Tokyo Stock Exchange, Standard Market

Stock code: 6405

Financial Results for the Second Quarter of the Fiscal Year Ending March 31, 2027

WE LOVE RICE SUZUMO

November 20, 2026 | Suzumo Machinery Co., Ltd.

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Overview of Q2 FY03/27 Consolidated Financial Results

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Q2 FY03/27: Performance summary

Net sales
8,487 million yen **+21.1%**

Domestic **5,131** million yen **+9.2%**

Overseas **3,355** million yen **+45.3%**

Operating profit
624 million yen **+681.5%**

OPM
7.4% **+6.3pp**

■ YoY change (%)

■ Net sales

- In Japan, sales increased, driven by growing supermarket adoption of the sushi machines launched in the previous fiscal year and an increase in new store openings by conveyor-belt sushi chains.
- In North America, sales increased due to accelerated store openings by Japanese conveyor-belt sushi chains as well as consolidated accounting adjustments, but declined slightly on an underlying basis.
- Overseas sales increased significantly overall, driven by accelerated store openings by Japanese conveyor-belt sushi chains in East Asia and a recovery in demand in Europe resulting from sales activities.

■ Operating profit and OPM

- Although fixed costs increased following the start of operations at the new plant, gross profit rose on higher net sales. SG&A expenses declined thanks to internal efforts such as reductions in executive compensation and cost control measures, resulting in a significant recovery in operating profit.

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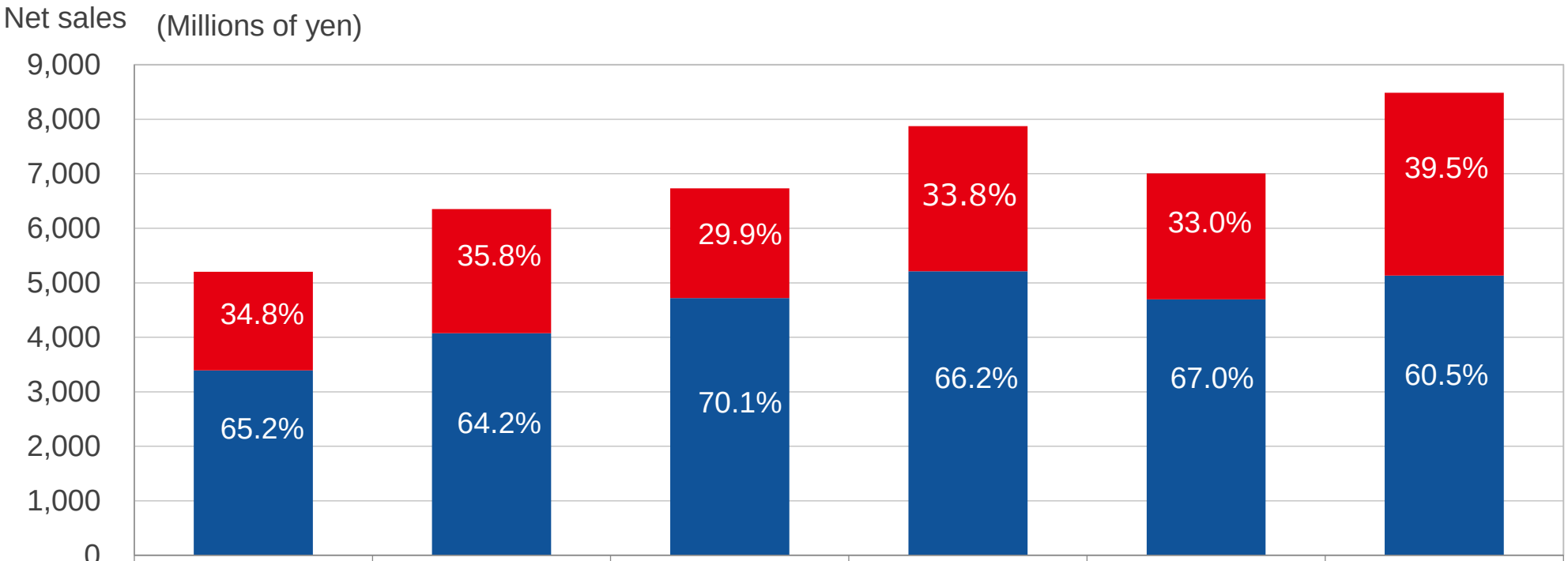
Q2 FY03/27: Year-on-year performance

