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On **December 2, 2019**, Pigeon Corp. announced earnings results for Q3 FY12/19 and a revision to its full-year earnings forecasts.

| Cumulative (JPYmn) | FY01/19 | | | | FY12/19 | | | | FY12/19 | |
|--------------------|---------|--------|--------|---------|---------|--------|--------|----|---------|---------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | % of FY | FY Est. |
| Sales | 25,798 | 52,847 | 79,394 | 104,747 | 25,458 | 52,519 | 77,528 | | 78.3% | 99,000 |
| YoY | 7.6% | 7.7% | 5.4% | 2.1% | -1.3% | -0.6% | -2.4% | | | - |
| Gross profit | 12,986 | 27,063 | 41,215 | 53,858 | 12,854 | 26,632 | 39,647 | | | |
| YoY | 10.9% | 13.9% | 11.3% | 6.5% | -1.0% | -1.6% | -3.8% | | | |
| GPM | 50.3% | 51.2% | 51.9% | 51.4% | 50.5% | 50.7% | 51.1% | | | |
| SG&A expenses | 7,540 | 16,156 | 24,354 | 34,246 | 8,352 | 17,375 | 25,761 | | | |
| YoY | 11.3% | 11.6% | 10.2% | 9.9% | 10.8% | 7.5% | 5.8% | | | |
| SG&A ratio | 29.2% | 30.6% | 30.7% | 32.7% | 32.8% | 33.1% | 33.2% | | | |
| Operating profit | 5,446 | 10,907 | 16,860 | 19,612 | 4,501 | 9,257 | 13,886 | | 82.7% | 16,800 |
| YoY | 10.2% | 17.3% | 12.9% | 1.0% | -17.3% | -15.1% | -17.6% | | | - |
| OPM | 21.1% | 20.6% | 21.2% | 18.7% | 17.7% | 17.6% | 17.9% | | | 17.0% |
| Recurring profit | 5,380 | 11,679 | 17,684 | 20,398 | 4,459 | 9,608 | 14,025 | | 83.0% | 16,900 |
| YoY | 10.7% | 24.5% | 16.6% | 1.3% | -17.1% | -17.7% | -20.7% | | | - |
| RPM | 20.9% | 22.1% | 22.3% | 19.5% | 17.5% | 18.3% | 18.1% | | | 17.1% |
| Net income | 3,852 | 8,109 | 12,243 | 14,238 | 3,140 | 6,565 | 9,568 | | 81.1% | 11,800 |
| YoY | 10.9% | 24.9% | 17.3% | -1.9% | -18.5% | -19.0% | -21.8% | | | - |
| Net margin | 14.9% | 15.4% | 15.4% | 13.6% | 12.3% | 12.5% | 12.3% | | | 11.9% |

| Quarterly (JPYmn) | FY01/19 | | | | FY12/19 | | | |
|-------------------|---------|--------|--------|--------|---------|--------|--------|----|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Sales | 25,798 | 27,049 | 26,547 | 25,353 | 25,458 | 27,061 | 25,009 | |
| YoY | 7.6% | 7.9% | 0.9% | -6.8% | -1.3% | 0.0% | -5.8% | |
| Gross profit | 12,986 | 14,077 | 14,152 | 12,643 | 12,854 | 13,778 | 13,015 | |
| YoY | 10.9% | 16.8% | 6.7% | -6.6% | -1.0% | -2.1% | -8.0% | |
| GPM | 50.3% | 52.0% | 53.3% | 49.9% | 50.5% | 50.9% | 52.0% | |
| SG&A expenses | 7,540 | 8,616 | 8,198 | 9,892 | 8,352 | 9,023 | 8,386 | |
| YoY | 11.3% | 11.9% | 7.6% | 9.1% | 10.8% | 4.7% | 2.3% | |
| SG&A ratio | 29.2% | 31.9% | 30.9% | 39.0% | 32.8% | 33.3% | 33.5% | |
| Operating profit | 5,446 | 5,461 | 5,953 | 2,752 | 4,501 | 4,756 | 4,629 | |
| YoY | 10.2% | 25.4% | 5.5% | -38.5% | -17.3% | -12.9% | -22.2% | |
| OPM | 21.1% | 20.2% | 22.4% | 10.9% | 17.7% | 17.6% | 18.5% | |
| Recurring profit | 5,380 | 6,299 | 6,005 | 2,714 | 4,459 | 5,149 | 4,417 | |
| YoY | 10.7% | 39.3% | 3.7% | -45.3% | -17.1% | -18.3% | -26.4% | |
| RPM | 20.9% | 23.3% | 22.6% | 10.7% | 17.5% | 19.0% | 17.7% | |
| Net income | 3,852 | 4,257 | 4,134 | 1,995 | 3,140 | 3,425 | 3,003 | |
| YoY | 10.9% | 41.0% | 4.9% | -51.1% | -18.5% | -19.5% | -27.4% | |
| Net margin | 14.9% | 15.7% | 15.6% | 7.9% | 12.3% | 12.7% | 12.0% | |

