

1Q of FY2024 Supplementary Materials for Financial Results

Aug. 2, 2024



タイフハウホールディングス株式会社

(Securities code: 3107)

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1Q FYE Mar. 2025 (Apr. 1, 2024-Jun. 30, 2024)

Operating income decreased in a year-on-year on a group consolidated basis
Achieved 1Q's highest sales in response to growing domestic IT demand

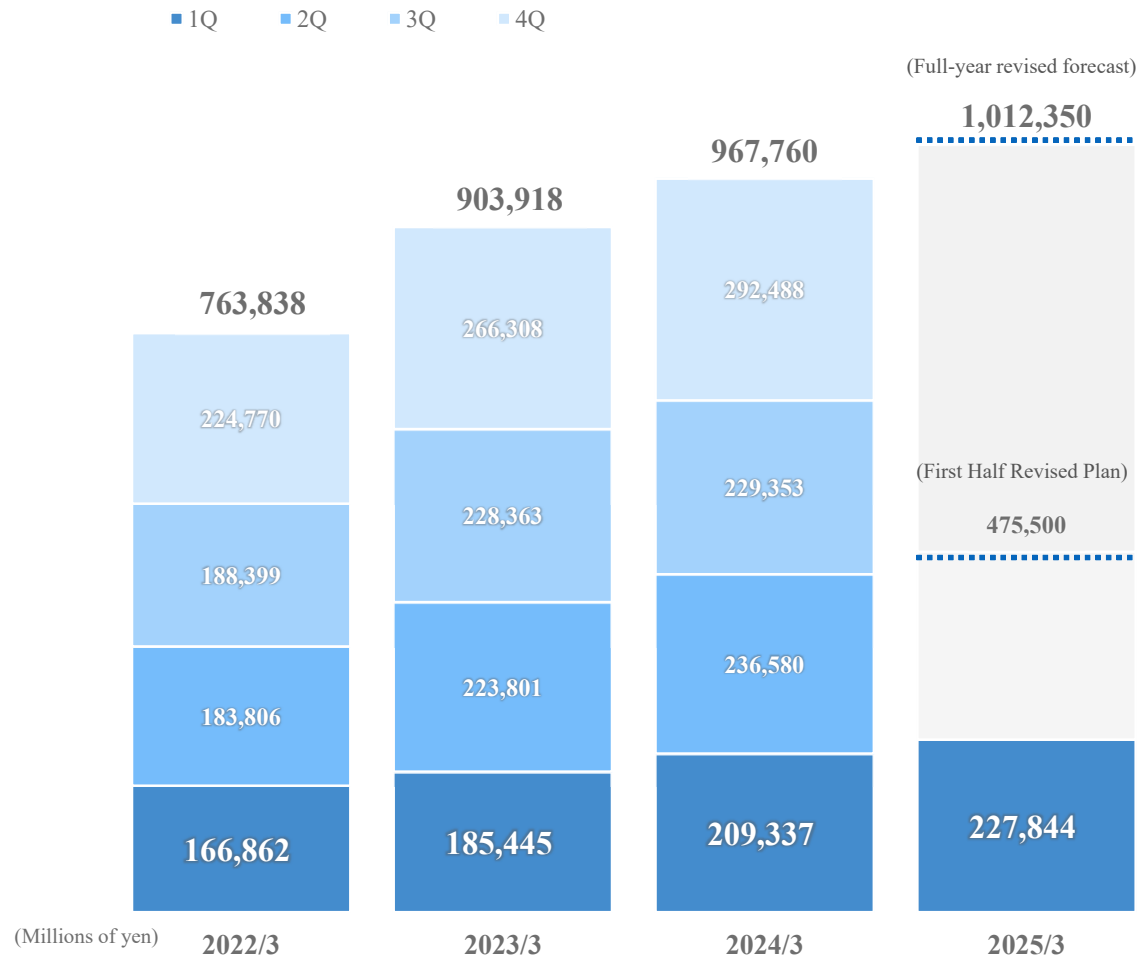
IT infrastructures Distribution Business

- Growth in the number of iKAZUCHI end-user contracts and other factors led to an increase in the results of cloud computing businesses
- In for corporates, demand expanded mainly in the ICT and manufacturing industries.
- Profit margin declined temporarily due to the acquisition of several large-scale projects for the government and other industries.
- PC unit sales are trending upward ahead of full-scale demand for Windows10 upgrades

Industrial machinery Business

- 1Q sales and profits declined due to the impact of the concentration of machine tool shipments in 2Q and beyond.
- In terms of orders received, machine tools and automated machines both steadily expanded year on year.

