

SEKISUI CHEMICAL CO., LTD.



For FY2023, ended March 31, 2024

Presentation of Financial Results and the FY2024 Management Plan

Keita Kato

President and CEO

April 26, 2024

Main Points of Today's Presentation

★ : Record high

(JPY billion)	FY2023 Results	Compared with FY2022	Difference from Forecasts (January 2024)	FY2024 Plan	Compared with FY2023
Net sales	★ 1,256.5	+14.0	-5.8	★ 1,326.7	+70.2
Operating profit	94.4	+2.7	-0.6	★ 102.0	+7.6
Ordinary profit	★ 105.9	+1.7	+2.9	102.5	-3.4
Profit attributable to owners of parent	★ 77.9	+8.7	+2.9	★ 78.0	+0.1
Dividend per share (JPY)	★ 74	+15	+3	★ 75	+1
ROE (%)	10.4	+0.4	+0.4	10.0	-0.4

FY2023 Results

Despite continued weak market conditions (delays in a recovery in housing market conditions in Japan and in semiconductor-related activities), secured increases in net sales and operating profit through thoroughgoing efforts to secure margins; operating profit essentially came in in line with forecasts (January 2024); record highs in ordinary profit and the bottom line owing mainly to foreign exchange gains and such factors as the gain on sales of cross-shareholdings, respectively; ROE of 10.4% indicating an improvement in capital efficiency

FY2024 Plan

In addition to projecting a moderate recovery in market conditions, focus on expanding sales of high-performance products and maintaining margins; in conjunction with the aforementioned, plan to increase Group-wide net sales and operating profit and achieve operating profit of ¥102 billion by steadily promoting measures to strengthen Housing Business profitability; target record-high operating profit, ordinary profit, and bottom line;

Returns to Shareholders

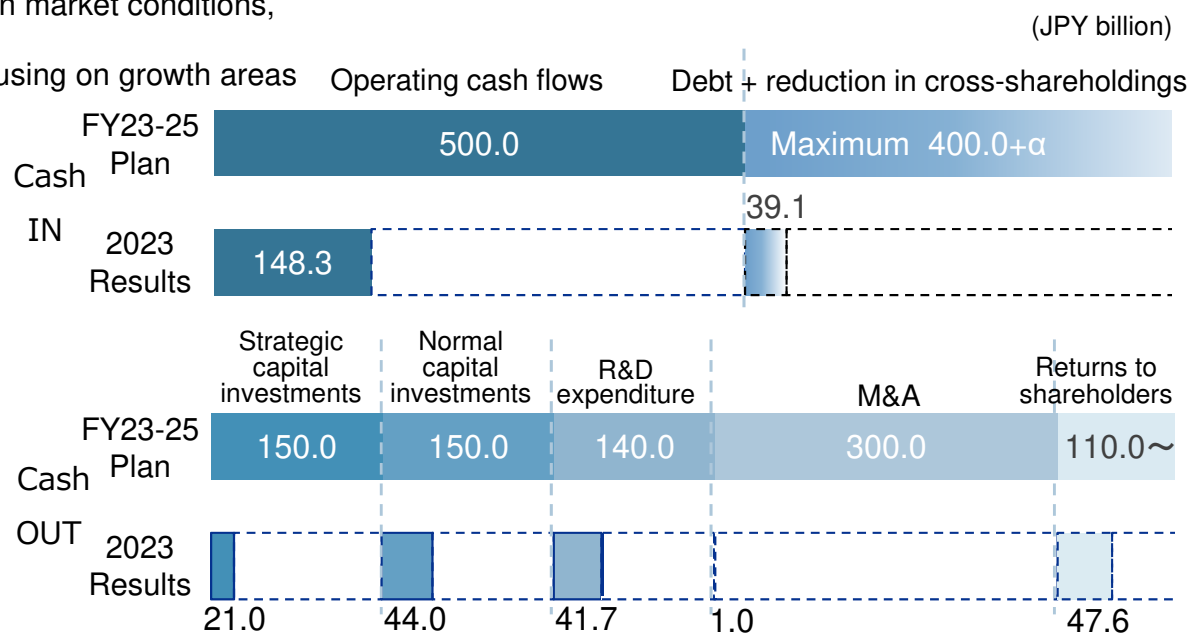
FY2023: Increase in dividends of ¥3 per share compared with forecasts (January 2024) (up ¥15 per share YoY); period-end dividend of ¥39 per share for an annual dividend of ¥74 per share and a fourteenth consecutive FY of dividend growth; undertook the repurchase and cancellation of a total of 8 million treasury shares (4 million in the 1H and 4 million in the 2H)
 FY2024: Plan to pay an annual dividend of ¥75 per share, up ¥1 per share, for a fifteenth consecutive FY of dividend growth
 Establish a limit for the acquisition of treasury shares (maximum: 4 million shares / ¥9.2 billion); plan to cancel treasury shares (4 million shares)

1. Investment Plan and Progress

- While progress in FY2023 was sluggish due to a slump in market conditions, increase in growth investment projects from FY2024

- Continue to search for M&A and other opportunities, focusing on growth areas

(JPY billion)	FY23-25 Plan	FY23 Results
Strategic investments	Limit 450.0	22.0
M&A, etc.	Limit 300.0	1.0
Capital expenditures	150.0	21.0
ESG investment (including strategic and normal capital investments)	30.0	13.0
Normal investments	150.0	44.0
Total	600.0	66.0
R&D expenditure	140.0	41.7



2. Strategic Innovation – Accelerated Growth -

- Strengthen efforts to quickly establish a new business foundation
- Accelerate development of perovskite solar cells for commercialization in FY2025

Growth potential businesses	Key themes and progress
Perovskite solar cells	<ul style="list-style-type: none"> Accelerating development of 1 m width production technology Strengthening demonstration projects through external collaboration
Biorefinery	<ul style="list-style-type: none"> Demonstration phase posing challenges for stable production
Overseas development of infrastructure materials	<ul style="list-style-type: none"> Strengthening overseas marketing Started operations at European FFU plant

3. Strengthen the ESG Management Platform

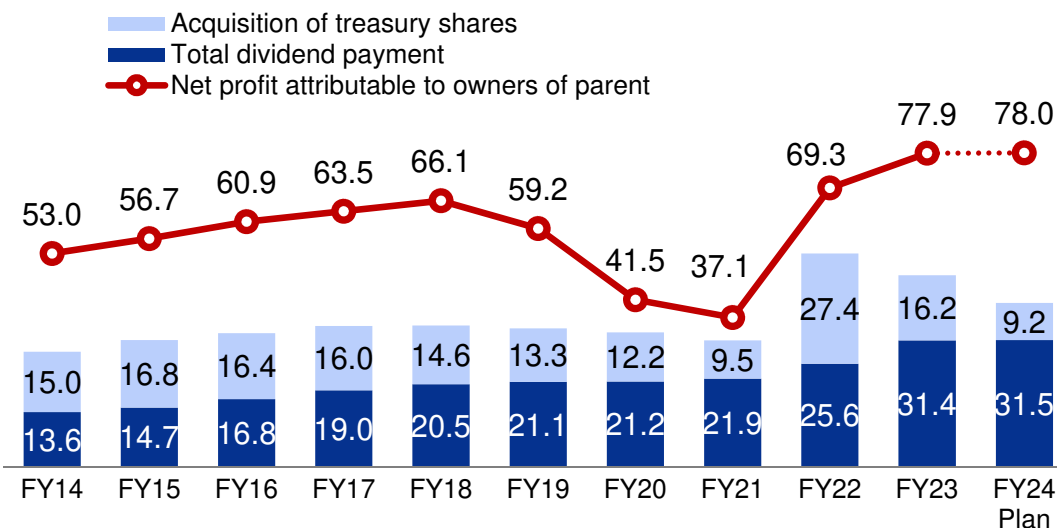
- Steady progress in key KPIs for sustainable growth

Key issues	Review of FY2023
Products to enhance sustainability	FY23 sales (preliminary data): 947.1 billion yen (+¥38.2 billion) Group-wide sales ratio growth: FY22: 73% → FY23: 75%
GHG emission reduction rate	FY23: -33%(BM: FY19) Medium-term Plan: -33% Reduction rate reached the level of the medium-term plan due to growth overseas in the switch to renewable energy
Human capital	FY23 wage increase rate: More than 4% Employee challenge action rate: FY22: 47% → FY23: 48%

Continue to actively provide returns to shareholders in FY2024; plans for a fifteenth consecutive FY of dividend growth

Returns to Shareholders Track Record

(JPY billion)



	Previous Medium-term Management Plan	Medium-term Management Plan
Dividend payout ratio	35% or higher	40% or higher
DOE	3% or higher	3% or higher
Total return ratio	50% or higher if the D/E ratio is less than 0.5	50% or higher if the D/E ratio is less than 0.5 Implement additional returns as appropriate, taking into account the investment progress under the Medium-term Management Plan, cash position, and stock price
Cancellation of treasury shares	Cancel newly acquired shares to the extent that total treasury shares do not exceed 5% of outstanding shares	Cancel newly acquired shares to the extent that total treasury shares do not exceed 5% of outstanding shares

Fiscal year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024 Plan
Net profit attributable to owners of parent per share (JPY)	104.7	115.1	126.1	133.8	141.7	128.8	91.9	83.2	159.2	183.5	185.0
Cash dividend per share (JPY)	27	30	35	40	44	46	47	49	59	74	75
Payout ratio	25.8%	26.1%	27.7%	29.9%	31.0%	35.7%	51.1%	58.9%	37.0	40.3	40.3
Acquisition of treasury shares (JPY billion)	15.0	16.8	16.4	16.0	14.6	13.3	12.2	9.5	27.4	16.2	9.2
Total return ratio*1	54.0%	55.5%	54.5%	55.1%	53.0%	58.1%	80.4%	84.6%	76.5%	61.0%	52.1%
DOE*2	2.8%	2.8%	3.1%	3.3%	3.4%	3.5%	3.3%	3.3%	3.7%	4.2%	3.9%
Cancellation of treasury shares (thousands of shares)	12,000	10,000	-	10,000	8,000	8,000	8,000	5,000	15,000	8,000	4,000

*1 Total return ratio = (Amount of treasury shares acquired + Total dividends) / Net profit attributable to owners of parent

*2 DOE = Total dividend payment (full year) / Average equity

FY2023 Results

Forex rate	FY2022		FY2023	
	1H	2H	1H	2H
In-house assumptions	-	-	-	¥146/US\$ ¥159/€
Results (Avg. rate for each term)	¥134/US\$ ¥139/€	¥137/US\$ ¥143/€	¥141/US\$ ¥153/€	¥148/US\$ ¥160/€

* Export data is subject to in-house assumptions regarding foreign currency exchange rates. A ¥1 depreciation in the value of the yen against the USD has the effect of increasing operating profit by approximately ¥500 million each year at the assumed in-house rate.

Futoshi Kamiwaki

Representative Director
Senior Managing Executive Officer
Head of Business Strategy Department

Overview of FY2023 Results

- Increase in net sales; second consecutive FY of record-high sales
- Increase in profit (operating profit, ordinary profit, and the bottom line)
- Record highs in ordinary profit and the bottom line owing mainly to foreign exchange gains and such factors as the gain on sales of cross-shareholdings, respectively
- Net sales, operating profit, ordinary profit, and the bottom line essentially came in in line with forecasts (January 2024)
- Dividend up ¥3 compared with forecasts (Jan. 2024); annual dividend per share of ¥74, up ¥15 (period-end dividend ¥39 per share)

★: Record high

(JPY billion)	FY2022	FY2023	Difference	FY2022 Forecasts (Jan.)	Difference
Net sales	1,242.5	★ 1,256.5	+14.0	1,262.3	-5.8
Operating profit	91.7	94.4	+2.7	95.0	-0.6
Ordinary profit	104.2	★ 105.9	+1.7	103.0	+2.9
Profit attributable to owners of parent	69.3	★ 77.9	+8.7	75.0	+2.9
Dividend per share (JPY)	59	★ 74	+15	71	+3

Substantial increase in HPP Company operating profit; record highs in HPP and UIEP operating profit; decreases in Housing Company and Medical Business operating profit

- HPP*: Substantial increase in net sales and operating profit mainly in the Mobility field owing to the effects of improvements in demand and efforts to expand sales of high-performance products
- Housing*: Decrease in net sales and operating profit owing to the prolonged slump in new housing market conditions and a surge in component costs
- UIEP*: Despite the drop in housing demand and stagnant construction market conditions, increase in net sales and operating profit on the back of thoroughgoing efforts to secure margins and the growth in prioritized product sales
- Medical: Despite an increase in net sales owing to higher diagnostics demand in Japan, firm trends in new pharmaceutical ingredients, and the impact of foreign exchange, decrease in operating profit due to such factors as the substantial impact of the decline in COVID-19 diagnostics kit sales in the U.S.
- Other: LB* down ¥2.0 billion, BR* down ¥2.0 billion, R&D and other down ¥6.8 billion

★: Record high

(JPY billion)	FY2022		FY2023		Difference		FY2023 Forecasts (Jan.)		Difference	
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit
HPP	396.4	40.1	★ 412.9	★ 50.9	+16.5	+10.8	415.5	51.5	-2.6	-0.6
Housing	537.4	32.8	529.7	27.7	-7.7	-5.1	528.3	27.0	+1.4	+0.7
UIEP	234.3	21.2	234.8	★ 22.1	+0.5	+0.9	237.3	23.2	-2.5	-1.1
Medical	89.7	12.5	★ 92.6	11.0	+2.9	-1.6	94.1	12.6	-1.5	-1.6
Other	7.4	-10.9	7.3	-10.8	+0.1	+0.1	7.9	-11.5	-0.6	+0.7
Eliminations or corporate expenses	-22.6	-4.1	-20.7	-6.5	+1.9	-2.5	-20.8	-7.8	+0.1	+1.3
Total	1,242.5	91.7	1,256.5	94.4	+14.0	+2.7	1,262.3	95.0	-5.8	-0.6

* HPP: High Performance Plastics Company, Housing: Housing Company, UIEP: Urban Infrastructure & Environmental Products Company

* LB: Stationary Lithium-Ion Batteries Business, BR: Biorefinery Business

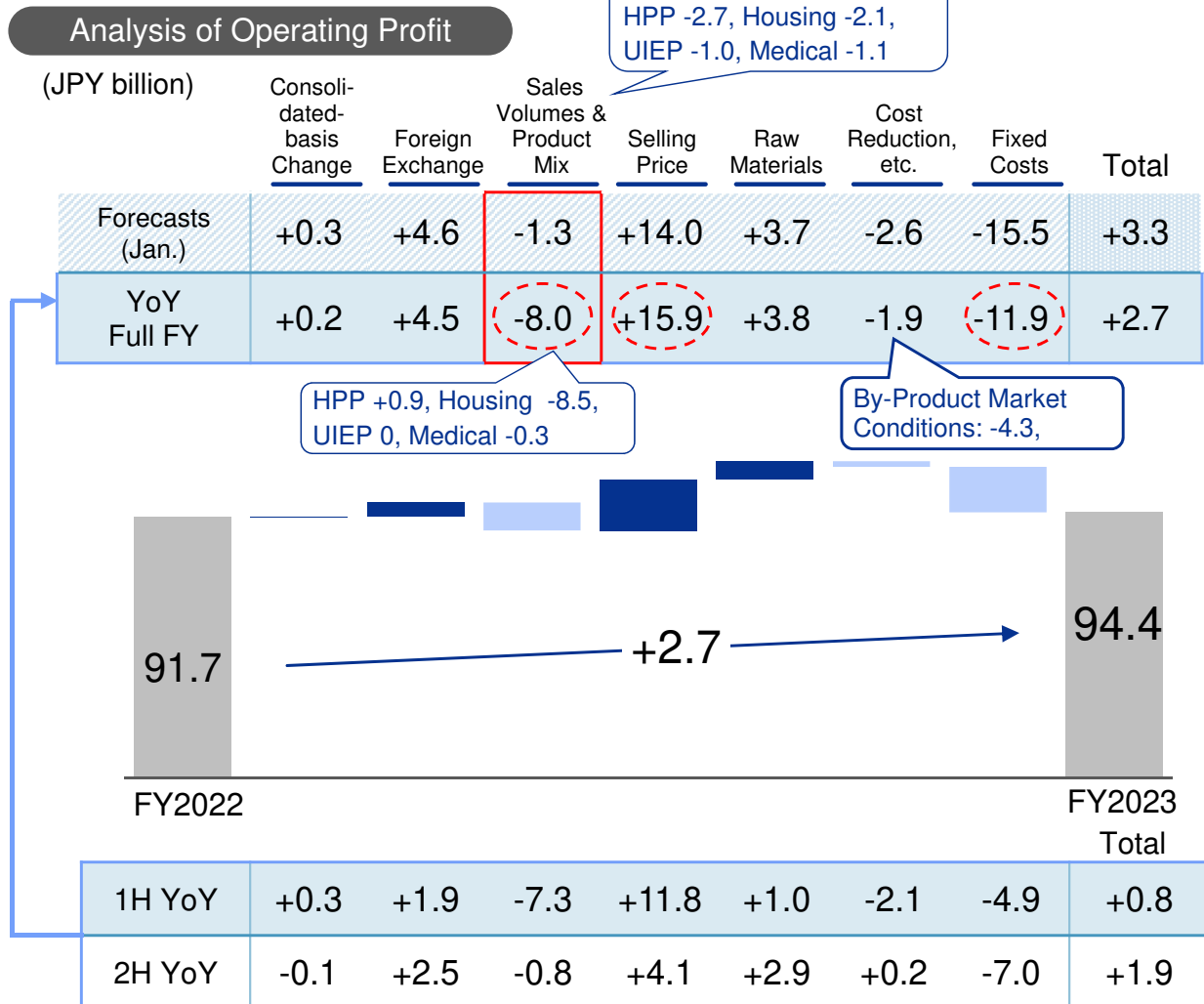
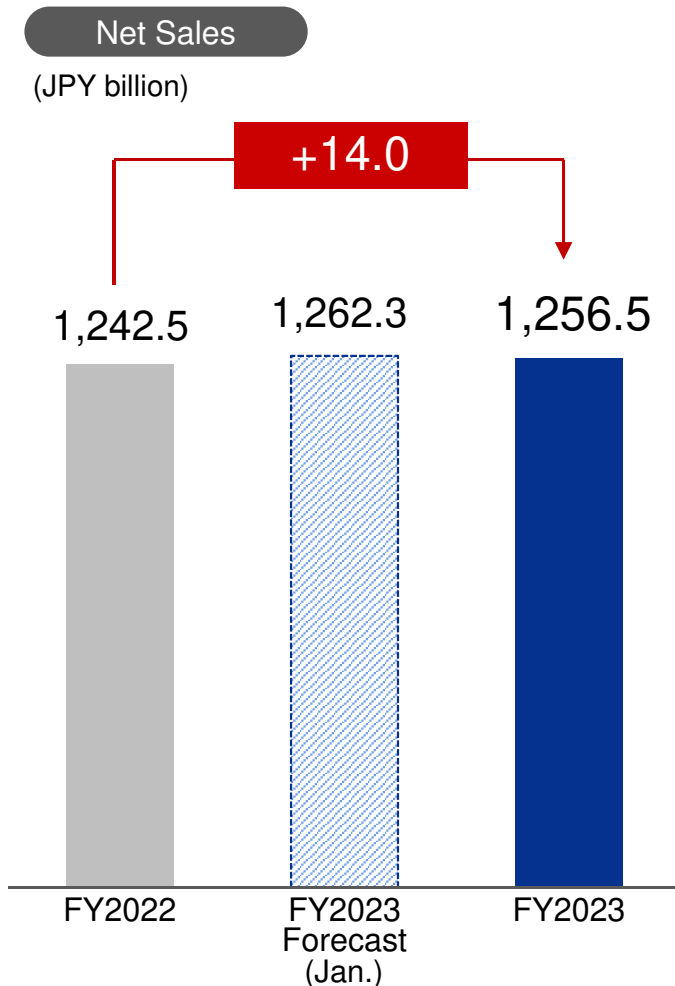
1H & 2H FY2023 Results by Segment