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Note: Estimates represent most recent company forecast.

Note: The forecast reflects the change in the company's fiscal year-end from January to December. The change, which took effect in April 2019, will result in an 11-month accounting period (February to December 2019) during the transitional year (FY12/19) for companies included in consolidated results that have fiscal years ending in January.

Quarterly segment performance (new segments)

| Cumulative (JPYmm) | FY01/19 | | | | FY12/19 | | | |
|----------------------------------------|---------|--------|--------|---------|---------|--------|--------|----|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Sales | 25,798 | 52,847 | 79,394 | 104,747 | 25,458 | 52,519 | 77,528 | |
| YoY | 7.6% | 7.7% | 5.4% | 2.1% | -1.3% | -0.6% | -2.4% | |
| Domestic Baby & Mother Care | 9,393 | 18,429 | 27,301 | 35,593 | 9,093 | 17,964 | 25,462 | |
| YoY | 7.6% | 6.5% | 5.7% | 5.2% | -3.2% | -2.5% | -6.7% | |
| Child Care Service | 1,664 | 2,564 | 3,499 | 4,472 | 992 | 1,920 | 2,855 | |
| YoY | -13.8% | -31.8% | -37.8% | -40.7% | -40.4% | -25.1% | -18.4% | |
| Health & Elder Care | 1,673 | 3,519 | 5,158 | 6,986 | 1,752 | 3,480 | 5,264 | |
| YoY | -0.5% | 2.1% | 2.0% | -1.0% | 4.7% | -1.1% | 2.1% | |
| China | 7,806 | 17,364 | 26,879 | 35,581 | 7,751 | 17,672 | 26,878 | |
| YoY | 9.6% | 14.5% | 9.9% | 3.7% | -0.7% | 1.8% | 0.0% | |
| Singapore | 2,928 | 5,915 | 9,150 | 12,133 | 3,177 | 6,079 | 8,781 | |
| YoY | 26.7% | 23.3% | 20.5% | 18.0% | 8.5% | 2.8% | -4.0% | |
| Lansinoh | 2,948 | 6,316 | 9,406 | 12,753 | 3,279 | 6,572 | 9,964 | |
| YoY | 0.4% | 6.8% | 5.7% | 1.8% | 11.2% | 4.1% | 5.9% | |
| Eliminations | -931 | -1,889 | -3,021 | -4,176 | -938 | -1,895 | -2,790 | |
| Other | 314 | 628 | 1,020 | 1,402 | 350 | 725 | 1,111 | |
| Operating profit | 5,446 | 10,907 | 16,860 | 19,612 | 4,501 | 9,257 | 13,886 | |
| YoY | 10.2% | 17.3% | 12.9% | 1.0% | -17.3% | -15.1% | -17.6% | |
| Domestic Baby & Mother Care | 1,875 | 3,516 | 5,082 | 6,096 | 1,560 | 2,971 | 4,028 | |
| YoY | 7.0% | 14.9% | 10.4% | 2.8% | -16.8% | -15.5% | -20.7% | |
| Child Care Service | 44 | 74 | 112 | 169 | 20 | 42 | 41 | |
| YoY | -16.2% | -9.0% | -20.4% | -22.7% | -53.5% | -41.9% | -63.6% | |
| Health & Elder Care | 80 | 240 | 236 | 353 | 118 | 221 | 283 | |
| YoY | -17.3% | -1.9% | -25.2% | -24.5% | 46.0% | -7.7% | 19.7% | |
| China | 2,961 | 6,183 | 9,893 | 11,972 | 2,870 | 6,291 | 9,780 | |
| YoY | 19.5% | 20.4% | 14.1% | 4.0% | -3.1% | 1.7% | -1.1% | |
| Singapore | 731 | 1,437 | 2,425 | 2,744 | 755 | 1,305 | 1,842 | |
| YoY | 10.1% | 11.8% | 19.1% | 10.3% | 3.3% | -9.2% | -24.0% | |
| Lansinoh | 463 | 1,005 | 1,405 | 1,576 | 470 | 906 | 1,433 | |
| YoY | -14.9% | 11.8% | 11.8% | 1.5% | 1.5% | -9.9% | 2.0% | |
| Eliminations | -737 | -1,606 | -2,396 | -3,442 | -1,320 | -2,525 | -3,598 | |
| Other | 26 | 58 | 99 | 142 | 26 | 44 | 75 | |

