

## Consolidated Financial Results for the Fiscal Year Ended March 31, 2023 <under Japanese GAAP>

Company Name: **YUSHIN PRECISION EQUIPMENT CO., LTD.**

Listing: Prime Market of the Tokyo Stock Exchange

Securities code: 6482

URL: <https://www.ype.co.jp/en/>

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Scheduled date of annual general shareholders' meeting: June 21, 2023

Scheduled date to commence dividend payments: June 5, 2023

Scheduled date to submit annual securities report: June 27, 2023

Preparation of supplementary materials on financial results: Yes

Holding of financial results briefing: Yes (for analysts)

(Amounts less than one million yen are omitted, unless otherwise noted)

### 1. Consolidated Financial Results for the FY2023 (from April 1, 2022 to March 31, 2023)

#### (1) Consolidated operating results

(Percentages represent year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
FY2023	22,373	7.2	2,639	(8.7)	2,787	(9.7)	1,922	(9.0)
FY2022	20,874	13.0	2,890	14.6	3,085	18.3	2,112	15.6

Note: Comprehensive income FY2023: 2,234 million yen [(15.3) %] FY2022: 2,639 million yen [16.8 %]

	Basic earnings per share	Diluted earnings per share	Return on equity	Ratio of ordinary profit to total assets	Ratio of operating profit to net sales
	Yen	Yen	%	%	%
FY2023	56.50	-	6.1	7.2	11.8
FY2022	62.06	-	7.1	8.6	13.8

Reference: Equity in earnings (losses) of affiliates FY2023: - million yen FY2022: - million yen

#### (2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of March 31, 2023	40,843	32,586	79.0	948.36
As of March 31, 2022	36,892	31,047	83.5	904.77

Reference: Equity capital (Net assets less Non-controlling interests)

As of March 31, 2023: 32,277 million yen As of March 31, 2022: 30,794 million yen

**(3) Consolidated cash flows**

	Net cash provided by (used in) operating activities	Net cash provided by (used in) investing activities	Net cash provided by (used in) financing activities	Cash and cash equivalents at end of period
	Millions of yen	Millions of yen	Millions of yen	Millions of yen
FY2023	4,605	(299)	(695)	10,815
FY2022	2,083	(1,341)	(763)	7,055

**2. Cash Dividends**

	Annual dividends per share					Total cash dividends (annual)	Dividends payout ratio (consolidated)	Ratio of dividends to net assets (consolidated)
	1Q	2Q	3Q	4Q	Total			
	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
FY2022	-	9.00	-	10.00	19.00	646	30.6	2.1
FY2023	-	10.00	-	20.00	30.00	1,021	53.1	3.2
FY2024 (Forecast)	-	10.00	-	10.00	20.00		42.5	

Note: Breakdown of dividends FY2023 4Q

Ordinary dividends: 10.00 yen

Commemorative dividends: 10.00 yen (the 50<sup>th</sup> anniversary of the establishment)

**3. Consolidated Earnings Forecasts for the FY2024 (from April 1, 2023 to March 31, 2024)**

(Percentages represent year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
FY2024	23,000	2.8	2,400	(9.1)	2,400	(13.9)	1,600	(16.8)	47.01

**\* Notes**

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries accompanying changes in scope of consolidation): None

(2) Changes in accounting policies, changes in accounting estimates, and restatement

- 1) Changes in accounting policies due to revisions to accounting standards and other regulations: None
- 2) Changes in accounting policies due to other reasons: None
- 3) Changes in accounting estimates: None
- 4) Restatement: None

(3) Number of shares outstanding (common stock)

1) Number of shares outstanding at the end of the period (including treasury shares)	As of March 31, 2023	35,638,066 shares	As of March 31, 2022	35,638,066 shares
2) Number of treasury shares at the end of the period	As of March 31, 2023	1,603,076 shares	As of March 31, 2022	1,602,804 shares
3) Average number of outstanding shares during the period	FY2023	34,035,116 shares	FY2022	34,035,424 shares

**(Reference) Summary of Non-consolidated Financial Results****1. Non-consolidated Financial Results for the FY2023 (from April 1, 2022 to March 31, 2023)****(1) Non-consolidated operating results**

(Percentages indicate year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
FY2023	15,595	3.4	1,613	(11.2)	2,401	(7.8)	1,875	(4.0)
FY2022	15,088	13.1	1,816	41.2	2,604	32.1	1,953	32.8

	Basic earnings per share		Diluted earnings per share	
	Yen	Yen	Yen	Yen
FY2023	55.10	-	-	-
FY2022	57.39	-	-	-

**(2) Non-consolidated financial position**

	Total assets	Total net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of March 31, 2023	32,376	28,511	88.1	837.72
As of March 31, 2022	31,420	27,287	86.8	801.73

Reference: Equity capital (Net assets)

As of March 31, 2023: 28,511 million yen

As of March 31, 2022: 27,287 million yen

\* The financial information contained in this summary is not the subject of an audit.

