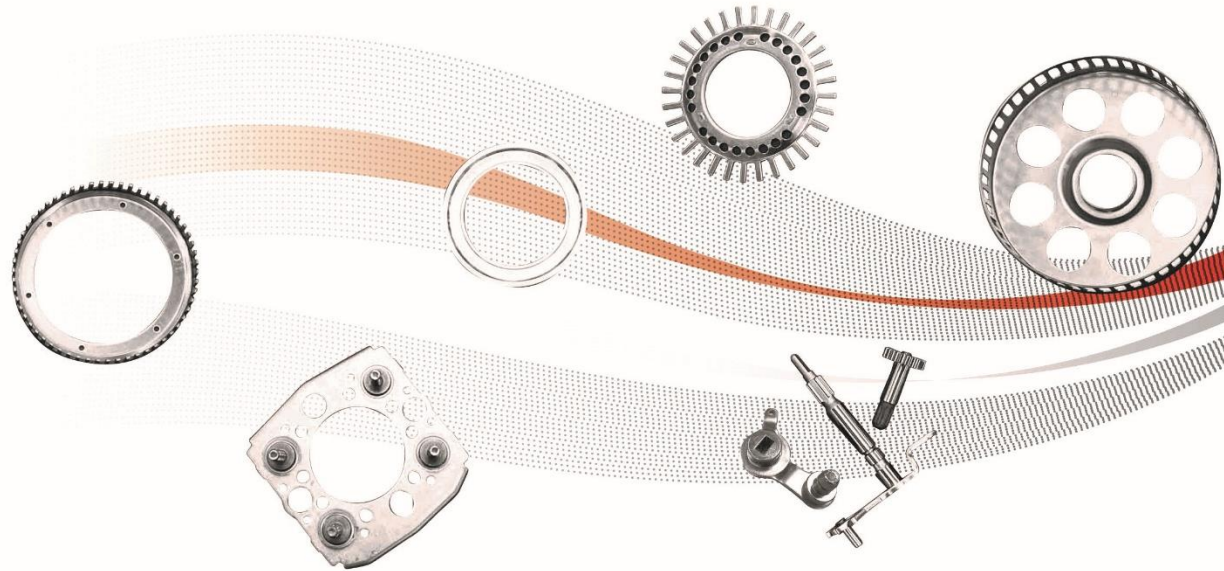


# FINANCIAL RESULTS

## FISCAL 2023



May 11, 2023

<https://www.ohashi.co.jp>

# Consolidated Income Statement

(¥,million)

	FY2022	FY2023	Change(%)	Change
Net sales	32,545	34,974	+7.5%	2,429
Operating income	2,272	2,061	△9.3%	△ 211
Ordinary income	2,536	2,396	△5.5%	△ 140
Profit attributable to owners of parent company	1,791	1,283	△28.4%	△ 508

(yen)

