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Supplementary Materials for the Three Months Ended June 30, 2023

TSUBAKIMOTO KOGYO CO., LTD.

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Summary Quarterly Consolidated Balance Sheet

As of Jun. 30, 2023 (Millions of Yen)			Change from Mar. 31, 2023	
Current assets64,818			-6,231	
Cash and deposits	18,770	-4,157		
Trade receivables	38,246	-2,700		
Inventories	4,283	+140		
Other	3,517	+485		
Non-current assets14,884			+1,460	
Property, plant and equipment	2,058	+3		
Intangible assets	387	+30		
Investments and other assets	12,438	+1,427		
(Investment securities)	11,279	+1,454		
Total assets	79,702	-4,772		
Current liabilities41,181			-6,549	
Trade payables	35,213	-6,366		
Advances received	4,937	+720		
Other	1,030	-901		
Non-current liabilities3,216			+512	
Long-term borrowings	0	0		
Retirement benefit liability	1,830	+26		
Deferred tax liabilities	787	+457		
Other	597	+29		
Net assets35,304			+1,265	
Shareholders' equity	30,707	+252		
Accumulated other comprehensive income	4,380	+1,030		
Non-controlling interests	215	-18		
Total liabilities and net assets79,702			-4,772	

Summary Quarterly Consolidated Statement of Income (Three month comparison)

FY2024

(Millions of Yen)

	1 Q
Net sales	26,103
Cost of sales	22,022
Gross profit	4,080
Selling, general and administrative expenses	2,803
Operating profit	1,277
Non-operating income	196
Non-operating expenses	20
Ordinary profit	1,453
Extraordinary income	0
Extraordinary losses	0
Profit before income taxes	1,453
Total income taxes	446
Profit (loss) attributable to non-controlling interests	(4)
Profit attributable to owners of parent	1,011

Total
26,103
22,022
4,080
2,803
1,277
196
20
1,453
0
0
1,453
446
(4)
1,011

FY2023

(Millions of Yen)

	1 Q
Net sales	22,830
Cost of sales	19,468
Gross profit	3,361
Selling, general and administrative expenses	2,542
Operating profit	819
Non-operating income	168
Non-operating expenses	13
Ordinary profit	974
Extraordinary income	0
Extraordinary losses	0
Profit before income taxes	974
Total income taxes	305
Profit (loss) attributable to non-controlling interests	(0)
Profit attributable to owners of parent	669

Total
22,830
19,468
3,361
2,542
819
168
13
974
0
0
974
305
(0)
669

Change

(Millions of Yen)

	1 Q
Net sales	3,273
Cost of sales	2,554
Gross profit	719
Selling, general and administrative expenses	261
Operating profit	458
Non-operating income	28
Non-operating expenses	7
Ordinary profit	479
Extraordinary income	0
Extraordinary losses	0
Profit before income taxes	479
Total income taxes	141
Profit (loss) attributable to non-controlling interests	(4)
Profit attributable to owners of parent	342

Total
3,273
2,554
719
261
458
28
7
479
0
0
479
141
(4)
342

Rate of change

(%)

	1 Q
Net sales	114.3
Cost of sales	113.1
Gross profit	121.4
Selling, general and administrative expenses	110.3
Operating profit	156.0
Non-operating income	
Non-operating expenses	
Ordinary profit	149.2
Extraordinary income	
Extraordinary losses	
Profit before income taxes	149.2
Total income taxes	
Profit (loss) attributable to non-controlling interests	
Profit attributable to owners of parent	151.0

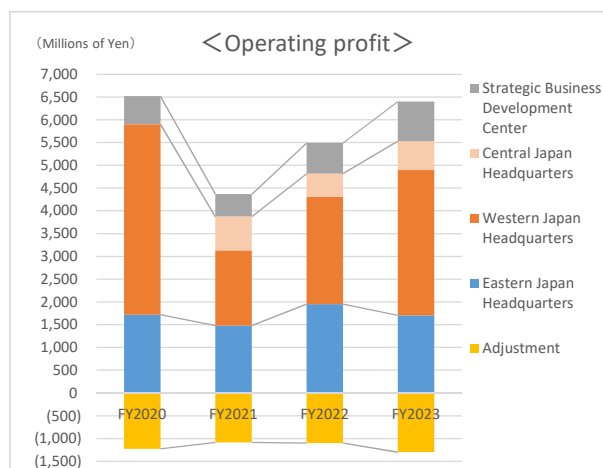
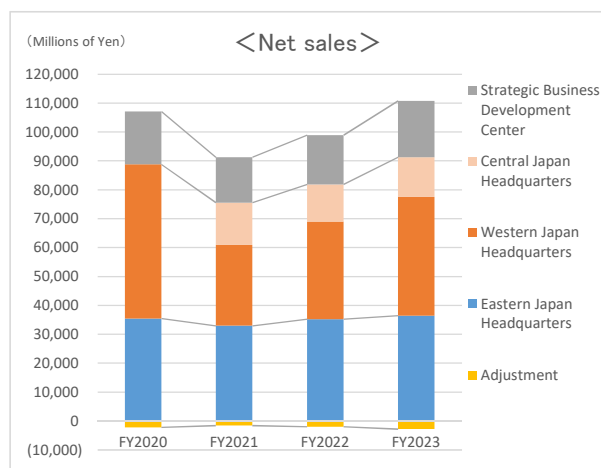
Total
114.3
113.1
121.4
110.3
156.0
149.2
149.2
151.0

