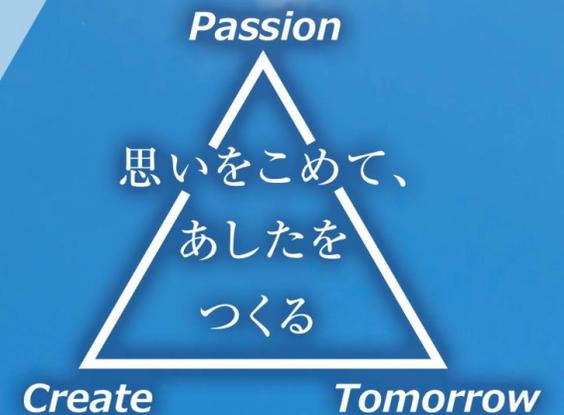


Financial Results Briefing for FY2024 Q3

The 101st period : Apr. 1st, 2024- Dec. 31st, 2024

Jan. 30, 2025

PACIFIC INDUSTRIAL CO., LTD.



- 1. FY2024 Q3 Financial Performance**
- 2. Full Year Forecast FY2024**
- 3. Hot 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.

1-1 Q3 Consolidated Financial Summary



Due to a decrease in sales volume, both sales and operating income decreased.

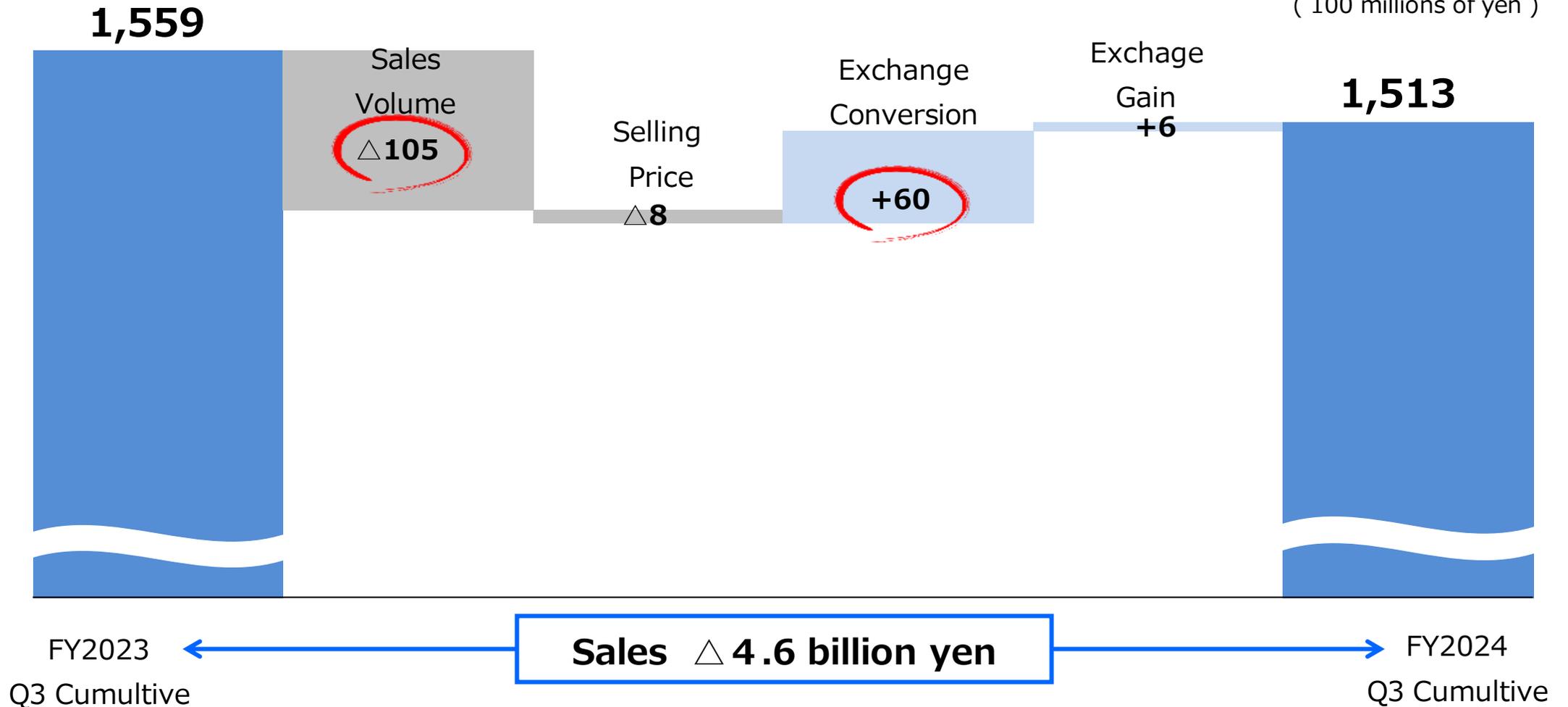
(100 millions of yen, %)

	FY2023	FY2024	Diff. from Forecast	
	23/Q3 Cumulative Result	24/Q3 Cumulative Result	Gain&Loss	% Change
Sales	1,559	1,513	△46	△3.0
Operating Income	112	90	△21	△19.3
Operating Income Ratio	7.2%	6.0%	△1.2P	-
Ordinary Income	143	130	△12	△9.0
Ordinary Income Ratio	9.2%	8.6%	△0.6P	-
Net income attributable to owners parent	109	101	△7	△7.0
Quarterly Net Income margin	7.0%	6.7%	△0.3P	-
Average exchange rate (USDJPY)	143.2円	152.0	8.8	-

1-2 Analysis of Consolidated Results : Sales

Sales decreased due to a decline in sales volume.

