

# Financial Summary for Q1 FY2025

---

2025/4/28



# Financial Summary at a Glance

**Actual  
FY2025-1Q**

/Same period of  
previous fiscal year  
(change)

1	<b>Orders</b>	:	<b>JPY260.2 billion /</b>	<b>221.1 billion</b>	( +39.1 billion)
2	<b>Net sales</b>	:	<b>JPY241.5 billion /</b>	<b>254.8 billion</b>	( -13.3 billion)
3	<b>Operating profit</b>	:	<b>JPY11.2 billion /</b>	<b>18.4 billion</b>	( -7.3 billion)

**Year-on-year  
comparison**

Market  
environment

In Japan, although the economy is headed for a gradual recovery, the recovery of the semiconductor market is stalling.  
The U.S. is performing steadily, but Europe and China continue to stagnate.

Orders

Increased in all segments.

Net sales

Decreased due to a smaller backlog of orders in semiconductor-related products and hydraulic excavators, despite increases in Mechatronics and Energy & Lifeline.

Operating  
profit

Decreased due to lower sales in semiconductor-related products and hydraulic excavators.

# Financial Summary

Unit: JPY billion	Actual FY2024-1Q	Actual FY2025-1Q	Year-on-year comparison change	Actual FY2024	Forecast FY2025
Orders	221.1	260.2	39.1	936.1	1,130.0
Net sales	254.8	241.5	(13.3)	1,071.1	1,090.0
Operating profit	18.4	11.2	(7.3)	55.1	60.0
Operating profit ratio	7.2%	4.6%	(2.6pt)	5.1%	5.5%
Ordinary profit	18.8	10.0	(8.7)	49.2	53.0
Ordinary profit ratio	7.3%	4.2%	(3.1pt)	4.6%	4.9%
Extraordinary loss	(0.2)	(0.1)	0.0	(27.5)	(3.0)
Current profit	13.6	6.5	(7.1)	7.7	28.0
Current profit ratio	5.3%	2.7%	(2.6pt)	0.7%	2.6%
Currency exchange rate(USD/JPY)	¥149	¥153	-	¥152	¥145

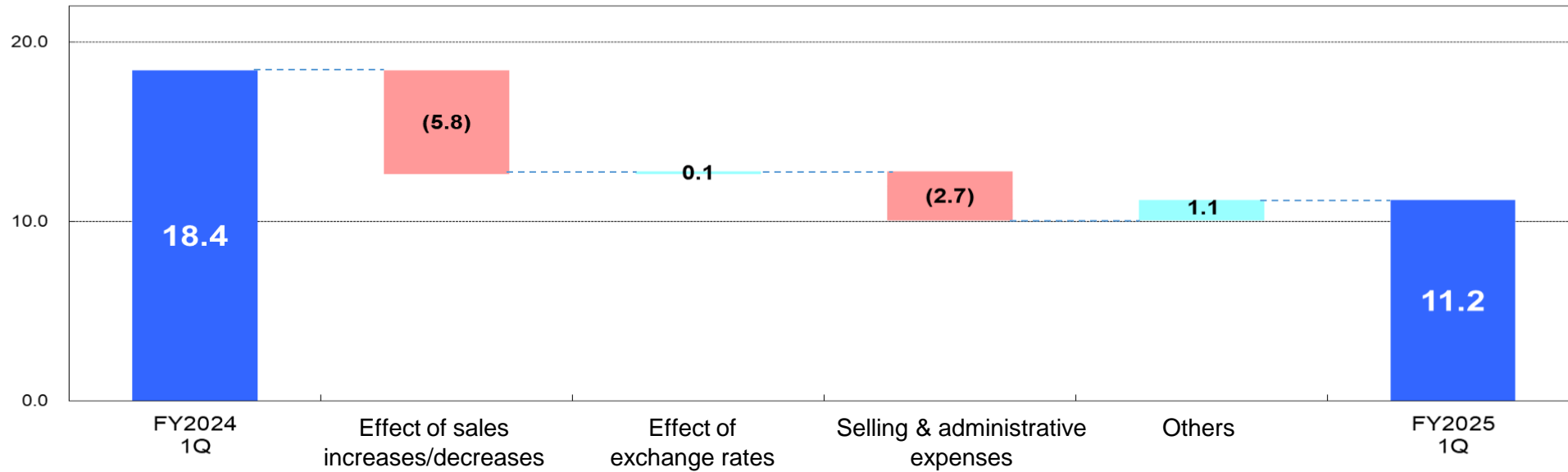
# Financial Summary by Segment

- Orders : Increased in all segments.
- Net sales : Decreased due to a smaller backlog of orders in semiconductor-related products and hydraulic excavators, despite increases in Mechatronics and Energy & Lifeline.
- Operating profit : Decreased due to lower sales in semiconductor related products and hydraulic excavators.

