



FY2023 Overview in Q1



Arisawa Mfg.Co.,Ltd
Aug. 3rd, 2023

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- FY2023 Q1 Review by consolidated basis
- FY2023 Forecast by consolidated basis
- Appendix

FY2023 1Q Consolidated Performance



(unit: Million Yen)	FY2022 Q1 result	FY2023 Q1 result	vs. Prev. year
Sales	11,321	9,494	-16.1%
Operating Profit	705	-247	--
Operating Margin	6.2%	-2.6%	-8.8%
Ordinary Profit	1,177	-172	--
Net Profit	1,167	-201	--
Earnings per share (Yen)	35.11	-6.10	--
Dividend (Yen)	0	0	--
Exchange rate (Yen / \$)			
average for the period	116.34	132.42	--
at end of period	136.38	144.99	--

■ Highlights of FY2023 Q1 Consolidated Performance



- Consolidated sales decreased by 16.1% YoY due to decreases in those of electronic materials and display materials despite increases in those of industrial structural materials.

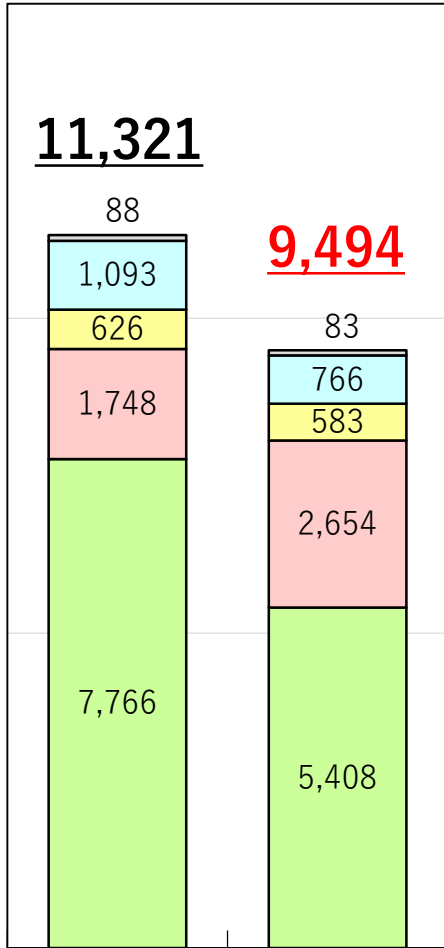
In terms of profit and loss, operating loss was reported due to soaring prices of energy and raw materials in addition to the impact of decreases in sales.

- Sales of electronic materials decreased by 30.4% YoY due to delay in the market recovery of mobile device and semiconductor application.
- Sales of industrial structural materials increased by 51.8% YoY due to continued strong sales of FRP pressure vessel for water purification and a recovery trend in honey-comb panels for aircraft.
- Sales of display materials decreased by 30.0% YoY due to decreases in those of 3D-related materials and polarization control optical components.
- Ordinary loss was reported due to a decrease in foreign exchange gains compared to the same period of the previous year in addition to a decrease in operating profit.
- In addition, net loss was reported due to a decrease in gains on the sale of securities compared to the same period of the previous year.

FY2023 Q1 Segment Comparison (vs. FY2022 Q1)

