| ( $\#$ thousand) | FY2119 |  |  |  |  |  |  |  | FY2/20 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H |  | a3 cum | Q4 | 2H | Full-Year | Q1 | Q2 | 1H\| | Q3 | Q3 cum | Q4 | 2H | Full-Year |
| Current assets | 13,356,032 | 12,991,466 | 12,991,466 | 13,208,537 | 13,208,537 | 12,881,919 | 12,881,919 | 12,881,919 | 12,342,038 | 12,721,743 | 12,721,743 | 12,881,169 | 12,881,169 | 13,193,328 | 13,193,328 | 13,193,328 |
| Cash and deposits | 5,236,366 | 5,245,781 | 5,245,781 | 4,834,828 | 4,834,828 | 5,534,431 | 5,534,431 | 5,534,431 | 4,607,087 | 5,030,580 | 5,030,580 | 4,232,255 | 4,232,255 | 4,314,123 | 4,314,123 | 4,314,123 |
| Notes and accounts receivable - trade | 4,448,399 | 4,224,471 | 4,224,471 | 4,253,700 | 4,253,700 | 4,172,348 | 4,172,348 | 4,172,348 | 3,741,572 | 3,506,653 | 3,506,653 | 4,167,322 | 4,167,322 | 5,013,789 | 5,013,789 | 5,013,78 |
| Notes and accounts receivable trade and contract assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Electronically recorded monetary claims - operating | 127,964 | 152,862 | 152,862 | 246,278 | 246,278 | 160,222 | 160,222 | 160,222 | 297,447 | 293,449 | 293,449 | 153,152 | 153,152 | 417,513 | 417,513 | 417,51 |
| Merchandise and finished goods | 344,129 | 365,375 | 365,375 | 393,519 | 393,519 | 414,397 | 414,397 | 414,397 | 426,622 | 526,368 | 526,368 | 575,274 | 575,274 | 647,754 | 647,754 | 647,754 |
| Work in process | 1,747,526 | 1,521,486 | 1,521,486 | 1,795,671 | 1,795,671 | 1,053,685 | 1,053,685 | 1,053,685 | 1,833,125 | 1,915,678 | 1,915,678 | 2,212,108 | 2,212,108 | 1,390,426 | 1,390,426 | 1,390,426 |
| Raw materials and supplies | 906,583 | 915,151 | 915,151 | 1,030,976 | 1,030,976 | 1,007,294 | 1,007,294 | 1,007,294 | 1,048,643 | 1,005,761 | 1,005,761 | 1,083,380 | 1,083,380 | 1,013,444 | 1,013,444 | 1,013,444 |
| Prepaid expenses | 135,506 | 128,504 | 128,504 | 156,129 | 156,129 | 138,074 | 138,074 | 138,074 | 142,728 | 140,346 | 140,346 | 132,179 | 132,179 | 139,944 | 139,944 | 139,944 |
| Allowance for doubtiul accounts | $(10,870)$ | $(11,106)$ | $(11,106)$ | $(11,347)$ | $(11,347)$ | $(8,869)$ | $(8,869)$ | $(8,869)$ | (8,748) | $(5,323)$ | $(5,323)$ | $(5,478)$ | $(5,478)$ | $(5,471)$ | (5,471) | $(5,471)$ |
| Non-current assets | 4,428,541 | 4,493,030 | 4,493,030 | 4,517,624 | 4,517,624 | 4,583,387 | 4,583,387 | 4,583,387 | 4,885,561 | 4,992,032 | 4,992,032 | 5,301,282 | 5,301,282 | 5,311,999 | 5,311,999 | 5,311,999 |
| Property, plant and equipment | 3,471,446 | 3,554,342 | 3,554,342 | 3,580,773 | 3,580,773 | 3,769,070 | 3,769,070 | 3,769,070 | 3,857,729 | 3,997,312 | 3,997,312 | 4,206,518 | 4,206,518 | 4,209,880 | 4,209,880 | 4,209,880 |
| Buildings and structures, net | 1,208,510 | 1,202,510 | 1,202,510 | 1,199,967 | 1,199,967 | 1,162,954 | 1,162,954 | 1,162,954 | 1,144,664 | 1,134,076 | 1,134,076 | 1,131,261 | 1,131,261 | 1,418,559 | 1,418,559 | 1,418,559 |
| Machinery and equipment, net | 464,151 | 433,557 | 433,557 | 508,855 | 508,855 | 506,807 | 506,807 | 506,807 | 504,155 | 632,770 | 632,770 | 661,923 | 661,923 | 636,046 | 636,046 | 636,046 |
| Land | 1,239,273 | 1,239,710 | 1,239,710 | 1,240,156 | 1,240,156 | 1,239,674 | 1,239,674 | 1,239,674 | 1,239,395 | 1,238,858 | 1,238,858 | 1,239,432 | 1,239,432 | 1,231,252 | 1,231,252 | 1,231,252 |
| Construction in progress | 242,633 | 287,501 | 287,501 | 247,549 | 247,549 | 431,499 | 431,499 | 431,499 | 565,485 | 602,385 | 602,385 | 786,621 | 786,621 | 30,193 | 530,193 | 530,193 |
| Other, net | 316,877 | 391,063 | 391,063 | 384,245 | 384,245 | 428,134 | 428,134 | 428,134 | 404,028 | 389,221 | 389,221 | 387,279 | 387,279 | 393,828 | 393,828 | 393,828 |
| Intangible assets | 96,673 | 91,253 | 91,253 | 93,396 | 93,396 | 16,349 | 16,349 | 16,349 | 17,930 | 16,516 | 16,516 | 96,468 | 96,468 | 96,081 | 96,081 | 96,081 |
| Goodwill | 86,097 | 80,090 | 80,090 | 74,083 | 74,083 |  |  |  |  |  |  |  |  |  |  |  |
| Software | 10,139 | 10,725 | 10,725 | 18,875 | 18,875 | 15,912 | 15,912 | 15,912 | 17,493 | 16,079 | 16,079 | 17,698 | 17,698 | 19,811 | 19,811 | ,811 |
| Customer-related assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investments and other assets | 860,420 | 847,434 | 847,434 | 843,454 | 843,454 | 797,967 | 797,967 | 797,967 | 1,009,901 | 978,203 | 978,203 | 998,294 | 998,294 | 1,006,036 | 1,006,036 | 1,006,036 |
| Investment securities | 360,453 | 359,134 | 359,134 | 359,905 | 359,905 | 351,259 | 351,259 | 351,259 | 342,075 | 326,310 | 326,310 | 343,974 | 343,974 | 319,151 | 319,151 | 319,151 |
| Business insurance funds | 276,296 | 279,209 | 279,209 | 279,209 | 279,209 | 279,209 | 279,209 | 279,209 | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 |
| Deferred tax assets | 24,052 | 25,632 | 25,632 | 26,487 | 26,487 | 7,032 | 7,032 | 7,032 | 211,867 | 205,947 | 205,947 | 218,413 | 218,413 | 208,497 | 208,497 | 208,497 |
| Net defined benefit asset | 1,453 | 1,668 | 1,668 | 1,544 | 1,544 | 1,244 | 1,244 | 1,244 | 1,775 | 1,994 | 1,994 | 1,636 | 1,636 | 1,530 | 1,530 | 1,530 |
| Allowance for doubtful accounts | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | (5,400) | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ |
| Total assets | 17,784,573 | 17,484,497 | 17,484,497 | 17,726,161 | 17,726,161 | 17,465,307 | 17,465,307 | 17,465,307 | 17,227,600 | 17,713,776 | 17,713,776 | 18,182,451 | 18,182,451 | 18,505,327 | 18,505,327 | 18,505,327 |
| Current liabilities | 4,768,860 | 4,312,236 | 4,312,236 | 4,449,712 | 4,449,712 | 3,938,759 | 3,938,759 | 3,938,759 | 4,259,737 | 4,668,293 | 4,668,293 | 5,019,249 | 5,019,249 | 5,023,920 | 5,023,920 | 5,023,920 |
| Notes and accounts payable - trade | 1,678,244 | 1,627,305 | 1,627,305 | 1,581,012 | 1,581,012 | 1,587,769 | 1,587,769 | 1,587,769 | 1,244,367 | 1,295,590 | 1,295,590 | 1,516,133 | 1,516,133 | 1,754,324 | 1,754,324 | 1,754,324 |
| Electronically recorded obligations - operating | 831,954 | 515,524 | 515,524 | 762,710 | 762,710 | 582,051 | 582,051 | 582,051 | 799,227 | 1,055,251 | 1,055,251 | 1,267,847 | 1,267,847 | 1,367,537 | 1,367,537 | 1,367,537 |
| Short-term loans payable |  |  |  |  |  |  |  |  |  |  |  |  |  | 32,829 | 32,829 | 32,829 |
| Lease obligations | 5,253 | 4,243 | 4,243 | 3,230 | 3,230 | 3,954 | 3,954 | 3,954 | 3,350 | 2,743 | 2,743 | 2,135 | 2,135 | 2,639 | 2,639 | 2,639 |
| Income taxes payable | 199,646 | 304,613 | 304,613 | 74,508 | 74,508 | 151,746 | 151,746 | 151,746 | 19,608 | 97,816 | 97,816 |  |  | 61,729 | 61,729 | 61,729 |
| Accrued consumption taxes | 123,871 | 133,174 | 133,174 | 136,665 | 136,665 | 155,314 | 155,314 | 155,314 | 9,840 | 5,502 | 5,502 | 1,868 | 1,868 | 52,459 | 52,459 | 52,459 |
| Accrued expenses | 373,087 | 321,558 | 321,558 | 377,849 | 377,849 | 362,769 | 362,769 | 362,769 | 355,095 | 308,910 | 308,910 | 336,70 | 336,70 | 333,886 | 333,886 | 333,886 |
| Advances received | 915,880 | 940,359 | 940,359 | 1,086,625 | 1,086,625 | 666,802 | 666,802 | 666,802 | 1,244,489 | 1,424,429 | 1,424,429 | 1,438,719 | 1,438,719 | 775,289 | 775,289 | 775,289 |
| Contract liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for bonuses | 297,730 | 219,611 | 219,611 | 128,345 | 128,345 | 212,735 | 212,735 | 212,735 | 312,570 | 181,547 | 181,547 | 133,417 | 133,417 | 237,693 | 237,693 | 237,693 |
| Provision for directors' bonuses | 12,500 | 18,000 | 18,000 | 19,500 | 19,500 | 30,000 | 30,000 | 30,000 | 8,250 | 4,000 | 4,000 | 6,750 | 6,750 | 6,000 | 6,000 | 6,000 |
| Non-current liabilities | 323,988 | 319,998 | 319,998 | 323,122 | 323,122 | 275,895 | 275,895 | 275,895 | 244,509 | 238,142 | 238,142 | 241,494 | 241,494 | 237,458 | 237,458 | 237,458 |
| Long-term accounts payable - other | 45,973 | 47,246 | 47,246 | 48,558 | 48,558 | 44,064 | 44,064 | 44,064 | 38,114 | 29,686 | 29,686 | 30,980 | 30,980 | 35,547 | 35,547 | 35,547 |
| Lease obligations | 8,486 | 7,774 | 7,774 | 7,059 | 7,059 | 5,241 | 5,241 | 5,241 | 4,862 | 4,481 | 4,481 | 4,099 | 4,099 | 2,601 | 2,601 | 2,601 |
| Net defined benefit liability | 203,106 | 198,152 | 198,152 | 201,203 | 201,203 | 162,460 | 162,460 | 162,460 | 164,862 | 167,264 | 167,264 | 169,665 | 169,665 | 165,114 | 165,114 | 165,114 |
| Asset retirement obligations | 35,015 | 35,054 | 35,054 | 35,093 | 35,093 | 35,131 | 35,131 | 35,131 | 35,170 | 35,209 | 35,209 | 35,248 | 35,248 | 31,683 | 31,683 | 31,683 |
| Total liabilities | 5,092,848 | 4,632,234 | 4,632,234 | 4,772,835 | 4,772,835 | 4,244,655 | 4,214,655 | 4,214,655 | 4,504,246 | 4,906,436 | 4,906,436 | 5,260,743 | 5,260,743 | 5,261,378 | 5,261,378 | 5,261,378 |
| Shareholders' equity | 12,973,670 | 13,092,658 | 13,092,658 | 13,149,999 | 13,149,999 | 13,469,928 | 13,469,928 | 13,469,928 | 12,976,992 | 13,127,289 | 13,127,289 | 13,172,779 | 13,172,779 | 13,516,050 | 13,516,050 | 13,516,050 |
| Capital stock | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 |
| Capital surplus | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 |
| Retained earnings | 11,421,917 | 11,540,905 | 11,540,905 | 11,598,248 | 11,598,248 | 11,918,177 | 11,918,177 | 11,918,177 | 11,425,241 | 11,575,538 | 11,575,538 | 11,621,029 | 11,621,029 | 11,964,299 | 11,964,299 | 11,964,299 |
| Treasury shares | $(773,361)$ | (773,361) | $(773,361)$ | $(773,363)$ | $(773,363)$ | $(773,363)$ | $(773,363)$ | $(773,363)$ | (773,363) | $(773,363)$ | $(773,363)$ | $(773,363)$ | $(773,363)$ | $(773,363)$ | $(773,363)$ | (773,363) |
| Accumulated other comprehensive income | $(281,945)$ | $(240,395)$ | $(240,395)$ | $(196,672)$ | $(196,672)$ | (219,276) | (219,276) | (219,276) | $(253,639)$ | $(319,949)$ | (319,949) | (251,072) | (251,072) | $(272,101)$ | $(272,101)$ | $(272,101)$ |
| Valuation difference on available-for-sale securities | 44,769 | 41,667 | 41,667 | 41,574 | 41,574 | 35,459 | 35,459 | 35,459 | 29,541 | 19,836 | 19,836 | 31,463 | 31,463 | 13,680 | 13,680 | 13,680 |
| Foreign currency translation adjustment | $(307,466)$ | (263,473) | (263,473) | $(220,316)$ | $(220,316)$ | $(265,653)$ | $(265,653)$ | $(265,653)$ | (293,813) | $(350,135)$ | $(350,135)$ | $(292,600)$ | $(292,600)$ | $(298,749)$ | (298,749) | (298,749) |
| Remeasurements of defined benefit plans | $(19,248)$ | $(18,589)$ | $(18,589)$ | $(17,930)$ | $(17,930)$ | 10,917 | 10,917 | 10,917 | 10,633 | 10,349 | 10,349 | 10,065 | 10,065 | 12,967 | 12,967 | 12,967 |
| Non-controlling interests |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net assets | 12,691,725 | 12,852,262 | 12,852,262 | 12,953,326 | 12,953,326 | 13,250,651 | 13,250,651 | 13,250,651 | 12,723,353 | 12,807,340 | 12,807,340 | 12,921,707 | 12,921,707 | 13,243,948 | 13,243,948 | 13,243,948 |
| Total liabilities and net assets | 17,784,573 | 17,484,497 | 17,484,497 | 17,726,161 | 17,726,161 | 17,465,307 | 17,465,307 | 17,465,307 | 17,227,600 | 17,713,776 | 17,713,776 | 18,182,451 | 18,182,451 | 18,505,327 | 18,505,327 | 18,505,327 |


