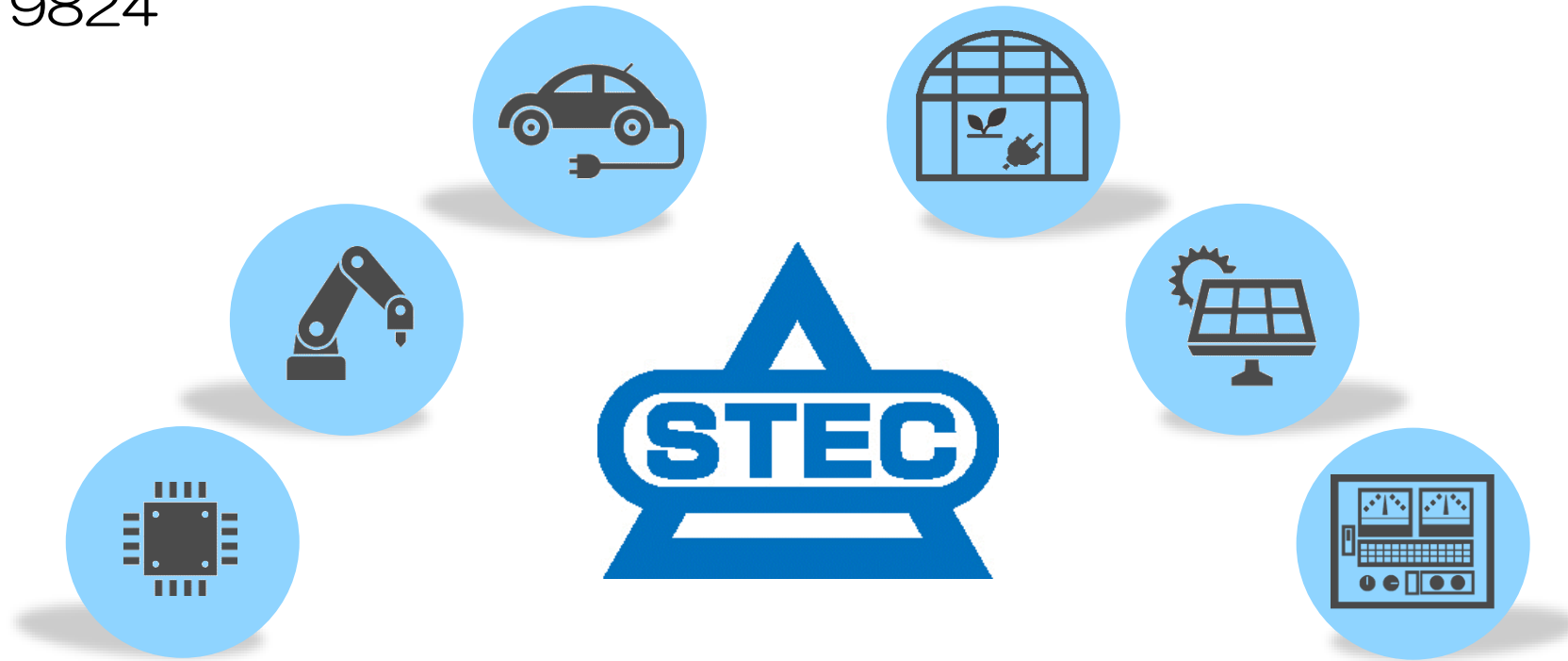


Stock code : 9824



1st Quarter Fiscal Year October 2024

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

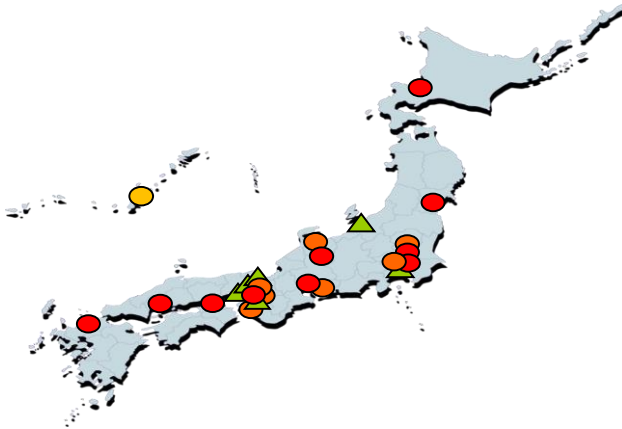
- 1 . Group Overview
- 2 . October 2024 Summary of 1st Quarter financial results
- 3 . Medium term management plan
- 4 . Reference data

