

Financial Results Briefing for the Fiscal Year Ended March 31, 2023

SEIKA CORPORATION

(TSE Prime Market: 8061)



Dear every stakeholders, first of all, I would like to express my sincere appreciation to you all, for your continuous interest in SEIKA CORPORATION.

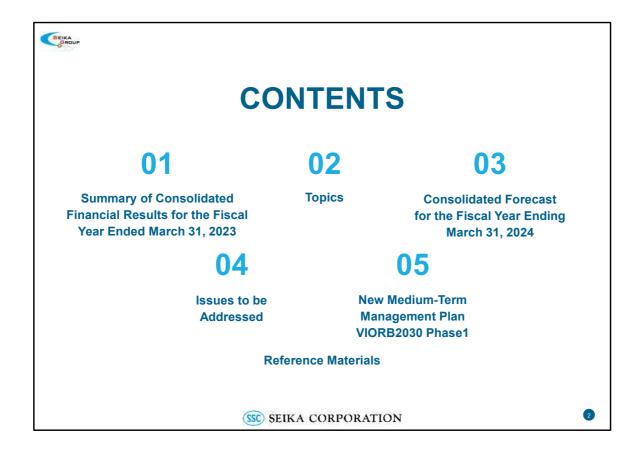
I am Akihiko Sakurai, President of SEIKA CORPORATION.

Thank you for joining us for the financial results briefing and for your continued interest in SEIKA CORPORATION.

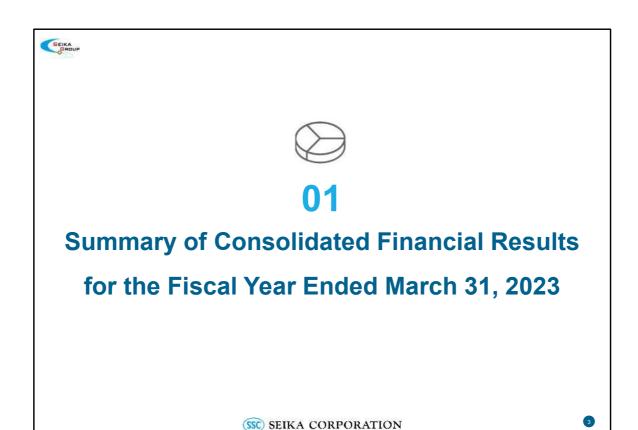
We have decided to hold the financial results briefing for the fiscal year ended March 31, 2023 and also to post a video of the briefing at a later date.

I hope that this briefing and video presentation will give you a better understanding of SEIKA CORPORATION.

Now I will start the proceedings.



In this financial results presentation, I plan to explain the matters shown here in this slide.



Now let me start with the summary of consolidated financial results for the fiscal year ended March 31, 2023.

		l Financial Results March 31, 2023		
	2022/3 Result	2023/3 Result	Change (YoY)	
Transaction value	134.26 billion yen	175.74 billion yen	+30.9%	
Net sales	85.31 billion yen	93.31 billion yen	+9.4%	
Operating income	3.82 billion yen	4.64 billion yen	+21.2%	
Ordinary income	3.88 billion yen	6.29 billion yen	+62.0%	
Profit attributable to owners of parent (adjusted profit *)	2.25 billion yen	5.00 billion yen (2.8)	+122.6%	
* Including negative goodwill of 1.71 billi	on yen, adjusted profit excluding tran	nsient factors was 2.8 billion yen.		
Amount of orders received	83.14 billion yen	90.25 billion yen	7.11 billion yen	
Order backlog	58.76 billion yen	55.69 billion yen	-3.07 billion yen	
	SSC SEIKA	CORPORATION		

Please look at slide 4.

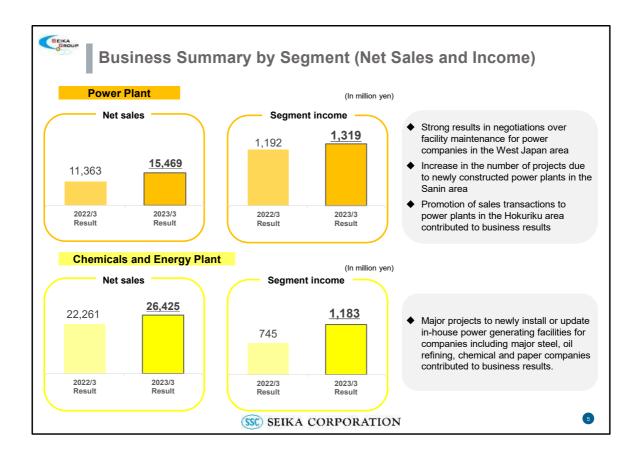
This shows a summary of the consolidated financial results. In circumstances that remained uncertain with the COVID-19 pandemic, the soaring prices of resources and raw materials and the sharp depreciation of the yen, we posted:

Transaction value of 175.74 billion yen, Net sales of 93.31 billion yen, operating income of 4.64 billion yen, ordinary income of 6.29 billion yen, and Profit of 5 billion yen.

