Walden Research Japan

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PUNCH INDUSTRY (6165)

Consolidated Fiscal Year (Million Yen)		Sales	Operating Profit	Recurring Profit	Profit Attributable to Owners of Parent	EPS (Yen)	DPS (Yen)	BPS (Yen)
FY03/2021		32,462	1,613	1,676	477	21.90	2.00	568.26
FY03/2022		39,358	3,041	3,007	2,040	93.36	13.00	737.40
FY03/2023CoE		43,500	3,300	3,270	2,100	94.99	13.00	-
FY03/2022	YoY	21.2%	88.5%	79.4%	327.2%	-	-	-
FY03/2023CoE	YoY	10.5%	8.5%	8.7%	2.9%	-	-	-
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 FY03/2022		19,523	1,768	1,736	1,258	-	-	-
Q3 to Q4 FY03/2022		19,834	1,273	1,271	781	-	-	-
Q1 to Q2 FY03/2023CoE		21,500	1,660	1,640	1,070	-	-	-
Q3 to Q4 FY03/2023CoE		22,000	1,640	1,630	1,030	-	-	
Q1 to Q2 FY03/2023CoE	YoY	10.1%	(6.1%)	(5.5%)	(15.0%)	-	-	-
Q3 to Q4 FY03/2023CoE	YoY	10.9%	28.8%	28.2%	31.7%	-	-	-

Source: Company Data, WRJ Calculation

1.0 Results Update (19 May 2022)

Highest Earnings since Listing

On 13 May 2022, PUNCH INDUSTRY, manufacturing and selling parts of molds & dies in Japan and overseas, released its FY03/2022 results. It has been revealed that the Company saw the highest earnings since listing. It appears that this is due mainly to an aspect that it is steadily capturing a recovery in demand, presumably together with an increased share in some part of the market. Meanwhile, the Company's midterm management plan Value Creation 2024 (FY03/2023 to FY03/2025) is calling for sustainable long-term growth with a stability by means of implementing growth investment as much as collective \(\frac{1}{2}\)5,000m during the said period. The Company says that it has set "demand for automation and/or labor saving" in the manufacturing as a new growth driver, while going for the goal of consistently being "the first choice for customers", i.e., "the form of the Company as it should be", having raised priority business challenges, comprising "expansion of both new and existing operations", "enhancement of production system" and "strengthening of research & development" at the same time. For the hard-hitting measure of operation foundations to support own efforts to undertake all those challenges, the Company says that it will focus on "DX promotion," "financial strategy" and "sustainability." We are to attend online briefing, scheduled for 27 May 2022, which is to be followed by our interview with management. In light of the contents of both, we are to update PUNCH INDUSTRY (6165) Growth Investment (20 January 2022) and release afresh.

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

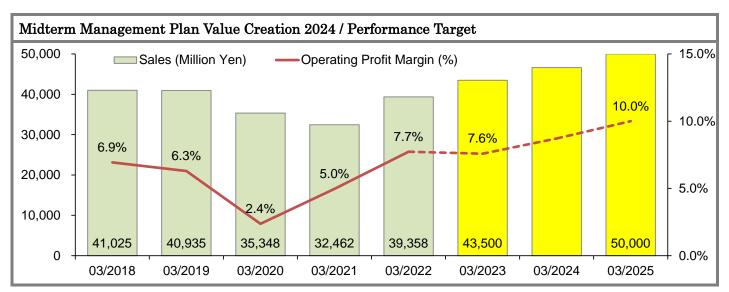
Company Name	PUNCH INDUSTRY CO., LTD. Company Website IR Information Share price (Japanese)
Established	29 March 1975
Listing	4 April 2022: Tokyo Stock Exchange Prime Market (ticker: 6165)
	14 March 2014: Tokyo Stock Exchange 1st section
	20 December 2012: Tokyo Stock Exchange 2nd section
Capital	¥2,944m (as of the end of March 2022)
No. of Shares	22,332,400 shares, including 275,868 treasury shares (as of the end of March 2022)
Main Features	• Customers of collective 15,000 or more, market share the second largest on a
	global basis (estimated by the Company)
	Ranked the second in Japan for market share and the first in China
	Supplying high-value-added special order products to manufacturers of molds
	and dies, while selling catalog (standard) products at the same time
Segment	I . Parts of Molds & Dies Business
Representative	Representative Director, President and CEO: Tetsuji Morikubo
Shareholders	MT Kosan 17.04%, Caceis Bank Germany Customer Acc. 10.85%, Master Trust
	Bank of Japan, T. 9.54% (as of the end of March 2022, but for treasury shares)
Head Office	Shinagawa-ku, Tokyo, JAPAN
No. of Personnel	Consolidated:4,006, Parent:1,029 (as of the end of March 2022)

