Color \& Comfort

Consolidated Financial Results for the Six Months Ended June 30, 2019 (Japan GAAP) (The fiscal year ending December 31, 2019)

## Company Name: DIC Corporation

Listing Code Number: 4631
URL: http://www.dic-global.com/en/
Representative: Kaoru Ino, Representative Director, President and CEO
Contact Person: Jun Kaneko, General Manager, Accounting Department
Preparation of Supplemental Explanatory Materials: Yes
Holding of Quarterly Financial Results Meeting: Yes (for security analysts and institutional investors, etc.)
(Yen amounts are rounded to the nearest million, except for per share information)

## 1. Consolidated Financial Results for the Six Months Ended June 30, 2019 (January 1, 2019 - June 30, 2019)

(1) Consolidated operating results

| (1) Co | (Percentages indicate year-on-year changes) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net sales |  | Operating income |  | Ordinary income |  | Net income attributable to owners of the parent |  |
|  | JPY (million) | \% | JPY (million) | \% | JPY (million) | \% | JPY (million) | \% |
| Six months ended June 30, 2019 | 385,014 | -3.5 | 18,392 | -24.4 | 18,994 | -22.4 | 13,130 | -11.9 |
| Six months ended June 30, 2018 | 398,788 | 4.2 | 24,318 | -6.6 | 24,473 | -6.1 | 14,905 | -14.5 |

Note: Comprehensive income (JPY million): Six months ended June 30, 2019
7,642 (-\%)
481 (-97.1\%)

|  | Earnings per <br> share basic | Earnings per <br> share diluted |
| :--- | :---: | :---: |
| Six months ended June 30, 2019 | 138.73 |  |
| Six months ended June 30, 2018 | 157.48 | - |

(2) Consolidated financial position

|  | Total assets | Net assets | Shareholders' equity ratio <br> to total assets |
| :--- | :---: | :---: | :---: |
| As of June 30, 2019 | JPY (million) | JPY (million) |  |
| As of December 31, 2018 | 848,019 | 328,544 | 35.2 |

Reference: Shareholders' equity (JPY million): As of June 30, 2019 298,631 As of December 31, 2018 298,896
Note: The Company has been applying "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No. 28 on February 16, 2018), etc. from the beginning of the first three months ended March 31, 2019. The figures as of December 31, 2018 are based on retroactive application.

## 2. Cash Dividends

|  | Cash dividends per share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Record date) | End of 1st quarter | End of 2nd quarter | End of 3rd quarter | Year-end | Annual |
|  | JPY | JPY | JPY | JPY | JPY |
| FY2018 | - | 60.00 | - | 65.00 | 125.00 |
| FY2019 | - | 60.00 |  |  |  |
| FY2019 (Plan) |  |  | - | 65.00 | 125.00 |

Note: Revision of the forecasts for the dividends payment: No

## 3. Forecasts for Consolidated Operating Results for the Fiscal Year Ending December 31, 2019 (January 1, 2019 - December 31, 2019)



Note: Revision of the forecasts for the consolidated operating results for the fiscal year ending December 31, 2019: Yes
For details, please refer to "Analysis of Results of Operations (3) Operating Results Forecasts for Fiscal Year 2019."

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ENGLISH TRANSLATION OF JAPANESE-LANGUAGE DOCUMENT
This is a translation of the original Japanese-language document and is provided for
convenience only. In all cases, the Japanese-language original shall take precedence.
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## Notes

(1) Changes in the scope of consolidation for significant subsidiaries during the six months ended June 30, 2019: No
(2) Adoption of accounting methods which are exceptional for quarterly consolidated financial statements: Yes
(3) Changes in accounting policies and accounting estimates, and restatements

1) Changes in accounting policies arising from revision of accounting standards: Yes
2) Changes in accounting policies other than 1): Yes
3) Changes in accounting estimates: No
4) Restatements: No
(4) Number of shares issued (common stock)
5) Number of shares issued at the end of the period, including treasury shares

$$
\text { As of June 30, } 2019 \quad 95,156,904 \text { shares, } \quad \text { As of December 31, } 2018 \quad 95,156,904 \text { shares }
$$

