

Financial Summary

Third Quarter of Fiscal Year ending March 31, 2021



February 12, 2021

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 12, 2021. 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 2012	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(E)
Net Sales	42,505	35,962	39,259	44,972	43,664	44,130	55,228	57,570	47,457	43,000
Operating Income	3,053	1,185	(251)	3,877	3,018	1,145	2,649	4,883	1,341	(700)
Ordinary Income	2,857	1,465	857	4,792	2,756	905	2,397	5,325	1,268	(500)
Net Income attributable to owners of the parent	2,827	(124)	568	2,966	1,569	(291)	1,678	3,718	(185)	(200)
Total Assets	92,990	84,343	86,891	93,411	89,197	99,627	98,493	101,468	98,118	-
Net Assets	53,349	53,167	56,121	61,099	58,056	58,605	59,666	60,195	57,439	-
Equity Ratio	57.4%	63.0%	64.6%	65.4%	65.0%	58.4%	60.1%	59.1%	58.4%	-
EPS	¥38.5	(¥1.7)	¥7.8	¥40.7	¥21.6	(¥4.0)	¥23.4	¥52.0	(¥2.6)	(¥2.8)
Net Assets per share	¥726	¥732	¥771	¥838	¥802	¥810	¥828	¥837	¥797	-
PER	13.56x	-	65.16x	14.57x	18.58x	-	36.40x	9.80x	-	-
Cash Dividends per share	¥13.0	¥9.0	¥10.0	¥11.0	¥13.0	¥13.0	¥13.0	¥15.0	¥12.5	¥8.0
ROE	5.4%	(0.2%)	1.0%	5.1%	2.6%	(0.5%)	2.9%	6.2%	(0.3%)	-

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)

	FY2016	FY2017	FY2018	FY2019	FY2020						FY2021				
					1Q	2Q	3Q	1Q-3Q	4Q	Year	1Q	2Q	3Q	1Q-3Q	Year(E)
Net Sales	43,664	44,130	55,228	57,570	13,256	12,186	10,941	36,384	11,073	47,457	10,615	9,642	10,804	31,062	43,000
Monthly average	3,638	3,677	4,602	4,797	4,418	4,062	3,647	4,042	3,691	3,954	3,538	3,214	3,601	3,451	3,583
Cost of Sales	29,288	31,206	39,401	39,333	8,983	8,189	7,639	24,812	7,878	32,690	7,730	7,056	7,835	22,622	31,300
	32.9%	29.3%	28.7%	31.7%	32.2%	32.8%	30.2%	31.8%	28.8%	31.1%	27.2%	26.8%	27.5%	27.2%	27.2%
Gross profit	14,376	12,924	15,826	18,237	4,273	3,997	3,301	11,572	3,194	14,766	2,884	2,586	2,969	8,440	11,700
Selling expenses, General and Administrative expenses	11,357	11,778	13,177	13,353	3,463	3,596	3,356	10,416	3,009	13,425	3,071	3,148	3,110	9,330	12,400
	6.9%	2.6%	4.8%	8.5%	6.1%	3.3%	(0.5%)	3.2%	1.7%	2.8%	(1.8%)	(5.8%)	(1.3%)	(2.9%)	(1.6%)
Operating Income	3,018	1,145	2,649	4,883	809	400	(54)	1,156	184	1,341	(186)	(561)	(141)	(889)	(700)
Non-Operating Income and Expenses	(261)	(240)	(251)	441	(156)	(111)	303	35	(107)	(72)	4	(13)	124	115	200
	6.3%	2.1%	4.3%	9.3%	4.9%	2.4%	2.3%	3.3%	0.7%	2.7%	(1.7%)	(6.0%)	(0.2%)	(2.5%)	(1.2%)
Ordinary Income	2,756	905	2,397	5,325	653	289	248	1,191	77	1,268	(182)	(574)	(16)	(774)	(500)
Extraordinary Income and Losses	(2)	-	92	(209)	-	-	52	52	(302)	(249)	4	-	20	24	25
	6.3%	2.1%	4.5%	8.9%	4.9%	2.4%	2.8%	3.4%	(2.0%)	2.1%	(1.7%)	(6.0%)	0.0%	(2.4%)	(1.1%)
Income before income taxes	2,754	905	2,489	5,115	653	289	301	1,244	(224)	1,019	(178)	(574)	3	(749)	(475)
Income Taxes	1,181	1,184	815	1,373	161	475	121	758	430	1,188	(182)	18	(146)	(311)	(275)
	3.6%	(0.6%)	3.0%	6.5%	3.7%	(1.5%)	1.6%	1.3%	(5.9%)	(0.4%)	0.0%	(6.1%)	1.4%	(1.4%)	(0.5%)
Net Income	1,572	(278)	1,674	3,742	491	(185)	179	485	(655)	(169)	4	(592)	150	(438)	(200)
Net Income attributable to non-controlling interests	2	12	(4)	23	5	3	2	11	4	16	-	-	-	-	-
	3.6%	(0.7%)	3.0%	6.5%	3.7%	(1.6%)	1.6%	1.3%	(6.0%)	(0.4%)	0.0%	(6.1%)	1.4%	(1.4%)	(0.5%)
Net Income attributable to owners of the parent	1,569	(291)	1,678	3,718	486	(189)	176	474	(659)	(185)	4	(592)	150	(438)	(200)