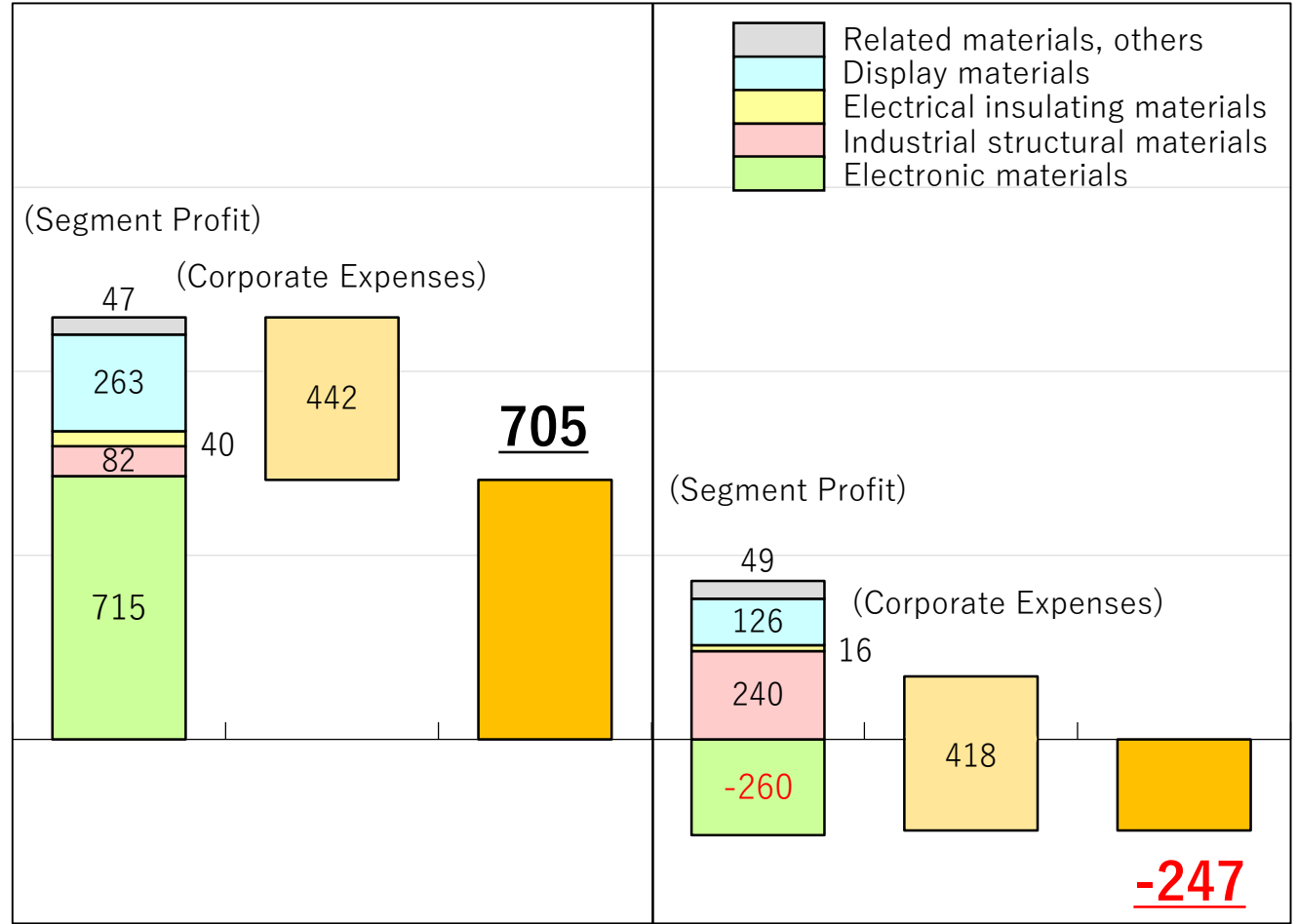


Sales (Million Yen)



FY2022 **FY2023**

Operating Profit (Million Yen)

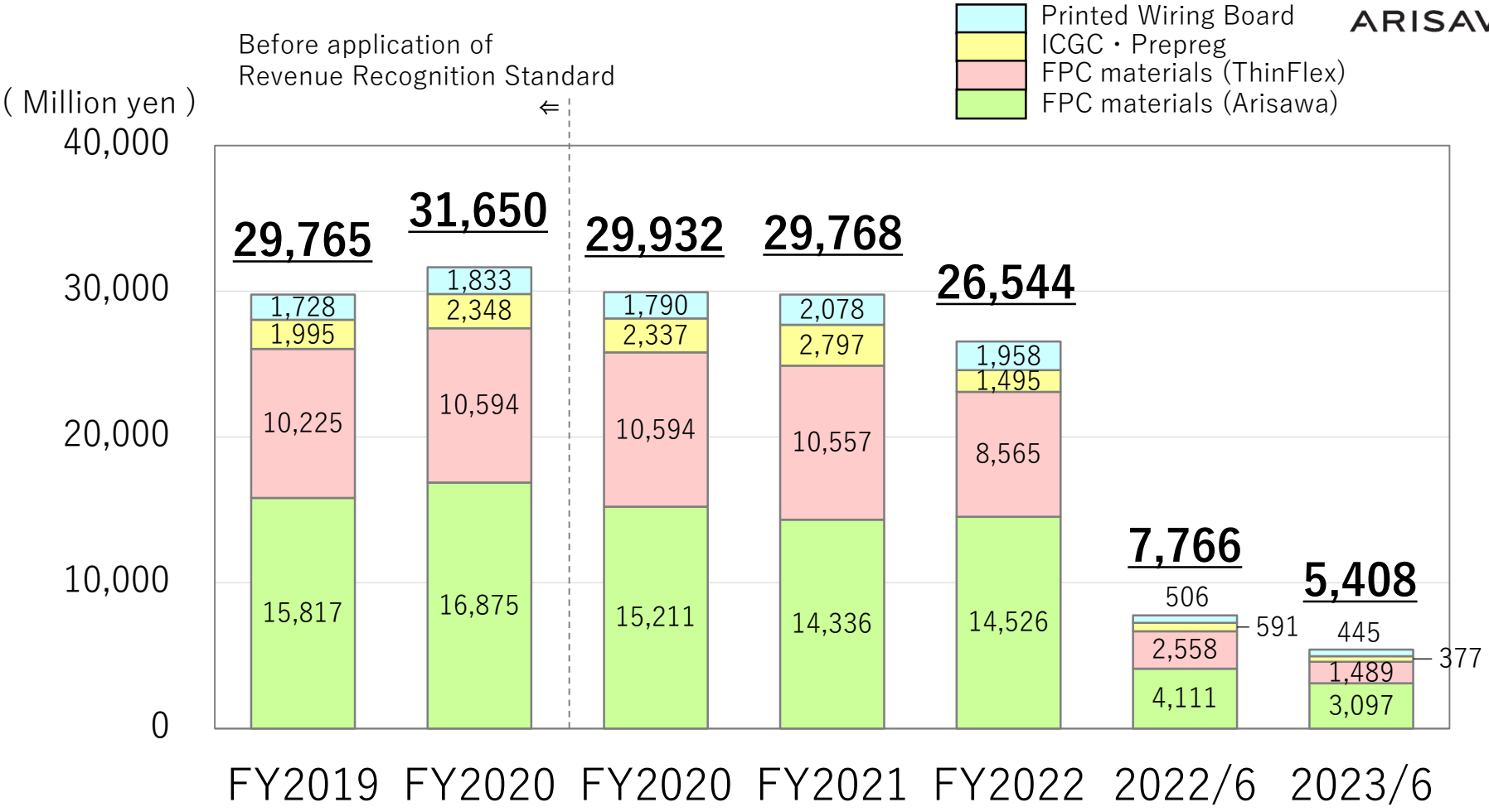


FY2022

FY2023

- Related materials, others
- Display materials
- Electrical insulating materials
- Industrial structural materials
- Electronic materials