(Millions of yen)

	1H FY03/26 results	FY03/27		
		1H results	YoY change	YoY change (%)
Net sales	7,007	8,487	+1,479	+21.1%
Domestic	4,697	5,131	+434	+9.3%
Overseas	2,310	3,355	+1,044	+45.2%
Cost of sales	3,631	4,586	+955	+26.3%
Gross profit (Profit margin)	3,376 (48.2%)	3,900 (46.0%)	+524 (−2.2%)	+15.5%
SG&A expenses (SG&A ratio)	3,296 (47.0%)	3,275 (38.6%)	−20 (−8.4%)	−0.6%
Operating profit (Profit margin)	79 (1.1%)	624 (7.4%)	+544 (+6.2%)	+681.5%
Ordinary profit (Profit margin)	59 (0.8%)	611 (7.2%)	+552 (+6.4%)	+929.8%
Profit attributable to owners of parent (Profit margin)	50 (0.7%)	445 (5.3%)	+395 (+4.5%)	+782.8%

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Q2 FY03/27: Breakdown of domestic and overseas sales

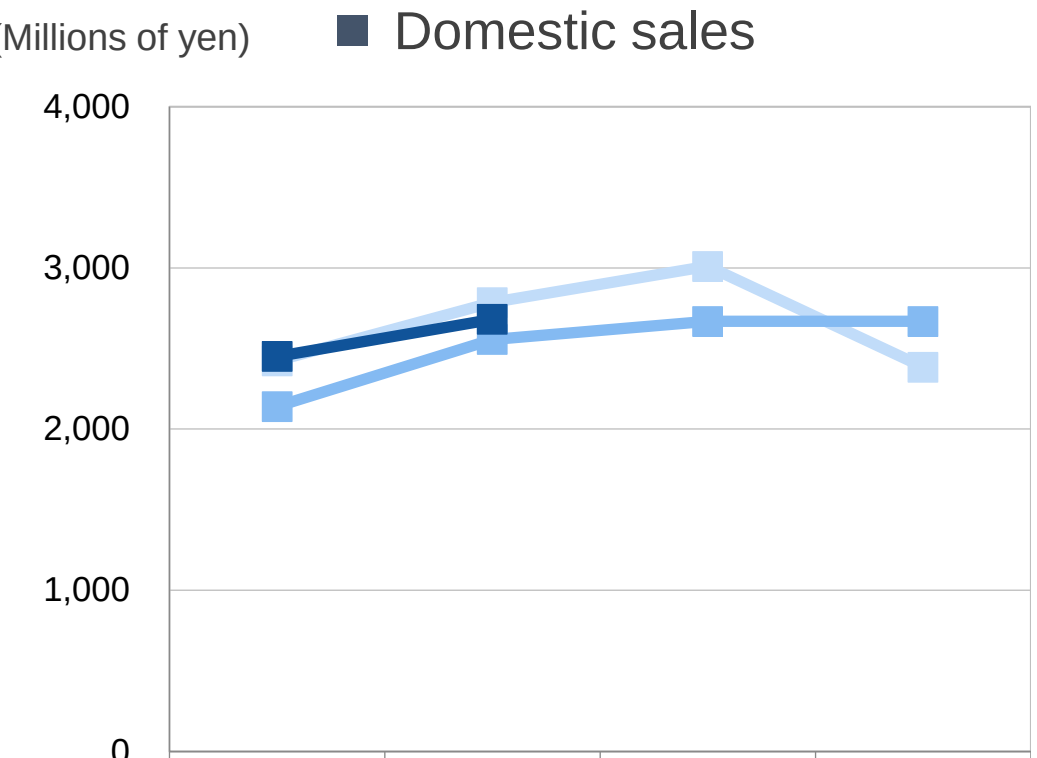


	1H FY03/22	1H FY03/23	1H FY03/24	1H FY03/25	1H FY03/26	1H FY03/27
Overseas	1,810	2,276	2,013	2,663	2,310	3,355
Domestic	3,391	4,075	4,721	5,210	4,697	5,131

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Q2 FY03/27: Domestic sales (quarterly results)

(Millions of yen)



	Q1	Q2	Q3	Q4
'25/3	2,424	2,785	3,010	2,384
'26/3	2,140	2,556	2,668	2,668
'27/3	2,450	2,681		

Overview of domestic operations

[External environment]

- Demand for labor-saving solutions held firm, fueled by growth in inbound demand and labor shortages.
- The surge in rice prices that had continued since Q4 FY03/25 has shown signs of easing, leading to a recovery in business operators' appetite for capital investment.