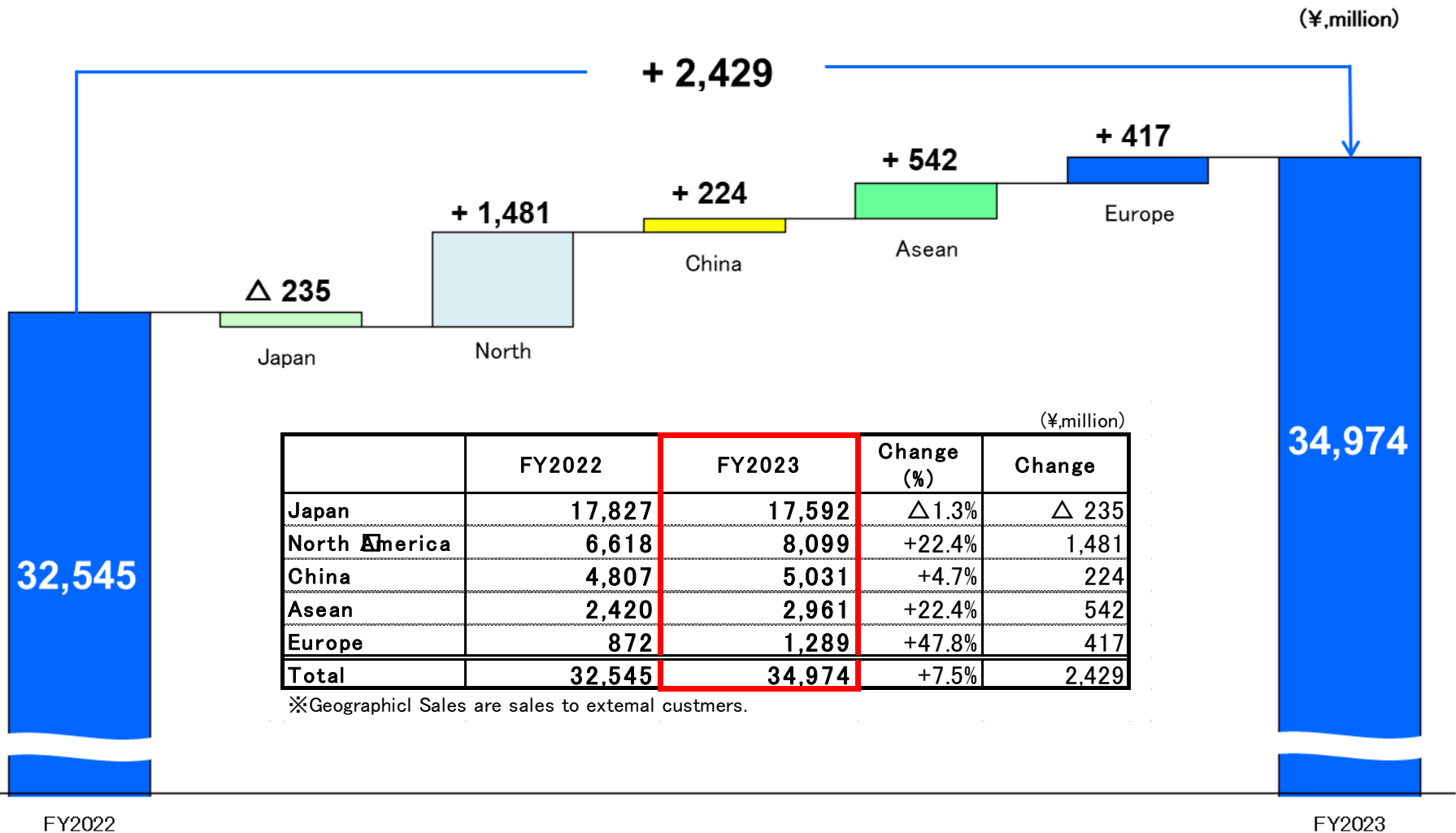
Net income per share	127.17	95.00	△25.3%	△ 32.17
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Exchange rate (average)

(yen)

