

Securities Code 5208

Aug 4th, 2022

<http://www.arisawa.co.jp>

Arisawa Mfg. Co., Ltd.

FY2022 Overview in Q1

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- **FY2022 Q1 Review by consolidated basis**
- FY2022 Forecast by consolidated basis
- Appendix

■ FY2022 Consolidated Performance

(unit: Million Yen)	FY2021 Q1 result	FY2022 Q1 result	vs. Prev. year
Sales	10,785	11,321	5.0%
Operating Income	1,032	705	-31.7%
Operating Margin	9.6%	6.2%	-3.4%
Ordinary Income	1,060	1,177	11.0%
Net Income	777	1,167	50.2%
Earnings per share (Yen)	23.31	35.11	50.6%
Dividend (Yen)	0	0	--
Exchange rate (Yen / \$) average for the period at end of period	106.09 110.58	116.34 136.38	

■ Highlights of FY2022 Consolidated Performance

• Sales increased by 5.0% YoY (year-over-year) due to steady increase in Electronic materials, Industrial structural materials and Display materials.

Although Sales increased, Operating Income decreased by 31.7% YoY due to escalating costs of energy and raw materials.

• Electronic materials increased the sales by 1.3% YoY due to steady increase in mobile and semiconductor use.

• Industrial structural materials increased the sales by 7.4% YoY due to good performance of FW for water treatment.

• Display materials increased the sales by 42.0% YoY due to an increase in the sales of 3D products and polarization utilization equipment by ColorLink Japan.

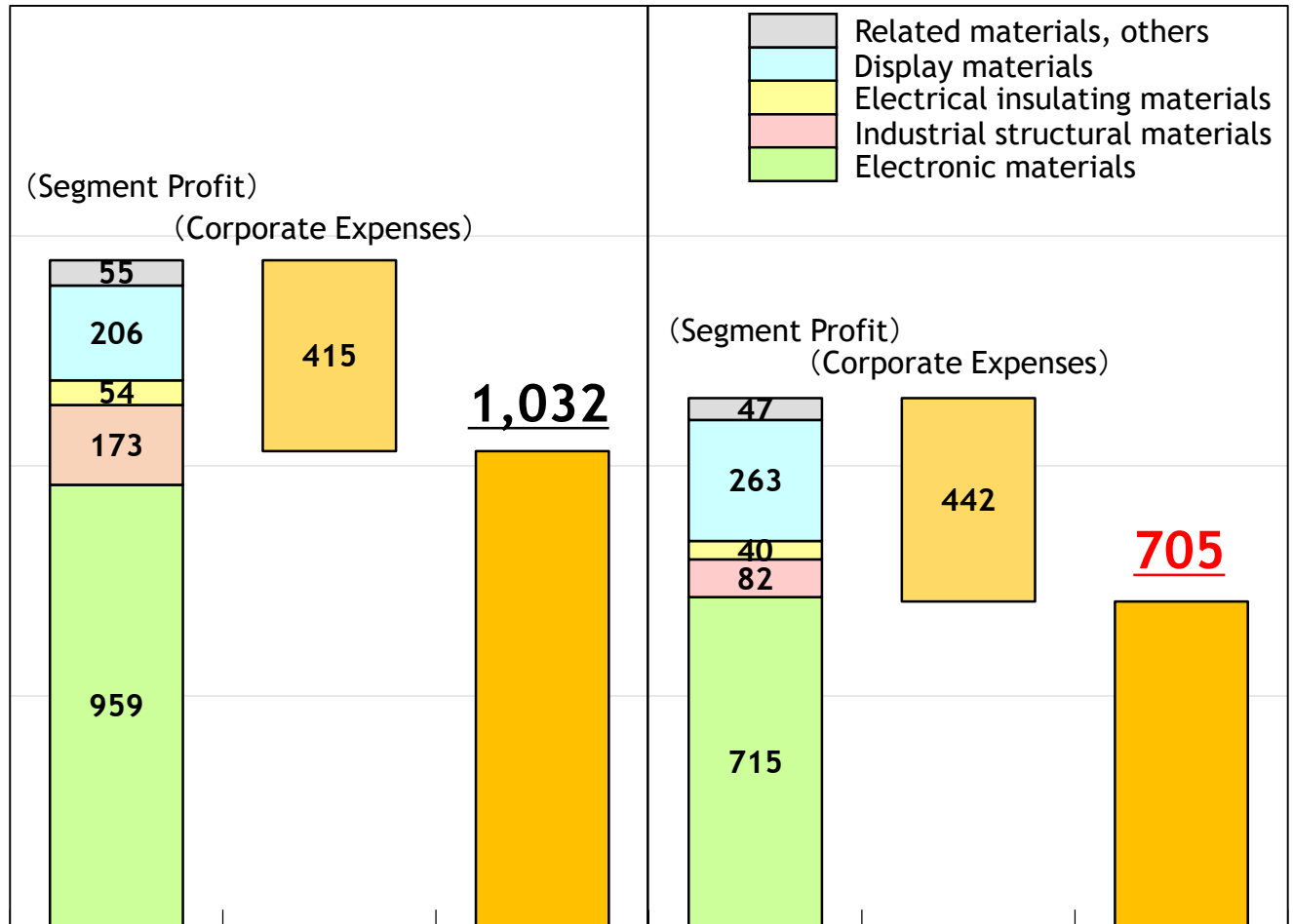
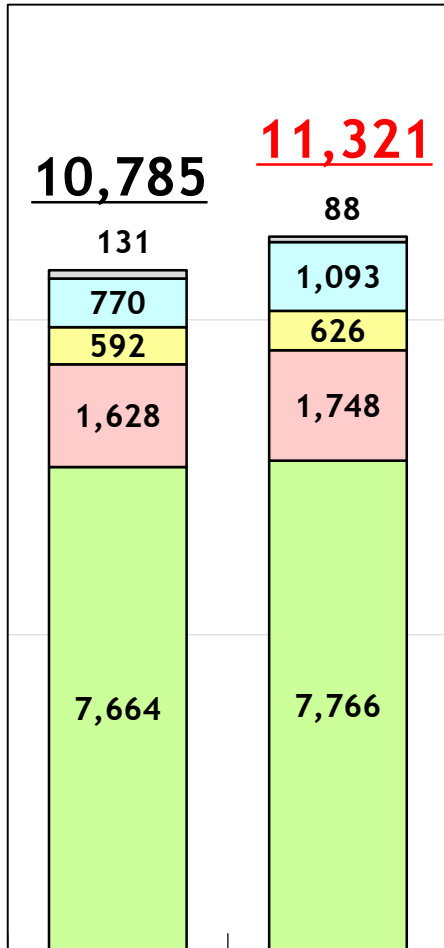
• Ordinary Income increased by 11.0% YoY due to a foreign exchange profit.

