

Consolidated Statements of Income (Quarterly Summary)

(Millions of yen)

	3Q FY2023	4Q FY2023	1Q FY2024	2Q FY2024	3Q FY2024
Net Sales	141,771	164,923	157,226	161,677	154,278
Gross profit	47,969	54,536	51,276	52,151	49,668
Ratio	33.8%	33.1%	32.6%	32.3%	32.2%
Operating income	10,591	14,813	13,809	12,225	10,257
Ratio	7.5%	9.0%	8.8%	7.6%	6.6%
Ordinary income	10,682	15,046	13,969	13,022	10,271
Ratio	7.5%	9.1%	8.9%	8.1%	6.7%
Net income attributable to owners of parent	7,193	10,638	9,523	10,624	6,833

Consolidated Segment Information (Quarterly Summary)

(Millions of yen)

		3Q FY2023	4Q FY2023	1Q FY2024	2Q FY2024	3Q FY2024
		After Reclassification	After Reclassification			
Consumers	Net Sales	30,702	41,942	30,144	33,962	34,176
	Op. income	2,340	5,206	2,099	3,080	2,871
	Ratio	7.6%	12.4%	7.0%	9.1%	8.4%
Enterprise	Net Sales	52,736	60,082	59,005	60,567	57,093
	Op. income	4,502	5,278	5,534	4,480	4,163
	Ratio	8.5%	8.8%	9.4%	7.4%	7.3%
Area	Net Sales	55,293	57,914	59,785	57,105	55,540
	Op. income	3,980	4,611	5,198	4,415	3,464
	Ratio	7.2%	8.0%	8.7%	7.7%	6.2%
Professional	Net Sales	8,525	9,727	13,954	10,928	8,923
	Op. income	544	207	1,747	1,422	790
	Ratio	6.4%	2.1%	12.5%	13.0%	8.9%
Other	Net Sales	(5,484)	(4,742)	(5,661)	(885)	(1,455)
	Op. income	(776)	(489)	(769)	(1,172)	(1,031)
Total	Net Sales	141,771	164,923	157,226	161,677	154,278
	Op. income	10,591	14,813	13,809	12,225	10,257
	Ratio	7.5%	9.0%	8.8%	7.6%	6.6%

* "Other" includes elimination of intersegment transactions, shared service businesses and corporate expenses that are not allocated to each segment.

* Primagest Inc. and its three subsidiaries, the Company's consolidated subsidiaries, are included in "Other".

* One of the organizations of sales channels in the Area segment was transferred to the Consumers segment in FY2024. As a result, the FY 2023 financial results have been reclassified between the two segments.