

**SEKISUI CHEMICAL CO., LTD.**



**For FY2024, ended March 31, 2025**

# **Presentation of Financial Results and the FY2025 Management Plan**

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**Keita Kato**

President and CEO

April 28, 2025

# Main Points of Today's Presentation

★ : Record high

(JPY billion)	FY2024 Results	Compared with FY2023	Difference from Forecasts (January 2025)	FY2025 Plan	Compared with FY2024
Net sales	★ 1,297.8	+41.2	-9.9	★ 1,364.5	+66.7
Operating profit	★ 108.0	+13.6	+1.0	★ 115.0	+7.0
Ordinary profit	★ 111.0	+5.0	+5.0	★ 116.6	+5.6
Profit attributable to owners of parent	★ 81.9	+4.0	+1.9	★ 82.0	+0.1
Dividend per share (JPY)	★ 79	+5	+2	★ 80	+1
ROE (%)	10.2	-0.2	+0.2	10.0	-0.2

## FY2024 Results

Despite continued weak global market conditions, secured increases in net sales and operating profit on the back of high-performance product sales growth and thoroughgoing efforts to secure margins; operating profit exceeded forecasts (January 2025), surpassing ¥100 billion; record highs at each level of profit ROE of 10.2%.

## FY2025 Plan

Plan to increase net sales and operating profit; operating profit projected to total ¥115 billion in line with the Medium-term Plan by continuing to expand sales of high-performance products and maintaining margins; target record highs at each level of profit; Despite an uncertain outlook surrounding tariffs and foreign currency exchange rates, minimize the effects through various means, including passing on to selling prices and optimizing manufacturing and sales allocation; Plan for ROE of 10.0%

## Returns to Shareholders

FY2024: Increase in dividends of ¥2 per share compared with forecasts (January 2025); period-end dividend of ¥42 per share for an annual dividend of ¥79 per share (up ¥5 per share YoY) and a fifteenth consecutive FY of dividend growth; undertook the repurchase and cancellation of 4 million treasury shares (repurchase amount of ¥8.9 billion)  
FY 2025: Plan to pay an annual dividend of ¥80 per share, up ¥1 per share for a sixteenth consecutive FY of dividend growth; establish a limit for the acquisition of treasury shares (maximum: 4 million shares / ¥10.8 billion); plan to cancel treasury shares (4 million shares)

## 1. Investment Plan and Progress

- Increase in growth investment projects; strategic capital investments projected to exceed budgeted limits set under the Medium-term Plan

(JPY billion)

- Ongoing efforts to search for M&A and other projects focusing on growth areas

(JPY billion)	FY23-25 Plan	FY23-24 Results
<b>Strategic investments</b>	Limit 450.0	100.4
M&A, etc.	Limit 300.0	1.2
Capital expenditures	150.0	99.2
ESG investment (included within strategic and normal investments)	30.0	29.0
<b>Normal investments</b>	150.0	95.4
<b>Total</b>	600.0	195.8
<b>R&amp;D expenditure</b>	140.0	85.9

	FY23-25 Plan	500.0			Maximum 400.0+α	
Cash IN	FY23-24 Results	311.8			55.3	
		Strategic capital investments	Normal capital investments	R&D expenditure	M&A	Returns to shareholders
Cash OUT	FY23-25 Plan	150.0	150.0	140.0	300.0	110.0~
	FY23-24 Results	99.2	95.4	86.0		89.6
				1.2		

## 2. Strategic Innovation – Accelerated Growth -

- Strengthening efforts to launch new businesses
- Steady progress in the perovskite solar cell business

Growth potential businesses	Key themes and progress
Perovskite solar cells	<ul style="list-style-type: none"> <li>• Decision made to engage in mass production to a scale of 100MW</li> <li>• Ongoing efforts to engage in demonstration activities through external collaboration</li> </ul>
Biorefinery	<ul style="list-style-type: none"> <li>• Demonstration phase posing challenges for stable production</li> </ul>
Overseas development of infrastructure materials	<ul style="list-style-type: none"> <li>• Strengthening overseas marketing</li> <li>• Steady FFU growth in Europe; pipeline renewal growth</li> </ul>

## 3. Strengthen the ESG Management Platform

- Steady progress in key KPIs for sustainable growth

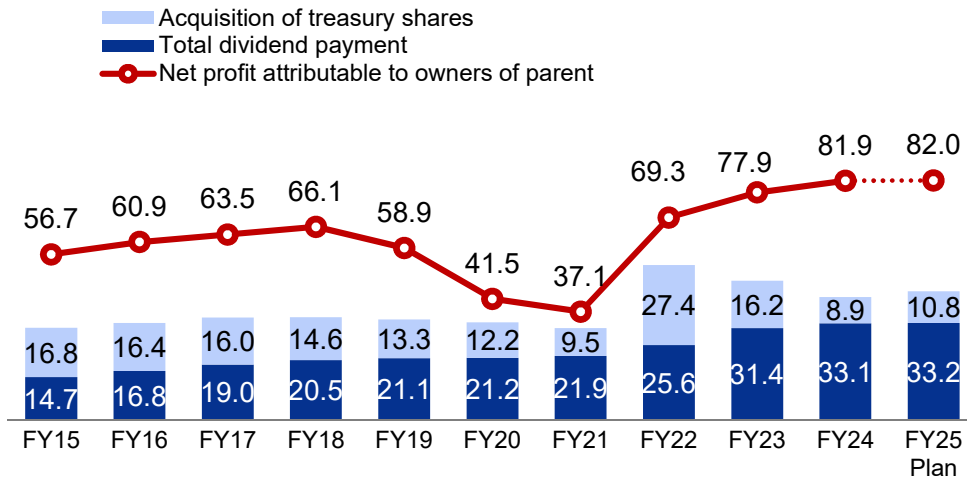
Key issues	Review of FY2023
Products to enhance sustainability	FY24 sales (preliminary data): ¥996.6 yen (+¥46.4 billion YoY) Group-wide sales ratio growth: FY23: 76% → FY24: 77%
GHG emission reduction rate	FY24 forecasts -41%(BM: FY19) Medium-term Plan: -33% Reduction rate maintained at the level reached under the Medium-term Plan through growth in the switch to renewable energy overseas
Human capital	FY24 wage increase rate: More than 5% Employee challenge action rate: FY23: 48% → FY24: 56%

# Returns to Shareholders

- Continue to actively provide returns to shareholders in FY2025 in line with the medium-term policy; work toward a sixteenth 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	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025 Plan
Net profit attributable to owners of parent per share (JPY)	115.1	126.1	133.8	141.7	128.8	91.9	83.2	159.2	183.5	196.0	197.0
Cash dividend per share (JPY)	30	35	40	44	46	47	49	59	74	79	80
Payout ratio	26.1%	27.7%	29.9%	31.0%	35.7%	51.1%	58.9%	37.0	40.3	40.4	40.4
Acquisition of treasury shares (JPY billion)	16.8	16.4	16.0	14.6	13.3	12.2	9.5	27.4	16.2	8.9	10.8
Total return ratio*1	55.5%	54.5%	55.1%	53.0%	58.3%	80.4%	84.6%	76.5%	61.0%	51.2%	52.6%
DOE*2	2.8%	3.1%	3.3%	3.4%	3.5%	3.3%	3.3%	3.7%	4.2%	4.1%	4.0%
Cancellation of treasury shares (thousands of shares)	10,000	-	10,000	8,000	8,000	8,000	5,000	15,000	8,000	4,000	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

# FY2024 Results

	FY2023		FY2024	
	1H	2H	1H	2H
Forex rate				
In-house assumptions	-	-	-	¥153/US\$ ¥162/€
Results (Avg. rate for each term)	¥141/US\$ ¥153/€	¥148/US\$ ¥160/€	¥153/US\$ ¥166/€	¥153/US\$ ¥162/€

\* 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.

Ikusuke Shimizu

Representative Director  
Senior Managing Executive Officer  
Head of Business Strategy Department

# Overview of FY2024 Results

- Increase in net sales; third consecutive FY of record-high sales
- Increase and record high at each level of profit (operating profit, ordinary profit, and profit attributable to owners of parent); achieved operating profit in excess of ¥100 billion
- Each level of profit (operating profit, ordinary profit, and profit attributable to owners of parent) exceeded forecasts (January 2025)
- Dividend up ¥2 per share compared with forecasts (January 2025); annual dividend per share of ¥79, up ¥5 (period-end dividend of ¥42 per share)

★ : Record high

(JPY billion)	FY2023	FY2024	Difference	FY2024 Forecasts (Jan.)	Difference
Net sales	1,256.5	★ 1,297.8	+41.2	1,307.7	-9.9
Operating profit	94.4	★ 108.0	+13.6	107.0	+1.0
Ordinary profit	105.9	★ 110.0	+5.0	106.0	+5.0
Profit attributable to owners of parent	77.9	★ 81.9	+4.0	80.0	+1.9
Dividend per share (JPY)	74	★ 79	+5	77	+2

# FY2024 Results by Segment

## ■ Increase in net sales across three segments, excluding the Housing Company; increase in operating profit across all segments; operating profit in excess of forecasts (January 2025) on a Group-wide basis

- HPP\*: Growth driven by high-performance products in the Electronics field; increase in net sales and substantial increase in operating profit
- Housing\*: Despite a downturn in the number of houses sold owing to the delayed recovery in new housing market conditions (in regional areas), substantial increase in operating profit due to the effects of measures aimed at strengthening profitability and an increase in orders in the Renovation Business
- UIEP\*: Despite weak conditions in the housing market in Japan and slump in non-residential market conditions, increase in net sales and operating profit owing to improvement in selling prices and growth in prioritized product sale
- Medical: Record high net sales and operating profit owing to the growth in sales of infectious disease testing kits in the U.S. as well as mainstay pharmaceutical ingredients and the impact of foreign currency exchange rates
- Other: PV\* down ¥1.8 billion, LB\* down ¥1.3 billion, BR\* down ¥2.2 billion, R&D and other down ¥6.3 billion

(JPY billion)	FY2023		FY2024		Difference		FY2024 Forecasts (Jan.)		Difference	
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit
HPP	412.9	50.9	★ 447.4	★ 61.2	+34.5	+10.3	451.1	61.0	-3.7	+0.2
Housing	529.7	27.7	524.0	31.5	-5.7	+3.8	523.7	31.1	+0.3	+0.4
UIEP	234.8	22.1	★ 240.5	★ 23.0	+5.7	+0.8	244.0	24.4	-3.5	-1.4
Medical	92.6	11.0	★ 99.2	★ 12.8	+6.6	+1.8	101.5	12.6	-2.3	+0.2
Other	7.3	-10.8	7.6	-11.6	+0.3	-0.8	8.5	-12.1	-0.9	+0.5
Eliminations or corporate expenses	-20.7	-6.5	-20.8	-8.9	-0.1	-2.4	-21.1	-10.0	+0.3	+1.1
Total	1,256.5	94.4	★ 1,297.8	★ 108.0	+41.2	+13.6	1,307.7	107.0	-9.9	+1.0

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

\* PV: Perovskite Solar Cell Business, LB: Stationary Lithium-Ion Batteries Business, BR: Biorefinery Business

# 1H & 2H FY2024 Results by Segment

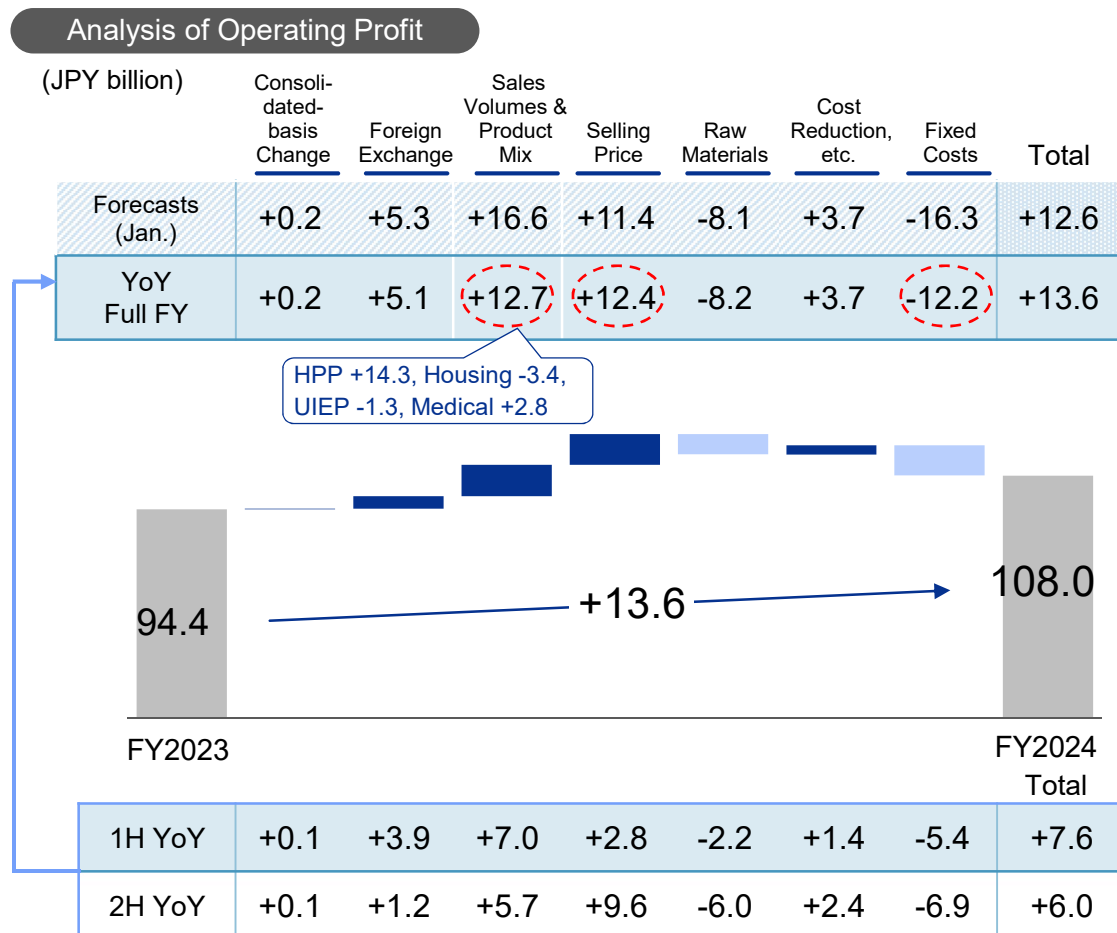
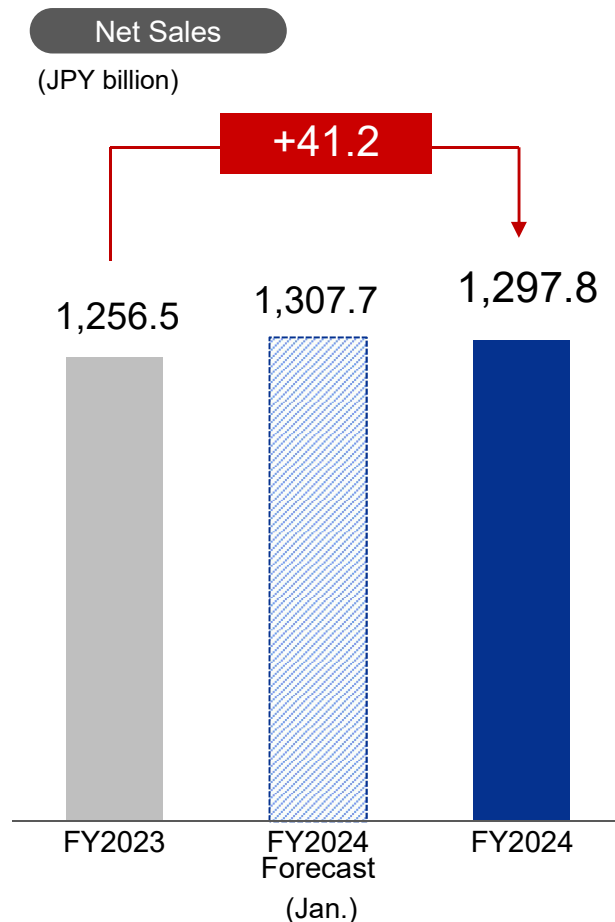
- Achieved an increase in operating profit across all segments in both the 1H and 2H
- Substantial increase in operating profit in the HPP and Housing companies as well as the Medical Business in the 2H; continued steady increase in operating profit in the UIEP Company

(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	★ 221.1	★ 29.9	20.8	+6.9	212.6	28.0	★ 226.2	★ 31.4	+13.6	+3.4
Housing	264.8	13.0	253.7	14.6	-11.2	+1.6	264.9	14.8	270.4	16.9	+5.5	+2.2
UIEP	109.7	8.1	★ 113.4	★ 8.5	3.8	+0.4	125.1	14.1	127.1	★ 14.5	+1.9	+0.4
Medical	43.7	5.1	★ 47.9	★ 6.0	4.2	+0.8	48.9	5.8	★ 51.3	6.8	+2.4	+1.0
Other	3.2	-5.1	3.5	-5.9	0.3	-0.8	4.1	-5.7	4.1	-5.7	0	0
Eliminations or corporate expenses	-10.3	-2.9	-10.5	-4.2	-0.2	-1.4	-10.4	-3.7	-10.3	-4.7	+0.1	-1.1
Total	611.3	41.2	★ 629.1	★ 48.7	17.8	+7.6	645.2	53.2	★ 668.7	★ 59.2	+23.5	+6.0



# FY2024 Results Analysis

- Despite weak market conditions both in Japan and overseas, substantial increase in sales volumes and product mix owing to high-performance product sales growth; high raw material prices and increase in fixed costs, including investments in human capital offset by improvements in selling prices; buoyed also by the impact of foreign exchange gains, increase in net sales and operating profit; operating profit in excess of forecasts (January 2025)



# FY2025 Plan

Forex rate	FY2024		FY2025	
	1H	2H	1H	2H
In-house assumptions	-	-	¥152/US\$ ¥159/€	¥152/US\$ ¥159/€
Results (Avg. rate for each term)	¥153/US\$ ¥166/€	¥153/US\$ ¥162/€	-	-

\* 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.