Cumulative 1Q sales for the year ended Mar. 31, 2025



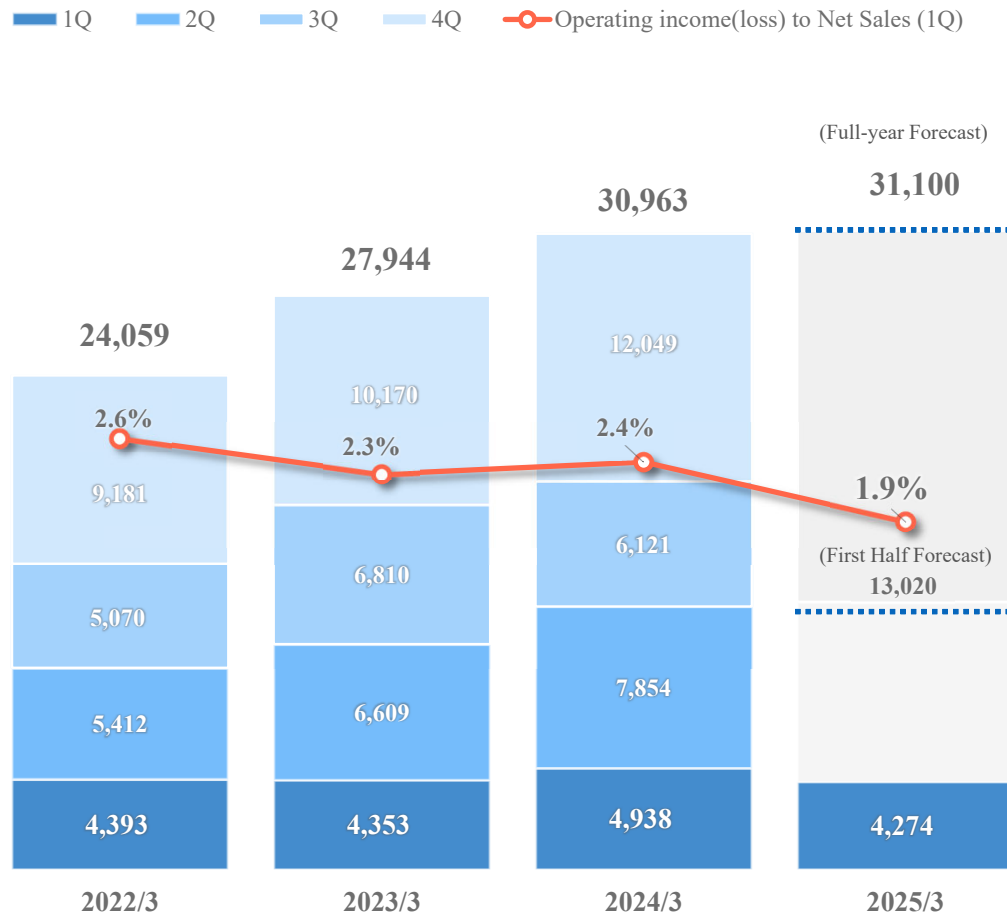
Net sales ¥227.844 billion

From the preceding year +8.8%

Rate of progress toward the forecast

First Half 47.9%/Full-year 22.5%

Cumulative Operating income(loss) for 1Q ended Mar. 31, 2025



Operating income(loss) ¥4.274 billion

From the preceding year Δ 13.4%

Operating profit margin 1.9%

Rate of progress toward the forecast

First Half 32.8%/Full-year 13.7%

Summary of Consolidated Financial Results for 1Q Ended Mar. 31, 2025

(Millions of yen)	2024/3 1Q	2025/3 1Q	Change	YoY change	First half plan (after revision)	Progress rate
Net sales	209,337	227,844	+18,506	+8.8%	475,500	47.9%
Operating income(loss)	4,938	4,274	△664	△13.4%	13,020	32.8%
Ordinary income(loss)	5,044	4,528	△516	△10.2%	13,220	34.3%
Profit attributable to owners of parent						
Net profit	3,442	3,079	△363	△10.6%	9,100	33.8%
Per share Quarterly net income (yen)	36.83	33.06				

