# Walden Research Japan

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# **MORESCO (5018)**

Consolidated Fiscal Year		Sales	Operating	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)		Sales	Profit	Profit	Owners of Parent	(Yen)	(Yen)	(Yen)
FY02/2021		24,479	842	1,030	518	54.09	40.00	1,695.81
FY02/2022		27,300	1,434	2,011	1,808	192.76	40.00	1,914.94
FY02/2023CoE		31,500	1,110	1,700	1,000	107.71	40.00	_
FY02/2022	YoY	11.5%	70.3%	95.3%	249.1%	-	-	-
FY02/2023CoE	YoY	15.4%	(22.6%)	(15.5%)	(44.7%)	-	-	_
Consolidated Q1 to Q3		Sales	Operating	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)		Sales	Profit	Profit	Owners of Parent	(Yen)	(Yen)	(Yen)
Q1 to Q3 FY02/2022		20,415	1,375	1,732	1,730	-	-	-
Q1 to Q3 FY02/2023		22,479	511	1,144	719	-	-	_
Q1 to Q3 FY02/2023	YoY	10.1%	(62.8%)	(34.0%)	(58.5%)	-	-	-

Source: Company Data, WRJ Calculation

## 1.0 Results Update (13 January 2023)

#### **Mixed Sentiment**

On 13 January 2023, MORESCO, running operations of R&D, manufacture and sale of chemical goods used in diverse applications with autos as the mainstay, released its Q1 to Q3 FY02/2023 results. It has been revealed that the Company is seeing a steady trend of recovery in earnings for "lubricant-related," principally exposed to autos, but seeing delays in recovery elsewhere. More importantly, however, such mixed sentiment is likely to be gradually terminating, going forward, which is expected to make the Company return to growth. Since the beginning of FY02/2023, the Company has been suffering from a hike in purchasing prices of raw materials, driven by drastic yen's depreciation and soaring oil prices. As far as "lubricant-related" is concerned, the Company has just started to well cope with this by means of implementing revision on selling prices, having led to a steady trend of recovery in earnings here. Nevertheless, the Company has failed to make progress so far as much as anticipated with respect to revision on selling prices elsewhere. We are to speak to management on the web for information more in depth, so that we should be able to update MORESCO (5018) Time Lag (8 December 2022) and release afresh.

IR Representative: Hirofumi Fujimoto, Director, Senior Executive Officer and CFO (81-(0)78-303-9010/hirofumi\_fujimoto@moresco.co.jp)

# 2.0 Company Profile

### **Interface Science Specialist**

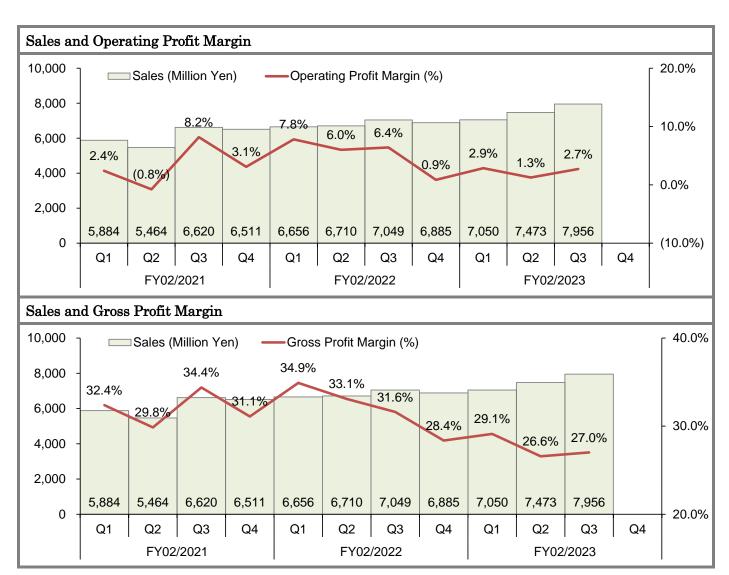
	interface Science Specialist							
Company Name	MORESCO Corporation							
	Company Website  IR Information							
	IR Information							
	Share Price (Japanese)							
Established	27 October 1958							
Listing	4 April 2022: Tokyo Stock Exchange Prime Market (ticker: 5018)							
	14 February 2011: Tokyo Stock Exchange 1st section							
	29 July 2008: Tokyo Stock Exchange 2nd section							
	13 November 2003: Registered on the over-the-counter market of JSDA							
Capital	¥2,118m (as of the end of November 2022)							
No. of Shares	9,696,500 shares, including 468,970 treasury shares (as of the end of Nov. 2022)							
Main Features	• Independent (non-keiretsu) manufacturer of chemical goods, some 44%							
	exposed to autos by application in terms of sales							
	• Specializing in "interface science" with exclusive exposure to niche markets							
	R&D, manufacture and sale of chemical goods to fulfil the functionalities of							
	lubrications, adhesives and surface protections							
Segments	I . Japan							
	II . China							
	III. Southeast / South Asia							
	IV. North America							
Representative	CEO, Representative Director and President: Motohisa Morozumi							
Shareholders	Matsumura Oil 11.5%, Master Trust Bank of Japan, T. 8.2%, Cosmo Oil							
	Lubricants 5.4%, MORESCO Employee Stock Ownership Plan 4.2% (as of the end							
	of August 2022, but for treasury shares)							
Head Office	Kobe-city, Hyogo-prefecture, JAPAN							
No. of Personnel	Consolidated: 787, Parent: 384 (as of the end of February 2022)							

Source: Company Data

## 3.0 Recent Trading and Prospects

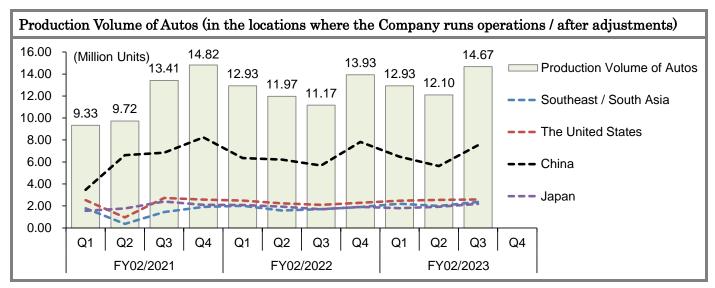
#### Q1 to Q3 FY02/2023

For Q1 to Q3 FY02/2023, sales came in at \(\frac{\pmathbb{Y}}{22,479m}\) (up 10.1% YoY), operating profit \(\frac{\pmathbb{Y}}{511m}\) (down 62.8%), recurring profit \(\frac{\pmathbb{Y}}{1,144m}\) (down 34.0%) and profit attributable to owners of parent \(\frac{\pmathbb{Y}}{719m}\) (down 58.5%). At the non-operating level, the Company saw net increase of \(\frac{\pmathbb{Y}}{321m}\) (\(\frac{\pmathbb{Y}}{161m}\) to \(\frac{\pmathbb{Y}}{482m}\)) for currency gain due to yen's depreciation, having pushed up recurring profit to a corresponding extent. Meanwhile, extraordinary gain of \(\frac{\pmathbb{Y}}{833m}\) from sale of MORESCO Honmachi Building, which was recorded during the same period of the previous year, did not reappear, having pushed down profit attributable to owners of parent to a corresponding extent.



Source: Company Data, WRJ Calculation

Meanwhile, gross profit came in at ¥6,188m (down 8.6%) and SG&A expenses ¥5,677m (up 5.2%), implying gross profit margin of 27.5% (down 5.6% points) and SG&A ratio of 25.3% (down 1.2% points), having resulted in operating profit margin of 2.3% (down 4.5% points). In other words, the Company saw a significant decline in operating profit margin over the same period of the previous year due to that of gross profit margin. Nevertheless, the situation is that it could be the case that gross profit margin is now heading for a phase of recovery, driven by progress of revision on selling prices, in light of changes in the quarterly results by Q3.



Source: Company Data (Southeast / South Asia: Thailand, Indonesia and India), WRJ Calculation

With respect to autos, accounting for some 44% of sales as a whole for the Company by application, the Company reveals that production volume of autos (in the locations where it runs operations / after adjustments of gap between accounting period and fiscal yearend of subsidiaries) came in at 39.70m units (up 10.1%), while 5.90m units (up 3.3%) in Japan, where it mainly runs operations by region, implying that the Company saw relatively limited increase in production volume of autos in the mainstay region. However, it appears that the volume in Japan is likely to increase on a full-fledged basis after the solutions of all those problems stemming from shortage of semiconductors, components, etc. Thus, the Company is looking to an increase of sales volume in the mainstay Japan due to the impacts stemming from here.