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			
Western Japan Headquarters	53,390	27,910	33,775	41,073		9,204	11,332	10,188	10,348	9,217			
Central Japan Headquarters		14,712	12,941	13,766		2,772	3,920	3,060	4,012	3,278			
Strategic Business Development Center	18,330	15,669	16,963	19,490		4,231	4,905	5,091	5,262	5,628			
Adjustment	(2,177)	(1,601)	(1,959)	(2,803)		(388)	(420)	(657)	(1,337)	(1,004)			
Total	104,939	89,646	96,890	107,963		22,830	28,906	26,897	29,329	26,103			
<Operating profit>													
Eastern Japan Headquarters	1,716	1,481	1,954	1,705		229	409	385	682	423			
Western Japan Headquarters	4,182	1,648	2,351	3,189		583	952	863	791	795			
Central Japan Headquarters		744	515	631		43	213	134	241	153			
Strategic Business Development Center	618	494	674	875		184	239	227	225	223			
Adjustment	(1,224)	(1,085)	(1,099)	(1,298)		(222)	(366)	(276)	(434)	(319)			
Total	5,293	3,283	4,396	5,102		819	1,448	1,332	1,503	1,277			

(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.

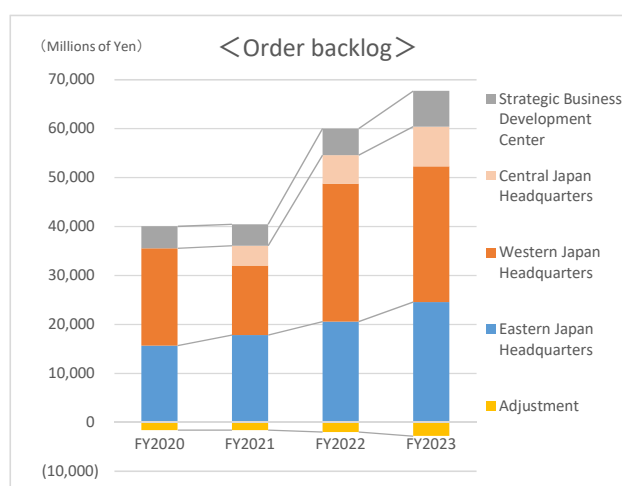
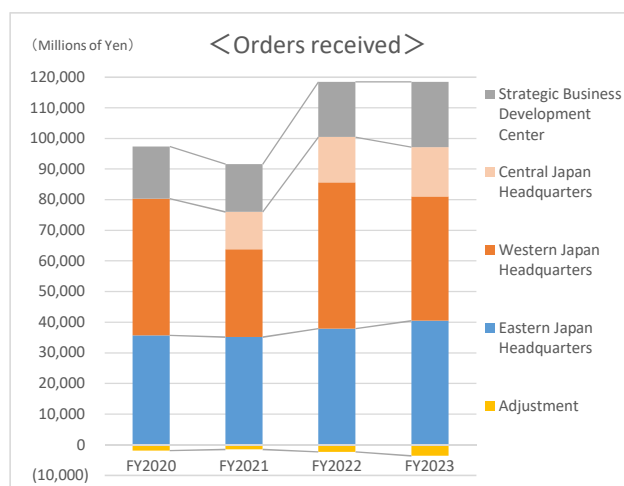


Orders received and order backlog by reportable segment

(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			
Western Japan Headquarters	44,608	28,697	47,790	40,593		10,372	7,645	13,461	9,114	8,801			
Central Japan Headquarters		12,172	14,763	16,040		3,725	3,634	5,326	3,355	3,973			
Strategic Business Development Center	17,118	15,581	17,981	21,354		4,795	4,698	6,426	5,434	5,273			
Adjustment	(1,941)	(1,508)	(2,383)	(3,611)		(1,574)	(691)	(692)	(654)	(534)			
Total	95,439	90,086	116,024	114,837		28,087	26,427	32,748	27,574	26,003			
<Order backlog>													
Eastern Japan Headquarters	15,654	17,839	20,544	24,568		24,302	26,275	25,287	24,568	24,075			
Western Japan Headquarters	19,894	14,167	28,182	27,703		29,350	25,664	28,936	27,703	27,287			
Central Japan Headquarters		4,043	5,864	8,138		6,816	6,530	8,795	8,138	8,833			
Strategic Business Development Center	4,483	4,396	5,414	7,277		5,978	5,771	7,106	7,277	6,922			
Adjustment	(1,605)	(1,580)	(2,004)	(2,813)		(3,190)	(3,461)	(3,495)	(2,813)	(2,343)			
Total	38,427	38,866	58,001	64,875		63,258	60,779	66,630	64,875	64,775			

(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

