

## Results for FY2022

During FY2022, the global economy was affected by COVID-19 infections and demand remained sluggish in China. In other overseas regions, demand gradually slowed down in the second half of the fiscal year due to inflation and other factors, but growth was maintained in Europe and the US. In Japan, however, demand remained generally weak due to the impact of the slowdown in China and low factory utilization rates, particularly for automotive-related products.

In this economic environment, MISUMI Group is leveraging its unique Business MODEL, which encompasses manufacturing and distribution businesses. By advancing the business foundation that supports these businesses globally, we are contributing to industries related to automation demand, particularly the manufacturing industry, by responding to customers' needs for reliable and quick delivery. Despite our efforts to accurately anticipate customer demand by leveraging our solid business foundation in IT, production, and logistics, and our global network of locations, the business was severely affected by the lockdown in China at the beginning of the period and weak global demand for capital investment in the second half of the year. As a result, despite the slowdown in demand, consolidated

net sales for FY2022 were ¥373,151 million (1.9% increase year-on-year) due partly to the impact of foreign exchange rate effects.

By segment, the FA business continued to grow in Europe and the US, but demand in China and Japan was weak, with net sales of ¥121,932 million (2.2% increase year-on-year). The Die Components business experienced sluggish growth particularly in China and Asia, due to delays in investment in automotive-related equipment and reduced factory operations worldwide. Net sales were ¥79,125 million (5.3% increase year-on-year). In the VONA business, in Europe and the US, strong demand for EV-related products continued to drive growth, while in China and Japan, the impact of low factory utilization rates and other factors led to a significant decline in demand. As a result, net sales were ¥172,093 million (0.2% increase year-on-year).

In terms of profit, operating income was 46,615 million yen (10.7% decrease year-on-year) and ordinary income was ¥47,838 million yen (8.9% decrease year-on-year) due to a decrease in sales volume and an increase in expenses related to the introduction of a new core system. Net income attributable to owners of parent totaled ¥34,282 million yen (8.7% decrease year-on-year).

## Forecast for FY2023

In FY2023,<sup>\*1</sup> sales are forecast at ¥396.0 billion, operating income at ¥51.0 billion, and net income attributable to owners of the parent at ¥37.8 billion.

As for dividends, we have set the dividend payout ratio at 25%, considering the expansion of our management

base, the strengthening of our financial position, and the improvement of capital efficiency. For FY2023,<sup>\*2</sup> we anticipate an annual dividend of ¥33.22 per share. This will be an increase of ¥3.08 (+10.2%) year on year and represents a record high.

<sup>\*1</sup> Subsequently, we revised the results forecast on July 28, 2023 (sales of ¥377.0 billion, operating income of ¥42.8 billion, and net income attributable to owners of the parent of ¥30.5 billion)  
<sup>\*2</sup> Subsequently, we revised the dividend forecast on July 28, 2023 (annual dividend of ¥27.10 per share)

At a meeting held on April 27, 2023, the Board of Directors resolved matters relating to a share repurchase in accordance with the provisions of Article 156 of the Companies Act, applied pursuant to Article 165, Paragraph 3 of the same Act. The relevant share repurchase was completed on July 11, 2023.

### Share repurchases

With respect to share repurchases, we intend to have the flexibility to repurchase shares depending on our cash reserves, growth investment opportunities, stock market trends and other conditions. The purpose of this share repurchase is to enhance shareholder returns and implement a flexible capital policy. A total of 3,180,300 shares were repurchased for ¥9,999,551,677 during the period from May 1, 2023 to July 11, 2023.

### Details of matters relating to the repurchase (resolved on April 27)

Maximum total amount of repurchase: ¥10.0 billion  
 Maximum number of shares to be repurchased: 4,000,000  
 Repurchase period: From May 1, 2023 to July 31, 2023

## Aiming for sustainable growth by further refining “globally reliable, quick delivery”

In FY2023, the global economy and the Japanese economy are expected to continue to face an uncertain business environment amid structural changes in the post-Corona market and shifts toward regional blocs in the global supply chain. However, in the industrial sector, there are high expectations that demand for automation will continue to increase globally, as various social issues are addressed.

To meet these customer needs, we will continue to advance our IT, production, and logistics business

foundations and further refine our “globally reliable, quick delivery.” In addition, we will focus on regions, businesses and services with higher growth potential and profitability, and strive to innovate MISUMI’s Business MODEL in anticipation of the changes in the competitive environment and geopolitical risks, among others.

