



<<FY2022 3Q>>

Briefing Material on Financial Results

2022/1/28

Elematec Corporation

Tokyo Stock Exchange, First Section CODE:2715

URL : <http://www.elematec.com>

Contact : Corporate Planning & Human Resources Development Dept.
E-mail : IR-info@elematec.com
TEL : 03-3454-3526

Elematec Corporation Briefing Material on Fiscal Year 2022 3Q

1. Third quarter of fiscal year 2022: Summary

○ Third quarter: Consolidated business results

Unit: millions of yen	FY21 3Q (USD=106.11YEN)	FY22 3Q (USD=111.14YEN)	Year-on-year
Net sales	131,689	145,459	+10.5%
Operating income	3,732	5,658	+51.6%
Ordinary profit	3,583	5,452	+52.1%
Net income	2,548	3,826	+50.1%

○ Third quarter of fiscal year 2022: Point

Both sales and profits increased year on year driven by recovering demand in the automotive market and strong sales of semiconductor-related and game console-related materials

[Factor for increase in sales]

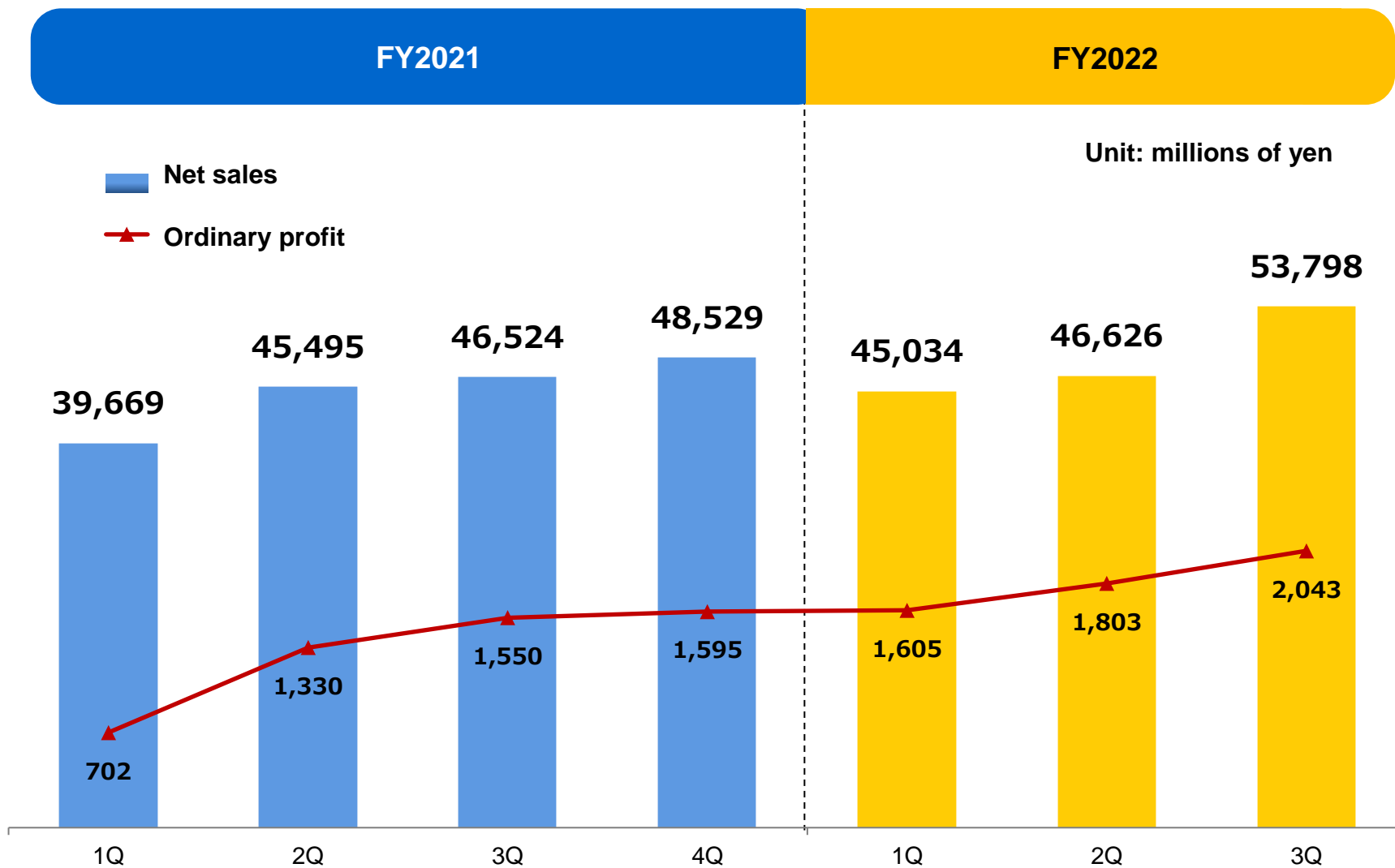
- Automotive-related materials
- Electronic part-related materials

