Walden Research Japan

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Shinwa (3447)

Consolidated Fiscal Year (IFRS (Million Yen)	5)	Revenue	Operating profit	Profit before tax	Profit attributable to owners of parent	EPS (Yen)	DPS (Yen)	BPS (Yen)
FY03/2020		17,081	2,210	2,139	1,467	104.85	44.00	975.26
FY03/2021		13,885	1,853	1,784	1,231	87.42	35.00	1,019.59
FY03/2022CoE		15,000	1,700	1,629	1,128	80.00	32.00	
FY03/2021	YoY	(18.7%)	(16.2%)	(16.6%)	(16.0%)	-	-	-
FY03/2022CoE	YoY	8.0%	(8.3%)	(8.7%)	(8.4%)	-	-	-
Consolidated Quarter (IFRS)			Operating	Profit	Profit	EPS	DDC	550
(Million Yen)		Revenue	Operating profit	before tax	attributable to owners of parent	(Yen)	DPS (Yen)	BPS (Yen)
(Million Yen) Q1 FY03/2021		Revenue 2,756						
			profit	before tax	owners of parent			
Q1 FY03/2021		2,756	profit 205	before tax 188	owners of parent 121		(Yen)	
Q1 FY03/2021 Q2 FY03/2021		2,756 3,624	profit 205 540	before tax 188 523	owners of parent 121 362	(Yen)	(Yen)	
Q1 FY03/2021 Q2 FY03/2021 Q3 FY03/2021		2,756 3,624 4,318	profit 205 540 771	188 523 753	owners of parent 121 362 520	(Yen)	(Yen)	

Source: Company Data, WRJ Calculation

1.0 Results Update (12 August 2021)

Upbeat in Business Condition

On 12 August 2021, Shinwa, mainly manufacturing and selling system scaffoldings, released its Q1 FY03/2022 results. It has been revealed that the Company is seeing substantially increased sales and earnings, being able to steadily capture recovery of demand driven by upbeat in business condition. The mainstay system scaffoldings are seeing revenue increased by almost 50% over the same period of the previous year, while safety measure equipment, which has high added value and thus high gross profit margin, is increasingly adopted for system scaffoldings, which looks compensating for pressure on earnings stemming from soaring steel prices. Meanwhile, so far in Q2 (July to September), the Company has revised unit selling prices of system scaffoldings and other products in line with steep rise in steel prices, which is expected to make full-year Company forecasts almost immune to the impacts stemming from here. Elsewhere, the Company, being keen on returning earnings to shareholders, announced that it had completed repurchase of own shares (380,000 shares or ¥299m) on 31 May 2021. When based on Company forecasts and prospective annual dividend of ¥32.0 per share, implying payout ratio of 40.0%, we estimate that total return ratio would be 65.5% = (¥32.00 × 13.7m shares + ¥299m) ÷ ¥1,128m for FY03/2022.

For your reference: Shinwa (3447) Low-rise to Superhigh-rise (5 July 2021)

IR Representative: Hiromichi Aoki, Corporate Planning Dept. (81-(0)584-66-4436/ir@shinwa-jp.com)

