



# Presentation of Consolidated Financial Results for the Nine Months Ended December 31, 2024 of FY2024 (Fiscal Year Ending March 31, 2025)

January 29, 2025



Securities Code: 4461 (Tokyo Stock Exchange (TSE) Prime Market)

**DKS Co. Ltd.**

# Today's Agenda



**1. Consolidated Financial Results for the Nine Months Ended  
December 31, 2024 of FY2024 (Fiscal Year Ending March 31, 2025)**

**P. 3**

**2. Consolidated Financial Results Forecasts for FY2024 (Fiscal Year  
Ending March 31, 2025)**

**P.14**

# 1. Consolidated Financial Results for the Nine Months Ended December 31, 2024 of FY2024 (Fiscal Year Ending March 31, 2025)

**Increase in sales and profits:** Demand for electronics material applications remained robust, contributing significantly to profits

(Millions of yen)

	FY2023 Nine Months (Apr.-Dec.)	FY2024 Nine Months (Apr.-Dec.)	YoY Change	
			Amount	%
Net sales	45,634	54,271	8,636	18.9%
Operating income	529	3,802	3,272	617.5%
Ordinary income	556	3,857	3,300	593.0%
Profit attributable to owners of parent	299	1,967	1,667	556.5%

Increase  
in sales



**Net sales :** Substantial growth in photo-cured resin materials for high-end servers

Increase  
in profits



**Operating :** Improved profitability on the back of net sales growth income

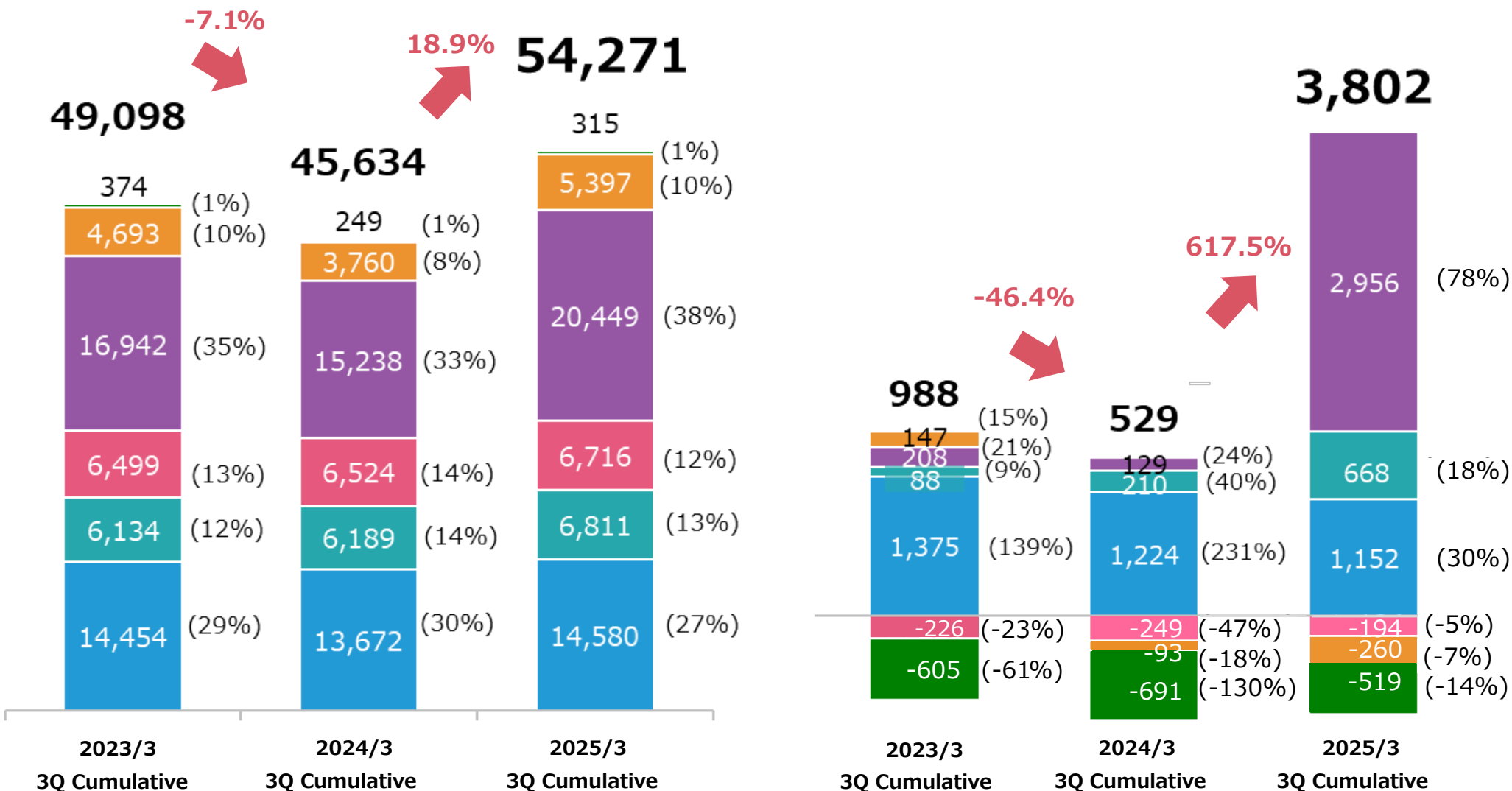
# Trends in Net Sales and Operating Income by Segment



( ) : Percentage  
(Millions of yen)

## Net sales

## Operating income



■ Surfactants   
 ■ Amenity Materials   
 ■ Polyurethane Materials   
 ■ Functional Materials   
 ■ Electronic Device Materials   
 ■ Life Sciences

