

Tokyo Stock Exchange, Standard Market  
Stock code: 6405

# Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2026



August 8, 2025 | Suzumo Machinery Co., Ltd.

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# **Overview of Q1 FY03/26 Consolidated Financial Results**

# Q1 FY03/26: Performance summary

Millions of yen

	Q1 FY03/25	FY03/26	
		Q1 Amount	YoY change (%)
Net sales	3,715	3,452	− 7.1%
Domestic	2,424	2,140	− 11.7%
Overseas	1,290	1,311	+ 1.6%
Gross profit	1,893	1,699	− 10.2%
Operating profit	428	25	− 93.9%
Ordinary profit	450	16	− 96.3%
Profit attributable to owners of parent	348	9	− 97.1%

## Q1 overview

### [Net sales]

- While overseas sales increased, domestic sales decreased due to factors such as the impact on business operators of the continued surge in rice prices since Q4 FY03/25 and the winding down of replacement demand from major chain stores, resulting in an overall decline in net sales.

### [Gross profit]

- Gross profit decreased due to the drop in net sales, together with an increase in fixed costs such as manufacturing labor costs and other expenses.

### [Operating profit]

- Operating profit decreased due to the drop in gross profit, along with an increase in SG&A expenses, mainly from investments in human resources—such as personnel increases and revisions to the personnel system—as part of initiatives to build the business foundation set forth in the Next 2028 medium-term management plan.

## Q1 FY03/26: Year-on-year performance

Millions of yen

	Q1 FY03/25	FY03/26		
		Q1 Amount	YoY change	YoY change (%)
Net sales	3,715	3,452	− 263	− 7.1%
Domestic	2,424	2,140	− 284	− 11.7%
Overseas	1,290	1,311	+20	+1.6%
Cost of sales	1,822	1,752	− 69	− 3.8%
Gross profit (Profit margin)	1,893 (51.0%)	1,699 (49.2%)	− 193 ( − 1.7%)	− 10.2%
SG&A expenses (SG&A ratio)	1,465 (39.4%)	1,673 (48.5%)	+208 ( + 9.0%)	+14.2%
Operating profit (Profit margin)	428 (11.5%)	25 (0.8%)	− 402 ( − 10.8%)	− 93.9%
Ordinary profit (Profit margin)	450 (12.1%)	16 (0.5%)	− 433 ( − 11.6%)	− 96.3%
Profit attributable to owners of parent (Profit margin)	348 (9.4%)	9 (0.3%)	− 338 ( − 9.1%)	− 97.1%

# Q1 FY03/26: Progress toward full-year performance forecast

Millions of yen

	FY03/26 Full-Year Performance Forecast	FY03/26 Q1 Amount	Progress
Net sales	17,870	3,452	19.3%
Domestic	11,195	2,140	19.1%
Overseas	6,675	1,311	19.6%
Operating profit	2,000	25	1.3%
Ordinary profit	2,045	16	0.8%
Profit attributable to owners of parent	1,495	9	0.7%

