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May 10, 2024

Consolidated Financial Results for the Fiscal Year Ended March 31, 2024 (Under Japanese GAAP)

Company name: YUASA TRADING CO., LTD.
Listing: Tokyo Stock Exchange
Securities code: 8074
URL: <https://www.yuasa.co.jp/en/>
Representative: Hiroyuki Tamura, Representative Director, President & CEO
Inquiries: Hideki Tani, General Manager Finance Dept.
Telephone: +81-3-6369-1366
Scheduled date of ordinary general meeting of shareholders: June 26, 2024
Scheduled date to commence dividend payments: June 6, 2024
Scheduled date to file annual securities report: June 26, 2024
Preparation of supplementary material on financial results: Yes
Holding of financial results briefing: Yes

(Yen amounts are rounded down to millions, unless otherwise noted.)

1. Consolidated financial results for the fiscal year ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

(1) Consolidated operating results

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Fiscal year ended March 31, 2024	526,569	4.3	14,723	0.9	15,737	2.3	11,812	17.2
March 31, 2023	504,806	9.1	14,599	22.9	15,382	31.0	10,079	25.1

Note: Comprehensive income For the fiscal year ended March 31, 2024: ¥11,201 million [20.7%]
For the fiscal year ended March 31, 2023: ¥9,280 million [85.9%]

	Basic earnings per share	Diluted earnings per share	Profit attributable to owners of parent/equity	Ordinary profit/total assets	Operating profit/net sales
Fiscal year ended	Yen	Yen	%	%	%
March 31, 2024	561.88	559.69	12.0	5.6	2.8
March 31, 2023	466.23	464.11	10.8	5.8	2.9

Reference: Share of profit (loss) of entities accounted for using equity method
For the fiscal year ended March 31, 2024: ¥(26) million
For the fiscal year ended March 31, 2023: ¥(52) million

(2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
March 31, 2024	290,989	102,409	35.0	4,848.90
March 31, 2023	271,218	95,240	34.9	4,483.99

Reference: Equity

As of March 31, 2024: ¥101,854 million

As of March 31, 2023: ¥94,677 million

(3) Consolidated cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
Fiscal year ended	Millions of yen	Millions of yen	Millions of yen	Millions of yen
March 31, 2024	24,094	(34,240)	(478)	42,044
March 31, 2023	8,338	(2,845)	(6,890)	52,395

2. Cash dividends

	Annual dividends per share					Total cash dividends (Total)	Dividend payout ratio (Consolidated)	Ratio of dividends to net assets (Consolidated)
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
Fiscal year ended March 31, 2023	–	60.00	–	80.00	140.00	3,015	30.0	3.2
Fiscal year ended March 31, 2024	–	86.00	–	96.00	182.00	3,863	32.4	3.9
Fiscal year ending March 31, 2025 (Forecast)	–	72.00	–	118.00	190.00		33.3	

Notes: 1. Total cash dividends for the fiscal year ended March 31, 2023 include dividends of ¥23 million for the Company's shares owned by the Board Incentive Plan (BIP) Trust.

2. Total cash dividends for the fiscal year ended March 31, 2024 include dividends of ¥40 million for the Company's shares owned by the Board Incentive Plan (BIP) Trust.

3. Consolidated earnings forecasts for the fiscal year ending March 31, 2025 (from April 1, 2024 to March 31, 2025)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Six months ending September 30, 2024	249,200	1.2	6,380	7.8	6,860	7.1	4,560	(29.8)	217.08
Full year	542,400	3.0	17,000	15.5	18,000	14.4	12,000	1.6	571.27

* **Notes**

- (1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): None
- (2) Changes in accounting policies, changes in accounting estimates, and restatement
- (i) Changes in accounting policies due to revisions to accounting standards and other regulations: None
 - (ii) Changes in accounting policies due to other reasons: None
 - (iii) Changes in accounting estimates: None
 - (iv) Restatement: None

(3) Number of issued shares (common shares)

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

As of March 31, 2024	22,100,000 shares
As of March 31, 2023	23,155,882 shares

(ii) Number of treasury shares at the end of the period

As of March 31, 2024	1,094,305 shares
As of March 31, 2023	2,041,301 shares

(iii) Average number of shares outstanding during the period

Fiscal year ended March 31, 2024	21,022,381 shares
Fiscal year ended March 31, 2023	21,620,114 shares

Note The shares of the Company held by the “Board Incentive Plan (BIP) Trust” are included in the number of treasury shares at the end of the period (223,038 shares as of March 31, 2024 and 171,096 shares as of March 31, 2023). Also, the shares of the Company held by the “Board Incentive Plan (BIP) Trust” are included in treasury shares that are deducted for calculation of the average number of shares outstanding during the period (205,300 shares for the fiscal year ended March 31, 2024 and 175,551 shares for the fiscal year ended March 31, 2023).

[Reference] Overview of non-consolidated financial results

1. Non-consolidated financial results for the fiscal year ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

(1) Non-consolidated operating results

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Fiscal year ended								
March 31, 2024	376,974	5.5	8,734	(17.1)	11,184	(14.3)	7,700	(18.2)
March 31, 2023	357,320	9.1	10,536	29.9	13,045	24.7	9,415	44.8

	Basic earnings per share	Diluted earnings per share
Fiscal year ended	Yen	Yen
March 31, 2024	366.29	364.86
March 31, 2023	435.50	433.53

2) Non-consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
March 31, 2024	260,742	82,884	31.7	3,938.88
March 31, 2023	240,783	78,048	32.3	3,688.60

Reference: Equity

As of March 31, 2024: ¥82,738 million

As of March 31, 2023: ¥77,883 million

* Financial results reports are exempt from audit conducted by certified public accountants or an audit corporation.

