FY03/2025 2nd Quarter Financial Results

For Period from April 1,2024 to September 30,2024

FUSO CHEMICAL CO., LTD.

November 14, 2024 Prime Market (4368) Tokyo Stock Exchange, Inc.



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# I.FY03/2025 1H Financial Summary

(period April 1, 2024 - September 30, 2024)

# FUSO CHEMICAL

# Consolidated Financial Results for FY03/2025 1H FUSO



	FY03/2025		vs FY03/2024	4		isclosed in May	.2024	Budget	disclosed in Aug.	.2024
(unit:100 millions of yen)	F103/2025	FY03/2024	YoY	YoY ratio	Budget	Change	vs budget	Budget	Change	vs budget
Net sales	347.5	271.3	+76.2	+28.1% /	316.0	+31.5	+10.0%	340.0	+7.5	+2.2%
Operating profit	81.4	55.8	+25.6	+45.9% /	50.5	+30.9	+61.3%	72.0	+9.4	+13.1%
Ordinary profit	79.4	62.4	+17.0	+27.3% /	51.0	+28.4	+55.9%	73.5	+5.9	+8.1%
Profit attributable to owners of parent	56.0	42.8	+13.2	+30.8% /	34.5	+21.5	+62.6%	50.5	+5.5	+11.1%
EBITDA	118.4	83.6	+34.8	+41.6% /	87.5	+30.9	+35.4%	109.0	+9.4	+8.7%
Earnings per share	¥159.0	¥121.6	+¥37.4	+30.8% /	¥97.8	+¥61.2	+62.6%	¥143.2	+¥15.8	+11.0%

EBITDA: achieved a record high for the half-year period.

# Sales & Profit by segment versus previous year FY03/2024 1H



		FY03/2025		YoY	
(unit:100 millions of yen)		1H	FY03/2024 1H	change	Ratio
■Life Science	Net sales	186.6	169.7	+16.9	+10.0% 7
	Operating profit	27.4	32.7	Δ5.3	△16.3% 🔽
■Electronic Materials	Net sales	160.8	101.5	+59.3	+58.4% /
& Functional Chemicals	Operating profit	65.1	33.3	+31.8	+95.7% /
(Adjustme	nt)	Δ11.1	△10.2	△0.8	
Operating pfofit (co	nsolidated)	81.4	55.8	+25.6	+45.9% /

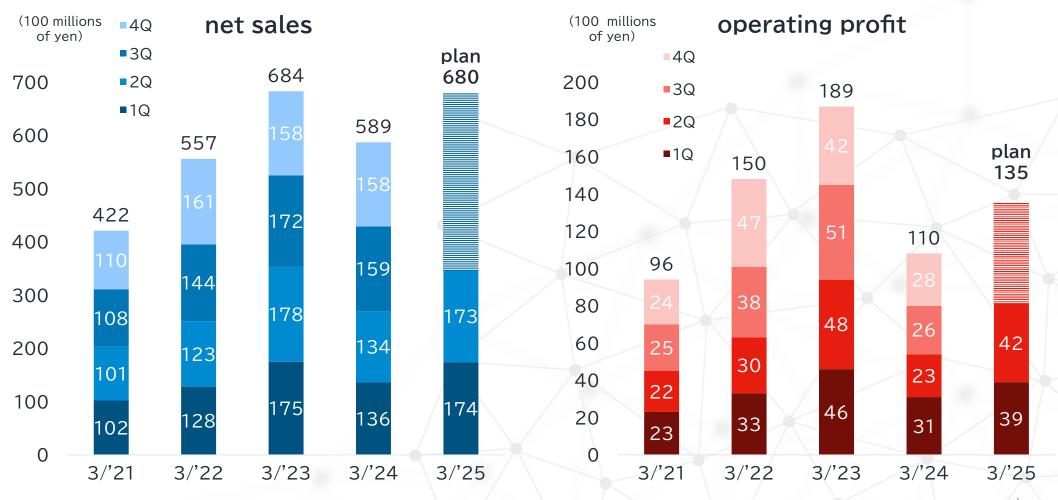
# FY03/2025 Quarterly Results



(unit: 100 millions of yen)	3/'25 1Q	YonY change ratio	3/'25 2Q	YonY change ratio
Net sales	174.3	+37.8 +27.8%	173.2	+38.3 +28.4%
Operating profit	39.1	+7.1 +22.4%	42.3	+18.4 +77.4%
Ordinary profit	42.9	+5.6 +15.1%	36.5	+11.3 +45.2%
Profit attributable to owners of parent	28.8	+4.3 +17.5%	27.2	+8.9 +48.6%
EBITDA	57.2	+15.4 +37.1%	61.1	+19.3 +46.1%
Earnings per share	¥81.8	+¥12.1	¥77.2	+¥25.2