Ordinary income and profit increased significantly due to gains on the sale of cross-held shares and the recording of negative goodwill associated with the acquisition of TVE Co., Ltd.

Regarding orders:

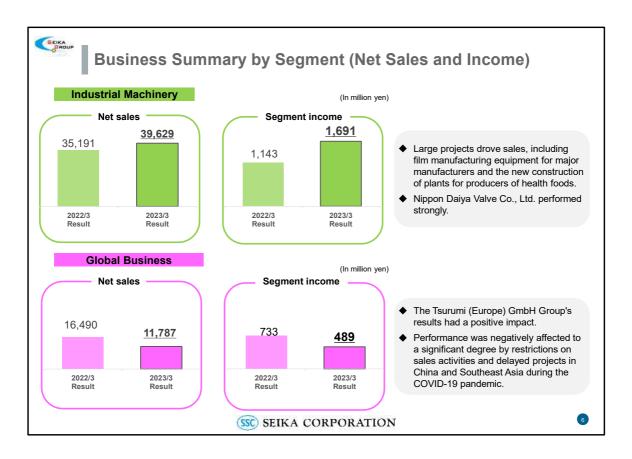
Orders received amounted to 90.25 billion yen and the order backlog stood at 55.69 billion yen.



Next, I will report on results in terms of net sales and income by segment.

In the Power Plant business, both net sales and segment income increased, reflecting an increase in negotiations over facility maintenance for power companies in West Japan area, an increase in projects connected with the construction of new power plants in the Sanin area, and the promotion of sales transactions to power plants in the Hokuriku area.

In the Chemicals and Energy Plant business, major projects for inhouse power generating equipment and other facilities for companies including major steel, oil refining, chemical and paper companies contributed to the results, leading to a rise in net sales and segment income.



In the Industrial Machinery business, large projects related to film manufacturing equipment for major textile manufacturers and the new construction of plants for producers of health foods contributed to business results. Combined with strong performance by Nippon Daiya Valve, net sales and segment income both recorded increases.

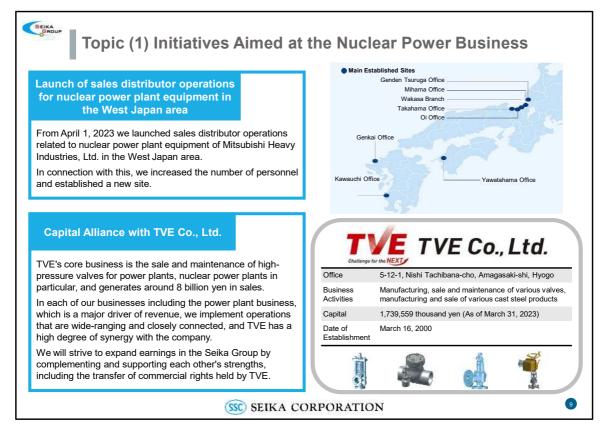
Finally, in the Global business, net sales and segment income decreased. Despite the buoyant performance of the Tsurumi (Europe) GmbH Group, which deals with industrial water pumps, sales activities were restricted and projects were delayed in China and Southeast Asia due to the COVID-19 pandemic.

Business	s Summar	y by Segn	nent			(In billion yen)
		Net sales		Segment income		
	2022/3 Result	2023/3 Result	Change	2022/3 Result	2023/3 Result	Change
Power Plant	11.36	15.47	+4.11	1.19	1.32	+0.13
Chemicals and Energy Plant	22.26	26.43	+4.16	0.75	1.18	+0.44
Industrial Machinery	35.19	39.63	+4.44	1.14	1.69	+0.55
Global Business	16.49	11.79	-4.70	0.73	0.49	-0.24
Total	85.31	93.31	+8.00	3.82	4.68	+0.87
		SSC SEIKA C	ORPORAT	ION		7

This slide includes a table of net sales and income results for the individual segments. I have just explained them. Please take a look to review them.



