

Financial Summary

Third Quarter of Fiscal Year ending March 31, 2022



February 14, 2022

NIPPON THOMPSON CO., LTD.

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Note 1: The forecast of operations results in this summary is prepared based on the earnings preannouncement released on February 14, 2022. Therefore the reader should be aware that actual results may be different from any future results expressed herein due to various factors.

Note 2: Amounts in these graphs and tables are rounded down to the million of Yen.

Note 3: Percentages in these graphs and tables are rounded off the fractions to two decimal places.

Consolidated Financial Data



(Millions of yen)

	F Y 2013	F Y 2014	F Y 2015	F Y 2016	F Y 2017	F Y 2018	F Y 2019	F Y 2020	F Y 2021	F Y 2022(E)
Net Sales	35,962	39,259	44,972	43,664	44,130	55,228	57,570	47,457	44,342	62,000
Operating Income	1,185	(251)	3,877	3,018	1,145	2,649	4,883	1,341	(559)	5,500
Ordinary Income	1,465	857	4,792	2,756	905	2,397	5,325	1,268	225	6,300
Net Income attributable to owners of the parent	(124)	568	2,966	1,569	(291)	1,678	3,718	(185)	215	4,600
Total Assets	84,343	86,891	93,411	89,197	99,627	98,493	101,468	98,118	100,946	-
Net Assets	53,167	56,121	61,099	58,056	58,605	59,666	60,195	57,439	59,425	-
Equity Ratio	63.0%	64.6%	65.4%	65.0%	58.4%	60.1%	59.1%	58.4%	58.7%	-
EPS	(¥1.7)	¥7.8	¥40.7	¥21.6	(¥4.0)	¥23.4	¥52.0	(¥2.6)	¥3.0	¥64.8
Net Assets per share	¥732	¥771	¥838	¥802	¥810	¥828	¥837	¥797	¥836	-
PER	-	65.16x	14.57x	18.58x	-	36.40x	9.80x	-	219.21x	-
Cash Dividends per share	¥9.0	¥10.0	¥11.0	¥13.0	¥13.0	¥13.0	¥15.0	¥12.5	¥8.0	¥13.0
ROE	(0.2%)	1.0%	5.1%	2.6%	(0.5%)	2.9%	6.2%	(0.3%)	0.4%	-

Note: Treasury stock, which is used to determine net income per share and net assets per share includes the shares held by ESOP trust of Employee Shareholders Association.

Balance Sheets at the end of FY2018 is partly adjusted due to the application of the "Partial Amendments to Accounting Standard for Tax Effect Accounting".

Transition in Consolidated Business Results



(Millions of yen)

