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# **Industrial Market Headquarters**

**Industrial Equipment & Tools Business Unit** 

With our industry-leading product lineup and consulting know-how, we promote smart factories at manufacturing sites.

Introduction



#### Main business fields

 Sales of industrial equipment, logistics equipment, labor-saving equipment including robots, and energy-saving machinery and materials

#### Relevant main markets

 Manufacturing industries, including automobiles and semiconductor manufacturing plants

(Risks)

population

- All other manufacturing industries
- Distribution warehouses, food factories, etc.

#### Market environment

#### (Opportunities)

Net sales

- Increased demand for carbon neutrality
- Expansion of semiconductor market
- Increased labor-saving investments due to declining birthrate and aging population
- Increased business continuity plan (BCP) investment at factories

#### Operating profit / Operating profit to net sales ratio

Decline in supply capacity due

to rapid decline in working

Lower profit margins due to

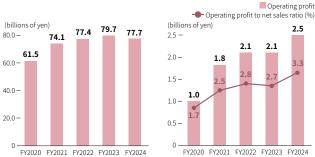
Changes in the environment

semiconductor market

of the manufacturing market

including the automobile and

price competition in the trading



\* Net sales from FY2021 onward show figures after the application of the revenue recognition standard.

#### Combination of the market-out approach and our strengths

#### Relevant main materiality issues



**Promote Digital Business** 



Support sustainable manufacturing and environment building



Contribute to decarbonization of society through energy creation and saving know-how

#### YUASA TRADING Group's strengths

Product lineup centered on industrial equipment, logistics, and energy-saving

Consulting capabilities based on many years of onsite know-how

Strength of business partner network expanding in Japan and overseas

## **Example of "TSUNAGU" innovation**

[Materiality] Contribute to decarbonization of society through energy creation and saving know-how

[Strengths] Consulting capabilities based on many years of onsite know-how

## Support for carbon neutrality at manufacturing sites in Japan and around the world

As all businesses, regardless of industry or sector, are now required to commit to carbon neutrality, we are promoting various carbon neutral proposals, including those for factories, the facilities of which make up part of our customer base.

We operate "ecomo" (right photo), power-saving units that have a proven track record, both in Japan and overseas, of increasing energy efficiency and cutting energy consumption by reducing losses in power supply. In August 2024, we acquired exclusive agency rights for "ecomo" in 10 overseas countries and regions, including Thailand and India. We will contribute to the realization of carbon neutrality at manufacturing sites in Japan and around the world while leveraging our know-how in green business.



"Ecomo" are power-saving units that increase energy efficiency and reduce energy consumption.

**Core Businesses** 

# **Industrial Market Headquarters**

**Machine Tools Business Unit** 

We will develop solutions that aim to solve social issues from the perspective of manufacturing support.

Introduction



#### Main business fields

• Sales of machine tools, labor-saving equipment including robots, and sheet metal processing systems

#### Relevant main markets

- Automobile manufacturing (response to new energy vehicles [NEVs])
- Semiconductor manufacturing equipment
- Precision sheet metal market
- Aviation and defense industries, etc.

#### Market environment

#### [Opportunities]

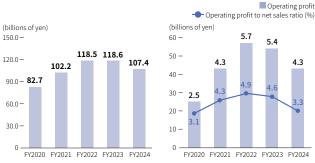
Net sales

- Increased sales of production and measurement system products utilizing AI
- Accelerated automation and DX due to labor shortage, and increased sales of system products
- Birth of new processing market with shift to EVs

#### [Risks]

- Market shrinkage due to population decline in Japan
- Decline in production capacity due to labor shortage and increased costs
- Reduction of parts and changes in manufacturing methods due to shift to EVs

### Operating profit / Operating profit to net sales ratio



- \* Net sales from FY2021 onward show figures after the application of the revenue recognition standard.
- \* Actual figures for FY2023 have been retroactively applied due to organizational restructuring.

### Combination of the market-out approach and our strengths

#### Relevant main materiality issues



**Promote Digital Business** (including automation, etc.)



Support sustainable manufacturing and environment building



Strengthen relationship with business partners (strengthen DX and logistics promotion in and outside the Company)

#### YUASA TRADING Group's strengths

Japan's most experienced seller of machine tools

Strength of business partner network expanding in Japan and overseas

Engineering capabilities through collaboration with Group companies

# **Example of "TSUNAGU" innovation**

[Materiality] Promote Digital Business Strengths Strength of business partner network



## Original solutions contributing to labor saving and reduced workload in the precision sheet metal field

In the context of a worsening labor shortage across manufacturing sites, we are undertaking initiatives that leverage digital technology in order to resolve issues at welding sites, locations where particularly high levels of skill are required.

alfaTKG Co., LTD, in which we completed an investment in August 2024, provides solutions relating to labor saving and reduced workload at manufacturing sites using "sheet metal DX." "alfaJULIA," which is the product developed by connecting our business partner network with alfaTKG's technologies, is an industry-first fiber laser welding system utilizing collaborative robots (cobots). The product, by means of Al-based direct teaching, has made possible a significant reduction in setup times and uniformity in the quality of welds during repeat production. It also reduces the labor required for straightening (distortion correction) and post processing, and will thereby contribute to the resolution of labor shortages through improved productivity achieved by the digitalization of welding processes.



