

# Aica Kogyo Co., Ltd. H1 Results for the Fiscal Year Ended March 31, 2024



November 24, 2023 Stock code: 4206



## 1. H1 Results for the FY2023

- 2. FY2023 Full Year Forecast
- 3. Segment Results and Plans3-1 Chemical Products3-2 Laminates & Building Materials
- 4. Dividends Per Share
- 5. Progress of Medium-Term Business Plan "Value Creation 3000 & 300"

[JPY million	١
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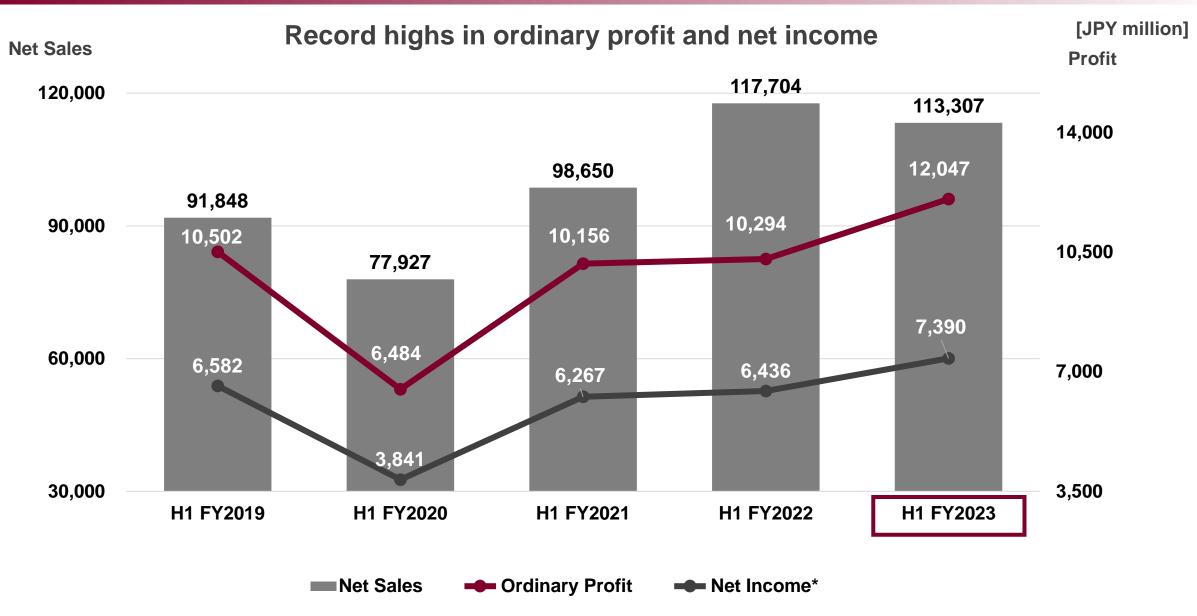
	H1 F	/2022			H1 FY2023		
	Results	Profit Margin	Forecast	Results	Profit Margin	YoY	vs Fcst.
Net Sales	117,704	_	119,000	113,307	-	(3.7%)	95.2%
<b>Operating Profit</b>	9,437	8.0%	10,000	11,406	10.1%	+20.9%	114.1%
Ordinary Profit	10,294	8.7%	10,300	12,047	10.6%	+17.0%	117.0%
Net Income*	6,436	5.5%	6,200	7,390	6.5%	+14.8%	119.2%
*Profit attributable to owners of	parent						
						[Unit p	er share: JPY]
Earnings per share	100.62	-	96.93	115.53	-	+14.8%	119.2%

#### Consolidated results: Record highs in operating profit, ordinary profit, and net income\*

- Japanese business: High-value added products grew in the Laminates & Building Materials segment and profitability improved in the Chemical Products segment despite the stagnant construction market
- Overseas business: Profit increased in the Chemical Products segment despite the decline in sales due to lower prices and demand Laminates & Building Materials segment showed recovery in China and continued positive trend across Southeast Asia

## 1-2. Historical Consolidated Results





\*Profit attributable to owners of parent

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	H1 FY2021	H1 FY2022	H1 FY2023
R&D Expenditure	JPY 1.64 billion	JPY 1.72 billion	JPY 1.94 billion
Depreciation	JPY 2.87 billion	JPY 3.10 billion	JPY 3.02 billion
Capital Investment	JPY 2.22 billion	JPY 4.43 billion	JPY 3.48 billion
<b>Outstanding Debts</b>	JPY 9.31 billion	JPY 14.52 billion	JPY 12.32 billion
Employees at FY End	4,954	4,971	5,111
(Japanese Business)	1,610	1,608	1,596
(Overseas Business)	3,344	3,363	3,515

#### [JPY million]

	Net Sales				Net Sales Operating Profit										
	FY2022 H1 Results	FY2023 H1 Results	YoY	FY2023 H1 Forecast	vs Fcst.	FY2022 H1 Results	FY2023 H1 Results	YoY	FY2023 H1 Forecast	vs Fcst.					
Chemical	71,654	63,697	(11.1%)	72,000	88.5%	3,783	4,225	+11.7%	3,800	111.2%	Amount				
Products		(	(,)	,	,	,	,	.,		5.3%	6.6%	-	5.3%	-	Profit Margin
Laminates & Building	46,050	49,610	.7 7%	+7.7% 47,000		7,459	9,090	+21.9%	8,100	112.2%	Amount				
Materials	40,050	49,010	49,010 +7.77		105.6%	16.2%	18.3%	-	17.2%	-	Profit Margin				
				(Adju	istments)	(1,804)	(1,909)	+5.8%	(1,900)	-	Amount				
Tetel	447 704	440.007 (0.70)		(0.70())			() 440.000		9,437	11,406	+20.9%	10,000	114.1%	Amount	
Total	117,704	113,307	(3.7%)	119,000	95.2%	8.0%	10.1%	-	8.4%	-	Profit Margin				