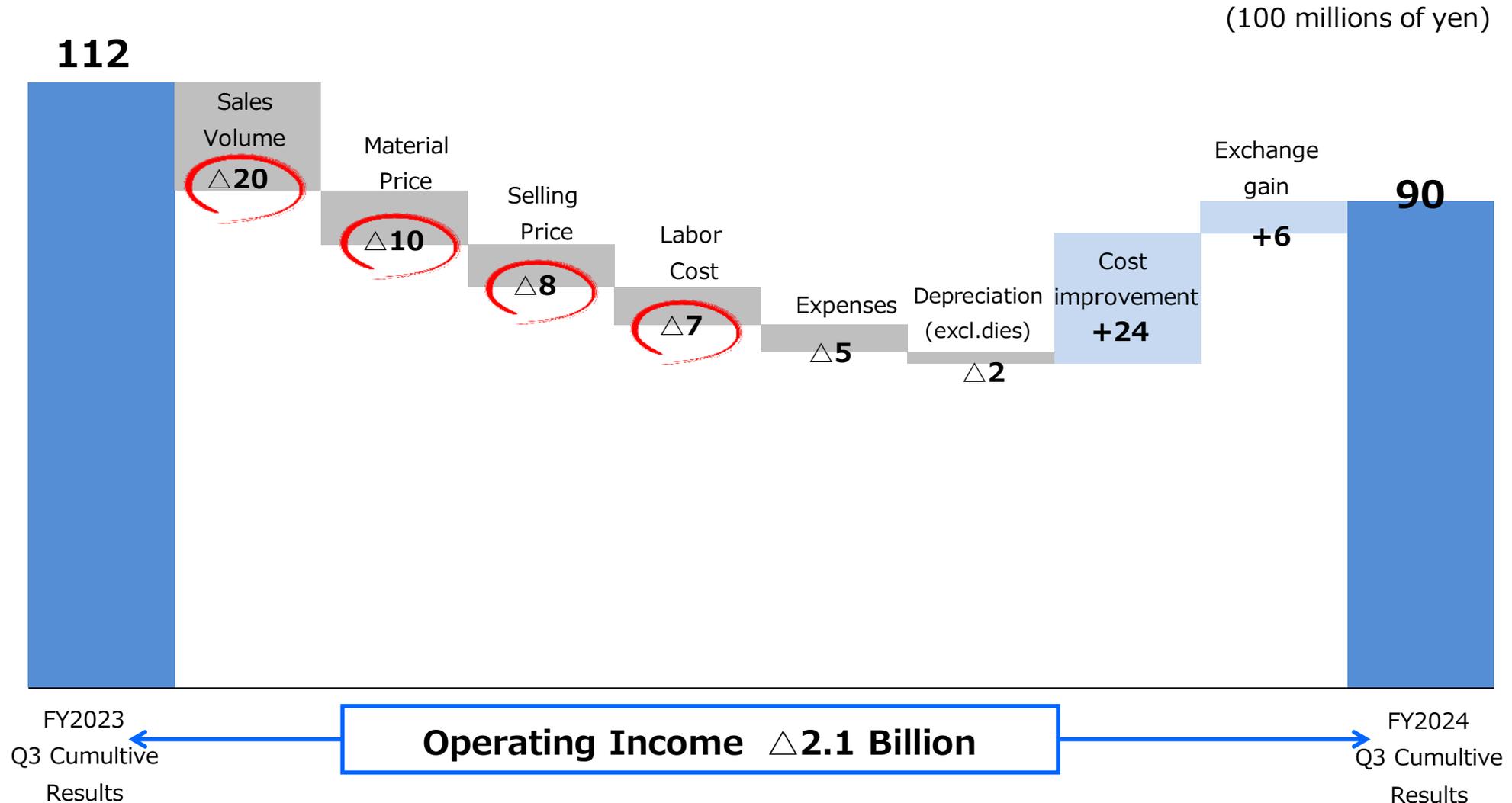
(100 millions of yen)



1-3 Analysis of Consolidated Results : Operating Income



Profit decreased due to a decline in sales volume, rising material costs, and increased labor cost and expenses.



1-4 Consolidated Results by Business Segments



Stamping and plastic molding business decreased in both sales and income. For valves, sales remained flat YonY with an increase in profits.

(100 millions of yen, %)

	Sales				Operating Income			
	FY2023	FY2024	YonY		FY2023	FY2024	YonY	
	Q3 Cumulative Results	Q3 Cumulative Results	Gain&Loss	%Change	Q3 Cumulative Results	Q3 Cumulative Results	Gain&Loss	%Change
Stamping & Plastic Molding ^{*1}	1,130	1,089	△41	△3.7	78	51	△26	△34.2
Operating Income Ratio					7.0%	4.7%	△2.3P	
Valves ^{*2}	427	422	△5	△1.2	33	39	+5	+17.3
Operating Income Ratio					7.8%	9.3%	+1.5P	

<Analysis>

*1 Sales decreased due to a decline in volume, and profits decreased due to the decline in volume and increased depreciation expenses.

*2 Despite the decrease in volume, sales remained flat YonY due to yen depreciation, with profits increasing 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 down and income remained flat YonY in Asia.

