



Tokyo Stock Exchange Prime Market 6143



3Q FY22/12
Results Briefing

November 11, 2022

- 
- 1. 3Q FY22/12 Financial Results Summary**
 2. FY22/12 Full-year Financial Results Projections
 3. Revision of Shareholder Return Policy

Financial Results Highlights



<p>FY22 Q3</p>	<p>Despite an increase in net sales, operating profit decreased due to higher costs.</p> <p>Sales: 59.7 billion yen up 10.7% YoY</p> <p>OP: 4.5 billion yen down 7.9% YoY</p>
<p>Machine tool</p>	<p>Although demand from semiconductor and electronic component industries remained firm, outlook of demand in Greater China is uncertain.</p> <p>Sales: 42.5 billion yen up 14.3% YoY</p> <p>OP: 5.5 billion yen up 4.7% YoY</p>
<p>Industrial machinery</p>	<p>Both sales and profit increased thanks to continued strong performance of products for the automotive, electronic component, and medical equipment industries.</p> <p>Sales: 8.1 billion yen up 17.1% YoY</p> <p>OP: 0.7 billion yen up 167.3% YoY</p>
<p>Food machinery</p>	<p>Despite favorable market conditions, orders for several projects were postponed due to protracted negotiations.</p> <p>Sales: 4.1 billion yen down 17.8% YoY</p> <p>OP: 90 million yen down 83.5% YoY</p>
<p>Other</p>	<p>Performance was affected by supply chain disruptions.</p> <p>Sales: 4.9 billion yen up 3.8% YoY</p> <p>OP: 0.3 billion yen down 47.1% YoY</p>

* The adjustment amount for segment profit: -2.1 billion yen

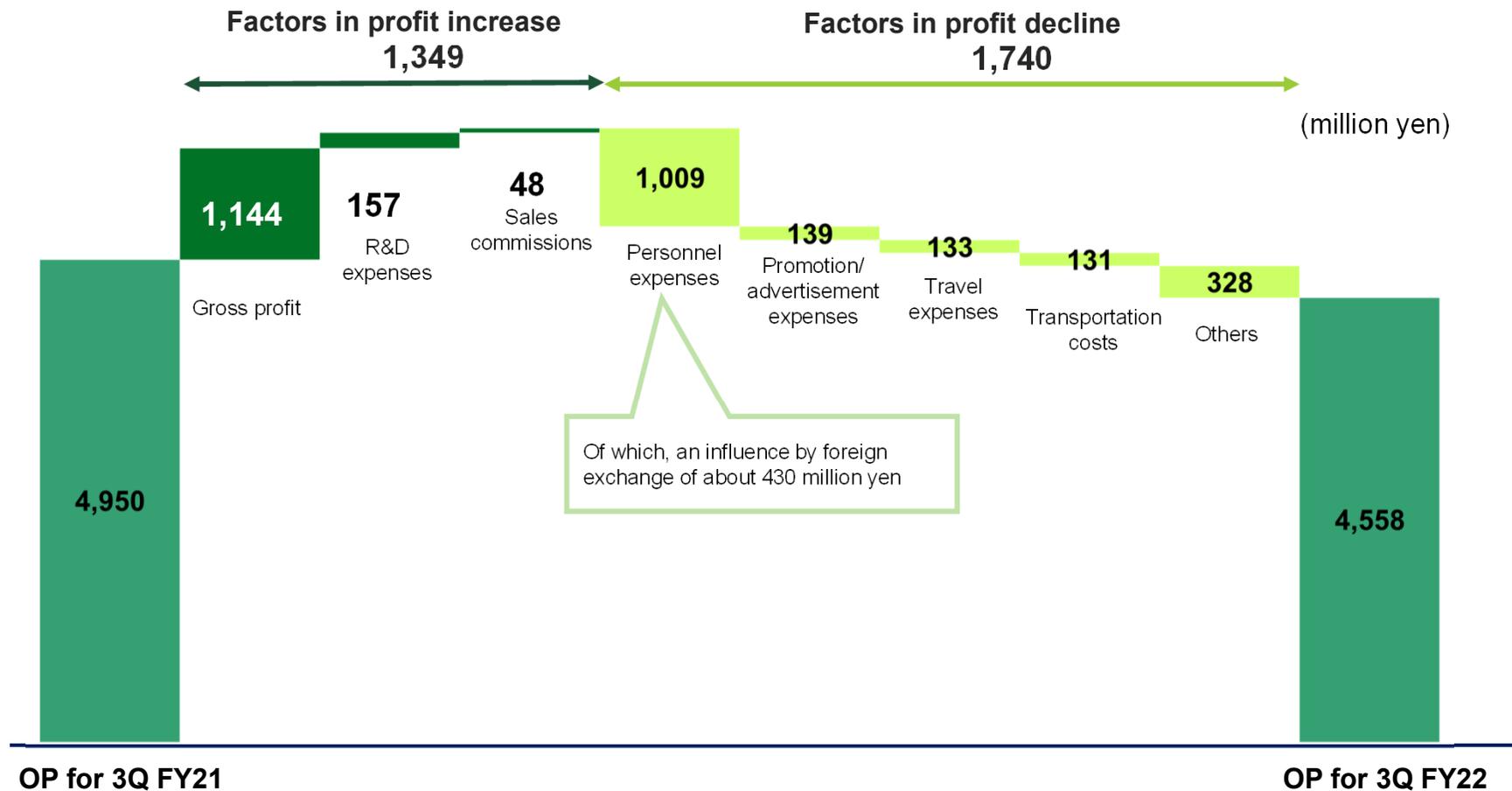
Financial Results Highlights

- ✓ Net sales increased due to an increase in sales of machine tools and injection molding machines. (The amount influenced by the weakening yen was about 4.25 billion yen.)
- ✓ Operating profit declined due to soaring material prices and transportation costs, higher personnel expenses, etc.
- ✓ Foreign exchange gains further swelled due to the rapid depreciation of the yen, leading to an increase in ordinary profit (foreign exchange gains: approx. 2.6 billion yen)

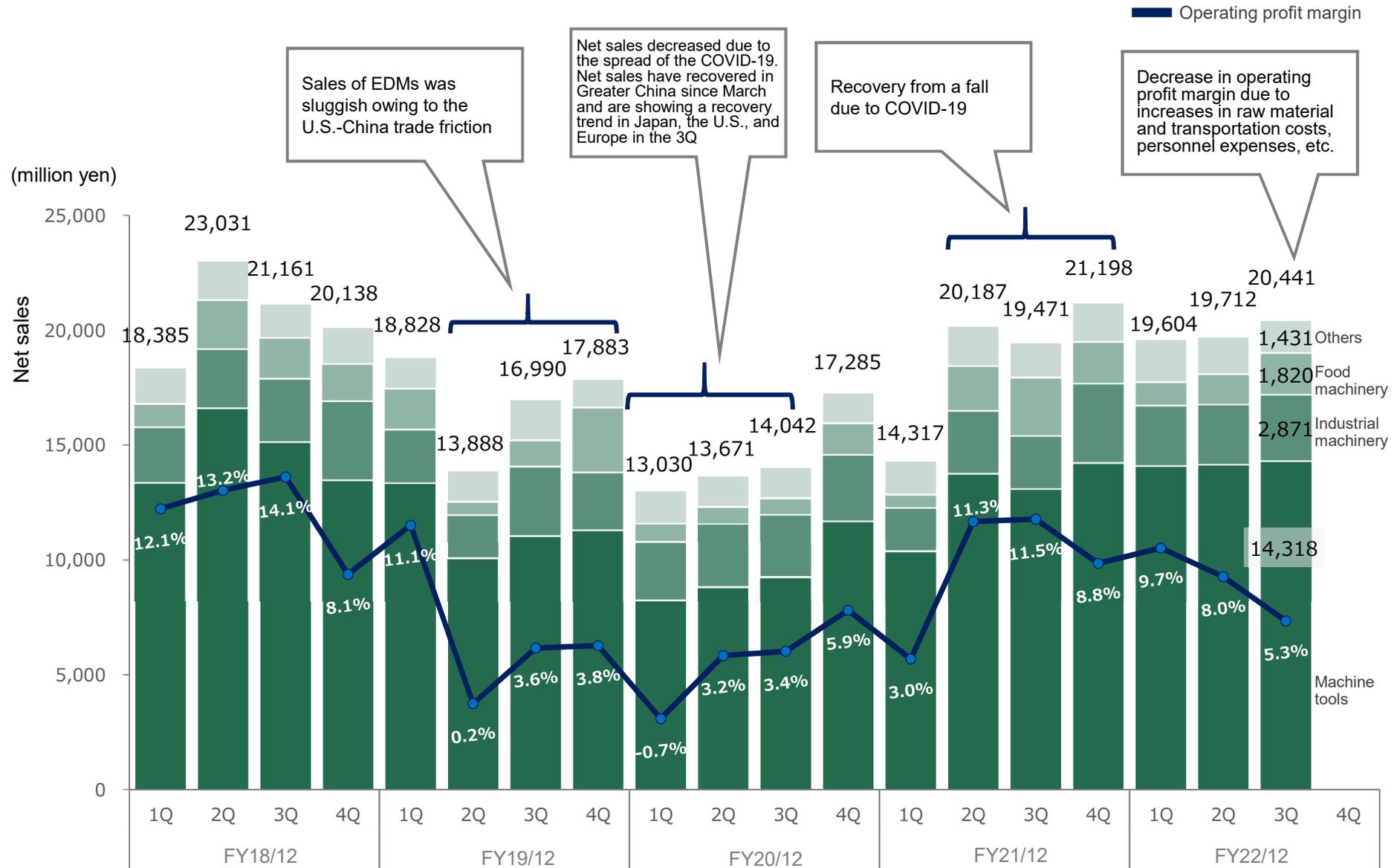
(million yen)	FY18 3Q	FY19 3Q	FY20 3Q	FY21 3Q	FY22 3Q	YoY Change
Net sales	62,577	49,707	40,744	53,976	59,758	10.7%
Operating Profit	8,253	2,746	827	4,950	4,558	-7.9%
OPM	13.2%	5.5%	2.0%	9.2%	7.6%	-1.5pt
Ordinary Profit	8,088	2,577	893	6,077	7,738	27.3%
Profit	5,632	1,177	619	4,377	5,154	17.7%
ROE (annual basis)	13.2%	2.7%	1.4%	9.1%	8.7%	-0.3pt
Capital investment	5,552	3,353	1,566	1,954	2,961	51.5%
Depreciation	2,283	2,542	2,521	2,548	2,640	3.6%
R&D expenses	3,017	2,870	2,364	2,305	2,289	-0.7%
USD/JPY	109.60	109.12	107.55	108.58	128.30	19.72 down
EUR/JPY	130.87	122.62	120.93	129.87	136.05	6.18 down
CNH/JPY	16.84	15.88	15.37	16.77	19.32	2.55 down
THB/JPY	3.41	3.49	3.41	3.45	3.70	0.25 down

Details of Changes in Operating Profit

- ✓ Although gross profit advanced due to higher sales, personnel expenses increased as a result of strengthened hiring and salary revisions associated with expansion of strategic human resource investment. Consequently, operating profit shrank roughly 0.4 billion from the same period a year earlier.



