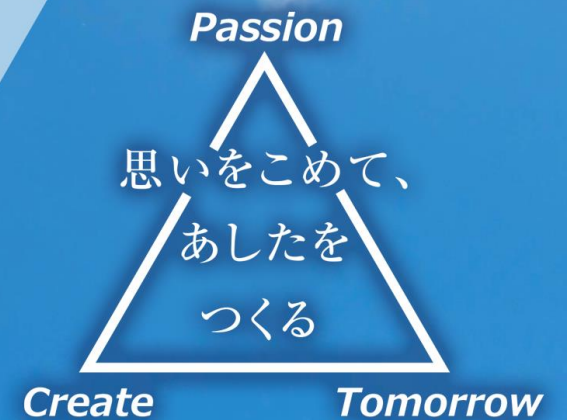


Financial Results Briefing for FY2024 Q1

The 101st period : Apr. 1st, 2024- Jun. 30st, 2024

Jul. 25, 2024

PACIFIC INDUSTRIAL CO., LTD.



- 1. FY2024 Q1 Financial Performance**
- 2. Full Year Forecast FY2024**
- 3. Topics**

Cautionary Statement with Respect to Forward-Looking Statements

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.

Sales reached record highs due to the impact of the weak yen, but operating income falls due to lack of growth in sales volume.

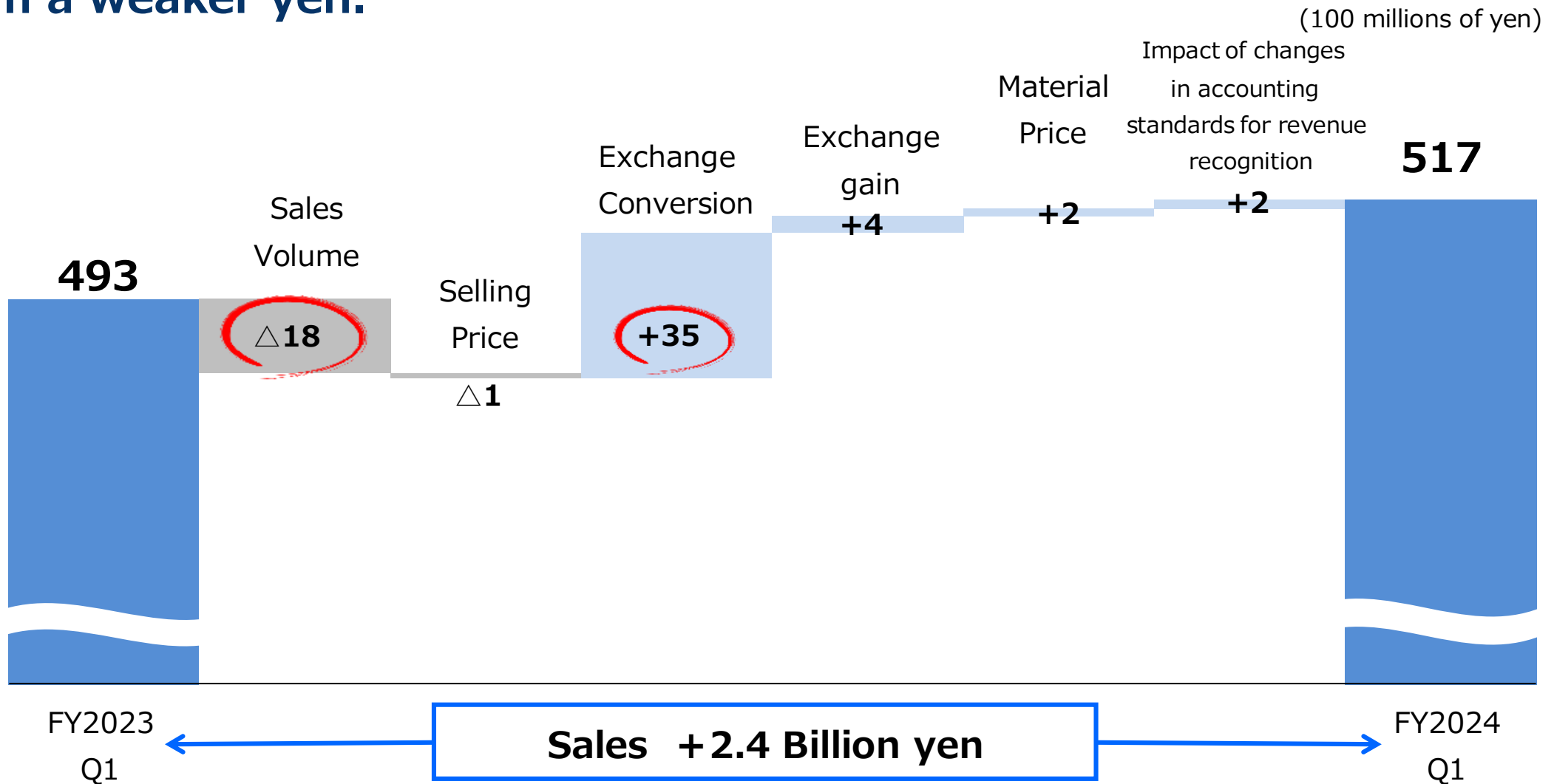
(100 millions of yen, %)

	FY2023 Q4 Results	FY2024		YoY rate	
		Q1 Results	Gain&Loss	% Change	
Sales	493	Record High 517	+24	+4.9	
Operating Income	31	27	△3	△11.7	
Operating Income Ratio	6.4%	5.4%	△1.0P	-	
Ordinary Income	52	51	△1	△2.2	
Ordinary Income Ratio	10.7%	9.9%	△0.8P	-	
Net income attributable to owners parent	39	Record High 42	+2	+7.3	
Net Income margin	8.0%	8.2%	+0.2P	-	
Average exchange rate (U.S. dollars)	¥135.7	¥154.6	¥18.9	-	

1-2 Analysis of Consolidated Results : Sales



Sales reached record highs due to foreign exchange conversions resulting from a weaker yen.

