

# Summary of Financial Results: 1<sup>st</sup> Quarter of FY2022

- 1 . 1<sup>st</sup> Quarter of FY2022  
Summary of Consolidated Financial Results**
- 2 . FY2022 Full-Year Forecast**

## Summary of 1<sup>st</sup> Quarter Financial Results

- Despite the effect of increased revenue, operating profit decreased due to higher cost of natural resources and inflation. **Still, operating margin maintained double digits.** Net income increased due to foreign exchange and EPS achieved at high level.

## Full-year Forecast

- Although foreign exchange assumptions have been revised, **full-year forecasts remain unchanged.** (USD: JPY123/USD, EUR: JPY134/EUR)

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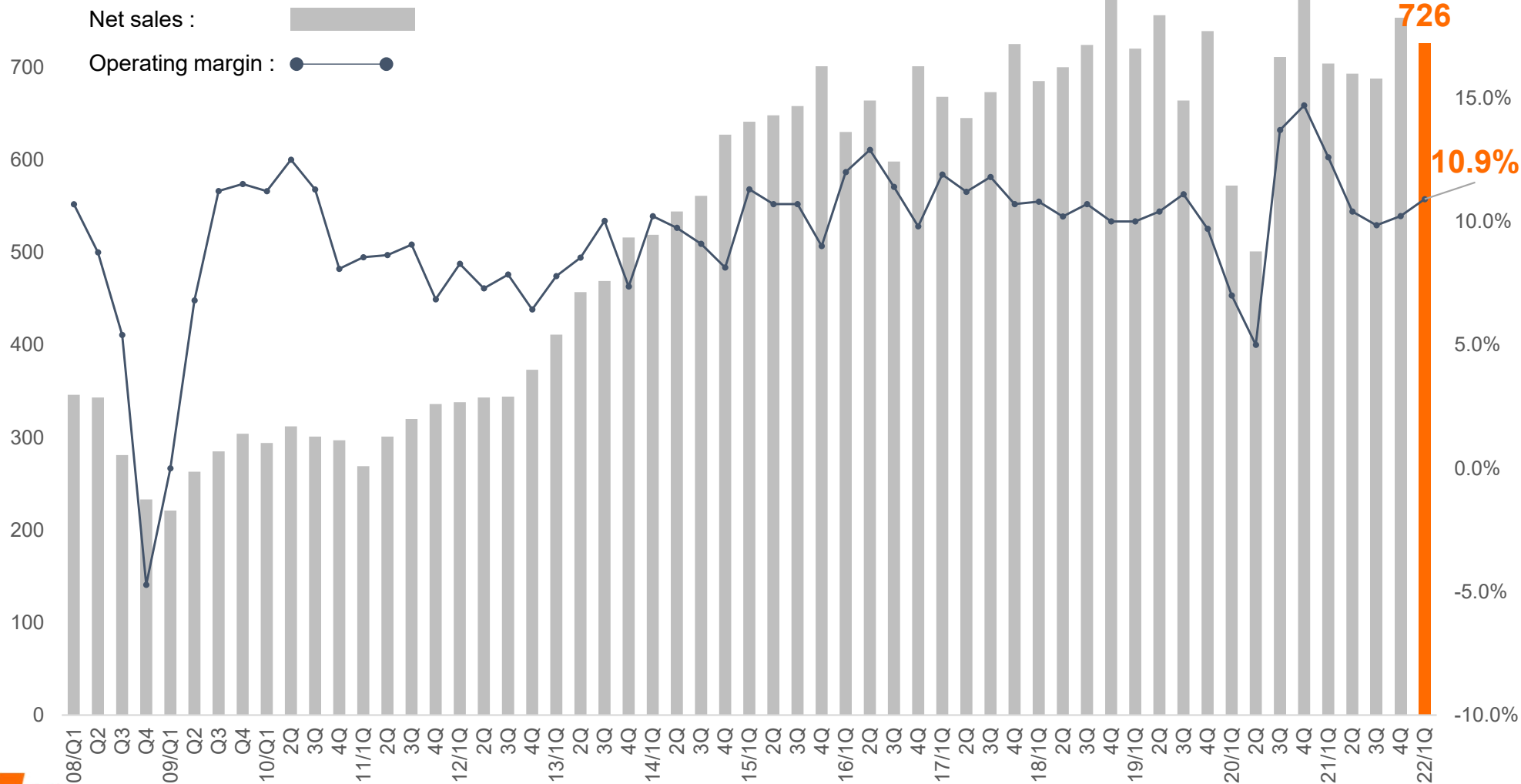
# 1. Financial Highlights