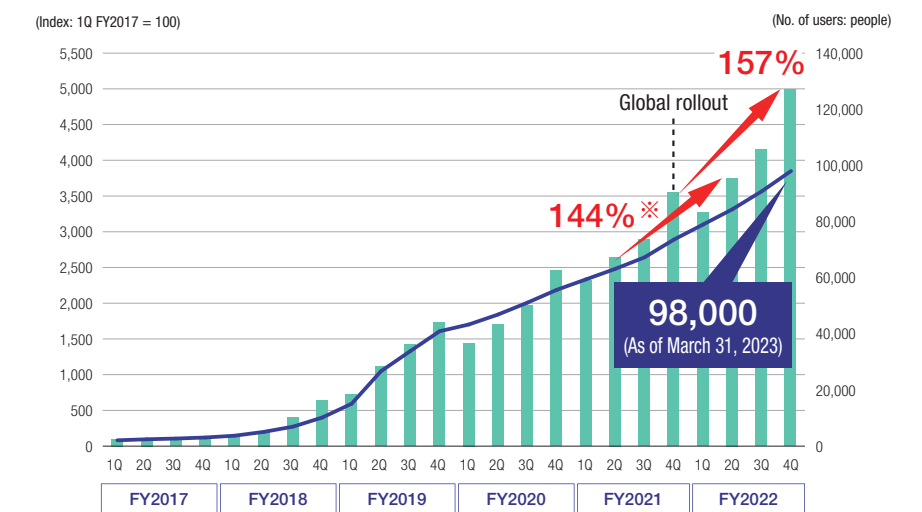
Principal initiatives for FY2023 are shown below.

## Accelerating the global rollout of meviy

The global rollout of “meviy,” a service that enables immediate quotation and as fast as 1-day shipment by simply uploading product design data (3D-CAD data), is progressing smoothly. This development, which began in Europe at the end of FY2021, moved on to the U.S. in FY2022, with a full-scale rollout in China and South Korea planned in FY2023. Both sales and the number of users continue to grow, expanding to 98,000 users globally as of March 31, 2023. The sales per customer is also steadily increasing. We are working on enhanced functionality and have started supporting 2D drawings, which account for approximately 40% of the market needs. We will continue striving to further improve “customers’ time

value” through expansion and overseas reinforcement of our product areas.

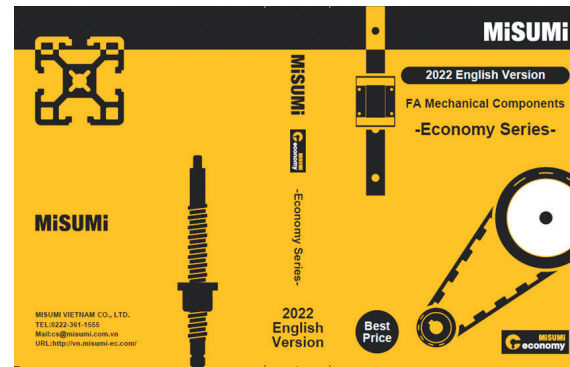
### Scale of global meviy sales / cumulative number of users



\*Services ended in FY2020 for die components and in April 2023 for rapid prototyping

## Responding to diverse needs by boosting our unique product strength

Based on the further expansion of demand for mid-range products, anticipated primarily in regions such as China and Asia, we are strengthening our offerings of highly competitive “Economy Series” originating in China. In FY2023, we aim to continue to enhance our product lineup, providing a wider range of choices to meet the diverse needs of our customers. We plan to follow market penetration in China, Asia, and Japan with expansion into the Americas and Europe.



## New logistics and production sites launched in China to further expand our customer base

We are making efforts to heighten our competitive advantages in China, a market of utmost importance, given its expanding demand for automation. We will set up new logistics and production sites in East and South China, which have large concentrations of customers, and reinforce our response capabilities in each of those regions. We will construct a new logistics site in Shanghai with a land area of approximately 40,000 m<sup>2</sup> and a warehousing capacity equivalent to approximately 2.5 times our current capacity, with construction scheduled to begin in the second half of FY2023. A new production site with a total floor area of approximately 30,000 m<sup>2</sup> will be established in Foshan, Guangdong Province, with operation planned to commence in the first half of FY2025.