\* Cautionary statement with respect to forward-looking statements and other special remarks

The above outlook is based on currently available information. A number of factors could cause actual results to differ materially from expectations. For more information on these assumptions and notes regarding the use of earnings forecasts, please refer to “1. Overview of operating results, (4) Business forecasts” on page 3 of [Attached Material].

\* Disclaimer:

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## 1. Overview of Operating Results

### (1) Overview of operating results for the fiscal year ended March 31, 2023

During the current consolidated fiscal year, the global economy showed a recovery trend toward positive growth, as business and economic activities go hand in hand, as the restriction on business activities is eased by the global progress in vaccination against COVID-19 infection. On the other hand, the outlook for the exchange rate is becoming increasingly uncertain, and there are concerns that the economic recovery will be delayed due to rising raw material and ocean transportation costs caused by geopolitical risks.

Under these circumstances, YUSHIN Group has continued to develop new customers on a global scale and expand the business of custom-ordered equipment for medical field. As a result, orders received during the consolidated fiscal year increased significantly year on year due to the orders received for large scale custom-ordered medical equipment.

For the current consolidated fiscal year, Net sales of take-out robots decreased compared with the previous consolidated fiscal year, partly due to the impact of China shutdown, while sales of custom-ordered equipment increased due to the contribution of a large order for medical equipment. By region, sales of custom-ordered equipment was strong in Japan, North America and Europe. As a result, consolidated Net sales increased 7.2% from the previous fiscal year to 22,373 million yen. In terms of profit, Operating profit decreased 8.7% from the previous period to 2,639 million yen, despite the increase in consolidated Net sales, due to higher labor costs and increases in material prices and ocean transportation costs. Ordinary profit decreased 9.7% to 2,787 million yen despite foreign exchange gains, and Net income attributable to owners of the parent decreased 9.0% to 1,922 million yen.

During the current consolidated fiscal year, the Company adopted the recommendations of “the Task Force on Climate-related Financial Disclosures (TCFD)”, established “YUSHIN Group Human Rights Policy”, formed a “sustainability committee”, identified sustainability “materiality”, and continued to promote sustainability activities throughout the year. We will continue to contribute to the creation of a sustainable society and environment through our business activities focused on providing labor-saving solutions, while striving for sustainable business development and increasing corporate value.

#### Operating result by product category

- < Take-out robots > Net sales of take-out robots decreased by 128 million yen (0.9%) from the previous FY to 14,154 million yen.
- < Custom-ordered equipment > Net sales of custom-ordered equipment increased by 1,281 million yen (41.0%) from the previous FY to 4,406 million yen.
- < Parts and maintenance service > Net sales of parts and maintenance service increased by 345 million yen (10.0%) from the previous FY to 3,812 million yen.

#### Operating result by segment category

- < Japan > Net sales increased by 3.4% from the previous FY to 15,595 million yen and operating profit decreased by 11.2% from the previous FY to 1,613 million yen.
- < North America > Net sales increased by 15.5% from the previous FY to 4,650 million yen and operating profit increased by 14.4% to 567 million yen.
- < Asia > Net sales decreased by 2.9% from the previous FY to 5,568 million yen and operating profit decreased by 13.8% to 440 million yen.
- < Europe > Net sales increased by 52.5% from the previous FY to 1,957 million yen and operating profit decreased by 3.1% from the previous FY to 152 million yen.

### (2) Overview of financial condition for the fiscal year ended March 31, 2023

- < Assets > Total assets increased by 3,950 million yen from the end of the previous fiscal year to 40,843 million yen. This was mainly due to increase of 3,764 million yen in Cash and deposits.
- < Liabilities > Total liabilities increased by 2,411 million yen from the end of the previous fiscal year to 8,256 million yen. This was due to increase of 2,558 million yen in Advances received.
- < Net assets > Net assets increased by 1,538 million yen from the end of the previous fiscal year to 32,586 million yen mainly due to increase of Retained earnings by 1,242 million yen.

