

Tokyo Stock Exchange, Standard Market  
Stock code: 6405

# Financial Results for the Fiscal Year Ended March 31, 2022

May 19, 2022



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Suzumo Machinery Co., Ltd.

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# **1. Overview of FY03/22 Consolidated Financial Results**

Millions of yen

	FY03/21 Amount	Initial plan (as of May 14, 2021)	FY03/22			Revised plan (as of February 10, 2022)
			Amount	YoY change	vs. plan	
Net sales	9,486	10,000	11,565	+21.9%	+15.7%	11,770
Operating profit	919	930	1,517	+65.1%	+63.1%	1,700
Ordinary profit	920	930	1,543	+67.7%	+66.0%	1,710
Profit attributable to owners of parent	683	630	1,070	+56.6%	+69.9%	1,150

# FY03/22: Year-on-year performance



Millions of yen

	FY03/21	FY03/22			YoY	
		1H	2H	Full year	YoY change	YoY change (%)
Net sales	9,486	5,201	6,364	11,565	+2,079	+21.9%
Cost of sales	5,091	2,639	3,242	5,882	+790	+15.5%
Gross profit (Profit margin)	4,394 (46.3%)	2,561 (49.3%)	3,121 (49.1%)	5,683 (49.1%)	+1,289 (+2.8%)	+29.3%
SG&A expenses	3,475	1,927	2,239	4,166	+691	+19.9%
Operating profit (Profit margin)	919 (9.7%)	634 (12.2%)	882 (13.9%)	1,517 (13.1%)	+597 (+3.4%)	+65.1%
Ordinary profit (Profit margin)	920 (9.7%)	650 (12.5%)	893 (14.0%)	1,543 (13.3%)	+622 (+3.6%)	+67.7%
Profit attributable to owners of parent (Profit margin)	683 (7.2%)	475 (9.1%)	594 (9.3%)	1,070 (9.3%)	+386 (+2.0%)	+56.6%

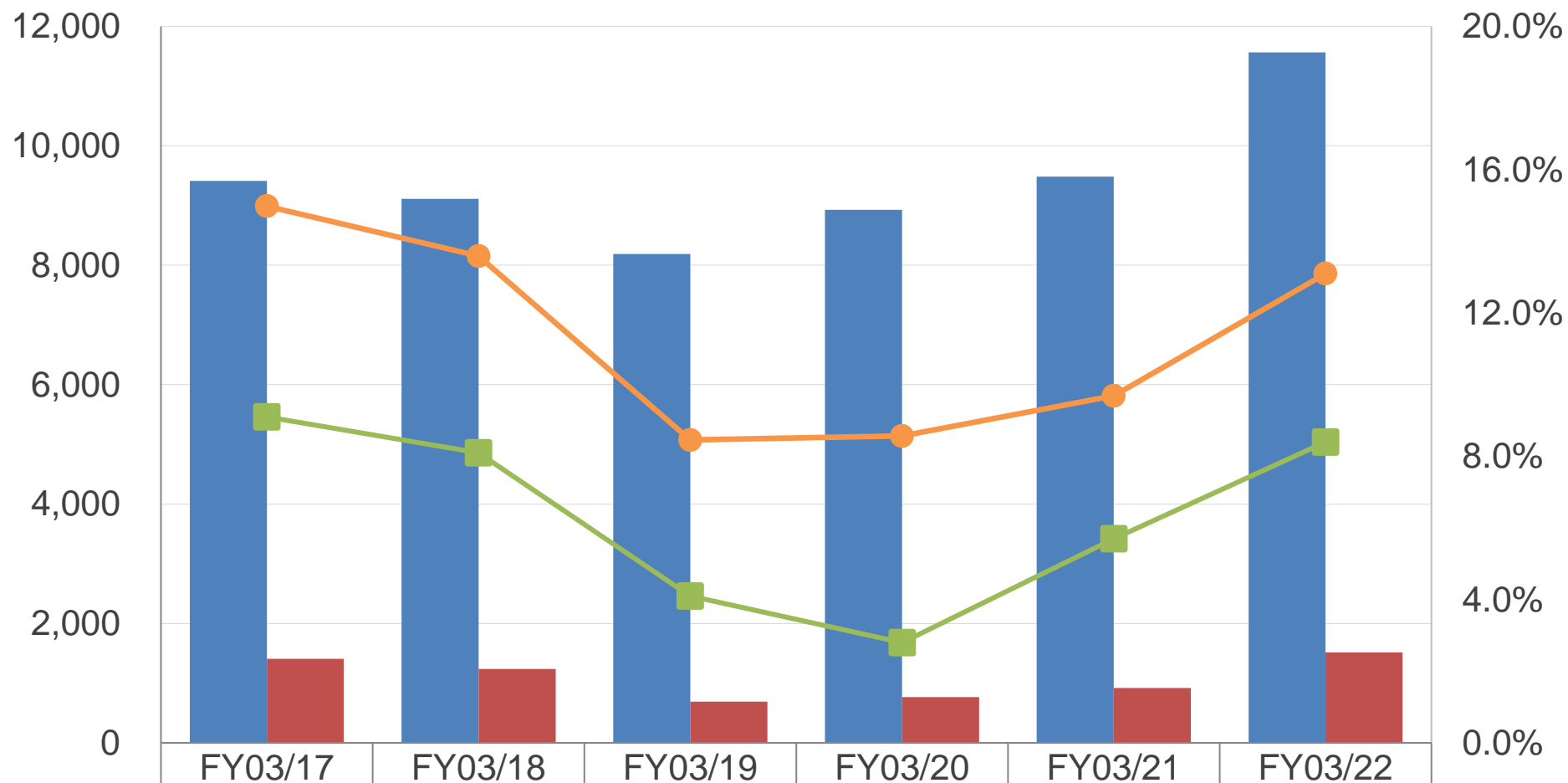
# FY03/22: Net sales and operating profit