# Analysis of the Increase or Decrease in Operating Income for the Nine Months Ended December 31, 2024 of FY2024

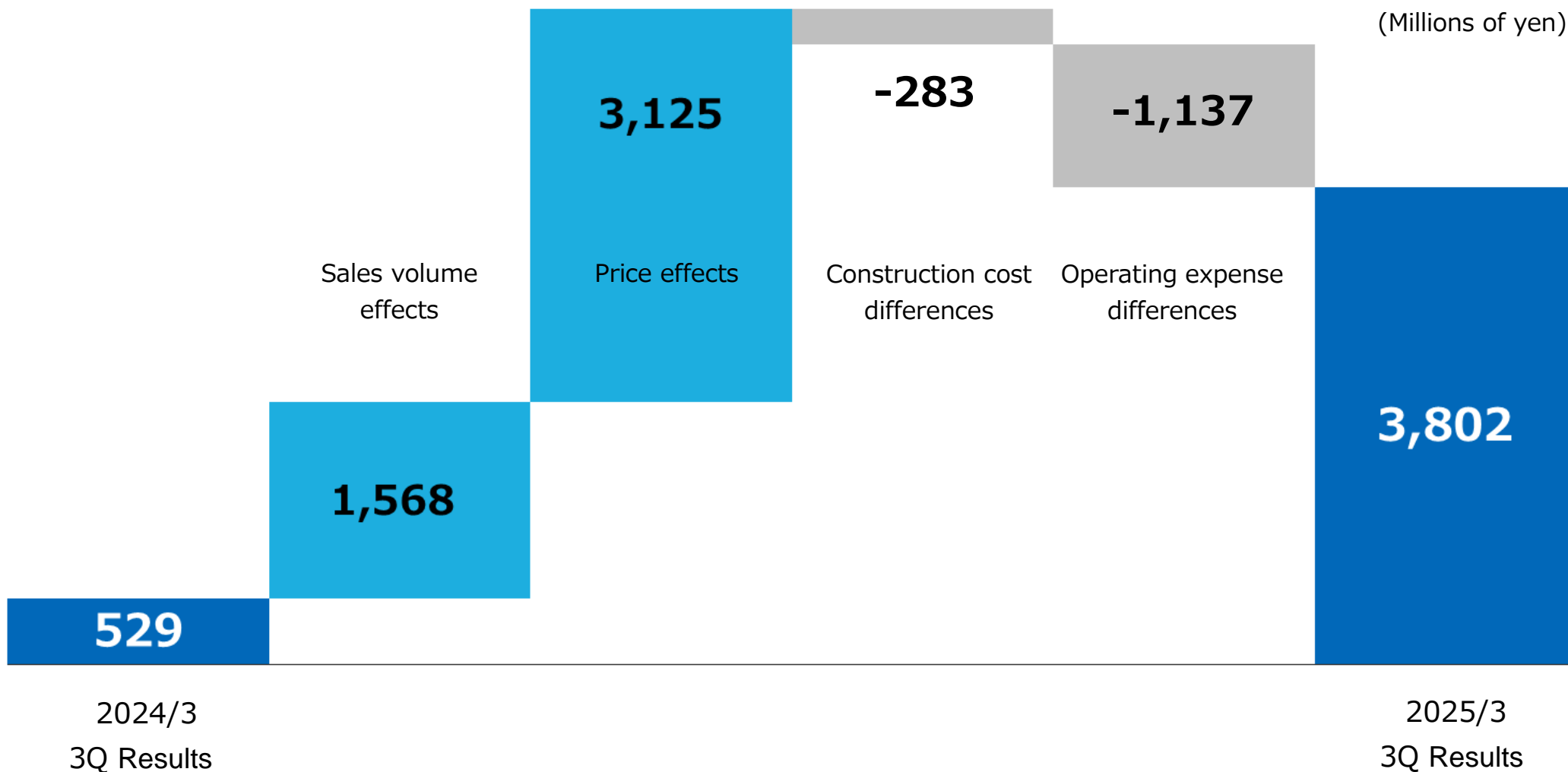


\*Largely reflecting the increase in electronics material application sales volume

\*Increase in electronics material sales volume and the effects of price pass-through measures

\*Increase in operating expenses on the back of higher plant capacity utilization rates

\*Increase in operating expenses owing to such factors as sales activities and R&D costs



# Consolidated Segment Results: Surfactants

Understanding the symbols used

Net sales

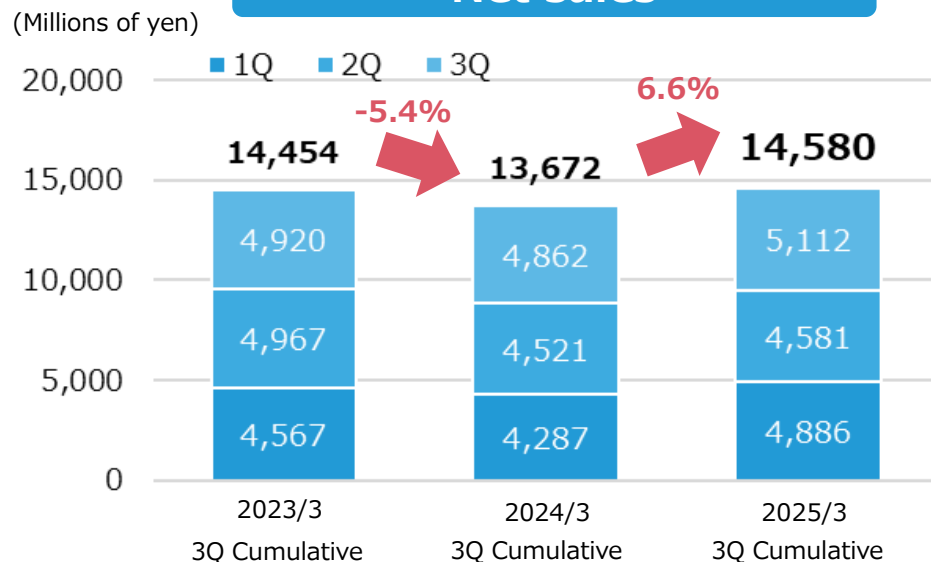


Operating income

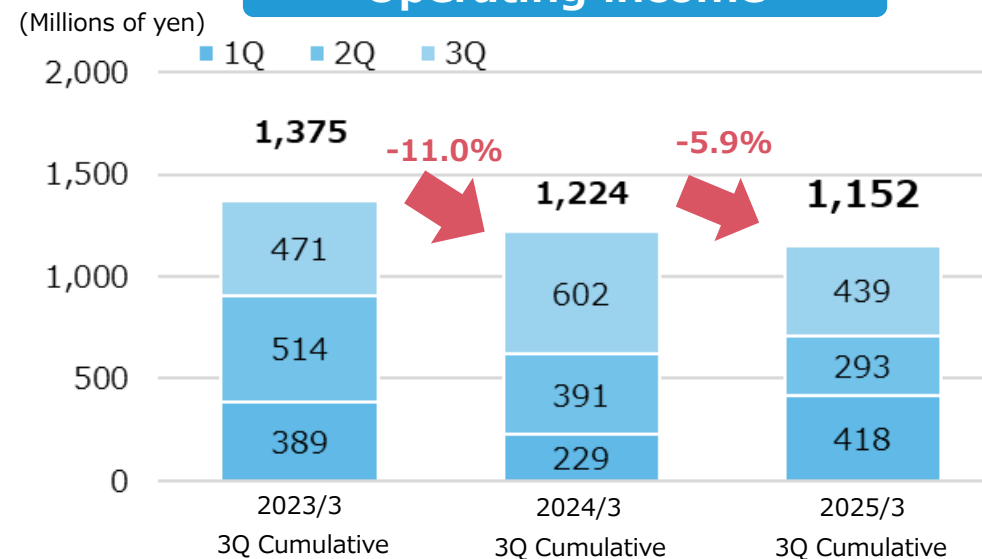


This business has continued to provide highly functional surfactants since the Company's founding in 1909

## Net sales



## Operating income



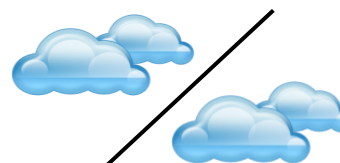
### Net sales: Generally firm

- IT/Electronics materials: Sluggish
- Soap and detergent applications: Substantial increase
- Paint and colorant applications: Firm
- Rubber and plastics: Sluggish overseas trends

