

Consolidated Financial Results
for the Second Quarter of the Fiscal Year Ending February 29, 2024
(Six Months Ended August 31, 2023)

[Japanese GAAP]

Company name: Freund Corporation

Listing: Tokyo Stock Exchange

Securities code: 6312

 URL: <https://www.freund.co.jp>

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Scheduled date of filing of Quarterly Report:

October 12, 2023

Scheduled date of payment of dividend:

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Preparation of supplementary materials for quarterly financial results:

Yes

Holding of quarterly financial results meeting:

Yes

(All amounts are rounded down to the nearest million yen)

1. Consolidated Financial Results for the Second Quarter (March 1, 2023 – August 31, 2023) of the Fiscal Year Ending February 29, 2024

(1) Consolidated results of operations

(Percentages represent year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Six months ended Aug. 31, 2023	9,583	12.3	177	-	195	499.9	115	-
Six months ended Aug. 31, 2022	8,534	6.0	(67)	-	32	(89.6)	(17)	-

Note: Comprehensive income

Six months ended Aug. 31, 2023: 424 million yen (down 39.5%)

Six months ended Aug. 31, 2022: 700 million yen (up 88.5%)

	Net income per share	Diluted net income per share
	Yen	Yen
Six months ended Aug. 31, 2023	6.91	-
Six months ended Aug. 31, 2022	(1.02)	-

Reference: Equity in earnings of affiliates

Six months ended Aug. 31, 2023: (7) million yen

Six months ended Aug. 31, 2022: (9) million yen

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of Aug. 31, 2023	23,067	14,213	61.6	840.97
As of Feb. 28, 2023	22,758	14,117	62.0	843.09

Reference: Equity capital

As of Aug. 31, 2023: 14,213 million yen

As of Feb. 28, 2023: 14,117 million yen

2. Dividends

	Dividend per share				
	1Q-end	2Q-end	3Q-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended Feb. 28, 2023	-	0.00	-	20.00	20.00
Fiscal year ending Feb. 29, 2024	-	0.00			
Fiscal year ending Feb. 29, 2024 (forecast)			-	20.00	20.00

Note: Revision to the most recently announced dividend forecast: None

3. Consolidated Forecast for the Fiscal Year Ending February 29, 2024 (March 1, 2023 – February 29, 2024)

(Percentages represent year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	20,000	1.7	700	55.0	650	16.3	450	-	26.87

Note: Revision to the most recently announced consolidated forecast: None

*** Notes**

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in changes in scope of consolidation): None

Newly added: - Excluded: -

(2) Application of special accounting methods for presenting quarterly consolidated financial statements: Yes

Note: Please refer to page 10 “(4) Application of Special Accounting Methods for Presenting Quarterly Consolidated Financial Statements” for details.

(3) Changes in accounting policies and accounting-based estimates, and restatements

1) Changes in accounting policies due to revisions in accounting standards, others: None

2) Changes in accounting policies other than 1) above: Yes

3) Changes in accounting-based estimates: None

4) Restatements: None

(4) Number of outstanding shares (common stock)

1) Number of shares outstanding at the end of the period (including treasury shares)

As of Aug. 31, 2023:	18,400,000 shares	As of Feb. 28, 2023:	18,400,000 shares
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2) Number of treasury shares at the end of the period

As of Aug. 31, 2023:	1,498,807 shares	As of Feb. 28, 2023:	1,655,480 shares
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3) Average number of shares outstanding during the period

Six months ended Aug. 31, 2023:	16,757,533 shares	Six months ended Aug. 31, 2022:	16,744,520 shares
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This financial report is not subject to quarterly review by certified public accountants or auditing firms.

Cautionary statement with respect to forecasts of future performance and other special items

Statements about future performance, including forecasts in this document are based on certain assumptions that the Company considers to be reasonable and relies on and the information currently available. Actual performance may significantly differ due to various reasons. Please refer to the section “Explanation of Consolidated Forecast and Other Forward-looking Statements” on page 3 of the attachments regarding preconditions or other related matters for forecasts shown above.

