

Presentation of Consolidated Financial Results for FY2024 (Fiscal Year Ended March 31, 2025)

May 14, 2025



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

DKS Co. Ltd.

Today's Agenda



- 1. Consolidated Financial Results for FY2024**
(Fiscal Year Ended March 31, 2025) **P.3**

- 2. Consolidated Financial Results Forecasts for FY2025**
(Fiscal Year Ending March 31, 2026) **P.15**

1. Consolidated Financial Results for FY2024 (Fiscal Year Ended March 31, 2025)

Consolidated Overview of Financial Results (YoY)



Increase in sales and profits : Record-high net sales and operating income on the back of increased sales of electronics material applications

(Millions of yen)

	FY2023	FY2024	YoY Change	
			Amount	%
Net sales	63,118	73,255	10,136	16.1%
Operating income	2,077	5,351	3,273	157.6%
Ordinary income	2,060	5,737	3,677	178.5%
Profit attributable to owners of parent	1,174	2,585	1,392	120.1%

Increase in sales



Net sales : Substantial growth in sales of radcure resin materials for high-end servers and new battery materials

Increase in profits



Operating Income : Improvement in profitability on the back of net sales growth

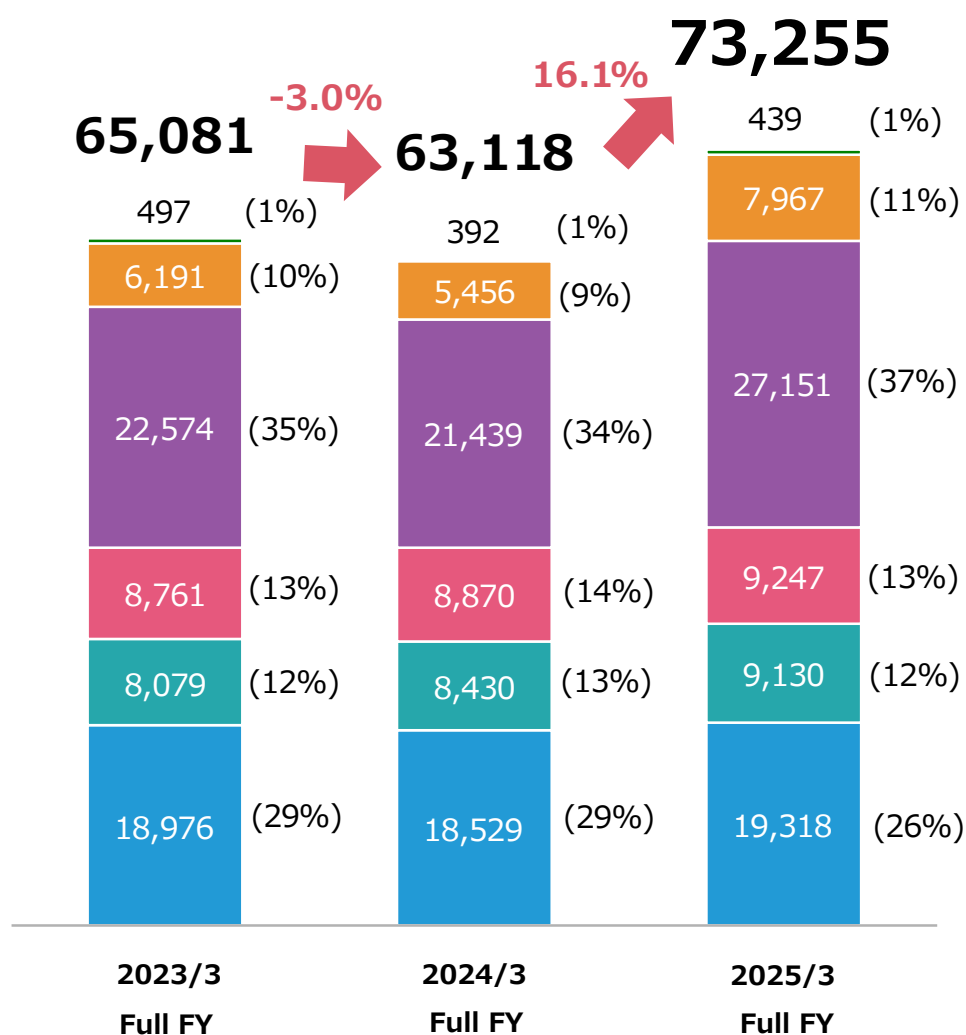
Trends in Net Sales and Operating Income by Segment



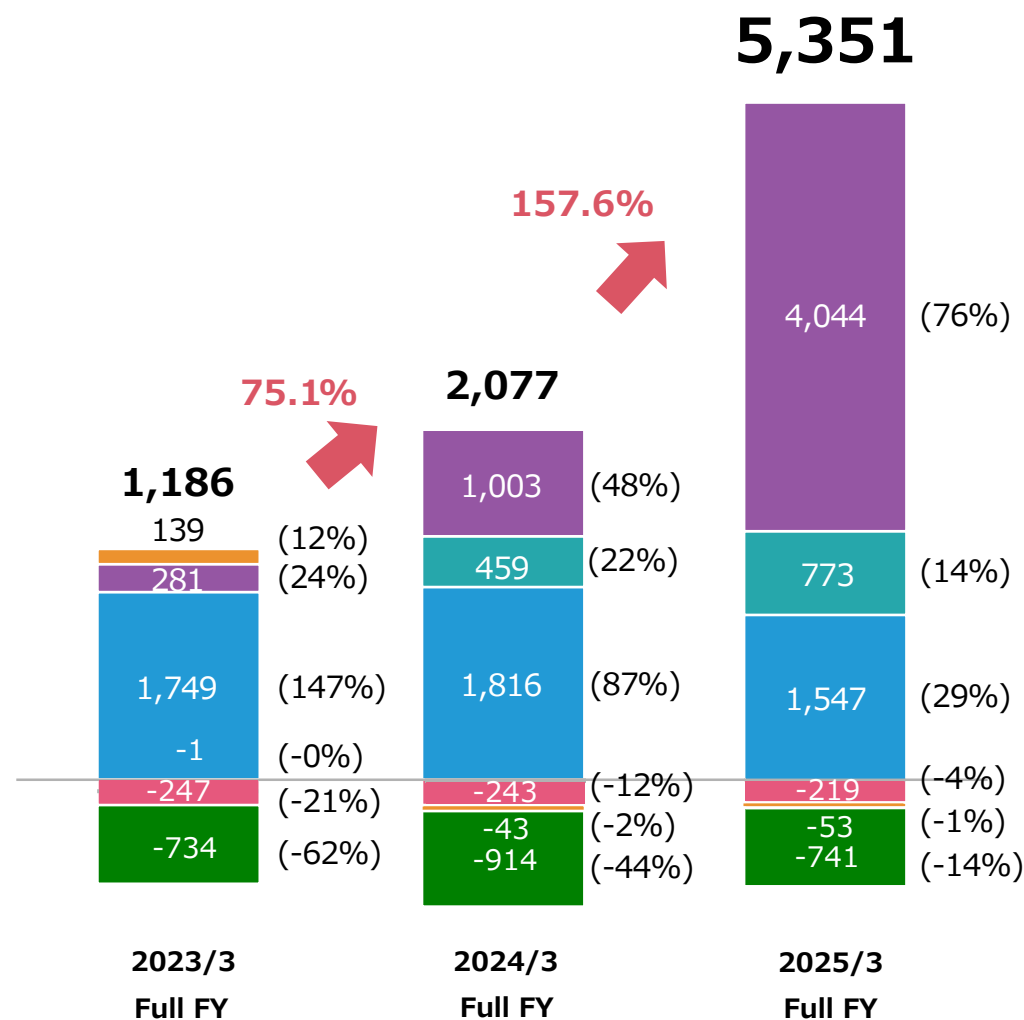
(): Percentage

(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 FY2024



*Largely reflecting the increase in electronics material application sales volume