**(3) Overview of cash flow for the fiscal year ended March 31, 2023**

The balance of Cash and cash equivalents on March 31, 2023 increased by 3,759 million yen from the end of the previous fiscal year to 10,185 million yen. Main reasons are as follows.

## &lt; Cash flow from operating activities &gt;

Cash flow from operating activities for the fiscal year ended March 31, 2023 was a net inflow of 4,605 million yen (it was a net inflow of 2,083 million yen in the previous fiscal year) as Profit before income taxes was 2,769 million yen, payment for income taxes was 1,050 million yen, and increase in other Current liabilities was 2,515 million yen.

## &lt; Cash flow from investment activities &gt;

Due to expenditures of 262 million yen for the acquisition of Property, plant and equipment, etc., Cash flow from investment activities for the fiscal year ended March 31, 2023 was a net outflow of 299 million yen (it was a net outflow of 1,341 million yen in the previous fiscal year.)

## &lt; Cash flow from financing activities &gt;

Due to cash dividends paid of 680 million yen and other factors, Cash flow from financing activities for the fiscal year ended March 31, 2023 was a net outflow of 695 million yen (it was a net outflow of 763 million yen in the previous fiscal year).

**(4) Business forecasts**

With regard to the external environment surrounding our company, while the uncertainty surrounding the COVID-19 infection has subsided and the economic growth rate is expected to improve in some regions, including China, the growth rate is expected to remain low in some regions due to rising interest rates to curb inflation and the impact of geopolitical risks. In the medium to long term, the global trend toward production automation is expected to continue, with attention to labor safety and improving production efficiencies.

In this environment, YUSHIN Group will continue to quickly take advantage of changes in the business environment and strive for further development as a leading company in take-out robot industry, based on the management philosophy of "Look outward far and wide, constantly seek technological innovation and give back to society for all it has given us." To this end, YUSHIN Group will work to expand sales of the robots by enhancing product appeal and strengthening global sales development. We will collect accurate market information to increase our global market share. For custom-ordered equipment, in response to increasing demand for automation at home and abroad due to labor shortages and rising labor costs, YUSHIN Group will continue to work to expand sales and develop new business.

At the same time, we will promote measures to address the five material issues identified for the fiscal year ending March 31, 2023: "Promotion of occupational safety", "Productivity improvement of customers' factory", "Tackling climate change", "Strengthening human capital", and "Strengthening corporate governance." In addition, we will increase productivity by strengthening our organization, human capital development, and IT systems with a focus on CI penetration, and by improving the quality, efficiency, and speed of our operations.

Our current forecast for the fiscal year ending March 31, 2024 is as follows.

Despite the slowdown in the global economic growth rate, we expect an increase in revenue due to global needs for production automation, including sales of large-scale custom-ordered equipment for which we have already received orders. On the other hand, further increases in raw material costs and active investment in human and other resources for future high growth are expected to cause a temporary decline in profit margins.

## (Consolidated Earnings Forecasts)

Net sales	23,000 million yen	Y/Y 2.8 %
Operating profit	2,400 million yen	Y/Y (9.1) %
Ordinary profit	2,400 million yen	Y/Y (13.9) %
Profit attributable to owners of parent	1,600 million yen	Y/Y (16.8) %

## **2. Selection of Accounting Standards**

YUSHIN plans to continue its policy of generating consolidated financial statements according to Japanese standards in consideration of the fact YUSHIN does not conduct global funding and to enable the comparison with other Japanese companies in the same sector.

With regard to the adoption of IFRS, YUSHIN will take into account the situation across various domestic and international markets and take appropriate action.

