

# Restar Holdings Corporation

Financial results briefing of 2Q  
for the FY23 ending March 31<sup>st</sup>, 2024

Nov 16<sup>th</sup>, 2023



# Agenda

1. Financial results overview 2Q FY23 : Managing Executive Officer, Susumu Nishima
2. Topics : About CEATEC Exhibition : Restar Electronics Growth Strategy Division, Atsushi Nara
3. Q&A



# 2Q FY23 Consolidated Financial Highlights



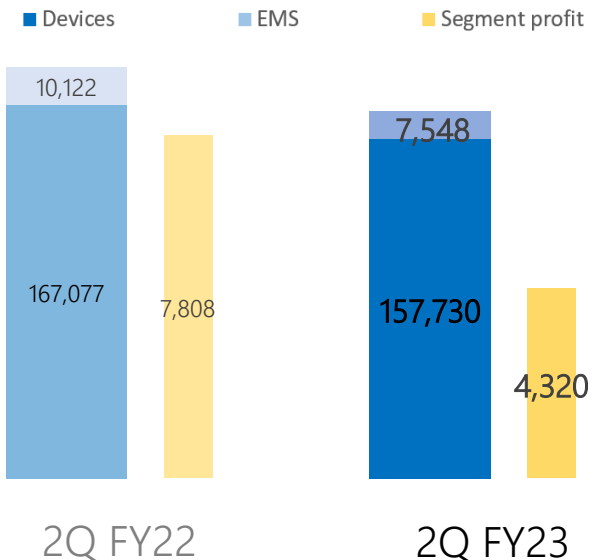
# 2Q FY23 consolidated results

Million yen	2Q FY22		2Q FY23		YoY	
	Amount	% of Net Sales	Amount	% of Net Sales	Growth	Change (%)
Net Sales	239,795	—	245,264	—	5,469	2.3%
Gross Profit	20,822	8.7%	22,019	9.0%	1,196	5.7%
SG & A	12,376	5.2%	14,920	6.1%	2,543	20.6%
Operating Profit	8,445	3.5%	7,098	2.9%	(1,347)	(16.0%)
Ordinary Profit	8,474	3.5%	3,955	1.6%	(4,518)	(53.3%)
Profit Attributable to Owners of Parent	4,613	1.9%	3,367	1.4%	(1,246)	(27.0%)

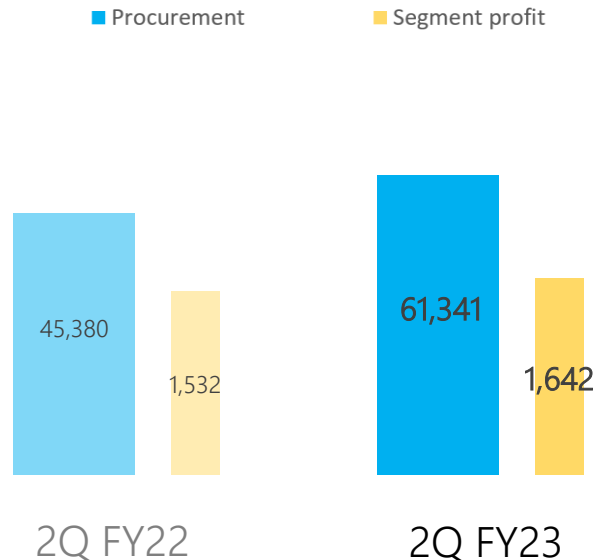
# Status of each segment①

## Semiconductor and Electronic Components Business

(Million yen)



## Procurement Business

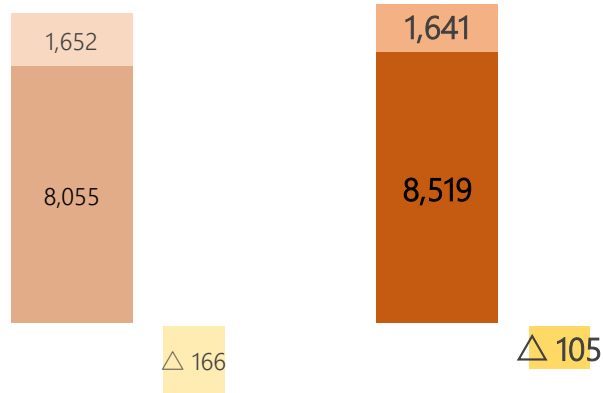


# Status of each segment②

## Electronic Equipment Business

(Million yen)