Ratio of Operating Profit to Net Sales (Quarterly)



* 1Q: Jan. to Mar.; 2Q: Apr. to Jun.; 3Q: Jul. to Sep.; and 4Q: Oct. to Dec.

Financial Results by Segment



(million yen)	FY18	FY19	FY20	FY21	FY22	YoY Change
	3Q	3Q	3Q	3Q	3Q	
Machine tool segment	45,117	34,498	26,317	37,248	42,564	14.3%
Industrial machinery segment	7,736	7,242	8,045	6,928	8,115	17.1%
Food machinery segment	4,934	3,470	2,223	5,063	4,164	-17.8%
Other segments	4,789	4,496	4,158	4,735	4,913	3.8%
Total net sales	62,577	49,707	40,744	53,976	59,758	10.7%
Machine tool segment	8,033	3,564	1,675	5,260	5,507	4.7%
Industrial machinery segment	604	218	370	274	733	167.3%
Food machinery segment	618	369	27	566	93	-83.5%
Other segments	931	236	312	688	364	-47.1%
Total segment profit	10,189	4,389	2,385	6,790	6,698	-1.3%
Adjustment amounts	-1,935	-1,643	-1,558	-1,839	-2,140	–
Total operating profit	8,253	2,746	827	4,950	4,558	-7.9%

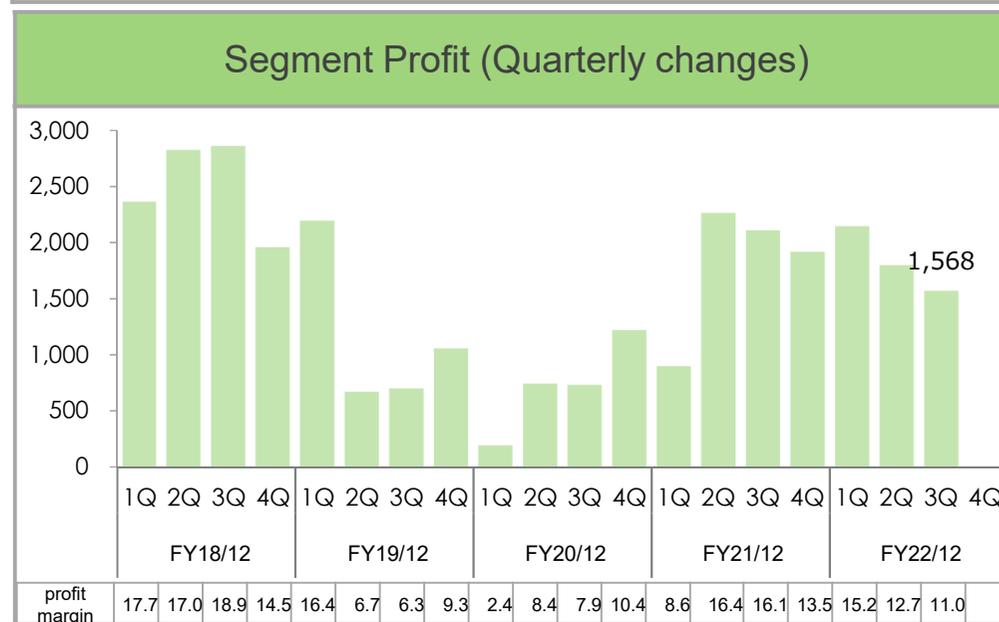
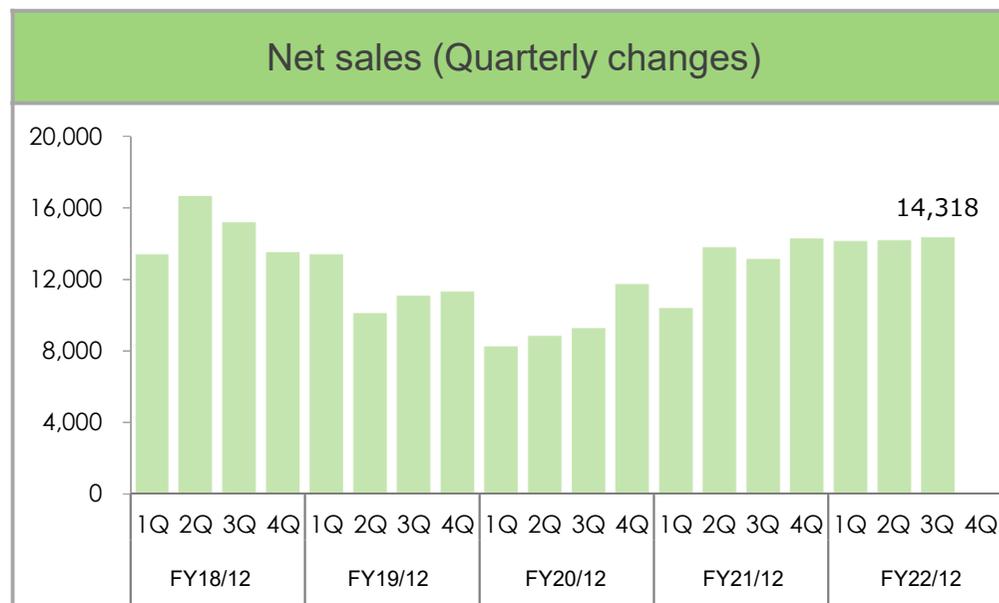
Financial Results by Segment



Machine Tool Segment

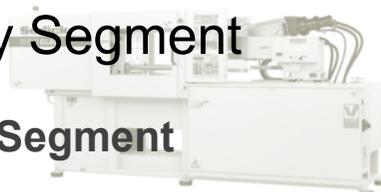
Net sales	<ul style="list-style-type: none"> • Demand from electronic component, semiconductor, and EV-related industries was strong in Japan, the West, and Asia. • In Greater China, EV-related demand was robust, but smartphone and consumer equipment demand peaked out. Appetite for capital investment declined due partly to zero-COVID policy. • Net sales increased year on year thanks partly to the yen's rapid depreciation.
Profit	Profit margin dropped hit by soaring material prices and transportation costs, higher personnel expenses, and other cost increases.
Strategy	In response to the ongoing sophistication of <i>monozukuri</i> (manufacturing), we will accommodate the needs for high-speed and high-precision processing, improved operability and energy saving, stable processing over long periods of time, and larger and more complex workpiece production.

(million yen)	3Q FY21	3Q FY22	YoY Change	
Net sales	37,248	42,564	5,315	14.3%
Segment profit	5,260	5,507	246	4.7%
Profit margin	14.1%	12.9%		



profit margin	17.7	17.0	18.9	14.5	16.4	6.7	6.3	9.3	2.4	8.4	7.9	10.4	8.6	16.4	16.1	13.5	15.2	12.7	11.0
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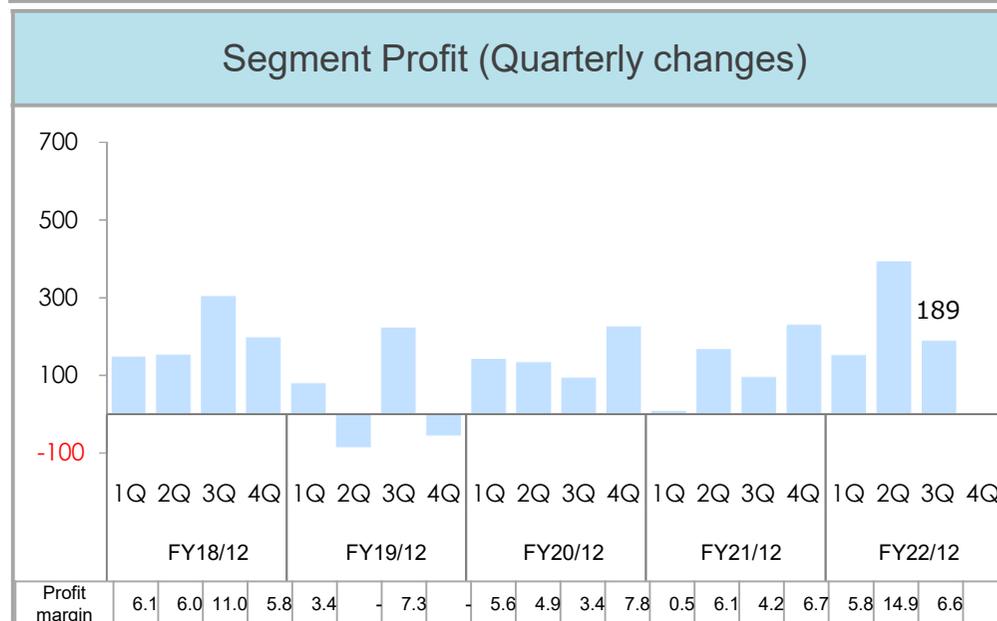
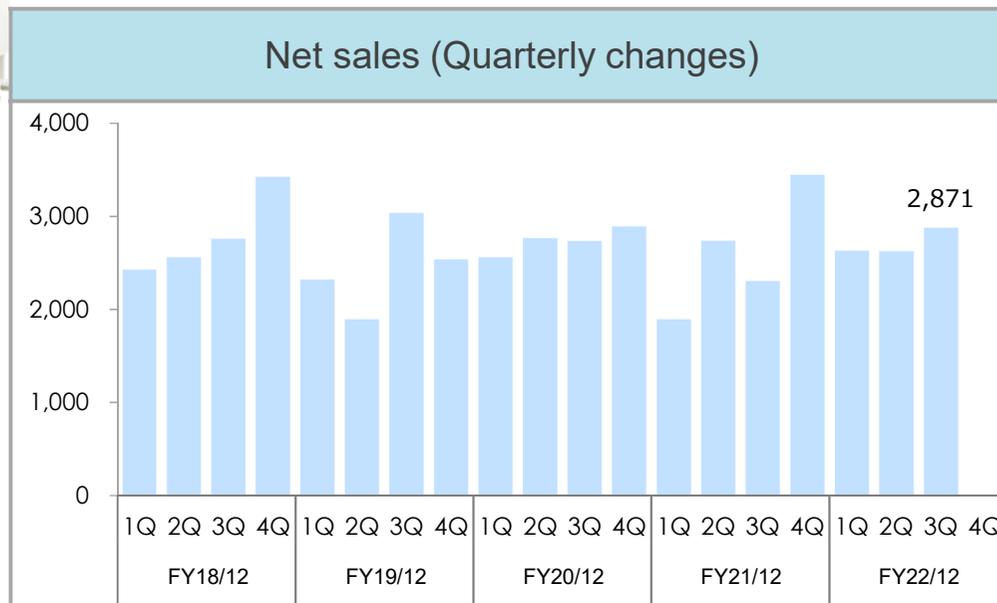
Financial Results by Segment