• Net Income increased by 50.2% YoY due to gain on sale of securities which exceeded the increased profit by Ordinary Income.

FY2022 Q1 Segment Comparison (vs. FY2021 Q1)

Sales (Million Yen)

Operating Income (Million Yen)

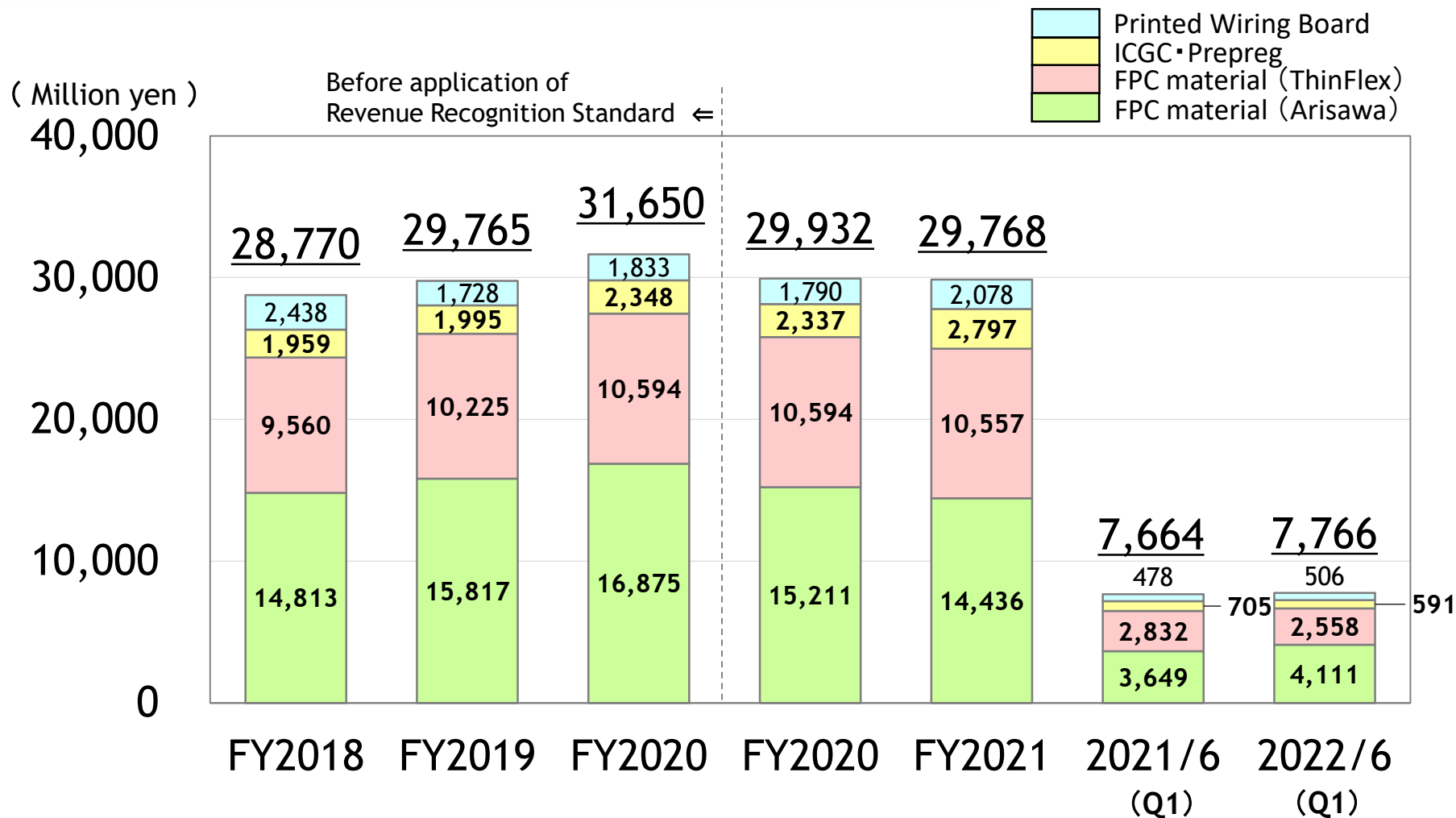


FY2021 **FY2022**

FY2021

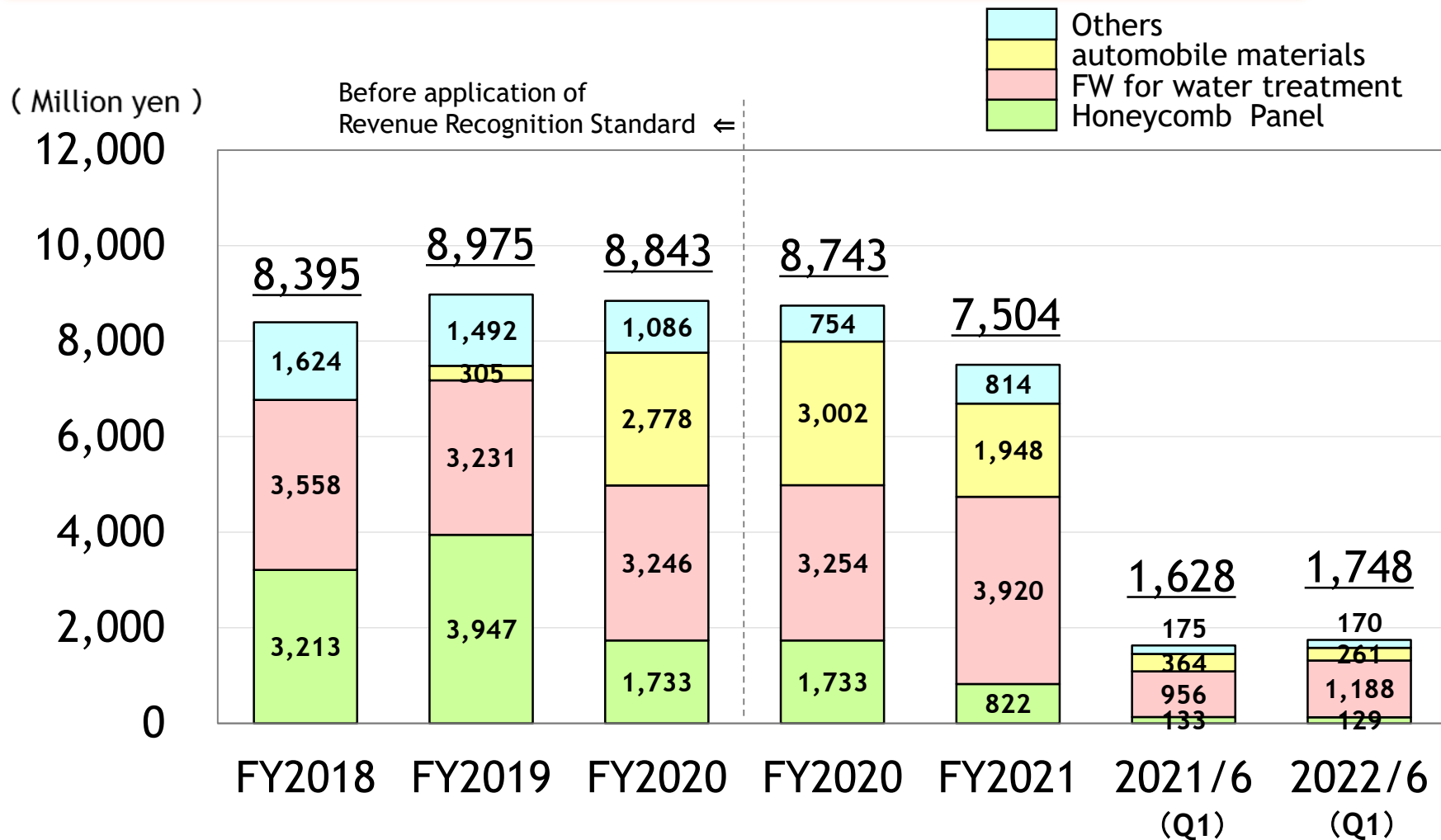
FY2022

Electronic materials Sales history



- FPC material (Arisawa) increased by 12.7% YoY.
- FPC material (ThinFlex) decreased by 9.7% YoY.

Industrial structural materials Sales history



- FW for water treatment increased by 24.4% YoY.

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FY2022 1H Sales and Profit Forecast

FCT = Forecast as of 4 Aug

(unit: Million Yen)	FY2021 1H result	FY2022 1H FCT	vs. Prev. year
Sales	21,744	23,400	7.6%
Operating Income	2,048	1,800	-12.1%
Operating Margin	9.4%	7.7%	-1.7%
Ordinary Income	2,287	2,300	0.6%
Net Income	1,745	2,100	20.3%
Earnings per share (Yen)	52.38	63.28*	20.8%
Dividend (Yen)	0	0	--
Exchange rate (Yen / \$) average for the period at end of period	107.82 111.92	123.00 134.00	

* Calculated by the number of shares as of 30 Jun

FY2022 Full-year Sales and Profit Forecast

FCT = Forecast as of 4 Aug

(unit: Million Yen)	FY2021 Full-year result	FY2022 Full-year FCT	vs. Prev. year
Sales	43,089	48,400	12.3%
Operating Income	3,320	3,400	2.4%
Operating Margin	7.7%	7.0%	-0.7%
Ordinary Income	4,204	4,000	-4.9%
Net Income	3,911	3,400	-13.1%
Earnings per share (Yen)	117.40	102.45*	-12.7%
Dividend (Yen)	95.00	90.00	-5.3%
Exchange rate (Yen / \$)			
average for the period	109.90	129.00	
at end of period	122.39	130.00	

* Calculated by the number of shares as of 30 Jun

■ Highlights of FY2022 Consolidated Performance

- 1H : Sales is expected to increase by 7.6% YoY, and
Operating Income is expected to decrease by 12.1% YoY.

Sales is expected to increase in Electronic materials, Industrial structural materials and Display materials.

Although Industrial structural materials and Display materials increase the profit, Operating Income is expected to decrease YoY due to escalating costs of energy and raw materials, and a downturn in demand is expected in some products for Electronic materials.

- Full-year: Sales is expected to increase by 12.3% YoY, and
Operating Income is expected to increase by 2.4% YoY.

