

# Results of Operations

for the Third Quarter of the Fiscal Year Ending March 31, 2023

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C. Uyemura & Co., Ltd.

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

February 10, 2023

# Overview of Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2023

Period under review

In Japan (2 companies): April–December / Overseas (10 companies): January–September

- **Surface finishing materials business**

- Both segment sales and profit of the mainstay plating chemicals for package PWBs saw a year-over-year increase benefited. This was achieved despite the inventory adjustments made for some semiconductors after the last year's summer season.

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- **Surface finishing machinery business**

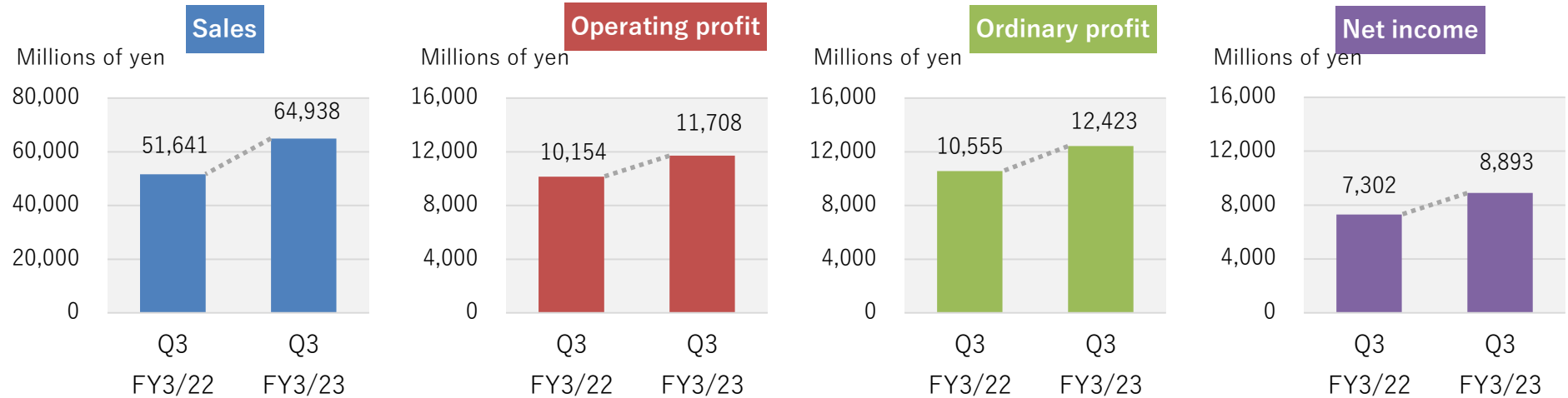
- Both segment sales and profit of the surface finishing machinery business saw a year-over-year increase as the demands for the machinery for semiconductors and electronic components remained firm especially in the Japan, Taiwan, and East China.

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- **Plating job business**

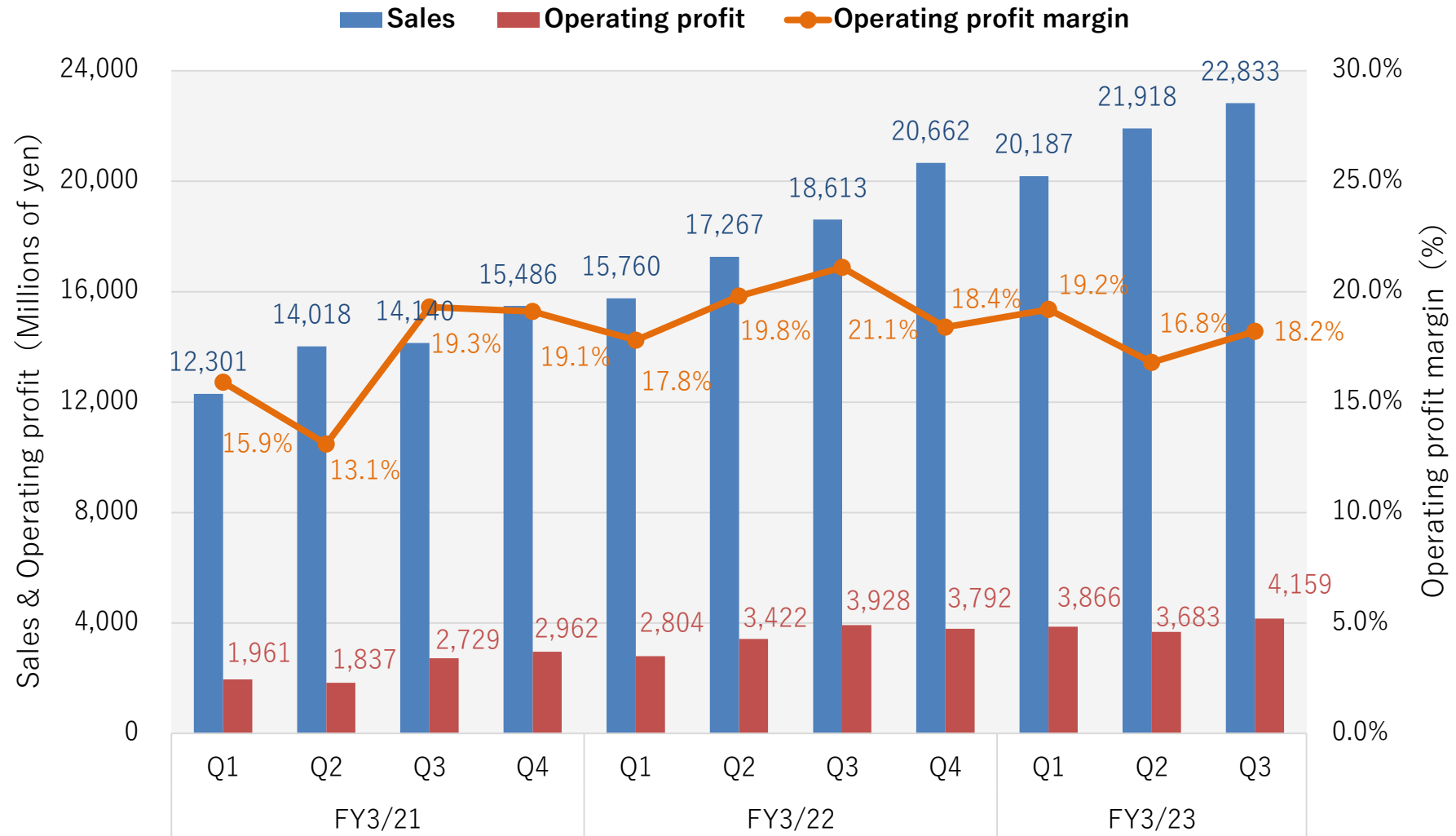
- Net sales for plating job business increased year-over-year. Plating job business for PWBs in Taiwan continued to show strong performance. The plating job business for automobile industry in Thailand and Indonesia has not fully recovered yet due to impacts of the zero-COVID policy in China. Nevertheless, it emerged from the significant decline resulting from the impacts of COVID-19 pandemic in the previous period. On the profit front, there was an impact of the soaring raw material prices such as non-ferrous metals.

