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## Consolidated Financial Results for the Year Ended October 31, 2024 [Japanese GAAP]

December 11, 2024

Company name: TOMOE ENGINEERING CO.,LTD.

Listing: Tokyo

Securities code: 6309

URL: <https://www.tomo-e.co.jp>

Representative: Akitomo Tamai

President

Inquiries: Kazuyuki Kitta

Director & Executive Officer, Accounting & Cooperate Planning Dept.

Telephone: +81-3-3442-5128

Scheduled date of annual general meeting of shareholders: January 30, 2025

Scheduled date to commence dividend payments: January 31, 2025

Scheduled date to file annual securities report: January 30, 2025

Preparation of supplementary material on financial results: Yes

Holding of financial results briefing: Yes (for analysts and institutional investors)

(Yen amounts are rounded down to millions, unless otherwise noted.)

### 1. Consolidated Financial Results for the Fiscal Year Ended October 31, 2024 (November 1, 2023 to October 31, 2024)

#### (1) Consolidated Operating Results

(Percentages indicate year-on-year changes.)

|                                    | Net sales       |     | Operating profit |      | Ordinary profit |      | Profit attributable to owners of parent |      |
|------------------------------------|-----------------|-----|------------------|------|-----------------|------|---|------|
|                                    | Millions of yen | %   | Millions of yen  | %    | Millions of yen | %    | Millions of yen                         | %    |
| Fiscal year ended October 31, 2024 | 52,119          | 5.0 | 4,703            | 16.2 | 4,775           | 16.0 | 3,616                                   | 32.3 |
| October 31, 2023                   | 49,628          | 8.9 | 4,048            | 22.7 | 4,115           | 20.3 | 2,733                                   | 2.8  |

(Note) Comprehensive income: Fiscal year ended October 31, 2024: ¥ 3,845 million [ 23.1%]  
Fiscal year ended October 31, 2023: ¥ 3,123 million [ 2.6%]

|                                    | Basic earnings per share | Diluted earnings per share | Rate of return on equity | Ordinary profit to total assets ratio | Operating profit to net sales ratio |
|------------------------------------|--------------------------|----------------------------|--------------------------|---------------------------------------|-------------------------------------|
|                                    | Yen                      | Yen                        | %                        | %                                     | %                                   |
| Fiscal year ended October 31, 2024 | 362.40                   | -                          | 9.5                      | 9.3                                   | 9.0                                 |
| October 31, 2023                   | 273.95                   | -                          | 7.7                      | 8.7                                   | 8.2                                 |

(Reference) Equity in earnings (losses) of affiliated companies: Fiscal year ended October 31, 2024: ¥ - million  
Fiscal year ended October 31, 2023: ¥ - million

#### (2) Consolidated Financial Position

|                        | Total assets    | Net assets      | Capital adequacy ratio | Net assets per share |
|------------------------|-----------------|-----------------|------------------------|----------------------|
|                        | Millions of yen | Millions of yen | %                      | Yen                  |
| As of October 31, 2024 | 53,189          | 39,351          | 74.0                   | 3,943.70             |
| October 31, 2023       | 49,007          | 36,832          | 75.2                   | 3,691.32             |

(Reference) Equity: As of October 31, 2024: ¥ 39,351 million  
As of October 31, 2023: ¥ 36,832 million

#### (3) Consolidated Cash Flows

|                                    | Cash flows from operating activities | Cash flows from investing activities | Cash flows from financing activities | Cash and cash equivalents at the end of period |
|------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--|
|                                    | Millions of yen                      | Millions of yen                      | Millions of yen                      | Millions of yen                                |
| Fiscal year ended October 31, 2024 | 3,363                                | (629)                                | (1,327)                              | 14,933   |
| October 31, 2023                   | 3,512                                | (99)                                 | (678)                                | 13,519   |