| (\# thousand) | FY2/21 |  |  |  |  |  |  |  | FY2/22 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | H | Q3 | Q3 cum | Q4 | 2 H | Full-Year | Q1 | Q2 | 1 H | Q3 | Q3 Cum | Q4 | 2 H | Full Year |
| Current assets | 12,338,686 | 12,325,031 | 12,325,031 | 12,708,843 | 12,708,843 | 13,558,237 | 13,558,237 | 13,558,237 | 12,969,801 | 13,204,150 | 13,204,150 | 14,652,943 | 14,652,943 | 15,004,411 | 15,004,411 | 15,004,411 |
| Cash and deposits | 4,707,055 | 4,743,190 | 4,743,190 | 4,009,307 | 4,009,307 | 4,498,482 | 4,498,482 | 4,498,482 | 3,547,764 | 4,258,813 | 4,258,813 | 4,606,053 | 4,606,053 | 4,145,207 | 4,145,207 | 4,145,207 |
| Notes and accounts receivable - trade | 3,819,487 | 4,007,400 | 4,007,400 | 3,764,175 | 3,764,175 | 4,659,895 | 4,659,895 | 4,659,895 | 4,493,234 | 3,826,816 | 3,826,816 | 3,785,264 | 3,785,264 | 4,902,513 | 4,902,513 | 4,902,513 |
| Notes and accounts receivable trade and contract assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Electronically recorded monetary claims - operating | 387,884 | 185,925 | 185,925 | 359,958 | 359,958 | 210,221 | 210,221 | 210,221 | 351,943 | 250,280 | 250,280 | 436,560 | 436,560 | 326,231 | 326,231 | 326,231 |
| Merchandise and finished goods | 614,055 | 553,280 | 553,280 | 700,953 | 700,953 | 798,624 | 798,624 | 798,624 | 812,443 | 785,490 | 785,490 | 764,271 | 764,271 | 667,070 | 667,070 | 667,070 |
| Work in process | 1,542,974 | 1,469,563 | 1,469,563 | 2,014,945 | 2,014,945 | 1,457,682 | 1,457,682 | 1,457,682 | 1,861,842 | 2,105,277 | 2,105,277 | 2,996,171 | 2,996,171 | 2,390,278 | 2,390,278 | 2,390,278 |
| Raw materials and supplies | 1,004,754 | 1,033,871 | 1,033,871 | 1,172,494 | 1,172,494 | 1,217,155 | 1,217,155 | 1,217,155 | 1,190,656 | 1,318,769 | 1,318,769 | 1,565,458 | 1,565,458 | 2,032,755 | 2,032,755 | 2,032,755 |
| Prepaid expenses | 133,845 | 148,312 | 148,312 | 172,499 | 172,499 | 151,597 | 151,597 | 151,597 | 158,892 | 157,035 | 157,035 | 171,875 | 171,875 | 211,030 | 211,030 | 211,030 |
| Allowance for doubtiul accounts | $(5,376)$ | $(5,268)$ | $(5,268)$ | $(9,864)$ | $(9,864)$ | $(10,342)$ | $(10,342)$ | $(10,342)$ | $(11,304)$ | $(11,545)$ | $(11,545)$ | $(11,433)$ | $(11,433)$ | $(12,624)$ | (12,624) | $(12,624)$ |
| Non-current assets | 5,367,532 | 5,200,563 | 5,200,563 | 6,881,237 | 6,881,237 | 7,016,998 | 7,016,998 | 7,016,998 | 7,064,160 | 7,030,050 | 7,030,050 | 7,075,772 | 7,075,772 | 7,269,492 | 7,269,492 | 7,269,492 |
| Property, plant and equipment | 4,192,228 | 4,094,529 | 4,094,529 | 4,520,359 | 4,520,359 | 4,734,626 | 4,734,626 | 4,734,626 | 4,707, 196 | 4,690,213 | 4,690,213 | 4,613,844 | 4,613,844 | 4,562,962 | 4,562,962 | 4,562,962 |
| Buildings and structures, net | 1,440,960 | 1,425,587 | 1,425,587 | 1,837,849 | 1,837,849 | 2,015,990 | 2,015,990 | 2,015,990 | 2,024,486 | 2,011,256 | 2,011,256 | 1,997,915 | 1,997,915 | 2,014,906 | 2,014,906 | 2,014,906 |
| Machinery and equipment, net | 607,362 | 663,565 | 663,565 | 685,946 | 685,946 | 826,924 | 826,924 | 826,924 | 781,766 | 754,470 | 754,470 | 815,756 | 815,756 | 865,761 | 865,761 | 865,761 |
| Land | 1,230,900 | 1,180,672 | 1,180,672 | 1,162,321 | 1,162,321 | 1,159,307 | 1,159,307 | 1,159,307 | 1,140,604 | 1,140,630 | 1,140,630 | 1,141,346 | 1,141,346 | 1,141,676 | 1,141,676 | 1,141,676 |
| Construction in progress | 542,341 | 347,843 | 347,843 | 354,824 | 354,824 | 349,369 | 349,369 | 349,369 | 386,325 | 426,299 | 426,299 | 282,629 | 282,629 | 177,492 | 177,492 | 177,492 |
| Other, net | 370,663 | 476,861 | 476,861 | 479,417 | 479,417 | 383,035 | 383,035 | 383,035 | 374,013 | 357,556 | 357,556 | 376,196 | 376,196 | 363,125 | 363,125 | 363,125 |
| Intangible assets | 92,970 | 90,304 | 90,304 | 1,324,532 | 1,324,532 | 1,291,783 | 1,291,783 | 1,291,783 | 1,352,406 | 1,338,872 | 1,338,872 | 1,449,942 | 1,449,942 | 1,434,830 | 1,434,830 | 1,434,830 |
| Goodwill |  |  | - | 657,462 | 657,462 | 658,901 | 658,901 | 658,901 | 694,576 | 685,572 | 685,572 | 658,324 | 658,324 | 643,241 | 643,241 | 643,241 |
| Software | 19,200 | 19,034 | 19,034 | 19,974 | 19,974 | 24,138 | 24,138 | 24,138 | 22,559 | 20,655 | 20,655 | 34,337 | 34,337 | 31,945 | 31,945 | 31,945 |
| Customer-related assets |  |  |  |  |  |  |  |  |  | 493,753 | 493,753 | 478,750 |  |  |  | 472,554 |
| Investments and other assets | 1,082,333 | 1,015,729 | 1,015,729 | 1,036,344 | 1,036,344 | 990,588 | 990,588 | 990,588 | 1,004,557 | 1,000,964 | 1,000,964 | 1,011,985 | 1,011,985 | 1,271,699 | 1,271,699 | 1,271,699 |
| Investment securities | 326,116 | 327,827 | 327,827 | 324,414 | 324,414 | 334,321 | 334,321 | 334,321 | 340,276 | 357,005 | 357,005 | 342,876 | 342,876 | 592,710 | 592,710 | 592,710 |
| Business insurance funds | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 | 269,227 |
| Deferred tax assets | 257,084 | 213,407 | 213,407 | 238,945 | 238,945 | 187,885 | 187,885 | 187,885 | 200,457 | 186,532 | 186,532 | 218,023 | 218,023 | 235,394 | 235,394 | 235,394 |
| Net defined benefit asset | 2,012 | 1,986 | 1,986 | 1,841 | 1,841 | 1,251 | 1,251 | 1,251 | 1,121 | 956 | 956 | 794 | 794 | 429 | 429 | 429 |
| Allowance for doubtful accounts | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | (5,400) | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ | $(5,400)$ |
| Total assets | 17,706,219 | 17,525,595 | 17,525,595 | 19,590,080 | 19,590,080 | 20,575,235 | 20,575,235 | 20,575,235 | 20,033,962 | 20,234,201 | 20,234,201 | 21,728,715 | 21,728,715 | 22,273,904 | 22,273,904 | 22,273,904 |
| Current liabilities | 4,483,513 | 4,281,736 | 4,281,736 | 5,657,547 | 5,657,547 | 5,817,429 | 5,817,429 | 5,817,429 | 5,371,154 | 5,464,041 | 5,464,041 | 6,828,953 | 6,828,953 | 7,035,774 | 7,035,774 | 7,035,774 |
| Notes and accounts payable - trade | 1,138,691 | 1,237,952 | 1,237,952 | 1,605,491 | 1,605,491 | 1,754,454 | 1,754,454 | 1,754,454 | 1,199,968 | 1,430,992 | 1,430,992 | 1,736,266 | 1,736,266 | 1,767,452 | 1,767,452 | 1,767,452 |
| Electronically recorded obligations - operating | 1,208,139 | 628,369 | 628,369 | 900,580 | 900,580 | 1,212,083 | 1,212,083 | 1,212,083 | 1,115,074 | 709,824 | 709,824 | 999,449 | 999,449 | 976,189 | 976,189 | 976,189 |
| Shor-term loans payable |  |  |  | 50,264 | 50,264 | 55,793 | 55,793 | 55,793 | 34,880 | 13,638 | 13,638 | 11,574 | 11,574 | 27,180 | 27,180 | 27,180 |
| Lease obligations | 2,369 | 2,098 | 2,098 | 49,007 | 49,007 | 37,650 | 37,650 | 37,650 | 38,023 | 37,713 | 37,713 | 36,630 | 36,630 | 40,478 | 40,478 | 40,478 |
| Income taxes payable | 29,528 | 110,086 | 110,086 | 81,816 | 81,816 | 245,299 | 245,299 | 245,299 | 129,488 | 179,139 | 179,139 | 93,934 | 93,934 | 256,087 | 256,087 | 256,087 |
| Accrued consumption taxes | 76,740 | 81,858 | 81,858 | 42,048 | 42,048 | 113,928 | 113,928 | 113,928 | 67,728 | 30,565 | 30,565 | 14,253 | 14,253 | 78,226 | 78,226 | 78,226 |
| Accrued expenses | 328,539 | 321,264 | 321,264 | 452,299 | 452,299 | 379,357 | 379,357 | 379,357 | 385,515 | 391,399 | 391,399 | 377,918 | 377,918 | 340,643 | 340,643 | 340,643 |
| Advances received | 935,211 | 1,286,568 | 1,286,568 | 1,744,599 | 1,744,599 | 1,170,091 | 1,170,091 | 1,170,091 | 1,482,738 | 2,011,230 | 2,011,230 | 2,877,283 | 2,877,283 | 2,805,781 | 2,805,781 | 2,805,781 |
| Contract liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for bonuses | 340,175 | 197,911 | 197,911 | 121,987 | 121,987 | 258,586 | 258,586 | 258,586 | 346,298 | 213,563 | 213,563 | 122,644 | 122,644 | 252,662 | 252,662 | 252,662 |
| Provision for directors' bonuses | 7,500 | 15,500 | 15,500 | 21,750 | 21,750 | 43,156 | 43,156 | 43,156 | 17,518 | 18,571 | 18,571 | 23,408 | 23,408 | 29,918 | 29,918 | 29,918 |
| Non-current liabilities | 477,858 | 246,552 | 246,552 | 863,083 | 863,083 | 898,820 | 898,820 | 898,820 | 885,122 | 874,015 | 874,015 | 859,349 | 859,349 | 883,353 | 883,353 | 883,353 |
| Long-term accounts payable - other | 34,376 | 35,254 | 35,254 | 34,221 | 34,221 | 34,689 | 34,689 | 34,689 | 35,763 | 37,839 | 37,839 | 39,095 | 39,095 | 36,314 | 36,314 | 36,314 |
| Lease obligations | 2,215 | 1,828 | 1,828 | 330,334 | 330,334 | 394,370 | 394,370 | 394,370 | 393,832 | 390,141 | 390,141 | 376,162 | 376,162 | 376,253 | 376,253 | 376,253 |
| Net defined benefit liability | 162,948 | 161,555 | 161,555 | 281,394 | 281,394 | 280,598 | 280,598 | 280,598 | 285,019 | 284,946 | 284,946 | 287,041 | 287,041 | 316,216 | 316,216 | 316,216 |
| Asset retirement obligations | 46,391 | 46,414 | 46,414 | 46,443 | 46,443 | 46,472 | 46,472 | 46,472 | 46,501 | 46,530 | 46,530 | 46,558 | 46,558 | 67,130 | 67,130 | 67,130 |
| Total liabilities | 4,961,371 | 4,528,289 | 4,528,289 | 6,520,631 | 6,520,631 | 6,716,249 | 6,716,249 | 6,716,249 | 6,256,277 | 6,338,056 | 6,338,056 | 7,688,303 | 7,688,303 | 7,919,127 | 7,919,127 | 7,919,127 |
| Shareholders' equity | 13,059,320 | 13,364,997 | 13,364,997 | 13,458,232 | 13,458,232 | 14,151,755 | 14,151,755 | 14,151,755 | 13,936,545 | 14,021,802 | 14,021,802 | 14,087,014 | 14,087,014 | 14,360,432 | 14,360,432 | 14,360,432 |
| Capital stock | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 |
| Capital surplus | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 |
| Retained earnings | 11,507,569 | 11,813,246 | 11,813,246 | 11,906,481 | 11,906,481 | 12,600,004 | 12,600,004 | 12,600,004 | 12,384,794 | 12,470,051 | 12,470,051 | 12,535,263 | 12,535,263 | 12,808,681 | 12,808,681 | 12,808,681 |
| Treasury shares | $(773,363)$ | $(773,363)$ | $(773,363)$ | $(773,363)$ | $(773,363)$ | $(773,363)$ | $(773,363)$ | $(773,363)$ | $(773,363)$ | (773,363) | (773,363) | $(773,363)$ | $(773,363)$ | $(773,363)$ | $(773,363)$ | $(773,363)$ |
| Accumulated other comprehensive income | (314,472) | $(367,691)$ | $(367,691)$ | $(388,783)$ | $(388,783)$ | $(292,769)$ | $(292,769)$ | $(292,769)$ | (158,860) | $(125,657)$ | $(125,657)$ | $(46,601)$ | $(46,601)$ | $(5,655)$ | $(5,655)$ | $(5,655)$ |
| Valuation difference on available-for-sale securrities | 18,239 | 18,996 | 18,996 | 16,299 | 16,299 | 22,149 | 22,149 | 22,149 | 30,878 | 41,841 | 41,841 | 31,118 | 31,118 | 39,688 | 39,688 | 39,688 |
| Foreign currency translation adjustment | $(345,417)$ | $(399,132)$ | $(399,132)$ | $(417,265)$ | $(417,265)$ | $(330,648)$ | $(330,648)$ | $(330,648)$ | $(205,910)$ | (184,590) | (184,590) | $(95,494)$ | $(95,494)$ | (37,972) | (37,972) | (37,972) |
| Remeasurements of defined benefit plans | 12,705 | 12,443 | 12,443 | 12,181 | 12,181 | 15,729 | 15,729 | 15,729 | 16,171 | 17,092 | 17,092 | 17,773 | 17,773 | $(7,371)$ | $(7,371)$ | $(7,371)$ |
| Non-controlling interests |  |  | - |  |  |  |  |  | - |  |  |  | - |  |  |  |
| Net assets | 12,744,848 | 12,997,305 | 12,997,305 | 13,069,448 | 13,069,448 | 13,858,986 | 13,858,986 | 13,858,986 | 13,777,684 | 13,896,144 | 13,896, 144 | 14,040,412 | 14,040,412 | 14,354,776 | 14,354,776 | 14,354,776 |
| Total liabilities and net assets | 17,706,219 | 17,525,595 | 17,525,595 | 19,590,080 | 19,590,080 | 20,575,235 | 20,575,235 | 20,575,235 | 20,033,962 | 20,234,201 | 20,234,201 | 21,728,715 | 21,728,715 | 22,273,904 | 22,273,904 | 22,273,904 |



BS

| ( $\ddagger$ thousand) | Q1 | Q2 |  | FY2/23 |  | Q4 | 2 H | Full-Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | H | Q3 | Q3 Cum |  |  |  |
| Current assets | 14,607,916 | 15,296,172 | 15,296,172 |  |  |  |  |  |
| Cash and deposits | 3,508,141 | 3,688,515 | 3,638,515 |  |  |  |  |  |
| Notes and accounts receivable - trade |  |  |  |  |  |  |  |  |
| Notes and accounts receivable trade and contract assets | 3,772,778 | 4,298,103 | 4,298,103 |  |  |  |  |  |
| Electronically recorded monetary claims - operating | 438,497 | 209,973 | 209,973 |  |  |  |  |  |
| Merchandise and finished goods | 743,622 | 750,755 | 750,755 |  |  |  |  |  |
| Work in process | 3,368,618 | 3,293,047 | 3,293,047 |  |  |  |  |  |
| Raw materials and supplies | 2,069,912 | 2,300,869 | 2,300,869 |  |  |  |  |  |
| Prepaid expenses | 222,979 | 204,067 | 204,067 |  |  |  |  |  |
| Allowance for doubtiul accounts | $(14,038)$ | $(14,809)$ | $(14,809)$ |  |  |  |  |  |
| Non-current assets | 7,536,067 | 7,735,397 | 7,735,397 |  |  |  |  |  |
| Property, plant and equipment | 4,602,553 | 4,710,486 | 4,710,486 |  |  |  |  |  |
| Buildings and structures, net | 2,087,054 | 2,160,833 | 2,160,833 |  |  |  |  |  |
| Machinery and equipment, net | 825,405 | 816,383 | 816,383 |  |  |  |  |  |
| Land | 1,144,019 | 1,145,948 | 1,145,948 |  |  |  |  |  |
| Construction in progress | 171,759 | 182,026 | 182,026 |  |  |  |  |  |
| Other, net | 374,314 | 405,295 | 405,295 |  |  |  |  |  |
| Intangible assets | 1,600,895 | 1,649,514 | 1,649,514 |  |  |  |  |  |
| Goodwill | 654,499 | 662,992 | 662,992 |  |  |  |  |  |
| Software | 29,449 | 26,758 | 26,758 |  |  |  |  |  |
| Customer-related assets | 485,968 |  |  |  |  |  |  |  |
| Investments and other assets | 1,332,618 | 1,375,396 | 1,375,396 |  |  |  |  |  |
| Investment securities | 579,115 | 591,523 | 591,523 |  |  |  |  |  |
| Business insurance funds | 269,227 | 269,227 | 269,227 |  |  |  |  |  |
| Deferred tax assets | 310,050 | 337,279 | 337,279 |  |  |  |  |  |
| Net defined benefit asset | 284 | 95 | 95 |  |  |  |  |  |
| Allowance for doubtful accounts | $(5,400)$ | $(5,400)$ | $(5,400)$ |  |  |  |  |  |
| Total assets | 22,143,984 | 23,031,569 | 23,031,569 |  |  |  |  |  |
| Current liabilities | 6,929,045 | 7,450,750 | 7,450,750 |  |  |  |  |  |
| Notes and accounts payable - trade | 1,372,489 | 1,502,434 | 1,502,434 |  |  |  |  |  |
| Electronically recorded obligations - operating | 785,915 | 635,808 | 635,808 |  |  |  |  |  |
| Shor-term loans payable | 293,305 | 990,748 | 990,748 |  |  |  |  |  |
| Lease obligations | 41,550 | 42,386 | 42,386 |  |  |  |  |  |
| Income taxes payable | 63,597 | 143,157 | 143,157 |  |  |  |  |  |
| Accrued consumption taxes | 48,635 | 53,354 | 53,354 |  |  |  |  |  |
| Accrued expenses | 391,437 | 451,707 | 451,707 |  |  |  |  |  |
| Advances received | - |  |  |  |  |  |  |  |
| Contract liabilities | 3,108,174 | 2,962,736 | 2,962,736 |  |  |  |  |  |
| Provision for bonuses | 345,744 | 204,277 | 204,277 |  |  |  |  |  |
| Provision for directors' bonuses | 8,694 | 17,387 | 17,387 |  |  |  |  |  |
| Non-current liabilities | 890,900 | 886,794 | 886,794 |  |  |  |  |  |
| Long-term accounts payable - other | 40,606 | 44,327 | 44,327 |  |  |  |  |  |
| Lease obligations | 383,892 | 390,006 | 390,006 |  |  |  |  |  |
| Net defined benefit liability | 299,460 | 306,003 | 306,003 |  |  |  |  |  |
| Asset retirement obligations | 67,163 | 67,196 | 67,196 |  |  |  |  |  |
| Total liabilities | 7,819,946 | 8,337,545 | 8,337,545 |  |  |  |  |  |
| Shareholders' equity | 13,944,534 | 13,973,056 | 13,973,056 |  |  |  |  |  |
| Capital stock | 1,035,600 | 1,035,600 | 1,035,600 |  |  |  |  |  |
| Capital surplus | 1,289,513 | 1,289,513 | 1,289,513 |  |  |  |  |  |
| Retained earnings | 12,392,783 | 12,421,305 | 12,421,305 |  |  |  |  |  |
| Treasury shares | $(773,363)$ | $(773,363)$ | $(773,363)$ |  |  |  |  |  |
| Accumulated other comprehensive income | 379,504 | 720,968 | 720,968 |  |  |  |  |  |
| Valuation difference on available-for-sale securities | 24,528 | 24,902 | 24,902 |  |  |  |  |  |
| Foreign currency translation ajustment | 359,817 | 702,130 | 702,130 |  |  |  |  |  |
| Remeasurements of defined benefit plans | $(4,842)$ | $(6,065)$ | $(6,065)$ |  |  |  |  |  |
| Non-controlling interests | - |  | - |  |  |  |  |  |
| Net assets | 14,324,038 | 14,694,024 | 14,694,024 |  |  |  |  |  |
| Total liabilities and net assets | 22,143,984 | 23,031,569 | 23,031,569 |  |  |  |  |  |