In Japan, sales came in at ¥14,629m (up 5.7%). The Company suggests that sales volume has roughly unchanged over the same period of the previous year, while having seen an increase in sales by the impacts stemming from revision on selling prices to a corresponding extent. That is to say, the Company suggest that it saw increase in selling prices by some 5% as a result of revision of selling prices. Meanwhile, the Company saw the trends similar to those of Japan for sales volume and the impacts stemming from revision on selling prices for operations overseas. On top of this, however, the Company has additionally benefited from increase in selling prices due to yen's depreciation, having eventually resulted in increase in selling prices by some 10% for operations overseas as far as we could see.

### FY02/2023 Company Forecasts

FY02/2023 Company forecasts (announced on 13 October 2022) have remained unchanged, going for prospective sales of \$31,500m (up 15.4% YoY), operating profit of \$1,110m (down 22.6%), recurring profit of \$1,700m (down 15.5%) and profit attributable to owners of parent of \$1,000m (down 44.7%), while operating profit margin of 3.5% (down 1.7% points). At the same time, Company forecasts are going for planned annual dividend of \$40.00 per share, implying payout ratio of 37.1%.

## 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)	02/2022	02/2022	02/2022	02/2022	02/2023	02/2023	02/2023	02/2023	Net Chg.
Sales	6,656	13,366	20,415	27,300	7,050	14,523	22,479	-	+2,064
Cost of Sales	4,332	8,822	13,643	18,575	4,997	10,484	16,291	-	+2,648
Gross Profit	2,324	4,544	6,772	8,725	2,053	4,039	6,188	-	(584)
SG&A Expenses	1,805	3,621	5,397	7,291	1,852	3,744	5,677	-	+280
Operating Profit	520	923	1,375	1,434	201	295	511	-	(864)
Non-Operating Balance	201	240	357	577	270	551	633	-	+276
Recurring Profit	721	1,163	1,732	2,011	471	846	1,144	-	(588)
Extraordinary Balance	833	833	833	833	-	-	-	-	(833)
Profit before Income Taxes	1,555	1,996	2,565	2,844	471	846	1,144	-	(1,421)
Total Income Taxes	379	527	685	831	116	286	347	-	(338)
Profit Attributable to Non-Controlling Interests	81	110	150	205	38	56	78	-	(72)
Profit Attributable to Owners of Parent	1,095	1,359	1,730	1,808	317	504	719	-	(1,011)
Sales YoY	+13.1%	+17.8%	+13.6%	+11.5%	+5.9%	+8.7%	+10.1%	-	-
Operating Profit YoY	+265.0%	+820.0%	+114.5%	+70.3%	(61.4%)	(68.0%)	(62.8%)	-	-
Recurring Profit YoY	-	-	+164.0%	+95.3%	(34.7%)	(27.3%)	(34.0%)	-	-
Profit Attributable to Owners of Parent YoY	-		+471.0%	+249.1%	(71.0%)	(62.9%)	(58.5%)	-	-
Gross Profit Margin	34.9%	34.0%	33.2%	32.0%	29.1%	27.8%	27.5%	-	(5.6%)
SG&A Ratio	27.1%	27.1%	26.4%	26.7%	26.3%	25.8%	25.3%	-	(1.2%)
Operating Profit Margin	7.8%	6.9%	6.7%	5.3%	2.9%	2.0%	2.3%	-	(4.5%)
Recurring Profit Margin	10.8%	8.7%	8.5%	7.4%	6.7%	5.8%	5.1%	-	(3.4%)
Profit Attributable to Owners of Parent Margin	16.5%	10.2%	8.5%	6.6%	4.5%	3.5%	3.2%	-	(5.3%)
Total Income Taxes / Profit before Income Taxes	24.4%	26.4%	26.7%	29.2%	24.6%	33.8%	30.3%	-	+3.6%
Income Statement	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	V-V
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY Not Cha
(Million Yen)	Q1 02/2022	Q2 02/2022	Q3 02/2022	Q4 02/2022	Q1 02/2023	Q2 02/2023	Q3 02/2023		Net Chg.
(Million Yen) Sales	Q1 02/2022 6,656	Q2 02/2022 6,710	Q3 02/2022 7,049	Q4 02/2022 6,885	Q1 02/2023 7,050	Q2 02/2023 7,473	Q3 02/2023 7,956	Q4	Net Chg. +907
(Million Yen) Sales Cost of Sales	Q1 02/2022 6,656 4,332	Q2 02/2022 6,710 4,490	Q3 02/2022 <b>7,049</b> 4,821	Q4 02/2022 6,885 4,932	Q1 02/2023 7,050 4,997	Q2 02/2023 7,473 5,487	Q3 02/2023 7,956 5,807	Q4	Net Chg. +907 +986
(Million Yen) Sales Cost of Sales Gross Profit	Q1 02/2022 6,656 4,332 2,324	Q2 02/2022 6,710 4,490 2,220	Q3 02/2022 <b>7,049</b> 4,821 2,228	Q4 02/2022 <b>6,885</b> 4,932 1,953	Q1 02/2023 7,050 4,997 2,053	Q2 02/2023 7,473 5,487 1,986	<b>Q3</b> 02/2023 7,956 5,807 2,149	Q4	Net Chg. +907 +986 (79)
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses	Q1 02/2022 6,656 4,332 2,324 1,805	Q2 02/2022 6,710 4,490 2,220 1,816	Q3 02/2022 7,049 4,821 2,228 1,776	Q4 02/2022 6,885 4,932 1,953 1,894	Q1 02/2023 7,050 4,997 2,053 1,852	Q2 02/2023 7,473 5,487 1,986 1,892	Q3 02/2023 7,956 5,807 2,149 1,933	Q4	+907 +986 (79) +157
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit	Q1 02/2022 6,656 4,332 2,324 1,805 520	Q2 02/2022 6,710 4,490 2,220 1,816 403	Q3 02/2022 7,049 4,821 2,228 1,776 452	Q4 02/2022 6,885 4,932 1,953 1,894 59	Q1 02/2023 7,050 4,997 2,053 1,852 201	Q2 02/2023 7,473 5,487 1,986 1,892 94	Q3 02/2023 7,956 5,807 2,149 1,933 216	Q4	+907 +986 (79) +157 (236)
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non-Operating Balance	Q1 02/2022 6,656 4,332 2,324 1,805 520 201	Q2 02/2022 6,710 4,490 2,220 1,816 403 39	Q3 02/2022 7,049 4,821 2,228 1,776 452 117	Q4 02/2022 6,885 4,932 1,953 1,894 59 220	Q1 02/2023 7,050 4,997 2,053 1,852 201 270	Q2 02/2023 7,473 5,487 1,986 1,892 94 281	Q3 02/2023 7,956 5,807 2,149 1,933 216 82	Q4	Net Chg. +907 +986 (79) +157 (236) (35)
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non-Operating Balance Recurring Profit	Q1 02/2022 6,656 4,332 2,324 1,805 520 201 721	Q2 02/2022 6,710 4,490 2,220 1,816 403	Q3 02/2022 7,049 4,821 2,228 1,776 452	Q4 02/2022 6,885 4,932 1,953 1,894 59	Q1 02/2023 7,050 4,997 2,053 1,852 201	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375	Q3 02/2023 7,956 5,807 2,149 1,933 216	Q4	+907 +986 (79) +157 (236)
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non-Operating Balance  Recurring Profit Extraordinary Balance	Q1 02/2022 6,656 4,332 2,324 1,805 520 201 721 833	Q2 02/2022 6,710 4,490 2,220 1,816 403 39 442	Q3 02/2022 7,049 4,821 2,228 1,776 452 117 569	Q4 02/2022 6,885 4,932 1,953 1,894 59 220 279	Q1 02/2023 7,050 4,997 2,053 1,852 201 270 471	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298	Q4	**Net Chg.  +907 +986 (79) +157 (236) (35) (271)
(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 02/2022 6,656 4,332 2,324 1,805 520 201 721 833 1,555	Q2 02/2022 6,710 4,490 2,220 1,816 403 39 442	Q3 02/2022 7,049 4,821 2,228 1,776 452 117 569	Q4 02/2022 6,885 4,932 1,953 1,894 59 220 279	Q1 02/2023 7,050 4,997 2,053 1,852 201 270 471	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298	Q4	Net Chg. +907 +986 (79) +157 (236) (35) (271) - (271)
(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 02/2022 6,656 4,332 2,324 1,805 520 201 721 833 1,555 379	Q2 02/2022 6,710 4,490 2,220 1,816 403 39 442 - 441 148	Q3 02/2022 7,049 4,821 2,228 1,776 452 117 569 - 569 158	Q4 02/2022 6,885 4,932 1,953 1,894 59 220 279 - 279 146	Q1 02/2023 7,050 4,997 2,053 1,852 201 270 471 - 471 116	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375 - 375 170	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298 - 298 61	Q4	**Net Chg. **907 **986 (79) **157 (236) (35) (271) - (271) (97)
(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 02/2022 6,656 4,332 2,324 1,805 520 201 721 833 1,555 379 81	Q2 02/2022 6,710 4,490 2,220 1,816 403 39 442 - 441 148 29	Q3 02/2022 7,049 4,821 2,228 1,776 452 117 569 - 569 158 40	Q4 02/2022 6,885 4,932 1,953 1,894 59 220 279 - 279 146 55	Q1 02/2023 7,050 4,997 2,053 1,852 201 270 471 - 471 116 38	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375 - 375 170 18	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298 - 298 61 22	Q4	**Net Chg. +907 +986 (79) +157 (236) (35) (271) - (271) (97) (18)
