

Results of Operations

for the First Quarter of the Fiscal Year Ending March 31, 2025

C. Uyemura & Co., Ltd.

Standard Market of the Tokyo Stock Exchange (Stock Code : 4966)

August 8, 2024

Overview of Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2025

Period under review

In Japan (1 company): April–June / Overseas (10 companies): January–March

- **Surface finishing materials business**

- Both segment sales and profit increased year-over-year due to moderately recovered demand for the mainstay plating chemicals for package PWBs and the yen's depreciation in the foreign exchange market.

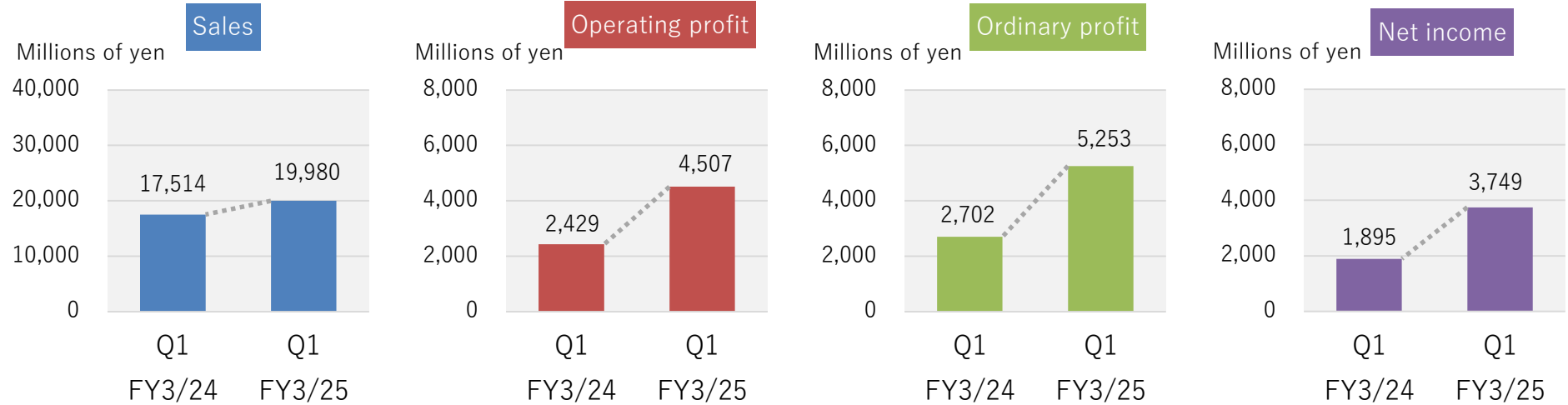
- **Surface finishing machinery business**

- The results for the first quarter showed a year-over-year increase, reflecting the acceptance inspection of the equipment sold in the previous fiscal year. However, we estimate that gross profit from the machinery business for this fiscal year will be about half of the previous fiscal year's level.

- **Plating job business**

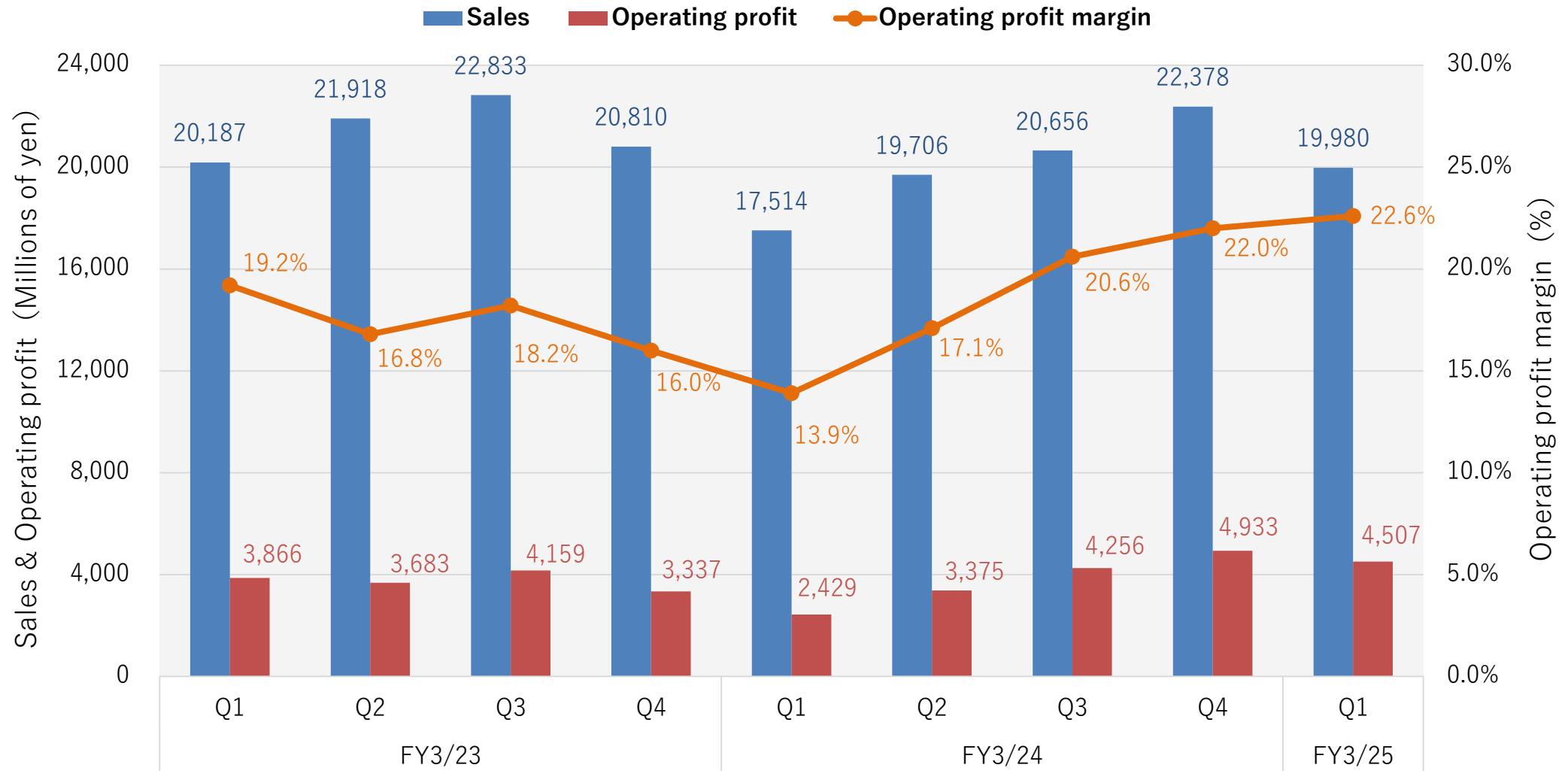
- The demand for plastic plating job was sluggish, as the automobile industry in Thailand and Indonesia faced the rapid spread of electric vehicles and the increasing adoption of painted parts. Therefore, improving sales and gross profit from plastic plating job are urgent, and we need to reduce the defect rate as soon as possible.

