



2020年3月期 決算参考資料  
Financial Data for the FY2020  
The FY2020, the year ended March 31, 2020  
April 1, 2019 - March 31, 2020

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(Notes regarding this material)

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## 1. 連結決算概要 / Consolidated Financial Summary

## ■ 連結損益計算書概要 / Summary of Consolidated Statements of Profit or Loss

百万円 (¥ million)

| 項目<br>Item                                                  | FY2019  |         |         |         |         | FY2020  |         |         |         |         |
|-------------------------------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
|                                                             | Q1      | Q2      | Q3      | Q4      | Total   | Q1      | Q2      | Q3      | Q4      | Total   |
| 売上高<br>Revenue                                              | 180,554 | 201,295 | 199,197 | 212,816 | 793,862 | 181,885 | 207,304 | 205,882 | 202,340 | 797,411 |
| 売上原価<br>Cost of sales                                       | 62,205  | 70,797  | 69,640  | 81,655  | 284,297 | 65,175  | 73,353  | 75,597  | 83,719  | 297,844 |
| 売上総利益<br>Gross profit                                       | 118,349 | 130,498 | 129,557 | 131,161 | 509,565 | 116,710 | 133,951 | 130,285 | 118,621 | 499,567 |
| 販売費及び一般管理費<br>S.G.A. expenses                               | 105,011 | 107,376 | 110,153 | 114,970 | 437,510 | 101,074 | 95,638  | 99,653  | 108,658 | 405,023 |
| その他の収益および費用等<br>Other income and expenses etc.              | -24,977 | -8,498  | -1,805  | -8,494  | -43,774 | -900    | -2,112  | -3,084  | -4,979  | -11,075 |
| 営業利益<br>Operating profit                                    | -11,639 | 14,624  | 17,599  | 7,697   | 28,281  | 14,736  | 36,201  | 27,548  | 4,984   | 83,469  |
| 金融収益および費用<br>Finance income and costs                       | -3,069  | -2,697  | -1,233  | -1,165  | -8,164  | -1,129  | -1,239  | -1,926  | -1,377  | -5,671  |
| 税引前利益<br>Profit before tax                                  | -14,708 | 11,927  | 16,366  | 6,532   | 20,117  | 13,607  | 34,962  | 25,622  | 3,607   | 77,798  |
| 法人所得税費用<br>Income taxes                                     | 2,001   | 773     | 4,344   | 4,950   | 12,068  | 4,964   | 7,541   | 2,545   | 11,093  | 26,143  |
| 当期利益<br>Profit                                              | -16,709 | 11,154  | 12,022  | 1,582   | 8,049   | 8,643   | 27,421  | 23,077  | -7,486  | 51,655  |
| 親会社の所有者に帰属する当期利益<br>Profit attributable to owners of parent | -16,685 | 11,191  | 12,021  | 1,620   | 8,147   | 8,637   | 27,426  | 23,075  | -7,468  | 51,670  |

|                                  |       |       |       |       |       |       |       |       |       |       |
|----------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 売上総利益率<br>Gross profit ratio     | 65.6% | 64.8% | 65.0% | 61.6% | 64.2% | 64.2% | 64.6% | 63.3% | 58.6% | 62.6% |
| 販管費率<br>S.G.A. ratio             | 58.2% | 53.3% | 55.3% | 54.0% | 55.1% | 55.6% | 46.1% | 48.4% | 53.7% | 50.8% |
| 営業利益率<br>Operating profit margin | -     | 7.3%  | 8.8%  | 3.6%  | 3.6%  | 8.1%  | 17.5% | 13.4% | 2.5%  | 10.5% |
| 当期利益率<br>Profit margin           | -     | 5.6%  | 6.0%  | 0.7%  | 1.0%  | 4.7%  | 13.2% | 11.2% | -3.7% | 6.5%  |
| ROE                              | -     | -     | -     | -     | 1.8%  | -     | -     | -     | -     | 12.7% |

|                             |       |        |        |        |        |        |        |        |        |         |
|-----------------------------|-------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| EBITDA                      | 2,682 | 28,675 | 32,237 | 23,356 | 86,950 | 32,163 | 52,172 | 44,674 | 22,769 | 151,778 |
| EBITDAマージン<br>EBITDA margin | 1.5%  | 14.2%  | 16.2%  | 11.0%  | 11.0%  | 17.7%  | 25.2%  | 21.7%  | 11.3%  | 19.0%   |

## ■ 投資他 / Expenditures etc

百万円 (¥ million)

| 項目<br>Item                                   | FY2019 |        |        |        |        | FY2020 |        |        |        |        |
|----------------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|                                              | Q1     | Q2     | Q3     | Q4     | Total  | Q1     | Q2     | Q3     | Q4     | Total  |
| 減価償却費<br>Depreciation and amortization       | 14,321 | 14,051 | 14,638 | 15,659 | 58,669 | 17,427 | 15,971 | 17,126 | 17,785 | 68,309 |
| 資本的支出<br>Capital expenditures                | 16,178 | 14,901 | 14,208 | 21,543 | 66,830 | 14,623 | 18,236 | 16,933 | 27,392 | 77,184 |
| 研究開発支出<br>R&D expenditures                   | 21,509 | 23,624 | 22,945 | 25,890 | 93,968 | 21,195 | 23,624 | 22,157 | 24,613 | 91,589 |
| 開発費資産化<br>Capitalization of R&D expenditures | 2,448  | 2,124  | 2,176  | 2,650  | 9,398  | 3,329  | 5,047  | 6,009  | 8,619  | 23,004 |

## ■ 為替 / Foreign exchange

| 項目<br>Item                                        | FY2019 |        |        |        |        | FY2020 |        |        |        |        |
|---------------------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|                                                   | Q1     | Q2     | Q3     | Q4     | Total  | Q1     | Q2     | Q3     | Q4     | Total  |
| 円/USD (期中平均レート)<br>Yen/U.S. dollar (Average rate) | 109.07 | 111.46 | 112.90 | 110.20 | 110.91 | 109.90 | 107.35 | 108.76 | 108.92 | 108.74 |
| 円/EUR (期中平均レート)<br>Yen/Euro (Average rate)        | 130.06 | 129.63 | 128.78 | 125.15 | 128.41 | 123.49 | 119.34 | 120.32 | 120.11 | 120.82 |
| 円/CNY (期中平均レート)<br>Yen/Renminyuan (Average rate)  | 17.13  | 16.37  | 16.32  | 16.33  | 16.54  | 16.07  | 15.29  | 15.45  | 15.60  | 15.60  |

|                                                |       |        |        |       |        |        |        |        |        |         |
|------------------------------------------------|-------|--------|--------|-------|--------|--------|--------|--------|--------|---------|
| 売上高に対する為替影響額<br>FX Impact on revenue           | 2,017 | -1,130 | -3,452 | -908  | -3,473 | -3,843 | -9,559 | -8,538 | -4,719 | -26,659 |
| 営業利益に対する為替影響額<br>FX Impact on operating profit | 186   | 61     | -722   | 1,233 | 758    | -734   | -3,588 | -3,996 | -2,132 | -10,450 |

## ■ 為替感応度 (年間) / Foreign exchange sensitivity (Annual basis) 億円 (¥ 100 million)

| 項目<br>Item                           | 売上高<br>Revenue | 営業利益<br>Operating profit |
|--------------------------------------|----------------|--------------------------|
| ドル (1円あたり)<br>U.S. dollar (Per 1JPY) | 26             | 9                        |
| ユーロ (1円あたり)<br>Euro (Per 1JPY)       | 17             | 7                        |
| 人民元 (1円あたり)<br>Renminyuan (Per 1JPY) | 59             | 40                       |

\* FY2020の実績に対する感応度 / These figures are sensitivities for the FY2020 actual.

## ■ 従業員数 / Number of employees

| 項目<br>Item                               | FY2019          |                 | FY2020          |                 |                 |                 |                 |
|------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
|                                          | As of Mar 31    | As of Jun 30    | As of Sep 30    | As of Dec 31    | As of Mar 31    | As of Jun 30    | As of Sep 30    |
| 連結<br>Consolidated                       | 35,124 (21,753) | 35,256 (21,465) | 35,551 (21,844) | 35,774 (22,065) | 35,174 (21,571) | 35,256 (21,465) | 35,551 (21,844) |
| 医療<br>Medical                            | 20,646 (12,583) | 20,960 (12,555) | 20,927 (12,559) | 20,938 (12,560) | 20,901 (12,582) | 20,960 (12,555) | 20,927 (12,559) |
| 内視鏡事業<br>Endoscopic Solutions Division   | -               | 13,871 (7,677)  | 13,796 (7,636)  | 13,978 (7,748)  | 14,013 (7,781)  | 13,871 (7,677)  | 13,796 (7,636)  |
| 治療機器事業<br>Therapeutic Solutions Division | -               | 7,089 (4,878)   | 7,131 (4,923)   | 6,960 (4,812)   | 6,888 (4,801)   | 7,089 (4,878)   | 7,131 (4,923)   |
| 科学<br>Scientific Solutions               | 3,778 (2,236)   | 3,666 (2,258)   | 3,671 (2,265)   | 3,682 (2,286)   | 3,658 (2,278)   | 3,778 (2,236)   | 3,666 (2,258)   |
| 映像<br>Imaging                            | 4,246 (3,844)   | 4,273 (3,823)   | 4,584 (4,131)   | 4,714 (4,251)   | 4,270 (3,822)   | 4,246 (3,844)   | 4,273 (3,823)   |
| その他、全社<br>Others, Corporate              | 6,454 (3,090)   | 6,357 (2,829)   | 6,369 (2,889)   | 6,440 (2,968)   | 6,345 (2,889)   | 6,454 (3,090)   | 6,357 (2,829)   |

\* 集計方法の見直しにより、2019年6月末以降の従業員数に変更を加えています。詳細は13ページを参照下さい。 /

The numbers of employees since the end of June are revised because of the change of calculation. For more details, please refer page 13.

