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

April 26, 2024

Company name: MORITA HOLDINGS CORPORATION

Stock exchange listing: Tokyo

Code number: 6455

URL: <https://www.morita119.com/en>

Representative: Shinichi Kanaoka, President

Contact: Shinya Murai, Director and Managing Executive Officer

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Scheduled date of Annual General Meeting of Shareholders: June 21, 2024

Scheduled date of commencing dividend payments: May 31, 2024

Scheduled date of filing annual securities report: June 21, 2024

Availability of supplementary briefing material on annual financial results: No

Schedule of annual financial results briefing session: Yes

(Amounts of less than one million yen are rounded down.)

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

#### (1) Consolidated Operating Results (% indicates changes from the previous corresponding period.)

	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 March 31, 2024	95,205	17.0	9,453	86.0	9,627	62.8	6,011	50.4
March 31, 2023	81,344	(2.7)	5,081	(37.4)	5,913	(32.5)	3,996	(25.3)

(Note) Comprehensive income: Fiscal year ended March 31, 2024: ¥ 9,717 million [ 116.6%]

Fiscal year ended March 31, 2023: ¥ 4,487 million [(24.1)%]

	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
Fiscal year ended	Yen	Yen	%	%	%
March 31, 2024	137.09	-	6.9	7.3	9.9
March 31, 2023	90.98	-	4.9	4.7	6.2

(Reference) Equity in earnings (losses) of affiliated companies: Fiscal year ended March 31, 2024: ¥ (138) million

Fiscal year ended March 31, 2023: ¥ 18 million

#### (2) Consolidated Financial Position

	Total assets	Net assets	Capital adequacy ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
March 31, 2024	139,695	91,583	64.8	2,074.22
March 31, 2023	123,986	84,213	67.1	1,899.79

(Reference) Equity: As of March 31, 2024: ¥ 90,511 million

As of March 31, 2023: ¥ 83,223 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
Fiscal year ended	Millions of yen	Millions of yen	Millions of yen	Millions of yen
March 31, 2024	11,172	(3,479)	(1,485)	25,910
March 31, 2023	2,140	(2,669)	(8,961)	19,651

## 2. Dividends

	Annual dividends					Total dividends	Payout ratio (consolidated)	Dividends to net assets (consolidated)
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total			
Fiscal year ended	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
March 31, 2023	-	20.00	-	23.00	43.00	1,883	47.3	2.3
March 31, 2024	-	24.00	-	24.00	48.00	2,101	35.0	2.4
Fiscal year ending March 31, 2025 (Forecast)	-	25.00	-	25.00	50.00		31.2	

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

(% indicates changes from the previous corresponding period.)

	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	100,000	5.0	10,000	5.8	10,500	9.1	7,000	16.4	160.42

## \* Notes:

- (1) Changes in significant subsidiaries during the period under review (changes in specified subsidiaries resulting in changes in scope of consolidation): No  
 New - (Company name: )  
 Exclusion: - (Company name: )
- (2) Changes in accounting policies, changes in accounting estimates and retrospective restatement  
 1) Changes in accounting policies due to the revision of accounting standards: No  
 2) Changes in accounting policies other than 1) above: No  
 3) Changes in accounting estimates: No  
 4) Retrospective restatement: No
- (3) Total number of issued shares (common shares)  
 1) Total number of issued shares at the end of the period (including treasury shares):  
 March 31, 2024: 46,918,542 shares  
 March 31, 2023: 46,918,542 shares
- 2) Number of treasury shares at the end of the period:  
 March 31, 2024: 3,282,234 shares  
 March 31, 2023: 3,111,634 shares
- 3) Average number of shares outstanding during the period:  
 Fiscal Year ended March 31, 2024: 43,850,446 shares  
 Fiscal Year ended March 31, 2023: 43,931,749 shares

\* This report is out of audit scope by Certified Public Accountants or Audit companies.

