# PUNCH INDUSTRY (6165) 

| Consolidated Fiscal Year (Million Yen) |  | Sales | Operating Profit | Recurring Profit | Profit Attributable to Owners of Parent | $\begin{aligned} & \text { EPS } \\ & \text { (Yen) } \end{aligned}$ | $\begin{aligned} & \text { DPS } \\ & \text { (Yen) } \end{aligned}$ | $\begin{aligned} & \text { BPS } \\ & \text { (Yen) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY03/2019 |  | 40,935 | 2,578 | 2,547 | 960 | 43.92 | 16.75 | 721.49 |
| FY03/2020 |  | 35,348 | 835 | 712 | $(3,485)$ | (160.01) | 2.00 | 536.64 |
| FY03/2021CoE |  | 33,100 | 1,200 | 1,100 | 620 | 28.43 | 2.00 | - |
| FY03/2020 | YoY | (13.6\%) | (67.6\%) | (72.0\%) | - |  |  |  |
| FY03/2021CoE | YoY | (6.4\%) | 43.6\% | 54.3\% | - | - | - | - |
| Consolidated Half Year (Million Yen) |  | Sales | Operating Profit | Recurring Profit | Profit Attributable to Owners of Parent | $\begin{aligned} & \text { EPS } \\ & \text { (Yen) } \end{aligned}$ | $\begin{aligned} & \text { DPS } \\ & \text { (Yen) } \end{aligned}$ | $\begin{aligned} & \text { BPS } \\ & \text { (Yen) } \end{aligned}$ |
| Q1 to Q2 FY03/2020 |  | 17,991 | 80 | 2 | (121) | - | - | - |
| Q3 to Q4 FY03/2020 |  | 17,356 | 755 | 710 | $(3,364)$ | - | - | - |
| Q1 to Q2 FY03/2021CoE |  | 15,830 | 330 | 300 | 50 | - | - | - |
| Q3 to Q4 FY03/2021CoE |  | 17,270 | 870 | 800 | 570 | - | - | - |
| Q1 to Q2 FY03/2021CoE | YoY | (12.0\%) | 311.5\% | - | - | - | - | - |
| Q3 to Q4 FY03/2021CoE | YoY | (0.5\%) | 15.2\% | 12.7\% | - | - | - | - |
| Consolidated Quarter (Million Yen) |  | Sales | Operating Profit | Recurring Profit | Profit Attributable to Owners of Parent | $\begin{aligned} & \text { EPS } \\ & \text { (Yen) } \end{aligned}$ | $\begin{aligned} & \text { DPS } \\ & \text { (Yen) } \end{aligned}$ | $\begin{aligned} & \text { BPS } \\ & \text { (Yen) } \end{aligned}$ |
| Q1 FY03/2020 |  | 8,511 | (29) | (90) | (126) | - | - | - |
| Q1 FY03/2021 |  | 7,169 | 24 | 6 | (76) | - | - | - |
| Q1 FY03/2021 | YoY | (15.8\%) | - | - | - | - | - | - |

Source: Company Data, WRJ Calculation

### 1.0 Results Update (13 August 2020)

## Return to Profitability

On 7 August 2020, PUNCH INDUSTRY, manufacturing and selling parts of molds \& dies in Japan and overseas, released its Q1 FY03/2021 results. It has been revealed that the Company is returning to profitability at the operating level due to the impacts of fixed cost reductions, etc. more than offsetting consistently decreased sales. By region, sales in Japan came down most conspicuously. In particular, demand associated with Automobiles plummeted as far as we could gather. Sales in China also came down, but by yen's appreciation to some extent. Meanwhile, it should be noticed in the first place that sales overseas, including those of China, are all booked with a three-month delay in the Company's consolidated accounts, but for those of India. In China, COVID-19 pandemic occurred early and thus economic recovery thereafter, while the Company suggests that sales in China were entering a phase of recovery after hitting the bottom during "April to June 2020", which will be reflected in the consolidated accounts in Q2. Meanwhile, the Company is to cut back on expenses by some $¥ 600 \mathrm{~m}$ for FY03/2021 due to the impacts of impairment implemented in FY03/2020. The Company did benefit from here in Q1, while having made progress in cutting back on fixed costs, also elsewhere, such as traveling expenses \& carfare.

