

## 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		44,300	3,100	3,070	1,850	81.42	13.00	-
FY03/2022	YoY	21.2%	88.5%	79.4%	327.2%	-	-	-
FY03/2023CoE	YoY	12.6%	1.9%	2.1%	(9.3%)	-	-	-
Consolidated Half Year (Million Yen)		Sales	Operating Profit	Recurring Profit	Profit Attributable to Owners of Parent	EPS (Yen)	DPS (Yen)	BPS (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 FY03/2023		21,665	1,537	1,524	905	-	-	-
Q3 to Q4 FY03/2023CoE		22,634	1,562	1,545	944	-	-	-
Q1 to Q2 FY03/2023	YoY	11.0%	(13.1%)	(12.2%)	(28.0%)	-	-	-
Q3 to Q4 FY03/2023CoE	YoY	14.1%	22.8%	21.5%	20.8%	-	-	-

Source: Company Data, WRJ Calculation

### 1.0 Results Update (16 November 2022)


#### China and Automobiles

On 10 November 2022, PUNCH INDUSTRY, manufacturing and selling parts of molds & dies in Japan and overseas, released its Q1 to Q2 FY03/2023 results. It has been revealed that, by region, sales increased sharply in China over the same period of the previous year, while so did sales associated with Automobiles and Other by application. However, the Company has inevitably suffered from a correction of earnings in the short term, due to impacts even larger stemming from increased cost rate and increased SG&A expenses. The Company says that it sees cost rate increased due to soaring prices of raw materials and resources, while mentioning another factor that its subsidiaries based in China suffer from a deterioration in profitability given the appreciation of Chinese yuan at the same time. With respect to increased SG&A expenses, the Company says that this is attributable to its exposure to expenses to rise in line with increased sales and also because of the appreciation of Chinese yuan. Meanwhile, full-year Company forecasts, when taking into account the actual results for Q1 to Q2, consequently assume prospective operating profit to remain generally unchanged for H2 over the actual results of Q1 to Q2, i.e., sales to rise by 4.5%, operating profit to rise by 1.7% and operating profit margin to decline by 0.2% points. Still, it appears that the Company is now trying to achieve performance better by means of placing further emphasis on sales promotions as well as making efforts for soaring prices of raw materials and resources to be passed on to selling prices. We are to attend the Company's result briefing, scheduled for 17 November, which will be followed by our interview with management. In light of the content of both, we are to update [PUNCH INDUSTRY \(6165\) Focus on FA Domain \(12 July 2022\)](#) and release afresh in due course.