## \* Statement regarding the proper use of financial forecasts and other remarks

Descriptions regarding the future, including the financial projections contained in this report, are based on certain assumptions currently available to the Company, which are, at the discretion of the Company, deemed reasonable, and the Company gives no guarantees that it will achieve these results. In addition, actual financial results may significantly vary due to various factors.

## Contents of attachments

### Consolidated Financial Statements

(Consolidated Balance Sheets).....	2
(Consolidated Statements of Income).....	4
(Consolidated Statements of Comprehensive Income).....	6
(Consolidated Statements of Changes in Net Assets).....	7
(Consolidated Statements of Cash Flows).....	9

### Segment Information, etc

(Segment Information).....	10
(Per share Information).....	14

### Supplementary Information

(Production performance, Order intake, Order backlog and Sales performance).....	15
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## Consolidated Financial Statements

## Consolidated Balance Sheets

(Millions of yen)

	As of March 31, 2023	As of March 31, 2024
<b>Assets</b>		
Current assets		
Cash and deposits	19,963	26,384
Notes and accounts receivable - trade	25,576	26,668
Electronically recorded monetary claims - operating	2,156	2,468
Merchandise and finished goods	3,336	3,481
Work in process	10,230	13,047
Raw materials and supplies	7,141	8,022
Other	2,518	1,747
Allowance for doubtful accounts	(154)	(226)
<b>Total current assets</b>	<b>70,769</b>	<b>81,592</b>
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	9,648	12,339
Machinery, equipment and vehicles, net	2,289	2,766
Land	18,753	18,778
Construction in progress	1,768	567
Other, net	794	939
<b>Total property, plant and equipment</b>	<b>33,254</b>	<b>35,390</b>
Intangible assets		
Goodwill	1,491	1,101
Other	1,027	1,096
<b>Total intangible assets</b>	<b>2,518</b>	<b>2,198</b>
Investments and other assets		
Investment securities	11,656	14,529
Retirement benefit asset	1,660	1,972
Deferred tax assets	1,283	1,249
Other	2,851	2,769
Allowance for doubtful accounts	(7)	(7)
<b>Total investments and other assets</b>	<b>17,443</b>	<b>20,513</b>
<b>Total non-current assets</b>	<b>53,216</b>	<b>58,103</b>
<b>Total assets</b>	<b>123,986</b>	<b>139,695</b>

(Millions of yen)

	As of March 31, 2023	As of March 31, 2024
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable - trade	11,081	10,554
Electronically recorded obligations - operating	8,645	10,388
Short-term borrowings	-	1,432
Income taxes payable	936	2,911
Provision for bonuses	1,051	1,272
Provision for bonuses for directors (and other officers)	140	190
Provision for product warranties	447	462
Provision for recall	96	80
Other	7,921	11,038
Total current liabilities	30,321	38,332
Non-current liabilities		
Deferred tax liabilities	3,971	4,307
Retirement benefit liability	3,833	3,965
Provision for retirement benefits for directors (and other officers)	13	16
Deferred tax liabilities for land revaluation	505	492
Other	1,127	998
Total non-current liabilities	9,451	9,779
Total liabilities	39,772	48,111
<b>Net assets</b>		
Shareholders' equity		
Share capital	4,746	4,746
Capital surplus	5,080	5,137
Retained earnings	73,293	77,273
Treasury shares	(3,450)	(3,790)
Total shareholders' equity	79,670	83,366
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	4,512	6,704
Deferred gains or losses on hedges	11	5
Revaluation reserve for land	(2,600)	(2,631)
Foreign currency translation adjustment	1,363	2,553
Remeasurements of defined benefit plans	267	513
Total accumulated other comprehensive income	3,553	7,144
Non-controlling interests	990	1,072
Total net assets	84,213	91,583
Total liabilities and net assets	123,986	139,695

