Financial Results – FY 23/03 Q3



Make Wave, Make World.

世界が知らない世界をつくれ

Executive Summary

1

Sales grew on y-o-y basis, on path to achieving FY target

- FY 23/03 Q3, <u>Sales 594 million yen.</u> Sales grew at a rate of <u>24.</u>
 <u>6% y-o-y</u>(Excludes onetime last year's upfront license payment).
- 52.5 % progress for FY 23/03 (1,133 million yen).
- Progress rate on contract basis is 103.3% (1,170 million yen), Expected to achieve FY target.

2

Steady progress made in two KPI

- **1** New Contracts
- **2** Total Contracts
- Acquired 21 new contracts. FY 23/03 target 25, 84.0% progress.
- 52 contracts signed. FY23/03 target 52 contracts, **100.0% progress.**

3

Advancement in
Technology
Standardization
&
Green Market

- Japan's First Large-Scale, general purpose Pilot Plant of Microwave-Based Chemical Recycling Technology Completed
- Advanced to pilot project phase for freeze-drying process of convenience foods (Partner: Asahi Group Foods)
- Launched the sales of "SiriusWave" microwave multistage freezedryer for food, pharmaceuticals, etc.
- Decision made to build a new large scale pilot facility of eco-friendly carbon fiber production "Carbon-MXTM" (Partner: Mitsui Chemicals)

Agenda

- 1. Company overview
- 2. Financial Results and KPI Highlights
- 3. Topics
- 4. Appendix



[Mission]

Make Wave, Make World [Vision]

Innovate the chemical industry, unchanged for more than a century revolutionize the world of manufacturing



Company Overview

Industrialized microwave chemical process for the first time in the world. Utilizing the microwave technology platform, we promote joint development and commercialization with various partners in a wide range of fields.



Current manufacturing technology using fossil fuels, etc

Microwave: New energy source

Intellectual property and know-how / Development infrastructure / **Development team**







History













PeptiStar









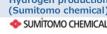






(QST)







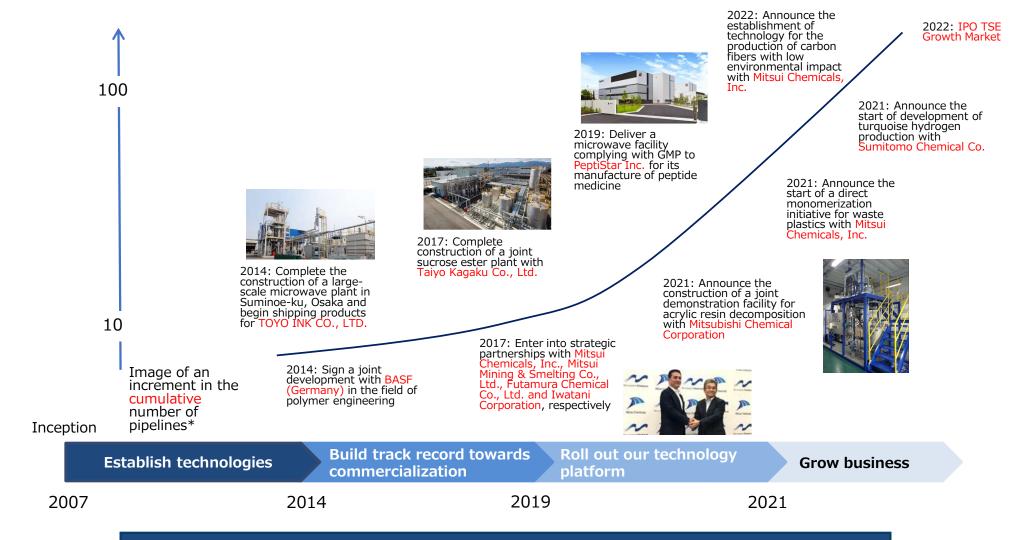


Industrialized

Under Development



History



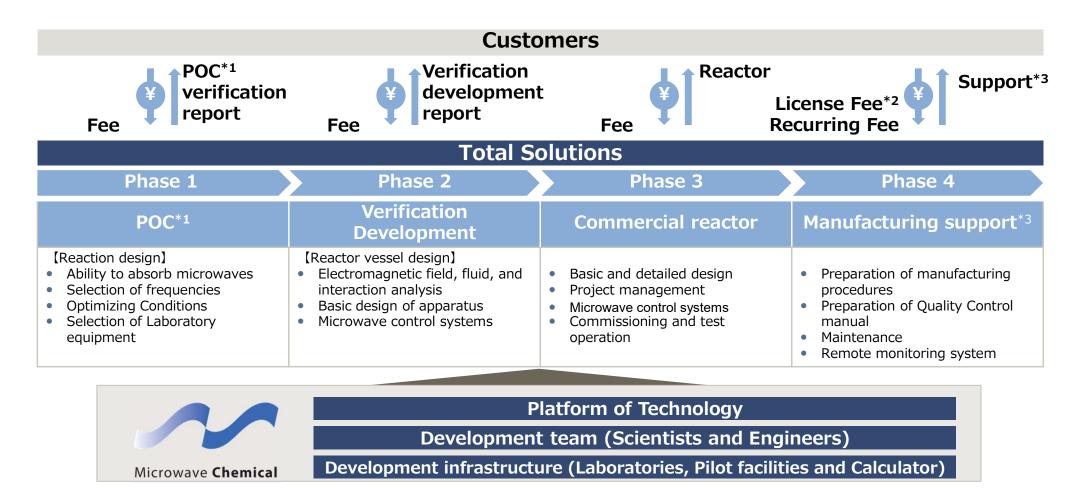
Shift from a manufacturer and distributor to demonstrate its technologies to a solution provider using its technology platform

^{*} The Pipelines refer to development projects in Phase 1 (lab development), Phase 2 (demonstration development), Phase 3 (commercial reactor introduction), or Phase 4 (manufacturing support)



Business Model

- (1) Total solutions from R&D to engineering
- (2) Profit on each phase. License fee when commercialized by client.



- *1: POC: Proof of Concept. The process of testing the feasibility and effectiveness of new concept or idea before actual development
- *2: License: Share the customer value earned by introduction of microwave process as license fees. Specifically, receive as upfront payment and recurring royalties
- *3: Manufacturing support and maintenance: Support customers who have installed microwave reactors in their manufacturing process. In addition, provide maintenance of microwave reactors and other facilities



Growth Driver

Business Model



Market Focus

Projects

1. New Contract Acquisition

Through new and existing customers, strategic alliances, oversea customers.



Unit Price



Plants in Commercial Production



Packaged Solution

2. A Virtuous Circle Strengthening the Technology Platform

Each project will strengthen our technology platform which in turn increases our ability to provide solutions.

3. Standardization

Scaling business by providing packaged solution to multiple clients.

