

PUNCH INDUSTRY (6165)

| Consolidated Fiscal Year (Million Yen) | | Sales | Operating Profit | Recurring Profit | Profit Attributable to Owners of Parent | EPS (Yen) | DPS (Yen) | BPS (Yen) |
|---|-----|--------|------------------|------------------|---|-----------|-----------|-----------|
| FY03/2020 | | 35,348 | 835 | 712 | (3,485) | (160.01) | 2.00 | 536.64 |
| FY03/2021 | | 32,462 | 1,613 | 1,676 | 477 | 21.90 | 2.00 | 568.26 |
| FY03/2022CoE | | 36,500 | 2,200 | 2,150 | 1,450 | 66.46 | 8.00 | - |
| FY03/2021 | YoY | (8.2%) | 93.0% | 135.1% | - | - | - | - |
| FY03/2022CoE | YoY | 12.4% | 36.4% | 28.2% | 203.5% | - | - | - |
| Consolidated Half Year (Million Yen) | | Sales | Operating Profit | Recurring Profit | Profit Attributable to Owners of Parent | EPS (Yen) | DPS (Yen) | BPS (Yen) |
| Q1 to Q2 FY03/2021 | | 15,412 | 313 | 372 | (544) | - | - | - |
| Q3 to Q4 FY03/2021 | | 17,049 | 1,300 | 1,303 | 1,021 | - | - | - |
| Q1 to Q2 FY03/2022CoE | | 18,800 | 1,200 | 1,180 | 770 | - | - | - |
| Q3 to Q4 FY03/2022CoE | | 17,700 | 1,000 | 970 | 680 | - | - | - |
| Q1 to Q2 FY03/2022CoE | YoY | 22.0% | 283.2% | 216.6% | - | - | - | - |
| Q3 to Q4 FY03/2022CoE | YoY | 3.8% | (23.1%) | (25.6%) | (33.5%) | - | - | - |

Source: Company Data, WRJ Calculation

1.0 Results Update (24 May 2021)


Recovery of Sales

On 13 May 2021, PUNCH INDUSTRY, manufacturing and selling parts of molds & dies in Japan and overseas, released its FY03/2021 results. It has been revealed that sales are now starting to recover and the same applying to earnings. In Japan, where the decline in sales over the same period of the previous year has continued to shrink, it appears that prospective sales are to increase steadily for FY03/2022, including those of so-called custom-made products to give substantial impacts to earnings as a whole for the Company. Meanwhile, in China, where sales have been recovering since having had hit the bottom in Q1 FY03/2021, the Company saw sales in Q4 increased by 10.9% over the same period of the previous year. FY03/2022 Company forecasts assume that such strengths in recent trading to persist for H1 (Q1 to Q2), while being based on rather conservative assumptions for H2, as far as we could gather. Still, Company forecasts are going for favorable performance on a full-year basis. We are to interview with management through a web-based conference, following on viewing a video to explain the financial results scheduled to be released for Friday, 28 May. Based on the information of both, we are to update [PUNCH INDUSTRY \(6165\) Re-engineering Sales Strategy \(22 January 2021\)](#) and release anew.

