

Financial Results Briefing For the Year Ended March 31, 2024

 丸一鋼管株式会社

Hiroyuki Suzuki,
Chairman & CEO

May 10, 2024

- I. Financial Highlights for the Year Ended March 31, 2024
- II. Results and Situation of Major Consolidated Subsidiaries
- III. Recognition of Current Business Environment
- IV. Earnings Forecasts for the Year Ending March 31, 2025

POINTS

- Operating Income from this year (ending March 2024) was ¥34,800 million, 16% increased from previous year
Projected Operating Income for the next year (ending March 2025) will be ¥34,200 million.
- Dividend payout for this year is ¥131 (annualized), which is ¥6.5 more from the forecast released on February 7, 2024. This is considered as 40% of consolidated income. We will keep ¥131 dividend payout in in spite of the 2025 projection.
- We started investments for the growth business segment based on our new 3 years plan.

I. Financial Highlights for the Year Ending March 31, 2024

Consolidated Performance

(millions of yen)

Consolidated	FY ended Mar. 2023: Results							FY ended Mar. 2024: Results							year-on-year	year-on-year	Planned Ratio
	1Q	2Q	3Q	4Q	1H	2H	Full year	1Q	2Q	3Q	4Q	1H	2H	Full year	Full year	%	%
Net sales	65,541	72,858	69,536	65,481	138,399	135,017	273,416	67,080	68,093	68,420	67,717	135,173	136,137	271,310	-2,106	-0.8%	0.2%
Operating income	8,789	9,623	5,757	5,850	18,412	11,607	30,019	9,331	9,937	8,431	7,112	19,268	15,543	34,811	4,792	16.0%	1.5%
Ordinary income	9,777	1,109	7,400	6,142	20,874	13,542	34,416	10,292	10,757	9,588	7,718	21,049	17,306	38,355	3,939	11.4%	3.9%
Net income attributable to owners of parent	6,453	7,493	5,457	4,761	13,946	10,218	24,164	6,770	7,328	6,354	5,661	14,098	12,015	26,113	1,949	8.1%	5.3%

* The full-year plan is the revised plan dated February 7, 2024

ROE : 7.9%

SUMMARY OF CONSOLIDATED RESULTS

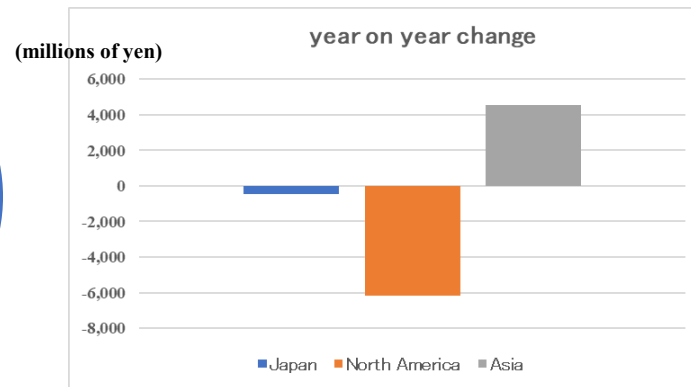
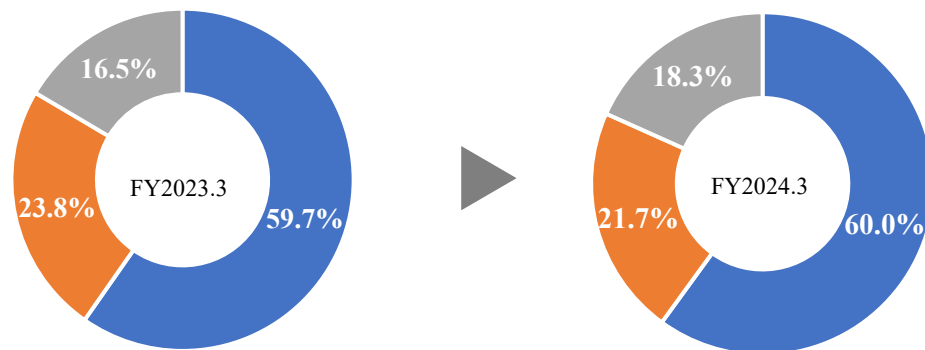
- Increased profits by keeping metal spreads.
- Sales Volume (MT) decreased by 3.0% for the domestic segment, while 12.9% increase from the off-shore operations and resulted in 3.5% overall increase.
- Revenue from Asia Operations increased by 10.0%, while the North Americas decreased 9.5% due to price decrease. ▲0.8% for consolidated basis.
- Operating profit from Domestic operation decreased by 10.1%, while North Americas and Asian operation resulted in 4.5 times. 16.0% increase as consolidated basis. Net profit increased by 11.4%.

Net sales results by segment

(millions of yen)

Net sales	FY ended Mar. 2023: Results							FY ended Mar. 2024: Results							year-on-year	year-on-year %	Planned Ratio %
	1Q	2Q	3Q	4Q	1H	2H	Full year	1Q	2Q	3Q	4Q	1H	2H	Full year	Full year	Full year	Full year
Japan	38,529	39,994	43,083	81,612	78,523	84,721	163,244	41,429	40,268	41,219	39,879	81,697	81,098	162,795	-449	-0.3%	-0.1%
North America	16,032	20,111	15,709	31,741	36,143	28,908	65,051	14,809	16,018	14,409	13,630	30,827	28,039	58,866	-6,185	-9.5%	1.8%
Asia	10,978	12,755	10,744	21,722	23,733	21,386	45,119	10,840	11,808	12,793	14,207	22,648	27,000	49,648	4,529	10.0%	-0.7%
Total	65,541	72,858	69,536	135,075	138,399	135,017	273,416	67,080	68,093	68,420	67,717	135,173	136,137	271,310	-2,106	-0.8%	0.2%

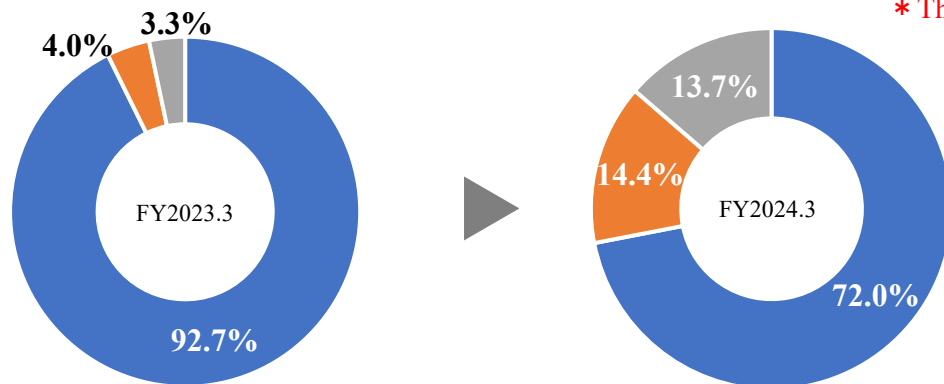
* The full-year plan is the revised plan dated February 7, 2024



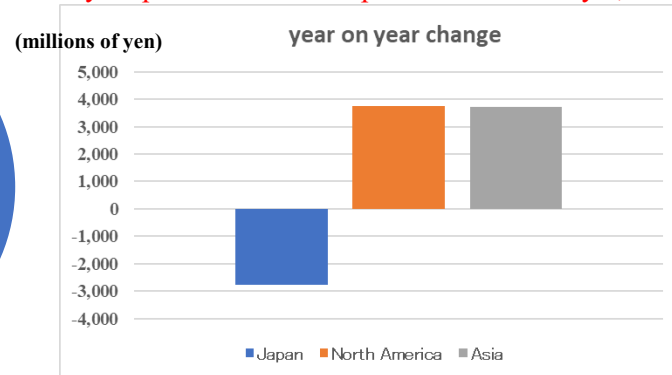
Operating income results by segment

(millions of yen)