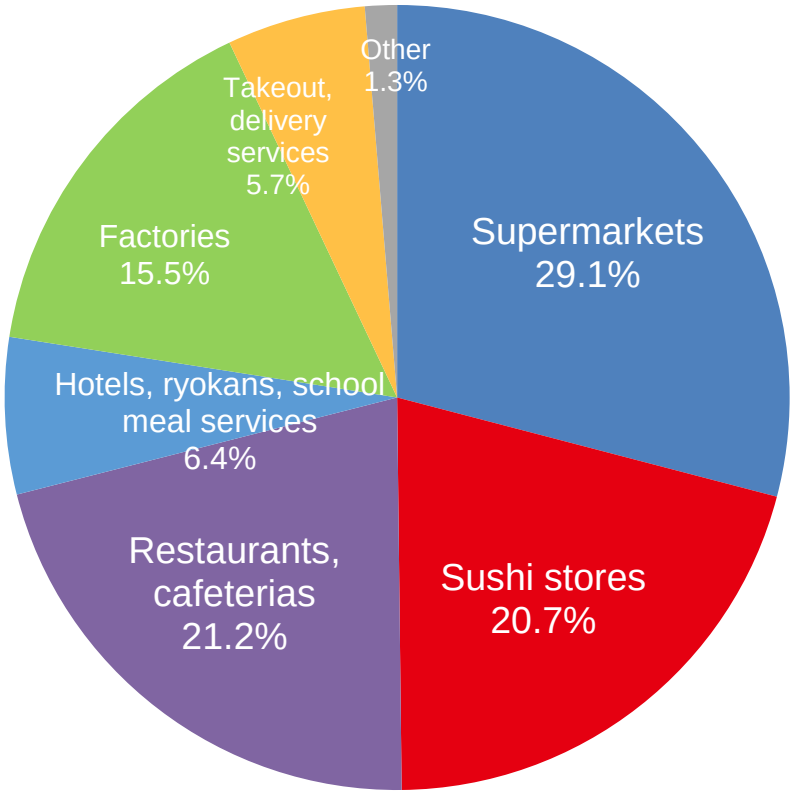
[Sales trends]

- In 1H, sales grew, driven by growing adoption of the sushi machines launched last fiscal year, mainly by supermarkets, and an increase in new store openings by conveyor-belt sushi chains.
- Sales of the rice-serving machine Fuwarica declined slightly, as progress in installations at Chinese restaurants was not enough to make up for the large project in the last fiscal year.
- Sales of large-scale machines for food factories (such as rice portioning machines) grew as installations progressed.
- In 2H, we expect to build sales by promoting the replacement of sushi machines and continuing to acquire new customers for Fuwarica, along with the effects of price revisions.

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Q2 FY03/27: Domestic business Own-machine sales by customer category

