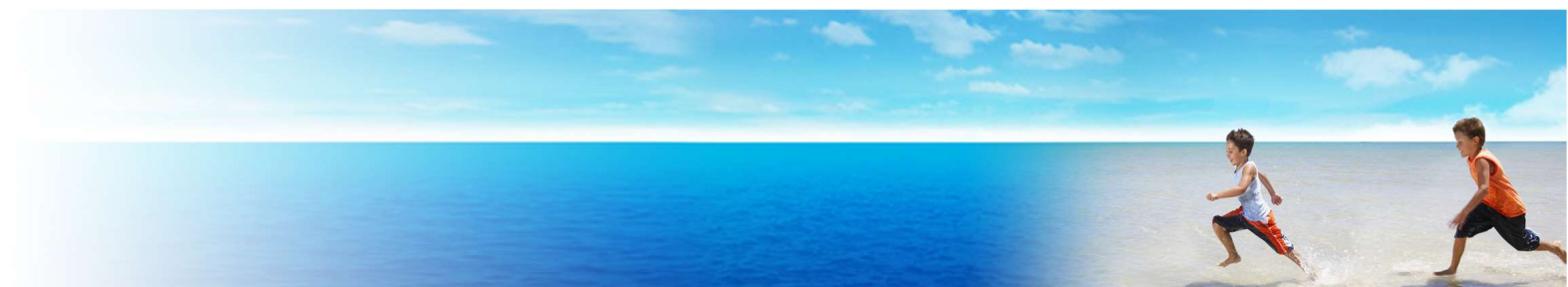




FY2022 Third Quarter Financial Results Briefing

The 99th period : Apr. 1st, 2022- Dec.. 31st, 2022



February 2, 2023

PACIFIC INDUSTRIAL CO., LTD.

- 1. FY2022 3rd Quarter Financial Performance**
- 2. Financial Forecast (FY2022)**

Cautionary Statement with Respect to Forward-Looking Statements

These materials contain forward-looking statements that reflect our current expectations. These forward-looking statements are not guarantees of future performance. It involves any risk depending on the Japanese or international economic situation, business trends related to our company, fluctuation of exchange rates and other factors. It may cause our actual performance to be materially different from any future results announced.

1-1 Q3 Consolidated Financial Summary



Increase in sales and reached a record high, decrease in income due to higher costs of materials, etc.

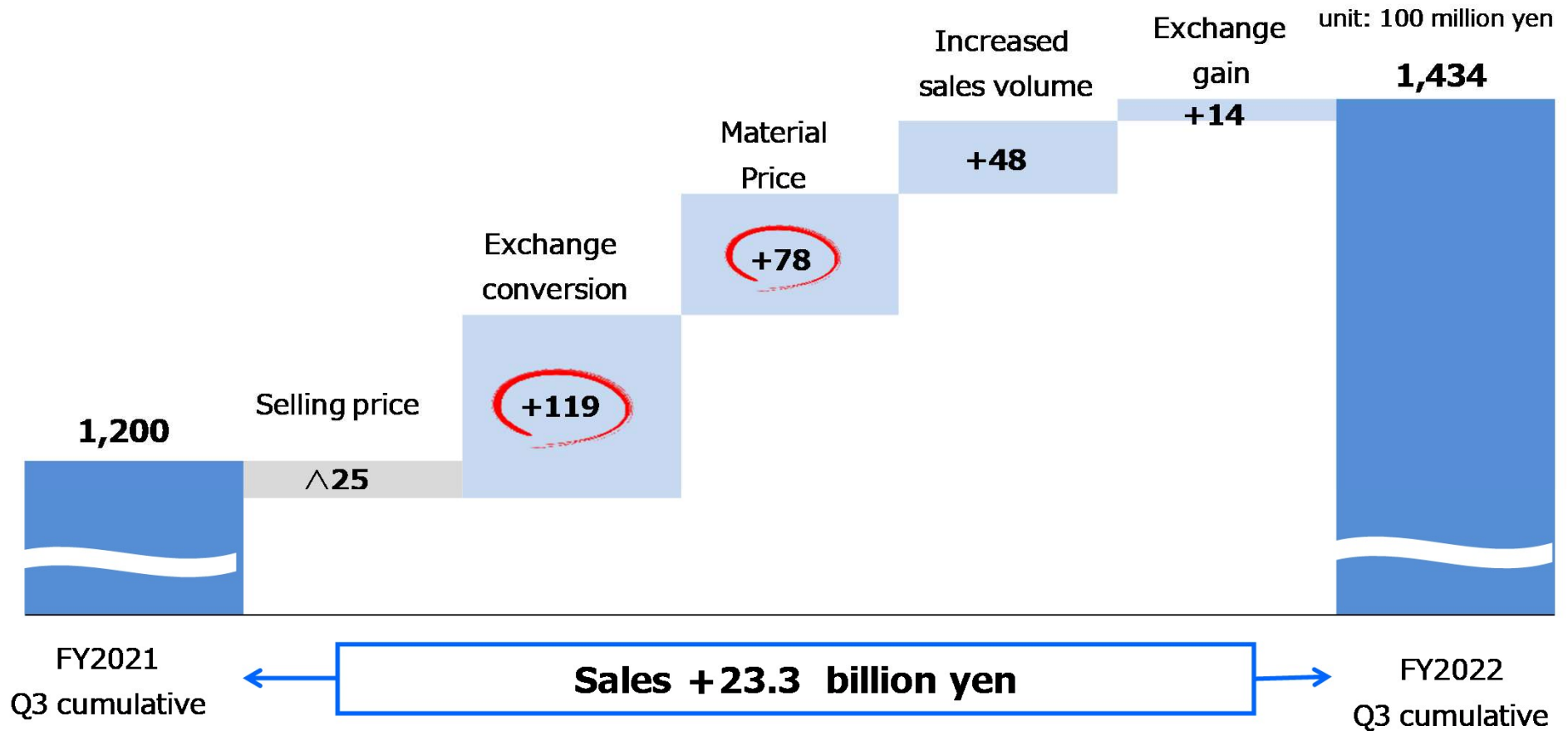
(100 millions of yen, %)