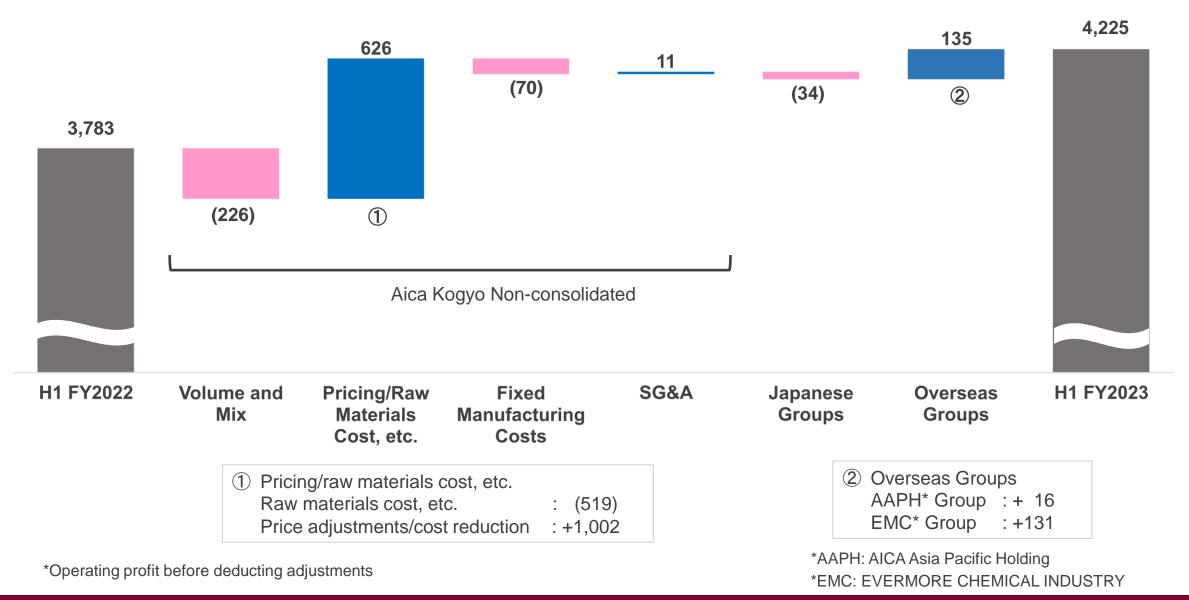
#### [JPY billion]

		2022 esults	FY2023 H1 Results			
	Overseas Sales	Overseas Sales Ratio	Overseas Sales	YoY	Overseas Sales Ratio	
Chemical Products	53.79	75.1%	45.29	(15.8%)	71.1%	
Laminates & Building Materials	8.35	18.1%	9.47	+13.4%	19.1%	
Total	62.14	52.8%	54.77	(11.9%)	48.3%	

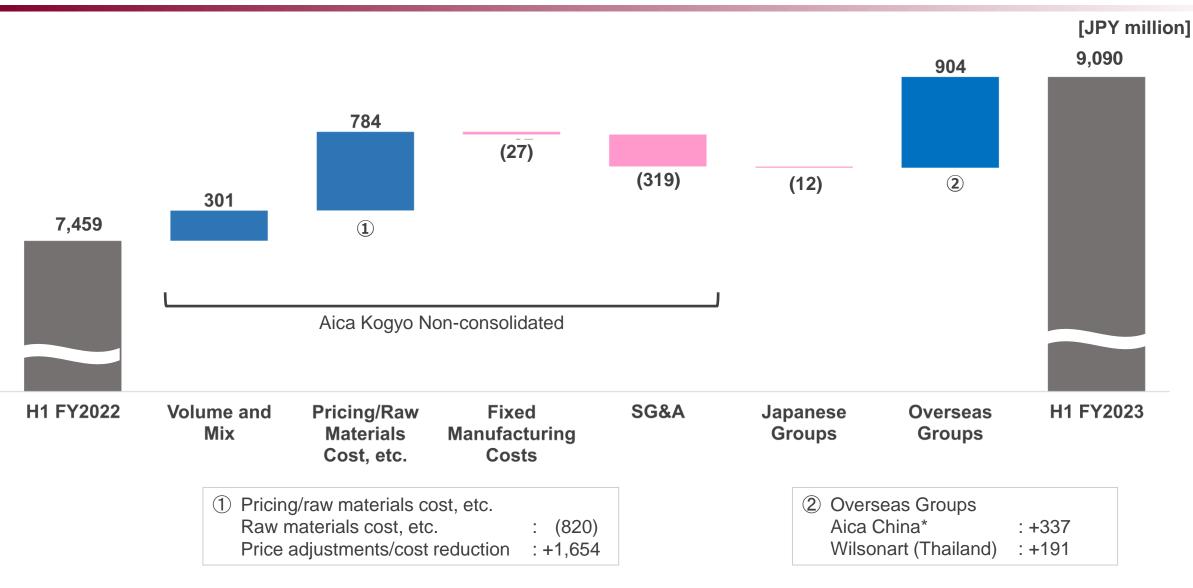
## 1-6. Operating Profit Results for Chemical Products



[JPY million]



## 1-7. Operating Profit Results for Laminates & Building Materials



\*Operating profit before deducting adjustments

\*Aica China: Wilsonart (Shanghai) Co., Ltd. and Sois Mendinni Industrial Technology (Shanghai) Co., Ltd.