## 2. Dividends

|  | Annual dividends |                 |                 |          |        | Total dividends | Payout ratio<br>(consolidated) | Dividends to net assets<br>(consolidated) |
|--|------------------|-----------------|-----------------|----------|--------|-----------------|--------------------------------|---|
|  | 1st quarter-end  | 2nd quarter-end | 3rd quarter-end | Year-end | Total  |                 |                                |   |
| Fiscal year ended                                    | Yen              | Yen             | Yen             | Yen      | Yen    | Millions of yen | %                              | %   |
| October 31, 2023                                     | -                | 40.00           | -               | 70.00    | 110.00 | 1,097           | 40.2                           | 3.1                                       |
| October 31, 2024                                     | -                | 63.00           | -               | 82.00    | 145.00 | 1,446           | 40.0                           | 3.8                                       |
| Fiscal year ending<br>October 31, 2025<br>(Forecast) | -                | 73.00           | -               | 73.00    | 146.00 |                 | 40.2                           |   |

## 3. Consolidated Financial Results Forecast for the Fiscal Year Ending October 31, 2025 (November 1, 2024 to October 31, 2025)

(Percentages indicate year-on-year changes.)

|           | Net sales       |     | Operating profit |     | Ordinary profit |     | Profit attributable to owners of parent |     | Basic earnings per share |
|-----------|-----------------|-----|------------------|-----|-----------------|-----|---|-----|--------------------------|
|           | Millions of yen | %   | Millions of yen  | %   | Millions of yen | %   | Millions of yen                         | %   | Yen                      |
| Full year | 57,000          | 9.4 | 4,960            | 5.5 | 5,000           | 4.7 | 3,620                                   | 0.1 | 362.79                   |

\* Notes:

(1) Significant changes in the scope of consolidation during the period:

None

Newly included: - (Company name: )

Excluded: - (Company name: )

(2) Changes in accounting policies, changes in accounting estimates, and restatement

1) Changes in accounting policies due to revisions to accounting standards and other regulations: None

2) Changes in accounting policies due to other reasons: None

3) Changes in accounting estimates: None

4) Restatement: None

(3) Number of issued shares (common shares)

1) Total number of issued shares at the end of the period (including treasury shares):

October 31, 2024: 10,533,200 shares

October 31, 2023: 10,533,200 shares

2) Number of treasury shares at the end of the period:

October 31, 2024: 554,940 shares

October 31, 2023: 554,940 shares

3) Average number of shares outstanding during the period:

Fiscal Year ended October 31, 2024: 9,978,260 shares

Fiscal Year ended October 31, 2023: 9,978,260 shares

\*This financial report is exempt from the review by certified public accountant or audit firm.

\*Explanations for appropriate use of the earnings forecast and other special instructions

The forward-looking statements such as a forecast of our financial results described herein are based on the information currently available to us and the assumptions that we believe are reasonable. Actual results could differ materially due to various factors.

# Consolidated Financial Statements

## Consolidated Balance Sheets

(Thousands of yen)