## Consolidated Statements of Income and Comprehensive Income

## Consolidated Statements of Income

(Millions of yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Net sales	81,344	95,205
Cost of sales	62,004	70,082
Gross profit	19,339	25,123
Selling, general and administrative expenses		
Provision of allowance for doubtful accounts	(19)	(0)
Remuneration, salaries and allowances for directors (and other officers)	4,469	4,681
Provision for bonuses	469	537
Provision for bonuses for directors (and other officers)	140	188
Retirement benefit expenses	233	217
Provision for retirement benefits for directors (and other officers)	2	2
Research and development expenses	1,810	2,022
Other	7,151	8,019
Total selling, general and administrative expenses	14,258	15,669
Operating profit	5,081	9,453
Non-operating income		
Interest income	5	9
Dividend income	267	278
Rental income	92	84
Share of profit of entities accounted for using equity method	18	-
Foreign exchange gains	319	-
Other	314	301
Total non-operating income	1,018	673
Non-operating expenses		
Interest expenses	67	81
Rental expenses	7	8
Share of loss of entities accounted for using equity method	-	138
Foreign exchange losses	-	147
Provision of allowance for doubtful accounts	74	67
Other	37	57
Total non-operating expenses	187	500
Ordinary profit	5,913	9,627

(Millions of yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Extraordinary income		
Gain on sale of non-current assets	4	4
Gain on sale of investment securities	85	-
Gain on revision of retirement benefit plan	147	-
Total extraordinary income	238	4
Extraordinary losses		
Loss on retirement of non-current assets	0	19
Loss on sale of non-current assets	0	-
Loss on valuation of shares of subsidiaries and associates	4	-
Relocation expenses	-	169
Impairment losses	-	48
Total extraordinary losses	6	238
Profit before income taxes	6,145	9,393
Income taxes - current	1,775	3,673
Income taxes - deferred	338	(367)
Total income taxes	2,113	3,305
Profit	4,032	6,088
Profit attributable to non-controlling interests	35	76
Profit attributable to owners of parent	3,996	6,011

## Consolidated Statements of Comprehensive Income

(Millions of yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Profit	4,032	6,088
Other comprehensive income		
Valuation difference on available-for-sale securities	(809)	2,199
Deferred gains or losses on hedges	0	(6)
Foreign currency translation adjustment	911	1,117
Remeasurements of defined benefit plans, net of tax	222	246
Share of other comprehensive income of entities accounted for using equity method	131	72
Total other comprehensive income	455	3,628
Comprehensive income	4,487	9,717
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	4,454	9,632
Comprehensive income attributable to non-controlling interests	32	84

## Consolidated Statements of Changes in Net Assets

For the fiscal year ended March 31, 2023

(Millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	4,746	5,048	71,099	(3,042)	77,851
Changes during period					
Dividends of surplus			(1,802)		(1,802)
Profit attributable to owners of parent			3,996		3,996
Purchase of treasury shares				(575)	(575)
Disposal of treasury shares		32		167	199
Net changes in items other than shareholders' equity					
Total changes during period	-	32	2,194	(408)	1,819
Balance at end of period	4,746	5,080	73,293	(3,450)	79,670

	Accumulated other comprehensive income						Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income		
Balance at beginning of period	5,319	11	(2,600)	321	44	3,095	959	81,906
Changes during period								
Dividends of surplus								(1,802)
Profit attributable to owners of parent								3,996
Purchase of treasury shares								(575)
Disposal of treasury shares								199
Net changes in items other than shareholders' equity	(807)	0	-	1,042	222	457	30	488
Total changes during period	(807)	0	-	1,042	222	457	30	2,307
Balance at end of period	4,512	11	(2,600)	1,363	267	3,553	990	84,213

For the fiscal year ended March 31, 2024

(Millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	4,746	5,080	73,293	(3,450)	79,670
Changes during period					
Dividends of surplus			(2,062)		(2,062)
Profit attributable to owners of parent			6,011		6,011
Purchase of treasury shares				(487)	(487)
Disposal of treasury shares		56		147	204
Reversal of revaluation reserve for land			30		30
Net changes in items other than shareholders' equity					
Total changes during period	-	56	3,979	(340)	3,696
Balance at end of period	4,746	5,137	77,273	(3,790)	83,366