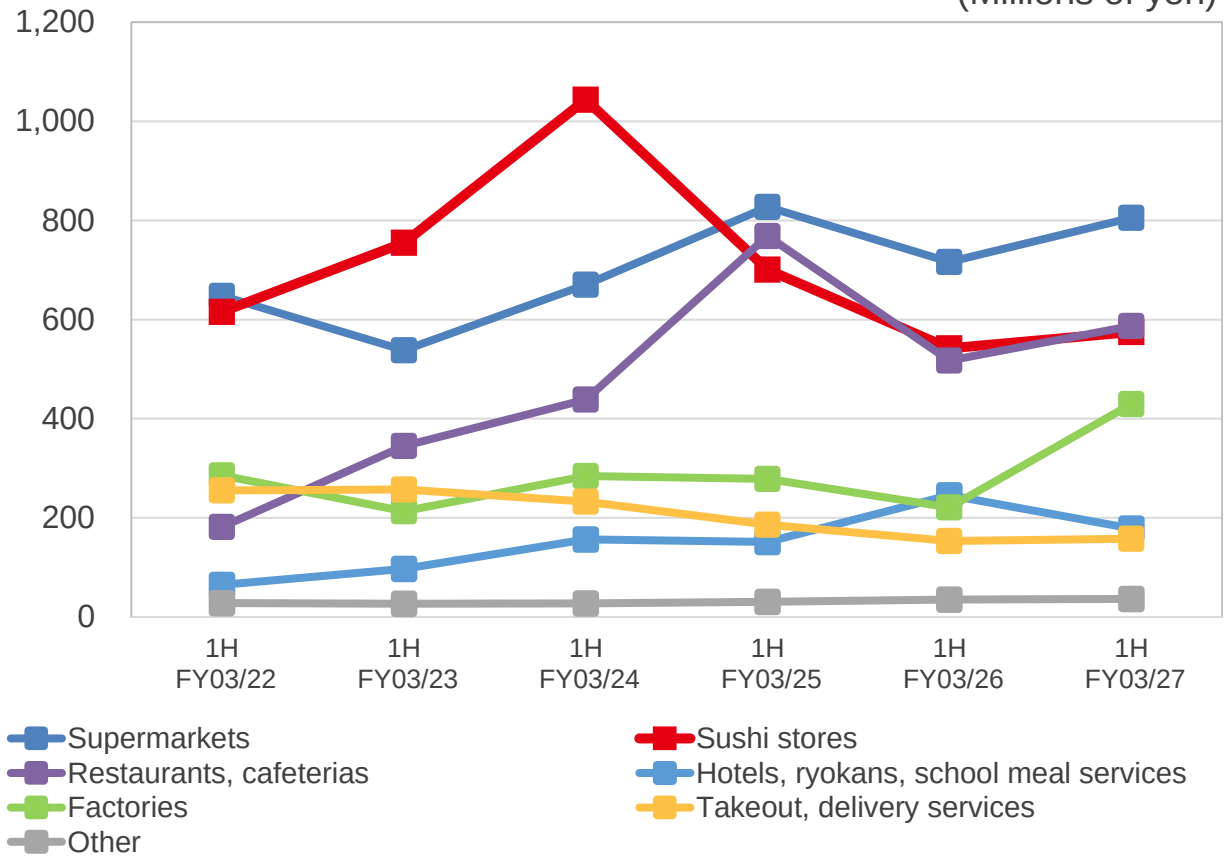
■ Domestic business:
Sales breakdown by customer category
(1H FY03/27)



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

■ Domestic business:
Sales by customer category

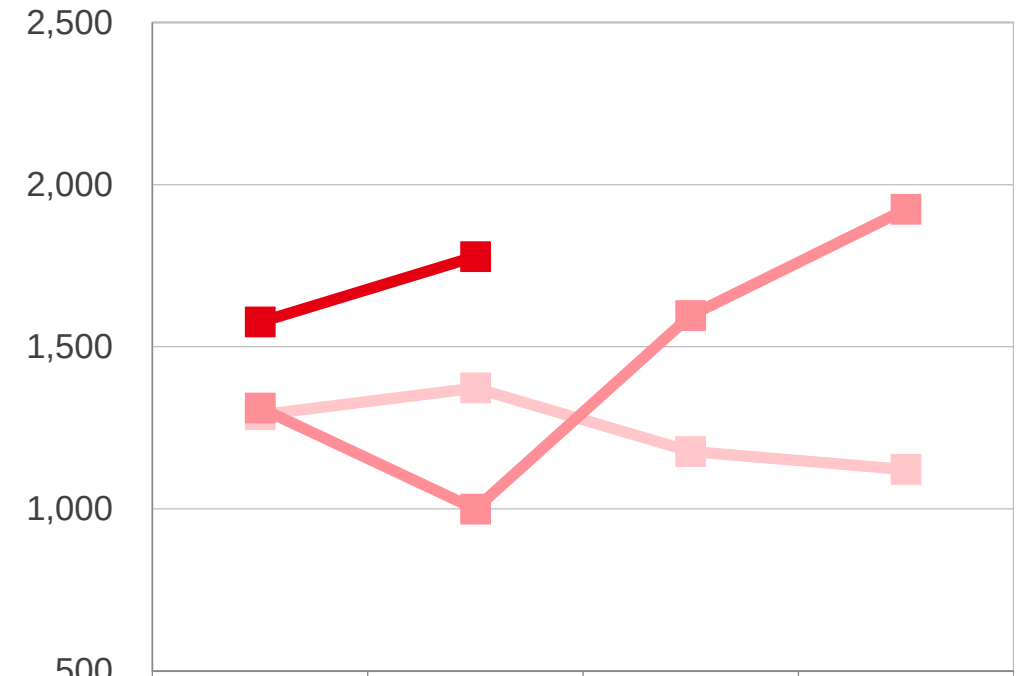
(Millions of yen)