※Change

	YOY	YOY	YOY	YOY	QOQ	QOQ	QOQ	YOY	QOQ	YOY	QOQ	QOQ	QOQ	YOY	YOY
Net Sales	(2.9)	1.1	25.1	4.2	(5.5)	(8.1)	(10.2)	(16.4)	1.2	(17.6)	(4.1)	(9.2)	12.1	(14.6)	(9.4)
Operating Income	(22.2)	(62.0)	131.2	84.4	(38.6)	(50.5)	-	(67.6)	-	(72.5)	-	-	-	-	-
Ordinary Income	(42.5)	(67.2)	164.7	122.2	(57.6)	(55.7)	(14.0)	(68.5)	(68.9)	(76.2)	-	-	-	-	-
Net Income attributable to owners of the parent	(47.1)	-	-	121.5	(54.5)	-	-	(82.1)	-	-	-	-	-	-	-

USD	120.14	108.38	110.85	110.91	109.90	107.35	108.76	108.67	108.92	108.74	107.62	106.21	104.51	106.11	-
EURO	132.58	118.79	129.70	128.41	123.49	119.34	120.32	121.05	120.11	120.82	118.48	124.11	124.54	122.38	-
RMB	18.85	16.11	16.75	16.54	16.07	15.29	15.45	15.60	15.60	15.60	15.17	15.36	15.81	15.45	-

Transition in Consolidated Balance Sheets



(Millions of yen)

