

# Tsubakimoto Chain Co. FY2024 Q3 Financial Summary

February 7, 2025

## 1. FY2024 Q3 Review Highlights of Consolidated Results

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(Yen, millions)

	FY2023	FY2024	YoY
	3rd Quarter	3rd Quarter	Inc / Dec
Bookings	197,273	205,990	+ 4.4%
Net Sales	196,806	206,610	+ 5.0%
Operating income	14,349	15,863	+ 10.5%
%	7.3%	7.7%	
Ordinary income	16,132	18,374	+ 13.9%
Net income	11,964	14,952	+ 25.0%
Net income per share*	109.58 yen	143.06 yen	—
(Exchange rates 1USD)	143.33 yen	152.64 yen	—
(Exchange rates 1EUR)	155.33 yen	164.89 yen	—
(Exchange rates 1CNY)	19.62 yen	20.99 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 Q3 Review Breakdown by Operations

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(Yen, millions)

		FY2023	FY2024	YoY
		3rd Quarter	3rd Quarter	Inc / Dec
Chain	Bookings	67,119	70,028	+4.3%
	Net Sales*	70,774	71,553	+1.1%
	Operating income	12,111	11,349	▲6.3%
	%	17.1%	15.9%	
Motion Control	Bookings	15,630	16,757	+7.2%
	Net Sales*	16,976	17,354	+2.2%
	Operating income	554	640	+15.6%
	%	3.3%	3.7%	
Mobility	Bookings	63,080	67,369	+6.8%
	Net Sales*	62,956	67,708	+7.5%
	Operating income	5,308	5,895	+11.0%
	%	8.4%	8.7%	
Materials Handling	Bookings	49,403	49,862	+0.9%
	Net Sales*	45,912	49,863	+8.6%
	Operating income	▲1,823	148	—
	%	—	0.3%	
Other	Bookings	2,038	1,972	▲3.3%
	Net Sales*	2,563	2,726	+6.4%
	Operating income	▲707	▲655	—
	%	—	—	

\* 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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In light of Q3 earnings and recent business conditions, we have raised our full-term consolidated forecast.

(Yen, millions)

	FY2023	FY2024	YoY	vs Forecast (as of October 31, 2024)	
	Actual	Full year (Forecast)	Inc / Dec	Forecast	Inc / Dec
Net Sales	266,812	278,000	+4.2%	274,000	+1.5%
Operating income	21,262	22,200	+4.4%	20,000	+11.0%
%	8.0%	8.0%		7.3%	
Ordinary income	23,450	24,000	+2.3%	22,000	+9.1%
Net income	18,551	21,000	+13.2%	20,000	+5.0%
Net income per share* <sup>1</sup>	170.55 yen	201.86 yen	—	192.25 yen	—
(Exchange rates 1USD)	144.59 yen	153.23 yen	—	148.89 yen	—
(Exchange rates 1EUR)	156.75 yen	163.67 yen	—	160.53 yen	—
(Exchange rates 1CNY)	19.82 yen	21.03 yen	—	20.74 yen	—
Dividends per share	160.00 yen	80.00 yen* <sup>2</sup>	—	80.00 yen* <sup>2</sup>	—
Payout ratio	31.3%	39.6%	—	41.6%	—

\* 1 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 The year-end dividend per share for the fiscal year ending March 31, 2025 (forecast) reflects the effect of this stock split.



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We have raised segment earnings forecasts.

(Yen, millions)

