

Tokyo Stock Exchange, Standard Market
Stock code: 6405

Financial Results for the Second Quarter of the Fiscal Year Ending March 31, 2024

November 20, 2023



鈴茂器工株式会社

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1. Overview of Q2 FY03/24 Consolidated Financial Results

Millions of yen

	1H FY03/23 Amount	1H FY03/24 Plan (as of May 12, 2023)	1H FY03/24	
			Amount	Progress vs. plan
Net sales	6,351	6,960	6,735	- 3.2%
Domestic	4,075	4,417	4,721	+ 6.9%
Overseas	2,276	2,543	2,013	- 20.8%
Operating profit	436	330	454	+ 37.9%
Ordinary profit	468	335	482	+ 44.1%
Profit attributable to owners of parent	379	220	295	+ 34.3%

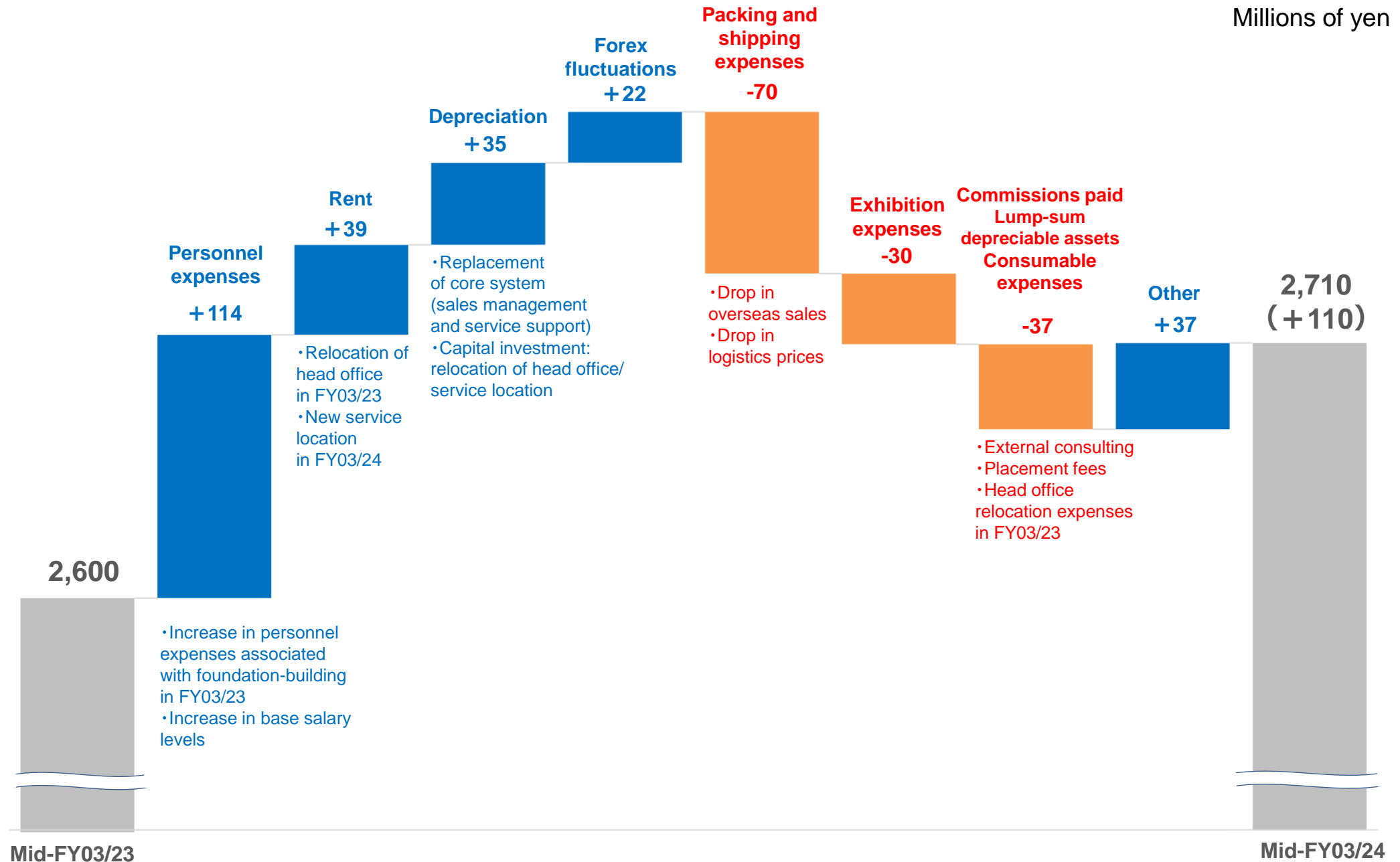
Millions of yen

	1H FY03/23	1H FY03/24		
		Amount	YoY change	YoY change (%)
Net sales	6,351	6,735	+383	+6.0%
Cost of sales	3,315	3,570	+255	+7.7%
Gross profit (Profit margin)	3,036 (47.8%)	3,165 (47.0%)	+128 (-0.8%)	+4.2%
SG&A expenses (SG&A ratio)	2,600 (40.9%)	2,710 (40.2%)	+110 (-0.7%)	+4.2%
Operating profit (Profit margin)	436 (6.9%)	454 (6.8%)	+18 (-0.1%)	+4.2%
Ordinary profit (Profit margin)	468 (7.4%)	482 (7.2%)	+13 (-0.2%)	+3.0%
Profit attributable to owners of parent (Profit margin)	379 (6.0%)	295 (4.4%)	-84 (-1.6%)	-22.2%