	FY2016	FY2017	FY2018	FY2019	FY2020 (A)	F Y 2021 3Q(B)	Change	
							B-A	(%)
Cash and deposits	13,933	20,240	18,104	17,023	12,924	14,694	1,769	13.7
Notes and accounts receivable-trade	10,240	13,113	16,373	15,455	11,671	11,165	(505)	(4.3)
Inventories	28,386	25,916	25,543	29,770	33,734	32,703	(1,030)	(3.1)
Others	3,675	3,358	1,275	1,369	2,610	1,137	(1,473)	(56.4)
Total current assets	56,236	62,629	61,296	63,619	60,940	59,699	(1,240)	(2.0)
Buildings and structures	5,553	5,691	5,348	5,235	7,855	7,548	(306)	(3.9)
Machinery and vehicles	10,566	10,548	9,700	9,767	11,500	11,532	32	0.3
Others	4,624	4,632	5,265	7,427	5,387	5,552	165	3.1
Tangible fixed assets	20,744	20,872	20,313	22,430	24,742	24,634	(108)	(0.4)
Intangible fixed assets	1,974	3,374	2,956	2,566	2,107	1,786	(320)	(15.2)
Total investments and other assets	10,242	12,751	13,927	12,851	10,328	11,960	1,632	15.8
TOTAL ASSETS	89,197	99,627	98,493	101,468	98,118	98,081	(37)	(0.0)
Notes and accounts payable-trade	6,551	8,143	10,939	11,438	7,832	6,435	(1,396)	(17.8)
Short-term bank loans and Bonds, etc.	7,875	8,534	2,778	3,179	5,330	10,598	5,267	98.8
Others	5,300	4,182	5,859	7,520	4,591	4,117	(473)	(10.3)
Total current liabilities	19,728	20,861	19,577	22,138	17,754	21,151	3,396	19.1
Bonds, etc.	5,000	10,000	10,000	10,000	15,000	10,000	(5,000)	(33.3)
Long-term bank loans	5,114	8,133	8,516	8,317	6,876	8,385	1,509	21.9
Others	1,297	2,027	732	816	1,048	1,320	272	26.0
Total long-term liabilities	11,412	20,160	19,249	19,134	22,924	19,706	(3,218)	(14.0)
TOTAL LIABILITIES	31,141	41,021	38,827	41,273	40,679	40,857	178	0.4
Shareholder s' equity	55,833	54,420	54,795	57,614	56,579	55,139	(1,439)	(2.5)
Total accumulated other comprehensive income	2,169	3,795	4,422	2,373	711	1,935	1,223	172.0
Subscription rights to shares	18	30	76	114	148	148	-	-
Non-controlling interests	35	359	372	93	-	-	-	-
TOTAL NET ASSETS	58,056	58,605	59,666	60,195	57,439	57,223	(216)	(0.4)
TOTAL LIABILITIES AND NET ASSETS	89,197	99,627	98,493	101,468	98,118	98,081	(37)	(0.0)
Equity ratio	65.0%	58.4%	60.1%	59.1%	58.4%	58.2%		

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



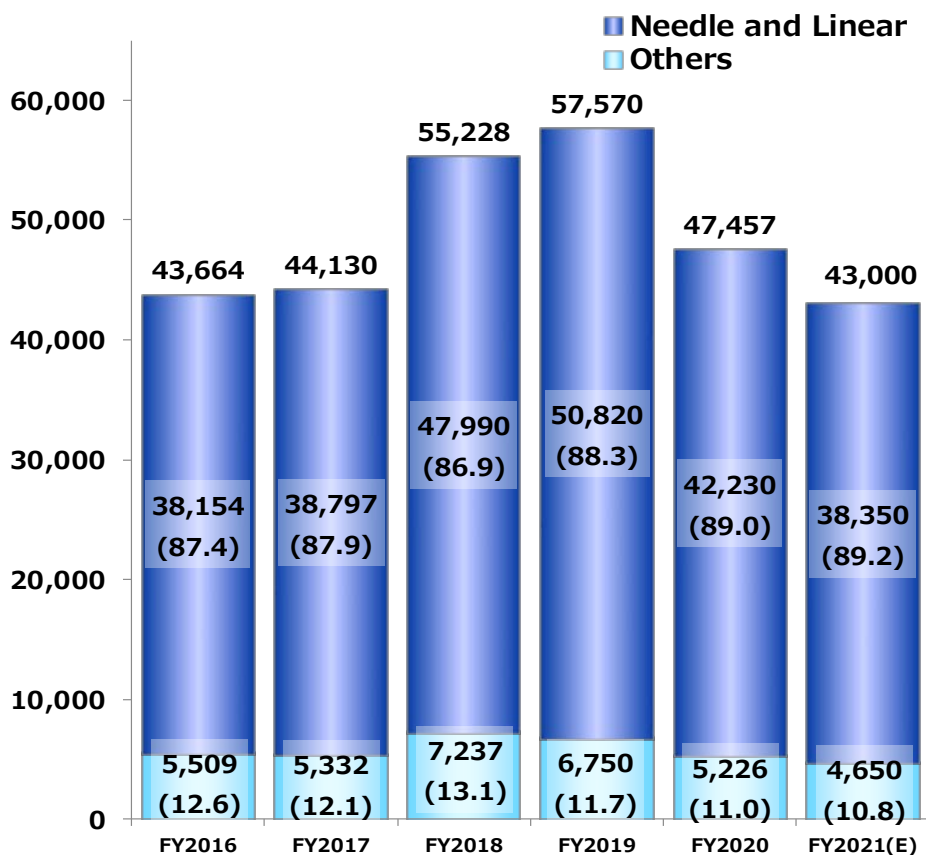
(Millions of yen)