"alfaJULIA," developed and marketed jointly with alfaTKG, in which we have completed an investment

# **Living Environment Market Headquarters**

Introduction

Housing, Air & Fluidic Control Systems Business Unit

Utilizing our unique engineering functions, we provide total coordination of living and office environments.



#### Main business fields

• Sale of tubing materials, air conditioning equipment, housing equipment, and renewable energy-related equipment

#### Relevant main markets

- Piping product wholesalers and plant engineering companies
- Housing equipment stores, subcontractors and renovation contractors
- Developers, builders, construction companies, etc.

#### Market environment

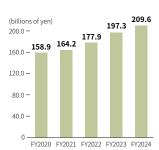
#### [Opportunities]

- Expansion of renovation market
- Increased demand for carbon neutrality
- Acceleration of investment competition for achieving GX (Green Transformation)
- Increased demand in overseas markets

#### [Risks]

- Decrease in demand for new housing due to population decline
- Soaring material prices
- Protracted periods of work due to labor shortages and rising labor costs
- Exchange rate fluctuations

### Net sales



#### Operating profit / Operating profit to net sales ratio



- \* Net sales from FY2021 onward show figures after the application of the revenue recognition standard
- \* Actual figures for FY2023 have been retroactively applied due to organizational restructuring.

### Combination of the market-out approach and our strengths

#### Relevant main materiality issues



Support sustainable home building and environment building



Strengthen relationship with business partners (strengthen logistics)



Contribute to decarbonization of society through energy creation and saving know-how

#### YUASA TRADING Group's strengths

Diverse product lineup centered on living environments and renewable energy

Ability to propose solutions by department specialized in environment and energy conservation

Engineering functions and logistics capabilities

# **Example of "TSUNAGU" innovation**

[Materiality] Contribute to decarbonization of society through energy creation and saving know-how

(Strengths) Engineering functions and logistics capabilities

## Address environmental issues and use functionality and technology to solve labor and workload shortages

Sales of air conditioning equipment for energy saving in commercial facilities and office buildings are increasing against a backdrop of persistently high energy prices. In this context, protraction of construction period following on-site workstyle reform and rising labor costs is emerging as a challenge.

The Company refurbishes air conditioning equipment, with this work conducted by specialized technicians at the Kanto Distribution Center in Kashiwa City, Chiba Prefecture, and provides support for tailored specifications with short turnaround times and on-site installment deliveries. We also engage in valve automation and oil-free processing operations. By minimizing on-site work, we are facilitating the achievement of shortened construction periods through labor and workload saving, while also contributing to raising profitability through the value-added services we provide. In FY2024, we accomplished an approximately 160% increase in projects over the previous fiscal year, and are actively committed to continuing to expand the scope of our operational domains moving forward.



Scene from air conditioning equipment renovation work by specialized technicians at our Kanto Distribution Center

**Core Businesses** 

# **Construction Market Headquarters**

Introduction

**Building Supplies & Exterior Business Unit** 

Leveraging our strength in the domestic market with our high share, we will expand our business by strengthening sales to public organizations and overseas.



#### Main business fields

• Sale of construction materials, landscape materials/exterior, civil engineering materials, etc., design supervision and contracting for installation of external construction materials

#### Relevant main markets

- Exterior landscaping market
- Road, civil engineering and infrastructure construction markets
- Building hardware market

#### Market environment

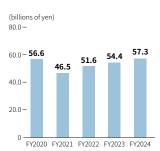
#### [Opportunities]

- Demand for renewal of social infrastructure
- Urban redevelopment projects
- Spread of digital technologies such as IoT, ICT, AI, and autonomous driving
- Increased demand for EVs and renewable energy-related products

#### [Risks]

- Increased procurement costs (rising prices, logistics problems in 2024, etc.)
- Decline in number of new housing starts
- Changes in competitive environment due to industry restructuring

#### Net sales



#### Operating profit / Operating profit to net sales ratio



- \* Net sales from FY2021 onward show figures after the application of the revenue recognition standard.
- \* Due to organizational restructuring in FY2022, actual figures for FY2021 have been retrospectively applied.

#### Combination of the market-out approach and our strengths

#### Relevant main materiality issues



**Creating Connections** 

Support sustainable environment building and town building



Respond to climate change (realize a resilient society)



Realize a safe and secure society through service with good products

#### YUASA TRADING Group's strengths

Leading exterior sales capabilities in Japan

Ability to propose solutions by department specialized in resilience

Plan and propose building materials with outstanding functionality and design

# **Example of "TSUNAGU" innovation**

[Materiality] Support sustainable environment building and town building



Strengths Plan and propose building materials with outstanding functionality and design

## Provide solutions that combine high functionality with designs that complement the surrounding scenery

The Building Supplies & Exterior Business Unit develops products and services used in business fields intimately connected to everyday life, such as those used in neighborhood and city blocks, commercial facilities and buildings, as well as in residential areas. YUASA TRADING Group aspires to be a source of proposals for new lifestyles that confer a sense of comfort and convenience through the resolution of societal issues with which all of us are familiar.