Q2 FY03/24: Year-on-year change in SG&A expenses



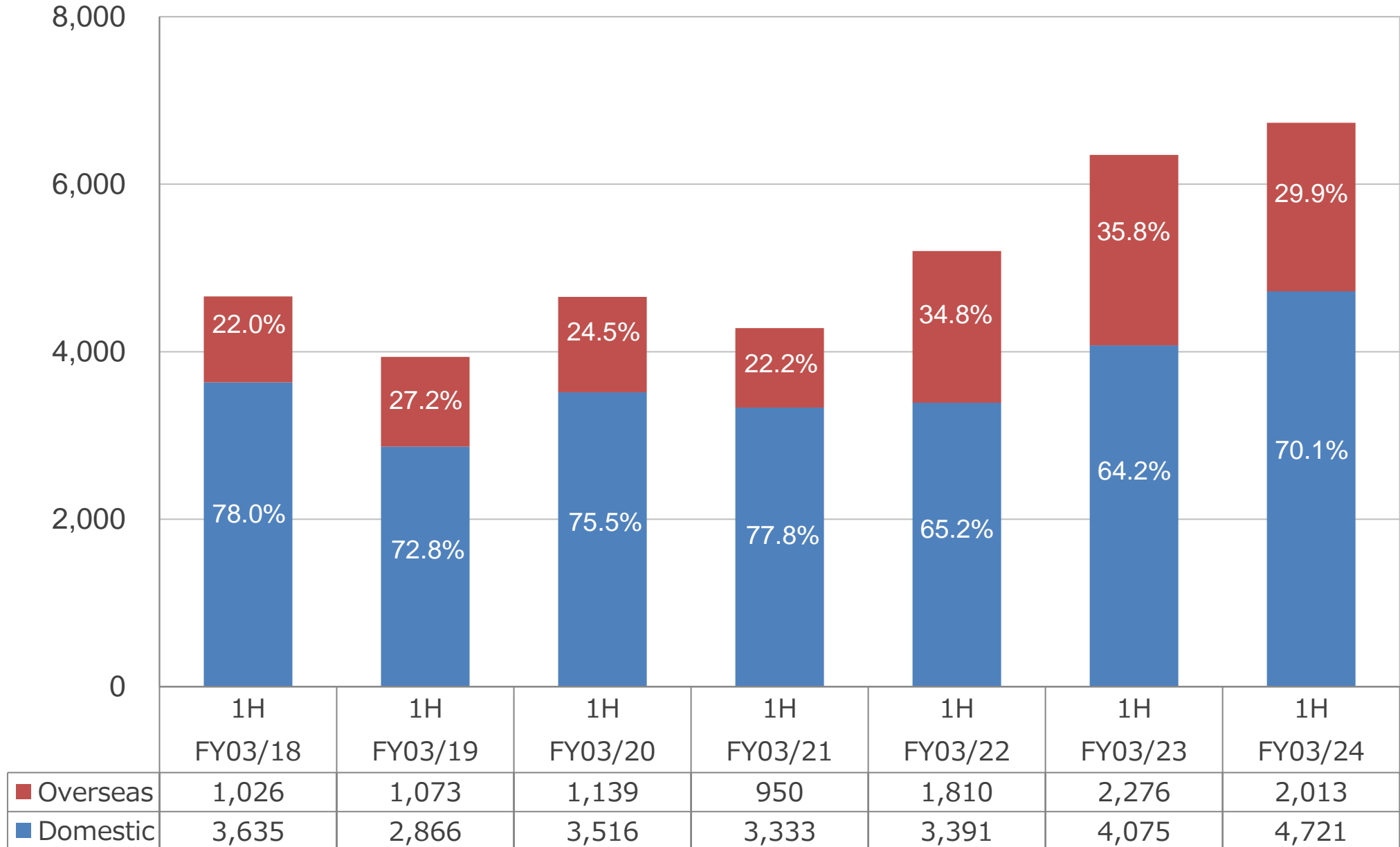
Millions of yen



Q2 FY03/24: Breakdown of domestic and overseas sales



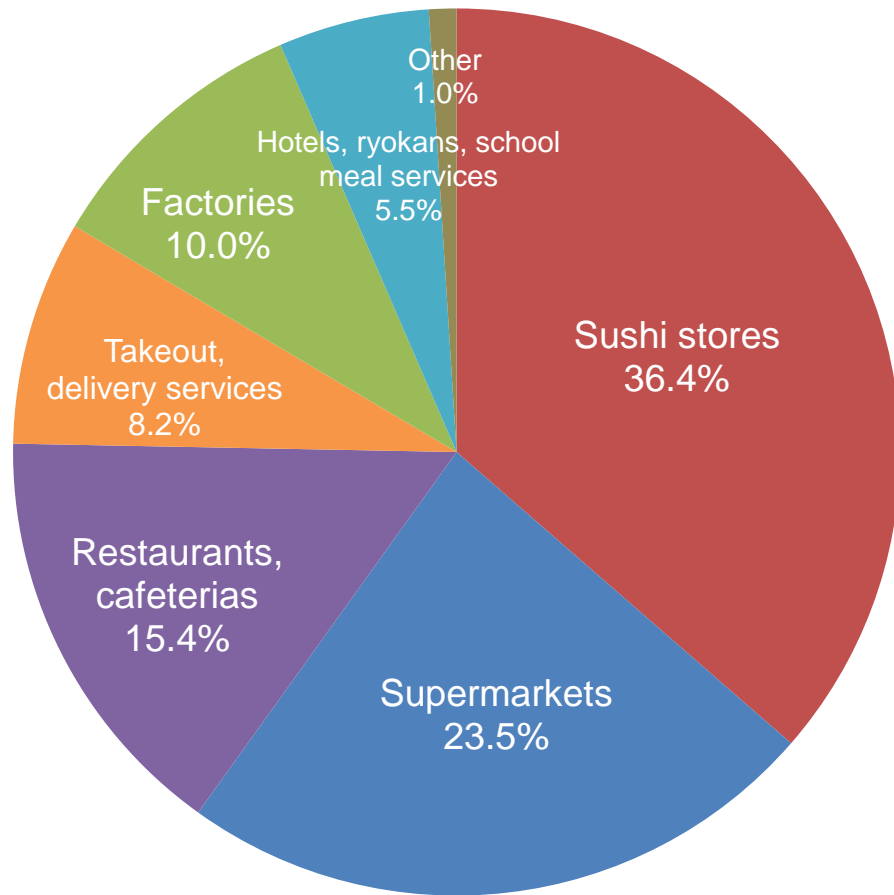
Net sales
(Millions of yen)