Net sales, operating profit

(Millions of yen)

Operating profit margin (OPM), ROE

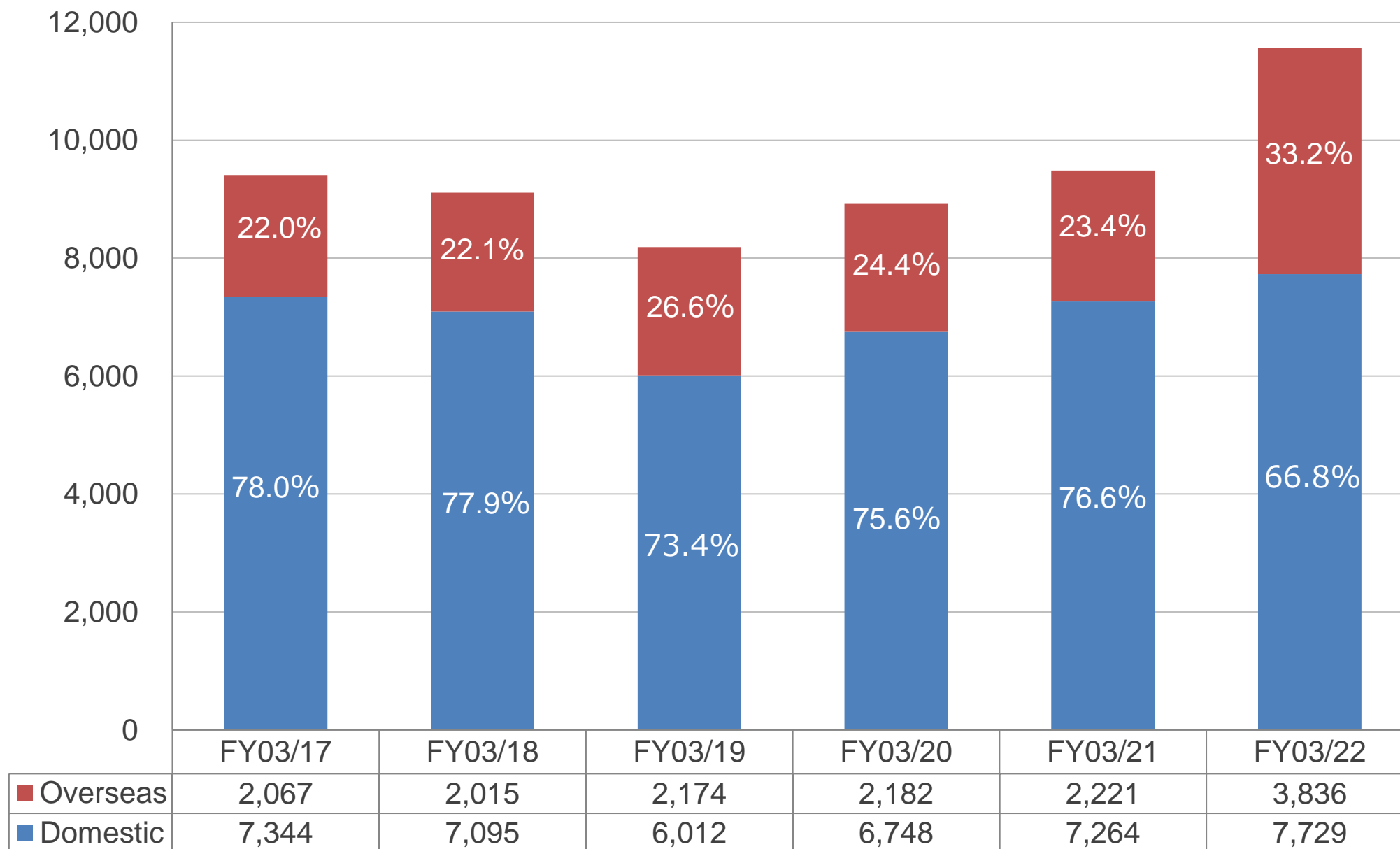


Net sales	9,412	9,111	8,186	8,930	9,486	11,565
Operating profit	1,410	1,238	692	765	919	1,517
OPM	15.0%	13.6%	8.5%	8.6%	9.7%	13.1%
ROE	9.1%	8.1%	4.1%	2.8%	5.7%	8.4%

