GLOBERIDE, Inc.

Stock code: 7990

Financial Results Presentation Material for the Fiscal Year Ended March 31, 2025



A Lifetime Sports Company

Overview of Financial Results for the Fiscal Year Ended March 31, 2025



Highlights of Financial Results for the Fiscal Year Ended March 31, 2025 (i) Changes from the previous fiscal year



(Million yen)

	2024/3	2025/3	Change	%	
Net sales	126,008	123,983	-2,024	-1.6%	
Gross profit	45,993	46,547	+554	+1.2%	
Gross profit margin	36.5%	37.5%	+1.0 point	_	
Operating profit	7,496	6,508	-987	-13.2%	
Operating profit ratio	5.9%	5.2%	-0.7 point	_	
Ordinary profit	8,375	6,492	-1,882	-22.5%	
Ordinary profit ratio (%)	6.6%	5.2%	-1.4 point	_	
Profit attributable to owners of parent	5,582	4,783	-799	-14.3%	
Profit ratio (%)	4.4%	3.9%	-0.6 point	_	

- Market conditions remained weak for the outdoor, sports and leisure equipment industry, reflecting factors such as the diversification of leisure activities into travel, shopping and other sports and leisure that had been restricted, and higher prices placing an increasing burden on family budgets.
- The Group offered appealing products and high-quality service, but experienced a decline in sales due to factors such as a decline in demand for fishing equipment and other outdoor, sports and leisure goods and adjustments in stock on the market.
- While net sales declined, gross profit increased year on year due to an improved cost of sales ratio;
 however, overall profit declined mainly due to higher personnel and IT-related expenses.



Highlights of Financial Results for the Fiscal Year Ended March 31, 2025 (ii) Changes from the initial forecasts

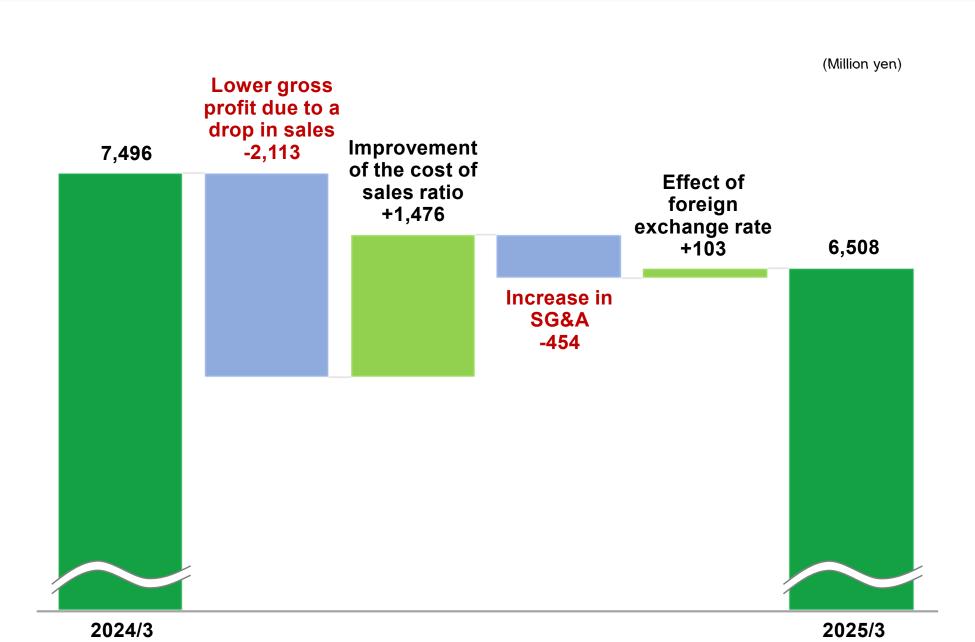


(Million yen)

	202	5/3	Changa	%	
	Forecast	Result	Change		
Net sales	127,000	123,983	-3,016	-2.4%	
Operating profit	5,500	6,508	+1,008	+18.3%	
Operating profit ratio	4.3%	5.2%	+0.9 point	_	
Ordinary profit	5,100	6,492	+1,392	+27.3%	
Ordinary profit ratio (%)	4.0%	5.2%	+1.2 point	_	
Profit attributable to owners of parent	3,400	4,783	+1,383	+40.7%	
Profit ratio (%)	2.7%	3.9%	+1.2 point		

- Net sales fell short of the forecast, mainly due to slowing demand in the Japanese and Asian market and the impact of inflationary pressure on consumer spending.
- Operating profit exceeded the announced forecast, supported by an improved cost of sales ratio driven by productivity gains and reductions in selling, general and administrative (SG&A) expenses.
- Ordinary profit exceeded the announced forecast value, due to the improvement in non-operating income and expenditure in addition to operating profit, which exceeded the forecast value we announced.

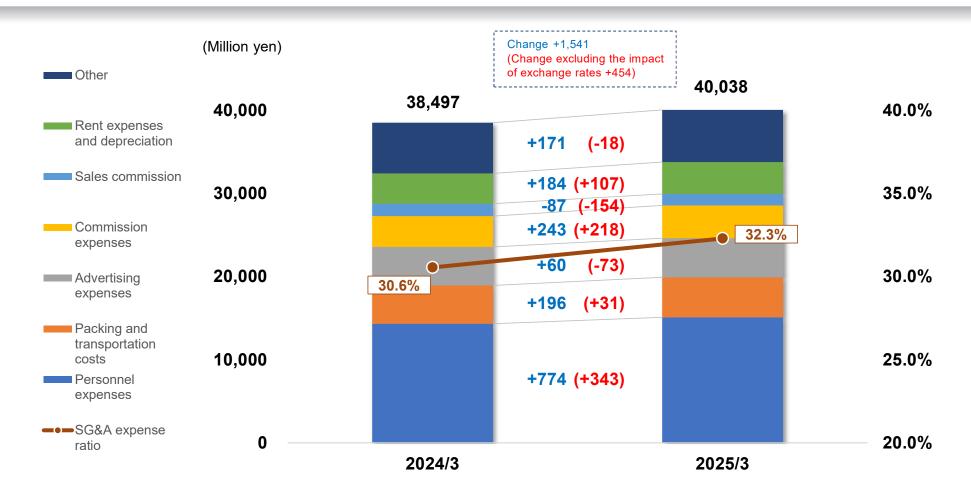






Breakdown of Selling, General and Administrative Expenses

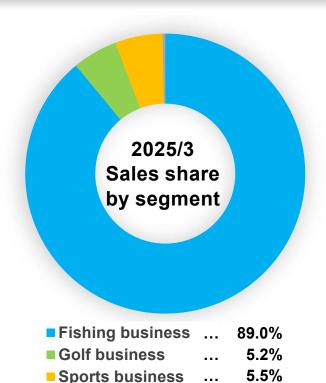




- Selling, general and administrative (SG&A) expenses increased in terms of fixed costs—such as
 personnel expenses, rental fees, and depreciation—mainly due to rising wages and capital investment,
 as well as the impact of currency conversion stemming from the weaker yen. In contrast, variable
 expenses, such as advertising and sales commissions, decreased in line with the decline in sales.
- While overall expenses are trending upward due to rising commodity and energy prices, the Group is working to manage expenditures in a focused and efficient manner across the organization.

