# FY2023 Supplemental Data

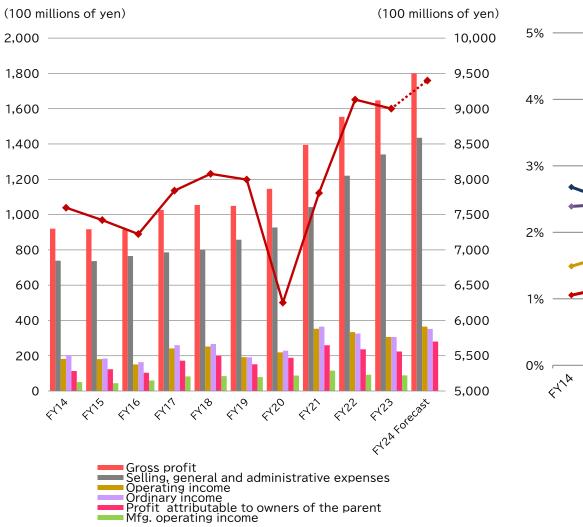
### NAGASE & CO.,LTD.

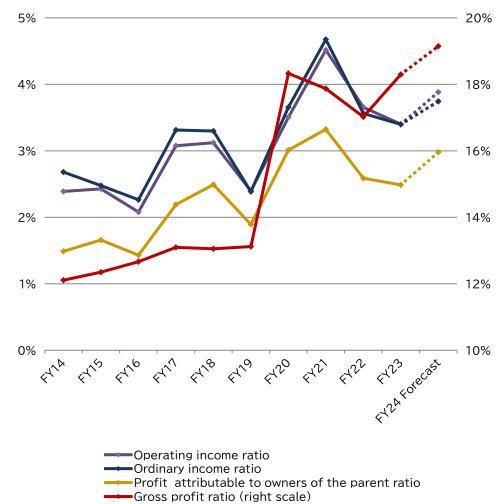
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P/L Profitability Trends





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# P/L Profitability Trends

										(milli	ons of yen)
	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24 Forecast
Net sales	759,713	742,194	722,384	783,933	807,755	799,559	625,245	780,557	912,896	900,149	940,000
Gross profit	91,991	91,663	91,503	102,675	105,441	104,901	114,600	139,494	155,410	164,719	180,000
Selling, general and administrative expenses	73,838	73,639	76,472	78,557	80,215	85,734	92,683	104,231	122,038	134,100	143,500
Operating income	18,153	18,024	15,030	24,118	25,226	19,167	21,916	35,263	33,371	30,618	36,500
Ordinary income	20,366	18,390	16,361	25,982	26,643	19,083	22,854	36,497	32,528	30,591	35,200
Profit attributable to owners of the parent	11,318	12,316	10,331	17,175	20,136	15,144	18,829	25,939	23,625	22,402	28,000
Mfg. operating income	5,047	4,374	5,941	8,248	8,446	7,816	8,721	11,487	9,179	8,853	-
Mfg. ratio (operating income)	27.8%	24.3%	39.5%	34.2%	33.5%	40.8%	39.8%	32.6%	27.5%	28.9%	_
Gross profit ratio	12.1%	12.4%	12.7%	13.1%	13.1%	13.1%	18.3%	17.9%	17.0%	18.3%	19.1%
Operating income ratio	2.4%	2.4%	2.1%	3.1%	3.1%	2.4%	3.5%	4.5%	3.7%	3.4%	3.9%
Ordinary income ratio	2.7%	2.5%	2.3%	3.3%	3.3%	2.4%	3.7%	4.7%	3.6%	3.4%	3.7%
Profit attributable to owners of the parent ratio	1.5%	1.7%	1.4%	2.2%	2.5%	1.9%	3.0%	3.3%	2.6%	2.5%	3.0%

\*At the beginning of FY2021, the Company adopted the Accounting Standard for Revenue Recognition(ASBJ Statement No. 29, March 31, 2020).

Net sales of FY2020 reflect a retroactive application of this accounting standard.

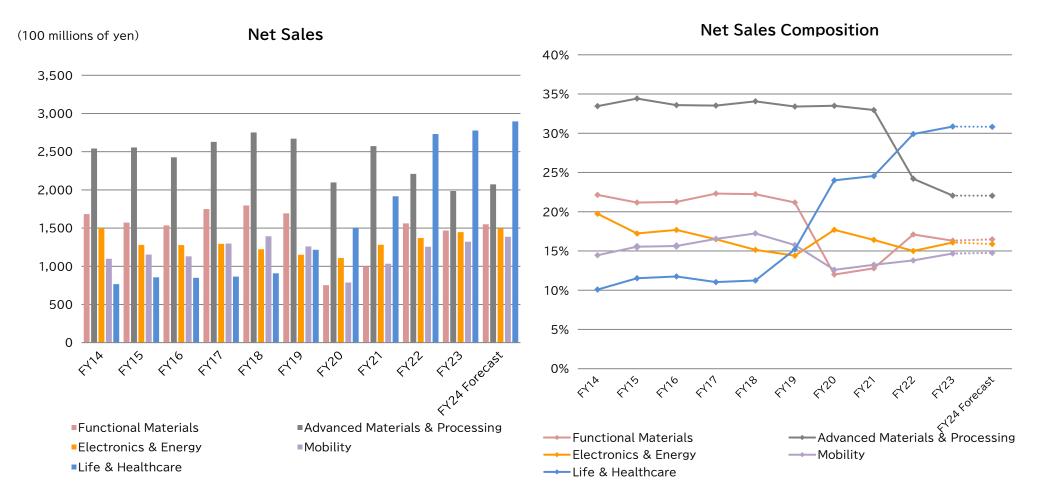
\*Regarding the Mfg. operating income, totals are based on classifications after the change in FY2021, which include the Prinova Group as a manufacturing company.

