

Financial Results for FY2022

(Jan. 2022 - Dec. 2022)

Nisshinbo Holdings Inc.

Feb. 10, 2023



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The earnings forecasts contained in these materials are based on information currently available to the Company and are not promises of achievement.



1. FY2022 Results Overview

1-1. Financial Highlights (y/y)



(mil. yen)

	FY2021	FY2021	FY2022	Char	nge
		reclassified			rate
Net sales	510,643	483,853	516,085	+32,232	+6.7%
Operating income	21,788	20,557	15,435	-5,122	▲ 24.9%
Ordinary income	25,358	24,715	20,397	-4,318	▲ 17.5%
Net income Attributable to Owners of Parent	24,816	24,173	19,740	-4,433	▲18.3%

Nisshinbo Group has applied the accounting standard for revenue recognition and other standards from 1Q 2022. Therefore, year-on-year comparative information excluding the impact of the accounting standard change on business results is provided for reference.

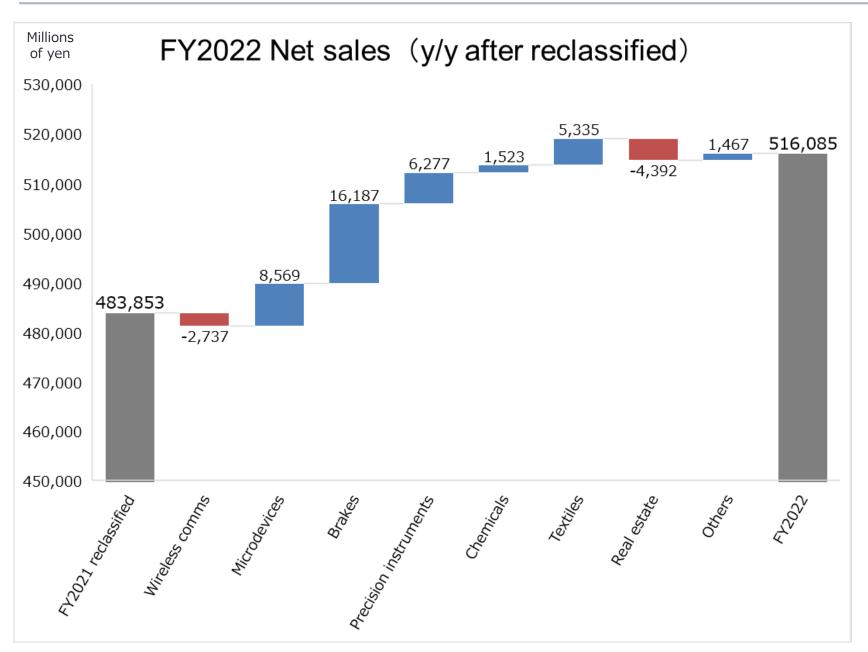
- ■In the micro devices business, where analog semiconductors are the main products, sales increased and profits increased significantly due to the impact of the weak yen, in addition to strong sales for automotive and industrial equipment.
- In the wireless communications business, due to tight supply and demand for electronic components, a portion of orders is carried over to fiscal 2023.
- In the Automobile Brakes segment, the company will pass on higher raw material and fuel costs to higher prices, but some will be carried over to fiscal 2023.

1-2. FY2022 Results by segments (у/у) мзяниво

					(mil. yen)
		FY2021	FY2022	Chai	nge
		reclassifeied			rate
Wireless comms	Net Sales	153,130	150,392	-2,737	▲1.8%
	OP	7,314	4,821	-2,493	▲34.1%
Micro Devices	Net Sales	76,759	85,329	+8,569	+11.2%
	OP	4,193	8,947	+4,754	+113.4%
Brakes	Net Sales	137,455	153,643	+16,187	+11.8%
	OP	2,973	-4,664	-7,637	-
Precision instruments	Net Sales	47,377	53,655	+6,277	+13.3%
	OP	666	776	+109	+16.4%
Chemicals	Net Sales	11,149	12,673	+1,523	+13.7%
	OP	2,079	2,181	+101	+4.9%
Textiles	Net Sales	32,998	38,333	+5,335	+16.2%
	OP	-1,045	99	+1,145	-
Real estate	Net Sales	15,570	11,178	-4,392	▲28.2%
	OP	9,388	8,719	-668	▲ 7.1%
Others	Net Sales	9,411	10,879	+1,467	+15.6%
	OP	-5,013	-5,446	-433	_
Total	Net Sales	483,853	516,085	+32,232	+6.7%
	OP	20,557	15,435	-5,122	▲24.9%

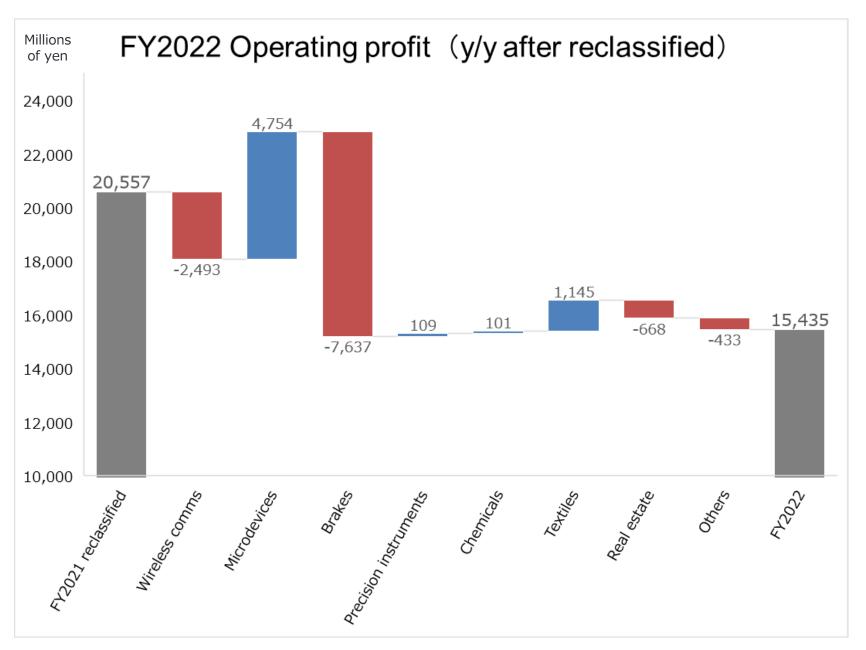
1-2. FY2022 Net sales (y/y)





