Walden Research Japan

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MORESCO (5018)

Consolidated Fiscal Year (Million Yen)		Sales	Operating Profit	Recurring Profit	Profit Attributable to Owners of Parent	EPS (Yen)	DPS (Yen)	BPS (Yen)
FY02/2022		27,300	1,434	2,011	1,808	192.76	40.00	1,914.94
FY02/2023		30,333	523	1,046	615	66.19	40.00	2,008.49
FY02/2024CoE		34,500	1,400	1,600	700	75.83	45.00	-
FY02/2023	YoY	11.1%	(63.5%)	(48.0%)	(66.0%)	-	-	-
FY02/2024CoE	YoY	13.7%	167.7%	53.0%	13.9%	-	-	-
Consolidated Quarter		Sales	Operating	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)		Sales	Profit	Profit	Owners of Parent	(Yen)	(Yen)	(Yen)
Q1 FY02/2023		7,050	201	471	317	-	-	-
Q2 FY02/2023		7,473	94	375	187	-	-	-
Q3 FY02/2023		7,956	216	298	215	-	-	-
Q4 FY02/2023		7,854	12	(98)	_(104)			
Q1 FY02/2024		7,596	257	395	224	-	-	
Q1 FY02/2024	YoY	7.7%	28.0%	(16.1%)	(29.5%)	-	-	-

Source: Company Data, WRJ Calculation

1.0 Results Update (12 July 2023)

Higher Selling Prices

On 12 July 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 FY02/2024 results. It has revealed that higher selling prices are beginning to contribute to the Company's performance. For FY02/2023, the Company's gross profit margin was on a sustained decline due to soaring raw material prices, which was followed by a recovery for Q1 on a quarterly basis. Although sales volume has rather declined compared to the same period of the previous year, the Company has made a steady progress in passing on higher purchase prices as a result of raw material price hikes in the past to selling prices, while the rise in purchase prices due to soaring raw material prices has begun to cease. Still, with respect to the performance for Q1, it has to be considered that the Company posted sales of a large-sized project associated with wastewater treatment equipment to have contributed to earnings in Japan. We are to obtain further details through a web interview with the Company's management, so that we should be able to update MORESCO (5018) Improvement of Business Environment (5 June 2023) 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

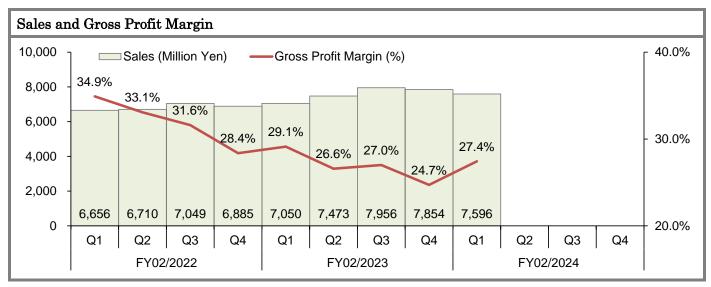
	Interrace Science Specialist							
Company Name	MORESCO Corporation							
	Company Website IR Information							
	IR Information							
	Share Price (Japanese)							
Established	27 October 1958							
Listing	20 October 2023 (scheduled): Tokyo Stock Exchange Standard Market							
	4 April 2022: Tokyo 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 May 2023)							
No. of Shares	9,696,500 shares, including 468,970 treasury shares (as of the end of May 2023)							
Main Features	• Independent (non-keiretsu) manufacturer of chemical goods, some 43%							
	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%, Cosmo Oil Lubricants 5.4%, MORESCO Employee Stock							
	Ownership Plan 4.4%, Master Trust Bank of Japan, T. 4.2% (as of the end of							
	February 2023, but for treasury shares)							
Head Office	Kobe-city, Hyogo-prefecture, JAPAN							
No. of Personnel	Consolidated: 784, Parent: 381 (as of the end of February 2023)							

Source: Company Data

3.0 Recent Trading and Prospects

Q1 FY02/2024

For Q1 FY02/2024, sales came in at ¥7,596m (up 7.7% YoY), operating profit ¥257m (up 28.0%), recurring profit ¥395m (down 16.1%) and profit attributable to owners of parent ¥224m (down 29.5%). At the non-operating level, there was a net decrease of ¥140m (from ¥210m to ¥70m) in foreign exchange gain compared to the same period of the previous year and this had a negative impact on recurring profit. Meanwhile, gross profit came in at ¥2,083m (up 1.5%) and SG&A expenses ¥1,826m (down 1.4%), implying gross profit margin of 27.4% (down 1.7% points) and SG&A ratio of 24.0% (down 2.2% points), having resulted in operating profit margin of 3.4% (up 0.5% points).