The actual results for FY2020 are also calculated based on the changed classification.

\*Manufacturing operating income includes amortization of goodwill and other intangible assets.

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### Net Sales by Segment



### Net Sales by Segment

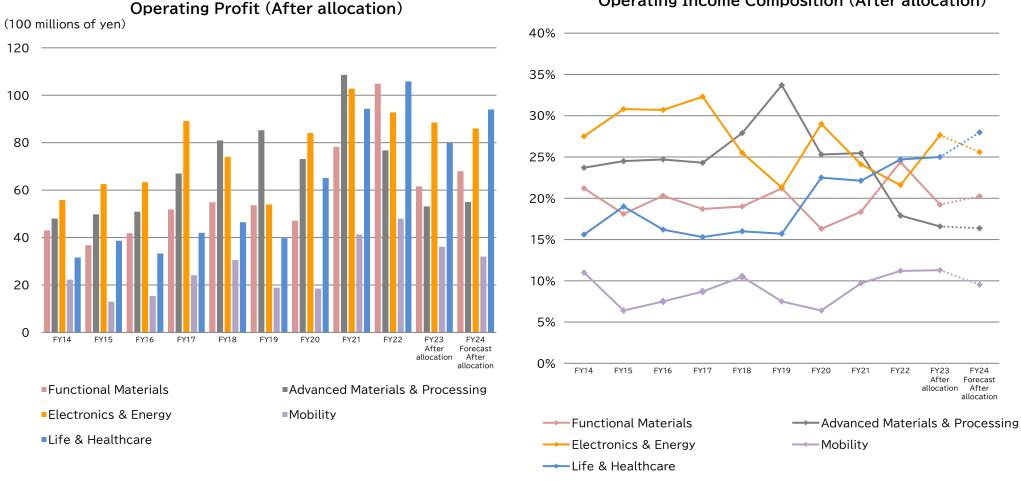
(millions of yen)

		FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24 Forecast
	Functional Materials	168,238	157,149	153,546	174,922	179,627	169,318	75,294	99,874	156,161	146,804	155,000
	Advanced Materials & Processing	254,165	255,505	242,609	262,831	275,203	267,078	209,715	257,283	220,955	198,543	207,200
	Electronics & Energy	149,947	127,926	127,722	129,324	122,319	115,123	110,770	128,131	136,975	144,758	149,300
Net Sales	Mobility	109,851	115,351	112,956	129,708	139,235	126,000	78,783	103,389	125,560	132,117	138,700
	Life & Healthcare	76,609	85,571	84,904	86,517	90,794	121,545	150,331	191,634	273,161	277,779	289,700
	Other	900	689	644	629	574	492	349	244	81	146	100
	Total	759,713	742,194	722,384	783,933	807,755	799,559	625,245	780,557	912,896	900,149	940,000
	Functional Materials	22.1%	21.2%	21.3%	22.3%	22.2%	21.2%	12.0%	12.8%	17.1%	16.3%	16.5%
	Advanced Materials & Processing	33.5%	34.4%	33.6%	33.5%	34.1%	33.4%	33.5%	33.0%	24.2%	22.1%	22.0%
	Electronics & Energy	19.7%	17.2%	17.7%	16.5%	15.1%	14.4%	17.7%	16.4%	15.0%	16.1%	15.9%
Net Sales Share	Mobility	14.5%	15.5%	15.6%	16.5%	17.2%	15.8%	12.6%	13.2%	13.8%	14.7%	14.8%
	Life & Healthcare	10.1%	11.5%	11.8%	11.0%	11.2%	15.2%	24.0%	24.6%	29.9%	30.9%	30.8%
	Other	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.0%	0.0%	0.0%	0.0%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\*At the beginning of FY2021, the Company adopted the Accounting Standard for Revenue Recognition(ASBJ Statement No. 29, March 31, 2020). \*As of October 1, 2023, we have partially revised our segment classifications. The figures for FY2022 have been recalculated based on the new segment classifications. The Color & Advanced Processing Department of the Advanced Materials & Processing segment was abolished and integrated into the Performance Chemicals Department of the Functional Materials segment, and the Polymers Global Account Department of the Advanced Materials & Processing segment.

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### Operating Income by Segment (After allocation)



#### **Operating Income Composition (After allocation)**

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# Operating Income by Segment (After allocation)