For information: PUNCH INDUSTRY (6165) Impairment (20 July 2020)

### 2.0 Company Profile

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

| Company Name | PUNCH INDUSTRY CO., LTD. <br> Website <br> IR Information <br> PUNEH INDISTAY <br> 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 | $¥ 2,897 \mathrm{~m}$ (as of the end of June 2020) |
| No. of Shares | 22,122,400 shares, including 312,806 treasury shares (as of the end of June 2020) |
| Main Features | - By far the largest in China and one of the largest on a global basis <br> - Collective 15,000 customers (6,000 in Japan, 8,000 in China and 1,000 in other) <br> - Focus on high-value-added strategic products |
| Business Segment | I . Parts of Molds \& Dies Business |
| Top Management | Representative Director, President and CEO: Tetsuji Morikubo |
| Shareholders | MT Kosan $17.45 \%$, Caceis Bank Germany Customer Acc. 11.08\% (as of the end of March 2020, but for treasury shares) |
| Headquarters | Shinagawa-ku, Tokyo, JAPAN |
| No. of Employees | Consolidated: 4,020, Parent: 985 (as of the end of March 2020) |

### 3.0 Recent Trading and Prospects

## Q1 FY03/2021 Results

In Q1 FY03/2021, sales came in at $¥ 7,169 \mathrm{~m}$ (down $15.8 \%$ YoY), operating profit $¥ 24 \mathrm{~m}$ (versus minus $¥ 29 \mathrm{~m}$ during the same period of the previous year), recurring profit $¥ 6 \mathrm{~m}$ (minus $¥ 90 \mathrm{~m}$ ) and profit attributable to owners of parent minus $¥ 76 \mathrm{~m}$ (minus $¥ 126 \mathrm{~m}$ ), while operating profit margin $0.3 \%$ (up $0.7 \%$ points). The Company suggests that the performance in Q1 was basically in line with assumptions of Company forecasts.

Sales by Region


Sales by Application


Source: Company Data, WRJ Calculation

By region, sales in Japan came in at $¥ 3,063 \mathrm{~m}$ (down $17.5 \%$ ) and sales in China $¥ 3,325 \mathrm{~m}$ (down $14.3 \%$ ). The Company suggests that sales in China declined by $9.8 \%$ on a local currency basis. By application, sales associated with Automobiles came in at $¥ 3,065 \mathrm{~m}$ (down $18.4 \%$ ), while sales associated with Electronic Parts \& Semiconductors $¥ 1,444 \mathrm{~m}$ (up $11.9 \%$ ). In other words, it is implied that sales associated with Electronic Parts \& Semiconductors may have started to recovery having had hit the bottom. According to the Company, this is due mainly to increased demand in China relating to electronic parts such as connectors for 5G, etc. Looking at this in a view by region, sales in China have shown a sign of recovery in some parts, while the Company suggests this trend may accelerate in Q2. In fact, this is more or less fixed in light of the fact that sales in China are all booked with a three-month delay.

Sales and Operating Profit Margin


Source: Company Data, WRJ Calculation (Q3 and Q4 FY03/2021: H2 Company forecasts, pro rata)

When based on assumptions of Company forecasts, sales are to increase in Q2 over Q1 more substantially than in the past years, while operating profit margin in Q2 is to steadily improve both on a quarter-on-quarter basis and year-on-year basis. The Company, having had booked impairment loss of $¥ 3,314 \mathrm{~m}$ for $\mathrm{FY} 03 / 2020$, is to make an outstanding progress in cutting back on fixed costs stemming from here. In Q1, the Company has cut back on cost of sales by $¥ 126 \mathrm{~m}$ through decreased depreciation charges and SG\&A expenses by $¥ 30 \mathrm{~m}$ through reduced amortization of goodwill, having cut back on expenses collectively by no less than $¥ 156 \mathrm{~m}$. In Q2, the Company is to see expenses to be cut back on to a similar extent, which will take place on an year-on-year basis and thus drive operating profit margin to the same extent. Meanwhile, the Company is to benefit from increased sales in Q2 over Q1 to create a factor for operating profit margin to improve to this extent. When simply calculated based on Q1 results and Q1 to Q2 Company forecasts, sales are to increase by $20.8 \%$ in Q2 over Q1.