2) Number of treasury shares at the end of the period
As of June 30, $2019 \quad 510,480$ shares, As of December 31, $2018 \quad 511,035$ shares
3) Average number of shares issued during the period, excluding treasury shares

For the six months ended June 30, 2019 94,646,703 shares, For the six months ended June 30, 2018 94,646,847 shares

* From the fiscal year ended December 31, 2017, the Company introduced the Board Benefit Trust (BBT.) The shares held by the trust are included in the number of treasury shares.

Note: Quarterly consolidated financial results are not subject to quarterly review procedures conducted by certified public accountants or audit firms.

Note: Explanation of the appropriate use of performance forecasts, and other special items
Caution concerning forward-looking statements
The above forecasts of future performance are based on information available to the Company at the present time and are subject to potential risks and uncertainty. Accordingly, the users should be aware that actual results may differ from any expressed future performance herein due to various factors.

## Analysis of Results of Operations

(1) Overview of Operating Results

|  | $\begin{aligned} & \text { Six months } \\ & \text { ended } \\ & \text { June } 30,2018 \end{aligned}$ |  | (Billions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { June 30, } 2019 \end{gathered}$ | Change (\%) | Change (\%) <br> 〔Local currency basis〕 |
| Net sales | 398.8 | 385.0 | -3.5\% | -0.2\% |
| Operating income | 24.3 | 18.4 | -24.4\% | -18.3\% |
| Ordinary income | 24.5 | 19.0 | -22.4\% | - |
| Net income attributable to owners of the parent | 14.9 | 13.1 | -11.9\% | - |
| EBITDA* | 38.7 | 33.7 | -13.1\% | - |
| ¥/US\$1.00 (Average rate) | 109.04 | 109.83 | 0.7\% | - |
| $¥ / E U R 1.00$ (Average rate) | 131.98 | 124.05 | -6.0\% | - |

*EBITDA $=$ Net income attributable to owners of the parent + Total income taxes + (Interest expenses - Interest income) + Depreciation and amortization

In the six months ended June 30, 2019, consolidated net sales slipped $3.5 \%$, to $¥ 385.0$ billion. Owing to the impact of slowing global economic growth, shipments sank in a wide range of businesses, centering on materials used in electrical and electronics equipment and in automobiles. Net sales in the second quarter (April 1-June 30) were down $4.1 \%$ from the corresponding quarter of the previous fiscal year, despite rising $1.9 \%$ from the first quarter (January 1-March 31).

Operating income dropped $24.4 \%$, to $¥ 18.4$ billion. In addition to falling shipments, particularly of high-valueadded products, this sharp decrease reflected flagging sales prices for some products. A decline in results overseas after translation, a consequence of yen appreciation, also pushed operating income down. Although prices for certain raw materials remained high, owing to environmental regulations in the People's Republic of China (PRC) and trade friction between the PRC and the United States, among others, the impact turned from negative in the first quarter to positive in the second quarter, in line with initial expectations. Nonetheless, the positive impact did not reach the level anticipated as a result of the aforementioned fall in shipments.

Operating income was also substantially short of DIC's initial forecast, although this was due primarily to the larger-than-expected fall in shipments, which reflected factors such as trade friction and slowing economic growth in the PRC.

Ordinary income decreased $22.4 \%$, to $¥ 19.0$ billion.

Net income attributable to owners of the parent was down $11.9 \%$, to $¥ 13.1$ billion, as the rate of decline was mitigated somewhat by extraordinary income on the sale of shares in affiliated companies.