- Substantial increase in 2H HPP operating profit driven by the Mobility field; continued steady increase in UIEP operating profit; despite a downturn in Housing operating profit, impacted significantly by a drop in orders in the 1H, progress in promoting measures to strengthen profitability; decrease in Medical operating profit due to such factors as the sales decline of COVID-19 diagnostics kit in the U.S.
- Progress in the creation of new businesses and efforts to strengthen preparations aimed at bolstering internal control

★: Record high

(JPY billion)	1H FY2022		1H FY2023		Difference		2H FY2022		2H FY2023		Difference	
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit
HPP	201.5	20.4	200.3	23.0	-1.2	+2.5	194.9	19.7	★ 212.6	★ 28.0	+17.7	+8.3
Housing	260.2	14.8	★ 264.8	13.0	+4.6	-1.8	277.2	18.1	264.9	14.8	-12.3	-3.3
UIEP	110.4	7.4	109.7	★ 8.1	-0.7	+0.6	123.9	13.8	125.1	★ 14.1	+1.2	+0.3
Medical	42.9	5.5	★ 43.7	5.1	+0.8	-0.4	46.8	7.0	48.9	5.8	+2.1	-1.2
Other	4.1	-5.4	3.2	-5.1	-1.0	+0.3	3.2	-5.5	4.1	-5.7	+0.8	-0.3
Eliminations or corporate expenses	-11.4	-2.3	-10.3	-2.9	+1.0	-0.5	-11.2	-1.7	-10.4	-3.7	+0.9	-1.9
Total	607.8	40.3	★ 611.3	41.2	+3.5	+0.8	634.8	51.3	★ 645.2	53.2	+10.5	+1.9

- Despite continued sluggish market conditions (delays in a recovery in housing market conditions in Japan and in semiconductor-related activities), secured increases in net sales and operating profit through thoroughgoing efforts to secure margins
- Despite a decline in sales volumes and product mix owing to the impact of a greater than expected downturn in demand, secured an improvement in margins compared with forecasts (January 2024); in conjunction with the aforementioned, results essentially came in in line with forecasts due to successful efforts to control fixed costs



FY2024 Plan

Forex rate	FY2023		FY2024	
	1H	2H	1H	2H
In-house assumptions	-	-	¥150/US\$ ¥161/€	¥150/US\$ ¥161/€
Results (Avg. rate for each term)	¥141/US\$ ¥153/€	¥148/US\$ ¥160/€	-	-

* Export data is subject to in-house assumptions regarding foreign currency exchange rates. A ¥1 depreciation in the value of the yen against the USD has the effect of increasing operating profit by approximately ¥500 million each year at the assumed in-house rate.

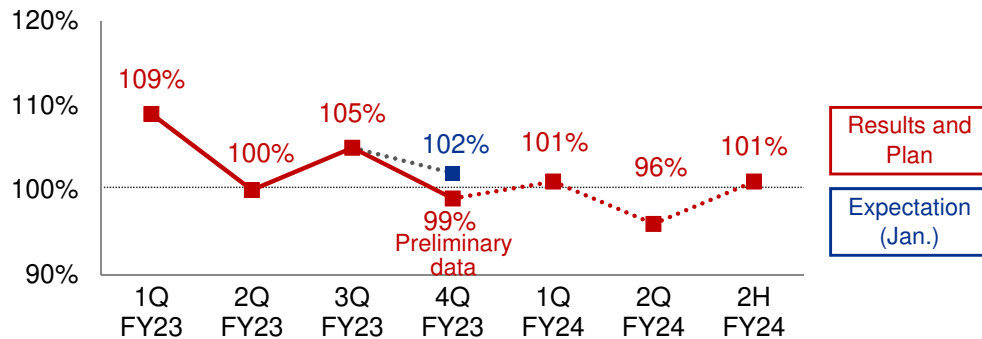
- Planning increases in net sales and profit (operating profit, ordinary profit, and bottom line)
- Target record-high net sales, operating profit and bottom line
- Plan to pay a dividend per share of ¥75, up ¥1 (fifteenth consecutive FY of dividend growth)
- Establish a limit for the acquisition of treasury shares (maximum: 4 million shares / ¥9.2 billion); plan to cancel treasury shares (4 million shares)

★: Record high

(JPY billion)	FY2023	FY2024 Plan	Difference
Net sales	1,256.5	★ 1,326.7	+70.2
Operating profit	94.4	★ 102.0	+7.6
Ordinary profit	105.9	102.5	-3.4
Profit attributable to owners of parent	77.9	★ 78.0	+0.1
Dividend per share (JPY)	74	★ 75	+1

Number of Automobiles Manufactured (YoY)

4Q FY2023: Results slightly below expectations
 FY2024: Forecasts at the same level as the previous year



Housing · Visitors (YoY)

2H FY2023: Recovery in the number of overall visitors essentially in line with the previous year
 FY2024: Expecting a recovery in the number of exhibition visitors

	1H FY23	2H FY23	1H FY24	2H FY24
Overall visitors	97%	100% [97%]	97%	98%
Via WEB	108%	118% [107%]	98%	95%
Exhibition visitors	90%	95% [88%]	103%	107%

* Figures in parentheses are Forecasts (Jan.)

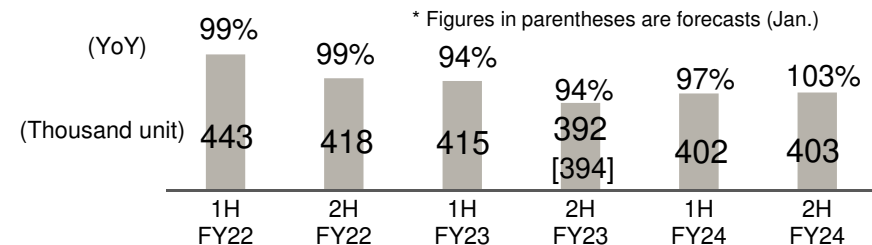
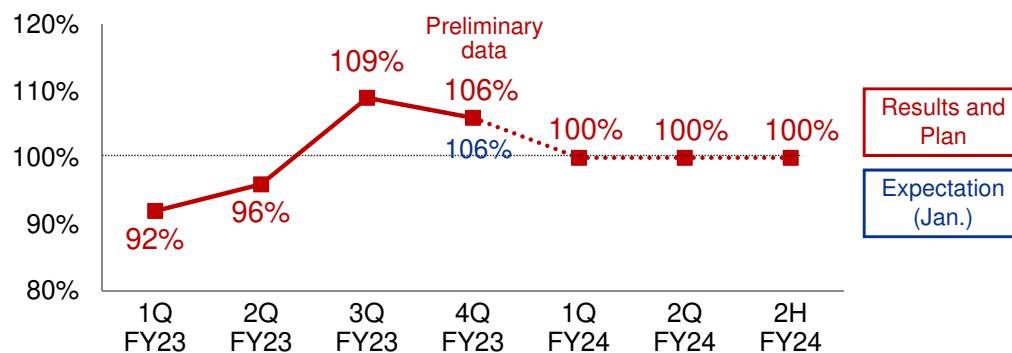
New Housing Starts

Gradual recovery from the 2H of FY2023

* Timing when demand for each of the UIEP Company's products can be expected to emerge: From four to six months after the start of residential construction

Smartphone Shipments (YoY)

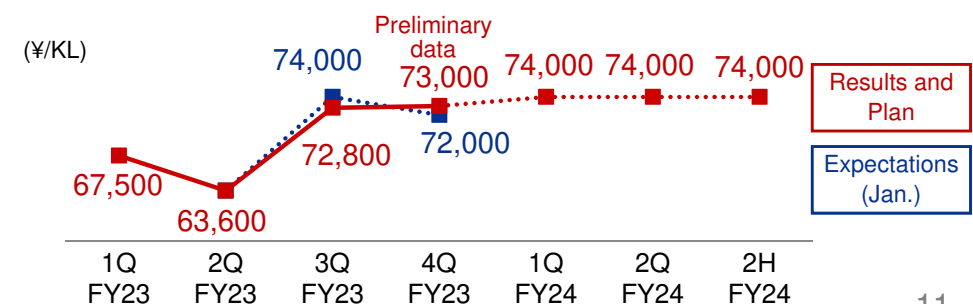
4Q FY2023: Progress in line with forecasts
 FY2024: Forecasts at the same level as the previous year



* Figures in parentheses are forecasts (Jan.)

Domestic Naphtha Price Assumptions

4Q FY2023: Slight surge compared with forecasts
 FY2024: Forecast to remain at a high level



Increases in net sales and operating profit in each segment; plans for record-high segment operating profit excluding the Housing Company

- HPP: Forecasting growth in the Mobility field and a recovery in Electronics-related demand focusing on semiconductors; plans for a substantial increase in net sales and operating profit
- Housing: Forecasting a modest recovery in new housing construction market conditions; plans for an increase in net sales and operating profit on the back of measures to strengthen Housing Business profitability and Renovation Business growth
- UIEP: Despite stagnant market conditions in the 1H, forecasting a gradual recovery in the 2H; focus on expanding sales of prioritized products, increasing overseas sales, and improving selling prices
- Medical: Work to definitively capture diagnostics demand in Japan and overseas; plans to expand sales of blood coagulation devices and reagents in Japan and China and new products in the U.S.
- Other: Continue to create new businesses and strengthen preparations aimed at bolstering internal control; breakdown: LB* down ¥1.2 billion, BR* down ¥3.4 billion, R&D and other down ¥8.3 billion

	FY2023		FY2024 Plan		Difference	
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit
(JPY billion) ★: Record high						
HPP	412.9	50.9	★ 452.5	★ 56.7	+39.6	+5.8
Housing	529.7	27.7	536.0	30.0	+6.3	+2.3
UIEP	234.8	22.1	★ 245.4	★ 24.0	+10.6	+1.9
Medical	92.6	11.0	★ 103.8	★ 12.6	+11.2	+1.6
Other	7.3	-10.8	10.1	-12.9	+2.8	-2.1
Eliminations or corporate expenses	-20.7	-6.5	-21.1	-8.4	-0.4	-1.9
Total	1,256.5	94.4	★ 1,326.7	★ 102.0	+70.2	+7.6

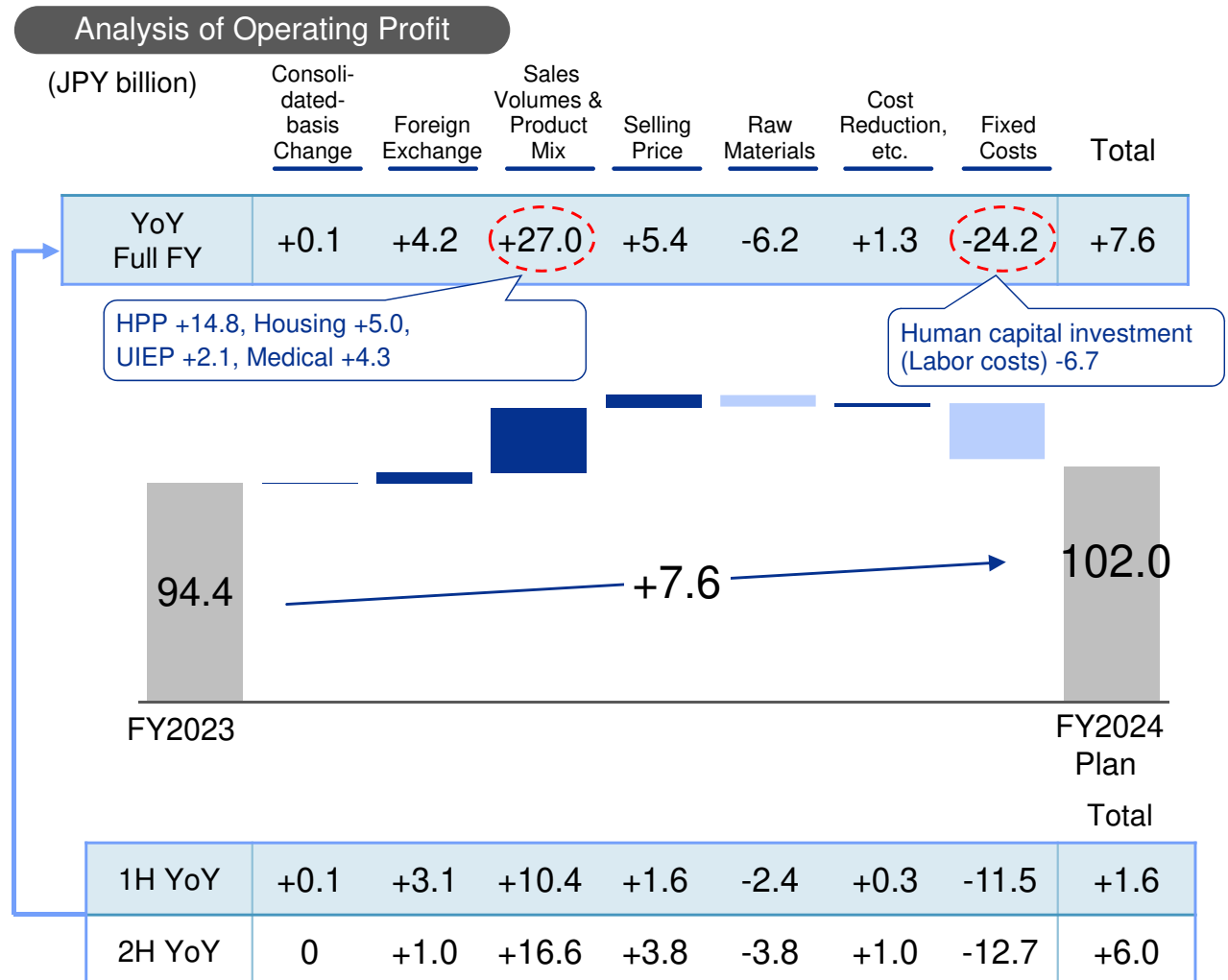
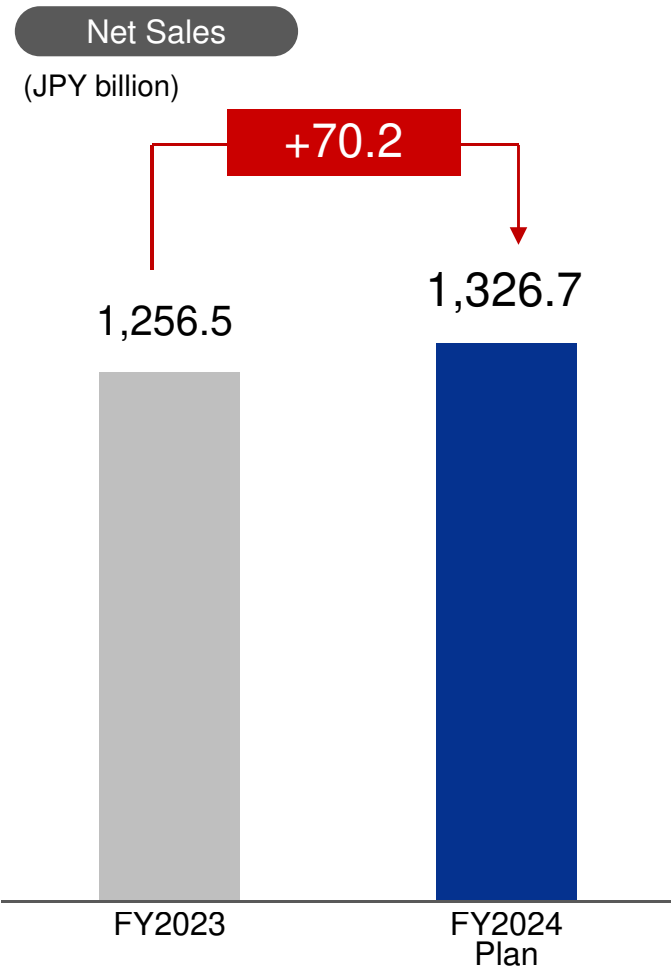
1H & 2H FY2024 Plans by Segment

- Forecasting a modest recovery in market conditions; secure an increase in net sales and operating profit with the HPP Company continuing to drive the Group as a whole in the 1H; plans for an increase in net sales and operating profit across all segments in the 2H
- In the Housing Company, despite plans for a decrease in 1H net sales owing to the impact of the drop in housing orders received in FY2023, forecasting an increase in full FY operating profit by promoting measures to strengthen profitability

★: Record high

(JPY billion)	1H FY2023		1H FY2024		Difference		2H FY2023		2H FY2024		Difference	
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit
HPP	200.3	23.0	★ 219.2	★ 26.3	+18.9	+3.3	212.6	28.0	★ 233.3	★ 30.4	+20.7	+2.4
Housing	264.8	13.0	260.0	13.0	-4.8	0	264.9	14.8	276.0	17.0	+11.1	+2.2
UIEP	109.7	8.1	111.9	★ 8.1	+2.2	0	125.1	14.1	★ 133.5	★ 15.9	+8.4	+1.8
Medical	43.7	5.1	★ 49.6	5.3	+5.9	+0.2	48.9	5.8	★ 54.2	★ 7.3	+5.3	+1.5
Other	3.2	-5.1	4.2	-6.0	+1.0	-0.9	4.1	-5.7	5.9	-6.9	+1.8	-1.2
Eliminations or corporate expenses	-10.3	-2.9	-10.3	-3.9	0	-1.0	-10.4	-3.7	-10.8	-4.5	-0.4	-0.8
Total	611.3	41.2	★ 634.6	42.8	+23.3	+1.6	645.2	53.2	★ 692.1	★ 59.2	+46.9	+6.0

