Data Section

# **Financial Information**

### **Trend of Consolidated Financial Results**

|  |                     | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 | FY2021  | FY2022  | FY2023  | FY2024  |
|--|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|---------|---------|
| Net sales                                    | (Million yen)       | 82,855 | 91,938 | 90,589 | 88,300 | 94,601 | 97,813 | 98,808 | 88,224 | 109,923 | 123,497 | 125,739 | 128,141 |
| Operating profit                             | (Million yen)       | 3,732  | 3,652  | 5,084  | 5,862  | 5,399  | 5,761  | 5,581  | 5,313  | 6,292   | 7,506   | 8,775   | 10,488  |
| Ordinary profit                              | (Million yen)       | 4,016  | 4,062  | 4,931  | 5,834  | 5,410  | 5,869  | 5,670  | 5,652  | 6,889   | 7,964   | 9,544   | 10,587  |
| Profit attributable to owners of parent      | (Million yen)       | 1,925  | 1,900  | 2,482  | 2,716  | 2,538  | 3,060  | 3,064  | 3,234  | 3,941   | 4,557   | 6,880   | 7,370   |
| EBITDA                                       | (Million yen)       | 6,242  | 6,632  | 8,350  | 9,040  | 8,833  | 9,418  | 9,468  | 9,026  | 9,798   | 11,103  | 12,553  | 14,576  |
| Ratio of operating profit to net sales (ROS) |                     | 4.5%   | 4.0%   | 5.6%   | 6.6%   | 5.7%   | 5.9%   | 5.6%   | 6.0%   | 5.7%    | 6.1%    | 7.0%    | 8.2%    |
| ROE  |                     | 5.5%   | 5.0%   | 6.2%   | 6.6%   | 5.7%   | 6.4%   | 6.2%   | 6.3%   | 7.1%    | 7.5%    | 10.8%   | 11.4%   |
| ROIC   |                     | 5.3%   | 4.8%   | 6.6%   | 7.5%   | 6.7%   | 6.8%   | 6.5%   | 6.2%   | 7.1%    | 8.0%    | 9.3%    | 11.0%   |
| EPS  | (Yen per share)     | 32.17  | 31.74  | 41.41  | 45.85  | 41.64  | 47.43  | 48.11  | 51.22  | 62.47   | 72.11   | 114.24  | 137.67  |
| Dividends                                    | (Yen per share)     | 9.00   | 9.00   | 10.00  | 11.00  | 12.00  | 14.00  | 16.00  | 16.00  | 19.00   | 25.00   | 32.00   | 41.00   |
| Dividend payout ratio                        |                     | 28.0%  | 28.4%  | 24.1%  | 24.0%  | 28.8%  | 29.5%  | 33.3%  | 31.2%  | 30.4%   | 34.7%   | 28.0%   | 29.8%   |
| Purchase of treasury shares                  | (Million yen)       | 23     | 1      | 0      | 1,428  | 137    | 0      | 1,513  | 236    | 0       | 0       | 7,000   | 4,019   |
| Total assets                                 | (Million yen)       | 77,208 | 86,086 | 84,157 | 88,345 | 91,866 | 95,207 | 91,868 | 95,208 | 102,641 | 112,002 | 115,650 | 116,469 |
| Net assets                                   | (Million yen)       | 40,957 | 45,223 | 46,746 | 49,196 | 54,854 | 56,478 | 57,586 | 61,076 | 65,448  | 72,165  | 74,017  | 75,780  |
| Cash and deposits                            | (Million yen)       | 12,214 | 14,122 | 14,207 | 14,508 | 14,790 | 17,550 | 18,342 | 21,106 | 20,702  | 23,481  | 21,879  | 24,472  |
| Interest-bearing debt                        | (Million yen)       | 10,738 | 14,621 | 14,610 | 15,758 | 12,541 | 13,823 | 11,431 | 10,291 | 9,859   | 10,577  | 10,152  | 11,799  |
| Capital ratio                                |                     | 46.5%  | 45.8%  | 47.7%  | 47.5%  | 51.4%  | 51.4%  | 54.1%  | 56.4%  | 56.3%   | 56.4%   | 55.7%   | 55.7%   |
| D / E ratio                                  | (Times)             | 0.31   | 0.40   | 0.38   | 0.40   | 0.29   | 0.30   | 0.24   | 0.21   | 0.19    | 0.19    | 0.19    | 0.21    |
| Capital investment                           | (Million yen)       | 3,731  | 4,622  | 6,110  | 4,370  | 3,775  | 3,573  | 3,785  | 3,679  | 2,499   | 3,909   | 4,132   | 4,906   |
| Depreciation                                 | (Million yen)       | 2,509  | 2,979  | 3,265  | 3,177  | 3,434  | 3,657  | 3,886  | 3,713  | 3,506   | 3,597   | 3,777   | 4,087   |
| Research and developmer (R&D) expenses       | nt<br>(Million yen) | 1,221  | 1,261  | 1,301  | 1,309  | 1,396  | 1,470  | 1,448  | 1,442  | 1,566   | 1,631   | 1,893   | 1,975   |
| Ratio of R&D expenses to net sales           |                     | 1.5%   | 1.4%   | 1.4%   | 1.5%   | 1.5%   | 1.5%   | 1.5%   | 1.6%   | 1.4%    | 1.3%    | 1.5%    | 1.5%    |