(100 millions of yen, %)

	Sales				Operating Income			
	FY2023	FY2024	YonY		FY2023	FY2024	YonY	
	Q3 Cumulative Results	Q3 Cumulative Results	Gain&Loss	%Change	Q3 Cumulative Results	Q3 Cumulative Results	Gain&Loss	%Change
Japan *1	536	509	△26	△4.9	59	40	△18	△32.0
Operating Income Ratio					11.1%	7.9%	△3.2P	
Europe&America *2	703	729	+25	+3.6	25	28	+3	+12.4
Operating Income Ratio					3.6%	3.9%	+0.3P	
Asia *3	319	274	△45	△14.4	18	18	+0	+3.0
Operating Income Ratio					5.8%	6.9%	+1.1P	

<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 income increased due to a decrease in depreciation expenses.

*3 Sales decreased due to a sales volume down and income remained flat due to a decrease in depreciation expenses.

1. FY2024 Q3 Financial Performance
- 2. Full Year Forecast FY2024**
3. Hot Topics

2-1 Full Year Forecast FY2024

Forecasts have been revised in light of Q3 results and changes in the external environment.

(100 millions of yen, %)

	FY2023 Full Year Results	FY2024		YonY		Diff. from Previous Forecast	
		Full Year Forecast		Full Year		Full Year	
		Previous on 28th Oct.	Latest	Gain&Loss	%Change	Gain&Loss	%Change
Sales	2,073	1,970	2,030	△43	△2.1%	+60	3.0%
Operating Income	144	110	125	△19	△13.5%	+15	13.6%
Operating Income Ratio	7.0%	5.6%	6.2%	△0.8P	—	+0.6P	—
Ordinary Income	188	135	165	△23	△12.4%	+30	22.2%
Ordinary Income Ratio	9.1%	6.9%	8.1%	△1.0P	—	+1.2P	—
Current Net Income ^{*1}	169	105	120	△49	△29.3%	+15	14.3%
R O E	11.2%	6.4%	7.1%	△4.1P	—	+0.7P	—
R O A (Operating income basis)	5.3%	3.8%	4.3%	△1.0P	—	+0.5P	—
Net Assets per Share(JPY)	2,840	2,850	2,995	155	5.5%	+145	5.1%
Average exchange rate (USDJPY)	144.2	149.4	^{*2} 151.6	7.4	—	2.2	—

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

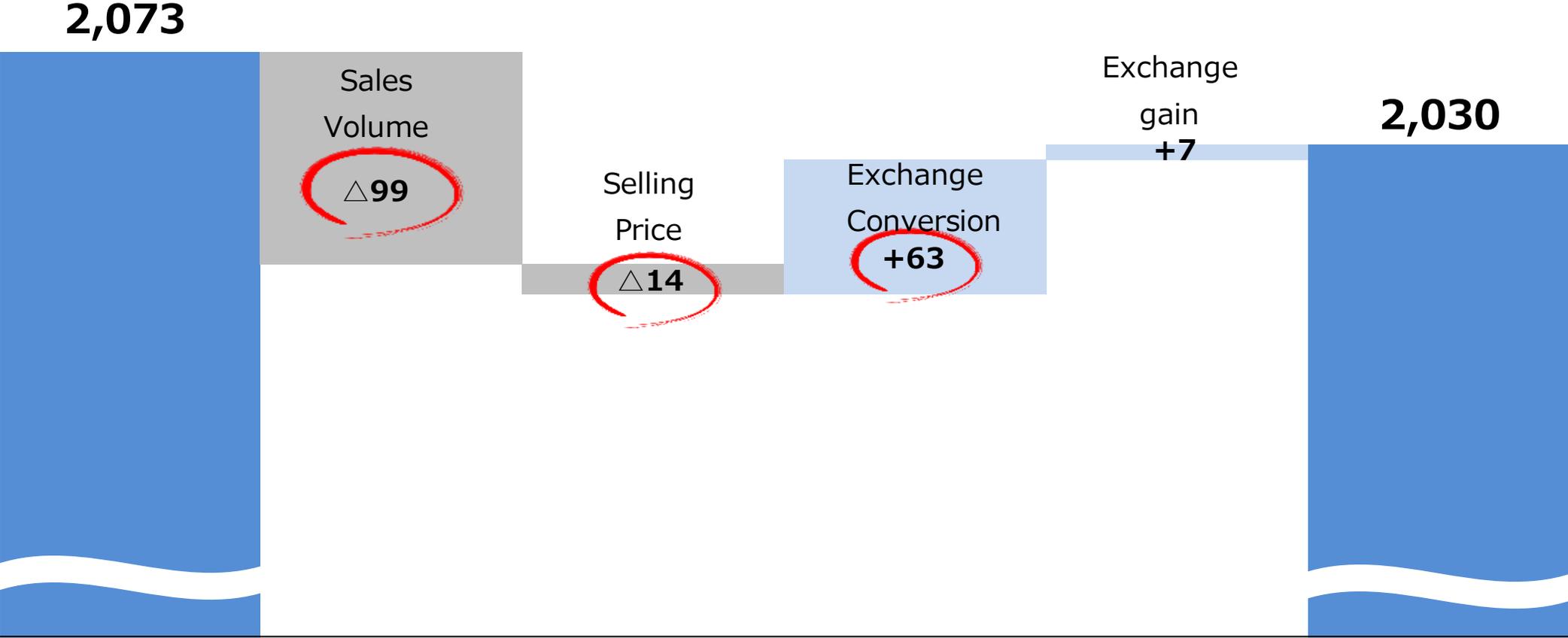
*2 We have revised the assumed exchange rate from the previously announced 145 yen/USD on Oct 28th to the current forecast of 150 yen/USD from the 4th quarter onwards.

