## Summary of Consolidated Financial Results for the First Half of the Fiscal Year Ending March 31, 2024 [Japan Standards]

| Company name: | MAX Co., Ltd. | Stock listing: Tokyo Stock Exchange |
| :--- | :--- | :--- |
| Securities code: | 6454 | URL: https://www.max-ltd.co.jp/ |
| Representative: | Tatsushi Ogawa, President | TEL: +81-3-3669-8106 |
| Contact: | Yoshihiro Kaku, Senior Managing Director / Senior Executive Officer |  |
| Date of filing of financial statements | November 9, 2023 |  |
| Date of commencement of dividend payment | - |  |

Supplementary explanation document for the accounts is created. Yes

Briefing for the accounts (for investment analysts and fund managers) is held. Yes

1. Consolidated Operating Results for the First Half of the Fiscal Year Ending March 31, 2024
(April 1, 2023 to September 30, 2023)
(1) Consolidated Operating Results (Cumulative)

|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Net Income Attributable to Shareholders of Parental Company |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% |
| H1/ FY ending March 2024 | 42,920 | 2.3 | 6,649 | 49.9 | 7,436 | 29.9 | 5,587 | 35.3 |
| H1/ FY ended March 2023 | 41,963 | 18.1 | 4,436 | 16.4 | 5,723 | 50.3 | 4,129 | 45.7 |

(Note) Comprehensive income
H1/ FY ending March 2024: $\quad 8,767$ million yen ( $37.3 \%$ )
H1/ FY ended March 2023: $\quad 6,387$ million yen (120.5\%)

|  | Net Income per Share | Net Income per Share <br> after Dilution |
| :--- | :---: | :---: |
| H1/ FY ending March 2024 | Yen | Yen |
| H1/ FY ended March 2023 | 118.51 | - |

(2) Consolidated Financial Position

|  | Total Assets | Net Assets | Equity Ratio | Net Assets per Share |
| :--- | :---: | :---: | :---: | :---: |
| As of September 30, 2023 | Millions of yen | Millions of yen | $\%$ |  |
| As of March 31,2023 | 119,868 | 92,688 | 77.2 | Yen |
| $1,976.82$ |  |  |  |  |
| $1,877.19$ |  |  |  |  |

(Reference) Shareholders' equity
As of September 30, 2023:
As of March 31, 2023:

92,573 million yen
88,795 million yen
2. Dividends

|  | Dividends per Share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | End of Q1 | End of Q2 | End of Q3 | End of Q4 | Total |
| FY ended March 2023 | Yen | Yen | Yen | $\begin{array}{r} \text { Yen } \\ 78.00 \end{array}$ | $\begin{array}{r} \text { Yen } \\ 78.00 \end{array}$ |
| FY ending March 2024 | - | - |  |  |  |
| FY ending March 2024 (Forecast) |  |  | - | 95.00 | 95.00 |

(Note) Revision of forecasts on the dividends: Yes
3. Forecasts of Consolidated Operating Results for the Fiscal Year Ending March 31, 2024
(April 1, 2023 to March 31, 2024)

|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Net Income Attributable to Shareholders of Parental Company |  | Net Income per Share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Yen |
| Full year | 87,000 | 3.2 | 12,300 | 23.9 | 12,500 | 18.9 | 9,380 | 23.1 | 199.53 |

(Note) Revision of forecasts on the consolidated operation results: Yes

## * Notes

(1) Changes in material subsidiaries during the consolidated cumulative period under review (changes in specific subsidiaries affecting the scope of consolidation): None

New: $\quad-$ (Company name: $)$ Excluded: $\quad-$ (Company name: $)$
(2) Application of specific accounting procedures for the preparation of quarterly consolidated financial statements: Yes
(3) Changes in accounting principles, changes in accounting estimates and restatements

1) Changes due to revisions to accounting standards, etc.: None
2) Changes other than 1): None
3) Changes in accounting estimates: None
4) Restatements: None
(4) Number of outstanding shares (common stock)
5) Number of shares outstanding at term-end (including treasury stock)

As of September 30, 2023: 47,537,426 shares
As of March 31, 2023: 47,537,426 shares
2) Amount of treasury stock at term-end