	Orders			Net sales			Operating profit				
	Actual FY2024-1Q	Actual FY2025-1Q	Change	Actual FY2024-1Q	Actual FY2025-1Q	Change	Actual FY2024-1Q /Operating profit ratio (%)		Actual FY2025-1Q /Operating profit (%)		Change
Unit: JPY billion											
<b>Mechatronics</b>	58.3	<b>67.3</b>	9.0	62.1	<b>64.5</b>	2.5	4.2	6.8	<b>4.8</b>	<b>7.4</b>	0.6
<b>(Plastics machinery)</b>	20.7	<b>22.7</b>	<b>1.9</b>	20.3	<b>21.4</b>	<b>1.1</b>					
<b>(Others)</b>	30.8	<b>31.8</b>	<b>1.0</b>	33.5	<b>27.3</b>	<b>(6.2)</b>					
<b>Industrial Machinery</b>	51.5	<b>54.4</b>	2.9	53.8	<b>48.6</b>	(5.1)	3.6	6.7	<b>(0.4)</b>	<b>(0.9)</b>	(4.0)
<b>(Hydraulic excavators)</b>	39.2	<b>45.7</b>	6.5	55.1	<b>40.5</b>	(14.6)					
<b>(Others)</b>	45.5	<b>49.8</b>	4.2	39.4	<b>41.1</b>	1.7					
<b>Logistics &amp; Construction</b>	84.7	<b>95.4</b>	10.7	94.5	<b>81.5</b>	(12.9)	9.2	9.8	<b>3.3</b>	<b>4.1</b>	(5.9)
<b>Energy &amp; Lifeline</b>	25.0	<b>41.4</b>	16.4	42.9	<b>44.9</b>	2.0	0.9	2.0	<b>3.0</b>	<b>6.6</b>	2.1
<b>Others</b>	1.6	<b>1.7</b>	0.0	1.6	<b>1.9</b>	0.3	0.5	-	<b>0.5</b>	-	0.0
<b>Total</b>	221.1	<b>260.2</b>	39.1	254.8	<b>241.5</b>	(13.3)	18.4	7.2	<b>11.2</b>	<b>4.6</b>	(7.3)

# Analysis of Changes in Operating Profit for FY2025-1Q

Unit: JPY billion



## Effect of sales increases/decreases by segment

Unit: JPY billion

● Mechatronics	0.5
● Industrial Machinery	(3.0)
● Logistics & Construction	(4.1)
● Energy & Lifeline	0.8

# Consolidated Balance Sheet

Unit: JPY billion

	December 2024	March 2025	Change
<b>Current Assets</b>	<b>784.5</b>	<b>776.1</b>	<b>(8.4)</b>
Cash and deposits	111.1	122.0	10.8
Notes and accounts receivable	307.4	280.3	(27.2)
Inventories	333.9	338.9	5.0
Others	32.1	35.0	2.9
<b>Non-current Assets</b>	<b>475.7</b>	<b>476.5</b>	<b>0.8</b>
Property, plant and equipment	348.0	349.2	1.2
Intangible assets	28.3	29.8	1.5
Investments and other assets	99.5	97.6	(1.9)
<b>Total</b>	<b>1,260.2</b>	<b>1,252.7</b>	<b>(7.6)</b>

	December 2024	March 2025	Change
<b>Liabilities</b>	<b>613.8</b>	<b>623.6</b>	<b>9.7</b>
Notes and accounts payable- trade	153.2	148.5	(4.7)
Interest-bearing debts	238.6	261.2	22.6
Others	222.0	213.9	(8.2)
<b>Net Assets</b>	<b>646.4</b>	<b>629.1</b>	<b>(17.3)</b>
Shareholders' equity	473.6	472.6	(1.1)
Accumulated other comprehensive income	167.0	151.0	(16.1)
Non-controlling interests	5.7	5.6	(0.2)
<b>Total liabilities and net assets</b>	<b>1,260.2</b>	<b>1,252.7</b>	<b>(7.6)</b>
<b>Net interest-bearing debts ratio</b>	<b>10.1%</b>	<b>11.1%</b>	<b>1.0pt</b>
<b>Shareholders' equity ratio</b>	<b>50.8%</b>	<b>49.8%</b>	<b>(1.1pt)</b>