4. Focus on growth areas

Green

Healthcare (Includes food)

Electronics

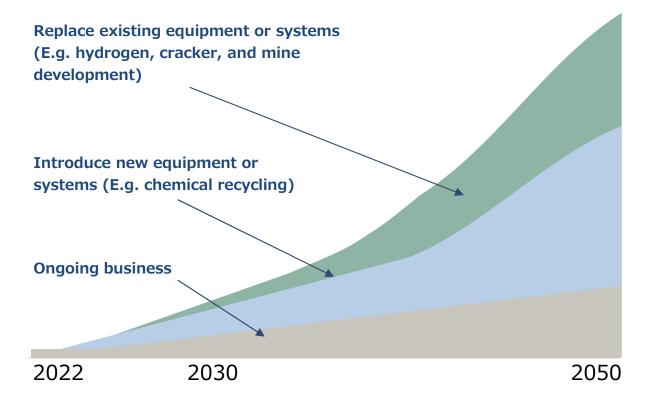


Carbon Neutral – Our vision

We will expand our business long-term by committing to carbon neutrality of various industry.

MWCC's Growth Image

- ► For heavy industry, average lifetimes of emissions-intensive assets is around 40 years, and around 30% of existing assets are expected to require major investment to improve facilities within the next 10 years.*1
- ▶ In order to achieve carbon neutral, new innovative technologies must be ready for implementation. Generally, it takes about 10 years for new technologies to become commercially viable, so we need to start developing new solutions "now".



MWCC's Active Solutions for Decarbonization

C NEUTRAL 2050 design

- Electrification of the chemical industry
 - Electrification of crackers
 - All other processes



- Contributions to other industries through new processes and materials
- > Energy, steel and petrochemical industries
 - Turquoise hydrogen
 - Ammonia
 - CO2 as a raw material
- > Mobility (automobile, etc.) electronics industries
 - Battery-related material (Cathode materials, etc.)
 - Carbon Fiber
 - Post-consumer recycled materials (chemical recycling)
 - Lithium and rare earth (mine development)



Cathode materials



Lithium

Net Zero by 2050 A Road Map for the Global Energy Sector IEA May 2021



*1:

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FY23/03 Full-year budget

Planned net sales of 1,133 million yen and operating income of 67 million yen

(Unit: million Yen)

	FY 22/03 Full-year (result)	FY 23/03 Full-year (budget)	Dif	ference
Net sales Phase 1 Phase 2 Phase 3 Phase 4 Others	860 309 320 30 200	1,133 686 381 35 - 30	+272 +377 +61 +5 ▲ 200 +30	+31.7% +121.5% +19.0% +16.7% △100.0%
Operating profit	▲87	67	+155	-
Ordinary profit	▲ 98	30	+128	-
Profit	▲110	45	+155	-



Financial results for FY23/03 Q3

YTY Sales comparison ▲12.2%.

As aforementioned, YTY sales + 24.6% excluding the upfront payment.

(Accumulated, Unit: million Yen)

	FY 22/03 Q3 (result)	FY 23/03 Q3 (result)	Dif	ference
Net sales Phase 1 Phase 2 Phase 3 Phase 4 Others	677 187 259 30 200	594 350 209 35 - 0	▲82 +162 ▲ 50 +5 ▲ 200 +0	▲ 12.2% +86.6% ▲19.4% +16.7% ▲100.0%
Operating profit	14	▲ 47	▲ 62	_
Ordinary profit	4	▲81	▲ 85	-
Profit	▲2	▲ 96	▲ 94	-

Recorded as an upfront payment



Seasonal Fluctuations / Revenue Recognition

<Seasonal Fluctuations>

Our major customers, chemical companies, finalizes budgets by March, just before the start of the new fiscal year, so project with MWCC often begins in the first or second quarter. As a result, the completion of the contract, in which our company's revenues are recorded, tends to be skewed toward the second half of the year. There is also an impact from the completion timing of large-scale projects. In addition, since the majority of selling, general and administrative expenses are fixed costs, the proportion of profits also tends to be weighted toward the second half of the year, which may affect investors' decisions.

FY22/03 Net sales for each quarterly accounting period(Thousand Yen)

Q1	Q2	Q3	Q4	Total
68,053	61,451	548,149	182,855	860,510

<Revenue Recognition>

The following is a description of the main performance obligations in the Company's main business related to revenues arising from contracts with customers and the usual time at which such performance obligations are met. Payment is made generally within one month after obligation is fulfilled and dose not include financial component.

① Joint development agreement(JDA)

The Company submits reports, samples, etc. stipulated in the JDA and receives payment. Under such agreements, revenue is booked upon acceptance of the report, samples, etc. by the customer.

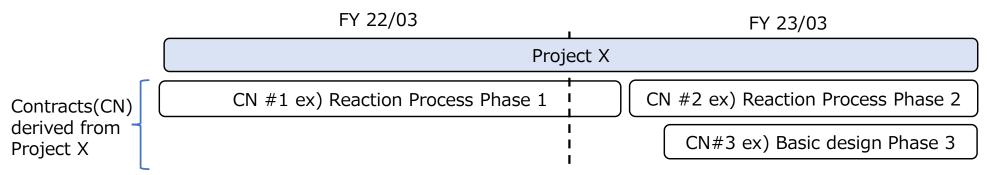
2 License agreement

Under license agreements, the Company licenses its intellectual property to customers and receives upfront payments and running royalties as compensation. The upfront payment is booked as revenue at the time the intellectual property is licensed. Running royalties are based on the sales revenue of the licensee company, and revenue is recognized when the product is sold by the licensee company.



KPI(Key Performance Indicator)

- 1. Important KPI for our business are **1 Total Number of newly acquired**Contracts and **2 Total Number of Contracts.**
- 2. Contracts are signed with clients based on solutions we provide which will defer per phase and service we provide. Multiple contracts could be signed with one project as indicated below.
- 3. Contracts is basis of our revenue. We disclose only the Contracts that is expected to complete and book sales within this FY as KPI.



[Related information]

- **a.** Sales per Phase: To understand the progress of the contract by sales per each phase $(1\sim4)$.
- **b. Total Number of Projects**: Project consist of a team with task to provide "total solution" to clients. It is also referred as a pipeline and categorized in two types.
 - Revenue generating project: Solution Providing Project to a client
 - Non-revenue generating project: R&D Project which we invest our own resources.