Source: Company Data

3.0 Recent Trading and Prospects

FY03/2022

In FY03/2022, sales came in at ¥39,358m (up 21.2% YoY), operating profit ¥3,041m (up 88.5%), recurring profit ¥3,007m (up 79.4%) and profit attributable to owners of parent ¥2,040m (up 327.2%), while operating profit margin 7.7% (up 2.8% points). Meanwhile, the Company's midterm management plan Value Creation 2024 (announced on 28 March 2022) is calling for prospective sales of ¥50,000m, operating profit of ¥5,000m and operating profit margin of 10.0% for FY03/2025, the final year of the plan, implying CAGR of 8.3% for sales and 18.0% for operating profit when the FY03/2022 results being set as the point of origin.

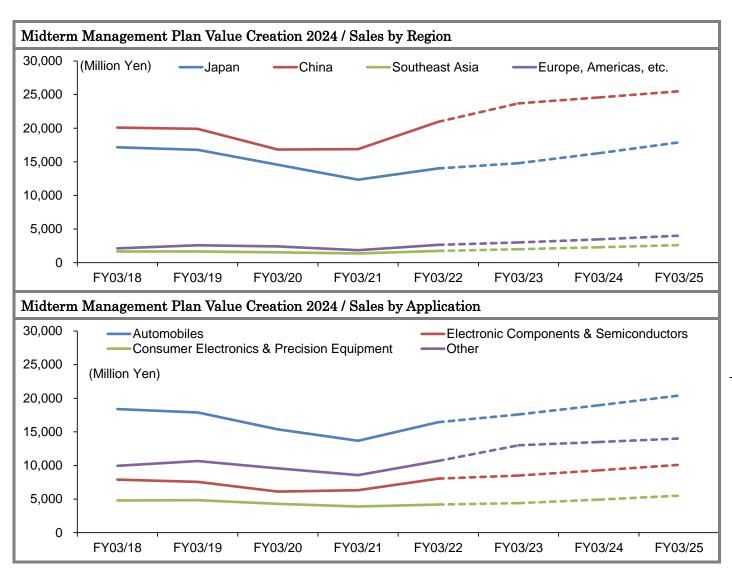


Source: Company Data, WRJ Calculation

In FY03/2022, sales in Japan came in at ¥14,020m (up 13.6%), sales in China ¥20,956m (up 24.1%), sales in Southeast Asia ¥1,740m (up 26.4%) and sales in Europe, Americas, etc. ¥2,641m (up 42.2%). There is an aspect that sales in China were driven additionally by the yen's weakness, but increased by 12.5% on a local currency basis, implying an ongoing strength. Meanwhile, as found in the above trends in sales by region, sales have favorably grown across the board also in terms of sales by application, comprising Automobiles, Electronic Components & Semiconductors, Consumer Electronics & Precision Equipment and Other. Thus, the Company has seen surging earnings due mainly to an effect on increased sales.

