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February 6, 2025

# **Consolidated Business Results** for the Third Quarter Ended December 31, 2024 (Japan GAAP)

		,	•		,
Company:	FUJITEC CO., LTD.				Listed on TSE
Stock Code:	6406				URL: <u>https://www.fujitec.com</u>
Representative:	Masayoshi Harada, President and CEO				TEL: +81-72-622-8151
Contact:	Kosuke Sato, Director, Senior Executive Operating Offic	er, Genei	ral M	anager o	f Finance HQ

Expected starting date of dividend payment: -

Supplementary materials for the quarterly business results: Yes

(Amounts less than one million yen are rounded down)

Presentation of the quarterly business results: No

# 1. Consolidated business results for the third quarter ended December 31, 2024 (April 1, 2024 to December 31, 2024)

(1) Operating results (cumulative)

(1) Operating results (cumulat	% change from the previous corresponding period)							
	Net sal	es	Operating income		Ordinary income		Profit attributable to owners of parent	
Nine months ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
December 31, 2024	178,102	6.7	13,816	27.4	16,681	15.5	11,149	(28.9)
December 31, 2023	166,902	10.7	10,843	50.6	14,443	54.1	15,681	208.4

(Note) Comprehensive income — December 31, 2024: 15,917 million yen [-42.3%], December 31, 2023: 27,570 million yen [28.2%]

	Net income per share	Diluted net income per share
Nine months ended	Yen	Yen
December 31, 2024	142.88	142.81
December 31, 2023	201.02	200.91

(2) Financial position

	Total assets	Net assets	Shareholders' equity ratio	
	Millions of yen	Millions of yen	%	
December 31, 2024	254,940	164,535	58.6	
March 31, 2024	256,402	165,177	57.9	

(Reference) Shareholders' equity — December 31, 2024: 149,369 million yen, March 31, 2024: 148,358 million yen

### 2. Cash dividends

	Cash dividends per share							
	End of 1st quarter	End of 2nd quarter	End of 3rd quarter	Fiscal year-end	Total			
	Yen	1	Yen	Yen	Yen			
For the year ended March 31, 2024	—	35.00	—	120.00	155.00			
For the year ending March 31, 2025	—	75.00	_					
March 31, 2025 (forecast)				90.00	165.00			

(Note) Revision to the dividend forecasts from the latest announcement: No

Cash dividends for March 31, 2024: Regular dividend: 50.00 yen Special dividend: 70.00 yen

# 3. Forecasts of consolidated business performance for the fiscal year ending March 31, 2025 (April 1, 2024 – March 31, 2025)

(% change from the previous corresponding period)

						0	<u> </u>		01 )
	Net sal	les	Operating	income	Ordinary i	ncome	Profit attribu owners of		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
For the year ending March 31, 2025	242,000	5.5	16,200	11.2	19,500	4.2	14,200	(20.4)	181.95

(Note) Revision to the business performance forecasts from the latest announcement: Yes

## \* Other

- (1) Changes in significant subsidiaries in the scope of consolidation during the period: No
- (2) Application of specific accounting procedures for quarterly financial statements: No
- (3) Changes in accounting policies, changes in accounting estimates, and retrospective restatements
- 1) Changes in accounting policies due to revision of accounting standards: Yes
- 2) Changes other than 1), above: No
- 3) Changes in accounting estimates: No
- 4) Retrospective restatements: No

### (4) Number of shares outstanding (common stock)

1) Number of shares outstanding at the end of period (including treasury stock):	Nine months ended December 31, 2024: 78,900,000 shares	Year ended March 31, 2024: 78,900,000 shares
2) Treasury stock at the end of period:	Nine months ended December 31, 2024: 857,655 shares	Year ended March 31, 2024: 869,385 shares
3) Weighted average number of shares outstanding during the period:	Nine months ended December 31, 2024: 78,033,783 shares	Nine months ended December 31, 2023: 78,010,346 shares

\* Quarterly consolidated financial statements subject to quarterly financial review by a certified public accountant or auditing firm: No

\* Explanation regarding appropriate use of business forecasts and other special instructions

The forecasts regarding future performance in this report are based on the information currently available to the Company and certain assumptions that the Company deems to be reasonable at the time this report was prepared. These forecasts are not a guarantee of performance. Actual results may differ significantly from forecasts due to a variety of factors. For more on business forecasts, see *Explanation of Consolidated Earnings Forecasts and Other Forecasts* on P.6 of *Consolidated Business Results for the Third Quarter (Accompanying Materials)*.