[Factor for decrease in sales]

- Application of the Accounting Standard for Revenue Recognition
⇒ Net sales down 8,060 million yen (*No impact on income)
- TV, Monitor, AV-related materials

2. [Consolidated] Third Quarter Business Results

Point Both net sales and ordinary profit increased year on year mainly due to the higher sales of automotive-related materials



3. Third Quarter: Consolidated Net Sales/ Operating Income

- Point
- Net sales increased year on year
 - Operating income increased as net sales increased, despite a rise in personnel expenses and freightage & packing expenses

Net sales

145,459million yen

[Year on year] +13,769million yen (+10.5%)

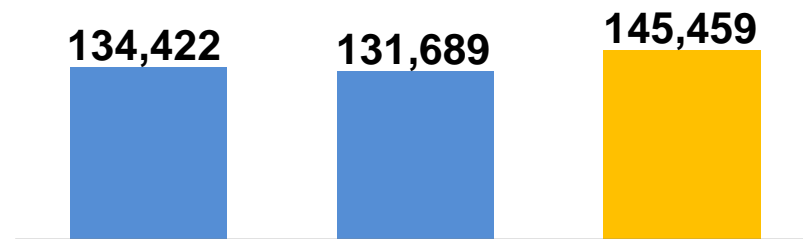
Operating income

5,658million yen

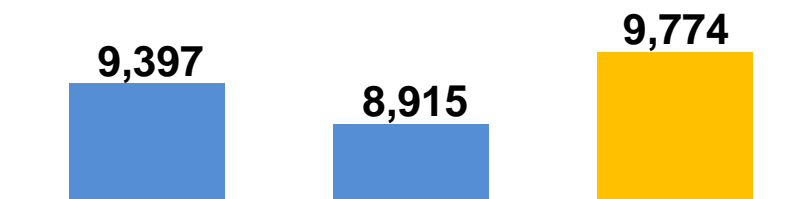
[Year on year] +1,925million yen (+51.6%)

Consolidated net sales

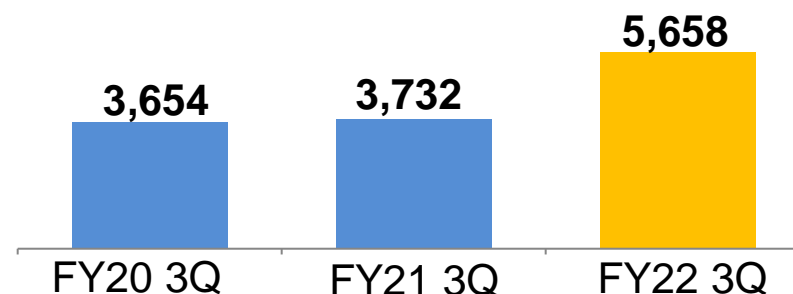
Unit: millions of yen



Consolidated SG&A expenses



Consolidated operating income



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

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

Ordinary profit

5,452million yen

[Year on year] +1,868 million yen (+52.1%)