# FY2025 Plan: Overview and Returns to Shareholders

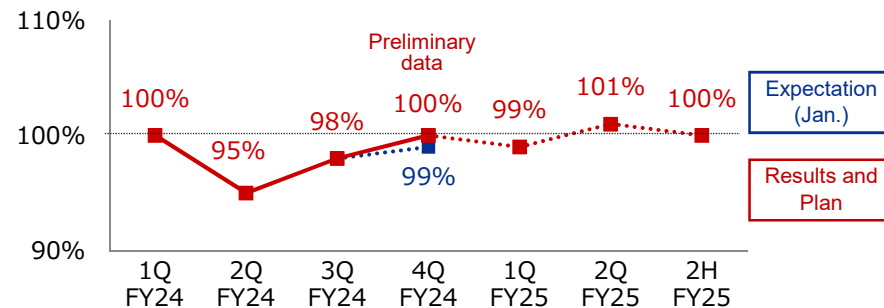
- Planning an increase in net sales, to achieve the operating profit target set under the Medium-term Plan, and increases at each level of profit (operating profit, ordinary profit, and profit attributable to owners of parent)
- Planning for record-high net sales for a third consecutive FY; targeting record highs at each level of profit
- Planning to pay a dividend per share of ¥80, up ¥1 per share (working toward a sixteenth consecutive FY of dividend growth)
- Establish a limit for the acquisition of treasury shares (maximum: 4 million shares / ¥10.8 billion); planning to cancel treasury shares (4 million shares)

(JPY billion)	FY2024	FY2025 Plan	Difference
Net sales	1,297.8	★ 1,364.5	+66.7
Operating profit	108.0	★ 115.0	+7.0
Ordinary profit	111.0	★ 116.6	+5.6
Profit attributable to owners of parent	81.9	★ 82.0	+0.1
Dividend per share (JPY)	79	★ 80	+1

# Outlook for Market Conditions

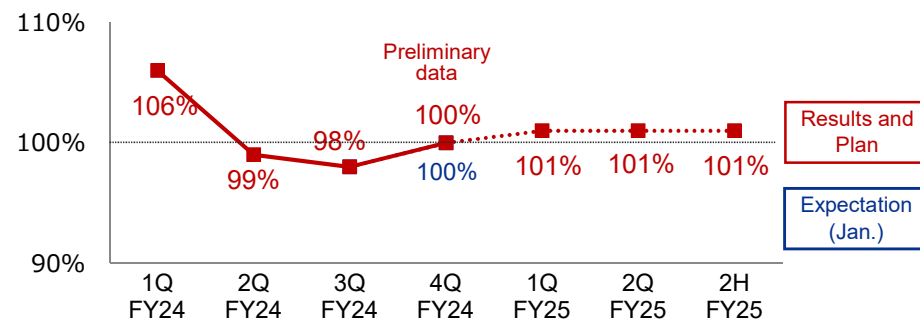
## Number of Automobiles Manufactured (YoY)

4Q FY2024: Results slightly above expectations  
FY2025: Forecasts at roughly the same level as the previous year



## Smartphone Shipments (YoY)

4Q FY2024: Results in line with forecasts at the same level as the previous year  
FY2025: Forecasts slightly above the previous year



## Housing • Visitors (YoY)

2H FY2024: Despite an increase in requests for materials via such media as the WEB, overall results below the previous year  
FY2025: Trends to remain unchanged

	1H FY24	2H FY24	1H FY25	2H FY25
Overall visitors	105%	97% [103%]	97%	98%
Via WEB	119%	103% [110%]	98%	96%
Exhibition visitors	91%	86% [93%]	91%	100%

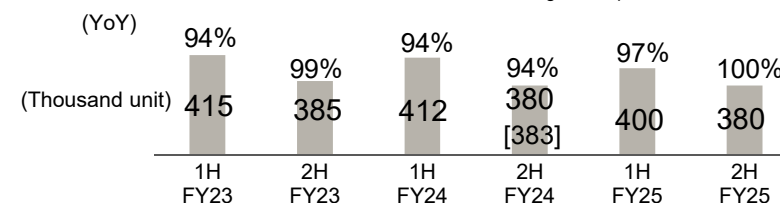
\* Figures in parentheses are Forecasts (Jan.)

## New Housing Starts

Continued gradual decline in construction starts

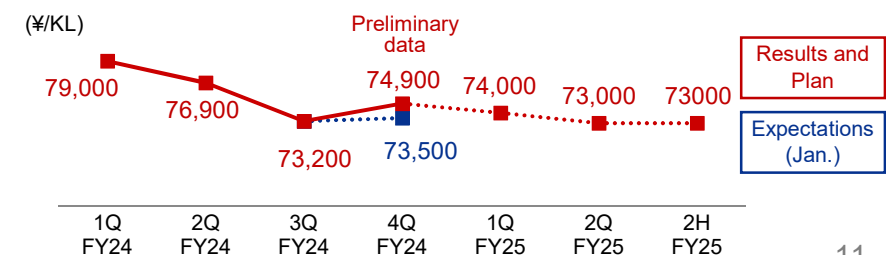
\* Timing when demand for each of the UIEP Company's products can be expected to emerge: From four to six months after the start of residential construction

\* Figures in parentheses are forecasts (Jan.)



## Domestic Naphtha Price Assumptions

4Q FY2024: Results slightly above forecasts  
FY2025: Forecasts slightly below FY2024 levels



# FY2025 Plan by Segment

- Increases in net sales and operating profit in each segment; plans for record-high operating profit in three segments, excluding the Housing Company
- Continue to create new businesses and strengthen the internal control system
  - HPP: Planning an increase in net sales and record-high operating profit by continuing to focus on expanding sales of high-performance products
  - Housing: While new housing orders are forecast to come in at roughly the same level as the previous year, planning an increase in net sales and operating profit on the back of higher unit prices and Renovation Business growth
  - UIEP: Planning an increase in net sales and record-high operating profit on the back of prioritized product sales growth, an increase in overseas sales, and thoroughgoing efforts to secure margins
  - Medical: Targeting record high net sales and operating profit by capturing diagnostics demand in Japan and overseas and strengthening new orders in the Pharmaceutical Sciences Business
  - Other: PV down ¥4.0 billion, LB down ¥0.8 billion, BR down ¥2.8 billion, R&D and other down ¥6.3 billion

(JPY billion)	FY2024		FY2025 Plan		Difference	
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit
HPP	447.4	61.2	★ 482.9	★ 64.0	+35.5	+2.8
Housing	524.0	31.5	★ 540.0	36.0	+16.0	+4.5
UIEP	240.5	23.0	★ 251.8	★ 26.0	+11.3	+3.0
Medical	99.2	12.8	★ 102.2	★ 14.5	+3.0	+1.7
Other	7.6	-11.6	9.0	-13.8	+1.4	-2.2
Eliminations or corporate expenses	-20.8	-8.9	-21.4	-11.8	-0.6	-2.8
Total	1,297.8	108.0	★ 1,364.5	★ 115.0	+66.7	+7.0

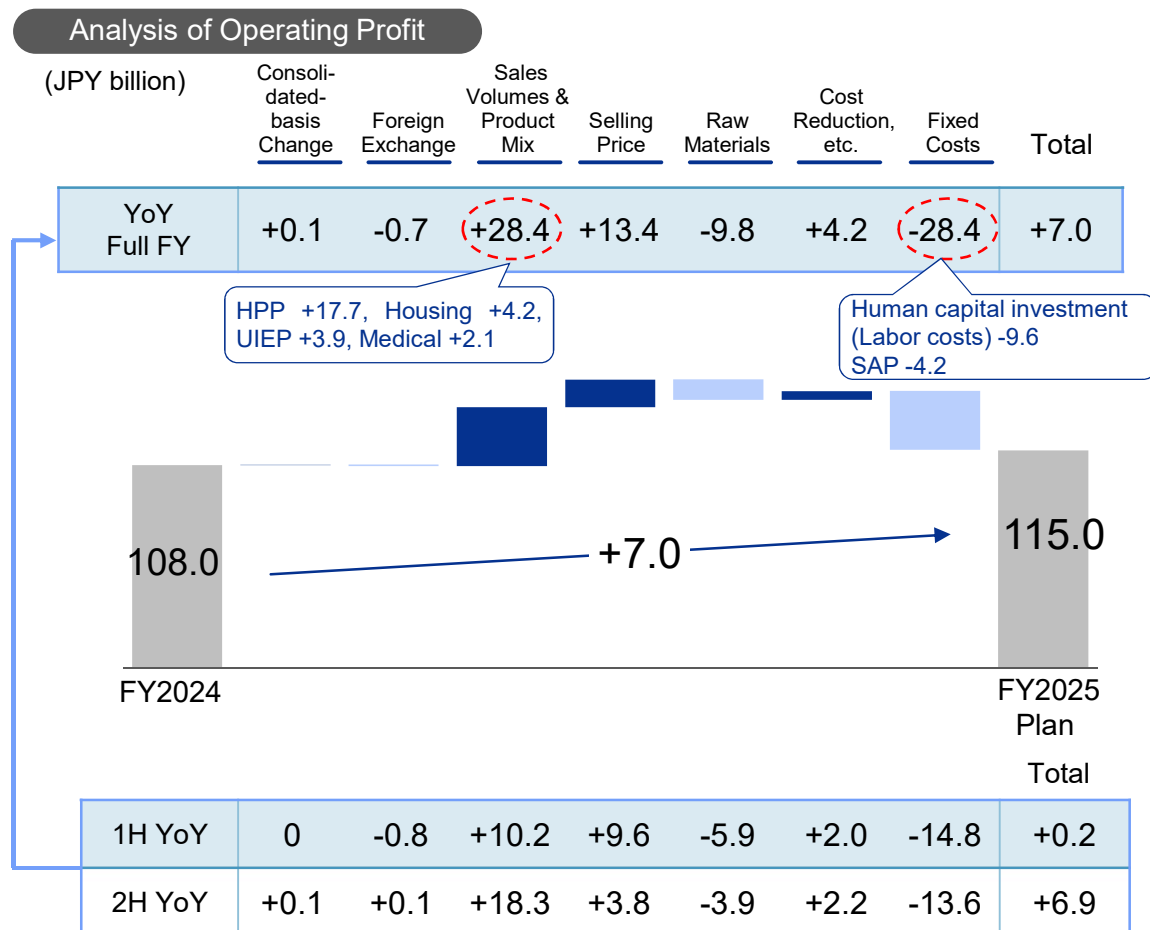
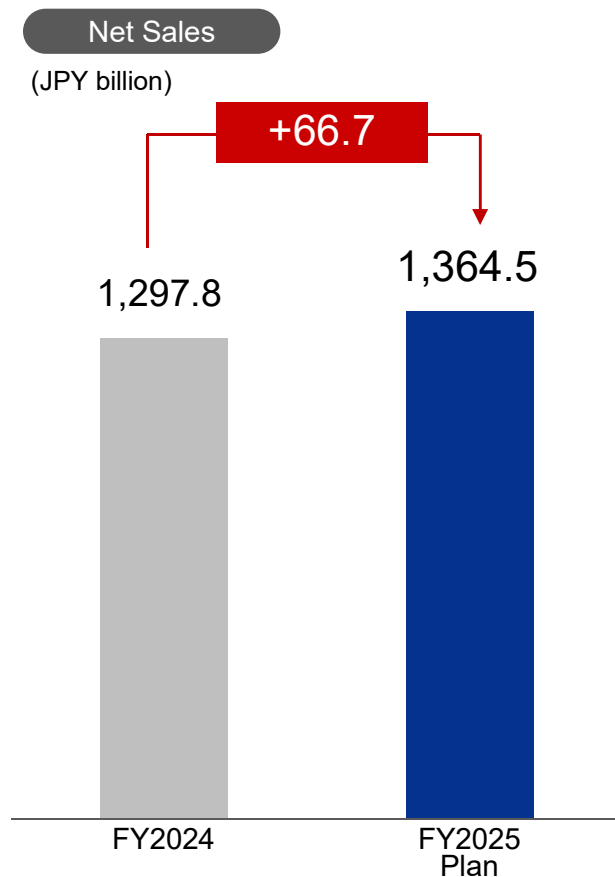
# 1H & 2H FY2025 Plans by Segment

- Planning an increase in net sales and operating profit in the HPP and Housing companies in the 1H; targeting record-high net sales and operating profit across three segments, excluding the Housing Company
- Planning an increase in net sales and operating profit on a Group-wide basis and across all segments in the 2H; planning for record-high net sales and record-high operating profit across three segments, excluding the Housing Company

(JPY billion)	1H FY2024		1H FY2025		Difference		2H FY2024		2H FY2025		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	221.1	29.9	★ 238.5	★ 30.9	+17.4	+1.0	226.2	31.4	★ 244.4	★ 33.1	+18.2	+1.7
Housing	253.7	14.6	262.0	16.0	+8.3	+1.4	270.4	16.9	★ 278.0	20.0	+7.6	+3.1
UIEP	113.4	8.5	★ 114.5	★ 8.5	+1.1	0	127.1	14.5	★ 137.3	★ 17.5	+10.2	+3.0
Medical	47.9	6.0	★ 49.3	★ 6.0	+1.4	0	51.3	6.8	★ 52.9	★ 8.5	+1.6	+1.7
Other	3.5	-5.9	4.6	-6.4	+1.1	-0.5	4.1	-5.7	4.4	-7.4	+0.3	-1.7
Eliminations or corporate expenses	-10.5	-4.2	-10.9	-6.1	-0.4	-1.9	-10.3	-4.7	-10.5	-5.6	-0.2	-0.9
Total	629.1	48.7	★ 658.0	★ 48.9	+28.9	+0.2	668.7	59.2	★ 706.5	★ 66.1	+37.8	+6.9

# FY2025 Plan Analysis

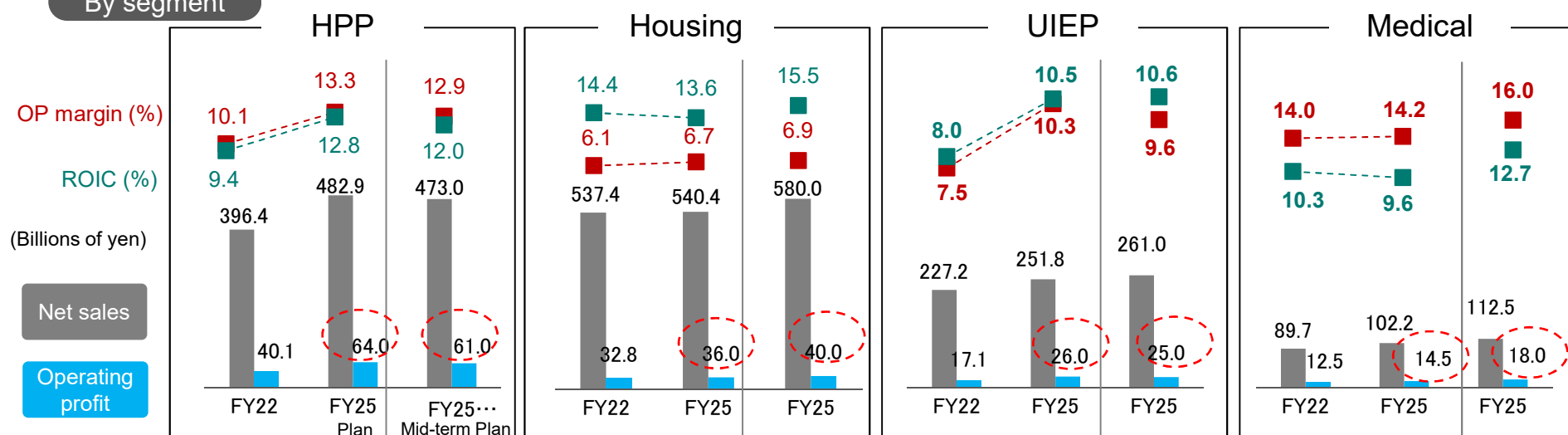
- Forecasting an increase in sales volumes and product mix on the back of continued efforts to focus on high-performance product sales growth
- Planning an increase in operating profit by offsetting the increase in fixed costs associated with human capital investments and the launch of new businesses with an increase in sales volumes and product mix, improvements in selling prices, and cost reduction, etc.