\* 連結従業員数は正社員のみでパートは含まれておりません / The number of temporary employees is not included in the number of employees (consolidated).

\* ( ) は海外従業員数です / ( ) : Number of overseas employees

## 2. セグメント別情報 / Information by Business Segment

### (1) 医療セグメント / Medical segment

#### ■ 医療セグメント 損益 / Revenue and Operating profit of Medical segment

百万円 (¥ million)

| 項目<br>Item                          | FY2019  |         |         |         |         | FY2020  |         |         |         |         |
|-------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
|                                     | Q1      | Q2      | Q3      | Q4      | Total   | Q1      | Q2      | Q3      | Q4      | Total   |
| 売上高<br>Revenue                      | 143,916 | 161,722 | 158,796 | 169,868 | 634,301 | 147,466 | 167,348 | 163,898 | 163,105 | 641,817 |
| 営業利益<br>Operating profit            | 27,382  | 27,308  | 31,843  | 25,399  | 111,934 | 27,594  | 47,444  | 39,077  | 21,499  | 135,616 |
| その他の損益<br>Other income and expenses | 975     | -7,839  | -20     | -5,513  | -12,397 | 146     | -1,080  | -801    | -2,084  | -3,818  |
| 営業利益率<br>Operating profit margin    | 19.0%   | 16.9%   | 20.1%   | 15.0%   | 17.6%   | 18.7%   | 28.4%   | 23.8%   | 13.2%   | 21.1%   |

|                                    |  |  |  |  |  |      |       |       |        |       |
|------------------------------------|--|--|--|--|--|------|-------|-------|--------|-------|
| 売上高対前年比<br>Revenue (YoY)           |  |  |  |  |  | 2.5% | 3.5%  | 3.2%  | -4.0%  | 1.2%  |
| 営業利益対前年比<br>Operating profit (YoY) |  |  |  |  |  | 0.8% | 73.7% | 22.7% | -15.4% | 21.2% |

#### ■ ESD 損益 / Revenue and Operating profit of ESD

百万円 (¥ million)

| 項目<br>Item                          | FY2019 |         |         |         |         | FY2020 |         |         |         |         |
|-------------------------------------|--------|---------|---------|---------|---------|--------|---------|---------|---------|---------|
|                                     | Q1     | Q2      | Q3      | Q4      | Total   | Q1     | Q2      | Q3      | Q4      | Total   |
| 売上高<br>Revenue                      | 92,939 | 107,873 | 103,013 | 115,010 | 418,833 | 95,410 | 111,379 | 108,334 | 110,620 | 425,742 |
| 営業利益<br>Operating profit            | 21,526 | 20,067  | 24,181  | 23,997  | 89,771  | 21,918 | 37,898  | 31,762  | 17,843  | 109,424 |
| その他の損益<br>Other income and expenses | 1,023  | -7,951  | 52      | -2,138  | -9,012  | 188    | -445    | -379    | -1,217  | -1,852  |
| 営業利益率<br>Operating profit margin    | 23.2%  | 18.6%   | 23.5%   | 20.9%   | 21.4%   | 23.0%  | 34.0%   | 29.3%   | 16.1%   | 25.7%   |

|                                    |  |  |  |  |  |      |       |       |        |       |
|------------------------------------|--|--|--|--|--|------|-------|-------|--------|-------|
| 売上高対前年比<br>Revenue (YoY)           |  |  |  |  |  | 2.7% | 3.2%  | 5.2%  | -3.8%  | 1.6%  |
| 営業利益対前年比<br>Operating profit (YoY) |  |  |  |  |  | 1.8% | 88.9% | 31.4% | -25.6% | 21.9% |

#### ■ TSD 損益 / Revenue and Operating profit of TSD

百万円 (¥ million)

| 項目<br>Item                          | FY2019 |        |        |        |         | FY2020 |        |        |        |         |
|-------------------------------------|--------|--------|--------|--------|---------|--------|--------|--------|--------|---------|
|                                     | Q1     | Q2     | Q3     | Q4     | Total   | Q1     | Q2     | Q3     | Q4     | Total   |
| 売上高<br>Revenue                      | 50,977 | 53,849 | 55,783 | 54,858 | 215,468 | 52,056 | 55,969 | 55,564 | 52,486 | 216,075 |
| 営業利益<br>Operating profit            | 5,856  | 7,244  | 7,662  | 1,398  | 22,163  | 5,676  | 9,546  | 7,315  | 3,654  | 26,191  |
| その他の損益<br>Other income and expenses | -49    | 112    | -72    | -3,376 | -3,385  | -42    | -635   | -422   | -869   | -1,967  |
| 営業利益率<br>Operating profit margin    | 11.5%  | 13.5%  | 13.7%  | 2.5%   | 10.3%   | 10.9%  | 17.1%  | 13.2%  | 7.0%   | 12.1%   |

|                                    |  |  |  |  |  |       |       |       |        |       |
|------------------------------------|--|--|--|--|--|-------|-------|-------|--------|-------|
| 売上高対前年比<br>Revenue (YoY)           |  |  |  |  |  | 2.1%  | 3.9%  | -0.4% | -4.3%  | 0.3%  |
| 営業利益対前年比<br>Operating profit (YoY) |  |  |  |  |  | -3.1% | 31.8% | -4.5% | 161.4% | 18.2% |

#### ■ 医療セグメント 投資他 / Expenditures etc of Medical Segment

百万円 (¥ million)

| 項目<br>Item                             | FY2019 |        |        |        |        | FY2020 |        |        |        |        |
|----------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|                                        | Q1     | Q2     | Q3     | Q4     | Total  | Q1     | Q2     | Q3     | Q4     | Total  |
| 減価償却費<br>Depreciation and amortization | 11,215 | 10,776 | 11,391 | 12,710 | 46,092 | 13,088 | 12,322 | 13,317 | 13,574 | 52,301 |
| 資本的支出<br>Capital expenditures          | 11,602 | 10,769 | 10,984 | 17,647 | 51,002 | 10,645 | 14,389 | 13,483 | 21,937 | 60,454 |
| 研究開発支出<br>R&D expenditures             | 13,222 | 14,364 | 14,319 | 16,192 | 58,097 | 13,840 | 14,999 | 14,969 | 16,177 | 59,985 |

#### ■ ESD 投資他 / Expenditures etc of ESD

百万円 (¥ million)

| 項目<br>Item                             | FY2019 |        |        |        |        | FY2020 |        |        |        |        |
|----------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|                                        | Q1     | Q2     | Q3     | Q4     | Total  | Q1     | Q2     | Q3     | Q4     | Total  |
| 減価償却費<br>Depreciation and amortization | 7,143  | 6,690  | 7,299  | 8,523  | 29,655 | 8,507  | 7,657  | 8,728  | 9,347  | 34,239 |
| 資本的支出<br>Capital expenditures          | 8,484  | 7,793  | 8,185  | 12,728 | 37,190 | 8,544  | 11,365 | 10,126 | 17,522 | 47,557 |
| 研究開発支出<br>R&D expenditures             | 9,460  | 10,332 | 10,125 | 11,269 | 41,186 | 10,322 | 10,372 | 10,639 | 10,814 | 42,147 |

#### ■ TSD 投資他 / Expenditures etc of TSD

百万円 (¥ million)

| 項目<br>Item                             | FY2019 |       |       |       |        | FY2020 |       |       |       |        |
|----------------------------------------|--------|-------|-------|-------|--------|--------|-------|-------|-------|--------|
|                                        | Q1     | Q2    | Q3    | Q4    | Total  | Q1     | Q2    | Q3    | Q4    | Total  |
| 減価償却費<br>Depreciation and amortization | 4,072  | 4,086 | 4,092 | 4,188 | 16,438 | 4,581  | 4,665 | 4,589 | 4,227 | 18,062 |
| 資本的支出<br>Capital expenditures          | 3,118  | 2,976 | 2,798 | 4,920 | 13,812 | 2,101  | 3,024 | 3,357 | 4,415 | 12,897 |
| 研究開発支出<br>R&D expenditures             | 3,762  | 4,032 | 4,194 | 4,923 | 16,911 | 3,518  | 4,627 | 4,330 | 5,363 | 17,838 |