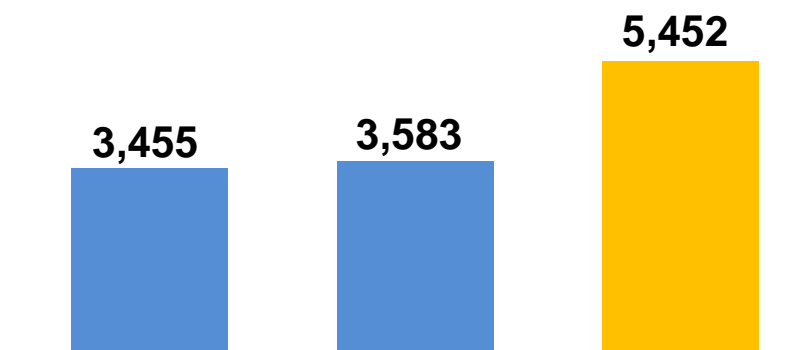
Net income

3,826million yen

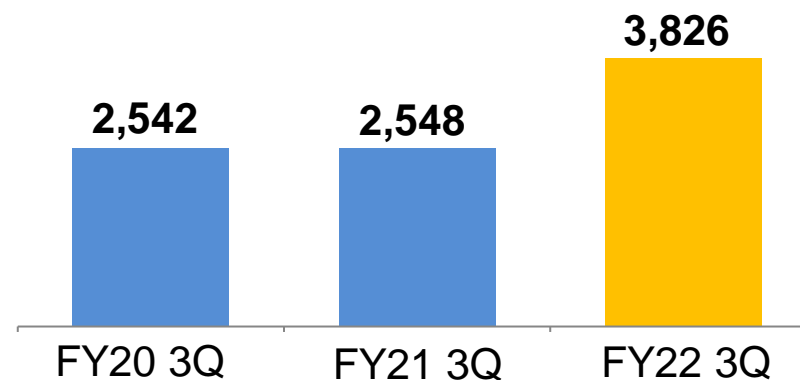
[Year on year] +1,277million yen (+50.1%)

