



August 6, 2025

Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2026 (Three Months Ended June 30, 2025)

[Japanese GAAP]

Company name: ROHTO PHARMACEUTICAL CO.,LTD.

Listing: Tokyo Stock Exchange

Securities code: 4527

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Scheduled date to commence dividend payments: -

Preparation of supplementary material on financial results: Yes

Holding of financial results briefing: Yes (for institutional investors and analysts)

(Yen amounts are rounded down to millions, unless otherwise noted.)

1. Consolidated Financial Results for the Three Months Ended June 30, 2025 (April 1, 2025 to June 30, 2025)

(1) Consolidated Operating Results

(Percentages indicate year-on-year changes.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Three months ended June 30, 2025	81,964	19.9	11,699	(0.8)	16,127	31.4	11,769	38.7
June 30, 2024	68,356	11.7	11,790	4.4	12,273	0.2	8,482	(6.7)

(Note) Comprehensive income: Three months ended June 30, 2025: ¥ 7,769 million [(51.7)%]
Three months ended June 30, 2024: ¥ 16,071 million [17.1%]

	Net income per share	Diluted net income per share
	Yen	Yen
Three months ended June 30, 2025	52.09	51.39
June 30, 2024	37.18	37.08

(2) Consolidated Financial Position

	Total assets	Net assets	Capital adequacy ratio
	Millions of yen	Millions of yen	%
As of June 30, 2025	428,326	284,147	62.2
March 31, 2025	437,039	280,737	60.2

(Reference) Equity: As of June 30, 2025: ¥ 266,359 million

As of March 31, 2025: ¥ 262,990 million

(Note) In the first quarter of the fiscal year ending March 31, 2026, the Company finalized the provisional accounting treatment for the business combination. Figures for the fiscal year ended March 31, 2025 reflect the details of the finalization of the provisional accounting treatment.

2. Dividends

	Annual dividends				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended March 31, 2025	-	16.00	-	20.00	36.00
Fiscal year ending March 31, 2026	-				
Fiscal year ending March 31, 2026 (Forecast)		21.00	-	21.00	42.00

(Note) Revision to the forecast for dividends announced most recently: None

3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2026 (April 1, 2025 to March 31, 2026)

(Percentages indicate year-on-year changes.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	334,500	8.4	39,000	2.0	43,000	8.2	31,500	2.1	139.40

- (Notes) 1. Revision to the financial results forecast announced most recently: Yes
2. Year-on-year changes are calculated based on figures after retrospective adjustments, reflecting the finalization of the provisional accounting treatment for the business combination conducted in the first quarter of the fiscal year ending March 31, 2026.

* Notes:

- (1) Significant changes in the scope of consolidation during the period: Yes
Newly included: 1 (Company name: Rohto MediLuxe Europe S.A.S.U.)
Excluded: - (Company name:)
Note: Please refer to page 8 of the attachments "2. Quarterly Consolidated Financial Statements and Major Notes, (3) Notes to Quarterly Consolidated Financial Statements" for further information.

- (2) Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements: Yes
Note: Please refer to page 8 of the attachments "2. Quarterly Consolidated Financial Statements and Major Notes, (3) Notes to Quarterly Consolidated Financial Statements" for further information.

- (3) Changes in accounting policies, changes in accounting estimates, and restatement
1) Changes in accounting policies due to revisions to accounting standards and other regulations: None
2) Changes in accounting policies due to other reasons: None
3) Changes in accounting estimates: None
4) Restatement: None

- (4) Number of issued shares (common shares)
1) Total number of issued shares at the end of the period (including treasury shares):
June 30, 2025: 236,178,310 shares
March 31, 2025: 236,178,310 shares
2) Number of treasury shares at the end of the period:
June 30, 2025: 10,213,942 shares
March 31, 2025: 10,213,934 shares
3) Average number of shares outstanding during the period:
Three months ended June 30, 2025: 225,964,374 shares
Three months ended June 30, 2024: 228,138,775 shares