	FY2021	FY2022	YoY rate	
	Q3 Cumulative Result	Q3 Cumulative Result	Gain&Loss	% Change
Sales	1,200	Record High 1,434	+233	+19.5
Operating Income	Record High 77	56	△20	△26.9
Operating Income Ratio	6.5%	4.0%	△2.5P	-
Ordinary Income	Record High 100	85	△15	△15.1
Ordinary Income Ratio	8.4%	5.9%	△2.5P	-
Net income attributable to owners parent	Record High 74	62	△12	△16.2
Quarterly Net Income margin	6.2%	4.3%	△1.9P	-
Average exchange rate (U.S. dollars)	¥110.9	¥135.4	¥24.5	-

1-2 Q3 Analysis of Consolidated Sales



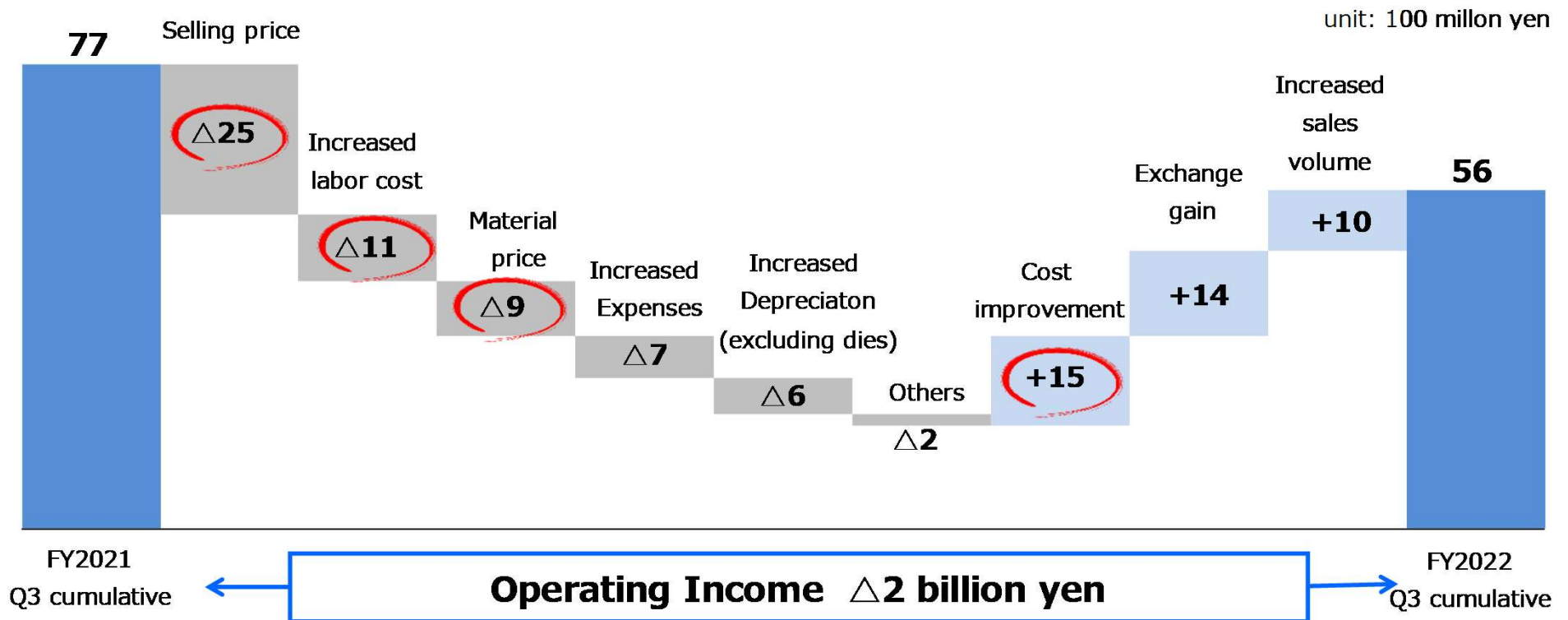
Record high sales for Q3 due to yen depreciation, rising steel prices and recovery of overseas production



1-3 Q3 Analysis of Consolidated Operating Income



Income decreased due to lower selling prices and higher costs despite efforts to improve costs



1-4 Financial Results by business segments



Sales increased and income decreased for both segments

(100 million yen,%)

	Sales				Operating Income			
	21/Q3 Cumulative Result	22/Q3 Cumulative Result	Gain&Loss	YoY rate %Change	21/Q3 Cumulative Result	22/Q3 Cumulative Result	Gain&Loss	YoY rate %Change
Stamping & Molding	829	1,027	+197	+23.8	32	20	△12	△37.8
Operating Income Ratio					3.9%	2.0%	△1.9P	
Valves	369	405	+36	+9.8	45	36	△9	△19.9
Operating Income Ratio					12.2%	8.9%	△3.3P	

