# Walden Research Japan

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# **PUNCH INDUSTRY (6165)**

Consolidated Fiscal Year		Sales	Operating	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)		Sales	Profit	Profit	Owners of Parent	(Yen)	(Yen)	(Yen)
FY03/2020		35,348	835	712	(3,485)	(160.01)	2.00	536.64
FY03/2021		32,462	1,613	1,676	477	21.90	2.00	568.26
FY03/2022CoE		37,400	2,550	2,470	1,450	66.38	8.00	
FY03/2021	YoY	(8.2%)	93.0%	135.1%	-	-	-	-
FY03/2022CoE	YoY	15.2%	58.1%	47.3%	203.5%	-	-	
Consolidated Half Year		Sales	Operating	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)		Sales	Profit	Profit	Owners of Parent	(Yen)	(Yen)	(Yen)
Q1 to Q2 FY03/2021		15,412	313	372	(544)	-	-	
Q3 to Q4 FY03/2021		17,049	1,300	1,303	1,021	-	-	-
Q1 to Q2 FY03/2022		19,523	1,768	1,736	1,258	-	-	-
Q3 to Q4 FY03/2022CoE		17,876	781	733	191	-	-	
Q1 to Q2 FY03/2022	YoY	26.7%	464.7%	365.7%	-	-	-	-
Q3 to Q4 FY03/2022CoE	YoY	4.8%	(39.9%)	(43.7%)	(81.3%)	-	-	

Source: Company Data, WRJ Calculation

## 1.0 Results Update (17 November 2021)

### **Beyond Expectations**

On 11 November 2021, PUNCH INDUSTRY, manufacturing and selling parts of molds & dies in Japan and overseas, released its Q1 to Q2 FY03/2022 results. It has been revealed that the Company's performance continues to recover beyond expectations. Compared with the same period of the previous year, when business activities in various manufacturing industries in Japan and overseas were stagnant due to the ongoing COVID-19 situation, sales increased significantly in all regions, principally comprising China and Japan. Thus, the Company, seeing depreciation charges having declined in line with impairment in the past years, is now substantially benefiting from effect on increased sales at the same time. As a result, the Company has renewed its record high earnings across the board with respect to Q1 to Q2 performance. Given the improvement in market conditions being steadily reflected in performance, it should be the case that the Company is competitive to more than a certain extent in its operations, implying a high probability to benefit from the market growth from a long-term perspective. Towards the end of March 2022, the Company plans to announce its long-term management plan to start with FY03/2023, disclosing future performance targets. Meanwhile, with respect to the actual results in Q2, the Company is to begin distributing a video explaining the performance in depth from 15:00 on Friday, 19 November. We are to watch this video, which is followed by our interview with management through a web-based conference. In light of the contents of both, we are to update PUNCH INDUSTRY (6165) Entering Growth Phase (5 July 2021) and release anew.

IR representative: Hayato Matsuda, Corporate Strategy Planning Office (info-corp@punch.co.jp)

## 2.0 Company Profile

## Manufacturing and Selling Parts of Molds & Dies in Japan and Overseas

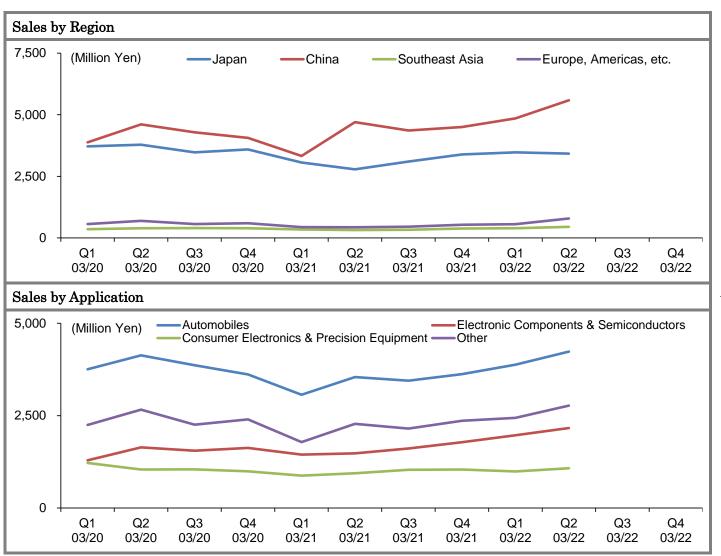
Company Name	PUNCH INDUSTRY CO., LTD.
Company Name	Company Website  The Land Company Website Punch INDUSTRY
	IR Information
	Share price (Japanese)
Established	29 March 1975
Listing	14 March 2014: Tokyo Stock Exchange 1st section (ticker: 6165)
	20 December 2012: Tokyo Stock Exchange 2nd section
Capital	¥2,897m (as of the end of September 2021)
No. of Shares	22,122,400 shares, including 278,568 treasury shares (as of the end of Sep. 2021)
Main Features	By far the largest in China and one of the largest on a global basis
	• Collective 15,000 customers (6,000 in Japan, 8,000 in China and 1,000 in other)
	Providing manufacturers of molds & dies with high-value added special order
	products, while selling catalog products at the same time
Segment	I . Parts of Molds & Dies Business
Representative	Representative Director, President and CEO: Tetsuji Morikubo
Shareholders	MT Kosan 17.44%, Caceis Bank Germany Customer Acc. 11.06% (as of the end of
	March 2021, but for treasury shares)
Head Office	Shinagawa-ku, Tokyo, JAPAN
No. of Personnel	Consolidated: 4,006, Parent: 954 (as of the end of March 2021)