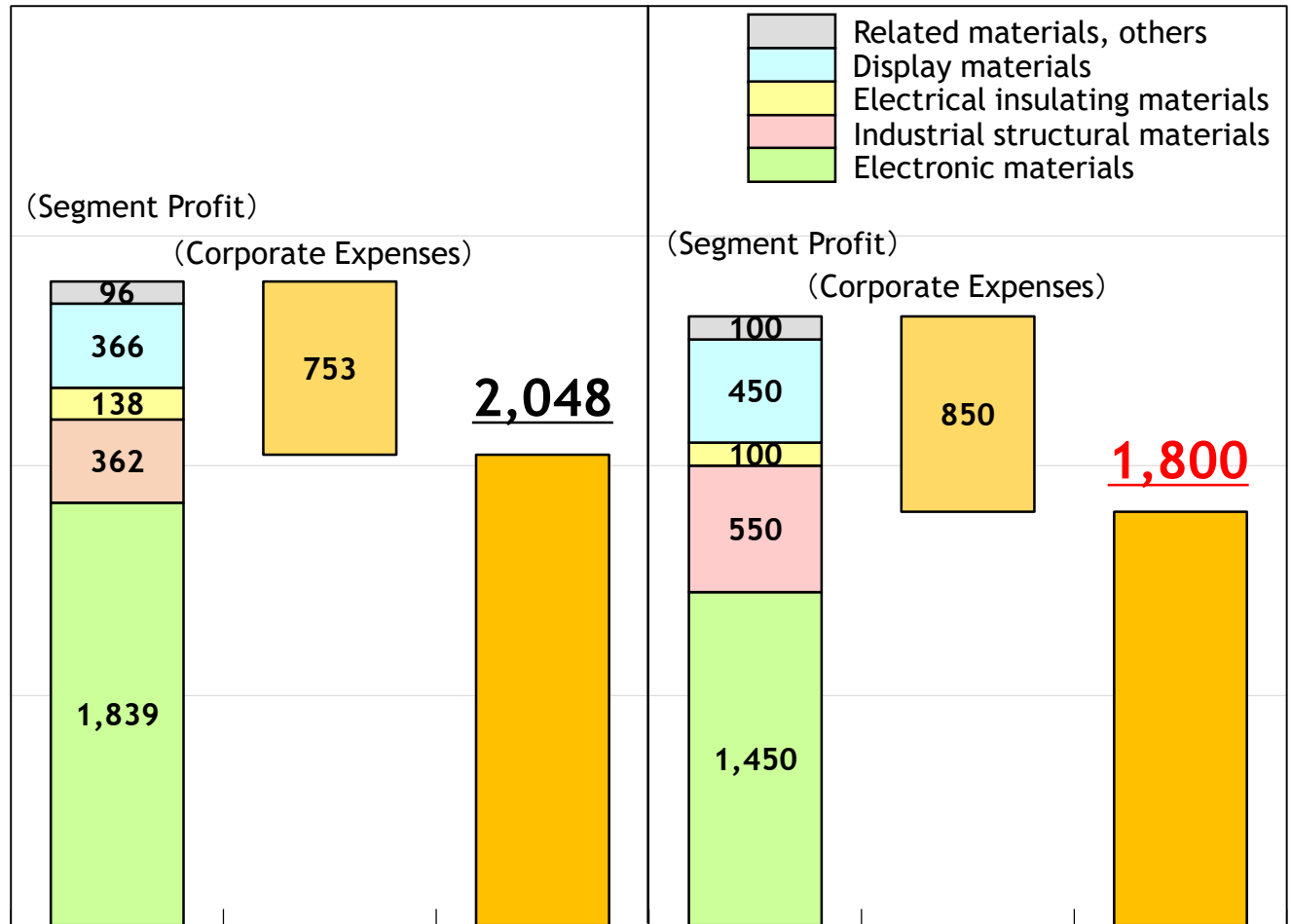
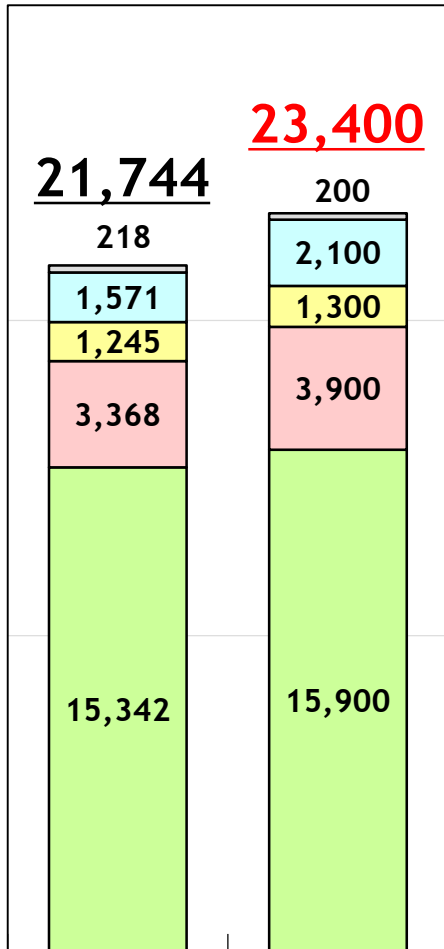
Sales is expected to increase in Electronic materials, Industrial structural materials and Display materials.

Operating Income is expected to increase by only 2.4% YoY due to escalating costs of energy and raw materials.

FY2022 1H Segment Comparison (vs. FY2021 1H)

Sales (Million Yen)

Operating Income (Million Yen)



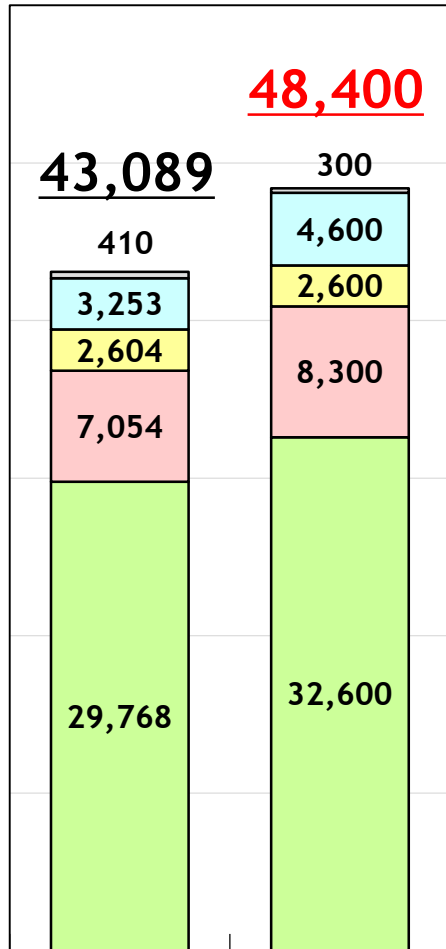
FY2021 **FY2022**
(Forecast)

FY2021

FY2022
(Forecast)