1-2. FY2022 Operating profit (y/y)

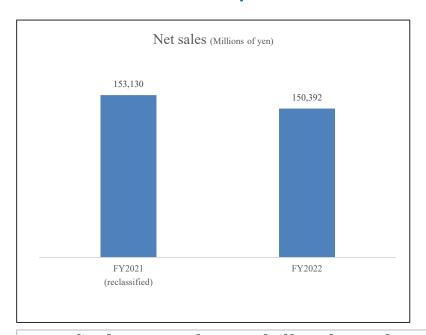


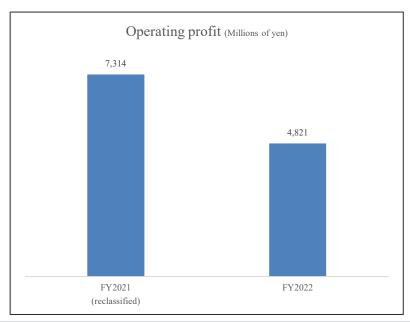


1-2. FY2022 Wireless & Comms



Decrease in sales and profits





■ Solutions and Specialized Equipment: Decrease in sales and profits
Aviation and weather systems, including airfield control simulators
and radio telephone equipment, increased.
Large projects for road information systems and water/river
information systems decreased due to the tight supply-demand

situation for électronic components.

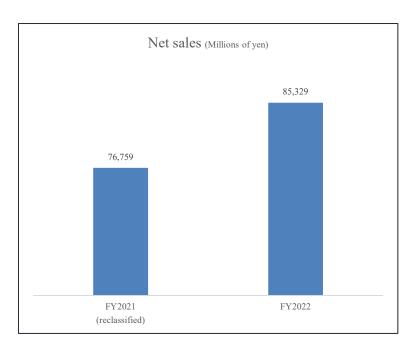
■ Marine Systems: Increase in sales and profits
New shipbuilding equipment and equipment for small and mediumsized vessels, such as European workboats, supported by strong
shipping market conditions, remained strong.
Systems such as land-based radio equipment for the fisheries also

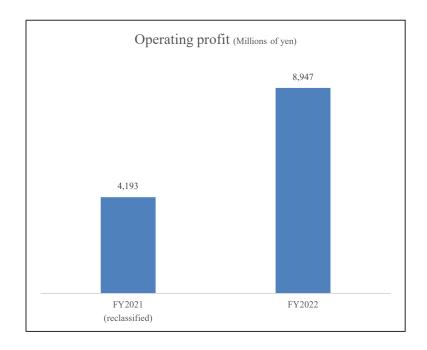
increased.

1-2. FY2022 Micro Devices



Increase in sales and profits





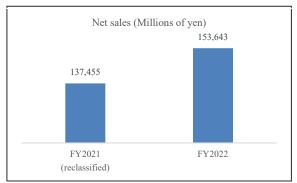
- **Electronic Devices Business: Increase in sales and substantial** increase in profits

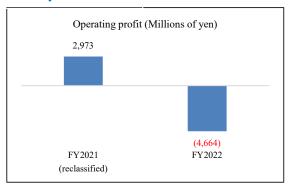
 - Consumer (smartphones and PC): Slowdown
 Automotive (power supplies for EV, sensors): Increased
 - •Industrial equipment (Semiconductor manufacturing equipment): Increased Followed by foreign exchange impact due to yen depreciation
- Microwave business: Increase in sales and profits
 Electronic tubes for ships performed well, and satellite
 communication-related products for South Korea and North America were also strong.

1-2. FY2022 Brake & Precision Instruments



Brakes: Increase in sales and decrease in profits





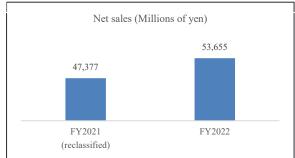
■ Nisshinbo Brake: Increase in sales and decrease in profits

Despite an increase in market share due to copper-less and copper-free friction materials, income decreased due to soaring raw material and fuel prices.

■TMD: Increase in sales and operating losses

Sales increased in both aftermarket and OE due to price pass-through following the sharp rise in raw material prices in Europe. Significant loss increased due to sharp inflation caused by tight energy supply and demand.

Precision Instruments: Increase in sales and profits





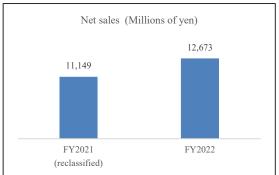
- Precision Instruments: Increase in sales / same level in profits as previous year
- Orders for automotive EBS parts were strong, but depreciation expenses increased.
- Molding products: Increase in sales and profits

Orders for home appliance-related products increased at bases in Japan, Thailand, and India. Liquidation of unprofitable business of Nambu Kasei progressed.

1-2. FY2022 Chemicals & Textiles



Chemicals: Increase in sales and profits



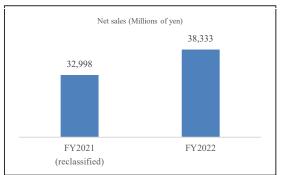


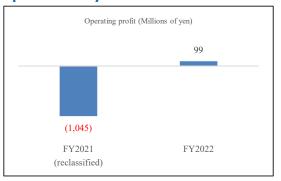
- Insulation products: Increase in sales and profits
- Increase in orders for refrigeration and freezing equipment, raw materials for housing and rigid blocks.