As of September 30, 2023: 708,045 shares
As of March 31, 2023: 235,275 shares
3) Amount of average stock during term (quarter accumulation)

Six months ended September 30, 2023: 47,144,445 shares
Six months ended September 30, 2022: 47,302,440 shares
*This quarterly summary of consolidated financial results is excluded from quarterly review by certified public accountants or auditing corporations.
*Explanation and other special notes regarding the appropriate use of the earnings forecast
Statements on the future of our business in these materials, including the earnings forecast, are based on information available at this moment and certain preconditions which we judge as rational and appropriate. Therefore, actual results and other achievements may differ from the above forecasts for various reasons. For the preconditions of our earnings forecast and matters to be noticed when using the forecast, please refer to page 4 of the appendix, "1. Qualitative Information on Current Quarterly Results, (3) Explanation Concerning Forward-looking Statements Such as Forecasts of Consolidated Operating Results."

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## [Qualitative Information and Financial Statements]

## 1. Qualitative Information on Current Quarterly Results

(1) Explanation Concerning Qualitative Information on Operating Results

1) Business results of all companies during the consolidated cumulative period under review
(Millions of yen, \%)

|  | H1/ FY 2023(Ending March 2024) | H1/ FY 2022(Ended March 2023) | Year-on-year Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Increase (Decrease) | Rate of Increase <br> (Decrease) |
| Net Sales | 42,920 | 41,963 | +956 | +2.3 |
| Operating Income | 6,649 | 4,436 | +2,212 | +49.9 |
| Ordinary Income | 7,436 | 5,723 | +1,712 | +29.9 |
| Net Income Attributable to Shareholders of Parental Company | 5,587 | 4,129 | +1,457 | +35.3 |
| Net Income per Share | 118.51 yen | 87.29 yen | +31.22 yen | - |
| Operating Margin | 15.5 | 10.6 | +4.9 points |  |

During the consolidated cumulative period under review (April 1 to September 30, 2023), the global economy showed signs of gradual recovery in regions such as Japan and the United States, but there was stagnation in some regions of Europe.

In the housing market, which affects the Group's Industrial Equipment segment, the number of new housing construction starts in Japan increased for rentals and remained constant for unit sales, although the number of owneroccupied housing was stagnant. In the United States, despite the impact of rising interest rates, there are currently signs of a recovery in housing starts, and construction investment trended firm for the non-housing construction market such as commercial buildings and expressways. In Europe, some regions are showing signs of weakness due to factors such as concern regarding inflation and the prolonged situation in Ukraine, and concern cannot be dispelled regarding future trends such as a slowdown in the housing market. Furthermore, raw material prices and exchange rate fluctuations affected corporate earnings.

Under such circumstances, net sales increased $2.3 \%$ from the previous corresponding period to $¥ 42,920$ million, and operating income increased $49.9 \%$ from the previous corresponding period to $¥ 6,649$ million. Ordinary income increased $29.9 \%$ from the previous corresponding period to $¥ 7,436$ million, and net income attributable to shareholders of parental company also increased $35.3 \%$ from the previous corresponding period to $¥ 5,587$ million.
2) Business results by segment for the consolidated cumulative period under review

| (Millions of yen, \%) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | H1/ FY 2023 (Ending March 2024) | $\begin{gathered} \text { H1/ FY } 2022 \\ \text { (Ended March } \\ 2023 \text { ) } \end{gathered}$ | Year-on-year Change |  |
|  |  |  |  | Increase (Decrease) | Rate of Increase (Decrease) |
| Office Equipment | Net Sales | 10,284 | 10,758 | (473) | (4.4) |
|  | Segment Profit | 1,859 | 2,155 | (296) | (13.8) |
|  | Segment Profit Rate | 18.1 | 20.0 | (1.9) p |  |
| Industrial <br> Equipment | Net Sales | 31,071 | 29,636 | +1,435 | +4.8 |
|  | Segment Profit | 6,656 | 4,054 | +2,601 | +64.2 |
|  | Segment Profit Rate | 21.4 | 13.7 | +7.7 po |  |
| HCR <br> Equipment | Net Sales | 1,564 | 1,569 | (5) | (0.3) |
|  | Segment Profit | (19) | (98) | +79 | - |
|  | Segment Profit Rate | (1.2) | (6.3) | +5.1 p |  |
| Adjustments (Group-wide Expenses) |  | $(1,846)$ | $(1,674)$ | (172) | - |
| Group-wide | Net Sales | 42,920 | 41,963 | +956 | +2.3 |
|  | Operating Income | 6,649 | 4,436 | +2,212 | +49.9 |
|  | Operating Margin | 15.5 | 10.6 | +4.9 p |  |