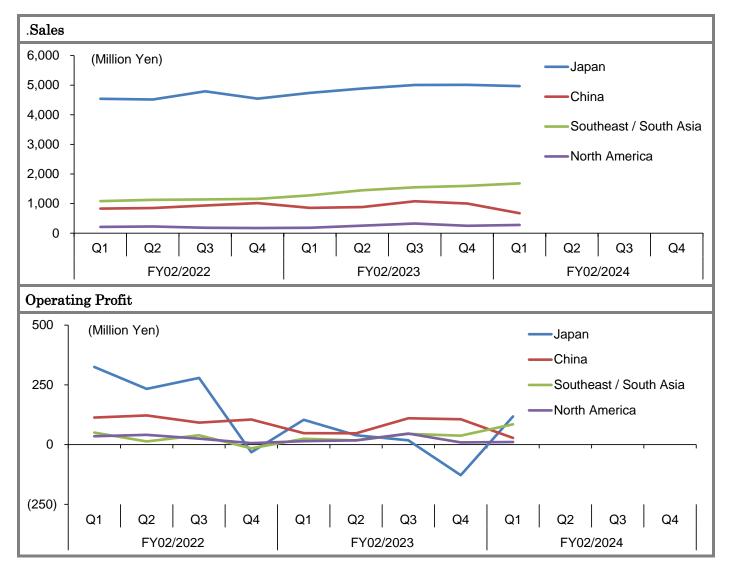


Source: Company Data, WRJ Calculation

The Company's sales volume has failed to increase compared to the same period of the previous year due to a decline in sales volume in Japan, the mainstay by region, while sales volume has declined also in China. With respect to Southeast / South Asia (Thailand, Indonesia and India) and North America, sales volume has increased compared to the same period of the prior year, but it was not sufficient enough to more than compensate for the weakness in Japan and China.

In Japan, the production volume of autos, the mainstay by application, increased significantly compared to the same period of the previous year, but it has been the case that the Company inevitably suffered from inventory adjustments at auto parts manufacturers to which it delivers functional fluids and other products. Meanwhile, in China, the production volume of autos declined compared to the same period of the previous year, having lowered rate of capacity utilization at local production facilities of Japanese auto parts manufacturers to which it delivers the above-mentioned products.

By the way, in Southeast / South Asia (Thailand, Indonesia and India), the Company has steadily captured increased demand as a result of increased local production volume of autos and seen an almost 50% increase in sales volume for hot melt adhesives mainly applied for hygiene materials (i.e., disposable diapers, etc.), according to the Company. Thus, the Company's operating profit was driven by the performance in Southeast / South Asia (Thailand, Indonesia and India) to a large extent.



Source: Company Data, WRJ Calculation

FY02/2024 Company Forecasts

FY02/2024 Company forecasts, announced on 11 April 2023, have remained unchanged, going for prospective sales of ¥34,500m (up 13.7% YoY), operating profit of ¥1,400m (up 167.7%), recurring profit of ¥1,600m (up 53.0%) and profit attributable to owners of parent of ¥700m (up 13.9%). By the way, the Company saw foreign exchange gain of ¥295m for FY02/2023, while Company forecasts do not assume any foreign exchange gain nor loss. Meanwhile, Company forecasts are going for operating profit margin of 4.1% (up 2.3% points). With respect to planned annual dividend, Company forecasts are going for ¥45.00 per share, implying payout ratio of 59.3%, comprising common dividend of ¥40.00, unchanged from FY02/2023, and commemorative dividend of ¥5.00 (for the 65th anniversary of foundation in October 2023) to be added for FY02/2024.

For Q1, the Company saw progress rate rather disappointing in sales and operating profit, i.e., 22.0% and 18.4%, respectively. However, the Company argues that the impact of higher selling prices will gradually expand as time goes by and thus Company forecasts assume ongoing improvement in performance for H2. Meanwhile, the concern is that the Company's sales volume has rather declined so far.