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

## 2.0 Company Profile

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

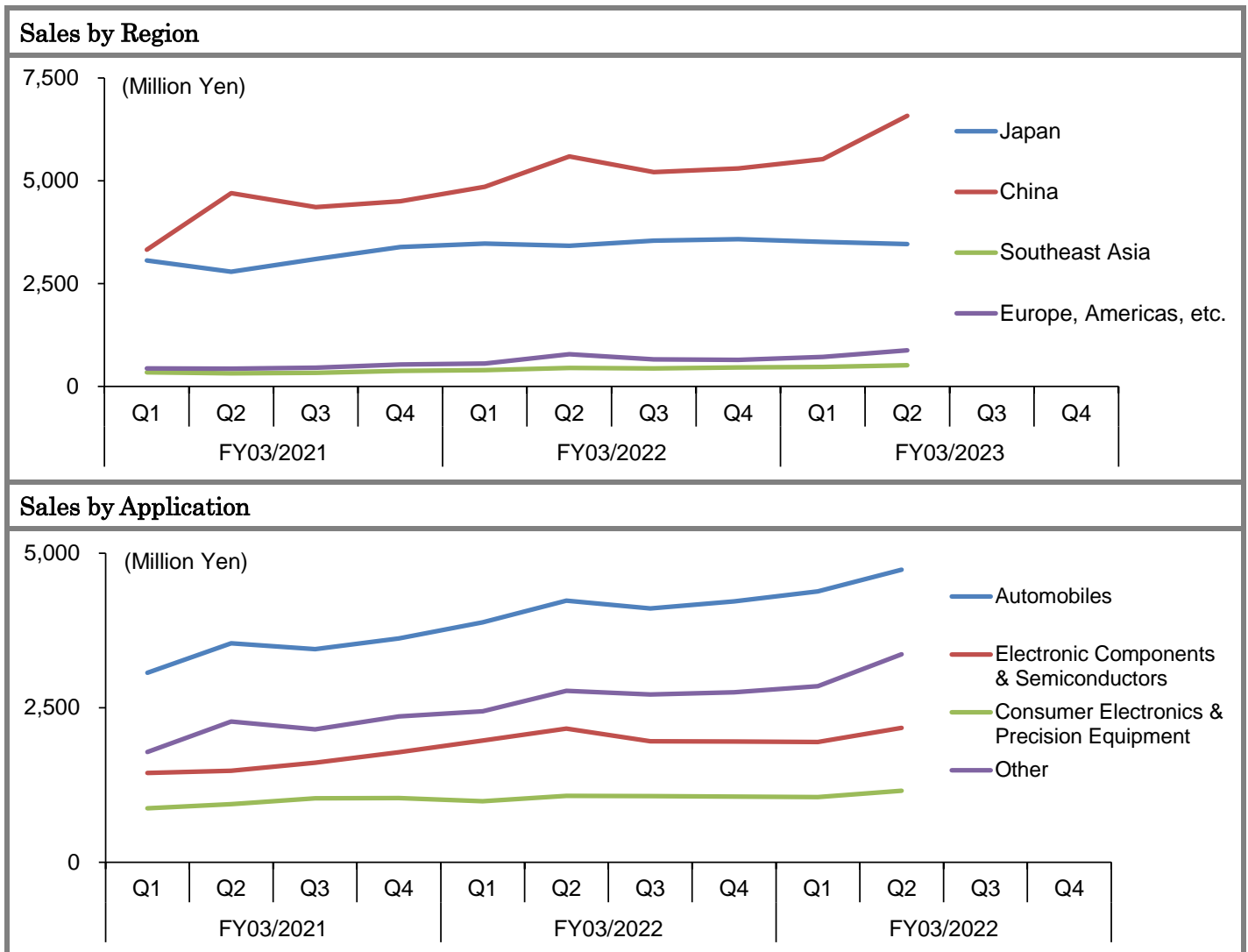
<b>Company Name</b>	PUNCH INDUSTRY CO., LTD. <a href="#">Company Website</a> <a href="#">IR Information</a> <a href="#">Share price (Japanese)</a>	
<b>Established</b>	29 March 1975	
<b>Listing</b>	4 April 2022: Tokyo Stock Exchange Prime Market (ticker: 6165) 14 March 2014: Tokyo Stock Exchange 1st section 20 December 2012: Tokyo Stock Exchange 2nd section	
<b>Capital</b>	¥3,074m (as of the end of September 2022)	
<b>No. of Shares</b>	22,962,400 shares, including 241,539 treasury shares (as of the end of Sep. 2022)	
<b>Main Features</b>	<ul style="list-style-type: none"> <li>● Customers of collective 15,000 or more in the number, market share the second largest on a global basis (estimated by the Company)</li> <li>● Ranked the second in Japan for market share and the first in China</li> <li>● Supplying high value-added special order products to manufacturers of molds and dies, while selling catalog products at the same time</li> </ul>	
<b>Segment</b>	I . Parts of Molds & Dies Business	
<b>Representative</b>	Representative Director, President and CEO: Tetsuji Morikubo	
<b>Shareholders</b>	MT Kosan 16.75%, Caceis Bank Germany Customer Acc. 10.71%, Master Trust Bank of Japan, T. 7.83% (as of the end of September 2022, but for treasury shares)	
<b>Head Office</b>	Shinagawa-ku, Tokyo, JAPAN	
<b>No. of Personnel</b>	Consolidated:3,979, Parent:927 (as of the end of March 2022)	

Source: Company Data

### 3.0 Recent Trading and Prospects

#### Q1 to Q2 FY03/2023

For Q1 to Q2 FY03/2023, sales came in at ¥21,665m (up 11.0% YoY), operating profit ¥1,537m (down 13.1%), recurring profit ¥1,524m (down 12.2%) and profit attributable to owners of parent ¥905m (down 28.0%), while operating profit margin 7.1% (down 2.0% points). At the extraordinary level, the Company saw increased impairment loss over the same period of the previous year, having resulted in a decline relatively larger for profit attributable to owners of parent to a corresponding extent, generally speaking.