Q2 FY03/24: Domestic business

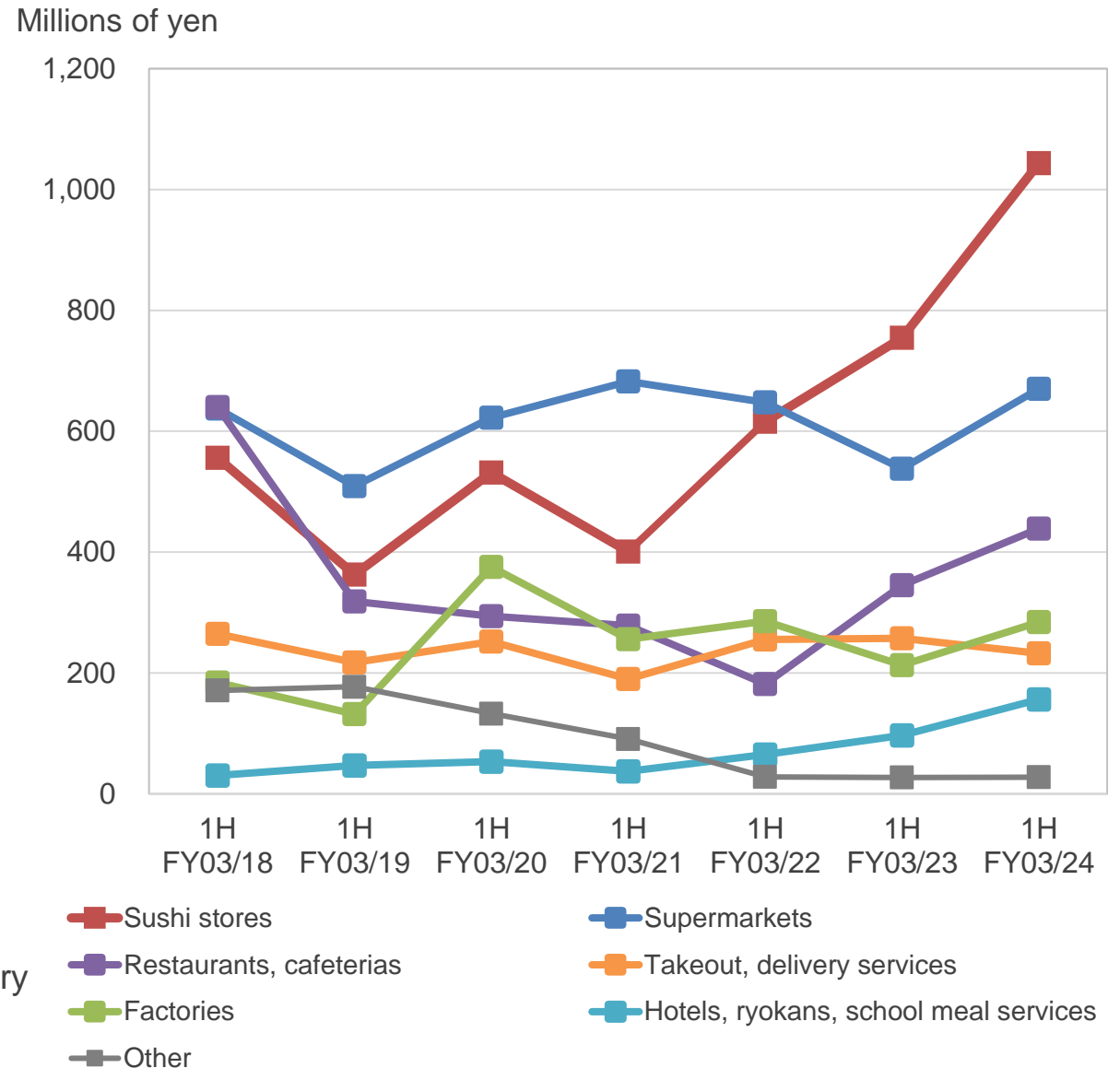
Own-machine sales by customer category

■ Domestic business:
Sales breakdown by customer category
(1H FY03/24)