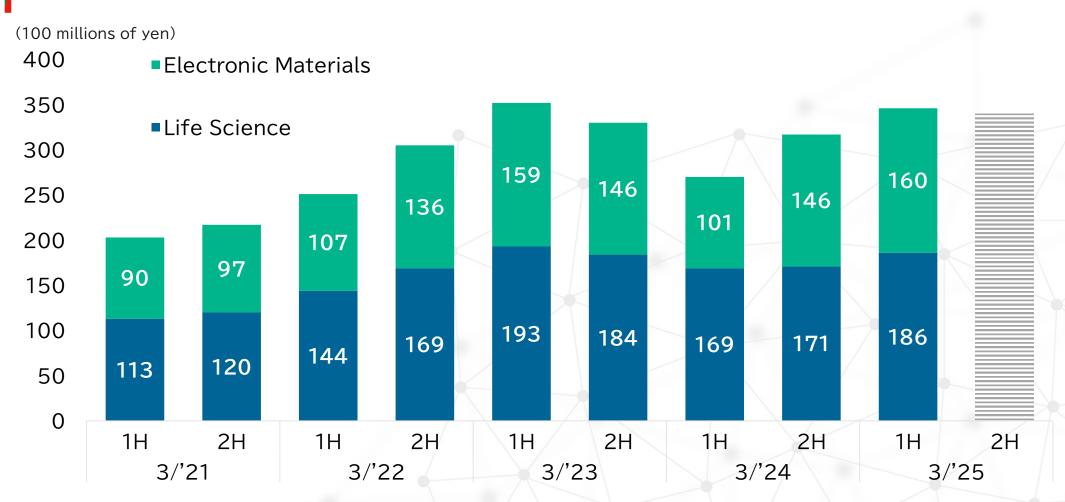
## Quarterly Results Trends





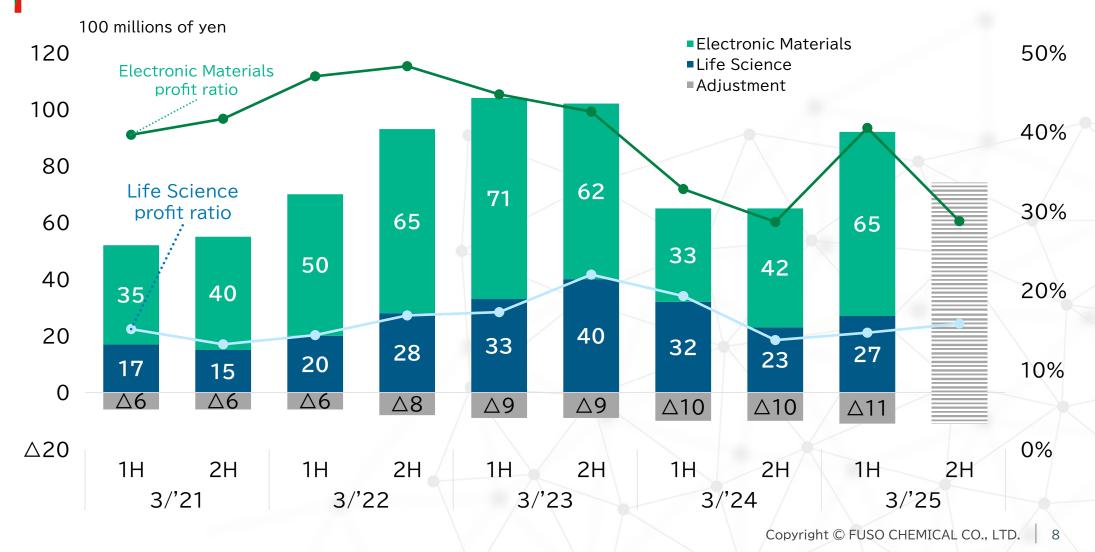
# Net Sales by Segment





# Operating Profit by Segment

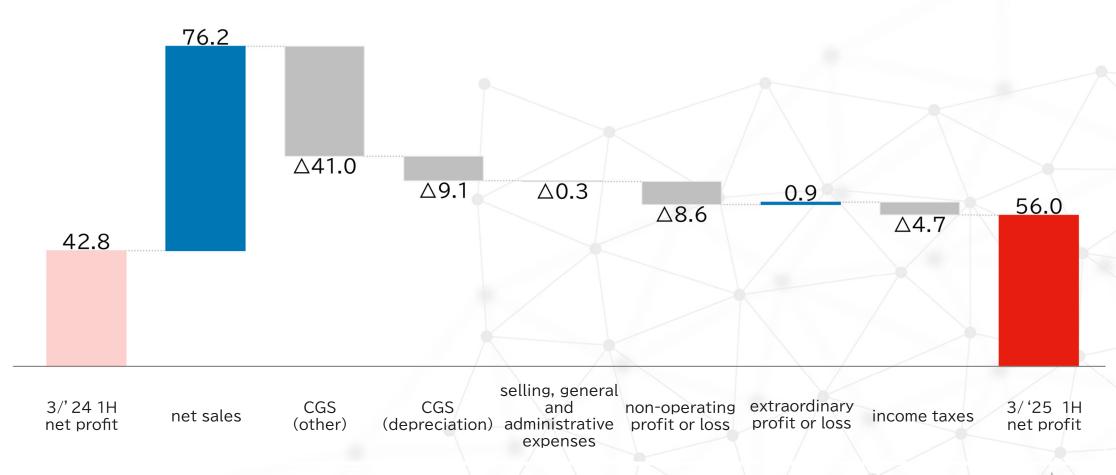




### Net Profit Analysis FY03/2024 1H

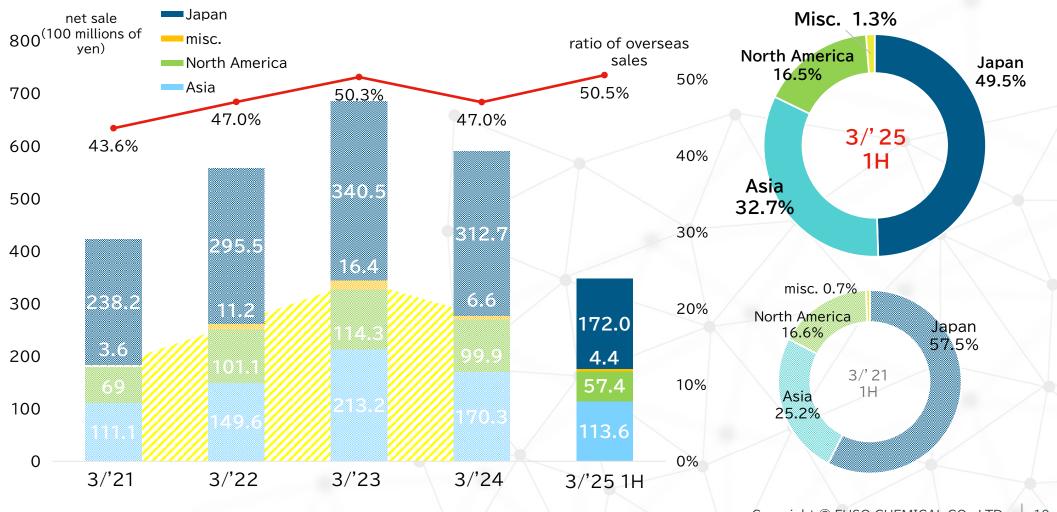
# versus FY03/2025 1H **FU50**

(unit: 100millions of yen)



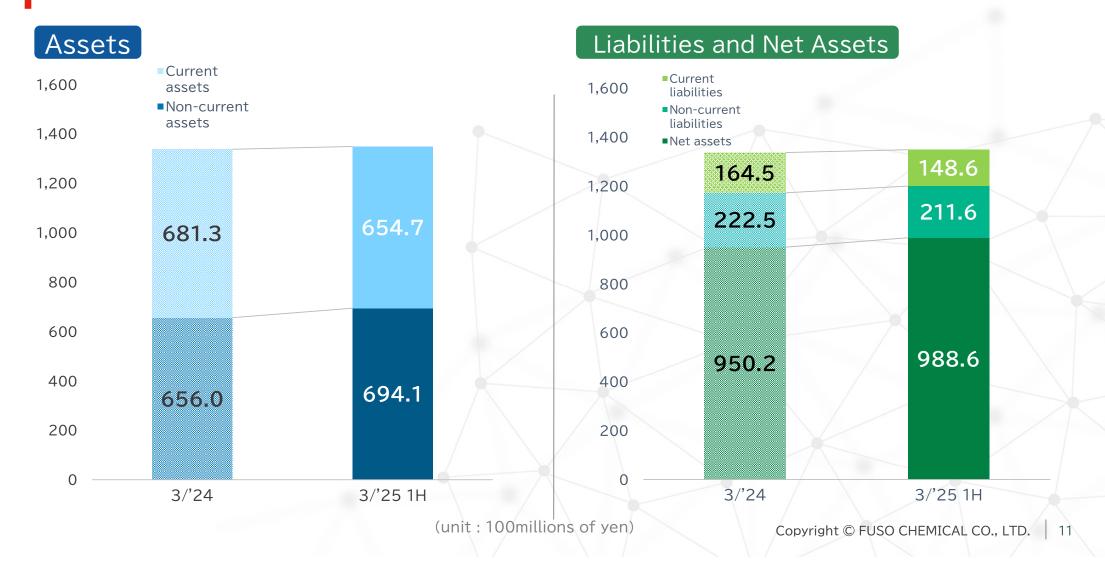
# Overseas Sales Growth





### Assets, Liabilities and Net Assets





# Consolidated Balance Sheet



<b>Current assets</b>	(Y on Y △26)
<ul> <li>Inventory assets</li> </ul>	△10
• Other	△17