Next, I will be talking about some topics related to the Seika Group.



First, I would like to talk about an initiative aimed at our nuclear power business.

On April 1, 2023, we launched operations as a sales distributor for the nuclear power plant equipment of Mitsubishi Heavy Industries, Ltd. (MHI) in the West Japan area.

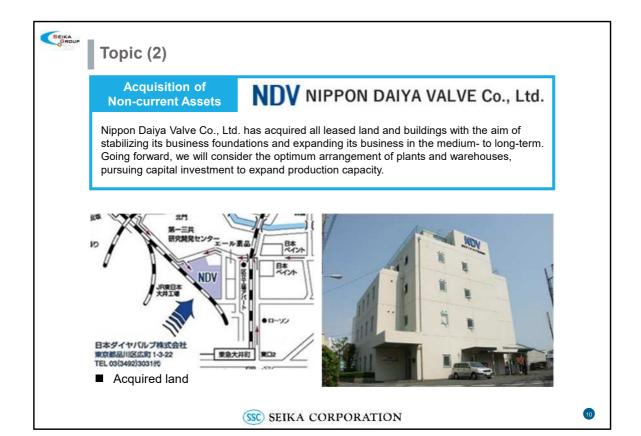
Since our founding, we have provided sales distributor services for the thermal power plant products of MHI in the West Japan area, and in this latest development, we have entered into a new sales distributor agreement with MHI for nuclear power plant-related equipment.

As a result, we have increased personnel by around 30 people to prepare, and have established seven new sites including branches and offices.

We also acquired approximately 300,000 additional shares in TVE Co., Ltd. (formerly Toa Valve Engineering), which is owned by KITZ Corporation, and entered into a capital alliance with TVE, making it an equity method affiliate company.

TVE is a leading manufacturer of high-pressure valves in the field of nuclear and thermal power generation, which generates about 8 billion yen in sales.

This share acquisition and capital alliance is expected to expand commercial rights and we believe it will contribute to revenue.



Moving on to the next topic —

Our consolidated subsidiary Nippon Daiya Valve Co., Ltd., Japan's first diaphragm valve manufacturer, has been leasing all land where its head office and plant are located and several plants and other buildings from Daiichi Sankyo Cop., Ltd. to conduct its operations, but has now acquired all leased land and buildings with the aim of stabilizing its business foundations and expanding its business in the medium- to long-term.

In the future we will think about the optimum arrangement for these plants and warehouses, making capital investments to expand production capacity.



Lastly I would like to talk about returns to employees and human resource initiatives.

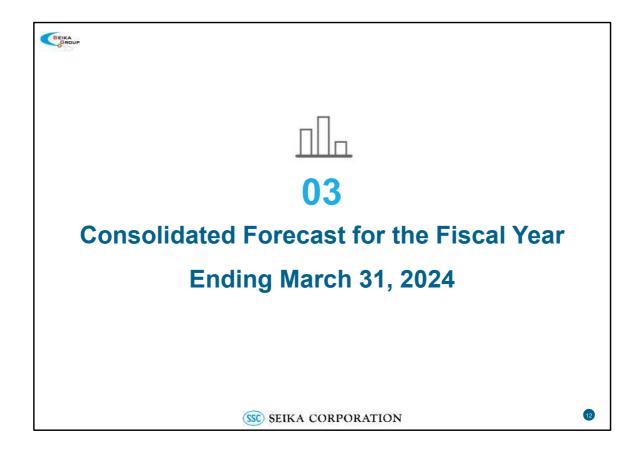
To maintain and raise employee motivation and encourage the growth of each individual, SEIKA treats investments in human resources as one of its most important challenges. As part of those measures, we raised starting salaries for new graduate hires in FY2023 and increased base amounts in the salary table for existing employees.

We also made enhancements to the employee stock ownership system on April 1, 2023, expanding eligibility to the employees of consolidated subsidiaries, and raising incentives from the previous 5% to 10%.

