



1st Quarter of Fiscal 2024 Supplementary Materials

HOGY MEDICAL Co., Ltd.

July 16, 2024

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(Notes Concerning Forward-Looking Statements)

Projections throughout these materials are provided as a reference for investors. They are based on estimates and forecasts, and shall not be regarded as pledges or guarantees. They shall be used on the full acknowledgment that actual results may naturally differ from projections.

Fiscal 2024 Statements of Income (Actual, Consolidated)

First Quarter

¥ millions, rounded down

	June 2024 Results		June 2023 Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	9,725	100.0	9,679	100.0	45	100.5
Cost of Sales	6,322	65.0	6,083	62.9	239	103.9
Gross profit	3,402	35.0	3,595	37.1	-193	94.6
SG&A expenses	2,066	21.3	2,293	23.7	-226	90.1
Operating income	1,335	13.7	1,302	13.5	33	102.6
Other income	128		123		5	
Other expenses	58		195		-136	
Ordinary income	1,405	14.5	1,230	12.7	175	114.3
Extraordinary income	-		-		-	
Extraordinary expenses	3		0		2	
Income before income taxes and minority interests	1,402	14.4	1,229	12.7	172	114.0
Corporation tax, etc.	395		347		47	
(Tax burden)	28.2%		28.3%			
Minority interests	0		-4		4	
Profit attributable to owners of parent	1,006	10.3	886	9.2	120	113.6

EPS (total shares)	¥39.85	¥35.08
EPS (minus treasury shares)	¥41.46	¥36.53
Number of shares outstanding	25,256,963	25,256,963
Average number of shares over period (after deducting treasury shares)	24,273,849	24,256,963

Second Quarter

¥ millions, rounded down

	Sept. 2024 Plan		Sept. 2023 Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	10,384	100.0	9,856	100.0	527	105.4
Cost of Sales	6,957	67.0	6,513	66.1	443	106.8
Gross profit	3,427	33.0	3,343	33.9	84	102.5
SG&A expenses	2,823	27.2	2,269	23.0	553	124.4
Operating income	604	5.8	1,073	10.9	-469	56.3
Other income	11		116		-104	
Other expenses	-8		46		-55	
Ordinary income	624	6.0	1,143	11.6	-518	54.6
Extraordinary income	-		40		-40	
Extraordinary expenses	-3		0		-3	
Income before income taxes and minority interests	627	6.0	1,183	12.0	-555	53.0
Corporation tax, etc.	194		341		-146	
(Tax burden)	31.0%		28.8%			
Minority interests	-0		-3		3	
Profit attributable to owners of parent	433	4.2	846	8.6	-412	51.2

First Half

¥ millions, rounded down

	Sept. 2024 Interim Plan		Sept. 2023 Interim Results		Year-on-Year Comparison		Sept. 2024 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	20,110	100.0	19,536	100.0	573	102.9	20,110	100.0	-	100.0
Cost of Sales	13,280	66.0	12,597	64.5	682	105.4	13,280	66.0	-	100.0
Gross profit	6,830	34.0	6,938	35.5	-108	98.4	6,830	34.0	-	100.0
SG&A expenses	4,890	24.3	4,563	23.4	326	107.2	4,890	24.3	-	100.0
Operating income	1,940	9.6	2,375	12.2	-435	81.7	1,940	9.6	-	100.0
Other income	140		239		-99		140		-	
Other expenses	50		241		-191		50		-	
Ordinary income	2,030	10.1	2,373	12.1	-343	85.5	2,030	10.1	-	100.0
Extraordinary income	-		40		-40		-		-	
Extraordinary expenses	-		0		-0		-		-	
Income before income taxes and minority interests	2,030	10.1	2,413	12.4	-383	84.1	2,030	10.1	-	100.0
Corporation tax, etc.	590		689		-99		590		-	
(Tax burden)	29.1%		28.6%				29.1%		-	
Minority interests	-		-8		8		-		-	
Profit attributable to owners of parent	1,440	7.2	1,732	8.9	-292	83.1	1,440	7.2	-	100.0

EPS (total shares)	¥57.01	¥68.59	¥57.01
EPS (minus treasury shares)	¥59.32	¥71.40	¥59.32
Number of shares outstanding	25,256,963	25,256,963	25,256,963
Average number of shares over period (after deducting treasury shares)	24,273,714	24,261,879	24,273,714

Fiscal 2024 Sales by Product Grouping (Actual, Consolidated)

This document is scheduled to end in FY2024. Please refer to "Sales by main products".