	FY2016	FY2017	FY2018	FY2019	FY2020	F Y 2021 3Q
Income (loss) before income taxes	2,754	905	2,489	5,115	1,019	(749)
Depreciation	2,272	2,596	3,094	3,297	3,800	2,916
Decrease (increase) in notes and accounts receivable – trade	735	(2,264)	(3,196)	861	3,642	554
Decrease (increase) in inventories	(864)	2,984	410	(4,266)	(4,266)	905
Others	(2,375)	759	3,246	150	(6,692)	(350)
Operating activities	2,521	4,981	6,043	5,158	(2,497)	3,276
Payments for purchase of property, plant and equipment	(3,881)	(3,756)	(1,539)	(4,588)	(6,048)	(2,053)
Others	(1,026)	(1,619)	159	(473)	(139)	48
Investing activities	(4,908)	(5,376)	(1,379)	(5,061)	(6,188)	(2,005)
Net increase (decrease) in bank loans	(592)	3,279	(368)	201	710	1,776
Proceeds from corporate bonds	-	10,000	-	-	5,000	-
Repayment of convertible bond	-	(4,999)	(5,000)	-	-	-
Cash dividends paid and others	(1,351)	(1,153)	(1,327)	(1,248)	(1,091)	(1,198)
Financing activities	(1,944)	7,126	(6,696)	(1,047)	4,618	578
Foreign currency translation adjustments on cash and cash equivalents	(80)	(78)	11	(44)	(108)	(140)
Net increase (decrease) in cash and cash equivalents	(4,410)	6,653	(2,020)	(995)	(4,175)	1,708
Cash and cash equivalents at beginning of year	17,797	13,386	20,040	18,019	17,023	12,847
Cash and cash equivalents at end of year	13,386	20,040	18,019	17,023	12,847	14,556

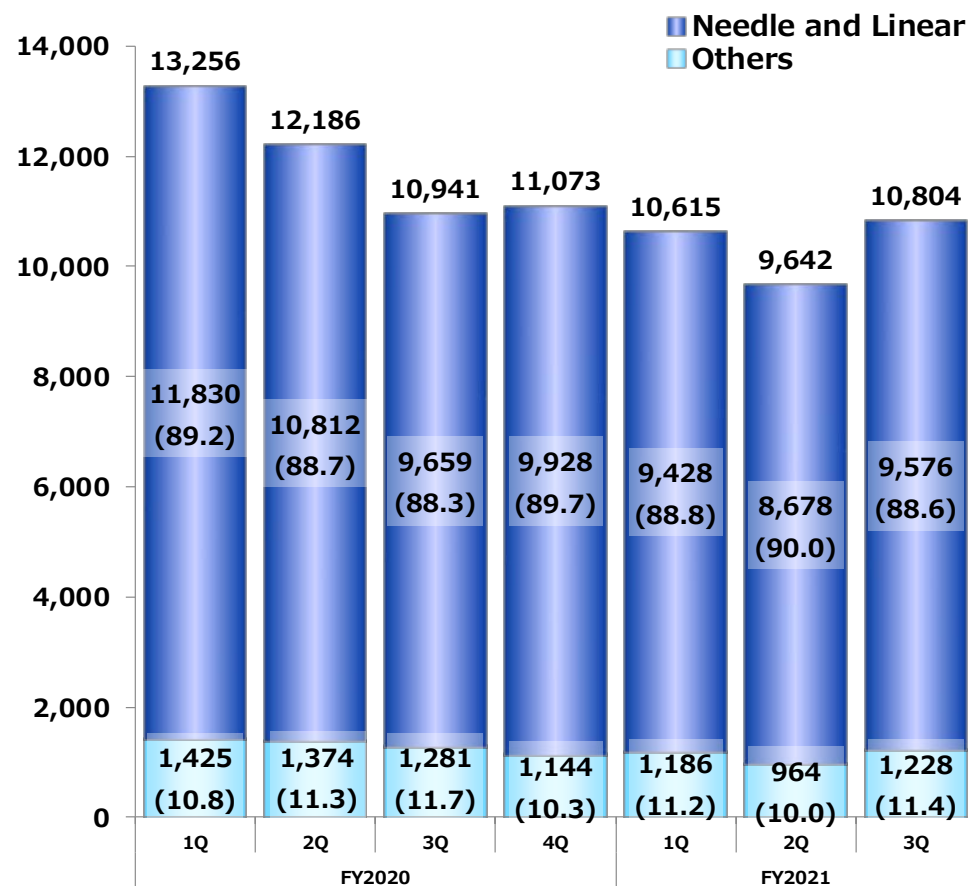
Note: "Cash and cash equivalents at beginning of year" in the FY2016, include "Increase (decrease) in cash and cash equivalents due to change in fiscal period of consolidated subsidiaries".