 Glass-like carbon products: Increase in sales and profits
 Increase in orders for semiconductor manufacturing equipment.

- FC bipolar plates: Increase in sales and decrease in profits
 Orders for overseas stationary products increased, but R&D expenses increased.
 Functional Chemicals (Carbodilite): Increase in sales and decrease in profits
 Change in product mix despite increase in orders for water-based cross-linking agents and products for electronic materials.

Textiles: Increase in sales and return to profitability





- Shirts: Increase in sales and return to profitability
- Sales of form-stabilized products such as APOLLOCOT were strong.
- ■Tokyo Shirts: Sales at the same level as the previous year and loss reduction Losses decreased due to cost reductions.



2. Forecast for FY2023

2-1. Highlights of forecast for FY2023



(mil. yen)

	FY2022	FY2023	Chang	е
		FC		rate
Net sales	516,085	557,000	40,915	7.9%
Operating income	15,435	24,000	, i	55.5%
Ordinary income	20,397	27,000		
Net income Attributable to Owners of Parent	19,740	18,000	-1,740	_

Assumed exchange rate: US\$1 = \$130

Exchange sensitivity: : A depreciation of 1 yen against the U.S. dollar will have a positive impact of 300 million yen on operating income (favoring the weaker yen)

■ Continue to prioritize the allocation of management resources and execute growth strategies, focusing on mainstay wireless communications and microdevices.

2-2. Forecast for FY2023

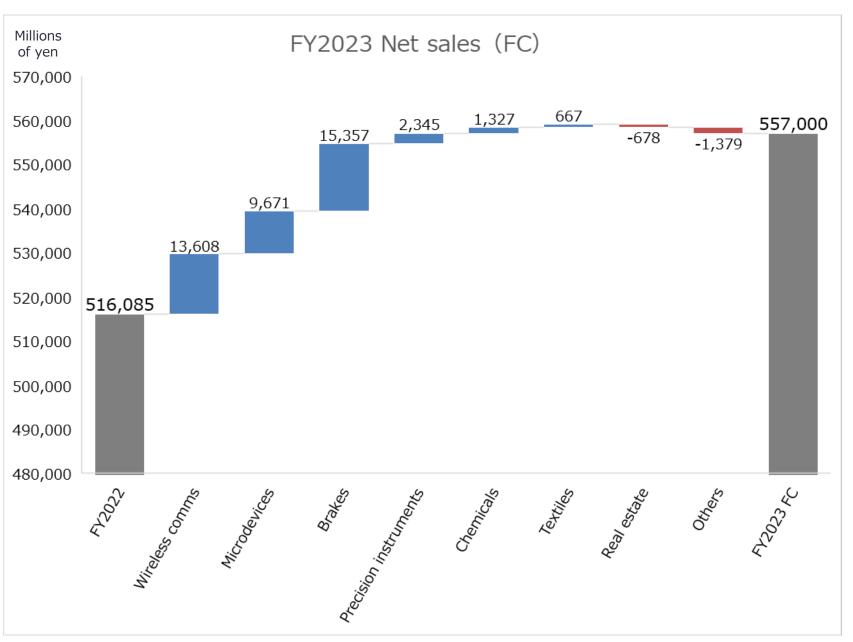


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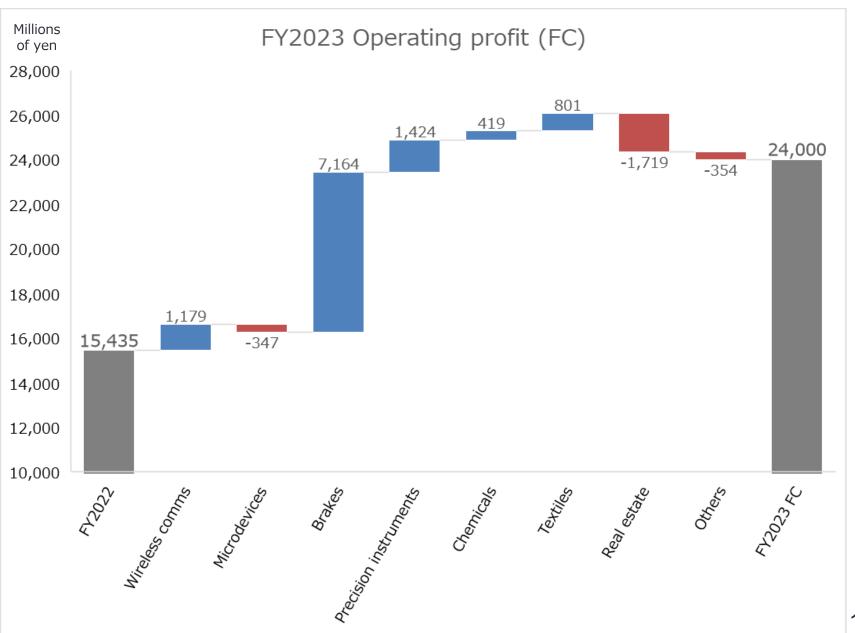
		1			(mil. yen)
		FY2022	FY2023	Cha	nge
			FC		rate
Wireless comms	Net Sales	150,392	164,000	+13,608	+9.0%
	OP	4,821	6,000	+1,179	+24.5%
Micro Devices	Net Sales	85,329	95,000	+9,671	+11.3%
	OP	8,947	8,600	-347	▲3.9%
Brakes	Net Sales	153,643	169,000	+15,357	+10.0%
	OP	-4,664	2,500	+7,164	_
Precision instruments	Net Sales	53,655	56,000	+2,345	+4.4%
	OP	776	2,200	+1,424	+183.5%
Chemicals	Net Sales	12,673	14,000	+1,327	+10.5%
	OP	2,181	2,600	+419	+19.2%
Textiles	Net Sales	38,333	39,000	+667	+1.7%
	OP	99	900	+801	+809.1%
Real estate	Net Sales	11,178	10,500	-678	▲6.1%
	OP	8,719	7,000	-1,719	▲19.7%
Others	Net Sales	10,879	9,500	-1,379	▲12.7%
	OP	-5,446	-5,800	-354	_
Total	Net Sales	516,085	557,000	+40,915	+7.9%
	ОР	15,435	24,000	+8,565	+55.5%