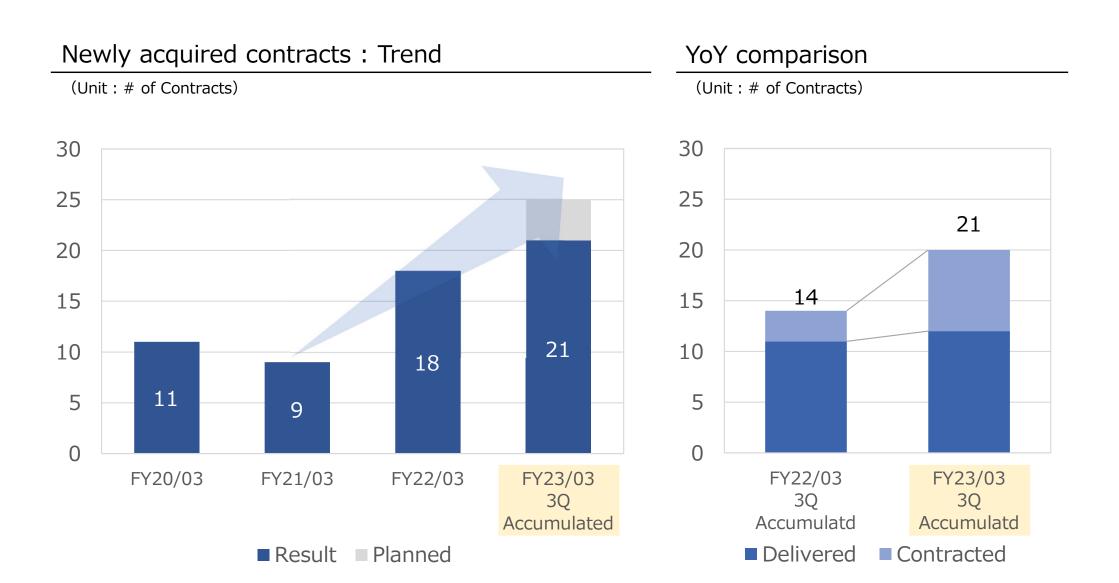
FY23/03 Q3 KPI Highlights

- **1** New Contracts total number of newly acquired contracts
- Acquired 21 contracts out of 25 annual projection
- 2 Total Contracts total number of contracts
- 52 Contracts already signed, 35 delivered. FY 23/03 target 52 contracts.
- 3 Sales per Phase Projects
- Exceeded 500 mil yen in both Phase 1 and Phase 2.
- 1,170mil yen(103.3%) achieved on contract basis. FY23/03 target 1,133mil yen.
- 4 Projects total number of projects
- 39 Solution Providing Projects, 5 R&D Projects.
- Net increase of 5 Projects from 23/03 Q2.



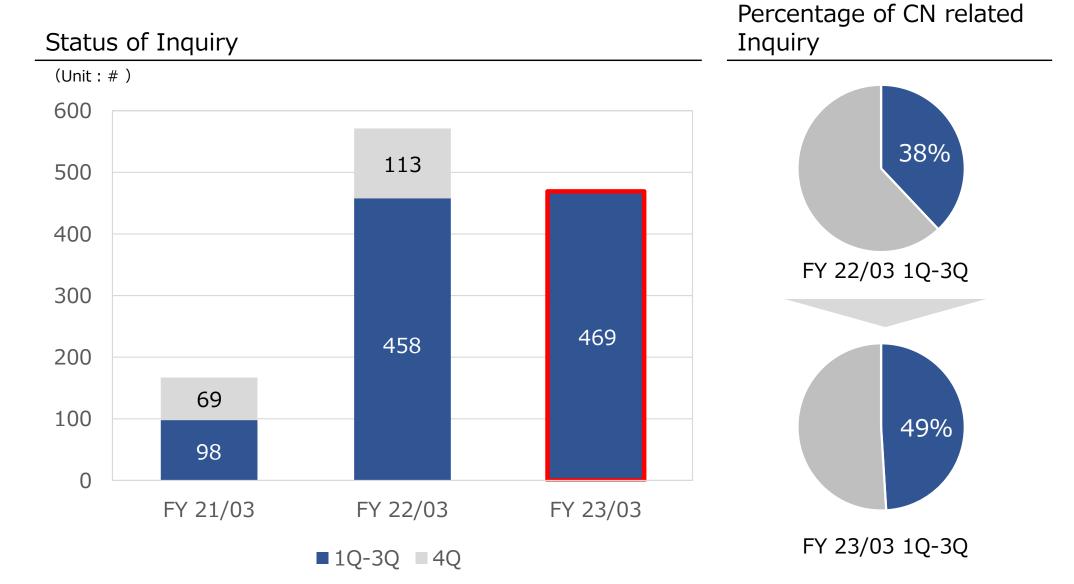
KPI 1 Total number of newly acquired contracts

Acquired 21 new contracts in Q3. FY23/03 target 25 contracts.



Ref: Status of Inquiry

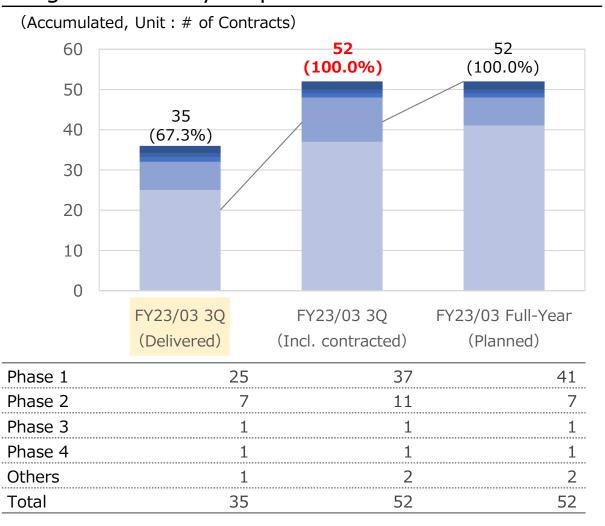
Inquiry increased driven by carbon neutral (CN)-related projects. Achieved record number of inquiry for FH FY23/03.



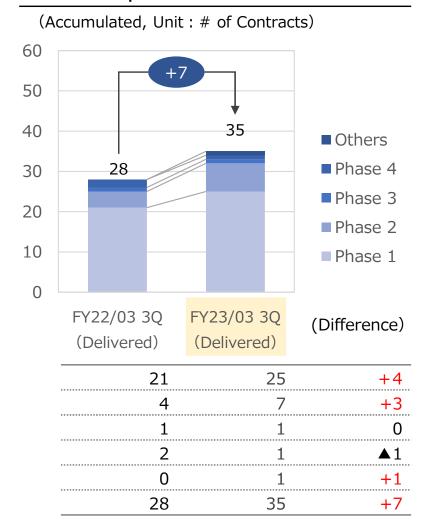
KPI² Total number of contracts

100.0 % progress compared to FY23/03 target.35 contracts delivered YTY comparison 28 contracts.