FY03/2023 Company Forecasts

FY03/2023 Company forecasts (announced on 13 May 2022) are going for prospective sales of \$43,500m (up 10.5% YoY), operating profit of \$3,300m (up 8.5%), recurring profit of \$3,270m (up 8.7%) and profit attributable to owners of parent of \$2,100m (up 2.9%), while operating profit margin of 7.6% (down 0.1% point). At the same time, Company forecasts are going for prospective annual dividend of \$13.00 per share, implying payout ratio of 13.7%.



Source: Company Data, WRJ Calculation

For FY03/2023, the Company is to benefit from an effect on increased sales, while it appears that Company forecasts assume a major positive impact from yen's weakness (yen's depreciation against Chinese yuan) to prospective sales. Here, the Company suggests that increase in sales due to yen's depreciation has a limited effect on increased sales, implying that this is a key reason why operating profit margin will be slightly under pressure.

On top of this, FY03/2023 Company forecasts are based on the trend that contribution of expenses in Q1 to Q2 will rise over the same period of the previous year due to a series of one-off factors. The Company will benefit from effect on increased during the said period too, but operating profit is expected to decline, albeit not much, over the same period of the previous year due to the factors.

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	
	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	29,372	39,358	+6,896
Cost of Sales	5,315	11,413	17,206	23,375	6,521	13,659	20,613	27,913	+4,538
Gross Profit	1,853	3,999	6,452	9,086	2,756	5,864	8,759	11,444	+2,358
SG&A Expenses	1,828	3,685	5,519	7,473	1,960	4,095	6,188	8,403	+929
Operating Profit	24	313	932	1,613	796	1,768	2,570	3,041	+1,428
Non Operating Balance	(18)	59	72	63	(34)	(32)	(26)	(33)	(97)
Recurring Profit	6	372	1,005	1,676	761	1,736	2,543	3,007	+1,331
Extraordinary Balance	(13)	(703)	(719)	(662)	(30)	(48)	(66)	(159)	+502
Profit before Income Taxes	(7)	(331)	285	1,014	731	1,687	2,477	2,847	+1,833
Total Income Taxes	67	212	365	535	203	426	697	802	+266
Profit Attributable to Non-Controlling Interests	0	1	0	1	0	1	2	4	+3
Profit Attributable to Owners of Parent	(76)	(544)	(80)	477	526	1,258	1,778	2,040	+1,563
Sales YoY	(15.8%)	(14.3%)	(11.4%)	(8.2%)	+29.4%	+26.7%	+24.2%	+21.2%	-
Operating Profit YoY	-	+290.5%	+286.0%	+93.0%	-	+464.7%	+175.5%	+88.5%	-
Recurring Profit YoY	-	-	+443.5%	+135.1%	-	+365.7%	+153.0%	+79.4%	-
Profit Attributable to Owners of Parent YoY	-	-	-	-	-	-	-	+327.2%	-
Gross Profit Margin	25.9%	25.9%	27.3%	28.0%	29.7%	30.0%	29.8%	29.1%	+1.1%
Sales to SG&A Expenses Ratio	25.5%	23.9%	23.3%	23.0%	21.1%	21.0%	21.1%	21.4%	(1.7%)
Operating Profit Margin	0.3%	2.0%	3.9%	5.0%	8.6%	9.1%	8.8%	7.7%	+2.8%
Recurring Profit Margin	0.1%	2.4%	4.2%	5.2%	8.2%	8.9%	8.7%	7.6%	+2.5%
Profit Attributable to Owners of Parent Margin	(1.1%)	(3.5%)	(0.3%)	1.5%	5.7%	6.4%	6.1%	5.2%	+3.7%
Total Income Taxes / Profit before Income Taxes	-	-	128.0%	52.8%	27.9%	25.3%	28.1%	28.2%	(24.6%)
Income Statement	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)	Q1 03/2021	Q2 03/2021	Q3 03/2021	Q4 03/2021					YoY Net Chg.
(Million Yen) Sales					Q1	Q2	Q3	Q4	
	03/2021	03/2021	03/2021	03/2021	Q1 03/2022	Q2 03/2022	Q3 03/2022	Q4 03/2022	Net Chg.
Sales	03/2021 7,169	03/2021 8,243	03/2021 8,245	03/2021 8,803	Q1 03/2022 9,278	Q2 03/2022 10,245	Q3 03/2022 9,849	Q4 03/2022 9,985	Net Chg. +1,182
Sales Cost of Sales	03/2021 7,169 5,315	03/2021 8,243 6,097	03/2021 8,245 5,792	03/2021 8,803 6,168	Q1 03/2022 9,278 6,521	Q2 03/2022 10,245 7,137	Q3 03/2022 9,849 6,954	Q4 03/2022 9,985 7,299	Net Chg. +1,182 +1,130
Sales Cost of Sales Gross Profit	7,169 5,315 1,853	03/2021 8,243 6,097 2,145	03/2021 8,245 5,792 2,453	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 9,849 6,954 2,894	Q4 03/2022 9,985 7,299 2,685	Net Chg. +1,182 +1,130 +51
