



《FY2023 3Q》

Briefing Material on Financial Results

2023/1/27

Elematec Corporation

Tokyo Stock Exchange, Prime Market CODE: 2715

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Elematec Corporation Briefing Material on Fiscal Year 2023 3Q

1. Third quarter of fiscal year 2023: Summary

○ Third quarter: Consolidated business results

Unit: millions of yen	FY22 3Q (USD=111.14YEN)	FY23 3Q (USD=136.49YEN)	Year-on-year
Net sales	145,459	184,905	+27.1%
Operating income	5,658	10,030	+77.3%
Ordinary income	5,452	9,260	+69.8%
Net income	3,826	6,420	+67.8%

○ Third quarter of fiscal year 2023: Point

Both sales and incomes increased significantly due to the continuous favorable performance of the major markets, such as the automotive market, and the impact of the yen's depreciation in the exchange rate.

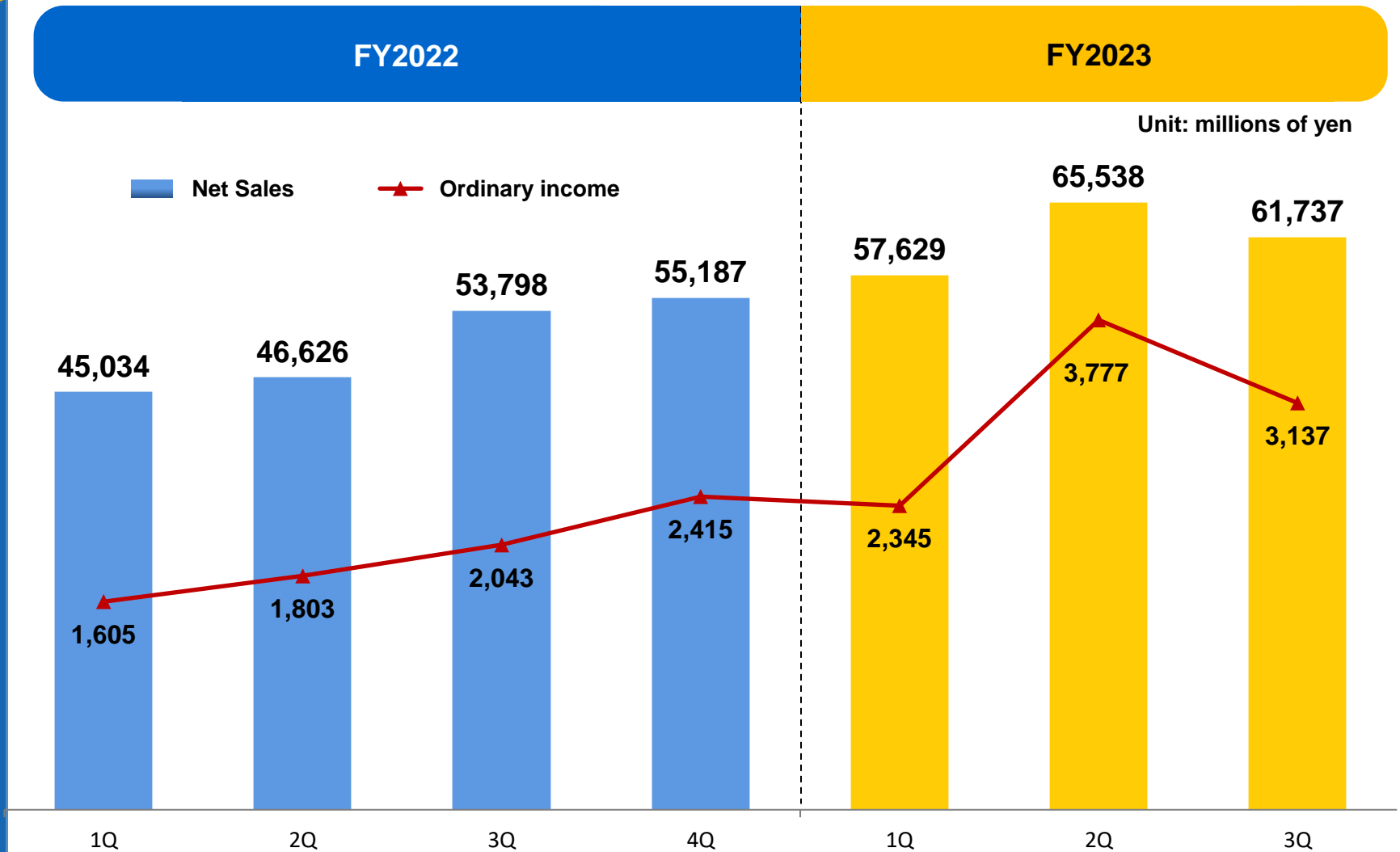
Further, both sales and incomes recorded all-time highs in the third quarter