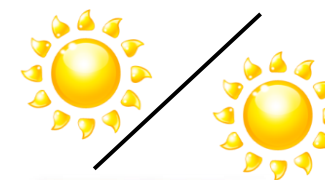
### Operating income: Decrease

- Steady net sales
- Increase in operating expenses

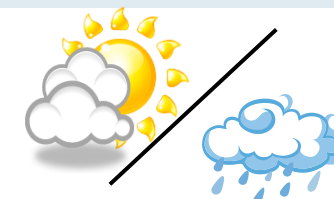
#### IT and electronics materials



#### Soaps and detergents



#### Paints and coloring materials



# Consolidated Segment Results: Amenity Materials

Understanding the symbols used

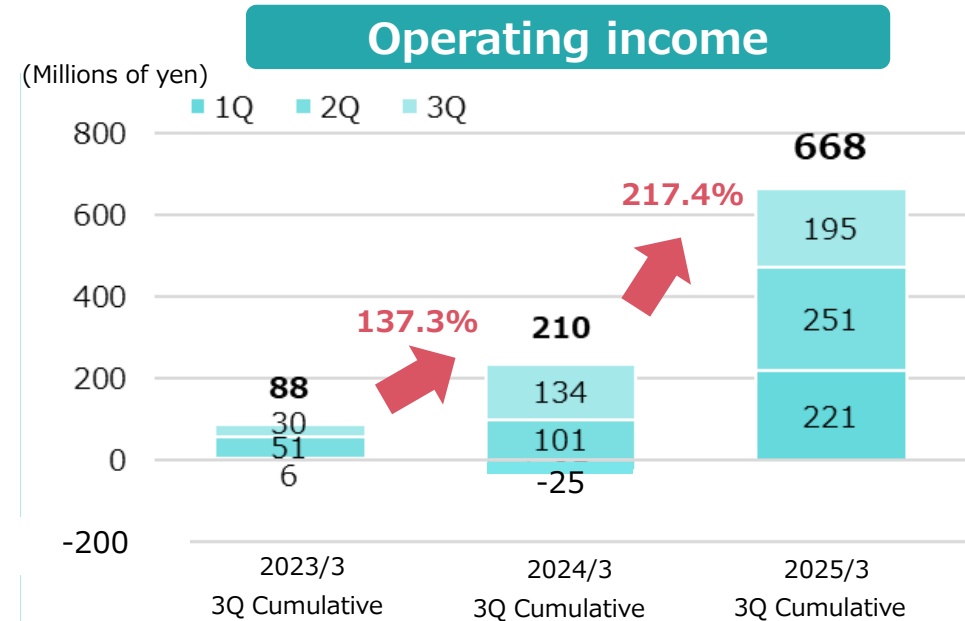
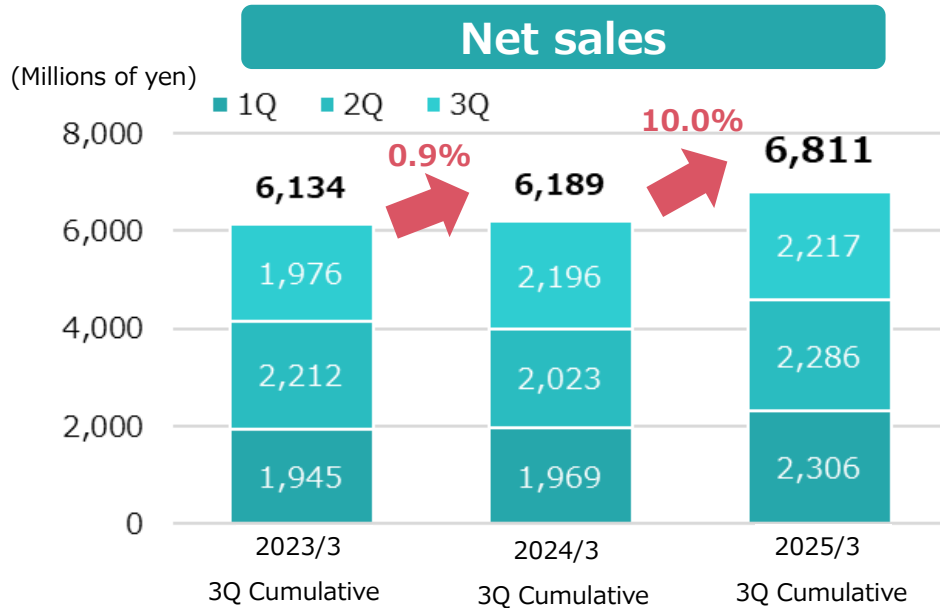
Net sales



Operating income



This business provides materials and peripheral application technologies necessary for a comfortable living environment



## Net sales: In general, substantial growth

- Personal care (cosmetics) applications: Firm overseas sales of sucrose fatty acid esters
- Food applications: Substantial increase in overseas sales of sucrose fatty acid esters
- Energy and environmental applications: Firm sales of cellulose polymers

## Operating income: Increase

- Substantial increase in net sales

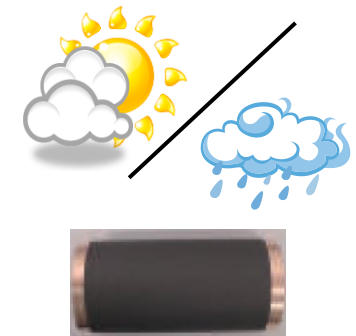
Personal care (cosmetics)



Food



Energy





# Consolidated Segment Results: Polyurethane Materials

Understanding the symbols used

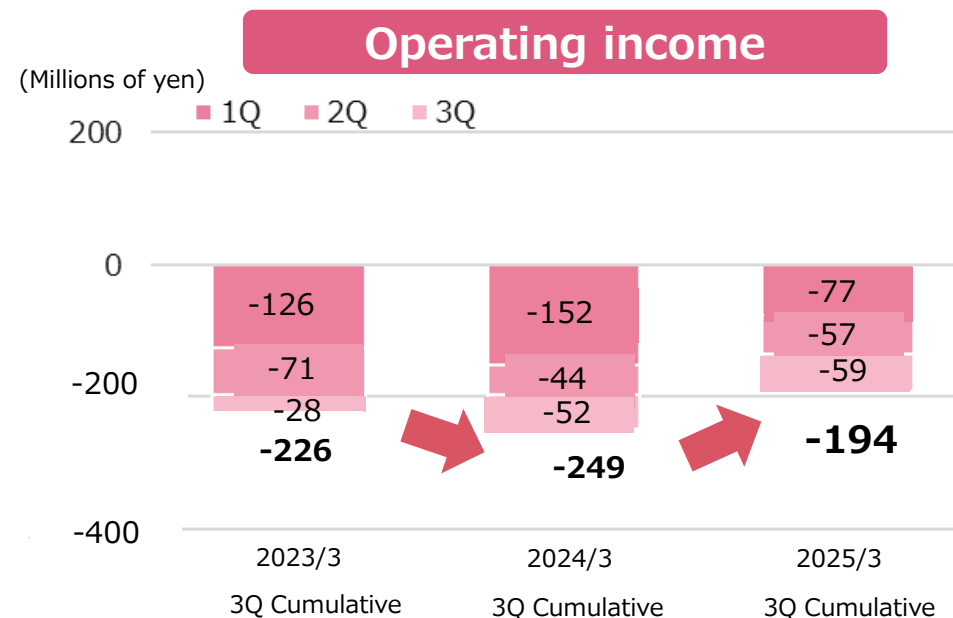
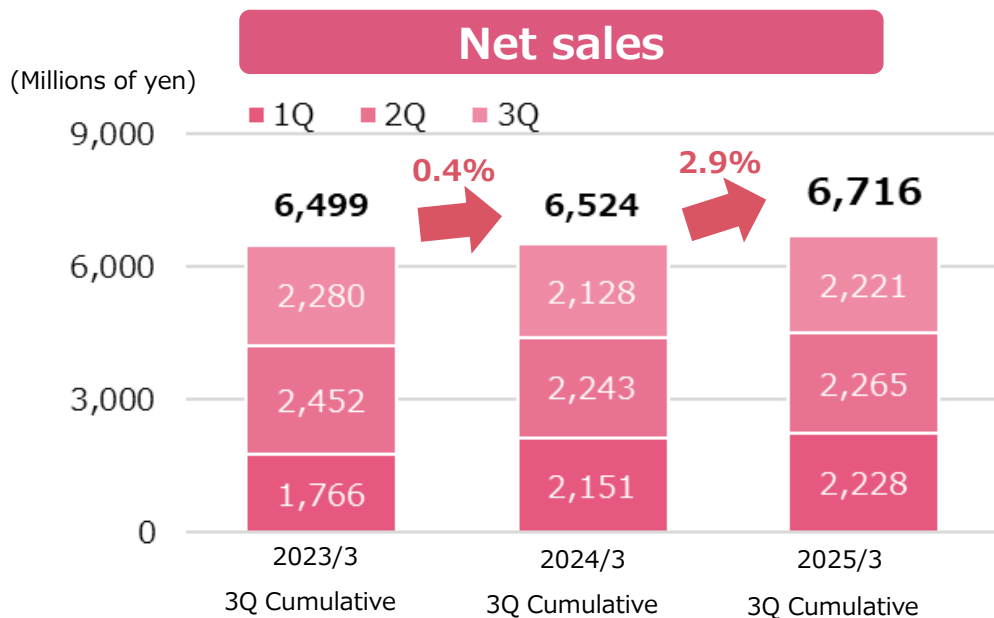
Net sales