■ Industrial Machinery Segment

Net sales	<ul style="list-style-type: none"> • Demand from EV-related and electronic component industries was brisk in Japan. • Higher interest rates dampened performance in the U.S. • In Greater China, EV and medical-related demand was solid, but smartphone-related demand slackened. Appetite for capital investment declined due partly to zero-COVID policy.
Profit	<p>Segment profit surged year on year due to the growth of net sales.</p> <p>Segment profit increased due to a temporary increase in sales of high value-added products in the second quarter.</p>
Strategy	<p>Demand for ultra-high-precision injection molding machines, an area in which we excel, is expected to grow as the trend toward high-precision <i>monozukuri</i> progresses in Greater China and other Asian countries. We will also develop products that consume less energy and generate less waste.</p>

(million yen)	3Q FY21	3Q FY22	YoY Change	
Net sales	6,928	8,115	1,187	17.1%
Segment profit	274	733	459	167.3%
Profit margin	4.0%	9.0%		



Profit margin	6.1	6.0	11.0	5.8	3.4	-	7.3	-	5.6	4.9	3.4	7.8	0.5	6.1	4.2	6.7	5.8	14.9	6.6
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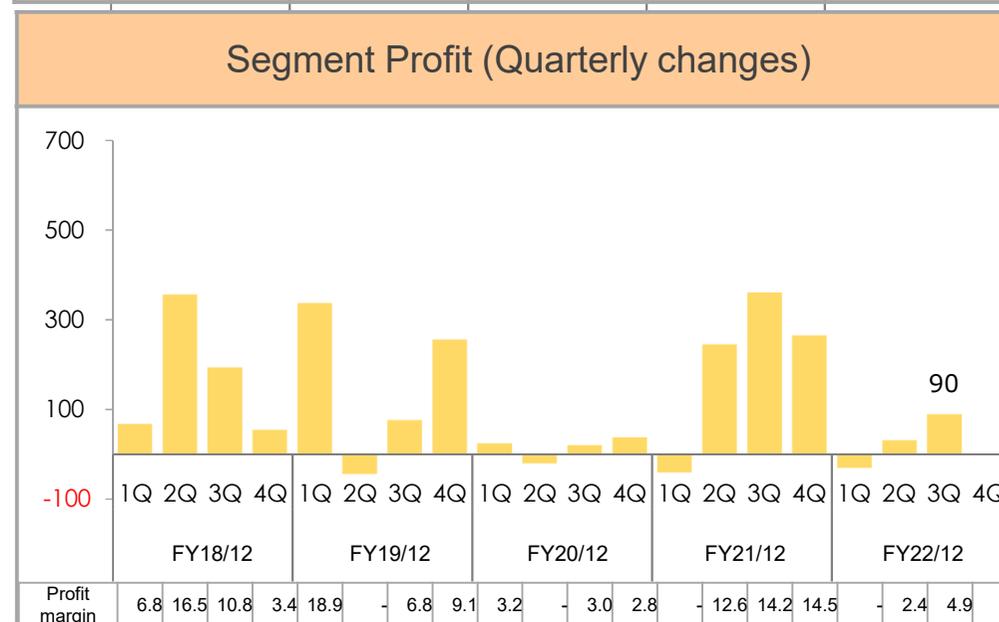
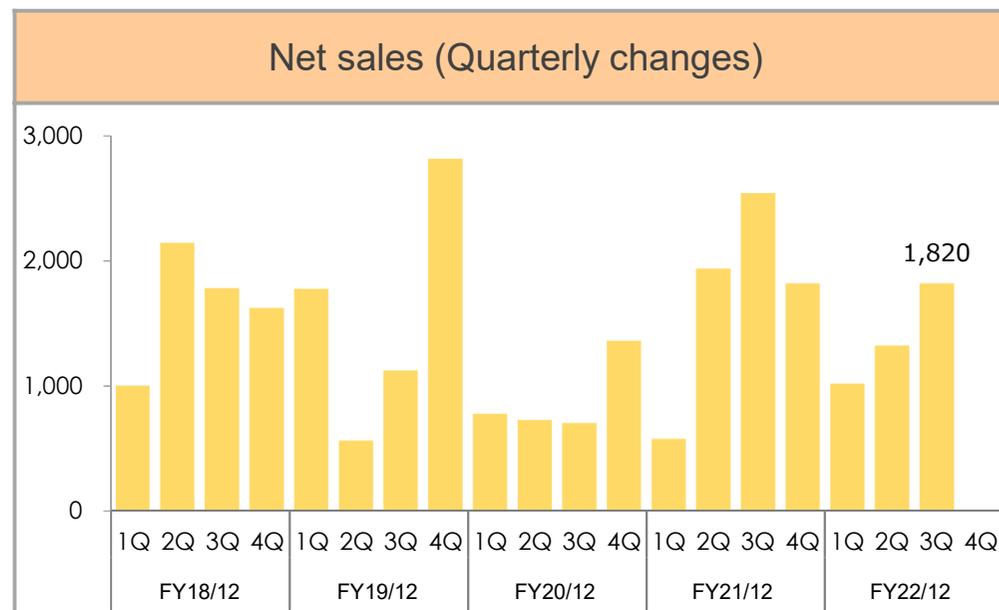
Financial Results by Segment



■ Food Machinery Segment

Net sales	<ul style="list-style-type: none"> • Demand for noodle-making machine-related equipment in Japan and sterile-packed cooked rice production systems for overseas markets was strong. • Negotiations for several projects were prolonged and orders were postponed due in part to a decline in facility investment appetite as a result of zero-COVID policy in China and rising costs caused by global inflation. Net sales fell year on year.
Profit	Segment profit significantly tumbled from the same period of the previous year, dented by soaring raw material prices and additional costs incurred in some projects.
Strategy	We will reinforce production capacity at Amoy plant in Xiamen and Kaga Office to meet growing demand for sanitary and labor-saving products in a wide range of fields in Japan and rising demand for fresh noodles and rice products overseas (Greater China and other Asian regions).

(million yen)	3Q FY21	3Q FY22	YoY Change	
Net sales	5,063	4,164	-898	-17.8%
Segment profit	566	93	-472	-83.5%
Profit margin	11.2%	2.2%		



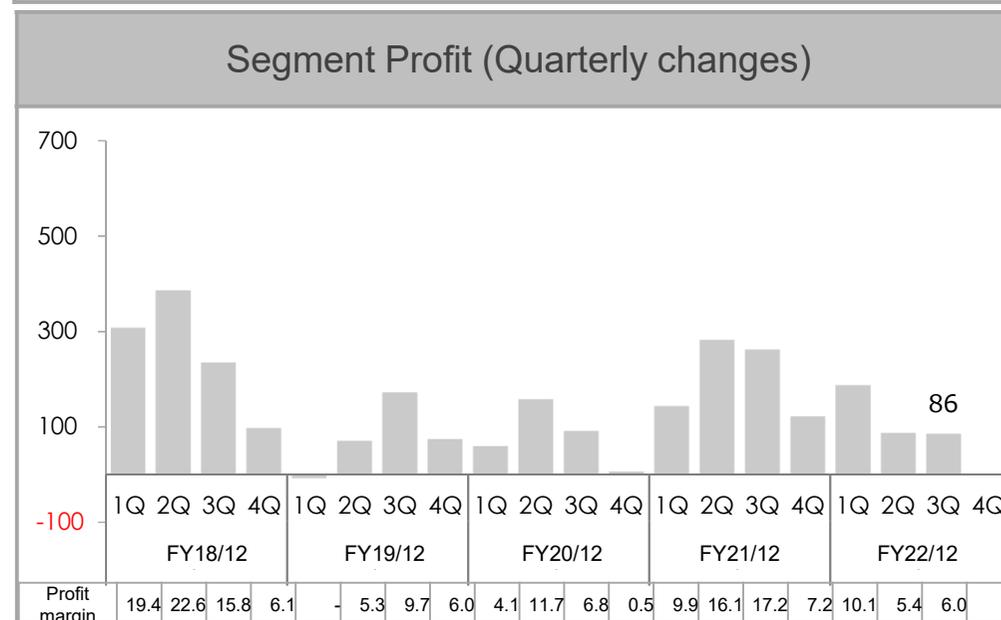
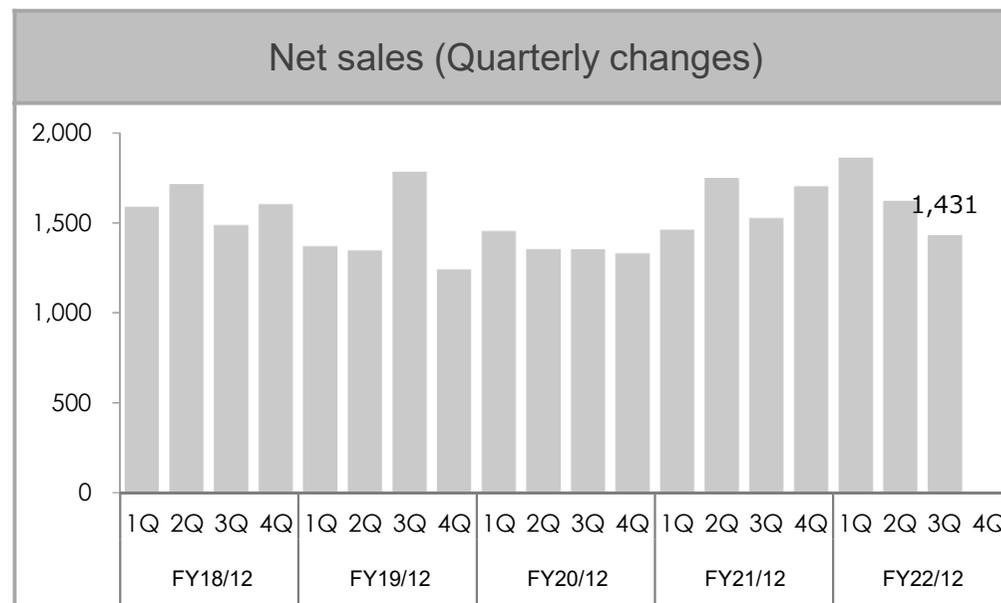
Profit margin	6.8	16.5	10.8	3.4	18.9	-	6.8	9.1	3.2	-	3.0	2.8	-	12.6	14.2	14.5	-	2.4	4.9
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Financial Results by Segment