Operating income	FY ended Mar. 2023: Results							FY ended Mar. 2024: Results							year-on-year	year-on-year %	Planned Ratio %
	1Q	2Q	3Q	4Q	1H	2H	Full year	1Q	2Q	3Q	4Q	1H	2H	Full year	Full year	Full year	Full year
Japan	6,971	6,768	7,343	14,314	13,739	13,749	27,488	12,754	6,092	6,362	5,602	12,754	11,964	24,718	-2,770	-10.1%	2.1%
North America	778	2,061	-562	216	2,839	-1,661	1,178	4,595	3,128	557	-212	4,595	345	4,940	3,762	319.4%	-7.9%
Asia	935	686	-1,081	-146	1,621	-637	984	1,694	588	1,428	1,571	1,694	2,999	4,693	3,709	376.9%	3.4%
Reconciliations	104	106	58	162	210	158	368	224	130	36	199	224	235	459	—	—	—
Total	8,789	9,623	5,757	14,546	18,412	11,607	30,019	19,268	9,937	8,431	7,112	19,268	15,543	34,811	4,792	16.0%	1.5%



* The full-year plan is the revised plan dated February 7, 2024



By SEGMENT

JAPAN

- Mid to Small size construction projects remain slow. Structural Tube sales decreased by 4.7%.
Automotive production remains slow with little change (0.9% increase) due to quality assurance scandals and earthquake impacts.
Overall Volume decreased by 3.0%
- Sales price stays and helped to maintain the metal spreads.
- While the addition of Toyo Superior Steel Tube Works helped to increase the revenue, overall revenue decreased by 0.3% due to lower non-consolidated volume. Maruichi Stainless also decreased due to lower sales volume of BA pipes.
- Operating Income decreased by 10.1% due to lower volume (MT) and fixed cost increase.

By SEGMENT

North America

- Hot Rolled Coil Price hit the bottom in September. Continued to increase starting October. The market is stable.
- Sales Volume from Chicago, Nebraska, Portland and Los Angeles increased by 7.2%. Mexico (MMX) increased by 27.0% thanks to automotive production recovery.
- Revenue decreased by 9.5% due to lower market price.
- Operating Income increased by 4.2 times thanks to market recovery especially the healthy market activity in the 3rd and 4th quarters.

By SEGMENT

ASIA

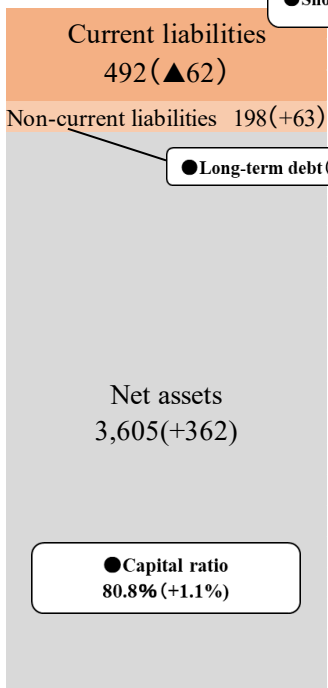
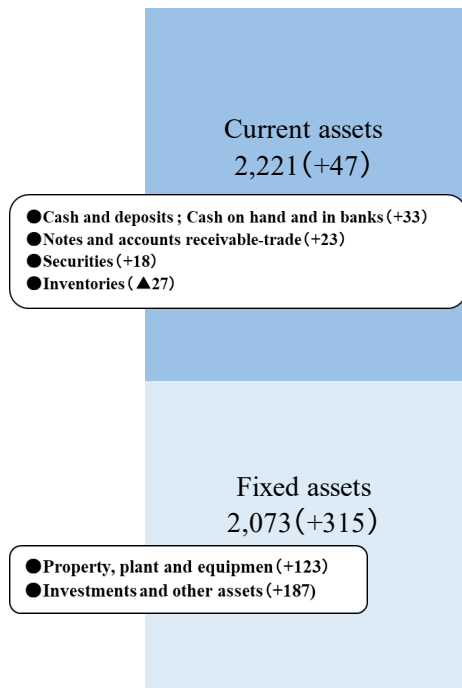
- SUNSCO (Vietnam) remains slow due to lower domestic market activities. Slow motorcycle sales did not help Hanoi operation but Ho Chi Minh sales volume increased by 17.9% thanks to active export business.
- KUMA (India) remains strong thanks to active automotive sales. Sales volume increased by 12.2%.
- Revenue from Asian Segments increased by 10.0% thanks to sales efforts.
- Operating Income increased by 4.8 times thanks to SUNSCO and MPST (Philippines) contribution.

Consolidated Balance Sheet and Cash Flows

[hundred million yen]

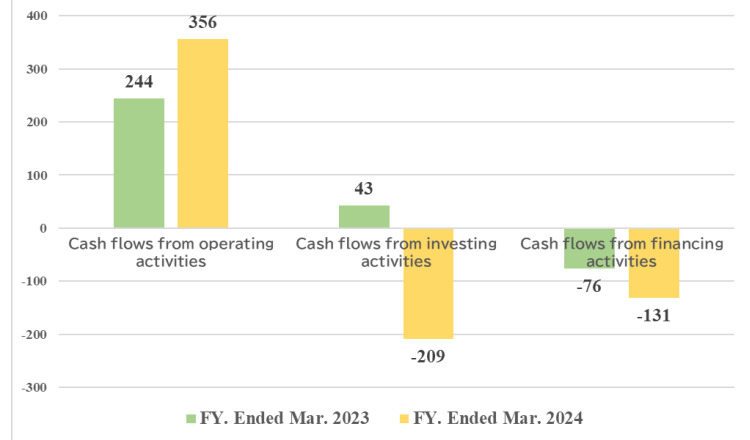
Balance Sheet<FY ended Mar. 2024: Results (year-on-year)>

Total Assets 4,295 (+363)



Cash flows

	FY. Ended Mar. 2023	FY. Ended Mar. 2024
Cash flows from operating activities	244	356
Cash flows from investing activities	43	-209
Free Cash Flow	287	147
Cash flows from financing activities	-76	-131
Cash and cash equivalents at end of period	751	774



II. Results and Situation of Major Consolidated Subsidiaries

Trends in net sales and stage income (FY ending Mar. 2024)

(millions of yen)

Individual stage income	Net sales								Operating income							
	1Q	2Q	3Q	4Q	1H	2H	Full year	year-on-year %	1Q	2Q	3Q	4Q	1H	2H	Full year	year-on-year %
Maruichi Steel Tube	30,951	31,072	31,946	31,400	62,023	63,347	125,370	-1.0%	4,890	4,757	4,874	4,505	9,647	9,379	19,026	-5.7%
Maruichi Stainless Tube Co., Ltd.	7,857	6,804	6,551	6,647	14,661	13,091	27,752	-9.1%	1,195	852	899	874	2,047	1,773	3,820	-29.4%
Other domestic subsidiaries*1	3,783	3,734	4,107	3,702	7,517	7,809	15,326	73.1%	511	489	610	91	1,000	701	1,701	-6.7%
LEAVIT (North America)	6,538	6,818	6,132	5,441	13,356	11,573	24,929	-14.9%	718	1,296	-32	-707	2,014	-739	1,275	56.8%
MNT (North America)	1,167	1,125	1,174	1,200	2,292	2,374	4,666	-7.4%	91	187	-35	-91	278	-126	152	
MAC (North America)	3,545	4,232	3,762	3,612	7,777	7,374	15,151	-12.6%	365	1,000	407	452	1,365	859	2,224	124.2%
MOST (North America)	2,203	2,497	1,779	1,786	4,700	3,565	8,265	-4.6%	126	477	-33	-97	603	-130	473	
MMX (Mexico)	1,087	1,150	1,345	1,342	2,237	2,687	4,924	24.0%	206	234	322	326	440	648	1,088	34.3%
SUNSCO (Vietnam)*2	7,989	8,600	9,581	10,240	16,589	19,821	36,410	6.1%	772	280	1,050	1,061	1,052	2,111	3,163	
KUMA (India)	2,810	3,203	3,067	3,646	6,013	6,713	12,726	16.1%	263	279	263	355	542	618	1,160	3.1%
Other overseas subsidiaries	326	289	415	621	615	1,036	1,651	74.5%	62	25	70	147	87	217	304	1347.6%
Consolidated adjustments	-1,176	-1,431	-1,439	-1,921	-2,607	-3,253	-5,860		132	61	36	196	193	232	425	
Total	67,080	68,093	68,420	67,717	135,173	136,137	271,310	-0.8%	9,331	9,937	8,431	7,112	19,268	15,543	34,811	16.0%

