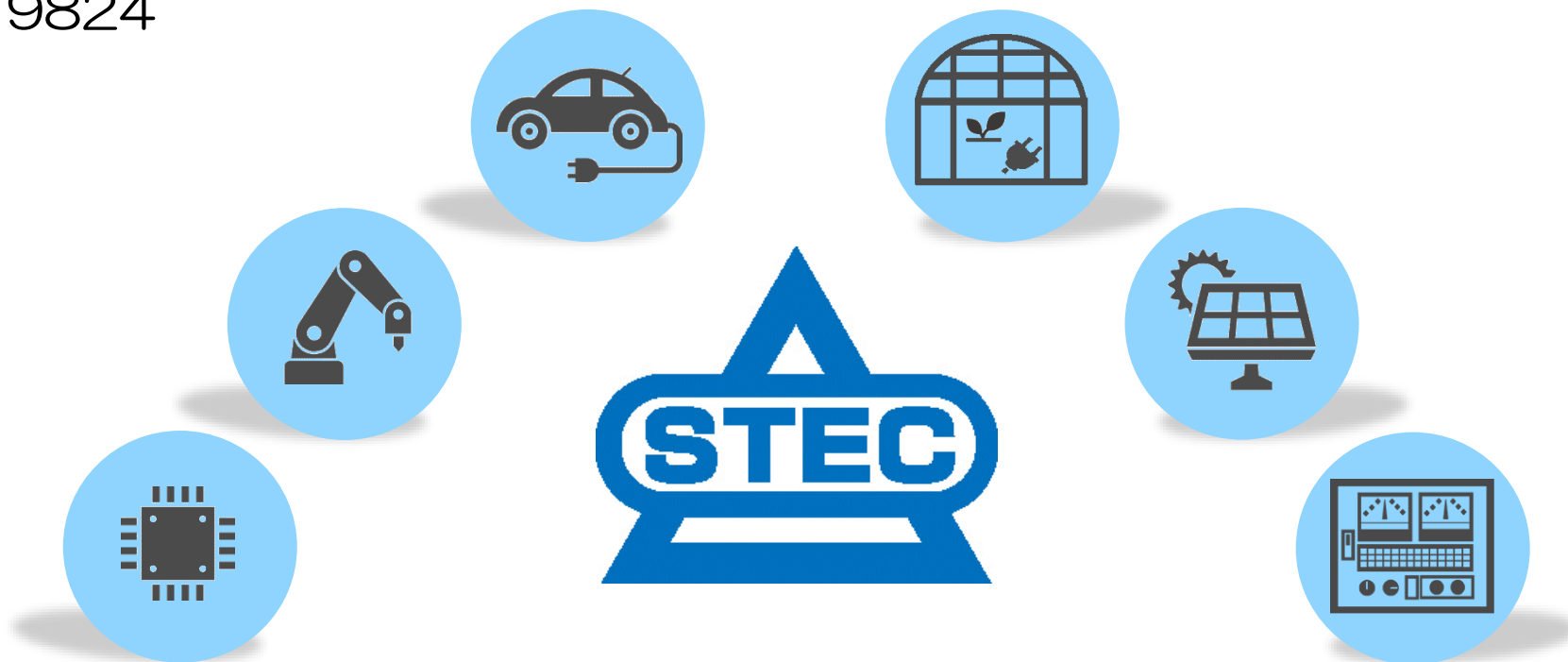


Stock code : 9824



**Fiscal Year October 2023**  
SENSHU ELECTRIC CO.,LTD.



心と心をつなぐインフラへ。  
“つなぐ”11月18日は電線の日

- 1 . Group Overview
- 2 . October 2023 Summary of financial results
- 3 . Medium term management plan
- 4 . Reference data

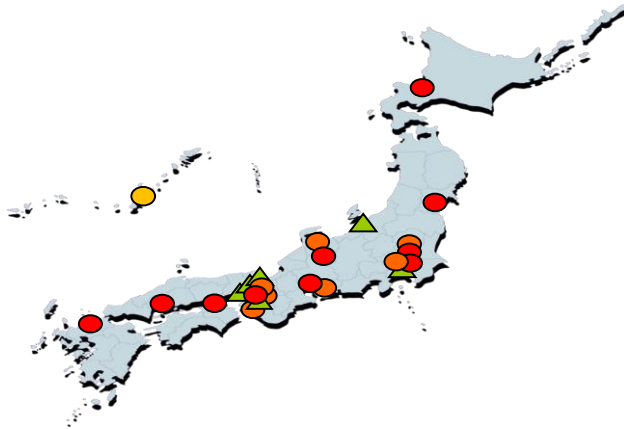
# 1 . Group Overview

# Group Overview

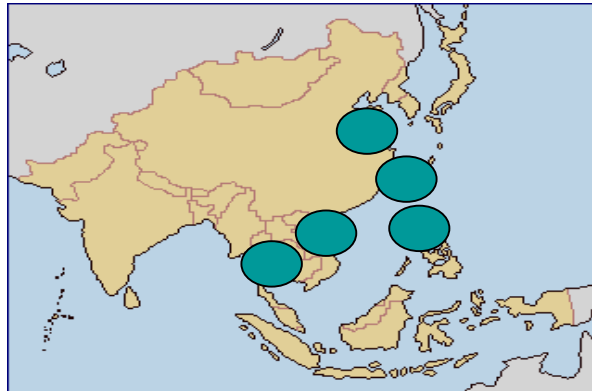


Established	November 18, 1949
Shares	Tokyo Stock Exchange Prime
Capital	2,575,200,000yen [US\$17Mil.]
Type of industry	Wholesale distributor (Industry leader of electric wires general trading company)
No. of employees	819 (Average age:40.2)
No. of subsidiaries	7 in Japan and 7 in overseas (China/Taiwan/Thailand/Philippines/Vietnam/USA)
No. of offices	18 in Japan