2-2 Analysis of FY2024 Forecasts: Sales



Decreased in sales due to lower sales volumes.

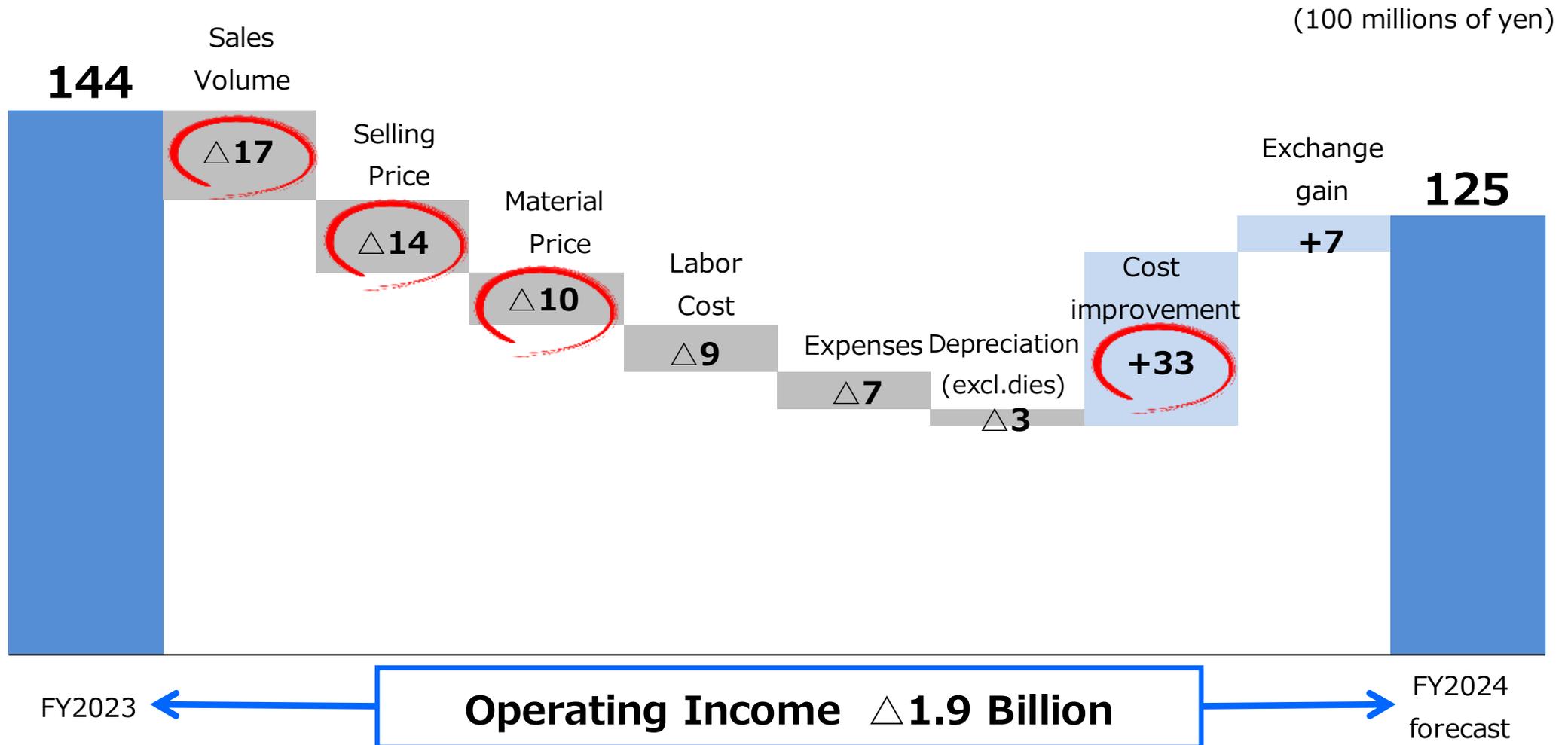
(100 millions of yen)



FY2023 ← **Sales Δ 4.3 Billion** → FY2024 forecast

2-3 Analysis of FY2024 Forecasts : Operating Income PACIFIC

Lower sales volumes, negative impact on pricing and higher costs are recovered through cost improvements.



2-4 Consolidated forecasts by Segments

Stamping and plastic molding business expects sales and income down, while valve business expects sales down and income up.

(100 millions of yen, %)

	Sales				Operating Income			
	FY2023	FY2024	YonY		FY2023	FY2024	YonY	
	Result	Forecast	Gain&Loss	%Change	Result	Forecast	Gain&Loss	%Change
Stamping & Plastic Molding ^{*1}	1,499	1,468	△31	△2.1	103	79	△24	△24.0
Operating Income Ratio					6.9%	5.4%	△1.5P	
Valves ^{*2}	571	560	△11	△2.0	41	47	+5	+14.1
Operating Income Ratio					7.2%	8.4%	+1.2P	

<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 down due to sales volume decrease, and income increase due to decrease in depreciation.