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Q2 FY03/27: Overseas sales (quarterly results)

(Millions of yen) ■ Overseas sales

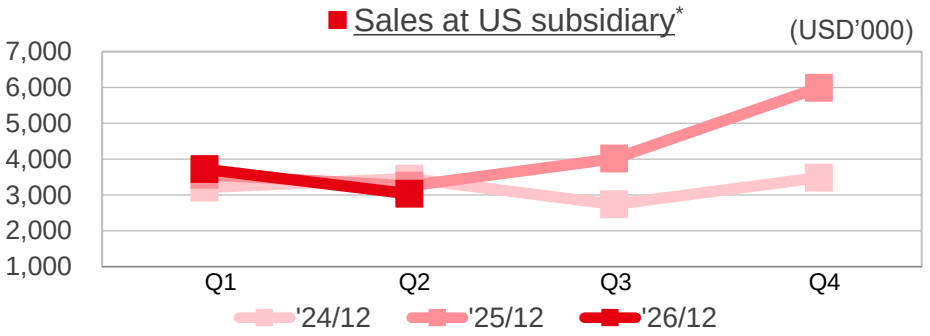


	Q1	Q2	Q3	Q4
'25/3	1,290	1,373	1,177	1,121
'26/3	1,311	999	1,596	1,924
'27/3	1,576	1,778		

Overview of overseas operations

[Regional trends]

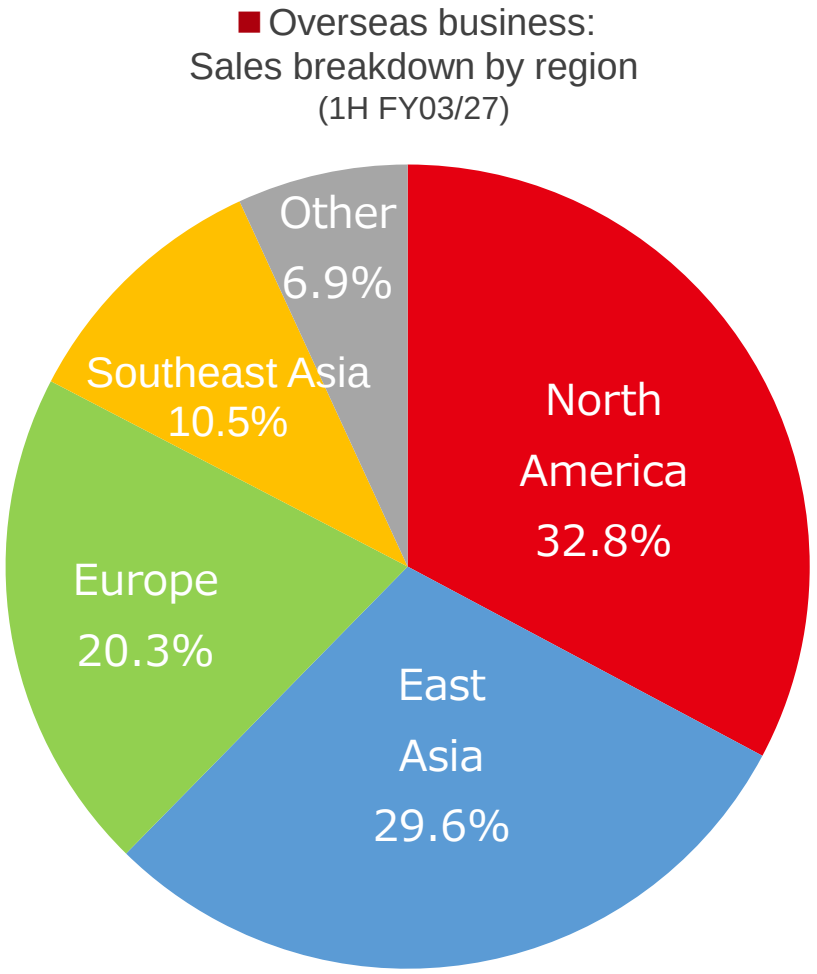
- In North America, sales increased owing to a smaller impact from intercompany eliminations than in the previous year. Although demand for mechanization and labor-saving solutions in the market remained high, sales were weaker than expected as orders for large projects came in more slowly than anticipated.
- In other regions, adoption of our new rice sheet machines by sushi takeout chains in Europe continued to expand. In East Asia, store openings by Japanese companies are expected to keep accelerating in 2H.