■ Other Segments

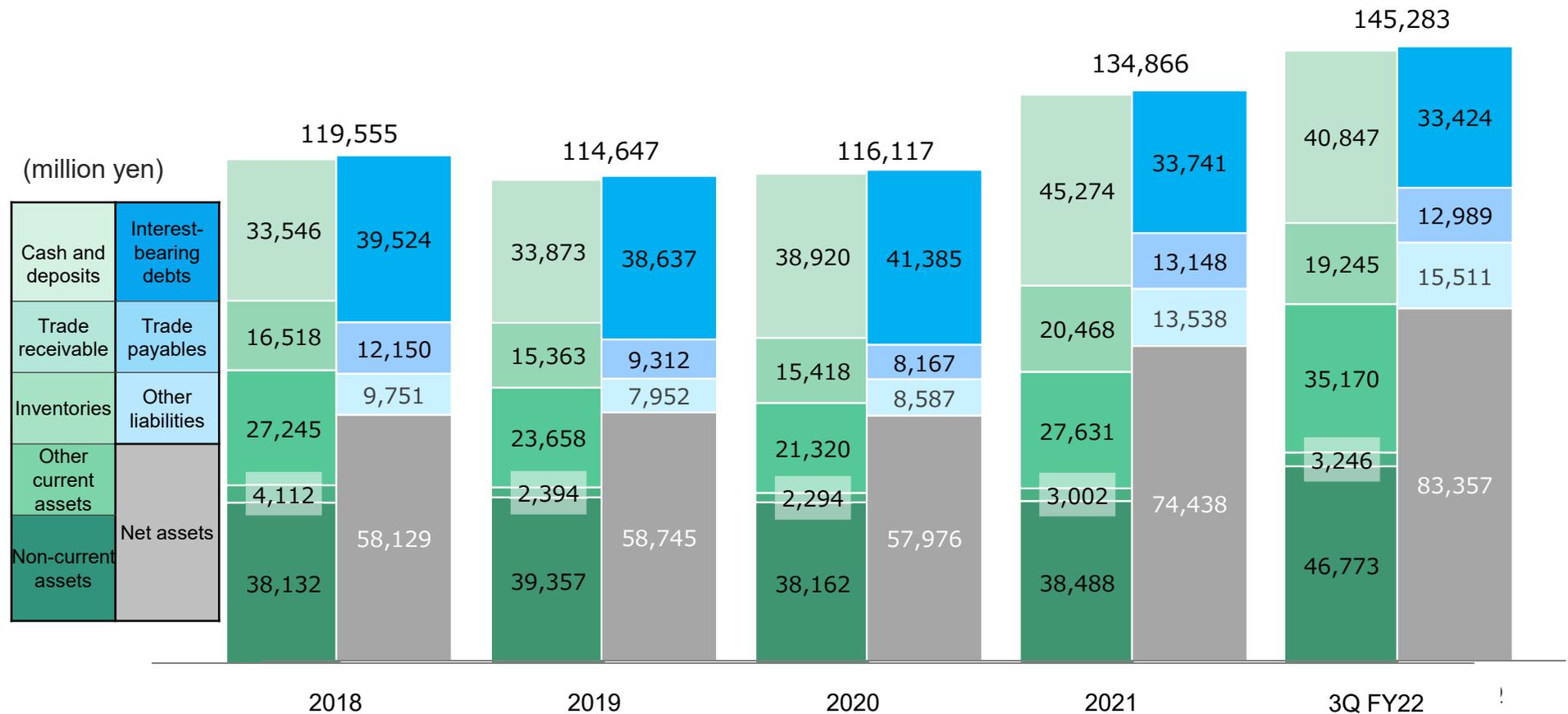
Net sales	Net sales from the precision die and molding business remained flat from the same period a year earlier due in part to supply chain disruptions. Demand continued for ceramics for semiconductor manufacturing equipment manufacturers
Profit	Profit margin dropped affected by soaring raw material prices.

(million yen)	3Q FY21	3Q FY22	YoY Change	
Net sales	4,735	4,913	178	3.8%
Segment profit	688	364	-324	-47.1%
Profit margin	14.5%	7.4%		



Balance Sheet

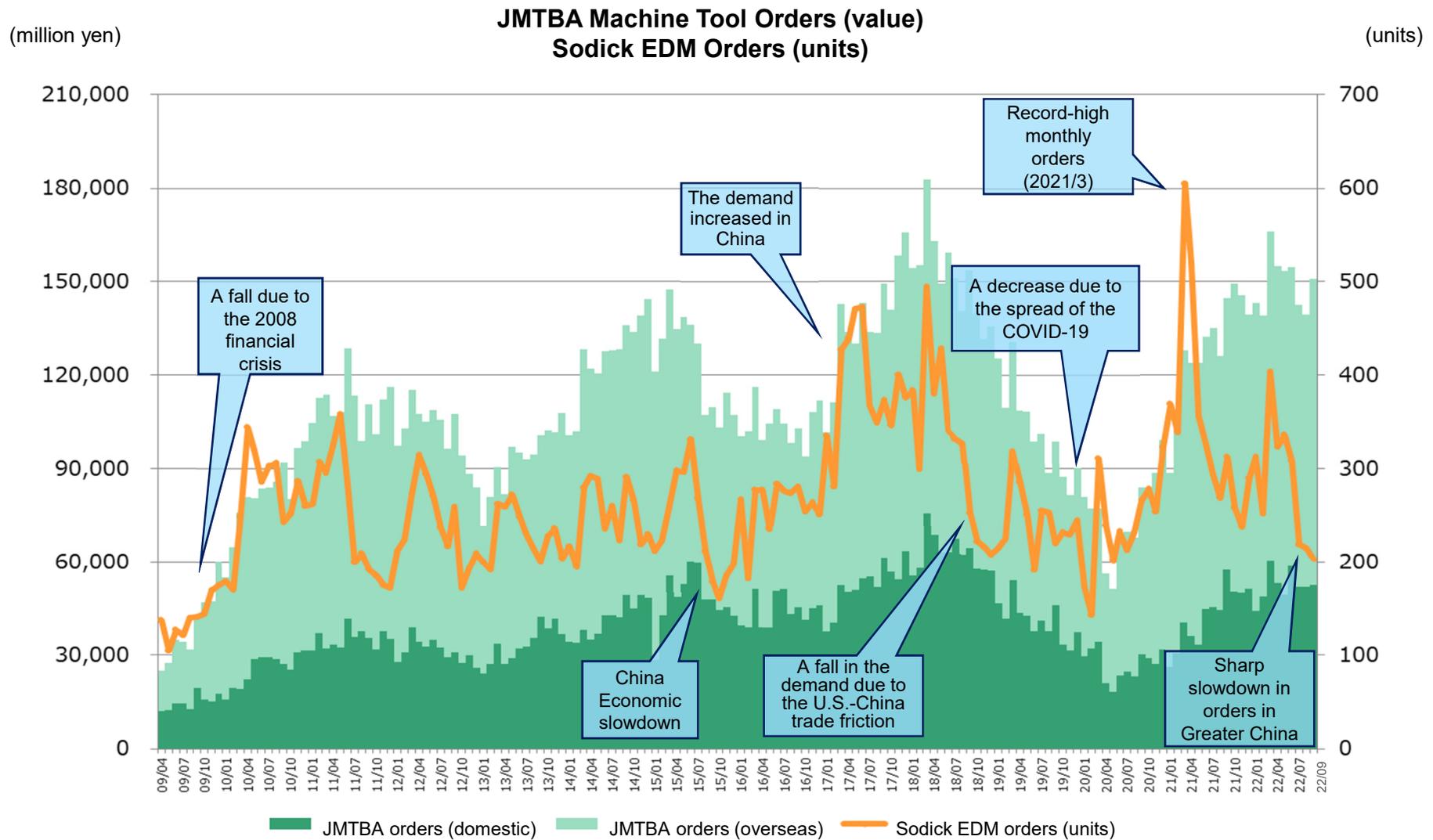
- ✓ Total assets significantly increased due partly to a push by the weak yen
- ✓ Net assets increased due to an increase (about 6.4 billion yen) in foreign currency translation adjustments owing to the weakening yen, and equity ratio also improved



USD-JPY exchange rate at last day of the term	111.00	109.56	103.50	115.02	144.81
Equity ratio	48.5%	51.2%	49.9%	55.2%	56.0%
Net cash	-5,978	-4,763	-2,464	11,533	7,423

