

# IR Briefing for 1H the Fiscal Year Ending March 2025

1H Progress in the First Year of "New Challenge 2026", Our Medium-Term Management Plan

December 2, 2024

Inabata & Co., Ltd.

Katsutaro Inabata, Director, President

Inabata & Co., Ltd. held the financial results briefing for 1H the fiscal year ending March 2025 via live broadcast on December 2, 2024.



## **Contents**

Inabata's Strengths	··· P 2
Summary of "New Challenge 2026 * ", Our Medium-Term	··· P 10
Management Plan	
1H Progress in the First year of NC2026	··· P 17
Sustainability	··· P 24
Financial Strategy	··· P 27
Reference Materials	··· P 31

<sup>\*</sup> Hereinafter, NC2026



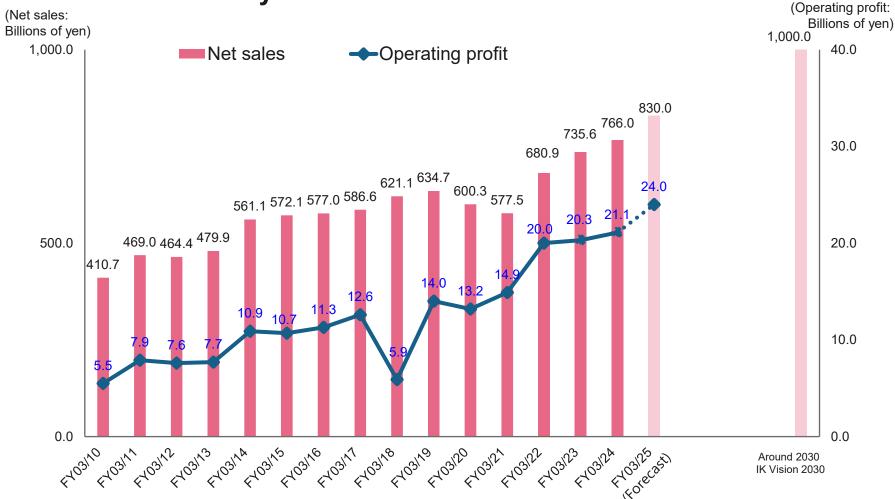
# **Inabata's Strengths**





## Inabata's Strengths $\sim$ (1) Performance Growth

Business performance is growing steadily, with net sales and operating profit expected to reach record highs for the fourth consecutive fiscal year.





### Inabata's Strengths $\sim$ (2) History, Client Base, and Human Capital

# ■ Founded in 1890, built up a client base (suppliers and customers) of about 10,000 companies during a history spanning more than 130 years

Founded in 1890 as Inabata Senryoten in Kyoto. Since then, Inabata has expanded business, focused on the chemicals field, in response to modern customer needs. In addition to chemicals, our business spans a variety of categories, including electronics, precision equipment, automobiles, daily necessities, and housing-related products, enabling Inabata to secure stable earnings and explore innovative new products and applications.

#### ■ A trading company specializing in chemicals with a global information network

- Inabata is a trading company specializing in chemicals with nearly 70 overseas bases in 19 countries. We have established a global information network and customer support system covering everything from product markets to raw material supply and demand, enabling us to respond in a timely manner to customer local production and overseas expansion needs.

# ■ Providing high-mix, low-volume production, VMI\* functionality, and other added value

Inabata provides added value by responding to customer needs for procurement and small lot production outsourcing. For example, we reduce procurement and logistics costs by establishing manufacturing and processing bases close to customers and consumers for customer procurement activities requiring a wide range of raw materials.

#### Human resources embodying "business management with respect for people"

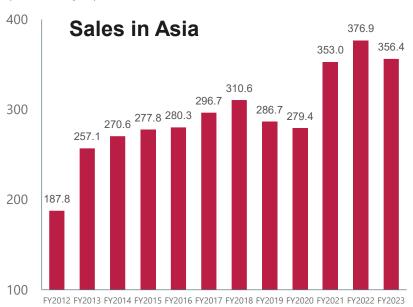
- Employees are the most important form of capital for trading companies, and Inabata provides high value by building relationships of trust with suppliers and customers based on the spirit of "love (ai)" and "respect (kei)," and a high level of expertise.



## Inabata's Strengths $\sim$ (3) Solid Business Base in Asia

- Established sales base in Singapore in 1976. We then expanded our network of bases to build a solid business foundation in Northeast and Southeast Asia (56 bases in 11 countries outside Japan).
- Our main focus in Northeast Asia is FPD materials. In Southeast Asia, we are expanding the plastics business by differentiating us from competitors through the compound business.

(Billions of yen)





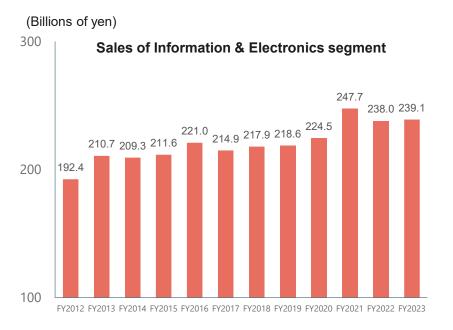
Number of Personnel in Asia : 2,956
 ( Percentage of total consolidated basis 64%) \*As of March 31, 2024





#### **Developments in Asia** ∼ **FPD-related business**

- Expanding customer base and scope of business in response to changes in the FPD market environment, growing into a core business
- Rapidly responded to changes in the main panel manufacturing countries (Japan -> Taiwan · South Korea ->
  China) by developing personnel at local bases, initiating transactions with local manufacturers.
- Launched business with polarizer raw materials, expanded product lineup to include polarizer, protective films, and alignment layer films, as well as OLED materials.
- Developed business based on information from a wide range of customers, from raw material and component manufacturers, to panel manufacturers.
- Leveraging our accumulated expertise and information, we were also able to establish supply chains and develop proposal-based business.