2-2. Sales forecast for FY2023





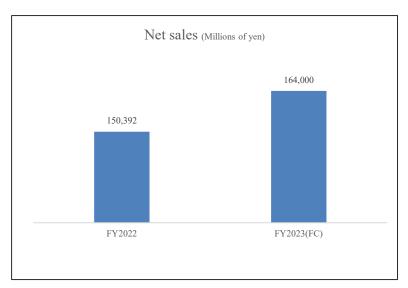
2-2. Operating Income forecast for FY2023 NSSHINBO

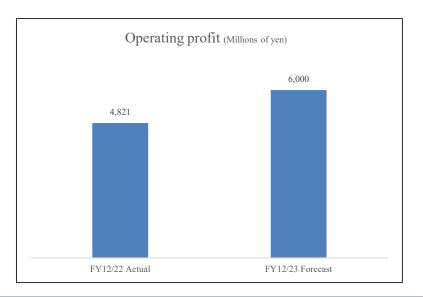


2-2. FY2023 Forecast for Wireless & Comms



Increase in sales and profits





- Solutions and Specialized Equipment: Despite increased costs associated with the introduction of a new core system, demand from the public sector will remain strong.
- Marine Systems: Improve profitability in the merchant shipping field, which is one of our strengths, and expand into data businesses such as support for automatic navigation of vessels.

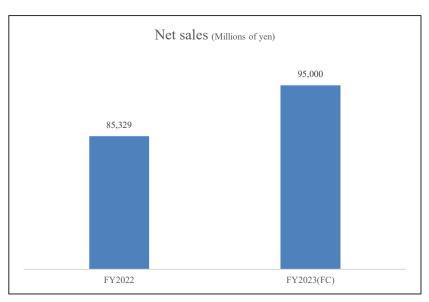
Contribute to disaster prevention and mitigation by providing disaster prevention wireless and sensor networks.

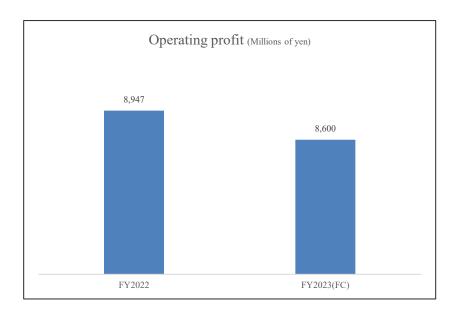
Respond to dramatic changes in mobility, such as autonomous driving of cars and autonomous navigation of vessels.

⇒ Expand into service businesses that leverage the technologies and products developed through manufacturing.

2-2. FY2023 Forecast for Micro Devices NSSHINBO

Increase in sales and profits



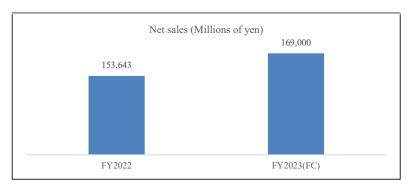


- Demand for analog semiconductors is expected to remain strong, especially for automotive applications, although demand from the consumer sector is expected to weaken.
- ⇒ Developments in the areas of Energy Management (power supply ICs) and Signal Processing (operational amplifiers).
- ⇒ Growing as an analog solution provider that transforms information collected through devices into high-value-added information.

2-2. FY2023 Forecast for Brake & Precision Instruments



Brake: Increase in sales and return to profitability

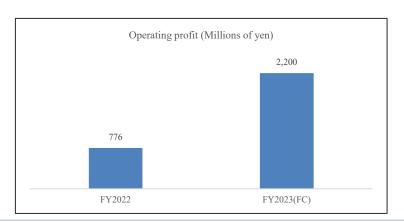




- Nisshinbo Brake: Aim to further increase orders for copper-free and copper-free friction materials.
- ■TMD: Hurry to rebuild its business by passing on higher raw material and fuel costs, the effects of which are now becoming clear.

Precision Instruments: Increase in sales and profits



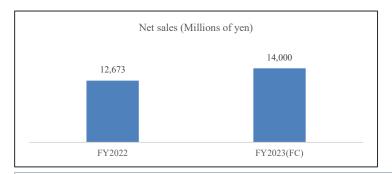


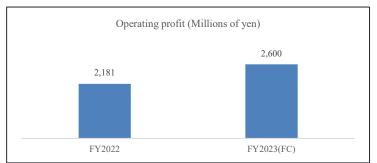
- Molding products: Business for home appliances is expected to remain firm.
- ⇒ Reorganization of unprofitable bases in Nanbu Plastics (Indonesia, China). Strengthen medical business.

2-2. FY2023 Forecast for Chemicals & Textiles



Chemicals: Increase in sales and profits





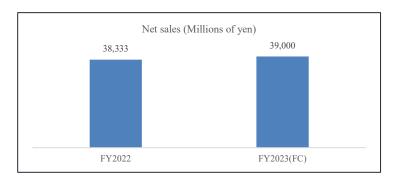
■ Fuel cell bipolar plates:

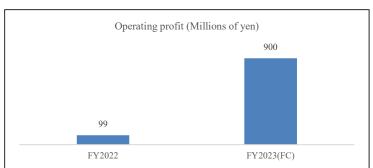
Household use: Already high market share. Fixed-type: Expanding demand and becoming a core business. Automotive: Continue development and prototyping.