		FY2023	FY2024	YoY	vs Forecast (as of October 31, 2024)	
		Actual	Full year (Forecast)	Inc / Dec	Forecast	Inc / Dec
Chain	Net Sales*	94,151	97,000	+ 3.0%	97,000	+ 0.0%
	Operating income	16,396	15,500	▲ 5.5%	15,000	+ 3.3%
	%	17.4%	16.0%		15.5%	
Motion Control	Net Sales*	22,731	23,000	+ 1.2%	23,000	+ 0.0%
	Operating income	660	800	+ 21.1%	400	+ 100.0%
	%	2.9%	3.5%		1.7%	
Mobility	Net Sales*	84,616	91,000	+ 7.5%	88,000	+ 3.4%
	Operating income	7,815	8,200	+ 4.9%	7,700	+ 6.5%
	%	9.2%	9.0%		8.8%	
Materials Handling	Net Sales*	65,312	67,000	+ 2.6%	66,000	+ 1.5%
	Operating income	▲ 1,165	700	–	500	+ 40.0%
	%	–	1.0%		0.8%	
Other	Net Sales*	3,404	3,500	+ 2.8%	3,000	+ 16.7%
	Operating income	▲ 944	▲ 900	–	▲ 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	71,134	68,369		
Backlog	77,470	78,777	76,408	72,473	72,473	74,498	74,053	72,938		
Net Sales	61,946	66,814	68,045	70,006	266,812	66,455	69,904	70,250		
Operating income	3,878	4,743	5,727	6,912	21,262	4,089	5,370	6,403		
Operating income ratio	6.3%	7.1%	8.4%	9.9%	8.0%	6.2%	7.7%	9.1%		
Ordinary income	5,493	4,870	5,768	7,317	23,450	6,058	5,166	7,148		
Net income ※2	3,222	4,078	4,663	6,587	18,551	6,383	3,631	4,938		

## 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	24,813		
Backlog	24,917	24,645	24,151	22,772	22,772	22,571	21,536	23,109		
Sales ※3	23,516	23,391	23,865	23,376	94,151	24,076	23,195	24,281		
Operating income	4,068	3,848	4,195	4,284	16,396	3,849	3,397	4,102		
Operating income ratio	17.3%	16.5%	17.6%	18.3%	17.4%	16.0%	14.6%	16.9%		
<b>Motion Control</b>										
Bookings	5,112	5,175	5,342	5,634	21,265	5,497	5,527	5,732		
Backlog	9,001	8,645	8,264	8,505	8,505	8,715	8,480	8,282		
Sales ※3	5,442	5,722	5,810	5,754	22,731	5,495	5,868	5,991		
Operating income	171	62	320	106	660	3	142	494		
Operating income ratio	3.2%	1.1%	5.5%	1.8%	2.9%	0.1%	2.4%	8.2%		
<b>Mobility</b>										
Bookings	20,048	21,111	21,919	21,491	84,571	21,901	22,356	23,111		
Backlog	2,236	2,375	1,928	1,768	1,768	1,791	1,345	1,440		
Sales ※3	19,595	20,995	22,365	21,659	84,616	21,883	22,804	23,020		
Operating income	1,375	1,829	2,103	2,506	7,815	1,518	2,165	2,211		
Operating income ratio	7.0%	8.7%	9.4%	11.6%	9.2%	6.9%	9.5%	9.6%		
<b>Materials Handling</b>										
Bookings	17,283	17,336	14,785	16,926	66,332	15,824	19,957	14,080		
Backlog	40,647	42,464	40,887	38,791	38,791	40,792	41,978	39,584		
Sales ※3	13,322	16,719	15,870	19,399	65,312	14,961	18,043	16,858		
Operating income	-1,208	-429	-186	658	-1,165	-558	452	254		
Operating income ratio	-	-	-	3.4%	-	-	2.5%	1.5%		
<b>Other</b>										
Bookings	672	658	707	650	2,688	575	766	630		
Backlog	666	646	669	635	635	627	711	521		
Sales ※3	862	845	855	841	3,404	777	924	1,024		
Operating income	-222	-211	-273	-237	-944	-197	-307	-151		
Operating income ratio	-	-	-	-	-	-	-	-		

&lt; Note &gt;