* Review of the Japanese-language originals of the attached consolidated quarterly financial statements by certified public accountants or an audit firm: None

*Cautionary statement with respect to forward-looking statements and other special items

Forecasts regarding future performance in these materials are based on assumptions judged to be valid and information available to the Company at the time the materials were created. These materials are not promises by the Company regarding future performance. Actual results of operations may differ significantly from the forecasts depending on various factors. For discussion of the assumptions and other factors considered by the Company in preparing the above projections, please refer to page 3 of the attachments "1. Qualitative Information on Quarterly Consolidated Financial Performance, (3) Explanation of Consolidated Earnings Forecast and Other Forward-looking Statements."

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1. Qualitative Information on Quarterly Consolidated Financial Performance

(1) Explanation of Results of Operations

During the first quarter of the current fiscal year, the Japanese economy achieved a moderate recovery owing to improvements in the employment and income environment, as well as an increase in the number of foreign visitors to Japan against the backdrop of the weak yen. Personal consumption remained sluggish due to consumers' increased frugality in the face of rising prices. On the other hand, the outlook of the Japanese economy is still uncertain on account of persistent concerns about a slowdown of overseas economies, including trade friction stemming from US tariff policies and the declining growth potential of the Chinese economy, rising domestic prices due to soaring resource and materials prices against the backdrop of the protracted conflict in Ukraine, and other factors.

Under these circumstances, the Company announced the Rohto Group Medium- to Long-Term Growth Strategy 2025-2035 and the Management Policy for Achieving Long-Term Growth on May 13, 2025. At Rohto, we define our purpose as “to lead all individuals and society surrounding us to ‘well-being’ by delivering ‘health’ to people around the world through our products and services and to make people happier and make the future brighter.” We are making efforts every day to achieve this goal.

Consequently, net sales increased significantly to 81,964 million yen (up 19.9% year-on-year). In Japan, sales increased, reflecting product proposals that meet customer needs as well as rising inbound demand. Overseas, sales also increased due to product proposals that meet customer needs and inclusion of the results of Singaporean Chinese herbal medicine manufacturing and sales company Eu Yan Sang International Ltd. and Austrian pharmaceutical and medical device manufacturing and sales company Mono chem-pharm Produkte GmbH in the consolidated statement of income from the third quarter of the previous fiscal year.

As for profits, as a result of a rising cost of sales ratio as well as increased selling, general and administrative expenses due to increases in depreciation, amortization of goodwill and labor costs, operating income was 11,699 million yen (down 0.8% year-on-year). Ordinary income was 16,127 million yen (up 31.4% year-on-year) and profit attributable to owners of parent was 11,769 million yen (up 38.7% year-on-year), mainly due to an increase in dividend income.

Results by reportable segment are as follows.

Japan

Sales to outside customers increased to 40,757 million yen (up 0.6% year-on-year).

Sales were brisk for “Rohto V5” supplements, new lip balm products and “Gyutto,” which is a new hair mask product. Among the domestic group companies, Rohto Nitten Co., Ltd. contributed to sales growth.

Segment profit (operating income basis) decreased to 6,310 million yen (down 3.9% year-on-year) due to a rising cost of sales ratio and an increase in selling, general and administrative expenses.

Americas

Sales to outside customers increased to 5,044 million yen (up 0.6% year-on-year).

Hydrox Laboratories, which manufactures and sells medical disinfectants and other products, continued to perform strongly. In addition, our consolidated subsidiaries in Brazil, which experienced strong sales for “Hadalabo,” also made a contribution to the increase in sales.

Segment profit (operating income basis) decreased to 184 million yen (down 39.4% year-on-year) due to an increase in selling, general and administrative expenses.

Europe

Sales to outside customers increased significantly to 5,572 million yen (up 43.3% year-on-year).

Dax Cosmetics, based in Poland, contributed to the increase in sales due to the strong sales of “Perfecta” as well as “Hadalabo Tokyo,” whose target countries of sale have been expanded. In addition, the Company has been developing the eye drop market since 2021 with “Rohto Dry Aid.” Furthermore, Mono chem-pharm Produkte GmbH has also contributed to sales.