Consolidated ordinary profit

Unit: millions of yen

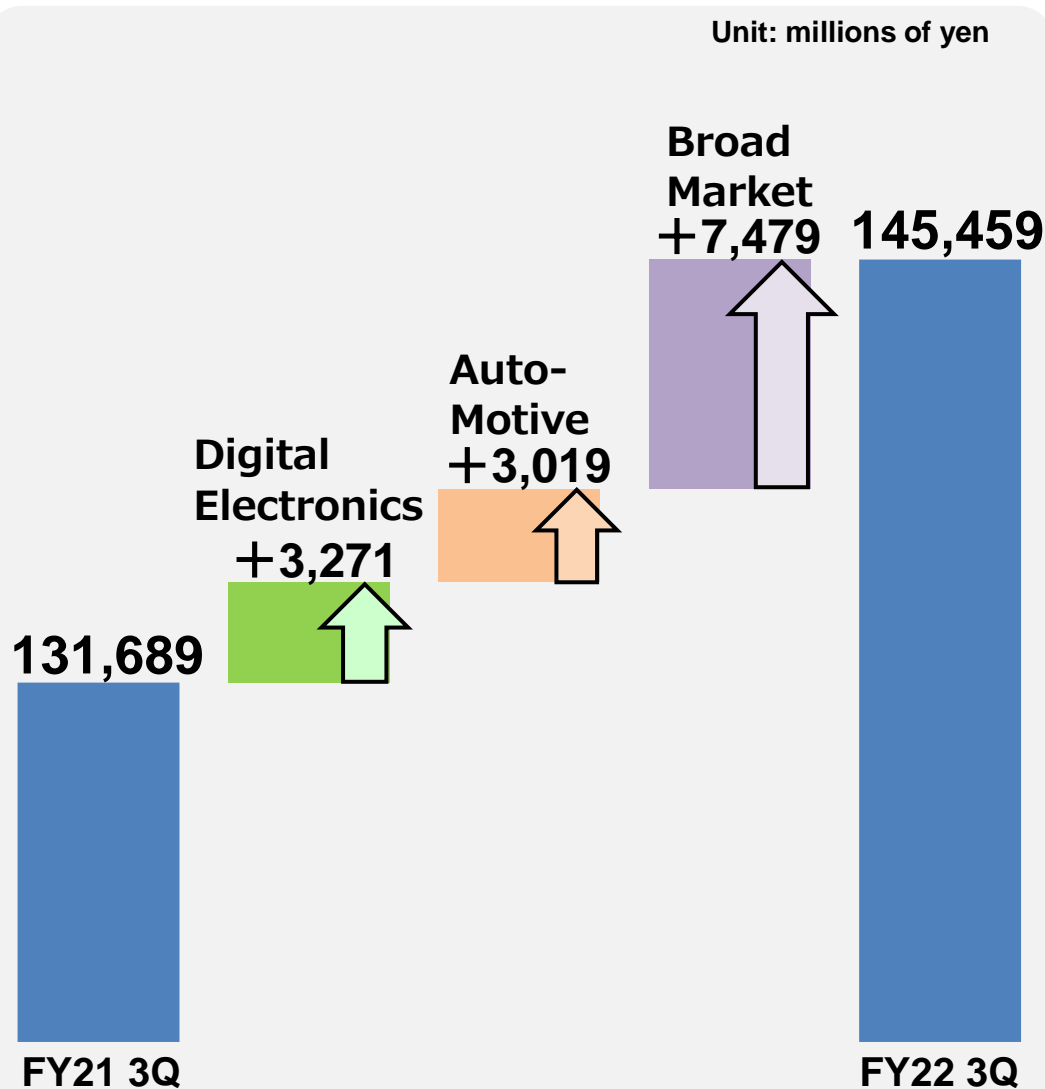


Consolidated quarterly net income



5. Sales by Market

- Point**
- **Digital Electronics:** Sales of electronic part- and camera/camera module-related materials increased
 - **Broad Market:** Sales of after-market products including dashboard cameras and medical equipment-related materials, etc. increased



Main factors for change

*Figures in square brackets show the impact of applying the Revenue Recognition Standard from the fiscal year under review

Digital Electronics

[YoY] +3,271M yen [▲5,182M yen]
+5.4%(61,030M yen ⇒ 64,301M yen)

Electrical parts, Semiconductors
+2,187M yen [▲3,165M yen]

Camera, Camera module
+1,983M yen [0M yen]

Automotive

[YoY] +3,019M yen [▲105M yen]
+17.5%(17,215M yen ⇒ 20,235M yen)

Broad Market

[YoY] +7,479M yen [▲2,772M yen]
+14.0%(53,442M yen ⇒ 60,922M yen)

Aftermarket
+1,867M yen [0M yen]

Medical equipment
+1,527M yen [▲784M yen]

6. Reporting Segment Summary

- **Japan:** Both sales and profits increased due to the higher sales of automotive-related materials and dashboard cameras, etc.
- **Outside Japan:** Both sales and profits increased due to the higher sales of electronic part- and game console-related materials, despite the partial impact of soaring distribution cost

Sales by region

Japan

77,583million yen

[YoY] +1,732million yen (+2.3%)

Outside Japan

67,875million yen

[YoY] +12,037million yen (+21.6%)

Operating income by region

Japan

2,796million yen

[YoY] +1,290million yen (+85.7%)

Outside Japan

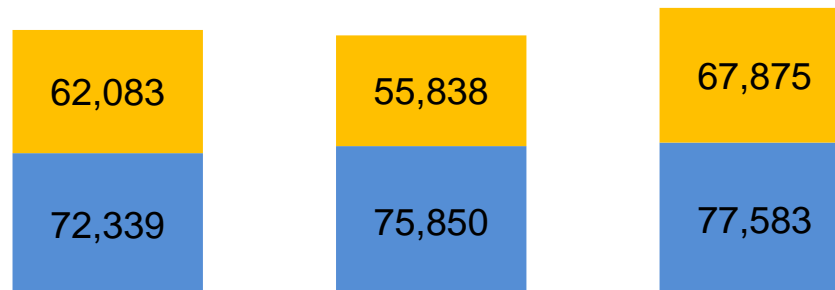
2,609million yen

[YoY] +679million yen (+35.2%)