PL


Statement of comprehensive income


By business segment


## By region



## Machinery orders received and order backlog

| （ 7 thousand） | Q1 |  |  | FY2／19 |  | Q4 | 2 H | Full－Year | Q1 | Q2 | FY2／20 |  |  | Q4 | H | Full－Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q2 | 1H｜ | Q3 | Q3 Cun |  |  |  |  |  | 1H｜ | 3 | Q3 Cu |  |  |  |
| Orders received | 2，553，941 | 3，964，753 | 6，518，694 | 2，102，234 | 8，620，929 | 3，218，292 | 5，320，526 | 11，839，221 | 2，583，632 | 2，727，600 | 5，311，232 | 1，897，291 | 7，208，524 | 3，018，921 | 4，916，212 | 10，227，445 |
| Order backlog（end of period） | 4，928，840 | 6，233，241 | 6，233，241 | 5，818，175 | 5，818，175 | 5，428，628 | 5，428，628 | 5，428，628 | 6，657，884 | 6，846，714 | 6，846，714 | 5，994，478 | 5，994，478 | 4，695，673 | 4，695，673 | 4，695，673 |
| Machinery orders received |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Domestic | 1，592，360 | 2，273，993 | 3，866，353 | 1，197，733 | 5，064，086 | 2，021，680 | 3，219，414 | 7，085，767 | 1，404，059 | 1，467，030 | 2，871，089 | 1，094，107 | 3，965，197 | 2，002，253 | 3，096，361 | 5，967，450 |
| Overseas | 961，581 | 1，690，760 | 2，652，341 | 904，501 | 3，556，842 | 1，196，611 | 2，101，112 | 4，753，454 | 1，179，573 | 1，260，569 | 2，440，143 | 803，183 | 3，243，327 | 1，016，667 | 1，819，851 | 4，259，995 |
| Orders received and backlog by group companies（before consolidation adjustments） |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| FREUND CORPORATION orders received | 1，322，906 | 2，268，996 | 3，591，902 | 1，137，993 | 4，729，896 | 1，941，550 | 3，079，544 | 6，671，447 | 1，395，488 | 1，432，854 | 2，828，343 | 943，255 | 3，771，598 | 2，149，121 | 3，092，376 | 5，920，719 |
| FREUND CORPORATION orders backlog | 2，554，134 | 3，463，874 | 3，463，874 | 3，506，462 | 3，506，462 | 3，989，027 | 3，889，027 | 3，989，027 | 4，554，062 | 4，427，981 | 4，427，981 | 3，685，930 | 3，685，930 | 3，863，677 | 3，863，677 | 3，863，677 |
| FREUND－VECTOR orders received | 691，276 | 1，498，152 | 2，189，429 | 729，893 | 2，919，322 | 1，070，456 | 1，800，349 | 3，989，779 | 920，482 | 837，698 | 1，758，180 | 646，113 | 2，404，294 | 551，231 | 1，197，345 | 2，955，526 |
| FREUND－VECTOR order backlog | 1，521，246 | 2，147，304 | 2，147，304 | 2，000，907 | 2，000，907 | 1，233，795 | 1，233，795 | 1，233，795 | 1，763，968 | 1，791，578 | 1，791，578 | 1，604，537 | 1，604，537 | 436，885 | 436，885 | 436，88 |
| FREUND－TURBO orders received | 539，758 | 197，604 | 737，362 | 234，347 | 971，710 | 206，284 | 440，632 | 1，177，995 | 267，661 | 457，047 | 724，709 | 307，922 | 1，032，631 | 318，567 | 626，490 | 1，351，199 |
| FREUND－TURBO orders backlog | 853，460 | 622，062 | 622，062 | 310，806 | 310，806 | 205，805 | 205，805 | 205，805 | 339，853 | 627，154 | 627，154 | 704，010 | 704，010 | 395，110 | 395，110 | 395，110 |
| Cos．Mec orders received |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cos．Mec orders backlog | ． | － | － | － | － |  |  |  | － | － | － | ． |  |  |  |  |

## Machinery Sales

| （\％thousand） |  |  |  | FY2／19 |  | Q4 | 2 H | Full－Year | Q1 | 20 | 上半明 | FY2 |  | Q4 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1 H | Q3 | Q3 Cum |  |  |  |  |  |  | Q3 | Q3 Cum |  | 2 H | Full－Year |
| Machinery Business Segment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Machinery sales | 3，433，095 | 2，712，540 | 6，145，635 | 2，577，743 | 8，723，378 | 3，644，796 | 6，222，539 | 12，368，175 | 1，386，636 | 2，578，168 | 3，964，804 | 3，115，899 | 7，080，703 | 4，038，155 | 7，154，054 | 11，118，858 |
| FREUND CORPORATION Domestic | $2,803,028$ $2,525,780$ | $\begin{aligned} & 1,458,625 \\ & 1,279,931 \end{aligned}$ | $\begin{aligned} & 4,261,653 \\ & 3,805,712 \end{aligned}$ | $\begin{aligned} & 1,327,348 \\ & 1,133,825 \end{aligned}$ | $\begin{aligned} & 5,589,002 \\ & 4,939,537 \end{aligned}$ | $\begin{aligned} & 1,486,022 \\ & 1,158,547 \end{aligned}$ | $\begin{aligned} & 2,813,370 \\ & 2,292,372 \end{aligned}$ | $\begin{aligned} & 7,075,024 \\ & 6,098,085 \end{aligned}$ | $\begin{aligned} & 843,729 \\ & 752,523 \end{aligned}$ | $\begin{aligned} & 1,567,903 \\ & 1,439,437 \end{aligned}$ | $\begin{aligned} & 2,411,633 \\ & 2,191,961 \end{aligned}$ | $\begin{aligned} & 1,718,801 \\ & 1,465,516 \end{aligned}$ | $\begin{aligned} & 4,130,434 \\ & 3,657,477 \end{aligned}$ | $\begin{aligned} & 2,123,756 \\ & 1,911,828 \end{aligned}$ | $\begin{aligned} & 3,842,558 \\ & 3,377,344 \end{aligned}$ | $\begin{aligned} & \mathbf{6 , 2 5 4 , 1 9 1} \\ & \mathbf{5 , 5 6 9 , 3 0 6} \end{aligned}$ |
| Export | 277，247 | 178，693 | 455，941 | 193，523 | 649，464 | 327，474 | 520，998 | 976，939 | 91，205 | 128，465 | 219，671 | 253，285 | 472，957 | 211，928 | 465，213 | 684，885 |
| FREUND－VECTOR | 360，607 | 942，334 | 1，302，942 | 910，892 | 2，213，834 | 1，918，820 | 2，829，712 | 4，132，654 | 415，719 | 796，618 | 1，212，337 | 914，376 | 2，126，714 | 1，867，997 | 2，782，374 | 3，994，712 |
| FREUND－TURBO | 321，590 | 495，514 | 817，105 | 668，621 | 1，485，726 | 380，315 | 1，048，936 | 1，866，041 | 178，654 | 346，614 | 525，268 | 298，285 | 823，554 | 699，089 | 997，375 | 1，522，644 |
| Cos．mec |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating profit |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| FREUND－VECTOR | $(107,688)$ | （29，734） | （137，423） | （89，783） | $(227,206)$ | 258，105 | 168，322 | 30，898 | $(157,435)$ | 12，499 | （144，935） | $(50,690)$ | （195，626） | 142，120 | 91，429 | $(53,505)$ |
| FREUND－TURBO | （58，012） | 8，936 | $(49,076)$ | 34，382 | $(14,694)$ | （11，054） | 23，327 | （25，749） | $(69,014)$ | （457） | （69，471） | （11，950） | $(81,422)$ | 137，974 | 126，023 | 56，552 |
| Cos．Mec |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| By geographic region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Japan | 2，783，579 | 1，568，888 | 4，352，467 | 1，494，236 | 5，846，703 | 1，466，172 | 2，960，408 | 7，312，876 | 894，879 | 1，662，923 | 2，557，803 | 1，707，393 | 4，265，196 | 2，431，174 | 4，138，567 | 6，696，370 |
| North America | － |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Central and South America | － | － | － | － | － | － |  |  | － | － | － |  | － |  |  |  |
| Europe | － | － | － | － | － | － |  |  | － | － | － |  | － |  |  |  |
| Asia | － | － | － | － | － | － | － | － | － | － | － | － | － |  |  |  |
| Others | － | － | － |  | － | － |  |  | － | － | － | － | － |  |  |  |
| Composition ratio（\％） |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Machinery sales | 100．0\％ | 100．0\％ | 100．0\％ | 100．0\％ | 100．0\％ | 100．0\％ | 100．0\％ | 100．0\％ | 100．0\％ | 100．0\％ | 100．0\％ | 100．0\％ | 100．0\％ | 100．0\％ | 100．0\％ | 100．0\％ |
| FREUND CORPORATION | 81．6\％ | 53．8\％ | 69．3\％ | 51．5\％ | 64．1\％ | 40．8\％ | 45．\％ | 57．2\％ | 60．8\％ | 60．8\％ | 60．8\％ | 55．2\％ | 58．3\％ | 52．6\％ | 53．7\％ | 56．2\％ |
| FREUND－VECTOR | 10．5\％ | 34．7\％ | 21．2\％ | 35．3\％ | 25．4\％ | 52．6\％ | 45．5\％ | 33．4\％ | 30．0\％ | 30．9\％ | 30．6\％ | 29．3\％ | 30．0\％ | 46．3\％ | 38．9\％ | 35．9\％ |
| FREUND－TURBO | 9．4\％ | 18．3\％ | 13．3\％ | 25．9\％ | 17．0\％ | 10．4\％ | 16．9\％ | 15．1\％ | 12．9\％ | 13．4\％ | 13．2\％ | 9．6\％ | 11．6\％ | 17．3\％ | 13．9\％ | 13．7\％ |
| Cos．Mec | － |  |  |  |  |  |  |  | － |  |  |  |  |  |  |  |
| By geographic region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Japan | 81．1\％ | 57．8\％ | 70．8\％ | 58．0\％ | 67．0\％ | 40．2\％ | 47．6\％ | 59．1\％ | 64．5\％ | 64．5\％ | 64．5\％ | 54．8\％ | 60．2\％ | 60．2\％ | 57．8\％ | 60．2\％ |
| North America | － | － | － |  | － | － |  |  | － | － |  |  |  |  |  |  |
| Central and South America | － | － | － | － | － | － | － | － | － | － |  |  |  |  |  |  |
| Europe | － | － | － | － | － | － | － | － | － | － | － |  | － |  |  |  |
| Asia | － | － | － | － | － | － | － | － | － | － | － | － | － |  |  |  |
| Others | － | － | － | － | － | － |  |  | － | － | － | － | － |  |  |  |
| Operating profit margin |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| FREUND－VECTOR | －29．9\％ | －3．2\％ | －10．5\％ | －9．9\％ | －10．3\％ | 13．5\％ | 5．9\％ | 0．7\％ | －37．9\％ | 1．6\％ | －12．0\％ | －5．5\％ | －9．2\％ | 7．6\％ | 3．3\％ | －1．3\％ |
| FREUND－TURBO | －18．0\％ | 1．8\％ | －6．0\％ | 5．1\％ | －1．0\％ | －2．9\％ | 2．2\％ | －1．4\％ | －38．6\％ | －0．1\％ | －13．2\％ | －4．0\％ | －9．9\％ | 19．7\％ | 12．6\％ | 3．7\％ |
| Cos．Mec | － | － | ． |  | ． |  |  |  | － | － | ． |  | ． |  |  |  |