# FY03/22: Breakdown of domestic and overseas sales



Net sales  
(Millions of yen)

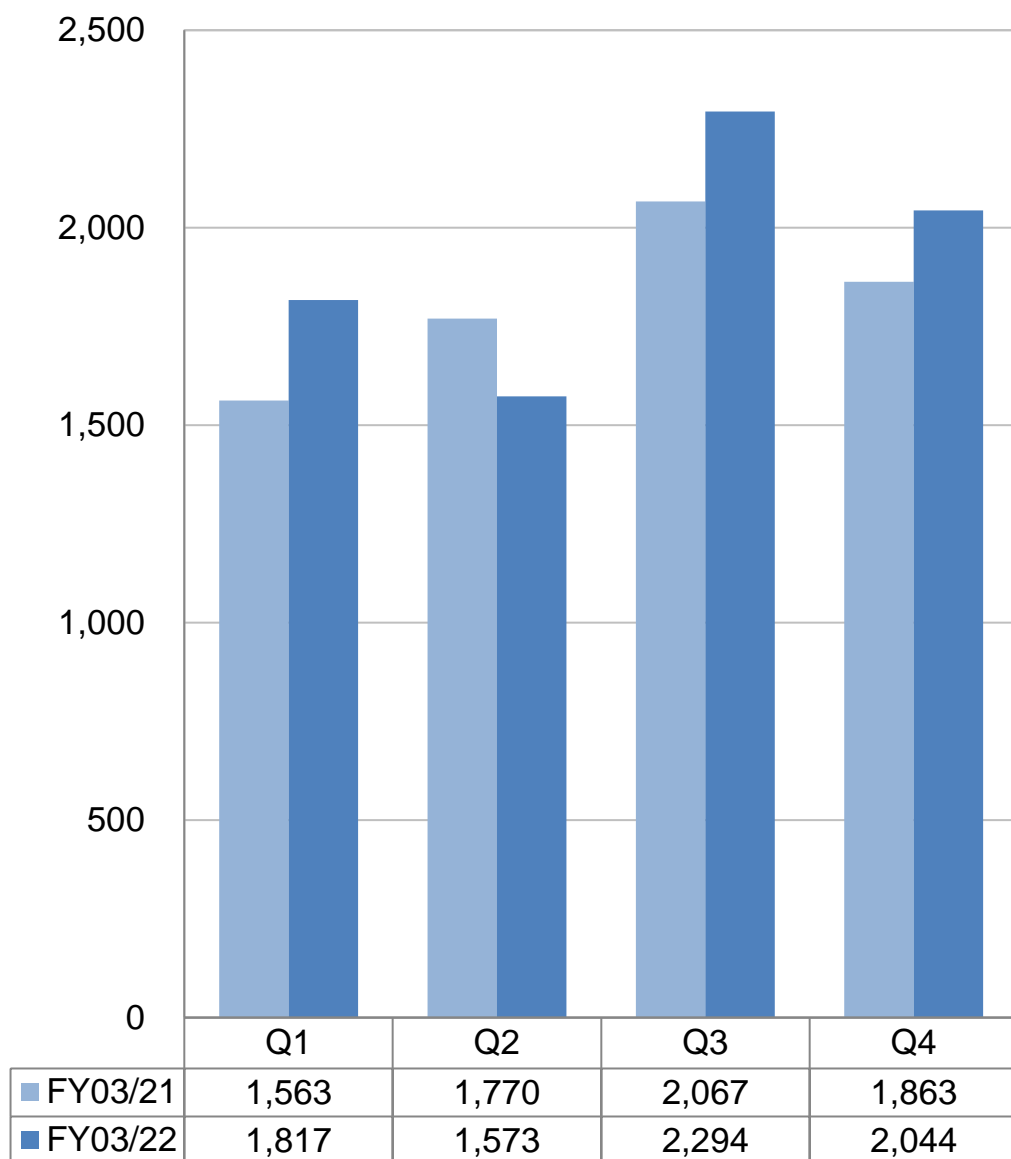


# Q2 FY03/22: Domestic and overseas sales (quarterly