
IR Briefing for Fiscal Year Ended March 31, 2024

May 2024

Inabata & Co., Ltd.

■ Net sales and Op. profit reached record highs.

Net sales: **¥766.0 billion** **+4.1% YoY**

Net sales rose thanks to contributions from newly consolidated subsidiaries (through M&A), a weak yen, and other factors.

Operating profit: **¥21.1 billion** **+4.3% YoY**

Operating profit expanded due to growth in net sales and an increase in our gross profit margin.

Ordinary profit: **¥21.3 billion** **+11.9% YoY**

Despite a decrease in dividend income, ordinary profit grew thanks to the expansion in an improvement in equity-method income.

Profit attributable to owners of parent: **¥20.0 billion** **+2.7% YoY**

Profit attributable to owners of parent rose, overcoming a decrease in gains on sales of investment securities through gains on negative goodwill recorded in association with newly consolidated subsidiaries.

(Billions of yen)

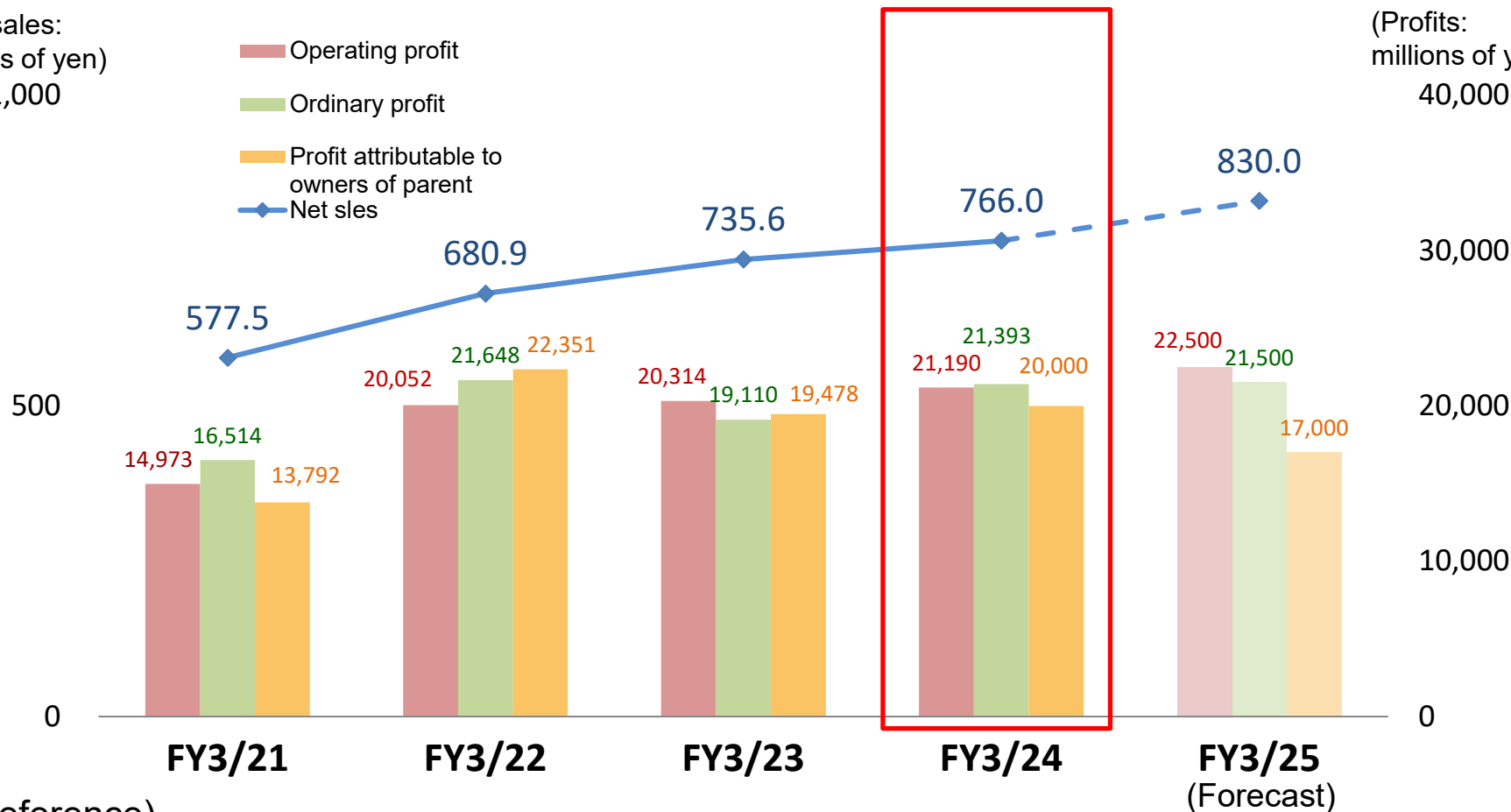
| | FY03/23 | FY03/24 (A) | YoY change | | FY03/24 Forecast (B) | Achievement rate (A)/(B) |
|---|---------|----------------|------------|--------|----------------------------|--------------------------------|
| | | | Amount | % | | |
| Net sales | 735.6 | 766.0 | +30.4 | +4.1% | 800.0 | 95.8% |
| Operating profit | 20.3 | 21.1 | +0.8 | +4.3% | 21.0 | 100.9% |
| Ordinary profit | 19.1 | 21.3 | +2.2 | +11.9% | 20.0 | 107.0% |
| Profit attributable to owners of parent | 19.4 | 20.0 | +0.5 | +2.7% | 21.0 | 95.2% |
| Exchange rate (USD/JPY) | 135.50 | 144.59 | +9.09 | | 140.00 | |