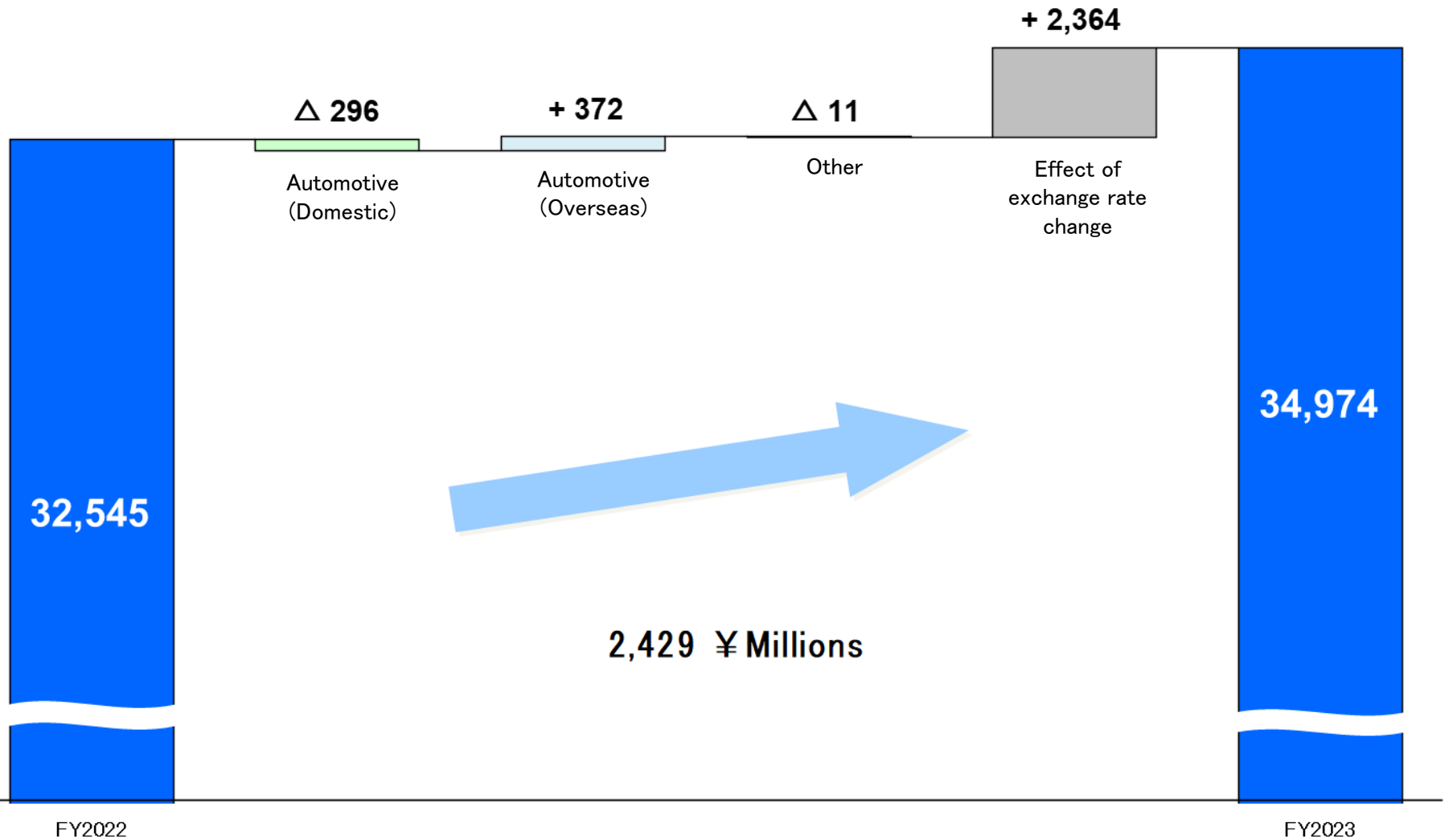
USDJPY	109.80	131.34	Yen down by 21.54Yen
CNYJPY	17.03	19.48	Yen down by 2.45Yen
THBJPY	3.44	3.75	Yen down by 0.31Yen
GBPJPY	151.07	161.92	Yen down by 10.85Yen
MXNJPN	5.42	6.54	Yen down by 1.12Yen
TWDJPY	3.92	4.40	Yen down by 0.48Yen

