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Supplementary Materials for the Nine Months Ended December 31, 2023

TSUBAKIMOTO KOGYO CO., LTD.

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Summary Quarterly Consolidated Balance Sheet

| As of Dec. 31, 2023 (Millions of Yen) | | Change from Mar. 31, 2023 | | | Change from Mar. 31, 2023 | |
|---------------------------------------|---------------|------------------------------|---|----------------------------|------------------------------|---------------|
| Current assets | | 74,508 | +3,458 | Current liabilities | 49,182 | +1,452 |
| Cash and deposits | 28,123 | +5,195 | Trade payables | 41,556 | -23 | |
| Trade receivables | 39,381 | -1,565 | Advances received | 6,249 | +2,031 | |
| Inventories | 3,770 | -373 | | | | |
| Other | 3,232 | +200 | Other | 1,376 | -555 | |
| Non-current assets | 16,037 | +2,613 | Non-current liabilities | 3,584 | +880 | |
| Property, plant and equipment | 2,134 | +78 | Long-term borrowings | 0 | 0 | |
| Intangible assets | 340 | -16 | Retirement benefit liability | 1,830 | +26 | |
| Investments and other assets | 13,563 | +2,551 | Deferred tax liabilities | 1,126 | +795 | |
| (Investment securities) | 12,421 | +2,596 | Other | 626 | +58 | |
| | | | Net assets | 37,778 | +3,739 | |
| | | | Shareholders' equity | 32,330 | +1,874 | |
| | | | Accumulated other comprehensive income | 5,218 | +1,868 | |
| | | | Non-controlling interests | 229 | -4 | |
| Total assets | 90,545 | +6,071 | Total liabilities and net assets | 90,545 | +6,071 | |

**Summary Quarterly Consolidated Statement of Income
(Three month comparison)**

FY2024

| | 1 Q | 2 Q | 3 Q |
|---|--------|--------|--------|
| Net sales | 26,103 | 29,790 | 27,246 |
| Cost of sales | 22,022 | 25,255 | 23,006 |
| Gross profit | 4,080 | 4,535 | 4,241 |
| Selling, general and administrative expenses | 2,803 | 3,176 | 2,988 |
| Operating profit | 1,277 | 1,359 | 1,253 |
| Non-operating income | 196 | 35 | 165 |
| Non-operating expenses | 20 | 7 | 35 |
| Ordinary profit | 1,453 | 1,388 | 1,382 |
| Extraordinary income | 0 | 0 | 33 |
| Extraordinary losses | 0 | 0 | 0 |
| Profit before income taxes | 1,453 | 1,388 | 1,415 |
| Total income taxes | 446 | 473 | 447 |
| Profit (loss) attributable to non-controlling interests | (4) | (1) | 5 |
| Profit attributable to owners of parent | 1,011 | 916 | 963 |

(Millions of Yen)

| Total |
|--------|
| 83,139 |
| 70,283 |
| 12,856 |
| 8,967 |
| 3,889 |
| 396 |
| 62 |
| 4,223 |
| 33 |
| 0 |
| 4,256 |
| 1,366 |
| (0) |
| 2,890 |

FY2023

| | 1 Q | 2 Q | 3 Q |
|---|--------|--------|--------|
| Net sales | 22,830 | 28,907 | 26,897 |
| Cost of sales | 19,468 | 24,547 | 22,890 |
| Gross profit | 3,361 | 4,360 | 4,007 |
| Selling, general and administrative expenses | 2,542 | 2,912 | 2,674 |
| Operating profit | 819 | 1,448 | 1,332 |
| Non-operating income | 168 | 38 | 152 |
| Non-operating expenses | 13 | 8 | 13 |
| Ordinary profit | 974 | 1,478 | 1,472 |
| Extraordinary income | 0 | 0 | 0 |
| Extraordinary losses | 0 | 0 | 0 |
| Profit before income taxes | 974 | 1,478 | 1,472 |
| Total income taxes | 305 | 500 | 475 |
| Profit (loss) attributable to non-controlling interests | (0) | (2) | 13 |
| Profit attributable to owners of parent | 669 | 980 | 983 |

(Millions of Yen)

| Total |
|--------|
| 78,634 |
| 66,905 |
| 11,728 |
| 8,128 |
| 3,599 |
| 358 |
| 34 |
| 3,924 |
| 0 |
| 0 |
| 3,924 |
| 1,280 |
| 11 |
| 2,632 |