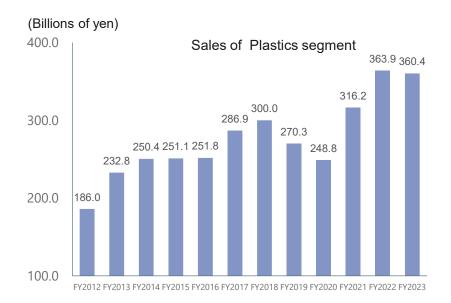
#### **Business Development Transition**

1990 s	Started in 1990 from sales of polarizer materials (PVA films)     In 1993, launched sales of polarizer films to Japanese panel makers
2000 s	Established polarizer film processing base in Taiwan in response to emergence of local leading panel makers. In 2001, took over a joint venture with Sumitomo Chemical Co., Ltd., assumed responsibility for sales, etc.
	Among the first to start business with leading Chinese panel makers and capture market expansion (spread of notebook PCs, shift to FPD for TVs, and rapid growth of smartphones)
2010 s	Developed a wide range of commercial products in response to trends toward OLEDs and next-generation FPDs



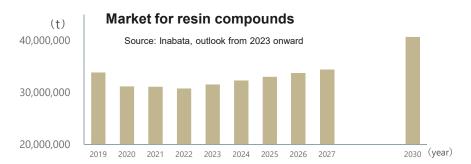
#### **Developments in Asia ~Plastics Segment**

- Expanded overseas in line with Japanese consumer electronics manufacturers transition to overseas production. Subsequently expanded into a global network of bases while cultivating customers in the office automation and automobile industries (overseas sales ratio exceeded 62% in FY2023).
- Producing resin compounds at seven bases in seven countries mainly in Asia. In addition to providing products meeting customer needs, we also made new proposals for resin materials.
- Points of differentiation from other companies
  - Versus major trading companies: Meticulous response to needs for a wide variety of products in small quantities
  - Versus small- to medium-sized trading companies: Support for customer overseas expansion



#### **Resin Market Environment**

- Overall market growth of 2–3% per year is expected to remain stable.
- Declining trend in general-purpose applications such as plastic bags, tableware, and containers/packaging
- Automotive and other applications are expected to grow in line with demands for weight reductions and metal substitutions.
- Recycled materials are expected to increase amid expanding environmental regulations and decarbonization trends.



#### Annual production capacity of resin compounds (MT/Y) As of March 31,



7 locations in 7 countries Total annual production capacity: 195,600MT/Y



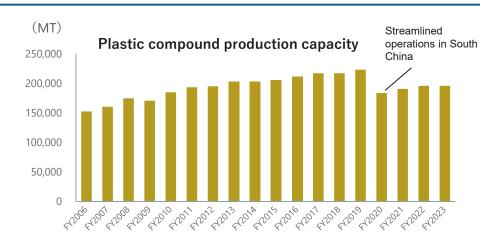
## **Developments in Asia** ~Plastic compound

#### Highest productivity in the industry

With seven production bases in seven countries including China,
 Vietnam, and Indonesia (195,600 MT/year in total as of March 31, 2024), Inabata is among the largest production scales in the industry as a trading company-affiliated resin compounder.

#### Global customer support structure

 Integrated domestic and overseas customer support system, including overseas offices, provides prompt and useful information, one-stop price negotiation capabilities in Japan and overseas, and assurance of stable supply.



#### Joint venture with Daicel

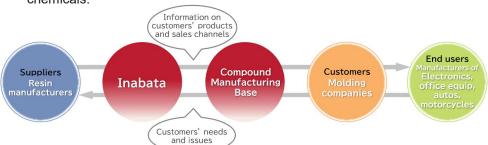
Business model for the plastic compound

- Differentiation by meeting customer needs for rapid delivery and highmix low-volume production in close proximity to customer manufacturing bases
- Involvement in customer manufacturing processes enables Inabata to obtain up-to-the-minute product-related information starting from the development phase, leading to new proposals for plastic materials and chemicals.

 Established joint venture Novacel Co., LTD. to further enhance compounding functions and expand the plastics business

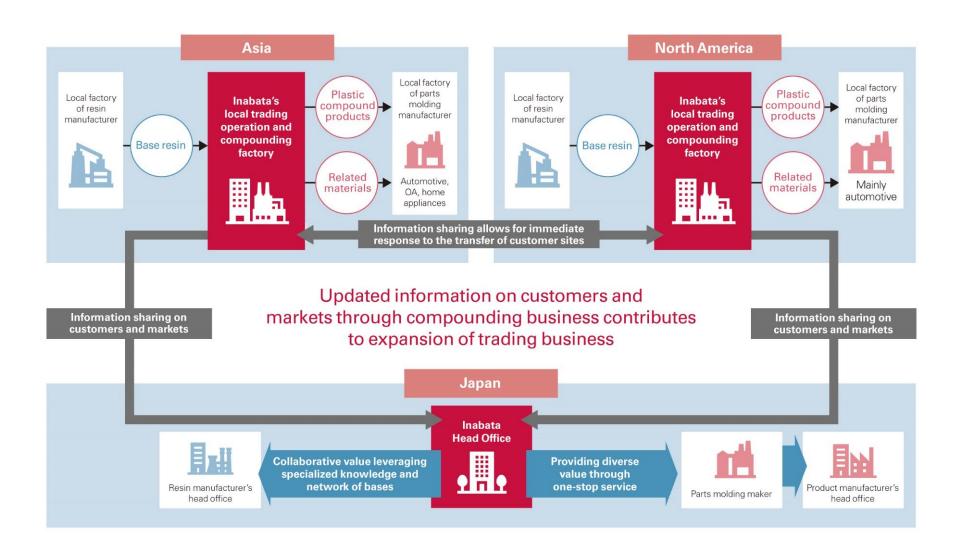
#### Aims of joint venture

- Acquire new production technologies and enhance quality controls
- Develop technical talent
- Augment development capabilities
- Increase manufacturing capability through introduction of production system





## [Reference] Business model for the plastic compound business





# Our Medium-Term Management Plan Summary of "New Challenge 2026"





## **Company-wide Quantitative Targets**

(Billions of yen)