Status of Net Sales by Business



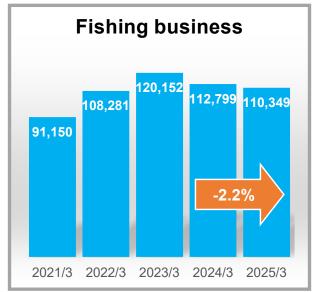


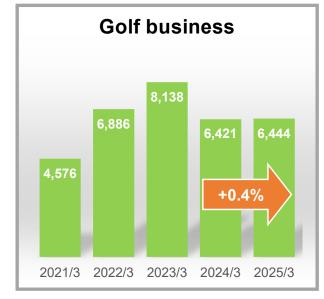


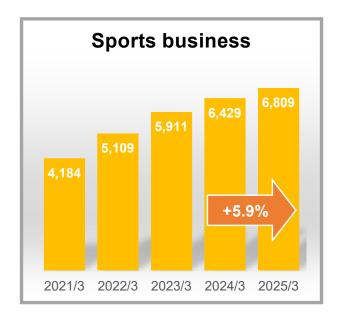
■ Other businesses ...

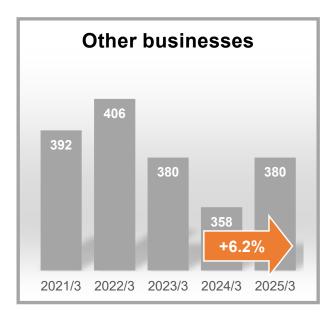
In the fishing business, the market became weak, mainly reflecting the diversification of leisure activities, as well as the soaring cost of living. The sales declined affected by slowing demand and market inventory adjustments. In the golf business, solid domestic sales offset weak overseas sales, resulting in higher sales. In the sports business, sales increased, supported by continued strong demand from students and inbound tourists.

0.3%









Trend in Net Sales Composition by Reportable Segment



A Lifetime Sports Company





Status of Net Sales and Profit by Reportable Segment (i)



Japan

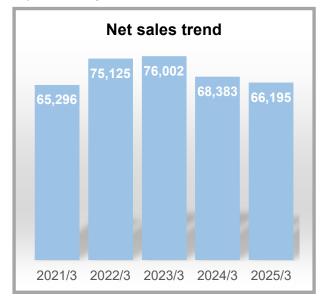
[Net sales] 66,195 million yen -3.2%

Market conditions in Japan remained sluggish due to the diversification of spending into other leisure activities, such as travel, and soaring energy and commodity prices, which continued to weigh on household disposable income.

In view of these conditions, we launched new products and offered services satisfactory to customers, such as the CERTATE and LUVIAS series of spinning reels and STEEZ bass rods, and the ONOFF AKA series of golf goods. Despite these efforts, net sales were 66,195 million yen, down 3.2% year on year.

[Operating profit] 4,511 million yen +8.9%

Operating profit was 4,511 million yen, up 8.9% year on year, as reductions in SG&A expenses offset the decline in gross profit caused by lower revenue.







Status of Net Sales and Profit by Reportable Segment (ii)



Americas

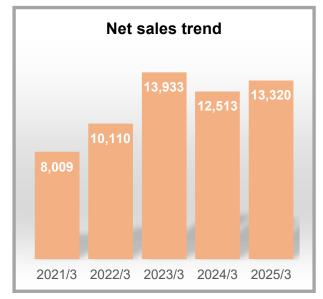
[Net sales] 13,320 million yen +6.4%

In the Americas, market inventory adjustments are ending, the market recovery is moderate in the situation where interest rates remain high.

For the US market, we worked to expand sales mainly in bass fishing gear, such as the TATULA series, as well as sea fishing reels. As a result, net sales reached 13,320 million yen, up 6.4% year on year.

[Operating profit] 39 million yen -87.7%

Operating profit was 39 million yen, down 87.7% year on year, as gross profit increased due to higher sales, but no transfer pricing adjustments were recorded this fiscal year.







Status of Net Sales and Profit by Reportable Segment (iii)



Europe

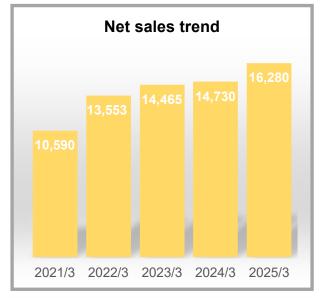
[Net sales] 16,280 million yen +10.5%

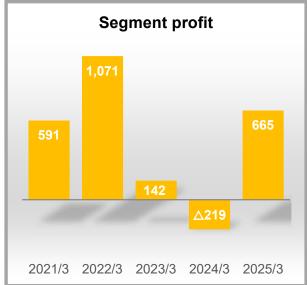
In the European market, persistently high interest rates and soaring energy prices slowed the recovery of consumer sentiment, and market conditions remained sluggish.

In view of these conditions, we continued to launch new products designed to meet demand in different regions, and net sales reached 16,280 million yen, up 10.5% year on year. This was also partly due to the effect of currency conversions due to the weak yen.

[Operating profit] 665 million yen ---

Operating profit was 665 million yen, compared to an operating loss of 219 million yen in the previous fiscal year, mainly due to an increase in gross profit resulting from higher revenue.







Status of Net Sales and Profit by Reportable Segment (iv)



Asia & Oceania

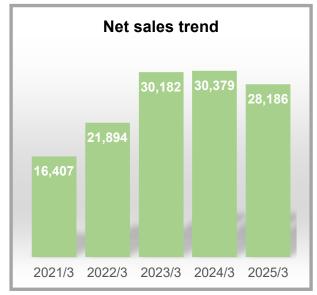
[Net sales] 28,186 million yen -7.2%

In the Asia & Oceania region, while social and economic conditions vary by country, the overall economy remains sluggish—particularly in China and South Korea—and consumer spending is also weak.

