OHASHI TECHNICA,INC.

FINANCIAL RESULTS FISCAL 2021

Nature-Friendly Company

May 13, 2021

https://www.ohashi.co.jp

70th With all our gratitude

Consolidated Income Statement

(¥,million)

	FY2020	FY2021	Change(%)	Change
Net sales	35,905	29,782	△17.1%	△ 6,123
Operating income	3,265	2,105	△35.5%	△ 1,160
Ordinary income	3,401	2,281	△32.9%	△ 1,120
Profit attributable to owners of parent	2,460	1,540	△37.4%	△ 920

(yen)

Net income per share	166.87	106.10	△36.4%	△ 60.77

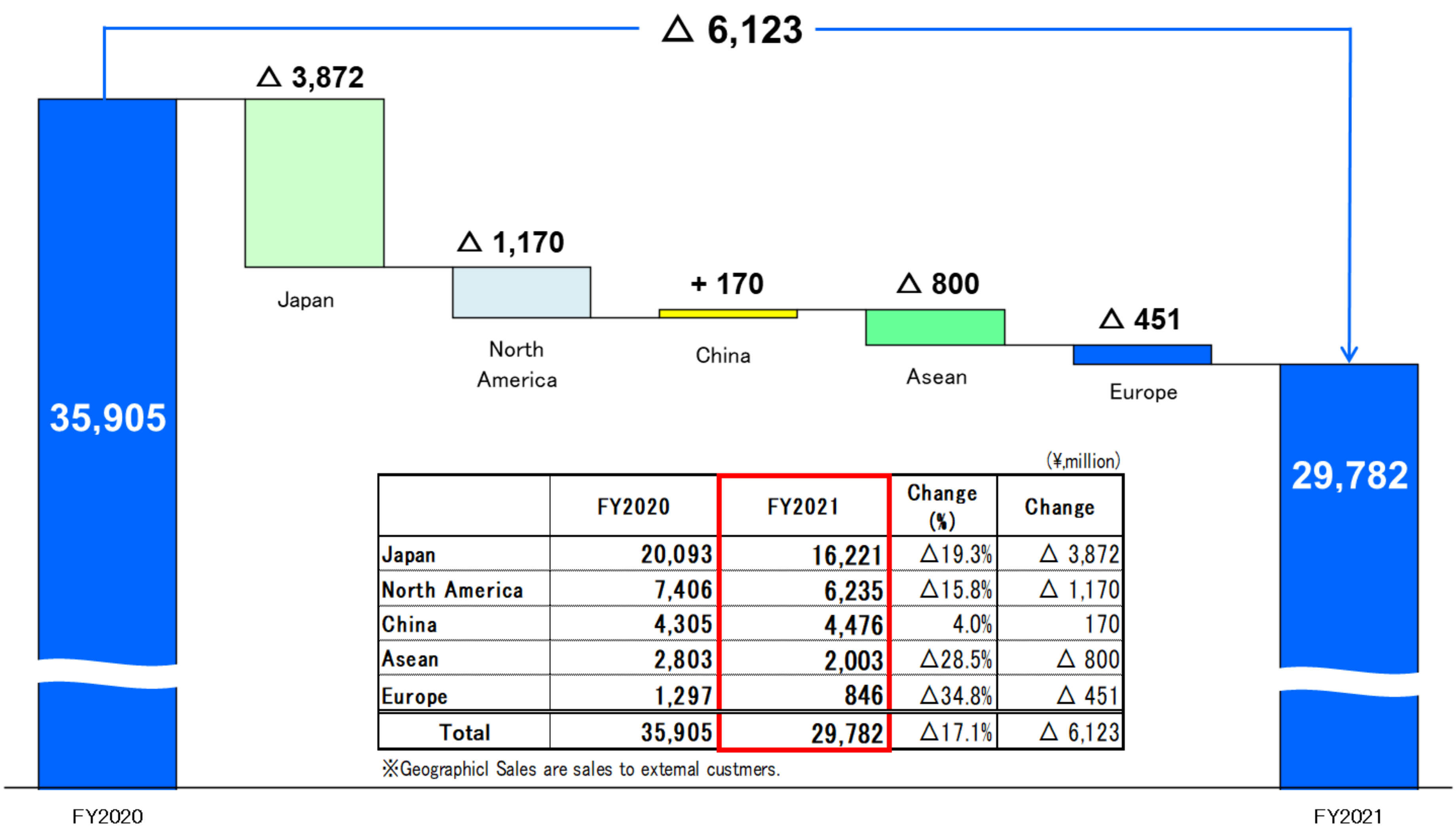
Exchange rate (average)