## 2. セグメント別情報 / Information by Business Segment

### (1) 医療セグメント / Medical segment

#### ■ 医療セグメント 地域別売上高 / Revenue by Region of Medical Segment

百万円 (¥ million)

| 項目<br>Item                    | FY2019  |         |         |         |         | FY2020  |         |         |         |         |
|-------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
|                               | Q1      | Q2      | Q3      | Q4      | Total   | Q1      | Q2      | Q3      | Q4      | Total   |
| 日本<br>Japan                   | 24,261  | 28,705  | 25,473  | 30,484  | 108,923 | 24,372  | 31,624  | 23,317  | 29,147  | 108,460 |
| 北米<br>North America           | 52,380  | 58,749  | 58,655  | 60,278  | 230,062 | 53,896  | 56,903  | 59,500  | 57,911  | 228,209 |
| 欧州<br>Europe                  | 35,537  | 36,314  | 40,635  | 41,540  | 154,026 | 34,684  | 35,575  | 41,891  | 42,017  | 154,167 |
| 中国<br>China                   | 16,641  | 21,012  | 17,148  | 18,805  | 73,605  | 18,620  | 26,056  | 22,693  | 17,414  | 84,783  |
| アジア・オセアニア<br>Asia and Oceania | 12,487  | 13,669  | 13,072  | 14,687  | 53,916  | 13,289  | 13,836  | 12,507  | 13,334  | 52,968  |
| その他<br>Others                 | 2,610   | 3,273   | 3,813   | 4,074   | 13,769  | 2,605   | 3,355   | 3,988   | 3,281   | 13,229  |
| 合計<br>Total                   | 143,916 | 161,722 | 158,796 | 169,868 | 634,301 | 147,466 | 167,348 | 163,898 | 163,104 | 641,817 |

#### ■ ESD 地域別売上高 / Revenue by Region of ESD

百万円 (¥ million)

| 項目<br>Item                    | FY2019 |         |         |         |         | FY2020 |         |         |         |         |
|-------------------------------|--------|---------|---------|---------|---------|--------|---------|---------|---------|---------|
|                               | Q1     | Q2      | Q3      | Q4      | Total   | Q1     | Q2      | Q3      | Q4      | Total   |
| 日本<br>Japan                   | 14,383 | 17,765  | 15,136  | 20,397  | 67,680  | 14,500 | 19,454  | 12,724  | 18,779  | 65,457  |
| 北米<br>North America           | 33,334 | 38,359  | 37,248  | 39,957  | 148,898 | 34,272 | 36,368  | 38,357  | 38,427  | 147,424 |
| 欧州<br>Europe                  | 22,836 | 24,175  | 26,559  | 27,421  | 100,991 | 22,074 | 23,707  | 27,703  | 27,757  | 101,241 |
| 中国<br>China                   | 11,940 | 15,747  | 12,493  | 14,142  | 54,322  | 13,808 | 20,139  | 17,943  | 13,725  | 65,615  |
| アジア・オセアニア<br>Asia and Oceania | 8,423  | 9,420   | 8,595   | 9,934   | 36,371  | 8,909  | 9,232   | 8,563   | 9,497   | 36,201  |
| その他<br>Others                 | 2,023  | 2,408   | 2,982   | 3,159   | 10,572  | 1,847  | 2,480   | 3,042   | 2,435   | 9,804   |
| 合計<br>Total                   | 92,939 | 107,874 | 103,013 | 115,010 | 418,833 | 95,410 | 111,379 | 108,334 | 110,620 | 425,742 |

#### ■ TSD 地域別売上高 / Revenue by Region of TSD

百万円 (¥ million)

| 項目<br>Item                    | FY2019 |        |        |        |         | FY2020 |        |        |        |         |
|-------------------------------|--------|--------|--------|--------|---------|--------|--------|--------|--------|---------|
|                               | Q1     | Q2     | Q3     | Q4     | Total   | Q1     | Q2     | Q3     | Q4     | Total   |
| 日本<br>Japan                   | 9,878  | 10,940 | 10,338 | 10,087 | 41,243  | 9,872  | 12,170 | 10,593 | 10,368 | 43,003  |
| 北米<br>North America           | 19,046 | 20,390 | 21,407 | 20,321 | 81,164  | 19,624 | 20,535 | 21,143 | 19,484 | 80,786  |
| 欧州<br>Europe                  | 12,701 | 12,139 | 14,076 | 14,119 | 53,035  | 12,610 | 11,868 | 14,188 | 14,260 | 52,926  |
| 中国<br>China                   | 4,701  | 5,265  | 4,655  | 4,663  | 19,284  | 4,812  | 5,917  | 4,750  | 3,689  | 19,168  |
| アジア・オセアニア<br>Asia and Oceania | 4,064  | 4,249  | 4,477  | 4,753  | 17,544  | 4,380  | 4,604  | 3,944  | 3,839  | 16,767  |
| その他<br>Others                 | 587    | 865    | 831    | 915    | 3,198   | 758    | 875    | 946    | 846    | 3,425   |
| 合計<br>Total                   | 50,977 | 53,848 | 55,784 | 54,858 | 215,468 | 52,056 | 55,969 | 55,564 | 52,486 | 216,075 |

#### ■ 現地通貨別成長率 (2事業) / Growth Rate of Medical Segment on constant currency basis (2 Divisions)

| 項目<br>Item                    |                               | FY2019              |     |      |     |       | FY2020 |     |      |      |       |    |
|-------------------------------|-------------------------------|---------------------|-----|------|-----|-------|--------|-----|------|------|-------|----|
|                               |                               | Q1                  | Q2  | Q3   | Q4  | Total | Q1     | Q2  | Q3   | Q4   | Total |    |
| ESD                           | 日本<br>Japan                   | -1%                 | -8% | 2%   | -8% | -4%   | 1%     | 10% | -16% | -8%  | -3%   |    |
|                               | 北米<br>North America           | 6%                  | 9%  | -3%  | -5% | 1%    | 2%     | -2% | 7%   | -3%  | 1%    |    |
|                               | 欧州<br>Europe                  | 4%                  | 4%  | 2%   | -2% | 2%    | 2%     | 6%  | 11%  | 6%   | 6%    |    |
|                               | 中国<br>China                   | 20%                 | 19% | 10%  | 18% | 17%   | 23%    | 37% | 52%  | 1%   | 28%   |    |
|                               | アジア・オセアニア<br>Asia and Oceania | -3%                 | 1%  | -5%  | 12% | 1%    | 10%    | 4%  | 5%   | 1%   | 5%    |    |
|                               | 分野計<br>Total                  | 5%                  | 5%  | 0%   | -1% | 2%    | 5%     | 8%  | 10%  | -1%  | 5%    |    |
|                               | TSD                           | 日本<br>Japan         | 4%* | 1%*  | 4%* | 2%*   | 3%*    | 4%  | 15%  | -4%  | 3%    | 4% |
|                               |                               | 北米<br>North America | 7%  | 6%   | 9%  | 3%    | 6%     | 2%  | 4%   | 2%   | -3%   | 1% |
| 欧州<br>Europe                  |                               | 6%                  | 8%  | 8%   | 3%  | 6%    | 5%     | 7%  | 8%   | 5%   | 6%    |    |
| 中国<br>China                   |                               | 16%                 | -2% | 16%  | 8%  | 8%    | 9%     | 20% | 8%   | -18% | 5%    |    |
| アジア・オセアニア<br>Asia and Oceania |                               | 9%                  | 2%  | 14%  | 19% | 11%   | 12%    | 16% | -6%  | -15% | 1%    |    |
| 分野計<br>Total                  |                               | 7%*                 | 4%* | 8%*  | 5%* | 6%*   | 5%     | 9%  | 2%   | -2%  | 4%    |    |
| 医療セグメント<br>Medical Segment    |                               | 日本<br>Japan         | 1%* | -5%* | 3%* | -5%*  | -2%*   | 2%  | 12%  | -11% | -4%   | 0% |
|                               |                               | 北米<br>North America | 6%  | 8%   | 1%  | -3%   | 3%     | 2%  | 0%   | 5%   | -3%   | 1% |
|                               | 欧州<br>Europe                  | 5%                  | 5%  | 4%   | 0%  | 3%    | 3%     | 7%  | 10%  | 6%   | 6%    |    |
|                               | 中国<br>China                   | 19%                 | 13% | 12%  | 15% | 14%   | 19%    | 32% | 40%  | -4%  | 22%   |    |
|                               | アジア・オセアニア<br>Asia and Oceania | 0%                  | 1%  | 1%   | 14% | 4%    | 11%    | 8%  | 1%   | -4%  | 4%    |    |
|                               | 分野計<br>Total                  | 6%*                 | 5%* | 3%*  | 1%* | 4%*   | 5%     | 9%  | 7%   | -2%  | 5%    |    |