											(millio	ons of yen)
		FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23 After allocation	FY24 Forecast After allocation
	Functional Materials	4,302	3,679	4,185	5,185	5,494	5,364	4,712	7,823	10,486	6,158	6,800
	Advanced Materials & Processing	4,804	4,979	5,093	6,700	8,093	8,526	7,311	10,858	7,678	5,313	5,500
	Electronics & Energy	5,583	6,255	6,333	8,917	7,400	5,396	8,408	10,278	9,273	8,852	8,600
	Mobility	2,229	1,300	1,539	2,415	3,051	1,890	1,851	4,131	4,794	3,614	3,200
Segment	Life & Healthcare	3,157	3,864	3,332	4,201	4,648	3,973	6,512	9,429	10,581	8,006	9,400
	Other	201	215	148	207	284	180	157	100	108	79	100
	Sub total	20,278	20,295	20,633	27,628	28,973	25,331	28,952	42,621	42,910	32,025	33,600
	Corporate/Eliminations	(2,125)	(2,270)	(5,602)	(3,509)	(3,747)	(6,164)	(7,036)	(7,358)	(9,538)	(1,407)	2,900
	Total	18,153	18,024	15,030	24,118	25,226	19,167	21,916	35,263	33,371	30,618	36,500
	Functional Materials	21.2%	18.1%	20.3%	18.7%	19.0%	21.2%	16.3%	18.4%	24.4%	19.2%	20.2%
	Advanced Materials & Processing	23.7%	24.5%	24.7%	24.3%	27.9%	33.7%	25.3%	25.5%	17.9%	16.6%	16.4%
Operating Profit Ratio by Segment	Electronics & Energy	27.5%	30.8%	30.7%	32.3%	25.5%	21.3%	29.0%	24.1%	21.6%	27.6%	25.6%
	Mobility	11.0%	6.4%	7.5%	8.7%	10.5%	7.5%	6.4%	9.7%	11.2%	11.3%	9.5%
	Life & Healthcare	15.6%	19.0%	16.2%	15.3%	16.0%	15.7%	22.5%	22.1%	24.7%	25.0%	28.0%
	Other	1.0%	1.1%	0.7%	0.8%	1.0%	0.7%	0.5%	0.2%	0.3%	0.2%	0.3%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\*As of October 1, 2023, we have partially revised our segment classifications. The figures for FY2022 have been recalculated based on the new segment classifications. The Color & Advanced Processing Department of the Advanced Materials & Processing segment was abolished and integrated into the Performance Chemicals Department of the Functional Materials segment,

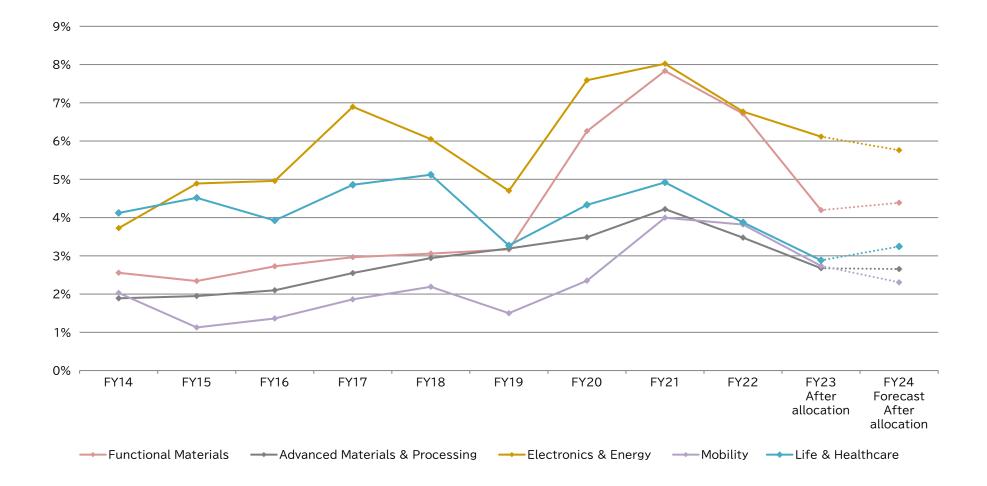
and the Polymers Global Account Department of the Advanced Materials & Processing segment.

\*As of the FY2024, the Company revised in part our method for allocating company-wide shared expenses. To better manage the performance of reportable segments, we will allocate certain company-wide shared expenses, previously included under "Others", to each reportable segment. The figures for FY2023 is based on the allocation method after the change.

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(millions of yon)

### Operating Income Ratios by Segment (After allocation)



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### Operating Income Ratios by Segment (After allocation)

	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23 After allocation	FY24 Forecast After allocation
Functional Materials	2.6%	2.3%	2.7%	3.0%	3.1%	3.2%	6.3%	7.8%	6.7%	4.2%	4.4%
Advanced Materials & Processing	1.9%	1.9%	2.1%	2.5%	2.9%	3.2%	3.5%	4.2%	3.5%	2.7%	2.7%
Electronics & Energy	3.7%	4.9%	5.0%	6.9%	6.0%	4.7%	7.6%	8.0%	6.8%	6.1%	5.8%
Mobility	2.0%	1.1%	1.4%	1.9%	2.2%	1.5%	2.3%	4.0%	3.8%	2.7%	2.3%
Life & Healthcare	4.1%	4.5%	3.9%	4.9%	5.1%	3.3%	4.3%	4.9%	3.9%	2.9%	3.2%
Total	2.4%	2.4%	2.1%	3.1%	3.1%	2.4%	3.5%	4.5%	3.7%	3.4%	3.9%