Progress vs. full-year plan



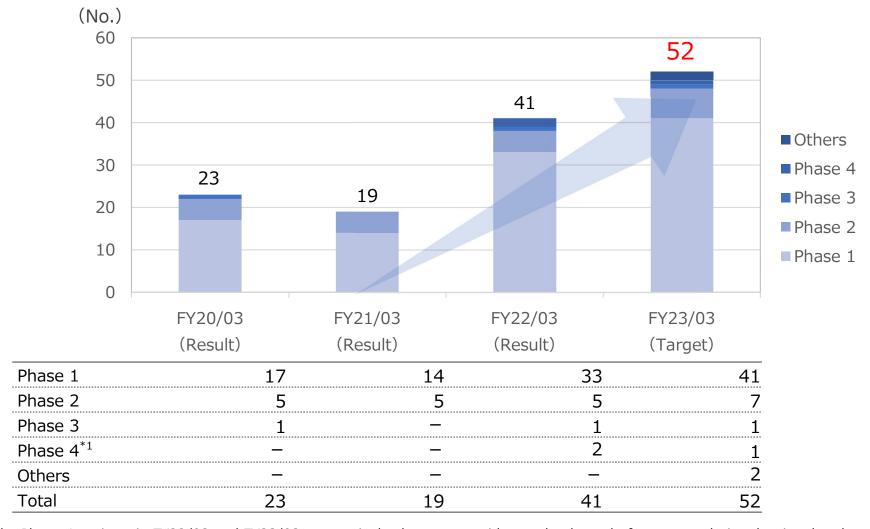
YoY comparison





Ref: Total number of contracts, Results & FY23/03 Forecast

Growth achieved with acquisition of new projects and stage-up of existing projects



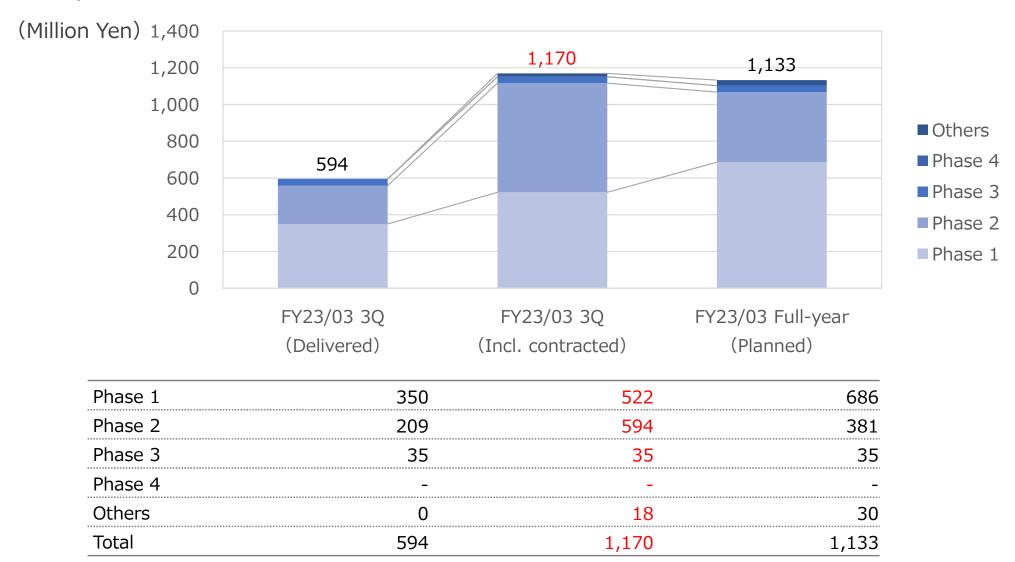
^{*1} One of the Phase 4 projects in FY22/03 and FY23/03, respectively, does not provide a technology platform as a solution, but is related to a project with TMT Corporation, a joint venture established by Microwave Chemical and TAIYO CHEMICAL for the production of sucrose esters.

Microwave Chemical and TMT have entered into a patent and know-how license agreement, but the Company does not expect to recognize any revenue based on this agreement in FY23/03. One of the Phase 4 projects recorded in FY22/03 is revenue related to spot maintenance work, but since there is no ongoing contractual relationship with the company for this project, no ongoing revenue is expected in FY23/03.



a. Sales per phase

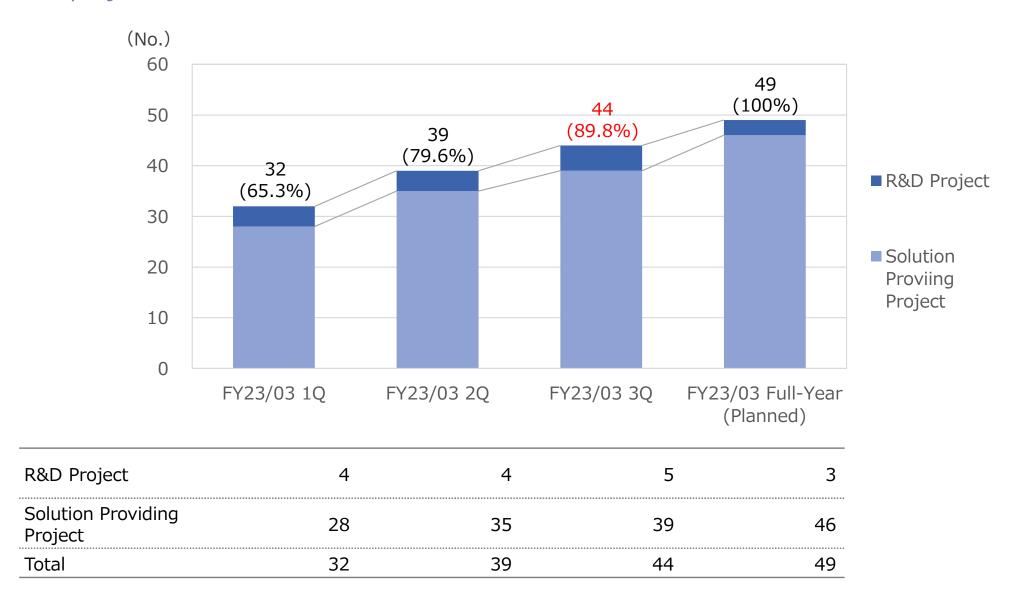
Sales per contract of Phase 1 was 522 mil yen, Phase 2 594 mil yen, Phase 3 35 mil yen, and others 18 mil yen. Total sales 1,170 mil yen, reached initial target of 1,133 mil yen.





b. Total number of projects

89.8% progress vs. the full-year plan. Expect to accumulate projects by acquisition of new projects.





Grant Information

Developing technologies funded by following Government Grants.

Institution	Project	Theme	
Osaka Pref.	Carbon Neutral Technology Development and Demonstration Program	Development and demonstration of distributed chemical recycling system utilizing microwave heating technology	
NEDO	Strategic Innovation Program for Energy Conservation Technologies / Pilot Phase	Development of new chemical recycling method for plastics using microwave process	
NEDO	Carbon recycling technologies based on biobased process	Development of bio-foundry technology for production processes	
AMED	Project Focused on Developing Key Technology for Discovering and Manufacturing Drugs for Next- Generation Treatment and Diagnosis	Development of basic manufacturing technology for raw materials and drug substances in the development of basic technology for manufacturing, purification, and analysis of nucleic acid medicines	
JST	Program on Open Innovation Platform with Enterprises, Research Institute and Academia (OPERA)	Creation of Innovative Oxidation Reaction Activation Control Technology Using Safe Oxidants	



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Topics from FY23/03 Q3 press release

- Scaling through Standardization
 - ➤ Advanced to pilot project with **Asahi Group Foods** for microwave Multi-stage freeze-drying for faster, higher quality convenience food production
 - Launched "SiriusWave," a microwave multistage freeze-drying system for food, pharmaceuticals, etc.
- Progress in Green Market
 - Completed construction of Japan's first large-scale general purpose pilot facility for microwave pyrolysis.
 - ➤ Decision made to build a new large scale pilot facility of ecofriendly microwave carbon fiber production "Carbon-MXTM" at Mitsui Chemicals' Nagoya facility.



