

# First & No. 1 Niche Top Company Asahi Yukizai Corporation

**Securities Code: 4216 (Chemical)** 

Kazuya Nakano
President & Representative Director
August 6, 2024

#### What is Organic Material?



# What is Organic Material?



#### Keyword is "Resin"

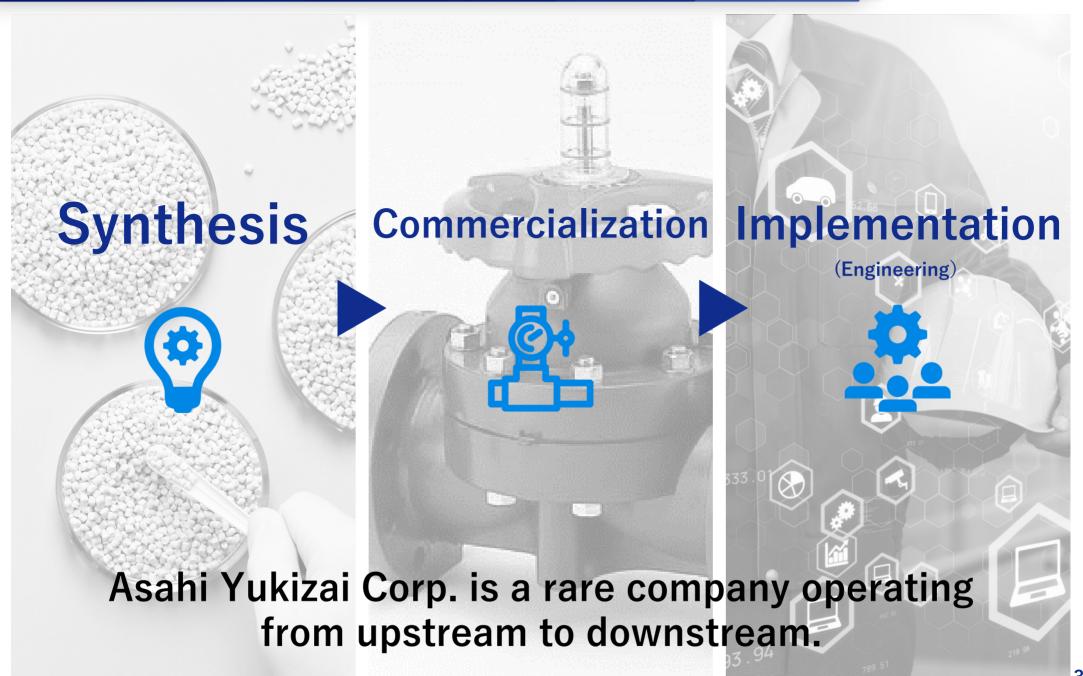


**KEYWORD** 

# Resin

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# **1** Corporate Profile

#### **Business Overview**



Asahi Yukizai Group's Three Business Segments

## Water Treatment & Natural Resources Development

(Water treatment & Natural Resources Development Divisions)









# Resin \_ Materials

(Resin Divisions)

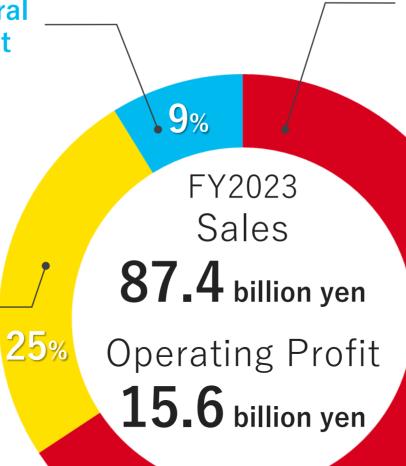






















### Started with Aircraft Parts.

Manufactured aircraft parts with wood and resin (veneer) instead of scarce metal materials.

Founded as Nitchitsu Kozai Kogyo Co., Ltd.



### Started the Resin Business.

Fully developed plastic molding materials, starting with use in the housing of

black telephones that were becoming popular in the postwar period.



# Launched the World's First Thermoplastic Valves.

The world's first thermoplastic molding.

Released the "ASAHIAV" series of plastic valves.



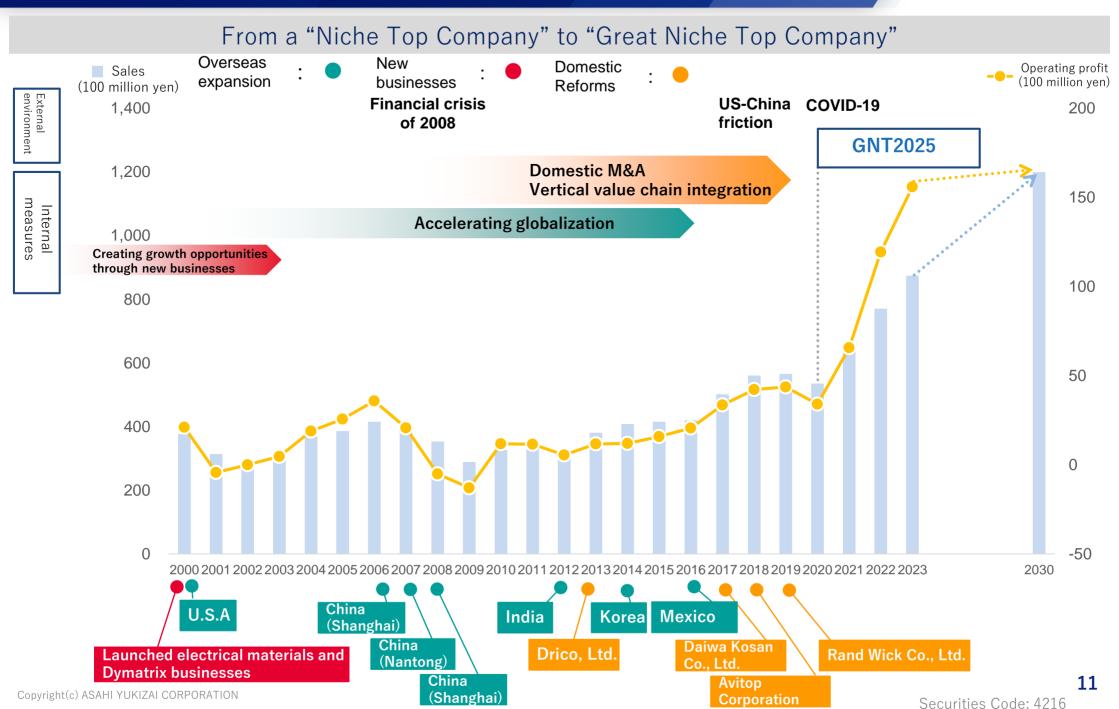
**Photoresist Resins** 

# 2000

Small Precision Valves for Semiconductor Manufacturing Equipment

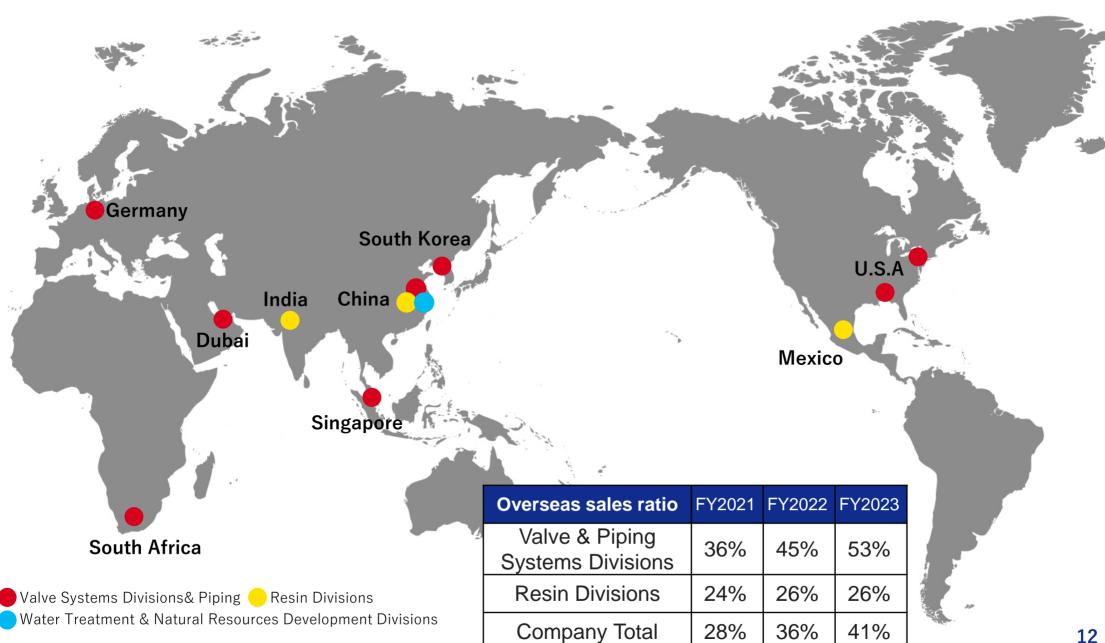
#### Changes Since 2000 and "GNT2025"