Contents of Attachments

1. Qualitative Information on Quarterly Consolidated Financial Performance	2
(1) Explanation of Results of Operations	2
(2) Explanation of Financial Position	3
(3) Explanation of Consolidated Forecast and Other Forward-looking Statements	3
2. Quarterly Consolidated Financial Statements and Notes	4
(1) Quarterly Consolidated Balance Sheet	4
(2) Quarterly Consolidated Statements of Income and Comprehensive Income	6
(3) Quarterly Consolidated Statement of Cash Flows	8
(4) Notes to Quarterly Consolidated Financial Statements	10
Going Concern Assumption	10
Significant Changes in Shareholders' Equity	10
Application of Special Accounting Methods for Presenting Quarterly Consolidated Financial Statements	10
Changes in Accounting Policies	10
Segment and Other Information	11
Revenue Recognition	13
3. Others	14
Orders and Sales	14

1. Qualitative Information on Quarterly Consolidated Financial Performance

(1) Explanation of Results of Operations

The Japanese economy slowly recovered during the first half of the current fiscal year as economic activity returned to normal following the government's decision to downgrade of the legal classification of COVID-19 in May. The recovery includes improvements in the labor market and personal income. There are challenges due to inflation caused by the Ukraine conflict and other factors and by exchange rate volatility. In addition, monetary tightening is continuing worldwide and there are signs of slowing economic growth in China. As a result, there is a risk of an economic downturn in Japan and the outlook for the economy remains uncertain.

In June, the Freund Group started operations at a business site in China, which expanded the group's global network to five locations: Japan, the United States, India, Italy and China. In Japan, strong demand continues in the machinery business primarily due to the establishment and expansion of factories by major generic drug manufacturers. Sales and earnings are also strong in the chemicals business. In this environment, the Freund Group is dedicated to enhancing its presence in Japan and other countries by actively pursuing and accelerating synergy within its Group companies.

In the first half of the fiscal year ending in February 2024, net sales increased 12.3% year-over-year to 9,583 million yen, operating profit was 177 million yen compared with an operating loss of 67 million yen one year earlier, ordinary profit increased 499.9% to 195 million yen, and profit attributable to owners of parent was 115 million yen compared with loss attributable to owners of parent of 17 million yen one year earlier.

Operating results by segment are as follows

Machinery Business Segment

The order backlog increased to a record-high 16,179 million yen as orders in Japan remained strong, mainly due to expenditures by generic drug manufacturers to increase production capacity. However, there have been no improvements in the extended lead times for purchasing certain parts and the increasing delay in delivery of finished products.

In the first half of the previous fiscal year, sales and earnings were negatively impacted by significant shipment delays due to the tight labor supply in the U.S. and extended lead times for parts/materials procurement caused by supply chain disruptions at the U.S. subsidiary. Performance recovered significantly in the first half of the current fiscal year due to steady progress with shipping products to customers.

As a result, net sales increased 15.2% year-over-year to 6,246 million yen and segment profit was 45 million yen compared with segment loss of 268 million yen one year earlier.

Chemicals Business Segment

Sales of pharmaceutical excipients in Japan remain very strong, and sales and earnings are on pace to surpass the record highs of the previous fiscal year.

Growth continued in the food preservatives sector with higher sales and earnings driven mainly by the increasing demand for preservatives associated with strong e-commerce sales of bread. Sales and earnings are on pace to surpass the previous year's performance.

As a result, net sales increased 7.2% year-over-year to 3,337 million yen and segment profit increased 0.2% to 479 million yen.

(2) Explanation of Financial Position

Total assets increased 308 million yen from the end of the previous fiscal year to 23,067 million yen at the end of the second quarter. This mainly reflected increases of 622 million yen in work in process, 157 million yen in electronically recorded monetary claims-operating and 196 million yen in software in progress, while there was a decrease of 675 million yen in cash and deposits.

Total liabilities increased 212 million yen from the end of the previous fiscal year to 8,854 million yen at the end of the second quarter. This mainly reflected increases of 638 million yen in contract liabilities and 18 million yen in lease liabilities, while there were decreases of 306 million yen in notes and accounts payable-trade and 145 million yen in short-term borrowings.

Net assets increased 96 million yen from the end of the previous fiscal year to 14,213 million yen at the end of the second quarter. This mainly reflected an increase of 291 million yen in foreign currency translation adjustment and a decrease of 73 million yen in treasury shares, while there was a decrease of 285 million yen in retained earnings.

