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Supplementary Materials for the Nine Months Ended December 31, 2022

TSUBAKIMOTO KOGYO CO., LTD.

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Summary Consolidated Balance Sheets

As of Dec. 31, 2022 (Millions of Yen)		Change from Mar. 31, 2022			Change from Mar. 31, 2022	
Current assets		73,068	+8,751	Current liabilities	50,506	+7,071
Cash and deposits	26,129	+8,525	Trade payables	44,064	+7,316	
Trade receivables	39,682	-1,662	Advances received	5,279	+382	
Inventories	3,954	+679				
Other	3,301	+1,209	Other	1,161	-626	
Non-current assets		12,813	+357	Non-current liabilities	2,658	+83
Property, plant and equipment	1,949	+36	Long-term borrowings	0	0	
Intangible assets	212	+106	Retirement benefit liability	1,857	+21	
Investments and other assets	10,651	+215	Deferred tax liabilities	239	+48	
(Investment securities)	9,452	+183	Other	560	+15	
			Net assets	32,715	+1,953	
			Shareholders' equity	29,421	+1,695	
			Accumulated other comprehensive income	3,077	+226	
			Non-controlling interests	217	+32	
Total assets	85,881	+9,108	Total liabilities and net assets	85,881	+9,108	

Summary Consolidated Statement of Income
(Three month comparison)

FY2023

	1 Q	2 Q	3 Q
Net sales	22,830	28,907	26,897
Cost of sales	19,468	24,547	22,890
Gross profit	3,361	4,360	4,007
Selling, general and administrative expenses	2,542	2,912	2,674
Operating profit	819	1,448	1,332
Non-operating income	168	38	152
Non-operating expenses	13	8	13
Ordinary profit	974	1,478	1,472
Extraordinary income	0	0	0
Extraordinary losses	0	0	0
Profit before income taxes	974	1,478	1,472
Total income taxes	305	500	475
Profit (loss) attributable to non-controlling interests	(0)	(2)	13
Profit attributable to owners of parent	669	980	983

(Millions of Yen)

Total
78,634
66,905
11,728
8,128
3,599
358
34
3,924
0
0
3,924
1,280
11
2,632

FY2022

	1 Q	2 Q	3 Q
Net sales	21,036	23,301	22,060
Cost of sales	17,770	19,585	18,701
Gross profit	3,265	3,716	3,360
Selling, general and administrative expenses	2,452	2,685	2,543
Operating profit	812	1,032	816
Non-operating income	158	62	157
Non-operating expenses	16	3	13
Ordinary profit	954	1,091	960
Extraordinary income	0	0	0
Extraordinary losses	0	13	1
Profit before income taxes	954	1,077	960
Total income taxes	306	367	326
Profit (loss) attributable to non-controlling interests	0	2	(2)
Profit attributable to owners of parent	647	708	637

(Millions of Yen)

Total
66,397
56,056
10,341
7,680
2,660
377
32
3,005
0
14
2,991
999
(0)
1,992

Change

	1 Q	2 Q	3 Q
Net sales	1,794	5,606	4,837
Cost of sales	1,698	4,962	4,189
Gross profit	96	644	647
Selling, general and administrative expenses	90	227	131
Operating profit	7	416	516
Non-operating income	10	(24)	(5)
Non-operating expenses	(3)	5	0
Ordinary profit	20	387	512
Extraordinary income	0	0	0
Extraordinary losses	0	(13)	(1)
Profit before income taxes	20	401	512
Total income taxes	(1)	133	149
Profit (loss) attributable to non-controlling interests	(0)	(4)	15
Profit attributable to owners of parent	22	272	346

(Millions of Yen)

Total
12,237
10,849
1,387
448
939
(19)
2
919
0
(14)
933
281
11
640

Rate of change

	1 Q	2 Q	3 Q
Net sales	108.5	124.1	121.9
Cost of sales	109.6	125.3	122.4
Gross profit	102.9	117.3	119.3
Selling, general and administrative expenses	103.7	108.5	105.2
Operating profit	100.9	140.3	163.2
Non-operating income			
Non-operating expenses			
Ordinary profit	102.1	135.5	153.3
Extraordinary income			
Extraordinary losses			
Profit before income taxes	102.1	137.2	153.3
Total income taxes			
Profit (loss) attributable to non-controlling interests			
Profit attributable to owners of parent	103.6	138.4	154.3

(%)