# Q3 FY3/23 Financial Results

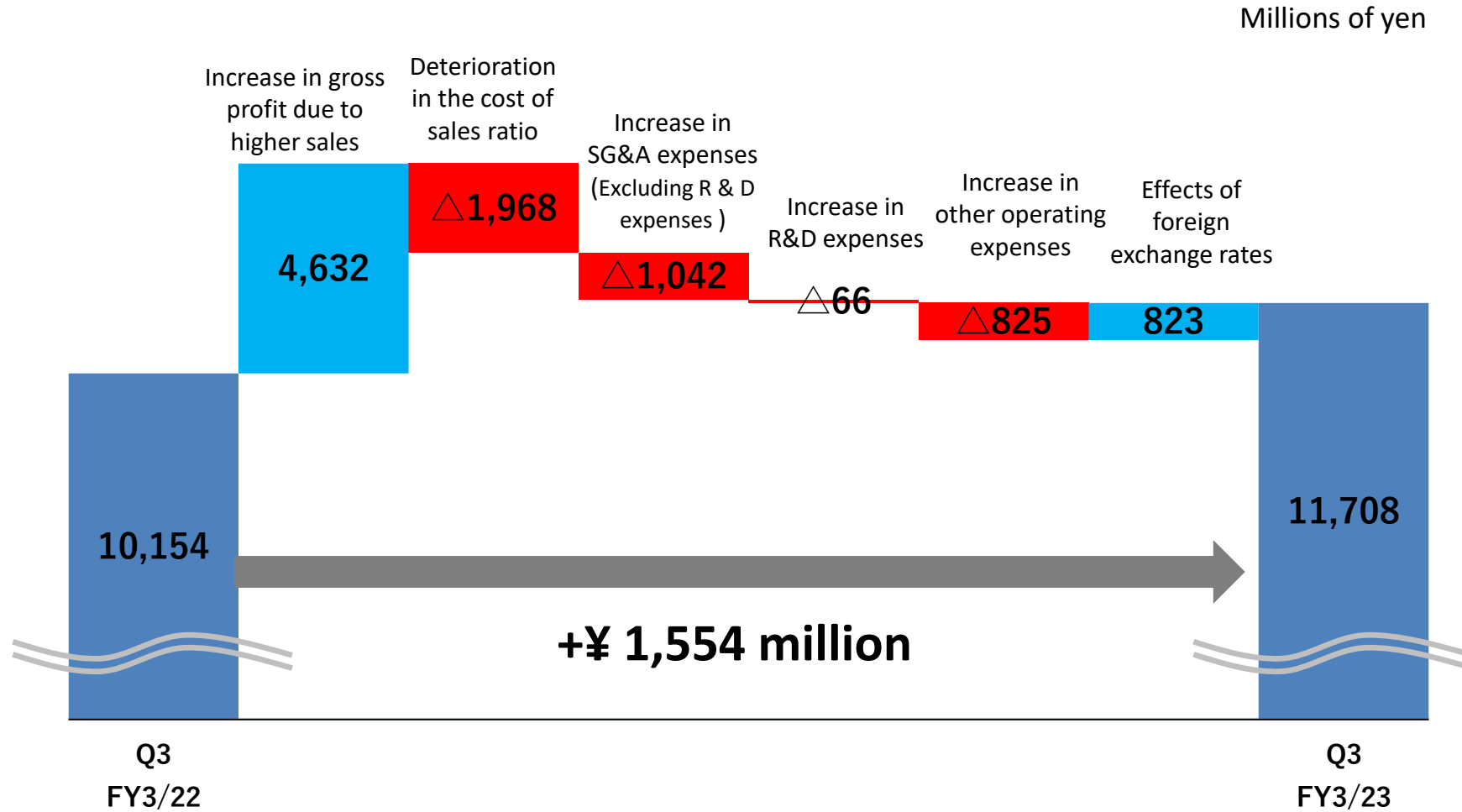


Millions of yen	Q3 FY3/22 Results	Q3 FY3/23 Results	Change	Percentage change
Sales	51,641	64,938	+13,297	+25.8%
Operating profit	10,154	11,708	+1,554	+15.3%
Ordinary profit	10,555	12,423	+1,868	+17.7%
Net income	7,302	8,893	+1,591	+21.8%
Exchange rate: \$US	108.58 yen	128.30 yen	+19.72 yen	