【Factor for increase in sales】

- **aftermarket** products
- **various display**-related materials
- **automotive**-related materials

2. [Consolidated] Third Quarter Business Results

Point Both net sales and ordinary income increased year-on-year mainly due to the higher sales of automotive-related, various display-related, and game console-related materials



3. Third Quarter: Consolidated Net Sales/Operating Income

• Net sales increased year-on-year

Point • Operating income increased as net sales increased, despite a rise in personnel expenses and freightage & packing expenses

Net sales

184,905 million yen

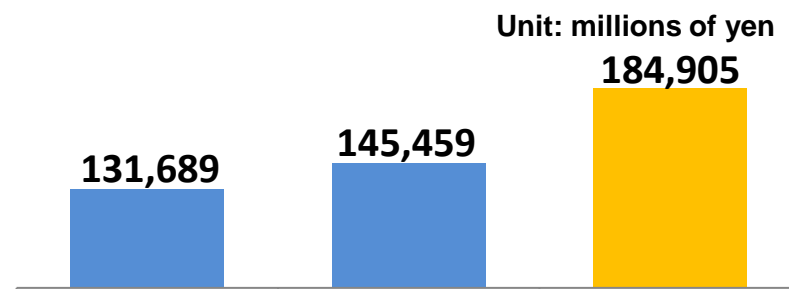
【Year-on-year】 +39,446million yen (+27.1%)

Operating income

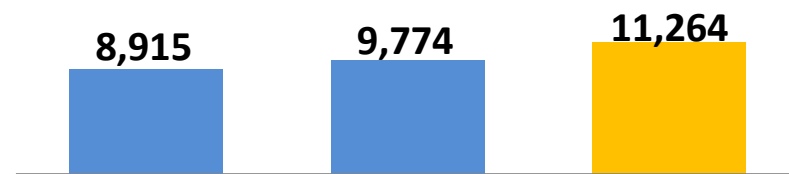
10,030 million yen

【Year-on-year】 +4,372million yen (+77.3%)

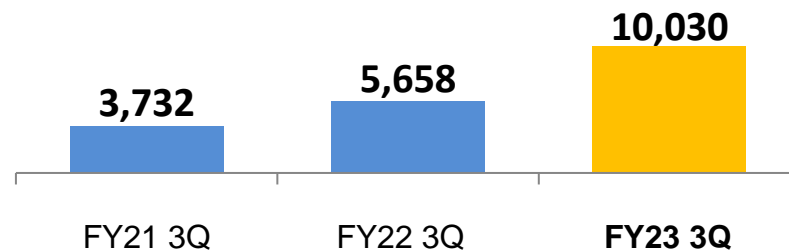
Consolidated net sales



Consolidated SG&A expenses



Consolidated operating income



4. Third Quarter: Consolidated Ordinary Income/ Quarterly Net Income

Point Ordinary income/quarterly net income increased year-on-year due to the higher operating income

Ordinary income

9,260million yen

[Year-on-year] +3,808million yen (+69.8%)