Source: Company Data

## 3.0 Recent Trading and Prospects

#### Q1 to Q2 FY03/2022

In Q1 to Q2 FY03/2022, sales came in at ¥19,523m (up 26.7% YoY), operating profit ¥1,768m (up 464.7%), recurring profit ¥1,736m (up 365.7%) and profit attributable to owners of parent ¥1,258m (versus minus ¥544m during the same period of the previous year), while operating profit margin 9.1% (up 7.0% points). At the same time, gross profit came in at ¥5,864m (up 46.6%) and SG&A expenses ¥4,095m (up 11.1%), implying gross profit margin of 30.0% (up 4.1% points) and sales to SG&A expenses ratio of 21.0% (down 2.9% points).



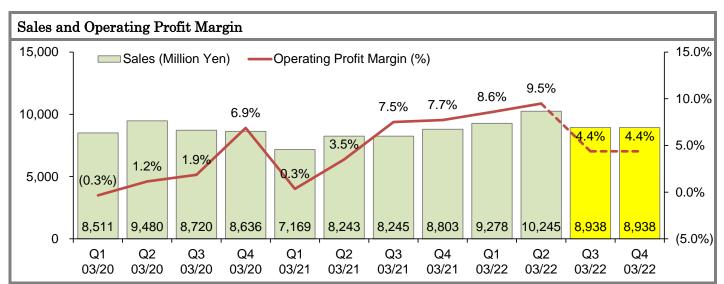
Source: Company Data, WRJ Calculation

Sales in Japan came in at ¥6,897m (up 17.9%), sales in China ¥10,441m (up 30.1%), sales in Southeast Asia ¥841m (up 26.5%) and sales in Europe, Americas, etc. ¥1,342m (up 54.1%). In Japan, the Company sees a weakness for Automobiles, which is more than compensated for by an ongoing strength for Electronic Components & Semiconductors. The Company suggests that demand associated with semiconductors exceeds expectations in particular, probably driven by a move to eliminate the issue of so-called semiconductor shortage.

In China, demand is picking up nicely across the board by application. With respect to semiconductors, the situation is similar to that of Japan. Meanwhile, it should be noticed that there is an aspect of sales in China being accelerated by yen's depreciation against Chinese yuan, i.e., up 20.3% on a local currency basis. Meanwhile, sales in Southeast Asia have also surged as well as in Europe, Americas, etc., albeit rather limited in terms of contribution to sales of the Company as a whole.

### FY03/2022 Company Forecasts

FY03/2022 Company forecasts (announced on 6 August 2021) have remained unchanged, going for prospective sales of ¥37,400m (up 15.2% YoY), operating profit of ¥2,550m (up 58.1%), recurring profit of ¥2,470m (up 47.3%) and profit attributable to owners of parent of ¥1,450m (up 203.5%), while operating profit margin of 6.8% (up 1.8% points). At the same time, Company forecasts are going for prospective annual dividend of ¥8.00 per share, implying payout ratio of 12.0%.



Source: Company Data, WRJ Calculation (Q3 and Q4 FY03/2022: H2 Company forecasts, pro rata)

Based on Q1 to Q2 results, Company forecasts assume prospective sales of \$17,876m (up 4.8% YoY), operating profit of \$781m (down 39.9%) and operating profit margin of 4.4% (down 3.2% points) for H2. Meanwhile, initial Company forecasts (announced on 13 May 2021) for Q1 to Q2 have been exceeded by \$723m (3.8%) in sales and \$568m (47.3%) in operating profit. Consequently, it is the case that prospective sales for H2 have been upgraded by no more than \$177m (1.0%), while operating profit having been downgraded by no less than \$218m (21.8%).

More importantly, however, it appears that the above-mentioned prospects are based on assumptions rather conservative that the market conditions are still uncertain for H2. As the backgrounds, the Company bespeaks "the impacts are emerging to production activities amongst manufacturers as a whole stemming from shortage of some components represented by semiconductors as well as those of the hike of raw material prices worldwide, while it is too early to dispel concerns about the power shortage in China and the resurgence of trade frictions between the United States and China."