|  | As of October 31, 2023 | As of October 31, 2024 |
|--|------------------------|------------------------|
| <b>Assets</b>  |                        |                        |
| Current assets   |                        |                        |
| Cash and deposits  | 13,519,519             | 14,933,001             |
| Notes and accounts receivable - trade, and contract assets | 13,053,566             | 13,697,782             |
| Electronically recorded monetary claims - operating        | 4,534,946              | 4,425,248              |
| Merchandise and finished goods                             | 5,023,516              | 5,749,852              |
| Work in process  | 1,413,836              | 2,091,500              |
| Raw materials and supplies                                 | 1,118,239              | 1,099,906              |
| Other  | 442,065                | 315,149                |
| Allowance for doubtful accounts                            | (75,966)               | (72,649)               |
| Total current assets                                       | 39,029,723             | 42,239,792             |
| Non-current assets   |                        |                        |
| Property, plant and equipment                              |                        |                        |
| Buildings and structures                                   | 5,142,178              | 5,175,931              |
| Accumulated depreciation                                   | (2,361,073)            | (2,488,144)            |
| Buildings and structures, net                              | 2,781,104              | 2,687,786              |
| Machinery, equipment and vehicles                          | 4,276,421              | 4,262,997              |
| Accumulated depreciation                                   | (3,947,522)            | (3,970,210)            |
| Machinery, equipment and vehicles, net                     | 328,898                | 292,787                |
| Land   | 2,304,322              | 2,303,880              |
| Construction in progress                                   | -                      | 264,116                |
| Other  | 1,173,898              | 1,242,703              |
| Accumulated depreciation                                   | (1,093,060)            | (1,130,946)            |
| Other, net   | 80,837                 | 111,756                |
| Total property, plant and equipment                        | 5,495,162              | 5,660,328              |
| Intangible assets  | 135,706                | 103,598                |
| Investments and other assets                               |                        |                        |
| Investment securities                                      | 1,461,804              | 1,522,972              |
| Guarantee deposits   | 555,604                | 761,120                |
| Retirement benefit asset                                   | 2,235,326              | 2,801,814              |
| Deferred tax assets  | 11,981                 | 23,572                 |
| Other  | 103,258                | 98,509                 |
| Allowance for doubtful accounts                            | (21,551)               | (21,950)               |
| Total investments and other assets                         | 4,346,423              | 5,186,039              |
| Total non-current assets                                   | 9,977,293              | 10,949,967             |
| Total assets   | 49,007,016             | 53,189,759             |

(Thousands of yen)

|  | As of October 31, 2023 | As of October 31, 2024 |
|--|------------------------|------------------------|
| <b>Liabilities</b>                                       |                        |                        |
| Current liabilities                                      |                        |                        |
| Notes and accounts payable - trade                       | 4,348,081              | 4,978,220              |
| Electronically recorded obligations - operating          | 2,286,828              | 2,627,941              |
| Accounts payable - other                                 | 808,811                | 973,481                |
| Income taxes payable                                     | 731,645                | 948,559                |
| Contract liabilities                                     | 483,376                | 850,261                |
| Provision for bonuses                                    | 1,791,344              | 2,031,278              |
| Provision for bonuses for directors (and other officers) | 110,816                | 133,953                |
| Allowance for product warranty                           | 190,085                | 386,569                |
| Other  | 608,366                | 317,442                |
| Total current liabilities                                | 11,359,356             | 13,247,708             |
| Non-current liabilities                                  |                        |                        |
| Retirement benefit liability                             | 86,239                 | 83,687                 |
| Deferred tax liabilities                                 | 728,469                | 507,062                |
| Total non-current liabilities                            | 814,709                | 590,749                |
| Total liabilities  | 12,174,065             | 13,838,457             |
| <b>Net assets</b>  |                        |                        |
| Shareholders' equity                                     |                        |                        |
| Share capital  | 1,061,210              | 1,061,210              |
| Capital surplus  | 1,483,410              | 1,483,410              |
| Retained earnings  | 32,937,306             | 35,226,297             |
| Treasury shares  | (364,148)              | (364,148)              |
| Total shareholders' equity                               | 35,117,778             | 37,406,768             |
| Accumulated other comprehensive income                   |                        |                        |
| Valuation difference on available-for-sale securities    | 505,132                | 570,384                |
| Deferred gains or losses on hedges                       | 3,928                  | 16,598                 |
| Foreign currency translation adjustment                  | 904,168                | 746,069                |
| Remeasurements of defined benefit plans                  | 301,944                | 611,481                |
| Total accumulated other comprehensive income             | 1,715,173              | 1,944,533              |
| Total net assets   | 36,832,951             | 39,351,302             |
| Total liabilities and net assets                         | 49,007,016             | 53,189,759             |