Operating income



This business provides a variety of polyurethane raw materials, including civil engineering and construction materials, paints, adhesives, and electric insulating materials



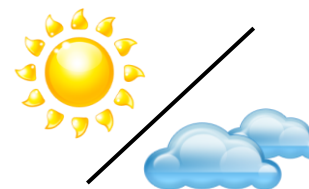
#### Net sales: Generally firm

- IT and electronics applications: Substantial increase
- Civil engineering chemical applications: Substantial decrease
- Synthetic lubricants: Firm sales

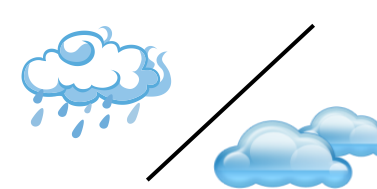
#### Operating income: Operating loss

- Reduction in the amount of loss in line with the increase in sales

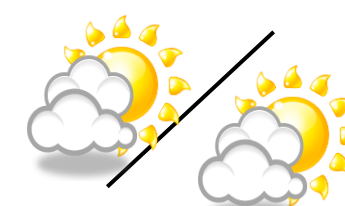
#### IT and electronics materials



#### Engineering chemicals : Rock hardening



#### Synthetic lubricants



# Segment Results: Functional Materials

Understanding the symbols used

Net sales



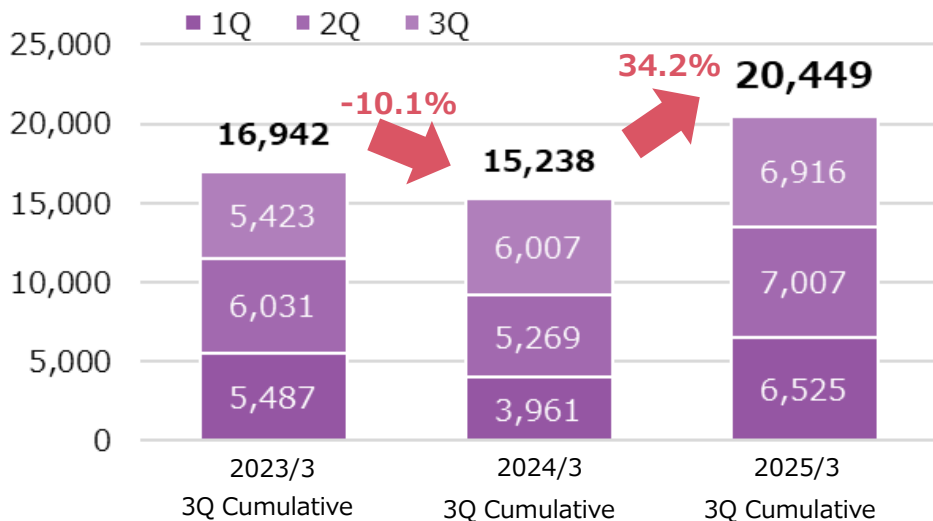
Operating income



This business provides such products as flame retardants, radcure resins, and waterborne polyurethanes for application in home appliances and daily necessities

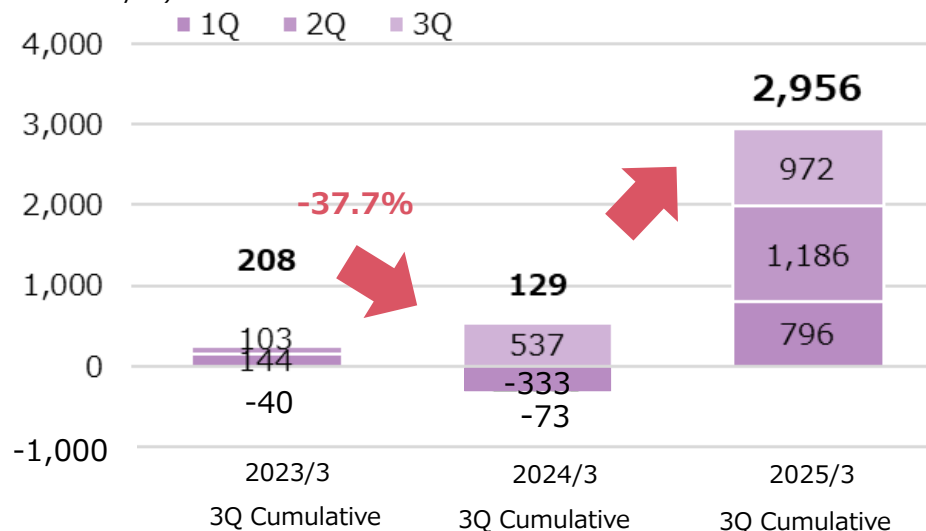
## Net sales

(Millions of yen)



## Operating income

(Millions of yen)



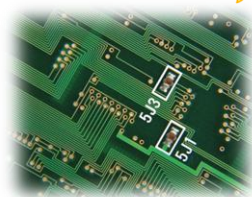
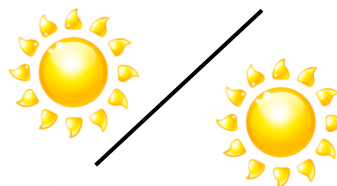
### Net sales: In general, substantial growth

- Electronics applications: Substantial increase
- Rubber and plastic applications: Sales of flame retardants sluggish in Japan, firm overseas sales