Q1 FY3/25 Financial Results

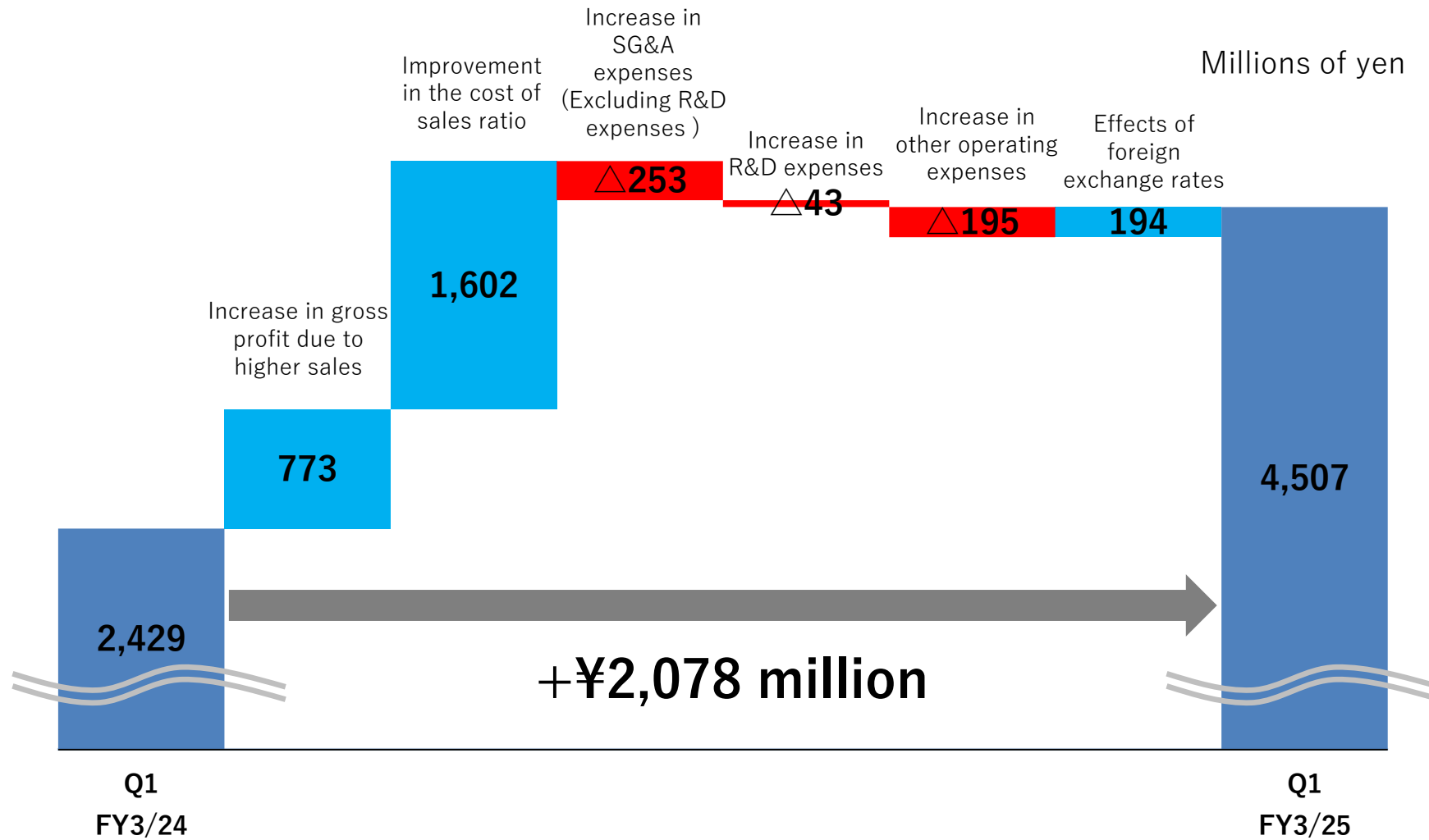


Millions of yen	Q1 FY3/24 Results	Q1 FY3/25 Results	Change	Percentage change
Sales	17,514	19,980	+ 2,466	+ 14.1%
Operating profit	2,429	4,507	+ 2,078	+ 85.5%
Ordinary profit	2,702	5,253	+ 2,551	+ 94.4%
Net income	1,895	3,749	+ 1,854	+ 97.7%
Exchange rate: \$US	132.42 yen	148.63 yen	+ 16.21 yen	