## (2) Segment Results

| (Billions of yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net sales |  |  |  | Operating income (loss) |  |  |  |
|  | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { June } 30,2018 \end{gathered}$ | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { June } 30,2019 \end{gathered}$ | Change (\%) | $\begin{gathered} \text { Change } \\ (\%) \\ \left(\begin{array}{c} \text { Local } \\ \text { currency } \\ \text { basis } \end{array}\right. \end{gathered}$ | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { June } 30,2018 \end{gathered}$ | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { June } 30,2019 \end{gathered}$ | Change <br> (\%) | $\begin{gathered} \text { Change } \\ (\%) \\ \left(\begin{array}{c} \text { Local } \\ \text { currency } \\ \text { basis } \end{array}\right) \\ \hline \end{gathered}$ |
| Packaging \& Graphic | 214.3 | 208.7 | -2.6\% | 2.2\% | 9.4 | 8.0 | -14.8\% | -1.0\% |
| Color \& Display | 64.5 | 61.1 | -5.2\% | -3.5\% | 8.2 | 6.0 | -26.9\% | -24.4\% |
| Functional <br> Products | 137.9 | 132.1 | -4.2\% | -3.1\% | 10.1 | 7.9 | -21.7\% | -20.8\% |
| Others, Corporate and eliminations | (17.9) | (16.9) | - | - | (3.4) | (3.5) | - | - |
| Total | 398.8 | 385.0 | -3.5\% | -0.2\% | 24.3 | 18.4 | -24.4\% | -18.3\% |

Note:Effective from January 1, 2019, DIC revised its segmentation to coincide with the launch of its new medium-term management plan, DIC111. Accordingly, figures for the six months ended June 30, 2018, have been restated.
For information on DIC111, please visit http://www.dic-global.com/en/ir/plan.html.

## Packaging \& Graphic

|  | Six months ended <br> June 30, 2018 | Six months ended <br> June 30, 2019 | Change (\%) | Change (\%) <br> 〔Local currency basis〕 |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | $¥ 214.3$ billion | $¥ 208.7$ billion | $-2.6 \%$ | $2.2 \%$ |
| Operating income | $¥ 9.4$ billion | $¥ 8.0$ billion | $-14.8 \%$ | $-1.0 \%$ |

Segment sales slipped $2.6 \%$, to $¥ 208.7$ billion. Although sales were up $2.2 \%$ on a local currency basis, the depreciation of the euro and emerging economy currencies led to a decrease after translation into yen. In the area of materials for food packaging, sales of packaging inks rose, particularly in emerging economies in Asia and South America. In contrast, sales of polystyrene languished, despite an increase in shipments, as declining raw materials prices prompted the reduction of sales prices. Sales of publication inks, which center on publishing inks and news inks, were down, owing to an ebb in overall demand. Sales of jet inks for digital printing rose sharply.

Segment operating income decreased $14.8 \%$, to $¥ 8.0$ billion, notwithstanding the revision of sales prices. This result was attributable to the persistent impact of rising raw materials prices, particularly on publication inks. The weakness of the euro and emerging economy currencies also had a significant negative influence after translation into yen.

Color \＆Display

|  | Six months ended June 30， 2018 | Six months ended June 30， 2019 | Change（\％） | Change（\％） <br> 〔Local currency basis〕 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | $¥ 64.5$ billion | $¥ 61.1$ billion | －5．2\％ | －3．5\％ |
| Operating income | $¥ 8.2$ billion | $\geq 6.0$ billion | －26．9\％ | －24．4\％ |

Segment sales，at $¥ 61.1$ billion，were down $5.2 \%$ ．In the area of color materials，shipments of pigments for cosmetics rose，while shipments of general－purpose pigments for publication inks and other applications flagged．In display materials，shipments of pigments for color filters were firm．Despite steady shipments，sales of thin－film transistor liquid crystals（TFT LCs）declined，hindered by sagging sales prices，which reflected increasingly intense competition．

Segment operating income dropped $26.9 \%$ ，to $¥ 6.0$ billion．Contributing factors included sales price reductions for TFT LCs and waning shipments of general－purpose pigments．Operating income was also constrained by the tightening of environmental regulations in the PRC and by raw materials price increases resulting from trade friction．