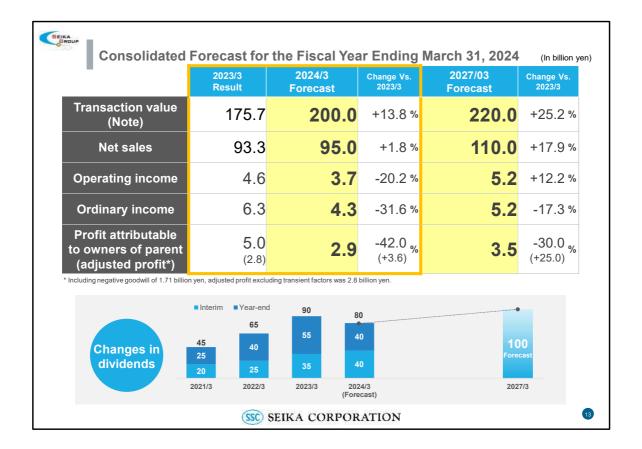
By having the employees of the SEIKA Group themselves become actual shareholders, this scheme aims to enhance their sense of belonging and participation in management, and also strive to enhance medium- to long-term corporate value from the same perspective as shareholders.

In conjunction with this, the scheme helps increase share trading volume and improve liquidity in the stock market by ensuring stable demand for the purchase of stock in the company.

In other human resource initiatives, we are currently considering the introduction of a new personnel system. The aim of this will be to help employees develop career plans and provide a diverse range of options for how they work, by revising the current grade-based system and improving how the results of employees evaluations and reviews are reflected. Additionally, we will also focus more on hiring and engage in diverse recruitment activities in anticipation of medium- to long-term business growth.



I will now move on the consolidated forecast for the fiscal year ending March 31, 2024.

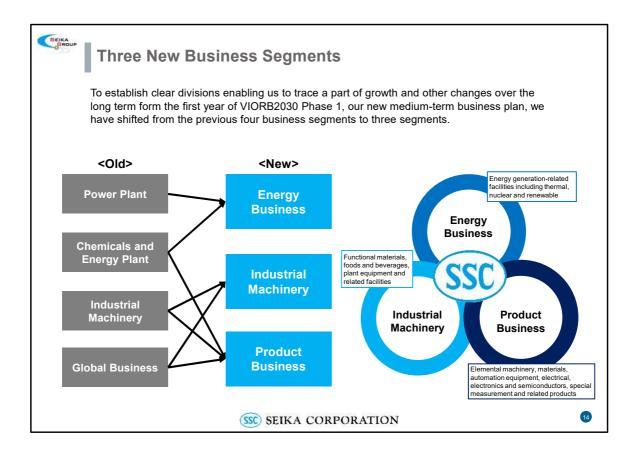


This slide outlines the consolidated forecast for the fiscal year ending March 31, 2024.

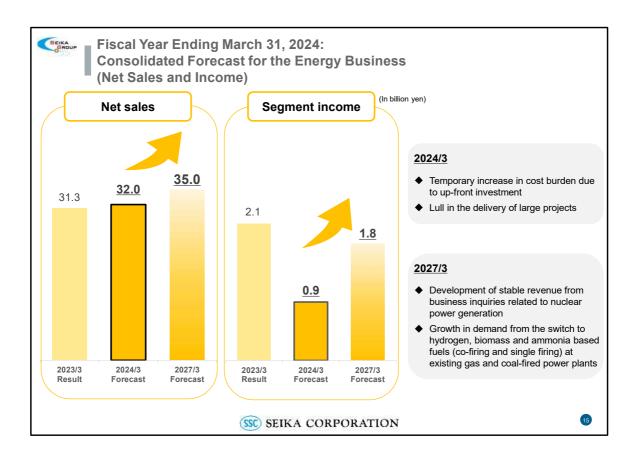
The forecasts are: Transaction value of 200 billion yen, net sales of 95 billion yen, operating income of 3.7 billion yen, ordinary income of 4.3 billion yen, and profit attributable to owners of parent of 2.9 billion yen.

For the current fiscal year, we forecast a full-year dividend of 80 yen per share, consisting of an interim dividend of 40 yen per share and a year-end dividend of 40 yen per share, with a payout target of 35%.

Also note that for the fiscal year ending March 31, 2027 we forecast 3.5 billion yen in profit attributable to owners of parent, in which case we expect to issue an annual dividend of 100 yen per share.



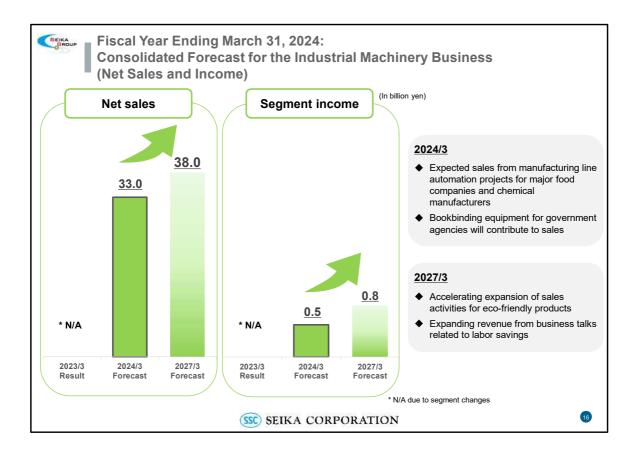
To coincide with the launch of VIORB2030 Phase 1, the new mediumterm business plan we will start to work on from this fiscal year, we have switched from the existing four business segments to three -Energy, Industrial Machinery and Product, in order to make our initiatives in each business easier to understand and more effective.