(yen)

USDJPY	109.05	106.82	Yen up by 2.23 yen
CNYJPY	15.78	15.48	Yen up by 0.30 yen
THBJPY	3.52	3.42	Yen up by 0.10 yen
GBPJPY	139.26	137.08	Yen up by 2.18 yen
MXNJPN	5.67	5.01	Yen up by 0.66 yen
TWDJPY	3.53	3.61	Yen down by 0.08 yen

Analysis of Net Sales by Regional Segment

(¥,million)

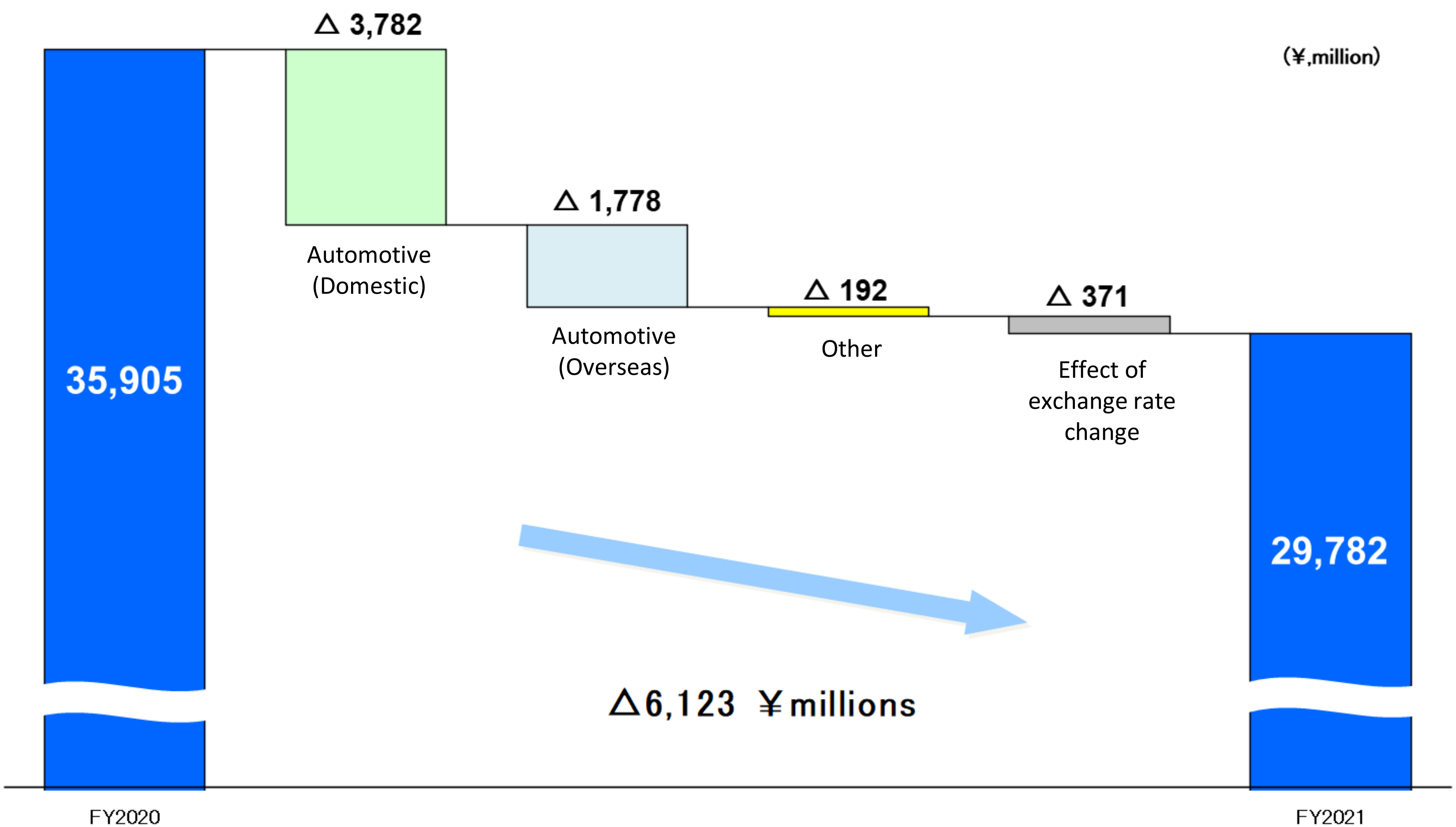


(¥,million)