Electronic Equipment System Equipment Segment loss



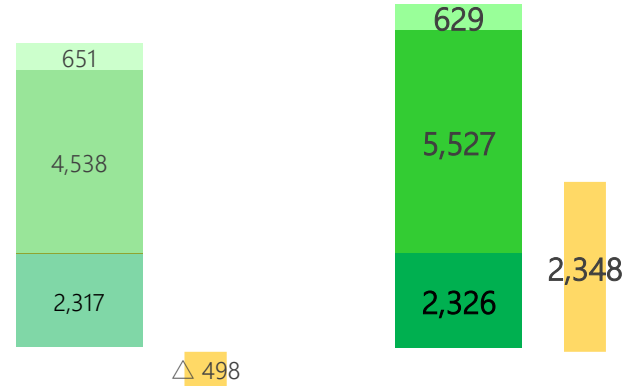
2Q FY22

2Q FY23

## Environmental Energy Business

Energy Vegetable Factory

Power producer and supplier Segment profit(loss)



2Q FY22

2Q FY23

# Consolidated Balance Sheet

Assets: Increase in cash and deposits, accounts receivable, inventories, etc.

Liabilities: Decrease in notes and accounts payable, etc.

Million yen	As of March 31 <sup>st</sup> , 2023	As of September 30 <sup>th</sup> , 2023
Assets		
Current Assets	210,816	228,791
Non-current Assets	58,611	57,490
Total Assets	269,427	286,282
Liabilities and Net Assets		
Current Liabilities	162,439	176,459
Non-current Liabilities	21,892	21,246
Net Assets	85,095	88,575
Total Liabilities and Net Assets	269,427	286,282
Capital Adequacy Ratio	30.0%	28.7%



# Cash Flow

(unit: million yen)

Cash and Cash Equivalents at Beginning of Period	31,984
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■ Cash Flows from Operating Activities	(977)
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> Main factors : Increase in accounts receivable, decrease in inventories and accounts payable

■ Cash Flows from Investing Activities	2,142
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> Main factors : Proceeds from sales of property, plant and equipment and payments for acquisition of property, plant and equipment

■ Cash Flows from Financing Activities	4,313
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> Main factors : Increase short-term borrowings, dividend paid repayments long-term borrowings

■ Effect of Exchange Rate Change on Cash and Cash Equivalents	1,220
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Cash and Cash Equivalents at End of Period	38,982
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# Forecasts and progress for the full year ending March 31, 2024

Million yen	FY23 Full year forecast	2Q FY23	Progress rate
Net Sales	500,000	245,264	49.0%
Operating Profit	10,000	7,098	70.9%
Ordinary Profit	7,000	3,955	56.5%
Profit Attributable to Owners of Parent	7,000	3,367	48.1%

There is no change to the full-year earnings forecast announced on May 12, 2023

# Shareholder Return Policy

## Focus on financial stability based on consolidated earnings forecasts

- Improve returns to shareholders by paying dividends and considering share buybacks, etc.
- Proactive strategic investment and continuous review of appropriate capital allocation
- Aim to increase corporate value through further profit growth and improvement of capital efficiency

	Dividends per share (¥)		
	2nd quarter-end	Year-end	Total
Forecast for the year ending March 31, 2024	55.00	60.00	115.00

There is no change to the full-year earnings forecast announced on May 12, 2023

# Management Principles of the Restar Group

## Mission

We help society evolve by leveraging information and technology to create and deliver new value and services.

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## Vision

We aim to be “the Electronics Value Platformer” that accommodates all manner of stakeholder needs.

“Global (in view and scale)” “ Social Contribution”  
“Collaboration and Innovation”

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## Value

- Through collaboration, we reflect diverse points of view as we create new cultures and values.
- Through innovative ideas and passion, we take on challenges and aim for higher targets.
- By expanding our business arena to encompass the entire world, we contribute to sustainable social evolution.