			NC2026	(billions of yen)
	FY03/24 Actual	FY03/25 Forecast	FY03/26 Plan	FY03/27 Targets
Net sales	766.0	830.0	890.0	950.0
Operating profit	21.1	24.0	24.5	27.0
Ordinary profit	21.3	24.0	23.5	26.0
Profit attributable to owners of parent	20.0	20.0	17.5	19.0
ROE	10.5%	10% or more	10% or more	10% or more
Net debt/equity ratio	0.06 times	0.5 times or less	0.5 times or less	0.5 times or less
Equity ratio	46.8%	Approximately 50%	Approximately 50%	Approximately 50%
Exchange rate (USD/JPY)	¥144.59	¥145.00	¥145.00	¥145.00

<sup>\*</sup>FY03/25 projections for operating profit, ordinary profit, and profit attributable to owners of parent were revised on November 7.



## **Segment Quantitative Targets**

(Billions of yen)

		NC2026								
	FY03/24 Actual		FY03/25 Forecast			3/26 an	FY03/27 Targets			
Segment	Sales	Operating profit	Sales	Operating profit	Sales	Operating profit	Sales	Operating profit		
Information & Electronics	239.1	6.90	256.0	7.50	283.0	7.20	312.0	8.45		
Chemicals	112.6	2.78	124.8	2.70	132.0	3.05	139.0	3.25		
Life Industry	53.5	1.48	61.0	1.60	66.8	2.60	72.8	3.10		
Plastics	360.4	9.87	388.0	12.00	408.0	11.55	426.0	12.10		
Other	0.1	0.13	0.2	0.20	0.2	0.10	0.2	0.10		
Total	766.0	21.19	830.0	24.00	890.0	24.50	950.0	27.00		

<sup>\*</sup>The operating profit projection for FY03/25 was revised on November 7.



#### **Overview**

#### Long-term Vision "IK Vision 2030"

#### Medium-term Management Plan NC2026

#### Key themes:

- Accelerate growth through proactive investment
- Address key management priorities (materiality) under the Sustainability Medium-term Plan 2026

**Company-wide Growth Strategy** 

**Segment Growth Strategy** 

**Management Base Strategy** 

**Financial Strategy** 

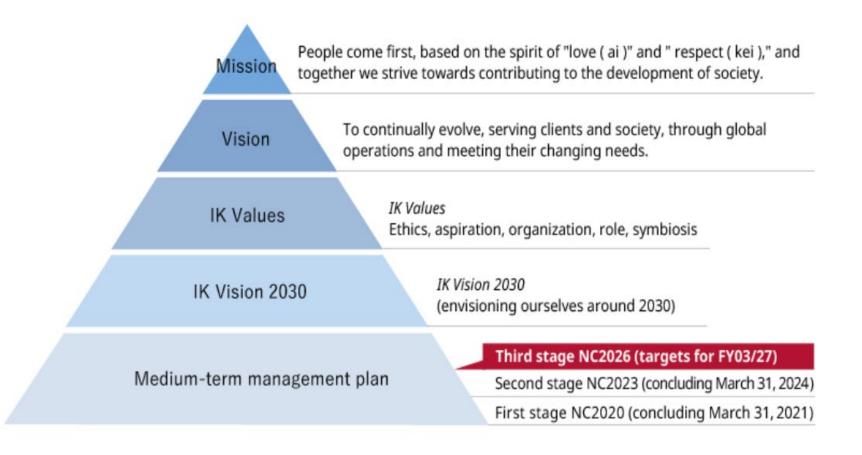
Sustainability Strategy (including HR strategy)

**Digital Strategy** 



## **Positioning of NC2026**

■ NC2026 is the third stage of the medium-term management plan on the way to our long-term vision.





## (Reference) Long-term Vision "IK Vision 2030"

Reach consolidated net sales of

¥1 trillion

Further enhancing multifaceted capabilities (such as manufacturing, logistics, and finance) in addition to trading

#### IK Vision 2030

At least 1/3 of business from segments other than Information & Electronics and Plastics

**Overseas business** 

**70**% or more

[Formulated in May 2017]



## **Company-wide Growth Strategy Summary**

■ Formulated a company-wide growth strategy in line with the long-term vision.

# Consolidated sales Over ¥1 trillion

- » Approach: Expand earnings through proactive investment
- » Business domains: Expand environmentrelated business and life industry business such as food products

#### **Enhance multifaceted capabilities**

 Differentiate and boost earnings by enhancing multifaceted capabilities (especially in manufacturing and logistics)

#### **Business portfolio**

- » Further develop key segments (Plastics, Information & Electronics)
- » Establish earnings pillar on par with key segments

# Overseas ratio 70% or more

- » Further develop growth areas (especially in India, Mexico, and the Americas, in addition to the existing Asia sites)
- » Move into untapped areas (e.g., Eastern Europe)



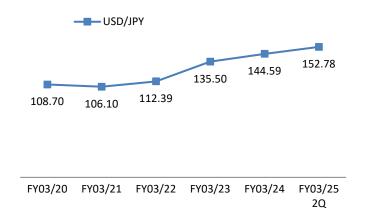
# Our Medium-Term Management Plan 1H Progress in the First year of NC2026



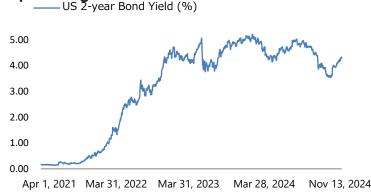


#### **Business Environment**

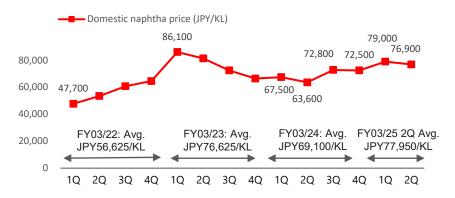
● The yen depreciation trend paused in Q2 FY03/25 but has recently shifted back toward depreciation.