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

2.0 Company Profile

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

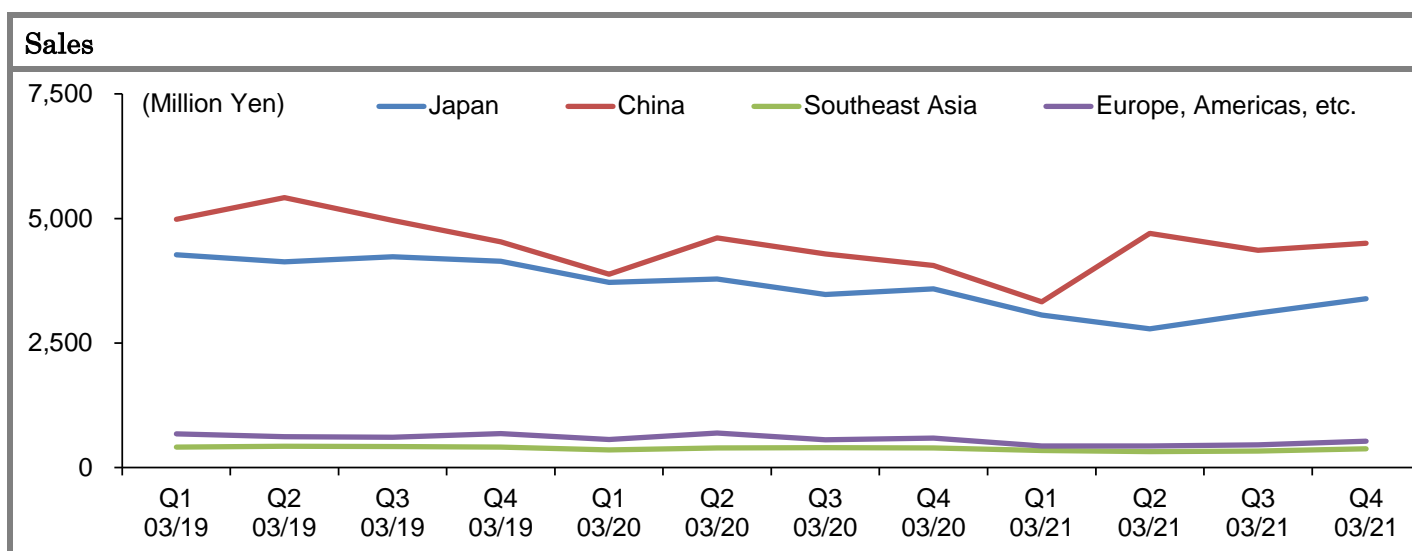
| | | |
|-------------------------|---|--|
| Company Name | PUNCH INDUSTRY CO., LTD. Company Website IR Information Share price (Japanese) |  |
| Established | 29 March 1975 | |
| Listing | 14 March 2014: Tokyo Stock Exchange 1st section (ticker: 6165) 20 December 2012: Tokyo Stock Exchange 2nd section | |
| Capital | ¥2,897m (as of the end of March 2021) | |
| No. of Shares | 22,122,400 shares, including 303,406 treasury shares (as of the end of March 2021) | |
| Main Features | <ul style="list-style-type: none"> ● By far the largest in China and one of the largest on a global basis ● Collective 15,000 customers (6,000 in Japan, 8,000 in China and 1,000 in other) ● Focus on high-value added strategic products | |
| Segment | I . Parts of Molds & Dies Business | |
| Representative | Representative Director, President and CEO: Tetsuji Morikubo | |
| Shareholders | MT Kosan 17.44%、 Caceis Bank Germany Customer Acc. 11.06% (as of the end of September 2020, but for treasury shares) | |
| Head Office | Shinagawa-ku, Tokyo, JAPAN | |
| No. of Employees | Consolidated: 4,006, Parent: 954 (as of the end of March 2021) | |

Source: Company Data

3.0 Recent Trading and Prospects

FY03/2021

In FY03/2021, sales came in at ¥32,462m (down 8.2% YoY), operating profit ¥1,613m (up 93.0%), recurring profit ¥1,676m (up 135.1%) and profit attributable to owners of parent ¥477m (versus minus ¥3,485m in the previous year), while operating profit margin 5.0% (up 2.6% points). At the same time, gross profit came in at ¥9,086m (down 1.1%) and SG&A expenses ¥7,473m (down 10.5%), implying gross profit margin of 28.0% (up 2.0% points) and sales to SG&A expenses ratio of 23.0% (down 0.6% points).



Source: Company Data, WRJ Calculation

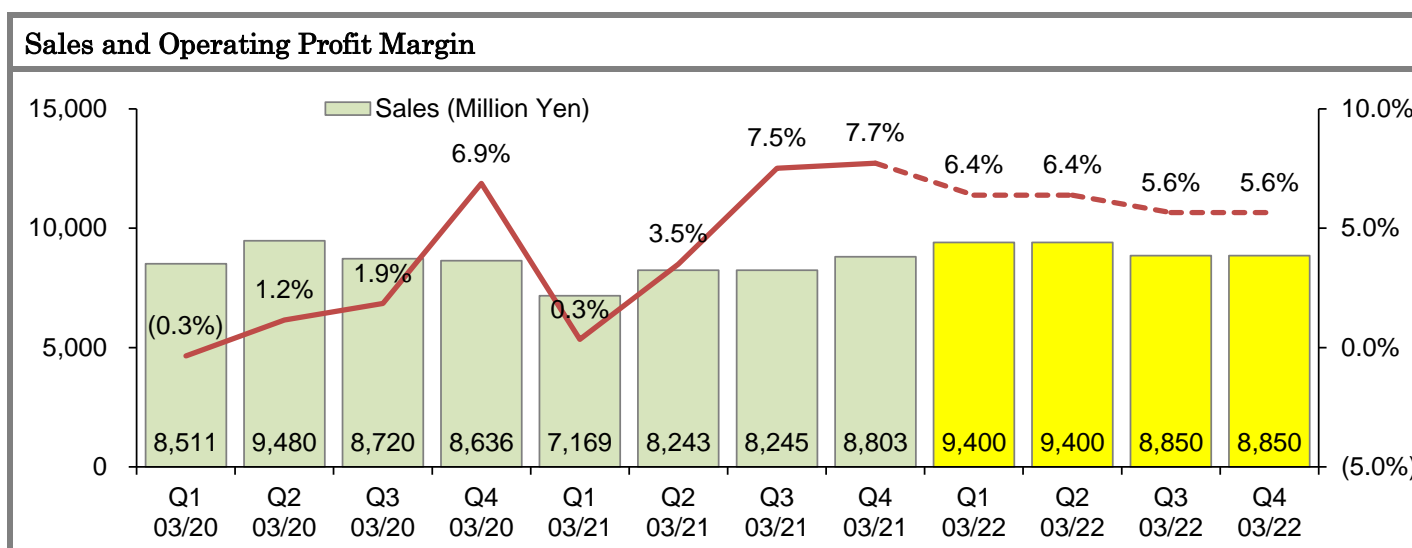
Meanwhile, with respect to trends of above-mentioned cost of sales (gross profit) and SG&A, there were substantial impacts stemming from impairment of ¥3,314m in FY03/2020 and of ¥689m as of the end of Q2 FY03/2021, having reduced depreciation charges to a corresponding extent. On top of this, the Company suggests that some of the benefits of Business Innovation Project which it has focused on for some time have already been generated, also having contributed to cut back on cost of sales. For SG&A expenses, the Company suggests that it has also benefited from its efforts of streamlining on a group basis.