Now, we will briefly look at the net sales and income forecasts for individual segments.

First in the Energy Business, we expect a temporary increase in cost burden due to up-front investment and a lull in the delivery of major projects, projecting net sales of 32 billion yen with segment income of 0.9 billion yen.

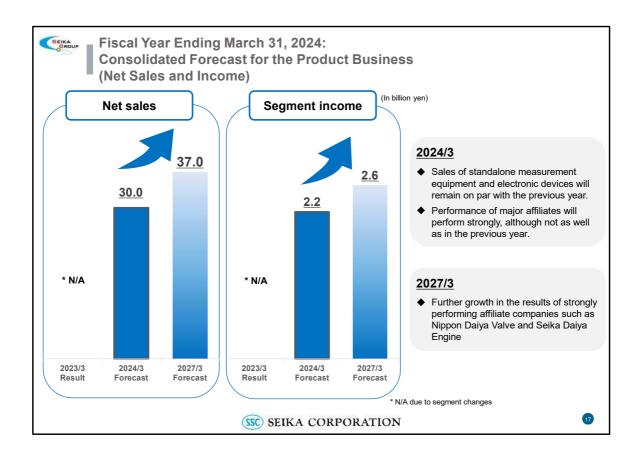
Over the period up to the fiscal year ending March 2027, which will be the final year of the medium-term business plan, we will ensure profitability related to nuclear power generation and also focus on business talks for the conversion of coal-fired thermal power plants to ammonia co-firing, as well as hydrogen gas turbines, aiming to roughly double segment income to 1.8 billion yen.



Next, I would like to talk about the Industrial Machinery Business.

In the fiscal year ending March 31, 2024, we expect to generate sales from manufacturing line automation projects for major food companies and chemical manufacturers, as well as bookbinding equipment for government agencies. We project net sales of 33 billion yen, with segment income of 0.5 billion yen.

Over the period up to the fiscal year ending March 2027, we will push forward to develop the foundations for growth of the Industrial Machinery Business Segment, by firmly targeting business talks related to "energy and resource conservation" and "circular economy" set forth in the VIORB 2030 long-term vision, and utilizing investment to drive the development of new commercial products.



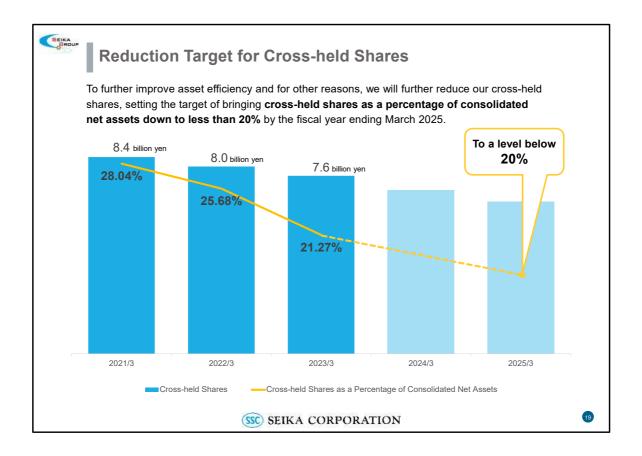
And the last but not least segment is the Product business. The Product Business is made up of standalone measurement equipment and electronic devices, as well as Group companies that deal with unique equipment, including Nippon Daiya Valve (NDV), Seika Digital Image (SDI), Seika Daiya Engine (SDE) and Tsurumi (Europe) GmbH (TEG).

In the fiscal year ending March 31, 2024, we expect sales of standalone measurement equipment and electronic devices to remain on par with the previous year, and project strong performance at our major affiliates of NDV, SDE, Shikishimakiki and TEG, although not as much as the previous year. We forecast net sales of 30 billion yen, with segment income of 2.2 billion.

In the fiscal year ending March 2027, the business results of affiliates including NDV and SDE will rebound from the effects of beefed up personnel numbers. We also project growth in business results from new initiatives such as the drone business, which makes use of standalone measurement equipment.

