

Tokyo Stock Exchange, Standard Market

Stock code: 6405

Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2026



February 13, 2026 | Suzumo Machinery Co., Ltd.

Contents

1. Overview of Q3 FY03/26 Consolidated Financial Results Pages 3–14
 - ✓ Performance summary
 - ✓ Year-on-year performance
 - ✓ Breakdown of domestic and overseas sales
 - ✓ Quarterly sales in domestic and overseas businesses
 - ✓ Domestic business: Own-machine sales by customer category
 - ✓ Overseas business: Sales by region
 - ✓ Year-on-year change in operating profit
 - ✓ Net sales and operating profit
 - ✓ Consolidated balance sheet

Overview of Q3 FY03/26 Consolidated Financial Results

Q3 FY03/26: Performance summary

Net sales		Operating profit		■ YoY change (%)
11,272 million yen	Domestic	7,365 million yen	430 million yen	
-6.6%		-10.4%	-75.1%	
	Overseas	3,907 million yen	OPM	
		+1.7%	3.8%	-10.5pp

■ Net sales

- Domestic sales declined primarily due to the completion of the replacement cycle among major chains. This was despite steady progress in new customer development, including the full-scale rollout of the Fuwarica rice-serving machine for major hotel chains beginning in Q2, as well as a recovery from the impact of elevated rice prices on operators, which had persisted since Q4 of the previous fiscal year.
- Overseas, large-scale projects with major chains in North America were delayed versus plan. However, demand increased in East Asia, driven by the overseas expansion of Japanese companies, particularly major conveyor-belt sushi chains.

■ Operating profit/OPM

- Operating profit declined sharply due to lower net sales and increased SG&A expenses. SG&A expenses rose primarily as a result of upfront spending centered on human capital investment—including workforce expansion and HR system reforms—to build the business foundation under the medium-term management plan Next 2028, as well as unexpected costs associated with the dissolution of a capital and business alliance.

