

## YAMABIKO (6250)

| Consolidated Fiscal Year<br>(Million Yen) |     | Sales   | Operating Profit | Recurring Profit | Profit Attributable to Owners of Parent | EPS (Yen) | DPS (Yen) | BPS (Yen) |
|-------------------------------------------|-----|---------|------------------|------------------|-----------------------------------------|-----------|-----------|-----------|
| FY12/2021                                 |     | 142,328 | 9,330            | 9,913            | 7,500                                   | 180.58    | 45.00     | 1,657.43  |
| FY12/2022                                 |     | 156,159 | 8,688            | 9,217            | 6,299                                   | 151.45    | 52.00     | 1,859.47  |
| FY12/2023CoE                              |     | 157,000 | 13,500           | 12,800           | 8,300                                   | 199.55    | 52.00     | -         |
| FY12/2022                                 | YoY | 9.7%    | (6.9%)           | (7.0%)           | (16.0%)                                 | -         | -         | -         |
| FY12/2023CoE                              | YoY | 0.5%    | 55.4%            | 38.9%            | 31.8%                                   | -         | -         | -         |
| Consolidated Quarter<br>(Million Yen)     |     | Sales   | Operating Profit | Recurring Profit | Profit Attributable to Owners of Parent | EPS (Yen) | DPS (Yen) | BPS (Yen) |
| Q1 FY12/2022                              |     | 35,348  | 2,970            | 3,543            | 2,797                                   | -         | -         | -         |
| Q1 FY12/2023                              |     | 38,861  | 6,026            | 5,913            | 3,831                                   | -         | -         | -         |
| Q1 FY12/2023                              | YoY | 9.9%    | 102.9%           | 66.9%            | 36.9%                                   | -         | -         | -         |

Source: Company Data, WRJ Calculation

### 1.0 Results Update (18 May 2023)

#### Surging Earnings


On 12 May 2023, YAMABIKO, developing, manufacturing and selling outdoor power equipment (OPE) on a global basis as the mainstay, released its Q1 FY12/2023 results. It has revealed that the Company's operating profit doubled compared to the same period of the previous year. This was mainly driven by a significant improvement in earnings resulting from accelerated inventory reduction in a subsidiary based in the United States after having had been built up towards the end of FY12/2022, while it was also contributing that the Company benefited from effect on increased sales, even when excluding the impact of yen's depreciation. On the Outdoor Power Equipment (OPE) side (trimmers, chain saws, power blowers, etc.), the Company suggests that sales on a local currency basis in the Americas, the mainstay by region, increased compared to the same period of the previous year. FY12/2023 Company forecasts assume a positive impact to earnings from reduced unrealized gain in line with the above-mentioned inventory reduction, suggesting a net increase of ¥6,600m in operating profit on a full-year basis. In reality, meanwhile, the impact was running ahead of initial schedule for Q1, having resulted in prospective earnings revised up for Q1 to Q2 Company forecasts. Still, full-year Company forecasts have remained unchanged due to ongoing uncertainty in the market environment. In the first place, meanwhile, such a major swing in short-term earnings is brought forth by one-off factors and the Company plans to achieve stable and steady growth in earnings from a long-term perspective.

The Company's business model, etc.: [YAMABIKO \(6250\) Outdoor Power Equipment \(11 April 2023\)](#)

IR Representative: Tomoyuki Tajima, IR • Public Relations Section, Corporate Planning Department  
(81-(0)428-30-7182 / [ir6250@yamabiko-corp.co.jp](mailto:ir6250@yamabiko-corp.co.jp))

