



Summary of Business Performance

The Fiscal Year Ending December 31, 2024

~ Aiming to be the world's No.1 brand connecting the five continents ~

HOSHIZAKI CORPORATION

Stock code: 6465

Tokyo Stock Exchange : Prime Market

Nagoya Stock Exchange : Premier Market

February 13, 2025

I . Financial Results for FY 2024	:P.02-14
II . Key Factors of Financial Results for FY 2024	:P.15-20
III . Business Forecast for FY 2025	:P.21-23
IV . Company Profile and Overview of Business	:P.24-27



I . Financial Results for FY 2024

Foreign Exchange Rates

	Average of Period		End of Period	
	FY2023	FY2024	FY2023 End of December	FY2024 End of December
US dollar	140.6	151.6	141.8	158.1
Pound	175.0	193.8	180.6	199.0
Euro	152.1	164.0	157.1	164.9
Singapore dollar	104.7	113.4	107.4	116.5
Chinese yuan	19.8	21.0	19.9	21.6
Taiwan dollar	4.5	4.7	4.6	4.8
Hong Kong dollar	17.9	19.4	18.1	20.3
Indian rupee	1.71	1.82	1.72	1.86
South Korean won	0.1078	0.1113	0.1105	0.1076
Brazilian real	28.2	28.1	29.3	25.5
Indonesian Rupiah	0.0093	0.0096	0.0092	0.0098
Thai Baht	4.0	4.3	4.1	4.6
Malaysia Ringgito	30.8	33.1	30.8	35.4
Viet Nam Dong	0.0059	0.0062	0.0059	0.0065
Philippine Peso	2.55	2.66	2.58	2.76
Turkish lira	6.06	4.48	4.82	4.48

Summary of Financial Results for FY 2024

- In addition to responding to strong demand for capital investment in Japan, we achieved record high sales and operating income due to the contribution of three new consolidated companies overseas and favorable business performance mainly in India.

■ Sales : 445.4 billion yen (increased 19.3% year-on-year)

- Japan : 217.4 billion yen (increased 7.7%)
- Overseas : 228.0 billion yen (increased 32.9%) Overseas sales ratio : 51.2% (increased 5.3pt)
*Calculated based on reporting segments: "Americas" and "Europe" and "Asia"
- Japan : As inbound tourism recovered, demand for capital investment remained firm, mainly in the food and beverage and service industries, and net sales increased.
- Overseas : Sales increased due to contributions from consolidated Ozti in Turkey, the Americas Dispenser Business, and the India Business, as well as the impact of the weak yen.

■ Operating Income : 51.4 billion yen (increased 18.3%) Operating income margin : 11.6% (decreased 0.1pt)

- Japan : 28.7 billion yen (increased 20.5%) Operating income margin : 13.2% (increased 1.4pt)
- Overseas : 26.1 billion yen (increased 22.2%) Operating income margin : 11.4% (decreased 1.0pt)
*Calculated based on reporting segments: "Americas" and "Europe" and "Asia"
- As raw material and labor costs continued to increase, we improved gross margins in each region and thoroughly managed fixed costs, resulting in an increase in profit.
Introduced inflation accounting in response to Turkey's inflationary environment. 3.5 billion yen negative impact on operating income.

■ Ordinary Income : 57.8 billion yen (increased 14.9%)

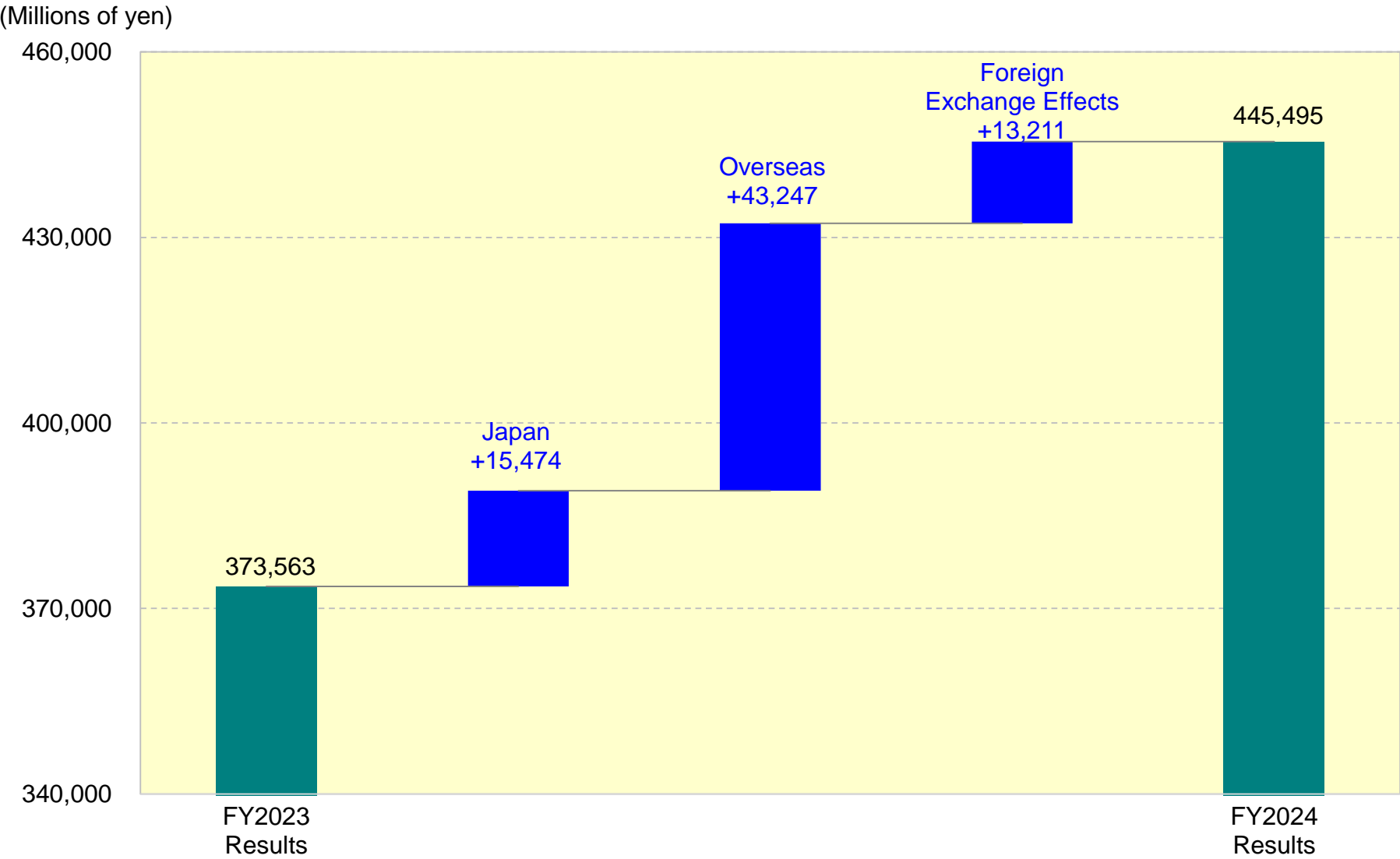
- Foreign exchange gains of 1.9 billion yen from deposits in foreign currencies were recorded as non-operating income. (3.0 billion yen of foreign exchange gains were recorded in the previous fiscal year.)

■ Profit Attributable to Owners of Parent : 37.1 billion yen (increased 13.2%)