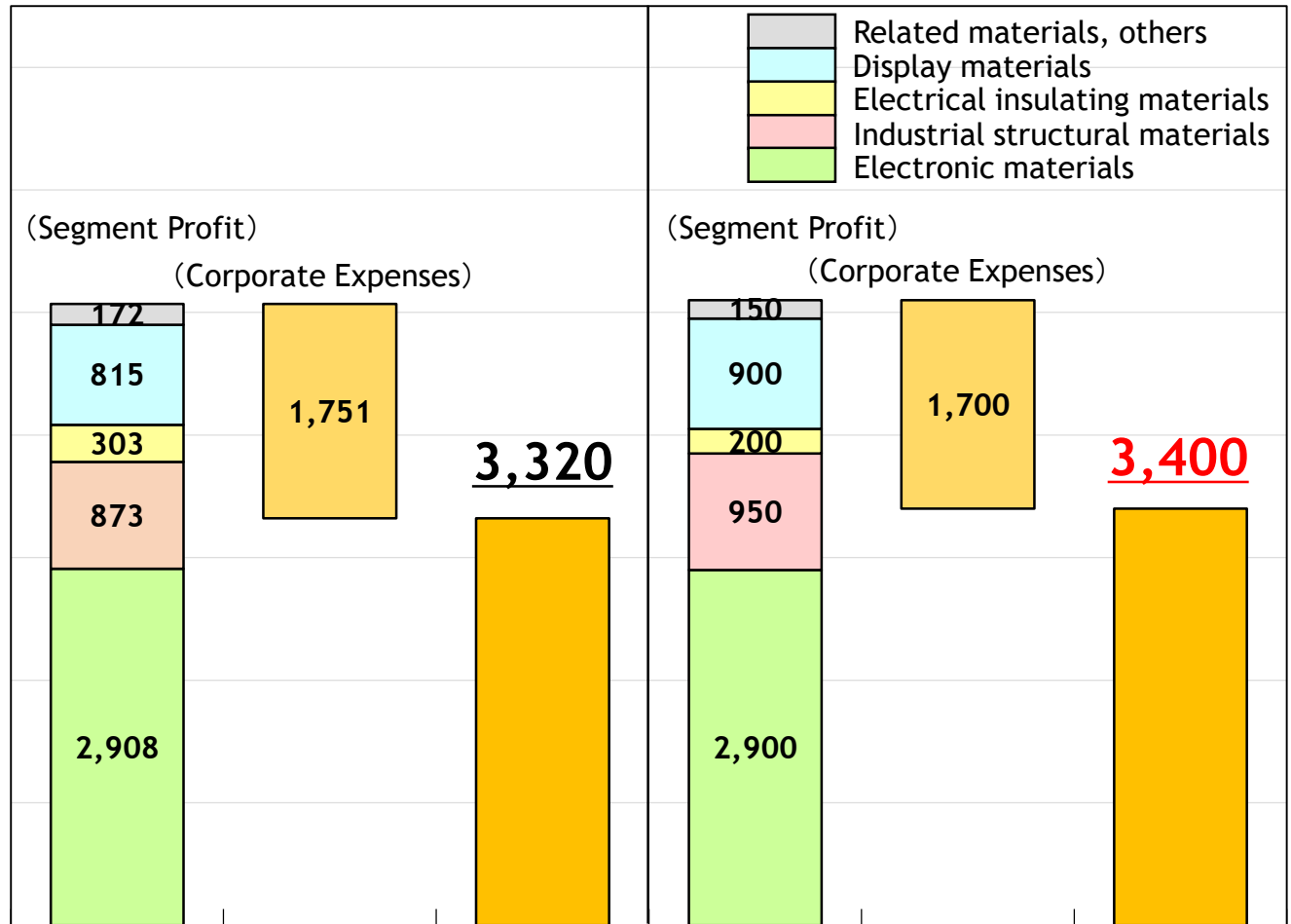
FY2022 Full-year Segment Comparison (vs. FY2021)

Sales (Million Yen)



FY2021 **FY2022**
(Forecast)

Operating Income (Million Yen)



FY2021

FY2022
(Forecast)

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FY2022 Q1 Consolidated Performance (vs. FCT)

FCT = Forecast as of 12 May

(unit: Million Yen)	FY2021 Q1 result	FY2022 Q1 FCT	FY2022 Q1 result	vs. Prev. year	vs. FCT
Sales	10,785	11,000	11,321	5.0%	2.9%
Operating Income	1,032	650	705	-31.7%	8.6%
Operating Margin	9.6%	5.9%	6.2%	-3.4%	0.3%
Ordinary Income	1,060	950	1,177	11.0%	23.9%
Net Income	777	600	1,167	50.2%	94.6%
Earnings per share (Yen)	23.31	18.01*	35.11	50.6%	94.9%
Dividend (Yen)	0	0	0	--	--
Exchange rate (Yen / \$) average for the period at end of period	106.09 110.58	116.34 125.00	116.34 136.38		