## 2.0 Company Profile

Create the Bridge that Bonds People and Nature with the Future

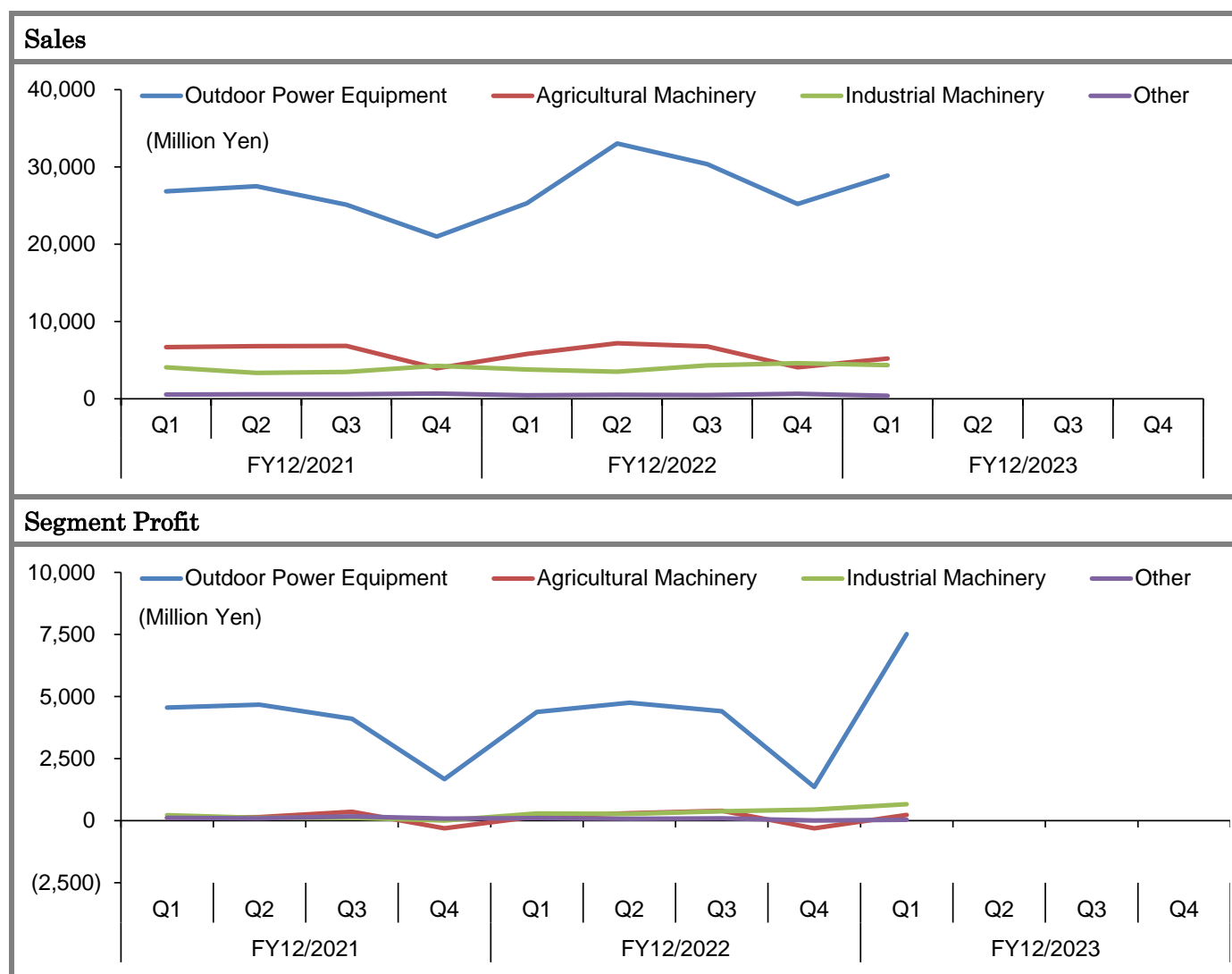
|                         |                                                                                                                                                                                                                                                                                                                                                          |
|-------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Company Name</b>     | <p>YAMABIKO CORPORATION</p> <p><a href="#">Company HP</a></p> <p><a href="#">IR Information</a></p> <p><a href="#">Share Price (Japanese)</a></p>                                                                                                                      |
| <b>Established</b>      | 1 December 2008                                                                                                                                                                                                                                                                                                                                          |
| <b>Listing</b>          | <p>4 April 2022: Tokyo Stock Exchange Prime Market (ticker: 6250)</p> <p>1 December 2008: Tokyo Stock Exchange 1st section</p>                                                                                                                                                                                                                           |
| <b>Capital</b>          | ¥6,000m (as of the end of March 2023)                                                                                                                                                                                                                                                                                                                    |
| <b>No. of Shares</b>    | 44,108,428 shares, including 2,498,470 treasury shares (as of the end of March 2023)                                                                                                                                                                                                                                                                     |
| <b>Main Features</b>    | <ul style="list-style-type: none"> <li>● Leading the market for OPE in Japan and one of the largest in North America</li> <li>● Established by the merger of KIORITZ CORPORATION and Shindaiwa Corporation</li> <li>● Heavily involved with the OPE market in North America, where so-called lawn and garden care culture is well established</li> </ul> |
| <b>Segments</b>         | <p>I . Outdoor Power Equipment (trimmers, chain saws, power blowers, etc.)</p> <p>II . Agricultural Machinery (pest control equipment, sloop mowers, etc.)</p> <p>III . Industrial Machinery (generators, welders, lighting equipment, etc.)</p>                                                                                                         |
| <b>Representative</b>   | Representative Director President & CEO: Hiroshi Kubo                                                                                                                                                                                                                                                                                                    |
| <b>Shareholders</b>     | Master Trust Bank of Japan, T. 9.79%, YAMABIKO Business Association 4.17%, Custody Bank of Japan, T. (Mizuho Bank) 4.07%, Sumitomo Mitsui Trust Bank 3.85% (as of the end of December 2022, but for treasury shares)                                                                                                                                     |
| <b>Head Office</b>      | Ohme-city, Tokyo, JAPAN                                                                                                                                                                                                                                                                                                                                  |
| <b>No. of Personnel</b> | Consolidated: 3,357, Parent: 1,143 (as of the end of March 2023)                                                                                                                                                                                                                                                                                         |

Source: Company Data

## 3.0 Recent Trading and Prospects

### Q1 FY12/2023

For Q1 FY12/2023, sales came in at ¥38,861m (up 9.9% YoY), operating profit ¥6,026m (up 102.9%), recurring profit ¥5,913m (up 66.9%) and profit attributable to owners of parent ¥3,831m (up 36.9%). Meanwhile, gross profit came in at ¥13,799m (up 35.2%) and SG&A expenses ¥7,772m (up 7.4%), implying gross profit margin of 35.5% (up 6.6% points) and SG&A ratio of 20.0% (down 0.5% points), having resulted in operating profit margin of 15.5% (up 7.1% points).

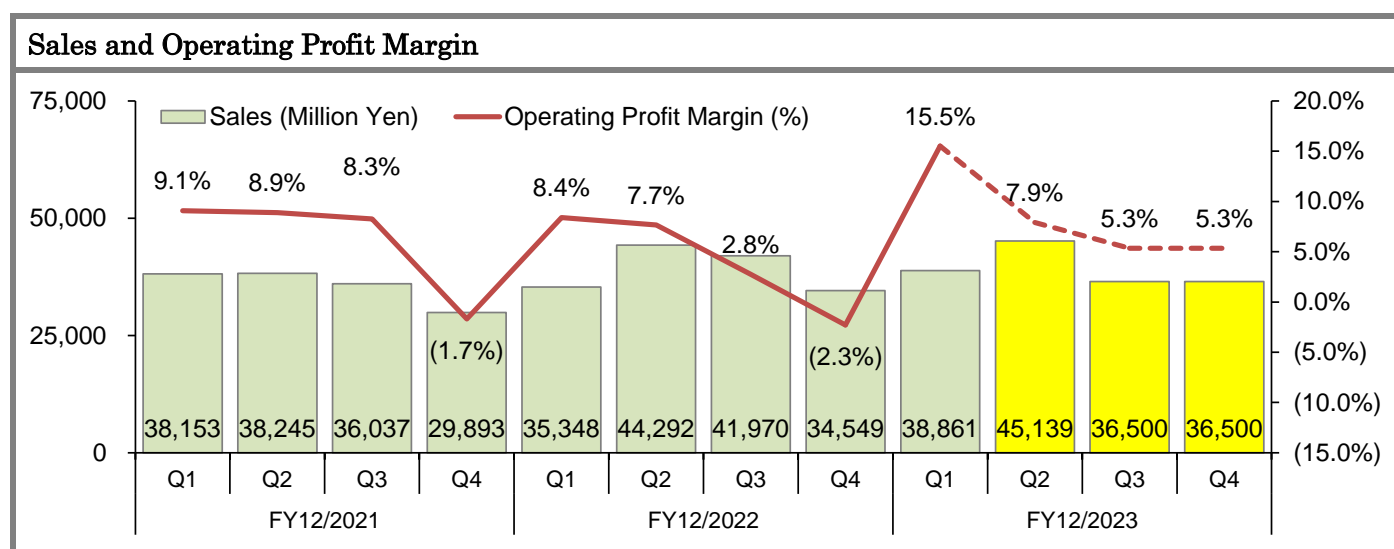


Source: Company Data, WRJ Calculation

By region, sales in Japan came in at ¥9,896m (down 7.6%), sales in the Americas (North America and South America) ¥23,473m (up 18.9%) and sales in other ¥5,492m (up 12.2%). Meanwhile, on the Outdoor Power Equipment (OPE) side (trimmers, chain saws, power blowers, etc.), sales came in at ¥28,892m (up 14.2%), segment profit ¥7,518m (up 71.6%) and segment profit margin 26.0% (up 8.7% points). This suggests that the Company's sales and earnings basically hinge on those of the Americas on the Outdoor Power Equipment (OPE) side (trimmers, chain saws, power blowers, etc.). By the way, the Americas mainly comprise North America (United States and Canada), while the aforementioned impact of reduced unrealized gain is included here.

