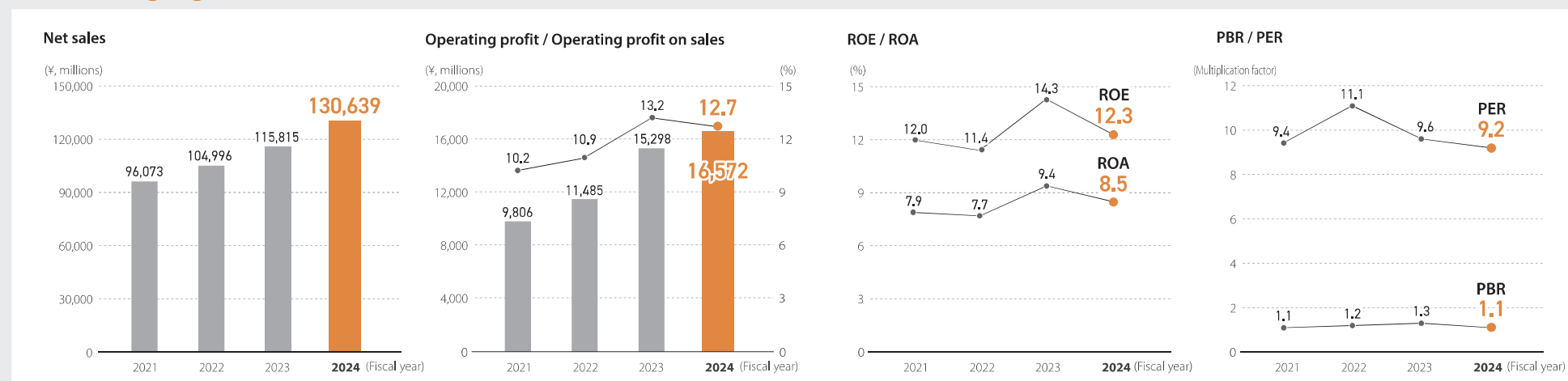


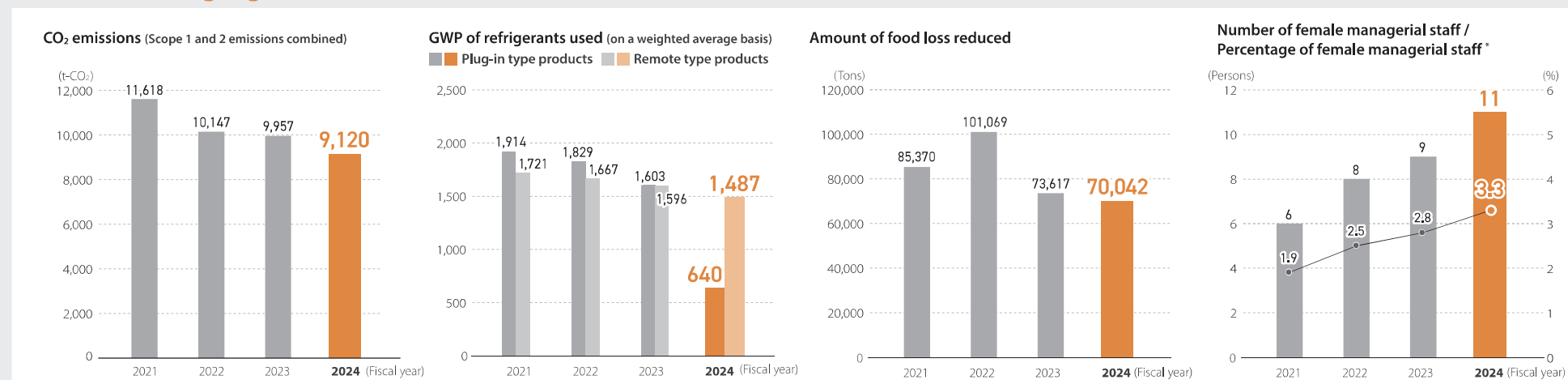
## Basic Information

# Financial and Non-Financial Highlights

## Financial Highlights



## Non-Financial Highlights



\* On a non-consolidated basis

## Financial Data for the Last 11 Fiscal Years (FY2014 to FY2024)

		FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024
Profit and loss	Net sales <small>(¥, millions)</small>	64,623	73,693	80,297	86,223	86,529	86,801	82,451	96,073	104,996	115,815	130,639
	Cost of sales <small>(¥, millions)</small>	47,982	54,920	59,565	64,630	63,765	63,985	60,761	72,121	77,862	83,418	94,541
	Gross profit <small>(¥, millions)</small>	16,641	18,772	20,731	21,593	22,763	22,816	21,690	23,952	27,133	32,397	36,098
	Selling, general and administrative expenses <small>(¥, millions)</small>	10,053	11,190	12,335	12,939	13,358	13,728	13,636	14,146	15,647	17,098	19,526
	Operating profit <small>(¥, millions)</small>	6,587	7,582	8,395	8,654	9,405	9,087	8,054	9,806	11,485	15,298	16,572
	EBITDA <sup>*1</sup> <small>(¥, millions)</small>	7,226	8,399	9,236	9,553	10,344	10,356	9,682	11,173	12,774	16,647	18,119
	Net income attributable to owners of the parent <small>(¥, millions)</small>	4,330	4,980	6,013	5,683	6,615	6,226	6,299	8,172	8,654	12,306	12,008
	Capital investment <small>(¥, millions)</small>	1,889	2,075	1,357	1,420	3,726	4,993	1,203	1,106	2,180	2,693	7,745
	Depreciation <small>(¥, millions)</small>	639	817	841	899	939	1,269	1,628	1,367	1,289	1,349	1,546
	R&D <small>(¥, millions)</small>	—	—	—	786	811	817	938	966	1,020	1,067	1,349
Segment information	Sales and marketing of food services (sales and marketing of refrigerators and freezers) <sup>*2</sup> <small>(¥, millions)</small>	—	21,904	22,836	24,447	23,298	24,240	19,866	21,280	25,523	25,427	30,592