4.0 Financial Statements

Income Statement (Cumulative / Quarterly)

Income Statement	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)	02/2023	02/2023	02/2023	02/2023	02/2024	02/2024	02/2024	02/2024	Net Chg.
Sales	7,050	14,523	22,479	30,333	7,596	02/2024	02/2024	02/2024	+546
Cost of Sales	4,997	10,484	16,291	22,204	5,513	_	_		+516
Gross Profit	2,053	4,039	6,188	8,129	2,083	_	_		+30
SG&A Expenses	1,852	3,744	5,677	7,606	1,826	_	_		(26)
Operating Profit	201	295	511	523	257	_	_		+56
Non-Operating Balance	270	551	633	523	138				(132)
Recurring Profit	471	846	1,144	1,046	395	_			(76)
Extraordinary Balance	471	-	1,144	1,040	-				(70)
Profit before Income Taxes	471	846	1,144	1,046	395	_	_		(76)
Total Income Taxes	116	286	347	320	125				+9
Profit Attributable to Non-Controlling Interests	38	56	78	112	47				+9
Profit Attributable to Owners of Parent	317	504	719	615	224	_			(93)
Sales YoY	+5.9%	+8.7%	+10.1%	+11.1%	+7.7%				(93)
Operating Profit YoY	(61.4%)	(68.0%)	(62.8%)	(63.5%)	+28.0%	_	_		
Recurring Profit YoY	(34.7%)	(27.3%)	(34.0%)	(48.0%)	(16.1%)				
Profit Attributable to Owners of Parent YoY	(71.0%)	(62.9%)	(58.5%)	(66.0%)	(29.5%)				
Gross Profit Margin	29.1%	27.8%	27.5%	26.8%	27.4%				(1.7%)
SG&A Ratio	26.3%	25.8%	25.3%	25.1%	24.0%				(2.2%)
Operating Profit Margin	2.9%	2.0%	23.3%	1.7%	3.4%				+0.5%
	6.7%	5.8%	5.1%	3.4%	5.2%	_	-		(1.5%)
Recurring Profit Margin Profit Attributable to Owners of Parent Margin	4.5%	3.5%	3.1%	2.0%	2.9%				(1.5%)
Total Income Taxes / Profit before Income Taxes	24.6%	33.8%	30.3%	30.6%	31.6%				+7.0%
			Cons. Act			Comp Act	Cons.Act	Cons.Act	+1.070
Income Statement	Cons.Act	Cons.Act		Cons.Act	Cons.Act	Cons.Act			YoY
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY Net Cha
(Million Yen)	Q1 02/2023	Q2 02/2023	Q3 02/2023	Q4 02/2023	Q1 02/2024				Net Chg.
(Million Yen) Sales	Q1 02/2023 7,050	Q2 02/2023 7,473	Q3 02/2023 7,956	Q4 02/2023 7,854	Q1 02/2024 7,596	Q2	Q3	Q4	Net Chg. +546
(Million Yen) Sales Cost of Sales	Q1 02/2023 7,050 4,997	Q2 02/2023 7,473 5,487	Q3 02/2023 7,956 5,807	Q4 02/2023 7,854 5,913	Q1 02/2024 7,596 5,513	Q2	Q3	Q4	Net Chg. +546 +516
(Million Yen) Sales Cost of Sales Gross Profit	Q1 02/2023 7,050 4,997 2,053	Q2 02/2023 7,473 5,487 1,986	Q3 02/2023 7,956 5,807 2,149	Q4 02/2023 7,854 5,913 1,941	Q1 02/2024 7,596 5,513 2,083	Q2	Q3	Q4	Net Chg. +546 +516 +30
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses	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 02/2023 7,854 5,913 1,941 1,929	Q1 02/2024 7,596 5,513 2,083 1,826	Q2	Q3	Q4	+546 +516 +30 (26)
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit	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 02/2023 7,854 5,913 1,941 1,929 12	Q1 02/2024 7,596 5,513 2,083 1,826 257	Q2	Q3	Q4	+546 +516 +30 (26) +56
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non-Operating Balance	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 02/2023 7,854 5,913 1,941 1,929 12 (110)	Q1 02/2024 7,596 5,513 2,083 1,826 257 138	Q2	Q3	Q4	Net Chg. +546 +516 +30 (26) +56 (132)
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non-Operating Balance Recurring Profit	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 02/2023 7,854 5,913 1,941 1,929 12	Q1 02/2024 7,596 5,513 2,083 1,826 257	Q2	Q3	Q4	+546 +516 +30 (26) +56
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non-Operating Balance Recurring Profit Extraordinary Balance	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 02/2023 7,854 5,913 1,941 1,929 12 (110) (98)	Q1 02/2024 7,596 5,513 2,083 1,826 257 138 395	Q2	Q3	Q4	Net Chg. +546 +516 +30 (26) +56 (132) (76)
(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 02/2023 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 02/2023 7,854 5,913 1,941 1,929 12 (110) (98)	Q1 02/2024 7,596 5,513 2,083 1,826 257 138 395	Q2	Q3	Q4	Net Chg. +546 +516 +30 (26) +56 (132) (76)