Q3 FY03/26: Year-on-year performance

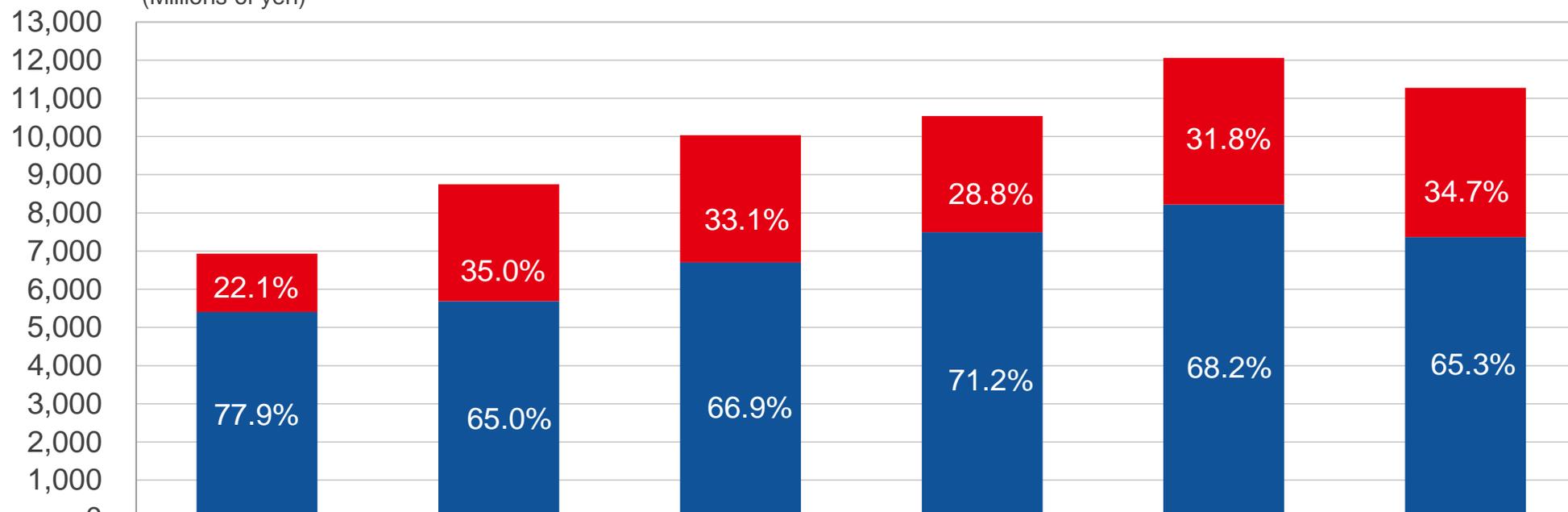
Millions of yen

	Q3 FY03/25	Q3 FY03/26		
	Results	Results	YoY change	YoY change (%)
Net sales	12,062	11,272	-790	-6.6%
Domestic	8,221	7,365	-855	-10.4%
Overseas	3,841	3,907	+65	+1.7%
Cost of sales	5,906	5,920	+14	+0.2%
Gross profit (Profit margin)	6,155 (51.0%)	5,351 (47.5%)	-804 (-3.5%)	-13.1%
SG&A expenses (SG&A ratio)	4,427 (36.7%)	4,920 (43.7%)	+492 (+7.0%)	+11.1%
Operating profit (Profit margin)	1,727 (14.3%)	430 (3.8%)	-1,297 (-10.5%)	-75.1%
Ordinary profit (Profit margin)	1,733 (14.4%)	424 (3.8%)	-1,308 (-10.6%)	-75.5%
Profit attributable to owners of parent (Profit margin)	1,237 (10.3%)	153 (1.4%)	-1,083 (-8.9%)	-87.6%

Q3 FY03/26: Breakdown of domestic and overseas sales

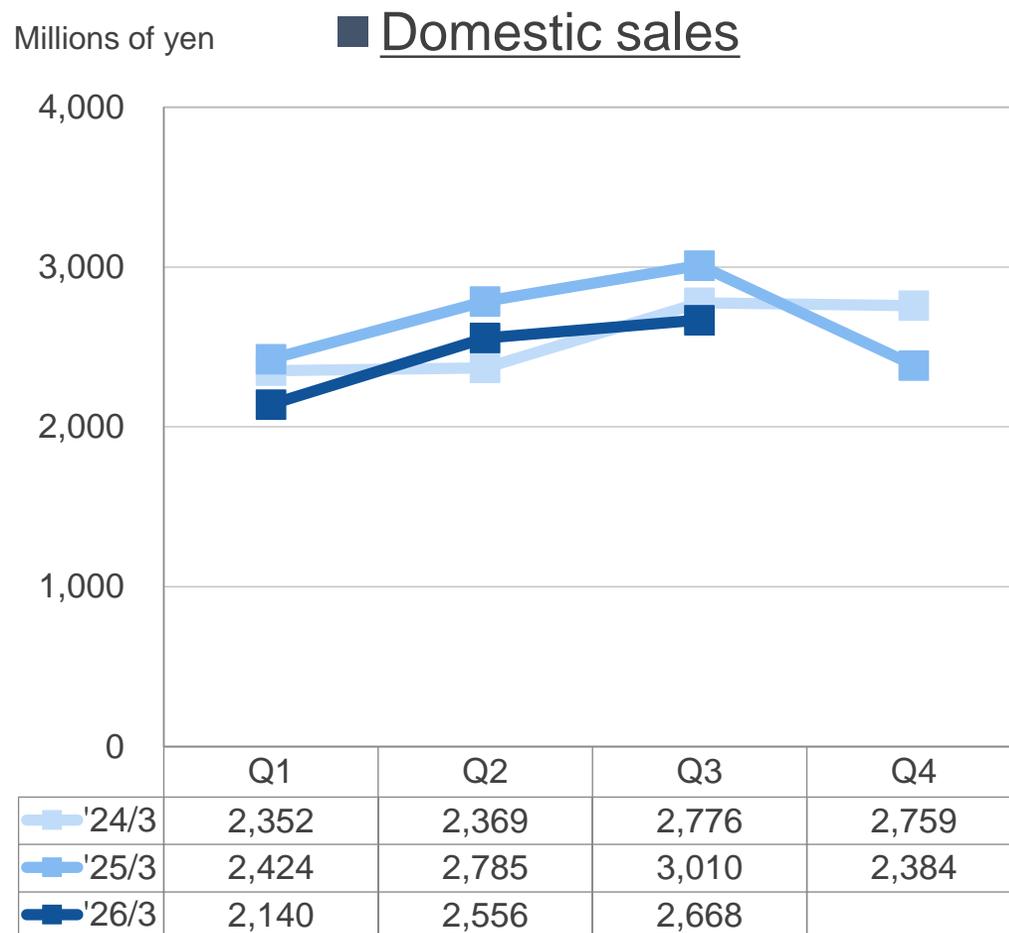
Net sales

(Millions of yen)