Operating Performance



(Net sales:
billions of yen)
1,000

(Profits:
millions of yen)
40,000



(Reference)

| | FY03/21 | FY03/22 | FY03/23 | FY03/24 | FY03/25 |
|--------------------------------|---------|---------|---------|---------|---------|
| Exchange rate (USD/JPY) | 106.10 | 112.39 | 135.50 | 144.59 | 145.00 |

Notes: Gain on sales investment securities were ¥ 2.98 billion in FY03/21, ¥8.97 billion in FY03/22, ¥8.66 billion in FY03/23 and , ¥3.76 billion FY03/24.

Gain on negative goodwill ¥3.4 billion in FY03/24

Inabata has adopted Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) effective from FY03/22.

Balance Sheet



- Cash and deposits, notes and accounts receivable–trade, and note and accounts payable–trade increased due to newly consolidated subsidiaries and a weak yen.
- Shareholder's equity increases as a result of a rise in retained earnings.

(Billions of yen)

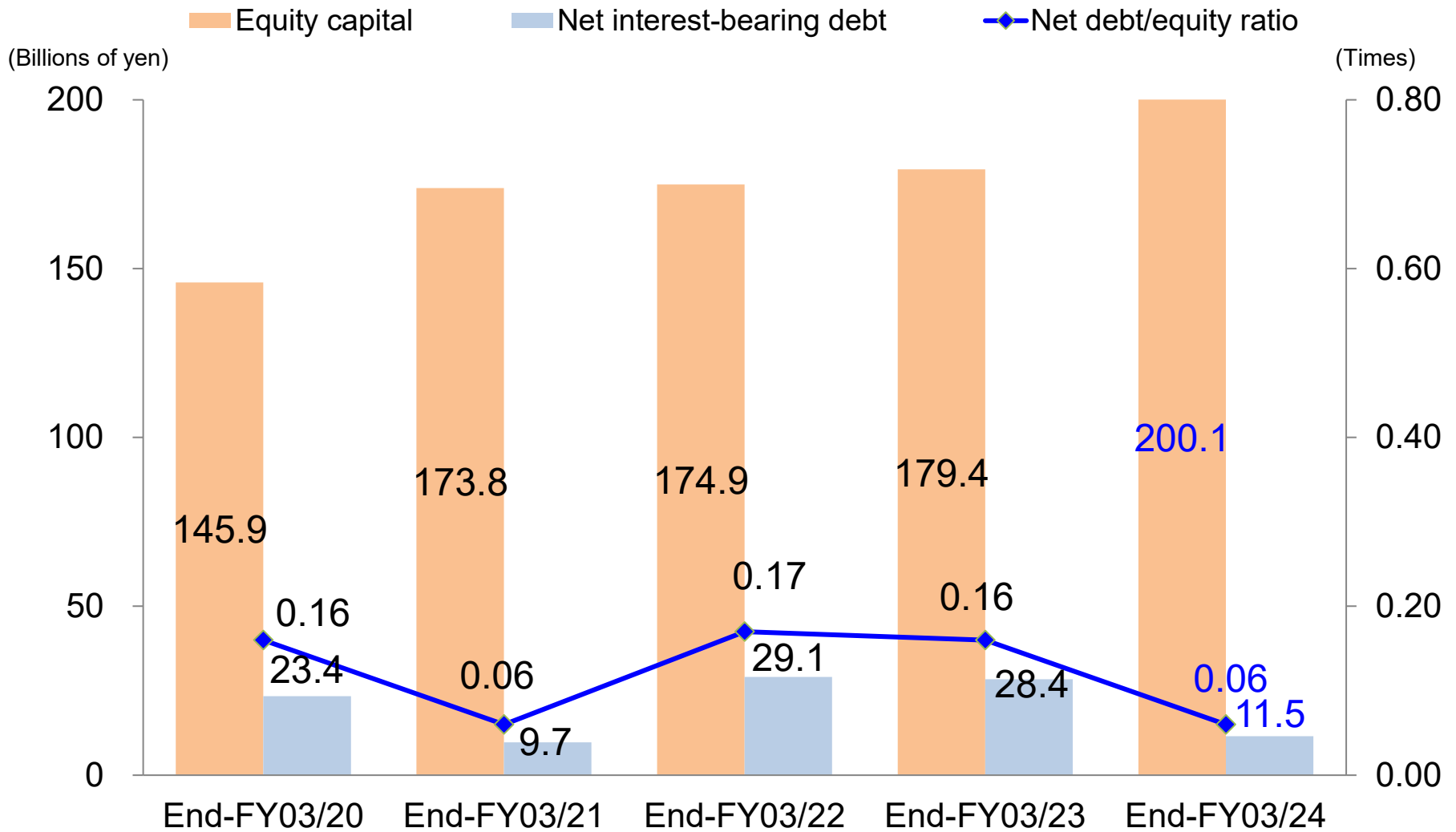
| Assets | End-FY03/23 | End-FY03/24 | Change | Liabilities and net assets | End-FY03/23 | End-FY03/24 | Change |
|--|---------------|---------------|--------------|---|--------------|--------------|--------------|
| Cash and deposits | 36.3 | 51.3 | +14.9 | Notes and accounts payable - trade | 105.7 | 127.7 | +21.9 |
| Notes receivable - trade and Electronically recorded monetary claims | 23.2 | 31.1 | +7.9 | Short-term loans payable | 49.4 | 42.9 | -6.5 |