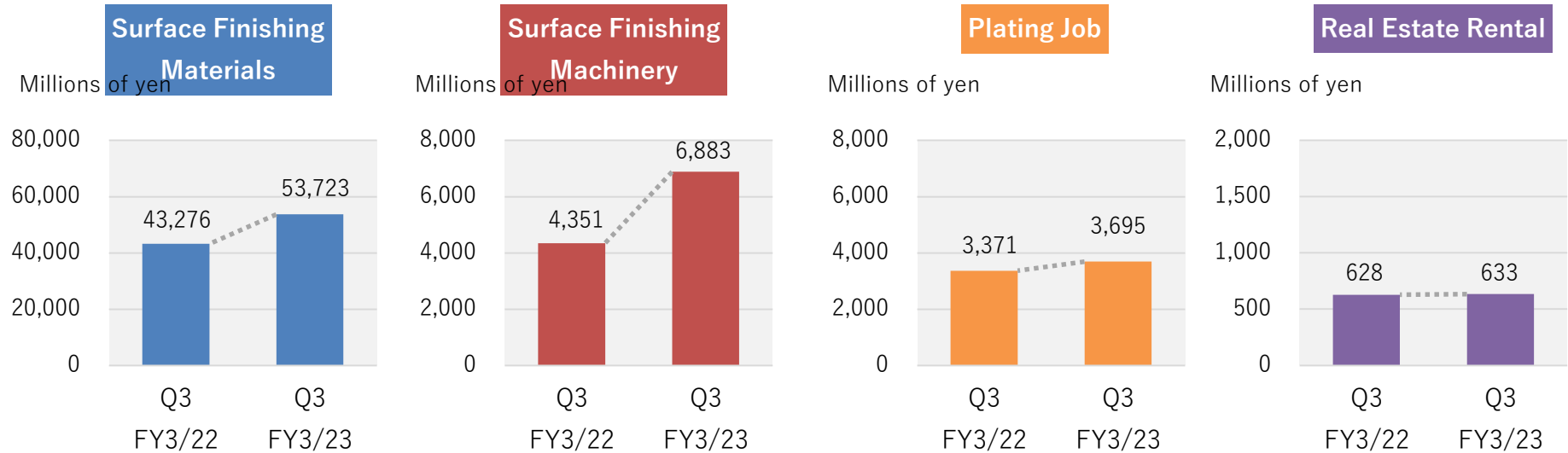
# Quarterly Results



# Changes in Operating profit

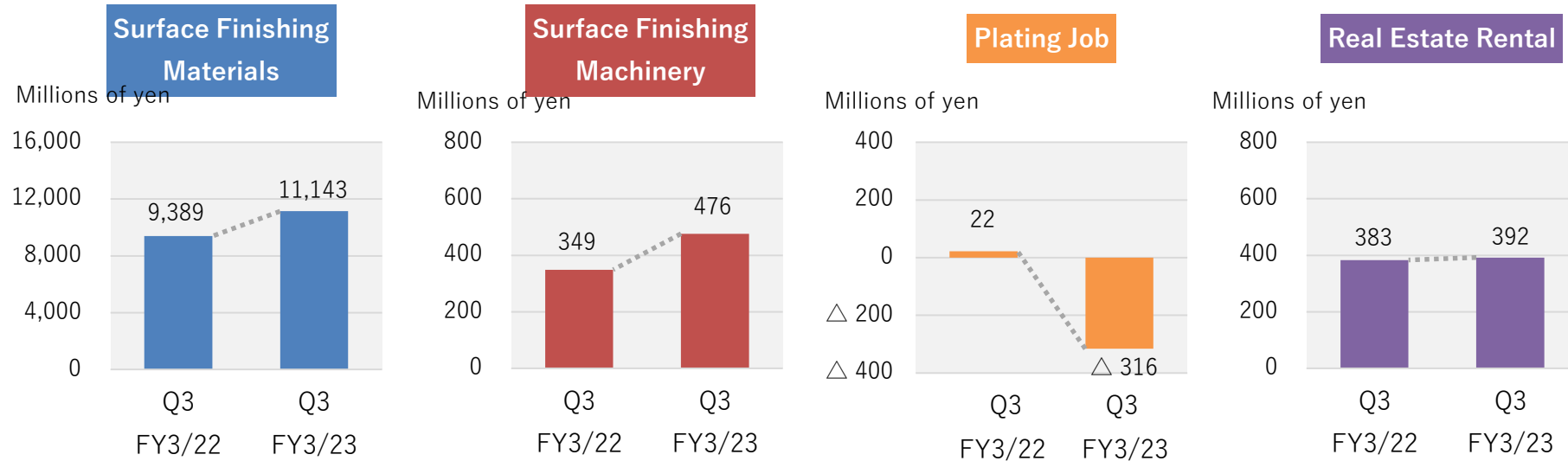


# Sales by Business Segment



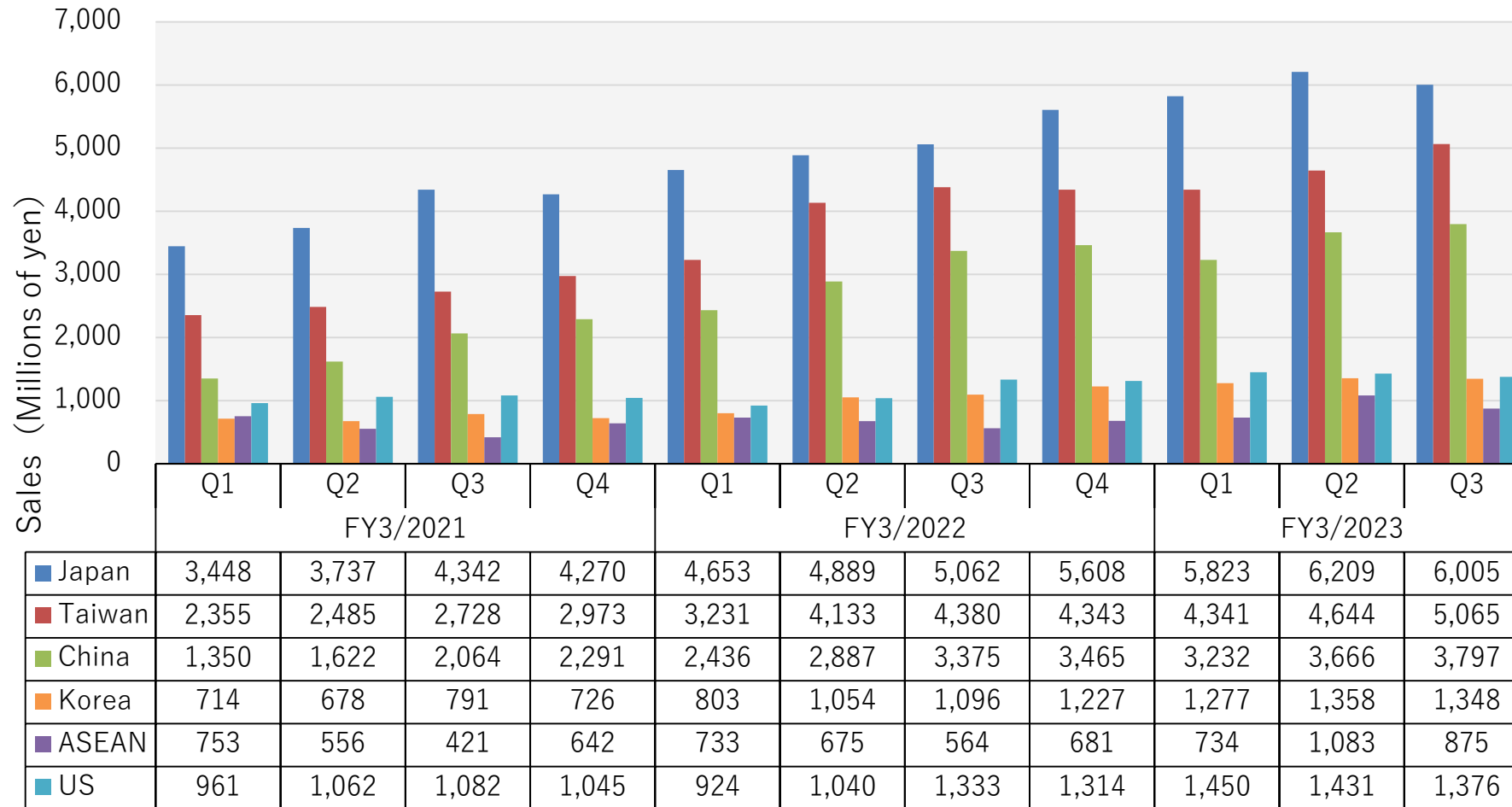
Millions of yen	Q3 FY3/22 Results	Q3 FY3/23 Results	Change	Percentage change
Surface Finishing Materials	43,276	53,723	+10,447	+24.1%
Surface Finishing Machinery	4,351	6,883	+2,532	+58.2%
Plating Job	3,371	3,695	+324	+9.6%
Real Estate Rental	628	633	+5	+0.8%