* Proper use of earnings forecasts, and other special matters

(Caution regarding forward-looking statements)

The forward-looking statements, including earnings forecasts, contained in this document are based on information currently available to the Company and on certain assumptions deemed to be reasonable. These statements do not purport that the Company pledges to realize such statements. Actual business and other results may differ substantially due to various factors. For the suppositions that form the assumptions for earnings forecasts and cautions concerning the use thereof, please refer to “1. Overview of Operating Results, (4) Future outlook” on page 6 of the attached material.

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1. Overview of Operating Results

(1) Overview of operating results for the fiscal year ended March 31, 2024

During the fiscal year under review (April 1, 2023 to March 31, 2024), despite the normalization of economic activities and gradual recovery in the business climate, the outlook for the Japanese economy remained uncertain due to an increase of geopolitical risks such as the protracted situation in Ukraine and the tension in the Middle East, soaring raw material and energy prices, as well as the depreciation of the yen.

In the industrial field, production was normalized in automobile-related industries as on-vehicle semiconductor shortages waned, and demand for capital investment remained steady, particularly for EV products. In the housing and construction field, public and private capital investment remained firm, but new housing starts, mainly for detached housing, continued to remain weak.

In overseas countries, although prices of parts and raw materials and personnel expenses increased, the economies of the U.S. and Southeast Asian countries such as Thailand, India, and Indonesia showed a trend toward gradual recovery. In China, on the other hand, movement toward economic recovery came to a standstill.

Under these circumstances, the Group promotes the medium-term management plan, “Growing Together 2026,” covering the three-year period from April 2023 to March 2026, which constitutes the third and final stage of the “Yuasa Vision 360,” our ideal state for the 360th anniversary of the Company’s founding in 2026. We will promote business reforms based on “corporate culture reform,” “DX promotion,” and “sustainability promotion,” with the aim of enhancing corporate value by developing market-out businesses addressing both sales of products and sales of services in the fields of manufacturing, home building, environment building, and town building.

Under “corporate culture reform,” we are advancing the YUASA PRIDE Project (Work Satisfaction Increasing & Regard for the Individual Project) to increase employee engagement and engage in developing human resources capable of solving social issues through “TSUNAGU” innovation. Also, as a measure for creating environments to be able to demonstrate comprehensive strengths, challenges, and communication, we have proceeded with the “Integrated Base Construction Project” for the construction of a new head office.

Under “DX promotion,” we will support business transformation by building a data utilization infrastructure, developing DX talent, reforming business processes, and creating innovation.

Under “Sustainability promotion,” we aim to reduce the Group’s CO2 emissions by 30% by March 2026, and accelerate the carbon neutral promotion business. As part of the Group’s effort, we installed on-site solar power generation equipment for company use with the Chubu Branch Office and our group company of FUJI QUALITY HOUSE CO., LTD. Also, at the “TSUNAGU Grand Fair 2023,” which we held from July to September 2023, we worked to promote sustainable business operations, including carbon offsetting of CO2 emitted from the use of electricity at the venue.

As part of the promotion of our growth strategy, we expanded sales of robots and automation equipment, and we promoted sale of GCCP (Green control for coolant pump) that was developed in-house and for which we have already obtained a patent and the “AI Appearance Inspection System F[ai]ND OUT Series EX,” which realizes greater automation and efficiency in product inspection. Also, we jointly developed “Twin Pick,” an automated picking conveyor system designed to work in logistics facilities’ limited space. We plan to introduce the system to the public at the Company’s Kanto Logistics Center, for future system sales after May 2024.

For the overseas strategy, a new South Asia Block was established to strengthen the regional strategy, particularly in Thailand. In March 2024, we also resolved to acquire shares of the HENKO Group, a machinery trading company operating in Southeast Asia, to strengthen plant equipment sales to locally capitalized companies in the ASEAN region. We have also developed a structure to expand our overseas business, including initiatives for the “YUASA Grand Fair in Thailand,” a comprehensive exhibition to be held in February 2025 under the theme of “Connecting (TSUNAGU) Japanese and Thai Cultures.”

As a result, Group consolidated net sales for the fiscal year under review were ¥526,569 million (up 4.3% year on year). Operating profit was ¥14,723 million (up 0.9% year on year), ordinary profit was ¥15,737 million (up 2.3% year on year), and profit attributable to owners of parent was ¥11,812 million (up 17.2% year on year). Taking into consideration the aforementioned operating results as well as the need to strengthen our financial position and increase internal reserves for business expansion, the Board of Directors resolved on May 10, 2024 to pay a year-end ordinary dividend of ¥96 per share for the fiscal year

under review. As a result, the annual dividend, including the interim dividend of ¥86 per share paid in December 2023, will be ¥182 per share, resulting in a consolidated shareholder return ratio of 34.9% including the purchase of treasury shares (a total amount of ¥261 million in treasury shares purchased during the fiscal year under review).

Results by reportable segment are as follows:

<Industrial Equipment & Tools Division>

In the Industrial Equipment & Tools Division, sales of mainstay cutting tools have been strong since the beginning of the year due to growth in demand for parts machining in the automotive-related industry, particularly for EV products.

Under these circumstances, we focused on expanding sales of energy-saving products in response to realizing carbon neutrality and on proposing local 5G solutions aimed at realizing smart factories, which save labor and achieve automation, resulting in net sales of ¥79,742 million (up 3.0% year-on-year).