| Accounts receivable-trade | 153.6 | 175.2 | +21.6 | Other current liabilities | 18.3 | 18.5 | +0.2 |
| Inventories | 88.8 | 85.0 | -3.8 | Bonds payable | 7.5 | 7.5 | - |
| Other current assets | 13.2 | 11.1 | -2.0 | Long-term loans payable | 7.7 | 12.3 | +4.5 |
| Property, plant and equipment | 16.6 | 18.6 | +2.0 | Other non-current liabilities | 10.1 | 11.4 | +1.3 |
| Intangible assets | 2.4 | 3.8 | +1.4 | Shareholders' equity | 148.5 | 160.3 | +11.7 |
| Investment securities | 32.8 | 34.8 | +2.0 | Accumulated other comprehensive income | 30.9 | 39.8 | +8.9 |
| Other fixed assets | 13.2 | 15.9 | +2.7 | Non-controlling interests | 2.0 | 6.5 | +4.5 |
| Total assets | 380.4 | 427.3 | +46.8 | Total liabilities and net assets | 380.4 | 427.3 | +46.8 |
| Current ratio | 181.7% | 187.1% | | Equity ratio | 47.2% | 46.8% | |

Notes receivable - trade and electronically recorded monetary claims:

FY23/3: Notes receivable - trade: ¥6.6 billion; Electronically recorded monetary claims: ¥16.5 billion

FY24/3: Notes receivable - trade: ¥7.7 billion; Electronically recorded monetary claims: ¥23.4 billion

Equity Capital, Net Interest-Bearing Debt, Net Debt/Equity Ratio



Notes: Equity capital = Net assets – stock acquisition rights – non-controlling interests

Net debt/equity ratio = (Short-term loans payable + Long-term loans payable + Bonds payable – cash and deposits) / equity capital