By region, sales in Japan came in at ¥12,338m (down 15.3%), sales in China ¥16,888m (up 0.3%), sales in Southeast Asia ¥1,376m (down 10.3%) and sales in Europe, Americas, etc. ¥1,858m (down 22.9%). In Japan, sales associated with Automobiles slowed down in particular, while sales in Japan as a whole have shown a trend of recovery for H2.

Meanwhile, in China, sales in Q1 decreased by 14.3% over the same period of the previous year, sales in Q2 increased by 2.0%, sales in Q3 increased by 1.7% and sales in Q4 increased by 10.9%. For Q1, the impacts stemming from COVID-19 turned out to be a key negative factor, but it was followed by a trend of recovery as early as in Q2. To date, the trend of recovery has been rather accelerating. For Q2 and thereafter, the Company suggests that it has been seen increasing contribution from sales associated with Electronic Parts & Semiconductors. By the way, as the local subsidiary's fiscal yearend is December, sales in China are reflected in the Company's consolidated financial statements with a delay of three months. According to the Company, recent trading in China through January to March 2021 has remained buoyant, which is to be reflected in the Company's performance for Q1 FY03/2022.

FY03/2022 Company Forecasts

FY03/2022 Company forecasts (announced on 13 May 2021) are going for prospective sales of ¥36,500m (up 12.4% YoY), operating profit of ¥2,200m (up 36.4%), recurring profit of ¥2,150m (up 28.2%) and profit attributable to owners of parent of ¥1,450m (up 203.5%), while operating profit margin of 6.0% (up 1.1% points). At the same time, Company forecasts are also going for prospective annual dividend of ¥8.00 per share, implying payout ratio of 12.0%.



Source: Company Data, WRJ Calculation (quarters in FY03/2022: half-year Company forecasts, pro rata)

Company forecasts are going for a slight decline in sales for H2 over H1 (Q1 to Q2), based on a conservative assumption that the impacts stemming from COVID-19 will be unclear for the future as far as we could gather. Meanwhile, it appears that prospective gross profit margin is assumed to edge up due to increased sales and that SG&A expenses are assumed to rise to more than a certain extent. The Company suggests that it adopts a policy to make progress in normalization of salaries and bonuses for the personnel after conspicuous reductions in FY03/2021, implying an intention of management to try to satisfy all the stakeholders by means of assuring favorable performance (with conservative assumptions) as well as benefiting the shareholders and the personnel at the same time.

4.0 Financial Statements

Income Statement (Cumulative/Quarterly)