# Operating Income by Business Segment

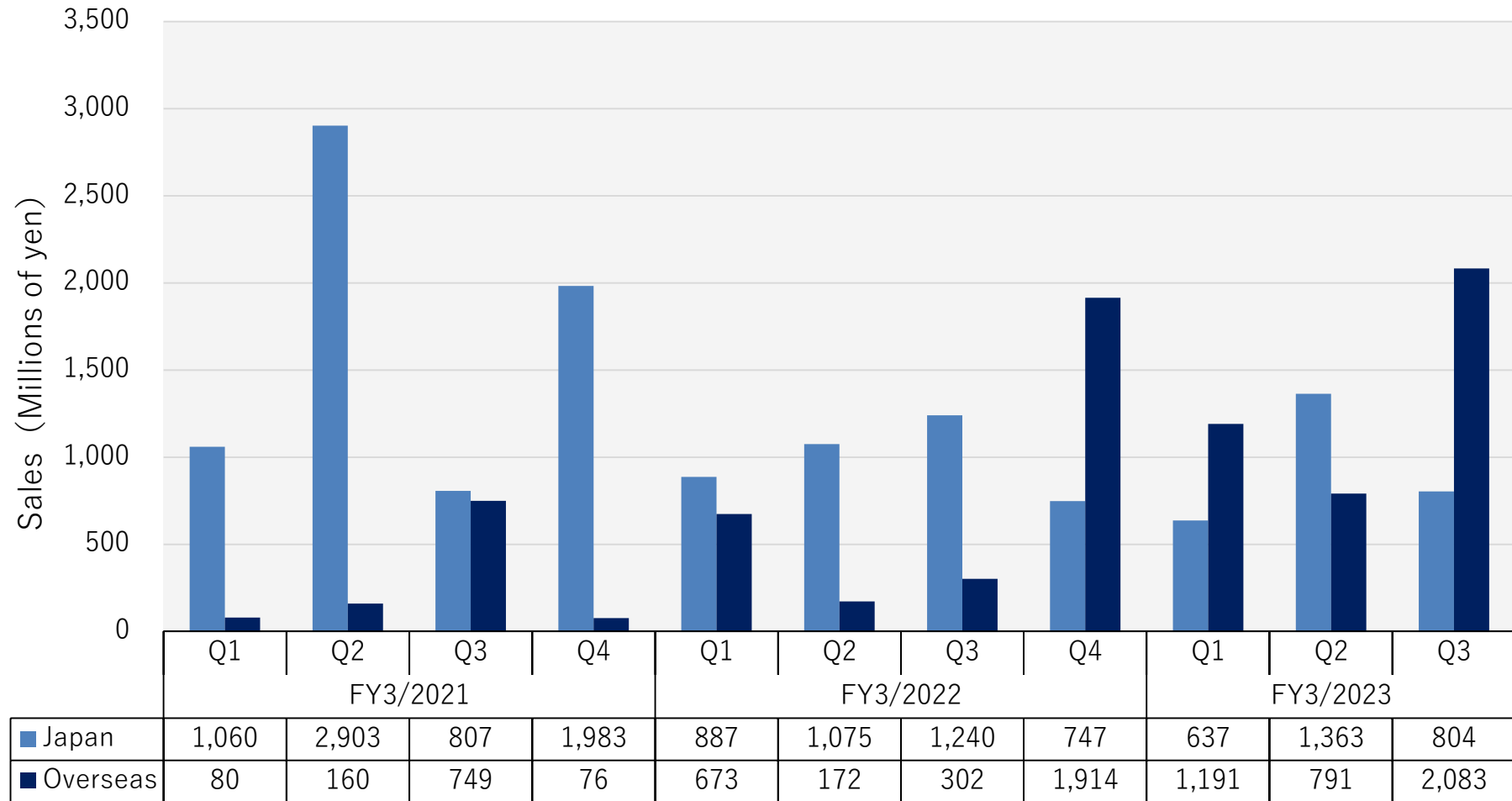


Millions of yen	Q3 FY3/22 Results	Q3 FY3/23 Results	Change	Percentage change
Surface Finishing Materials	9,389	11,143	+1,754	+18.7%
Surface Finishing Machinery	349	476	+127	+36.3%
Plating Job	22	△ 316	△ 338	-
Real Estate Rental	383	392	+9	+2.3%

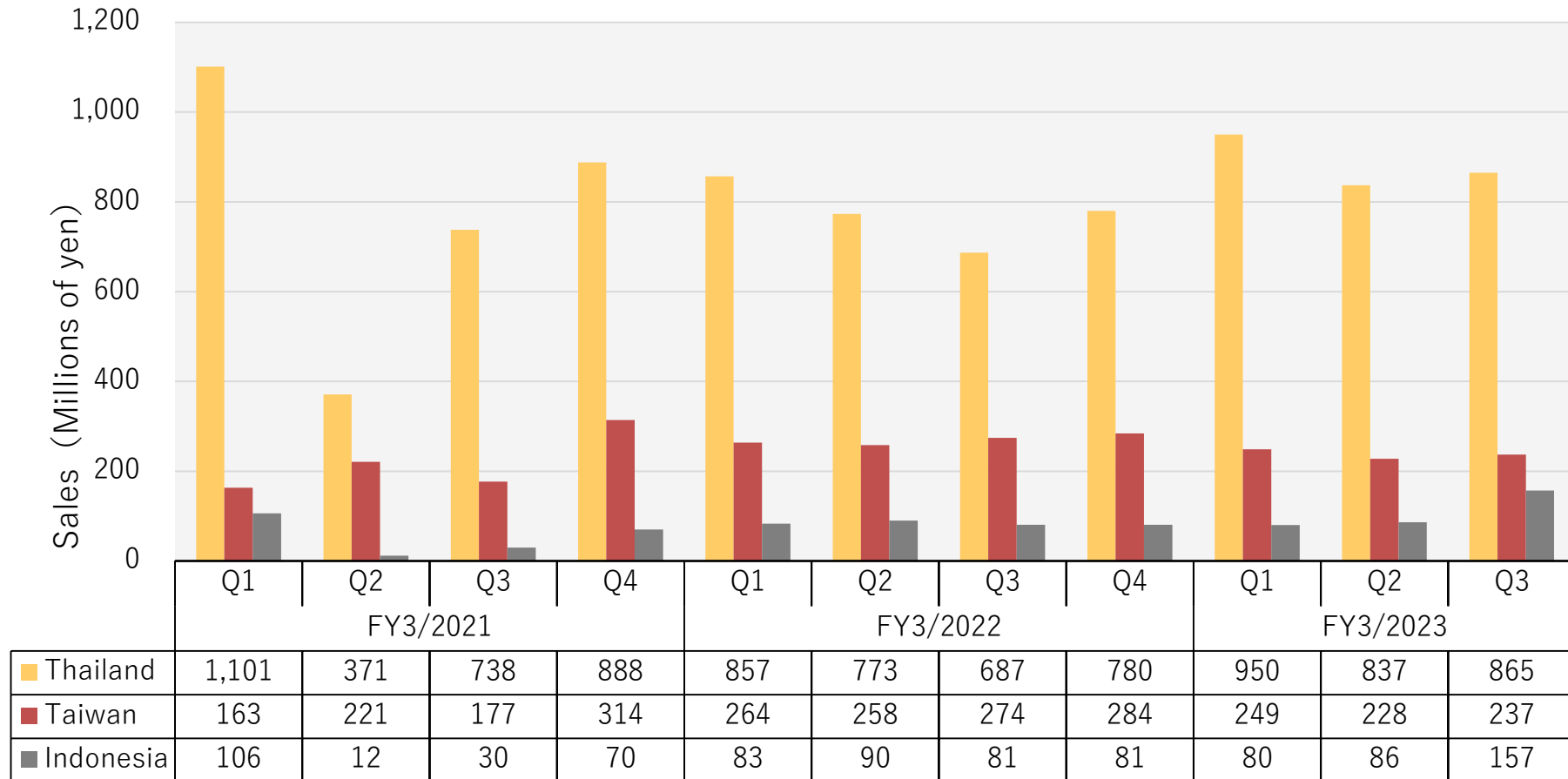
# Surface Finishing Materials Business Sales