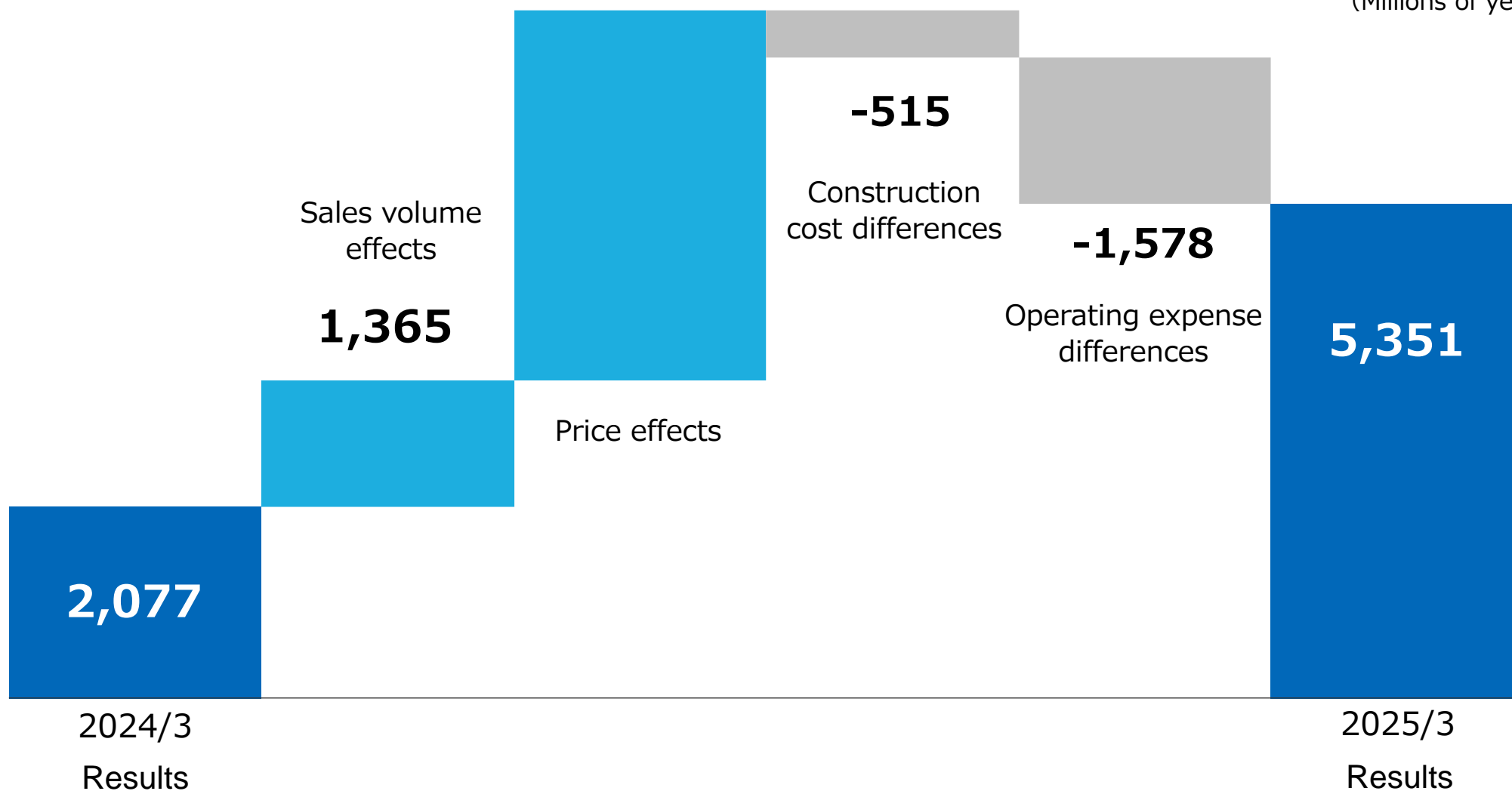
*Expansion of highly profitable product sales and the effects of price pass-through measures

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

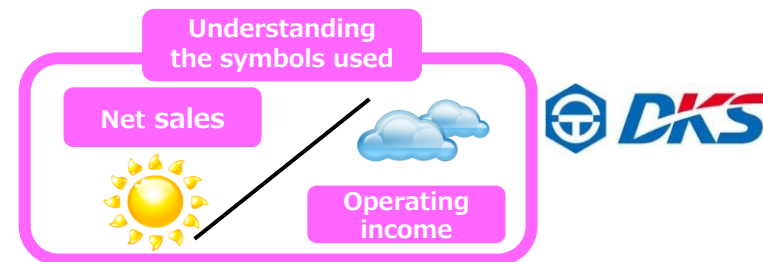
*Increase in operating expenses owing to such factors as sales activities and R&D costs

4,002

(Millions of yen)



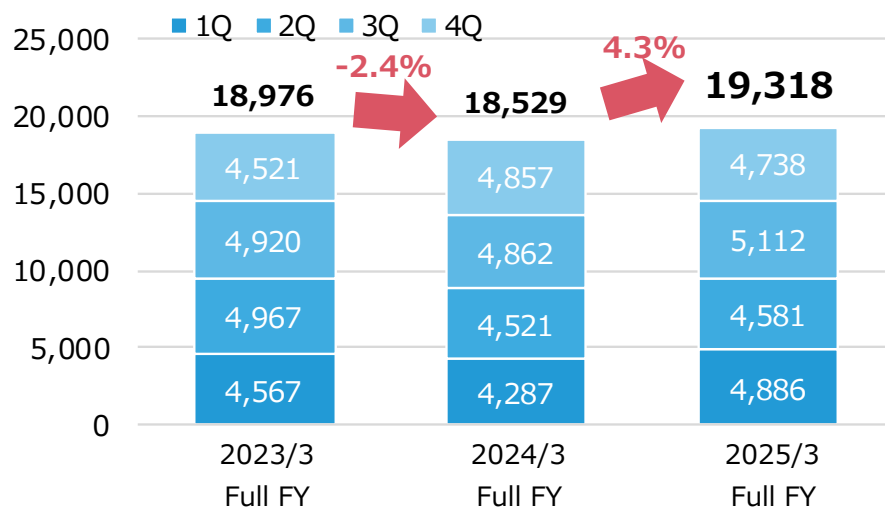
Consolidated Segment Results: Surfactants