## FY03/2021 Company Forecasts

FY03/2021 initial Company forecasts (announced on 22 May 2020), assuming that the impacts stemming from COVID-19 are to "gradually converge towards the end of Q2, while the Company's performance in Q3 is to recover to the level prior to the impacts", are going for prospective sales of $¥ 33,100 \mathrm{~m}$ (down $6.4 \%$ ), operating profit of $¥ 1,200 \mathrm{~m}$ (up $43.6 \%$ ), recurring profit of $¥ 1,100 \mathrm{~m}$ (up $54.3 \%$ ) and profit attributable to owners of parent of $¥ 620 \mathrm{~m}$ (versus minus $¥ 3,485 \mathrm{~m}$ in the previous year), while operating profit margin of $3.6 \%$ (up $1.3 \%$ points). At the same time, Company forecasts have remained unchanged also for annual dividend, i.e., $¥ 2.00$ per share, implying payout ratio of $7.0 \%$.

Income Statement (Cumulative/Quarterly)

| Income Statement (Million Yen) | $\begin{array}{r} \text { Cons. Act } \\ \text { Q1 } \\ 03 / 2020 \\ \hline \end{array}$ | Cons.Act Q1 to Q2 03/2020 | Cons.Act Q1 to Q3 03/2020 | $\begin{array}{r} \hline \text { Cons.Act } \\ \text { Q1 to Q4 } \\ 03 / 2020 \\ \hline \end{array}$ | Cons.Act <br> 03/2021 | $\begin{array}{r} \text { Cons. Act } \\ \text { Q1 to Q2 } \\ 03 / 2021 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { Cons.Act } \\ \text { Q1 to Q3 } \\ 03 / 2021 \\ \hline \end{array}$ | Cons.Act Q1 to Q4 03/2021 | Net Chg. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 8,511 | 17,991 | 26,711 | 35,348 | 7,169 | - | - |  | $(1,342)$ |
| Cost of Sales | 6,363 | 13,577 | 20,067 | 26,161 | 5,315 | - | - |  | $(1,047)$ |
| Gross Profit | 2,148 | 4,413 | 6,644 | 9,187 | 1,853 | - | - |  | (294) |
| SG\&A Expenses | 2,177 | 4,333 | 6,402 | 8,351 | 1,828 | - | - | - | (349) |
| Operating Profit | (29) | 80 | 241 | 835 | 24 | - | - | - | +54 |
| Non Operating Balance | (60) | (77) | (56) | (122) | (18) | - | - |  | +42 |
| Recurring Profit | (90) | 2 | 184 | 712 | 6 | - | - | - | +96 |
| Extraordinary Balance | (5) | (6) | $(2,121)$ | $(3,332)$ | (13) | - | - | - | (8) |
| Profit before Income Taxes | (95) | (3) | $(1,936)$ | $(2,619)$ | (7) | - | - | - | +88 |
| Total Income Taxes | 30 | 117 | 776 | 866 | 67 | - | - | - | +36 |
| Profit Attributable to Non-Controlling Interests | 0 | 0 | 0 | 0 | 0 | - | - |  | +0 |
| Profit Attributable to Owners of Parent | (126) | (121) | $(2,713)$ | $(3,485)$ | (76) | - | - | - | +50 |
| Sales YoY | (17.7\%) | (14.1\%) | (14.3\%) | (13.6\%) | (15.8\%) | - | - |  |  |
| Operating Profit YoY | - | (94.2\%) | (88.9\%) | (67.6\%) | - | - | - | - |  |
| Recurring Profit YoY | - | (99.8\%) | (91.4\%) | (72.0\%) | - | - | - | - |  |