	Q3 FY03/21	Q3 FY03/22	Q3 FY03/23	Q3 FY03/24	Q3 FY03/25	Q3 FY03/26
Overseas	1,534	3,062	3,325	3,037	3,841	3,907
Domestic	5,401	5,685	6,707	7,498	8,221	7,365

Q3 FY03/26: Domestic sales (quarterly results)



Overview of domestic operations

[External environment]

- Demand for labor-saving solution remained firm, against the backdrop of labor shortages and rising labor costs.
- The impact of elevated rice prices—which have persisted since Q4 of the previous fiscal year—on business operators, including the postponement of capital investment plans, is gradually easing.

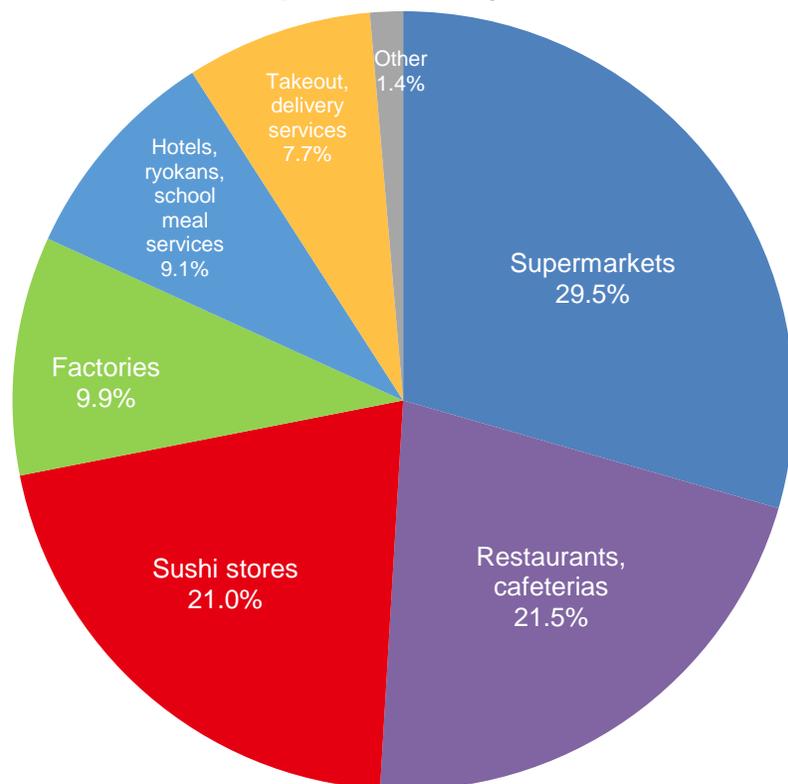
[Sales trends]

- Sales declined despite progress in new customer development for the Fuwarica rice-serving machine, due to the completion of the replacement cycle among major chains in the sushi and restaurant/cafe/terera segments, as well as a slowdown in expansion demand in the supermarket segment.
- We expect replacement demand for new sushi machines launched in September and November last year to expand from Q4 into the next fiscal year. Together with continued new customer acquisition for the Fuwarica rice-serving machine and expanded sales of solution-based products, this is expected to drive an increase in sales.

Q3 FY03/26: Domestic business Own-machine sales by customer category

■ Domestic business:

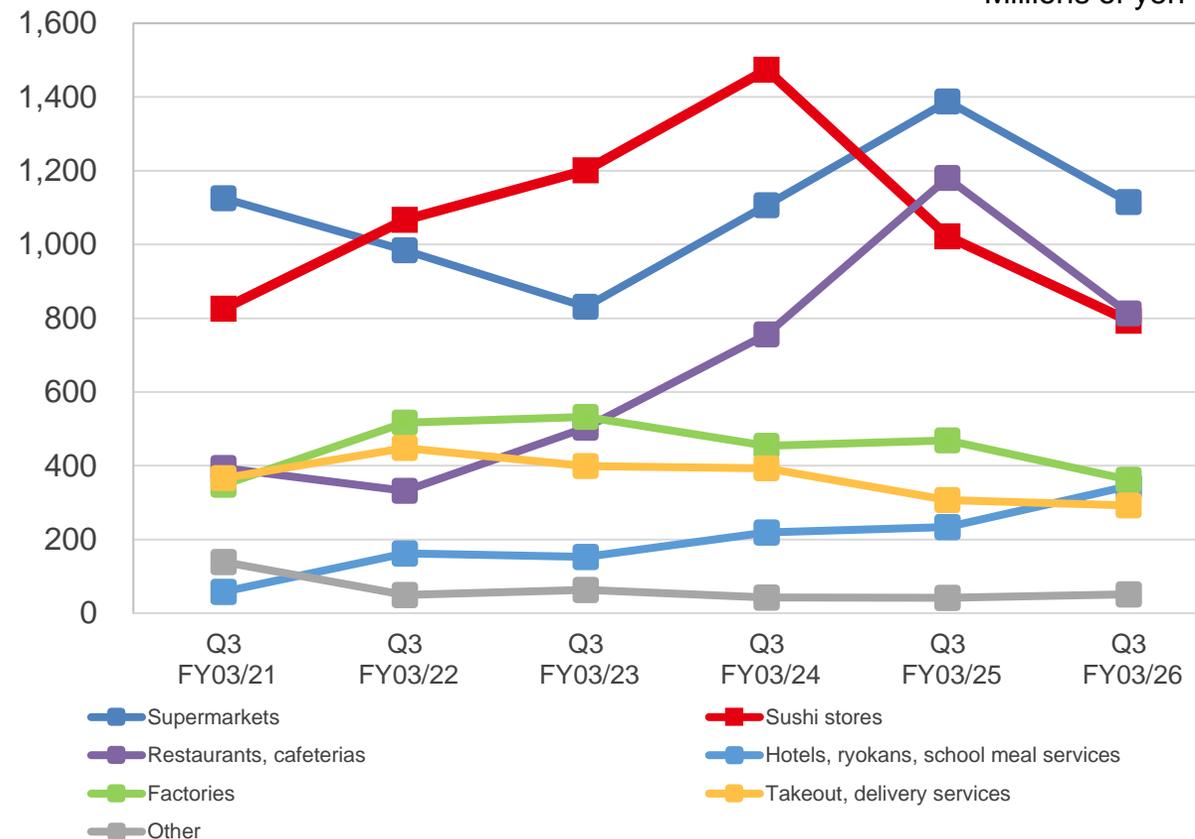
Sales breakdown by customer category
(Q3 FY03/26)



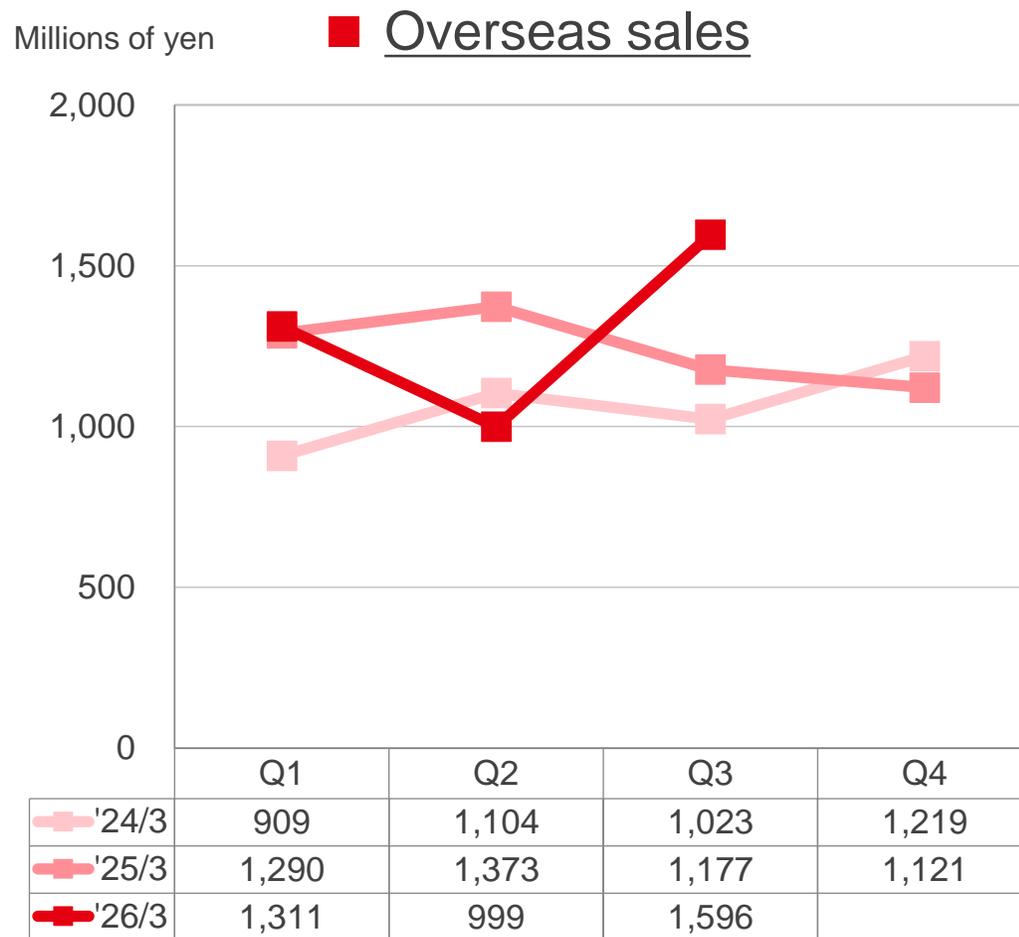
* Calculation of sales breakdown (%) by customer category is based on domestic own-machine sales.