Electronic Materials Sales history

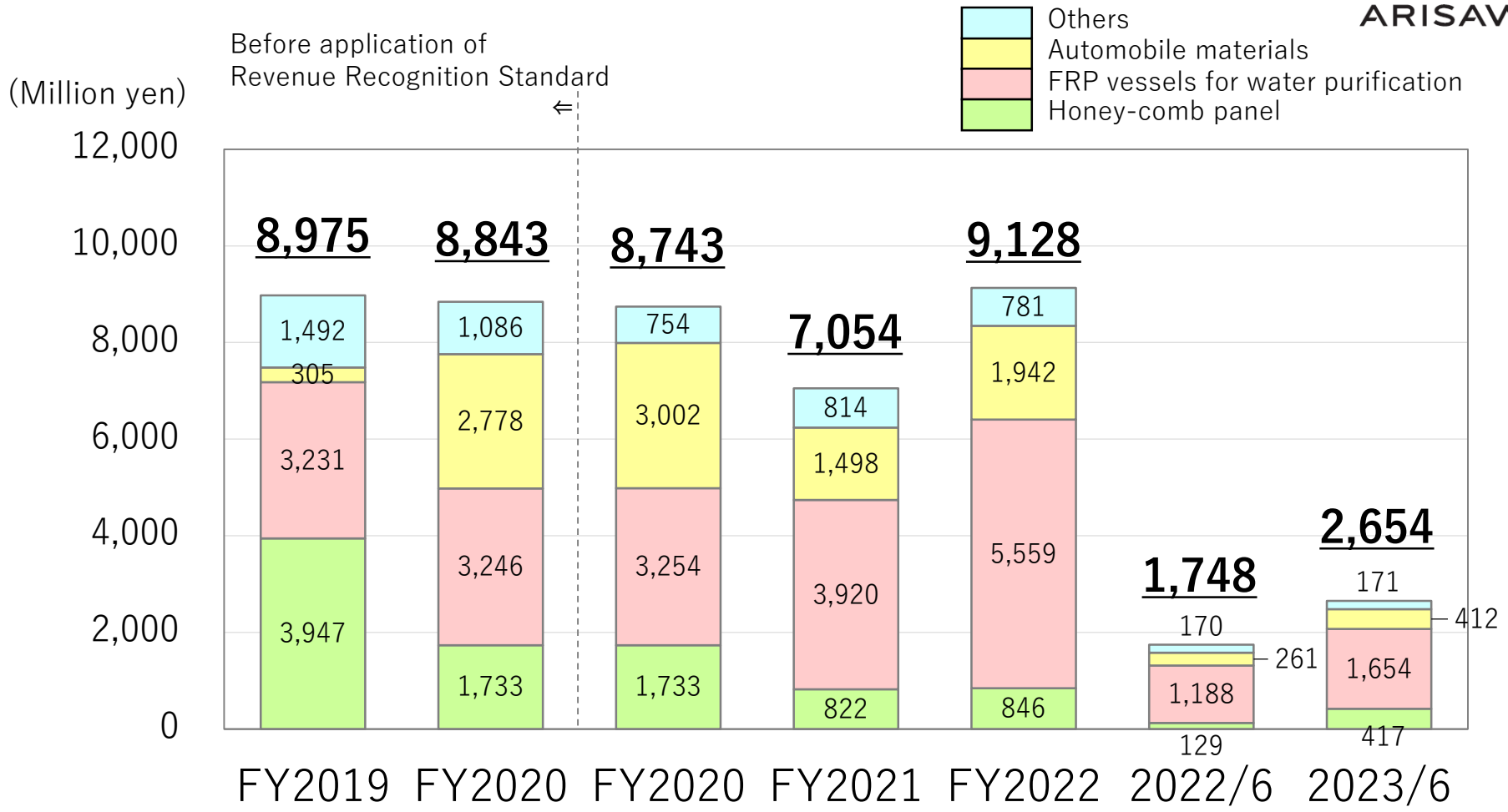


- Sales of FPC materials (Arisawa) decreased by 24.7% YoY.
- Sales of FPC materials (ThinFlex) decreased by 41.8% YoY.

Industrial Structural Materials Sales History



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- Sales of FRP vessels for water purification increased by 39.2% YoY.

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FY2023 Sales and Profit Forecast



(unit: Million Yen)	FY2022 1H result	FY2022 Full year result	FY2023 1H FCT	vs. Prev. year	FY2023 Full year FCT	vs. Prev. year
Sales	22,994	42,722	20,300	-11.7%	45,300	6.0%
Operating Profit	1,861	2,228	300	-83.9%	2,100	-5.7%
Operating Margin	8.1%	5.2%	1.5%	-6.6%	4.6%	-0.6%
Ordinary Profit	2,408	2,717	200	-91.7%	2,100	-22.7%
Net Profit	2,563	2,856	100	-96.1%	1,800	-37.0%
Earnings per share (Yen)	77.37	86.46	3.01*	-96.1%	54.26*	-37.2%
Dividend (Yen)	0	90.00	20.00	--	Total 45.00	--
Exchange rate (Yen/ \$) average for the period at end of period	123.14 144.81	131.62 133.53	135.00 138.00		136.00 135.00	

*Calculated by the number of shares as of Jun. 30.

■ Highlights of FY2023 Sales and Profit Forecast



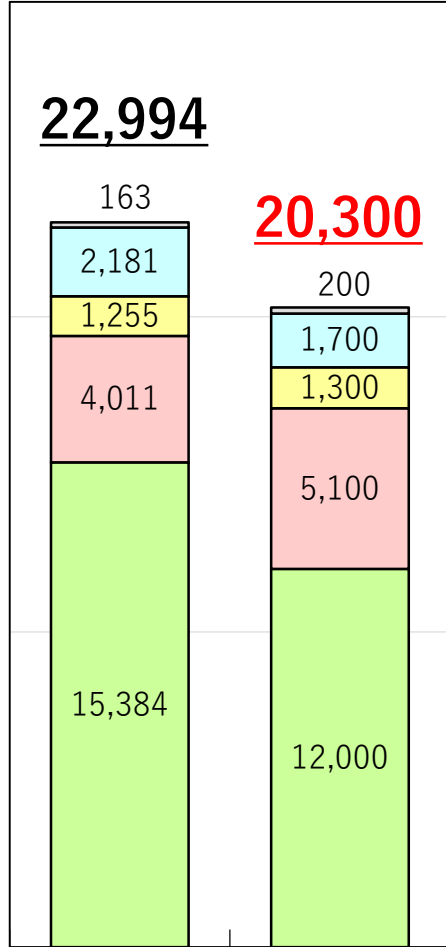
- 1H: Sales are expected to decrease by 11.7% YoY.
Operating profit is expected to decrease by 83.9% YoY.
Sales of electronic materials and display materials are expected to decrease.
Operating profit of electronic materials and display materials are expected to decrease. Especially, that of electronic material is expected to decrease by 96.3% YoY due to the continued impact of the sluggish economic activity in China.
- Full year: Sales are expected to increase by 6.0% YoY.
Operating profit is expected to decrease by 5.7% YoY.
Sales of industrial structural materials and electronic materials are expected to increase. On the other hand, those of display materials are expected to decrease.
Decrease of operating profit is largely influenced by a decrease in the sales of display materials.