As a result, we sought to expand sales with a focus on upmarket, made-in-Japan goods and local exclusive goods. However, net sales dropped to 28,186 million yen, down 7.2% year on year.

[Operating profit] 5,131 million yen -17.4%

Operating profit was 5,131 million yen, down 17.4% year on year. While productivity improvements at plants contributed to stable profit levels, gross profit declined due to lower revenue at distributors.





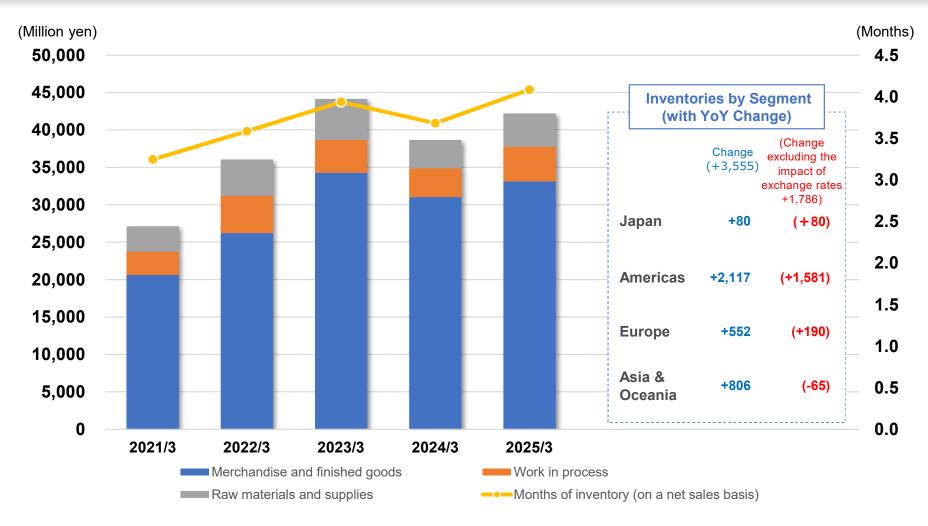




■ Balance Sheets (Million yen)

	End of Mar. 2024	End of Mar. 2025	Change	%
Total assets	108,717	113,957	+5,239	+4.8%
Current assets	69,110	73,233	+4,123	+6.0%
Cash and deposits	12,979	12,299	-679	-5.2%
Inventories	38,653	42,208	+3,555	+9.2%
Non-current assets	39,606	40,723	+1,116	+2.8%
Total liabilities	54,229	52,689	-1,539	-2.8%
Current liabilities	33,651	29,118	-4,532	-13.5%
Short-term borrowings	12,682	13,174	+492	+3.9%
Non-current liabilities	20,577	23,570	+2,992	+14.5%
Long-term borrowings	11,645	14,609	+2,963	+25.4%
Net assets	54,488	61,268	+6,779	+12.4%
Equity ratio	49.9%	53.5%	+3.6point	_





 Although the Group's inventory increased in value due in part to foreign exchange effects, inventory levels remained appropriate in terms of composition.

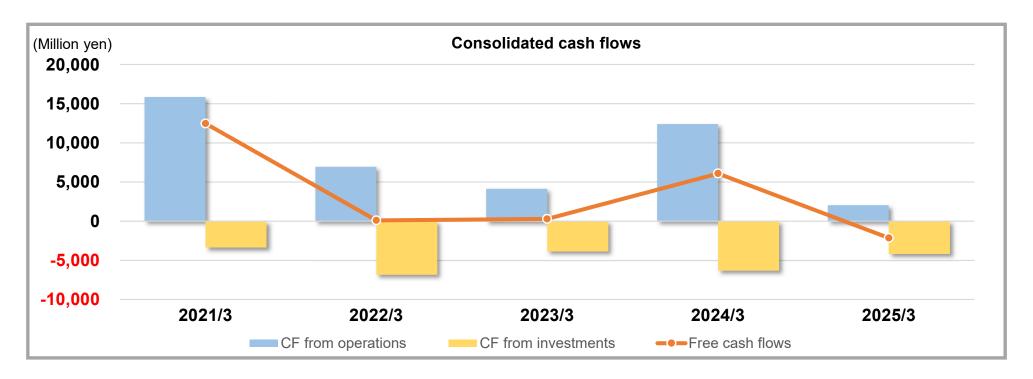




■ Status of Cash Flows

(Million yen)

	2024/3	2025/3	Change	%
CF from operations	12,405	2,042	-10,362	-83.5%
CF from investments	-6,314	-4,186	2,128	_
CF from financing	-6,376	1,011	7,387	_
Cash and cash equivalents at end of period	12,031	11,470	-560	-4.7%
Free cash flows (FCF)	6,091	-2,143	-8,234	_





Forecast for the Fiscal Year Ending March 31, 2026



(Million yen)

	2025/3 (Actual)	2026/3 (Forecast)	Change	%
Net sales	123,983	130,000	+6,016	+4.9%
Operating profit	6,508	7,000	+491	+7.6%
Operating profit ratio	5.2%	5.4%	+0.1 point	_
Ordinary profit	6,492	6,800	+307	+4.7%
Ordinary profit ratio	5.2%	5.2%	0.0 point	_
Profit attributable to owners of parent	4,783	4,800	+16	+0.4%
Profit ratio	3.9%	3.7%	-0.2 point	_

- The global economy remains uncertain due to ongoing monetary tightening in the US and Europe, geopolitical risks, the economic slowdown in China, and US tariff policies.
- Market conditions in the outdoor, sports, and leisure industry, in which the Group operates, also remain uncertain; however, a moderate overall recovery is expected.
- While increases in personnel and IT-related expenses are anticipated, the Group aims to achieve the above full-year targets through improved productivity and focused, efficient cost management.

Progress of the New Medium-Term Management Plan 2026





Under the New Medium-Term Management Plan 2026, we will implement priority strategies based on our basic management policy, and link them to growth.

[Basic management policy]

Firmly maintain aggressive management

Build business foundations which enable sustainable growth

[Key policies]

Business strategy

Financial strategy & capital policy

Strengthening our business foundations

Priority Strategies under the New Medium-Term Management Plan 2026



Initiatives to return to a growth trajectory and sustainably increase corporate value.