For example, in collaboration with makers, we are focusing efforts on the development and proposal of products that combine functionality with design. Such proposals include solar panel equipped carports and bikeports, for use in factories. commercial facilities, and residences, and illuminated bollards that enhance the aesthetics of sidewalks at night. We will continue to engage in initiatives for the provision of high-value-added solutions that cater to the growing demand for the renewal of social infrastructure.



Develop a product lineup to contribute to carbon neutrality, including solar car ports

# **Construction Market Headquarters**

Introduction

**Construction Machines Business Unit** 

We will create new added value by connecting "goods" and "services," and contribute to sustainable town building.



#### Main business fields

 Manufacture, sale, and rental of construction machinery/materials, and container houses

[Risks]

population

material costs

Decline in number of new

Manpower shortages due

to a decline in the working

Protraction of construction

period due to soaring labor and

construction projects

Event and furnishing business

#### Relevant main markets

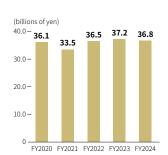
- Construction (construction, road construction, plants, etc.)
- Manufacturing (factories, construction machinery/materials manufacturers, etc.)
- Construction equipment rental
- Logistics and warehousing
- Reuse Market
- Service industry such as event companies

#### Market environment

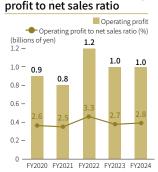
### [Opportunities]

- Demand for infrastructure development to respond to disasters, disaster prevention, and mitigation
- Promotion of DX, automation, and carbon neutrality at construction sites
- Improvement of working environments
- Responses in various forms to decaying social infrastructure (repairs to roads and water supply pipes)

#### Net sales



# Operating profit / Operating



\* Net sales from FY2021 onward show figures after the application of the revenue recognition standard.

#### Combination of the market-out approach and our strengths

#### Relevant main materiality issues



**Creating Connections** 

Support cyclical society (rental)



Support sustainable environment building and town building



**Promote Digital Business** 

#### YUASA TRADING Group's strengths

Nationwide network of construction equipment rental businesses

Proven track record in used construction, agricultural, and other machinery auction (YUMAC auction) business

Provide one-stop solutions from container house manufacturing to event management

# **Example of "TSUNAGU" innovation**

[Materiality] Support sustainable environment building Strengths Provide one-stop solutions and town building

## Promote event and furnishing business through enhancement of the Group's network

YUASA TRADING Group is undertaking initiatives for the expansion of its sharing business, which is one of the Group's growth strategies. It is mainly performed by YUASA MACROS CO., LTD., a company which operates event management and housing rental business. LINE-UP CO.,LTD., which joined the Group in March 2025 through M&A, operates event setting and furnishing services in Tokyo, Osaka, and the Chubu regions. This company has extensive experience and a proven track record in setting up various kinds of events and exhibitions, including the Tokyo 2020 Olympic and Paralympic Games, as well as completing layout changes through installation, and dismantling and removal operations for major home centers and drugstores. We are committed to expanding related business areas by effectively utilizing each other's resources in collaboration with companies such as the shipping container house manufacturing specialist, FUJI QUALITY HOUSE CO., LTD., thereby further enhancing our corporate value.



Event setup and furnishing services provided by LINE-UP CO.,LTD.

#### **Core Businesses**

### **Energy Business Unit**

We will realize a stable supply of energy suitable for a smart and decarbonized society.

Introduction

#### Main business fields

- Sales of petroleum products (fuels for automobiles/marine vessels)
- Sales of products related to car care and maintenance, etc.

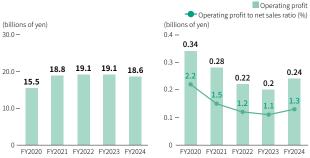
#### Relevant main markets

- Gas station operation
- Car rental and used car sales markets
- Marine fuel market

## Net sales

**Creating Connections** 

### Operating profit / Operating profit to net sales ratio



\* Net sales from FY2021 onward show figures after the application of the revenue recognition standard.

### Relevant main materiality issues



Realize a safe and secure society through service with good products



Respond to climate change (realize a resilient society)



Support cyclical society (rental and sharing)

## Other (Consumer Products & Lumber) Business Units

We will propose products that support a sustainable lifestyle.

#### Main business fields

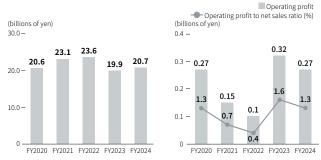
• Sale of consumer goods such as seasonal appliances and cooking appliances, as well as wood products

#### Relevant main markets

- Consumer Products: Electronics mass merchandisers, home improvement centers, and online sales
- Lumber: Building material wholesalers, manufacturers, and forestry cooperatives

#### Net sales

#### Operating profit / Operating profit to net sales ratio



\* Net sales from FY2021 onward show figures after the application of the revenue recognition standard.