# Drive 2.0 Progress: Numerical Targets

	FY2022 Results	FY2025 Plan	Medium-term Plan (FY2025 Targets)	Difference
Net sales	¥1,242.5 bn.	¥1,364.5 bn.	¥1,410.0 bn.	-¥45.5 bn.
Operating profit (OPM)	¥91.7 bn. (7.4%)	¥115.0 bn. (8.4%)	¥115.0 bn. (8.2%)	¥0.0 (+0.2%)
Net profit	¥69.3 bn.	¥82.0 bn.	¥82.0 bn.	¥0.0 bn.
ROIC	7.6%	8.6%	8.5%	+0.1%
ROE	10.0%	10.0%	11.0%	-1.0%
Overseas sales (ratio)	¥375.1 bn. (30%)	¥456.7 bn. (33%)	¥480.0 bn. (34%)	-¥23.3 bn. (-1%)
EBITDA	¥142.1 bn.	¥176.0 bn.	¥175.0 bn.	+¥1.0 bn

## By segment



Contributions from high-performance product sales growth mainly in the Electronics and Mobility fields driving substantial Group-wide growth

Prolonged impact from the downturn in housing market conditions; despite the effects of measures aimed at strengthening profitability, progress under the Medium-term Plan one year behind schedule

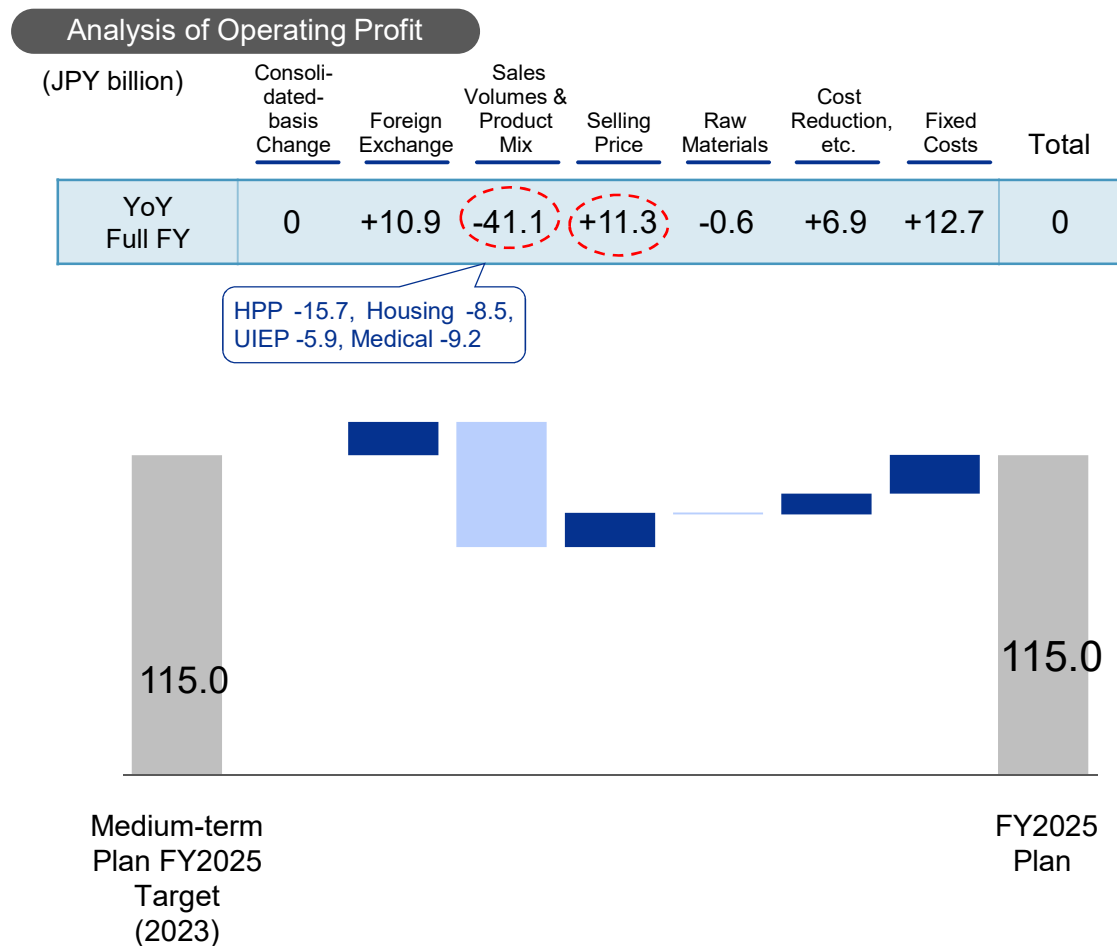
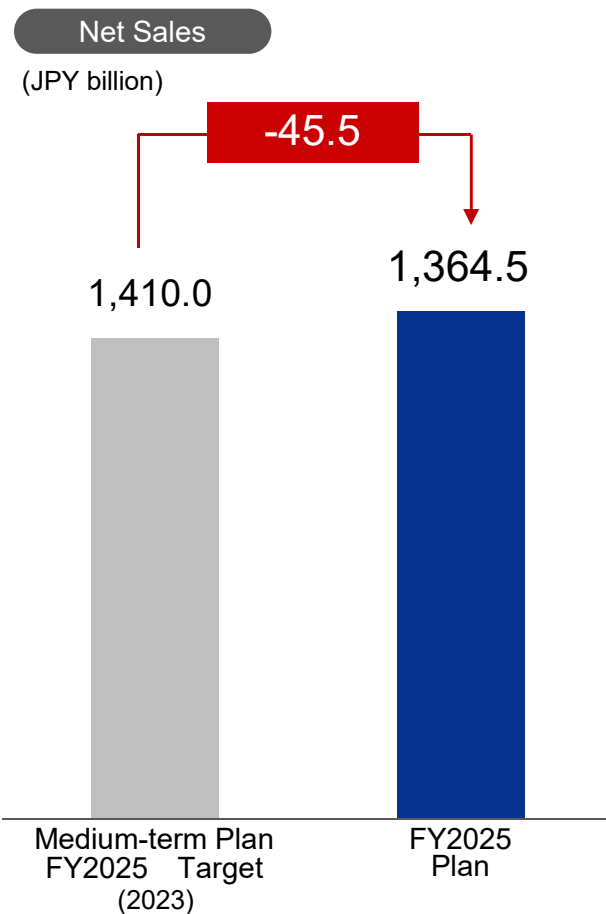
Despite continued weak market conditions in Japan, plan to exceed targets set under the Medium-term Plan by expanding sales of prioritized products and securing margins

Despite steady growth in the diagnostics and Pharmaceutical Sciences businesses, diagnostics (overseas) results failed to reach forecasts



# Drive 2.0 Progress: Difference from the Medium-term Plan

- Despite net sales failing to reach targets set under the Medium-term Plan, achieve operating profit target by strengthening profitability (= earning power)
- Offset sales volumes and product mix falling below forecasts due to changes in market conditions through improvements in selling prices and successful efforts to control fixed costs; contributions also from foreign exchange gains



# Drive 2.0 Progress: Consolidated Performance

Despite various changes and a downturn in market conditions, continued steady growth to the point of achieving targets set under the Medium-term Plan

(JPY billion)

EBITDA

119.3 126.7 133.4 137.7 137.3 133.2 116.6 137.6 142.1 147.1 161.7 176.0 175.0

Net sales

1,112.7 1,096.3 1,065.8 1,107.4 1,142.7 1,129.3 1,056.6 1,157.9 1,242.5 1,256.5 1,297.8 1,364.5 1,410.0

ROIC

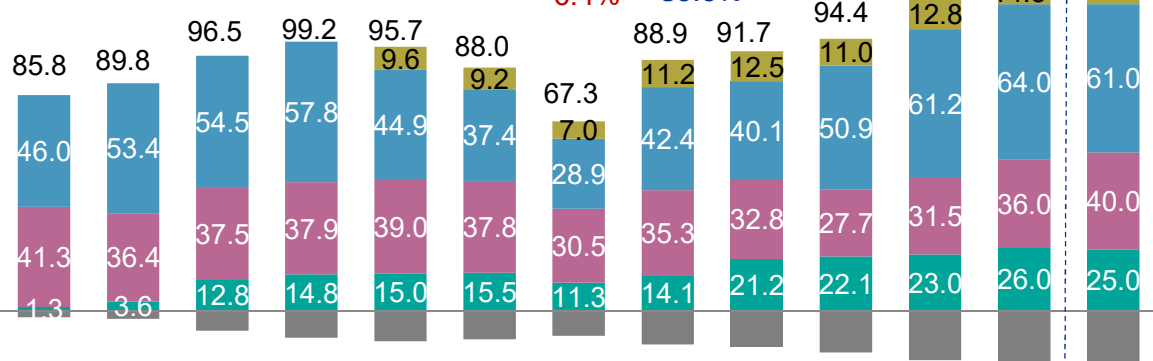
ROE

OP margin

10.9% 10.9% 11.3% 11.2% 11.1% 9.7% 6.5% 7.7% 10.0% 10.4% 10.2% 10.0% 11.0%  
7.7% 8.2% 9.1% 9.0% 8.4% 7.8% 6.4% 7.4% 7.5% 8.3% 8.4% 8.2%

Operating profit

Medical  
HPP  
Housing  
UIEP  
Other



ROIC by Segment

After PF reorganization

(%)	FY2023	FY2024
Medical	9.2	9.6
HPP	12.7	12.8
Housing	12.7	13.6
UIEP	9.7	10.5

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

\* 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

20251H~  
The U.S. Implementation of tariff measures

\*Avg. rate for each term

Forex rate*	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025 Plan	FY2025 Mid-term
1 USD	110 JPY	120 JPY	108 JPY	111 JPY	111 JPY	109 JPY	106 JPY	112 JPY	135 JPY	145 JPY	153 JPY	152 JPY	135 JPY

\* FY2025: Assumption  
Medium-Term Management Plan as of May 2023.

# (Reference) Impact of U.S. Tariff Measures and Fluctuations in Foreign Currency Exchange Rates



- Despite an uncertain outlook, working to strengthen initiatives aimed at minimizing impacts through self-supporting endeavors

## Assumptions and Approach

- Impact of U.S. tariff measures on plans:  
FY2025 plans were formulated prior to the announcement of tariff measures; accordingly, a specific amount of impact has not been factored into plans
- Actual direct impact of tariff measures:  
Estimated unplanned risks are presented in the table on the right
- Impact attributable to fluctuations in foreign currency exchange rates:  
In-house assumptions regarding FY2025 foreign currency exchange rates:  
¥152/US\$, ¥159/€  
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.

## Estimation of Risks and Countermeasures

### Direct Impact of Reciprocal Tariff Measures

Main Details / Assumptions	Estimated Amount of Impact on Operating Profit
<ul style="list-style-type: none"> <li>• Tariffs on products exported to the U.S. from each location</li> <li>• Tariffs on raw materials, etc. imported by U.S. locations from other regions, etc.</li> </ul>	Roughly - ¥2.5 billion
Countermeasures <ul style="list-style-type: none"> <li>• Pass through to selling prices</li> <li>• Optimize manufacturing and sales allocation by increasing production capacity in the U.S. through small investments, etc.</li> </ul>	+ ¥2.5 billion

### Other Potential Impacts

	Main Details / Assumptions
Direct impact of tariff measures	<ul style="list-style-type: none"> <li>• Decrease in U.S. auto imports</li> <li>• Retaliatory tariff measures in the EU and other countries, etc.</li> </ul>
Impact of fluctuations in foreign currency exchange rates	1Q assumptions: ¥152/US\$ Revised as appropriate according to prevailing rates from the 2Q
Countermeasures	<ul style="list-style-type: none"> <li>• Increase marginal profit by increasing new sales and expanding sales of high-performance products</li> <li>• Continue working to secure additional cost reductions while also controlling fixed costs</li> <li>• Increase net sales by expanding businesses in Japan</li> </ul>

# Financial Results FY2024

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Tatsuya Nishida

Managing Executive Officer

Head of Corporate Finance & Accounting Department

# Consolidated Companies

## Number of Consolidated Companies

	Mar. 31, 2024	Mar. 31, 2025	Difference
Consolidated subsidiaries	143	145	Increased: 4 Subsidiaries <sup>*1</sup> Decreased: 2 Subsidiaries <sup>*2</sup>
Affiliates (Equity Method)	6	6	Increased: 0 Subsidiaries Decreased: 0 Subsidiary

<sup>\*1</sup> Kofu Sekisui Sangyo Co., Ltd., Toseki Kako Co., Ltd., Shiseki Kako Co., Ltd., Sekisui Solar Film Co., Ltd.

<sup>\*2</sup> PT. Sekisui Indonesia, Sekisui Chemical India Private Ltd.

## Impact of Change in the Number of Consolidated Companies

(JPY billion)	FY2024 (YoY)	Difference
Net sales	-0.4	Sanin Sekisui Shoji Co., Ltd. <sup>*3</sup> Kofu Sekisui Sangyo Co., Ltd. <sup>*4</sup> Toseki Kako Co., Ltd. <sup>*4</sup>
Operating profit	-0.1	Shiseki Kako Co., Ltd. <sup>*4</sup> Sekisui Solar Film Co., Ltd. <sup>*5</sup>

<sup>\*3</sup> Excluded from the scope of consolidation from the 2Q of FY2023

<sup>\*4</sup> Newly consolidated from the 1Q of FY2024

<sup>\*5</sup> Newly consolidated from the 4Q of FY2024

# Summary of Profit and Loss

(JPY billion)		FY2023	FY2024	Difference	
Net sales		1,256.5	1,297.8	+41.2	
Gross profit		392.2	420.6	+28.4	Foreign exchange gains: +7.0
Gross profit margin		31.2%	32.4%	+1.2%	Sekisui Kasei Co., Ltd.: -1.8
Selling, general and administrative expenses		297.8	312.7	+14.9	Foreign exchange losses : -0.4
Operating profit		94.4	108.0	+13.6	
Share of profit of entities accounted for using equity method		0.8	-1.1	-1.9	
Other non-operating profit and expenses		10.7	4.1	-6.6	
Ordinary profit		105.9	110.0	+5.0	Gain on sale of investment securities: +14.2
Extraordinary profit		14.2	14.6	+0.3	Gain on sale of investment securities: +14.6
Extraordinary losses		8.7	5.6	-3.1	
Profit before income taxes		111.5	120.0	+8.5	
Income taxes, etc.		32.4	35.9	+3.4	SDA* fixed asset Impairment loss + 2.0
Profit attributable to non-controlling interests		1.1	2.2	+1.1	
Profit attributable to owners of parent		77.9	81.9	+4.0	Sekisui LB Tech Co., Ltd. Impairment loss + 3.7 Volocopter GmbH Loss on stock impairment + 2.0
Foreign exchange	1 USD	145 JPY	153 JPY		
(Avg. rate)	1 EUR	157 JPY	164 JPY		

\*SDA : SEKISUI DIAGNOSTICS LLC (North America)

# Balance Sheets (Assets)

(JPY billion)	Mar. 31, 2024	Mar. 31, 2025	Difference
Cash and deposits	138.6	142.6	+4.0
Trade receivables	213.5	207.5	-5.9
Inventories	298.2	313.8	+15.6
Other current assets	35.3	39.2	+3.9
Property, plant and equipment	392.5	403.9	+11.4
Intangible assets	59.1	59.1	0
Investment securities	127.4	105.1	-22.3
Investments and other assets	58.7	59.6	+0.9
Total assets	1,323.2	1,330.8	+7.5

Inventories (B/S item)	Mar.31 2025	Difference
Ready-built housing (products)	33.3	-4.7
Prepared land for subdivision housing	69.2	+1.5
Land under preparation (work in process)	9.7	-0.7
Housing under construction (work in process)	41.1	+10.3
Components, other (raw materials)	5.9	-0.4
Housing Total	159.2	+6.0
Non-residential total (products, other)	154.6	+9.6
Inventories Total	313.8	+15.6

Purchase: +61.7  
Depreciation: -42.4  
Foreign exchange: -2.7

Sale / redemption: -17.8  
Market value: -3.9

Foreign exchange: -9.2  
Consolidated-basis change: +7.5  
Actual basis: +16.7

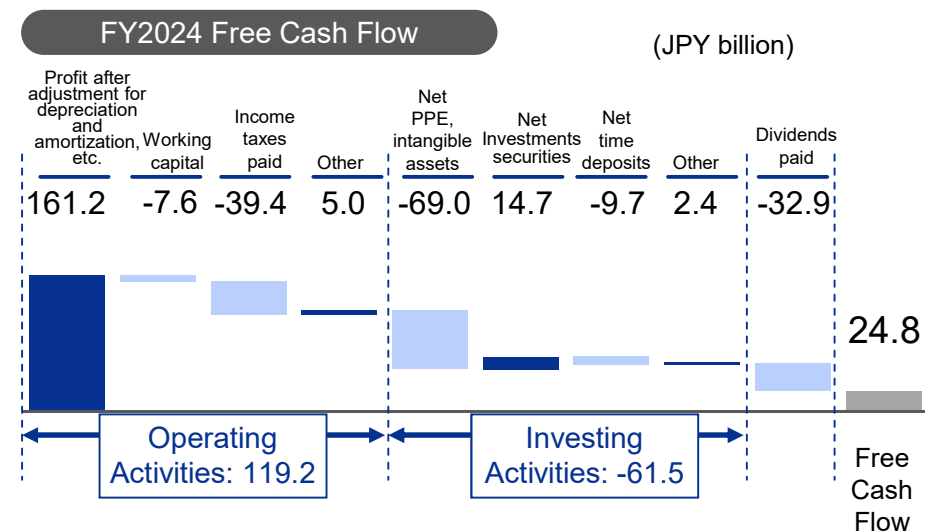
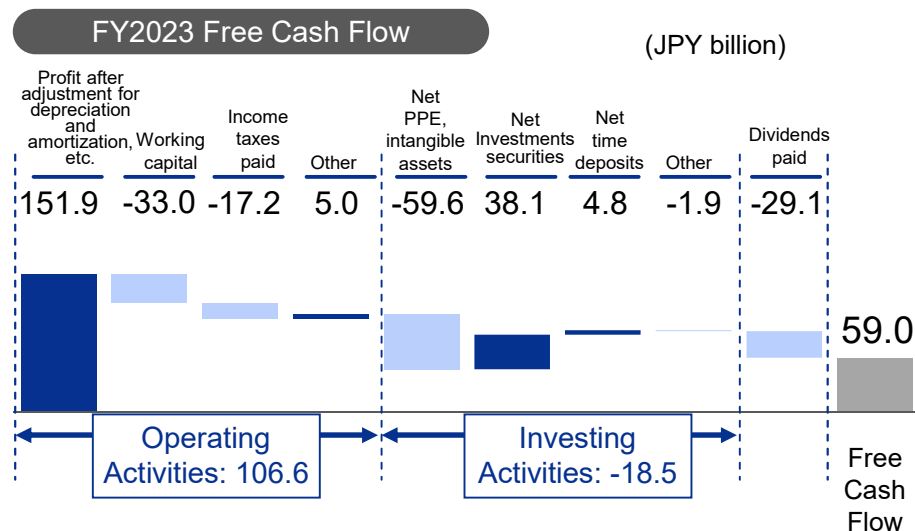
# Balance Sheets (Liabilities & Net Assets)