1-5 Financial Results by Region



**Sales increased and income decreased in Japan, Europe, and America.
Sales and income increased in Asia**

(100 million yen,%)

	Sales				Operating Income			
	21/Q3	22/Q3	YoY Rate		21/3Q	22/3Q	YoY Rate	
	Cumulative results	Cumulative results	Gain&Loss	%Change	Cumulative results	Cumulative results	Gain&Loss	%Change
Japan	507	553	+45	+9.0	46	35	△10	△23.2
Operating Income Ratio					9.2%	6.5%	△2.7P	
Europe & America	455	559	+103	+22.8	8	△ 13	△21	-
Operating Income Ratio					1.9%	△ 2.3%	△4.2P	
Asia	237	321	+84	+35.5	22	29	+7	+31.5
Operating Income Ratio					9.5%	9.2%	△0.3P	

1. FY2022 3rd Quarter Financial Performance
2. **Financial Forecast (FY2022)**

2-1 FY2022 Forecast Summary



We have left the financial forecast unchanged from that announced on October 26. Sales are expected to reach a record high.

(100 million yen,%)

	FY2021	FY2022	YonY rate	
	Result	Forecast 10/26	Gain&Loss	%Change
Sales	1,644	1,850	+205	12.5%
Operating Income	107	85	△22	△21.0%
Operating Income Ratio	6.5%	4.6%	△1.9P	—
Ordinary Income	146	115	△31	△21.3%
Ordinary Income Ratio	8.9%	6.2%	△2.7P	—
*1 Current Net Income	98	83	△15	△15.3%
R O E	8.1%	6.2%	△1.9P	—
R O A (Operating income basis)	4.6%	3.4%	△1.2P	—
Net Assets per Share	¥2,138	¥2,316	¥178	8.3%
*2 Average exchange rate (US dollars)	¥112.1	¥134.4	¥22.3	—