<Machine Tools Division>

In the Machine Tools Division, willingness for capital investment increased in the automobile-related industry, particularly for EVs, as well as in the aircraft and defense-related industries since the second quarter. The economies in the U.S. and South-East Asian countries remained firm, but sales conditions were difficult both domestically and overseas due to the impact of the economic slowdown in China. The order environment, on the other hand, remained difficult in both domestic and overseas markets, but there were finally signs of improvement in the order environment from the fourth quarter onward, including large-scale projects in semiconductor-related industries.

Under these circumstances, in addition to proposals for the processing environment solutions for processing brittle materials such as ceramics and glass and automation and energy-saving proposals utilizing robots and AI, we also worked to strengthen our proposals overseas with an overall manufacturing perspective, including carbon neutrality for entire plants, resulting in net sales of ¥118,301 million (down 0.2% year-on-year).

<Housing, Air & Fluidic Control Systems Division>

In the Housing, Air & Fluidic Control Systems Division, while the number of new housing starts for detached housing remained weak, demand for condominiums and remodeling remained firm, and housing fixtures, pipes/joints products moved solidly. Additionally, sales of equipment related to energy-saving air conditioning and sales of equipment in the renewable energy field were strong due to increasing demand focused on addressing rising energy costs and carbon neutrality.

Under these circumstances, in response to the growing demand for investments in energy conservation field in factories and such, and an increase in redevelopment projects mainly in the Tokyo metropolitan area and major cities, sales of pipes/joints products for non-residential use and high-efficiency equipment related to air conditioning have increased. Also, efforts such as system proposals for solar panels, storage batteries, and other products to become carbon neutral and strengthening engineering capability resulted in net sales of ¥197,688 million (up 11.1% year on year).

<Building Supplies & Exterior Division>

For the Building Supplies & Exterior Division, sales of building hardware and exterior products centered on fences remained strong due to an increase in redevelopment projects and condominium and hotel construction, mainly in the Tokyo metropolitan area, as well as an increase in the construction of logistics facilities. Public works investment also demonstrated underlying strength, particularly for products for countermeasures against natural disasters and traffic accidents.

Under these circumstances, net sales were ¥54,404 million (up 5.4% year on year) as a result of the division focusing on package proposing for resilience products such as solutions for flood-control measures and exterior products to contribute to creating walkable towns, and focusing on sales expansion of protective fences and impact-resistant bollards as part of pedestrian protection measures, and fabrication hardware related to construction.

<Construction Machines Division>

For the Construction Machines Division, private capital investment remained steady, along with public works projects such as infrastructure development and disaster prevention/mitigation works. On the other hand, we continued to see soaring material price, the work-style reform in the construction industry, construction delays due to a shortage of construction skilled workers, and long delivery times for construction equipment.

Under these circumstances, we expanded sales of CO2 visualization products for construction sites and strengthened sales of solutions for safe construction at construction and agricultural sites and products imported from overseas. At the same time, we promoted proposing disaster prevention, disaster mitigation, and BCP-related products to government agencies. In addition, we strove to expand our used construction and agricultural machines auction business and enhance container house manufacturing, and construction machines maintenance and rental functions, resulting in net sales of ¥37,286 million (up 2.1% year on year).

<Energy Division>

In the Energy Division, amid a decline in demand for gasoline due to the spread of fuel-efficient vehicles, the domestic market stabilized mainly due to the continuation of government fuel oil subsidies.

Under these circumstances, the gas station business, which operates mainly in the Tokai region, worked to strengthen services such as car rental and car maintenance businesses, in addition to car washing, automobile inspections, coatings, and others. In addition, efforts to strengthen sales of marine fuel in the Keihin area resulted in net sales of ¥19,164 million (up 0.3% year on year).

<Others>

For Others, we worked to expand sales and develop new seasonal household appliances and cooking appliances in the consumer goods business. In the e-commerce (electronic commerce) business, we strived to expand product lineup to meet consumer needs. In the wood products business, amid prolonged sluggish demand for both imported and domestic timber, we strengthened sales of non-residential products such as wooden crates for packing made from imported timber. For domestic timber, we focused on developing new suppliers and building sales networks while also developing private-brand products.

As a result, net sales were ¥19,981 million (down 15.5% year on year).

(2) Overview of financial position as of March 31, 2024

(Assets)

As of March 31, 2024, total assets were ¥290,989 million, an increase of ¥19,771 million from the end of the previous fiscal year. This was primarily due to increases in land acquired to build the new head office of ¥31,420 million and in electronically recorded monetary claims - operating of ¥8,181 million, despite decreases in cash and deposits of ¥10,347 million and retirement benefit asset of ¥12,667 million.

(Liabilities)

Total liabilities at the end of the fiscal year under review increased by ¥12,602 million from the end of the previous consolidated fiscal year to ¥188,580 million. This was mainly due to increases of ¥10,406 million in electronically recorded obligations - operating and ¥2,910 million in long-term borrowings, while income taxes payable decreased by ¥2,324 million.

(Net assets)

Total net assets at the end of the fiscal year under review increased ¥7,169 million from the end of the previous fiscal year to ¥102,409 million. This was mainly due to an increase in retained earnings of ¥5,645 million as a result of recording profit attributable to owners of parent, and an increase of ¥2,247 million from a cancellation of treasury shares, while there was a decrease of ¥2,418 million from remeasurements of defined benefit plans. As a result, the equity-to-asset ratio was 35.0% (34.9% at the end of the previous fiscal year).

(3) Overview of cash flows for the fiscal year ended March 31, 2024

Cash and cash equivalents (hereinafter, "cash") as of March 31, 2024 decreased by ¥10,351 million from the end of the previous fiscal year to ¥42,044 million.

The respective cash flow positions for the fiscal year ended March 31, 2024, and the factors thereof are as follows.