## Relevant main materiality issues



Create co-creation value -"TSUNAGU"



Realize a safe and secure society through service with good products



Respond to climate change (realize a resilient society)



# Expanding into New Markets (Long-term Care & Medical/Food Equipment/Agriculture Process)

We aim to develop the core business strengths we have cultivated in growth markets and turn them into new primary sources of revenue for the future.

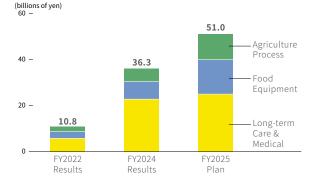
# Outcomes from Promotion of Our New Business Strategy

As part of our growth strategy, we aim to develop and expand the core business strengths we have cultivated to date in "Long-term Care & Medical," "Food Equipment," and "Agriculture Process" into new markets, and position them as our New Business Strategies.

These industry sectors are indispensable to peoples' lives and are not easily affected by economic trends, so we believe that this strategy will contribute to the stability of the Group's business. In the fiscal year ending March 31, 2026, we are targeting sales of ¥51.0 billion, equivalent to nearly 10% of our company-wide sales target (¥550.0 billion), from these three strategies combined.

The actual amount for the fiscal year ended March 31, 2025 was ¥36.3 billion, more than tripling from the ¥10.8 billion recorded in the fiscal year ended March 31, 2023. We aim to make this a new primary source of revenue for our group by developing new products and services through "TSUNAGU" innovation, and by proposing personnel, labor-saving, and carbon-neutral solutions for nursing care and medical facilities, food factories, and agricultural facilities.

#### **Progress in Our New Business Strategy Sectors**



#### **Topics**

**Creating Connections** 

Introduction

#### **Status of Our Main Initiatives**

# Long-term Care & Medical: Solutions to on the ground social issues

In addition to providing one-stop carbon neutral support ranging from energy-saving assessments to the installation of high-efficiency air conditioning and LED lighting, we are also promoting the installation of equipment and devices for use in nursing care and medical facilities, such as care home beds and clean partitions.



Installation of LED lighting in medical facilities

# Food Equipment: Proposal for smart manufacturing in food production facilities

In the food sector, we are advancing solution proposals that leverage digital technologies to address labor shortages and enhance operational efficiency in food production plants.

Our group has developed and marketed the F[ai]ND OUT series Al inspection system, which automates the detection of foreign objects and defective products using Al cameras, a task that previously required human inspection. This system is already seeing ongoing adoption in production facilities for beverages, seasonings, and processed foods. We are also promoting solutions that contribute to factory digital transformation (DX), including transport robots well suited to environments where water and oil are present, as

well as wearable devices that allow remote monitoring and coordination to handle equipment malfunctions and carry out maintenance.

Furthermore, by utilizing strengths cultivated through our core business, we are driving comprehensive proposals for construction and renovation of food production facilities. In the package plans we propose, we offer a combination of a diverse range of machinery and equipment that is essential to food production facilities, including processing equipment, packaging machines, and production and transport lines, along with the necessary installation and replacement plan designs. In this way, we are creating unique value that goes beyond one-off product sales. Furthermore, in response to expanding global demand for cold chains (low-temperature logistics), we are promoting initiatives relating to blast chillers and refrigerator/freezer containers, primarily in Japan and Thailand.

# Agriculture Process: Creating value through our labor-saving and efficiencies proposals and company networks

We offer manpower reduction, labor-saving and efficiency solutions for agricultural sites to address the decline in farmers and steep rises in feed prices.

We are developing and providing products and services that meet the needs of farmers, such as harvest transportation systems that use "AgileX" four-wheeled Unmanned Ground Vehicles (UGV), strong on rough terrain, and the Appenki for the dairy industry that contributes to self-sufficiency in feedstuffs and helps reduce procurement costs. In addition, utilizing our distribution network of used construction equipment, we regularly hold auctions of domestically produced used farming equipment at our five company-owned Japan-wide locations and via the Internet.

We will continue to work to solve social issues in the agricultural sector by leveraging the Group's strengths to create added value.