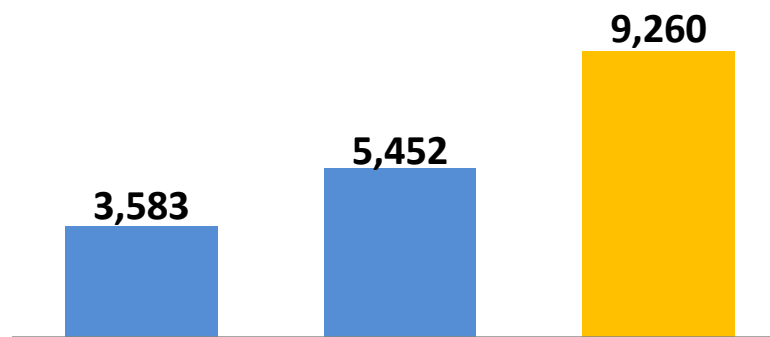
Net income

6,420million yen

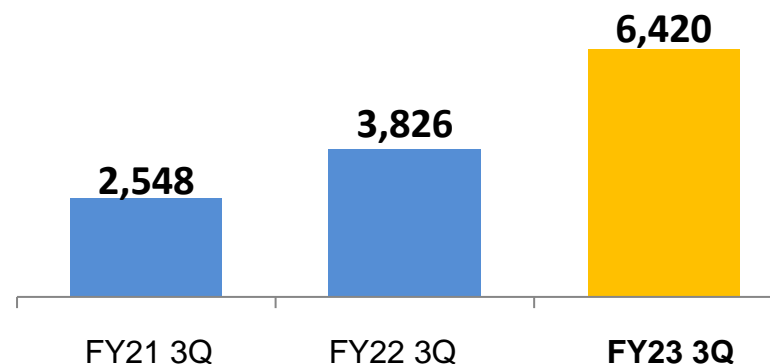
[Year-on-year] +2,594million yen (+67.8%)