Segment profit (operating income basis) decreased to 134 million yen (down 62.2% year-on-year) due to a higher cost of sales ratio resulting from a lower production volume caused by the bankruptcy of a container supplier for anti-inflammatory analgesic products, as well as higher unit prices from alternative suppliers.

Asia

Sales to outside customers increased significantly to 29,743 million yen (up 64.4% year-on-year).

Sales were strong in Vietnam, Indonesia, and other Southeast Asian countries. In addition, Eu Yan Sang International Ltd. contributed to sales. On the other hand, stricter import regulations in Myanmar led to difficulties in the import of raw materials and products, which resulted in a continued decrease in sales. Regarding the performance of particular products, “Hadalabo,” “Selsun” antidandruff shampoo, lip balm products, and “Acnes” skincare products are among those that contributed to the increase in sales.

Segment profit (operating income basis) increased to 4,777 million yen (up 10.6% year-on-year).

(2) Explanation of Financial Position

Total assets at the end of the first quarter of the current fiscal year were 428,326 million yen, a decrease of 8,712 million yen from the end of the previous fiscal year. This was mainly due to a decrease of 1,934 million yen in notes and accounts receivable - trade, a decrease of 1,860 million yen in goodwill, and a decrease of 1,858 million yen in other, net under property, plant and equipment, while raw materials and supplies increased by 1,757million yen.

Total liabilities were 144,178 million yen, a decrease of 12,123 million yen from the end of the previous fiscal year. The main factors were a decrease of 5,435 million yen in other under current liabilities, a decrease of 2,127 million yen in income taxes payable, and a decrease of 2,081 million yen in provision for bonuses, while notes and accounts payable - trade increased by 1,947 million yen.

Net assets totaled 284,147 million yen, an increase of 3,410 million yen from the end of the previous fiscal year. This was mainly due to an increase in retained earnings of 7,158 million yen, while foreign currency translation adjustment decreased by 4,839 million yen.

In the first three months of the current fiscal year, the Company finalized the provisional accounting treatment for the business combination. For comparison and analysis with the end of the previous fiscal year, the amounts after the revision reflecting the finalization of the provisional accounting treatment are used. Please refer to “2. Quarterly Consolidated Financial Statements and Major Notes, (3) Notes to Quarterly Consolidated Financial Statements, Business Combination, etc.” for further information.

(3) Explanation of Consolidated Earnings Forecast and Other Forward-looking Statements

(Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2026)

	Net sales	Operating income	Ordinary income	Profit attributable to owners of parent	Net income per share
Previous forecast (A)	Millions of yen 334,500	Millions of yen 39,000	Millions of yen 40,500	Millions of yen 31,100	Yen 137.63
Revised forecast (B)	334,500	39,000	43,000	31,500	139.40
Change (B – A)	-	-	2,500	400	-
Percentage change (%)	-	-	6.2	1.3	-

The Company has revised the consolidated financial earnings forecast announced on May 13, 2025 to reflect dividend income recorded in the first quarter. Ordinary income and profit attributable to owners of parent are all expected to exceed the previous forecast. The expected exchange rates remain unchanged at 142 yen to the US dollar and 19 yen to the Chinese yuan.

For details, please refer to the “Notice of Revision of Earnings Forecast” announced today (August 6, 2025).

*The above forecasts are based on information available as of the date of announcement. Actual results may differ from the forecasts due to various factors.