(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 02/2022 6,656 4,332 2,324 1,805 520 201 721 833 1,555 379 81 1,095	Q2 02/2022 6,710 4,490 2,220 1,816 403 39 442 - 441 148 29 264	Q3 02/2022 7,049 4,821 2,228 1,776 452 117 569 - 569 158 40 371	Q4 02/2022 6,885 4,932 1,953 1,894 59 220 279 - 279 146 55 78	Q1 02/2023 7,050 4,997 2,053 1,852 201 270 471 - 471 116 38 317	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375 - 375 170 18 187	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298 61 222 215	Q4	**Net Chg. **907 **986 (79) **157 (236) (35) (271) - (271) (97)
(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 02/2022 6,656 4,332 2,324 1,805 520 201 721 833 1,555 379 81 1,095	Q2 02/2022 6,710 4,490 2,220 1,816 403 39 442 - 441 148 29	Q3 02/2022 7,049 4,821 2,228 1,776 452 117 569 - 569 158 40 371 +6.5%	Q4 02/2022 6,885 4,932 1,953 1,894 59 220 279 - 279 146 55 78 +5.7%	Q1 02/2023 7,050 4,997 2,053 1,852 201 270 471 - 471 116 38 317 +5.9%	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375 - 375 170 18 187 +11.4%	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298 61 2298 61 22 215 +12.9%	Q4	**Net Chg. +907 +986 (79) +157 (236) (35) (271) - (271) (97) (18)
(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 02/2022 6,656 4,332 2,324 1,805 520 201 721 833 1,555 379 81 1,095	Q2 02/2022 6,710 4,490 2,220 1,816 403 39 442 - 441 148 29 264	Q3 02/2022 7,049 4,821 2,228 1,776 452 117 569 - 569 158 40 371 +6.5% (16.5%)	Q4 02/2022 6,885 4,932 1,953 1,894 59 220 279 - 279 146 55 78 +5.7% (70.6%)	Q1 02/2023 7,050 4,997 2,053 1,852 201 270 471 - 471 116 38 317 +5.9% (61.4%)	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375 - 375 170 18 187 +11.4% (76.7%)	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298 61 2298 61 22 215 +12.9% (52.2%)	Q4	**Net Chg. +907 +986 (79) +157 (236) (35) (271) - (271) (97) (18)
(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 02/2022 6,656 4,332 2,324 1,805 520 201 721 833 1,555 379 81 1,095	Q2 02/2022 6,710 4,490 2,220 1,816 403 39 442 - 441 148 29 264	Q3 02/2022 7,049 4,821 2,228 1,776 452 117 569 - 569 158 40 371 +6.5% (16.5%) (4.8%)	Q4 02/2022 6,885 4,932 1,953 1,894 59 220 279 - 279 146 55 78 +5.7% (70.6%) (25.4%)	Q1 02/2023 7,050 4,997 2,053 1,852 201 270 471 	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375 - 375 170 18 187 +11.4% (76.7%) (15.2%)	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298 61 2298 61 22 215 +12.9% (52.2%) (47.6%)	Q4	**Net Chg. +907 +986 (79) +157 (236) (35) (271) - (271) (97) (18)
(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 02/2022 6,656 4,332 2,324 1,805 520 201 721 833 1,555 379 81 1,095 +13.1% +265.0%	Q2 02/2022 6,710 4,490 2,220 1,816 403 39 442 - 441 148 29 264 +22.8%	Q3 02/2022 7,049 4,821 2,228 1,776 452 117 569 - 569 158 40 371 +6.5% (16.5%) (4.8%) (5.6%)	Q4 02/2022 6,885 4,932 1,953 1,894 59 220 279 - 279 146 55 78 +5.7% (70.6%) (25.4%) (63.7%)	Q1 02/2023 7,050 4,997 2,053 1,852 201 270 471 	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375 - 375 170 18 187 +11.4% (76.7%) (15.2%) (29.2%)	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298 61 22 215 +12.9% (52.2%) (47.6%) (42.0%)	Q4	Net Chg. +907 +986 (79) +157 (236) (35) (271) - (271) (97) (18) (156)
(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 02/2022 6,656 4,332 2,324 1,805 520 201 721 833 1,555 379 81 1,095 +13.1% +265.0% 34.9%	Q2 02/2022 6,710 4,490 2,220 1,816 403 39 442 - 441 148 29 264 +22.8% - -	Q3 02/2022 7,049 4,821 2,228 1,776 452 117 569 - 569 158 40 371 +6.5% (16.5%) (4.8%) (5.6%) 31.6%	Q4 02/2022 6,885 4,932 1,953 1,894 59 220 279 - 279 146 55 78 +5.7% (70.6%) (25.4%) (63.7%) 28.4%	Q1 02/2023 7,050 4,997 2,053 1,852 201 270 471 - 471 116 38 317 +5.9% (61.4%) (34.7%) (71.0%)	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375 - 375 170 18 187 +11.4% (76.7%) (15.2%) (29.2%) 26.6%	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298 61 22 215 +12.9% (52.2%) (47.6%) (42.0%) 27.0%	Q4	Net Chg. +907 +986 (79) +157 (236) (35) (271) - (271) (97) (18) (156) (4.6%)
(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 SG&A Ratio	Q1 02/2022 6,656 4,332 2,324 1,805 520 201 721 833 1,555 379 81 1,095 +13.1% +265.0% - 34.9% 27.1%	Q2 02/2022 6,710 4,490 2,220 1,816 403 39 442 - 441 148 29 264 +22.8% - - - - 33.1% 27.1%	Q3 02/2022 7,049 4,821 2,228 1,776 452 117 569 - 569 158 40 371 +6.5% (16.5%) (4.8%) (5.6%) 31.6% 25.2%	Q4 02/2022 6,885 4,932 1,953 1,894 59 220 279 - 279 146 55 78 +5.7% (70.6%) (25.4%) (63.7%) 28.4% 27.5%	Q1 02/2023 7,050 4,997 2,053 1,852 201 270 471 - 471 116 38 317 +5.9% (61.4%) (34.7%) (71.0%) 29.1% 26.3%	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375 - 375 170 18 187 +11.4% (76.7%) (15.2%) (29.2%) 26.6% 25.3%	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298 61 22 215 +12.9% (52.2%) (47.6%) (42.0%) 27.0% 24.3%	Q4	Net Chg. +907 +986 (79) +157 (236) (35) (271) (97) (18) (156) (4.6%) (0.9%)
(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 SG&A Ratio Operating Profit Margin	Q1 02/2022 6,656 4,332 2,324 1,805 520 201 721 833 1,555 379 81 1,095 +13.1% +265.0% - 34.9% 27.1% 7.8%	Q2 02/2022 6,710 4,490 2,220 1,816 403 39 442 - 441 148 29 264 +22.8% - - - 33.1% 27.1% 6.0%	Q3 02/2022 7,049 4,821 2,228 1,776 452 117 569 - 569 158 40 371 +6.5% (16.5%) (4.8%) (5.6%) 31.6% 25.2% 6.4%	Q4 02/2022 6,885 4,932 1,953 1,894 59 220 279 - 279 146 55 78 +5.7% (70.6%) (25.4%) (63.7%) 28.4% 27.5% 0.9%	Q1 02/2023 7,050 4,997 2,053 1,852 201 270 471 - 471 116 38 317 +5.9% (61.4%) (34.7%) (71.0%) 29.1% 26.3% 2.9%	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375 - 375 170 18 187 +11.4% (76.7%) (15.2%) (29.2%) 26.6% 25.3% 1.3%	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298 61 22 215 +12.9% (52.2%) (47.6%) (42.0%) 27.0% 24.3% 2.7%	Q4	Net Chg. +907 +986 (79) +157 (236) (35) (271) (97) (18) (156) (4.6%) (0.9%) (3.7%)
(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 SG&A Ratio Operating Profit Margin Recurring Profit Margin	Q1 02/2022 6,656 4,332 2,324 1,805 520 201 721 833 1,555 379 81 1,095 +13.1% +265.0% - 34.9% 27.1% 7.8% 10.8%	Q2 02/2022 6,710 4,490 2,220 1,816 403 39 442 - 441 148 29 264 +22.8% - - - 33.1% 27.1% 6.0% 6.6%	Q3 02/2022 7,049 4,821 2,228 1,776 452 117 569 - 569 158 40 371 +6.5% (16.5%) (4.8%) (5.6%) 31.6% 25.2% 6.4% 8.1%	Q4 02/2022 6,885 4,932 1,953 1,894 59 220 279 - 279 146 55 78 +5.7% (70.6%) (25.4%) (63.7%) 28.4% 27.5% 0.9% 4.1%	Q1 02/2023 7,050 4,997 2,053 1,852 201 270 471 - 471 116 38 317 +5.9% (61.4%) (34.7%) (71.0%) 29.1% 26.3% 2.9% 6.7%	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375 - 375 170 18 187 +11.4% (76.7%) (15.2%) (29.2%) 26.6% 25.3% 1.3% 5.0%	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298 61 22 215 +12.9% (52.2%) (47.6%) (42.0%) 27.0% 24.3% 2.7% 3.7%	Q4	Net Chg. +907 +986 (79) +157 (236) (35) (271) (97) (18) (156) (4.6%) (0.9%) (3.7%) (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 SG&A Ratio Operating Profit Margin	Q1 02/2022 6,656 4,332 2,324 1,805 520 201 721 833 1,555 379 81 1,095 +13.1% +265.0% - 34.9% 27.1% 7.8%	Q2 02/2022 6,710 4,490 2,220 1,816 403 39 442 - 441 148 29 264 +22.8% - - - 33.1% 27.1% 6.0%	Q3 02/2022 7,049 4,821 2,228 1,776 452 117 569 - 569 158 40 371 +6.5% (16.5%) (4.8%) (5.6%) 31.6% 25.2% 6.4%	Q4 02/2022 6,885 4,932 1,953 1,894 59 220 279 - 279 146 55 78 +5.7% (70.6%) (25.4%) (63.7%) 28.4% 27.5% 0.9%	Q1 02/2023 7,050 4,997 2,053 1,852 201 270 471 - 471 116 38 317 +5.9% (61.4%) (34.7%) (71.0%) 29.1% 26.3% 2.9%	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375 - 375 170 18 187 +11.4% (76.7%) (15.2%) (29.2%) 26.6% 25.3% 1.3%	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298 61 22 215 +12.9% (52.2%) (47.6%) (42.0%) 27.0% 24.3% 2.7%	Q4	Net Chg. +907 +986 (79) +157 (236) (35) (271) (97) (18) (156) (4.6%) (0.9%) (3.7%)