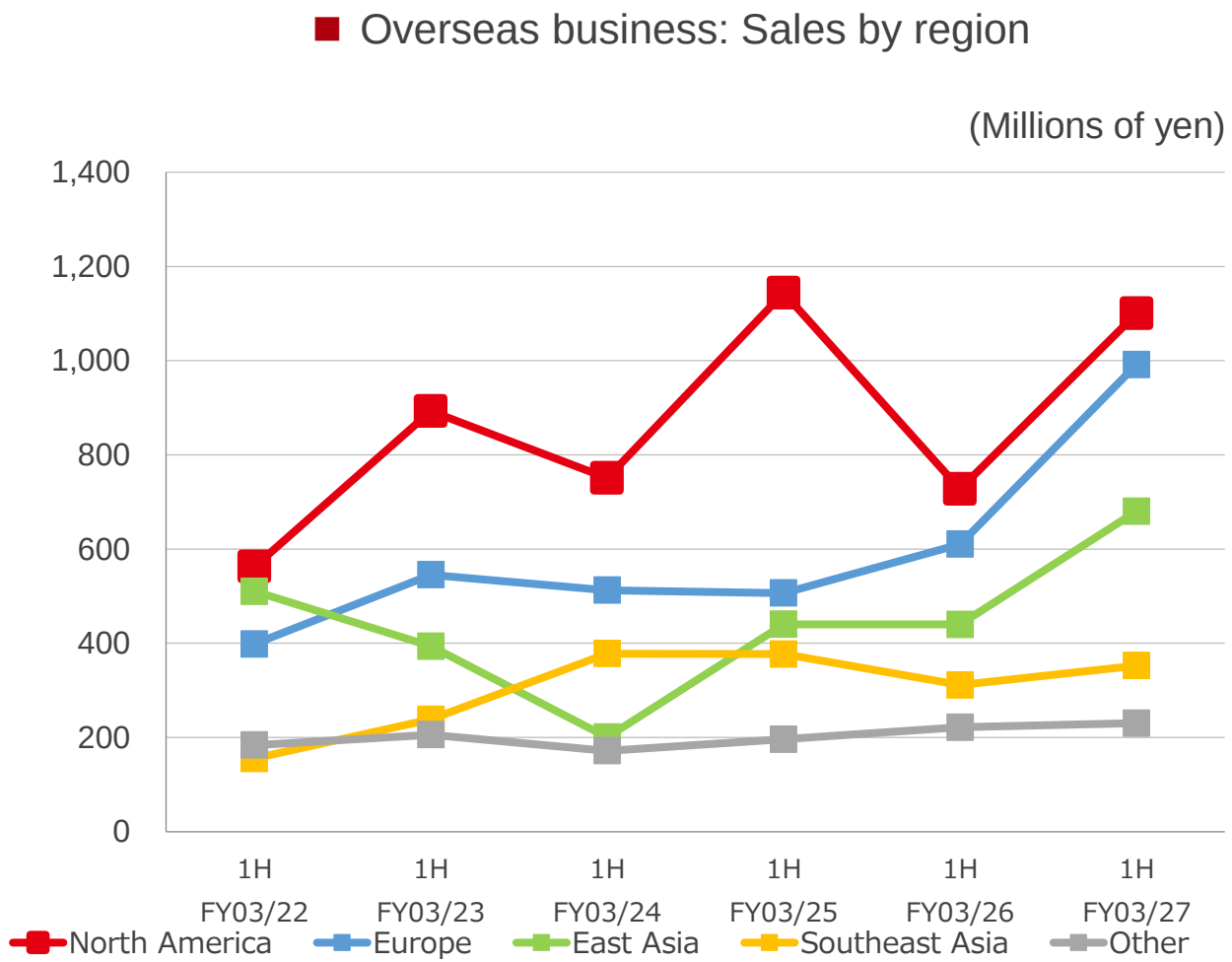


*The fiscal year of the US subsidiary ends in December.