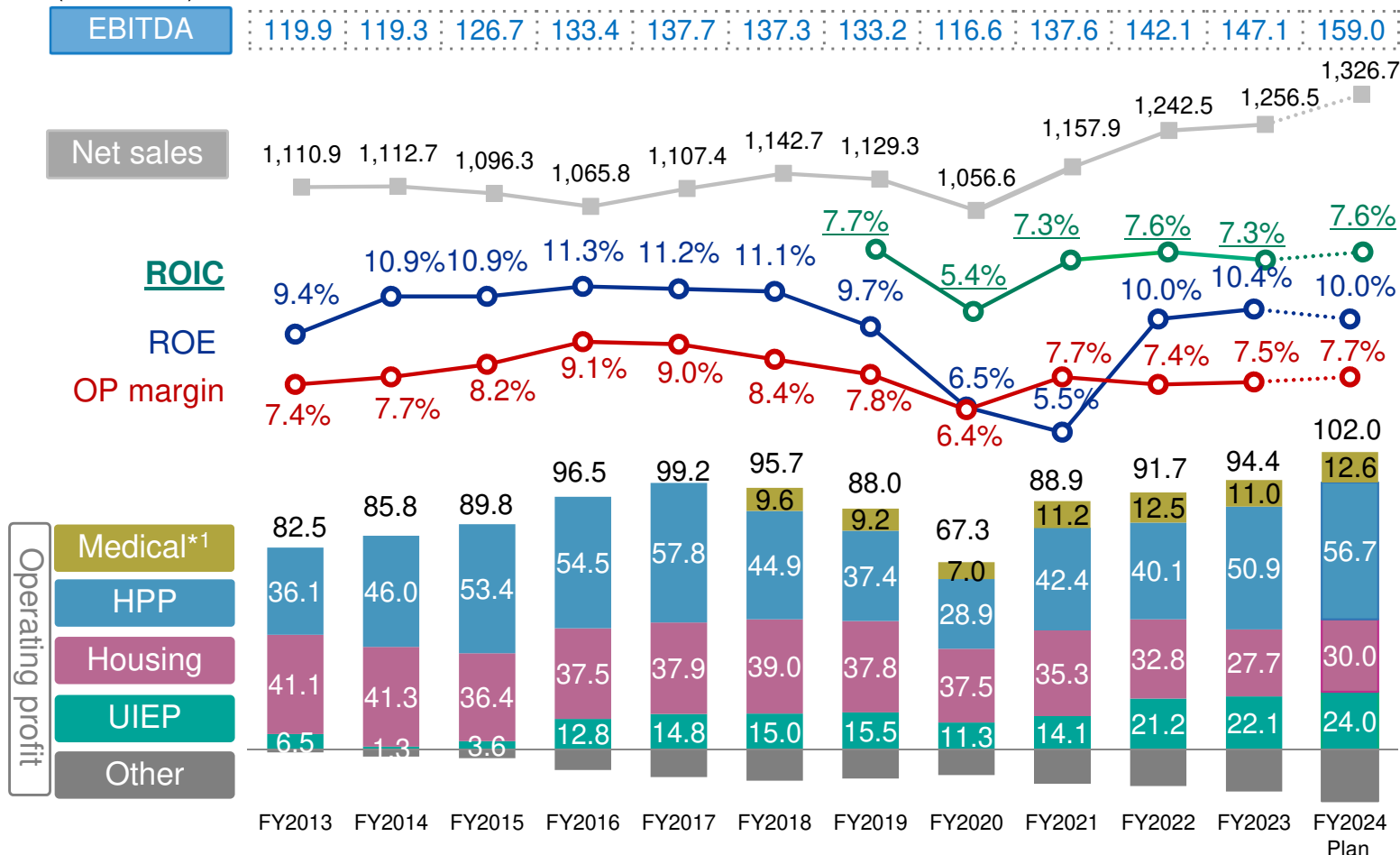
- Expecting a gradual recovery in global market conditions as well as housing market conditions in Japan; forecasting a substantial increase in sales volumes and product mix on the back of high-performance product sales growth and efforts to cultivate new customers
- Despite expecting an increase in fixed costs centered mainly on ongoing human capital investment, plans to expand operating profit through an increase in sales volume and product mix, efforts to secure margins, and the effects of foreign exchange gains



Consolidated Performance

Continue to work toward business portfolio reform and accelerate the shift to further growth; target operating profit of ¥102 billion

(JPY billion)



*1 Medical Business included in the HPP Company prior to FY2017

*2 Data from FY2022 after portfolio reorganization

External environment

04/2014 Consumption tax raised from 5% to 8%

03/2018 Emerging concerns toward global trade friction

10/2019 Consumption tax raised from 8% to 10%

02/2020~ Spread of COVID-19

02/2022~ Russia: Incursion into Ukraine

Forex rate*	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024*3
1 USD	100 JPY	110 JPY	120 JPY	108 JPY	111 JPY	111 JPY	109 JPY	106 JPY	112 JPY	135 JPY	145 JPY	150 JPY

*3 FY2024: Assumption

*Avg. rate for each term

Financial Results FY2023

Tatsuya Nishida

Managing Executive Officer

Head of Corporate Finance & Accounting Department

Number of Consolidated Companies

	Mar. 31, 2023	Mar. 31, 2024	Difference
Consolidated subsidiaries	148	143	Increased: 0 Subsidiaries Decreased: 5 Subsidiaries* ¹
Affiliates (Equity Method)	7	6	Increased: 0 Subsidiaries Decreased: 1 Subsidiary* ²

*¹ Sekisui (Shanghai) Environmental Technology Co., Ltd. , Sanin Sekisui Shoji Co., Ltd., PT HD Limited, Rehabilitation Research Laboratory Co., Ltd. ,
YOUNGBO HPP (LANGFANG) CO., LTD.

*² Sekisui Jushi Corporation

Impact of Change in the Number of Consolidated Companies

(JPY billion)	FY2023 (YoY)	Difference
Net sales	+2.8	Sekisui XenoTech, LLC.* ³ Seiryu Maintenance Co., Ltd.* ⁴
Operating profit	+0.2	Tochigi Sekisui Heim Co., Ltd.* ⁵ Sanin Sekisui Shoji Co., Ltd.* ⁶

*³ Excluded from scope of consolidation from 2Q FY2022

*⁴ Excluded from scope of consolidation from 3Q FY2022

*⁵ Newly consolidated from 3Q FY2022

*⁶ Excluded from scope of consolidation from 2Q FY2023

Summary of Profit and Loss

(JPY billion)	FY2022	FY2023	Difference	
Net sales	1,242.5	1,256.5	+14.0	Foreign exchange gains: +5.2
Gross profit	377.2	392.2	+15.0	Foreign exchange gains: +7.0
Gross profit margin	30.4%	31.2%	+0.9%	
Selling, general and administrative expenses	285.6	297.8	+12.2	Exclusion of Sekisui Jushi Corporation from the scope of consolidation: -1.0
Operating profit	91.7	94.4	+2.7	
Share of profit of entities accounted for using equity method	2.3	0.8	-1.4	
Other non-operating profit and expenses	10.3	10.7	+0.4	Gain on sale of investment securities: +14.2
Ordinary profit	104.2	105.9	+1.7	
Extraordinary profit	1.2	14.2	+13.1	Sekisui LB Tech Co., Ltd. Impairment losses: +3.7 Volocopter GmbH Loss on stock impairment: +2.0
Extraordinary losses	5.9	8.7	+2.7	
Profit before income taxes	99.5	111.5	+12.0	
Income taxes, etc.	28.7	32.4	+3.7	Veredus Laboratories Lump-sum amortization of goodwill +2.0 PeptiStar Inc. Loss on stock impairment: +1.3
Profit attributable to non-controlling interests	1.5	1.1	-0.4	
Profit attributable to owners of parent	69.3	77.9	+8.7	

Foreign exchange (Avg. rate)	1 USD	135 JPY	145 JPY
	1 EUR	141 JPY	157 JPY

Balance Sheets (Assets)

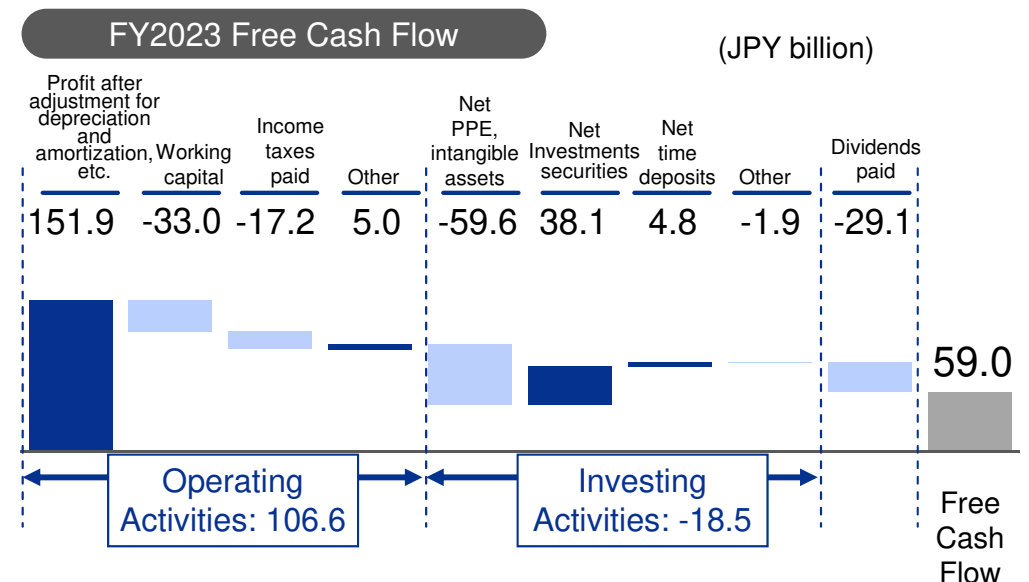
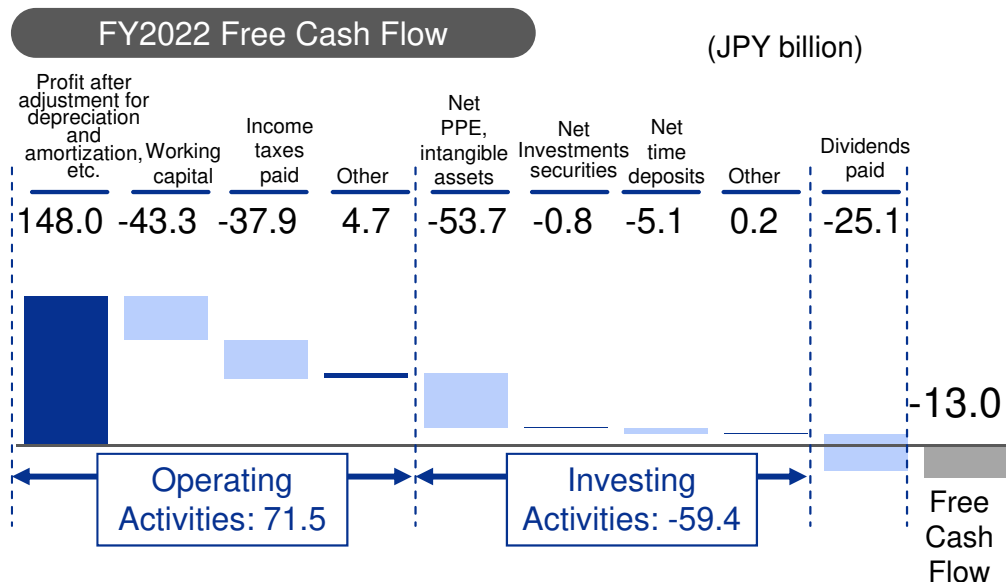
(JPY billion)	Mar. 31, 2023	Mar. 31, 2024	Difference																												
Cash and deposits	101.1	138.6	+37.5																												
Trade receivables	192.5	213.5	+20.9																												
Inventories	286.8	298.2	+11.4	<table border="1"> <thead> <tr> <th>Inventories (B/S item)</th> <th>Mar.31 2024</th> <th>Difference</th> </tr> </thead> <tbody> <tr> <td>Ready-built housing (products)</td> <td>38.0</td> <td>+5.3</td> </tr> <tr> <td>Prepared land for subdivision housing</td> <td>67.7</td> <td>+3.5</td> </tr> <tr> <td>Land under preparation (work in process)</td> <td>10.5</td> <td>+0.5</td> </tr> <tr> <td>Housing under construction (work in process)</td> <td>30.8</td> <td>-3.8</td> </tr> <tr> <td>Components, other (raw materials)</td> <td>6.3</td> <td>-1.7</td> </tr> <tr> <td>Housing Total</td> <td>153.2</td> <td>+3.8</td> </tr> <tr> <td>Non-residential total (products, other)</td> <td>145.0</td> <td>+7.7</td> </tr> <tr> <td>Inventories Total</td> <td>298.2</td> <td>+11.4</td> </tr> </tbody> </table>	Inventories (B/S item)	Mar.31 2024	Difference	Ready-built housing (products)	38.0	+5.3	Prepared land for subdivision housing	67.7	+3.5	Land under preparation (work in process)	10.5	+0.5	Housing under construction (work in process)	30.8	-3.8	Components, other (raw materials)	6.3	-1.7	Housing Total	153.2	+3.8	Non-residential total (products, other)	145.0	+7.7	Inventories Total	298.2	+11.4
Inventories (B/S item)	Mar.31 2024	Difference																													
Ready-built housing (products)	38.0	+5.3																													
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Housing under construction (work in process)	30.8	-3.8																													
Components, other (raw materials)	6.3	-1.7																													
Housing Total	153.2	+3.8																													
Non-residential total (products, other)	145.0	+7.7																													
Inventories Total	298.2	+11.4																													
Other current assets	41.2	35.3	-5.9																												
Property, plant and equipment	377.4	392.5	+15.1	<table border="1"> <tbody> <tr> <td>Purchase: +51.4</td> </tr> <tr> <td>Depreciation: -42.6</td> </tr> <tr> <td>Foreign exchange: +15.8</td> </tr> </tbody> </table>	Purchase: +51.4	Depreciation: -42.6	Foreign exchange: +15.8																								
Purchase: +51.4																															
Depreciation: -42.6																															
Foreign exchange: +15.8																															
Intangible assets	51.0	59.1	+8.1																												
Investment securities	137.3	127.4	-9.9	<table border="1"> <tbody> <tr> <td>Sale / redemption: -41.7</td> </tr> <tr> <td>Market value: +34.1</td> </tr> </tbody> </table>	Sale / redemption: -41.7	Market value: +34.1																									
Sale / redemption: -41.7																															
Market value: +34.1																															
Investments and other assets	40.8	58.7	+17.9																												
Total assets	1,228.1	1,323.2	+95.1	<table border="1"> <tbody> <tr> <td>Foreign exchange: +43.7</td> </tr> <tr> <td>Consolidated-basis change: -0.7</td> </tr> <tr> <td>Actual basis: +52.1</td> </tr> </tbody> </table>	Foreign exchange: +43.7	Consolidated-basis change: -0.7	Actual basis: +52.1																								
Foreign exchange: +43.7																															
Consolidated-basis change: -0.7																															
Actual basis: +52.1																															

Balance Sheets (Liabilities & Net Assets)

(JPY billion)	Mar. 31, 2023	Mar. 31, 2024	Difference	
Non-interest-bearing liabilities	375.1	381.6	+6.4	
Interest-bearing liabilities	120.5	120.7	+0.3	
[Net interest-bearing liabilities]	[19.4]	[-17.8]	[-37.2]	
Total liabilities	495.6	502.3	+6.7	
Share capital etc.	208.6	208.6	0	
Retained earnings	468.1	501.9	+33.9	Net profit: +77.9
Treasury shares	-46.6	-48.7	-2.0	Dividends paid: -27.8
Valuation difference on available-for-sale securities	37.8	51.2	+13.4	Cancellation of treasury shares: -13.9
Non-controlling interests	27.5	28.6	+1.1	
Other net assets	37.1	79.2	+42.1	Cancellation of treasury shares: +13.9
Total net assets	732.5	820.9	+88.4	Purchases of treasury shares: -16.2
Total liabilities and net assets	1,228.1	1,323.2	+95.1	Foreign currency translation adjustment: +28.6
ROIC	7.6%	7.3%	-0.3%	
ROE	10.0%	10.4%	+0.4%	
Equity-to-asset ratio (%)	57.4%	59.9%	+2.5%	
D/E ratio (Net)	0.03	-0.02	-0.05	

Consolidated Cash Flows

(JPY billion)	FY2022	FY2023
Cash flows from operating activities	71.5	106.6
Cash flows from investing activities	-59.4	-18.5
Cash flows from financing activities	-62.9	-53.0
Net increase in cash and cash equivalents	-48.5	41.2
Cash and cash equivalents at end of period	85.2	126.4
Free cash flow =Cash flows from operating activities + Cash flows from investing activities - Dividends paid	-13.0	59.0



Depreciation, Amortization, Capital Expenditures and EBITDA

★ : Record high

(JPY billion)	Depreciation* ¹			Goodwill and other amortization* ²			Capital expenditures			EBITDA* ³		
	FY2022	FY2023	Difference	FY2022	FY2023	Difference	FY2022	FY2023	Difference	FY2022	FY2023	Difference
Housing	11.1	11.6	+0.5	0.1	0.4	+0.3	10.0	10.2	+0.1	44.0	39.7	-4.3
UIEP	8.1	8.4	+0.2	0.4	0.5	+0.1	8.7	9.9	+1.2	29.7	31.0	+1.3
HPP	20.3	21.5	+1.2	1.4	1.2	-0.2	17.5	20.2	+2.7	61.8	73.7	+11.8
Medical	4.6	5.3	+0.7	0.8	0.6	-0.2	10.1	6.4	-3.7	18.0	16.9	-1.0
Other	2.5	2.1	-0.4	0	0	0	4.4	2.7	-1.7	-8.4	-8.7	-0.3
Eliminations or Corporate expenses	1.1	1.1	0	0	0	0	6.1	11.3	+5.2	-3.0	-5.4	-2.5
Total	47.7	50.0	+2.2	2.7	2.7	0	56.8	60.6	+3.8	142.1	★ 147.1	+5.0

*1 Depreciation does not include amortization of M&A intangible assets

*2 Goodwill and other amortization = Goodwill amortization + Amortization of M&A intangible assets

*3 EBITDA = Operating profit + Depreciation + Goodwill and other amortization

Depreciation, Amortization, Capital Expenditures, Research and Development Expenditure