	FY2017	FY2018	FY2019	FY2020	FY2021						FY2022				
					1Q	2Q	3Q	1Q-3Q	4Q	Year	1Q	2Q	3Q	1Q-3Q	Year (E)
Net Sales	44,130	55,228	57,570	47,457	10,615	9,642	10,804	31,062	13,279	44,342	14,673	15,416	16,094	46,184	62,000
Monthly average	3,677	4,602	4,797	3,954	3,538	3,214	3,601	3,451	4,426	3,695	4,891	5,138	5,364	5,131	5,166
Cost of Sales	31,206	39,401	39,333	32,690	7,730	7,056	7,835	22,622	10,074	32,696	10,594	10,743	11,022	32,360	43,100
	29.3%	28.7%	31.7%	31.1%	27.2%	26.8%	27.5%	27.2%	24.1%	26.3%	27.8%	30.3%	31.5%	29.9%	30.5%
Gross profit	12,924	15,826	18,237	14,766	2,884	2,586	2,969	8,440	3,204	11,645	4,079	4,673	5,071	13,824	18,900
Selling expenses, General and Administrative expenses	11,778	13,177	13,353	13,425	3,071	3,148	3,110	9,330	2,874	12,204	3,245	3,250	3,477	9,973	13,400
	2.6%	4.8%	8.5%	2.8%	(1.8%)	(5.8%)	(1.3%)	(2.9%)	2.5%	(1.3%)	5.7%	9.2%	9.9%	8.3%	8.9%
Operating Income	1,145	2,649	4,883	1,341	(186)	(561)	(141)	(889)	330	(559)	834	1,423	1,593	3,850	5,500
Non-Operating Income and Expenses	(240)	(251)	441	(72)	4	(13)	124	115	669	785	172	103	469	745	800
	2.1%	4.3%	9.3%	2.7%	(1.7%)	(6.0%)	(0.2%)	(2.5%)	7.5%	0.5%	6.9%	9.9%	12.8%	10.0%	10.2%
Ordinary Income	905	2,397	5,325	1,268	(182)	(574)	(16)	(774)	1,000	225	1,006	1,526	2,063	4,596	6,300
Extraordinary Income and Losses	-	92	(209)	(249)	4	-	20	24	(125)	(100)	-	-	14	14	-
	2.1%	4.5%	8.9%	2.1%	(1.7%)	(6.0%)	0.0%	(2.4%)	6.6%	0.3%	6.9%	9.9%	12.9%	10.0%	10.2%
Income before income taxes	905	2,489	5,115	1,019	(178)	(574)	3	(749)	874	125	1,006	1,526	2,077	4,611	6,300
Income Taxes	1,184	815	1,373	1,188	(182)	18	(146)	(311)	221	(90)	(171)	533	639	1,001	1,700
	(0.6%)	3.0%	6.5%	(0.4%)	0.0%	(6.1%)	1.4%	(1.4%)	4.9%	0.5%	8.0%	6.4%	8.9%	7.8%	7.4%
Net Income	(278)	1,674	3,742	(169)	4	(592)	150	(438)	653	215	1,178	992	1,438	3,609	4,600
Net Income attributable to non-controlling interests	12	(4)	23	16	-	-	-	-	-	-	-	-	-	-	-
	(0.7%)	3.0%	6.5%	(0.4%)	0.0%	(6.1%)	1.4%	(1.4%)	4.9%	0.5%	8.0%	6.4%	8.9%	7.8%	7.4%
Net Income attributable to owners of the parent	(291)	1,678	3,718	(185)	4	(592)	150	(438)	653	215	1,178	992	1,438	3,609	4,600

※Change

	YOY	YOY	YOY	YOY	QOQ	QOQ	QOQ	YOY	QOQ	YOY	QOQ	QOQ	QOQ	YOY	YOY
Net Sales	1.1	25.1	4.2	(17.6)	(4.1)	(9.2)	12.1	(14.6)	22.9	(6.6)	10.5	5.1	4.4	48.7	39.8
Operating Income	(62.0)	131.2	84.4	(72.5)	-	-	-	-	-	-	152.6	70.7	11.9	-	-
Ordinary Income	(67.2)	164.7	122.2	(76.2)	-	-	-	-	-	(82.2)	0.7	51.6	35.1	-	-
Net Income attributable to owners of the parent	-	-	121.5	-	-	-	-	-	335.1	-	80.4	(15.8)	44.9	-	-

USD	108.38	110.85	110.91	108.74	107.62	106.21	104.51	106.11	105.89	106.06	109.49	110.11	113.71	111.10	111.08
EURO	118.79	129.70	128.41	120.82	118.48	124.11	124.54	122.38	127.68	123.70	131.96	129.84	130.07	130.62	129.72
RMB	16.11	16.75	16.54	15.60	15.17	15.36	15.81	15.45	16.35	15.67	16.96	17.02	17.78	17.25	17.32

Transition in Consolidated Balance Sheets



(Millions of yen)