AICA



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## 2-1. Business Outlook Forecast for FY2023



## Japanese Construction Market \*Time lag with AICA products' demand period has been adjusted

	Residential (number of constructions)	Non-residential (total area of constructions)
FY2022 (Results)	(0.8%)	+8.1%
FY2023 (Initial Forecast)	(0.7%)	(3.9%)
FY2023 (Latest Forecast)	(1.5%)	(11.2%)

#### Overseas Market

Outlook remain uncertain due to lengthening of the Ukraine conflict, conflict in Israel, and slowdown of the Chinese economy

#### Exchange Rate

\*Since transactions are denominated in local currencies, only a few subsidiaries use US dollars

FY2022 (Results) FY2023 (Initial Forecast) FY2023 (Latest Forecast) 1USD= JPY 130.77 1USD= JPY 125.00 1USD= JPY 145.00

### Japan Naphtha Prices

#### \*Not all raw materials are tied to the cost of naphtha

	H1	H2	Full Year
FY2022	JPY 75,500/kl (Results)	JPY 77,000/kl (Results)	JPY 76,250/kl (Results)
FY2023	JPY 67,000/kl (Results)	JPY 68,750/kl (Forecast)	JPY 67,875/kl (Forecast)

## 2-2. FY2023 Full Year Forecast



[JPY million]

	FY2022 Results FY2023 Forecast					
	Amount	Profit Margin	Amount	Profit Margin	YoY	YoY(Amount)
Net Sales	242,055	_	250,000	_	3.3%	7,945
Operating Profit	20,557	8.5%	21,500	8.6%	4.6%	943
Ordinary Profit	22,088	9.1%	22,500	9.0%	1.9%	412
Net Income*	10,059	4.2%	13,200	5.3%	31.2%	3,141
ROE	6.9%	-	9.0%	-	-	-
ROA	4.1%	-	5.2%	_	-	_
Earning Per Share	JPY 157.27	-	JPY 206.37	-	-	-
Net Assets Per Share	JPY 2,270.08	_	JPY 2,366.45	_	_	_
R&D Expenditure	JPY 3.99 billion	-	JPY 4.20 billion	_	-	-
Depreciation	JPY 6.79 billion	-	JPY 7.50 billion	_	-	—
Capital Investment	JPY 8.69 billion	-	JPY 10.00 billion	_	-	_

\*Profit attributable to owners of parent

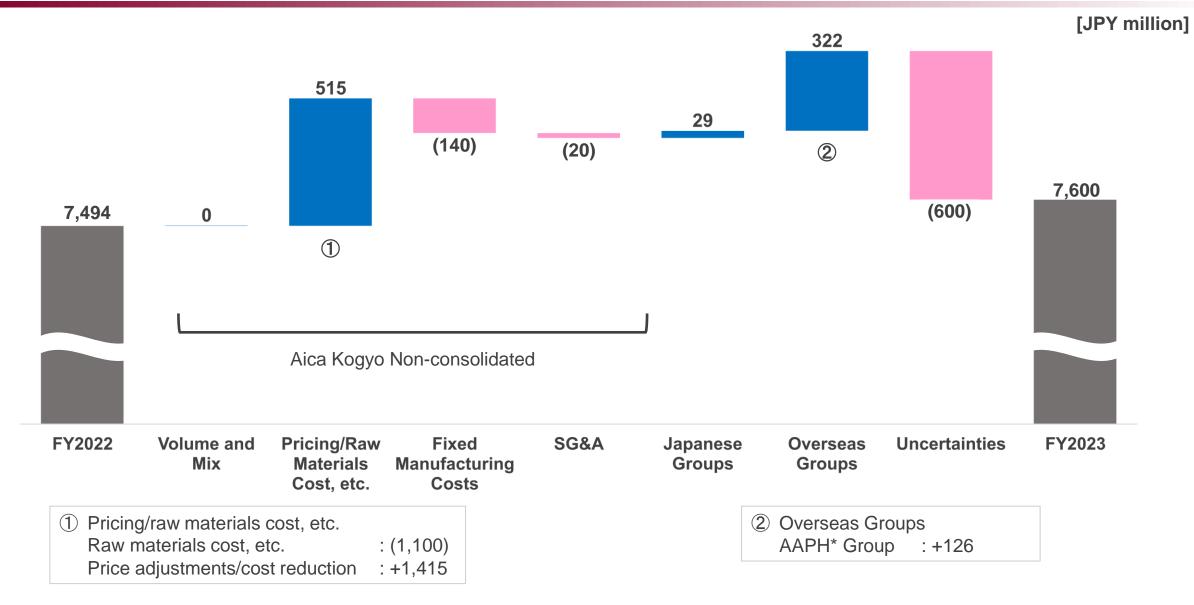


#### [JPY million]

		Net Sales			Operating Profit				
	FY2022 Results	FY2023 Forecast	YoY	FY2022 Results	FY2023 Forecast	YoY			
Chemical	4.44.040	4.45.000	0.00/	7,494	7,600	1.4%	Amount		
Products	141,312	145,000	2.6%	5.3%	5.2%	_	Profit Margin		
Laminates &	100,743	405 000	4 29/	16,740	17,900	6.9%	Amount		
Building Materials		105,000	4.2%	16.6%	17.0%	_	Profit Margin		
			(Adjustments)	(3,678)	(4,000)	_	Amount		
						20,557	21,500	4.6%	Amount
Total	242,055	250,000	3.3%	8.5%	8.6%	_	Profit Margin		

