

FY2021.3 Consolidated Performance Summary

(millions of yen)

	Results		Results		Changes from the Previous Year	Forecasts FY2022.3			
	FY2020.3		FY2021.3			Full Year		First Half	
Net Sales	71,302		67,520		△ 3,782 (△5.3%)	77,000		37,800	
Japan Sales	43,654 (61.2%)		39,846 (59.0%)		△ 3,808 (△8.7%)	43,860 (57.0%)		21,540 (57.0%)	
Overseas Sales	27,648 (38.8%)		27,674 (41.0%)		25 (0.1%)	33,140 (43.0%)		16,260 (43.0%)	
Operating Income	2,960 4.2%		3,492 5.2%		532 (18.0%)	4,000 5.2%		1,650 4.4%	
Ordinary Income	3,118 4.4%		4,002 5.9%		883 (28.3%)	4,100 5.3%		1,750 4.6%	
Extraordinary Income or Loss	△ 141		△ 835		△ 694 -	△ 20		△ 10	
Net Income (*1)	1,545 2.2%		2,579 3.8%		1,034 (67.0%)	2,600 3.4%		1,100 2.9%	
Exchange Rate US\$	109.1 yen		106.8 yen		△2.2 yen	108.0 yen		108.0 yen	
Exchange Rate €	122.1 yen		121.8 yen		△0.3 yen	128.0 yen		128.0 yen	
Exchange Rate CNY	15.8 yen		15.5 yen		△0.3 yen	16.5 yen		16.5 yen	
Sales by Business Segment	71,302		67,520		△ 3,782 (△5.3%)	77,000		37,800	
Musical Instruments and Education Related Business	57,049 (80.0%)		55,147 (81.7%)		△ 1,902 (△3.3%)	63,900 (83.0%)		31,300 (82.8%)	
Material Processing Business	9,646 (13.5%)		9,112 (13.5%)		△ 533 (△5.5%)	9,300 (12.1%)		4,550 (12.0%)	
Others	4,605 (6.5%)		3,259 (4.8%)		△ 1,346 (△29.2%)	3,800 (4.9%)		1,950 (5.2%)	
Operating Income by Business Segment	2,960 4.2%		3,492 5.2%		532 (18.0%)	4,000 5.2%		1,650 4.4%	
Musical Instruments and Education Related Business	1,814 3.2%		2,241 4.1%		426 (23.5%)	2,940 4.6%		1,200 3.8%	
Material Processing Business	1,124 11.7%		1,291 14.2%		166 (14.8%)	1,100 11.8%		480 10.5%	
Others	142 3.1%		49 1.5%		△ 93 (△65.3%)	30 0.8%		0 -	
Sales of Keyboard Instruments									
Piano	24,321		22,726		△ 1,595 (△6.6%)	27,570		13,250	
Japan Sales	3,818 (15.7%)		3,767 (16.6%)		△ 50 (△1.3%)	4,000 (14.5%)		1,770 (13.4%)	
Overseas Sales	20,502 (84.3%)		18,958 (83.4%)		△ 1,544 (△7.5%)	23,570 (85.5%)		11,480 (86.6%)	
Digital Piano	8,966		11,489		2,522 (28.1%)	12,700		6,470	
Japan Sales	2,429 (27.1%)		3,254 (28.3%)		825 (34.0%)	3,530 (27.8%)		1,860 (28.7%)	
Overseas Sales	6,537 (72.9%)		8,234 (71.7%)		1,697 (26.0%)	9,170 (72.2%)		4,610 (71.3%)	
Electronic Organ	235		57		△ 178 (△75.7%)	80		30	
Japan Sales	70 (30.0%)		48 (84.0%)		△ 22 (△32.1%)	80 (100.0%)		30 (100.0%)	
Overseas Sales	164 (70.0%)		9 (16.0%)		△ 155 (△94.4%)	0 (0.0%)		0 (0.0%)	

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