Note : This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

Supplementary Materials for the Six Months Ended September 30, 2022

TSUBAKIMOTO KOGYO CO., LTD.

Contents

Summary Quarterly Consolidated Balance Sheet	・・・・・・・・・・	1
Summary Quarterly Consolidated Statement of Cash Flows	・・・・・・・・・・	1
Summary Quarterly Consolidated Statement of Income	・・・・・・・・・・	2
Net sales and operating profit by reportable segment	・・・・・・・・・・	3
Orders received and order backlog by reportable segment	・・・・・・・・・・	4
Net sales by business and region	・・・・・・・・・・	5

Summary Consolidated Balance Sheets

As of Sep. 30, 2022 (Millions of Yen)		Change from Mar. 31, 2022			Change from Mar. 31, 2022
Current assets	61,547	−2,770	Current liabilities	39,960	−3,475
Cash and deposits	17,239	−365	Trade payables	34,019	−2,729
Trade receivables	38,375	−2,969	Advances received	4,338	−559
Inventories	3,153	−122			
Other	2,778	+686	Other	1,601	−186
Non−current assets	12,372	−84	Non−current liabilities	2,458	−117
Property, plant and equipment	1,975	+62	Long−term borrowings	0	0
Intangible assets	223	+117	Retirement benefit liability	1,853	+17
Investments and other assets	10,173	−263	Deferred tax liabilities	50	−141
(Investment securities)	8,975	−294	Other	553	+8
			Net assets	31,501	+739
			Shareholders' equity	28,627	+901
			Accumulated other comprehensive income	2,667	−184
			Non−controlling interests	205	+20
Total assets	73,920	−2,853	Total liabilities and net assets	73,920	−2,853

Summary Consolidated Statement of Cash Flows

(Millions of Yen)	As of Sep. 30, 2022			As of Sep. 30, 2022
Cash flows from operating activities	+473	Cash flows from financing activities		−768
Profit before income taxes	+2,452	Dividends paid		−758
Working capital	−224	Purchase and disposal of treasury shares		+4
Income taxes paid	−1,254	Other		−13
		Effect of exchange rate change on cash and cash equivalents		+95
Other	−501			
Cash flows from investing activities	−165			As of Sep. 30, 2022
Purchase and sale of non−current assets	−84	Cash and cash equivalents		
Purchase and sale of investment securitie	−16	Cash and cash equivalents at beginning of period		+17,604
Other	−65	Net increase (decrease) in cash and cash equivalents		−365
Free cash flow	+308	Cash and cash equivalents at end of perio		+17,239

Summary Consolidated Statement of Income
(Three month comparison)

FY2023

(Millions of Yen)

	1Q	2Q	Total
Net sales	22,830	28,907	51,737
Cost of sales	19,468	24,547	44,015
Gross profit	3,361	4,360	7,721
Selling, general and administrative expenses	2,542	2,912	5,454
Operating profit	819	1,448	2,267
Non-operating income	168	38	206
Non-operating expenses	13	8	21
Ordinary profit	974	1,478	2,452
Extraordinary income	0	0	0
Extraordinary losses	0	0	0
Profit before income taxes	974	1,478	2,452
Total income taxes	305	500	805
Profit (loss) attributable to non-controlling interests	(0)	(2)	(2)
Profit attributable to owners of parent	669	980	1,649

FY2022

(Millions of Yen)

	1Q	2Q	Total
Net sales	21,036	23,301	44,337
Cost of sales	17,770	19,585	37,355
Gross profit	3,265	3,716	6,981
Selling, general and administrative expenses	2,452	2,685	5,137
Operating profit	812	1,032	1,844
Non-operating income	158	62	220
Non-operating expenses	16	3	19
Ordinary profit	954	1,091	2,045
Extraordinary income	0	0	0
Extraordinary losses	0	13	13
Profit before income taxes	954	1,077	2,031
Total income taxes	306	367	673
Profit (loss) attributable to non-controlling interests	0	2	2
Profit attributable to owners of parent	647	708	1,355

Change

(Millions of Yen)

	1Q	2Q	Total
Net sales	1,794	5,606	7,400
Cost of sales	1,698	4,962	6,660
Gross profit	96	644	740
Selling, general and administrative expenses	90	227	317
Operating profit	7	416	423
Non-operating income	10	(24)	(14)
Non-operating expenses	(3)	5	2
Ordinary profit	20	387	407
Extraordinary income	0	0	0
Extraordinary losses	0	(13)	(13)
Profit before income taxes	20	401	421
Total income taxes	(1)	133	132
Profit (loss) attributable to non-controlling interests	(0)	(4)	(4)
Profit attributable to owners of parent	22	272	294