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### 1. Qualitative Information on Quarterly Financial Performance

#### (1) Explanation of Operating Results

Despite a moderate recovery, the global economy remained uncertain throughout the consolidated third quarter due to soaring energy prices, the lingering sluggish economy in China, and geopolitical risks. The economy remained strong in the U.S., driven by consumer spending. However, new orders and production activity in the manufacturing sector were sluggish. In China, economic stimulus measures led to a temporary economic recovery. The economy remained sluggish, however, as the real estate market, consumer spending, and other indicators failed to recover. Despite the weak yen and rising costs in Japan, the economy demonstrated a moderate recovery with improving employment and income conditions, continued strong inbound demand, and firm public and capital investment.

In light of changes in the business environment surrounding the Fujitec Group, we announced a new five-year medium-term management plan, Move On 5, in May 2024, which we began executing this fiscal year. This plan encompasses the fundamental corporate changes we will pursue to achieve our underlying value. Under Move On 5, we plan to improve net sales to 325 billion yen, operating income to 44 billion yen, and operating income margin to 13.5% by fiscal 2028, achieving cross-organizational growth and efficiencies in every region and every business. We established three pillars as a companywide strategy to achieve these growth targets. The first pillar is selection and consolidation of regions and business mix. Under this pillar, we aim to improve profitability through clear strategic positioning in each region, defining the direction of efforts in each region and business. To accelerate the supervision and execution of each regional strategy, we established a specific implementation structure led by a regional director for each regional segment. In China, where the real estate recession continues, we are addressing major issues by restructuring our agency network through a review of contracts and reducing personnel, mainly in direct factory departments. The second pillar is high quality and high profitability. Here, we aim to improve margins through the collective efforts of the Fujitec Group while also enhancing quality, which is one of our strengths. As part of these measures, we pursue preventive maintenance systems using remote monitoring in each region. In Singapore, we became the first Japanese manufacturer to obtain the standard certification for elevator maintenance using remote monitoring, which is an initiative of the Singaporean government. These standards are the first of their kind, established in Singapore for the remote monitoring of maintenance in the countless high-rise buildings located the country to enhance elevator sustainability. In addition, we plan to begin sales of the new Ele Glance standard elevator for the Japanese market in spring 2025. As the successor to the current flagship model, XIOR, this new elevator features enhanced design elements, ease of maintenance, and disaster countermeasures. We have made the main equipment more compact and lighter, contributing to greater installation efficiency and resource conservation during production. The third pillar is a strong business foundation, the SDGs, and other initiatives indispensable for pursuing these pillars. To strengthen our implementation framework for Move On 5, we established a group management system centered around the Management Committee while also clarifying roles and responsibilities. In addition, we set a target to reduce greenhouse gas emissions by 46% by fiscal 2030 (vs. fiscal 2019) to reduce our environmental footprint. One of our efforts in this area was our move to switch from diesel oil to biodiesel fuel for the four-ton trucks owned by Big Step, our R&D and production base for escalators. In recognition of these efforts, the Japan Management Association awarded Big Step with the GOOD FACTORY Award in 2025 (13th annual awards). We established 21 subcommittees to monitor our progress in these three pillars. Each subcommittee reports progress at monthly management meetings, where issues are identified and response measures formulated.

So far this fiscal year, we delivered a total of 102 elevators and escalators to Shibuya Sakura Stage, a large-scale complex facility in Shibuya, Tokyo. In Hong Kong, we delivered 44 units of renovated elevators for Three Garden Road, two high-rise office buildings in the financial district. This job represented the largest order for renovations in Fujitec Group history. As a result of the matters discussed above, the Fujitec Group recorded business performance for the consolidated period as described below. In terms of major orders this fiscal year, we received an order for 160 escalators for the Taipei Twins skyscraper under construction in Taipei City, Taiwan. In India, we received an order for 239 elevators for the Chennai Metro project (lines 3 and 5) planned in Chennai, located in the southern India.