1 . Group Overview

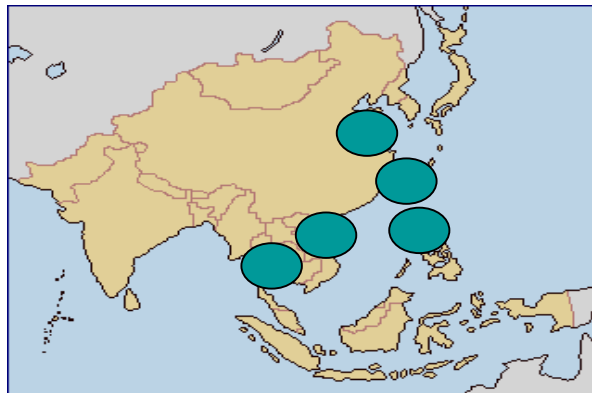
Group Overview

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

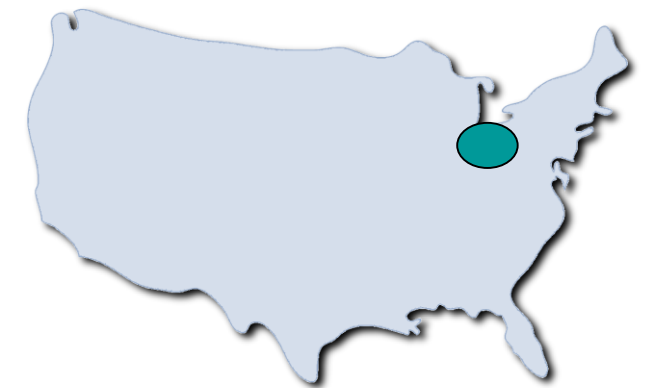
Japan



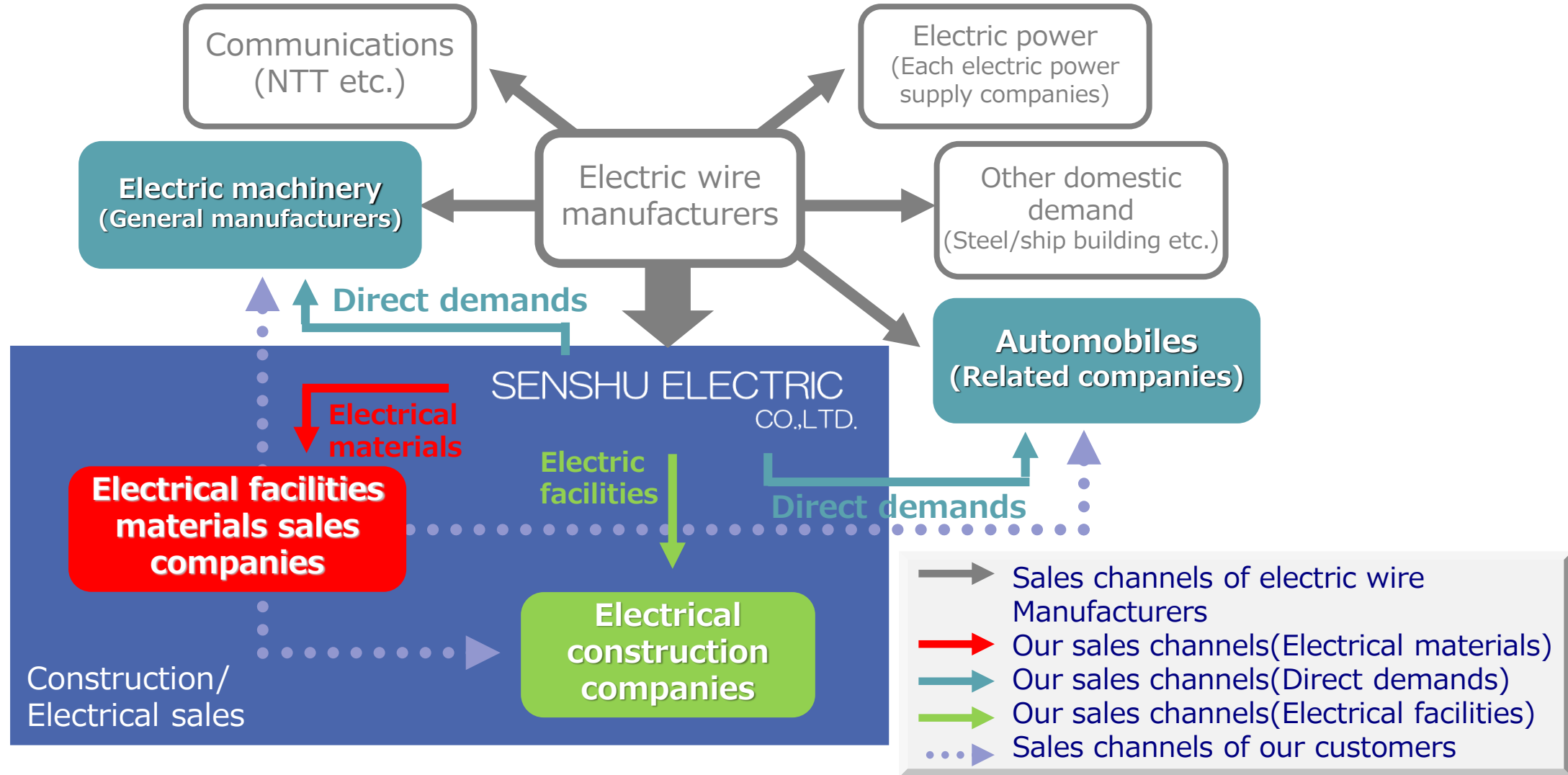
Asia



USA

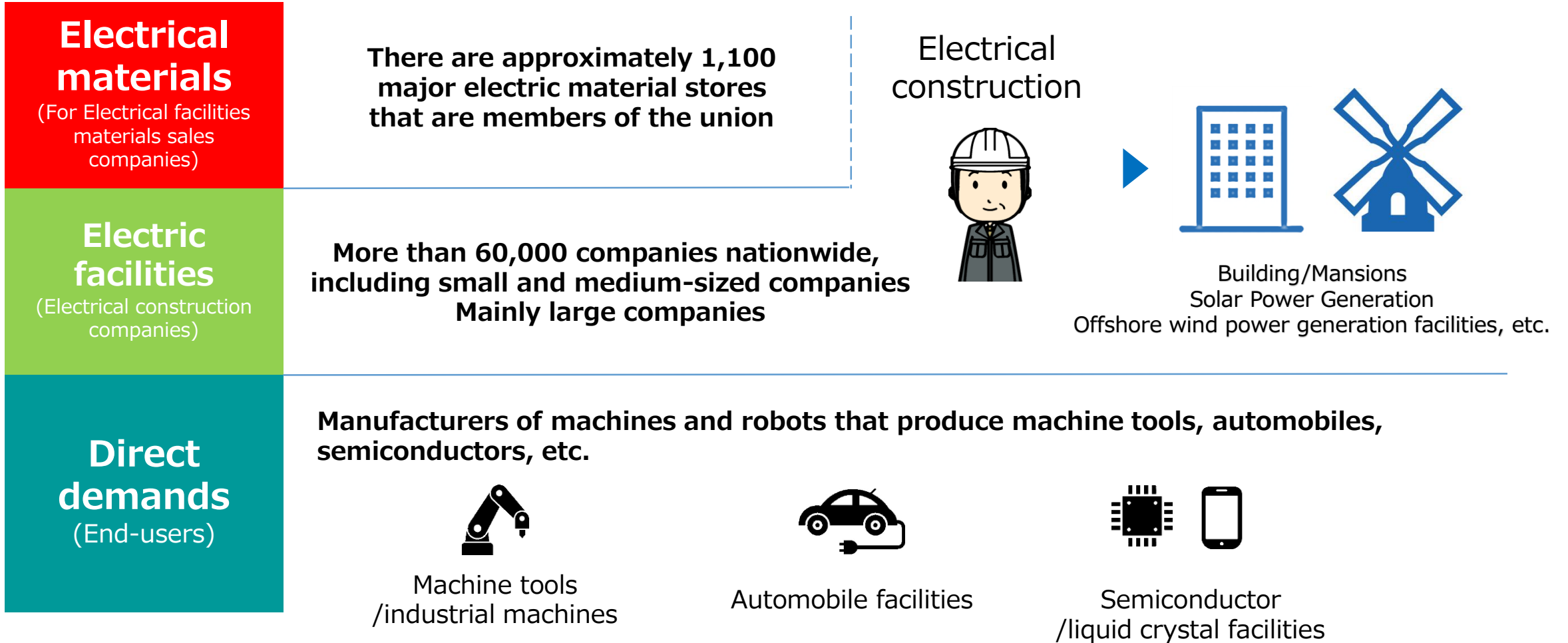


Sales Channels of Electric Wires



Major Customers (image)

〈More than 3,700 Customers〉



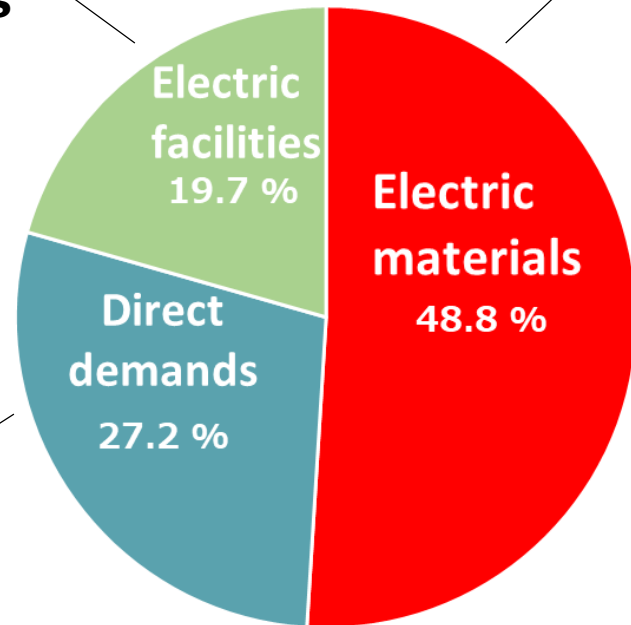
Customers Composition (Non-consolidated)



1st Quarter Fiscal Year October 2024

Power Cables
Covered Cables

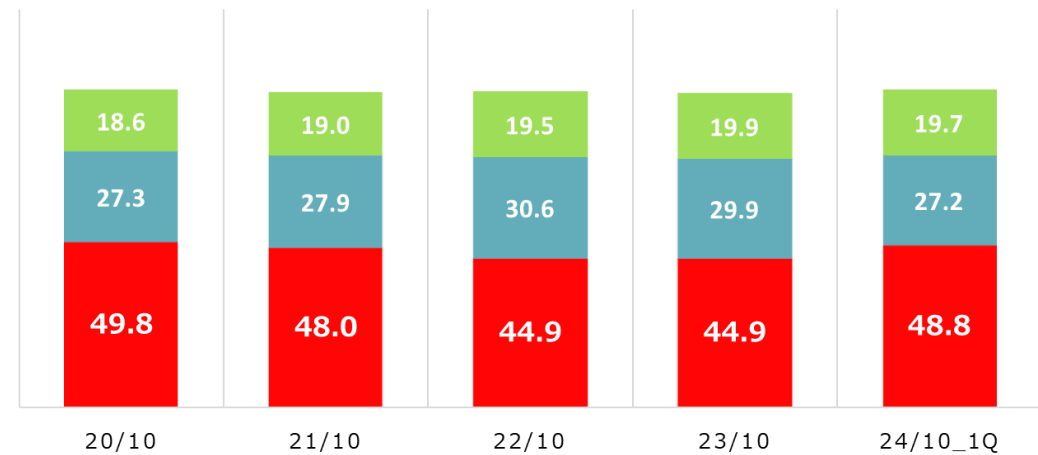
FA Cables
Power Cables
Covered Cables
Non-Cables



FA Cables

Transition

(%)



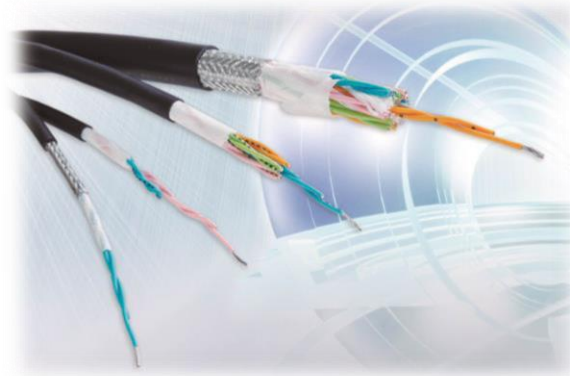
Three Business Models

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 m² 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 a wide variety of products 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 2024 Summary of 1st Quarter financial results

Consolidated Financial Highlights



Achievements

- Both sales and profits hit record highs in the quarter
- Automobiles and construction and electronic sales increased.
- Average copper prices increased 5.6% year on year to 1,272,000 yen/t

Earning forecast

- Upward revision of second quarter and full-year forecasts

Shareholder Returns

(No change)