2. Quarterly Consolidated Financial Statements and Major Notes**(1) Quarterly Consolidated Balance Sheet**

(Millions of yen)

	As of March 31, 2025	As of June 30, 2025
Assets		
Current assets		
Cash and deposits	77,161	75,839
Notes and accounts receivable - trade	47,129	45,195
Electronically recorded monetary claims - operating	23,261	21,826
Merchandise and finished goods	36,386	36,293
Work in process	5,059	4,978
Raw materials and supplies	20,135	21,892
Other	9,255	9,554
Allowance for doubtful accounts	(510)	(504)
Total current assets	217,879	215,077
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	33,288	33,059
Other, net	57,162	55,304
Total property, plant and equipment	90,451	88,364
Intangible assets		
Trademark right	26,955	25,572
Goodwill	34,793	32,932
Other	9,484	9,148
Total intangible assets	71,233	67,653
Investments and other assets		
Investment securities	46,427	46,465
Retirement benefit asset	2,149	2,100
Other	16,282	16,124
Allowance for doubtful accounts	(7,484)	(7,556)
Total investments and other assets	57,375	57,133
Total non-current assets	219,060	213,150
Deferred assets		
Bond issuance costs	99	98
Total deferred assets	99	98
Total assets	437,039	428,326

(Millions of yen)

	As of March 31, 2025	As of June 30, 2025
Liabilities		
Current liabilities		
Notes and accounts payable - trade	19,050	20,997
Electronically recorded obligations - operating	3,006	3,101
Short-term borrowings	7,035	6,843
Accrued expenses	20,138	18,199
Income taxes payable	5,975	3,847
Provision for bonuses	4,161	2,079
Provision for bonuses for directors (and other officers)	65	29
Other	35,175	29,739
Total current liabilities	94,608	84,839
Non-current liabilities		
Convertible-bond-type bonds with share acquisition rights	25,370	25,357
Long-term borrowings	17,818	16,682
Retirement benefit liability	1,770	1,765
Provision for loss on guarantees	3	3
Other	16,731	15,530
Total non-current liabilities	61,693	59,339
Total liabilities	156,302	144,178
Net assets		
Shareholders' equity		
Share capital	6,504	6,504
Retained earnings	231,713	238,871
Treasury shares	(9,939)	(9,939)
Total shareholders' equity	228,278	235,437
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	9,466	10,512
Foreign currency translation adjustment	23,820	18,980
Remeasurements of defined benefit plans	1,425	1,429
Total accumulated other comprehensive income	34,711	30,922
Share acquisition rights	382	382
Non-controlling interests	17,363	17,404
Total net assets	280,737	284,147
Total liabilities and net assets	437,039	428,326

(2) Quarterly Consolidated Statements of Income and Comprehensive Income

Quarterly Consolidated Statement of Income

For the three months ended June 30, 2025

(Millions of yen)

	For the three months ended June 30, 2024	For the three months ended June 30, 2025
Net sales	68,356	81,964
Cost of sales	29,280	36,111
Gross profit	39,076	45,852
Selling, general and administrative expenses	27,285	34,153
Operating income	11,790	11,699
Non-operating income		
Interest income	439	237
Dividend income	289	4,106
Share of profit of entities accounted for using equity method	1	64
Foreign exchange gains	-	378
Other	133	258
Total non-operating income	865	5,045
Non-operating expenses		
Interest expenses	65	316
Provision of allowance for doubtful accounts	165	73
Loss on investments in investment partnerships	20	141
Other	131	85
Total non-operating expenses	382	617
Ordinary income	12,273	16,127
Extraordinary income		
Gain on sale of investment securities	-	4
Gain on sale of shares of subsidiaries and associates	39	-
Total extraordinary income	39	4
Extraordinary losses		
Impairment losses	16	-
Loss on valuation of investment securities	201	1,058
Total extraordinary losses	218	1,058
Income before income taxes	12,094	15,074
Income taxes	3,609	3,021
Net income	8,484	12,052
Profit attributable to non-controlling interests	1	283
Profit attributable to owners of parent	8,482	11,769

Quarterly Consolidated Statement of Comprehensive Income

For the three months ended June 30, 2025

(Millions of yen)

	For the three months ended June 30, 2024	For the three months ended June 30, 2025
Net income	8,484	12,052
Other comprehensive income		
Valuation difference on available-for-sale securities	1,306	1,046
Foreign currency translation adjustment	6,312	(5,325)
Remeasurements of defined benefit plans, net of tax	(32)	3
Share of other comprehensive income of entities accounted for using equity method	0	(8)
Total other comprehensive income	7,586	(4,283)
Comprehensive income	16,071	7,769
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	16,039	7,987
Comprehensive income attributable to non-controlling interests	32	(217)

