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## Brief Report on the Settlement of Accounts (Consolidated) for the Business Year Ended March 31, 2023 (J-GAAP)

May 9, 2023

Name of Listed Company: **Daikin Industries, Ltd.**

Listed on TSE

Code No.: 6367

(URL: <https://www.daikin.co.jp/>)

Representative: Masanori Togawa, President and CEO

Contact: Motoshi Hosomi,

General Manager of the Corporate Communication Department of the Head Office

(Tel.: +81-6-6147-9925)

Planned date of Ordinary General Meeting of Shareholders: June 29, 2023

Planned date of start of dividend payment: June 30, 2023

Planned date of the filing of securities report: June 29, 2023

Preparation of supplementary explanatory materials for the settlement of accounts: Yes

Holding briefings on the settlement of accounts: Yes (for institutional investors and analysts)

### 1. Consolidated Business Results for the Fiscal Year Ended March 31, 2023

(From April 1, 2022, to March 31, 2023)

#### (1) Consolidated Business Results

Note: Amounts less than one million yen are truncated.  
Percentages indicate year-over-year increases/decreases.

| Fiscal Year ended | Net sales       |      | Operating profit |      | Ordinary profit |      | Profit attributable to owners of parent |      |
|-------------------|-----------------|------|------------------|------|-----------------|------|---|------|
|                   | Millions of yen | %    | Millions of yen  | %    | Millions of yen | %    | Millions of yen                         | %    |
| March 31, 2023    | 3,981,578       | 28.1 | 377,032          | 19.2 | 366,245         | 11.8 | 257,754                                 | 18.4 |
| March 31, 2022    | 3,109,106       | 24.7 | 316,350          | 32.6 | 327,496         | 36.3 | 217,709                                 | 39.3 |

Note: Comprehensive income was ¥354,228 million (-3.3%) for the fiscal year ended March 31, 2023, and ¥366,141 million (28.5%) for the fiscal year ended March 31, 2022.

| Fiscal Year ended | Earnings per share | Diluted earnings per share | Ratio of earnings for the fiscal year to shareholders' equity | Ratio of ordinary profit to total assets | Operating margin |
|-------------------|--------------------|----------------------------|---|--|------------------|
|                   | Yen                | Yen                        | %   | %  | %                |
| March 31, 2023    | 880.59             | 880.05                     | 12.3  | 9.0                                      | 9.5              |
| March 31, 2022    | 743.88             | 743.46                     | 12.0  | 9.3                                      | 10.2             |

(Reference) Equity in earnings of affiliates was ¥1,697 million for the fiscal year ended March 31, 2023, and ¥1,401 million for the fiscal year ended March 31, 2022.

#### (2) Consolidated Financial Position

| As of                | Total assets    | Net assets      | Equity ratio | Net assets per share |
|----------------------|-----------------|-----------------|--------------|----------------------|
|                      | Millions of yen | Millions of yen | %            | Yen                  |
| As of March 31, 2023 | 4,303,682       | 2,279,095       | 51.9         | 7,635.27             |
| As of March 31, 2022 | 3,823,038       | 2,007,149       | 51.5         | 6,726.45             |

(Reference) Equity capital was ¥2,235,030 million as of March 31, 2023, and ¥1,968,726 million as of March 31, 2022.

### (3) Consolidated Cash Flows

|                   | Cash flows from operating activities | Cash flows from investing activities | Cash flows from financing activities | Cash and cash equivalents at end of period |
|-------------------|--------------------------------------|--------------------------------------|--------------------------------------|--|
| Fiscal Year ended | Millions of yen                      | Millions of yen                      | Millions of yen                      | Millions of yen                            |
| March 31, 2023    | 158,896                              | (229,793)                            | (113,088)                            | 548,242                                    |
| March 31, 2022    | 245,071                              | (180,789)                            | (48,698)                             | 717,802                                    |

### 2. Dividends

|  | (Annual) Dividend per share |        |        |          |        | Total cash dividends for the fiscal year (Total) | Dividend payout ratio (Consolidated) | Ratio of dividends to net assets (Consolidated) |
|--|-----------------------------|--------|--------|----------|--------|--|--------------------------------------|---|
|  | 1Q-end                      | 2Q-end | 3Q-end | Year-end | Total  |  |                                      |   |
| Fiscal Year ended                            | Yen                         | Yen    | Yen    | Yen      | Yen    | Millions of yen                                  | %                                    | %   |
| March 31, 2022                               | —                           | 90.00  | —      | 110.00   | 200.00 | 58,536   | 26.9                                 | 3.2   |
| March 31, 2023                               | —                           | 100.00 | —      | 140.00   | 240.00 | 70,254   | 27.3                                 | 3.3   |
| Fiscal Year ending March 31, 2024 (forecast) | —                           | 120.00 | —      | 120.00   | 240.00 |  | 26.6                                 |   |

### 3. Consolidated Business Forecast for the Fiscal Year Ending March 31, 2024

(From April 1, 2023, to March 31, 2024)

Note: Percentages indicate year-over-year increases/decreases.

|            | Net sales       |     | Operating profit |     | Ordinary profit |      | Profit attributable to owners of parent |      | Earnings per share |
|------------|-----------------|-----|------------------|-----|-----------------|------|---|------|--------------------|
|            | Millions of yen | %   | Millions of yen  | %   | Millions of yen | %    | Millions of yen                         | %    | Yen                |
| First half | 2,090,000       | 3.5 | 227,000          | 2.4 | 218,000         | -2.1 | 150,000                                 | -4.1 | 512.43             |
| Full year  | 4,100,000       | 3.0 | 400,000          | 6.1 | 380,000         | 3.8  | 264,000                                 | 2.4  | 901.87             |

#### \*Notes

##### (1) Changes in Significant Subsidiaries during the Period: Yes

(Changes in specified subsidiaries resulting in change in scope of consolidation)

Newly included: 1 company (Daikin Air Conditioning (Huizhou) Co., Ltd.)

##### (2) Changes in Accounting Policies, Changes in Accounting Estimates, and Retrospective Restatement

(i) Changes in accounting policies relating to revisions to accounting standards, etc.: None

(ii) Changes in accounting policies other than (i) above: Yes

(iii) Changes in accounting estimates: None

(iv) Retrospective restatement: None

##### (3) Number of Shares Issued (common stock)

(i) Number of shares issued at end of period (including treasury shares)

As of March 31, 2023 293,113,973 shares

As of March 31, 2022 293,113,973 shares

(ii) Number of treasury shares at end of period

As of March 31, 2023 389,416 shares

As of March 31, 2022 429,774 shares

(iii) Average number of shares outstanding during the period

Fiscal Year Ended March 31, 2023 292,708,118 shares

Fiscal Year Ended March 31, 2022 292,666,743 shares

(Reference) Summary of Non-Consolidated Business Results for the Fiscal Year Ended March 31, 2023  
(From April 1, 2022, to March 31, 2023)

(1) Non-Consolidated Business Results

Note: Percentages indicate year-over-year increases/decreases.

| Fiscal Year ended | Net sales       |      | Operating profit |       | Ordinary profit |       | Profit          |      |
|-------------------|-----------------|------|------------------|-------|-----------------|-------|-----------------|------|
|                   | Millions of yen | %    | Millions of yen  | %     | Millions of yen | %     | Millions of yen | %    |
| March 31, 2023    | 763,994         | 12.0 | 47,382           | -21.1 | 146,822         | -14.0 | 142,775         | -7.2 |
| March 31, 2022    | 681,899         | 21.1 | 60,048           | 68.3  | 170,705         | 69.6  | 153,800         | 75.3 |

| Fiscal Year ended | Earnings per share | Diluted earnings per share |
|-------------------|--------------------|----------------------------|
|                   | Yen                | Yen                        |
| March 31, 2023    | 487.77             | 487.47                     |
| March 31, 2022    | 525.51             | 525.20                     |

(2) Non-Consolidated Financial Position

| As of                | Total assets    | Net assets      | Equity ratio | Net assets per share |
|----------------------|-----------------|-----------------|--------------|----------------------|
|                      | Millions of yen | Millions of yen | %            | Yen                  |
| As of March 31, 2023 | 1,728,916       | 1,094,842       | 63.1         | 3,729.47             |
| As of March 31, 2022 | 1,814,520       | 1,021,203       | 56.1         | 3,480.34             |

(Reference) Equity capital was ¥1,091,725 million as of March 31, 2023, and ¥1,018,656 million as of March 31, 2022.