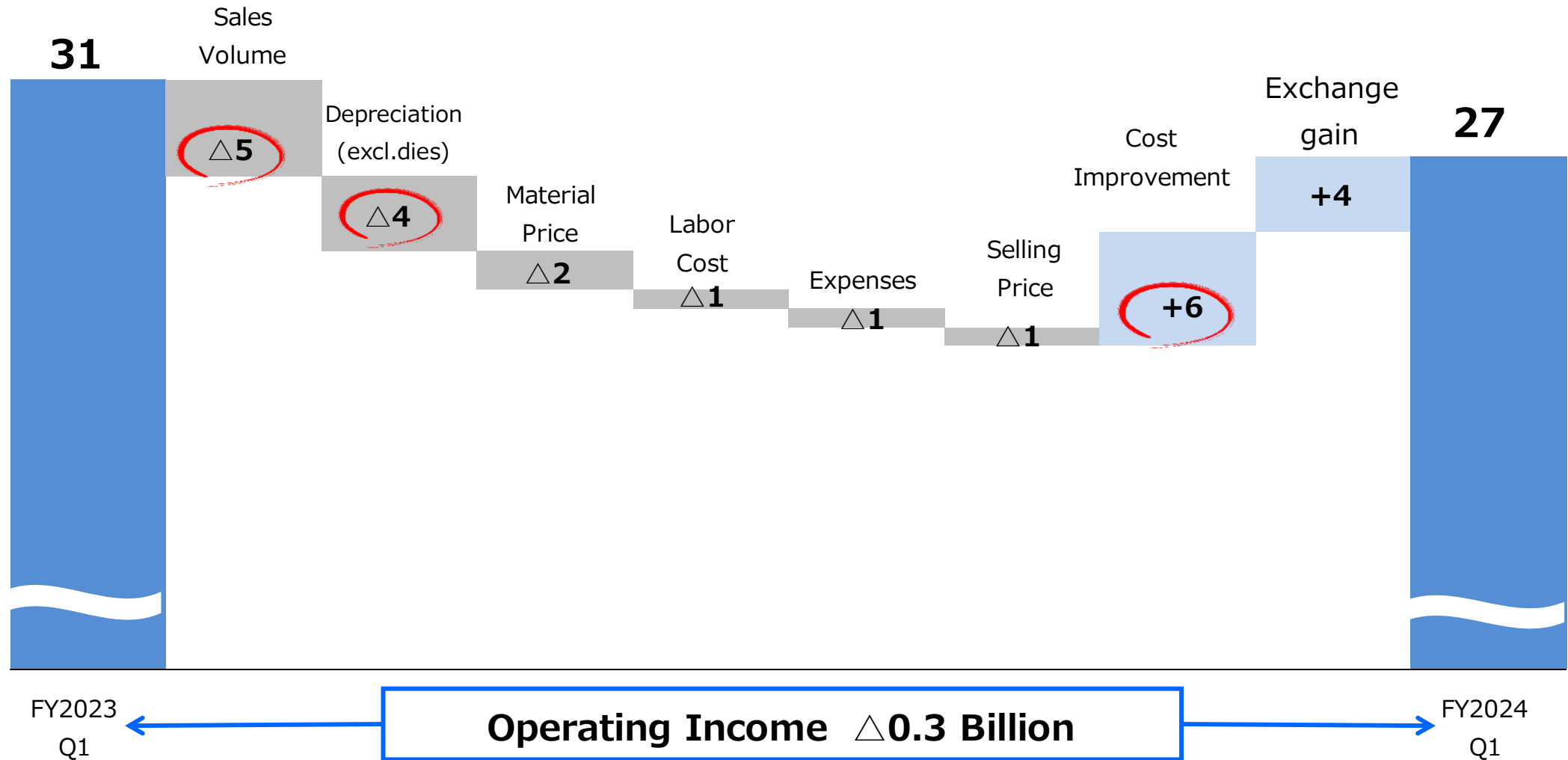


1-3 Analysis of Consolidated Results : Operating Income



Profit down due to lower sales volumes and higher costs.

(100 millions of yen)



1-4 Consolidated Results by Business Segments



**In the stamping and plastic molding business, sales up and income down.
In the valve business, sales and income up.**

(100 million yen,%)

	Sales				Operating Income			
	23/Q1	24/Q1	YoY Rate		23/Q1	24/Q1	YoY Rate	
	Result	Result	Gain&Loss	%Change	Result	Result	Gain&Loss	%Change
Stamping & Plastic Molding *1	353	373	+20	+5.7	22	14	△7	△33.8
Operating Income Ratio					6.3%	4.0%	△2.3P	
Valves *2	139	143	+4	+3.0	9	13	+4	+45.9
Operating Income Ratio					6.5%	9.2%	+2.7P	

<Analysis>

*1 Sales increased due to the weak yen, but income decreased due to a decrease in volume and an increase in depreciation expenses.