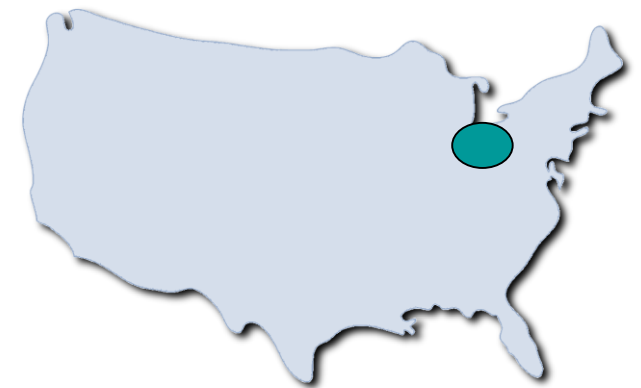
Japan



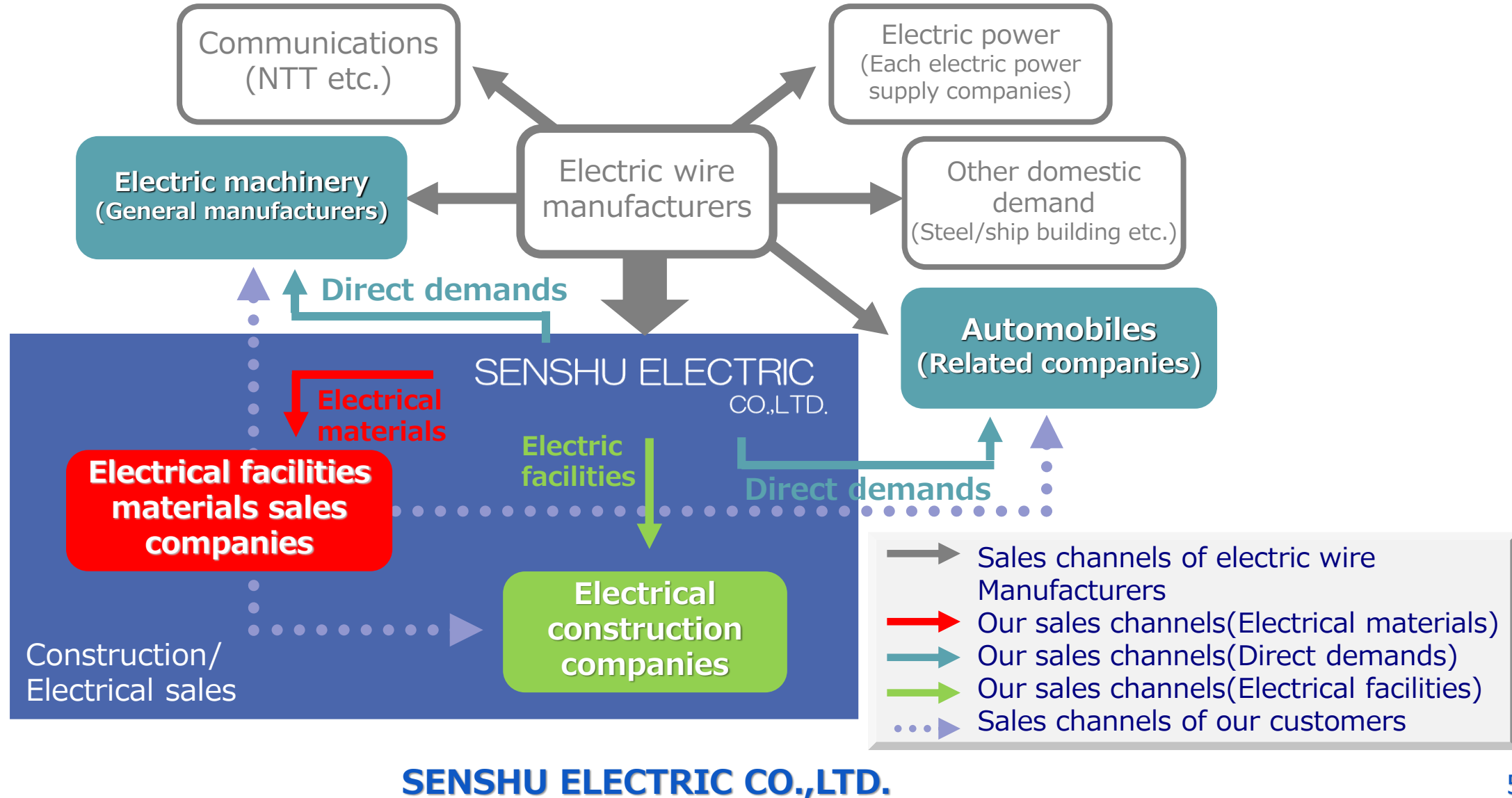
Asia



USA

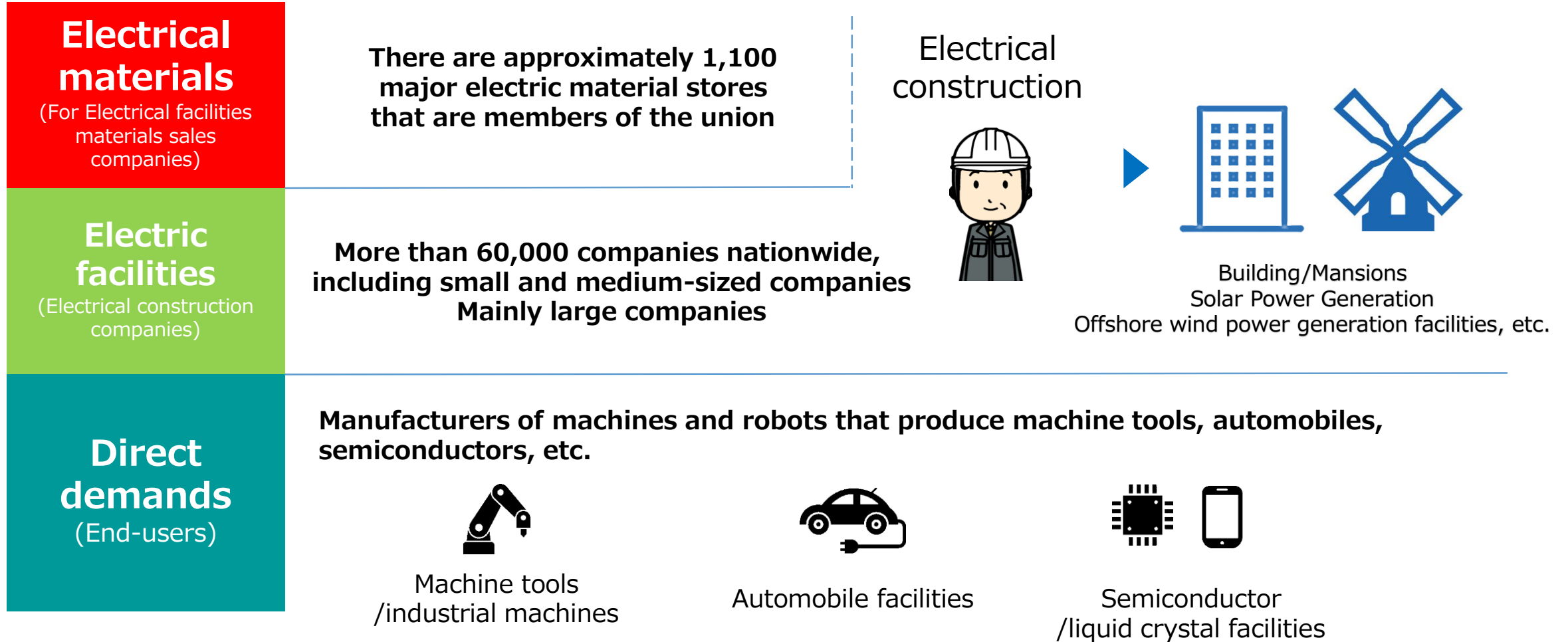


# Sales Channels of Electric Wires

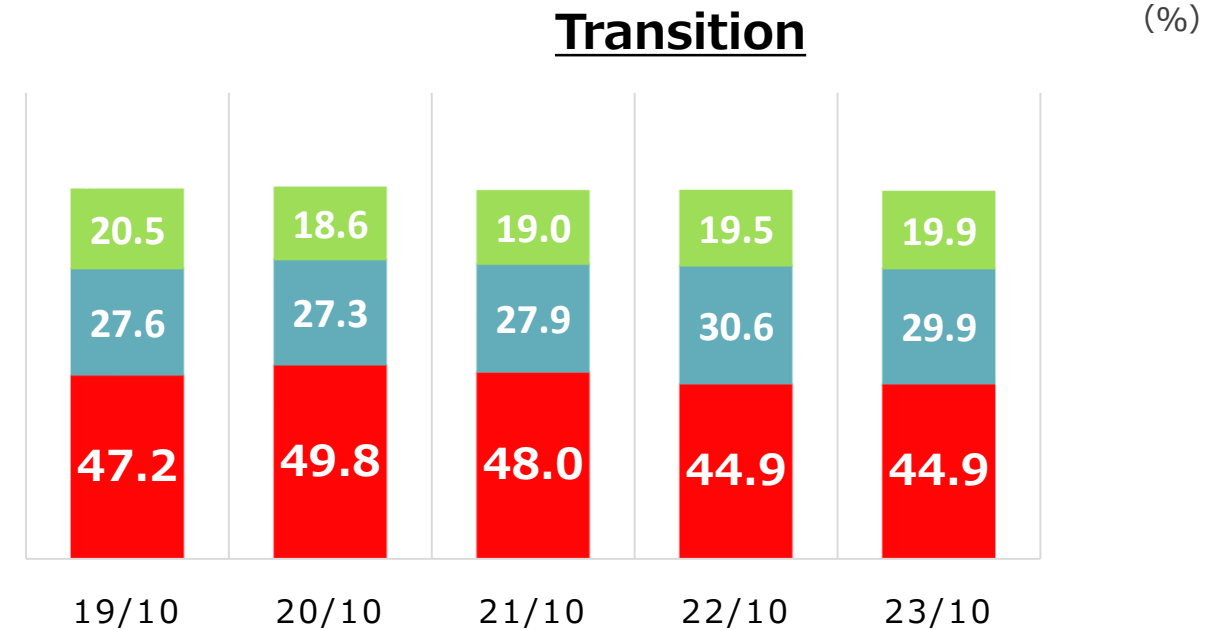
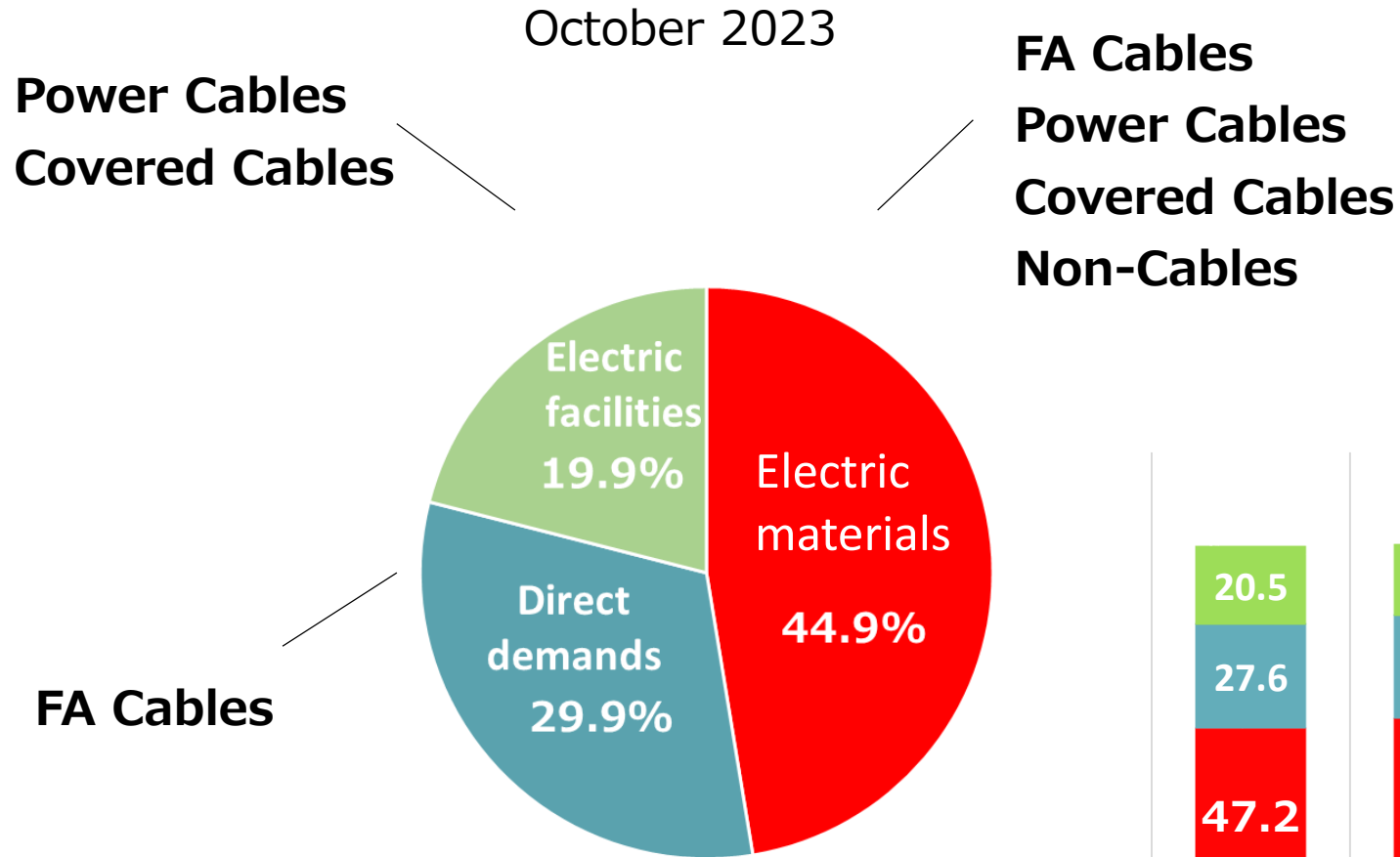


# Major Customers (image)

〈More than 3,700 Customers〉



# Customers Composition (Non-consolidated)



# Three Business Models

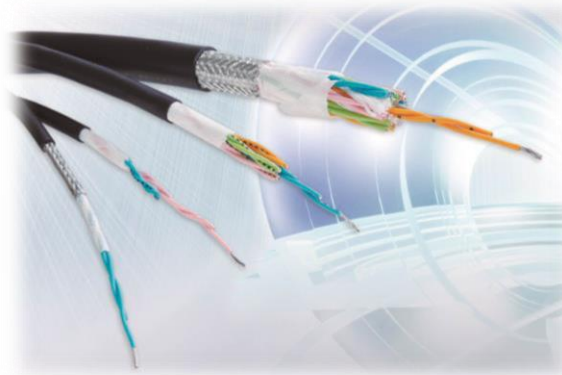


## 1 JUST IN TIME system

Electric wires of about 200,000 types & difficult to stock in terms of space and theft due to their heavy weight. We have a warehouse floor space of approximately 70,000 m<sup>2</sup> in Japan (Sapporo to Okinawa) with over **50,000** kinds of products, have established a **JUST IN TIME system**.



## 2 Original products



FA cables (**F**actory **A**utomation (FA) **cables** used for robots, etc.) with a wire manufacturer and sold them as **original products**. We accurately grasp a wide variety of needs and play a role as a technical trading company.

**SENSHU ELECTRIC CO.,LTD.**

## 3 Cable assemblies (Electric wire terminal processing)

In addition to the sale of electric wires, we respond to the processing needs of small lots and short delivery times, such as electric wires and control panels with terminals, at 7 of our 18 bases nationwide. In addition, group companies will also develop a system and work together.





## 2 . October 2023 Summary of financial results

# Consolidated Financial Highlights



## Achievements

- Both sales and profits hit record highs in the quarter
- Stagnating some demand for semiconductor manufacturing equipment and machine tool, automobiles and construction and electronic sales increased.
- Average copper prices increased 3.1% year on year to 1,232,000 yen/t

## Shareholder Returns

- Fiscal Year Ended October 2023  
110 yen per year  
(Interim dividend 50 yen/share Year-end dividend of 60 yen/share)
- Fiscal Year Ended October 2024  
Initial forecast: 120 yen per year (Dividend increase of 10yen)