#### Global Network of the Asahi Yukizai Group













# First & No. 1 Niche Top Company



# 2 Business Outline



**57.5** billion yen



# 2-1 Core Divisions Valve & Piping Systems Divisions

#### **Strengths of Thermoplastic**



Demonstrate Strengths in Special Fields

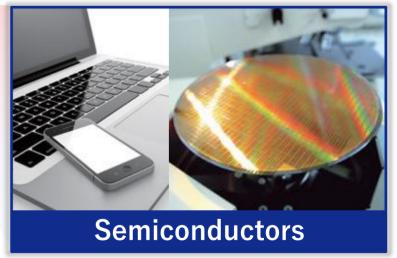
Metal valves are more common, but resin valves work well in a situation where corrosion or metal elution is undesirable.









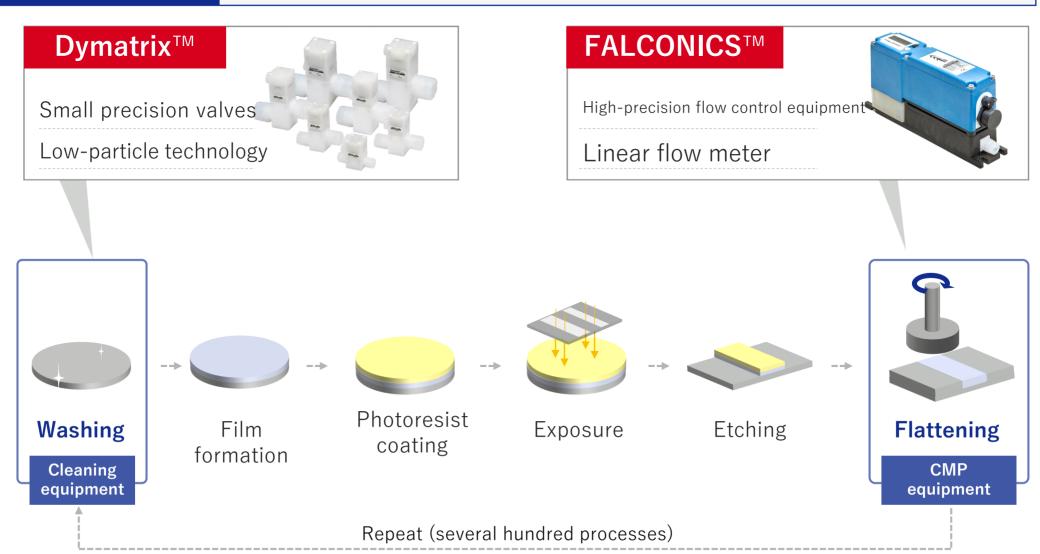


# Making a Difference in Front-End Processes in Semiconductor Manufacturing



Our strengths in the semiconductor field

We address strict requirements for reducing defect rates with our advanced technologies, including low-particle technology.



#### Our Relationship with Semiconductor Plants



## Core products, Engineering

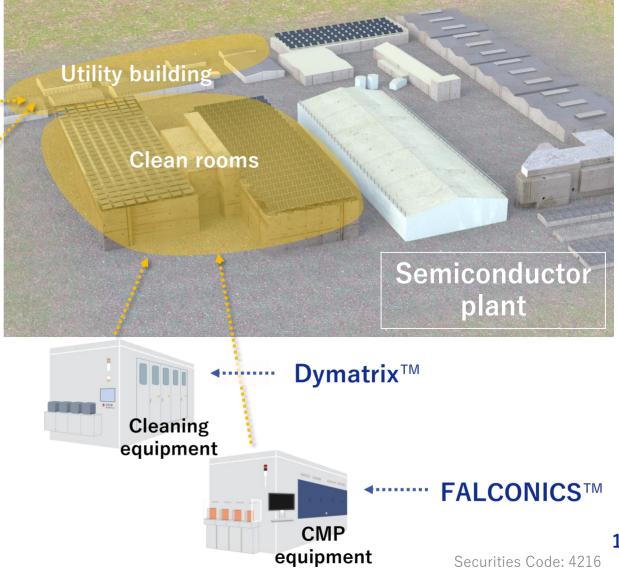
### Ultra-pure pipes for pure water equipment Utility piping design and construction

# Core products Valves/pipes/fittings Pure water production equipment Piping equipment

#### **Engineering business**

Piping design and installation at the request of water treatment manufacturers



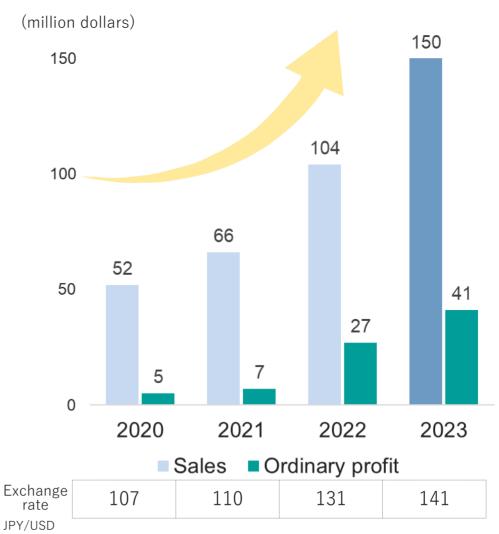


#### **Asahi America Continues to Grow**



Asahi America Making a Difference Delivers products to a wide range of industries in addition to the semiconductor industry, including water treatment, landfilling, chemicals, etc.





#### China: Promoting Localization Proves Successful



**Business** strategy

Utilize local manufacturing and sales networks to meet domestic production needs.

**Expand sales to local manufacturers.** 



# **Expanding Our Thermoplastic Valve Market**— Metal Alternatives



Corroded metal valve



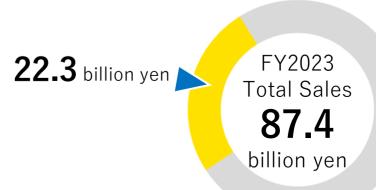
ASAHI AV™ valve











## 2-2 Resin Divisions

**Electronic Materials, Growing Particularly for Semiconductors** 

Foaming Materials Business and Foundry Materials Business

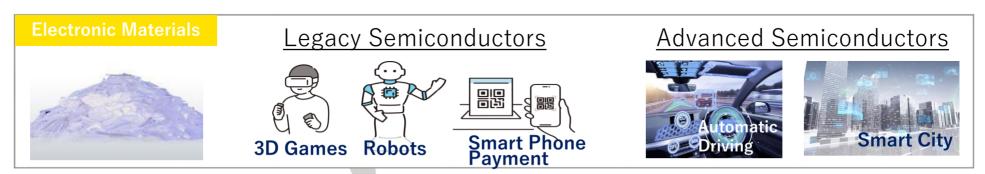
# Making a Difference in Front-End Processes in Semiconductor Manufacturing