	Key strategis	Outline	Aims
1	Business strategy	 In the fishing business, we will implement a four-block strategy that divides the global market into four segments, and aim to further increase our market share by <u>developing products and providing services tailored to each region</u>. In the golf / sports business, we will aim to <u>further enhance our brand power with a unique worldview</u>. 	Pursue market dominance to return to a growth trajectory
2	Financial strategy & capital policy	 Achieve an ROE of 12% or higher by FY2027/3, exceeding the cost of capital. Steadily execute business strategies to meet market growth expectations. Engage in dialogues with the market to reduce the cost of capital. 	Achieve management with awareness of the cost of capital and share prices
3	Strengthening our business foundations	 We will increase employee engagement and enhance corporate value through <u>active investment in human resources</u>, such as by strengthening and enhancing our education / training system. We will strive to evolve and develop a lifetime sports culture and contribute to the creation of a sustainable society in which people live in harmony with the earth through our business activities. 	Strengthening the management foundation to support sustainable growth



Numerical Targets of New Medium-Term Management Plan 2026

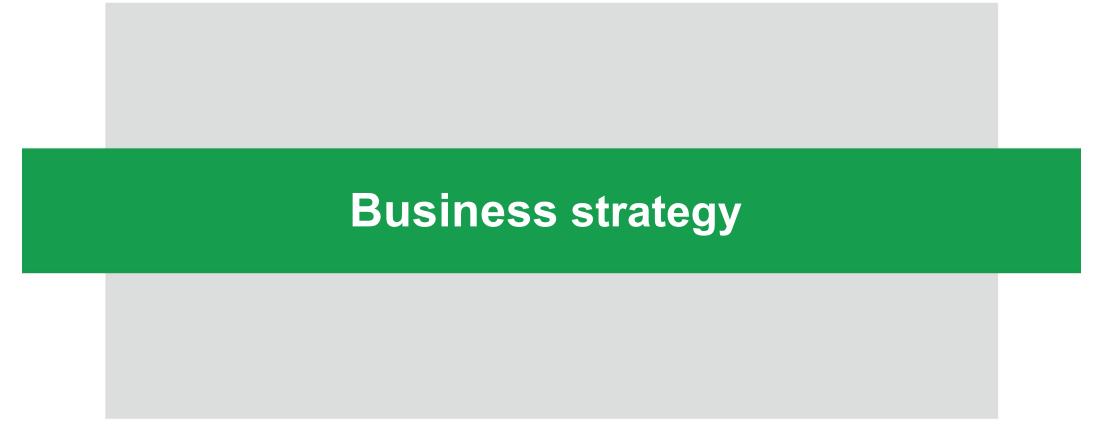


Under the New Medium-Term Management Plan 2026, we will work to grow sales and improve profitability.

In terms of shareholder returns, we will aim to increase dividends in a stable and continuous manner.

■ Forecast for the current year and numerical targets for FY2027/3 (million yen)

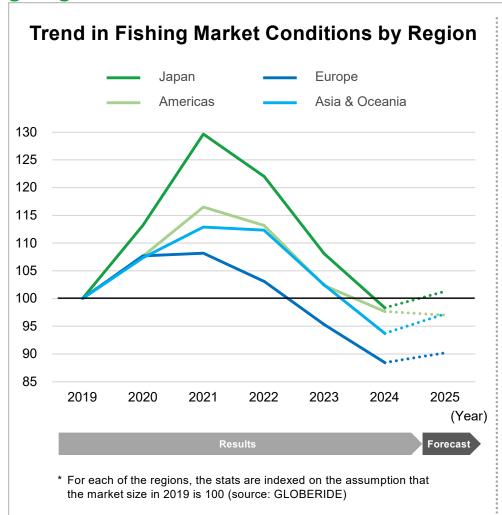
	2024/3 Result	2025/3 Result	2026/3 Forecast	2027/3 Plan	CAGR (compound annual growth rate)
Net sales	126,008	123,983	130,000	140,000	3.6%
Operating profit	7,496	6,508	7,000	10,000	10.1%
Operating profit ratio	5.9%	5.2%	5.4%	7.1%	-
Ordinary profit	8,375	6,492	6,800	9,800	5.4%
Ordinary profit ratio	6.6%	5.2%	5.2%	7.0%	-
Profit attributable to owners of parent	5,582	4,783	4,800	7,000	7.8%
Profit ratio	4.4%	3.9%	3.7%	5.0%	-
Dividends per share	70	80	90	100	Dividend increase of 30 yen (compared with FY2024/3)



Fishing Business (1) Market Review



While the global fishing market appears to have bottomed out, recovery remains sluggish due to inflation and high interest rates. A moderate recovery is expected going forward.



Market Conditions by Region

Japan

- Demand for high-end products has declined due to rising prices.
- Market inventory levels have stabilized, and a moderate recovery in market conditions is expected.

Americas

- The market seems to have bottomed out, but it remains sluggish due to the inflation and high interest rates. The recovery is a very slow pace.
- A market recovery is cautiously projected, reflecting the uncertainty stemming from tariffs.

Europe

- The economy remains sluggish amid persistently high commodity and energy prices.
- However, inventory adjustments have largely been completed, and market conditions are expected to recover moderately.

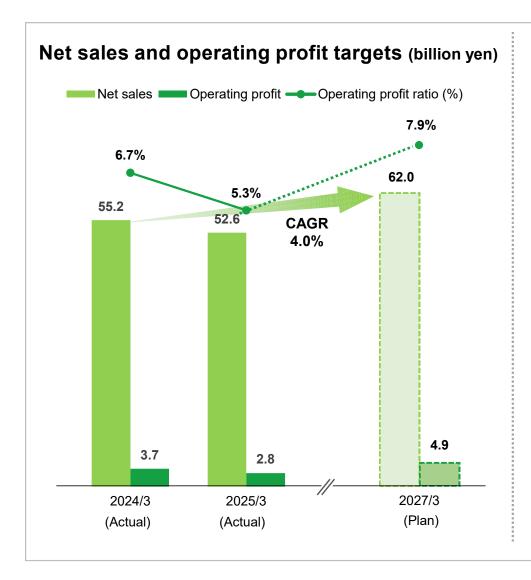
Asia & Oceania

- The Oceania market remains relatively solid.
- In Asia, signs of a bottoming out are emerging, particularly in China and South Korea, and the market is expected to recover gradually.

Fishing Business (2) Regional Strategies (Japan)



By building a business foundation with market dominance, we will aim to steadily increase net sales and improve operating profit ratio.