(3) Explanation of Consolidated Forecast and Other Forward-looking Statements

There are no revisions to the full year consolidated forecasts for the fiscal year ending February 29, 2024, which were disclosed in the Consolidated Financial Results for the Fiscal Year Ended February 28, 2023 dated May 8, 2023.

2. Quarterly Consolidated Financial Statements and Notes**(1) Quarterly Consolidated Balance Sheet**

	(Thousands of yen)	
	FY2/23 (As of Feb. 28, 2023)	Second quarter of FY2/24 (As of Aug. 31, 2023)
Assets		
Current assets		
Cash and deposits	3,917,128	3,241,974
Notes and accounts receivable-trade, and contract assets	4,915,548	4,738,333
Electronically recorded monetary claims-operating	619,666	777,354
Merchandise and finished goods	760,326	913,896
Work in process	2,717,692	3,340,154
Raw materials and supplies	2,108,285	1,938,650
Prepaid expenses	199,546	158,999
Other	647,052	735,144
Allowance for doubtful accounts	(15,226)	(17,987)
Total current assets	15,870,019	15,826,521
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	2,005,809	2,075,940
Land	1,145,522	1,147,349
Other, net	1,290,121	1,289,358
Total property, plant and equipment	4,441,453	4,512,649
Intangible assets		
Software	32,499	26,886
Software in progress	560,486	756,571
Customer relationship	324,848	347,695
Other	49,621	44,218
Total intangible assets	967,456	1,175,372
Investments and other assets		
Deferred tax assets	366,398	407,976
Other	1,118,946	1,150,622
Allowance for doubtful accounts	(5,400)	(5,400)
Total investments and other assets	1,479,946	1,553,198
Total non-current assets	6,888,855	7,241,220
Total assets	22,758,875	23,067,741
Liabilities		
Current liabilities		
Notes and accounts payable-trade	1,896,836	1,590,279
Electronically recorded obligations-operating	833,521	790,150
Short-term borrowings	896,092	750,673
Income taxes payable	130,135	116,225
Contract liabilities	2,913,026	3,551,686
Provision for bonuses	220,553	212,126
Provision for bonuses for directors (and other officers)	17,185	15,800
Other	907,894	967,645
Total current liabilities	7,815,246	7,994,587
Non-current liabilities		
Lease liabilities	408,206	426,927
Retirement benefit liability	267,351	273,211
Asset retirement obligations	67,263	67,329
Provision for retirement benefits for directors (and other officers)	12,096	16,233
Other	71,522	76,025
Total non-current liabilities	826,439	859,726
Total liabilities	8,641,685	8,854,314

	(Thousands of yen)	
	FY2/23 (As of Feb. 28, 2023)	Second quarter of FY2/24 (As of Aug. 31, 2023)
Net assets		
Shareholders' equity		
Share capital	1,035,600	1,035,600
Capital surplus	1,289,513	1,289,513
Retained earnings	11,899,999	11,614,831
Treasury shares	(773,363)	(700,172)
Total shareholders' equity	13,451,750	13,239,772
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	32,992	51,192
Foreign currency translation adjustment	612,727	904,004
Remeasurements of defined benefit plans	19,719	18,458
Total accumulated other comprehensive income	665,439	973,655
Total net assets	14,117,189	14,213,427
Total liabilities and net assets	22,758,875	23,067,741

(2) Quarterly Consolidated Statements of Income and Comprehensive Income
Quarterly Consolidated Statement of Income
(For the Six-month Period)

	(Thousands of yen)	
	First six months of FY2/23 (Mar. 1, 2022 – Aug. 31, 2022)	First six months of FY2/24 (Mar. 1, 2023 – Aug. 31, 2023)
Net sales	8,534,707	9,583,971
Cost of sales	5,853,465	6,610,082
Gross profit	2,681,241	2,973,889
Selling, general and administrative expenses	2,748,835	2,796,235
Operating profit (loss)	(67,593)	177,653
Non-operating income		
Interest income	39	805
Dividend income	5,809	6,015
Technical support fee income	9,897	8,982
Foreign exchange gains	95,044	27,002
Other	11,259	16,707
Total non-operating income	122,050	59,513
Non-operating expenses		
Interest expenses	9,519	32,427
Share of loss of entities accounted for using equity method	9,051	7,906
Other	3,219	876
Total non-operating expenses	21,790	41,210
Ordinary profit	32,666	195,956
Extraordinary income		
Gain on sale of non-current assets	13,834	145
Total extraordinary income	13,834	145
Extraordinary losses		
Loss on sale of non-current assets	1,309	-
Loss on retirement of non-current assets	2,442	10,490
Loss on valuation of investment securities	1,907	6,240
Total extraordinary losses	5,659	16,730
Profit before income taxes	40,841	179,371
Income taxes	57,953	63,585
Profit (loss)	(17,111)	115,786
Profit (loss) attributable to owners of parent	(17,111)	115,786