(	(unit : 100million	s of yen)
	148.6	
654.7	211.6	
	assets	
	48.9 ′ +11.5	
694.1	988.6	

• /		
Current liabilities	(Y on Y	△15)
<ul> <li>Notes and accounts payable – trade</li> </ul>		+8
<ul> <li>Current portion of lon term borrowings</li> </ul>	g-	+11
<ul> <li>Accounts payable – facilities</li> </ul>		△47
<ul> <li>Income taxes payable</li> </ul>		+8
Non-current liabilities	(Y on Y	△10)
		△10) △11
liabilities		
liabilities		△11

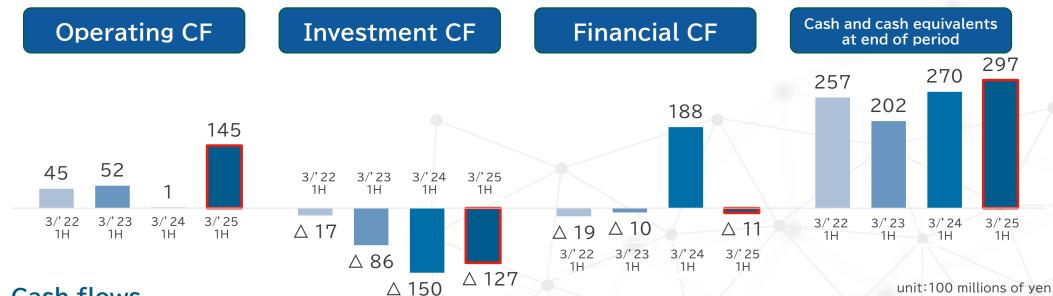
	lon-current ssets	(Y on Y	+38)
•	Buildings and structures		+6
•	Machinery, equipmer and vehicles	nt	△17
•	Construction in progress		+53

Foreign currency

translation adjustment

# Consolidated Statements of Cash Flows





Cash flows

#### Operating activities

- Profit before +80 income taxes
- Depreciation +37
- Other +16

#### Investing activities

- Purchase of property, plant and equipment
- Other, net

#### Financing activities

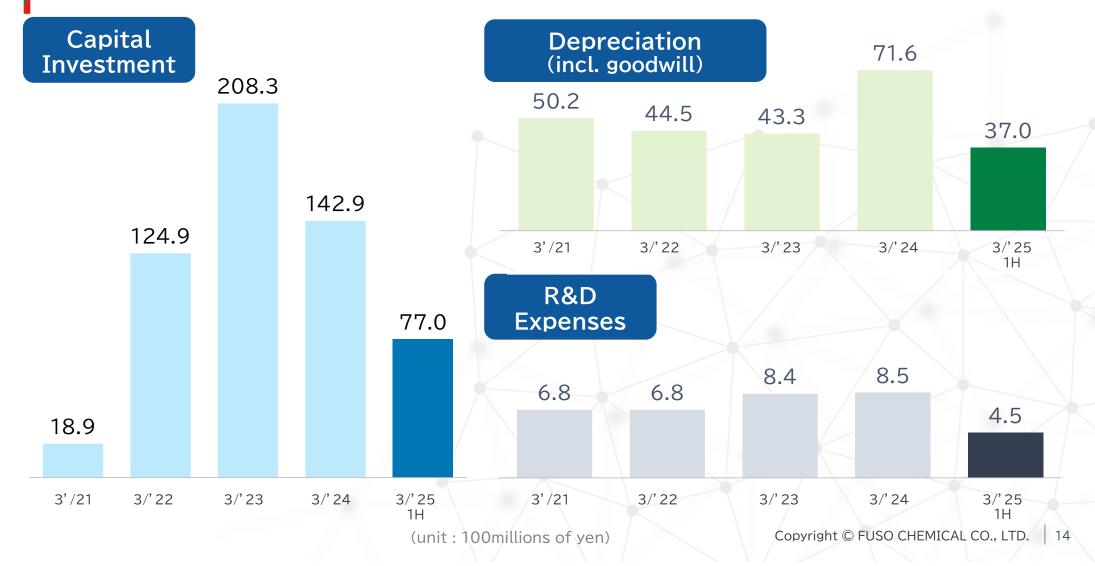
Dividends paid

 $\Delta 3$ 

 $\Delta 11$ 

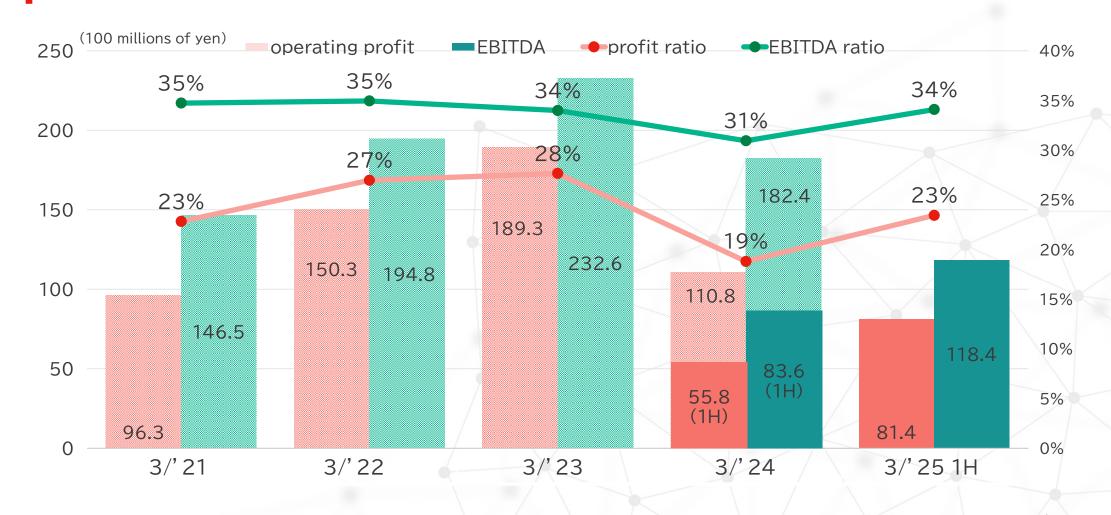
### Capital Investment/Depreciation/R&D Expenses FUSO \*