## Office Equipment Segment

Business results for the Office Equipment segment were as follows: Net sales of $¥ 10,284$ million (a decrease of $4.4 \%$ from the previous corresponding period), segment profit of $¥ 1,859$ million (a decrease of $13.8 \%$ from the previous corresponding period), and segment profit rate of $18.1 \%$.

In domestic office equipment product operations, net sales were $¥ 3,466$ million (an increase of $2.8 \%$ from the previous corresponding period).

Due to the elimination of the shortage in electronic components which had occurred in the previous corresponding period, sales of labeling and signage products trended firm, with a focus on LETATWIN tube markers.

In overseas office equipment product operations, net sales were $¥ 3,162$ million (an increase of $3.6 \%$ from the previous corresponding period).

Sales of BEPOP label-making machines trended firm due to measures such as generating sales leads through increased participation in tradeshows in Europe and strengthening of face-to-face visiting demonstrations with prospective customer, despite decreased sales of stationery-related products because of the impact of inventory adjustments at customers.

In auto-stapler product operations, net sales were $¥ 3,655$ million (a decrease of $15.6 \%$ from the previous corresponding period).

Sales of Auto Staplers and dedicated consumables decreased due to continued stagnating orders from customers.

## Industrial Equipment Segment

Business results for the Industrial Equipment segment were as follows: Net sales of $¥ 31,071$ million (an increase of $4.8 \%$ from the previous corresponding period), segment profit of $¥ 6,656$ million (an increase of $64.2 \%$ from the previous corresponding period), and segment profit rate of $21.4 \%$.

In domestic industrial equipment product operations, net sales were $¥ 10,556$ million (an increase of $5.4 \%$ from the previous corresponding period).

Sales of air compressors, which are the mainstay of the business, trended favorably. Although sales of TWINTIER rebar tying tools slowed due to factors such as the impact of a decrease in the floor area of concrete construction starts, sales of their consumables trended firm thanks to a rise in the cumulative number of tools in operation.

In overseas industrial equipment product operations, net sales were $¥ 14,945$ million (an increase of $4.4 \%$ from the previous corresponding period).

Sales of TWINTIER rebar tying tools grew in North America due to factors such as firm trends in construction expenditures in the non-housing construction market and holding of sales promotions. On the other hand, sales stagnated in Europe in view of the uncertain economic outlook.

In residential environmental equipment operations, net sales were $¥ 5,570$ million (an increase of $5.0 \%$ from the previous corresponding period).

Sales of DRYFAN bathroom heaters, ventilators and dehumidifiers, which are the mainstay of the business, increased in both the housing stock for renovation \& replacement, which is a focus of the segment.

## HCR Equipment Segment

Business results for the HCR Equipment segment were as follows: Net sales of $¥ 1,564$ million (a decrease of $0.3 \%$ from the previous corresponding period) and a negative segment profit of $¥ 19$ million.

Revenue decreased due to stagnating orders from customers; for example, a decrease in rental demand.

|  | Q2/ FY 2023 <br> (As of September 30, 2023) | FY 2022(As of March 31, 2023) | Comparison with Position at End of Previous Consolidated Fiscal Year |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Increase (Decrease) | Rate of Increase (Decrease) |
| Total Assets | 119,868 | 116,742 | +3,125 | +2.7 |
| Net Assets | 92,688 | 88,906 | +3,782 | +4.3 |
| Equity Ratio | 77.2 | 76.1 | +1.1 points |  |

Assets increased $¥ 3,125$ million compared to the end of the previous consolidated fiscal year, to $¥ 119,868$ million. Current assets increased $¥ 3,173$ million mainly due to increases of $¥ 1,558$ million in cash and deposits, $¥ 607$ million in notes and accounts receivable-trade and $¥ 697$ million in marketable securities. Non-current assets decreased $¥ 47$ million.