2-5 Consolidated Forecast by Region

Sales remain flat YoY and income down in Japan. In Europe and the U.S. of America, sales up slightly and income expected to be flat YoY. 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	674	△5	△0.8	62	50	△12	△20.0
Operating Income Ratio					9.2%	7.4%	△1.8P	
Europe&America ^{*2}	969	982	+12	+1.3	43	44	+0	+2.0
Operating Income Ratio					4.4%	4.5%	+0.1P	
Asia ^{*3}	424	374	△50	△11.9	26	26	△0	△3.5
Operating Income Ratio					6.4%	7.0%	+0.6P	

<Analysis>

*1 Sales remain flat YoY but income decrease due to increase in labor cost, expenses and depreciation.

*2 Decreased volume and the impact of a weaker yen offset each other, resulting in a slight increase in sales, and income are expected to be flat.

*3 Sales decrease due to lower volume in China, income expected to be flat YoY due to lower volume and depreciation expenses.

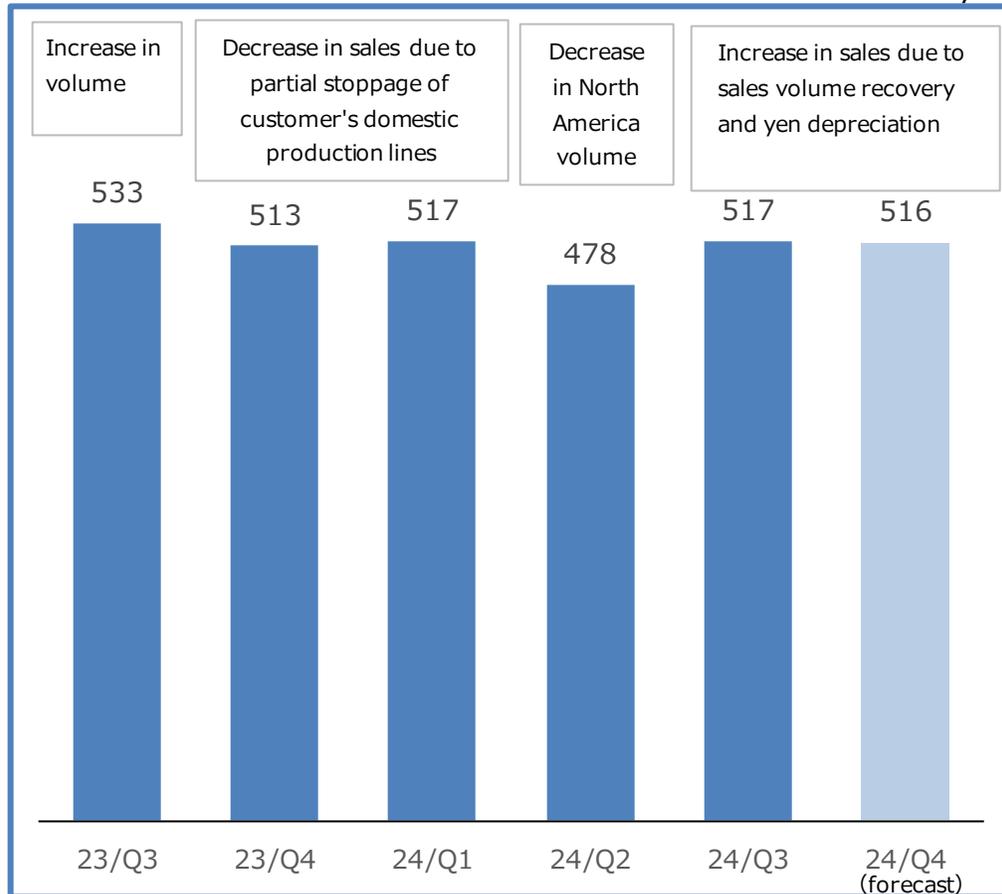
2-6 Quarterly Consolidated Financial Results



Increase in profits due to recovery of production domestically and internationally and yen depreciation, etc.