## Performance outlook

### [Net sales]

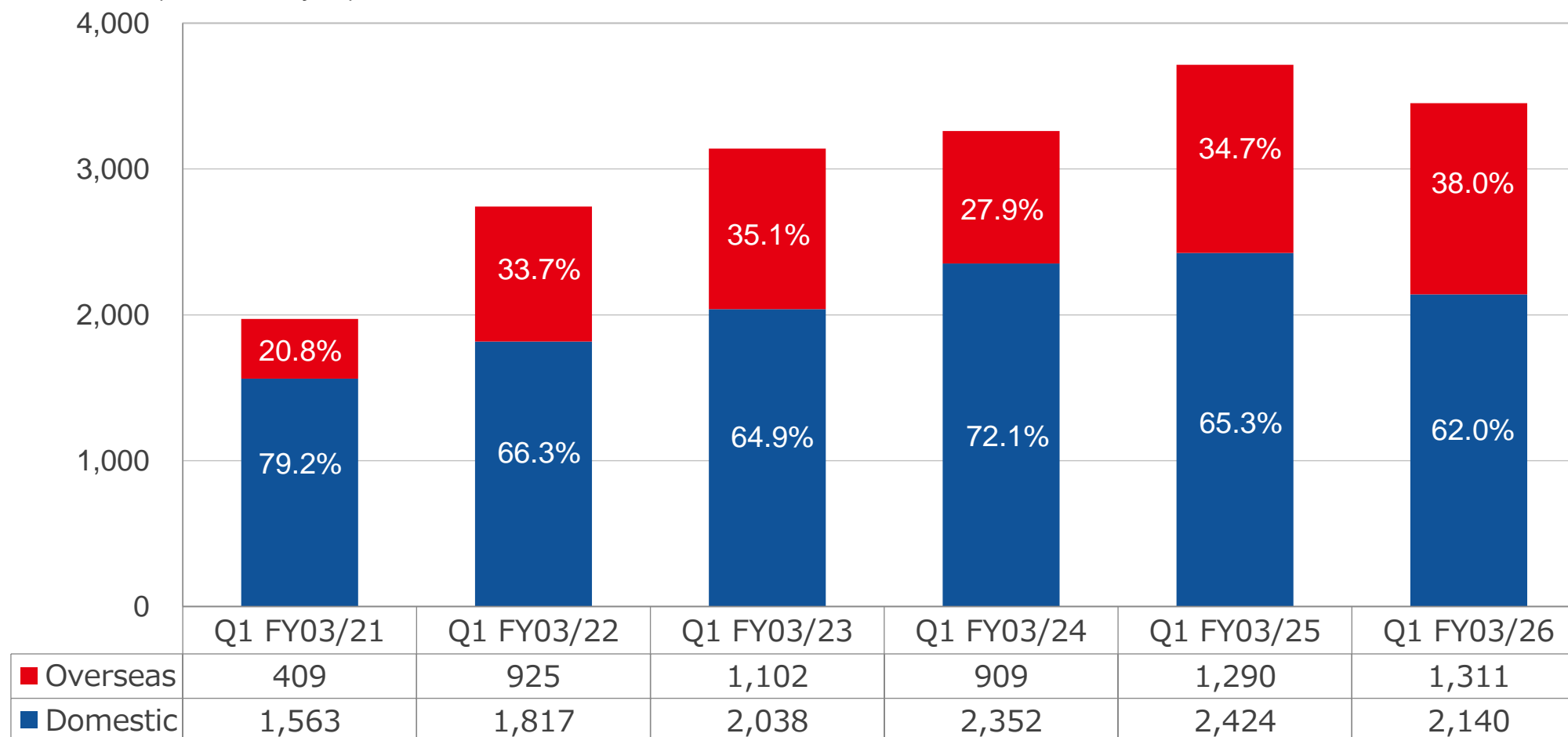
- Domestic
  - ✓ We expect the impact of the continued surge in rice prices since Q4 FY03/25—such as the postponement of capital investment plans by business operators—to gradually ease toward 2H.
  - ✓ We expect sales to expand through initiatives such as concentrating resources on Fuwarica and promoting replacement demand for older models alongside the launch of new sushi machine products.
- Overseas
  - ✓ We expect sales to increase mainly through enhanced sales approaches in North America, the effects of dealer reorganization in Europe, and rising demand—particularly from Japanese companies—in the Asian region.

### [Operating profit]

- In addition to higher net sales, we aim to secure profit while maintaining a balance between growth investments and cost control.

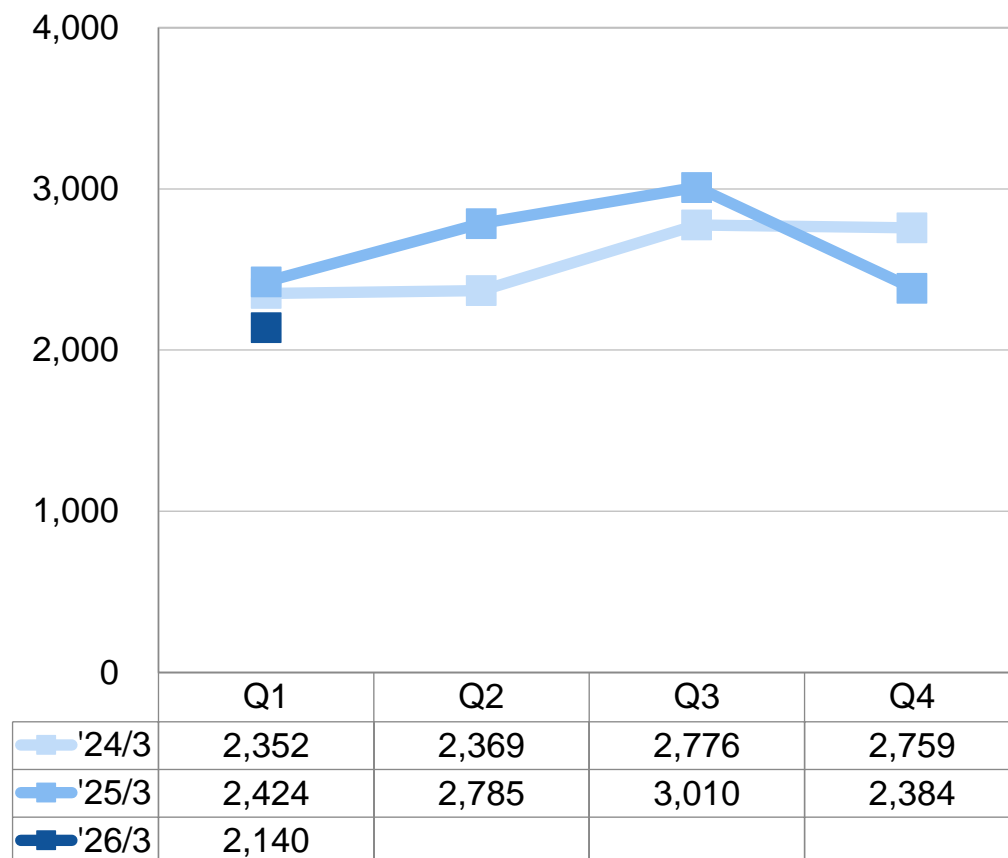
## Q1 FY03/26: Breakdown of domestic and overseas sales