2.0 Company Profile

The Leader of Scaffolding Technology

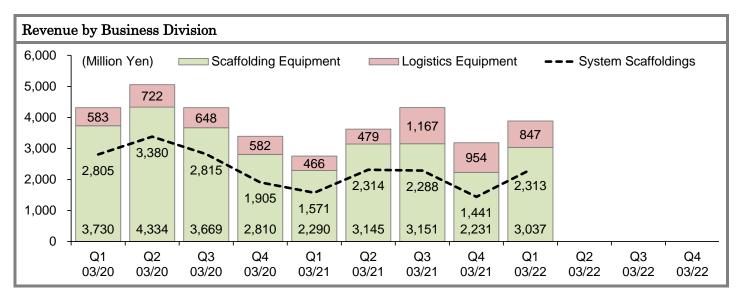
Company Name	Shinwa Co., Ltd.
	Company Website S SHINWA CO.,LTD.
	IR Information
	Share price (Japanese)
Established	11 August 2014
Listing	20 March 2019: Tokyo and Nagoya Stock Exchange 1st section (ticker: 3447)
	21 June 2018: Nagoya Stock Exchange 2nd section
	20 March 2018: Tokyo Stock Exchange 2nd section
Capital	¥153m (as of the end of June 2021)
No. of Shares	14,103,000 shares, including 380,000 treasury shares (as of the end of June 2021)
Main Features	Boosting up security of footing for Japan's construction industry
	Advocating to rank first in the market for system scaffoldings in Japan
	First-class production capability in Japan with high readiness and quality
Segment	I . Manufacture and Sale of Scaffolding Equipment and Logistics Equipment
Representation	Chairperson and Representative Director: Hiroshi Yamada
	President and Representative Director: Kurio Noritake
Shareholders	Master Trust Bank of Japan, T. 7.24%, Custody Bank of Japan, T. 6.56%, Alinco Inc.
	4.88%, Hanwa Co. 4.88%, BNY GCM CLIENT ACCOUNT JPRD AC ISG (FE-AC)
	4.44% (as of the end of March 2021)
Head Office	Kaizu-city, Gifu-prefecture, JAPAN
No. of Personnel	Consolidated: 174 (as of the end of June 2021)

Source: Company Data

3.0 Recent Trading and Prospects

Q1 FY03/2022

In Q1 FY03/2022, revenue came in at ¥3,884m (up 40.9% YoY), operating profit ¥471m (up 130.1%), profit before tax ¥453m (up 141.0%) and profit attributable to owners of parent ¥311m (up 156.8%), while operating profit margin 12.1% (up 4.7% points). In terms of comparison with Company forecasts for Q1 to Q2, revenue and operating profit saw high progress rate, i.e., 54.1% and 59.1%, respectively. At the same time, gross profit came in at ¥936m (up 40.4%) and SG&A expenses ¥467m (down 1.4%), implying gross profit margin of 24.1% (down 0.1% point) and revenue to SG&A expenses ratio of 12.0% (down 5.2% points).



Source: Company Data, WRJ Calculation

By business division, Scaffolding Equipment saw revenue of \$3,037m (up 32.6%) and Logistics Equipment \$847m (up 81.7%), while system scaffoldings, the mainstay on the Scaffolding Equipment side, saw revenue of \$2,313m (up 47.1%).

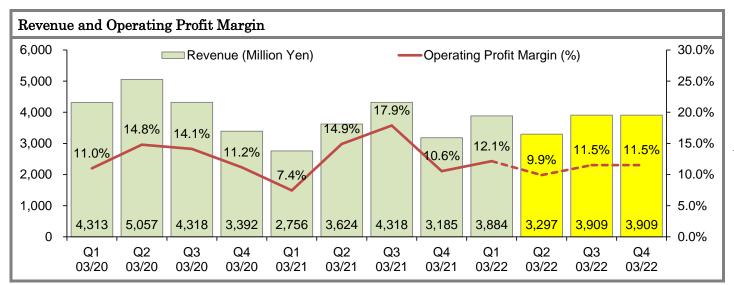
On the Scaffolding Equipment side, demand for the mainstay system scaffoldings and other products is now favorably picking up in line with construction work robust despite the uncertain situations. Meanwhile, the Company suggests that safety measure equipment is increasing adopted for system scaffoldings with an objective to improve the safety of construction sites.

For Q1, it appears that safety measure equipment accounted for some 21% of revenue associated with system scaffoldings versus some 16% during the same period of the previous year. Thus, what is suggested here is nothing but a trend that sales mix as a whole for the Company is improving, given a situation of safety measure equipment, which has high added value and thus high gross profit margin, being increasingly adopted for the mainstay products. Still, the impacts from here may have been all offset by soaring steel prices, having resulted in gross profit margin as a whole for the Company roughly unchanged over the same period of the previous year. The Company suggests that procurement cost of steels equates to some half of cost of goods manufactured as a whole for the Company.