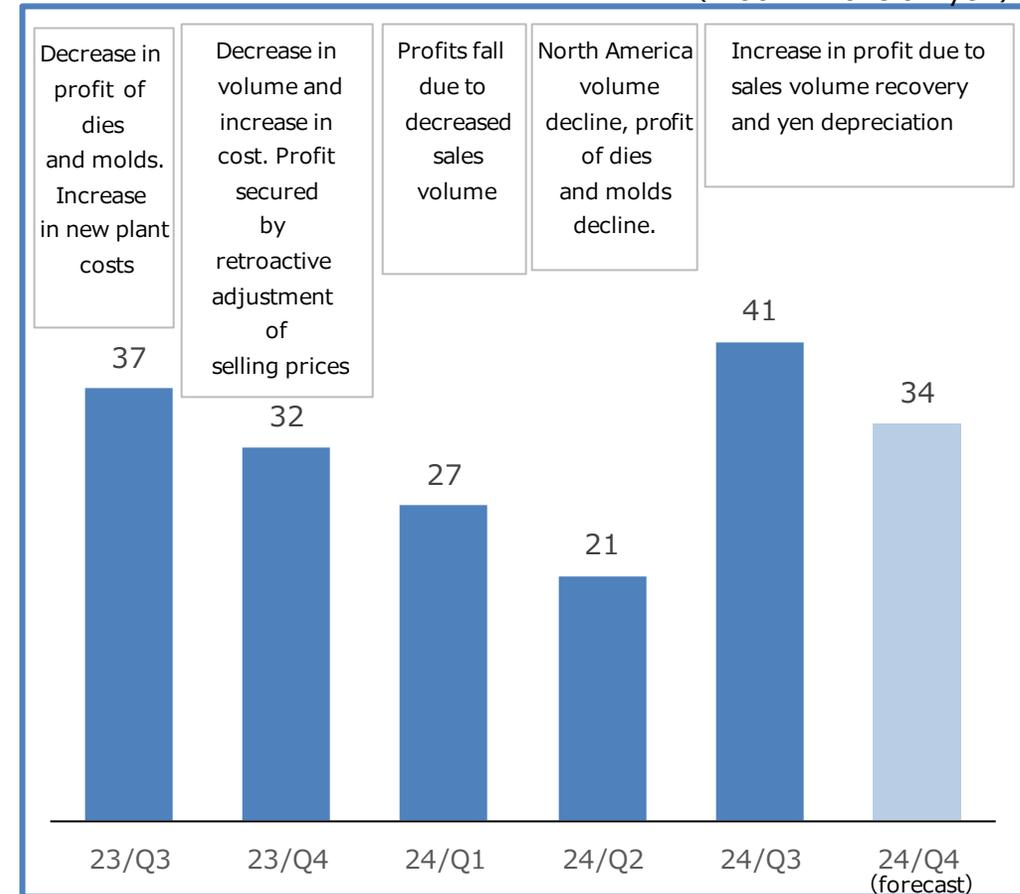
Sales

(100 millions of yen)



Operating Income

(100 millions of yen)