Consolidated ordinary income

Unit: millions of yen

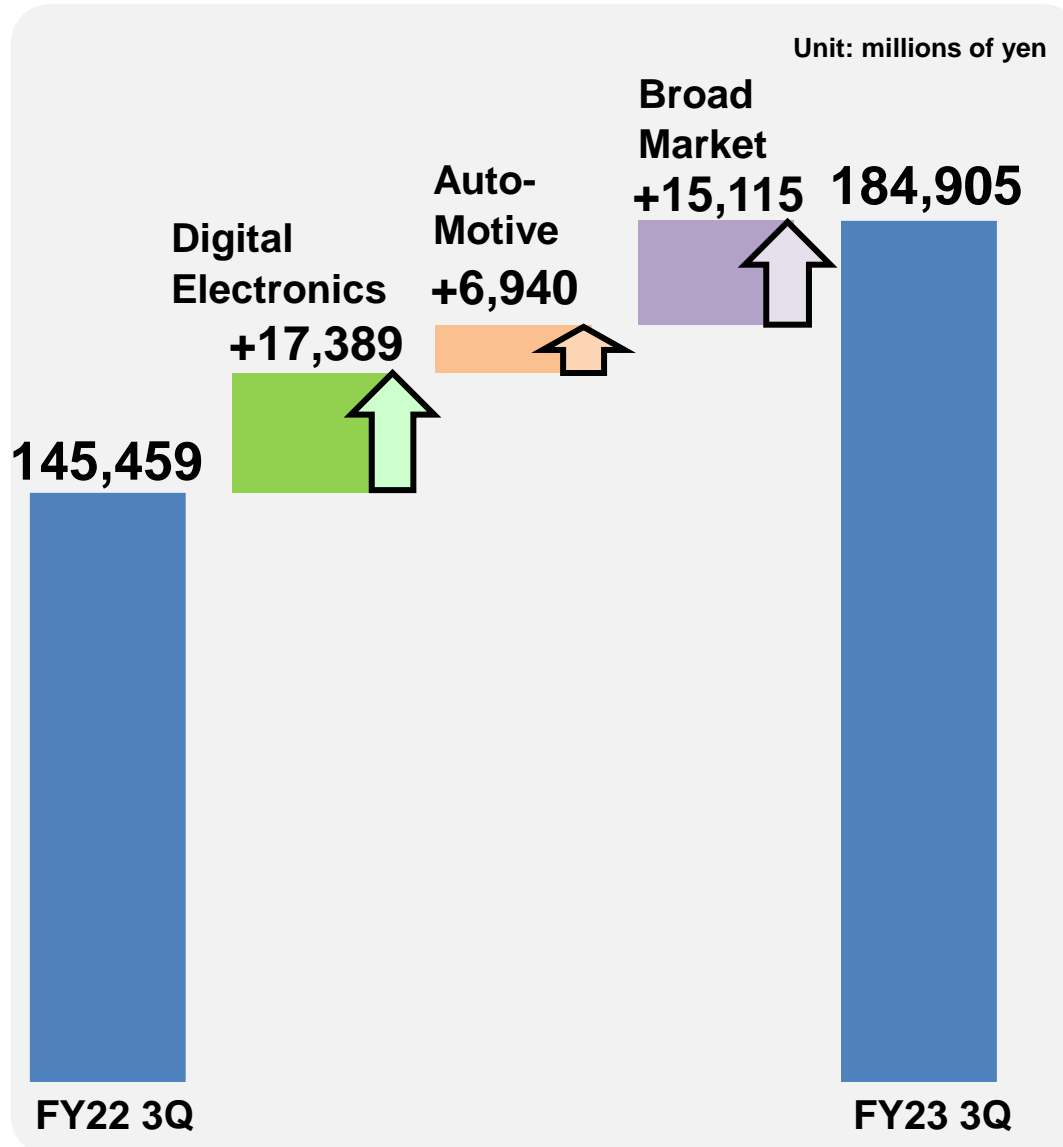


Consolidated quarterly net income



5. Sales by Market

- **Digital Electronics** : Sales of various display-related and game console-related materials increased
- **Broad Market** : Sales of aftermarket products including dashboard cameras increased



Main factors for change

Digital Electronics

[YoY] +17,389M yen
 +27.0%(64,301M yen⇒81,691M yen)

LCD, Touch panels, Backlights	+7,322M yen
TOY, Hobby	+5,368M yen
Electrical parts, Semiconductors	+2,687M yen

Automotive

[YoY] +6,940M yen
 +34.3%(20,235M yen⇒27,176M yen)

Broad Market

[YoY] +15,115M yen
 +24.8%(60,922M yen⇒76,037M yen)

Aftermarket	+9,081M yen
Home appliances(White goods)	+1,826M yen
Industrial machinery, Portable power tool	+1,788M yen
Power system, Train control, Ship, Airplane	+1,762M yen

6. Reporting Segment Summary

- **Japan** : Both sales and incomes increased due to the higher sales of automotive-related materials
- **Outside Japan** : Both sales and incomes increased due to the higher sales of game console-related and automotive-related materials

Sales by region

Japan

100,431 million yen

[YoY] +22,848million yen (+29.4%)

Outside Japan

84,473 million yen

[YoY] +16,598million yen (+24.5%)

Operating income by region

Japan

4,418 million yen

[YoY] +1,622million yen (+58.0%)

Outside Japan

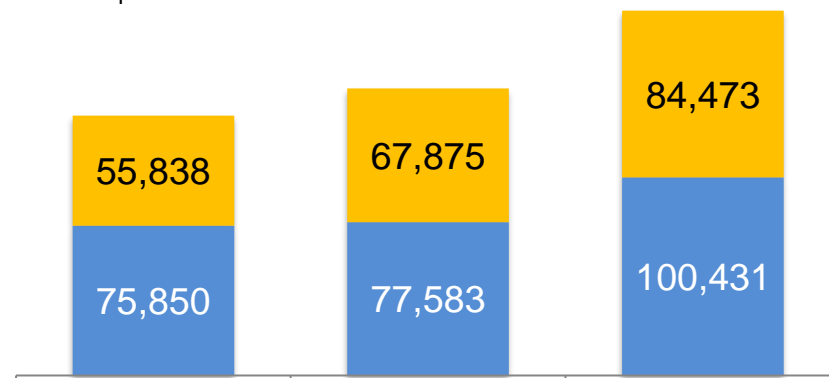
4,692 million yen

[YoY] +2,083million yen (+79.8%)