Source: Company Data, WRJ Calculation

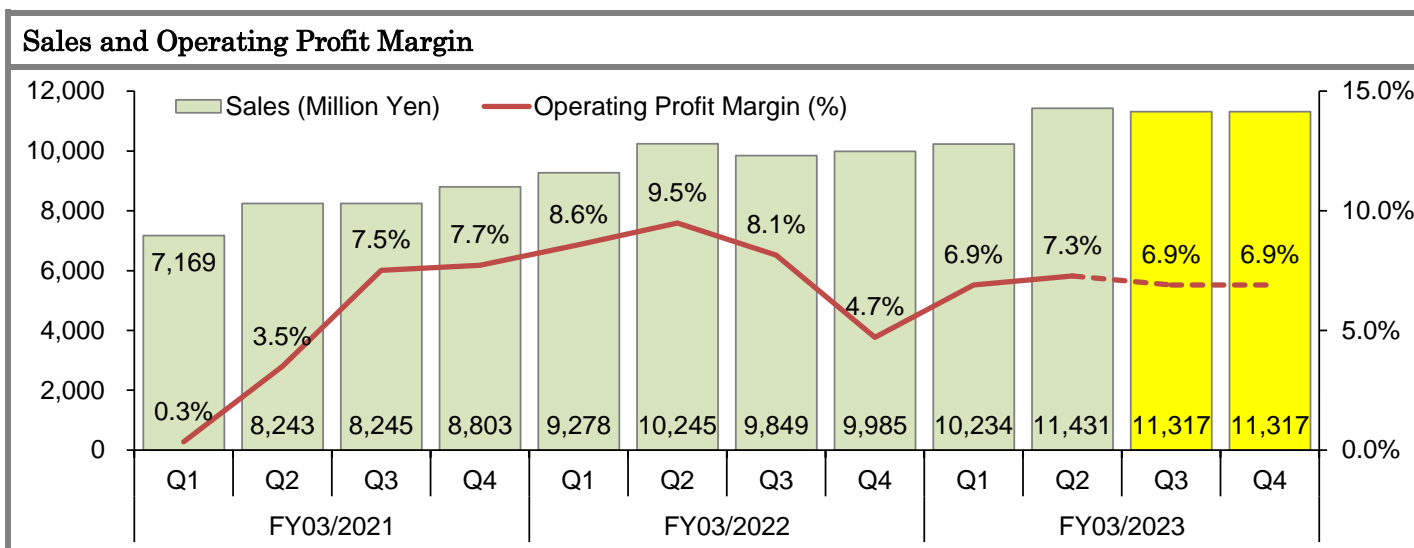
Gross profit came in at ¥6,048m (up 3.1%) and SG&A expenses ¥4,511m (up 10.2%), implying gross profit margin of 27.9% (down 2.1% points) and ratio of SG&A to sales of 20.8% (down 0.2% points). In other words, a decline in operating profit margin is attributable to a rise in cost rate. Meanwhile, ratio of SG&A expenses to sales has marginally declined, having generated a factor to rather raise operating profit margin.

By region, sales in Japan came in at ¥6,977m (up 1.2%), sales in China ¥12,109m (up 16.0%), sales in Southeast Asia ¥986m (up 17.2%) and sales in Europe, Americas, etc. ¥1,592m (up 18.7%). By the way, the Company says it saw forex rate of ¥18.98 per Chinese yuan (yen depreciated by 14.4% YoY) and thus sales in China increased by no more than 1.6% on a local currency basis.

In Japan (32.2% of sales), sales have edged up over the same period of the previous year due mainly to increased sales associated with precision equipment being included in Consumer Electronics & Precision Equipment, which was substantial enough to more than compensate for weakness in sales associated with Automobiles. In China (55.9%), sales associated with Automobiles are buoyant in particular by application, which is mentioned as the key driver for increased sales. In Southeast Asia (4.6%), sales in Singapore, Thailand, Vietnam and Malaysia are strong across the board, according to the Company. In Europe, America, etc. (7.3%), the Company says that sales are firm in particular for those of healthcare-related, belonging to Other by application.

### FY03/2023 Company Forecasts

FY03/2023 Company forecasts (announced on 9 August 2022) have remained unchanged, going for prospective sales of ¥44,300m (up 12.6% YoY), operating profit of ¥3,100m (up 1.9%), recurring profit of ¥3,070m (up 2.1%) and profit attributable to owners of parent of ¥1,850m (down 9.3%), while operating profit margin of 7.0% (down 0.7% points). The planned annual dividend has also remained unchanged, i.e., ¥13.00 for FY03/2023 (¥6.50 as of the end of Q2 and ¥6.50 as of the end of Q4), implying payout ratio of 16.0%.