\*会計上の取り扱い変更に伴う影響を除いた成長率

\*Growth rate which exclude the impact of the reclassification

## 2. セグメント別情報 / Information by Business Segment

### (1) 医療セグメント / Medical Segment

#### ■ 分野別売上高 / Revenue by Product

百万円 (¥ million)

| ■ 分野別売上高 / Revenue by Product |               | FY2019  |         |         |         |         | FY2020  |         |         |         |         |
|-------------------------------|---------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| 項目<br>Item                    |               | Q1      | Q2      | Q3      | Q4      | Total   | Q1      | Q2      | Q3      | Q4      | Total   |
| 内視鏡<br>Endoscopes             | 国内 / Domestic | 11,723  | 14,171  | 12,248  | 15,986  | 54,127  | 11,864  | 15,281  | 10,529  | 14,530  | 52,205  |
|                               | 海外 / Overseas | 64,613  | 73,430  | 71,577  | 77,185  | 286,806 | 66,181  | 74,812  | 79,514  | 73,721  | 294,227 |
|                               | 合計 / Total    | 76,336  | 87,601  | 83,825  | 93,171  | 340,933 | 78,045  | 90,093  | 90,043  | 88,252  | 346,432 |
| 外科<br>Surgical                | 国内 / Domestic | 5,855   | 7,397   | 6,592   | 8,317   | 28,162  | 6,054   | 8,801   | 5,607   | 8,113   | 28,574  |
|                               | 海外 / Overseas | 41,538  | 45,968  | 47,506  | 47,953  | 182,964 | 42,345  | 46,400  | 46,498  | 46,581  | 181,825 |
|                               | 合計 / Total    | 47,393  | 53,365  | 54,098  | 56,270  | 211,126 | 48,399  | 55,201  | 52,105  | 54,693  | 210,399 |
| 処置具<br>Endotherapy            | 国内 / Domestic | 6,683   | 7,137   | 6,633   | 6,181   | 26,634  | 6,454   | 7,542   | 7,181   | 6,504   | 27,681  |
|                               | 海外 / Overseas | 13,504  | 13,619  | 14,240  | 14,246  | 55,609  | 14,567  | 14,513  | 14,568  | 13,657  | 57,305  |
|                               | 合計 / Total    | 20,187  | 20,756  | 20,873  | 20,427  | 82,243  | 21,021  | 22,055  | 21,749  | 20,161  | 84,986  |
| 医療事業合計<br>Medical Total       | 国内 / Domestic | 24,261  | 28,705  | 25,473  | 30,484  | 108,923 | 24,372  | 31,624  | 23,317  | 29,147  | 108,460 |
|                               | 海外 / Overseas | 119,655 | 133,017 | 133,323 | 139,384 | 525,378 | 123,094 | 135,725 | 140,581 | 133,957 | 533,357 |
|                               | 合計 / Total    | 143,916 | 161,722 | 158,796 | 169,868 | 634,301 | 147,466 | 167,348 | 163,898 | 163,104 | 641,817 |

#### ■ 現地通貨別成長率 / Growth Rate of Medical Segment on constant currency basis

| 項目<br>Item                    |                               | FY2019              |      |      |     |       | FY2020 |     |      |      |       |    |
|-------------------------------|-------------------------------|---------------------|------|------|-----|-------|--------|-----|------|------|-------|----|
|                               |                               | Q1                  | Q2   | Q3   | Q4  | Total | Q1     | Q2  | Q3   | Q4   | Total |    |
| 内視鏡<br>Endoscopes             | 日本<br>Japan                   | -3%                 | -10% | 0%   | -8% | -6%   | 1%     | 8%  | -14% | -9%  | -4%   |    |
|                               | 北米<br>North America           | 4%                  | 7%   | -4%  | -7% | 0%    | 1%     | 1%  | 10%  | -7%  | 1%    |    |
|                               | 欧州<br>Europe                  | 3%                  | 6%   | 2%   | -3% | 2%    | 1%     | 6%  | 14%  | 7%   | 7%    |    |
|                               | 中国<br>China                   | 19%                 | 24%  | 14%  | 20% | 19%   | 26%    | 33% | 56%  | 2%   | 29%   |    |
|                               | アジア・オセアニア<br>Asia and Oceania | -3%                 | 2%   | -8%  | 11% | 1%    | 11%    | 0%  | 5%   | 2%   | 4%    |    |
|                               | 分野計<br>Total                  | 4%                  | 5%   | 0%   | -1% | 2%    | 5%     | 8%  | 12%  | -3%  | 6%    |    |
|                               | 外科<br>Surgical                | 日本<br>Japan         | 11%  | 0%   | 10% | -3%   | 4%     | 3%  | 19%  | -15% | -2%   | 1% |
|                               |                               | 北米<br>North America | 7%   | 9%   | 6%  | 1%    | 6%     | 1%  | -3%  | -2%  | 3%    | 0% |
| 欧州<br>Europe                  |                               | 9%                  | 4%   | 8%   | 3%  | 6%    | 5%     | 7%  | 6%   | 4%   | 5%    |    |
| 中国<br>China                   |                               | 21%                 | -2%  | 2%   | 2%  | 4%    | 9%     | 35% | 21%  | -9%  | 15%   |    |
| アジア・オセアニア<br>Asia and Oceania |                               | 5%                  | -4%  | 17%  | 25% | 11%   | 10%    | 23% | -5%  | -14% | 2%    |    |
| 分野計<br>Total                  |                               | 10%                 | 5%   | 7%   | 3%  | 6%    | 4%     | 8%  | 1%   | -1%  | 3%    |    |
| 処置具<br>Endotherapy            |                               | 日本<br>Japan         | 1%*  | 0%*  | 2%* | 2%*   | 1%*    | 2%  | 11%  | -2%  | 5%    | 4% |
|                               |                               | 北米<br>North America | 10%  | 11%  | 9%  | 12%   | 10%    | 10% | 11%  | 14%  | -4%   | 8% |
|                               | 欧州<br>Europe                  | 4%                  | 6%   | 6%   | 2%  | 4%    | 5%     | 6%  | 4%   | 5%   | 5%    |    |
|                               | 中国<br>China                   | 12%                 | 3%   | 25%  | 35% | 18%   | 9%     | 24% | 3%   | -22% | 4%    |    |
|                               | アジア・オセアニア<br>Asia and Oceania | 7%                  | 10%  | 7%   | 5%  | 7%    | 13%    | 10% | -1%  | -9%  | 3%    |    |
|                               | 分野計<br>Total                  | 5%*                 | 5%*  | 6%*  | 7%* | 6%*   | 7%     | 11% | 3%   | -1%  | 5%    |    |
|                               | 医療計<br>Medical<br>Total       | 日本<br>Japan         | 1%*  | -5%* | 3%* | -5%*  | -2%*   | 2%  | 12%  | -11% | -4%   | 0% |
|                               |                               | 北米<br>North America | 6%   | 8%   | 1%  | -3%   | 3%     | 2%  | 0%   | 5%   | -3%   | 1% |
| 欧州<br>Europe                  |                               | 5%                  | 5%   | 4%   | 0%  | 3%    | 3%     | 7%  | 10%  | 6%   | 6%    |    |
| 中国<br>China                   |                               | 19%                 | 13%  | 12%  | 15% | 14%   | 19%    | 32% | 40%  | -4%  | 22%   |    |
| アジア・オセアニア<br>Asia and Oceania |                               | 0%                  | 1%   | 1%   | 14% | 4%    | 11%    | 8%  | 1%   | -4%  | 4%    |    |
| 分野計<br>Total                  |                               | 6%*                 | 5%*  | 3%*  | 1%* | 4%*   | 5%     | 9%  | 7%   | -2%  | 5%    |    |