	FY2020	FY2021	Change (%)	Change
Japan	20,093	16,221	△19.3%	△ 3,872
North America	7,406	6,235	△15.8%	△ 1,170
China	4,305	4,476	4.0%	170
Asean	2,803	2,003	△28.5%	△ 800
Europe	1,297	846	△34.8%	△ 451
Total	35,905	29,782	△17.1%	△ 6,123

※Geographicl Sales are sales to extemal custmers.

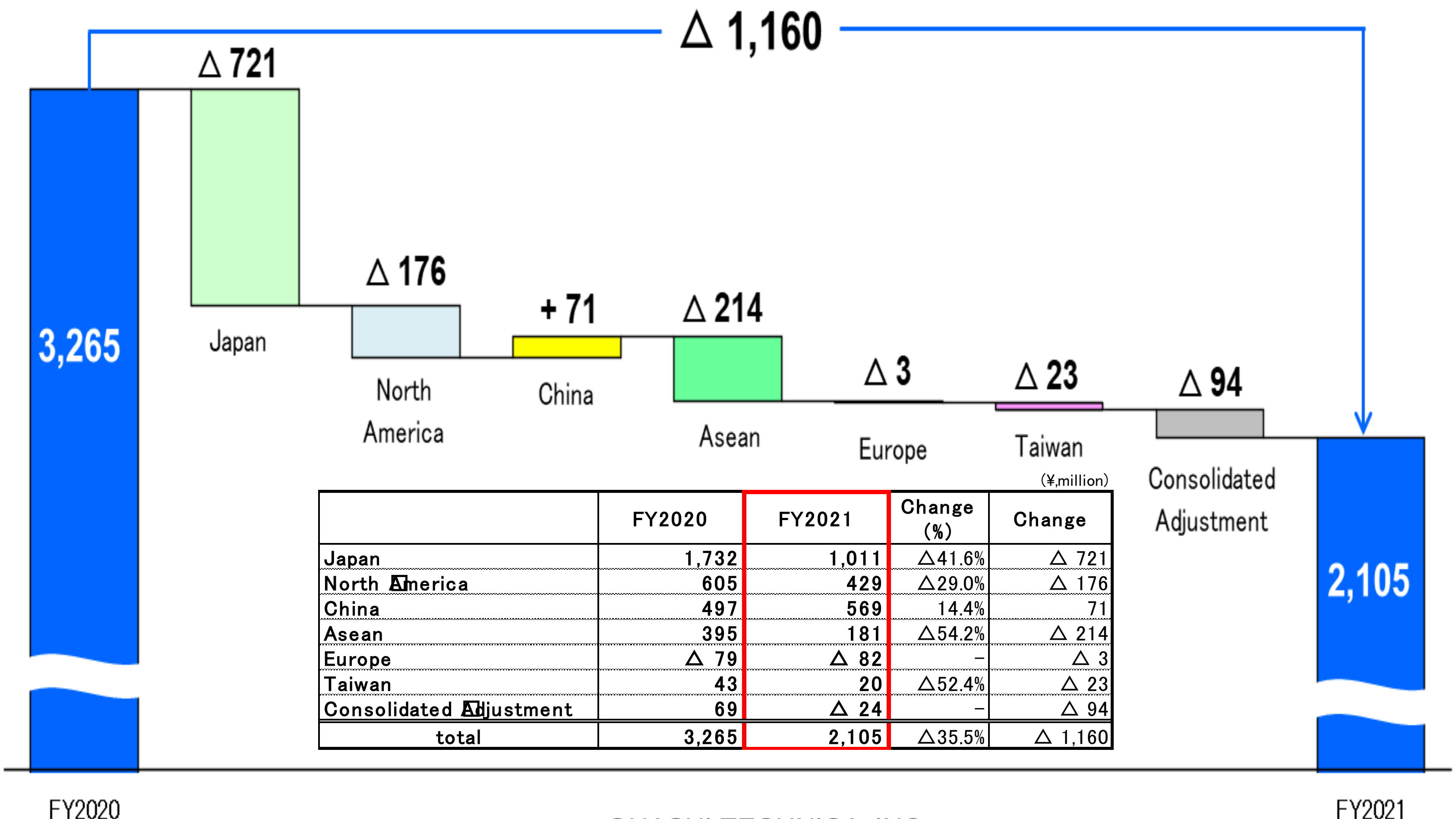
Analysis of Net Sales by Products Segment