First Quarter

¥ millions, rounded down

	June 2024 Results		June 2023 Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Sterilization products	828	8.5	838	8.7	-10	98.7
Surgical products	8,661	89.1	8,604	88.9	57	100.7
Treatment products	44	0.5	43	0.4	1	102.4
Others	191	2.0	193	2.0	-1	99.0
Total	9,725	100.0	9,679	100.0	45	100.5

Itemized surgical products

Non-woven products	1,806	18.58	1,893	19.6	-87	95.4
Other non-woven products	307	3.16	310	3.2	-2	99.1
Kit products	6,486	66.70	6,339	65.5	147	102.3
New products	60	0.62	60	0.6	0	100.7

Itemized external sales by subsidiary

Non-woven products	110		100		9	
Other non-woven products	1		-		1	
Kit products	18		4		13	
Others	20		19		0	

Second Quarter

¥ millions, rounded down

	Sept. 2024 Plan		Sept. 2023 Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Sterilization products	860	8.3	834	8.5	26	103.2
Surgical products	9,289	89.5	8,790	89.2	499	105.7
Treatment products	59	0.6	43	0.4	16	137.3
Others	174	1.7	188	1.9	-13	92.6
Total	10,384	100.0	9,856	100.0	527	105.4

Itemized surgical products

Non-woven products	1,771	17.1	1,899	19.3	-127	93.3
Other non-woven products	410	4.0	477	4.8	-67	85.9
Kit products	6,950	66.9	6,361	64.5	589	109.3
New products	156	1.5	51	0.5	104	301.3

Itemized external sales by subsidiary

Non-woven products	104		134		-29	
Other non-woven products	-0		-		-0	
Kit products	13		19		-6	
Others	14		14		0	

First Half

¥ millions, rounded down

	Sept. 2024 Interim Plan		Sept. 2023 Interim Results		Year-on-Year Comparison		Sept. 2024 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Sterilization products	1,689	8.4	1,673	8.6	15	100.9	1,689	8.4	-	100.0
Surgical products	17,951	89.3	17,394	89.0	556	103.2	17,951	89.3	-	100.0
Treatment products	104	0.5	86	0.4	17	120.0	104	0.5	-	100.0
Others	366	1.8	381	2.0	-15	95.8	366	1.8	-	100.0
Total	20,110	100.0	19,536	100.0	573	102.9	20,110	100.0	-	100.0

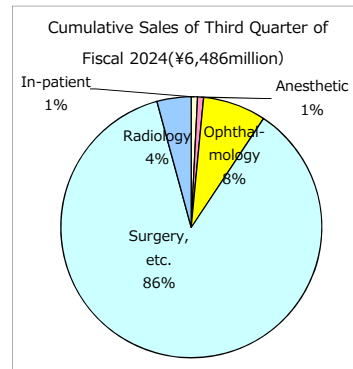
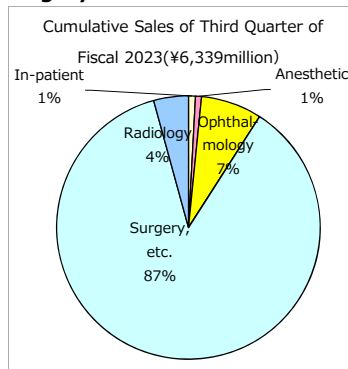
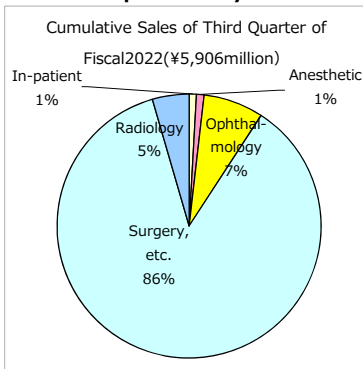
Itemized surgical products

Non-woven products	3,578	17.8	3,793	19.4	-215	94.3	3,578	17.8	-	100.0
Other non-woven products	718	3.6	788	4.0	-70	91.1	718	3.6	-	100.0
Kit products	13,437	66.8	12,701	65.0	736	105.8	13,437	66.8	-	100.0
New products	217	1.1	112	0.6	104	193.6	217	1.1	-	100.0

Itemized external sales by subsidiary

Non-woven products	215		235		-20		215		-	
Other non-woven products	0		-		0		0		-	
Kit products	32		24		7		32		-	
Others	35		34		0		35		-	

Sales Composition by Kit Treatment Category



Fiscal 2024 Sales by main products (Actual, Consolidated)

This document is a new document from FY2024. Please refer to page 7 for the results of the past 10 fiscal years.