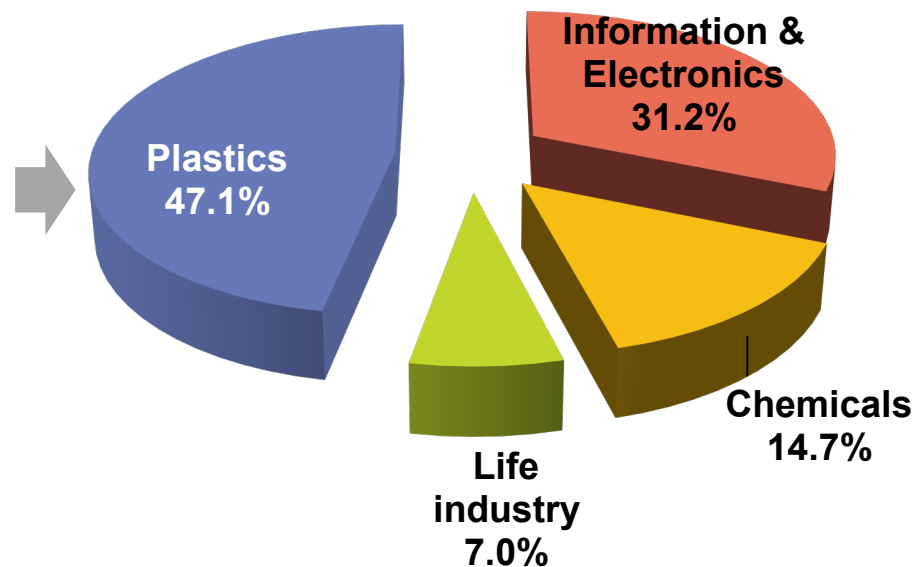
Sales by Business Segment

- Net sales grew in Chemicals and Life Industry, owing in part to contributions from newly consolidated subsidiaries.

Sales

(Billions of yen)

| | FY03/23 | FY03/24 | YoY change |
|---------------------------|--------------|--------------|--------------|
| Information & Electronics | 238.0 | 239.1 | +0.5% |
| Chemicals | 89.8 | 112.6 | +25.4% |
| Life Industry | 43.6 | 53.5 | +22.8% |
| Plastics | 363.9 | 360.4 | -1.0% |
| Other | 0.1 | 0.1 | +2.1% |
| Total | 735.6 | 766.0 | +4.1% |



*Contributions from newly consolidated subsidiaries in FY03/24 (simple sum):
 Chemicals: +¥29.1 billion, Plastics: +¥13.2 billion, Life Industry: +¥9.2 billion

(Reference) FY03/24

Net Sales Breakdown by Segment and Region

(Billions of yen)

| | Information & Electronics | Chemicals | Life Industry | Plastics | Other | Total |
|---|---------------------------|-----------|---------------|----------|-------|-------|
| Japan | 81.1 | 86.5 | 40.6 | 135.5 | - | 343.9 |
| Southeast Asia | 19.4 | 13.5 | 0.2 | 147.7 | - | 181.0 |
| Northeast Asia | 110.2 | 5.1 | 2.1 | 57.8 | - | 175.3 |
| Americas | 15.1 | 5.1 | 8.2 | 17.0 | - | 45.6 |
| Europe | 13.1 | 2.2 | 2.3 | 2.2 | - | 19.8 |
| Revenue arising from contracts with customers | 239.1 | 112.6 | 53.5 | 360.4 | - | 765.8 |
| Other revenue | - | - | - | - | 0.1 | 0.1 |
| Sales to external customers | 239.1 | 112.6 | 53.5 | 360.4 | 0.1 | 766.0 |

* Revenue arising from contracts with customers are recorded based on the location of corresponding sales offices, categorized by country or region.

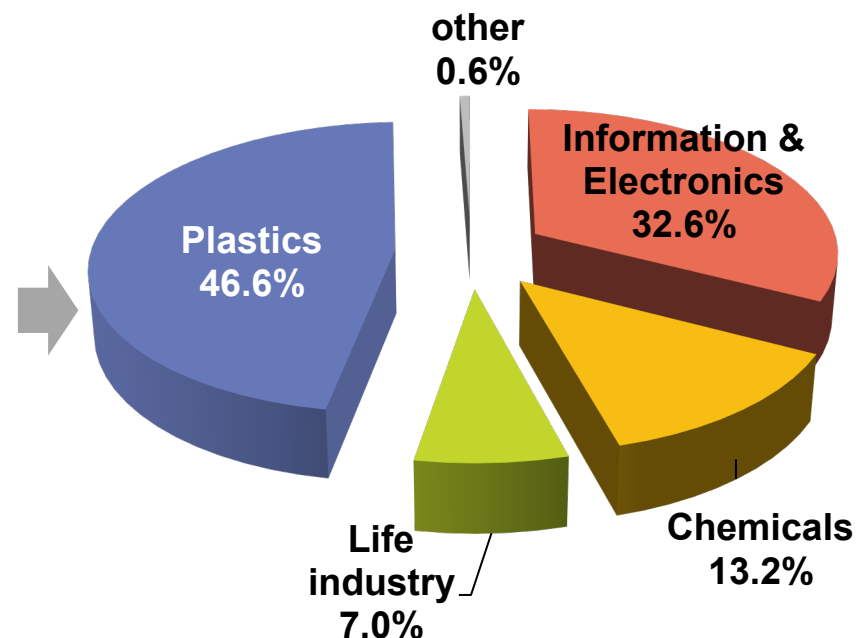
Operating Profit by Business Segment

- Profit grew in Information & Electronics, as sales of FPD-related products recovered slightly and sales of environment and energy-related products increased.
- Profit fell sharply in Life Industry, as a result of lower sales and diminished profitability of processed marine products and other products for Japanese food in the US and one-time M&A expenses.
- Profit was down in Plastics, due to inventory adjustments of products for office automation and home electronics applications.