## 2-4. Operating Profit Forecast for Chemical Products

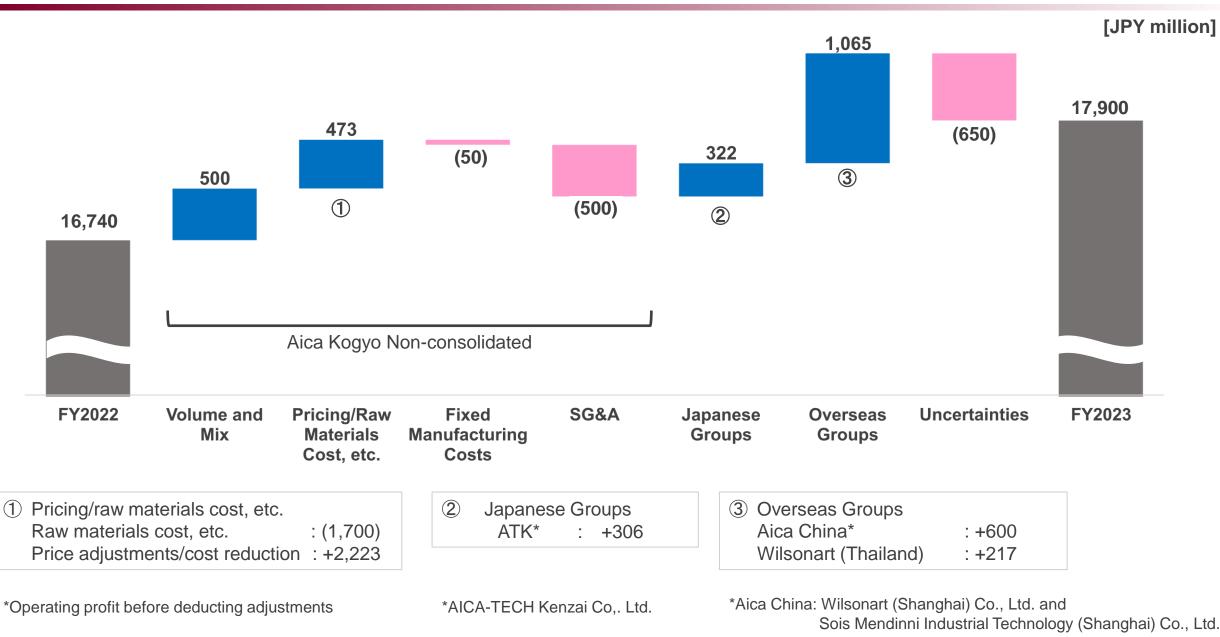




\*Operating profit before deducting adjustments

\*AAPH: AICA Asia Pacific Holding

# 2-5. Operating Profit Forecast for Laminates & Building Materials AICA





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## 3-1-1. Sales Results and Forecast Breakdown for Chemical Products



[JPY billion]

		FY2022 (	(Results)			FY2023 (Result	s/Forecast)	
	Category	/ (former)	Category	∕ (new) <sup>∗1</sup>	Category (new)*1			
	H1	Full Year	H1	Full Year	H1 Results	YoY	Full Year Forecast	YoY
Adhesives*1	48.55	96.18	51.11	101.50	45.11	(11.7%)	104.40	2.9%
[Of which, AAPH Group] <sup>*1 *2</sup>	[40.43]	[79.47]	[41.22]	[81.07]	[35.05]	[(15.0%)]	[83.50]	[3.0%]
Construction Resins <sup>*1</sup>	4.79	9.92	4.74	9.81	4.99	+5.3%	10.10	2.9%
Specialty & Performance Materials <sup>*1</sup>	11.59	22.11	9.49	17.70	7.47	(21.2%)	18.15	2.5%
Other Products <sup>*1</sup>	6.71	13.08	6.30	12.28	6.11	(3.1%)	12.35	0.5%
Total	71.65	141.31	71.65	141.31	63.69	(11.1%)	145.00	2.6%

\*1 Changes in product group classification: Hot melts and acrylic compounds, which had been classified in the Specialty & Performance Materials/Other product groups, are now classified into the Adhesives category from this fiscal year onward.

Sales of KUNSHAN AICA KOGYO CO., LTD. and Shenyang AICA-HOPE Kogyo Co., Ltd., which had been classified directly under the Adhesives, Construction Resins, and Specialty & Performance Materials product groups, are now classified as AAPH Group sales from this fiscal year onward.

\*2 AAPH: AICA Asia Pacific Holding

## 3-1-2. Results for Chemical Products (AAPH\* Group)



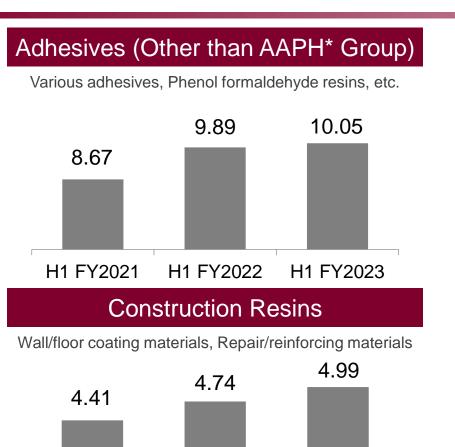
Sales Volume Net Sales [JPY billion] 41.2 [Thousand tons] 40 35.0 29.0 30 500 25.0 402 19.8 379 360 20 364 400 337 10 300 0 200 H1 FY2019 H1 FY2020 H1 FY2021 H1 FY2022 H1 FY2023 🛛 Net Sales 🛛 🛶 Sales Volume

AAPH\* Group : Net Sales (15%), Sales Volume (5%), Operating Profit +5%

Revenues fell mainly due to lowered sales prices caused by the decline in raw material market Sales volume increased in China and Indonesia but decreased in Thailand, New Zealand, Malaysia, etc.