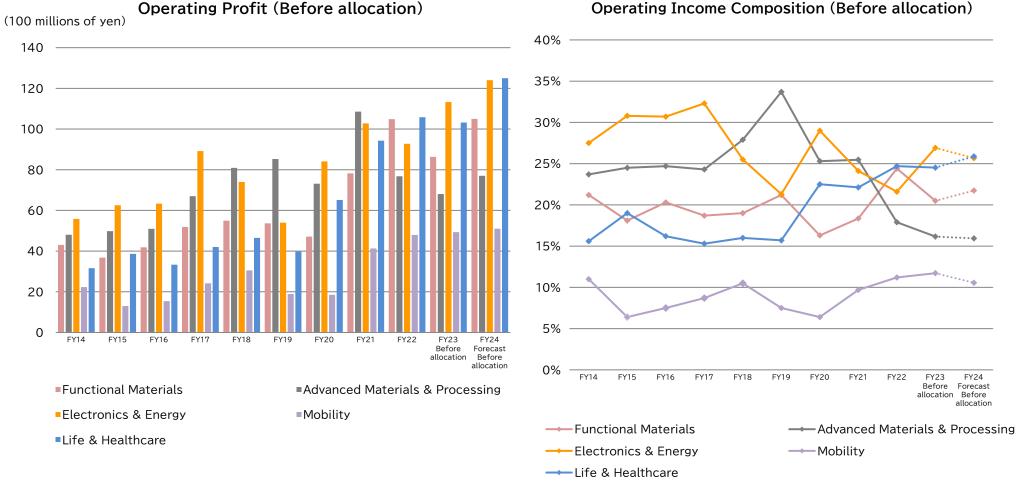
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## Operating Income by Segment (Before allocation)



#### Operating Income Composition (Before allocation)

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# Operating Income by Segment (Before allocation)

(millions of yen)

		FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23 Before allocation	FY24 Forecast Before allocation
	Functional Materials	4,302	3,679	4,185	5,185	5,494	5,364	4,712	7,823	10,486	8,629	10,500
	Advanced Materials & Processing	4,804	4,979	5,093	6,700	8,093	8,526	7,311	10,858	7,678	6,804	7,700
	Electronics & Energy	5,583	6,255	6,333	8,917	7,400	5,396	8,408	10,278	9,273	11,327	12,400
	Mobility	2,229	1,300	1,539	2,415	3,051	1,890	1,851	4,131	4,794	4,933	5,100
Segment	Life & Healthcare	3,157	3,864	3,332	4,201	4,648	3,973	6,512	9,429	10,581	10,321	12,500
	Other	201	215	148	207	284	180	157	100	108	79	100
	Sub total	20,278	20,295	20,633	27,628	28,973	25,331	28,952	42,621	42,910	42,095	48,300
	Corporate/Eliminations	(2,125)	(2,270)	(5,602)	(3,509)	(3,747)	(6,164)	(7,036)	(7,358)	(9,538)	(11,477)	(11,800)
	Total	18,153	18,024	15,030	24,118	25,226	19,167	21,916	35,263	33,371	30,618	36,500
	Functional Materials	21.2%	18.1%	20.3%	18.7%	19.0%	21.2%	16.3%	18.4%	24.4%	20.5%	21.7%
	Advanced Materials & Processing	23.7%	24.5%	24.7%	24.3%	27.9%	33.7%	25.3%	25.5%	17.9%	16.2%	15.9%
Operating Profit Ratio by Segment	Electronics & Energy	27.5%	30.8%	30.7%	32.3%	25.5%	21.3%	29.0%	24.1%	21.6%	26.9%	25.7%
	Mobility	11.0%	6.4%	7.5%	8.7%	10.5%	7.5%	6.4%	9.7%	11.2%	11.7%	10.6%
	Life & Healthcare	15.6%	19.0%	16.2%	15.3%	16.0%	15.7%	22.5%	22.1%	24.7%	24.5%	25.9%
	Other	1.0%	1.1%	0.7%	0.8%	1.0%	0.7%	0.5%	0.2%	0.3%	0.2%	0.2%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

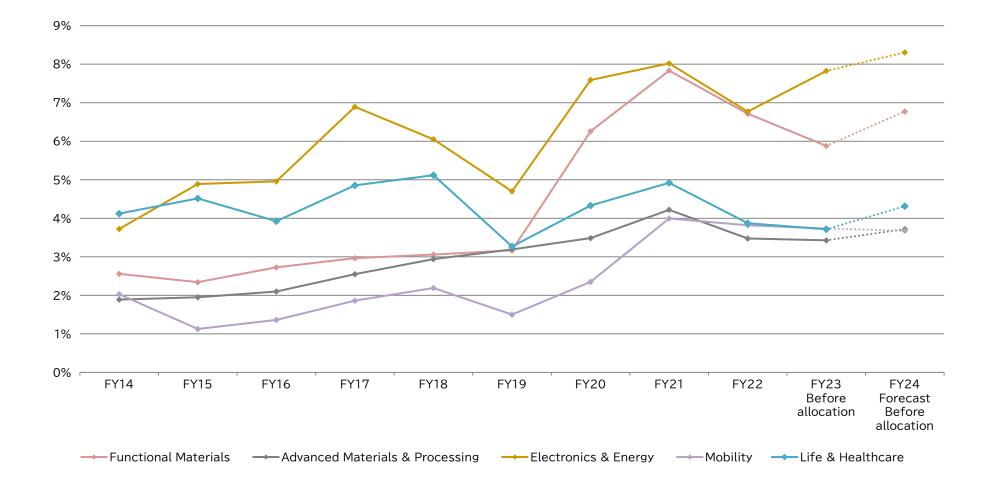
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and the Polymers Global Account Department of the Advanced Materials & Processing segment.

\*As of the FY2024, the Company revised in part our method for allocating company-wide shared expenses. To better manage the performance of reportable segments, we will allocate certain company-wide shared expenses, previously included under "Others", to each reportable segment. The figures for FY2023 is based on the allocation method after the change.

