

# Tsubakimoto Chain Co.

## FY2022 Q3 Financial Summary

February 3, 2023

### 1. FY2022 Q3 Review Highlights of Consolidated Results

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(Yen, millions)

	FY2021	FY2022	YoY
	Q3	Q3	Inc / Dec
Order acceptance	170,538	195,315	14.5%
Net Sales	155,459	182,864	17.6%
Operating income	13,005	13,791	6.0%
%	8.4%	7.5%	
Ordinary income	14,692	15,633	6.4%
Net income	10,619	10,921	2.9%
Net income per share	286.87 yen	294.96 yen	—
(Exchange rates 1USD)	111.14 yen	136.50 yen	—
(Exchange rates 1EUR)	130.60 yen	140.62 yen	—
(Exchange rates 1RMB)	16.78 yen	19.38 yen	—

## 2. FY2022 Q3 Review Breakdown by Operations

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(Yen, millions)

		FY2021	FY2022	YoY
		Q3	Q3	Inc / Dec
Chain	Order acceptance	60,374	69,169	14.6%
	Net Sales*	54,448	66,836	22.8%
	Operating income	8,194	10,015	22.2%
	%	15.1%	15.0%	
Motion Control	Order acceptance	17,409	18,228	4.7%
	Net Sales*	14,706	17,155	16.6%
	Operating income	832	1,394	67.4%
	%	5.7%	8.1%	
Mobility	Order acceptance	48,005	57,290	19.3%
	Net Sales*	47,892	56,834	18.7%
	Operating income	5,038	4,531	(10.1%)
	%	10.5%	8.0%	
Materials Handling	Order acceptance	42,825	48,618	13.5%
	Net Sales*	38,549	42,019	9.0%
	Operating income	203	-748	-
	%	0.5%	-	
Other	Order acceptance	1,923	2,008	4.4%
	Net Sales*	2,145	2,377	10.8%
	Operating income	-339	-374	-
	%	-	-	

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

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## 3. FY2022 Full year forecast

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### ■ Earnings forecast revised (2023.2.3)

(Yen, millions)

	FY2021	FY2022		Forecast(as of October 31, 2022)	
	Actual	Forecast	Inc / Dec	Forecast	Inc / Dec
Net Sales	215,879	245,000	13.5%	240,000	2.1%
Operating income	17,842	17,500	(1.9%)	20,000	(12.5%)
%	8.3%	7.1%		8.3%	
Ordinary income	20,045	19,000	(5.2%)	20,600	(7.8%)
Net income	14,543	13,600	(6.5%)	14,900	(8.7%)
Net income per share	392.88 yen	367.29 yen	-	402.50 yen	-
(Exchange rates 1USD)	112.40 yen	134.88 yen	-	137.02 yen	-
(Exchange rates 1EUR)	130.55 yen	140.47 yen	-	139.90 yen	-
(Exchange rates 1RMB)	17.04 yen	19.50 yen	-	19.54 yen	-

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## 4. FY2022 Consolidated Forecast by Operation

(Yen, millions)

		FY2021	FY2022		Forecast(as of October 31, 2022)	
		Actual	Forecast	Inc / Dec	Forecast	Inc / Dec
Chain	Net Sales*	74,174	87,500	18.0%	87,500	0.0%
	Operating income	11,005	13,000	18.1%	13,000	0.0%
	%	14.8%	14.9%		14.9%	
Motion Control	Net Sales*	19,906	22,500	13.0%	21,000	7.1%
	Operating income	1,129	1,500	32.9%	1,700	(11.8%)
	%	5.7%	6.7%		8.1%	
Mobility	Net Sales*	66,027	76,000	15.1%	76,000	0.0%
	Operating income	6,568	6,300	(4.1%)	6,300	0.0%
	%	9.9%	8.3%		8.3%	
Materials Handring	Net Sales*	55,728	59,000	5.9%	57,800	2.1%
	Operating income	799	-1,000	-	500	-
	%	1.4%	-		0.9%	
Other	Net Sales*	3,074	3,000	(2.4%)	2,700	11.1%
	Operating income	-442	-700	-	-400	-
	%	-	-		-	