| Quarterly (JPYmm) | FY01/19 | | | | FY12/19 | | | |
|----------------------------------------|---------|--------|--------|--------|---------|--------|---------|----|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Sales | 25,798 | 27,049 | 26,547 | 25,353 | 25,458 | 27,061 | 25,009 | |
| YoY | 7.6% | 7.9% | 0.9% | -6.8% | -1.3% | 0.0% | -5.8% | |
| Domestic Baby & Mother Care | 9,393 | 9,036 | 8,872 | 8,292 | 9,093 | 8,871 | 7,498 | |
| YoY | 7.6% | 5.4% | 3.9% | 3.6% | -3.2% | -1.8% | -15.5% | |
| Child Care Service | 1,664 | 900 | 935 | 973 | 992 | 928 | 935 | |
| YoY | -13.8% | -50.8% | -49.8% | -49.3% | -40.4% | 3.1% | 0.0% | |
| Health & Elder Care | 1,673 | 1,846 | 1,639 | 1,828 | 1,752 | 1,728 | 1,784 | |
| YoY | -0.5% | 4.6% | 1.6% | -8.6% | 4.7% | -6.4% | 8.8% | |
| China | 7,806 | 9,558 | 9,515 | 8,702 | 7,751 | 9,921 | 9,206 | |
| YoY | 9.6% | 18.8% | 2.5% | -11.7% | -0.7% | 3.8% | -3.2% | |
| Singapore | 2,928 | 2,987 | 3,235 | 2,983 | 3,177 | 2,902 | 2,702 | |
| YoY | 26.7% | 20.1% | 15.7% | 10.9% | 8.5% | -2.8% | -16.5% | |
| Lansinoh | 2,948 | 3,368 | 3,090 | 3,347 | 3,279 | 3,293 | 3,392 | |
| YoY | 0.4% | 13.1% | 3.4% | -7.5% | 11.2% | -2.2% | 9.8% | |
| Eliminations | -931 | -958 | -1,132 | -1,155 | -938 | -957 | -895 | |
| Other | 314 | 314 | 392 | 382 | 350 | 375 | 386 | |
| Operating profit | 5,446 | 5,461 | 5,953 | 2,752 | 4,501 | 4,756 | 4,629 | |
| YoY | 10.2% | 25.4% | 5.5% | -38.5% | -17.4% | -12.9% | -22.2% | |
| Domestic Baby & Mother Care | 1,875 | 1,641 | 1,566 | 1,014 | 1,560 | 1,411 | 1,057 | |
| YoY | 7.0% | 25.5% | 1.2% | -23.4% | -16.8% | -14.0% | -32.5% | |
| Child Care Service | 44 | 29 | 38 | 57 | 20 | -64 | -1 | |
| YoY | -17.0% | 5.0% | -36.7% | -26.0% | -53.5% | - | -102.6% | |
| Health & Elder Care | 80 | 160 | -4 | 117 | 118 | 103 | 62 | |
| YoY | -17.5% | 8.8% | - | -23.5% | 46.0% | -35.6% | - | |
| China | 2,961 | 3,222 | 3,710 | 2,079 | 2,870 | 3,421 | 3,489 | |
| YoY | 19.5% | 21.3% | 4.9% | -26.9% | -3.1% | 6.2% | -6.0% | |
| Singapore | 731 | 706 | 988 | 319 | 755 | 550 | 537 | |
| YoY | 10.1% | 13.7% | 31.6% | -29.4% | 3.3% | -22.1% | -45.6% | |
| Lansinoh | 463 | 542 | 400 | 171 | 470 | 436 | 527 | |
| YoY | -14.9% | 52.7% | 11.4% | -42.2% | 1.5% | -19.6% | 31.8% | |
| Eliminations | -737 | -869 | -790 | -1,046 | -1,320 | -1,205 | -1,073 | |
| Other | 26 | 31 | 41 | 43 | 26 | 18 | 31 | |