\*会計上の取り扱い変更に伴う影響を除いた成長率

\*Growth rate which exclude the impact of the reclassification

| Growth rate which exclude the impact of the reclassification |       |        |     |      |      |       |        |     |     |     |       |
|--------------------------------------------------------------|-------|--------|-----|------|------|-------|--------|-----|-----|-----|-------|
| 項目<br>Item                                                   |       | FY2019 |     |      |      |       | FY2020 |     |     |     |       |
|                                                              |       | Q1     | Q2  | Q3   | Q4   | Total | Q1     | Q2  | Q3  | Q4  | Total |
| GIR                                                          | 分野計   | 3%*    | 5%* | -1%* | -2%* | 1%*   | 4%     | 8%  | 12% | -3% | 5%    |
|                                                              | Total |        |     |      |      |       |        |     |     |     |       |
| GS                                                           | 分野計   | 10%    | 4%  | 3%   | 0%   | 4%    | 3%     | 8%  | -6% | 1%  | 2%    |
|                                                              | Total |        |     |      |      |       |        |     |     |     |       |
| UG                                                           | 分野計   | 10%    | 5%  | 11%  | 6%   | 8%    | 3%     | 8%  | 5%  | -2% | 3%    |
|                                                              | Total |        |     |      |      |       |        |     |     |     |       |
| ENT                                                          | 分野計   | 10%    | 4%  | 15%  | 10%  | 10%   | 11%    | 13% | -2% | -7% | 3%    |
|                                                              | Total |        |     |      |      |       |        |     |     |     |       |
| MS                                                           | 分野計   | 7%     | 6%  | 8%   | 8%   | 7%    | 11%    | 11% | 10% | 2%  | 8%    |
|                                                              | Total |        |     |      |      |       |        |     |     |     |       |

\*GIR : 消化器科呼吸器科 / Gastrointestinal and Respiratory , GS : 外科 / General Surgery , UG : 泌尿器科婦人科 / Urology and Gynecology  
ENT : 耳鼻咽喉科 / Ear, Nose and Throat , MS : 医療サービス / Medical Service

## 2. セグメント別情報 / Information by Business Segment

### (2) 科学セグメント / Scientific Solutions segment

#### ■ 損益 / Revenue and Operating profit

百万円 (¥ million)

| 項目<br>Item                          | FY2019 |        |        |        |         | FY2020 |        |        |        |         |
|-------------------------------------|--------|--------|--------|--------|---------|--------|--------|--------|--------|---------|
|                                     | Q1     | Q2     | Q3     | Q4     | Total   | Q1     | Q2     | Q3     | Q4     | Total   |
| 売上高<br>Revenue                      | 21,089 | 26,215 | 25,941 | 30,981 | 104,225 | 22,613 | 27,126 | 26,897 | 28,552 | 105,189 |
| 営業利益<br>Operating profit            | -382   | 3,182  | 2,159  | 3,177  | 8,135   | 1,644  | 3,735  | 2,629  | 1,989  | 9,997   |
| その他の損益<br>Other income and expenses | -50    | -92    | -15    | -591   | -747    | -162   | -76    | -213   | -99    | -549    |
| 営業利益率<br>Operating profit margin    | -      | 12.1%  | 8.3%   | 10.3%  | 7.8%    | 7.3%   | 13.8%  | 9.8%   | 7.0%   | 9.5%    |
| 売上高対前年比<br>Revenue (YoY)            |        |        |        |        |         | 7.2%   | 3.5%   | 3.7%   | -7.8%  | 0.9%    |
| 営業利益対前年比<br>Operating profit (YoY)  |        |        |        |        |         | -      | 17.4%  | 21.8%  | -37.4% | 22.9%   |

#### ■ 投資他 / Expenditures etc

百万円 (¥ million)

| 項目<br>Item                             | FY2019 |       |       |       |       | FY2020 |       |       |       |       |
|----------------------------------------|--------|-------|-------|-------|-------|--------|-------|-------|-------|-------|
|                                        | Q1     | Q2    | Q3    | Q4    | Total | Q1     | Q2    | Q3    | Q4    | Total |
| 減価償却費<br>Depreciation and amortization | 1,695  | 1,762 | 1,788 | 1,597 | 6,842 | 1,782  | 1,780 | 1,818 | 2,258 | 7,638 |
| 資本的支出<br>Capital expenditures          | 1,957  | 1,556 | 1,441 | 1,734 | 6,688 | 1,681  | 1,688 | 1,001 | 2,057 | 6,427 |
| 研究開発支出<br>R&D expenditures             | 2,036  | 1,999 | 1,518 | 2,019 | 7,572 | 1,444  | 1,968 | 1,271 | 2,892 | 7,575 |

#### ■ 地域別売上高 / Revenue by Region

百万円 (¥ million)

| 項目<br>Item                    | FY2019 |        |        |        |         | FY2020 |        |        |        |         |
|-------------------------------|--------|--------|--------|--------|---------|--------|--------|--------|--------|---------|
|                               | Q1     | Q2     | Q3     | Q4     | Total   | Q1     | Q2     | Q3     | Q4     | Total   |
| 日本<br>Japan                   | 2,438  | 4,438  | 3,131  | 7,014  | 17,021  | 2,335  | 4,910  | 2,716  | 6,347  | 16,308  |
| 北米<br>North America           | 6,002  | 7,856  | 7,940  | 7,956  | 29,754  | 7,251  | 7,828  | 8,449  | 7,839  | 31,367  |
| 欧州<br>Europe                  | 4,122  | 4,658  | 5,786  | 6,317  | 20,883  | 4,545  | 4,618  | 6,220  | 5,700  | 21,083  |
| 中国<br>China                   | 3,440  | 3,882  | 4,138  | 4,794  | 16,254  | 3,969  | 4,912  | 4,523  | 3,622  | 17,026  |
| アジア・オセアニア<br>Asia and Oceania | 3,717  | 3,843  | 3,513  | 3,519  | 14,592  | 3,199  | 3,717  | 3,355  | 3,371  | 13,642  |
| その他<br>Others                 | 1,370  | 1,538  | 1,433  | 1,380  | 5,721   | 1,314  | 1,141  | 1,634  | 1,674  | 5,763   |
| 合計<br>Total                   | 21,089 | 26,215 | 25,941 | 30,981 | 104,225 | 22,613 | 27,126 | 26,897 | 28,552 | 105,189 |

## 2. セグメント別情報 / Information by Business Segment

### (3) 映像セグメント / Imaging segment

#### ■ 損益 / Revenue and Operating profit

百万円 (¥ million)

| 項目<br>Item                          | FY2019 |        |        |        |         | FY2020 |        |        |        |         |
|-------------------------------------|--------|--------|--------|--------|---------|--------|--------|--------|--------|---------|
|                                     | Q1     | Q2     | Q3     | Q4     | Total   | Q1     | Q2     | Q3     | Q4     | Total   |
| 売上高<br>Revenue                      | 13,891 | 11,787 | 12,659 | 10,342 | 48,679  | 10,189 | 11,113 | 13,445 | 8,868  | 43,615  |
| 営業利益<br>Operating profit            | -5,785 | -3,441 | -3,902 | -5,140 | -18,268 | -2,341 | -3,356 | -1,680 | -3,017 | -10,393 |
| その他の損益<br>Other income and expenses | -4,935 | -352   | -1,485 | -1,124 | -7,896  | -515   | -532   | -345   | -218   | -1,608  |
| 営業利益率<br>Operating profit margin    | -      | -      | -      | -      | -       | -      | -      | -      | -      | -       |
| 売上高対前年比<br>Revenue (YoY)            |        |        |        |        |         | -26.7% | -5.7%  | 6.2%   | -14.3% | -10.4%  |
| 営業利益対前年比<br>Operating profit (YoY)  |        |        |        |        |         | -      | -      | -      | -      | -       |

#### ■ 投資他 / Expenditures etc

百万円 (¥ million)

| 項目<br>Item                             | FY2019 |       |     |       |       | FY2020 |       |     |     |       |
|----------------------------------------|--------|-------|-----|-------|-------|--------|-------|-----|-----|-------|
|                                        | Q1     | Q2    | Q3  | Q4    | Total | Q1     | Q2    | Q3  | Q4  | Total |
| 減価償却費<br>Depreciation and amortization | 380    | 414   | 401 | 459   | 1,654 | 413    | 416   | 449 | 225 | 1,503 |
| 資本的支出<br>Capital expenditures          | 1,358  | 1,155 | 715 | 799   | 4,027 | 819    | 1,001 | 548 | 677 | 3,045 |
| 研究開発支出<br>R&D expenditures             | 820    | 1,282 | 985 | 1,079 | 4,166 | 850    | 1,360 | 930 | 699 | 3,839 |

#### ■ 地域別売上高 / Revenue by Region

百万円 (¥ million)

| 項目<br>Item                    | FY2019 |        |        |        |        | FY2020 |        |        |       |        |
|-------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|-------|--------|
|                               | Q1     | Q2     | Q3     | Q4     | Total  | Q1     | Q2     | Q3     | Q4    | Total  |
| 日本<br>Japan                   | 3,807  | 3,476  | 3,807  | 3,233  | 14,325 | 2,910  | 3,753  | 3,931  | 2,748 | 13,342 |
| 北米<br>North America           | 2,325  | 1,805  | 1,916  | 1,364  | 7,410  | 1,596  | 1,730  | 2,059  | 1,565 | 6,950  |
| 欧州<br>Europe                  | 4,825  | 4,036  | 4,452  | 3,670  | 16,983 | 3,902  | 3,628  | 5,035  | 3,395 | 15,960 |
| 中国<br>China                   | 487    | 286    | 302    | 277    | 1,352  | 361    | 311    | 363    | 175   | 1,210  |
| アジア・オセアニア<br>Asia and Oceania | 2,412  | 2,138  | 2,150  | 1,771  | 8,471  | 1,367  | 1,648  | 1,993  | 943   | 5,951  |
| その他<br>Others                 | 35     | 46     | 32     | 25     | 138    | 53     | 43     | 64     | 42    | 202    |
| 合計<br>Total                   | 13,891 | 11,787 | 12,659 | 10,342 | 48,679 | 10,189 | 11,113 | 13,445 | 8,868 | 43,615 |