(JPY billion)	Mar. 31, 2024	Mar. 31, 2025	Difference	
Non-interest-bearing liabilities	381.6	384.6	+3.0	
Interest-bearing liabilities	120.7	110.8	-9.9	
[Net interest-bearing liabilities]	[-17.8]	[-31.8]	[-13.9]	
Total liabilities	502.3	495.4	-6.9	
Share capital etc.	208.6	205.1	-3.6	
Retained earnings	501.9	544.8	+42.9	Net profit: +81.9
Treasury shares	-48.7	-50.1	-1.4	Dividends paid: -32.0
Valuation difference on available-for-sale securities	51.2	36.9	-14.3	Cancellation of treasury shares: -7.2
Non-controlling interests	28.6	28.0	-0.6	
Other net assets	79.2	70.7	-8.6	Cancellation of treasury shares: +7.2
Total net assets	820.9	835.4	+14.4	Purchases of treasury shares: -8.9
Total liabilities and net assets	1,323.2	1,330.8	+7.5	Foreign currency translation adjustment: -5.7
ROIC	7.3%	8.1%	+0.8%	
ROE	10.4%	10.2%	-0.2%	
Equity-to-asset ratio (%)	59.9%	60.7%	+0.8%	
D/E ratio (Net)	-0.02	-0.04	-0.02	



# Consolidated Cash Flows

(JPY billion)	FY2023	FY2024
Cash flows from operating activities	106.6	119.2
Cash flows from investing activities	-18.5	-61.5
Cash flows from financing activities	-53.0	-61.2
Net increase in cash and cash equivalents	41.2	-5.5
Cash and cash equivalents at end of period	126.4	120.9
Free cash flow =Cash flows from operating activities + Cash flows from investing activities - Dividends paid	59.0	24.8



# Depreciation, Amortization, Capital Expenditures and EBITDA

(JPY billion)	Depreciation*1			Goodwill and other amortization*2			Capital expenditures			EBITDA*3		
	FY2023	FY2024	Difference	FY2023	FY2024	Difference	FY2023	FY2024	Difference	FY2023	FY2024	Difference
HPP	21.5	22.3	+0.8	1.2	1.2	0	19.3	26.8	+7.5	73.7	84.8	+11.1
Housing	11.6	11.4	-0.2	0.4	0.4	0	10.2	12.7	+2.6	39.7	43.3	+3.6
UIEP	8.4	8.9	+0.5	0.5	0.3	-0.2	10.8	9.3	-1.6	31.0	32.1	+1.2
Medical	5.3	5.9	+0.6	0.6	0.7	+0.1	6.4	6.1	-0.3	16.9	19.4	+2.5
Other	2.1	1.4	-0.6	0	0	0	2.7	9.3	+6.6	-8.7	-10.2	-1.4
Eliminations or Corporate expenses	1.1	1.2	+0.1	0	0	0	11.3	6.1	-5.1	-5.4	-7.7	-2.3
Total	50.0	51.1	+1.2	2.7	2.6	-0.1	60.6	70.3	+9.7	147.1	★ 161.7	+14.6

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

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

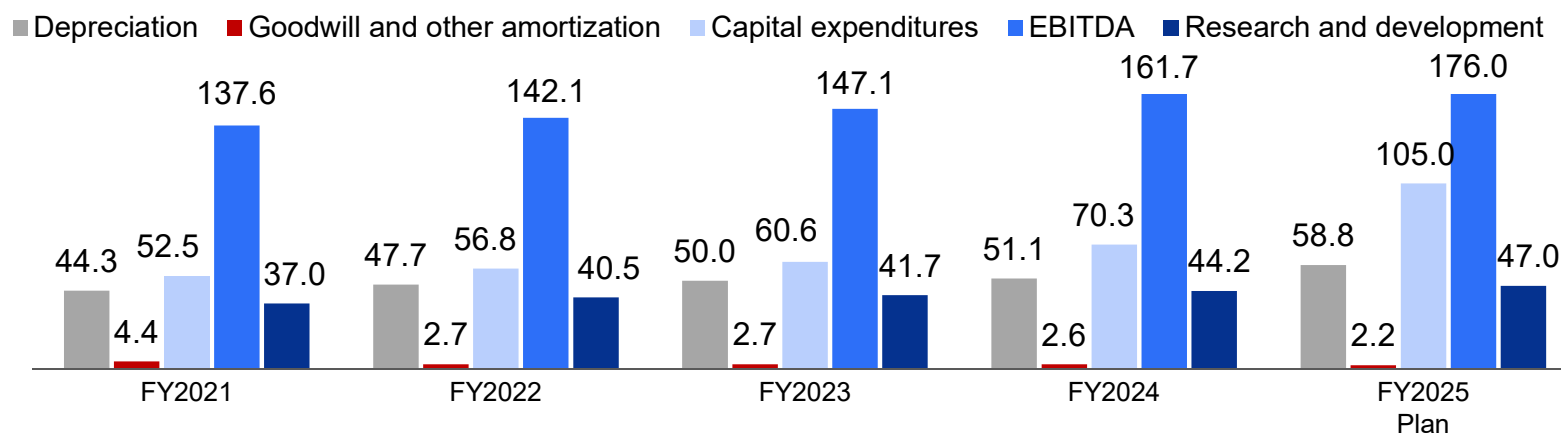
\*3 EBITDA = Operating profit + Depreciation + Goodwill and other amortization

# Depreciation, Amortization, Capital Expenditures, Research and Development Expenditure

(JPY billion)	FY2024	FY2025 Plan	Difference
Depreciation	51.1	58.8	+7.7
Goodwill and other amortization	2.6	2.2	-0.4
Capital expenditures	70.3	105.0	+34.7
EBITDA	161.7	★ 176.0	+14.3
Research and development expenditure	44.2	47.0	+2.8

## Depreciation, Amortization, Capital Expenditures, Research and Development Expenditure

(JPY billion)

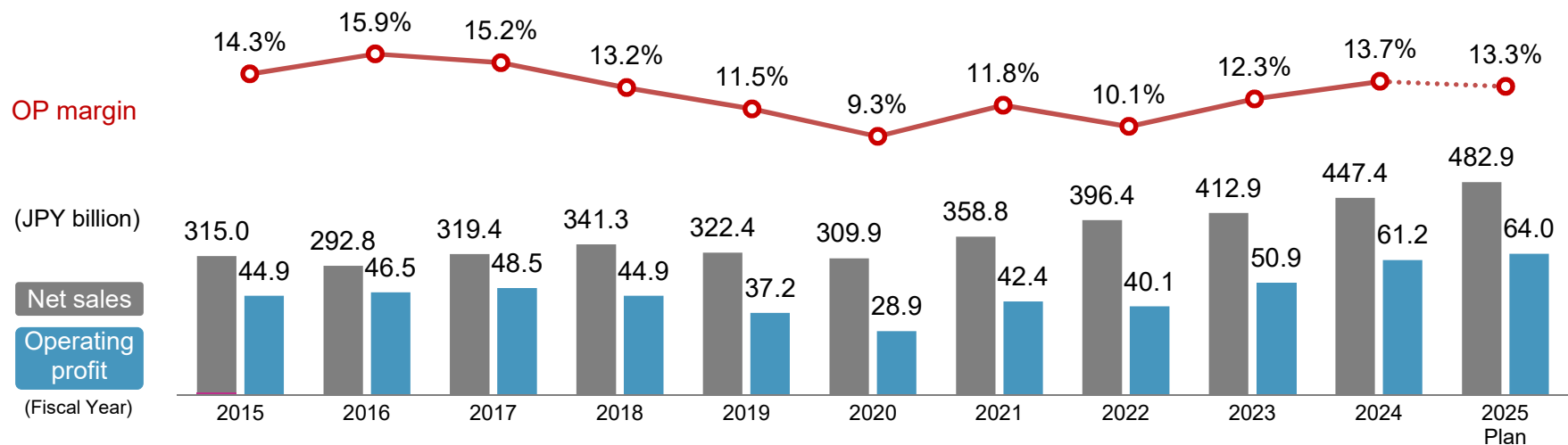


# High Performance Plastics Company

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Akira Asano  
Company President

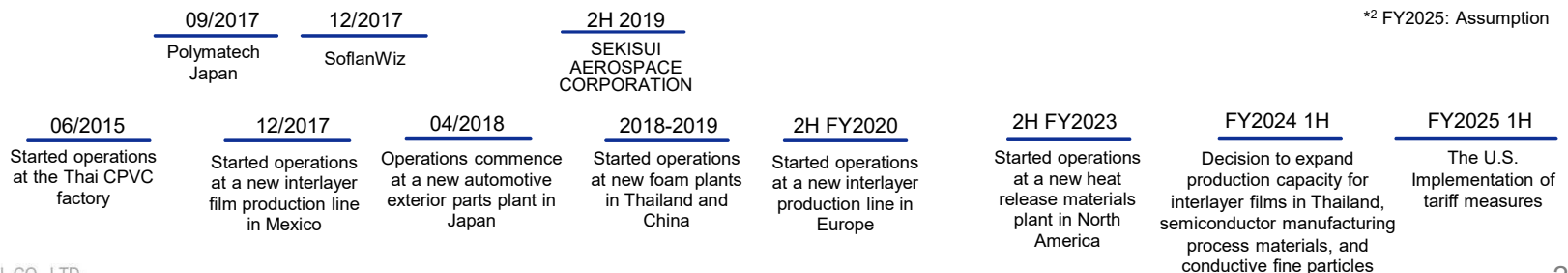
- FY2024: High-performance products in the Electronics fields driving growth; increase in net sales, substantial increase in operating profit
- FY2025: Despite the uncertainty surrounding global market conditions, planning an increase in net sales and record-high operating profit focusing mainly on continued growth in sales of high-performance products



\* Data from FY2022 after portfolio reorganization

		FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025*2
Forex rate	1 USD	120 JPY	108 JPY	113 JPY	111 JPY	109 JPY	106 JPY	112 JPY	135 JPY	145 JPY	153 JPY	152 JPY
	1 EUR	133 JPY	119 JPY	121 JPY	128 JPY	121 JPY	124 JPY	130 JPY	141 JPY	157 JPY	164 JPY	159 JPY

Main M&As  
and  
Strategic  
Investments



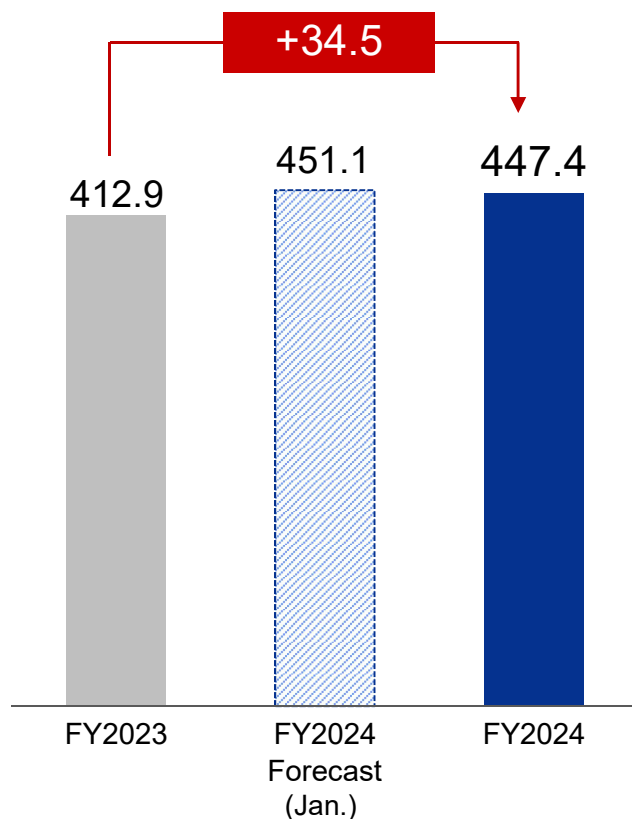
\*2 FY2025: Assumption

# FY2024 Results Analysis

- Despite sluggish global market conditions, including the automotive sector, increase in net sales and substantial increase in operating profit owing to growth in sales in the Electronics field, focusing mainly on advanced semiconductors, and high-performance interlayer films in the Mobility field; record-high operating profit in the 2H and full FY on the back of a substantial increase in sales volumes and product mix as well as contributions from foreign exchange gains

## Net Sales

(JPY billion)

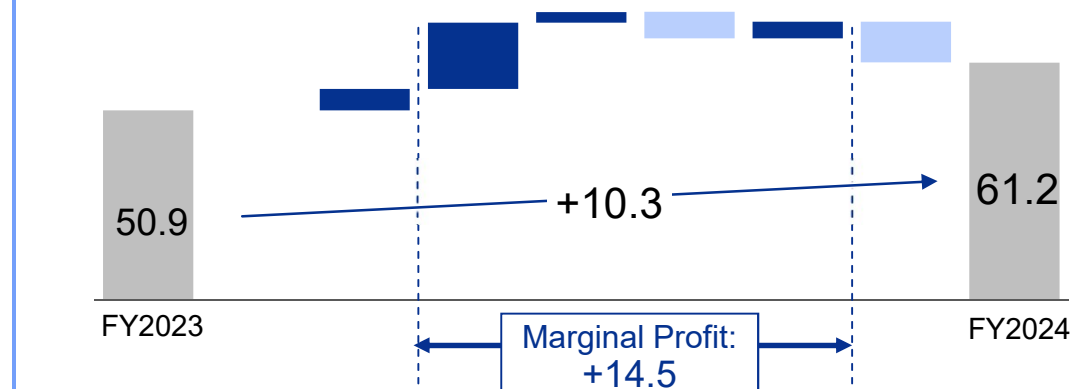


## Analysis of Operating Profit

(JPY billion)

	Consolidated-basis Change	Foreign Exchange	Sales Volumes & Product Mix	Selling Price	Raw Materials	Cost Reduction, etc.	Fixed Costs	Total
Forecasts (Jan.)	0	+4.6	+14.8	+2.2	-5.4	+3.4	-9.4	+10.1
YoY Full FY	0	+4.6	+14.3	+2.3	-5.7	+3.6	-8.8	+10.3

Electronics: +5.4, Mobility: +5.2, Industrial: +3.8



	Total
1H YoY	+6.9
2H YoY	+3.4

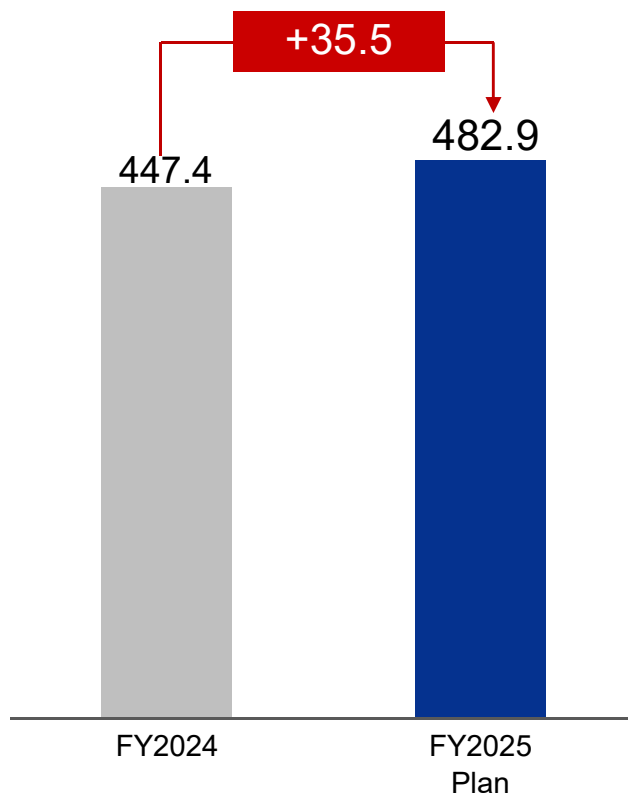
Electronics: +2.8, Mobility: +0.9, Industrial: +1.7

# Overview of FY2025 Plan

- Substantial increase in sales volumes and product mix focusing mainly on the Mobility field; plans for an increase in net sales and operating profit by offsetting the effects of higher fixed costs attributable to such factors as the accelerated pace of development over the medium-term and human capital investments through a combination of improvements in selling prices and cost reduction, etc.; target record-high operating profit for a third consecutive FY