(3) Notes to Quarterly Consolidated Financial Statements

Application of Special Accounting Methods for Preparation of Quarterly Consolidated Financial Statements

Calculation of tax expense

Tax expense was calculated by first reasonably estimating the effective tax rate after the application of tax effect accounting with respect to income before income taxes for the fiscal year, and multiplying that rate by the quarterly income before income taxes.

Segment Information

I. Prior First Quarter (Apr. 1, 2024 – Jun. 30, 2024)

1. Information related to net sales and profit and disaggregation of revenue for each reportable segment

(Millions of yen)

	Reportable segment (Note 1)					Others (Note 2)	Total	Adjustment (Note 3)	Reported in quarterly consolidated statement of income (Note 4)
	Japan	Americas	Europe	Asia	Subtotal				
Net sales									
Revenue from contracts with customers	40,534	5,015	3,888	18,091	67,530	826	68,356	—	68,356
(1) Sales to customers	40,534	5,015	3,888	18,091	67,530	826	68,356	—	68,356
(2) Inter-segment sales and transfers	925	486	32	1,188	2,633	28	2,661	(2,661)	—
Total	41,460	5,502	3,920	19,280	70,163	854	71,018	(2,661)	68,356
Segment profit	6,565	304	356	4,320	11,547	56	11,603	187	11,790

Notes: 1. "Americas" includes the business activities of overseas entities in the U.S., Brazil, and others; "Europe" those in the U.K., Poland, South Africa, and others; and "Asia" those in China, Taiwan, Vietnam, and others.

2. "Others" is the business that is excluded from reportable segments, and includes the business activities of entities in Australia.

3. "Adjustment" to segment profit of 187 million yen indicates elimination for intersegment transactions.

4. Segment profit is adjusted with operating income reported in the quarterly consolidated statement of income.

2. Information concerning impairment loss on non-current assets or goodwill by reportable segments

In the Asia segment, the Company acquired shares in Eu Yan Sang International Ltd., making it a consolidated subsidiary. The increase in goodwill resulting from this event was 32,258 million yen for the three months of the current fiscal year.

The Japan segment recorded impairment loss on non-current assets. The impairment loss recorded for the three months of the current fiscal year was 16 million yen.

3. Information on assets by reportable segments

During the first quarter of the current fiscal year, the Company acquired shares in Eu Yan Sang International Ltd., making it a consolidated subsidiary. This resulted in increases of 115,107 million yen in the assets of the Asia segment and 335 million yen in the assets of the Others segment for the three months of the current fiscal year, compared to the end of the previous fiscal year.

4. During the first quarter of the current fiscal year, the Company finalized the provisional accounting treatment for the business combination. Segment information for the prior first quarter reflect the details of the finalization of the provisional accounting treatment.

II. Current First Quarter (Apr. 1, 2025 – Jun. 30, 2025)

1. Information related to net sales and profit and disaggregation of revenue for each reportable segment

(Millions of yen)

	Reportable segment (Note 1)					Others (Note 2)	Total	Adjustment (Note 3)	Reported in quarterly consolidated statement of income (Note 4)
	Japan	Americas	Europe	Asia	Subtotal				
Net sales									
Revenue from contracts with customers	40,757	5,044	5,572	29,743	81,119	845	81,964	—	81,964
(1) Sales to customers	40,757	5,044	5,572	29,743	81,119	845	81,964	—	81,964
(2) Inter-segment sales and transfers	1,103	373	49	1,394	2,921	40	2,961	(2,961)	—
Total	41,861	5,418	5,622	31,138	84,040	885	84,926	(2,961)	81,964
Segment profit	6,310	184	134	4,777	11,408	74	11,482	217	11,699

Notes: 1. "Americas" includes the business activities of overseas entities in the U.S., Brazil, and others; "Europe" those in the U.K., Poland, Austria, and others; and "Asia" those in China, Singapore, Malaysia, Vietnam, and others.