Operating profit

(Millions of yen)

| | FY03/23 | FY03/24 | YoY change |
|---------------------------|---------------|---------------|--------------|
| Information & Electronics | 5,269 | 6,904 | +31.0% |
| Chemicals | 2,770 | 2,788 | +0.6% |
| Life Industry | 1,936 | 1,480 | -23.6% |
| Plastics | 10,205 | 9,879 | -3.2% |
| Other | 131 | 137 | +4.4% |
| Total | 20,314 | 21,190 | +4.3% |

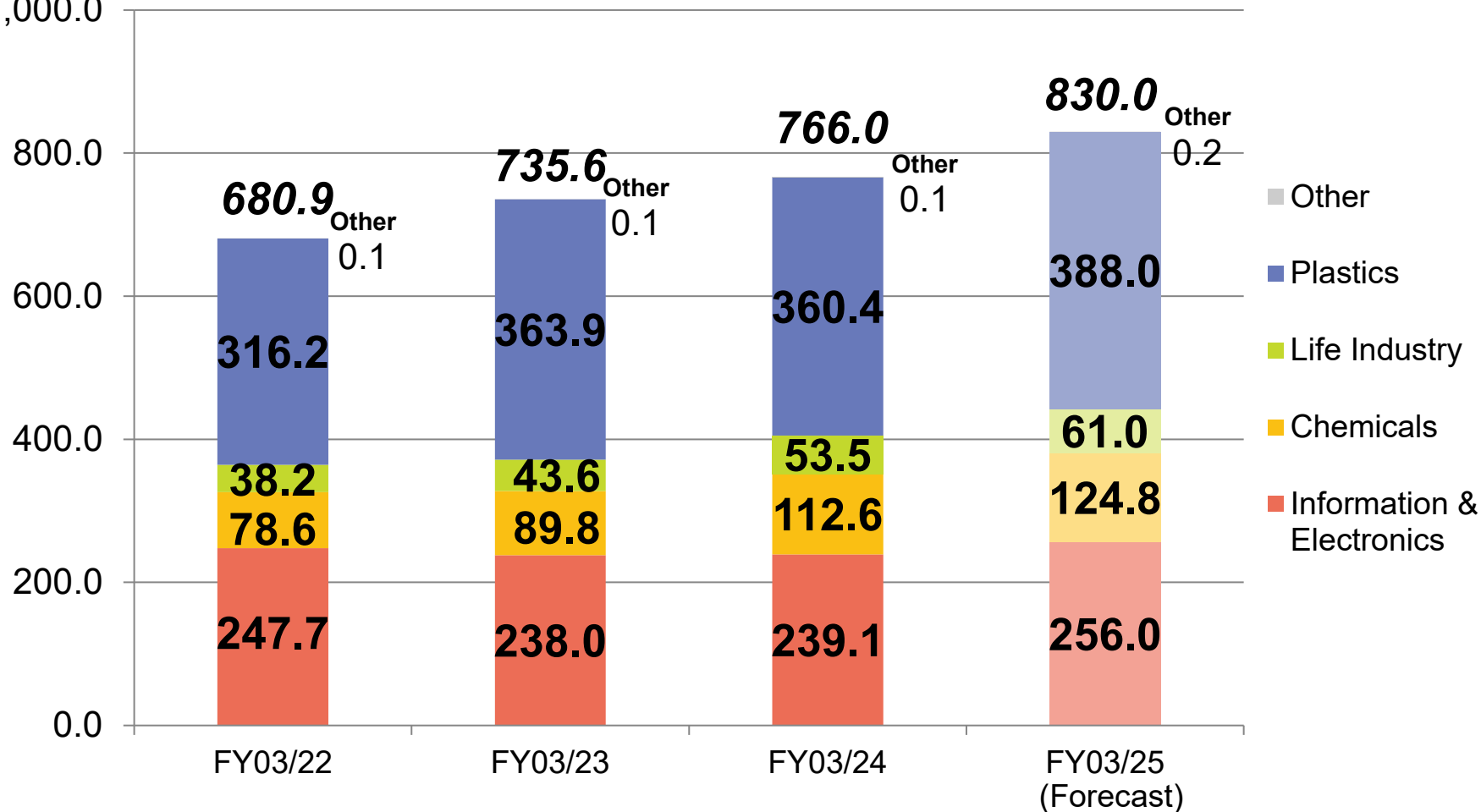


Net Sales by Business Segment (Full Year)



