

May 10, 2019

# Operating Results and Financial Position

## (For the Fiscal Year Ended March 31, 2019)

### 1. Operating Results

#### (1) Consolidated Overview

In the fiscal year ended March 31, 2019, the North American economy continued its recovery trend due to an improvement in employment and personal income conditions and strong consumer spending. The European economy showed a moderate recovery despite Brexit and other issues, due to generally strong internal demand. The Chinese economy seemed to slow toward the end of the fiscal year, due to concerns about trade frictions with the United States. The Southeast Asian economy improved modestly and the India's economy also continued its moderate recovery trend. The Japanese economy continued its moderate recovery trend, due to improvements in employment and increased capital investment resulting from higher corporate earnings.

In the midst of such circumstances, the Shimadzu Group is implementing aggressive measures to achieve growth, as specified in the medium-term management plan and based on the slogan "Become a Company That Solves Challenges in Society in Collaboration with Partners All Around the World," such as investing in advanced healthcare and other high-growth fields, improving profitability by applying AI and IoT technologies to expand the aftermarket business and improve the competitiveness of key models, for example, and implementing organizational foundation reforms.

For this fiscal year, the Shimadzu Group posted consolidated net sales of 391,213 million yen (a year-on-year increase of 3.9 %), operating income of 44,480 million yen (a year-on-year increase of 3.9 %), ordinary income of 45,462 million yen (a year-on-year increase of 8.6 %), and profit attributable to owners of parent of 32,523 million yen (a year-on-year increase of 9.0 %) and achieved the fourth consecutive year of record results.

**The results for reportable business segments were as follows.**

#### I. Analytical & Measuring Instruments

Sales in North America were strong for liquid chromatographs and mass spectrometer systems in the healthcare and food fields. In Europe, mass spectrometer system sales were strong for food testing and contract analysis, and in other fields. In China, sales of environmental measurement instruments increased significantly due to government policies for strengthening environmental countermeasures at the source and sales of mass spectrometer systems and gas chromatographs to academic and research institutions, and for contract analysis were strong. In Southeast Asia, liquid chromatograph sales were strong for pharmaceuticals and mass spectrometer system sales were also strong for environmental regulation compliance. In India, overall sales decreased as liquid chromatograph sales for pharmaceuticals slowed.

In Japan, liquid chromatograph and mass spectrometer system sales decreased due to declining capital investment in the chemical fields, but overall sales increased slightly due to strong sales of non-destructive inspection systems in transport-related fields.

As a result, the Analytical & Measuring Instruments segment posted sales of 241,395 million yen (a year-on-year increase of 4.2 %) for this fiscal year, with operating income of 38,776 million yen (a year-on-year increase of 4.7 %), due to increased sales and other factors.

#### II. Medical Systems

In North America, sales decreased due to lower sales of general radiography systems after demand stimulated by measures to promote shifting to digital technology last year settled down and due to project delays for angiography systems. In Europe, overall sales were strong due to new mobile systems with outstanding operability and other factors. In China, sales decreased due to preferential policies for domestic products that decreased sales of general radiography systems and due to regional government budget reductions that delayed projects for fluoroscopy systems. In Southeast Asia, angiography system sales were strong due to large projects.

In Japan, sales of general radiography systems to clinics and sales of radiotherapy tumor-tracking systems were strong.

As a result, the Medical Systems segment posted sales of 69,084 million yen (a year-on-year increase of 4.8 %) for this fiscal year, but operating income decreased to 2,327 million yen (a year-on-year decrease of 13.8 %), due to decreased sales in North America and other factors.

### **III. Aircraft Equipment**

Sales increased in North America due to higher demand for small and mid-size commercial aircraft, but decreased in Japan due to decreasing aircraft component sales to the Japanese Ministry of Defense.

As a result, the Aircraft Equipment segment posted sales of 27,343 million yen (a year-on-year decrease of 1.1 %) for this fiscal year, with operating income of 119 million yen (a year-on-year decrease of 75.1 %).

### **IV. Industrial Machinery**

Turbomolecular pump sales increased in China, for use in flat panel display manufacturing equipment and thin-film solar cell and other coating systems, but overall sales decreased due to lower demand for semiconductor manufacturing equipment in North America and touch screen panel coating equipment in Japan. Vacuum heat treatment furnace sales increased in Japan due to the strong demand for machine tools. Hydraulic equipment sales remained strong in Japan, China, and Europe.