## Segmented Information (Cumulative / Quarterly)

Segmented Information	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)	02/2022	02/2022	02/2022	02/2022	02/2023	02/2023	02/2023	02/2023	Net Chg.
Japan	4,537	9,053	13,843	18,385	4,738	9,624	14,629	-	+786
China	830	1,677	2,612	3,625	854	1,737	2,813	-	+201
Southeast / South Asia	1,080	2,205	3,345	4,501	1,276	2,726	4,274	-	+929
North America	209	432	615	789	182	436	762	-	+147
Sales	6,656	13,366	20,415	27,300	7,050	14,523	22,479	-	+2,064
Japan	325	558	837	805	104	143	161	-	(676)
China	113	235	327	432	48	95	205	-	(122)
Southeast / South Asia	50	63	102	86	24	41	86	-	(16)
North America	35	76	101	107	14	32	78	-	(23)
Segment Profit	523	932	1,367	1,431	189	311	531	-	(836)
Adjustments	(3)	(9)	7	4	11	(16)	(20)	-	(27)
Operating Profit	520	923	1,375	1,434	201	295	511	-	(864)
Japan	7.2%	6.2%	6.0%	4.4%	2.2%	1.5%	1.1%	-	(4.9%)
China	13.6%	14.0%	12.5%	11.9%	5.6%	5.5%	7.3%	-	(5.2%)
Southeast / South Asia	4.6%	2.9%	3.0%	1.9%	1.9%	1.5%	2.0%	-	(1.0%)
North America	16.7%	17.6%	16.4%	13.6%	7.7%	7.3%	10.2%	-	(6.2%)
Segment Profit Margin	7.9%	7.0%	6.7%	5.2%	2.7%	2.1%	2.4%	-	(4.3%)
Adjustments	(0.0%)	(0.1%)	0.0%	0.0%	0.2%	(0.1%)	(0.1%)	-	(0.1%)
Operating Profit Margin	7.8%	6.9%	6.7%	5.3%	2.9%	2.0%	2.3%	-	(4.5%)
Segmented Information	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)	02/2022	02/2022	02/2022	02/2022	02/2023	02/2023	02/2023	02/2023	Net Chg.
Japan	4.507								
	4,537	4,516	4,790	4,542	4,738	4,886	5,005	-	+215
China	4,537 830	4,516 847	4,790 935	4,542 1,013	4,738 854		5,005 1,076	- 1	
	,	,	,	,		4,886	•	-	+141
China	830	847	935	1,013	854	4,886 883	1,076	-	+141 +408
China Southeast / South Asia	830 1,080 209 <b>6,656</b>	847 1,125	935 1,140	1,013 1,156	854 1,276	4,886 883 1,450	1,076 1,548	:	+141 +408 +143
China Southeast / South Asia North America Sales Japan	830 1,080 209 <b>6,656</b> 325	847 1,125 223 <b>6,710</b> 233	935 1,140 183 <b>7,049</b> 279	1,013 1,156 174 <b>6,885</b> (32)	854 1,276 182 <b>7,050</b>	4,886 883 1,450 254 <b>7,473</b>	1,076 1,548 326 <b>7,956</b>	:	+141 +408 +143 <b>+907</b> (261)
China Southeast / South Asia North America Sales	830 1,080 209 <b>6,656</b>	847 1,125 223 <b>6,710</b>	935 1,140 183 <b>7,049</b>	1,013 1,156 174 <b>6,885</b>	854 1,276 182 <b>7,050</b>	4,886 883 1,450 254 <b>7,473</b>	1,076 1,548 326 <b>7,956</b>	- - - - - -	+141 +408 +143 <b>+907</b> (261)
China Southeast / South Asia North America Sales Japan	830 1,080 209 <b>6,656</b> 325	847 1,125 223 <b>6,710</b> 233	935 1,140 183 <b>7,049</b> 279 92 39	1,013 1,156 174 <b>6,885</b> (32)	854 1,276 182 <b>7,050</b>	4,886 883 1,450 254 <b>7,473</b>	1,076 1,548 326 <b>7,956</b>	-	+141 +408 +143 <b>+907</b> (261) +18 +6
China Southeast / South Asia North America Sales Japan China	830 1,080 209 <b>6,656</b> 325 113	847 1,125 223 <b>6,710</b> 233 122	935 1,140 183 <b>7,049</b> 279 92	1,013 1,156 174 <b>6,885</b> (32) 105	854 1,276 182 <b>7,050</b> 104 48	4,886 883 1,450 254 <b>7,473</b> 39	1,076 1,548 326 <b>7,956</b> 18 110		+141 +408 +143 <b>+907</b> (261) +18
China Southeast / South Asia North America Sales Japan China Southeast / South Asia	830 1,080 209 <b>6,656</b> 325 113 50	847 1,125 223 <b>6,710</b> 233 122 13	935 1,140 183 <b>7,049</b> 279 92 39	1,013 1,156 174 <b>6,885</b> (32) 105 (16)	854 1,276 182 <b>7,050</b> 104 48 24	4,886 883 1,450 254 <b>7,473</b> 39 47	1,076 1,548 326 <b>7,956</b> 18 110 45		+141 +408 +143 <b>+907</b> (261) +18 +6 +21
China Southeast / South Asia North America  Sales  Japan China Southeast / South Asia North America	830 1,080 209 <b>6,656</b> 325 113 50 35	847 1,125 223 <b>6,710</b> 233 122 13	935 1,140 183 <b>7,049</b> 279 92 39 25	1,013 1,156 174 <b>6,885</b> (32) 105 (16) 6	854 1,276 182 <b>7,050</b> 104 48 24 14	4,886 883 1,450 254 <b>7,473</b> 39 47 17	1,076 1,548 326 <b>7,956</b> 18 110 45 46		+141 +408 +143 +907 (261) +18 +6 +21 (215)
China Southeast / South Asia North America  Sales  Japan China Southeast / South Asia North America  Segment Profit	830 1,080 209 <b>6,656</b> 325 113 50 35 <b>523</b>	847 1,125 223 <b>6,710</b> 233 122 13 41 <b>409</b>	935 1,140 183 <b>7,049</b> 279 92 39 25 <b>435</b>	1,013 1,156 174 <b>6,885</b> (32) 105 (16) 6	854 1,276 182 <b>7,050</b> 104 48 24 14 <b>189</b>	4,886 883 1,450 254 <b>7,473</b> 39 47 17 18	1,076 1,548 326 <b>7,956</b> 18 110 45 46 <b>220</b>	- - - - - - - - - -	+141 +408 +143 +907 (261) +18 +6 +21 (215)
China Southeast / South Asia North America  Sales  Japan China Southeast / South Asia North America  Segment Profit Adjustments	830 1,080 209 <b>6,656</b> 325 113 50 35 <b>523</b> (3) <b>520</b>	847 1,125 223 <b>6,710</b> 233 122 13 41 <b>409</b> (6) <b>403</b> 5.2%	935 1,140 183 7,049 279 92 39 25 435 16 452 5.8%	1,013 1,156 174 6,885 (32) 105 (16) 6 64 (3) 59	854 1,276 182 <b>7,050</b> 104 48 24 14 <b>189</b> 11 <b>201</b>	4,886 883 1,450 254 <b>7,473</b> 39 47 17 18 <b>122</b> (27) <b>94</b>	1,076 1,548 326 7,956 18 110 45 46 220 (4) 216	-	+141 +408 +143 +907 (261) +18 +6 +21 (215) (20) (236)
China Southeast / South Asia North America  Sales  Japan China Southeast / South Asia North America  Segment Profit Adjustments  Operating Profit  Japan China	830 1,080 209 <b>6,656</b> 325 113 50 35 <b>523</b> (3) <b>520</b> 7.2%	847 1,125 223 <b>6,710</b> 233 122 13 41 <b>409</b> (6) <b>403</b> 5.2% 14.4%	935 1,140 183 7,049 279 92 39 25 435 16 452 5.8% 9.8%	1,013 1,156 174 6,885 (32) 105 (16) 6 64 (3) 59 (0.7%) 10.4%	854 1,276 182 <b>7,050</b> 104 48 24 14 <b>189</b> 11 <b>201</b> 2.2% 5.6%	4,886 883 1,450 254 <b>7,473</b> 39 47 17 18 <b>122</b> (27) <b>94</b> 0.8% 5.3%	1,076 1,548 326 7,956 18 110 45 46 220 (4) 216 0.4% 10.2%	-	+141 +408 +143 +907 (261) +18 +6 +21 (215) (20) (236) (5.5%) +0.4%
China Southeast / South Asia North America  Sales  Japan China Southeast / South Asia North America  Segment Profit Adjustments  Operating Profit  Japan	830 1,080 209 <b>6,656</b> 325 113 50 35 <b>523</b> (3) <b>520</b>	847 1,125 223 <b>6,710</b> 233 122 13 41 <b>409</b> (6) <b>403</b> 5.2%	935 1,140 183 7,049 279 92 39 25 435 16 452 5.8%	1,013 1,156 174 6,885 (32) 105 (16) 6 64 (3) 59	854 1,276 182 <b>7,050</b> 104 48 24 14 <b>189</b> 11 <b>201</b>	4,886 883 1,450 254 <b>7,473</b> 39 47 17 18 <b>122</b> (27) <b>94</b>	1,076 1,548 326 7,956 18 110 45 46 220 (4) 216		+141 +408 +143 +907 (261) +18 +6 +21 (215) (20) (236) (5.5%) +0.4%
China Southeast / South Asia North America  Sales  Japan China Southeast / South Asia North America  Segment Profit Adjustments  Operating Profit  Japan China	830 1,080 209 <b>6,656</b> 325 113 50 35 <b>523</b> (3) <b>520</b> 7.2% 13.6% 4.6% 16.7%	847 1,125 223 <b>6,710</b> 233 122 13 41 <b>409</b> (6) <b>403</b> 5.2% 14.4%	935 1,140 183 7,049 279 92 39 25 435 16 452 5.8% 9.8%	1,013 1,156 174 6,885 (32) 105 (16) 6 64 (3) 59 (0.7%) 10.4%	854 1,276 182 <b>7,050</b> 104 48 24 14 <b>189</b> 11 <b>201</b> 2.2% 5.6%	4,886 883 1,450 254 <b>7,473</b> 39 47 17 18 <b>122</b> (27) <b>94</b> 0.8% 5.3%	1,076 1,548 326 7,956 18 110 45 46 220 (4) 216 0.4% 10.2%		+141 +408 +143 +907 (261) +18 +6 +21 (215) (20) (236) (5.5%) +0.4% (0.5%)
China Southeast / South Asia North America  Sales  Japan China Southeast / South Asia North America  Segment Profit Adjustments Operating Profit  Japan China Southeast / South Asia	830 1,080 209 <b>6,656</b> 325 113 50 35 <b>523</b> (3) <b>520</b> 7.2% 13.6% 4.6%	847 1,125 223 <b>6,710</b> 233 122 13 41 <b>409</b> (6) <b>403</b> 5.2% 14.4% 1.2%	935 1,140 183 7,049 279 92 39 25 435 16 452 5.8% 9.8% 3.4%	1,013 1,156 174 6,885 (32) 105 (16) 6 64 (3) 59 (0.7%) 10.4% (1.4%)	854 1,276 182 <b>7,050</b> 104 48 24 14 <b>189</b> 11 <b>201</b> 2.2% 5.6% 1.9%	4,886 883 1,450 254 <b>7,473</b> 39 47 17 18 <b>122</b> (27) <b>94</b> 0.8% 5.3% 1.2%	1,076 1,548 326 7,956 18 110 45 46 220 (4) 216 0.4% 10.2% 2.9%	-	+141 +408 +143 +907 (261) +18 +6 +21 (215) (20) (236) (5.5%) +0.4%
China Southeast / South Asia North America  Sales  Japan China Southeast / South Asia North America  Segment Profit Adjustments Operating Profit  Japan China Southeast / South Asia North America	830 1,080 209 <b>6,656</b> 325 113 50 35 <b>523</b> (3) <b>520</b> 7.2% 13.6% 4.6% 16.7%	847 1,125 223 <b>6,710</b> 233 122 13 41 <b>409</b> (6) <b>403</b> 5.2% 14.4% 1.2%	935 1,140 183 7,049 279 92 39 25 435 16 452 5.8% 9.8% 3.4% 13.7%	1,013 1,156 174 6,885 (32) 105 (16) 6 64 (3) 59 (0.7%) 10.4% (1.4%) 3.4%	854 1,276 182 7,050 104 48 24 14 189 11 201 2.2% 5.6% 1.9% 7.7%	4,886 883 1,450 254 <b>7,473</b> 39 47 17 18 <b>122</b> (27) <b>94</b> 0.8% 5.3% 1.2% 7.1%	1,076 1,548 326 7,956 18 110 45 46 220 (4) 216 0.4% 10.2% 2.9% 14.1%		+215 +141 +408 +143 +907 (261) +18 +6 +21 (215) (206) (5.5%) +0.4% (0.5%) +0.4% (3.4%) (0.3%)