**The Brief Report on the Settlement of Accounts is outside the scope of audit by a certified public accountant or an audit corporation.**

**Explanation about the Appropriate Use of the Business Forecast and Other Noteworthy Points**

- The business forecasts are based on information currently available to Daikin Industries, Ltd. (the “Company”) and certain assumptions that are deemed reasonable. Actual results may differ significantly from these forecasts. For the basis of presumption of the business forecast and the notes on its use, please refer to “(4) Business Forecast for the Future” of “1. Overview of Operating Results, etc.”
- The Company plans to hold a briefing on business results for institutional investors and analysts on Wednesday, May 10, 2023. Documents and materials distributed in this briefing are posted on the Company’s website ([https://www.daikin.com/investor/library/results\\_materials](https://www.daikin.com/investor/library/results_materials)).

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## 1. Overview of Operating Results, etc.

### (1) Overview of Operating Results for the Fiscal Year Ended March 31, 2023

In the fiscal year ended March 31, 2023 (fiscal 2022), economic activities gradually normalized as the COVID-19 pandemic approached its end, but the prolonged Ukraine crisis, rising global inflation, and rapid interest rate hikes in Europe and the United States slowed the pace of the overall world economic recovery. In the U.S. economy, the favorable employment and income environment, brisk personal consumption of savings accrued during the COVID-19 pandemic, and increased energy-related exports supported the economy despite the drag placed on it by the ongoing high inflation rate and increases in policy interest rates. In the European economy, soaring energy prices produced by the prolonged Ukraine crisis continued to exert strong inflationary pressure, causing an economic slump. In Asia and emerging countries, there was a gradual economic recovery due to a resumption of personal consumption from the easing of activity restrictions and the recovery of services exports, but from fall onward rapidly rising inflation exerted downward pressure on the economy, slowing the pace of the recovery. In the Chinese economy, consumption and investment sentiment waned because of the prolonged zero-COVID policy, while exports fell due to a slowdown in the economies of Europe and the United States and lower factory operation rates. However, towards the end of the fiscal year, there were signs of recovery, led by domestic demand. In Japan, despite climbing energy prices and rising prices of goods due to the weak yen, the Japanese economy continued its gradual recovery, supported by a resumption of personal consumption due to the easing of activity restrictions, along with robust capital investment.

The Daikin Group strived to minimize the impact of environmental changes on its business activities while further expanding its sales and profitability in regions and businesses with strong performance by closely following the progress of each region and business and responding to issues flexibly. Specifically, we continued and strengthened our efforts for the following themes.

- Promote sales price policies by introducing differentiated products that meet the needs of the market and customers
- Strengthen sales and marketing capabilities in each business segment, including commercial air-conditioning equipment
- Promote variable cost reduction by pursuing further reductions in costs
- Implement logistics efficiency improvement measures to cope with further sharp rises in logistics expenses
- Streamline fixed costs while remaining attentive to both aggressive investment and improved profitability
- Strengthen procurement and supply capabilities, with a view to the next fiscal year and beyond
- Accelerate generation of results and profitability from corporate acquisitions and large-scale capital investments
- Strengthen personnel acquisition and personnel development through R&D and digitalization, etc.

In addition, we have taken changes in the world as opportunities to build a strong corporate structure and generate results by setting challenging themes that will lead to the next leap forward by leveraging the Group's strengths, such as accelerating the achievement of carbon neutrality, promoting solutions business, and utilizing digital technology.

The Daikin Group's net sales increased by 28.1% year over year to ¥3,981,578 million for the fiscal year under review. As for profits, operating profit increased by 19.2% to ¥377,032 million, ordinary profit increased by 11.8% to ¥366,245 million, and profit attributable to owners of parent increased by 18.4% to ¥257,754 million.

Operating results by business segment are as follows:

#### (i) Air-Conditioning and Refrigeration Equipment

Overall sales of the Air-Conditioning and Refrigeration Equipment segment increased by 28.3% year over year to ¥3,629,766 million. Operating profit increased by 14.9% to ¥324,452 million.

In the Japanese air-conditioning equipment market, there were moves toward a rally in capital investment as economic activity recovered, and commercial market demand rose year over year. On the other hand, residential market demand fell year over year as a result of the supply constraints from lockdowns in China and a rebound from last year's high demand from people staying at home. Against this backdrop, the Group strengthened its proposals in order to meet rising demand for energy-saving equipment, strove to maintain supply stability by building a robust supply chain, and worked to expand sales. In the commercial air-conditioning equipment market, we have increased proposals that provide both energy cost reductions and air quality improvement by combining the Group's air-conditioning systems, such as the "FIVE STAR ZEAS" and "VRV X" series with their high energy-saving performance, and the Group's ventilation and disinfection products, such as the "Heat Reclaim Ventilator" total heat exchanger unit and "UV Streamer Disinfection Unit." As a result of these efforts, net sales of commercial air-conditioning systems rose year over year. In the residential air-conditioning equipment market, we have expanded our approaches to users by leveraging the unique product appeal and high energy efficiency of room air conditioners including "Urusara X," which creates comfortable room environments through waterless humidification, air supply ventilation, and exhaust air ventilation, along with "risora," an air conditioner in which close attention was paid to

design. As a result of these efforts, net sales of residential air-conditioning systems increased year over year.

In the Americas, production and sales remained strong due to efforts to improve productivity despite problems such as tight supply for some models due to parts shortages. Market share for residential air-conditioning systems remained strong due to a strengthening of supply capabilities and sales efforts such as customer development. This was despite stagnating growth in industry demand from prolonged inflation and rising housing loan interest rates. Net sales were significantly higher year over year due to efforts to strengthen the sales network through acquisitions and the implementation of pricing policies. In the market for large buildings (Applied Systems), net sales significantly increased year over year amid strong market conditions due to the sales expansion of air-conditioning systems, where sales exceeded market growth rates, and the expansion of our service and solutions business, leveraging our newly acquired sales companies and system integrators.

In China, the Group's production and logistics were suspended in April and May due to a lockdown in Shanghai, leading to a delay in product supply and lower sales. However, following the lifting of the lockdown in June, production and logistics quickly resumed operation in full capacity, and sales for the first half of the fiscal year rose year over year. In the second half of the fiscal year, strict activity restrictions aimed at combating the spread of COVID-19 remained in effect, and when China abandoned its zero-COVID policy in December, a surge in new cases followed, causing the market to stop in December and January. Sales activity resumed in February before the number of new cases settled down, and March sales exceeded those of the previous fiscal year. Overall net sales rose year over year, due in part to the favorable effects of the exchange rate. In terms of profits, slowing sales affected profits, but the Group maintained the high level of profit that it has achieved to date by focusing on high value-added products and working to reduce costs and curb fixed costs. In the residential air-conditioning equipment market, amid the limitations on customer visits, the Group strengthened its online sales through the implementation of web strategies and the use of live broadcasts utilizing showrooms, primarily the Group's unique "PROSHOP" specialty shops. Furthermore, the Group worked to capture demand for replacements by leveraging customer centers and customer data. Customers are increasingly concerned about air and environmental issues, and we see energy-saving regulations and regulations regarding combustion heating, enacted due to carbon neutrality policies, as opportunities. We therefore strengthened our unique system sales and solution proposals by combining air-conditioning systems, indoor air quality (IAQ) improvement functions, total heat exchangers, and heat pump floor heating systems. In the commercial air-conditioning equipment market, the Group focused its efforts on infrastructure, government projects, and investment projects by major companies, for which demand is strong as the result of economic stimulus measures. In response to the promotion of carbon neutrality policies, the Group strengthened sales of energy solutions and air quality visualization products in the large-scale projects market, and, in the factory market, strengthened sales by focusing on approaches such as emphasizing power reduction using energy-saving air-conditioning systems. In the Applied Systems air-conditioning equipment market, the Group shifted management resources to growth fields such as infrastructure and semiconductor-related and also strengthened the repair and maintenance business.

In Asia and Oceania, sales remained strong in India, buoyed by economic growth, but in the other countries reduced consumer spending prompted by inflation, unseasonable weather, and other factors caused a slight slowdown in residential air-conditioning system sales from the second half of the fiscal year onward. However, as COVID-19 activity restrictions were eased, sales remained strong for commercial air-conditioning systems, where progress has been made in alleviating project delays. As a result of maintaining a stable supply of product despite tight supplies of electronic components and other parts, together with the implementation of pricing policies in each country, overall net sales were higher year over year for both residential use and commercial use.