As a result, the Industrial Machinery segment posted sales of 45,419 million yen (a year-on-year increase of 2.8 %) for this fiscal year, with operating income of 4,465 million yen (a year-on-year increase of 9.3 %), due to increased sales and other factors.

### **V. Other**

Other business segments posted sales of 7,971 million yen (a year-on-year increase of 10.4 %) for this fiscal year, with operating income of 1,375 million yen (a year-on-year increase of 54.3 %).

### **<Consolidated Outlook>**

In terms of the future outlook, simultaneous economic growth around the world is predicted to result in higher trade and political uncertainty that will start slowing economic growth.

In the United States, domestic demand is expected to continue growing, but government financial stimulus policies are having less of an effect. In Europe, Brexit and other issues are fueling concerns about economic growth. In Japan, growth is stalling due to a slowdown in exports and capital investment. In China, uncertainty about economic growth is increasing due to rising tariffs from trade frictions with the United States and other factors.

Given these circumstances and the fact that FY 2019 is the final year of the medium-term management plan, we will strive to achieve the original targets specified in the plan by ensuring the measures specified in the plan are steadily implemented. We will continue preparing policies for the next medium-term management plan that will achieve new growth given the major changes occurring in our economic and competitive environments.

#### **1) Stay Ahead of Changes by Investing in High-Growth Fields**

(1) To achieve sustained business growth, we will systematically strive to offer value based on our current products and services. In addition, to solve challenges of society and customers, we will expand the scope of our businesses and also actively develop more specific new services by utilizing data and consumables.

(2) In the healthcare field, we intend to create new businesses by integrating Shimadzu's technologies from the Analytical & Measuring Instruments segment with technologies from the Medical Systems segment. We will start collaborating with advanced customers and outside researchers through open innovation projects by gathering personnel from relevant R&D departments at the Healthcare R&D Center. As a next step, we will create new products and prepare for commercialization. In the infrastructure field, we intend to offer diagnostic visualization of structural member deterioration and reduce the work load of personnel. To commercialize the business, we will start accepting orders for diagnostic systems for elevator cable deterioration.

(3) We will strengthen and improve our technical capabilities by acquiring technologies essential for business expansion, such as AI, IoT, and robotics technologies, and implementing them in society through new products and services.

#### **2) Achieve Sustained Growth by Strengthening Profitability**

(1) We will engage in continuously improving profitability and capital efficiency. We will improve productivity by reassessing our business resources, improving efficiency, and actively adopting robotic process automation (RPA), AI, and IoT technologies.

(2) We will continue M&A and other measures to strengthen consumables and service businesses. We also intend to create new business models together with customers, by actively developing collaborations with startup companies or other outside companies.

### 3) Strengthen Business Base by Reforming the Organizational Foundation

(1) We will increase corporate value by continuing to contribute to solving challenges in society through business activities. We intend to establish organizations that can execute profitable business strategies for solving challenges in society, as represented by the UN sustainable development goals (SDGs), for example.

(2) We will implement working practice reforms to accelerate our development toward becoming an organization that can satisfy the requirements of society and customers.

(3) We will also continue strengthening corporate functions at Group companies as a measure to reduce business risk.

Taking into account the business circumstances described above, we have revised the forecast for consolidated results as follows.

	FY 2019 Forecast	Percent Increase/Decrease Year-on-Year
Net Sales	410,000	4.8 %
Operating Income	47,000	5.7 %
Ordinary Income	47,000	3.4 %
Profit Attributable to Owners of Parent	34,000	4.5 %

## (2) Overview of Financial Status

### <Assets as of March 31, 2019>

As of March 31, 2019, total assets were 437,190 million yen, an increase of 18,642 million yen compared to the end of the previous fiscal year, reflecting increases of 7,241 million yen in trade notes and accounts receivable, 6,813 million yen in buildings and structures, net, and 2,833 million yen in inventory. Net assets increased 19,881 million yen to 287,941 million yen due to 24,763 million yen increase in retained earnings.

### <Cash Flows>

Cash and cash equivalents at March 31, 2019 decreased 4,247 million yen versus the end of the previous fiscal year, to 70,842 million yen.

The cash flow status for FY 2018 is described below.