# Mechatronics Segment

## ■ Actual FY2025-1Q (year-on-year changes)

<b>Orders</b>	<b>JPY 67.3 billion (+9.0 billion)</b>	Gear reducers showed increases in the U.S., Europe and Asia. Certain semiconductor-related products also increased.
<b>Net sales</b>	<b>JPY 64.5 billion (+2.5 billion)</b>	Increased due to higher orders.
<b>Operating profit</b>	<b>JPY 4.8 billion (+0.6 billion)</b>	Increased due to higher sales.

Unit: JPY billion	Actual FY2024-1Q	Actual FY2025-1Q	Year-on-year change	Actual FY2024	Forecast FY2025
Orders	58.3	67.3	9.0	242.0	268.0
Net sales	62.1	64.5	2.5	256.4	276.0
Operating profit	4.2	4.8	0.6	11.7	15.0
Operating profit ratio (%)	6.8	7.4	-	4.6	5.4
Backlog of orders	100.6	93.0	-	90.2	

# Industrial Machinery

## ■ Actual FY2025-1Q (year-on-year changes)

### Orders

JPY 54.4 billion (+2.9 billion)

<Plastics machinery> Demand increased, mainly in China.  
<Others> Increase in medical-related products for overseas markets.

### Net sales

JPY 48.6 billion (-5.1 billion)

<Plastics machinery> Increased due to higher orders.  
<Others> In the semiconductor sector, there was a decrease due to a smaller backlog of orders.

### Operating profit

JPY (0.4) billion (-4.0 billion)

Decreased mainly due to a decline in semiconductor-related sales.

Unit: JPY billion	Actual FY2024-1Q	Actual FY2025-1Q	Year-on-year change	Actual FY2024	Forecast FY2025
Plastics machinery	20.7	22.7	1.9	89.8	99.0
Others	30.8	31.8	1.0	116.2	153.0
<b>Orders</b>	<b>51.5</b>	<b>54.4</b>	<b>2.9</b>	<b>206.0</b>	<b>252.0</b>
Plastics machinery	20.3	21.4	1.1	92.5	95.0
Others	33.5	27.3	(6.2)	141.4	142.0
<b>Net sales</b>	<b>53.8</b>	<b>48.6</b>	<b>(5.1)</b>	<b>234.0</b>	<b>237.0</b>
<b>Operating profit</b>	<b>3.6</b>	<b>(0.4)</b>	<b>(4.0)</b>	<b>12.3</b>	<b>11.0</b>
Operating profit ratio (%)	6.7	(0.9)	-	5.2	4.6
Backlog of orders	167.3	151.2	-	145.5	



# Logistics & Construction

## ■ Actual FY2025-1Q (year-on-year changes)

### Orders

JPY 95.4 billion (+10.7 billion)

<Hydraulic excavator> Increased mainly due to inventory adjustments by distributors in the U.S.  
<Others> Mobile cranes and industrial cranes increased with firm market conditions.

### Net sales

JPY 81.5 billion (-12.9 billion)

<Hydraulic excavator> Decreased due to a smaller backlog of orders.  
<Others> Increased because of a backlog of orders.

### Operating profit

JPY 3.3 billion (-5.9 billion)

Decreased due to a drop in hydraulic excavator sales and a decline in highly profitable industrial crane projects.

Unit: JPY billion	Actual FY2024-1Q	Actual FY2025-1Q	Year-on-year change	Actual FY2024	Forecast FY2025
Hydraulic excavators	39.2	45.7	6.5	163.8	232.0
Others	45.5	49.8	4.2	175.9	180.0
<b>Orders</b>	<b>84.7</b>	<b>95.4</b>	<b>10.7</b>	<b>339.7</b>	<b>412.0</b>
Hydraulic excavators	55.1	40.5	(14.6)	221.5	223.0
Others	39.4	41.1	1.7	171.1	175.0
<b>Net sales</b>	<b>94.5</b>	<b>81.5</b>	<b>(12.9)</b>	<b>392.5</b>	<b>398.0</b>
<b>Operating profit</b>	<b>9.2</b>	<b>3.3</b>	<b>(5.9)</b>	<b>25.3</b>	<b>25.0</b>
Operating profit ratio (%)	9.8	4.1	-	6.4	6.3
Backlog of orders	248.2	218.6	-	204.7	