In Europe, the business environment remained challenging due to various problems including soaring energy prices and high inflation resulting from the deteriorating Russia-Ukraine situation, and tight supply of components from China due to COVID-19. However, overall net sales were significantly higher year over year as a result of strengthened cooperation among production, sales, and supply divisions and efforts to enhance the sales capabilities of individual sales companies. In residential air-conditioning systems, the ongoing high energy prices produced new demand for room air conditioners with exceptional energy-saving performance for use in heating. Net sales rose year over year as a result of the reinforcement of sales by proposing such room air conditioners as heating products in countries such as Germany, the Netherlands, France, and Spain. In residential heat pump hot water heating systems, Italy announced in December that it would be downscaling its subsidy program, so demand fell during the second half of the fiscal year. However, in many other countries, sales maintained an expansionary trend, driven by demand for replacements of gas and oil boilers that was supported by subsidy programs backed by European Green Deal policies. To maximize the capture of demand, we strengthened our sales capabilities, including dealer development and support for subsidy applications, expanded our product lineup, and enhanced production and supply capabilities at our nearest factories. As a result of these efforts, net sales of residential heating systems were significantly higher year over year. In commercial air-conditioning systems, we were affected by supply delays due to tight supply of components, but with the easing and lifting of COVID-19 activity restrictions put in place by various countries, we steadily captured one-time pent-up demand for offices, stores, and the like. Investment slowed from the second quarter onward due to hikes in interest rates by the European Central Bank, but we maximized sales by reinforcing our activities to receive orders for medium- and small-scale projects. As a result, net sales of commercial air-conditioning

systems were higher year over year. In the refrigeration business, the business environment significantly declined due to caution among food chain supermarkets to invest in new stores and renovations, and net sales were lower year over year.

In the Middle and Near East and Africa, net sales significantly increased year over year, led by strengthened sales in the UAE, Saudi Arabia, and Egypt. In Turkey, sales expanded, driven by the Group's strength of quick delivery, in commercial air-conditioning systems with the start of local production. Economic activities temporarily slowed following the massive earthquake in southeastern Turkey in February, but net sales were significantly higher year over year.

In the filter business, the gradual demand recovery trend continued. In the United States, the Group strove to implement pricing policies, and sales grew significantly through the active use of distributors acquired in August. Efforts were also made to acquire new customers with the aim of expanding business for high-end commercial applications. Sales to engineering companies with strengths in the area of air-conditioning systems increased due to a rise in demand for environmentally-conscious systems, not only among developers, but also among customers. In Europe, sales were strong in high-end markets due to ongoing steady demand for energy conservation and air quality improvement, despite a gradual economic slowdown. In Asia, sales of high-performance filters rose due to vigorous semiconductor investment. Within Japan, sales of high-performance filters for the semiconductor market remained strong, as did sales of infection control products. The gas turbine and dust collection systems business also benefited from strong sales of dust collection systems in Europe, and net sales of the filter business overall were significantly higher year over year.

In the marine vessels business, marine container refrigeration units were affected by the impact of lockdowns in China and sales declined in April and May due to a decrease in production caused by parts shortages and logistics disruptions. As the impact of this sales decline was significant, unit sales declined year over year. However, due to factors such as an increase in sales of marine vessel air conditioners and refrigeration units, net sales of the marine vessels business overall increased year over year.

#### **(ii) Chemicals**

Overall sales of the Chemicals segment increased by 24.0% year over year to ¥263,416 million. Operating profit increased by 66.3% to ¥45,411 million.

Overall sales of fluorochemical products were significantly higher year over year due to robust demand in a wide range of fields, particularly semiconductors and automobiles, and the implementation of pricing policies against the backdrop of soaring raw material prices.

Net sales of fluoropolymers significantly increased year over year due to strong global demand for semiconductor and automotive-related applications. Net sales of fluoroelastomers were also significantly higher year over year due to strong demand, especially in the automotive field, and the implementation of pricing policies against the backdrop of soaring raw material prices.

Among specialty chemicals, demand for semiconductor etching agents remained strong, despite stagnant demand for anti-fouling surface coating agents and oil and water repellents. As a result, overall net sales of specialty chemicals increased year over year.

As for fluorocarbon gas, net sales were significantly higher year over year due to the implementation of pricing policies in response to soaring raw material prices.

#### **(iii) Other Divisions**

Overall sales of the "Others" segment increased by 29.6% year over year to ¥88,395 million. Operating profit increased by 8.0% to ¥7,182 million.

In the oil hydraulic equipment business, net sales of oil hydraulic equipment for industrial machinery significantly increased year over year due to increased sales in the Japanese market, especially for machine tools, as well as increased sales to Europe and the United States contributed by the company acquired in the fiscal year under review. In addition, net sales of oil hydraulic equipment for construction machinery and vehicles increased year over year due to increased sales to the Japanese and U.S. markets.

In the defense systems business, sales of oxygen concentrators and pulse oximeters (medical devices that can easily measure blood oxygen saturation without blood collection) decreased due to a decline in demand associated with COVID-19, and net sales fell year over year.

In the electronics business, sales remained strong for "SpaceFinder," a database system for design and development sectors in line with customer needs such as solutions for quality issues, shortened design and development periods, and support for cost reductions, as well as for "Smart Innovator" and facility CAD systems. However, net sales decreased year over year due to decreased sales of CG creation software for the game market.

## (2) Overview of Financial Position for the Fiscal Year Ended March 31, 2023

Total assets increased by ¥480,644 million from the end of the previous fiscal year to ¥4,303,682 million.

Current assets increased by ¥261,459 million from the end of the previous fiscal year to ¥2,427,082 million, mainly due to an increase in merchandise and finished goods.

Non-current assets increased by ¥219,185 million from the end of the previous fiscal year to ¥1,876,599 million, primarily due to an increase in machinery, equipment and vehicles and the effect of foreign exchange rates resulting from yen depreciation.

Liabilities increased by ¥208,698 million from the end of the previous fiscal year to ¥2,024,587 million, mainly due to an increase in short-term borrowings.

Net assets increased by ¥271,945 million from the end of the previous fiscal year to ¥2,279,095 million, primarily due to the recording of profit attributable to owners of parent.

## (3) Overview of Cash Flows for the Fiscal Year Ended March 31, 2023

During the fiscal year under review, net cash provided by operating activities was ¥158,896 million, a decrease of ¥86,174 million from the previous fiscal year, principally due to an increase in inventories. Net cash used in investing activities was ¥229,793 million, an increase of ¥49,004 million from the previous fiscal year, primarily due to an increase in purchase of property, plant and equipment. Net cash used in financing activities was ¥113,088 million, an increase of ¥64,390 million from the previous fiscal year, mainly due to an increase in repayments of long-term borrowings. After including the effect of foreign exchange rate change to these results, net decrease in cash and cash equivalents for the fiscal year under review, amounted to ¥168,989 million, a decrease of ¥226,112 million from the previous fiscal year.

### (Reference) Trends in Cash Flow Indicators

|   | Fiscal Year<br>ended March 31,<br>2019 | Fiscal Year<br>ended March 31,<br>2020 | Fiscal Year<br>ended March 31,<br>2021 | Fiscal Year<br>ended March 31,<br>2022 | Fiscal Year<br>ended March 31,<br>2023 |
|---|--|--|--|--|--|
| Equity ratio (%)                                  | 52.4                                   | 53.8                                   | 51.4                                   | 51.5                                   | 51.9                                   |
| Market value equity ratio (%)                     | 140.5                                  | 144.5                                  | 201.7                                  | 171.6                                  | 160.9                                  |
| Cash flows/Interest-bearing debt<br>ratio (years) | 2.3                                    | 1.8                                    | 2.0                                    | 3.4                                    | 5.6                                    |
| Interest coverage ratio (times)                   | 21.2                                   | 25.6                                   | 39.3                                   | 27.7                                   | 7.8                                    |

Notes:

- Equity ratio = Equity capital/Total assets  
Market value equity ratio = Aggregate market value of shares/Total assets  
Cash flows/Interest-bearing debt ratio = Interest-bearing debt/Operating cash flow  
Interest coverage ratio = Operating cash flow/Interest payment
- Each indicator is calculated based on the consolidated financial values.
- Aggregate market value of shares is calculated as follows: (term-end closing stock price) × (term-end number of shares issued [after deducting shares of treasury shares])
- Operating cash flow represents the “Net cash provided by (used in) operating activities” in the consolidated statement of cash flows.
- Interest-bearing debt indicates the liabilities for which interest is paid on all the liabilities posted in the consolidated balance sheet. Interest payment corresponds to the amount of “Interest paid” in the consolidated statement of cash flows.

From the fiscal year ended March 31, 2023, the Company has changed the accounting policies, and to enable a year-over-year comparison of results, figures for the previous fiscal years have been recalculated retrospectively to reflect this change.

## (4) Business Forecast for the Future

While the world economy in the fiscal year ending March 31, 2024, is expected to gradually normalize, there continues to be financial uncertainty, with ongoing geopolitical risks, inflation, and labor market constraints, as well as increasing global economic instability.