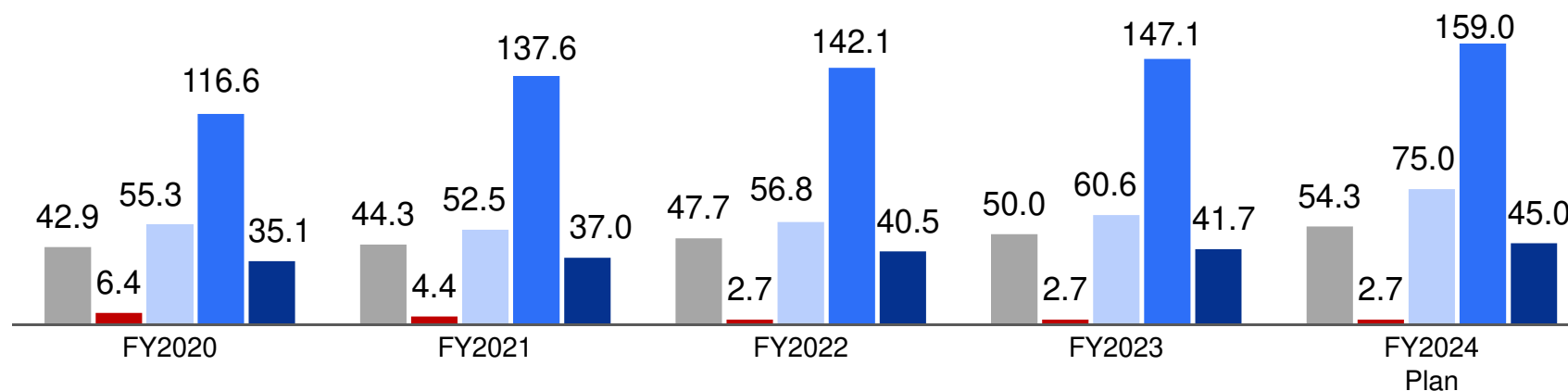
★ : Record high

(JPY billion)	FY2023	FY2024 Plan	Difference
Depreciation	50.0	54.3	+4.3
Goodwill and other amortization	2.7	2.7	0
Capital expenditures	60.6	75.0	+14.4
EBITDA	147.1	★ 159.0	+11.9
Research and development expenditure	41.7	45.0	+3.3

Depreciation, Amortization, Capital Expenditures, Research and Development Expenditure

(JPY billion)

■ Depreciation ■ Goodwill and other amortization ■ Capital expenditures ■ EBITDA ■ Research and development

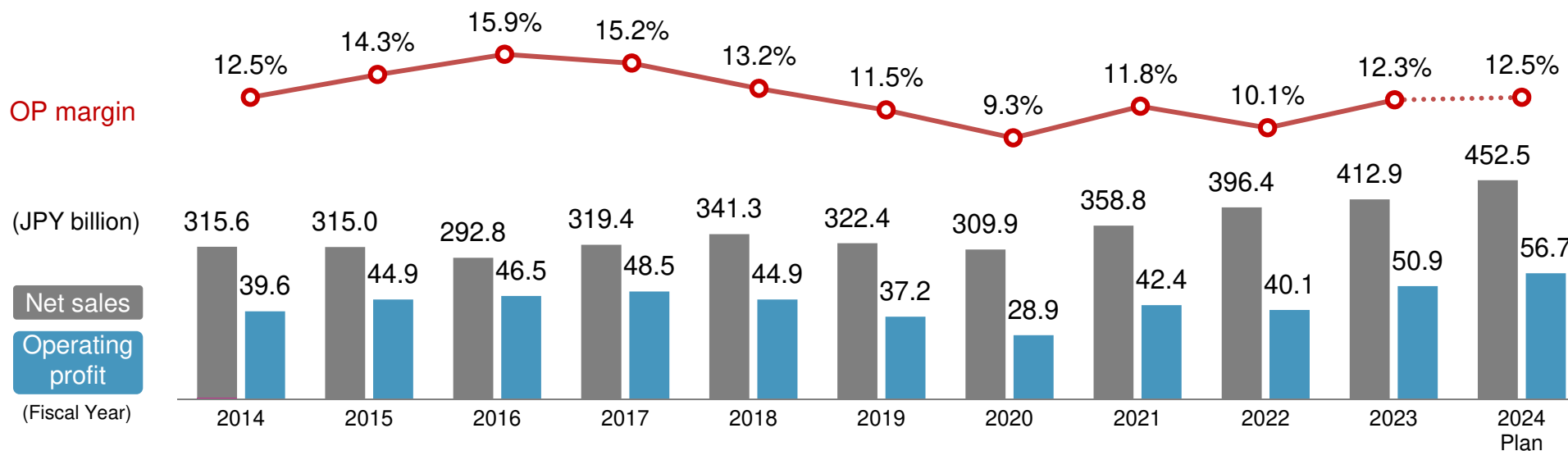


High Performance Plastics Company

Ikusuke Shimizu

Company President

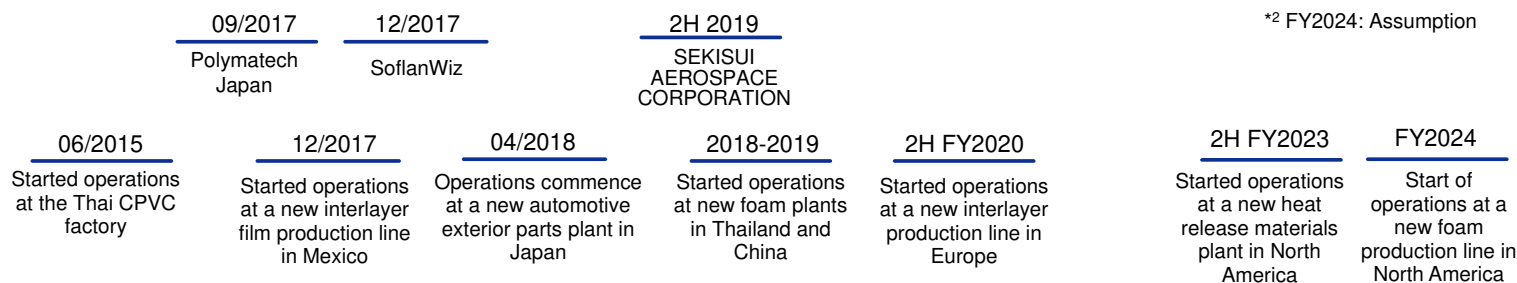
- FY2023: Substantial increases in both net sales and operating profit mainly in the Mobility field owing to the effects of an upswing in demand and high-performance product sales growth
- FY2024: Plans for an increase in net sales and a record-high in operating profit owing to continued growth in the Mobility field and a recovery in Electronics-related demand focusing on semiconductors



* Data from FY2022 after portfolio reorganization

		FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024*2
Forex rate	1 USD	110 JPY	120 JPY	108 JPY	113 JPY	111 JPY	109 JPY	106 JPY	112 JPY	135 JPY	145 JPY	150 JPY
	1 EUR	139 JPY	133 JPY	119 JPY	121 JPY	128 JPY	121 JPY	124 JPY	130 JPY	141 JPY	157 JPY	161 JPY

Main M&As and Strategic Investments

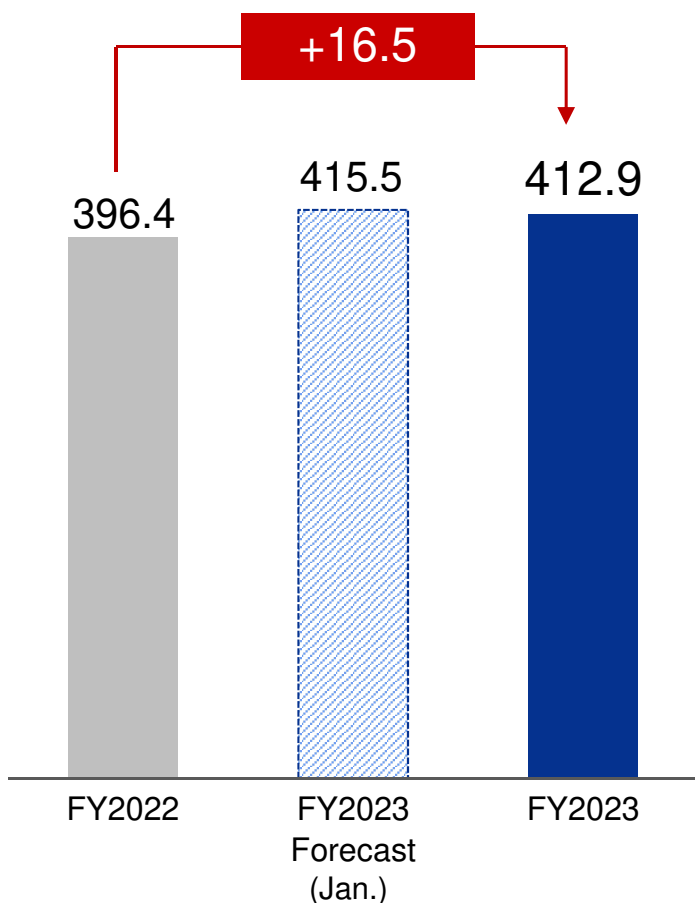


*2 FY2024: Assumption

Despite continued sluggish demand in the Industrial field, increase in sales volumes and product mix focusing on the Mobility field; substantial increase in net sales and operating profit on the back of an increase in margins and contributions from foreign exchange gains; record-high profit in the 2H and full FY

Net Sales

(JPY billion)



Analysis of Operating Profit

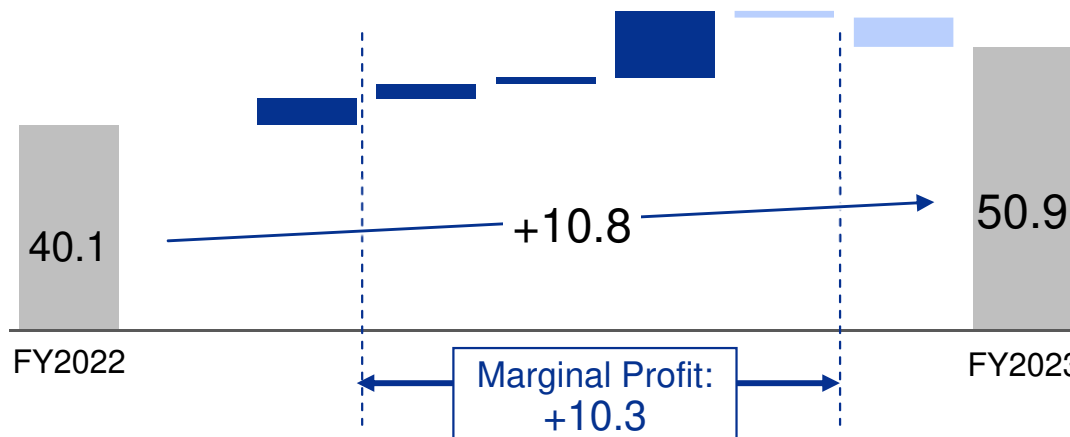
(JPY billion)

vs Forecast (Jan.): -2.7
Electronics -0.4, Mobility -1.4,
Industrial -0.9,

	Consolidated-basis Change	Foreign Exchange	Sales Volumes & Product Mix	Selling Price	Raw Materials	Cost Reduction, etc.	Fixed Costs	Total
Forecasts (Jan.)	0	+4.0	+3.6	+1.1	+9.5	-2.0	-4.7	+11.4
YoY Full FY	0	+3.9	+0.9	+1.0	+9.4	-1.0	-3.4	+10.8

Electronics: +1.8, Mobility: +5.5,
Industrial: -6.4

By-Product Market Conditions -4.3,
Cost Reduction +3.3



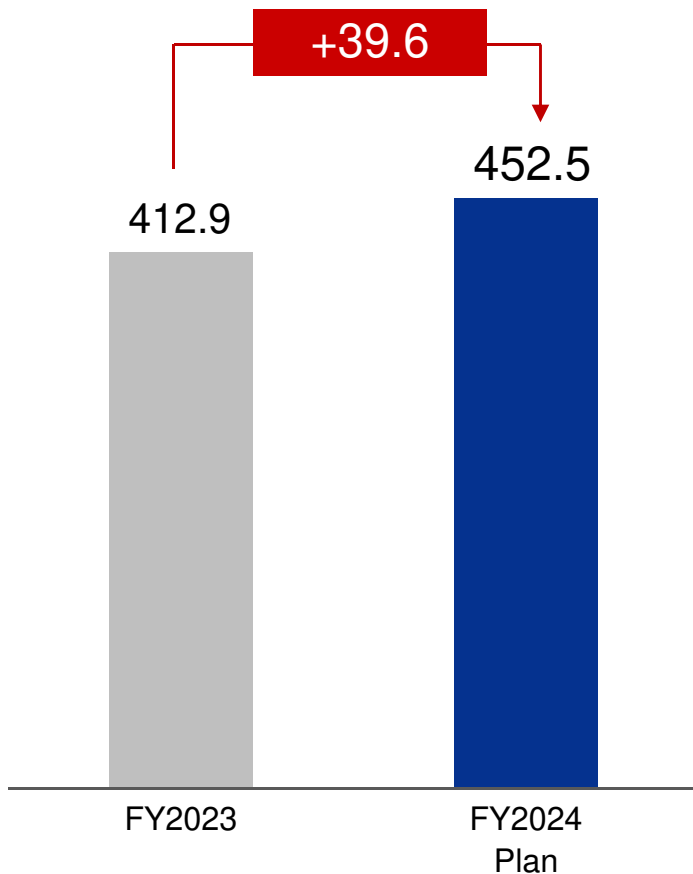
	Consolidated-basis Change	Foreign Exchange	Sales Volumes & Product Mix	Selling Price	Raw Materials	Cost Reduction, etc.	Fixed Costs	Total
1H YoY	0	+1.9	-4.9	+2.9	+4.7	-1.3	-0.8	+2.5
2H YoY	0	+2.0	+5.8	-1.9	+4.7	+0.3	-2.6	+8.3

Electronics: +1.9, Mobility: +4.7, Industrial: -0.8

In addition to continued firm trends in the Mobility field, Electronics-related demand forecast to recover focusing on semiconductors; substantial increase in sales volumes and product mix; plans for an increase in net sales and operating profit by offsetting the effects of higher fixed costs attributable to human capital investment and surging raw material prices as well as the impact of foreign exchange gains; target record-high profit

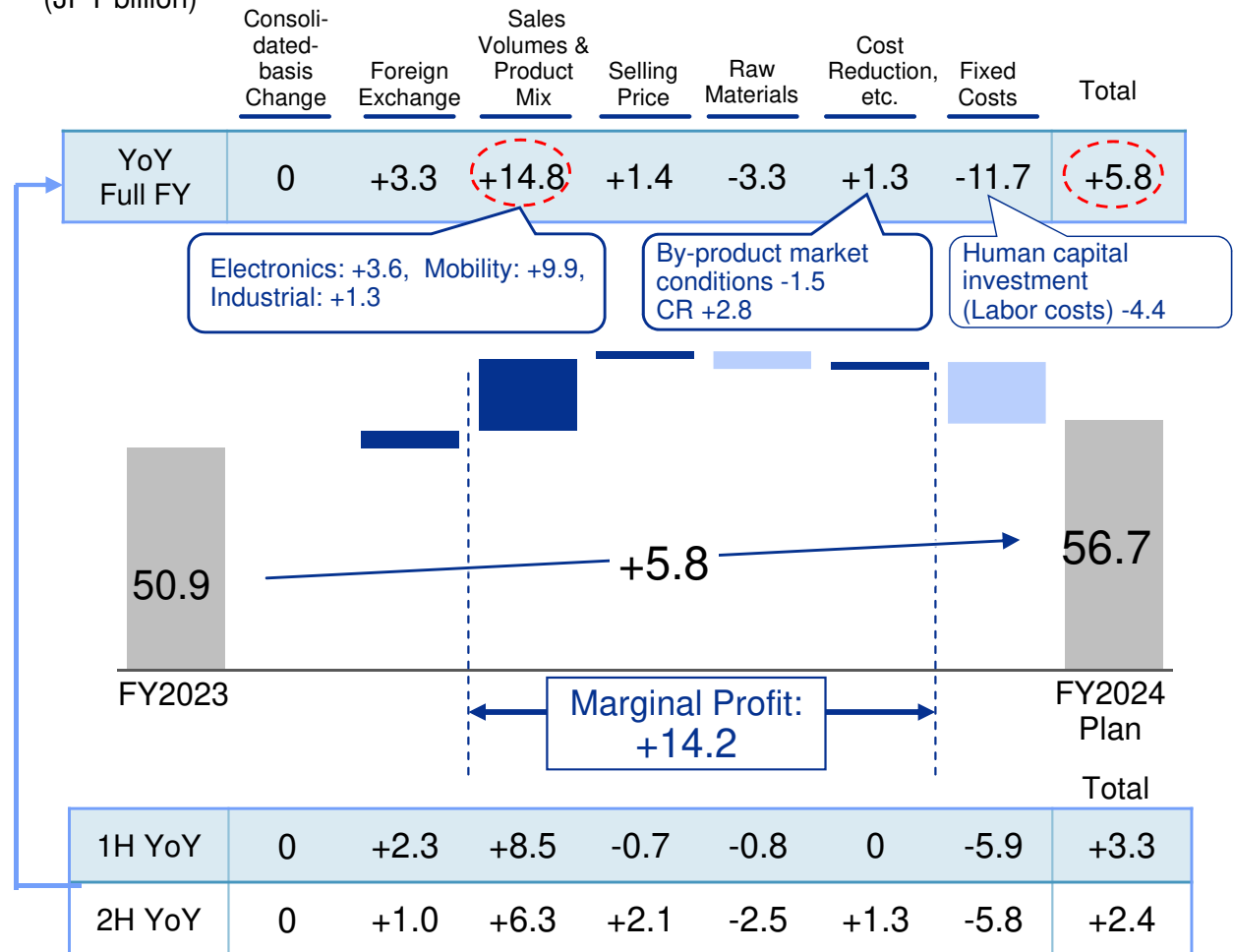
Net Sales

(JPY billion)



Analysis of Operating Profit

(JPY billion)



Net Sales Trends and KPIs in the Three Strategic Fields

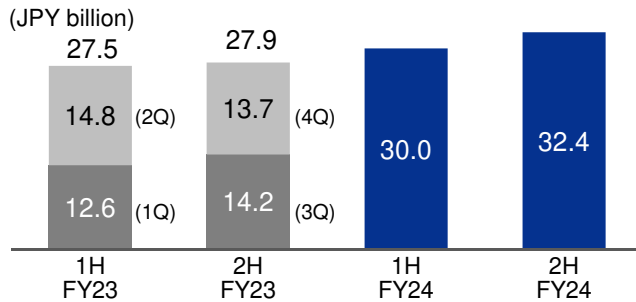
Growth driving Growth potential

11 businesses clarified as strengthening the current PF in the Drive 2.0 Medium-term Management Plan.