### FY12/2023 Company Forecasts

FY12/2023 Company forecasts (announced on 13 February 2023) have remained unchanged, going for prospective sales of ¥157,000m (up 0.5% YoY), operating profit of ¥13,500m (up 55.4%), recurring profit of ¥12,800m (up 38.9%) and profit attributable to owners of parent of ¥8,300m (up 31.8%), while operating profit margin of 8.6% (up 3.0% points). At the same time, Company forecasts have remained also unchanged for planned annual dividend, going for ¥52.00 per share, implying payout ratio of 26.1%.



Source: Company Data, WRJ Calculation (FY12/2023 / Q2: Q1 to Q2 Company forecasts after deducting Q1 results, Q3 and Q4: H2 Company forecasts, pro rata)

Meanwhile, when the Company released its Q1 results, Q1 to Q2 Company forecasts were revised. Prospective sales have remained unchanged, while earnings revised up. At the operating level, Company forecasts have been revised up by ¥1,200m (14.3%). In light of the fact that full-year Company forecasts have remained unchanged, it is suggested that Company forecasts now assume prospective operating profit for H2, lower to a corresponding extent of upgrade for Q1 to Q2. It appears that the impact of reduced unrealized gain, having taken place rather earlier than expected, has a lot to do with this. Still, as mentioned earlier, the Company says that full-year Company forecasts have remained unchanged “due to ongoing uncertainty in the market environment.”

By the way, FY12/2023 Company forecasts assume prospective sales of ¥113,300m (down 0.6%) on the Outdoor Power Equipment (OPE) side (trimmers, chain saws, power blowers, etc.), comprising sales in Japan ¥15,000m (up 2.5%), sales in the Americas ¥78,200m (down 3.3%), sales in Europe ¥15,800m (up 7.6%) and sales in other ¥4,300m (up 14.7%) by region. Sales to professional users are expected to remain buoyant across the board, but sales in the Americas, the mainstay by region, are to decline as sales to consumers are to decline in the United States, accounting for the bulk of sales in the Americas, which is attributed to the assumed impact of the Corona disaster being easing and stay-at-home demand being continuing to fall off.

## FY12/2023 Company Forecasts

| Consolidated Fiscal Year<br>(Million Yen) | Date      | Event         | Sales   | Operating Profit | Recurring Profit | Profit Attributable to Owners of Parent |
|-------------------------------------------|-----------|---------------|---------|------------------|------------------|-----------------------------------------|
| FY12/2023CoE                              | 13-Feb-23 | Q4 Results    | 157,000 | 13,500           | 12,800           | 8,300                                   |
| FY12/2023CoE                              | 12-May-23 | Q1 Results    | 157,000 | 13,500           | 12,800           | 8,300                                   |
|                                           |           | Amount of Gap | 0       | 0                | 0                | 0                                       |
|                                           |           | Rate of Gap   | 0.0%    | 0.0%             | 0.0%             | 0.0%                                    |
| FY12/2023CoE                              | 13-Feb-23 | Q4 Results    | 157,000 | 13,500           | 12,800           | 8,300                                   |
| FY12/2023CoE                              | 12-May-23 | Q1 Results    | 157,000 | 13,500           | 12,800           | 8,300                                   |
|                                           |           | Amount of Gap | 0       | 0                | 0                | 0                                       |
|                                           |           | Rate of Gap   | 0.0%    | 0.0%             | 0.0%             | 0.0%                                    |
| Consolidated Half Year<br>(Million Yen)   | Date      | Event         | Sales   | Operating Profit | Recurring Profit | Profit Attributable to Owners of Parent |
| Q1 to Q2 FY12/2023CoE                     | 13-Feb-23 | Q4 Results    | 84,000  | 8,400            | 8,000            | 5,400                                   |
| Q1 to Q2 FY12/2023CoE                     | 12-May-23 | Q1 Results    | 84,000  | 9,600            | 9,000            | 6,200                                   |
|                                           |           | Amount of Gap | 0       | 1,200            | 1,000            | 800                                     |
|                                           |           | Rate of Gap   | 0.0%    | 14.3%            | 12.5%            | 14.8%                                   |
| Q1 to Q2 FY12/2023CoE                     | 13-Feb-23 | Q4 Results    | 84,000  | 8,400            | 8,000            | 5,400                                   |
| Q1 to Q2 FY12/2023CoE                     | 12-May-23 | Q1 Results    | 84,000  | 9,600            | 9,000            | 6,200                                   |
|                                           |           | Amount of Gap | 0       | 1,200            | 1,000            | 800                                     |
|                                           |           | Rate of Gap   | 0.0%    | 14.3%            | 12.5%            | 14.8%                                   |
| Consolidated Half Year<br>(Million Yen)   | Date      | Event         | Sales   | Operating Profit | Recurring Profit | Profit Attributable to Owners of Parent |
| Q3 to Q4 FY12/2023CoE                     | 13-Feb-23 | Q4 Results    | 73,000  | 5,100            | 4,800            | 2,900                                   |
| Q3 to Q4 FY12/2023CoE                     | 12-May-23 | Q1 Results    | 73,000  | 3,900            | 3,800            | 2,100                                   |
|                                           |           | Amount of Gap | 0       | (1,200)          | (1,000)          | (800)                                   |
|                                           |           | Rate of Gap   | 0.0%    | (23.5%)          | (20.8%)          | (27.6%)                                 |
| Q3 to Q4 FY12/2023CoE                     | 13-Feb-23 | Q4 Results    | 73,000  | 5,100            | 4,800            | 2,900                                   |
| Q3 to Q4 FY12/2023CoE                     | 12-May-23 | Q1 Results    | 73,000  | 3,900            | 3,800            | 2,100                                   |
|                                           |           | Amount of Gap | 0       | (1,200)          | (1,000)          | (800)                                   |
|                                           |           | Rate of Gap   | 0.0%    | (23.5%)          | (20.8%)          | (27.6%)                                 |