OHASHI TECHNICA ,INC.

Analysis of Operating Income by Regional Segment

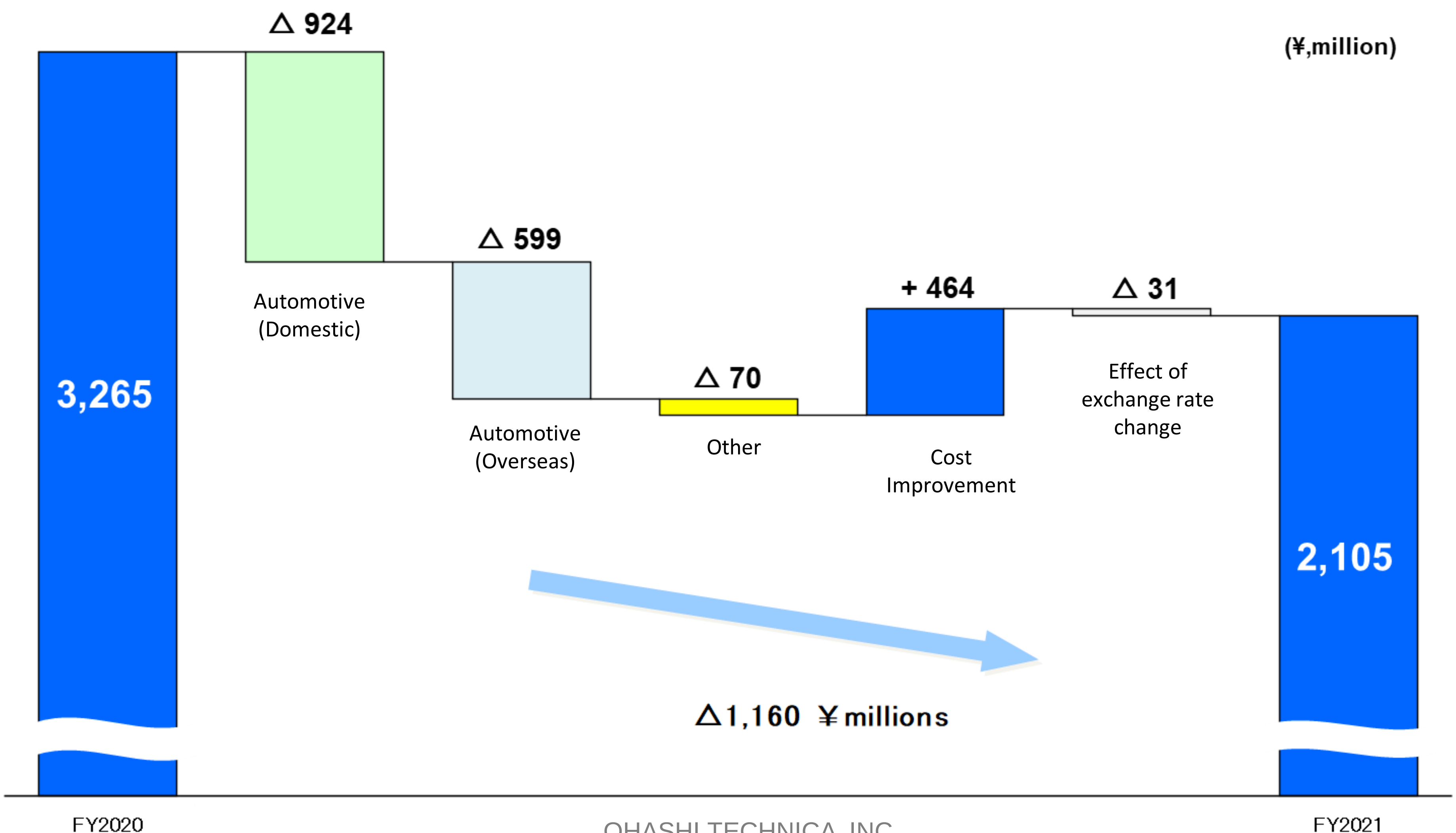
(¥,million)