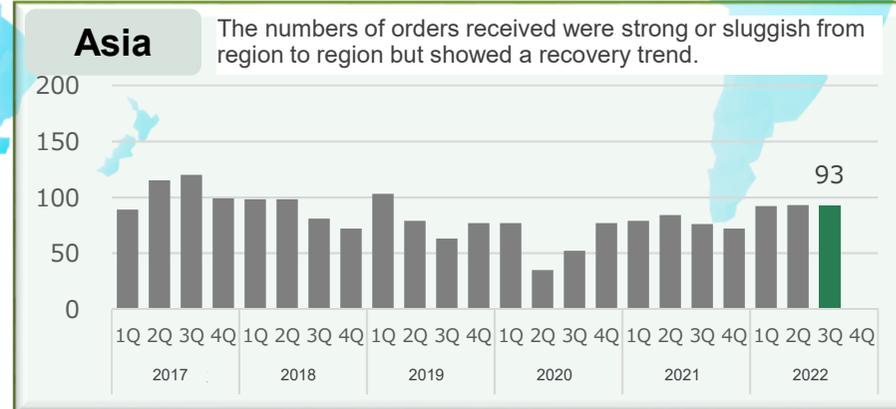
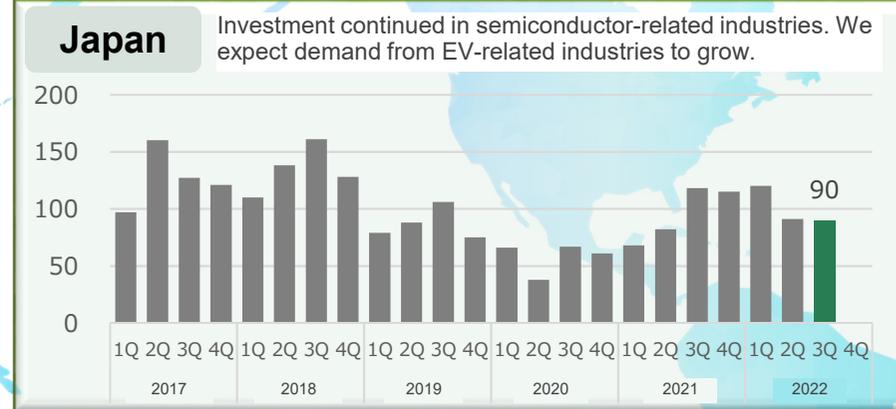
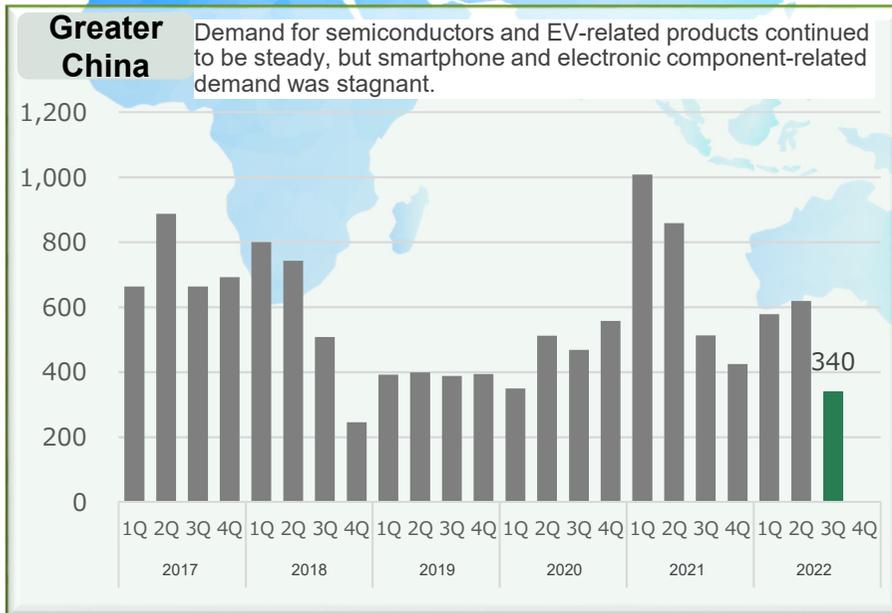
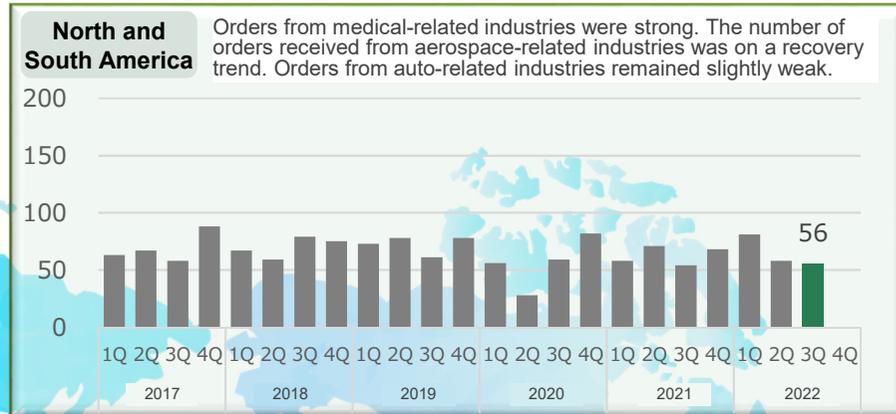
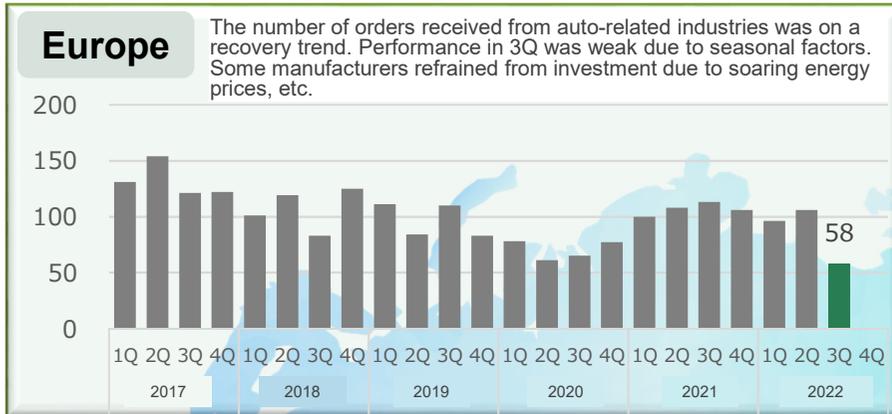
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1. 3Q FY22/12 Financial Results Summary
 - 2. FY22/12 Full-year Financial Results Projections**
 3. Revision of Shareholder Return Policy

Changes in Amount of JMTBA Orders and in Number of EDMs Ordered from the Company



Source: JMTBA

Changes in Numbers of EDMs Ordered in Quarters by Region



FY22/12 Full-year Financial Results Projections (by Segment)



- ✓ Downward revision from the full-year forecast disclosed in August.
- ✓ Net sales forecast was revised downward due to expected sales decline in both machine tools and industrial machinery affected by lower facility investment appetite in Greater China.
- ✓ Costs are likely to continue to rise due to soaring material prices and logistics costs, aggressive investment in human capital such as salary revisions, and other factors. Operating profit forecast was lowered.

(million yen)	FY18	FY19	FY20	FY21	FY22		
					Previous forecast (Disclosed on Aug. 9)	Revised forecast (Disclosed on Nov. 11)	Compared to previous forecast
Net sales	82,716	67,591	58,030	75,174	81,800	77,500	-5.3%
Operating profit	9,888	3,422	1,852	6,813	7,200	5,600	-22.2%
OPM	12.0%	5.1%	3.2%	9.1%	8.8%	7.2%	-1.6pt
Ordinary profit	9,619	3,558	2,046	8,588	9,000	8,900	-1.1%
Profit	6,462	2,002	1,346	6,591	6,500	6,000	-7.7%
ROE	11.4%	3.4%	2.3%	10.0%	8.5%	7.7%	-0.8pt
USD/JPY	110.44	109.03	106.76	109.90	126.50	133.00	6.50 down
EUR/JPY	130.35	122.03	121.88	129.91	134.50	138.00	3.50 down
CNH/JPY	16.71	15.77	15.48	17.01	19.60	19.60	–
THB/JPY	3.42	3.52	3.42	3.44	3.70	3.70	–

FY22/12 Full-year Financial Results Projections (by Segment)



- ✓ Machine tools: We revised both net sales and segment profit forecasts downward due to lower investment sentiment in Greater China.
- ✓ Industrial machinery: Disruptions in the supply chain and the impact of rising electricity and material prices caused a decrease in investment appetite. Both net sales and segment profit forecasts were lowered.
- ✓ Food machinery: Forecasts were revised downward due to prolonged negotiations and postponement of orders for some projects on account of the zero-COVID policy and economic slowdown in China.

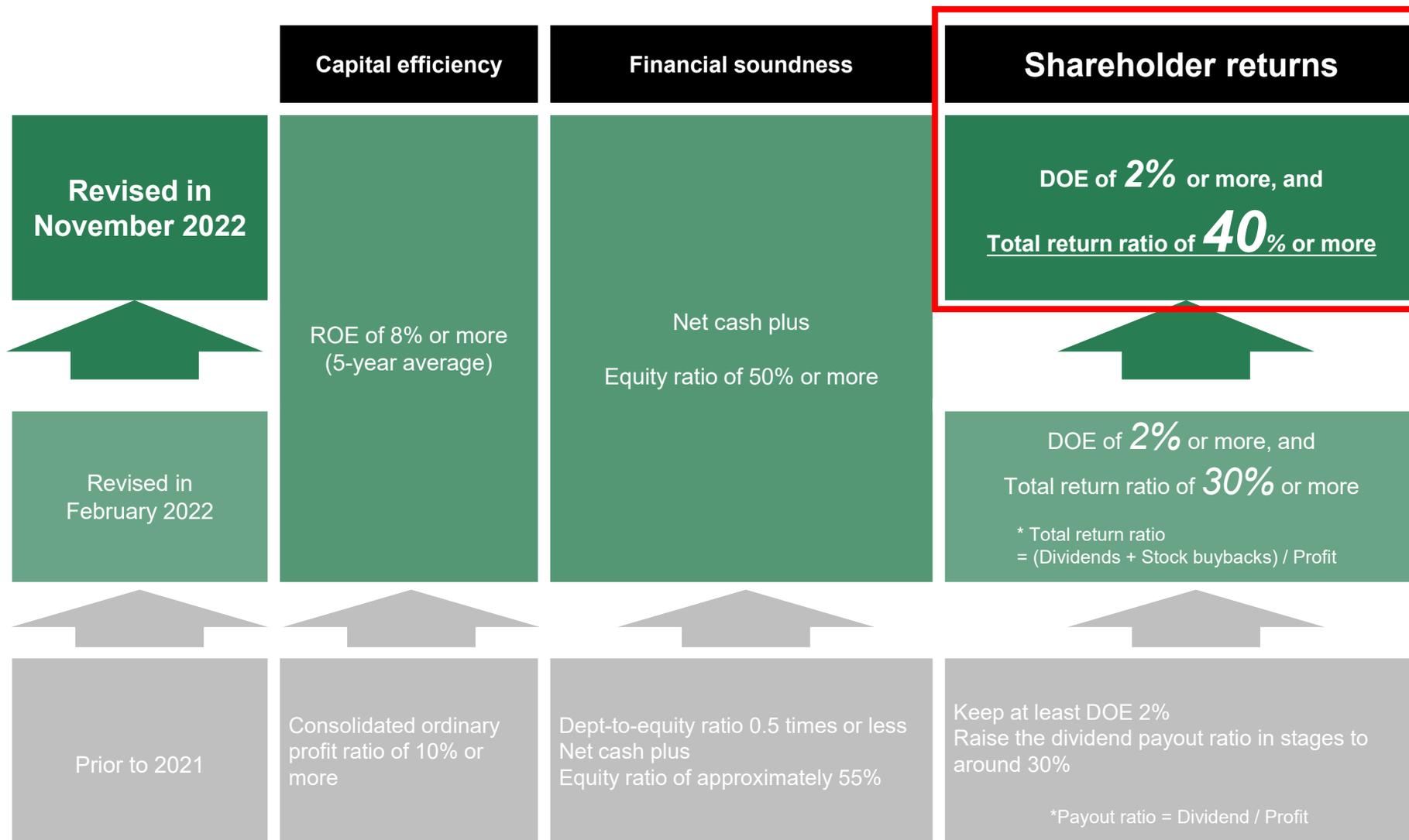
(million yen)	FY18	FY19	FY20	FY21	FY22		
					Previous forecast (Disclosed on Aug. 9)	Revised forecast (Disclosed on Nov. 11)	Compared to previous forecast
Machine tool segment	58,607	45,797	38,024	51,485	56,300	54,300	-3.6%
Industrial machinery segment	11,155	9,773	10,931	10,367	11,300	10,300	-8.8%
Food machinery segment	6,560	6,283	3,585	6,884	7,700	6,600	-14.3%
Other segments	6,392	5,737	5,488	6,437	6,500	6,300	-3.1%
Total net sales	82,716	67,591	58,030	75,174	81,800	77,500	-5.3%
Machine tool segment	9,988	4,621	2,896	7,176	7,400	6,700	-9.5%
Industrial machinery segment	802	165	596	503	1,150	900	-21.7%
Food machinery segment	674	625	65	830	700	400	-42.9%
Other segments	1,030	311	319	811	450	400	-11.1%
Total segment profit	12,496	5,723	3,878	9,321	9,700	8,400	-13.4%
Adjustment amounts	-2,607	-2,301	-2,025	-2,507	-2,500	-2,800	-
Total operating profit	9,888	3,422	1,852	6,813	7,200	5,600	-22.2%