	FY2017	FY2018	FY2019	FY2020	FY2021 (A)	FY2022 3Q(B)	Change	
							B-A	(%)
Cash and deposits	20,240	18,104	17,023	12,924	15,489	19,567	4,077	26.3
Notes and accounts receivable-trade	13,113	16,373	15,455	11,671	13,533	17,350	3,817	28.2
Inventories	25,916	25,543	29,770	33,734	31,485	32,139	653	2.1
Others	3,358	1,275	1,369	2,610	1,405	1,229	(176)	(12.6)
Total current assets	62,629	61,296	63,619	60,940	61,914	70,286	8,371	13.5
Buildings and structures	5,691	5,348	5,235	7,855	7,477	7,212	(264)	(3.5)
Machinery and vehicles	10,548	9,700	9,767	11,500	11,608	10,900	(708)	(6.1)
Others	4,632	5,265	7,427	5,387	5,440	5,791	350	6.4
Tangible fixed assets	20,872	20,313	22,430	24,742	24,526	23,904	(622)	(2.5)
Intangible fixed assets	3,374	2,956	2,566	2,107	1,702	1,485	(216)	(12.7)
Total investments and other assets	12,751	13,927	12,851	10,328	12,803	13,623	819	6.4
TOTAL ASSETS	99,627	98,493	101,468	98,118	100,946	109,299	8,353	8.3
Notes and accounts payable-trade	8,143	10,939	11,438	7,832	7,773	11,954	4,180	53.8
Short-term bank loans and Bonds, etc.	8,534	2,778	3,179	5,330	16,247	9,925	(6,321)	(38.9)
Others	4,182	5,859	7,520	4,591	4,384	6,044	1,659	37.9
Total current liabilities	20,861	19,577	22,138	17,754	28,405	27,924	(481)	(1.7)
Bonds, etc.	10,000	10,000	10,000	15,000	5,000	10,000	5,000	100.0
Long-term bank loans	8,133	8,516	8,317	6,876	6,803	7,040	237	3.5
Others	2,027	732	816	1,048	1,312	1,399	86	6.6
Total long-term liabilities	20,160	19,249	19,134	22,924	13,115	18,440	5,324	40.6
TOTAL LIABILITIES	41,021	38,827	41,273	40,679	41,521	46,364	4,843	11.7
Shareholders' equity	54,420	54,795	57,614	56,579	55,803	58,742	2,939	5.3
Total accumulated other comprehensive income	3,795	4,422	2,373	711	3,473	4,047	574	16.5
Subscription rights to shares	30	76	114	148	148	144	(3)	(2.5)
Non-controlling interests	359	372	93	-	-	-	-	-
TOTAL NET ASSETS	58,605	59,666	60,195	57,439	59,425	62,935	3,510	5.9
TOTAL LIABILITIES AND NET ASSETS	99,627	98,493	101,468	98,118	100,946	109,299	8,353	8.3
Equity ratio	58.4%	60.1%	59.1%	58.4%	58.7%	57.4%		

Note: Balance Sheets at the end of FY2018 is partly adjusted due to the application of the "Partial Amendments to Accounting Standard for Tax Effect Accounting".