*1 Toyo Superior Steel Tube Works Ltd. is included in “Other domestic subsidiaries” from the first quarter of the year ending March 31, 2024.

*2 The figures for SUNSCO (Vietnam) are a total of the Ho Chi Minh and Hanoi operations.

*3 Other overseas subsidiaries are MPST (Philippines) and MST-X (Texas).

Trends in stage income (FY ending Mar. 2024)

(millions of yen)

Individual stage income	Ordinary income								Net income							
	1Q	2Q	3Q	4Q	1H	2H	Full year	year-on-year %	1Q	2Q	3Q	4Q	1H	2H	Full year	year-on-year %
Maruichi Steel Tube	7,809	5,757	6,023	7,352	13,566	13,375	26,941	7.4%	6,215	4,162	4,010	5,931	10,377	9,941	20,318	9.1%
Maruichi Stainless Tube Co., Ltd.	1,197	856	895	909	2,053	1,804	3,857	-28.8%	795	559	615	648	1,354	1,263	2,617	-29.7%
Other domestic subsidiaries*1	963	524	642	108	1,487	750	2,237	-5.6%	682	365	445	106	1,047	551	1,598	-4.1%
LEAVIT (North America)	761	1,345	25	-645	2,106	-620	1,486	52.3%	505	818	-19	-342	1,323	-361	962	-0.9%
MNT (North America)	91	187	-35	-91	278	-126	152		91	187	-35	-91	278	-126	152	
MAC (North America)	407	1,062	476	644	1,469	1,120	2,589	124.5%	293	764	338	493	1,057	831	1,888	127.2%
MOST (North America)	124	493	-26	-95	617	-121	496		124	493	-26	-95	617	-121	496	
MMX (Mexico)	225	263	303	351	488	654	1,142	39.1%	152	241	245	347	393	592	985	50.8%
SUNSCO (Vietnam)*2	712	325	997	973	1,037	1,970	3,007	689.2%	646	322	994	944	968	1,938	2,906	749.7%
KUMA (India)	315	256	292	419	571	711	1,282	19.4%	240	195	214	320	435	534	969	20.8%
Other overseas subsidiaries	94	76	82	205	170	287	457	1728.0%	94	54	81	192	148	273	421	1584.0%
Affiliated companies accounted for by the equity method	91	108	362	132	199	494	693	-49.2%	91	108	362	132	199	494	693	-49.2%
Consolidated adjustments	-2,497	-495	-448	-2,544	-2,992	-2,992	-5,984		-3,158	-940	-870	-2,924	-4,098	-3,794	-7,892	
Total	10,292	10,757	9,588	7,718	21,049	17,306	38,355	11.4%	6,770	7,328	6,354	5,661	14,098	12,015	26,113	8.1%

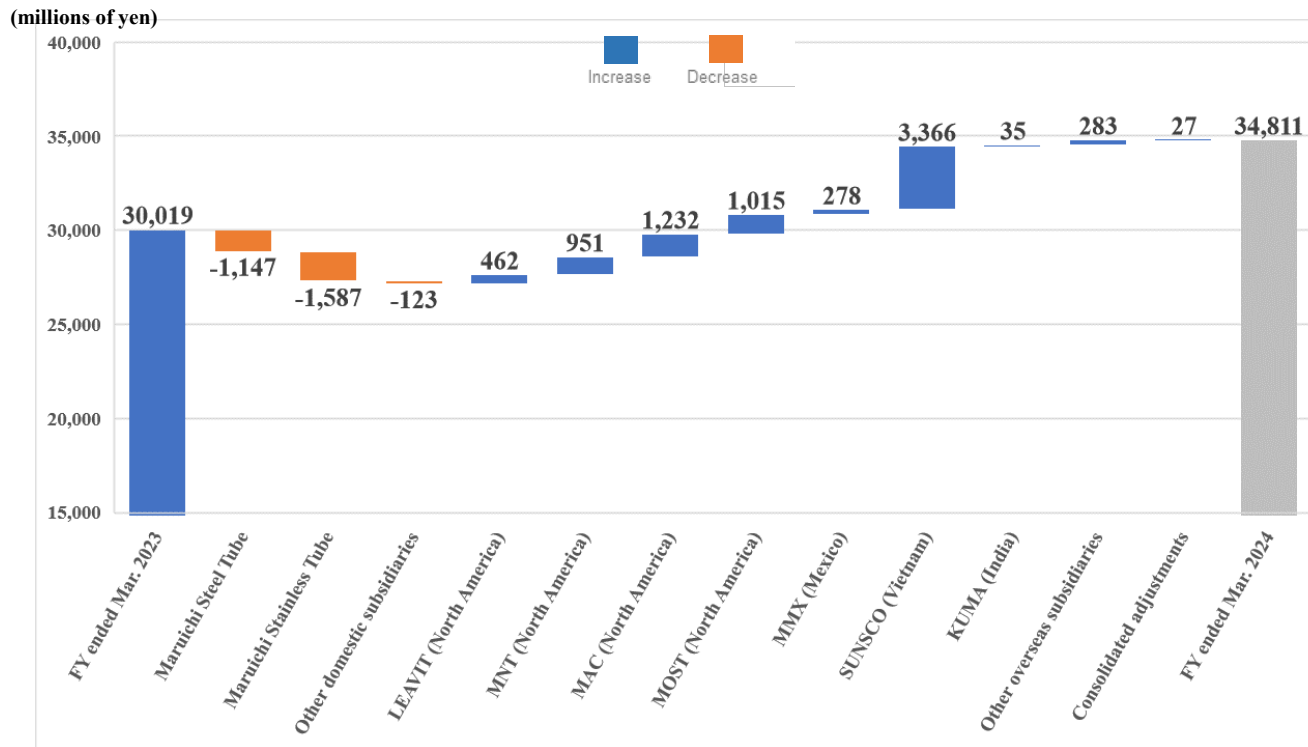
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*2 The figures for SUNSCO (Vietnam) are a total of the Ho Chi Minh and Hanoi operations.

*3 Other overseas subsidiaries are MPST (Philippines) and MST-X (Texas).

