

Translation

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## Summary of Consolidated Financial Results for the Year Ended March 31, 2023 (Based on Japanese GAAP)

May 15, 2023

Company name: Tohto Suisan Co., Ltd  
 Stock exchange listing: Tokyo  
 Stock code: 8038 URL <https://www.tohsui.co.jp>  
 Representative: President and Representative Director Shoji Kuga  
 Inquiries: Operating Officer, Accounting Dept. Hiroshi Tanaka TEL 03-6633-1005  
 Scheduled date of ordinary general meeting of shareholders: June 21, 2023  
 Scheduled date to file Securities Report: June 21, 2023  
 Scheduled date to commence dividend payments: June 22, 2023  
 Preparation of supplementary material on financial results: No  
 Holding of financial results meeting: No

(Amounts less than one million yen are rounded down)

### 1. Consolidated financial results for the year ended March 31, 2023 (from April 1, 2022 to March 31, 2023)

#### (1) Consolidated operating results

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Year ended March 31, 2023	96,361	18.8	2,872	55.3	3,141	55.4	2,698	68.9
Year ended March 31, 2022	81,113	—	1,850	28.6	2,021	16.2	1,597	4.9

	Earnings per share	Diluted earnings per share	Profit attributable to owners of parent/equity	Ordinary profit/total assets	Operating profit/net sales
	Yen	Yen	%	%	%
Year ended March 31, 2023	687.70	—	12.3	9.4	3.0
Year ended March 31, 2022	406.78	—	8.3	6.6	2.3

#### (2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of March 31, 2023	35,240	23,348	66.3	5,951.11
As of March 31, 2022	31,381	20,347	64.8	5,186.47

#### (3) Consolidated cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
	Millions of yen	Millions of yen	Millions of yen	Millions of yen
Year ended March 31, 2023	256	(1,946)	(490)	6,410
Year ended March 31, 2022	497	(85)	(1,204)	8,392

### 2. Cash dividends

	Annual dividends per share					Total cash dividends (Total)	Dividend payout ratio (Consolidated)	Ratio of dividends to net assets (Consolidated)
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
Year ended March 31, 2022	—	—	—	100.00	100.00	397	24.6	2.0
Year ended March 31, 2023	—	—	—	135.00	135.00	537	19.6	2.4
Year ending March 31, 2024 (Forecast)	—	—	—	135.00	135.00		35.3	

3. Forecast of consolidated financial results for the year ending March 31, 2024 (from April 1, 2023 to March 31, 2024)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	95,000	(1.4)	2,000	(30.4)	2,000	(36.3)	1,500	(44.4)	382.32

4. Notes

(1) Changes in significant subsidiaries during the year ended March 31, 2023

(changes in specified subsidiaries resulting in the change in scope of consolidation): No

(2) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements

Changes in accounting policies due to revisions to accounting standards and other regulations: Yes

Changes in accounting policies due to other reasons: No

Changes in accounting estimates: No

Restatement of prior period financial statements: No

(3) Number of issued shares (common shares)

Total number of issued shares at the end of the period (including treasury shares)

As of March 31, 2023	4,026,000 shares	As of March 31, 2022	4,026,000 shares
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Number of treasury shares at the end of the period

As of March 31, 2023	102,606 shares	As of March 31, 2022	102,780 shares
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Average number of shares during the period

Year ended March 31, 2023	3,923,374 shares	Year ended March 31, 2022	3,927,656 shares
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\* Financial results reports are exempt from audit conducted by certified public accountants or an audit corporation.

\* Proper use of forecasts of financial results, and other special matters

The forward-looking statements, including the earnings forecasts, shown in this document are based on information currently available to the Company and on certain assumptions deemed to be reasonable. These statements do not purport that the Company pledges to realize such statements. Actual results may differ substantially due to various factors.

**Consolidated financial statements**  
**Consolidated balance sheets**

(Millions of yen)