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

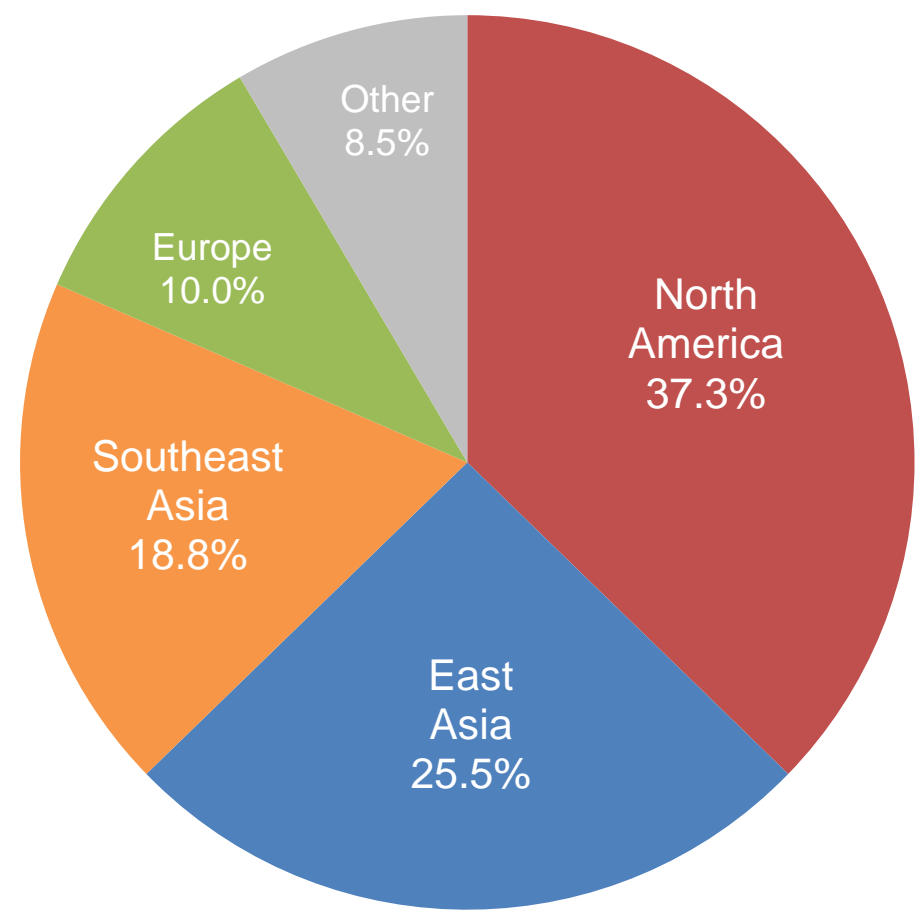
■ Domestic business:
Sales by customer category