Change

| | 1 Q | 2 Q | 3 Q |
|---|-------|------|------|
| Net sales | 3,273 | 883 | 349 |
| Cost of sales | 2,554 | 708 | 116 |
| Gross profit | 719 | 175 | 234 |
| Selling, general and administrative expenses | 261 | 264 | 314 |
| Operating profit | 458 | (89) | (79) |
| Non-operating income | 28 | (3) | 13 |
| Non-operating expenses | 7 | (1) | 22 |
| Ordinary profit | 479 | (90) | (90) |
| Extraordinary income | 0 | 0 | 33 |
| Extraordinary losses | 0 | 0 | 0 |
| Profit before income taxes | 479 | (90) | (57) |
| Total income taxes | 141 | (27) | (28) |
| Profit (loss) attributable to non-controlling interests | (4) | 1 | (8) |
| Profit attributable to owners of parent | 342 | (64) | (20) |

(Millions of Yen)

| Total |
|-------|
| 4,505 |
| 3,378 |
| 1,128 |
| 839 |
| 290 |
| 38 |
| 28 |
| 299 |
| 33 |
| 0 |
| 332 |
| 86 |
| (11) |
| 258 |

Rate of change

| | 1 Q | 2 Q | 3 Q |
|---|-------|-------|-------|
| Net sales | 114.3 | 103.1 | 101.3 |
| Cost of sales | 113.1 | 102.9 | 100.5 |
| Gross profit | 121.4 | 104.0 | 105.8 |
| Selling, general and administrative expenses | 110.3 | 109.1 | 111.7 |
| Operating profit | 156.0 | 93.9 | 94.1 |
| Non-operating income | | | |
| Non-operating expenses | | | |
| Ordinary profit | 149.2 | 93.9 | 93.9 |
| Extraordinary income | | | |
| Extraordinary losses | | | |
| Profit before income taxes | 149.2 | 93.9 | 96.1 |
| Total income taxes | | | |
| Profit (loss) attributable to non-controlling interests | | | |
| Profit attributable to owners of parent | 151.0 | 93.5 | 98.0 |

(%)

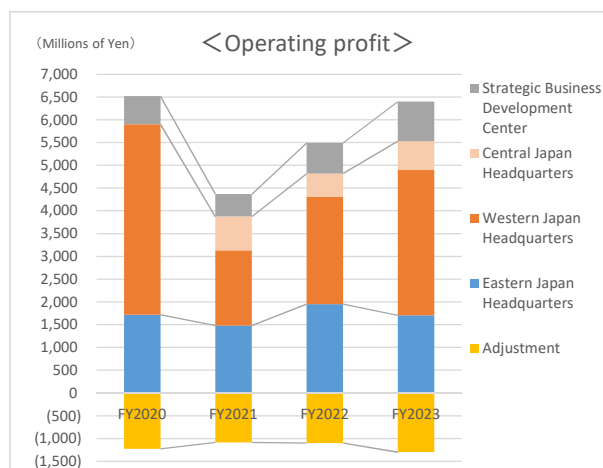
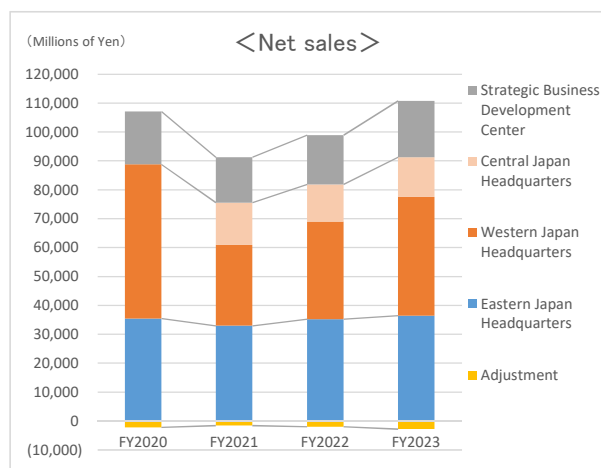
| Total |
|-------|
| 105.7 |
| 105.0 |
| 109.6 |
| 110.3 |
| 108.0 |
| |
| |
| 107.6 |
| |
| |
| 108.5 |
| |
| |
| 109.8 |

Net sales and operating profit by reportable segment

(Millions of Yen)