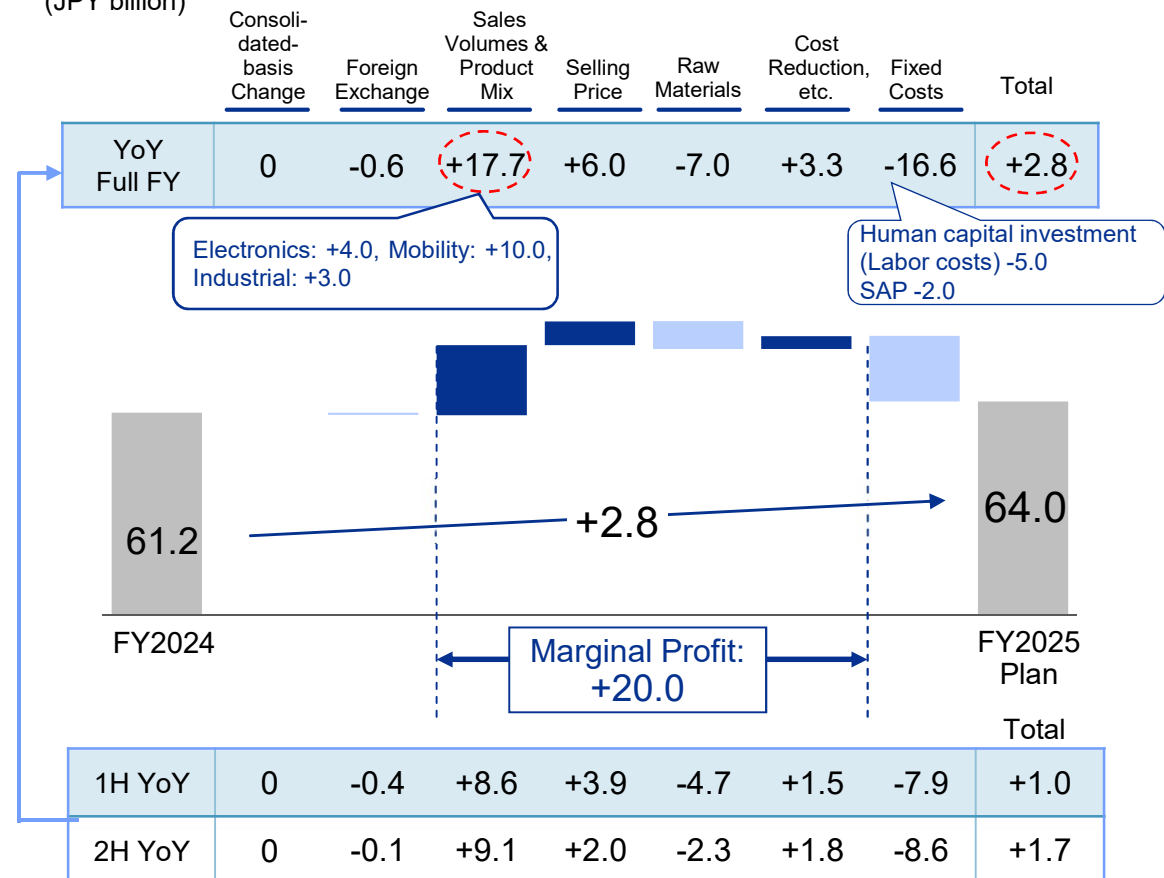
## Net Sales

(JPY billion)



## Analysis of Operating Profit

(JPY billion)



# Three Strategic Fields

HPP  
Company

SEKISUI

## Net Sales Trends and KPIs in the Three Strategic Fields

Growth  
driving

Growth  
potential

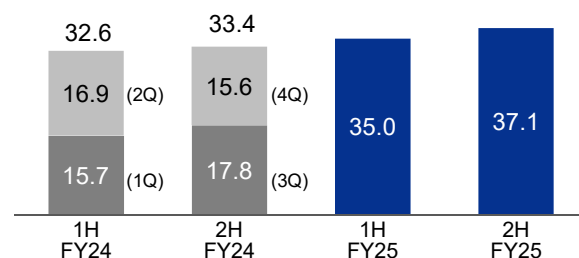
11 businesses clarified as strengthening the current PF in the Drive 2.0 Medium-term Management Plan.

### Electronics

Electronics  
(semiconductor and display materials)

- Firm trends in smartphone market conditions and large-panel demand; these trends expected to continue in FY2025
- Continue to focus on expanding market share in the non-LCD field focusing mainly on advanced semiconductors and capturing new orders

(JPY billion)

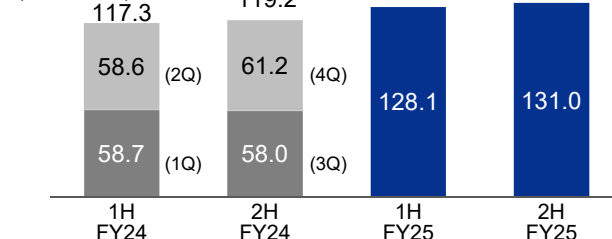


### Mobility

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

- Continued N-HPP sales growth mainly for HUDs (2H FY2024: 110% growth\* in products for HUDs on a sales volume basis; FY2025: plan for continued growth in excess of 110%)
- Heat release materials: Focus on expanding sales for electrical equipment application
- SEKISUI AEROSPACE CORPORATION: Achieved a return to the black in the 2H of FY2024; contributions to earnings from FY2025

(JPY billion)

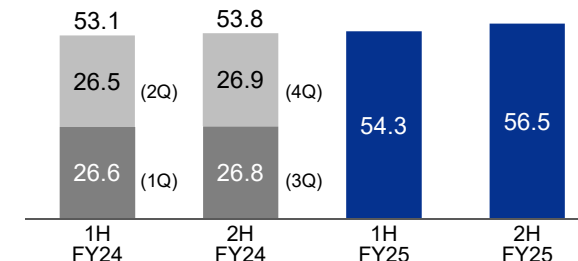


### Industrial

Molding products, sensing

- Despite a slight downturn in market conditions, upward trend in net sales on the back of improvements in selling prices
- In addition to ongoing efforts centered on maintaining margins, continue to expand sales of labor-saving, environmentally friendly products including sensors and care materials

(JPY billion)

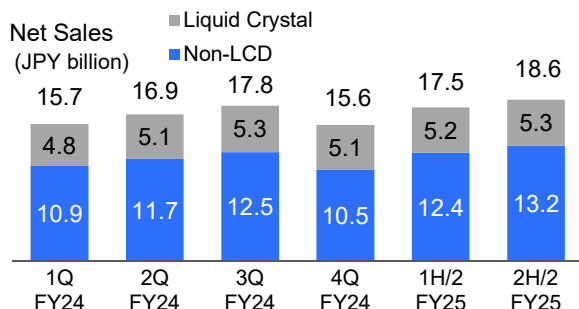


### Focus on the non-LCD field

Non-LCD field sales ratio



Net Sales  
(JPY billion)

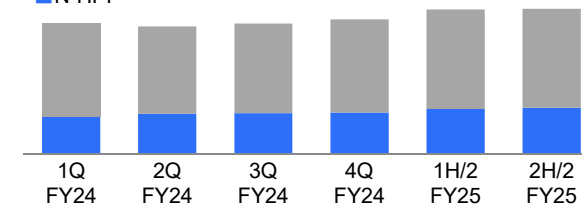


### High-performance interlayer film sales growth

YoY high-performance interlayer film sales volume



Standard films + Sound Insulation films  
N-HPP

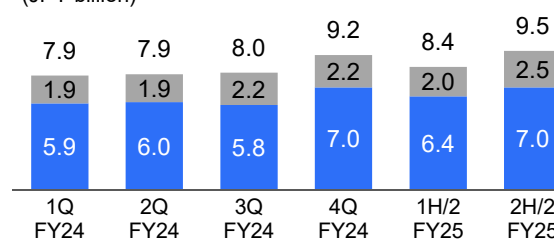


### Labor-saving, environmentally friendly product sales growth

YoY growth rate



Net sales  
(JPY billion)



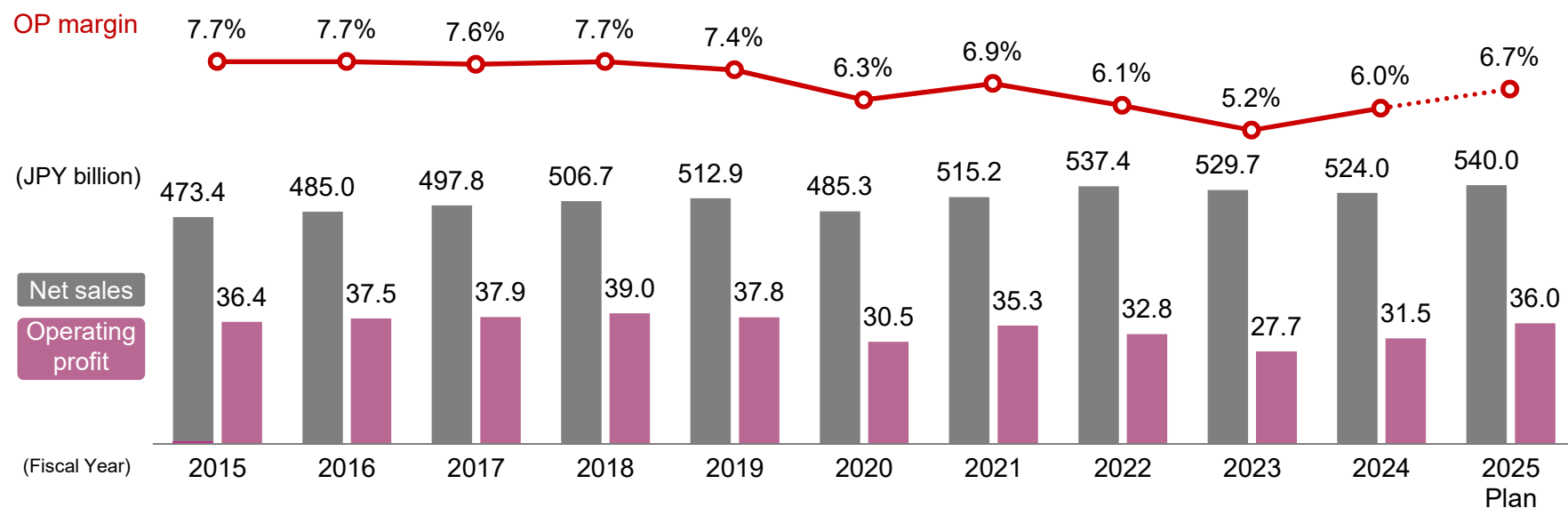


# Housing Company

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Masahide Yoshida  
Company President

- FY2024: Despite disparities in the degree of new housing market recovery between regions and a decrease in the number of houses sold owing to delays in the recovery in regional areas, substantial increase in operating profit due to the effects of measures aimed at strengthening profitability in the Housing Business and an increase in orders in the Renovation Business; operating profit exceeded forecasts (January 2025)
- FY2025: Despite little or no likelihood of a recovery in new housing market conditions and expectations that the number of new housing orders will remain roughly the same as the previous year, plan for an increase in net sales and operating profit on the back of a continued increase in unit prices and Renovation Business growth



New Housing starts (Thousand unit)	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024*	FY2025*
	921	974	946	953	884	812	866	861	807	792	780

## External Environment

02/2016  
Introduction of a negative interest rate policy

04/2016  
Kumamoto Earthquake

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

02/2020~  
Spread of COVID-19

02/2022~  
Russia: Incursion into Ukraine

03/2024~  
Lifting of the negative interest rate policy

\*Assumptions

# FY2024 Results Analysis

Housing  
Company

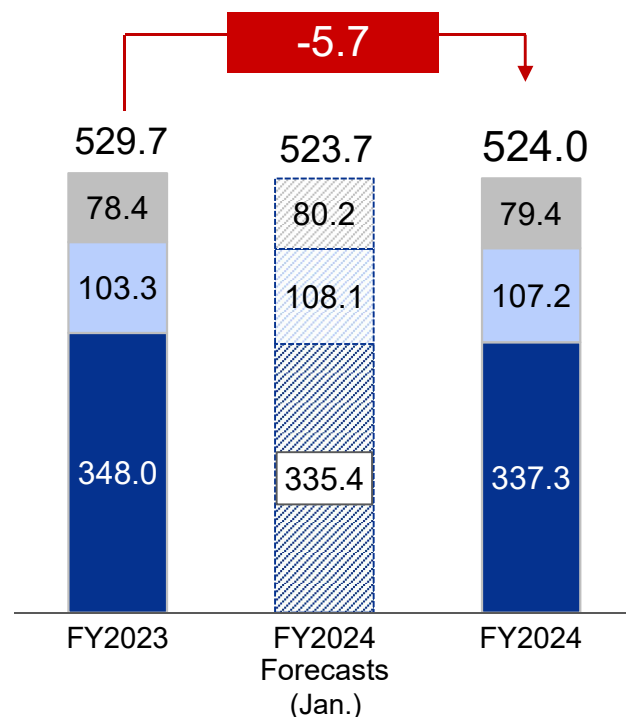
SEKISUI

- Substantial increase in operating profit in the Housing Business by offsetting the impact of a decline in the number of houses sold through product mix, cost reduction, etc., and measures aimed at strengthening profitability geared toward reducing fixed costs; growth in Renovation Business orders owing to ongoing efforts to upgrade and expand periodic diagnosis as well as strengthen proposals
- Operating profit across the Housing Company as a whole in excess of forecasts (January 2025)

## Net Sales

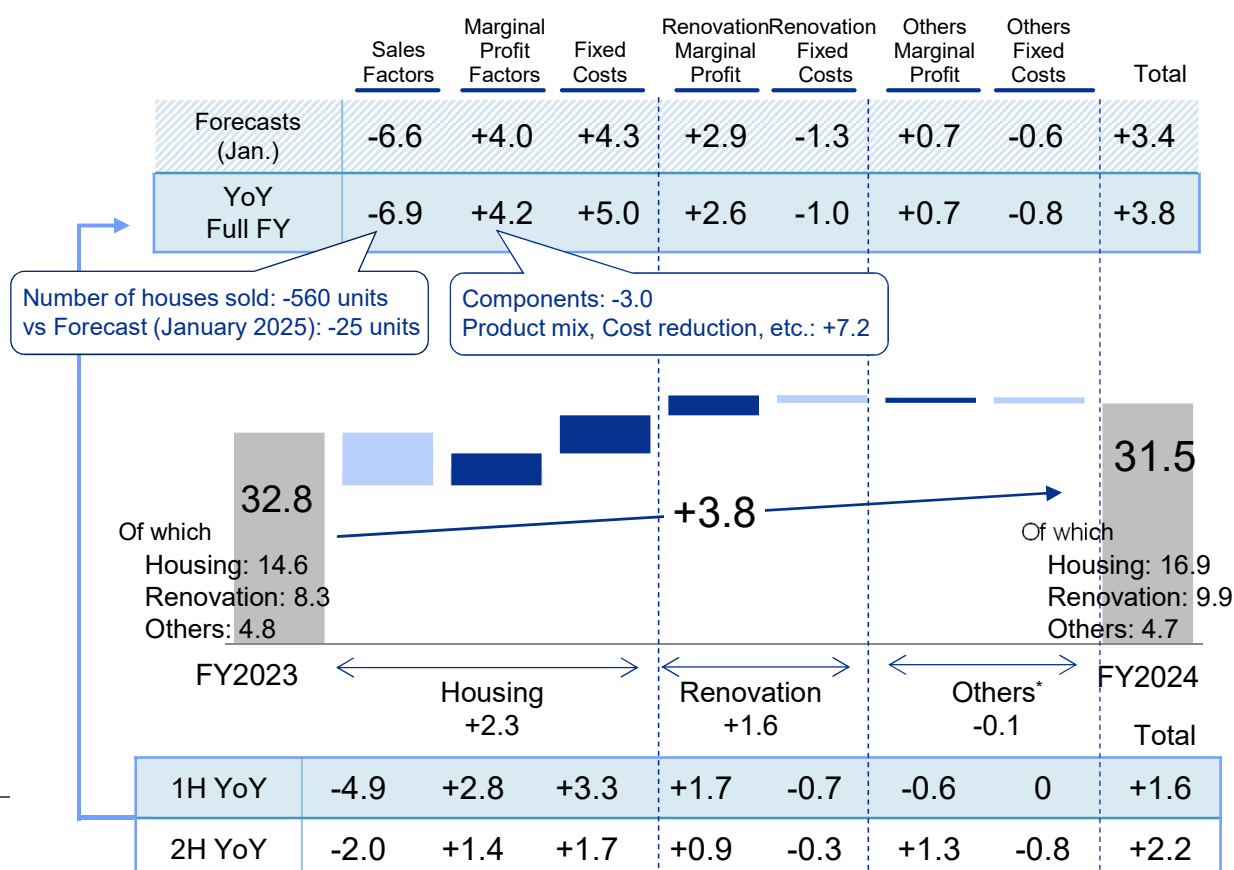
(JPY billion)

- Housing
- Renovation
- Others



## Analysis of Operating Profit

(JPY billion)