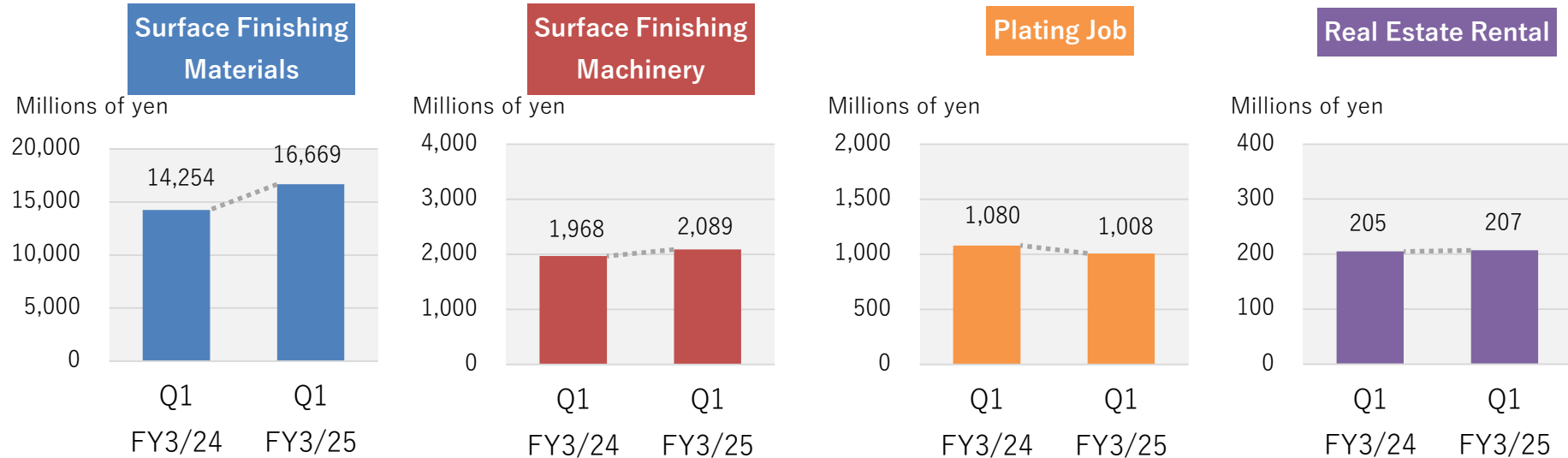
Quarterly Results



Changes in Operating profit

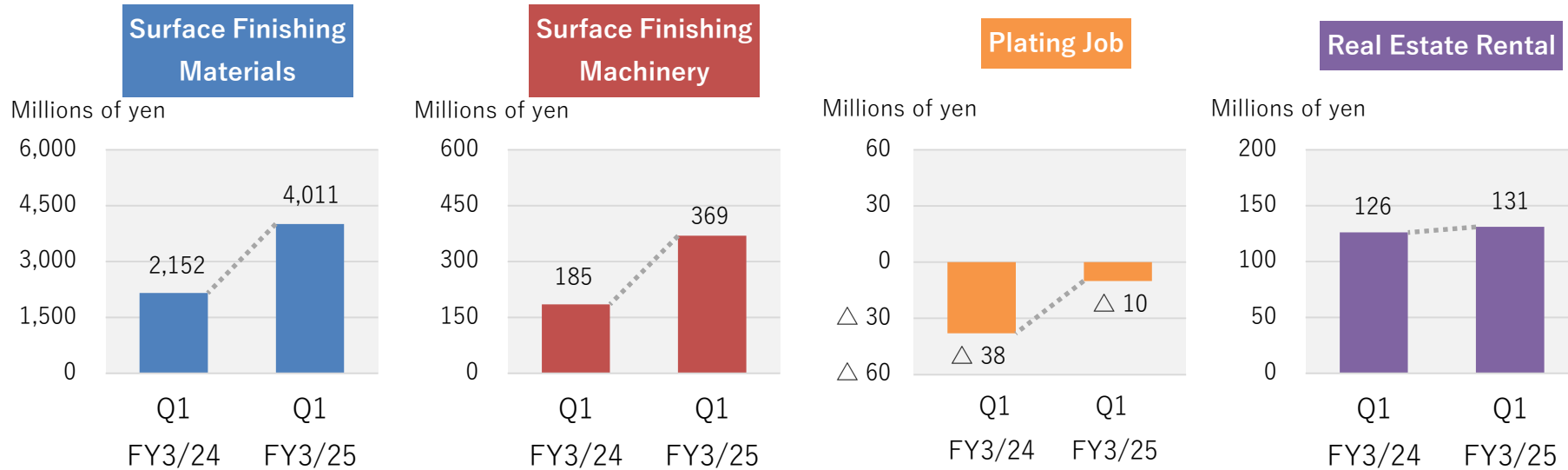


Sales by Business Segment



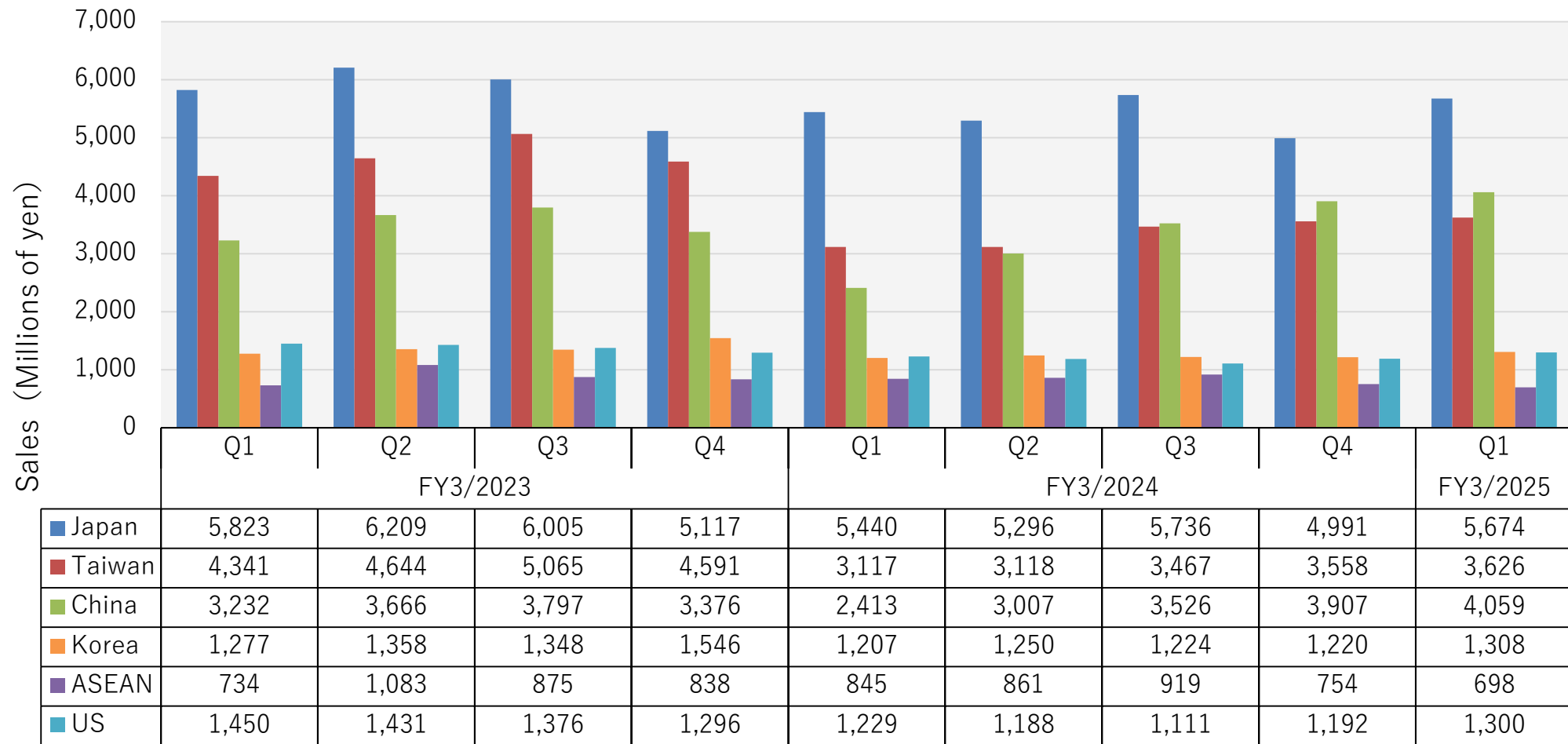
Millions of yen	Q1 FY3/24 Results	Q1 FY3/25 Results	Change	Percentage change
Surface Finishing Materials	14,254	16,669	+ 2,415	+ 16.9%
Surface Finishing Machinery	1,968	2,089	+ 121	+ 6.1%
Plating Job	1,080	1,008	△ 72	△ 6.7%
Real Estate Rental	205	207	+ 2	+ 1.3%

