

First Three Quarter of Fiscal Year Ending September 30, 2025 Results Presentation

Sanyo Trading Co., Ltd. (Stock exchange code: 3176)

August 7, 2025

Results for First Three Quarters of Fiscal Year Ending September 30, 2025

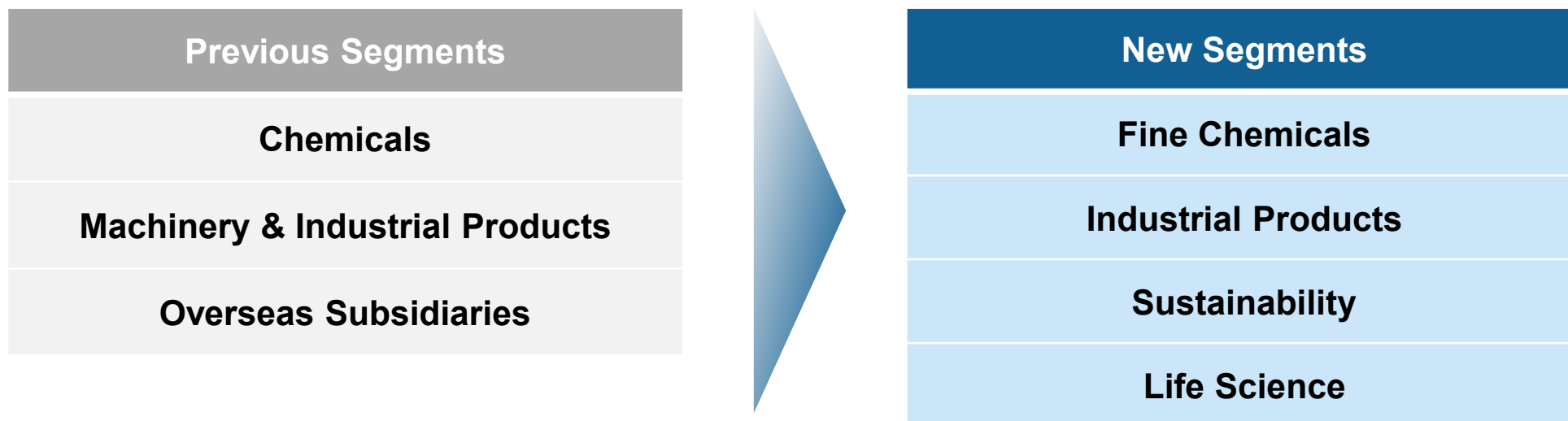
- Year on year: Sales were strong. Operating profit decreased year on year, partly due to the increased number of personnel, as well as upfront investments including the one in the new core system.
- Compared to the plan: Given steady progress toward the full-year plan of 74.9% for net sales and 77.9% for operating profit, the full-year forecasts remain unchanged from the initial plan.

(Million yen)	FYE September 2024	FYE September 2025			
	3Q	3Q		Full fiscal year	
	Result	Result	Year on year	Full fiscal year plan (announced on Nov. 7, 2024)	Rate of progress
Net sales	95,946	98,807	+3.0%	132,000	74.9%
Gross profit (Gross profit ratio)	16,696 (17.4%)	17,193 (17.4%)	+3.0%		
Selling, general and administrative expenses	10,819	11,660	+7.8%		
Operating profit (Operating profit ratio)	5,877 (6.1%)	5,532 (5.6%)	(5.9%)	7,100 (5.4%)	77.9%
Ordinary profit (Ordinary profit ratio)	7,293 (7.6%)	6,037 (6.1%)	(17.2%)	7,500 (5.7%)	80.5%
Profit attributable to owners of parent	4,722	4,569	(3.2%)	4,900	93.3%
EPS (yen)	164.07	158.64	-	170.11	-

Notice [Repost]

- New reportable segments are used beginning with the first quarter of the fiscal year ending September 30, 2025 (announced on September 10, 2024.).
- Purposes: Disclosure to the market, optimal allocation of management resources, and performance monitoring

(Reportable segments)



(Breakdown of sales by region)

- New regional divisions: Japan, North America, China, ASEAN, and Others (India, Europe and elsewhere)