**3. Consolidated Financial Statements and Major Notes****(1) Consolidated balance sheets**

	(Thousands of yen)	
	As of March 31, 2022	As of March 31, 2023
<b>&lt;ASSETS&gt;</b>		
<b>Current assets</b>		
Cash and deposits	12,404,898	16,169,066
Notes and accounts receivable - trade	5,905,288	5,471,088
Merchandise and finished goods	1,074,756	1,288,257
Work in process	1,203,508	1,338,876
Raw materials and supplies	3,571,482	3,760,970
Consumption taxes receivable	87,049	87,112
Other	261,516	533,648
Allowance for doubtful accounts	(7,869)	(10,601)
<b>Total current assets</b>	<b>24,500,630</b>	<b>28,638,417</b>
<b>Non-current assets</b>		
<b>Property, plant and equipment</b>		
Buildings and structures, net	3,849,455	3,609,396
Machinery, equipment and vehicles, net	119,383	150,183
Land	6,812,488	6,821,488
Construction in progress	12,058	34,792
Other, net	132,651	130,662
<b>Total property, plant and equipment</b>	<b>10,926,037</b>	<b>10,746,522</b>
<b>Intangible assets</b>		
Other	186,751	192,975
<b>Total Intangible assets</b>	<b>186,751</b>	<b>192,975</b>
<b>Investments and other assets</b>		
Investment securities	263,848	307,324
Retirement benefit asset	264,457	215,986
Deferred tax assets	647,939	649,980
Other	181,809	141,492
Allowance for doubtful accounts	(78,488)	(49,464)
<b>Total investments and other assets</b>	<b>1,279,566</b>	<b>1,265,319</b>
<b>Total non-current assets</b>	<b>12,392,355</b>	<b>12,204,817</b>
<b>Total assets</b>	<b>36,892,986</b>	<b>40,843,235</b>



(Thousands of yen)

	As of March 31, 2022	As of March 31, 2023
<b>&lt;LIABILITIES&gt;</b>		
Current liabilities		
Notes and accounts payable - trade	1,710,595	1,733,016
Electronically recorded obligations - operating	935,700	890,045
Accounts payable - other	519,785	586,065
Income taxes payable	560,244	275,103
Advances received	1,162,547	3,721,457
Provision for bonuses	300,053	310,344
Provision for bonuses for directors	32,400	29,840
Provision for product warranties	137,341	256,644
Other	310,217	210,302
Total current liabilities	5,668,885	8,012,820
Non-current liabilities		
Retirement benefit liability	100,402	164,600
Deferred tax liabilities	24,179	6,260
Other	51,807	73,254
Total non-current liabilities	176,388	244,116
Total liabilities	5,845,274	8,256,936
<b>&lt;NET ASSETS&gt;</b>		
Shareholders' equity		
Share capital	1,985,666	1,985,666
Capital surplus	2,024,597	2,024,597
Retained earnings	27,212,010	28,454,129
Treasury shares	(1,355,446)	(1,355,632)
Total shareholders' equity	29,866,827	31,108,761
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	88,637	118,852
Foreign currency translation adjustment	796,769	1,043,867
Remeasurements of defined benefit plans	41,960	5,780
Total accumulated other comprehensive income	927,367	1,168,500
Non-controlling interests	253,516	309,036
Total net assets	31,047,712	32,586,298
Total liabilities and net assets	36,892,986	40,843,235

**(2) Consolidated statements of income and consolidated statements of comprehensive income****Consolidated statements of income**

	(Thousands of yen)	
	FY2022	FY2023
Net sales	20,874,646	22,373,189
Cost of sales	11,883,001	12,799,243
Gross profit	8,991,644	9,573,946
Selling, general and administrative expenses	6,100,809	6,934,523
Operating profit	2,890,835	2,639,422
Non-operating income		
Interest and dividend income	12,432	14,707
Purchase discounts	7,963	8,162
Foreign exchange gains	96,608	99,864
Surrender value of insurance policies	71,930	-
Other	6,795	27,967
Total non-operating income	195,729	150,701
Non-operating expenses		
Other	1,289	3,113
Total non-operating expenses	1,289	3,113
Ordinary profit	3,085,275	2,787,011
Extraordinary income		
Gain on sales of non-current assets	1,311	7,418
Total extraordinary income	1,311	7,418
Extraordinary losses		
Loss on sales and retirement of non-current assets	221	25,282
Total extraordinary losses	221	25,282
Profit before income taxes	3,086,364	2,769,146
Income taxes – current	958,781	795,362
Income taxes – deferred	(6,320)	(5,015)
Total income taxes	952,461	790,347
Profit	2,133,903	1,978,799
Profit attributable to non-controlling interests	21,664	55,976
Profit attributable to owners of parent	2,112,238	1,922,822