## The Electronics Value Platformer

Solving our customers' issues by electronics

Create an innovative  
business

Information × Technology  
Improve added value

Businesses Synergies

Various business  
activities

< Business Topics >

1. Further reinforcement of Device business: 4 companies under TSUZUKI DENKI CO., LTD to become wholly owned subsidiaries
2. Restar Group CEATEC Exhibition
3. Sustainability Initiatives: Food Loss Reduction and Carbon Free

# 1. Further reinforcement of Device business: 4 companies under TSUZUKI DENKI CO., LTD to become wholly owned subsidiaries in Jan 2024

## Four Subject Companies

Fiscal year ending March 31, 2023  
(approximate estimate)  
Sales: 32 billion yen  
Profit: 1 billion yen

- TSUZUKI EMBEDDED SOLUTIONS CO., LTD.
- TSUZUKI DENSAN TRADING (SHANGHAI) CO., LTD.
- TSUZUKI DENSAN HONG KONG CO., LTD.
- TSUZUKI DENSAN SINGAPORE PTE.LTD.

## Embedded Solutions



Sales, maintenance, and support of embedded products such as ICT products, electronic devices, and electronic components

## Business Integration



Create new value chains by linking goods, things, people, and companies

## Office Services



Support environmental/safety/security measures from procurement operations

## Synergy Effects

- Mutual complementing and cross-selling of existing products
- Development of solutions in the sensing domain
- Expanding the Company's appeal in the SaaS and security fields
- Restar matching service (business matching service) utilization and collaboration
- Development of high-value businesses by merging technical resources from both sides
- Sharing business models that focus on customer value chains

Further strengthen line cards (products) and customer base, and expand business through value-added creation

## 2. Background on CEATEC Exhibits

### Our Management Philosophy

#### Mission

We help society evolve by leveraging information and technology to create and deliver new value and services.

#### Vision

We aim to be "the Electronics Value Platformer" that accommodates all manner of stakeholder needs.