Electronics

Electronics
(semiconductor and display materials)

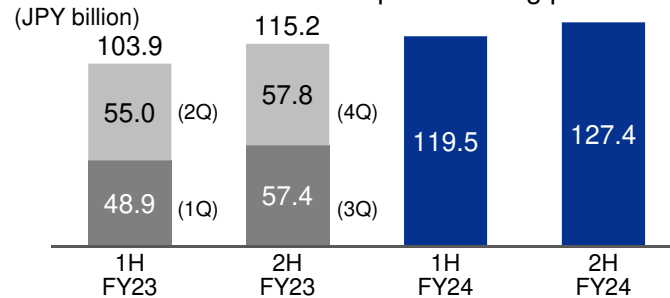
- While conditions throughout the smartphone market are on par with the previous year, the semiconductor market is expected to exhibit a modest recovery
- Focus on capturing new opportunities in the non-LCD field mainly for semiconductor, exterior, and mechanism applications



Mobility

Mobility
(high-performance interlayer film, release materials, etc.)

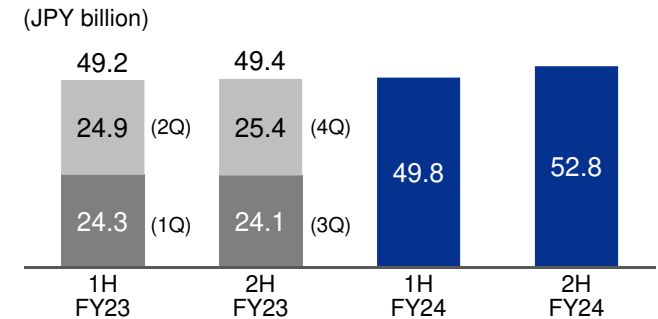
- Expecting continued sales growth of high-performance interlayer films, mainly for HUDs (interlayer films for HUDs in FY2023: 130% growth* on a sales volume basis); FY2024: Plans for more than 110%* YoY
- Heat release materials: Despite sluggish demand for EV use, focus on expanding sales for electrical equipment application
- SEKISUI AEROSPACE CORPORATION: Despite a slump in demand for certain aircrafts, plans to return to profit in FY2024 owing to a certain level of recovery and successful efforts to improve selling prices



Industrial

Molding products, sensing

- Despite continued sluggish demand for construction and consumer goods in Europe, the U.S., and Japan, projecting a recovery from the 2H
- Focus on improving selling prices and expanding sales of labor-saving and environmentally friendly products



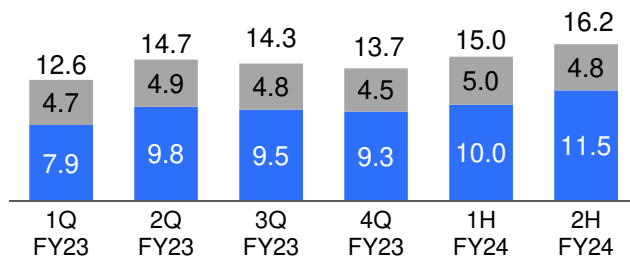
Focus on the non-LCD field

Non-LCD field sales ratio



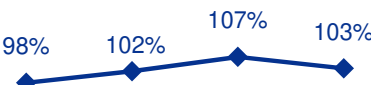
Net Sales (JPY billion)

■ Liquid Crystal
■ Non-LCD



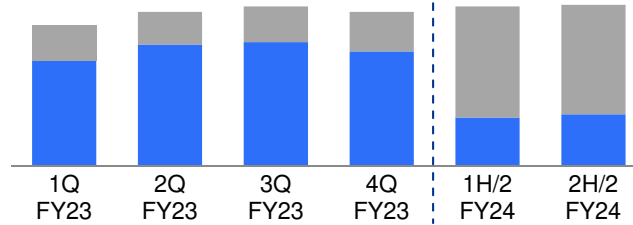
High-performance interlayer film sales growth

YoY high-performance interlayer film sales volume



Net Sales (JPY billion)

■ Standard films
■ High-performance films



YoY N-HPP* interlayer film sales volume



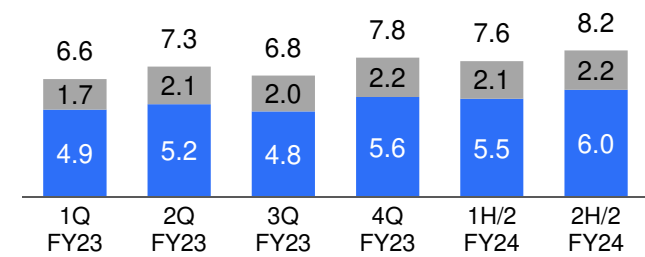
Labor-saving, environmentally friendly product sales growth

YoY growth rate



Net sales (JPY billion)

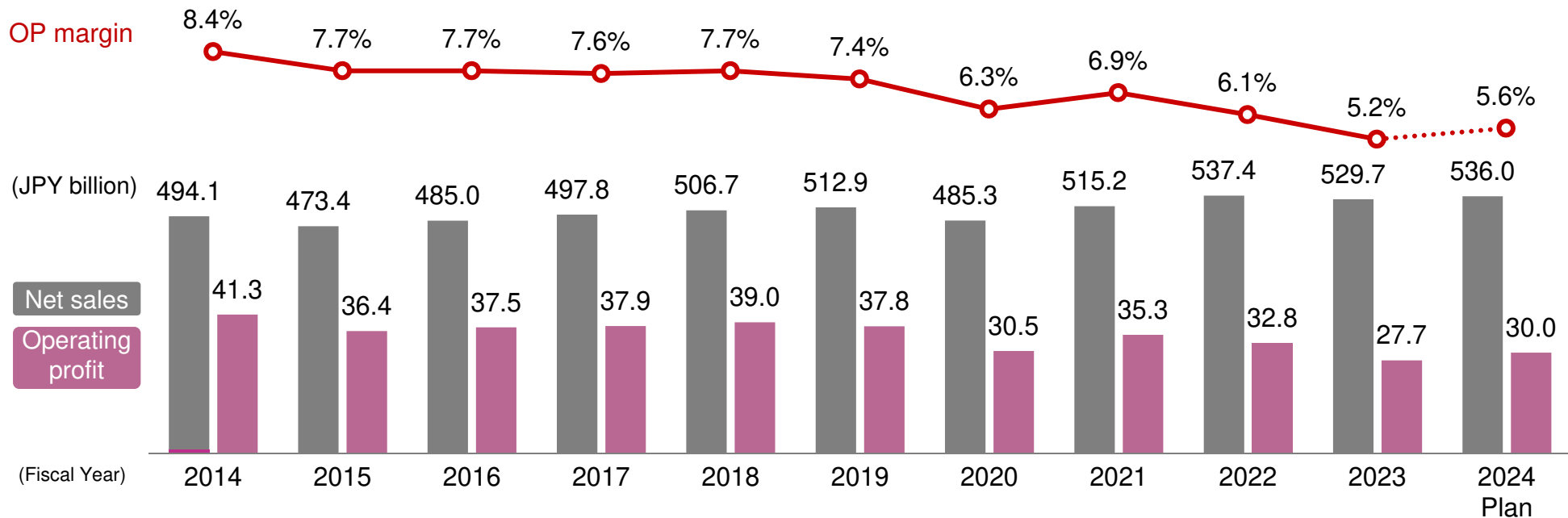
■ Environmentally friendly
■ Labor-saving



Housing Company

Masahide Yoshida
Company President

- FY2023: Decrease in net sales and operating profit owing to the prolonged slump in new housing construction market conditions and the substantial impact of soaring component costs
- FY2024: Conditions throughout the new housing construction market expected to exhibit a modest recovery; plan to increase net sales and operating profit on the back of efforts to carry out profitability strengthening measures in the Housing Business as well as Renovation Business and other growth



New Housing starts (Thousand unit)	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023*	FY2024*
	880	921	974	946	953	884	812	866	861	807	805

External Environment	04/2014	02/2016	04/2016	10/2019	02/2020~	02/2022~	03/2024~
	Consumption tax raised from 5% to 8%	Introduction of a negative interest rate policy	Kumamoto Earthquake	Consumption tax raised from 8% to 10%	Spread of COVID-19	Russia: Incursion into Ukraine	Lifting of the negative interest rate policy

*Assumptions

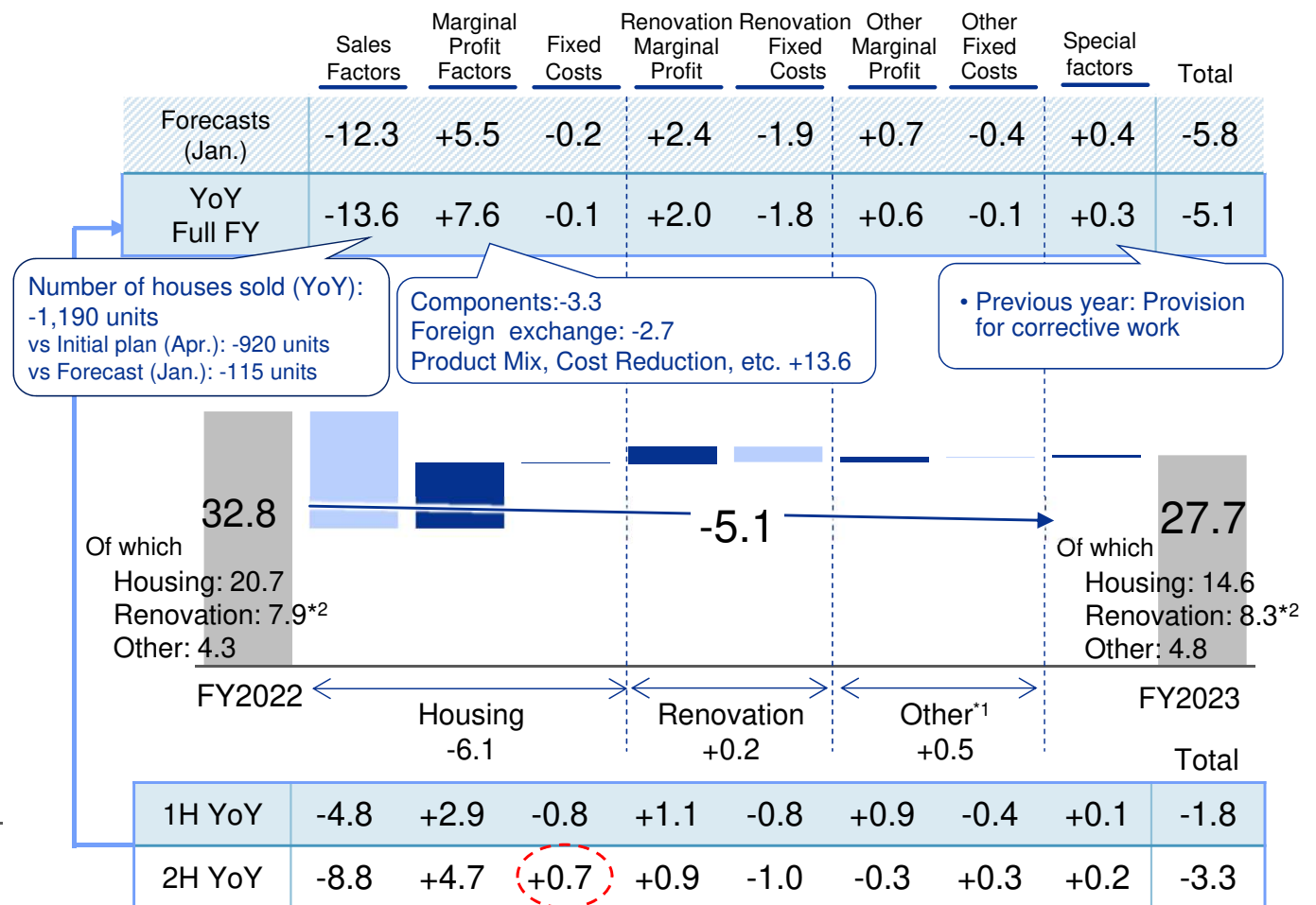
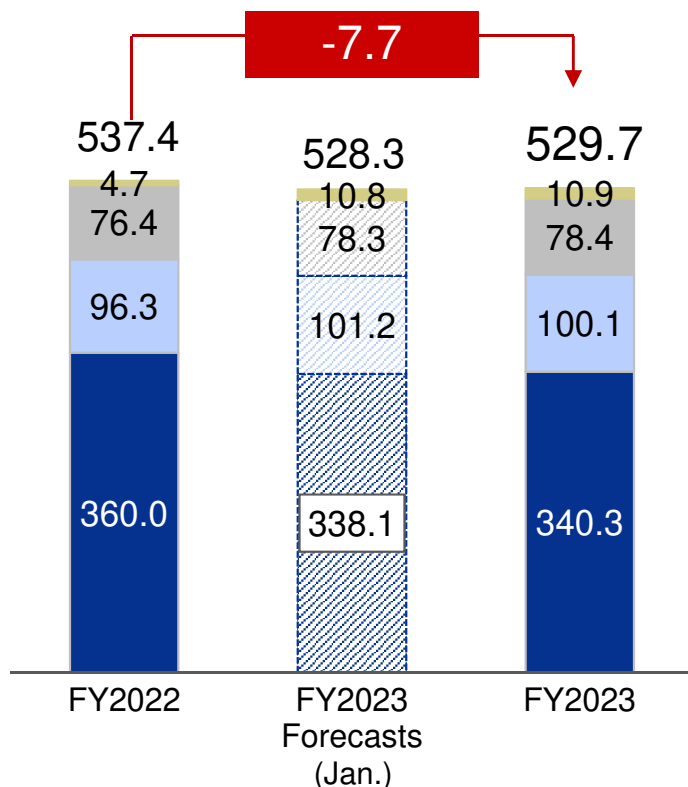
While operating profit in the Renovation Business increased on the back of successful efforts to capture firm demand by strengthening the personnel structure, operating profit declined substantially in overall terms owing to a downturn in the number of houses sold and significant increase in component costs in the Housing Business; results slightly above forecasts (January 2024) through efforts control fixed costs and other factors

Measures aimed at strengthening profitability in the Housing Business progressing in line with plans

Net Sales (JPY billion)

Analysis of Operating Profit (JPY billion)

- Housing
- Renovation
- Other
- Newly consolidated

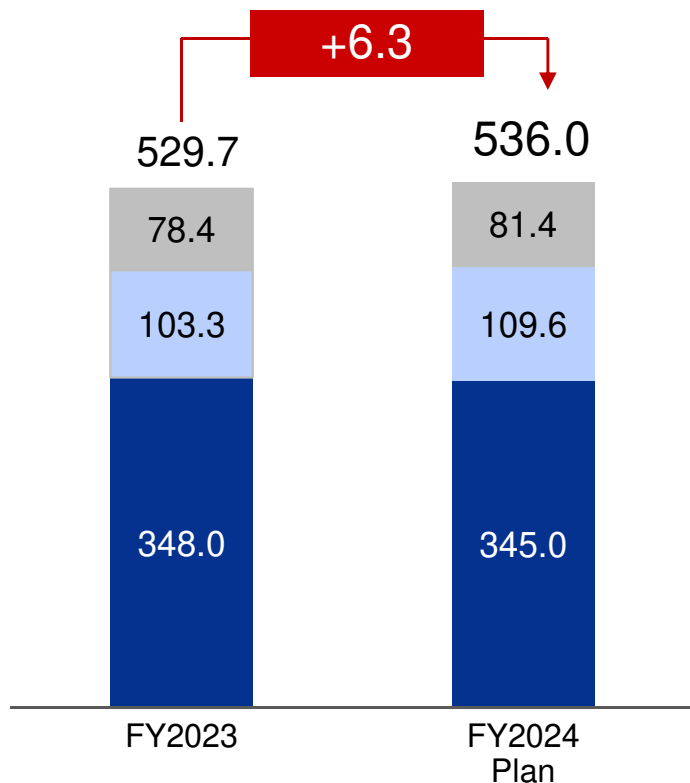


- Expecting a modest recovery in Housing Business market conditions; despite a decrease in the number of houses sold, net sales essentially in line with the previous year owing to an increase in unit prices; plans for an increase in operating profit due to the effects of measures aimed at strengthening profitability
- Increase in orders in the Renovation Business as ongoing efforts to help shifted personnel provide a definitive contribution take hold; plans for the continued increase in net sales and operating profit

Net Sales

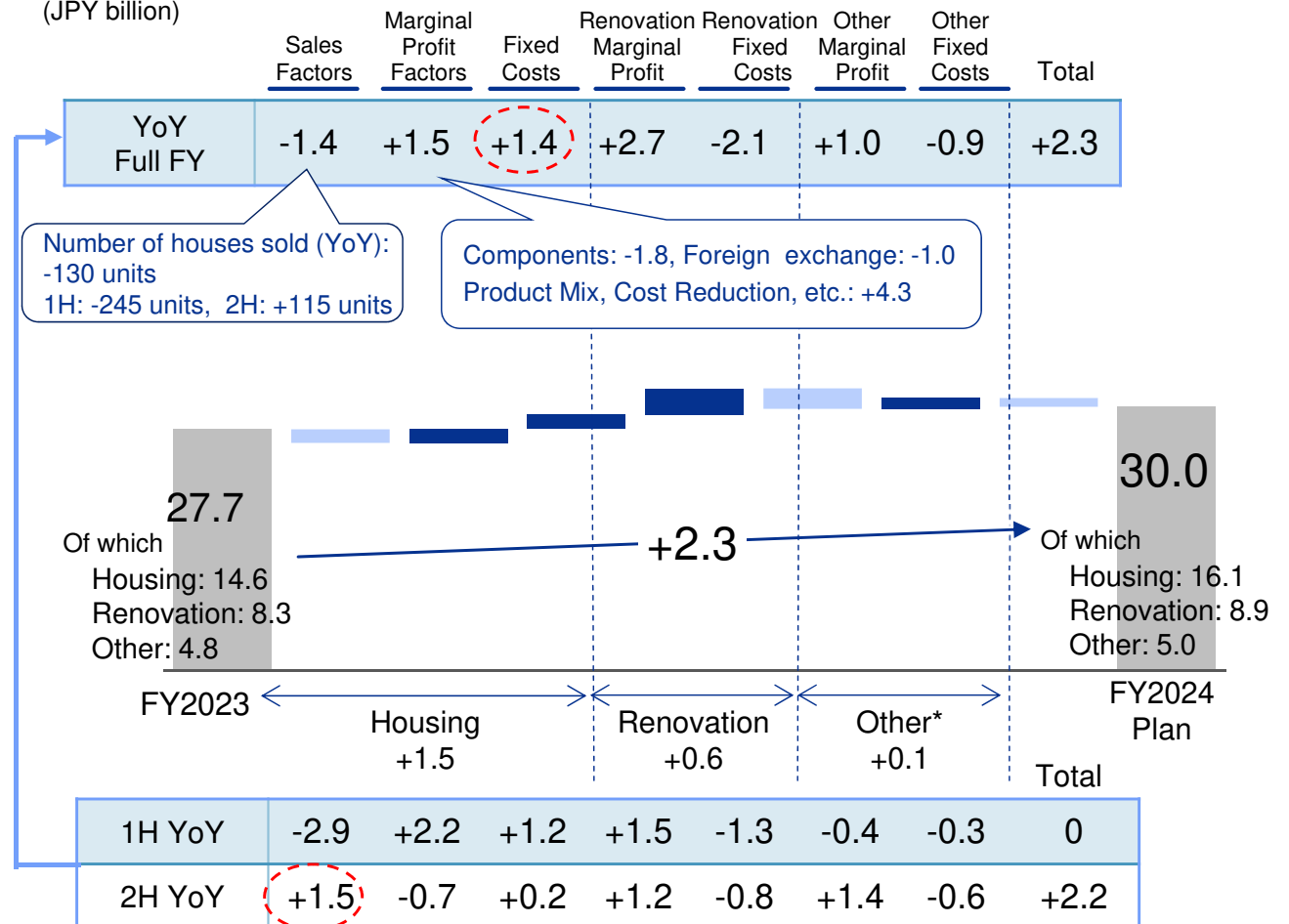
(JPY billion)