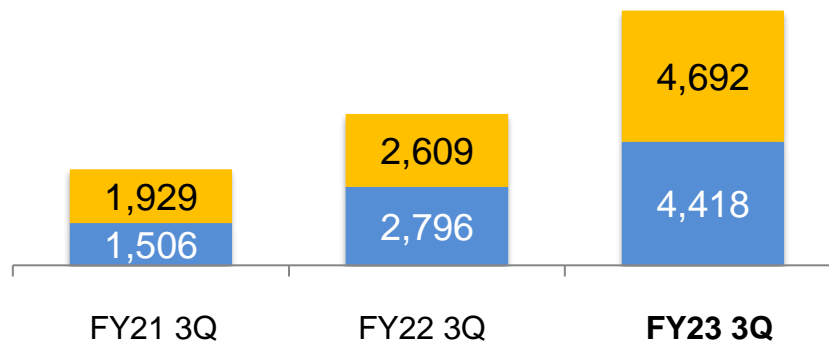
Sales by region

- Outside Japan
- Japan

Unit: millions of yen



Operating income by region



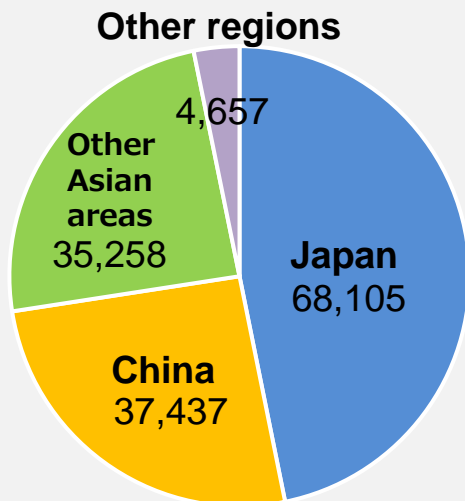
The above figures are before offsetting transactions between segments. The total of the figures does not match the consolidated operating income.

7. Overseas Sales

- Point**
- **Japan** : Sales increased due to higher sales of automotive-related materials
 - **Overseas** : Sales increased due to higher sales of various display-related and game console-related materials

FY2022 3Q

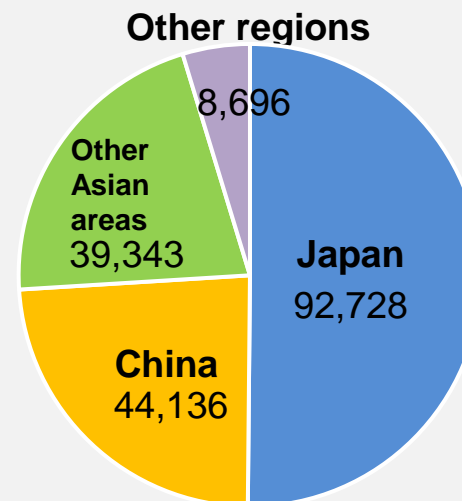
Unit: millions of yen



FY2022 3Q	Sales composition
Japan	46.8%
Overseas	53.2%
China	25.7%
Other Asian Areas	24.2%
Other regions	3.2%

FY2023 3Q

Unit: millions of yen



FY2023 3Q	Sales composition
Japan	50.1%
Overseas	49.9%
China	23.9%
Other Asian areas	21.3%
Other regions	4.7%

8. Balance Sheet

Point Shareholder's equity ratio remained at over 50%

Balance Sheet

Unit: millions of yen

Total assets **115,332**

Equity ratio **51.7%**

Current assets 108,996	Current liabilities 54,109
	Non-Current liabilities 1,578
	Net assets 59,645
Non-current assets 6,336	

FY2022

Total assets **124,351**

Equity ratio **51.4%**

Current assets 117,928	Current liabilities 58,635
	Non-Current liabilities 1,830
	Net assets 63,884
Non-Current assets 6,422	

FY2023 3Q

Main factors for change

Current assets +8,932

- Cash and deposits +4,085
- Inventories +2,297
- Notes and accounts receivable-trade +1,949

Non-Current assets +86

- Property, plant and equipment +126

Liabilities +4,778

- Notes and accounts payable-trade +2,913
- Short-term loans payable +1,247

Net assets +4,239

- Retained earnings +3,840
- Foreign currency translation adjustment +457

9. Fiscal Year 2023: Forecasts for Business Results

Point The forecasts for the full-year business results for fiscal year 2023 are kept the same as those announced on October 28, 2022