Global (in view and scale) / Social Contribution / Collaboration and Innovation

#### Values

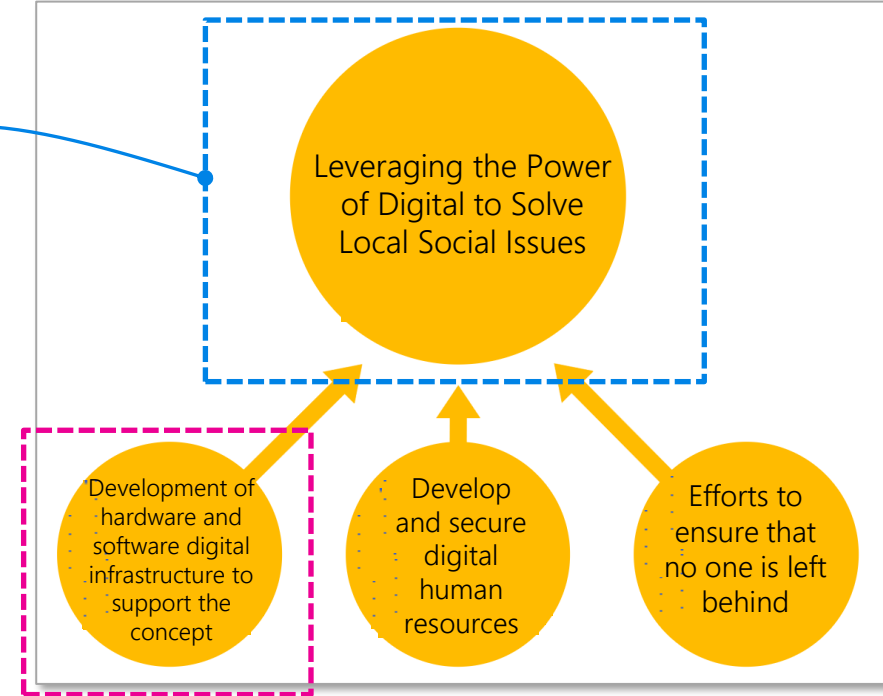
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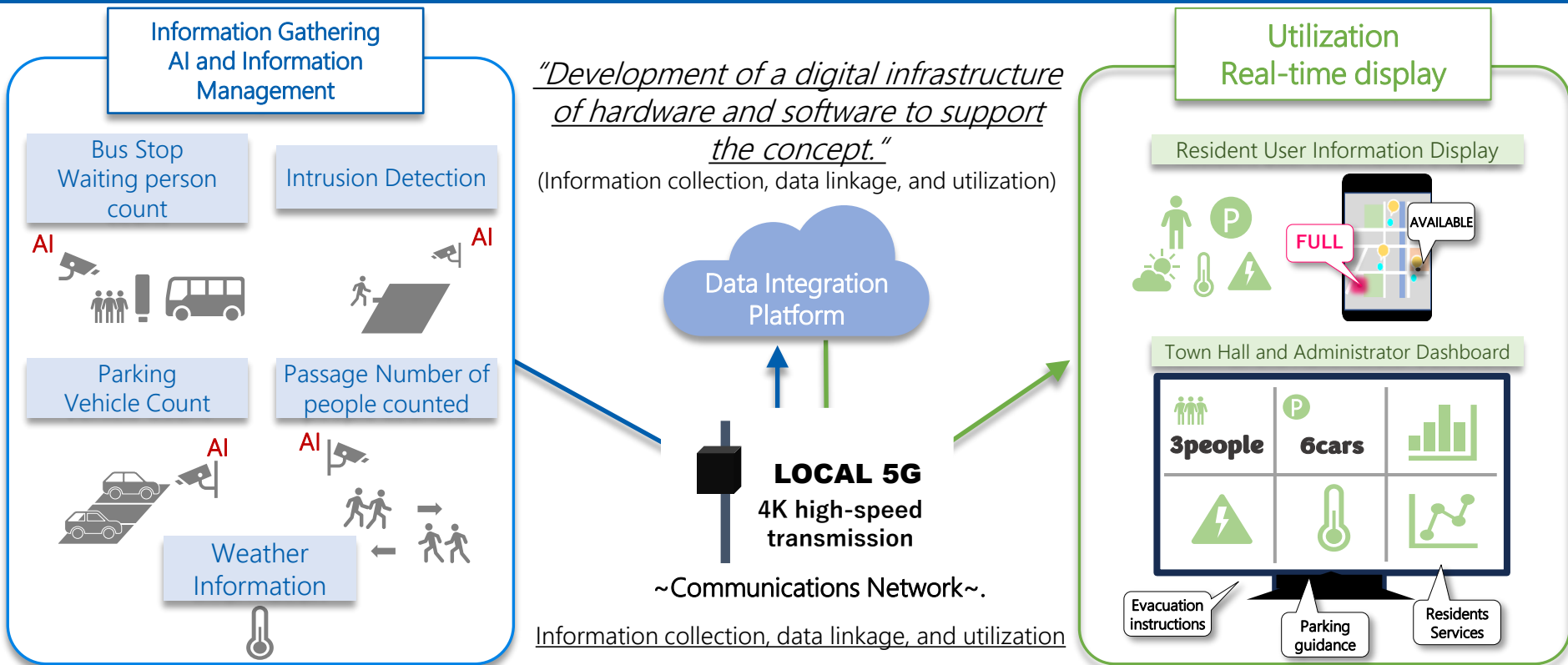
### "Digital Garden City Nation"

Excerpt from the Digital Rural City Concept website : <https://www.cas.go.jp/jp/seisaku/digitaldenen/about/index.html>