Data Section Financial Information

### **Consolidated Balance Sheet**

|   |  | (Thousands of ye  |
|---|--|---|
|   | Previous consolidated<br>accounting year<br>(As of March 31, 2024) | Current consolidated accounting year (As of March 31, 2025) |
| Assets  |  |   |
| Current assets                                      |  |   |
| Cash and deposits                                   | 21,879,258   | 24,472,764  |
| Notes receivable - trade                            | 868,089  | 735,947   |
| Accounts receivable - trade                         | 23,761,066   | 21,191,220  |
| Electronically recorded monetary claims - operating | 5,300,359  | 4,942,652   |
| Merchandise and finished goods                      | 10,138,020   | 10,936,170  |
| Work in process                                     | 1,008,173  | 1,071,231   |
| Raw materials and supplies                          | 8,230,160  | 9,844,655   |
| Other   | 718,438  | 1,214,363   |
| Allowance for doubtful accounts                     | (-82,722)  | (-86,058)   |
| Total of current assets                             | 71,820,844   | 74,322,947  |
| Non-current assets                                  |  |   |
| Property, plant and equipment                       |  |   |
| Buildings and structures                            | 30,030,463   | 32,815,365  |
| Accumulated depreciation                            | (-18,946,559)  | (-20,753,715)   |
| Buildings and structures, net                       | 11,083,903   | 12,061,650  |
| Machinery, equipment and vehicles                   | 60,598,392   | 64,692,480  |
| Accumulated depreciation                            | (-52,072,966)  | (-55,979,884)   |
| Machinery, equipment and vehicles, net              | 8,525,426  | 8,712,596   |
| Land  | 6,460,388  | 6,592,746   |
| Leased assets                                       | 139,833  | 248,439   |
| Accumulated depreciation                            | (-84,143)  | (-161,988)  |
| Leased assets, net                                  | 55,690   | 86,451  |
| Construction in progress                            | 1,585,065  | 2,239,497   |
| Other   | 6,494,640  | 6,977,695   |
| Accumulated depreciation                            | (-5,729,985)   | (-6,087,601)  |
| Other, net  | 764,655  | 890,094   |
| Total property, plant and equipment                 | 28,475,130   | 30,583,035  |
| Intangible assets                                   | -, -, -, -   |   |
| Goodwill  | 4,365  | _   |
| Leased assets                                       | 6,642  | 3,375   |
| Other   | 2,236,103  | 2,643,120   |
| Total intangible assets                             | 2,247,110  | 2,646,496   |
| Investments and other assets                        | _,,  | _,,,,,,,,   |
| Investment securities                               | 10,509,751   | 6,194,352   |
| Long-term loans receivable                          | 1,483  | 1,159   |
| Retirement benefit asset                            | 1,270,649  | 1,524,780   |
| Deferred tax assets                                 | 468,292  | 485,293   |
| Other   | 859,896  | 715,843   |
| Allowance for doubtful accounts                     | (-2,399)   | (-4,549)  |
| Total investments and other assets                  |  |   |
|   | 13,107,672   | 8,916,879   |
| Total non-current assets                            | 43,829,913   | 42,146,411  |
| Total assets  | 115,650,757  | 116,469,358   |

(Thousands of yen)