Rate of change

(%)

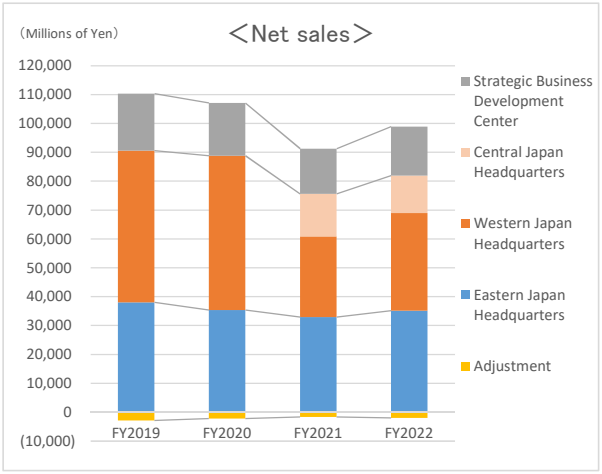
	1Q	2Q	Total
Net sales	108.5	124.1	116.7
Cost of sales	109.6	125.3	117.8
Gross profit	102.9	117.3	110.6
Selling, general and administrative expenses	103.7	108.5	106.2
Operating profit	100.9	140.3	122.9
Non-operating income			
Non-operating expenses			
Ordinary profit	102.1	135.5	119.9
Extraordinary income			
Extraordinary losses			
Profit before income taxes	102.1	137.2	120.6
Total income taxes			
Profit (loss) attributable to non-controlling interests			
Profit attributable to owners of parent	103.6	138.4	121.6

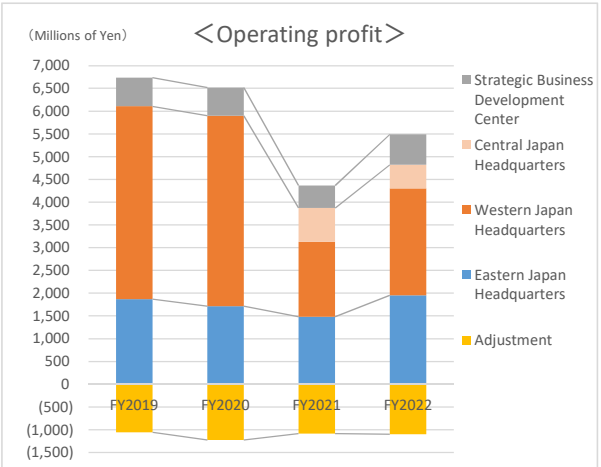
Net sales and operating profit by reportable segment

(Millions of Yen)

	Accounting period					Quarterly							
						FY2022 (Apr.2021 – Mar. 2022)				FY2023 (Apr. 2022 – Mar. 2023)			
	FY2019	FY2020	FY2021	FY2022	FY2023	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
＜Net sales＞													
Eastern Japan Headquarters	38,033	35,395	32,956	35,169		7,548	8,741	7,943	10,937	7,009	9,168		
Western Japan Headquarters	52,551	53,390	27,910	33,775		6,749	7,772	7,211	12,043	9,204	11,332		
Central Japan Headquarters			14,712	12,941		3,190	3,292	2,841	3,618	2,772	3,920		
Strategic Business Development Center	19,727	18,330	15,669	16,963		3,902	4,091	4,456	4,514	4,231	4,905		
Adjustment	(2,862)	(2,177)	(1,601)	(1,959)		(354)	(594)	(392)	(619)	(388)	(420)		
Total	107,450	104,939	89,646	96,890		21,036	23,301	22,060	30,493	22,830	28,906		
＜Operating profit＞													
Eastern Japan Headquarters	1,872	1,716	1,481	1,954		305	568	364	717	229	409		
Western Japan Headquarters	4,235	4,182	1,648	2,351		396	489	392	1,074	583	952		
Central Japan Headquarters			744	515		176	161	72	106	43	213		
Strategic Business Development Center	629	618	494	674		132	169	235	138	184	239		
Adjustment	(1,054)	(1,224)	(1,085)	(1,099)		(199)	(353)	(247)	(300)	(222)	(366)		
Total	5,682	5,293	3,283	4,396		812	1,032	816	1,736	819	1,448		

(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.