*2 Sales increased due to weaker yen and income increased due to reduced depreciation expenses.

1-5 Consolidated Results by Region



Sales and income down in Japan, sales and income up in Europe and the U.S of America, sales and income down in Asia.

(100 millions of yen,%)

	Sales				Operating Income			
	23/Q1 Result	24/Q1 Result	Gain&Loss	YoY Rate %Change	23/Q1 Result	24/Q1 Result	Gain&Loss	YoY Rate %Change
Japan *1	167	162	△5	△3.1	16	8	△7	△47.1
Operating Income Ratio					9.6%	5.2%	△4.4P	
Europe & America *2	225	271	+45	+20.2	8	13	+5	+66.8
Operating Income Ratio					3.6%	5.0%	+1.4P	
Asia *3	99	83	△16	△16.1	5	4	△1	△19.6
Operating Income Ratio					5.7%	5.4%	△0.3P	

<Analysis>

- *1 Sales decreased due to a decrease in sales volume, and income decreased due to sales volume down and an increase in depreciation expenses.
- *2 Sales increased due to the weak yen and sales volume up, and income increased due to sales volume up and a decrease in depreciation expenses.
- *3 Sales and income decreased due to a sales volume down.

1. FY2024 Q1 Financial Performance
- 2. Full Year Forecast FY2024**
3. Topics

2-1 Full Year Forecast FY2024

Forecasts have been revised upwards in light of 1Q results and changes in the external environment.

(100 millions of yen, %)

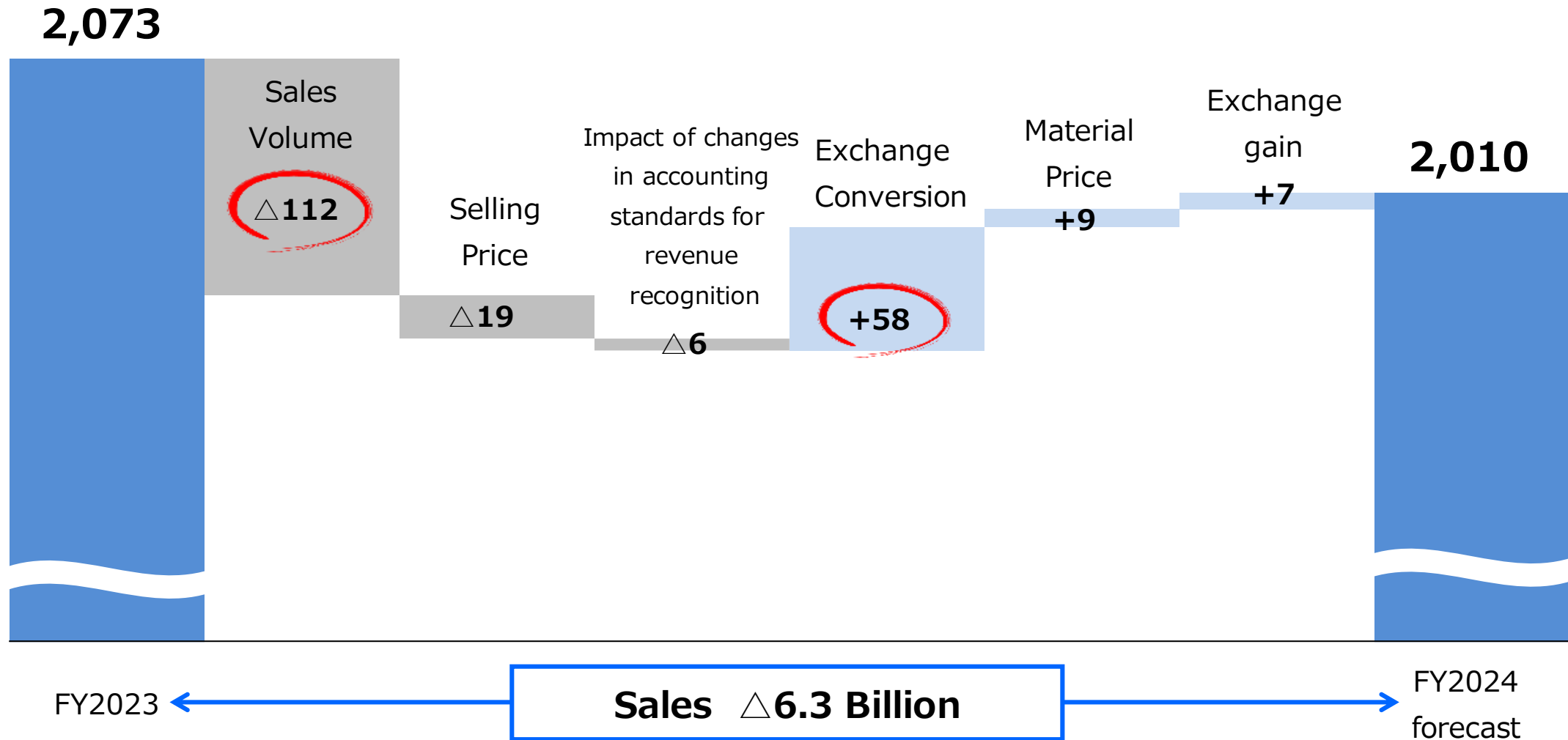
	FY2023	FY2024		YonY		Diff. from Previous Forecast	
	Full Year	Full Year Forecast		Full Year		Full Year	
	Results	Previous on 25th Apr.	Latest	Gain&Loss	%Change	Gain&Loss	%Change
Sales	2,073	2,000	2,010	△63	△3.1%	+10	0.5%
Operating Income	144	110	115	△29	△20.4%	+5	4.5%
Operating Income Ratio	7.0%	5.5%	5.7%	△1.3P	—	+0.2P	—
Ordinary Income	188	130	145	△43	△23.0%	+15	11.5%
Current Net Income *	169	100	110	△59	△35.2%	+10	10.0%
R O E	11.2%	6.0%	6.5%	△4.7P	—	+0.5P	—
R O A (Operating income basis)	5.3%	3.7%	3.9%	△1.4P	—	+0.2P	—
Net Assets per Share	¥2,840	¥2,895	¥3,025	¥185	6.5%	¥130	4.5%
Average exchange rate (US dollars)	¥144.2	¥145.0	¥151.1	¥6.9	—	¥6.1	—

