

## セグメント別売上概況 Net Sales by Business Segment

※=前年同期比/ YoY

		Q3YTD FY2016			Q3YTD FY2017					
		JPN	Overseas	WW	JPN	%	Overseas	%	WW	%
TIS	Interventional Systems	26,371	102,282	128,654	28,755	9.0%	136,871	33.8%	165,626	28.7%
ニューロバスキュラー	Neurovascular	2,100	17,558	19,659	2,210	5.2%	24,163	37.6%	26,373	34.2%
CV	Cardiovascular Systems	7,435	21,546	28,982	7,577	1.9%	25,659	19.1%	33,236	14.7%
血管	Vascular Graft	1,438	7,837	9,275	2,005	39.4%	12,795	63.3%	14,801	59.6%
心臓血管カンパニー	Cardiac and Vascular Company	37,345	149,225	186,570	40,548	8.6%	199,490	33.7%	240,038	28.7%
医療器	General Hospital Products	38,178	19,023	57,201	38,240	0.2%	19,552	2.8%	57,793	1.0%
D&D	Drug & Device	32,809	-	32,809	33,103	0.9%	-	-	33,103	0.9%
DM・ヘルスケア	DM and Consumer Healthcare	15,880	2,528	18,408	15,890	0.1%	2,270	-10.2%	18,160	-1.3%
ホスピタルシステム小計	Hospital Systems Sub Total	86,868	21,551	108,419	87,234	0.4%	21,822	1.3%	109,057	0.6%
アライアンス	Alliance	6,646	3,912	10,559	6,558	-1.3%	4,615	18.0%	11,174	5.8%
ホスピタルカンパニー	General Hospital Company	93,515	25,464	118,979	93,793	0.3%	26,438	3.8%	120,231	1.1%
血液システムカンパニー	Blood Management Company	8,577	60,114	68,692	8,368	-2.4%	68,141	13.4%	76,510	11.4%
その他	Others	152	-	152	162	6.8%	12	-	174	14.8%
計	Total	139,591	234,803	374,394	142,872	2.4%	294,082	25.2%	436,955	16.7%

(期中平均為替レート) Average exchange rates (USD1=¥106.60) (USD1=¥111.69)  
(EUR1=¥117.98) (EUR1=¥128.55)

## 四半期別推移 Quarterly History for the Income Statement

		Q1	Q2	Q3	Q4	FY2016	Q1	Q2	Q3	FY2017
		FY2016	FY2016	FY2016	FY2016	FY2016	FY2017	FY2017	FY2017	Forecast
売上高	Net Sales	124,519	120,590	129,284	139,770	514,164	139,312	145,297	152,344	588,000
	各四半期売上高/年間売上高	24.2%	23.5%	25.1%	27.2%	100.0%	23.7%	24.7%	25.9%	100.0%
売上総利益	Gross Profit	*a 69,181	*a 65,793	*a 68,737	*a 74,287	278,000	78,255	81,457	84,991	
	%Net Sale	55.6%	54.6%	53.2%	54.1%	54.1%	56.2%	56.1%	55.8%	
販売管理費	SG&A Expenses	*a 47,824	*a 47,779	*a 49,203	*a 56,613	201,421	54,900	56,912	60,516	
	%Net Sale	38.4%	39.6%	38.1%	40.5%	39.2%	39.4%	39.2%	39.7%	
営業利益	Operating Income	21,356	18,014	19,533	17,674	76,578	23,355	24,544	24,474	92,000
	%Net Sale	17.2%	14.9%	15.1%	12.7%	14.9%	16.8%	16.9%	16.1%	15.7%
経常利益	Ordinary Income	15,123	15,478	21,602	16,347	68,552	22,733	24,237	23,692	89,500
	%Net Sale	12.1%	12.8%	16.7%	11.7%	13.3%	16.3%	16.7%	15.6%	15.2%
当期純利益	Net Income	10,110	10,312	11,399	22,403	54,225	16,291	16,676	30,517	76,000
	%Net Sale	8.1%	8.6%	8.8%	16.0%	10.5%	11.7%	11.5%	20.0%	12.9%

## キャッシュ・フロー計算書(要約) Statements of Cash Flows

	Q3YTD FY2016	Q3YTD FY2017
営業キャッシュ・フロー	53,884	72,296
投資キャッシュ・フロー	△ 51,394	△ 29,198
フリーキャッシュ・フロー	2,489	43,098
財務キャッシュ・フロー	112,690	3,894
現金及び現金同等物の換算差額	332	1,857
現金及び現金同等物の増減	115,512	48,850
現金及び現金同等物の期首残高	146,927	105,046
現金及び現金同等物の四半期末残高	262,439	153,897

## 参考情報 Additional Information

	Q3YTD FY2016	Q3YTD FY2017	FY2017 Forecast
研究開発費	24,519	28,682	40,000
設備投資額	24,776	28,622	46,500
減価償却費	32,428	41,955	56,000

\*a FY2016については独立生産法人の一般管理費を売上原価へ組み替えており、影響額は約20億円です。

\*a SG&amp;A expenses for the independent manufacturing subsidiaries of FY2016 are transferred to cost of sales. The impact on FY2016 is about 2 billion yen.