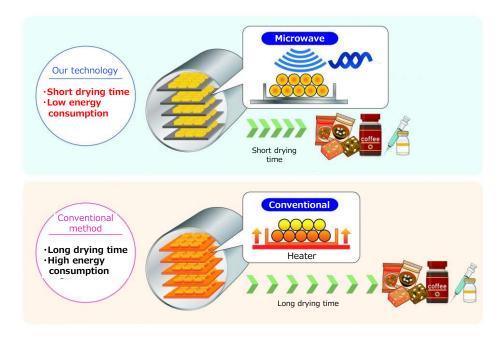
Pilot phase project with Asahi Group Foods for freeze-drying

Advanced to pilot project phase with **Asahi Group Foods** for microwave Multi-stage freeze-drying for faster, higher quality convenience food production

- ✓ Freeze-drying is widely used for drying convenience foods or biopharmaceutical such as antibodies and oligonucleotide.
- ✓ Through our JDA, we confirmed, by utilizing microwave to directly heat materials, that we can significantly shorten freeze-drying time and improve quality compared to conventional method.



Microwave freeze-drying equipment used for development



Comparison with conventional methods



Launched sales of microwave multistage freeze-dryer

Launched the sales of "SiriusWave" - microwave multistage freeze-dryer.

- ✓ It has been reported in research papers that the use of microwaves, which can directly heat materials, can shorten freeze-drying time.
- ✓ By utilizing phase control technology of microwave, we control the electromagnetic field distribution, enabling uniform energy transfer and short drying time.
- ✓ We plan to promote "SiriusWave" in food, pharmaceutical, and other industries, followed by the GMP-compliant dryer equipment for pharma production.



	Microwave generator	2,450 MHz, 1 kW	
Basic Specification	Microwave Control system	Phase control system etc.	
	Number of shelves	4	
	Usable Shelf area	0.65 m2	
	Shelf temperature	-40~120℃	
	Condenser Capacity	30 kg/batch	
Condenser	Condenser Temperature	Below -50 ℃	
Vacuum Achievable pressure		Below 4 Pa	

Equipment image

Example of specifications(customization is possible)

Focus: Green

Completed large-scale pilot facility for chemical recycling



Completed Japan's first general-purpose microwave pilot facility with a processing capacity of 1 ton/day.

- ✓ MWCC have been developing a novel microwave pyrolysis technology for plastics funded by NEDO since 2020.
- ✓ Full-scale operation of the pilot facility expected within FY23/03 targeting various plastics, utilizing the newly developed novel high-temperature complex permittivity measurement system.
- ✓ Expected to reduce energy consumption by 50% compared to conventional method.



Pilot Facility(1ton/Day)



Recycled polystyrene utilizing bench plant



Innovative Technology for Carbon Fiber Production with Mitsui Chemical

Decision made to build a new large scale pilot facility of eco-friendly carbon fiber production "Carbon-MXTM" (Partner: Mitsui Chemicals)

- ✓ "Carbon-MXTM" integrates oxidation process the most energy-intensive part of carbon fiber production with carbonization process utilizing microwave.
- ✓ Compared to conventional methods, the technology enables smaller footprint, reduced capex/ energy consumption and improves safety due to lower equipment temperature.
- ✓ Expected to reduce energy consumption by 50%. By switching to renewable electricity, CO₂ emissions can be reduced by 90%.
- ✓ Project CAPEX approximate 2billion yen, completion target December 2023.

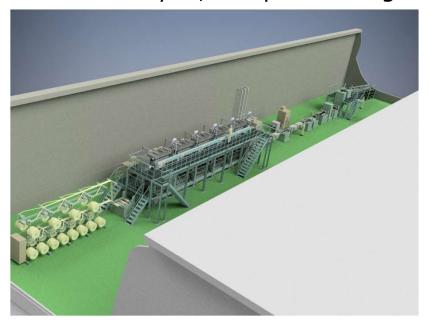


Image of the large-scale pilot facility

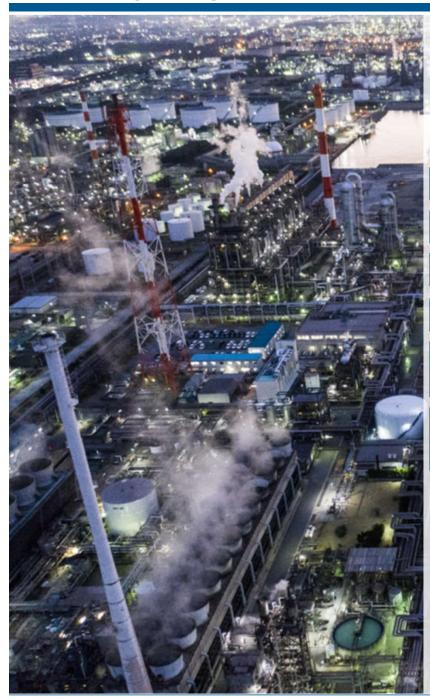


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Company Overview



Name

Microwave Chemical Co., Ltd.

Founded

August 15, 2007

Representative

CEO Iwao Yoshino

No. of employees

60 (including 16 Ph.Ds)

Head office

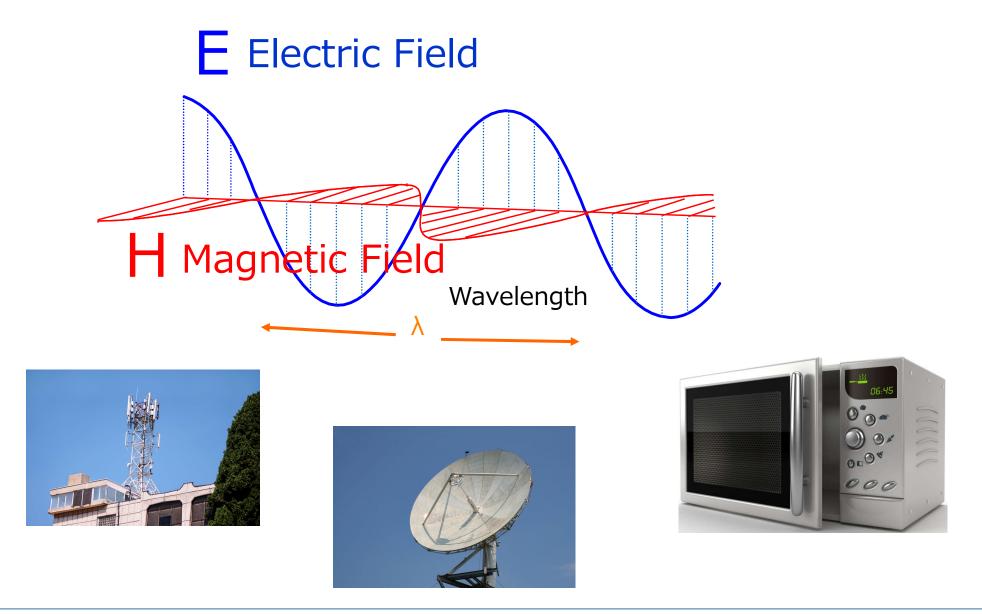
Photonics Center 5F, 2-1 Yamadaoka, Suita, 565-0871 Osaka

Major businesses Provide solutions for from R&D to engineering processes, making the most use of our microwave technology platform

Note: Number of employees as of the end of March 2022

What is Microwave?