First Quarter

¥ millions, rounded down

	June 2024 Results		June 2023 Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Kit products	6,486	66.7	6,339	65.5	147	102.3
Non-woven products	1,806	18.6	1,893	19.6	-87	95.4
Mekkin bag	614	6.3	625	6.5	-11	98.2
Other non-woven products	307	3.2	310	3.2	-2	99.1
New products	64	0.7	61	0.6	3	105.7
Others	424	4.4	429	4.4	-4	99.0
Subsidiaries & other sales	20	0.2	19	0.2	0	104.4
Total	9,725	100.0	9,679	100.0	45	100.5

Itemized external sales by subsidiary

Kit products	18	4	13
Non-woven products	110	100	9
Other non-woven products	1	-	1
Others	20	19	0

Second Quarter

¥ millions, rounded down

	Sept. 2024 Plan		Sept. 2023 Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Kit products	6,950	66.9	6,361	64.5	589	109.3
Non-woven products	1,771	17.1	1,899	19.3	-127	93.3
Mekkin bag	637	6.1	620	6.3	16	102.7
Other non-woven products	410	4.0	477	4.8	-67	85.9
New products	175	1.7	52	0.5	122	331.9
Others	424	4.1	430	4.4	-6	98.6
Subsidiaries & other sales	14	0.1	14	0.2	-0	98.7
Total	10,384	100.0	9,856	100.0	527	105.4

Itemized external sales by subsidiary

Kit products	13	19	△ 6
Non-woven products	104	134	△ 29
Other non-woven products	-0	-	-0
Others	14	14	-0

First Half

¥ millions, rounded down

	Sept. 2024 Interim Plan		Sept. 2023 Interim Results		Year-on-Year Comparison		Sept. 2024 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Kit products	13,437	66.8	12,701	65.0	736	105.8	13,437	66.8	-	100.0
Non-woven products	3,578	17.8	3,793	19.4	-215	94.3	3,578	17.8	-	100.0
Mekkin bag	1,252	6.2	1,246	6.4	5	100.5	1,252	6.2	-	100.0
Other non-woven products	718	3.6	788	4.0	-70	91.1	718	3.6	-	100.0
New products	240	1.2	113	0.6	126	210.5	240	1.2	-	100.0
Others	849	4.2	859	4.4	-10	98.8	849	4.2	-	100.0
Subsidiaries & other sales	35	0.2	34	0.2	0	101.9	35	0.2	-	100.0
Total	20,110	100.0	19,536	100.0	573	102.9	20,110	100.0	-	100.0

Itemized external sales by subsidiary

Kit products	32	24	7	32	-
Non-woven products	215	235	△ 20	215	-
Other non-woven products	0	-	0	0	-
Others	35	34	0	35	-

Full-year

¥ millions, rounded down

	Fiscal 2024 Plan		Fiscal 2023 Results		Year-on-Year Comparison		Fiscal 2024 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Kit products	27,438	136.4	25,503	130.5	1,935	107.6	27,438	136.4	-	100.0
Non-woven products	7,134	35.5	7,452	38.1	-318	95.7	7,134	35.5	-	100.0
Mekkin bag	2,538	12.6	2,538	13.0	-0	100.0	2,538	12.6	-	100.0
Other non-woven products	1,429	7.1	1,503	7.7	-73	95.1	1,429	7.1	-	100.0
New products	480	2.4	274	1.4	205	174.7	480	2.4	-	100.0
Others	1,760	8.8	1,761	9.0	-1	99.9	1,760	8.8	-	100.0
Subsidiaries & other sales	70	0.3	66	0.3	3	105.4	70	0.3	-	100.0
Total	40,850	203.1	39,100	200.1	1,749	104.5	40,850	203.1	-	100.0

