

Brief Financial Report for the Year Ended March 31, 2022 [Based on Japanese Accounting Standards] (Consolidated)

Listed Company Name: PIOLAX Inc. Listing Exchanges: Tokyo Stock Exchange (First Section)
 Code No.: 5988 URL: <https://www.piolax.co.jp>
 Representative: President Yukihiko Shimazu
 Contact: General Manager, Management & Planning Department Toru Nagashima Tel.: 045-577-3880
 Date scheduled for general meeting of shareholders: June 24, 2022 Date scheduled to start dividend payment: June 27, 2022
 Date scheduled to submit asset securities report: June 27, 2022
 Preparation of supplementary materials for quarterly financial results: Yes
 Information meeting for financial results to be held: Yes (For institutional investor and investment analyst)

(Amounts are rounded to the nearest million yen.)

1. Consolidated performance for the year ended March 31, 2022 (April 1, 2021 to March 31, 2022)

(1) Consolidated business results

(Percentage changes from previous period.)

| | Net sales | | Operating income | | Ordinary income | | Net income attributable to owners of PIOLAX Inc. | |
|--------|-----------------|-------|------------------|-------|-----------------|-------|--|-------|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % |
| FY3/22 | 55,144 | 10.0 | 5,216 | 29.8 | 5,776 | 6.1 | 4,224 | 6.6 |
| FY3/21 | 50,152 | -19.7 | 4,018 | -40.5 | 5,446 | -26.4 | 3,962 | -24.3 |

(Note) Comprehensive income FY3/22 7,661 million yen (120.7%) FY3/21 3,471 million yen (-24.0%)

| | Net income per share | Net income per share-diluted | Net income to treasury shares | Ordinary income to total assets | Operating income to net sales |
|--------|----------------------|------------------------------|-------------------------------|---------------------------------|-------------------------------|
| | Yen | Yen | % | % | % |
| FY3/22 | 121.71 | - | 4.5 | 5.4 | 9.5 |
| FY3/21 | 113.49 | - | 4.3 | 5.2 | 8.0 |

(Reference) Investment profit (loss) arising from equity method FY3/22 769 million yen FY3/21 751 million yen

(2) Consolidated financial position

| | Total assets | Net assets | Equity capital ratio | Net assets per share |
|--------|-----------------|-----------------|----------------------|----------------------|
| | Millions of yen | Millions of yen | % | Yen |
| FY3/22 | 109,674 | 98,332 | 88.4 | 2,846.39 |
| FY3/21 | 106,051 | 93,746 | 87.1 | 2,646.78 |

(Reference) Shareholders' equity FY3/22 96,892 million yen FY3/21 92,410 million yen

(3) Consolidated cash flows

| | Net cash flows from operating activities | Net cash flows from investing activities | Net cash flows from financing activities | Cash and cash equivalents at ending of the term |
|--------|--|--|--|---|
| | Millions of yen | Millions of yen | Millions of yen | Millions of yen |
| FY3/22 | 6,441 | -3,861 | -4,686 | 29,925 |
| FY3/21 | 7,343 | -2,580 | 300 | 31,161 |

2. Dividends

| | Annual dividends | | | | | Total dividend amount (annual) | Payout ratio (consolidated) | Dividend on net assets (consolidated) |
|-------------------|----------------------|-----------------------|----------------------|----------|-----------|--------------------------------|-----------------------------|---------------------------------------|
| | End of first quarter | End of second quarter | End of third quarter | Term end | Full year | | | |
| | Yen | Yen | Yen | Yen | Yen | Millions of yen | % | % |
| FY3/21 | - | 10.00 | - | 25.00 | 35.00 | 1,267 | 30.8 | 1.3 |
| FY3/22 | - | 22.50 | - | 22.50 | 45.00 | 1,608 | 37.0 | 1.6 |
| FY3/23 (forecast) | - | 25.00 | - | 25.00 | 50.00 | | 39.4 | |

(Note)

1. We had introduced a stock compensation plan for directors, and the total dividend includes the dividend paid to the trust account.

3. Consolidated performance forecast for the year ending March 31, 2023 (April 1, 2022 to March 31, 2023)

(Percentage changes from previous period, and changes from the previous first half term for the same term)

| | Net sales | | Operating income | | Ordinary income | | Net income attributable to owners of PIOLAX Inc. | | Net income per share |
|------------------------|-----------------|------|------------------|-------|-----------------|-------|--|-------|----------------------|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % | Yen |
| First half (total sum) | 30,000 | 7.1 | 2,400 | -19.9 | 2,700 | -23.3 | 2,070 | -18.0 | 59.64 |
| Annual | 62,700 | 13.7 | 5,800 | 11.2 | 6,400 | 10.8 | 4,400 | 4.2 | 126.77 |

