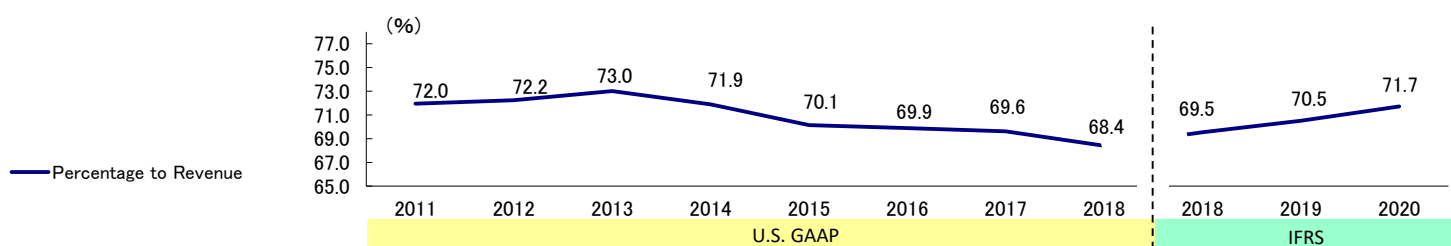
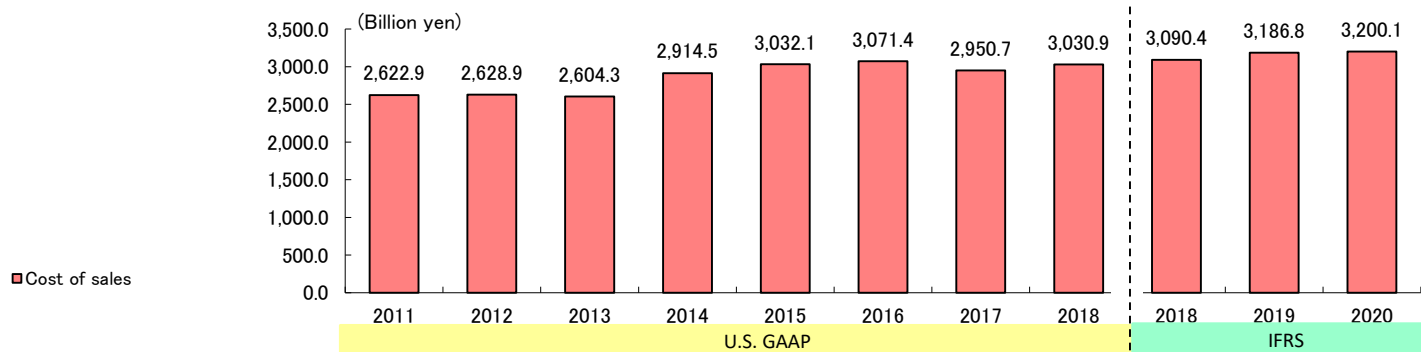
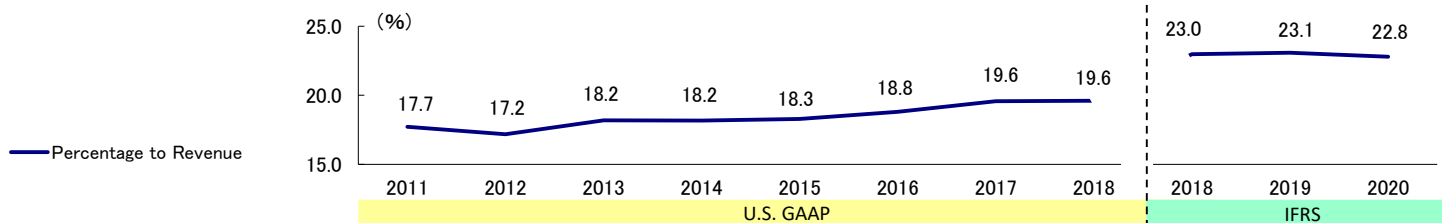
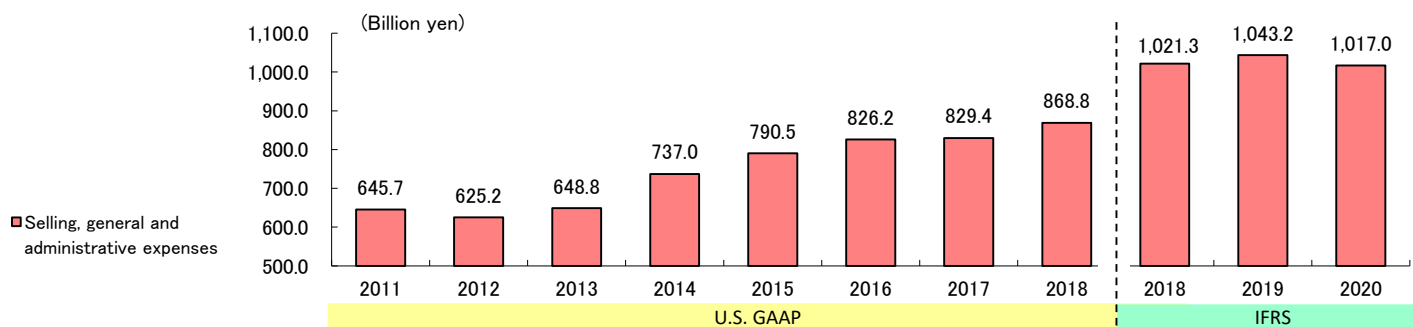


# COSTS AND EXPENSES

## Cost of Sales (売上原価)



## Selling, General and Administrative Expenses (販売費及び一般管理費)



\*: "R&D expenditures", which had been presented separately in the Consolidated Statement of Income, has been included in "Selling, general and administrative expenses" since the adoption of IFRS.

\*: IFRS適用以降、連結損益計算書で別掲していた「研究開発費」を「販売費及び一般管理費」に含めております。

Years ended March 31	U.S. GAAP								IFRS		
	2011	2012	2013	2014	2015	2016	2017	2018	2018	2019	2020
Cost of sales	2,622,959	2,628,964	2,604,360	2,914,589	3,032,161	3,071,435	2,950,729	3,030,902	3,090,449	3,186,869	3,200,170
Cost of sales/ Revenue (%)	72.0	72.2	73.0	71.9	70.1	69.9	69.6	68.4	69.5	70.5	71.7
Selling, general and administrative expenses	645,779	625,283	648,890	737,042	790,563	826,232	829,425	868,812	1,021,361	1,043,294	1,017,075
Selling, general and administrative expenses/ Revenue (%)	17.7	17.2	18.2	18.2	18.3	18.8	19.6	19.6	23.0	23.1	22.8