Itemized external sales by subsidiary

Kit products	64	55	8	64	-
Non-woven products	415	443	△ 28	415	-
Other non-woven products	1	1	0	1	-
Others	70	66	3	70	-

SG&A and Other Income/Expenses (Actual, Consolidated)

SG&A Expenses

¥ millions, rounded down

	June 2024 Results	June 2023 Results	Year-on-Year Comparison
Packaging and transportation	273	271	2
Losses on doubtful accounts	-	-	-
Samples	92	89	2
Advertising	8	9	-1
Personnel	894	1,044	-150
Travel	107	113	-6
Communication	33	35	-2
Consumables	22	12	9
Taxes and public charges	74	94	-20
Depreciation	119	142	-22
Testing and research	59	96	-37
Land and housing rent	110	109	0
Miscellaneous	135	135	0
Others	135	137	-1
Total	2,066	2,293	-226

Other Income/Expenses

¥ millions, rounded down

	June 2024 Results	June 2023 Results	Year-on-Year Comparison
Interest received	65	55	9
Interest on negotiable securities	-	-	-
Dividend received	22	17	4
(Total financial earnings)	88	73	14
Foreign exchange gain	-	-	-
Miscellaneous income	40	49	-8
Total Other income	128	123	5
Paid interest	6	6	0
(Total financial expenses)	6	6	0
Foreign exchange loss	21	84	-63
Miscellaneous losses	30	104	-73
Total non-operating expenses	58	195	-136

Balance Sheets (Major Changes)/Statements of Cash Flows (Consolidated)

Major Changes on Balance Sheets

¥ millions, rounded down

	Balance at June 30, 2024	Change		Balance at June 30, 2024	Change
Current assets	44,374	1,348	Current liabilities	8,321	80
Cash and bank deposits	20,481	1,061	Notes and accounts payable	4,288	-546
Notes and accounts receivable	12,851	84	Accrued expenses	307	175
Short-term investments	-	-	Long-term loans due within 1 year	1,999	-
Inventories	9,715	258	Income taxes	396	294
Others	1,325	-57	Allowance for employees' bonuses	164	-370
			Payable notes for equipment	28	-126
			Reserve for disaster loss	-	-
			Others	1,137	654
Fixed assets	56,354	-661	Long-term liabilities	5,100	-579
Property, plant and equipment	45,459	-253	Long-term borrowings	3,169	-499
Buildings and structures	19,276	-258	Others	1,930	-80
Machinery, equipment and vehicles	13,829	-896	Total liabilities	13,422	-499
Land	9,766	37	Total net assets	87,305	1,185
Construction in progress	2,121	879	Common stock	7,123	-
Others	465	-16	Capital surplus	8,294	-
Intangibles	439	-55	Retained earnings	68,283	521
Investments and others	10,455	-352	Treasury stock	-3,218	-1
Investments securities	8,970	-243	Others	6,823	666
Others	1,485	-109			
Total assets	100,728	686	Total liabilities and shareholders' equity	100,728	686

*Comparison with end of previous fiscal year:

Equity ratio increased from 86.1% at the end of the previous fiscal year to 86.7%.

Statements of Cash Flows

¥ millions, rounded down

I Operating activities	2,558	Income before income taxes	1,402
		Depreciation	1,407
		Decrease in inventories	-82
		Incomes taxes paid	-92
II Investing activities	-768	Purchase of tangible fixed assets	-883
III Financing activities	-986	Proceeds from long-term borrowings	-499
		Cash dividends paid	-485
IV Effect of exchange rate changes	314		
Net changes in cash and cash equivalents	1,118		

Fiscal 2024 Statements of Income (Actual, Non-Consolidated)

First Quarter

¥ millions, rounded down

	June 2024 Results		June 2023 Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	9,578	100.0	9,564	100.0	14	100.2
Cost of Sales	6,413	67.0	6,132	64.1	280	104.6
Gross profit	3,165	33.0	3,431	35.9	-266	92.2
SG&A expenses	2,006	21.0	2,232	23.3	-226	89.9
Operating income	1,158	12.1	1,198	12.5	-39	96.7
Other income	91		65		25	
Other expenses	106		199		-93	
Ordinary income	1,143	11.9	1,064	11.1	78	107.4
Extraordinary income	-		-		-	
Extraordinary expenses	3		0		2	
Income before income taxes	1,140	11.9	1,064	11.1	75	107.1
Corporation tax, etc.	347		320		27	
(Tax burden)	30.5%		30.1%			
Net income	792	8.3	743	7.8	48	106.5