	As of March 31, 2022	As of March 31, 2023
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	9,130	7,751
Notes receivable - trade	8	32
Accounts receivable - trade	5,801	7,399
Merchandise and finished goods	2,998	5,084
Work in process	4	3
Raw materials and supplies	86	103
Other	393	181
Allowance for doubtful accounts	(382)	(381)
<b>Total current assets</b>	<b>18,041</b>	<b>20,173</b>
<b>Non-current assets</b>		
<b>Property, plant and equipment</b>		
Buildings and structures	10,081	10,293
Accumulated depreciation	(6,844)	(7,123)
Buildings and structures, net	3,236	3,169
Machinery, equipment and vehicles	3,526	3,709
Accumulated depreciation	(2,760)	(2,893)
Machinery, equipment and vehicles, net	766	816
Land	2,969	3,394
Construction in progress	91	250
Other	666	686
Accumulated depreciation	(526)	(587)
Other, net	140	99
<b>Total property, plant and equipment</b>	<b>7,204</b>	<b>7,729</b>
<b>Intangible assets</b>		
Leasehold interests in land	184	291
Fishery right	3,097	3,637
Other	35	30
<b>Total intangible assets</b>	<b>3,317</b>	<b>3,960</b>
<b>Investments and other assets</b>		
Investment securities	2,405	2,449
Deferred tax assets	76	157
Distressed receivables	177	284
Other	320	676
Allowance for doubtful accounts	(162)	(191)
<b>Total investments and other assets</b>	<b>2,817</b>	<b>3,376</b>
<b>Total non-current assets</b>	<b>13,339</b>	<b>15,066</b>
<b>Total assets</b>	<b>31,381</b>	<b>35,240</b>

(Millions of yen)

	As of March 31, 2022	As of March 31, 2023
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable - trade	2,403	2,887
Short-term borrowings	2,619	2,337
Income taxes payable	280	285
Provision for bonuses	65	78
Provision for shareholder benefit program	1	1
Other	900	1,474
Total current liabilities	6,271	7,064
Non-current liabilities		
Long-term borrowings	2,060	2,274
Deferred tax liabilities	436	402
Long-term guarantee deposits	935	966
Deferred tax liabilities for land revaluation	298	298
Retirement benefit liability	785	643
Provision for share awards	33	35
Provision for share awards for directors	20	38
Asset retirement obligations	122	119
Other	67	49
Total non-current liabilities	4,761	4,827
Total liabilities	11,033	11,891
<b>Net assets</b>		
Shareholders' equity		
Share capital	2,376	2,376
Capital surplus	1,085	1,085
Retained earnings	16,002	18,302
Treasury shares	(260)	(260)
Total shareholders' equity	19,203	21,502
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	612	672
Deferred gains or losses on hedges	(0)	1
Revaluation reserve for land	522	522
Foreign currency translation adjustment	(38)	589
Remeasurements of defined benefit plans	47	59
Total accumulated other comprehensive income	1,144	1,845
Total net assets	20,347	23,348
<b>Total liabilities and net assets</b>	<b>31,381</b>	<b>35,240</b>

**Consolidated statements of income and consolidated statements of comprehensive income**  
**Consolidated statements of income**

(Millions of yen)

	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023
Net sales	81,113	96,361
Cost of sales	74,654	88,812
Gross profit	6,459	7,549
Selling, general and administrative expenses	4,608	4,676
Operating profit	1,850	2,872
Non-operating income		
Interest income	21	52
Dividend income	69	127
Gain on sale of non-current assets	50	76
Foreign exchange gains	–	25
Rental income	19	21
Subsidy income	42	8
Other	43	44
Total non-operating income	247	356
Non-operating expenses		
Interest expenses	22	19
Provision of allowance for doubtful accounts	–	31
Loss on retirement of non-current assets	30	23
Foreign exchange losses	16	–
Other	6	13
Total non-operating expenses	75	87
Ordinary profit	2,021	3,141
Extraordinary income		
Gain on sale of non-current assets	–	2
National subsidies	41	51
Gain on sale of investment securities	7	0
Total extraordinary income	48	54
Extraordinary losses		
Loss on sale of non-current assets	49	–
Impairment losses	–	24
Loss on tax purpose reduction entry of non-current assets	41	51
Loss on sale of investment securities	–	0
Total extraordinary losses	91	76
Profit before income taxes	1,979	3,119
Income taxes - current	414	584
Income taxes - deferred	(32)	(162)
Total income taxes	381	421
Profit	1,597	2,698
Profit attributable to owners of parent	1,597	2,698

## Consolidated statements of comprehensive income

(Millions of yen)

	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023
Profit	1,597	2,698
Other comprehensive income		
Valuation difference on available-for-sale securities	126	59
Deferred gains or losses on hedges	10	1
Revaluation reserve for land	162	–
Foreign currency translation adjustment	702	628
Remeasurements of defined benefit plans, net of tax	28	11
Total other comprehensive income	1,030	701
Comprehensive income	2,627	3,399
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	2,627	3,399
Comprehensive income attributable to non-controlling interests	–	–