Sales Cost of Sales Gross Profit SG&A Expenses	03/2021 7,169 5,315 1,853 1,828	03/2021 8,243 6,097 2,145 1,857	03/2021 8,245 5,792 2,453 1,833	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 9,849 6,954 2,894 2,092	Q4 03/2022 9,985 7,299 2,685 2,214	Net Chg. +1,182 +1,130 +51 +260
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit	03/2021 7,169 5,315 1,853 1,828 24	03/2021 8,243 6,097 2,145 1,857 288	03/2021 8,245 5,792 2,453 1,833 619	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 9,849 6,954 2,894 2,092 802	Q4 03/2022 9,985 7,299 2,685 2,214 471	Net Chg. +1,182 +1,130 +51 +260 (209)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance	03/2021 7,169 5,315 1,853 1,828 24 (18)	03/2021 8,243 6,097 2,145 1,857 288 78	03/2021 8,245 5,792 2,453 1,833 619 12	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	Q3 03/2022 9,849 6,954 2,894 2,092 802 5	Q4 03/2022 9,985 7,299 2,685 2,214 471 (7)	Net Chg. +1,182 +1,130 +51 +260 (209) +1
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit	03/2021 7,169 5,315 1,853 1,828 24 (18) 6	03/2021 8,243 6,097 2,145 1,857 288 78 366	03/2021 8,245 5,792 2,453 1,833 619 12 632	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 9,849 6,954 2,894 2,092 802 5	Q4 03/2022 9,985 7,299 2,685 2,214 471 (7) 463	Net Chg. +1,182 +1,130 +51 +260 (209) +1 (207)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance	03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13)	03/2021 8,243 6,097 2,145 1,857 288 78 366 (690)	03/2021 8,245 5,792 2,453 1,833 619 12 632 (16)	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 9,849 6,954 2,894 2,092 802 5 807 (17)	Q4 03/2022 9,985 7,299 2,685 2,214 471 (7) 463 (93)	Net Chg. +1,182 +1,130 +51 +260 (209) +1 (207) (151)
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	03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7)	03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323)	03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153	03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57 728	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 9,849 6,954 2,894 2,092 802 5 807 (17) 790	Q4 03/2022 9,985 7,299 2,685 2,214 471 (7) 463 (93) 370	Net Chg. +1,182 +1,130 +51 +260 (209) +1 (207) (151) (358)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes	03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67	03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144	03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616	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 9,849 6,954 2,894 2,092 802 5 807 (17) 790 270	Q4 03/2022 9,985 7,299 2,685 2,214 471 (7) 463 (93) 370 104	Net Chg. +1,182 +1,130 +51 +260 (209) +1 (207) (151) (358) (65)
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	03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67	03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0	03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0)	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	Q2 03/2022 10,245 7,137 3,107 2,135 971 2 974 (18) 955 222 0	Q3 03/2022 9,849 6,954 2,894 2,092 802 5 807 (17) 790 270 0	Q4 03/2022 9,985 7,299 2,685 2,214 471 (7) 463 (93) 370 104 2	Net Chg. +1,182 +1,130 +51 +260 (209) +1 (207) (151) (358) (65) +2
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	03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76)	03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468) (13.1%)	03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463	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	Q3 03/2022 9,849 6,954 2,894 2,092 802 5 807 (17) 790 270 0 519	Q4 03/2022 9,985 7,299 2,685 2,214 471 (7) 463 (93) 370 104 2 262 +13.4%	Net Chg. +1,182 +1,130 +51 +260 (209) +1 (207) (151) (358) (65) +2
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	03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76)	03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468)	03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463 (5.4%)	03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57 728 170 0 558	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 9,849 6,954 2,894 2,092 5 802 5 807 (17) 790 270 0 519	Q4 03/2022 9,985 7,299 2,685 2,214 471 (7) 463 (93) 370 104 2	Net Chg. +1,182 +1,130 +51 +260 (209) +1 (207) (151) (358) (65) +2