⇒ In 2023, it exceeds the production capacity of existing plants. Decided to expand plants and install new lines.

The investment amount is about ¥10 billion, and the construction of the new factory is scheduled to be completed at the end of 2024.

Textiles: Higher sales and profits





- Expand sales of APOLLOCOT (form-stable shirts), correct uniform prices, demonstrate results of measures to improve profitability of Tokyo Shirts, and grow EC businesses.
- ⇒ Monetization of sustainability-related products (form stability, non-formalin, recycled fiber)



Basic Policies on Profit Distribution to Shareholders

"First, we will invest in growth, and we will pay stable and continuous dividends with a consolidated dividend payout ratio of around 30%. After securing sufficient internal reserves, we will consider proactive shareholder returns, including share buybacks."



FY2022

- In fiscal 2022, we increased the annual dividend by ¥4 to ¥17 per share for a half-year dividend and ¥34 per share for the year.
- •In light of the operating CF, we announced a 10 billion yen share buyback in May 2022, with a deadline of the end of November, as it has a good prospect of securing funds for investment in growth.



From now on...

- •Further increase profits, implement environmental investment and R&D investment, and improve employee compensation. Reform by operating our business with profits in mind in order to create resources for returning profits to shareholders.
- In 2023, we plan to invest ¥40 billion in capital expenditures, ¥30 billion in R&D, and an annual dividend increase of ¥2.



3. Business strategies of Wireless and Communications

4-1. Vision and Direction of the Wireless and Communications Business **JRC**



Aiming to Become a True Solution Business





Industrial solutions [ICT and Mechatronics Business] **Medical and Healthcare Solutions** [Medical Equipment Business]

Mobility Solutions [Mobility Business]

4G/5G **Solutions** [New Businesses]

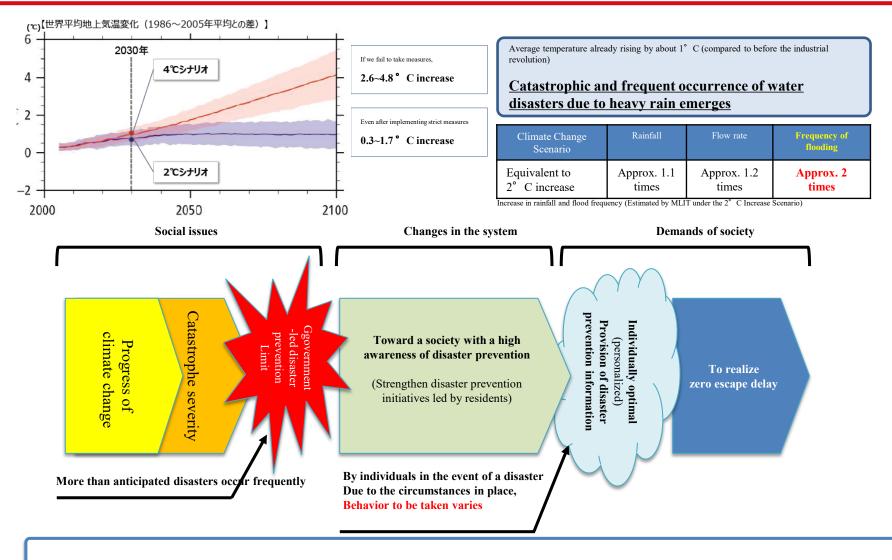
IoT base

- Private 4G/local 5G
- Sensing (radar, ultrasound, image)
- Data analysis infrastructure

Data-driven Solutions [New Businesses]

4-2. Disaster Prevention and Reduction Solutions-Aiming for Zero escape delay



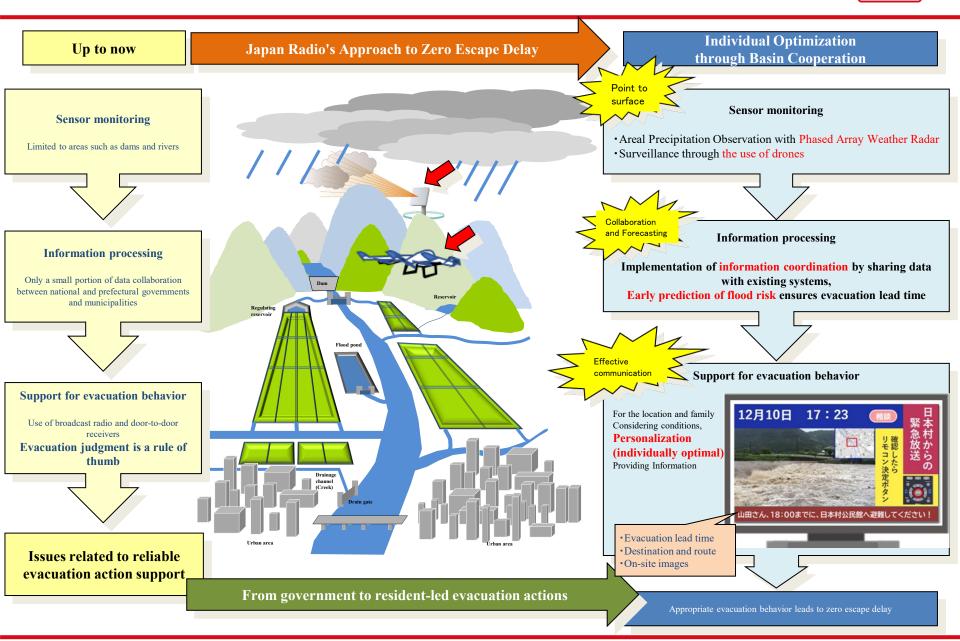


(※) As a national policy, from R3 fiscal year, five-year acceleration measures for disaster prevention, disaster reduction, and national resilience will be implemented. Major initiatives, [Basin Flood Control] are related to river basins.