Liabilities decreased $¥ 656$ million compared to the end of the previous consolidated fiscal year, to $¥ 27,180$ million. Current liabilities decreased $¥ 369$ million mainly due to a decrease of $¥ 1,192$ million in income taxes payable, despite an increase of $¥ 575$ million in provision for bonuses. Non-current liabilities decreased $¥ 287$ million, as net defined benefit liability fell $¥ 239$ million.

Net assets increased $¥ 3,782$ million compared to the end of the previous consolidated fiscal year, to $¥ 92,688$ million. Shareholders’ equity increased $¥ 604$ million mainly due to net income attributable to shareholders of parental company of $¥ 5,587$ million, despite dividends of surplus of $¥ 3,689$ million and purchase of treasury shares of $¥ 1,335$ million.

Accumulated other comprehensive income increased $¥ 3,173$ million due to factors such as a rise of $¥ 2,135$ million in foreign currency translation adjustment.
2) Analysis of Consolidated Cash Flow

The balance of cash and cash equivalents ("funds") during the consolidated cumulative period under review increased $¥ 1,367$ million compared to the end of the previous consolidated fiscal year, to $¥ 28,355$ million.

Factors in the status of each type of cash flow in the consolidated cumulative period under review were as follows.
Cash flows from operating activities
Funds obtained from operating activities in the consolidated cumulative period under review amounted to $¥ 6,996$ million. The key increases came from net income before income taxes of $¥ 7,491$ million, depreciation of $¥ 1,509$ million and an increase of $¥ 568$ million in provision for bonuses. The key decrease came from $¥ 2,814$ million paid as income taxes.

Cash flows from investment activities
Funds used in investment activities in the consolidated cumulative period under review amounted to $¥ 1,748$ million. The key decreases came from purchase of short-term and long-term investment securities of $¥ 3,201$ million and purchase of property, plant and equipment of $¥ 1,252$ million. The key increase came from proceeds from sales and redemption of short-term and long-term investment securities of $¥ 2,984$ million.

Cash flows from financing activities
Funds used in financing activities in the consolidated cumulative period under review amounted to $¥ 5,164$ million. The key decreases were $¥ 3,685$ million in cash dividends paid and $¥ 1,335$ million in purchase of treasury shares.
(3) Explanation Concerning Forward-looking Statements Such as Forecasts of Consolidated Operating Results

We now predict that we will surpass the forecast of income announced on July 31, 2023 due to factors such as strong business performance, increased revenue in the domestic business, and changes made to the forecasted exchange rate. Furthermore, we now predict that we will not reach the forecast of net sales due to continued stagnation of sales of tools for concrete structures in Europe.

We have revised the full-year forecast of consolidating operating results based on the factors discussed above.
For further details, please refer to the "Announcement of Revision of Full-Year Consolidated Earnings Forecasts and Dividend Forecasts" that was released on October 31, 2023.

Dividends
Our basic dividend policy is to "maintain a minimum of $3.5 \%$ ratio of dividends to net assets with a target payout ratio of $50 \%$, as based on consolidated financial results."

In the fiscal year under review, there is the possibility that the Company's operating results will be impacted by factors such as the prolonged situation in Ukraine, the uncertain economic outlook in Europe and other aspects of the socioeconomic environment, and exchange rate fluctuations. However, at the current point in time, operating revenue is strong.

Based on the dividend policy and forecast of operating results discussed above, we revised our plan to pay an annual dividend of $¥ 78$ per share in the previous fiscal year to $¥ 95$ per share, an increase of $¥ 17$ per share.

For further details, please refer to the "Announcement of Revision of Full-Year Consolidated Earnings Forecasts and Dividend Forecasts" that was released on October 31, 2023.
2. Quarterly Consolidated Financial Statements and Main Notes
(1) Quarterly Consolidated Balance Sheets

FY 2022
(As of March 31, 2023)