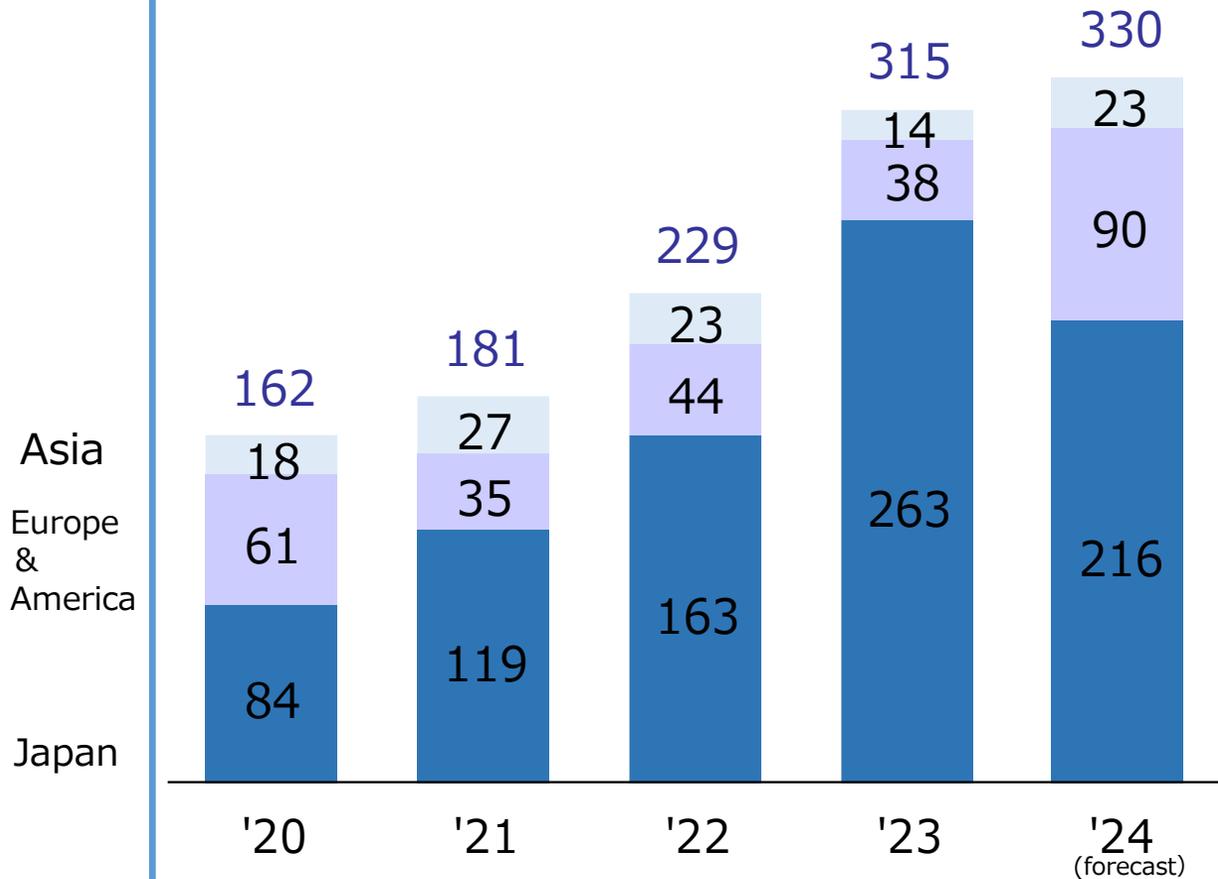


2-7 Capital Investments and Depreciation

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

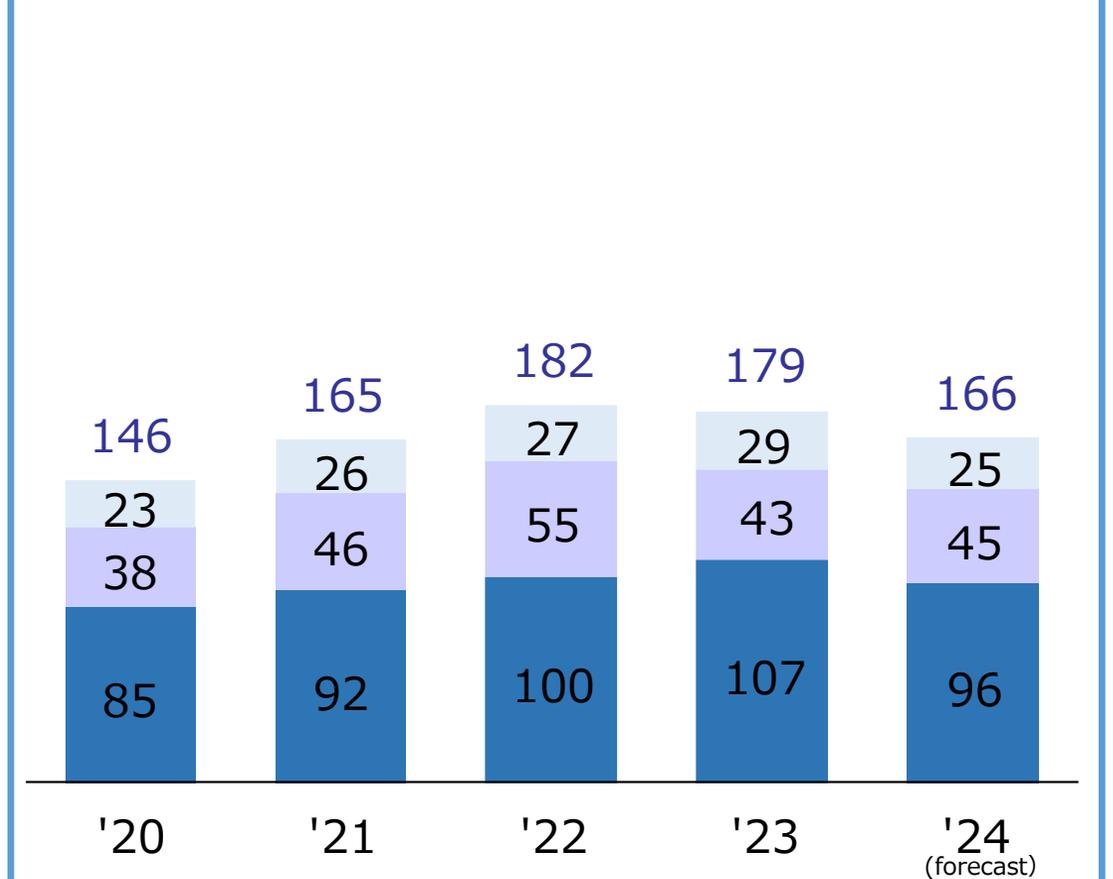
Capital Investment

(100 millions of yen)