Meanwhile, on the Logistics Equipment side, revenue has surged over the same period of the previous year. The Company suggests that this is attributable to a recovery of production activities and physical distribution amongst a wide range of industries with which the Company is involved for operations here, which was driven by the impacts stemming from COVID-19 being reduced. For the Company, it is also the case that it steadily captures a recovery of demand driven by upbeat in business condition, as far as we could see. Further, it appears that the Company is also seeing revenue associated with project of large-scale distribution warehousing of a major e-commerce operator. The Company suggests that this project has a high continuity and it has been consistently seeing stable order intake for future delivery for some time.

FY03/2022 Company Forecasts

FY03/2022 Company forecasts (announced on 13 May 2021) have remained unchanged, going for prospective revenue of \$15,000m (up 8.0% YoY), operating profit of \$1,700m (down 8.3%), profit before tax of \$1,629m (down 8.7%) and profit attributable to owners of parent of \$1,128m (down 9.2%), while operating profit margin of 11.3% (down 2.0% points). At the same time, Company forecasts have also remained unchanged for prospective annual dividend, going for \$32.00 per share, implying payout ratio of 40.0%.



Source: Company Data, WRJ Calculation (Q3 and Q4 FY03/2022: half-year Company forecasts, pro rata)

4.0 Financial Statements

Statement of Profit or Loss (Cumulative / Quarterly)