As a result, the Fujitec Group recorded business performance for the nine months ended December 31, 2024, as described below.

	Nine months ended December 31, 2023	Nine months ended December 31, 2024	Change (%)	Real change, after excluding the impact of foreign exchange (%)
Orders				
Japan	76,648	83,162	8.5	_
East Asia	49,605	53,539	7.9	(0.3)
South Asia	27,398	32,103	17.2	7.0
The Americas and Europe	36,581	37,009	1.2	(6.6)
Subtotal	190,234	205,814	8.2	_
Adjustments	(11,748)	(11,750)	_	_
Total	178,486	194,064	8.7	
Order backlog				
Japan	93,952	106,080	12.9	
East Asia	84,482	89,024	5.4	(2.8)
South Asia	32,705	39,632	21.2	10.7
The Americas and Europe	56,054	57,767	3.1	(5.1)
Subtotal	267,195	292,506	9.5	_
Adjustments	(5,376)	(6,306)	_	_
Total	261,819	286,199	9.3	_

(Amounts less than one million yen are rounded down)

The average order unit price for domestic orders in the New Installation Business rose year on year as we engaged in selective order-taking. Even though the number of units ordered decreased, orders increased in terms of monetary volume. Our Aftermarket Business saw an increase in orders year on year. Repair work and maintenance for elevators and escalators also rose due to an increase in the number of contracts and contract price revisions.

In terms of overseas orders, in East Asia, the New Installation Business saw higher orders in Taiwan and South Korea. Orders decreased in China and Hong Kong for New Installation Business, while the Aftermarket Business saw higher orders Hong Kong. In South Asia, orders in the New Installation Business increased mainly in India, while the Aftermarket Business saw increases in all regions. In the Americas and Europe, New Installation Business orders decreased in the U.S. and Argentina and Aftermarket Business orders increased in Canada.

(Amounts less than one million yen are rounded down)

		Nine months ended December 31, 2023	Nine months ended December 31, 2024	Change (%)	Real change, after excluding the impact of foreign exchange (%)
Net sale	s	166,902	178,102	6.7	—
	Japan	61,266	65,440	6.8	—
	Overseas	105,635	112,662	6.7	(2.1)
Operatir	ng income	10,843	13,816	27.4	—
Ordinary	y income	14,443	16,681	15.5	—
Profit at parent	tributable to owners of	15,681	11,149	(28.9)	—
Net inco	ome per share	¥201.02	¥142.88		_

While sales for the cumulative consolidated quarter under review decreased in East Asia, other regions compensated for this decrease, leading to higher sales and profits year on year. Ordinary income rose with higher operating income. However, profit before income taxes decreased due to the absence of the impact of the gain on sales of non-current assets posted in the year-ago quarter for a consolidated subsidiary.

As a result, profit attributable to owners of parent decreased year on year.

The following information highlights performance by segment:

		Net	sales		Operating income			
	Nine months ended December 31, 2023	Nine months ended December 31, 2024	Change (%)	Real change, after excluding the impact of foreign exchange (%)	Nine months ended December 31, 2023	Nine months ended December 31, 2024	Change	Real change, after excluding the impact of foreign exchange
Japan	63,357	66,917	5.6	_	4,041	5,750	1,708	_
East Asia	59,670	52,986	(11.2)	(18.1)	1,596	1,851	254	68
South Asia	22,724	28,629	26.0	15.0	4,397	4,948	551	112
The Americas and Europe	32,115	40,562	26.3	15.9	960	1,346	386	286
Subtotal	177,867	189,095	6.3	_	10,995	13,897	2,901	_
Adjustments	(10,965)	(10,993)	_	_	(152)	(80)	71	—
Total	166,902	178,102	6.7	_	10,843	13,816	2,972	_

(Amounts less than one million yen are rounded down)

Japan

Both sales and profits increased year on year. Net Sales increased significantly in the New Installation Business and the Aftermarket Business. Despite an increase in personnel expenses due to wage raises and higher material costs due to the weak yen, operating income rose due to the significant impact of sales price revisions on profitability and a reduction in provision for losses on construction contracts.