| | Accounting period | | | | | Quarterly | | | | | | | |
|---------------------------------------|-------------------|---------|---------|---------|--------|--------------------------------|--------|--------|---------|--------------------------------|--------|--------|----|
| | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 | FY2023 (Apr. 2022 – Mar. 2023) | | | | FY2024 (Apr. 2023 – Mar. 2024) | | | |
| | | | | | | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| <Net sales> | | | | | | | | | | | | | |
| Eastern Japan Headquarters | 35,395 | 32,956 | 35,169 | 36,436 | | 7,009 | 9,168 | 9,214 | 11,044 | 8,983 | 11,007 | 9,449 | |
| Western Japan Headquarters | 53,390 | 27,910 | 33,775 | 41,073 | | 9,204 | 11,332 | 10,188 | 10,348 | 9,217 | 10,011 | 9,045 | |
| Central Japan Headquarters | | 14,712 | 12,941 | 13,766 | | 2,772 | 3,920 | 3,060 | 4,012 | 3,278 | 4,551 | 3,635 | |
| Strategic Business Development Center | 18,330 | 15,669 | 16,963 | 19,490 | | 4,231 | 4,905 | 5,091 | 5,262 | 5,628 | 4,947 | 6,073 | |
| Adjustment | (2,177) | (1,601) | (1,959) | (2,803) | | (388) | (420) | (657) | (1,337) | (1,004) | (726) | (956) | |
| Total | 104,939 | 89,646 | 96,890 | 107,963 | | 22,830 | 28,906 | 26,897 | 29,329 | 26,103 | 29,790 | 27,246 | |
| <Operating profit> | | | | | | | | | | | | | |
| Eastern Japan Headquarters | 1,716 | 1,481 | 1,954 | 1,705 | | 229 | 409 | 385 | 682 | 423 | 698 | 554 | |
| Western Japan Headquarters | 4,182 | 1,648 | 2,351 | 3,189 | | 583 | 952 | 863 | 791 | 795 | 658 | 583 | |
| Central Japan Headquarters | | 744 | 515 | 631 | | 43 | 213 | 134 | 241 | 153 | 295 | 191 | |
| Strategic Business Development Center | 618 | 494 | 674 | 875 | | 184 | 239 | 227 | 225 | 223 | 103 | 326 | |
| Adjustment | (1,224) | (1,085) | (1,099) | (1,298) | | (222) | (366) | (276) | (434) | (319) | (394) | (401) | |
| Total | 5,293 | 3,283 | 4,396 | 5,102 | | 819 | 1,448 | 1,332 | 1,503 | 1,277 | 1,359 | 1,252 | |

(Note) From 1Q FY2022 the Nagoya Branch was separated from the Western Japan Headquarters and the Central Japan Headquarters was established. Segment information for FY2021 has been prepared according to the new classification method.

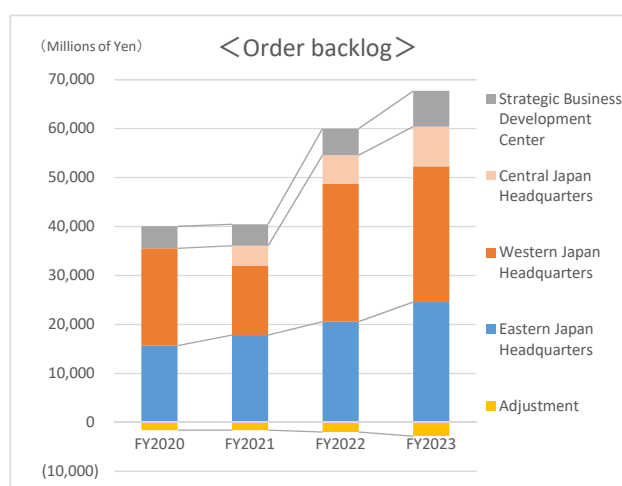
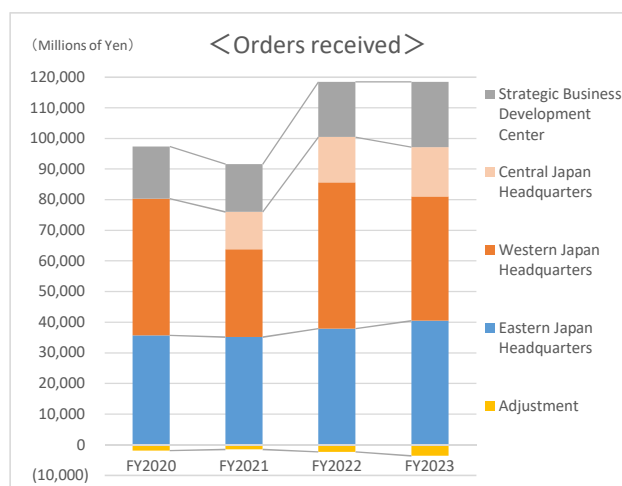