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

2-2 Analysis of FY2024 Forecasts: Sales

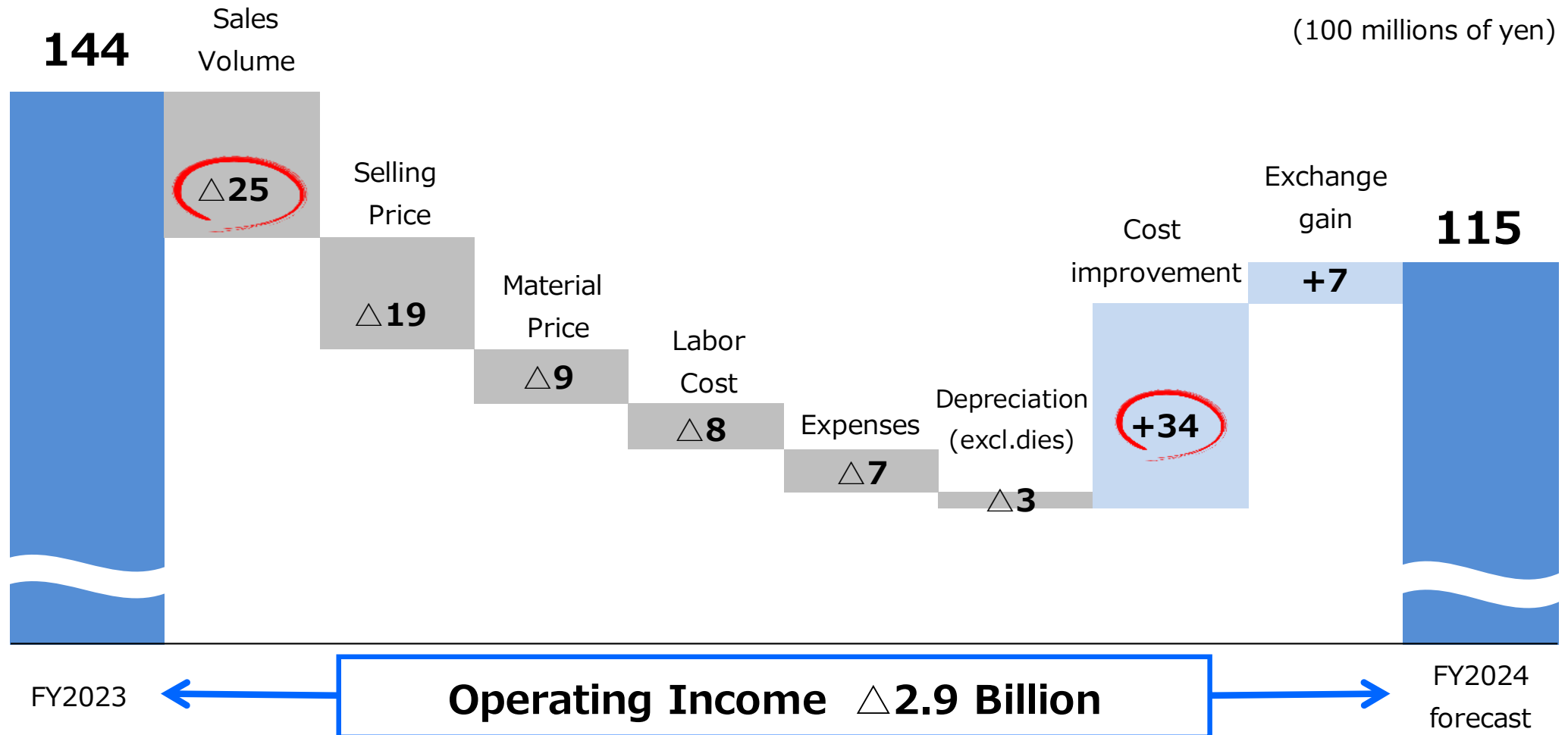
Decreased in sales due to lower sales volumes.

(100 millions of yen)



2-3 Analysis of FY2024 Forecasts : Operating Income PACIFIC

Lower sales volumes and higher costs are recovered through cost improvements.



2-4 Consolidated forecasts by Segments

Stamping and plastic molding business expect lower sales and income, while valves business expects flat YoY.