Regional strategies

1. Building a business foundation with market dominance

- Planning, development, sales promotion, and sales capabilities with top creativity in fishing
- First-class manufacturing capabilities backed by quality
- Creating mechanisms for global growth (raising the level of our production management and inventory management capabilities)

2. Seek to create and revitalize the domestic market

- Uncover demand through attractive fishing and retail development.
- Strengthen the business structure through innovation in logistics functions.

3. Fostering and deepening exchanges among fishing fans

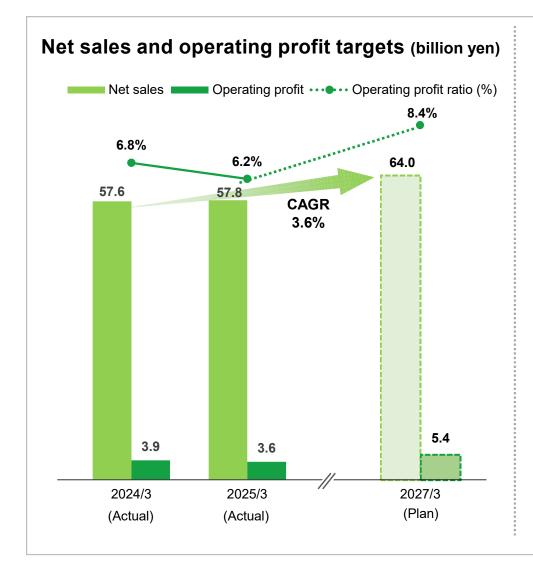
- Deepen the level of our interactions with fans through the web, apps, and after-sales service, etc.
- Foster fishing fans through D.Y.F.C. activities.



Fishing Business (3) Regional Strategies (Overseas)



We will implement strategies tailored to each region to increase our market share and improve sales growth and profitability.



Regional strategies

1. Americas

- Expand our share of the world's largest fishing market, while expanding our transaction stores.
- Engage in promotions utilizing professional anglers who are active in Japan and the US, and develop products focused on bass fishing, which is the main type of sport fishing in the region.

2. Europe

- Establish and implement sales measures for each transaction store size category based on each country and channel.
- Expand sales in priority areas such as Eastern Europe.

3. Asia & Oceania

- Expand sales of high-value-added products equipped with Daiwa Technology.
- Strengthen sales of area-specific products.
- Strengthen our profit structure by improving productivity and streamlining at production sites.



Golf business / Sports business (racket sports)



We will propose high-quality products and services and secure stable sales and profits by enhancing brand value, while maintaining our unique worldview.

Promoting brands highlighting unique worldviews

Promoting sophisticated brands featuring unique worldviews, with a focus on three brands

ONOFF

Suggesting the stylish, highquality golf equipment for adults

FOURTEEN

Suggesting the best fourteen clubs for all golfers

RODDIO

Attracting selective golfers who pursue one-of-a-kind equipment

Improving the value of diverse sports brands further

Driving the optimization of the promotion of each brand and the development of products and services tailored to the Japanese market

[Racquet sports]

Prince

Suggesting a life with racquet sports with the dignity cultivated through our history and our innovative technologies that will even change playing styles

[Cycling sports]

corratec

FOCUS

Suggesting the joy of riding and winning

Improving the brand value

Main brands





Main brands













Key Management Indicators for the New Medium-Term Management Plan 2026



We have established three key management indicators to enhance shareholder value. By improving ROE and enhancing shareholder returns, we aim to continuously achieve a PBR of at least 1.0x.

■ Key management indicators

Capital profitability

ROE

12% or higher by FY2027/3

Market evaluation

PBR

Continuously

1.0x or higher

Shareholder returns

Payout ratio

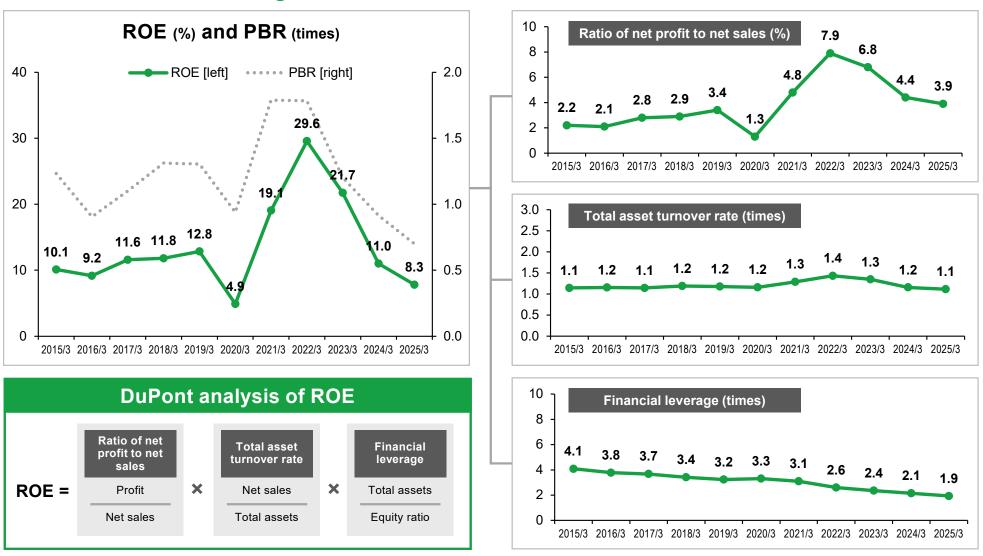
30% or higher

Stable and continuous dividend increases

Capital Profitability: ROE



ROE still needs to improve following a drop in profitability linked to slowing demand and market inventory adjustments in the outdoor, sports, and leisure industry, as well as lower financial leverage.





In FY2021/3, when the market grew due to the pandemic, PBR rose significantly. It is currently below 1.0x.