| Income Statement | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | YoY |
|--|--------------|---------------|----------------|----------------|--------------|---------------|---------------|---------------|----------|----------------|
| (Million Yen) | Q1 | Q1 to Q2 | Q1 to Q3 | Q1 to Q4 | Q1 | Q1 to Q2 | Q1 to Q3 | Q1 to Q4 | | Net Chg. |
| | 03/2020 | 03/2020 | 03/2020 | 03/2020 | 03/2021 | 03/2021 | 03/2021 | 03/2021 | | |
| Sales | 8,511 | 17,991 | 26,711 | 35,348 | 7,169 | 15,412 | 23,658 | 32,462 | | (2,886) |
| Cost of Sales | 6,363 | 13,577 | 20,067 | 26,161 | 5,315 | 11,413 | 17,206 | 23,375 | | (2,785) |
| Gross Profit | 2,148 | 4,413 | 6,644 | 9,187 | 1,853 | 3,999 | 6,452 | 9,086 | | (100) |
| SG&A Expenses | 2,177 | 4,333 | 6,402 | 8,351 | 1,828 | 3,685 | 5,519 | 7,473 | | (878) |
| Operating Profit | (29) | 80 | 241 | 835 | 24 | 313 | 932 | 1,613 | | +777 |
| Non Operating Balance | (60) | (77) | (56) | (122) | (18) | 59 | 72 | 63 | | +186 |
| Recurring Profit | (90) | 2 | 184 | 712 | 6 | 372 | 1,005 | 1,676 | | +963 |
| Extraordinary Balance | (5) | (6) | (2,121) | (3,332) | (13) | (703) | (719) | (662) | | +2,670 |
| Profit before Income Taxes | (95) | (3) | (1,936) | (2,619) | (7) | (331) | 285 | 1,014 | | +3,633 |
| Total Income Taxes | 30 | 117 | 776 | 866 | 67 | 212 | 365 | 535 | | (330) |
| Profit Attributable to Non-Controlling Interests | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | | +0 |
| Profit Attributable to Owners of Parent | (126) | (121) | (2,713) | (3,485) | (76) | (544) | (80) | 477 | | +3,963 |
| Sales YoY | (17.7%) | (14.1%) | (14.3%) | (13.6%) | (15.8%) | (14.3%) | (11.4%) | (8.2%) | | - |
| Operating Profit YoY | - | (94.2%) | (88.9%) | (67.6%) | - | +290.5% | +286.0% | +93.0% | | - |
| Recurring Profit YoY | - | (99.8%) | (91.4%) | (72.0%) | - | - | +443.5% | +135.1% | | - |
| Profit Attributable to Owners of Parent YoY | - | - | - | - | - | - | - | - | | - |
| Gross Profit Margin | 25.2% | 24.5% | 24.9% | 26.0% | 25.9% | 25.9% | 27.3% | 28.0% | | +2.0% |
| Sales to SG&A Expenses Ratio | 25.6% | 24.1% | 24.0% | 23.6% | 25.5% | 23.9% | 23.3% | 23.0% | | (0.6%) |
| Operating Profit Margin | (0.3%) | 0.4% | 0.9% | 2.4% | 0.3% | 2.0% | 3.9% | 5.0% | | +2.6% |
| Recurring Profit Margin | (1.1%) | 0.0% | 0.7% | 2.0% | 0.1% | 2.4% | 4.2% | 5.2% | | +3.1% |
| Profit Attributable to Owners of Parent Margin | (1.5%) | (0.7%) | (10.2%) | (9.9%) | (1.1%) | (3.5%) | (0.3%) | 1.5% | | +11.3% |
| Total Income Taxes/Profit before Income Taxes | - | - | - | - | - | - | 128.0% | 52.8% | | - |
| Income Statement | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | YoY |
| (Million Yen) | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | | Net Chg. |
| | 03/2020 | 03/2020 | 03/2020 | 03/2020 | 03/2021 | 03/2021 | 03/2021 | 03/2021 | | |
| Sales | 8,511 | 9,480 | 8,720 | 8,636 | 7,169 | 8,243 | 8,245 | 8,803 | | +166 |
| Cost of Sales | 6,363 | 7,214 | 6,489 | 6,093 | 5,315 | 6,097 | 5,792 | 6,168 | | +75 |
| Gross Profit | 2,148 | 2,265 | 2,230 | 2,543 | 1,853 | 2,145 | 2,453 | 2,634 | | +91 |
| SG&A Expenses | 2,177 | 2,156 | 2,068 | 1,949 | 1,828 | 1,857 | 1,833 | 1,954 | | +5 |
| Operating Profit | (29) | 109 | 161 | 593 | 24 | 288 | 619 | 680 | | +86 |
| Non Operating Balance | (60) | (16) | 20 | (65) | (18) | 78 | 12 | (9) | | +56 |
| Recurring Profit | (90) | 93 | 182 | 527 | 6 | 366 | 632 | 671 | | +143 |
| Extraordinary Balance | (5) | (0) | (2,115) | (1,211) | (13) | (690) | (16) | 57 | | +1,268 |
| Profit before Income Taxes | (95) | 92 | (1,932) | (683) | (7) | (323) | 616 | 728 | | +1,411 |
| Total Income Taxes | 30 | 87 | 658 | 89 | 67 | 144 | 153 | 170 | | +80 |
| Profit Attributable to Non-Controlling Interests | 0 | (0) | 0 | (0) | 0 | 0 | (0) | 0 | | +0 |
| Profit Attributable to Owners of Parent | (126) | 5 | (2,592) | (772) | (76) | (468) | 463 | 558 | | +1,330 |
| Sales YoY | (17.7%) | (10.5%) | (14.7%) | (11.6%) | (15.8%) | (13.1%) | (5.4%) | +1.9% | | - |
| Operating Profit YoY | - | (83.4%) | (80.0%) | +49.6% | - | +163.1% | +283.8% | +14.5% | | - |
| Recurring Profit YoY | - | (85.8%) | (77.7%) | +35.9% | - | +293.8% | +247.3% | +27.1% | | - |
| Profit Attributable to Owners of Parent YoY | - | (99.0%) | - | - | - | - | - | - | | - |
| Gross Profit Margin | 25.2% | 23.9% | 25.6% | 29.4% | 25.9% | 26.0% | 29.7% | 29.9% | | +0.5% |
| Sales to SG&A Expenses Ratio | 25.6% | 22.7% | 23.7% | 22.6% | 25.5% | 22.5% | 22.2% | 22.2% | | (0.4%) |
| Operating Profit Margin | (0.3%) | 1.2% | 1.9% | 6.9% | 0.3% | 3.5% | 7.5% | 7.7% | | +0.8% |
| Recurring Profit Margin | (1.1%) | 1.0% | 2.1% | 6.1% | 0.1% | 4.4% | 7.7% | 7.6% | | +1.5% |
| Profit Attributable to Owners of Parent Margin | (1.5%) | 0.1% | (29.7%) | (8.9%) | (1.1%) | (5.7%) | 5.6% | 6.3% | | +15.3% |
| Total Income Taxes/Profit before Income Taxes | - | 94.5% | - | - | - | - | 24.9% | 23.4% | | - |