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1. 3Q FY22/12 Financial Results Summary
 2. FY22/12 Full-year Financial Results Projections
 3. **Revision of Shareholder Return Policy**

Revision of Shareholder Return Policy

- ✓ Reviewed financial policy in February 2022 and introduced “total return ratio of 30% or more” as shareholder return policy
- ✓ Raised the total return ratio from “30% or more” to “**40% or more**” in order to increase share value by further increasing shareholder returns

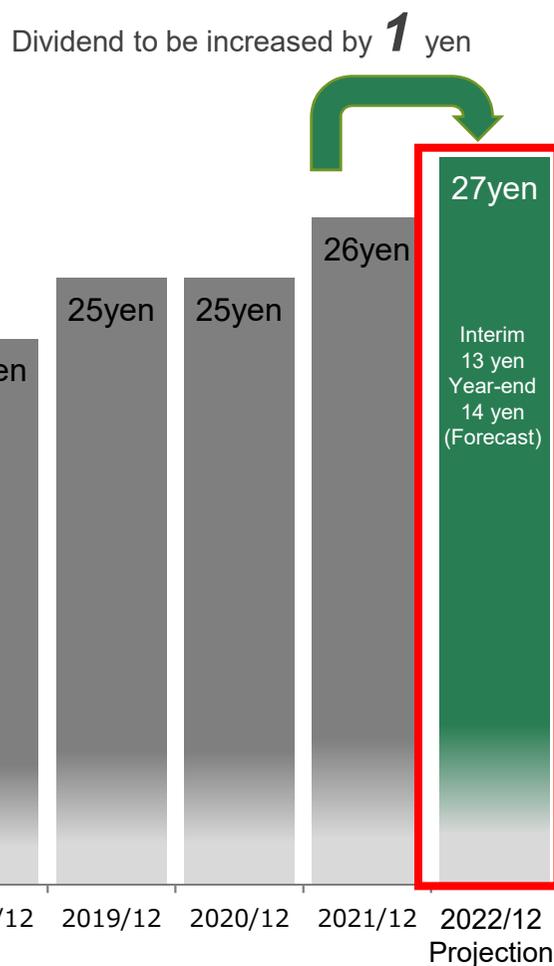
■ Financial Policy Revised in November 2022



Shareholder Returns

■ Dividend Trends

- ✓ Continuously increase dividends based on a basic policy of a dividend on equity ratio (DOE) of 2% or more



DOE (%)	2017/3	2017/12	2018/12	2019/12	2020/12	2021/12	2022/12
	2.0	2.1	2.1	2.1	2.1	2.3	2.1

■ Purchase of Own Shares and Cancellation of Treasury Shares

- ✓ Purchase and retire treasury shares to enhance shareholder returns and respond to changes in the business environment

Total number of shares to be acquired	Up to 2.5 million shares (Ratio to total number of shares issued and outstanding (excluding treasury shares): 4.7%)
Total acquisition cost	Up to 2.5 billion yen
Acquisition period	From November 14, 2022 To August 4, 2023
Retirement	All of treasury shares purchased (Scheduled for August 31, 2023)



Appendix

1. Changes in Financial Results
2. Changes in Indexes
3. Changes in Financial Results by Segment
4. Numbers of EDMs Ordered and Sold
5. Ratio of Overseas Sales by Segment
6. Maintenance Service Ratio
7. Outline of Business, New products
8. Exhibition Information

Changes in Financial Results



FY2020/12	1Q		2Q		3Q		4Q	
	20/03		20/06		20/09		20/12	
		YoY		YoY		YoY		YoY
Net Sales	13,030	69.2%	13,671	98.4%	14,042	82.6%	17,285	96.7%
Cost of Sales	8,957	73.5%	9,313	101.2%	9,615	81.2%	11,894	97.5%
Cost of Sales Margin	68.7%		68.1%		68.5%		68.8%	
Operating Profit	-88	-	433	1312.1%	481	77.8%	1,025	151.6%
Operating Profit Margin	-0.7%		3.2%		3.4%		5.9%	
Ordinary Profit	-67	-	430	-	530	105.4%	1,153	117.5%
Ordinary Profit Margin	-0.5%		3.1%		3.8%		6.7%	
Profit Attributable to Owners of Parent	-18	-	124	-	513	180.0%	728	88.3%
Net Profit Margin	-0.1%		0.9%		3.7%		4.2%	

1H		2H		Full Year	
20/01-20/06		20/07-20/12		20/12	
	YoY		YoY		YoY
26,702	81.6%	31,327	89.8%	58,030	85.9%
18,270	85.4%	21,509	89.5%	39,779	87.6%
68.4%		68.7%		68.6%	
345	16.2%	1,507	116.4%	1,852	54.1%
1.3%		4.8%		3.2%	
362	17.5%	1,684	113.4%	2,046	57.5%
1.4%		5.4%		3.5%	
105	11.8%	1,241	111.8%	1,346	67.2%
0.4%		4.0%		2.3%	

FY2021/12	1Q		2Q		3Q		4Q	
	21/03		21/06		21/09		21/12	
		YoY		YoY		YoY		YoY
Net Sales	14,317	109.9%	20,187	147.7%	19,471	138.7%	21,199	122.6%
Cost of Sales	9,665	107.9%	13,167	141.4%	12,571	130.7%	14,058	118.2%
Cost of Sales Margin	67.5%		65.2%		64.6%		66.3%	
Operating Profit	424	-	2,289	528.6%	2,235	464.7%	1,863	181.7%
Operating Profit Margin	3.0%		11.3%		11.5%		8.8%	
Ordinary Profit	1,176	-	2,607	606.3%	2,293	432.6%	2,511	217.8%
Ordinary Profit Margin	8.2%		12.9%		11.8%		11.8%	
Profit Attributable to Owners of Parent	871	-	1,776	1432.3%	1,729	337.0%	2,214	304.2%
Net Profit Margin	6.1%		8.8%		8.9%		10.4%	

1H		2H		Full Year	
21/01-21/06		21/07-21/12		21/12	
	YoY		YoY		YoY
34,504	129.2%	40,669	129.8%	75,174	129.5%
22,832	125.0%	26,629	123.8%	49,461	124.3%
66.2%		65.5%		65.8%	
2,714	786.7%	4,098	271.9%	6,813	367.8%
7.9%		10.1%		9.1%	
3,784	1045.3%	4,804	285.3%	8,588	419.6%
11.0%		11.8%		11.4%	
2,648	2521.9%	3,943	317.7%	6,591	489.4%
7.7%		9.7%		8.8%	

FY2022/12	1Q		2Q		3Q		4Q	
	22/03		22/06		22/09		22/12	
		YoY		YoY		YoY		YoY
Net Sales	19,604	136.9%	19,712	97.6%	20,441	105.0%		
Cost of Sales	13,050	135.0%	13,126	99.7%	13,865	110.3%		
Cost of Sales Margin	66.6%		66.6%		67.8%			
Operating Profit	1,907	449.0%	1,571	68.6%	1,078	48.3%		
Operating Profit Margin	9.7%		8.0%		5.3%			
Ordinary Profit	2,975	252.9%	2,982	114.4%	1,779	77.6%		
Ordinary Profit Margin	15.2%		15.1%		8.7%			
Profit Attributable to Owners of Parent	2,113	242.6%	2,007	113.0%	1,033	59.8%		
Net Profit Margin	10.8%		10.2%		5.1%			

1H		2H		Full Year	
22/01-22/06		22/07-22/12		22/12	
	YoY		YoY		YoY
39,317	113.9%				
26,176	114.6%				
66.6%					
3,479	128.2%				
8.8%					
5,958	157.5%				
15.2%					
4,121	155.6%				
10.5%					

Changes in Indexes

Number of employees

	17/03	17/09	17/12	18/06	18/12	19/06	19/12	20/06	20/12	21/06	21/12	22/09
separate	661	690	701	743	755	801	841	869	886	914	924	1,080
consolidated	3,415	3,616	3,651	3,714	3,676	3,625	3,579	3,576	3,633	3,670	3,683	3,763

* Not including employee on loan to subsidiary companies in separate number

* Not including the number of temporary employee

Management index

	18/12	19/12	20/12	21/12	19/09	20/09	21/09	22/09	
Accounts receivable collection period (month)	2.4	2.7	3.2	3.3	2.5	2.8	3.0	2.9	* Accounts receivable collection period: Accounts receivable/Net sales (per month)
Inventories turnover period (month)	4.0	4.2	4.4	4.4	4.6	5.3	4.5	5.3	* Inventories turnover period: Inventories / Net sales (per month)
Accounts payable turnover period (month)	1.8	1.7	1.7	2.1	1.7	1.8	2.3	2.0	* Accounts payable turnover period: accounts payable/Net sales(per month)
Fixed assets turnover ratio	2.2	1.7	1.5	2.0	1.7	1.4	1.9	1.7	* Fixed assets turnover ratio: Net sales / Fixed assets
Interest -bearing debt turnover period (month)	5.7	6.9	8.6	5.4	7.1	9.5	5.8	5.0	* Interest-bearing Debt turnover period: Interest-bearing Debt/Net Sales
Equity ratio (%)	48.5	51.2	49.9	55.2	49.5	48.5	52.8	57.3	* Equity ratio based on market value:
Equity ratio based on market value (%)	27.1	40.0	35.7	32.8	31.7	29.7	37.1	27.7	closing stock price at fiscal year end X shares issued outstanding as of the balance sheet date(not including treasury shares)
Return on Equity(ROE) (%)	11.4	3.4	2.3	10.0	2.7	1.4	9.1	8.7	* ROE: Profit attributable to owners of parent/average shareholders' equity of the beginning and the end of the fiscal year
Return on Assets(ROA) (%)	5.4	1.7	1.2	5.3	1.3	0.7	4.7	4.9	* ROA: Profit/average total assets of the beginning and the end of the period
Debt-to-equity ratio (multiple)	0.72	0.69	0.74	0.49	0.72	0.78	0.52	0.47	* Debt-to-Equity Ratio: Interest-bearing Debt / shareholders' equity
Debt redemption period (year)	4.3	4.6	6.2	4.4	-	-	-	-	* Debt redemption period: interest-bearing Debt / Operating cash flow
Interest coverage ratio (multiple)	29.3	28.5	23.1	23.4	-	-	-	-	* Interest coverage ratio: Operating cash flow / interest expenditure