Measures to implement water disaster countermeasures in cooperation with all stakeholders → JRC is also developing businesses that contribute to these initiatives

4-2. Disaster Prevention and Reduction Solutions-Toward Personalized Exact ation

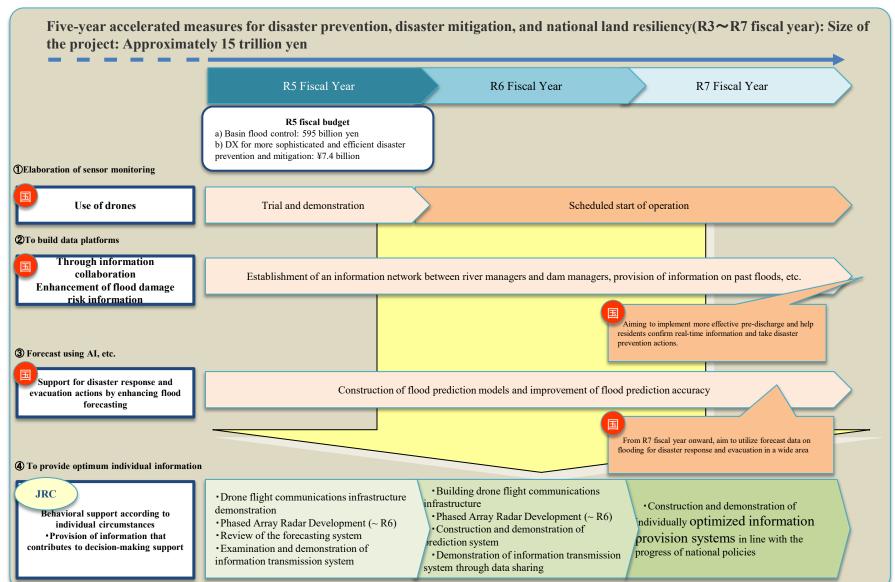




4-2. Disaster Prevention and Reduction Solutions-Roadmap



Developments in countries



4-2. Disaster Prevention and Reduction Solutions-Topic (1)



Capital and business alliance with Aerosense Inc.



Signed a capital and business alliance agreement with Aerosense, a Japanese industrial drone manufacturer (October 2022).

By combining VTOL drones, which enable long-distance and long-time flights, with Japan Radio's wireless communications technology, flights are also possible outside the mobile phone-line area.

Aim for introduction to surveying and facility inspections over a wide area, and monitoring of conditions at the time of disaster.

Proposed system for drone utilization



Create the following systems and information-providing services in river basins that contribute to more efficient maintenance of disaster prevention DX,

- 1)River logistics infrastructure: Construction of telecommunications network for logistics upstream (logistics company)
- 2)Disaster status monitoring: Collaboration with existing disaster prevention systems (national and prefectural governments, etc.)
- 3)River monitoring: labor saving in river patrols (national and prefectural governments, etc.)
- 4)Dam inspections: Inspections in normal times and emergencies (national, prefectural, etc.)
- 5)Bridge inspection: Bridge inspection of rivers (Metropolitan Expressway, etc.)
- 6)Railbridge inspection: Railbridge inspection (railway company, etc.)
- 7)Equipment inspection: Inspection of structures such as power plants and high-voltage lines (electric power companies, etc.)
- 8)Forest Monitoring: Growth Management/Inspection of Emergencies (Forestry Agency)

4-2. Disaster Prevention and Reduction Solutions-Topic (2)



Participation in exhibitions on the theme of "Basin Flood Control"



On the theme of "Basin Flood Control" at the [First Regional Disaster Prevention EXPO] of "Local Governments and Public Week" held at Tokyo Big Sight from June 29 to July 1, 2022 Exhibited demonstration machines for concept systems and solutions proposals. The exhibition was planned for local government officials, and many local government officials visited the exhibition during the period.



Exhibit booth. Shows images and demonstration machines



Propose concepts in line with the trend of disaster occurrence



For information delivery systems and demonstrations using TV Attracted the attention of many people

We received requests from local residents who visited the exhibition for the system, and comments that they did not know how to implement watershed flood control measures.

Following the completion of the exhibition, we began visiting each customer in August 2022 to present seeds and deepen needs.

We will utilize the knowledge we have cultivated through the development, manufacture, and delivery of disaster prevention information products to work with local governments on "Basin Flood Control."

4-3. 4G/5G Solutions-Business Targets



Business Targets

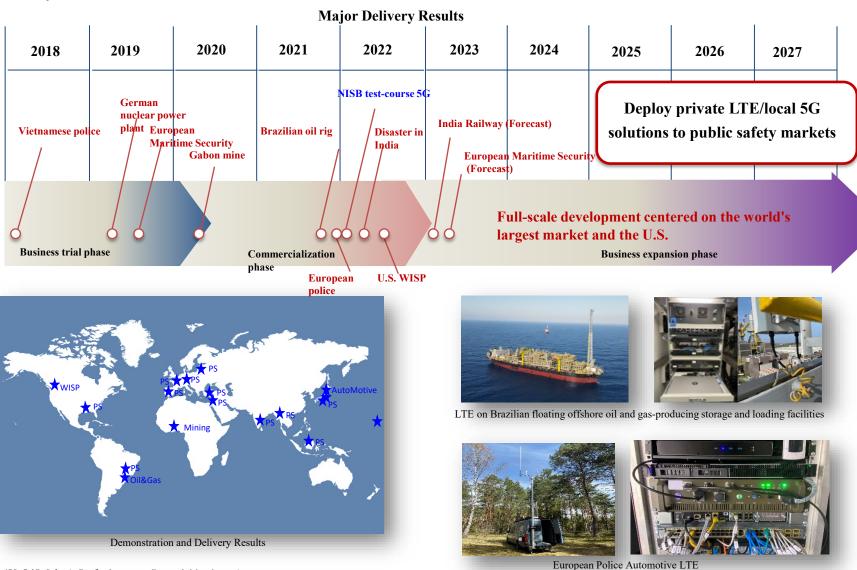
Global Expansion of Private Wireless Solutions