## Sales by Business Division (Cumulative / Quarterly)

Sales by Business Division	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)	02/2022	02/2022	02/2022	02/2022	02/2023	02/2023	02/2023	02/2023	Net Chg.
Functional Fluids	3,083	6,341	9,687	13,021	3,420	7,027	11,081	-	+1,394
Synthetic Lubricants	503	1,033	1,529	1,974	502	991	1,381	-	(148)
Liquid Paraffines & Sulfonates	807	1,672	2,579	3,480	902	1,855	2,849	-	+270
Hot Melt Adhesives	1,671	3,325	5,086	6,785	1,809	3,754	5,801	-	+715
Energy Device Materials	57	128	198	237	45	84	128	-	(70)
Other	528	859	1,328	1,794	372	812	1,239	-	(89)
Chemical Business	6,648	13,358	20,407	27,292	7,050	14,523	22,479	-	+2,072
Rental Building Business	8	8	8	8	-	-	-	-	(8)
Sales	6,656	13,366	20,415	27,300	7,050	14,523	22,479	-	+2,064
Functional Fluids	+25.1%	+36.5%	+27.2%	+23.2%	+10.9%	+10.8%	+14.4%	-	-
Synthetic Lubricants	(4.3%)	+12.6%	+7.0%	+5.5%	(0.1%)	(4.1%)	(9.7%)	-	-
Liquid Paraffines & Sulfonates	(6.4%)	(3.9%)	+2.6%	+2.8%	+11.9%	+11.0%	+10.5%	-	-
Hot Melt Adhesives	+2.8%	+0.7%	+0.5%	(0.3%)	+8.2%	+12.9%	+14.1%	-	-
Energy Device Materials	+159.6%	+202.2%	+149.4%	+109.9%	(21.3%)	(34.5%)	(35.1%)	-	-
Other	+41.8%	+27.3%	+7.8%	+6.6%	(29.5%)	(5.4%)	(6.7%)	-	-
Chemical Business	+13.2%	+18.0%	+13.8%	+11.7%	+5.9%	+8.7%	+10.2%	-	-
Rental Building Business	(36.7%)	(68.3%)	(78.9%)	(84.2%)	-		-	-	-
Sales (YoY)	+13.1%	+17.8%	+13.6%	+11.5%	+5.9%	+8.7%	+10.1%	-	
Functional Fluids	46.3%	47.4%	47.5%	47.7%	48.5%	48.4%	49.3%	-	-
Synthetic Lubricants	7.6%	7.7%	7.5%	7.2%	7.1%	6.8%	6.1%	-	-
Liquid Paraffines & Sulfonates	12.1%	12.5%	12.6%	12.7%	12.8%	12.8%	12.7%	-	-
Hot Melt Adhesives	25.1%	24.9%	24.9%	24.9%	25.7%	25.8%	25.8%	-	-
Energy Device Materials	0.9%	1.0%	1.0%	0.9%	0.6%	0.6%	0.6%	-	-
Other	7.9%	6.4%	6.5%	6.6%	5.3%	5.6%	5.5%	-	-
Chemical Business	99.9%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%	-	-
Rental Building Business	0.1%	0.1%	0.0%	0.0%	-			-	-
Sales (Composition Ratio)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-	
Sales by Business Division	Cons.Act	Cons.Act	Cons. Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	V-V
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	Q1 02/2022	Q2 02/2022	Q3 02/2022	Q4 02/2022	Q1 02/2023	Q2 02/2023	Q3 02/2023		Net Chg.
(Million Yen) Functional Fluids	Q1 02/2022 3,083	Q2 02/2022 3,258	Q3 02/2022 3,346	Q4 02/2022 3,334	Q1 02/2023 3,420	<b>Q2 02/2023</b> 3,607	Q3 02/2023 4,054	Q4	Net Chg. +708
(Million Yen) Functional Fluids Synthetic Lubricants	Q1 02/2022 3,083 503	Q2 02/2022 3,258 530	Q3 02/2022 3,346 496	Q4 02/2022 3,334 445	Q1 02/2023 3,420 502	<b>Q2 02/2023</b> 3,607 489	Q3 02/2023 4,054 390	Q4	Net Chg. +708 (106)
(Million Yen) Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates	Q1 02/2022 3,083 503 807	Q2 02/2022 3,258 530 865	Q3 02/2022 3,346 496 907	Q4 02/2022 3,334 445 901	Q1 02/2023 3,420 502 902	<b>Q2 02/2023</b> 3,607 489 953	<b>Q3</b> 02/2023 4,054 390 994	Q4	Net Chg. +708 (106) +87
(Million Yen) Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives	Q1 02/2022 3,083 503 807 1,671	Q2 02/2022 3,258 530 865 1,654	Q3 02/2022 3,346 496 907 1,761	Q4 02/2022 3,334 445 901 1,699	Q1 02/2023 3,420 502 902 1,809	Q2 02/2023 3,607 489 953 1,945	Q3 02/2023 4,054 390 994 2,047	Q4	Net Chg. +708 (106) +87 +286
(Million Yen)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials	Q1 02/2022 3,083 503 807 1,671 57	Q2 02/2022 3,258 530 865 1,654 71	Q3 02/2022 3,346 496 907 1,761 70	Q4 02/2022 3,334 445 901 1,699 39	Q1 02/2023 3,420 502 902 1,809 45	Q2 02/2023 3,607 489 953 1,945 39	Q3 02/2023 4,054 390 994 2,047 44	Q4	Net Chg. +708 (106) +87 +286 (26)
(Million Yen)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other	Q1 02/2022 3,083 503 807 1,671 57 528	Q2 02/2022 3,258 530 865 1,654 71 331	Q3 02/2022 3,346 496 907 1,761 70 469	Q4 02/2022 3,334 445 901 1,699 39 466	Q1 02/2023 3,420 502 902 1,809 45 372	Q2 02/2023 3,607 489 953 1,945 39 440	Q3 02/2023 4,054 390 994 2,047 44 427	Q4	Net Chg. +708 (106) +87 +286 (26) (42)
(Million Yen)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business	Q1 02/2022 3,083 503 807 1,671 57 528 6,648	Q2 02/2022 3,258 530 865 1,654 71	Q3 02/2022 3,346 496 907 1,761 70	Q4 02/2022 3,334 445 901 1,699 39	Q1 02/2023 3,420 502 902 1,809 45	Q2 02/2023 3,607 489 953 1,945 39	Q3 02/2023 4,054 390 994 2,047 44	Q4	Net Chg. +708 (106) +87 +286 (26)
(Million Yen)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business	Q1 02/2022 3,083 503 807 1,671 57 528 6,648	Q2 02/2022 3,258 530 865 1,654 71 331 6,710	Q3 02/2022 3,346 496 907 1,761 70 469 7,049	Q4 02/2022 3,334 445 901 1,699 39 466 6,885	Q1 02/2023 3,420 502 902 1,809 45 372 7,050	Q2 02/2023 3,607 489 953 1,945 39 440 7,473	Q3 02/2023 4,054 390 994 2,047 44 427 7,956	Q4	Net Chg. +708 (106) +87 +286 (26) (42) +907
(Million Yen)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8	Q2 02/2022 3,258 530 865 1,654 71 331 6,710	Q3 02/2022 3,346 496 907 1,761 70 469 7,049	Q4 02/2022 3,334 445 901 1,699 39 466 6,885	Q1 02/2023 3,420 502 902 1,809 45 372 7,050	Q2 02/2023 3,607 489 953 1,945 39 440 7,473	Q3 02/2023 4,054 390 994 2,047 44 427 7,956	Q4	Net Chg. +708 (106) +87 +286 (26) (42)
(Million Yen)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales Functional Fluids	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2%	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 +12.7%	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9%	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7%	Q3 02/2023 4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2%	Q4	Net Chg. +708 (106) +87 +286 (26) (42) +907
(Million Yen)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales  Functional Fluids Synthetic Lubricants	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25.1% (4.3%)	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2%	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%)	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9% (0.1%)	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%)	Q3 02/2023 4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%)	Q4	Net Chg. +708 (106) +87 +286 (26) (42) +907
Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25.1% (4.3%) (6.4%)	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2% (1.4%)	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%) +17.0%	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2% +3.4%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9% (0.1%) +11.9%	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%) +10.2%	Q3 02/2023 4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%) +9.6%	Q4	Net Chg. +708 (106) +87 +286 (26) (42) +907
Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25.1% (4.3%) (6.4%) +2.8%	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2% (1.4%) (1.3%)	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%) +17.0% +0.2%	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2% +3.4% (2.9%)	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9% (0.1%) +11.9% +8.2%	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%) +10.2% +17.6%	Q3 02/2023 4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%) +9.6% +16.2%	Q4	Net Chg. +708 (106) +87 +286 (26) (42) +907
(Million Yen)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25,1% (4.3%) (6.4%) +2.8% +159.6%	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2% (1.4%) (1.3%) +255.0%	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%) +17.0% +0.2% +89.2%	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2% +3.4% (2.9%) +14.7%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9% (0.1%) +11.9% +8.2% (21.3%)	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%) +10.2% +17.6% (45.1%)	Q3 02/2023 4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%) +9.6% +16.2% (37.1%)	Q4	Net Chg. +708 (106) +87 +286 (26) (42) +907
Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25.1% (4.3%) (6.4%) +2.8% +159.6% +41.8%	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2% (1.4%) (1.3%) +255.0% +9.2%	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%) +17.0% +0.2% +89.2% (15.8%)	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2% +3.4% (2.9%) +14.7% +3.6%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9% (0.1%) +11.9% +8.2% (21.3%) (29.5%)	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%) +10.2% +17.6% (45.1%) +32.9%	Q3 02/2023 4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%) +9.6% +16.2% (37.1%) (9.0%)	Q4	Net Chg. +708 (106) +87 +286 (26) (42) +907
Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25.1% (4.3%) (6.4%) +2.8% +159.6% +41.8% +13.2%	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2% (1.4%) (1.3%) +255.0% +9.2% +23.1%	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%) +17.0% +0.2% +89.2%	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2% +3.4% (2.9%) +14.7%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9% (0.1%) +11.9% +8.2% (21.3%)	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%) +10.2% +17.6% (45.1%) +32.9% +11.4%	Q3 02/2023 4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%) +9.6% +16.2% (37.1%)	Q4	Net Chg. +708 (106) +87 +286 (26) (42) +907
Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25.1% (4.3%) (6.4%) +2.8% +159.6% +41.8% +13.2% (36.7%)	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2% (1.4%) (1.3%) +255.0% +9.2% +23.1%	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%) +17.0% +0.2% +89.2% (15.8%) +6.7%	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2% +3.4% (2.9%) +14.7% +3.6% +6.0%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9% (0.1%) +11.9% +8.2% (21.3%) (29.5%) +5.9%	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%) +10.2% +17.6% (45.1%) +32.9% +11.4%	Q3 02/2023 4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%) +9.6% +16.2% (37.1%) (9.0%) +12.9%	Q4	Net Chg. +708 (106) +87 +286 (26) (42) +907
Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales Sales Functional Fluids	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25.1% (4.3%) (6.4%) +2.8% +159.6% +41.8% +13.2% (36.7%) +13.1%	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2% (1.4%) (1.3%) +255.0% +23.1% - +22.8%	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%) +17.0% +0.2% +89.2% (15.8%) +6.7% - +6.5%	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2% +3.4% (2.9%) +14.7% +3.6% +6.0% - +5.7%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 (0.1%) +11.9% +8.2% (21.3%) (29.5%) +5.9%	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%) +10.2% +17.6% (45.1%) +32.9% +11.4%	Q3 02/2023 4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%) +9.6% +16.2% (37.1%) (9.0%) +12.9% - +12.9%	Q4	Net Chg. +708 (106) +87 +286 (26) (42) +907
(Million Yen)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales (YoY) Functional Fluids	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25.1% (4.3%) (6.4%) +2.8% +159.6% +41.8% +13.2% (36.7%) +13.1%	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2% (1.4%) (1.3%) +255.0% +9.2% +23.1% - +22.8% 48.6%	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%) +17.0% +0.2% (15.8%) +6.7% - +6.5%	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2% +3.4% (2.9%) +14.7% +3.6% +6.0% - +5.7% 48.4%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9% (0.1%) +11.9% +8.2% (21.3%) (29.5%) +5.9% 48.5%	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%) +10.2% +17.6% (45.1%) +32.9% +11.4% 48.3%	Q3 02/2023 4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%) +9.6% +16.2% (37.1%) (9.0%) +12.9% 51.0%	Q4	Net Chg. +708 (106) +87 +286 (26) (42) +907
(Million Yen)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other  Chemical Business Rental Building Business  Sales  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other  Chemical Business Rental Building Business  Sales (YoY)  Functional Fluids Synthetic Lubricants	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25.1% (4.3%) (6.4%) +2.8% +159.6% +41.8% +13.2% (36.7%) +13.1% 46.3% 7.6%	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2% (1.4%) (1.3%) +255.0% +9.2% +23.1% - +22.8% 48.6% 7.9%	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%) +17.0% +0.2% (15.8%) +6.7% - +6.5% 47.5% 7.0%	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2% +3.4% (2.9%) +14.7% +3.6% +6.0% - +5.7% 48.4% 6.5%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9% (0.1%) +11.9% +8.2% (21.3%) (29.5%) +5.9% 48.5% 7.1%	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%) +10.2% +17.6% (45.1%) +32.9% +11.4% 48.3% 6.5%	Q3 02/2023 4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%) +9.6% +16.2% (37.1%) (9.0%) +12.9% 51.0% 4.9%	Q4	+708 (106) +87 +286 (26) (42) +907