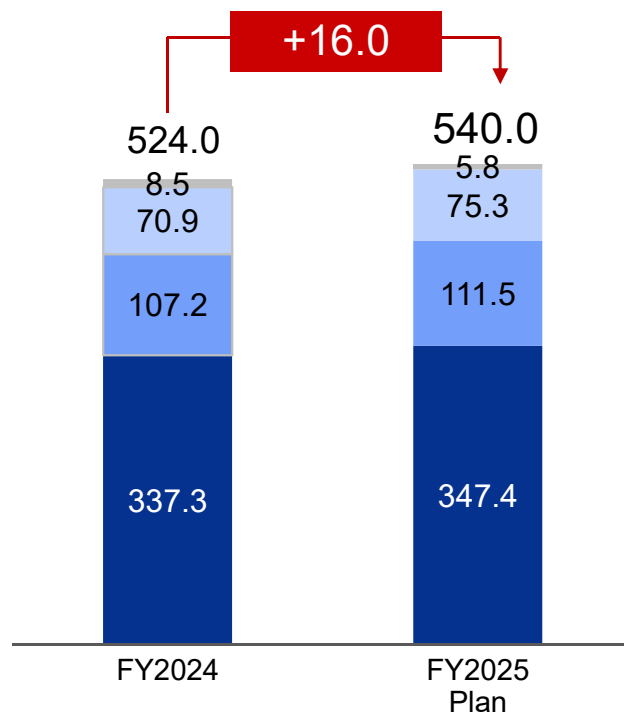
# Overview of FY2025 Plan

- Planning an increase in both net sales and operating profit owing to higher unit prices on the back of improvements in the product mix in the Housing Business and efforts to strengthen sales capabilities in the Renovation Business
- Focus on securing projects aimed at sustainable town and community development growth in the Residential Business

## Net Sales

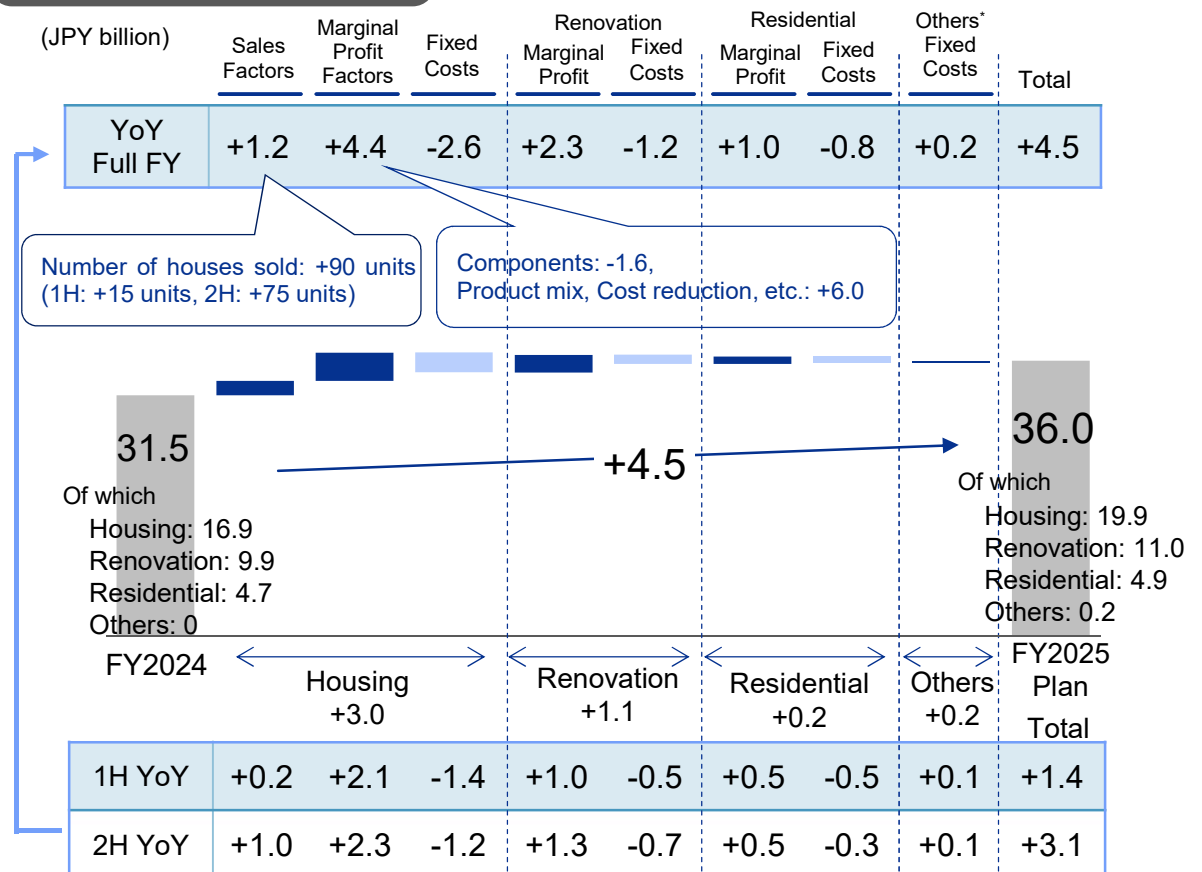
(JPY billion)

■ Housing  
■ Renovation  
■ Residential  
■ Others\*



## Analysis of Operating Profit

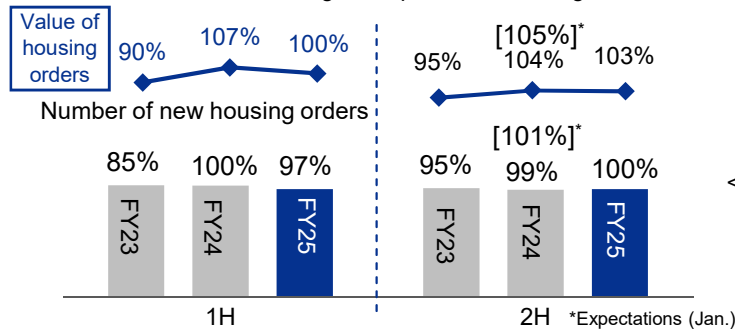
(JPY billion)



## Housing Business

### New Housing Orders (YoY)

- FY2024: While urban area orders exhibited a recovery trend, new housing orders were essentially unchanged from the previous year owing to the weak recovery in regional areas
- FY2025: Target an increase in the amount of orders by expanding orders for high-priced products, including detached house rebuilding and apartment buildings



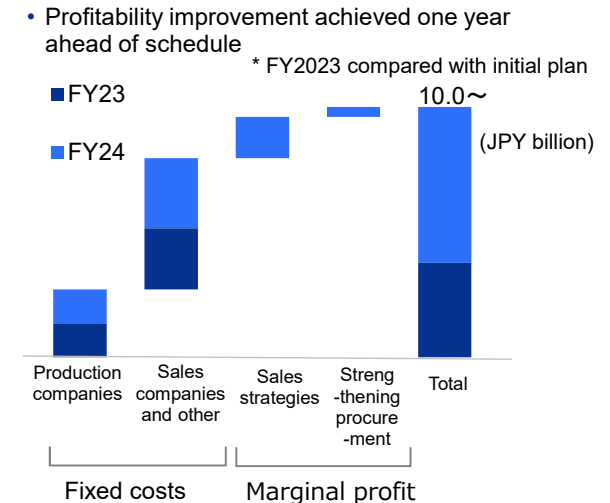
### <Amount of Orders and the Number of Buildings by Type of Construction> (YoY)

			FY24		FY25	
			1H	2H	1H	2H
Detached housing	Rebuilding	Number	102%	100%	98%	101%
	New construction	Number	86%	89%	93%	97%
		Amount	107%	102%	99%	102%
		Number	100%	98%	97%	100%
Apartment buildings	Amount		108%	115%	105%	103%
	Number		100%	105%	100%	101%

<Balance of orders as of the end of the period>		FY24 1H	FY24 2H	FY25 1H
Balance of orders as of the end of the period*	Total amount	153.5	160.0	160.0
	YoY change	+18.0	+33.0	+6.5

\* Housing only, excluding renovation (Billions of yen)

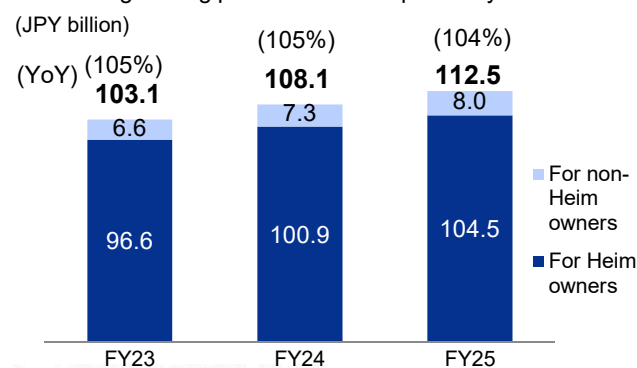
### Effects of Measure Aimed at Strengthening Profitability Targets (Housing business)



## Renovation Business

### Renovation Orders

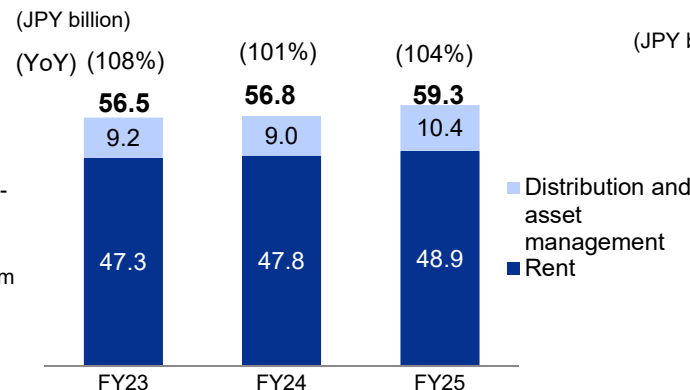
- Steady growth through ongoing efforts to upgrade and expand periodic diagnosis as well as capture thermal insulation renovation demand
- Focus on enhancing sales capabilities by strengthening personnel development systems



## Residential Business

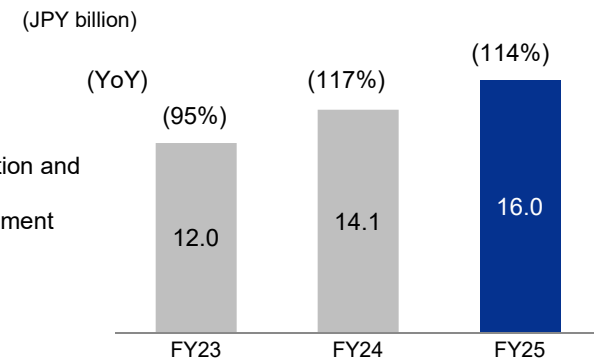
### Real Estate Business Sales

- Stable growth by increasing the number of dwelling units under management
- Focus also on the purchase and resale as well as asset utilization businesses



### Town and Community Development Business Sales

- Steady growth due to an increase in projects for sale
- Focus on securing projects in the leadup to the next Medium-term Plan

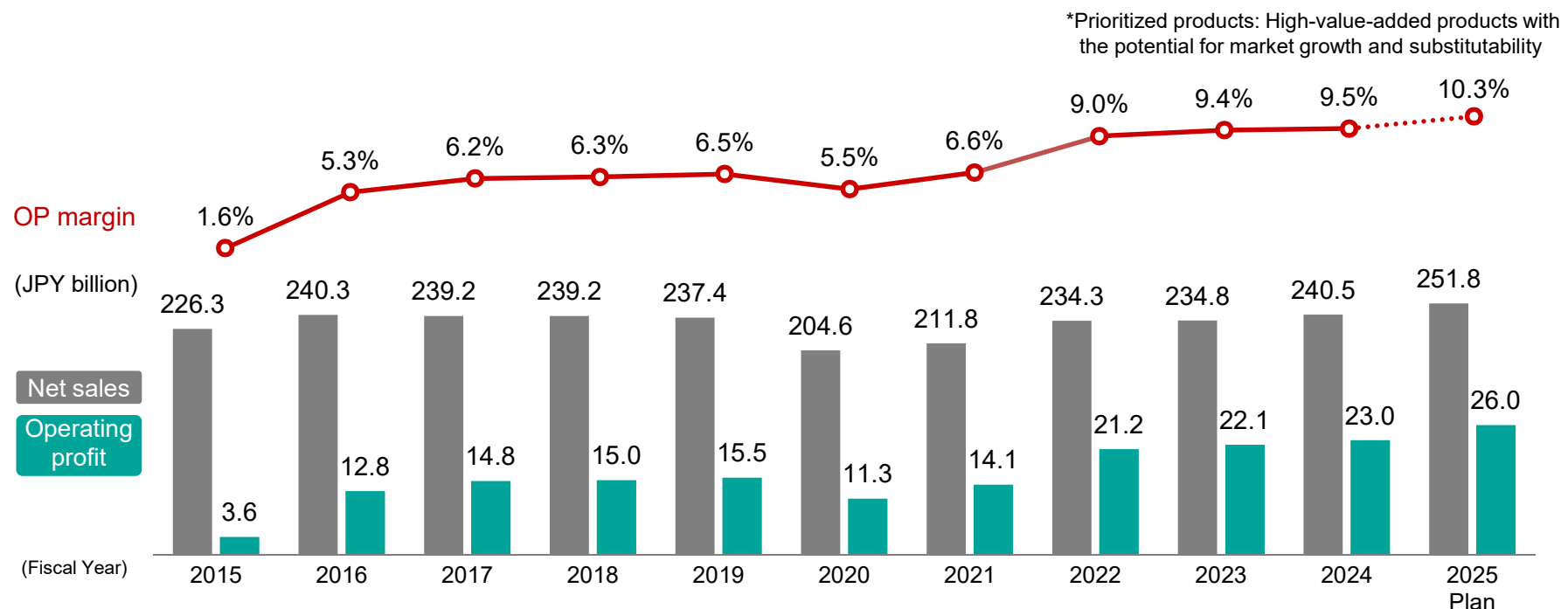


# Urban Infrastructure & Environmental Products Company

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Yoshiyuki Hirai  
Company President

- FY2024: Despite weak housing market conditions and sluggish non-residential market conditions in Japan, secured an increase in net sales and operating profit owing to improvements in selling prices and prioritized product sales growth; third consecutive FY of record-high operating profit
- FY2025: Plans for an increase in net sales and operating profit owing to continued prioritized product sales growth, an upswing in overseas sales, and thoroughgoing efforts to secure margins; target record-high operating profit for a fourth consecutive FY and an operating profit margin of at least 10%



\* Data from FY2022 after portfolio reorganization

## External Environment

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

02/2020~  
Spread of COVID-19

07-08/2021  
Tokyo Olympic Games

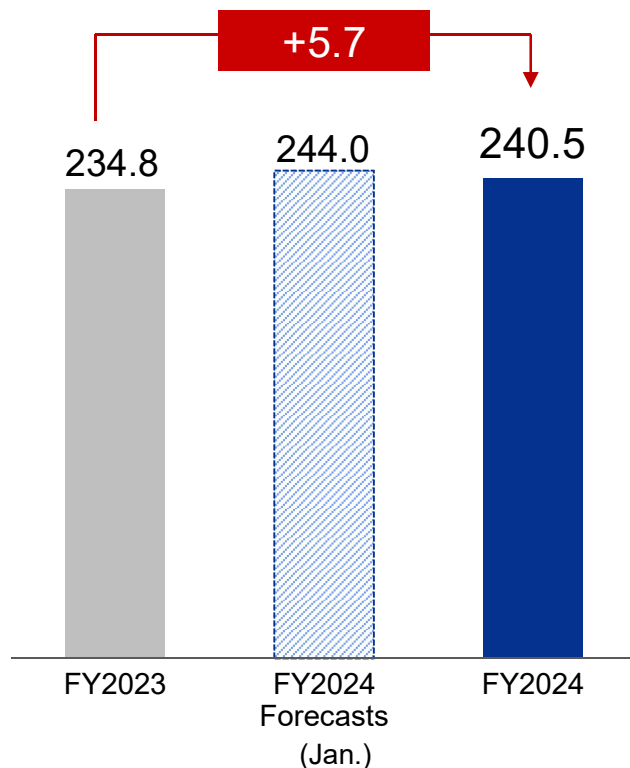
2H FY2023  
Started operations at an FFU synthetic wood plant in Europe

# FY2024 Results Analysis

- Secured an increase in net sales and operating profit on the back of improvements in selling prices and prioritized product sales growth; third consecutive FY of record-high operating profit
- Delays in construction and a deterioration in the movement of cargo in the 4Q owing to overtime restrictions in the construction industry; despite efforts to contain fixed costs, results fell below forecasts (January 2025)