Source: Company Data, WRJ Calculation

Sales by Region (Cumulative/Quarterly)

| Sales by Region | Cons.Act | Cons.Act | Cons. Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | YoY |
|----------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|---------------|----------------|
| (Million Yen) | Q1 | Q1 to Q2 | Q1 to Q3 | Q1 to Q4 | Q1 | Q1 to Q2 | Q1 to Q3 | Q1 to Q4 | Q1 to Q4 | Net Chg. |
| | 03/2020 | 03/2020 | 03/2020 | 03/2020 | 03/2021 | 03/2021 | 03/2021 | 03/2021 | 03/2021 | |
| Japan | 3,715 | 7,501 | 10,975 | 14,565 | 3,063 | 5,850 | 8,950 | 12,338 | 12,338 | (2,227) |
| China | 3,879 | 8,490 | 12,777 | 16,836 | 3,325 | 8,025 | 12,385 | 16,888 | 16,888 | +52 |
| Southeast Asia | 352 | 744 | 1,142 | 1,535 | 344 | 665 | 997 | 1,376 | 1,376 | (159) |
| Europe, Americas, etc. | 563 | 1,255 | 1,816 | 2,410 | 436 | 871 | 1,325 | 1,858 | 1,858 | (552) |
| (Adjustments) | 2 | 1 | 1 | 2 | 1 | 1 | 1 | 2 | 2 | (0) |
| Sales | 8,511 | 17,991 | 26,711 | 35,348 | 7,169 | 15,412 | 23,658 | 32,462 | 32,462 | (2,886) |
| Japan | (13.0%) | (10.7%) | (13.1%) | (13.2%) | (17.6%) | (22.0%) | (18.5%) | (15.3%) | (15.3%) | - |
| China | (22.1%) | (18.4%) | (16.8%) | (15.4%) | (14.3%) | (5.5%) | (3.1%) | +0.3% | +0.3% | - |
| Southeast Asia | (14.7%) | (11.5%) | (9.4%) | (8.1%) | (2.4%) | (10.6%) | (12.7%) | (10.3%) | (10.3%) | - |
| Europe, Americas, etc. | (16.4%) | (3.0%) | (4.7%) | (6.9%) | (22.6%) | (30.7%) | (27.0%) | (22.9%) | (22.9%) | - |
| Sales (YoY) | (17.7%) | (14.1%) | (14.3%) | (13.6%) | (15.8%) | (14.3%) | (11.4%) | (8.2%) | (8.2%) | - |
| Japan | 43.6% | 41.7% | 41.1% | 41.2% | 42.7% | 38.0% | 37.8% | 38.0% | 38.0% | - |
| China | 45.6% | 47.2% | 47.8% | 47.6% | 46.4% | 52.1% | 52.3% | 52.0% | 52.0% | - |
| Southeast Asia | 4.1% | 4.1% | 4.3% | 4.3% | 4.8% | 4.3% | 4.2% | 4.2% | 4.2% | - |
| Europe, Americas, etc. | 6.6% | 7.0% | 6.8% | 6.8% | 6.1% | 5.7% | 5.6% | 5.7% | 5.7% | - |
| Sales (Composition Ratio) | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | - |

| Sales by Region | Cons.Act | Cons.Act | Cons. Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | YoY |
|----------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|---------------|---------------|-------------|
| (Million Yen) | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q4 | Net Chg. |
| | 03/2020 | 03/2020 | 03/2020 | 03/2020 | 03/2021 | 03/2021 | 03/2021 | 03/2021 | 03/2021 | |
| Japan | 3,715 | 3,786 | 3,474 | 3,590 | 3,063 | 2,786 | 3,099 | 3,388 | 3,388 | (202) |
| China | 3,879 | 4,610 | 4,287 | 4,059 | 3,325 | 4,700 | 4,360 | 4,503 | 4,503 | +444 |
| Southeast Asia | 352 | 391 | 397 | 393 | 344 | 321 | 331 | 379 | 379 | (14) |
| Europe, Americas, etc. | 563 | 692 | 560 | 594 | 436 | 434 | 454 | 532 | 532 | (62) |
| Sales | 8,511 | 9,480 | 8,720 | 8,636 | 7,169 | 8,243 | 8,245 | 8,803 | 8,803 | +166 |
| Japan | (13.0%) | (8.3%) | (17.9%) | (13.3%) | (17.6%) | (26.4%) | (10.8%) | (5.6%) | (5.6%) | - |
| China | (22.1%) | (14.9%) | (13.6%) | (10.5%) | (14.3%) | +2.0% | +1.7% | +10.9% | +10.9% | - |
| Southeast Asia | (14.7%) | (8.2%) | (5.5%) | (3.9%) | (2.4%) | (17.9%) | (16.6%) | (3.6%) | (3.6%) | - |
| Europe, Americas, etc. | (16.4%) | +11.4% | (8.2%) | (13.0%) | (22.6%) | (37.3%) | (18.9%) | (10.4%) | (10.4%) | - |
| Sales (YoY) | (17.7%) | (10.5%) | (14.7%) | (11.6%) | (15.8%) | (13.1%) | (5.4%) | +1.9% | +1.9% | - |
| Japan | 43.6% | 39.9% | 39.8% | 41.6% | 42.7% | 33.8% | 37.6% | 38.5% | 38.5% | - |
| China | 45.6% | 48.6% | 49.2% | 47.0% | 46.4% | 57.0% | 52.9% | 51.1% | 51.1% | - |
| Southeast Asia | 4.1% | 4.1% | 4.6% | 4.6% | 4.8% | 3.9% | 4.0% | 4.3% | 4.3% | - |
| Europe, Americas, etc. | 6.6% | 7.3% | 6.4% | 6.9% | 6.1% | 5.3% | 5.5% | 6.0% | 6.0% | - |
| Sales (Composition Ratio) | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | - |

Source: Company Data, WRJ Calculation

Sales by Application (Cumulative/Quarterly)