Source: Company Data, WRJ Calculation

# 4.0 Financial Statements

## Income Statement (Cumulative/Quarterly)

| Income Statement                                | Cons.Act      | Cons.Act      | Cons.Act       | Cons.Act       | Cons.Act      | Cons.Act | Cons.Act | Cons.Act | Cons.Act | YoY           |
|-------------------------------------------------|---------------|---------------|----------------|----------------|---------------|----------|----------|----------|----------|---------------|
| (Million Yen)                                   | Q1            | Q1 to Q2      | Q1 to Q3       | Q1 to Q4       | Q1            | Q1 to Q2 | Q1 to Q3 | Q1 to Q4 |          | Net Chg.      |
|                                                 | 12/2022       | 12/2022       | 12/2022        | 12/2022        | 12/2023       | 12/2023  | 12/2023  | 12/2023  |          |               |
| <b>Sales</b>                                    | <b>35,348</b> | <b>79,640</b> | <b>121,610</b> | <b>156,159</b> | <b>38,861</b> | -        | -        | -        | -        | <b>+3,513</b> |
| Cost of Sales                                   | 25,139        | 58,067        | 88,576         | 115,664        | 25,062        | -        | -        | -        | -        | (77)          |
| Gross Profit                                    | 10,208        | 21,573        | 33,034         | 40,495         | 13,799        | -        | -        | -        | -        | +3,591        |
| SG&A Expenses                                   | 7,237         | 15,205        | 23,558         | 31,806         | 7,772         | -        | -        | -        | -        | +535          |
| <b>Operating Profit</b>                         | <b>2,970</b>  | <b>6,367</b>  | <b>9,475</b>   | <b>8,688</b>   | <b>6,026</b>  | -        | -        | -        | -        | <b>+3,056</b> |
| Non Operating Balance                           | 573           | 1,201         | 1,547          | 529            | (113)         | -        | -        | -        | -        | (686)         |
| <b>Recurring Profit</b>                         | <b>3,543</b>  | <b>7,568</b>  | <b>11,022</b>  | <b>9,217</b>   | <b>5,913</b>  | -        | -        | -        | -        | <b>+2,370</b> |
| Extraordinary Balance                           | 13            | 14            | 15             | (457)          | 16            | -        | -        | -        | -        | +3            |
| Profit before Income Taxes                      | 3,556         | 7,582         | 11,037         | 8,760          | 5,929         | -        | -        | -        | -        | +2,373        |
| Total Income Taxes                              | 758           | 1,731         | 2,838          | 2,461          | 2,098         | -        | -        | -        | -        | +1,340        |
| <b>Profit Attributable to Owners of Parent</b>  | <b>2,797</b>  | <b>5,850</b>  | <b>8,198</b>   | <b>6,299</b>   | <b>3,831</b>  | -        | -        | -        | -        | <b>+1,034</b> |
| Sales YoY                                       | (7.4%)        | +4.2%         | +8.2%          | +9.7%          | +9.9%         | -        | -        | -        | -        | -             |
| Operating Profit YoY                            | (14.3%)       | (7.2%)        | (3.7%)         | (6.9%)         | +102.9%       | -        | -        | -        | -        | -             |
| Recurring Profit YoY                            | (10.2%)       | +4.2%         | +7.2%          | (7.0%)         | +66.9%        | -        | -        | -        | -        | -             |
| Profit Attributable to Owners of Parent YoY     | (2.4%)        | +8.5%         | +6.1%          | (16.0%)        | +36.9%        | -        | -        | -        | -        | -             |
| Gross Profit Margin                             | 28.9%         | 27.1%         | 27.2%          | 25.9%          | 35.5%         | -        | -        | -        | -        | +6.6%         |
| SG&A Ratio                                      | 20.5%         | 19.1%         | 19.4%          | 20.4%          | 20.0%         | -        | -        | -        | -        | (0.5%)        |
| Operating Profit Margin                         | 8.4%          | 8.0%          | 7.8%           | 5.6%           | 15.5%         | -        | -        | -        | -        | +7.1%         |
| Recurring Profit Margin                         | 10.0%         | 9.5%          | 9.1%           | 5.9%           | 15.2%         | -        | -        | -        | -        | +5.2%         |
| Profit Attributable to Owners of Parent Margin  | 7.9%          | 7.3%          | 6.7%           | 4.0%           | 9.9%          | -        | -        | -        | -        | +1.9%         |
| Total Income Taxes / Profit before Income Taxes | 21.3%         | 22.8%         | 25.7%          | 28.1%          | 35.4%         | -        | -        | -        | -        | +14.1%        |