## 4.0 Financial Statements

### Income Statement (Cumulative / Quarterly)

Income Statement	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
income Statement	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	03/2021	03/2021	03/2021	03/2021	03/2022	03/2022	03/2022	03/2022	Net Chg.
Sales	7,169	15,412	23,658	32,462	9,278	19,523	-	-	+4,111
Cost of Sales	5,315	11,413	17,206	23,375	6,521	13,659	_		+2,246
Gross Profit	1,853	3,999	6,452	9,086	2,756	5,864	_		+1,864
SG&A Expenses	1,828	3,685	5,519	7,473	1,960	4,095	_		+409
Operating Profit	24	313	932	1,613	796	1,768	_		+1,455
Non Operating Balance	(18)	59	72	63	(34)	(32)	_		(92)
Recurring Profit	6	372	1,005	1,676	761	1,736	_		+1,363
Extraordinary Balance	(13)	(703)	(719)	(662)	(30)	(48)	_		+654
Profit before Income Taxes	(7)	(331)	285	1,014	731	1,687	_		+2,018
Total Income Taxes	67	212	365	535	203	426	_		+214
Profit Attributable to Non-Controlling Interests	0	1	0	1	0	1	_		+0
Profit Attributable to Owners of Parent	(76)	(544)	(80)	477	<b>526</b>	1,258	_		+1,803
Sales YoY	(15.8%)	(14.3%)	(11.4%)	(8.2%)	+29.4%	+26.7%			- 11,000
Operating Profit YoY	(101070)	+290.5%	+286.0%	+93.0%	-	+464.7%	_		_
Recurring Profit YoY	_	-	+443.5%	+135.1%	_	+365.7%	_		_
Profit Attributable to Owners of Parent YoY	_	_	- 110.070	- 100.170	_		_		_
Gross Profit Margin	25.9%	25.9%	27.3%	28.0%	29.7%	30.0%			+4.1%
Sales to SG&A Expenses Ratio	25.5%	23.9%	23.3%	23.0%	21.1%	21.0%	_		(2.9%)
Operating Profit Margin	0.3%	2.0%	3.9%	5.0%	8.6%	9.1%	_		+7.0%
Recurring Profit Margin	0.1%	2.4%	4.2%	5.2%	8.2%	8.9%	_		+6.5%
Profit Attributable to Owners of Parent Margin	(1.1%)	(3.5%)	(0.3%)	1.5%	5.7%	6.4%	_		+10.0%
Total Income Taxes / Profit before Income Taxes	(,5)	(0.070)	128.0%	52.8%	27.9%	25.3%	_		- 101070
Total income Taxos / I Tolk bolote income Taxos			120.070	02.070	21.070	20.070			
Income Statement	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
Income Statement	Cons.Act Q1	Cons.Act Q2	Cons.Act Q3	Cons.Act Q4	Cons.Act Q1	Cons.Act Q2	Cons.Act Q3	Cons.Act Q4	YoY
Income Statement (Million Yen)	Cons.Act Q1 03/2021						Cons.Act Q3 03/2022		YoY Net Chg.
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
(Million Yen)	Q1 03/2021	Q2 03/2021	Q3 03/2021	Q4 03/2021	Q1 03/2022	Q2 03/2022	Q3 03/2022	Q4	Net Chg.
(Million Yen) Sales	Q1 03/2021 7,169	Q2 03/2021 8,243	Q3 03/2021 8,245	Q4 03/2021 8,803	Q1 03/2022 9,278	Q2 03/2022 10,245	Q3 03/2022	Q4	Net Chg. +2,001
(Million Yen) Sales Cost of Sales	Q1 03/2021 <b>7,169</b> 5,315	Q2 03/2021 <b>8,243</b> 6,097	Q3 03/2021 <b>8,245</b> 5,792	Q4 03/2021 8,803 6,168	Q1 03/2022 9,278 6,521	Q2 03/2022 10,245 7,137	Q3 03/2022	Q4	Net Chg. +2,001 +1,040
(Million Yen) Sales Cost of Sales Gross Profit	Q1 03/2021 <b>7,169</b> 5,315 1,853	Q2 03/2021 <b>8,243</b> 6,097 2,145	Q3 03/2021 <b>8,245</b> 5,792 2,453	Q4 03/2021 8,803 6,168 2,634	Q1 03/2022 9,278 6,521 2,756	Q2 03/2022 10,245 7,137 3,107	Q3 03/2022	Q4	Net Chg. +2,001 +1,040 +961
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses	Q1 03/2021 7,169 5,315 1,853 1,828	Q2 03/2021 <b>8,243</b> 6,097 2,145 1,857	Q3 03/2021 <b>8,245</b> 5,792 2,453 1,833	Q4 03/2021 8,803 6,168 2,634 1,954	Q1 03/2022 9,278 6,521 2,756 1,960	Q2 03/2022 10,245 7,137 3,107 2,135	Q3 03/2022	Q4	+2,001 +1,040 +961 +277
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit	Q1 03/2021 7,169 5,315 1,853 1,828 24	Q2 03/2021 8,243 6,097 2,145 1,857 288	Q3 03/2021 8,245 5,792 2,453 1,833 619	Q4 03/2021 8,803 6,168 2,634 1,954 680	Q1 03/2022 9,278 6,521 2,756 1,960 796	Q2 03/2022 10,245 7,137 3,107 2,135 971	Q3 03/2022	Q4	Net Chg. +2,001 +1,040 +961 +277 +683
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance	Q1 03/2021 7,169 5,315 1,853 1,828 24 (18)	Q2 03/2021 <b>8,243</b> 6,097 2,145 1,857 <b>288</b> 78	Q3 03/2021 8,245 5,792 2,453 1,833 619	Q4 03/2021 8,803 6,168 2,634 1,954 680 (9)	Q1 03/2022 9,278 6,521 2,756 1,960 796 (34)	Q2 03/2022 10,245 7,137 3,107 2,135 971 2	Q3 03/2022	Q4	Net Chg. +2,001 +1,040 +961 +277 +683 (75)
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit	Q1 03/2021 7,169 5,315 1,853 1,828 24 (18)	Q2 03/2021 8,243 6,097 2,145 1,857 288 78 366	Q3 03/2021 8,245 5,792 2,453 1,833 619 12 632	Q4 03/2021 8,803 6,168 2,634 1,954 680 (9) 671	Q1 03/2022 9,278 6,521 2,756 1,960 796 (34) 761	Q2 03/2022 10,245 7,137 3,107 2,135 971 2	Q3 03/2022	Q4	Net Chg. +2,001 +1,040 +961 +277 +683 (75) +607