# Operating Profit and EBITDA







# II. Segments Results

■ Life Science ■

### **Business**

## FUS0 **Ú**

#### Life Science



- Electronic Materials & Functional Chemicals

- Malic acid
- Citric acid
- Gluconic acid
- Fumaric acid
- Vitamin C
- Food additive formulations
- Other acid
   (Succinic acid, Lactic acid, Tartaric acid)
- Maleic anhydride
- Other fruits acid derivatives
- Silica derivatives
  - Ultra high purity colloidal silica
  - High purity organo silica sol
  - Silica nano powder
  - Alkyl silicate
- Other functional chemicals











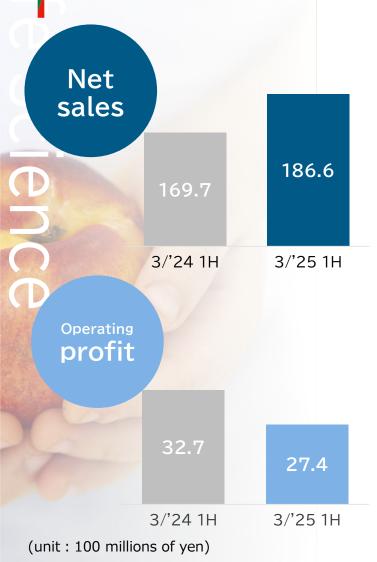






# Life Science Overview





	Factors Influencing Net Sales						
+	Sales for food	Recovery in demand, stable transition, increase in domestic sales in China					
	Industrial use	Recovery in metal plating-related domestic business					
	Volume increase	Double-digit percentage increase YoY for export Price					
	Exchange rate	Price increase for formula products increase in yen-converted sales of subsidiary's foreign currency denominated Sales					
-	Price adjustment 10% reduction in malic acid export prices Price adjustments in line with domestic market prices						
	Sluggish sales	20% reduction in raw material sales such as organic acids to primary industries					
	Factors Influencing Operating Profit						
+	Bath additives	Increase in market share among major customers					
	Pharmaceutical	20% Increase in volume of vitamins YoY					
_	Exchange rate	10% increase in domestic and foreign currency denominated procurement prices due to yen depreciation	ł				
	Price down	10% reduction in malic acid export prices					
	Utilities cost	20% Increase YoY domestically					
Operating day Longer-than-usual regular maintenar		Longer-than-usual regular maintenance					
		Copyright © FUSO CHEMICAL CO., LTD.	18				

# Overview and Strategies

I. Key Products





1 Malic acid and derivatives

2 Citric acid and derivatives

3 Gluconic acid and derivatives

Fumaric acid/ Maleic anhydride/ Vitamin C



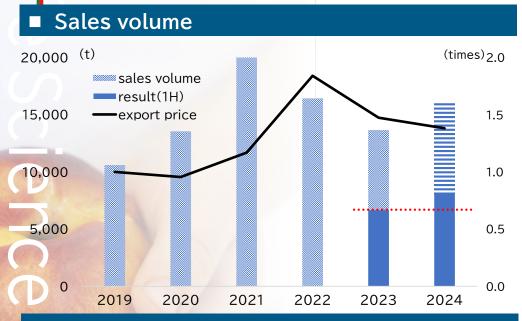
II. Nextgeneration products 1 FFA business

Coated fruits acid/ Application products



### I -1. Malic acid and derivatives





#### FY3/' 25 plan

#### [Domestic]

- Maintain sales volume at reasonable prices by monitoring competitors' imported price level.
- Expand sales of liquid products

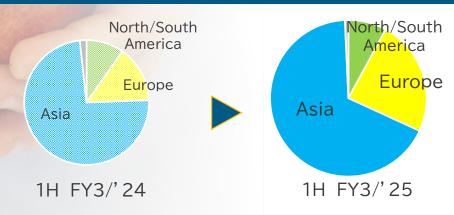
#### [Overseas]

- Maintain market share in Asian markets and increase volume according to recovery in demand
- Increase in volume in Europe and the U.S. by competitive price
- Strengthening sales network in new sales countries





#### Oversea sales by region



#### FY03/'25 1H result & progress

#### [Domestic]

- Stable performance in the food sector
- Increased volume for industrial use (plating, cleaning agents)

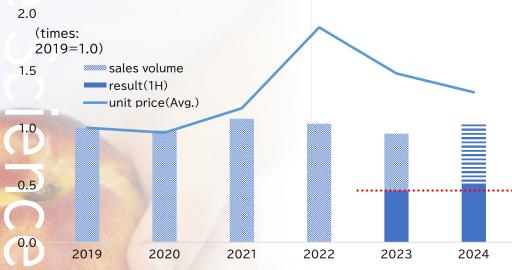
#### [Overseas]

- 20% increase in export sales volume
- 10% decrease in sales prices due to intensified competition (20% in dollar terms)

### I -2. Citric acid and derivatives







### Trends in sales price and cost price



#### FY3/' 25 plan

- Larger market share by paying prompt attention price movement
- Taking business for middle size customers back (lost last year) by competitive prices
- Priority sales for customer who want to buy from new source: Strengthening closer relationships with Thai's manufacturer
- Sales volume increase: grab market share for major beverage and large detergent manufacturers.
- Start in-house production/sales of ultra high purity citric acid

#### FY03/'25 1H result & progress

- In line with market prices, a 15% price reduction has been implemented, resulting in a 5% increase in sales volume
- Volume for industrial use (including household goods) has recovered by 20%
- Sales volume in the beverage sector has decreased by 10% due to unsuccessful bids from some customers
- In response to China risk, related transactions with Thai manufacturers have increased
- The ultra-high purity citric acid facility is scheduled for completion in October, with production expected to begin in January

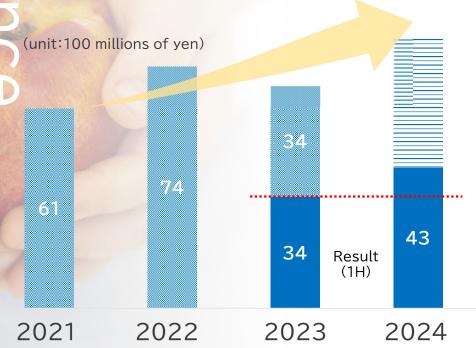
### I -3. Gluconic acids and derivatives



#### PMP Sales







#### FY3/' 25 plan

#### [Domestic]

- Recovery of market share in industrial applications
- Secure profits : keep reasonable spread

#### [Overseas]

- Sales volume increase by expanded facility capacity
- Recovery of sales volume with flexible pricing strategy

#### FY03/'25 1H result & progress

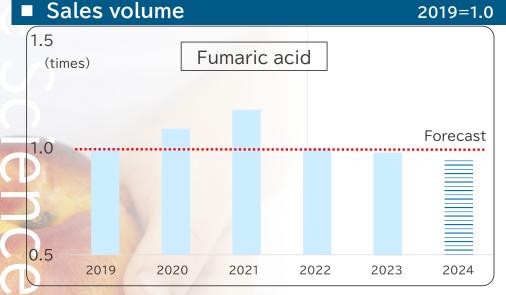
#### [Domestic]