■ Domestic business:
Sales by customer category

Millions of yen



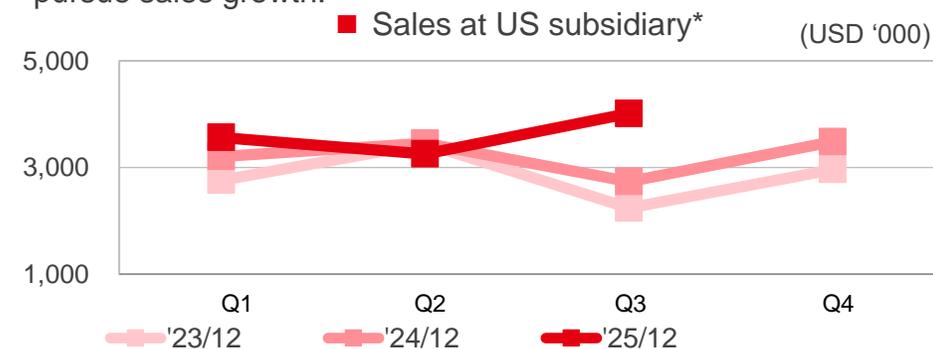
Q3 FY03/26: Overseas sales (quarterly results)



Overview of overseas operations

[Regional trends]

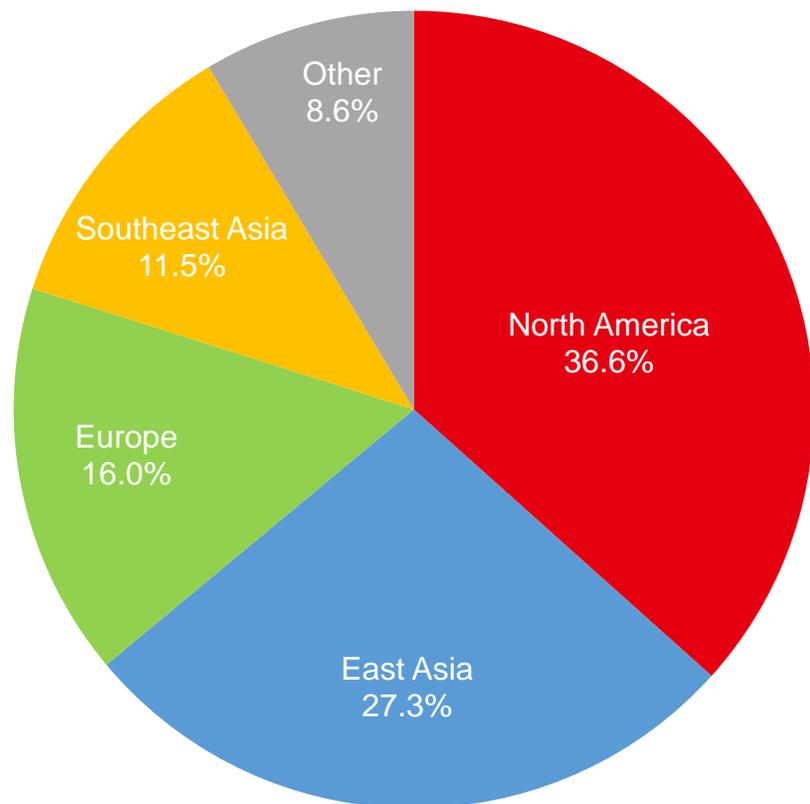
- In North America, demand for automation and labor-saving solutions remained at a high level. Among the large-scale projects for major chains that had been delayed versus plan, deliveries of onigiri molding machines to a takeout chain are expected to be largely completed by Q4.
- In East Asia, demand increased due to the overseas expansion of Japanese companies, particularly major conveyor-belt sushi chains. In Europe, performance is expected to improve, driven by expanded adoption of the newly launched roll sushi making machine with automatic rice sheet feeding function by sushi takeout chains, as well as progress in distributor restructuring. We will continue to pursue sales growth.