| Sales by Application | Cons.Act Q1 | Cons.Act Q1 to Q2 | Cons.Act Q1 to Q3 | Cons.Act Q1 to Q4 | Cons.Act Q1 | Cons.Act Q1 to Q2 | Cons.Act Q1 to Q3 | Cons.Act Q1 to Q4 | YoY |
|--|----------------|----------------------|----------------------|----------------------|----------------|----------------------|----------------------|----------------------|----------------|
| (Million Yen) | 03/2020 | 03/2020 | 03/2020 | 03/2020 | 03/2021 | 03/2021 | 03/2021 | 03/2021 | Net Chg. |
| Automobiles | 3,755 | 7,888 | 11,753 | 15,370 | 3,065 | 6,610 | 10,059 | 13,682 | (1,688) |
| Electronic Parts & Semiconductors | 1,290 | 2,932 | 4,485 | 6,113 | 1,444 | 2,924 | 4,536 | 6,315 | +202 |
| Consumer Electronics & Precision Equipment | 1,217 | 2,259 | 3,304 | 4,298 | 874 | 1,814 | 2,848 | 3,888 | (410) |
| Other | 2,248 | 4,911 | 7,169 | 9,566 | 1,785 | 4,063 | 6,213 | 8,574 | (992) |
| Sales | 8,511 | 17,991 | 26,711 | 35,348 | 7,169 | 15,412 | 23,658 | 32,462 | (2,886) |
| Automobiles | (18.6%) | (13.6%) | (13.8%) | (14.0%) | (18.4%) | (16.2%) | (14.4%) | (11.0%) | - |
| Electronic Parts & Semiconductors | (34.8%) | (26.6%) | (24.1%) | (19.1%) | +11.9% | (0.3%) | +1.1% | +3.3% | - |
| Consumer Electronics & Precision Equipment | (0.6%) | (8.5%) | (10.1%) | (11.1%) | (28.2%) | (19.7%) | (13.8%) | (9.5%) | - |
| Other | (11.0%) | (8.0%) | (9.9%) | (10.3%) | (20.6%) | (17.3%) | (13.3%) | (10.4%) | - |
| Sales (YoY) | (17.7%) | (14.1%) | (14.3%) | (13.6%) | (15.8%) | (14.3%) | (11.4%) | (8.2%) | - |
| Automobiles | 44.1% | 43.8% | 44.0% | 43.5% | 42.8% | 42.9% | 42.5% | 42.1% | - |
| Electronic Parts & Semiconductors | 15.2% | 16.3% | 16.8% | 17.3% | 20.1% | 19.0% | 19.2% | 19.5% | - |
| Consumer Electronics & Precision Equipment | 14.3% | 12.6% | 12.4% | 12.2% | 12.2% | 11.8% | 12.0% | 12.0% | - |
| Other | 26.4% | 27.3% | 26.8% | 27.1% | 24.9% | 26.4% | 26.3% | 26.4% | - |
| Sales (Composition Ratio) | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | - |
| Sales by Application | Cons.Act Q1 | Cons.Act Q2 | Cons.Act Q3 | Cons.Act Q4 | Cons.Act Q1 | Cons.Act Q2 | Cons.Act Q3 | Cons.Act Q4 | YoY |
| (Million Yen) | 03/2020 | 03/2020 | 03/2020 | 03/2020 | 03/2021 | 03/2021 | 03/2021 | 03/2021 | Net Chg. |
| Automobiles | 3,755 | 4,132 | 3,864 | 3,617 | 3,065 | 3,544 | 3,448 | 3,623 | +6 |
| Electronic Parts & Semiconductors | 1,290 | 1,642 | 1,552 | 1,627 | 1,444 | 1,480 | 1,612 | 1,779 | +152 |
| Consumer Electronics & Precision Equipment | 1,217 | 1,042 | 1,045 | 994 | 874 | 939 | 1,034 | 1,040 | +46 |
| Other | 2,248 | 2,662 | 2,257 | 2,397 | 1,785 | 2,277 | 2,150 | 2,361 | (36) |
| Sales | 8,511 | 9,480 | 8,720 | 8,636 | 7,169 | 8,243 | 8,245 | 8,803 | +166 |
| Automobiles | (18.6%) | (8.5%) | (14.1%) | (14.8%) | (18.4%) | (14.2%) | (10.8%) | +0.2% | - |
| Electronic Parts & Semiconductors | (34.8%) | (18.6%) | (18.7%) | (1.5%) | +11.9% | (9.9%) | +3.9% | +9.3% | - |
| Consumer Electronics & Precision Equipment | (0.6%) | (16.4%) | (13.2%) | (14.5%) | (28.2%) | (9.9%) | (1.1%) | +4.6% | - |
| Other | (11.0%) | (5.3%) | (13.7%) | (11.4%) | (20.6%) | (14.5%) | (4.7%) | (1.5%) | - |
| Sales (YoY) | (17.7%) | (10.5%) | (14.7%) | (11.6%) | (15.8%) | (13.1%) | (5.4%) | +1.9% | - |
| Automobiles | 44.1% | 43.6% | 44.3% | 41.9% | 42.8% | 43.0% | 41.8% | 41.2% | - |
| Electronic Parts & Semiconductors | 15.2% | 17.3% | 17.8% | 18.8% | 20.1% | 18.0% | 19.5% | 20.2% | - |
| Consumer Electronics & Precision Equipment | 14.3% | 11.0% | 12.0% | 11.5% | 12.2% | 11.4% | 12.5% | 11.8% | - |
| Other | 26.4% | 28.1% | 25.9% | 27.8% | 24.9% | 27.6% | 26.1% | 26.8% | - |
| Sales (Composition Ratio) | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | - |

Source: Company Data, WRJ Calculation

Balance Sheet (Quarterly)