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

※2 : Profit attributable to owners of parent

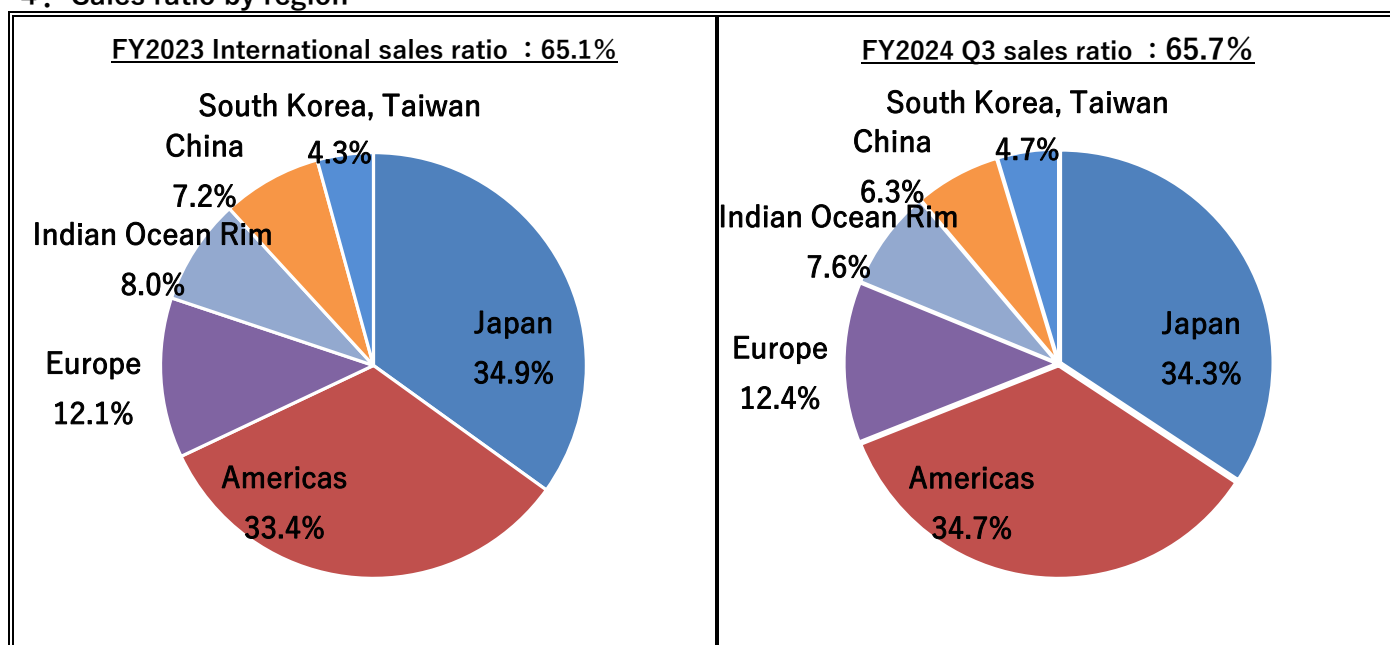
※3 : Sales figures include internal sales and transfers between segments.

## 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	32,995		
Operating income	655	1,541	2,410	1,929	6,536	-259	1,412	2,300		
Operating income ratio	2.3%	4.9%	7.6%	5.9%	5.3%	-	4.5%	7.0%		
<b>Americas</b>										
Sales <sup>※3</sup>	21,286	22,532	22,677	23,322	89,817	24,944	23,988	23,710		
Operating income	1,230	1,429	1,247	2,261	6,168	2,480	1,854	1,946		
Operating income ratio	5.8%	6.3%	5.5%	9.7%	6.9%	9.9%	7.7%	8.2%		
<b>Europe</b>										
Sales <sup>※3</sup>	8,543	8,569	8,743	9,043	34,899	9,009	8,720	8,788		
Operating income	674	702	786	916	3,079	611	530	671		
Operating income ratio	7.9%	8.2%	9.0%	10.1%	8.8%	6.8%	6.1%	7.6%		
<b>Indian Ocean Rim</b>										
Sales <sup>※3</sup>	5,417	5,094	5,538	5,562	21,612	4,950	5,567	5,285		
Operating income	748	593	692	489	2,523	629	752	595		
Operating income ratio	13.8%	11.6%	12.5%	8.8%	11.7%	12.7%	13.5%	11.3%		
<b>China</b>										
Sales <sup>※3</sup>	4,363	4,916	5,526	5,931	20,737	4,512	5,141	5,486		
Operating income	-149	-147	54	411	168	-107	42	99		
Operating income ratio	-	-	1.0%	6.9%	0.8%	-	0.8%	1.8%		
<b>South Korea, Taiwan</b>										
Sales <sup>※3</sup>	2,768	2,999	2,972	3,163	11,903	3,354	3,524	3,210		
Operating income	18	68	33	117	237	93	152	151		
Operating income ratio	0.7%	2.3%	1.1%	3.7%	2.0%	2.8%	4.3%	4.7%		

## 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 Q3	143.33	138.25	155.33	149.78	106.29	94.25	4.006	4.55	19.62	0.106	7.95
FY2024 Q3	152.64	151.45	164.89	164.55	110.86	100.78	4.238	4.71	20.99	0.112	8.57

&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