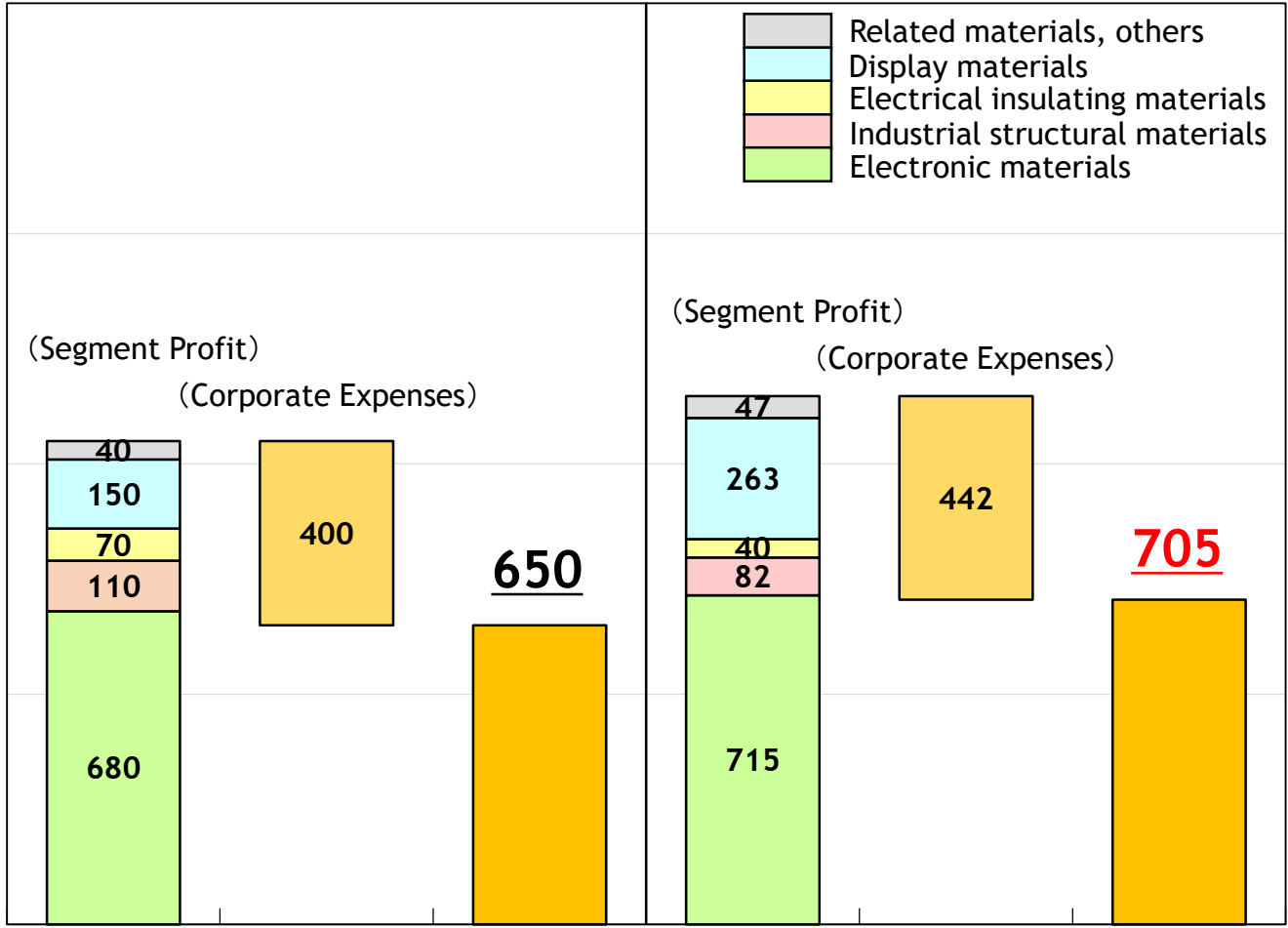
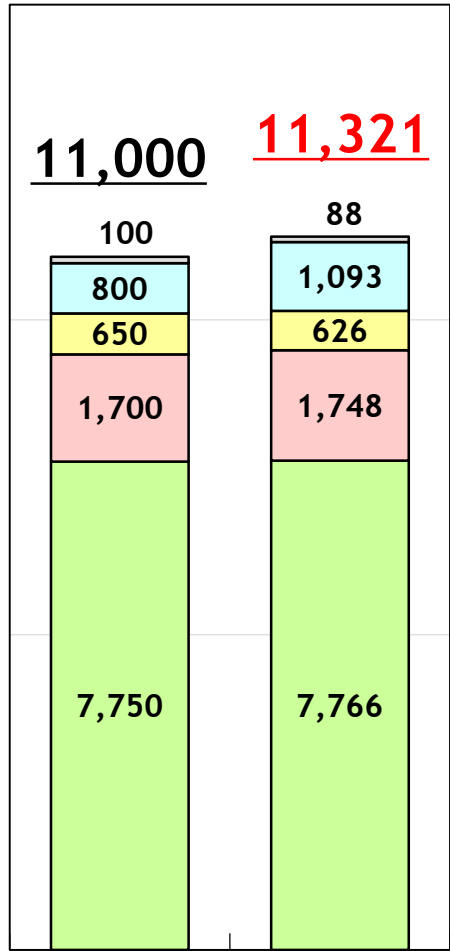
* Calculated by the number of shares as of 31 Mar

FY2022 Q1 Segment Comparison (vs. FCT)

Sales (Million Yen)

Operating Income (Million Yen)

FCT = Forecast as of 12 May



FCT

Result

FCT

Result

■ FY2022 1H Consolidated Performance (vs. FCT)

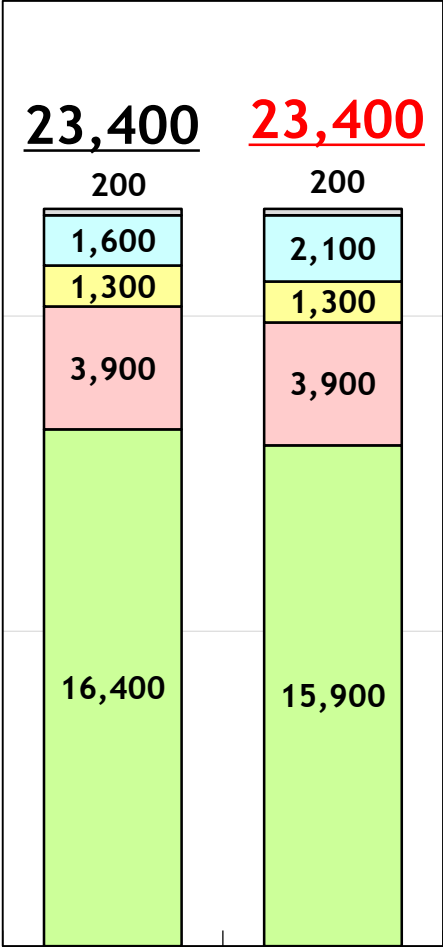
FCT = Forecast

(unit: Million Yen)	FY2021 1H result	FY2022 1H FCT (12 May)	FY2022 1H FCT (4 Aug)	vs. Prev. year	vs. FCT
Sales	21,744	23,400	23,400	7.6%	0.0%
Operating Income	2,048	1,600	1,800	-12.1%	12.5%
Operating Margin	9.4%	6.8%	7.7%	-1.7%	0.9%
Ordinary Income	2,287	2,000	2,300	0.6%	15.0%
Net Income	1,745	1,300	2,100	20.3%	61.5%
Earnings per share (Yen)	52.38	39.02*	63.28**	20.8%	62.2%
Dividend (Yen)	0	0	0	--	--
Exchange rate (Yen / \$)					
average for the period	107.82	125.00	123.00		
at end of period	111.92	125.00	134.00		