Consolidated Business Performance

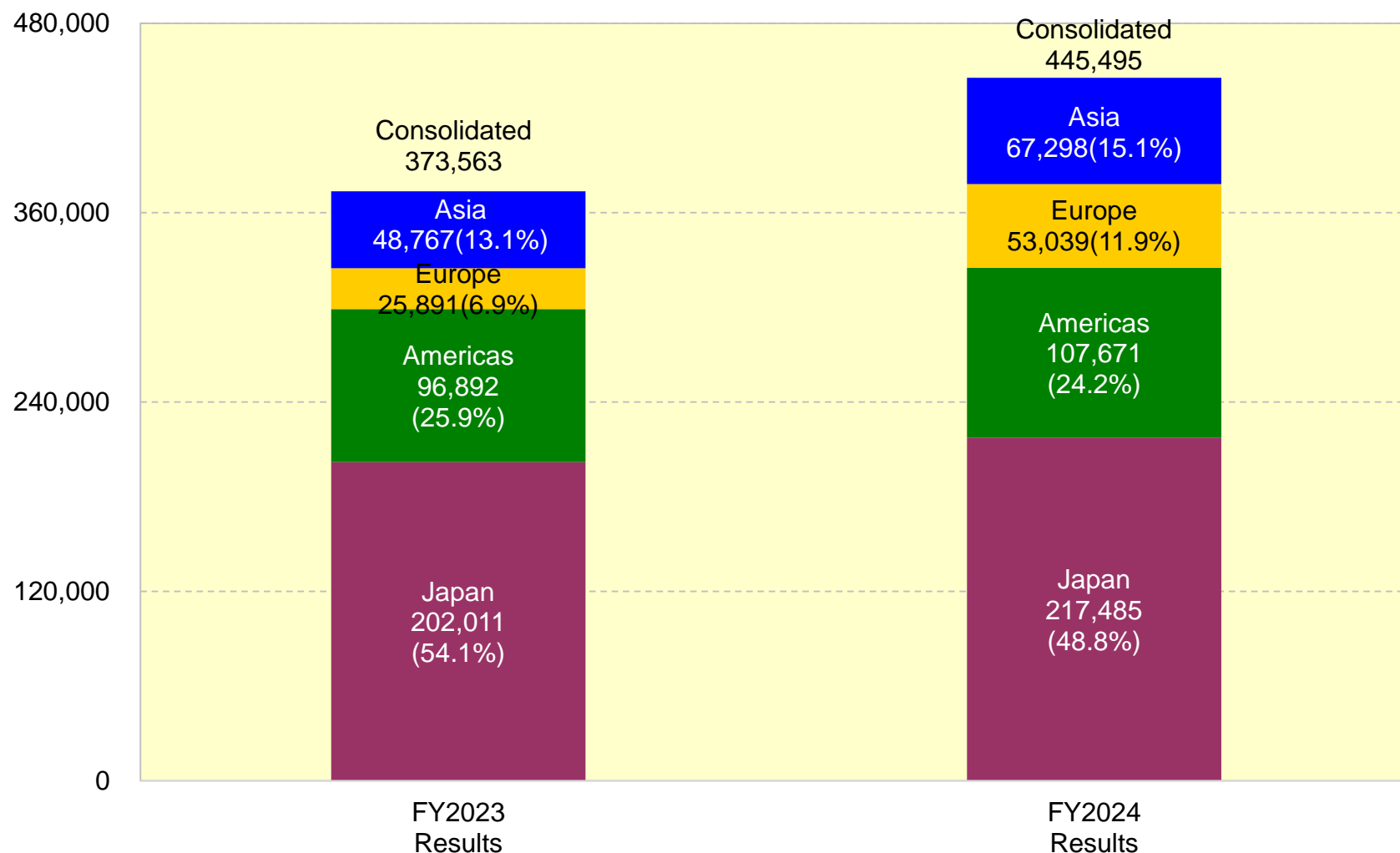
	FY 2023 results		FY 2024 forecast Nov 12th,2024		FY 2024 results					
	Amount (Millions of yen)	Percentage (%)	Amount (Millions of yen)	Percentage (%)	Amount (Millions of yen)	Percentage (%)	Year-on-year		Over forecast	
							Change (Millions of yen)	Percentage (%)	Change (Millions of yen)	Percentage (%)
Sales	373,563	100.0	430,000	100.0	445,495	100.0	+71,931	119.3	15,495	103.6
Cost of sales	237,501	63.6	267,900	62.3	279,046	62.6	+41,544	117.5	11,146	104.2
Gross profit	136,062	36.4	162,100	37.7	166,449	37.4	+30,386	122.3	4,349	102.7
Selling, general and administrative expenses	92,541	24.8	113,600	26.4	114,969	25.8	+22,428	124.2	1,369	101.2
Operating income	43,520	11.7	48,500	11.3	51,479	11.6	+7,958	118.3	2,979	106.1
Ordinary income	50,322	13.5	54,000	12.6	57,823	13.0	+7,500	114.9	3,823	107.1
Profit attributable to owners of parent	32,835	8.8	34,000	7.9	37,170	8.3	+4,334	113.2	3,170	109.3

Factors for Change in Consolidated Sales (Japan and Overseas)



Year-on-year Comparison of Sales by Reporting Segments

(Millions of yen)



*Figures in parenthesis indicate component percentages.

*Classified according to the location of the head offices.

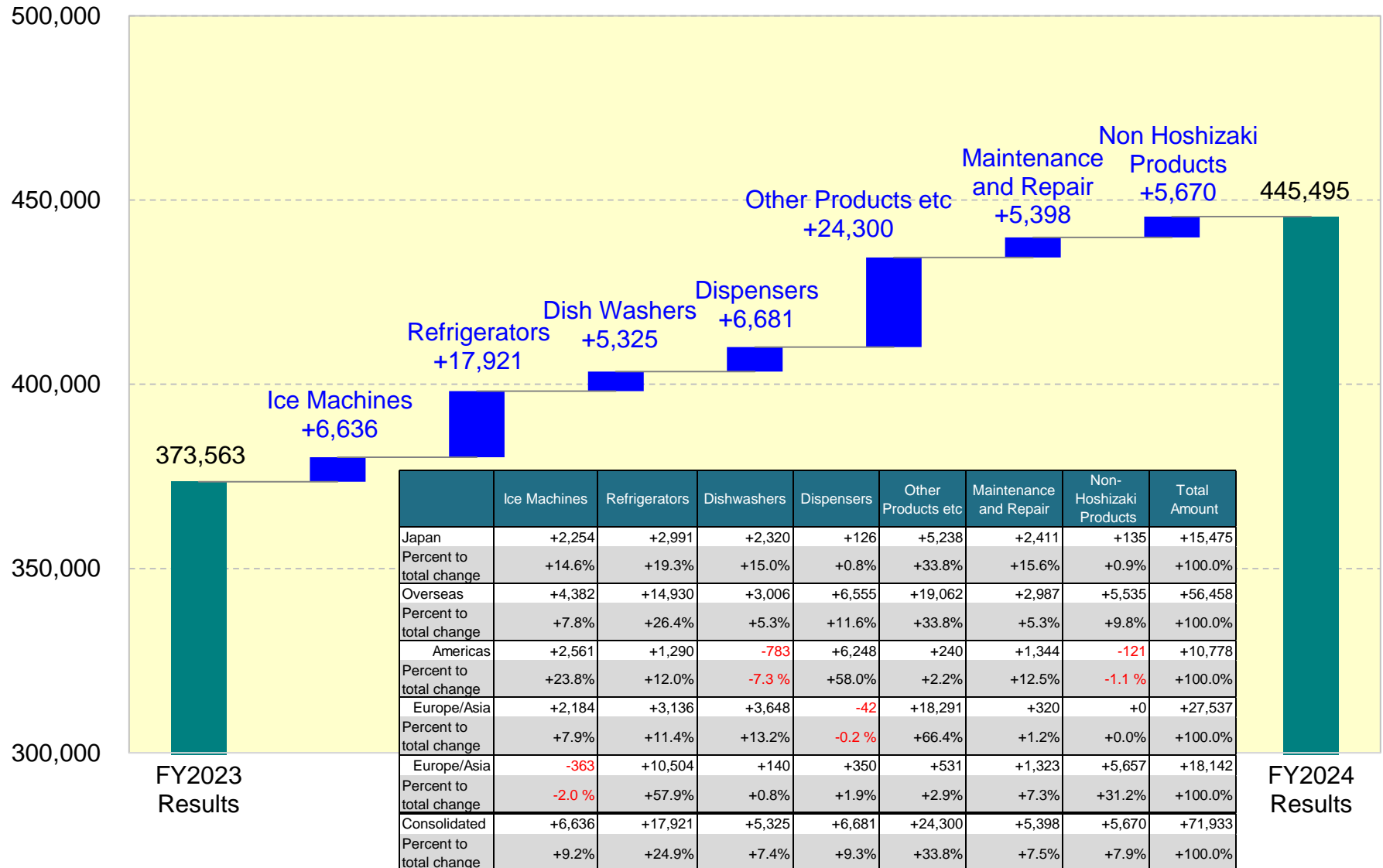
(e.g. Lancer Europe is included in "Americas")

(This is a classification for internal management control, and we use the same classification for reporting segments in the quarterly report.)



Factors for Change in Consolidated Sales by Product Groups

(Millions of yen)