\* 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

	FY2021 (FYE2022)					FY2022 (FYE2023)				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
<b>Consolidated</b>										
Order acceptance	55,633	57,549	57,356	62,002	232,540	65,735	64,101	65,479		
Backlog	50,529	56,044	60,908	63,885	63,885	74,438	79,313	79,187		
Net Sales	50,326	52,191	52,940	60,420	215,879	57,968	60,965	63,931		
Operating income	3,995	4,190	4,819	4,837	17,842	4,329	4,046	5,416		
Operating income ratio	7.9%	8.0%	9.1%	8.0%	8.3%	7.5%	6.6%	8.5%		
Ordinary income	4,797	4,359	5,536	5,353	20,045	5,399	4,490	5,744		
Net income ※2	3,439	3,185	3,995	3,924	14,543	3,753	3,003	4,165		

## 2. Segment Information (by business group)

(Yen, millions)

	FY2021 (FYE2022)					FY2022 (FYE2023)				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
<b>Chain</b>										
Order acceptance	19,636	20,315	20,423	20,927	81,301	23,460	23,316	22,393		
Backlog	16,083	18,660	20,628	23,177	23,177	26,949	29,351	27,896		
Sales ※3	17,087	18,260	19,100	19,726	74,174	21,487	22,122	23,227		
Operating income	2,439	2,703	3,052	2,811	11,005	3,091	3,194	3,730		
Operating income ratio	14.3%	14.8%	16.0%	14.3%	14.8%	14.4%	14.4%	16.1%		
<b>Motion Control</b>										
Order acceptance	5,738	5,676	5,995	5,444	22,853	6,787	5,738	5,703		
Backlog	5,426	6,294	7,328	7,788	7,788	9,577	9,871	9,434		
Sales ※3	4,616	4,922	5,167	5,200	19,906	5,240	5,646	6,269		
Operating income	185	241	406	297	1,129	331	414	649		
Operating income ratio	4.0%	4.9%	7.9%	5.7%	5.7%	6.3%	7.3%	10.4%		
<b>Mobility</b>										
Order acceptance	17,105	15,413	15,487	18,194	66,199	18,355	18,468	20,467		
Backlog	1,162	1,242	1,249	1,319	1,319	1,589	1,749	1,809		
Sales ※3	17,092	15,327	15,472	18,135	66,027	18,105	18,324	20,405		
Operating income	2,160	1,488	1,390	1,530	6,568	1,506	869	2,156		
Operating income ratio	12.6%	9.7%	9.0%	8.4%	9.9%	8.3%	4.7%	10.6%		
<b>Materials Handling</b>										
Order acceptance	12,529	15,510	14,786	16,454	59,279	16,436	15,926	16,256		
Backlog	27,635	29,509	31,292	30,973	30,973	35,593	37,545	39,344		
Sales ※3	11,562	13,771	13,215	17,179	55,728	13,074	14,992	13,953		
Operating income	-420	198	425	596	799	-153	79	-674		
Operating income ratio	-	1.4%	3.2%	3.5%	1.4%	-	0.5%	-		
<b>Other</b>										
Order acceptance	622	636	665	982	2,905	695	652	661		
Backlog	221	337	409	627	627	728	794	702		
Sales ※3	668	670	297	1,439	3,074	742	735	900		
Operating income	-112	-110	-117	-103	-442	-133	-132	-109		
Operating income ratio	-	-	-	-	-	-	-	-		

&lt; Note &gt;