Q2 FY03/24: Overseas business Sales by region

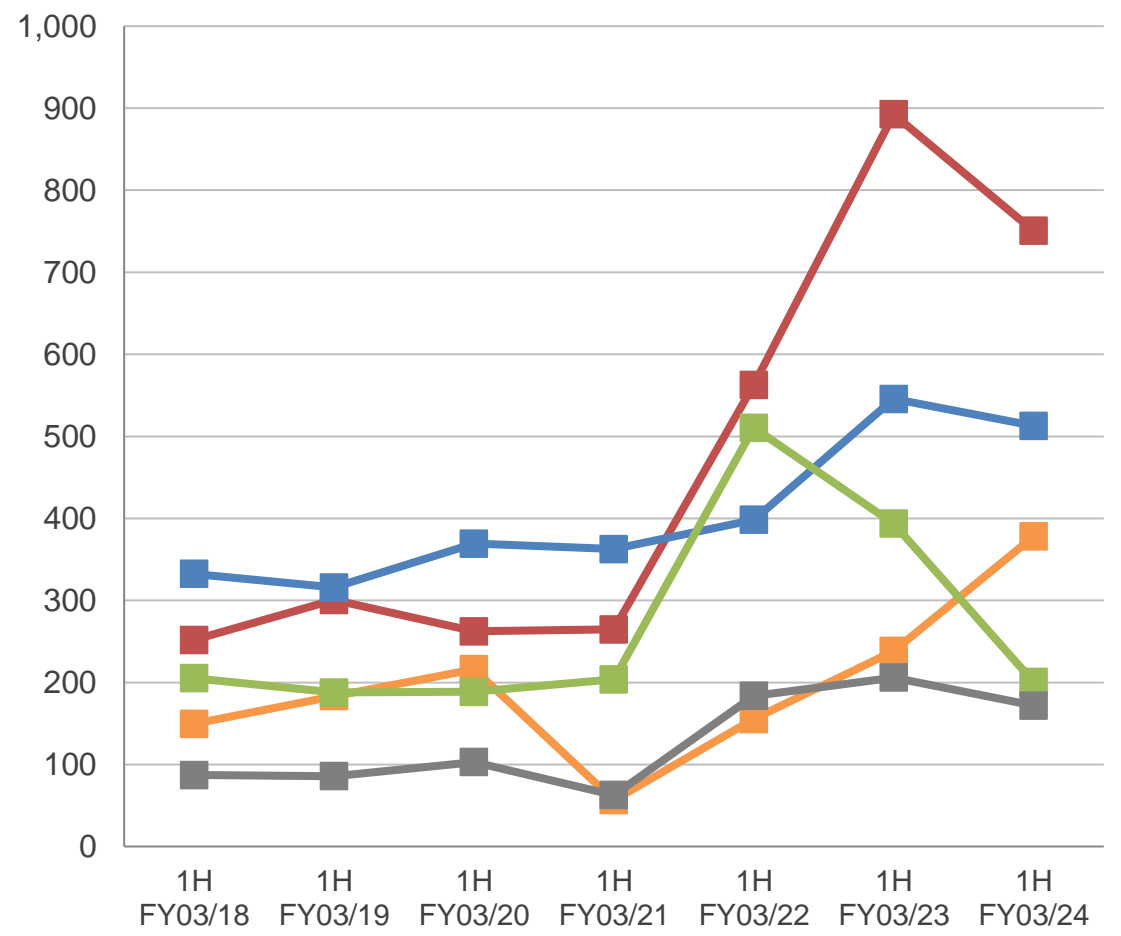


Overseas business:
Sales breakdown by region
(1H FY03/24)