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

(Millions of yen)



(Millions of yen)



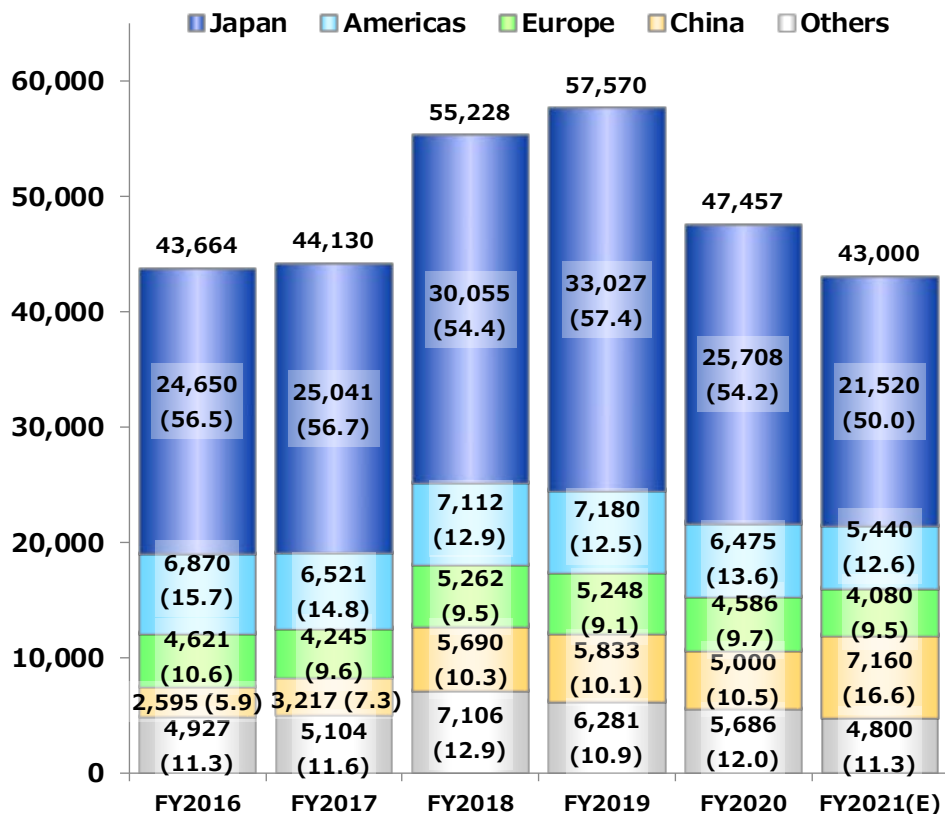
Change

(%)