(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 02/2023 7,050 4,997 2,053 1,852 201 270 471 - 471	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 02/2023 7,854 5,913 1,941 1,929 12 (110) (98) - (98) (27)	Q1 02/2024 7,596 5,513 2,083 1,826 257 138 395 - 395 125	Q2	Q3	Q4	Net Chg. +546 +516 +30 (26) +56 (132) (76) - (76) +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	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 02/2023 7,854 5,913 1,941 1,929 12 (110) (98) - (98) (27) 34	Q1 02/2024 7,596 5,513 2,083 1,826 257 138 395 - 395 125 47	Q2	Q3	Q4	Net Chg. +546 +516 +30 (26) +56 (132) (76) - (76) +9 +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	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 1,896 1,892 94 281 375 - 375 170 18 187	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298 - 298 61 22 215	Q4 02/2023 7,854 5,913 1,941 1,929 12 (110) (98) - (98) (27) 34 (104)	Q1 02/2024 7,596 5,513 2,083 1,826 257 138 395 - 395 125 47 224	Q2	Q3	Q4	Net Chg. +546 +516 +30 (26) +56 (132) (76) - (76) +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	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 - 298 61 22 215 +12.9%	Q4 02/2023 7,854 5,913 1,941 1,929 12 (110) (98) - (98) (27) 34 (104)	Q1 02/2024 7,596 5,513 2,083 1,826 257 138 395 - 395 125 47 224 +7.7%	Q2 02/2024	Q3 02/2024	Q4	Net Chg. +546 +516 +30 (26) +56 (132) (76) - (76) +9 +9
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(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non-Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Non-Controlling Interests Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY	Q1 02/2023 7,050 4,997 2,053 1,852 201 270 471 - 471 116 38 317 +5.9% (61.4%) (34.7%)	Q2 02/2023 7,473 5,487 1,986 1,892 94 281 375 - 375 170 18 187 +11.4% (76.7%) (15.2%)	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298 - 298 61 22 215 +12.9% (52.2%) (47.6%)	Q4 02/2023 7,854 5,913 1,941 1,929 12 (110) (98) - (98) (27) 34 (104) +14.1% (79.7%)	Q1 02/2024 7,596 5,513 2,083 1,826 257 138 395 - 395 125 47 224 +7.7% +28.0% (16.1%)	Q2 02/2024	Q3 02/2024	Q4	Net Chg. +546 +516 +30 (26) +56 (132) (76) - (76) +9 +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	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%)	Q3 02/2023 7,956 5,807 2,149 1,933 216 82 298 - 298 61 22 215 +12.9% (52.2%) (47.6%) (42.0%)	Q4 02/2023 7,854 5,913 1,941 1,929 12 (110) (98) - (98) (27) 34 (104) +14.1% (79.7%)	Q1 02/2024 7,596 5,513 2,083 1,826 257 138 395 - 395 125 47 224 +7.7% +28.0% (16.1%) (29.5%)	Q2 02/2024	Q3 02/2024	Q4	Net Chg. +546 +516 +30 (26) +56 (132) (76) - (76) +9 (93)
(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 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 02/2023 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%	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%) 27.0%	Q4 02/2023 7,854 5,913 1,941 1,929 12 (110) (98) - (98) (27) 34 (104) +14.1% (79.7%)	Q1 02/2024 7,596 5,513 2,083 1,826 257 138 395 125 47 224 +7.7% +28.0% (16.1%) (29.5%)	Q2 02/2024	Q3 02/2024	Q4	Net Chg. +546 +516 +30 (26) +56 (132) (76) - (76) +9 (93) - (1.7%)
(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	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%) 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 02/2023 7,854 5,913 1,941 1,929 12 (110) (98) - (98) (27) 34 (104) +14.1% (79.7%) - 24.7% 24.6%	Q1 02/2024 7,596 5,513 2,083 1,826 257 138 395 125 47 224 +7.7% +28.0% (16.1%) (29.5%) 27.4% 24.0%	Q2 02/2024	Q3 02/2024	Q4	Net Chg. +546 +516 +30 (26) +56 (132) (76) - (76) +9 (93) (1.7%) (2.2%)
(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 02/2023 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%) 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 02/2023 7,854 5,913 1,941 1,929 12 (110) (98) - (98) (27) 34 (104) +14.1% (79.7%) 24.7% 24.6% 0.2%	Q1 02/2024 7,596 5,513 2,083 1,826 257 138 395 - 395 125 47 224 +7.7% +28.0% (16.1%) (29.5%) 27.4% 24.0% 3.4%	Q2 02/2024	Q3 02/2024	Q4	Net Chg. +546 +516 +30 (26) +56 (132) (76) - (76) +9 (93) - (1.7%) (2.2%) +0.5%
(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 02/2023 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%) 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 02/2023 7,854 5,913 1,941 1,929 12 (110) (98) - (98) (27) 34 (104) +14.1% (79.7%) 24.7% 24.6% 0.2% (1.2%)	Q1 02/2024 7,596 5,513 2,083 1,826 257 138 395 125 47 224 +7.7% +28.0% (16.1%) (29.5%) 27.4% 24.0% 3.4% 5.2%	Q2 02/2024	Q3 02/2024	Q4	Net Chg. +546 +516 +30 (26) +56 (132) (76) - (76) +9 (93) - (1.7%) (2.2%) +0.5% (1.5%)
(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 02/2023 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%) 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 02/2023 7,854 5,913 1,941 1,929 12 (110) (98) - (98) (27) 34 (104) +14.1% (79.7%) 24.7% 24.6% 0.2%	Q1 02/2024 7,596 5,513 2,083 1,826 257 138 395 - 395 125 47 224 +7.7% +28.0% (16.1%) (29.5%) 27.4% 24.0% 3.4%	Q2 02/2024	Q3 02/2024	Q4	Net Chg. +546 +516 +30 (26) +56 (132) (76) - (76) +9 (93) - (1.7%) (2.2%) +0.5%