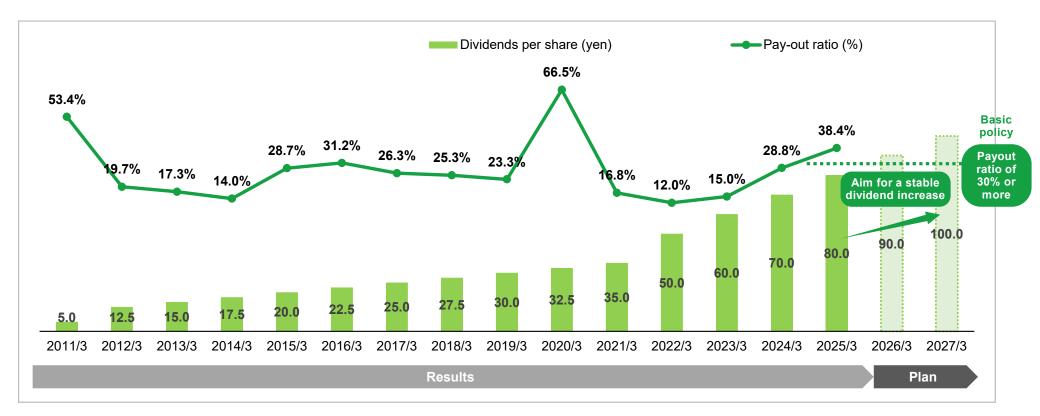
Shareholder Returns - Dividend Payout Ratio -



Shareholder returns continue to progress steadily, with a dividend payout ratio of 30% or more secured for FY2025/3. This marks the 14th consecutive year of dividend increases.

Basic shareholder return policy

Aim for a dividend payout ratio of 30% or higher and pursue an optimal capital structure.



Progress of Key Management Indicators for the New Medium-Term Management Plan 2026



We will achieve an ROE of at least 12% by FY2027/3 through profit growth and improvements to our capital structure. By improving ROE and enhancing shareholder returns, we aim to continuously achieve a PBR of at least 1.0x.

Key management indicators



ROE

12% or higher By FY2027/3

Market evaluation

PBR

Continuously

1.0_x or higher

Shareholder returns

Payout ratio

30% higher

Stable and continuous dividend increases



ROE **8.3**%

FY2025/3

PBR 0.72_x

FY2025/3

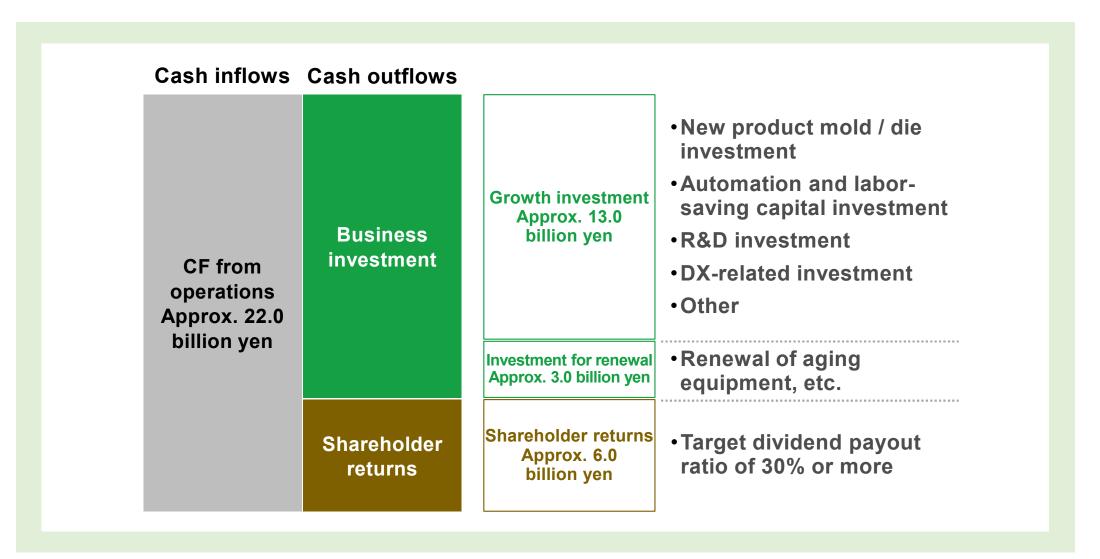
Payout ratio

38.4%

Cash Allocation Policy (FY2025/3-2027/3)



Based on our initial cash allocation policy, we are making investments to enhance corporate value over the medium to long term, while providing shareholder returns.





Reduction of Cost of Capital: Strengthening Engagement with Shareholders and Investors



We will strengthen our engagement with shareholders and investors to reduce the cost of capital.

Initiatives to reduce the cost of capital

Establish an IR promotion system

• An IR and SR Section has been established within the General Affairs Department. It will work in close coordination with the Accounting Department, Corporate Planning Office, and Public Relations Office to engage in constructive dialogue with shareholders and investors.

Improve information disclosure

 We will strive to enhance our information disclosure and improve quality to facilitate highly transparent management and better dialogues with shareholders and investors.



Enhance internal feedback on IR activities

- We will improve our organizational framework for providing internal feedback on IR content and utilize it in management measures.
- We will also disclose the input gained from dialogues.





Work to minimize uncertainty in our management, from the perspective of shareholders and investors.



Status of Dialogues with Shareholders and Institutional Investors



In FY2024, we held 71 dialogues and direct meetings on the themes of the outlook for the business environment and business results.

Status of direct meetings with shareholders and institutional investors

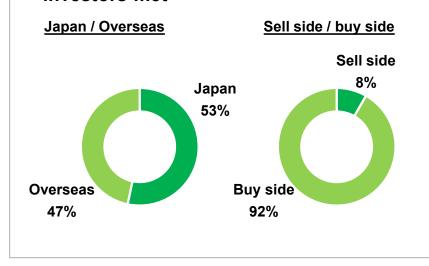
Dialogue and meeting results in FY2024

• Financial results briefing: 2 (total of 80 companies*1)

• Small meetings: 9 (total of 48 companies*1)

• 1on1 MTG: 60

Status of shareholders and institutional investors met*2



Main responders and dialogue themes

■ Main personnel hosting the events

Financia
results
briefing

- Representative Director, President
- Director, Managing Executive Officer and General Manager of Administration Division

Small meetings

 Director, Managing Executive Officer and General Manager of Administration Division

1on1MTG

- Director, Managing Executive Officer and General Manager of Administration Division
- General Manager of Accounting Division

Main themes of dialogues and matters of interest to shareholders

- Group-wide earnings forecasts and factors for achieving plans
- Business environment and future outlook for each region
- Outlook for optimizing product inventory
- Progress of the Medium-Term Management Plan
- · Initiatives to improve capital profitability
- · Capital policy and shareholder return policy
- Impact of the change in the U.S. administration on the fishing market

Strengthening our business foundations

Promotion of Human Capital Management



To increase corporate value, we will actively invest in human resources, and strengthen our management foundation.

Develop human resources who can create added value and create a workplace where every employee can play an active role.



PROMISE

5 Key Promises

Make it Wow! Feel the nature of life, provide life's new and exciting "Wow!" to the world.