results)



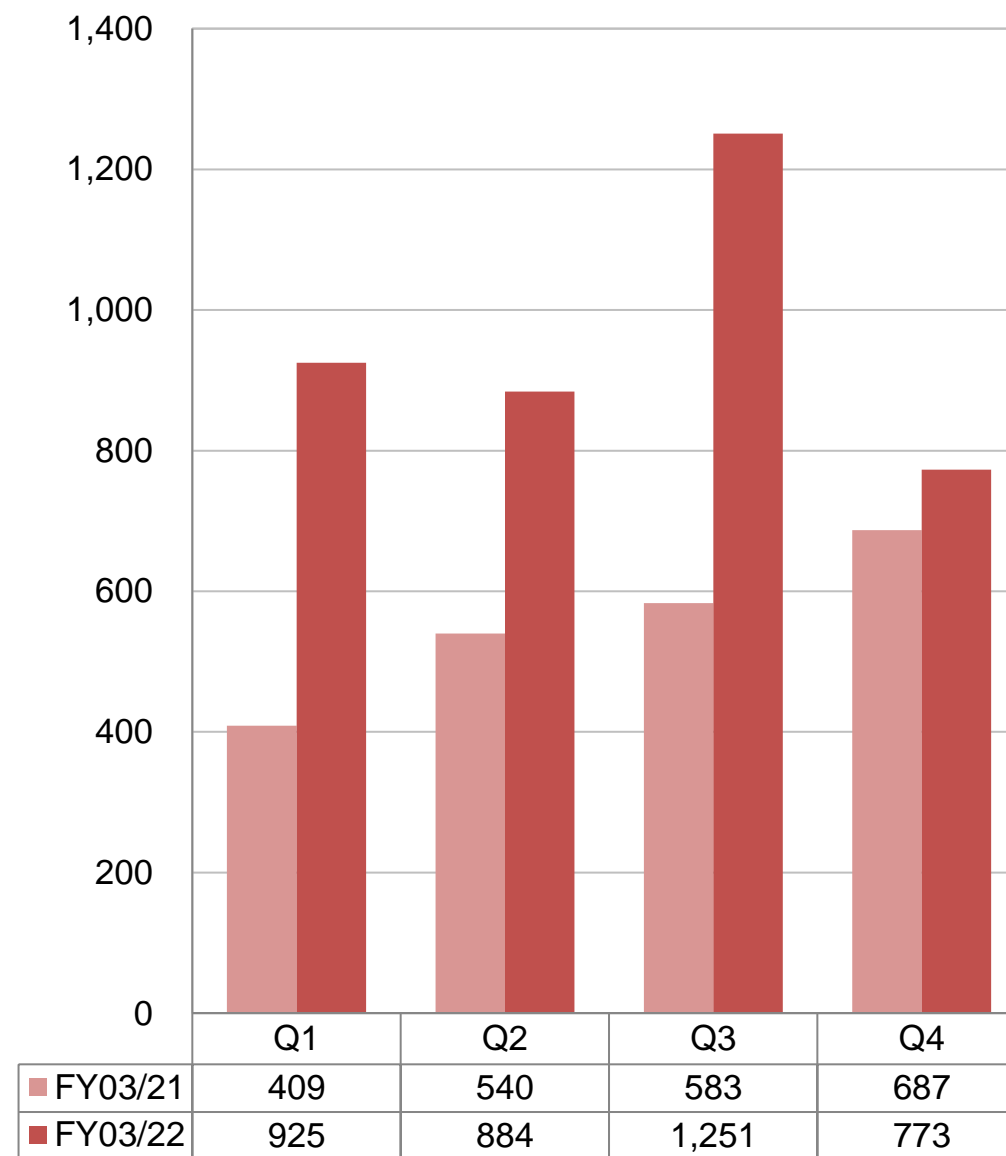
## Domestic sales

Millions of yen



## Overseas sales

Millions of yen



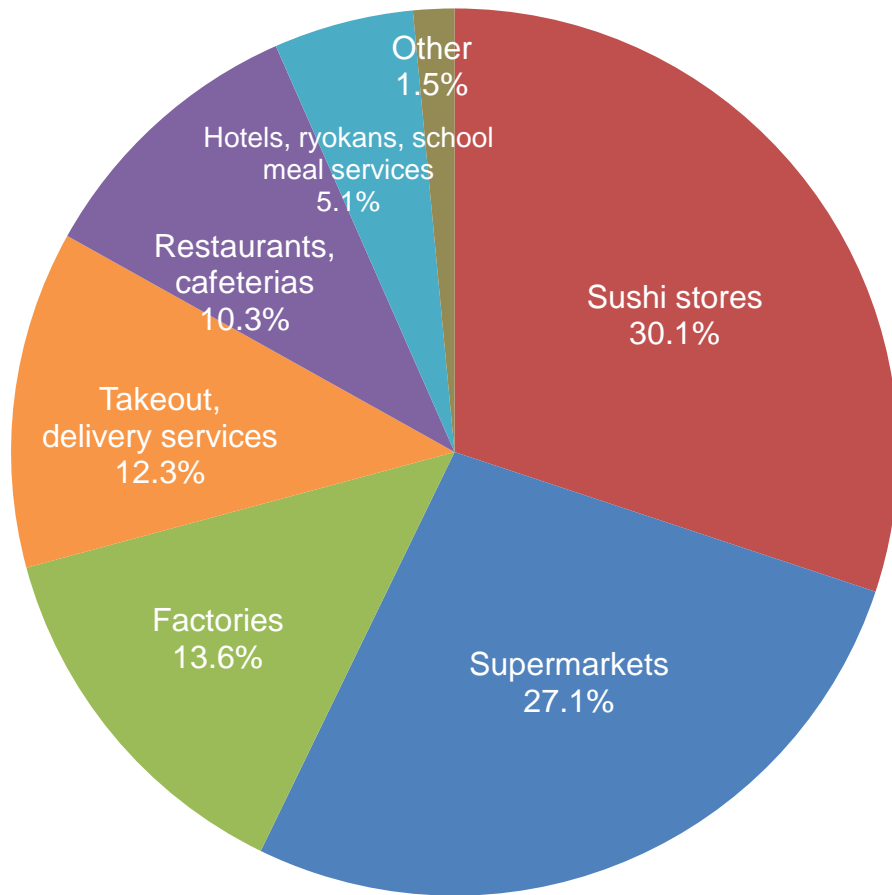