(Million Yen)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other  Chemical Business Rental Building Business  Sales  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other  Chemical Business Rental Building Business  Sales (YoY)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25.1% (4.3%) (6.4%) +2.8% +159.6% +41.8% +13.2% (36.7%) +13.1% 46.3% 7.6% 12.1%	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2% (1.4%) (1.3%) +255.0% +9.2% +23.1% - +22.8% 48.6% 7.9% 12.9%	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%) +17.0% +0.2% (15.8%) +6.7% - +6.5% 47.5% 7.0% 12.9%	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2% +3.4% (2.9%) +14.7% +3.6% +6.0% - +5.7% 48.4% 6.5% 13.1%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9% (0.1%) +11.9% +8.2% (21.3%) (29.5%) +5.9% 48.5% 7.1% 12.8%	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%) +10.2% +17.6% (45.1%) +32.9% +11.4% 48.3% 6.5% 12.8%	Q3 02/2023 4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%) +9.6% +16.2% (37.1%) (9.0%) +12.9% 51.0% 4.9% 12.5%	Q4	+708 (106) +87 +286 (26) (42) +907
Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales (YoY)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25.1% (4.3%) (6.4%) +2.8% +159.6% +41.8% +13.2% (36.7%) +13.1% 46.3% 7.6% 12.1% 25.1%	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2% (1.4%) (1.3%) +255.0% +9.2% +23.1% - +22.8% 48.6% 7.9% 12.9% 24.6%	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%) +17.0% +0.2% (15.8%) +6.7% - +6.5% 47.5% 7.0% 12.9% 25.0%	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2% +3.4% (2.9%) +14.7% +3.6% +6.0% - +5.7% 48.4% 6.5% 13.1% 24.7%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9% (0.1%) +11.9% +8.2% (21.3%) (29.5%) +5.9% 48.5% 7.1% 12.8% 25.7%	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%) +10.2% +17.6% (45.1%) +32.9% +11.4% 48.3% 6.5% 12.8% 26.0%	Q3 02/2023  4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%) +9.6% +16.2% (37.1%) (9.0%) +12.9% 51.0% 4.9% 12.5% 25.7%	Q4	+708 (106) +87 +286 (26) (42) +907
Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales (YoY)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales (YoY)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25.1% (4.3%) (6.4%) +2.8% +159.6% +41.8% +13.2% (36.7%) +13.1% 46.3% 7.6% 12.1% 25.1% 0.9%	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2% (1.4%) (1.3%) +255.0% +9.2% +23.1% - +22.8% 48.6% 7.9% 12.9% 24.6% 1.1%	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%) +17.0% +0.2% (15.8%) +6.7% - +6.5% 47.5% 7.0% 12.9% 25.0% 1.0%	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2% +3.4% (2.9%) +14.7% +3.6% +6.0% - +5.7% 48.4% 6.5% 13.1% 24.7% 0.6%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9% (0.1%) +11.9% +8.2% (21.3%) (29.5%) +5.9% 48.5% 7.1% 12.8% 25.7% 0.6%	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%) +10.2% +17.6% (45.1%) +32.9% +11.4% 48.3% 6.5% 12.8% 26.0% 0.5%	Q3 02/2023  4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%) +9.6% +16.2% (37.1%) (9.0%) +12.9% 51.0% 4.9% 12.5% 25.7% 0.6%	Q4	+708 (106) +87 +286 (26) (42) +907
Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales (YoY)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales (YoY)	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25.1% (4.3%) (6.4%) +2.8% +159.6% +41.8% +13.2% (36.7%) +13.1% 46.3% 7.6% 12.1% 25.1% 0.9% 7.9%	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2% (1.4%) (1.3%) +255.0% +9.2% +23.1% - +22.8% 48.6% 7.9% 12.9% 24.6% 1.1% 4.9%	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%) +17.0% +0.2% (15.8%) +6.7% - +6.5% 47.5% 7.0% 12.9% 25.0% 1.0% 6.7%	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2% +3.4% (2.9%) +14.7% +3.6% +6.0% - +5.7% 48.4% 6.5% 13.1% 24.7% 0.6% 6.8%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9% (0.1%) +11.9% +8.2% (21.3%) (29.5%) +5.9% 48.5% 7.1% 12.8% 25.7% 0.6% 5.3%	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%) +10.2% +17.6% (45.1%) +32.9% +11.4% 48.3% 6.5% 12.8% 26.0% 0.5% 5.9%	Q3 02/2023  4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%) +9.6% +16.2% (37.1%) (9.0%) +12.9% 51.0% 4.9% 12.5% 25.7% 0.6% 5.4%	Q4	Net Chg. +708 (106) +87 +286 (26) (42) +907
Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales (YoY)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Sales (YoY)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25.1% (4.3%) (6.4%) +2.8% +159.6% +41.8% +13.2% (36.7%) +13.1% 46.3% 7.6% 12.1% 25.1% 0.9% 7.9% 99.9%	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2% (1.4%) (1.3%) +255.0% +9.2% +23.1% - +22.8% 48.6% 7.9% 12.9% 24.6% 1.1%	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%) +17.0% +0.2% (15.8%) +6.7% - +6.5% 47.5% 7.0% 12.9% 25.0% 1.0%	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2% +3.4% (2.9%) +14.7% +3.6% +6.0% - +5.7% 48.4% 6.5% 13.1% 24.7% 0.6%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9% (0.1%) +11.9% +8.2% (21.3%) (29.5%) +5.9% 48.5% 7.1% 12.8% 25.7% 0.6%	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%) +10.2% +17.6% (45.1%) +32.9% +11.4% 48.3% 6.5% 12.8% 26.0% 0.5%	Q3 02/2023  4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%) +9.6% +16.2% (37.1%) (9.0%) +12.9% 51.0% 4.9% 12.5% 25.7% 0.6%	Q4	Net Chg. +708 (106) +87 +286 (26) (42) +907
Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales (YoY)  Functional Fluids Synthetic Lubricants Liquid Paraffines & Sulfonates Hot Melt Adhesives Energy Device Materials Other Chemical Business Rental Building Business Sales (YoY)	Q1 02/2022 3,083 503 807 1,671 57 528 6,648 8 6,656 +25.1% (4.3%) (6.4%) +2.8% +159.6% +41.8% +13.2% (36.7%) +13.1% 46.3% 7.6% 12.1% 25.1% 0.9% 7.9%	Q2 02/2022 3,258 530 865 1,654 71 331 6,710 - 6,710 +49.2% +35.2% (1.4%) (1.3%) +255.0% +9.2% +23.1% - +22.8% 48.6% 7.9% 12.9% 24.6% 1.1% 4.9%	Q3 02/2022 3,346 496 907 1,761 70 469 7,049 - 7,049 +12.7% (2.9%) +17.0% +0.2% (15.8%) +6.7% - +6.5% 47.5% 7.0% 12.9% 25.0% 1.0% 6.7%	Q4 02/2022 3,334 445 901 1,699 39 466 6,885 - 6,885 +13.1% +0.2% +3.4% (2.9%) +14.7% +3.6% +6.0% - +5.7% 48.4% 6.5% 13.1% 24.7% 0.6% 6.8%	Q1 02/2023 3,420 502 902 1,809 45 372 7,050 - 7,050 +10.9% (0.1%) +11.9% +8.2% (21.3%) (29.5%) +5.9% 48.5% 7.1% 12.8% 25.7% 0.6% 5.3%	Q2 02/2023 3,607 489 953 1,945 39 440 7,473 - 7,473 +10.7% (7.7%) +10.2% +17.6% (45.1%) +32.9% +11.4% 48.3% 6.5% 12.8% 26.0% 0.5% 5.9%	Q3 02/2023  4,054 390 994 2,047 44 427 7,956 - 7,956 +21.2% (21.4%) +9.6% +16.2% (37.1%) (9.0%) +12.9% 51.0% 4.9% 12.5% 25.7% 0.6% 5.4%	Q4	Net Chg.  +708 (106) +87 +286 (26) (42) +907