Overseas business:
Sales by region

Millions of yen



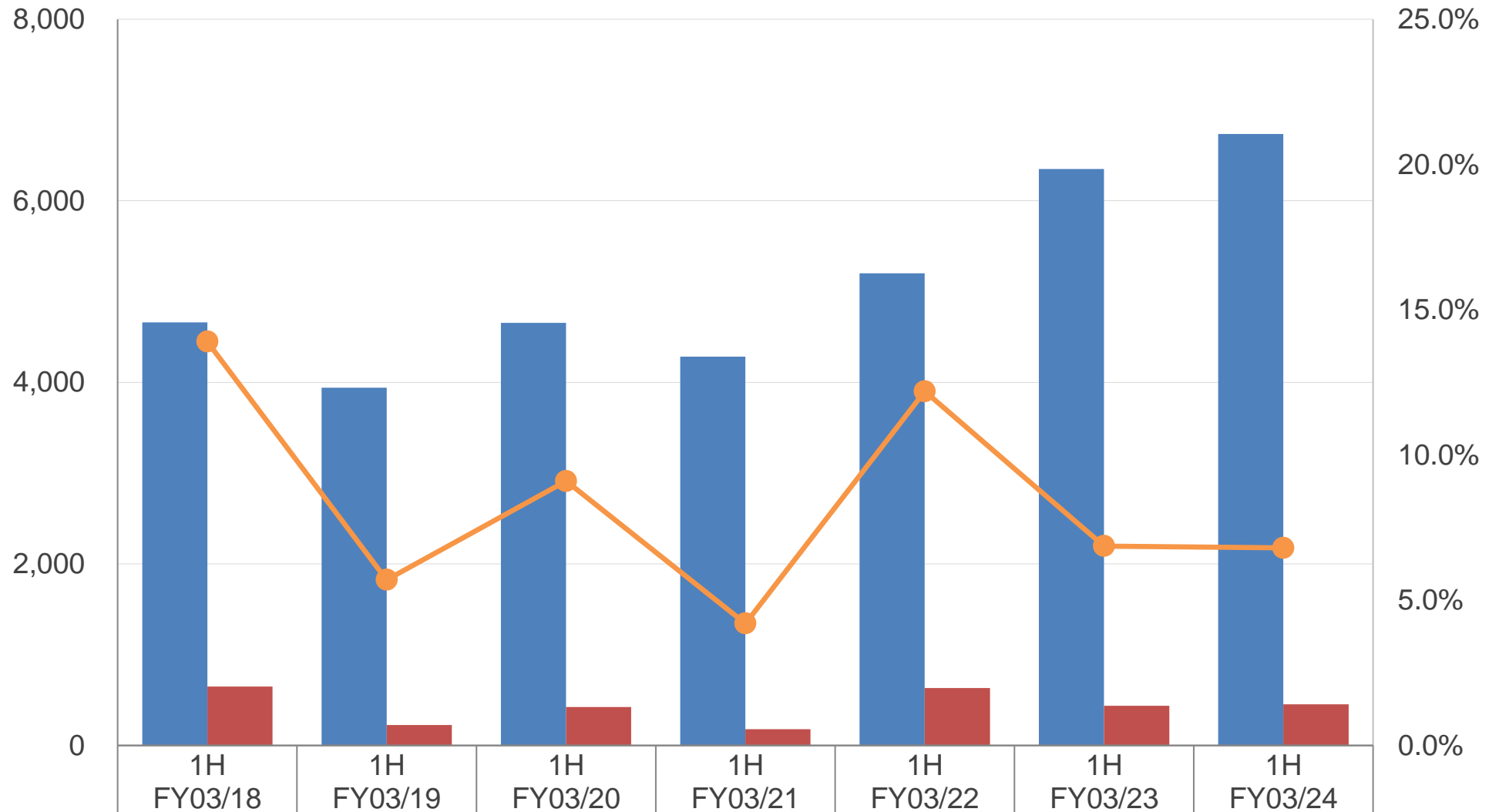
- North America
- East Asia
- Southeast Asia
- Europe
- Other