## Stock Status

- Share offering and change of major and largest shareholders

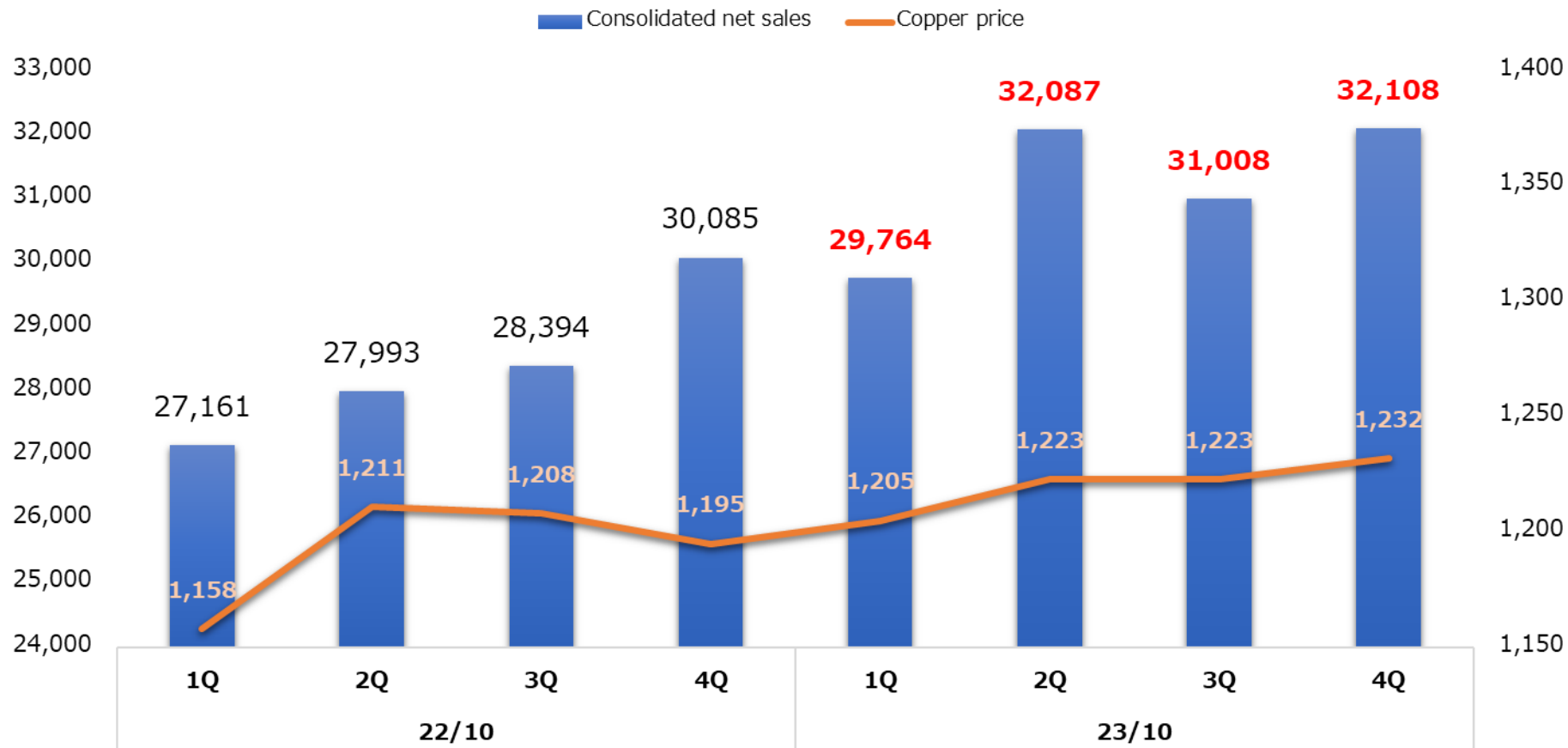
# Consolidated income statements overview



(Unit : million yen, %)

	2022/10	Composition ratio	2023/10	Composition ratio	Increase or decrease	YoY
Net sales	113,633	100.0	<b>124,967</b>	100.0	11,334	10.0
Gross profit	17,093	15.0	<b>18,680</b>	14.9	1,586	9.3
Selling, general and administrative expenses	9,629	8.4	<b>10,313</b>	8.2	684	7.1
Operating profit	7,464	6.6	<b>8,366</b>	6.7	902	12.1
Recurring profit	7,894	6.9	<b>8,770</b>	7.0	875	11.1
Profit attributable to owners of parent	5,314	4.7	<b>5,920</b>	4.7	606	11.4
Average copper price (Thousand yen/t)	1,195		<b>1,232</b>		37	3.1

# Consolidated net sales Quarterly trends

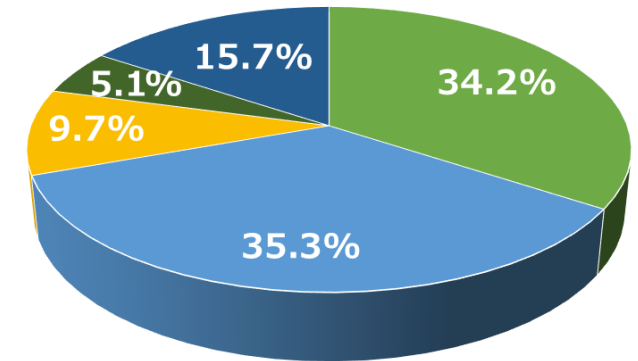


# Sales by Product(Non-consolidated)

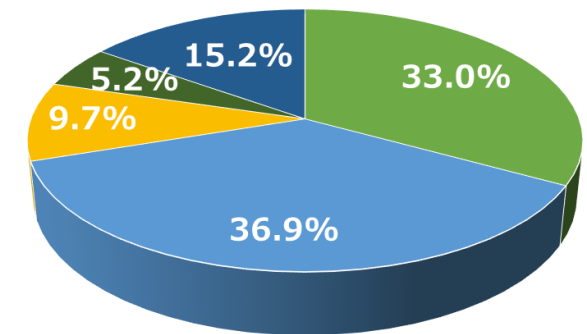
(Unit : million yen)

	2022/10	Composition ratio	2023/10	Composition ratio	Increase or decrease	
● FA Cables	36,618	34.2%	<b>38,859</b>	<b>33.0%</b>	2,241	6.1%
● Power Cables	37,865	35.3%	<b>43,438</b>	<b>36.9%</b>	5,573	14.7%
● Covered Cables	10,371	9.7%	<b>11,444</b>	<b>9.7%</b>	1,074	10.4%
● Other Cables	5,436	5.1%	<b>6,145</b>	<b>5.2%</b>	710	13.1%
● Non-Cables	16,929	15.7%	<b>17,883</b>	<b>15.2%</b>	953	5.6%
Total	107,221	100.0%	<b>117,772</b>	<b>100.0%</b>	10,551	9.8%
Average copper price (Thousand yen/t)	1,195		<b>1,232</b>		37	3.1%

2022/10



2023/10



# Forecast of consolidated financial results

(Unit : million yen,%)

	2023/10		2024/10			2023/10		2024/10		
	2Q	Composition ratio	2 QForecast	Composition ratio	YoY		Composition ratio	Forecast	Composition ratio	YoY
Net sales	61,851	100.0	<b>64,500</b>	<b>100.0</b>	<b>4.3</b>	124,967	100.0	131,000	100.0	4.8
Operating profit	4,304	7.0	<b>4,300</b>	<b>6.7</b>	△ 0.1	8,366	6.7	8,700	6.6	4.0
Recurring profit	4,482	7.2	<b>4,400</b>	<b>6.8</b>	△ 1.9	8,770	7.0	8,900	6.8	1.5
Profit attributable to owners of parent	2,994	4.8	<b>3,000</b>	<b>4.7</b>	<b>0.2</b>	5,920	4.7	6,150	4.7	3.9
Average copper price (Thousand yen/t)	1,223		<b>1,250</b>		<b>2.2</b>	1,232		1,250		1.5

# Consolidated Balance Sheet overview

(Unit: million yen)

	2022/10	2023/10	Increase or decrease
Total current assets	67,910	<b>70,830</b>	2,920
Total non-current assets	27,471	<b>30,537</b>	3,065
<b>Total assets</b>	95,381	<b>101,367</b>	5,985
Total current liabilities	45,922	<b>47,713</b>	1,790
Total non-current liabilities	3,059	<b>2,939</b>	△ 120
<b>Total liabilities</b>	48,982	<b>50,652</b>	1,670
Total shareholders' equity	45,066	<b>48,764</b>	3,697
Total net assets	46,399	<b>50,714</b>	4,315
<b>Total liabilities and net assets</b>	95,381	<b>101,367</b>	5,985

- Total assets were 101367 million yen, an increase of 5,985 million yen from the end of the previous fiscal year.
- Current assets were 70,830 million yen, an increase of 2,920 million yen from the end of the previous fiscal year due to an increase in cash and deposits, receivables and inventories.
- Fixed assets were 30,537 million yen, an increase of 3,065 million yen from the end of the previous fiscal year due to an increase in property, plant and equipment due to the opening of the Hokuriku Branch.
- Total liabilities were 50,652 million yen, an increase of 1,670 million yen from the end of the previous fiscal year.
- Current liabilities were 47,713 million yen, an increase of 1,790 million yen from the end of the previous fiscal year due to an increase in purchase payables.
- Fixed liabilities were 2,939 million yen, a decrease of 120 million yen from the end of the previous fiscal year.
- Total net assets were 50,714 million yen, an increase of 4,315 million yen from the end of the previous fiscal year. The increase was due to an increase in retained earnings due to retained earnings.