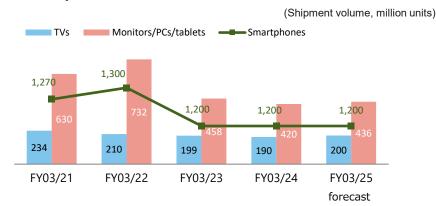
Overseas interest rates are currently trending upward again.
 US 2-year Bond Yield (%)



 Domestic naphtha prices are expected to decline moderately in 2H FY03/25.



 Production adjustments by panel manufacturers are expected in 2H FY03/25.





## **Progress toward Quantitative Targets**

■ Off to a good start in the first year of NC2026. The operating profit margin also improved, and profit forecasts for each stage were revised upward.

	Final Year FY00		First Year of NC2026 FY03/25			
	1H Actual	Full-year Actual	1H Actual	Full-year Forecast	Full-year Initial plan	
Net sales	375.1	766.0	421.6	830.0	830.0	
Operating profit	10.4	21.1	13.8	24.0	22.5	
Operating profit margin	2.8%	2.8%	3.3%	2.9%	2.7%	
Ordinary profit	10.6	21.3	13.9	24.0	21.5	
Profit attributable to owners of parent	12.5	20.0	11.5	20.0	17.0	
ROE	-	10.5%	-	10% or more	10% or more	
Net debt/equity ratio	0.06 times	0.06 times	0.07 times	0.5 times or less	0.5 times or less	
Equity ratio	46.5%	46.8%	46.5%	Approximately 50%	Approximately 50%	
Exchange rate (USD/JPY)	¥141.06	¥144.59	¥152.78	¥145.00	¥145.00	

(Billions of yen)

Final Year of NC2026 FY03/27							
Target							
950.0							
27.0							
2.8%							
26.0							
19.0							
10% or more							
0.5 times or less							
Approximately 50%							
¥145.00							



## **Progress toward Quantitative Targets: By segment**

■ Information & Electronics and Plastics performed well, driving performance.

Life Industry lagged slightly.

(Billions of yen)

	F	Final Year of NC2023 FY03/24			First Year of NC2026 FY03/25										Final Y NC2 FY03	026	
	1 Act		Full- Act	year ual		1H Actual						Full-year Initial plan		_		Tar	get
Segment	Sales	Operating profit	Sales	Operating profit	Sales	Operating profit	Sales	Operating profit	Sales	Operating profit		Sales	Operating profit				
Information & Electronics	116.2	3.34	239.1	6.90	137.1	4.79	256.0	7.50	256.0	6.55		312.0	8.45				
Chemicals	54.5	1.36	112.6	2.78	58.0	1.52	124.8	2.70	124.8	2.85		139.0	3.25				
Life Industry	25.4	0.65	53.5	1.48	27.6	0.54	61.0	1.60	61.0	2.20		72.8	3.10				
Plastics	178.8	5.03	360.4	9.87	198.7	6.92	388.0	12.00	388.0	10.80		426.0	12.10				
Other	0.0	0.06	0.1	0.13	0.0	0.06	0.2	0.20	0.2	0.10		0.2	0.10				
Total	375.1	10.46	766.0	21.19	421.6	13.86	830.0	24.00	830.0	22.50		950.0	27.00				



## **Progress of Company-wide Growth Strategy: Novacel**

Established Novacel as the most important growth strategy in 1H.

Overview of Novacel Co., Ltd.

Company name: Novacel Co., Ltd.

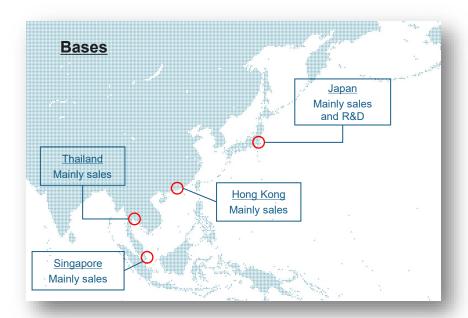
Established: April 1, 2024



Business: Research, development, and sales associated with resin coloring and resincompounding

Investment ratio: Inabata & Co., Ltd. 66.7%, Daicel

Corporation 33.3%



#### **Background**

- Expanding demand for plastics, driven by economic growth in Asia and emerging markets, and increasing needs for lightweight automobiles
- Sophistication of quality requirements from clients such as automotive manufacturers and OA/electronics companies
- Intensifying global competition in the plastic compounding business

#### Aims of joint venture

- To further enhance compounding functions
  - Acquire new production technologies and enhance quality controls
  - Develop technical talent
  - Augment development capabilities
  - Increase manufacturing capability through introduction of production system
- To expand the plastics business
  - Establish a strong global position in the plastic compounding industry
  - Differentiate the plastics business and strengthen order acquisition capabilities



## **Progress in the Company-wide Growth Strategy**

#### ■ Executed planned investments in 1H to accelerate growth.

(Billions of yen)

						(Billions of yen)
	FY03/22 Actual	FY03/23 Actual	FY03/24 Actual	NC2023 cumulative results FY03/22- FY03/24	1H FY03/25 Actual	Major investments In 1H FY03/25 Forecast
Growth investment	1.20	2.86	8.81	12.88	10.13	<ul> <li>M&amp;A (Novacel, Daigo Tsusho)</li> <li>Major business investments</li> <li>(Resin additives-related, Lithium-ion battery-related, Biomass power generation-related)</li> </ul>
Fixed investment	2.01	2.78	3.91	8.70	2.90	<ul> <li>Investment for facilities</li> <li>(Related to sheets and inflation films, Related to compounds)</li> <li>Digital promotion</li> <li>Reconstruction of Tokyo Head Office</li> </ul>
Total	3.21	5.64	12.73	21.58	13.04	

<sup>\*</sup>Aggregated on a cash-out basis

<sup>\*</sup>Digitalization-related investments are included in Fixed investment.