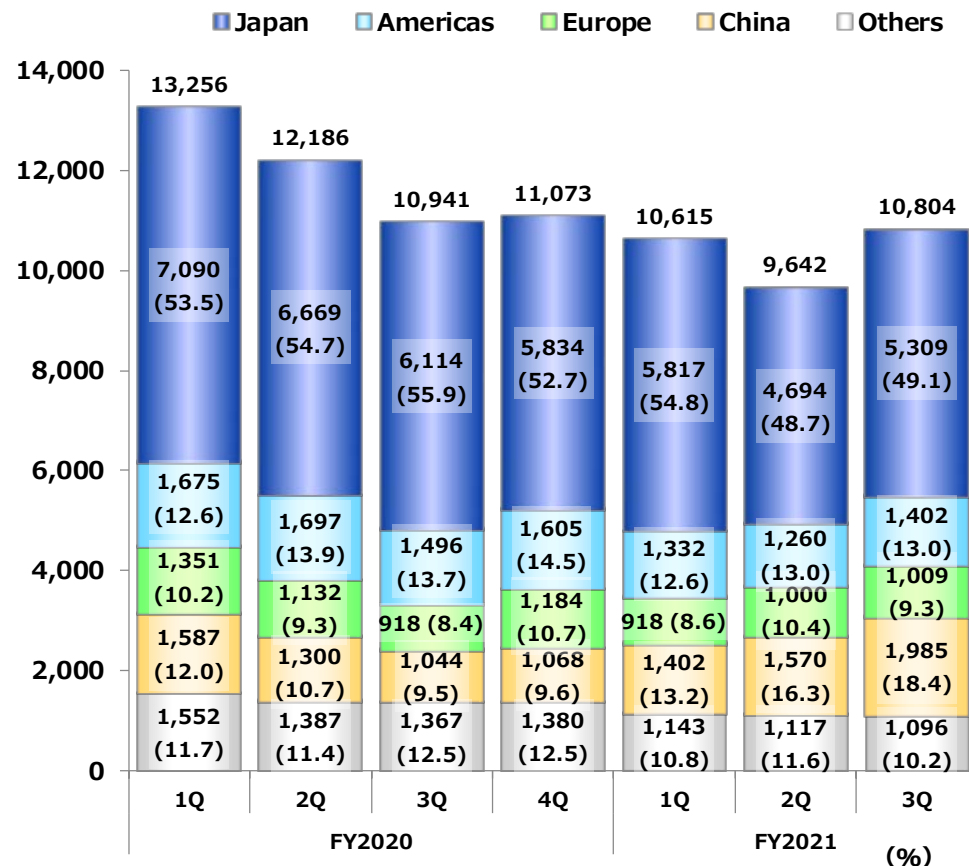
	FY2016	FY2017	FY2018	FY2019	FY2020					FY2021			
	YOY	YOY	YOY	YOY	1Q	2Q	3Q	4Q	Year	1Q	2Q	3Q	Year(E)
					QOQ	QOQ	QOQ	QOQ	YOY	QOQ	QOQ	QOQ	YOY
Needle and Linear	(3.3)	1.7	23.7	5.9	(4.3)	(8.6)	(10.7)	2.8	(16.9)	(5.0)	(8.0)	10.3	(9.2)
Others	(0.4)	(3.2)	35.7	(6.7)	(14.3)	(3.6)	(6.8)	(10.7)	(22.6)	3.6	(18.8)	27.5	(11.0)
Total	(2.9)	1.1	25.1	4.2	(5.5)	(8.1)	(10.2)	1.2	(17.6)	(4.1)	(9.2)	12.1	(9.4)

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

(Millions of yen)



(Millions of yen)