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Note: The forecast reflects the change in the company's fiscal year-end from January to December. The change, which took effect in April 2019, will result in an 11-month accounting period (February to December 2019) during the transitional year (FY12/19) for companies included in consolidated results that have fiscal years ending in January.

GPM by segment (half-year basis)

| Gross profit margin | FY01/19 | | | FY12/19 | | |
|-----------------------------|---------|--------|--------|---------|----|----|
| | 1H | 2H | FY | 1H | 2H | FY |
| Consolidated total | 51.2% | 51.6% | 51.4% | 50.7% | | |
| YoY change | +2.7pp | +1.6pp | +2.1pp | -0.5pp | | |
| Domestic Baby & Mother Care | 49.2% | 48.0% | 48.6% | 48.4% | | |
| YoY change | +0.4pp | -1.0pp | -0.3pp | -0.8pp | | |
| Child Care Service | 12.3% | 16.3% | 14.0% | 13.6% | | |
| YoY change | +2.3pp | +5.5pp | +3.6pp | +1.3pp | | |
| Health & Elder Care | 32.1% | 32.7% | 32.4% | 31.3% | | |
| YoY change | +0.8pp | +1.4pp | +1.1pp | -0.8pp | | |
| China | 56.2% | 55.8% | 56.0% | 56.3% | | |
| YoY change | +2.0pp | +0.7pp | +1.3pp | +0.1pp | | |
| Singapore | 49.7% | 48.9% | 49.3% | 45.2% | | |
| YoY change | +1.6pp | +2.9pp | +2.3pp | -4.5pp | | |
| Lansinoh | 59.4% | 59.6% | 59.5% | 59.1% | | |
| YoY change | +3.9pp | +2.4pp | +3.1pp | -0.3pp | | |

Source: Shared Research based on company data

Sales by overseas region (half-year basis)

| | FY01/19 | | | FY12/19 | | |
|------------------------------|---------|--------|--------|---------|----|----|
| | 1H | 2H | FY | 1H | 2H | FY |
| USD/JPY (average) | 108.67 | 112.19 | 110.43 | 110.05 | | |
| CNY/JPY (average) | 17.08 | 16.32 | 16.7 | 16.2 | | |
| China (JPYmn) | 16,324 | 16,996 | 33,320 | 16,680 | | |
| YoY | 15.9% | -4.6% | 4.4% | 2.2% | | |
| Other Asia (JPYmn) | 4,298 | 4,754 | 9,052 | 4,469 | | |
| YoY | 31.9% | 20.1% | 25.5% | 4.0% | | |
| North America (JPYmn) | 3,998 | 3,717 | 7,715 | 4,061 | | |
| YoY | 2.2% | -11.4% | -4.9% | 1.6% | | |
| Europe (JPYmn) | 1,338 | 1,507 | 2,845 | 1,544 | | |
| YoY | 9.2% | 4.6% | 6.7% | 15.4% | | |
| Near and Middle East (JPYmn) | 1,272 | 1,013 | 2,285 | 1,280 | | |
| YoY | 23.0% | 2.8% | 13.2% | 0.6% | | |
| Other (JPYmn) | 473 | 599 | 1,072 | 392 | | |
| YoY | 29.9% | 8.5% | 16.9% | -17.1% | | |

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Cumulative Q3 FY12/19 results