(Millions of yen)	2024/3	2024/6	Change	Main reasons for change
Total assets	405,256	375,585	△29,671	Decrease in notes and accounts receivable
Net assets	142,133	140,445	△1,687	Decrease in notes and accounts payable
Equity capital ratio	35.0%	37.3%		

FY2024 Cumulative 1Q Results by Segment

(Millions of yen)		2024/3 1Q	2025/3 1Q	Change	YoY change
Net sales	IT Infrastructure Distribution	192,592	226,058	+33,465	+17.4%
	Industrial machinery	2,182	1,786	△396	△18.2%
	Fiber	14,417	-	△14,417	-
	Others	144	-	△144	-
	Total	209,337	227,844	+18,506	+8.8%
Operating income(loss)	IT Infrastructure Distribution	4,538	4,358	△179	△4.0%
	Industrial machinery	137	△87	△224	-
	Fiber	224	-	△224	-
	Others	20	-	△20	-
	(Adjustments and eliminations)	18	2	△15	△85.3%
	Total	4,938	4,274	△664	△13.4%

FY2025 2Q (Cumulative) Performance Forecast

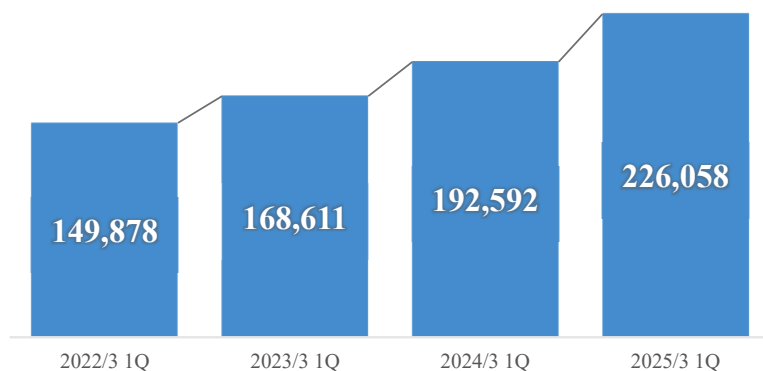
(Millions of yen)	2023/9 ① Results		2024/9 (Initial Est.)		2024/9 ② Revised forecast)		YoY change (②-①)	YoY change
	Amount	Rate	Amount	Rate	Amount	Rate		
Net sales	445,917		450,500		475,500		+29,582	+6.6%
IT Infrastructure Distribution	409,237		444,500		469,500		+60,262	+14.7%
Industrial machinery	6,680		6,000		6,000		△680	△10.2%
Fiber	29,679		—		—			
Operating income(loss)	12,792	2.9%	13,020	2.9%	13,020	2.7%	+227	+1.8%
IT Infrastructure Distribution	11,593	2.8%	12,585	2.8%	12,705	2.7%	+1,111	+9.6%
Industrial machinery	521	7.8%	435	7.3%	315	5.3%	△206	△39.5%
Fiber	620	2.1%	—		—			
Ordinary income(loss)	12,933	2.9%	13,220	2.9%	13,220	2.8%	+286	+2.2%
Profit attributable to owners of parent	8,526	1.9%	9,100	2.0%	9,100	1.9%	+573	+6.7%
Net income								