Operating Income by Business Segment

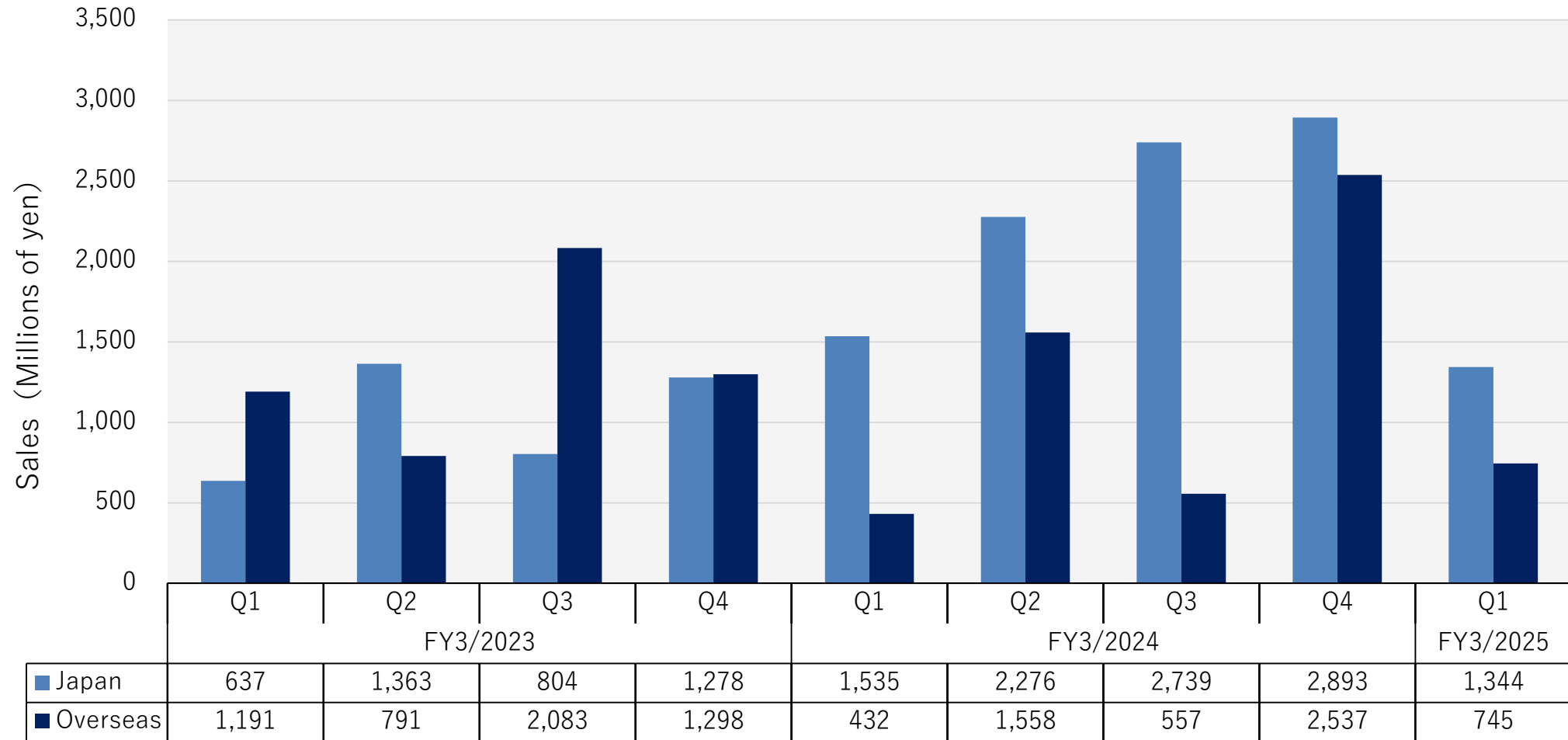


Millions of yen	Q1 FY3/24 Results	Q1 FY3/25 Results	Change	Percentage change
Surface Finishing Materials	2,152	4,011	+ 1,859	+ 86.3%
Surface Finishing Machinery	185	369	+ 184	+ 99.5%
Plating Job	△ 38	△ 10	+ 28	-
Real Estate Rental	126	131	+ 5	+ 4.3%

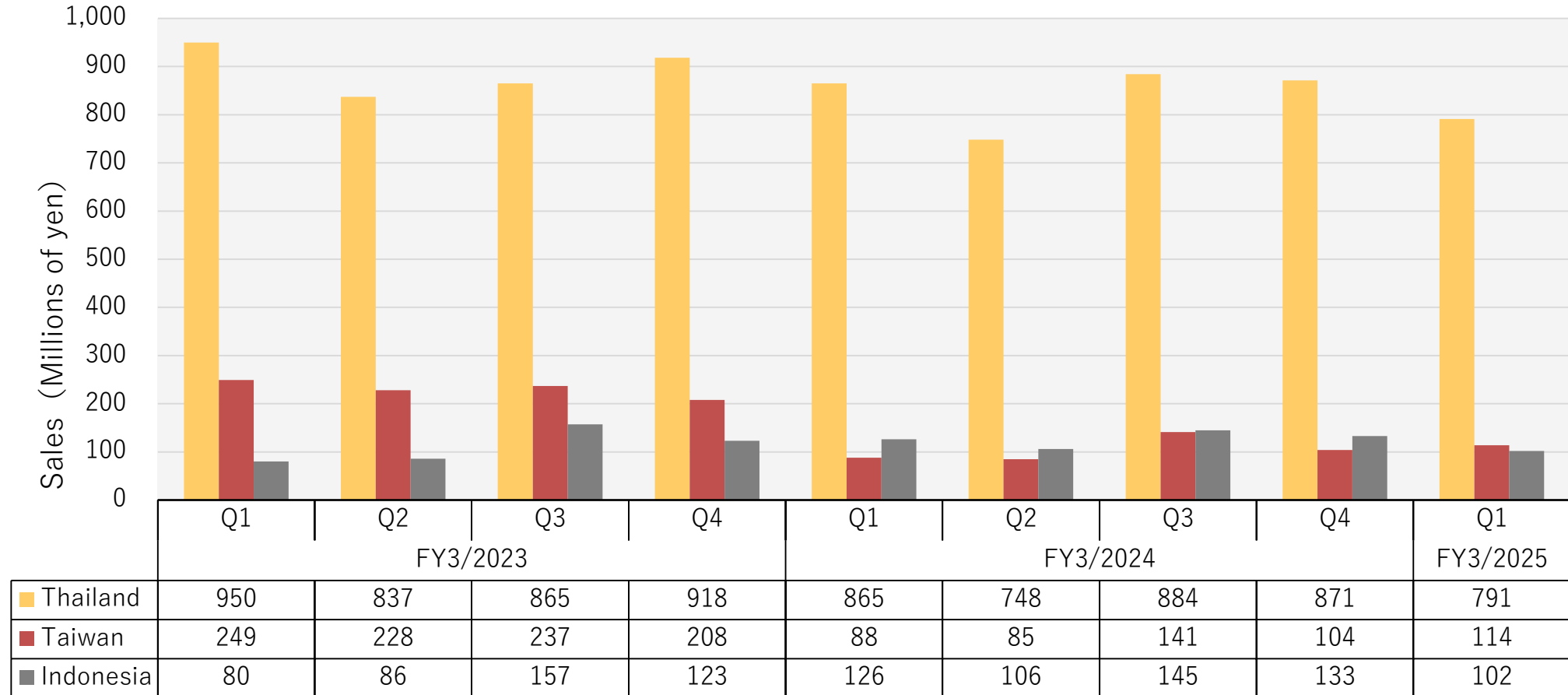
Surface Finishing Materials Business Sales



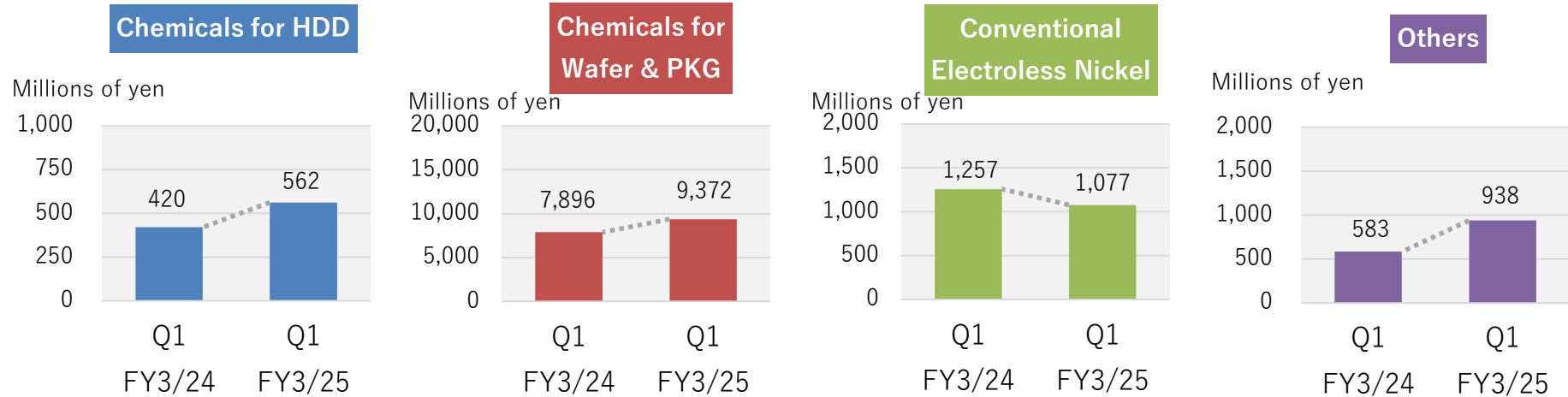
Surface Finishing Machinery Business Sales