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### Operating Income Ratios by Segment (Before allocation)



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### Operating Income Ratios by Segment (Before allocation)

	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23 Before allocation	FY24 Forecast Before allocation
Functional Materials	2.6%	2.3%	2.7%	3.0%	3.1%	3.2%	6.3%	7.8%	6.7%	5.9%	6.8%
Advanced Materials & Processing	1.9%	1.9%	2.1%	2.5%	2.9%	3.2%	3.5%	4.2%	3.5%	3.4%	3.7%
Electronics & Energy	3.7%	4.9%	5.0%	6.9%	6.0%	4.7%	7.6%	8.0%	6.8%	7.8%	8.3%
Mobility	2.0%	1.1%	1.4%	1.9%	2.2%	1.5%	2.3%	4.0%	3.8%	3.7%	3.7%
Life & Healthcare	4.1%	4.5%	3.9%	4.9%	5.1%	3.3%	4.3%	4.9%	3.9%	3.7%	4.3%
Total	2.4%	2.4%	2.1%	3.1%	3.1%	2.4%	3.5%	4.5%	3.7%	3.4%	3.9%

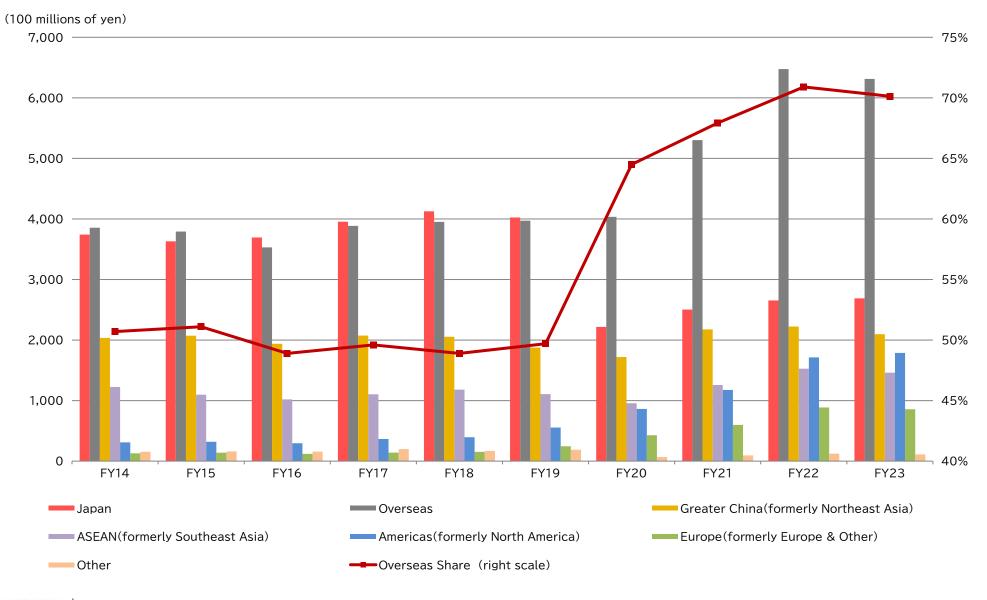
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and the Polymers Global Account Department of the Advanced Materials & Processing segment.

\*As of the FY2024, the Company revised in part our method for allocating company-wide shared expenses. To better manage the performance of reportable segments, we will allocate certain company-wide shared expenses, previously included under "Others", to each reportable segment. The figures for FY2023 is based on the allocation method after the change.

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### Net Sales by Region



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### Net Sales by Region

(millions of yen)

	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23
Japan	374,208	363,038	369,365	395,428	412,617	402,390	221,737	250,360	265,407	268,872
Overseas	385,505	379,155	353,019	388,504	395,137	397,169	403,508	530,197	647,489	631,277
Greater China (formerly Northeast Asia)	203,527	207,191	193,784	207,437	205,408	187,554	172,071	217,562	222,312	209,632
ASEAN(formerly Southeast Asia)	122,493	109,837	101,998	110,380	118,113	110,642	95,626	125,707	152,750	146,053
Americas(formerly North America)	31,025	32,016	29,573	36,564	39,451	55,420	86,204	117,589	171,370	178,710
Europe(formerly Europe & Other)	12,985	13,992	11,975	14,178	15,272	24,610	42,859	59,855	88,686	85,685
Other	15,472	16,117	15,687	19,943	16,892	18,939	6,745	9,481	12,368	11,196
Total	759,713	742,194	722,384	783,933	807,755	799,559	625,245	780,557	912,896	900,149
Overseas Share	50.7%	51.1%	48.9%	49.6%	48.9%	49.7%	64.5%	67.9%	70.9%	70.1%

\*At the beginning of FY2021, the Company adopted the Accounting Standard for Revenue Recognition(ASBJ Statement No. 29, March 31, 2020). Net sales of FY2020 reflect a retroactive application of this accounting standard.

\*The Company has renamed and reclassified its regions from FY2016, Figures for FY2010 and thereafter reflect the reclassification.