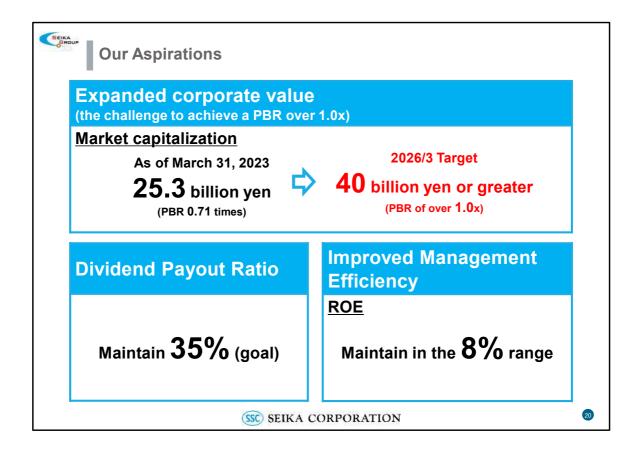
March 31	, 2024 by			l Year En		(In billion yen
	Net sales			Segment income		
	2023/3 Result	2024/3 Forecast	2027/3 Forecast	2023/3 Result	2024/3 Forecast	2027/3 Forecast
Energy Business	31.3	32.0	35.0	2.1	0.9	1.8
Industrial Machinery	62.0	33.0	38.0	2.6	0.5	0.8
Product Business		30.0	37.0		2.3	2.6
Total	93.3	95.0	110.0	4.7	3.7	5.2

This slide includes a table showing the net sales and income forecasts for the individual segments.



As disclosed in February of the last fiscal year, based on the Corporate Governance Code we determine the appropriateness of shareholdings after verifying the effects of retaining cross-held shares, and are making progress in reducing our cross-held shares for the purpose of improving asset efficiency, among other aims.

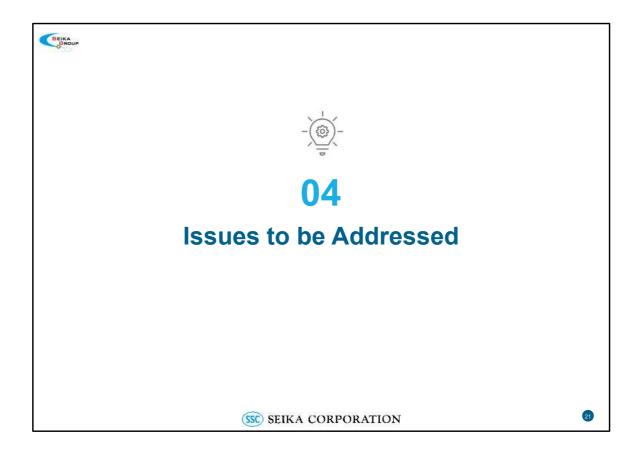
We are moving forward with the target of reducing cross-held shares as a percentage of consolidated net assets to a level under 20% by the fiscal year ending March 2025.



Next, in response to the request issued by the Tokyo Stock Exchange on March 31, 2023 for "Action to Implement Management that is Conscious of Cost of Capital and Stock Price," after first analyzing the current situation at Seika, we will start considering specific initiatives to achieve a PBR of more than 1.0 times.

While maintaining a dividend payout ratio of 35% and an ROE of 8%, we will target a market capitalization of 40 billion yen in the fiscal year 2026.

We will announce details about these initiatives this autumn.



Next I would like to talk about the issues to be addressed.



Issues to be Addressed <Business Perspective>

(1) Practicing and driving the implementation of management and business activities based on the VIORB2030 Phase 1 Medium-term Business Plan

Adopting the environment as a key theme, we will aim to meet stakeholder expectations while achieving sustainable growth and the enhancement of corporate value in the medium and long term.

(2) Early stabilization of management in sales distributor operations related to nuclear power generating equipment

We have entered into a sales distributor agreement related to nuclear power plant equipment with Mitsubishi Heavy Industries, and have simultaneously secured various distribution rights related to nuclear power plant equipment for the products of other manufacturers. We will achieve stable management at an early stage.

(3) Expanding commercial rights utilizing business investment, etc., securing competitive commercial products

To acquire new good quality commercial rights and commercialize the competitive technologies and products we have on hand, we will establish systems to coordinate between sales locations and the HQ side and engage in business investment.

On the financing side, we will introduce cash management that includes credit lines and maximize surplus funding.





We see the issues to be addressed on the business side as follows.