- ▷ Sales: JPY77.5bn (-2.4% YoY)
- ▷ Operating profit: JPY13.9bn (-17.6% YoY)
- ▷ Recurring profit: JPY14.0bn (-20.7% YoY)
- ▷ Net income: JPY9.6bn (-21.8% YoY)

*Net income attributable to owners of the parent

- ▷ FY12/20 marks the final year of the sixth medium-term management plan (FY01/18–FY12/19) based on which the company has been implementing segment-specific and functional strategies.
- ▷ The YoY decline in sales reflected weak sales of the Domestic Baby & Mother Care segment, the Child Care Service segment, and Singapore segment.
- ▷ Gross profit of JPY39.6bn was down 3.8% YoY, depressed by the decline in sales and a 0.8pp rise in CoGS ratio.
- ▷ In addition to the decline in gross profit, earnings at the operating profit level and below were weighed down by rising SG&A expenses, which at JPY25.8bn were up 5.8% YoY.

In cumulative Q3 FY12/19, exchange rates applied to the financial statement items (revenue and expenses) of the company's consolidated subsidiaries overseas were JPY109.12/USD (versus year-earlier rate of JPY109.60/USD) and JPY15.89/CNY (versus JPY16.84/CNY).

Domestic Baby & Mother Care

- ▷ Sales: JPY25.5bn (-6.7% YoY)
- ▷ Segment profit: JPY4.0bn (-20.7% YoY)

The drop in sales mainly reflected weak demand from inbound tourists and worse-than-expected fall in the number of births. In addition to the sales decline and worsening product sales mix, segment profit was weighed down by rising SG&A expenses.

Pigeon launched the following new baby and mother care products during Q3 FY12/19:

- ▷ In August 2019, the company launched filbaby, the latest product in its baby skincare series that focuses on filaggrin, a protein that exists in the cells of the stratum corneum of the skin that supports the skin's barrier function.
- ▷ In October 2019, the company opened its official online store (<https://shop.pigeon.co.jp/>) and its Rakuten Ichiba store to strengthen sales.
- ▷ As part of an overall effort to increase direct communications with consumers, Pigeon held a total of 24 events in cumulative Q3 FY12/19, including classes for expectant mothers, and seminars on the theme of breast feeding for medical professionals who work with nursing mothers (total of roughly 2,500 attendees).
- ▷ The company made improvements on Pigeon Info, a website supporting women who are expecting, just gave birth, or are raising young children.

Childcare Service

- ▷ Sales: JPY2.9bn (-18.4% YoY)
- ▷ Segment profit: JPY41mn (-63.6% YoY)

Segment sales and earnings were down, hurt by the termination of the company's contract to operate on-site childcare facilities in hospitals run by the National Hospital Organization in March 2018. In cumulative Q3 FY12/19, the company operated 74 on-site company childcare center locations.

Health & Elder Care

- ▷ Sales: JPY5.3bn (+2.1% YoY)
- ▷ Segment profit: JPY283mn (+19.7% YoY)

Pigeon worked on increasing awareness of its products by expanding content on its website and strengthened sales activities targeting retailers and elderly care facilities. The company says it will continue launching new products that are superior to competitors' and work to improve the quality of its products aimed at the nursing services market through joint product development programs with external organizations.

China

- ▷ Sales: JPY26.9bn (flat YoY)
- ▷ Segment profit: JPY9.8bn (-1.1% YoY)

Amid ongoing growth in sales for mainstay nursing bottles and nipples, the company saw strong sales of breast pumps and laundry products. As a result, sales were up YoY on a local currency basis.

In addition to strengthening initiatives geared toward e-commerce, the company plans to use social media to bolster direct communications with consumers, and expand its offline activities, such as in-store sales promotions and distribution of new products at physical stores, and activities in maternity and general hospitals.

Singapore

- ▷ Sales: JPY8.8bn (-4.0% YoY)
- ▷ Segment profit: JPY1.8bn (-24.0% YoY)

Sales were down YoY. Segment profit also fell YoY due to lower sales and a higher CoGS ratio stemming from lower factory capacity utilization rates.

Pigeon pushed forward with development and launch of products targeting middle-class households in the ASEAN region, the Middle East, and India. The company intends to continue working toward market penetration of its brand.