Net sales  
(Millions of yen)



# Q1 FY03/26: Domestic sales (quarterly results)

Millions of yen ■ Domestic sales



## Overview of domestic operations

### [External environment]

- Demand for labor-saving solutions continued, fueled by growth in inbound demand and labor shortages.
- While the impact of the continued surge in rice prices since Q4 FY03/25—such as the postponement of capital investment plans by business operators—persisted in Q1, we expect a gradual recovery toward 2H.

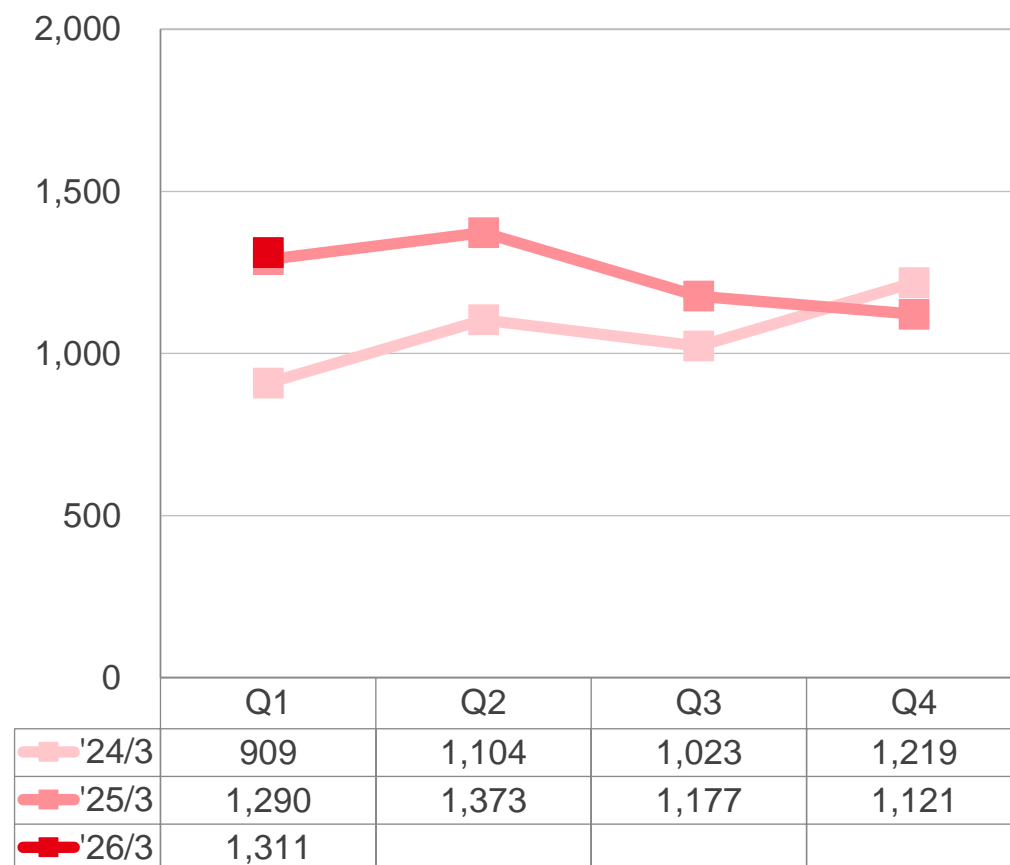
### [Sales trends]