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

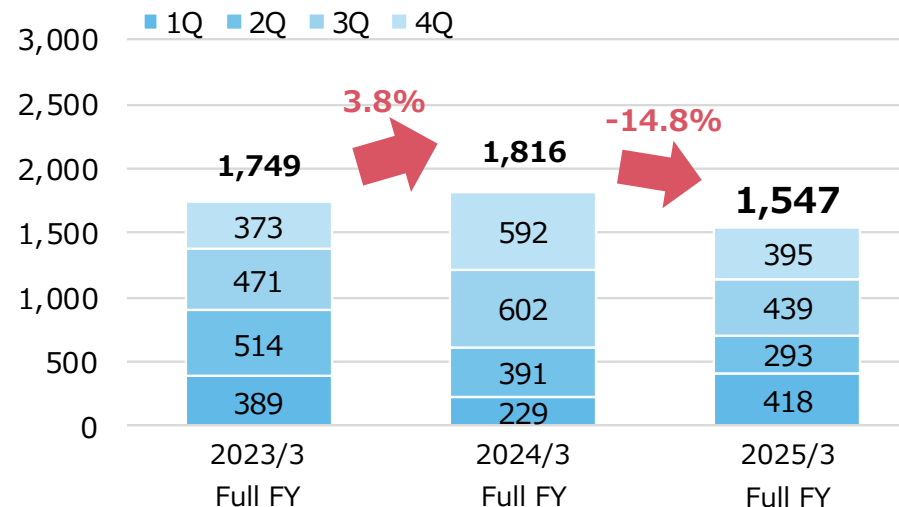
Net sales

(Millions of yen)



Operating income

(Millions of yen)



Net sales: Generally firm

- IT/Electronics materials: Substantial decrease
- Soap and detergent applications: Substantial increase
- Paint and coloring material applications: Firm
- Rubber and plastics: Sluggish performance overseas

Operating income: Decrease

- Steady net sales
- Increase in operating expenses

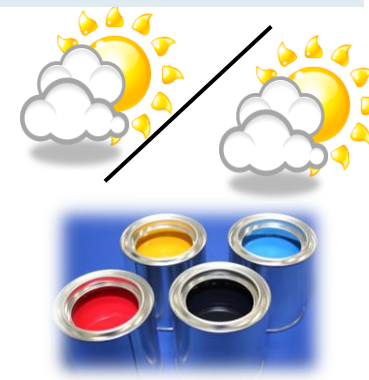
IT and electronics materials



Soaps and detergents



Paints and coloring materials



Consolidated Segment Results: Amenity Materials

Understanding the symbols used

Net sales



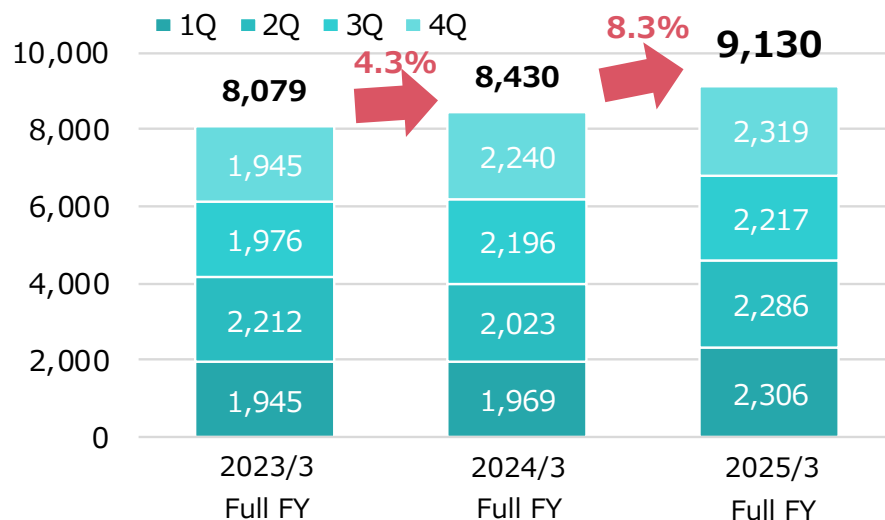
Operating income



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

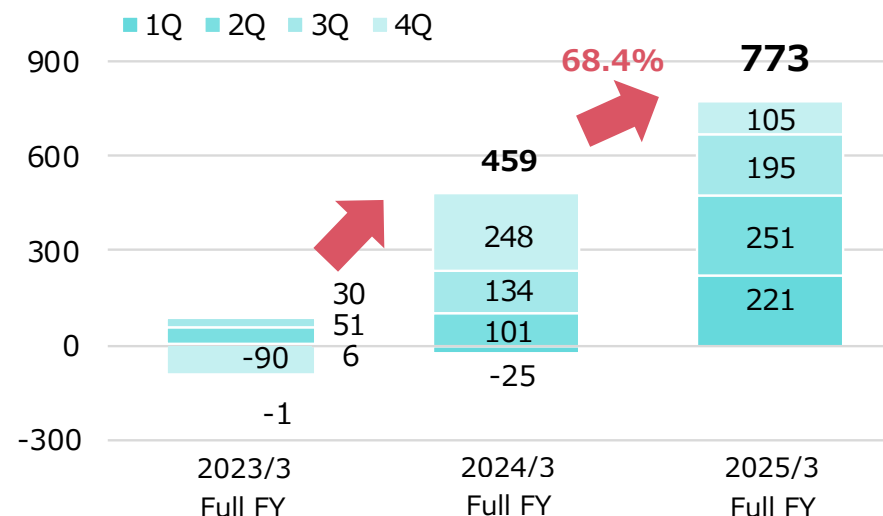
Net sales

(Millions of yen)



Operating income

(Millions of yen)



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: Substantial increase in sales of cellulose polymers

Operating income: Increase

- Substantial increase in net sales

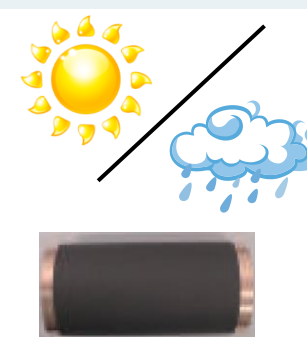
Personal care (cosmetics)