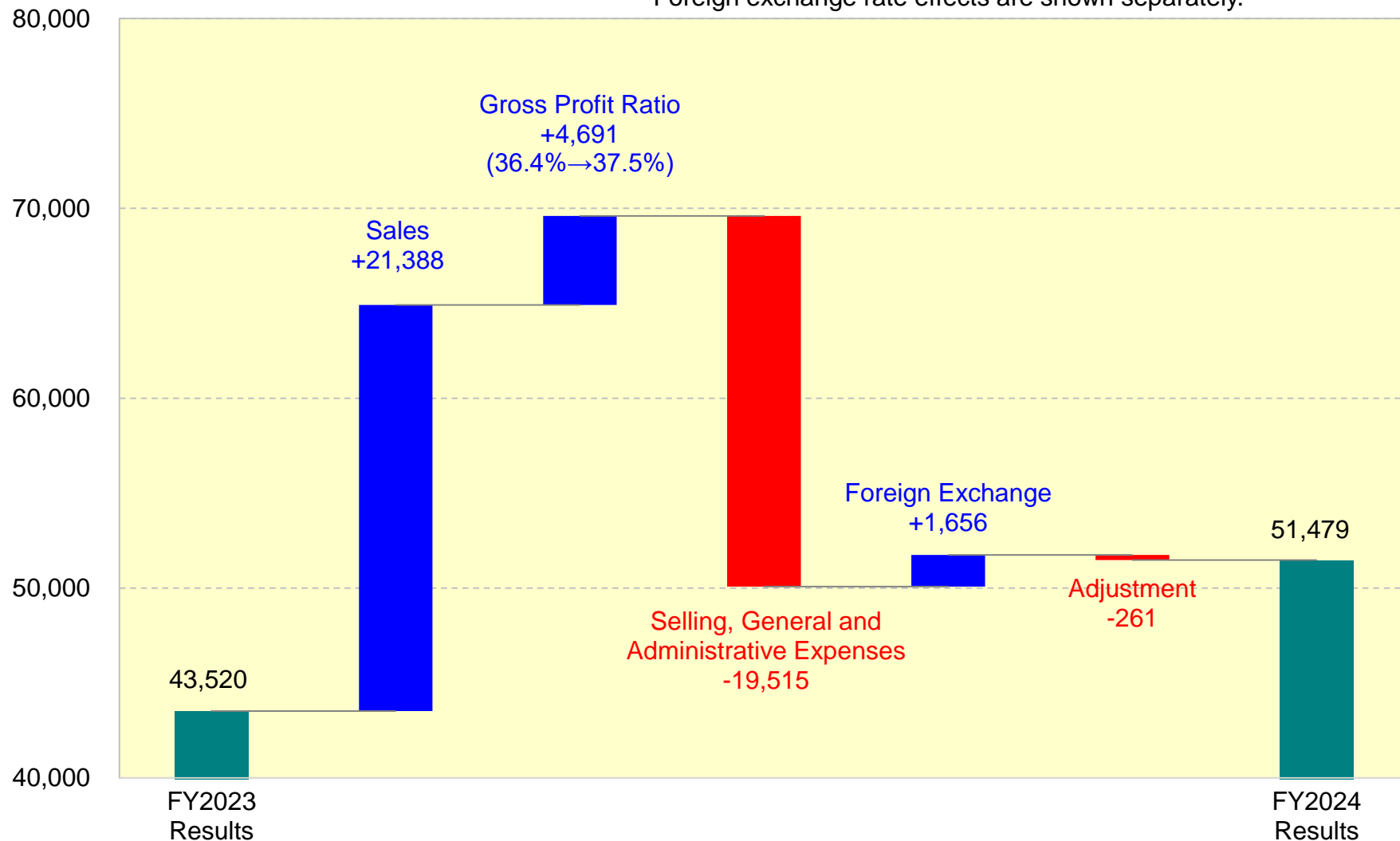


Factors for Change in Consolidated Operating Income

(Millions of yen)

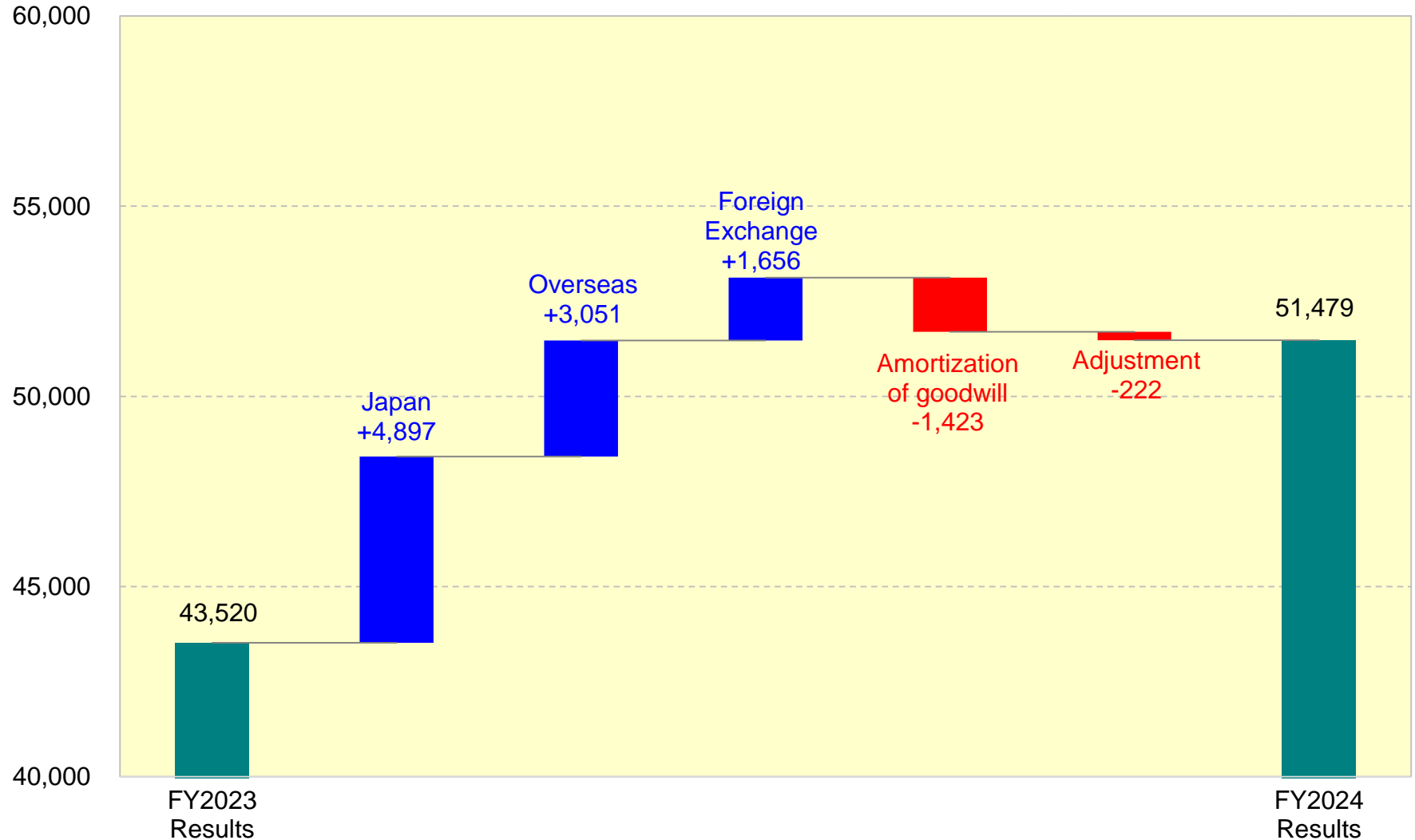
*The figures in parentheses indicate the ratio of sales to total sales.

*Foreign exchange rate effects are shown separately.



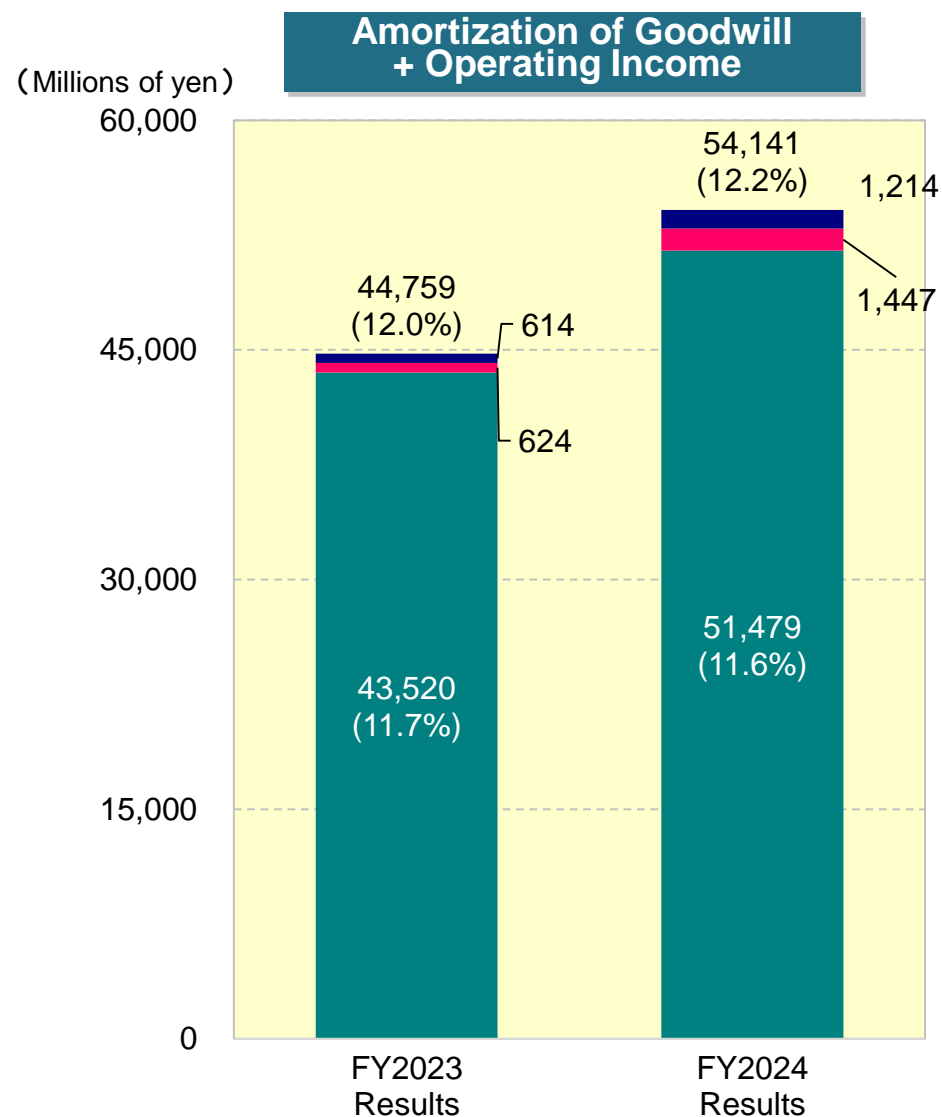
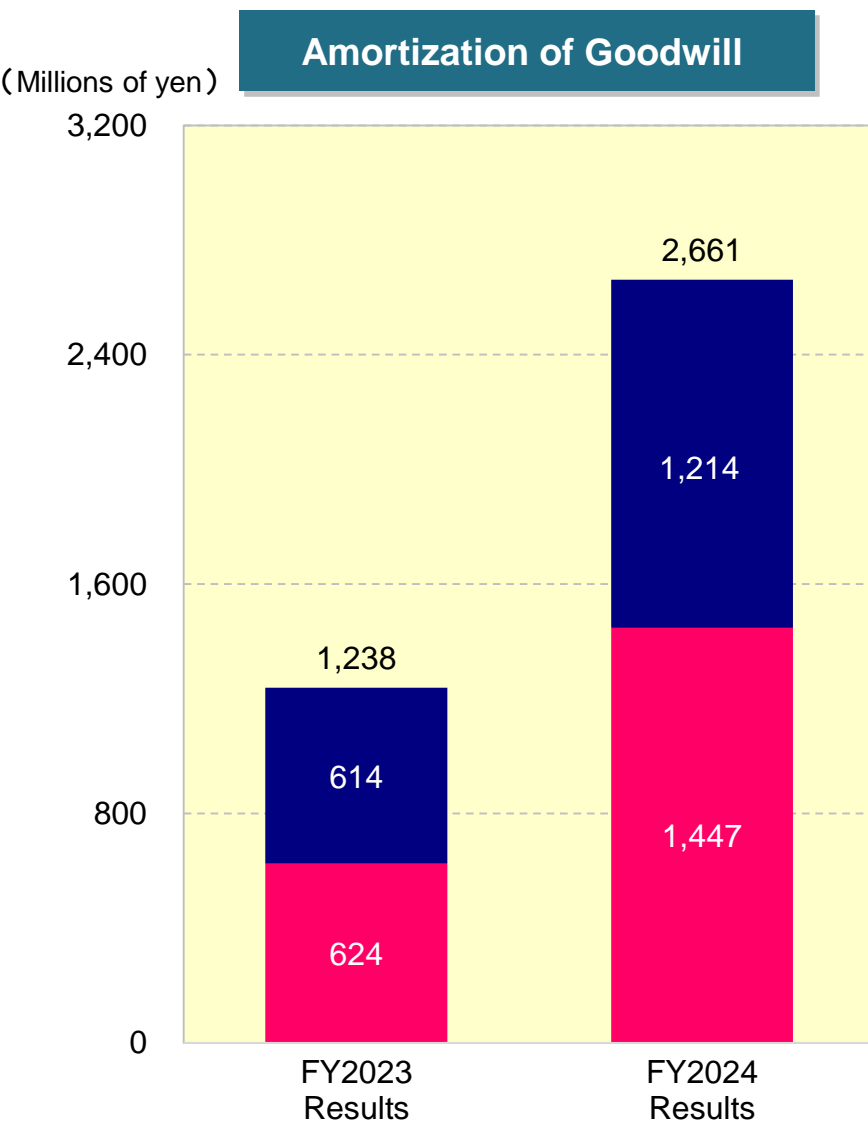
Factors for Change in Consolidated Operating Income by Japan and Overseas