Changes in Financial Results by Segment



FY2020/12		1Q		2Q		3Q		4Q	
		20/03		20/06		20/09		20/12	
			YoY		YoY		YoY		YoY
Machine Tool Operations	Net Sales	8,238	61.7%	8,825	87.5%	9,254	83.7%	11,706	103.6%
	Segment profit	197	9.0%	744	110.9%	733	104.6%	1,221	115.6%
	Segment profit margin	2.4%		8.4%		7.9%		10.4%	
Industrial Machinery Operations	Net Sales	2,556	110.2%	2,759	145.8%	2,729	90.1%	2,885	114.0%
	Segment profit	142	177.5%	134	-	94	42.3%	225	-424.5%
	Segment profit margin	5.6%		4.9%		3.4%		7.8%	
Food Machinery Operations	Net Sales	782	44.0%	733	129.0%	707	62.8%	1,362	48.4%
	Segment profit	25	7.4%	-19	-	21	27.6%	38	14.9%
	Segment profit margin	3.2%		-2.6%		3.0%		2.8%	
Other Operations	Net Sales	1,453	106.1%	1,353	100.5%	1,351	75.9%	1,330	107.3%
	Segment profit	60	-	158	222.5%	92	53.5%	7	9.3%
	Segment profit margin	4.1%		11.7%		6.8%		0.5%	
Consolidated	Net Sales	13,030	69.2%	13,671	98.4%	14,042	82.6%	17,285	96.7%
	Adjustments	-513	-	-583	-	-460	-	-467	-
	Operating profit	-88	-	433	1312.1%	481	77.8%	1,025	151.6%
	Operating profit margin	-0.7%		3.2%		3.4%		5.9%	

1H		2H		Full Year					
				20/01-20/06		20/07-20/12		20/12	
					YoY		YoY		YoY
17,063	72.8%	20,961	93.8%	38,024	83.0%				
941	32.9%	1,954	111.1%	2,896	62.7%				
5.5%	-	9.3%	-	7.6%	-				
5,316	126.2%	5,615	101.0%	10,931	111.8%				
276	-	320	190.5%	596	361.2%				
5.2%	-	5.7%	-	5.5%	-				
1,515	64.6%	2,070	52.6%	3,585	57.1%				
5	1.7%	60	18.1%	65	10.4%				
0.3%	-	2.9%	-	1.8%	-				
2,807	103.4%	2,681	88.7%	5,488	95.7%				
219	342.2%	100	40.5%	319	102.6%				
7.8%	-	3.7%	-	5.8%	-				
26,702	81.6%	31,327	89.8%	58,030	85.9%				
-1,097	-	-928	-	-2,025	-				
345	16.2%	1,507	116.5%	1,852	54.1%				
1.3%	-	4.8%	-	3.2%	-				

FY2021/12		1Q		2Q		3Q		4Q	
		21/03		21/06		21/09		21/12	
			YoY		YoY		YoY		YoY
Machine Tool Operations	Net Sales	10,382	126.0%	13,762	155.9%	13,102	141.6%	14,237	121.6%
	Segment profit	898	454.3%	2,258	303.5%	2,104	287.0%	1,915	156.8%
	Segment profit margin	8.6%		16.4%		16.1%		13.5%	
Industrial Machinery Operations	Net Sales	1,893	74.1%	2,734	99.1%	2,300	84.3%	3,438	119.2%
	Segment profit	10	7.2%	167	124.6%	96	102.1%	229	101.8%
	Segment profit margin	0.5%		6.1%		4.2%		6.7%	
Food Machinery Operations	Net Sales	580	74.2%	1,940	264.7%	2,541	359.4%	1,820	133.6%
	Segment profit	-39	-	244	-	360	1714.3%	264	694.7%
	Segment profit margin	-		12.6%		14.2%		14.5%	
Other Operations	Net Sales	1,460	100.5%	1,748	129.2%	1,526	113.0%	1,701	127.9%
	Segment profit	144	239.0%	282	178.5%	262	284.8%	122	1742.9%
	Segment profit margin	9.9%		16.1%		17.2%		7.2%	
Consolidated	Net Sales	14,317	109.9%	20,187	147.7%	19,471	138.7%	21,198	122.6%
	Adjustments	-588	-	-662	-	-588	-	-668	-
	Operating profit	424	-	2,289	528.6%	2,235	464.7%	1,862	181.7%
	Operating profit margin	3.0%		11.3%		11.5%		8.8%	

1H		2H		Full Year					
				21/01-21/06		21/07-21/12		21/12	
					YoY		YoY		YoY
24,145	141.5%	27,339	130.4%	51,485	135.4%				
3,156	335.4%	4,019	205.7%	7,176	247.8%				
13.1%	-	14.7%	-	13.9%	-				
4,628	87.1%	5,739	102.2%	10,367	94.8%				
177	64.1%	325	101.6%	503	84.4%				
3.8%	-	5.7%	-	4.9%	-				
2,521	166.4%	4,362	210.7%	6,884	192.0%				
205	4100.0%	625	1041.7%	830	1276.9%				
8.1%	-	14.3%	-	12.1%	-				
3,209	114.3%	3,227	120.4%	6,437	117.3%				
426	194.5%	384	384.0%	811	254.2%				
13.3%	-	11.9%	-	12.6%	-				
34,504	129.2%	40,669	129.8%	75,174	129.5%				
-1,251	-	-1,256	-	-2,507	-				
2,714	786.7%	4,098	271.9%	6,813	367.9%				
7.9%	-	10.1%	-	9.1%	-				

FY2022/12		1Q		2Q		3Q		4Q	
		22/03		22/06		22/09		22/12	
			YoY		YoY		YoY		YoY
Machine Tool Operations	Net Sales	14,096	135.8%	14,149	102.8%	14,318	109.3%		
	Segment profit	2,143	238.6%	1,795	79.5%	1,568	74.5%		
	Segment profit margin	15.2%		12.7%		11.0%			
Industrial Machinery Operations	Net Sales	2,625	138.7%	2,618	95.8%	2,871	124.8%		
	Segment profit	152	1501.7%	391	233.7%	189	195.6%		
	Segment profit margin	5.8%		14.9%		6.6%			
Food Machinery Operations	Net Sales	1,021	175.9%	1,323	68.2%	1,820	71.6%		
	Segment profit	-29	-	32	13.2%	90	25.0%		
	Segment profit margin	-		2.4%		5.0%			
Other Operations	Net Sales	1,861	127.4%	1,621	92.7%	1,431	93.8%		
	Segment profit	188	130.9%	88	31.3%	86	33.1%		
	Segment profit margin	10.1%		5.4%		6.1%			
Consolidated	Net Sales	19,604	136.9%	19,712	97.6%	20,441	105.0%		
	Adjustments	-548	-	-736	-	-855	-		
	Operating profit	1,907	449.0%	1,571	68.6%	1,078	48.3%		
	Operating profit margin	9.7%		8.0%		5.3%			

1H		2H		Full Year					
				22/01-22/06		22/07-22/12		22/12	
					YoY		YoY		YoY
28,245	117.0%								
3,938	124.8%								
13.9%	-								
5,244	113.3%								
544	306.3%								
10.4%	-								
2,344	93.0%								
3	1.6%								
0.1%	-								
3,482	108.5%								
277	65.0%								
8.0%	-								
39,317	113.9%								
-1,284	-								
3,479	128.2%								
8.8%	-								

Numbers of EDMs Ordered and Sold



EDM Orders

(Units)

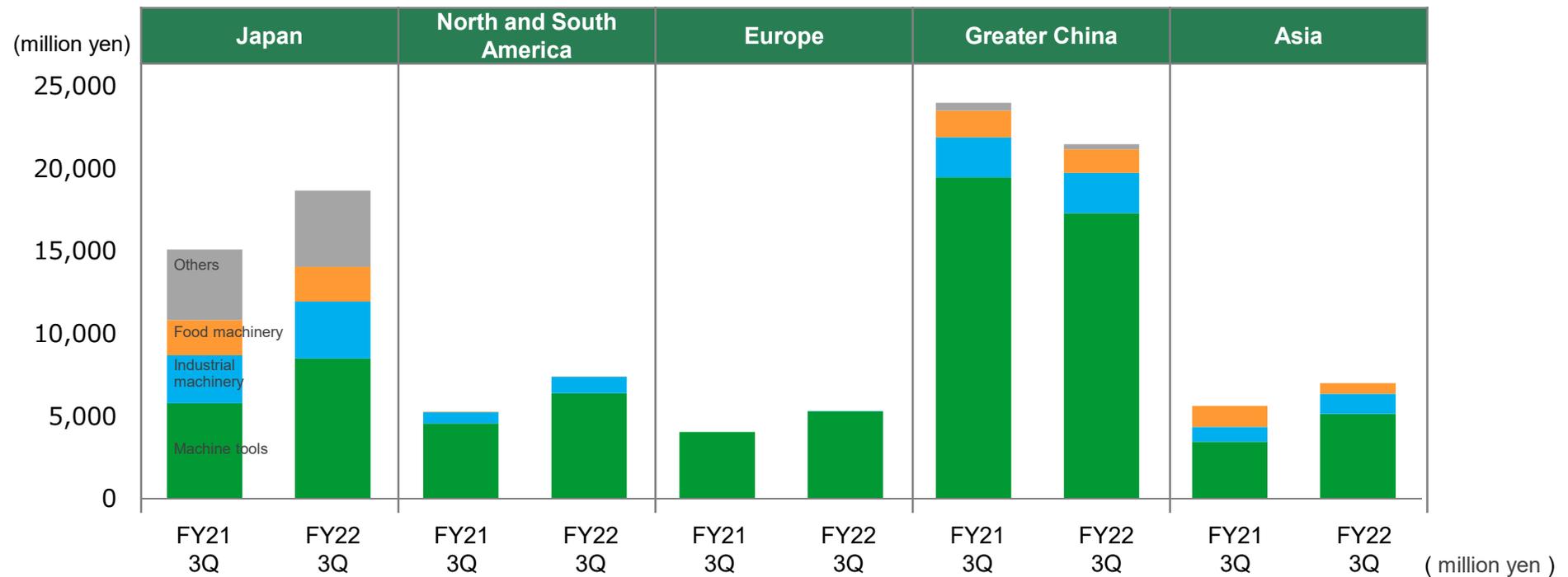
	FY2020					FY2021					FY2022				
	1-3	4-6	7-9	10-12	Total	1-3	4-6	7-9	10-12	Total	1-3	4-6	7-9	10-12	Total
North&South America	56	28	59	82	225	58	70	54	68	250	81	58	56		195
Europe	78	61	65	77	281	100	108	113	106	427	96	106	58		260
China	350	512	468	558	1,888	1,007	858	513	425	2,803	578	619	340		1,537
Asia	77	35	52	77	241	78	84	76	72	310	92	93	93		278
Japan	66	38	67	61	232	68	82	118	115	383	120	91	90		301
Total	627	674	711	855	2,867	1,311	1,202	874	786	4,173	967	967	637		2,571