**Consolidated statements of comprehensive income**

	(Thousands of yen)	
	FY2022	FY2023
Profit	2,133,903	1,978,799
Other comprehensive income		
Valuation difference on available-for-sale securities	(15,203)	30,215
Foreign currency translation adjustment	516,502	262,029
Remeasurements of defined benefit plans, net of tax	4,687	(36,180)
Total other comprehensive income	505,985	256,064
Comprehensive income	2,639,888	2,234,863
(Comprehensive income attributable to)		
Comprehensive income attributable to owners of parent	2,608,158	2,163,955
Comprehensive income attributable to non-controlling interests	31,730	70,908

**(3) Consolidated statements of changes in equity**

FY2022

(Thousands of Yen)

	Shareholders' equity				Total Shareholders' equity
	Share capital	Capital surplus	Retained earnings	Treasury shares	
Balance at the beginning of current period	1,985,666	2,024,597	25,848,552	(1,355,222)	28,503,594
Changes during period					
Dividends of surplus			(748,780)		(748,780)
Profit attributable to owners of parent			2,112,238		2,112,238
Purchase of treasury shares				(224)	(224)
Change in ownership interest of parent due to transactions with non-controlling interests					
Net changes in items other than shareholders' equity					
Total changes during period	-	-	1,363,457	(224)	1,363,233
Balance at the end of current period	1,985,666	2,024,597	27,212,010	(1,355,446)	29,866,827

	Accumulated other comprehensive income				Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income		
Balance at the beginning of current period	103,840	290,333	37,273	431,448	236,879	29,171,922
Changes during period						
Dividends of surplus						(748,780)
Profit attributable to owners of parent						2,112,238
Purchase of treasury shares						(224)
Change in ownership interest of parent due to transactions with non-controlling interests						-
Net changes in items other than shareholders' equity	(15,203)	506,435	4,687	495,919	16,636	512,556
Total changes during period	(15,203)	506,435	4,687	495,919	16,636	1,875,789
Balance at the end of current period	88,637	796,769	41,960	927,367	253,516	31,047,712

FY2023

(Thousands of Yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total Shareholders' equity
Balance at the beginning of current period	1,985,666	2,024,597	27,212,010	(1,355,446)	29,866,827
Changes during period					
Dividends of surplus			(680,703)		(680,703)
Profit attributable to owners of parent			1,922,822		1,922,822
Purchase of treasury shares				(185)	(185)
Change in ownership interest of parent due to transactions with non-controlling interests					
Net changes in items other than shareholders' equity					
Total changes during period	-	-	1,242,119	(185)	1,241,933
Balance at the end of current period	1,985,666	2,024,597	28,454,129	(1,355,632)	31,108,761

	Accumulated other comprehensive income				Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income		
Balance at the beginning of current period	88,637	796,769	41,960	927,367	253,516	31,047,712
Changes during period						
Dividends of surplus						(680,703)
Profit attributable to owners of parent						1,922,822
Purchase of treasury shares						(185)
Change in ownership interest of parent due to transactions with non-controlling interests						-
Net changes in items other than shareholders' equity	30,215	247,097	(36,180)	241,132	55,519	296,652
Total changes during period	30,215	247,097	(36,180)	241,132	55,519	1,538,586
Balance at the end of current period	118,852	1,043,867	5,780	1,168,500	309,036	32,586,298

**(4) Consolidated statements of cash flows**

	(Thousands of yen)	
	FY2022	FY2023
<b>Cash flows from operating activities</b>		
Profit before income taxes	3,086,364	2,769,146
Depreciation	585,500	521,413
Increase (decrease) in allowance for doubtful accounts	23,807	(27,847)
Increase (decrease) in provision for bonuses	17,093	9,812
Increase (decrease) in provision for bonuses for directors	(10,400)	(2,560)
Increase (decrease) in retirement benefits asset and liability	4,071	108,405
Interest and dividend income	(12,432)	(14,707)
Decrease (increase) in trade receivables	(93,777)	518,622
Decrease (increase) in inventories	(575,941)	(755,349)
Increase (decrease) in trade payables	(351,423)	276,170
Increase (decrease) in other current liabilities	185,663	2,515,291
Other, net	(193,910)	(277,024)
Subtotal	2,664,615	5,641,373
Interest and dividends received	12,820	14,802
Proceeds from insurance income	227,892	-
Income taxes paid	(822,155)	(1,050,585)
Net cash provided by (used in) operating activities	2,083,173	4,605,590
<b>Cash flows from investing activities</b>		
Payments into time deposits	(5,298,951)	(5,304,348)
Proceeds from withdrawal of time deposits	4,800,000	5,300,000
Purchase of property, plant and equipment	(810,921)	(262,443)
Proceeds from sales of property, plant and equipment	1,823	8,651
Purchase of intangible assets	(33,685)	(41,465)
Net cash provided by (used in) investing activities	(1,341,734)	(299,606)
<b>Cash flows from financing activities</b>		
Purchase of treasury shares	(224)	(185)
Dividends paid	(748,321)	(680,060)
Dividends paid to non-controlling interests	(15,094)	(15,388)
Net cash provided by (used in) financing activities	(763,639)	(695,634)
Effect of exchange rate change on cash and cash equivalents	231,201	149,134
Net increase (decrease) in cash and cash equivalents	209,001	3,759,483
Cash and cash equivalents at beginning of period	6,846,745	7,055,746
Cash and cash equivalents at end of period	7,055,746	10,815,230