Quarterly Consolidated Statement of Comprehensive Income
(For the Six-month Period)

	(Thousands of yen)	
	First six months of FY2/23 (Mar. 1, 2022 – Aug. 31, 2022)	First six months of FY2/24 (Mar. 1, 2023 – Aug. 31, 2023)
Profit (loss)	(17,111)	115,786
Other comprehensive income		
Valuation difference on available-for-sale securities	(14,785)	18,199
Foreign currency translation adjustment	714,927	284,211
Remeasurements of defined benefit plans, net of tax	1,306	(1,261)
Share of other comprehensive income of entities accounted for using equity method	16,122	7,066
Total other comprehensive income	717,571	308,215
Comprehensive income	700,459	424,001
(Breakdown)		
Comprehensive income attributable to owners of parent	700,459	424,001

(3) Quarterly Consolidated Statement of Cash Flows

(Thousands of yen)

	First six months of FY2/23 (Mar. 1, 2022 – Aug. 31, 2022)	First six months of FY2/24 (Mar. 1, 2023 – Aug. 31, 2023)
Cash flows from operating activities		
Profit before income taxes	40,841	179,371
Depreciation	275,968	262,733
Amortization of goodwill	37,849	-
Share-based payment expenses	-	7,126
Increase (decrease) in allowance for doubtful accounts	370	1,211
Increase (decrease) in provision for bonuses	(50,319)	(8,805)
Increase (decrease) in provision for bonuses for directors (and other officers)	(12,531)	(1,385)
Interest and dividend income	(5,849)	(6,820)
Interest expenses	9,519	32,427
Foreign exchange losses (gains)	(97,171)	(41,152)
Share of loss (profit) of entities accounted for using equity method	9,051	7,906
Loss (gain) on sale of property, plant and equipment	(12,525)	(145)
Loss on retirement of property, plant and equipment	2,442	10,490
Loss (gain) on valuation of securities	1,907	6,240
Decrease (increase) in trade receivables	884,571	131,164
Decrease (increase) in inventories	(717,203)	(348,014)
Decrease (increase) in other assets	(145,185)	(7,969)
Increase (decrease) in trade payables	(674,651)	(379,640)
Increase (decrease) in contract liabilities	(164,103)	509,759
Increase (decrease) in other liabilities	(90,700)	(11,134)
Other, net	66	274
Subtotal	(707,653)	343,638
Interest and dividends received	5,849	6,820
Interest paid	(9,519)	(32,427)
Income taxes refund	1,343	19,586
Income taxes paid	(236,301)	(112,284)
Net cash provided by (used in) operating activities	(946,281)	225,333
Cash flows from investing activities		
Purchase of property, plant and equipment	(130,942)	(180,090)
Proceeds from sale of property, plant and equipment	28,941	-
Payments for retirement of property, plant and equipment	(3,556)	(3,994)
Purchase of intangible assets	(160,411)	(179,331)
Purchase of investment securities	(1,581)	(978)
Payments of guarantee deposits	(3,509)	(1,146)
Proceeds from refund of guarantee deposits	100	652
Net cash provided by (used in) investing activities	(270,960)	(364,888)

(Thousands of yen)

	First six months of FY2/23 (Mar. 1, 2022 – Aug. 31, 2022)	First six months of FY2/24 (Mar. 1, 2023 – Aug. 31, 2023)
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	900,083	(199,592)
Repayments of long-term borrowings	(3,375)	(3,543)
Repayments of lease liabilities	(20,908)	(39,706)
Dividends paid	(334,276)	(332,549)
Net cash provided by (used in) financing activities	541,523	(575,391)
Effect of exchange rate change on cash and cash equivalents	169,026	39,793
Net increase (decrease) in cash and cash equivalents	(506,692)	(675,153)
Cash and cash equivalents at beginning of period	4,145,207	3,917,128
Cash and cash equivalents at end of period	3,638,515	3,241,974

(4) Notes to Quarterly Consolidated Financial Statements

Going Concern Assumption

Not applicable.