| Profit Attributable to Owners of Parent YoY | - | - | - | - | - | - | - | - |  |
| Gross Profit Margin | 25.2\% | 24.5\% | 24.9\% | 26.0\% | 25.9\% | - | - |  | +0.6\% |
| Sales to SG\&A Expenses Ratio | 25.6\% | 24.1\% | 24.0\% | 23.6\% | 25.5\% | - | - |  | (0.1\%) |
| Operating Profit Margin | (0.3\%) | 0.4\% | 0.9\% | 2.4\% | 0.3\% | - | - | - | +0.7\% |
| Recurring Profit Margin | (1.1\%) | 0.0\% | 0.7\% | 2.0\% | 0.1\% | - | - | - | +1.1\% |
| Profit Attributable to Owners of Parent Margin | (1.5\%) | (0.7\%) | (10.2\%) | (9.9\%) | (1.1\%) | - | - | - | +0.4\% |
| Total Income Taxes / Profit before Income Taxes | - | - | - | - | - | - | - | - |  |
| Income Statement | 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) | 03/2020 | 03/2020 | 03/2020 | 03/2020 | 03/2021 | 03/2021 | 03/2021 | 03/2021 | Net Chg. |
| Sales | 8,511 | 9,480 | 8,720 | 8,636 | 7,169 | - | - | - | $(1,342)$ |
| Cost of Sales | 6,363 | 7,214 | 6,489 | 6,093 | 5,315 | - | - |  | $(1,047)$ |
| Gross Profit | 2,148 | 2,265 | 2,230 | 2,543 | 1,853 | - | - |  | (294) |
| SG\&A Expenses | 2,177 | 2,156 | 2,068 | 1,949 | 1,828 | - | - |  | (349) |
| Operating Profit | (29) | 109 | 161 | 593 | 24 | - | - | - | +54 |
| Non Operating Balance | (60) | (16) | 20 | (65) | (18) | - | - | - | +42 |
| Recurring Profit | (90) | 93 | 182 | 527 | 6 | - | - | - | +96 |
| Extraordinary Balance | (5) | (0) | $(2,115)$ | $(1,211)$ | (13) | - | - |  | (8) |
| Profit before Income Taxes | (95) | 92 | $(1,932)$ | (683) | (7) | - | - | - | +88 |
| Total Income Taxes | 30 | 87 | 658 | 89 | 67 | - | - | - | +36 |
| Profit Attributable to Non-Controlling Interests | 0 | (0) | 0 | (0) | 0 | - | - | - | +0 |
| Profit Attributable to Owners of Parent | (126) | 5 | $(2,592)$ | (772) | (76) | - | - | - | +50 |
| Sales YoY | (17.7\%) | (10.5\%) | (14.7\%) | (11.6\%) | (15.8\%) | - | - |  |  |
| Operating Profit YoY | - | (83.4\%) | (80.0\%) | +49.6\% | - | - | - | - |  |
| Recurring Profit YoY | - | (85.8\%) | (77.7\%) | +35.9\% | - | - | - | - |  |
| Profit Attributable to Owners of Parent YoY | - | (99.0\%) | - | - | - | - | - | - |  |
| Gross Profit Margin | 25.2\% | 23.9\% | 25.6\% | 29.4\% | 25.9\% | - | - |  | +0.6\% |
| Sales to SG\&A Expenses Ratio | 25.6\% | 22.7\% | 23.7\% | 22.6\% | 25.5\% | - | - | - | (0.1\%) |
| Operating Profit Margin | (0.3\%) | 1.2\% | 1.9\% | 6.9\% | 0.3\% | - | - | - | +0.7\% |
| Recurring Profit Margin | (1.1\%) | 1.0\% | 2.1\% | 6.1\% | 0.1\% | - | - |  | +1.1\% |
| Profit Attributable to Owners of Parent Margin | (1.5\%) | 0.1\% | (29.7\%) | (8.9\%) | (1.1\%) | - | - | - | +0.4\% |
| Total Income Taxes/Profit before Income Taxes | - | 94.5\% | - | - | - | - | - | - |  |

