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Supplementary Materials for the Fiscal Year Ended March 31, 2023

TSUBAKIMOTO KOGYO CO., LTD.

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Summary Consolidated Balance Sheets

As of Mar. 31, 2023 (Millions of Yen)		Change from Mar. 31, 2022			Change from Mar. 31, 2022
Current assets	71,049	+6,732	Current liabilities	47,730	+4,295
Cash and deposits	22,927	+5,323	Trade payables	41,579	+4,831
Trade receivables	40,946	−398	Advances received	4,217	−680
Inventories	4,143	+868			
Other	3,032	+940	Other	1,931	+144
Non-current assets	13,424	+968	Non-current liabilities	2,704	+129
Property, plant and equipment	2,055	+142	Long-term borrowings	0	0
Intangible assets	357	+251	Retirement benefit liability	1,804	−32
Investments and other assets	11,011	+575	Deferred tax liabilities	330	+139
(Investment securities)	9,825	+556	Other	568	+23
			Net assets	34,039	+3,277
			Shareholders' equity	30,455	+2,729
			Accumulated other comprehensive income	3,350	+499
			Non-controlling interests	233	+48
Total assets	84,474	+7,701	Total liabilities and net assets	84,474	+7,701

Summary Consolidated Statement of Cash Flows

(Millions of Yen)	As of Mar. 31, 2023		As of Mar. 31, 2023
Cash flows from operating activities	+6,716	Cash flows from financing activities	−971
Profit before income taxes	+5,434	Dividends paid	−948
Working capital	+2,799	Purchase and disposal of treasury shares	+3
Income taxes paid	−1,932	Other	−26
		Effect of exchange rate change on cash and cash equivalents	+40
Other	+415		
Cash flows from investing activities	−461		As of Mar. 31, 2023
Purchase and sale of non-current assets	−365	Cash and cash equivalents	
		Cash and cash equivalents at beginning of period	+17,604
Other	−96	Net increase (decrease) in cash and cash equivalents	+5,323
Free cash flow	+6,255	Cash and cash equivalents at end of perio	+22,927

Summary Consolidated Statement of Income
(Three month comparison)

FY2023

(Millions of Yen)

	1 Q	2 Q	3 Q	4 Q	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

FY2022

(Millions of Yen)

	1 Q	2 Q	3 Q	4 Q	Total
Net sales	21,036	23,301	22,060	30,493	96,890
Cost of sales	17,770	19,585	18,701	25,887	81,943
Gross profit	3,265	3,716	3,360	4,605	14,946
Selling, general and administrative expenses	2,452	2,685	2,543	2,870	10,550
Operating profit	812	1,032	816	1,736	4,396
Non-operating income	158	62	157	30	407
Non-operating expenses	16	3	13	9	41
Ordinary profit	954	1,091	960	1,757	4,762
Extraordinary income	0	0	0	0	0
Extraordinary losses	0	13	1	0	14
Profit before income taxes	954	1,077	960	1,757	4,748
Total income taxes	306	367	326	563	1,562
Profit (loss) attributable to non-controlling interests	0	2	(2)	8	8
Profit attributable to owners of parent	647	708	637	1,185	3,177

Change

(Millions of Yen)

	1 Q	2 Q	3 Q	4 Q	Total
Net sales	1,794	5,606	4,837	(1,164)	11,073
Cost of sales	1,698	4,962	4,189	(1,182)	9,667
Gross profit	96	644	647	19	1,406
Selling, general and administrative expenses	90	227	131	252	700
Operating profit	7	416	516	(233)	706
Non-operating income	10	(24)	(5)	(4)	(23)
Non-operating expenses	(3)	5	0	9	11
Ordinary profit	20	387	512	(247)	672
Extraordinary income	0	0	0	0	0
Extraordinary losses	0	(13)	(1)	0	(14)
Profit before income taxes	20	401	512	(247)	686
Total income taxes	(1)	133	149	(105)	176
Profit (loss) attributable to non-controlling interests	(0)	(4)	15	9	20
Profit attributable to owners of parent	22	272	346	(150)	490

Rate of change

(%)