Factors contributing to changes in consolidated operating income

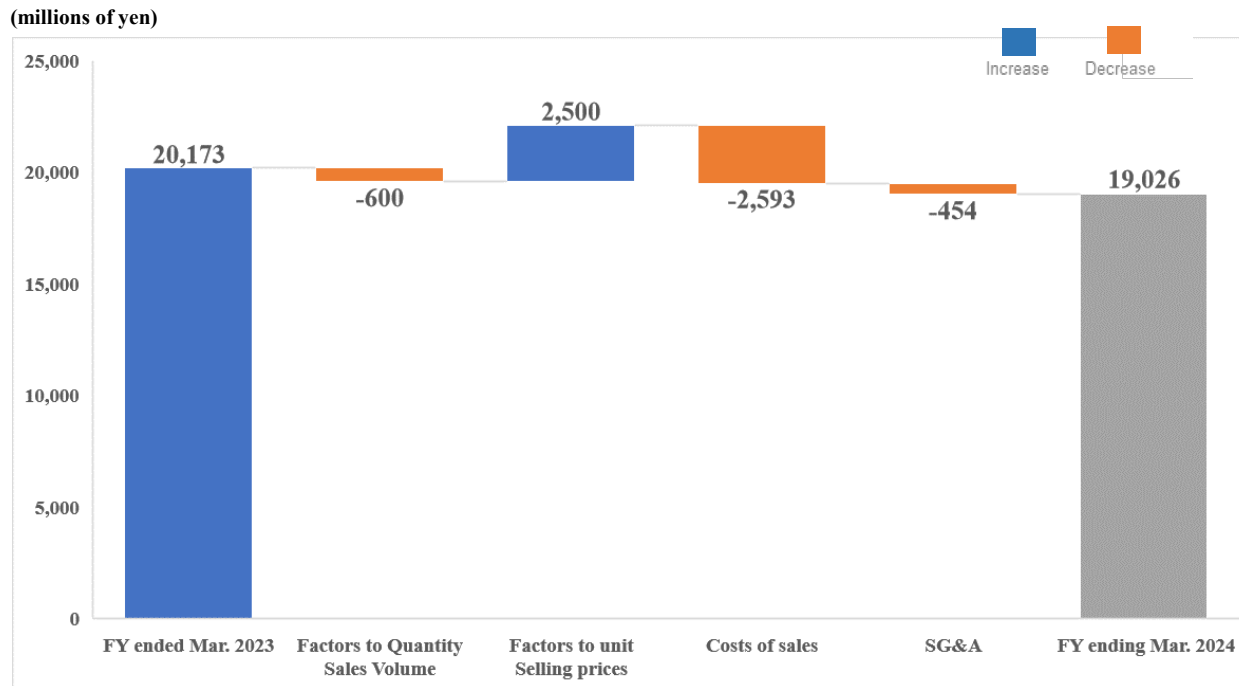
(FY ended Mar. 2023: Results → FY ending Mar. 2024: Results)



➤ Operating income of subsidiaries except for SUNSCO(Hanoi) recovered from drop in previous year.

Factors contributing to changes in non-consolidated operating income

(FY ended Mar. 2023: Results → FY ending Mar. 2024: Results)



- Sales volume was 688,645MT and decreased by 3.0%. Despite efforts to raise product prices, operating income decreased by 5.7 due to rising cost such as labor costs and logistics costs.

Trend in shipment volumes on a non-consolidated basis and overseas

(Unit : ton)

Sales volume		Quarterly basis										year-on-year %
		Year ended Mar. 2023					Year ended Mar. 2024					
		1Q	2Q	3Q	4Q	Full year	1Q	2Q	3Q	4Q	Full year	
Maruichi Steel Tube	For construction structures	114,962	103,874	102,519	97,950	419,305	104,500	99,148	99,221	96,629	399,498	-4.7%
	For machine structures	32,957	34,574	36,686	35,839	140,056	34,055	34,706	38,383	34,129	141,273	0.9%
	Other	40,511	33,913	38,652	36,732	149,808	33,211	36,545	37,992	40,128	147,876	-1.3%
	Total	188,430	172,361	177,857	170,521	709,169	171,766	170,399	175,595	170,885	688,645	-3.0%
Overseas	North America (4 companies)	60,612	68,171	55,303	54,461	238,547	70,065	65,205	60,755	59,759	255,784	7.2%
	MMX (Mexico)	2,837	2,906	2,836	2,689	11,268	3,402	3,406	3,776	3,723	14,307	27.0%
	SUNSCO (Vietnam)	54,621	56,228	46,444	49,914	207,207	55,867	55,842	64,184	68,453	244,346	17.9%
	KUMA (India)	7,614	8,577	7,553	7,619	31,364	8,165	9,022	8,392	9,596	35,176	12.2%
	Other	666	706	1,083	1,397	3,852	1,230	1,110	1,551	2,269	6,160	60.0%
	Total	126,350	136,588	113,220	116,080	492,238	138,730	134,585	138,658	143,800	555,773	12.9%
Maruichi Steel Tube & Overseas Total		314,780	308,949	291,077	286,601	1,201,407	310,496	304,984	314,253	314,685	1,244,418	3.5%

- Unconsolidated Sales Volume (MT) remains slow due to low business activities of small – mid size construction projects. Structural Tube sales volume decreased by 4.7%.
- Automotive Sales remained flat. (0.9% increase)
- Overall sales volume increased by 3.5% thanks to strong off-shore operations.

Maruichi Kohan Ltd.

(millions of yen)

Trends in business performance	FY ended Feb. 2023: Results					FY ended Feb. 2024: Results					
	1Q	2Q	3Q	4Q	Full year	1Q	2Q	3Q	4Q	Full year	year-on-year %
Net sales	11,505	11,339	12,433	11,672	46,949	12,022	11,581	11,915	10,912	46,430	-1.1%
Operating income	211	383	435	224	1,253	339	263	250	76	928	-25.9%

- Sales volume decreased by 2.6%. Revenue decreased by 1.1% despite sales price increase.
- Operating Income ¥325 million (▲25.9%) mainly due to inventory write off. (Previous year +¥333 million vs ▲¥110 million this year)
- Cut Column sales decreased by 3.2%. Will keep promoting utilizing 12 operating locations.
- Maruichi Group sponsors 2025 Osaka Expo.



Maruichi Stainless Tube Ltd.

(millions of yen)

Trends in business performance	FY ended Mar. 2023: Results					FY ended Mar. 2024: Results					
	1Q	2Q	3Q	4Q	Full year	1Q	2Q	3Q	4Q	Full year	year-on-year %
Net sales	6,108	7,775	8,526	8,123	30,532	7,857	6,804	6,551	6,540	27,752	-9.1%
Operating income	1,124	1,113	1,891	1,278	5,407	1,195	852	899	874	3,820	-29.4%

- Semiconductor/Memory Market hit the bottom and started seeing some recovery but the major chip manufacturers remain cautious. BA pipe sales has not recovered yet.
- Stainless Pipe Consumption remains slow due to slower domestic petro plant operations. Not much new investment activities. Off-Shore market continue to adjust its high inventory and inquiries are slow.



New Investments for Growth

- Acquired a property adjacent to the existing Shimonoseki plant (Maruichi Stainless Tube) [press release 4.24.2024](#)

<Intention of this investment>

Based on our new 3 years business plan released on April 5, 2024, we will intend to expand our stainless pipe business by securing a property adjacent to the existing Shimonoseki plant.

<Overview of New Property>

Name of the asset : Estate(Land & Buildings)

Location : 1-13・3-13, Chofuminatomachi, Shimonoseki city, YAMAGUCHI, JAPAN

Asset Overview : Land area<326,254,22 m²> Building Area・ Office <Approx.3,755m²> etc

Acquisition price : Approx. 3,767 million yen

<Date of Acquisition (scheduled) >

Contract signed : 30. April, 2024

Title Change: 24. May 2024 (schedule)

<Outline of the other party>

Name of the company: The Chugoku Electric Power Co.,Inc.