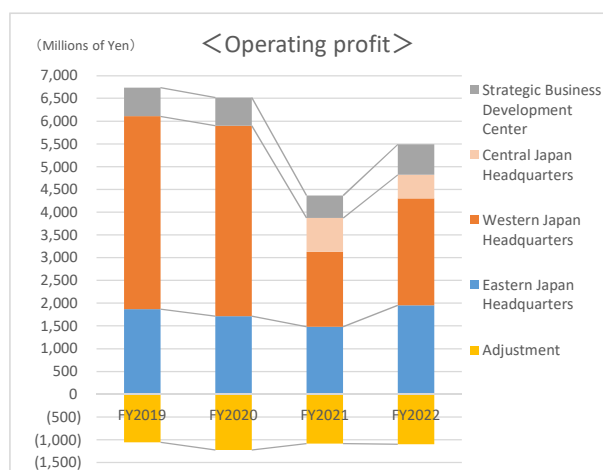
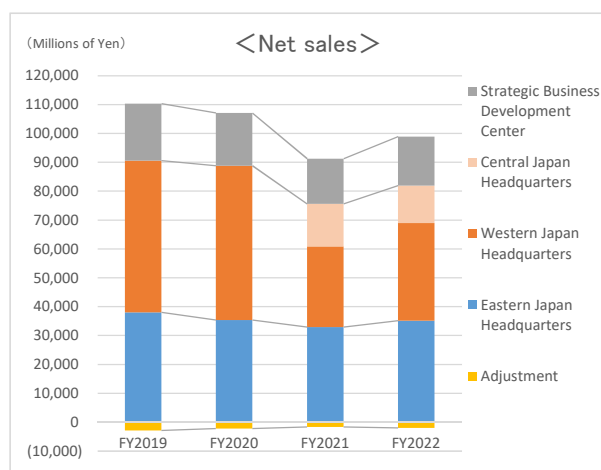
Total
118.4
119.4
113.4
105.8
135.3
130.5
131.2
132.1

Net sales and operating profit by reportable segment

(Millions of Yen)

	Accounting period					Quarterly								
	FY2019	FY2020	FY2021	FY2022	FY2023	FY2022 (Apr.2021 – Mar. 2022)				FY2023 (Apr. 2022 – Mar. 2023)				
						1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
<Net sales>														
Eastern Japan Headquarters	38,033	35,395	32,956	35,169		7,548	8,741	7,943	10,937	7,009	9,168	9,214		
Western Japan Headquarters	52,551	53,390	27,910	33,775		6,749	7,772	7,211	12,043	9,204	11,332	10,188		
Central Japan Headquarters			14,712	12,941		3,190	3,292	2,841	3,618	2,772	3,920	3,060		
Strategic Business Development Center	19,727	18,330	15,669	16,963		3,902	4,091	4,456	4,514	4,231	4,905	5,091		
Adjustment	(2,862)	(2,177)	(1,601)	(1,959)		(354)	(594)	(392)	(619)	(388)	(420)	(657)		
Total	107,450	104,939	89,646	96,890		21,036	23,301	22,060	30,493	22,830	28,906	26,897		
<Operating profit>														
Eastern Japan Headquarters	1,872	1,716	1,481	1,954		305	568	364	717	229	409	385		
Western Japan Headquarters	4,235	4,182	1,648	2,351		396	489	392	1,074	583	952	863		
Central Japan Headquarters			744	515		176	161	72	106	43	213	134		
Strategic Business Development Center	629	618	494	674		132	169	235	138	184	239	227		
Adjustment	(1,054)	(1,224)	(1,085)	(1,099)		(199)	(353)	(247)	(300)	(222)	(366)	(276)		
Total	5,682	5,293	3,283	4,396		812	1,032	816	1,736	819	1,448	1,332		

(Note) From 1Q FY2022 the Nagoya Branch was separated from the Western Japan Headquarters and the Central Japan Headquarters was established. Segment information for FY2021 has been prepared according to the new classification method.