## Functional Products

|  | Six months ended <br> June 30,2018 | Six months ended <br> June 30，2019 | Change（\％） | Change（\％） <br> 〔Local currency basis〕 |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | $¥ 137.9$ billion | $¥ \mathbf{1 3 2 . 1}$ billion | $-4.2 \%$ | $-3.1 \%$ |
| Operating income | $¥ 10.1$ billion | $¥ 7.9$ billion | $-21.7 \%$ | $-20.8 \%$ |

Segment sales decreased $4.2 \%$ ，to $¥ 132.1$ billion．While applications for polyphenylene sulfide（PPS） compounds continue to expand thanks to the trend toward lighter and increasingly electrified vehicles， shipments remained low，reflecting a downtrend in automobile production worldwide．Flagging economic conditions pushed down sales of epoxy resins and industrial tapes，the principal applications for which are smartphones and semiconductors．Sales of waterborne and other environment－friendly resins were also down， owing to sluggish shipments，principally in the PRC．

Segment operating income fell $21.7 \%$ ，to $¥ 7.9$ billion．Efforts to revise sales prices that began in fiscal year 2018 yielded results，but were insufficient to offset dwindling shipments of epoxy resins and other high－value－ added products and higher distribution and utilities costs，prompting a substantial decline．
(3) Operating Results Forecasts for Fiscal Year 2019
(Billions of yen)

|  | FY2018 | FY2019 | Change (\%) | Change <br> (\%) <br> [Local currency basis〕 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 805.5 | $\begin{gathered} 790.0 \\ {[850.0]} \end{gathered}$ | -1.9\% | 0.9\% |
| Operating income | 48.4 | $\begin{gathered} 43.0 \\ {[52.0]} \end{gathered}$ | -11.1\% | -7.1\% |
| Ordinary income | 48.7 | $\begin{gathered} 41.0 \\ {[52.0]} \end{gathered}$ | -15.8\% | - |
| Net income attributable to owners of the parent | 32.0 | $\begin{gathered} 30.0 \\ {[35.0]} \end{gathered}$ | -6.3\% | - |
| ¥/US\$1.00 (Average rate) | 110.46 | 108.85 | -1.5\% | - |
| ¥/EUR1.00 (Average rate) | 130.46 | 121.75 | -6.7\% | - |

Notes:

1. Forecasts in squared parentheses are those published on May 15, 2019.
2. The above forecasts do not take into account the impact of a fire at DIC's Saitama Plant on August 3, 2019.

In light of its performance in the six months ended June 30, 2019, DIC has revised its operating results forecasts for fiscal year 2019. The Company has also amended its average exchange rate assumptions for the period to reflect the likelihood of further yen appreciation.

With the revision of sales prices expected to offset the negative impact of rising raw materials prices, the profitability of high-value-added products is expected to recover. However, given the lingering lack of clarity in the global economic outlook - a consequence of trade issues, the economic outlook in the PRC, risks associated with the United Kingdom's exit from the European Union and other factors-shipments of a variety of products, including materials for use in electrical and electronics equipment and in automobiles, are likely to fall short of initial projections.

## Disclaimer Regarding Forward-Looking Statements

Statements herein, other than those of historical fact, are forward-looking statements that reflect management's projections based on information available as of the publication date. These forward-looking statements are subject to risks and uncertainties that could cause actual results to differ from such statements. These risks and uncertainties include, but are not limited to, economic conditions in Japan and overseas, market trends, raw materials prices, interest rate trends, currency exchange rates, conflicts, litigations, disasters and accidents, as well as the possibility the Company will incur special losses related to the restructuring of its operations.