Address : Head Office 4-33 Komachi,Naka-ku,Hiroshima-shi,Hiroshima 730-8701,Japan

Representative : Nakagawa Kengo Representative Director President & Chief Executive Officer

Company's Main Business : Generation, transmission, and distribution of electric power

Date of Establishment : May 1,1951

Paid-in Capital : 197,024 million yen

<Future Prospects>

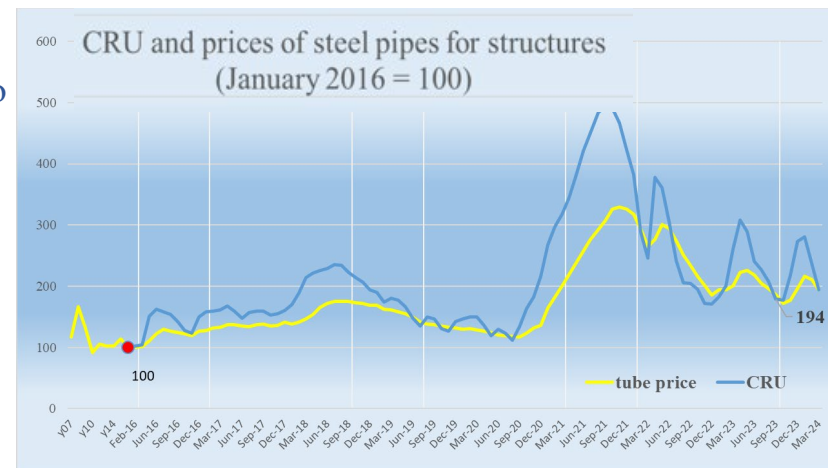
The impact from this property acquisition to our business ending March 2025 is expected little. We will report events that needs to be notified should it happen.

LEAVITT • MNT (North America)

(US \$ thousand)

Trends in business performance	FY ended Dec. 2022: Results					FY ended Dec. 2023: Results					
	1Q	2Q	3Q	4Q	Full year	1Q	2Q	3Q	4Q	Full year	year-on-year %
Net sales	73,607	79,020	56,784	47,097	256,508	57,130	56,682	49,068	42,739	205,619	-19.8%
Operating income	3,022	7,607	-2,404	-6,119	2,107	6,211	10,974	-794	-4,747	11,644	452.6%

- CRU price hit the bottom in September and continued to increase until the end of the year. The lead time of Hot Rolled Coil is short.
- Due to the election year, the market maintains ‘watch and see’ position. We do not expect significant market activities.

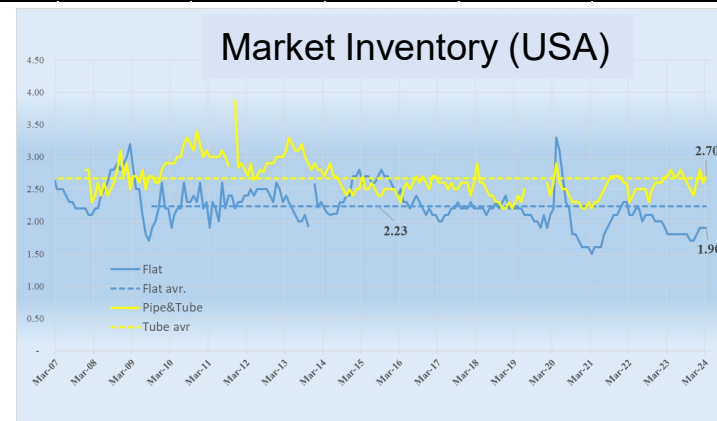


MAC・MOST(North America)

(US \$ thousand)

Trends in business performance	FY ended Dec. 2022: Results					FY ended Dec. 2023: Results						
	1Q	2Q	3Q	4Q	Full year	1Q	2Q	3Q	4Q	Full year	year-on-year %	
<u>MAC</u>												
Net sales	33,443	43,170	30,822	23,765	131,200	26,624	30,702	25,665	23,901	106,892	-18.5%	
Operating income	1,710	5,809	1,787	-1,901	7,405	2,760	7,360	2,707	2,830	15,657	111.4%	
<u>MOST</u>												
Net sales	19,801	21,382	12,698	9,709	63,590	16,097	17,737	11,604	11,548	56,986	-10.4%	
Operating income	-145	706	-586	-4,898	-4,923	951	3,522	-348	-486	3,639	—	

- Since the bottom of market occurred in September, the supply chain did not have too much inventory toward the end of the year. This helped the market remain steady.
- Demand exists. We do not expect big supplies from the market for a while.



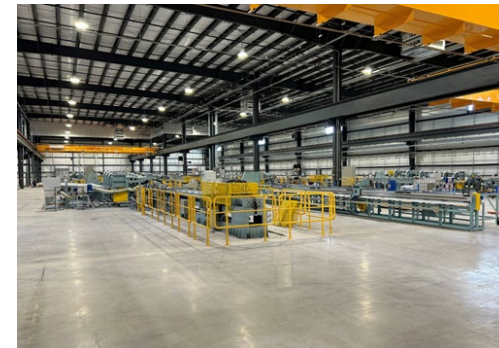
New Investments for Growth

MST-X (Texas, USA)

Maruichi Stainless Tube Texas Corporation

- 90,000 pieces / month
- ¥7,300 million investment in 2023
- Approximately 1.45 million sq-ft (Approximately 160,000 sq-ft building)

- Construction and Equipment Installation finished
- Sample Production for Quality Assurance started
- Started recruiting



MMX (Mexico)

(US \$ thousand)

Trends in business performance	FY ended Dec. 2022: Results					FY ended Dec. 2023: Results					
	1Q	2Q	3Q	4Q	Full year	1Q	2Q	3Q	4Q	Full year	year-on-year %
Net sales	8,132	7,954	7,504	6,617	30,207	8,213	8,376	9,344	9,099	35,032	16.0%
Operating income	2,413	1,980	1,382	1,056	6,831	1,740	1,882	2,419	2,204	8,245	20.7%

- OEM Production in the 4Q increased by 16%.
- GDP growth of Mexico increased by 3.3%. Near-Shoring helped new investments and constructions. (Construction segment increased by 24.4%)
- UAW (United Auto Workers Union) and BIG 3 resulted in the biggest increase (25% wage increase in 4.5 years) , which will impact Mexico workers' wage.
- EV production cost increased by 30%, which will have to face to a fierce competition against Chinese EV industries.



No. 2 location in Mexico
Monterrey, Nuevo Leon State
2025 operational (plan)

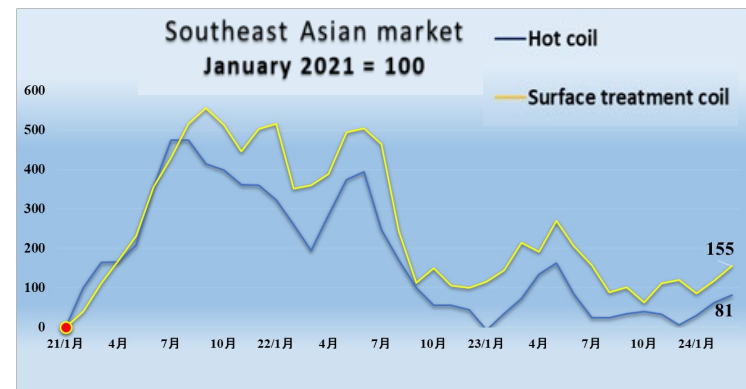
SUNSCO (Vietnam)

(US \$ thousand)

Trends in business performance	FY ended Dec. 2022: Results					FY ended Dec. 2023: Results					
	1Q	2Q	3Q	4Q	Full year	1Q	2Q	3Q	4Q	Full year	year-on-year %
Net sales	73,504	75,974	57,006	54,657	261,141	60,306	62,579	66,447	69,705	259,037	-0.8%
Operating income	3,564	122	-13,473	-1,345	-11,132	4,212	340	5,801	5,595	15,948	—

The figures for SUNSCO (Vietnam) are a total of the Ho Chi Minh and Hanoi operations.