(100 millions of yen, %)

	Sales				Operating Income			
	FY2023	FY2024	YoY		FY2023	FY2024	YoY	
	Result	Forecast	Gain&Loss	%Change	Result	Forecast	Gain&Loss	%Change
Stamping & Plastic Molding *1	1,499	1,436	△63	△4.2	103	70	△33	△32.7
Operating Income Ratio					6.9%	4.9%	△2.0P	
Valves *2	571	570	△1	△0.3	41	45	+3	+9.3
Operating Income Ratio					7.2%	7.9%	+0.7P	

<Analysis>

*1 Sales decrease due to sales volume down, income decrease due sales volume down and increase in depreciation expenses.

*2 Sales expects to be flat YoY due to sales volume down and yen depreciation, and income increase due to decrease in depreciation.

2-5 Consolidated Forecast by Region

In Japan, sales up and income down. In Europe and the U.S., sales and income down. In Asia, sales down and income expected to be flat YoY.

(100 millions of yen, %)

	Sales				Operating Income			
	FY2023	FY2024	YoY		FY2023	FY2024	YoY	
	Results	Forecast	Gain&Loss	%Change	Results	Forecast	Gain&Loss	%Change
Japan *1	679	696	+16	+2.5	62	48	△14	△23.2
Operating Income Ratio					9.2%	6.9%	△2.3P	
Europe&America *2	969	944	△25	△2.7	43	35	△8	△18.9
Operating Income Ratio					4.4%	3.7%	△0.7P	
Asia *3	424	370	△54	△12.8	26	27	+0	+0.2
Operating Income Ratio					6.4%	7.3%	+0.9P	

<Analysis>

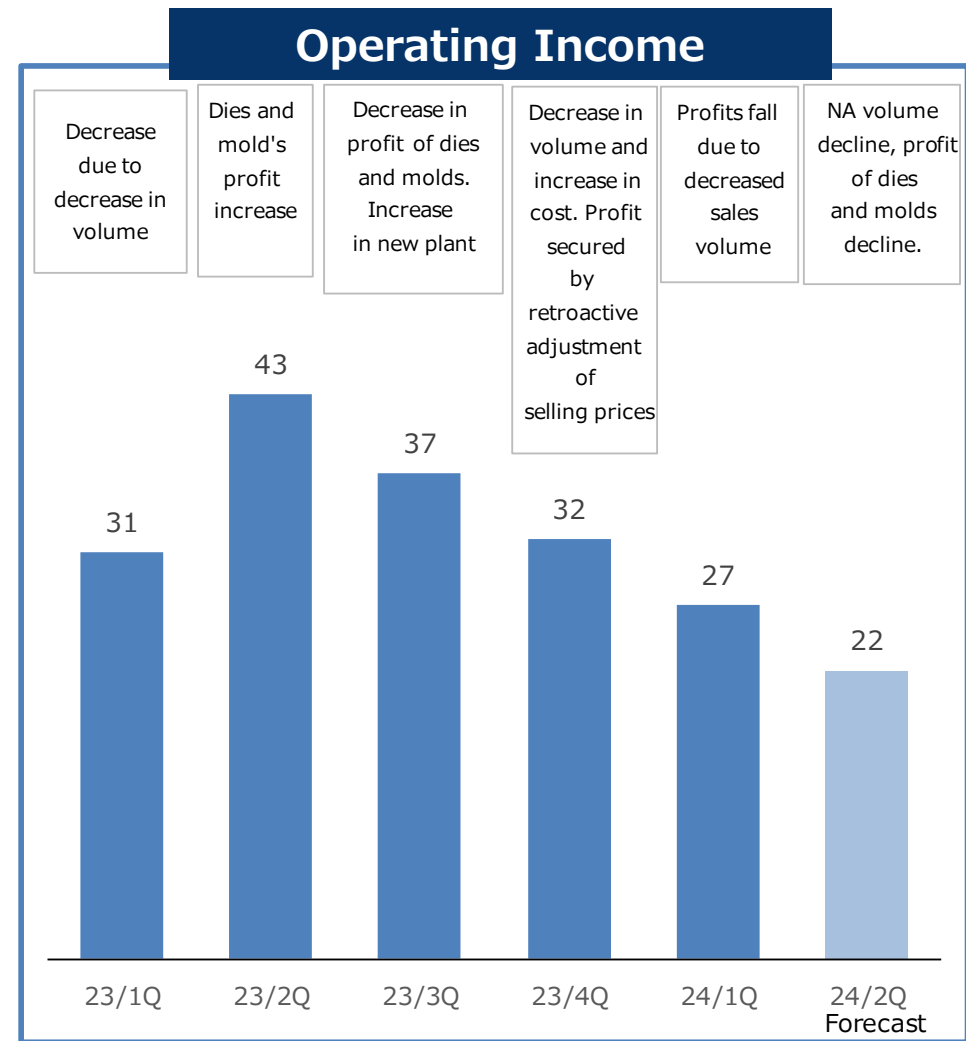
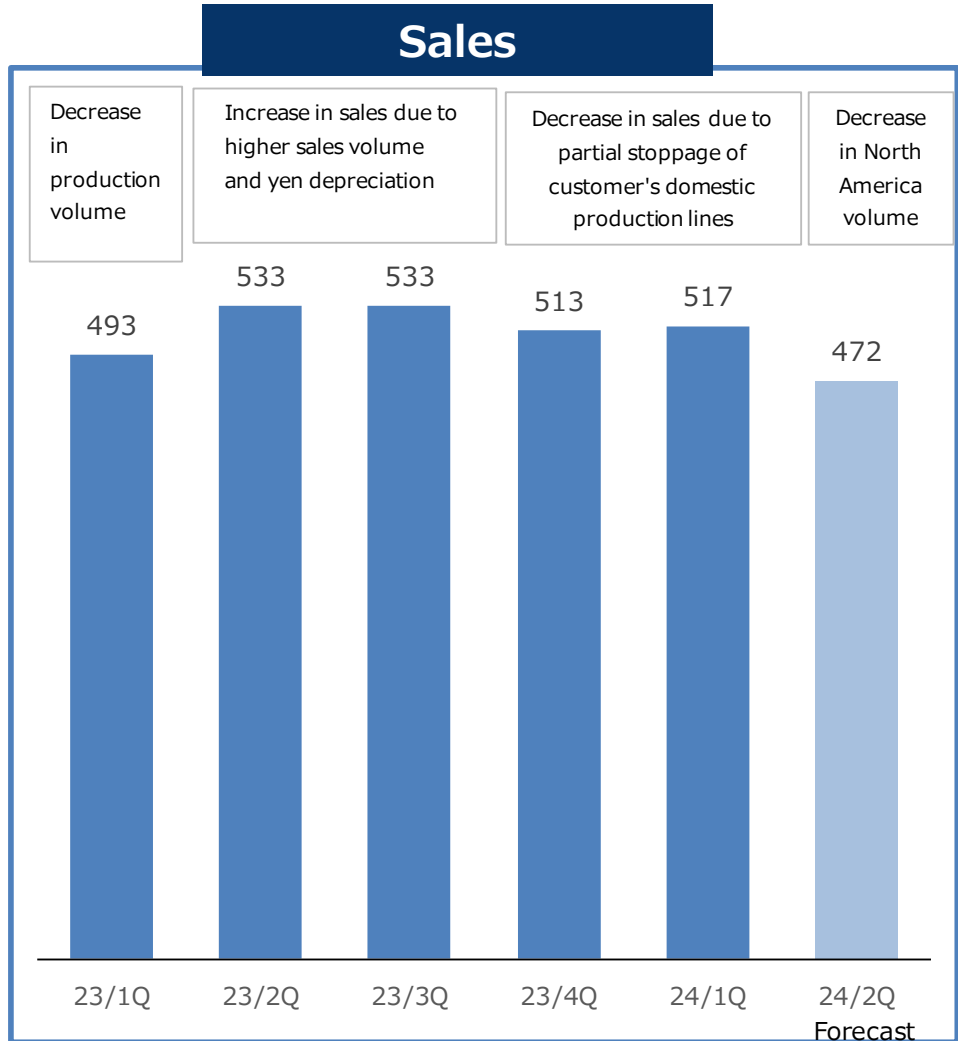
- *1 Sales increase due to sales volume up, but income decrease due to increase in labor cost, expenses and depreciation.
- *2 Sales decrease due to dies and molds sales down, and income decrease due to sales volume down and higher labor costs.
- *3 Sales decrease due to lower volume in China, income expected to be flat YoY due to lower volume and depreciation expenses.