## [Reference] Major investments from FY03/24 onward

Segment	Specific measures	Our objectives
Information &	Participation in biomass power generation projects (Shiwa District, Iwate Pref.)	To expand environment and energy-related businesses
Electronics	Investment in semiconductor-related companies	To expand semiconductor-related businesses
Chemicals	Acquisition of Maruishi Chemical Trading Co., Ltd. as a subsidiary	To reinforce the chemicals business
	Acquisition of Daigo Tsusho Co., Ltd. as a subsidiary	To strengthen food processing and sales functions
Life Industry	Investment in a French company engaged in the development, extraction, and sales of plant extract components	To use naturally-derived raw materials (for cosmetics, pesticides, etc.)
Plastics	Established joint venture Novacel Co., LTD.	To enhance compounding capabilities in the Plastics business
Flastics	Invested in REFINVERSE Group, Inc., a recycled resin manufacturer	To promote green business
Information & Electronics / Plastics	Invested in a resin additive (high- performance filler) production company	To achieve the lightweighting and recycling of plastic products



# Sustainability





## **Sustainability**

## ■ Commenced green finance procurement in FY03/25.

October 2021	Established Sustainability Committee Chaired by the Company president; all directors, including those from outside the Company, participate in the Committee as a member or observer
November 2021	Formulated the Inabata Group Sustainability Basic Policy and the Code of Conduct
March 2022	Formulated Inabata Group Human Rights Policy
April 2022	Signed UN Global Compact (UNGC)
June 2022	Announced "2050 Carbon Neutrality Declaration" Defined materiality issues Began disclosures in accordance with TCFD recommendations
August 2022	Selected as a component of the FTSE Blossom Japan Sector Relative Index
April 2023	Endorsed the recommendations of TCFD
August 2023	Selected as a component of the FTSE Blossom Japan Index
May 2024	Formulated "Sustainability Mid-term Plan 2026"
July 2024	Signed the company's first green loan
November 2024	Decided to issue the company's first green bond



#### Products that reduce environmental load

■ The Energy & Power field is expected to remain flat due to the deteriorating business environment.

■ Resources- and environment-related fields including recycled resins, are steadily expanding.

(Billions of yen)

		Sales								
Field	Main contents	FY03/22 (Actual)	FY03/23 (Actual)	FY03/24 (Actual)	1H FY03/25 (Actual)	FY03/25 (Forecast)				
Energy & Power	Renewable energy- related, battery-related, etc.	13.4	17.5	24.4	10.7	24.5				
Resources & Environment	Sustainable raw materials, recycling, water-related	4.2	7.5	10.7	6.6	13.3				
Materials & Chemicals	Low carbon materials, reduction of environmental pollutants, etc.	0.7	1.5	3.1	2.2	4.4				
Environmental certifications	Forest certification, marine certification, etc.	0.3	0.3	0.1	0.3	0.6				
Total * Simple aggregate value		18.7	26.9	38.6	19.9	43.0				

<sup>\*</sup> From FY03/23, some product categories have been reclassified (solar cell and EV battery materials were moved from Materials & Chemicals to Energy & Power). FY03/22 sales figures have been retroactively adjusted to reflect this change.



# **Financial Strategy**





### **Basic Policy on Shareholder Return**

#### Basic Policy on Shareholder Return

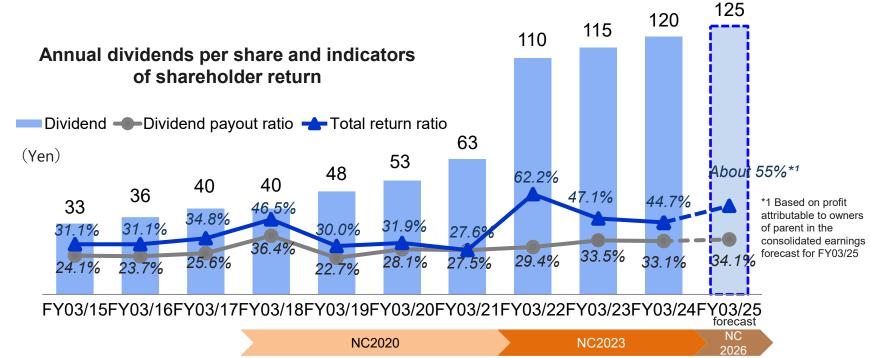
#### During NC2026,

- The actual amount of dividends paid in the previous fiscal year will be used as the lower limit for dividends per share, and the basic policy is to continuously increase the dividends without reducing them (Progressive dividends).
- The target for total return ratio is roughly 50%.



#### Shareholder returns

- For FY03/25, we plan to pay an annual dividend of ¥125 per share. (interim: ¥60 (actual), year-end: ¥65 (forecast))
- We bought back 1,200,000 shares (July 17, 2024 canceled).



Treasury shares	FY03/15	FY03/16	FY03/17	FY03/18	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24	FY03/25
Acquisition amount	604	707	891	679	936	425	-	7,499	2,635	2,229	4,079
No. of shares Acquired	600	600	600	400	600	300	-	3,085	1,035	765	1,200
No. of shares cancelled	1,660	-	-	-	-	-	-	2,700	3,685	1,200	1,200

(Millions of yen) (Thousands of shares) (Thousands of shares)



### Reducing strategic shareholdings

Steady progress in reducing strategic shareholdings (in 1H FY2025, despite progress in reduction, the balance of holdings remained almost unchanged due to rising market prices)

#### Policy for reducing strategic shareholdings

- Reduce the balance of strategic shareholdings at the end of March 2021 by half during the three years of NC2023. Achieved
- Further reduce strategic shareholdings in the medium to long term, curtailing the balance of strategic shareholdings at the end of March 2021 by about 80% by the end of March 2027.



## Sales value of strategic shareholdings

*Only includes listed stocks in Japa			
FY03/18	¥9,017 million		
FY03/19	¥5,298 million		
FY03/20	¥3,026 million		
FY03/21	¥2,944 million		
FY03/22	¥9,367 million		
FY03/23	¥10,076 million		
FY03/24	¥ 4,159 million		
FY03/25*	¥ 1,850 million		

\*As of September 30, 2024

<sup>\*</sup>The balance of strategic shareholdings in the graph only includes listed stocks in Japan.