Source: Company Data, WRJ Calculation (Q3 and Q4 FY03/2023: H2 Company forecasts, pro rata)

On 26 October 2022, the Company announced that it had acquired all the shares of ASCe Corporation (capital: ¥15m) for a consolidation as subsidiary. The purpose of this acquisition is to accelerate the Company's efforts to expand sales of "special order products" in the domain of factory automation, which is one of the main pillars of the Company's midterm management plan. Although sales in this area have been sluggish most recently, the Company firmly believes that this acquisition will favorably enhance a sales growth potential from a long-term perspective. Sales of the FA area came in at ¥1,226m (down 20.3%) for the actual results of Q1 to Q3 FY03/2023, having accounted for 5.7% out of sales for the Company as a whole.

## 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	Cons.Act	YoY
(Million Yen)	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4		Net Chg.
	03/2022	03/2022	03/2022	03/2022	03/2023	03/2023	03/2023	03/2023		
<b>Sales</b>	<b>9,278</b>	<b>19,523</b>	<b>29,372</b>	<b>39,358</b>	<b>10,234</b>	<b>21,665</b>	-	-	-	<b>+2,142</b>
Cost of Sales	6,521	13,659	20,613	27,913	7,343	15,617	-	-	-	+1,957
Gross Profit	2,756	5,864	8,759	11,444	2,891	6,048	-	-	-	+184
SG&A Expenses	1,960	4,095	6,188	8,403	2,185	4,511	-	-	-	+415
<b>Operating Profit</b>	<b>796</b>	<b>1,768</b>	<b>2,570</b>	<b>3,041</b>	<b>705</b>	<b>1,537</b>	-	-	-	<b>(231)</b>
Non Operating Balance	(34)	(32)	(26)	(33)	(7)	(12)	-	-	-	+20
<b>Recurring Profit</b>	<b>761</b>	<b>1,736</b>	<b>2,543</b>	<b>3,007</b>	<b>698</b>	<b>1,524</b>	-	-	-	<b>(211)</b>
Extraordinary Balance	(30)	(48)	(66)	(159)	(58)	(107)	-	-	-	(58)
Profit before Income Taxes	731	1,687	2,477	2,847	640	1,417	-	-	-	(269)
Total Income Taxes	203	426	697	802	210	509	-	-	-	+82
Profit Attributable to Non-Controlling Interests	0	1	2	4	2	2	-	-	-	+1
<b>Profit Attributable to Owners of Parent</b>	<b>526</b>	<b>1,258</b>	<b>1,778</b>	<b>2,040</b>	<b>427</b>	<b>905</b>	-	-	-	<b>(352)</b>
Sales YoY	+29.4%	+26.7%	+24.2%	+21.2%	+10.3%	+11.0%	-	-	-	-
Operating Profit YoY	-	+464.7%	+175.5%	+88.5%	(11.4%)	(13.1%)	-	-	-	-
Recurring Profit YoY	-	+365.7%	+153.0%	+79.4%	(8.3%)	(12.2%)	-	-	-	-
Profit Attributable to Owners of Parent YoY	-	-	-	+327.2%	(18.7%)	(28.0%)	-	-	-	-
Gross Profit Margin	29.7%	30.0%	29.8%	29.1%	28.3%	27.9%	-	-	-	(2.1%)