### East Asia

Sales decreased and profits increased year on year. Net sales decreased, despite increased sales in the Hong Kong Aftermarket Business. This decrease was mainly due to the impact of significantly fewer New Installation Business projects on hand and lower sales unit prices stemming from the extended real estate recession in China. Operating income increased, despite lower New Installation Business sales in China. A reduction in provision for losses on construction contracts in Taiwan and South Korea, as well as higher Aftermarket Business sales in Hong Kong, contributed to the increase.

### South Asia

Both sales and profits increased year on year. Net Sales increased due to the performance of the New Installation Business, mainly in Singapore and India, as well as an increase in the Aftermarket Business, mainly in Singapore. Operating income increased due to higher sales, including India, despite weakening profitability, mainly in the Aftermarket Business, due to higher material costs and labor costs in Singapore.

### The Americas and Europe

Both sales and profits increased year on year. Net sales increased in the New Installation Business due to progress on a large project in the U.S. and in the Aftermarket Business in the U.S. and the U.K. Operating income increased with increased sales in the Aftermarket Business in the U.S, as well as improved profitability in the New Installation Business and higher Aftermarket Business sales in the U.K.

## (2) Explanation of Financial Position

Total assets as of December 31, 2024, amounted to 254,940 million yen, a decrease of 1,462 million yen compared with the end of the prior consolidated fiscal year. This result was mainly due to a decrease in cash and deposits against an increase in notes and accounts receivable-trade, and contract assets and property, plant and equipment.

Total liabilities amounted to 90,404 million yen, a decrease of 820 million yen compared with the end of the prior consolidated fiscal year. This result was mainly due to decreases in accrued income taxes and provision for losses on construction contracts against an increase in advances from customers.

Total net assets amounted to 164,535 million yen, a decrease of 641 million yen compared with the end of the prior consolidated fiscal year. This result was mainly due to profit attributable to owners of parent of 11,149 million yen and an increase of 5,590 million yen in foreign currency translation adjustments against dividend payments of 15,216 million yen and a decrease of 1,646 million yen in non-controlling interests. Our shareholders' equity ratio as of December 31, 2024, was 58.6%, up 0.7 points compared to the end of the prior consolidated fiscal year. Net assets per share amounted to 1,913.95 yen, up 12.67 yen compared with the end of the prior consolidated fiscal year.

### (3) Explanation of Consolidated Earnings Forecasts and Other Forecasts

We have made revisions to the consolidated earnings forecasts for fiscal 2024 (April 1, 2024 - March 31, 2025) announced on May 14, 2024.

For more details, see *Notice Concerning Reversal of Deferred Tax Assets and Revisions to Earnings Forecasts*, published today, February 6, 2025.

Revisions to Consolidated Earnings Forecasts for the Fiscal Year Ending March 31, 2025 (April 1, 2024 - March 31, 2025) (Amounts less than one million yen are rounded down)

	Previous Forecast (A)	Revised Forecast (B)	Change (%)
Net sales	245,000	242,000	(1.2)
Operating income	18,100	16,200	(10.5)
Ordinary income	20,000	19,500	(2.5)
Profit attributable to owners of parent	16,000	14,200	(11.3)
Net income per share	¥205.05	¥181.95	_

(Amounts less than one million yen are rounded down)
Operating income (loss)

	Net sales			Operating income (loss)			
	Previous Forecast (A)	Revised Forecast (B)	Change (%)	Previous Forecast (A)	Revised Forecast (B)	Change (B-A)	
Japan	91,000	93,000	2.2	6,500	8,800	2,300	
East Asia	79,000	71,000	(10.1)	3,900	(800)	(4,700)	
South Asia	37,000	39,000	5.4	5,800	6,300	500	
The Americas and Europe	52,000	53,000	1.9	1,900	1,900		
Subtotal	259,000	256,000	(1.2)	18,100	16,200	(1,900)	
Adjustments	(14,000)	(14,000)	_	_	—	—	
Total	245,000	242,000	(1.2)	18,100	16,200	(1,900)	

Reasons for revisions

While the Company expects net sales to increase in Japan, South Asia, and The Americas and Europe compared with the original forecast, we expect net sales in East Asia to be 3.0 billion yen lower, coming in a 242.0 billion yen. This revision is due to a decline in the New Installation Business stemming from the real estate recession in China.