Depreciation

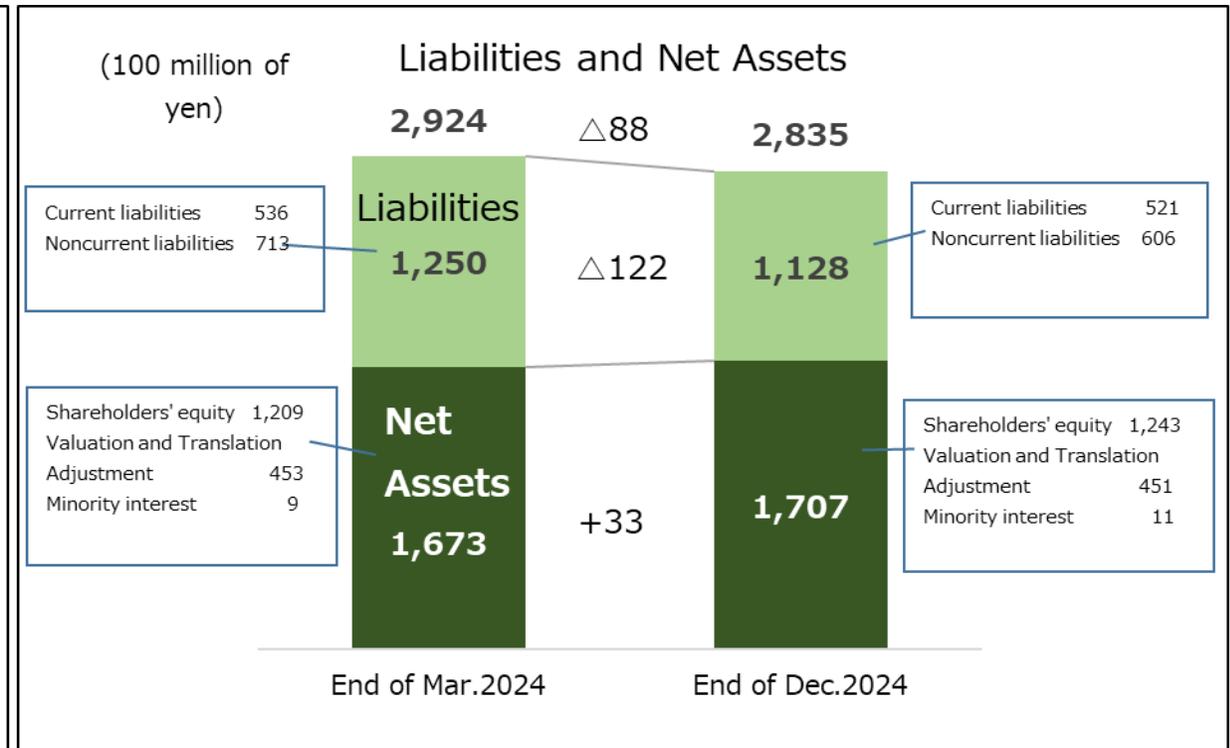
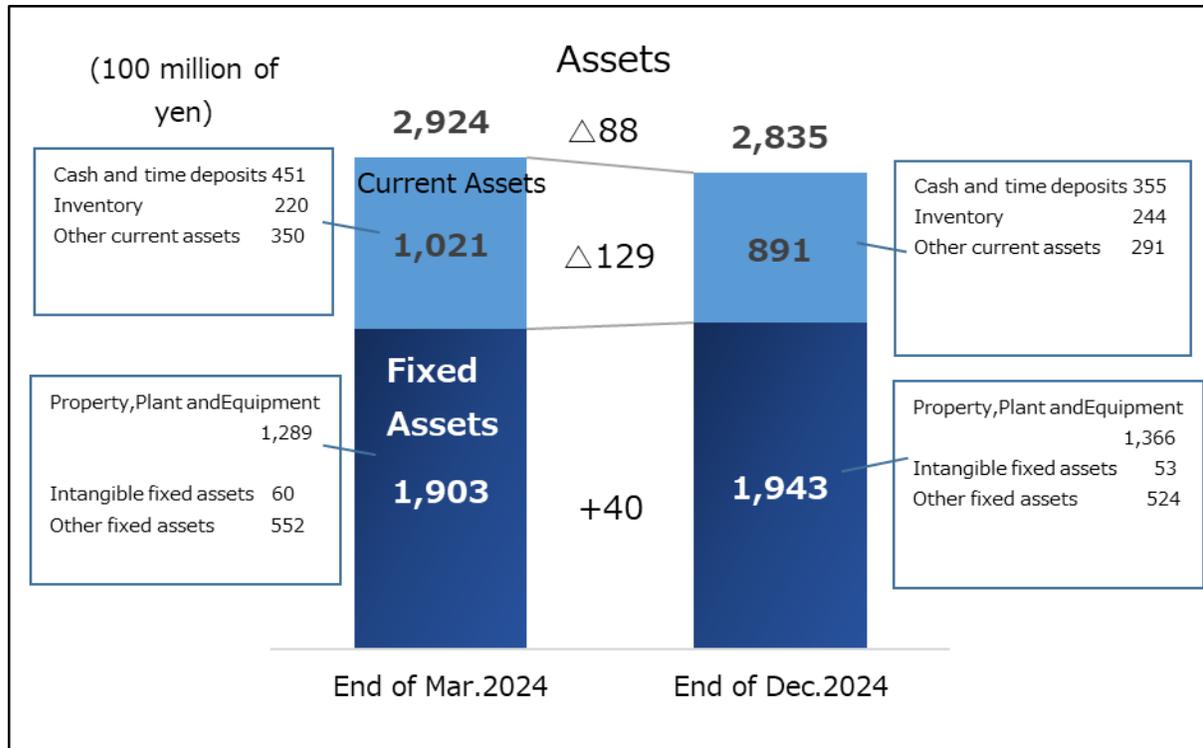
(100 millions of yen)



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 Dec., they had fallen to 19.0%, including deemed shares.



1. FY2024 Q3 Financial Performance
2. Full Year Forecast FY2024
- 3. Hot Topics**

3-1 Hot Topics

Expand sales and improve functionality of solutions for growth of existing and new businesses.

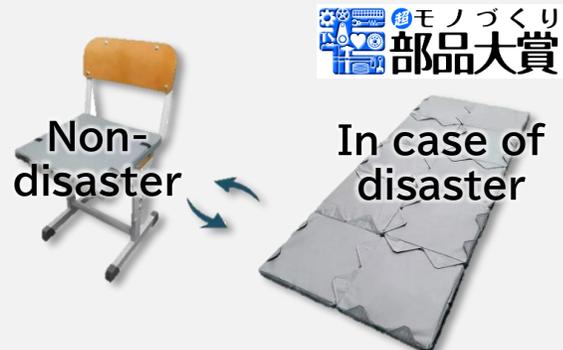
New plant to be completed for valves adopted in EVs



- Scheduled to be completed in March 2025 in anticipation of the expansion of the BEV/PHEV market.
- Producing electronic expansion valves, etc., which are expected to be increasingly adopted in heat management systems.
- Diversify products and customers by utilizing overseas bases.

Disaster relief mat “MATOMAT” *1 “Cho-Monozukuri parts grand prize

Health and Welfare, Biotechnology and Medical Device Components Award



“Phase-free” products available for both daily use and emergencies.

- Highly valued for its contribution to society and as a symbol of Japan's manufacturing strengths.
- Adoption expanded to elementary and junior high schools in Gifu Prefecture.
- Disaster prevention and mitigation x sustainability-award 2024 Grand Prize (29th Jan) . *2

*1 Sponsorship: Monozukuri Nippon Conference/Nikkan Kogyo Shimbun
*2 Sponsorship: Society for Sustainable Mitigation and Related Technology

“e-WAVES BLE type” Linkage with DoCoMAP



Starts in April 2025.

Collaborated with docomap JAPAN Co., Ltd.

- Released “BLE type” temperature/humidity logger.
- Bluetooth communication to check data on a smartphone.
- Linkage with DoCoMAP enables real-time monitoring of vehicle location and warehouse data.



思いをこめて、あしたをつくる

Passion in Creating Tomorrow