Food



Energy



Consolidated

Segment Results: Polyurethane Materials

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

Understanding
the symbols used

Net sales

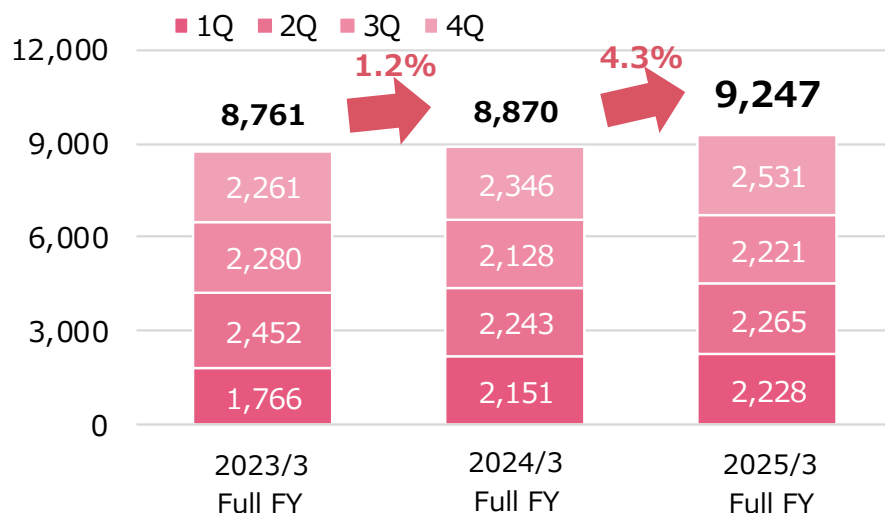


Operating
income



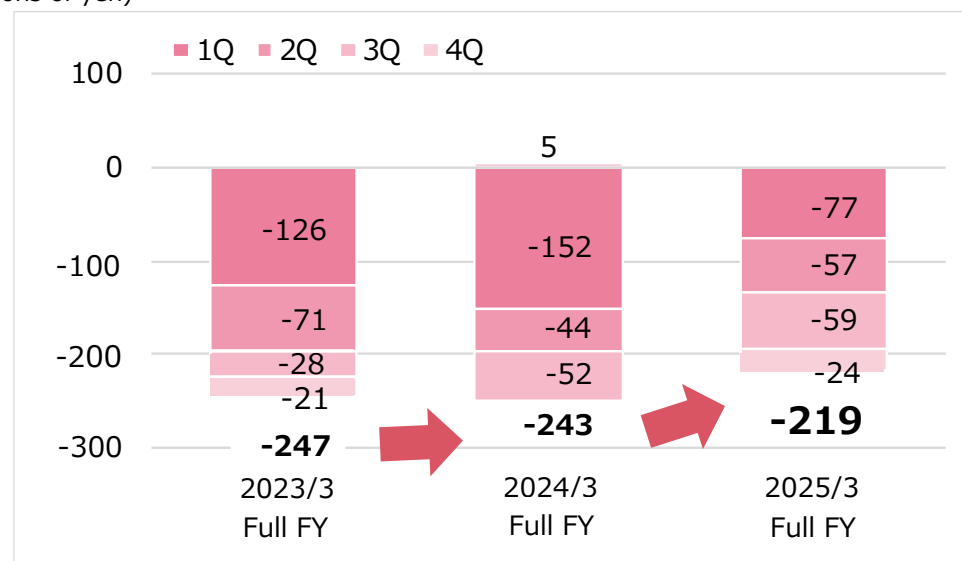
Net sales

(Millions of yen)



Operating income

(Millions of yen)



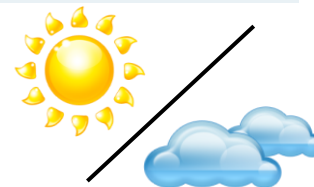
Net sales: Generally firm

- IT/ Electronics materials applications: Substantial increase
- Civil engineering chemical applications: Firm sales
- Synthetic lubricants: Remained sluggish

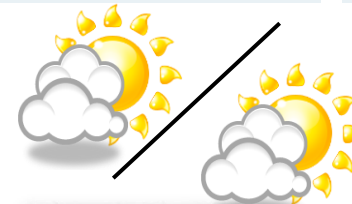
Operating income: Operating loss

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

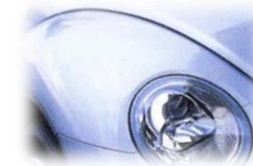
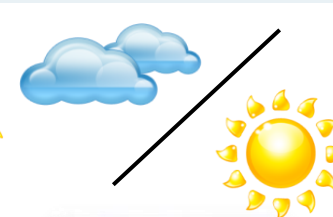
IT and electronics
materials



Engineering chemicals:
Rock hardening



Synthetic lubricants



Consolidated

Segment Results: Functional Materials

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

Understanding
the symbols used

Net sales

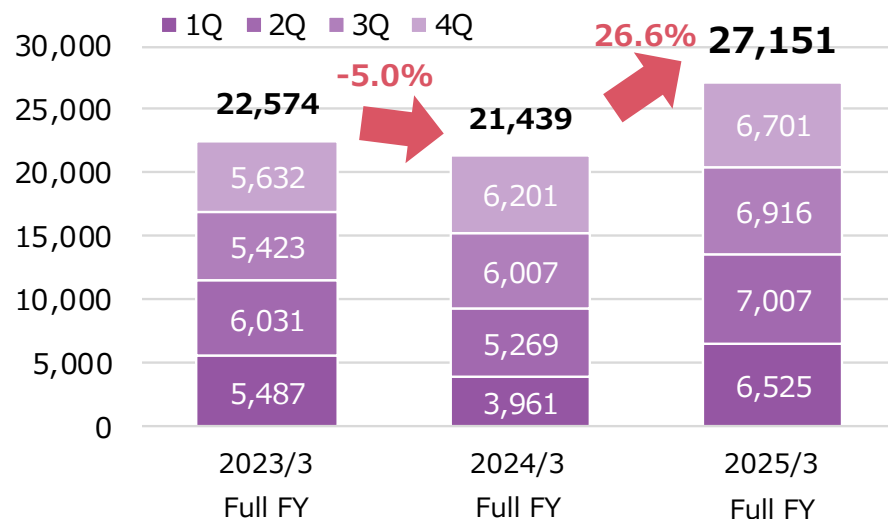


Operating
income



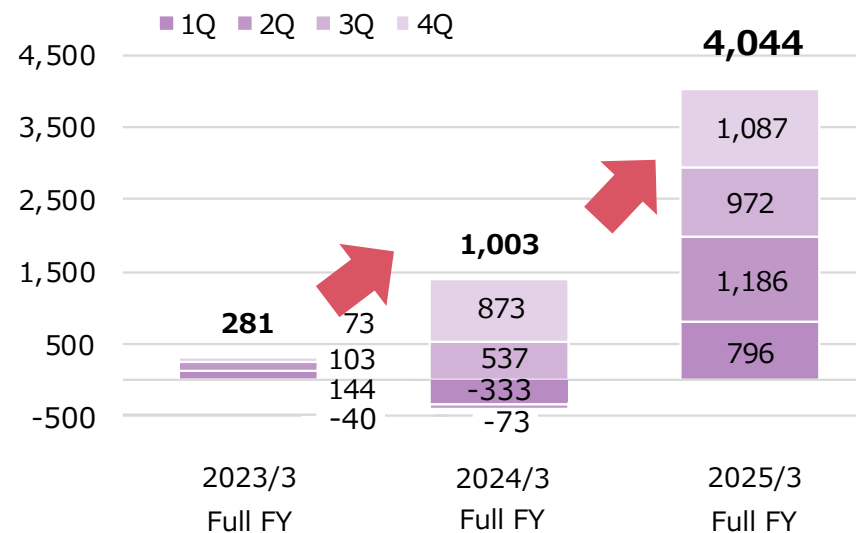
Net sales

(Millions of yen)



Operating income

(Millions of yen)



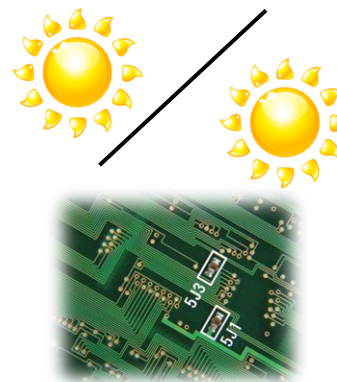
Net sales: In general, substantial growth

- Electronics materials applications: Substantial increase
- Rubber and plastics applications: Sales of flame retardants remained sluggish both in Japan and overseas