## **Balance Sheet (Quarterly)**

Balance Sheet	Cons.Act								
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	02/2022	02/2022	02/2022	02/2022	02/2023	02/2023	02/2023	02/2023	Net Chg.
Cash and Deposit	4,521	3,988	4,090	4,001	3,812	4,166	4,172	-	+82
Accounts Receivables	6,479	6,337	6,800	6,844	7,046	7,524	7,831	-	+1,031
Inventory	4,665	4,869	5,043	5,326	5,727	6,102	6,311	-	+1,268
Other	545	413	343	436	580	493	614	-	+271
Current Assets	16,210	15,607	16,276	16,607	17,165	18,285	18,928	-	+2,652
Tangible Assets	7,811	7,842	7,954	8,304	8,330	8,395	8,537	-	+583
Intangible Assets	742	706	672	633	614	649	643	-	(29)
Investments and Other Assets	3,238	3,182	3,320	3,465	3,583	3,764	3,820	-	+500
Fixed Assets	11,791	11,730	11,947	12,401	12,527	12,808	13,001	-	+1,054
Total Assets	28,001	27,337	28,223	29,008	29,691	31,092	31,929	-	+3,706
Accounts Payables	3,925	3,762	4,151	4,308	4,419	4,926	5,173	-	+1,022
Short-Term Debt	1,119	566	553	560	857	1,546	1,549	-	+996
Other	2,223	2,065	2,453	2,392	2,052	1,611	2,245	-	(208)
Current Liabilities	7,267	6,393	7,157	7,260	7,328	8,083	8,967	-	+1,810
Long-Term Debt	660	545	430	350	457	382	307	-	(123)
Other	568	587	590	847	785	910	834	-	+244
Fixed Liabilities	1,228	1,132	1,020	1,197	1,242	1,292	1,141	-	+121
Total Liabilities	8,495	7,525	8,178	8,457	8,570	9,375	10,108	-	+1,930
Shareholders' Equity	16,697	16,966	17,150	17,227	17,357	17,361	17,392	-	+242
Other	2,809	2,846	2,896	3,324	3,764	4,356	4,428	-	+1,532
Net Assets	19,506	19,812	20,046	20,551	21,121	21,717	21,820	-	+1,774
Total Liabilities & Net Assets	28,001	27,337	28,223	29,008	29,691	31,092	31,929	-	+3,706
Equity Capital	17,096	17,381	17,586	17,962	18,492	18,945	19,016	-	+1,430
Interest Bearing Debt	1,779	1,111	983	910	1,314	1,928	1,856	-	+873
Net Debt	(2,742)	(2,877)	(3,107)	(3,091)	(2,498)	(2,238)	(2,316)	-	+791
Equity Ratio	61.1%	63.6%	62.3%	61.9%	62.3%	60.9%	59.6%	-	-
Net Debt Equity Ratio	(16.0%)	(16.6%)	(17.7%)	(17.2%)	(13.5%)	(11.8%)	(12.2%)	-	-
ROE (12 months)	10.0%	12.0%	11.7%	10.7%	5.8%	5.2%	4.4%	-	-
ROA (12 months)	6.2%	7.9%	7.7%	7.1%	6.1%	5.8%	4.7%	-	-
Days for Inventory Turnover	98	98	95	98	104	101	99	-	-
Quick Ratio	151%	162%	152%	149%	148%	145%	134%	-	-
Current Ratio	223%	244%	227%	229%	234%	226%	211%	-	-

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)	02/2022	02/2022	02/2022	02/2022	02/2023	02/2023	02/2023	02/2023	Net Chg.
Operating Cash Flow	-	1,327	-	2,333	-	535	-	-	-
Investing Cash Flow	-	1,043	-	603	-	(718)	-	-	-
Operating Cash Flow and Investing Cash Flow	-	2,370	-	2,936	-	(183)	-	-	-
Financing Cash Flow	-	(2,504)	-	(2,937)	-	487	-	-	-

### 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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