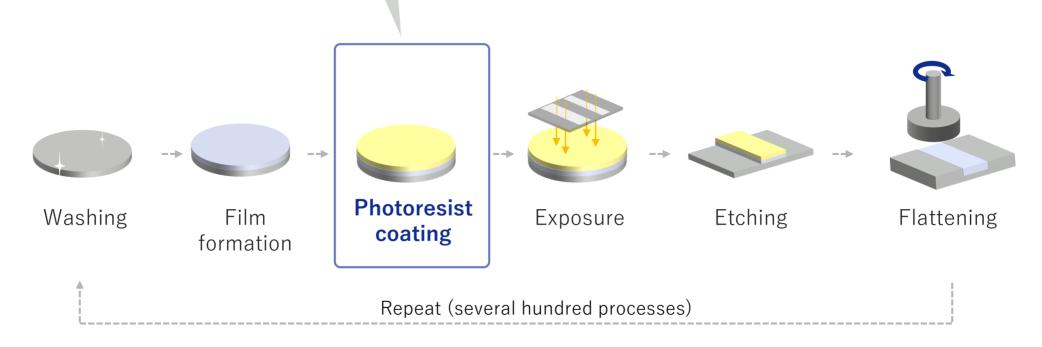


Characteristics of Electronic Materials Applications

Photoresist materials and underlying substrates for legacy and advanced semiconductors

Our strength lies in low-metal technology.





## **Electronic Materials Business: Progress in Plant Construction**



#### New construction of our 2nd Electrical Materials Plant

- Total investment: 6 billion yen
- Purpose: For advanced and legacy semiconductors
- Progress: Construction commenced in November 2022. Construction completed and production commenced in July 2024.

#### Expansion of Nantong electrical materials plant

- Production capacity increased to 1.5 times the previous level
- Purpose: For FPD (Liquid crystal and organic EL)
- Progress: Operation commenced in March 2024.

Currently in full operation.





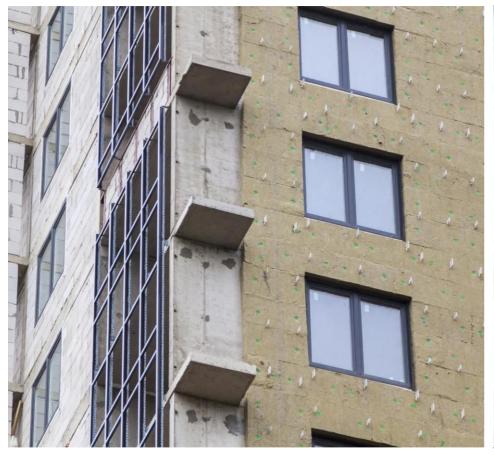
# Foaming Materials Business: "On-Site Foaming Insulating Materials"



Characteristics of "On-Site Foaming Installable in pa Insulating Materials" Used for condor Installable in pa

Used for condominiums, commercial facilities, warehouses, refrigerators, etc. Installable in parts with a complex shape, enabling efficient and airtight heat insulation work.

Demand is expected to increase according to the increase of ZEH and ZEB in the future.





#### Developed the "BEXUR™" Foaming Material Business



#### One of the world's best on-site foaming systems

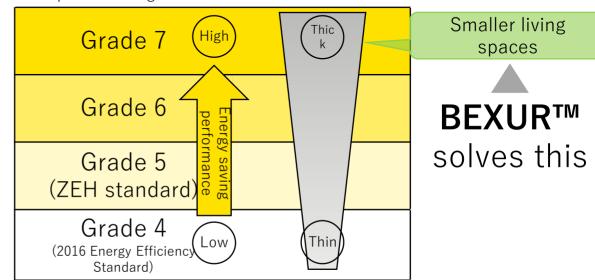
#### **Characteristics**

- 24% greater insulation performance than conventional products
- Enables thin walls
- Helps enable more spacious and comfortable living spaces

#### **Housing Performance Indication Regime**

Thermal insulation performance grade

Insulation thickness



#### **Our Vision**

- Create new markets with unprecedented technology
- Aim to be the top in our niche

#### Market size of on-site foamed urethane for buildings and condominiums

<2023>

(Asahi Yukizai estimate) <Forecast for 2030>

	<i>\LULU</i> >	<1 010000t 101 2000>
Grade 6–	Several hundred million yen	5 billion yen
Grade 5	Several hundred million yen	15 billion yen
-Grade 4	18 billion yen	-

#### **Foundry Materials Business**



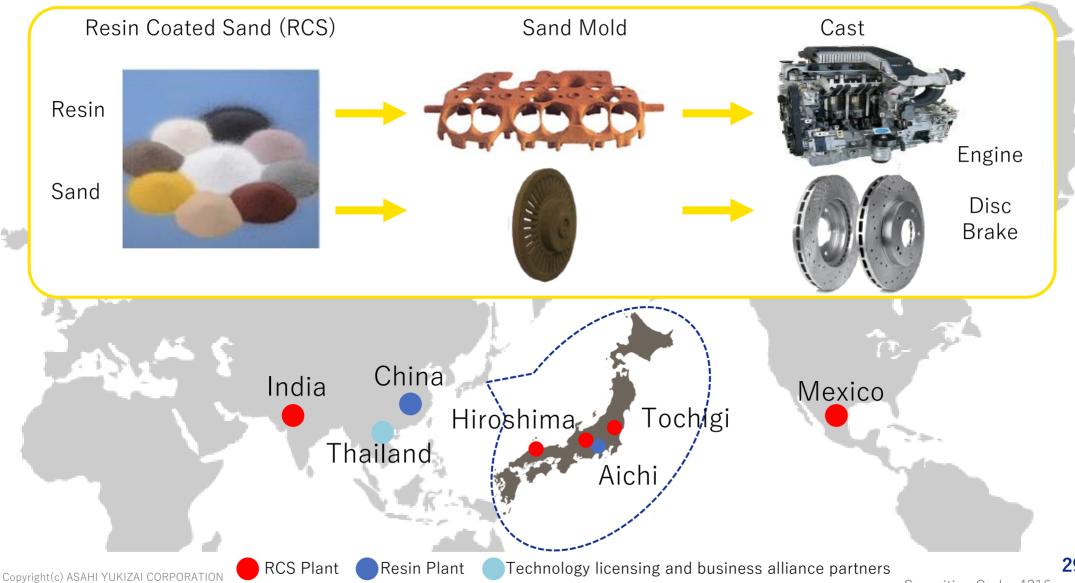


#### **Foundry Materials Business**



**Use of Foundry Material Products** 

Used in the casting process for engine parts, etc. Established plants in the areas of active automotive-related manufacturers.



#### Impact of EV Conversion



Progress in the Shift to EVs in Automobiles

A new opportunity for our company.

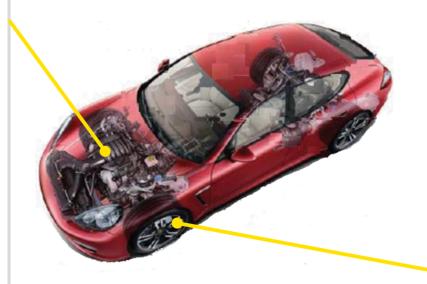
Differentiation through high value-added products

#### **New Demand**

**Engine Parts** 



**Battery Cover** 



#### **Continued Demand**

Brake and Drive Components

Thinner, lighter and more complex than ever before

Advanced technology is needed.







2-3

# Water Treatment & Natural Resources Development Divisions that contributes to the environment

#### **History of DRICO**



2013

Became a subsidiary of Asahi Yukizai Corporation.

Started as the Water Treatment & Natural Resources Development Divisions.



*2016* 

Started business in China.

Started the

environmental

chemicals business.



*1952* 

Succeeded in steam well drilling for geothermal power generation for the first time in Japan.



*2000* 

Started the recycled water business.



"First"

Succeeded in steam well drilling for geothermal power generation "for the first time" in Japan.