| Income Statement                                | Cons.Act      | Cons.Act      | Cons.Act      | Cons.Act       | Cons.Act      | Cons.Act | Cons.Act | Cons.Act | Cons.Act | YoY           |
|-------------------------------------------------|---------------|---------------|---------------|----------------|---------------|----------|----------|----------|----------|---------------|
| (Million Yen)                                   | Q1            | Q2            | Q3            | Q4             | Q1            | Q2       | Q3       | Q4       |          | Net Chg.      |
|                                                 | 12/2022       | 12/2022       | 12/2022       | 12/2022        | 12/2023       | 12/2023  | 12/2023  | 12/2023  |          |               |
| <b>Sales</b>                                    | <b>35,348</b> | <b>44,292</b> | <b>41,970</b> | <b>34,549</b>  | <b>38,861</b> | -        | -        | -        | -        | <b>+3,513</b> |
| Cost of Sales                                   | 25,139        | 32,928        | 30,509        | 27,088         | 25,062        | -        | -        | -        | -        | (77)          |
| Gross Profit                                    | 10,208        | 11,365        | 11,461        | 7,461          | 13,799        | -        | -        | -        | -        | +3,591        |
| SG&A Expenses                                   | 7,237         | 7,968         | 8,353         | 8,248          | 7,772         | -        | -        | -        | -        | +535          |
| <b>Operating Profit</b>                         | <b>2,970</b>  | <b>3,397</b>  | <b>3,108</b>  | <b>(787)</b>   | <b>6,026</b>  | -        | -        | -        | -        | <b>+3,056</b> |
| Non Operating Balance                           | 573           | 628           | 346           | (1,018)        | (113)         | -        | -        | -        | -        | (686)         |
| <b>Recurring Profit</b>                         | <b>3,543</b>  | <b>4,025</b>  | <b>3,454</b>  | <b>(1,805)</b> | <b>5,913</b>  | -        | -        | -        | -        | <b>+2,370</b> |
| Extraordinary Balance                           | 13            | 1             | 1             | (472)          | 16            | -        | -        | -        | -        | +3            |
| Profit before Income Taxes                      | 3,556         | 4,026         | 3,455         | (2,277)        | 5,929         | -        | -        | -        | -        | +2,373        |
| Total Income Taxes                              | 758           | 973           | 1,107         | (377)          | 2,098         | -        | -        | -        | -        | +1,340        |
| <b>Profit Attributable to Owners of Parent</b>  | <b>2,797</b>  | <b>3,053</b>  | <b>2,348</b>  | <b>(1,899)</b> | <b>3,831</b>  | -        | -        | -        | -        | <b>+1,034</b> |
| Sales YoY                                       | (7.4%)        | +15.8%        | +16.5%        | +15.6%         | +9.9%         | -        | -        | -        | -        | -             |
| Operating Profit YoY                            | (14.3%)       | +0.0%         | +4.5%         | -              | +102.9%       | -        | -        | -        | -        | -             |
| Recurring Profit YoY                            | (10.2%)       | +21.4%        | +14.3%        | -              | +66.9%        | -        | -        | -        | -        | -             |
| Profit Attributable to Owners of Parent YoY     | (2.4%)        | +20.8%        | +0.6%         | -              | +36.9%        | -        | -        | -        | -        | -             |
| Gross Profit Margin                             | 28.9%         | 25.7%         | 27.3%         | 21.6%          | 35.5%         | -        | -        | -        | -        | +6.6%         |
| SG&A Ratio                                      | 20.5%         | 18.0%         | 19.9%         | 23.9%          | 20.0%         | -        | -        | -        | -        | (0.5%)        |
| Operating Profit Margin                         | 8.4%          | 7.7%          | 7.4%          | (2.3%)         | 15.5%         | -        | -        | -        | -        | +7.1%         |
| Recurring Profit Margin                         | 10.0%         | 9.1%          | 8.2%          | (5.2%)         | 15.2%         | -        | -        | -        | -        | +5.2%         |
| Profit Attributable to Owners of Parent Margin  | 7.9%          | 6.9%          | 5.6%          | (5.5%)         | 9.9%          | -        | -        | -        | -        | +1.9%         |
| Total Income Taxes / Profit before Income Taxes | 21.3%         | 24.2%         | 32.0%         | 16.6%          | 35.4%         | -        | -        | -        | -        | +14.1%        |

Source: Company Data, WRJ Calculation

## Segmented Information (Cumulative/Quarterly)

| Segmented Information          | Cons.Act      | Cons.Act      | Cons.Act       | Cons.Act       | Cons.Act      | Cons.Act | Cons.Act | Cons.Act | Cons.Act | YoY           |
|--------------------------------|---------------|---------------|----------------|----------------|---------------|----------|----------|----------|----------|---------------|
|                                | Q1            | Q1 to Q2      | Q1 to Q3       | Q1 to Q4       | Q1            | Q1 to Q2 | Q1 to Q3 | Q1 to Q4 | Net Chg. |               |
| (Million Yen)                  | 12/2022       | 12/2022       | 12/2022        | 12/2022        | 12/2023       | 12/2023  | 12/2023  | 12/2023  | 12/2023  |               |
| Outdoor Power Equipment        | 25,300        | 58,350        | 88,730         | 113,946        | 28,892        | -        | -        | -        | -        | +3,592        |
| Agricultural Machinery         | 5,807         | 13,009        | 19,802         | 23,877         | 5,222         | -        | -        | -        | -        | (585)         |
| Industrial Machinery           | 3,785         | 7,309         | 11,634         | 16,257         | 4,347         | -        | -        | -        | -        | +562          |
| Other                          | 454           | 969           | 1,443          | 2,077          | 398           | -        | -        | -        | -        | (56)          |
| <b>Sales</b>                   | <b>35,348</b> | <b>79,640</b> | <b>121,610</b> | <b>156,159</b> | <b>38,861</b> | -        | -        | -        | -        | <b>+3,513</b> |
| Outdoor Power Equipment        | 4,380         | 9,128         | 13,539         | 14,897         | 7,518         | -        | -        | -        | -        | +3,138        |
| Agricultural Machinery         | 168           | 468           | 861            | 555            | 229           | -        | -        | -        | -        | +61           |
| Industrial Machinery           | 288           | 555           | 931            | 1,381          | 666           | -        | -        | -        | -        | +378          |
| Other                          | 99            | 173           | 266            | 268            | 34            | -        | -        | -        | -        | (65)          |
| <b>Segment Profit</b>          | <b>4,935</b>  | <b>10,324</b> | <b>15,597</b>  | <b>17,101</b>  | <b>8,447</b>  | -        | -        | -        | -        | <b>+3,512</b> |
| Common Expenses                | (1,965)       | (3,957)       | (6,124)        | (8,413)        | (2,422)       | -        | -        | -        | -        | (457)         |
| <b>Operating Profit</b>        | <b>2,970</b>  | <b>6,367</b>  | <b>9,475</b>   | <b>8,688</b>   | <b>6,026</b>  | -        | -        | -        | -        | <b>+3,056</b> |
| Outdoor Power Equipment        | 17.3%         | 15.6%         | 15.3%          | 13.1%          | 26.0%         | -        | -        | -        | -        | +8.7%         |
| Agricultural Machinery         | 2.9%          | 3.6%          | 4.3%           | 2.3%           | 4.4%          | -        | -        | -        | -        | +1.5%         |
| Industrial Machinery           | 7.6%          | 7.6%          | 8.0%           | 8.5%           | 15.3%         | -        | -        | -        | -        | +7.7%         |
| Other                          | 21.8%         | 17.9%         | 18.4%          | 12.9%          | 8.5%          | -        | -        | -        | -        | (13.3%)       |
| Common Expenses                | (5.6%)        | (5.0%)        | (5.0%)         | (5.4%)         | (6.2%)        | -        | -        | -        | -        | (0.7%)        |
| <b>Operating Profit Margin</b> | <b>8.4%</b>   | <b>8.0%</b>   | <b>7.8%</b>    | <b>5.6%</b>    | <b>15.5%</b>  | -        | -        | -        | -        | <b>+7.1%</b>  |

