

# Tsubakimoto Chain Co.

## FY2024 Q2 Financial Summary

October 31, 2024

### 1. FY2024 Q2 Review Highlights of Consolidated Results

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(Yen, millions)

	FY2023	FY2024	YoY	vs Forecast (as of May 14, 2024)	
	1st half Actual	1st half Actual	Inc / Dec	Forecast	Inc / Dec
Bookings	131,234	137,621	+ 4.9%	–	–
Net Sales	128,760	136,360	+ 5.9%	136,000	+ 0.3%
Operating income	8,622	9,459	+ 9.7%	9,400	+ 0.6%
%	6.7%	6.9%		+ 6.9%	
Ordinary income	10,364	11,225	+ 8.3%	10,000	+ 12.3%
Net income	7,300	10,014	+ 37.2%	9,000	+ 11.3%
Net income per share*	66.38 yen	94.96 yen	–	84.21 yen	–
(Exchange rates 1USD)	141.06 yen	152.77 yen	–	–	–
(Exchange rates 1EUR)	153.46 yen	166.06 yen	–	–	–
(Exchange rates 1CNY)	19.45 yen	21.06 yen	–	–	–

\*As of October 1, 2024, the Company implemented a stock split at a ratio of three (3) post-split shares for every one (1) presplit common share. Basic earnings per share is calculated assuming that such stock split was conducted at the beginning of the previous consolidated accounting year.

## 2. FY2024 Q2 Review Breakdown by Operations

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(Yen, millions)

		FY2023	FY2024	YoY	vs Forecast (as of May 14, 2024)	
		1st half Actual	1st half Actual	Inc / Dec	Forecast	Inc / Dec
Chain	Bookings	43,834	45,214	+ 3.1%	–	–
	Net Sales*	46,908	47,271	+ 0.8%	47,000	+ 0.6%
	Operating income	7,916	7,247	▲ 8.5%	7,000	+ 3.5%
	%	16.9%	15.3%		14.9%	
Motion Control	Bookings	10,288	11,024	+ 7.2%	–	–
	Net Sales*	11,165	11,363	+ 1.8%	11,000	+ 3.3%
	Operating income	233	145	▲ 37.7%	300	▲ 51.7%
	%	2.1%	1.3%		2.7%	
Mobility	Bookings	41,160	44,257	+ 7.5%	–	–
	Net Sales*	40,591	44,688	+ 10.1%	44,000	+ 1.6%
	Operating income	3,205	3,684	+ 14.9%	3,300	+ 11.6%
	%	7.9%	8.2%		7.5%	
Materials Handling	Bookings	34,620	35,781	+ 3.4%	–	–
	Net Sales*	30,042	33,005	+ 9.9%	34,000	▲ 2.9%
	Operating income	▲ 1,637	▲ 106	–	100	–
	%	–	–		0.3%	
Other	Bookings	1,331	1,341	+ 0.8%	–	–
	Net Sales*	1,707	1,702	▲ 0.3%	2,000	▲ 14.9%
	Operating income	▲ 433	▲ 504	–	▲ 500	–
	%	–	–		–	

\* Sales figures include internal sales and transfers between segments.



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## 3. FY2024 Full year forecast

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(Yen, millions)

	FY2023	FY2024			YoY	vs Forecast (as of May 14, 2024)	
	Actual	1st half (Actual)	2nd half (Forecast)	Full year (Forecast)	Inc / Dec	Forecast	Inc / Dec
Net Sales	266,812	136,360	137,639	274,000	+ 2.7%	280,000	▲ 2.1%
Operating income	21,262	9,459	10,540	20,000	▲ 5.9%	23,000	▲ 13.0%
%	8.0%	6.9%	7.7%	7.3%		8.2%	
Ordinary income	23,450	11,225	10,774	22,000	▲ 6.2%	24,000	▲ 8.3%
Net income	18,551	10,014	9,985	20,000	+ 7.8%	22,000	▲ 9.1%
Net income per share*	170.55 yen	94.96 yen	97.29 yen	192.25 yen	–	208.86 yen	–
(Exchange rates 1USD)	144.59 yen	152.77 yen	145.00 yen	148.89 yen	–	150.00 yen	–
(Exchange rates 1EUR)	156.75 yen	166.06 yen	155.00 yen	160.00 yen	–	160.00 yen	–
(Exchange rates 1CNY)	19.82 yen	21.06 yen	20.00 yen	20.74 yen	–	21.00 yen	–
Dividends per share*	53.33 yen	33.00 yen	47.00 yen	80.00 yen	–	80.00 yen	–
Payout ratio	31.3%	–	–	41.6%	–	38.3%	–

\* These figures are taken into account the effect of the stock split.