Statement of Profit or Loss	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
Cutofficiti of Front of Loss	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	03/2021	03/2021	03/2021	03/2021	03/2022	03/2022	03/2022	03/2022	Net Chg.
Revenue	2,756	6,381	10,699	13,885	3,884				+1,127
Cost of sales	2,089	4,761	7,860	10,263	2,947	-	-		+857
Gross profit	667	1,620	2,839	3,621	936	-	-	-	+269
SG&A expenses	474	908	1,357	1,809	467	-	-		(6)
Other income and expenses (net)	12	33	35	40	3	-	-	-	(9)
Operating profit	205	745	1,516	1,853	471	-	-		+266
Financial income and costs (net)	(16)	(33)	(50)	(68)	(18)	-	-	-	(1)
Profit before tax	188	711	1,465	1,784	453	-	-	-	+265
Income tax expenses	67	221	(449)	541	142	-	-	-	+75
Profit	121	490	1,015	1,242	311	-	-	-	+190
Profit attributable to owners of parent	121	483	1,003	1,231	313	-	-	-	+192
Profit attributable to non-controlling interests	0	6	12	11	(1)	-	-	-	(1)
Profit attributable to owners of parent	121	483	1,003	1,231	313	-	-	-	+192
Revenue YoY	(36.1%)	(31.9%)	(21.8%)	(18.7%)	+40.9%	-	-	-	-
Operating profit YoY	(56.7%)	(39.0%)	(17.2%)	(16.2%)	+130.1%	-	-	-	-
Profit before tax YoY	(58.7%)	(40.0%)	(17.6%)	(16.6%)	+141.0%	-	-	-	-
Profit YoY	(59.6%)	(39.8%)	(16.8%)	(15.3%)	+157.0%	-	-		-
Profit attributable to owners of parent YoY	(59.6%)	(40.6%)	(17.8%)	(16.0%)	+158.6%	-	-		-
Gross profit margin	24.2%	25.4%	26.5%	26.1%	24.1%	-	-	-	(0.1%)
Revenue to SG&A expenses ratio	17.2%	14.2%	12.7%	13.0%	12.0%	-	-	-	(5.2%)
Operating profit margin	7.4%	11.7%	14.2%	13.3%	12.1%	-	-	-	+4.7%
Profit before tax margin	6.8%	11.2%	13.7%	12.8%	11.7%	-	-	-	+4.9%
Profit margin	4.4%	7.7%	9.5%	9.0%	8.0%	-	-	-	+3.6%
Profit attributable to owners of parent margin	4.4%	7.6%	9.4%	8.9%	8.1%	-	-	-	+3.7%
Income tax expenses / Profit before tax	35.6%	31.1%	(30.7%)	30.3%	31.3%	-	-	-	(4.3%)
Statement of Profit or Loss	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	03/2021	03/2021	03/2021	03/2021	03/2022	03/2022	03/2022	03/2022	Net Chg.
B									
Revenue	2,756	3,624	4,318	3,185	3,884	-	-	-	+1,127
Cost of sales	2,756 2,089	3,624 2,671	4,318 3,098	3,185 2,403	3,884 2,947	-	-		
						- -	-		+857
Cost of sales	2,089	2,671	3,098	2,403	2,947		- - -	- - -	+857 +269 (6)
Cost of sales Gross profit SG&A expenses Other income and expenses (net)	2,089 667	2,671 953	3,098 1,219	2,403 782	2,947 936	- - - -	- - - -	- - -	+857 +269 (6)
Cost of sales Gross profit SG&A expenses	2,089 667 474	2,671 953 433 20 540	3,098 1,219 449 1	2,403 782 451 5 336	2,947 936 467	- - - -	- - - -	- - - -	+857 +269 (6)
Cost of sales Gross profit SG&A expenses Other income and expenses (net) Operating profit Financial income and costs (net)	2,089 667 474 12 205 (16)	2,671 953 433 20 540 (16)	3,098 1,219 449 1 771 (17)	2,403 782 451 5 336 (17)	2,947 936 467 3 471 (18)	- - - - -	- - - - -	- - - - -	+857 +269 (6) (9) +266 (1)
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Cost of sales Gross profit SG&A expenses Other income and expenses (net) Operating profit Financial income and costs (net) Profit before tax Income tax expenses Profit Profit attributable to owners of parent Profit attributable to non-controlling interests Profit attributable to owners of parent Revenue YoY Operating profit YoY Profit before tax YoY Profit tatributable to owners of parent YoY Gross profit margin Revenue to SG&A expenses ratio Operating profit margin Profit before tax margin Profit before tax margin Profit margin	2,089 667 474 12 205 (16) 188 67 121 121 0 121 (36.1%) (56.7%) (58.7%) (59.6%) 24.2% 17.2% 7.4% 6.8% 4.4%	2,671 953 433 20 540 (16) 523 154 369 362 (28.3%) (27.8%) (28.3%) (28.3%) (29.6%) 26.3% 12.0% 14.9% 14.4% 10.2%	3,098 1,219 449 1 771 (17) 753 (671) 525 520 +0.0% +26.6% +27.4% +29.4% +28.0% 28.2% 10.4% 17.9% 17.5% 12.2%	2,403 782 451 5 336 (17) 318 991 226 228 (1) 228 (6.1%) (11.1%) (11.8%) (8.0%) (7.4%) 24.6% 14.2% 10.6% 10.0% 7.1%	2,947 936 467 3 471 (18) 453 142 311 313 (1) 313 +40.9% +130.1% +141.0% +157.0% +158.6% 24.1% 12.0% 12.1% 11.7% 8.0%				+857 +269 (6) (9) +266 (1) +265 +75 +190 +192 (1) +192 - - - (0.1%) (5.2%) +4.7% +4.9% +3.6%
Cost of sales Gross profit SG&A expenses Other income and expenses (net) Operating profit Financial income and costs (net) Profit before tax Income tax expenses Profit Profit attributable to owners of parent Profit attributable to non-controlling interests Profit attributable to owners of parent Revenue YoY Operating profit YoY Profit before tax YoY Profit tatributable to owners of parent YoY Gross profit margin Revenue to SG&A expenses ratio Operating profit margin Profit before tax margin	2,089 667 474 12 205 (16) 188 67 121 121 0 121 (36.1%) (56.7%) (58.7%) (59.6%) 24.2% 17.2% 7.4% 6.8%	2,671 953 433 20 540 (16) 523 154 369 362 (28.3%) (27.8%) (28.3%) (28.3%) (29.6%) 26.3% 12.0% 14.9%	3,098 1,219 449 1 771 (17) 753 (671) 525 520 +0.0% +26.6% +27.4% +29.4% +28.0% 28.2% 10.4% 17.9% 17.5%	2,403 782 451 5 336 (17) 318 991 226 228 (1) 228 (6.1%) (11.1%) (11.8%) (8.0%) (7.4%) 24.6% 14.2% 10.6% 10.0%	2,947 936 467 3 471 (18) 453 142 311 313 (1) 313 +40.9% +130.1% +141.0% +157.0% +158.6% 24.1% 12.0% 12.1% 11.7%				+857 +269 (6) (9) +266 (1) +265 +75