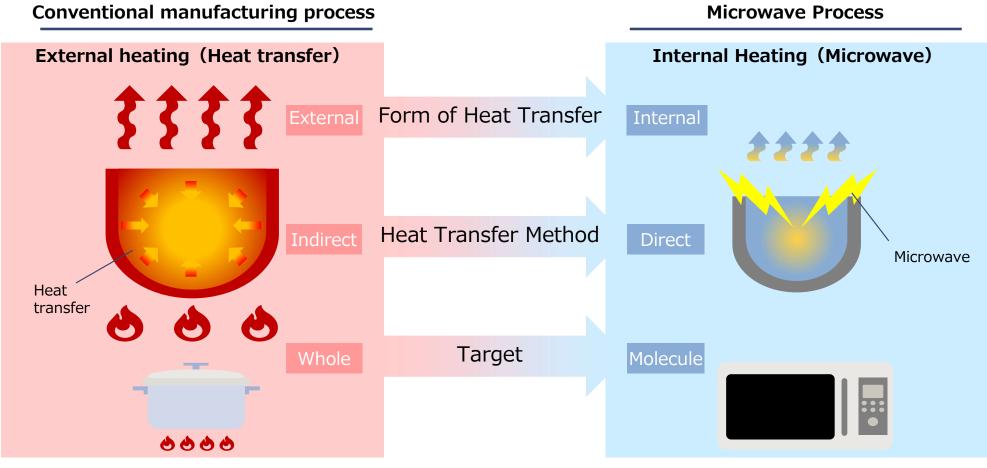
Microwave is an electromagnetic wave used in applications such as wireless base stations, radar-communication systems, and microwave ovens.





Feature of Microwave Process

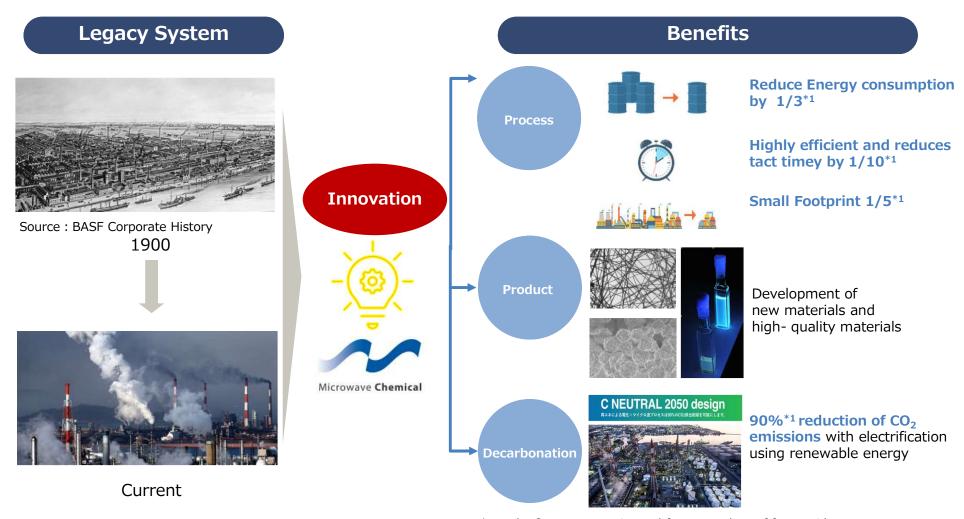
We will dramatically change the manufacturing process utilizing microwave technology.



High temperature Low temperature

*In the Conventional heat transfer process, energy is transferred to the whole object indirectly through external material. On the other hand, microwaves process transfers energy to the target molecule directly from inside. **Totally opposite approach**.

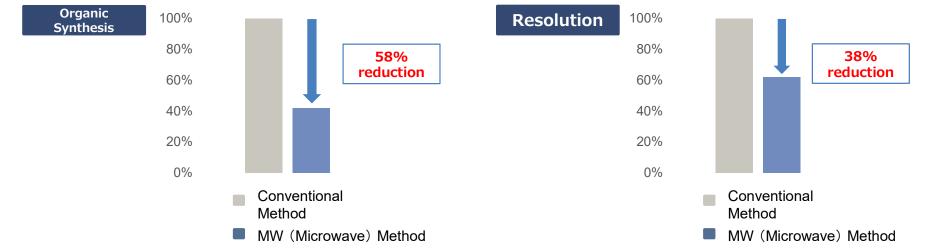
Benefit of Microwave Process (1/2)



*1 : The figures are estimated from our plant of fatty acid esters operated in Osaka

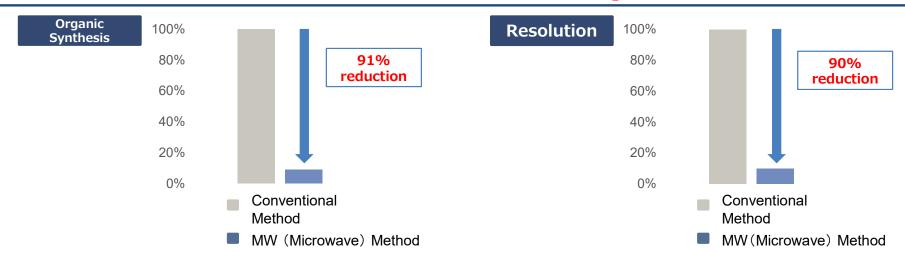
Benefit of Microwave Process (2/2)

Energy consumption: 1. Energy saving with microwave systems



CO₂ emissions:

1. CO_2 emission cuts = 1. Microwave-assisted energy efficiency \times 2. CO_2 emission intensity by energy source



 CO_2 emission cuts are calculated by multiplying 1. energy consumption by 2. energy sources used. Use of microwaves reduces energy consumption in many chemical reaction processes. There is a trend that chemical manufactures across the world are laying out their roadmaps, assuming that they significantly reduce the use of conventional fossil fuels to shift to natural energies, which will diminish the intensity of CO_2 emission from energy sources.

* MW Method assumes the use of photovoltaic electricity, CO₂ emission reductions and energy equivalent reductions are our estimates Conventional method data is our trial calculation, and MW method data is based on our demonstration machine at commercial level



Comparison – Electrification technology

Microwave process is the only process that transfers energy directly, which provides advantage, such as scaling up, energy efficiency, and temperature range.