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## 4. FY2024 Consolidated Forecast by Operation

(Yen, millions)

		FY2023	FY2024			YoY	vs Forecast (as of May 14, 2024)	
		Actual	1st half (Actual)	2nd half (Forecast)	Full year (Forecast)	Inc / Dec	Forecast	Inc / Dec
Chain	Net Sales*	94,151	47,271	49,729	97,000	+ 3.0%	95,000	+ 2.1%
	Operating income	16,396	7,247	7,753	15,000	▲8.5%	15,500	▲3.2%
	%	17.4%	15.3%	15.6%	15.5%		16.3%	
Motion Control	Net Sales*	22,731	11,363	11,637	23,000	+ 1.2%	24,000	▲4.2%
	Operating income	660	145	255	400	▲39.4%	1,000	▲60.0%
	%	2.9%	1.3%	2.2%	1.7%		4.2%	
Mobility	Net Sales*	84,616	44,688	43,312	88,000	+ 4.0%	90,000	▲2.2%
	Operating income	7,815	3,684	4,016	7,700	▲1.5%	8,200	▲6.1%
	%	9.2%	8.2%	9.3%	8.8%		9.1%	
Materials Handling	Net Sales*	65,312	33,005	32,995	66,000	+ 1.1%	71,000	▲7.0%
	Operating income	▲ 1,165	▲ 106	606	500	–	1,200	▲58.3%
	%	–	–	1.8%	0.8%		1.7%	
Other	Net Sales*	3,404	1,702	1,298	3,000	▲11.9%	4,000	▲25.0%
	Operating income	▲ 944	▲ 504	▲ 496	▲ 1,000	–	▲ 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
<b>Consolidated</b>										
Bookings	64,777	66,457	66,040	65,616	262,892	66,486	71,135			
Backlog	77,470	78,777	75,902	72,473	72,473	74,498	74,053			
Net Sales	61,946	66,814	68,045	70,006	266,812	66,455	69,905			
Operating income	3,878	4,743	5,727	6,912	21,262	4,089	5,370			
Operating income ratio	6.3%	7.1%	8.4%	9.9%	8.0%	6.2%	7.7%			
Ordinary income	5,493	4,870	5,768	7,317	23,450	6,058	5,167			
Net income ※2	3,222	4,078	4,663	6,587	18,551	6,383	3,631			

## 2. Segment Information (by business group)

(Yen, millions)

	FY2023 (FYE2024)					FY2024 (FYE2025)				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
<b>Chain</b>										
Bookings	21,660	22,173	23,285	20,913	88,033	22,687	22,527			
Backlog	24,917	24,645	24,151	22,772	22,772	22,571	21,536			
Sales ※3	23,516	23,391	23,865	23,376	94,151	24,076	23,195			
Operating income	4,068	3,848	4,195	4,284	16,396	3,849	3,398			
Operating income ratio	17.3%	16.5%	17.6%	18.3%	17.4%	16.0%	14.6%			
<b>Motion Control</b>										
Bookings	5,112	5,175	5,342	5,634	21,265	5,497	5,527			
Backlog	9,001	8,645	8,264	8,505	8,505	8,715	8,480			
Sales ※3	5,442	5,722	5,810	5,754	22,731	5,495	5,868			
Operating income	171	62	320	106	660	3	142			
Operating income ratio	3.2%	1.1%	5.5%	1.8%	2.9%	0.1%	2.4%			
<b>Mobility</b>										
Bookings	20,048	21,111	21,919	21,491	84,571	21,901	22,356			
Backlog	2,236	2,375	1,928	1,768	1,768	1,791	1,345			
Sales ※3	19,595	20,995	22,365	21,659	84,616	21,883	22,805			
Operating income	1,375	1,829	2,103	2,506	7,815	1,518	2,166			
Operating income ratio	7.0%	8.7%	9.4%	11.6%	9.2%	6.9%	9.5%			
<b>Materials Handling</b>										
Bookings	17,283	17,336	14,785	16,926	66,332	15,824	19,957			
Backlog	40,647	42,464	40,887	38,791	38,791	40,792	41,978			
Sales ※3	13,322	16,719	15,870	19,399	65,312	14,961	18,044			
Operating income	-1,208	-429	-186	658	-1,165	-558	452			
Operating income ratio	-	-	-	3.4%	-	-	2.5%			
<b>Other</b>										
Bookings	672	658	707	650	2,688	575	766			
Backlog	666	646	669	635	635	627	711			
Sales ※3	862	845	855	841	3,404	777	925			
Operating income	-222	-211	-273	-237	-944	-197	-307			
Operating income ratio	-	-	-	-	-	-	-			

&lt; Note &gt;