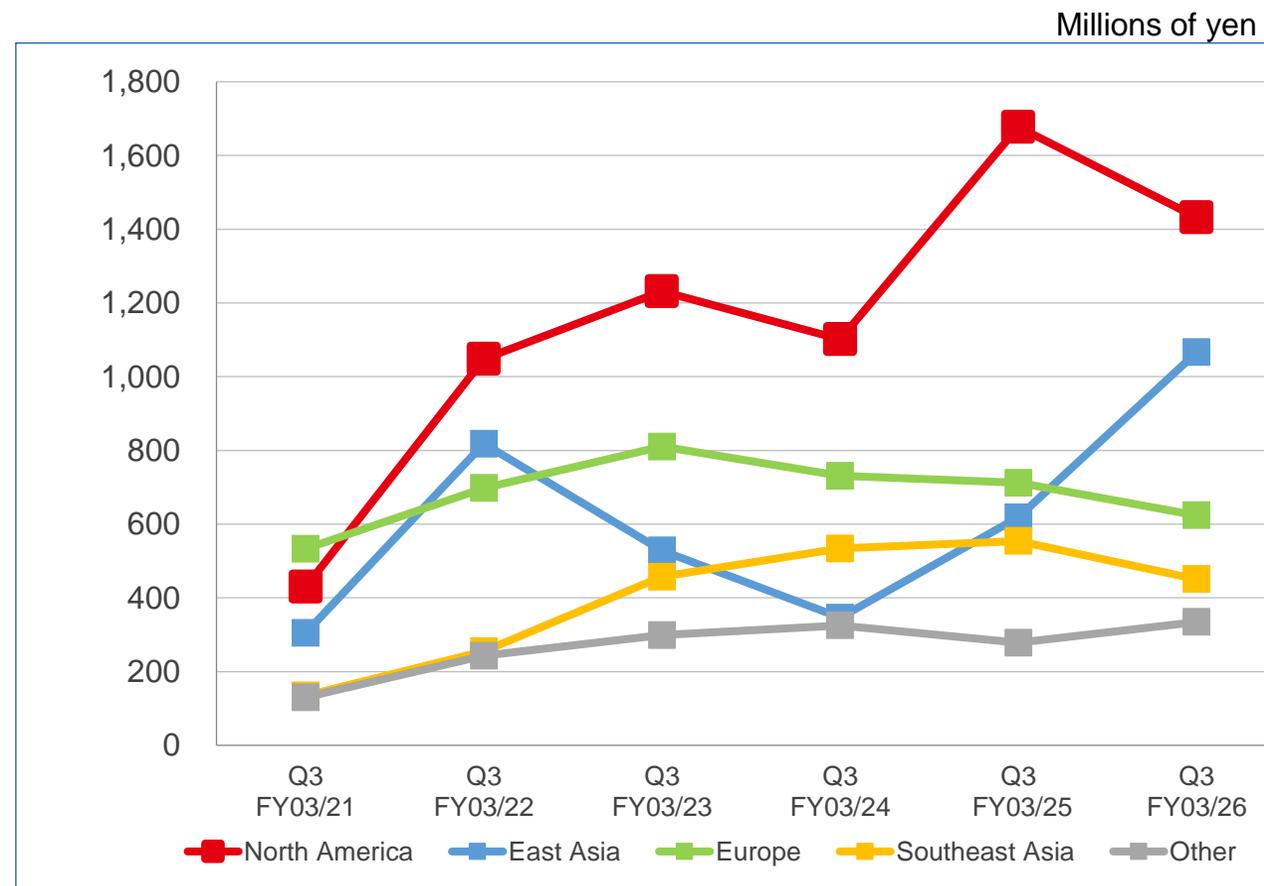
*The fiscal year of the US subsidiary ends in December.