Operating income: Increase

- Substantial increase in net sales

Electronics materials



Flame retardants for plastics



Consolidated

Segment Results: Electronic Device Materials

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

Understanding
the symbols used

Net sales

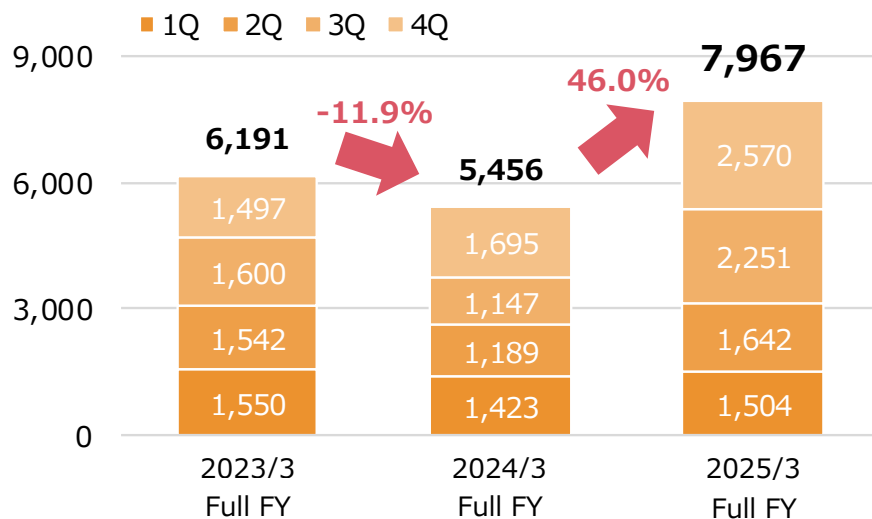


Operating
income



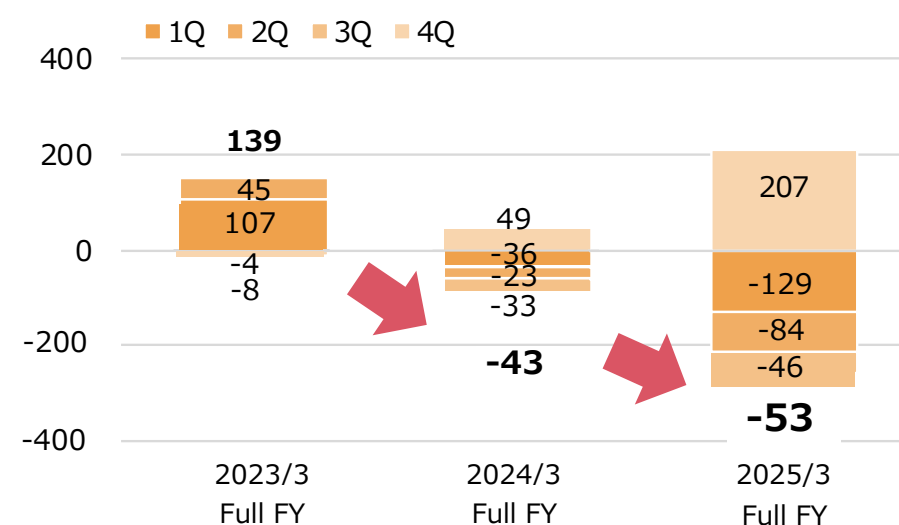
Net sales

(Millions of yen)



Operating income

(Millions of yen)



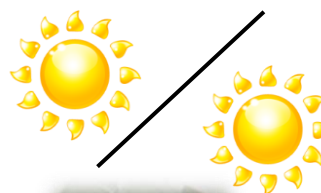
Net sales: In general, substantial growth

- Battery applications: Substantial increase in sales of materials for lithium-ion batteries
- Solar cell applications: Substantial increase in sales of conductive pastes
- Display materials: Firm sales of ionic liquids