Sales to SG&A Expenses Ratio	21.1%	21.0%	21.1%	21.4%	21.4%	20.8%	-	-	-	(0.2%)
Operating Profit Margin	8.6%	9.1%	8.8%	7.7%	6.9%	7.1%	-	-	-	(2.0%)
Recurring Profit Margin	8.2%	8.9%	8.7%	7.6%	6.8%	7.0%	-	-	-	(1.9%)
Profit Attributable to Owners of Parent Margin	5.7%	6.4%	6.1%	5.2%	4.2%	4.2%	-	-	-	(2.3%)
Total Income Taxes / Profit before Income Taxes	27.9%	25.3%	28.1%	28.2%	32.9%	35.9%	-	-	-	+10.6%
<b>Income Statement</b>	<b>Cons.Act</b>	<b>Cons.Act</b>	<b>Cons.Act</b>	<b>Cons.Act</b>	<b>Cons.Act</b>	<b>Cons.Act</b>	<b>Cons.Act</b>	<b>Cons.Act</b>	<b>Cons.Act</b>	<b>YoY</b>
(Million Yen)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		Net Chg.
	03/2022	03/2022	03/2022	03/2022	03/2023	03/2023	03/2023	03/2023		
<b>Sales</b>	<b>9,278</b>	<b>10,245</b>	<b>9,849</b>	<b>9,985</b>	<b>10,234</b>	<b>11,431</b>	-	-	-	<b>+1,186</b>
Cost of Sales	6,521	7,137	6,954	7,299	7,343	8,274	-	-	-	+1,136
Gross Profit	2,756	3,107	2,894	2,685	2,891	3,157	-	-	-	+50
SG&A Expenses	1,960	2,135	2,092	2,214	2,185	2,326	-	-	-	+190
<b>Operating Profit</b>	<b>796</b>	<b>971</b>	<b>802</b>	<b>471</b>	<b>705</b>	<b>831</b>	-	-	-	<b>(140)</b>
Non Operating Balance	(34)	2	5	(7)	(7)	(4)	-	-	-	(7)
<b>Recurring Profit</b>	<b>761</b>	<b>974</b>	<b>807</b>	<b>463</b>	<b>698</b>	<b>826</b>	-	-	-	<b>(147)</b>
Extraordinary Balance	(30)	(18)	(17)	(93)	(58)	(48)	-	-	-	(30)
Profit before Income Taxes	731	955	790	370	640	777	-	-	-	(178)
Total Income Taxes	203	222	270	104	210	298	-	-	-	+75
Profit Attributable to Non-Controlling Interests	0	0	0	2	2	0	-	-	-	(0)
<b>Profit Attributable to Owners of Parent</b>	<b>526</b>	<b>732</b>	<b>519</b>	<b>262</b>	<b>427</b>	<b>478</b>	-	-	-	<b>(254)</b>
Sales YoY	+29.4%	+24.3%	+19.4%	+13.4%	+10.3%	+11.6%	-	-	-	-
Operating Profit YoY	-	+237.2%	+29.4%	(30.7%)	(11.4%)	(14.4%)	-	-	-	-
Recurring Profit YoY	-	+165.7%	+27.7%	(30.9%)	(8.3%)	(15.2%)	-	-	-	-
Profit Attributable to Owners of Parent YoY	-	-	+12.0%	(53.0%)	(18.7%)	(34.7%)	-	-	-	-
Gross Profit Margin	29.7%	30.3%	29.4%	26.9%	28.3%	27.6%	-	-	-	(2.7%)
Sales to SG&A Expenses Ratio	21.1%	20.8%	21.2%	22.2%	21.4%	20.3%	-	-	-	(0.5%)
Operating Profit Margin	8.6%	9.5%	8.1%	4.7%	6.9%	7.3%	-	-	-	(2.2%)
Recurring Profit Margin	8.2%	9.5%	8.2%	4.6%	6.8%	7.2%	-	-	-	(2.3%)
Profit Attributable to Owners of Parent Margin	5.7%	7.1%	5.3%	2.6%	4.2%	4.2%	-	-	-	(3.0%)
Total Income Taxes / Profit before Income Taxes	27.9%	23.3%	34.2%	28.3%	32.9%	38.4%	-	-	-	+15.1%