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

※2 : Profit attributable to owners of parent

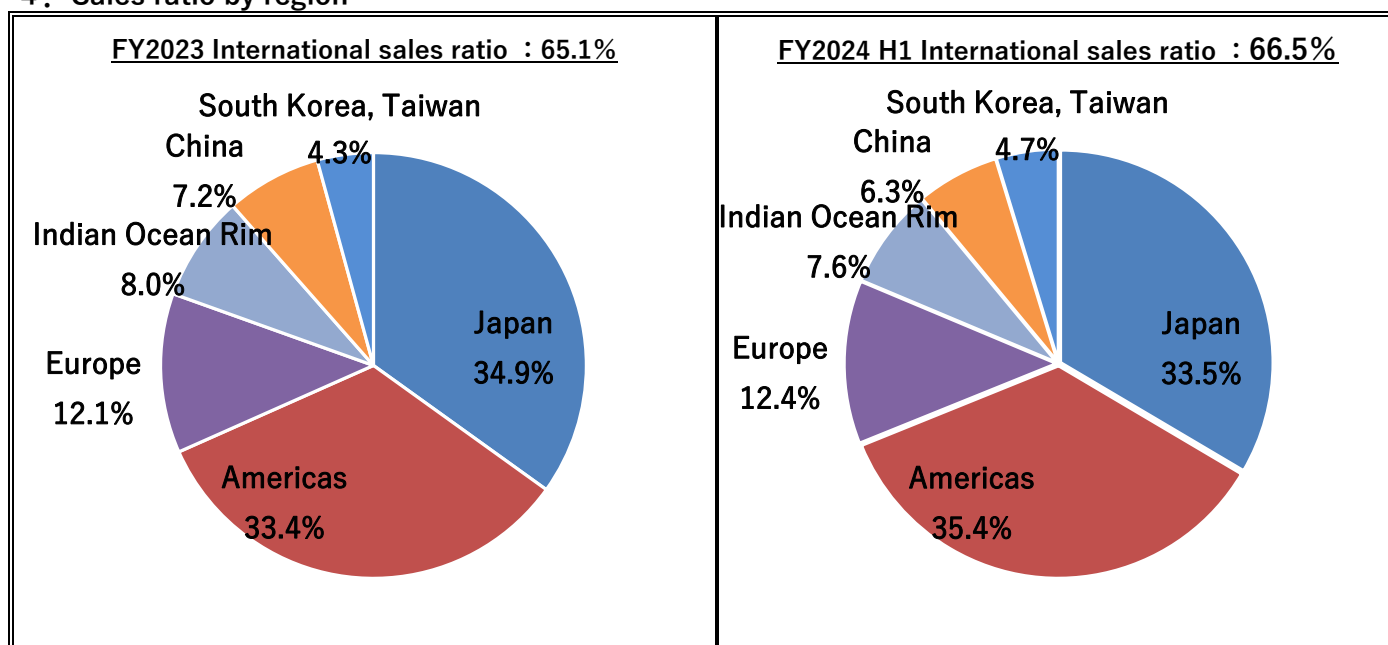
※3 : Sales figures include internal sales and transfers between segments.

## 3. Segment Information (by region)

(Yen, millions)

	FY2023 (FYE2024)					FY2024 (FYE2025)				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
<b>Japan</b>										
Sales <sup>※3</sup>	28,232	31,332	31,851	32,530	123,946	27,969	31,618			
Operating income	655	1,541	2,410	1,929	6,536	-259	1,412			
Operating income ratio	2.3%	4.9%	7.6%	5.9%	5.3%	-	4.5%			
<b>Americas</b>										
Sales <sup>※3</sup>	21,286	22,532	22,677	23,322	89,817	24,944	23,988			
Operating income	1,230	1,429	1,247	2,261	6,168	2,480	1,854			
Operating income ratio	5.8%	6.3%	5.5%	9.7%	6.9%	9.9%	7.7%			
<b>Europe</b>										
Sales <sup>※3</sup>	8,543	8,569	8,743	9,043	34,899	9,009	8,720			
Operating income	674	702	786	916	3,079	611	530			
Operating income ratio	7.9%	8.2%	9.0%	10.1%	8.8%	6.8%	6.1%			
<b>Indian Ocean Rim</b>										
Sales <sup>※3</sup>	5,417	5,094	5,538	5,562	21,612	4,950	5,567			
Operating income	748	593	692	489	2,523	629	752			
Operating income ratio	13.8%	11.6%	12.5%	8.8%	11.7%	12.7%	13.5%			
<b>China</b>										
Sales <sup>※3</sup>	4,363	4,916	5,526	5,931	20,737	4,512	5,141			
Operating income	-149	-147	54	411	168	-107	42			
Operating income ratio	-	-	1.0%	6.9%	0.8%	-	0.8%			
<b>South Korea, Taiwan</b>										
Sales <sup>※3</sup>	2,768	2,999	2,972	3,163	11,903	3,354	3,524			
Operating income	18	68	33	117	237	93	152			
Operating income ratio	0.7%	2.3%	1.1%	3.7%	2.0%	2.8%	4.3%			

## 4. Sales ratio by region



## 5. Exchange rates

(JP Yen)

	USD <sup>※4</sup>	USD <sup>※5</sup>	EUR <sup>※4</sup>	EUR <sup>※5</sup>	CAD <sup>※4</sup>	AUD <sup>※4</sup>	THB <sup>※5</sup>	TWD <sup>※4</sup>	CNY <sup>※5</sup>	KRW <sup>※5</sup>	MXN <sup>※5</sup>
FY2023 Q2	141.06	135.00	153.46	145.94	105.14	93.25	3.950	4.51	19.45	0.104	7.45
FY2024 Q2	152.77	152.36	166.06	164.70	111.81	101.43	4.210	4.72	21.06	0.113	8.90

&lt; Note &gt;

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

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