The Company expects operating income to increase in Japan due to sales price revisions and other factors. At the same time, we expect operating income to decrease in East Asia due to the impact of lower unit sales in the New Installation Business in China and lower sales unit prices. Further, the Company recorded an additional allowance for doubtful accounts in connection with a revision of recognition standards associated with the deteriorating real estate market in China. We expect the decrease in ordinary income to be narrower than originally forecast due to factors including interest income owing to rising interest rates and foreign exchange gains stemming from the weak yen. At the same time, profit attributable to owners of parent will likely decrease due to restructuring costs associated with headcount reductions in China and the reversal of deferred tax assets. As a result, we revised forecasts for operating income, ordinary income, and profit attributable to owners of parent to 16.2 billion yen, 19.5 billion yen, respectively.

The year-end dividend forecast for the current period remains unchanged from the 90 yen per share as announced on May 14, 2024, since the downward revision to the above earnings forecasts is due mainly to the impact of temporary expenses.

(Note) The earnings forecasts above are based on information currently available to the Company and certain assumptions that the Company deems to be reasonable at the time this report was prepared. These forecasts are not a guarantee of performance. Actual results may differ significantly from forecasts due to a variety of factors.

# 2. Quarterly Consolidated Financial Statements and Notes

# (1) Quarterly Consolidated Balance Sheets

		(Millions of yen)
	As of March 31, 2024	As of December 31, 2024
Assets		
Current assets		
Cash and deposits	80,560	75,13
Notes and accounts receivable-trade, and contract assets	85,141	86,40
Merchandise and finished goods	3,672	4,43
Work in process	4,322	4,27
Raw materials and supplies	12,922	14,67
Other	7,653	7,58
Allowance for doubtful accounts	(3,789)	(3,96
Total current assets	190,484	188,54
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	19,844	19,09
Machinery and equipment, net	5,551	5,70
Tools, furniture and fixtures, net	2,869	2,95
Land	7,256	7,24
Leased assets, net	2,380	2,59
Construction in progress	1,645	4,73
Total property, plant and equipment	39,547	42,32
Intangible assets		
Goodwill	2,210	1,99
Other	3,826	3,91
Total intangible assets	6,036	5,91
Investments and other assets		
Investments securities	11,770	10,86
Long-term loans receivable	1,171	1,50
Other	8,066	6,45
Allowance for doubtful accounts	(674)	(65
Total investments and other assets	20,334	18,15
Total non-current assets	65,917	66,39
Total assets	256,402	254,94

	As of March 31, 2024	As of December 31, 2024
Liabilities		
Current liabilities		
Notes and accounts payable-trade	18,181	17,841
Electronically recorded obligations-operating	4,116	3,869
Short-term debt	5,733	5,345
Current portion of long-term debt	—	30
Accrued income taxes	4,431	1,500
Provision for bonuses	3,173	2,391
Provision for losses on construction contracts	10,227	8,762
Other provision	2,419	1,875
Advances from customers	20,999	23,548
Other	15,020	17,772
Total current liabilities	84,304	82,937
Non-current liabilities		
Long-term debt	128	121
Net defined benefit liability	4,595	4,514
Other	2,198	2,831
Total non-current liabilities	6,921	7,467
Total liabilities	91,225	90,404
Net assets		
Shareholders' equity		
Paid-in capital	12,533	12,533
Additional paid-in capital	14,565	14,568
Retained earnings	111,405	107,338
Treasury stock	(2,155)	(2,126
Total Shareholders' equity	136,349	132,314
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	4,806	4,165
Deferred gains or losses on hedges	(125)	(77
Foreign currency translation adjustments	7,473	13,064
Remeasurements of defined benefit plans	(146)	(98
Total accumulated other comprehensive income	12,008	17,054
Stock acquisition rights	35	29
Non-controlling interests	16,783	15,136
Total net assets	165,177	164,535
Total liabilities and net assets	256,402	254,940