FY2023 1H Segment Comparison (vs. FY2022 1H)



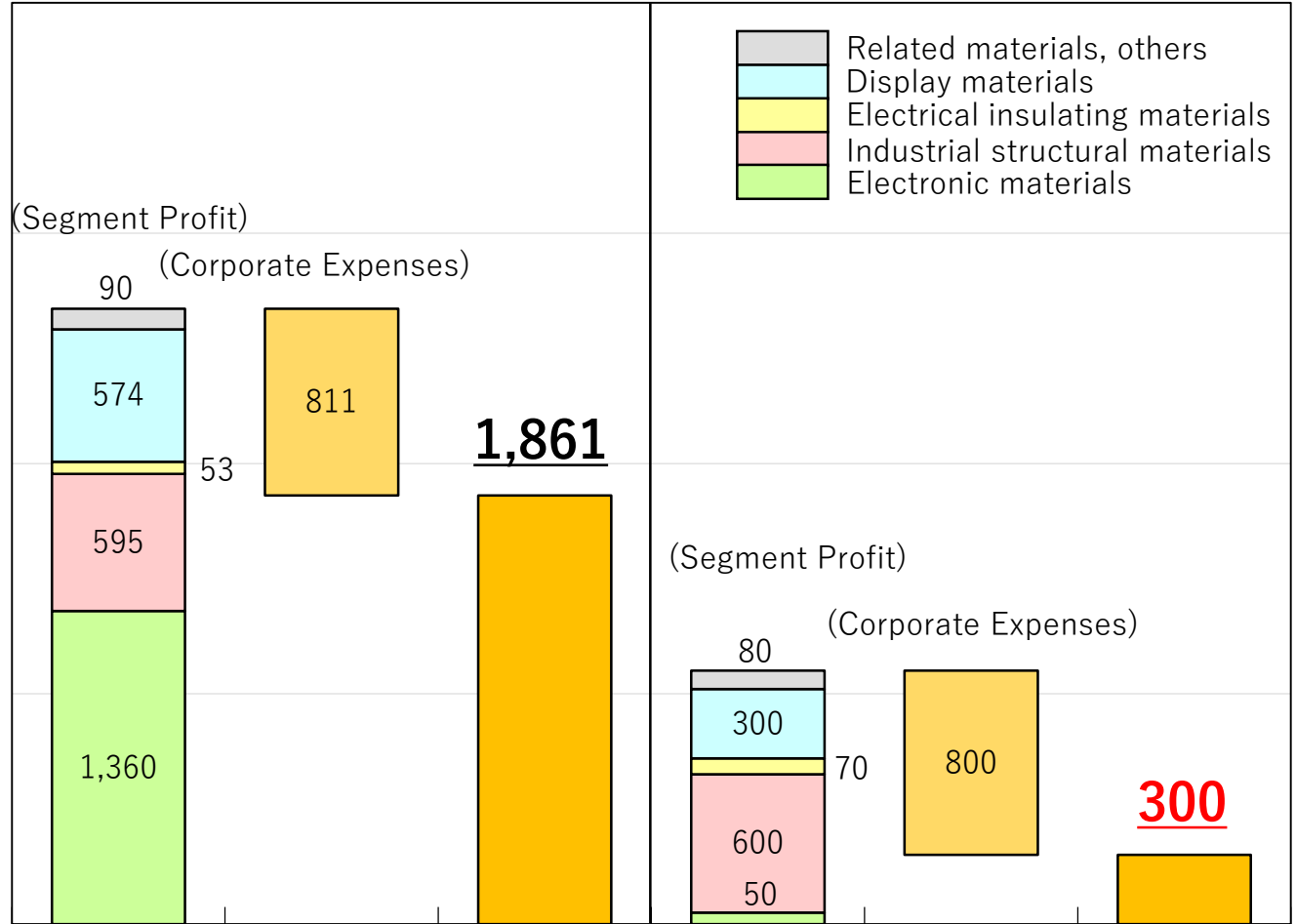
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Sales (Million Yen)



FY2022 **FY2023**
(Forecast)

Operating Profit (Million Yen)



FY2022 **FY2023**
(Forecast)

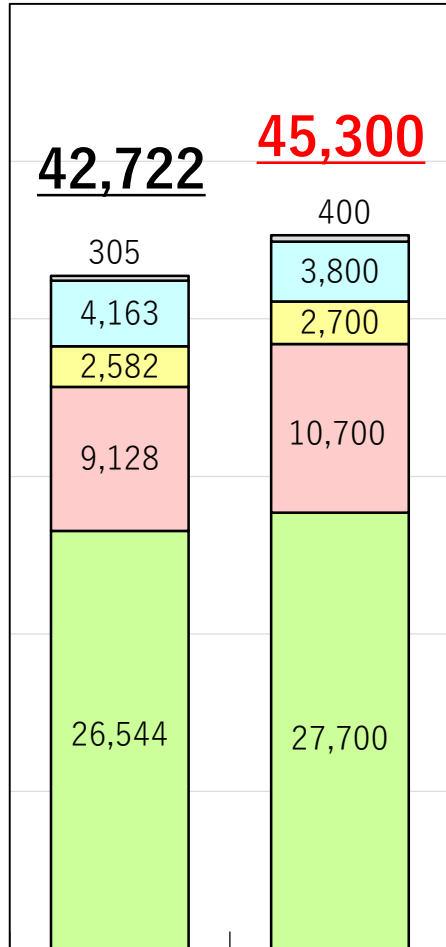
- Related materials, others
- Display materials
- Electrical insulating materials
- Industrial structural materials
- Electronic materials

FY2023 Segment Comparison (vs. FY2022)