	Accumulated other comprehensive income						Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income		
Balance at beginning of period	4,512	11	(2,600)	1,363	267	3,553	990	84,213
Changes during period								
Dividends of surplus								(2,062)
Profit attributable to owners of parent								6,011
Purchase of treasury shares								(487)
Disposal of treasury shares								204
Reversal of revaluation reserve for land								30
Net changes in items other than shareholders' equity	2,192	(6)	(30)	1,189	246	3,591	82	3,673
Total changes during period	2,192	(6)	(30)	1,189	246	3,591	82	7,369
Balance at end of period	6,704	5	(2,631)	2,553	513	7,144	1,072	91,583

## Consolidated Statements of Cash Flows

(Millions of yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
<b>Cash flows from operating activities</b>		
Profit before income taxes	6,145	9,393
Depreciation	1,934	2,277
Impairment losses	-	48
Amortization of goodwill	481	532
Increase (decrease) in allowance for doubtful accounts	66	67
Increase (decrease) in provision for recall loss	(83)	(15)
Interest and dividend income	(272)	(288)
Interest expenses	67	81
Share of loss (profit) of entities accounted for using equity method	(18)	138
Loss (gain) on sale and retirement of property, plant and equipment	(3)	15
Loss (gain) on sale of investment securities	(85)	-
Decrease (increase) in trade receivables	(2,057)	342
Decrease (increase) in inventories	(3,584)	(3,369)
Increase (decrease) in trade payables	3,131	841
Other, net	(884)	2,580
Subtotal	4,836	12,645
Interest and dividends received	276	290
Interest paid	(67)	(81)
Income taxes paid	(2,905)	(1,682)
Net cash provided by (used in) operating activities	2,140	11,172
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(2,271)	(2,931)
Proceeds from sale of property, plant and equipment	22	19
Payments for retirement of property, plant and equipment	(0)	(0)
Purchase of intangible assets	(380)	(387)
Purchase of investment securities	(205)	(5)
Proceeds from sale of investment securities	272	-
Loan advances	(22)	(0)
Proceeds from collection of loans receivable	89	0
Other, net	(174)	(175)
Net cash provided by (used in) investing activities	(2,669)	(3,479)
<b>Cash flows from financing activities</b>		
Net increase (decrease) in short-term borrowings	(1,010)	1,384
Repayments of long-term borrowings	(5,374)	-
Purchase of treasury shares	(575)	(486)
Dividends paid	(1,803)	(2,057)
Dividends paid to non-controlling interests	(2)	(2)
Other, net	(195)	(323)
Net cash provided by (used in) financing activities	(8,961)	(1,485)
Effect of exchange rate change on cash and cash equivalents	8	51
Net increase (decrease) in cash and cash equivalents	(9,480)	6,258
Cash and cash equivalents at beginning of period	29,132	19,651
Cash and cash equivalents at end of period	19,651	25,910

## Segment Information, etc

[Segment Information]

### 1. Overview of reporting segment

#### (1) Method of determination of reporting segments

The reporting segments of the Company are determined as constituent units, for which separate financial information is available, and which are subject to regular reviews by the Board of Directors to determine the allocation of management resources and to evaluate performance.

The Group has adopted a holding company system, whereby the Company is tasked with such functions as the formulation of the management strategies of the entire Group, while the operating companies established for each product/service flexibly promote business activities associated with the products and services for which they are responsible.

Therefore, the segments of the Company are based on the products and services handled by the operating companies and comprise the four reporting segments of the Fire Fighting Vehicles Business, Fire Protection Equipment & Systems Business, Recycling Machines Business and Environmental Conservation Vehicles Business.

#### (2) Major products and services in each reporting segment are as follows.

Fire Fighting Vehicles Business manufactures and sells Fire fighting vehicles.

Fire Protection Equipment & Systems Business manufactures and sells fire fighting extinguishers ,and designs and constructs fire protection equipment and systems.

Recycling Machines Business manufactures and sells environmental equipment, and designs and constructs environmental plants.

Environmental Conservation Vehicles Business manufactures and sells environmental conservation vehicles.