Q3 FY03/26: Overseas business Sales by region

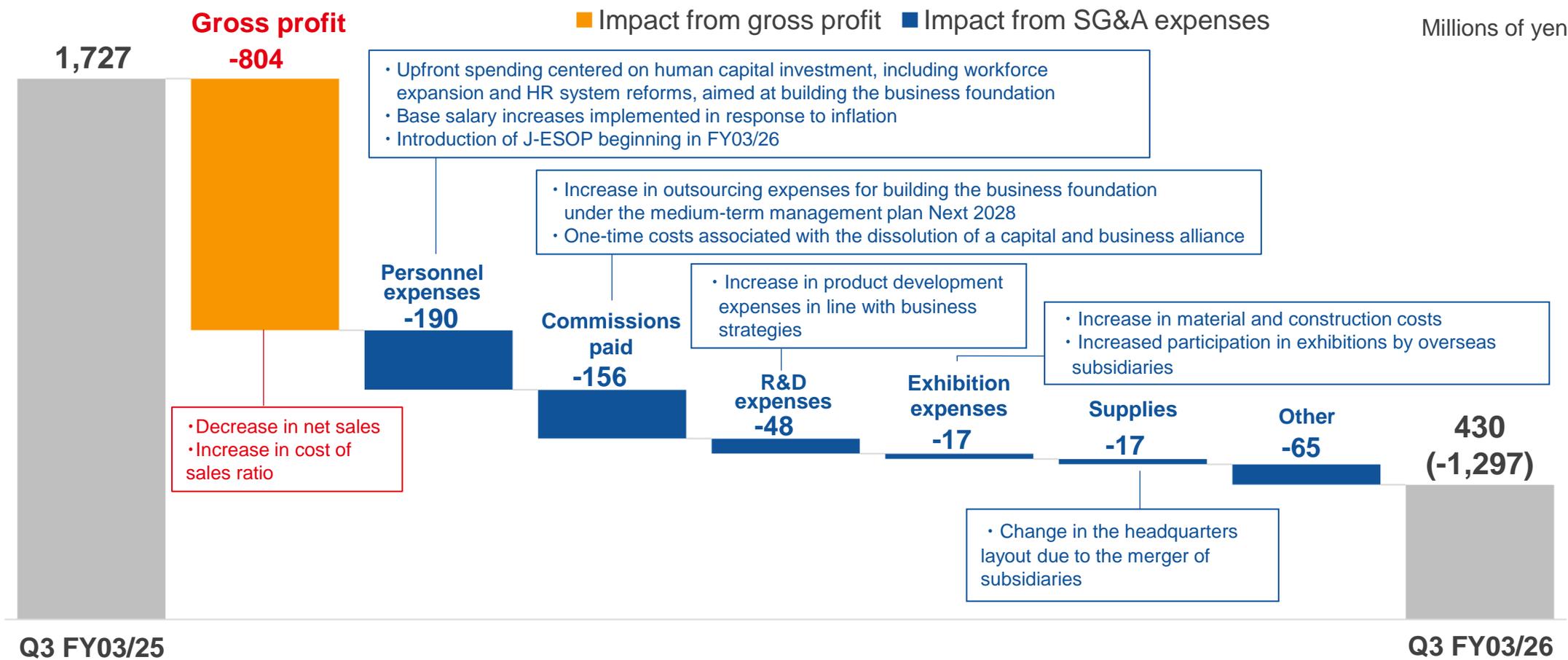
■ Overseas business:
Sales breakdown by region
(Q3 FY03/26)