EPS (total shares)

¥31.37

¥29.45

EPS (minus treasury shares)

¥32.64

¥30.67

Number of shares outstanding

25,256,963

25,256,963

Average number of shares over period
(after deducting treasury shares)

24,273,849

24,256,963

Second Quarter

¥ millions, rounded down

	Sept. 2024 Plan		Sept. 2023 Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	10,272	100.0	9,699	100.0	572	105.9
Cost of Sales	6,946	67.6	6,545	67.5	401	106.1
Gross profit	3,325	32.4	3,154	32.5	171	105.4
SG&A expenses	2,763	26.9	2,195	22.6	567	125.8
Operating income	562	5.5	958	9.9	-395	58.7
Other income	-1		81		-82	
Other expenses	-6		73		-79	
Ordinary income	567	5.5	965	10.0	-397	58.8
Extraordinary income	-		40		-40	
Extraordinary expenses	-3		0		-3	
Income before income taxes	570	5.6	1,005	10.4	-434	56.8
Corporation tax, etc.	162		302		-140	
(Tax burden)	28.4%		30.1%			
Net income	408	4.0	702	7.2	-294	58.2

First Half

¥ millions, rounded down

	Sept. 2024 Interim Plan		Sept. 2023 Interim Results		Year-on-Year Comparison		Sept. 2024 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	19,851	100.0	19,263	100.0	587	103.0	19,851	100.0	-	100.0
Cost of Sales	13,360	67.3	12,678	65.8	681	105.4	13,360	67.3	-	100.0
Gross profit	6,491	32.7	6,585	34.2	-94	98.6	6,491	32.7	-	100.0
SG&A expenses	4,770	24.0	4,428	23.0	341	107.7	4,770	24.0	-	100.0
Operating income	1,721	8.7	2,156	11.2	-435	79.8	1,721	8.7	-	100.0
Other income	90		146		-56		90		-	
Other expenses	100		272		-172		100		-	
Ordinary income	1,711	8.6	2,030	10.5	-319	84.3	1,711	8.6	-	100.0
Extraordinary income	-		40		-40		-		-	
Extraordinary expenses	-		0		-0		-		-	
Income before income taxes	1,711	8.6	2,070	10.7	-359	82.7	1,711	8.6	-	100.0
Corporation tax, etc.	510		623		-113		510		-	
(Tax burden)	29.8%		30.1%				29.8%			
Net income	1,201	6.1	1,446	7.5	-245	83.0	1,201	6.1	-	100.0

EPS (total shares)

¥47.55

¥57.28

¥47.55

EPS (minus treasury shares)

¥49.48

¥59.63

¥49.48

Number of shares outstanding

25,256,963

25,256,963

25,256,963

Average number of shares over period
(after deducting treasury shares)

24,273,714

24,261,879

24,273,714

Reference] Sales by main products for the past 10 fiscal years(Actual, Consolidated)

Results by Quarter FY2014

	FY2014				FY2015				FY2016															
	June 2014 Results		Sept. 2014 Results		Dec. 2014 Results		Mar. 2015 Results		June 2015 Results		Sept. 2015 Results		Dec. 2015 Results		Mar. 2016 Results		June 2016 Results		Sept. 2016 Results		Dec. 2016 Results		Mar. 2017 Results	
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total
Kit products	4,425	52.7	4,750	49.1	5,000	53.8	4,701	54.0	4,719	54.6	5,043	52.1	5,288	56.2	5,207	54.7	5,135	56.7	5,286	57.1	5,458	57.6	5,243	57.8
Non-woven fabrics	2,473	29.4	2,538	26.2	2,650	28.5	2,348	27.0	2,414	27.9	2,440	25.2	2,499	26.6	2,373	24.9	2,369	26.2	2,359	25.5	2,416	25.5	2,261	24.9
Mekkin bags	638	7.6	677	7.0	699	7.5	653	7.5	651	7.5	656	6.8	694	7.4	695	7.3	664	7.3	681	7.4	683	7.2	635	7.0
Other nonwoven fabrics	341	4.1	350	3.6	406	4.4	352	4.1	349	4.0	343	3.5	371	3.9	352	3.7	343	3.8	340	3.7	372	3.9	333	3.7
New products	16	0.2	13	0.1	13	0.1	132	1.5	17	0.2	27	0.3	25	0.3	392	4.1	47	0.5	59	0.6	47	0.5	70	0.8
Others	482	5.7	491	5.1	507	5.5	482	5.5	474	5.5	483	5.0	504	5.4	472	5.0	477	5.3	509	5.5	484	5.1	494	5.5
Subsidiaries & other sales	20	0.2	15	0.2	18	0.2	30	0.3	12	0.1	18	0.2	18	0.2	19	0.2	17	0.2	17	0.2	19	0.2	27	0.3
Total	8,398	100.0	9,679	100.0	9,295	100.0	8,700	100.0	8,639	100.0	9,679	100.0	9,402	100.0	9,512	100.0	9,055	100.0	9,254	100.0	9,482	100.0	9,066	100.0