<sup>\*</sup>The balance of strategic shareholdings was calculated using share prices at the end of each term.

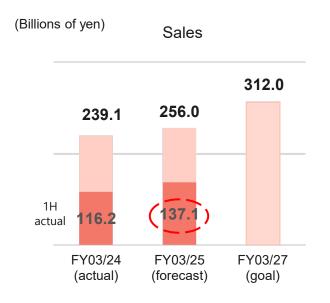


## **Reference Materials**

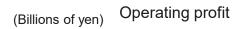


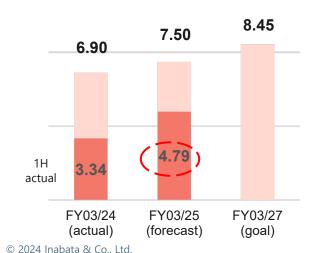


#### **Progress in Growth Strategy: (1) Information & Electronics**



(Billions of yen)	FY03/24 actual	1H FY03/25 actual	FY03/25 forecast	NC2026 Final year goals (FY03/27)
Sales	239.1	137.1	256.0	312.0
Operating profit	6.90	4.79	7.50	8.45
Operating profit margin	2.9%	3.5%	2.9%	2.7%



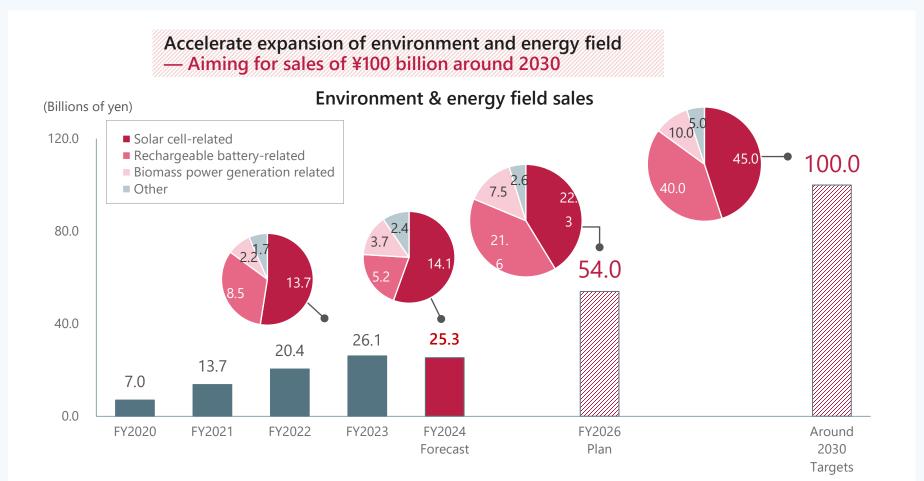


- The business performed well in 1H due to improved FPD-related profit margins and recovering demand for printers and copiers. We revised our full-year operating profit forecast upward.
- FPD-related production adjustments are expected in 2H.
- Sales of materials for solar cells and secondary batteries declined on deterioration in the business environment, but progress was made in cultivating new markets (such as India and Southeast Asia).
- The semiconductor-related business has expanded firmly. We have also made investments for further business expansion.
- Started construction of Yahaba Biomass Power Plant (Shiwa District, Iwate Prefecture). Sowing seeds for energy-related business expansion.



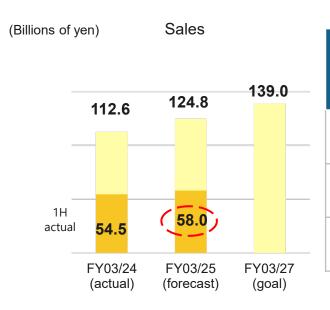
#### **Environment and Energy Field Expansion (Information & Electronics Segment)**

- In FY2024, rechargeable battery-related sales are expected to decline against the backdrop of a global slowdown in EV sales.
- There has been no change in the medium- to long-term trend of demand growth. Aiming for growth by expanding the product lineup and developing new areas.

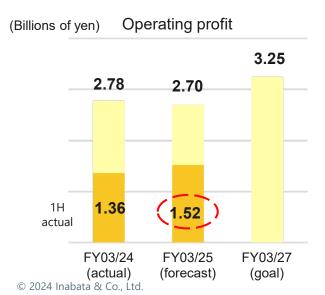




#### **Progress in Growth Strategy: (2) Chemicals**



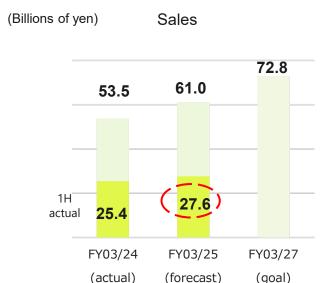
(Billions of yen)	FY03/24 actual	1H FY03/25 actual	FY03/25 forecast	NC2026 Final year goals (FY03/27)
Sales	112.6	58.0	124.8	139.0
Operating profit	2.78	1.52	2.70	3.25
Operating profit margin	2.5%	2.6%	2.2%	2.3%



- Both net sales and operating profit progressed as planned.
- Making progress in overseas expansion of resin raw materials and additives.
- Materials for the EV field have seen sluggish growth on a deteriorating business environment, though new market development is progressing steadily.
- Maruishi Chemical Trading, newly consolidated from FY2023, is steadily contributing to profits.