	Sales and marketing of medical science products <small>(¥, millions)</small>	—	—	—	—	—	—	2,027	2,382	1,325	1,309	1,293
	Sales and marketing of refrigerated and freezer showcases <small>(¥, millions)</small>	—	27,686	28,903	30,237	29,902	30,729	31,254	36,328	38,218	46,706	52,915
	Sales and marketing of large food processing equipment <small>(¥, millions)</small>	—	6,144	6,259	8,561	8,049	7,261	4,802	7,420	7,987	7,207	8,499
	Sales and marketing of large panel refrigerators <small>(¥, millions)</small>	—	6,958	10,169	9,797	11,531	10,646	9,939	12,311	14,378	15,971	15,813
	Sales and marketing of small panel refrigerators <small>(¥, millions)</small>	—	4,888	5,540	5,690	5,659	5,523	5,583	6,177	6,633	7,092	7,829
	Sales and marketing of services <small>(¥, millions)</small>	—	6,111	6,587	7,488	8,088	8,399	8,978	10,172	10,929	12,100	13,696
Cash flows	Cash flows from operating activities <small>(¥, millions)</small>	4,518	7,241	6,419	8,320	6,564	5,140	11,176	6,573	5,512	12,584	10,375
	Cash flows from investments <small>(¥, millions)</small>	- 936	- 3,663	- 720	- 668	- 3,229	- 6,445	- 1,654	- 1,504	- 2,258	- 2,877	- 9,523
	Free cash flows <sup>*3</sup> <small>(¥, millions)</small>	3,582	3,578	5,699	7,652	3,335	- 1,305	9,522	5,069	3,254	9,706	851
	Cash flows from financing activities <small>(¥, millions)</small>	- 847	- 3,015	- 1,087	- 1,006	- 1,298	- 1,017	- 1,090	- 1,063	- 1,242	- 2,295	- 2,122
Financial position	Total assets <small>(¥, millions)</small>	62,537	67,335	74,218	84,876	86,622	88,318	96,911	103,700	112,997	130,532	141,562
	Net assets <small>(¥, millions)</small>	35,236	36,042	42,160	48,901	53,887	58,111	64,700	71,910	79,907	92,826	103,206
	Shareholders' equity <small>(¥, millions)</small>	31,953	33,565	38,977	43,957	49,771	55,035	60,373	67,619	75,127	85,728	95,768