Introduction

# **Key Financial Data**

**Securities Report** https://www.yuasa.co.jp/en/ir/



Net sales													(fiscal year)
Operating profit         of your solutions of least of solutions of solutions of solutions of least of solutions of solutions of solutions of solutions of least of least of solutions of solution	Financial Data (consolidated)	Unit	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021*	FY2022	FY2023	FY2024
Ordinary profit Ordinary profi	Net sales		441,723	442,042	446,335	461,749	493,627	491,348	432,185	462,725	504,806	526,569	528,387
Profit attributable to owners of parith of yen	Operating profit		9,815	10,357	10,923	11,402	12,517	11,871	8,983	11,880	14,599	14,723	15,761
parent         of yen         1,494         1,190         1,111         8,261         9,088         8,950         6,930         8,058         10,079         11,812         10,424           Total assets         millions of yen         204,897         202,891         216,384         235,022         247,747         237,071         237,487         259,413         271,218         290,989         287,635           Interest-bearing debt         millions of yen         11,935         4,972         3,117         3,138         3,048         4,290         4,472         3,709         3,691         7,421         6,690           Net cash provided by (used in) ordigen         millions of yen         12,476         9,114         11,908         6,645         4,387         12,970         5,982         10,213         8,338         24,094         15,982           Net cash provided by (used in) ordigen         millions of yen         3,550         (599)         (3,652)         (13,355)         (873)         (2,843)         (3,509)         4,776         (2,845)         (34,240)         (9,965)           Net cash provided by (used in) ordigen         millions of yen         (11,810)         (8,982)         (5,501)         (2,418)         (3,182)         (3,509)         4,776	Ordinary profit		10,353	11,039	11,704	12,149	13,437	12,804	10,011	11,744	15,382	15,737	16,010
The provided by (used in) of yen of	Profit attributable to owners of parent		7,494	7,190	7,777	8,261	9,038	8,950	6,930	8,058	10,079	11,812	10,242
Net cash provided by (used in) of yen   11,935   4,972   3,117   3,138   3,048   4,290   4,472   3,109   3,691   1,421   5,690	Total assets		204,897	202,891	216,984	235,022	247,747	237,071	237,487	259,413	271,218	290,989	287,635
Net cash provided by (used in) operating activities of yen of yen of yen of yen operating activities of yen yen yen yen yen yen yen yen of yen yen yen yen yen yen yen of yen yen yen yen yen yen yen yen yen of yen	Interest-bearing debt		11,935	4,972	3,117	3,138	3,048	4,290	4,472	3,709	3,691	7,421	6,690
Operating activities         of yen         12,476         9,114         11,908         6,645         4,387         12,970         5,982         10,213         8,338         24,094         15,982           Net cash provided by (used in) investing activities         millions of yen         3,550         (589)         (3,652)         (1,355)         (873)         (2,843)         (3,509)         4,776         (2,845)         (34,240)         (9,965)           Net cash provided by (used in) of yen         millions of yen         (11,810)         (8,982)         (5,501)         (2,418)         (3,182)         (3,509)         (3,713)         (3,553)         (6,890)         (478)         (4,797)           EPS (basic earnings per share)         yen         340.82         326.27         352.45         373.22         408.27         403.55         313.03         364.54         466.23         561.88         487.11           BPS (net assets per share)         yen         2,369.99         2,573.88         2,910.02         3,236.29         3,464.20         3,635.18         4,057.16         4,160.75         4,483.99         4,848.90         5,175.40           Dividend per share         yen         -         100         95         110         140         150         100	Net debt to equity ratio	times	( 0.37)	( 0.45)	( 0.47)	( 0.46)	( 0.44)	( 0.49)	( 0.42)	( 0.54)	( 0.51)	( 0.34)	( 0.34)
investing activities of yen 3,550 (589) (3,652) (1,355) (873) (2,843) (3,509) (3,713) (3,553) (6,890) (478) (4,797) (1,810) (8,982) (5,501) (2,418) (3,182) (3,509) (3,713) (3,553) (6,890) (478) (4,797) (1,810) (8,982) (5,501) (2,418) (3,182) (3,509) (3,713) (3,553) (6,890) (478) (4,797	Net cash provided by (used in) operating activities		12,476	9,114	11,908	6,645	4,387	12,970	5,982	10,213	8,338	24,094	15,982
financing activities of yen (11,810) (6,962) (3,301) (2,418) (3,182) (3,509) (3,113) (3,535) (6,690) (416) (4,191) (4,	Net cash provided by (used in) investing activities		3,550	( 589)	(3,652)	(1,355)	( 873)	( 2,843)	(3,509)	4,776	( 2,845)	( 34,240)	( 9,965)
BPS (net assets per share) yen 2,369.99 2,573.88 2,910.02 3,236.29 3,464.20 3,635.18 4,057.16 4,160.75 4,483.99 4,848.90 5,175.40  Dividend per share yen - 100 95 110 140 150 100 123 140 182 190  ROA (return on assets) % 5.0 5.4 5.6 5.4 5.6 5.3 4.2 4.7 5.8 5.6 5.5  ROE (return on equity) % 15.6 13.2 12.9 12.2 12.2 11.4 8.1 8.9 10.8 12.0 9.7  Equity ratio % 25.5 34.9 35.0 37.8	Net cash provided by (used in) financing activities		(11,810)	( 8,982)	(5,501)	(2,418)	(3,182)	(3,509)	(3,713)	(3,553)	( 6,890)	(478)	(4,797)
Dividend per share         yen         —         100         95         110         140         150         100         123         140         182         190           ROA (return on assets)         %         5.0         5.4         5.6         5.4         5.6         5.3         4.2         4.7         5.8         5.6         5.5           ROE (return on equity)         %         15.6         13.2         12.9         12.2         12.2         11.4         8.1         8.9         10.8         12.0         9.7           Equity ratio         %         25.5         28.0         29.6         30.5         30.9         34.0         37.7         35.5         34.9         35.0         37.8	EPS (basic earnings per share)	yen	340.82	326.27	352.45	373.22	408.27	403.55	313.03	364.54	466.23	561.88	487.11
ROA (return on assets)	BPS (net assets per share)	yen	2,369.99	2,573.88	2,910.02	3,236.29	3,464.20	3,635.18	4,057.16	4,160.75	4,483.99	4,848.90	5,175.40
ROE (return on equity) % 15.6 13.2 12.9 12.2 12.2 11.4 8.1 8.9 10.8 12.0 9.7  Equity ratio % 25.5 28.0 29.6 30.5 30.9 34.0 37.7 35.5 34.9 35.0 37.8	Dividend per share	yen	_	100	95	110	140	150	100	123	140	182	190
Equity ratio % 25.5 28.0 29.6 30.5 30.9 34.0 37.7 35.5 34.9 35.0 37.8	ROA (return on assets)	%	5.0	5.4	5.6	5.4	5.6	5.3	4.2	4.7	5.8	5.6	5.5
	ROE (return on equity)	%	15.6	13.2	12.9	12.2	12.2	11.4	8.1	8.9	10.8	12.0	9.7
Total payout ratio % 24.9 30.6 27.0 29.5 34.3 37.2 31.9 33.7 67.0 34.9 39.4	Equity ratio	%	25.5	28.0	29.6	30.5	30.9	34.0	37.7	35.5	34.9	35.0	37.8
	Total payout ratio	%	24.9	30.6	27.0	29.5	34.3	37.2	31.9	33.7	67.0	34.9	39.4