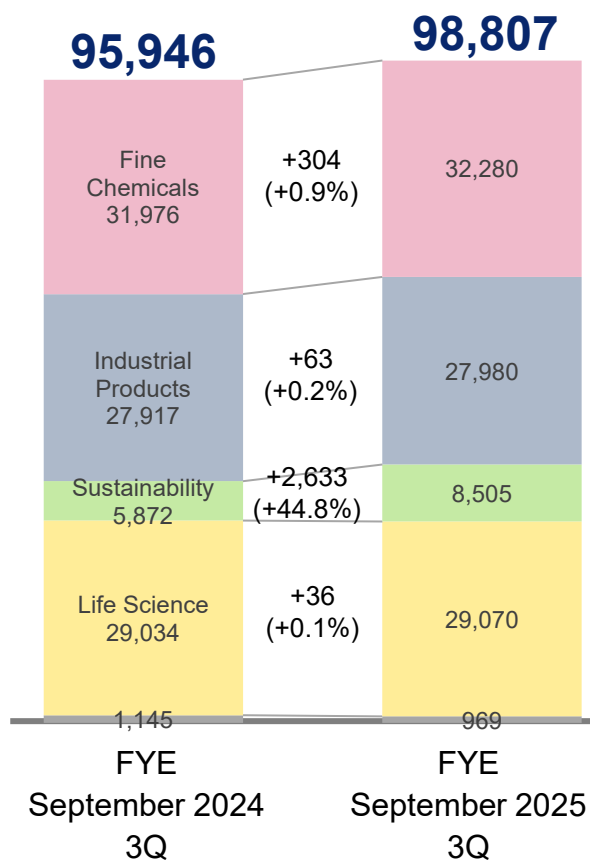
* Before change: Japan, USA, China, and Others

Summary of Results by Segment

Net sales year on year

+2.86 billion yen (+3.0%)

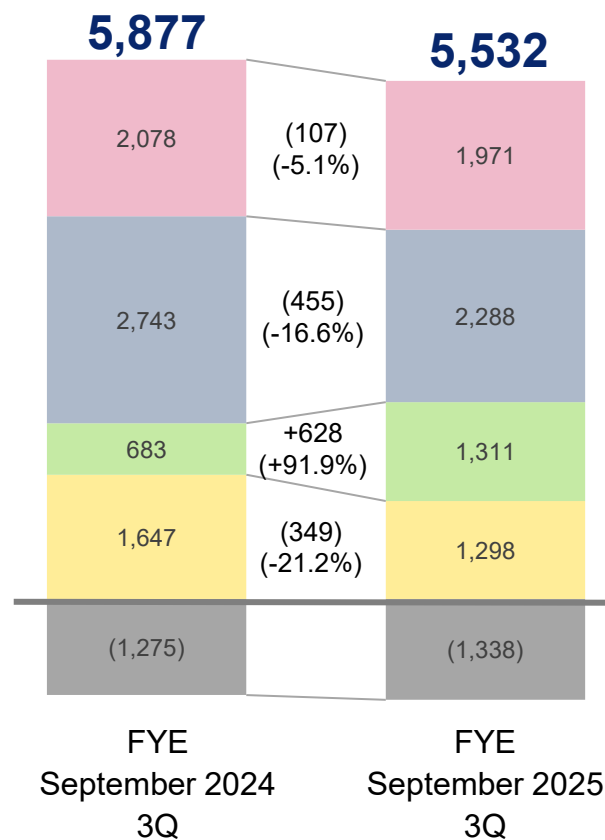
(Million yen)



Operating profit year on year

(0.34) billion yen (-5.9%)

(Million yen)