FY2017

	FY2017				FY2018				FY2019															
	June 2017 Results		Sept. 2017 Results		Dec. 2017 Results		Mar. 2018 Results		June 2018 Results		Sept. 2018 Results		Dec. 2018 Results		Mar. 2019 Results		June 2019 Results		Sept. 2019 Results		Dec. 2019 Results		Mar. 2020 Results	
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total
Kit products	5,299	57.9	5,408	58.4	5,645	58.2	5,139	58.5	5,339	59.0	5,462	59.5	5,785	59.5	5,242	60.3	5,481	60.7	5,683	60.8	5,953	61.5	5,366	58.5
Non-woven fabrics	2,312	25.2	2,298	24.8	2,442	25.2	2,133	24.3	2,248	24.8	2,219	24.2	2,384	24.5	2,036	23.4	2,146	23.7	2,205	23.6	2,241	23.2	2,085	22.7
Mekkin bags	664	7.3	666	7.2	703	7.3	599	6.8	620	6.9	647	7.0	671	6.9	602	6.9	632	7.0	638	6.8	642	6.6	616	6.7
Other nonwoven fabrics	334	3.7	326	3.5	362	3.7	308	3.5	311	3.4	308	3.4	346	3.6	292	3.4	292	3.2	299	3.2	322	3.3	606	6.6
New products	52	0.6	61	0.7	47	0.5	100	1.1	48	0.5	34	0.4	32	0.3	68	0.8	27	0.3	63	0.7	38	0.4	36	0.4
Others	474	5.2	488	5.3	473	4.9	482	5.5	464	5.1	494	5.4	478	4.9	432	5.0	433	4.8	433	4.6	458	4.7	424	4.6
Subsidiaries & other sales	21	0.2	17	0.2	23	0.2	28	0.3	21	0.2	18	0.2	24	0.3	21	0.2	23	0.3	17	0.2	22	0.2	35	0.4
Total	9,159	100.0	9,267	100.0	9,698	100.0	8,791	100.0	9,053	100.0	9,184	100.0	9,724	100.0	8,695	100.0	9,038	100.0	9,342	100.0	9,679	100.0	9,172	100.0

FY2020

	FY2020				FY2021				FY2022															
	June 2020 Results		Sept. 2020 Results		Dec. 2020 Results		Mar. 2021 Results		June 2021 Results		Sept. 2021 Results		Dec. 2021 Results		Mar. 2022 Results		June 2022 Results		Sept. 2022 Results		Dec. 2022 Results		Mar. 2023 Results	
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total
Kit products	4,786	57.1	5,407	57.8	5,855	58.8	5,138	58.3	5,418	60.9	5,505	61.0	6,163	62.4	5,470	61.0	5,906	62.5	5,867	60.2	6,382	61.8	6,008	63.6
Non-woven fabrics	2,063	24.6	2,432	26.0	2,528	25.4	2,259	25.6	2,053	23.1	2,031	22.5	2,222	22.5	1,923	21.5	2,006	21.2	2,085	21.4	2,068	20.0	1,853	19.6
Mekkin bags	592	7.1	600	6.4	649	6.5	559	6.4	577	6.5	616	6.8	640	6.5	618	6.9	634	6.7	663	6.8	677	6.6	605	6.4
Other nonwoven fabrics	429	5.1	452	4.8	428	4.3	369	4.2	368	4.1	385	4.3	313	3.2	428	4.8	383	4.1	604	6.2	660	6.4	461	4.9
New products	38	0.5	36	0.4	38	0.4	75	0.9	32	0.4	55	0.6	57	0.6	71	0.8	65	0.7	48	0.5	81	0.8	72	0.8
Others	447	5.3	411	4.4	446	4.5	394	4.5	420	4.7	419	4.6	464	4.7	432	4.8	433	4.6	463	4.8	439	4.2	435	4.6
Subsidiaries & other sales	19	0.2	16	0.2	15	0.2	10	0.1	24	0.3	17	0.2	21	0.2	21	0.2	17	0.2	20	0.2	24	0.2	10	0.1
Total	8,376	100.0	9,358	100.0	9,961	100.0	8,807	100.0	8,895	100.0	9,032	100.0	9,882	100.0	8,967	100.0	9,447	100.0	9,753	100.0	10,334	100.0	9,445	100.0