- In Q1, sales declined due to factors such as the winding down of replacement demand from major chain operators in the sushi, restaurant, and cafeteria sectors.
- Looking ahead, we expect sales to increase through initiatives such as concentrating resources on Fuwarica and promoting replacement demand for older models alongside the launch of new sushi machine products.
- In addition, as a seasonal trend in the domestic market, we anticipate increased demand in Q3 for material and product replacements and new installations ahead of the busy year-end/New Year holidays and the ehomaki season. We will carry out initiatives that take these trends into account.



# Q1 FY03/26: Overseas sales (quarterly results)

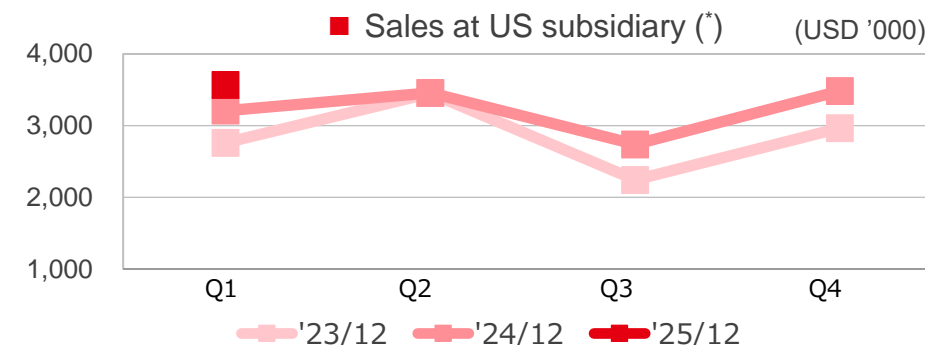
Millions of yen ■ Overseas sales



## Overview of overseas operations

### [Regional trends]

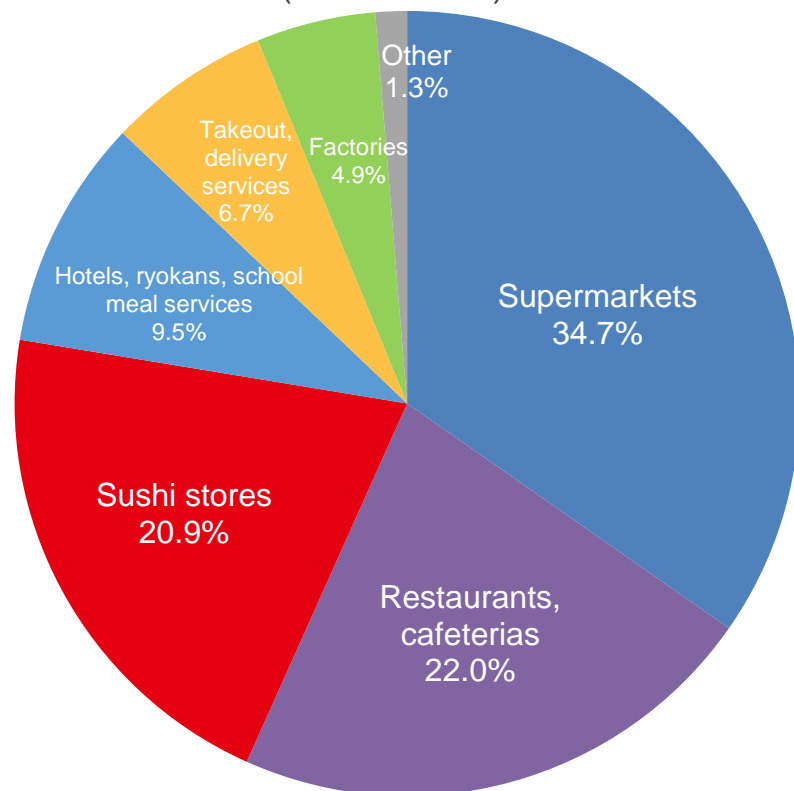
- In North America, although sales in Q1 declined slightly due to the impact of intercompany eliminations, demand for our products remained at a high level, and our US subsidiary recorded sales growth. Going forward, we will implement measures such as price adjustments in response to tariffs and strengthen our approach, particularly toward major takeout chains, aiming to increase sales.
- In Europe, adoption of our new sushi rice sheet-dispensing norimaki machine is expanding among sushi takeout chains, and we will promote dealer reorganization. In East Asia, we will continue to aim for sales growth by capturing demand, particularly from Japanese companies.