# FY03/22: Domestic business

## Own-machine sales by customer category



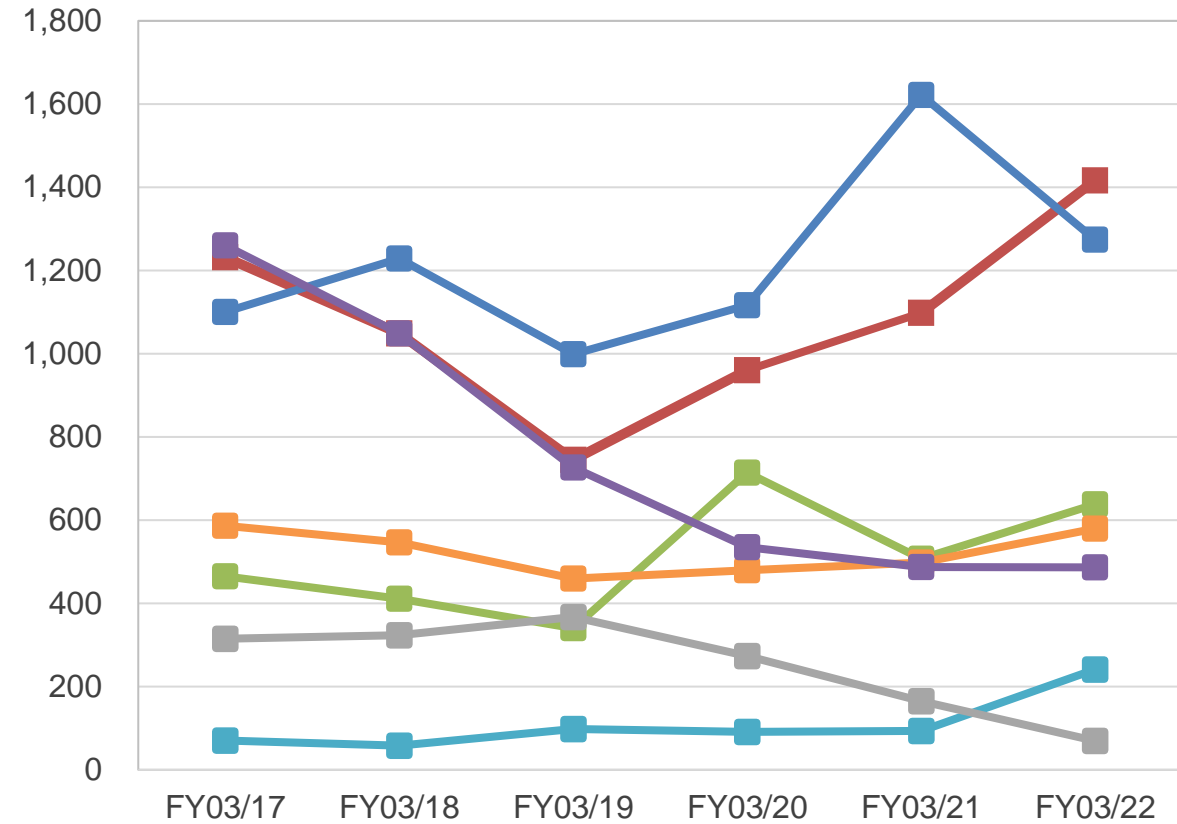
■ Domestic business:  
Sales breakdown by customer category  
(FY03/22)