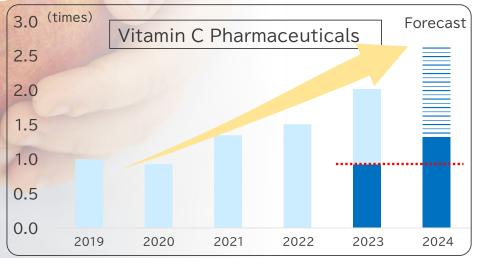
- Due to the lack of large public projects, GNA volume decreased by 10%
- Sales prices increased by 20% due to correction of depressed prices
- Profit margins decreased due to a 30% increase in procurement costs (procurement prices and yen depreciation)

#### [Overseas (PMP, our subsidiary in the USA)]

Achieved 1.5 times volume increase with a 10% reduction in sales prices

# I -4. Fumaric acid/ Maleic anhydride/ Vitamin C*FUSO* 🝎





#### FY3/'25 plan

#### [Fumaric Acid/Maleic Acid]

- Maintain market share with major customers
- Maximize profits by balancing production and sales
- Securing large customers in industries with shrinking demand (paper, paint, housing construction)

#### [Vitamin C]

- Building supply system: increase production/outsourcing structure
- Increase sales to major customers and take new demand
- Accelerate products proposals for consumer/pharmaceutical s by utilizing our resources available.

#### ■ FY03/'25 1H result & progress

#### 【Fumaric Acid/Maleic Acid】

- Volume: 20% increase compared to the previous
- Price: Formula (higher raw material costs) plus improved spread

#### [Vitamin C]

- Sales Volume: 40% increase, significant volume increase for pharmaceutical use
- Double-digit volume increase for beverage use Copyright © FUSO CHEMICAL CO., LTD.

### II. Next generation products



### 1 FFA business

- ◆ Expand new product sales
   Coated Fruits acid Cooked rice formulations
   Antioxidant preparations
   Browning preventer
- ◆ Launch new products Powdering acetic acid、Soluble fumaric acid、 Gluten-free food formulations
- Utilize the existing FFA facilitiesOsaka factory
- ◆ Grow Stress-free formulation business

Coated fruits acid/Application products

#### Functional Fruits Acid

Formulation of Food Additives

Formulation of Food Materials and
Food Additives
Functional Food Material and
Food Additive
Functional Fruits Acid

# II-2. Coated Fruits acid and Application



		FY03/' 2025 plan	FY03/' 25 1H result & progress
Shelf life improver	Lunch Fresh R  Sales Targets above 100t	<ul> <li>aiming to achieve new business by expanding sales and marketing in major convenience stores and food services related businesses.</li> <li>identify issues with current products and consider improved versions</li> <li>revised brochures and data</li> </ul>	<ul> <li>Adopted by 3 companies / Pending projects due to changes in customer policies</li> <li>Price difference compared to competitors' formulations identified as a challenge based on user evaluations</li> <li>Target quantity progress in single-digit percentage</li> </ul>
Coated Fruits acid	M80·M95 (malic acid) C80·C95 (citric acid) V80 (vitaminC) Sales Targets above 100t	<ul> <li>continuous sales to major confectionery manufacturers of candies, gummies, etc.</li> <li>market development in overseas markets for Halal compliance, etc.</li> <li>development of new concept products</li> </ul>	<ul> <li>Adopted by 7 companies / Not adopted overseas due to price differences</li> <li>Added 1 product to the lineup (G70:GDL)</li> <li>Target quantity progress in single-digit percentage</li> </ul>
Antioxidant preparation s/Browning preventer  Masking Agent	KEPCALON FR·T browning preventer  Oxinergy Vitamin C/E preparations  Flabalancer GS	<ul> <li>proposal in progress at 10 companies</li> <li>scheduled for adoption due to favorable evaluations for Negitoro</li> <li>stronger anti-oxidant than current products, expected to be used for rice noodle applications</li> <li>target for snack and chocolate industry</li> </ul>	<ul> <li>Adopted by 2 companies(propose to 10) /</li> <li>2 companies for Negitoro</li> <li>Adopted by 2 companies</li> <li>Adopted by 1 company</li> <li>Adopted by 3 companies, developing a new grade for retort odor</li> </ul>
Bio Stimulant Stress-free fo	rmulation	<ul> <li>rice cultivation area in Japan is 1.4 million ha: 0.5 million ha mainly in Hokuriku region with high temperature damage, potential market of 100 t/y as stress-free</li> </ul>	<ul> <li>Adopted by 2 companies</li> <li>In addition to turf and rice, currently working on applications for fruit trees</li> </ul>



# II. Segments Results

■ Electronic Materials & Functional Chemicals

## Business

## FUSO 🍎

#### Life Science



- Malic acid
- Citric acid
- Gluconic acid
- Fumaric acid
- Vitamin C
- Food additive formulations
- Other acid
   (Succinic acid, Lactic acid, Tartaric acid)
- Maleic anhydride
- Other fruits acid derivatives





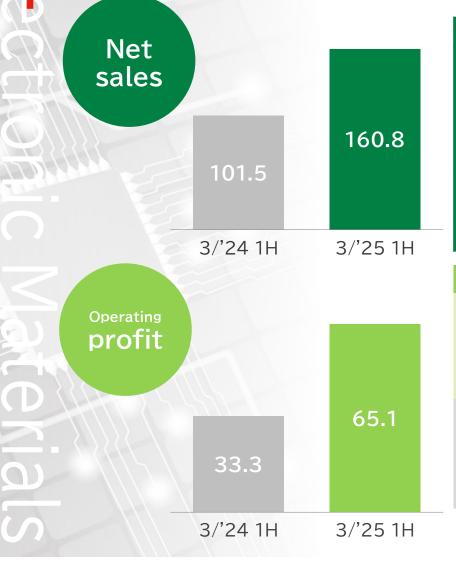
- Silica derivatives
  - Ultra high purity colloidal silica
  - High purity organo silica sol
  - Silica nano powder
  - Alkyl silicate
- Other functional chemicals





# Electronic Materials Overview





	Factors Influencing Net Sales					
+	Sales volume	<ul> <li>Approx.1.5 times higher year-on-year due to market recovery</li> <li>Booming demand for cutting-edge semiconductors and rapid growth for data centers (AI)</li> <li>Expansion of the Chinese market</li> </ul>				
	High Value-Added Products	Sales increase for 3nm				
	Exchange rate	Increase in sales due to yen depreciation				

	Factors Influencing Operating Profit					
+	Sales volume	Increase in profit due to higher sales				
	Operating rate	Increased operating rate due to higher volume				
	Exchange rate	Increase in profit due to yen depreciation				
_	Depreciation	New plant in Kashima plant				
	Logistics Costs	Increase due to higher shipment Volumes				
	Other Costs	Increase in labor costs and research & development expenses				