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	03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76)	03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468) (13.1%) +163.1%	03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463 (5.4%) +283.8%	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 9,849 6,954 2,894 2,092 5 807 (17) 790 270 0 519 +19.4% +29.4%	Q4 03/2022 9,985 7,299 2,685 2,214 471 (7) 463 (93) 370 104 2 262 +13.4% (30.7%)	Net Chg. +1,182 +1,130 +51 +260 (209) +1 (207) (151) (358) (65) +2
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	03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76)	03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468) (13.1%) +163.1%	03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463 (5.4%) +283.8%	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 0 526 +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%	Q3 03/2022 9,849 6,954 2,894 2,092 5 807 (17) 790 270 0 519 +19.4% +29.4% +27.7%	Q4 03/2022 9,985 7,299 2,685 2,214 471 (7) 463 (93) 370 104 2 262 +13.4% (30.7%) (30.9%)	Net Chg. +1,182 +1,130 +51 +260 (209) +1 (207) (151) (358) (65) +2
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	03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76)	03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468) (13.1%) +163.1% +293.8%	03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463 (5.4%) +283.8% +247.3%	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 9,849 6,954 2,894 2,092 5 807 (17) 790 270 0 519 +19.4% +29.4% +27.7% +12.0%	Q4 03/2022 9,985 7,299 2,685 2,214 471 (7) 463 (93) 370 104 2 262 +13.4% (30.7%) (30.9%) (53.0%)	Net Chg. +1,182 +1,130 +51 +260 (209) +1 (207) (151) (358) (65) +2 (295)
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	03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76) (15.8%)	03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468) (13.1%) +163.1% +293.8%	03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463 (5.4%) +283.8% +247.3%	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 9,849 6,954 2,894 2,092 5 807 (17) 790 270 0 519 +19.4% +29.4% +27.7% +12.0%	Q4 03/2022 9,985 7,299 2,685 2,214 471 (7) 463 (93) 370 104 2 262 +13.4% (30.7%) (30.9%) (53.0%)	Net Chg. +1,182 +1,130 +51 +260 (209) +1 (207) (151) (358) (65) +2 (295) (3.0%)
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	03/2021 7,169 5,315 1,853 1,828 24 (18) 6 (13) (7) 67 0 (76) (15.8%)	03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468) (13.1%) +163.1% +293.8%	03/2021 8,245 5,792 2,453 1,833 619 12 632 (16) 616 153 (0) 463 (5.4%) +283.8% +247.3%	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 9,849 6,954 2,894 2,092 5 807 (17) 790 270 0 519 +19.4% +29.4% +27.7% +12.0% 29.4% 21.2%	Q4 03/2022 9,985 7,299 2,685 2,214 471 (7) 463 (93) 370 104 2 262 +13.4% (30.7%) (30.9%) (53.0%)	Net Chg. +1,182 +1,130 +51 +260 (209) +1 (207) (151) (358) (65) +2 (295) (3.0%) (0.0%)
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	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%	03/2021 8,243 6,097 2,145 1,857 288 78 366 (690) (323) 144 0 (468) (13.1%) +163.1% +293.8% 26.0% 22.5% 3.5%	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%	03/2021 8,803 6,168 2,634 1,954 680 (9) 671 57 728 170 0 558 +1.9% +14.5% +27.1% 29.9% 22.2% 7.7%	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 9,849 6,954 2,894 2,092 5 807 (17) 790 270 0 519 +19.4% +29.4% +27.7% +12.0% 29.4% 21.2% 8.1%	Q4 03/2022 9,985 7,299 2,685 2,214 471 (7) 463 (93) 370 104 2 262 +13.4% (30.7%) (30.9%) (53.0%) 26.9% 22.2% 4.7%	Net Chg. +1,182 +1,130 +51 +260 (209) +1 (207) (151) (358) (65) +2 (295) (3.0%) (0.0%) (3.0%)