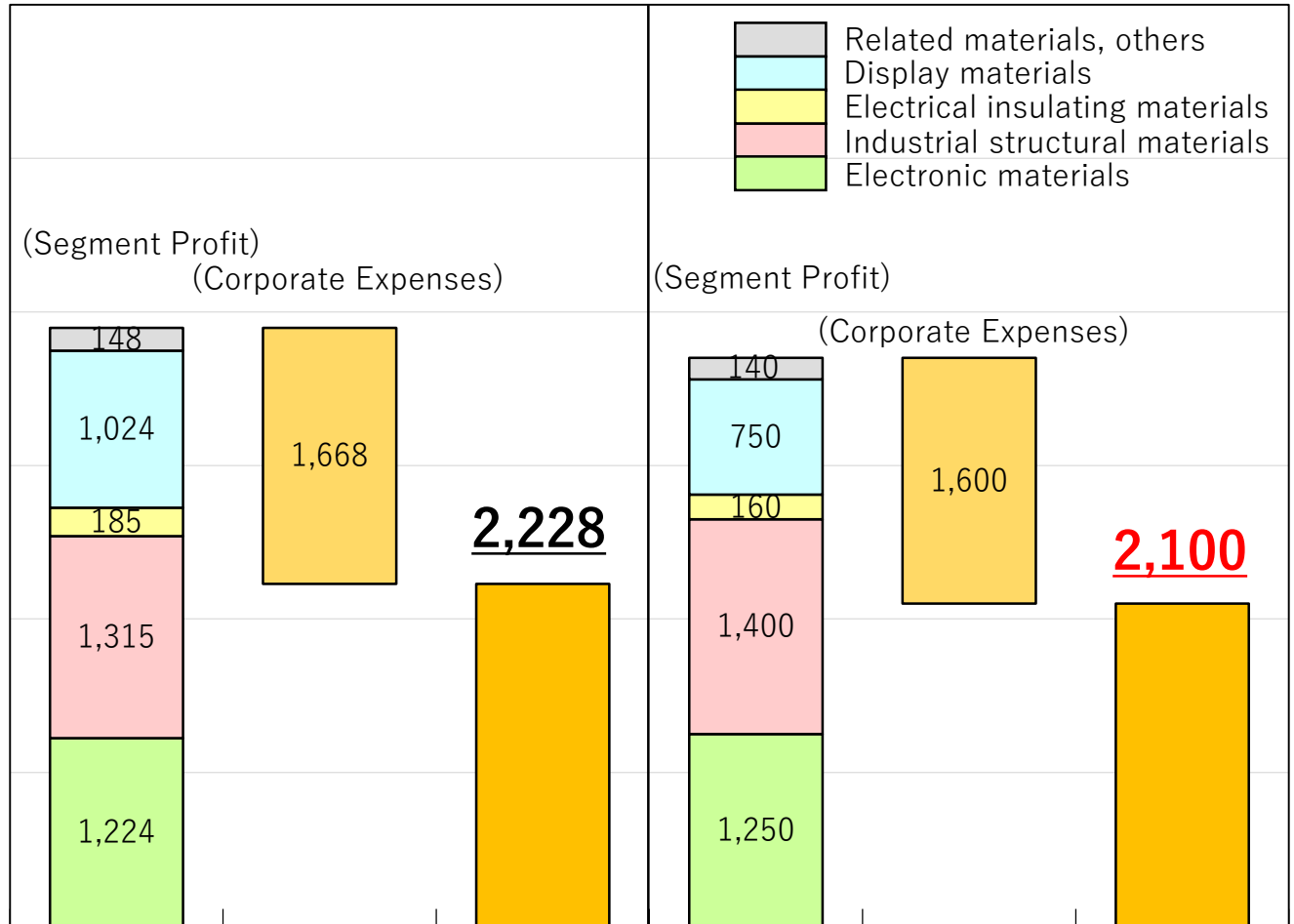
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Sales (Million Yen)



FY2022 **FY2023**
(Forecast)

Operating Profit (Million Yen)



FY2022 **FY2023**
(Forecast)

- Related materials, others
- Display materials
- Electrical insulating materials
- Industrial structural materials
- Electronic materials

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FY2023 Q1 Consolidated Performance (vs. FCT)



FCT = Forecast as of May 12

(unit: Million Yen)	FY2022 Q1 result	FY2023 Q1 FCT	FY2023 Q1 result	vs. Prev. year	vs. FCT
Sales	11,321	9,200	9,494	-16.1%	3.2%
Operating Profit	705	-150	-247	--	--
Operating Margin	6.2%	-1.6%	-2.6%	-8.8%	-1.0%
Ordinary Profit	1,177	-500	-172	--	--
Net Profit	1,167	-500	-201	--	--
Earnings per share (Yen)	35.11	-15.07*	-6.10	--	--
Dividend (Yen)	0	0	0	--	--
Exchange rate (Yen / \$) average for the period at end of period	116.34 136.38	132.42 125.00	132.42 144.99	--	--

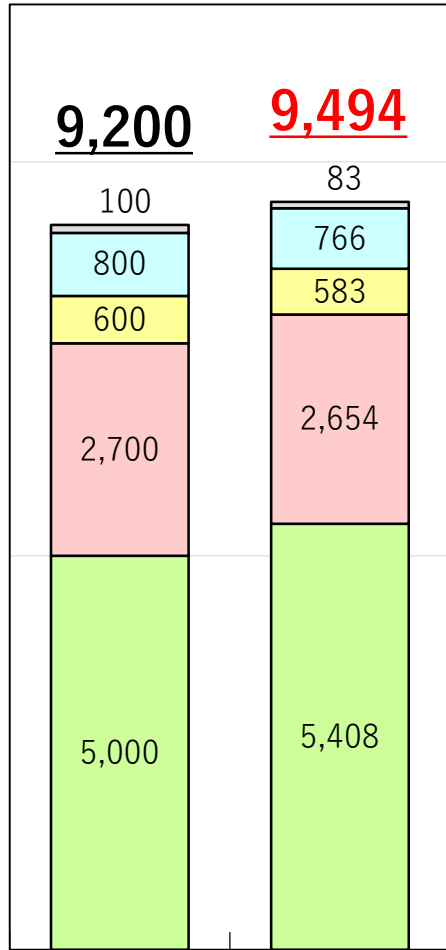
*Calculated by the number of shares as of Mar. 31.