## Consolidated statements of changes in equity

Fiscal year ended March 31, 2022

(Millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	2,376	1,085	14,885	(196)	18,149
Changes during period					
Dividends of surplus			(318)		(318)
Profit attributable to owners of parent			1,597		1,597
Purchase of treasury shares				(66)	(66)
Disposal of treasury shares				3	3
Reversal of revaluation reserve for land			(162)		(162)
Net changes in items other than shareholders' equity					
Total changes during period	–	–	1,117	(63)	1,053
Balance at end of period	2,376	1,085	16,002	(260)	19,203

	Accumulated other comprehensive income						Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	
Balance at beginning of period	486	(10)	360	(741)	19	114	18,263
Changes during period							
Dividends of surplus							(318)
Profit attributable to owners of parent							1,597
Purchase of treasury shares							(66)
Disposal of treasury shares							3
Reversal of revaluation reserve for land							(162)
Net changes in items other than shareholders' equity	126	10	162	702	28	1,030	1,030
Total changes during period	126	10	162	702	28	1,030	2,083
Balance at end of period	612	(0)	522	(38)	47	1,144	20,347

Fiscal year ended March 31, 2023

(Millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	2,376	1,085	16,002	(260)	19,203
Changes during period					
Dividends of surplus			(397)		(397)
Profit attributable to owners of parent			2,698		2,698
Purchase of treasury shares				(1)	(1)
Disposal of treasury shares				1	1
Net changes in items other than shareholders' equity					
Total changes during period	-	-	2,300	(0)	2,299
Balance at end of period	2,376	1,085	18,302	(260)	21,502

	Accumulated other comprehensive income						Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	
Balance at beginning of period	612	(0)	522	(38)	47	1,144	20,347
Changes during period							
Dividends of surplus							(397)
Profit attributable to owners of parent							2,698
Purchase of treasury shares							(1)
Disposal of treasury shares							1
Net changes in items other than shareholders' equity	59	1	-	628	11	701	701
Total changes during period	59	1	-	628	11	701	3,000
Balance at end of period	672	1	522	589	59	1,845	23,348



## Consolidated statements of cash flows

(Millions of yen)

	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023
Cash flows from operating activities		
Profit before income taxes	1,979	3,119
Depreciation	452	443
Impairment losses	–	24
Increase (decrease) in allowance for doubtful accounts	6	27
Increase (decrease) in provision for bonuses	10	12
Increase (decrease) in retirement benefit liability	(36)	(65)
Increase (decrease) in provision for share awards for directors	20	17
Increase (decrease) in provision for share awards	2	3
Increase (decrease) in provision for shareholder benefit program	(1)	0
Interest and dividend income	(90)	(179)
Interest expenses	22	19
Loss (gain) on sale of investment securities	(7)	(0)
Loss (gain) on sale of property, plant and equipment	49	(79)
Loss (gain) on sale of intangible assets	(50)	(0)
Subsidy income	(42)	(8)
National subsidies	(41)	(51)
Loss on tax purpose reduction entry of non-current assets	41	51
Decrease (increase) in trade receivables	(486)	(1,583)
Decrease (increase) in inventories	(1,189)	(2,076)
Increase (decrease) in trade payables	115	518
Increase (decrease) in accrued consumption taxes	(267)	185
Other, net	18	242
Subtotal	506	621
Interest and dividends received	92	181
Interest paid	(21)	(17)
Subsidies received	47	9
Proceeds from state subsidy	41	51
Income taxes refund (paid)	(168)	(589)
Net cash provided by (used in) operating activities	497	256
Cash flows from investing activities		
Payments into time deposits	(495)	(1,321)
Proceeds from withdrawal of time deposits	1,193	587
Proceeds from sale of property, plant and equipment	208	90
Proceeds from sale of intangible assets	184	112
Purchase of property, plant and equipment	(423)	(952)
Purchase of intangible assets	(839)	(389)
Proceeds from sale of investment securities	98	73
Purchase of investment securities	(6)	(26)
Loan advances	(2)	(112)
Proceeds from collection of loans receivable	4	6
Other, net	(8)	(13)
Net cash provided by (used in) investing activities	(85)	(1,946)

(Millions of yen)

	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	228	(10)
Proceeds from long-term borrowings	–	1,050
Repayments of long-term borrowings	(1,021)	(1,108)
Purchase of treasury shares	(66)	(1)
Dividends paid	(316)	(393)
Other, net	(27)	(27)
Net cash provided by (used in) financing activities	(1,204)	(490)
Effect of exchange rate change on cash and cash equivalents	186	199
Net increase (decrease) in cash and cash equivalents	(605)	(1,981)
Cash and cash equivalents at beginning of period	8,997	8,392
Cash and cash equivalents at end of period	8,392	6,410