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance	Q1 03/2021 7,169 5,315 1,853 1,828 24 (18) 6	Q2 03/2021 8,243 6,097 2,145 1,857 288 78 366 (690)	Q3 03/2021 8,245 5,792 2,453 1,833 619 12 632 (16)	Q4 03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57	Q1 03/2022 9,278 6,521 2,756 1,960 796 (34) 761 (30)	Q2 03/2022 10,245 7,137 3,107 2,135 971 2 974 (18)	Q3 03/2022	Q4	**Net Chg. +2,001 +1,040 +961 +277 +683 (75) +607 +672
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes	Q1 03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13)	Q2 03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323)	Q3 03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616	Q4 03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57	Q1 03/2022 9,278 6,521 2,756 1,960 796 (34) 761 (30) 731	Q2 03/2022 10,245 7,137 3,107 2,135 971 2 974 (18) 955	Q3 03/2022	Q4	**Net Chg. +2,001 +1,040 +961 +277 +683 (75) +607 +672 +1,279
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes	Q1 03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7)	Q2 03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144	Q3 03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153	Q4 03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57 728 170	Q1 03/2022 9,278 6,521 2,756 1,960 796 (34) 761 (30) 731 203	Q2 03/2022 10,245 7,137 3,107 2,135 971 2 974 (18) 955 222	Q3 03/2022	Q4	**Net Chg. +2,001 +1,040 +961 +277 +683 (75) +607 +672 +1,279 +78
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests	Q1 03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67	Q2 03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144	Q3 03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0)	Q4 03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57 728 170	Q1 03/2022 9,278 6,521 2,756 1,960 796 (34) 761 (30) 731 203	Q2 03/2022 10,245 7,137 3,107 2,135 971 2 974 (18) 955 222 0	Q3 03/2022	Q4	Net Chg. +2,001 +1,040 +961 +277 +683 (75) +607 +672 +1,279 +78 +0
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests  Profit Attributable to Owners of Parent	Q1 03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76)	Q2 03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468)	Q3 03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463	Q4 03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57 728 170 0	Q1 03/2022 9,278 6,521 2,756 1,960 796 (34) 761 (30) 731 203 0	Q2 03/2022 10,245 7,137 3,107 2,135 971 2 974 (18) 955 222 0 732	Q3 03/2022	Q4	Net Chg. +2,001 +1,040 +961 +277 +683 (75) +607 +672 +1,279 +78 +0
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests  Profit Attributable to Owners of Parent  Sales Yoy	Q1 03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76)	Q2 03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468)	Q3 03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463 (5.4%)	Q4 03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57 728 170 0 558 +1.9%	Q1 03/2022 9,278 6,521 2,756 1,960 796 (34) 761 (30) 731 203 0	Q2 03/2022 10,245 7,137 3,107 2,135 971 2 974 (18) 955 222 0 732 +24.3%	Q3 03/2022	Q4	Net Chg. +2,001 +1,040 +961 +277 +683 (75) +607 +672 +1,279 +78 +0
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests  Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY	Q1 03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76)	Q2 03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468) (13.1%)	Q3 03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463 (5.4%) +283.8%	Q4 03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57 728 170 0 558 +1.9% +14.5%	Q1 03/2022 9,278 6,521 2,756 1,960 796 (34) 761 (30) 731 203 0	Q2 03/2022 10,245 7,137 3,107 2,135 971 2 974 (18) 955 222 0 732 +24.3% +237.2%	Q3 03/2022	Q4	Net Chg. +2,001 +1,040 +961 +277 +683 (75) +607 +672 +1,279 +78 +0