# Analysis of Net Sales by Regional Segment



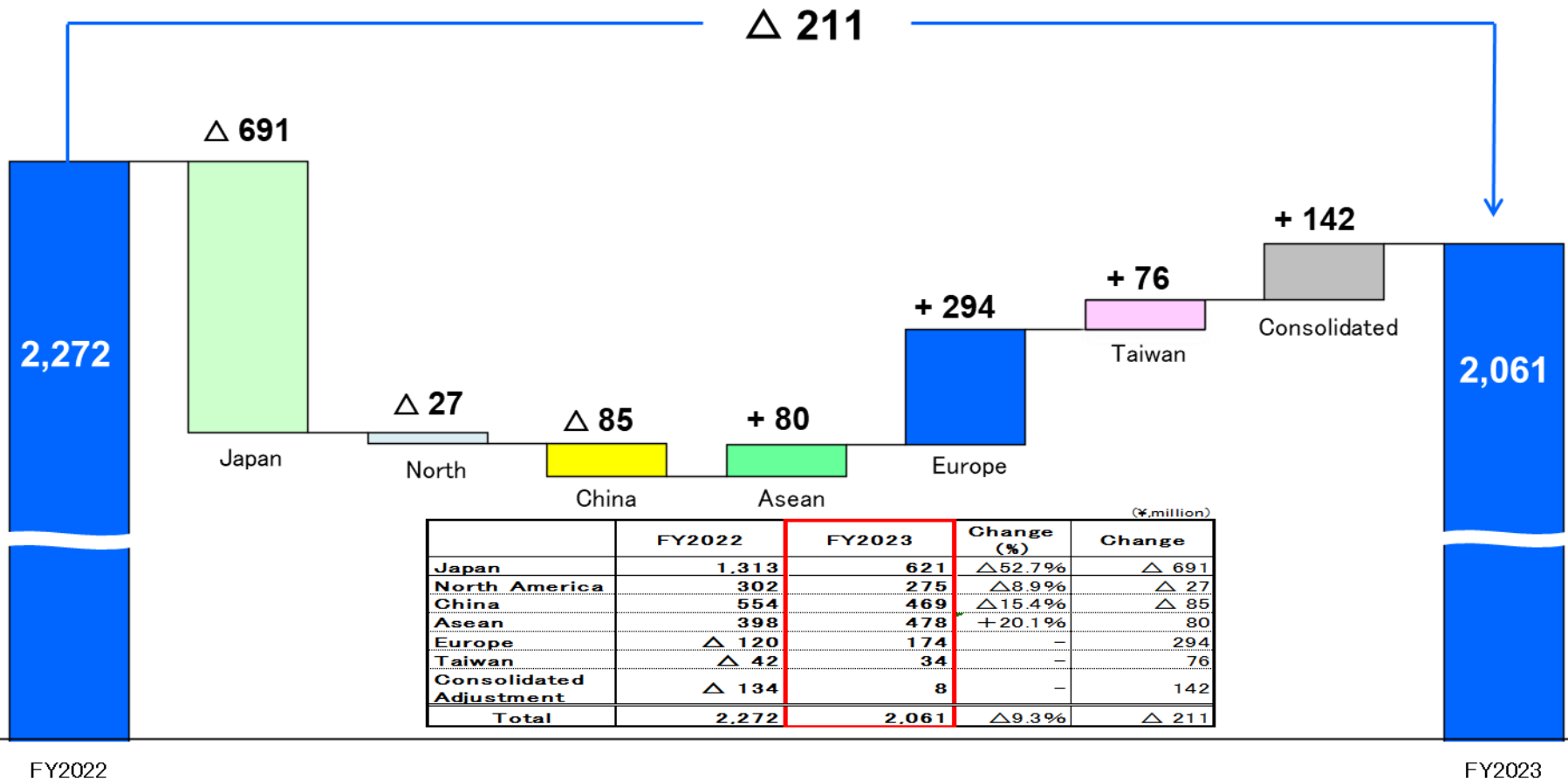
# Analysis of Net Sales by Products Segment

(¥,million)



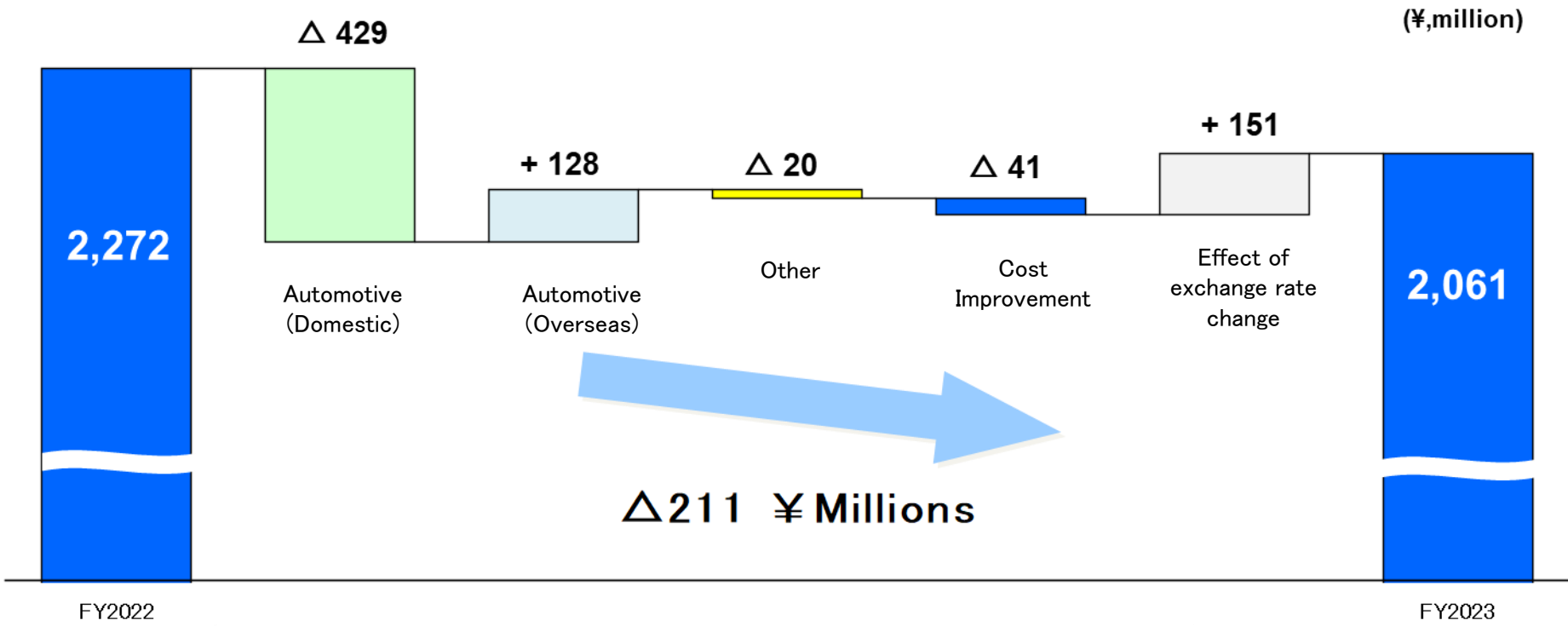
# Analysis of Operating Income by Regional Segment