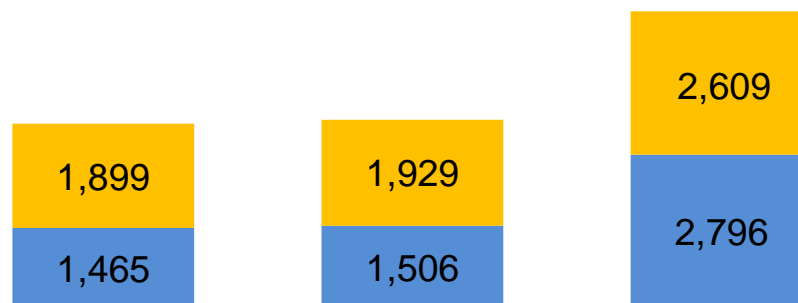
Sales by region

■ Outside Japan
■ Japan

Unit: millions of yen



Operating income by region



FY20 3Q FY21 3Q FY22 3Q

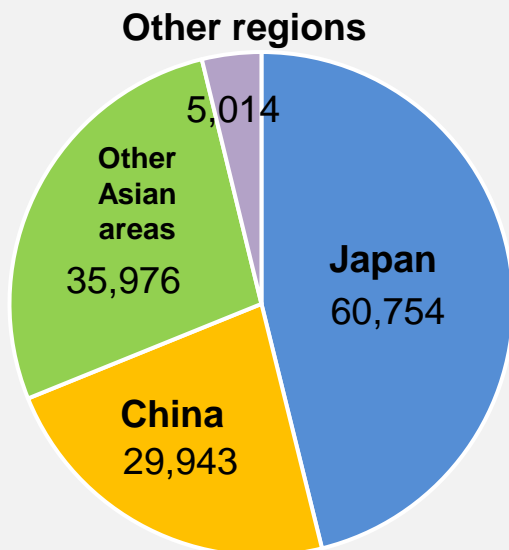
The above figures are before offsetting transactions between segments. The total of the figures does not match the consolidated operating income.

7. Overseas Sales

- Point**
- **Japan:** Sales of automotive-related materials and dashboard cameras, etc. increased
 - **Overseas:** In China, sales of electronic part- and game console-related materials increased
In other Asian areas, sales decreased due to lower sales of smartphone-related materials

FY2021 3Q

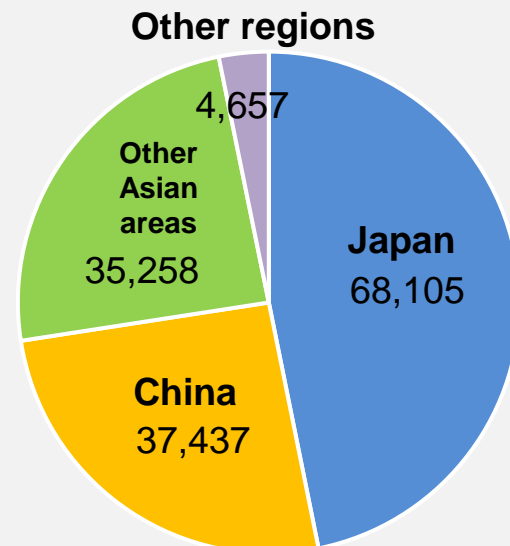
Unit: millions of yen



FY2021 3Q	Sales composition
Japan	46.1%
Overseas	53.9%
China	22.7%
Other Asian areas	27.3%
Other regions	3.8%

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%

8. Balance Sheet

Point Shareholder's equity ratio remains high, though it fell below 50%

Balance Sheet

Unit: millions of yen

Total assets 101,317
Equity ratio 53.7%

Current assets 95,333	Current liabilities 45,619
	Non-current liabilities 1,284
	Net assets 54,413
Non-current assets 5,984	

FY2021

Total assets 118,062
Equity ratio 48.4%

Current assets 111,763	Current liabilities 59,455
	Non-current liabilities 1,480
	Net assets 57,126
Non-current assets 6,298	

FY2022 3Q

Main factors for change

Current assets +16,430

- Cash and deposits +7,793
- Inventories +4,413
- Notes and accounts receivable-trade +4,176