## Historical Net Sales and Operating Profit

- Maintained double-digit operating profit margin (OPM) despite decreased operating profit (continued high profitability)

(Billions of yen)

800



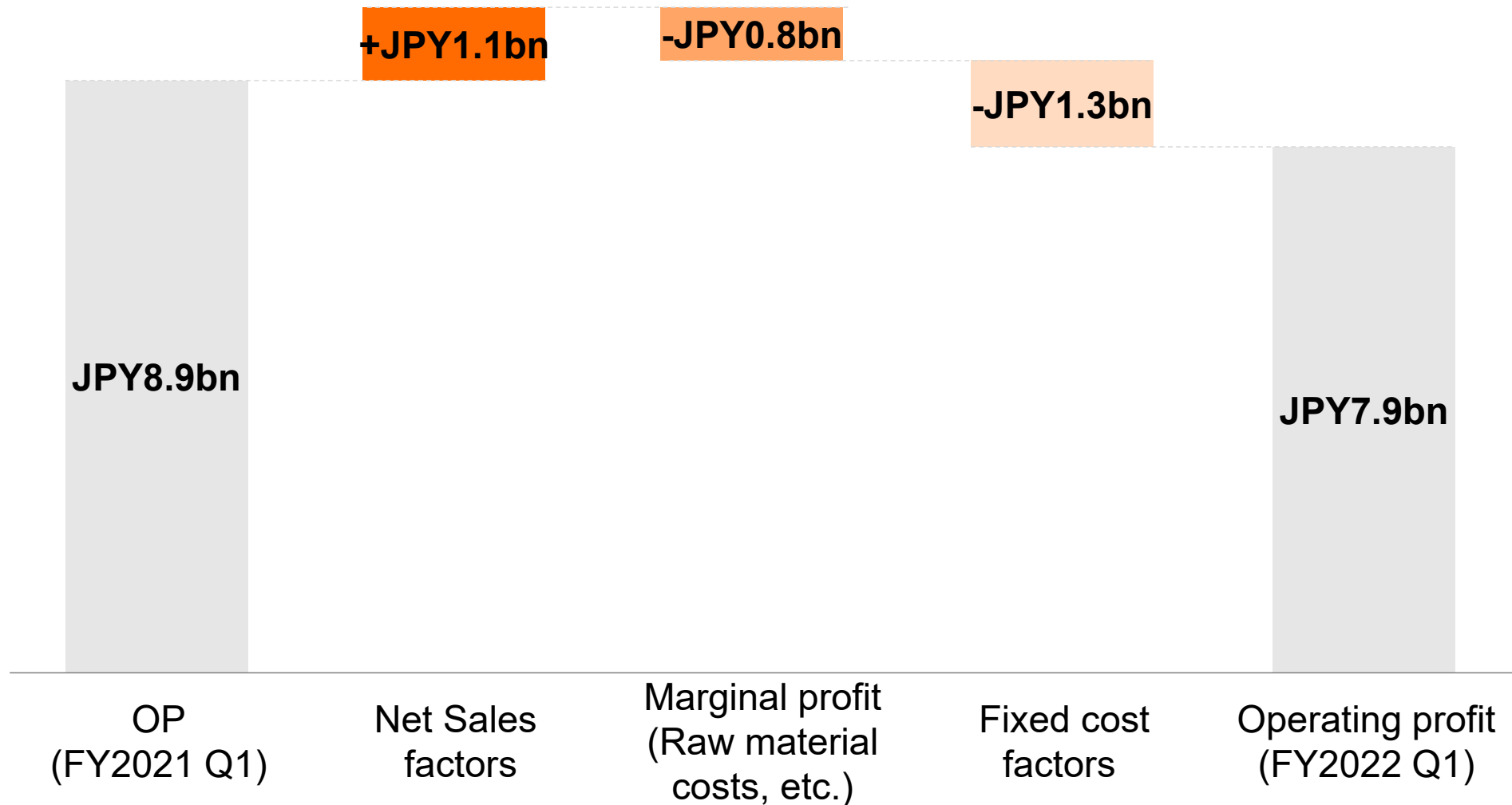
## 2. Overview of FY2022 1Q Consolidated Operating Profit and OPM on an Upward Trend from FY2021/2Q