Source: Company Data, WRJ Calculation

Revenue by Business Division (Cumulative / Quarterly)

Revenue 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)	03/2021	03/2021	03/2021	03/2021	03/2022	03/2022	03/2022	03/2022	Net Chg.
Scaffolding Equipment	2,290	5,436	8,587	10,818	3,037	-	-	-	+746
Logistics Equipment	466	945	2,112	3,066	847	-	-	-	+380
Revenue	2,756	6,381	10,699	13,885	3,884	-	-	-	+1,127
Scaffolding Equipment	(38.6%)	(32.6%)	(26.8%)	(25.6%)	+32.6%	-	-	-	-
Logistics Equipment	(20.1%)	(27.6%)	+8.1%	+20.9%	+81.7%	-	-	-	-
Revenue (YoY)	(36.1%)	(31.9%)	(21.8%)	(18.7%)	+40.9%	-	-	-	-
Scaffolding Equipment	83.1%	85.2%	80.3%	77.9%	78.2%	-	-	-	-
Logistics Equipment	16.9%	14.8%	19.7%	22.1%	21.8%	-	-	-	-
Revenue (Composition Ratio)	100.0%	100.0%	100.0%	100.0%	100.0%	-	-	-	-
Revenue by Business Division	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	03/2021	03/2021	03/2021	03/2021	03/2022	03/2022	03/2022	03/2022	Net Chg.
Scaffolding Equipment	2,290	3,145	3,151	2,231	3,037	-	-	-	+746
Logistics Equipment	466	479	1,167	954	847	-	-	-	+380
Revenue	2,756	3,624	4,318	3,185	3,884	-	-	-	+1,127
Scaffolding Equipment	(38.6%)	(27.4%)	(14.1%)	(20.6%)	+32.6%	-	-	-	-
Logistics Equipment	(20.1%)	(33.7%)	+80.0%	+63.9%	+81.7%	-	-	-	-
Revenue (YoY)	(36.1%)	(28.3%)	+0.0%	(6.1%)	+40.9%	-	-	-	-
Scaffolding Equipment	83.1%	86.8%	73.0%	70.0%	78.2%	-	-	-	-
Logistics Equipment	16.9%	13.2%	27.0%	30.0%	21.8%	-	-	-	-
Revenue (Composition Ratio)	100.0%	100.0%	100.0%	100.0%	100.0%	-	-	-	-

Source: Company Data, WRJ Calculation

Statement of Financial Position (Quarterly)