#### I. Cash Flows from Operating Activities

Cash flow from operating activities resulted in an inflow of 29,454 million yen, which is a 11,760 million yen decrease from the previous year. The primary cash flows from operating activities include a 10,645 million yen outflow from decreased trade payables, a 5,992 million yen outflow from increased income taxes paid, and a 2,924 million yen inflow from decreased inventories.

#### II. Cash Flows from Investing Activities

Cash flow from investing activities resulted in an outflow of 22,897 million yen, which is a 11,825 million yen increase from the previous year. The primary cash flows from investing activities include a 20,784 million yen outflow from capital investment.

#### III. Cash Flows from Financing Activities

Cash flow from financing activities resulted in an outflow of 10,819 million yen, which is a 2,916 million yen increase from the previous year. The primary cash flows from financing activities

include a 7,662 million yen outflow from payment of cash dividends and a 1,258 million yen outflow from payment of finance lease obligations.

### <Trend in Cash Flow Indices>

	Year Ended March 31, 2015	Year Ended March 31, 2016	Year Ended March 31, 2017	Year Ended March 31, 2018	Year Ended March 31, 2019
Equity Ratio (%)	61.8	62.9	64.3	64.0	65.9
Equity Ratio on a Market Value Basis (%)	116.4	148.9	139.0	210.6	215.6
Years of Debt Redemption (years)	0.6	0.6	0.6	0.5	0.6
Interest Coverage Ratio	142.9	177.0	214.2	295.5	236.9

Note: Equity Ratio = (Net assets – Non-controlling interests)/Total assets

Equity Ratio on a Market Value Basis (%) = Total market value of shares/Total assets

Years of Debt Redemption = Interest bearing debt/Cash flow from operating activities

Interest Coverage Ratio = Cash flow from operating activities/Interest payment

1. All indices were calculated on a consolidated basis.
2. The total market value of shares was calculated as the product of year-end share price and the number of year-end outstanding shares (after deduction of treasury stock).
3. The cash flow from operating activities indicated on the consolidated statements of cash flows was used as the cash flow from operating activities. Interest bearing debt includes short-term loans, long-term debt, commercial paper, and unsecured bonds, from liabilities indicated on the consolidated balance sheet. Interest payment indicates the interest paid, as reported in consolidated statements of cash flows.

(3) Dividend Policy and Dividends for the Fiscal Years Ended March 31, 2019 and 2020  
Shimadzu views the return of profits to shareholders as a key management objective.

We intend to keep dividends stable, while also taking into account earnings performance and cash flows. We will also maintain sufficient internal reserves to fund capital investments, R&D, human resources, and strategic investments for increasing business growth and profitability in the medium and long term. We will continue making every effort to maintain stable financial conditions, while strengthening earnings and raising our return on equity.

A year-end dividend of 13 yen per share was paid for the fiscal year ended March 31, 2018, but we plan to pay a year-end dividend of 15 yen per share for the fiscal year ended March 31, 2019. Combined with the interim dividend of 13 yen per share, that will result in a total annual dividend of 28 yen per share, which is an increase of 4 yen compared to the previous year.

For the fiscal year ended March 31, 2020, we currently plan to pay an interim dividend of 15 yen and a year-end dividend of 15 yen per share, for a total annual dividend of 30 yen per share, an increase of 2 yen from the previous fiscal year.

## **2. Basic Stance on Selecting Accounting Standards**

The Shimadzu Group currently presents its consolidated financial statements based on Japanese accounting standards to facilitate comparison with results from other years and comparison with the results of other companies.

Regarding International Financial Reporting Standards (IFRS), we will take appropriate measures based on various circumstances in and outside Japan.

### 3. Consolidated Financial Statements

#### (1) Consolidated Balance Sheets

(In million yen)