In this business environment, under the Group’s slogan for its Annual Group Policy for this year (2023), “Connecting growing opportunities to results, Let’s strongly spread our wings,” the Group will look at decarbonization efforts aimed at the achievement of carbon neutrality, the rising need for energy savings, and the expansion of demand in emerging countries such as India as opportunities, and will refine its accumulated strengths and enhance its earning power through both its growth potential and profitability. Specifically, leveraging our production and sales system of local production and local consumption, our solid sales networks, our environmental and energy-saving technologies, and the like, we will actively launch differentiated products and expand sales through thorough environmental and energy-saving proposals for specific markets and customers. We will also establish



region, application, and market-specific models and use them to expand our service and solutions business, and build a resilient supply chain that can rapidly and flexibly respond to change, including making large-scale capital investments in areas around the world. Furthermore, we will implement strategic sales price policies and variable cost reduction in order to absorb cost increases prompted by inflation. While making investments that will lead to enhanced profitability in the future, we will maintain our position of increasing both sales and profit and make further leaps forward.

For the fiscal year ending March 31, 2024, we forecast a 3.0% increase in consolidated net sales to ¥4,100,000 million, with operating profit increasing 6.1% to ¥400,000 million, ordinary profit increasing 3.8% to ¥380,000 million, and profit attributable to owners of parent increasing 2.4% to ¥264,000 million.

The estimated exchange rate for the fiscal year ending March 31, 2024, is based on the assumption that US\$1 equals ¥126 and 1 euro equals ¥133.

The business forecasts are based on information currently available to the Company and certain assumptions that are deemed reasonable. A number of factors, some major ones of which are explained below, could cause actual results to differ significantly from these forecasts.

- Changes in the market environment including political conditions, the economy, unseasonable weather, and product demand
- Fluctuations in the exchange rates, fund-raising environment, and market value of securities
- Emergence of new products, services, and competitors
- Progress after acquisitions and alliances with other companies
- Quality issues of products and services, changes in the procurement environment for parts, and laws and regulations
- Information leaks due to unauthorized access or cyber attacks
- Strengthening of environment-related regulations and the occurrence of environmental problems
- Impairment of non-current assets, natural disasters, and epidemics of new infectious diseases

## **(5) Basic Policy on Profit Distribution and Dividends for the Fiscal Year Ended March 31, 2023, and the Fiscal Year Ending March 31, 2024**

The Company will continue to focus on expanding its businesses while investing its assets strategically and improving its financial structure by such means as proceeding with the reduction of overall costs and enhancing its fiscal position. Through these initiatives, we are committed to being a truly global and excellent company while at the same time further improving our corporate value and enhancing profit returns to our shareholders.

Specifically, by striving to maintain a consolidated ratio of dividend to net assets (Dividend on Equity, DOE) of 3.0% while at the same time aiming for an even higher consolidated dividend payout ratio, we will introduce initiatives to further increase returns to our shareholders with the core goal of stable and continuous dividends.

Internal reserves will be applied to strategic investments in order to expand business and increase competitiveness such as reinforcing management practices, promoting global businesses, and accelerating eco-conscious product development.

For the fiscal year ended March 31, 2023, the Company has proposed an annual cash dividend of ¥240 (¥100 for the interim dividend and ¥140 for the year-end dividend).

For the fiscal year ending March 31, 2024, the Company proposes an annual cash dividend of ¥240 (¥120 for the interim dividend and ¥120 for the year-end dividend).

## **2. Basic Stance Regarding Choice of Accounting Standards**

The Daikin Group applies Japanese general accepted accounting principle (J-GAAP).

In terms of the International Financial Reporting Standards (IFRS), the difference between IFRS and J-GAAP, its potential impact on the Daikin Group and other effects are currently being studied. We will address the application of the IFRS appropriately upon taking into account various circumstances both in Japan and abroad.

### 3. Consolidated Financial Statements and Primary Notes

#### (1) Consolidated Balance Sheet

(Millions of yen)

|  | FY2021<br>(As of March 31, 2022) | FY2022<br>(As of March 31, 2023) |
|--|----------------------------------|----------------------------------|
| <b>Assets</b>  |                                  |                                  |
| Current assets   |                                  |                                  |
| Cash and deposits  | 817,619                          | 617,663                          |
| Notes and accounts receivable – trade, and contract assets | 595,076                          | 706,315                          |
| Merchandise and finished goods                             | 450,974                          | 668,310                          |
| Work in process  | 44,931                           | 65,518                           |
| Raw materials and supplies                                 | 175,556                          | 259,555                          |
| Other  | 98,392                           | 128,901                          |
| Allowance for doubtful accounts                            | (16,928)                         | (19,180)                         |
| Total current assets                                       | 2,165,623                        | 2,427,082                        |
| Non-current assets   |                                  |                                  |
| Property, plant and equipment                              |                                  |                                  |
| Buildings and structures, net                              | 302,601                          | 350,102                          |
| Machinery, equipment and vehicles, net                     | 225,064                          | 277,460                          |
| Land   | 64,665                           | 71,309                           |
| Leased assets, net   | 3,832                            | 4,692                            |
| Construction in progress                                   | 94,706                           | 139,715                          |
| Other, net   | 52,493                           | 57,664                           |
| Total property, plant and equipment                        | 743,364                          | 900,944                          |
| Intangible assets  |                                  |                                  |
| Goodwill   | 270,467                          | 304,331                          |
| Customer relationship                                      | 202,223                          | 237,220                          |
| Other  | 104,316                          | 116,901                          |
| Total intangible assets                                    | 577,007                          | 658,454                          |
| Investments and other assets                               |                                  |                                  |
| Investment securities                                      | 200,187                          | 169,602                          |
| Long-term loans receivable                                 | 668                              | 744                              |
| Deferred tax assets  | 41,665                           | 41,011                           |
| Retirement benefit asset                                   | 26,332                           | 23,189                           |
| Other  | 69,465                           | 83,168                           |
| Allowance for doubtful accounts                            | (1,275)                          | (516)                            |
| Total investments and other assets                         | 337,042                          | 317,200                          |
| Total non-current assets                                   | 1,657,414                        | 1,876,599                        |
| Total assets   | 3,823,038                        | 4,303,682                        |

|  | (Millions of yen)                |                                  |
|--|----------------------------------|----------------------------------|
|  | FY2021<br>(As of March 31, 2022) | FY2022<br>(As of March 31, 2023) |
| <b>Liabilities</b>                                       |                                  |                                  |
| <b>Current liabilities</b>                               |                                  |                                  |
| Notes and accounts payable – trade                       | 302,621                          | 352,647                          |
| Short-term borrowings                                    | 97,376                           | 293,541                          |
| Commercial papers  | —                                | 79,000                           |
| Current portion of bonds payable                         | 30,000                           | 20,000                           |
| Current portion of long-term borrowings                  | 334,528                          | 53,900                           |
| Lease obligations  | 25,876                           | 30,442                           |
| Income taxes payable                                     | 36,745                           | 37,726                           |
| Provision for bonuses for directors (and other officers) | 354                              | 377                              |
| Provision for product warranties                         | 72,443                           | 85,528                           |
| Accrued expenses   | 206,002                          | 247,491                          |
| Other  | 200,290                          | 248,663                          |
| <b>Total current liabilities</b>                         | <b>1,306,239</b>                 | <b>1,449,321</b>                 |
| <b>Non-current liabilities</b>                           |                                  |                                  |
| Bonds payable  | 120,000                          | 140,000                          |
| Long-term borrowings                                     | 140,526                          | 174,148                          |
| Lease obligations  | 76,508                           | 96,597                           |
| Deferred tax liabilities                                 | 121,353                          | 103,554                          |
| Retirement benefit liability                             | 16,116                           | 18,176                           |
| Other  | 35,144                           | 42,789                           |
| <b>Total non-current liabilities</b>                     | <b>509,649</b>                   | <b>575,266</b>                   |
| <b>Total liabilities</b>                                 | <b>1,815,888</b>                 | <b>2,024,587</b>                 |
| <b>Net assets</b>  |                                  |                                  |
| <b>Shareholders' equity</b>                              |                                  |                                  |
| Share capital  | 85,032                           | 85,032                           |
| Capital surplus  | 83,834                           | 79,478                           |
| Retained earnings  | 1,529,147                        | 1,712,165                        |
| Treasury shares  | (1,846)                          | (1,676)                          |
| <b>Total shareholders' equity</b>                        | <b>1,696,167</b>                 | <b>1,874,999</b>                 |
| <b>Accumulated other comprehensive income</b>            |                                  |                                  |
| Valuation difference on available-for-sale securities    | 59,534                           | 51,980                           |
| Deferred gains or losses on hedges                       | 3,436                            | 459                              |
| Foreign currency translation adjustment                  | 212,278                          | 315,392                          |
| Remeasurements of defined benefit plans                  | (2,691)                          | (7,801)                          |
| <b>Total accumulated other comprehensive income</b>      | <b>272,558</b>                   | <b>360,031</b>                   |
| Share acquisition rights                                 | 2,546                            | 3,116                            |
| Non-controlling interests                                | 35,876                           | 40,947                           |
| <b>Total net assets</b>                                  | <b>2,007,149</b>                 | <b>2,279,095</b>                 |
| <b>Total liabilities and net assets</b>                  | <b>3,823,038</b>                 | <b>4,303,682</b>                 |