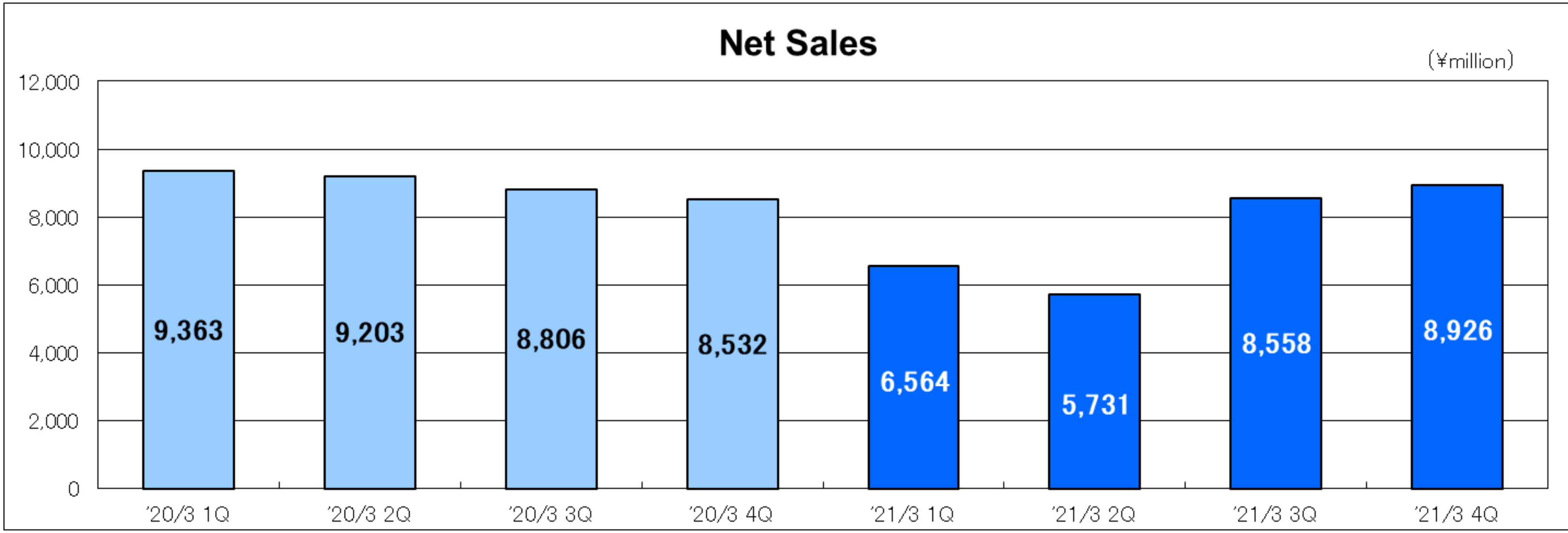


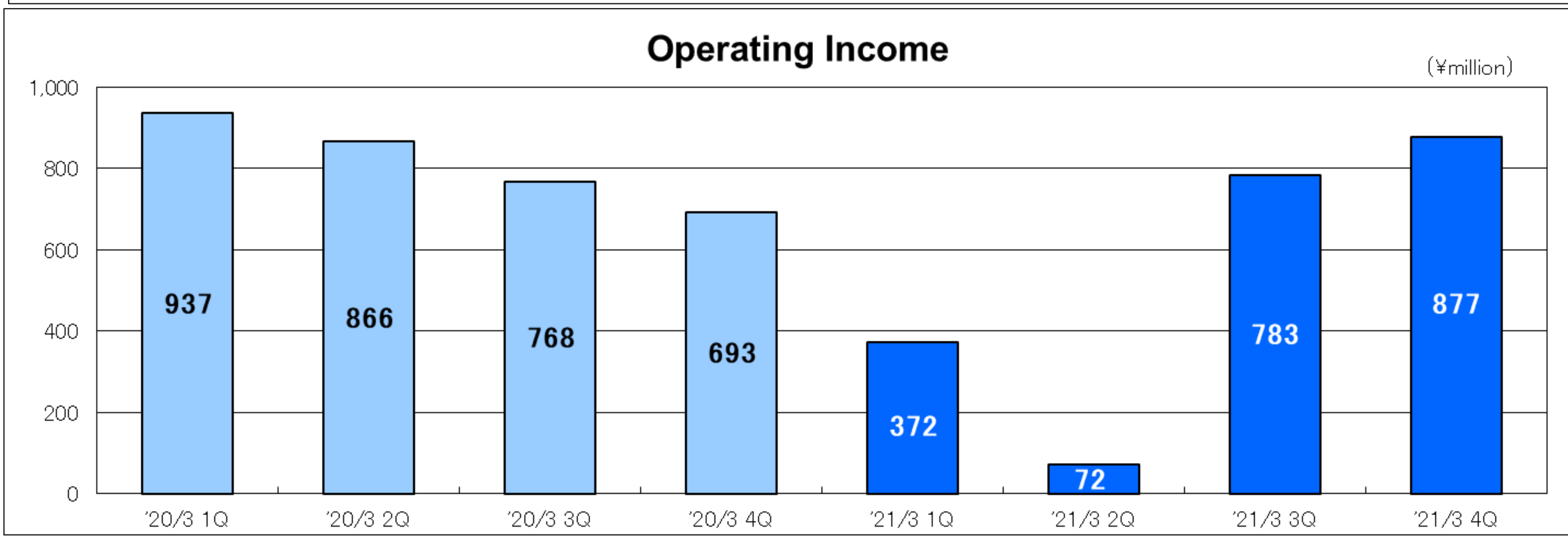
(¥,million)

	FY2020	FY2021	Change (%)	Change
Japan	1,732	1,011	△41.6%	△ 721
North America	605	429	△29.0%	△ 176
China	497	569	14.4%	71
Asean	395	181	△54.2%	△ 214
Europe	△ 79	△ 82	–	△ 3
Taiwan	43	20	△52.4%	△ 23
Consolidated Adjustment	69	△ 24	–	△ 94
total	3,265	2,105	△35.5%	△ 1,160

Analysis of Operating Income by Products Segment




Net Sales
(¥million)
12,000
10,000
8,000
6,000
4,000
2,000
0
9,363
9,203
8,806
8,532
6,564
5,731
8,558
8,926
'20/3 1Q
'20/3 2Q
'20/3 3Q
'20/3 4Q
'21/3 1Q
'21/3 2Q
'21/3 3Q
'21/3 4Q


Operating Income
(¥million)
1,000
800
600
400
200
0
937
866
768
693
372
72
783
877
'20/3 1Q
'20/3 2Q
'20/3 3Q
'20/3 4Q
'21/3 1Q
'21/3 2Q
'21/3 3Q
'21/3 4Q

Balance Sheet

(¥,million)

March 31, 2020

Current Assets 33,958

Noncurrent Assets 8,401

Liabilities 10,435

Net Assets 31,925

Capital adequacy ratio
(74.4%)