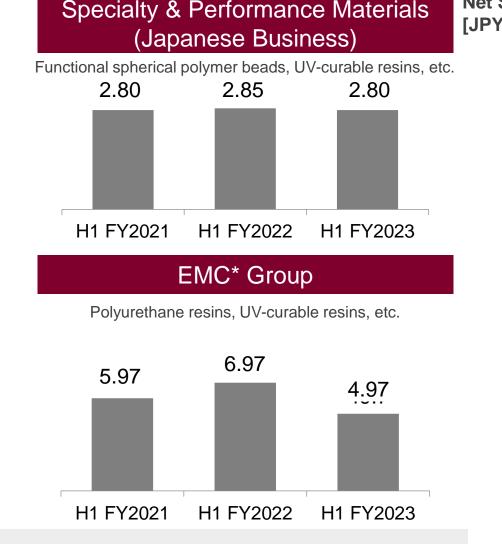
\*AAPH: AICA Asia Pacific Holding





H1 FY2022

H1 FY2023



\* AAPH: AICA Asia Pacific Holding

\* EMC: : EVERMORE CHEMICAL INDUSTRY

H1 FY2021

As shown in the above tables, sales trends differ by category, but measures to improve profitability have contributed to profit growth in all categories

## 3-1-4. Plans for Chemical Products (AAPH\* Group)



#### AAPH\* Group

#### Acquisition of shares of KUEN BONG TECHNOLOGY (THAILAND) COMPANY LIMITED

- Newly consolidated from the fourth quarter (November 2023)
- Increase in ATC\*'s production capacity of phenolic resins by approx. 2.5 times
- Expansion of product lineup of phenolic resins
- · Aim to increase the share of phenolic resins in Thailand
- Advancement of projects in China
- (1) New factory construction for AICA Guangdong Co., Ltd.
  - Double the production capacity of industrial adhesives and resins and adhesives for plywood
  - Started operations in September 2023
- (2) New factory construction for Aica (Fujian) Co. Ltd.
  - Capture demand for phenolic resins for bamboo
  - Scheduled to start operations in Spring 2024

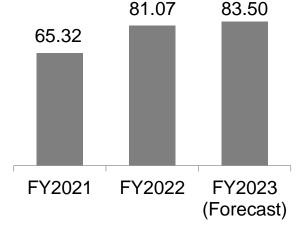


KUEN BONG TECHNOLOGY (THAILAND) COMPANY LIMITED



New factory of Aica Guangdong Co., Ltd.

AAPH\* Group sales [JPY billion]





New factory of Aica (Fujian) Co., Ltd.

\*AAPH: AICA Asia Pacific Holding

\*ATC: AICA Thai Chemical Ltd.

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Capture the demand for phenolic resins and adhesives in Asia AAPH\* Group sales forecast for FY2023 : JPY 83.50 billion (+3.0% YoY)

# 3-1-5. Plans for Chemical Products (Adhesives/Construction Resins)



### Adhesives (Japanese Business)

- Expand lineup of hot melts for packing and construction materials (synergy with Aica) Adtek\* and EMC\*) and expand sales of elastic hot melts for headlamps
- Strengthen proposals to companies that are increasing their commitment to the SDGs and decarbonization
- Improve profitability through selection and concentration

(Consolidation of products, price revision, and reducing production costs and purchasing)

#### Construction Resins

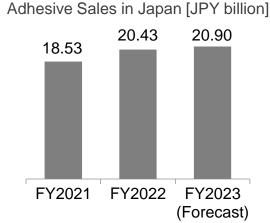
- Enhance sales activities to developers, contractors, and architects for AS products (wall/floor coating materials)
- Enhance sales promotion of wall coating materials for renovations and wet external insulation system
- Expand sales in the building renovation markets and civil engineering repair and reinforcement markets
- Increase profits by expanding sales of high value-added products

\*Aica Adtek: Aica Adtek Sdn. Bhd \*EMC: EVERMORE CHEMICAL INDUSTRY \*AS products: Stands for AICA Solution products.

Product that resolves social issues.

#### Adhesives (Japanese) sales forecast for FY2023 : JPY 20.90 billion (+2.3% YoY)

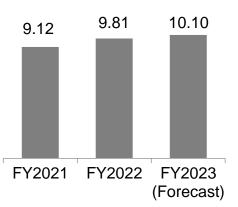
Construction resins sales forecast for FY2023 : JPY 10.10 billion (+2.9% YoY)







Plywood using biomass materials Biophenol for LVL (left) and conventional product (right)



Construction resins sales [JPY billion]



Example of construction using sophisticated design coating material CLIMATERIA

#### ©Aica Kogyo Co., Ltd.

# 3-1-6. Plans for Chemical Products (Specialty & Performance Materials)

#### Specialty & Performance Materials (Japanese Business)

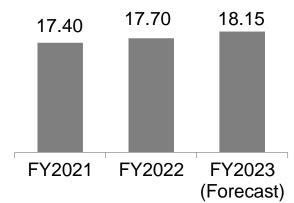
- Expand results for automotive 3D decorative hard-coating films
  - Newly established Mobility Materials Development Office and increase the speed of achieving results for exterior films
- Capture the growing demand for functional spherical polymer beads used for cosmetics associated with recovery from COVID-19 pandemic and regain share in industrial functional spherical polymer beads
- Expand sales results of adhesives (UV, acrylic, silicone)

### EMC\* Group

- Creation of synergies with U-BEST VIETNAM POLYMER INDUSTRY CO., LTD.
  - Work underway to start local production of PUS for shoes manufacturers in Vietnam to replace imports from our factories in Taiwan and China
  - Aiming for early start of local production
- 3rd production line launched for UV-curable monomer at Nantou Plant (Taiwan)
  - This monomer is also used as raw material for UV-curable coating agent (for paper) produced at Dayuan Plant
  - Expansion of production capacity by 1.6 times to meet increasing customer demand
  - Steady progress toward the start of mass production in January 2024
- Expanding sales of UV-curable coating agent (for paper) for Southeast Asia

#### \*EMC: EVERMORE CHEMICAL INDUSTRY

Specialty & performance materials sales [JPY billion]





## U-BEST VIETNAM POLYMER INDUSTRY CO., LTD.



Example of UV-curable coating agent use (for labels)

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Specialty & Performance materials sales forecast for FY2023: JPY 18.15 billion (+2.5% YoY)