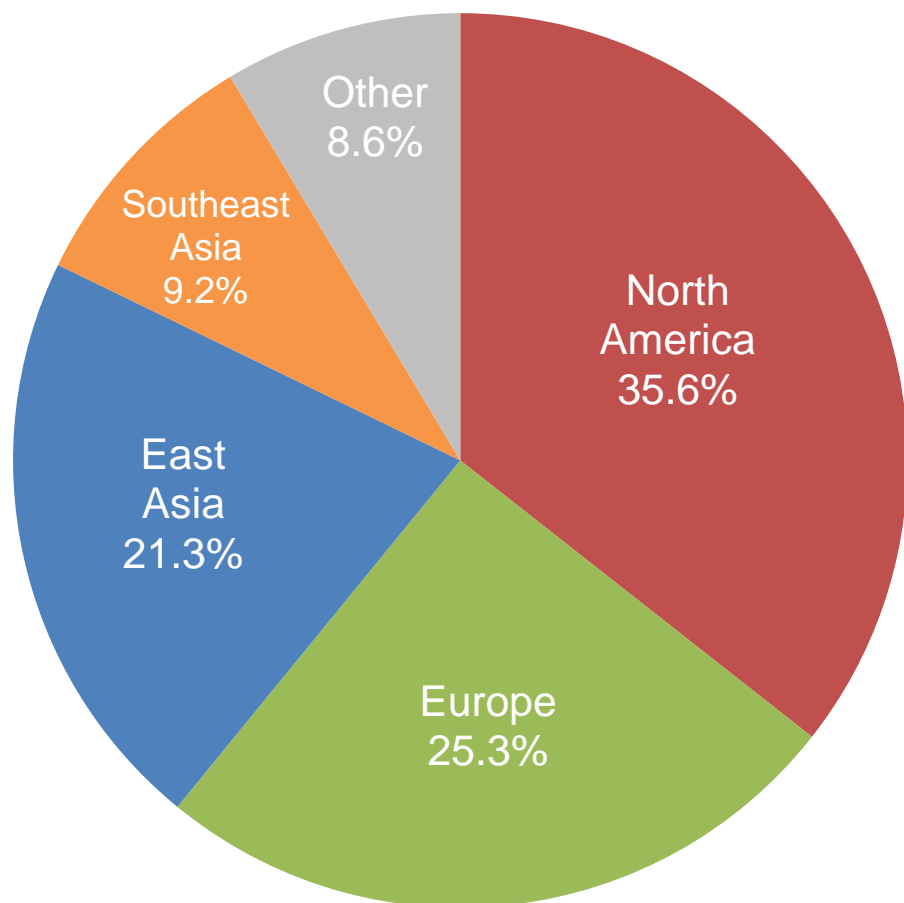
\* Calculation of sales breakdown (%) by customer category is based on domestic own-machine sales.

■ Domestic business:  
Sales by customer category

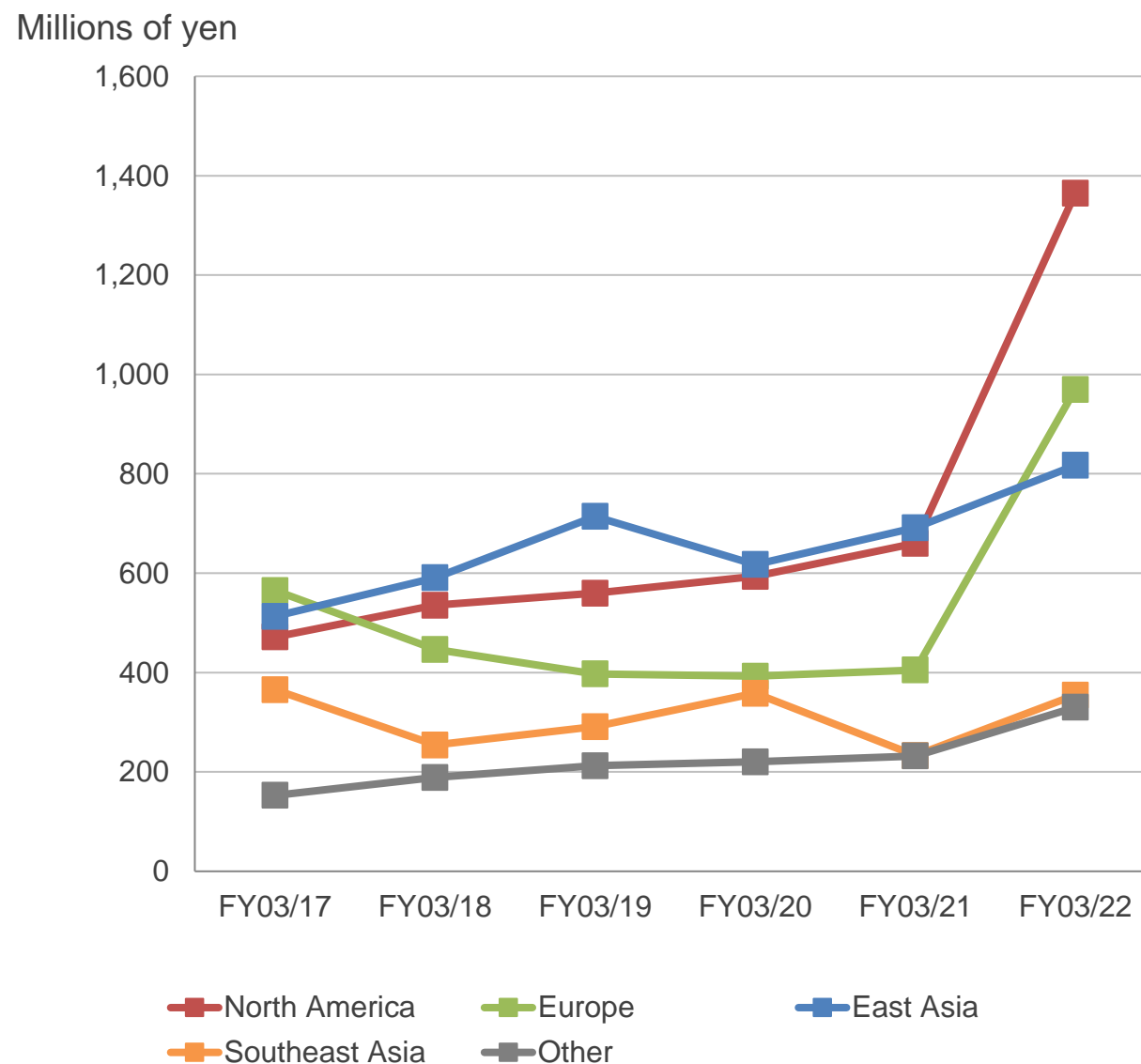
Millions of yen



Overseas business:  
Sales breakdown by region  
(FY03/22)