(Cash flows from operating activities)

Net cash provided by operating activities during the fiscal year under review was ¥24,094 million (up ¥15,756 million year on year). This was mainly due to decrease in retirement benefit asset caused by a partial termination of retirement benefit trust which increased net cash by ¥10,672 million and led to the recording of gain on return of retirement benefit trust of ¥3,255 million, as well as due to recording profit before income taxes of ¥16,995 million and an increase in trade payables of ¥8,706 million, while recording an increase in trade receivables of ¥5,368 million.

(Cash flows from investing activities)

Net cash used in investing activities during the fiscal year under review was ¥34,240 million (up ¥31,394 million year on year). This was primarily due to the recording of purchase of property, plant and equipment of ¥31,552 million.

(Cash flows from financing activities)

Net cash used in financing activities during the fiscal year under review was ¥478 million (down ¥6,412 million year on year). This was primarily due to proceeds from long-term borrowings of ¥5,000 million, despite the recording of dividends paid of ¥3,528 million and purchase of treasury shares of ¥530 million.

(Reference) Trends in cash flow indicators

	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Equity ratio (%)	35.5	34.9	35.0
Equity ratio on market value basis (%)	24.7	29.5	38.6
Cash flow to interest-bearing liabilities ratio (years)	0.4	0.4	0.3
Interest coverage ratio (times)	11.4	8.0	22.5

Equity Ratio: Equity / Total assets

Equity ratio on market value basis: Total market capitalization / Total assets

Cash flow to interest-bearing liabilities ratio: Interest-bearing debt / Cash flow

Interest coverage ratio: Cash flow / Paid interest

Notes: 1. All indicators are calculated based on consolidated financial figures.

2. Market capitalization is calculated by multiplying the closing stock price at the end of the period by the number of shares outstanding (less treasury shares) at the end of the period.
3. Cash flow is the net cash provided by (used in) operating activities in the consolidated statement of cash flows.
4. Interest-bearing liabilities are all liabilities on the consolidated balance sheet for which interest is paid. For interest payments, the amount of interest paid in the consolidated statement of cash flows is used.

(4) Future outlook

(i) Outlook for the next fiscal year

Regarding the future economic situation, although normalization of economic activities is expected, the economic environment is expected to remain uncertain both domestically and globally due to the impact of geopolitical risks and the impact of soaring raw materials and energy prices. On the other hand, further expansion is expected in the progression of automation and labor-saving, which utilize digital technology, and in green businesses, which aim to realize carbon neutrality. In addition, the need for resilience measures to build a safe and secure social infrastructure is expected to increase.

Under these circumstances, we will work to expand our business partner network through our business transformation by improving profitability and promoting growth strategies to achieve our medium-term management plan, “Growing Together 2026,” which began in April 2023. Specifically, we will promote solutions to social issues through “TSUNAGU” innovation and further strengthen our focus areas to expand our core businesses: Overseas, Green, Digital, Resilience & Security, New Distribution, and Sharing. In addition, as areas where we will aggressively develop products and services cultivated in our existing businesses, we have positioned Long-term Care & Medical, Food Equipment, and Agriculture Process as new businesses. We will aggressively promote them as growth drivers.

We will also promote business reform based on “corporate culture reform,” “DX promotion,” and “sustainability promotion,” develop our existing business network in the fields of manufacturing, home, environmental, and community development, and carry out business transformation with the “Market Out” approach in both single item businesses and integrated product-service transactions, enhancing our corporate value.

(ii) Basic policy on profit distribution and dividends for the current and next fiscal years

The Company’s basic policy is to maintain a dividend policy that balances appropriate and stable dividends in line with business performance as one of our important management issues, with the need to strengthen the Company’s financial position and increase internal reserves based on our growth strategy. Based on this basic policy, we will strive to meet the expectations of our shareholders by implementing a flexible dividend policy, including purchase of treasury shares as an effective means of returning profits to shareholders, while taking into consideration trends in the stock price and our financial condition. The Company’s Articles of Incorporation stipulate that matters stipulated in each item of Article 459, Paragraph 1 of the Companies Act, such as dividends of surplus, shall be determined by a resolution of the Board of Directors rather than a resolution of the General Meeting of Shareholders, except as otherwise provided by law.

Based on this basic policy, the Board of Directors has resolved at a meeting held on May 10, 2024 to pay a year-end ordinary dividend of ¥96 per share for the fiscal year under review, taking into consideration the aforementioned business performance and the enhancement of internal reserves necessary to

strengthen the Company's financial position and expand its business. As a result, the annual dividend, including the interim dividend of ¥86 per share paid in December 2023, will be ¥182 per share, resulting in a consolidated shareholder return ratio of 34.9% including the purchase of treasury shares (a total amount of ¥261 million in treasury shares purchased during the fiscal year under review).

For the next fiscal year, we plan to pay an interim dividend of ¥72 per share and a year-end dividend of ¥118 per share, for an annual dividend of ¥190 per share (consolidated shareholder return ratio of 33% or more and dividend on equity ratio [DOE] of 3.5% or more).

2. Basic policy regarding the selection of accounting standards

For the time being, our group's policy is to prepare consolidated financial statements in accordance with Japanese GAAP, taking into consideration periodic comparability of consolidated financial statements and inter-company comparability.

The Company intends to consider the application of International Financial Reporting Standards (IFRS) in the future, taking into account trends in the ratio of foreign shareholders and the application of IFRS by other domestic competitors in the same industry.