- Fiscal Year Ended October 2024

Initial forecast: 120 yen per year (Dividend increase of 10yen)

Consolidated income statements overview



(Unit : million yen, %)

	2023/10_1Q	Composition ratio	2024/10_1Q	Composition ratio	Increase or decrease	YoY
Net sales	29,764	100.0	33,744	100.0	3,980	13.4
Gross profit	4,645	15.6	5,337	15.8	692	14.9
Selling, general and administrative expenses	2,497	8.4	2,694	8.0	196	7.9
Operating profit	2,147	7.2	2,643	7.8	496	23.1
Recurring profit	2,263	7.6	2,772	8.2	508	22.5
Profit attributable to owners of parent	1,520	5.1	1,958	5.8	438	28.8
Average copper price (Thousand yen/t)	1,205		1,272		67	5.6

Forecast of consolidated financial results(Earning Amendment: announce on March 4 in 2024)



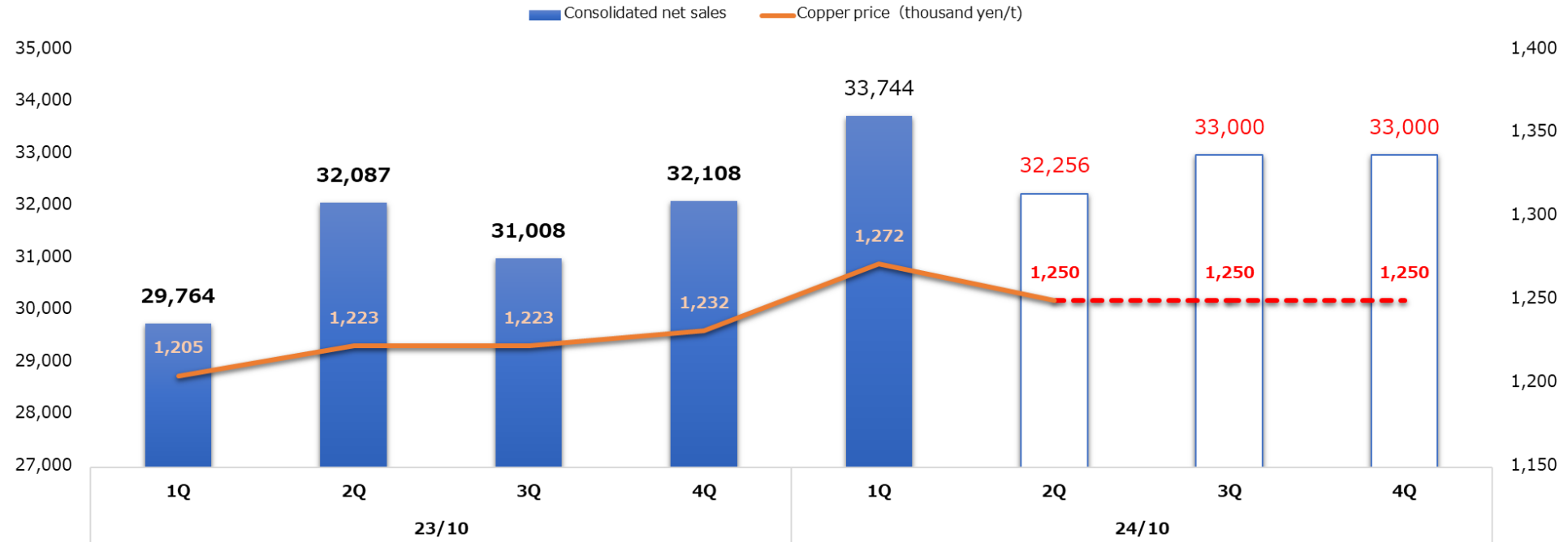
(Unit : million yen,%)

	2023/10		2024/10			2024/10			2023/10		2024/10			2024/10				
	2Q	Composition ratio	2QForecast	Composition ratio	YoY	2Q Revised Forecast	Composition ratio	YoY	Forecast	Composition ratio	YoY	Revised forecast	Composition ratio	YoY	Increase or decrease			
Net sales	61,851	100.0	64,500	100.0	4.3	66,000	100.0	6.7	124,967	100.0	131,000	100.0	4.8	132,000	100.0	5.6	1,000	0.8
Operating profit	4,304	7.0	4,300	6.7	△ 0.1	4,800	7.3	11.5	8,366	6.7	8,700	6.6	4.0	9,200	7.0	10.0	500	5.7
Recurring profit	4,482	7.2	4,400	6.8	△ 1.9	5,000	7.6	11.5	8,770	7.0	8,900	6.8	1.5	9,500	7.2	8.3	600	6.7
Profit attributable to owners of parent	2,994	4.8	3,000	4.7	0.2	3,500	5.3	16.9	5,920	4.7	6,150	4.7	3.9	6,600	5.0	11.5	450	7.3
Average copper price (Thousand yen/t)	1,223		1,250		2.2	1,250		2.2	1,232		1,250		1.5	1,250		1.5		

Consolidated net sales Quarterly trends (After earning amendment)



(unit : million yen)



Consolidated Balance Sheet overview



(Unit: million yen)

	2023/10	2024/10_1Q	Increase or decrease
Total current assets	70,830	71,654	823
Total non-current assets	30,537	31,133	596
Total assets	101,367	102,788	1,420
Total current liabilities	47,713	48,464	751
Total non-current liabilities	2,939	2,855	△ 83
Total liabilities	50,652	51,320	667
Total shareholders' equity	48,764	49,216	452
Total net assets	50,714	51,467	752
Total liabilities and net assets	101,367	102,788	1,420

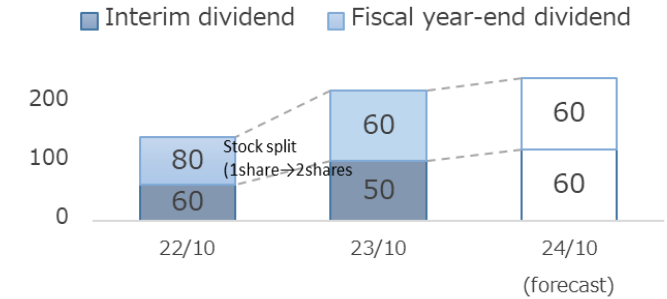
Shareholder Return Policies

1

Dividend (Forecast of 120 yen per year) No change

Setting stable dividend payment as our basic policy, we are paying dividends considering and examining business results and retained earnings, etc. comprehensively.