|   |  | (Inousands of ye  |
|---|--|---|
|   | Previous consolidated<br>accounting year<br>(As of March 31, 2024) | Current consolidated<br>accounting year<br>(As of March 31, 2025) |
| Liabilities   |  |   |
| Current liabilities   |  |   |
| Notes and accounts payable - trade                            | 21,666,723   | 20,713,412  |
| Electronically recorded obligations - operating               | 155,619  | 419,987   |
| Short-term borrowings   | 7,749,221  | 9,102,182   |
| Current portion of long-term borrowings                       | 577,563  | 396,012   |
| Lease liabilities   | 23,633   | 47,468  |
| Income taxes payable  | 1,799,290  | 924,728   |
| Provision for bonuses   | 1,083,302  | 1,105,819   |
| Provision for bonuses for directors (and other officers)      | 116,592  | 116,654   |
| Other   | 2,260,686  | 2,131,787   |
| Total current liabilities                                     | 35,432,634   | 34,958,052  |
| Non-current liabilities                                       |  |   |
| Long-term borrowings  | 1,768,768  | 2,198,657   |
| Lease liabilities   | 32,936   | 54,848  |
| Long-term income taxes payable                                | -  | 30,000  |
| Deferred tax liabilities                                      | 2,765,927  | 1,678,008   |
| Provision for share awards for directors (and other officers) | 246,935  | 274,560   |
| Retirement benefit liability                                  | 948,199  | 1,049,268   |
| Asset retirement obligations                                  | 340,682  | 345,702   |
| Other   | 97,346   | 100,150   |
| Total non-current liabilities                                 | 6,200,796  | 5,731,196   |
| Total liabilities   | 41,633,430   | 40,689,249  |
| Net assets  |  |   |
| Shareholders' equity  |  |   |
| Share capital   | 8,514,018  | 8,514,018   |
| Capital surplus   | 6,597,580  | 6,597,580   |
| Retained earnings   | 39,535,079   | 42,595,295  |
| Treasury shares   | (-364,877)   | (-1,899,288)  |
| Total shareholders' equity                                    | 54,281,800   | 55,807,605  |
| Accumulated other comprehensive income                        |  |   |
| Valuation difference on available-for-sale securities         | 6,526,875  | 3,615,641   |
| Foreign currency translation adjustment                       | 3,223,620  | 5,013,068   |
| Remeasurements of defined benefit plans                       | 407,855  | 431,884   |
| Total accumulated other comprehensive income                  | 10,158,350   | 9,060,594   |
| Non-controlling interests                                     | 9,577,176  | 10,911,908  |
| Total net assets  | 74,017,327   | 75,780,109  |
| Total liabilities and net assets                              | 115,650,757  | 116,469,358   |

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### **Consolidated Statements of Income**

(Thousands of yen)

|  |   | (Thousands of yel   |
|--|---|---|
|  | Previous consolidated accounting year<br>(From April 1, 2023 to March 31, 2024) | Current consolidated accounting year (From April 1, 2024 to March 31, 2025) |
| Net sales  | 125,739,116   | 128,141,144   |
| Cost of sales                                    | 103,856,870   | 103,819,666   |
| Gross profit                                     | 21,882,246  | 24,321,478  |
| Selling, general and administrative expenses     | 13,106,752  | 13,832,968  |
| Operating profit                                 | 8,775,493   | 10,488,509  |
| Non-operating income                             |   |   |
| Interest income                                  | 68,579  | 93,321  |
| Dividend income                                  | 306,635   | 230,686   |
| Foreign exchange gains                           | 485,843   | _   |
| Other  | 250,896   | 148,900   |
| Total non-operating income                       | 1,111,954   | 472,909   |
| Non-operating expenses                           |   |   |
| Interest expenses                                | 268,429   | 300,425   |
| Foreign exchange losses                          | _   | 8,293   |
| Other  | 74,110  | 65,231  |
| Total non-operating expenses                     | 342,539   | 373,950   |
| Ordinary profit                                  | 9,544,907   | 10,587,468  |
| Extraordinary income                             |   |   |
| Gain on sale of non-current assets               | 15,329  | 3,469   |
| Gain on sale of investment securities            | 1,886,468   | 1,592,270   |
| Other  | _   | 11,947  |
| Total extraordinary income                       | 1,901,798   | 1,607,687   |
| Extraordinary losses                             |   |   |
| Loss on sale of non-current assets               | _   | 961   |
| Loss on retirement of non-current assets         | 24,376  | 164,714   |
| Impairment losses                                | 120,371   | _   |
| Loss on sale of investment securities            | 1,182   | _   |
| Total extraordinary losses                       | 145,930   | 165,675   |
| Profit before income taxes                       | 11,300,775  | 12,029,480  |
| Income taxes - current                           | 3,054,154   | 2,712,230   |
| Income taxes - deferred                          | (-94,240)   | 58,942  |
| Total income taxes                               | 2,959,913   | 2,771,173   |
| Net profit                                       | 8,340,861   | 9,258,306   |
| Profit attributable to non-controlling interests | 1,460,631   | 1,887,754   |
| Profit attributable to owners of parent          | 6,880,230   | 7,370,551   |