# Overview and Strategies



I. Electronic Materials

(Ultra high purity colloidal silica)

- 1 Sales
- 2 Production & Technology
- 3 Product Development

- II. Functional Materials
- 1 Silica Functional Materials
- 2 Other Functional Materials

III. Action to Changes in the External

**Environment** 

- 1 Purchasing/Logistics/Sales
- 2 BCP
- 3 Medium- to Long-Term Measures



## I. Electronic Materials



#### FY03/'25 Forecast



#### FY03/'25 1H result & progress

- Facilities expansion of major semiconductor manufacturers to be completed from FY03/' 25
- The semiconductor industry recovery in the second half of FY03/' 25. Expectation of positive year-on-year growth
- Sales and production volumes have increased.
- Although there are delays in capital investment by some semiconductor manufacturers, efforts to enhance capacity and certification work continue to meet future demand increases.
- Recovery status varies by application and region. Full recovery is expected by 2025



#### Geopolitical risks

- Review the supply chain on a global scale
- Promote communication with slurry manufacturers, to respond to the domestic production of semiconductors in each country
- In preparation for risks of stagnation or disruption in the raw material supply chain, we are considering securing multiple sources.
- Increase in sales to China



# Technology development for cutting-edge semiconductors

- Strong demand due to increased date transmission
- Increase in demand owing to technological innovation in the vehicle and other industries
- Stable supply our silica products to meet 3nm node semiconductors production
- Promote mass production for next generation 2nm node expected in FY2025

- Increase in products for data centers
- Ongoing certification for next-generation 2nm node products
- Commencement of development for beyond 2nm

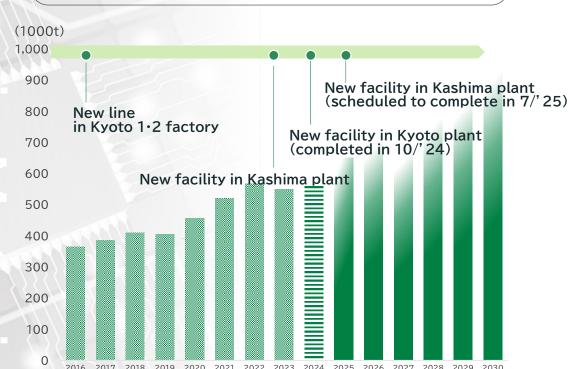
### I -1. Sales the growing semiconductor market



Due to a temporary adjustment phase in 2023, there were delays; however, long-term growth is still anticipated. (2022-2030 CAGR約8%)



to the expansion of production capacity and technological development that can meet demand.



CMP slurry market size forecast

\*Prepared by FUSO based on information provided by various resources.



Sales Target

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### I -2. Production & Technology

Study of automation in

manufacturing process

	FY03/' 25 Pl/an	FY03/'25 1H result & progress		
Increase productio n	<ul> <li>Stable operation of the Kashima Plant (Phase I)</li> <li>Reliable start-up of new facilities in Kyoto Plant</li> <li>Progress management of Kashima Plant (Phase II) construction</li> </ul>	<ul> <li>Certification completed and sales started with multiple companies for products manufactured at the Kashima plant①</li> <li>Additional equipment at the Kyoto plant completed as scheduled②</li> <li>Phase II construction at the Kashima plant is scheduled to be completed in July 2025 as planned③</li> </ul>		
Stable productio n	<ul> <li>Execute the plant maintenances strategically</li> <li>Production plans in line with market trends and sales forecast</li> </ul>	<ul> <li>Executed as planned</li> <li>10% increase in production</li> <li>compared to the initial plan</li> <li>Preparation completed for stable operation of Kashima products</li> </ul>		
Quality	<ul> <li>Establishment of a process to reduce the LPC(Large Particle Counts)</li> <li>High quality requirements to meet cutting-edge processes</li> </ul>	<ul> <li>Developed a grade with reduced large particle count and submitted it for customer evaluation</li> </ul>		
Equipment technology	<ul><li>Study of energy conservation of facilities</li><li>Initiatives for environmental issues</li></ul>	<ul> <li>Concept has been formulated and is currently under review for implementation</li> </ul>		

implementation



By ①~③
Capacity up versus 2022
Approx. 1.5 times



① Kashima Plant [I]

Completed in Apr.2023

Capital Expenditure: ¥198M paid (Aug. 2023 ~ Depreciation start)



© Kyoto Plan
Completed in Oct. 2024
Planned Capital Expenditure
Approx. ¥100M (¥97M paid))

③Kashima Plant【Ⅱ】 Scheduled to complete in Jul,2025

> Planned Capital Expenditure Approx. ¥ 200M (¥ 94M paid))

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### I -3. Product Development





#### FY03/'25 Pl/an

#### FY03/'25 1H result & progress

Highly concentrated colloidal silica

Value-added products to meet customer needs

Secure capacity by utilizing production facility efficiently

 Continuing development of highconcentration colloidal silica grades multiple grades currently under customer evaluation



### Colloidal silica for Advanced CMP

Silica surface modification Control particle size within narrow distribution Work closely with customers toward challenging technology beyond 2nm next generation

- Developing products based on customer requirements
- Presenting technical report on miniaturization at the international conference on planarization technology (ICPT 2024)



### New concept particles

Abrasive grains for new materials (e.g. SiC)

A new step to realize the business from concept

Verifying performance of abrasive concepts for new materials

# II. Functional Materials



#### FY03/'25 1H result & progress FY03/'25 Plan Silica Ongoing customer **Functional** evaluation for new Toner external Additive Sales to new customer Materials **Applications** adoption Considering mass Mass production of hollow silica production Low-dielectric continuing customer Material Applications For filler applications evaluation for adoption Cosmetics, medical, ■ Initiation of customer **New Applications** biotechnology, etc. evaluation for cosmetic applications Market exploration of new Medium and Continuing market long-terlopmet technologies such as porous exploration through silica, silica nanosheets, coreexhibitions and other events shell silica, etc. Continuing supply of existing Domestic Market for PTBBA Shrinking. Other functional chemicals Intensifying Price Competition **Functional** Updating equipment and maintaining **Materials** market and supply

### Action to Changes in the External Environment



#### Purchasing Logistics/Sales

#### FY03/' 25 Plan

#### FY03/'25 1H result & progress

- Increase in procurement volume as production capacity expansion
- Impact of the weak yen(rising raw material costs, etc.)
- price revision
- cost reduction by buying power
- Responding to rising costs; efficiency and price revision
- Measures of purchasing risks, Development and expansion of the delivery bases

- Securing raw material procurement in line with production volume
- Strengthening collaboration with suppliers to meet future purchase volume increases

#### **BCP**



Production at 3 plants in 2 bases (Kyoto & Kashima)

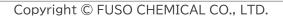
Geopolitical risks minimization (purchasing raw materials from multiple countries)