FY2023

	June 2023 Results		Sept. 2023 Results		Dec. 2023 Results		Mar. 2024 Results	
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total
	Kit products	6,339	65.5	6,361	64.5	6,673	65.3	6,128
Non-woven fabrics	1,893	19.6	1,899	19.3	1,964	19.2	1,695	18.1
Mekkin bags	625	6.5	620	6.3	683	6.7	608	6.5
Other nonwoven fabrics	310	3.2	477	4.8	357	3.5	357	3.8
New products	61	0.6	52	0.5	71	0.7	89	1.0
Others	429	4.4	430	4.4	446	4.4	455	4.9
Subsidiaries & other sales	19	0.2	14	0.2	21	0.2	10	0.1
Total	9,679	100.0	9,856	100.0	10,218	100.0	9,345	100.0

Results by period

	FY2014		FY2015		FY2016		FY2017		FY2018		FY2019		FY2020		FY2021		FY2022		FY2023	
	Fiscal 2014 Results		Fiscal 2015 Results		Fiscal 2016 Results		Fiscal 2017 Results		Fiscal 2018 Results		Fiscal 2019 Results		Fiscal 2020 Results		Fiscal 2021 Results		Fiscal 2022 Results		Fiscal 2023 Results	
	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total	Amount	% of total
Kit products	18,877	53.6	20,259	55.4	21,124	57.3	21,493	58.2	21,829	59.5	22,484	60.4	21,187	58.0	22,557	61.3	24,164	62.0	25,503	65.2
Non-woven fabrics	10,011	28.4	9,728	26.6	9,406	25.5	9,186	24.9	8,888	24.2	8,678	23.3	9,283	25.4	8,230	22.4	8,014	20.6	7,452	19.1
Mekkin bags	2,668	7.6	2,698	7.4	2,665	7.2	2,634	7.1	2,541	6.9	2,530	6.8	2,401	6.6	2,453	6.7	2,580	6.6	2,538	6.5
Other nonwoven fabrics	1,450	4.1	1,416	3.9	1,390	3.8	1,332	3.6	1,259	3.4	1,521	4.1	1,680	4.6	1,497	4.1	2,109	5.4	1,503	3.8
New products	177	0.5	463	1.3	224	0.6	261	0.7	184	0.5	166	0.4	190	0.5	216	0.6	266	0.7	274	0.7
Others	1,963	5.6	1,935	5.3	1,965	5.3	1,919	5.2	1,868	5.1	1,751	4.7	1,699	4.7	1,737	4.7	1,771	4.5	1,761	4.5
Subsidiaries & other sales	85	0.2	68	0.2	82	0.2	90	0.2	86	0.2	99	0.3	62	0.2	85	0.2	73	0.2	66	0.2
Total	35,233	100.0	36,568	100.0	36,859	100.0	36,918	100.0	36,658	100.0	37,232	100.0	36,504	100.0	36,778	100.0	38,981	100.0	39,100	100.0

Comparison of main Products and product grouping

Main products	Product Grouping
Kit products	Surgical products
Non-woven fabrics	Surgical products
Mekkin bags	Sterilization products
Other nonwoven fabrics	Surgical products
New products	Surgical products,Treatment products
Others	Sterilization products,Treatment products
Subsidiaries & other sales	Others