Full-Year Performance Forecast for the Year Ended Mar. 31, 2025

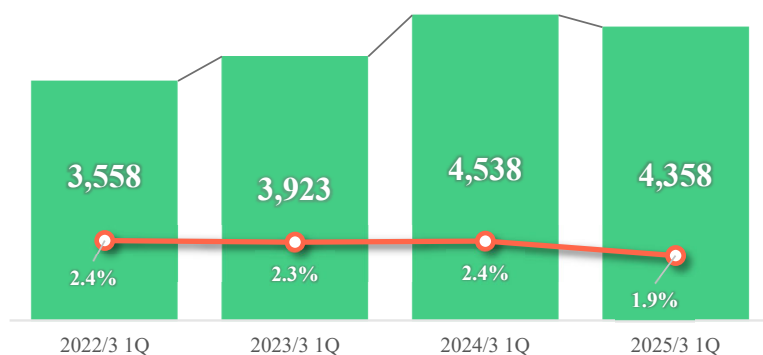
(Millions of yen)	2024/3 ① Results		2025/3 (Initial Est.)		2025/3 ② Revised forecast)		YoY change (②-①)	YoY change
	Amount	Rate	Amount	Rate	Amount	Rate		
Net sales	967,760		975,000		1,012,350		+44,589	+4.6%
IT Infrastructure Distribution	894,693		962,650		1,000,000		+105,306	+11.8%
Industrial machinery	13,213		12,350		12,350		△863	△6.5%
Fiber	59,210		-		-			
Operating income(loss)	30,963	3.2%	31,100	3.2%	31,100	3.1%	+136	+0.4%
IT Infrastructure Distribution	28,244	3.2%	30,200	3.1%	30,320	3.0%	+2,075	+7.3%
Industrial machinery	1,032	7.8%	900	7.3%	780	6.3%	△252	△24.4%
Fiber	1,580	2.7%	-		-			
Ordinary income(loss)	31,431	3.2%	31,500	3.2%	31,500	3.1%	+68	+0.2%
Profit attributable to owners of parent	4,283	0.4%	21,800	2.2%	21,800	2.2%	+17,516	+409.0%
Net Income								

IT Infrastructure Distribution Business

(Millions of yen)



■ Sales ■ Operating income(loss) ■ Sales Operating income(loss) Ratio



Transaction volume *Old standard sales **¥245.559 billion** (+18.3% YoY)

Net sales **¥226.058 billion** (+17.4% YoY)

Operating income(loss) **¥4.358 billion** (Δ 4.0% year on year)

PC shipments **689000 units** (+9.1% YoY)

Server shipments **11900 units** (Δ 1.1% year on year)

iKAZUCHI transaction volume **¥9.756 billion** (+41.5% YoY)

Review of Operations

Corporate Market

- In the corporate and government sectors, steady demand was captured, and sales of PC, software, networking, and self-storage were strong.
- Strong start to iKAZUCHI toward full-year target of ¥40 billion, with steady growth in both number of end-user companies and number of service contracts
- Strengthening Proposals and Collaboration as a Preparatory Period for the Second Phase of the GIGA School
- Decline in margin is temporary, expected to recover after 2Q

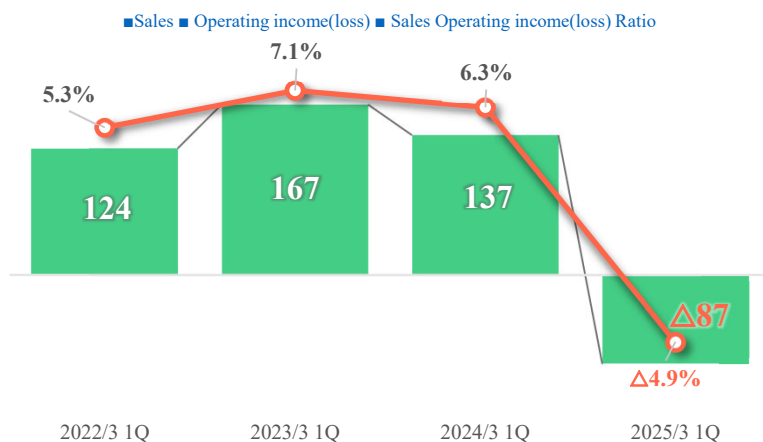
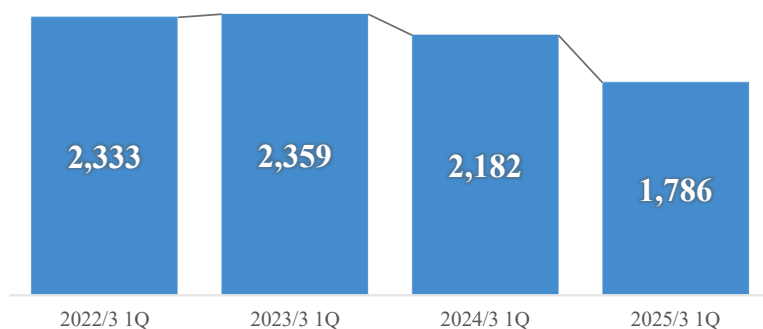
Consumer Market