4. Consolidated financial statement

(1) Consolidated balance sheet

(Millions of yen)

| | FY 2020 (As of March 31, 2021) | FY 2021 (As of March 31, 2022) |
|--|-----------------------------------|-----------------------------------|
| Assets | | |
| Current assets | | |
| Cash and cash equivalents | 32,964 | 35,505 |
| Notes and accounts receivable-trade | 12,788 | 12,187 |
| Electronically recorded monetary claims-operating | 1,875 | 1,566 |
| Marketable securities | 5,599 | 2,535 |
| Goods and finished products | 4,191 | 5,321 |
| Material in progress | 1,744 | 2,082 |
| Raw materials and inventory goods | 1,827 | 2,859 |
| Income taxes receivable | - | 88 |
| Other current assets | 1,640 | 2,022 |
| Allowance for bad loans | -33 | -34 |
| Total current assets | 62,600 | 64,135 |
| Fixed assets | | |
| Tangible fixed assets | | |
| Buildings and structures | 17,395 | 18,288 |
| Accumulated depreciation | -9,585 | -10,578 |
| Buildings and structures (net) | 7,809 | 7,710 |
| Machinery equipment, and vehicles | 29,082 | 31,493 |
| Accumulated depreciation | -22,709 | -24,894 |
| Machinery equipment and vehicles (net) | 6,372 | 6,599 |
| Tools, furniture and fixture | 29,434 | 30,277 |
| Accumulated depreciation | -27,318 | -28,145 |
| Tools, furniture and fixture (net) | 2,115 | 2,132 |
| Land | 5,583 | 5,603 |
| Lease asset | 265 | 570 |
| Accumulated depreciation | -36 | -150 |
| Lease asset (net) | 228 | 419 |
| Construction in progress | 1,210 | 1,271 |
| Total tangible fixed assets | 23,321 | 23,736 |
| Intangible fixed assets | | |
| Other | 1,623 | 1,705 |
| Total intangible fixed assets | 1,623 | 1,705 |
| Investments and other assets | | |
| Investment securities | 17,297 | 18,723 |
| Deferred income taxes | 393 | 409 |
| Other assets | 815 | 963 |
| Allowance for bad loans | - | -0 |
| Total investments and other assets | 18,506 | 20,096 |
| Total fixed assets | 43,450 | 45,538 |
| Total assets | 106,051 | 109,674 |

(Millions of yen)

| | FY 2020 (As of March 31, 2021) | FY 2021 (As of March 31, 2022) |
|--|-----------------------------------|-----------------------------------|
| Liabilities | | |
| Current liabilities | | |
| Accounts payable-trade | 3,013 | 2,680 |
| Short-term loans payable | 1,500 | - |
| Lease obligation | 94 | 262 |
| Accrued income taxes | 688 | 359 |
| Accrued bonuses to employees | 884 | 917 |
| Other current liabilities | 3,684 | 4,601 |
| Total current liabilities | 9,864 | 8,821 |
| Long-term liabilities | | |
| Lease obligation | 76 | 142 |
| Deferred tax liabilities | 1,981 | 1,976 |
| Provision for directors' stock benefit | 66 | 93 |
| Net defined benefit liability | 253 | 217 |
| Asset removal liabilities | 56 | 81 |
| Other long-term liabilities | 7 | 7 |
| Total long-term fixed liabilities | 2,441 | 2,519 |
| Total liabilities | 12,305 | 11,341 |
| Total equity | | |
| Equity | | |
| Common stock | 2,960 | 2,960 |
| Capital surplus | 2,888 | 2,572 |
| Retained earnings | 92,031 | 93,221 |
| Treasury stock | -4,986 | -4,677 |
| Total shareholders' equity | 92,894 | 94,077 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale | 1,081 | 878 |
| Deferred gains or losses on hedges | -1 | -0 |
| Foreign currency translation adjustments | -1,358 | 2,097 |
| Remeasurements of defined benefit plans | -204 | -160 |
| Total accumulated other comprehensive income | -483 | 2,814 |
| Non-controlling interests | 1,335 | 1,440 |
| Total equity | 93,746 | 98,332 |
| Total liabilities and equity | 106,051 | 109,674 |

(2) Consolidated statements of income and Consolidated comprehensive income
(Consolidated statements of income)

(Millions of yen)

| | FY 2020 (April 1, 2020 to March 31, 2021) | FY 2021 (April 1, 2021 to March 31, 2022) |
|--|--|--|
| Net sales | 50,152 | 55,144 |
| Cost of sales | 37,315 | 40,066 |
| Gross profit | 12,837 | 15,077 |
| Selling, general and administrative expenses | 8,818 | 9,860 |
| Operating income | 4,018 | 5,216 |
| Non-operating income | | |
| Interest income | 153 | 148 |
| Dividend income | 29 | 33 |
| Gain on sales of investment securities | 243 | 0 |
| Equity method investment gain | 751 | 769 |
| Employment adjustment subsidy | 245 | - |
| Other | 323 | 97 |
| Total non-operating income | 1,746 | 1,050 |
| Non-operating expenses | | |
| Interest expense | 14 | 8 |
| Loss on valuation of derivatives | 70 | 50 |
| Loss on disposal of property and equipment | 71 | 70 |
| Foreign exchange loss | - | 137 |
| Leases | 6 | 6 |
| Compensation expenses | - | 200 |
| Building demolition expense | 56 | - |
| Loss on fire | 28 | - |
| Other | 70 | 16 |
| Total non-operating expenses | 318 | 490 |
| Ordinary income | 5,446 | 5,776 |
| Extraordinary loss | | |
| Impairment loss | - | 182 |
| Total extraordinary loss | - | 182 |
| Net income before taxes and other adjustments | 5,446 | 5,594 |
| Corporate taxes | 1,354 | 1,412 |
| Income taxes-deferred | 74 | -110 |
| Total corporate taxes | 1,429 | 1,302 |
| Current net income | 4,017 | 4,292 |
| Net income attributable to non-controlling interests | 54 | 68 |
| Net income attributable to owners of PIOLAX Inc. | 3,962 | 4,224 |