Consolidated Quarterly Balance Sheet
(Millions of yen)

|  | As of December 31, 2018 | As of June 30, 2019 |
| :---: | :---: | :---: |
| (Assets) |  |  |
| Current assets |  |  |
| Cash and deposits | 19,782 | 60,303 |
| Notes and accounts receivable-trade | 209,763 | 217,045 |
| Merchandise and finished goods | 94,611 | 95,087 |
| Work in process | 9,403 | 9,994 |
| Raw materials and supplies | 61,937 | 60,953 |
| Other | 23,878 | 23,639 |
| Allowance for doubtful accounts | $(9,722)$ | $(9,791)$ |
| Total current assets | 409,652 | 457,230 |
| Non-current assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 88,892 | 88,502 |
| Machinery, equipment and vehicles, net | 70,951 | 69,635 |
| Tools, furniture and fixtures, net | 11,395 | 11,522 |
| Land | 48,985 | 52,291 |
| Construction in progress | 7,928 | 9,087 |
| Total property, plant and equipment | 228,151 | 231,037 |
| Intangible assets |  |  |
| Goodwill | 34 | 858 |
| Software | 2,887 | 2,777 |
| Customer-related assets | 3,359 | 2,908 |
| Other | 7,502 | 5,974 |
| Total intangible assets | 13,782 | 12,517 |
| Investments and other assets |  |  |
| Investment securities | 67,523 | 64,151 |
| Net defined benefit asset | 25,089 | 28,012 |
| Other | 57,260 | 55,782 |
| Allowance for doubtful accounts | (161) | (710) |
| Total investments and other assets | 149,711 | 147,235 |
| Total non-current assets | 391,644 | 390,789 |
| Total assets | 801,296 | 848,019 |

Consolidated Quarterly Balance Sheet
(Millions of yen)

|  | As of December 31, 2018 | As of June 30, 2019 |
| :---: | :---: | :---: |
| (Liabilities) |  |  |
| Current liabilities |  |  |
| Notes and accounts payable-trade | 118,554 | 109,030 |
| Short-term loans payable | 79,778 | 48,269 |
| Commercial papers | - | 62,000 |
| Income taxes payable | 2,843 | 2,458 |
| Provision for bonuses | 6,283 | 6,113 |
| Other | 48,143 | 44,823 |
| Total current liabilities | 255,601 | 272,693 |
| Non-current liabilities |  |  |
| Bonds payable | 60,000 | 70,000 |
| Long-term loans payable | 119,791 | 138,072 |
| Net defined benefit liability | 20,519 | 18,820 |
| Asset retirement obligations | 1,482 | 1,455 |
| Other | 16,569 | 18,435 |
| Total non-current liabilities | 218,361 | 246,782 |
| Total liabilities | 473,962 | 519,475 |
| (Net assets) |  |  |
| Shareholders' equity |  |  |
| Capital stock | 96,557 | 96,557 |
| Capital surplus | 94,445 | 94,455 |
| Retained earnings | 207,421 | 213,525 |
| Treasury shares | $(1,823)$ | $(1,820)$ |
| Total shareholders' equity | 396,600 | 402,717 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 1,407 | 1,065 |
| Deferred gains or losses on hedges | 14 | (4) |
| Foreign currency translation adjustment | $(67,617)$ | $(75,285)$ |
| Remeasurements of defined benefit plans | $(31,508)$ | $(29,862)$ |
| Total accumulated other comprehensive income | $(97,704)$ | $(104,086)$ |
| Non-controlling interests | 28,438 | 29,913 |
| Total net assets | 327,334 | 328,544 |
| Total liabilities and net assets | 801,296 | 848,019 |

Consolidated Quarterly Statement of Income
(Millions of yen)