Plating Job Business Sales



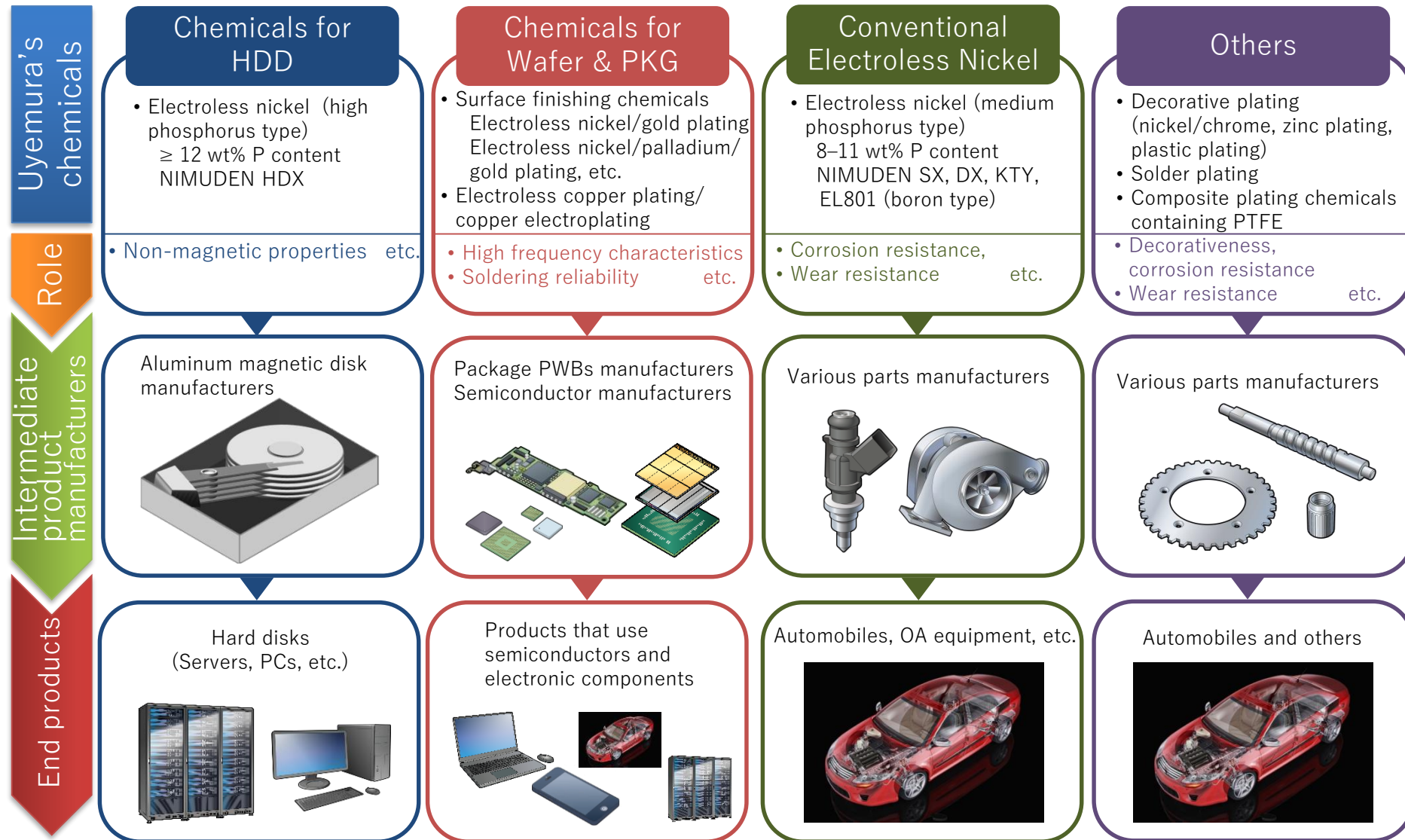
Sales by Chemicals Categories



Millions of yen	Q1 FY3/24 Results		Q1 FY3/25 Results		Change	Percentage change
		%		%		
Chemicals for HDD	420	4.1%	562	4.7%	+ 141	+ 33.7%
Chemicals for Wafer & PKG	7,896	77.7%	9,372	78.4%	+ 1,475	+ 18.7%
Conventional Electroless Nickel	1,257	12.4%	1,077	9.0%	△180	△ 14.3%
Others	583	5.8%	938	7.9%	+ 354	+ 60.7%
Total	10,158	100.0%	11,950	100.0%	+ 1,791	+ 17.6%

Sales of chemicals are included in the surface finishing materials business. Chemicals do not include abrasive compounds, industrial chemicals, or metals and the like. *Intersegment sales are included.

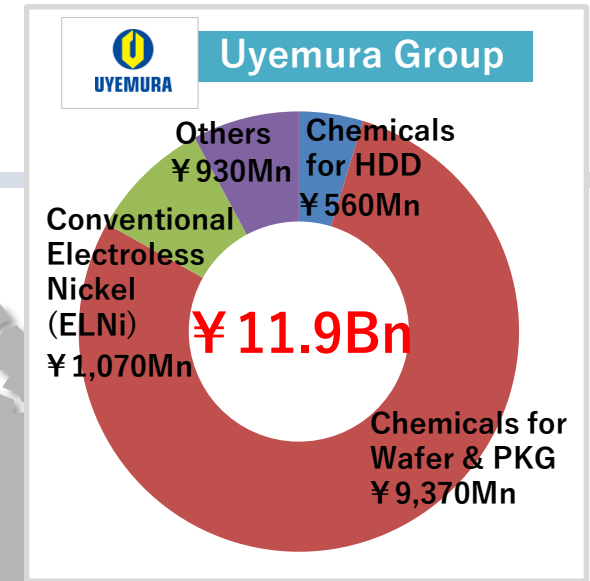
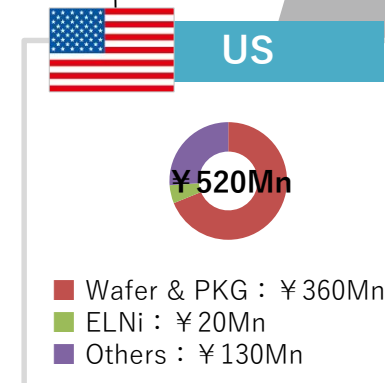
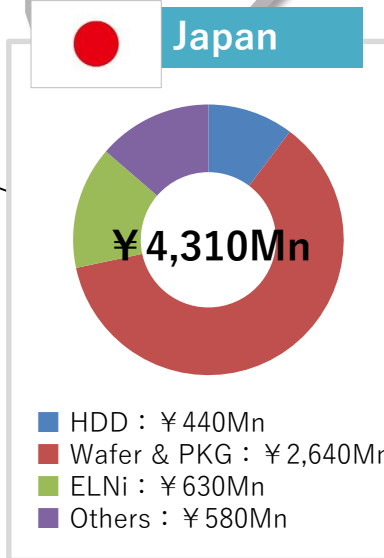
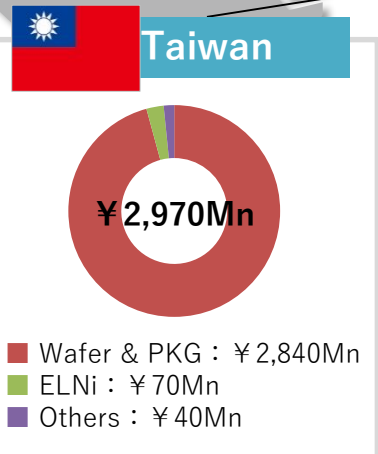
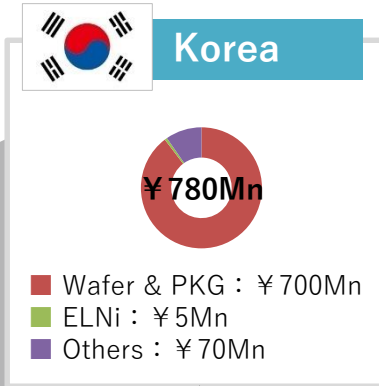
Chemicals Business – From Uyemura to End Users