3. Consolidated financial statements and significant notes thereto
(1) Consolidated balance sheet

(Millions of yen)

	As of March 31, 2023	As of March 31, 2024
Assets		
Current assets		
Cash and deposits	52,448	42,101
Notes and accounts receivable - trade, and contract assets	121,334	118,642
Electronically recorded monetary claims - operating	30,157	38,338
Inventories	18,480	19,593
Other	3,667	3,610
Allowance for doubtful accounts	(89)	(54)
Total current assets	225,997	222,231
Non-current assets		
Property, plant and equipment		
Non-current assets for rent	5,205	5,450
Accumulated depreciation	(4,071)	(4,336)
Non-current assets for rent, net	1,133	1,114
Buildings and structures	7,620	7,227
Accumulated depreciation	(4,766)	(4,506)
Buildings and structures, net	2,853	2,721
Machinery and equipment	704	903
Accumulated depreciation	(571)	(609)
Machinery and equipment, net	133	294
Tools, furniture and fixtures	2,513	2,919
Accumulated depreciation	(2,210)	(1,931)
Tools, furniture and fixtures, net	302	988
Land	7,774	39,195
Leased assets	407	494
Accumulated depreciation	(209)	(289)
Leased assets, net	198	205
Construction in progress	1,704	199
Total property, plant and equipment	14,099	44,719
Intangible assets		
Goodwill	1,369	527
Other	1,305	3,798
Total intangible assets	2,675	4,326
Investments and other assets		
Investment securities	8,697	12,384
Long term money claims	1,079	1,048
Deferred tax assets	879	1,065
Retirement benefit asset	12,788	120
Other	5,342	5,414
Allowance for doubtful accounts	(341)	(320)
Total investments and other assets	28,445	19,712
Total non-current assets	45,220	68,758
Total assets	271,218	290,989

(Millions of yen)

	As of March 31, 2023	As of March 31, 2024
Liabilities		
Current liabilities		
Notes and accounts payable - trade	98,684	97,142
Electronically recorded obligations - operating	51,443	61,850
Short-term borrowings	3,273	4,092
Lease liabilities	111	86
Income taxes payable	5,682	3,358
Provision for bonuses	2,960	3,200
Provision for bonuses for directors (and other officers)	77	91
Other	8,289	10,121
Total current liabilities	170,523	179,943
Non-current liabilities		
Long-term borrowings	417	3,328
Lease liabilities	117	138
Deferred tax liabilities	306	395
Provision for retirement benefits for directors (and other officers)	94	91
Provision for share awards	227	254
Provision for share awards for directors (and other officers)	180	194
Retirement benefit liability	1,070	1,103
Other	3,038	3,131
Total non-current liabilities	5,454	8,636
Total liabilities	175,977	188,580
Net assets		
Shareholders' equity		
Share capital	20,644	20,644
Capital surplus	6,837	6,753
Retained earnings	67,273	72,918
Treasury shares	(5,301)	(3,053)
Total shareholders' equity	89,453	97,262
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	2,349	3,655
Deferred gains or losses on hedges	(96)	18
Foreign currency translation adjustment	505	870
Remeasurements of defined benefit plans	2,465	46
Total accumulated other comprehensive income	5,224	4,591
Share acquisition rights	165	145
Non-controlling interests	397	409
Total net assets	95,240	102,409
Total liabilities and net assets	271,218	290,989

(2) Consolidated statement of income and consolidated statement of comprehensive income
Consolidated statement of income

(Millions of yen)

	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Net sales	504,806	526,569
Cost of sales	452,382	468,933
Gross profit	52,424	57,635
Selling, general and administrative expenses	37,825	42,912
Operating profit	14,599	14,723
Non-operating income		
Interest income	1,578	1,593
Dividend income	254	306
Other	260	354
Total non-operating income	2,094	2,254
Non-operating expenses		
Interest expenses	1,063	1,073
Other	247	166
Total non-operating expenses	1,310	1,240
Ordinary profit	15,382	15,737
Extraordinary income		
Gain on sale of non-current assets	4	2
Gain on sale of investment securities	12	66
Gain on liquidation of subsidiaries and associates	–	19
Gain on return of retirement benefit trust	–	3,255
Total extraordinary income	17	3,343
Extraordinary losses		
Loss on sale of non-current assets	23	113
Loss on retirement of non-current assets	46	12
Impairment losses	66	278
Loss on sale of investment securities	0	–
Loss on valuation of investment securities	4	5
Loss on valuation of investments in capital	3	–
Loss on liquidation of subsidiaries and associates	6	–
Loss on withdrawal from business	–	1,673
Total extraordinary losses	152	2,085
Profit before income taxes	15,247	16,995
Income taxes - current	7,648	4,825
Income taxes - deferred	(2,497)	336
Total income taxes	5,150	5,162
Profit	10,096	11,833
Profit attributable to non-controlling interests	16	21
Profit attributable to owners of parent	10,079	11,812

Consolidated statement of comprehensive income

(Millions of yen)

	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Profit	10,096	11,833
Other comprehensive income		
Valuation difference on available-for-sale securities	552	1,307
Deferred gains or losses on hedges	(144)	115
Foreign currency translation adjustment	459	363
Remeasurements of defined benefit plans, net of tax	(1,683)	(2,418)
Total other comprehensive income	(816)	(632)
Comprehensive income	9,280	11,201
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	9,261	11,179
Comprehensive income attributable to non-controlling interests	18	21

(3) Consolidated statement of changes in equity
Fiscal year ended March 31, 2023

(Millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	20,644	6,831	60,155	(1,692)	85,938
Changes during period					
Dividends of surplus			(2,962)		(2,962)
Profit attributable to owners of parent			10,079		10,079
Purchase of treasury shares				(3,741)	(3,741)
Disposal of treasury shares		6		132	138
Net changes in items other than shareholders' equity					
Total changes during period	–	6	7,117	(3,609)	3,514
Balance at end of period	20,644	6,837	67,273	(5,301)	89,453