East China

### New logistics site

- Location: Shanghai
- Land area: Approx. 40,000 m<sup>2</sup> (including office space)
- Operational start: Second half of FY2023

South China

### New production site

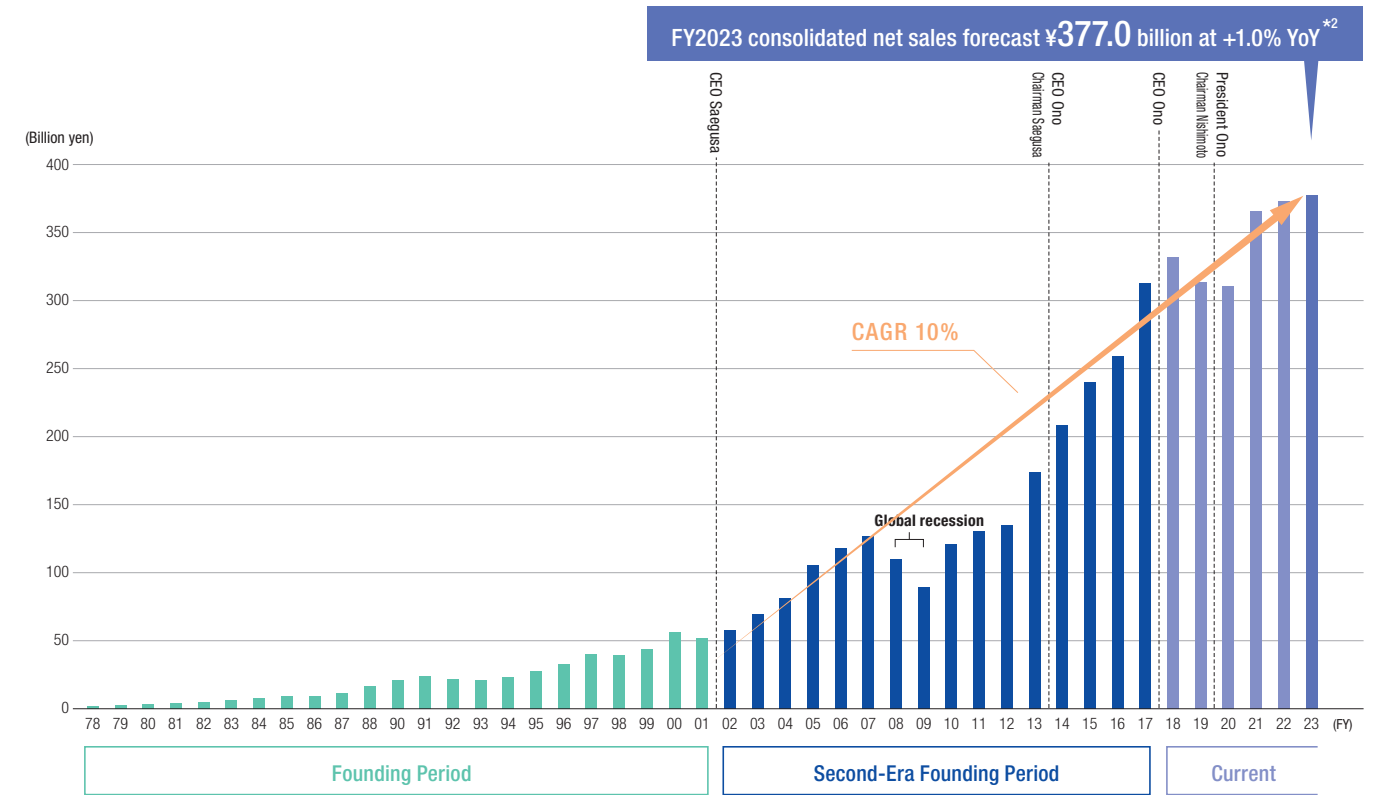
- Location: Foshan, Guangdong Province
- Total floor area: Approx. 30,000 m<sup>2</sup>
- Operational start: First half of FY2025

## Draw up region-specific growth strategies and aim for the next high growth leveraging our strength of globally reliable, quick delivery

The Group is continually strengthening and enhancing its products and services while innovating our business foundation in the pursuit of thorough revenue management. In addition to aiming for our next high-growth stage through

our strengths in globally reliable and quick delivery, we will accelerate “MODEL innovation in each region” to meet each region’s unique requirements. We look forward to your continued support.

Sales of MISUMI Group (Consolidated)\*1



\*1 FY1989 is omitted due to a change in the fiscal year end.  
\*2 The results forecast was revised on July 28, 2023

**Kosuke Nishimoto**, Representative Director and Chairman  
**Ryusei Ono**, Representative Director and President