Overseas business:  
Sales by region



# FY03/22 consolidated balance sheet: Assets



Millions of yen

	As of March 31, 2021		As of March 31, 2022		YoY change (%)	YoY change
	Amount	% of total	Amount	% of total		
Current assets	10,568	71.9%	12,085	73.6%	+14.4%	+1,517
Cash and deposits	7,342	50.0%	8,276	50.4%	+12.7%	+933
Trade receivables	1,338	9.1%	1,459	8.9%	+9.0%	+120
Inventories	1,801	12.3%	2,199	13.4%	+22.1%	+397
Other	85	0.6%	150	0.9%	+75.4%	+64
Non-current assets	4,125	28.1%	4,330	26.4%	+5.0%	+204
Property, plant and equipment	2,906	19.8%	2,782	16.9%	-4.3%	-123
Intangible assets	205	1.4%	324	2.0%	+58.4%	+119
Investments and other assets	1,014	6.9%	1,223	7.5%	+20.6%	+208
Total assets	14,694	100.0%	16,416	100.0%	+11.7%	+1,721

Millions of yen

	As of March 31, 2021		As of March 31, 2022		YoY change (%)	YoY change
	Amount	% of total	Amount	% of total		
Total liabilities	2,496	17.0%	3,161	19.3%	+26.6%	+665
Current liabilities	1,382	9.4%	1,775	10.8%	+28.4%	+392
Non-current liabilities	1,114	7.6%	1,386	8.4%	+24.4%	+272
Total net assets	12,198	83.0%	13,254	80.7%	+8.7%	+1,056
Shareholders' equity	12,246	83.3%	13,205	80.4%	+7.8%	+959
Total accumulated other comprehensive income	-62	—	30	0.2%	—	+92
Non-controlling interests	14	0.1%	17	0.1%	+27.5%	+3
Total liabilities and net assets	14,694	100.0%	16,416	100.0%	+11.7%	+1,721

## **2. FY03/23 Consolidated Performance Forecast**

Business environment

Outlook

Temporary risks

- Shortages of semiconductor and materials supplies
- Sharp rise in raw material prices

- To continue through FY03/23  
Consider changing product design and using alternative parts
- Current impact of price hikes on FY03/22 performance is marginal

Business opportunities

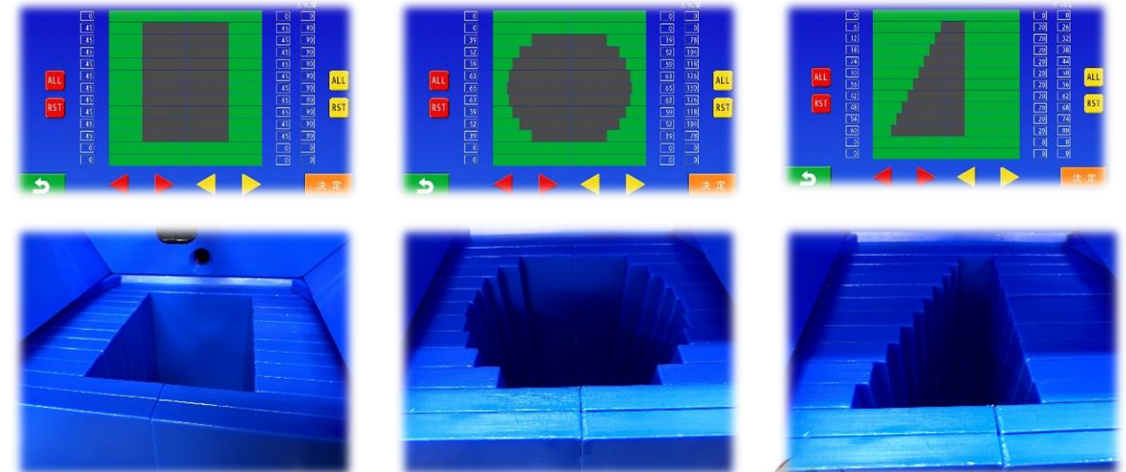
- Full-scale resumption of economic activities
- Constant manpower shortages
- Lifestyle changes

- Accelerating demand for laborsaving and mechanization
- Increase in self-service demand
- Expansion of overseas markets
- Increase in overseas expansion by Japanese companies