- Leading the way with LTE overseas, and expanding the results to Japan
 - Overseas: Develop private LTE and shift to 5G
 - Domestic: Promote demonstration tests of local 5G and develop overseas use cases
- Private wireless users and needs
 - Public safety (police, fire and disaster prevention), national defense, industry (mining, electric power, railways)
 - · Mission-critical dedicated wireless networks
- JRC LTE/5G value
 - Compact and scalable systems, robust and portable base stations
 - Full-on-premises system, full-turnkey solution
 - Reliable communication (mission-critical communication)
 - Secure Communications (Cyber Security)

4-3. 4G/5G Solutions-Delivery Results/Focus Markets



Delivery Results/Focused Markets



*PS: Public Safety (police, fire departments, disaster administration, etc.)

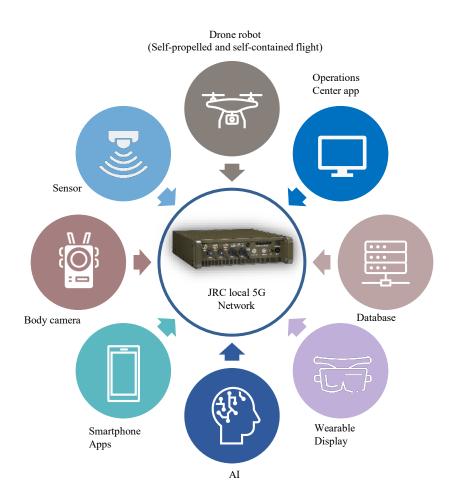
4-3. 4G/5G Solutions-Digitalizing Operations



Digitization of public safety operations

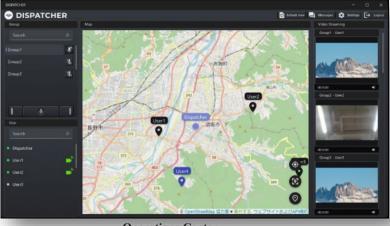
New form of public safety operation

- Real-time sharing of video and location information
- Convergence of 5G networking and advanced computer technology



Smartphone application SyncTalk (under trademark registration)





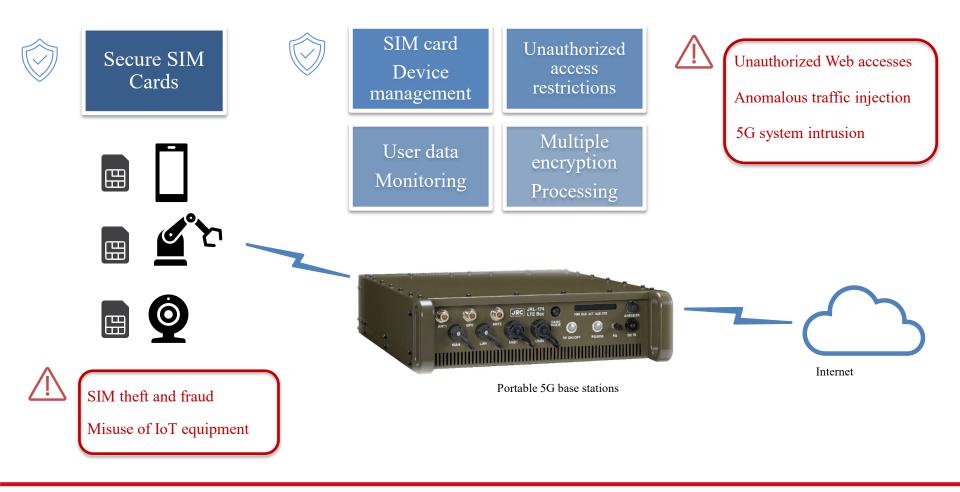
Operations Center

4-3. 4G/5G Solutions-Zero Trust Security



Zero Trust: Local 5G Security Solution

- New approaches to public safety and IoT cybersecurity
- Cyber Security Integrated Local 5G Architecture



4-4. Ocean Solutions-Topic (1)



J-Marine Cloud:

Mechanism for consolidating information related to vessel operations in the cloud and promoting utilization

Acquired third-party certification for ClassNK



Certification service of the Japan Maritime Association in 2022 "Innovation Endorsement" Certification for Products and Solutions

ESG conscious management and solving SDGs issues to help realize a sustainable society Third-party certification services designed to disseminate and support innovative technologies in activities

DX solutions based on innovative technologies have been recognized through third-party certification.

We will continue to expand our service content to meet customer needs and provide better DX solutions. We will continue to provide effective solutions toward the practical application of automated vessels by 2025.





Participation in Social Cooperation Course of "Maritime Digital Engineering"

- Maritime and Ocean Digital Engineering Laboratory: MODE Opened on October 1, 2022
- Six parties related to the marine industry + Jointly established with the University of Tokyo and participated in the course
- Japan Radio's advanced wireless and telecommunications technologies
- Maritime Digital Engineering Creation Process
- Development of advanced human resources in the maritime field



Aiming to create a highly productive design and development process



MODE Mission

"We will lead the way in establishing and implementing basic technologies for digital engineering in the marine and marine industries, and support the transformation into an industry with strong competitiveness and technological capabilities for a sustainable society."

We will provide customers with more sophisticated and reliable ship-carrying systems and land-based support systems for the automated operation of vessels.