	As of March 31, 2019	As of March 31, 2018
<b>Assets</b>		
Current assets:		
Cash and time deposits	¥73,641	¥76,926
Trade notes and accounts receivable	126,358	119,117
Marketable securities	—	20
Merchandise and products	42,825	40,067
Work in process	20,347	19,936
Raw materials and supplies	20,296	20,632
Other	9,107	8,931
Allowance for doubtful receivables	(1,671)	(1,409)
Total current assets	¥290,906	¥284,223
Noncurrent assets:		
Property, plant and equipment:		
Buildings and structures, net	¥46,798	¥39,985
Machinery, equipment and vehicles, net	7,826	6,713
Land	19,010	18,821
Leased assets, net	3,183	2,734
Construction in progress	2,338	3,225
Other, net	13,724	12,655
Total property, plant and equipment	¥92,880	¥84,136
Intangible fixed assets	¥10,830	¥9,234
Investments and other assets:		
Investment securities	¥13,562	¥16,464
Long-term receivables	174	159
Assets related to retirement benefits	10,480	8,010
Deferred tax assets	12,400	11,535
Other	6,296	5,129
Allowance for doubtful receivables	(341)	(344)
Total investments and other assets	¥42,573	¥40,954
Total noncurrent assets	¥146,284	¥134,325
Total assets	¥437,190	¥418,548

(In million yen)

	As of March 31, 2019	As of March 31, 2018
<b>Liabilities</b>		
Current liabilities:		
Trade notes and accounts payable	¥66,610	¥66,589
Short-term loans	2,290	3,135
Current portion of bonds	15,000	—
Lease obligations	1,160	1,060
Accounts payable	15,487	16,244
Income taxes payable	3,740	7,460
Allowance for employees' bonuses	9,095	8,735
Allowance for director's bonuses	281	259
Provision for loss on defense equipment	44	94
Other	19,566	18,386
Total current liabilities	¥133,278	¥121,965
Long-term liabilities:		
Unsecured bonds	—	¥15,000
Long-term debt	247	501
Lease obligations	2,328	1,986
Liability for directors' retirement benefits	137	169
Liability for retirement benefits	11,938	9,732
Liability for stock benefits	155	82
Other	1,163	1,049
Total long-term liabilities	¥15,971	¥28,522
Total liabilities	¥149,249	¥150,488
<b>Net assets</b>		
Shareholders' capital:		
Common stock	¥26,648	¥26,648
Additional paid-in capital	34,927	35,188
Retained earnings	222,801	198,038
Treasury stock	(1,415)	(1,410)
Total shareholders' capital	¥282,962	¥258,464
Accumulated other comprehensive income:		
Net unrealized gain on available-for-sale securities	¥5,508	¥7,440
Foreign currency translation adjustments	(1,660)	(1,998)
Cumulative adjustments to retirement benefits	1,083	3,787
Total accumulated other comprehensive income	¥4,932	¥9,229
Non-controlling interests	¥47	¥366
Total net assets	¥287,941	¥268,060
Total liabilities and net assets	¥437,190	¥418,548

## (2) Consolidated Statements of Operations & of Comprehensive Income

### Consolidated Statements of Operations

	(In million yen)	
	Year Ended March 31, 2019	Year Ended March 31, 2018
Net sales	¥391,213	¥376,530
Cost of sales	234,044	226,697
Gross profit	¥157,169	¥149,833
Selling, general and administrative expenses	¥112,688	¥107,011
Operating income	¥44,480	¥42,822
Other income:		
Interest income	¥245	¥241
Dividend income	277	346
Insurance payments received	602	329
Foreign exchange profit	62	—
Subsidy received	367	395
Other	846	596
Total other income	¥2,403	¥1,909
Other expenses:		
Interest expenses	¥119	¥139
Foreign exchange loss	—	1,271
Compensation expenses	570	311
Other	732	1,138
Total other expenses	¥1,421	¥2,860
Ordinary income	¥45,462	¥41,871
Extraordinary income:		
Net gain on sale of investment securities	¥177	¥0
Gain on sale of property, plant and equipment	56	157
Total extraordinary income	¥234	¥157
Extraordinary losses:		
Loss on disposal of property, plant and equipment	¥423	¥187
Net loss on sale of investment securities	225	—
Loss on write-down of investment securities	198	66
Impairment loss	195	—
Total extraordinary losses	¥1,043	¥253
Income before income taxes	¥44,652	¥41,775
Income taxes	10,991	11,512
Income taxes adjustments	1,074	342
Total income taxes and income taxes adjustments	¥12,066	¥11,855
Profit	¥32,586	¥29,920
Profit attributable to non-controlling interests	62	82
Profit attributable to owners of parent	¥32,523	¥29,838