- Operating profit declined, but net income and EPS were high due to foreign exchange effects

(JPY)	FY2021				FY2022	
	1Q	2Q	3Q	4Q	1Q	YoY
<b>Net Sales</b>	70.4bn	69.3bn	68.8bn	75.3bn	<b>72.6bn</b>	3.2%
<b>Operating profit (OP)</b>	8.9bn	7.2bn	6.8bn	7.6bn	<b>7.9bn</b>	-10.9%
<b>OPM</b>	12.6%	10.4%	9.8%	10.2%	<b>10.9%</b>	-1.7%pts
<b>Quarterly net income<sup>1)</sup></b>	6.1bn	5.8bn	4.7bn	6.3bn	<b>8.0bn</b>	31.7%
<b>EPS</b>	60.10yen	57.07yen	46.38yen	63.71yen	<b>80.22 yen</b>	33.5%
<b>FX rates</b>	1 USD=JPY106.0 1 EUR=JPY127.8	1 USD=JPY107.8 1 EUR=JPY129.9	1 USD=JPY108.5 1 EUR=JPY129.8	1 USD=JPY109.9 1 EUR=JPY129.9	<b>1 USD=JPY116.3</b> <b>1 EUR=JPY130.4</b>	1 USD=JPY-+10.3 1 Euro=JPY+2.6

### 3. FY2022 Q1 Consolidated Operating Profit (YoY)<sup>1</sup> Operating Profit Analysis (YoY)

- Despite the effects of increased revenue, operating profit decreased due to higher cost of natural resources and inflation.



#### 4. FY2022 1Q by Segment (Net Sales)<sup>1</sup>

### YoY Net Sales Increase in All Regions and Segments except Japan and Europe

- Net sales increased YoY except in Japan and Europe
- Asia business and Bed business is particularly strong<sup>16</sup>

(JPY)	FY2021 (1Q)	FY2022 (1Q)	YoY	Major Factors of Change
<b>Consolidated</b>	70.4bn	72.6bn	+3.2%	
<b>Plastics</b>	63.6bn	65.2bn	+2.6%	
<b>Japan</b>	18.0bn	16.6bn	-7.6%	Impacted by decrease in automobile production volume
<b>North America</b>	15.2bn	15.8bn	+4.1%	Revenues increased despite decrease in automobile production volume
<b>Europe</b>	9.6bn	9.1bn	-4.9%	Impacted by decrease in automobile production volume & sale of a subsidiary
<b>Asia</b>	20.8bn	23.7bn	+13.7%	Strong performance
<b>China</b>	6.6bn	8.3bn	+25.3%	Impact by increase in Japanese OEM's automobile production volume
<b>Bed</b>	6.8bn	7.4bn	+8.8%	Continued strong performance



## 5. FY2022 1Q by Segment (Operating Profit)<sup>1</sup>

### Profit Decreased YoY in Plastics, But Increased in Bed business

- Profit increased YoY due to strong performance in plastic in Asia and bed businesses
- Profit decreased by 14% YoY in the plastics business due to a large profit decline in Europe and the U.S.

(JPY)	FY2021 (1Q)	FY2022 (1Q)	YoY	Major Factors of Change
<b>Consolidated</b>	8.9bn (12.6%)	7.9bn (10.9%)	-10.9%	
<b>Plastics</b>	9.1bn (14.4%)	7.9bn (12.1%)	-14.0%	Impacted by higher natural resources price hikes in each region
<b>Japan</b>	3.1bn (17.5%)	2.5bn (15.1%)	-22.4%	
<b>North America</b>	1.2bn (7.9%)	0.9bn (5.5%)	-26.7%	Impacted by higher natural resources cost and labor costs
<b>Europe</b>	0.9bn (9.0%)	0.04bn (0.4%)	-95.8%	Decrease in automobile production volume and impact of higher natural resource prices
<b>Asia</b>	3.9bn (18.9%)	4.5bn (18.8%)	+14.6%	Increased due to large increase in net sales despite higher natural resource cost
<b>China</b>	1.1bn (16.3%)	1.5bn (18.6%)	+43.2%	Increased due to large increase in net sales despite higher natural resource cost
<b>Bed</b>	1.2bn (17.0%)	1.3bn (17.8%)	+10.4%	Continued strong performance