Automotive 3D decorative

hard-coating films

## 3-2-1. Sales Results and Forecast Breakdown for Laminates & Building Materials

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[JPY billion]

			FY2022 (Results)				FY2023 (Results/Forecast)			
		Category (former)		Categor	Category (new)*			Category (new)*		
		H1	Full Year	H1	Full Year	H1	YoY	Full Year	YoY	
High Pressure Lam	inates (HPL)	14.10	32.20	14.10	32.20	15.91	+12.8%	34.50	7.1%	
Decorative Polyester Boards, Decorative Films		5.83	12.50	5.83	12.50	5.84	+0.2%	12.65	1.2%	
Melamine Fire Retard Panels "CEF		10.14	21.74	10.14	21.74	10.81	+6.6%	22.30	2.5%	
Fire Retardant / Nor Decorative F		3.85	7.80	3.85	7.80	3.46	(10.0%)	7.86	0.8%	
Countertops, Postforming Products	Building and Housing	9.83	21.30	12.10	26.48	13.56	+12.0%	27.69	4.5%	
Fittings, Interior Housing Materials	Materials	2.27	5.18							
Total		46.05	100.74	46.05	100.74	49.61	+7.7%	105.00	4.2%	

\* Changes in product group classification: The former Countertops, Postforming Products and Fittings, Interior Housing Materials product groups are now integrated into the Building and Housing Materials category from this fiscal year onward.



Japanese Construction Market Trends

H1: Slight decline for new housing starts and continued low trend for non-residential building starts

H1 Initial Forecast	Residential: (0.5%), Non-residential: (8.1%)
H1 Results	Residential: (1.4%), Non-residential: (8.3%)
*Time lag with AICA product	s' demand period has been adjusted

### Products with Strong Sales in H1 FY2023

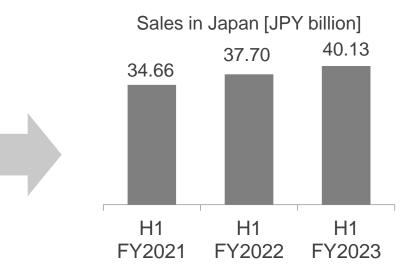
Antiviral, melamine fire retardant decorative panel: CERARL Virutect Plus



Sapporo Area FM Center, Hokkaido Branch, Takenaka Corporation Design and construction by Takenaka Corporation

Bathroom vanity set: **Smart Sanitary** 





Melamine fire retardant decorative panel for sophisticated design: CERARL CELLENT



allēe Design by KAMITOPEN Architecture-Design Office, Ltd. Photo: Keisuke Miyamoto, LODGE Corp.

## 3-2-3. Plans for Laminates & Building Materials (Japanese Business)



## Sales Expansion of AS products

\* "AS products" stands for AICA Solution products. Product that resolves social issues.

Ceiling material with mold-resistant, fire retardant performance: **KABITECT** 



Color laboratory bowls: COLORFI

#### Expand results of products for floor and ceiling markets

- High pressure melamine floor tile "MELAMINE TILE," ceiling material with mold-resistant, fire retardant performance "KABITECT," construction method for CERARL ceiling "CERARL FP construction method"
- Strengthen sales activities to developers, contractors, and architects

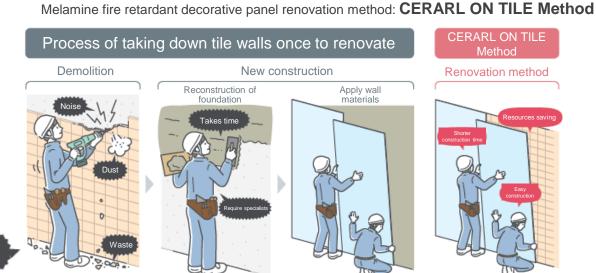
#### Expand sales for methacrylic solid surface counters

- H1 sales: JPY 1.11 billion (+23% YoY)
- Strengthen sales activities to developers, contractors, and architects and acquisition of new users through expansion of product lineup

# Expand Sales in the Renovation Market

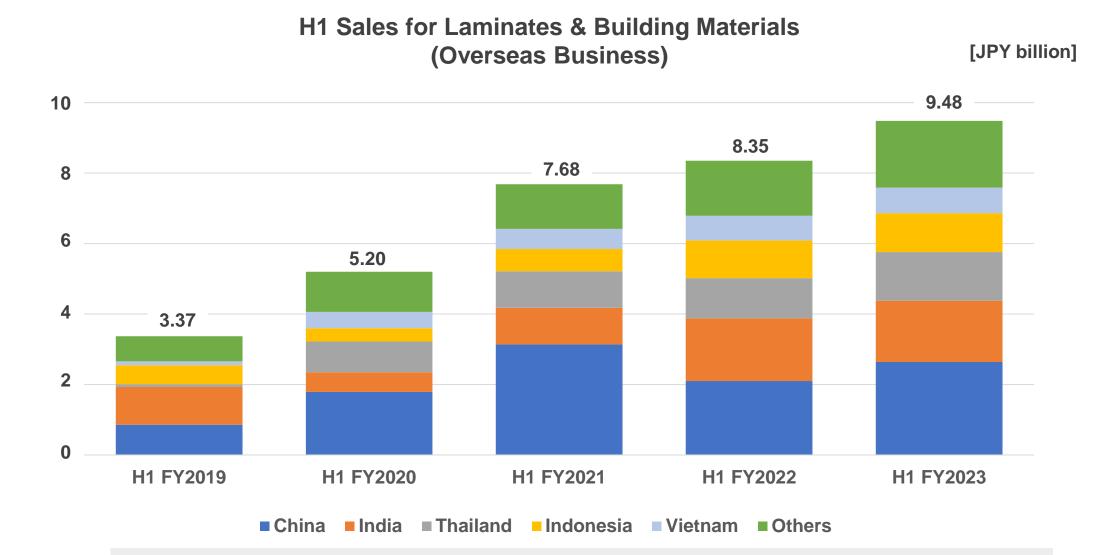
- Gain share in the renovation market with CERARL ON TILE Method
  - · CERARL ON TILE Method is received favorably as a sustainable renovation method
  - Strengthen proposals for both the residential and non-residential markets with sophisticated design products and others
  - Actively propose several other products for sink/basin areas in addition to CERARL series