### Consolidated Statements of Comprehensive Income

	(In million yen)	
	Year Ended March 31, 2019	Year Ended March 31, 2018
Profit	¥32,586	¥29,920
Other comprehensive income:		
Unrealized gain/loss on available-for-sale securities	¥(1,931)	¥1,590
Foreign currency translation adjustments	290	(565)
Retirement benefit adjustments	(2,703)	2,219
Total other comprehensive income	¥(4,344)	¥3,243
Comprehensive income	¥28,241	¥33,163
(Break down)		
Comprehensive income attribute to owners of parent	¥28,212	¥33,078
Comprehensive income attribute to non-controlling interests	¥28	¥85

### (3) Consolidated Statements of Changes in Equity

Fiscal year ended Mar. 31, 2019 (Apr. 1, 2018 to Mar. 31, 2019)

(In million yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of current period	26,648	35,188	198,038	(1,410)	258,464
Changes of items during period					
Dividends of surplus			(7,665)		(7,665)
Profit attributable to owners of parent			32,523		32,523
Changes in scope of consolidation			(94)		(94)
Purchase of treasury shares				(4)	(4)
Purchase of investments in capital of consolidated subsidiaries		(261)			(261)
Net changes of items other than shareholders' equity					
Total changes of items during period	—	(261)	24,763	(4)	24,497
Balance at end of current period	26,648	34,927	222,801	(1,415)	282,962

	Accumulated other comprehensive income				Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income		
Balance at beginning of current period	7,440	(1,998)	3,787	9,229	366	268,060
Changes of items during period						
Dividends of surplus						(7,665)
Profit attributable to owners of parent						32,523
Changes in scope of consolidation						(94)
Purchase of treasury shares						(4)
Purchase of investments in capital of consolidated subsidiaries						(261)
Net changes of items other than shareholders' equity	(1,931)	337	(2,703)	(4,297)	(319)	(4,616)
Total changes of items during period	(1,931)	337	(2,703)	(4,297)	(319)	19,881
Balance at end of current period	5,508	(1,660)	1,083	4,932	47	287,941

**Fiscal year ended Mar. 31, 2018 (Apr. 1, 2017 to Mar. 31, 2018)**

(In million yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of current period	26,648	35,188	174,391	(885)	235,342
Changes of items during period					
Dividends of surplus			(6,191)		(6,191)
Profit attributable to owners of parent			29,838		29,838
Changes in scope of consolidation					—
Purchase of treasury shares				(524)	(524)
Purchase of investments in capital of consolidated subsidiaries					—
Net changes of items other than shareholders' equity					
Total changes of items during period	—	—	23,646	(524)	23,122
Balance at end of current period	26,648	35,188	198,038	(1,410)	258,464

	Accumulated other comprehensive income				Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income		
Balance at beginning of current period	5,850	(1,429)	1,568	5,988	297	241,629
Changes of items during period						
Dividends of surplus						(6,191)
Profit attributable to owners of parent						29,838
Changes in scope of consolidation						—
Purchase of treasury shares						(524)
Purchase of investments in capital of consolidated subsidiaries						—
Net changes of items other than shareholders' equity	1,590	(568)	2,219	3,240	68	3,309
Total changes of items during period	1,590	(568)	2,219	3,240	68	26,431
Balance at end of current period	7,440	(1,998)	3,787	9,229	366	268,060

#### (4) Consolidated Statements of Cash Flows

(In million yen)