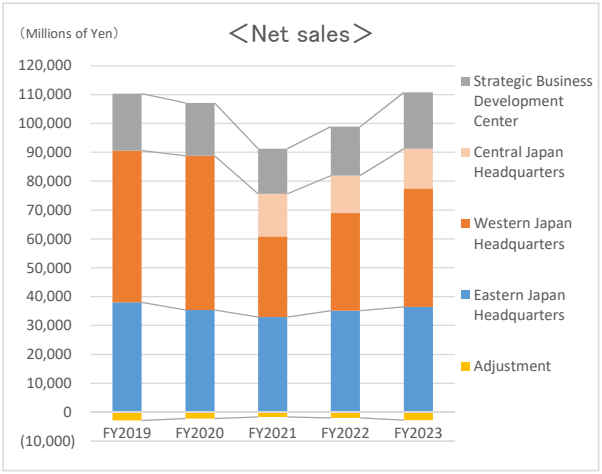
	1 Q	2 Q	3 Q	4 Q	Total
Net sales	108.5	124.1	121.9	96.2	111.4
Cost of sales	109.6	125.3	122.4	95.4	111.8
Gross profit	102.9	117.3	119.3	100.4	109.4
Selling, general and administrative expenses	103.7	108.5	105.2	108.8	106.6
Operating profit	100.9	140.3	163.2	86.6	116.1
Non-operating income					
Non-operating expenses					
Ordinary profit	102.1	135.5	153.3	85.9	114.1
Extraordinary income					
Extraordinary losses					
Profit before income taxes	102.1	137.2	153.3	85.9	114.4
Total income taxes					
Profit (loss) attributable to non-controlling interests					
Profit attributable to owners of parent	103.6	138.4	154.3	87.3	115.4

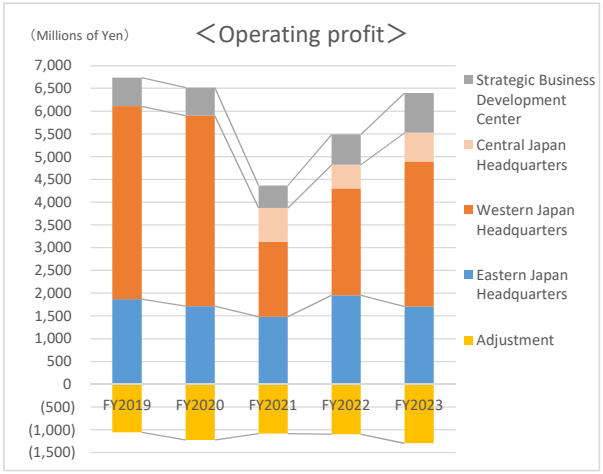
Net sales and operating profit by reportable segment

(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	36,436	7,548	8,741	7,943	10,937	7,009	9,168	9,214	11,044
Western Japan Headquarters	52,551	53,390	27,910	33,775	41,073	6,749	7,772	7,211	12,043	9,204	11,332	10,188	10,348
Central Japan Headquarters			14,712	12,941	13,766	3,190	3,292	2,841	3,618	2,772	3,920	3,060	4,012
Strategic Business Development Center	19,727	18,330	15,669	16,963	19,490	3,902	4,091	4,456	4,514	4,231	4,905	5,091	5,262
Adjustment	(2,862)	(2,177)	(1,601)	(1,959)	(2,803)	(354)	(594)	(392)	(619)	(388)	(420)	(657)	(1,337)
Total	107,450	104,939	89,646	96,890	107,963	21,036	23,301	22,060	30,493	22,830	28,906	26,897	29,329
＜Operating profit＞													
Eastern Japan Headquarters	1,872	1,716	1,481	1,954	1,705	305	568	364	717	229	409	385	682
Western Japan Headquarters	4,235	4,182	1,648	2,351	3,189	396	489	392	1,074	583	952	863	791
Central Japan Headquarters			744	515	631	176	161	72	106	43	213	134	241
Strategic Business Development Center	629	618	494	674	875	132	169	235	138	184	239	227	225
Adjustment	(1,054)	(1,224)	(1,085)	(1,099)	(1,298)	(199)	(353)	(247)	(300)	(222)	(366)	(276)	(434)
Total	5,682	5,293	3,283	4,396	5,102	812	1,032	816	1,736	819	1,448	1,332	1,503

(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.