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Q2 FY03/27: Overseas business Sales by region

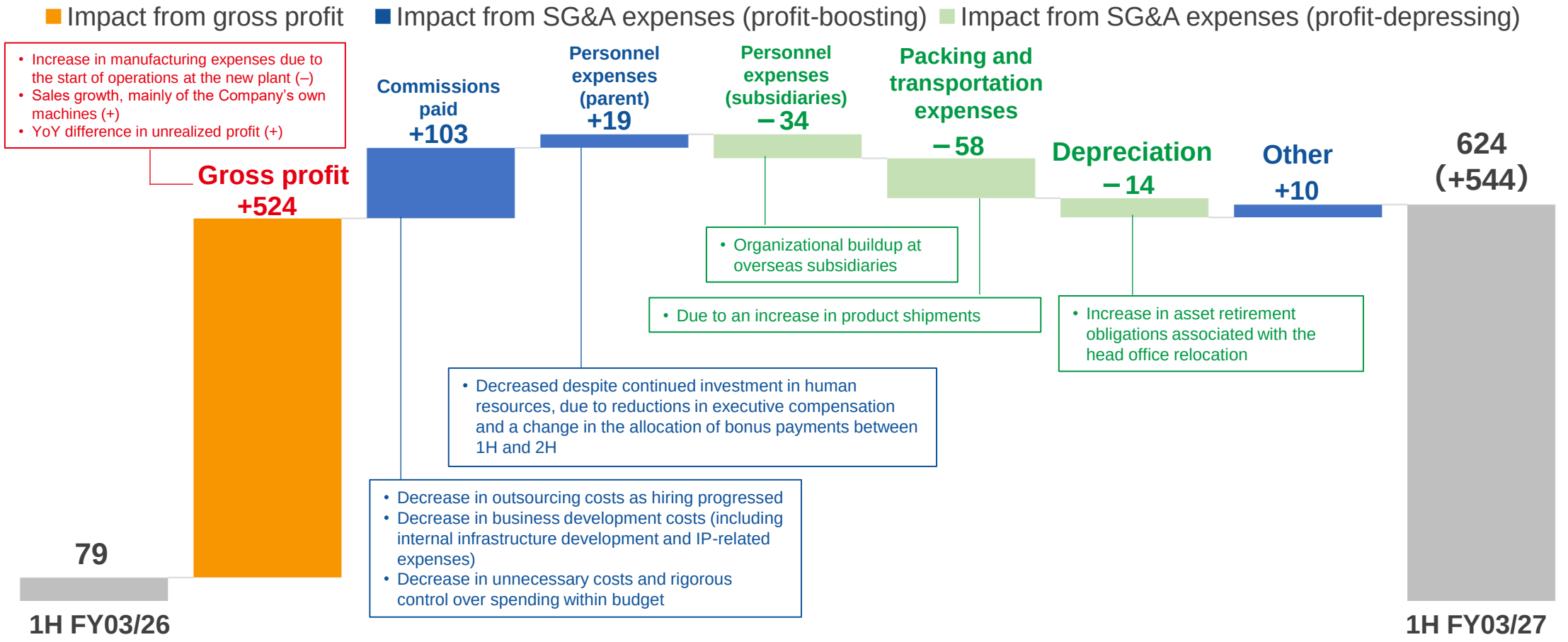




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Q2 FY03/27: Year-on-year change in operating profit

(Millions of yen)