# (2) Quarterly Consolidated Statements of Income and Consolidated Statements of Comprehensive Income Quarterly Consolidated Statements of Income

For the nine months ended December	· 31, 2023 and December 31, 2024
For the line months chucu December	51, 2025 and December 51, 2024

		(Millions of yen)
	Nine months ended December 31, 2023	Nine months ended December 31, 2024
Net sales	166,902	178,102
Cost of sales	131,738	137,153
Gross profit	35,163	40,948
Selling, general and administrative expenses	24,319	27,131
Operating income	10,843	13,816
Other income		
Interest income	1,731	1,978
Dividend income	242	263
Foreign exchange gains	899	241
Other	1,044	842
Total other income	3,917	3,327
Other expenses		
Interest expenses	265	295
Other	52	166
Total other expenses	317	461
Ordinary income	14,443	16,681
Special gain		
Gain on sales of non-current assets	5,236	55
Gain on sales of investment securities	185	_
Total special gain	5,421	55
Special loss		
Loss on sales and retirement of non-current assets	19	17
Impairment loss	475	12
Business restructuring expenses	—	675
Total special loss	494	705
Profit before income taxes	19,371	16,031
Income taxes expense	2,735	2,898
Deferred taxes expense	367	2,907
Total income taxes	3,102	5,806
Profit	16,268	10,225
Profit (loss) attributable to non-controlling interests	587	(924
Profit attributable to owners of parent	15,681	11,149

## Quarterly Consolidated Statements of Comprehensive Income

# For the nine months ended December 31, 2023 and December 31, 2024

		(Millions of yen)
	Nine months ended December 31, 2023	Nine months ended December 31, 2024
Profit	16,268	10,225
Other comprehensive income		
Valuation difference on available-for-sale securities	1,232	(640)
Deferred gains or losses on hedges	6	239
Foreign currency translation adjustments	9,965	6,030
Remeasurements of defined benefit plans	98	62
Total other comprehensive income	11,302	5,692
Comprehensive income	27,570	15,917
Comprehensive income attributable to:		
Owners of parent	25,579	16,365
Non-controlling interests	1,991	(447)

### (3) Notes to the Quarterly Consolidated Financial Statements

## (Notes Regarding Assumptions of Going Concern)

Not applicable.

#### (Notes on Significant Changes in Shareholders' Equity)

Not applicable.

### (Changes in Accounting Policies)

(Adoption of Accounting Standard for Current Income Taxes)

The Company adopted *Accounting Standard for Current Income Taxes* (ASBJ Statement No. 27, October 28, 2022; "Revised Accounting Standard 2022," below) as of the beginning of the first quarter of the current consolidated fiscal year.

The revised classifications for income taxes (taxes on other comprehensive income) follows the transitional treatment detailed in the proviso of paragraph 20-3 of Revised Accounting Standard 2022 and the transitional treatment detailed in the proviso of paragraph 65-2(2) of Guidance on Accounting for Tax Effect Accounting (ASBJ Guidance No. 28, October 28, 2022; "Revised Guidance 2022," below). The adoption of this accounting standard did not have any impact on the quarterly consolidated financial statements and per-share information of the Company.