(\*) The fiscal year of the US subsidiary ends in December.

# Q1 FY03/26: Domestic business Own-machine sales by customer category

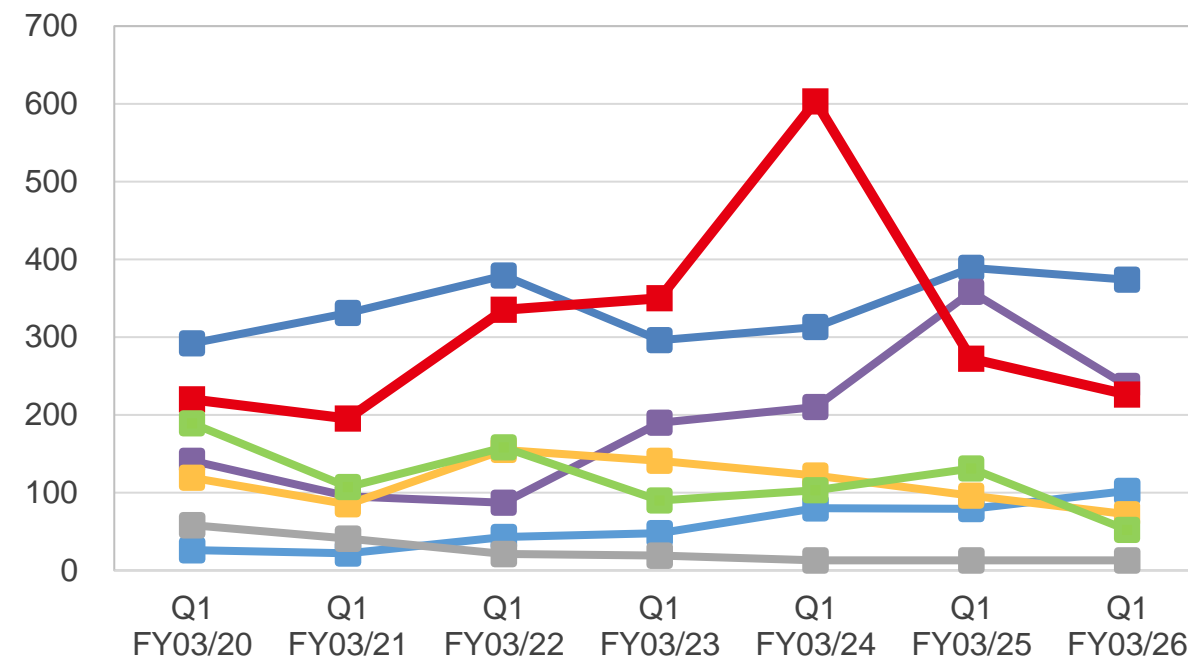
■ Domestic business:  
Sales breakdown by customer category  
(Q1 FY03/26)



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

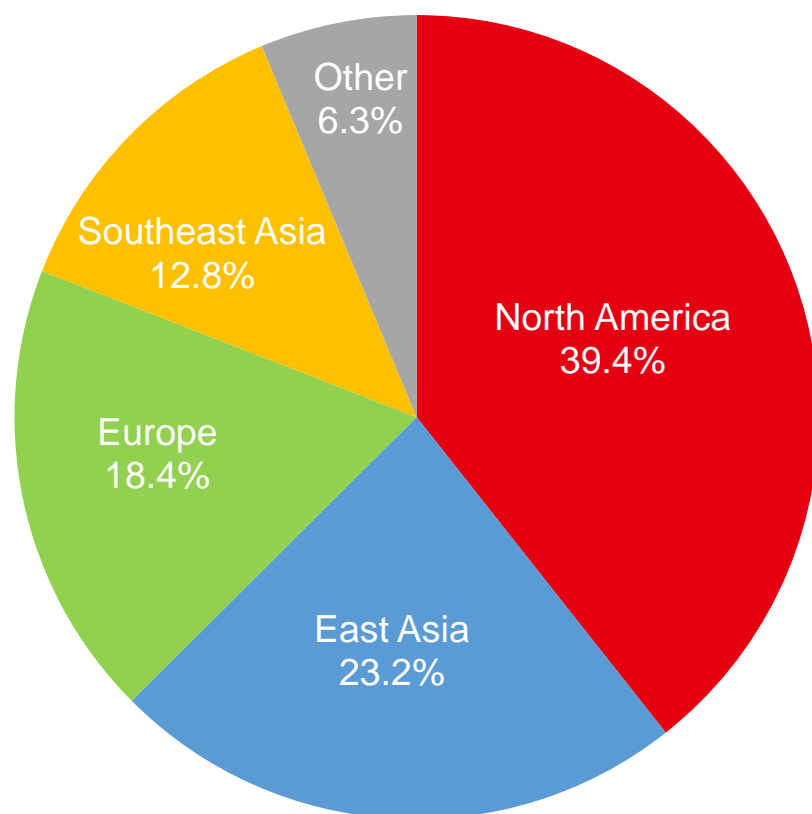
■ Domestic business:  
Sales by customer category