(¥,million)



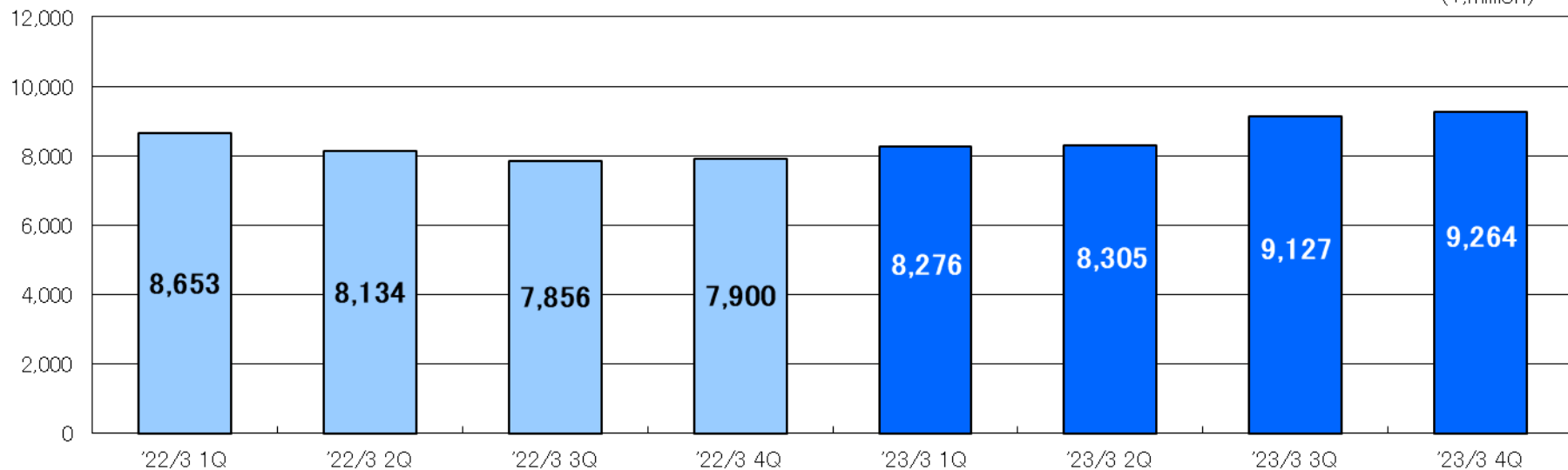
	FY2022	FY2023	Change (%)	Change
Japan	1,313	621	△52.7%	△ 691
North America	302	275	△8.9%	△ 27
China	554	469	△15.4%	△ 85
Asean	398	478	+20.1%	80
Europe	△ 120	174	-	294
Taiwan	△ 42	34	-	76
Consolidated Adjustment	△ 134	8	-	142
<b>Total</b>	<b>2,272</b>	<b>2,061</b>	<b>△9.3%</b>	<b>△ 211</b>