"No.1"

*1950* .

Number of recycled water treatment facilities constructed in large commercial buildings

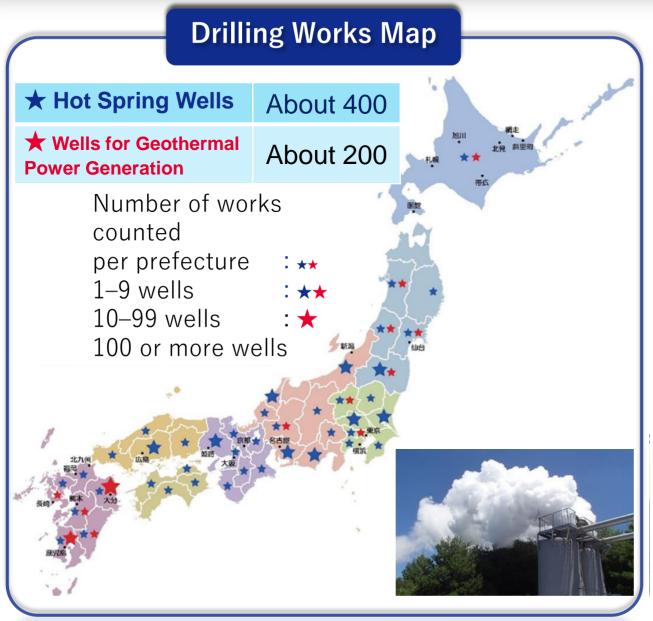
Number of hot springs drilled

Established Shonan Drilling Co., Ltd.

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#### Number of Drilling Works for Hot Springs - No.1 in Japan Number of Recycled Water Treatment Facilities Constructed in Large Commercial Buildings - No.1 in Japan





## Recycled Water Treatment Facilities: Major Projects

Haneda Airport (1st, 2nd, and International) Buildings)

Tokyo Midtown

Gran Tokyo North Tower

lino Building

Chubu Centrair International Airport



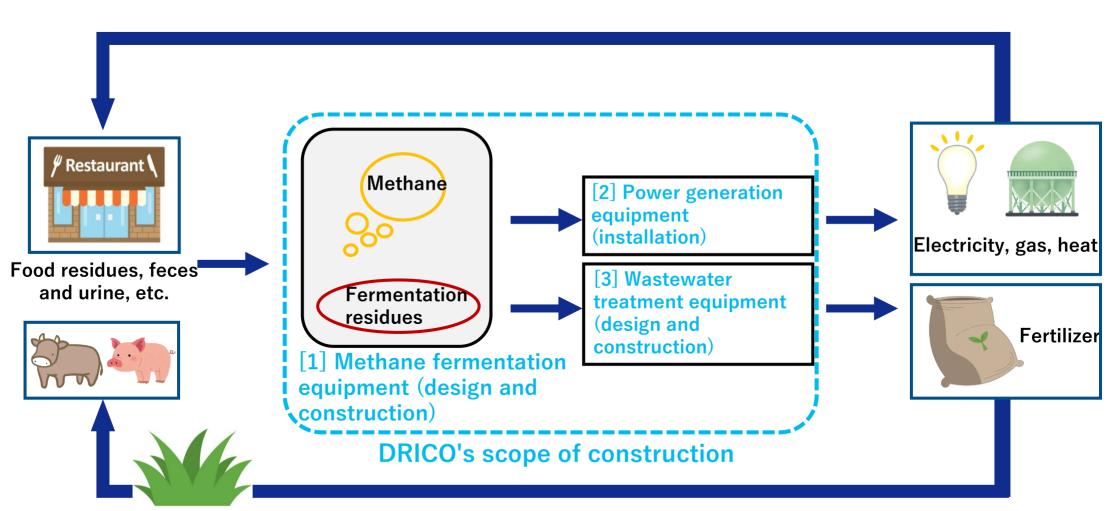


#### **Entry into Biogas Power Generation**



#### Contribute to a Recycling-Oriented Society through

Wastewater Treatment Technology

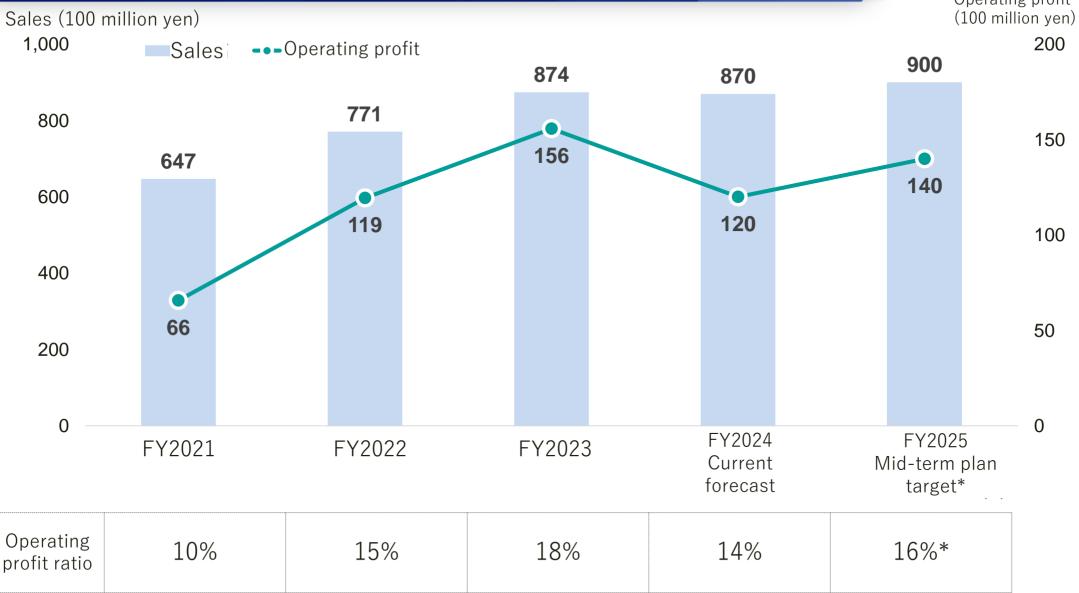




# 3 FY2024 Forecast, etc.

#### **Company-Wide Performance**





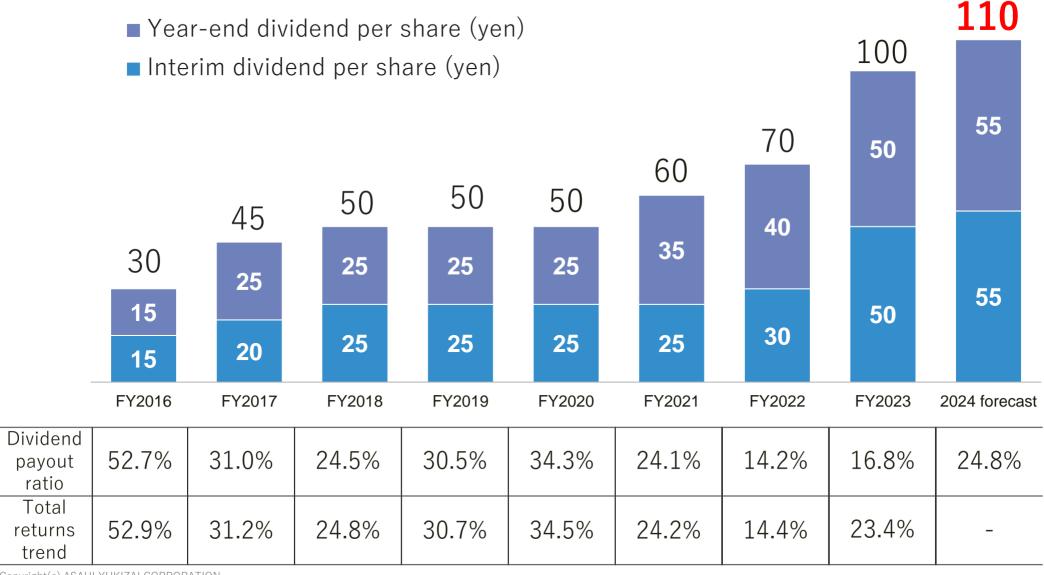
<sup>\*</sup> The target value in our FY2025 mid-term plan, which was initially calculated at 120 JPY/USD (sales: 87 billion yen, operating profit: 12 billion yen), has been recalculated at 150 JPY/USD.