Segmented Information (Cumulative / Quarterly)

Segmented Information	Cons.Act	Cons.Act	Cons. Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
, and the second	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	02/2023	02/2023	02/2023	02/2023	02/2024	02/2024	02/2024	02/2024	Net Chg.
Japan	4,738	9,624	14,629	19,637	4,968	-	-	-	+230
China	854	1,737	2,813	3,814	670	-	-	-	(184)
Southeast / South Asia	1,276	2,726	4,274	5,870	1,679	-	-	-	+403
North America	182	436	762	1,011	278	-	-	-	+96
Sales	7,050	14,523	22,479	30,333	7,596	-	-	-	+546
Japan	104	143	161	33	118	-	-	-	+14
China	48	95	205	311	28	-	-	-	(20)
Southeast / South Asia	24	41	86	123	85	-	-	-	+61
North America	14	32	78	87	11	-	-	-	(3)
Segment Profit	189	311	531	553	242	-	-	-	+53
Adjustments	11	(16)	(20)	(30)	15	-	-	-	+4
Operating Profit	201	295	511	523	257	-	-	-	+56
Japan	2.2%	1.5%	1.1%	0.2%	2.4%	-	-	-	+0.2%
China	5.6%	5.5%	7.3%	8.2%	4.2%	-	-	-	(1.4%)
Southeast / South Asia	1.9%	1.5%	2.0%	2.1%	5.1%	-	-	-	+3.2%
North America	7.7%	7.3%	10.2%	8.6%	4.0%	-	-	-	(3.7%)
Segment Profit Margin	2.7%	2.1%	2.4%	1.8%	3.2%	-	-	-	+0.5%
Adjustments	0.2%	(0.1%)	(0.1%)	(0.1%)	0.2%	-	-	-	+0.0%
Operating Profit Margin	2.9%	2.0%	2.3%	1.7%	3.4%	-	-	-	+0.5%
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)	02/2023	02/2023	02/2023	02/2023	02/2024	02/2024	02/2024	02/2024	Net Chg.
Japan	4,738	4,886	5,005	5,008	4,968	-	-	-	+230
China	854	000							
Southeast / South Asia		883	1,076	1,001	670	-	-	-	(184)
	1,276	1,450	1,076 1,548	1,001 1,596	670 1,679	-	-	-	` '
North America	1,276 182		,			-		- - -	+403
		1,450	1,548	1,596	1,679	- - -	- - -		+403 +96
North America	182 7,050 104	1,450 254	1,548 326	1,596 249	1,679 278 7,596 118	- - - -	- - - -	:	+403 +96 +546 +14
North America Sales	182 7,050	1,450 254 7,473	1,548 326 7,956	1,596 249 7,854	1,679 278 7,596	- - - -	- - - - -	-	+403 +96 +546 +14
North America Sales Japan	182 7,050 104	1,450 254 7,473 39	1,548 326 7,956	1,596 249 7,854 (128)	1,679 278 7,596 118	- - - - -	- - - - - -	-	+403 +96 +546 +14
North America Sales Japan China	7,050 104 48	1,450 254 7,473 39 47	1,548 326 7,956 18 110	1,596 249 7,854 (128) 106	1,679 278 7,596 118 28	- - - - - - -	- - - - - - -	: : :	+403 +96 +546 +14 (20) +61
North America Sales Japan China Southeast / South Asia	7,050 104 48 24	1,450 254 7,473 39 47 17	1,548 326 7,956 18 110 45	1,596 249 7,854 (128) 106 37	1,679 278 7,596 118 28 85	- - - - - - - -	- - - - - - - - -	- - - - - - -	+403 +96 +546 +14 (20) +61
North America Sales Japan China Southeast / South Asia North America	7,050 104 48 24 14	1,450 254 7,473 39 47 17	1,548 326 7,956 18 110 45 46	1,596 249 7,854 (128) 106 37	1,679 278 7,596 118 28 85 11	- - - - - - - - - -	- - - - - - - - - - - - - - - - - - -		+403 +96 +546 +14 (20) +61 (3) +53
North America Sales Japan China Southeast / South Asia North America Segment Profit	7,050 104 48 24 14 189	1,450 254 7,473 39 47 17 18	1,548 326 7,956 18 110 45 46 220	1,596 249 7,854 (128) 106 37 9	1,679 278 7,596 118 28 85 11 242	- - - - - - - - -	- - - - - - - - - -		+403 +96 +546 +14 (20) +61 (3) +53