- Hot Rolled Coil market hit the bottom in October thanks to the US market. Most of Vietnamese mills increased export to the US and Mexico. (\$60/MT increase during Nov – Dec)
- 4Q sales volume increased by 37% (68k MT) thanks to the US and Mexico export
- Sales volume increased by 18%. Operating income recovered.

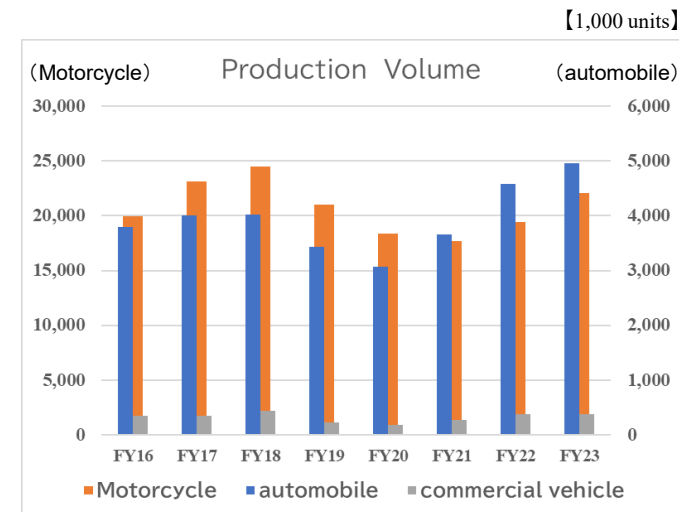


KUMA (India)

(US \$ thousand)

Trends in business performance	FY ended Mar. 2023: Results					FY ended Mar. 2024: Results					
	1Q	2Q	3Q	4Q	Full year	1Q	2Q	3Q	4Q	Full year	year-on-year %
Net sales	19,797	22,357	19,351	20,436	81,941	20,787	22,550	21,108	24,624	89,069	8.7%
Operating income	1,908	2,415	1,893	2,006	8,222	1,904	2,045	1,826	2,220	7,995	-2.8%

- Automotive production remains strong especially SUV sales. 6.8% increase compared to the previous year. Mid-Large Size Automotive is also strong. 3.4% increase. Automotive production capacity continues to grow.
- Motorcycle sales remains reasonable. 10.3% increase compared to the previous year.
- EV penetration is approximately 5% (motorcycle) and 2% (automotive). Do not see a rapid growth.



III. Recognition of Current Business Environment

DOMESTIC

COIL

PIPE & TUBE

- Our main target market is for construction use. Large warehouse and data center buildings are still strong but mid-small size construction projects are still slow. Overall market is calm.
- Imports from China is affecting the domestic market. 28% increase compared to the previous year with very competitive price.
- We will focus to the roof and wall application steel sheets for large warehouse.
- Construction・・・There are many projects planned but higher construction costs and lack of labor force do not help the commissioning the construction. Many projects is forced to be postponed.
- Automotive・・・Due to quality assurance scandal and earthquake impact of Noto, production was significantly decreased. This is expected to recover in April.
- Agriculture・・・Slow activity. Not many projects are seen and expected to remain slow in 2024.
- Ship building・・・Most of ship yards hold approximately 2 years backlog. Due to the shortage of labor force, they cannot increase production rate. Steel consumption is expected to be almost the same as 2023.
- Construction Equipment・・・North Americas' demand decreased. Mini size demand is increasing but large size (20 ton class) are struggling.

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- Demand still remains. Not much change in demand and supply balance.
- Market was slow for a while until September and kept improved toward the end of year starting October. Market is stable and do not see too much decrease in booking either.
- Although not much inventory write off risks persists, we will continue to monitor our inventory level.

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- Chinese market slowed down in late 2023. Slow market activities especially construction business and real estate segment. Export remains aggressive through automotive and appliance segments.
- Japanese OEM struggles while the Chinese domestic EV manufactures such as BYD sales significantly increases. Overall automotive price is decreasing. Japanese OEM's need to follow and try to increase sales.
- Chinese mills are exporting more due to slower domestic demand. Domestic steel price is soft.

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- GDP growth in 2023 was 5.05% (the government projection was 6.5%). ASEAN average is 4.3%.
- Motorcycle sales decreased by 16% in 2023 (2.52 M units) mainly due to slower market activity.
- Real Estate segment is recovering thanks to lower interest rate, financial help and simpler project application procedure.

IV. Earnings Forecasts for the Year Ending March 31, 2025

Forecasts

- Revenue improve slightly. Operating Profit slightly decrease.

(millions of yen)

Consolidated	FY ended Mar. 2024: Results			FY ended Mar. 2025: Forecasts			year-on-year			year-on-year (%)		
	1H	2H	Full year	1H	2H	Full year	1H	2H	Full year	1H	2H	Full year
Net sales	135,173	136,137	271,310	138,500	141,500	280,000	3,327	5,363	8,690	2.5%	3.9%	3.2%
Operating income	19,268	15,543	34,811	16,000	18,200	34,200	-3,268	2,657	-611	-17.0%	17.1%	-1.8%
Ordinary income	21,049	17,306	38,355	17,500	18,700	36,200	-3,549	1,394	-2,155	-16.9%	8.1%	-5.6%
Net income attributable to owners of parent	14,098	12,015	26,113	11,900	12,400	24,300	-2,198	385	-1,813	-15.6%	3.2%	-6.9%

ROE : 6.9%

Forecasts : Net sales - Operating income by segment

(millions of yen)

Net sales	FY ended Mar. 2024: Results			FY ended Mar. 2025: Forecasts			year-on-year			year-on-year (%)		
	1H	2H	Full year	1H	2H	Full year	1H	2H	Full year	1H	2H	Full year
Japan	81,697	81,098	162,795	81,965	86,272	168,237	268	5,174	5,442	0.3%	6.4%	3.3%
North America	30,827	28,039	58,866	30,024	29,043	59,067	-803	1,004	201	-2.6%	3.6%	0.3%
Asia	22,648	27,000	49,648	26,511	26,185	52,696	3,863	-815	3,048	17.1%	-3.0%	6.1%
Total	135,173	136,137	271,310	138,500	141,500	280,000	3,327	5,363	8,690	2.5%	3.9%	3.2%
Operating income	FY ended Mar. 2024: Results			FY ended Mar. 2025: Forecasts			year-on-year			year-on-year (%)		
	1H	2H	Full year	1H	2H	Full year	1H	2H	Full year	1H	2H	Full year
Japan	12,754	11,964	24,718	10,699	12,627	23,326	-2,055	663	-1,392	-16.1%	5.5%	-5.6%
North America	4,595	345	4,940	2,922	2,487	5,409	-1,673	2,142	469	-36.4%	620.9%	9.5%
Asia	1,694	2,999	4,693	2,237	2,830	5,067	543	-169	374	32.1%	-5.6%	8.0%
Reconciliations	224	235	459	142	256	398	-82	21	-61	—	—	—
Total	19,268	15,543	34,811	16,000	18,200	34,200	-3,267	2,657	-610	-17.0%	17.1%	-1.8%

Break down

(millions of yen)