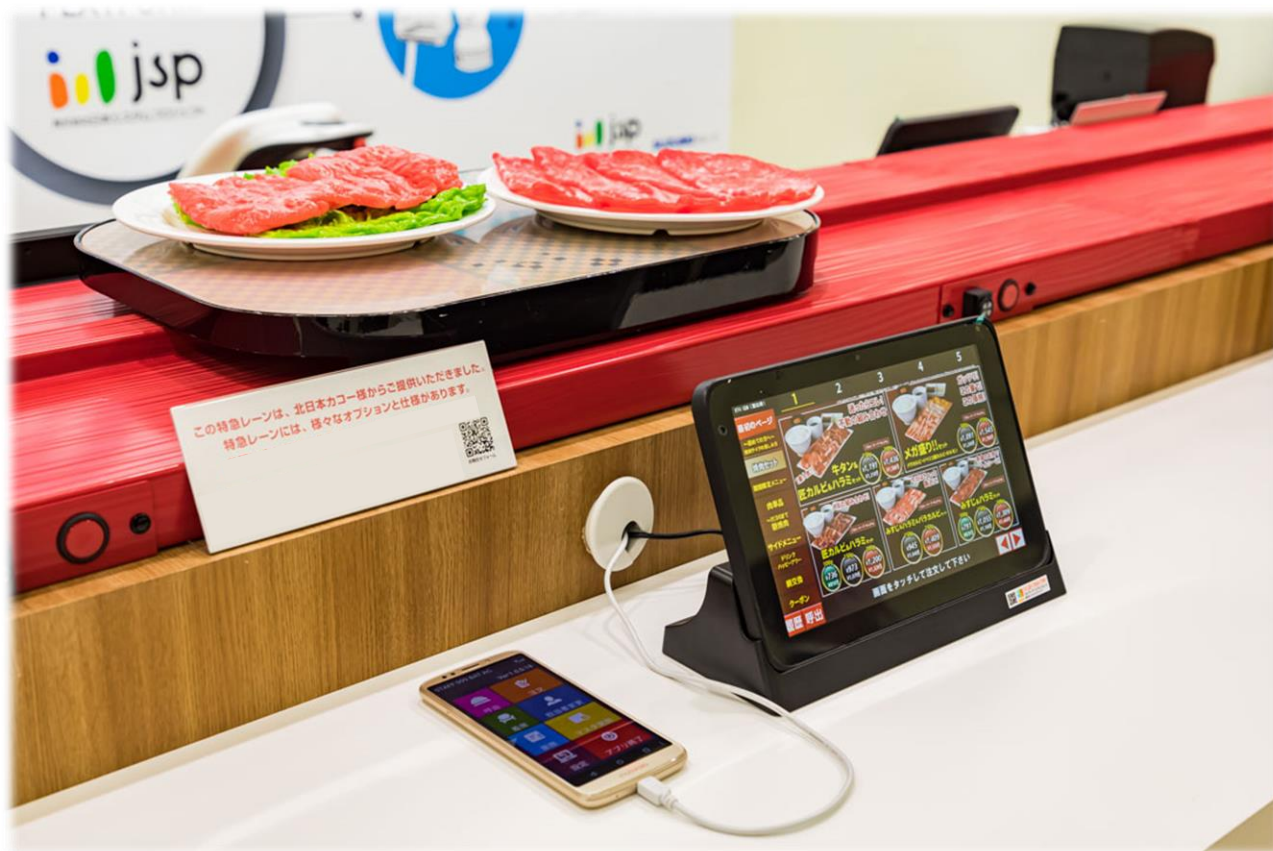
**Compact sushi rice ball (“sharidama”) robot +  
Sharidama serving machine with chuck swivel**



**Filler line: Multi-filler with scale / Multi-former / Container filler with final scale**







“SEMOOR” Self-order system + Serving lane



Serving robot

Millions of yen

	FY03/22		FY03/23		
	Amount	% of total	Plan	% of total	YoY change (%)
Net sales	11,565	100.0%	13,000	100.0%	+12.4%
Operating profit	1,517	13.1%	1,800	13.8%	+18.6%
Ordinary profit	1,543	13.3%	1,800	13.8%	+16.6%
Profit attributable to owners of parent	1,070	9.3%	1,315	10.1%	+22.9%
Basic earnings per share	¥165.92		¥203.62		

\*Consolidated Performance Forecast out on May 13, 2022

## ■ Changes in shareholder return policies

	Past shareholder return policies	New shareholder return policies
Total payout ratio (Dividends and buy-backs)	None	30% or more
No. of dividends	One per year; no interim dividends	Two per year; with interim dividends

## ■ FY03/23 Dividend forecast

	Annual dividends			Payout ratio
	2nd quarter-end	Year-end	Total	
FY03/21	¥0	¥20	¥20	18.9%
FY03/22	¥0	¥40	¥40	24.1%
FY03/23 (Forecast)	¥30	¥32	¥62	30.4%



**For inquiries regarding investor relations, media appointments, etc.,  
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Forward-looking statements in this document, including outlook on future performance and other projections, reflect the Company's assessment based on currently available information, and may be affected by latent risks and uncertainties. Therefore, actual results may differ significantly due to changes in various factors.