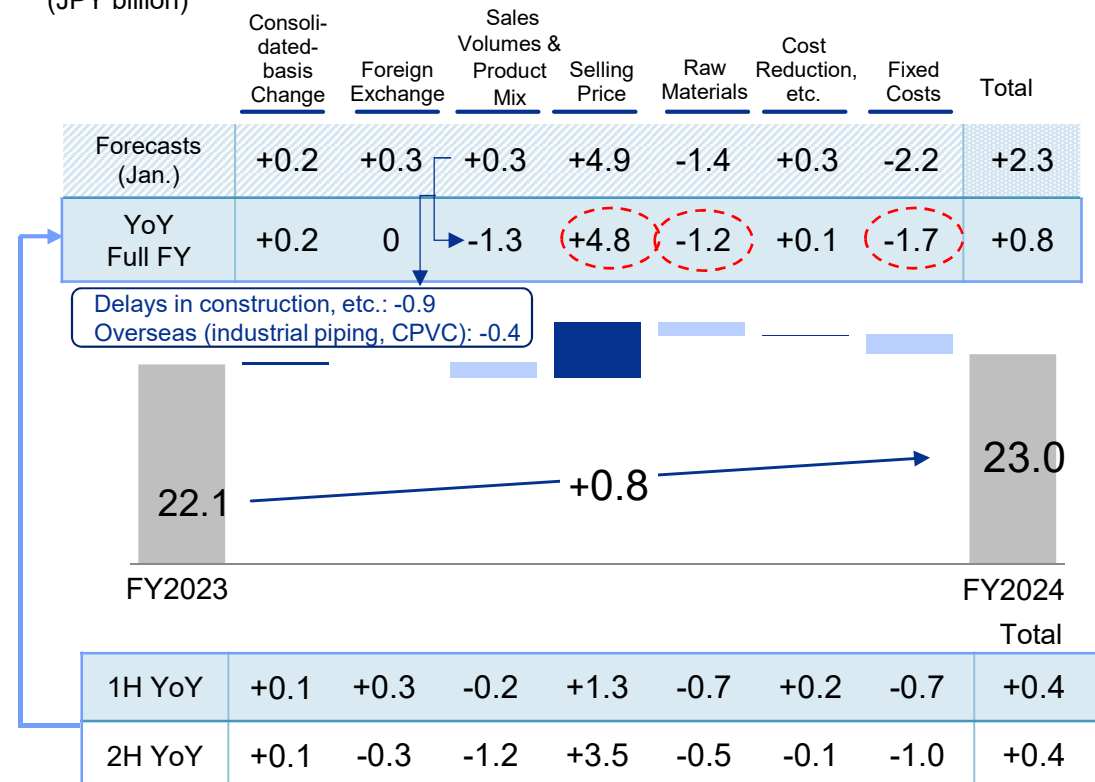
## Net Sales

(JPY billion)



## Analysis of Operating Profit

(JPY billion)



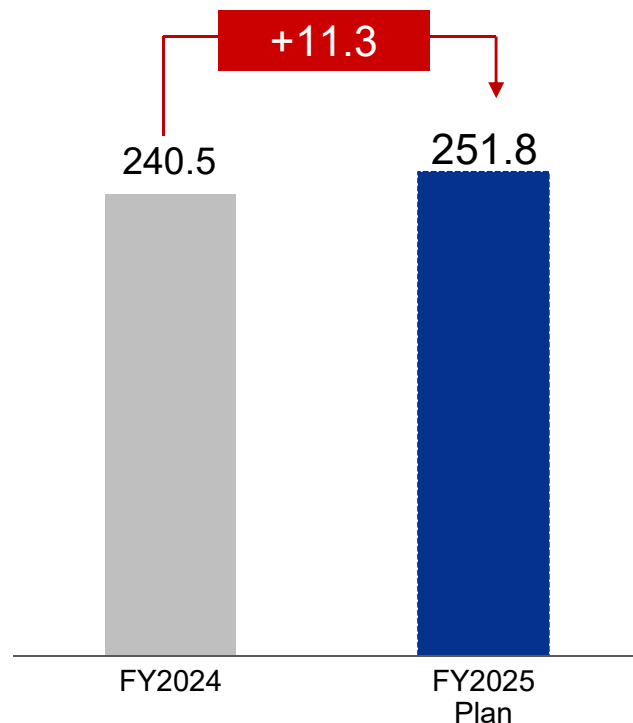


# Overview of FY2025 Plan

- Domestic housing and non-residential market conditions expected to trend along the same lines as the previous year; capital investment demand projected to follow a recovery trend toward the 2H
- Planning an increase in net sales and operating profit on the back of efforts to offset the upswing in total costs through prioritized product sales growth, an increase in overseas sales, and steps to entrench new prices
  - Japan: Focus on expanding prioritized product sales centered on earthquake-resistant polyethylene pipes, fire-resistant products, and water storage panel tanks
  - Overseas: Focus on expanding new CPVC product sales; focus on capturing new FFU and pipeline renewal orders

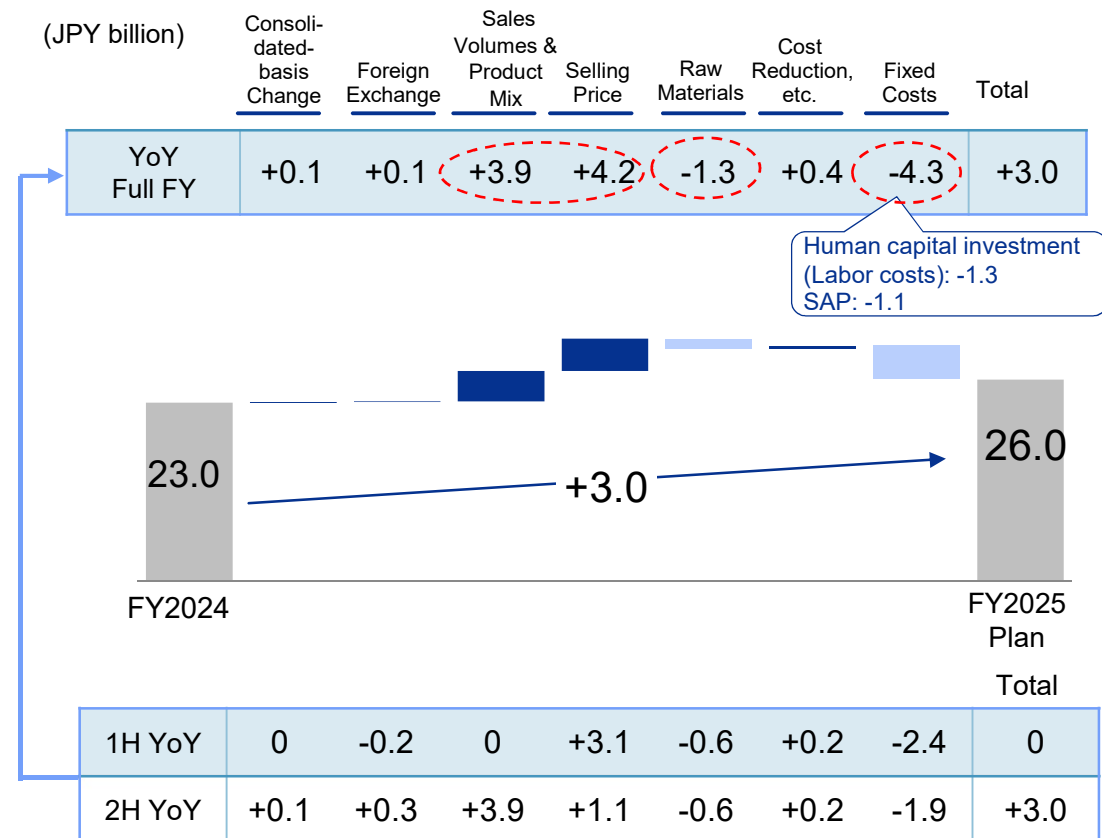
## Net Sales

(JPY billion)



## Analysis of Operating Profit

(JPY billion)



# Three Strategic Fields

UIEP  
Company

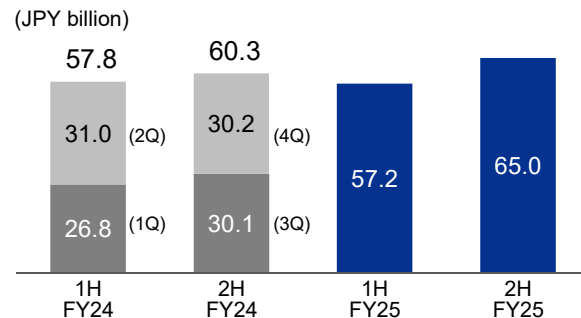
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## Net sales in the Three Strategic Fields and KPI's

### Pipe Systems

Construction and industrial piping

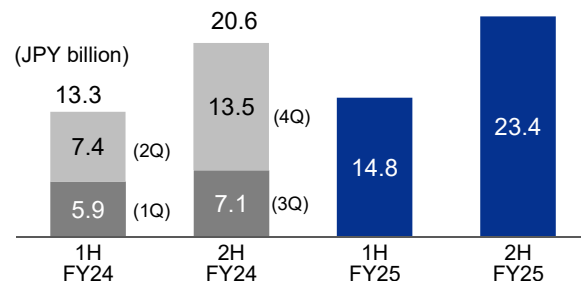
- While housing and non-residential market conditions trend along the same lines as the previous year, recovery in capital investment demand in the 2H; expand sales of prioritized products and work thoroughly to secure margins
- CPVC: Work to expand market share through new competitively priced products



### Infrastructure Renovation

Pipeline renewal

- Pipeline renewal  
Japan: Acquire properties within the FY based on the results of nationwide surveys  
Overseas: Acquire new orders through collaboration with construction partners
- Aqua System  
Focus on large-scale plant equipment and facilities as well as water storage panel tank orders

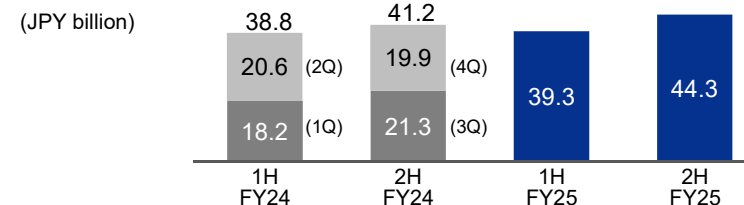


### Building and Infrastructures Composite Materials

Fire resistant and non-flammable materials

Performance materials (railroad sleepers, etc.)

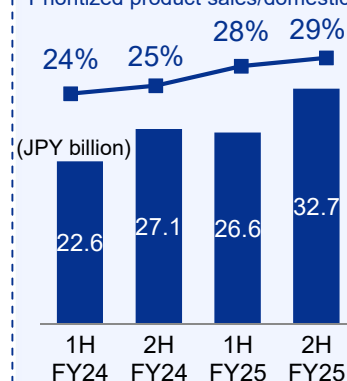
- Fire-resistant and non-flammable materials: Target growth by cultivating new customers
- FFU (railway sleeper application): Aim to expand adoption mainly in Europe
- Prefabricated baths: Focus on capturing nursing care (wells) and renovation demand



### Prioritized Products Sales (Japan)

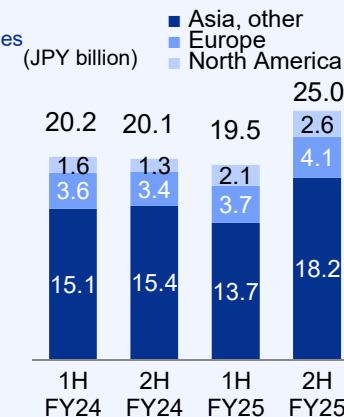
- Expecting growth mainly in earthquake-resistant polyethylene pipes and fire-resistant products

Prioritized product sales/domestic sales



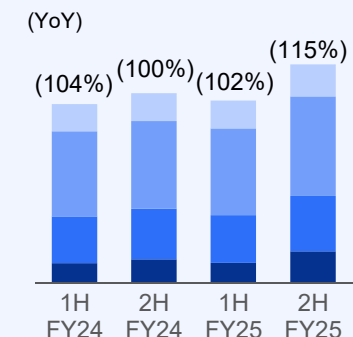
### Overseas Sales\* by Region

- Focus on expanding new CPVC product sales in Asia
- Expecting growth mainly in North America (pipeline renewal) and Europe (FFU)



### Growth Driving Business Sales

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



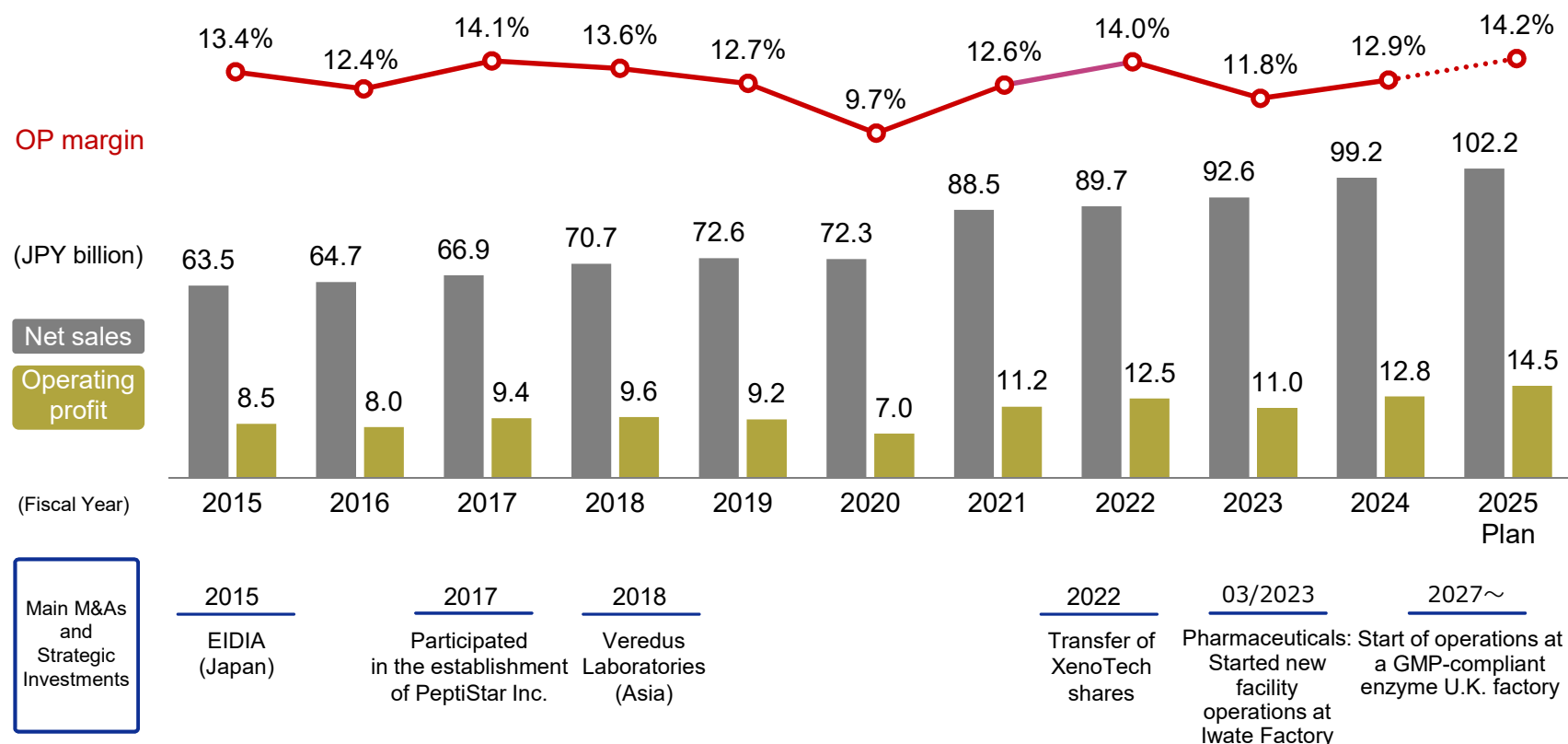
# Medical Business

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Eiichi Takahashi

President of SEKISUI MEDICAL CO., LTD

- FY2024: Record-high net sales and operating profit on the back of increased sales of infectious disease testing kits in the U.S. and mainstay pharmaceutical ingredients as well as the effects of foreign exchange
- FY2025: Work to capture diagnostics demand in Japan and overseas and strengthen efforts to capture new orders in the Pharmaceutical Science Business while targeting record-high net sales and operating profit for second consecutive FY



# FY2024 Results Analysis

Medical  
Business

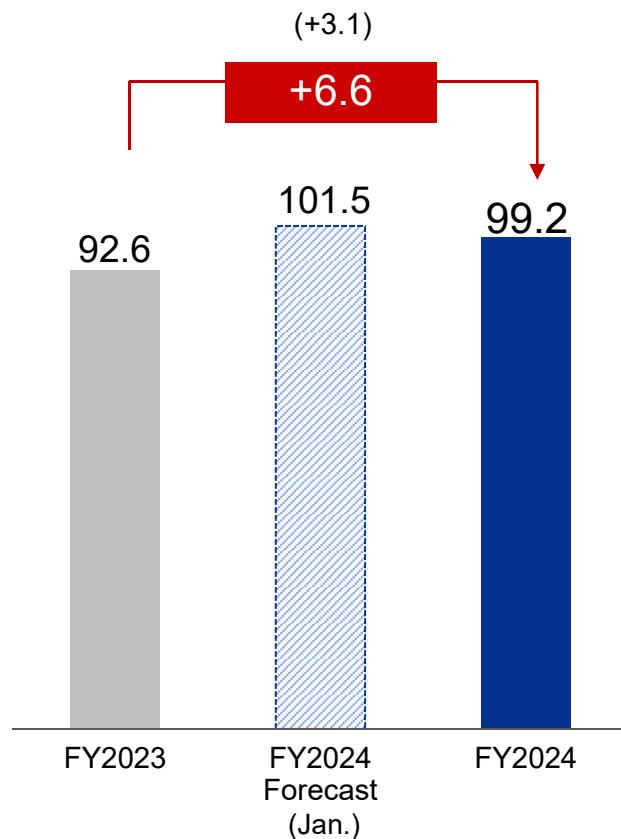
SEKISUI

- Despite falling below forecasts, substantial growth in infectious disease testing kits in the U.S. and contributions from firm mainstay pharmaceutical ingredients helped drive an increase in net sales and operating profit
- Results generally in line with forecasts (January 2025) on the back of successful efforts to control fixed costs