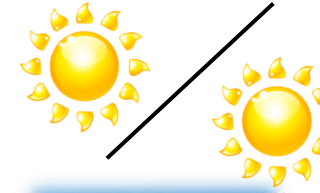
Operating income: Operating loss

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

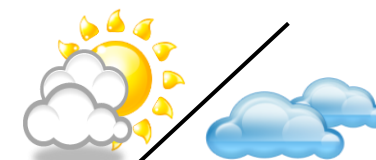
Battery applications



Solar cells

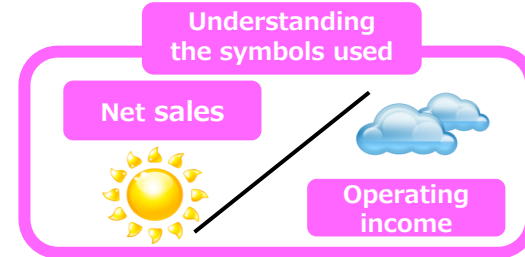


Displays

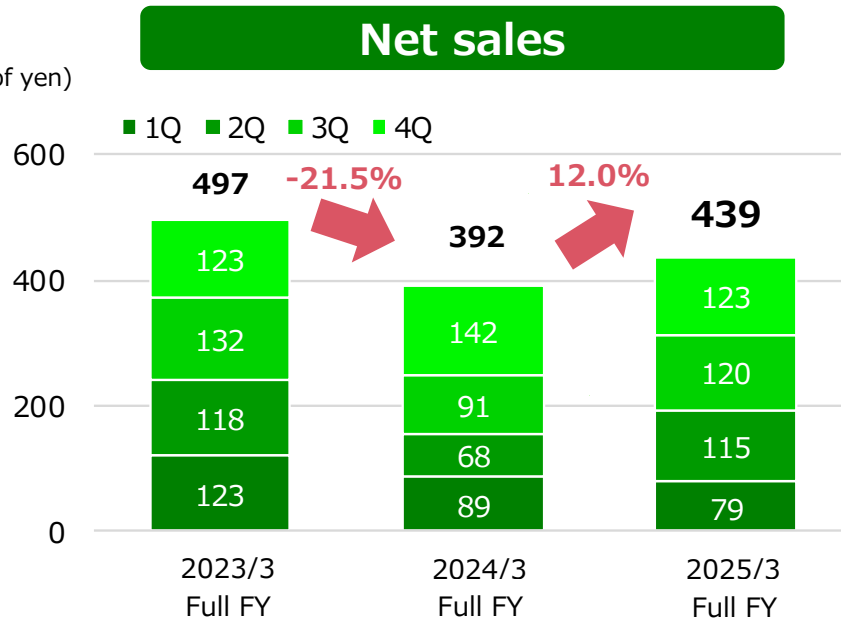


Consolidated Segment Results: Life Sciences

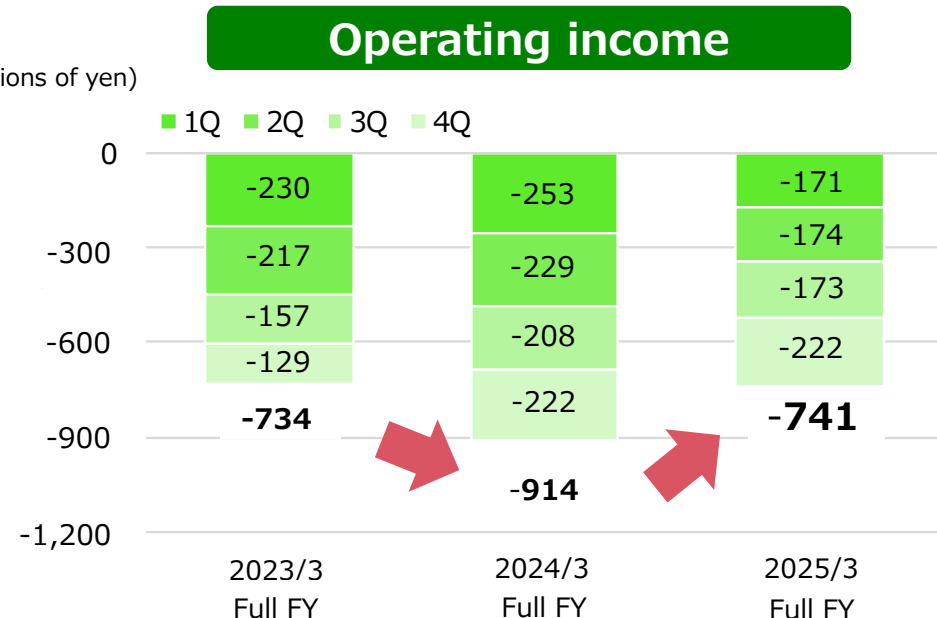
This business provides naturally derived health foods and technologies for the extraction, concentration, and powdering of natural products



(Millions of yen)



(Millions of yen)



Net sales: YoY increase

- I. Japonica-Bombyx Fungus: 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



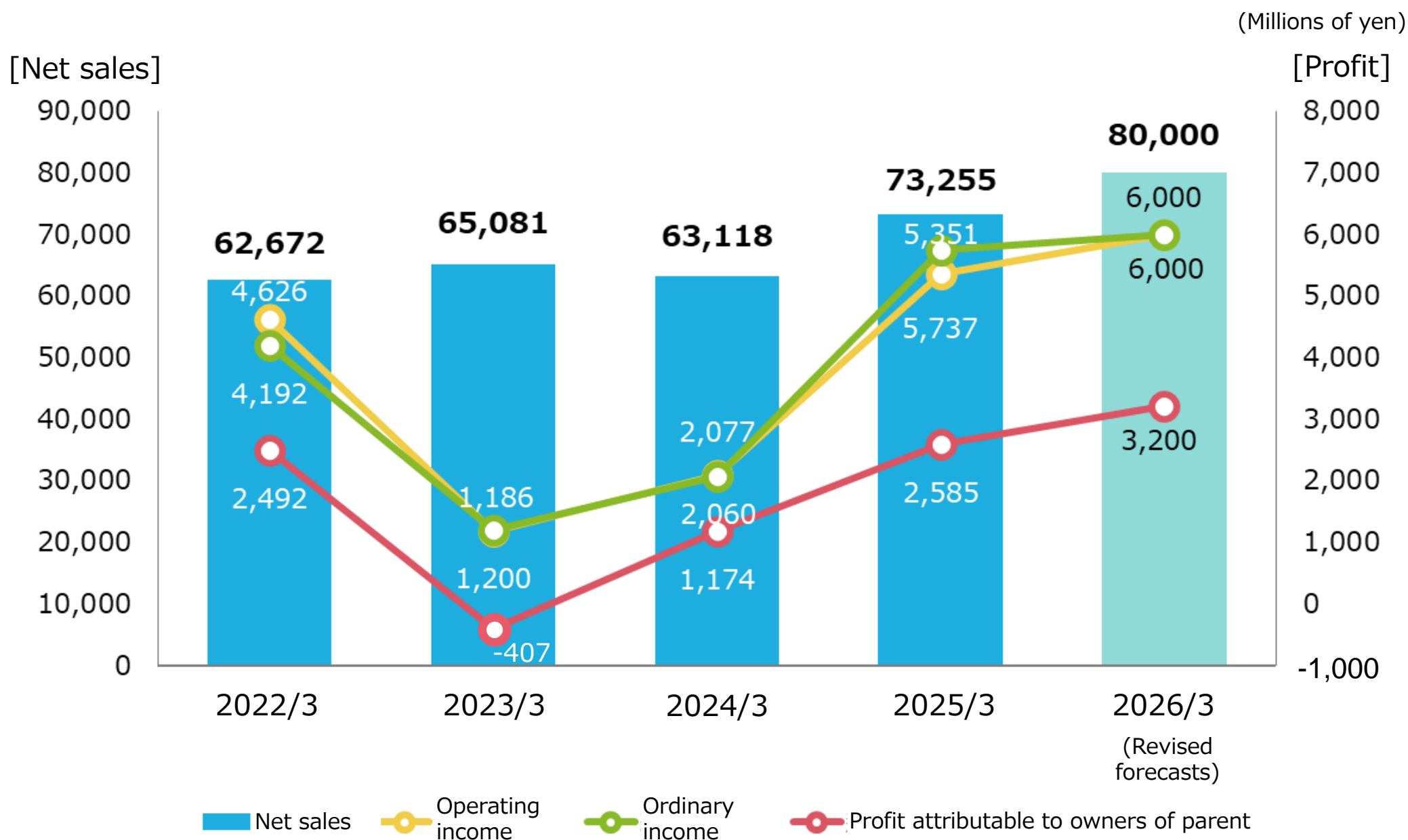
(Millions of yen)






	March 31, 2024	March 31, 2025	Increase/ Decrease		March 31, 2024	March 31, 2025	Increase/ Decrease
Current assets	53,614	57,247	3,632	Current liabilities	25,159	26,532	1,373
Cash and deposits	16,126	16,751	625	Notes and accounts payable - trade	12,542	13,985	1,443
Notes and accounts receivable - trade	20,663	22,159	1,496	Interest-bearing debt	8,364	6,824	-1,540
Inventories	14,141	15,900	1,759	Other	4,252	5,723	1,470
Other	2,683	2,435	-248	Non-current liabilities	28,081	26,075	-2,005
Non-current assets	40,922	39,865	-1,057	Interest-bearing debt	26,773	24,526	-2,247
Property, plant and equipment	32,467	31,398	-1,068	Other	1,307	1,549	241
Intangible assets	290	250	-39	Total liabilities	53,240	52,608	-632
Investments and other assets	8,164	8,215	51	Net assets	41,297	44,504	3,207
Total	94,537	97,113	2,575	Total liabilities and net assets	94,537	97,113	2,575

(Millions of yen)

	2024/3 Full FY	2025/3 Full FY	Increase / Decrease
Cash flows from operating activities	7,091	7,528	436
Cash flows from investing activities	-2,008	-2,138	-129
Cash flows from financing activities	1,646	-5,045	-6,691
Effect of exchange rate change on cash and cash equivalents	165	264	98
Net increase (decrease) in cash and cash equivalents	6,895	609	-6,285
Cash and cash equivalents at end of period	15,947	16,556	609

2. Consolidated Financial Results Forecasts for FY2025 (Fiscal Year Ending March 31, 2026)



Area	Conditions	FY2025
Automobiles and motorcycles	<ul style="list-style-type: none"> While demand for motorcycles remains firm overseas, sluggish demand for four-wheel vehicles 	
Information and communication	<ul style="list-style-type: none"> Continued strong demand for high-end servers 	
Infrastructure (public works)	<ul style="list-style-type: none"> In addition to firm trends in planned large-scale properties, strong conditions also for high-profit products 	
Displays	<ul style="list-style-type: none"> Firm overseas demand for high-end TVs, especially in China Despite firm overseas trends for PCs and tablets, sluggish demand in Japan 	
Home appliances and housing materials (flame retardants)	<ul style="list-style-type: none"> Continued sluggish demand Continue decline in bromine and retardant prices due to factors other than supply and demand, such as raw materials 	