Q2/ FY 2023
(As of September 30, 2023)

| ASSETS |  |  |
| :---: | :---: | :---: |
| Current assets |  |  |
| Cash and deposits | 27,615 | 29,173 |
| Notes and accounts receivable-trade | 14,720 | 15,328 |
| Marketable securities | 6,203 | 6,901 |
| Merchandise and finished goods | 11,070 | 10,774 |
| Work in process | 989 | 1,157 |
| Raw materials | 1,806 | 2,166 |
| Other | 1,287 | 1,364 |
| Allowance for doubtful accounts | (4) | (4) |
| Total current assets | 63,688 | 66,862 |
| Non-current assets |  |  |
| Property, plant and equipment | 26,017 | 25,908 |
| Intangible assets | 454 | 499 |
| Investments and other assets |  |  |
| Investment securities | 20,701 | 21,467 |
| Other | 5,890 | 5,140 |
| Allowance for doubtful accounts | (9) | (9) |
| Total investments and other assets | 26,582 | 26,598 |
| Total non-current assets | 53,054 | 53,006 |
| Total assets | 116,742 | 119,868 |
| LIABILITIES |  |  |
| Current liabilities |  |  |
| Accounts payable-trade | 4,204 | 4,138 |
| Short-term loans payable | 1,850 | 1,850 |
| Income taxes payable | 2,378 | 1,185 |
| Provision for bonuses | 2,622 | 3,198 |
| Provision for directors' bonuses | 80 | 51 |
| Provision for product warranties | 154 | 146 |
| Asset retirement obligations | - | 5 |
| Other | 4,370 | 4,714 |
| Total current liabilities | 15,660 | 15,290 |
| Non-current liabilities |  |  |
| Long-term loans payable | 125 | 125 |
| Provision for product warranties | 15 | 17 |
| Net defined benefit liability | 10,669 | 10,429 |
| Asset retirement obligations | 141 | 116 |
| Other | 1,224 | 1,201 |
| Total non-current liabilities | 12,176 | 11,889 |
| Total liabilities | 27,836 | 27,180 |

FY 2022
(As of March 31, 2023)

Q2/ FY 2023
(As of September 30, 2023)

| NET ASSETS |  |  |
| :--- | ---: | ---: |
| Shareholders' equity |  | 12,367 |
| Capital stock | 12,367 | 10,521 |
| Capital surplus | 10,517 | 65,418 |
| Retained earnings | 63,521 | $(1,711)$ |
| Treasury stock | $(414)$ | 86,597 |
| Total shareholders' equity | 85,992 | $(3,408$ |
| Accumulated other comprehensive income |  | $(339)$ |
| Valuation difference on available-for-sale securities | 1,547 | 4,990 |
| Revaluation reserve for land | $(339)$ | $(1,083)$ |
| Foreign currency translation adjustment | 2,854 | 5,975 |
| Remeasurements of defined benefit plans | $(1,260)$ | 115 |
| Total accumulated other comprehensive income | 2,802 | 92,688 |
| Non-controlling interests | 110 | 119,868 |
| Total net assets | 88,906 |  |
| Total liabilities and net assets | 116,742 |  |

(2) Quarterly Consolidated Statements of Income and Comprehensive Income (Quarterly Consolidated Statement of Income)

## Consolidated First Half Period

(Millions of yen)

|  | H1/ FY 2022 (From April 1, 2022 to September 30, 2022) | H1/ FY 2023 (From April 1, 2023 to September 30, 2023) |
| :---: | :---: | :---: |
| Net sales | 41,963 | 42,920 |
| Cost of sales | 24,480 | 23,125 |
| Gross profit | 17,483 | 19,794 |
| Selling, general and administrative expenses |  |  |
| Salaries | 3,020 | 3,085 |
| Provision for bonuses | 1,249 | 1,875 |
| Provision for directors' bonuses | 35 | 51 |
| Retirement benefit expenses | 333 | 403 |
| Packing and delivery expenses | 2,725 | 1,611 |
| Promotion expenses | 681 | 649 |
| Depreciation | 555 | 583 |
| Other | 4,446 | 4,883 |
| Total selling, general and administrative expenses | 13,046 | 13,144 |
| Operating income | 4,436 | 6,649 |
| Non-operating income |  |  |
| Interest income | 37 | 72 |
| Dividend income | 87 | 100 |
| Foreign exchange gains | 1,126 | 596 |
| Other | 80 | 63 |
| Total non-operating income | 1,333 | 833 |
| Non-operating expenses |  |  |
| Interest expenses | 25 | 17 |
| Other | 20 | 28 |
| Total non-operating expenses | 46 | 46 |
| Ordinary income | 5,723 | 7,436 |
| Extraordinary income |  |  |
| Gain on sales of non-current assets | 3 | 0 |
| Gain on sales of investment securities | 9 | 69 |
| Total extraordinary income | 13 | 69 |
| Extraordinary loss |  |  |
| Loss on sales of non-current assets | - | 0 |
| Loss on abandonment of non-current assets | 36 | 14 |
| Loss on sales of investment securities | - | 0 |
| Impairment loss | 4 | - |
| Total extraordinary loss | 40 | 14 |
| Net income before income taxes | 5,696 | 7,491 |
| Income taxes | 1,563 | 1,903 |
| Net income | 4,132 | 5,587 |
| Net income attributable to non-controlling interests | 3 | 0 |
| Net income attributable to shareholders of parental company | 4,129 | 5,587 |