	Accumulated other comprehensive income					Share acquisition rights	Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income			
Balance at beginning of period	1,798	48	46	4,149	6,042	238	385	92,605
Changes during period								
Dividends of surplus								(2,962)
Profit attributable to owners of parent								10,079
Purchase of treasury shares								(3,741)
Disposal of treasury shares								138
Net changes in items other than shareholders' equity	551	(144)	458	(1,683)	(818)	(73)	12	(879)
Total changes during period	551	(144)	458	(1,683)	(818)	(73)	12	2,635
Balance at end of period	2,349	(96)	505	2,465	5,224	165	397	95,240

Fiscal year ended March 31, 2024

(Millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	20,644	6,837	67,273	(5,301)	89,453
Changes during period					
Dividends of surplus			(3,528)		(3,528)
Profit attributable to owners of parent			11,812		11,812
Purchase of treasury shares				(530)	(530)
Disposal of treasury shares		(10)		67	56
Cancellation of treasury shares		(2,710)		2,710	–
Transfer of negative balance in other capital surplus		2,637	(2,637)		–
Net changes in items other than shareholders' equity					
Total changes during period	–	(83)	5,645	2,247	7,809
Balance at end of period	20,644	6,753	72,918	(3,053)	97,262

	Accumulated other comprehensive income					Share acquisition rights	Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income			
Balance at beginning of period	2,349	(96)	505	2,465	5,224	165	397	95,240
Changes during period								
Dividends of surplus								(3,528)
Profit attributable to owners of parent								11,812
Purchase of treasury shares								(530)
Disposal of treasury shares								56
Cancellation of treasury shares								–
Transfer of negative balance in other capital surplus								–
Net changes in items other than shareholders' equity	1,305	115	364	(2,418)	(632)	(19)	11	(640)
Total changes during period	1,305	115	364	(2,418)	(632)	(19)	11	7,169
Balance at end of period	3,655	18	870	46	4,591	145	409	102,409

(4) Consolidated statement of cash flows

(Millions of yen)

	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Cash flows from operating activities		
Profit before income taxes	15,247	16,995
Depreciation	1,544	1,725
Amortization of goodwill	763	563
Loss (gain) on sale of non-current assets	19	111
Loss on retirement of non-current assets	46	12
Impairment losses	66	278
Loss (gain) on sale of investment securities	(11)	(66)
Loss (gain) on valuation of investment securities	4	5
Loss on valuation of investments in capital	3	–
Loss on liquidation of subsidiaries and associates	6	–
Loss (gain) on liquidation of subsidiaries and associates	–	(19)
Gain on return of retirement benefit trust	–	(3,255)
Loss on withdrawal from business	–	1,673
Decrease (increase) in retirement benefit asset	(2,829)	10,672
Increase (decrease) in retirement benefit liability	67	27
Increase (decrease) in allowance for doubtful accounts	27	(55)
Increase (decrease) in provision for bonuses	335	239
Increase (decrease) in provision for bonuses for directors (and other officers)	6	13
Increase (decrease) in provision for share awards	36	26
Increase (decrease) in provision for share awards for directors (and other officers)	7	13
Interest and dividend income	(1,833)	(1,899)
Interest expenses	1,063	1,072
Decrease (increase) in trade receivables	(6,920)	(5,368)
Decrease (increase) in inventories	(2,064)	(2,596)
Increase (decrease) in trade payables	7,960	8,706
Decrease (increase) in long term money claims	49	31
Other, net	(1,131)	1,410
Subtotal	12,467	30,318
Interest and dividends received	1,833	1,899
Interest paid	(1,046)	(1,072)
Income taxes paid	(4,915)	(7,050)
Net cash provided by (used in) operating activities	8,338	24,094

(Millions of yen)

	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Cash flows from investing activities		
Payments into time deposits	(7)	(10)
Proceeds from withdrawal of time deposits	174	6
Purchase of property, plant and equipment	(2,361)	(31,552)
Proceeds from sale of property, plant and equipment	4	149
Purchase of intangible assets	(644)	(2,806)
Proceeds from sale of intangible assets	83	–
Purchase of investment securities	(87)	(98)
Proceeds from sale of investment securities	34	110
Loan advances	(33)	(34)
Proceeds from collection of loans receivable	27	67
Other, net	(34)	(71)
Net cash provided by (used in) investing activities	(2,845)	(34,240)
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	56	(88)
Proceeds from long-term borrowings	–	5,000
Repayments of long-term borrowings	(77)	(1,194)
Repayments of lease liabilities	(149)	(121)
Purchase of treasury shares	(3,741)	(530)
Dividends paid	(2,962)	(3,528)
Other, net	(16)	(15)
Net cash provided by (used in) financing activities	(6,890)	(478)
Effect of exchange rate change on cash and cash equivalents	256	272
Net increase (decrease) in cash and cash equivalents	(1,140)	(10,351)
Cash and cash equivalents at beginning of period	53,536	52,395
Cash and cash equivalents at end of period	52,395	42,044

(5) Notes to consolidated financial statements

Notes on going concern assumption

No item to report.

Segment information, etc.

Segment information

1. Overview of reportable segments

The Company's reportable segments are constituent units of the Company for which separate financial information is available and which are subject to regular periodic review by the Board of Directors in order to determine the allocation of management resources and evaluate their performance.

The Company has established headquarters and business divisions classified by the type and nature of products handled, and the headquarters and business divisions formulate comprehensive domestic and overseas strategies for the products and services they handle and develop business activities

Accordingly, the Company is composed of segments classified by similarities in the types and nature of products handled based on the headquarters and business divisions, and is classified into the following reportable segments.