### 2. Basis for calculating net sales, profit or loss, assets, liabilities, and other items by reporting segment

The accounting policies for the reporting segments are the same as those adopted in preparing consolidated financial statements.

Segment profit corresponds to operating profit in the consolidated statements of income. Inter-segment sales or transfers are calculated based on market prices.

## 3. Information concerning net sales, profit or loss, assets, liabilities, and other items by reporting segment

Fiscal year ended March 31, 2023 (from April 1, 2022 to March 31, 2023)

Millions of yen

	Reporting segment				Total
	Fire Fighting Vehicles	Fire Protection Equipment & Systems	Recycling Machines	Environmental Conservation Vehicles	
Net Sales:					
Revenue from Contracts with Customers	44,869	20,829	5,887	9,729	81,315
Other revenue	—	—	—	28	28
Sales to external customers	44,869	20,829	5,887	9,758	81,344
Inter segment sales or transfers	215	323	7	343	889
Total	45,084	21,152	5,895	10,101	82,234
Segment profit	1,771	2,023	702	586	5,083
Segment assets	51,633	24,234	4,141	17,021	97,030
Other items					
Depreciation	1,037	409	56	356	1,860
Amortization of goodwill	481	—	—	—	481
Increases in property, plant and equipment, and intangible assets	651	474	29	42	1,198

Note: Amounts of segment liabilities are not periodically provided or used by the supreme decision-making organization of the Company.

Fiscal year ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

Millions of yen

	Reporting segment				Total
	Fire Fighting Vehicles	Fire Protection Equipment & Systems	Recycling Machines	Environmental Conservation Vehicles	
Net Sales:					
Revenue from Contracts with Customers	54,379	23,772	6,185	10,841	95,179
Other revenue	—	—	—	26	26
Sales to external customers	54,379	23,772	6,185	10,868	95,205
Inter segment sales or transfers	192	359	9	223	784
Total	54,572	24,131	6,194	11,091	95,990
Segment profit	4,716	3,272	718	748	9,455
Segment assets	57,112	25,009	4,343	17,499	103,964
Other items					
Depreciation	1,129	452	57	354	1,994
Amortization of goodwill	532	—	—	—	532
Increases in property, plant and equipment, and intangible assets	799	751	321	212	2,084

Note: Amounts of segment liabilities are not periodically provided or used by the supreme decision-making organization of the Company.

4. Differences between the total amounts of reporting segments and the amounts stated in the consolidated financial statements and the main contents of the differences (matters related to the adjustment of differences)

Millions of yen

Net sales	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Total amount of reporting segments	82,234	95,990
Elimination of inter-segment transaction	(889)	(784)
Net sales in the consolidated financial statements	81,344	95,205

Millions of yen

Profit	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Total amount of reporting segments	5,083	9,455
Elimination of inter-segment transaction	2	1
Adjusted amount of inventories	(3)	(3)
Operating profit in the consolidated financial statements	5,081	9,453

Millions of yen

Assets	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Total amount of reporting segments	97,030	103,964
Elimination of inter-segment transaction	(536)	(366)
Company-wide assets *	27,493	36,097
Total assets in the consolidated financial statements	123,986	139,695

\*Note: Company-wide assets are assets of headquarters that are not attributable to reporting segments.

Millions of yen

Other items	Total of reporting segments		Adjustment*		Amount stated in the consolidated financial statements	
	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Depreciation	1,860	1,994	74	282	1,934	2,277
Increases in property, plant and equipment and intangible assets	1,198	2,084	1,793	2,229	2,991	4,313

\*Note: Adjustments to increases in property, plant and equipment and intangible assets are assets of headquarters.