(Quarterly Consolidated Statement of Comprehensive Income)
Consolidated First Half Period

|  | H1/ FY 2022 <br> (From April 1, 2022 to September 30, 2022) | H1/ FY 2023 <br> (From April 1, 2023 to September 30, 2023) |
| :---: | :---: | :---: |
| Net income | 4,132 | 5,587 |
| Other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 333 | 860 |
| Foreign currency translation adjustment | 1,802 | 2,141 |
| Adjustments relating to retirement benefits | 118 | 176 |
| Total other comprehensive income | 2,254 | 3,179 |
| Comprehensive income | 6,387 | 8,767 |
| (Breakdown) |  |  |
| Comprehensive income attributable to shareholders of parental company | 6,376 | 8,760 |
| Comprehensive income attributable to noncontrolling interests | 10 | 6 |


|  |  | n) |
| :---: | :---: | :---: |
|  | H1/ FY 2022 (From April 1, 2022 to September 30, 2022) | H1/ FY 2023 <br> (From April 1, 2023 to September 30, 2023) |
| Cash flows from operating activities |  |  |
| Net income before income taxes | 5,696 | 7,491 |
| Depreciation | 1,453 | 1,509 |
| Impairment loss | 4 | - |
| Increase (decrease) in allowance for doubtful accounts | 0 | (0) |
| Increase (decrease) in provision for bonuses | 338 | 568 |
| Increase (decrease) in provision for directors' bonuses | (14) | (29) |
| Increase (decrease) in provision for product warranties | (26) | (6) |
| Increase (decrease) in net defined benefit liability | (188) | (16) |
| Interest and dividend income | (125) | (173) |
| Interest expenses | 25 | 17 |
| Foreign exchange losses (gains) | (920) | (456) |
| Loss on abandonment of non-current assets | 36 | 14 |
| Loss (gain) on sales of non-current assets | (3) | (0) |
| Loss (gain) on sales of short-term and long-term investment securities | (9) | (69) |
| Increase (decrease) in deposits received from employees | 2 | 82 |
| Decrease (increase) in notes and accounts receivable-trade | $(1,569)$ | (270) |
| Decrease (increase) in inventories | $(1,278)$ | 552 |
| Increase (decrease) in notes and accounts payable-trade | 298 | (128) |
| Decrease (increase) in consumption taxes refund receivable | 651 | 116 |
| Increase (decrease) in accrued consumption taxes | 6 | 222 |
| Decrease (increase) in other assets | (508) | 21 |
| Increase (decrease) in other liabilities | 574 | 209 |
| Subtotal | 4,444 | 9,656 |
| Interest and dividend income received | 140 | 172 |
| Interest expenses paid | (24) | (18) |
| Income taxes (paid) refund | $(1,956)$ | $(2,814)$ |
| Cash flows from operating activities | 2,603 | 6,996 |
| Cash flows from investment activities |  |  |
| Payments into time deposits | (189) | (297) |
| Proceeds from withdrawal of time deposits | 198 | 145 |
| Purchase of short-term and long-term investment securities | (202) | $(3,201)$ |
| Proceeds from sales and redemption of shortterm and long-term investment securities | 1,818 | 2,984 |
| Purchase of property, plant and equipment | $(1,267)$ | $(1,252)$ |
| Payments for retirement of property, plant and equipment | (10) | (5) |
| Proceeds from sales of property, plant and equipment | 4 | 0 |
| Purchase of intangible assets | (136) | (132) |
| Payments of loans receivable | - | (0) |
| Collection of loans receivable | 23 | 11 |
| Cash flows from investment activities | 238 | $(1,748)$ |