Total assets
42,360 ¥million

March 31, 2021

Current Assets 33,788

Noncurrent Assets 8,349

Liabilities 10,465

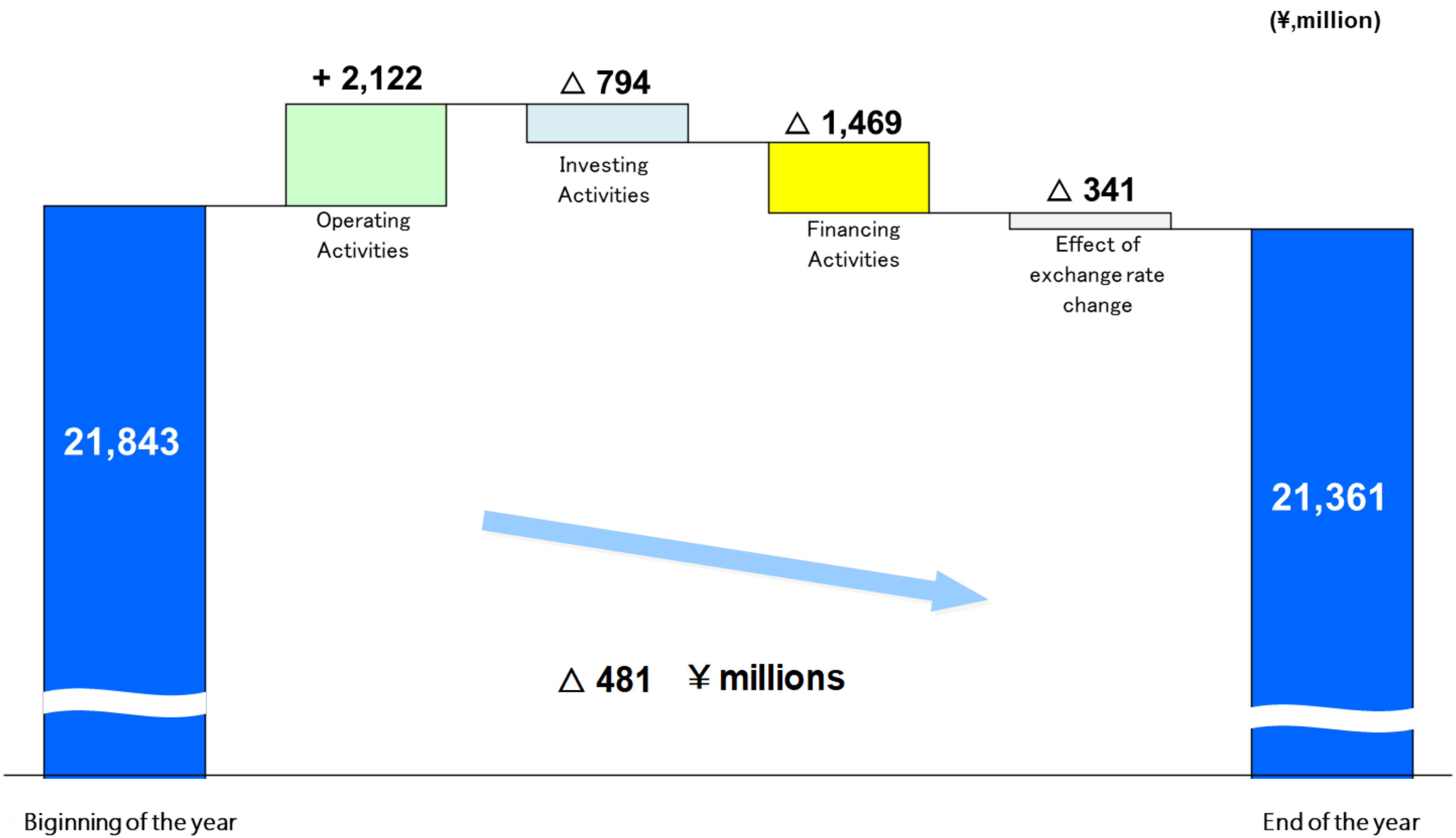
Net Assets 31,672

Capital adequacy ratio
(74.2%)