North America Sales Japan China Southeast / South Asia North America Segment Profit Adjustments	182 7,050 104 48 24 14 189	1,450 254 7,473 39 47 17 18 122 (27)	1,548 326 7,956 18 110 45 46 220 (4)	1,596 249 7,854 (128) 106 37 9 22 (10)	1,679 278 7,596 118 28 85 11 242 15 257	- - - - - - - - - - -	- - - - - - - - - - - - - - - - - - -	-	+403 +96 +546 +14 (20) +61 (3) +53 +4
North America Sales Japan China Southeast / South Asia North America Segment Profit Adjustments Operating Profit	182 7,050 104 48 24 14 189 11 201	1,450 254 7,473 39 47 17 18 122 (27)	1,548 326 7,956 18 110 45 46 220 (4) 216	1,596 249 7,854 (128) 106 37 9 22 (10) 12 (2.6%) 10.6%	1,679 278 7,596 118 28 85 11 242 15 257	- - - - - - - - - - - - -	- - - - - - - - - - - - - - - - - - -		+403 +96 +546 +14 (20) +61 (3) +53 +4 +56
North America Sales Japan China Southeast / South Asia North America Segment Profit Adjustments Operating Profit Japan	182 7,050 104 48 24 14 189 11 201	1,450 254 7,473 39 47 17 18 122 (27) 94	1,548 326 7,956 18 110 45 46 220 (4) 216	1,596 249 7,854 (128) 106 37 9 22 (10) 12 (2.6%)	1,679 278 7,596 118 28 85 11 242 15 257	- - - - - - - - - - - - - - - - - - -	- - - - - - - - - - - - - - - - - - -		+403 +96 +546 +14 (20) +61 (3) +53 +4 +56 +0.2% (1.4%)
North America Sales Japan China Southeast / South Asia North America Segment Profit Adjustments Operating Profit Japan China	182 7,050 104 48 24 14 189 11 201 2.2% 5.6%	1,450 254 7,473 39 47 17 18 122 (27) 94 0.8% 5.3%	1,548 326 7,956 18 110 45 46 220 (4) 216 0.4% 10.2%	1,596 249 7,854 (128) 106 37 9 22 (10) 12 (2.6%) 10.6%	1,679 278 7,596 118 28 85 11 242 15 257 2.4% 4.2%	- - - - - - - - - - - - - - - - - - -	- - - - - - - - - - - - - - - - - - -		+403 +96 +546 +14 (20) +61 (3) +53 +4 +56 +0.2% (1.4%) +3.2%
North America Sales Japan China Southeast / South Asia North America Segment Profit Adjustments Operating Profit Japan China Southeast / South Asia	182 7,050 104 48 24 14 189 11 201 2.2% 5.6% 1.9%	1,450 254 7,473 39 47 17 18 122 (27) 94 0.8% 5.3% 1.2%	1,548 326 7,956 18 110 45 46 220 (4) 216 0.4% 10.2% 2.9%	1,596 249 7,854 (128) 106 37 9 22 (10) 12 (2.6%) 10.6% 2.3%	1,679 278 7,596 118 28 85 11 242 15 257 2.4% 4.2% 5.1%	- - - - - - - - - - - - - - - - - - -	- - - - - - - - - - - - - - - - - - -		+403 +96 +546 +14 (20) +61 (3) +53 +4 +56 +0.2% (1.4%) +3.2% (3.7%)
North America Sales Japan China Southeast / South Asia North America Segment Profit Adjustments Operating Profit Japan China Southeast / South Asia North America	182 7,050 104 48 24 14 189 11 201 2.2% 5.6% 1.9% 7.7%	1,450 254 7,473 39 47 17 18 122 (27) 94 0.8% 5.3% 1.2% 7.1%	1,548 326 7,956 18 110 45 46 220 (4) 216 0.4% 10.2% 2.9% 14.1%	1,596 249 7,854 (128) 106 37 9 22 (10) 12 (2.6%) 10.6% 2.3% 3.6%	1,679 278 7,596 118 28 85 11 242 15 257 2.4% 4.2% 5.1% 4.0%	- - - - - - - - - - - - - - - - - - -	- - - - - - - - - - - - - - - - - - -		(3) +53 +4 +56 +0.2% (1.4%)