**(2) Consolidated Statement of Income and Consolidated Statement of Comprehensive Income**  
**(Consolidated Statement of Income)**

|   | (Millions of yen)                               |   |
|---|---|---|
|   | FY2021<br>(April 1, 2021, to<br>March 31, 2022) | FY2022<br>(April 1, 2022, to<br>March 31, 2023) |
| Net sales   | 3,109,106                                       | 3,981,578                                       |
| Cost of sales   | 2,051,767                                       | 2,650,102                                       |
| Gross profit  | 1,057,338                                       | 1,331,476                                       |
| Selling, general and administrative expenses                          | 740,987   | 954,443   |
| Operating profit  | 316,350   | 377,032   |
| Non-operating income  |   |   |
| Interest income   | 8,186   | 11,563  |
| Dividend income   | 4,702   | 5,417   |
| Share of profit of entities accounted for using equity method         | 1,401   | 1,697   |
| Foreign exchange gains  | 4,492   | 3,795   |
| Subsidy income  | 2,192   | 3,212   |
| Other   | 2,387   | 3,373   |
| Total non-operating income  | 23,363  | 29,061  |
| Non-operating expenses  |   |   |
| Interest expenses   | 8,824   | 20,293  |
| Settlement payments   | —   | 4,240   |
| Inflation accounting adjustment                                       | —   | 8,541   |
| Other   | 3,392   | 6,773   |
| Total non-operating expenses  | 12,216  | 39,849  |
| Ordinary profit   | 327,496   | 366,245   |
| Extraordinary income  |   |   |
| Gain on sale of land  | 311   | —   |
| Gain on sale of investment securities                                 | 5,749   | 16,085  |
| Gain on sale of investments in capital of subsidiaries and associates | 226   | —   |
| Gain on liquidation of subsidiaries and associates                    | 18  | 475   |
| Gain on reversal of share acquisition rights                          | —   | 5   |
| Gain on insurance claims  | —   | 933   |
| Total extraordinary income  | 6,306   | 17,500  |
| Extraordinary losses  |   |   |
| Loss on disposal of non-current assets                                | 581   | 1,036   |
| Loss on sale of land  | 65  | 10  |
| Loss on valuation of investment securities                            | 307   | 343   |
| Loss on sale of shares of subsidiaries and associates                 | 32  | 1   |
| Loss on liquidation of subsidiaries and associates                    | —   | 93  |
| Loss on restructuring of subsidiaries and associates                  | —   | 293   |
| Impairment loss   | 3,667   | 8,582   |
| Loss on disaster  | 1,091   | —   |
| Other   | 0   | —   |
| Total extraordinary losses  | 5,746   | 10,361  |
| Profit before income taxes  | 328,056   | 373,384   |
| Income taxes – current  | 110,657   | 128,378   |
| Income taxes – deferred   | (7,870)   | (20,436)  |
| Total income taxes  | 102,786   | 107,941   |
| Profit  | 225,269   | 265,443   |
| Profit attributable to non-controlling interests                      | 7,560   | 7,688   |
| Profit attributable to owners of parent                               | 217,709   | 257,754   |

**(Consolidated Statement of Comprehensive Income)**

|  | (Millions of yen)                               |   |
|--|---|---|
|  | FY2021<br>(April 1, 2021, to<br>March 31, 2022) | FY2022<br>(April 1, 2022, to<br>March 31, 2023) |
| Profit   | 225,269   | 265,443   |
| Other comprehensive income   |   |   |
| Valuation difference on available-for-sale securities                                | (9,165)   | (7,555)   |
| Deferred gains or losses on hedges   | 2,143   | (2,976)   |
| Foreign currency translation adjustment  | 143,222   | 103,267   |
| Remeasurements of defined benefit plans  | 1,825   | (5,123)   |
| Share of other comprehensive income of entities<br>accounted for using equity method | 2,844   | 1,174   |
| Total other comprehensive income   | 140,871   | 88,785  |
| Comprehensive income   | 366,141   | 354,228   |
| Comprehensive income attributable to   |   |   |
| Comprehensive income attributable to owners of parent                                | 355,319   | 345,227   |
| Comprehensive income attributable to non-controlling<br>interests                    | 10,821  | 9,001   |

### (3) Consolidated Statement of Changes in Equity

FY2021 (April 1, 2021, to March 31, 2022)

(Millions of yen)

|   | Shareholders' equity |                 |                   |                 |                            |
|---|----------------------|-----------------|-------------------|-----------------|----------------------------|
|   | Share capital        | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of current period  | 85,032               | 84,214          | 1,363,505         | (2,012)         | 1,530,740                  |
| Cumulative effects of changes in accounting policies                                      |                      |                 | (960)             |                 | (960)                      |
| Restated balance  | 85,032               | 84,214          | 1,362,545         | (2,012)         | 1,529,779                  |
| Changes in items during period  |                      |                 |                   |                 |                            |
| Dividends of surplus  |                      |                 | (49,752)          |                 | (49,752)                   |
| Profit attributable to owners of parent   |                      |                 | 217,709           |                 | 217,709                    |
| Effect of changes in accounting period of subsidiaries                                    |                      |                 | (1,354)           |                 | (1,354)                    |
| Purchase of treasury shares   |                      |                 |                   | (7)             | (7)                        |
| Disposal of treasury shares   |                      | 265             |                   | 172             | 438                        |
| Change in ownership interest of parent due to transactions with non-controlling interests |                      | (646)           |                   |                 | (646)                      |
| Net changes in items other than shareholders' equity                                      |                      |                 |                   |                 |                            |
| Total changes in items during period  | —                    | (380)           | 166,602           | 165             | 166,388                    |
| Balance at end of current period  | 85,032               | 83,834          | 1,529,147         | (1,846)         | 1,696,167                  |

|   | Accumulated other comprehensive income                |                                    |   |   |  | Share acquisition rights | Non-controlling interests | Total net assets |
|---|---|------------------------------------|---|---|--|--------------------------|---------------------------|------------------|
|   | Valuation difference on available-for-sale securities | Deferred gains or losses on hedges | Foreign currency translation adjustment | Remeasurements of defined benefit plans | Total accumulated other comprehensive income |                          |                           |                  |
| Balance at beginning of current period  | 68,699  | 1,292                              | 69,470                                  | (4,513)                                 | 134,948                                      | 2,019                    | 30,787                    | 1,698,495        |
| Cumulative effects of changes in accounting policies                                      |   |                                    |   |   |  |                          |                           | (960)            |
| Restated balance  | 68,699  | 1,292                              | 69,470                                  | (4,513)                                 | 134,948                                      | 2,019                    | 30,787                    | 1,697,534        |
| Changes in items during period  |   |                                    |   |   |  |                          |                           |                  |
| Dividends of surplus  |   |                                    |   |   |  |                          |                           | (49,752)         |
| Profit attributable to owners of parent   |   |                                    |   |   |  |                          |                           | 217,709          |
| Effect of changes in accounting period of subsidiaries                                    |   |                                    |   |   |  |                          |                           | (1,354)          |
| Purchase of treasury shares   |   |                                    |   |   |  |                          |                           | (7)              |
| Disposal of treasury shares   |   |                                    |   |   |  |                          |                           | 438              |
| Change in ownership interest of parent due to transactions with non-controlling interests |   |                                    |   |   |  |                          |                           | (646)            |
| Net changes in items other than shareholders' equity                                      | (9,164)   | 2,143                              | 142,808                                 | 1,822                                   | 137,610                                      | 527                      | 5,089                     | 143,226          |
| Total changes in items during period  | (9,164)   | 2,143                              | 142,808                                 | 1,822                                   | 137,610                                      | 527                      | 5,089                     | 309,614          |
| Balance at end of current period  | 59,534  | 3,436                              | 212,278                                 | (2,691)                                 | 272,558                                      | 2,546                    | 35,876                    | 2,007,149        |

FY2022 (April 1, 2022, to March 31, 2023)