[^0]\％Machinery sales and

PL

| ( $\ddagger$ thousand) | FY2/21 |  |  |  |  |  |  |  | FY2/22 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | H | Q3 | Q3 cum | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | 03 cum | Q4 | 2 H | Full-Ye |
| Net sales | 3,076,175 | 3,967,552 | 7,043,727 | 3,808,593 | 10,852,320 | 5,913,068 | 9,721,661 | 16,765,389 | 3,957,087 | 4,091,138 | 8,048,226 | 3,939,949 | 11,988,176 | 5,644,067 | 9,584,016 | 17,632,243 |
| Cost of sales | 2,130,359 | 2,649,588 | 4,779,948 | 2,543,133 | 7,323,081 | 3,803,189 | 6,346,323 | 11,126,271 | 2,528,616 | 2,715,196 | 5,243,813 | 2,521,521 | 7,765,334 | 3,855,001 | 6,376,523 | 11,620,336 |
| Gross profit | 945,815 | 1,317,963 | 2,263,779 | 1,265,459 | 3,529,238 | 2,109,879 | 3,375,338 | 5,639,118 | 1,428,471 | 1,375,941 | 2,804,413 | 1,418,428 | 4,222,841 | 1,789,065 | 3,207,493 | 6,011,906 |
| Selling, general and administrative expenses | 1,111,740 | 900,954 | 2,012,694 | 1,125,309 | 3,138,004 | 1,390,052 | 2,515,362 | 4,528,057 | 1,270,870 | 1,239,565 | 2,510,435 | 1,253,170 | 3,763,605 | 1,266,428 | 2,519,598 | 5,030,033 |
| Operating profit | (165,924) | 417,008 | 251,084 | 140,149 | 391,234 | 719,826 | 859,976 | 1,111,060 | 157,601 | 136,376 | 293,977 | 165,257 | 459,235 | 522,637 | 687,894 | 981,872 |
| Non-operating income | 13,377 | 12,543 | 25,920 | 25,317 | 51,238 | 156,872 | 182,190 | 208,111 | 14,354 | 12,518 | 26,873 | 14,766 | 41,639 | 22,714 | 37,480 | 64,353 |
| Interest income | 154 | 137 | 292 | 16 | 308 | 3,359 | 3,375 | 3,667 | 1,420 | 1,200 | 2,621 | (89) | 2,532 | $(1,707)$ | $(1,796)$ | 824 |
| Dividend income | 4,101 | 1,513 | 5,615 |  | 5,615 | 1,408 | 1,408 | 7,023 | 3,998 | 1,657 | 5,655 |  | 5,655 | 1,555 | 1,555 | 7,210 |
| Technical support fee | 2,819 | 1,220 | 4,039 | 2,050 | 6,089 | 3,792 | 5,842 | 9,881 | 2,019 | 3,450 | 5,469 | 3,875 | 9,344 | 3,635 | 7,510 | 12,979 |
| Rent income | 370 | 336 | 706 | 305 | 1,011 | 285 | 590 | 1,297 | 284 | 313 | 598 | 342 | 940 | 345 | 687 | 1,285 |
| Foreign exchange gains | - |  |  |  |  |  |  |  | - | 1,151 | 1,151 | 8,740 | 9,891 | 6,676 | 15,416 | 16,568 |
| Non-operating expenses | 2,381 | 3,322 | 5,704 | 1,325 | 7,029 | 3,819 | 5,144 | 10,848 | 3,430 | 2,696 | 6,127 | 1,924 | 8,052 | 5,394 | 7,319 | 13,446 |
| Interest expenses | 190 | 89 | 279 | 79 | 359 | 1,648 | 1,728 | 2,008 | 2,846 | 2,021 | 4,867 | 1,784 | 6,652 | 4,020 | 5,804 | 10,672 |
| Foreign exchange losses | 2,067 | 2,428 | 4,496 | (16) | 4,479 | 1,302 | 1,285 | 5,782 | 556 | (556) |  |  |  |  |  |  |
| Share of loss of investments accounted for using equity method | - |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ordinary profit | (154,928) | 426,229 | 271,301 | 164,142 | 435,443 | 872,879 | 1,037,022 | 1,308,323 | 168,524 | 146,198 | 314,723 | 178,099 | 492,823 | 539,956 | 718,056 | 1,032,779 |
| Extraordinary income | - | 4,237 | 4,237 | (24) | 4,213 | 21,535 | 21,511 | 25,748 | 2,137 | 778 | 2,915 | 336 | 3,251 | 130 | 466 | 3,381 |
| Extraordinary losses | 232 | 8,999 | 9,231 | 10,787 | 20,019 | 27,554 | 38,342 | 47,574 | 795 | 4,532 | 5,328 | 49,710 | 55,039 | 152,653 | 202,363 | 207,692 |
| Profit (loss) before income taxes | $(155,161)$ | 421,468 | 266,307 | 153,330 | 419,637 | 866,860 | 1,020,190 | 1,286,497 | 169,866 | 142,444 | 312,310 | 128,724 | 441,035 | 387,433 | 516,158 | 828,469 |
| Income taxes - current | - |  |  |  |  |  |  | 315,532 | - |  |  |  |  |  |  | 376,098 |
| Income taxes - deferred | - |  |  | - | - | - |  | 369 | - | - | - | - | - | - |  | $(91,196)$ |
| Total income taxes | (33,321) | 115,790 | 82,469 | 60,094 | 142,564 | 184,724 | 244,819 | 315,902 | 50,186 | 57,187 | 107,374 | 63,512 | 170,887 | 114,015 | 177,528 | 284,902 |
| Profit | $(121,839)$ | 305,677 | 183,837 | 93,235 | 277,072 | 693,522 | 786,757 | 970,595 | 119,679 | 85,257 | 204,936 | 65,211 | 270,148 | 273,418 | 338,629 | 543,566 |
| Profit (loss) attributable to non-controlling interests |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Profit (loss) attributable to owners of parent | $(121,839)$ | 305,677 | 183,837 | 93,235 | 277,072 | 693,522 | 786,757 | 970,595 | 119,679 | 85,257 | 204,936 | 65,211 | 270,148 | 273,418 | 338,629 | 543,566 |
| EBITDA <br> EBITDA=Operating profit + Technical support fee + Depreciation + Amortization of good | $(68,620)$ | 519,904 | 451,284 | 246,283 | 697,567 | 901,845 | 1,148,128 | 1,599,412 | 346,289 | 290,397 | 636,687 | 323,835 | 960,522 | 678,895 | 1,002,730 | 1,639,417 |
| Foreign exchange rate (Average exchange rate of cumulative period) ¥/US\$ <br> $\nexists \mid \epsilon$ | 107.58 | 107.20 | 107.20 | 106.53 | 106.53 | $\begin{aligned} & 105.98 \\ & 124.58 \end{aligned}$ | $\begin{gathered} 105.98 \\ 124.58 \end{gathered}$ | $\begin{gathered} 105.98 \\ 124.58 \end{gathered}$ | $\begin{gathered} 108.97 \\ 127.81 \end{gathered}$ | $\begin{gathered} 109.54 \\ 129.89 \end{gathered}$ | $\begin{gathered} 109.54 \\ 129.89 \end{gathered}$ | $\begin{aligned} & 110.50 \\ & 129.87 \end{aligned}$ | $\begin{gathered} 110.50 \\ 129.87 \end{gathered}$ | $\begin{aligned} & 111.49 \\ & 129.91 \end{aligned}$ | $\begin{aligned} & 111.49 \\ & 129.91 \end{aligned}$ | $\begin{gathered} 111.49 \\ 129.91 \end{gathered}$ |
| Depreciation | 94,484 | 101,675 | 196,160 | 104,083 | 300,243 | 114,203 | 265,730 | 461,891 | 167,682 | 131,970 | 299,652 | 136,420 | 436,073 | 134,311 | 270,732 | 570,385 |
| R\&D expenses | 149,673 | 117,787 | 267,461 | 115,492 | 382,953 | 143,394 | 258,887 | 526,348 | 152,055 | 156,050 | 308,105 | 147,130 | 455,235 | 124,911 | 272,041 | 580,147 |
| Composition ratio (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| COGS ratio | 69.3\% | 66.8\% | 67.9\% | 66.8\% | 67.5\% | 64.3\% | 65.3\% | 66.4\% | 63.9\% | 66.4\% | 65.2\% | 64.0\% | 64.8\% | 68.3\% | 66.5\% | 65.9\% |
| Gross profit margin | 30.7\% | 33.2\% | 32.1\% | 33.2\% | 32.5\% | 35.7\% | 34.7\% | 33.6\% | 36.1\% | 33.6\% | 34.8\% | 36.0\% | 35.2\% | 31.7\% | 33.5\% | 34.1\% |
| SG\&A expenses ratio | 36.1\% | 22.7\% | 28.6\% | 29.5\% | 28.9\% | 23.5\% | 25.9\% | 27.0\% | 32.1\% | 30.3\% | 31.2\% | 31.8\% | 31.4\% | 22.4\% | 26.3\% | 28.5\% |
| Operating profit margin | -5.4\% | 10.5\% | 3.6\% | 3.7\% | 3.6\% | 12.2\% | 8.8\% | 6.6\% | 4.0\% | 3.3\% | 3.7\% | 4.2\% | 3.8\% | 9.3\% | 7.2\% | 5.6\% |
| Ordinary profit margin | -5.0\% | 10.7\% | 3.9\% | 4.3\% | 4.0\% | 14.8\% | 10.7\% | 7.8\% | 4.3\% | 3.6\% | 3.9\% | 4.5\% | 4.1\% | 9.6\% | 7.5\% | 5.9\% |
| Profit attributable to owners of parent margin | -4.0\% | 7.7\% | 2.6\% | 2.4\% | 2.6\% | 11.7\% | 8.1\% | 5.8\% | 3.0\% | 2.1\% | 2.5\% | 1.7\% | 2.3\% | 4.8\% | 3.5\% | 3.1\% |
| Year-over-year basis (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net sales | 6.9\% | 0.7\% | 3.3\% | -11.3\% | -2.3\% | 4.4\% | -2.3\% | 0.0\% | 28.6\% | 3.1\% | 14.3\% | 3.4\% | 10.5\% | -4.5\% | -1.4\% | 5.2\% |
| Cost of sales | 16.4\% | 3.1\% | 8.6\% | -13.2\% | -0.1\% | -5.2\% | -8.6\% | -1.9\% | 18.7\% | 2.5\% | 9.7\% | -0.8\% | 6.0\% | 1.4\% | 0.5\% | 4.4\% |
| Gross profit | -9.7\% | -3.7\% | -6.3\% | -7.1\% | -6.6\% | 27.9\% | 12.1\% | 3.9\% | 51.0\% | 4.4\% | 23.9\% | 12.1\% | 19.7\% | -15.2\% | -5.0\% | 6.6\% |
| Selling, general and administrative expenses | -11.9\% | -21.7\% | -16.6\% | -11.6\% | -14.9\% | 17.4\% | 2.4\% | -7.0\% | 14.3\% | 37.6\% | 24.7\% | 11.4\% | 19.9\% | -8.9\% | 0.2\% | 11.1\% |
| Operating profit | - | 91.2\% | . | 56.1\% | 320.4\% | 54.7\% | 54.9\% | 99.0\% | - | -67.3\% | 17.1\% | 17.9\% | 17.4\% | -27.4\% | -20.0\% | -11.6\% |

Statement of comprehensive income

| ( $\ddagger$ thousand) | FY2/21 |  |  |  |  |  |  |  | FY2122 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | $1{ }^{1}$ | Q3 | a3 Cum | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H1 | Q3 | Q3 Cum | Q4 | 2 H | Full-Year |
| Profit | $(121,839)$ | 305,677 | 183,837 | 93,235 | 277,072 | 718,739 | 811,974 | 970,595 | 119,679 | 85,257 | 204,936 | 65,211 | 270,148 | 273,418 | 338,629 | 543,566 |
| Other comprehensive income | $(4,370)$ | $(53,219)$ | (95,590) | $(21,092)$ | $(116,682)$ | 96,494 | 75,402 | $(2,667)$ | 133,908 | 32,723 | 166,632 | 79,535 | 246,167 | 40,946 | 120,481 | 287,114 |
| Comprehensive income | $(164,210)$ | 252,457 | 88,247 | 72,143 | 160,390 | 815,233 | 887,376 | 949,927 | 253,588 | 117,980 | 371,569 | 144,746 | 516,316 | 314,364 | 459,111 | 830,680 |


| (\% thousand) | FY2/21 |  |  |  |  |  |  |  | FY2/22 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | H | Q3 | 03 C | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H\| | Q3 | Q3 Cum | Q4 | 2 H | Full-Year |
| Net sales | 3,076,175 | 3,967,552 | 7,043,727 | 3,808,593 | 10,852,320 | 5,913,068 | 9,721,661 | 16,765,389 | 3,957,087 | 4,091,138 | 8,048,226 | 3,939,949 | 11,988,17 | 5,644,06 | 9,584,01 | 17,632,243 |
| Machinery Business Segment | 1,689,928 | 2,436,044 | 4,125,972 | 2,346,410 | 6,472,383 | 4,699,032 | 7,045,443 | 11,171,415 | 2,651,364 | 2,714,729 | 5,366,094 | 2,374,045 | 7,740,139 | 4,096,37 | 6,470,41 | 11,836,513 |
| Chemicals Business Segment | 1,386,247 | 1,531,507 | 2,917,755 | 1,462,182 | 4,379,937 | 1,214,036 | 2,676,218 | 5,593,974 | 1,305,722 | 1,376,409 | 2,682,131 | 1,565,904 | 4,248,036 | 1,547,692 | 3,113,59 | 5,795,729 |
| Pharmaceutical Excipients | 682,450 | 726,753 | 1,409,204 | 724,114 | 2,133,319 | 632,638 | 1,356,753 | 2,765,957 | 677,479 | 783,535 | 1,461,015 | 891,156 | 2,352,172 | 899,236 | 1,790,393 | 3,251,408 |
| Food Preservatives | 421,829 | 441,835 | 863,664 | 531,567 | 1,395,232 | 494,026 | 1,025,594 | 1,889,259 | 528,623 | 520,967 | 1,049,591 | 595,626 | 1,645,218 | 558,934 | 1,154,56 | 2,204,152 |
| Dietary Supplement Products | 281,967 | 362,918 | 644,885 | 206,500 | 851,385 | 87,371 | 293,871 | 938,756 | 99,618 | 71,90 | 171,524 | 79,121 | 250,646 | 89,521 | 168,643 | 340,167 |
| Segment income | $(165,924)$ | 417,008 | 251,084 | 140,149 | 391,234 | 719,826 | 859,976 | 1,111,060 | 157,601 | 136,376 | 293,977 | 165,257 | 459,235 | 522,637 | 687,894 | 981,872 |
| Machinery Business Segment | $(125,388)$ | 381,310 | 255,922 | 101,475 | 357,397 | 690,328 | 791,803 | 1,047,726 | 75,444 | 134,765 | 210,209 | 52,784 | 262,994 | 36,440 | 413,225 | 623,434 |
| Chemicals Business Segment | 77,925 | 150,623 | 228,548 | 176,397 | 404,946 | 141,165 | 317,563 | 546,112 | 193,278 | 138,487 | 331,766 | 270,503 | 602,269 | 282,622 | 553,125 | 884,892 |
| Adjustments | $(118,461)$ | (114,924) | $(233,386)$ | (137,723) | $(371,110)$ | $(111,667)$ | $(249,391)$ | $(482,777)$ | (111,121) | $(136,876)$ | $(247,997)$ | (158,030) | $(406,027)$ | $(120,426)$ | $(278,456)$ | $(526,454)$ |
| Composition ratio (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Machinery Business Segment | 54.9\% | 61.4\% | 58.6\% | 61.6\% | 59.6\% | 79.5\% | 72.5\% | 66.6\% | 67.0\% | 66.4\% | 66.7\% | 60.3\% | 64.6\% | 72.6\% | 67.5\% | 67.1\% |
| Chemicals Business Segment | 45.1\% | 38.6\% | 41.4\% | 38.4\% | 40.4\% | 20.5\% | 27.5\% | 33.4\% | 33.0\% | 33.6\% | 33.3\% | 39.7\% | 35.4\% | 27.4\% | 32.5\% | 32.9\% |
| Pharmaceutical Excipients | 49.2\% | 47.5\% | 48.3\% | 49.5\% | 48.7\% | 52.1\% | 50.7\% | 49.4\% | 51.9\% | 56.9\% | 54.5\% | 56.9\% | 55.4\% | 58.1\% | 57.5\% | 56.1\% |
| Food Preservatives | 30.4\% | 28.8\% | 29.6\% | 36.4\% | 31.9\% | 40.7\% | 38.3\% | 33.8\% | 40.5\% | 37.8\% | 39.1\% | 38.0\% | 38.7\% | 36.1\% | 37.1\% | 38.0\% |
| Dietary Supplement Products | 20.3\% | 23.7\% | 22.1\% | 14.1\% | 19.4\% | 7.2\% | 11.0\% | 16.8\% | 7.6\% | 5.2\% | 6.4\% | 5.1\% | 5.9\% | 5.8\% | 5.4\% | 5.9\% |
| Segment income margin (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Machinery Business Segment | -7.4\% | 15.7\% | 6.2\% | 4.3\% | 5.5\% | 14.7\% | 11.2\% | 9.4\% | 2.8\% | 5.0\% | 3.9\% | 2.2\% | 3.4\% | 8.8\% | 6.4\% | 5.3\% |
| Chemicals Business Segment | 5.6\% | 9.8\% | 7.8\% | 12.1\% | 9.2\% | 11.6\% | 11.9\% | 9.8\% | 14.8\% | 10.1\% | 12.4\% | 17.3\% | 14.2\% | 18.3\% | 17.8\% | 15.3\% |
| Year-over-year basis (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net sales | 6.9\% | 0.7\% | 3.3\% | -11.3\% | -2.3\% | 4.4\% | -2.3\% | 0.0\% | 28.6\% | 3.1\% | 14.3\% | 3.4\% | 10.5\% | -4.5\% | -1.4\% | 5.2\% |
| Machinery Business Segment | 21.9\% | -5.5\% | 4.1\% | -15.8\% | -4.1\% | 7.6\% | -1.5\% | 0.5\% | 56.9\% | 11.4\% | 30.1\% | 1.2\% | 19.6\% | -12.8\% | -8.2\% | 6.0\% |
| Chemicals Business Segment | -7.1\% | 12.5\% | 2.3\% | -3.1\% | 0.4\% | -6.1\% | -4.5\% | 1.1\% | -5.8\% | -10.1\% | -8.1\% | 7.1\% | -3.0\% | 27.5\% | 16.3\% | 3.6\% |
| Segment income | - | 91.2\% |  | 56.1\% | 320.4\% | 54.7\% | 54.9\% | 99.0\% | - | -67.3\% | 17.1\% | 17.9\% | 17.4\% | -27.4\% | -20.0\% | -11.6\% |
| Machinery Business Segment | - | 158.9\% | - |  |  | 52.3\% | 83.7\% | 236.8\% | - | -64.7\% | -17.9\% | -48.0\% | -26.4\% | -47.8\% | -47.8\% | -40.5\% |
| Chemicals Business Segment | -58.5\% | -22.7\% | -40.2\% | -34.7\% | -38.0\% | 9.4\% | -20.5\% | -30.1\% | 148.0\% | -8.1\% | 45.2\% | 53.3\% | 48.7\% | 100.2\% | 74.2\% | 62.0\% |

## By region

| (\% thousand) | FY2/21 |  |  |  |  |  |  |  | FY2/22 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | O3 Cum | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H1 | Q3 | Q3 cum | Q4 | 2 H | Full-Year |
| Net sales | 3,076,175 | 3,967,552 | 7,043,727 | 3,808,593 | 10,852,320 | 5,913,069 | 9,721,662 | 16,765,389 | 3,957,087 | 4,091,138 | 8,048,226 | 3,939,949 | 11,988,176 | 5,644,067 | 9,584,016 | 17,632,243 |
| Japan | 2,685,463 | 3,117,660 | 5,803,123 | 2,651,623 | 8,454,746 | 3,635,093 | 6,286,716 | 12,089,840 | 2,952,865 | 2,701,413 | 5,654,278 | 2,895,628 | 8,549,907 | 3,953,774 | 6,849,403 | 12,503,682 |
| Overseas | 390,712 | 849,891 | 1,240,603 | 1,156,969 | 2,397,573 | 2,277,975 | 3,434,945 | 4,675,549 | 1,004,222 | 1,389,725 | 2,393,947 | 1,044,321 | 3,438,268 | 1,690,292 | 2,734,613 | 5,128,560 |
| North America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| USA* | 158,363 | 243,288 | 401,651 | 430,529 | 789,429 | 204,675 | 635,204 | 1,571,995 | 412,436 | 364,922 | 777,358 | 430,529 | 990,666 | 204,675 | 635,204 | 1,388,615 |
| Central and South America | 28,775 | 91,024 | 119,800 | 71,761 | 191,561 | 450,441 | 522,203 | 642,003 | 99,995 | 342,717 | 442,713 | 93,049 | 535,763 | 346,299 | 439,349 | 882,062 |
| Europe | 54,107 | 145,362 | 199,469 | 164,096 | 363,566 | 338,904 | 503,001 | 702,471 | 90,408 | 367,417 | 457,825 | 209,275 | 667,101 | 342,559 | 551,835 | 1,009,661 |
| Asia | 99,053 | 287,729 | 386,782 | 526,421 | 913,203 | 391,082 | 917,503 | 1,304,285 | 323,415 | 252,271 | 575,687 | 419,412 | 995,099 | 521,779 | 941,191 | 1,516,878 |
| Others | 50,413 | 82,186 | 132,899 | 6,913 | 139,812 | 314,981 | 321,894 | 454,793 | 77,967 | 62,395 | 140,363 | 282,225 | 249,638 | $(91,245)$ | 190,979 | 331,342 |
| Composition ratio (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Japan | 87.3\% | 78.6\% | 82.4\% | 69.6\% | 77.9\% | 61.5\% | 64.7\% | 72.1\% | 74.6\% | 66.0\% | 70.3\% | 73.5\% | 71.3\% | 70.1\% | 71.5\% | 70.9\% |
| Overseas | 12.7\% | 21.4\% | 17.6\% | 30.4\% | 22.1\% | 38.5\% | 35.3\% | 27.9\% | 25.4\% | 34.0\% | 29.7\% | 26.5\% | 28.7\% | 29.9\% | 28.5\% | 29.1\% |
| North America | - |  |  |  |  |  |  |  | - |  |  |  |  |  |  |  |
| USA* | 5.1\% | 6.1\% | 5.7\% | 11.3\% | 7.3\% | 3.5\% | 6.5\% | 9.4\% | 10.4\% | 8.9\% | 9.7\% | 10.9\% | 8.3\% | 3.6\% | 6.6\% | 7.9\% |
| Central and South America | 0.9\% | 2.3\% | 1.7\% | 1.9\% | 1.8\% | 7.6\% | 5.4\% | 3.8\% | 2.5\% | 8.4\% | 5.5\% | 2.4\% | 4.5\% | 6.1\% | 4.6\% | 5.0\% |
| Europe | 1.8\% | 3.7\% | 2.8\% | 4.3\% | 3.4\% | 5.7\% | 5.2\% | 4.2\% | 2.3\% | 9.0\% | 5.7\% | 5.3\% | 5.6\% | 6.1\% | 8\% | 7\% |
| Asia | 3.2\% | 0 | 0 | 0 | 0 | 0 | 9.4\% | 7.8\% | 8.2\% | 9.3\% | 7.2\% | 0 | 0 | 0 | 0 | 0 |
| Others | 1.6\% | 2.1\% | 1.9\% | 0.2\% | 1.3\% | 5.3\% | 3.3\% | 2.7\% | 2.0\% | 1.5\% | 1.7\% | 7.2\% | 2.1\% | -1.6\% | 2.0\% | 1.9\% | Indicating separately as the sales amount has excoededed