2. "Others" is the business that is excluded from reportable segments, and includes the business activities of entities in Australia.

3. "Adjustment" to segment profit of 217 million yen indicates elimination for intersegment transactions.

4. Segment profit is adjusted with operating income reported in the quarterly consolidated statement of income.

2. Information concerning impairment loss on non-current assets or goodwill by reportable segments

No reportable information.

Significant Changes in Shareholders' Equity

No reportable information.

Going Concern Assumption

No reportable information.

Notes to Statements of Cash Flows

The Company has not prepared a quarterly consolidated statements of cash flows for the first quarter of the current fiscal year. Depreciation (including amortization related to intangible assets other than goodwill), and amortization of goodwill for the three months ended June 30 are as shown below.

	(Millions of yen)	
	For the three months ended June 30, 2024	For the three months ended June 30, 2025
Depreciation	2,155	3,579
Amortization of goodwill	91	506

Changes in the Scope of Consolidation and the Scope of Application of Equity Method

Significant changes in the scope of consolidation

Starting from the first quarter of the current fiscal year, Rohto MediLuxe Europe S.A.S.U., which was a nonconsolidated subsidiary, have been included in the scope of consolidation due to the increased materiality.

Business Combination, etc.

Business combination with Eu Yan Sang International Ltd.

Regarding the business combination with Eu Yan Sang International Ltd. on June 3, 2024 for which provisional accounting treatment was applied in the previous fiscal year, the accounting treatment was finalized in the first quarter of the current fiscal year.

Following the finalization of the provisional accounting treatment, significant revision of the initially allocated amounts of the acquisition cost is reflected in the comparative information included in the quarterly consolidated financial statements for the first three months of the current fiscal year.

As a result, the amount of goodwill provisionally calculated at 44,792 million yen decreased by 12,533 million yen to 32,258 million yen due to the finalization of the accounting treatment. The decrease in goodwill was mainly due to increases of work in process by 93 million yen, merchandise and finished goods by 465 million yen, trademark right by 26,527 million yen, other intangible assets by 884 million yen, other non-current liabilities by 5,873 million yen, and non-controlling interests by 9,441 million yen. As for the amounts at the end of the previous fiscal year, trademark right increased by 26,110 million yen, other intangible assets increased by 863 million yen, other non-current liabilities increased by 5,664 million yen, retained earnings increased by 3,268 million yen, and non-controlling interests increased by 5,689 million yen, while goodwill decreased by 12,353 million yen and foreign currency translation adjustment decreased by 3 million yen.

Business combination with Mono chem-pharm Produkte GmbH

Regarding the business combination with Mono chem-pharm Produkte GmbH on August 23, 2024 for which provisional accounting treatment was applied in the previous fiscal year, the accounting treatment was finalized in the first quarter of the current fiscal year.

Following the finalization of the provisional accounting treatment, significant revision of the initially allocated amounts of the acquisition cost is reflected in the comparative information included in the quarterly consolidated financial statements for the first three months of the current fiscal year.

As a result, the amount of goodwill provisionally calculated at 1,715 million yen decreased by 350 million yen to 1,364 million yen due to the finalization of the accounting treatment. The decrease in goodwill was due to increases of other intangible assets by 892 million yen, other non-current liabilities by 205 million yen, and non-controlling interests by 336 million yen. As for the amounts at the end of the previous fiscal year, other intangible assets increased by 891 million yen, other non-current liabilities increased by 202 million yen, retained earnings increased by 2 million yen, foreign currency translation adjustment increased by 10 million yen, and non-controlling interests increased by 328 million yen, while goodwill decreased by 347 million yen.

** This financial report is solely a translation of “Kessan Tanshin” (in Japanese, including attachments), which has been prepared in accordance with accounting principles and practices generally accepted in Japan, for the convenience of readers who prefer an English translation.*