Fine Chemicals

**Increase in sales /
Decrease in profit**

Industrial Products

**Increase in sales /
Decrease in profit**

Sustainability

**Increase in sales /
Increase in profit**

Life Science

**Increase in sales /
Decrease in profit**

Segment Composition



Rubber merchandise



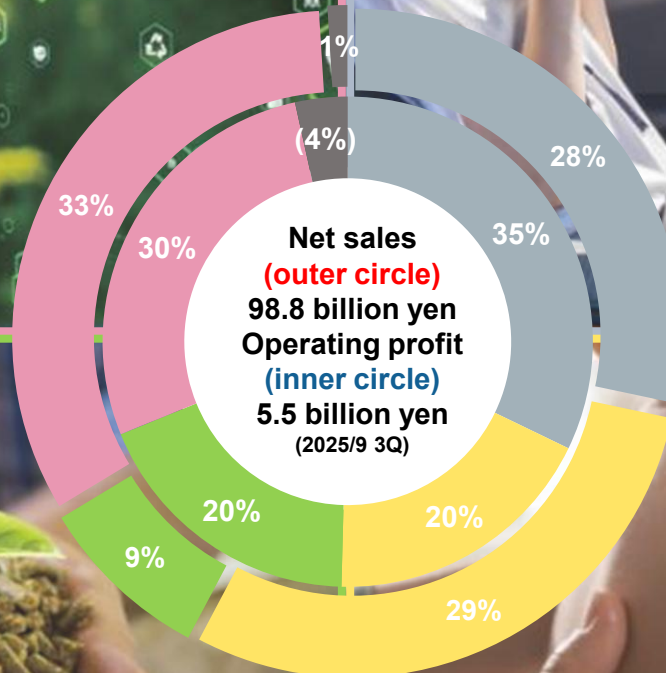
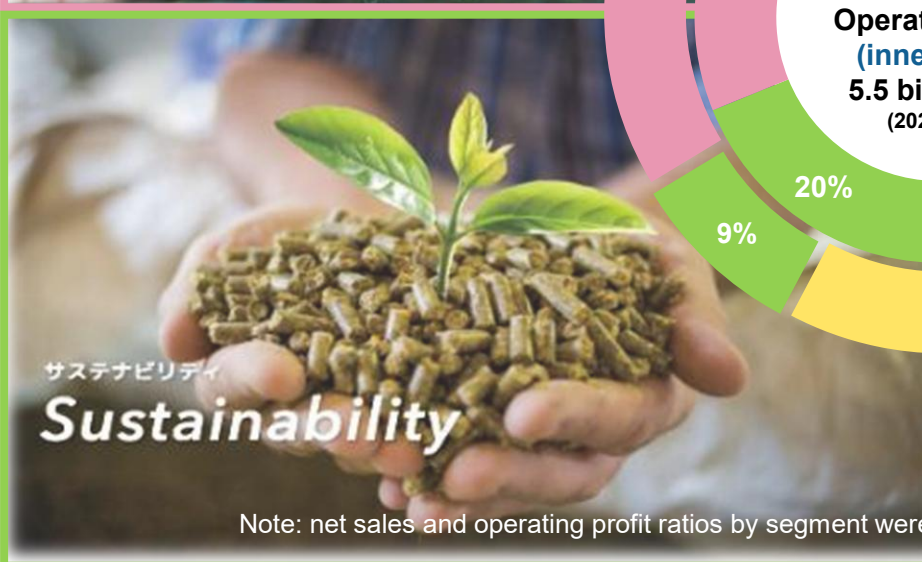
Chemical merchandise



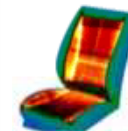
Wood biomass



Marine surveys for offshore wind power generation



Note: net sales and operating profit ratios by segment were calculated based on values before consolidation adjustments.



Automotive interior parts



Benchmarking services provided by means of scanning



Electronic materials



Inspection equipment

Overview of Each Segment: Fine Chemicals

(Million yen)	FYE September 2024 3Q	FYE September 2025 3Q	Year on year
Net sales	31,976	32,280	+0.9%
Operating profit (Operating profit ratio)	2,078 (6.5%)	1,971 (6.1%)	(5.1%)

Factors for changes	
Net sales	Rubber: (+) Demand for raw materials for domestic markets remained strong. Improvement in performance at certain overseas Group companies Chemicals: (-) Demand for mainstay products was on a weak note due to the impact of the market conditions. Purchase prices of imported goods rose due to continued weakness in the yen.
Operating profit	Rubber: (-) Sluggish exports of some products. Chemicals: (-) Decrease in sales and a rise in purchase prices