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Sales by Region (Cumulative / Quarterly)

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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	10,440	14,020	+1,682
China	3,325	8,025	12,385	16,888	4,851	10,441	15,653	20,956	+4,068
Southeast Asia	344	665	997	1,376	394	841	1,281	1,740	+364
Europe, Americas, etc.	436	871	1,325	1,858	556	1,342	1,998	2,641	+783
Sales	7,169	15,412	23,658	32,462	9,278	19,523	29,372	39,358	+6,896
Japan	(17.6%)	(22.0%)	(18.5%)	(15.3%)	+13.5%	+17.9%	+16.6%	+13.6%	-
China	(14.3%)	(5.5%)	(3.1%)	+0.3%	+45.9%	+30.1%	+26.4%	+24.1%	-
Southeast Asia	(2.4%)	(10.6%)	(12.7%)	(10.3%)	+14.6%	+26.5%	+28.5%	+26.4%	-
Europe, Americas, etc.	(22.6%)	(30.7%)	(27.0%)	(22.9%)	+27.5%	+54.1%	+50.8%	+42.2%	-
Sales (YoY)	(15.8%)	(14.3%)	(11.4%)	(8.2%)	+29.4%	+26.7%	+24.2%	+21.2%	-
Japan	42.7%	38.0%	37.8%	38.0%	37.5%	35.3%	35.5%	35.6%	-
China	46.4%	52.1%	52.3%	52.0%	52.3%	53.5%	53.3%	53.2%	-
Southeast Asia	4.8%	4.3%	4.2%	4.2%	4.2%	4.3%	4.4%	4.4%	-
Europe, Americas, etc.	6.1%	5.7%	5.6%	5.7%	6.0%	6.9%	6.8%	6.7%	-
Sales (Composition Ratio)	100.0%	100.0%	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	3,542	3,579	+191
China	3,325	4,700	4,360	4,503	4,851	5,590	5,211	5,303	+800
Southeast Asia	344	321	331	379	394	447	439	459	+80
Europe, Americas, etc.	436	434	454	532	556	785	656	643	+111
Sales	7,169	8,243	8,245	8,803	9,278	10,245	9,849	9,985	+1,182
Japan	(17.6%)	(26.4%)	(10.8%)	(5.6%)	+13.5%	+22.8%	+14.3%	+5.6%	-
China	(14.3%)	+2.0%	+1.7%	+10.9%	+45.9%	+18.9%	+19.5%	+17.8%	-
Southeast Asia	(2.4%)	(17.9%)	(16.6%)	(3.6%)	+14.6%	+39.3%	+32.6%	+21.1%	-
Europe, Americas, etc.	(22.6%)	(37.3%)	(18.9%)	(10.4%)	+27.5%	+80.9%	+44.5%	+20.9%	-
Sales (YoY)	(15.8%)	(13.1%)	(5.4%)	+1.9%	+29.4%	+24.3%	+19.4%	+13.4%	-
Japan	42.7%	33.8%	37.6%	38.5%	37.5%	33.4%	36.0%	35.8%	-
China	46.4%	57.0%	52.9%	51.1%	52.3%	54.6%	52.9%	53.1%	-
Southeast Asia	4.8%	3.9%	4.0%	4.3%	4.2%	4.4%	4.5%	4.6%	-
Europe, Americas, etc.	6.1%	5.3%	5.5%	6.0%	6.0%	7.7%	6.7%	6.4%	-
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Sales (Composition Ratio)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-