Lansinoh

- ▷ Sales: JPY10.0bn (+5.9% YoY)
- ▷ Segment profit: JPY1.4bn (+2.0% YoY)

Sales rose, aided by robust sales of breast pumps via the durable medical equipment (DME) channel in North America and strong sales in China (Lansinoh Shanghai). Segment profit also increased due to higher gross profit as a result of sales growth and lower SG&A expenses.

Pigeon plans to continue to strengthen and expand DME channels in North America (e.g., by launching new products), which have been performing well. In China and Europe, the company is working on marketing activities, and measures to strengthen online sales and build brand presence, in order to further expand business in those regions.

Full-year company forecasts

FY12/19 company forecasts

| (JPYmn) | FY01/19 | | | FY12/19 | | |
|-------------------------|---------------|---------------|----------------|---------------|---------------|---------------|
| | 1H Act. | 2H Act. | FY Act. | 1H Act. | 2H Est. | FY Est. |
| Sales | 52,847 | 51,900 | 104,747 | 52,519 | 46,481 | 99,000 |
| YoY | 7.7% | -3.0% | 2.1% | -0.6% | - | - |
| CoGS | 25,784 | 25,105 | 50,889 | 25,887 | | |
| Gross profit | 27,063 | 26,795 | 53,858 | 26,632 | | |
| YoY | 13.9% | 0.0% | 6.5% | -1.6% | | |
| GPM | 51.2% | 51.6% | 51.4% | 50.7% | | |
| SG&A expenses | 16,156 | 18,090 | 34,246 | 17,375 | | |
| SG&A ratio | 30.6% | 34.9% | 32.7% | 33.1% | | |
| Operating profit | 10,907 | 8,705 | 19,612 | 9,257 | 7,543 | 16,800 |
| YoY | 17.3% | -13.9% | 1.0% | -15.1% | - | - |
| OPM | 20.6% | 16.8% | 18.7% | 17.6% | 16.2% | 17.0% |
| Recurring profit | 11,679 | 8,719 | 20,398 | 9,608 | 7,292 | 16,900 |
| YoY | 24.5% | -18.9% | 1.3% | -17.7% | - | - |
| RPM | 22.1% | 16.8% | 19.5% | 18.3% | 15.7% | 17.1% |
| Net income | 8,109 | 6,129 | 14,238 | 6,565 | 5,235 | 11,800 |
| YoY | 24.9% | -23.6% | -1.9% | -19.0% | - | - |

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Note: The company plans to change its fiscal year-end from January to December. The change, which will take effect in April 2019, will result in an 11-month accounting period (February to December 2019) during the transitional year (FY12/19) for companies included in consolidated results that have fiscal years ending in January.

For FY12/19 Pigeon forecasts full-year sales of JPY106.2bn, an operating profit of JPY20.0bn, recurring profit of JPY20.0bn, and net income attributable to owners of the parent of JPY14.3bn. The company plans to change its fiscal year-end from January to December. The change, which will take effect in April 2019, will result in an 11-month accounting period (February to December 2019) during the transitional year (FY12/19) for companies included in consolidated results that have fiscal years ending in January.

Versus the company's initial forecasts, revised forecasts were revised down by JPY7.2bn for sales, JPY3.2bn for operating profit, JPY3.1bn for recurring profit, and JPY2.5bn for net income attributable to owners of the parent. The company explained that it lowered full-year forecasts in light of cumulative Q3 results and outlook for the rest of the fiscal year.

In cumulative Q3 FY12/19, inbound demand contracted sharply in the Domestic Baby & Mother Care segment, which was also hurt by natural disasters and accelerating decline in the number of births. Thus, performance fell short of the company's assumptions. The Singapore business also underperformed as a result of weak sales to the Middle East and economic downturn and demand slowdown in India. Against this background, the company expects sales and profit at all levels to undershoot its initial forecasts.

The revised company forecasts are based on forex assumptions of around JPY108.00/USD in 2H (rate in Q3 was JPY109.12/USD; previous assumption was JPY109.00/USD) and JPY15.30/CNY (JPY15.89/CNY; JPY16.00/CNY).

The following is based on the previous company forecast. Shared Research plans to update the report after interviews with the company.

This note is the most recent addition to the [full report](#).

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