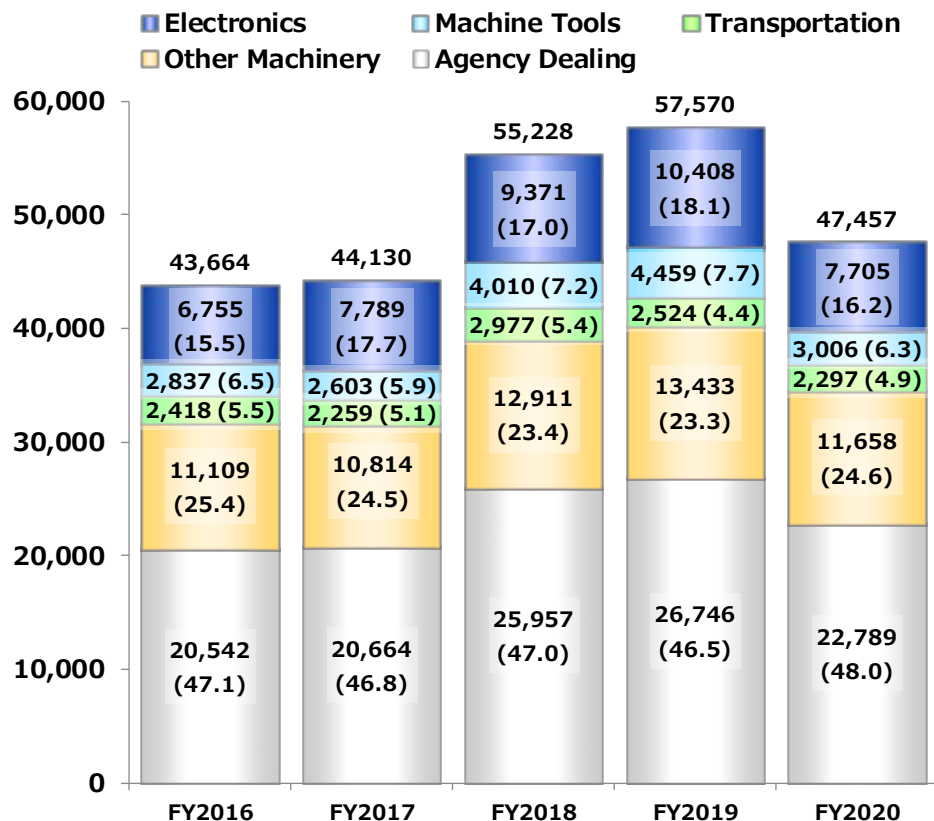


Change

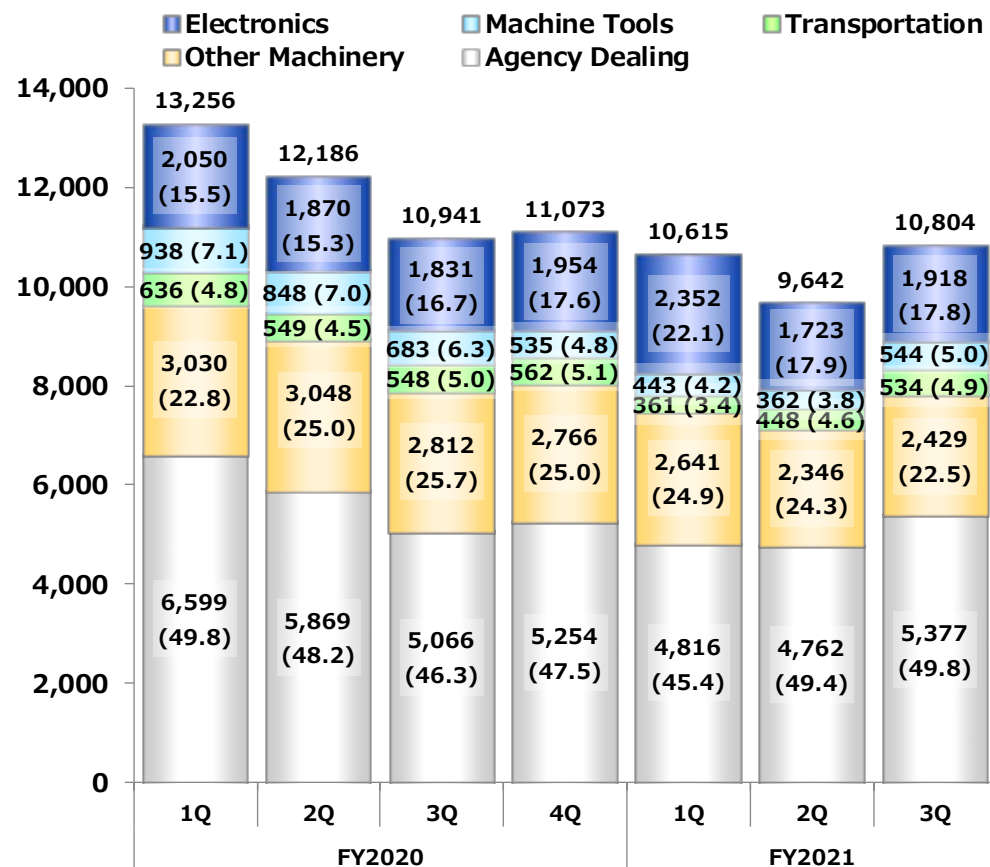
	FY2016	FY2017	FY2018	FY2019	FY2020					FY2021			
					1Q	2Q	3Q	4Q	Year	1Q	2Q	3Q	Year(E)
					YOY	YOY	YOY	YOY	QOQ	QOQ	QOQ	QOQ	YOY
Japan	(5.6)	1.6	20.0	9.9	(11.1)	(5.9)	(8.3)	(4.6)	(22.2)	(0.3)	(19.3)	13.1	(16.3)
Americas	7.2	(5.1)	9.1	0.9	(8.3)	1.4	(11.9)	7.3	(9.8)	(17.0)	(5.4)	11.3	(16.0)
Europe	(4.8)	(8.1)	24.0	(0.3)	(0.6)	(16.2)	(18.9)	29.0	(12.6)	(22.4)	8.9	0.9	(11.0)
China	(5.4)	24.0	76.9	2.5	21.4	(18.1)	(19.7)	2.3	(14.3)	31.3	11.9	26.5	43.2
Others	1.6	3.6	39.2	(11.6)	(0.4)	(10.6)	(1.4)	1.0	(9.5)	(17.2)	(2.3)	(1.8)	(15.6)
Total	(2.9)	1.1	25.1	4.2	(5.5)	(8.1)	(10.2)	1.2	(17.6)	(4.1)	(9.2)	12.1	(9.4)

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