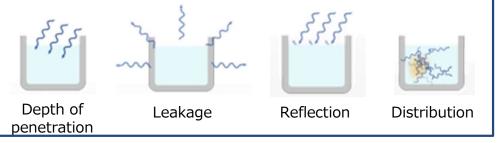
	Microwave Heating	Induction Heating	Electric heater Heating
	MW		
Energy Transfer	Direct	Indirect	Indirect
Scaling Up	Easy	Restricted	Restricted
Energy Efficiency	High	Medium	Low
Temperature Range	-100℃ 1,000℃	-100℃ 1,000℃	-100℃ 0℃ 1,000℃



Success in Scaling Microwave Process to Industrial Level

Challenges for Industrial Applications of Microwaves

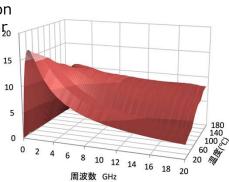
In the chemical industry, many useful experimental results using microwaves have been reported in papers since the 1980s. However, because microwaves are "waves," it is extremely difficult to control. Therefore, industry norm was that the microwave technology cannot be used in industrial setting and only in the lab.



Solved by Our Unique Approach

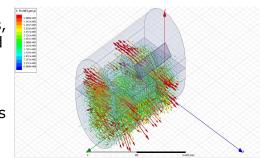
(Reaction System Design)

Developed data base of absorption rate of each molecule through our proprietary measurement technology. Design reaction utilizing the database by recognizing the pattern.



[Reactor Vessel Design]

Develop simulation technologies, couple electromagnetic field and thermic fluid analyses to increase the granularity in simulating the state, and introduce supercomputers, so as to apply to large-sized and complex reactor vessels



Realizing Industrial Applications of Microwaves

Completed large-scale chemical plant using microwave chemical process in Osaka in 2014 and started commercial operation complying with various laws and regulations such as the Fire Service Act.



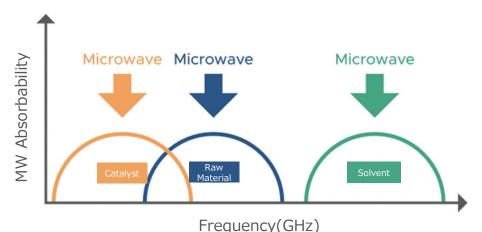


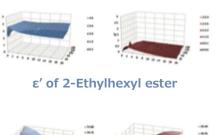
Reaction design

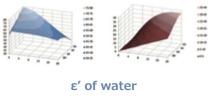
Microwave absorption rate varies by material with frequency and temperature dependency. We design the reaction utilizing this characteristics.

Reaction system design

Design Microwave transmission: Which target material at what frequency and temperature.

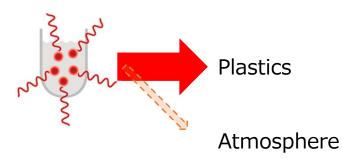


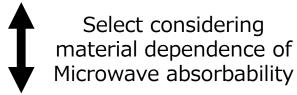


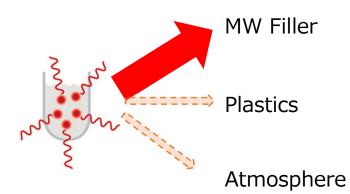




Use case: Plastic decomposition





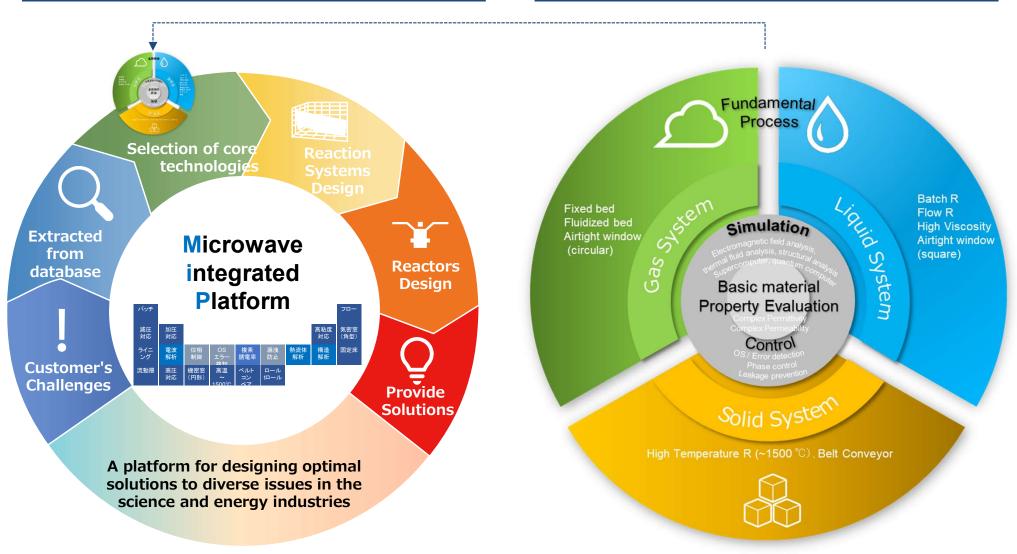




Technology Platform and Core Technologies

Our Technology Platform

Our Core Technologies





Potential Market

- Customers pay fees for our solutions mainly from R&D expenses and CAPEX
- As such, the potential market size is considered to be the part of the total amount of R&D expenses and CAPEX in the overall manufacturing industry, including chemical, medical, foods, and oil refinery
- In the chemical industry, sales, CAPEX, and R&D expenses increased 3.9%, 4.6%, and 5.1% per year, respectively, from 2010 to 2020, which is expected to continue *3

CAPEX: JPY 23.2 trillion *1

R&D: JPY 13.7 trillion x2

Chemical Industry JPY 416 trillion ×1 (worldwide sales)

Calculated based on the following: USD 1 = JPY 109 (average for 2019)

2022 Facts And Figures Of The European Chemical Industry) <a href="https://cefic.org/a-pillar-of-the-european-economy/facts-and-figures-of-the-european-econ



^{*1} Guide to the Business of Chemistry 2021 American Chemical Council, August 2021

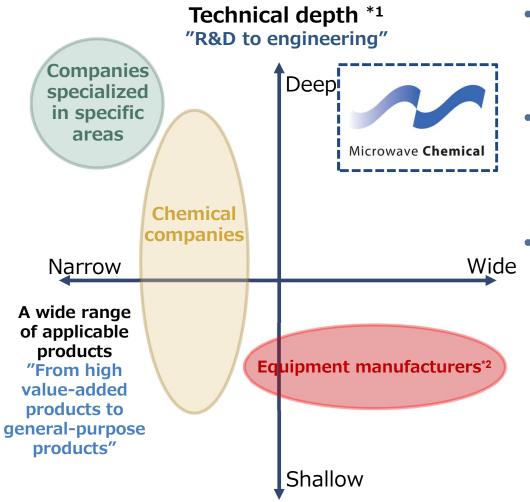
^{*2} Forecast on global annual chemical industry capital expenditures 2019-2023

^{*3} Research spending continues on an upward trajectory) https://cen.acs.org/business/investment/Research-spending-continues-upward-trajectory/97/i23