(Billions of yen)

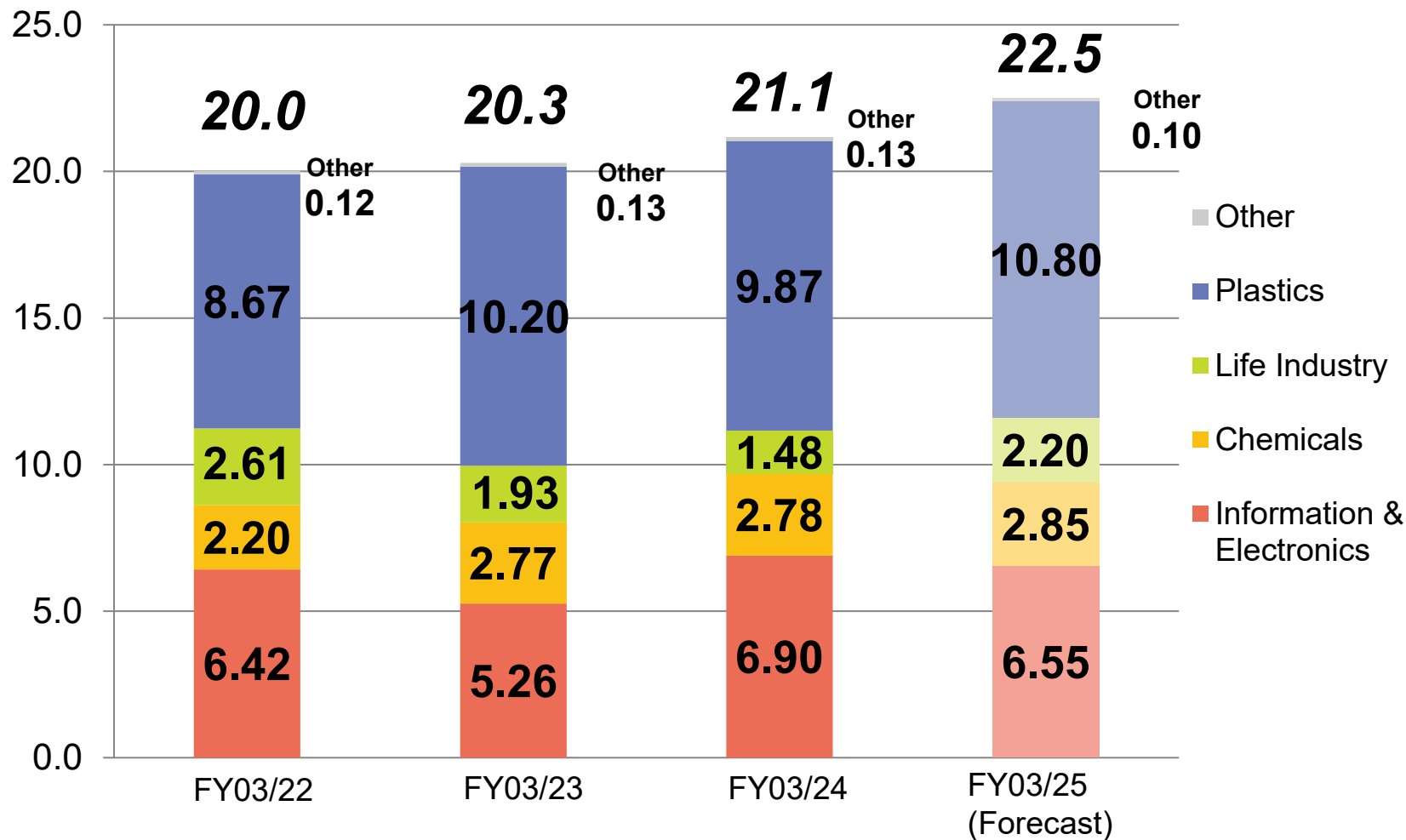
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Operating Profit by Business Segment (Full Year)