* Calculated by the number of shares as of 31 Mar
 ** Calculated by the number of shares as of 30 Jun

FY2022 1H Segment Comparison (vs. FCT)

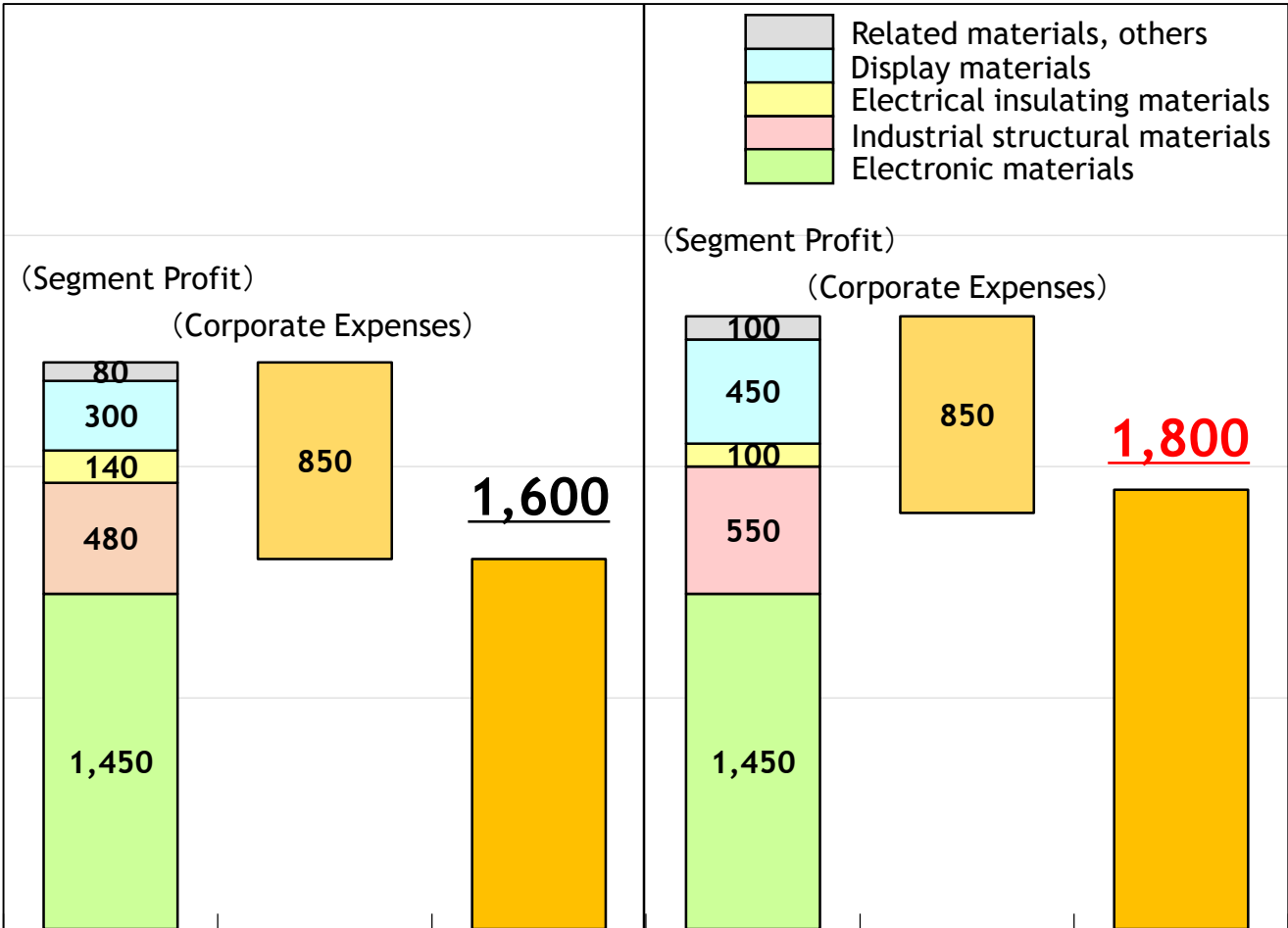
Sales (Million Yen)



FCT
(12 May)

FCT
(4 Aug)

Operating Income (Million Yen)



FCT
(12 May)

FCT
(4 Aug)

FCT = Forecast

FY2022 Full-year Consolidated Performance (vs. FCT)

(unit: Million Yen)	FY2021 result	FY2022 FCT (12 May)	FY2022 FCT (4 Aug)	FCT = Forecast	
				vs. Prev. year	vs. FCT
Sales	43,089	48,400	48,400	12.3%	0.0%
Operating Income	3,320	3,400	3,400	2.4%	0.0%
Operating Margin	7.7%	7.0%	7.0%	-0.7%	0.0%
Ordinary Income	4,204	4,000	4,000	-4.9%	0.0%
Net Income	3,911	2,800	3,400	-13.1%	21.4%
Earnings per share (Yen)	117.40	84.05*	102.45**	-12.7%	21.9%
Dividend (Yen)	95.00	Undecided	90.00	-5.3%	--
Exchange rate (Yen / \$) average for the period at end of period	109.90 122.39	125.00 125.00	129.00 130.00		