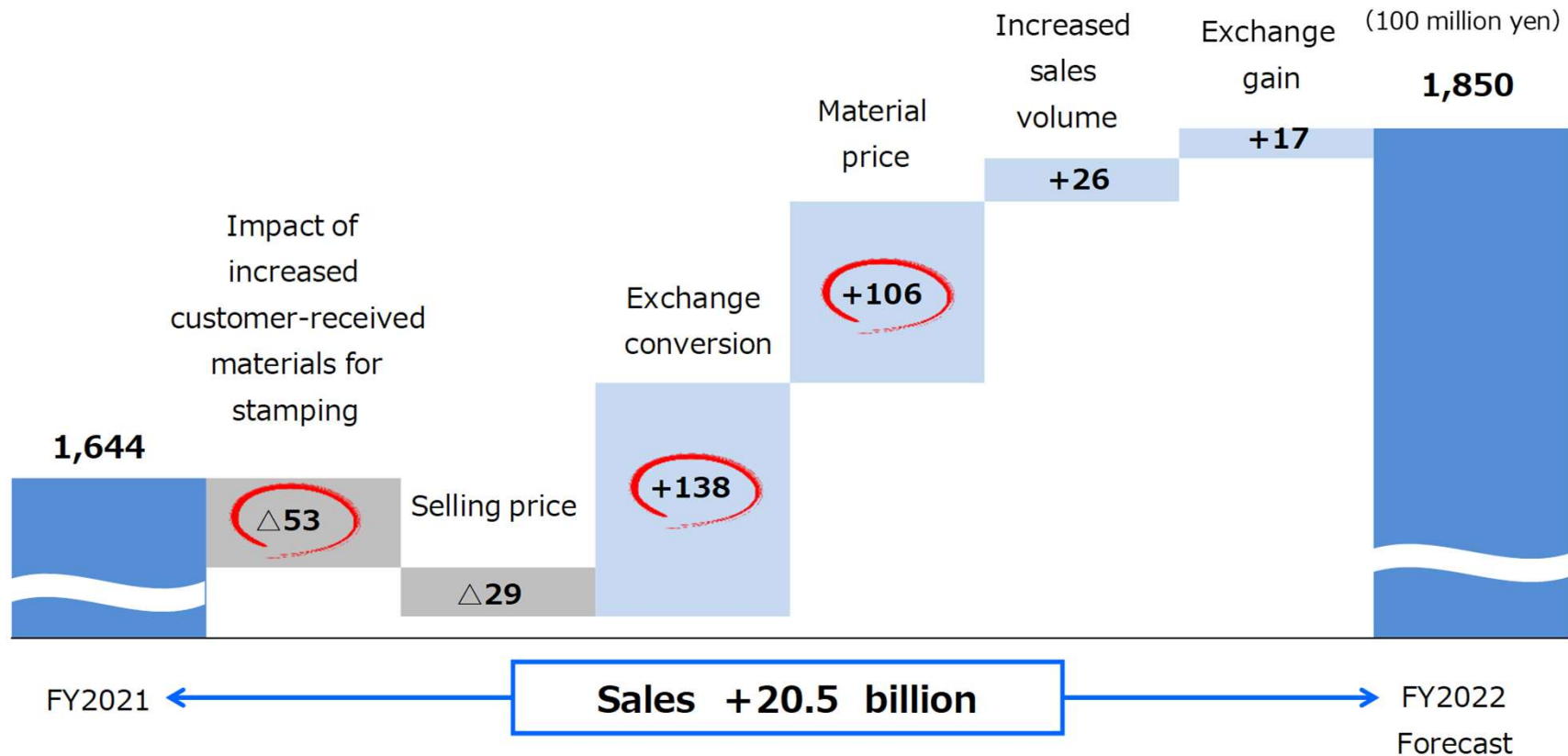
*1 Current net income is the current net income attributable to the parent company shareholders.

*2 The assumption of the exchange rate for the fourth quarter onward has been revised from the previous forecast of 140 yen/\$ announced on Oct. 26th to the current forecast of 130 yen/\$.