- Housing
- Renovation
- Other
- Newly consolidated



Analysis of Operating Profit

(JPY billion)

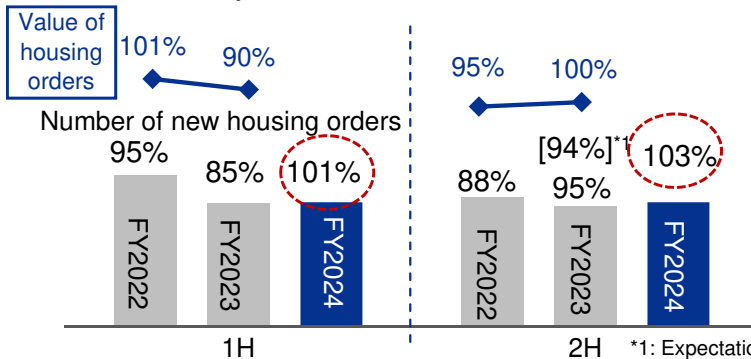


*Other (Real Estate, Town and Community Development, Overseas, Residential Services, HEIM DENKI)

Housing Business

New Housing Orders (YoY)

- FY2023: New housing orders slightly exceeded forecasts (January 2024); impact of the decrease in new housing orders offset by the increase in unit prices
- FY2024: Work to increase orders by promoting product strategies by area, amid expectations of a modest recovery in market conditions



Number of Orders by Type of Construction (YoY)

- FY2023: Apartment building trends in line with the previous year
- FY2024: Continue to focus on apartment buildings; recovery expected in total

		FY22	FY23	FY24
Detached Houses	Rebuilding	89%	89%	99%
	New construction*2	93%	91%	105%
	Subdivision housing	87%	84%	97%
	Of which, Ready-built houses	92%	92%	97%
	Apartment buildings	110%	100%	106%
Total		91%	89%	102%

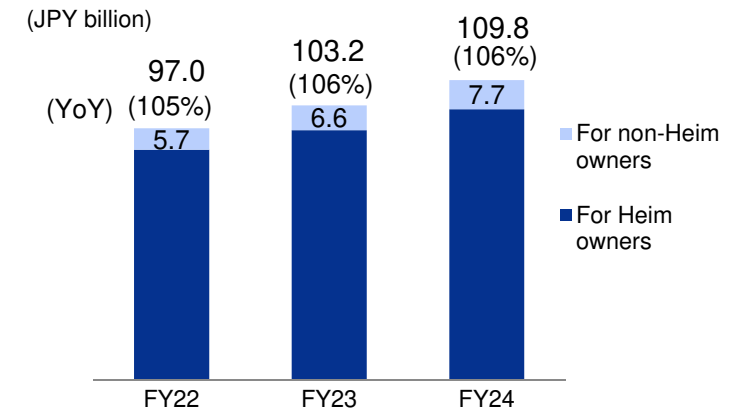
*1: Expectations (Jan.)

*2: Land: Client arrangement

Renovation Business

Orders by Renovation Product

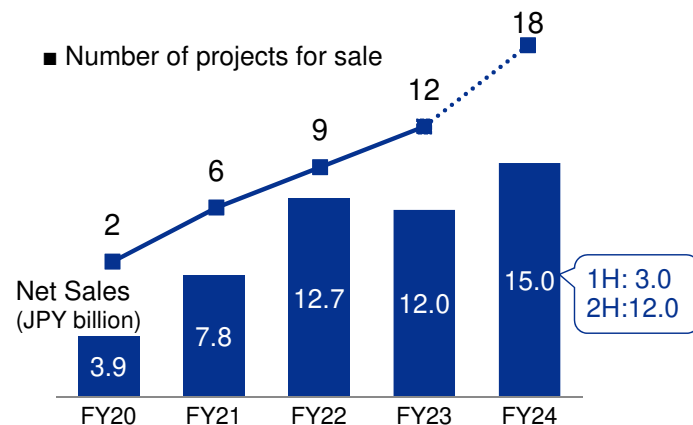
- Steady increase in orders by strengthening sales system
- Focus on large-scale orders centered on thermal insulation renovation proposals and capturing external demand targeting non Heim owners



Town and Community Development Businesses

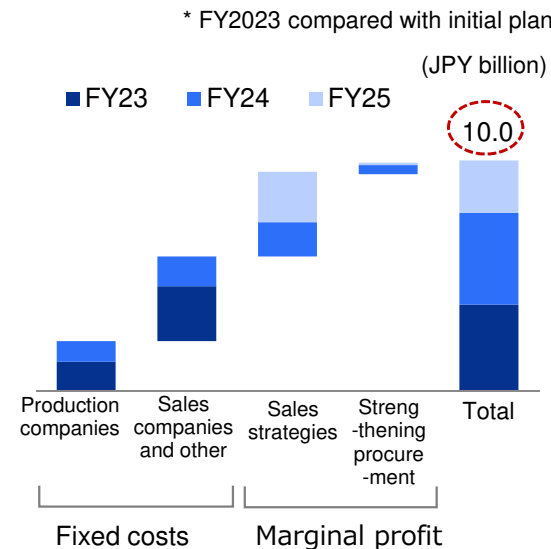
Town and Community Development Business Sales

- Firm trends in new project preparations



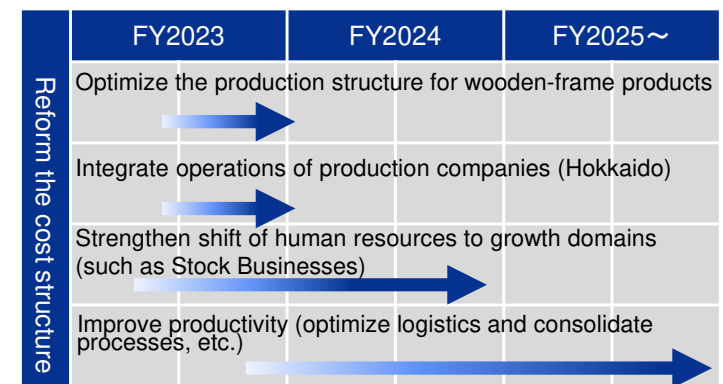
Measures Aimed at Strengthening Profitability to Ensure Sustainable Growth and Progress

Effects of Measure Aimed at Strengthening Profitability Targets (Housing business)



* FY2023 compared with initial plan

1. Road map to reform the cost structure



2. Roll out product strategy by areas

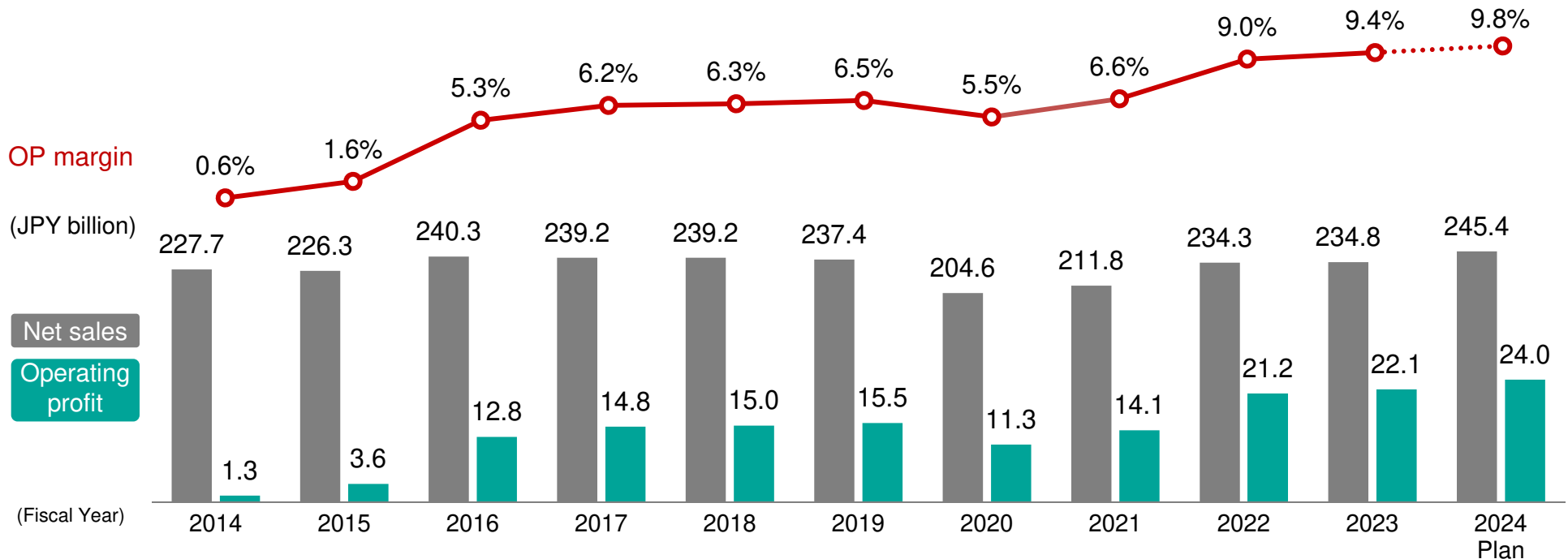
- Strengthen 3-story homes for urban areas (New products launched in Jan. 2024)
- Strengthen sales expansion of single-story homes and apartment buildings in suburban areas

Urban Infrastructure & Environmental Products Company

Yoshiyuki Hirai
Company President

- **FY2023:** Despite a decrease in housing demand and stagnant construction market conditions, increase in net sales and operating profit owing to thoroughgoing efforts to secure margins and expand sales of prioritized products; second consecutive FY of record-high operating profit
- **FY2024:** While market conditions are expected to remain stagnant during the 1H, projecting a gradual recovery from the 2H; plans for an increase in net sales and operating profit by focusing on efforts to expand sales of prioritized products, increase overseas sales, and improve selling prices; target record-high operating profit for a third FY

*Prioritized products: High-value-added products with the potential for market growth and substitutability



* Data from FY2022 after portfolio reorganization

External Environment

04/2014
Consumption tax raised from 5% to 8%

10/2019
Consumption tax raised from 8% to 10%

02/2020~
Spread of COVID-19

07-08/2021
Tokyo Olympic Games

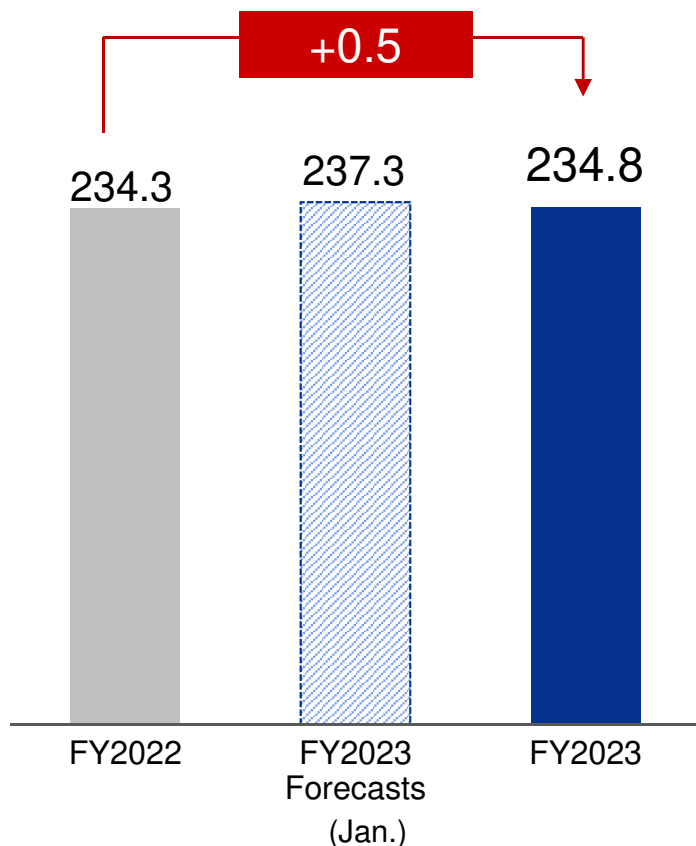
2H FY2023
Started operations at an FFU synthetic wood plant in Europe

Despite a decline in housing demand in Japan and stagnant non-residential market conditions, took thoroughgoing steps to secure margins; also controlled fixed costs and secured an increase in net sales and operating profit; results fell below forecasts (January 2024) owing to the greater-than-expected slowdown in 4Q market conditions

- Japan: Despite sluggish market conditions, expanded sales of prioritized products, centered on such products as polyethylene pipes for water supply, construction, and plant applications as well as fire-resistant materials
- Overseas: Sluggish demand for chlorinated polyvinyl chloride (CPVC), especially in India; pipeline renewal growth on the back of efforts to cultivate new projects

Net Sales

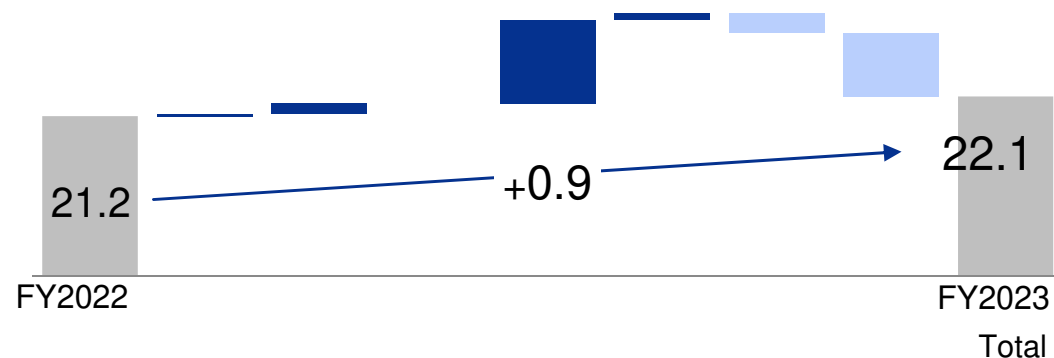
(JPY billion)



Analysis of Operating Profit

(JPY billion)

	Consolidated-basis Change	Foreign Exchange	Sales Volumes & Product Mix	Selling Price	Raw Materials	Cost Reduction, etc.	Fixed Costs	Total
Forecasts (Jan.)	+0.1	+0.4	+1.0	+4.1	+0.2	-0.7	-3.2	+2.0
YoY Full FY	+0.1	+0.5	0	+3.8	+0.3	-0.9	-2.9	+0.9

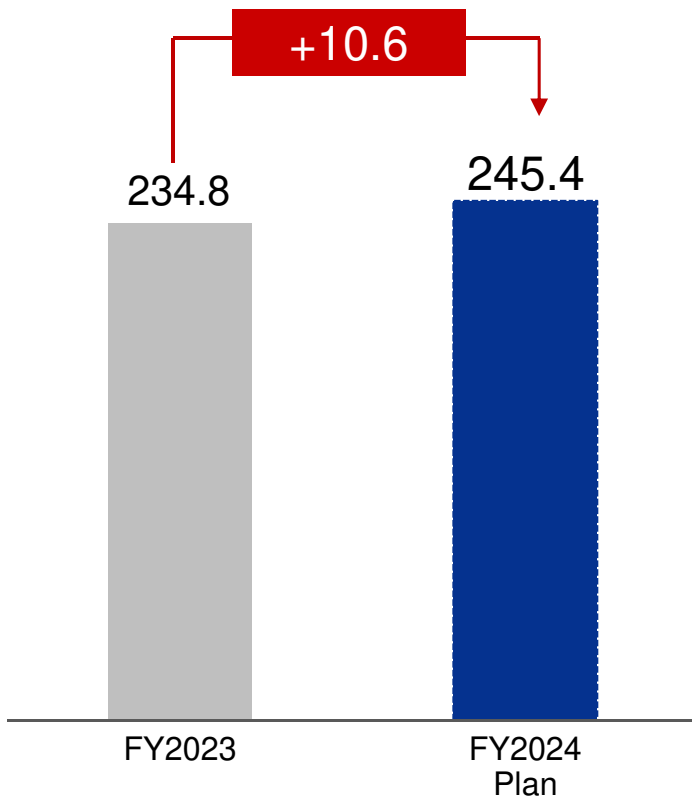


	Consolidated-basis Change	Foreign Exchange	Sales Volumes & Product Mix	Selling Price	Raw Materials	Cost Reduction, etc.	Fixed Costs	Total
1H YoY	+0.1	+0.1	-0.9	+2.8	+0.6	-0.9	-1.2	+0.6
2H YoY	0	+0.4	+0.9	+1.0	-0.3	0	-1.7	+0.3

- While housing and non-residential market conditions in Japan are expected to remain stagnant in the 1H, projecting a gradual recovery from the 2H
- Plans for an increase in net sales and operating profit by improving selling prices in response to the upswing in costs, expanding sales of prioritized products, and increasing overseas sales
 - Japan: Work to improve selling prices in response to the upswing in total costs, including raw materials and distribution costs; focus on expanding sales of prioritized products centered on polyethylene pipes and fire-resistant materials
 - Overseas: Focus on expanding CPVC sales areas; continue to expand pipeline renewal sales mainly in Asia and North America; promote stable operations at the FFU factory in Europe