(Millions of yen)

|   | Shareholders' equity |                 |                   |                 |                            |
|---|----------------------|-----------------|-------------------|-----------------|----------------------------|
|   | Share capital        | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of current period  | 85,032               | 83,834          | 1,529,147         | (1,846)         | 1,696,167                  |
| Hyperinflation adjustment   |                      |                 | (13,070)          |                 | (13,070)                   |
| Restated balance  | 85,032               | 83,834          | 1,516,076         | (1,846)         | 1,683,097                  |
| Changes in items during period  |                      |                 |                   |                 |                            |
| Dividends of surplus  |                      |                 | (61,468)          |                 | (61,468)                   |
| Profit attributable to owners of parent   |                      |                 | 257,754           |                 | 257,754                    |
| Effect of changes in accounting period of subsidiaries                                    |                      |                 | (197)             |                 | (197)                      |
| Purchase of treasury shares   |                      |                 |                   | (5)             | (5)                        |
| Disposal of treasury shares   |                      | 317             |                   | 175             | 492                        |
| Change in ownership interest of parent due to transactions with non-controlling interests |                      | (4,673)         |                   |                 | (4,673)                    |
| Net changes in items other than shareholders' equity                                      |                      |                 |                   |                 |                            |
| Total changes in items during period  | —                    | (4,356)         | 196,089           | 170             | 191,902                    |
| Balance at end of current period  | 85,032               | 79,478          | 1,712,165         | (1,676)         | 1,874,999                  |

|   | Accumulated other comprehensive income                |                                    |   |   |  | Share acquisition rights | Non-controlling interests | Total net assets |
|---|---|------------------------------------|---|---|--|--------------------------|---------------------------|------------------|
|   | Valuation difference on available-for-sale securities | Deferred gains or losses on hedges | Foreign currency translation adjustment | Remeasurements of defined benefit plans | Total accumulated other comprehensive income |                          |                           |                  |
| Balance at beginning of current period  | 59,534  | 3,436                              | 212,278                                 | (2,691)                                 | 272,558                                      | 2,546                    | 35,876                    | 2,007,149        |
| Hyperinflation adjustment   |   |                                    |   |   |  |                          |                           | (13,070)         |
| Restated balance  | 59,534  | 3,436                              | 212,278                                 | (2,691)                                 | 272,558                                      | 2,546                    | 35,876                    | 1,994,078        |
| Changes in items during period  |   |                                    |   |   |  |                          |                           |                  |
| Dividends of surplus  |   |                                    |   |   |  |                          |                           | (61,468)         |
| Profit attributable to owners of parent   |   |                                    |   |   |  |                          |                           | 257,754          |
| Effect of changes in accounting period of subsidiaries                                    |   |                                    |   |   |  |                          |                           | (197)            |
| Purchase of treasury shares   |   |                                    |   |   |  |                          |                           | (5)              |
| Disposal of treasury shares   |   |                                    |   |   |  |                          |                           | 492              |
| Change in ownership interest of parent due to transactions with non-controlling interests |   |                                    |   |   |  |                          |                           | (4,673)          |
| Net changes in items other than shareholders' equity                                      | (7,554)   | (2,976)                            | 103,114                                 | (5,110)                                 | 87,472                                       | 569                      | 5,071                     | 93,113           |
| Total changes in items during period  | (7,554)   | (2,976)                            | 103,114                                 | (5,110)                                 | 87,472                                       | 569                      | 5,071                     | 285,016          |
| Balance at end of current period  | 51,980  | 459                                | 315,392                                 | (7,801)                                 | 360,031                                      | 3,116                    | 40,947                    | 2,279,095        |

**(4) Consolidated Statement of Cash Flows**

(Millions of yen)

|   | FY2021<br>(April 1, 2021, to<br>March 31, 2022) | FY2022<br>(April 1, 2022, to<br>March 31, 2023) |
|---|---|---|
| <b>I. Cash flows from operating activities</b>  |   |   |
| Profit before income taxes  | 328,056   | 373,384   |
| Depreciation  | 115,378   | 142,728   |
| Impairment loss   | 3,667   | 8,582   |
| Amortization of goodwill  | 32,684  | 39,496  |
| Increase (decrease) in allowance for doubtful accounts  | 2,003   | 391   |
| Interest and dividend income  | (12,888)  | (16,981)  |
| Interest expenses   | 8,824   | 20,293  |
| Share of loss (profit) of entities accounted for using equity method                              | (1,401)   | (1,697)   |
| Loss (gain) on disposal of non-current assets   | 581   | 1,036   |
| Loss (gain) on sale of investment securities  | (5,749)   | (16,085)  |
| Loss (gain) on valuation of investment securities   | 307   | 343   |
| Decrease (increase) in trade receivables  | (76,684)  | (61,814)  |
| Decrease (increase) in inventories  | (151,026)                                       | (267,554)                                       |
| Increase (decrease) in trade payables   | 45,539  | 24,178  |
| Increase (decrease) in accounts payable - other   | 10,097  | 1,434   |
| Increase (decrease) in accrued expenses   | 34,086  | 25,279  |
| Increase (decrease) in retirement benefit liability   | 822   | 858   |
| Decrease (increase) in retirement benefit asset   | (6,316)   | 3,265   |
| Other, net  | 9,662   | 11,693  |
| <b>Subtotal</b>   | <b>337,646</b>                                  | <b>288,831</b>                                  |
| Interest and dividends received   | 12,998  | 18,257  |
| Interest paid   | (8,837)   | (20,483)  |
| Income taxes paid   | (96,736)  | (127,708)                                       |
| <b>Net cash provided by (used in) operating activities</b>  | <b>245,071</b>                                  | <b>158,896</b>                                  |
| <b>II. Cash flows from investing activities</b>   |   |   |
| Purchase of property, plant and equipment   | (114,106)                                       | (175,076)                                       |
| Proceeds from sale of property, plant and equipment   | 5,345   | 6,857   |
| Purchase of investment securities   | (1,593)   | (2,776)   |
| Proceeds from sale of investment securities   | 8,883   | 40,592  |
| Purchase of shares of subsidiaries and associates   | —   | (909)   |
| Proceeds from sale of businesses  | 437   | —   |
| Payments for acquisition of businesses  | (2,379)   | (5,496)   |
| Purchase of shares of subsidiaries resulting in change in scope of consolidation                  | (14,500)  | (63,993)  |
| Payments for investments in capital of subsidiaries resulting in change in scope of consolidation | (28,229)  | (41,162)  |
| Decrease (increase) in time deposits  | (14,185)  | 31,967  |
| Other, net  | (20,461)  | (19,797)  |
| <b>Net cash provided by (used in) investing activities</b>  | <b>(180,789)</b>                                | <b>(229,793)</b>                                |



|   | (Millions of yen)                               |   |
|---|---|---|
|   | FY2021<br>(April 1, 2021, to<br>March 31, 2022) | FY2022<br>(April 1, 2022, to<br>March 31, 2023) |
| <b>III. Cash flows from financing activities</b>  |   |   |
| Net increase (decrease) in short-term borrowings  | 57,048  | 270,217   |
| Proceeds from long-term borrowings  | 48,460  | 76,116  |
| Repayments of long-term borrowings  | (79,575)  | (357,476)                                       |
| Proceeds from issuance of bonds   | 19,909  | 39,837  |
| Redemption of bonds   | (10,000)  | (30,000)  |
| Dividends paid  | (49,746)  | (61,468)  |
| Proceeds from share issuance to non-controlling shareholders  | 1,585   | 5,602   |
| Dividends paid to non-controlling interests   | (7,806)   | (8,145)   |
| Repayments of lease liabilities   | (27,507)  | (40,953)  |
| Other, net  | (1,064)   | (6,818)   |
| Net cash provided by (used in) financing activities   | (48,698)  | (113,088)                                       |
| <b>IV. Effect of exchange rate change on cash and cash equivalents</b>  | 41,538  | 14,996  |
| <b>V. Net increase (decrease) in cash and cash equivalents</b>  | 57,122  | (168,989)                                       |
| <b>VI. Cash and cash equivalents at beginning of period</b>   | 662,267   | 717,802   |
| <b>VII. Increase (decrease) in cash and cash equivalents resulting from change in accounting period of subsidiaries</b> | (1,586)   | (570)   |
| <b>VIII. Cash and cash equivalents at end of period</b>   | 717,802   | 548,242   |

## **(5) Notes to Consolidated Financial Statements**

### **Notes on the Premises of the Company as a “Going Concern”**

None applicable

### **Changes in Accounting Policies**

#### **[Introduction costs in a cloud computing arrangement]**

From the fiscal year ended March 31, 2023, the Group has changed its accounting policy to recognize the cost of configuration or customization services as an expense when they are received, in accordance with the IFRS Interpretations Committee’s agenda decision published in April 2021, in some overseas consolidated subsidiaries that have applied International Financial Reporting Standards (IFRS) and conventionally have applied IAS 38 “Intangible Assets” to recognize configuration or customization costs in the cloud computing arrangement.

This change in accounting policy has been applied retrospectively, and the retrospective application is reflected in the consolidated financial statements for the previous fiscal year.

As a result, compared with the consolidated balance sheet as of March 31, 2022 prior to the retrospective application, intangible assets decreased by ¥1,280 million and deferred tax assets increased by ¥320 million. In addition, the cumulative impact of the change in accounting policy has been reflected in the book value of net assets at the beginning of the previous fiscal year, and accordingly, retained earnings decreased by ¥960 million. The impact from this change on the Consolidated Statement of Income is minimal.