	Number of employees <small>(Employees)</small>	1,501	1,558	1,690	1,834	2,033	2,127	2,043	2,218	2,292	2,419	2,829
Per share data	Net income per share <sup>*4, *5</sup> <small>(¥)</small>	101.25	119.55	150.06	141.82	165.09	155.38	157.20	203.94	215.80	307.76	299.79
	Net assets per share <sup>*4, *5</sup> <small>(¥)</small>	815.26	899.29	1,051.81	1,219.47	1,343.32	1,448.78	1,613.52	1,793.10	1,989.57	2,315.68	2,558.19
	Cash dividend per share <sup>*5</sup> <small>(¥)</small>	12.5	15	17.5	20	24	24	26.5	31	36.5	52.5	74
Stock information	Share price (closing price at the end of the year) <sup>*5</sup> <small>(¥)</small>	892	1,306.5	1,940	2,302.5	1,777.5	1,700	2,180	1,922.5	2,387.5	2,950	2,755
	Price-to-book ratio (PBR) <small>(Multiplication factor)</small>	1.1	1.5	1.8	1.9	1.3	1.2	1.4	1.1	1.2	1.3	1.1
	Price-to-earnings ratio (PER) <small>(Multiplication factor)</small>	8.8	10.9	12.9	16.2	10.8	10.9	13.9	9.4	11.1	9.6	9.2
Financial indicators	Gross margin <small>(%)</small>	25.8	25.5	25.8	25.0	26.3	26.3	26.3	24.9	25.8	28.0	27.6
	Operating profit on sales <small>(%)</small>	10.2	10.3	10.5	10.0	10.9	10.5	9.8	10.2	10.9	13.2	12.7
	Equity ratio <small>(%)</small>	55.8	53.5	56.8	57.6	62.1	65.7	66.7	69.3	70.7	71.0	72.4
	Return on equity (ROE) <small>(%)</small>	13.5	14.0	15.4	12.5	12.9	11.1	10.3	12.0	11.4	14.3	12.3
	Return on assets (ROA) <small>(%)</small>	6.9	7.4	8.1	6.7	7.6	7.0	6.5	7.9	7.7	9.4	8.5
	Total asset turnover <small>(Multiplication factor)</small>	1.0	1.1	1.1	1.0	1.0	1.0	0.9	0.9	1.3	0.9	0.9
	Dividend on equity ratio (DOE) <small>(%)</small>	1.7	1.7	1.8	1.8	1.9	1.7	1.7	1.8	1.9	2.4	3.0
	Dividend payout ratio <small>(%)</small>	12.3	12.5	11.7	14.1	14.5	15.4	16.9	15.2	16.9	17.1	24.7
	Total dividends paid <small>(¥, millions)</small>	534	601	701	801	961	961	1,061	1,242	1,464	2,101	2,964