2-2 Analysis of FY2022 Forecasts: Consolidated Sales



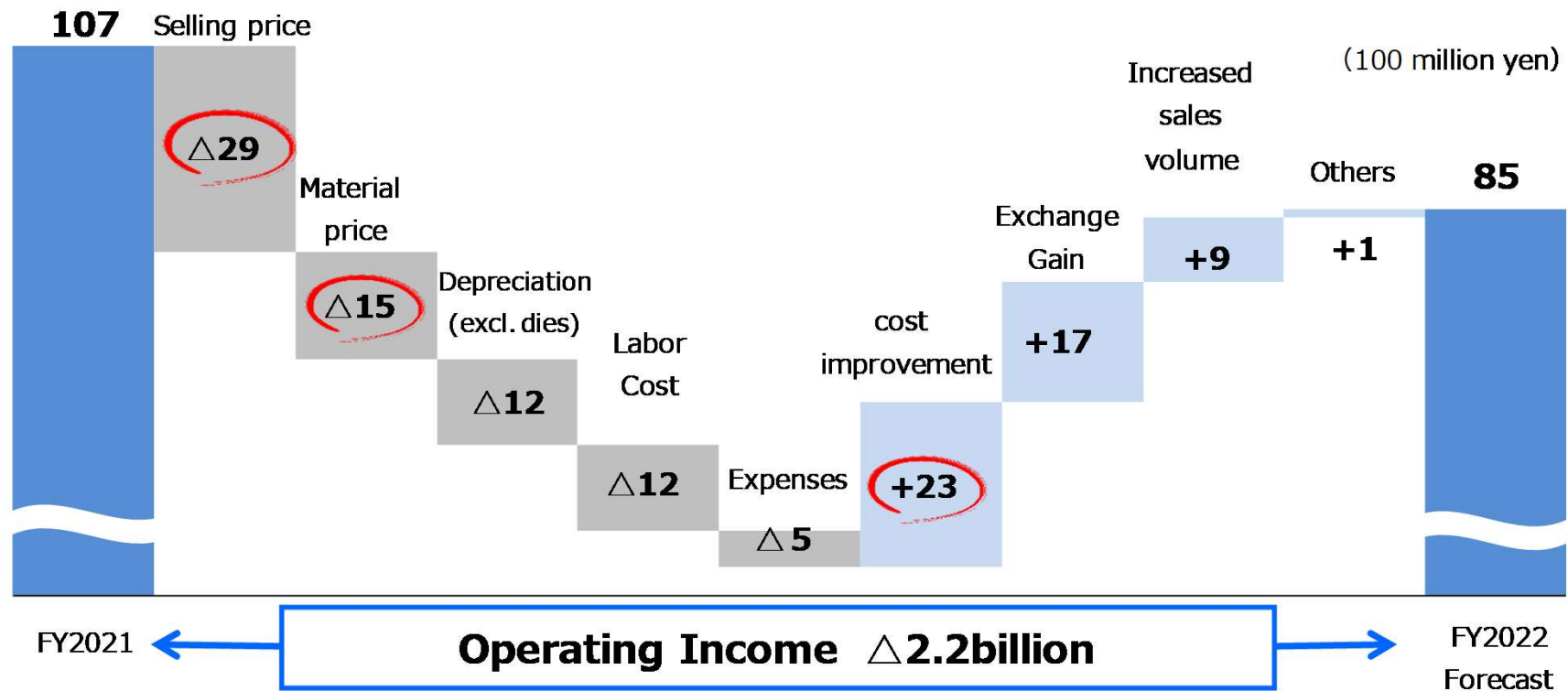
Sales are expected to reach a record high due to the impact of yen depreciation, rising steel prices and recovery of overseas production.



2-3 Analysis of FY2022 Forecasts: Operating Income



Income decreased due to lower selling prices and higher costs despite efforts to profit improvements



2-4 Forecast by Business Segments



Sales increased and income decreased for both segments

(100 million yen,%)

	Sales				Operating Income			
	FY2021 Result	FY2022 Forecast	YoY Rate		FY2021 Result	FY2022 Forecast	YoY Rate	
			Gain&Loss	%Change			Gain&Loss	%Change
Stamping & Molding	1,142	1,323	+180	+15.8	49	43	△6	△12.7
(The Impact of increased customer-received materials for stamping)		* (△53)						
Operating Income Ratio					4.3%	3.3%	△1.0P	
Valves	499	526	+26	+5.2	58	43	△15	△26.2
Operating Income Ratio					11.7%	8.2%	△3.5P	

* FY2022 Sales will be expected decrease 5.3billion since FY2022 Q4 due to the impact of increased customer-received materials for stamping. No impact on income.