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#### **Dividends**



Interim dividend: 55 yen per share; Year-end dividend: 55 yen per share (forecast)



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#### **Stock Price Trends**





Dividend yield \*

2.3%

PER (Company forecast) \*

**10.6** times

## PBR (Actual)

1.3 times

\* Dividend yield and PER (company forecast) are based on the closing price of June 31, 2024 (4,830 yen).

#### 1Q Results



(100 million yen)

Consolidated	FY2023	FY2024	YoY cor	mparison
Consolidated basis	April-June	April-June	Increase/ Decrease	Increase/ Decrease ratio
Sales	210	202	-8	-3.8%
Operating profit	41	28	-13	-31.2%
Ordinary profit	44	30	-13	-30.8%
Quarterly net income attributable to the shareholders of the parent company	28	18	-10	-34.5%
			(yen)	_
Quarterly net income per share	144.31	95.35	-48.96	-

Exchange rate: 1 USD = 150 JPY



# 4 Supplementary data

- Corporate Information
- Business description map (Active locations)
   Valve & Piping Systems Divisions
   Resin Divisions
   Water Treatment & Natural Resources Development Divisions
- How Our Medium-Term Corporate Plan is Progressing
- Financial data (FY2014–FY2023)

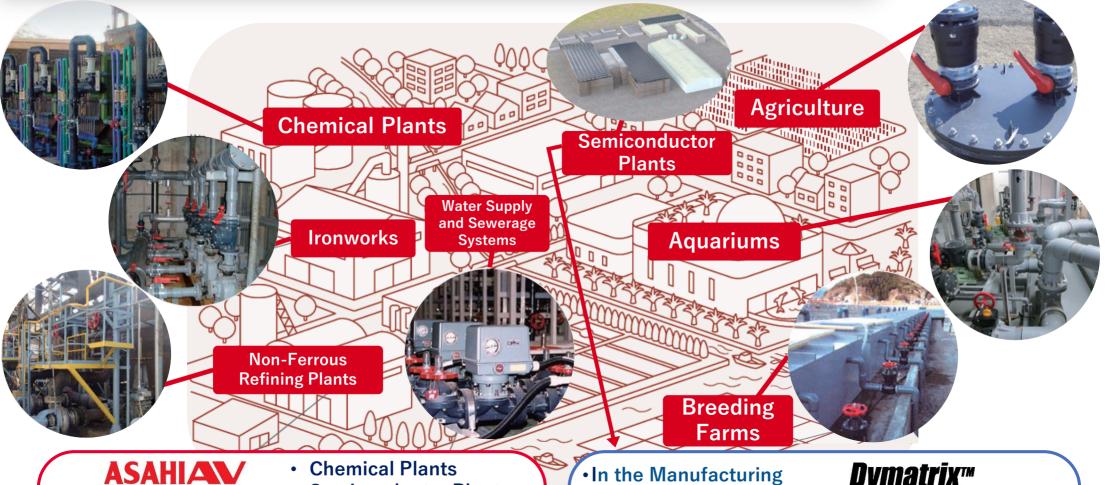
#### **Corporate Information**



Trade name	ASAHI YUKIZAI CORPORATION
Nobeoka Head Office	2-5955 Nakanose-cho, Nobeoka-city, Miyazaki, Japan
Tokyo Head Office	21st Floor, Ueno Frontier Tower 3-24-6 Ueno, Taito-ku, Tokyo, Japan
<b>E</b> stablishment	March 12, 1945
■ Capital	5,000,100,000 yen
Stock listing	Prime Market
Securities code	4216 (Chemical)
Stock trading unit	100 shares
■ Number of Employees	1,718 (as of the end of March 2024 on a consolidated basis)
Annual sales	87,426 million yen (same as above)
■ Manufacturing plants	(Domestic) Nobeoka, Aichi, Tochigi, Hiroshima (Overseas) China, India, Mexico
President & Representative Director	Kazuya Nakano

#### **Products of Valve & Piping Systems Divisions are** used as shown below.







- **Semiconductor Plants**
- Ironworks and Non-**Ferrous Refining Plants**
- · Water Supply and Sewage
- **Aquariums**
- **Agricultural Pipelines**
- **Breeding Farms**

**Equipment of Semiconductor Plants** 

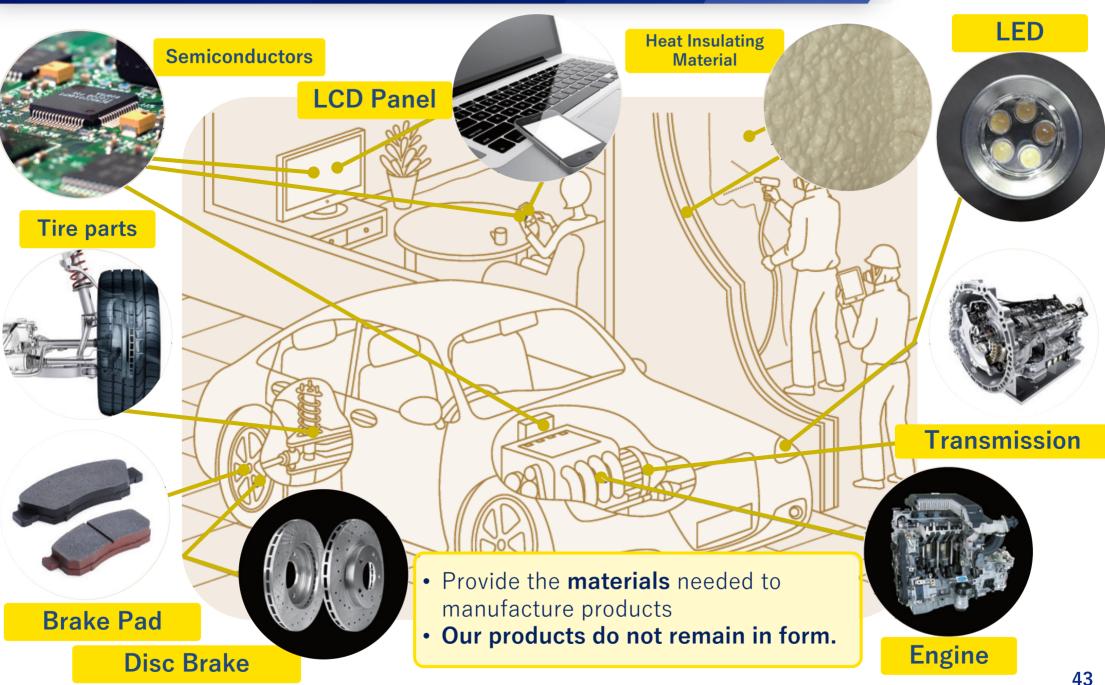






#### Products of Resin Divisions are used as shown below.





#### **Products of Water Treatment & Natural Resources** Development Divisions are used as shown below. **Geothermal Power Plants Industrial Wastewater Treatment Facilities Hot Spring Facilities** Water Supply and **Sewage Facilities Recycled Water Reuse Facilities** Maintenance Environmental Provide maintenance services to customers with Chemicals relationships established through construction of recycled water reuse facilities, hot spring

development, etc.