EDM Shipments

(Units)

	FY2020					FY2021					FY2022				
	1-3	4-6	7-9	10-12	Total	1-3	4-6	7-9	10-12	Total	1-3	4-6	7-9	10-12	Total
North&South America	60	38	54	86	238	52	73	51	81	257	68	58	73		199
Europe	67	53	77	82	279	68	82	92	111	353	108	97	80		285
China	248	493	447	524	1,712	467	705	711	582	2,465	514	522	418		1,454
Asia	60	57	43	66	226	67	71	48	75	261	89	66	110		265
Japan	82	32	47	90	251	61	48	61	100	270	125	105	79		309
Total	517	673	668	848	2,706	715	979	963	949	3,606	904	848	760		2,512

Ratio of Overseas Sales by Segment



3Q FY21/12	Japan	North and South America	Europe	Greater China	Asia	Total
Machine tools	5,770	4,549	4,043	19,440	3,443	37,248
Industrial machinery	2,905	694	0	2,422	905	6,928
Food machinery	2,140	38	0	1,624	1,259	5,063
Others	4,265	–	–	469	–	4,735
By region – Total	15,082	5,283	4,044	23,957	5,608	53,976

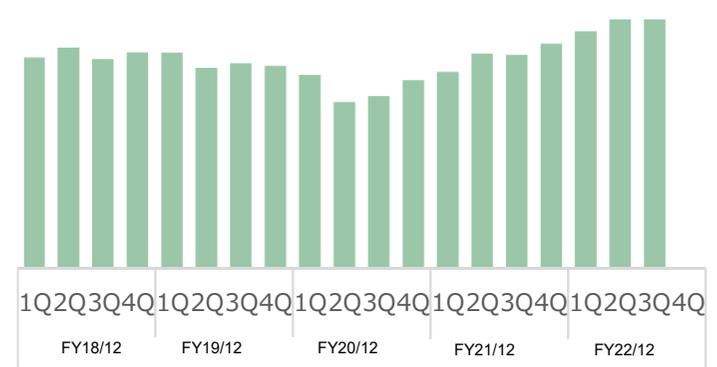
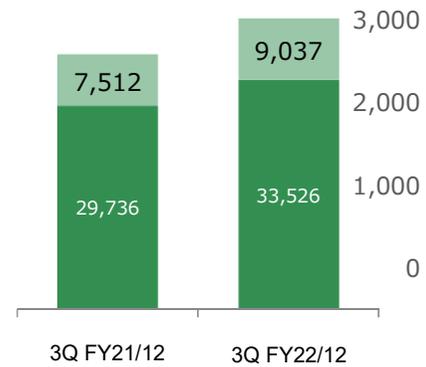
3Q FY22/12	Japan	North and South America	Europe	Greater China	Asia	Total
Machine tools	8,481	6,383	5,283	17,278	5,136	42,564
Industrial machinery	3,460	989	2	2,444	1,218	8,115
Food machinery	2,099	14	–	1,415	635	4,164
Others	4,606	–	–	307	–	4,913
By region – Total	18,648	7,386	5,286	21,445	6,990	59,758

Effect of exchange rate – Around 980 million yen Around 240 million yen Around 2.6 billion yen Around 430 million yen Around 4.25 billion yen

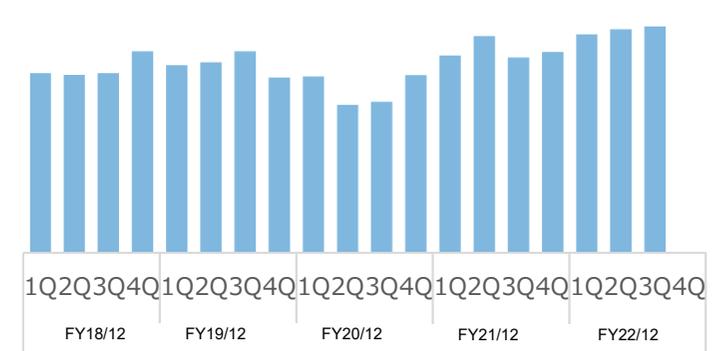
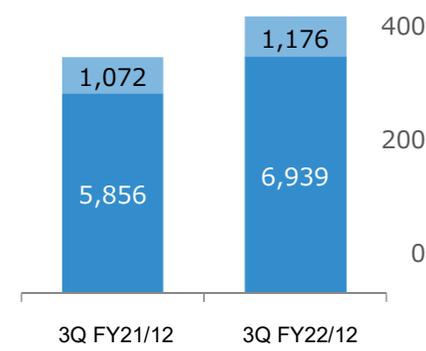
Maintenance Service Ratio

Breakdown of machinery sales/maintenance service and consumables sales Quarterly trends in maintenance services and consumables (million yen)

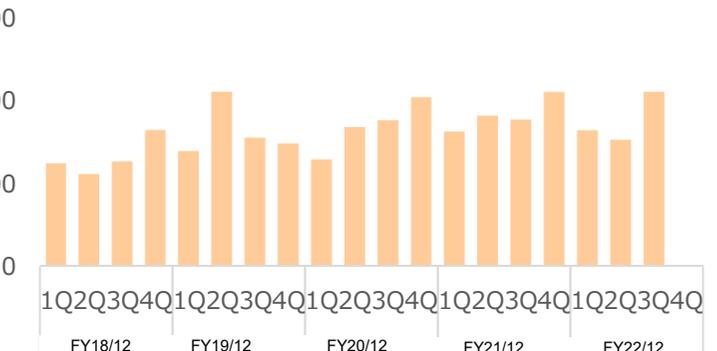
Machine Tool	3Q FY21/12		3Q FY22/12	
Maintenance services and consumables	7,512	20.2%	9,037	21.2%
Machine sales	29,736	79.8%	33,526	78.8%
Total	37,248		42,564	

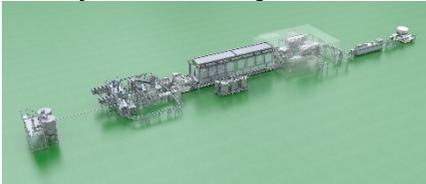


Industrial Machinery	3Q FY21/12		3Q FY22/12	
Maintenance services and consumables	1,072	15.5%	1,176	14.5%
Machine sales	5,856	84.5%	6,939	85.5%
Total	6,928		8,115	



Food Machinery	3Q FY21/12		3Q FY22/12	
Maintenance services and consumables	519	10.3%	525	12.6%
Machine sales	4,544	89.7%	3,639	87.4%
Total	5,063		4,164	



Segment	Machine tools	Industrial machinery	Food machinery
<p>Key products</p>	<p>Die-sinker EDM</p>  <p>Wire-cut EDM</p>  <p>Small Hole EDM</p>  <p>Machining center</p>  <p>Metal 3D Printer</p> 	<p>Horizontal injection molding machine</p>  <p>Vertical injection molding machine</p>  <p>Light metal injection molding machine</p> 	<p>Noodle-making equipment (Noodle production line)</p>  <p>Sterile-packed cooked rice production system</p>  <p>Other food processing machines</p> 
<p>Sales market</p>	<p>Automotive, home appliances, electrical and electronic equipment, aerospace, medical equipment, energy, etc.</p>	<p>Automotive, electrical and electronic equipment, medical equipment, etc.</p>	<p>Noodle production (chilled noodles, LL noodles, frozen noodles, etc.) Packaged rice, Confectionery, bread, prepared food, vegetable processing, etc.</p>
<p>Production site</p>	 <p>Kaga</p>  <p>Thailand</p>  <p>Xiamen</p>  <p>Suzhou</p>	 <p>Kaga</p>  <p>Thailand</p>	 <p>Kaga</p>  <p>Xiamen</p>

New products



Electrical discharge machine (EDM)

VN400Q
VN600Q



Wire-cut EDM entry model revamped

Four-axis linear motor drive system to accommodate high-precision processing for the medical and aviation industries

Electricity consumption reduced by approx. 20% compared with conventional models

AX350L



Super-precision wire-cut EDM that meets the demand for long-time stable processing and labor saving

Outstanding precision stability and superior operability for precision mold processing in the EV and semiconductor industries

Equipped with energy-saving functions for power usage and processing fluid

Metal 3D printer

LPM450



Metal 3D printer that realizes stable large-sized modeling

Uniquely developed powder material enabling modeling with a maximum volume roughly 5.8 times that of conventional models

Capable of modeling with a wide variety of powder materials

Machining center

UX450L



Revamped linear motor-driven machining center

Maximizes high-speed, high-precision, and high-grade drive performance

Thermal displacement compensation function to ensure stable quality

HP300L



Simultaneous 5-axis control machining center

Supports the production of various devices that require intelligent, high and multiple functions

Idling stop function also contributing to energy saving

Injection molding machine

MS G2 series



Revamped electric injection molding machine model

Unique servo motor control technology to realize stable, high-precision molding

Equipped with a new controller that improves control accuracy of each operation

Exhibition Information

■ Exhibited at IMTS 2022, one of the world's four largest machine tool fairs

At IMTS 2022 held in Chicago, the U.S., in September 2022, we demonstrated our wire-cut EDM ALN600G equipped with i Groove, a wire rotation mechanism that we developed in-house. Among the exhibited machines, the automated line combining the UH650L milling center and the AL60G die-sinker EDM attracted particular attention. It was a valuable opportunity to promote our automated line in Western markets, where the need for automation is high.



[Outline of IMTS 2022]

Period: September 12–17, 2022 (6 days)

Venue: McCormick Place, Chicago

Number of visitors: 86,307

Exhibit models: Metal 3D printer LPM325S

4-axis linear motor driven wire-cut EDM VL600QH

High-speed, high-precision small-hole drilling EDM K4HL

New wire-cut EDM models VN400Q and WS-5P

Automated lines, IoT system-related products, etc.

■ Information on exhibits at major exhibitions

Period	Place	Exhibition	Outline / Remarks
2022 Nov. 8 – 13	Japan Tokyo	JIMTOF2022 (the 31st Japan International Machine Tool Fair)	International machine tool exhibition

*Due to the spread of COVID-19, the exhibition schedule may change.

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