#### ■ デジタルカメラデータ / Revenue & Unit sales of Digital camera

| 項目<br>Item                                       |                        | FY2019 |     |     |     |       | FY2020 |     |     |    |       |
|--------------------------------------------------|------------------------|--------|-----|-----|-----|-------|--------|-----|-----|----|-------|
|                                                  |                        | Q1     | Q2  | Q3  | Q4  | Total | Q1     | Q2  | Q3  | Q4 | Total |
| 売上高<br>(億円)<br>Revenue<br>(¥100<br>million)      | ミラーレス一眼<br>Digital SLR | 103    | 84  | 94  | 78  | 360   | 77     | 76  | 107 | 64 | 324   |
|                                                  | コンパクト<br>Compact       | 20     | 20  | 19  | 12  | 71    | 12     | 23  | 15  | 12 | 62    |
|                                                  | その他<br>Others          | 15     | 14  | 14  | 13  | 56    | 13     | 12  | 12  | 12 | 49    |
|                                                  | 合計<br>Total            | 138    | 118 | 127 | 103 | 487   | 102    | 111 | 134 | 89 | 436   |
|                                                  |                        |        |     |     |     |       |        |     |     |    |       |
| 出荷台数<br>(万台)<br>Unit sales<br>(ten<br>thousands) | ミラーレス一眼<br>Digital SLR | 9      | 8   | 10  | 7   | 34    | 7      | 8   | 11  | 6  | 31    |
|                                                  | コンパクト<br>Compact       | 6      | 6   | 5   | 4   | 20    | 3      | 6   | 4   | 4  | 18    |
|                                                  | 合計<br>Total            | 15     | 13  | 16  | 10  | 54    | 11     | 14  | 15  | 10 | 49    |
|                                                  |                        |        |     |     |     |       |        |     |     |    |       |

## 2. セグメント別情報 / Information by Business Segment

### (4) その他セグメント / Other segment

#### ■ 損益 / Revenue and Operating profit

百万円 (¥ million)

| 項目<br>Item                          | FY2019 |       |       |        |        | FY2020 |       |       |       |        |
|-------------------------------------|--------|-------|-------|--------|--------|--------|-------|-------|-------|--------|
|                                     | Q1     | Q2    | Q3    | Q4     | Total  | Q1     | Q2    | Q3    | Q4    | Total  |
| 売上高<br>Revenue                      | 1,658  | 1,571 | 1,801 | 1,628  | 6,657  | 1,617  | 1,717 | 1,642 | 1,814 | 6,790  |
| 営業利益<br>Operating profit            | -662   | -742  | -788  | -1,329 | -3,521 | -646   | -663  | -517  | -917  | -2,744 |
| その他の損益<br>Other income and expenses | 73     | -42   | 6     | -53    | -16    | 1      | -2    | 3     | -51   | -54    |
| 営業利益率<br>Operating profit margin    | -      | -     | -     | -      | -      | -      | -     | -     | -     | -      |
| 売上高対前年比<br>Revenue (YoY)            |        |       |       |        |        | -2.5%  | 9.3%  | -8.8% | 11.4% | 2.0%   |
| 営業利益対前年比<br>Operating profit (YoY)  |        |       |       |        |        | -      | -     | -     | -     | -      |

#### ■ 地域別売上高 / Revenue by Region

百万円 (¥ million)

| 項目<br>Item                    | FY2019 |       |       |       |       | FY2020 |       |       |       |       |
|-------------------------------|--------|-------|-------|-------|-------|--------|-------|-------|-------|-------|
|                               | Q1     | Q2    | Q3    | Q4    | Total | Q1     | Q2    | Q3    | Q4    | Total |
| 日本<br>Japan                   | 1,488  | 1,447 | 1,623 | 1,519 | 6,075 | 1,475  | 1,593 | 1,537 | 1,703 | 6,308 |
| 北米<br>North America           | 46     | 32    | 76    | 31    | 185   | 58     | 47    | 34    | 38    | 177   |
| 欧州<br>Europe                  | 18     | 22    | 18    | 15    | 73    | 22     | 21    | 11    | 12    | 66    |
| 中国<br>China                   | 44     | 25    | 26    | 21    | 116   | 4      | 1     | 2     | 10    | 17    |
| アジア・オセアニア<br>Asia and Oceania | 62     | 45    | 58    | 42    | 207   | 58     | 56    | 57    | 50    | 221   |
| その他<br>Others                 | -      | -     | -     | -     | -     | -      | -     | -     | -     | -     |
| 合計<br>Total                   | 1,658  | 1,571 | 1,801 | 1,628 | 6,657 | 1,617  | 1,717 | 1,642 | 1,814 | 6,790 |

### (5) 全社消去 / Corporate expenses

#### ■ 損益 / Revenue and Operating profit

百万円 (¥ million)

| 項目<br>Item                          | FY2019  |         |         |         |         | FY2020  |         |         |         |         |
|-------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
|                                     | Q1      | Q2      | Q3      | Q4      | Total   | Q1      | Q2      | Q3      | Q4      | Total   |
| 売上高<br>Revenue                      | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       |
| 営業利益<br>Operating profit            | -32,192 | -11,683 | -11,713 | -14,412 | -69,999 | -11,515 | -10,959 | -11,964 | -14,468 | -49,007 |
| その他の損益<br>Other income and expenses | -21,032 | -396    | -424    | -1,468  | -23,321 | -462    | -490    | -1,885  | -2,594  | -5,531  |

#### ■ 投資他 (その他セグメント・全社消去) / Expenditures etc (Others segment, Corporate Expenses)

百万円 (¥ million)

| 項目<br>Item                             | FY2019 |       |       |       |        | FY2020 |       |       |       |        |
|----------------------------------------|--------|-------|-------|-------|--------|--------|-------|-------|-------|--------|
|                                        | Q1     | Q2    | Q3    | Q4    | Total  | Q1     | Q2    | Q3    | Q4    | Total  |
| 減価償却費<br>Depreciation and amortization | 1,031  | 1,099 | 1,058 | 893   | 4,081  | 2,145  | 1,452 | 1,542 | 1,728 | 6,867  |
| 資本的支出<br>Capital expenditures          | 1,261  | 1,421 | 1,068 | 1,363 | 5,113  | 1,478  | 1,158 | 1,901 | 2,721 | 7,258  |
| 研究開発支出<br>R&D expenditures             | 5,431  | 5,979 | 6,123 | 6,600 | 24,133 | 5,061  | 5,297 | 4,987 | 4,845 | 20,190 |

### 3. 連結財政状態計算書 / Statement of financial position

百万円 (¥ million)

| 項目<br>Item                                                      | FY2019          |                 |                 |                 | FY2020          |                 |                 |                 |
|-----------------------------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
|                                                                 | As of<br>Jun 30 | As of<br>Sep 30 | As of<br>Dec 31 | As of<br>Mar 31 | As of<br>Jun 30 | As of<br>Sep 30 | As of<br>Dec 31 | As of<br>Mar 31 |
| 資産<br>Assets                                                    | 981,978         | 939,372         | 922,613         | 932,030         | 938,295         | 961,871         | 987,915         | 1,015,663       |
| 流動資産<br>Current assets                                          | 506,817         | 459,631         | 458,466         | 456,032         | 441,922         | 464,363         | 483,639         | 506,707         |
| 現金及び現金同等物<br>Cash and cash equivalents                          | 189,925         | 130,850         | 130,934         | 114,426         | 113,261         | 135,216         | 144,697         | 162,494         |
| 棚卸資産<br>Inventories                                             | 146,376         | 152,147         | 154,879         | 153,623         | 162,434         | 162,378         | 167,858         | 167,596         |
| その他<br>Others                                                   | 170,516         | 176,634         | 172,653         | 187,983         | 166,227         | 166,769         | 171,084         | 176,617         |
| 非流動資産<br>Non-current assets                                     | 475,161         | 479,741         | 464,147         | 475,998         | 496,373         | 497,508         | 504,276         | 508,956         |
| 負債<br>Liabilities                                               | 560,859         | 496,925         | 483,929         | 489,643         | 507,106         | 599,020         | 590,646         | 643,705         |
| 流動負債<br>Current liabilities                                     | 355,722         | 300,666         | 289,424         | 287,511         | 285,722         | 378,144         | 281,506         | 333,770         |
| 非流動負債<br>Non-current liabilities                                | 205,137         | 196,259         | 194,505         | 202,132         | 221,384         | 220,876         | 309,140         | 309,935         |
| 資本<br>Equity                                                    | 421,119         | 442,447         | 438,684         | 442,387         | 431,189         | 362,851         | 397,269         | 371,958         |
| 親会社の所有者に帰属する持分<br>Total equity attributable to owners of parent | 419,821         | 441,216         | 437,452         | 441,193         | 429,956         | 361,624         | 396,039         | 370,747         |
| その他<br>Others                                                   | 1,298           | 1,231           | 1,232           | 1,194           | 1,233           | 1,227           | 1,230           | 1,211           |
| 有利子負債<br>Interest-bearing debt                                  | 250,203         | 205,425         | 211,478         | 181,335         | 181,546         | 281,588         | 267,122         | 280,915         |
| 純有利子負債<br>Net debt                                              | 60,278          | 74,575          | 80,544          | 66,909          | 68,285          | 146,372         | 122,425         | 118,421         |
| 自己資本比率<br>Equity ratio                                          | 42.8%           | 47.0%           | 47.4%           | 47.3%           | 45.8%           | 37.6%           | 40.1%           | 36.5%           |