# Analysis of Operating Income by Products Segment



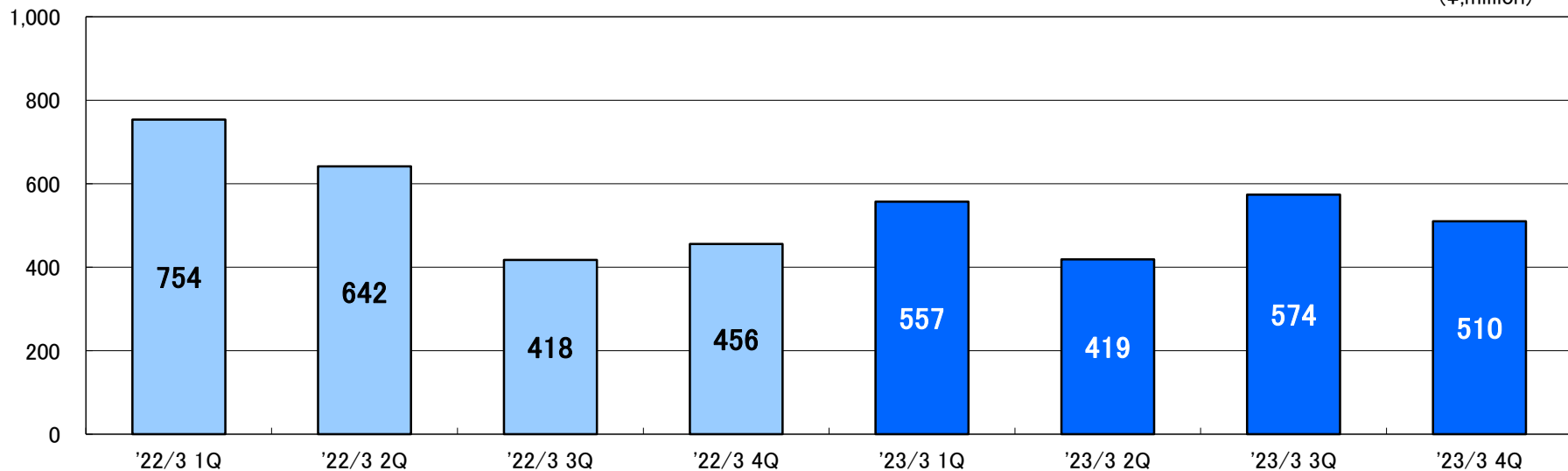
## Net Sales

(¥,million)



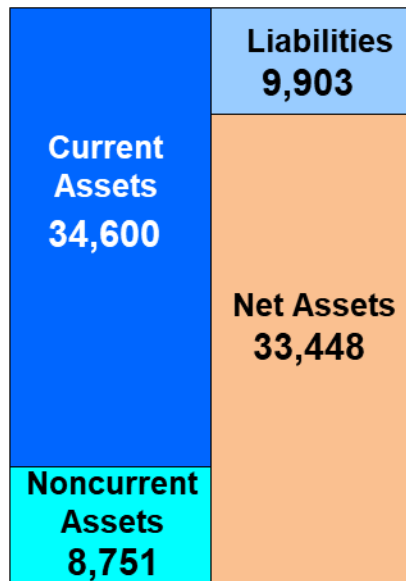
## Operating Income

(¥,million)



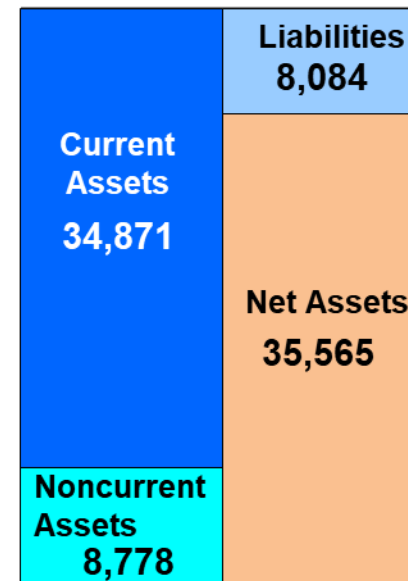
# Balance Sheet

March 31, 2022



Capital adequacy ratio ( 76.3% )

March 31, 2023



Capital adequacy ratio ( 80.5% )