# Energy & Lifeline

## ■ Actual FY2025-1Q (year-on-year changes)

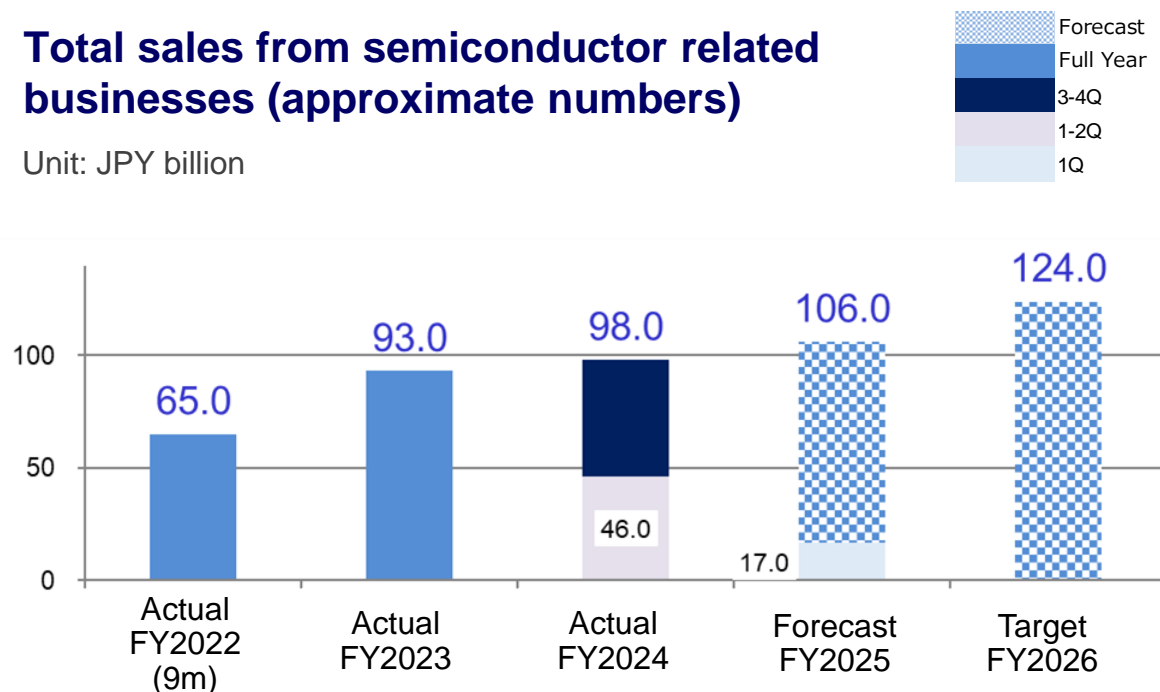
<b>Orders</b>	<b>JPY 41.4 billion (+16.4 billion)</b>	Energy plant business increased due to expansion of service projects in Europe. Others showed an overall increase in areas such as water treatment equipment.
<b>Net sales</b>	<b>JPY 44.9 billion (+2.0 billion)</b>	Energy plant sales decreased due to a smaller backlog of orders. For the other businesses, growth was observed because of order backlogs.
<b>Operating profit</b>	<b>JPY 3.0 billion (+2.1 billion)</b>	Increased due to higher sales and improved profitability.

Unit: JPY billion	Actual FY2024-1Q	Actual FY2025-1Q	Year-on-year change	Actual FY2024	Forecast FY2025
Orders	25.0	41.4	16.4	141.8	193.0
Net sales	42.9	44.9	2.0	182.0	177.0
Operating profit	0.9	3.0	2.1	3.8	7.0
Operating profit ratio (%)	2.0	6.6	-	2.1	3.9
Backlog of orders	210.4	184.5	-	188.0	

# Sales of the Semiconductor-Related Product Business

## Total sales from semiconductor related businesses (approximate numbers)

Unit: JPY billion



## The Company's components, equipment and key technologies in the semiconductor field

	Product	Segment	Key technologies		
			Beam control	Ultracold	Vacuum
Component	4KGM Cryocooler/ Cryopump	Mechatronics		◎	◎
	Vacuum robot				◎
Equipment	Laser annealing equipment	Industrial Machinery	◎		
	Ion implanter		◎		○
	Ion irradiation business		◎		○
	Superconducting magnet for MCZ			◎	○