Source: Company Data, WRJ Calculation

### Sales by Region (Cumulative / Quarterly)

Sales by Region	Cons.Act Q1	Cons.Act Q1 to Q2	Cons.Act Q1 to Q3	Cons.Act Q1 to Q4	Cons.Act Q1	Cons.Act Q1 to Q2	Cons.Act Q1 to Q3	Cons.Act Q1 to Q4	YoY Net Chg.
(Million Yen)	03/2022	03/2022	03/2022	03/2022	03/2023	03/2023	03/2023	03/2023	
Japan	3,475	6,897	10,440	14,020	3,516	6,977	-	-	+80
China	4,851	10,441	15,653	20,956	5,528	12,109	-	-	+1,668
Southeast Asia	394	841	1,281	1,740	471	986	-	-	+145
Europe, Americas, etc.	556	1,342	1,998	2,641	717	1,592	-	-	+250
<b>Sales</b>	<b>9,278</b>	<b>19,523</b>	<b>29,372</b>	<b>39,358</b>	<b>10,234</b>	<b>21,665</b>	-	-	<b>+2,142</b>
Japan	+13.5%	+17.9%	+16.6%	+13.6%	+1.2%	+1.2%	-	-	-
China	+45.9%	+30.1%	+26.4%	+24.1%	+13.9%	+16.0%	-	-	-
Southeast Asia	+14.6%	+26.5%	+28.5%	+26.4%	+19.6%	+17.2%	-	-	-
Europe, Americas, etc.	+27.5%	+54.1%	+50.8%	+42.2%	+28.9%	+18.7%	-	-	-
<b>Sales (YoY)</b>	<b>+29.4%</b>	<b>+26.7%</b>	<b>+24.2%</b>	<b>+21.2%</b>	<b>+10.3%</b>	<b>+11.0%</b>	-	-	-
Japan	37.5%	35.3%	35.5%	35.6%	34.4%	32.2%	-	-	-
China	52.3%	53.5%	53.3%	53.2%	54.0%	55.9%	-	-	-
Southeast Asia	4.2%	4.3%	4.4%	4.4%	4.6%	4.6%	-	-	-
Europe, Americas, etc.	6.0%	6.9%	6.8%	6.7%	7.0%	7.3%	-	-	-
<b>Sales (Composition Ratio)</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	-	-	-

Sales by Region	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 Net Chg.
(Million Yen)	03/2022	03/2022	03/2022	03/2022	03/2023	03/2023	03/2023	03/2023	
Japan	3,475	3,422	3,542	3,579	3,516	3,460	-	-	+38
China	4,851	5,590	5,211	5,303	5,528	6,581	-	-	+991
Southeast Asia	394	447	439	459	471	514	-	-	+67
Europe, Americas, etc.	556	785	656	643	717	875	-	-	+90
<b>Sales</b>	<b>9,278</b>	<b>10,245</b>	<b>9,849</b>	<b>9,985</b>	<b>10,234</b>	<b>11,431</b>	-	-	<b>+1,186</b>
Japan	+13.5%	+22.8%	+14.3%	+5.6%	+1.2%	+1.1%	-	-	-
China	+45.9%	+18.9%	+19.5%	+17.8%	+13.9%	+17.7%	-	-	-
Southeast Asia	+14.6%	+39.3%	+32.6%	+21.1%	+19.6%	+15.0%	-	-	-
Europe, Americas, etc.	+27.5%	+80.9%	+44.5%	+20.9%	+28.9%	+11.5%	-	-	-
<b>Sales (YoY)</b>	<b>+29.4%</b>	<b>+24.3%</b>	<b>+19.4%</b>	<b>+13.4%</b>	<b>+10.3%</b>	<b>+11.6%</b>	-	-	-
Japan	37.5%	33.4%	36.0%	35.8%	34.4%	30.3%	-	-	-
China	52.3%	54.6%	52.9%	53.1%	54.0%	57.6%	-	-	-
Southeast Asia	4.2%	4.4%	4.5%	4.6%	4.6%	4.5%	-	-	-
Europe, Americas, etc.	6.0%	7.7%	6.7%	6.4%	7.0%	7.7%	-	-	-
<b>Sales (Composition Ratio)</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	-	-	-