(Billions of yen)



| | Companies | | |
|--|-----------|----------|-------|
| | Japan | Overseas | Total |
| Consolidated subsidiaries | 11 | 35 | 46 |
| (Of which, manufactures and processing companies) | (6) | (15) | (21) |
| Equity-method affiliates | 2 | 1 | 3 |
| (Of which, manufactures and processing companies) | (1) | (1) | (2) |
| Total | 13 | 36 | 49 |
| (Of which, manufactures and processing companies) | (7) | (16) | (23) |

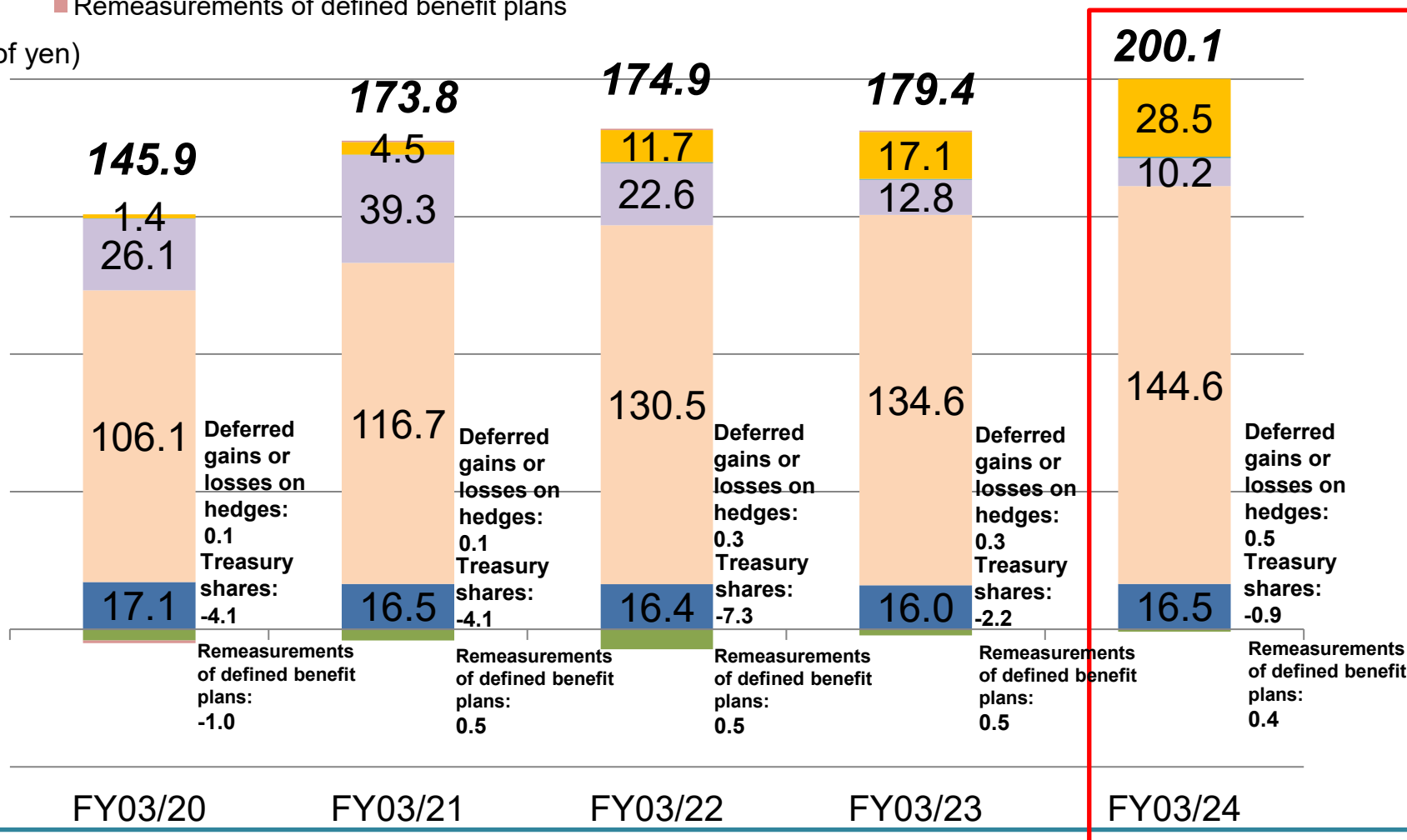
* In Q1 FY03/24, Maruishi Chemical Trading, formerly an equity-method affiliate of the Company, was made a consolidated subsidiary. The Company also made Maruishi Techno, Daigo Tsusho, and IK Food Partners consolidated subsidiaries.