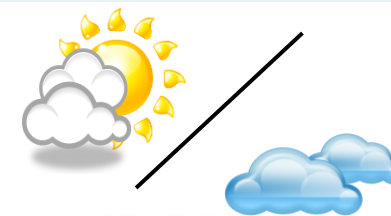
### Operating income: Increase

- Substantial increase in net sales

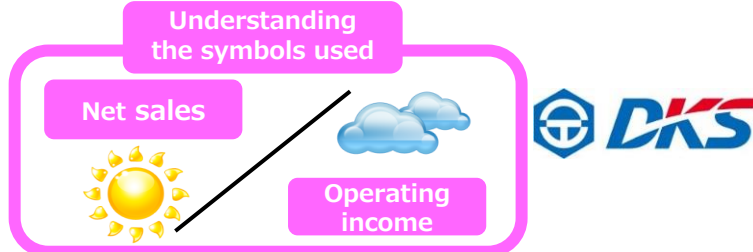
### Electronics materials



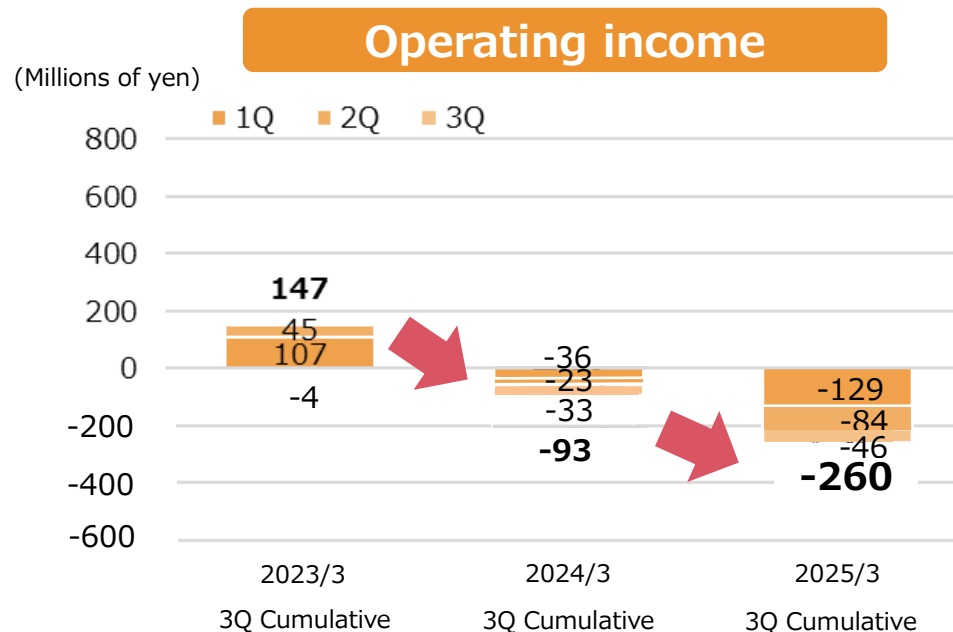
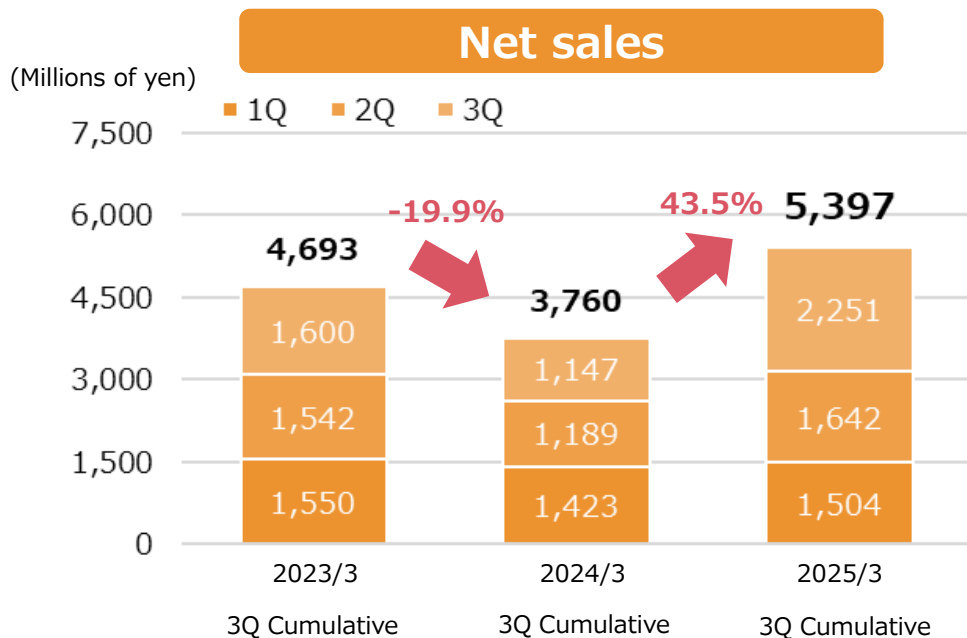
### Flame retardants for plastics



# Segment Results: Electronic Device Materials



This business provides such products as ceramic materials for applications in home appliances and electronic components

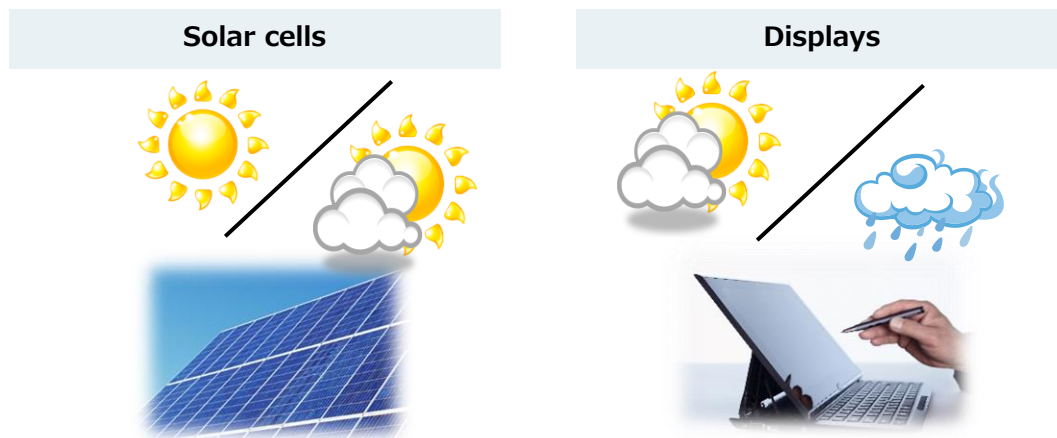


#### Net sales: In general, substantial growth

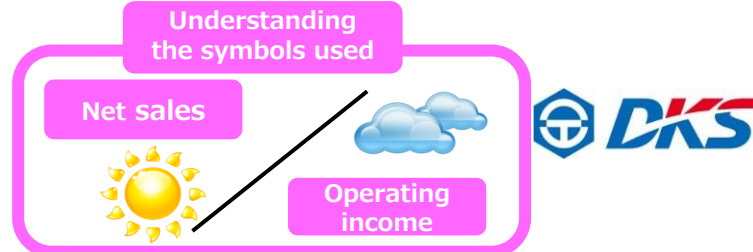
- Solar cell applications: Substantial increase in sales of conductive pastes
- Display applications: Firm sales of ionic liquids