(Millions of yen)



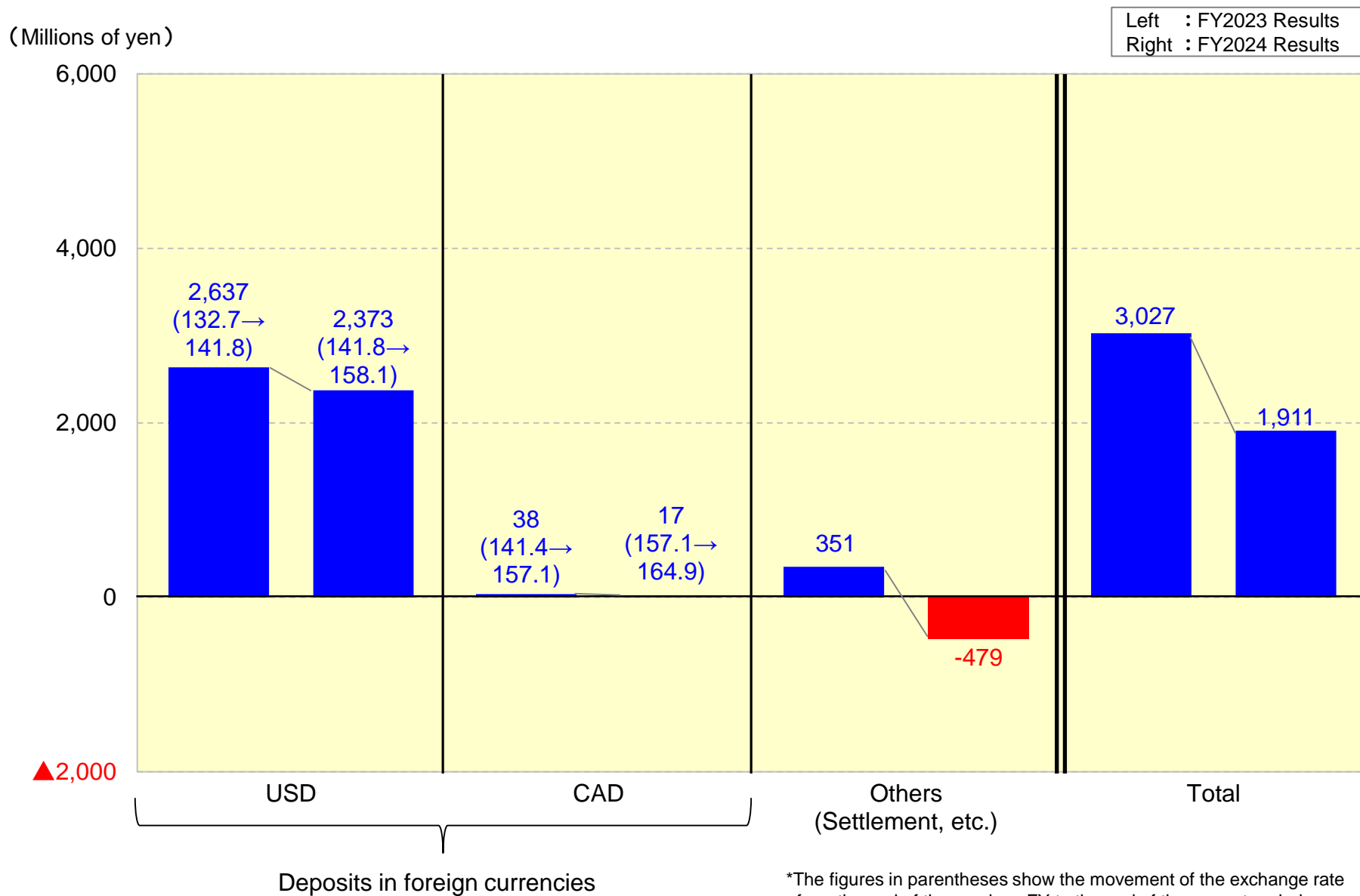
Impact of Goodwill Amortization

■ Amortization of intangible asset
■ Amortization of goodwill
■ Operating income



*Percentages in parentheses indicate sales ratio.

