

1Q Quarterly consolidated financial results - Year-on-year comparison



- 73 % increase of sales and 35% improvement of gross profit to sales ratio on an year-on-year basis in the three-month period ended June 30, 2015 du to robust sales of new products
- Continuous strong demand after 2 Q, adding AI mounted new cleaning robots to our line-up

【Quarterly consolidated statement of income for the three months ended June 30, 2015 】

JPY million

Item	June 30, 2014 (Q1)	June 30, 2015 (Q1)	+/- (amount)	+/- (%)	Comment
Net sales	98	170	72	73%	increase of new product leasing (+45M) increase of training sales in subsidiaries (+27M)
Cost of sales	73	67	-6	-9%	
Gross income	24	103	78	320%	35 % improvement of gross income to sales ratio (35% : 25%→60%)
R&D cost	123	126	3	2%	
Other SGA	221	297	76	35%	increase of direct selling expenses in line with increase of sales, increase of capital-base business tax in line with increase of capital
Operating loss	-320	-321	-1	0%	
Non-op income	139	63	-76	-55%	decrease of subsidies to subsidiaries
Non-op expense	6	12	6	94%	
Ordinary loss	-187	-270	-83	44%	
Net loss	-188	-271	-83	44%	

Positive factors: contribution of new products and so on to net sales (HAL Lumbar Type 173 units, HAL Single Joint Type 53 units)

Negative factors: increase of direct selling expenses and business tax, decrease of subsidies to subsidiaries and so on