| Segmented Information          | Cons.Act      | Cons.Act      | Cons.Act      | Cons.Act      | Cons.Act      | Cons.Act | Cons.Act | Cons.Act | Cons.Act | YoY           |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|----------|----------|----------|----------|---------------|
|                                | Q1            | Q2            | Q3            | Q4            | Q1            | Q2       | Q3       | Q4       | Net Chg. |               |
| (Million Yen)                  | 12/2022       | 12/2022       | 12/2022       | 12/2022       | 12/2023       | 12/2023  | 12/2023  | 12/2023  | 12/2023  |               |
| Outdoor Power Equipment        | 25,300        | 33,050        | 30,380        | 25,216        | 28,892        | -        | -        | -        | -        | +3,592        |
| Agricultural Machinery         | 5,807         | 7,202         | 6,793         | 4,075         | 5,222         | -        | -        | -        | -        | (585)         |
| Industrial Machinery           | 3,785         | 3,524         | 4,325         | 4,623         | 4,347         | -        | -        | -        | -        | +562          |
| Other                          | 454           | 515           | 474           | 634           | 398           | -        | -        | -        | -        | (56)          |
| <b>Sales</b>                   | <b>35,348</b> | <b>44,292</b> | <b>41,970</b> | <b>34,549</b> | <b>38,861</b> | -        | -        | -        | -        | <b>+3,513</b> |
| Outdoor Power Equipment        | 4,380         | 4,748         | 4,411         | 1,358         | 7,518         | -        | -        | -        | -        | +3,138        |
| Agricultural Machinery         | 168           | 300           | 393           | (306)         | 229           | -        | -        | -        | -        | +61           |
| Industrial Machinery           | 288           | 267           | 376           | 450           | 666           | -        | -        | -        | -        | +378          |
| Other                          | 99            | 74            | 93            | 2             | 34            | -        | -        | -        | -        | (65)          |
| <b>Segment Profit</b>          | <b>4,935</b>  | <b>5,389</b>  | <b>5,273</b>  | <b>1,504</b>  | <b>8,447</b>  | -        | -        | -        | -        | <b>+3,512</b> |
| Common Expenses                | (1,965)       | (1,992)       | (2,167)       | (2,289)       | (2,422)       | -        | -        | -        | -        | (457)         |
| <b>Operating Profit</b>        | <b>2,970</b>  | <b>3,397</b>  | <b>3,108</b>  | <b>(787)</b>  | <b>6,026</b>  | -        | -        | -        | -        | <b>+3,056</b> |
| Outdoor Power Equipment        | 17.3%         | 14.4%         | 14.5%         | 5.4%          | 26.0%         | -        | -        | -        | -        | +8.7%         |
| Agricultural Machinery         | 2.9%          | 4.2%          | 5.8%          | (7.5%)        | 4.4%          | -        | -        | -        | -        | +1.5%         |
| Industrial Machinery           | 7.6%          | 7.6%          | 8.7%          | 9.7%          | 15.3%         | -        | -        | -        | -        | +7.7%         |
| Other                          | 21.8%         | 14.4%         | 19.6%         | 0.3%          | 8.5%          | -        | -        | -        | -        | (13.3%)       |
| Common Expenses                | (5.6%)        | (4.5%)        | (5.2%)        | (6.6%)        | (6.2%)        | -        | -        | -        | -        | (0.7%)        |
| <b>Operating Profit Margin</b> | <b>8.4%</b>   | <b>7.7%</b>   | <b>7.4%</b>   | <b>(2.3%)</b> | <b>15.5%</b>  | -        | -        | -        | -        | <b>+7.1%</b>  |

Source: Company Data, WRJ Calculation

## Outdoor Power Equipment (Cumulative/Quarterly)

| Outdoor Power Equipment          | Cons.Act      | Cons.Act      | Cons.Act      | Cons.Act       | Cons.Act      | Cons.Act | Cons.Act | Cons.Act | Cons.Act | YoY           |
|----------------------------------|---------------|---------------|---------------|----------------|---------------|----------|----------|----------|----------|---------------|
| (Million Yen)                    | Q1            | Q1 to Q2      | Q1 to Q3      | Q1 to Q4       | Q1            | Q1 to Q2 | Q1 to Q3 | Q1 to Q4 |          | Net Chg.      |
|                                  | 12/2022       | 12/2022       | 12/2022       | 12/2022        | 12/2023       | 12/2023  | 12/2023  | 12/2023  | 12/2023  |               |
| Japan                            | 3,438         | 7,757         | 12,157        | 14,628         | 3,526         | -        | -        | -        | -        | +88           |
| The Americas                     | 17,355        | 41,522        | 62,846        | 80,885         | 20,285        | -        | -        | -        | -        | +2,930        |
| Europe                           | 3,904         | 7,556         | 11,222        | 14,684         | 4,317         | -        | -        | -        | -        | +413          |
| Other                            | 602           | 1,514         | 2,504         | 3,748          | 762           | -        | -        | -        | -        | +160          |
| <b>Sales</b>                     | <b>25,300</b> | <b>58,350</b> | <b>88,730</b> | <b>113,946</b> | <b>28,892</b> | -        | -        | -        | -        | <b>+3,592</b> |
| Japan                            | (7.1%)        | (4.2%)        | +0.5%         | +0.2%          | +2.6%         | -        | -        | -        | -        | -             |
| The Americas                     | (9.6%)        | +6.7%         | +11.8%        | +13.1%         | +16.9%        | -        | -        | -        | -        | -             |
| Europe                           | +22.0%        | +30.3%        | +26.1%        | +28.8%         | +10.6%        | -        | -        | -        | -        | -             |
| Other                            | +20.4%        | +16.5%        | +25.2%        | +33.9%         | +26.6%        | -        | -        | -        | -        | -             |
| <b>Sales (YoY)</b>               | <b>(5.6%)</b> | <b>+7.5%</b>  | <b>+11.8%</b> | <b>+13.5%</b>  | <b>+14.2%</b> | -        | -        | -        | -        | -             |
| Japan                            | 13.6%         | 13.3%         | 13.7%         | 12.8%          | 12.2%         | -        | -        | -        | -        | -             |
| The Americas                     | 68.6%         | 71.2%         | 70.8%         | 71.0%          | 70.2%         | -        | -        | -        | -        | -             |
| Europe                           | 15.4%         | 12.9%         | 12.6%         | 12.9%          | 14.9%         | -        | -        | -        | -        | -             |
| Other                            | 2.4%          | 2.6%          | 2.8%          | 3.3%           | 2.6%          | -        | -        | -        | -        | -             |
| <b>Sales (composition ratio)</b> | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b>  | <b>100.0%</b> | -        | -        | -        | -        | -             |

