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# Supplementary Materials for the Fiscal Year Ended March 31, 2024

TSUBAKIMOTO KOGYO CO., LTD.

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## Summary Consolidated Balance Sheet

As of Mar. 31, 2024 (Millions of Yen)		Change from Mar. 31, 2023			Change from Mar. 31, 2023
Current assets		76,279	+5,229	Current liabilities	
Cash and deposits	26,855	+3,927	Trade payables		42,642
Trade receivables	43,119	+2,173	Advances received		5,331
Inventories	3,620	-523	Other		2,104
Other	2,682	-350	Net assets		40,377
Non-current assets		18,477	+5,052	Non-current liabilities	
Property, plant and equipment	2,284	+229	Long-term borrowings		0
Intangible assets	421	+64	Retirement benefit liability		1,860
Investments and other assets	15,771	+4,759	Deferred tax liabilities		1,802
(Investment securities)	14,633	+4,808	Other		635
			Shareholders' equity		33,439
			Accumulated other comprehensive income		6,694
			Non-controlling interests		243
Total assets	94,756	+10,282	Total liabilities and net assets		94,756

## Summary Consolidated Statement of Cash Flows

(Millions of Yen)		As of Mar. 31, 2024			As of Mar. 31, 2024
Cash flows from operating activities		+5,015	Cash flows from financing activities		-1,077
Profit before income taxes	+5,761	Dividends paid		-1,013	
Working capital	+864	Purchase and disposal of treasury shares		-3	
Income taxes paid	-1,976	Other		-61	
Other	+366	Effect of exchange rate change on cash and cash equivalents		+59	
Cash flows from investing activities		-69			
Purchase and sale of non-current assets	-500				
Proceeds from sale of investment securities	+461				
Other	-30				
Free cash flow	+4,946				
			Cash and cash equivalents		
			Cash and cash equivalents at beginning of period		+22,927
			Net increase (decrease) in cash and cash equivalents		+3,927
			Cash and cash equivalents at end of period		+26,855

## Summary Consolidated Statement of Income (Three month comparison)

FY2024

	1 Q	2 Q	3 Q	4 Q	(Millions of Yen) Total
Net sales	26,103	29,790	27,246	30,364	113,503
Cost of sales	22,022	25,255	23,006	25,724	96,007
Gross profit	4,080	4,535	4,241	4,639	17,495
Selling, general and administrative expenses	2,803	3,176	2,988	3,295	12,262
Operating profit	1,277	1,359	1,253	1,344	5,233
Non-operating income	196	35	165	21	417
Non-operating expenses	20	7	35	11	73
Ordinary profit	1,453	1,388	1,382	1,354	5,577
Extraordinary income	0	0	33	282	315
Extraordinary losses	0	0	0	131	131
Profit before income taxes	1,453	1,388	1,415	1,505	5,761
Total income taxes	446	473	447	383	1,749
Profit (loss) attributable to non-controlling interests	(4)	(1)	5	11	11
Profit attributable to owners of parent	1,011	916	963	1,110	4,000

FY2023

	1 Q	2 Q	3 Q	4 Q	(Millions of Yen) Total
Net sales	22,830	28,907	26,897	29,329	107,963
Cost of sales	19,468	24,547	22,890	24,705	91,610
Gross profit	3,361	4,360	4,007	4,624	16,352
Selling, general and administrative expenses	2,542	2,912	2,674	3,122	11,250
Operating profit	819	1,448	1,332	1,503	5,102
Non-operating income	168	38	152	26	384
Non-operating expenses	13	8	13	18	52
Ordinary profit	974	1,478	1,472	1,510	5,434
Extraordinary income	0	0	0	0	0
Extraordinary losses	0	0	0	0	0
Profit before income taxes	974	1,478	1,472	1,510	5,434
Total income taxes	305	500	475	458	1,738
Profit (loss) attributable to non-controlling interests	(0)	(2)	13	17	28
Profit attributable to owners of parent	669	980	983	1,035	3,667

Change

	1 Q	2 Q	3 Q	4 Q	(Millions of Yen) Total
Net sales	3,273	883	349	1,035	5,540
Cost of sales	2,554	708	116	1,019	4,397
Gross profit	719	175	234	15	1,143
Selling, general and administrative expenses	261	264	314	173	1,012
Operating profit	458	(89)	(79)	(159)	131
Non-operating income	28	(3)	13	(5)	33
Non-operating expenses	7	(1)	22	(7)	21
Ordinary profit	479	(90)	(90)	(156)	143
Extraordinary income	0	0	33	282	315
Extraordinary losses	0	0	0	131	131
Profit before income taxes	479	(90)	(57)	(5)	327
Total income taxes	141	(27)	(28)	(75)	11
Profit (loss) attributable to non-controlling interests	(4)	1	(8)	(6)	(17)
Profit attributable to owners of parent	342	(64)	(20)	75	333