[Information about impairment losses for non-current assets by reporting segment]

Fiscal year ended March 31, 2023 (from April 1, 2022 to March 31, 2023)

None

Fiscal year ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

Millions of yen

	Reporting Segment					Company-wide/ Elimination	Amount on consolidated Financial Statements
	Fire Fighting Vehicles	Fire Protection Equipment & Systems	Recycling Machines	Environmental Conservation Vehicles	Total		
Impairment losses	—	—	—	48	48	—	48

## [Information about amortization of goodwill and unamortized balances by reporting segment]

Fiscal year ended March 31, 2023 (from April 1, 2022 to March 31, 2023)

Millions of yen

	Reporting Segment					Company-wide/ Elimination	Amount on consolidated Financial Statements
	Fire Fighting Vehicles	Fire Protection Equipment & Systems	Recycling Machines	Environmental Conservation Vehicles	Total		
Amortization in fiscal year under review	481	—	—	—	481	—	481
Balance at end of fiscal year under review	1,491	—	—	—	1,491	—	1,491

Fiscal year ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

Millions of yen

	Reporting Segment					Company-wide/ Elimination	Amount on consolidated Financial Statements
	Fire Fighting Vehicles	Fire Protection Equipment & Systems	Recycling Machines	Environmental Conservation Vehicles	Total		
Amortization in fiscal year under review	532	—	—	—	532	—	532
Balance at end of fiscal year under review	1,101	—	—	—	1,101	—	1,101

## Per Share Information

Yen

	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Net assets per share	1,899.79	2,074.22
Basic earnings per share	90.98	137.09

Note 1. Diluted earnings per share are not presented as there are no dilutive securities.

Note 2. Basic earnings per share is calculated based on the following:

Millions of yen, except as otherwise noted

	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Basic earnings per share		
Profit attributable to owners of parent	3,996	6,011
Amount not attributable to common shareholders	—	—
Profit attributable to owners of parent attributable to common shares	3,996	6,011
Average number of common shares outstanding during period(shares)	43,931,749	43,850,446

Note 3. Net assets per share are calculated based on the following:

Millions of yen, except as otherwise noted

	As of March 31, 2023	As of March 31, 2024
Total net assets	84,213	91,583
Amount excluded from total net assets	990	1,072
(of which, Non-controlling interests)	(990)	(1,072)
Net assets related to common shares at end of period	83,223	90,511
Number of common shares outstanding at end of period used to calculate net assets per share (Shares)	43,806,908	43,636,308

## Supplementary Information

[Production performance, Order intake, Order backlog and Sales performance]

### (1) Production performance

Millions of yen

Reporting segment	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Fire Fighting Vehicles	46,925	54,443
Fire Protection Equipment & Systems	19,211	20,524
Recycling Machines	5,924	5,948
Environmental Conservation Vehicles	9,729	11,175
Total	81,791	92,091

Note: 1. Inter-segment transactions are offset and eliminated.

2. The amount indicated above are shown as sales price.

3. The amount indicated above do not include consumption and other taxes.

### (2) Order intake and Order backlog

Millions of yen

Reporting segment	Fiscal year ended March 31, 2023		Fiscal year ended March 31, 2024	
	Order Intake	Order Backlog	Order Intake	Order Backlog
Fire Fighting Vehicles	57,476	29,060	57,722	35,889
Fire Protection Equipment & Systems	9,699	5,968	11,590	7,392
Recycling Machines	6,181	4,843	5,925	4,583
Environmental Conservation Vehicles	11,518	7,799	12,204	9,136
Total	84,876	47,671	87,443	57,000

Note: 1. Inter-segment transactions are offset and eliminated.

2. The amount indicated above are shown as sales price.

3. The amount indicated above do not include consumption and other taxes.

4. The amount of Fire Protection Equipment & Systems Business do not include those of the fire protection equipment department because it conducts make-to-stock production.

### (3) Sales performance

Millions of yen, except as ratio

Reporting segment	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024	Ratio (%)
Fire Fighting Vehicles	44,869	54,379	21.2
Fire Protection Equipment & Systems	20,829	23,772	14.1
Recycling Machines	5,887	6,185	5.1
Environmental Conservation Vehicles	9,758	10,868	11.4
Total	81,344	95,205	17.0

Note: 1. Inter-segment transactions are offset and eliminated.

2. The amount indicated above do not include consumption and other taxes.

3. Sales performance by major customers and its ratio to total sales performance are omitted because there are no customers whose sales performance exceeds 10% of total sales performance.