Fiscal Year Ending October 2024 is interim dividend:60 yen, year-end dividend: 60 yen, the annual dividend to 120 yen, and a dividend increase of 10 yen is expected.



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 retired treasury stock for the same reason.

3

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)

- 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
- (retirement date 2023/12/14)

3. Medium term management plan

Medium-Term Management Plan:SS2026

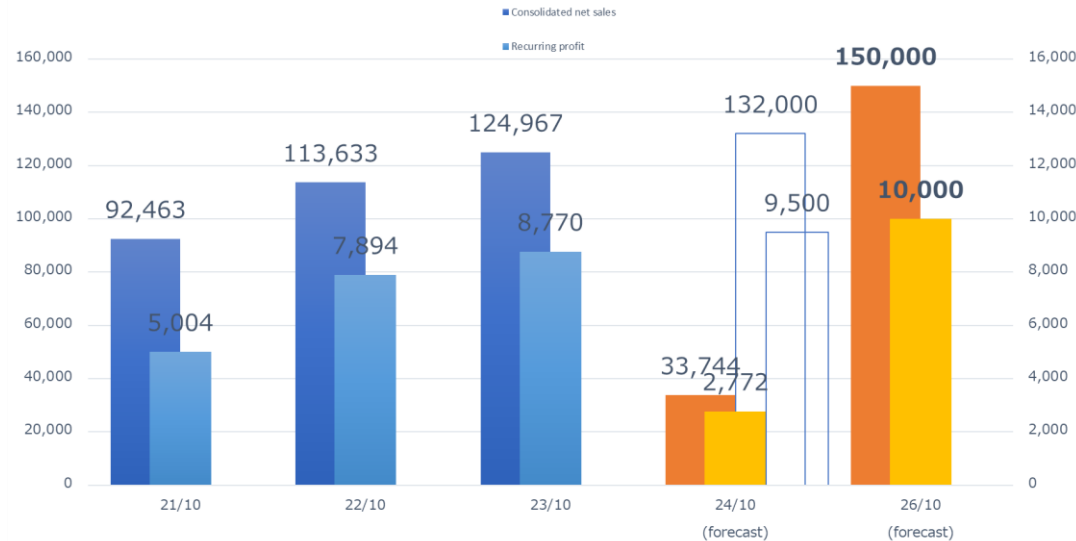
Final Year October 2026

Consolidated net sales
150 billion yen

Recurring profit
10 billion yen

ROE
More than 10.0%

(Unit : million)



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

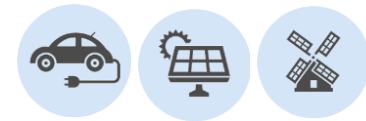
Sales products other than electric wires including own brand ones and development of new fields

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**

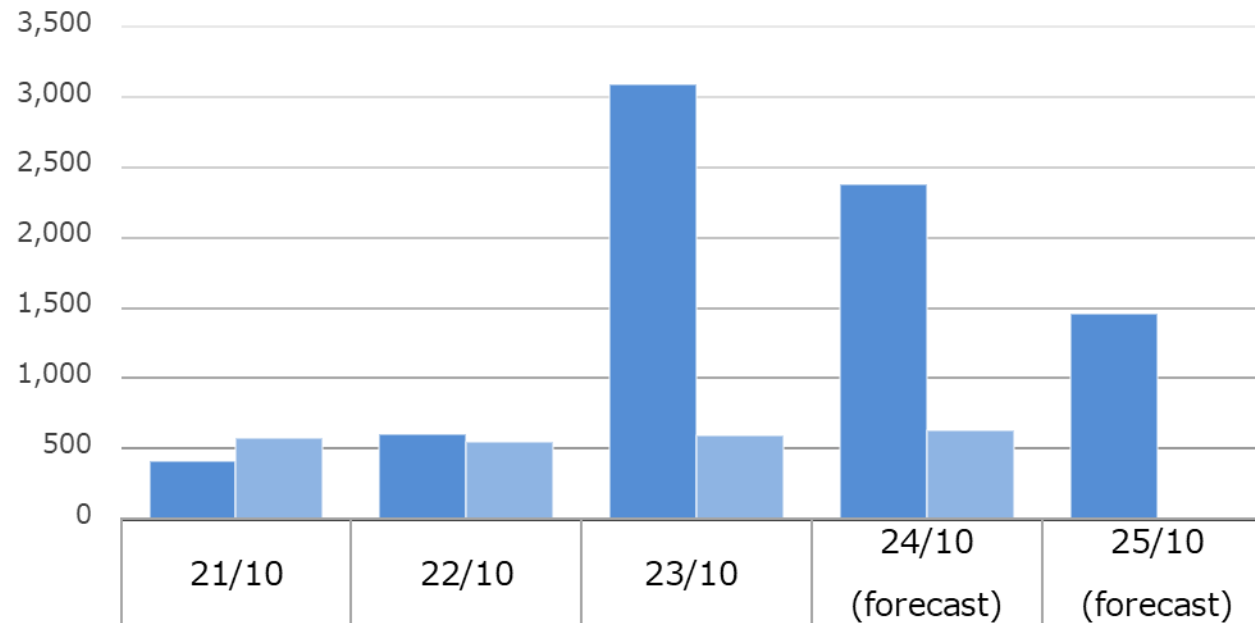
**Inbound Expo
IR Construction
demand**



Medium-Term Management Plan : Capital Expenditures and Depreciation



(unit : million yen)