| Outdoor Power Equipment          | Cons.Act      | Cons.Act      | Cons.Act      | Cons.Act      | Cons.Act      | Cons.Act | Cons.Act | Cons.Act | Cons.Act | YoY           |
|----------------------------------|---------------|---------------|---------------|---------------|---------------|----------|----------|----------|----------|---------------|
| (Million Yen)                    | Q1            | Q2            | Q3            | Q4            | Q1            | Q2       | Q3       | Q4       |          | Net Chg.      |
|                                  | 12/2022       | 12/2022       | 12/2022       | 12/2022       | 12/2023       | 12/2023  | 12/2023  | 12/2023  | 12/2023  |               |
| Japan                            | 3,438         | 4,319         | 4,400         | 2,471         | 3,526         | -        | -        | -        | -        | +88           |
| The Americas                     | 17,355        | 24,167        | 21,324        | 18,039        | 20,285        | -        | -        | -        | -        | +2,930        |
| Europe                           | 3,904         | 3,652         | 3,666         | 3,462         | 4,317         | -        | -        | -        | -        | +413          |
| Other                            | 602           | 912           | 990           | 1,244         | 762           | -        | -        | -        | -        | +160          |
| <b>Sales</b>                     | <b>25,300</b> | <b>33,050</b> | <b>30,380</b> | <b>25,216</b> | <b>28,892</b> | -        | -        | -        | -        | <b>+3,592</b> |
| Japan                            | (7.1%)        | (1.8%)        | +10.0%        | (1.2%)        | +2.6%         | -        | -        | -        | -        | -             |
| The Americas                     | (9.6%)        | +22.7%        | +23.3%        | +17.9%        | +16.9%        | -        | -        | -        | -        | -             |
| Europe                           | +22.0%        | +40.5%        | +18.3%        | +38.5%        | +10.6%        | -        | -        | -        | -        | -             |
| Other                            | +20.4%        | +14.0%        | +41.4%        | +55.5%        | +26.6%        | -        | -        | -        | -        | -             |
| <b>Sales (YoY)</b>               | <b>(5.6%)</b> | <b>+20.2%</b> | <b>+21.0%</b> | <b>+20.1%</b> | <b>+14.2%</b> | -        | -        | -        | -        | -             |
| Japan                            | 13.6%         | 13.1%         | 14.5%         | 9.8%          | 12.2%         | -        | -        | -        | -        | -             |
| The Americas                     | 68.6%         | 73.1%         | 70.2%         | 71.5%         | 70.2%         | -        | -        | -        | -        | -             |
| Europe                           | 15.4%         | 11.0%         | 12.1%         | 13.7%         | 14.9%         | -        | -        | -        | -        | -             |
| Other                            | 2.4%          | 2.8%          | 3.3%          | 4.9%          | 2.6%          | -        | -        | -        | -        | -             |
| <b>Sales (composition ratio)</b> | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b> | -        | -        | -        | -        | -             |

Source: Company Data, WRJ Calculation

## Cash Flow Statement (Cumulative/Quarterly)

| Cash Flow Statement                                | Cons.Act       | Cons.Act        | Cons.Act        | Cons.Act       | Cons.Act     | Cons.Act | Cons.Act | Cons.Act | Cons.Act | YoY           |
|----------------------------------------------------|----------------|-----------------|-----------------|----------------|--------------|----------|----------|----------|----------|---------------|
| (Million Yen)                                      | Q1             | Q1 to Q2        | Q1 to Q3        | Q1 to Q4       | Q1           | Q1 to Q2 | Q1 to Q3 | Q1 to Q4 |          | Net Chg.      |
|                                                    | 12/2022        | 12/2022         | 12/2022         | 12/2022        | 12/2023      | 12/2023  | 12/2023  | 12/2023  | 12/2023  |               |
| Operating Cash Flow                                | (7,872)        | (9,333)         | (8,853)         | (5,150)        | 774          | -        | -        | -        | -        | +8,646        |
| Investing Cash Flow                                | (917)          | (1,989)         | (2,755)         | (3,753)        | (1,058)      | -        | -        | -        | -        | (141)         |
| <b>Operating Cash Flow and Investing Cash Flow</b> | <b>(8,789)</b> | <b>(11,322)</b> | <b>(11,608)</b> | <b>(8,903)</b> | <b>(284)</b> | -        | -        | -        | -        | <b>+8,505</b> |
| Financing Cash Flow                                | 8,034          | 12,005          | 14,102          | 10,546         | (24)         | -        | -        | -        | -        | (8,058)       |

| Cash Flow Statement                                | Cons.Act       | Cons.Act       | Cons.Act     | Cons.Act     | Cons.Act     | Cons.Act | Cons.Act | Cons.Act | Cons.Act | YoY            |
|----------------------------------------------------|----------------|----------------|--------------|--------------|--------------|----------|----------|----------|----------|----------------|
| (Million Yen)                                      | Q1             | Q2             | Q3           | Q4           | Q1           | Q2       | Q3       | Q4       |          | Net Chg.       |
|                                                    | 12/2022        | 12/2022        | 12/2022      | 12/2022      | 12/2023      | 12/2023  | 12/2023  | 12/2023  | 12/2023  |                |
| Operating Cash Flow                                | (7,872)        | (1,461)        | 480          | 3,703        | 774          | -        | -        | -        | -        | (4,252)        |
| Investing Cash Flow                                | (917)          | (1,072)        | (766)        | (998)        | (1,058)      | -        | -        | -        | -        | +796           |
| <b>Operating Cash Flow and Investing Cash Flow</b> | <b>(8,789)</b> | <b>(2,533)</b> | <b>(286)</b> | <b>2,705</b> | <b>(284)</b> | -        | -        | -        | -        | <b>(3,456)</b> |
| Financing Cash Flow                                | 8,034          | 3,971          | 2,097        | (3,556)      | (24)         | -        | -        | -        | -        | +2,590         |