Q2 FY03/24: Net sales and operating profit



Net sales, operating profit
(Millions of yen)

Operating profit
margin (OPM)



Net sales	4,661	3,940	4,655	4,284	5,201	6,351	6,735
Operating profit	649	224	424	180	634	436	454
OPM	13.9%	5.7%	9.1%	4.2%	12.2%	6.9%	6.8%

Q2 FY03/24 consolidated balance sheet: Assets



Millions of yen

	As of March 31, 2023		As of September 30, 2023		YoY	
	Amount	% of total	Amount	% of total	YoY change	YoY change (%)
Current assets	9,685	56.9%	9,530	55.3%	- 155	- 1.6%
Cash and deposits	4,865	28.6%	4,605	26.7%	- 259	- 5.3%
Trade receivables	1,745	10.2%	1,909	11.1%	+ 164	+9.4%
Inventories	2,762	16.2%	2,712	15.8%	- 50	- 1.8%
Other	312	1.8%	302	1.8%	- 9	- 3.0%
Non-current assets	7,347	43.1%	7,688	44.7%	+ 341	+4.6%
Property, plant and equipment	5,968	35.0%	6,183	35.9%	+ 214	+3.6%
Intangible assets	452	2.7%	592	3.4%	+ 139	+30.9%
Investments and other assets	925	5.4%	913	5.3%	- 12	- 1.4%
Total assets	17,033	100.0%	17,219	100.0%	+ 186	+1.1%

Q2 FY03/24 consolidated balance sheet: Liabilities and net assets



Millions of yen

	As of March 31, 2023		As of September 30, 2023		YoY	
	Amount	% of total	Amount	% of total	YoY change	YoY change (%)
Total liabilities	3,316	19.5%	3,269	19.0%	- 46	- 1.4%
Current liabilities	1,802	10.6%	1,648	9.6%	- 153	- 8.5%
Non-current liabilities	1,514	8.9%	1,620	9.4%	+ 106	+7.1%
Total net assets	13,716	80.5%	13,949	81.0%	+ 233	+1.7%
Shareholders' equity	13,607	79.9%	13,704	79.6%	+ 97	+0.7%
Total accumulated other comprehensive income	83	0.5%	214	1.2%	+ 131	+157.5%
Non-controlling interests	25	0.1%	30	0.2%	+ 5	+20.5%
Total liabilities and net assets	17,033	100.0%	17,219	100.0%	+ 186	+1.1%

2. Future Initiatives



Declining hurdle for return on investment in labor-saving solutions

Growing adoption of self-service systems at restaurants, hotels, and other commercial facilities

Fuwarica: Rice-serving robot



Target market for Fuwarica: All business operators that use or handle rice

Drive growth in the compact-machine business in Japan going forward

■ Fuwarica: Usage examples

(1) Tsukiji Miyagawa Honten



(2) Ramen & Chinese Food Restaurant Shinsei



(3) Tomorrow Cafe



(4) Sakudaira Parking Area



(5) Kamata Rehabilitation Hospital



(6) Avex Employee Cafeteria



■ Near-term trend

Risk of slump in capital investment due to expanding geopolitical risks and economic trends in various countries

■ Medium-term trends

Rising wages, labor shortages

Companies not only focusing on organic growth, but also stepping up M&A activity

Rising number of onigiri, ramen, and yakiniku restaurants

Rising machine values

Accelerating overseas expansion by Japanese companies

Growing adoption of Japanese food culture

Expanding customer base among business operators that utilize rice-processing machines

Rice-processing machine

More compact than conventional sushi robots



Targeted at new sushi business operators



Dining area automation

Realization of safe and highly efficient food delivery by connecting a self-ordering system to a serving robot that carries food via rails

Serving robot
Roborail



×

Self-service ordering system
SEMOOR





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