# Consolidated Statements of Income and Comprehensive Income

## Consolidated Statements of Income

(Thousands of yen)

|   | For the fiscal year<br>ended October 31, 2023 | For the fiscal year<br>ended October 31, 2024 |
|---|---|---|
| Net sales   | 49,628,889                                    | 52,119,436                                    |
| Cost of sales   | 37,083,894                                    | 38,627,525                                    |
| Gross profit  | 12,544,994                                    | 13,491,911                                    |
| Selling, general and administrative expenses          | 8,496,959                                     | 8,788,712                                     |
| Operating profit                                      | 4,048,035                                     | 4,703,198                                     |
| Non-operating income                                  |   |   |
| Interest income                                       | 19,485  | 15,344  |
| Dividend income                                       | 49,312  | 50,638  |
| Rental income   | 8,030   | 6,659   |
| Other   | 40,691  | 25,175  |
| Total non-operating income                            | 117,519                                       | 97,817  |
| Non-operating expenses                                |   |   |
| Interest expenses                                     | 1,600   | 326   |
| Commission expenses                                   | 9,000   | 9,008   |
| Guarantee commission                                  | 1,455   | 2,266   |
| Foreign exchange losses                               | 37,034  | 12,641  |
| Other   | 1,445   | 1,391   |
| Total non-operating expenses                          | 50,537  | 25,634  |
| Ordinary profit                                       | 4,115,017                                     | 4,775,381                                     |
| Extraordinary income                                  |   |   |
| Gain on sale of investment securities                 | 85,615  | 57,706  |
| Gain on sale of shares of subsidiaries and associates | -   | 27,506  |
| Total extraordinary income                            | 85,615  | 85,213  |
| Extraordinary losses                                  |   |   |
| Impairment losses                                     | 178,207                                       | -   |
| Loss on retirement of non-current assets              | -   | 7,732   |
| Loss on liquidation of business                       | -   | 185,315                                       |
| Total extraordinary losses                            | 178,207                                       | 193,047                                       |
| Profit before income taxes                            | 4,022,426                                     | 4,667,546                                     |
| Income taxes - current                                | 1,293,280                                     | 1,566,063                                     |
| Income taxes - deferred                               | (4,406)                                       | (514,615)                                     |
| Total income taxes                                    | 1,288,874                                     | 1,051,447                                     |
| Profit  | 2,733,551                                     | 3,616,098                                     |
| Profit attributable to owners of parent               | 2,733,551                                     | 3,616,098                                     |

# Consolidated Statements of Comprehensive Income

(Thousands of yen)

|   | For the fiscal year<br>ended October 31, 2023 | For the fiscal year<br>ended October 31, 2024 |
|---|---|---|
| Profit  | 2,733,551                                     | 3,616,098                                     |
| Other comprehensive income                            |   |   |
| Valuation difference on available-for-sale securities | 142,386                                       | 65,251  |
| Deferred gains or losses on hedges                    | (7,709)                                       | 12,670  |
| Foreign currency translation adjustment               | 103,018                                       | (158,098)                                     |
| Remeasurements of defined benefit plans, net of tax   | 152,421                                       | 309,536                                       |
| Total other comprehensive income                      | 390,117                                       | 229,360                                       |
| Comprehensive income                                  | 3,123,668                                     | 3,845,459                                     |
| (Breakdown)   |   |   |
| Comprehensive income attributable to owners of parent | 3,123,668                                     | 3,845,459                                     |

# Consolidated Statements of Changes in Equity

For the fiscal year ended October 31, 2023

(Thousands of yen)

|  | Shareholders' equity |                 |                   |                 |                            |
|--|----------------------|-----------------|-------------------|-----------------|----------------------------|
|  | Share capital        | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of period                       | 1,061,210            | 1,483,410       | 30,882,276        | (364,148)       | 33,062,747                 |
| Changes during period                                |                      |                 |                   |                 |                            |
| Dividends of surplus                                 |                      |                 | (678,521)         |                 | (678,521)                  |
| Profit attributable to owners of parent              |                      |                 | 2,733,551         |                 | 2,733,551                  |
| Net changes in items other than shareholders' equity |                      |                 |                   |                 |                            |
| Total changes during period                          | -                    | -               | 2,055,030         | -               | 2,055,030                  |
| Balance at end of period                             | 1,061,210            | 1,483,410       | 32,937,306        | (364,148)       | 35,117,778                 |