Further, the Company has adopted Revised Guidance 2022 as of the beginning of the first quarter of the current consolidated fiscal year for the revised treatment of consolidated financial statements when gains or losses arising from the sale of shares, etc., in subsidiaries between consolidated companies is deferred for tax purposes. The Company applied this change in accounting policy retrospectively, and we have prepared the quarterly consolidated financial statements and the consolidated financial statements for the previous consolidated fiscal year on this retrospective basis. The adoption of this change in policy had no impact on the quarterly consolidated financial statements for the previous consolidated financial statements and the consolidated financial statements for the previous consolidated financial statements and the consolidated financial statements for the previous consolidated financial statements and the consolidated financial statements for the previous consolidated financial statements and the consolidated financial statements for the previous consolidated financial statements and the consolidated financial statements for the previous consolidated financial statements and the consolidated financial statements for the previous consolidated financial statements and the consolidated financial statements for the previous consolidated financial statements and the consolidated financial statements for the previous consolidated financial statements and the consolidated financial statements for the previous consolidated financial statements and the consolidated financial statements for the previous consolidated financial statements and the consolidated financial statements for the previous consolidated financial statements and the consolidated financial statements for the previous consolidated financial statements and the consolidated financial statements for the previous consolidated financial statements and the consolidated financial statements for the previous consolidated financial statements fo

### (Segment and Other Information)

I Nine months ended December 31, 2023

1. Information on	operating revenue	and profit ()	oss) of each re	portable segment
1. Information on	operating revenue	und prom (r	obby of each re	portuole segment

						(M	illions of yen)
	Reportable Segments				A 1:	Amount to quarterly	
	Japan	East Asia	South Asia	The Americas and Europe	Total	Adjustments (Note 1)	consolidated statements of income (Note 2)
Net sales							
Sales to external customers	61,296	50,796	22,724	32,084	166,902	_	166,902
Intersegment sales/transfers	2,060	8,873	0	30	10,965	(10,965)	_
Total	63,357	59,670	22,724	32,115	177,867	(10,965)	166,902
Segment income	4,041	1,596	4,397	960	10,995	(152)	10,843

(Notes) 1. Segment income adjustments of (152) million yen include eliminations of intersegment transactions of 0 million yen and inventory adjustments of (152) million yen.

2. Segment income has been adjusted to operating income on the quarterly consolidated statements of income.

2. Information related to impairment of non-current assets, goodwill, etc., by reportable segment

There were no significant events or changes.

### II Nine months ended December 31, 2024

1. Information on operating revenue and profit (loss) of each reportable segment

						(M	illions of yen)
	Reportable Segments				Adjustments	Amount to quarterly consolidated	
	Japan	East Asia	South Asia	The Americas and Europe	Total	(Note 1)	statements of income (Note 2)
Net sales							
Sales to external customers	65,467	43,500	28,627	40,507	178,102	_	178,102
Intersegment sales/transfers	1,450	9,485	2	54	10,993	(10,993)	_
Total	66,917	52,986	28,629	40,562	189,095	(10,993)	178,102
Segment income	5,750	1,851	4,948	1,346	13,897	(80)	13,816

(Notes) 1. Segment income adjustments of (80) million yen include eliminations of intersegment transactions of (2) million yen and inventory adjustments of (77) million yen.

2. Segment income has been adjusted to operating income on the quarterly consolidated statements of income.

2. Information related to impairment of non-current assets, goodwill, etc. by reportable segment

There were no significant events or changes.

### (Notes to Statements of Cash Flows)

The Company did not prepare statements of cash flows for the cumulative consolidated third quarter of the fiscal year under review. Depreciation and amortization (including amortization related to intangible assets excluding goodwill) and amortization of goodwill for the cumulative third quarter of the current consolidated fiscal year are as shown below.

		(Millions of yen)
	Nine months ended December 31, 2023	Nine months ended December 31, 2024
Depreciation and amortization	3,248	3,505
Amortization of goodwill	167	218

### (Significant subsequent Events)

(Sale of investment securities)

At a meeting held January 14, 2025, the Company's Board of Directors resolved to sell a portion of investment security holdings (five publicly listed securities).

1. Reason for sale of investment securities

To improve asset efficiency by reviewing cross-shareholdings in accordance with the Corporate Governance Code.

2. Schedule for sale of investment securities

The fourth quarter of the consolidated fiscal year ending March 31, 2025 (tentative)

## 3. Impact on profit and loss

The Company expects to record a gain of 2.5 billion yen on the sale of investment securities, recognized as special gain. \*The figures above are estimates based on current share prices and market trends of the relevant investment securities.