(Inter-site) Establishment and renewal BCP plan

- Planning a mid-to-long-term capital investment Medium- to Long- toward 2030
- Development of colloidal silica for the Chinese Term Measures • market
  - List of quality-conscious customers from local
  - CMP slurry manufacturers
  - Transfer of Japanese quality control system
  - Product development with SDGs in plan
  - High concentration/high removal rate sol
  - Early launch of newly developed products

- Prototyping certification in progress, transitioning to mass production stage for some products
- Establishment of dual-location production system/multiple procurement system
- Considering next investment plan
- Continuing expansion into the Chinese market
- Establishment of quality assurance system within China
- Continuing expansion of highconcentration, high-polishing rate colloidal silica





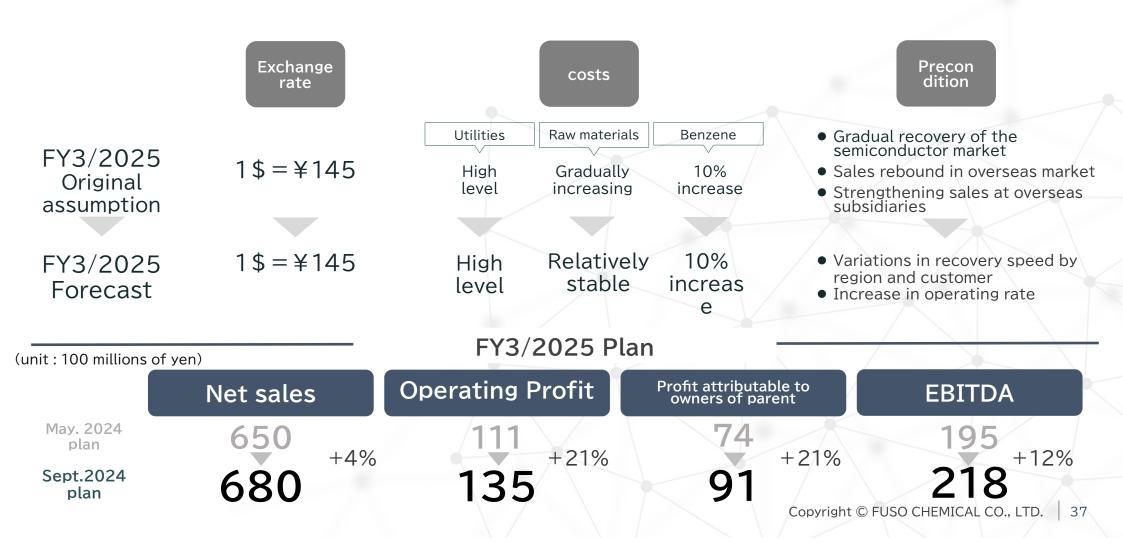


## III. FY03/2025 Outlook

( period April 1, 2024 – September 30, 2024 )

## **Earnings Forecast**





## Forecast for a Full-year of FY03/2025

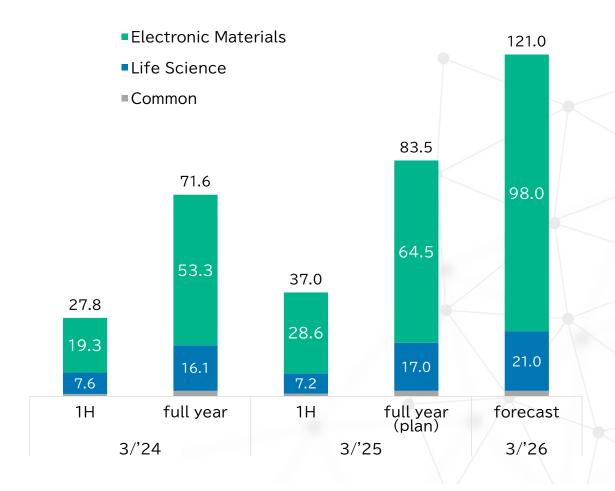


	1H Result			Full year forecast		
(unit: 100 millions of yen)	3/'25 1H	vs 1H 3/'24	1H 3/'24	3/'25 1H	vs 3/'24	3/'24
Net sales	347.5	28.1% 🗷	271.3	680.0	15.3% 🗷	589.7
■Life Science	186.6	10.0% 🖊	169.7	366.0	7.2% 🖊	341.4
■Electronic Materials	160.8	58.4% 🖊	101.5	314.0	26.5% 🖊	248.2
Operating profit	81.4	45.9% /	55.8	135.0	21.8% 🖊	110.8
Life Science	27.4	△16.3% ↘	32.7	55.5	△1.5% ↘	56.3
■Electronic Materials	65.1	95.7% 🖊	33.3	102.5	36.1% 🖊	75.3
(Adjustment)	△11.1		△10.2	△23.0		△20.8
Ordinary profit	79.4	27.3% 🖊	62.4	137.0	15.3% 🖊	118.8
Profit attributable to owners of parent	56.0	30.8% /	42.8	91.5	9.7% 🖊	83.4
EBITDA	118.4	41.6% 🗷	83.6	218.5	19.8% 🖊	182.4
Earning per share (EPS)	159.0円	30.8% 🗷	¥121.6	259.5円	9.7% 🖊	¥236.7

## Forecast for Depreciation



**Depreciation by segments** (unit:100 millions of yen)



#### FY03/'24

- Starting operation of new facilities at Kashima plant [I]
- New facility for Gluconates in PMP (US)
- Headquarter movement to new location

### • FY03/' 25

- New Office building in Kashima plant
- Starting operation of new facilities at Kyoto plant

### • FY04/ '26

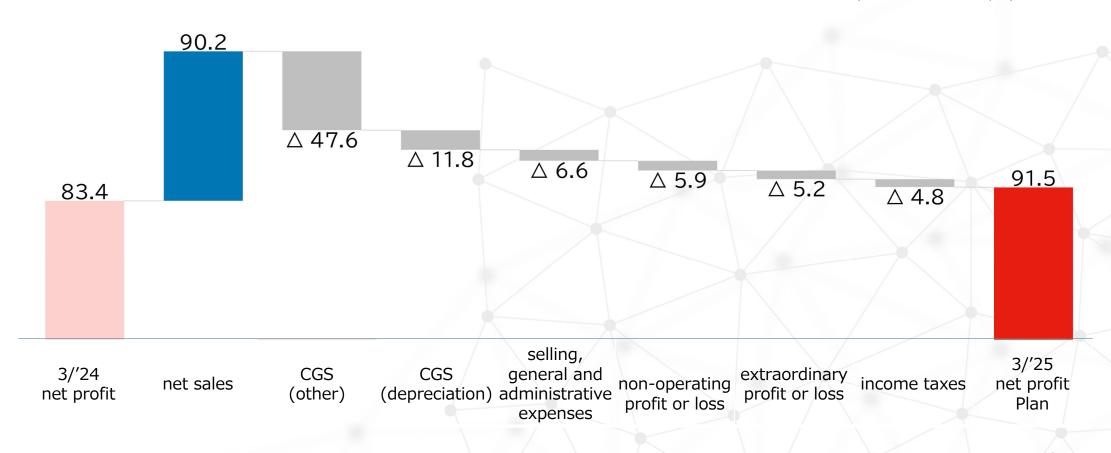
 Starting operation of new facilities at Kashima plant [I]