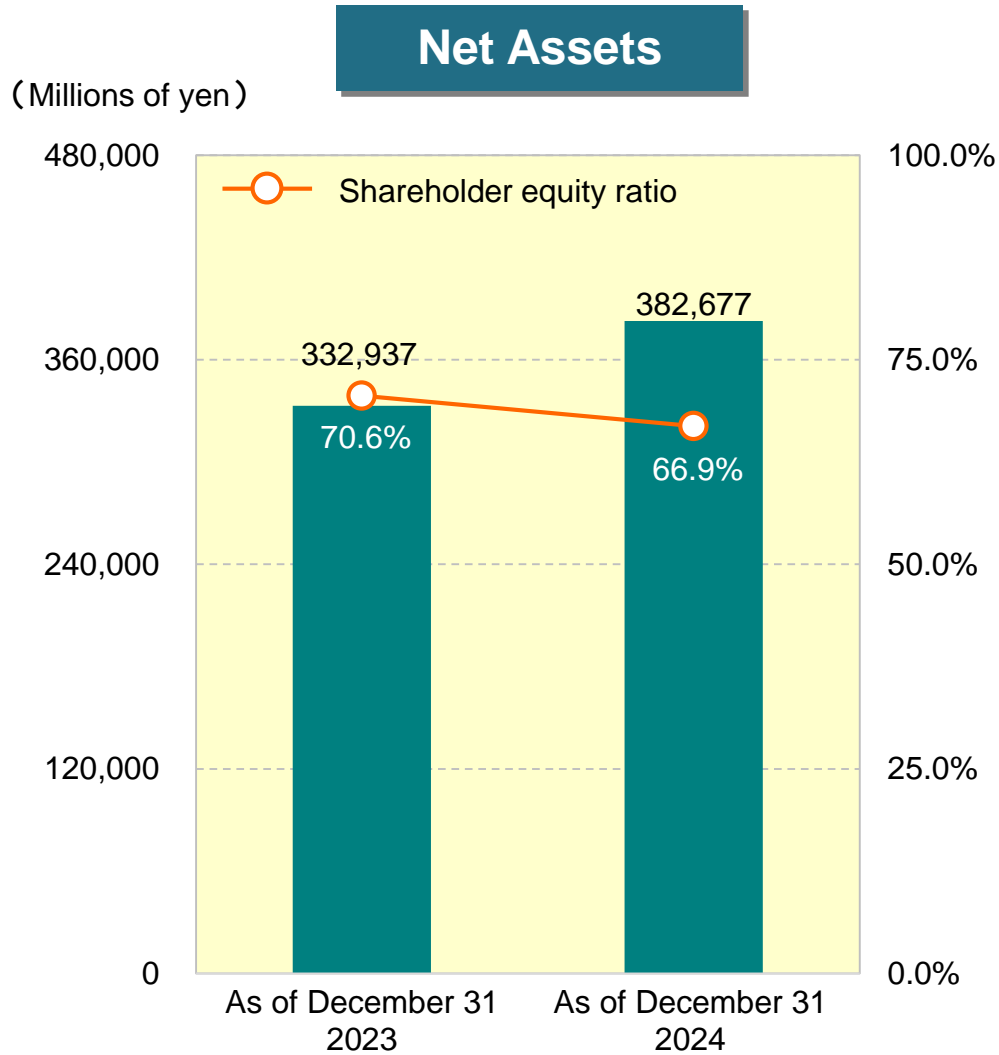
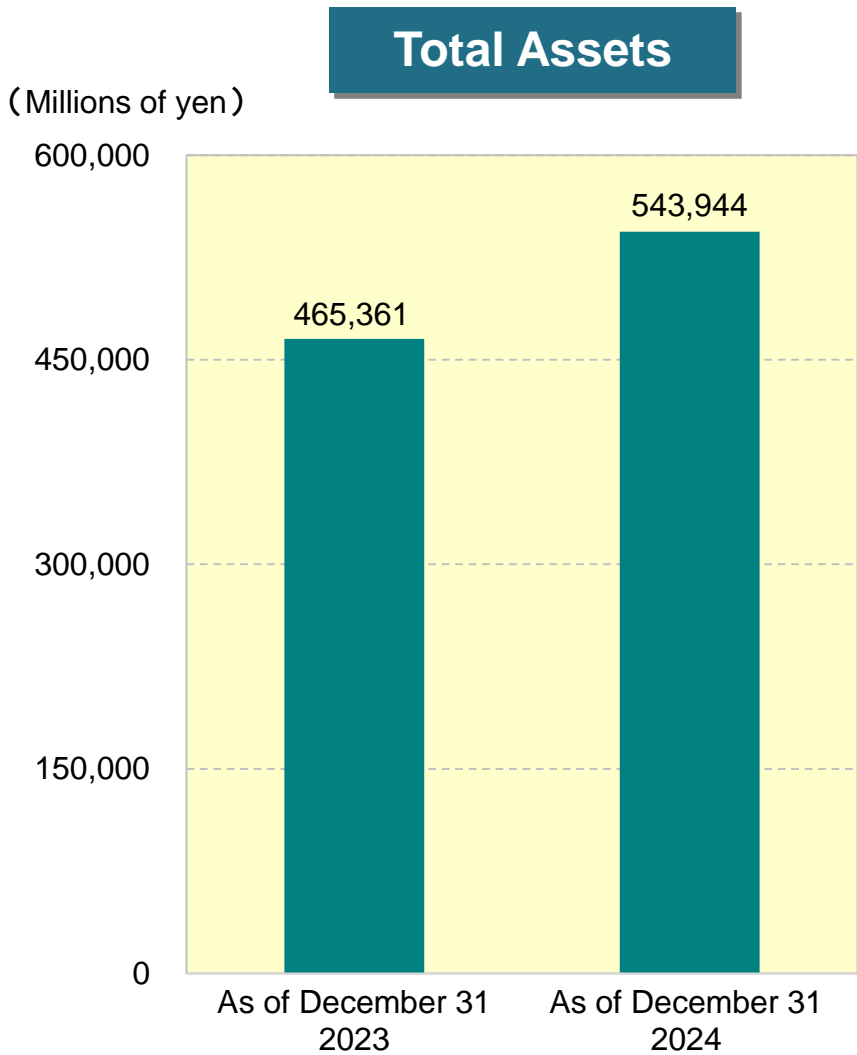
Breakdown of Foreign Exchange Gain and Loss



Consolidated Balance Sheet

		As of December 31, 2023		As of December 31, 2024		
		Amount (Millions of yen)	Percentage (%)	Amount (Millions of yen)	Percentage (%)	Change (Millions of yen)
	Current assets	364,145	78.3	390,307	71.8	+26,162
	(Cash and cash equivalents)	254,530	54.7	240,055	44.1	-14,474
	(Notes and accounts receivable-trade)	52,026	11.2	70,253	12.9	+18,226
	(Inventory)	52,264	11.2	69,165	12.7	+16,900
	Non-current assets	101,215	21.7	153,637	28.2	+52,421
Total assets		465,361	100.0	543,944	100.0	+78,583
	Current liabilities	104,638	22.5	128,590	23.6	+23,952
	(Notes and accounts payable-trade)	30,308	6.5	36,252	6.7	+5,944
	Non-current liabilities	27,785	6.0	32,676	6.0	+4,890
Total liabilities		132,424	28.5	161,267	29.6	+28,843
Total net assets		332,937	71.5	382,677	70.4	+49,740
Total liabilities and net assets		465,361	100.0	543,944	100.0	+78,583
Cash and deposits		254,530		239,035		-15,494

Comparison of Consolidated Total Assets and Net Assets

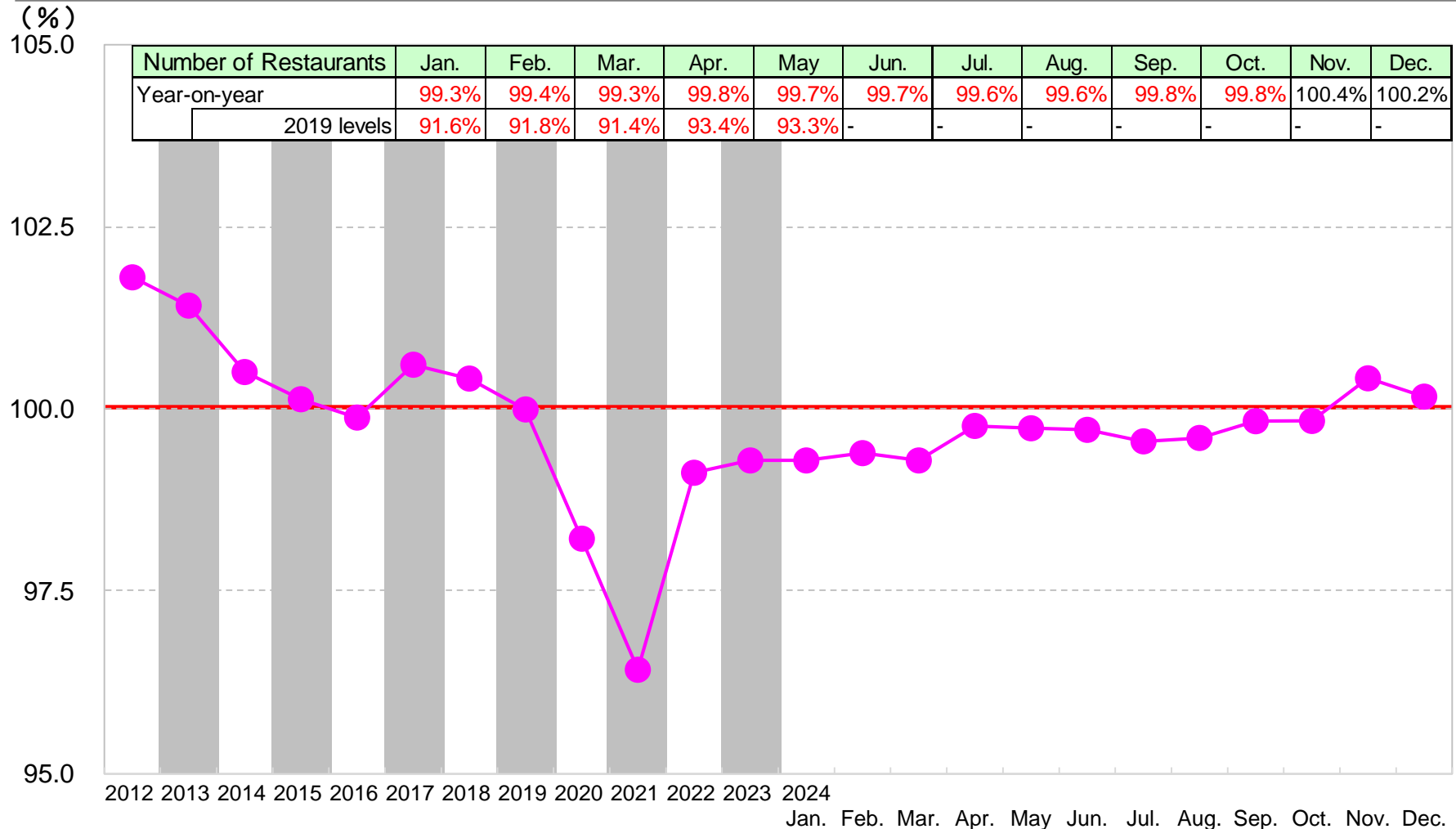




Ⅱ . Key Factors of Financial Results for FY 2024

Japan : Number of Major Restaurant Chains (Year-on-year Change)