[^0]Sales by Region (Cumulative/Quarterly)

| Sales by Region |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ilion Yen) | Q1 03/2020 | $\begin{array}{r} \text { Q1 to Q2 } \\ 03 / 2020 \end{array}$ | $\begin{array}{r} \text { Q1 to Q3 } \\ 03 / 2020 \end{array}$ | Q1 to Q4 <br> 03/2020 | Q1 $03 / 2021$ | $\begin{gathered} \text { Q1 to Q2 } \\ 03 / 2021 \end{gathered}$ | $\begin{array}{r} \text { Q1 to Q3 } \\ 03 / 2021 \end{array}$ | Q1 to Q4 03/2021 | YoY <br> Net Chg. |
| Japan | 3,715 | 7,501 | 10,975 | 14,565 | 3,063 | 03/2021 | 03/2021 |  | (652) |
| China | 3,879 | 8,490 | 12,777 | 16,836 | 3,325 | - | - |  | (554) |
| Southeast Asia | 352 | 744 | 1,142 | 1,535 | 344 | - | - | - | (8) |
| Europe, Americas, etc. | 563 | 1,255 | 1,816 | 2,410 | 436 | - | - |  | (127) |
| Sales | 8,511 | 17,991 | 26,711 | 35,348 | 7,169 | - | - | - | $(1,342)$ |
| Japan | (13.0\%) | (10.7\%) | (13.1\%) | (13.2\%) | (17.5\%) | - | - |  |  |
| China | (22.1\%) | (18.4\%) | (16.8\%) | (15.4\%) | (14.3\%) | - | - | - |  |
| Southeast Asia | (14.7\%) | (11.5\%) | (9.4\%) | (8.1\%) | (2.4\%) | - | - | - |  |
| Europe, Americas, etc. | (16.4\%) | (3.0\%) | (4.7\%) | (6.9\%) | (22.6\%) | - | - | - |  |
| Sales (YoY) | (17.7\%) | (14.1\%) | (14.3\%) | (13.6\%) | (15.8\%) | - | - | - | - |
| Japan | 43.6\% | 41.7\% | 41.1\% | 41.2\% | 42.7\% | - | - |  |  |
| China | 45.6\% | 47.2\% | 47.8\% | 47.6\% | 46.4\% | - | - |  |  |
| Southeast Asia | 4.1\% | 4.1\% | 4.3\% | 4.3\% | 4.8\% | - | - | - |  |
| Europe, Americas, etc. | 6.6\% | 7.0\% | 6.8\% | 6.8\% | 6.1\% | - | - | - |  |
| Sales (Composition Ratio) | 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 |  |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | YoY |
| (Million Yen) | 03/2020 | 03/2020 | 03/2020 | 03/2020 | 03/2021 | 03/2021 | 03/2021 | 03/2021 | Net Chg. |
| Japan | 3,715 | 3,786 | 3,474 | 3,590 | 3,063 | - | - |  | (652) |
| China | 3,879 | 4,610 | 4,287 | 4,059 | 3,325 | - | - |  | (554) |
| Southeast Asia | 352 | 391 | 397 | 393 | 344 | - | - | - | (8) |
| Europe, Americas, etc. | 563 | 692 | 560 | 594 | 436 | - | - | - | (127) |
| Sales | 8,511 | 9,480 | 8,720 | 8,636 | 7,169 | - | - | - | $(1,342)$ |
| Japan | (13.0\%) | (8.3\%) | (17.9\%) | (13.3\%) | (17.5\%) | - | - | - |  |
| China | (22.1\%) | (14.9\%) | (13.6\%) | (10.5\%) | (14.3\%) | - | - | - |  |
| Southeast Asia | (14.7\%) | (8.2\%) | (5.5\%) | (3.9\%) | (2.4\%) | - | - | - |  |
| Europe, Americas, etc. | (16.4\%) | +11.4\% | (8.2\%) | (13.0\%) | (22.6\%) | - | - | - |  |
| Sales (YoY) | (17.7\%) | (10.5\%) | (14.7\%) | (11.6\%) | (15.8\%) | - | - | - | - |
| Japan | 43.6\% | 39.9\% | 39.8\% | 41.6\% | 42.7\% | - | - | - |  |
| China | 45.6\% | 48.6\% | 49.2\% | 47.0\% | 46.4\% | - | - | - | - |
| Southeast Asia | 4.1\% | 4.1\% | 4.6\% | 4.6\% | 4.8\% | - | - | - | - |
| Europe, Americas, etc. | 6.6\% | 7.3\% | 6.4\% | 6.9\% | 6.1\% | - | - | - |  |
| Sales (Composition Ratio) | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | - | - | - | - |

Source: Company Data, WRJ Calculation

Sales by Application (Cumulative/Quarterly)