Specific Measures

- (1) Ensure agile production in response to new projects and uncertain demand
- (2) Lateral expansion within existing markets by accelerating sales and research activities; develop next-generation products
- (3) Continuously address rising raw material and fixed costs (price pass-through measures)

Segments (Millions of yen)	FY2024 (Results)				FY2025 (Forecasts)				YoY Change	
	1H	2H	Full FY	Compo- sition (%)	1H	2H	Full FY	Compo- sition (%)	Amount	(%)
Electronics & IT	13,019	12,646	25,666	35	12,500	16,000	28,500	36	2,834	11
Environment & Energy	8,082	10,259	18,341	25	11,000	11,000	22,000	28	3,659	20
Life & Wellness	6,469	6,468	12,937	18	6,500	6,900	13,400	17	463	4
Core Materials	7,860	8,449	16,310	22	9,000	7,100	16,100	20	-210	-1
Total	35,431	37,823	73,255	100	39,000	41,000	80,000	100	6,745	9

* Results data by segment for FY2024 are for reference only.

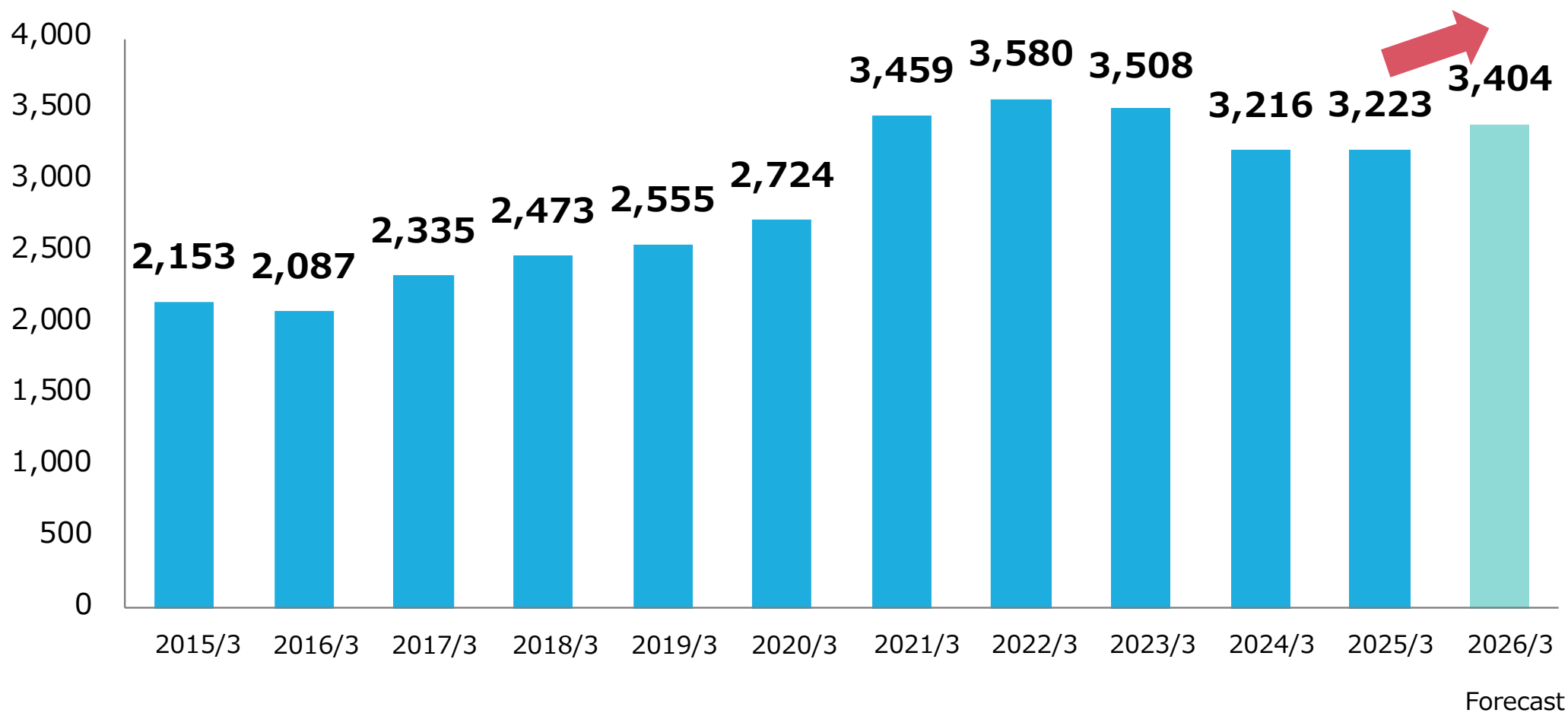
Segments (Millions of yen)	FY2024 (Results)				FY2025 (Forecasts)				YoY Change	
	1H	2H	Full FY	Composition (%)	1H	2H	Full FY	Composition (%)	Amount	(%)
Electronics & IT	2,208	2,189	4,397	82	2,000	2,500	4,500	75	103	2
Environment & Energy	-178	34	-144	-3	250	250	500	8	644	-
Life & Wellness	263	8	271	5	150	150	300	5	29	11
Core Materials	181	644	826	15	400	300	700	12	-126	-15
Total	2,474	2,877	5,351	100	2,800	3,200	6,000	100	649	12

* Results data by segment for FY2024 are for reference only.

