

Tsubakimoto Chain Co. FY2024 Q1 Financial Summary

July 26, 2024

1. FY2024 Q1 Review Highlights of Consolidated Results

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(Yen, millions)

	FY2023	FY2024	YoY
	Q1 Actual	Q1 Actual	Inc / Dec
Order acceptance	64,777	66,486	+ 2.6%
Net Sales	61,946	66,455	+ 7.3%
Operating income	3,878	4,089	+ 5.4%
%	6.3%	6.2%	
Ordinary income	5,493	6,058	+ 10.3%
Net income	3,222	6,383	+ 98.1%
Net income per share	87.24yen	178.82yen	—
(Exchange rates 1USD)	137.49yen	155.85yen	—
(Exchange rates 1EUR)	149.59yen	167.85yen	—
(Exchange rates 1CNY)	19.34yen	20.63yen	—

2. FY2024 Q1 Review Breakdown by Operations

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(Yen, millions)

		FY2023	FY2024	YoY
		Q1 Actual	Q1 Actual	Inc / Dec
Chain	Order acceptance	21,660	22,687	+ 4.7%
	Net Sales*	23,516	24,076	+ 2.4%
	Operating income	4,068	3,849	▲ 5.4%
	%	17.3%	16.0%	
Motion Control	Order acceptance	5,112	5,497	+ 7.5%
	Net Sales*	5,442	5,495	+ 1.0%
	Operating income	171	3	▲ 98.2%
	%	3.2%	0.1%	
Mobility	Order acceptance	20,048	21,901	+ 9.2%
	Net Sales*	19,595	21,883	+ 11.7%
	Operating income	1,375	1,518	+ 10.4%
	%	7.0%	6.9%	
Materials Handling	Order acceptance	17,283	15,824	▲ 8.4%
	Net Sales*	13,322	14,961	+ 12.3%
	Operating income	▲ 1,208	▲ 558	—
	%	—	—	
Other	Order acceptance	672	575	▲ 14.5%
	Net Sales*	862	777	▲ 9.7%
	Operating income	▲ 222	▲ 197	—
	%	—	—	

* Sales figures include internal sales and transfers between segments.



Tsubakimoto Chain Co.

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3. FY2024 Full year forecast

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(Yen, millions)

	FY2023	FY2024			YoY
	Actual	1st half (Forecast)	2nd half (Forecast)	Full year (Forecast)	Inc / Dec
Net Sales	266,812	136,000	144,000	280,000	+ 4.9%
Operating income	21,262	9,400	13,600	23,000	+ 8.2%
%	8.0%	6.9%	9.4%	8.2%	
Ordinary income	23,450	10,000	14,000	24,000	+ 2.3%
Net income	18,551	9,000	13,000	22,000	+ 18.6%
Net income per share *	511.65yen	252.64yen	373.93yen	626.57yen	—
(Exchange rates 1USD)	144.59yen	—	—	150.00yen	—
(Exchange rates 1EUR)	156.75yen	—	—	160.00yen	—
(Exchange rates 1CNY)	19.82yen	—	—	21.00yen	—
Dividends per share *	160.00yen	99.00yen	141.00yen	240.00yen	—
Payout ratio	31.3%	—	—	38.3%	—

* A stock split is scheduled to take place on October 1, 2024. The dividend forecast for FY2024 is before the stock split.



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4. FY2024 Consolidated Forecast by Operation

(Yen, millions)

		FY2023	FY2024			YoY
		Actual	1st half (Forecast)	2nd half (Forecast)	Full year (Forecast)	Inc / Dec
Chain	Net Sales*	94,151	47,000	48,000	95,000	+0.9%
	Operating income	16,396	7,000	8,500	15,500	▲5.5%
	%	17.4%	14.9%	17.7%	16.3%	
Motion Control	Net Sales*	22,731	11,000	13,000	24,000	+5.6%
	Operating income	660	300	700	1,000	+51.5%
	%	2.9%	2.7%	5.4%	4.2%	
Mobility	Net Sales*	84,616	44,000	46,000	90,000	+6.4%
	Operating income	7,815	3,300	4,900	8,200	+4.9%
	%	9.2%	7.5%	10.7%	9.1%	
Materials Handring	Net Sales*	65,312	34,000	37,000	71,000	+8.7%
	Operating income	▲ 1,165	100	1,100	1,200	—
	%	—	0.3%	3.0%	—	
Other	Net Sales*	3,404	2,000	2,000	4,000	+17.5%
	Operating income	▲ 944	▲ 500	▲ 500	▲ 1,000	—
	%	—	—	—	—	

* Sales figures include internal sales and transfers between segments.