Relationship with key technologies (◎: Close ○: Moderate)

## Reference information on each segment [1]

### <Mechatronics>

#### -Gear reducer business : Sales contribution ratio by model (approximate numbers)

	Gear motor (middle size)	Gear box (large size)	For use in precision equipment (MCD)	Service	Electric control	Total
FY2025-1Q	40%	20%	10%	10%	20%	100%
FY2024	40%	20%	10%	10%	20%	100%

### <Industrial Machinery>

#### -Sales mix of injection molding machines by segment (approximate numbers)

	Electric and electronic product-related	Automobile	foods, containers, miscellaneous goods	Others	Total
FY2025-1Q	20%	15%	50%	15%	100%
FY2024	15%	20%	50%	15%	100%

## Reference information on each segment [2]

### <Logistics & Construction>

#### - Hydraulic excavators: demand by region/changes in sales (approximate numbers)

\*Only foreign capital

Unit: 10,000 units (upper row) JPY billion (lower row)		North America	Europe	Asia (Excluding China)	China*	Japan	Others	Total
FY2025	Demand forecast	3.9	2.9	2.6	1.3	2.0	-	
	Net sales    1Q	10.4	2.1	7.3	1.8	16.9	2.0	40.5
FY2024	Demand	3.9	2.9	2.3	1.1	2.3	-	
	Net sales    1Q	19.2	4.1	7.2	1.1	21.5	2.1	55.1
	Net sales    Full year	63.6	12.2	37.0	5.4	91.2	12.2	221.5

#### - Industrial cranes: order mix by segment (approximate numbers)

	Electricity	Steel	Shipbuilding	Ports	Others	Total
FY2025-1Q	0%	0%	100%	0%	0%	100%
FY2024	25%	35%	35%	0%	5%	100%

#### - Mobile crane business: (Domestic) business performance (approximate numbers)

	FY2024		FY2025	
	Actual 1Q	Actual Full year	Actual 1Q	Forecast Full year
Unit: JPY billion				
Orders	8.0	39.0	12.0	38.0
Sales	9.0	44.0	9.0	43.0

# Sales by Regional Segment

<Exchange rate: JPY153 per US dollar> :Unit JPY billion		Actual FY2025-1Q														
		North America		Europe		Asia (Excluding China)		China		Others		Overseas total		Japan		Total sales
Mechatronics		14.0		13.2		8.7		6.5		4.5		46.9		17.6		64.5
	(plastics machinery)	2.1		4.9		3.0		6.1		1.4		17.4		4.0		21.4
Industrial Machinery		3.7		5.2		4.8		11.7		1.5		26.8		21.8		48.6
	(hydraulic excavators)	10.4		2.1		7.3		1.8		2.0		23.6		16.9		40.5
Logistics & Construction		29.6		2.4		9.2		1.8		2.3		45.3		36.2		81.5
Energy & Lifeline		2.0		6.8		3.8		0.5		3.1		16.3		28.6		44.9
Others		-		-		-		0.0		-		0.0		1.9		1.9
Total / Sales ratio (%)		49.2	20	27.6	11	26.6	11	20.6	9	11.4	5	135.5	56	106.1	44	241.5
<Exchange rate: JPY149 per US dollar> Unit: JPY billion		Actual FY2024-1Q														
		North America		Europe		Asia (Excluding China)		China		Others		Overseas total		Japan		Total sales
Mechatronics		13.2		14.1		7.6		5.7		4.5		45.2		16.9		62.1
	(plastics machinery)	2.0		4.5		2.2		4.8		1.4		14.9		5.4		20.3
Industrial Machinery		2.6		4.8		6.7		12.8		1.4		28.2		25.6		53.8
	(hydraulic excavators)	19.2		4.1		7.2		1.1		2.1		33.6		21.5		55.1
Logistics & Construction		38.0		4.9		9.2		1.1		2.7		56.0		38.4		94.5
Energy & Lifeline		3.6		8.1		3.7		0.1		3.4		18.9		23.9		42.9
Others		-		-		-		0.0		-		0.0		1.6		1.6
Total / Sales ratio (%)		57.5	23	32.0	13	27.2	11	19.8	8	12.0	5	148.3	58	106.5	42	254.8



All forward-looking statements regarding the company's future performance are based on information currently available to Sumitomo Heavy Industries and determined subjectively. Future performance is not guaranteed and all information related to future performance contained herein is subject to changes in business environments.