■ Capital Expenditures	409	605	3,085	2,380	1,463
■ Depreciation	572	547	598	627	—

Fiscal year ended October 2023

- Hokuriku Branch (opened in May 2023)
- Okinawa Building Construction Site
- Solar power land

Since fiscal year ended October 2024

- Toyohashi office extension
- Nagoya FA Center
(Will open in 2025)

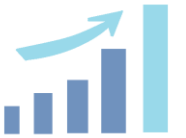
Abil heater



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	    	<ul style="list-style-type: none"> ● Feb. 2023 Invest in Green Bonds(Osaka city,etc) ● Apr. 2023 Published 2022 Environmental Report
S	Respect and consideration for human rights Creating a rewarding work environment Stable supply of goods and services	        	<ul style="list-style-type: none"> ● Oct.2023 Acquired Solar Power Generation Site (Mie prefecture) ● Certification of "Excellent Health Management Corporation 2023" 
G	Establishment of a governance system	 	<ul style="list-style-type: none"> ● Jan. 29, 2024 Corporate Governance Report

Feb.2024
Publication of the Company's first integrated report



4. Reference data

Consolidated income statements overview

(Comparison with previous FY)



(Unit : million yen, %)

	2023/10_1Q		2024/10_1Q		Increase or decrease	
Net sales	29,764	100.0	33,744	100.0	3,980	13.4
Cost of sales	25,119	84.4	28,406	84.2	3,287	13.1
Gross profit	4,645	15.6	5,337	15.8	692	14.9
Selling, general and administrative expenses	2,497	8.4	2,694	8.0	196	7.9
Operating profit	2,147	7.2	2,643	7.8	496	23.1
Non-operating income	140	0.5	155	0.5	15	
Non-operating expenses	23	0.1	26	0.1	2	
Recurring profit	2,263	7.6	2,772	8.2	508	22.5
Extraordinary income	—	—	100	0.0	100	
Extraordinary losses	—	—	—	—	—	
Profit before income taxes	2,263	7.6	2,872	8.5	608	26.9
Income taxes - current	540	1.8	703	2.1	163	
Income taxes - deferred	186	0.6	197	0.6	11	
Profit	1,537	5.2	1,971	5.8	434	28.3
Profit attributable to non-controlling interests	16	0.1	12	0.0	△ 3	
Profit attributable to owners of parent	1,520	5.1	1,958	5.8	438	28.8
Average copper price (Thousand yen/t)	1,205		1,272		67	5.6

Consolidated Balance Sheet overview

(Unit: million yen)

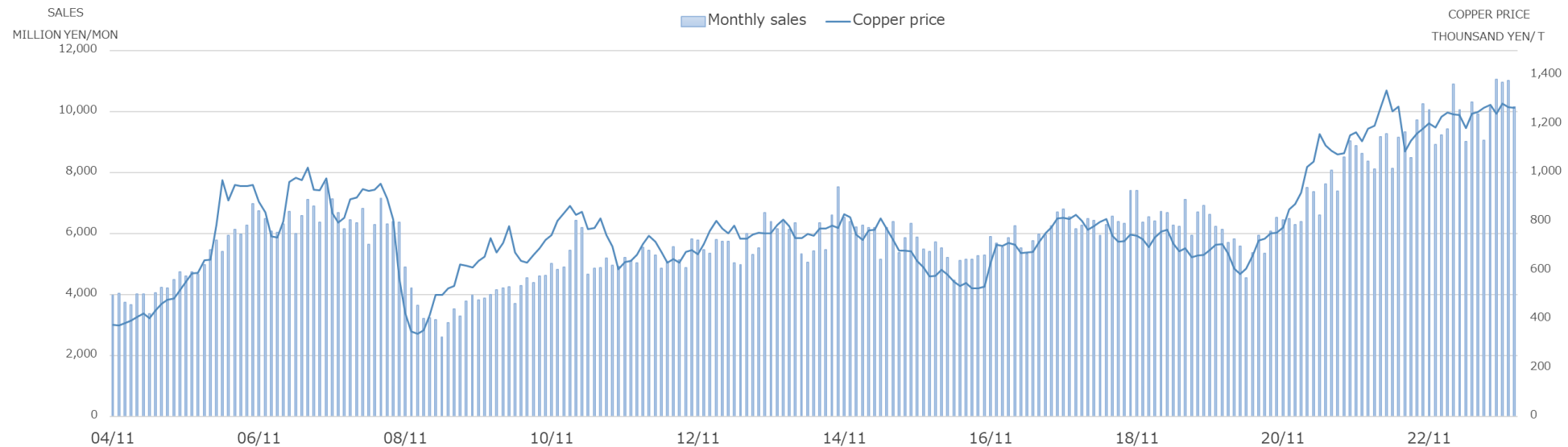
	2023/10	2024/10_1Q	Increase or decrease		2023/10	2024/10_1Q	Increase or decrease
Cash and deposits	28,534	28,596	62	Notes and accounts payable - trade	43,050	44,947	1,896
Notes and accounts receivable - trade	23,313	22,496	△ 816	Short - term borrowings	691	726	35
Electronically recorded monetary claims - operating	11,302	13,131	1,828	Current portion of bonds payable	64	64	0
Securities	9	10	0	Current portion of long-term borrowings	5	7	2
Merchandise	6,914	6,703	△ 211	Income taxes payable	1,561	745	△ 816
Work in process	247	244	△ 3	Provision for bonuses	773	395	△ 377
Raw materials and supplies	257	275	18	Other Current liabilities	1,566	1,577	10
Other current assets	253	197	△ 54				
Total current assets	70,830	71,654	823	Total current liabilities	47,713	48,464	751
Property, plant and equipment	20,355	20,702	347	Bonds payable	42	42	-
Intangible assets	303	290	△ 12	Long-term borrowings	54	52	△ 2
Investments and other assets	9,878	10,140	261	Retirement benefit liability	2,120	2,144	23
				Other non-current liabilities	720	615	△ 105
Total non-current assets	30,537	31,133	596	Total non-current liabilities	2,939	2,855	△ 83
				Total liabilities	50,652	51,320	667
				Share capital	2,575	2,575	-
				Capital surplus	2,757	374	△ 2,382
				Retained earnings	48,574	49,470	896
				Treasury shares	△ 5,142	△ 3,203	1,938
				Total shareholders' equity	48,764	49,216	452
				Total accumulated other comprehensive income	1,565	1,849	283
				Share acquisition rights	59	59	0
				Non-controlling interests	326	342	16
				Total net assets	50,714	51,467	752
Total assets	101,367	102,788	1,420	Total liabilities and net assets	101,367	102,788	1,420

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.