 $<sup>^{\</sup>star}$  Net sales from FY2021 onward show figures after the application of the Accounting Standard for Revenue Recognition

# **Non-financial Data**

Introduction

[Non-consolidated] YUASA TRADING CO., LTD. [Group companies] Subsidiaries and affiliates

(excluding LINE-UP CO., LTD. and companies accounted for using the equity method)



#### **Environment-related Data**

CO <sub>2</sub> emissions (Scopes 1 & 2)		Unit	FY2022	FY2023	FY2024
	Scope1	t-CO <sub>2</sub>	1,025	995	970
[Non-consolidated]	Scope2	t-CO <sub>2</sub>	1,232	813	722
	Scope1+2	t-CO <sub>2</sub>	2,257	1,808	1,692
	Scope1	t-CO <sub>2</sub>	3,020	3,094	3,337
[Group companies]	Scope2	t-CO <sub>2</sub>	1,405	1,431	1,417
	Scope1+2	t-CO <sub>2</sub>	4,425	4,526	4,754
[Non-consolidated + Group companies]	Scope1+2	t-CO <sub>2</sub>	6,682	6,335	6,447

	[Non-consolidated] Scope 3 Categories	Unit	FY2024
1	Purchased goods and services	t-CO <sub>2</sub>	1,030,167
2	Capital goods	t-CO <sub>2</sub>	1,103
3	Fuel- and energy-related activities not included in Scope 1 or 2	t-CO <sub>2</sub>	425
5	Waste generated in operations	t-CO <sub>2</sub>	543
6	Business travel	t-CO <sub>2</sub>	1,716
7	Employee commuting	t-CO <sub>2</sub>	433

- Notes: 1. Categories 4, 9, 10, 11, and 12: It has not been possible to estimate these at this point in time because of difficulty in

  - obtaining data, due to the wide variety of product items handled.

    2. Categories 8, 13, 14, and 15: No corresponding activities.

    3. Category 5 (only) is the actual value for YUASA TRADING CO., LTD. and Group companies within Japan.

Employee Data [Non-consolidated]	
Number of employees*1	

Employee Data [Non-consolidated]		Unit	FY2022	FY2023	FY2024
Number of employees*1 (figures in parentheses are consolidated)		persons	1,103 (2,533)	1,184 (2,621)	1,264 (2,891)
	(Male)	persons	660	686	716
	(Female)	persons	443	498	548
Number of employees in comprehensive work position		persons	795	800	846
	(Male)	persons	762	768	799
	(Female)	persons	33	32	47
Percentage of female employees in comprehensive work position		%	4.2	4.0	5.6
Percentage of female managers		%	1.9	2.0	1.7

# Employee Data [Non-consolidated]

• • •		Unit	FY2022	FY2023	FY2024
New graduate employees (total)		persons	57	76	70
	(Male)	persons	35	43	34
	(Female)	persons	22	33	36
New graduate employees in comprehensive work position	on (total)	persons	39	46	42
	(Male)	persons	35	43	34
	(Female)	persons	4	3	8
Percentage of new graduate female employees in compr work position	rehensive	%	10.3	6.5	19.0
New graduate general office work employees (total)		persons	18	30	28
Percentage of permanent employees who are mid-caree	r recruits	%	29.9	32.0	34.7
Number of employees with disabilities		persons	20	24	24

**ESG Data** 

#### Working Practices Data [Non-consolidated]

	Unit	FY2022	FY2023	FY2024
Full-time employees: Average annual income*2	thousands of yen	7,950	8,195	8,209
(Male)	thousands of yen	9,479	9,877	9,875
(Female	) thousands of yen	5,315	5,570	5,666
Full-time employees: Percentage of average annual income received by females*2,3	%	56.1	56.4	57.4
Contract and part-time employees: Percentage of average annual income received by females*2	%	53.9	49.4	50.6
All employees: Percentage of average annual income received by females $^{\star 2}$	%	55.4	55.8	57.0
Percentage of male employees taking childcare leave and leave for the purpose of childcare	%	78.1	72.5	74.4
Percentage of taking paid leave*1	%	62.8	67.8	64.0
Average hours of labor*1	hours	1,955	1,934	1,923