[Major products we deal in]



Synthetic rubbers



Thermoplastic elastomers and resins



Rubber reinforcements and fillers

<Final uses>

- Automotive sealants
- High pressure hose
- Tires
- Home electric appliances



Photoinitiators/UV absorbers



Pigments



Specialty monomers



Wax



Silane coupling agents

<Final uses>

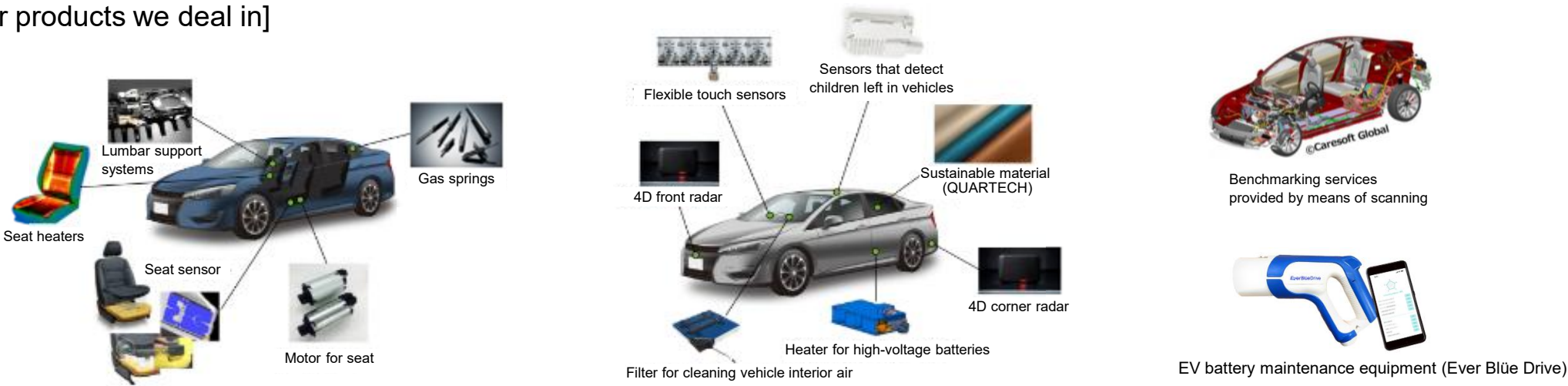
- Inks and printed materials
- Exterior wall paints
- Adhesives
- Plastic products

Overview of Each Segment: Industrial Products

(Million yen)	FYE September 2024 3Q	FYE September 2025 3Q	Year on year
Net sales	27,917	27,980	+0.2%
Operating profit (Operating profit ratio)	2,743 (9.8%)	2,288 (8.2%)	(16.6%)

Factors for changes	
Net sales	Domestic: (+) Steady performance due to sales price revisions. Overseas: (+) Strong performance of automobile-related products in the United States and Mexico (-) Japanese automakers reducing production amid an economic slowdown and intensified competition in China
Operating profit	(-) Decrease in profit in the domestic business due to the impact of foreign exchange rate fluctuations.

[Major products we deal in]




Overview of Each Segment: Sustainability

(Million yen)	FYE September 2024 3Q	FYE September 2025 3Q	Year on year
Net sales	5,872	8,505	+44.8%
Operating profit (Operating profit ratio)	683 (11.6%)	1,311 (15.4%)	+91.9%


Factors for changes	
Net sales	(+) Strong sales of wearing parts related to feed processing machines Major projects in the wood-biomass-related business (+) Ocean development, mainly including ocean investigation materials and equipment, was the driving force. In addition, sales of oil- and gas-related equipment were strong. (-) Sales of equipment related to geothermal heat were weak.
Operating profit	(+) Growth in profit attributed to the above increase in sales

[Major products we deal in]


<Feed processing machines and wood-biomass-related products>




Pellet mill




Low-temperature belt dryer for wood chips




Gasification unit



Various hammer mills



Cogeneration unit




(Different types of pellets)


<Final uses>

- **Feed/fertilizer**
- **Food, industrial products, etc.**
- **Renewable energy**