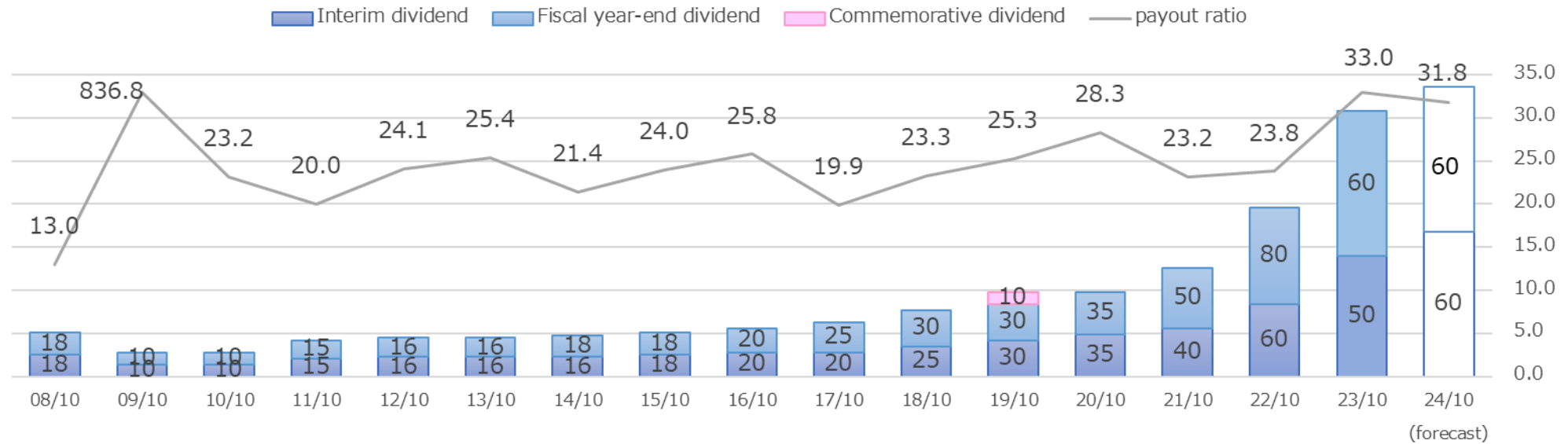
〈Copper price and monthly sales (non-consolidated)〉



Dividends and Dividend Payout Ratio

Dividend increase for 11 consecutive years

(Unit : yen,%)



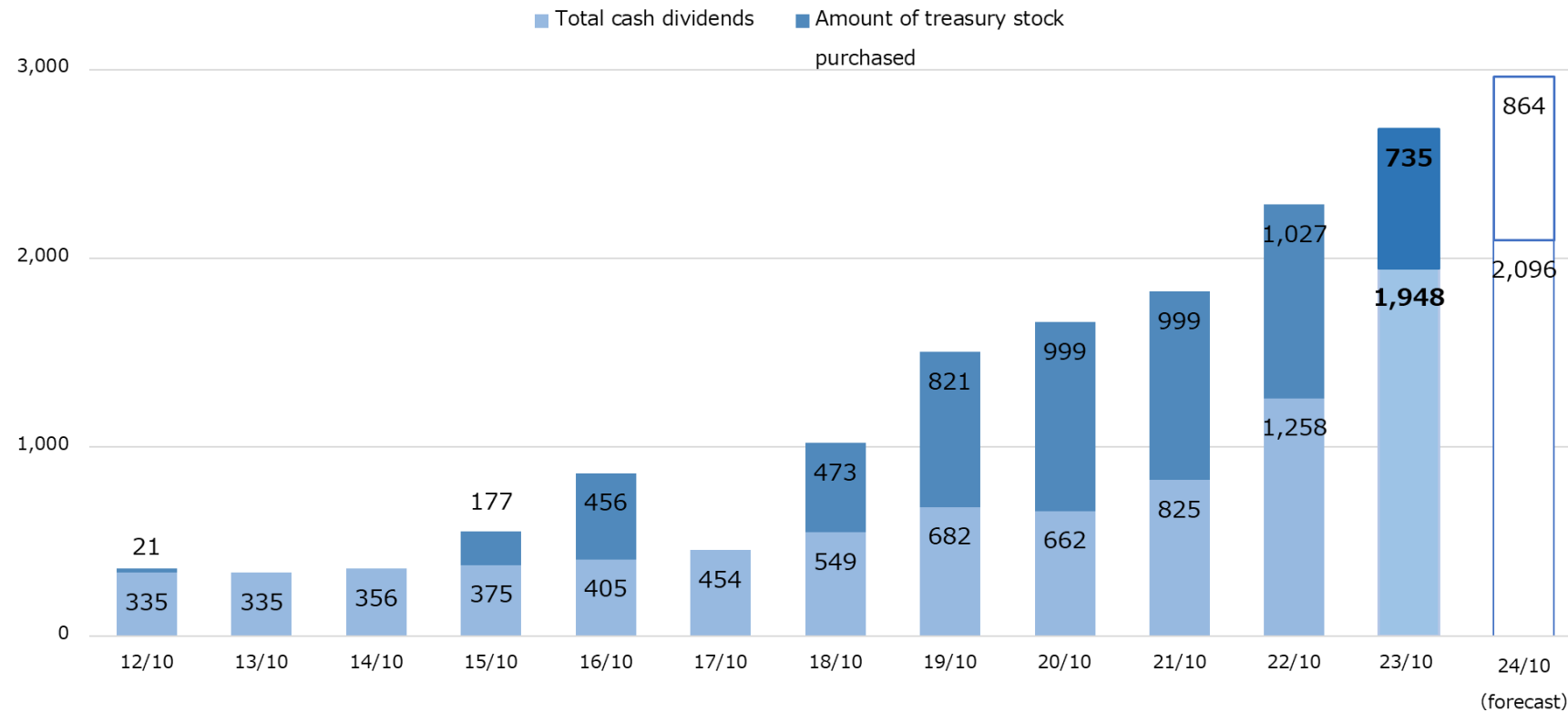
(Note) The Company conducted a 2-for-1 stock split of shares of common stock on November 1, 2022, and the dividend payout ratio is calculated on the assumption that the stock split was conducted at the beginning of the previous fiscal year.