|  | Accumulated other comprehensive income                |                                    |   |   |  | Total net assets |
|--|---|------------------------------------|---|---|--|------------------|
|  | Valuation difference on available-for-sale securities | Deferred gains or losses on hedges | Foreign currency translation adjustment | Remeasurements of defined benefit plans | Total accumulated other comprehensive income |                  |
| Balance at beginning of period                       | 362,745   | 11,637                             | 801,149                                 | 149,523                                 | 1,325,056                                    | 34,387,804       |
| Changes during period                                |   |                                    |   |   |  |                  |
| Dividends of surplus                                 |   |                                    |   |   |  | (678,521)        |
| Profit attributable to owners of parent              |   |                                    |   |   |  | 2,733,551        |
| Net changes in items other than shareholders' equity | 142,386   | (7,709)                            | 103,018                                 | 152,421                                 | 390,117                                      | 390,117          |
| Total changes during period                          | 142,386   | (7,709)                            | 103,018                                 | 152,421                                 | 390,117                                      | 2,445,147        |
| Balance at end of period                             | 505,132   | 3,928                              | 904,168                                 | 301,944                                 | 1,715,173                                    | 36,832,951       |

For the fiscal year ended October 31, 2024

(Thousands of yen)

|  | Shareholders' equity |                 |                   |                 |                            |
|--|----------------------|-----------------|-------------------|-----------------|----------------------------|
|  | Share capital        | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of period                       | 1,061,210            | 1,483,410       | 32,937,306        | (364,148)       | 35,117,778                 |
| Changes during period                                |                      |                 |                   |                 |                            |
| Dividends of surplus                                 |                      |                 | (1,327,108)       |                 | (1,327,108)                |
| Profit attributable to owners of parent              |                      |                 | 3,616,098         |                 | 3,616,098                  |
| Net changes in items other than shareholders' equity |                      |                 |                   |                 |                            |
| Total changes during period                          | -                    | -               | 2,288,990         | -               | 2,288,990                  |
| Balance at end of period                             | 1,061,210            | 1,483,410       | 35,226,297        | (364,148)       | 37,406,768                 |

|  | Accumulated other comprehensive income                |                                    |   |   |  | Total net assets |
|--|---|------------------------------------|---|---|--|------------------|
|  | Valuation difference on available-for-sale securities | Deferred gains or losses on hedges | Foreign currency translation adjustment | Remeasurements of defined benefit plans | Total accumulated other comprehensive income |                  |
| Balance at beginning of period                       | 505,132   | 3,928                              | 904,168                                 | 301,944                                 | 1,715,173                                    | 36,832,951       |
| Changes during period                                |   |                                    |   |   |  |                  |
| Dividends of surplus                                 |   |                                    |   |   |  | (1,327,108)      |
| Profit attributable to owners of parent              |   |                                    |   |   |  | 3,616,098        |
| Net changes in items other than shareholders' equity | 65,251  | 12,670                             | (158,098)                               | 309,536                                 | 229,360                                      | 229,360          |
| Total changes during period                          | 65,251  | 12,670                             | (158,098)                               | 309,536                                 | 229,360                                      | 2,518,350        |
| Balance at end of period                             | 570,384   | 16,598                             | 746,069                                 | 611,481                                 | 1,944,533                                    | 39,351,302       |



## Consolidated Statements of Cash Flows

(Thousands of yen)