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests  Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY Recurring Profit YoY	Q1 03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76)	Q2 03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468) (13.1%)	Q3 03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463 (5.4%) +283.8%	Q4 03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57 728 170 0 558 +1.9% +14.5%	Q1 03/2022 9,278 6,521 2,756 1,960 796 (34) 761 (30) 731 203 0	Q2 03/2022 10,245 7,137 3,107 2,135 971 2 974 (18) 955 222 0 732 +24.3% +237.2%	Q3 03/2022	Q4	Net Chg. +2,001 +1,040 +961 +277 +683 (75) +607 +672 +1,279 +78 +0
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests  Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY	Q1 03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76)	Q2 03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468) (13.1%) +163.1%	Q3 03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463 (5,4%) +283.8% +247.3%	Q4 03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57 728 170 0 558 +1.9% +14.5% +27.1%	Q1 03/2022 9,278 6,521 2,756 1,960 796 (34) 761 (30) 731 203 0 526 +29.4%	Q2 03/2022 10,245 7,137 3,107 2,135 971 2 974 (18) 955 222 0 732 +24.3% +237.2% +165.7%	Q3 03/2022	Q4	Net Chg. +2,001 +1,040 +961 +277 +683 (75) +607 +672 +1,279 +78 +0 +1,200
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests  Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY  Gross Profit Margin	Q1 03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76) (15.8%)	Q2 03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468) (13.1%) +163.1% +293.8%	Q3 03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463 (5,4%) +283.8% +247.3%	Q4 03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57 728 170 0 558 +1.9% +14.5% +27.1%	Q1 03/2022 9,278 6,521 2,756 1,960 796 (34) 761 (30) 731 203 0 526 +29.4%	Q2 03/2022 10,245 7,137 3,107 2,135 971 2 974 (18) 955 222 0 732 +24.3% +237.2% +165.7%	Q3 03/2022	Q4	Net Chg. +2,001 +1,040 +961 +277 +683 (75) +607 +672 +1,279 +78 +0 +1,200 +4.3%
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests  Profit Attributable to Owners of Parent  Sales YoY  Operating Profit YoY  Recurring Profit YoY  Profit Attributable to Owners of Parent YoY  Gross Profit Margin Sales to SG&A Expenses Ratio	Q1 03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76) (15.8%) 25.9% 25.5%	Q2 03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468) (13.1%) +163.1% +293.8%	Q3 03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463 (5,4%) +283.8% +247.3%	Q4 03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57 728 170 0 558 +1.9% +14.5% +27.1%	Q1 03/2022 9,278 6,521 2,756 1,960 796 (34) 761 (30) 731 203 0 526 +29.4%	Q2 03/2022 10,245 7,137 3,107 2,135 971 2 974 (18) 955 222 0 732 +24.3% +237.2% +165.7%	Q3 03/2022	Q4	Net Chg. +2,001 +1,040 +961 +277 +683 (75) +607 +672 +1,279 +78 +0 +1,200
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests  Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY  Gross Profit Margin Sales to SG&A Expenses Ratio Operating Profit Margin	Q1 03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76) (15.8%) 25.9% 25.5% 0.3%	Q2 03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468) (13.1%) +163.1% +293.8%	Q3 03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463 (5,4%) +283.8% +247.3%	Q4 03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57 728 170 0 558 +1.9% +14.5% +27.1%	Q1 03/2022 9,278 6,521 2,756 1,960 796 (34) 761 (30) 731 203 0 526 +29.4%	Q2 03/2022 10,245 7,137 3,107 2,135 971 2 974 (18) 955 222 0 732 +24.3% +237.2% +165.7%	Q3 03/2022	Q4	Net Chg. +2,001 +1,040 +961 +277 +683 (75) +607 +672 +1,279 +78 +0 +1,200
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests  Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin Sales to SG&A Expenses Ratio Operating Profit Margin Recurring Profit Margin	Q1 03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76) (15.8%) 25.9% 25.5% 0.3% 0.1%	Q2 03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468) (13.1%) +163.1% +293.8%	Q3 03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463 (5,4%) +283.8% +247.3% - 29.7% 22.2% 7.5% 7.7%	Q4 03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57 728 170 0 558 +1.9% +14.5% +27.1%	Q1 03/2022 9,278 6,521 2,756 1,960 796 (34) 761 (30) 731 203 0 526 +29.4%	Q2 03/2022 10,245 7,137 3,107 2,135 971 2 974 (18) 955 222 0 732 +24.3% +237.2% +165.7%	Q3 03/2022	Q4	Net Chg. +2,001 +1,040 +961 +277 +683 (75) +607 +672 +1,279 +78 +0 +1,200