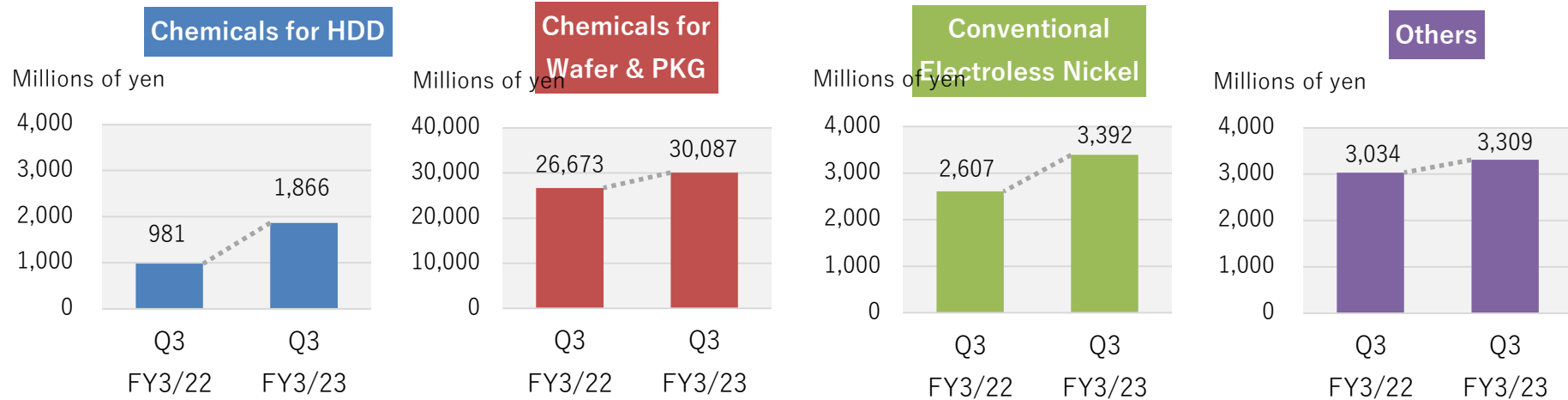
# Surface Finishing Machinery Business Sales



# Plating Job Business Sales



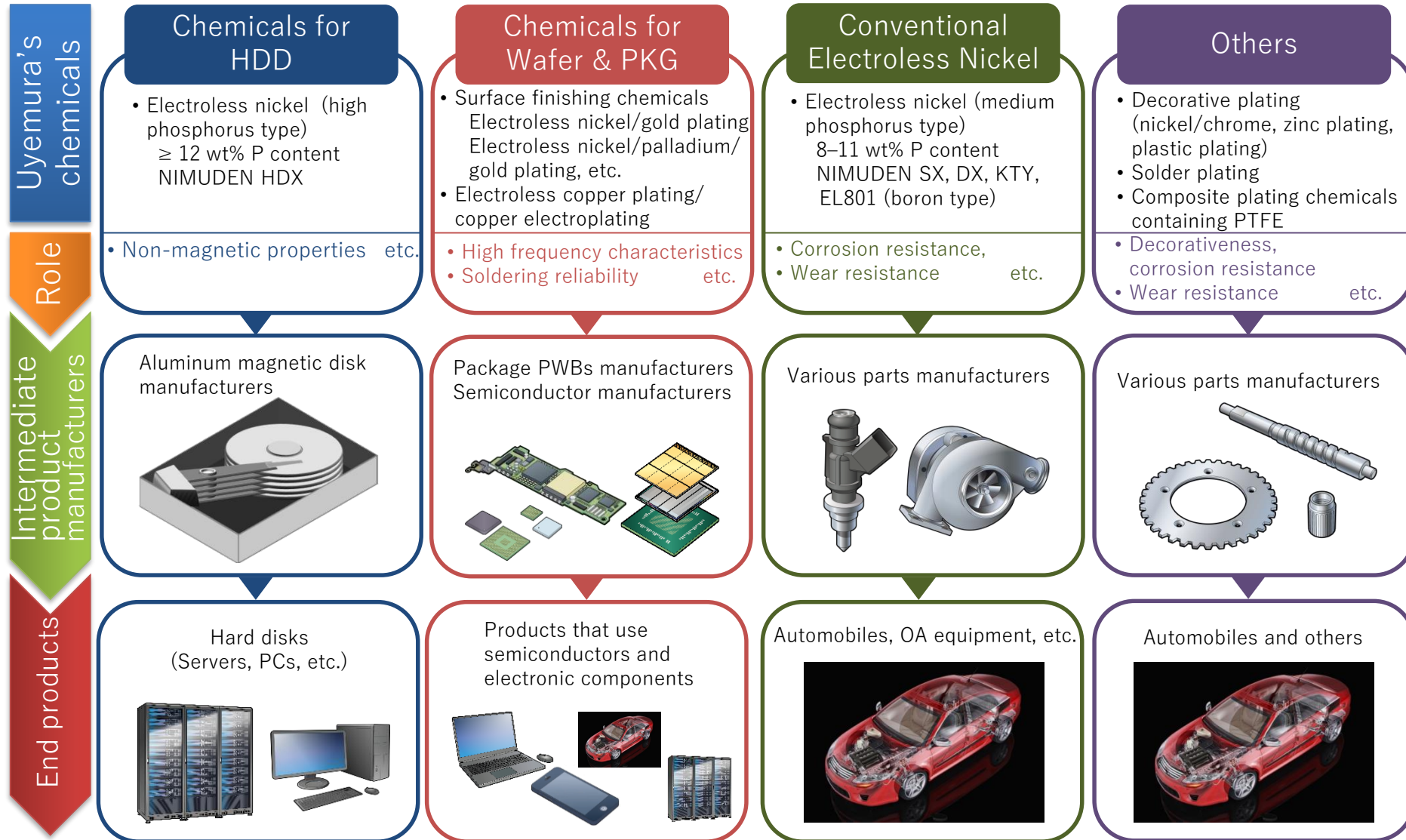
# Sales by Chemicals Categories



Millions of yen	Q3 FY3/22 Results		Q3 FY3/23 Results		Change	Percentage change
		%		%		
Chemicals for HDD	981	2.9%	1,866	4.8%	+884	+90.2%
Chemicals for Wafer & PKG	26,673	80.1%	30,087	77.8%	+3,414	+12.8%
Conventional Electroless Nickel	2,607	7.8%	3,392	8.8%	+784	+30.1%
Others	3,034	9.1%	3,309	8.6%	+274	+9.1%
<b>Total</b>	<b>33,297</b>	<b>100.0%</b>	<b>38,656</b>	<b>100.0%</b>	<b>+5,359</b>	<b>+16.1%</b>

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.