#### **Progress in Growth Strategy: (3) Life Industry**



(Billions of yen)	Operating profit		
		3.10	
1.48	1.60		
1H actual 0.65	5 (0.54)		

FY03/25

(forecast)

FY03/27

(goal)

FY03/24

(actual)

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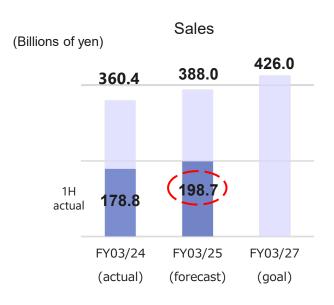
(Billions of yen)	FY03/24 actual	1H FY03/25 actual	FY03/25 forecast	NC2026 Final year goals (FY03/27)
Sales	53.5	27.6	61.0	72.8
Operating profit	1.48	0.54	1.60	3.10
Operating profit margin	2.8%	2.0%	2.6%	4.3%

- Revised full-year operating profit forecast downward due to sluggishness in the food-related business in the US.
- Swiftly restructuring the food-related business in the US through efforts to acquire new customers, such as fast-service restaurants, and expand the product lineup.
- In the domestic food-related business, seafood products for conveyor belt sushi and mass retailers performed well. Daigo Tsusho, newly consolidated from FY03/24, is steadily contributing to profits.
- Sales of life science-related products including pharmaceuticals performed well. We made investments to expand the regenerative medicine-related business.

35



#### **Progress in Growth Strategy: (4) Plastics**



(Billions of	yen)	0	pera	ating	pro	fit		
			,	12.00	)	,	12.10	0
	9.	87						
1H actu	<b>.</b>	03	(	6.92	)			
	FY0	3/24	F	Y03/2	25	F۱	Y03/2	7
	(ac	tual)	(fo	orecas	st)	(	(aoal)	

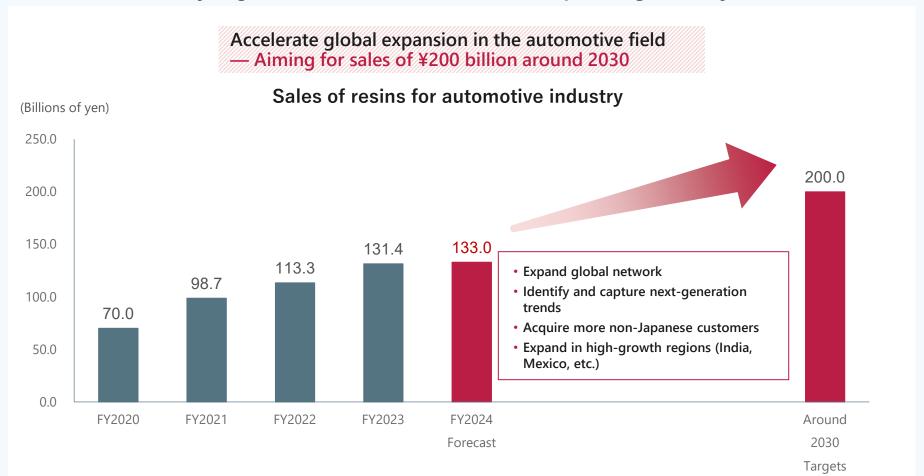
(Billions of yen)	FY03/24 actual	1H FY03/25 actual	FY03/25 forecast	NC2026 Final year goals (FY03/27)
Sales	360.4	198.7	388.0	426.0
Operating profit	9.87	6.92	12.00	12.10
Operating profit margin	2.7%	3.5%	3.1%	2.8%

- 1H sales were strong across all sectors. We revised the full-year operating profit forecast upward on improved profit margins driven by sales expansion of high-performance resins (for automobile and OA-related applications, etc.).
- Anticipating a gradual decline in resin prices and a modest slowdown in automobile-related demand in 2H.
- Newly consolidated Novacel Co., Ltd. In addition to contributing to earnings, a framework has been established to enhance compound functions.
- The recycling and green businesses have expanded steadily.



#### **Automotive Resin Sales Expansion (Plastics Segment)**

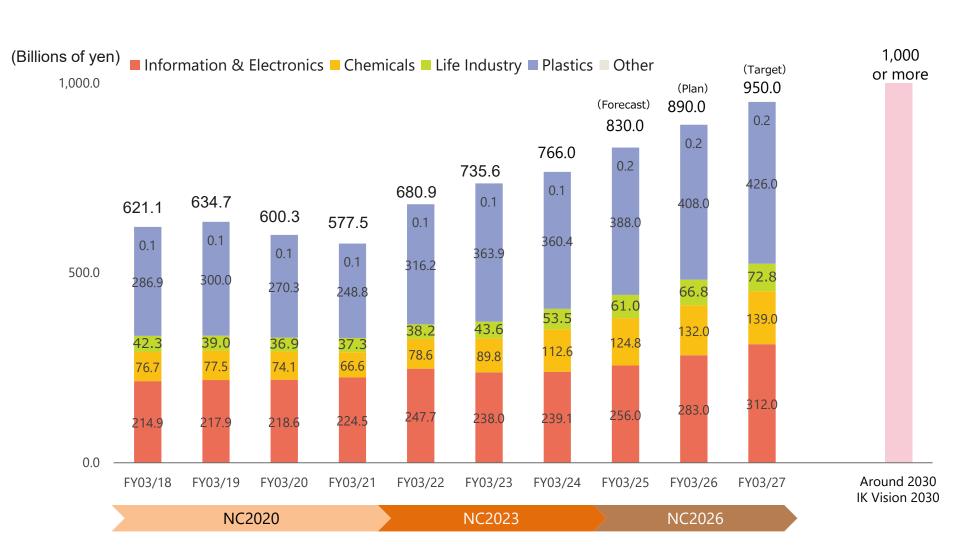
- Global automobile production volume fell slightly year on year, but the Company's sales remained firm.
- Sales in the key regions of India and Mexico are expanding steadily.



\*The exchange rate is uniformly set at USD1=¥145.