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## Sales by Region (Cumulative / Quarterly)

			(		,				
Sales by Region	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	03/2021	03/2021	03/2021	03/2021	03/2022	03/2022	03/2022	03/2022	Net Chg.
Japan	3,063	5,850	8,950	12,338	3,475	6,897	-	-	+1,047
China	3,325	8,025	12,385	16,888	4,851	10,441	-	-	+2,416
Southeast Asia	344	665	997	1,376	394	841	-	-	+176
Europe, Americas, etc.	436	871	1,325	1,858	556	1,342	-	-	+471
Sales	7,169	15,412	23,658	32,462	9,278	19,523	-	-	+4,111
Japan	(17.6%)	(22.0%)	(18.5%)	(15.3%)	+13.5%	+17.9%	-	-	-
China	(14.3%)	(5.5%)	(3.1%)	+0.3%	+45.9%	+30.1%	-	-	-
Southeast Asia	(2.4%)	(10.6%)	(12.7%)	(10.3%)	+14.6%	+26.5%	-	-	-
Europe, Americas, etc.	(22.6%)	(30.7%)	(27.0%)	(22.9%)	+27.5%	+54.1%	-	-	-
Sales (YoY)	(15.8%)	(14.3%)	(11.4%)	(8.2%)	+29.4%	+26.7%	-	-	-
Japan	42.7%	38.0%	37.8%	38.0%	37.5%	35.3%	-	-	-
China	46.4%	52.1%	52.3%	52.0%	52.3%	53.5%	-	-	-
Southeast Asia	4.8%	4.3%	4.2%	4.2%	4.2%	4.3%	-	-	-
Europe, Americas, etc.	6.1%	5.7%	5.6%	5.7%	6.0%	6.9%	-	-	-
Sales (Composition Ratio)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-	-	-
Sales by Region	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	03/2021	03/2021	03/2021	03/2021	03/2022	03/2022	03/2022	03/2022	Net Chg.
Japan	3,063	2,786	3,099	3,388	3,475	3,422			+636
China			0,000	3,300	3,473	3,422	-	-	
	3,325	4,700	4,360	4,503	4,851	5,590	-		+890
Southeast Asia	3,325 344	4,700 321	,			,	- -	-	+890 +126
Southeast Asia Europe, Americas, etc.	,		4,360	4,503	4,851	5,590	- - -	-	
	344	321	4,360 331	4,503 379	4,851 394	5,590 447	- - - -		+126
Europe, Americas, etc.	344 436	321 434	4,360 331 454	4,503 379 532	4,851 394 556	5,590 447 785	- - - -		+126 +351
Europe, Americas, etc. Sales	344 436 <b>7,169</b>	321 434 <b>8,243</b>	4,360 331 454 <b>8,245</b>	4,503 379 532 <b>8,803</b>	4,851 394 556 <b>9,278</b>	5,590 447 785 <b>10,245</b>	- - - - -		+126 +351
Europe, Americas, etc.  Sales  Japan	344 436 <b>7,169</b> (17.6%)	321 434 <b>8,243</b> (26.4%)	4,360 331 454 <b>8,245</b> (10.8%)	4,503 379 532 <b>8,803</b> (5.6%)	4,851 394 556 <b>9,278</b> +13.5%	5,590 447 785 <b>10,245</b> +22.8%	- - - - - -		+126 +351
Europe, Americas, etc.  Sales  Japan China	344 436 <b>7,169</b> (17.6%) (14.3%)	321 434 <b>8,243</b> (26.4%) +2.0%	4,360 331 454 <b>8,245</b> (10.8%) +1.7%	4,503 379 532 <b>8,803</b> (5.6%) +10.9%	4,851 394 556 <b>9,278</b> +13.5% +45.9%	5,590 447 785 <b>10,245</b> +22.8% +18.9%	- - - - - - -		+126 +351
Europe, Americas, etc.  Sales  Japan China Southeast Asia	344 436 <b>7,169</b> (17.6%) (14.3%) (2.4%)	321 434 <b>8,243</b> (26.4%) +2.0% (17.9%)	4,360 331 454 <b>8,245</b> (10.8%) +1.7% (16.6%)	4,503 379 532 <b>8,803</b> (5.6%) +10.9% (3.6%)	4,851 394 556 <b>9,278</b> +13.5% +45.9% +14.6%	5,590 447 785 <b>10,245</b> +22.8% +18.9% +39.3%	-		+126 +351
Europe, Americas, etc.  Sales  Japan China Southeast Asia Europe, Americas, etc.	344 436 <b>7,169</b> (17.6%) (14.3%) (2.4%) (22.6%)	321 434 <b>8,243</b> (26.4%) +2.0% (17.9%) (37.3%)	4,360 331 454 <b>8,245</b> (10.8%) +1.7% (16.6%) (18.9%)	4,503 379 532 <b>8,803</b> (5.6%) +10.9% (3.6%) (10.4%)	4,851 394 556 <b>9,278</b> +13.5% +45.9% +14.6% +27.5%	5,590 447 785 <b>10,245</b> +22.8% +18.9% +39.3% +80.9%	-	-	+126 +351
Europe, Americas, etc.  Sales  Japan China Southeast Asia Europe, Americas, etc.  Sales (YoY)	344 436 <b>7,169</b> (17.6%) (14.3%) (2.4%) (22.6%) <b>(15.8%)</b>	321 434 <b>8,243</b> (26.4%) +2.0% (17.9%) (37.3%) (13.1%)	4,360 331 454 <b>8,245</b> (10.8%) +1.7% (16.6%) (18.9%) <b>(5.4%)</b>	4,503 379 532 <b>8,803</b> (5.6%) +10.9% (3.6%) (10.4%) +1.9%	4,851 394 556 <b>9,278</b> +13.5% +45.9% +14.6% +27.5% <b>+29.4%</b>	5,590 447 785 <b>10,245</b> +22.8% +18.9% +39.3% +80.9% <b>+24.3%</b>	- - - - - - - - - - - - - - - - - - -		+126 +351
Europe, Americas, etc.  Sales  Japan China Southeast Asia Europe, Americas, etc.  Sales (YoY)  Japan	344 436 <b>7,169</b> (17.6%) (14.3%) (2.4%) (22.6%) (15.8%)	321 434 <b>8,243</b> (26.4%) +2.0% (17.9%) (37.3%) (13.1%) 33.8%	4,360 331 454 <b>8,245</b> (10.8%) +1.7% (16.6%) (18.9%) (5.4%)	4,503 379 532 <b>8,803</b> (5.6%) +10.9% (3.6%) (10.4%) +1.9%	4,851 394 556 <b>9,278</b> +13.5% +45.9% +14.6% +27.5% <b>+29.4%</b> 37.5%	5,590 447 785 <b>10,245</b> +22.8% +18.9% +39.3% +80.9% <b>+24.3%</b> 33.4%	- - - - - - - - - - - - - - - - - - -		+126 +351
Europe, Americas, etc.  Sales  Japan China Southeast Asia Europe, Americas, etc.  Sales (YoY)  Japan China	344 436 <b>7,169</b> (17.6%) (14.3%) (2.4%) (22.6%) <b>(15.8%)</b> 42.7% 46.4%	321 434 <b>8,243</b> (26.4%) +2.0% (17.9%) (37.3%) (13.1%) 33.8% 57.0%	4,360 331 454 <b>8,245</b> (10.8%) +1.7% (16.6%) (18.9%) (5.4%) 37.6% 52.9%	4,503 379 532 <b>8,803</b> (5.6%) +10.9% (3.6%) (10.4%) +1.9% 38.5% 51.1%	4,851 394 556 <b>9,278</b> +13.5% +45.9% +14.6% +27.5% <b>+29.4%</b> 37.5% 52.3%	5,590 447 785 <b>10,245</b> +22.8% +18.9% +39.3% +80.9% <b>+24.3%</b> 33.4% 54.6%	- - - - - - - - - - - - - - - - - - -		+126 +351