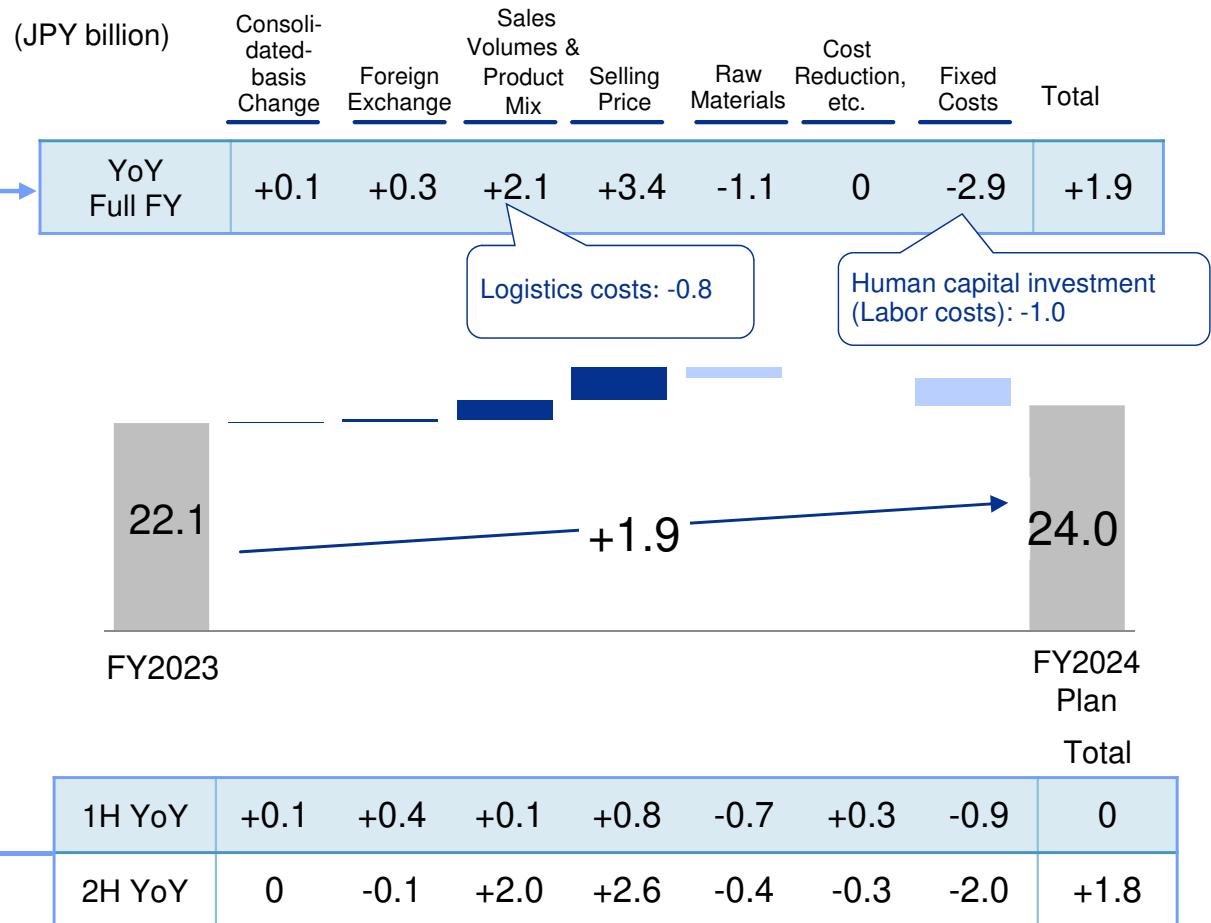
Net Sales

(JPY billion)



Analysis of Operating Profit

(JPY billion)



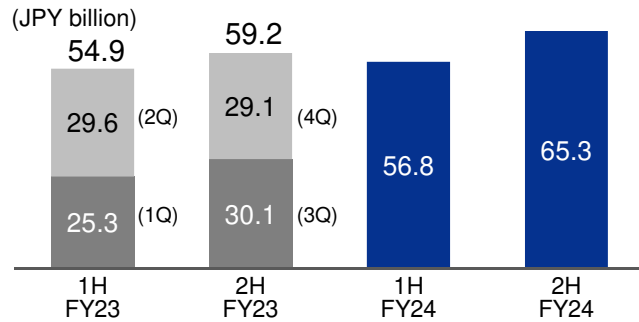
Net sales in the Three Strategic Fields and KPI's

Pipe Systems

Construction and industrial piping

Pipe and joint materials for buildings, factories, and social infrastructure, and products related to disaster prevention

- Housing and non-residential markets in Japan: Despite sluggish market conditions in the 1H, expecting a gradual recovery from the 2H; focus on expanding sales of prioritized products and improving selling prices
- Plant market: Expecting a recovery in market conditions, especially for semiconductor-related applications, from the 2H

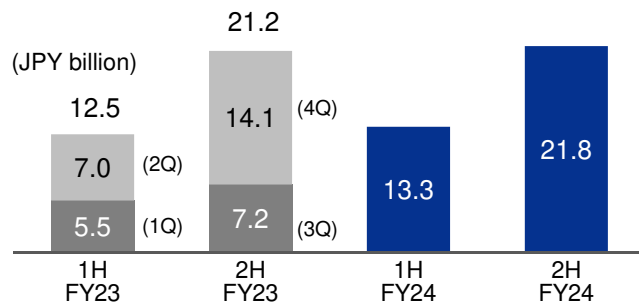


Infrastructure Renovation

Pipeline renewal

Products and technologies for infrastructure aging prevention

- Pipeline renewal
Japan: Stable trends in demand
Overseas: Continue to focus on efforts to cultivate new customers
- Aqua System: Focus on expanding sales of prioritized products (highly functional panel tanks)



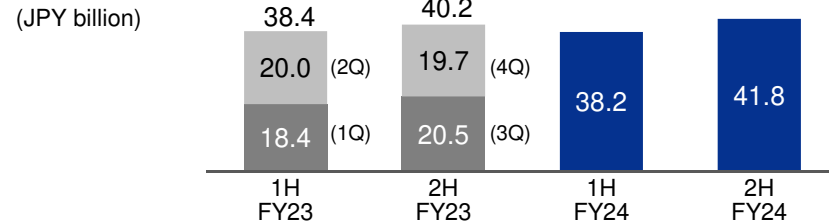
Building and Infrastructures Composite Materials

Fire resistant and non-flammable materials

Performance materials (railroad sleepers, etc.)

Building materials for bathrooms and exterior finish, fire-resistant materials, and materials for railway infrastructure

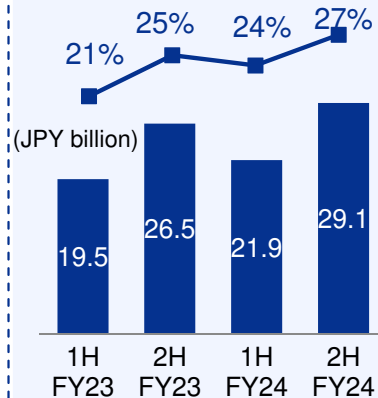
- Fire-resistant and non-flammable materials: Target growth by cultivating new customers
- FFU (railway sleeper application): Promote stable operations at the FFU factory in Europe; aim to expand adoption overseas
- Building materials / Sekisui Hometechno Co., Ltd.: Continued slump in the housing market; Focus on expanding sales of prioritized products, including high flowrate drainage systems and personal care products



Prioritized Products Sales (Japan)

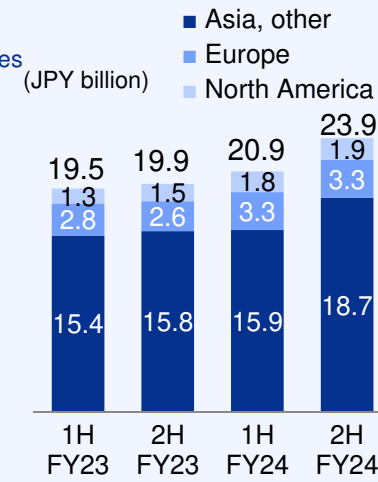
- Expecting growth mainly in polyethylene pipes and fire-resistant materials

Prioritized product sales/domestic sales



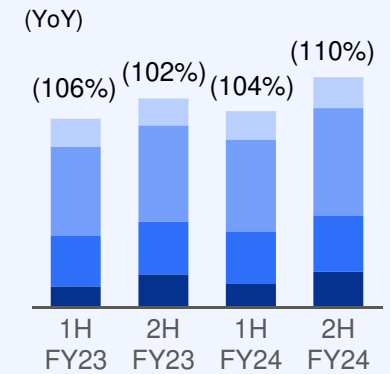
Overseas Sales* by Region

- Expecting growth mainly in Asia (CPVC) and Europe (FFU)



Growth Driving Business Sales

- Pipeline renewal
- Fire-resistant and non-flammable materials
- Construction and industrial piping
- Performance materials (railroad sleepers, etc.)

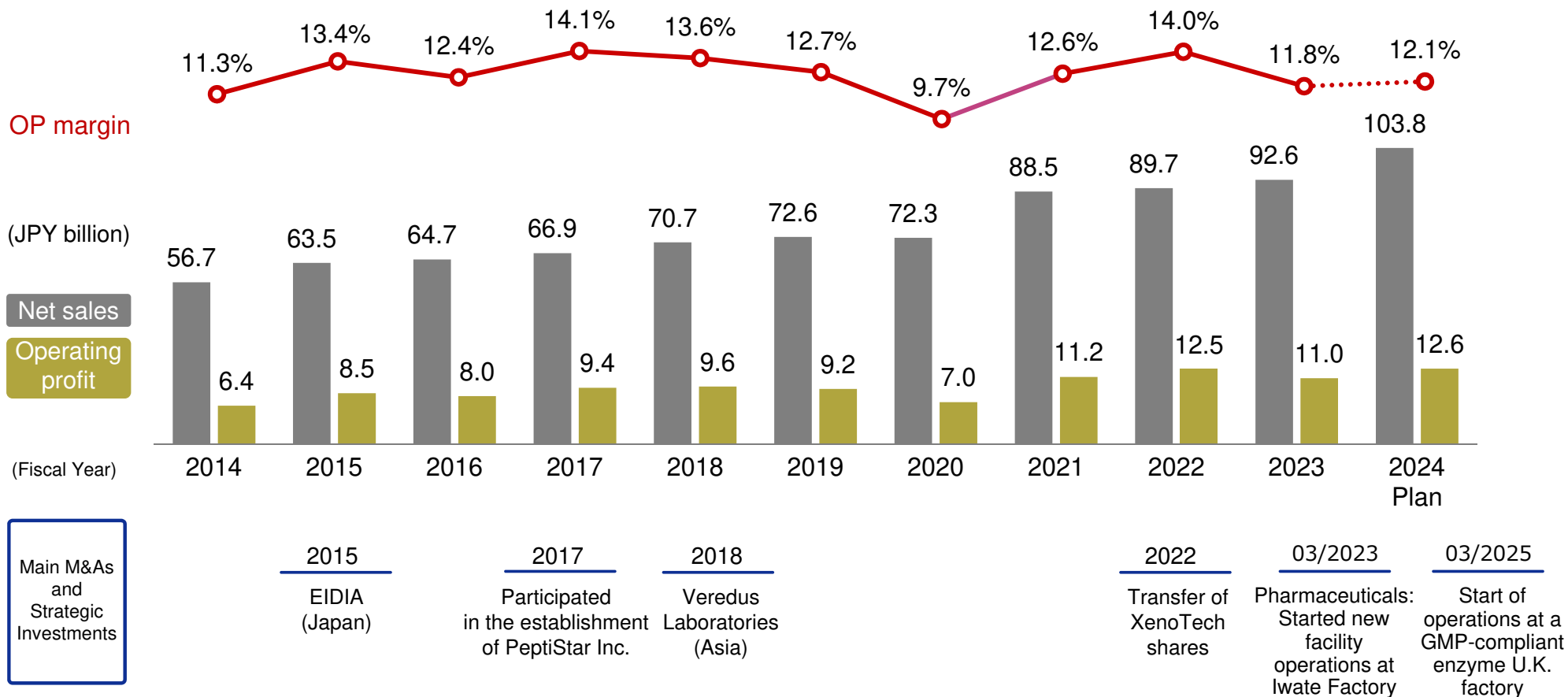


Medical Business

Eiichi Takahashi

President of SEKISUI MEDICAL CO., LTD

- **FY2023:** Despite an increase in net sales owing to higher diagnostics demand in Japan, firm trends in new pharmaceutical ingredients, and the impact of foreign exchange, decrease in operating profit due to such factors as the substantial impact of the decline in COVID-19 diagnostics kit sales in the U.S.
- **FY2024:** Work to definitively capture diagnostics demand in Japan and overseas; target record-high profit on the back of efforts to expand sales of blood coagulation devices and reagents in Japan and China and new products in the U.S.

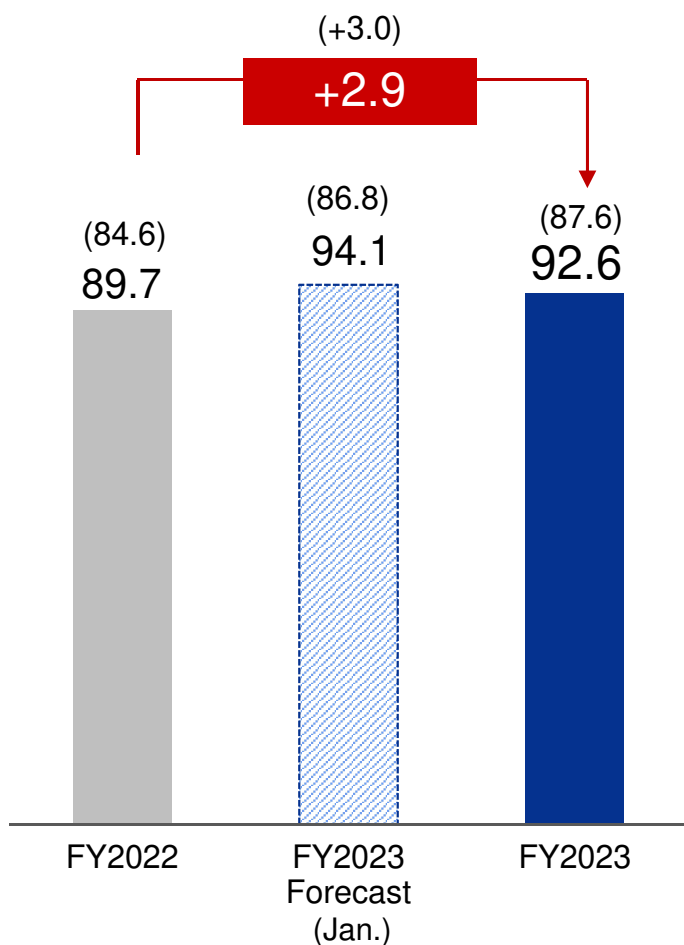


■ Increase in demand for infectious disease testing in Japan and firm trends in new pharmaceutical ingredients; despite an upswing in overseas sales on the back of an increase in sales of blood coagulation reagents in China, decrease in operating profit owing to the inability to offset the impact of such factors as the sales decline of COVID-19 diagnostics kits in the U.S.; results fell below forecasts (January 2024)

Net Sales

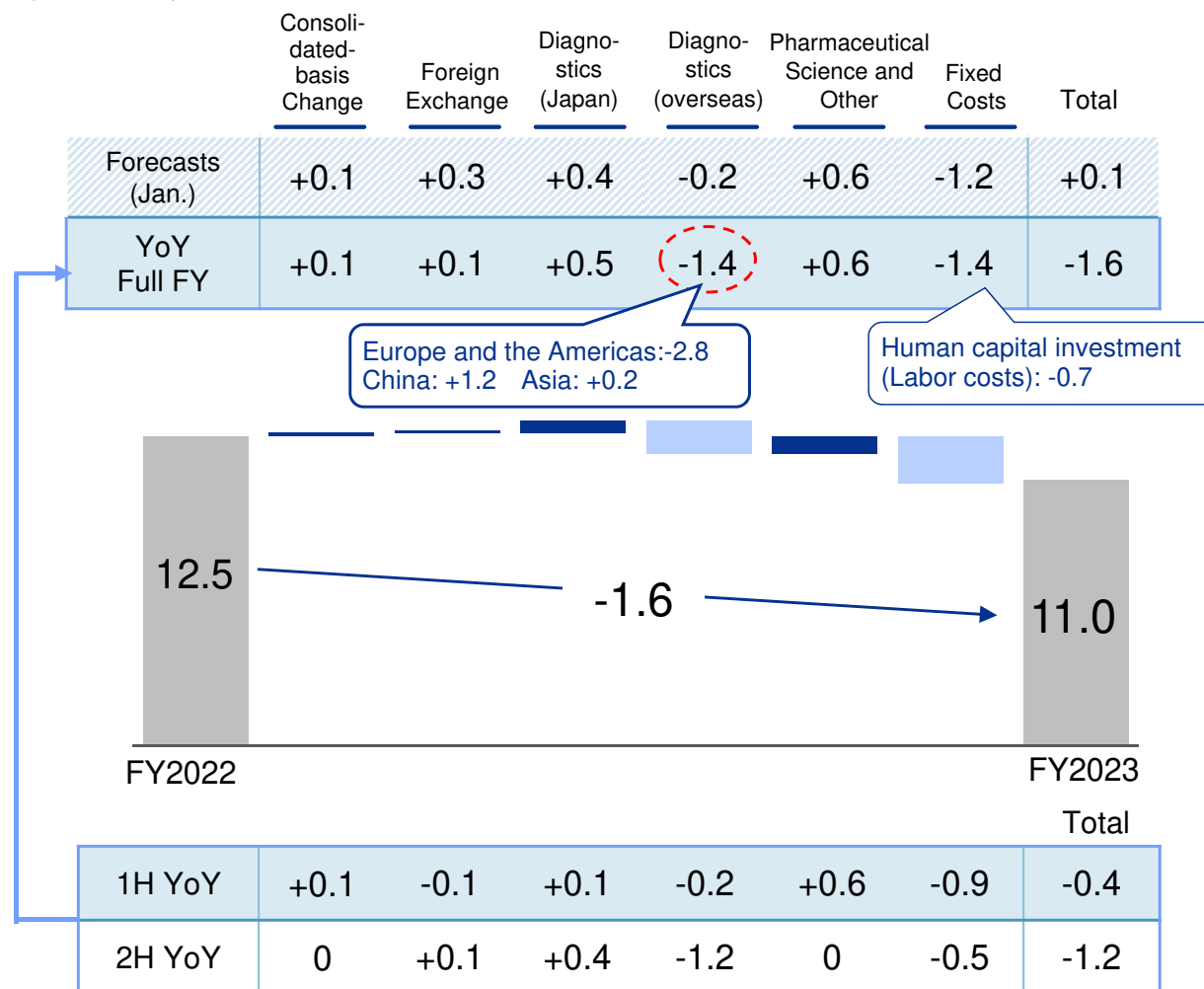
(JPY billion)