- Sales to EC, mainly PC and monitors, were sluggish, but sales to mass retailers were strong and increased from the previous year.

※ "Billings" is defined in P14.

Industrial machinery business

(Millions of yen)



Net sales

¥1.786 billion (△ 18.2% year-on-year)

Operating income(loss)

△ ¥87 million

Review of Operations

Machine tools division

- According to demand result of The Japan Machine Tool Manufacturers Association for Apr-Jun increased by 1.3% year-on-year. In as Company, orders increased by 16.3% year-on-year due to the stimulation of a certain level of demand in the Chinese market against the backdrop of the depreciation of the U.S. market and the yen.
- Decrease in sales and profits due to concentration of main unit shipments from Q2 onward

Automatic machinery division

- Orders increased 24.7% year on year due to rising demand for labor saving through capital investment to make up for the social labor shortage.
- Net sales increased y-o-y, but profits struggled due to the steep rise in purchase costs.

1Q Consolidated Balance Sheet for the Year Ended Mar. 31, 2025

(P3-4 of Consolidated Financial Results)



(Millions of yen)	2024/3	2024/6	Change		2024/3	2024/6	Change
Current assets	377,245	348,064	△29,180	Current liabilities	239,742	212,018	△27,724
Cash and deposits	69,372	53,654	△15,718	Notes and accounts payable	206,212	184,412	△21,799
Trade notes and accounts	236,306	202,440	△33,866	Short-term loans payable	8,400	8,200	△200
Merchandise and finished goods	33,413	48,979	+15,566	Long-term liabilities	23,380	23,121	△259
Property, plant and equipment	10,238	10,092	△146	Long-term debt	12,500	12,500	0
Intangible assets	3,691	3,526	△165	Total liabilities	263,123	235,139	△27,983
Investments and other assets	14,081	13,901	△179	Total net assets	142,133	140,445	△1,687
				Treasury stock	△5,133	△7,582	△2,449
Total assets	405,256	375,585	△29,671	Total liabilities and net assets	405,256	375,585	△29,671

Trade notes and accounts	236,306	→	202,440	△33,866	Collection of DIS receivables
Notes and accounts payable	206,212	→	184,412	△21,799	Decline in DIS trade payables
Total borrowings	20,900	→	20,700	△200	

Accumulated 1Q Consolidated Statement of Income for the Year Ended Mar. 31, 2025 (P5 of Consolidated Financial Results)



(Millions of yen)	2024/3 1Q		2025/3 1Q		Change	YoY change
	Actual	Rate	Actual	Rate		
Net sales	209,337		227,844		+18,506	+8.8%
Gross profit	16,709	8.0%	14,759	6.5%	△1,950	△11.7%
Selling, general and administrative expenses	11,771	5.6%	10,484	4.6%	△1,286	△10.9%
Operating income(loss)	4,938	2.4%	4,274	1.9%	△664	△13.4%
Ordinary income(loss)	5,044	2.4%	4,528	2.0%	△516	△10.2%
Extraordinary income	0		0		0	-
Extraordinary losses	25		1		△24	△95.5%
Profit attributable to owners of parent	3,442	1.6%	3,079	1.4%	△363	△10.6%
Net profit						

Shareholders return

Year ending Mar. 31, 2025 (Forecast)

Dividend per share

Interim
¥35

Term end
¥35

Annual
¥70

Acquisition of
treasury shares

Up to ¥10 billion
(Scheduled for May 10, 2024 to Jan. 31, 2025)