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### Sales by Application (Cumulative / Quarterly)

	Sales by A	ppiicatio	ii (Cuillu	ialive / G	tuai t <del>e</del> i iy	)			
Sales by Application	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	03/2021	03/2021	03/2021	03/2021	03/2022	03/2022	03/2022	03/2022	Net Chg.
Automobiles	3,065	6,610	10,059	13,682	3,880	8,113	-	-	+1,503
Electronic Components & Semiconductors	1,444	2,924	4,536	6,315	1,968	4,132	-	-	+1,208
Consumer Electronics & Precision Equipment	874	1,814	2,848	3,888	988	2,062	-	-	+248
Other	1,785	4,063	6,213	8,574	2,441	5,215	-	-	+1,152
Sales	7,169	15,412	23,658	32,462	9,278	19,523	-	-	+4,111
Automobiles	(18.4%)	(16.2%)	(14.4%)	(11.0%)	+26.6%	+22.7%	-	-	-
Electronic Components & Semiconductors	+11.9%	(0.3%)	+1.1%	+3.3%	+36.3%	+41.3%	-	-	-
Consumer Electronics & Precision Equipment	(28.2%)	(19.7%)	(13.8%)	(9.5%)	+13.0%	+13.7%	-	-	-
Other	(20.6%)	(17.3%)	(13.3%)	(10.4%)	+36.8%	+28.4%	-	-	-
Sales (YoY)	(15.8%)	(14.3%)	(11.4%)	(8.2%)	+29.4%	+26.7%	-	-	-
Automobiles	42.8%	42.9%	42.5%	42.1%	41.8%	41.6%	-	-	-
Electronic Components & Semiconductors	20.1%	19.0%	19.2%	19.5%	21.2%	21.2%	-	-	-
Consumer Electronics & Precision Equipment	12.2%	11.8%	12.0%	12.0%	10.6%	10.6%	-	-	-
Other	24.9%	26.4%	26.3%	26.4%	26.3%	26.7%	-	-	-
Sales (Composition Ratio)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-	-	-
Sales by Application	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	03/2021	03/2021	03/2021	03/2021	03/2022	03/2022	03/2022	03/2022	Net Chg.
Automobiles	3,065	3,544	3,448	3,623	3,880	4,233	-	-	+689
Electronic Components & Semiconductors	1,444	1,480	1,612	1,779	1,968	2,164	-	-	+684
Consumer Electronics & Precision Equipment	874	939	1,034	1,040	988	1,074	-	-	+135
Other	1,785	2,277	2,150	2,361	2,441	2,773	-	-	+496
Sales	7,169	8,243	8,245	8,803	9,278	10,245	-	-	+2,001
Automobiles	(18.4%)	(14.2%)	(10.8%)	+0.2%	+26.6%	+19.4%	-	-	-
Electronic Components & Semiconductors	+11.9%	(9.9%)	+3.9%	+9.3%	+36.3%	+46.2%	-	-	-
Consumer Electronics & Precision Equipment	(28.2%)	(9.9%)	(1.1%)	+4.6%	+13.0%	+14.4%	-	-	-
Other	(20.6%)	(14.5%)	(4.7%)	(1.5%)	+36.8%	+21.8%	-	-	-
Sales (YoY)	(15.8%)	(13.1%)	(5.4%)	+1.9%	+29.4%	+24.3%	-	-	-
Automobiles	42.8%	43.0%	41.8%	41.2%	41.8%	41.3%	-	-	-
Electronic Components & Semiconductors	20.1%	18.0%	19.5%	20.2%	21.2%	21.1%	-	-	-
						40 50/			
Consumer Electronics & Precision Equipment	12.2%	11.4%	12.5%	11.8%	10.6%	10.5%	-	-	
Consumer Electronics & Precision Equipment Other	12.2% 24.9%	11.4% 27.6%	12.5% 26.1%	11.8% 26.8%	10.6% 26.3%	10.5% 27.1%	-	-	