Rate of change

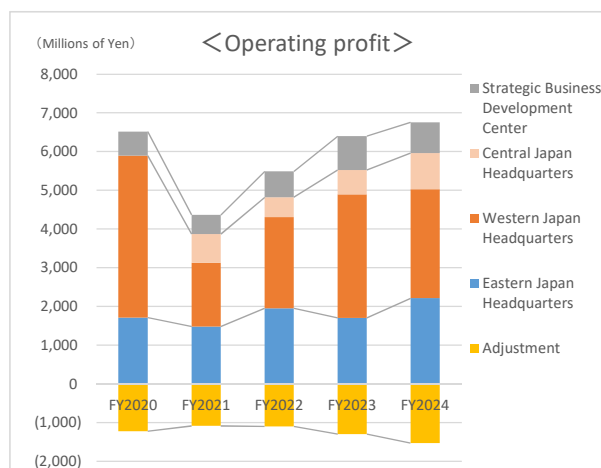
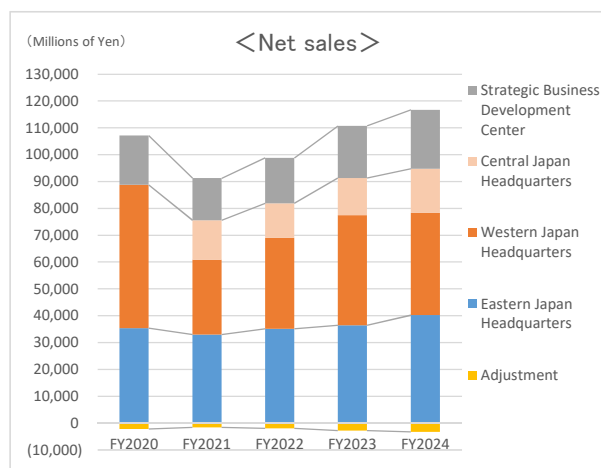
	1 Q	2 Q	3 Q	4 Q	(%) Total
Net sales	114.3	103.1	101.3	103.5	105.1
Cost of sales	113.1	102.9	100.5	104.1	104.8
Gross profit	121.4	104.0	105.8	100.3	107.0
Selling, general and administrative expenses	110.3	109.1	111.7	105.5	109.0
Operating profit	156.0	93.9	94.1	89.4	102.6
Non-operating income					
Non-operating expenses					
Ordinary profit	149.2	93.9	93.9	89.7	102.6
Extraordinary income					
Extraordinary losses					
Profit before income taxes	149.2	93.9	96.1	99.7	106.0
Total income taxes					
Profit (loss) attributable to non-controlling interests					
Profit attributable to owners of parent	151.0	93.5	98.0	107.2	109.1

## 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	40,210	7,009	9,168	9,214	11,044	8,983	11,007	9,449	10,771
Western Japan Headquarters	53,390	27,910	33,775	41,073	38,127	9,204	11,332	10,188	10,348	9,217	10,011	9,045	9,854
Central Japan Headquarters		14,712	12,941	13,766	16,424	2,772	3,920	3,060	4,012	3,278	4,551	3,635	4,961
Strategic Business Development Center	18,330	15,669	16,963	19,490	21,971	4,231	4,905	5,091	5,262	5,628	4,947	6,073	5,323
Adjustment	(2,177)	(1,601)	(1,959)	(2,803)	(3,230)	(388)	(420)	(657)	(1,337)	(1,004)	(726)	(956)	(545)
Total	104,939	89,646	96,890	107,963	113,503	22,830	28,906	26,897	29,329	26,103	29,790	27,246	30,364
<Operating profit>													
Eastern Japan Headquarters	1,716	1,481	1,954	1,705	2,213	229	409	385	682	423	698	554	538
Western Japan Headquarters	4,182	1,648	2,351	3,189	2,818	583	952	863	791	795	658	583	781
Central Japan Headquarters		744	515	631	930	43	213	134	241	153	295	191	291
Strategic Business Development Center	618	494	674	875	798	184	239	227	225	223	103	326	146
Adjustment	(1,224)	(1,085)	(1,099)	(1,298)	(1,527)	(222)	(366)	(276)	(434)	(319)	(394)	(401)	(412)
Total	5,293	3,283	4,396	5,102	5,233	819	1,448	1,332	1,503	1,277	1,359	1,252	1,344

(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.