2-5 Forecast by Region



**Sales expected to increase and income decrease in Japan, Europe, and America.
Sales and income expected to increase in Asia**

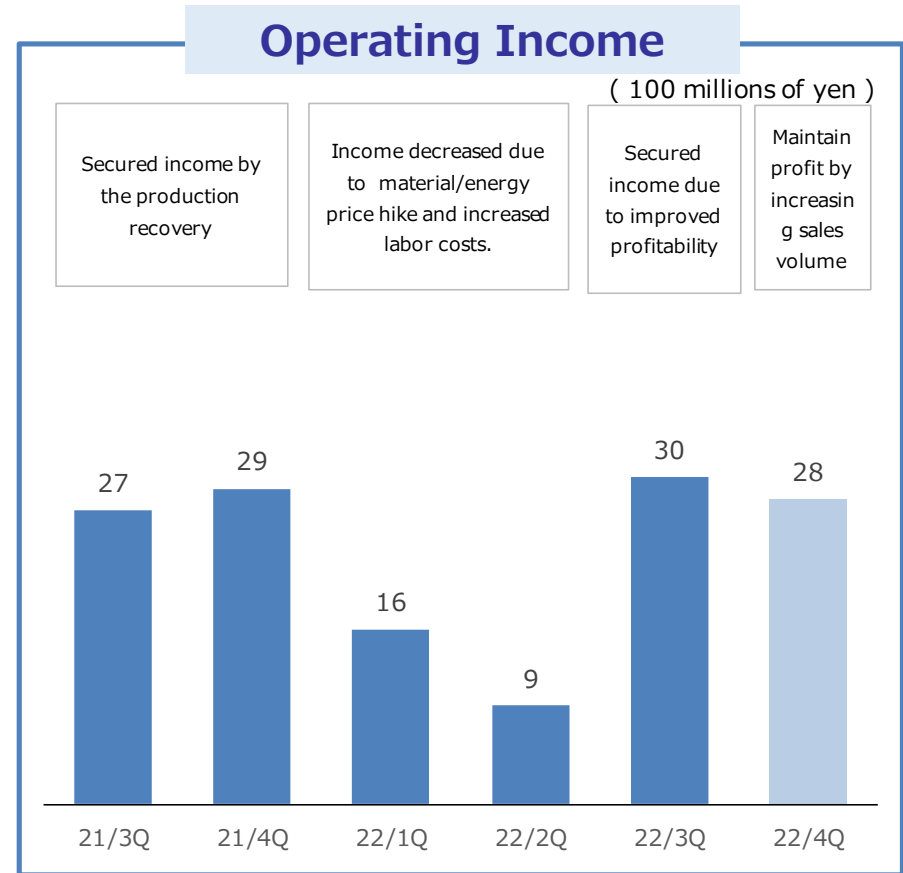
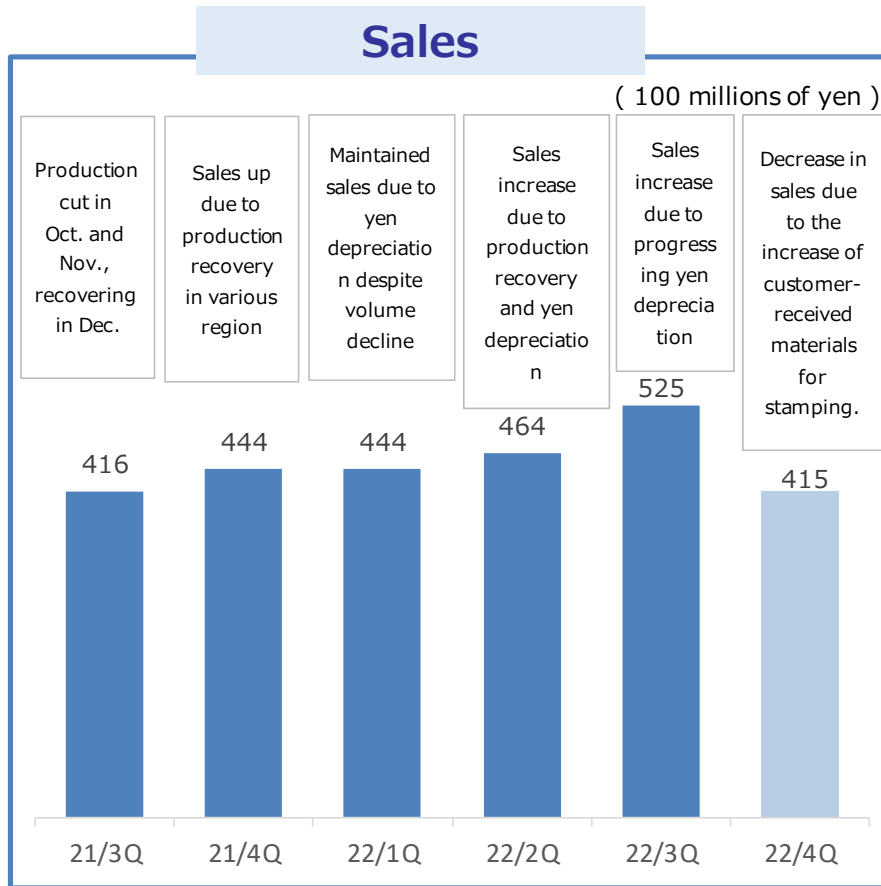
(100 million yen,%)