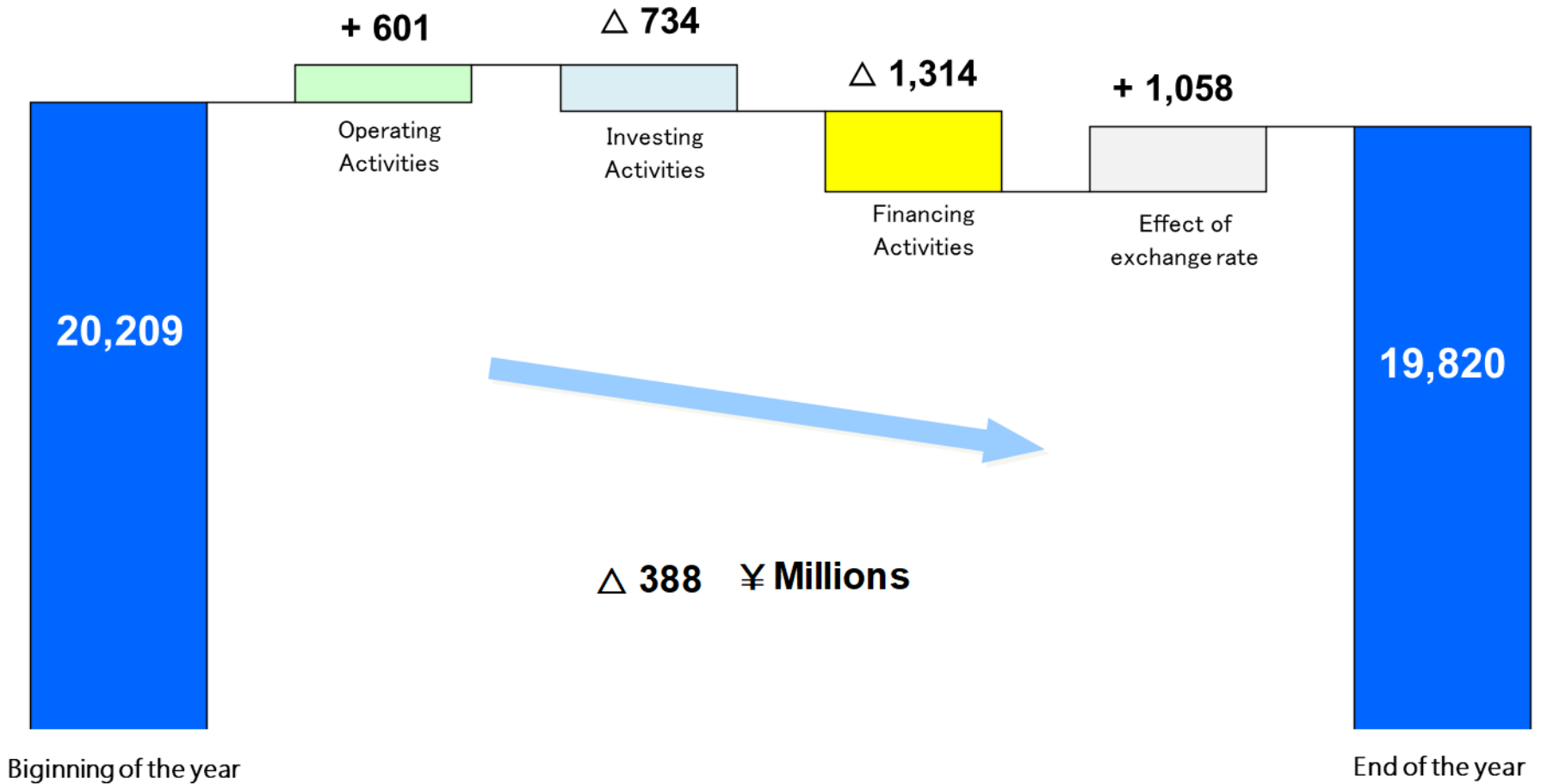
297 ¥millions





# Cash Flows

(¥,million)