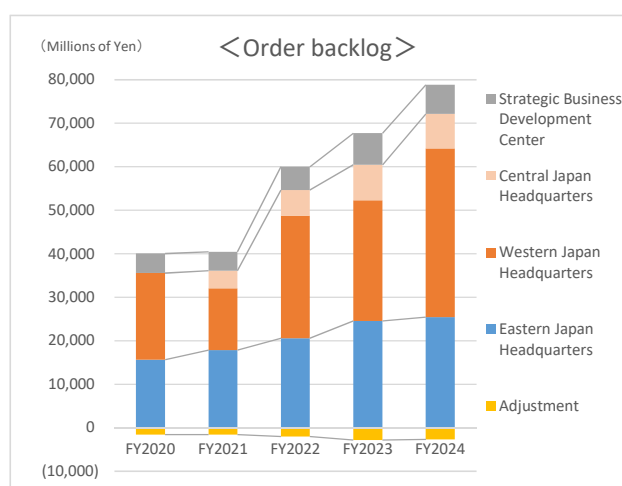
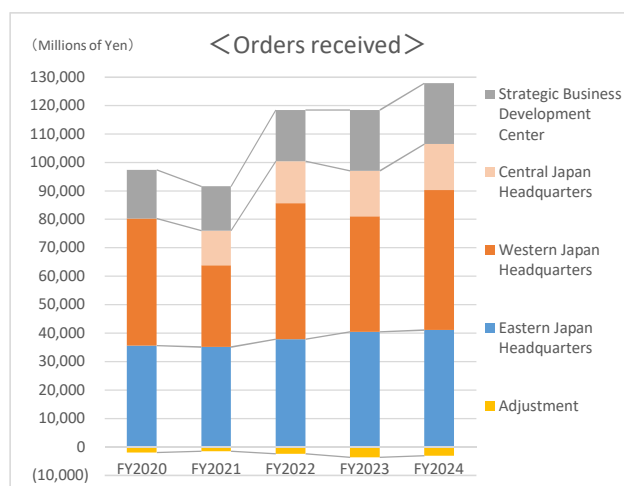


## Orders received and order backlog by reportable segment

(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	41,086	10,768	11,140	8,227	10,325	8,489	10,026	10,899	11,672	
Western Japan Headquarters	44,608	28,697	47,790	40,593	49,158	10,372	7,645	13,461	9,114	8,801	11,383	21,412	7,561	
Central Japan Headquarters		12,172	14,763	16,040	16,231	3,725	3,634	5,326	3,355	3,973	3,825	4,368	4,065	
Strategic Business Development Center	17,118	15,581	17,981	21,354	21,383	4,795	4,698	6,426	5,434	5,273	4,795	6,032	5,282	
Adjustment	(1,941)	(1,508)	(2,383)	(3,611)	(3,085)	(1,574)	(691)	(692)	(654)	(534)	(1,231)	(834)	(486)	
Total	95,439	90,086	116,024	114,837	124,773	28,087	26,427	32,748	27,574	26,003	28,799	41,877	28,094	
<Order backlog>														
Eastern Japan Headquarters	15,654	17,839	20,544	24,568	25,444	24,302	26,275	25,287	24,568	24,075	23,094	24,544	25,444	
Western Japan Headquarters	19,894	14,167	28,182	27,703	38,734	29,350	25,664	28,936	27,703	27,287	28,660	41,026	38,734	
Central Japan Headquarters		4,043	5,864	8,138	7,944	6,816	6,530	8,795	8,138	8,833	8,107	8,840	7,944	
Strategic Business Development Center	4,483	4,396	5,414	7,277	6,690	5,978	5,771	7,106	7,277	6,922	6,772	6,730	6,690	
Adjustment	(1,605)	(1,580)	(2,004)	(2,813)	(2,667)	(3,190)	(3,461)	(3,495)	(2,813)	(2,343)	(2,848)	(2,726)	(2,667)	
Total	38,427	38,866	58,001	64,875	76,145	63,258	60,779	66,630	64,875	64,775	63,784	78,415	76,145	

(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%	55,942	49%
Facility & Equipment Business	47,065	45%	38,386	43%	40,576	42%	44,690	41%	45,805	40%
Industrial Materials Business	11,080	11%	10,186	11%	10,850	11%	11,953	11%	11,755	11%
<b>Total</b>	<b>104,939</b>	<b>100%</b>	<b>89,646</b>	<b>100%</b>	<b>96,890</b>	<b>100%</b>	<b>107,963</b>	<b>100%</b>	<b>113,503</b>	<b>100%</b>
<Region>										
Japan	87,623	83%	83,029	93%	85,670	88%	92,052	85%	100,339	89%
Asia	15,799	15%	5,609	6%	10,458	11%	14,618	14%	10,537	9%
Other	1,516	1%	1,008	1%	761	1%	1,292	1%	2,626	2%
<b>Total</b>	<b>104,939</b>	<b>100%</b>	<b>89,646</b>	<b>100%</b>	<b>96,890</b>	<b>100%</b>	<b>107,963</b>	<b>100%</b>	<b>113,503</b>	<b>100%</b>

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