Sale of environmental chemicals

Business development in China since 2019

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# How Our Medium-Term Corporate Plan is Progressing



#### **Numerical Targets**



#### 2025 Targets

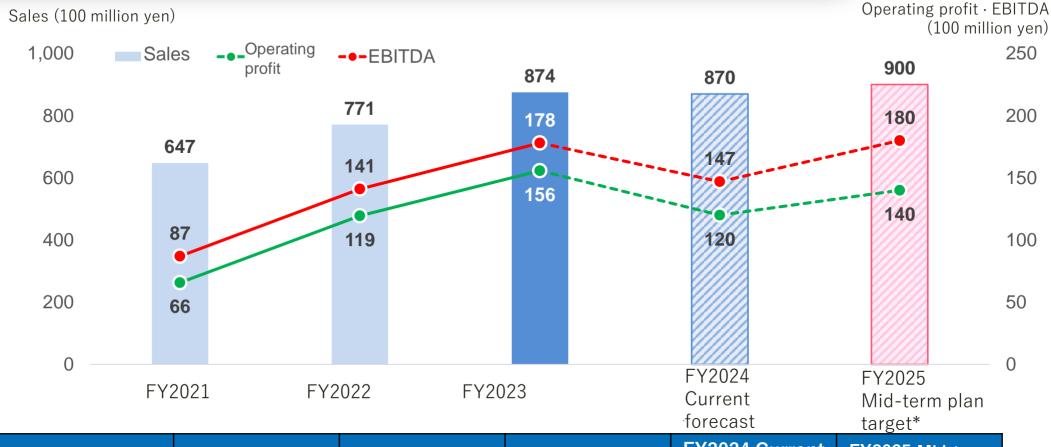
Items	Figures published in May 2023
Sales	87 billion yen
Operating profit	12 billion yen
Operating profit ratio	14%
EBITDA	16 billion yen
ROE	11%
ROIC	9%

#### Targets by segment

	Sales	Operating profit	Operating profit ratio
Valve & Piping Systems Divisions	52.5 billion yen	9.5 billion yen	18%
Resin Divisions	24.5 billion yen	1.8 billion yen	7%
Water Treatment & Natural Resources Development Divisions	10 billion yen	700 million yen	7%

#### **Numerical Targets**





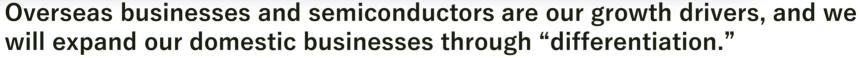
Items	FY2021	FY2022	FY2023	FY2024 Current forecast	FY2025 Mid-term plan target*
Operating profit ratio	10%	15%	18%	14%	16%*
ROE	10%	17%	17%	11%	11% or more*
ROIC	9%	16%	16%	11%	9% or more*

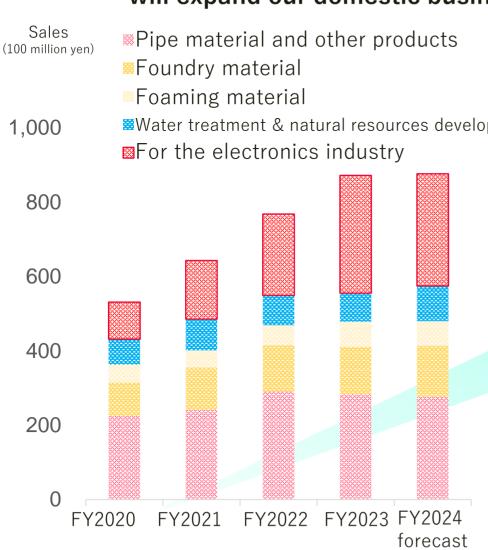
<sup>\*</sup> The target value in our FY2025 mid-term plan, which was initially calculated at 120 JPY/USD (sales: 87 billion yen, operating profit: 12 billion yen), has been recalculated at 150 JPY/USD.

# Sales Growth and Growth Strategies by Business Segment



1.200





#### Niche top products

■Water treatment & natural resources development Piping materials for the electronics industry
■For the electronics industry
(USA, China, Japan)

Dymatrix (Asia region)

Electronic materials (Japan and China)

High thermal insulation foaming material (Japan)

#### **Strategic investment projects**

Modernization of the Nobeoka Plant
Construction of new Dymatrix plant
Construction of new electrical materials plant
Upgrade and introduction of core systems

Our vision for FY203048

#### **Investment Strategy Progress**



				GREAT NICHE TOP
Investment details	Investment plan until FY2025	Progress up to FY2023	Progress	Specific planned items
Strategic investments	26 billion yen	Resin Divisions  New electrical materials plant 6 billion yen  Digital investments Core system upgrade 800 million yen  *Decision-making basis	26%	<ul> <li>Valve &amp; Piping Systems Divisions</li> <li>Modernization of the Nobeoka Plant</li> <li>New Dymatrix plant</li> <li>Resin Divisions</li> <li>Electrical materials plants (domestic and overseas)</li> <li>Sustainable digital investment</li> <li>Introduction of production management system</li> </ul>
Regular investment (Maintenance and streamlining)	11 billion yen	7.4 billion yen  *Asset accounting basis	67%	
M&A Allotment	5 billion yen	-	0%	
Total investment amount	42 billion yen	14.2 billion yen	39%	49



# Financial Data (FY2014-FY2023)



million ven)

										(million yen
	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Sales	40,837	41,547	42,029	50,174	56,083	56,581	53,551	64,732	77,099	87,426
Operating profit	1,197	1,591	2,062	3,362	4,224	4,368	3,404	6,575	11,947	15,576
Ordinary profit	1,764	1,525	1,944	3,402	4,390	4,395	3,648	7,012	12,140	16,076
Net income attributable to the shareholders of the parent company	1,151	926	1,091	2,785	3,902	3,138	2,789	4,773	9,425	11,382
	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Total assets	57,697	53,202	55,040	62,884	62,541	65,779	67,732	74,925	86,256	101,371
Liabilities	18,588	15,061	16,133	21,382	19,362	21,538	20,624	23,058	25,077	29,698
Net assets	39,108	38,141	38,906	41,502	43,179	44,241	47,108	51,867	61,179	71,673
	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Equity capital	38,823	37,869	38,642	41,137	42,765	43,856	46,667	51,363	60,613	70,951
	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Net assets per share *1 (yen)	2,025.25	1,975.75	2,016.30	2,146.82	2,235.15	2,292.23	2,436.63	2,681.92	3,163.80	3,734.61
	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Annual dividend per share *2 (yen)	30.00	30.00	30.00	45.00	50.00	50.00	50.00	60.00	70.00	100.00
End of 2Q (yen)	15.00	15.00	15.00	20.00	25.00	25.00	25.00	25.00	30.00	50.00
End of year (yen)	15.00	15.00	15.00	25.00	25.00	25.00	25.00	35.00	40.00	50.00
Total dividends	581	576	575	866	964	963	962	1,154	1,355	1,927
End of 2Q	293	288	288	384	482	482	481	481	581	968
End of year	288	288	288	482	482	481	481	673	774	959

<sup>\*</sup> Dividends are based on data from the submitting companies. \*1 and \*2: Historical data is also calculated on a post-reverse stock split basis.