2-6 Quarterly Consolidated Financial Results



Decrease in profit from 2023,Q4 due to partial shutdown of a customer's production line, etc.

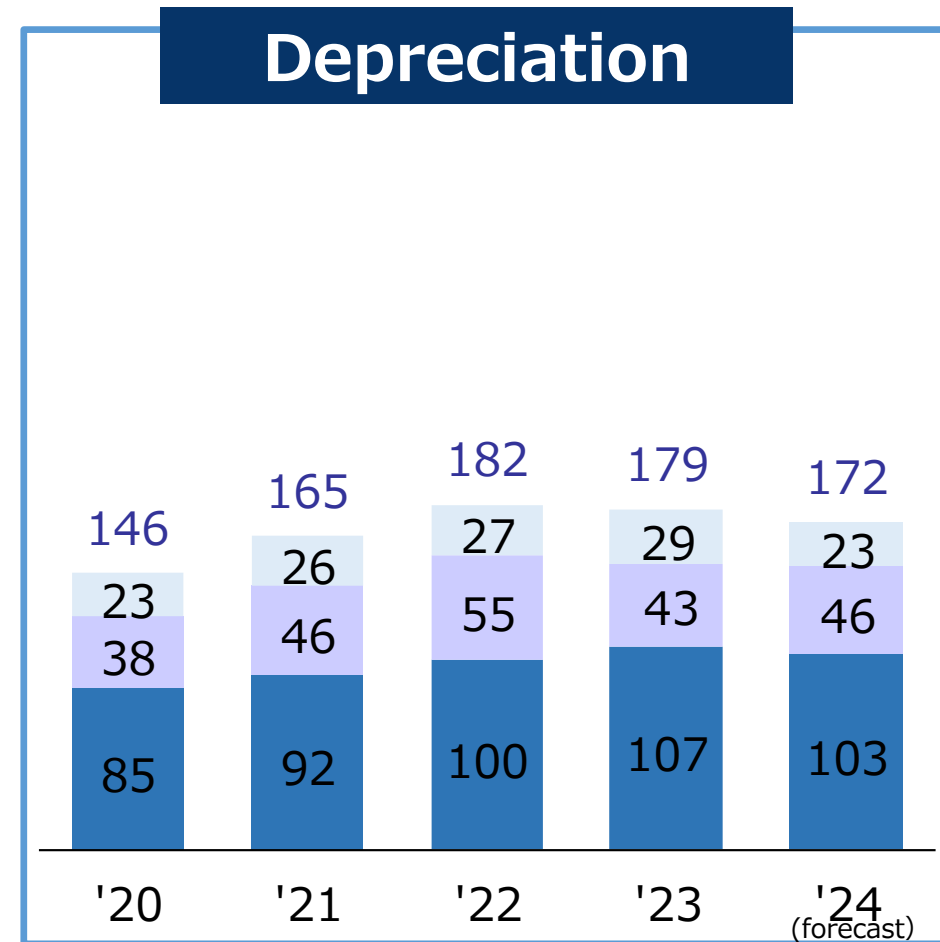
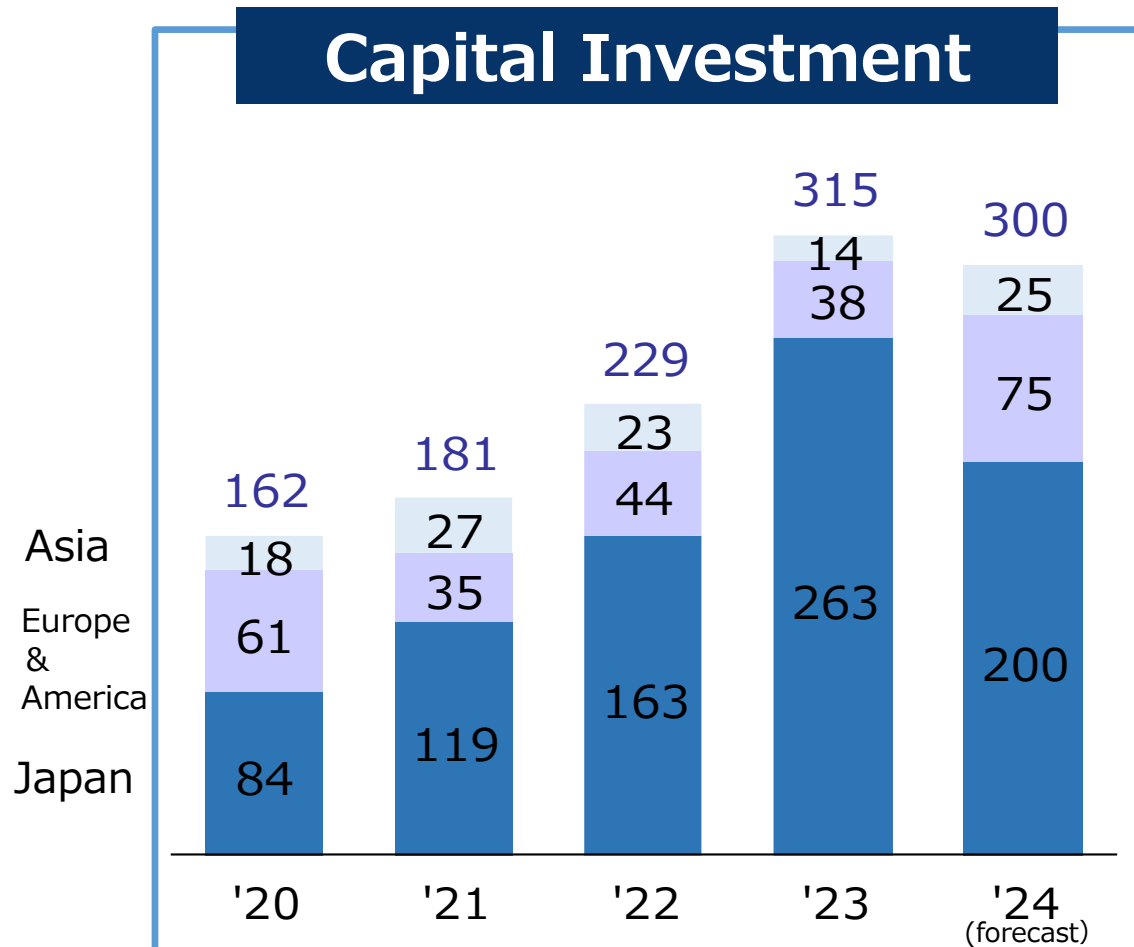