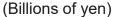


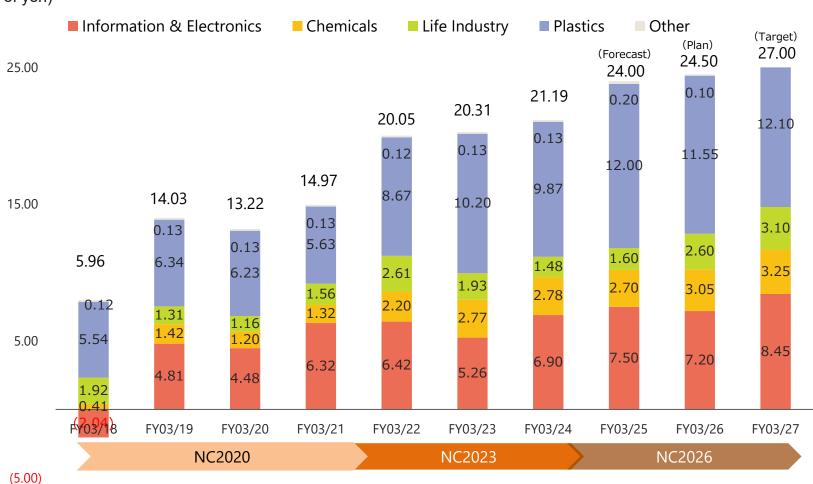
## **Sales by Segment**





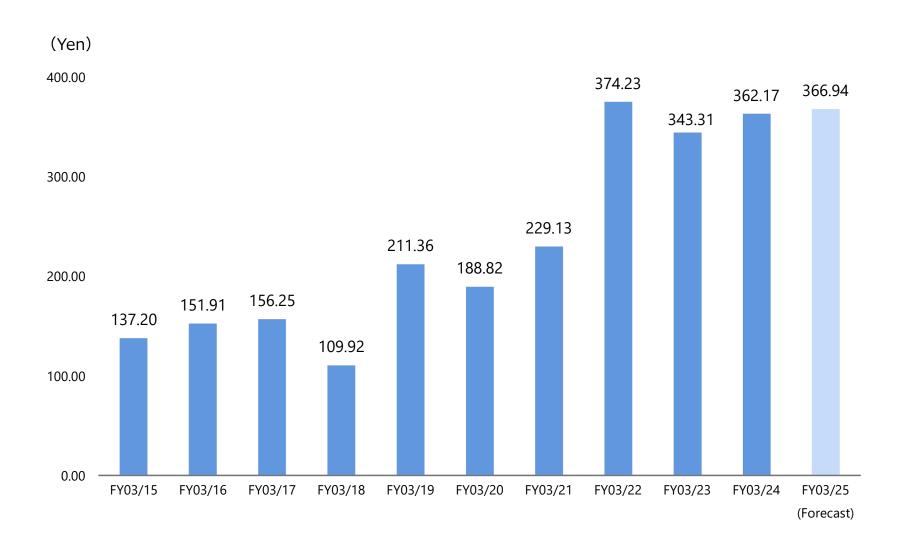
## **Operating Profit by Segment**





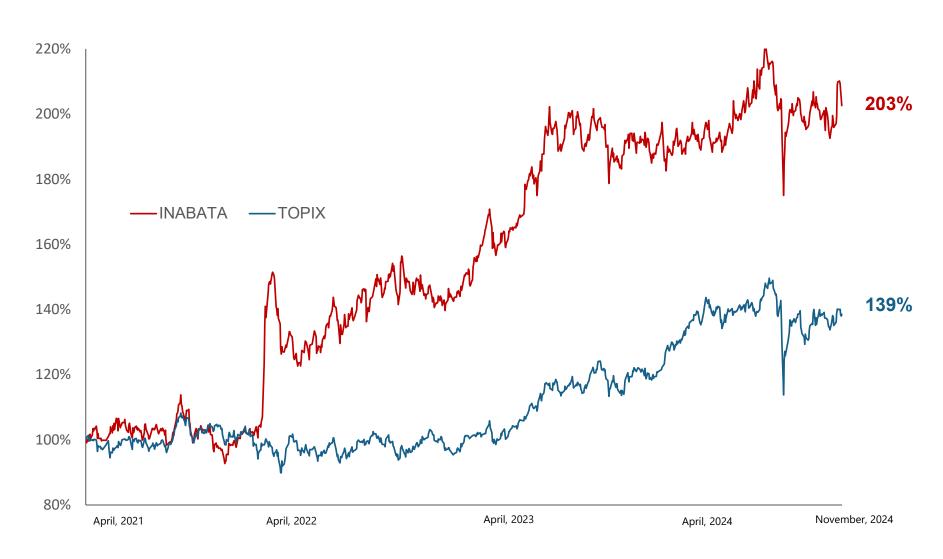


## **EPS** (Earnings per share)





### **Trends in Share Price**



Note: Indexed with April 1, 2021 as 100%.

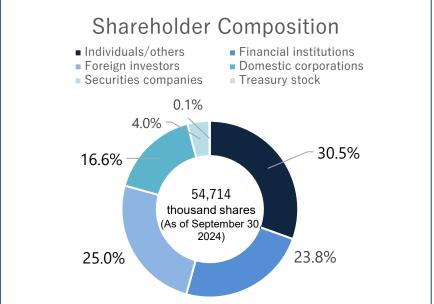


#### Company Overview (As of September 30, 2024)

Name	Inabata & Co., Ltd.		
Founded	October 1, 1890		
Incorporated	June 10, 1918		
Capital stock	¥9,364 million		
Representative	Katsutaro Inabata, Director, President		
Head offices	Osaka Head Office (1-15-14 Minamisemba, Chuo-ku, Osaka) Tokyo Head Office (2-3-1 Nihonbashi Muromachi, Chuo-ku, Tokyo)*		
Employees	781 (4,791 on consolidated basis)		
Issuable shares	200,000,000		
Shares issued and outstanding	54,714,127		

<sup>\*</sup> Due to reconstruction work on the Tokyo Head Office building (2-8-2 Nihonbashi Honcho, Chuo-ku, Tokyo), we are operating at the temporary location stated above from December 2022 to early 2026.





## □ IR-related inquiries:

IR Department, Financial Management Office Inabata & Co., Ltd.

E-mail: inabata-ir@inabata.com

#### Cautionary note regarding forward-looking statements

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

#### Presentation of numerical figures

Figures in this document presented in millions and billions of yen have been rounded down. Consequently, certain discrepancies may exist between individual values and total values, or values showing changes between sets of data.