## AICA

## AICA KOGYO CO., LTD.

Support Data for the Summary of Consolidated Financial Results for the Nine Months Ended December 31, 2021

## Change \& Grow 2400 <br> 

January 27, 2022
Securities code : 4206
[Millions of yen]

|  | FY 2020 Q1-Q3 |  | FY 2021 Q1-Q3 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Results | Profit margin | Results | Profit margin | Growth Rate |
| Net Sales | 124,399 | - | 152,771 | - | 22.8\% |
| Operating Profit | 11,712 | 9.4\% | 14,213 | 9.3\% | 21.4\% |
| Ordinary Profit | 12,177 | 9.8\% | 15,266 | 10.0\% | 25.4\% |
| Profit attributable to owners of the parent | 7,117 | 5.7\% | 9,519 | 6.2\% | 33.7\% |


|  |  |  |  |  | [Yen] |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Profit per share | 109.01 | - | 145.78 | - | 33.7\% |

# Net Sales : Hit the Highest Performance ever Recorded Profits : Large Growth from FY 2020 Q1-Q3 

[Millions of yen]

|  | Net Sales |  |  | Operating Profit |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { FY } 2020 \\ \text { Q1-Q3 } \end{gathered}$ | $\begin{gathered} \text { FY } 2021 \\ \text { Q1-Q3 } \end{gathered}$ | Difference | $\begin{gathered} \text { FY } 2020 \\ \text { Q1-Q3 } \end{gathered}$ | $\begin{gathered} \hline \text { FY } 2021 \\ \text { Q1-Q3 } \end{gathered}$ | Difference |  |
| Chemical <br> Products | 65,213 | 86,912 | 21.698 | $\begin{aligned} & 4,945 \\ & 7.6 \% \end{aligned}$ | $\begin{aligned} & 5,413 \\ & 6.2 \% \end{aligned}$ | 468 $\triangle 1.4 \%$ | Amount <br> Profit margin |
| on |  |  |  | 8,755 | 11,294 | 2,539 | Amount |
|  |  |  |  | 14.8\% | 17.1\% | 2.3\% | Profit margin |
|  | (Una | cated opera | ng expenses) | -1,987 | -2,494 | $\triangle 507$ | Amount |
|  |  |  |  | 11,712 | 14,213 | 2,500 | Amount |
|  |  |  |  | 9.4\% | 9.3\% | - 0.1 \% | Profit margin |

## 3. Chemical Products Segment : Sales Breakdown by Product AICA

[Billions of yen]

|  | FY2020 |  | FY2021 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1-Q3 | Full Year | Q1-Q3 | Growth Rate | Full Year <br> Forecast | Achievement Rate |
| Adhesive $(\mathbf{A A P}(*))$ | $\begin{array}{r} 39.50 \\ \mathbf{( 3 0 . 4 6 )} \end{array}$ | $\begin{array}{r} 54.32 \\ (42.02) \end{array}$ | $\begin{array}{r} 54.79 \\ (44.38) \end{array}$ | $\begin{gathered} 38.7 \% \\ (45.7 \%) \end{gathered}$ | $\begin{array}{r} 69.89 \\ (56.04) \end{array}$ | $\begin{gathered} 78.4 \% \\ (79.2 \%) \end{gathered}$ |
| Construction Resin | 6.35 | 8.63 | 6.86 | 8.0\% | 9.26 | 74.1\% |
| Specialty \& Performance materials | 11.55 | 16.81 | 15.87 | 37.3\% | 20.77 | 76.4\% |
| Others | 7.79 | 10.67 | 9.38 | 20.4\% | 10.06 | 93.2\% |
| Total | 65.21 | 90.44 | 86.91 | 33.3\% | 110.00 | 79.0\% |

(*) AAP: AICA Asia Pacific Holding Pte. Ltd. (Singapore)

## 4. Construction Materials Segment : Sales Breakdown by Product AIDA

[Billions of yen]

|  | FY2020 |  | FY2021 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1-Q3 | Full Year | Q1-Q3 | Growth Rate | Full Year Forecast | Achievement Rate |
| High Pressure Laminates (HPL) | 16.32 | 24.22 | 20.49 | 25.6\% | 28.04 | 73.1\% |
| Decorative Polyester <br> Boards, Decorative Films | 7.58 | 11.19 | 8.19 | 8.0\% | 11.75 | 69.7\% |
| Melamine Noncombustible Decorative Panel "Cerarl" | 13.75 | 19.19 | 14.85 | 8.0\% | 20.40 | 72.8\% |
| Noncombustible Decorative <br> Panel (Except "Cerarl" ) | 5.98 | 8.23 | 5.71 | ④.5\% | 8.44 | 67.7\% |
| Countertops, Postforming products | 12.05 | 16.47 | 13.21 | 9.6\% | 17.42 | 75.8\% |
| Fittings, Interior Housing Materials | 3.47 | 4.86 | 3.38 | A 2.5\% | 3.93 | 86.0\% |
| TOTAL | 59.18 | 84.18 | 65.86 | 11.3\% | 90.00 | 73.2\% |

## 【Appendix】 Overseas Sales Ratio

[Billions of yen]

|  | FY2020 Q1-Q3 |  | FY2020 Q1-Q3 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Results | Overseas Sales Ratio | Results | Growth Rate | Overseas Sales Ratio |
| Chemical <br> Products | 43.46 | 66.7\% | 62.59 | 44.0\% | 72.0\% |
| Construction Materials | 9.37 | 15.8\% | 12.05 | 28.6\% | 18.3\% |
| TOTAL | 52.83 | 42.5\% | 74.64 | 41.3\% | 48.9\% |

$\underset{\substack{\text { Change } \\ \text { \& Grow } \\ 2400}}{\substack{\text { and }}}$

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 made based on the judgment of the manager of Aica Kogyo Co., Ltd. using current available information. The actual result can be difference from the current prospect because of various important elements, so please avoid depending on fully to only this prospect.
This document is not a thing for investment inducement. We request that the decision about the investment will be performed by the judgment of each user.