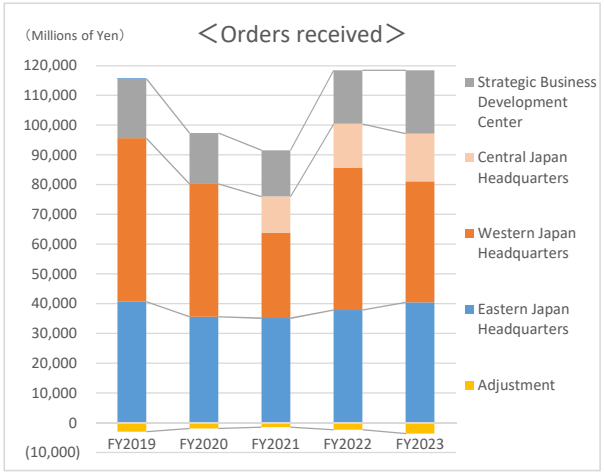


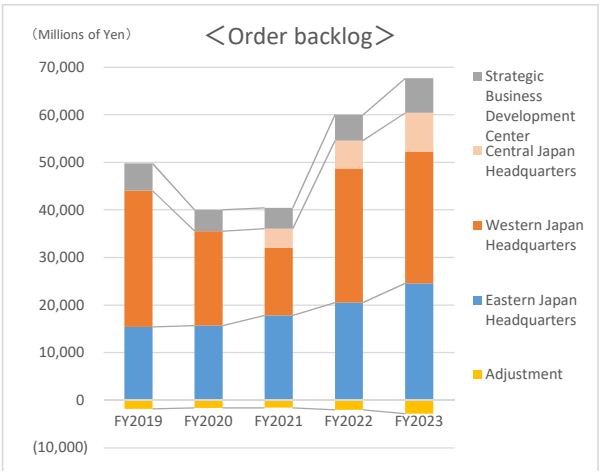
Orders received and order backlog by reportable segment

(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	40,461	7,945	10,868	7,681	11,379	10,768	11,140	8,227	10,325
Western Japan Headquarters	54,985	44,608	28,697	47,790	40,593	7,574	19,713	11,276	9,227	10,372	7,645	13,461	9,114
Central Japan Headquarters			12,172	14,763	16,040	3,664	3,505	3,312	4,282	3,725	3,634	5,326	3,355
Strategic Business Development Center	19,964	17,118	15,581	17,981	21,354	4,358	4,314	4,621	4,688	4,795	4,698	6,426	5,434
Adjustment	(2,988)	(1,941)	(1,508)	(2,383)	(3,611)	(445)	(713)	(377)	(848)	(1,574)	(691)	(692)	(654)
Total	112,644	95,439	90,086	116,024	114,837	23,096	37,687	26,513	28,728	28,087	26,427	32,748	27,574
＜Order backlog＞													
Eastern Japan Headquarters	15,395	15,654	17,839	20,544	24,568	18,236	20,364	20,101	20,544	24,302	26,275	25,287	24,568
Western Japan Headquarters	28,676	19,894	14,167	28,182	27,703	14,992	26,933	30,998	28,182	29,350	25,664	28,936	27,703
Central Japan Headquarters			4,043	5,864	8,138	4,517	4,730	5,202	5,864	6,816	6,530	8,795	8,138
Strategic Business Development Center	5,695	4,483	4,396	5,414	7,277	4,851	5,075	5,239	5,414	5,978	5,771	7,106	7,277
Adjustment	(1,841)	(1,605)	(1,580)	(2,004)	(2,813)	(1,671)	(1,790)	(1,775)	(2,004)	(3,190)	(3,461)	(3,495)	(2,813)
Total	47,927	38,427	38,866	58,001	64,875	40,927	55,312	59,765	58,001	63,258	60,779	66,630	64,875

(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%	51,319	48%
Facility & Equipment Business	44,901	42%	47,065	45%	38,386	43%	40,576	42%	44,690	41%
Industrial Materials Business	11,678	11%	11,080	11%	10,186	11%	10,850	11%	11,953	11%
Total	107,450	100%	104,939	100%	89,646	100%	96,890	100%	107,963	100%
＜Region＞										
Japan	88,678	83%	87,623	83%	83,029	93%	85,670	88%	92,052	85%
Asia	16,735	16%	15,799	15%	5,609	6%	10,458	11%	14,618	14%
Other	2,036	2%	1,516	1%	1,008	1%	761	1%	1,292	1%
Total	107,450	100%	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