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)	02/2023	02/2023	02/2023	02/2023	02/2024	02/2024	02/2024	02/2024	Net Chg.
Functional Fluids	3,420	7,027	11,081	15,105	3,688	-	-	-	+268
Synthetic Lubricants	502	991	1,381	1,703	301	-	-	-	(201)
Liquid Paraffins & Sulfonates	902	1,855	2,849	3,793	998	-	-	-	+96
Hot Melt Adhesives	1,809	3,754	5,801	7,664	2,108	-	-	-	+299
Energy Device Materials	45	84	128	209	30	-	-	-	(15)
Other	372	812	1,239	1,859	470	-	-	-	+98
Sales	7,050	14,523	22,479	30,333	7,596	-	-	-	+546
Functional Fluids	+10.9%	+10.8%	+14.4%	+16.0%	+7.8%	-	-	-	•
Synthetic Lubricants	(0.1%)	(4.1%)	(9.7%)	(13.7%)	(40.0%)	-	-	-	•
Liquid Paraffins & Sulfonates	+11.9%	+11.0%	+10.5%	+9.0%	+10.6%	-	-	-	•
Hot Melt Adhesives	+8.2%	+12.9%	+14.1%	+13.0%	+16.6%	-	-	-	•
Energy Device Materials	(21.3%)	(34.5%)	(35.1%)	(11.8%)	(31.9%)	-	-	-	
Other	(29.5%)	(5.4%)	(6.7%)	+3.6%	+26.4%	-	-	-	
Sales (YoY)	+5.9%	+8.7%	+10.1%	+11.1%	+7.7%	-	-	-	-
Functional Fluids	48.5%	48.4%	49.3%	49.8%	48.6%	-	-	-	•
Synthetic Lubricants	7.1%	6.8%	6.1%	5.6%	4.0%	-	-	-	•
Liquid Paraffins & Sulfonates	12.8%	12.8%	12.7%	12.5%	13.1%	-	-	-	•
Hot Melt Adhesives	25.7%	25.8%	25.8%	25.3%	27.8%	-	-	-	•
Energy Device Materials	0.6%	0.6%	0.6%	0.7%	0.4%	-	-	-	•
Other	5.3%	5.6%	5.5%	6.1%	6.2%	-	-	-	-
Sales (Composition Ratio)	100.0% Cons.Act	100.0%	100.0%	100.0%	100.0%	Cana Aat	Cons.Act	Cana Aat	
Sales by Business Division	Q1	Cons.Act Q2	Cons.Act Q3	Cons.Act Q4	Cons.Act Q1	Cons.Act Q2	Q3	Cons.Act Q4	YoY
(Million Yen)	02/2023	02/2023	02/2023	02/2023	02/2024	02/2024	02/2024	02/2024	Net Chg.
Functional Fluids	3,420	3,607	4,054	4,024	3,688	- 02/2024	- 02/2024	02/2024	+268
Synthetic Lubricants	502	489	390	322	301	_	_		(201)
Liquid Paraffins & Sulfonates	902	953	994	944	998	_	_	_	+96
Hot Melt Adhesives	1,809	1,945	2,047	1,863	2,108	_	_	_	+299
Energy Device Materials	45	39	44	81	30	_	_	_	(15)
Other	372	440	427	620	470	_	_	_	+98
Sales	7,050	7,473	7,956	7,854	7,596	_	_	_	+546
Functional Fluids	+10.9%	+10.7%	+21.2%	+20.7%	+7.8%			-	
Synthetic Lubricants	(0.1%)	(7.7%)	(21.4%)	(27.6%)	(40.0%)	-	_		-
Liquid Paraffins & Sulfonates	+11.9%	+10.2%	+9.6%	+4.8%	+10.6%	_	_	_	
Hot Melt Adhesives	+8.2%	+17.6%	+16.2%	+9.7%	+16.6%	-	_	-	
Energy Device Materials	(21.3%)	(45.1%)	(37.1%)	+107.7%	(31.9%)	-	_		
Other	(29.5%)	+32.9%	(9.0%)	+33.0%	+26.4%	_	_	_	
Sales (YoY)	+5.9%	+11.4%	+12.9%	+14.1%	+7.7%	-	-	-	-
Functional Fluids	48.5%	48.3%	51.0%	51.2%	48.6%	-	-	-	
Synthetic Lubricants	7.1%	6.5%	4.9%	4.1%	4.0%	-	-	-	
Liquid Paraffins & Sulfonates	12.8%	12.8%	12.5%	12.0%	13.1%	-	-	-	
Hot Melt Adhesives	25.7%	26.0%	25.7%	23.7%	27.8%	-	_	-	
Energy Device Materials	0.6%	0.5%	0.6%	1.0%	0.4%	-	_	-	
	0.070	0.070							
Other	5.3%	5.9%	5.4%	7.9%	6.2%	-	-	-	
•						-	-	-	