Open Our Minds

Transformation of positive richness will be created by thinking freely and valuing diversity.

Be Innovative Design the future with technologies, ideas and sensibilities without limit.

Be Earth-Friendly Care for the earth, connect people around world, protect the rich nature, and bring them to our future.

Play Fair Always be fair to diversity, contribute to the people and society.

Human resource development

[Education and Training] • Job class-specific training • Training for selected • Encouraging employees to gain public qualifications

Improvement of in-house environment

(1) Manage overtime (2) Encourage uptake of paid leave (3) Health Management (4) Encourage involvement in lifetime sports

Sustainability Strategy



We recognize the importance of consideration for global environmental issues such as climate change and sustainability issues such as human capital as important management issues, and will systematically promote them.

Sustainability vision

Evolution and development of a lifetime sports culture

[Agenda 1]

Promotion of decarbonization-focused management to achieve carbon neutrality

Set medium- to long-term Scope 1 and 2 emissions targets and facilitate reduction efforts Scope 3 emissions calculation Create a system promoting carbon neutrality







[Agenda 2] Promotion of biodiversity preservation

Promotion of the protection of forests, rivers, lakes, marshes and oceans









[Agenda 3] Promotion of resources recycling

Promotion of activities with an eye toward the circular economy Promotion of the reduction of plastic waste







[Agenda 4] Be a leader of fishing and sports culture Propose mentally and physically sound lifestyles Improve fishing environments and facilitate environmental protection Creation of communities









[Agenda 5]

Creation of a motivation-enhancing workplace environment and promote active participation by employees