|   | For the fiscal year<br>ended October 31, 2023 | For the fiscal year<br>ended October 31, 2024 |
|---|---|---|
| Cash flows from operating activities  |   |   |
| Profit before income taxes  | 4,022,426                                     | 4,667,546                                     |
| Depreciation  | 392,621                                       | 357,327                                       |
| Increase (decrease) in provision for bonuses  | 283,021                                       | 240,750                                       |
| Increase (decrease) in provision for bonuses for directors (and other officers)             | 6,927   | 23,136  |
| Allowance for product warranty (increase/decrease)  | (10,202)                                      | 196,484                                       |
| Increase (decrease) in retirement benefit liability   | 12,118  | (2,552)                                       |
| Decrease (increase) in retirement benefit asset   | (57,477)                                      | (59,047)                                      |
| Increase (decrease) in provision for retirement benefits for directors (and other officers) | (5,460)                                       | -   |
| Increase (decrease) in allowance for doubtful accounts                                      | (10,184)                                      | 439   |
| Interest and dividend income  | (68,798)                                      | (65,982)                                      |
| Interest expenses   | 1,600   | 326   |
| Foreign exchange losses (gains)   | (17,504)                                      | 7,593   |
| Loss (gain) on sale of investment securities  | (85,615)                                      | (57,706)                                      |
| Loss (gain) on sale of shares of subsidiaries and associates                                | -   | (27,506)                                      |
| Impairment losses   | 178,207                                       | -   |
| Loss on retirement of non-current assets  | -   | 7,732   |
| Loss on liquidation of business   | -   | 185,315                                       |
| Decrease (increase) in accounts receivable - trade, and contract assets                     | (772,727)                                     | (597,366)                                     |
| Decrease (increase) in inventories  | 728,520                                       | (1,437,158)                                   |
| Decrease (increase) in advance payments to suppliers  | (202,123)                                     | 162,542                                       |
| Increase (decrease) in trade payables   | (217,528)                                     | 1,023,754                                     |
| Increase (decrease) in accounts payable - other   | 10,782  | 25,155  |
| Increase (decrease) in contract liabilities   | 190,247                                       | 369,870                                       |
| Increase (decrease) in accrued consumption taxes  | 524,250                                       | (335,311)                                     |
| Other, net  | (123,723)                                     | (30,398)                                      |
| Subtotal  | 4,779,378                                     | 4,654,946                                     |
| Interest and dividends received   | 68,263  | 67,423  |
| Interest paid   | (1,600)                                       | (341)   |
| Income taxes refund (paid)  | (1,333,788)                                   | (1,358,035)                                   |
| Net cash provided by (used in) operating activities   | 3,512,252                                     | 3,363,993                                     |

(Thousands of yen)

|   | For the fiscal year<br>ended October 31, 2023 | For the fiscal year<br>ended October 31, 2024 |
|---|---|---|
| Cash flows from investing activities                        |   |   |
| Payments into time deposits                                 | (4,200,000)                                   | (4,000,000)                                   |
| Proceeds from withdrawal of time deposits                   | 4,200,000                                     | 4,000,000                                     |
| Purchase of property, plant and equipment                   | (155,872)                                     | (507,894)                                     |
| Purchase of intangible assets                               | (73,946)                                      | (39,632)                                      |
| Purchase of investment securities                           | (1,525)                                       | (1,480)                                       |
| Proceeds from sale of investment securities                 | 138,457                                       | 89,880  |
| Proceeds from sale of shares of subsidiaries and associates | -   | 31,506  |
| Loan advances   | (6,246)                                       | (300)   |
| Proceeds from collection of loans receivable                | 5,076   | 6,955   |
| Guarantee deposits (increase)                               | 9,121   | (207,107)                                     |
| Other, net  | (14,078)                                      | (1,804)                                       |
| Net cash provided by (used in) investing activities         | (99,014)                                      | (629,876)                                     |
| Cash flows from financing activities                        |   |   |
| Dividends paid  | (678,521)                                     | (1,327,108)                                   |
| Net cash provided by (used in) financing activities         | (678,521)                                     | (1,327,108)                                   |
| Effect of exchange rate change on cash and cash equivalents | 52,218  | 6,473   |
| Net increase (decrease) in cash and cash equivalents        | 2,786,935                                     | 1,413,482                                     |
| Cash and cash equivalents at beginning of period            | 10,732,583                                    | 13,519,519                                    |
| Cash and cash equivalents at end of period                  | 13,519,519                                    | 14,933,001                                    |