## **Balance Sheet (Quarterly)**

Balance Sheet	Cons.Act								
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	03/2021	03/2021	03/2021	03/2021	03/2022	03/2022	03/2022	03/2022	Net Chg.
Cash and Deposit	3,702	3,796	3,976	4,092	3,399	4,021	-	-	+225
Accounts Receivables	8,682	9,053	9,454	9,629	10,504	10,901	-	-	+1,848
Inventory	4,024	3,833	3,925	3,965	4,021	4,065	-	-	+232
Other	223	267	292	373	315	438	-	-	+170
Current Assets	16,632	16,950	17,648	18,060	18,241	19,426	-	-	+2,476
Tangible Assets	6,846	6,090	6,210	6,194	6,462	6,796	-	-	+706
Intangible Assets	326	183	173	175	174	163	-	-	(20)
Investments and Other Assets	292	264	266	272	310	299	-	-	+35
Fixed Assets	7,465	6,538	6,651	6,641	6,947	7,259	-	-	+720
Total Assets	24,098	23,488	24,299	24,702	25,189	26,685	-	-	+3,196
Accounts Payables, etc.	3,059	3,227	3,058	3,297	3,564	3,931	-	-	+704
Short Term Debt	3,422	3,146	3,248	3,324	2,690	2,636	-	-	(510)
Other	1,995	2,171	2,322	2,832	2,537	2,788	-	-	+617
Current Liabilities	8,477	8,545	8,629	9,454	8,791	9,356	-	-	+811
Long Term Debt	2,739	2,582	2,413	1,251	1,104	957	-	-	(1,625)
Other	1,593	1,571	1,702	1,559	1,562	1,649	-	-	+78
Fixed Liabilities	4,332	4,154	4,116	2,811	2,667	2,607	-	-	(1,547)
Total Liabilities	12,810	12,699	12,745	12,266	11,459	11,963	-	-	(735)
Shareholders' Equity	11,794	11,330	11,795	12,355	12,838	13,587	-	-	+2,256
Other	(506)	(541)	(241)	80	891	1,134	-	-	+1,676
Net Assets	11,287	10,788	11,553	12,436	13,729	14,721	-	-	+3,932
Total Liabilities and Net Assets	24,098	23,488	24,299	24,702	25,189	26,685	-	-	+3,196
Equity Capital	11,243	10,748	11,515	12,398	13,691	14,686	-	-	+3,938
Interest Bearing Debt	6,161	5,729	5,661	4,576	3,794	3,594	-	-	(2,135)
Net Debt	2,459	1,933	1,685	484	395	(427)	-	-	(2,360)
Equity Ratio	46.7%	45.8%	47.4%	50.2%	54.4%	55.0%	-	-	-
Net Debt Equity Ratio	21.9%	18.0%	14.6%	3.9%	2.9%	(2.9%)	-	-	-
ROE (12 months)	(25.5%)	(30.3%)	(7.2%)	4.0%	8.7%	17.9%	-	-	-
ROA (12 months)	3.0%	4.2%	6.0%	6.7%	9.9%	12.1%	-	-	-
Days for Inventory Turnover	69	57	62	59	56	52	-	-	-
Quick Ratio	146%	150%	156%	145%	158%	159%	-	-	-
Current Ratio	196%	198%	205%	191%	207%	208%	-	-	-

Source: Company Data, WRJ Calculation

## **Cash Flow Statement (Cumulative)**

Cash Flow Statement	Cons.Act								
	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	03/2021	03/2021	03/2021	03/2021	03/2022	03/2022	03/2022	03/2022	Net Chg.
Operating Cash Flow	-	1,215	-	2,942	-	1,392	-	-	+177
Investing Cash Flow	-	(437)	-	(670)	-	(638)	-	-	(201)
Operating Cash Flow and Investing Cash Flow	-	778	-	2,272	-	753	-	-	(24)
Financing Cash Flow	-	(363)	-	(1,684)	-	(1,131)	-	-	(768)

### Disclaimer

Information here is a summary of "IR Information" of the Company, compiled by Walden Research Japan, from a neutral and professional standing point, in the form of a report. "IR Information" of the Company comprises a) contents of our interview with the Company, b) contents of presentations for institutional investors, c) contents of timely disclosed information and d) contents of the homepage, etc.

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