\*1: EBITDA = Operating profit + Depreciation and amortization    \*2: Medical science products were separated from refrigerators and freezers in 2022. The Refrigerator and Freezer Operations was renamed the Food Service Operations in 2024.

\*3: Free cash flows = Cash flows from operating activities + Cash flows from investing activities    \*4: Per share data is calculated by dividing market capitalization by the number of issued shares, excluding treasury shares.

\*5: We conducted a two-for-one share split of common stock effective January 1, 2025 and made the calculation on the assumption that we had conducted the share split at the beginning of FY2014.

## Corporate Data

### ■ Company Profile

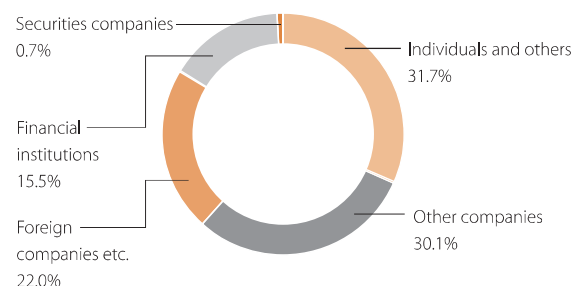
Company Name	GALILEI CO. LTD.
Founded	December 8, 1951
Capital	2.76 billion yen
Employees	2,921 employees on a consolidated basis
Head Office Location	2-6-18 Takejima, Nishi-Yodogawa-ku, Osaka, 555-0011, Japan
Listed stock exchange	Prime Market, Tokyo Stock Exchange (stock code: 6420)

### ■ Stock information (As of the end of March 2025)

Total number of authorized shares	127,370,000 shares
Total number of issued shares	44,132,320 shares (including 4,068,300 treasury shares)
Number of shareholders	4,457 persons

### ■ Distribution of shares by shareholder

(As of the end of March 2025)



### ■ Group Companies

Company name	Main business activities
FUKUSHIMA GALILEI CO. LTD.	Manufacture, sales, marketing, and installation of refrigeration and freezing equipment
GALILEI PANEL CREATE CO. LTD.	Manufacture, sales, and marketing of prefabricated panels
TAKAHASHI GALILEI CO. LTD.	Manufacture, sales, and marketing of food equipment
SHOKEN GALILEI CO. LTD.	Manufacture, sales, and marketing of food equipment
Nippon Senjoki K.K.	Manufacture, sales, and marketing of kitchen equipment
FUKUSHIMA TRADING CO. LTD.	Trading and energy management services
GALILEI (THAILAND) CO., LTD.	Manufacture of refrigeration and freezing equipment
FUKUSHIMA GALILEI (SHANGHAI) CO., LTD.	Sales, marketing, and installation of refrigeration and freezing equipment
FUKUSHIMA GALILEI (H.K.) CO., LTD.	Sales, marketing, and installation of refrigeration and freezing equipment
FUKUSHIMA GALILEI TAIWAN CO., LTD.	Sales, marketing, and installation of refrigeration and freezing equipment
FUKUSHIMA GALILEI SINGAPORE PTE. LTD.	Sales, marketing, and installation of refrigeration and freezing equipment
FUKUSHIMA GALILEI (THAILAND) CO., LTD.	Sales, marketing, and installation of refrigeration and freezing equipment
FUKUSHIMA GALILEI VIETNAM CO., LTD.	Sales, marketing, and installation of refrigeration and freezing equipment
FUKUSHIMA GALILEI MALAYSIA SDN. BHD.	Sales, marketing, and installation of refrigeration and freezing equipment
FUKUSHIMA GALILEI CAMBODIA CO., LTD.	Sales, marketing, and installation of refrigeration and freezing equipment
PT. FUKUSHIMA GALILEI INDONESIA	Sales, marketing, and installation of refrigeration and freezing equipment
FUKUSHIMA GALILEI MYANMAR CO. LTD.	Refrigeration and freezing equipment sales support
FUKUSHIMA GALILEI PHILIPPINE CORPORATION	Sales, marketing, and installation of refrigeration and freezing equipment
PT Aneka Citra Refriendo	Kitchen design, installation, and maintenance services

### ■ Major shareholders (top 10 shareholders)

Name of shareholder	Number of shares held (in thousands)	Shareholding (%)
Fukushima Kiki Hanbai Co. Ltd.	8,471	21.15
The Master Trust Bank of Japan, Ltd. (trust account)	3,741	9.34
Yutaka Fukushima	1,969	4.92
GALILEI Employee Stock Ownership Association	1,826	4.56
Akira Fukushima	1,354	3.38
JP Morgan Chase Bank 385632	1,101	2.75
Yugen Gaisha TCSP	1,101	2.74
Custody Bank of Japan, Ltd. (trust account)	982	2.45
Ceplux – The Independent UCITS Platform 2	806	2.01
Nippon Life Insurance Company	685	1.71