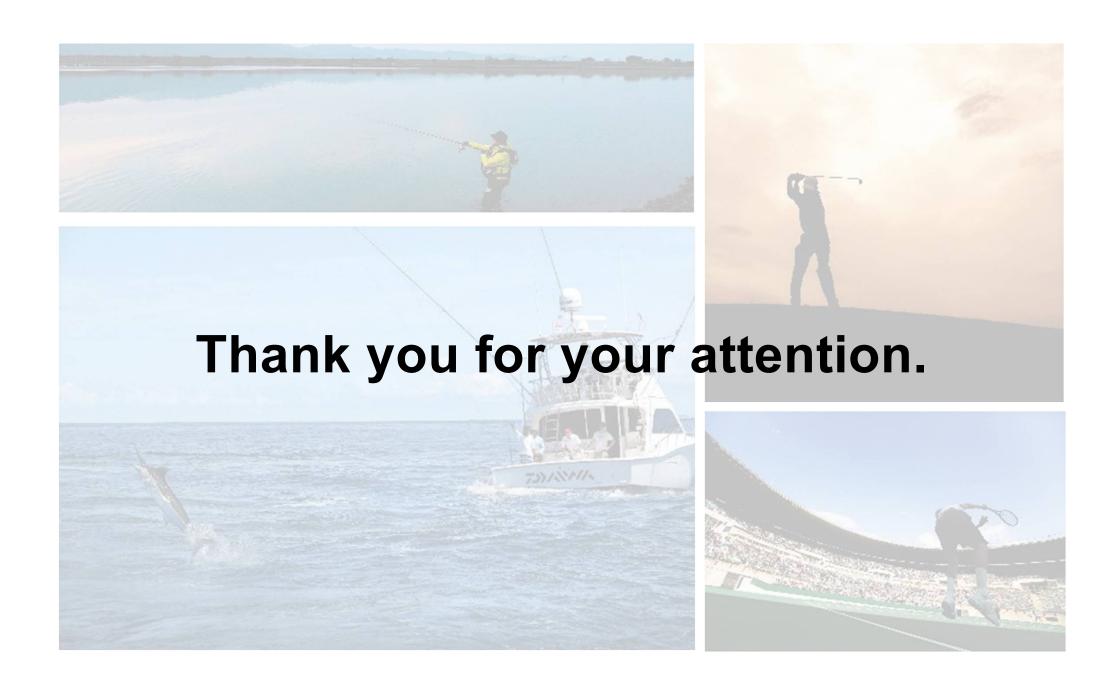
Developing a pleasant work environment

Promotion of green factory





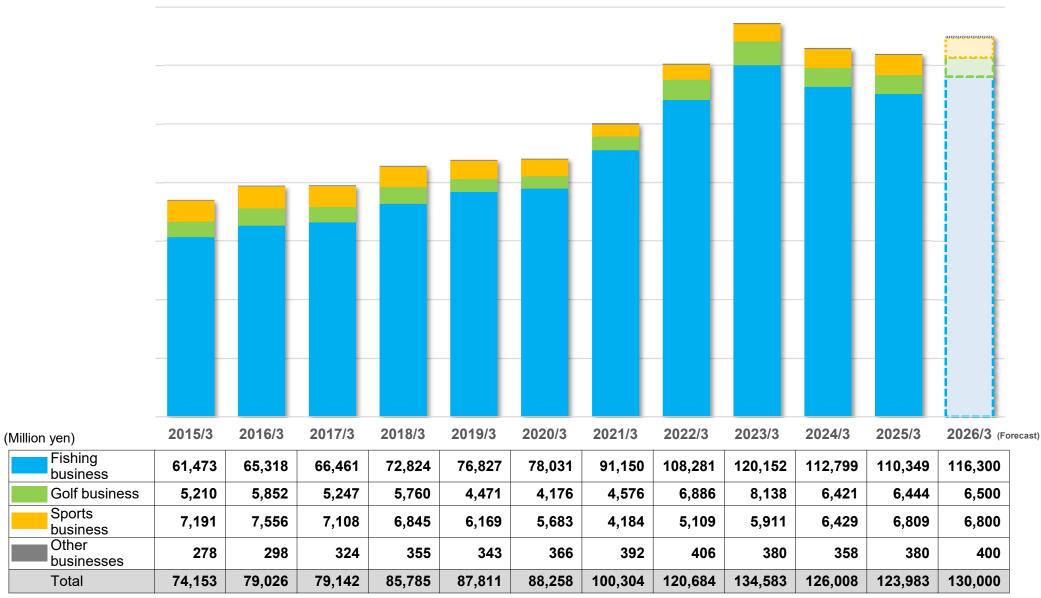




Reference (1): Data on Financial Results over the Past Years

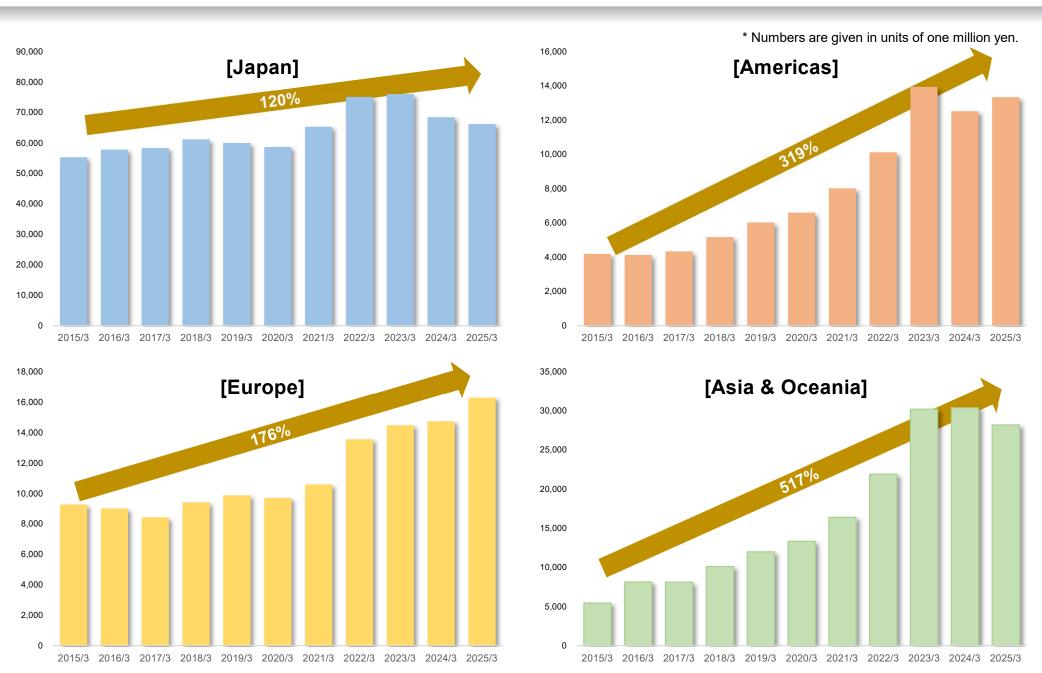






Segment Sales Trend (by region)





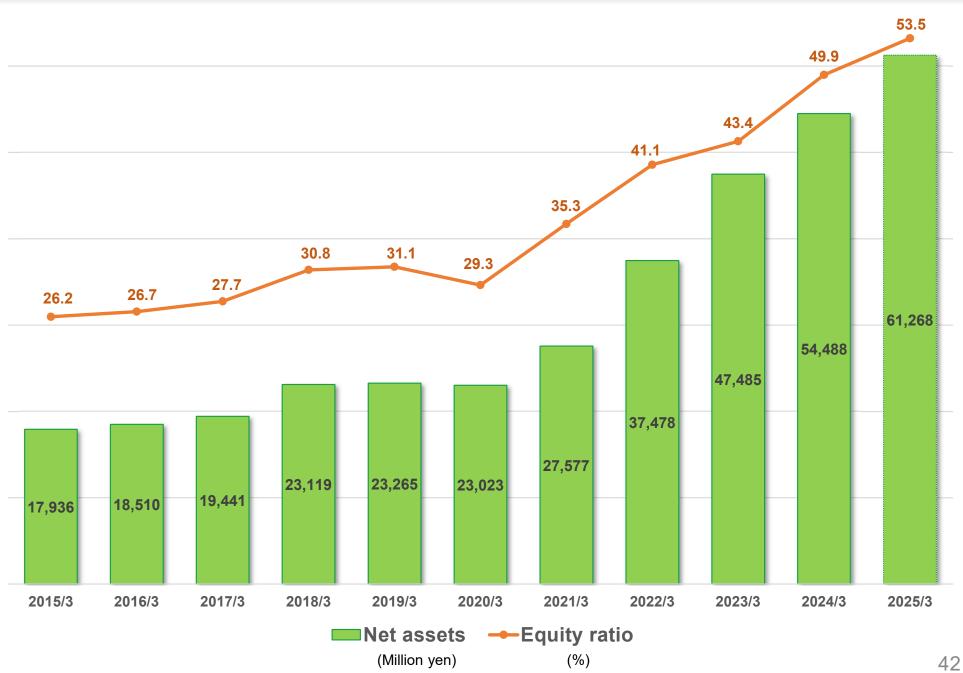
Operating Profit and Operating Profit Ratio Trends





Net Assets and Equity Ratio Trends





Reference (2): Basic Information



VISION

SLOGAN

Feel the earth.

A Lifetime Sports Company

Feel the earth. Feel it, live with it.

Feel It,
Feel what earth offers everyday.
Within it the new nature of life,
The way we live evolves,
bringing transformation,
to enrich our lives.

Sports to enrich your life

Feel the earth everyday, feel the transformation, the new nature of life, the way we live.

We will draw a new horizon for sports.

We will build the richness, which enable people to live exhilarating lives.

Corporate Profile



Towards Being a Global Lifetime Sports Company

Company name	GLOBERIDE, Inc.
Head office	14-16, Maesawa 3-chome, Higashikurume-shi, Tokyo
Established	July 29, 1958 * Registered on December 26, 1945
Representative Director	Kazunari Susuki, Representative Director, President
Share capital	4,184.11 million yen (March 31, 2025)
Employees	Consolidated: 6,994/ Non-consolidated: 850 (March 31, 2025)
Group companies	Japan: 8 companies / Overseas: 21 companies





1955	Commences the production of reels (mainly for export, the company name was Matsui Seisakusho)
1958	Establishes Yamato Seiko, Inc. in Nakano-ku, Tokyo
1960	Builds a new reel production factory in the current headquarters location
1962	Commences the sale of reels in Japan
1964	Builds a new rod production factory
1969	Changes the trade name to Daiwa Seiko, Inc.
1972	Expands into a golf equipment business
1980	Expands into a tennis equipment business
1991	Expands into a cycling sports business
2008	Acquires Windsor Trading Co., Ltd and Fourteen Co., Ltd as subsidiaries
2009	Changes the trade name to GLOBERIDE, Inc.
2011	The domestic fishing market seriously affected by the Great East Japan Earthquake.
2012-	Accelerates global expansion with a focus on the overseas fishing equipment market

[Disclaimer]

* Results forecasts presented in these materials have been prepared based on the information available to the Company at the present time, and actual results may differ from the forecasts due to a range of future factors.