$10 \%$ of consolidated revenue as a t invememer 2019.
Sales in Asia is sisted separately from the first quarea
Sales in Asia is isted separataly from the firs qualer

## Machinery orders received and order backlog

| ( $\ddagger$ thousand) | FY2/21 |  |  |  |  | Q4 | 2 H | Full-Year | Q1 | Q2 | FY2/22 |  |  | Q4 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H\| | Q3 | Q3Cu |  |  |  |  |  | 1H\| | 3 | 23 C |  | 2 H | full-year |
| Orders received | 3,268,876 | 3,436,973 | 6,705,850 | 2,378,330 | 9,084,181 | 3,302,531 | 5,680,862 | 12,386,712 | 3,132,809 | 4,562,440 | 7,695,049 | 2,917,273 | 10,612,323 | 5,008,86 | 26,1 | 15,621,186 |
| Order backlog (end of period) | 6,295,241 | 7,330,154 | 7,330,154 | 7,389,756 | 7,389,756 | 6,615,881 | 6,615,881 | 6,615,881 | 7,175,760 | 9,034,195 | 9,034,195 | 9,626,868 | 9,626,868 | 10,574,211 | 10,574,211 | 10,574,211 |
| Machinery orders received |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Domestic | 2,158,749 | 2,024,371 | 4,183,120 | 892,201 | 5,075,322 | 2,508,513 | 3,400,715 | 7,583,835 | 1,781,584 | 1,860,242 | 3,641,826 | 1,140,948 | 4,782,774 | 2,873,853 | 4,014,80 | 7,656,627 |
| Overseas | 1,110,127 | 1,412,602 | 2,522,729 | 1,486,129 | 4,008,858 | 794,018 | 2,280,147 | 4,802,876 | 1,351,225 | 2,701,997 | 4,053,223 | 1,776,325 | 5,829,548 | 2,135,009 | 3,911,33 | 7,964,558 |
| Orders received and backlog by group companies (before consolidation adjustr |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| FREUND CORPORATION orders received | 2,268,353 | 1,888,406 | 4,156,759 | 1,009,738 | 5,166,498 | 2,232,253 | 3,241,992 | 7,398,751 | 1,688,961 | 1,765,709 | 3,454,670 | 1,296,218 | 4,750,889 | 2,653,765 | 3,962,04 | 7,416,719 |
| FREUND CORPORATION orders backlog | 4,846,389 | 5,228,701 | 5,228,701 | 4,707,827 | 4,707,827 | 4,618,769 | 4,618,769 | 4,618,769 | 4,704,932 | 5,212,052 | 5,212,052 | 4,980,000 | 4,980,000 | 5,059,37 | 5,212,377 | 5,212,377 |
| FREUND-VECTOR orders received | 798,896 | 1,220,316 | 2,019,212 | 1,040,442 | 3,059,655 | 222,537 | 1,262,979 | 3,282,192 | 973,354 | 2,409,580 | 3,382,934 | 1,365,147 | 4,748,081 | 840,411 | 2,205,55 | 5,588,493 |
| FREUND-VECTOR order backlog | 965,621 | 1,685,668 | 1,685,668 | 2,148,459 | 2,148,459 | 841,298 | 841,298 | 841,298 | 1,300,885 | 2,838,424 | 2,838,424 | 3,768,532 | 3,768,532 | 3,710,012 | 3,710,01 | 3,710,01 |
| FREUND-TURBO orders received | 201,627 | 328,250 | 529,877 | 328,149 | 858,027 | 435,173 | 763,322 | 1,293,200 | 251,585 | 407,661 | 659,24 | 249,18 | 908,427 | 458,32 | 707,51 | 1,366,756 |
| FREUND-TURBO orders backlog | 483,229 | 415,784 | 415,784 | 533,470 | 533,470 | 503,394 | 503,394 | 503,394 | 489,356 | 518,939 | 518,93 | 524,80 | 524,807 | 620,865 | 620,86 | 620,865 |
| Cos.Mec orders received | - |  |  |  |  | 412,567 | 412,567 | 412,567 | 28,077 | 137,379 | 365,457 | 25,198 | 390,655 | 1,056,356 | 1,081,55 | 1,447,012 |
| Cos.Mec orders backlog | - |  | - |  | - | 652,418 | 652,418 | 652,418 | 727,663 | 619,643 | 619,643 | 506,674 | 506,674 | 1,183,963 | 1,183,963 | 1,183,963 |

## Machinery Sales

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 01 | Q2 | 1H | Q3 | a3 cum | Q4 | 2 H | Full-Year | Q1 | Q2 | 1 H | Q3 | O3 Cum | Q4 | 2 H | Full-Year |
| Machinery Business Segment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Machinery sales | 1,689,928 | 2,436,044 | 4,125,972 | 2,346,410 | 6,472,383 | 4,699,032 | 7,045,443 | 11,171,415 | 2,651,364 | 2,714,729 | 5,366,094 | 2,374,045 | 7,740,139 | 4,096,374 | 6,470,419 | 11,836,513 |
| $\underset{\substack{\text { FREUND Corporation } \\ \text { Domestic }}}{\text { ceic }}$ | $\begin{aligned} & 1,363,701 \\ & 1,233,254 \end{aligned}$ | $\begin{aligned} & 1,475,092 \\ & 1,227,740 \end{aligned}$ | $\begin{aligned} & 2,838,794 \\ & 2,460,995 \end{aligned}$ | $\begin{aligned} & 1,562,024 \\ & 1,014,522 \end{aligned}$ | $\begin{aligned} & 4,400,818 \\ & 3,475,517 \end{aligned}$ | $\begin{aligned} & 2,437,872 \\ & 2,136864 \end{aligned}$ | $\begin{aligned} & 3,999,897 \\ & 3,151,386 \end{aligned}$ | $\begin{aligned} & 6,838,691 \\ & 5 \\ & 5 \end{aligned}$ | $\begin{aligned} & 1,645,018 \\ & 1,388,283 \end{aligned}$ | $\begin{aligned} & 1,258,589 \\ & 1,087,071 \end{aligned}$ | $\begin{aligned} & 2,903,607 \\ & 2,475,354 \end{aligned}$ | $\begin{aligned} & 1,528,271 \\ & 1,164,940 \end{aligned}$ | $\begin{aligned} & 4,431,879 \\ & 3,640,295 \end{aligned}$ | $\begin{aligned} & 2,433,453 \\ & 2,144,021 \end{aligned}$ | $\begin{aligned} & 3,961,724 \\ & 3,308,961 \end{aligned}$ | $\begin{aligned} & 6,865,332 \\ & 5 \\ & 5784316 \end{aligned}$ |
| Export | 76,496 | 301,301 | 377,798 | 547,502 | 925,300 | 301,008 | 848,510 | 1,226,309 | 256,735 | 171,517 | 428,252 | 363,330 | 791,583 | 289,431 | 652,762 | 1,081,015 |
| FREUND-VECTOR | 296,493 | 721,860 | 1,018,354 | 623,905 | 1,642,259 | 1,937,876 | 2,572,897 | 3,591,251 | 605,577 | 910,733 | 1,516,310 | 505,325 | 2,021,636 | 1,114,097 | 1,619,422 | 3,135,733 |
| FREUND-TURBO | 145,897 | 483,318 | 629,215 | 277,348 | 906,564 | 516,292 | 793,641 | 1,422,856 | 311,652 | 462,278 | 773,931 | 292,669 | 1,066,601 | 462,812 | 755,482 | 1,529,414 |
| Cos.mec |  |  |  |  |  | 382,322 | 382,322 | 382,322 | 165,429 | 257,250 | 422,679 | 138,530 | 561,209 | 376,763 | 515,294 | 937,973 |
| Operating profit |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| FREUND-VECTOR | (161,827) | 191,933 | 30,105 | $(2,847)$ | 27,258 | 277,664 | 253,813 | 283,918 | $(25,892)$ | 22,365 | $(3,527)$ | $(110,348)$ | (113,876) | 63,841 | $(46,506)$ | $(50,034)$ |
| FREUND-TURBO | (57,925) | 54,749 | $(3,176)$ | (51,553) | (54,729) | 81,130 | 29,577 | 26,401 | $(11,453)$ | 68,332 | 56,878 | $(6,045)$ | 50,833 | 32,968 | 26,922 | 83,801 |
| Cos.Mec | . |  |  |  |  | 63,085 | 63,085 | 63,085 | $(20,434)$ | $(40,905)$ | $(61,340)$ | $(8,718)$ | $(70,059)$ | $(92,398)$ | $(101,117)$ | $(162,457)$ |
| By geographic region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Japan | 1,354,085 | 1,635,790 | 2,989,876 | 1,242,475 | 4,232,351 | 2,464,445 | 3,706,921 | 6,696,797 | 1,684,382 | 1,411,323 | 3,095,706 | 1,433,935 | 4,529,641 | 2,504,442 | 3,938,378 | 7,034,084 |
| North America | 157,133 | 243,288 | 400,421 | 387,681 | 788,103 | 782,566 | 1,170,247 | 1,570,669 | 412,436 | 364,922 | 777,358 | 213,307 | 990,666 | 397,667 | 610,975 | 1,388,333 |
| Central and South America | 28,775 | 91,024 | 119,800 | 71,761 | 191,561 | 450,441 | 522,203 | 642,003 | 99,995 | 342,717 | 442,713 | 93,049 | 535,763 | 345,869 | 438,919 | 881,632 |
| Europe | 27,479 | 111,647 | 139,126 | 119,636 | 258,763 | 313,688 | 433,324 | 572,451 | 80,014 | 316,830 | 396,844 | 161,671 | 558,516 | 277,131 | 438,803 | 835,648 |
| Asia | 72,491 | 271,807 | 344,298 | 517,941 | 862,240 | 361,793 | 879,735 | 1,224,034 | 297,006 | 216,539 | 513,546 | 362,804 | 876,350 | 489,558 | 852,363 | 1,365,909 |
| Others | 49,963 | 82,486 | 132,449 | 6,913 | 139,362 | 314,980 | 321,894 | 454,343 | 77,530 | 62,395 | 139,925 | 109,275 | 249,201 | 81,703 | 190,979 | 330,905 |
| Composition ratio (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Machinery sales | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| FREUND CORPORATION | 80.7\% | 60.6\% | 68.8\% | 66.6\% | 68.0\% | 51.9\% | 56.8\% | 61.2\% | 62.0\% | 46.4\% | 54.1\% | 64.4\% | 57.3\% | 59.4\% | 61.2\% | 58.0\% |
| FREUND-VECTOR | 17.5\% | 29.6\% | 24.7\% | 26.6\% | 25.4\% | 41.2\% | 36.5\% | 32.1\% | 22.8\% | 33.5\% | 28.3\% | 21.3\% | 26.1\% | 27.2\% | 25.\% | 26.5\% |
| FREUND-TURBO | 8.6\% | 19.8\% | 15.3\% | 11.8\% | 14.0\% | 11.0\% | 11.3\% | 12.7\% | 11.8\% | 17.0\% | 14.4\% | 12.3\% | 13.8\% | 11.3\% | 11.7\% | 12.9\% |
| Cos.Mec | - | - | - |  | - | 8.1\% | 5.4\% | 3.4\% | 6.2\% | 9.5\% | 7.9\% | 5.8\% | 7.3\% | 9.2\% | 8.0\% | 7.9\% |
| By geographic region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Japan | 80.1\% | 67.1\% | 72.5\% | 53.0\% | 65.4\% | 52.4\% | 52.6\% | 59.9\% | 63.5\% | 52.0\% | 57.7\% | 60.4\% | 58.5\% | 61.1\% | 60.9\% | 59.4\% |
| North America | 9.3\% | 10.0\% | 9.7\% | 16.5\% | 12.2\% | 16.7\% | 16.6\% | 14.1\% | 15.6\% | 13.4\% | 14.5\% | 9.0\% | 12.8\% | 9.7\% | 9.4\% | 11.7\% |
| Central and South America | 1.7\% | 3.7\% | \% | 3.1\% | 3.0\% | 9.6\% | 7.4\% | 5.7\% | 3.8\% | 12.6\% | 8.3\% | 3.9\% | 6.9\% | 8.4\% | 6.8\% | 7.4\% |
| Europe | 1.6\% | 4.6\% | 3.4\% | 5.1\% | 4.0\% | 6.7\% | 6.2\% | 5.1\% | 3.0\% | 11.7\% | 7.4\% | 6.8\% | 7.2\% | 6.8\% | 6.8\% | 7.1\% |
| Asia | 4.3\% | 11.2\% | 8.3\% | 22.1\% | 13.3\% | 7.7\% | 12.5\% | 11.0\% | 11.2\% | 8.0\% | 9.6\% | 15.3\% | 11.3\% | 12.0\% | 13.2\% | 11.5\% |
| Others | 3.0\% | 3.4\% | 3.2\% | 0.3\% | 2.2\% | 6.7\% | 4.6\% | 4.1\% | 2.9\% | 2.3\% | 2.6\% | 4.6\% | 3.2\% | 2.0\% | 3.0\% | 2.8\% |
| Operating profit margin |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| FREUND-VECTOR | -54.6\% | 26.6\% | 3.0\% | -0.5\% | 1.7\% | 14.3\% | 9.9\% | 7.9\% | -4.3\% | 2.5\% | -0.2\% | -21.8\% | -5.6\% | 5.7\% | -2.9\% | -1.6\% |
| FREUND-TURBO | -39.7\% | 11.3\% | -0.5\% | -18.6\% | -6.0\% | 15.7\% | 3.7\% | 1.9\% | -3.7\% | 14.8\% | 7.3\% | -2.1\% | 4.8\% | 7.1\% | 3.6\% | 5.5\% |
| Cos.Mec |  |  |  |  |  | 16.5\% | 16.5\% | 16.5\% | -12.4\% | -15.9\% | -14.5\% | -6.3\% | -12.5\% | -24.5\% | -19.6\% | -17.3\% |

[^1]We have changed the classificition of sales by region from the first quarter
of the fiscal yearending