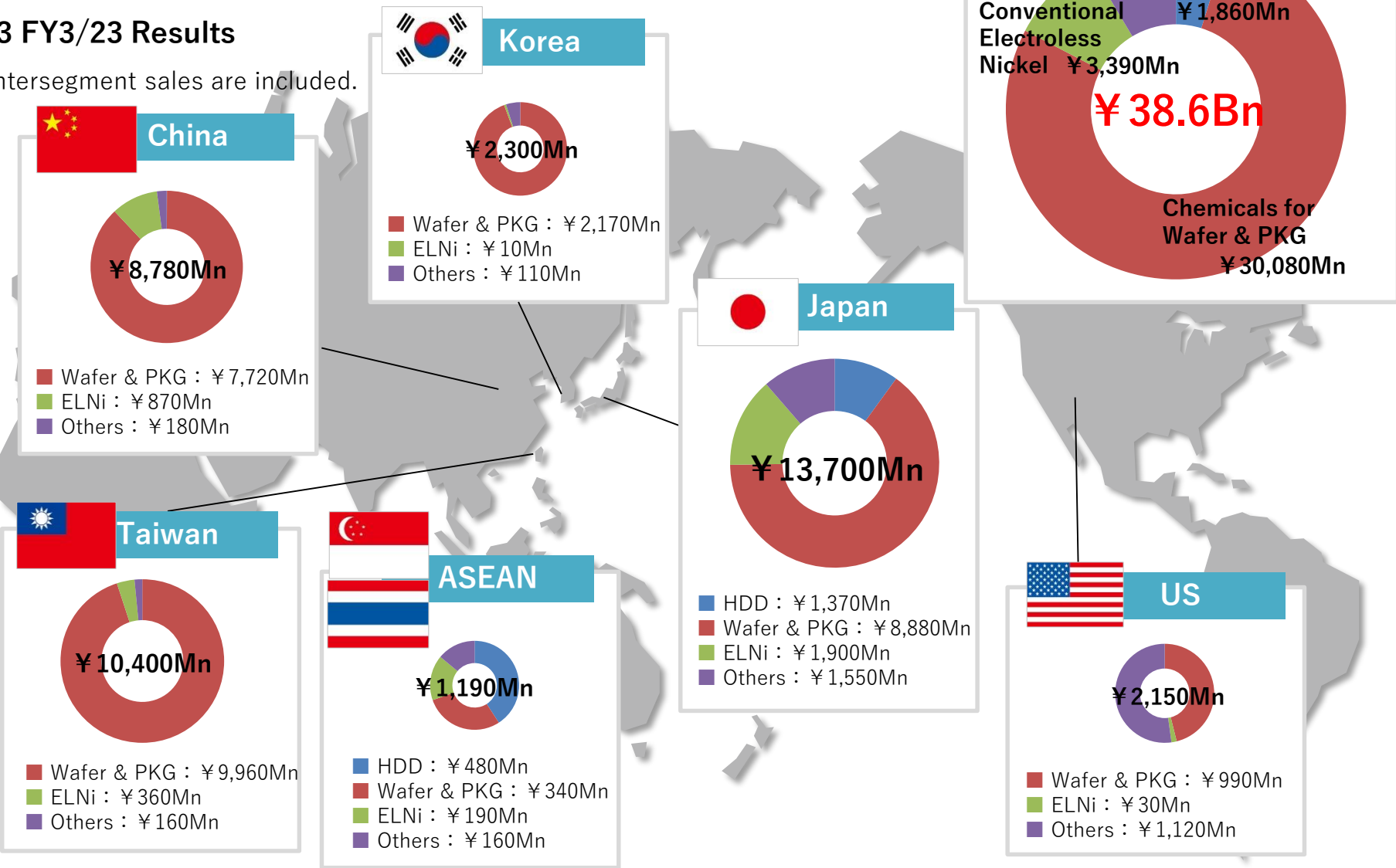
# Chemicals Business – From Uyemura to End Users



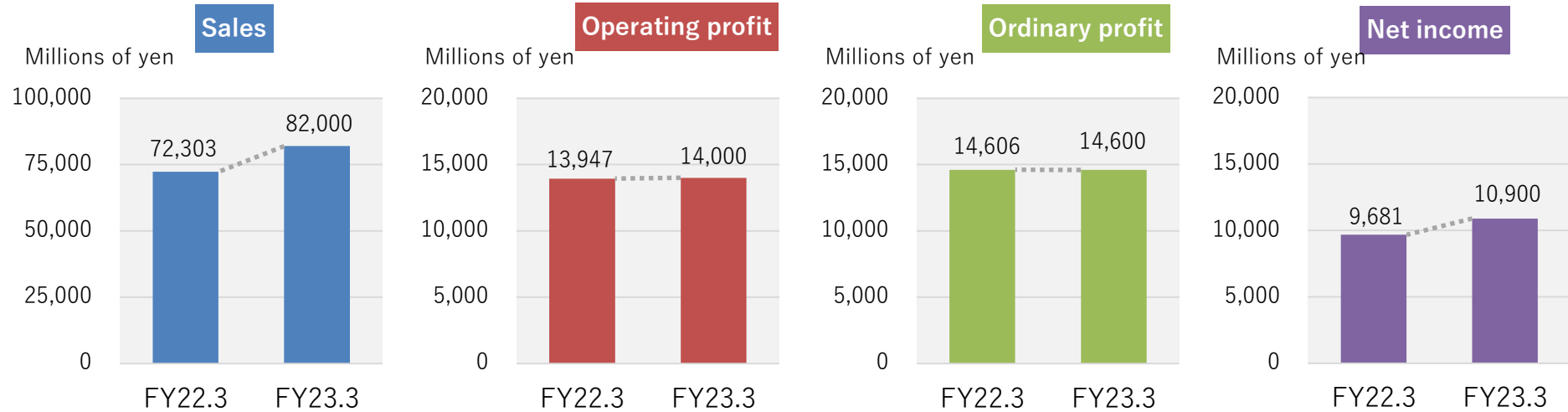
# Chemical Sales by Region

## Q3 FY3/23 Results

\*Intersegment sales are included.



# FY3/23 Consolidated Forecast



Millions of yen	FY3/22 Results	FY3/23 Forecast (Revised on Nov.11,2022)	Change	Percentage change
Sales	72,303	82,000	+ 9,696	+ 13.4%
Operating profit	13,947	14,000	+ 52	+ 0.4%
Ordinary profit	14,606	14,600	△ 6	△ 0.0%
Net income	9,681	10,900	+ 1,218	+ 12.6%
Exchange rate: \$US	109.90 yen	133.28 yen	+ 23.38 yen	

# FY3/23 Consolidated Forecasts

## ● Sales & Operating profit by Business Segment

Millions of yen	Sales				Operating profit			
	FY3/22 Results	FY3/23 Forecast (Revised on Nov.11,2022)	Q3 FY3/23 Results	Progress against forecast	FY3/22 Results	FY3/23 Forecast (Revised on Nov.11,2022)	Q3 FY3/23 Results	Progress against forecast
Surface Finishing Materials	59,920	69,500	53,723	77.3%	12,717	13,500	11,143	82.5%
Surface Finishing Machinery	7,013	6,900	6,883	99.8%	680	400	476	119.0%
Plating Job	4,518	4,800	3,695	77.0%	29	△ 400	△ 316	-
Real Estate Rental	834	800	633	79.1%	503	500	392	78.4%