Transition in Consolidated Cash Flows

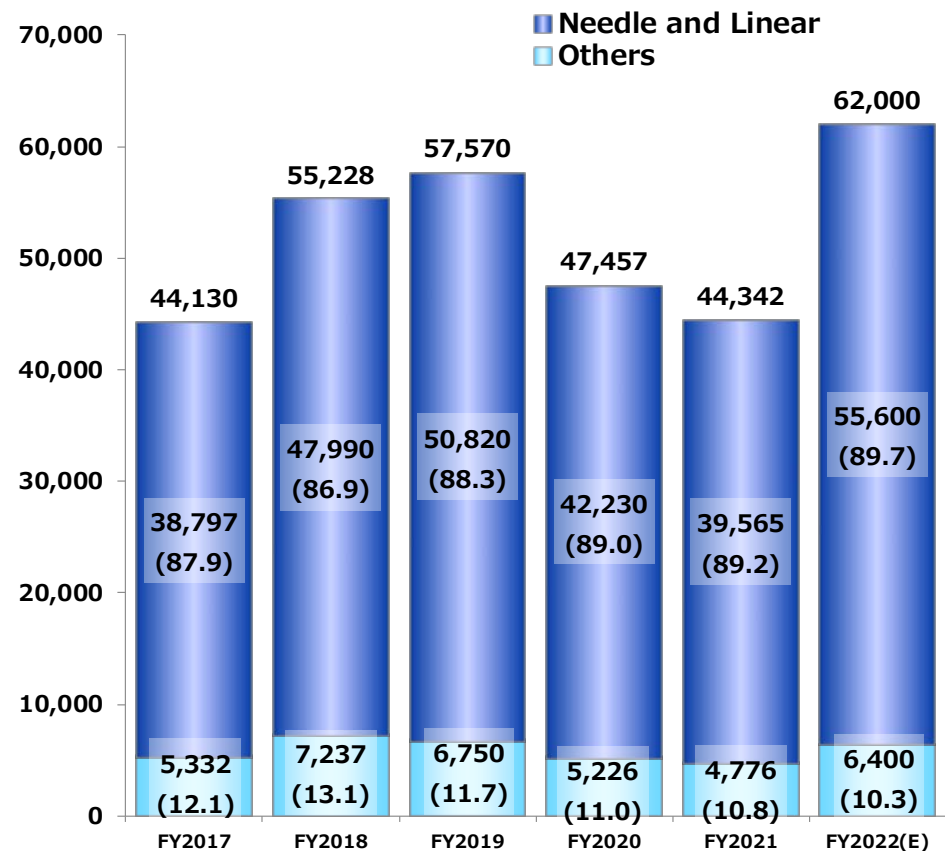


(Millions of yen)

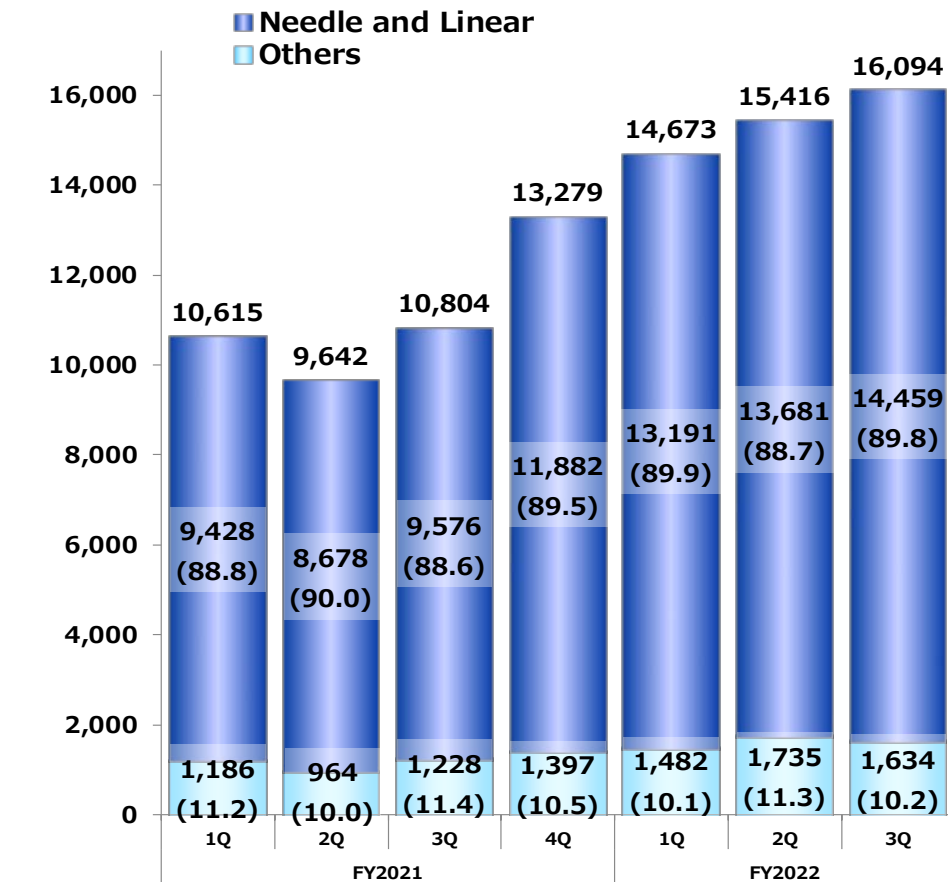
	FY2017	FY2018	FY2019	FY2020	FY2021	F Y 2022 3Q
Income (loss) before income taxes	905	2,489	5,115	1,019	125	4,611
Depreciation	2,596	3,094	3,297	3,800	3,833	2,921
Decrease (increase) in notes and accounts receivable – trade	(2,264)	(3,196)	861	3,642	(1,605)	(3,562)
Decrease (increase) in inventories	2,984	410	(4,266)	(4,266)	2,637	(288)
Others	759	3,246	150	(6,692)	667	3,655
Operating activities	4,981	6,043	5,158	(2,497)	5,658	7,337
Payments for purchase of property, plant and equipment	(3,756)	(1,539)	(4,588)	(6,048)	(2,950)	(1,349)
Others	(1,619)	159	(473)	(139)	(57)	(326)
Investing activities	(5,376)	(1,379)	(5,061)	(6,188)	(3,007)	(1,675)
Net increase (decrease) in bank loans	3,279	(368)	201	710	843	(1,084)
Proceeds from corporate bonds	10,000	-	-	5,000	-	5,000
Repayment of convertible bond	(4,999)	(5,000)	-	-	-	(5,000)
Cash dividends paid and others	(1,153)	(1,327)	(1,248)	(1,091)	(1,256)	(898)
Financing activities	7,126	(6,696)	(1,047)	4,618	(412)	(1,982)
Foreign currency translation adjustments on cash and cash equivalents	(78)	11	(44)	(108)	261	302
Net increase (decrease) in cash and cash equivalents	6,653	(2,020)	(995)	(4,175)	2,498	3,981
Cash and cash equivalents at beginning of year	13,386	20,040	18,019	17,023	12,847	15,346
Cash and cash equivalents at end of year	20,040	18,019	17,023	12,847	15,346	19,328