### Occupational Safety and Health Data

	Offic	112022		112027
Percentage of health checkups*1	%	100.0	100.0	100.0
Stress check rate*1	%	100.0	99.4	99.8
Number of fatalities*1	persons	0	0	0
Number of fatal incidents*1	cases	0	0	0
Number of negligent incidents of injury or death*1	cases	0	0	0
Number of occupational injuries*1	persons	0	0	0

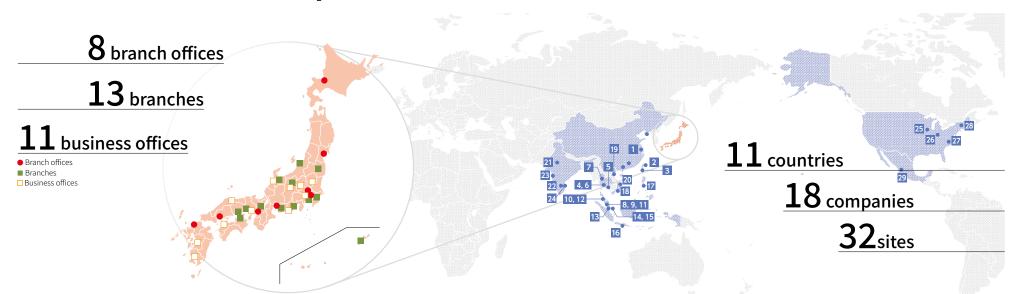
#### **Governance-related Data**

		Unit	FY2022	FY2023	FY2024
Number of Directors (including Outside Directors)		persons	8	9	9
	(Male)	persons	7	8	7
	(Female)	persons	1	1	2
Percentage of female Directors (including Outside Directors)		%	12.5	11.1	22.2

<sup>\*1</sup> Excludes seconded employees. \*2 Excludes overseas seconded employees. \*3 There is no wage difference between men and women who have the same role grade age and evaluation in the same job duties.

# YUASA TRADING Group Network (as of May 31, 2025)

Introduction



#### **Domestic Network**

- Head Office / Kanto Branch Office
- Hokkaido Branch Office
- Tohoku Branch Office
- Koriyama Branch
- Niigata Branch
- Nagano Branch
- Matsumoto Business Office
- Kita-Kanto Branch Office

- □ Takasaki Business Office ■ Utsunomiya Business Office
- Higashi-Kanto Branch
- Nishi-Kanto Business Office
- Yokohama Branch
- Shizuoka Branch
- ☐ Hamamatsu Business Office
- Okazaki Branch
- Chubu Branch Office
- Hokuriku Branch
- ☐ Kanazawa Business Office
- Kyoto Branch Kansai Branch Office
- ☐ Kobe Business Office

■ Himeii Branch

- Okayama Branch
- Shikoku Branch
- ☐ Matsuyama Business Office
- Chugoku Branch Office
- ☐ Yonago Business Office
- Kyushu Branch Office
- ☐ Kyushu Central Business Office
- ☐ Kagoshima Business Office
- Okinawa Branch

## **Group Companies in Japan**

- KOKKO CO., LTD.
- YUASA NEOTEC CO., LTD.
- YOUR TECHNICA CO., LTD.
- ROBOT ENGINEERING CO., LTD.
- NAKAGAWA KINZOKU CO., LTD.
- YUASA PRIMUS CO., LTD.
- YUKO CORPORATION
- MARUBOSHI CO., LTD.

- SANEI CO., LTD.
- FUSHIMAN SHOJI CO., LTD.
- YUASA QUOBIS CO., LTD.
- URAYASU KOGYO CO., LTD.
- YUASA LUMBER CO., LTD.
- YUASA MACROS CO., LTD.
- FUJI QUALITY HOUSE CO., LTD.
- LINE-UP CO., LTD.

- MARUKEN SERVICE CO., LTD.
- YUASA NENRYO CO., LTD.
- OCHUBU IBI CO., LTD.
- YUASA SYSTEM SOLUTIONS CO., LTD.
- YUASA BUSINESS SUPPORT CO., LTD.
- connectome.design inc.

#### **Overseas Network**

YUASA TRADING (SHANGHAI) CO., LTD.