Implementation of the mechanism was exhibited at CEATEC 2023

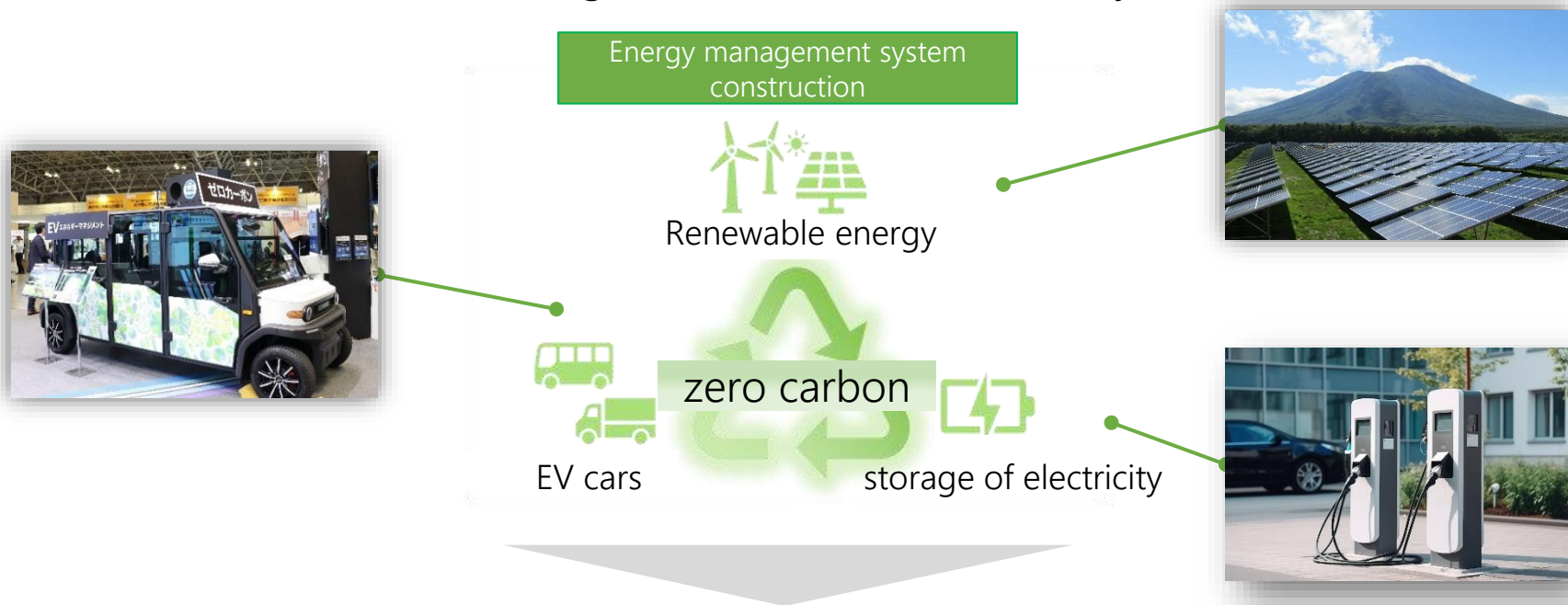
## 2. CEATEC Exhibition : Introduction of solutions to social issues for local governments①



By collecting and integrating a variety of local data, advanced "co-creation services" for the digital society can be realized for local government

## 2. CEATEC Exhibition : Introduction of solutions to social issues for local governments②

### Rester's goal of a zero-carbon society



Integrating EV Operation Management and Renewable Energy Business, Building an energy management system for local production for local consumption toward a decarbonized society



# 3. Sustainability Initiatives: Food Loss Reduction and Carbon Free

～Our Materiality “Creating an environmentally friendly society”～



## Initiatives to Reduce Food Loss

Contributing to activities to reduce food loss through local production for local consumption

Vegetables that had been discarded as out-of-specification

Sold at roadside station



Direct delivery



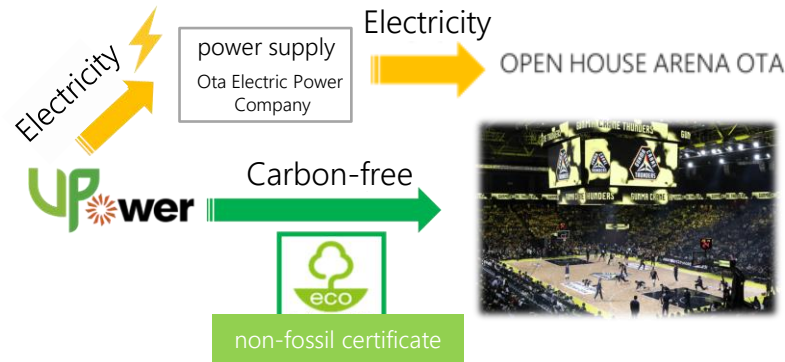
M I C H I N O E K I  
O Y U  
道の駅あみゆ

Offering Safety and Security factory vegetables in any season



## Carbon Free Initiatives

Carbon-free electricity used at OPEN HOUSE ARENA OTA



Accelerate decarbonization efforts with non-fossil certificates

# < Investor Relations Contact >

PR・IR Department

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## <Cautionary Statement Regarding Forward-Looking Statements>

Our current plans, forecasts, and strategies presented in this presentation are forward-looking statements about our future performance and are based on our judgment derived from the information currently available to us.

They are based on our judgment derived from the information currently available to us.

Actual results may differ from these projections due to changes in various external and internal factors.

Important factors that may affect actual results include, but are not limited to, global and Japanese economic trends, sharp fluctuations in foreign exchange rates, war and terrorist activities, disasters, and epidemics.  
war, terrorist activities, disasters and epidemics, etc.

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