5. Appendix

5-1. Financial results by segment ① мостиво



Wireless and	FY20	22 FC
communications	Net sales	O. P.
Marine systems	34,300	800
Solutions	68,500	3,100
ICT & Mechatronics	23,000	300
Medical equipment	7,000	300
Others	4,400	200
JRC Mobility	14,500	-700
Eliminations	-2,700	0
Total	149,000	4,000

FY2021	reclassified	FY2	022	Cha	nge
Net sales	O. P.	Net sales	O. P.	Net sales	O. P.
33,159	797	35,844	1,633	2,685	836
70,122	5,053	68,989	3,227	-1,133	-1,826
23,084	149	23,000	260	-84	111
7,645	103	6,552	354	-1,093	251
4,615	793	4,286	98	-329	-695
17,528	587	14,629	-593	-2,899	-1,180
-3,023	-168	-2,908	-158	115	10
153,130	7,314	150,392	4,821	-2,737	-2,493

FY2023 FC				
Net sales	O. P.			
37,200	900			
73,100	3,500			
25,600	600			
7,600	400			
5,600	500			
18,000	300			
-3,100	-200			
164,000	6,000			

Microdevices	FY2022 FC		
Microdevices	Net sales	O. P.	
NISD (Former NJR)	86,000	9,500	
(Former REDC)	-	-	
Eliminations	-	-	
Total	86,000	9,500	

FY2021 re	eclassified	FY2	022	Cha	inge
Net sales	O. P.	Net sales	O. P.	Net sales	O. P.
50,724	2,799	86,543	9,189	35,819	6,390
27,748	1,665	ı	1	-27,748	-1,665
-1,713	-271	-1,214	-242	499	29
76,759	4,193	85,329	8,947	8,569	4,754

FY2023 FC					
Net sales	O. P.				
95,000	8,600				
-	-				
-	-				
95,000	8,600				

Automobile Brakes	FY2022 FC		
Automobile brakes	Net sales	O. P.	
NISB	54,500	2,100	
TMD	103,500	-5,200	
Eliminations	-5,000	-200	
Total	153,000	-3,300	

FY2021 reclassified		FY2022		Change	
Net sales	O. P.	Net sales	O. P.	Net sales	O. P.
48,948	3,206	56,701	2,072	7,753	-1,134
93,332	-223	104,058	-6,566	10,726	-6,343
-4,825	-10	-7,116	-170	-2,291	-160
137,455	2,973	153,643	-4,664	16,187	-7,637

FY2023 FC		
Net sales	O. P.	
66,400	2,500	
108,600	0	
-6,000	0	
169,000	2,500	

5-2. Financial results by segment ② мостиво



Precision Instruments	FY2022 FC		
Precision mistruments	Net sales	O. P.	
Precision parts	16,000	200	
Molding products	40,000	1,100	
Eliminations	-3,000	-800	
Total	53,000	500	

FY2021 reclassified		FY2022		Change	
Net sales	O. P.	Net sales	O. P.	Net sales	O. P.
12,446	223	16,259	158	3,813	-65
39,092	1,257	41,871	1,465	2,779	208
-4,161	-814	-4,475	-847	-314	-33
47,377	666	53,655	776	6,277	109

FY2023 FC	
Net sales	O. P.
20,200	800
40,200	1,400
-4,400	0
56,000	2,200

Chemicals	FY2022 FC		
Chemicais	Net sales	O. P.	
Environment and energy related products (%)	10,300	1,600	
Others	2,000	600	
Eliminations	-300	0	
Total	12,000	2,200	

FY2021 reclassified		FY2022		Change	
Net sales	O. P.	Net sales	O. P.	Net sales	O. P.
9,668	1,723	10,838	1,666	1,170	-57
1,730	358	2,138	515	408	157
-249	-2	-304	-1	-55	1
11,149	2,079	12,673	2,181	1,523	101

FY2023 FC	
Net sales	O. P.
11,900	2,000
2,400	600
-300	0
14,000	2,600

※FC bipolar pla	ates, Carbodilite,	Insulator
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Textiles	FY2022 FC		
Textiles	Net sales	O. P.	
Total	37,000	0	
	FY20	22 FC	

FY2021 reclassified		FY2022		Change	
Net sales	O. P.	Net sales	O. P.	Net sales	O. P.
32,998	-1,045	38,333	99	5,335	1,145

FY2023 FC		
Net sales	O. P.	
39,000	900	

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Real Estate	FY2022 FC		
Real Estate	Net sales	O. P.	
Total	11,000	8,600	
Other businesses,	FY2022 FC		
Corporate costs	Net sales	O. P.	
Total	9,000	-5,500	
Segment Total	FY2022 FC		
	Net sales	O. P.	

510,000

16,000

483,853

20,557

Total

FY2021 re	eclassified	FY2022		Change	
Net sales	O. P.	Net sales	O. P.	Net sales	O. P.
15,570	9,388	11,178	8,719	-4,392	-668
FY2021 re	eclassified	FY2022		Change	
Net sales	O. P.	Net sales	O. P.	Net sales	O. P.
9,411	-5,013	10,879	-5,446	1,467	-433
FY2021 re	eclassified	d FY2022		Change	
Net sales	O. P.	Net sales	O. P.	Net sales	O. P.

15,435

32,232

-5,122

516,085

FY2023 FC				
Net sales	O. P.			
10,500	7,000			
FY2023 FC				
Net sales	O. P.			
9,500	-5,800			
FY2023 FC				
Net sales	O. P.			
557,000	24,000			



NISH: Nisshinbo Holdings Inc.

Consolidated subsidiaries of NISH.

JRC: Japan Radio Co., Ltd.

NISD: Nisshinbo Micro Devices Inc.

NISB: Nisshinbo Brake Inc.

NISM: Nisshinbo Mechatronics Inc.

NISC: Nisshinbo Chemical Inc.

NIST: Nisshinbo Textile Inc.

(NJR: New Japan Radio Co., Ltd.)

(REDC: Ricoh Electronic Devices Co., Ltd.)

This document contains forecasts of performance and other projections based on information currently available and certain assumptions judged by Nisshinbo to be reasonable. Actual performance may materially differ from these projections as a result of changes in the economic environment and other risks and uncertainties.