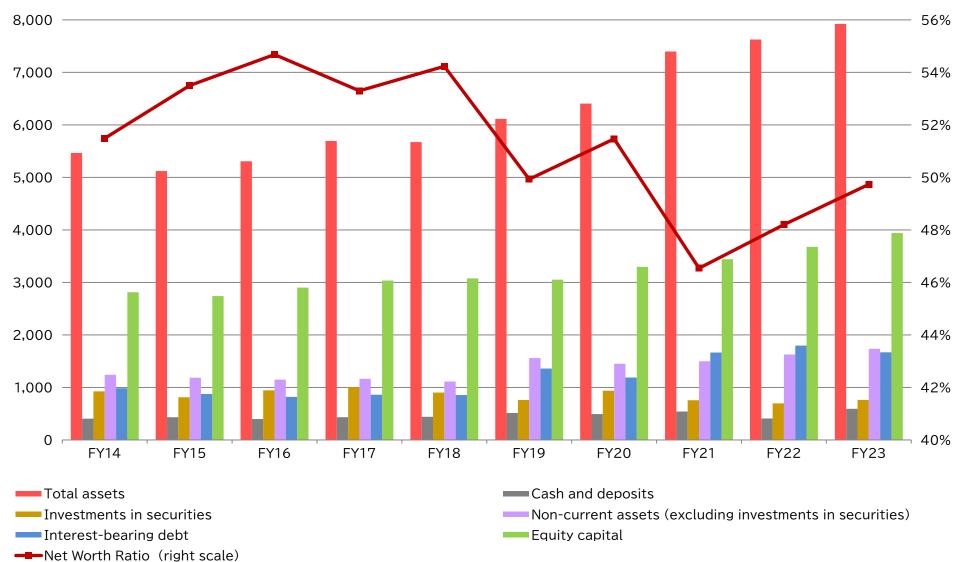
- (1) Northeast Asia renamed as Greater China; Southeast Asia renamed as ASEAN; North America renamed as Americas.
- Europe & Others categorized separately into Europe and Other.
- (2) Brazil, formerly classified under Europe & Others, now included in Americas
- (3) Korea, formerly classified under Northeast Asia, now included in Other

\*From FY2021, the usual result per-destination region have been replaced by the result aggregated for each location of company. The figures for FY2020 are recalculated on the same standard.

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### B/S Trends

(100 millions of yen)



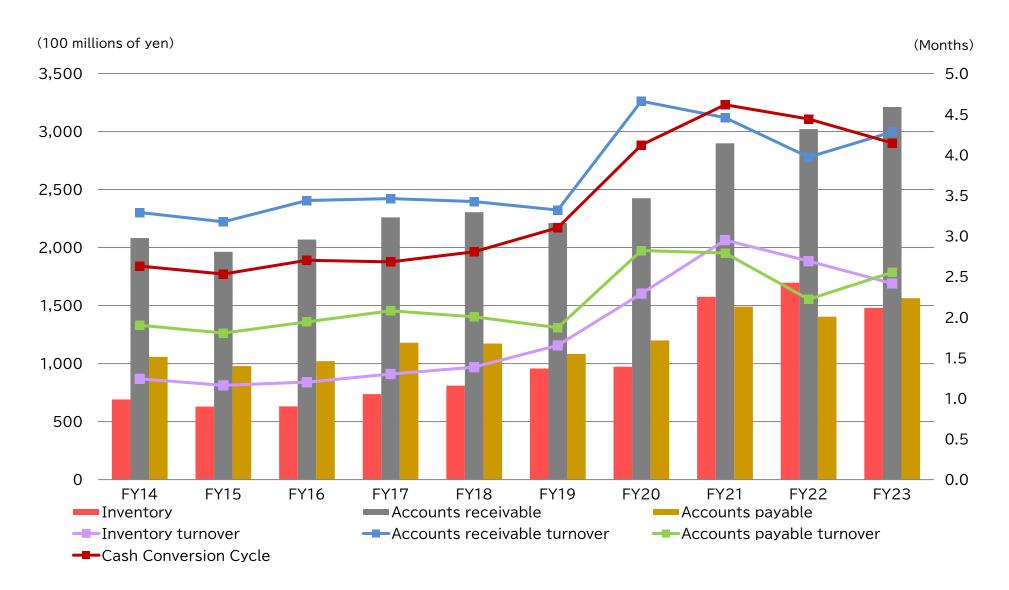
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### B/S Trends

(millions of yen)

	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23
Total assets	546,525	512,081	530,775	569,456	567,346	611,477	640,587	739,720	762,688	792,336
Cash and deposits	40,575	43,283	39,830	43,303	44,068	51,408	49,254	54,211	40,897	59,410
Investments in securities	92,638	81,345	94,548	100,403	90,263	76,124	93,719	75,600	69,743	76,225
Non-current assets (excluding investments in securities)	124,038	118,401	115,011	116,521	111,255	156,015	145,116	149,833	162,813	173,640
Interest-bearing debt	98,495	87,560	82,046	86,173	85,620	135,974	118,947	166,530	179,697	166,948
Equity capital	281,398	273,963	290,217	303,636	307,674	305,322	329,687	344,261	367,675	394,064
Net Worth Ratio	51.5%	53.5%	54.7%	53.3%	54.2%	49.9%	51.5%	46.5%	48.2%	49.7%