This reference document describes our business plans and our earnings outlook. The content of this document is based on current information available to our company and on certain assumptions determined as reasonable. It is not intended to represent a performance commitment. Note that actual results may differ from the earnings outlook described herein, as the results are dependent upon a variety of variables.

Quarterly Data Summary ※1

TSUBAKIMOTO CHAIN CO.

(Yen, millions)

1. Consolidated performance

	FY2023 (FYE2024)					FY2024 (FYE2025)				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Consolidated										
Order acceptance	64,777	66,457	66,040	65,616	262,892	66,486				
Backlog	77,470	78,777	75,902	72,473	72,473	74,498				
Net Sales	61,946	66,814	68,045	70,006	266,812	66,455				
Operating income	3,878	4,743	5,727	6,912	21,262	4,089				
Operating income ratio	6.3%	7.1%	8.4%	9.9%	8.0%	6.2%				
Ordinary income	5,493	4,870	5,768	7,317	23,450	6,058				
Net income ※2	3,222	4,078	4,663	6,587	18,551	6,383				

2. Segment Information (by business group)

(Yen, millions)

	FY2023 (FYE2024)					FY2024 (FYE2025)				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Chain										
Order acceptance	21,660	22,173	23,285	20,913	88,033	22,687				
Backlog	24,917	24,645	24,151	22,772	22,772	22,571				
Sales ※3	23,516	23,391	23,865	23,376	94,151	24,076				
Operating income	4,068	3,848	4,195	4,284	16,396	3,849				
Operating income ratio	17.3%	16.5%	17.6%	18.3%	17.4%	16.0%				
Motion Control										
Order acceptance	5,112	5,175	5,342	5,634	21,265	5,497				
Backlog	9,001	8,645	8,264	8,505	8,505	8,715				
Sales ※3	5,442	5,722	5,810	5,754	22,731	5,495				
Operating income	171	62	320	106	660	3				
Operating income ratio	3.2%	1.1%	5.5%	1.8%	2.9%	0.1%				
Mobility										
Order acceptance	20,048	21,111	21,919	21,491	84,571	21,901				
Backlog	2,236	2,375	1,928	1,768	1,768	1,791				
Sales ※3	19,595	20,995	22,365	21,659	84,616	21,883				
Operating income	1,375	1,829	2,103	2,506	7,815	1,518				
Operating income ratio	7.0%	8.7%	9.4%	11.6%	9.2%	6.9%				
Materials Handling										
Order acceptance	17,283	17,336	14,785	16,926	66,332	15,824				
Backlog	40,647	42,464	40,887	38,791	38,791	40,792				
Sales ※3	13,322	16,719	15,870	19,399	65,312	14,961				
Operating income	-1,208	-429	-186	658	-1,165	-558				
Operating income ratio	-	-	-	3.4%	-	-				
Other										
Order acceptance	672	658	707	650	2,688	575				
Backlog	666	646	669	635	635	627				
Sales ※3	862	845	855	841	3,404	777				
Operating income	-222	-211	-273	-237	-944	-197				
Operating income ratio	-	-	-	-	-	-				

< Note >

※1 : Quarterly data is for each accounting period (3 months).