Consolidated Depreciation



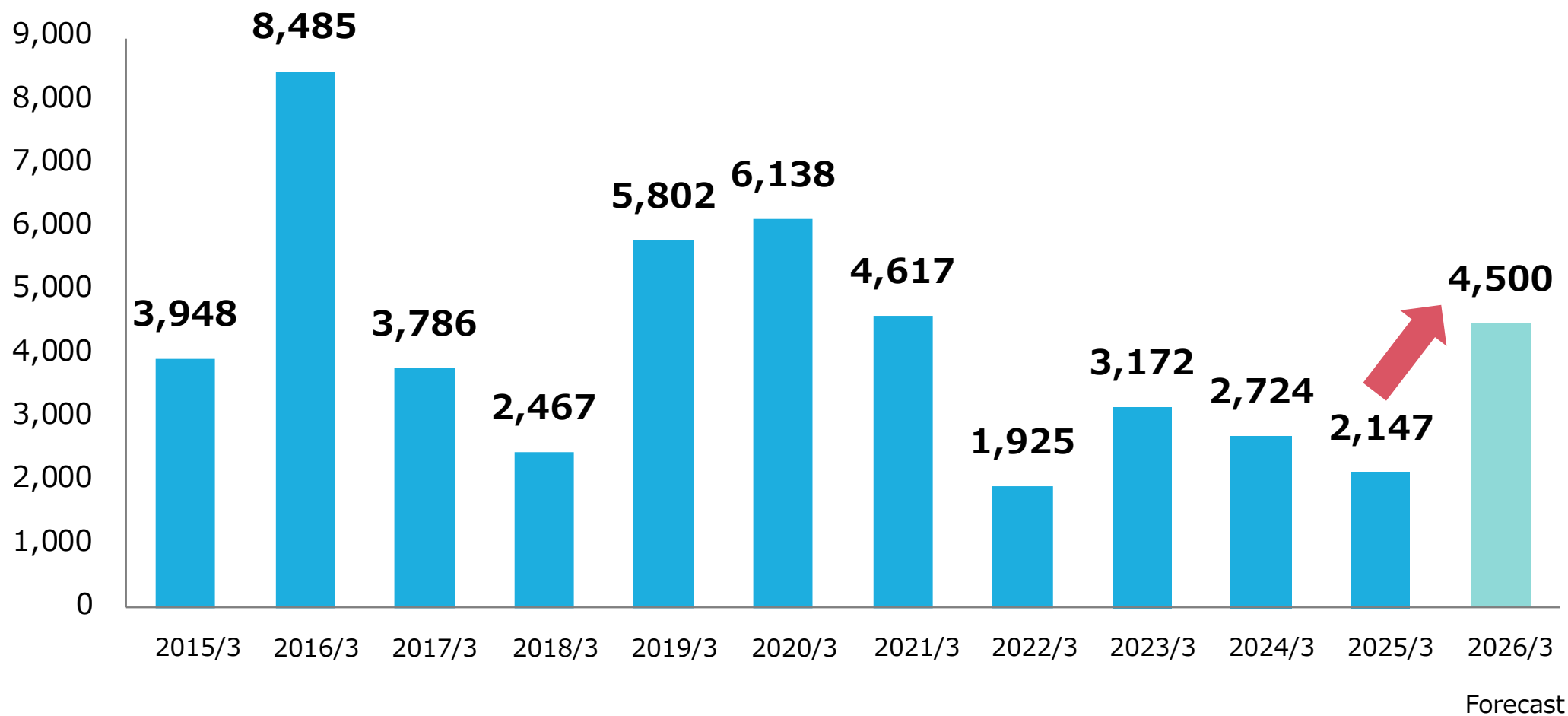
(Millions of yen)



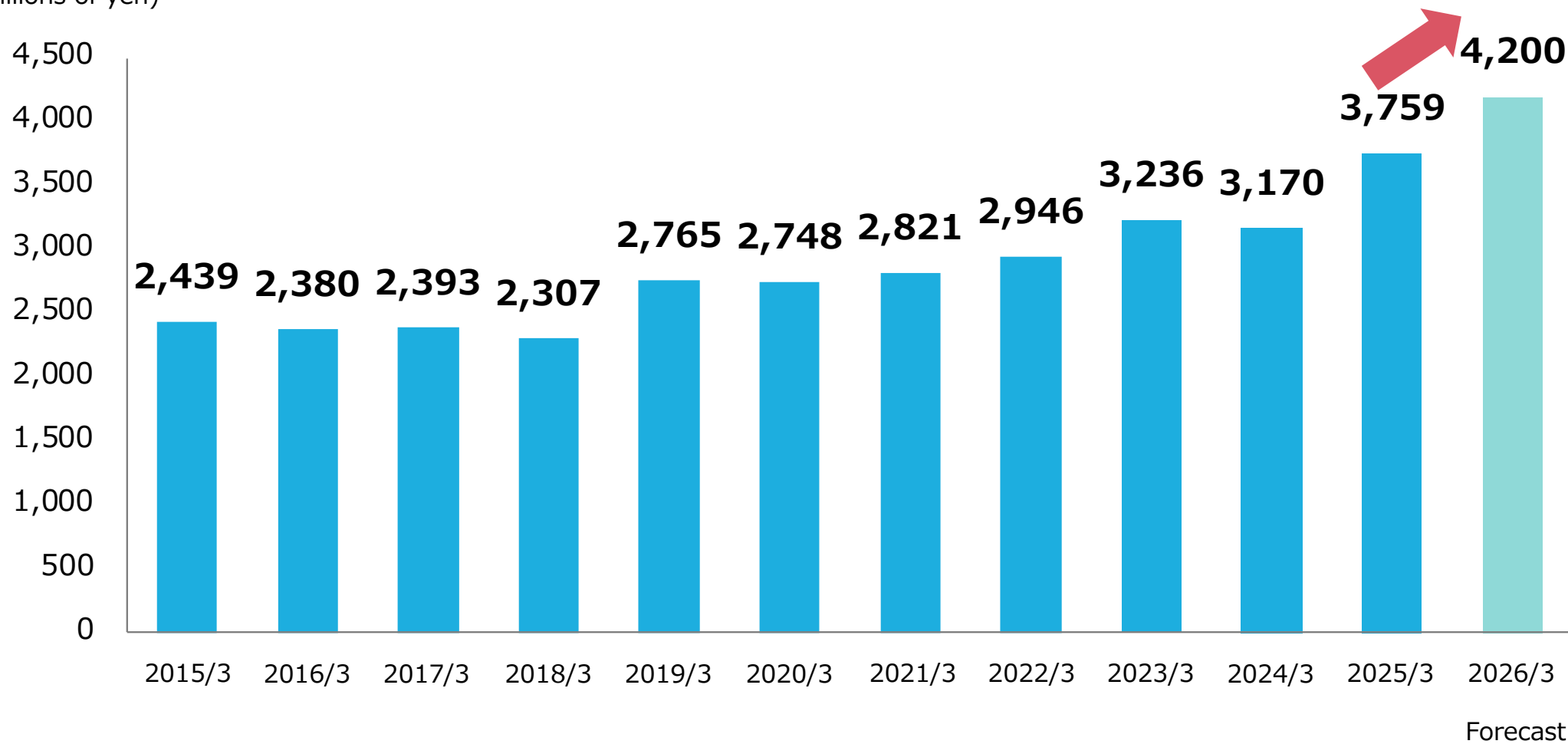
Consolidated Capital Expenditures



(Millions of yen)



(Millions of yen)



Increasing production capacity for water-based composite adhesives used in lithium-ion secondary battery anodes at the Company's Shiga Plant

DKS has increased its production capacity of water-based composite adhesives for negative electrodes at its Shiga Plant to meet the growing demand for lithium-ion batteries.

Looking ahead, plans are in place to progressively invest approximately ¥3 billion and to actively build a supply system in a bid to further expand business.

[More information can also be found here (in Japanese only).]

<https://www.dks-web.co.jp/news/?code=info>



Panoramic view of the Company's Shiga Plant

Address: 427 Gokasho-Hiyoshicho,
Higashi-ohmi, Shiga Prefecture

NIOCAN deodorizing and sanitizing spray receives the Sustainable Cosmetic 2024 Judges' Award

In receiving an award that showcases cosmetics that are friendly to both people and the earth, NIOCAN was recognized as a product with a unique blend of natural essential oils and for its deodorizing properties and excellent functionality.

Acknowledged for its high quality and reliability by various outlets including high-end department stores and hotels, NIOCAN sales continue to expand.



Sustainable Cosmetic Award 2024 award ceremony

- ▼ NIOCAN brand website : <https://niocan.jp/english/>
- ▼ DKS Life Science ONLINE STORE : <https://dkslife.jp>

[More information can also be found here.]



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.

IR Group , Public Relations & Investor Relations Dept,
Strategic Management Division,
Administrative Headquarters
TEL: +81-3-3275-0654 E-mail: d-ir@dks-web.co.jp