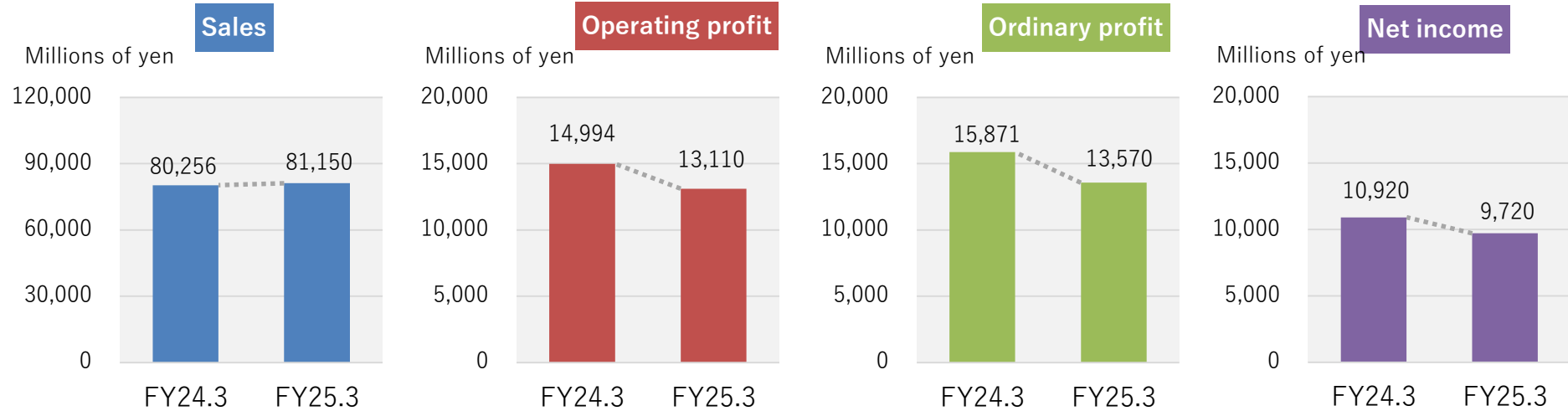
Chemical Sales by Region

Q1 FY3/25 Results

*Intersegment sales are included.



FY3/25 Consolidated Forecast



Millions of yen	FY3/24 Results	FY3/25 Forecast	Change	Percentage change
Sales	80,256	81,150	+ 894	+ 1.1%
Operating profit	14,994	13,110	△ 1,884	△ 12.6%
Ordinary profit	15,871	13,570	△ 2,301	△ 14.5%
Net income	10,920	9,720	△ 1,200	△ 11.0%
Exchange rate: \$US	140.67 yen	151.41 yen	+10.74 yen	

FY3/25 Consolidated Forecasts

● Sales & Operating profit by Business Segment

Millions of yen	Sales				Operating profit			
	FY3/24 Results (Full-year)	FY3/25 Forecast (Full-year)	Q1 FY3/25 Results	Progress against forecast	FY3/24 Results (Full-year)	FY3/25 Forecast (Full-year)	Q1 FY3/25 Results	Progress against forecast
Surface Finishing Materials	60,583	66,415	16,669	25.1%	12,477	12,489	4,011	32.1%
Surface Finishing Machinery	14,528	9,237	2,089	22.6%	2,421	283	369	130.4%
Plating Job	4,298	4,687	1,008	21.5%	△ 346	17	△ 10	-
Real Estate Rental	824	797	207	26.0%	422	311	131	42.1%

● Sales by Chemicals Categories

Millions of yen	FY3/24 Results (Full-year)	FY3/25 Forecast (Full-year)	Q1 FY3/25 Results	Progress against forecast
Chemicals for HDD	1,772	2,720	562	20.7%
Chemicals for Wafer & PKG	36,153	38,610	9,372	24.3%
Conventional Electroless Nickel	4,796	4,810	1,077	22.4%
Others	3,253	4,010	938	23.4%
Total	45,975	50,150	11,950	23.8%

<Reference> Foreign exchange sensitivity
Assumed rate for fiscal year ending March 31, 2025: 151.41 yen (JPY/USD)

Impact on full-year results:

If the yen depreciates by 1 yen

- Sales: increase by approx. ¥350 million
- Operating profit: increase by approx. ¥50 million

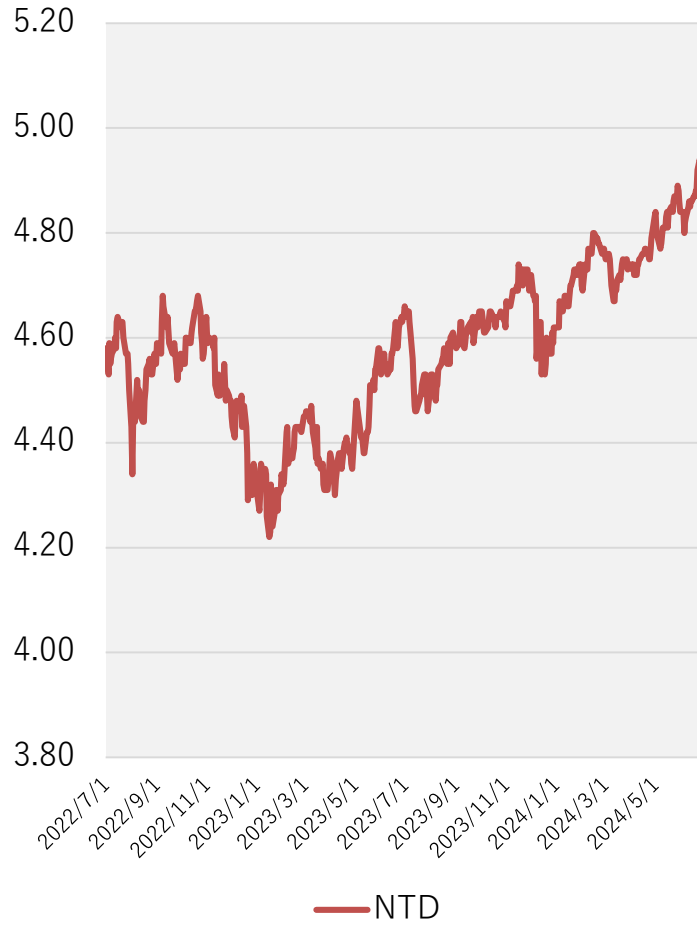
If the yen appreciates by 1 yen

- Sales: decrease by approx. ¥350 million
- Operating profit: decrease by approx. ¥50 million