#### Operating income: Operating loss

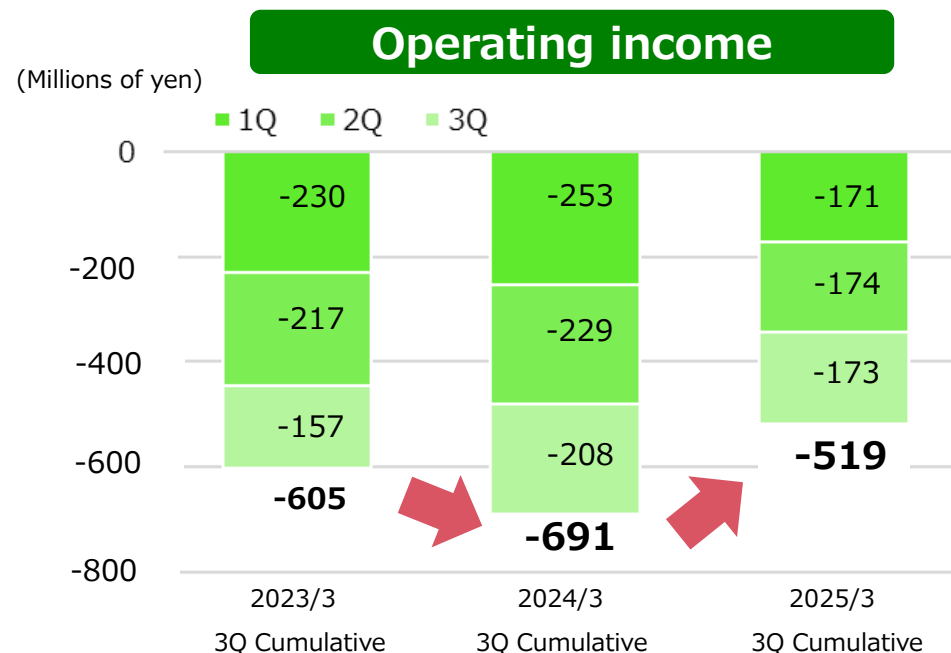
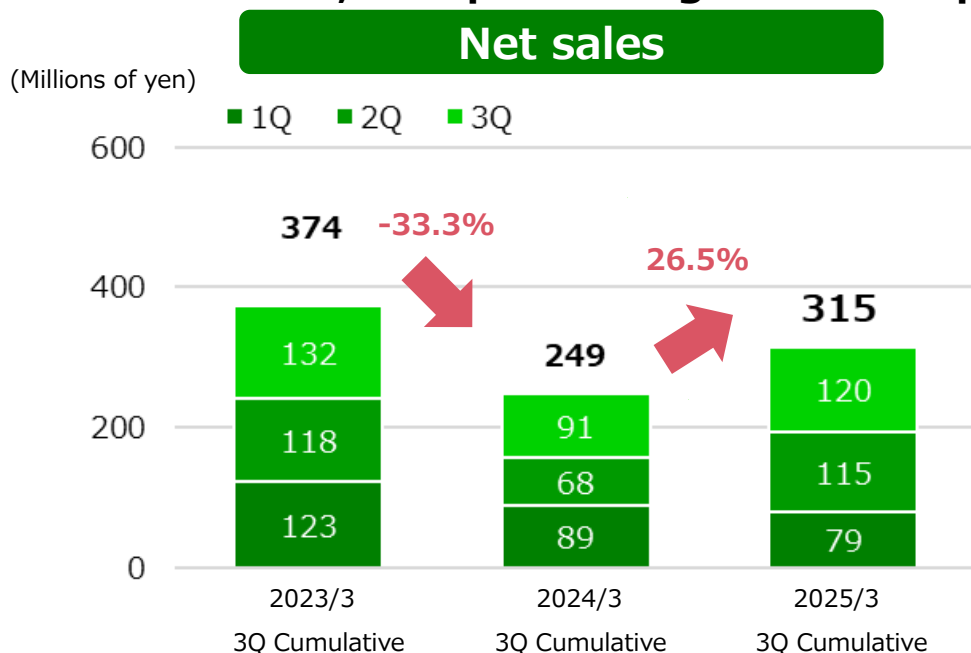
- Substantial increase in net sales
- Increase in operating expenses, mainly R&D costs



# Consolidated Segment Results: Life Sciences



This business provides naturally derived health foods and technologies for the extraction, concentration, and powdering of natural products



#### Net sales: YoY increase

- Sudachi peel extract: Firm
- OEM business for such products as health foods: Firm

#### Operating income: Operating loss

- Reduction in the amount of loss in line with the increase in sale and decrease in operating expenses

#### Tochukasou/deodorizing and sanitizing agent



#### OEM business for health foods, etc.



# Comparative Overview of Consolidated Balance Sheets

(Millions of yen)

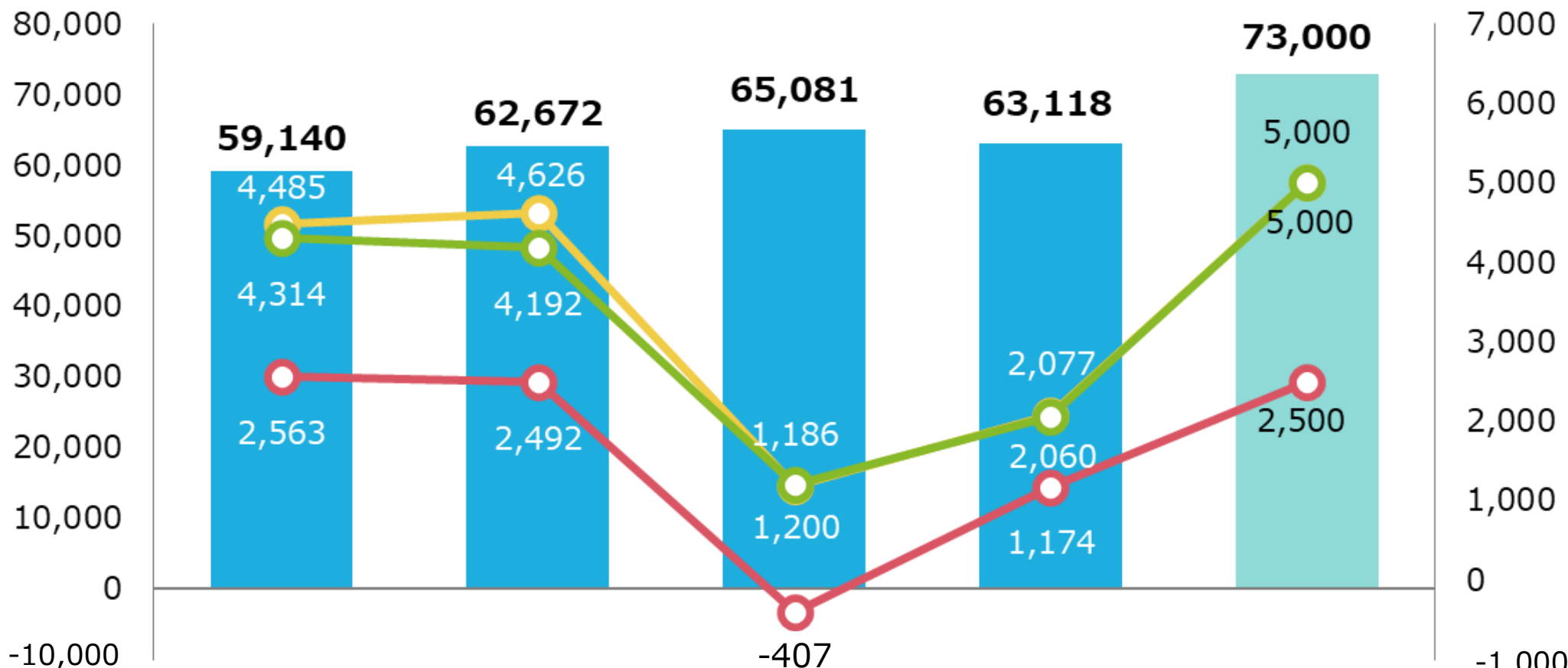
	March 31, 2024	December 31, 2024	Increase/ Decrease		March 31, 2024	December 31, 2024	Increase/ Decrease
<b>Current assets</b>	<b>53,614</b>	<b>54,298</b>	<b>684</b>	<b>Current liabilities</b>	<b>25,159</b>	<b>27,944</b>	<b>2,785</b>
Cash and deposits	16,126	12,687	-3,439	Notes and accounts payable - trade	12,542	15,311	2,769
Notes and accounts receivable - trade	20,663	24,338	3,675	Interest-bearing debt	8,364	7,465	-899
Inventories	14,141	14,721	580	Other	4,252	5,167	914
Other	2,683	2,551	-132	<b>Non-current liabilities</b>	<b>28,081</b>	<b>23,530</b>	<b>-4,550</b>
<b>Non-current assets</b>	<b>40,922</b>	<b>40,051</b>	<b>-871</b>	Interest-bearing debt	26,773	21,882	-4,891
Property, plant and equipment	32,467	31,653	-813	Other	1,307	1,647	340
Intangible assets	290	261	-28	<b>Total liabilities</b>	<b>53,240</b>	<b>51,474</b>	<b>-1,765</b>
Investments and other assets	8,164	8,135	-28	<b>Net assets</b>	<b>41,297</b>	<b>42,875</b>	<b>1,578</b>
<b>Total</b>	<b>94,537</b>	<b>94,350</b>	<b>-187</b>	<b>Total liabilities and net assets</b>	<b>94,537</b>	<b>94,350</b>	<b>-187</b>