### **Turnover Period Trends**



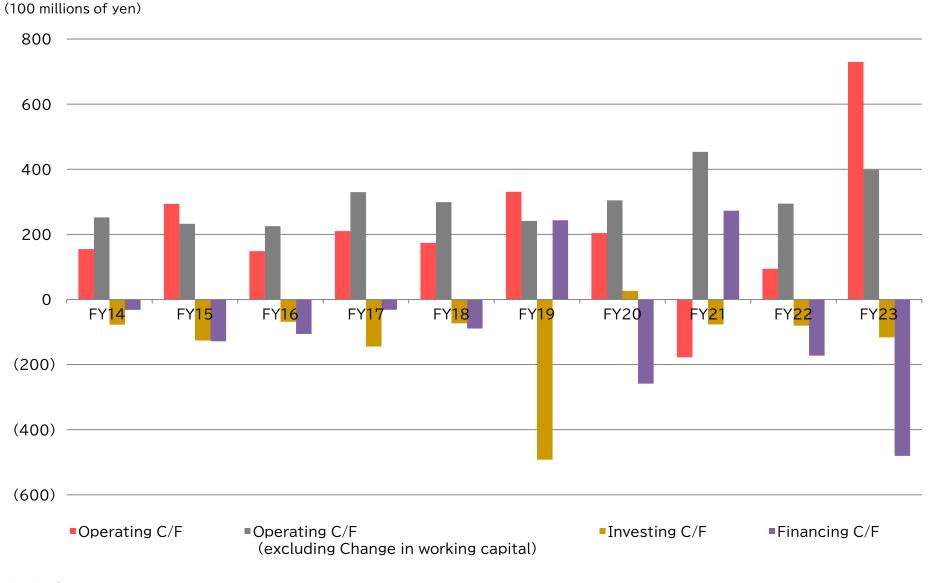
### **Turnover Period Trends**

(Months, millions of yen)

	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23
Inventory	69,013	62,920	63,120	73,671	81,003	95,702	97,242	157,525	169,721	147,991
Inventory turnover	1.24	1.16	1.20	1.30	1.38	1.65	2.29	2.95	2.69	2.41
Accounts receivable	208,209	196,335	206,846	225,999	230,459	221,116	242,558	289,862	302,105	321,126
Accounts receivable turnover	3.29	3.17	3.44	3.46	3.42	3.32	4.66	4.46	3.97	4.28
Accounts payable	105,737	97,800	102,076	118,028	117,256	108,285	119,941	149,036	140,438	156,352
Accounts payable turnover	1.90	1.80	1.94	2.08	2.00	1.87	2.82	2.79	2.22	2.55
Cash Conversion Cycle	2.63	2.53	2.70	2.68	2.80	3.10	4.12	4.62	4.44	4.14

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### C/F Trends



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## C/F Trends

(millions of yen)

	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23
Operating C/F	15,474	29,376	14,842	21,013	17,375	33,074	20,391	(17,776)	9,414	72,959
Change in working capital	(9,735)	6,117	(7,704)	(11,968)	(12,529)	8,949	(10,052)	(63,114)	(20,031)	33,097
Operating C/F (excluding Change in working capital)	25,209	23,258	22,546	32,982	29,904	24,124	30,444	45,338	29,445	39,862
Investing C/F	(7,732)	(12,600)	(6,832)	(14,442)	(7,325)	(49,208)	2,643	(7,664)	(8,031)	(11,627)
Financing C/F	(3,205)	(12,822)	(10,592)	(3,161)	(8,909)	24,334	(25,866)	27,282	(17,247)	(48,046)
Net income before taxes	18,989	15,239	16,100	24,049	28,204	24,200	29,272	39,557	33,137	32,665
Total Depreciation and amortization	10,915	11,128	10,925	11,044	11,146	12,126	13,353	13,696	14,924	16,626
Dep. of Property, Plant and Equipment	6,141	6,316	6,217	6,148	6,425	6,715	6,678	7,060	7,939	8,454
Amortization of Intangible Assets (excluding Goodwill Amortization expense)	3,152	3,178	3,165	3,147	2,905	3,374	4,331	4,157	4,439	5,544
Amortization of Goodwill	1,623	1,634	1,543	1,748	1,816	2,037	2,344	2,479	2,546	2,627

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### Numerical Data/Indicators for 10 Years

			FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024 forecast
	Net sales (millions of yen)		759,713	742,194	722,384	783,933	807,755	799,559	625,245	780,557	912,896	900,149	940,000
	Operating income (millions of yen)		18,153	18,024	15,030	24,118	25,226	19,167	21,916	35,263	33,371	30,618	36,500
1/0	Ordinary income (millions of yen)		20,366	18,390	16,361	25,982	26,643	19,083	22,854	36,497	32,528	30,591	35,200
-	Net income before taxes (millions of yen)		18,989	15,239	16,100	24,049	28,204	24,200	29,272	39,557	33,137	32,665	39,900
	Profit attributable to owners of the parent (milli	ions of yen)	11,318	12,316	10,331	17,175	20,136	15,144	18,829	25,939	23,625	22,402	28,000
	Total assets (millions of yen)		546,525	512,081	530,775	569,456	567,346	611,477	640,587	739,720	762,688	792,336	
	Net assets (millions of yen)		287,500	279,149	295,198	308,804	312,609	313,243	338,431	355,092	378,388	401,315	396,444
	Shareholders' equity (millions of yen)		226,328	234,657	239,674	250,278	262,892	272,342	284,763	298,820	309,065	312,833	313,082
Ś	Accumulated other comprehensive income/loss (r	millions of yen)	55,069	39,305	50,542	53,358	44,781	32,979	44,924	45,441	58,610	81,232	75,446
В	Unrealized holding gain on securities		44,920	37,074	47,683	50,773	41,857	32,618	43,576	31,732	28,928	33,763	30,263
	Translation adjustments		9,478	4,411	3,129	2,917	3,224	1,051	1,006	13,690	30,414	44,846	44,846
	Equity capital (millions of yen)		281,397	273,962	290,217	303,636	307,674	305,321	329,687	344,261	367,675	394,064	388,528
	Non-controlling interests (millions of yen)		6,102	5,185	4,981	5,168	4,934	7,921	8,743	10,830	10,713	7,250	7,916
	ROE (%)		4.3	4.4	3.7	5.8	6.6	4.9	5.9	7.7	6.6	5.9	7.2
	ROA (%)		2.2	2.3	2.0	3.1	3.5	2.6	3.0	3.8	3.1	2.9	! !
	Total number of shares issued and outstanding (	1,000 Shares)	127,408	127,408	127,408	127,408	127,408	127,408	124,408	120,908	117,908	117,908	
	Treasury stock (1,000 Shares)		376	377	1,287	2,196	3,396	3,397	934	882	787	4,143	! !
Stock	Total number of shares issued and outstanding (excluding treasury stock) (1,000 Shares)		127,032	127,031	126,121	125,212	124,012	124,012	123,474	120,027	117,122	113,765	-
S	Earnings per share (yen)		89.10	96.96	81.65	136.34	161.30	122.12	151.91	213.46	199.54	194.96	-
	Net assets per share (yen)		2,215,17	2,156.67	2,301.10	2,424.97		2,462.04	1		3,139.26		'
	NAGASE & CO share price (closing price)	Fiscal year end	1,573	1,237	1.551	1.805					2.035		
ce		Change (%)	23.9	(20.6)	29.0	16.4	(11.4)	.,	.,.=.	4.8	11.6	24.4	! !
Pri	Nikkei Average (closing price)	Fiscal year end	19,207	16,759	18,909	21,454	21,206	18,917	29,178	27,821	28,041	40,369	-
0,1		Change (%)	29.8	(12.0)	17.0	13.0	(0.9)	(12.1)	61.5	(5.3)	1.4	43.2	! !
	Dividends per share (yen)		30.0	32.0	33.0	40.0	42.0	44.0	46.0	54.0	70.0	80.0	85.0
	(Interim dividend + Year-end dividend)		(15.0 + 15.0)	(16.0 + 16.0)	(16.0 + 17.0)	(17.0 + 23.0)	(18.0 + 24.0)	(22.0 + 22.0)	(22.0 + 24.0)	(24.0 + 30.0)	(30.0 + 40.0)	(40.0 + 40.0)	(40.0 + 45.0)
s	Dividend amount (based on resolution)		3,811	4,064	4,162	5,023			1	6,514	8,245		9,230
Dividends	Payout ratio (%)		33.7	33.0	40.4	29.3	26.0	36.0	30.3	25.1	34.9	40.8	33.0
'nid€		Fiscal year end	1.91	2.59	2.13	2.22	2.64	3.44	2.66	2.97	3.44	3.13	
2	Japan Government Bond 10-Year Note Yield (%)	-	0.40	-0.05	0.06	0.04	(0.08)		0.10	0.21	0.32	0.73	· !
-	Dividends on equity (%)	risedrycar end	1.44	1.46	1.48	1.69	1.71	1.78	1.79	1.93	2.32	2.40	2.36
	Total return ration (%)		33.7	33.0	51.0	39.5	35.6	36.0	35.2	48.3	58.9	76.5	100.0
0.0	Market capitalization (millions of ven)	Fiscal year end	199,821	157,137	195,614	226,008		158,611	213,487	221,292	240,939	293,485	
are lue		Fiscal year end	0.71	0.57	0.67	0.74	0.64	0.52	0.65	0.63	0.65		ı _
Sh Va		Fiscal year end	17.66	12.76	18.93	13.16	9.79	10.47	11.34	8.53	10.20	13.10	· _
		Fiscal year enu	84	85	80	83			103	8.53 114	10.20		
Affiliated company	Consolidated companies	Consolidated subsidiaies	59	60	59	61	60	81	77	86	83	82	
filia		Companies accounted for											-
Af: C		under the equity method	25	25	21	22	23	25	26	28	25	24	-

\*At the beginning of FY2021, the Company adopted the Accounting Standard for Revenue Recognition(ASBJ Statement No. 29, March 31, 2020). Net sales of FY2020 reflect a retroactive application of this accounting standard.

ROE : Profit attributable to owners of the parent / {(Equity capital, beginning of period + Equity capital, end of period) /2} \*Equity capital = (Shareholders' equity + Valuation and translation adjustments)

ROA : Profit attributable to owners of the parent / {(Total assets, beginning of period + Total assets, end of period) /2} Earnings per share : Profit attributable to owners of the parent / Total number of shares issued and outstanding, excluding treasury stock

Net assets per share : Net assets / Total number of shares issued and outstanding, excluding treasury stock Payout ratio : (Total number of shares issued and outstanding, excluding treasury stock x Dividends per share)

/ Profit attributable to owners of the parent

Dividends on equity : (Total number of shares issued and outstanding, excluding treasury stock

x Dividends per share) / { (Shareholders' equity, beginning of period + Shareholders' equity, end of period) /2}

Total return ratio : {(Total number of shares issued and outstanding, excluding treasury stock x Dividends per share) +Aquisition of Treasury shares} / Profit attributable to owners of the parent

Dividend yield : Dividends per share /Share price

Japan Government Bond 10-Year Note Yield : Japan Government Bond information provided by Ministry of Finance PBR : Share price / Net assets per share = Share price / (Net assets / No. of share)

= (Share price x No. of shares) / Net assets = Market capitalization / Net assets

PER : Share price / Earnings per share = Share price / (Profit attributable to owners of the parent / No. of shares)

- = (Share price x No. of shares) / Profit attributable to owners of the parent
- = Market capitalization / Profit attributable to owners of the parent

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These presentation materials contain projections based on forward-looking assumptions, forecasts, and plans as of May 24, 2024. Actual earnings may differ from projections due to risks and uncertainties in the future global economy, competitive landscape, currency exchange rates, etc.