### 4. キャッシュ・フロー計算書 / Statement of cash flows

百万円 (¥ million)

| 項目<br>Item                                          | FY2019  |         |         |         |         | FY2020  |         |         |         |         |
|-----------------------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
|                                                     | Q1      | Q2      | Q3      | Q4      | Total   | Q1      | Q2      | Q3      | Q4      | Total   |
| 営業キャッシュ・フロー<br>Cash flows from operating activities | 25,028  | 2,416   | 9,143   | 30,356  | 66,943  | 28,406  | 38,864  | 38,466  | 27,808  | 133,544 |
| 投資キャッシュ・フロー<br>Cash flows from investing activities | -17,378 | -14,055 | -12,408 | -16,455 | -60,296 | -15,513 | -15,900 | -13,624 | -17,393 | -62,430 |
| フリー・キャッシュ・フロー<br>Free cash flows                    | 7,650   | -11,639 | -3,265  | 13,901  | 6,647   | 12,893  | 22,964  | 24,842  | 10,415  | 71,114  |
| 財務キャッシュ・フロー<br>Cash flows from financing activities | -9,099  | -49,099 | 6,614   | -31,364 | -82,948 | -11,285 | 758     | -18,433 | 9,498   | -19,462 |

## 5. 会社概要 / Corporate Outline

### ■ 会社概要 / Corporate outline

2020年3月31日現在  
As of Mar 31, 2020

|                           |                                                                                                                                                                                                                                                           |
|---------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 会社名                       | オリンパス株式会社                                                                                                                                                                                                                                                 |
| Company name              | Olympus Corporation                                                                                                                                                                                                                                       |
| 上場市場                      | 東証一部                                                                                                                                                                                                                                                      |
| Market                    | 1st section of Tokyo Stock Exchange                                                                                                                                                                                                                       |
| 銘柄コード                     | 7733                                                                                                                                                                                                                                                      |
| Stock code                | ISIN: JP3201200007                                                                                                                                                                                                                                        |
| 設立年月日                     | 1919年10月12日                                                                                                                                                                                                                                               |
| Established               | October 12, 1919                                                                                                                                                                                                                                          |
| 資本金（百万円）                  | 124,643                                                                                                                                                                                                                                                   |
| Capital (¥ million)       |                                                                                                                                                                                                                                                           |
| 連結従業員数                    | 35,174                                                                                                                                                                                                                                                    |
| Consolidated headcount    |                                                                                                                                                                                                                                                           |
| グループ会社数                   | 92（本社除く / excluding Olympus Corporation）                                                                                                                                                                                                                  |
| Number of group companies |                                                                                                                                                                                                                                                           |
| 本社                        | 〒163-0914 東京都新宿区西新宿2丁目3番1号 新宿モノリス                                                                                                                                                                                                                         |
| Head Office               | <a href="https://www.olympus.co.jp/">https://www.olympus.co.jp/</a><br>Shinjuku Monolith, 3-1 Nishi-Shinjuku 2-chome, Shinjuku-ku, Tokyo 163-0914, Japan<br><a href="https://www.olympus-global.com/network/">https://www.olympus-global.com/network/</a> |
| 事業場                       | 八王子市（東京都）、上伊那郡（長野県）、西白河郡（福島県）                                                                                                                                                                                                                             |
| Factory, R&D Center       | Hachioji Tokyo Met., Kami Ina Nagano Pref., Nishi Shirakawa Fukushima Pref.                                                                                                                                                                               |
| 支店                        | 札幌、名古屋、大阪、広島、福岡                                                                                                                                                                                                                                           |
| Branch Offices            | Sapporo, Nagoya, Osaka, Hiroshima, Fukuoka                                                                                                                                                                                                                |
| 営業所                       | 新潟、松本、静岡、金沢、京都、岡山、松山、鹿児島                                                                                                                                                                                                                                  |
| Sales Offices             | Niigata, Matsumoto, Shizuoka, Kanazawa, Kyoto, Okayama, Matsuyama, Kagoshima                                                                                                                                                                              |
| 海外拠点                      | アメリカ、ドイツ、イギリス、中国、シンガポールほか                                                                                                                                                                                                                                 |
| Overseas Offices          | USA, Germany, UK, China, Singapore etc                                                                                                                                                                                                                    |

### ■ 株式状況 / Stock information

2020年3月31日現在  
As of Mar 31, 2020

|                                   |               |
|-----------------------------------|---------------|
| 発行可能株式総数（株）                       | 4,000,000,000 |
| Total Number of Authorized Shares |               |
| 発行済株式総数（株）                        | 1,370,914,963 |
| Number of Shares Issued (Shares)  |               |

### ■ 株式の分布状況 / Shareholder Distribution

2020年3月31日現在  
As of Mar 31, 2020

|                                      | 所有株式数<br>Number of shares | 所有株式数の割合<br>Shareholders ratio |
|--------------------------------------|---------------------------|--------------------------------|
| 金融機関                                 |                           |                                |
| Japanese financial institution       | 549,633,760               | 40.1%                          |
| 証券会社                                 |                           |                                |
| Japanese securities firms            | 13,921,827                | 1.0%                           |
| その他国内法人                              |                           |                                |
| Other Japanese corporations          | 44,340,745                | 3.2%                           |
| 外国人                                  |                           |                                |
| Foreign institutions and individuals | 619,096,143               | 45.2%                          |
| 個人・その他                               |                           |                                |
| Japanese individuals and others      | 58,592,708                | 4.3%                           |
| 自己株式                                 |                           |                                |
| Treasury stock                       | 85,329,780                | 6.2%                           |
| 合計                                   |                           |                                |
| Total                                | 1,370,914,963             | 100.0%                         |

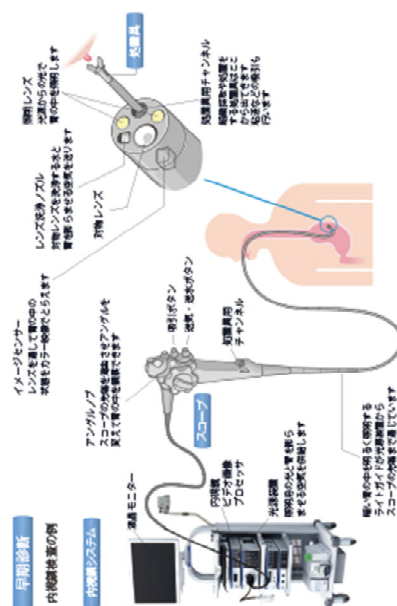
## オリンパスの医療事業

### 早期診断から、低侵襲治療までを支える、オリンパス最大の事業分野



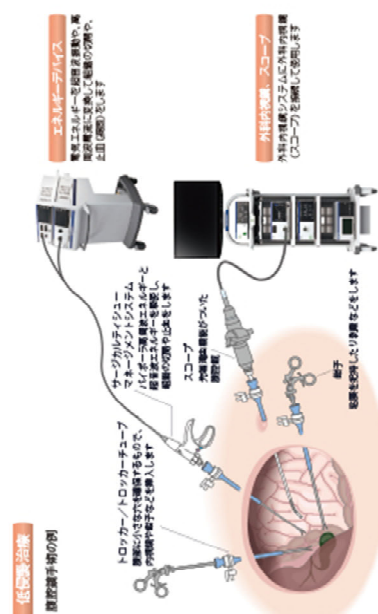
#### 消化器内視鏡領域

- ・世界シェア7割を超える消化器内視鏡は、「診断」と「治療」に使用する医療機器
- ・NBI (Narrow Band Imaging: 狭帯域光観察) など、医師のニーズに合った製品開発力、最先端の技術力が強み