Total assets
42,138 ¥million

△ 222 ¥million

Cash Flows

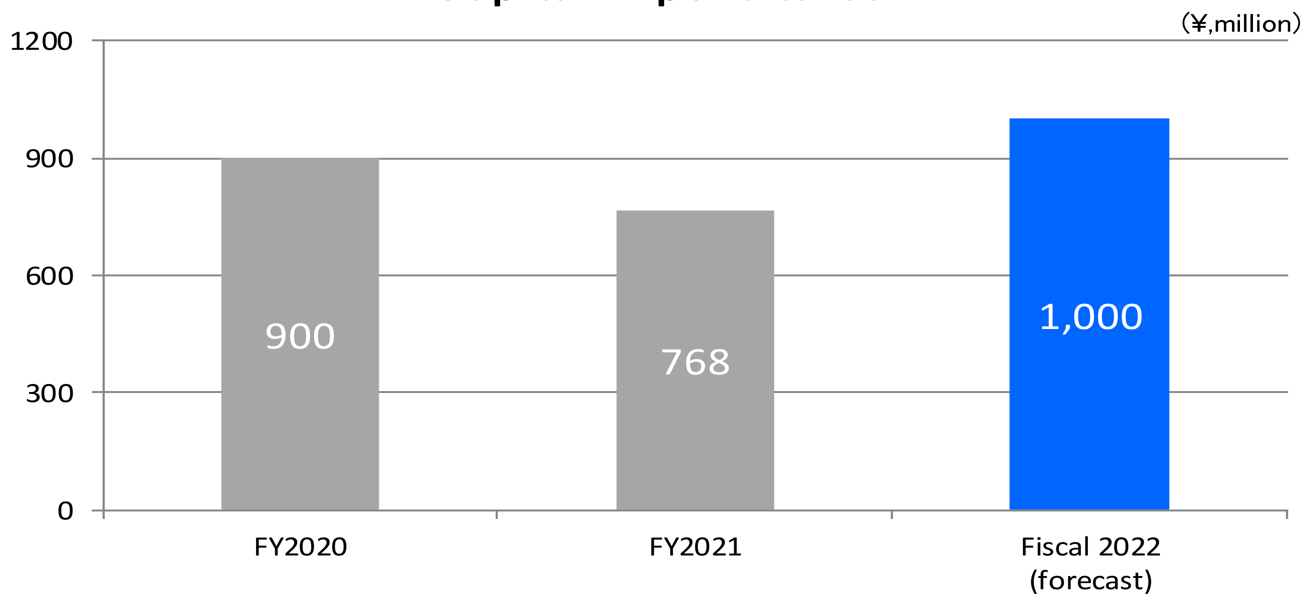

(¥,million)
+ 2,122
△ 794
△ 1,469
△ 341
21,843
Operating Activities
Investing Activities
Financing Activities
Effect of exchange rate change
21,361
△ 481 ¥ millions
Biginning of the year
End of the year

Capital Expenditures,Depreciation,R&D Expenses

(¥,million)

	FY2020	FY2021	Change(%)	Fiscal 2022 (forecast)
Capital Expenditures	900	768	△132	1,000
Depreciaton	895	892	△3	900
R&D Expenses	40	52	12	100

Capital Expenditures



Main Customer

Ranking	FY 2019	FY 2020	FY 2021
1	Hino Motors., Ltd.	Hino Motors., Ltd.	Hino Motors., Ltd.
2	Honda Motor Co., Ltd.	Honda Motor Co., Ltd.	Honda Motor Co., Ltd.
3	ISUZU MOTORS LIMITED	TOYOTA MOTOR CORPORATION	TOYOTA MOTOR CORPORATION
4	TOYOTA MOTOR CORPORATION	AISIN AW CO., LTD.	AISIN AW CO., LTD.
5	AISIN AW CO., LTD.	ISUZU MOTORS LIMITED	ISUZU MOTORS LIMITED
6	Nissan Motor Co., Ltd.	Takebe Co., Ltd.	Takebe Co., Ltd.
7	Takebe Co., Ltd.	Nissan Motor Co., Ltd.	Denso Corporation
8	Denso Corporation	MITSUBISHI ELECTRIC	MITSUBISHI ELECTRIC
9	MITSUBISHI ELECTRIC	Denso Corporation	MITSUBISHI FUSO TRUCK & BUS CORPORATION
10	MITSUBISHI FUSO TRUCK & BUS CORPORATION	MITSUBISHI FUSO TRUCK & BUS CORPORATION	Nissan Motor Co., Ltd.

Fiscal 2022 (Forecast)

(¥,million)

	FY2021	FIscal2022 (forecast)	Change(%)	Change
Net sales	29,782	36,000	20.9%	6,218
Operating income	2,105	2,700	28.2%	595
Ordinary income	2,281	2,900	27.1%	619
Profit attributable to owners of parent	1,540	2,000	29.9%	460

(yen)

Net income per share	106.10	141.20	33.1%	35.10

Exchange rate (average) (yen)

	Fiscal 2021	Fiscal 2022 (Forecast)	Change
USDJPY	106.82	106.00	Yen up by 0.82 yen
CNYJPY	15.48	16.00	Yen down by 0.52 yen
THBJPY	3.42	3.50	Yen down by 0.08 yen
GBPJPY	137.08	145.00	Yen down by 7.92 yen
MXNJPY	5.01	5.20	Yen down by 0.19 yen
TWDJPY	3.61	3.70	Yen down by 0.09 yen