Balance Sheet (Quarterly)

Balance Sheet	Cons.Act								
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	02/2023	02/2023	02/2023	02/2023	02/2024	02/2024	02/2024	02/2024	Net Chg.
Cash and Deposit	3,812	4,166	4,172	4,256	3,935	-	-	-	+123
Accounts Receivables	7,046	7,524	7,831	7,595	7,462	-	-	-	+416
Inventory	5,727	6,102	6,311	6,306	6,451	-	-	-	+724
Other	580	493	614	653	564	-	-	-	(16)
Current Assets	17,165	18,285	18,928	18,810	18,412	-	-	-	+1,247
Tangible Assets	8,330	8,395	8,537	8,610	8,666	-	-	-	+336
Intangible Assets	614	649	643	589	749	-	-	-	+135
Investments and Other Assets	3,583	3,764	3,820	4,002	4,068	-	-	-	+485
Fixed Assets	12,527	12,808	13,001	13,202	13,483	-	-	-	+956
Deferred Assets	-	-	-	6	18	-	-	-	+18
Total Assets	29,691	31,092	31,929	32,017	31,913	-	-	-	+2,222
Accounts Payables	4,419	4,926	5,173	5,144	4,828	-	-	-	+409
Short-Term Debt	857	1,546	1,549	2,381	2,145	-	-	-	+1,288
Other	2,052	1,611	2,245	2,074	1,787	-	-	-	(265)
Current Liabilities	7,328	8,083	8,967	9,599	8,760	-	-	-	+1,432
Long-Term Debt	457	382	307	472	942	-	-	-	+485
Other	785	910	834	707	667	-	-	-	(118)
Fixed Liabilities	1,242	1,292	1,141	1,179	1,609	-	-	-	+367
Total Liabilities	8,570	9,375	10,108	10,778	10,369	-	-	-	+1,799
Shareholders' Equity	17,357	17,361	17,392	17,287	17,327	-	-	-	(30)
Other	3,764	4,356	4,428	3,953	4,217	-	-	-	+453
Net Assets	21,121	21,717	21,820	21,240	21,544	-	-	-	+423
Total Liabilities & Net Assets	29,691	31,092	31,929	32,017	31,913	-	-	-	+2,222
Equity Capital	18,492	18,945	19,016	18,533	18,743	-	-	-	+251
Interest Bearing Debt	1,314	1,928	1,856	2,853	3,087	-	-	-	+1,773
Net Debt	(2,498)	(2,238)	(2,316)	(1,403)	(848)	-	-	-	+1,650
Equity Ratio	62.3%	60.9%	59.6%	57.9%	58.7%	-	-	-	-
Net Debt Equity Ratio	(13.5%)	(11.8%)	(12.2%)	(7.6%)	(4.5%)	-	-	-	-
ROE (12 months)	5.8%	5.2%	4.4%	3.4%	2.8%	-	-	-	-
ROA (12 months)	6.1%	5.8%	4.7%	3.4%	3.1%	-	-	-	-
Days for Inventory Turnover	104	101	99	97	106	-	-	-	-
Quick Ratio	148%	145%	134%	123%	130%	-	-	-	-
Current Ratio	234%	226%	211%	196%	210%	-	-	-	-

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)	02/2023	02/2023	02/2023	02/2023	02/2024	02/2024	02/2024	02/2024	Net Chg.
Operating Cash Flow	-	535	-	515	-	-	-	-	-
Investing Cash Flow	-	(718)	-	(1,172)	-	-	-	-	-
Operating Cash Flow and Investing Cash Flow	-	(183)	-	(657)	-	-	-	-	-
Financing Cash Flow	-	487	-	1,227	-	-	-	-	-

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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