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Sales by Application (Cumulative / Quarterly)

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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	12,221	16,442	+2,760
Electronic Components & Semiconductors	1,444	2,924	4,536	6,315	1,968	4,132	6,091	8,043	+1,728
Consumer Electronics & Precision Equipment	874	1,814	2,848	3,888	988	2,062	3,131	4,192	+304
Other	1,785	4,063	6,213	8,574	2,441	5,215	7,928	10,679	+2,105
Sales	7,169	15,412	23,658	32,462	9,278	19,523	29,372	39,358	+6,896
Automobiles	(18.4%)	(16.2%)	(14.4%)	(11.0%)	+26.6%	+22.7%	+21.5%	+20.2%	-
Electronic Components & Semiconductors	+11.9%	(0.3%)	+1.1%	+3.3%	+36.3%	+41.3%	+34.3%	+27.4%	-
Consumer Electronics & Precision Equipment	(28.2%)	(19.7%)	(13.8%)	(9.5%)	+13.0%	+13.7%	+9.9%	+7.8%	-
Other	(20.6%)	(17.3%)	(13.3%)	(10.4%)	+36.8%	+28.4%	+27.6%	+24.5%	-
Sales (YoY)	(15.8%)	(14.3%)	(11.4%)	(8.2%)	+29.4%	+26.7%	+24.2%	+21.2%	-
Automobiles	42.8%	42.9%	42.5%	42.1%	41.8%	41.6%	41.6%	41.8%	-
Electronic Components & Semiconductors	20.1%	19.0%	19.2%	19.5%	21.2%	21.2%	20.7%	20.4%	-
Consumer Electronics & Precision Equipment	12.2%	11.8%	12.0%	12.0%	10.6%	10.6%	10.7%	10.7%	-
Other	24.9%	26.4%	26.3%	26.4%	26.3%	26.7%	27.0%	27.1%	-
Sales (Composition Ratio)	100.0%	100.0%	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	4,107	4,221	+598
Electronic Components & Semiconductors	1,444	1,480	1,612	1,779	1,968	2,164	1,958	1,952	+173
Consumer Electronics & Precision Equipment	874	939	1,034	1,040	988	1,073	1,069	1,061	+21
Other	1,785	2,277	2,150	2,361	2,441	2,773	2,713	2,750	+389
Sales	7,169	8,243	8,245	8,803	9,278	10,245	9,849	9,985	+1,182
Automobiles	(18.4%)	(14.2%)	(10.8%)	+0.2%	+26.6%	+19.4%	+19.1%	+16.5%	-
Electronic Components & Semiconductors	+11.9%	(9.9%)	+3.9%	+9.3%	+36.3%	+46.2%	+21.5%	+9.7%	-
Consumer Electronics & Precision Equipment	(28.2%)	(9.9%)	(1.1%)	+4.6%	+13.0%	+14.3%	+3.4%	+2.0%	-
Other	(20.6%)	(14.5%)	(4.7%)	(1.5%)	+36.8%	+21.8%	+26.2%	+16.5%	-
Sales (YoY)	(15.8%)	(13.1%)	(5.4%)	+1.9%	+29.4%	+24.3%	+19.4%	+13.4%	-
Automobiles	42.8%	43.0%	41.8%	41.2%	41.8%	41.3%	41.7%	42.3%	-
Electronic Components & Semiconductors	20.1%	18.0%	19.5%	20.2%	21.2%	21.1%	19.9%	19.5%	-
Consumer Electronics & Precision Equipment	12.2%	11.4%	12.5%	11.8%	10.6%	10.5%	10.9%	10.6%	-
Other	24.9%	27.6%	26.1%	26.8%	26.3%	27.1%	27.5%	27.5%	-
Sales (Composition Ratio)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-