	Sales		Operating Income					
	FY2021	FY2022	YoY Rate		FY2021	FY2022	YoY Rate	
	Result	Forecast	Gain&Loss	%Change	Result	Forecast	Gain&Loss	%Change
Japan	687	699	+11	+1.6	61	50	△11	△18.7
(The Impact of increased customer-received materials for stamping)		*						
Operating Income Ratio		(△53)			8.9%	7.2%	△1.7P	
Europe & America	612	734	+121	+19.8	13	△5	△18	-
Operating Income Ratio					2.2%	△0.7%	△2.9P	
Asia	344	417	+72	+21.0	31	36	+4	+13.7
Operating Income Ratio					9.2%	8.6%	△0.6P	

* FY2022 Sales will be expected decrease 5.3 billion since FY2022 Q4 due to the impact of increased customer-received materials for stamping. No impact on income.

2-6 Quarterly performance trends

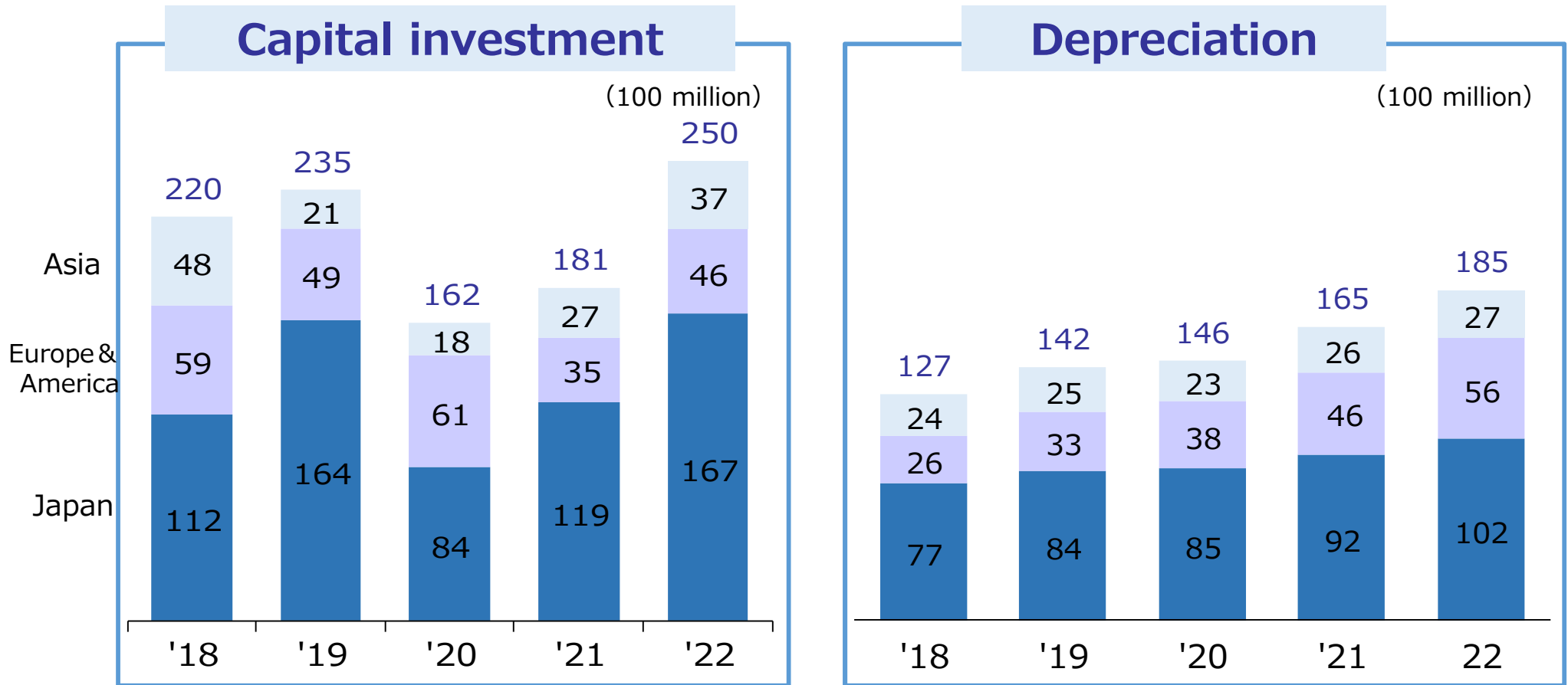
Secured income in Q3 due to profit improvement
Income is expected to be maintained in 4Q due to increased sales volume