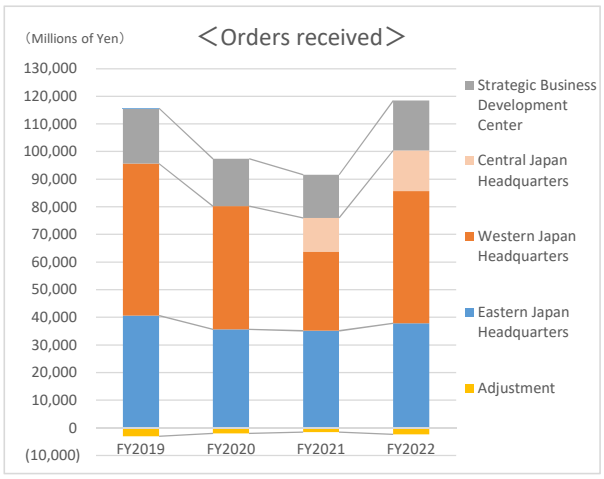


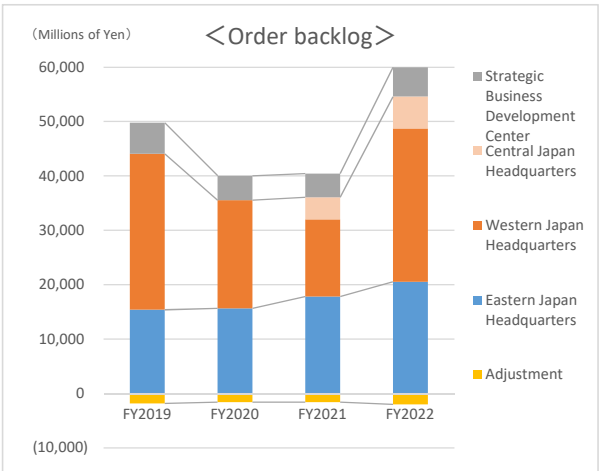
Orders received and order backlog by reportable segment

(Millions of Yen)

	Accounting period					Quarterly							
						FY2022 (Apr.2021 – Mar. 2022)				FY2023 (Apr. 2022 – Mar. 2023)			
	FY2019	FY2020	FY2021	FY2022	FY2023	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
＜Orders received＞													
Eastern Japan Headquarters	40,682	35,654	35,142	37,873		7,945	10,868	7,681	11,379	10,768	11,140		
Western Japan Headquarters	54,985	44,608	28,697	47,790		7,574	19,713	11,276	9,227	10,372	7,645		
Central Japan Headquarters			12,172	14,763		3,664	3,505	3,312	4,282	3,725	3,634		
Strategic Business Development Center	19,964	17,118	15,581	17,981		4,358	4,314	4,621	4,688	4,795	4,698		
Adjustment	(2,988)	(1,941)	(1,508)	(2,383)		(445)	(713)	(377)	(848)	(1,574)	(691)		
Total	112,644	95,439	90,086	116,024		23,096	37,687	26,513	28,728	28,087	26,427		
＜Order backlog＞													
Eastern Japan Headquarters	15,395	15,654	17,839	20,544		18,236	20,364	20,101	20,544	24,302	26,275		
Western Japan Headquarters	28,676	19,894	14,167	28,182		14,992	26,933	30,998	28,182	29,350	25,664		
Central Japan Headquarters			4,043	5,864		4,517	4,730	5,202	5,864	6,816	6,530		
Strategic Business Development Center	5,695	4,483	4,396	5,414		4,851	5,075	5,239	5,414	5,978	5,771		
Adjustment	(1,841)	(1,605)	(1,580)	(2,004)		(1,671)	(1,790)	(1,775)	(2,004)	(3,190)	(3,461)		
Total	47,927	38,427	38,866	58,001		40,927	55,312	59,765	58,001	63,258	60,779		

(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									
	FY2019		FY2020		FY2021		FY2022		FY2023	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
＜Business＞										
Power Transmission Business	50,870	47%	46,792	45%	41,073	46%	45,463	47%		
Facility & Equipment Business	44,901	42%	47,065	45%	38,386	43%	40,576	42%		
Industrial Materials Business	11,678	11%	11,080	11%	10,186	11%	10,850	11%		
Total	107,450	100%	104,939	100%	89,646	100%	96,890	100%		
＜Region＞										
Japan	88,678	83%	87,623	83%	83,029	93%	85,670	88%		
Asia	16,735	16%	15,799	15%	5,609	6%	10,458	11%		
Other	2,036	2%	1,516	1%	1,008	1%	761	1%		
Total	107,450	100%	104,939	100%	89,646	100%	96,890	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