[Headquarters] Shanghai [Branches] Dalian Branch / Suzhou Branch / Guangzhou Branch

YUASA TRADING (TAIWAN) CO., LTD. [Headquarters] Taipei 2 [Branches] Taichung 3

#### Thailand

- YUASA TRADING (THAILAND) CO., LTD. [Headquarters] Bangkok 4 [Branch] Sriracha 5
- YUASA ENGINEERING SOLUTION (THAILAND) CO., LTD. [Headquarters] Bangkok
- HENKO TECHNOLOGIES (THAILAND) CO., LTD. [Headquarters] Pathum Than

#### Malaysia

- YUASA MECHATRONICS (M) SDN. BHD.
- NICHI-MA SEIKO REMANUFACTURING (M) SDN. BHD. [Headquarters] Kuala Lumpur
- BME INDUSTRIES (M) SDN.BHD.
   [Headquarters] Penang 10 [Branch] Kuala Lumpur 11
- BME TECHNICS SDN. BHD. ID
- [Headquarters] Penang HENKO MACHINE TOOLS SDN. BHD. 13 [Headquarters] Johor Bahru

#### Singapore

- HENKO (S) PTE.LTD. III
- HENKO MACHINE TOOLS PTE, LTD, 15 [Headquarters] Singapore

#### Indonesia

 PT. YUASA SHOJI INDONESIA [Headquarters] Cikarang

#### The Philippines

 YUASA TRADING (PHILIPPINES) INC. [Headquarters] Manila

#### Vietnam

- UASA TRADING VIETNAM CO.,LTD.
- [Headquarters] Ho Chi Minh City 18 [Branch] Hanoi 19 Da Nang 20

 YUASA TRADING INDIA PRIVATE LIMITED [Headquarters] Gurugram 21

[Branch] Bangalore 22 Pune 23 Chennai 24

#### U.S.

YUASA-YI, INC.

[Headquarters] Chicago 25 [Branch] Cincinnati 26 South Carolina 27 New England 28

### Mexico

 YUASA SHOJI MEXICO. S.A. DE C.V. 29 [Headquarters] León

# Share Information (as of March 31, 2025)

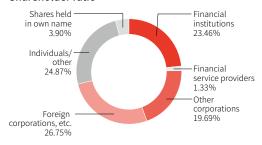
Total number of authorized shares ......40,000,000 shares

Total number of issued shares 22,100,000 shares (including treasury share of 861,862 shares)

## Number of shareholders ----- 7,472

\*1 The number of shares constituting one unit is 100 shares.

#### Shareholder ratio



#### Major shareholders (top 10)

Introduction

Shareholder name	Number of shares (thousand shares)	Ratio of shareholding (%)
The Master Trust Bank of Japan, Ltd.	2,674	12.59
HIKARI TSUSHIN, INC.	1,001	4.71
YUASA Tankyo Shareholding Association	959	4.51
The Nomura Trust and Banking Co., Ltd.	884	4.16
BNYM AS AGT/CLTS 10PERCENT	868	4.09
Custody Bank of Japan, Ltd.	841	3.95
East YUASA Yamazumi Shareholding Association	654	3.08
West YUASA Yamazumi Shareholding Association 632 2.97	607	2.86
YUASA Trading Employee Shareholding Association	540	2.54
STATE STREET BANK AND TRUST CLIENT OMNIBUS ACCOUNT OM02 505002	483	2.27

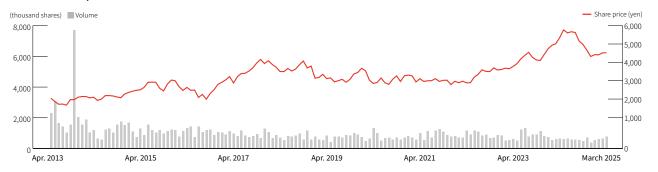
- \*2 The numbers of shares shown in the above list are rounded down to the nearest thousand shares.
- \*3 The ratio of shareholding is calculated by deducting treasury stock and rounded down to the second decimal place.
- \*4 The Company holds 861 thousand shares as treasury shares, which is not included in the above table. Further, the Company shares (206 thousand shares) held by the Board Incentive Plan are not included in treasury shares.
  \*5 of the trust bank holding listed above, the number of shares related to trust operations of trust banks is as follows.

The Master Trust Bank of Japan, Ltd.	2,674 thousand shares
The Nomura Trust and Banking Co., Ltd.	884 thousand shares
Custody Bank of Japan, Ltd.	841 thousand shares

# Shares issued to executives of the YUASA TRADING as compensation for the execution of their duties during the fiscal year under review

Categories	Number of shares	Number of grantees
Directors (excluding Outside Directors)	7,000 shares	1

## Trends of stock price and volume



# **Company Profile**

(as of March 31, 2025)



Company name · · · · · YUASA TRADING CO., LTD.

**Headquarters** ...... 7, Kanda-Mitoshirocho,

Chiyoda-ku, Tokyo

Founded ----- March 1666

**Established .....** June 25, 1919

Number of employees ----- 2,891 (consolidated)

1,264 (non-consolidated)

**Stock exchange listing** ------ Prime Market of Tokyo Stock Exchange

Security code ..... 8074

**Fiscal year** ..... April 1 – March 31 of the following year

(fiscal year ends in March)

Main financial institutions · · · [Banking]

Sumitomo Mitsui Banking Corporation

[Life insurance]

SUMITOMO LIFE INSURANCE COMPANY

[General insurance]

Mitsui Sumitomo Insurance Company,

Limited [Securities]

Nomura Securities Co., Ltd.