Forecasts for full-year business results

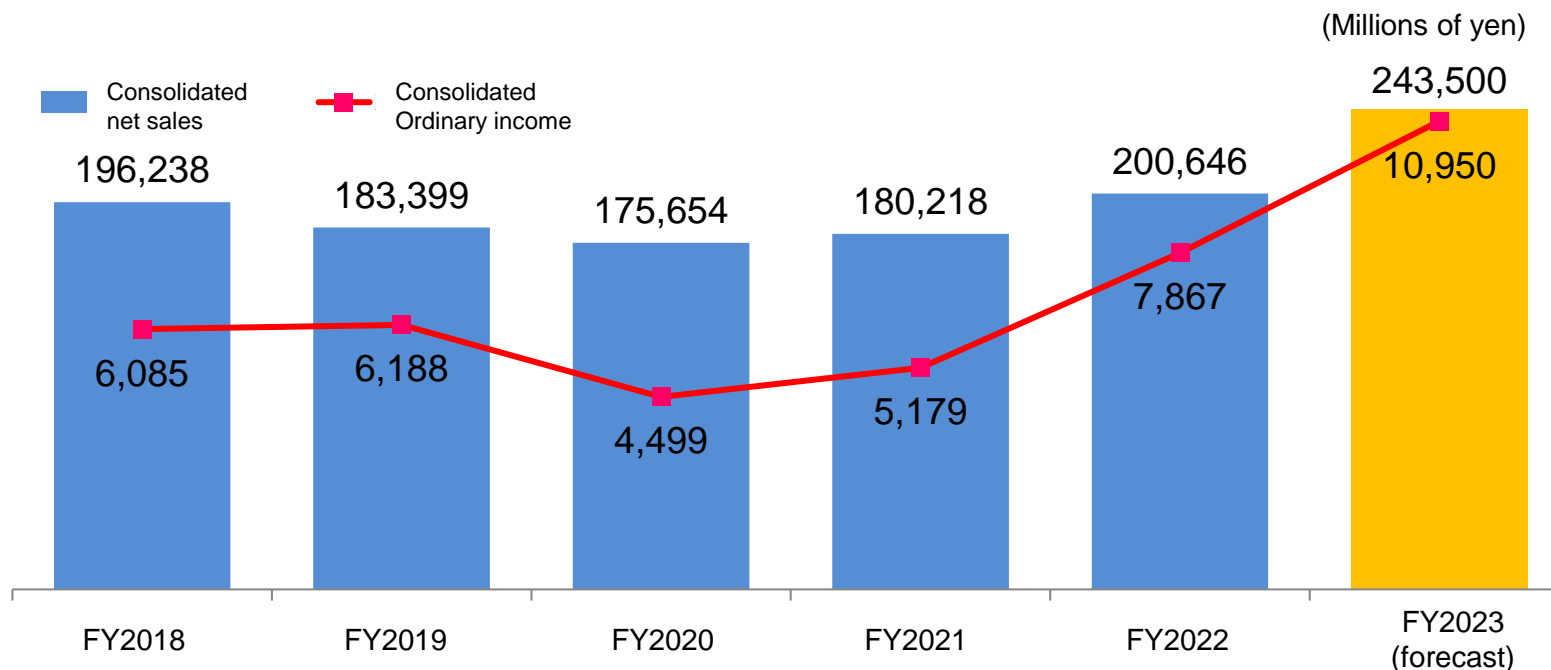
(Millions of yen)	FY2023 Full-year	Year-on-year
Net sales	243,500	+21.4%
Operating income	11,650	+39.6%
Ordinary income	10,950	+39.2%
Net income	7,550	+40.5%

Expected dividends per share

◇ Annual dividend : 74 yen

- End of 2Q : 27 yen
- End of year : 47 yen

◇ Payout ratio : 40.1%



This material is intended to provide information on the business results and summary for the third quarter of fiscal year ending March 2023 and is not intended to solicit investment in securities issued by the Company. Moreover, this material is prepared based on the data as of December 31, 2022, unless noted otherwise. The opinions, forecasts and other matters contained in this material are the judgement of the Company at the time of preparing the material; we do not guarantee the accuracy and completeness of the information, and they may be changed without notice in the future.