Millions of yen



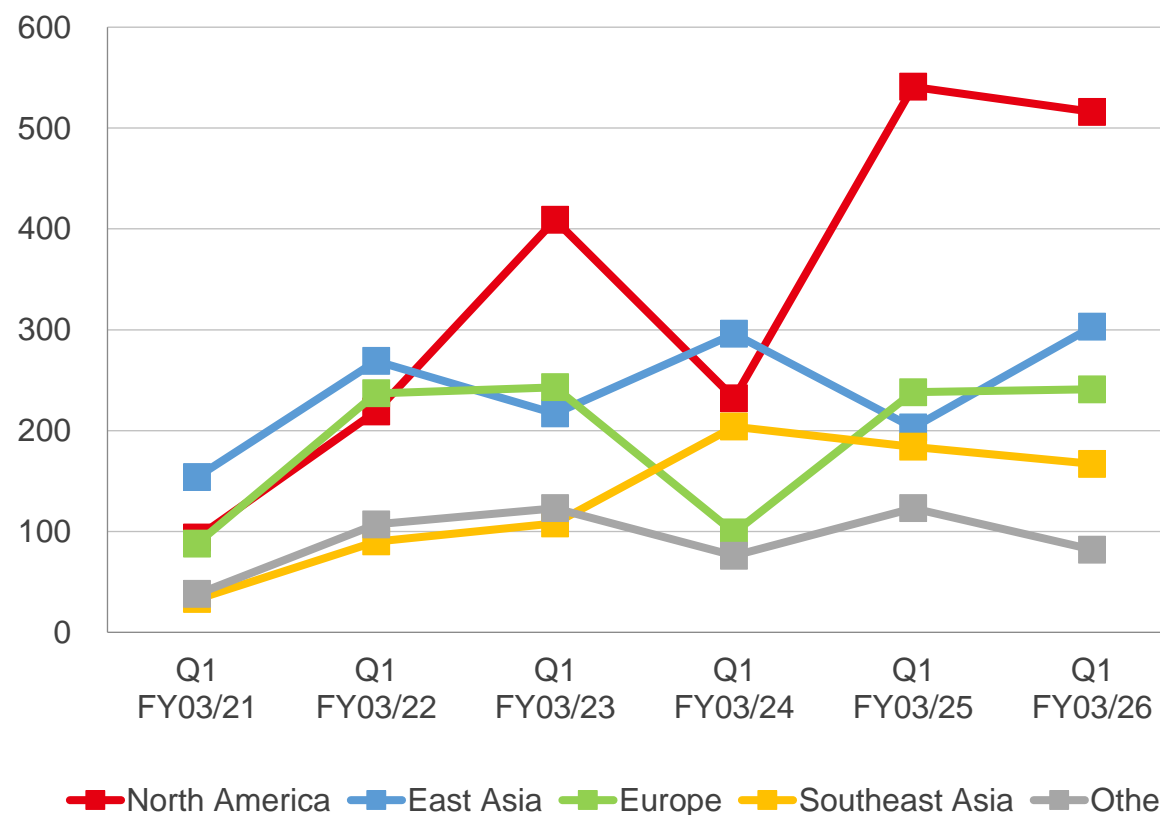
# Q1 FY03/26: Overseas business Sales by region

■ Overseas business:  
Sales breakdown by region  
(Q1 FY03/26)



