

Second Quarter of FY2021.3 Consolidated Performance Summary

(millions of yen)

	2Q Results		Y/Y	Results		Y/Y
	FY2020.3	2Q Results FY2021.3		FY2020.3	Forecasts FY2021.3	
Net Sales	36,430	28,081	△ 8,348 (△22.9%)	71,302	63,000	(△11.6%)
Japan Sales	23,049 (63.3%)	17,395 (61.9%)	△ 5,653 (△24.5%)	43,654 (61.2%)	36,900 (58.6%)	(△15.5%)
Overseas Sales	13,380 (36.7%)	10,686 (38.1%)	△ 2,694 (△20.1%)	27,648 (38.8%)	26,100 (41.4%)	(△5.6%)
Operating Income	1,965 (5.4%)	135 (0.5%)	△ 1,829 (△93.1%)	2,960 (4.2%)	1,000 (1.6%)	(△66.2%)
Ordinary Income	1,913 (5.3%)	290 (1.0%)	△ 1,623 (△84.8%)	3,118 (4.4%)	1,100 (1.7%)	(△64.7%)
Extraordinary Income or Loss	2	△ 830	△ 834 -	△ 141	△ 850	-
Net Income (*1)	1,433 (3.9%)	△ 881 -	△ 2,314 -	1,545 (2.2%)	△ 500 -	-
Exchange Rate US\$	110.1 yen	108.3 yen	△1.8 yen	109.1 yen	107.0 yen	
Exchange Rate €	124.3 yen	119.3 yen	△5.0 yen	122.1 yen	122.0 yen	
Exchange Rate CNY	16.2 yen	15.4 yen	△0.8 yen	15.8 yen	15.4 yen	
Sales by Business Segment	36,430	28,081	△ 8,348 (△22.9%)	71,302	63,000	(△11.6%)
Musical Instruments and Education Related Business	29,079 (79.8%)	22,677 (80.8%)	△ 6,402 (△22.0%)	57,049 (80.0%)	52,500 (83.3%)	(△8.0%)
Material Processing Business	5,173 (14.2%)	3,919 (14.0%)	△ 1,254 (△24.2%)	9,646 (13.5%)	7,340 (11.7%)	(△23.9%)
Others	2,176 (6.0%)	1,485 (5.2%)	△ 691 (△31.8%)	4,605 (6.5%)	3,160 (5.0%)	(△31.4%)
Operating Income by Business Segment	1,965 5.4%	135 0.5%	△ 1,829 (△93.1%)	2,960 4.2%	1,000 1.6%	(△66.2%)
Musical Instruments and Education Related Business	1,367 4.7%	△ 211 -	△ 1,579 -	1,814 3.2%	450 0.9%	(△75.2%)
Material Processing Business	621 12.0%	423 10.8%	△ 198 (△31.9%)	1,124 11.7%	670 9.1%	(△40.4%)
Others	28 1.3%	△ 47 -	△ 75 -	142 3.1%	△ 60 -	-
Sales of Keyboard Instruments						
Piano	12,043	8,500	△ 3,542 (△29.4%)	24,321	21,680	(△10.9%)
Japan Sales	1,930 (16.0%)	1,521 (17.9%)	△ 409 (△21.2%)	3,818 (15.7%)	3,480 (16.1%)	(△8.9%)
Overseas Sales	10,112 (84.0%)	6,979 (82.1%)	△ 3,133 (△31.0%)	20,502 (84.3%)	18,200 (83.9%)	(△11.2%)
Digital Piano	4,209	5,057	847 (20.1%)	8,966	10,370	(15.7%)
Japan Sales	1,330 (31.6%)	1,548 (30.6%)	218 (16.4%)	2,429 (27.1%)	2,770 (26.7%)	(14.0%)
Overseas Sales	2,879 (68.4%)	3,508 (69.4%)	629 (21.9%)	6,537 (72.9%)	7,600 (73.3%)	(16.3%)
Electronic Organ	200	35	△ 165 (△82.4%)	235	80	(△66.0%)
Japan Sales	40 (20.0%)	25 (73.6%)	△ 14 (△35.5%)	70 (29.8%)	70 (87.5%)	(0.0%)
Overseas Sales	160 (80.0%)	9 (26.4%)	△ 150 (△94.2%)	164 (70.2%)	10 (12.5%)	(△93.9%)

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