## ● Sales by Chemicals Categories

Millions of yen	FY3/22 Results	FY3/23 Forecast (Revised on Nov.11,2022)	Q3 FY3/23 Results	Progress against forecast
Chemicals for HDD	1,419	2,400	1,866	77.8%
Chemicals for Wafer & PKG	36,722	40,640	30,087	74.0%
Conventional Electroless Nickel	3,630	4,080	3,392	83.1%
Others	4,205	4,630	3,309	71.5%
Total	45,977	51,750	38,656	74.7%

# Exchange Rates

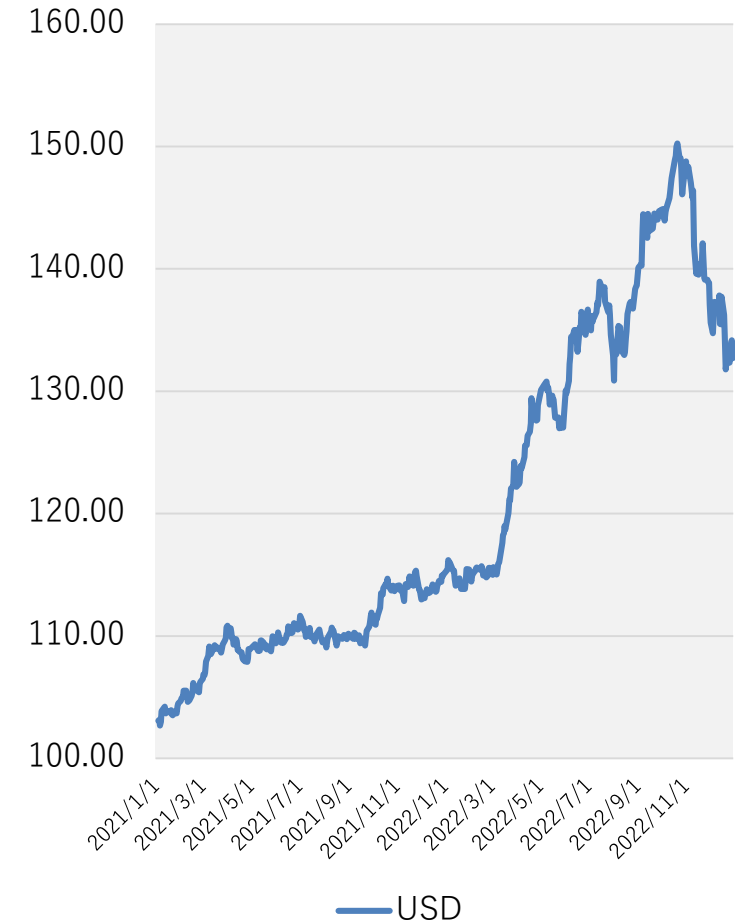
## NTD



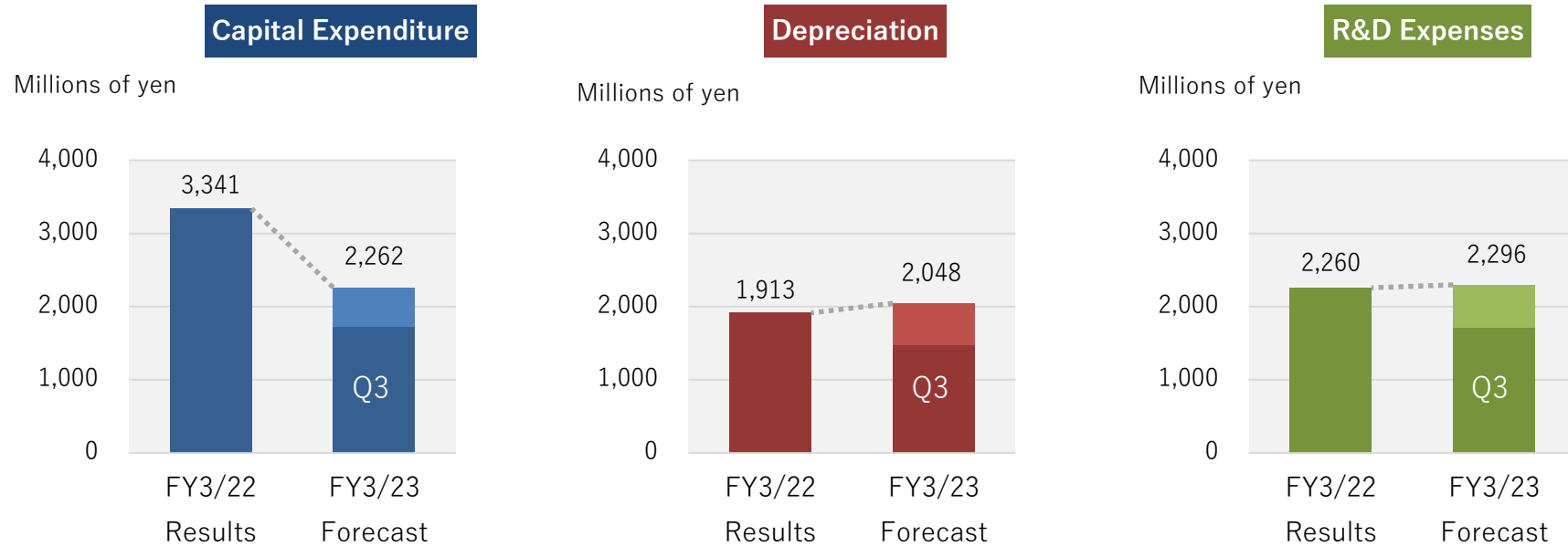
## CNY



## USD



# Capital Expenditure, Depreciation and R&D Expenses



Millions of yen	FY3/22 Results (Full-year)	Q3 FY3/23 Results	FY3/23 Forecast (Full-year)
Capital Expenditure	3,341	1,723	2,262
Depreciation	1,913	1,482	2,048
R&D Expenses	2,260	1,722	2,296

# Capital Policy

**We are working on a capital policy in view of the basic policy of securing a stable management base and improving the return on shareholders' equity.**

**Goal: 50% for the total return ratio on a consolidated basis and 8.5% ROE**

**Flexible acquisition of shares worth 6 billion yen during the 3-year period from FY3/2022 to FY3/2024**

**Target for 10% ROE in the medium- to long-term**

- **Realization of stable dividends and flexible acquisition of treasury share based on a total return ratio**
- **Flexible acquisition of treasury shares considering economic conditions, financial conditions, etc.**
- **Securing internal reserves for fields and regions where future growth is expected, new technology acquisition, M&A transactions, unexpected events, and natural disasters**

\* We hold a certain amount of our shares in treasury to be used as a reward to motivate our executives and employees to achieve sustainable corporate value creation as well as to implement our M&A strategy (M&A transactions, business and capital alliances, etc.).

\* If we do not implement our M&A strategy, we will consider cancelling treasury shares that exceed 10% of total number of shares outstanding.