PL

| ( $\ddagger$ thousand) |  |  |  | FY2123 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q3 cum | Q4 | 2 H | Full-Year |
| Net sales | 3,535,718 | 4,998,988 | 8,534,707 |  |  |  |  |  |
| Cost of sales | 2,331,587 | 3,521,877 | 5,853,465 |  |  |  |  |  |
| Gross profit | 1,204,131 | 1,477,110 | 2,681,241 |  |  |  |  |  |
| Selling, general and administrative expenses | 1,308,480 | 1,440,354 | 2,748,835 |  |  |  |  |  |
| Operating profit | (104,349) | 36,755 | (67,593) |  |  |  |  |  |
| Non-operating income | 67,423 | 54,626 | 122,050 |  |  |  |  |  |
| Interest income | 14 | 25 | 39 |  |  |  |  |  |
| Dividend income | 3,949 | 1,859 | 5,809 |  |  |  |  |  |
| Technical support fee | 5,098 | 4,799 | 9,897 |  |  |  |  |  |
| Rent income | 345 | 385 | 730 |  |  |  |  |  |
| Foreign exchange gains | 52,198 | 42,845 | 95,044 |  |  |  |  |  |
| Non-operating expenses | 6,899 | 14,891 | 21,790 |  |  |  |  |  |
| Interest expenses | 1,841 | 7,677 | 9,519 |  |  |  |  |  |
| Foreign exchange losses | - |  |  |  |  |  |  |  |
| Share of loss of investments accounted for using equity method | 4,917 | 4,134 | 9,051 |  |  |  |  |  |
| Ordinary profit | $(4,825)$ | 76,491 | 32,666 |  |  |  |  |  |
| Extraordinary income | 13,506 | 328 | 13,834 |  |  |  |  |  |
| Extraordinary losses | 3,257 | 2,401 | 5,659 |  |  |  |  |  |
| Profit (loss) before income taxes | $(3,576)$ | 74,418 | 40,841 |  |  |  |  |  |
| Income taxes - current |  |  |  |  |  |  |  |  |
| Income taxes - deferred | - |  |  |  |  |  |  |  |
| Total income taxes | 12,057 | 45,896 | 57,953 |  |  |  |  |  |
| Profit | $(4,633)$ | 28,522 | $(17,111)$ |  |  |  |  |  |
| Profit (loss) attributable to non-controlling interests | - |  |  |  |  |  |  |  |
| Profit (loss) attributable to owners of parent | $(45,633)$ | 28,522 | $(17,111)$ |  |  |  |  |  |
| EBITDA <br> EBITDA $=$ Operating profit + Technical support fee + Depreciation + Amortization of good | 52,894 | 203,226 | 256,121 |  |  |  |  |  |
| Forign exchange rate (Average exchange rate of cumulative period) |  |  |  |  |  |  |  |  |
| \#US\$ | 124.17 | 129.86 | 129.86 |  |  |  |  |  |
| \#/E | 130.39 | 134.39 | 134.39 |  |  |  |  |  |
| Depreciation | 133,783 | 142,184 | 275,968 |  |  |  |  |  |
| $R \&$ expenses | 143,145 | 158,186 | 301,331 |  |  |  |  |  |
| Composition ratio (\%) |  |  |  |  |  |  |  |  |
| COGS ratio | 65.9\% | 70.5\% | 68.6\% |  |  |  |  |  |
| Gross profit margin | 34.1\% | 29.5\% | 31.4\% |  |  |  |  |  |
| SG\&A expenses ratio | 37.0\% | 28.8\% | 32.2\% |  |  |  |  |  |
| Operating profit margin | -3.0\% | 0.7\% | -0.8\% |  |  |  |  |  |
| Ordinary profit margin | -1.2\% | 1.5\% | 0.4\% |  |  |  |  |  |
| Profit atributable to owners of parent margin | -1.3\% | 0.6\% | -0.2\% |  |  |  |  |  |
| Year-over-year basis (\%) |  |  |  |  |  |  |  |  |
| Net sales | -10.6\% | 22.2\% | 6.0\% |  |  |  |  |  |
| Cost of sales | -7.8\% | 29.7\% | 11.6\% |  |  |  |  |  |
| Gross profit | -15.7\% | 7.4\% | -4.4\% |  |  |  |  |  |
| Selling, general and administrative expenses | 3.0\% | 16.2\% | 9.5\% |  |  |  |  |  |
| Operating profit |  | -73.0\% |  |  |  |  |  |  |

Statement of comprehensive income

| (\# thousand) | Q1 | Q2 |  | FY2/23 |  | Q4 | 2 H | Full-Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1H | Q3 | Q3 cum |  |  |  |
| Profit | $(45,633)$ | 28,522 | (17,111) |  |  |  |  |  |
| Other comprehensive income | 380,241 | 337,329 | 717,571 |  |  |  |  |  |
| Comprehensive income | 334,607 | 365,851 | 700,459 |  |  |  |  |  |

By business segment

| ( $\ddagger$ thousand) |  |  |  | FY2123 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q3 cum | Q4 | 2 H | Full-Year |
| Net sales | 3,535,718 | 4,998,988 | 8,534,707 |  |  |  |  |  |
| Machinery Business Segment | 2,080,664 | 3,340,259 | 5,420,924 |  |  |  |  |  |
| Chemicals Business Segment | 1,455,054 | 1,658,729 | 3,113,783 |  |  |  |  |  |
| Pharmaceutical Excipients | 779,055 | 996,825 | 1,775,881 |  |  |  |  |  |
| Food Preservatives | 620,996 | 620,460 | 1,241,457 |  |  |  |  |  |
| Dietary Supplement Products | 55,001 | 41,442 | 96,444 |  |  |  |  |  |
| Segment income | $(104,349)$ | 36,755 | $(67,593)$ |  |  |  |  |  |
| Machinery Business Segment | $(156,911)$ | (111,745) | $(268,657)$ |  |  |  |  |  |
| Chemicals Business Segment | 192,542 | 285,587 | 478,130 |  |  |  |  |  |
| Adjustments | $(139,980)$ | $(137,085)$ | $(277,066)$ |  |  |  |  |  |
| Composition ratio (\%) |  |  |  |  |  |  |  |  |
| Machinery Business Segment | 58.8\% | 66.8\% | 63.5\% |  |  |  |  |  |
| Chemicals Business Segment | 41.2\% | 33.2\% | 36.5\% |  |  |  |  |  |
| Pharmaceutical Excipients | 53.5\% | 60.1\% | 57.0\% |  |  |  |  |  |
| Food Preservatives | 42.7\% | 37.4\% | 39.9\% |  |  |  |  |  |
| Dietary Supplement Products | 3.8\% | 2.5\% | 3.1\% |  |  |  |  |  |
| Segment income margin (\%) |  |  |  |  |  |  |  |  |
| Machinery Business Segment | -7.5\% | $-3.3 \%$ | -5.0\% |  |  |  |  |  |
| Chemicals Business Segment | 13.2\% | 17.2\% | 15.4\% |  |  |  |  |  |
| Year-over-year basis (\%) |  |  |  |  |  |  |  |  |
| Net sales | -10.6\% | 22.2\% | 6.0\% |  |  |  |  |  |
| Machinery Business Segment | -21.5\% | 23.0\% | 1.0\% |  |  |  |  |  |
| Chemicals Business Segment | 11.4\% | 20.5\% | 16.1\% |  |  |  |  |  |
| Segment income | - | -73.0\% |  |  |  |  |  |  |
| Machinery Business Segment | - |  | - |  |  |  |  |  |
| Chemicals Business Segment | -0.4\% | 106.2\% | 44.1\% |  |  |  |  |  |

## By region

| ( ( thousand) | Q1 | Q2 |  | FY2123 |  | Q4 | 2 H | Full-Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1H1 | Q3 | Q3 Cum |  |  |  |
| Net sales | 3,535,718 | 4,998,988 | 8,534,707 |  |  |  |  |  |
| Japan | 2,522,956 | 2,994,330 | 5,517,286 |  |  |  |  |  |
| Overseas | 1,012,762 | 2,004,657 | 3,017,420 |  |  |  |  |  |
| North America |  |  |  |  |  |  |  |  |
| USA* | 89,890 | 587,771 | 677,661 |  |  |  |  |  |
| Central and South America | 363,519 | 353,799 | 717,318 |  |  |  |  |  |
| Europe | 190,918 | 189,583 | 380,502 |  |  |  |  |  |
| Asia | 339,388 | 846,241 | 1,185,629 |  |  |  |  |  |
| Others | 29,045 | 27,262 | 56,307 |  |  |  |  |  |
| Composition ratio (\%) |  |  |  |  |  |  |  |  |
| Japan | 71.4\% | 59.9\% | 64.6\% |  |  |  |  |  |
| Overseas | 28.6\% | 40.1\% | 35.4\% |  |  |  |  |  |
| North America |  |  | - |  |  |  |  |  |
| USA* | 2.5\% | 11.8\% | 7.9\% |  |  |  |  |  |
| Central and South America | 10.3\% | 7.1\% | 8.4\% |  |  |  |  |  |
| Europe | 5.4\% | 3.8\% | 4.5\% |  |  |  |  |  |
| Asia | 9.6\% | 28.3\% | 13.9\% |  |  |  |  |  |
| Others | 0.8\% | 0.5\% | 0.7\% |  |  |  |  |  |

- Indicating separately as the sales amount has exceeded
$10 \%$ of consolidated revenue as at November 2019



## Machinery orders received and order backlog

| ( $\ddagger$ thousand) | Q | Q2 |  | FY2123 |  | Q4 | 2 H | Full-Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1H | Q3 | Q3 cum |  |  |  |
| Orders received | 4,043,512 | 4,365,666 | 8,409,179 |  |  |  |  |  |
| Order backlog (end of period) | 13,026,352 | 14,275,985 | 14,275,985 |  |  |  |  |  |
| Machinery orders received |  |  |  |  |  |  |  |  |
| Domestic | 2,685,768 | 3,121,307 | 5,807,076 |  |  |  |  |  |
| Overseas | 1,357,744 | 1,244,358 | 2,602,103 |  |  |  |  |  |
| Orders received and backlog by group companies (before consolidation adjustrr |  |  |  |  |  |  |  |  |
| FREUND CORPORATION orders received | 2,359,332 | 2,934,871 | 5,294,203 |  |  |  |  |  |
| FREUND CORPORATION orders backlog | 6,399,655 | 8,005,563 | 8,005,563 |  |  |  |  |  |
| FREUND-VECTOR orders received | 1,005,011 | 988,726 | 1,993,738 |  |  |  |  |  |
| FREUND-VECTOR order backlog | 4,712,256 | 4,248,570 | 4,248,570 |  |  |  |  |  |
| FREUND-TURBO orders received | 613,893 | 294,903 | 908,796 |  |  |  |  |  |
| FREUND-TURBO orders backlog | 1,024,159 | 969,905 | 969,905 |  |  |  |  |  |
| Cos.Mec orders received | 191,001 | 158,162 | 349,164 |  |  |  |  |  |
| Cos.Mec orders backlog | 1,152,394 | 1,176,780 | 1,176,780 |  |  |  |  |  |


| Machinery Sales |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ( 7 thousand) | Q1 | Q2 |  | FY2/23 |  | Q4 | 2 H | Full-Year |
|  |  |  | 1 H | Q3 | Q3 cum |  |  |  |
| Machinery Business Segment |  |  |  |  |  |  |  |  |
| Machinery sales | 2,080,664 | 3,340,259 | 5,420,924 |  |  |  |  |  |
| $\underset{\substack{\text { FREUND CORPORATION } \\ \text { Domestic }}}{ }$ | 1,189,934 | 1,322,764 | 2,468,794 |  |  |  |  |  |
| Export | 202,579 | 147,118 | 349,698 |  |  |  |  |  |
| FREUND-VECTOR | 446,967 | 1,718,141 | 2,165,109 |  |  |  |  |  |
| FREUND-TURBO | 323,861 | 415,693 | 739,555 |  |  |  |  |  |
| Cos.Mec | 269,452 | 170,517 | 439,970 |  |  |  |  |  |
| Operating profit |  |  |  |  |  |  |  |  |
| FREUND-VECTOR | $(185,281)$ | (66,901) | (252,182) |  |  |  |  |  |
| FREUND-TURBO | $(1,202)$ | $(15,968)$ | $(17,171)$ |  |  |  |  |  |
| Cos.Mec | 47,095 | $(75,043)$ | $(27,947)$ |  |  |  |  |  |
| By geographic region |  |  |  |  |  |  |  |  |
| Japan | 1,175,430 | 1,399,185 | 2,574,616 |  |  |  |  |  |
| North America | 89,770 | 587,771 | 677,541 |  |  |  |  |  |
| Central and South America | 363,519 | 353,799 | 717,318 |  |  |  |  |  |
| Europe | 133,474 | 142,402 | 275,877 |  |  |  |  |  |
| Asia | 289,423 | 829,838 | 1,119,262 |  |  |  |  |  |
| Others | 29,045 | 27,262 | 56,307 |  |  |  |  |  |
| Composition ratio (\%) |  |  |  |  |  |  |  |  |
| Machinery sales | 100.0\% | 100.0\% | 100.0\% |  |  |  |  |  |
| FREUND CORPORATION | 57.2\% | 39.6\% | 45.5\% |  |  |  |  |  |
| FREUND-VECTOR | 21.5\% | 51.4\% | 39.9\% |  |  |  |  |  |
| FREUND-TURBO | 15.6\% | 12.4\% | 13.6\% |  |  |  |  |  |
| Cos.Mec | 13.0\% | 5.1\% | 8.1\% |  |  |  |  |  |
| By geographic region |  |  |  |  |  |  |  |  |
| Japan | 56.5\% | 41.9\% | 47.5\% |  |  |  |  |  |
| North America | 4.3\% | 17.6\% | 12.5\% |  |  |  |  |  |
| Central and South America | 17.5\% | 10.6\% | 13.2\% |  |  |  |  |  |
| Europe | 6.4\% | 4.3\% | 5.1\% |  |  |  |  |  |
| Asia | 13.9\% | 24.8\% | 20.6\% |  |  |  |  |  |
| Others | 1.4\% | 0.8\% | 1.0\% |  |  |  |  |  |
| Operating profit margin |  |  |  |  |  |  |  |  |
| FREUND-VECTOR | -41.5\% | -3.9\% | -11.6\% |  |  |  |  |  |
| FREUND-TURBO | -0.4\% | -3.8\% | -2.3\% |  |  |  |  |  |
| Cos.Mec | 17.5\% | -44.0\% | -6.4\% |  |  |  |  |  |

*: Mashinec sales and operating profitity gy foup companies are before eliminationo of intra


| ( $\ddagger$ thousand) | Fiscal Year ended February 28, 2019 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Shareholders' equity |  |  |  |  | Accumulated other comprehensive income |  |  |  | Non-controllinginterests | Total net assets |
|  | Capital stock | Capital surplus | Retained earnings | Treasury shares | Total <br> $\begin{array}{c}\text { shareholders' } \\ \text { equity }\end{array}$ | Valuation difererence on availabol-for-sale securities | Foreign currency translation adjustment | Remeasurement s of defined benefit plans | Total <br> accumulated <br> other <br> comprehensive |  |  |
| Balance at beginning of current period | 1,035,600 | 1,289,513 | 11,419,492 | (201,361) | 13,543,245 | 51,132 | $(332,254)$ | $(19,907)$ | (301,029) |  | 13,242,215 |
| Changes of items during period |  |  |  |  |  |  |  |  |  |  |  |
| Dividends of surplus |  |  | $(344,890)$ |  | $(344,890)$ |  |  |  |  |  | $(344,890)$ |
| Profit attributable to owners of parent |  |  | 843,575 |  | 843,575 |  |  |  |  |  | 843,575 |
| Purchase of treasury shares |  |  |  | $(572,001)$ | $(572,001)$ |  |  |  |  |  | (572,001) |
| Net changes of items other than shareholders' equity |  |  |  |  |  | $(15,673)$ | 66,601 | 30,824 | 81,752 |  | 81,752 |
| Total changes of items during period | - | - | 498,684 | $(572,001)$ | (73,316) | $(15,673)$ | 66,601 | 30,824 | 81,752 |  | 8,436 |
| Balance at end of current period | 1,035,600 | 1,289,513 | 11,918,177 | (773,363) | 13,469,928 | 35,459 | $(265,653)$ | 10,917 | (219, 276) |  | 13,250,651 |

## Statement of Change in Equity

| thousand) |  |  |  |  | Fiscal Ye | ar ended February Full-Year | $29,2020$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Shareholders' equity |  |  |  | cumulated other co | mprehensive inco |  |  |  |
|  | Capital stock | Capital surplus | Retained earnings | Treasury shares | Total <br> shareholders' <br> equity |  | Foreign currency translation adjustment | Remeasurement $s$ of defined benefit plans | $\qquad$ | Non-controlling interests | Total net assets |
| Balance at beginning of current period | 1,035,600 | 1,289,513 | 11,918,177 | $(773,363)$ | 13,469,928 | 35,459 | $(265,653)$ | 10,917 | (219,276) |  | 13,250,651 |
| Cumulative effects of changes in accounting policies |  |  | (515) |  | (515) |  |  |  |  |  | (515) |
| Restated balance | 1,035,600 | 1,289,513 | 11,917,661 | (773,363) | 13,469,412 | 35,459 | (265,653) | 10,917 | (219,276) |  | 13,250,136 |
| Changes of items during period |  |  |  |  |  |  |  |  |  |  |  |
| Dividends of surplus |  |  | $(334,890)$ |  | $(334,890)$ |  |  |  |  |  | (334,890) |
| Profit attributable to owners of parent |  |  | 381,528 |  | 381,528 |  |  |  |  |  | 381,528 |
| Net changes of items other than shareholders' equity |  |  |  |  |  | (21,778) | (33,096) | 2,050 | $(52,825)$ |  | (52,825) |
| Total changes of items during period | - | - | 46,637 | - | 46,637 | (21,778) | (33,096) | 2,050 | $(52,825)$ |  | $(6,187)$ |
| Balance at end of current period | 1,035,600 | 1,289,513 | 11,964,299 | (773,363) | 13,516,050 | 13,680 | (298,749) | 12,967 | $(272,101)$ |  | 13,243,948 |

## Statement of Change in Equity

| ( $\ddagger$ thousand) | Fiscal Year ended February 28, 2021 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Shareholders' equity |  |  |  |  | Accumulated other comprehensive income |  |  |  | $\underset{\substack{\text { Non-controlling } \\ \text { interests }}}{ }$ | Total net assets |
|  | Capital stock | Capital surplus | Retained earnings | Treasury shares | $\square$ | $\begin{gathered} \text { Valuation } \\ \text { difference on } \\ \text { avaialoforof-sale } \\ \text { securutites } \end{gathered}$ | Foreign currency translation adjustment | Remeasurement $s$ of defined benefit plans | $\qquad$ |  |  |
| Balance at beginning of current period | 1,035,600 | 1,289,513 | 11,964,299 | (773,363) | 13,516,050 | 13,680 | (298,749) | 12,967 | (272,101) |  | 13,243,948 |
| Cumulative effects of changes in accounting policies |  |  |  |  |  |  |  |  |  |  |  |
| Restated balance | 1,035,600 | 1,289,513 | 11,964,299 | (773,363) | 13,516,050 | 13,680 | (298,749) | 12,967 | (272,101) |  | 13,243,948 |
| Changes of items during period |  |  |  |  |  |  |  |  |  |  |  |
| Dividends of surplus |  |  | (334,890) |  | $(334,890)$ |  |  |  |  |  | $(334,890)$ |
| Profit attributable to owners of parent |  |  | 970,595 |  | 970,595 |  |  |  |  |  | 970,595 |
| Net changes of items other than shareholders' equity |  |  |  |  |  | 8,469 | $(31,899)$ | 2,761 | $(20,667)$ |  | $(20,667)$ |
| Total changes of items during period | 0 | 0 | 635,705 | 0 | 635,705 | 8,469 | $(31,899)$ | 2,761 | $(20,667)$ |  | 615,037 |
| Balance at end of current period | 1,035,600 | 1,289,513 | 12,600,004 | (773,363) | 14,151,755 | 22,149 | (330,648) | 15,729 | (292,769) |  | 13,858,986 |