**(5) Notes to consolidated financial statements**

*Notes related to regarding premise of going concerns*

Non applicable

*Segment information etc.*

a. Segment information

1. Overview of reportable segment

Segments used for financial reporting are the Company's constituent units for which separate financial information is available and for which the Board of Directors performs periodic studies for the purposes of determining the allocation of resources and evaluating performance.

YUSHIN carries out the development, production, sales and after-sales maintenance of take-out robots for injection-molded products and peripheral equipment, including labor-saving systems. In the domestic market, these operations are handled by the Company; overseas markets - North America, Asia (South Korea, Taiwan, China, Indonesia, Vietnam, Malaysia, Thailand and India) and Europe (UK and Germany) - are serviced by local subsidiaries, including Yushin America Inc. (US), Yushin Korea Co., Ltd. (South Korea), Yushin Automation Ltd. (Europe) and other local ones. The local subsidiaries are independently managed units, with separately drafted strategies and activities.

Accordingly, YUSHIN's operations, based on its production, sales and after-sales maintenance setups, are geographically grouped into four reportable segments: Japan, North America, Asia and Europe.

2. Method of calculating sales and profit (loss), identifiable assets, and other items by business segment reported

Accounting policies for the reportable business segments are the same as "Basis of Presenting Consideration Financial Statements".

Income by business segment reported is calculated based on operating profit.

Inter-segment profit and transfer are based on realized market price basis.

## 3. Information related to sales and profit (loss), identifiable assets, and other items for each reportable segment

FY2022 (from April 1, 2021 to March 31, 2022)

(Thousands of yen)

	Reportable segment				Total	Adjustment *1	Amounts shown on consolidated statements of income *2
	Japan	North America	Asia	Europe			
Net sales							
Sales to Customers	10,265,289	4,021,459	5,306,618	1,281,279	20,874,646	-	20,874,646
Inter-segment sales or transfers	4,823,672	5,707	425,785	2,576	5,257,741	(5,257,741)	-
Total	15,088,961	4,027,166	5,732,404	1,283,855	26,132,387	(5,257,741)	20,874,646
Segment profit	1,816,464	496,032	511,483	156,837	2,980,818	(89,983)	2,890,835
Segment assets	20,195,458	3,023,260	4,810,225	1,538,924	29,567,868	7,325,117	36,892,986
Other items							
Depreciation	509,026	29,761	30,536	16,119	585,443	56	585,500
Increase in increment of tangible & intangible assets	795,306	25,067	13,981	12,202	846,557	-	846,557

\*Notes 1: Adjustment is as follows.

- (1) The (89,983) thousand yen adjustment to segment profit includes eliminations for inter-segment transactions of 12,073 thousand yen and inventory adjustments of (102,056) thousand yen.
- (2) The 7,325,117 thousand yen adjustment to segment assets includes eliminations for inter-segment transactions of (2,868,816) thousand yen and operating funds of surplus assets by the Company (Cash and deposits) and long-term investments funds (Investments securities) of 10,193,933 thousand yen.

\*Notes 2: Segment profit is adjusted to be consistent with operating profit shown on the consolidated statements of income.