Individual stage income	Net sales									Operating income							
	FY ended Mar. 2024: Results			FY ended Mar. 2025: Forecasts			Full year			FY ended Mar. 2024: Results			FY ended Mar. 2025: Forecasts			Full year	
	1H	2H	Full year	1H	2H	Full year	year-on-year	year-on-year(%)	1H	2H	Full year	1H	2H	Full year	year-on-year	year-on-year(%)	
Maruichi Steel Tube	62,023	63,347	125,370	64,395	67,262	131,657	6,287	5.0%	9,647	9,379	19,026	8,424	9,381	17,805	-1,221	-6.4%	
Maruichi Stainless Tube Co., Ltd.	14,661	13,198	27,752	13,407	15,134	28,541	789	2.8%	2,047	1,773	3,820	1,170	2,100	3,270	-550	-14.4%	
Other domestic subsidiaries*1	7,517	7,809	15,326	7,225	7,446	14,671	-655	-4.3%	1,000	701	1,701	1,105	1,146	2,251	550	32.3%	
LEAVIT(North America)	13,356	11,573	24,929	12,209	12,724	24,933	4	0.0%	2,014	-739	1,275	457	791	1,248	-27	-2.1%	
MNT(North America)	2,292	2,374	4,666	2,012	2,242	4,254	-412	-8.8%	278	-126	152	61	59	120	-32	-21.1%	
MAC(North America)	7,777	7,374	15,151	8,470	7,265	15,735	584	3.9%	1,365	859	2,224	1,383	859	2,242	18	0.8%	
MOST(North America)	4,700	3,565	8,265	4,345	3,981	8,326	61	0.7%	603	-130	473	321	441	762	289	61.1%	
MST-X(North America)*3	0	0	0	0	136	136	136		-34	-58	-92	-81	-247	-328	-236		
MMX(Mexico)	2,237	2,687	4,924	2,988	2,695	5,683	759	15.4%	440	648	1,088	781	584	1,365	277	25.5%	
SUNSCO(Vietnam)*2	16,589	19,821	36,410	18,583	18,228	36,811	401	1.1%	1,052	2,111	3,163	1,169	1,827	2,996	-167	-5.3%	
KUMA(India)	6,013	6,713	12,726	6,717	6,717	13,434	708	5.6%	542	618	1,160	684	684	1,368	208	17.9%	
MPST(Philippines)*3	615	1,036	1,651	1,211	1,240	2,451	800	48.5%	121	275	396	384	319	703	307	77.5%	
Reconciliations	-2,607	-3,253	-5,967	-3,062	-3,570	-6,632	-772	11.1%	193	232	425	142	256	398	-27	-6.4%	
Total	135,173	136,137	271,310	138,500	141,500	280,000	8,690	3.2%	19,268	15,543	34,811	16,000	18,200	34,200	-611	-1.8%	

*1 Toyo Superior Steel Tube Works Ltd. is included in “Other domestic subsidiaries” from the first quarter of the year ending March 31, 2024.

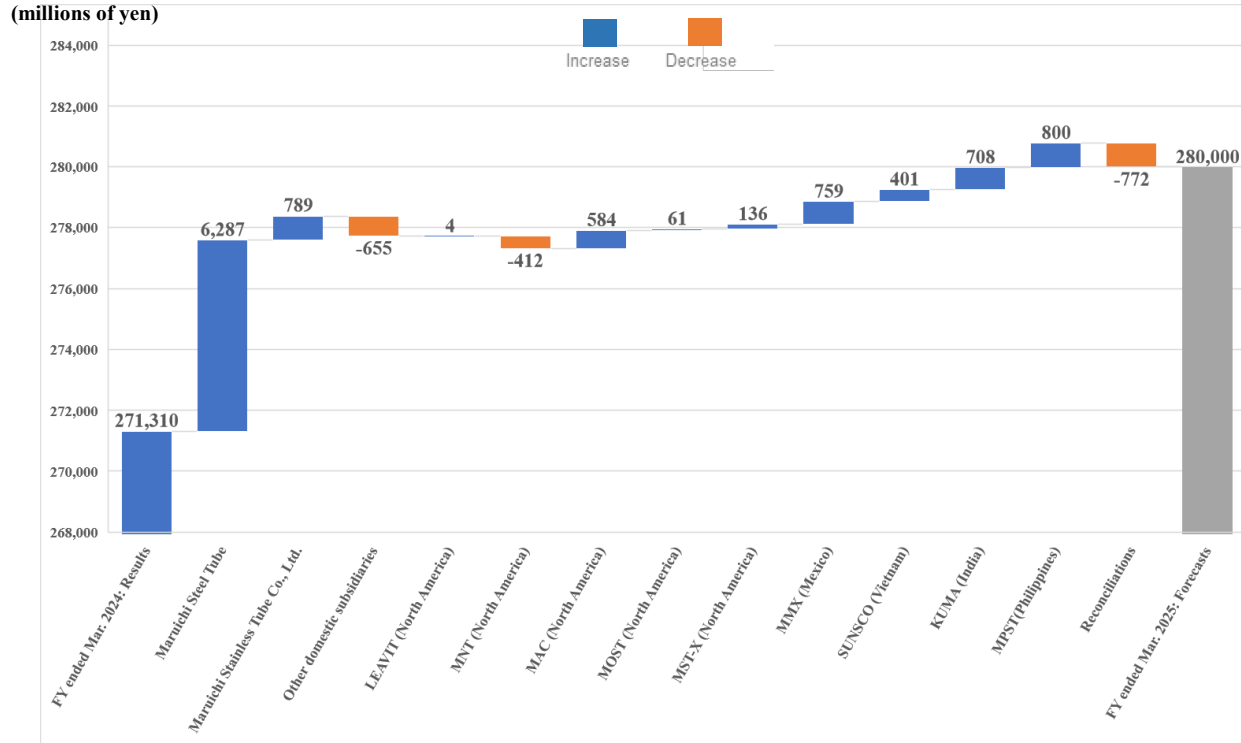
*2 The figures for SUNSCO (Vietnam) are a total of the Ho Chi Minh and Hanoi operations.

*3 MPST (Philippines) and MST-X (Texas), which were listed as other overseas subsidiaries, are listed separately, and MST-X is included in the North America segment.

Factors contributing to changes in consolidated net sales

(FY ended Mar. 2024: Results → FY ending Mar. 2025: Forecasts)

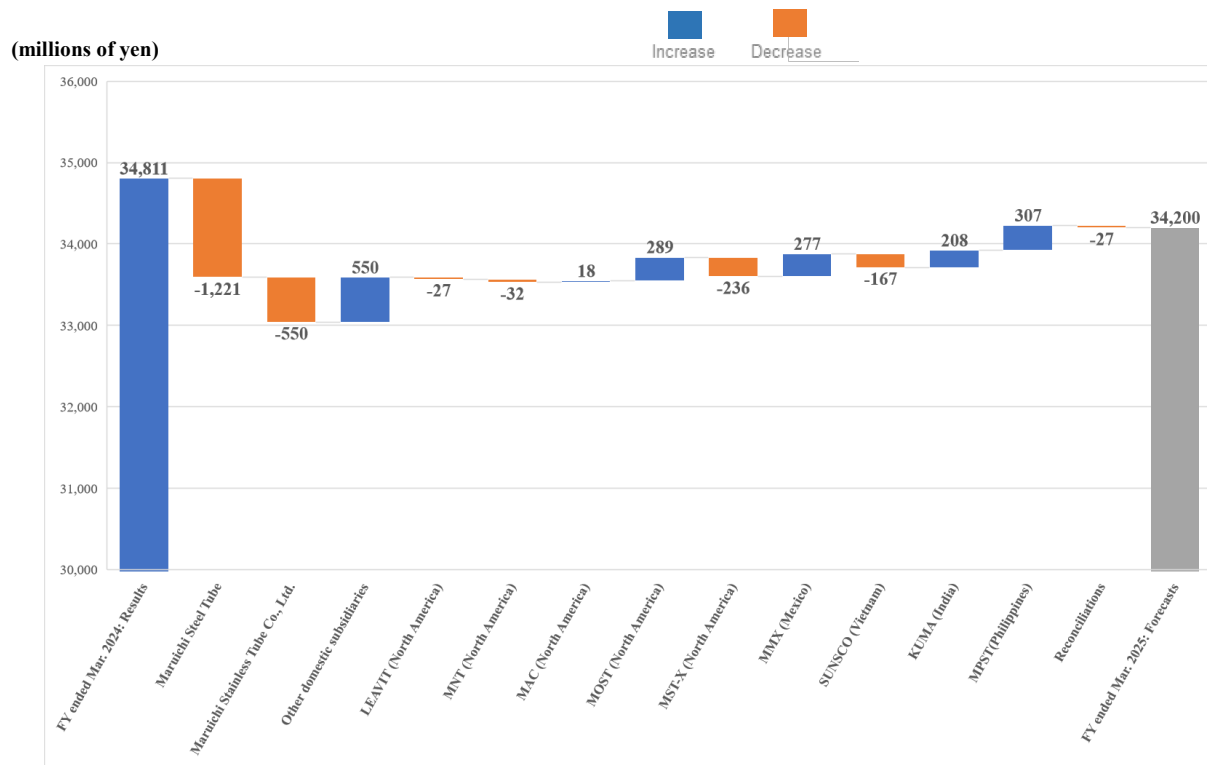
- Revenue increases for most of business units. Especially automotive and motorcycle segments (MMX, KUMA, MPST) improves.