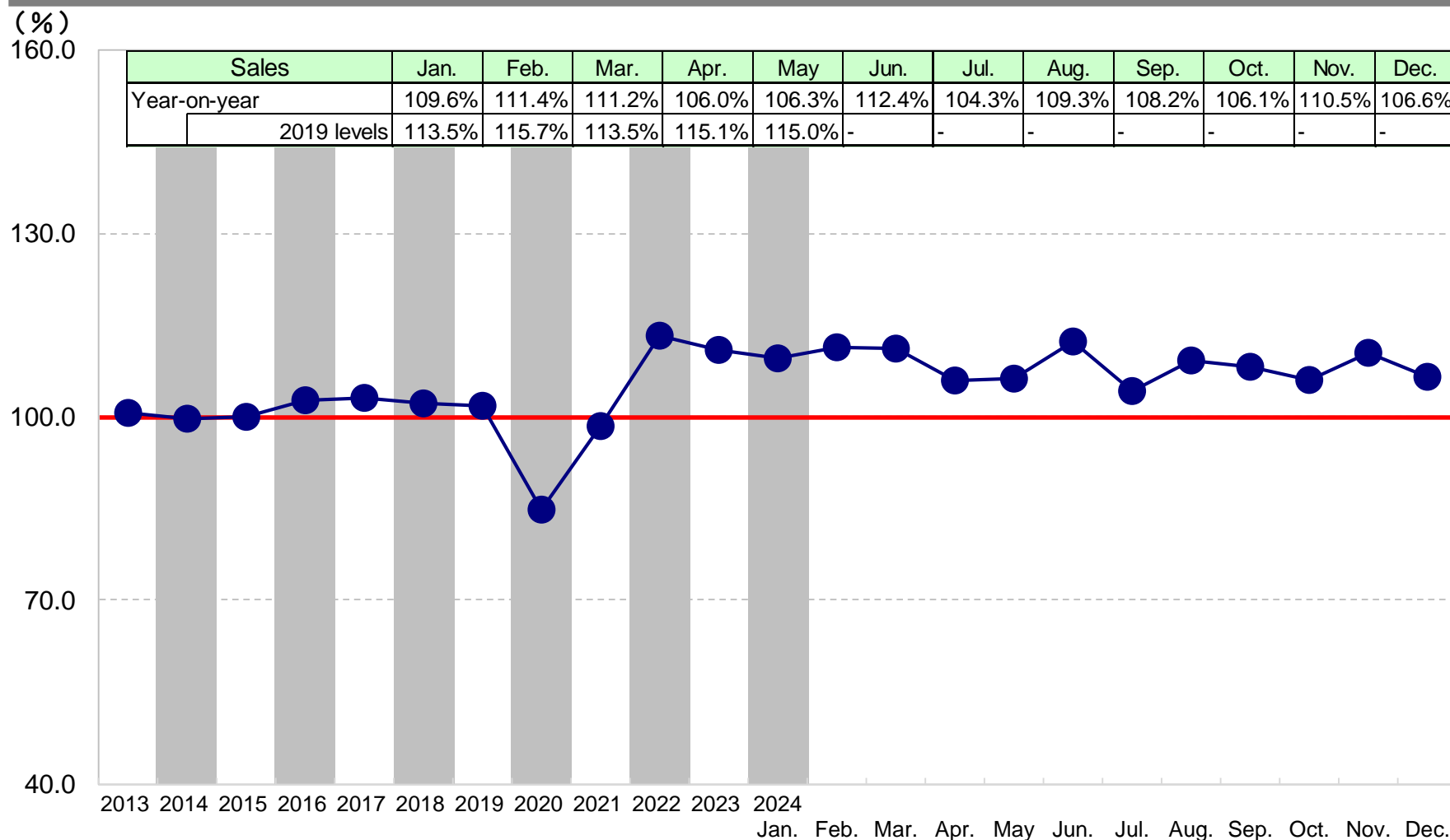
- The total number of major domestic chain stores has been on a downward trend since 2020, but has been on a positive trend since November 2024.



(Source: Japan Food Service Association "Trend Survey on the Food-Service Industry Annual Data")

Japan : Sales of Major Restaurant Chains (Year-on-year Change)

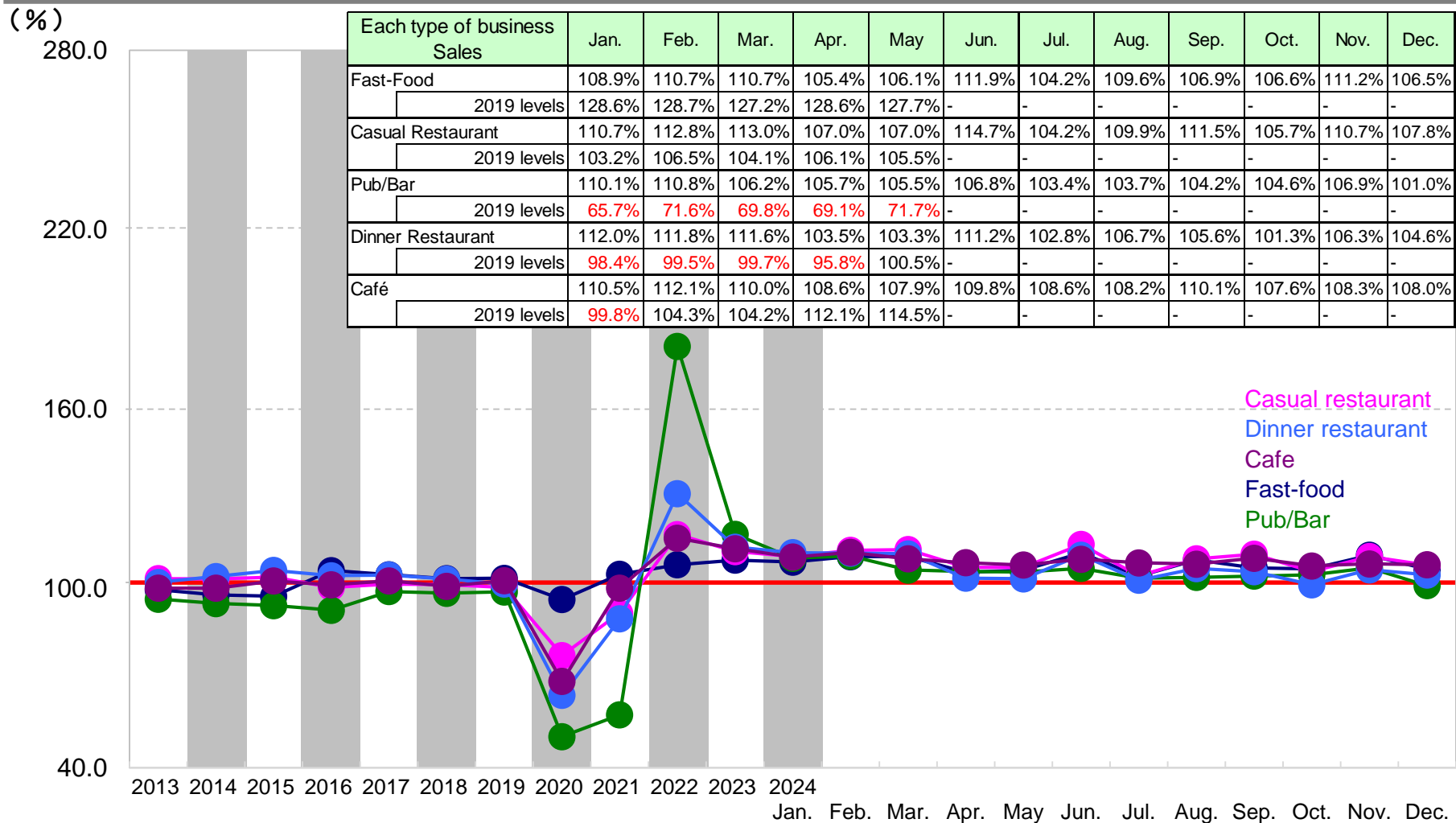
- Sales in the restaurant industry have continued to recover, partly due to rising inbound demand. Total store sales in December were 106.6% from a year earlier.



(Source: Japan Food Service Association "Trend Survey on the Food-Service Industry Annual Data")

Japan : Sales by Type of Business in Major Restaurant Chains (Year-on-year Change)