| Balance Sheet (Million Yen) | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | YoY Net Chg. |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|-----------------|
| | Q1 03/2020 | Q2 03/2020 | Q3 03/2020 | Q4 03/2020 | Q1 03/2021 | Q2 03/2021 | Q3 03/2021 | Q4 03/2021 | | |
| Cash and Deposit | 2,704 | 2,310 | 3,327 | 3,389 | 3,702 | 3,796 | 3,976 | 4,092 | +702 | |
| Accounts Receivables | 10,104 | 10,065 | 9,713 | 9,942 | 8,682 | 9,053 | 9,454 | 9,629 | (312) | |
| Inventory | 4,892 | 4,383 | 4,262 | 4,229 | 4,024 | 3,833 | 3,925 | 3,965 | (264) | |
| Other | 268 | 308 | 403 | 230 | 223 | 267 | 292 | 373 | +143 | |
| Current Assets | 17,969 | 17,068 | 17,707 | 17,792 | 16,632 | 16,950 | 17,648 | 18,060 | +268 | |
| Tangible Assets | 10,105 | 9,910 | 7,819 | 7,134 | 6,846 | 6,090 | 6,210 | 6,194 | (940) | |
| Intangible Assets | 955 | 869 | 791 | 344 | 326 | 183 | 173 | 175 | (169) | |
| Investments and Other Assets | 763 | 774 | 226 | 304 | 292 | 264 | 266 | 272 | (32) | |
| Fixed Assets | 11,824 | 11,554 | 8,837 | 7,784 | 7,465 | 6,538 | 6,651 | 6,641 | (1,142) | |
| Total Assets | 29,793 | 28,622 | 26,545 | 25,576 | 24,098 | 23,488 | 24,299 | 24,702 | (874) | |
| Accounts Payables, etc. | 3,692 | 3,837 | 3,837 | 3,660 | 3,059 | 3,227 | 3,058 | 3,297 | (362) | |
| Short Term Debt | 3,844 | 3,235 | 3,304 | 3,148 | 3,422 | 3,146 | 3,248 | 3,324 | +175 | |
| Other | 2,734 | 2,782 | 2,563 | 2,471 | 1,995 | 2,171 | 2,322 | 2,832 | +361 | |
| Current Liabilities | 10,271 | 9,855 | 9,705 | 9,280 | 8,477 | 8,545 | 8,629 | 9,454 | +174 | |
| Long Term Debt | 2,187 | 2,064 | 3,132 | 2,927 | 2,739 | 2,582 | 2,413 | 1,251 | (1,675) | |
| Other | 1,588 | 1,579 | 1,616 | 1,621 | 1,593 | 1,571 | 1,702 | 1,559 | (61) | |
| Fixed Liabilities | 3,775 | 3,644 | 4,749 | 4,548 | 4,332 | 4,154 | 4,116 | 2,811 | (1,737) | |
| Total Liabilities | 14,046 | 13,499 | 14,454 | 13,829 | 12,810 | 12,699 | 12,745 | 12,266 | (1,563) | |
| Shareholders' Equity | 15,232 | 15,275 | 12,683 | 11,913 | 11,794 | 11,330 | 11,795 | 12,355 | +441 | |
| Other | 514 | (153) | (592) | (166) | (506) | (541) | (241) | 80 | +247 | |
| Net Assets | 15,747 | 15,122 | 12,090 | 11,747 | 11,287 | 10,788 | 11,553 | 12,436 | +688 | |
| Total Liabilities and Net Assets | 29,793 | 28,622 | 26,545 | 25,576 | 24,098 | 23,488 | 24,299 | 24,702 | (874) | |
| Equity Capital | 15,692 | 15,079 | 12,045 | 11,703 | 11,243 | 10,748 | 11,515 | 12,398 | +695 | |
| Interest Bearing Debt | 6,031 | 5,300 | 6,437 | 6,075 | 6,161 | 5,729 | 5,661 | 4,576 | (1,499) | |
| Net Debt | 3,327 | 2,989 | 3,109 | 2,686 | 2,459 | 1,933 | 1,685 | 484 | (2,201) | |
| Equity Ratio | 52.7% | 52.7% | 45.4% | 45.8% | 46.7% | 45.8% | 47.4% | 50.2% | - | |
| Net Debt Equity Ratio | 21.2% | 19.8% | 25.8% | 23.0% | 21.9% | 18.0% | 14.6% | 3.9% | - | |
| ROE (12 months) | 2.0% | (1.1%) | (23.3%) | (25.5%) | (25.5%) | (30.3%) | (7.2%) | 4.0% | - | |
| ROA (12 months) | 5.7% | 4.0% | 1.9% | 2.5% | 3.0% | 4.2% | 6.0% | 6.7% | - | |
| Days for Inventory Turnover | 70 | 55 | 60 | 63 | 69 | 57 | 62 | 59 | - | |
| Quick Ratio | 125% | 126% | 134% | 144% | 146% | 150% | 156% | 145% | - | |
| Current Ratio | 175% | 173% | 182% | 192% | 196% | 198% | 205% | 191% | - | |

Source: Company Data, WRJ Calculation

Cash Flow Statement (Cumulative)

| Cash Flow Statement (Million Yen) | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | Cons.Act | YoY Net Chg. |
|--|---------------|---------------------|---------------------|---------------------|---------------|---------------------|---------------------|---------------------|-----------------|
| | Q1 03/2020 | Q1 to Q2 03/2020 | Q1 to Q3 03/2020 | Q1 to Q4 03/2020 | Q1 03/2021 | Q1 to Q2 03/2021 | Q1 to Q3 03/2021 | Q1 to Q4 03/2021 | |
| Operating Cash Flow | - | 1,009 | - | 2,490 | - | 1,215 | - | 2,942 | +452 |
| Investing Cash Flow | - | (730) | - | (1,788) | - | (437) | - | (670) | +1,118 |
| Operating Cash Flow and Investing Cash Flow | - | 278 | - | 701 | - | 778 | - | 2,272 | +1,570 |
| Financing Cash Flow | - | (1,381) | - | (772) | - | (363) | - | (1,684) | (912) |

Source: Company Data, WRJ Calculation

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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