(Millions of yen)



(Millions of yen)



Change

(%)

	FY2016	FY2017	FY2018	FY2019	FY2020					FY2021		
	YOY	YOY	YOY	YOY	1Q	2Q	3Q	4Q	Year	1Q	2Q	3Q
	QOQ	QOQ	QOQ	QOQ	QOQ	QOQ	QOQ	QOQ	YOY	QOQ	QOQ	QOQ
D Electronics	(0.4)	15.3	20.3	11.1	(15.8)	(8.8)	(2.1)	6.7	(26.0)	20.4	(26.8)	11.3
D Machine Tools	(5.4)	(8.3)	54.0	11.2	(21.0)	(9.5)	(19.5)	(21.6)	(32.6)	(17.1)	(18.4)	50.5
D Transportation	(4.4)	(6.6)	31.8	(15.2)	10.7	(13.7)	(0.3)	2.7	(9.0)	(35.8)	24.3	19.2
Other Machinery	(3.1)	(2.7)	19.4	4.0	(7.6)	0.6	(7.8)	(1.6)	(13.2)	(4.5)	(11.2)	3.5
Agency Dealing	(3.1)	0.6	25.6	3.0	0.8	(11.1)	(13.7)	3.7	(14.8)	(8.3)	(1.1)	12.9
Total	(2.9)	1.1	25.1	4.2	(5.5)	(8.1)	(10.2)	1.2	(17.6)	(4.1)	(9.2)	12.1

Analysis of Consolidated Operating Income



(Millions of yen)