(Reference) Equity Capital

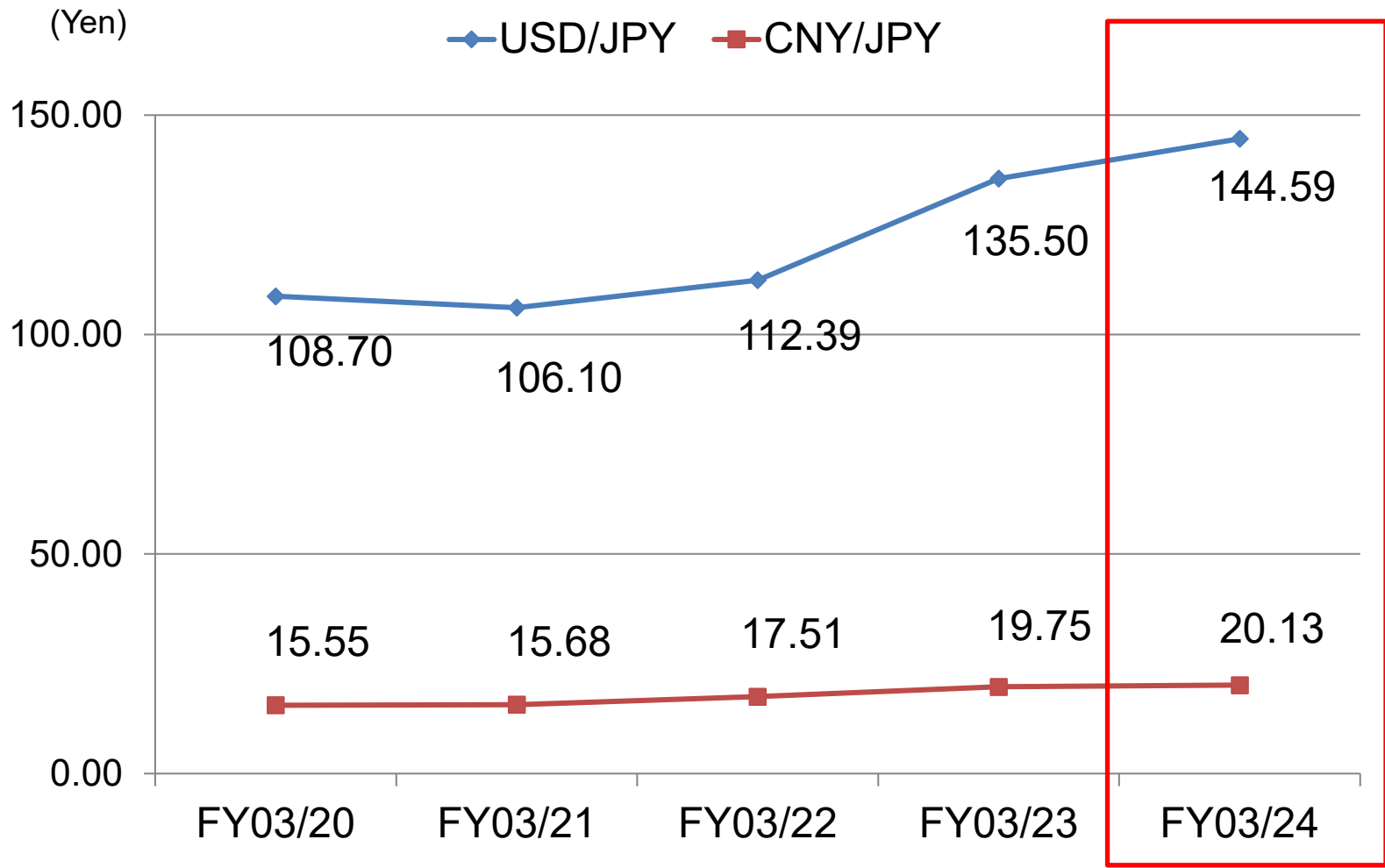


- Capital stock and capital surplus
- Treasury shares
- Deferred gains or losses on hedges
- Remeasurements of defined benefit plans
- Retained earnings
- Valuation difference on available-for-sale securities
- Foreign currency translation adjustment

(Billions of yen)



(Reference) Trends in average foreign exchange rates



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◆Cautionary note regarding future estimates

The data and future predictions contained in this document are based on information available and judgments applicable at the time of the document's release. The data and future forecasts contained herein may include elements that are subject to change, and this document and its contents are no guarantee of future performance.

◆Presentation of numbers

Yen figures presented in these materials have been rounded off below the unit indicated. Consequently, individual figures may not sum to the total amounts indicated.