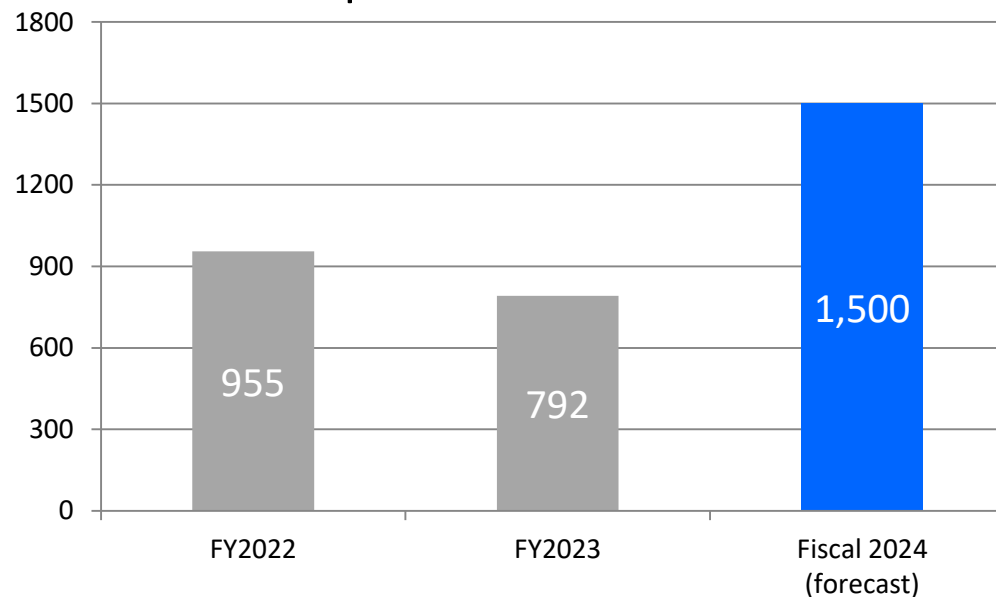
# Capital Investment, Depreciation, R&D Expenses

(¥,million)

	FY2022	FY2023	Change	Fiscal 2024 (forecast)
Capital Investment	955	792	△163	1,500
Depreciaton	852	899	47	1,000
R&D Expenses	51	70	19	200

## Capital Investment

(¥,million)



# Main Customers

Raniking	FY 2021	FY 2022	FY 2023
1	Hino Motors, Ltd.	Hino Motors, Ltd.	Hino Motors, Ltd.
2	Honda Motor Co., Ltd.	AISIN CORPORATION	AISIN CORPORATION
3	Toyota Motor Corporation	Honda Motor Co., Ltd.	Honda Motor Co., Ltd.
4	AISIN AW CO., LTD.	Toyota Motor Corporation	Toyota Motor Corporation
5	Isuzu Motors Limited	Isuzu Motors Limited	Isuzu Motors Limited
6	TAKEBE TEKKOSHO Co.,Ltd.	TAKEBE TEKKOSHO Co.,Ltd.	TAKEBE TEKKOSHO Co.,Ltd.
7	DENSO CORPORATION	Mitsubishi Fuso Truck and Bus Corporation	Nissan Motor Co., Ltd.
8	Mitsubishi Electric Corporation	DENSO CORPORATION	Mitsubishi Fuso Truck and Bus Corporation
9	Mitsubishi Fuso Truck and Bus Corporation	Nissan Motor Co., Ltd.	DENSO CORPORATION
10	Nissan Motor Co., Ltd.	Mitsubishi Electric Corporation	Mitsubishi Electric Corporation

※In April 2021, Aisin AW Co., Ltd. and Aisin Seiki Co., Ltd. merged to become AISIN CORPORATION

# Fiscal 2024 (Forecast)

(¥,million)

	Fiscal 2023	Fiscal 2024 (forecast)	Change(%)	Change
Net sales	34,974	37,500	+7.2%	2,526
Operating income	2,061	2,250	+9.1%	189
Ordinary income	2,396	2,500	+4.3%	104
Profit attributable to owners of parent company	1,283	1,500	+16.9%	217

(yen)

Net income per share	95.00	111.41	+17.3%	16.41
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Exchange rate (average)

(yen)

USDJPY	131.34	131.00	Yen up by 0.34Yen
CNYJPY	19.48	19.50	Yen down by 0.02Yen
THBJPY	3.75	3.75	-
GBPJPY	161.92	161.00	Yen up by 0.92Yen
MXNJPN	6.54	6.50	Yen up by 0.04Yen
TWDJPY	4.40	4.40	-