

## FY2020.3 Consolidated Performance Summary

(millions of yen)

	Results		Changes from the Previous Year	Forecasts FY2021.3 (*2)			
	FY2019.3	FY2020.3		Full Year		First Half	
<b>Net Sales</b>	<b>72,376</b>	<b>71,302</b>	<b>△ 1,073 (△1.5%)</b>	-	-	-	-
Japan Sales	44,587 (61.6%)	<b>43,654 (61.2%)</b>	△ 933 (△2.1%)	-	-	-	-
Overseas Sales	27,788 (38.4%)	<b>27,648 (38.8%)</b>	△ 140 (△0.5%)	-	-	-	-
Operating Income	3,669 (5.1%)	<b>2,960 (4.2%)</b>	△ 709 (△19.3%)	-	-	-	-
<b>Ordinary Income</b>	<b>3,918 (5.4%)</b>	<b>3,118 (4.4%)</b>	<b>△ 799 (△20.4%)</b>	-	-	-	-
Extraordinary Income or Loss	△ 488	<b>△ 141</b>	346 -	-	-	-	-
<b>Net Income (*1)</b>	<b>2,010 (2.8%)</b>	<b>1,545 (2.2%)</b>	<b>△ 464 (△23.1%)</b>	-	-	-	-
Exchange Rate US\$	110.4 yen	<b>109.1 yen</b>	△ 1.4 yen	-	yen	-	yen
Exchange Rate €	130.4 yen	<b>122.1 yen</b>	△ 8.3 yen	-	yen	-	yen
Exchange Rate CNY	16.7 yen	<b>15.8 yen</b>	△ 0.9 yen	-	yen	-	yen
<b>Sales by Business Segment</b>	<b>72,376</b>	<b>71,302</b>	<b>△ 1,073 (△1.5%)</b>	-	-	-	-
Musical Instruments and Education Related Business	58,586 (80.9%)	<b>57,049 (80.0%)</b>	△ 1,536 (△2.6%)	-	-	-	-
Material Processing Business	10,606 (14.7%)	<b>9,646 (13.5%)</b>	△ 959 (△9.1%)	-	-	-	-
Others	3,183 (4.4%)	<b>4,605 (6.5%)</b>	1,422 (44.7%)	-	-	-	-
<b>Operating Income by Business Segment</b>	<b>3,669 5.1%</b>	<b>2,960 4.2%</b>	<b>△ 709 (△19.3%)</b>	-	-	-	-
Musical Instruments and Education Related Business	2,578 4.4%	<b>1,814 3.2%</b>	△ 763 (△29.6%)	-	-	-	-
Material Processing Business	1,131 10.7%	<b>1,124 11.7%</b>	△ 6 (△0.6%)	-	-	-	-
Others	7 0.2%	<b>142 3.1%</b>	134 (1,698.0%)	-	-	-	-
<b>Sales of Keyboard Instruments</b>							
<b>Piano</b>	<b>24,274</b>	<b>24,321</b>	<b>47 (0.2%)</b>	-	-	-	-
Japan Sales	3,614 (14.9%)	<b>3,818 (15.7%)</b>	203 (5.6%)	-	-	-	-
Overseas Sales	20,659 (85.1%)	<b>20,502 (84.3%)</b>	△ 156 (△0.8%)	-	-	-	-
<b>Digital Piano</b>	<b>8,681</b>	<b>8,966</b>	<b>285 (3.3%)</b>	-	-	-	-
Japan Sales	2,538 (29.2%)	<b>2,429 (27.1%)</b>	△ 109 (△4.3%)	-	-	-	-
Overseas Sales	6,142 (70.8%)	<b>6,537 (72.9%)</b>	395 (6.4%)	-	-	-	-
<b>Electronic Organ</b>	<b>649</b>	<b>235</b>	<b>△ 414 (△63.8%)</b>	-	-	-	-
Japan Sales	62 (9.7%)	<b>70 (30.0%)</b>	7 (12.5%)	-	-	-	-
Overseas Sales	587 (90.3%)	<b>164 (70.0%)</b>	△ 422 (△71.9%)	-	-	-	-

\*1 Net Income is this term's net profit attributing to the shareholders of the parent company.

\*2 It is difficult to accurately and reasonably predict the impact of the coronavirus pandemic.

Therefore, the consolidated financial outlook for the fiscal year ending in March 2021 has yet to be finalized.

The financial outlook will be announced as soon as it is possible to estimate.