## Statement of Change in Equity

| ( $\ddagger$ thousand) | Fiscal Year ended February 28, 2022 Full-Year |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Shareholders' equity |  |  |  |  | Accumulated other comprehensive income |  |  |  | $\underset{\substack{\text { Non-controlling } \\ \text { interests }}}{ }$ | Total net assets |
|  | Capital stock | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity | $\begin{gathered} \text { Valuation } \\ \text { difference on } \\ \text { availabe-for-sale } \\ \text { seculites } \end{gathered}$ | Foreign currency translation adjustment | Remeasurement s of defined benefit plans | Total accumulated other comorehensive |  |  |
| Balance at beginning of current period | 1,035,600 | 1,289,513 | 12,600,004 | (773,363) | 14,151,755 | 22,149 | (330,648) | 15,729 | (292,769) |  | 13,858,986 |
| Cumulative effects of changes in accounting policies |  |  |  |  |  |  |  |  |  |  |  |
| Restated balance | 1,035,600 | 1,289,513 | 12,600,004 | (773,363) | 14,151,755 | 22,149 | (330,648) | 15,729 | (292,769) |  | 13,858,986 |
| Changes of items during period |  |  |  |  |  |  |  |  |  |  |  |
| Dividends of surplus |  |  | (334,890) |  | $(334,890)$ |  |  |  |  |  | (334,890) |
| Profit attributable to owners of parent |  |  | 543,566 |  | 543,566 |  |  |  |  |  | 543,566 |
| Net changes of items other than shareholders' equity |  |  |  |  |  | 17,538 | 292,676 | $(23,101)$ | 287,114 |  | 287,114 |
| Total changes of items during period | 0 | 0 | 208,676 | 0 | 208,676 | 17,538 | 292,676 | $(23,101)$ | 287,114 |  | 495,790 |
| Balance at end of current period | 1,035,600 | 1,289,513 | 12,808,681 | (773,363) | 14,360,432 | 39,688 | (37,972) | (7,371) | $(5,655)$ |  | 14,354,776 | CF


| ( $\ddagger$ thousand) |  |  |  | FY2/19 |  |  |  |  |  |  |  | FY2/20 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | H | Q3 | Q3 Cum | Q4 | 2H | Full-Year | Q1 | Q2 | 1H1 | Q3 | Q3 Cum | Q4 |  | Full Year |
| Cash flows from operating activities |  |  | $(230,091)$ |  |  |  | 5,989 | 435,898 |  |  | 289,797 |  |  |  | $(317,665)$ | (27,868) |
| Profit (loss) before income taxes | - | - | 705,967 | - | - | - | 549,671 | 1,255,638 | - | - | 17,154 | - | - | - | 551,404 | 568,558 |
| Depreciation |  |  | 162,695 | - | - | - | 182,127 | 344,822 | - | - | 177,037 | - | - |  | 209,454 | 386,49 |
| Impairment loss | - |  |  |  |  |  | 91,520 | 91,520 | - | - | 203 | - | - |  | 1,984 | 2,188 |
| Amortization of goodwill |  |  | 12,013 | - |  |  | 12,013 | 24,027 | - | - |  | - | - |  |  |  |
| Increase (decrease) in provision for bonuses | - |  | 8,387 |  | - |  | $(6,794)$ | 1,593 | - | - | (31,021) | - | - |  | 56,148 | 25,126 |
| Increase (decrease) in provision for directors' bonuses | - | - | $(36,300)$ | - | - |  | 12,000 | $(24,300)$ | - | - | $(26,000)$ | - | - |  | 2,000 | $(24,000)$ |
| Increase (decrease) in allowance for doubtful accounts | - |  |  | - | - |  | $(2,209)$ | $(2,209)$ | - | - | $(3,276)$ | - |  |  | 5 | $(3,270)$ |
| Interest and dividend income | - |  | (65,073) | - |  |  | $(5,285)$ | $(70,358)$ | - | - | $(9,550)$ | - |  |  | $(2,376)$ | $(11,927)$ |
| Interest expenses | - | - | 562 | - | - |  | 351 | 914 | - | - | 151 | - |  |  | 567 | 719 |
| Foreign exchange losses (gains) | - |  | $(4,495)$ |  |  |  | 727 | $(3,767)$ | - |  | 15,715 |  |  |  | $(17,543)$ | $(1,827)$ |
| Loss (gain) on sales of property, plant and equipment | - |  |  |  |  |  | 759 | 759 | - |  | $(9,997)$ |  |  |  | $(3,078)$ | $(13,075)$ |
| Gain (loss) on sales of investment securities | - | - | - | - | - | - |  |  | - | - | $(2,200)$ | - | - |  |  | $(2,200)$ |
| Share of loss (profit) of entities accounted for using equity method |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Decrease (increase) in notes and accounts receivable - trade | - |  | 91,182 |  | - |  | 47,340 | 138,522 | - | - | 513,823 | - | - |  | (1,620,122) | $(1,106,299)$ |
| Decrease (increase) in inventories | - |  | 338,514 |  |  |  | 277,082 | 615,597 | - | - | $(1,028,562)$ | - |  |  | 438,335 | (590,227) |
| Decrease (increase) in other assets | - | - | 76,844 | - | - |  | 26,944 | 103,788 | - | - | $(78,116)$ | - | - |  | $(16,424)$ | (94,541) |
| Increase (decrease) in notes and accounts payable - trade | - | - | $(724,487)$ | - | - |  | 23,994 | $(700,493)$ | - | - | 170,886 | - | - |  | 751,047 | 921,933 |
| Increase (decrease) in contract liabilities | - |  | (573,452) |  | - |  | (269,687) | $(843,139)$ | - | - | 783,652 | - | - |  | $(669,103)$ | 114,548 |
| Interest and dividend income received | - | - | 65,073 |  | - |  | 5,285 | 70,358 | - | - | 9,550 | - | - |  | 2,376 | 11,927 |
| Interest expenses paid | - | - | (562) |  | - |  | (351) | (914) | - | - | (151) | - |  |  | (567) | (719) |
| Income taxes refund | - | - | 12,888 | - | - |  | $(12,888)$ |  | - | - | 19,469 | - | - |  |  | 19,469 |
| Income taxes paid | - | - | (332,932) |  |  |  | (277,474) | $(610,406)$ | - | - | $(132,565)$ | - |  |  | (191,568) | $(324,133)$ |
| Cash flows from investing activities | - | - | $(190,562)$ | - | - |  | $(375,766)$ | $(566,329)$ | - | - | $(414,788)$ | - | - |  | $(437,534)$ | $(852,322)$ |
| Purchase of property, plant and equipment | - | - | $(205,257)$ | - | - |  | $(364,430)$ | $(569,687)$ | - | - | $(440,928)$ | - | - |  | $(394,449)$ | $(835,378)$ |
| Proceeds from sales of property, plant and equipment | - | - | - | - | - | - | 662 | 662 | - | - | 17,926 | - | - |  | 12,543 | 30,470 |
| Purchase of intangible assets | - | - | $(3,162)$ | - | - |  | $(1,335)$ | $(14,497)$ | - | - | $(3,000)$ | - | - |  | $(53,637)$ | $(56,637)$ |
| Proceeds from sales of investment securities | - |  |  |  |  |  |  |  | - | - | 4,200 | - |  |  |  | 4,200 |
| Purchase of investment securities | - | - | $(3,162)$ |  |  |  | $(1,109)$ | $(4,271)$ | - | - | $(1,143)$ | - | - |  | $(1,358)$ | $(2,502)$ |
| Purchase of shares of subsidiaries from non-controlling shareholders | - | - | - | - | - | - |  |  | - | - | - | - | - |  |  |  |
| Payments for acquisition of interests in subsidiaries resulting in change in scope of consolidation | - |  |  |  |  |  |  |  | - |  |  |  |  |  |  |  |
| Cash flows from financing activities |  | - | (918,675) | - |  |  | $(3,046)$ | (921,721) | - | - | (359,658) | - | - |  | 33,863 | (325,794) |
| Purchase of treasury shares | - | - | $(572,000)$ |  | - |  | (1) | $(572,001)$ | - | - |  |  |  |  |  |  |
| Cash dividends paid | - | - | (343,457) | - | - |  | (414) | (343,872) | - | - | $(332,440)$ | - | - |  | (691) | $(333,131)$ |
| Effect of exchange rate change on cash and cash equivalents | - | - | 17,059 | - | - | - | 1,473 | 18,533 | - | - | $(19,202)$ | - | - |  | 4,878 | $(14,323)$ |
| Net increase (decrease) in cash and cash equivalents | - | - | $(1,322,269)$ | - | - | - | 288,650 | $(1,033,619)$ | - | - | $(503,851)$ | - | - |  | $(716,457)$ | $(1,220,308)$ |
| Cash and cash equivalents at beginning of period | - | - | 6,568,050 | - | - | - | 5,245,781 | 6,568,050 | - | - | 5,534,431 | - | - | - | 5,030,580 | 5,534,431 |
| Cash and cash equivalents at end of period | - |  | 5,245,781 |  |  |  | 5,534,431 | 5,534,431 | - | - | 5,030,580 | - | - |  | 4,314,123 | 4,314,123 |
| Free cash flow | - | - | $(420,654)$ | - | - |  | 290,222 | (130,431) | - | - | $(124,990)$ | - | - | - | $(755,199)$ | $(880,190)$ | CF



| (\# housand) |  |  |  | FY2/23 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 |  | Q3 | Q3 Cum | Q4 | 2 H | Full-Year |
| Cash flows from operating activities |  |  | $(946,281)$ |  |  |  |  |  |
| Profit (loss) before income taxes | - | - | 40,841 |  |  |  |  |  |
| Depreciation | - | - | 275,968 |  |  |  |  |  |
| Impairment loss | - | - |  |  |  |  |  |  |
| Amortization of goodwill | - | - | 37,849 |  |  |  |  |  |
| Increase (decrease) in provision for bonuses | - | - | (50,319) |  |  |  |  |  |
| Increase (decrease) in provision for directors' bonuses | - | - | $(12,531)$ |  |  |  |  |  |
| Increase (decrease) in allowance for doubtful accounts | - |  | 370 |  |  |  |  |  |
| Interest and dividend income |  |  | $(5,849)$ |  |  |  |  |  |
| Interest expenses | - |  | 9,519 |  |  |  |  |  |
| Foreign exchange losses (gains) | - | - | $(97,171)$ |  |  |  |  |  |
| Loss (gain) on sales of property, plant and equipment | - | - | $(12,525)$ |  |  |  |  |  |
| Gain (loss) on sales of investment securities | - | - | 1,907 |  |  |  |  |  |
| Share of loss (profit) of entities accounted for using equity method |  |  | 9,051 |  |  |  |  |  |
| Decrease (increase) in notes and accounts receivable - trade | - | - | 884,571 |  |  |  |  |  |
| Decrease (increase) in inventories | - | - | $(717,203)$ |  |  |  |  |  |
| Decrease (increase) in other assets | - | - | $(145,185)$ |  |  |  |  |  |
| Increase (decrease) in notes and accounts payable - trade | - |  | $(674,651)$ |  |  |  |  |  |
| Increase (decrease) in contract liabilities |  |  | $(164,103)$ |  |  |  |  |  |
| Interest and dividend income received |  |  | 5,849 |  |  |  |  |  |
| Interest expenses paid | - |  | $(9,519)$ |  |  |  |  |  |
| Income taxes refund | - | - | 1,343 |  |  |  |  |  |
| Income taxes paid | - | - | $(236,301)$ |  |  |  |  |  |
| Cash flows from investing activities | - | - | $(270,960)$ |  |  |  |  |  |
| Purchase of property, plant and equipment | - | - | $(130,942)$ |  |  |  |  |  |
| Proceeds from sales of property, plant and equipment | - | - | 28,941 |  |  |  |  |  |
| Purchase of intangible assets | - | - | $(160,411)$ |  |  |  |  |  |
| Proceeds from sales of investment securities | - | - | - |  |  |  |  |  |
| Purchase of investment securities | - | - | $(1,581)$ |  |  |  |  |  |
| Purchase of shares of subsidiaries from non-controlling shareholders | - | - | - |  |  |  |  |  |
| Payments for acquisition of interests in subsidiaries resulting in change in scope of consolidation | - |  |  |  |  |  |  |  |
| Cash flows from financing activities |  | - | 541,523 |  |  |  |  |  |
| Purchase of treasury shares |  |  |  |  |  |  |  |  |
| Cash dividends paid | - |  | $(334,276)$ |  |  |  |  |  |
| Effect of exchange rate change on cash and cash equivalents |  | - | 169,026 |  |  |  |  |  |
| Net increase (decrease) in cash and cash equivalents | - | - | $(506,692)$ |  |  |  |  |  |
| Cash and cash equivalents at beginning of period | - | - | 4,145,207 |  |  |  |  |  |
| Cash and cash equivalents at end of period | - | - | 3,638,515 |  |  |  |  |  |
| Free cash flow | - | - | $(1,217,241)$ |  |  |  |  |  |

## $\underset{\text { ( } ¥ \text { thousand) }}{\text { KPI }}$

| ( $\ddagger$ thousand) | Q1 | FY2/19 |  |  |  | Q4 | 2 H | Full-Year | Q1 | Q2 | FY2/20 |  |  | Q4 | 2 H | Full-Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q2 | 1H\| | Q3 | Q3 Cu |  |  |  |  |  | 1H\| | 3 | Q3 Cu |  |  |  |
| Net sales | 4,849,505 | 4,267,570 | 9,117,076 | 4,126,220 | 13,243,297 | 5,164,940 | 9,291,161 | 18,408,237 | 2,878,390 | 3,939,125 | 6,817,515 | 4,293,286 | 11,110,801 | 5,662,075 | 9,955,361 | 16,772,877 |
| Profit (loss) attributable to owners of parent | 347,315 | 118,987 | 466,303 | 57,342 | 523,646 | 319,929 | 377,271 | 843,575 | (158,038) | 150,297 | (7,741) | 45,490 | 37,748 | 343,779 | 389,269 | 381,528 |
| Total assets | 17,784,573 | 17,484,497 | 17,484,497 | 17,726,161 | 17,726,161 | 17,465,307 | 17,465,307 | 17,465,307 | 17,227,600 | 17,713,776 | 17,713,776 | 18,182,451 | 18,182,451 | 18,505,327 | 18,505,327 | 18,505,327 |
| Current assets | 13,356,032 | 12,991,466 | 12,991,466 | 13,208,537 | 13,208,537 | 12,881,919 | 12,881,919 | 12,881,919 | 12,342,038 | 12,721,743 | 12,721,743 | 12,881,169 | 12,881,169 | 13,193,328 | 13,193,328 | 13,193,328 |
| Non-current assets | 4,428,541 | 4,493,030 | 4,493,030 | 4,517,624 | 4,517,624 | 4,583,387 | 4,583,387 | 4,583,387 | 4,885,561 | 4,992,032 | 4,992,032 | 5,301,282 | 5,301,282 | 5,311,999 | 5,311,999 | 5,311,999 |
| Current liabilities | 4,768,860 | 4,312,236 | 4,312,236 | 4,449,712 | 4,449,712 | 3,938,759 | 3,938,759 | 3,938,759 | 4,259,737 | 4,668,293 | 4,668,293 | 5,019,249 | 5,019,249 | 5,023,920 | 5,023,920 | 5,023,920 |
| Inventories | 2,998,238 | 2,802,013 | 2,802,013 | 3,220,167 | 3,220,167 | 2,475,377 | 2,475,377 | 2,475,377 | 3,308,391 | 3,447,809 | 3,447,809 | 3,870,763 | 3,870,763 | 3,051,625 | 3,051,625 | 3,051,625 |
| Notes and accounts receivable - trade | 4,576,364 | 4,377,333 | 4,377,333 | 4,499,979 | 4,499,979 | 4,332,571 | 4,332,571 | 4,332,571 | 4,039,020 | 3,800,103 | 3,800,103 | 4,320,474 | 4,320,474 | 5,431,302 | 5,431,302 | 5,431,302 |
| Notes and accounts payable - trade | 2,510,198 | 2,142,829 | 2,142,829 | 2,343,722 | 2,343,722 | 2,169,820 | 2,169,820 | 2,169,820 | 2,043,594 | 2,350,842 | 2,350,842 | 2,783,981 | 2,783,981 | 3,121,861 | 3,121,861 | 3,121,861 |
| Treasury shares | 12,691,725 | 12,852,262 | 12,852,262 | 12,953,326 | 12,953,326 | 13,250,651 | 13,250,651 | 13,250,651 | 12,723,353 | 12,807,340 | 12,807,340 | 12,921,707 | 12,921,707 | 13,243,948 | 13,243,948 | 13,243,948 |
| Interest-bearing debt | 13,740 | 12,017 | 12,017 | 10,289 | 10,289 | 9,196 | 9,196 | 9,196 | 8,212 | 7,225 | 7,225 | 6,235 | 6,235 | 38,070 | 38,070 | 38,070 |
| (imes) |  |  |  | FY219 |  | Q4 |  |  | Q1 | Q2 | FY2/20 |  |  | Q4 | 2 H Full-Year |  |
|  | Q1 | Q2 | 1 H | Q3 | O3 Cum |  | 2 H | Fullvear |  |  | 1 H | Q3 | O3 Cum |  |  |  |  |
| Total assets turnover | - |  |  |  |  |  |  | 1.01 |  |  |  |  |  |  |  | 0.93 |
| Non-current assets turnover |  | - | - | - | - | - | - | 4.13 | - | - | - | - | - | - |  | 3.39 |
| Current assets turnover |  | - | - | - | - | - |  | 1.33 | - | - | - |  | - |  |  | 1.29 |