Equity ratio:49.7%

(End of the first semester:48.4%、+1.3pt)

# Shareholder Return Policies

1

## Dividend (Forecast of 120 yen per year)

Setting stable dividend payment as our basic policy, we are paying dividends considering and examining business results and retained earnings, etc. comprehensively. Annual dividend increased by 40 yen in real terms

**Fiscal Year Ending October 2023 is interim dividend:50 yen, year-end dividend: 60 yen**

**Fiscal Year Ending October 2024 is interim dividend:60 yen, year-end dividend: 60 yen**

2

## Treasury stock acquisition and retirement

We acquired treasury stock in order to improve shareholder returns, improve capital efficiency, and implement flexible capital policies in response to changes in the business environment. Also we will retire treasury stock for the same reason.

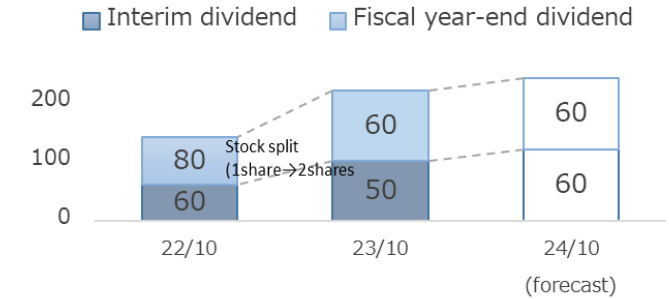
## Stockholder benefit program

(Once a year (at year end), 1 unit (100 shares) or more)

Less than 1 year : Our original QUO card (1,000 yen)

One year or more : Our original QUO card (2,000 yen)

3



- Total number of acquire shares  
**270,000 shares (limit)**
  - Total acquisition amount  
**1,000,000,000yen (limit)**
- (Acquisition period  
2023/10/10 to 2024/4/30)

- Total number of retired shares  
**1,500,000 shares**
  - Total number of issued shares after retirement  
**19,500,000 shares**
- (Scheduled retirement date 2023/12/14)



### 3. Medium term management plan

# Medium-Term Management Plan:SS2026

Final Year October 2026

**Consolidated net sales**

**150billion yen**

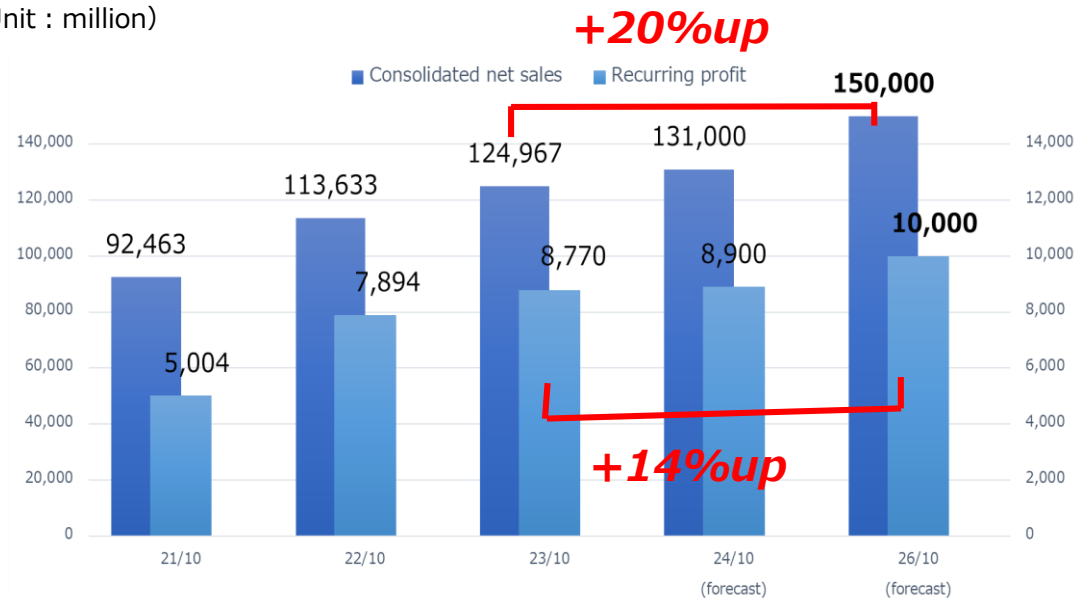
**Recurring profit**

**10 billion yen**

**ROE**

**More than 10.0%**

(Unit : million)



In order to achieve the target of Senshu Electric Group Medium-term Management Plan announced on December 8 2022, which ends in October 2025, two years ahead of schedule, we have formulated Senshu Electric Group Medium-term Management Plan with the fiscal year ending October 2026

# Medium-Term Management Plan : SS2026



Increase sales in the direct demand sector by developing original products and strengthening the processing sector

## Improvement of the Just in Time system

Strengthening of sales in Tokyo and surrounding Kanto areas, and expansion of share for the other area

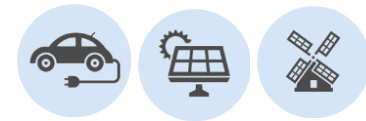
Sales products other than electric wires including own brand ones and development of new fields

Strengthening of global deployment  
(Improvement profitability of the Group)

## Sustainability Management

Promotion of the Senshu Transformation Project

New construction  
Review of production lines



**EV/Renewable  
energy**



Semiconductor/Auto  
mated  
**AI・IoT**

**ESG/SDGs**

**SUSTAINABLE  
DEVELOPMENT  
GOALS**

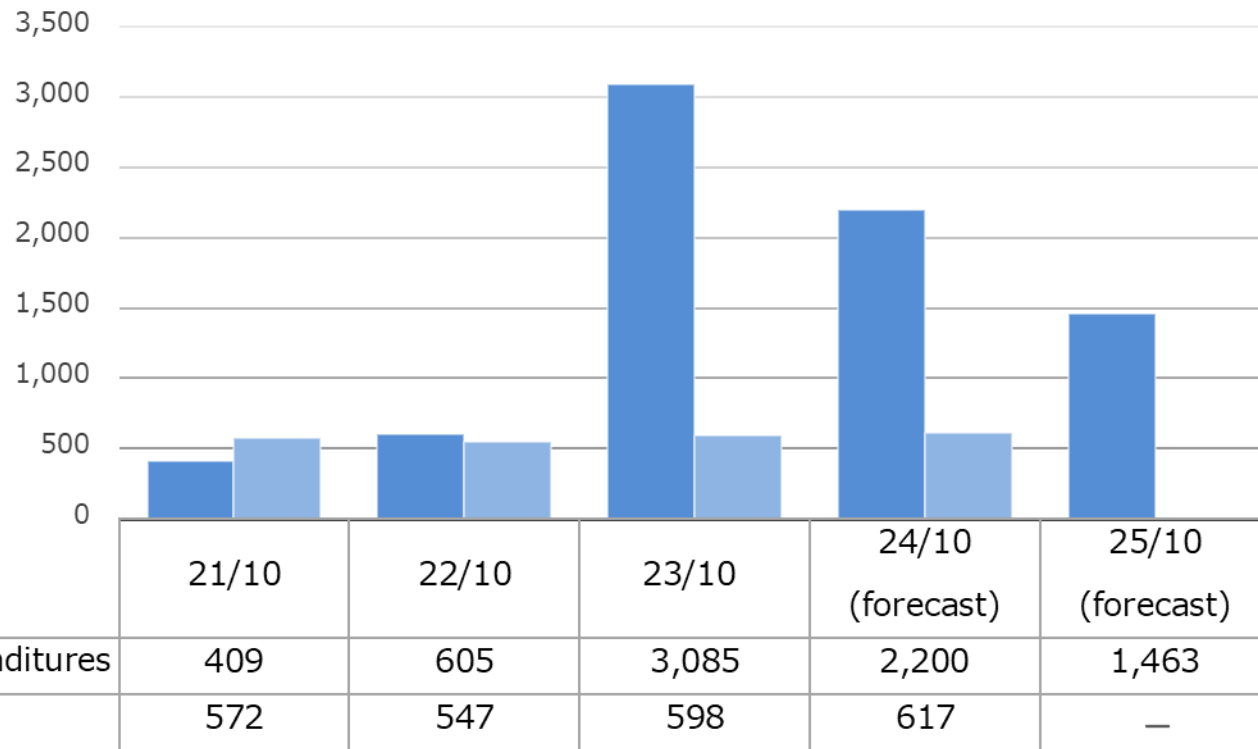
**Inbound Expo  
IR Construction  
demand**



# Medium-Term Management Plan : Capital Expenditures and Depreciation



(unit : million yen)



## ● Hokuriku Branch

Open in May 2023

Ishikawa-ken Kanazawa-shi Kimachi Higashi 1176-3



## ○ Okinawa Building Construction Site

acquire 2023

## ○ Solar power land

acquire in 2023

## ○ Nagoya FA Center

Will open in 2025

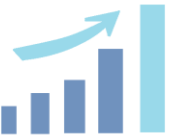
Abil heater



**Annual sales of 1 billion yen**  
in agribusiness by 2027

## Subterranean heated vinyl lines for agricultural use.

**Contributes to CO2 emission reduction** by directly heating soil in plastic greenhouses, etc., and **increases harvest turnover (cycle)** by accelerating the speed of growth.