※2 : Profit attributable to owners of parent

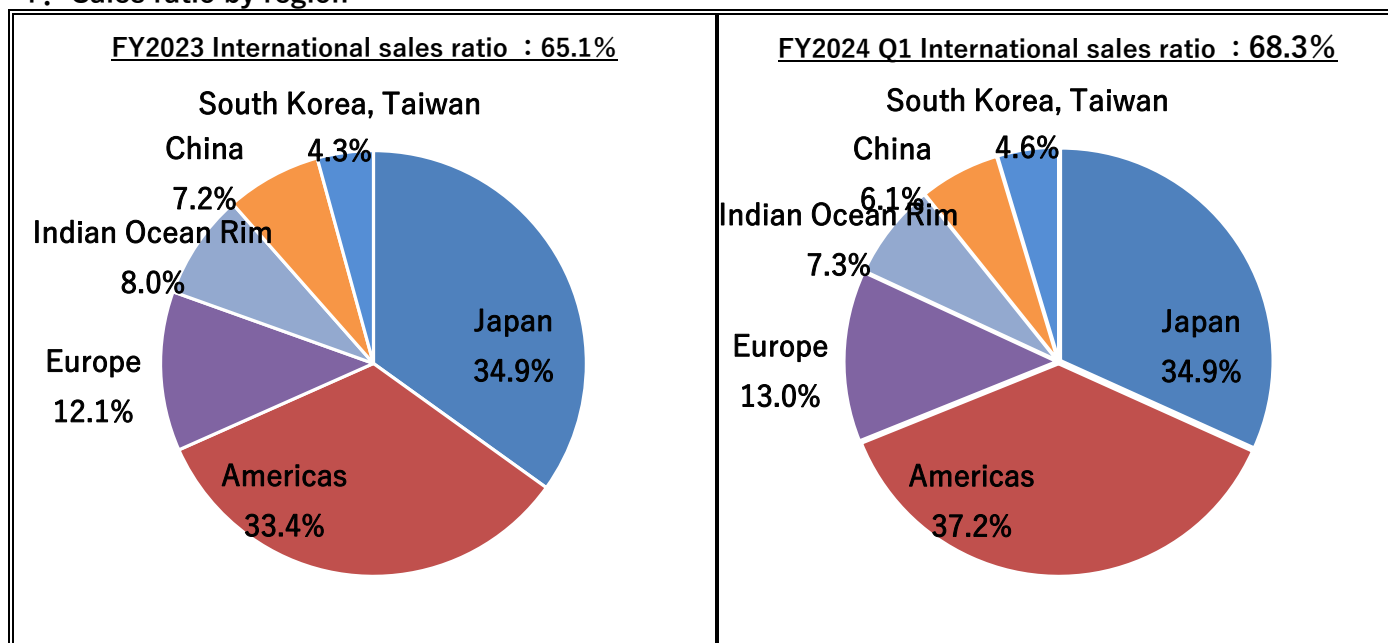
※3 : Sales figures include internal sales and transfers between segments.

3. Segment Information (by region)

(Yen, millions)

	FY2023 (FYE2024)					FY2024 (FYE2025)				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Japan										
Sales ^{※3}	28,232	31,332	31,851	32,530	123,946	27,969				
Operating income	655	1,541	2,410	1,929	6,536	-259				
Operating income ratio	2.3%	4.9%	7.6%	5.9%	5.3%	-				
Americas										
Sales ^{※3}	21,286	22,532	22,677	23,322	89,817	24,944				
Operating income	1,230	1,429	1,247	2,261	6,168	2,480				
Operating income ratio	5.8%	6.3%	5.5%	9.7%	6.9%	9.9%				
Europe										
Sales ^{※3}	8,543	8,569	8,743	9,043	34,899	9,009				
Operating income	674	702	786	916	3,079	611				
Operating income ratio	7.9%	8.2%	9.0%	10.1%	8.8%	6.8%				
Indian Ocean Rim										
Sales ^{※3}	5,417	5,094	5,538	5,562	21,612	4,950				
Operating income	748	593	692	489	2,523	629				
Operating income ratio	13.8%	11.6%	12.5%	8.8%	11.7%	12.7%				
China										
Sales ^{※3}	4,363	4,916	5,526	5,931	20,737	4,512				
Operating income	-149	-147	54	411	168	-107				
Operating income ratio	-	-	1.0%	6.9%	0.8%	-				
South Korea, Taiwan										
Sales ^{※3}	2,768	2,999	2,972	3,163	11,903	3,354				
Operating income	18	68	33	117	237	93				
Operating income ratio	0.7%	2.3%	1.1%	3.7%	2.0%	2.8%				

4. Sales ratio by region



5. Exchange rates

(JP Yen)

	USD ^{※4}	USD ^{※5}	EUR ^{※4}	EUR ^{※5}	CAD ^{※4}	AUD ^{※4}	THB ^{※5}	TWD ^{※4}	CNY ^{※5}	KRW ^{※5}	MXN ^{※5}
FY2023 Q1	137.49	132.43	149.59	142.17	102.44	91.87	3.909	4.47	19.34	0.104	7.10
FY2024 Q1	155.85	148.62	167.85	161.33	113.93	102.70	4.167	4.81	20.63	0.112	8.75

< Note >

※3 : Sales figures include internal sales and transfers between segments.

※4 : From April 1 through June 30, ※5 : From January 1 through March 31