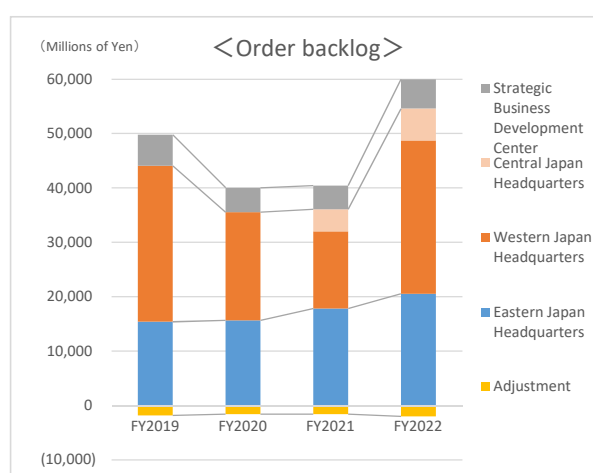
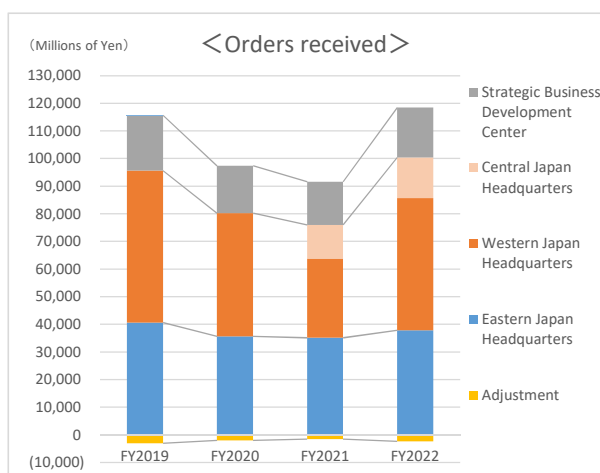


Orders received and order backlog by reportable segment

(Millions of Yen)

	Accounting period					Quarterly								
	FY2019	FY2020	FY2021	FY2022	FY2023	FY2022 (Apr.2021 – Mar. 2022)				FY2023 (Apr. 2022 – Mar. 2023)				
						1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
<Orders received>														
Eastern Japan Headquarters	40,682	35,654	35,142	37,873		7,945	10,868	7,681	11,379	10,768	11,140	8,227		
Western Japan Headquarters	54,985	44,608	28,697	47,790		7,574	19,713	11,276	9,227	10,372	7,645	13,461		
Central Japan Headquarters			12,172	14,763		3,664	3,505	3,312	4,282	3,725	3,634	5,326		
Strategic Business Development Center	19,964	17,118	15,581	17,981		4,358	4,314	4,621	4,688	4,795	4,698	6,426		
Adjustment	(2,988)	(1,941)	(1,508)	(2,383)		(445)	(713)	(377)	(848)	(1,574)	(691)	(692)		
Total	112,644	95,439	90,086	116,024		23,096	37,687	26,513	28,728	28,087	26,427	32,748		
<Order backlog>														
Eastern Japan Headquarters	15,395	15,654	17,839	20,544		18,236	20,364	20,101	20,544	24,302	26,275	25,287		
Western Japan Headquarters	28,676	19,894	14,167	28,182		14,992	26,933	30,998	28,182	29,350	25,664	28,936		
Central Japan Headquarters			4,043	5,864		4,517	4,730	5,202	5,864	6,816	6,530	8,795		
Strategic Business Development Center	5,695	4,483	4,396	5,414		4,851	5,075	5,239	5,414	5,978	5,771	7,106		
Adjustment	(1,841)	(1,605)	(1,580)	(2,004)		(1,671)	(1,790)	(1,775)	(2,004)	(3,190)	(3,461)	(3,495)		
Total	47,927	38,427	38,866	58,001		40,927	55,312	59,765	58,001	63,258	60,779	66,630		

(Note) From 1Q FY2022 the Nagoya Branch was separated from the Western Japan Headquarters and the Central Japan Headquarters was established. Segment information for FY2021 has been prepared according to the new classification method.



Net sales by business and region

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

Business	Major item name
Power Transmission Business	Various drive parts such as reducer/accelerator, Various transport parts such as conveyor chains, Control equipment, Various sensors, Electronic equipment, and Other transmission equipment
Facility & Equipment Business	Clean energy-related equipment, Pharmaceutical-related equipment, Chemical machinery equipment, Water treatment equipment, Food machinery, Other environmental equipment, Machine tools, Industrial robots, Various conveyors, Various automation equipment, Three-dimensional warehouses and Automatic sorting equipment, and FA systems including various transportation equipment
Industrial Materials Business	Various non-woven fabrics and processed products thereof, Various synthetic resin molding machines and Molded products, and Functional materials