FY2023 Q1 Segment Comparison (vs. FCT)

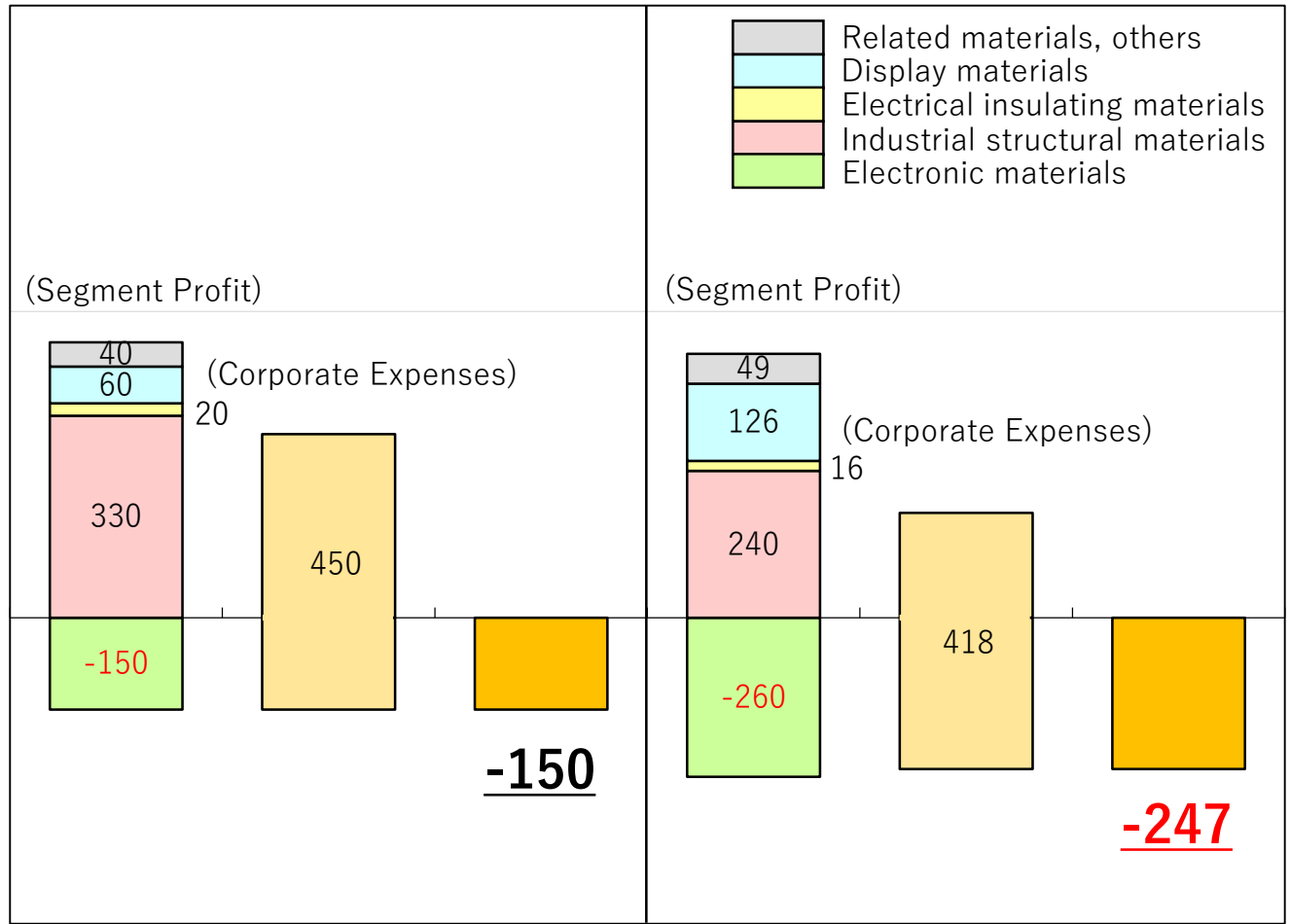


FCT = Forecast as of May 12

Sales (Million Yen)



Operating Profit (Million Yen)



FCT

Result

FCT

Result

FY2023 Q1 Consolidated Performance (vs. FCT)



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(unit: Million Yen)	FY2022 1H result	FY2023 1H FCT (May 12)	FY2023 1H FCT (Aug. 3)	vs. Prev. year	vs. FCT
Sales	22,994	20,300	20,300	-11.7%	0.0%
Operating Profit	1,861	300	300	-83.9%	0.0%
Operating Margin	8.1%	1.5%	1.5%	-6.6%	0.0%
Ordinary Profit	2,408	200	200	-91.7%	0.0%
Net Profit	2,563	100	100	-96.1%	0.0%
Earnings per share (Yen)	77.37	3.01*	3.01**	-96.1%	-0.0%
Dividend (Yen)	0	20.00	20.00	--	--
Exchange rate (Yen / \$) average for the period at end of period	123.14 144.81	131.30 122.50	135.00 138.00	--	--

*Calculated by the number of shares as of Mar. 31.

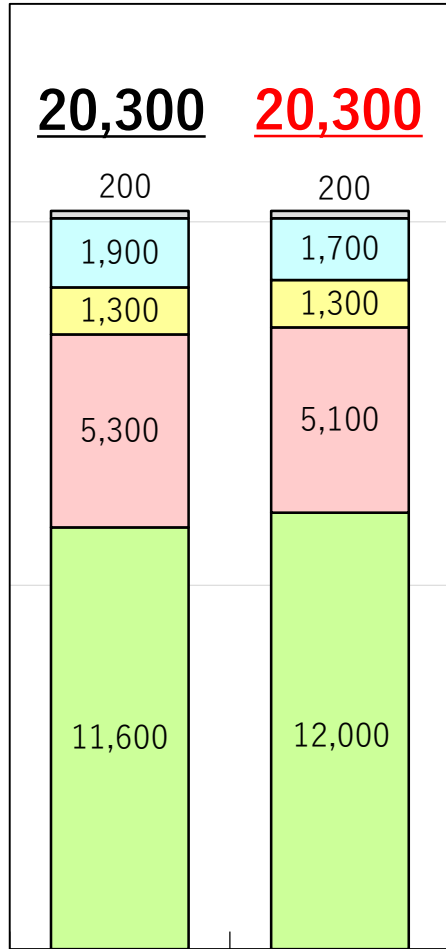
**Calculated by the number of shares as of Jun. 30.