### **Additional Information**

#### **[Application of practical solution on the accounting and disclosure under the group tax sharing system]**

The Company and some domestic consolidated subsidiaries transitioned from the consolidated taxation system to the group tax sharing system from the fiscal year ended March 31, 2023. Accordingly, the Company and some domestic consolidated subsidiaries comply with the treatment prescribed in “Practical Solution on the Accounting and Disclosure Under the Group Tax Sharing System” (PITF No. 42, August 12, 2021, hereinafter the “Practical Solution No. 42”) regarding the accounting treatment and disclosure of corporate and local income taxes and tax effect accounting. Additionally, the changes in accounting policies in conjunction with the application of the Practical Solution No. 42, in accordance with paragraph 32 (1) of the Practical Solution No. 42, are deemed to have no effect.

#### **[Accounting estimates related to the impact of COVID-19]**

With regard to COVID-19, while it is difficult to predict when the situation will return to normal, the Group has made accounting estimates such as impairment of non-current assets, based on the assumption that socio-economic activities will recover gradually due to the broad-based vaccination and the economic measures adopted by governments.

#### **[Application of hyperinflationary accounting to Turkish subsidiaries]**

As Turkey’s cumulative inflation rate over the previous three years has exceeded 100%, from the beginning of the fiscal year ended March 31, 2023, the Group has consolidated the financial statements of Turkish subsidiaries upon adjustment in accordance with International Accounting Standard 29 (IAS 29) “Financial Reporting in Hyperinflationary Economies.” As a result, the cumulative impact of the application of this accounting standard has been reflected as a decrease of ¥13,070 million in the balance of retained earnings at the beginning of the fiscal year ended March 31, 2023. Additionally, the effect of inflation on the net monetary position of the Group for the fiscal year ended March 31, 2023, is presented as “inflation accounting adjustment” under “non-operating expenses.”

## Segment Information, etc.

[Segment Information]

### 1. Summary of reported segments

Reported segments of the Company are constituent units of the Company, for which separate financial statements are available and are subject to periodic review by the Board of Directors when deciding the allocation of management resources and evaluating business results.

The Company designates “Air-Conditioning and Refrigeration Equipment” and “Chemicals,” which are segmented based on similarities among products and services, as reported segments.

“Air-Conditioning and Refrigeration Equipment” is engaged in the manufacture (including installation work) and sale of air-conditioning and refrigeration equipment. “Chemicals” is engaged in the manufacture and sale of chemicals.

### 2. Method of calculating net sales, profit or loss, assets, liabilities and other items by reported segment

Methods of accounting procedures for reported business segments are in accordance with the accounting policies used to prepare consolidated financial statements.

Profit of reported segments is the figure based on operating profit. Intersegment profit is based on market prices.

(Introduction costs in a cloud computing arrangement)

As stated in “Changes in Accounting Policies,” from the fiscal year ended March 31, 2023, the Group has changed its accounting policy to recognize the cost of configuration or customization services in the cloud computing arrangement as an expense when they are received. This change in accounting policy has been applied retrospectively, and the retrospective application is reflected in the segment information for the previous fiscal year.

Accordingly, segment assets in “Air Conditioning and Refrigeration Equipment” decreased by ¥960 million for the previous fiscal year.

3. Information on net sales, profit or loss, assets, liabilities and other items by reported segment and information on disaggregate revenue

Previous fiscal year (From April 1, 2021, to March 31, 2022)

(Millions of yen)

|  | Reported segment  |           |           | Others<br>(Note 1) | Total     | Adjustment<br>(Note 2) | Amount<br>recorded on<br>the<br>Consolidated<br>Financial<br>Statements<br>(Note 3) |
|--|---|-----------|-----------|--------------------|-----------|------------------------|---|
|  | Air-<br>Conditioning<br>and<br>Refrigeration<br>Equipment | Chemicals | Subtotal  |                    |           |                        |   |
| Net sales  |   |           |           |                    |           |                        |   |
| Japan  | 523,927   | 58,439    | 582,367   | 56,080             | 638,447   | —                      | 638,447   |
| U.S.   | 792,956   | 39,912    | 832,869   | 7,586              | 840,455   | —                      | 840,455   |
| Europe   | 518,740   | 33,530    | 552,270   | 943                | 553,214   | —                      | 553,214   |
| Asia and Oceania   | 397,956   | 27,067    | 425,024   | 1,083              | 426,107   | —                      | 426,107   |
| China  | 424,744   | 51,187    | 475,932   | 2,189              | 478,121   | —                      | 478,121   |
| Other  | 170,172   | 2,286     | 172,459   | 299                | 172,758   | —                      | 172,758   |
| Revenue from contracts with customers                            | 2,828,499   | 212,424   | 3,040,923 | 68,182             | 3,109,106 | —                      | 3,109,106   |
| Other revenue  | —   | —         | —         | —                  | —         | —                      | —   |
| Sales to outside customers                                       | 2,828,499   | 212,424   | 3,040,923 | 68,182             | 3,109,106 | —                      | 3,109,106   |
| Intersegment sales   | 2,167   | 12,222    | 14,389    | 1,177              | 15,567    | (15,567)               | —   |
| Total  | 2,830,666   | 224,647   | 3,055,313 | 69,360             | 3,124,673 | (15,567)               | 3,109,106   |
| Segment profit   | 282,404   | 27,301    | 309,706   | 6,647              | 316,354   | (3)                    | 316,350   |
| Segment asset  | 2,999,036   | 343,554   | 3,342,590 | 44,268             | 3,386,858 | 436,179                | 3,823,038   |
| Other items  |   |           |           |                    |           |                        |   |
| Depreciation   | 96,734  | 16,475    | 113,209   | 2,162              | 115,371   | —                      | 115,371   |
| Amortization of goodwill   | 32,484  | 199       | 32,684    | —                  | 32,684    | —                      | 32,684  |
| Investments in entities accounted for using equity method        | 17,179  | 7,091     | 24,271    | —                  | 24,271    | —                      | 24,271  |
| Increase in property, plant and equipment, and intangible assets | 119,824   | 34,516    | 154,341   | 2,030              | 156,371   | —                      | 156,371   |

Notes: 1. The “Others” segment is a business segment not included in reported segments. It includes the oil hydraulic equipment business, the defense systems business, and the electronics business.

2. The breakdown of adjustment is as follows:

- (1) The adjustment of ¥(3) million to segment profit comprises the elimination of intersegment transactions.
- (2) The adjustment of ¥436,179 million to segment assets includes corporate assets not allocated to each reported segment of ¥482,469 million and ¥(46,289) million of intersegment transaction elimination. Corporate assets mainly consist of surplus funds for management (cash and deposits) and long-term investment funds (investment securities) of the Company.

3. Segment profit is adjusted with operating profit in the Consolidated Statement of Income.

Current fiscal year (From April 1, 2022, to March 31, 2023)

(Millions of yen)

|  | Reported segment  |           |           | Others<br>(Note 1) | Total     | Adjustment<br>(Note 2) | Amount<br>recorded on<br>the<br>Consolidated<br>Financial<br>Statements<br>(Note 3) |
|--|---|-----------|-----------|--------------------|-----------|------------------------|---|
|  | Air-<br>Conditioning<br>and<br>Refrigeration<br>Equipment | Chemicals | Subtotal  |                    |           |                        |   |
| Net sales  |   |           |           |                    |           |                        |   |
| Japan  | 553,043   | 70,086    | 623,130   | 60,999             | 684,129   | —                      | 684,129   |
| U.S.   | 1,204,711   | 58,218    | 1,262,930 | 12,087             | 1,275,018 | —                      | 1,275,018   |
| Europe   | 657,425   | 42,363    | 699,788   | 8,962              | 708,751   | —                      | 708,751   |
| Asia and Oceania   | 543,353   | 34,569    | 577,923   | 2,475              | 580,398   | —                      | 580,398   |
| China  | 430,063   | 55,817    | 485,881   | 2,655              | 488,536   | —                      | 488,536   |
| Other  | 241,167   | 2,362     | 243,529   | 1,214              | 244,744   | —                      | 244,744   |
| Revenue from contracts with customers                            | 3,629,766   | 263,416   | 3,893,183 | 88,395             | 3,981,578 | —                      | 3,981,578   |
| Other revenue  | —   | —         | —         | —                  | —         | —                      | —   |
| Sales to outside customers                                       | 3,629,766   | 263,416   | 3,893,183 | 88,395             | 3,981,578 | —                      | 3,981,578   |
| Intersegment sales   | 2,156   | 21,529    | 23,686    | 1,604              | 25,290    | (25,290)               | —   |
| Total  | 3,631,923   | 284,946   | 3,916,869 | 89,999             | 4,006,869 | (25,290)               | 3,981,578   |
| Segment profit   | 324,452   | 45,411    | 369,863   | 7,182              | 377,045   | (12)                   | 377,032   |
| Segment asset  | 3,669,676   | 402,215   | 4,071,892 | 90,168             | 4,162,061 | 141,621                | 4,303,682   |
| Other items  |   |           |           |                    |           |                        |   |
| Depreciation   | 118,915   | 21,050    | 139,965   | 2,756              | 142,722   | —                      | 142,722   |
| Amortization of goodwill   | 38,328  | 216       | 38,544    | 951                | 39,496    | —                      | 39,496  |
| Investments in entities accounted for using equity method        | 19,109  | 7,648     | 26,757    | 42                 | 26,800    | —                      | 26,800  |
| Increase in property, plant and equipment, and intangible assets | 205,593   | 41,486    | 247,080   | 3,206              | 250,286   | —                      | 250,286   |

Notes: 1. The “Others” segment is a business segment not included in reported segments. It includes the oil hydraulic equipment business, the defense systems business, and the electronics business.