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

※2 : Profit attributable to owners of parent

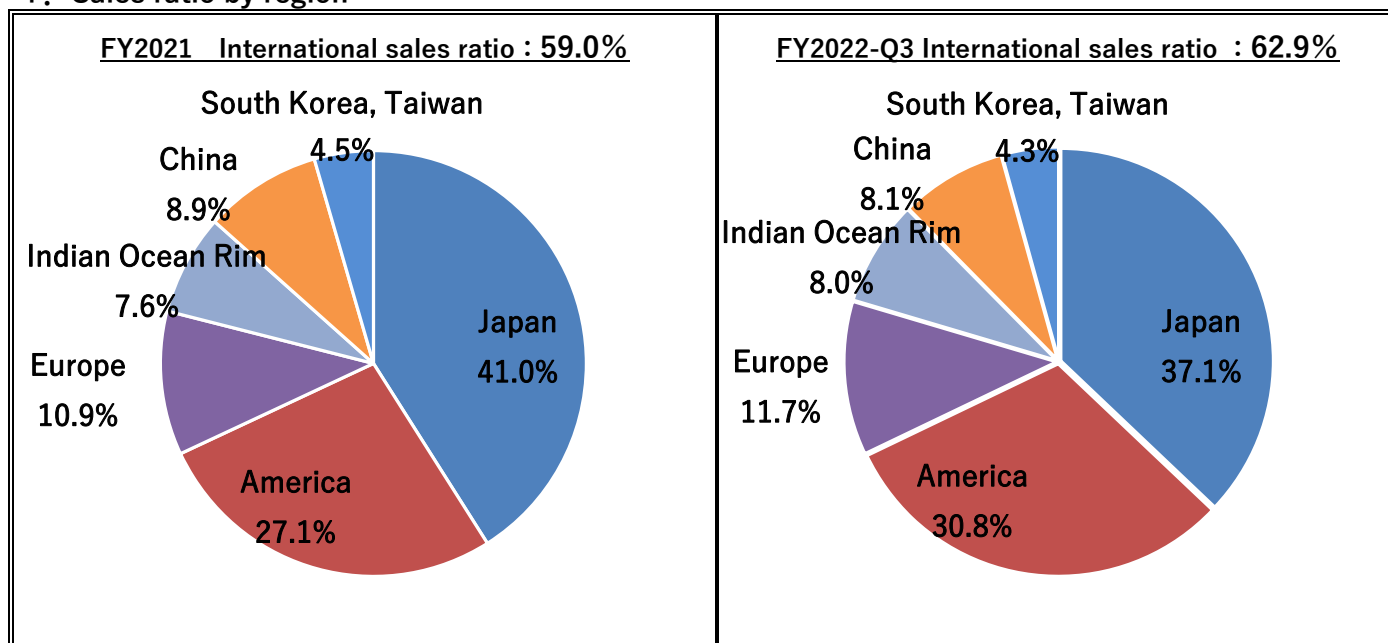
※3 : Sales figures include internal sales and transfers between segments.

## 3. Segment Information (by region)

(Yen, millions)

	FY2021 (FYE2022)					FY2022 (FYE2023)				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
<b>Japan</b>										
Sales <sup>※3</sup>	27,867	28,535	30,037	31,650	118,089	28,500	30,223	31,444		
Operating income	1,783	2,013	2,764	2,212	8,772	1,601	2,028	2,656		
Operating income ratio	6.4%	7.1%	9.2%	7.0%	7.4%	5.6%	6.7%	8.4%		
<b>America</b>										
Sales <sup>※3</sup>	13,989	13,789	13,810	17,896	59,484	17,979	19,752	19,680		
Operating income	846	709	604	867	3,026	961	574	598		
Operating income ratio	6.1%	5.1%	4.4%	4.8%	5.1%	5.3%	2.9%	3.0%		
<b>Europe</b>										
Sales <sup>※3</sup>	5,964	5,940	6,021	6,484	24,409	7,309	7,390	7,567		
Operating income	272	273	320	390	1,255	309	335	334		
Operating income ratio	4.6%	4.6%	5.3%	6.0%	5.1%	4.2%	4.5%	4.4%		
<b>Indian Ocean Rim</b>										
Sales <sup>※3</sup>	4,255	4,074	3,915	4,295	16,539	4,925	4,753	5,155		
Operating income	660	541	417	352	1,970	568	575	721		
Operating income ratio	15.5%	13.3%	10.7%	8.2%	11.9%	11.5%	12.1%	14.0%		
<b>China</b>										
Sales <sup>※3</sup>	4,378	5,315	5,898	6,720	22,311	5,367	5,252	6,997		
Operating income	280	361	507	538	1,686	416	183	380		
Operating income ratio	6.4%	6.8%	8.6%	8.0%	7.6%	7.8%	3.5%	5.4%		
<b>South Korea, Taiwan</b>										
Sales <sup>※3</sup>	2,431	2,716	2,343	2,529	10,019	2,603	2,759	2,831		
Operating income	82	137	77	16	312	84	100	91		
Operating income ratio	3.4%	5.0%	3.3%	0.6%	3.1%	3.2%	3.6%	3.2%		

## 4. Sales ratio by region



## 5. Exchange rates (Q3)

(JP Yen)

	US\$ <sup>※4</sup>	US\$ <sup>※5</sup>	EURO <sup>※4</sup>	EURO <sup>※5</sup>	Can\$ <sup>※4</sup>	AS\$ <sup>※4</sup>	THB <sup>※5</sup>	NT\$ <sup>※4</sup>	RMB <sup>※5</sup>	WON <sup>※5</sup>	MXN <sup>※5</sup>
FY2022-Q3	111.14	108.58	130.60	129.87	88.96	82.68	3.449	3.98	16.78	0.096	5.39
FY2023-Q3	136.50	128.30	140.62	136.06	103.94	93.34	3.703	4.48	19.38	0.101	6.33

&lt; Note &gt;

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

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