Transition in Consolidated Net Sales «By Business Segment» **IKO**

(Millions of yen)



(Millions of yen)



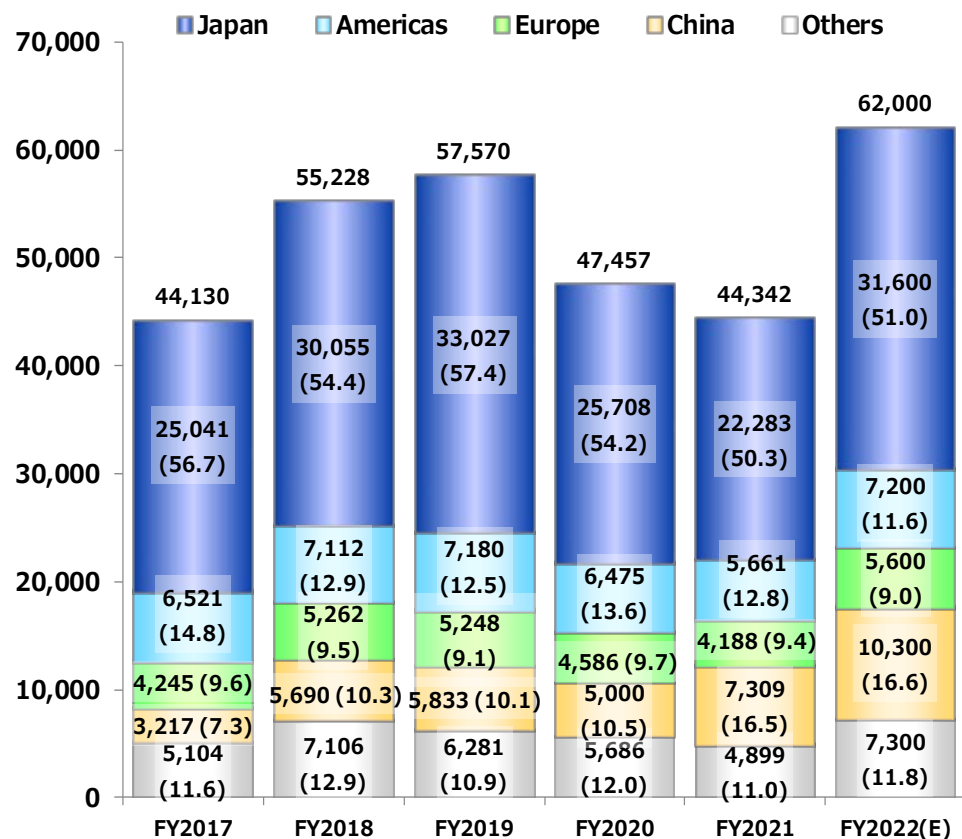
Change

	FY2017	FY2018	FY2019	FY2020	FY2021					FY2022			
	YOY	YOY	YOY	YOY	1Q	2Q	3Q	4Q	Year	1Q	2Q	3Q	Year(E)
					QOQ	QOQ	QOQ	QOQ	YOY	QOQ	QOQ	QOQ	YOY
Needle and Linear	1.7	23.7	5.9	(16.9)	(5.0)	(8.0)	10.3	24.1	(6.3)	11.0	3.7	5.7	40.5
Others	(3.2)	35.7	(6.7)	(22.6)	3.6	(18.8)	27.5	13.7	(8.6)	6.1	17.0	(5.8)	34.0
Total	1.1	25.1	4.2	(17.6)	(4.1)	(9.2)	12.1	22.9	(6.6)	10.5	5.1	4.4	39.8

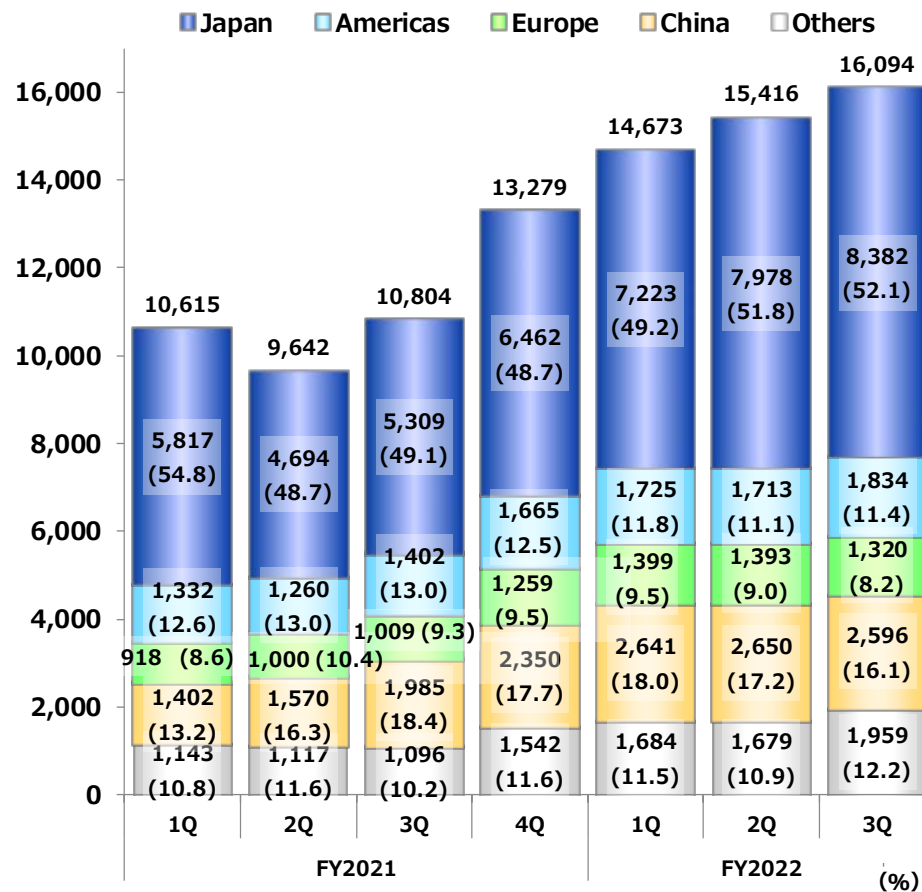
(%)

Transition in Consolidated Net Sales «By Geographical Area» **IKO**

(Millions of yen)