- | | |
|---|---|
| (i) Industrial Equipment & Tools: | Sales of tools, industrial equipment and materials, control equipment, and logistics equipment |
| (ii) Machine Tools: | Sales of industrial machinery and equipment |
| (iii) Housing, Air & Fluidic Control Systems: | Sales of pipe materials, air conditioning equipment, housing fixtures, housing equipment, design supervision and contracting of construction work, residential land and building transactions |
| (iv) Building Supplies & Exterior: | Sales of building materials, landscapes, exteriors, civil engineering materials, etc., design supervision and contracting of exterior material installation work |
| (v) Construction Machines: | Sales of construction machinery and materials, leasing and rental, manufacturing and sales of assembly-type temporary houses (container houses) |
| (vi) Energy: | Sales of petroleum products |

2. Explanation of measurements of the amount of net sales, profit/loss, assets, liabilities and other items for each reportable segment

The accounting methods for reported business segments are in accordance with the accounting policies used to prepare the consolidated financial statements.

Reportable segment profit is based on operating profit.

Inter-segment revenues and transfers are based on prevailing market prices.

3. Information on the amount of net sales, profit/loss, assets, liabilities and other items for each reportable segment

Fiscal year ended March 31, 2023

(Millions of yen)

	Reportable segments							Others (Note 1)	Total	Adjustment (Note 2)	Amount recorded in the consolidated statement of income (Note 3)
	Industrial Equipment & Tools	Machine Tools	Housing, Air & Fluidic Control Systems	Building Supplies & Exterior	Construction Machines	Energy	Total				
Net sales											
Sales to external customers	77,440	118,515	177,915	51,638	36,533	19,109	481,152	23,654	504,806	–	504,806
Intersegment sales or transfers	13,802	5,191	8,947	5,334	4,705	42	38,025	345	38,371	(38,371)	–
Total	91,243	123,706	186,863	56,973	41,238	19,152	519,177	24,000	543,178	(38,371)	504,806
Segment profit	2,161	5,755	6,348	2,385	1,212	222	18,085	101	18,187	(3,588)	14,599
Segment assets	37,841	52,844	71,510	20,452	24,446	4,404	211,498	10,519	222,018	49,199	271,218
Other items											
Depreciation	160	208	291	59	577	70	1,367	82	1,450	94	1,544
Increase in property, plant and equipment and intangible assets (Note 4)	401	520	819	303	688	89	2,823	16	2,839	465	3,305

Notes: 1. The classification “Others” is a segment of business not included in the reportable segments and includes businesses selling lifestyle-related products and wood products.

2. The adjustment of the segment profit of negative ¥3,588 million represents mainly costs related to the administration division of the Company that has not been attributed to a reportable segment.

3. Total segment profit is adjusted to operating profit as recorded on the consolidated statement of income.

4. Increase in property, plant and equipment and intangible assets includes increase in long-term prepaid expenses.

Fiscal year ended March 31, 2024

(Millions of yen)

	Reportable segments							Others (Note 1)	Total	Adjustment (Note 2)	Amount recorded in the consolidated statement of income (Note 3)
	Industrial Equipment & Tools	Machine Tools	Housing, Air & Fluidic Control Systems	Building Supplies & Exterior	Construction Machines	Energy	Total				
Net sales											
Sales to external customers	79,742	118,301	197,688	54,404	37,286	19,164	506,588	19,981	526,569	–	526,569
Intersegment sales or transfers	14,836	5,624	10,807	5,815	5,441	46	42,572	406	42,978	(42,978)	–
Total	94,579	123,926	208,495	60,220	42,728	19,210	549,161	20,387	569,548	(42,978)	526,569
Segment profit	2,168	5,438	7,841	2,001	1,022	204	18,676	328	19,005	(4,281)	14,723
Segment assets	43,208	57,910	87,612	25,252	27,373	4,482	245,841	11,054	256,895	34,094	290,989
Other items											
Depreciation	199	227	361	101	574	39	1,503	43	1,547	178	1,725
Increase in property, plant and equipment and intangible assets (Note 4)	5,213	5,124	10,548	4,237	3,165	49	28,339	6	28,345	6,778	35,123

Notes: 1. The classification “Others” is a segment of business not included in the reportable segments and includes businesses selling lifestyle-related products and wood products.

2. The adjustment of the segment profit of negative ¥4,281 million represents mainly costs related to the administration division of the Company that has not been attributed to a reportable segment.

3. Total segment profit is adjusted to operating profit as recorded on the consolidated statement of income.

4. Increase in property, plant and equipment and intangible assets includes increase in long-term prepaid expenses.

Information about impairment loss on non-current assets by reportable segment

Fiscal year ended March 31, 2023

(Millions of yen)

	Industrial Equipment & Tools	Machine Tools	Housing, Air & Fluidic Control Systems	Building Supplies & Exterior	Construction Machines	Energy	Others	Unallocated amounts	Total
Impairment losses	-	-	-	-	-	66	-	-	66

Fiscal year ended March 31, 2024

(Millions of yen)

	Industrial Equipment & Tools	Machine Tools	Housing, Air & Fluidic Control Systems	Building Supplies & Exterior	Construction Machines	Energy	Others	Unallocated amounts	Total
Impairment losses	135	-	143	-	-	-	-	-	278

Information about amortization and unamortized balance of goodwill by reportable segment

Fiscal year ended March 31, 2023

(Millions of yen)

	Industrial Equipment & Tools	Machine Tools	Housing, Air & Fluidic Control Systems	Building Supplies & Exterior	Construction Machines	Energy	Others	Unallocated amounts	Total
amortization during period	135	-	370	-	257	-	-	-	763
balance at end of period	362	-	510	-	496	-	-	-	1,369

Fiscal year ended March 31, 2024

(Millions of yen)

	Industrial Equipment & Tools	Machine Tools	Housing, Air & Fluidic Control Systems	Building Supplies & Exterior	Construction Machines	Energy	Others	Unallocated amounts	Total
amortization during period	135	-	169	-	257	-	-	-	563
balance at end of period	91	-	197	-	238	-	-	-	527

Information about gain on bargain purchase by reportable segment

No item to report.