## Contribute to the SDGs

Decarbonization and energy savings compared to boilers that use fuel.



## Senshu Electric Nagakute House

Growing tomatoes and strawberries in Nagakute City, Aichi Prefecture, using aviru heaters.




## Other

Exhibit at agricultural trade shows.

Developing a hot air heater.

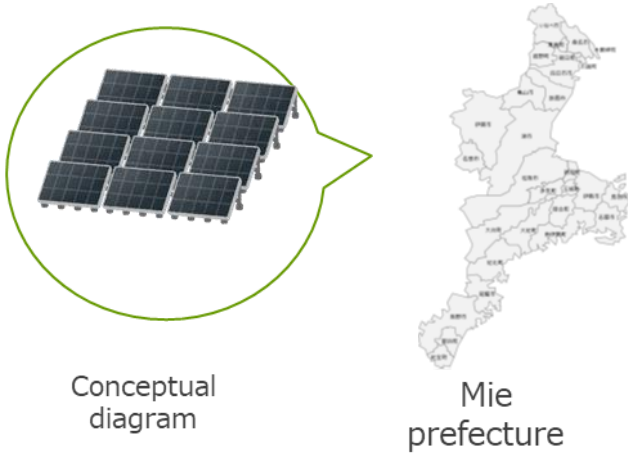
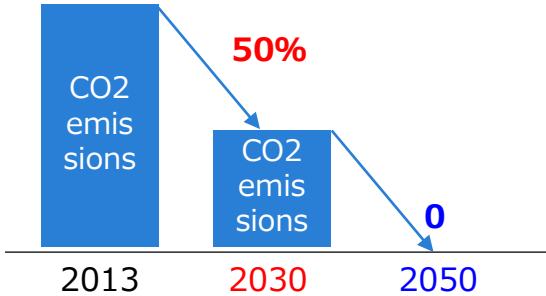
# Medium-Term Management Plan : Sustainability Management



Materiality		SDGs	TOPICS
E	Environmental conservation activities	<div>7 AFFORDABLE AND CLEAN ENERGY</div> <div>12 RESPONSIBLE CONSUMPTION AND PRODUCTION</div> <div>13 CLIMATE ACTION</div> <div>14 LIFE BELOW WATER</div> <div>15 LIFE ON LAND</div>	<ul style="list-style-type: none"><li>●Feb. 2023</li><li>Invest in Green Bonds(Osaka city,etc)</li><li>●Apr. 2023</li><li>Published 2022 Environmental Report</li></ul>
S	Respect and consideration for human rights Creating a rewarding work environment Stable supply of goods and services	<div>1 NO POVERTY</div> <div>3 GOOD HEALTH AND WELL-BEING</div> <div>5 GENDER EQUALITY</div> <div>8 DECENT WORK AND ECONOMIC GROWTH</div> <div>9 INDUSTRY, INNOVATION AND INFRASTRUCTURE</div> <div>10 REDUCED INEQUALITIES</div> <div>11 SUSTAINABLE CITIES AND COMMUNITIES</div> <div>16 PEACE, JUSTICE AND STRONG INSTITUTIONS</div> <div>17 PARTNERSHIPS FOR THE GOALS</div>	<ul style="list-style-type: none"><li>●Oct.2023</li><li>Acquired Solar Power Generation Site (Mie prefecture)</li><li>●Dec.2023 (plan)</li><li>Information Disclosure Based on TCFD (strategy)</li><li>●Certification of "Excellent Health Management Corporation 2023"</li></ul> <div><div>健康経営優良法人 2023 Health and productivity</div></div>
G	Establishment of a governance system	<div>11 SUSTAINABLE CITIES AND COMMUNITIES</div> <div>16 PEACE, JUSTICE AND STRONG INSTITUTIONS</div>	<ul style="list-style-type: none"><li>●Jan. 27, 2023</li><li>Corporate Governance Report</li></ul>

Long-Term Goal  
Carbon neutrality by 2050

Medium-Term Goal  
50% reduction compared to fiscal 2013 by 2030



## 4. Reference data

# Consolidated income statements overview

## (Comparison with previous FY)



(Unit : million yen, %)

	2022/10		2023/10		Increase or decrease	
Net sales	113,633	100.0	<b>124,967</b>	<b>100.0</b>	11,334	10.0
Cost of sales	96,539	85.0	<b>106,287</b>	<b>85.1</b>	9,747	10.1
Gross profit	17,093	15.0	<b>18,680</b>	<b>14.9</b>	1,586	9.3
Selling, general and administrative expenses	9,629	8.4	<b>10,313</b>	<b>8.2</b>	684	7.1
Operating profit	7,464	6.6	<b>8,366</b>	<b>6.7</b>	902	12.1
Non-operating income	533	0.4	<b>517</b>	<b>0.4</b>	△ 16	
Non-operating expenses	103	0.1	<b>113</b>	<b>0.1</b>	10	
Recurring profit	7,894	6.9	<b>8,770</b>	<b>7.0</b>	875	11.1
Extraordinary income	—	—	—	—	—	
Extraordinary losses	15	0.0	<b>3</b>	<b>0.0</b>	△ 12	
Profit before income taxes	7,878	6.9	<b>8,766</b>	<b>7.0</b>	888	11.3
Income taxes - current	2,571	2.3	<b>2,788</b>	<b>2.2</b>	217	
Income taxes - deferred	△ 63	△ 0.1	△ 0	△ 0.0	62	
Profit	5,370	4.7	<b>5,978</b>	<b>4.8</b>	607	11.3
Profit attributable to non-controlling interests	55	0.0	<b>57</b>	<b>0.1</b>	1	
Profit attributable to owners of parent	5,314	4.7	<b>5,920</b>	<b>4.7</b>	606	11.4
Average copper price (Thousand yen/t)	1,195		<b>1,232</b>		37	3.1



# Consolidated Balance Sheet overview

(Unit: million yen)