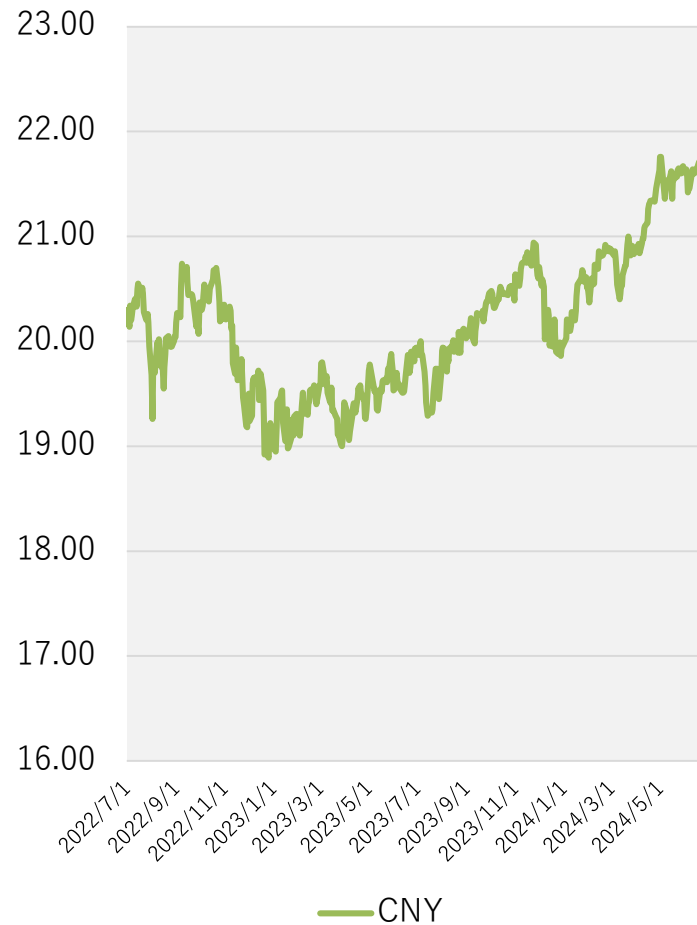
*It is assumed that other currencies move in tandem with the US dollar.

Exchange Rates

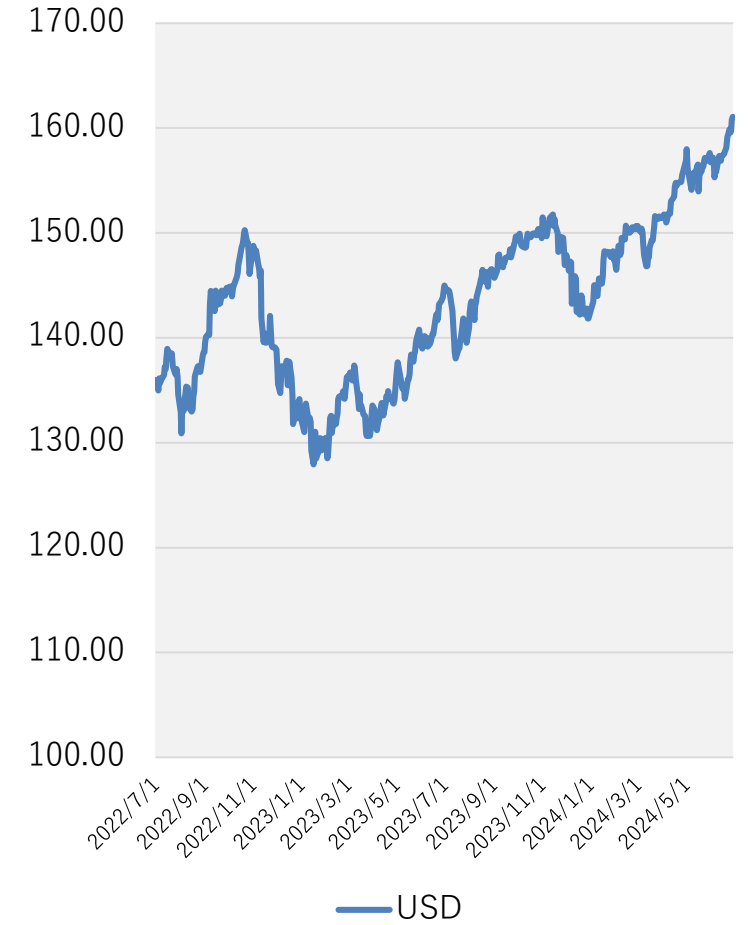
NTD



CNY

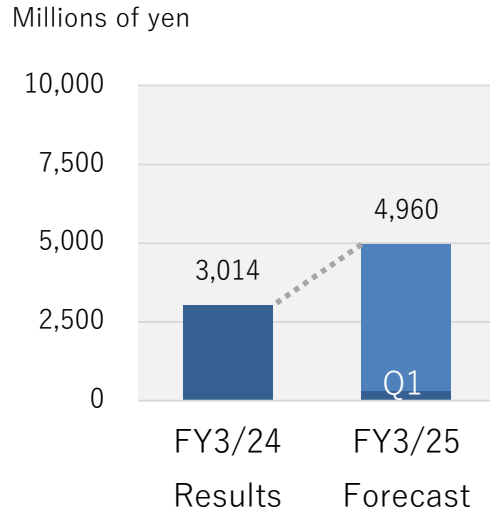


USD

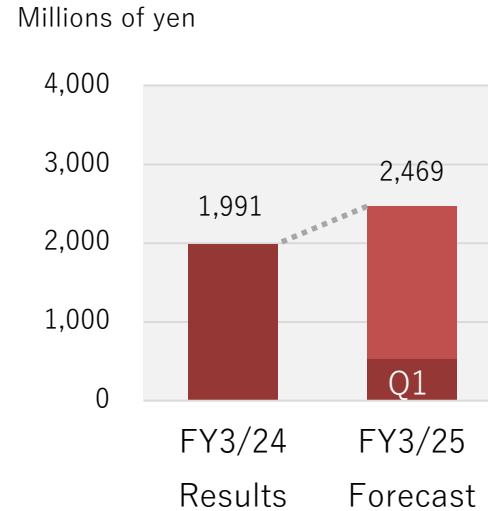


Capital Expenditure, Depreciation and R&D Expenses

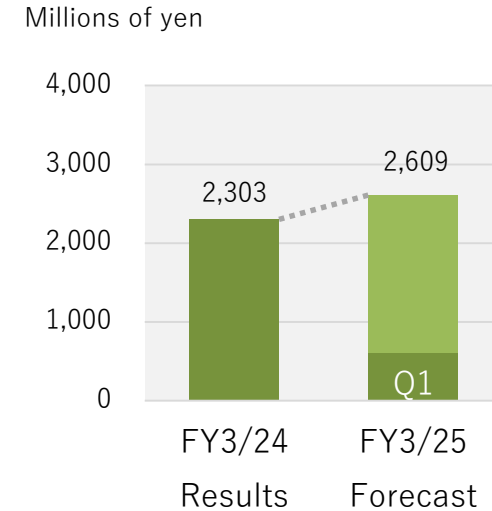
Capital Expenditure



Depreciation



R&D Expenses



Millions of yen	FY3/24 Results (Full-year)	Q1 FY3/25 Results	FY3/25 Forecast (Full-year)
Capital Expenditure	3,014	309	4,960
Depreciation	1,991	535	2,469
R&D Expenses	2,303	611	2,609

Reference

Basic Strategy for Sales

We aim for higher customer satisfaction
We are committed to action with sincerity

- Sales and development strategies that accelerate the growth of our share in markets where it is already high
- Sales and development strategies that increase our share in markets where it is still low
- Manufacturing strategy aligned with market trend
- Provision of total solutions including chemicals, machines and control systems

