| Consolidated | 2010/3 | 2011/3 | 2012/3 | 2013/3 | 2014/3 | 2015/3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Business Results |  |  |  |  |  |  |
| Net sales | 883,086 | 847,105 | 848,548 | 743,851 | 713,286 | 764,671 |
| Operating income | 61,160 | 38,379 | 35,518 | 35,077 | 73,445 | 90,962 |
| Operating margin (\%) | 6.9\% | 4.5\% | 4.2\% | 4.7\% | 10.3\% | 11.9\% |
| Net income (loss) | 52,527 | 3,866 | $(48,985)$ | 8,020 | 13,627 | $(8,737)$ |
| R\&D expenditures | 61,850 | 67,286 | 61,356 | 63,379 | 66,796 | 74,101 |
| Capital expenditures*1 | 34,323 | 32,699 | 37,961 | 28,109 | 37,810 | 47,743 |
| Depreciation and amortization | 43,099 | 34,188 | 33,787 | 33,899 | 36,850 | 41,219 |
| EBITDA*2 | 116,113 | 84,186 | 80,408 | 78,659 | 119,752 | 141,602 |
| Financial Position |  |  |  |  |  |  |
| Total assets*3 | 1,104,528 | 1,019,160 | 966,526 | 960,239 | 1,027,475 | 1,081,551 |
| Total net assets ${ }^{* 3}$ | 163,131 | 115,579 | 48,028 | 151,907 | 331,284 | 357,254 |
| Interest-bearing debt | 661,481 | 648,787 | 642,426 | 560,390 | 415,831 | 354,421 |
| Cash Flows |  |  |  |  |  |  |
| Cash flows from operating activities | 76,245 | 30,469 | 30,889 | 25,233 | 72,388 | 66,811 |
| Cash flows from investing activities | $(20,967)$ | 19,003 | $(35,735)$ | 33,455 | $(20,273)$ | $(39,612)$ |
| Free cash flow*4 | 55,278 | 49,472 | $(4,846)$ | 58,688 | 52,115 | 27,199 |
| Cash flows from financing activities | 17,355 | $(37,359)$ | $(5,761)$ | $(42,436)$ | $(39,693)$ | $(70,185)$ |
| Per Share Data |  |  |  |  |  |  |
| Net income (loss) per share (yen) | 194.90 | 14.39 | (183.54) | 28.96 | 41.05 | (25.53) |
| Total equity per share (yen) | 576.63 | 421.37 | 167.76 | 493.30 | 962.83 | 1,038.64 |
| Cash dividends per share (yen) | 30 | 30 | - | - | - | 10 |
| Financial Indicators |  |  |  |  |  |  |
| EBITDA margin*2 (\%) | 13.1\% | 9.9\% | 9.5\% | 10.6\% | 16.8\% | 18.5\% |
| Return on equity (ROE) (\%) | 40.6\% | 2.9\% | (62.3\%) | 8.3\% | 5.7\% | (2.6\%) |
| Return on assets (ROA) (\%) | 4.9\% | 0.4\% | (4.9\%) | 0.8\% | 1.4\% | (0.8\%) |
| Equity ratio (\%) | 14.1\% | 11.0\% | 4.6\% | 15.5\% | 32.1\% | 32.9\% |
| Price earnings ratio (PER) ${ }^{* 5}$ (times) | 15.4 | 160.8 | - | 76.4 | 80.2 | - |
| Price book-value ratio (PBR) (times) | 5.2 | 5.5 | 8.1 | 4.5 | 3.4 | 4.3 |

[^0]

Net sales were up 7\% year on year following the second consecutive year of recordbreaking sales in the Medical Business and strong growth in overseas sales in the Scientific Solutions Business.


Despite the rise in operating income and the lower financing costs accompanying reduced interest-bearing debt, net loss was posted as a result of recording extraordinary loss in the form of loss related to the investigation under U.S. Anti-kickback Act and the related Act.


R\&D expenditures were up 11\% year on year due to proactive investments in fields featuring future growth potential, primarily in the Medical Business. These expenditures represented $10 \%$ of net sales.

## Free Cash Flows (Free CF) $\quad 48 \%$ DOWN (YoY)



Net cash provided by operating activities amounted to $¥ 66.8$ billion. Net cash used in investing activities totaled $¥ 39.6$ billion, up as a result of investment for the redevelopment of plants in the Medical Business. The result was positive free cash flow of $¥ 27.2$ billion.


Operating income increased 24\% year on year following higher profits in the Medical Business and the Scientific Solutions Business and the return to profitability in the Others Business that was achieved by withdrawing from unprofitable businesses. As a result, the operating margin rose 1.6 percentage points.


Total net assets increased 8\% year on year as a result of significantly more beneficial foreign currency translation adjustments that stemmed from yen depreciation.


Capital expenditures increased as a result of significantly higher expenditures in the Medical Business. Consequently, depreciation and amortization rose, centered on the Medical Business.

| Equity Ratio 0.8 point UP (YoY) |
| :--- | :--- |



The equity ratio improved 0.8 percentage point following a $¥ 61.4$ billion year-on-year reduction in interest-bearing debt.


[^0]:    1. Capital expenditures are calculated based on the definition of capital expenditure in accordance with ASBJ Statement No. 17 "Accounting Standard for Disclosures about Segments of an Enterprise and Related Information."
    *2. EBITDA = Operating income + Depreciation and amortization that is included in cost of sales or SG\&A expenses + Amortization of goodwill that is included in SG\&A expenses EBITDA margin = EBITDA / Net sales
    *3. In line with the issuance of IAS No. 19 "Employee Benefits" (revised on June 16, 2011) to be applied for fiscal years beginning on or after January 1,2013 , certain overseas subsidiaries adopted IAS No. 19 effective this fiscal year and changed their method of recognizing actuarial gain or loss. This change has applied retroactively to the figures for the fiscal year ended March 31, 2013.
    *4. Free cash flow $=$ Cash flows from operating activities + Cash flows from investing activities
    *5. Price earnings ratio (PER) for the fiscal years ended March 31, 2012 and 2015 are omitted as Olympus recorded net loss for these fiscal years.