Per share information

(Yen)

Items	As of/fiscal year ended March 31, 2023	As of/fiscal year ended March 31, 2024
Net assets per share	4,483.99	4,848.90
Basic earnings per share	466.23	561.88
Diluted earnings per share	464.11	559.69

Note: Basis of calculation

(1) Net assets per share

Items	As of March 31, 2023	As of March 31, 2024
Total net assets (Millions of yen)	95,240	102,409
Amounts deducted from total net assets (Millions of yen)	562	555
[Of which share acquisition rights (Millions of yen)]	[165]	[145]
[Of which non-controlling interests (Millions of yen)]	[397]	[409]
Net assets related to common stock at end of period (Millions of yen)	94,677	101,854
Number of shares of common stock issued and outstanding at end of period (Thousands of shares)	23,155	22,100
Number of shares of common stock held as treasury shares at end of period (Thousands of shares)	2,041	1,094
Number of shares of common stock at the year-end used in calculation of net assets per share (Thousands of shares)	21,114	21,005

Note: In the calculation of net assets per share, the Company's shares held by the BIP trust for executive compensation (223 thousand shares at the end of the fiscal year under review and 171 thousand shares at the end of the previous fiscal year) are included in the number of treasury stock deducted from the total number of shares outstanding at the end of the period.

(2) Basic earnings per share and diluted earnings per share

Items	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2023
Basic earnings per share		
Profit attributable to owners of parent (Millions of yen)	10,079	11,812
Profit (loss) not attributable to common shareholders (Millions of yen)	–	–
Profit related to common stock attributable to owners of parent (Millions of yen)	10,079	11,812
Average number of shares during the period (Thousands of shares)	21,620	21,022
Diluted earnings per share		
profit attributable to owners of parent (Millions of yen)	–	–
Increase in number of shares of common stock (Thousands of shares)	98	82
[of which stock acquisition rights (thousands of shares)]	[98]	[82]
Summary of dilutive shares not included in the calculation of diluted earnings per share due to the absence of dilutive effects	–	–

Note: In the calculation of earnings per share and diluted earnings per share, the Company's shares held by the BIP trust for executive compensation (205 thousand shares in the fiscal year under review and 175 thousand shares in the previous fiscal year) are included in the number of treasury stock deducted in the calculation of average number of shares during the fiscal year.

Significant events after reporting period

No item to report.

4. Other

Changes in Directors and Audit & Supervisory Board Members (effective June 26, 2024)

(i) New candidate for election as Director

Director	Maresuke Takeo (currently, Senior Executive Officer, Chief General Manager of Living Environment Market Headquarters and Manager of Smart Energy Division)
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Outside Director	Yukiko Machida (Partner, Law Office of Itsumi & Machida (incumbent) Outside Director, TOYO ELECTRIC MFG. CO., LTD. (incumbent) Sub commissioner, Labor Issue Examination Committee, Daini Tokyo Bar Association (incumbent) Member, Tokyo Dispute Reconciliation Committee (incumbent))
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(ii) Retiring Director

Senior Managing Director	Haruo Sanoki
Outside Director	Kyosuke Kimura

<Reference>

Executive Structure as of June 26, 2024 (tentative)

(Director)

Representative Director, President & CEO	In charge of Overseas Business Development	Hiroyuki Tamura
Representative Director, Senior Managing Director	Supervisory Manager of Management Administration, In Charge of Regional Groups Committee Chairperson of Export Administration Department, Ethics and Compliance Committee Internal Control Committee	Kenichi Tanaka
Managing Director	Supervisory Manager of Sales Division Chief General Manager of Industrial Market Headquarters Chairperson, Representative Director of KOKKO CO., LTD. (part time) Chairperson, Representative Director of YUASA NEOTECH CO., LTD. (part time)	Mamoru Hamayasu

Director	Chief General Manager of Construction Market Headquarters Chairperson, Representative Director of YUASA LUMBER CO., LTD. (part time) Director of FUJI QUALITY HOUSE CO., LTD. (part time) Chairperson, Representative Director of YUASA NENRYO CO., LTD. (part time)	Takaomi Omura
Director	Chief General Manager of Living Environment Market Headquarters Manager of Smart Energy Division Chairperson, Representative Director of YUASAQUOBIS CO., LTD. (part time) Chairperson, Representative Director of URAYASU KOGYO CO., LTD. (part time) Chairperson, Representative Director of YUASA PRIMUS CO., LTD. (part time)	Maresuke Takeo (New Candidate)
Outside Director		Shinzo Maeda
Outside Director		Yoshiro Hirai
Outside Director		Miki Mitsunari
Outside Director		Yukiko Machida (New Candidate)

(Note) Directors, excluding Outside Directors, will concurrently serve as executive officers.

(Audit & Supervisory Board Member)

Audit & Supervisory Board Member (full-time)		Yoshiyuki Furumoto
Audit & Supervisory Board Member (full-time)		Takeshi Maeda
Outside Audit & Supervisory Board Member		Mitsuhiro Honda
Outside Audit & Supervisory Board Member		Chinami Kajo