## Net Profit Analysis



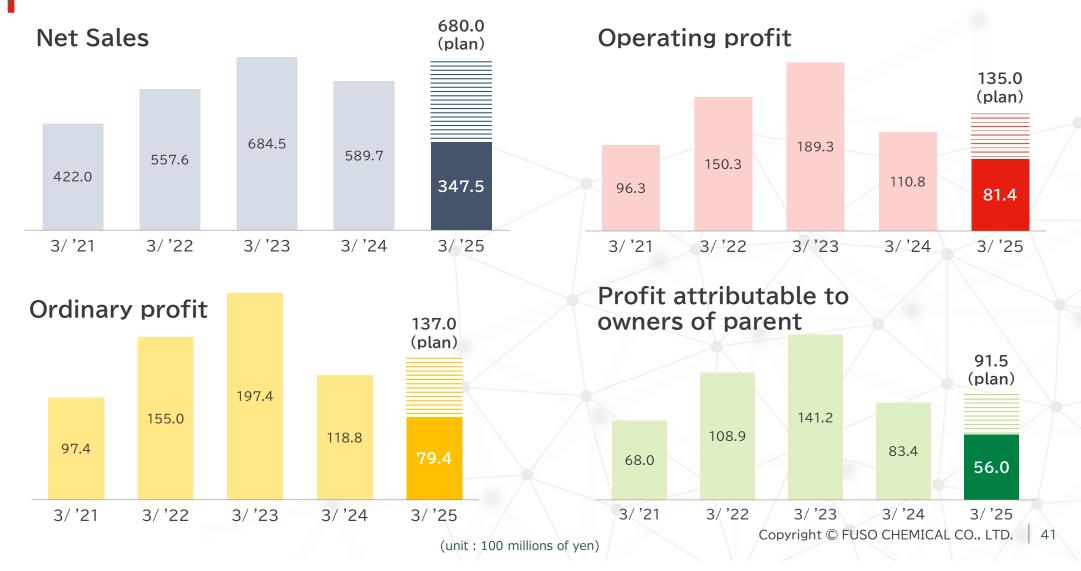


(unit: 100 millions of yen)



## Business Performance and Plan





## Sustainability



## Report for FY2023 disclosed Oct.2024

Disclosure the status of our activities every year about our business growth and realization for sustainable society. From this fiscal year, release the English version report (in October)



#### Selected for JPX-Nikkei Index 400

Components in FY2024 Aug. 2024



JPX-NIKKEI 400

The index composed of companies with high appeal for investors, which meet requirements of global investment standards, such as efficient use of capital and investor-focused management perspectives.

## Kashima Office, new building Jun.2024

An entrance with large windows, an atrium hall, and open spaces. Spacious workrooms, dining areas, and break rooms, creating an environment where employees can work comfortably."





#### **FUSO Festa**

Jun.2024

Held at the Kyoto office. Employees and their families, friends, and local residents are invited to participate



#### Science lab class for children

Aug.2024

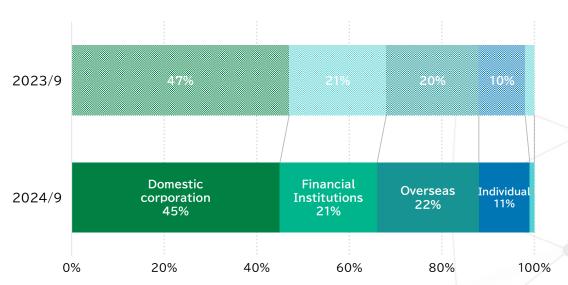
With the cooperation of Orange Page Co., Ltd., a science class for parents and children to enjoy was held.



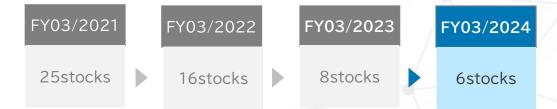
## **Stock Information**



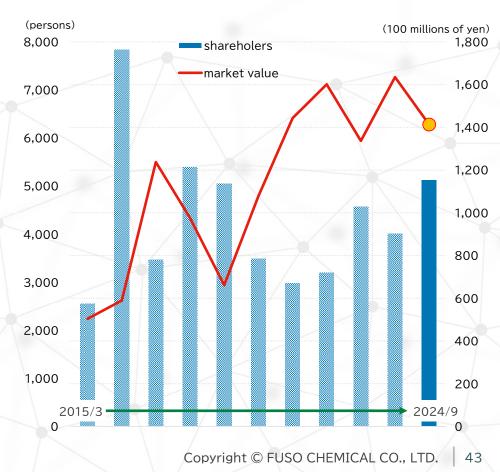
Composition of Shareholders



Cross-held stocks

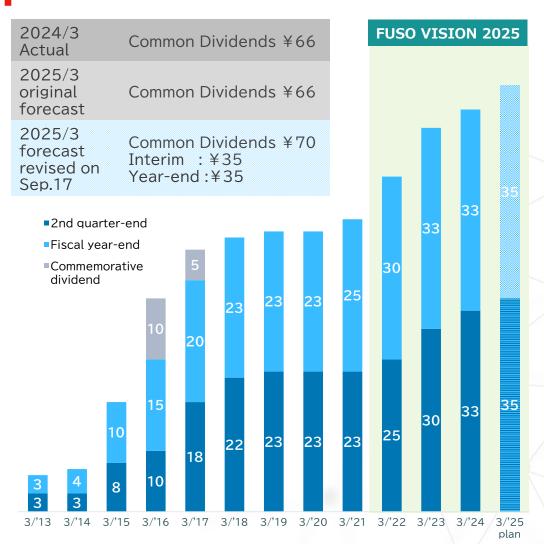


Market capitalization/Number of shareholders



## Change in Dividends Policy





#### [Before Change]

The Company appropriates surplus based on a basic policy of long-term stable return to shareholders taking into consideration strengthening the corporate structure and future business development

#### [After Change]

■ The Company adopts progressive dividends policy for the appropriation of surplus to reward shareholders in long-term stable return and strives to enhance our corporate value

Our company has maintained or increased dividends for 16 consecutive fiscal years from the fiscal year ending March 2009 to the forecast for the fiscal year ending March 2025. By clearly stating our intention to continue this record, we aim to avoid fluctuations due to temporary reasons and maintain stable dividends for our shareholders.



IV. Q & A

# FUSO CHEN

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#### Important Notice Regarding the Outlook

The descriptions and figures stated in this material regarding the future outlook are based on information obtained from our group companies as of the present time as well as certain assumptions deemed to be reasonable. However, due to risks and other variables, we cannot guarantee the attainment of the targets stated herein. In addition, the actual performance may greatly vary in accordance with the economic climate surrounding the business, demand trends, exchange rate movements and other various factors.