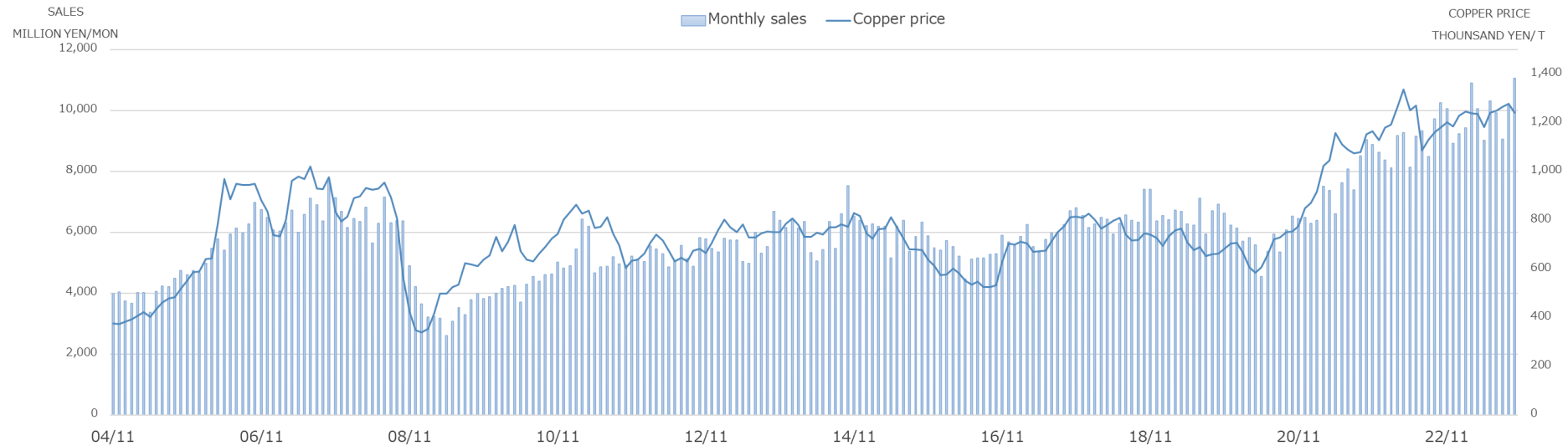
	2022/10	2023/10	Increase or decrease		2022/10	2023/10	Increase or decrease
Cash and deposits	27,165	<b>28,534</b>	1,368	Notes and accounts payable - trade	41,214	<b>43,050</b>	1,836
Notes and accounts receivable - trade	22,572	<b>23,313</b>	740	Short - term borrowings	631	<b>691</b>	59
Electronically recorded monetary claims - operating	10,831	<b>11,302</b>	471	Current portion of bonds payable	114	<b>64</b>	△ 50
Securities	23	<b>9</b>	△ 14	Current portion of long-term borrowings	20	<b>5</b>	△ 14
Merchandise	6,575	<b>6,914</b>	339	Income taxes payable	1,840	<b>1,561</b>	△ 279
Work in process	250	<b>247</b>	△ 3	Provision for bonuses	767	<b>773</b>	5
Raw materials and supplies	238	<b>257</b>	18	Other Current liabilities	1,332	<b>1,566</b>	233
Other current assets	253	<b>253</b>	△ 1				
<b>Total current assets</b>	<b>67,910</b>	<b>70,830</b>	<b>2,920</b>	<b>Total current liabilities</b>	<b>45,922</b>	<b>47,713</b>	<b>1,790</b>
Property, plant and equipment	17,779	<b>20,355</b>	2,576	Bonds payable	107	<b>42</b>	△ 64
Intangible assets	339	<b>303</b>	△ 36	Long-term borrowings	60	<b>54</b>	△ 5
Investments and other assets	9,352	<b>9,878</b>	526	Retirement benefit liability	2,249	<b>2,120</b>	△ 129
				Other non-current liabilities	640	<b>719</b>	78
<b>Total non-current assets</b>	<b>27,471</b>	<b>30,537</b>	<b>3,065</b>	<b>Total non-current liabilities</b>	<b>3,059</b>	<b>2,939</b>	<b>△ 120</b>
				<b>Total liabilities</b>	<b>48,982</b>	<b>50,652</b>	<b>1,670</b>
				Share capital	2,575	<b>2,575</b>	—
				Capital surplus	2,690	<b>2,757</b>	67
				Retained earnings	44,255	<b>48,574</b>	4,318
				Treasury shares	△ 4,454	<b>△ 5,142</b>	△ 687
				<b>Total shareholders' equity</b>	<b>45,066</b>	<b>48,764</b>	<b>3,697</b>
				Total accumulated other comprehensive income	1,056	<b>1,565</b>	508
				Share acquisition rights	38	<b>59</b>	20
				Non-controlling interests	237	<b>326</b>	88
				<b>Total net assets</b>	<b>46,399</b>	<b>50,714</b>	<b>4,315</b>
<b>Total assets</b>	<b>95,381</b>	<b>101,367</b>	<b>5,985</b>	<b>Total liabilities and net assets</b>	<b>95,381</b>	<b>101,367</b>	<b>5,985</b>

# Electric wire and copper price

There are two types of electric wires: copper and aluminum wires, and most of the wires we deal with are copper wires. Therefore, the market price of copper is important for the sale of electric wires.

The domestic copper quotation is determined by JX Nippon Mining & Metals based on the international copper quotation determined by the London Metal Exchange (LME) and the exchange rate.

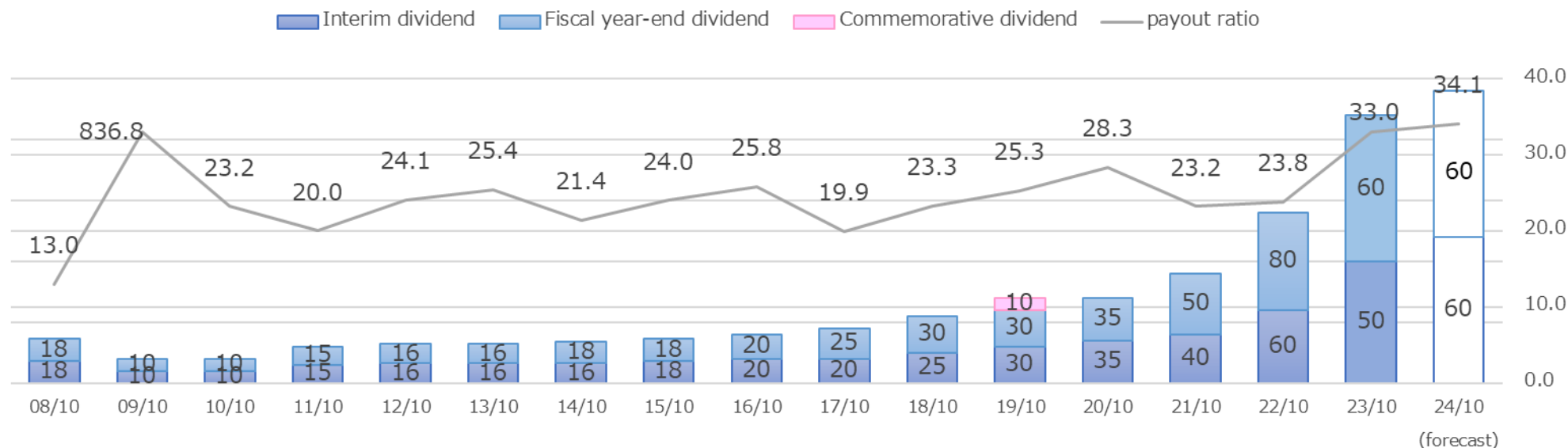
〈Copper price and monthly sales (non-consolidated)〉



# Dividends and Dividend Payout Ratio

Dividend increase for 11 consecutive years

(Unit : yen,%)