Source: Company Data, WRJ Calculation

### Sales by Application (Cumulative / Quarterly)

Sales by Application	Cons.Act Q1	Cons.Act Q1 to Q2	Cons.Act Q1 to Q3	Cons.Act Q1 to Q4	Cons.Act Q1	Cons.Act Q1 to Q2	Cons.Act Q1 to Q3	Cons.Act Q1 to Q4	YoY
(Million Yen)	03/2022	03/2022	03/2022	03/2022	03/2023	03/2023	03/2023	03/2023	Net Chg.
Automobiles	3,880	8,113	12,221	16,442	4,383	9,115	-	-	+1,002
Electronic Components & Semiconductors	1,968	4,132	6,091	8,043	1,947	4,122	-	-	(10)
Consumer Electronics & Precision Equipment	988	2,062	3,131	4,192	1,055	2,213	-	-	+151
Other	2,441	5,215	7,928	10,679	2,847	6,214	-	-	+999
<b>Sales</b>	<b>9,278</b>	<b>19,523</b>	<b>29,372</b>	<b>39,358</b>	<b>10,234</b>	<b>21,665</b>	-	-	<b>+2,142</b>
Automobiles	+26.6%	+22.7%	+21.5%	+20.2%	+13.0%	+12.4%	-	-	-
Electronic Components & Semiconductors	+36.3%	+41.3%	+34.3%	+27.4%	(1.0%)	(0.3%)	-	-	-
Consumer Electronics & Precision Equipment	+13.0%	+13.7%	+9.9%	+7.8%	+6.8%	+7.4%	-	-	-
Other	+36.8%	+28.4%	+27.6%	+24.5%	+16.6%	+19.2%	-	-	-
<b>Sales (YoY)</b>	<b>+29.4%</b>	<b>+26.7%</b>	<b>+24.2%</b>	<b>+21.2%</b>	<b>+10.3%</b>	<b>+11.0%</b>	-	-	-
Automobiles	41.8%	41.6%	41.6%	41.8%	42.8%	42.1%	-	-	-
Electronic Components & Semiconductors	21.2%	21.2%	20.7%	20.4%	19.0%	19.0%	-	-	-
Consumer Electronics & Precision Equipment	10.6%	10.6%	10.7%	10.7%	10.3%	10.2%	-	-	-
Other	26.3%	26.7%	27.0%	27.1%	27.8%	28.7%	-	-	-
<b>Sales (Composition Ratio)</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	-	-	-
Sales by Application	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
(Million Yen)	03/2022	03/2022	03/2022	03/2022	03/2023	03/2023	03/2023	03/2023	Net Chg.
Automobiles	3,880	4,233	4,107	4,221	4,383	4,731	-	-	+498
Electronic Components & Semiconductors	1,968	2,164	1,958	1,952	1,947	2,174	-	-	+10
Consumer Electronics & Precision Equipment	988	1,073	1,069	1,061	1,055	1,158	-	-	+85
Other	2,441	2,773	2,713	2,750	2,847	3,366	-	-	+593
<b>Sales</b>	<b>9,278</b>	<b>10,245</b>	<b>9,849</b>	<b>9,985</b>	<b>10,234</b>	<b>11,431</b>	-	-	<b>+1,186</b>
Automobiles	+26.6%	+19.4%	+19.1%	+16.5%	+13.0%	+11.8%	-	-	-
Electronic Components & Semiconductors	+36.3%	+46.2%	+21.5%	+9.7%	(1.0%)	+0.5%	-	-	-
Consumer Electronics & Precision Equipment	+13.0%	+14.3%	+3.4%	+2.0%	+6.8%	+7.9%	-	-	-
Other	+36.8%	+21.8%	+26.2%	+16.5%	+16.6%	+21.4%	-	-	-
<b>Sales (YoY)</b>	<b>+29.4%</b>	<b>+24.3%</b>	<b>+19.4%</b>	<b>+13.4%</b>	<b>+10.3%</b>	<b>+11.6%</b>	-	-	-
Automobiles	41.8%	41.3%	41.7%	42.3%	42.8%	41.4%	-	-	-
Electronic Components & Semiconductors	21.2%	21.1%	19.9%	19.5%	19.0%	19.0%	-	-	-
Consumer Electronics & Precision Equipment	10.6%	10.5%	10.9%	10.6%	10.3%	10.1%	-	-	-
Other	26.3%	27.1%	27.5%	27.5%	27.8%	29.4%	-	-	-
<b>Sales (Composition Ratio)</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	-	-	-