(Millions of yen)

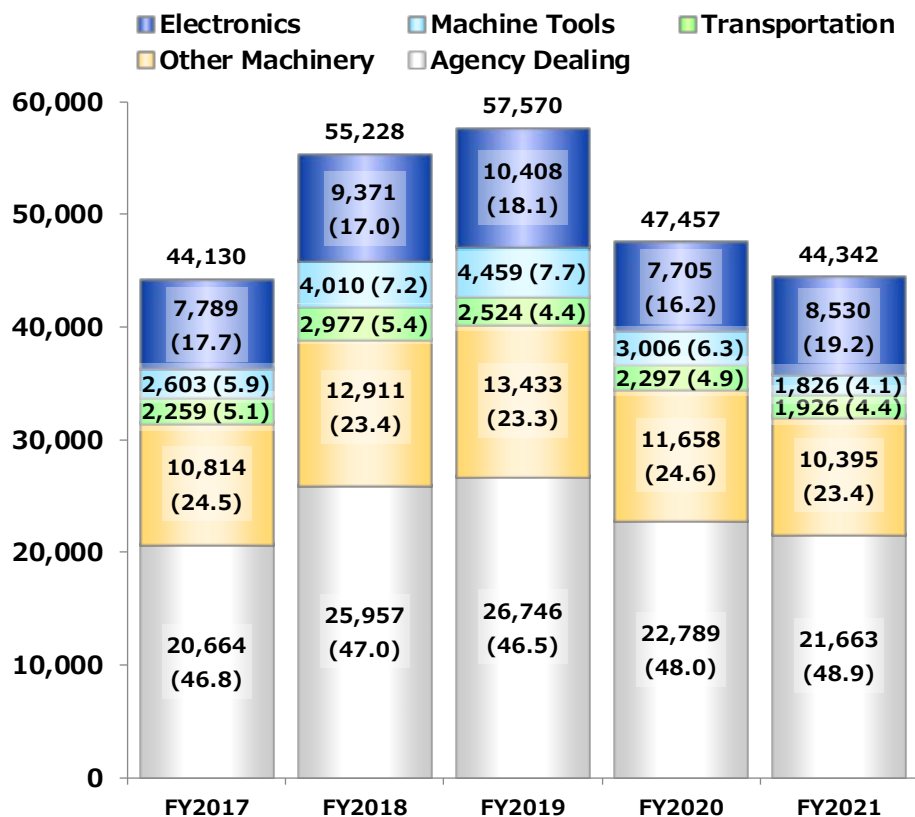


Change

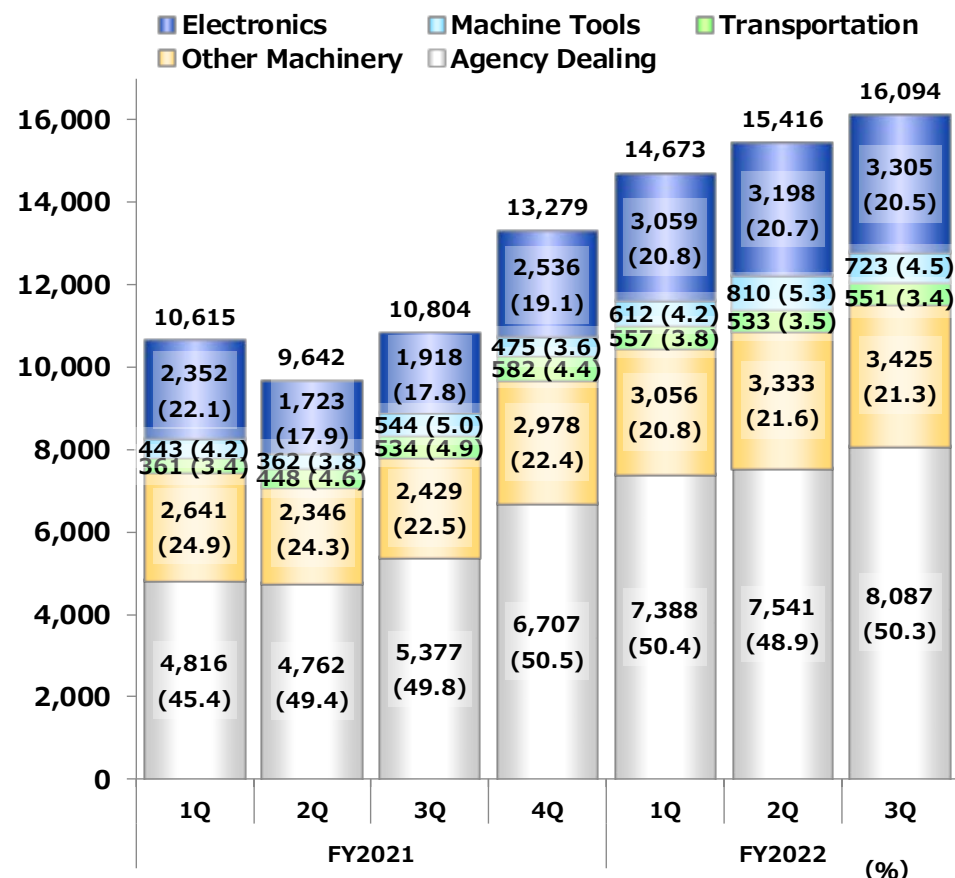
	FY2017	FY2018	FY2019	FY2020	FY2021					FY2022			
	YOY	YOY	YOY	YOY	1Q	2Q	3Q	4Q	Year	1Q	2Q	3Q	Year(E)
					QOQ	QOQ	QOQ	QOQ	YOY	QOQ	QOQ	QOQ	YOY
Japan	1.6	20.0	9.9	(22.2)	(0.3)	(19.3)	13.1	21.7	(13.3)	11.8	10.5	5.1	41.8
Americas	(5.1)	9.1	0.9	(9.8)	(17.0)	(5.4)	11.3	18.7	(12.6)	3.6	(0.7)	7.1	27.2
Europe	(8.1)	24.0	(0.3)	(12.6)	(22.4)	8.9	0.9	24.7	(8.7)	11.1	(0.4)	(5.2)	33.7
China	24.0	76.9	2.5	(14.3)	31.3	11.9	26.5	18.3	46.2	12.4	0.3	(2.1)	40.9
Others	3.6	39.2	(11.6)	(9.5)	(17.2)	(2.3)	(1.8)	40.7	(13.8)	9.2	(0.3)	16.6	49.0
Total	1.1	25.1	4.2	(17.6)	(4.1)	(9.2)	12.1	22.9	(6.6)	10.5	5.1	4.4	39.8

Transition in Consolidated Net Sales «By Industry Category» **IKO**