Significant Changes in Shareholders' Equity

Not applicable.

Application of Special Accounting Methods for Presenting Quarterly Consolidated Financial Statements

The tax expenses are calculated by first estimating the effective tax rate after the application of tax effect accounting with respect to profit before income taxes during the fiscal year in which the period falls, and multiplying that rate by the profit before income taxes for the period. However, Freund uses the statutory effective tax rate to calculate tax expenses for cases in which using the estimated effective tax rate gives a noticeably irrational result.

Changes in Accounting Policies

Change in valuation method for inventories

Beginning with the first quarter of the current fiscal year, some foreign consolidated subsidiaries have changed the valuation method for inventories from the lower of cost or market method with cost determined by the first-in first-out method to the lower of cost or market method with cost determined by the gross average method.

This change was made as part of a reexamination of valuation methods that was performed due to a change in IT system. The new valuation method was not applied retroactively because its monetary effect is negligible.

Segment and Other Information**Segment information**

I First six months of FY2/23 (Mar. 1, 2022 – Aug. 31, 2022)

1. Information related to net sales and profit or loss for each reportable segment (Thousands of yen)

	Machinery Business	Chemicals Business	Total	Adjustment (Note 1)	Amounts shown on quarterly consolidated statement of income (Note 2)
Net sales					
(1) External sales	5,420,924	3,113,783	8,534,707	-	8,534,707
(2) Inter-segment sales and transfers	-	-	-	-	-
Total	5,420,924	3,113,783	8,534,707	-	8,534,707
Segment profit (loss)	(268,657)	478,130	209,472	(277,066)	(67,593)

Notes: 1. Contents of adjustments are as follows.

The negative adjustment of 277,066 thousand yen to segment profit (loss) includes corporate expenses that are not allocated to any of the reportable segments. Corporate expenses mainly consist of selling, general and administrative expenses that are not attributable to any of the reportable segments.

2. Segment profit (loss) is adjusted to be consistent with operating loss recorded in the quarterly consolidated statement of income.

2. Information related to impairment losses on non-current assets, goodwill, etc. for each reportable segment

Not applicable.

3. Information by region

Net sales

In addition to the disclosure of information required by the “Accounting Standard for Quarterly Financial Statements,” the Company provides information by region (net sales) based on the “Accounting Standard for Disclosures about Segments of an Enterprise and Related Information” for the purpose of providing investors with useful information.

(Thousands of yen)

Japan	United States	Latin America	Europe	Asia	Other	Total
5,517,286	677,661	717,318	380,502	1,185,629	56,307	8,534,707

Notes: 1. Classification of net sales is based on the location of the client and categorized by country or region.

2. Groupings of countries and regions other than Japan are determined by geographic proximity and mutual operational relationships. Major countries and regions in each geographic segment are as follows.

- (1) Latin America: Brazil, etc.
- (2) Europe: France, Italy, UK, etc.
- (3) Asia: China, India, etc.
- (4) Other: Middle East, etc.

II First six months of FY2/24 (Mar. 1, 2023 – Aug. 31, 2023)

1. Information related to net sales and profit or loss for each reportable segment (Thousands of yen)

	Machinery Business	Chemicals Business	Total	Adjustment (Note 1)	Amounts shown on quarterly consolidated statement of income (Note 2)
Net sales					
(1) External sales	6,246,847	3,337,124	9,583,971	-	9,583,971
(2) Inter-segment sales and transfers	-	-	-	-	-
Total	6,246,847	3,337,124	9,583,971	-	9,583,971
Segment profit	45,054	479,191	524,245	(346,591)	177,653

Notes: 1. Contents of adjustments are as follows.

The negative adjustment of 346,591 thousand yen to segment profit includes corporate expenses that are not allocated to any of the reportable segments. Corporate expenses mainly consist of selling, general and administrative expenses that are not attributable to any of the reportable segments.