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	4,703	4,816	+724
Accounts Receivables	8,682	9,053	9,454	9,629	10,504	10,901	10,675	11,235	+1,605
Inventory	4,024	3,833	3,925	3,965	4,021	4,065	4,378	4,791	+825
Other	223	267	292	373	315	438	395	437	+63
Current Assets	16,632	16,950	17,648	18,060	18,241	19,426	20,154	21,279	+3,219
Tangible Assets	6,846	6,090	6,210	6,194	6,462	6,796	6,797	7,012	+818
Intangible Assets	326	183	173	175	174	163	161	177	+2
Investments and Other Assets	292	264	266	272	310	299	289	303	+31
Fixed Assets	7,465	6,538	6,651	6,641	6,947	7,259	7,248	7,494	+852
Total Assets	24,098	23,488	24,299	24,702	25,189	26,685	27,402	28,774	+4,071
Accounts Payables, etc.	3,059	3,227	3,058	3,297	3,564	3,931	3,803	3,816	+519
Short Term Debt	3,422	3,146	3,248	3,324	2,690	2,636	3,051	2,485	(839)
Other	1,995	2,171	2,322	2,832	2,537	2,788	2,679	3,698	+865
Current Liabilities	8,477	8,545	8,629	9,454	8,791	9,356	9,534	10,001	+546
Long Term Debt	2,739	2,582	2,413	1,251	1,104	957	810	907	(343)
Other	1,593	1,571	1,702	1,559	1,562	1,649	1,732	1,557	(1)
Fixed Liabilities	4,332	4,154	4,116	2,811	2,667	2,607	2,542	2,465	(345)
Total Liabilities	12,810	12,699	12,745	12,266	11,459	11,963	12,077	12,466	+200
Shareholders' Equity	11,794	11,330	11,795	12,355	12,838	13,587	14,019	14,378	+2,022
Other	(506)	(541)	(241)	80	891	1,134	1,305	1,928	+1,848
Net Assets	11,287	10,788	11,553	12,436	13,729	14,721	15,324	16,307	+3,870
Total Liabilities and Net Assets	24,098	23,488	24,299	24,702	25,189	26,685	27,402	28,774	+4,071
Equity Capital	11,243	10,748	11,515	12,398	13,691	14,686	15,288	16,264	+3,866
Interest Bearing Debt	6,161	5,729	5,661	4,576	3,794	3,594	3,861	3,393	(1,182)
Net Debt	2,459	1,933	1,685	484	395	(427)	(842)	(1,422)	(1,907)
Equity Ratio	46.7%	45.8%	47.4%	50.2%	54.4%	55.0%	55.8%	56.5%	-
Net Debt Equity Ratio	21.9%	18.0%	14.6%	3.9%	2.9%	(2.9%)	(5.5%)	(8.7%)	-
ROE (12 months)	(25.5%)	(30.3%)	(7.2%)	4.0%	8.7%	17.9%	17.4%	14.2%	-
ROA (12 months)	3.0%	4.2%	6.0%	6.7%	9.9%	12.1%	12.4%	11.2%	-
Days for Inventory Turnover	69	57	62	59	56	52	57	60	-
Quick Ratio									
Quien Hane	146%	150%	156%	145%	158%	159%	161%	160%	-

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	-	2,941	(1)
Investing Cash Flow	-	(437)	-	(670)	-	(638)	-	(1,099)	(429)
Operating Cash Flow and Investing Cash Flow	-	778	-	2,272	-	753	-	1,841	(430)
Financing Cash Flow	-	(363)	-	(1,684)	-	(1,131)	-	(1,600)	+83

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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