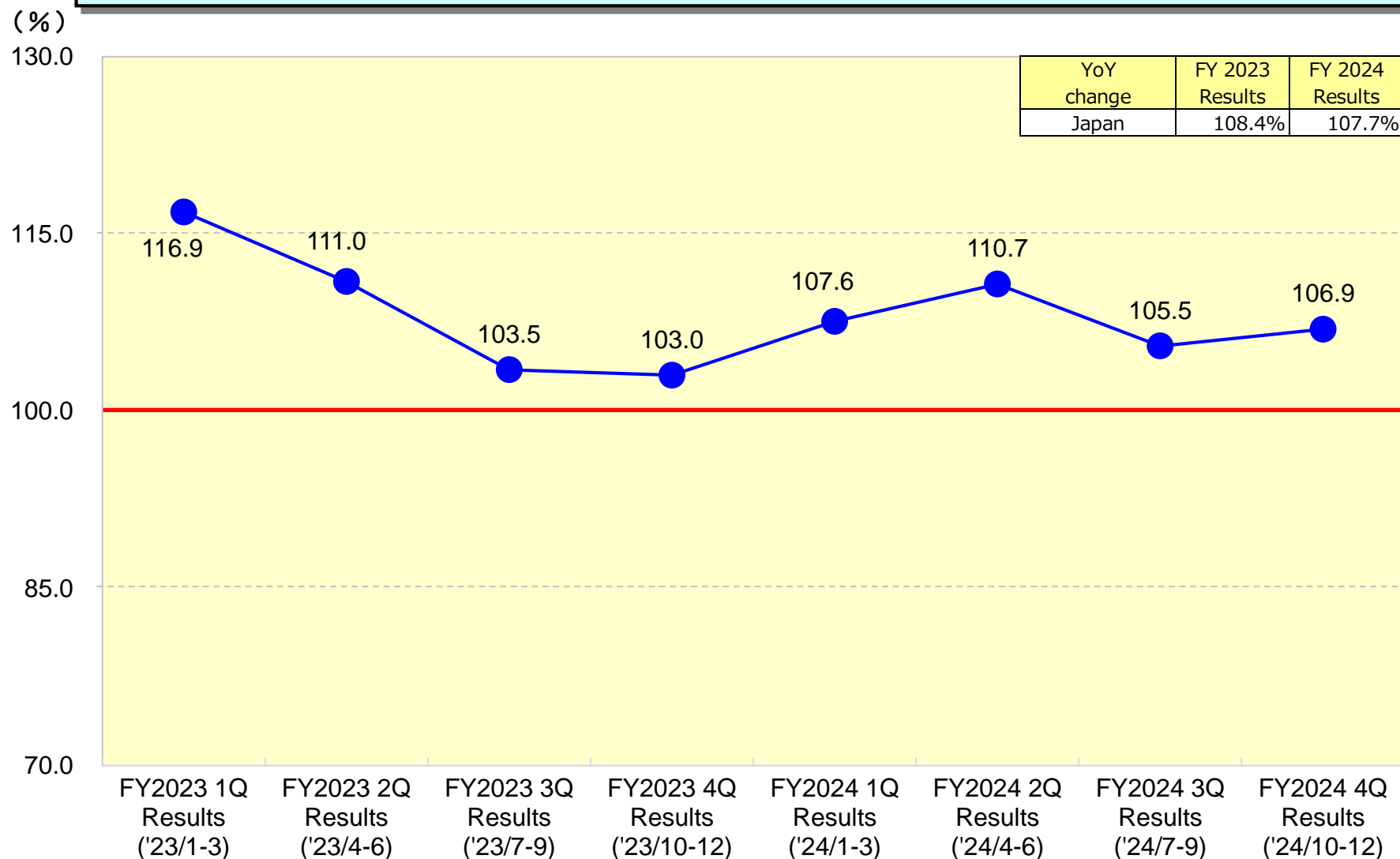
- All business categories grew at a rate of more than 100% year on year due to increased demand from inbound travel.



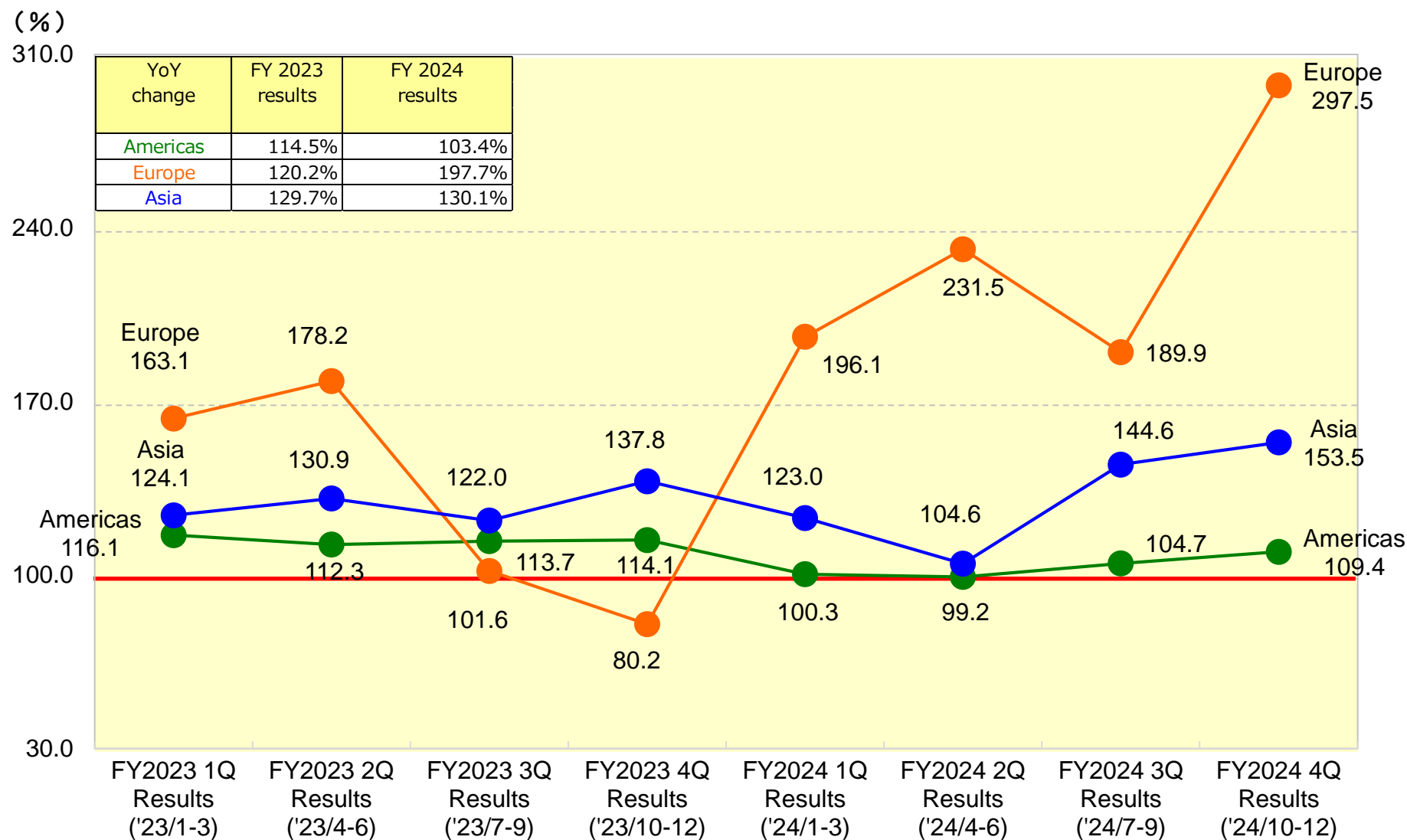
(Source: Japan Food Service Association "Trend Survey on the Food-Service Industry Annual Data")

Japan : Year-on-Year Change in Sales

- Responding to strong capital investment demand, Q4 2024 saw a strong 106.9% year-on-year growth rate.



Overseas : *Year-on-Year Change in Sales by Areas on Local Currency Basis



*Head Office Area Category (Example: Lancer Europe is included in the Americas. It is an internal business management category, which is the same as the disclosure category of annual securities reports.)





III. Business Forecast for FY 2025

Summary of Business Forecast in FY 2025

■ Sales: 460 billion yen (increase by 3.3% year-on-year)

- Japan: Sales 222.7 billion yen (increase by 2.4%)
- Overseas: Sales 237.3 billion yen (increase by 4.1%)
- Overseas sales ratio: 51.6% (increase by 0.2pt)
- In Japan, service consumption and inbound demand are expected to continue to increase despite concerns about the effects of the global economic stagnation, rising prices, and continuing labor shortages. By deepening the restaurant market and strategically developing markets other than restaurants, full-year sales are assumed to be 102.4% year-on-year.
- In overseas markets, although the business environment in each region is becoming more severe due to concerns about macroeconomic effects and intensified price competition with competitors, the full-year sales are assumed to be 104.1% year-on-year in view of continued demand and the contribution of the two new consolidated companies.
- Exchange rates (average of the period) assumption: 148 yen per US dollar, 160 yen per Euro, 1.80 yen per Indian Rupee

■ Operating Income: 53.5 billion yen (increase by 3.9%)

- Although an increase in personnel costs due to continued wage increases and a decline in profit margins due to intensified price competition are expected, we plan to increase profits by promoting cost-cutting activities. Contributions from the two newly consolidated companies are expected to be minimal, taking into account amortization of goodwill and other factors.

■ Ordinary income: 55.9 billion yen (decrease by 3.3%)

- Not included foreign exchange gains or losses on deposits in foreign currencies. (Foreign exchange gains of 1.9 billion yen were recorded in the previous fiscal year.)