FY2023 1H Segment Comparison (vs. FCT)

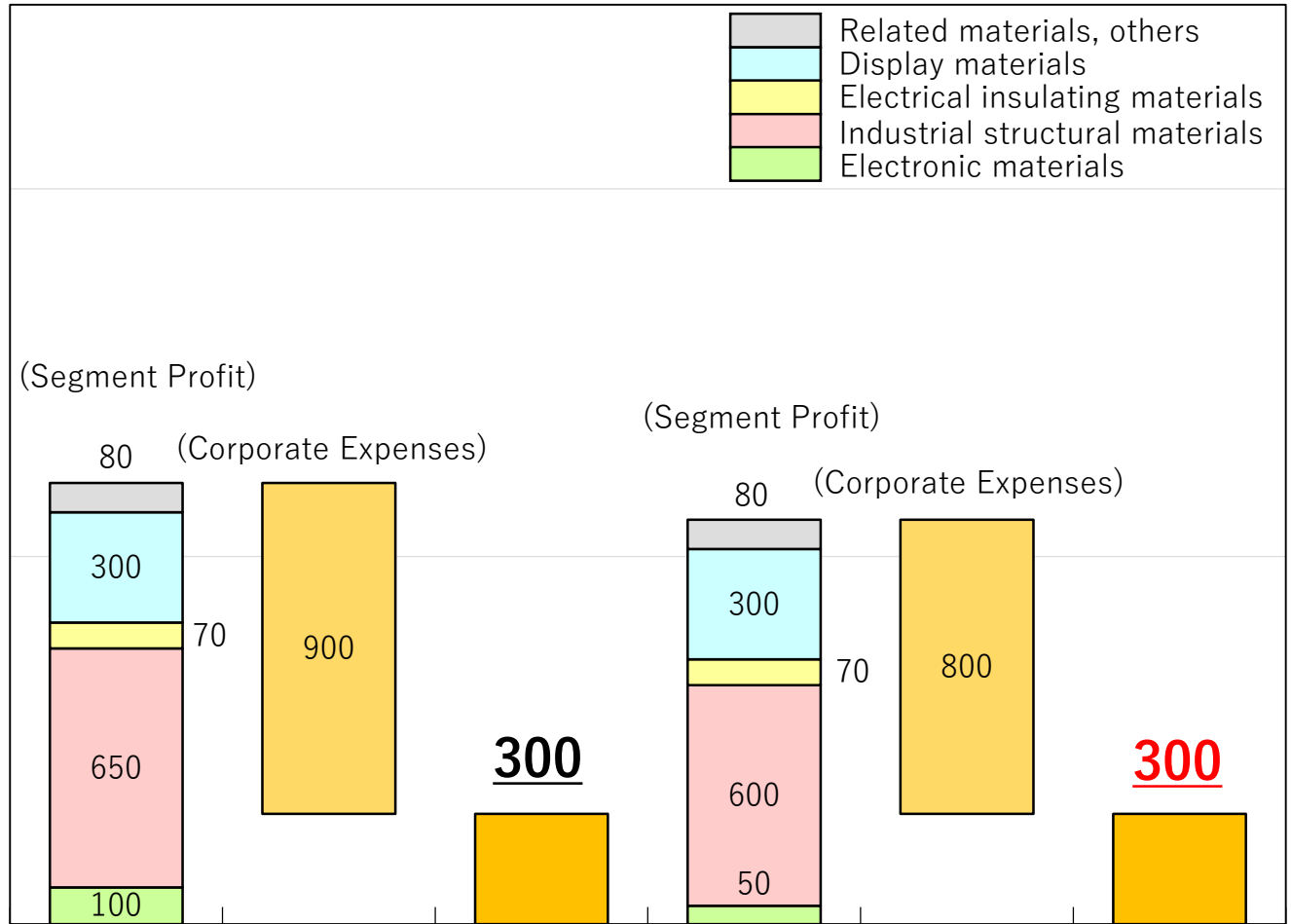


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Sales (Million Yen)



Operating Profit (Million Yen)



FCT
(May 12)

FCT
(Aug. 3)

FCT
(May 12)

FCT
(Aug. 3)

FY2023 Consolidated Performance (vs. FCT)



(unit: Million Yen)	FY2022 FY result	FY2023 FY FCT (May 12)	FY2023 FY FCT (Aug. 3)	vs. Prev. year	vs. FCT
Sales	42,722	45,300	45,300	6.0%	0.0%
Operating Profit	2,228	2,100	2,100	-5.7%	0.0%
Operating Margin	5.2%	4.6%	4.6%	-0.6%	0.0%
Ordinary Profit	2,717	2,100	2,100	22.7%	0.0%
Net Profit	2,856	1,800	1,800	-37.0%	0.0%
Earnings per share (Yen)	86.46	54.27*	54.26**	-37.2%	-0.0%
Dividend (Yen)	90.00	Total 45.00	Total 45.00	--	--
Exchange rate (Yen / \$)					
average for the period	131.62	127.00	136.00	--	--
at end of period	133.53	120.00	135.00		