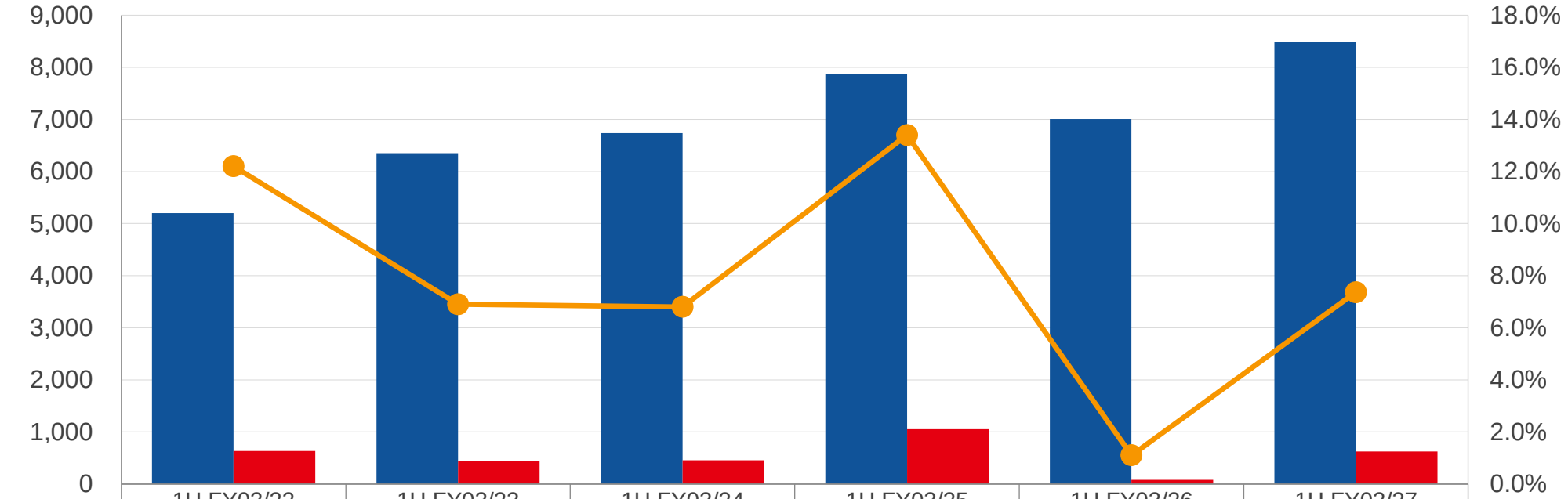


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Q2 FY03/27: Net sales and operating profit

Net sales, operating profit
(Millions of yen)

Operating profit margin (OPM)



	1H FY03/22	1H FY03/23	1H FY03/24	1H FY03/25	1H FY03/26	1H FY03/27
Net sales	5,201	6,351	6,735	7,874	7,007	8,487
Operating profit	634	436	454	1,051	79	624
OPM	12.2%	6.9%	6.8%	13.4%	1.1%	7.4%

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Q2 FY03/27: Consolidated balance sheet: Assets

(Millions of yen)

	As of March 31, 2026		As of September 30, 2026		YoY	
	Amount	% of total	Amount	% of total	YoY change	YoY change (%)
Current assets	8,757	*45.8%*	8,954	*46.2%*	*+197*	*+2.3%*
Cash and deposits	2,973	*15.6%*	3,097	*16.0%*	+124	*+4.2%*
Trade receivables	2,255	*11.8%*	2,249	*11.6%*	*–5*	*–0.3%*
Inventories	2,981	*15.6%*	3,296	*17.0%*	+314	*+10.6%*
Other	547	*2.9%*	311	*1.6%*	–235	*–43.1%*
Non-current assets	10,344	*54.2%*	10,406	*53.8%*	+62	*+0.6%*
Property, plant and equipment	8,609	*45.1%*	8,625	*44.6%*	+15	*+0.2%*
Intangible assets	653	*3.4%*	622	*3.2%*	–30	*–4.7%*
Investments and other assets	1,081	*5.7%*	1,158	*6.0%*	+77	*+7.1%*
Total assets	19,101	*100.0%*	19,360	*100.0%*	*+259*	*+1.4%*

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Q2 FY03/27: Consolidated balance sheet: Liabilities and net assets

(Millions of yen)

	As of March 31, 2026		As of September 30, 2026		YoY	
	Amount	% of total	Amount	% of total	YoY change	YoY change (%)
Total liabilities	6,144	32.2%	6,128	31.7%	–16	–0.3%
Current liabilities	3,065	16.0%	3,419	17.7%	+376	+12.4%
Non-current liabilities	3,079	16.1%	2,708	14.0%	–393	–12.7%
Total net assets	12,956	67.8%	13,232	68.4%	+275	+2.1%
Shareholders' equity	12,409	65.0%	12,634	65.3%	+224	+1.8%
Total accumulated other comprehensive income	507	2.7%	562	2.9%	+54	+10.8%
Non-controlling interests	39	0.2%	35	0.2%	–3	–9.7%
Total liabilities and net assets	19,101	100.0%	19,360	100.0%	+259	+1.4%

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