# Reference

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**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

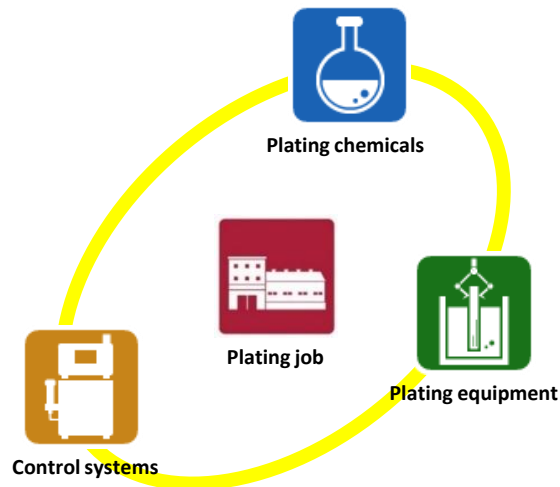
Equipment to efficiently advance the plating process on large amounts of material, or on materials that are difficult to plate on

### 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: As electrification and autonomous driving progress, more electronic components and semiconductors are used. Eco-friendly vehicles and those equipped with the automatic driver assistance system (ADAS) grew across the world. An increase in the number of eco-friendly vehicles, as well as those equipped with ADAS and EVs, will then lead to massive demands for batteries, GPS units, assisted navigation systems, a range of sensors, on-board cameras, and motor control electronic components. To make Level 4 autonomous cars, even more electronic components will be needed.

Servers: Surface finishing is required by storage media for servers such as hard disks, mobile devices as key parts for controlling communications between servers and terminals, and also personal computers. Furthermore, it is also required by electronic components that control real time transmission of geographic information for ADAS and others to a moving vehicle. As such, we considered the demand for surface finishing continues although there may be inventory adjustments temporarily.

- **Surface finishing equipment**

The make-to-order business environment is expected to remain solid for a while, given that customers have continued aggressive capital investment in equipment for semiconductors and other electronic components as well as PKG/PWBs to address the supply shortage of these components.



# Industries Related to Uyemura

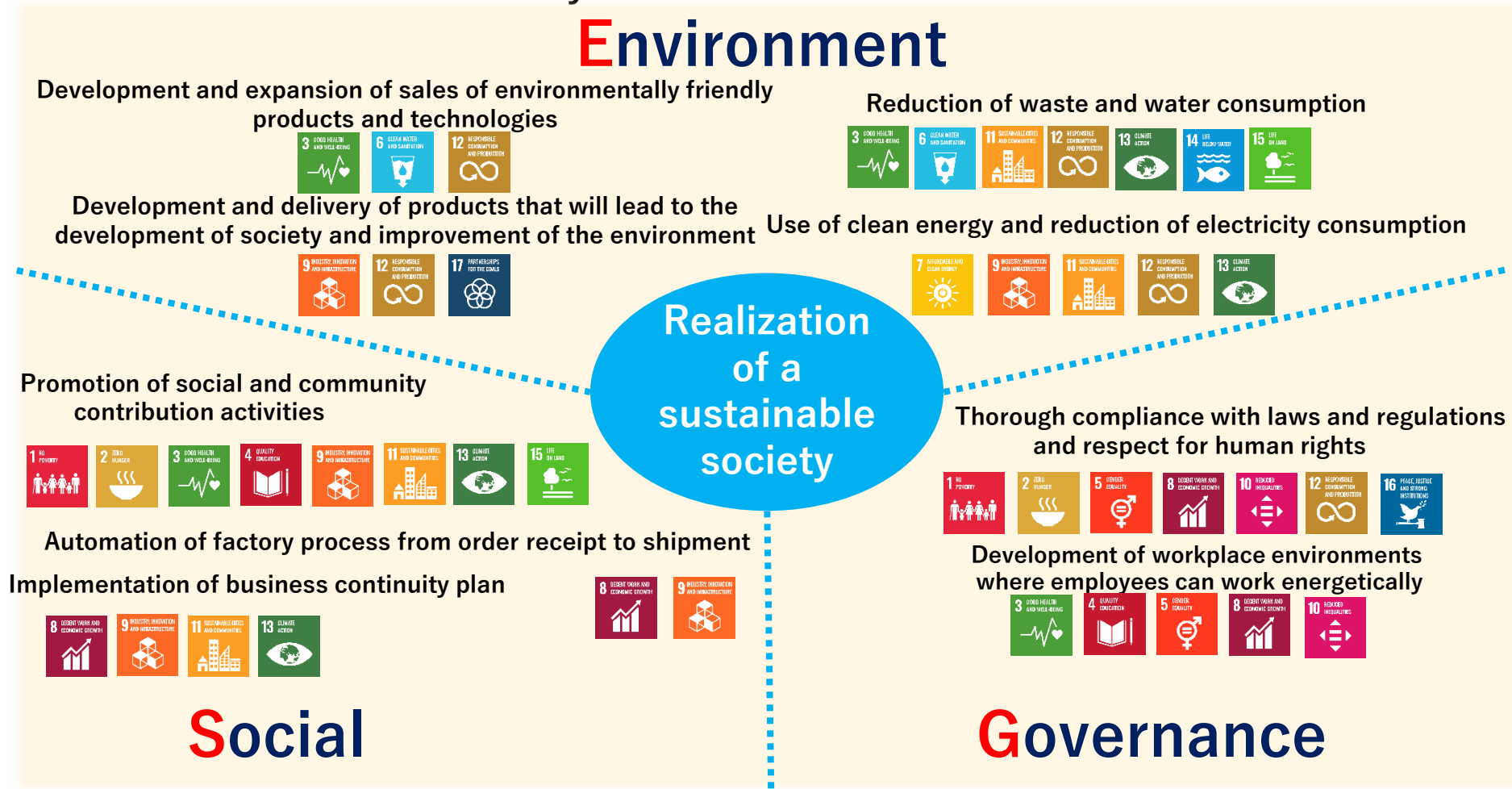
- **Raw materials related to Uyemura**

**Shortage of electronic and machinery components:** The COVID-19 pandemic has been forcing an increasing number of factories to shut down. However, we believe that the recovery of demand in the Chinese market will lead, in turn, to a virtuous cycle in the business. Although it remains to be seen when the demands for mobile terminals and data centers recover, production for components for electric vehicles and hybrid vehicles remains strong. While customers are aggressive in capital investment, they still have difficulties in procuring components.
































**Sharp rise in the prices of raw materials and crude oil:** All the prices of raw materials, components, and fuels are soaring due to the impacts of the Ukraine conflict and COVID-19. Obviously, the impact of exchange rate is also huge. Supply-demand balance is still tight for semiconductor devices for automobiles. There are huge potential demands for semiconductors for automobiles and sensors to assist autonomous driving, but the material prices of chemicals are also soaring due to the impacts of foreign exchange and other factors. To deal with the situation, we are trying to absorb the rising costs on our own. We are also making every effort to gain customers' understanding of the situation so that they will accept a market-linked pricing for precious and other metals, for which the price hike cannot be absorbed on our own.







# Initiatives related to ESG and SDGs

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



# Uyemura Group Companies

Company name	Foundation	Location	Business
C.Uyemura & Co., Ltd.	1848 (Establishment) 1933 (Incorporated)	Japan	    
Sumix Corporation	1963	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. Sumix Corporation	• 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