Source: Company Data, WRJ Calculation



## Balance Sheet (Quarterly)

| Balance Sheet                             | Cons.Act       | Cons.Act       | Cons.Act       | Cons.Act       | Cons.Act       | Cons.Act | Cons.Act | Cons.Act | Cons.Act | YoY            |
|-------------------------------------------|----------------|----------------|----------------|----------------|----------------|----------|----------|----------|----------|----------------|
| (Million Yen)                             | Q1             | Q2             | Q3             | Q4             | Q1             | Q2       | Q3       | Q4       | 12/2023  | Net Chg.       |
|                                           | 12/2022        | 12/2022        | 12/2022        | 12/2022        | 12/2023        | 12/2023  | 12/2023  | 12/2023  | 12/2023  |                |
| Cash and Deposit                          | 11,512         | 13,593         | 15,636         | 14,404         | 14,132         | -        | -        | -        | -        | +2,620         |
| Accounts Receivables                      | 37,690         | 44,299         | 41,949         | 31,742         | 38,620         | -        | -        | -        | -        | +930           |
| Merchandise and Finished Goods            | 30,970         | 33,446         | 32,349         | 31,752         | 33,622         | -        | -        | -        | -        | +2,652         |
| Work in Process                           | 2,562          | 3,089          | 3,430          | 4,642          | 3,423          | -        | -        | -        | -        | +861           |
| Raw Materials and Supplies                | 21,212         | 23,150         | 23,746         | 19,359         | 18,725         | -        | -        | -        | -        | (2,487)        |
| Other                                     | 1,511          | 2,333          | 2,853          | 3,660          | 1,743          | -        | -        | -        | -        | +232           |
| <b>Current Assets</b>                     | <b>105,457</b> | <b>119,910</b> | <b>119,963</b> | <b>105,559</b> | <b>110,265</b> | -        | -        | -        | -        | <b>+4,808</b>  |
| Tangible Assets                           | 25,648         | 26,470         | 26,838         | 25,975         | 26,014         | -        | -        | -        | -        | +366           |
| Intangible Assets                         | 578            | 670            | 845            | 996            | 1,190          | -        | -        | -        | -        | +612           |
| Investments and Other Assets              | 8,667          | 9,221          | 8,561          | 8,667          | 7,722          | -        | -        | -        | -        | (945)          |
| <b>Fixed Assets</b>                       | <b>34,894</b>  | <b>36,362</b>  | <b>36,245</b>  | <b>35,639</b>  | <b>34,926</b>  | -        | -        | -        | -        | <b>+32</b>     |
| <b>Total Assets</b>                       | <b>140,352</b> | <b>156,273</b> | <b>156,208</b> | <b>141,198</b> | <b>145,192</b> | -        | -        | -        | -        | <b>+4,840</b>  |
| Accounts Payables                         | 28,846         | 29,427         | 23,975         | 21,288         | 21,502         | -        | -        | -        | -        | (7,344)        |
| Short Term Debt                           | 13,172         | 18,289         | 21,912         | 17,019         | 18,909         | -        | -        | -        | -        | +5,737         |
| Current Portion of Long-term Debt         | 903            | 3,637          | 4,299          | 4,257          | 8,806          | -        | -        | -        | -        | +7,903         |
| Other                                     | 11,957         | 15,052         | 13,254         | 10,969         | 10,099         | -        | -        | -        | -        | (1,858)        |
| <b>Current Liabilities</b>                | <b>54,878</b>  | <b>66,405</b>  | <b>63,440</b>  | <b>53,533</b>  | <b>59,316</b>  | -        | -        | -        | -        | <b>+4,438</b>  |
| Long Term Debt                            | 11,247         | 8,800          | 8,300          | 8,100          | 2,900          | -        | -        | -        | -        | (8,347)        |
| Other                                     | 2,504          | 2,402          | 2,506          | 2,191          | 2,461          | -        | -        | -        | -        | (43)           |
| <b>Fixed Liabilities</b>                  | <b>13,751</b>  | <b>11,202</b>  | <b>10,806</b>  | <b>10,291</b>  | <b>5,361</b>   | -        | -        | -        | -        | <b>(8,390)</b> |
| <b>Total Liabilities</b>                  | <b>68,630</b>  | <b>77,608</b>  | <b>74,246</b>  | <b>63,825</b>  | <b>64,677</b>  | -        | -        | -        | -        | <b>(3,953)</b> |
| <b>Shareholders' Equity</b>               | <b>66,342</b>  | <b>69,483</b>  | <b>70,747</b>  | <b>68,847</b>  | <b>71,595</b>  | -        | -        | -        | -        | <b>+5,253</b>  |
| Other                                     | 5,379          | 9,181          | 11,215         | 8,526          | 8,919          | -        | -        | -        | -        | +3,540         |
| <b>Net Assets</b>                         | <b>71,721</b>  | <b>78,664</b>  | <b>81,962</b>  | <b>77,373</b>  | <b>80,514</b>  | -        | -        | -        | -        | <b>+8,793</b>  |
| <b>Total Liabilities &amp; Net Assets</b> | <b>140,352</b> | <b>156,273</b> | <b>156,208</b> | <b>141,198</b> | <b>145,192</b> | -        | -        | -        | -        | <b>+4,840</b>  |
| Equity Capital                            | 71,721         | 78,664         | 81,962         | 77,373         | 80,514         | -        | -        | -        | -        | +8,793         |
| Interest Bearing Debt                     | 25,322         | 30,726         | 34,511         | 29,376         | 30,615         | -        | -        | -        | -        | +5,293         |
| Net Debt                                  | 13,810         | 17,133         | 18,875         | 14,972         | 16,483         | -        | -        | -        | -        | +2,673         |
| Equity Ratio                              | 51.1%          | 50.3%          | 52.5%          | 54.8%          | 55.5%          | -        | -        | -        | -        | -              |
| Net Debt Equity Ratio                     | 19.3%          | 21.8%          | 23.0%          | 19.4%          | 20.5%          | -        | -        | -        | -        | -              |
| ROE (12 months)                           | 11.0%          | 11.1%          | 10.6%          | 8.6%           | 9.6%           | -        | -        | -        | -        | -              |
| ROA (12 months)                           | 7.4%           | 7.4%           | 7.7%           | 7.0%           | 8.1%           | -        | -        | -        | -        | -              |
| Days for Inventory Turnover               | 198            | 165            | 178            | 187            | 203            | -        | -        | -        | -        | -              |
| Quick Ratio                               | 90%            | 87%            | 91%            | 86%            | 89%            | -        | -        | -        | -        | -              |
| Current Ratio                             | 192%           | 181%           | 189%           | 197%           | 186%           | -        | -        | -        | -        | -              |

Source: Company Data, WRJ Calculation

### Disclaimer

Information here is a summary of “IR Information” of the Company, compiled by Walden Research Japan, from a neutral and professional standing point, in the form of a report. “IR Information” of the Company comprises a) contents of our interview with the Company, b) contents of presentations for institutional investors, c) contents of timely disclosed information and d) contents of the homepage, etc.

Company name: Walden Research Japan Incorporated

Head office: Level 4 Ginza Ishii Building, 6-14-8 Ginza Chuo-ku Tokyo 104-0061, JAPAN

URL: <https://walden.co.jp/>

E-mail: [info@walden.co.jp](mailto:info@walden.co.jp)

Tel: 81-(0)3-3553-3769