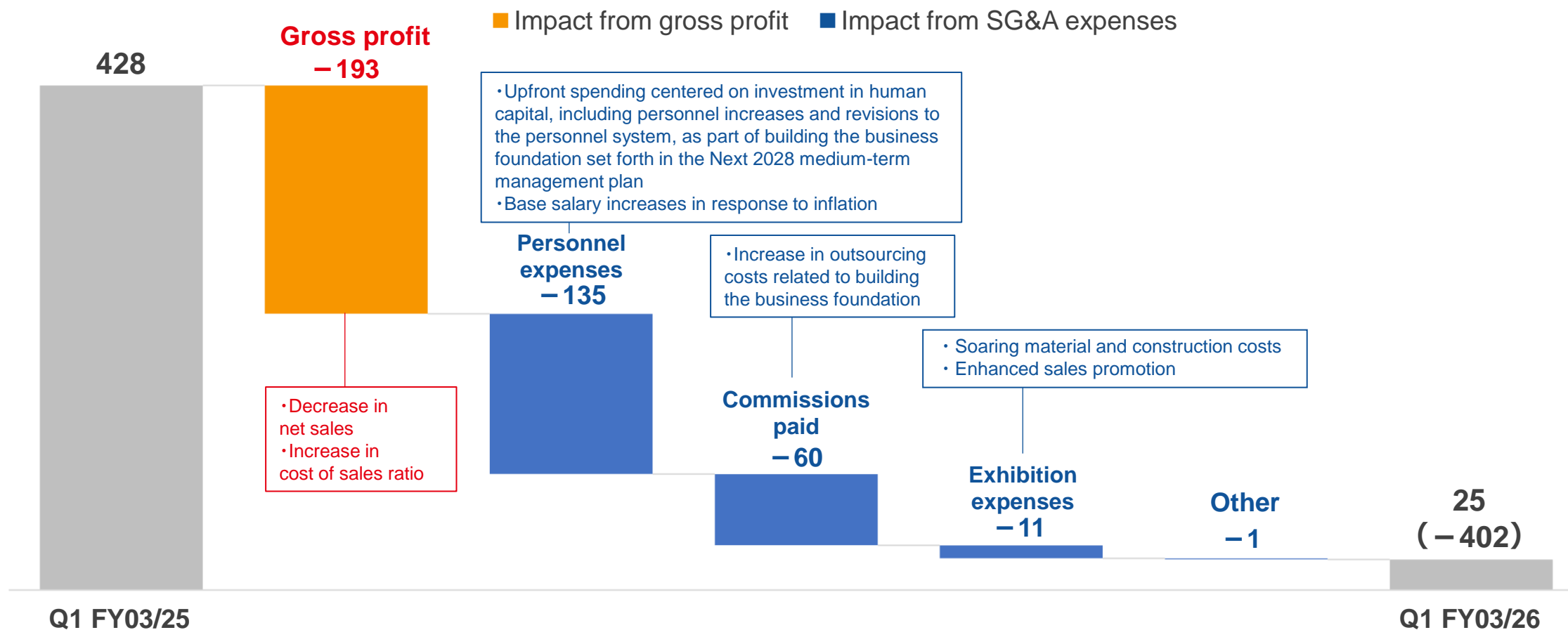
■ Overseas business: Sales by region

Millions of yen



# Q1 FY03/26: Year-on-year change in operating profit

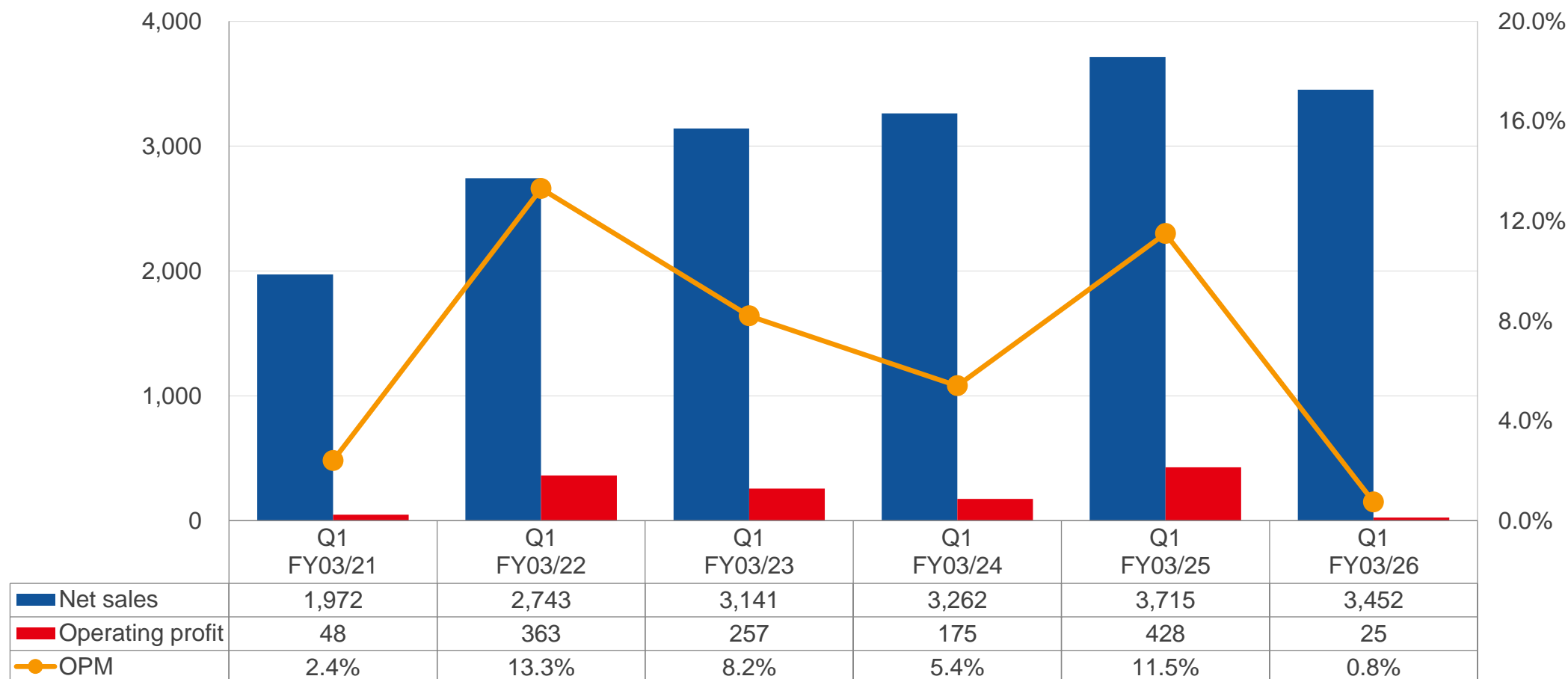
Millions of yen



# Q1 FY03/26: Net sales and operating profit

Net sales, operating profit  
(Millions of yen)

Operating profit margin (OPM)



## Q1 FY03/26: Consolidated balance sheet: Assets

Millions of yen

	As of March 31, 2025		As of June 30, 2025		YoY	
	Amount	% of total	Amount	% of total	YoY change	YoY change (%)
Current assets	10,841	55.7%	9,690	50.8%	− 1,150	− 10.6%
Cash and deposits	5,597	28.7%	4,435	23.3%	− 1,161	− 20.8%
Trade receivables	2,039	10.5%	1,694	8.9%	− 344	− 16.9%
Inventories	2,819	14.5%	3,055	16.0%	+235	+ 8.4%
Other	385	2.0%	504	2.6%	+118	+ 30.8%
Non-current assets	8,630	44.3%	9,387	49.2%	+756	+ 8.8%
Property, plant and equipment	7,028	36.1%	7,752	40.6%	+724	+ 10.3%
Intangible assets	518	2.7%	529	2.8%	+10	+ 2.1%
Investments and other assets	1,084	5.6%	1,106	5.8%	+21	+ 2.0%
Total assets	19,471	100.0%	19,077	100.0%	− 394	− 2.0%

## Q1 FY03/26: Consolidated balance sheet: Liabilities and net assets

Millions of yen

	As of March 31, 2025		As of June 30, 2025		YoY	
	Amount	% of total	Amount	% of total	YoY change	YoY change (%)
Total liabilities	3,502	18.0%	3,459	18.1%	− 43	− 1.2%
Current liabilities	2,007	10.3%	2,056	10.8%	+48	+2.4%
Non-current liabilities	1,494	7.7%	1,403	7.4%	− 91	− 6.1%
Total net assets	15,969	82.0%	15,618	81.9%	− 350	− 2.2%
Shareholders' equity	15,423	79.2%	15,187	79.6%	− 235	− 1.5%
Total accumulated other comprehensive income	505	2.6%	395	2.1%	− 110	− 21.8%
Non-controlling interests	39	0.2%	35	0.2%	− 4	− 11.4%
Total liabilities and net assets	19,471	100.0%	19,077	100.0%	− 394	− 2.0%



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