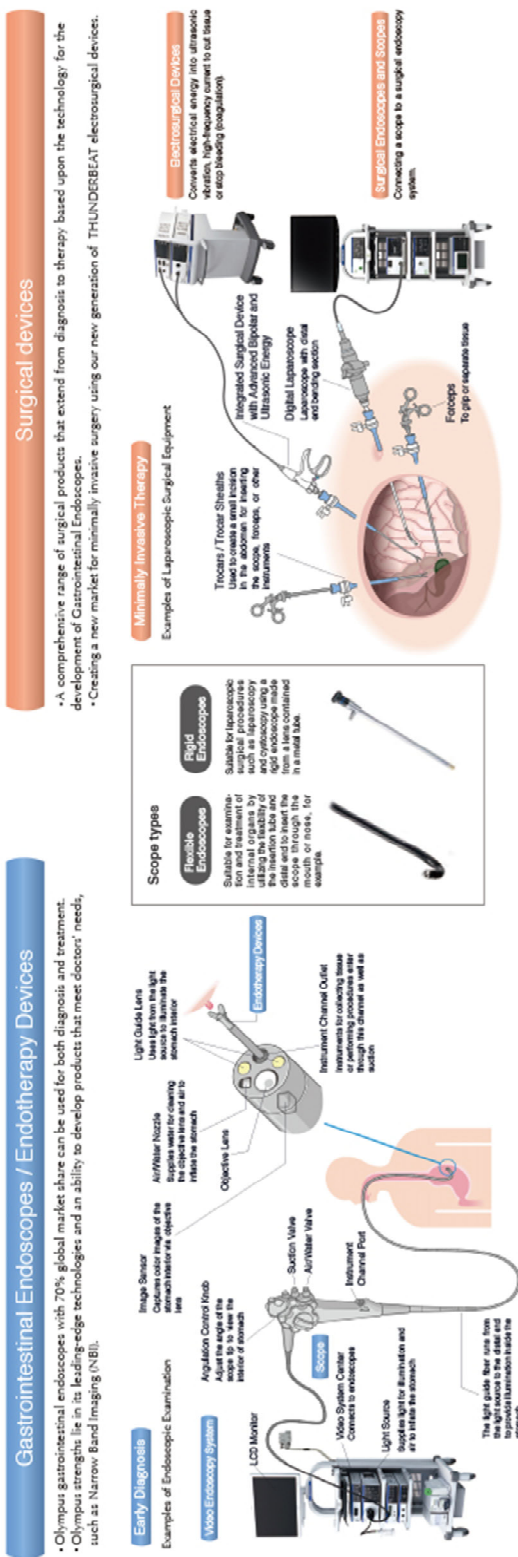
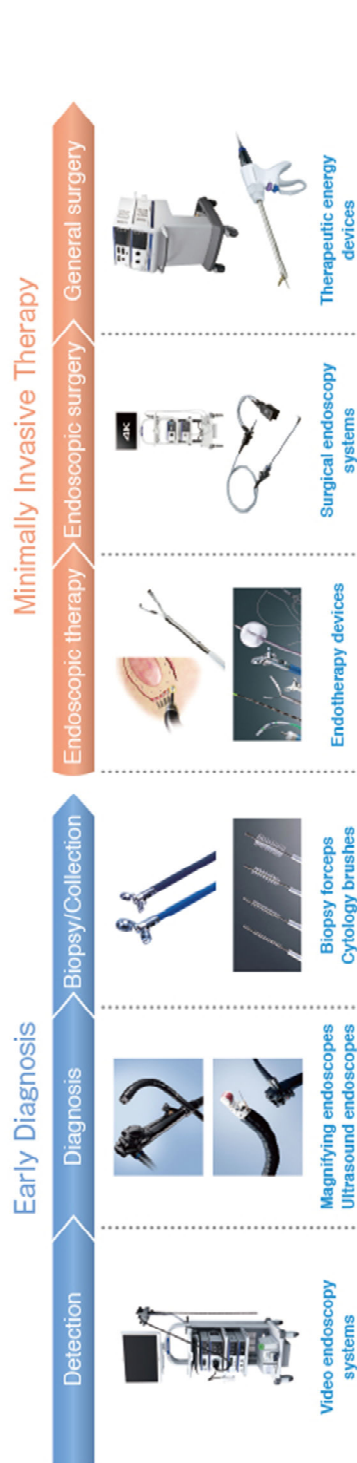


#### 外科領域

- ・消化器内視鏡分野で培った医療機器開発のノウハウと技術力により、診断から治療まで包括的に提案
- ・エネルギーデバイス「THUNDERBEAT」の導入によって新たな低侵襲手術市場を創生



## Medical Business of Olympus — Olympus Largest Business Domain: from Early Diagnosis to Minimally Invasive Therapy



## 7. 従業員数の集計方法の変更（付録） / Change in the calculation of the number of employees

当社は2020年3月期に、国内従業員に関する働き方改革法に基づいた人事制度変更、及び国内外の従業員の区分に関する集計基準の統一を実施しました。  
変更後の従業員数は、この変更を反映したものです。

We changed our personnel system applied to the employees in Japan based on the Japanese Work Style Reform Act.  
In addition, we integrated the criteria of calculation of employees globally. Figures in "After" reflect these changes.

|                                             | FY2020 Q1 |        |            | FY2020 Q2 |        |            | FY2020 Q3 |        |            | FY2020 Q4 |        |            |
|---------------------------------------------|-----------|--------|------------|-----------|--------|------------|-----------|--------|------------|-----------|--------|------------|
|                                             | Before    | After  | Difference | Before    | After  | Difference | Before    | After  | Difference | Before    | After  | Difference |
| 連結<br>Consolidated                          | 35,656    | 35,256 | -400       | 35,969    | 35,551 | -418       | 36,095    | 35,774 | -321       | 35,503    | 35,174 | -329       |
| 医療<br>Medical                               | 20,996    | 20,960 | -36        | 21,020    | 20,927 | -93        | 21,020    | 20,938 | -82        | 20,983    | 20,901 | -82        |
| 内視鏡事業<br>Endoscopic Solutions<br>Division   | 13,457    | 13,871 | +414       | 13,460    | 13,796 | +336       | 13,663    | 13,978 | +315       | 13,749    | 14,013 | +264       |
| 治療機器事業<br>Therapeutic Solutions<br>Division | 7,539     | 7,089  | -450       | 7,560     | 7,131  | -429       | 7,357     | 6,960  | -397       | 7,234     | 6,888  | -346       |
| 科学<br>Scientific Solutions                  | 3,805     | 3,666  | -139       | 3,794     | 3,671  | -123       | 3,793     | 3,682  | -111       | 3,772     | 3,658  | -114       |
| 映像<br>Imaging                               | 4,268     | 4,273  | +5         | 4,577     | 4,584  | +7         | 4,732     | 4,714  | -18        | 4,303     | 4,270  | -33        |
| その他、全社<br>Others, Corporate                 | 6,587     | 6,357  | -230       | 6,578     | 6,369  | -209       | 6,550     | 6,440  | -110       | 6,445     | 6,345  | -100       |

（うち、海外従業員数 / Of which, number of overseas employees）

|                                             | FY2020 Q1 |        |            | FY2020 Q2 |        |            | FY2020 Q3 |        |            | FY2020 Q4 |        |            |
|---------------------------------------------|-----------|--------|------------|-----------|--------|------------|-----------|--------|------------|-----------|--------|------------|
|                                             | Before    | After  | Difference | Before    | After  | Difference | Before    | After  | Difference | Before    | After  | Difference |
| 連結<br>Consolidated                          | 21,839    | 21,465 | -374       | 22,215    | 21,844 | -371       | 22,424    | 22,065 | -359       | 21,914    | 21,571 | -343       |
| 医療<br>Medical                               | 12,651    | 12,555 | -96        | 12,701    | 12,559 | -142       | 12,764    | 12,560 | -204       | 12,774    | 12,582 | -192       |
| 内視鏡事業<br>Endoscopic Solutions<br>Division   | 7,614     | 7,677  | +63        | 7,654     | 7,636  | -18        | 7,821     | 7,748  | -73        | 7,897     | 7,781  | -116       |
| 治療機器事業<br>Therapeutic Solutions<br>Division | 5,037     | 4,878  | -159       | 5,047     | 4,923  | -124       | 4,943     | 4,812  | -131       | 4,877     | 4,801  | -76        |
| 科学<br>Scientific Solutions                  | 2,294     | 2,258  | -36        | 2,275     | 2,265  | -10        | 2,296     | 2,286  | -10        | 2,281     | 2,278  | -3         |
| 映像<br>Imaging                               | 3,807     | 3,823  | +16        | 4,112     | 4,131  | +19        | 4,255     | 4,251  | -4         | 3,840     | 3,822  | -18        |
| その他、全社<br>Others, Corporate                 | 3,087     | 2,829  | -258       | 3,127     | 2,889  | -238       | 3,109     | 2,968  | -141       | 3,019     | 2,889  | -130       |