<Marine surveys for offshore wind power generation>




Top drive system



Remotely operated vehicle (ROV)



TP cover



Cable protection system

<Final uses>

- **Oil and gas**
- **Geothermal development**
- **Offshore wind power generation**
- **Ocean investigation**

Overview of Each Segment: Life Science


* LS: Life Science

(Million yen)	FYE September 2024 3Q	FYE September 2025 3Q	Year on year
Net sales	29,034	29,070	+0.1%
Operating profit (Operating profit ratio)	1,647 (5.7%)	1,298 (4.5%)	(21.2%)


Factors for changes	
Net sales	(+) LS*: Exports of electrical materials remained strong, reflecting the weak yen. (-) Scientific instruments: Increase in purchase prices due to subpar demand and the continued weakness of the yen. (+) YPTECH: Increase in sales quantity of functional feed materials (-) Scrum Inc.: Impact of termination of contract for biotech products
Operating profit	(-) Decline in profit attributed to the above decline in sales (significant impact of biotech products)

[Major products we deal in]


<Life science-related>




Electronic materials




Different types of film




Cosmetics (raw materials / containers)



FoodTech



Fragrance




High-performance resins


<Final uses>

- Electronics and battery
- Air freshener
- Pet food
- Diaper


<Scientific instruments-related>



Wettability testers



Equipment for dispersion and powder evaluation




Weather resistance tester


<Final uses>

- Research and development
- Quality control
- Production control
- Inspection


<Biotechnology-related>



3D bioprinter



Next-generation sequencer for genetic analysis (NGS)



Gene-discovery analysis services and drug discovery support services

<Final uses>

- Genetic research
- Cellular research
- Protein research
- Pathology research
- Drug discovery support

Consolidated Balance Sheet

(Million yen)

Assets	24/9 4Q (As of September 30, 2024)	25/9 3Q (As of June 30, 2025)
Cash and deposits	8,007	11,089
Notes and accounts receivable - trade, etc.	26,694	24,241
Inventories	25,180	26,313
Other current assets	3,225	4,374
Property, plant and equipment	3,160	3,450
Other non-current assets	9,123	8,528
Total assets	75,390	77,998

Liabilities	24/9 4Q (As of September 30, 2024)	25/9 3Q (As of June 30, 2025)
Notes and accounts payable - trade	12,573	11,816
Short-term borrowings	4,458	4,575
Other current liabilities	8,567	9,131
Long-term borrowings	50	50
Other non-current liabilities	1,931	1,868
Net assets	47,809	50,510
Total liabilities and net assets	75,390	77,998

[Key Points]

- Working capital requirements increased with the increase in net sales

	24/9 4Q (As of September 30, 2024)	25/9 3Q (As of June 30, 2025)
Ratio of interest-bearing debt	9.4%	9.2%
Shareholders' equity ratio	63.3%	64.6%

Calculation method)

Interest-bearing debt ratio: Interest-bearing debt (*1: Excluding lease liabilities) / Equity (*2)

Equity ratio: Equity/Total assets at the end of the fiscal year

(*1) Interest-bearing debt = Short-term borrowings + Long-term borrowings

(*2) Equity = Net assets - Share acquisition rights - Non-controlling interests

Forecasts by Segment for Fiscal Year Ending September 30, 2025 [Repost]

- Despite the impact of ending distributor agreements for bio-related equipment, etc., revenue is expected to be supported by contributions from wood biomass-related income and offshore wind equipment.

(Million yen)	Net sales			Operating profit		
	FYE September 2024 Result	FYE September 2025 Forecast	Year on year	FYE September 2024 Result	FYE September 2025 Forecast	Year on year
Fine Chemicals	42,784	45,000	+5.2%	2,715	2,800	+3.1%
Industrial Products	36,915	36,000	(2.5%)	3,380	3,100	(8.3%)
Sustainability	9,764	13,000	+33.1%	1,205	1,700	+41.1%
Life Science	38,311	37,000	(3.4%)	1,733	1,400	(19.2%)
Other	1,488	1,000	-	(1,960)	(1,900)	-
Total	129,263	132,000	+2.1%	7,072	7,100	+0.4%

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Quest for Next