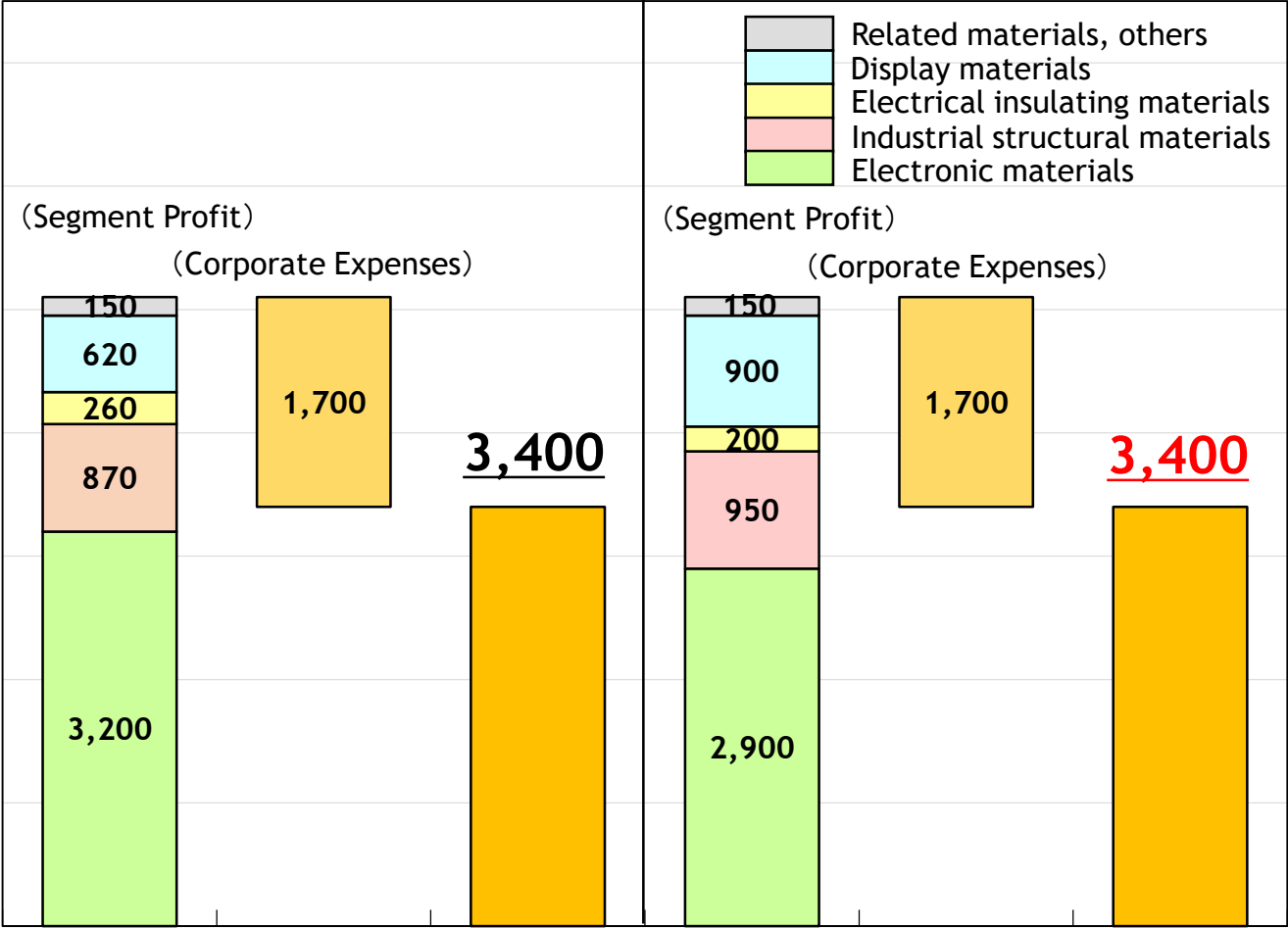
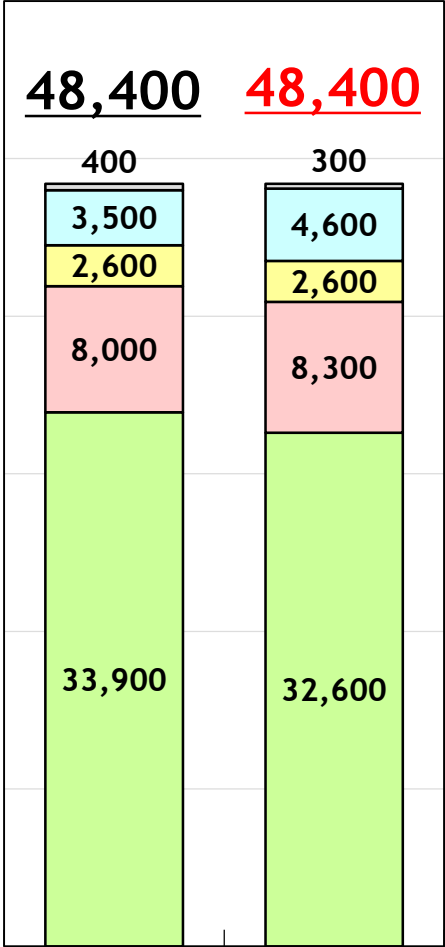
* Calculated by the number of shares as of 31 Mar
 * * Calculated by the number of shares as of 30 Jun

FY2022 Full-year Segment Comparison (vs. FCT)

Sales (Million Yen)

Operating Income (Million Yen)

FCT = Forecast



FCT
(12 May)

FCT
(4 Aug)

FCT
(12 May)

FCT
(4 Aug)

FY2022 Q1 Consolidated Comparison

(unit: Million Yen)

	Sales					Operating Income				
	FY2021 Q1 Result	FY2022 Q1 FCT (5/12)	FY2022 Q1 Result	+/- vs. Prev. year vs. FCT		FY2021 Q1 Result	FY2022 Q1 FCT (5/12)	FY2022 Q1 Result	+/- vs. Prev. year vs. FCT	
Parent										
Arisawa Mfg.	6,559	6,800	7,014	455	214	323	330	401	78	71
Consolidated										
ThinFlex	2,842	2,700	2,749	(93)	49	359	70	64	(295)	(6)
Satosan	478	550	506	28	(44)	7	20	14	7	(6)
Arisawa Fiber Glass	602	600	565	(37)	(35)	51	40	1	(50)	(39)
Protec	948	1,150	1,138	190	(12)	166	150	146	(20)	(4)
Arisawa Sogyo	456	400	379	(77)	(21)	44	20	14	(30)	(6)
Arisawa Jushi Kogyo	53	50	60	7	10	(1)	10	0	1	(10)
ColorLink Japan	485	350	530	45	180	76	10	87	9	77
(Adjustment)	(1,638)	(1,600)	(1,620)			7		(22)		
Total	10,785	11,000	11,321	643	428	1,032	650	705	(327)	55

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