(100 millions of yen)



2-7 Capital Investments and Depreciation

Investing in new valve plant, die factory, development center, etc. for future growth.

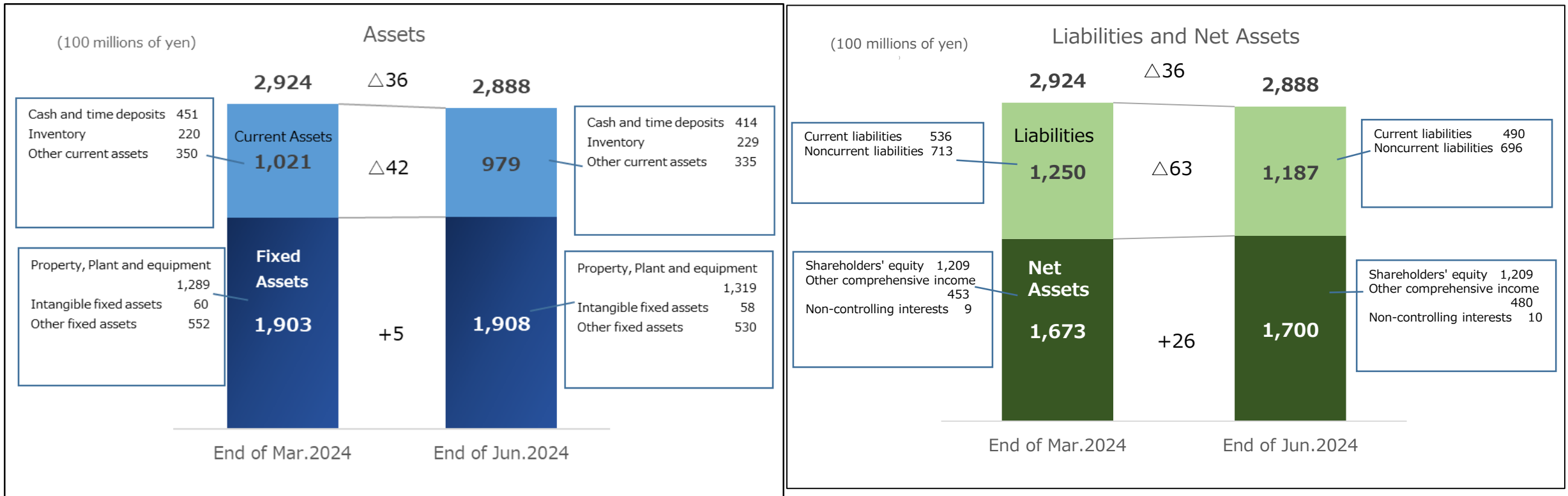
(100 millions of yen)