Statement of Financial Position	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons. Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	03/2021	03/2021	03/2021	03/2021	03/2022	03/2022	03/2022	03/2022	Net Chg.
Cash and cash equivalents	3,073	3,282	4,440	4,738	3,739	-	-	-	+665
Trade and other receivables	2,351	2,885	2,935	3,006	3,037	-	-	-	+686
Inventories	2,142	2,176	1,777	1,483	1,553	-	-	-	(588)
Other	81	31	33	62	69	-	-	-	(11)
Total current assets	7,649	8,376	9,186	9,290	8,400	-	-	-	+750
Property, plant and equipment	2,269	2,139	2,077	2,054	2,241	-	-	-	(28)
Right-of-use assets	381	365	359	380	354	-	-	-	(27)
Goodwill	9,221	9,221	9,221	9,221	9,221	-	-	-	0
Intangible assets	1,252	1,247	1,246	1,237	1,235	-	-	-	(16)
Other	69	68	68	51	51	-	-	-	(17)
Total non-current assets	13,194	13,043	12,973	12,945	13,105	-	-	-	(89)
Total assets	20,844	21,420	22,159	22,236	21,505	-	-	-	+661
Trade and other payables	699	1,089	882	803	1,107	-	-	-	+408
Borrowings	495	530	585	581	525	-	-	-	+29
Other	499	527	879	1,044	579	-	-	-	+79
Total current liabilities	1,695	2,146	2,347	2,428	2,212	-	-	-	+517
Borrowings	5,206	4,960	4,963	4,717	4,720	-	-	-	(485)
Other	639	638	646	647	608	-	-	-	(30)
Total non-current liabilities	5,845	5,598	5,609	5,364	5,329	-	-	-	(516)
Total liabilities	7,540	7,745	7,957	7,793	7,541	-	-	-	+0
Total equity attributable to owners of parent	13,255	13,619	14,140	14,379	13,900	-	-	-	+644
Other	47	54	61	63	63	-	-	-	+15
Total equity	13,303	13,674	14,202	14,443	13,964	-	-	-	+660
Total liabilities and equity	20,844	21,420	22,159	22,236	21,505	-	-	-	+661
Equity attributable to owners of parent	13,255	13,619	14,140	14,379	13,900	-	-	-	+645
Interest bearing debt	5,702	5,490	5,548	5,298	5,245	-	-	-	(456)
Net debt	2,628	2,207	1,108	560	1,506	-	-	-	(1,121)
Equity ratio	63.6%	63.6%	63.8%	64.7%	64.6%	-	-	-	-
Net debt equity ratio	19.8%	16.2%	7.8%	3.9%	10.8%	-	-	-	-
ROE (12 months)	10.0%	8.5%	9.0%	8.8%	10.5%	-	-	-	-
ROA (12 months)	8.9%	7.7%	8.3%	8.1%	9.7%	-	-	-	-
Days for inventory turnover	94	74	52	56	48	-	-	-	-
Quick ratio	320%	287%	314%	319%	306%	-	-	-	-
Current ratio	451%	390%	391%	382%	380%	_	-	-	-
Source: Company Data, WP I Calculation									

Source: Company Data, WRJ Calculation

Statement of Cash Flows (Cumulative / Quarterly)

Statement of Cash Flows	Cons.Act								
	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	03/2021	03/2021	03/2021	03/2021	03/2022	03/2022	03/2022	03/2022	Net Chg.
Cashflows from operating activities	593	1,058	2,256	2,892	144	-	-	-	(448)
Cashflows from Investing activities	(43)	(44)	(112)	(181)	(282)	-	-	-	(238)
Cashflows from operating and investing activities	549	1,014	2,143	2,711	(137)	-	-	-	(686)
Cashflows from financing activities	(595)	(853)	(827)	(1,104)	(864)	-	-	-	(268)
Statement of Cash Flows	Cons.Act								
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	03/2021	03/2021	03/2021	03/2021	03/2022	03/2022	03/2022	03/2022	Net Chg.
Cashflows from operating activities	593	465	1,197	635	144	-	-	-	(448)
Cashflows from Investing activities	(43)	(1)	(68)	(68)	(282)	-	-	-	(238)
Cashflows from operating and investing activities	549	464	1,129	567	(137)	-	-	-	(686)

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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