| Sales by Application (Million Yen) | Cons.Act Q1 03/2020 | Cons.Act Q1 to Q2 03/2020 | Cons.Act Q1 to Q3 03/2020 | Cons.Act Q1 to Q4 03/2020 | Cons.Act Q1 03/2021 | Cons.Act Q1 to Q2 03/2021 | Cons. Act Q1 to Q3 03/2021 | Cons.Act Q1 to Q4 03/2021 | Net Chg. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Automobiles | 3,755 | 7,888 | 11,753 | 15,370 | 3,065 | - | - |  | (690) |
| Electronic Parts \& Semiconductors | 1,290 | 2,932 | 4,485 | 6,113 | 1,444 | - | - |  | +154 |
| Consumer Electronics \& Precision Equipment | 1,217 | 2,259 | 3,304 | 4,298 | 874 | - | - | - | (343) |
| Other | 2,248 | 4,911 | 7,169 | 9,566 | 1,785 | - | - |  | (463) |
| Sales | 8,511 | 17,991 | 26,711 | 35,348 | 7,169 | - | - | - | $(1,342)$ |
| Automobiles | (18.6\%) | (13.6\%) | (13.8\%) | (14.0\%) | (18.4\%) | - | - |  |  |
| Electronic Parts \& Semiconductors | (34.8\%) | (26.6\%) | (24.1\%) | (19.1\%) | +11.9\% | - | - | - | - |
| Consumer Electronics \& Precision Equipment | (0.6\%) | (8.5\%) | (10.1\%) | (11.1\%) | (28.2\%) | - | - | - | - |
| Other | (11.0\%) | (8.0\%) | (9.9\%) | (10.3\%) | (20.6\%) | - | - |  | - |
| Sales (YoY) | (17.7\%) | (14.1\%) | (14.3\%) | (13.6\%) | (15.8\%) | - | - | - | - |
| Automobiles | 44.1\% | 43.8\% | 44.0\% | 43.5\% | 42.8\% | - | - |  |  |
| Electronic Parts \& Semiconductors | 15.2\% | 16.3\% | 16.8\% | 17.3\% | 20.1\% | - | - |  | - |
| Consumer Electronics \& Precision Equipment | 14.3\% | 12.6\% | 12.4\% | 12.2\% | 12.2\% | - | - | - | - |
| Other | 26.4\% | 27.3\% | 26.8\% | 27.1\% | 24.9\% | - | - | - | - |
| Sales (Composition Ratio) | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | - | - | - | - |
| Sales by Application | 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) | 03/2020 | 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 | - | - |  | (690) |
| Electronic Parts \& Semiconductors | 1,290 | 1,642 | 1,552 | 1,627 | 1,444 | - | - | - | +154 |
| Consumer Electronics \& Precision Equipment | 1,217 | 1,042 | 1,045 | 994 | 874 | - | - | - | (343) |
| Other | 2,248 | 2,662 | 2,257 | 2,397 | 1,785 | - | - | - | (463) |
| Sales | 8,511 | 9,480 | 8,720 | 8,636 | 7,169 | - | - | - | $(1,342)$ |
| Automobiles | (18.6\%) | (8.5\%) | (14.1\%) | (14.8\%) | (18.4\%) | - | - | - |  |
| Electronic Parts \& Semiconductors | (34.8\%) | (18.6\%) | (18.7\%) | (1.5\%) | +11.9\% | - | - | - | - |
| Consumer Electronics \& Precision Equipment | (0.6\%) | (16.4\%) | (13.2\%) | (14.5\%) | (28.2\%) | - | - | - | - |
| Other | (11.0\%) | (5.3\%) | (13.7\%) | (11.4\%) | (20.6\%) | - | - | - | - |
| Sales (YoY) | (17.7\%) | (10.5\%) | (14.7\%) | (11.6\%) | (15.8\%) | - | - | - | - |
| Automobiles | 44.1\% | 43.6\% | 44.3\% | 41.9\% | 42.8\% | - | - | - |  |
| Electronic Parts \& Semiconductors | 15.2\% | 17.3\% | 17.8\% | 18.8\% | 20.1\% | - | - | - | - |
| Consumer Electronics \& Precision Equipment | 14.3\% | 11.0\% | 12.0\% | 11.5\% | 12.2\% | - | - | - |  |
| Other | 26.4\% | 28.1\% | 25.9\% | 27.8\% | 24.9\% | - | - | - | - |
| Sales (Composition Ratio) | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | - | - | - | - |

Source: Company Data, WRJ Calculation

Balance Sheet (Quarterly)