GHG is generated during waste treatment



## 3-2-4. Sales Results for Laminates & Building Materials (Overseas Business)





Sales of high pressure laminate (HPL) increased significantly in China and Thailand, leading sales expansion of the overseas business



#### Respond to the Robust Demand for high pressure laminate (HPL) with Capital Investments in Production

- Capital investment of Aica Laminates Vietnam Co., Ltd. (ALV)
  - Double the production capacity
  - Scheduled to start operations in January 2024
- Expand and improve production facilities of Aica Laminates India Pvt. Ltd. (ALIP)
  - Increase production capacity by 1.6 times by FY2025
  - Plan to increase the sales volume by 1.5 time by FY2027

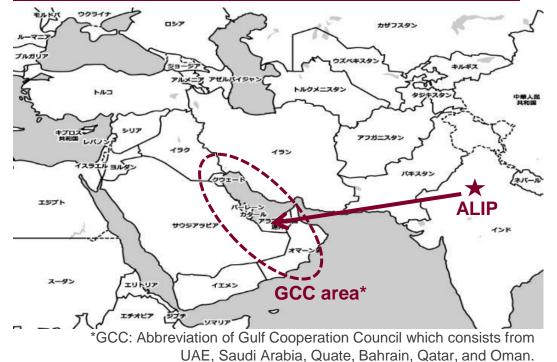


Impregnation machine added at ALIP



Press machine added at ALIP

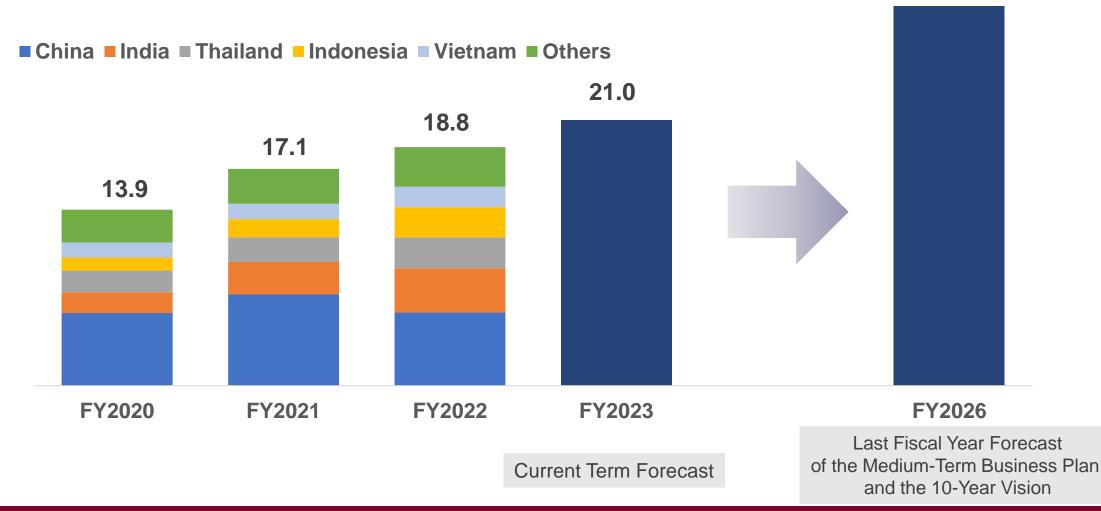
# Establishment of Dubai Branch by Aica Laminates India Pvt. Ltd.



- Group's first office in the Middle East
- Expand business in the Middle East region which the market is expected to grow
- Plan to achieve sales of JPY 550 million in FY2025
- Started operations in August 2023



#### Sales for Laminates & Building Materials (Overseas business) [JPY billion]



30.0



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## 4. Dividends Per Share

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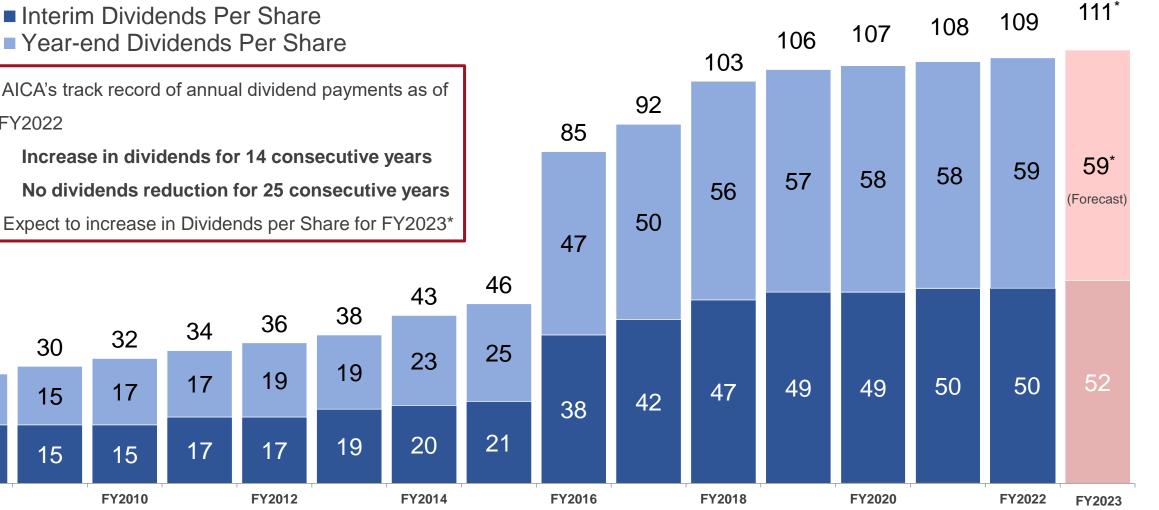
[JPY]