- (1) Practicing and driving the implementation of management and business activities based on the VIORB2030 Phase 1 Medium-term Business Plan
- (2) Early stabilization of management in sales distributor operations related to nuclear power generating equipment
- (3) Expanding commercial rights utilizing business investment, etc., securing competitive commercial products



Issues to be Addressed < Management Side>

(1) Implementing human resources measures aimed at the motivation and growth of employees as a management resource

To achieve optimum personnel placements that leverage the abilities of each employee and maximize our performance as an organization, we are pursuing human resources-related measures such as revisions to personnel systems, the development of more sophisticated training schemes and workstyle innovations.

Additionally, from the perspective of corporate sustainability, we are continuing with initiatives to actively cultivate management

(2) Developing more sophisticated consolidated management and strengthening sales capabilities on a global and Group basis

As a corporate group made up of 29 companies spanning 13 countries, we will recognize and define the strengths of each company, and focus management resources accordingly.

Moreover, we will transition our trading company-type overseas subsidiaries to a business implementation system equivalent to

the core Company's sales locations, raise the involvement of Sales Headquarters and strive to enhance sales capabilities

(3) Action to implement management that is conscious of cost of capital and stock price

In response to the request issued by the Tokyo Stock Exchange on March 31, 2023, after first analyzing the current situation at the Company, we will strive to make improvements to achieve a PBR of more than 1.0 times and an ROE of at least 8%.

(4) Developing a sustainability-related management structure and publicizing our efforts

Our corporate motto (corporate philosophy) is to contribute to society through the expansion of business. In keeping with the strategy defined in VIORB 2030, the long-ferm vision we formulated based on this philosophy, we will work towards achieving the sustainable growth of the Seika Group and enhanced corporate value in the medium and long term, while striving to realize a sustainable society.

(Once the Sustainability Committee has been established, we will disclose more details including its role and how it will operate.)





We see the issues to be addressed on the management side as follows.

- (1) Implementing human resources measures aimed at the motivation and growth of employees as a management resource
- (2) Developing more sophisticated consolidated management and strengthening sales capabilities on a global and Group basis
- (3) Action to implement management that is conscious of cost of capital and stock price
- (4) Developing a sustainability-related management structure and publicizing our efforts



Moving on, I would like to introduce our new medium-term management plan.

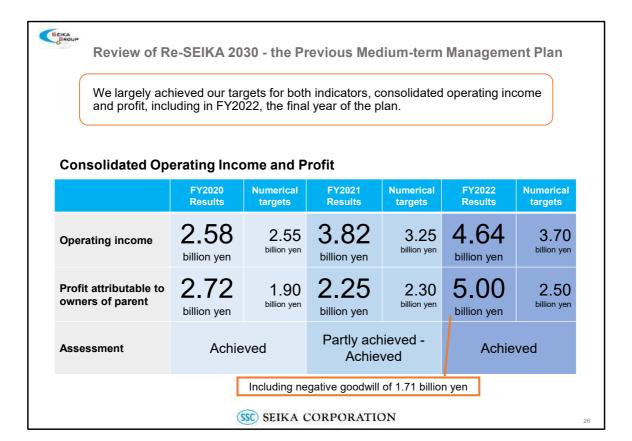


Medium-Term Management Plan 2026 FY2023 - FY2026

VIORB2030 Phase 1

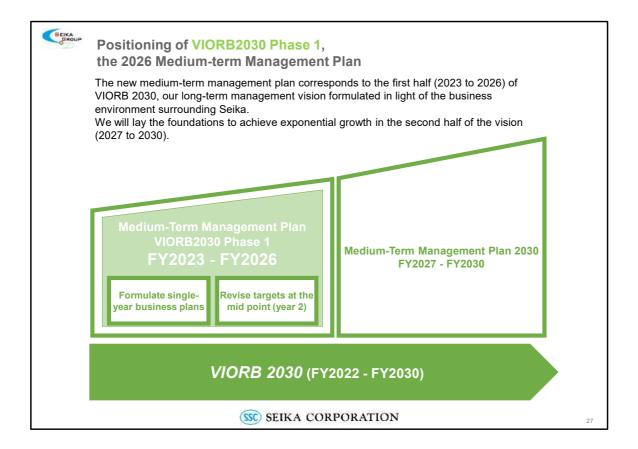


On this occasion I would like to give a brief overview of the new VIORB2030 Phase 1 medium-term management plan we have formulated.



Here, I would first like to review Re-SEIKA 2023, the previous medium-term management plan.