## Net Sales

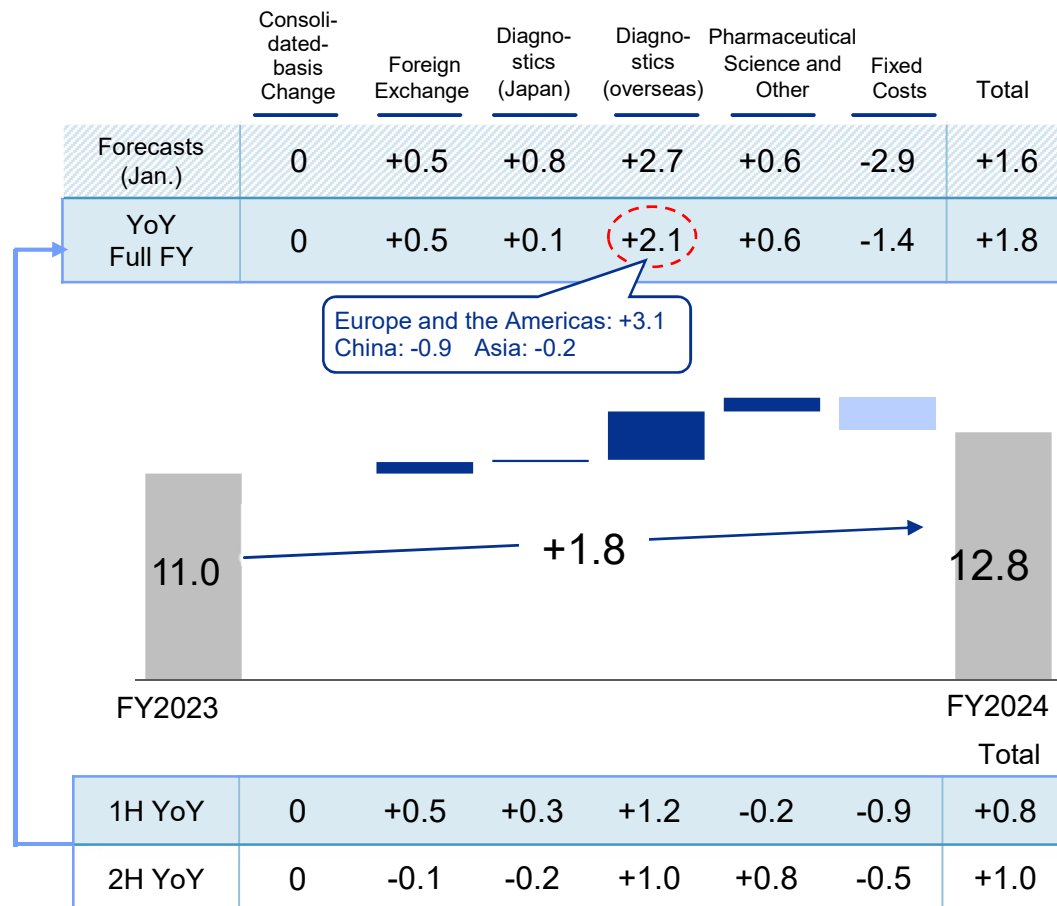
(JPY billion)

\* (): Excluding priority infectious disease testing kits



## Analysis of Operating Profit

(JPY billion)



# Overview of FY2025 Plan

Medical  
Business

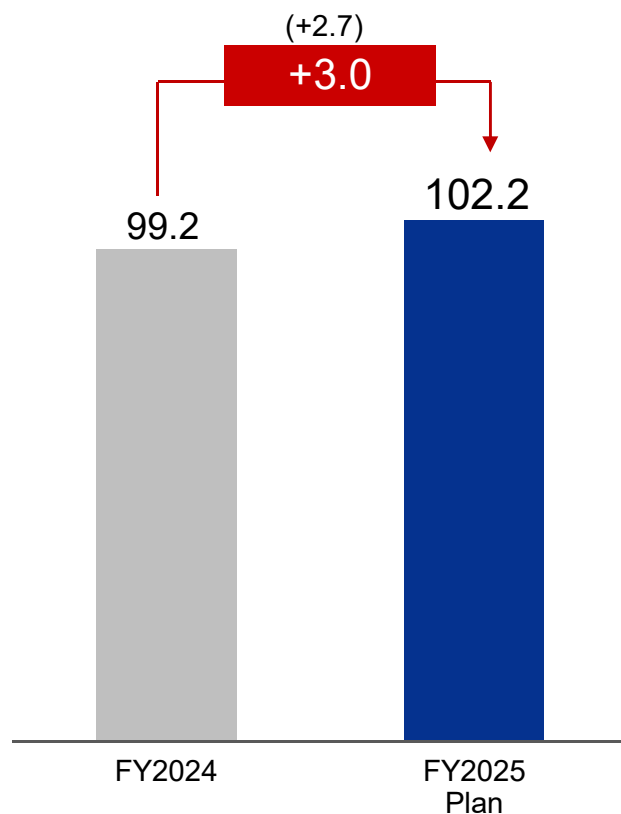
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- Despite the anticipated impact of such factors as a certain decrease in product shipments to major customers in the U.S., planning an increase in operating profit by steadily capturing demand for diagnostics reagents in Japan and new orders in the Pharmaceutical Science Business
- Achieve annual net sales in excess of ¥100 billion and operating profit of ¥14.5 billion; aim for record-high net sales and operating profit

## Net Sales

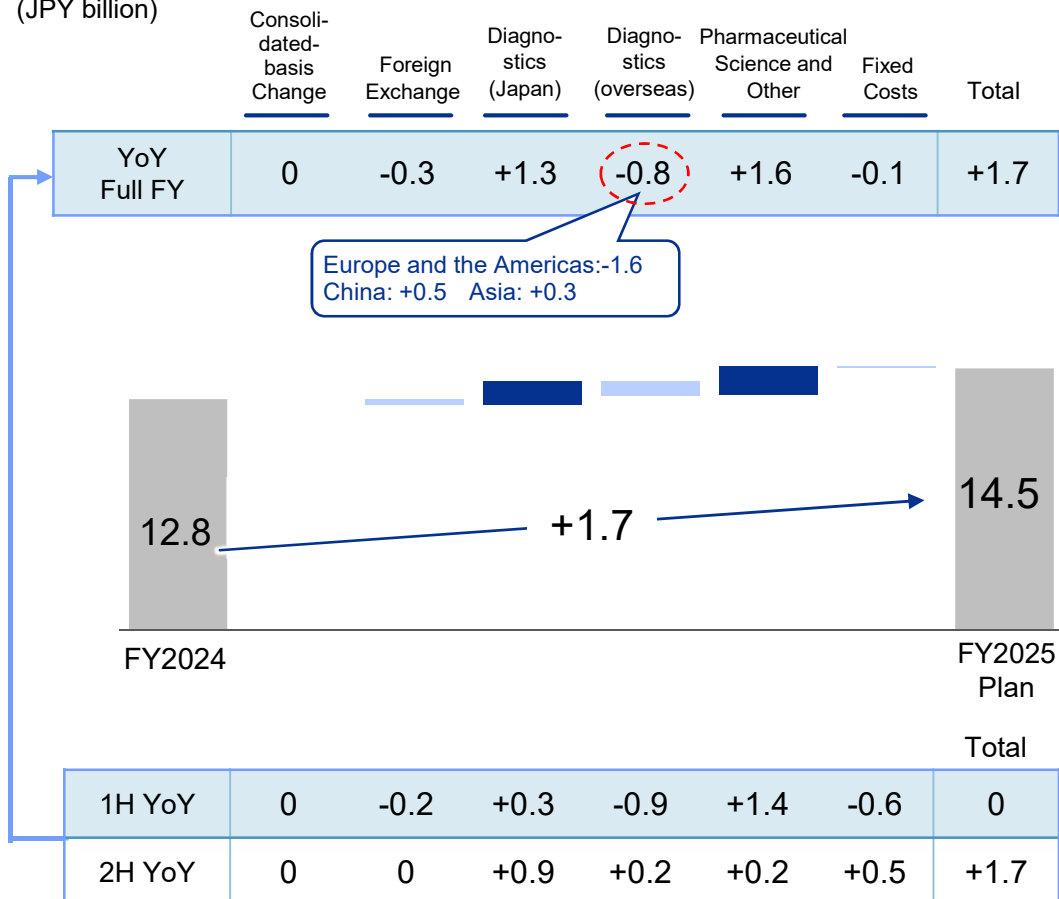
(JPY billion)

\* (): Excluding priority infectious disease testing kits



## Analysis of Operating Profit

(JPY billion)



# Overview by Business

Medical  
Business

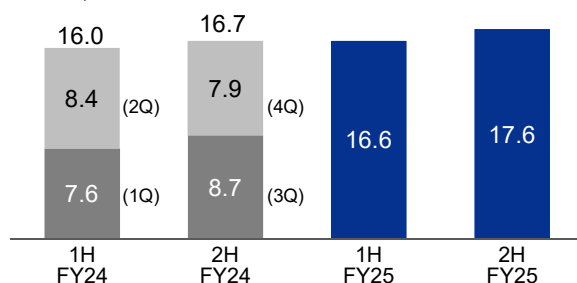
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## Net sales by Business and Overview of Progress

### Diagnostics (Japan)

- FY2024: Steadily captured immunology testing demand
- FY 2025: Continued immunology testing sales growth and target new orders through efforts to bring new coagulation devices to market

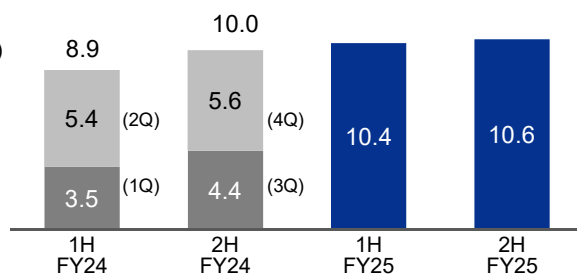
(JPY billion)



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

- FY2024: Firm orders of mainstay pharmaceutical ingredients and drug development solutions
- FY2025: Focus on capturing new orders

(JPY billion)

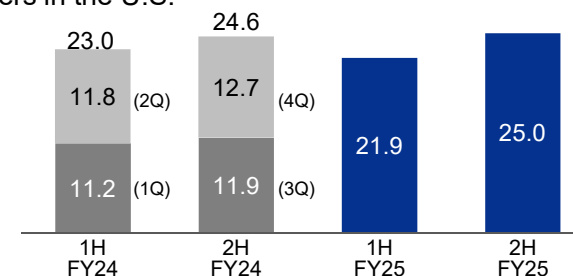


### Diagnostics (overseas)

Overseas testing  
system

- FY2024: Despite a drop in testing demand in China, secured an increase in net sales owing to infectious disease testing kit sales growth in the U.S.
- FY2025: Work to capture new customers by introducing new coagulation devices in China; anticipating the impact of such factors as a certain decrease in product shipments to major customers in the U.S.

(JPY billion)

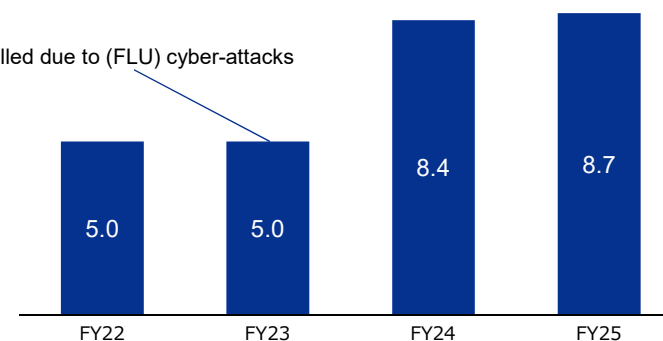


## Trends in Net Sales of Priority Infectious Disease Testing Kits

- FY2025 FLU/COVID-19 demand is expected to remain normal
- Continue to steadily capture demand

(JPY billion)

Shipments stalled due to (FLU) 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

		FY2024			FY2023		
		1H	2H	Full Year	1H	2H	Full Year
CONSOLIDATED	Net sales (JPY billion)	253.7	270.4	524.0	264.8	264.9	529.7
	Housing	165.2	172.2	337.3	175.3	172.6	348.0
	Renovation	53.8	53.4	107.2	50.9	52.4	103.3
	Other	34.7	44.7	79.4	38.6	39.9	78.4
	Real estate	27.6	29.3	56.8	27.3	29.2	56.5
	Residential Services	3.4	3.7	7.1	3.6	3.7	7.3
	Town and Community Development	3.0	11.1	14.1	6.1	5.9	12.0
	Overseas	0.7	0.7	1.4	0.6	0.8	1.4
OTHERS	1.Number of houses sold (Housing units)	4,315	4,315	8,630	4,675	4,485	9,160
	Detached houses	4,045	3,910	7,955	4,400	4,070	8,470
	Housing/Rebuilding	3,465	3,405	6,870	3,745	3,480	7,225
	Ready-built houses	580	505	1,085	655	590	1,245
	Apartment buildings, other	270	405	675	275	415	690
	2. Main data						
	Prices per unit (JPY million) in the detached houses	36.4	37.7	37.0	34.8	35.7	35.2
	Prices per tsubo** (JPY thousand) in the detached houses **Tsubo=3.3 Square meter	1,077	1,110	1,092	1,010	1,039	1,023
	Floor space (Square meter) in the detached houses	111.6	112.1	111.9	113.7	113.3	113.5
	ZEH ratio	-	-	95%	-	-	96%
	Exhibition places (Units)	400	-	388	430	-	404
	Sales staff (Number of person)	2,355	-	2,188	2,451	-	2,241

# Various Performance Data

Group-wide	FY2024				FY2023				FY2022			
■Net Sales (JPY billion)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
HPP	110.6	110.5	112.0	114.2	96.1	104.2	106.0	106.6	99.1	102.4	97.9	97.0
Housing	116.2	137.4	132.0	138.4	121.0	143.8	126.7	138.1	115.7	144.5	129.0	148.2
UIEP	52.5	60.9	60.8	66.2	51.3	58.4	59.8	65.3	50.1	60.3	59.2	64.7
Medical	22.3	25.5	25.1	26.2	20.5	23.2	23.7	25.3	20.6	22.3	22.4	24.4

HPP	FY2024				FY2023				FY2022			
■Net Sales (JPY billion)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Electronics	15.7	16.9	17.8	15.6	12.6	14.8	14.2	13.7	15.7	12.9	13.1	11.6
Mobility	58.7	58.6	58.0	61.2	48.9	55.0	57.4	57.8	43.2	49.3	48.6	50.2
Industrial	26.6	26.5	26.8	26.9	24.3	24.9	24.1	25.4	26.7	27.1	25.2	25.4

Electronics field	FY2024				FY2023				FY2022			
■Net Sales (JPY billion)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Liquid Crystal	4.8	5.1	5.3	5.1	4.7	4.9	4.8	4.5	5.8	3.7	4.1	4.2
Non-LCD	10.9	11.7	12.5	10.5	7.9	9.8	9.5	9.3	9.9	9.2	9.0	7.3
Non-LCD field sales ratio	70%	69%	70%	67%	62%	68%	66%	67%	63%	71%	69%	63%

Mobility field	FY2024				FY2023				FY2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
YoY high performance interlayer film sales volume	112%	100%	95%	108%	98%	102%	107%	103%	98%	119%	102%	98%

# Various Performance Data

Industrial field	FY2024				FY2023				FY2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
■Net Sales (JPY billion)												
Labor-saving product	5.9	6.0	5.8	7.0	4.9	5.2	4.8	5.6	6.0	5.6	4.8	5.3
Environmentally friendly product	1.9	1.9	2.2	2.2	1.7	2.1	2.0	2.2	1.9	1.9	2.1	2.1

Housing	FY2024		FY2023		FY2022	
	1H	2H	1H	2H	1H	2H
■Net Sales (JPY billion)						
Housing	7.9	9.0	6.7	7.9	9.5	11.2
Renovation	5.0	4.9	4.0	4.2	3.6	4.3
Other	1.6	3.1	2.2	2.6	1.7	2.7

UIEP	FY2024				FY2023				FY2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
■Net Sales (JPY billion)												
Pipe Systems	26.8	31.0	30.1	30.2	25.3	29.6	30.1	29.1	25.7	29.8	29.5	28.6
Building and Infrastructures Composite Materials	18.2	20.6	21.3	19.9	18.4	20.0	20.5	19.7	17.3	20.8	20.9	20.4
Infrastructure Renovation	5.9	7.4	7.1	13.5	5.5	7.0	7.2	14.1	5.0	6.9	5.9	12.7

UIEP	FY2024		FY2023		FY2022	
	1H	2H	1H	2H	1H	2H
■Net Sales (JPY billion)						
Prioritized Products(Japan)	22.6	27.1	19.5	26.5	19.0	24.3
Overseas	20.2	20.1	19.5	19.9	22.2	19.5

Medical Business	FY2024				FY2023				FY2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
■Net Sales (JPY billion)												
Diagnostics (Japan)	7.6	8.4	8.7	7.9	7.6	8.0	8.7	8.0	7.8	7.3	8.1	7.7
Diagnostics (overseas)	11.2	11.8	11.9	12.7	9.4	10.0	11.2	12.0	8.9	10.4	10.6	11.2
Pharmaceutical Sciences	3.5	5.4	4.4	5.6	3.6	5.2	3.8	5.3	3.9	4.5	3.7	5.5

**SEKISUI**