	Year Ended March 31, 2019	Year Ended March 31, 2018
Cash flows from operating activities		
Income before income taxes	¥44,652	¥41,775
Depreciation and amortization	11,506	10,591
Impairment loss	195	—
Increase (decrease) in allowance for doubtful receivables	226	133
Increase (decrease) in allowance for employees' bonuses	349	553
Increase (decrease) in allowance for director's bonuses	25	(21)
Increase (decrease) in liability for retirement benefits	(1,411)	1,895
Interest and dividends income	(523)	(587)
Interest expense	119	139
Foreign exchange (gain) loss, net	(10)	22
Net (gain) loss on sale and valuation of investment securities	247	66
Net (gain) loss on sale and disposal of property, plant and equipment	367	29
(Increase) decrease in trade receivables	(6,470)	(6,909)
(Increase) decrease in inventories	(2,589)	(5,513)
Increase (decrease) in trade payables	(600)	10,045
Other, net	(2,221)	(2,640)
Subtotal	¥43,861	¥49,581
Interest and dividends received	522	587
Interest paid	(124)	(139)
Income taxes paid	(14,806)	(8,814)
Net cash provided by operating activities	¥29,454	¥41,215
Cash flows from investing activities		
Purchase of property, plant and equipment	¥(20,784)	¥(11,972)
Proceeds from sale of property, plant and equipment	1,023	489
Purchase of investment securities	(986)	(482)
Proceeds from sale of investment securities	749	0
Increase in long term receivables	(59)	(157)
Decrease in long term receivables	46	45
Purchase of subsidiary	(1,985)	(1,557)
Other, net	(900)	2,560
Net cash provided by (used in) investing activities	¥(22,897)	¥(11,072)
Cash flows from financing activities		
Borrowing of short-term loans	¥88	¥616
Repayment of short-term loans	(570)	(669)
Borrowing of long-term debt	—	650
Repayment of long-term debt	(750)	(571)
Cash dividends paid	(7,662)	(6,186)
Dividends payments to non-controlling interests	(20)	(11)
Purchase of subsidiary resulting in no change in scope of consolidation	(621)	—
Repayment of guarantee deposits received	(19)	(21)
Payment of finance lease obligations	(1,258)	(1,183)
(Increase) decrease in treasury stock	(4)	(524)
Net cash provided by (used in) financing activities	¥(10,819)	¥(7,902)
Foreign currency translation adjustments on cash and cash equivalents	¥(236)	¥87
Net increase (decrease) in cash and cash equivalents	¥(4,499)	¥22,327
Cash and cash equivalents, beginning of period	¥75,090	¥52,762
Increase in cash and cash equivalents due to inclusion of subsidiaries in consolidation	251	—
Cash and cash equivalents, end of period	¥70,842	¥75,090

#### (5) Note on the Going-Concern Assumption

Not applicable.

## (6) Segment Information

### 1) Income by Business Segment

From April 1st to March 31st of fiscal year ended March 31, 2019

(In million yen)

	Reportable segment					Other	Total	Adjustments	Amounts reported on the quarterly statements of income
	Analytical & Measuring Instruments	Medical Systems	Aircraft Equipment	Industrial Machinery	Total				
Net sales									
(1) Sales to customers	¥241,395	¥69,084	¥27,343	¥45,419	¥383,242	¥7,971	¥391,213	—	¥391,213
(2) Inter-segment sales	18	24	113	91	248	1,815	2,063	¥(2,063)	—
Total sales	¥241,414	¥69,108	¥27,457	¥45,511	¥383,491	¥9,786	¥393,277	¥(2,063)	¥391,213
Operating income (loss)	¥38,776	¥2,327	¥119	¥4,465	¥45,688	¥1,375	¥47,063	¥(2,583)	¥44,480

From April 1st to March 31st of fiscal year ended March 31, 2018

(In million yen)

	Reportable segment					Other	Total	Adjustments	Amounts reported on the quarterly statements of income
	Analytical & Measuring Instruments	Medical Systems	Aircraft Equipment	Industrial Machinery	Total				
Net sales									
(1) Sales to customers	¥231,561	¥65,916	¥27,639	¥44,190	¥369,307	¥7,223	¥376,530	—	¥376,530
(2) Inter-segment sales	39	20	88	119	268	1,642	1,910	¥(1,910)	—
Total sales	¥231,601	¥65,936	¥27,727	¥44,310	¥369,576	¥8,865	¥378,441	¥(1,910)	¥376,530
Operating income (loss)	¥37,046	¥2,701	¥479	¥4,084	¥44,310	¥891	¥45,202	¥(2,379)	¥42,822

### 2) Income by Geographic Segment

From April 1st to March 31st of fiscal year ended March 31, 2019

(In million yen)

Japan	The Americas	Europe	China	Other Asian countries	Other	Total
¥193,906	48,934	31,291	71,859	35,274	9,947	¥391,213

From April 1st to March 31st of fiscal year ended March 31, 2018

(In million yen)

Japan	The Americas	Europe	China	Other Asian countries	Other	Total
¥187,667	48,146	27,604	68,439	34,132	10,540	¥376,530

Note: Major countries or regions belonging to segments other than Japan are as follows.

Americas: United States of America

Europe: Great Britain, Germany

China: China

Other Asian countries: India, Southeast Asia, Republic of Korea, Taiwan

Other: Australia, Middle East, Africa