2. The breakdown of adjustment is as follows:

(1) The adjustment of ¥(12) million to segment profit comprises the elimination of intersegment transactions.

(2) The adjustment of ¥141,621 million to segment assets includes corporate assets not allocated to each reported segment of ¥196,263 million and ¥(54,641) million of intersegment transaction elimination. Corporate assets mainly consist of long-term investment funds (investment securities) and surplus funds for management (cash and deposits) of the Company.

3. Segment profit is adjusted with operating profit in the Consolidated Statement of Income.

[Relevant Information]

Previous fiscal year (From April 1, 2021, to March 31, 2022)

1. Information by product and by service

This information is omitted, as similar information is disclosed in segment information.

2. Information by geographical segment

(1) Net sales

This information is omitted, as similar information is disclosed in segment information.

(2) Property, plant and equipment

(Millions of yen)

| Japan   | U.S.    | China   | Asia and Oceania | Europe | Other  | Total   |
|---------|---------|---------|------------------|--------|--------|---------|
| 177,139 | 225,149 | 132,496 | 105,005          | 80,999 | 22,573 | 743,364 |

3. Information by principal customers

None applicable

Current fiscal year (From April 1, 2022, to March 31, 2023)

1. Information by product and by service

This information is omitted, as similar information is disclosed in segment information.

2. Information by geographical segment

(1) Net sales

This information is omitted, as similar information is disclosed in segment information.

(2) Property, plant and equipment

(Millions of yen)

| Japan   | U.S.    | China   | Asia and Oceania | Europe  | Other  | Total   |
|---------|---------|---------|------------------|---------|--------|---------|
| 193,851 | 272,525 | 150,294 | 138,607          | 107,934 | 37,730 | 900,944 |

3. Information by principal customers

None applicable.

[Information Related to Impairment Loss of Non-current Assets by Reported Segment]

Previous fiscal year (From April 1, 2021, to March 31, 2022)

(Millions of yen)

|                 | Air-Conditioning and Refrigeration Equipment | Chemicals | Others | Corporate or eliminations | Total |
|-----------------|--|-----------|--------|---------------------------|-------|
| Impairment loss | 3,667  | —         | —      | —                         | 3,667 |

Current fiscal year (From April 1, 2022, to March 31, 2023)

(Millions of yen)

|                 | Air-Conditioning and Refrigeration Equipment | Chemicals | Others | Corporate or eliminations | Total |
|-----------------|--|-----------|--------|---------------------------|-------|
| Impairment loss | 8,582  | —         | —      | —                         | 8,582 |

[Information Related to Amount of Amortization of Goodwill and Unamortized Balance by Reported Segment]

Previous fiscal year (From April 1, 2021, to March 31, 2022)

(Millions of yen)

|                                  | Air-Conditioning and Refrigeration Equipment | Chemicals | Others | Corporate or eliminations | Total   |
|----------------------------------|--|-----------|--------|---------------------------|---------|
| Balance at end of current period | 269,873                                      | 594       | —      | —                         | 270,467 |

Note: Amount of amortization of goodwill is omitted, as similar information is disclosed in segment information.

Current fiscal year (From April 1, 2022, to March 31, 2023)

(Millions of yen)

|                                  | Air-Conditioning and Refrigeration Equipment | Chemicals | Others | Corporate or eliminations | Total   |
|----------------------------------|--|-----------|--------|---------------------------|---------|
| Balance at end of current period | 287,404                                      | 353       | 16,573 | —                         | 304,331 |

Note: Amount of amortization of goodwill is omitted, as similar information is disclosed in segment information.

[Information Related to Gain on Bargain Purchase by Reported Segment]

Previous fiscal year (From April 1, 2021, to March 31, 2022)

No important items applicable.

Current fiscal year (From April 1, 2022, to March 31, 2023)

No important items applicable.

[Impairment Loss]

In the fiscal year ended March 31, 2022, the Company recorded an impairment loss of ¥3,667 million on goodwill of the group of Zanotti S.p.A., its consolidated subsidiaries.

The group, which manufactures and sells commercial freezing and refrigeration equipment, etc., has been underperforming the business plan initially formulated at the time of acquisition. As a result of strengthening its production and sales systems and conservatively reviewing its medium-term business plan, the book value has been reduced to the recoverable value.

In the fiscal year ended March 31, 2023, the Company recorded an impairment loss of ¥8,582 million on goodwill and customer relationship of the group of AHT Cooling Systems GmbH, its consolidated subsidiaries.

The group, which manufactures and sells commercial freezing and refrigeration showcases, etc., has been underperforming the business plan initially formulated at the time of acquisition. As a result of strengthening its production and sales systems and conservatively reviewing its medium-term business plan, the book value has been reduced to the recoverable value.

## Per Share Information

(Yen)

| Item                       | Previous fiscal year<br>(April 1, 2021, to March 31, 2022) | Current fiscal year<br>(April 1, 2022, to March 31, 2023) |
|----------------------------|--|---|
| Net assets per share       | 6,726.45   | 7,635.27  |
| Earnings per share         | 743.88   | 880.59  |
| Diluted earnings per share | 743.46   | 880.05  |

Notes:

- As stated in “Changes in Accounting Policies,” the change in accounting policies from the current fiscal year has been applied retrospectively, and the retrospective application is reflected in the consolidated financial statements for the previous fiscal year. As a result, net assets per share for the previous fiscal year decreased by ¥3.28, compared with those prior to the retrospective application.  
The impacts from this change on earnings per share and diluted earnings per share are minimal.
- The basis for calculations of earnings per share and diluted earnings per share is provided below.

| Item   | Previous fiscal year<br>(April 1, 2021, to March 31, 2022) | Current fiscal year<br>(April 1, 2022, to March 31, 2023) |
|--|--|---|
| Earnings per share   |  |   |
| Profit attributable to owners of parent<br>(Millions of yen)   | 217,709  | 257,754   |
| Amount not belonging to common<br>shareholders (Millions of yen)   | —  | —   |
| Profit attributable to owners of parent<br>related to common stock (Millions of yen)   | 217,709  | 257,754   |
| Average number of shares of common stock<br>during the year (Thousands of shares)  | 292,666  | 292,708   |
| Diluted earnings per share   |  |   |
| Increase in the number of shares of common<br>stock (Thousands of shares)  | 167  | 177   |
| [Of the above, stock options by exercising<br>share acquisition rights] (Thousands of<br>shares)                                   | [167]  | [177]   |
| Overview of residual securities excluded<br>from the calculation of diluted earnings<br>per share, as they have no dilutive effect | —  |   |

- The basis for calculations of net assets per share is provided below.

| Item  | Previous fiscal year<br>(As of March 31, 2022) | Current fiscal year<br>(As of March 31, 2023) |
|---|--|---|
| Total net assets (Millions of yen)  | 2,007,149                                      | 2,279,095                                     |
| Deduction from total net assets (Millions of<br>yen)  | 38,423   | 44,064  |
| [Of the above, share acquisition rights]<br>(Millions of yen)   | [2,546]  | [3,116]                                       |
| [Of the above, non-controlling interests]<br>(Millions of yen)  | [35,876]                                       | [40,947]                                      |
| Shareholders' equity pertaining to common<br>stock at the end of the fiscal year (Millions<br>of yen) | 1,968,726                                      | 2,235,030                                     |
| Number of shares of common stock used to<br>calculate net assets per share (Thousands of<br>shares)   | 292,684  | 292,724                                       |

## Significant Subsequent Events

None applicable

The above represents a translation, for reference and convenience only, of the original notice issued in Japanese. We did our utmost to ensure accuracy in our translation and believe it to be of the highest standard. However, due to differences of accounting, legal and other systems as well as of language, this English version might contain inaccuracies, and therefore might be inconsistent with the original intent imported from the Japanese. In the event of any discrepancies between the Japanese and English versions, the former shall prevail as the official version.