The three years of the previous medium-term plan were marked by dramatic changes to the business environment surrounding the company, including the acceleration of decarbonization around the world and the global COVID-19 pandemic. However, by engaging in the selection and concentration of management resources aimed at strengthening our management foundations and pursuing fundamental improvements to business efficiency, we achieved our declared targets for both operating income and profit.



The new medium-term management plan VIORB2030 Phase 1 corresponds to the first half (FY2023 to FY2026) of the VIORB 2030 Long-term Management Vision formulated in light of the business environment surrounding Seika, while the second half of the vision (FY2027 to FY2030) has been designed to lay the groundwork for exponential growth.

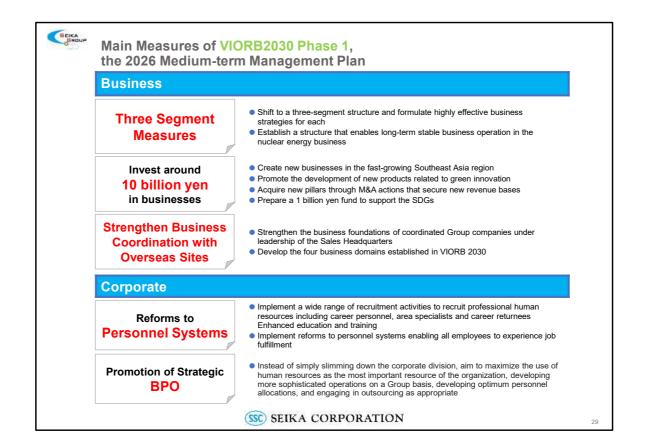
And the end of FY2024, we will make revisions to target values for FY2026, the final year of the plan.



We have declared three growth strategies: pillars of sales strategy, rebuilding the business portfolio and human resource strategy.

The specifics are as follows.

- Strengthen the business foundations based on the energy business
- Make strategic business investments in growth areas
- Engage in selection and concentration based on a careful examination of each business entity's growth potential, and implement asset replacement
- Develop a workplace environment in which all employees experience job fulfillment



The key measures are as follows. Please take a look to review them.



Conclusion

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Promoting dialogue with shareholders and taking action on disclosure

On March 31, 2023, a notice about "Better Dialogue with Shareholders and Related Disclosure" was received from the Tokyo Stock Exchange. For its part, Seika will develop systems to encourage constructive dialogue with shareholders and step up related efforts.

Conducting briefings for individual investors (six briefings per year planned)

In addition to planning six online investor seminars aimed at individual investors (three in the first half and three in the second half), we are also considering inviting individual investors to in-person briefings in major Japanese cities (Tokyo, Osaka and Fukuoka, etc.).

Through these efforts, we will promote a more in-depth understanding of the Seika Group and encourage dialogue with shareholders.

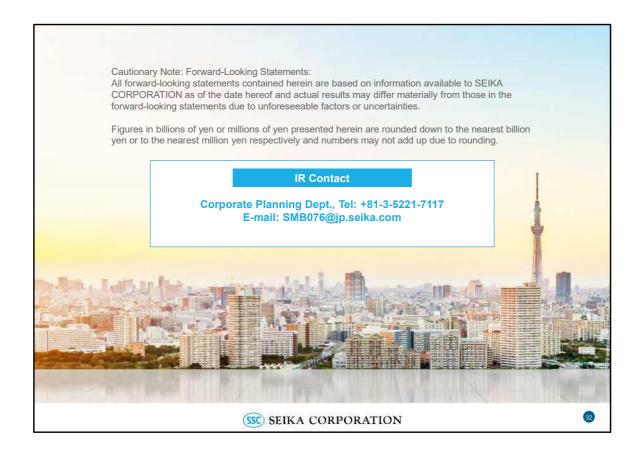




Seika will develop systems to encourage constructive dialogue with shareholders and step up related efforts.

In addition to results briefings for institutional investors, starting this fiscal year we will hold briefings aimed at individual investors. In addition to presenting online investor seminars, we are considering holding in-person briefings in major Japanese cities.

We will continue to pursue these initiatives to promote a deeper understanding of the Seika Group, enhancing corporate value and achieving sustainable growth by receiving a range of feedback through dialogue with shareholders.



This is the end of the financial results briefing for the fiscal year ended March 31, 2023.

We look forward to your continued support and guidance.

If you have any questions about this financial results briefing, please contact our Corporate Planning Department, and its staff will respond.

Thank you very much for your time.