## **Statement of Comprehensive Income**

(Thousands of ven)

|  |  | (THOUSAITUS OF YELL)  |
|--|--|---|
|  | Previous consolidated accounting year (From April 1, 2023 to March 31, 2024) | Current consolidated accounting year (From April 1, 2024 to March 31, 2025) |
| Net Profit   | 8,340,861  | 9,258,306   |
| Other comprehensive income                                     |  |   |
| Valuation difference on available-for-sale securities          | 1,624,981  | (-2,912,116)  |
| Foreign currency translation adjustment                        | 1,701,358  | 2,785,069   |
| Remeasurements of defined benefit plans, net of tax            | 445,569  | 24,029  |
| Total other comprehensive income                               | 3,771,909  | (-103,017)  |
| Comprehensive income   | 12,112,771   | 9,155,289   |
| Comprehensive income attributable to                           |  |   |
| Comprehensive income attributable to owners of parent          | 10,011,348   | 6,272,795   |
| Comprehensive income attributable to non-controlling interests | 2,101,422  | 2,882,493   |
|  |  |   |

### **Consolidated Statement of Cash Flows**

(Thousands of yen)

|  | Previous consolidated accounting year (From April 1, 2023 to March 31, 2024) | Current consolidated accounting yea (From April 1, 2024 to March 31, 2025) |
|--|--|--|
| Cash flows from operating activities   |  |  |
| Profit before income taxes   | 11,300,775   | 12,029,480   |
| Depreciation   | 3,777,888  | 4,087,543  |
| Impairment losses  | 120,371  | _  |
| Amortization of goodwill   | 1,455  | 4,365  |
| Increase (Decrease) in provision for bonuses   | 269,022  | 7,303  |
| Increase (Decrease) in provision for bonuses for directors (and other officers)      | 23,871   | 62   |
| Increase (Decrease) in allowance for doubtful accounts                               | (-604)   | 6,018  |
| Increase (Decrease) in retirement benefit liability                                  | (-72,589)  | 34,711   |
| Increase (Decrease) in provision for share awards for directors (and other officers) | 46,147   | 27,625   |
| Interest and dividend income   | (-375,214)   | (-324,008)   |
| Interest expenses  | 268,429  | 300,425  |
| Loss (Gain) on sale of investment securities   | (-1,885,286)   | (-1,592,270)   |
| Loss (Gain) on sale of property, plant and equipment                                 | (-15,329)  | (-2,508)   |
| Loss on retirement of non-current assets   | 24,376   | 164,714  |
| Decrease (Increase) in trade receivables   | (-797,019)   | 4,131,130  |
| Decrease (Increase) in inventories   | 67,848   | (-1,321,548)   |
| Increase (Decrease) in trade payables  | (-381,609)   | (-1,731,482)   |
| Increase (Decrease) in accrued consumption taxes                                     | 217,697  | 26,800   |
| Other  | 41,617   | (-720,683)   |
| Subtotal   | 12,631,846   | 15,127,678   |
| Interest and dividends received  | 375,222  | 324,033  |
| Interest paid  | (-283,191)   | (-287,484)   |
| Income taxes paid  | (-1,970,147)   | (-3,616,329)   |
| Net cash provided by (used in) operating activities                                  | 10,753,729   | 11,547,898   |
| Cash flows from investing activities   |  |  |
| Payments into time deposits  | (-24,156)  | (-22,158)  |
| Proceeds from withdrawal of time deposits  | 24,156   | 24,156   |
| Purchase of property, plant and equipment  | (-4,037,270)   | (-4,298,605)   |
| Proceeds from sale of property, plant and equipment                                  | 22,659   | 7,240  |
| Purchase of intangible assets  | (-211,490)   | (-481,447)   |
| Purchase of investment securities  | (-11,559)  | -  |
| Proceeds from sale of investment securities  | 2,587,075  | 1,801,357  |
| Proceeds from collection of loans receivable   | 521  | 422  |
| Other, net   | (-18,731)  | (-183,688)   |
| Net cash provided by (used in) investing activities                                  | (-1,668,795)   | (-3,152,721)   |
| Cash flows from financing activities   |  |  |
| Net increase (Net decrease) in short-term borrowings                                 | (-230,505)   | 879,060  |
| Proceeds from long-term borrowings   | _  | 681,615  |
| Repayments of long-term borrowings   | (-584,329)   | (-616,628)   |
| Repayments of lease liabilities  | (-23,936)  | (-27,106)  |
| Purchase of treasury shares  | (-7,000,249)   | (-4,019,751)   |
| Dividends paid   | (-1,793,165)   | (-1,867,339)   |
| Dividends paid to non-controlling interests  | (-1,487,957)   | (-1,542,716)   |
| Net cash provided by (used in) financing activities                                  | (-11,120,144)  | (-6,512,866)   |
| Effect of exchange rate change on cash and cash equivalents                          | 432,649  | 713,052  |
| Net increase (Net decrease) in cash and cash equivalents                             | (-1,602,560)   | 2,595,363  |
| Cash and cash equivalents at beginning of period                                     | 23,454,955   | 21,852,394   |
| Cash and cash equivalents at end of period   | 21,852,394   | 24,447,758   |

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