Non-current assets +314

- Property, plant and equipment +202

Liabilities +14,031

- Notes and accounts payable-trade +12,086

※The final day of FY2022 3Q was a bank holiday

Net assets +2,713

- Retained earnings +2,188
- Foreign currency translation adjustment +553

Point The forecasts for the full-year business results for fiscal year 2022 are kept the same as those announced on April 22, 2021

Forecasts for full-year business results

(Millions of yen)	FY2022 full-year	Year on year
Net sales	181,000	* —
Operating income	6,500	+19.0%
Ordinary profit	6,200	+19.7%
Net income	4,400	+20.0%

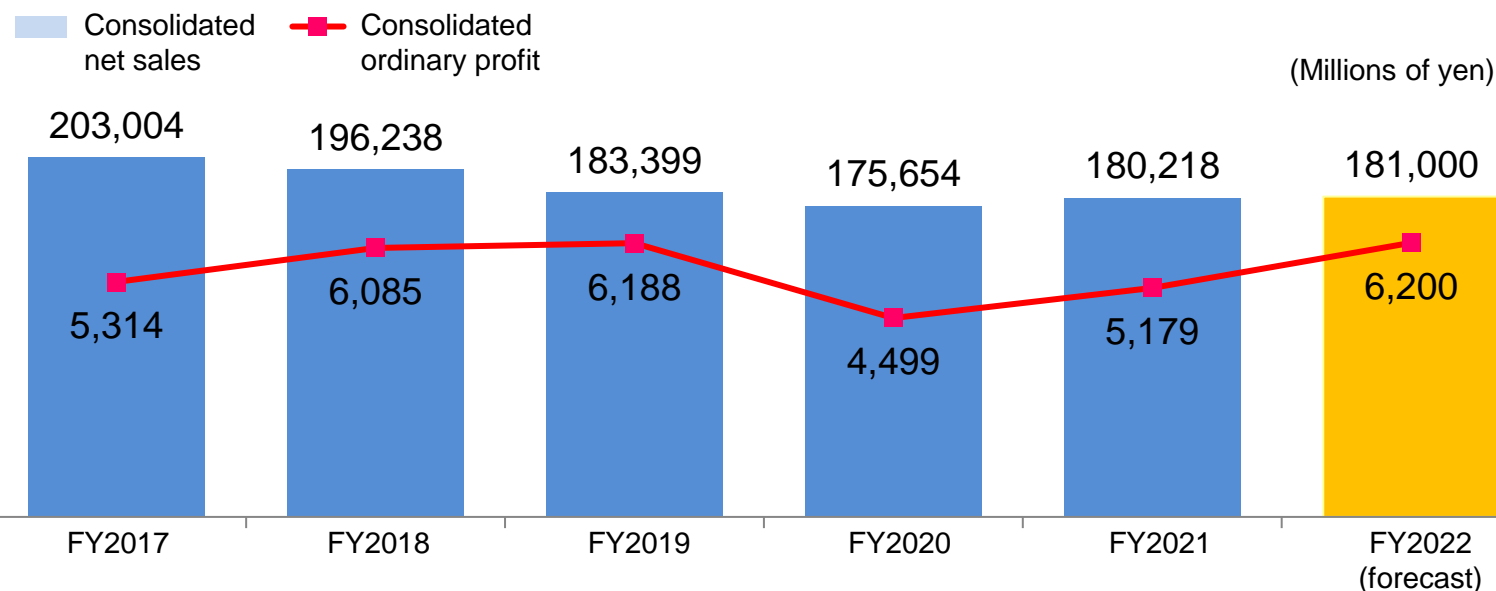
* The Group has applied the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020) since the beginning of the first quarter of the fiscal year. The forecasts for the business results above show the figures after applying the standard without indicating the change from the previous year.

Expected dividends per share

◇ Annual dividend: 43 yen

- End of 2Q: 17 yen
- End of year: 26 yen

◇ Payout ratio: 40.0%



Direct any inquiries about this material to: Corporate Planning & Human Resources Development Dept., Elematec Corporation Tel 03-3454-3526 E-mail: IR-info@elematec.com 10

This material is intended to provide information on the business results and summary for the third quarter of fiscal year ending March 2022, 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, 2021, 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.