Basic policy is to maintain progressive dividends without reducing dividends

Interim Dividends Per Share Year-end Dividends Per Share

AICA's track record of annual dividend payments as of FY2022

Increase in dividends for 14 consecutive years No dividends reduction for 25 consecutive years



\* FY2023 dividends are current forecast values

30

15

15

28

13

15

FY2008



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# 5. Progress of Medium-Term Business Plan "Value Creation 3000 & 300"



Financi	al Target	Non-financial Target		
[Fundamental Policies	5]			
1. Improvement of Profitability	2. Creation and Expansion of Growth Businesses	3. Creation of a Sound Business Infrastructure		
		Responding to Climate Change	Building a Human Capital Foundation	
[Managerial KPI]				
Net Sales	Ordinary Profit	Responding to Climate Change		
JPY <b>300</b> billion	JPY <b>30</b> billion	GHG <sup>*3</sup> Emission (Scope 1 + 2)	<b>14</b> % reduction vs. FY2022	
AS products Sales <sup>*1 *2</sup>	Overseas Sales Ratio	Environmental Investment	JPY ${f 2}$ billion (4 years cumulative)	
JPY <b>28</b> billion	<b>50</b> % or more	Building a Human Capital Foundation		
ROE	ROIC	HR Investments <sup>*2</sup>	JPY <b>4</b> billion (4 years cumulative)	
Approx. <b>10</b> %	Approx. 8%	Engagement Score	<b>4.0</b> points or more 3.9 points in FY2022 (full score: 5 points)	

\*1: Stands for AICA Solution products. Product that resolves social issues \*2: Aica Kogyo (non-consolidated) \*3: GHG: Greenhouse gas



		H1 FY2023 Results		
Financial	(1) Provide economic value	Net sales: JPY 113.3 billion, Ordinary profit: JPY 1.2 billion, Overseas sales ratio: 48%. Increase in dividends: JPY 2.		
	(2) Solving social issues with products	<ul> <li>AS products Sales<sup>*1</sup>: JPY 10.0 billion<sup>*2</sup></li> <li>Development of recycling methods focusing high pressure laminate (HPL) is underway.</li> </ul>		
Non- financial	(3) Responding to climate change	<ul> <li>Focusing on various initiatives to achieve carbon neutrality by 2050.</li> <li>Switched 40% of electricity used at Aica Kogyo's production sites in Japan (excluding some sites) to electricity derived from renewable energy sources.</li> <li>Implementation of Scope 3 calculation trials at overseas Groups companies.</li> <li>Development of products with lower carbon footprint are underway with focus on using biomass materials.</li> </ul>		
	(4) Building a human capital foundation	<ul> <li>Enhance human resource management to increase the sustainability of the Company based on the recognition that human resources as our most valuable management resource.</li> <li>Human capital investments*<sup>2</sup>: JPY 1.0 billion or more (forecast for FY2023)</li> <li>Development of globally competent human resources: Six new overseas expatriates, Restart of overseas trainee program</li> <li>Engagement score: Surveyed, analyzed, and shared high evaluated items at overseas Groups companies.</li> </ul>		
	(5) DX* <sup>3</sup> implementation	Capital investment for Automation, labor-saving, and Informatization*2: JPY 46 million		
	(6) Strengthen governance	<ul> <li>Established Human Rights Policy. Disclosed entire initiatives related to respect for human rights on the website.</li> <li>Established Anti-Bribery and Corruption Policy. Start discussion on regulations and guidelines based on above polices.</li> <li>Completed implementation of firewall, update of VPN software, and EDR software. Held information sharing meeting related to IT governance.</li> </ul>		
	(7) Quality assurance and occupational safety	Number of lost-time accidents reduced compared to previous year.		

\*1: Stands for AICA Solution products. Product that resolves social issues \*2: Aica Kogyo (non-consolidated) \*3: DX: Digital Transformation

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ltem		Previous Plan	Year 1		Year 4
		FY2022 (Results)	FY2023 H1 (Results)	FY2023 Full Year (Forecast)	FY2026 (Forecast)
Net Sales		JPY 242.00 billion	JPY 113.30 billion	JPY 250.00 billion	JPY 300.00 billion
Ordinary Profit		JPY 22.00 billion	JPY 12.00 billion	JPY 22.50 billion	JPY 30.00 billion
AS product Sales <sup>*1 *2</sup>		JPY 19.30 billion	JPY 10.00 billion	JPY 22.00 billion	JPY 28.00 billion
<b>Overseas Sales Ratio</b>		51.2%	48.3%	50% or more	50% or more
EBITDA	Chemical Products	JPY 10.946 billion	JPY 6.049 billion	JPY 11.70 billion	JPY 17.30 billion
	Laminates & Building Materials	JPY 19.56 billion	JPY 10.293 billion	JPY 20.50 billion	JPY 26.40 billion
EBITDA Ratio	Chemical Products	7.8%	9.5%	8.0%	9.9%
	Laminates & Building Materials	19.4%	20.7%	19.5%	21.1%

\*1: Stands for AICA solution products. Product that resolves social issues \*2 Sales amount before consolidated elimination





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"FY" in this report indicates the fiscal year ending March 31 of the succeeding year.

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The matters such as current plan, prospect, strategy, or conviction which indicated in this report, but not historical fact are only the expectation of the future achievement, and there are the risks or unexpected factors.

This information has been made based on the judgment of the manager of Aica Kogyo Co., Ltd. using current available information. The actual results may be different from the current forecast because of various important elements, so please avoid depending entirely on this forecast.

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