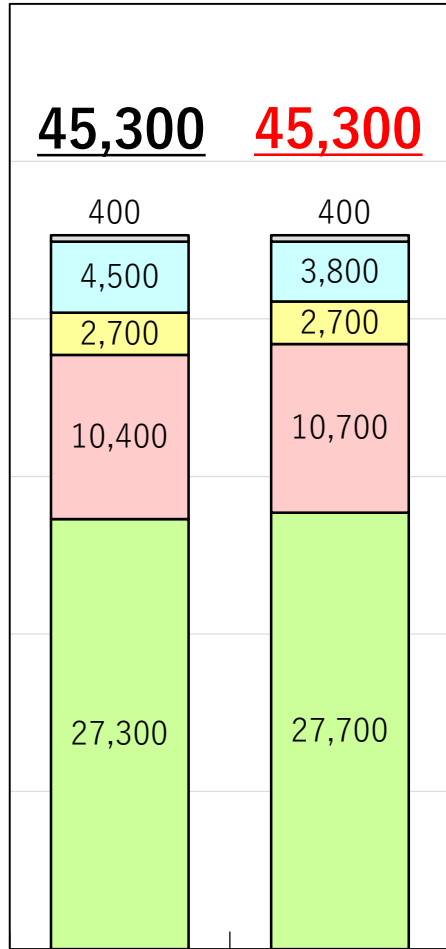
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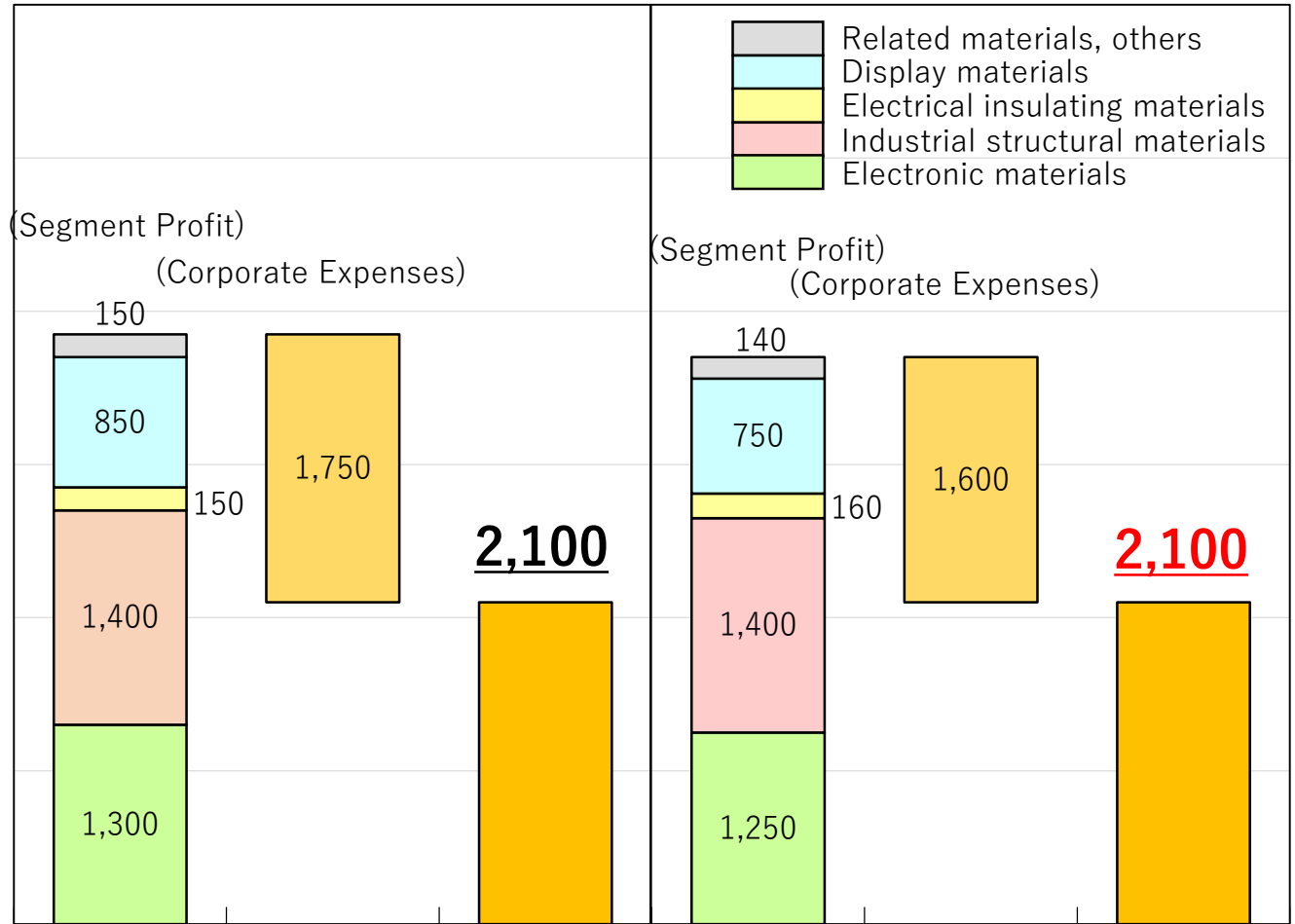
FY2023 Segment Comparison (vs. FCT)



Sales (Million Yen)



Operating Profit (Million Yen)



FCT
(May 12)

FCT
(Aug. 3)

FCT
(May 12)

FCT
(Aug. 3)

FY2023 Q1 Consolidated Comparison



FCT = Forecast as of May 12

(unit: Million Yen)

	Sales					Operating Profit				
	FY2022 Q1 Result	FY2023 Q1 FCT	FY2023 Q1 Result	+/- vs. Prev. year	+/- vs. FCT	FY2022 Q1 Result	FY2023 Q1 FCT	FY2023 Q1 Result	+/- vs. Prev. year	+/- vs. FCT
Parent										
Arisawa Mfg.	7,014	5,700	5,968	(1,046)	268	401	(80)	(119)	(520)	(39)
Consolidated										
ThinFlex	2,749	1,500	1,480	(1,269)	(20)	64	(250)	(248)	(312)	2
Satosan	506	450	445	(61)	(5)	14	10	(9)	(23)	(19)
Arisawa Fiber Glass	565	400	344	(221)	(56)	1	(40)	(136)	(137)	(96)
Protec	1,138	1,600	1,622	484	22	146	240	261	115	21
Arisawa Sogyo	379	400	394	15	(6)	14	20	27	13	7
Arisawa Jushi Kogyo	60	50	67	7	17	0	5	13	13	8
ColorLink Japan	530	400	323	(207)	(77)	87	(55)	(15)	(102)	40
(Adjustment)	(1,620)	(1,300)	(1,149)			(22)	0	(21)		
Total	11,321	9,200	9,494	(1,827)	294	705	(150)	(247)	(952)	(97)

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