(Millions of yen)



(Millions of yen)



Change

	FY2017	FY2018	FY2019	FY2020	FY2021					FY2022						
					YOY	YOY	YOY	YOY	1Q	2Q	3Q	4Q	Year	1Q	2Q	3Q
									QOQ	QOQ	QOQ	QOQ	YOY	QOQ	QOQ	QOQ
Electronics	15.3	20.3	11.1	(26.0)	20.4	(26.8)	11.3	32.2	10.7	20.6	4.5	3.3				
D Machine Tools	(8.3)	54.0	11.2	(32.6)	(17.1)	(18.4)	50.5	(12.7)	(39.2)	28.9	32.3	(10.7)				
D Transportation	(6.6)	31.8	(15.2)	(9.0)	(35.8)	24.3	19.2	8.9	(16.1)	(4.3)	(4.3)	3.5				
Other Machinery	(2.7)	19.4	4.0	(13.2)	(4.5)	(11.2)	3.5	22.6	(10.8)	2.6	9.1	2.8				
Agency Dealing	0.6	25.6	3.0	(14.8)	(8.3)	(1.1)	12.9	24.7	(4.9)	10.2	2.1	7.2				
Total	1.1	25.1	4.2	(17.6)	(4.1)	(9.2)	12.1	22.9	(6.6)	10.5	5.1	4.4				

Analysis of Consolidated Operating Income



(Millions of yen)