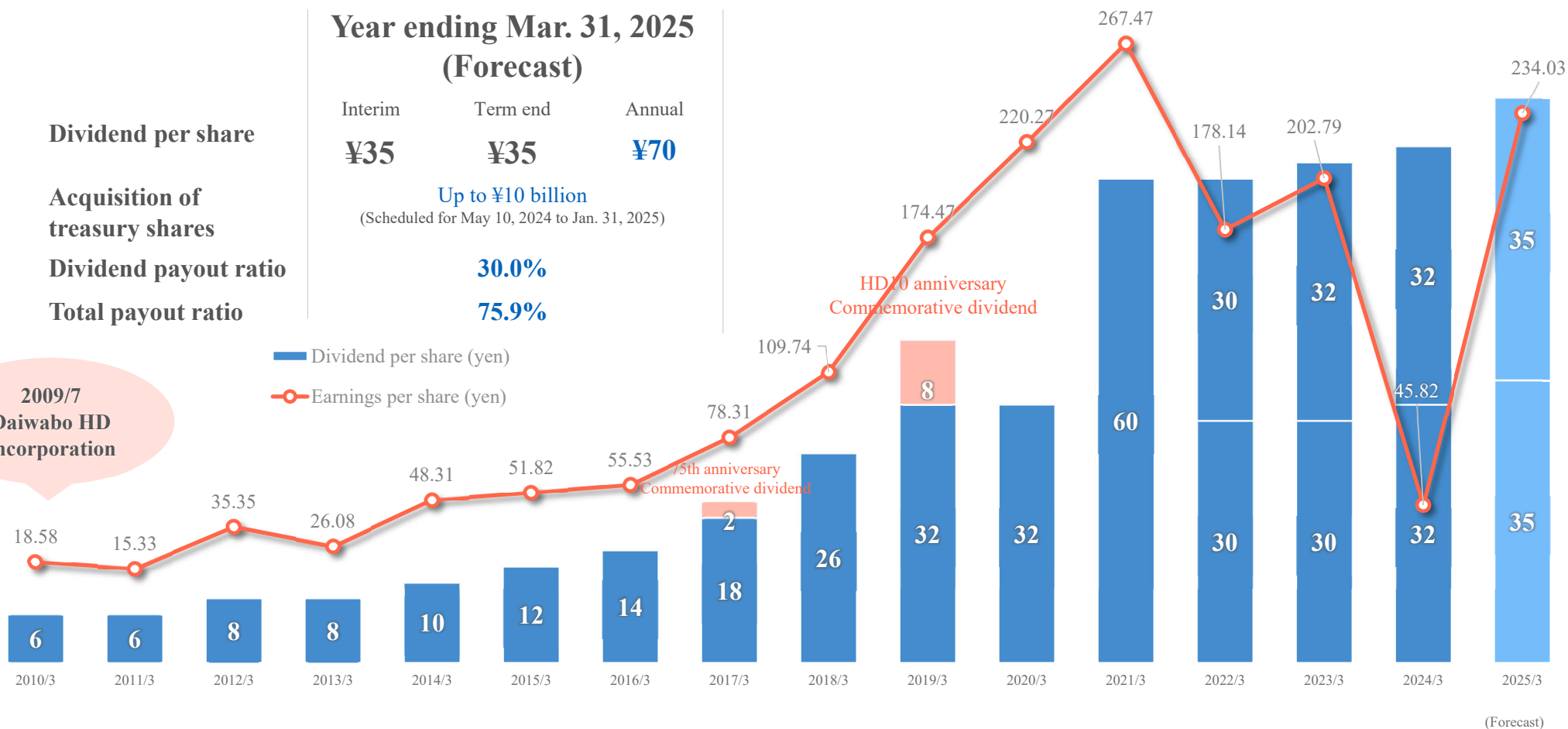
Dividend payout ratio

30.0%

Total payout ratio

75.9%

2009/7
Daiwabo HD
Incorporation



※Reverse stock split (2017/10/1) and stock split (2021/4/1) are retrospectively presented



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History

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