■ Profit attributable to owners of parent: 38.3 billion yen (increase by 3.0%)



Business Forecast for FY 2025

	FY 2023 Results		FY2024 Results		FY 2025 Forecasts Feb. 13th, 2025			
	Amount (Millions of yen)	Percentage (%)	Amount (Millions of yen)	Percentage (%)	Amount (Millions of yen)	Percentage (%)	Year-on-year	
							Change (Millions of yen)	Percentage (%)
Sales	373,563	100.0	445,495	100.0	460,000	100.0	14,505	103.3
Cost of sales	237,501	63.6	279,046	62.6	286,100	62.2	7,054	102.5
Gross profit	136,062	36.4	166,449	37.4	173,900	37.8	7,451	104.5
Selling, general and administrative expenses	92,541	24.8	114,969	25.8	120,400	26.2	5,430	104.7
Operating income	43,520	11.7	51,479	11.6	53,500	11.6	2,021	103.9
Ordinary income	50,322	13.5	57,823	13.0	55,900	12.2	-1,923	96.7
Profit attributable to owners of parent	32,835	8.8	37,170	8.3	38,300	8.3	1,130	103.0



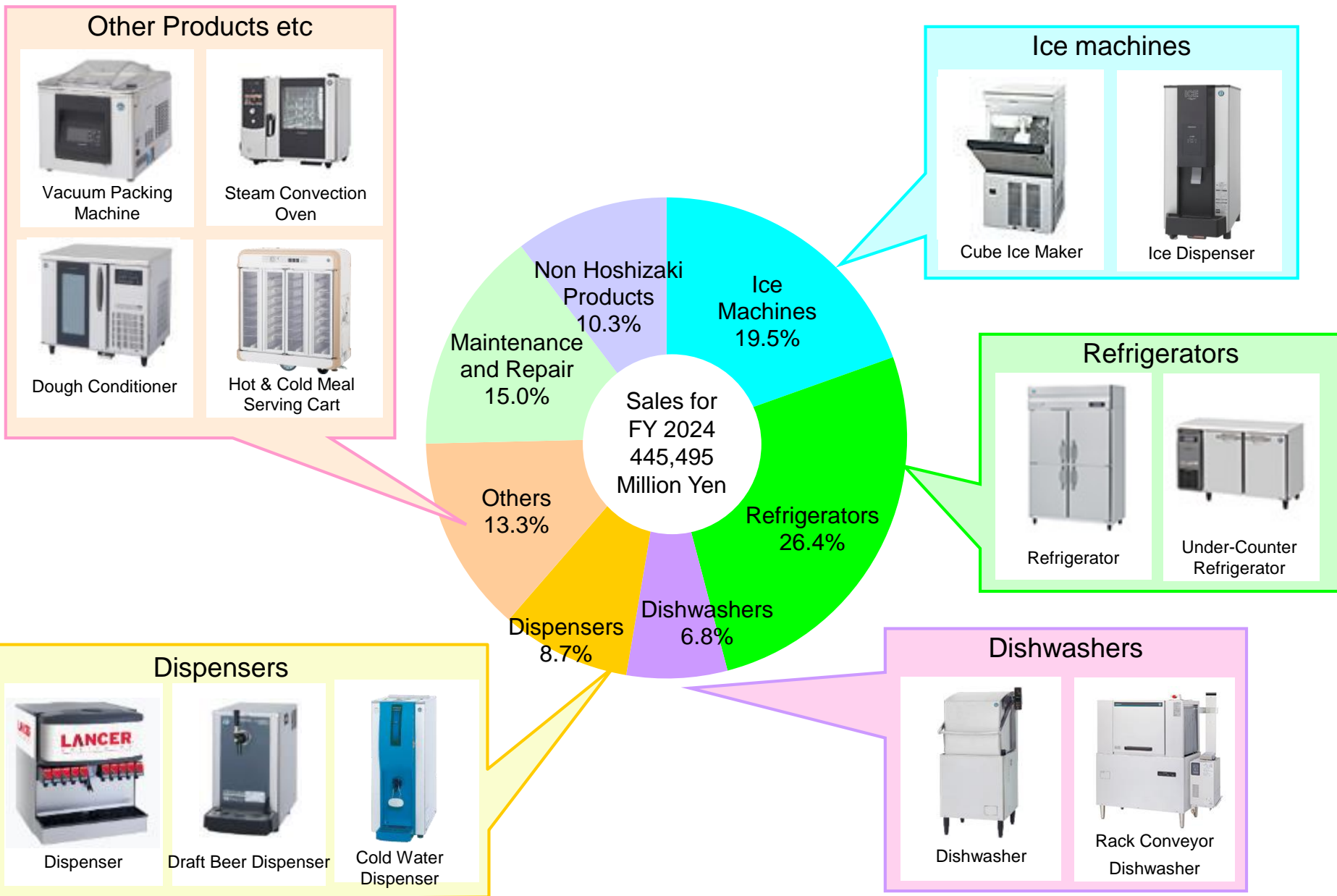
IV. Company Profile and Overview of Business

Company Profile



- Company name : HOSHIZAKI CORPORATION
- Head Office : 3-16 Minamiyakata, Sakae-cho, Toyoake-shi, Aichi
- Representative : Yasuhiro Kobayashi,
Representative Director, President & CEO
- Establishment : February 1947
- Business : Research and development, manufacturing, sales, maintenances and service
of commercial kitchen appliances & equipment.
- Capital stock : 8,138 million yen (As of December 31, 2024)
- Consolidated business performance : Sales : 445,495 million yen
(Fiscal Year ended December 31, 2024) Operating income : 51,479 million yen
Profit attributable to owners of parent : 37,170 million yen
(*Net income is attributable to shareholders of the parent company.)
- Number of consolidated group companies : 60 companies
(20 companies in Japan, 18 companies in Americas, 22 companies in Europe and Asia)
(As of December 31, 2024 *Including HOSHIZAKI CORPORATION)
- Number of employees : 1,155 persons (HOSHIZAKI CORPORATION)
16,061 persons (Group total) (As of December 31, 2024)
- Number of sales offices in Japan : 426 places *Including Service Centers (As of December 31, 2024)

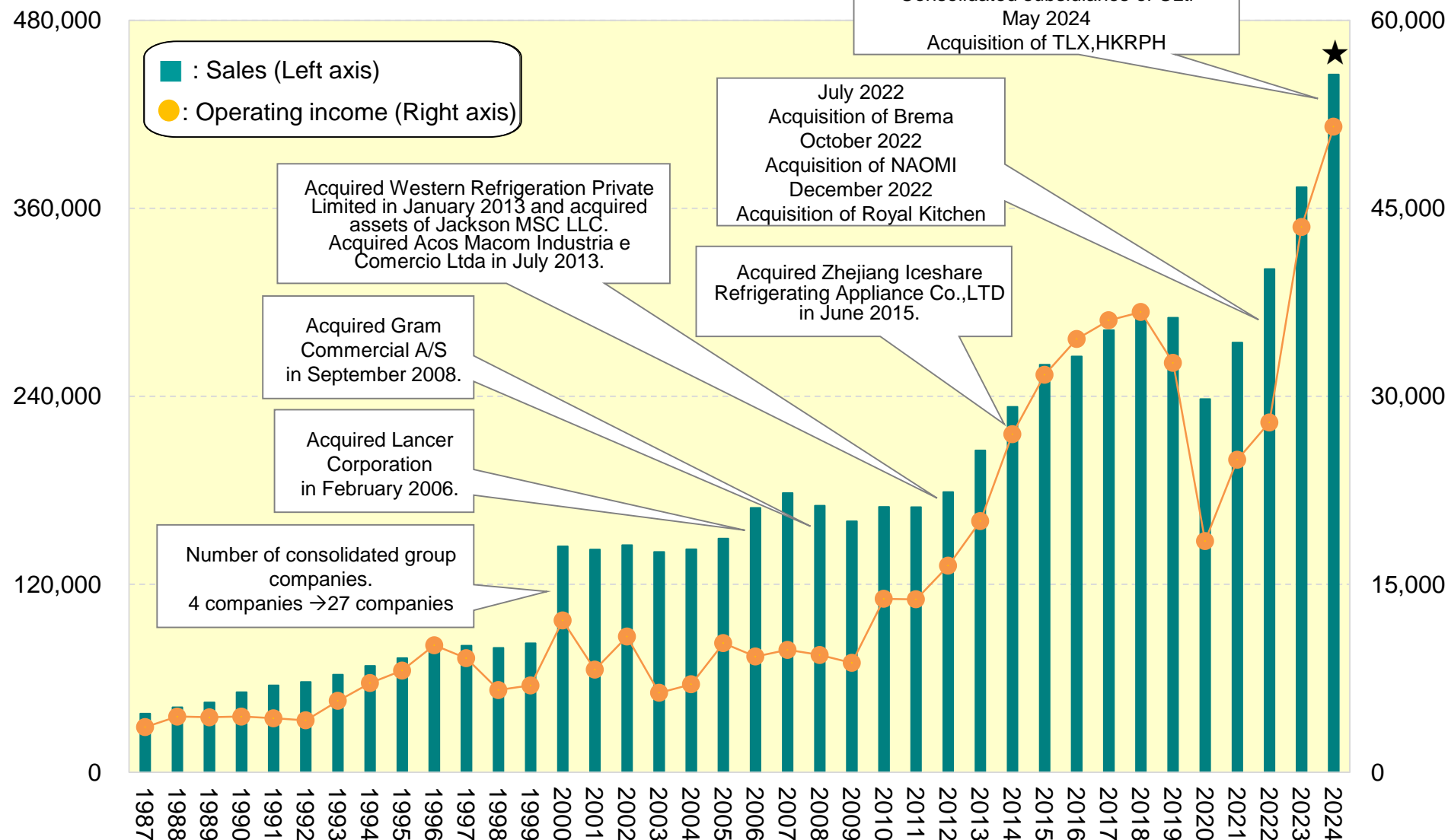
Main Product Group and Sales Breakdown



Long-term Business Performance Consolidated Basis

(Millions of Yen)

(Millions of Yen)



★ Recorded a record sales and operating income.

Notes on the Appropriate Use of this Document

- This document includes the forward-looking statements and data concerning business performances, strategies, and business plans of HOSHIZAKI CORPORATION (“the Company”).
- The forward-looking statements and data in this document are not historical facts, but the Company’s forecast based on currently available information.
- Because potential risks and uncertain factors, such as economic trends, competition with other companies, are included in this document, please be noted that actual business performance, business development, and financial situation of the Company may differ significantly from the forecast due to various factors, such as future economic trends, competition in the industry, market demand, other economic, social, and political situations.
- This presentation is an English translation of the material initially written in Japanese, which should be considered to be the primary version.

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