Trends in shareholder return(Dividend+treasury stock)



Implementation of continuous shareholder returns through dividends + treasury stock

(Unit:million)



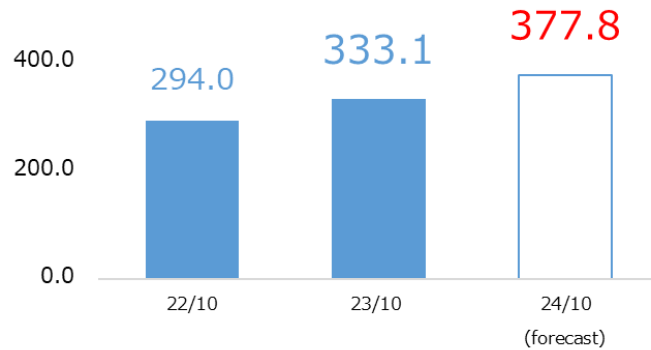
Trends in Main Indicators

Red = FY10/2024 forecast

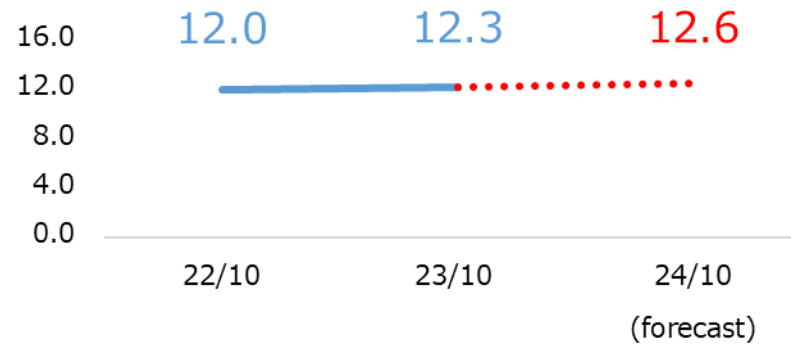
Blue = Results



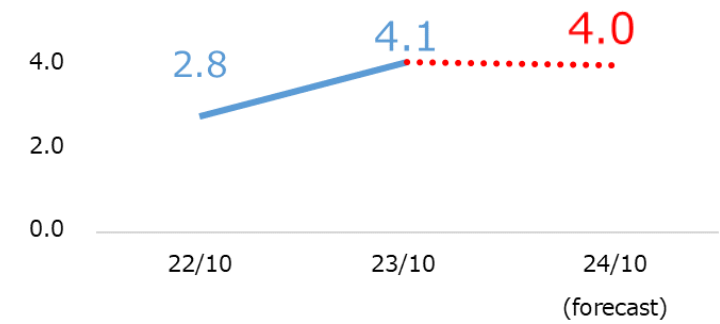
EPS (yen)



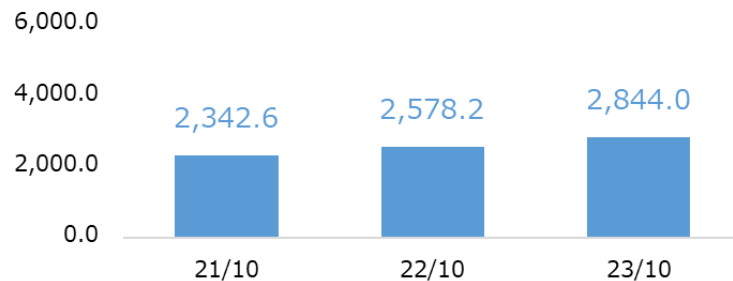
ROE(%)



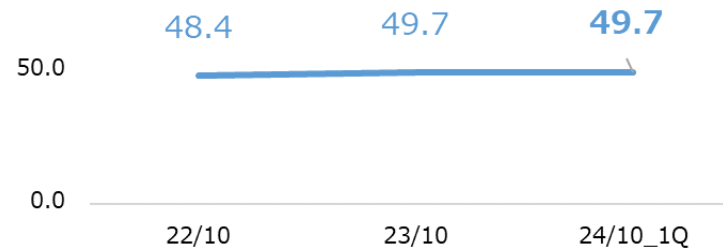
DOE(%)



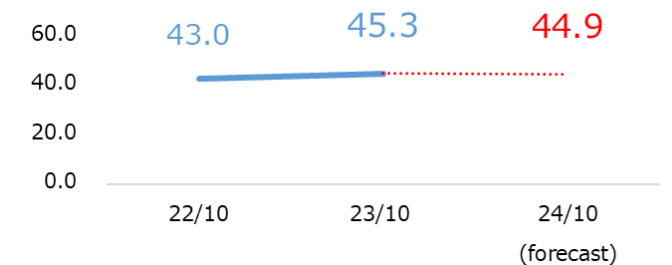
BPS(yen)



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.

In no event shall our company or its suppliers be liable for any damages resulting from this information. We ask that users make investment decisions at their own discretion.

Furthermore, please be aware that the information presented here may not always reflect the latest information available.

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