										(million yen)
	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
ROA	2.1%	1.7%	2.0%	4.7%	6.2%	4.9%	4.2%	6.7%	11.7%	12.1%
ROE	3.0%	2.4%	2.9%	7.0%	9.3%	7.2%	6.2%	9.7%	16.8%	17.3%
Shareholders' equity ratio	67.3%	71.2%	70.2%	65.4%	68.4%	66.7%	68.9%	68.6%	70.3%	70.0%
D/E ratio	0.04	0.02	0.02	0.04	0.06	0.09	0.08	0.05	0.04	0.06
	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Dividend payout ratio	50.5%	62.0%	52.7%	31.0%	24.5%	30.5%	34.3%	24.1%	14.2%	16.8%
Total return ratio	94.5%	62.4%	52.9%	31.2%	24.8%	30.7%	34.5%	24.2%	14.4%	23.4%
Repurchase of treasury stock (thousand yen)	506,786	2,915	1,398	3,099	3,130	1,018	653	718	1,363	733,510
	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
C/F from operating activities	2,513	1,845	2,492	3,012	2,240	6,194	3,420	7,175	5,841	9,698
C/F from investing activities	-3,019	-1,128	-2,064	-1,789	-1,536	-3,820	-2,069	-1,655	-4,836	- 4,649
C/F from financing activities	-170	-1,134	-746	-239	-773	19	-1,146	-2,064	-1,871	- 546
Cash and cash equivalents at end of year	7,937	7,510	7,092	8,088	7,912	10,232	10,398	14,311	13,928	18,761
Number of employees (Unit: persons)	1,219	1,223	1,246	1,355	1,438	1,540	1,559	1,555	1,652	1,718
	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Net income per share* (yen)	59.35	48.35	56.93	145.31	203.95	164.01	145.67	249.21	491.99	594.32
Ratio of ordinary profit to total assets	3.2%	2.8%	3.6%	5.8%	7.0%	6.8%	5.5%	9.8%	15.1%	17.1%
Ratio of ordinary profit to net sales	4.3%	3.7%	4.6%	6.8%	7.8%	7.8%	6.8%	10.8%	15.7%	18.4%
Ratio of operating profit to net sales	2.9%	3.8%	4.9%	6.7%	7.5%	7.7%	6.4%	10.2%	15.5%	17.8%

<sup>\*</sup> Historical data is also calculated on a post-reverse stock split basis. Copyright(c) ASAHI YUKIZAI CORPORATION

#### **Full Business Year: Information on Segments**



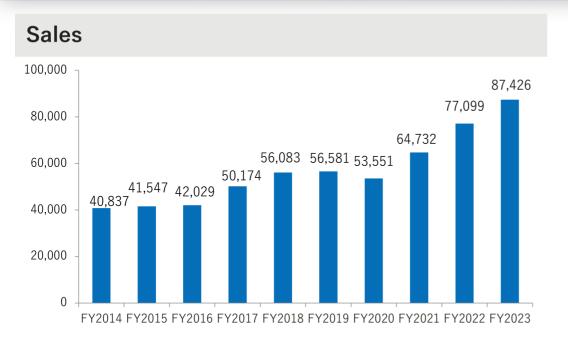
(million yen)

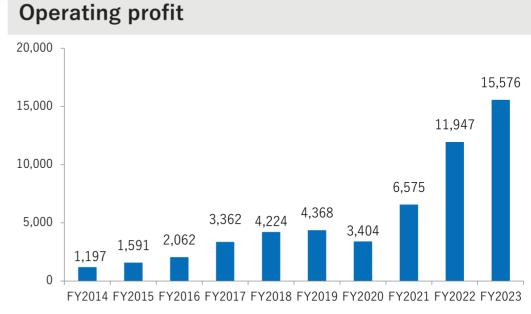
Sales	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Valve & Piping Systems Divisions	21,734	23,750	22,907	27,585	33,544	32,169	30,823	37,725	48,532	57,464
Resin Divisions	13,635	12,686	12,202	15,254	16,254	17,215	15,891	18,608	20,550	22,267
Water Treatment & Natural Resources Development Divisions	5,468	5,110	6,921	7,335	6,285	7,197	6,837	8,398	8,017	7,695
Company total	40,837	41,547	42,029	50,174	56,083	56,581	53,551	64,732	77,099	87,426

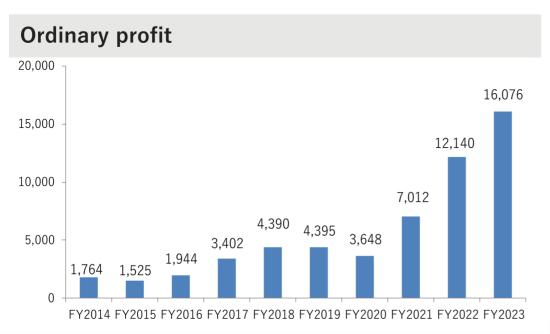
Operating profit	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Valve & Piping Systems Divisions	1,187	1,961	1,828	2,354	3,545	2,552	2,136	4,897	10,669	13,691
Resin Divisions	-284	-520	71	874	672	1,151	930	819	801	1,528
Water Treatment & Natural Resources Development Divisions	274	86	173	172	39	502	205	724	472	492
Company total	1,197	1,591	2,062	3,362	4,224	4,368	3,404	6,575	11,947	15,576

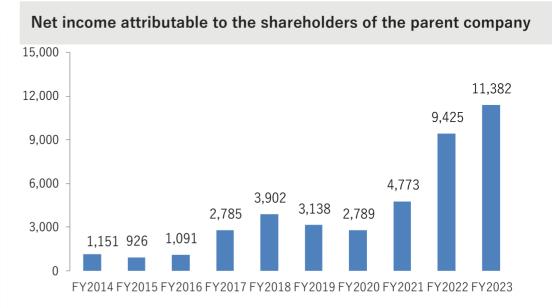
Operating profit ratio	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Valve & Piping Systems Divisions	5.5%	8.3%	8.0%	8.5%	10.6%	7.9%	6.9%	13.0%	22.0%	23.8%
Resin Divisions	-2.1%	-4.1%	0.6%	5.7%	4.1%	6.7%	5.9%	4.4%	3.9%	6.9%
Water Treatment & Natural Resources Development Divisions	5.0%	1.7%	2.5%	2.3%	0.6%	7.0%	3.0%	8.6%	5.9%	6.4%
Company total	2.9%	3.8%	4.9%	6.7%	7.5%	7.7%	6.4%	10.2%	15.5%	17.8%





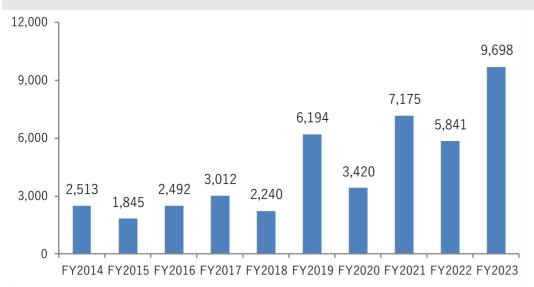




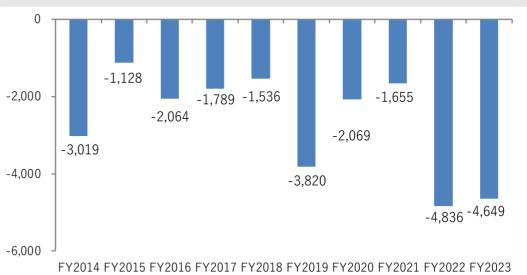




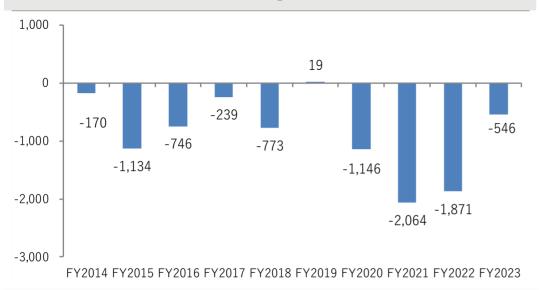
#### Cash flows from operating activities



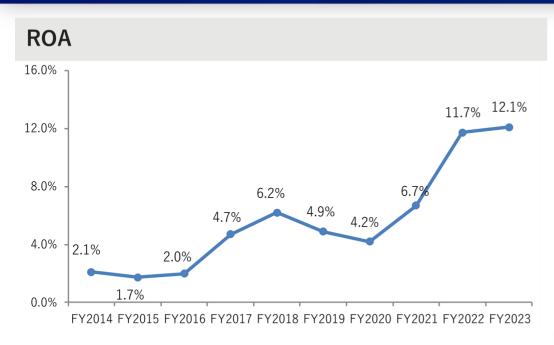
#### **Cash flows from investing activities**