Factors contributing to changes in consolidated operating income

(FY ended Mar. 2024: Results → FY ending Mar. 2025: Forecasts)

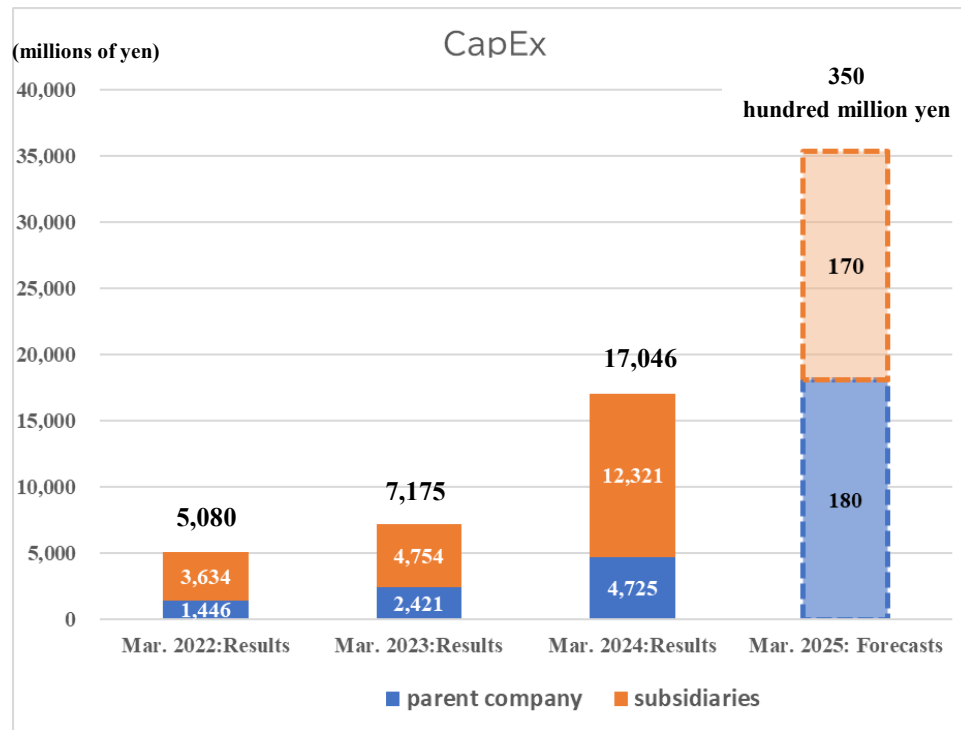
- Domestic Operating Income decreases. MST-X (Texas) ▲¥236 million due to its October starts. (▲¥92 million in 2023.)



CapEx and Depreciation

(millions of yen)

- CapEx in the year ending March 2025 is projected to be twice as the previous year, mainly due to the investment for the growth business segments.



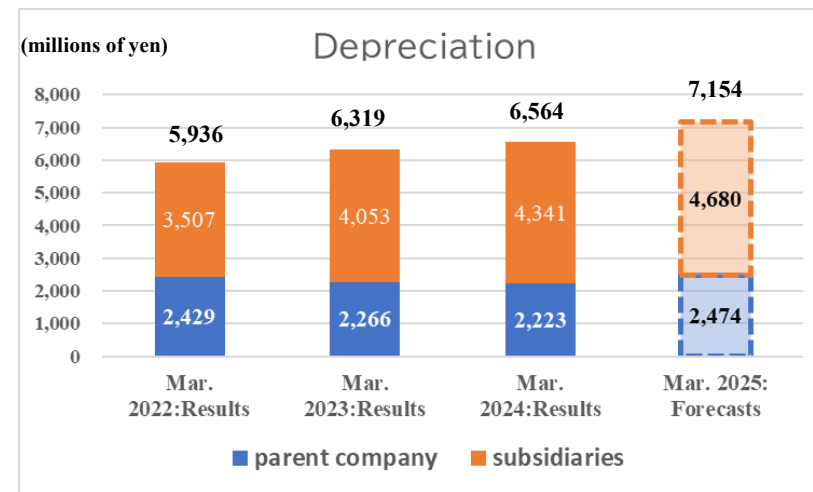
<Major Projects>

■ Stainless Projects

220 hundred million yen

■ MMX (Mexico) New Plant in Monterrey etc

27 hundred million yen



Dividend Payout

The year ending March 2024

- ¥131/annualized
¥6.5 more from the forecast thanks to improved profit.

¥21 more from the original projection

- 40% payout (consolidated basis)

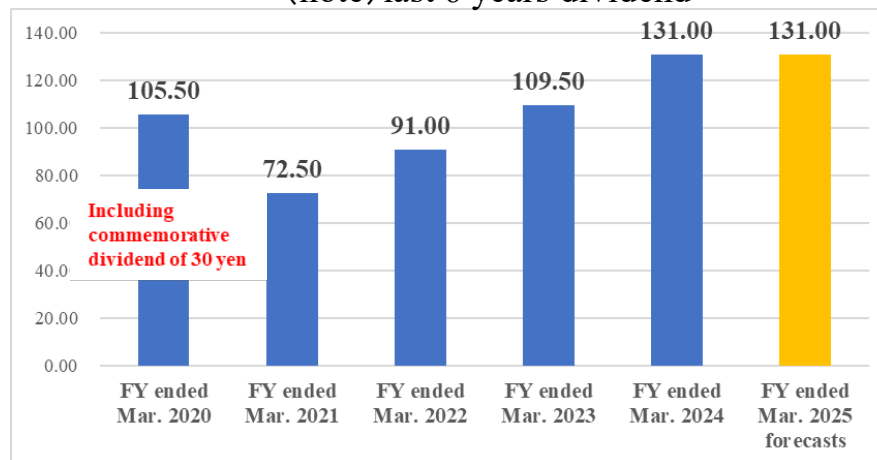
The year ending March 2025 Forecasts

- Will keep ¥131/annualized

(1H: ¥55・2H: ¥76)

	Dividends per share				
	1Q	2Q	3Q	4Q	Total
Previously announced forecasts (7.Feb 2024)	—	55.00	—	69.50	124.50
Results for the current fiscal year	—	55.00	—	76.00	131.00
previous fiscal year	—	40.00	—	69.50	109.50

(note) last 6 years dividend



Disclaimer

Plans and forward-looking statements herein are based on the Company's judgment drawn from currently available information. Please note that actual results may differ significantly from such plans and forward-looking statements due to various important factors.