| Balance Sheet |  |  |  |  |  |  |  | Cons.Act |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | YoY |
| (Million Yen) | 03/2020 | 03/2020 | 03/2020 | 03/2020 | 03/2021 | 03/2021 | 03/2021 | 03/2021 | Net Chg. |
| Cash and Deposit | 2,704 | 2,310 | 3,327 | 3,389 | 3,702 | - | - | - | +997 |
| Accounts Receivables | 10,104 | 10,065 | 9,713 | 9,942 | 8,682 | - | - | - | $(1,421)$ |
| Inventory | 4,892 | 4,383 | 4,262 | 4,229 | 4,024 | - | - |  | (868) |
| Other | 268 | 308 | 403 | 230 | 223 | - | - |  | (44) |
| Current Assets | 17,969 | 17,068 | 17,707 | 17,792 | 16,632 | - | - | - | $(1,337)$ |
| Tangible Assets | 10,105 | 9,910 | 7,819 | 7,134 | 6,846 | - | - | - | $(3,258)$ |
| Intangible Assets | 955 | 869 | 791 | 344 | 326 | - | - |  | (628) |
| Investments and Other Assets | 763 | 774 | 226 | 304 | 292 | - | - | - | (470) |
| Fixed Assets | 11,824 | 11,554 | 8,837 | 7,784 | 7,465 | - | - | - | $(4,358)$ |
| Total Assets | 29,793 | 28,622 | 26,545 | 25,576 | 24,098 | - | - | - | $(5,695)$ |
| Accounts Payables, etc. | 3,692 | 3,837 | 3,837 | 3,660 | 3,059 | - | - |  | (632) |
| Short Term Debt | 3,844 | 3,235 | 3,304 | 3,148 | 3,422 | - | - | - | (422) |
| Other | 2,734 | 2,782 | 2,563 | 2,471 | 1,995 | - | - | - | (738) |
| Current Liabilities | 10,271 | 9,855 | 9,705 | 9,280 | 8,477 | - | - | - | $(1,793)$ |
| Long Term Debt | 2,187 | 2,064 | 3,132 | 2,927 | 2,739 | - | - |  | +552 |
| Other | 1,588 | 1,579 | 1,616 | 1,621 | 1,593 | - | - | - | +5 |
| Fixed Liabilities | 3,775 | 3,644 | 4,749 | 4,548 | 4,332 | - | - | - | +557 |
| Total Liabilities | 14,046 | 13,499 | 14,454 | 13,829 | 12,810 | - | - | - | $(1,236)$ |
| Shareholders' Equity | 15,232 | 15,275 | 12,683 | 11,913 | 11,794 | - | - | - | $(3,438)$ |
| Other | 514 | (153) | (592) | (166) | (506) | - | - | - | $(1,020)$ |
| Net Assets | 15,747 | 15,122 | 12,090 | 11,747 | 11,287 | - | - | - | $(4,459)$ |
| Total Liabilities and Net Assets | 29,793 | 28,622 | 26,545 | 25,576 | 24,098 | - | - | - | $(5,695)$ |
| Equity Capital | 15,692 | 15,079 | 12,045 | 11,703 | 11,243 | - | - | - | $(4,449)$ |
| Interest Bearing Debt | 6,031 | 5,300 | 6,437 | 6,075 | 6,161 | - | - | - | +129 |
| Net Debt | 3,327 | 2,989 | 3,109 | 2,686 | 2,459 | - | - | - | (868) |
| Equity Ratio | 52.7\% | 52.7\% | 45.4\% | 45.8\% | 46.7\% | - | - |  |  |
| Net Debt Equity Ratio | 21.2\% | 19.8\% | 25.8\% | 23.0\% | 21.9\% | - | - | - |  |
| ROE (12 months) | 2.0\% | (1.1\%) | (23.3\%) | (25.5\%) | (25.5\%) | - | - | - |  |
| ROA (12 months) | 5.7\% | 4.0\% | 1.9\% | 2.5\% | 3.0\% | - | - | - |  |
| Days for Inventory Turnover | 70 | 55 | 60 | 63 | 69 | - | - | - |  |
| Quick Ratio | 125\% | 126\% | 134\% | 144\% | 146\% | - | - | - |  |
| Current Ratio | 175\% | 173\% | 182\% | 192\% | 196\% | - | - | - |  |

Source: Company Data, WRJ Calculation

## Cash Flow Statement (Cumulative)

| Cash Flow Statement (Million Yen) | $\begin{array}{r} \text { Cons.Act } \\ \text { Q1 } \\ 03 / 2020 \end{array}$ | Cons.Act Q1 to Q2 03/2020 |  | $\begin{array}{r} \text { Cons. Act } \\ \text { Q1 to Q4 } \\ 03 / 2020 \end{array}$ | Cons.Act $03 / 2021$ | Cons.Act Q1 to Q2 03/2021 |  |  | Net Chg. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Cash Flow | - | 1,009 | - | 2,490 | - | - |  |  |  |
| Investing Cash Flow | - | (730) | - | $(1,788)$ | - | - | - |  |  |
| Operating Cash Flow and Investing Cash Flow | - | 278 | - | 701 | - | - | - | - |  |
| Financing Cash Flow | - | $(1,381)$ | - | (772) | - | - | - | - |  |

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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[^0]:    Source: Company Data, WRJ Calculation