* (): Excluding flu and COVID-19 diagnostics kits



Analysis of Operating Profit

(JPY billion)

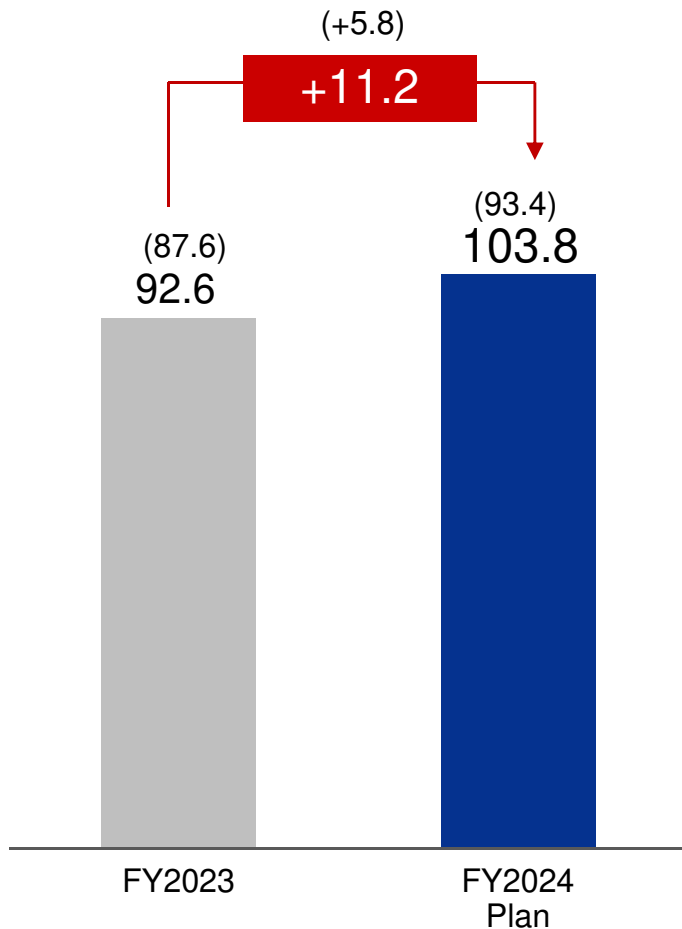


- Target a substantial increase in net sales and record-high operating profit by capturing continued strong demand for diagnostics reagents and increasing sales of new pharmaceutical ingredients in Japan, while focusing on expanding sales of blood coagulation devices and reagents in China as well as new products in the U.S.

Net Sales

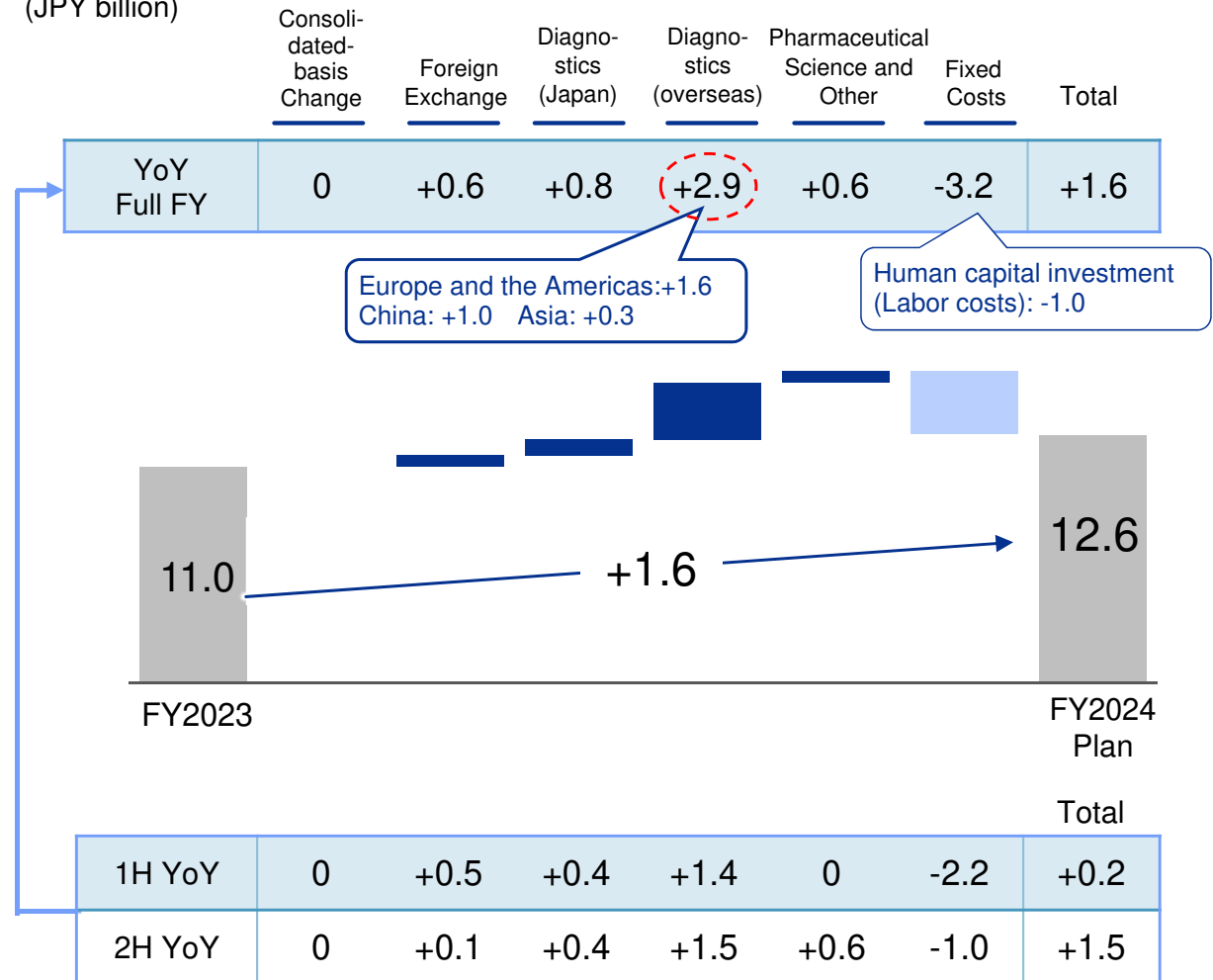
(JPY billion)

* (): Excluding flu and COVID-19 diagnostics kits



Analysis of Operating Profit

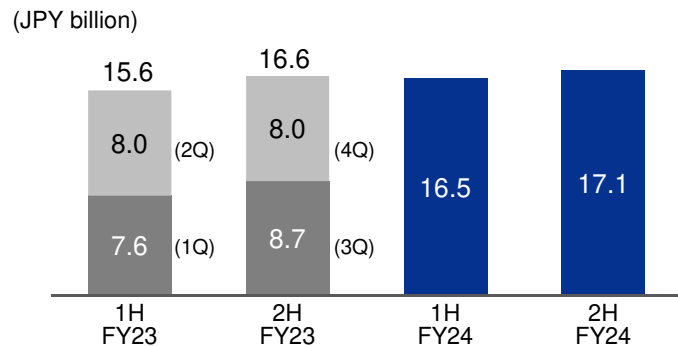
(JPY billion)



Net sales by Business and Overview of Progress

Diagnostics (Japan)

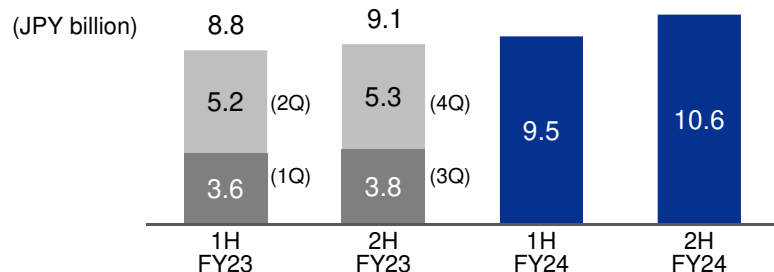
- FY2023: Increase in demand for infectious disease testing
- FY2024: Focus on expanding sales in the immunology and blood coagulation areas



Pharmaceutical Sciences (Pharmaceutical and Fine Chemicals, Drug Development Solutions, Enzymes)

Pharmaceutical science (CDMO)

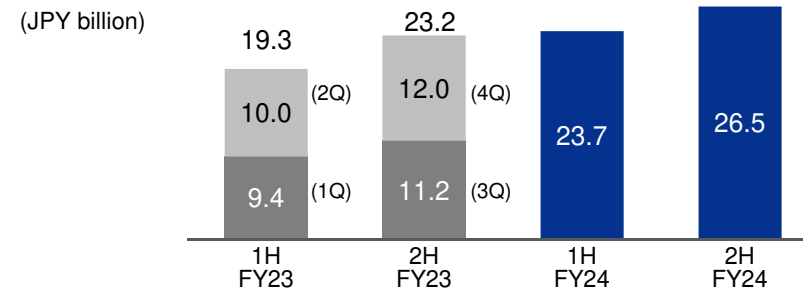
- FY2023: Firm trends in new pharmaceutical ingredients; in addition, progress capturing new orders in line with plans
- FY2024: Continue to focus on capturing new orders (pharmaceutical and fine chemicals, drug development solutions, enzymes)



Diagnostics (overseas)

Overseas testing system

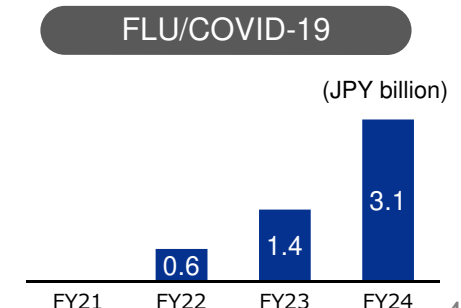
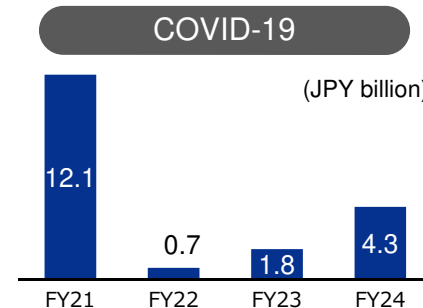
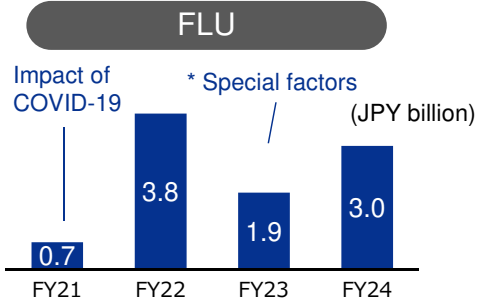
- FY2023: Despite a drop in sale for such products as COVID-19 diagnostics kits in the U.S., increase in net sales on the back of blood coagulation devices and reagents growth in China as well as the impact of foreign exchange
- FY2024: Continue to focus on expanding sales of blood coagulation testing devices and reagents in China, diagnostics reagents in Asia, and new products in the U.S.



Trends in Net Sales of Infectious Disease Testing Kits

- FY2024 FLU/COVID-19 demand is expected to remain normal
- FLU/COVID-19 diagnostics kit first product to be certified in the U.S. (certified in March 2024)

* Special factors: Shipments stalled due to cyber-attacks



This slide presentation contains forward-looking statements. These statements are based on current expectations and beliefs. However, actual results may differ from those expressed or implied due to a number of factors and uncertainties such as changes in the global economy and our business, competition in the market, and regulatory issues.

Note: Figures denominated in units of 100 million JPY are rounded off to the nearest hundred million.

Housing Company Results and Plan

1. Main data in Housing business

		FY2023			FY2022		
		1H	2H	Full Year	1H	2H	Full Year
CONSOLIDATED	Net sales (JPY billion)	264.8	264.9	529.7	260.2	277.2	537.4
	Housing	175.3	172.7	348.0	177.2	186.4	363.6
	Renovation	50.9	52.4	103.3	47.0	50.3	97.3
	Other	38.6	39.9	78.4	36.0	40.5	76.4
	Real estate	27.3	29.2	56.5	25.8	26.7	52.5
	Residential Services	3.6	3.7	7.3	3.7	3.9	7.6
	Town and Community Development	6.1	5.9	12.0	4.8	7.9	12.7
	Overseas	0.6	0.8	1.4	0.8	0.9	1.6
OTHERS	1. Number of houses sold (Housing units)	4,675	4,485	9,160	5,190	5,160	10,350
	Detached houses	4,400	4,070	8,470	4,925	4,775	9,700
	Housing/Rebuilding	3,745	3,480	7,225	4,185	4,115	8,300
	Ready-built houses	655	590	1,245	740	660	1,400
	Apartment buildings, other	275	415	690	265	385	650
	2. Main data						
	Prices per unit (JPY million) in the detached houses	34.8	35.7	35.2	32.9	33.6	33.2
	Prices per tsubo** (JPY thousand) in the detached houses **Tsubo=3.3 Square meter	1,010	1,039	1,023	932	965	948
	Floor space (Square meter) in the detached houses	113.7	113.3	113.5	116.4	114.9	115.7
	Exhibition places (Units)	430	-	404	431	-	430
Sales staff (Number of person)	2,451	-	2,241	2,439	-	2,275	

Housing Company Results and Plan

2. Housing orders		FY2024 Plan			FY2023			FY2022		
		1H	2H	Full Year	1H	2H	Full Year	1H	2H	Full Year
(Millions of yen)										
New construction - Renovation	Year-start Backlog	139,200	137,000	-	164,300	147,200	-	185,000	186,900	-
	Growth Rate	-15%	-7%	-	-11%	-21%	-	±0%	-3%	-
	New Orders	205,960	220,036	425,996	191,755	201,270	393,025	203,360	194,835	398,196
	Growth Rate	+7%	+9%	+8%	-6%	+3%	-1%	+1%	-2%	±0%
	Sales of Housing/Renovation	208,160	214,036	422,196	208,855	209,270	418,125	201,460	217,435	418,896
	Growth Rate	±0%	+2%	+1%	+4%	-4%	±0%	+4%	+5%	+5%
	End-balance	137,000	143,000	-	147,200	139,200	-	186,900	164,300	-
	Growth Rate	-7%	+3%	-	-21%	-15%	-	-3%	-11%	-

3. Housing starts		FY2023			FY2022			FY2021
		1H	2H	Full Year	1H	2H	Full Year	Full Year
(Units)								
Housing starts		415,307	391,693	807,000	442,894	417,934	860,828	865,909
Privately-owned houses + Houses for sale starts (included in above) =A		188,227	169,060	357,000	206,691	185,762	392,453	425,403
Detached house sales by our company=B (Unit base)		4,400	4,070	8,470	4,925	4,775	9,700	9,890
Our share in Detached houses=B/A		2.3%	2.4%	2.4%	2.4%	2.6%	2.5%	2.3%

* Of which “Housing starts”, “Privately-owned houses” and “Houses for sale starts” after 2H of FY2023 are based on forecasts

4. The ratio of houses equipped with smart specifications		FY2023			FY2022			FY2021
		1H	2H	Full Year	1H	2H	Full Year	Full Year
Solar power generation systems installed		91%	90%	91%	88%	90%	89%	84%
Storage battery installed		87%	87%	87%	81%	85%	83%	72%
ZEH Ratio		-	-	96%	-	-	94%	89%

Group-wide	FY2023				FY2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
■Net Sales (JPY billion)								
HPP	96.1	104.2	106.0	106.6	99.1	102.4	97.9	97.0
Housing	121.0	143.8	126.7	138.1	115.7	144.5	129.0	148.2
UIEP	51.3	58.4	59.8	65.3	50.1	60.3	59.2	64.7
Medical	20.5	23.2	23.7	25.3	20.6	22.3	22.4	24.4

HPP	FY2023				FY2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
■Net Sales by field (JPY billion)								
Electronics	12.6	14.8	14.2	13.7	15.7	12.9	13.1	11.6
Mobility	48.9	55.0	57.4	57.8	43.2	49.3	48.6	50.2
Industrial	24.3	24.9	24.1	25.4	26.7	27.1	25.2	25.4

Electronics field	FY2023				FY2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
■Net Sales (JPY billion)								
Liquid Crystal	4.7	4.9	4.8	4.5	5.8	3.7	4.1	4.2
Non-LCD	7.9	9.8	9.5	9.3	9.9	9.2	9.0	7.3
Non-LCD field sales ratio	62%	68%	66%	67%	63%	71%	69%	63%

Mobility field	FY2023				FY2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
■Net Sales (JPY billion)								
YoY high-performance interlayer film sales volume	98%	102%	107%	103%	98%	119%	102%	98%

Various Performance Data

Industrial field		2023年度				2022年度			
■Net Sales (JPY billion)		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Labor-saving product		4.9	5.2	4.8	5.6	6.0	5.6	4.8	5.3
Environmentally friendly product		1.7	2.1	2.0	2.2	1.9	1.9	2.1	2.1

Housing		2023年度		2022年度	
■Net Sales (JPY billion)		上期	下期	上期	下期
Housing		6.7	7.9	9.5	11.2
Renovation		4.0	4.2	3.6	4.3
Other		2.2	2.6	1.7	2.7

UIEP		2023年度				2022年度			
■Net Sales by field (JPY billion)		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Pipe Systems		25.3	29.6	30.1	29.1	25.7	29.8	29.5	28.6
Building and Infrastructures Composite Materials		18.4	20.0	20.5	19.7	17.3	20.8	20.9	20.4
Infrastructure Renovation		5.5	7.0	7.2	14.1	5.0	6.9	5.9	12.7

UIEP		2023年度		2022年度	
■Net Sales (JPY billion)		上期	下期	上期	下期
Prioritized Products (Japan)		19.5	26.5	19.0	24.3
Overseas		19.5	19.9	22.2	19.5

Medical		2023年度				2022年度			
■Net Sales by business (JPY billion)		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Diagnostics (Japan)		7.6	8.0	8.7	8.0	7.8	7.3	8.1	7.7
Diagnostics (overseas)		9.4	10.0	11.2	12.0	8.9	10.4	10.6	11.2
Pharmaceutical Sciences		3.6	5.2	3.8	5.3	3.9	4.5	3.7	5.5

SEKISUI