|  | H1/ FY 2022 (From April 1, 2022 to September 30, 2022) | H1/ FY 2023 <br> (From April 1, 2023 to September 30, 2023) |
| :---: | :---: | :---: |
| Cash flows from financing activities |  |  |
| Purchase of treasury shares | (0) | $(1,335)$ |
| Cash dividends paid | $(3,023)$ | $(3,685)$ |
| Cash dividends paid to non-controlling shareholders | - | (1) |
| Repayments of lease obligations | (132) | (141) |
| Cash flows from financing activities | $(3,156)$ | $(5,164)$ |
| Effect of exchange rate change on cash and cash equivalents | 1,428 | 1,283 |
| Net increase (decrease) in cash and cash equivalents | 1,114 | 1,367 |
| Balance of cash and cash equivalents, beginning of the period | 22,435 | 26,987 |
| Quarterly balance of cash and cash equivalents at the end of the period | 23,549 | 28,355 |

(4) Notes Relating to the Quarterly Consolidated Financial Statements
(Notes Relating to the Assumption of Going Concern)
None.
(Notes on Significant Changes in the Amount of Shareholders' Equity)
None.
(Changes in Material Subsidiaries During the Consolidated Cumulative Period Under Review) None.
(Application of Specific Accounting Procedures for the Preparation of Quarterly Consolidated Financial Statements)
(Calculation of Tax Expenses)
Tax expenses are calculated by multiplying pre-tax current net income for the fiscal year (including the second quarter currently under review) by an effective tax rate reasonably estimated by applying tax effect accounting to estimated income before income taxes.

## (Segment Information)

H1 of FY 2022 (From April 1, 2022 to September 30, 2022)

1) Information on the amount of sales, profit and losses for each reported segment

|  | Reported segments |  |  | Adjustments | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Office Equipment | Industrial Equipment | HCR Equipment |  |  |
| Net sales <br> Net sales to outside customers Inter-segment sales or transfers | $10,758$ | $29,636$ | $1,569$ |  | $41,963$ |
| Total | 10,758 | 29,636 | 1,569 | - | 41,963 |
| Segment profit (loss) | 2,155 | 4,054 | (98) | $(1,674)$ | 4,436 |

(Notes) 1. Segment profit (loss) is consistent with operating income in the quarterly consolidated statement of income.
2. The segment profit adjustment of negative $¥ 1,674$ million includes the negative $¥ 1,674$ million of the Group-wide expenses, which are not allocated to the individual reported segments. Group-wide expenses are mainly comprised of general and administrative expenses not attributable to the reported segment.
2) Information on impairment loss on non-current assets, goodwill, etc., by reported segment
(Significant impairment loss on non-current assets)
An impairment loss of $¥ 4$ million has been recorded for idle assets that we do not expect to use in the future.
The breakdown is $¥ 0$ million in the "Office Equipment" segment and $¥ 4$ million in the "Industrial Equipment" segment.

H1 of FY 2023 (From April 1, 2023 to September 30, 2023)

1) Information on the amount of sales, profit and losses for each reported segment

|  | Reported segments |  |  | Adjustments | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Office Equipment | Industrial Equipment | HCR Equipment |  |  |
| Net sales <br> Net sales to outside customers Inter-segment sales or transfers | $10,284$ | $31,071$ | $1,564$ | - | 42,920 |
| Total | 10,284 | 31,071 | 1,564 | - | 42,920 |
| Segment profit (loss) | 1,859 | 6,656 | (19) | $(1,846)$ | 6,649 |

(Notes) 1. Segment profit (loss) is consistent with operating income in the quarterly consolidated statement of income.
2. The segment profit adjustment of negative $¥ 1,846$ million includes the negative $¥ 1,846$ million of the Group-wide expenses, which are not allocated to the individual reported segments. Group-wide expenses are mainly comprised of general and administrative expenses not attributable to the reported segment.