Competitive Landscape

Current Competitive Environment

Multi-layered Entry Barrier



Technology platform

- ✓ Design capabilities and core technology groups for reaction systems and reactors
- ✓ Patents and know-how supporting the platform

Development team and infrastructure

- ✓ Cross-sectorial team, such as physics, chemistry, engineering, and simulation
- ✓ The large microwave-focused labs and demonstration development infrastructure

Customer base accumulation

- ✓ Deeply understanding issues and requests identified through constant relationships including horizontal connection
- ✓ Production technology and compliance with laws and regulations accumulated through experience in the start-up and operation of large-scale commercial plants

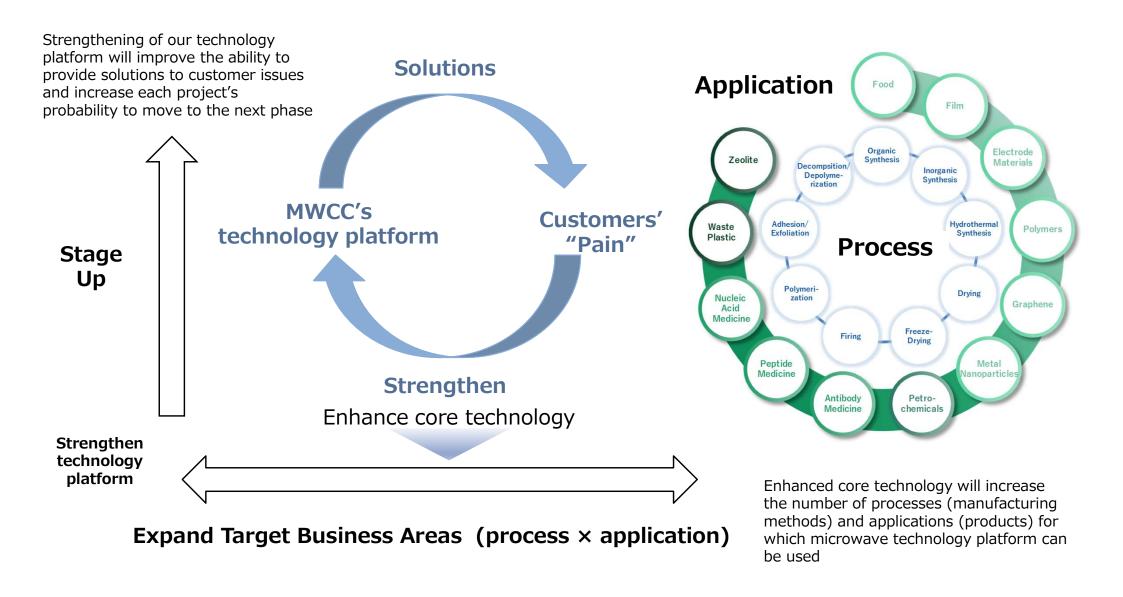
Note: This graph is an image of our own analysis of the positioning of each company in the industry



^{*1} Depth of solutions we provide for customers' R&D and engineering challenges, which are backed by our scientific capabilities. Generally, either only R&D or only equipment is provided

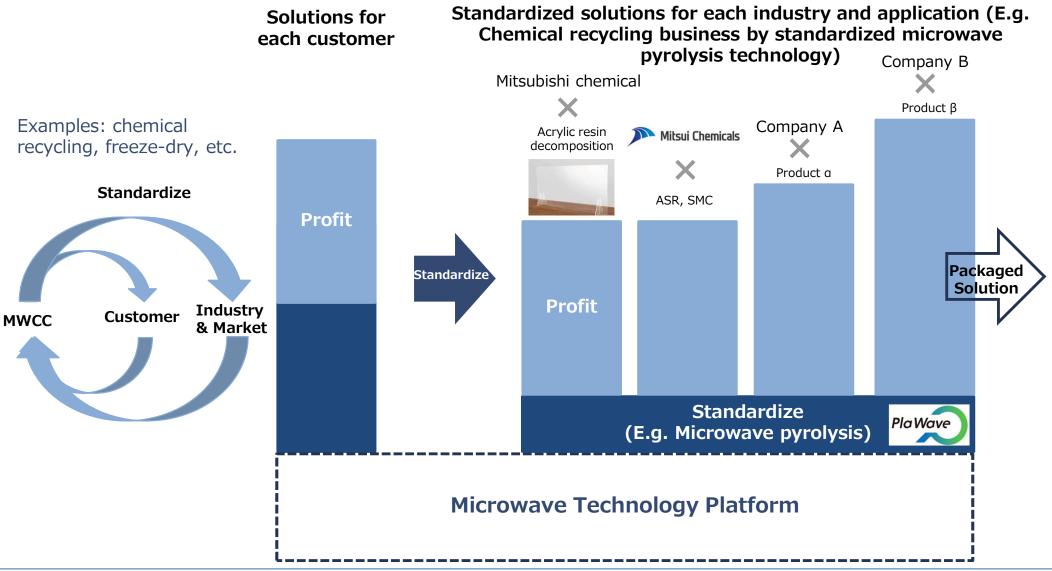
^{*2} Mostly machine manufacturers

Virtuous Cycle Drives Growth



Standardization Drives Growth

We scale our business by "standardizing" our technology platform and providing solutions to "pains" which is common to industries and markets. For example, we have conducted chemical recycling business using microwave pyrolysis technology, pharmaceutical-rerated and food-related business using microwave freeze-drying technology.

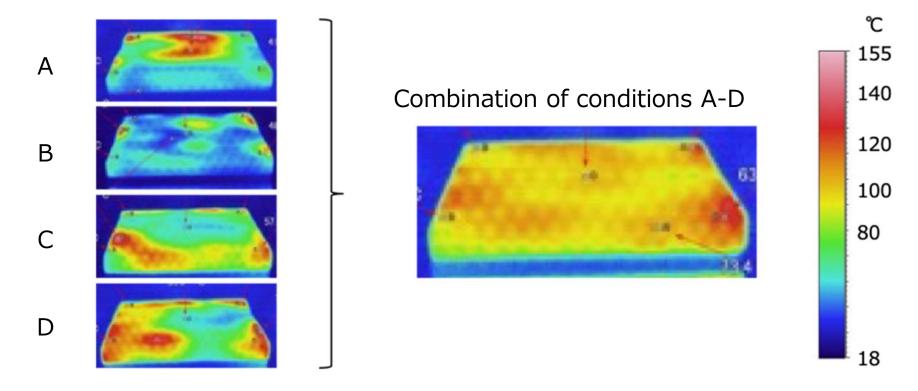




Microwave phase control

- ✓ Microwave is an electromagnetic wave, we realized precise control of the wave utilizing microwave absorption data and novel simulation technology.
- ✓ This allowed us to control the temperature distribution of the target material.

ex) By precise control of microwave irradiation condition from A through D, we achieved uniform heating that was difficult with conventional methods.





End of Document



Make Wave, Make World.

世界が知らない世界をつくれ