2-7 Capital investments and Depreciation



Investments for future growth are progressing



2-8 Topics



Aiming to improve corporate value by promoting solutions to customer and social issues

Win a project award
for our product equipped with
the new Toyota Prius



Roof center reinforcement made of 1470MPa material

- We propose parts structure and lead to cost reduction while maintaining collision safety
- Strengthen proposal capabilities in existing businesses

e-WAVES
New model to be released

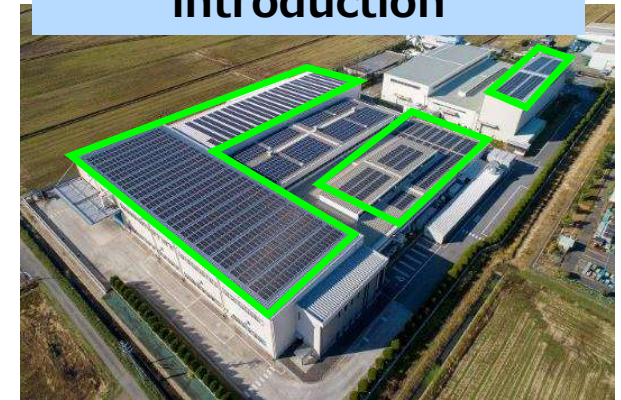


"e-WAVES"
Multi Sensing Logger

Image during
cell transport

- High-spec model that meets industry needs
 - Improve quality control of cell storage and transport.
- Contribute to the development of the regenerative medicine field
- Sales to start in April 2023

**Expanded of
renewable energy
introduction**



Yoro Plant  Expanded area

- Expansion of solar power generation facilities in Japan and overseas
 - Achieved domestic renewable energy ratio of 30%
 - Target of 2030 renewable energy ratio : 20% as Global
- We made progress towards the goal

■ Changes in the Business Environment, Risks and Opportunities

- As a result of resolving the semiconductor supply shortage, shift to recovery production
- Raw material and energy price hikes continue
- Changes in monetary policy by the Bank of Japan / There are concerns that the North American economy will slow down
- Demand for new products expands due to progress for electrification in the mobility field

■ Future Initiatives

- Securing profits during recovery production and strengthening profit structure
- Expand existing businesses by seizing electrification business opportunities
- Accelerate development in non-automotive fields and discover new businesses
- Formulation and promotion of a new medium-term management plan for medium- to long-term growth and value creation



思いをこめて、あしたをつくる

Passion in Creating Tomorrow