2-8 Consolidated Balance Sheet



We are gradually selling off our cross-shareholdings, aiming to keep them at 20% or less of our net assets. As of the end of the first quarter, they had fallen to 19.9%, including deemed shares.



1. FY2024 Q1 Financial Performance
2. Full Year Forecast FY2024
- 3. Topics**

Promoting plant construction to grow stamping and valve businesses.

Completion of building for die making



Reorganized the die factory in response to the expansion of the stamping business. Increased die production capacity and strengthened development of ultra-high tensile strength stamping methods.

Location : On-site of the Higashi-Ogaki plant (Ogaki,Gifu)

Prod. Line : Dies for Metal stamping

Total floor area : 5,700 m² approx.

Investment amount : JPY 3.1Billion approx.

Start of operation : Nov.2024

New valve plant under construction



Increasing production capacity of valves for electrified vehicles in light of long-term market expansion.

Location : On-site of the Kita-Ogaki plant (Godo,Anpachi,Gifu)

Prod. Line : Valve products for electrified vehicles, etc.

Total floor area : 14,900 m² approx.

Investment amount : JPY 4.5Billion approx.

Start of operation : Mar.2025

Topics : "ENEGRAPH" Our New Product launched.

Contributing to carbon neutrality and solving social issues with an energy visualization system.

エネグラフ

Advantages

Cost Reduction

- Realizing the amount of water used
- Discovery of excess air equipment
- Understand wasted electricity on standby during holidays

Environmentally Conscious

- CO2 reduction visualization
- Visualization of wastewater components

3 Features

1. Low Price & Easy Setup

Simply install an inexpensive edge device where you want to know your energy usage.

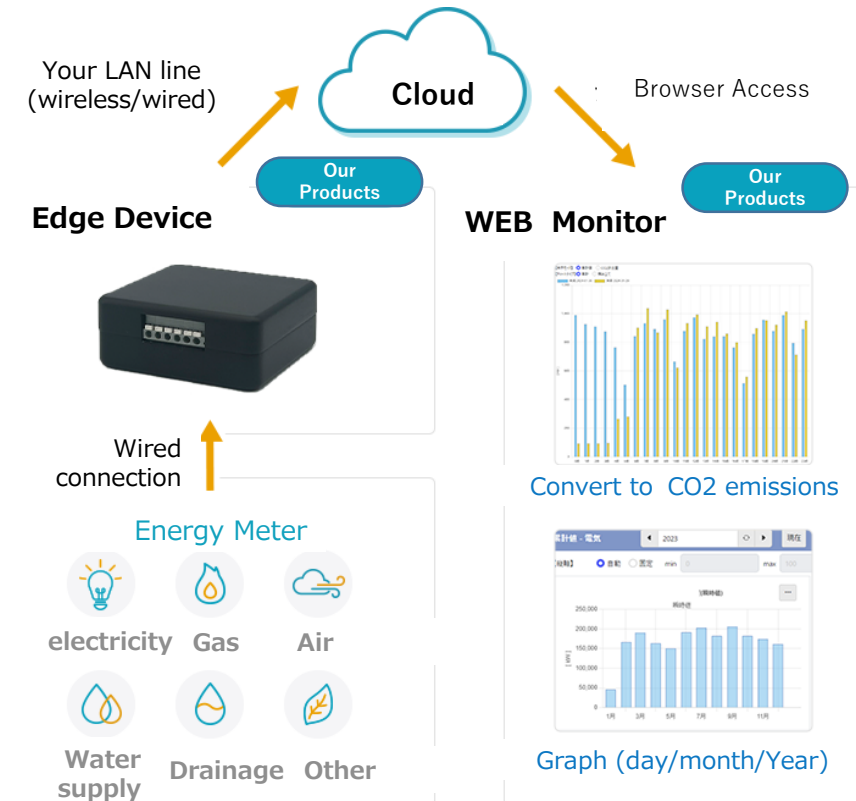
2. Gap analysis and effectiveness check

Visualize changes in usage, support identifying areas for improvement, and easily confirm effects.

3. Convert to CO2 emissions

Converting into CO2 emissions promotes environmental improvement and improves employees' awareness of saving electricity.

Product Outline





思いをこめて、あしたをつくる

Passion in Creating Tomorrow