Business Overview

Total Solutions for Plating Technologies

Plating chemicals

Chemicals used to form a thin deposit of metal on the surface of a material, to give it various functions or decorativeness

Plating equipment

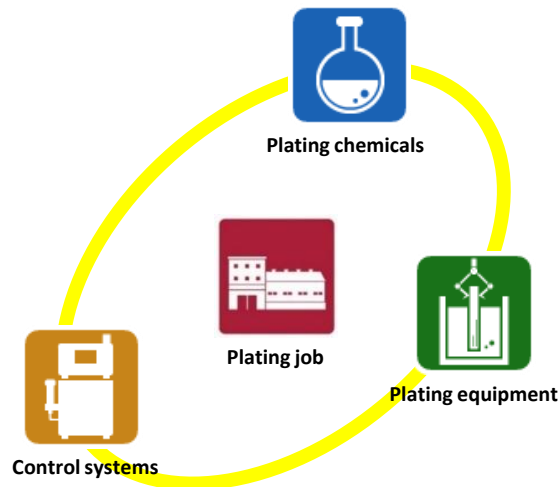
Equipment to efficiently advance the plating process on large amounts of material, or on materials that are difficult to plate on

Control systems

Systems to constantly analyze the state of the plating chemicals and perform the chemical replenishment

Plating job

Group companies' plating plants that use Uyemura products for plating chemicals, equipment and systems



► The scope of surface treatment business is broadly divided into the three areas of plating chemicals, plating equipment and control systems. Uyemura develops business in all three of these areas.

Our Group companies in Thailand, Taiwan and Indonesia engage in production at their plating plants, using plating chemicals, equipment and systems made by Uyemura. Serving as model plants using Uyemura products, our plating plants accumulate practical expertise on site and provide useful feedback for product development.

Industries Related to Uyemura

- **Electronic components / Semiconductors**

Automotive industry: The momentum of electric vehicles (EVs) have plateaued, but the overall automotive market remains buoyant due to the rise of fuel-cell and hybrid vehicles. In addition, more electronic components and semiconductors are used in vehicles because more vehicles adopt the Advanced Driver-Assistance System (ADAS). With this trend, a larger number of components, semiconductors, and sensors are being installed in vehicles. To make Level 4 autonomous vehicles, even more electronic components will be needed.

Information processor industry: Demands for data centers and AI servers is surging. Aluminum hard disks are used as the storage medium for those servers. Shipments of electroless Ni plating products for aluminum hard disks have grown steadily because electroless Ni is used for the surface finishing of aluminum hard disks. We do not expect Solid State Drive (SSD) to replace aluminum hard disks in the foreseeable future, mainly because of their price differences.

- **Surface finishing equipment**


Package-related organic PKG plating facilities were expanded both in Japan and overseas. Although we expect investment in organic PKG plating facilities to settle in the current fiscal year, we believe that investment will continue in new-concept plating equipment for quality improvement. Therefore, we are proposing new-concept plating equipment for quality improvement to our customers.

Industries Related to Uyemura

- **Raw materials related to Uyemura**

Sharp rise in the prices of raw materials and crude oil: All the prices of raw materials, components, and fuels have been soaring due to the impacts of the Russo-Ukrainian conflict and COVID-19. Obviously, the impact of exchange rate is also significant. We expect a huge demand for surface finishing chemicals for automotive power semiconductors and electronic components to assist autonomous driving. In addition, although many material prices of chemicals are soaring due to the impacts of foreign exchange rates and other factors, we continue to make every effort to absorb the rising costs on our own. We ask for price cooperation for precious metals, for which price hike cannot be absorbed on our own, metals and raw materials whose prices are linked to market prices, and raw materials whose prices have risen too rapidly for us to absorb on our own. While plating equipment-related components have become relatively easy to obtain, procurement of some raw materials for semiconductor equipment used in clean rooms etc. continues to be challenging.

ESG and SDG Related Initiatives

Under the Uyemura Group slogan of “Growing together with  (UY:You),” our aims are to grow and prosper together with our stakeholders and to be a company that is able to contribute to society.

Environment

Development and expansion of sales of environmentally friendly products and technologies



Development and delivery of products that will lead to the development of society and improvement of the environment



Reduction of waste and water consumption



Use of clean energy and reduction of electricity consumption



Realization of a sustainable society

Social

Promotion of social and community contribution activities



Automation of factory process from order receipt to shipment

Development of workplace environments where employees can work energetically



Governance

Thorough compliance with laws and regulations and respect for human rights

































Implementation of business continuity plan



Please refer to our website for detailed information on our initiatives.

Uyemura Group Companies

Company name	Foundation	Location	Business
C.Uyemura & Co., Ltd.	1848 (Establishment) 1933 (Incorporated)	Japan	    
Uyemura International Corporation	1985	US	  
Uyemura International (Hong Kong) Co., Ltd.	1986	China (Hong Kong)	
Taiwan Uyemura Co., Ltd.	1987	Taiwan	    
Sum Hitechs Co., Ltd.	1987	Thailand	   
Uyemura (Shenzhen) Co., Ltd.	1988	China (Shenzhen)	   
Uyemura International (Singapore) Pte Ltd	1992	Singapore	
Uyemura (Malaysia) Sdn. Bhd.	1996	Malaysia	 
Uyemura (Shanghai) Co., Ltd.	2002	China (Shanghai)	
Uyemura Korea Co., Ltd.	2010	Korea	 
PT.Uyemura Indonesia	2012	Indonesia	 



Sales



R&D



Chemical
Production



Machinery
Production



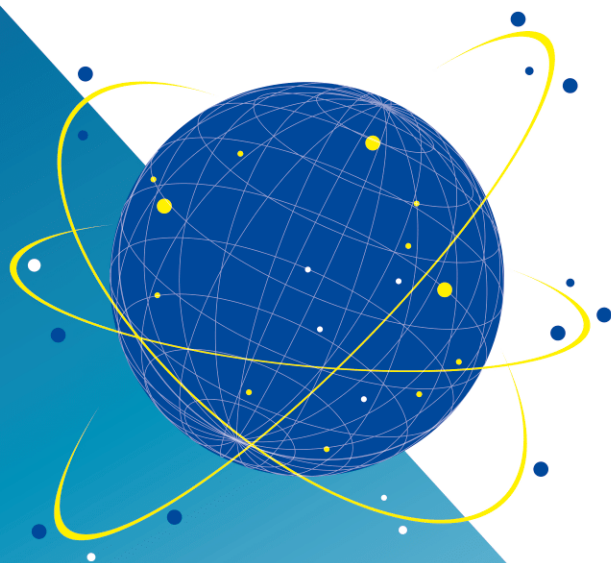
Plating Job



Real Estate
Rental

Forecasts of future performance in this report are based on assumptions judged to be valid and information currently available to the Company, but are not promises by the Company regarding future performance. Actual results are affected by various factors and may differ substantially.

Growing together with



Uyemura Group Companies

• Japan	C.Uyemura & Co., Ltd.	• Taiwan	Taiwan Uyemura Co., Ltd.
• USA	Uyemura International Corporation	• Korea	Uyemura Korea Co., Ltd.
• Hong Kong	Uyemura International (Hong Kong) Co., Ltd.	• Singapore	Uyemura International (Singapore) Pte Ltd
• Shenzhen	Uyemura (Shenzhen) Co., Ltd.	• Malaysia	Uyemura (Malaysia) Sdn. Bhd.
• Shanghai	Uyemura (Shanghai) Co., Ltd.	• Thailand	Sum Hitechs Co., Ltd.
		• Indonesia	PT. Uyemura Indonesia