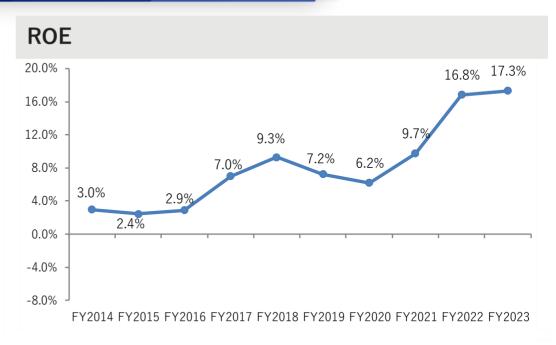


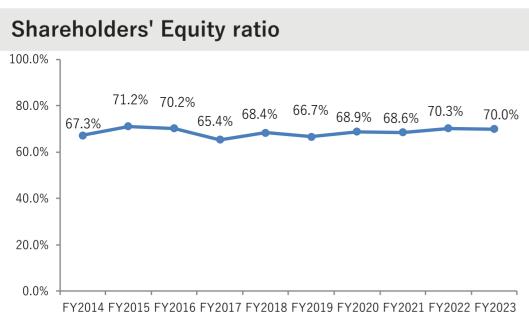
#### Cash flows from financing activities

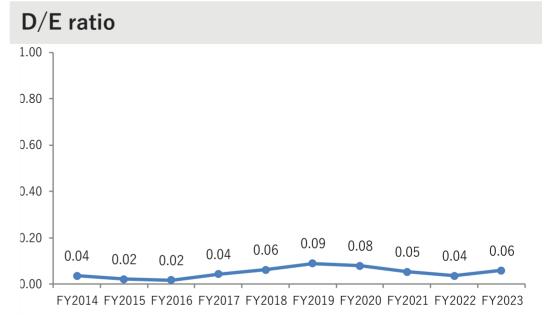




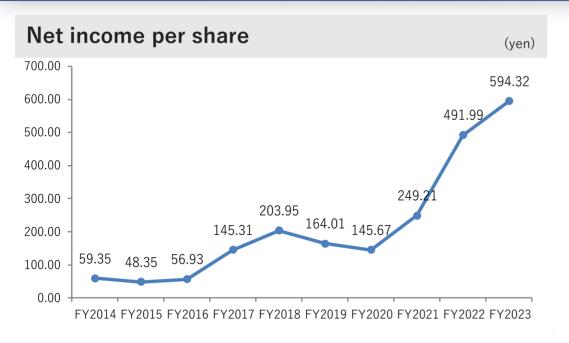


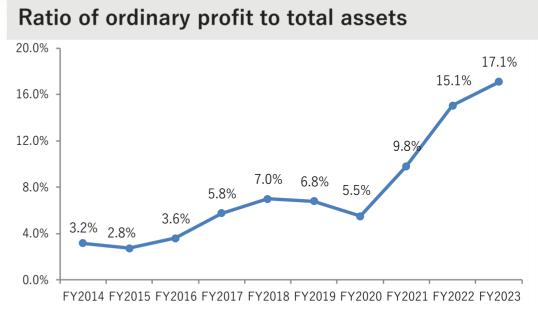


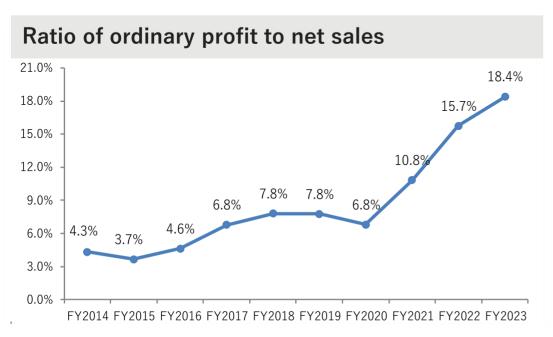


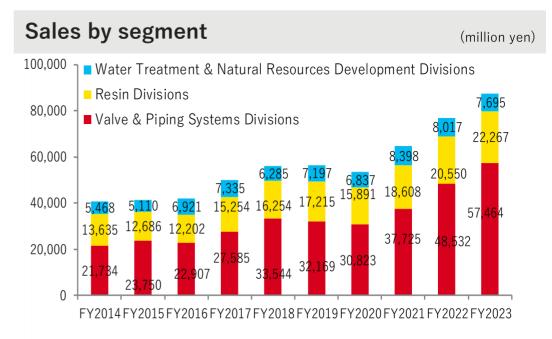












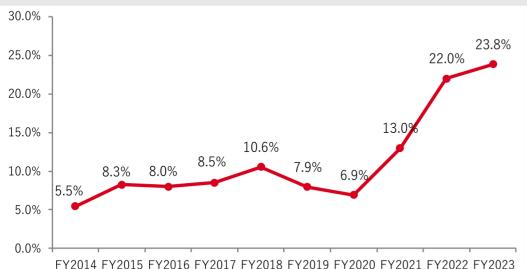
Copyright(c) ASAHI YUKIZAI CORPORATION

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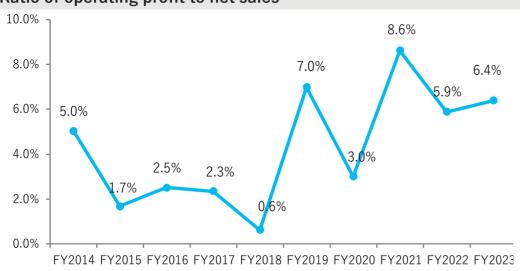
#### Full Business Year: Operating Profit Ratio by Segment



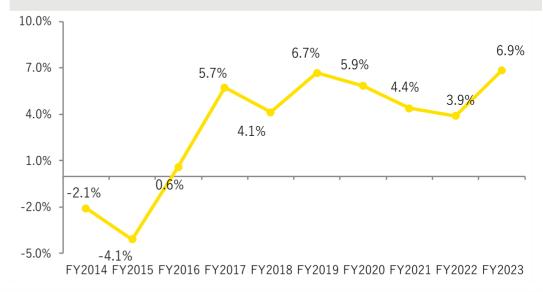
#### Valve & Piping Systems Divisions -- Ratio of operating profit to net sales



#### Water Treatment & Natural Resources Development Divisions--Ratio of operating profit to net sales



#### Resin Divisions -- Ratio of operating profit to net sales



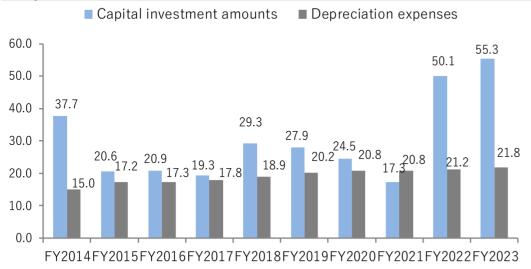
#### Total -- Ratio of operating profit to net sales



# Full Business Year: Changes in Capital Investment and Depreciation Expenses

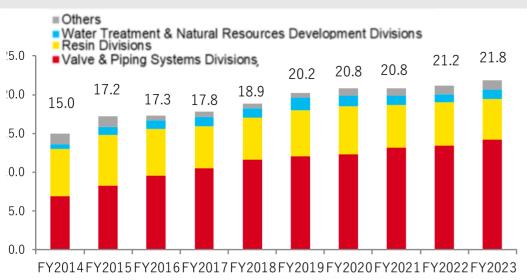




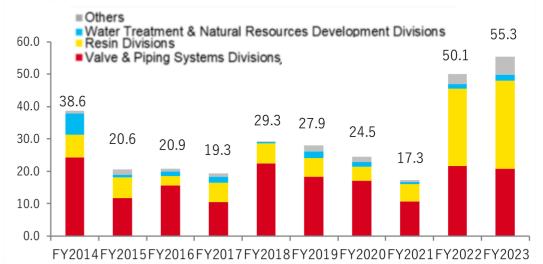


\*Depreciation expenses are based on excluding goodwil.

#### Changes in depreciation expenses (by segment)



#### Changes in capital investment amounts (by segment)





### Securities Code: 4216 (Chemical)

#### Notes

Forecasts and prospects in this document are based on information available at the time the document was prepared. It does not assure or guarantee the realization of future planned figures or measures.