■ Overseas business: Sales by region



Q3 FY03/26: Year-on-year change in operating profit

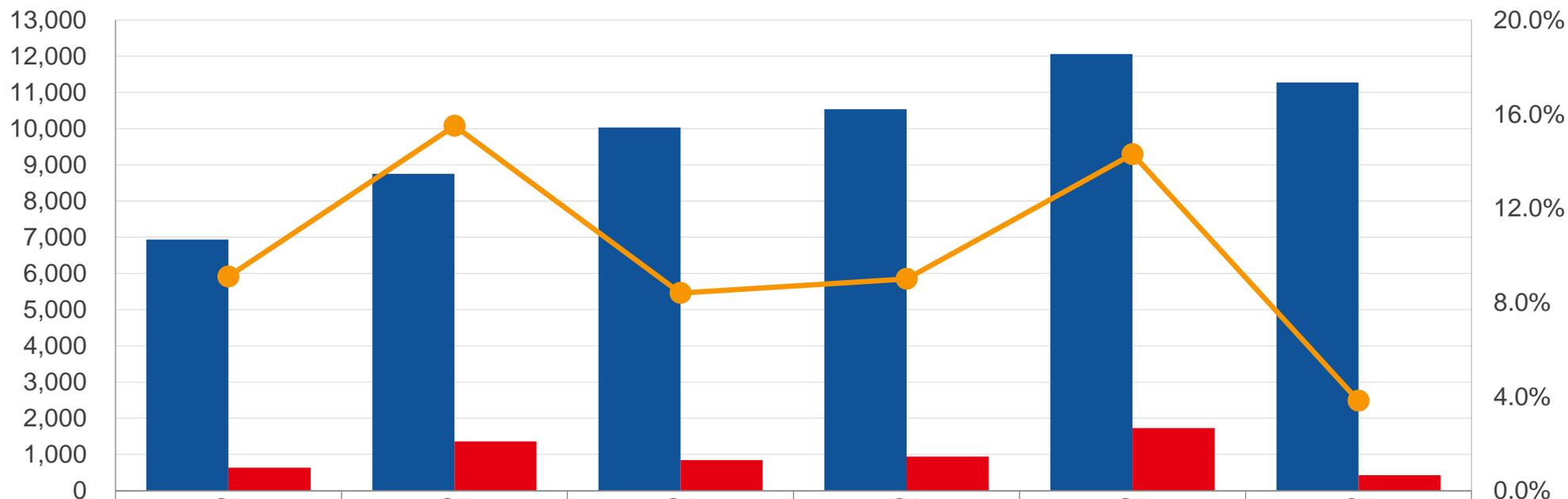


Q3 FY03/26: Net sales and operating profit

Net sales, operating profit

(Millions of yen)

Operating profit margin (OPM)



■ Net sales	6,935	8,747	10,033	10,535	12,062	11,272
■ Operating profit	634	1,358	842	945	1,727	430
● OPM	9.1%	15.5%	8.4%	9.0%	14.3%	3.8%

Q3 FY03/26: Consolidated balance sheet: Assets

Millions of yen

	As of March 31, 2025		As of December 31, 2025		YoY	
	Amount	% of total	Amount	% of total	YoY change	YoY change (%)
Current assets	10,841	55.7%	8,811	46.0%	-2,030	-18.7%
Cash and deposits	5,597	28.7%	2,621	13.7%	-2,975	-53.2%
Trade receivables	2,039	10.5%	2,368	12.4%	+329	+16.1%
Inventories	2,819	14.5%	3,165	16.5%	+346	+12.2%
Other	385	2.0%	655	3.4%	+270	+70.0%
Non-current assets	8,630	44.3%	10,362	54.0%	+1,731	+20.1%
Property, plant and equipment	7,028	36.1%	8,623	45.0%	+1,595	+22.7%
Intangible assets	518	2.7%	591	3.1%	+73	+14.1%
Investments and other assets	1,084	5.6%	1,146	6.0%	+62	+5.8%
Total assets	19,471	100.0%	19,173	100.0%	-298	-1.5%

Q3 FY03/26: Consolidated balance sheet: Liabilities and net assets

Millions of yen

	As of March 31, 2025		As of December 31, 2025		YoY	
	Amount	% of total	Amount	% of total	YoY change	YoY change (%)
Total liabilities	3,502	18.0%	6,762	35.3%	+3,259	+93.1%
Current liabilities	2,007	10.3%	3,330	17.4%	+1,322	+65.9%
Non-current liabilities	1,494	7.7%	3,431	17.9%	+1,936	+129.6%
Total net assets	15,969	82.0%	12,411	64.7%	-3,557	-22.3%
Shareholders' equity	15,423	79.2%	11,980	62.5%	-3,442	-22.3%
Total accumulated other comprehensive income	505	2.6%	394	2.1%	-110	-21.8%
Non-controlling interests	39	0.2%	35	0.2%	-4	-11.0%
Total liabilities and net assets	19,471	100.0%	19,173	100.0%	-298	-1.5%

SUZUMO

**For inquiries regarding investor relations, media appointments, etc.,
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Forward-looking statements in this document, including outlook on future performance and other projections, reflect the Company's assessment based on currently available information, and may be affected by latent risks and uncertainties. Therefore, actual results may differ significantly due to changes in various factors.