Orders received and order backlog by reportable segment

(Millions of Yen)

| | Accounting period | | | | | Quarterly | | | | | | | |
|---------------------------------------|-------------------|---------|---------|---------|--------|--------------------------------|---------|---------|---------|--------------------------------|---------|---------|----|
| | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 | FY2023 (Apr. 2022 – Mar. 2023) | | | | FY2024 (Apr. 2023 – Mar. 2024) | | | |
| | | | | | | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| <Orders received> | | | | | | | | | | | | | |
| Eastern Japan Headquarters | 35,654 | 35,142 | 37,873 | 40,461 | | 10,768 | 11,140 | 8,227 | 10,325 | 8,489 | 10,026 | 10,899 | |
| Western Japan Headquarters | 44,608 | 28,697 | 47,790 | 40,593 | | 10,372 | 7,645 | 13,461 | 9,114 | 8,801 | 11,383 | 21,412 | |
| Central Japan Headquarters | | 12,172 | 14,763 | 16,040 | | 3,725 | 3,634 | 5,326 | 3,355 | 3,973 | 3,825 | 4,368 | |
| Strategic Business Development Center | 17,118 | 15,581 | 17,981 | 21,354 | | 4,795 | 4,698 | 6,426 | 5,434 | 5,273 | 4,795 | 6,032 | |
| Adjustment | (1,941) | (1,508) | (2,383) | (3,611) | | (1,574) | (691) | (692) | (654) | (534) | (1,231) | (834) | |
| Total | 95,439 | 90,086 | 116,024 | 114,837 | | 28,087 | 26,427 | 32,748 | 27,574 | 26,003 | 28,799 | 41,877 | |
| <Order backlog> | | | | | | | | | | | | | |
| Eastern Japan Headquarters | 15,654 | 17,839 | 20,544 | 24,568 | | 24,302 | 26,275 | 25,287 | 24,568 | 24,075 | 23,094 | 24,544 | |
| Western Japan Headquarters | 19,894 | 14,167 | 28,182 | 27,703 | | 29,350 | 25,664 | 28,936 | 27,703 | 27,287 | 28,660 | 41,026 | |
| Central Japan Headquarters | | 4,043 | 5,864 | 8,138 | | 6,816 | 6,530 | 8,795 | 8,138 | 8,833 | 8,107 | 8,840 | |
| Strategic Business Development Center | 4,483 | 4,396 | 5,414 | 7,277 | | 5,978 | 5,771 | 7,106 | 7,277 | 6,922 | 6,772 | 6,730 | |
| Adjustment | (1,605) | (1,580) | (2,004) | (2,813) | | (3,190) | (3,461) | (3,495) | (2,813) | (2,343) | (2,848) | (2,726) | |
| Total | 38,427 | 38,866 | 58,001 | 64,875 | | 63,258 | 60,779 | 66,630 | 64,875 | 64,775 | 63,784 | 78,415 | |

(Note) From 1Q FY2022 the Nagoya Branch was separated from the Western Japan Headquarters and the Central Japan Headquarters was established. Segment information for FY2021 has been prepared according to the new classification method.



Net sales by business and region

| | Accounting period | | | | | | | | | |
|-------------------------------|-------------------|-------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|-----------------|---|
| | FY2020 | | FY2021 | | FY2022 | | FY2023 | | FY2024 | |
| | Millions of Yen | % | Millions of Yen | % | Millions of Yen | % | Millions of Yen | % | Millions of Yen | % |
| <Business> | | | | | | | | | | |
| Power Transmission Business | 46,792 | 45% | 41,073 | 46% | 45,463 | 47% | 51,319 | 48% | | |
| Facility & Equipment Business | 47,065 | 45% | 38,386 | 43% | 40,576 | 42% | 44,690 | 41% | | |
| Industrial Materials Business | 11,080 | 11% | 10,186 | 11% | 10,850 | 11% | 11,953 | 11% | | |
| Total | 104,939 | 100% | 89,646 | 100% | 96,890 | 100% | 107,963 | 100% | | |
| <Region> | | | | | | | | | | |
| Japan | 87,623 | 83% | 83,029 | 93% | 85,670 | 88% | 92,052 | 85% | | |
| Asia | 15,799 | 15% | 5,609 | 6% | 10,458 | 11% | 14,618 | 14% | | |
| Other | 1,516 | 1% | 1,008 | 1% | 761 | 1% | 1,292 | 1% | | |
| Total | 104,939 | 100% | 89,646 | 100% | 96,890 | 100% | 107,963 | 100% | | |

| Business | Major item name |
|-------------------------------|--|
| Power Transmission Business | Various drive parts such as reducer/accelerator, Various transport parts such as conveyor chains, Control equipment, Various sensors, Electronic equipment, and Other transmission equipment |
| Facility & Equipment Business | Clean energy-related equipment, Pharmaceutical-related equipment, Chemical machinery equipment, Water treatment equipment, Food machinery, Other environmental equipment, Machine tools, Industrial robots, Various conveyors, Various automation equipment, Three-dimensional warehouses and Automatic sorting equipment, and FA systems including various transportation equipment |
| Industrial Materials Business | Various non-woven fabrics and processed products thereof, Various synthetic resin molding machines and Molded products, and Functional materials |