2. Segment profit is adjusted to be consistent with operating profit recorded in the quarterly consolidated statement of income.

2. Information related to impairment losses on non-current assets, goodwill, etc. for each reportable segment

Not applicable.

3. Information by region

Net sales

In addition to the disclosure of information required by the “Accounting Standard for Quarterly Financial Statements,” the Company provides information by region (net sales) based on the “Accounting Standard for Disclosures about Segments of an Enterprise and Related Information” for the purpose of providing investors with useful information.

(Thousands of yen)

Japan	United States	Latin America	Europe	Asia	Other	Total
5,682,109	1,129,711	1,641,569	431,074	515,817	183,689	9,583,971

Notes: 1. Classification of net sales is based on the location of the client and categorized by country or region.

2. Groupings of countries and regions other than Japan are determined by geographic proximity and mutual operational relationships. Major countries and regions in each geographic segment are as follows.

- (1) Latin America: Brazil, Mexico, etc.
- (2) Europe: France, Italy, UK, etc.
- (3) Asia: China, India, etc.
- (4) Other: Middle East, Africa, etc.

Revenue Recognition

Information of breakdown on revenue from contracts with customers

First six months of FY2/23 (Mar. 1, 2022 – Aug. 31, 2022)

(Thousands of yen)

	Reportable segments		
	Machinery Business	Chemicals Business	Total
Japan	2,574,616	2,942,670	5,517,286
United States	677,541	120	677,661
Latin America	717,318	-	717,318
Europe	275,877	104,625	380,502
Asia	1,119,262	66,367	1,185,629
Other	56,307	-	56,307
Revenue from contracts with customers	5,420,924	3,113,783	8,534,707
External sales	5,420,924	3,113,783	8,534,707

First six months of FY2/24 (Mar. 1, 2023 – Aug. 31, 2023)

(Thousands of yen)

	Reportable segments		
	Machinery Business	Chemicals Business	Total
Japan	2,476,338	3,205,770	5,682,109
United States	1,129,711	-	1,129,711
Latin America	1,641,569	-	1,641,569
Europe	390,766	40,307	431,074
Asia	427,183	88,634	515,817
Other	181,277	2,412	183,689
Revenue from contracts with customers	6,246,847	3,337,124	9,583,971
External sales	6,246,847	3,337,124	9,583,971

3. Others**Orders and Sales****(1) Orders received**

(Thousands of yen)

Operating segment	First six months of FY2/23 (Mar. 1, 2022 – Aug. 31, 2022)		First six months of FY2/24 (Mar. 1, 2023 – Aug. 31, 2023)	
	Amount	Year-on-year (%)	Amount	Year-on-year (%)
Machinery Business	8,409,179	109.3	9,246,716	110.0

Notes: 1. No orders received are shown for the Chemicals Business because production is based on sales plans rather than specific orders.

2. Orders received are based on selling prices; inter-segment transactions have been eliminated.

(2) Order backlog

(Thousands of yen)

Operating segment	First six months of FY2/23 (Mar. 1, 2022 – Aug. 31, 2022)		First six months of FY2/24 (Mar. 1, 2023 – Aug. 31, 2023)	
	Amount	Year-on-year (%)	Amount	Year-on-year (%)
Machinery Business	14,275,985	158.0	16,179,335	113.3

Notes: 1. No order backlog is shown for the Chemicals Business because production is based on sales plans rather than specific orders.

2. Order backlog is based on selling prices; inter-segment transactions have been eliminated.

(3) Sales

(Thousands of yen)

Operating segment	First six months of FY2/23 (Mar. 1, 2022 – Aug. 31, 2022)		First six months of FY2/24 (Mar. 1, 2023 – Aug. 31, 2023)	
	Amount	Composition (%)	Amount	Composition (%)
Machinery Business	5,420,924	63.5	6,246,847	65.2
Chemicals Business	3,113,783	36.5	3,337,124	34.8
Total	8,534,707	100.0	9,583,971	100.0

Note: Sales are based on selling prices; inter-segment transactions have been eliminated.

This summary report is solely a translation of “Kessan Tanshin” (in Japanese, including attachments), which has been prepared in accordance with accounting principles and practices generally accepted in Japan, for the convenience of readers who prefer an English translation.