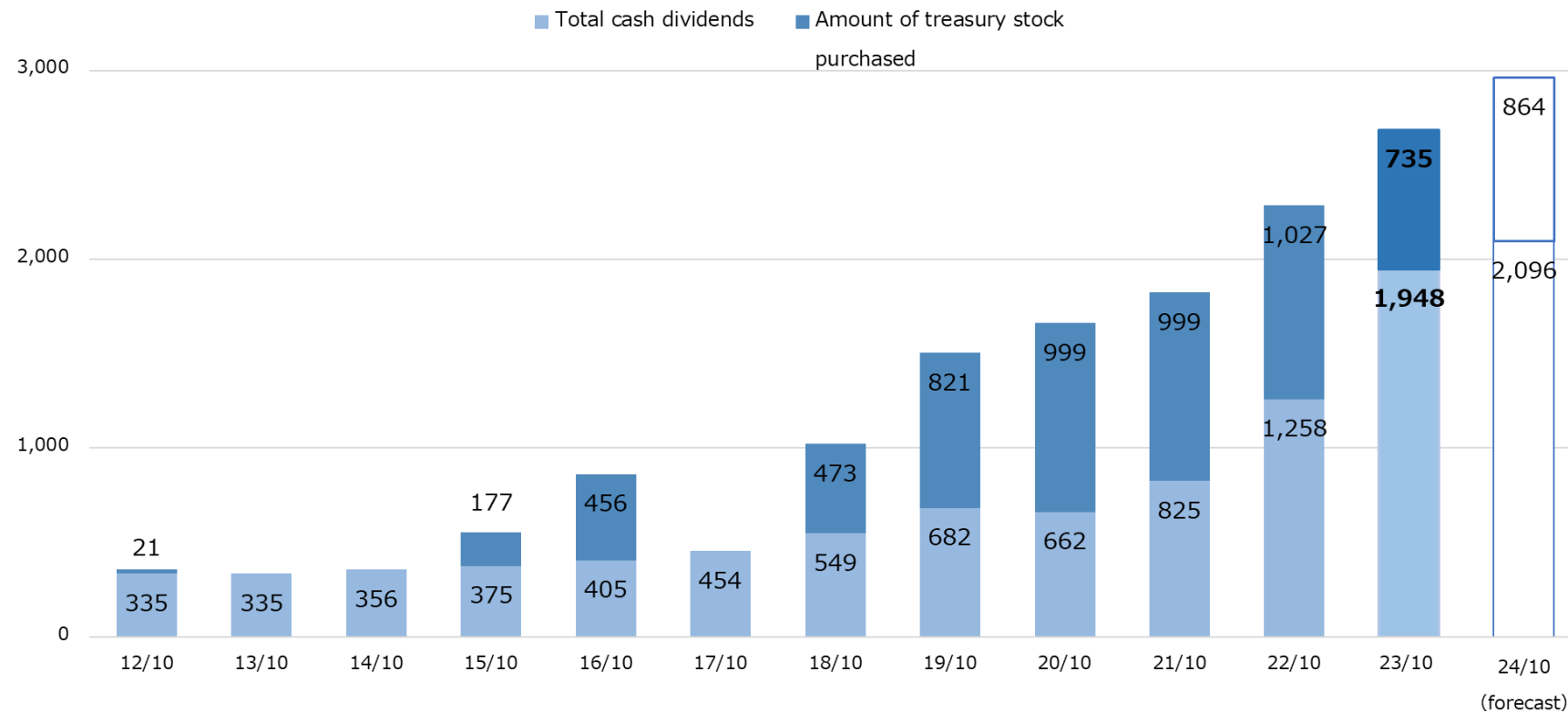
(Note) The Company conducted a 2-for-1 stock split of shares of common stock on November 1, 2022, and the dividend payout ratio is calculated on the assumption that the stock split was conducted at the beginning of the previous fiscal year.

# Trends in shareholder return(Dividend+treasury stock)



Implementation of continuous  
shareholder returns through dividends  
+ treasury stock

(Unit:million)



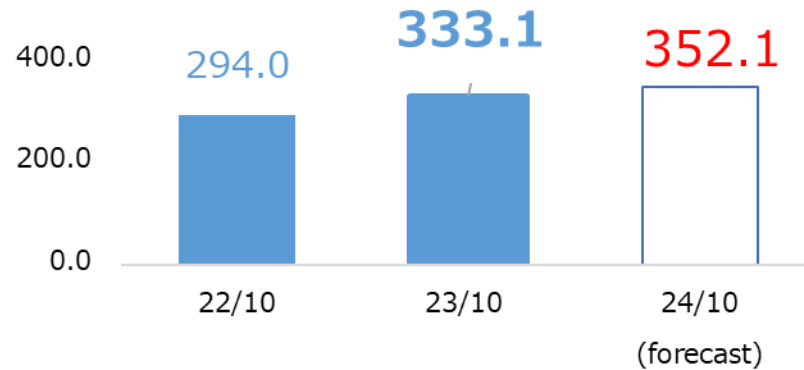
# Trends in Main Indicators

Red = FY10/2024 forecast

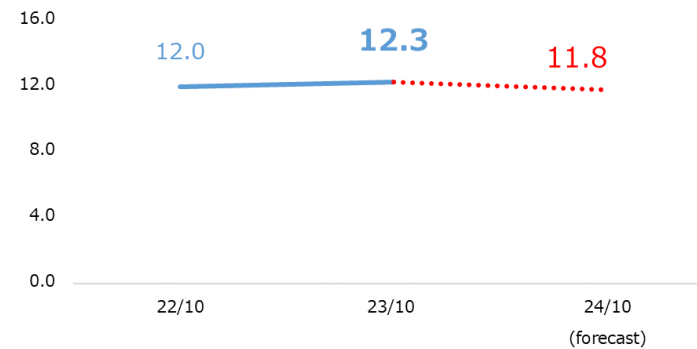
Blue = Results



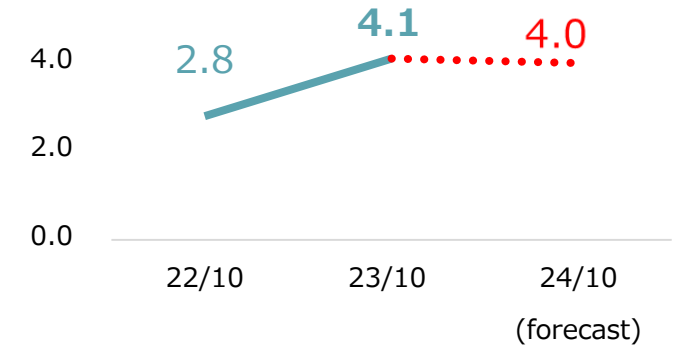
## EPS (yen)



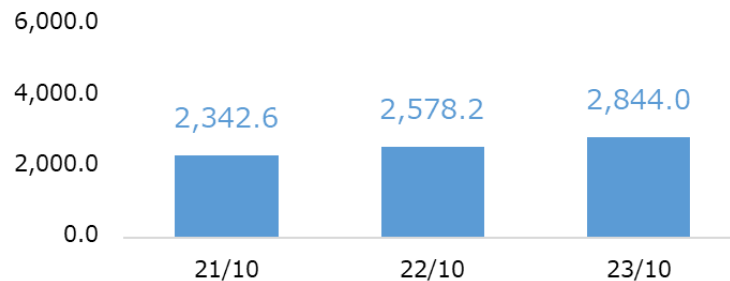
## ROE(%)



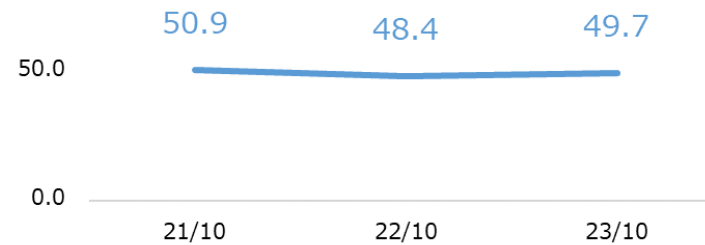
## DOE(%)



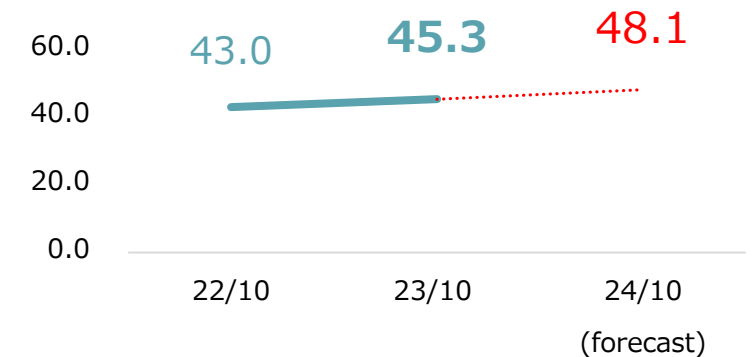
## BPS(yen)



## Equity ratio(%)



## Shareholder return rate(%)



(Note) The Company conducted a 2-for-1 stock split of shares of common stock on November 1, 2022, and calculated are based on the assumption that the stock split was conducted at the beginning of the previous fiscal year.



# Thank you for your attention.



Stock code : 9824  
SENSHU ELECTRIC CO.,LTD.

## Notes on the content

None of the information on this document constitutes a solicitation to purchase or sell shares belonging to our company.

Please note that, due to various factors, future performance may differ from these forecasts. The information contained within this material should be checked against information obtained through other means and utilized at the user's discretion.

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