FY2023 (from April 1, 2022 to March 31, 2023)

(Thousands of yen)

	Reportable segment				Total	Adjustment *1	Amounts shown on consolidated statements of income *2
	Japan	North America	Asia	Europe			
Net sales							
Sales to Customers	10,570,836	4,628,188	5,221,804	1,952,360	22,373,189	-	22,373,189
Inter-segment sales or transfers	5,024,591	22,083	346,483	4,957	5,398,116	(5,398,116)	-
Total	15,595,428	4,650,271	5,568,287	1,957,317	27,771,305	(5,398,116)	22,373,189
Segment profit	1,613,017	567,674	440,920	152,006	2,773,618	(134,195)	2,639,422
Segment assets	19,816,035	3,221,413	4,849,331	4,675,093	32,561,874	8,281,360	40,843,235
Other items							
Depreciation	428,506	46,684	28,415	17,773	521,379	33	521,413
Increase in increment of tangible & intangible assets	252,978	51,541	7,289	8,075	319,885	-	319,885

\*Notes 1: Adjustment is as follows.

- (1) The (134,195) thousand yen adjustment to segment profit includes eliminations for inter-segment transactions of 1,577 thousand yen and inventory adjustments of (135,773) thousand yen.
- (2) The 8,281,360 thousand yen adjustment to segment assets includes eliminations for inter-segment transactions of (3,141,212) thousand yen and operating funds of surplus assets by the Company (Cash and deposits) and long-term investments funds (Investments securities) of 11,422,572 thousand yen.

\*Notes 2: Segment profit is adjusted to be consistent with operating profit shown on the consolidated statements of income.



*Per share indexes*

(Yen)

	FY2022	FY2023
Book-value per share (BPS)	904.77	948.36
Earnings per share (EPS)	62.06	56.50

\*Notes 1: Net income per share fully diluted is not shown since there is none.

\*Notes 2: The bases for calculating Earnings per share (EPS) are followings.

(Thousands of yen)

	FY2022	FY2023
Profit attributable to owners of parent	2,112,238	1,922,822
Amount not attributable to general shareholders	-	-
Profit attributable to owners of parent for common shares	2,112,238	1,922,822
Average number of shares	34,035,424 shares	34,035,116 shares

\*Notes 3: The bases for calculating Book-value per share (BPS) are followings.

(Thousands of yen)

	As of March 31, 2022	As of March 31, 2023
Total net assets	31,047,712	32,586,298
Amounts deducted from total net assets	253,516	309,036
(Portion of non-controlling interest)	(253,516)	(309,036)
Net assets at fiscal year-end applicable to common shares	30,794,195	32,277,261
Number of common shares at fiscal year-end used in calculating book-value per share	34,035,262 shares	34,034,990 shares

*Significant subsequent events*

Non applicable

**Order, backlog and sales****(1) Orders**

## 1) Order received

(Thousands of yen)

Products	FY2022	FY2023	Changes (%)
Take-out robots	14,402,822	14,519,169	0.8
Custom-ordered equipment	3,910,657	8,444,141	115.9
Parts and maintenance services	3,519,089	3,806,995	8.2
Total	21,832,569	26,770,306	22.6

## 2) Backlog of orders

(Thousands of yen)

Products	As of March 31, 2022	As of March 31, 2023	Changes (%)
Take-out robots	3,120,818	3,485,923	11.7
Custom-ordered equipment	2,209,590	6,247,524	182.7
Parts and maintenance services	259,129	253,208	(2.3)
Total	5,589,539	9,986,656	78.7

**(2) Net sales**

(Thousands of yen)

Products	FY2022	FY2023	Changes (%)
Take-out robots	14,282,738	14,154,064	(0.9)
Custom-ordered equipment	3,124,841	4,406,207	41.0
Parts and maintenance services	3,467,065	3,812,917	10.0
Total	20,874,646	22,373,189	7.2

**Overseas sales**

## FY2022 (from April 1, 2021 to March 31, 2022)

(Thousands of yen)

	North America	Asia	Europe	Other areas	Total
I Overseas sales	4,103,678	6,940,765	1,075,765	492,372	12,612,580
II Consolidated net sales					20,874,646
III Ratio of overseas sales to consolidated net sales (%)	19.7	33.2	5.2	2.4	60.4

## FY2023 (from April 1, 2022 to March 31, 2023)

(Thousands of yen)

	North America	Asia	Europe	Other areas	Total
I Overseas sales	4,674,792	6,860,376	1,333,058	653,454	13,521,682
II Consolidated net sales					22,373,189
III Ratio of overseas sales to consolidated net sales (%)	20.9	30.7	6.0	2.9	60.4

End of Materials