|  | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { June } 30,2018 \end{gathered}$ | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { June } 30,2019 \end{gathered}$ |
| :---: | :---: | :---: |
| Net sales | 398,788 | 385,014 |
| Cost of sales | 309,913 | 303,185 |
| Gross profit | 88,875 | 81,829 |
| Selling, general and administrative expenses |  |  |
| Employees' salaries and allowances | 21,913 | 21,469 |
| Provision of allowance for doubtful accounts | (1) | 585 |
| Provision for bonuses | 2,363 | 2,269 |
| Retirement benefit expenses | 61 | 470 |
| Other | 40,221 | 38,644 |
| Total selling, general and administrative expenses | 64,557 | 63,437 |
| Operating income | 24,318 | 18,392 |
| Non-operating income |  |  |
| Interest income | 1,687 | 1,348 |
| Dividends income | 283 | 280 |
| Equity in earnings of affiliates | 1,851 | 1,100 |
| Other | 907 | 1,115 |
| Total non-operating income | 4,728 | 3,843 |
| Non-operating expenses |  |  |
| Interest expenses | 2,275 | 1,979 |
| Foreign exchange losses | 318 | 360 |
| Other | 1,980 | 902 |
| Total non-operating expenses | 4,573 | 3,241 |
| Ordinary income | 24,473 | 18,994 |
| Extraordinary income |  |  |
| Gain on sales of subsidiaries and affiliates securities | - | 1,560 |
| Gain on sales of non-current assets | 416 | - |
| Gain on sales of investment securities | 365 | - |
| Total extraordinary income | 781 | 1,560 |
| Extraordinary loss |  |  |
| Loss on disposal of non-current assets | 1,118 | 944 |
| Provision of allowance for doubtful accounts | - | 555 |
| Severance costs | 1,171 | 501 |
| Amortization of prior service costs | - | 390 |
| Loss on disaster | 373 | - |
| Total extraordinary loss | 2,662 | 2,390 |
| Income before income taxes and non-controlling interests | 22,592 | 18,164 |
| Income taxes | 6,760 | 3,953 |
| Net income | 15,832 | 14,211 |
| Net income attributable to non-controlling interests | 927 | 1,081 |
| Net income attributable to owners of the parent | 14,905 | 13,130 |

## Consolidated Quarterly Statement of Comprehensive Income

(Millions of yen)

|  | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { June } 30,2018 \end{gathered}$ | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { June } 30,2019 \end{gathered}$ |
| :---: | :---: | :---: |
| Net income | 15,832 | 14,211 |
| Other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | $(2,325)$ | (299) |
| Deferred gains or losses on hedges | 5 | (18) |
| Foreign currency translation adjustment | $(13,223)$ | $(6,558)$ |
| Remeasurements of defined benefit plans, net of tax | 1,413 | 1,666 |
| Share of other comprehensive income of associates accounted for using equity method | $(1,221)$ | $(1,360)$ |
| Total other comprehensive income | $(15,351)$ | $(6,569)$ |
| Comprehensive income | 481 | 7,642 |
| Comprehensive income attributable to |  |  |
| Comprehensive income attributable to owners of the parent | (81) | 6,748 |
| Comprehensive income attributable to non-controlling interests | 562 | 894 |

Consolidated Quarterly Statement of Cash Flows


Consolidated Quarterly Statement of Cash Flows

| (Millions of yen) |  |  |
| :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Six months } \\ & \text { ended } \\ & \text { June } 30,2018 \end{aligned}$ | $\begin{aligned} & \text { Six months } \\ & \text { ended } \\ & \text { June } 30,2019 \end{aligned}$ |
| Net cash provided by (used in) financing activities |  |  |
| Net increase (decrease) in short-term loans payable | $(12,547)$ | $(4,034)$ |
| Increase (decrease) in commercial papers | 60,500 | 62,000 |
| Proceeds from long-term loans payable | 34,706 | 32,900 |
| Repayment of long-term loans payable | $(11,200)$ | $(40,568)$ |
| Proceeds from issuance of bonds | 10,000 | 10,000 |
| Cash dividends paid | $(5,688)$ | $(6,162)$ |
| Cash dividends paid to non-controlling interests | (953) | (614) |
| Net decrease (increase) in treasury shares | 10 | 3 |
| Purchase of shares and investments in capital of subsidiaries that does not result in change in scope of consolidation | - | (131) |
| Other, net | (412) | (640) |
| Net cash provided by (used in) financing activities | 74,416 | 52,754 |
| Effect of exchange rate change on cash and cash equivalents | 568 | $(1,100)$ |
| Net increase (decrease) in cash and cash equivalents | 66,584 | 39,220 |
| Cash and cash equivalents at beginning of the period | 17,651 | 18,631 |
| Cash and cash equivalents at end of the period | 84,235 | 57,851 |