## 6. CAPEX and Depreciation

### Continue Cash Flow-Oriented Management & Manage Appropriate Fund Allocation

- Implemented the same level of CAPEX in FY2022 1Q as FY2021 1Q
- Increase in cash equivalents was largely due to yen depreciation (impact on yen conversion)

(JPY)	FY2021 (1Q)	FY2022 (1Q)	Change	FY2022 Forecast
<b>CAPEX</b>	1.8bn	1.8bn	-	13.1bn
<b>Depreciation</b>	3.0bn	3.2bn	+0.2bn	13.0bn
<b>R&amp;D</b>	0.9bn	0.9bn	-	2.8bn
<b>Operating CF</b>	8.6bn	6.1bn	-2.5bn	38.4bn
<b>Investment CF</b>	-1.6bn	-4.0bn	-2.4bn	-13.1bn
<b>Free CF</b>	7.0bn	2.1bn	-4.9bn	25.3bn
<b>Financial CF</b>	-3.0bn	-4.5bn	-1.5bn	-14.7bn
<b>Cash equivalent balance</b>	101.8bn	111.8bn	+10.0bn	119.9bn

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## 7. FY2022 Forecast (Outlook) <sup>1</sup>

### Revised Foreign Exchange Rate Assumptions

- Revised FY2022 foreign exchange rate considering exchange rate trends (JPY123/USD, JPY134/EUR)
- The impact of China lockdown, etc. are considered for overseas businesses

		Period Covered	Previous (May) Assumption	Current Assumption	
Japan	Demand	July 2022 ~March 2023			<ul style="list-style-type: none"> <li>• Recovery of automobile production is expected to become apparent. Uncertainty remains due to supply chain issues, etc.</li> </ul>
	Supply				<ul style="list-style-type: none"> <li>• Inflation is expected to continue</li> </ul>
Over-seas	Demand	April 2022 ~Dec 2022			<ul style="list-style-type: none"> <li>• China lockdown will have an impact until June</li> <li>• Recovery of automobile production is expected to become apparent from July onward. Uncertainty remains due to supply chain issues, etc.</li> </ul>
	Supply				<ul style="list-style-type: none"> <li>• Inflation is expected to continue</li> </ul>
FX Rate			JPY115/USD	JPY123/USD	• JPY+8/USD
			JPY130/EUR	JPY134/EUR	• JPY+4/USD

## 8. FY2022 Forecast (by segment)<sup>1</sup>

### No Change in The Full-Year Forecast

- Although foreign exchange assumptions have been revised, full-year forecasts remain unchanged. (USD: JPY123/USD, EUR: JPY134/EUR)
- There is a risk of production issue in a part of North America from 2Q onward
- Operating income progress in Europe with various risks is behind

	FY2022 (1Q)		FY2022 (Full-Year)		Progress Rate	
	Net sales	OP	Net sales	OP	Net sales	OP
(JPY)						
<b>Consolidated</b>	72.6bn	7.9bn	305bn	31.5bn	<b>23.8%</b>	<b>25.1%</b>
<b>Plastics</b>	65.2bn	7.9bn	272bn	31.0bn	<b>24.0%</b>	<b>25.5%</b>
<b>Japan</b>	16.6bn	2.5bn	80bn	11.5bn	<b>20.8%</b>	<b>21.7%</b>
<b>North America</b>	15.8bn	0.9bn	65bn	3.0bn	<b>24.3%</b>	<b>30.0%</b>
<b>Europe</b>	9.1bn	0.04bn	37bn	2.0bn	<b>24.6%</b>	<b>2.0%</b>
<b>Asia</b>	23.7bn	4.5bn	90bn	14.5bn	<b>26.3%</b>	<b>31.0%</b>
<b>China</b>	8.3bn	1.5bn	31bn	4.5bn	<b>26.8%</b>	<b>33.3%</b>
<b>Bed</b>	7.4bn	1.3bn	33bn	6bn	<b>22.4%</b>	<b>21.7%</b>



Forward-looking statements or projections included in this document, including earnings projections, are based on currently available information and certain premises that are judged to be rational at the time of this writing. Actual results may differ greatly from the forecast figures depending on various factors.