## 2. Consolidated Financial Results Forecasts for FY2024 (Fiscal Year Ending March 31, 2025)






(Millions of yen)

[Net sales]

[Profit]



■ Net sales   
 ● Operating income   
 ● Ordinary income   
 ● Profit attributable to owners of parent

Area	Conditions	FY2024
Automobiles and motorcycles	<ul style="list-style-type: none"> <li>• While demand for motorcycles remains strong, slowdown in the pace of four-wheel vehicle demand</li> </ul>	
Information and communication	<ul style="list-style-type: none"> <li>• Continued strong demand for high-end servers</li> </ul>	
Infrastructure (public works)	<ul style="list-style-type: none"> <li>• In addition to firm trends in planned large-scale properties, recovery in high-profit products</li> </ul>	
Displays	<ul style="list-style-type: none"> <li>• Sluggish high-end TV demand</li> <li>• PCs and tablets have bottomed out; signs that smartphones have also turned the corner</li> </ul> <p>Working also toward addressing partial adjustment in inventories</p>	
Home appliances and housing materials (flame retardants)	<ul style="list-style-type: none"> <li>• Continued sluggish demand</li> <li>• Continued decline in bromine and retardant prices due to factors other than supply and demand, such as raw materials</li> </ul>	

## Specific Measures

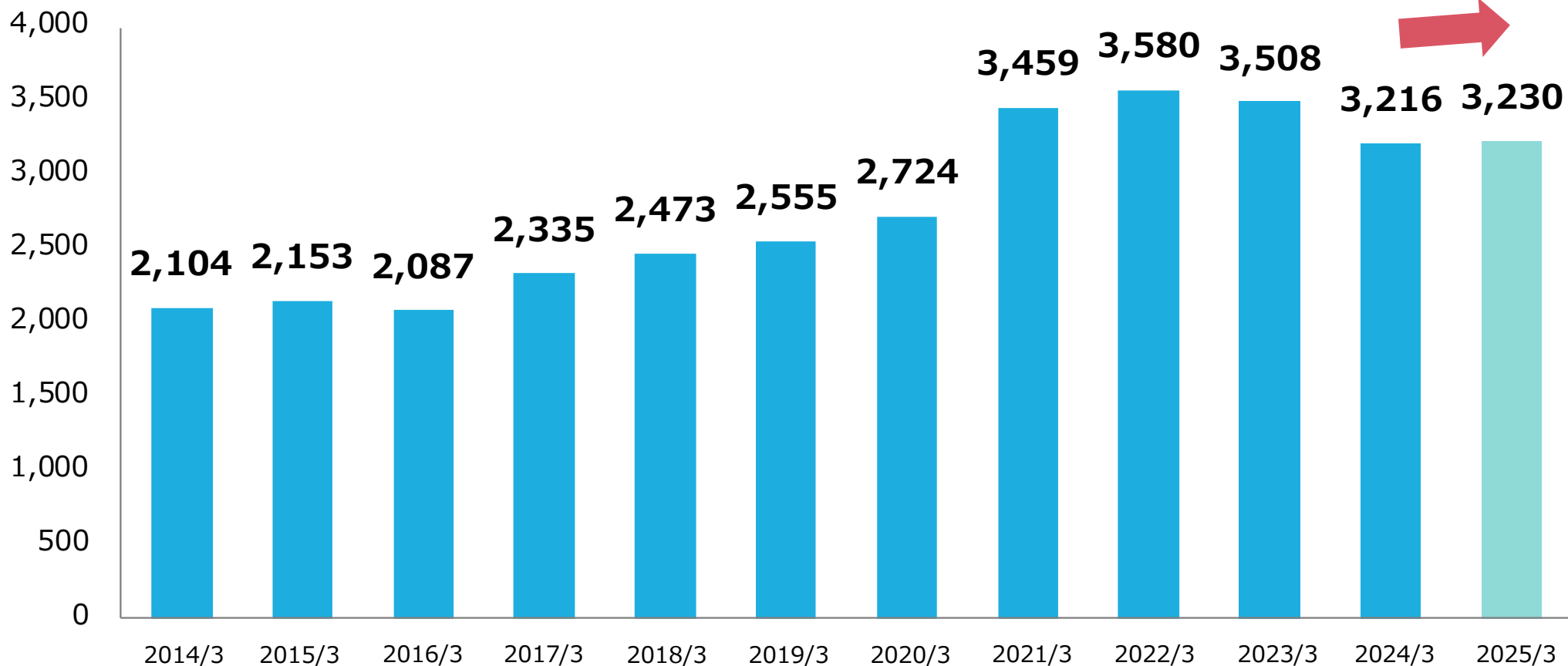
- ① Ensure adequate new project production as well as production to meet the recovery in demand
- ② Horizontally develop existing markets through efforts to accelerate sales and research activities; develop next-generation products
- ③ Continuously address the high cost of raw materials and energy (price pass-through measures)



Segments (Millions of yen)	FY2023 (Results)					FY2024 (Forecasts)					YoY Change	
	1H	2H		Full FY	Compo- sition (%)	1H (Results)	2H		Full FY (Forecasts)	Compo- sition (%)	Amount	(%)
		3Q	4Q				3Q (Results)	4Q (Forecasts)				
Surfactants	8,809	4,862	4,857	<b>18,529</b>	29	9,467	5,112	5,079	<b>19,660</b>	27	<b>1,130</b>	<b>6</b>
Amenity Materials	3,993	2,196	2,240	<b>8,430</b>	13	4,593	2,217	2,188	<b>9,000</b>	12	<b>569</b>	<b>7</b>
Polyurethane Materials	4,395	2,128	2,346	<b>8,870</b>	14	4,494	2,221	2,283	<b>9,000</b>	12	<b>129</b>	<b>1</b>
Functional Materials	9,231	6,007	6,201	<b>21,439</b>	34	13,533	6,916	6,950	<b>27,400</b>	38	<b>5,960</b>	<b>28</b>
Electronic Device Materials	2,613	1,147	1,695	<b>5,456</b>	9	3,146	2,251	2,102	<b>7,500</b>	10	<b>2,043</b>	<b>37</b>
Life Sciences	157	91	142	<b>392</b>	1	194	120	124	<b>440</b>	1	<b>47</b>	<b>12</b>
<b>Total</b>	29,200	16,434	17,484	<b>63,118</b>	100	35,431	18,839	18,728	<b>73,000</b>	100	<b>9,881</b>	<b>16</b>