Source: Company Data, WRJ Calculation

## Balance Sheet (Quarterly)

Balance Sheet (Million Yen)	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	YoY Net Chg.
	Q1 03/2022	Q2 03/2022	Q3 03/2022	Q4 03/2022	Q1 03/2023	Q2 03/2023	Q3 03/2023	Q4 03/2023		
Cash and Deposit	3,399	4,021	4,703	4,816	4,396	5,089	-	-	-	+1,068
Accounts Receivables	10,504	10,901	10,675	11,235	11,672	12,933	-	-	-	+2,032
Inventory	4,021	4,065	4,378	4,791	5,095	5,421	-	-	-	+1,356
Other	315	438	395	437	759	682	-	-	-	+244
<b>Current Assets</b>	<b>18,241</b>	<b>19,426</b>	<b>20,154</b>	<b>21,279</b>	<b>21,923</b>	<b>24,127</b>	-	-	-	<b>+4,701</b>
Tangible Assets	6,462	6,796	6,797	7,012	7,359	7,822	-	-	-	+1,026
Intangible Assets	174	163	161	177	181	202	-	-	-	+39
Investments and Other Assets	310	299	289	303	284	296	-	-	-	(3)
<b>Fixed Assets</b>	<b>6,947</b>	<b>7,259</b>	<b>7,248</b>	<b>7,494</b>	<b>7,825</b>	<b>8,322</b>	-	-	-	<b>+1,062</b>
<b>Total Assets</b>	<b>25,189</b>	<b>26,685</b>	<b>27,402</b>	<b>28,774</b>	<b>29,748</b>	<b>32,449</b>	-	-	-	<b>+5,764</b>
Accounts Payables, etc.	3,564	3,931	3,803	3,816	3,784	4,575	-	-	-	+643
Short Term Debt	2,690	2,636	3,051	2,485	2,433	2,542	-	-	-	(93)
Other	2,537	2,788	2,679	3,698	3,133	3,463	-	-	-	+675
<b>Current Liabilities</b>	<b>8,791</b>	<b>9,356</b>	<b>9,534</b>	<b>10,001</b>	<b>9,351</b>	<b>10,581</b>	-	-	-	<b>+1,224</b>
Long Term Debt	1,104	957	810	907	1,062	876	-	-	-	(81)
Other	1,562	1,649	1,732	1,557	1,616	1,720	-	-	-	+70
<b>Fixed Liabilities</b>	<b>2,667</b>	<b>2,607</b>	<b>2,542</b>	<b>2,465</b>	<b>2,679</b>	<b>2,596</b>	-	-	-	<b>(10)</b>
<b>Total Liabilities</b>	<b>11,459</b>	<b>11,963</b>	<b>12,077</b>	<b>12,466</b>	<b>12,031</b>	<b>13,178</b>	-	-	-	<b>+1,214</b>
<b>Shareholders' Equity</b>	<b>12,838</b>	<b>13,587</b>	<b>14,019</b>	<b>14,378</b>	<b>14,693</b>	<b>15,360</b>	-	-	-	<b>+1,773</b>
Other	891	1,134	1,305	1,928	3,024	3,911	-	-	-	+2,776
<b>Net Assets</b>	<b>13,729</b>	<b>14,721</b>	<b>15,324</b>	<b>16,307</b>	<b>17,717</b>	<b>19,271</b>	-	-	-	<b>+4,550</b>
<b>Total Liabilities and Net Assets</b>	<b>25,189</b>	<b>26,685</b>	<b>27,402</b>	<b>28,774</b>	<b>29,748</b>	<b>32,449</b>	-	-	-	<b>+5,764</b>
Equity Capital	13,691	14,686	15,288	16,264	17,672	19,225	-	-	-	+4,539
Interest Bearing Debt	3,794	3,594	3,861	3,393	3,496	3,419	-	-	-	(174)
Net Debt	395	(427)	(842)	(1,422)	(899)	(1,670)	-	-	-	(1,243)
Equity Ratio	54.4%	55.0%	55.8%	56.5%	59.4%	59.2%	-	-	-	-
Net Debt Equity Ratio	2.9%	(2.9%)	(5.5%)	(8.7%)	(5.1%)	(8.7%)	-	-	-	-
ROE (12 months)	8.7%	17.9%	17.4%	14.2%	12.4%	10.0%	-	-	-	-
ROA (12 months)	9.9%	12.1%	12.4%	11.2%	10.7%	9.5%	-	-	-	-
Days for Inventory Turnover	56	52	57	60	63	60	-	-	-	-
Quick Ratio	158%	159%	161%	160%	172%	170%	-	-	-	-
Current Ratio	207%	208%	211%	213%	234%	228%	-	-	-	-

Source: Company Data, WRJ Calculation

## Cash Flow Statement (Cumulative)

Cash Flow Statement (Million Yen)	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	YoY Net Chg.
	Q1 03/2022	Q1 to Q2 03/2022	Q1 to Q3 03/2022	Q1 to Q4 03/2022	Q1 03/2023	Q1 to Q2 03/2023	Q1 to Q3 03/2023	Q1 to Q4 03/2023		
Operating Cash Flow	-	1,392	-	2,941	-	825	-	-	-	(567)
Investing Cash Flow	-	(638)	-	(1,099)	-	(588)	-	-	-	+50
<b>Operating Cash Flow and Investing Cash Flow</b>	<b>-</b>	<b>753</b>	<b>-</b>	<b>1,841</b>	<b>-</b>	<b>236</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(517)</b>
Financing Cash Flow	-	(1,131)	-	(1,600)	-	(421)	-	-	-	+709

Source: Company Data, WRJ Calculation



**Disclaimer**

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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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