Total assets turnover-net sales/average total assets
Current Assets Turnover=Net sales / Average current

| (days) | FY2/19 |  |  |  |  |  |  |  | F212 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1 H | Q3 | Q3 Cum | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | as Cum | Q4 | 2 H | Full-Year |
| Inventories turnover | 58.66 | 64.5 | 60.42 | 70.64 | 66.51 | 49.32 | 55.14 | 13 | 92.43 | 69.17 | 9.93 | 67.26 | 8.54 | 44.41 | 50.52 | 0.30 |
| Accounts receivable turnover | 86.82 | 94.37 | 88.34 | 99.24 | 93.44 | 75.50 | 84.40 | 85.91 | 129.10 | 88.75 | 102.56 | 91.58 | 106.93 | 87.29 | 99.29 | 118.52 |
| Accounts payable turnover | 47.62 | 46.19 | 43.25 | 51.69 | 48.67 | 37.81 | 42.27 | 43.02 | 65.32 | 54.90 | 63.45 | 59.01 | 68.91 | 50.17 | 57.07 | 68.12 |

Accounts receivable turnovere=(Accounts receivable/Net sales of $\times$ Number of days
Accounts receivale turnover(Accoums payable turnover=(Accounts payabale/Net sales) $\times$ Number of days

| (\%) | FY2/19 |  |  |  |  |  |  |  | FY2/20 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q3 Cum | Q4 | 2 H | Fullyear | Q1 | Q2 | 1H | Q3 | Q3 Cum | Q4 | 2 H | Full-Year |
| Equity ratio | 71.4\% | 73.5\% | 73.5\% | 73.1\% | 73.1\% | 75.9\% | 75.9\% | 75.9\% | 73.9\% | 72.3\% | 72.3\% | 71.1\% | 71.1\% | 71.6\% | 71.6\% | 71.6\% |
| d/E ratio | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Current ratio | 280.1\% | 301.3\% | 301.3\% | 296.8\% | 296.8\% | 327.1\% | 327.1\% | 327.1\% | 289.7\% | 272.5\% | 272.5\% | 256.6\% | 256.6\% | 262.6\% | 262.6\% | 262.6\% |
| Non-current ratio | 34.9\% | 35.0\% | 35.0\% | 34.9\% | 34.9\% | 34.6\% | 34.6\% | 34.6\% | 38.4\% | 39.0\% | 39.0\% | 41.0\% | 41.0\% | 40.1\% | 40.1\% | 40.1\% |
| Return on assets (ROA) | - | - | - | - | - | - |  | 4.8\% | - | - | - | - | - | - |  | 2.1\% |
| Return on equity (ROE) | - | - | - | - | - | - |  | 6.4\% | - | - | - | - |  |  |  | 2.9\% |
| Dividend to net asset ratio (DOE) | - | - | - | - | - | - |  | 2.6\% | - | - | - | - | - | - |  | 2.5\% |
| Dividend payout ratio | - | - | - | - | - | - |  | 39.9\% | - | - | - | - | - | - |  | 87.8\% |
| Price earnings ratio (PER, times) | - | - | - | - | - | - | - | 17.53 | - | - | - | - | - | - |  | 25.80 |
| Price book-value ratio (PBR, times) | - | - | . | - | - | - | - | 1.11 | - | - | - | - | - | - |  | 0.74 |
|  |  |  |  | FY2 |  |  |  |  |  |  |  | FY2 |  |  |  |  |
|  | Q1 | Q2 | 1 1-1 | Q3 | Q3 Cum | Q4 | $2{ }^{2 H}$ | Fulleyear | Q1 | Q2 | 1 H | Q3 | Q3 Cum | Q4 | 2 H | Fulliyear |
| Earnings per share (EPS, 7 ) | 20.37 | - | 27.60 | - | 31.08 | - |  | 50.15 | (9.44) | - | (0.46) | - | 2.25 | - |  | 22.79 |
| Book value per share (BPS, $¥$ ) | 757.96 | - | 767.55 | - | 773.59 | - |  | 791.34 | 759.85 | - | 764.87 | - | 771.70 | - |  | 790.94 |
| Dividend per share3 (DPS, ¥) | - | - | - | - | - | - | - | 20.00 | - | - | - | - | - | - | - | 20.00 |
| Number of shares outstanding at the end of the period (including treasury shares) (thousand shares) | - | - | - | - | - | - | - | 18,400 | - | - | - | - | - | - |  | 18,400 |

## KPI

| ( $\ddagger$ thousand) | FY2/21 |  |  |  |  |  |  |  | FY2/22 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H |  | Q3 C | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H\| | Q3 | Q3 Cu | Q4 | 2 H | Full-Year |
| Net sales | 3,076,175 | 3,967,552 | 7,043,727 | 3,808,593 | 10,852,320 | 5,913,068 | 9,721,661 | 16,765,389 | 3,957,087 | 4,091,138 | 8,048,226 | 3,939,949 | 11,988,176 | 5,644,067 | 9,584,016 | 17,632,243 |
| Profit (loss) attributable to owners of parent | $(121,839)$ | 305,677 | 183,837 | 93,235 | 277,072 | 693,522 | 786,757 | 970,595 | 119,679 | 85,257 | 204,936 | 65,211 | 270,148 | 273,418 | 338,629 | 543,566 |
| Total assets | 17,706,219 | 17,525,595 | 17,525,595 | 19,590,080 | 19,590,080 | 20,575,235 | 20,575,235 | 20,575,235 | 20,033,962 | 20,234,201 | 20,234,201 | 21,728,715 | 21,728,715 | 22,273,904 | 22,273,904 | 22,273,904 |
| Current assets | 12,338,686 | 12,325,031 | 12,325,031 | 12,708,843 | 12,708,843 | 13,558,237 | 13,558,237 | 13,558,237 | 12,969,801 | 13,204,150 | 13,204,150 | 14,652,943 | 14,652,943 | 15,004,411 | 15,004,411 | 15,004,411 |
| Non-current assets | 5,367,532 | 5,200,563 | 5,200,563 | 6,881,237 | 6,881,237 | 7,016,998 | 7,016,998 | 7,016,998 | 7,064,160 | 7,030,050 | 7,030,050 | 7,075,772 | 7,075,772 | 7,269,492 | 7,269,492 | 7,269,492 |
| Current liabilities | 4,483,513 | 4,281,736 | 4,281,736 | 5,657,547 | 5,657,547 | 5,817,429 | 5,817,429 | 5,817,429 | 5,371,154 | 5,464,041 | 5,464,041 | 6,828,953 | 6,828,953 | 7,035,774 | 7,035,774 | 7,035,774 |
| Inventories | 3,161,785 | 3,056,715 | 3,056,715 | 3,888,393 | 3,888,393 | 3,473,462 | 3,473,462 | 3,473,462 | 3,864,942 | 4,209,536 | 4,209,536 | 5,325,902 | 5,325,902 | 5,090,104 | 5,090,104 | 5,090,104 |
| Notes and accounts receivable - trade | 4,207,372 | 4,193,325 | 4,193,325 | 4,124,133 | 4,124,133 | 4,870,116 | 4,870,116 | 4,870,116 | 4,845,177 | 4,077,097 | 4,077,097 | 4,221,825 | 4,221,825 | 5,228,744 | 5,228,744 | 5,228,744 |
| Notes and accounts payable - trade | 2,346,831 | 1,866,322 | 1,866,322 | 2,506,071 | 2,506,071 | 2,966,537 | 2,966,537 | 2,966,537 | 2,315,042 | 2,140,817 | 2,140,817 | 2,735,715 | 2,735,715 | 2,743,642 | 2,743,642 | 2,743,642 |
| Treasury shares | 12,744,848 | 12,997,305 | 12,997,305 | 13,069,448 | 13,069,448 | 13,858,986 | 13,858,986 | 13,858,986 | 13,777,684 | 13,896, 144 | 13,896,144 | 14,040,412 | 14,040,412 | 14,354,776 | 14,354,776 | 14,354,776 |
| Interest-bearing debt | 235,011 | 3,926 | 3,926 | 434,631 | 434,631 | 500,663 | 500,663 | 500,663 | 501,972 | 472,599 | 472,599 | 453,488 | 453,488 | 450,485 | 450,485 | 450,485 |
| (times) |  |  |  | FY2/21 |  | Q4 |  |  | Q1 | Q2 | FY2/22 |  |  | Q4 | 2H Full-Year |  |
|  | Q1 | Q2 | 1 H | Q3 | O3 Cum |  | 2 H | Full-Ye: |  |  | 1 H | Q3 | O3 Cum |  |  |  |
| Total assets turnover |  |  |  |  |  |  |  | 0.86 |  |  |  |  |  |  |  | 0.82 |
| Non-current assets turnover | - | - | - |  | - | - |  | 2.72 | - | - | - | - | - | - |  | 2.47 |
| Current assets turnover | - | - | - | - | - | - |  | 1.25 | - | - | - | - | - |  |  | 1.23 |

Total assets turnover-net sales/average total assets
Current Assets Twrover=Net sales Average


Accounts receivable turnover=(Accounts receivabele/Net sales of $\times$ Number of days
Accounts payable turnover=(Accounts payable/Net sales) $\times$ Number of days

| (\%) | FY2/21 |  |  |  |  |  |  |  | FY2/22 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | $1 \mathrm{H}^{\text {a }}$ | Q3 | Q3 Cum | Q4 | 2 H | Fullyear | Q1 | Q2 | 1 H | Q3 | Q3 cum | Q4 | 2 H | Full-Year |
| Equity ratio | 72.0\% | 74.2\% | 74.2\% | 66.7\% | 66.7\% | 67.4\% | 67.4\% | 67.4\% | 68.8\% | 68.7\% | 68.7\% | 64.6\% | 64.6\% | 64.4\% | 64.4\% | 64.4\% |
| D/E ratio | 0.0\% | 0.0\% | 0.0\% | 3.3\% | 3.3\% | 3.5\% | 3.5\% | 3.5\% | 3.6\% | 3.4\% | 3.4\% | 3.2\% | 3.0\% | 3.1\% | 3.1\% | 3.1\% |
| Current ratio | 275.2\% | 287.9\% | 287.9\% | 224.6\% | 224.6\% | 233.1\% | 233.1\% | 233.1\% | 241.5\% | 241.7\% | 241.7\% | 214.6\% | 214.6\% | 213.3\% | 213.3\% | 213.3\% |
| Non-current ratio | 42.1\% | 40.0\% | 40.0\% | 52.7\% | 52.7\% | 50.6\% | 50.6\% | 50.6\% | 51.3\% | 50.6\% | 50.6\% | 50.4\% | 50.4\% | 50.6\% | 50.6\% | 50.6\% |
| Return on assets (ROA) | - | - | - | - | - | - | - | 4.7\% |  | 0.4\% |  | 0.3\% | - |  |  | 2.4\% |
| Return on equity (ROE) | - | - |  | - | - |  |  | 7.2\% |  | 0.6\% |  | 0.5\% |  |  |  | 3.9\% |
| Dividend to net asset ratio (DOE) | - | - | - | - | - | - | - | 2.5\% | - | - | - | - | - | - |  | 2.4\% |
| Dividend payout ratio | - | - | - | - | - | - | - | 34.5\% | - | - | - | - | - | - |  | 61.6\% |
| Price earnings ratio (PER, times) | - | - | - | - | - | - | - | 13.23 | - | - | - | - | - | - |  | 21.81 |
| Price book-value ratio (PBR, times) | - | - | - | - | - | - | - | 0.93 | - | - | - | - | - | - | - | 0.83 |
|  |  |  |  | FY2 |  |  |  |  |  |  |  | FY2 |  |  |  |  |
|  | Q1 | Q2 | 1H | Q3 | @3 cum | Q4 | 2 H | Full-Year | 01 | Q2 | 1 H | Q3 | Q3 cum | Q4 | 2 H | Full-Year |
| Earnings per share (EPS, ¥) | (7.28) | - | 10.98 | - | 16.55 | - | - | 57.96 | 7.15 | - | 12.24 | - | 16.13 | - |  | 32.46 |
| Book value per share (BPS, ¥) | 761.14 | - | 776.21 | - | 780.52 | - | - | 827.67 | 822.82 | - | 829.89 | - | 838.51 | - |  | 857.28 |
| Dividend per share3 (DPS, ¥) | - | - | - | - | - | - | - | 20.00 | - | - | - | - | - | - |  | 20.00 |
| Number of shares outstanding at the end of the period (including treasury shares) (thousand shares) | - |  |  | - | - | - | - | 18,400 | - | - | - | - | - | - | - | 18,400 |


| ( $\ddagger$ thousand) |  |  |  | FY2/23 |  | Q4 | 2 H | Full-Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 | Q2 | 1H | Q3 | Q3 cum |  |  |  |
| Net sales | 3,535,718 | 4,998,988 | 8,534,707 |  |  |  |  |  |
| Profit (loss) attributable to owners of parent | $(45,633)$ | 28,522 | $(17,111)$ |  |  |  |  |  |
| Total assets | 22,143,984 | 23,031,569 | 23,031,569 |  |  |  |  |  |
| Current assets | 14,607,916 | 15,296,172 | 15,296,172 |  |  |  |  |  |
| Non-current assets | 7,536,067 | 7,735,397 | 7,735,397 |  |  |  |  |  |
| Current liabilities | 6,929,045 | 7,450,750 | 7,450,750 |  |  |  |  |  |
| Inventories | 6,182,153 | 6,344,672 | 6,344,672 |  |  |  |  |  |
| Notes and accounts receivable - trade | 438,497 | 4,508,077 | 4,508,077 |  |  |  |  |  |
| Notes and accounts payable - trade | 2,158,404 | 2,138,243 | 2,138,243 |  |  |  |  |  |
| Treasury shares | 14,324,038 | 14,694,024 | 14,694,024 |  |  |  |  |  |
| Interest-bearing debt | 744,996 | 1,448,742 | 1,448,742 |  |  |  |  |  |


| (times) | Q1 |  |  | FY2/23 |  | Q4 | 2 H | Full-Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q2 | 1 H | Q3 | @ $\mathrm{Cum}^{\text {c }}$ |  |  |  |
| Total assets turnover |  |  |  |  |  |  |  |  |
| Non-current assets turnover | - | - |  |  |  |  |  |  |
| Current assets turnover | - |  |  |  |  |  |  |  |

Total assets turnover=net sales/average total assets
Non-current Assets Turnover=Net sales / Average non-current assets
Current Assets Turnover=Net sales / Average current assets

| (days) |  |  |  | FY2/23 |  | Q4 | 2 H |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1 H | Q3 | Q3 cum |  |  | Full-Year |
| Inventories turnover | 146.65 | 105.22 | 123.26 |  |  |  |  |  |
| Accounts receivable turnover | 109.58 | 82.97 | 97.19 |  |  |  |  |  |
| Accounts payable turnover | 56.16 | 39.35 | 46.10 |  |  |  |  |  |

Accounts payable turnover
Anventories turnover=(Average inventories/Net sales) $\times$ Number of days
Accounts recevale

| (\%) |  |  |  | FY2/23 |  | Q4 | 2 H |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H\| | Q3 | Q3 cum |  |  | Full-Year |
| Equity ratio | 64.7\% | 63.8\% | 63.8\% |  |  |  |  |  |
| D/E ratio | 5.2\% | 9.9\% | 9.9\% |  |  |  |  |  |
| Current ratio | 210.8\% | 205.3\% | 205.3\% |  |  |  |  |  |
| Non-current ratio | 52.6\% | 52.6\% | 52.6\% |  |  |  |  |  |
| Return on assets (ROA) | - | 0.1\% | - |  |  |  |  |  |
| Return on equity (ROE) | - | 0.2\% |  |  |  |  |  |  |
| Dividend to net asset ratio (DOE) | - |  |  |  |  |  |  |  |
| Dividend payout ratio | - |  |  |  |  |  |  |  |
| Price earnings ratio (PER, times) | - |  |  |  |  |  |  |  |
| Price book-value ratio (PBR, times) | - | - | . |  |  |  |  |  |


|  | Q1 | Q2 |  | FY2/23 |  | Q4 | 2 H | Full-Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1H | Q3 | Q3 Cum |  |  |  |
| Earnings per share (EPS, ¥) | (2.73) | - | (1.02) |  |  |  |  |  |
| Book value per share (BPS, $¥$ ) | 855.45 | - | 877.54 |  |  |  |  |  |
| Dividend per share3 (DPS, ¥) | - | - |  |  |  |  |  |  |
| Number of shares outstanding at the end of the period (including treasury shares) (thousand shares) |  |  |  |  |  |  |  |  |


[^0]:    company transactions．
    We have changed the lassificition of sales by region from the first tuater
    of the fiscal year ending

[^1]:    company transactions.
    combinations in the so of F Fry22