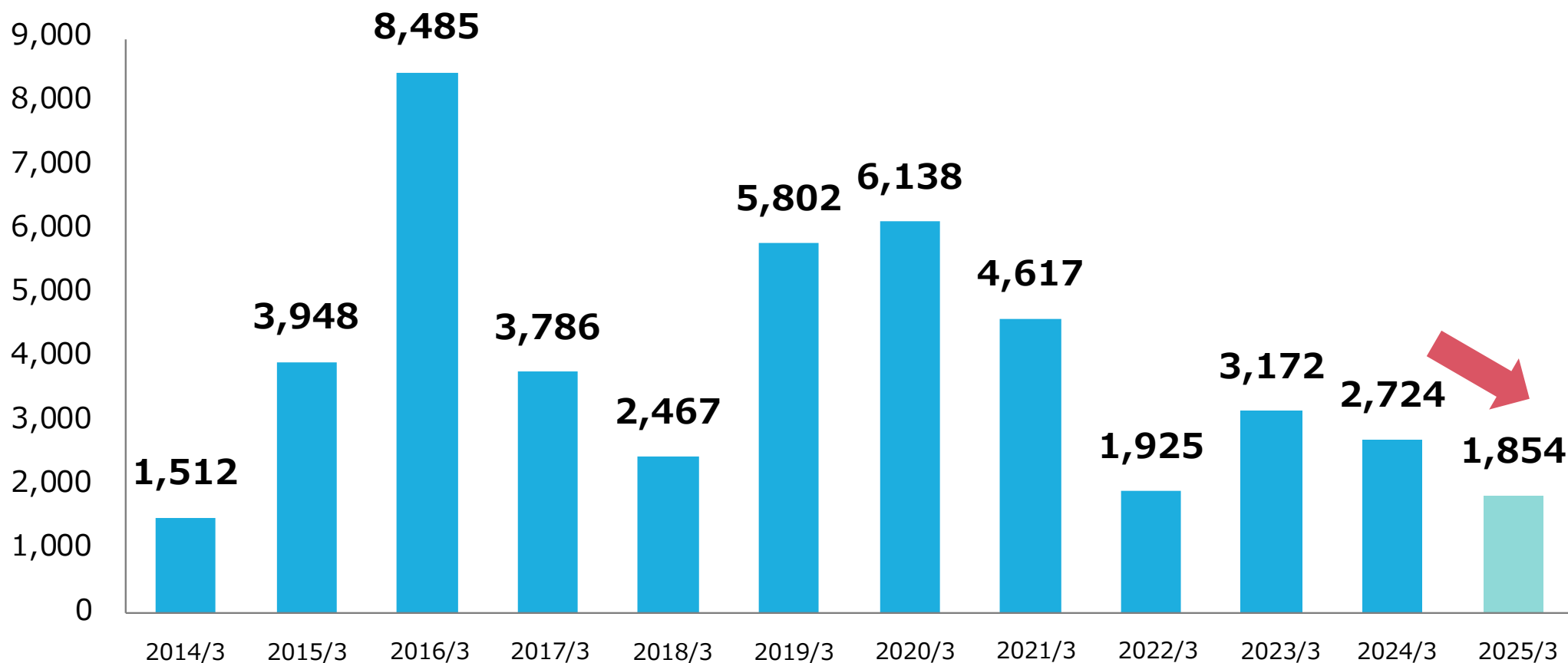
Segments (Millions of yen)	FY2023 (Results)					FY2024 (Forecasts)					YoY Change	
	1H	2H		Full FY	Compo- sition (%)	1H (Results)	2H		Full FY (Forecasts)	Compo- sition (%)	Amount	(%)
		3Q	4Q				3Q (Results)	4Q (Forecasts)				
Surfactants	621	602	592	<b>1,816</b>	87	712	439	367	<b>1,520</b>	30	<b>-296</b>	<b>-16</b>
Amenity Materials	75	134	248	<b>459</b>	22	473	195	131	<b>800</b>	16	<b>340</b>	<b>74</b>
Polyurethane Materials	-196	-52	5	<b>-243</b>	-12	-134	-59	-55	<b>-250</b>	-5	<b>-6</b>	<b>-</b>
Functional Materials	-407	537	873	<b>1,003</b>	48	1,983	972	973	<b>3,930</b>	79	<b>2,926</b>	<b>292</b>
Electronic Device Materials	-60	-33	49	<b>-43</b>	-2	-214	-46	-49	<b>-310</b>	-6	<b>-266</b>	<b>-</b>
Life Sciences	-482	-208	-222	<b>-914</b>	-44	-346	-173	-170	<b>-690</b>	-14	<b>224</b>	<b>-</b>
<b>Total</b>	-449	979	1,547	<b>2,077</b>	100	2,474	1,328	1,197	<b>5,000</b>	100	<b>2,922</b>	<b>141</b>

(Millions of yen)



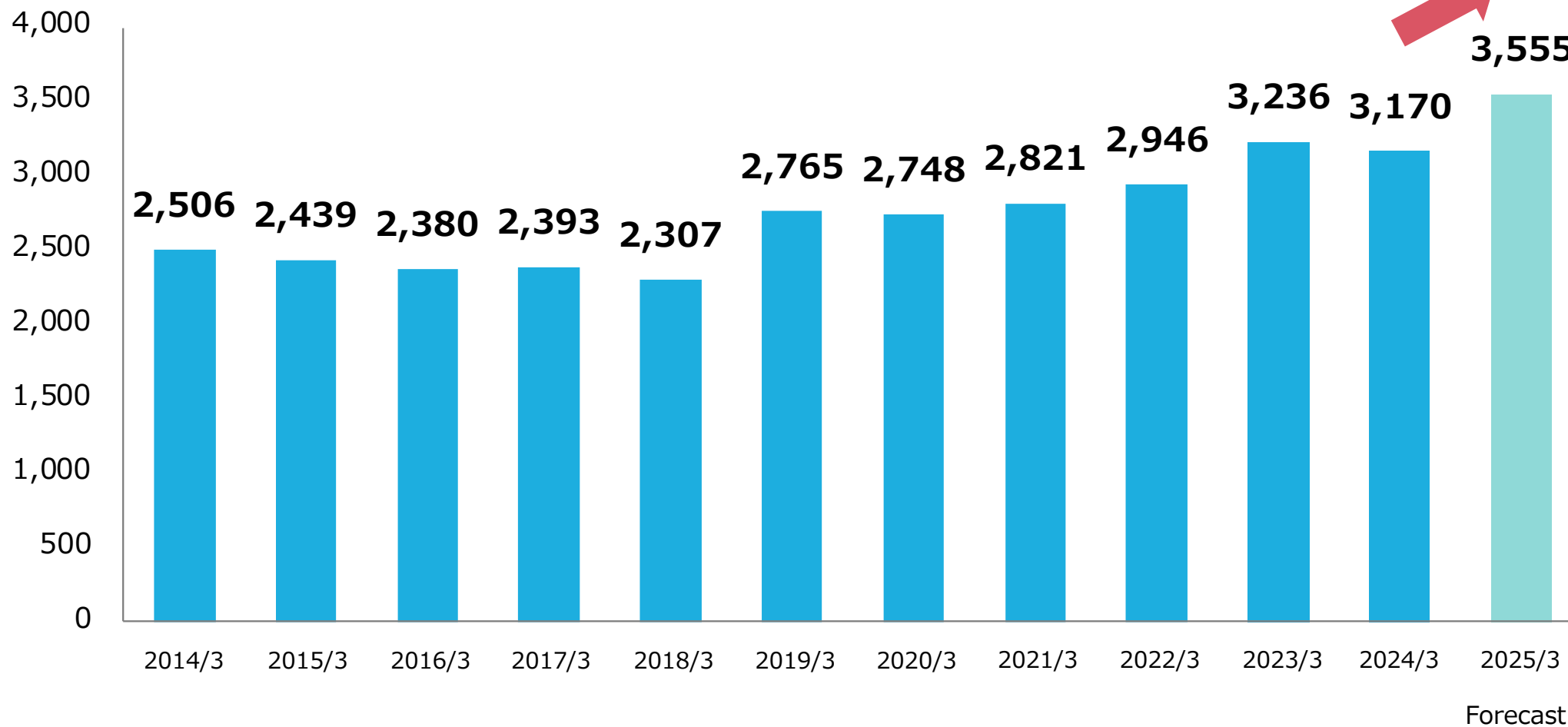
Forecast

(Millions of yen)



Forecast

(Millions of yen)



## Disclaimer Regarding Earnings Forecasts and Business Plans

This presentation contains such information as the Company's current plans and earnings forecasts. These forward-looking statements, including future plans and forecasts are based on currently available information.

Actual results may differ from forecasts and plans owing to a variety of factors and uncertainties regarding the future. Accordingly, this presentation does not assure or guarantee the Company's performance.

**DKS Co. Ltd.**

Investor Relations Group, Public & Investor Relations Department

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