

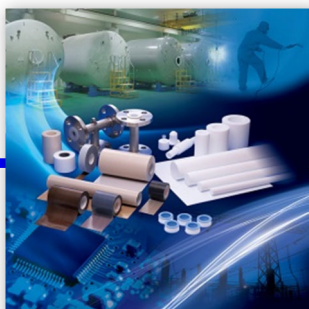


Since  
1927

FY2022.3

2027

January 27, 2022



(Ticker code:7995)

# VALQUA, LTD.

## — Summary of Results —

The Third Quarter of the Fiscal Year Ending March 31, 2022



### *Hard & Seal Engineering Service*

Tech & Electronics  
General Machinery

Transportation System  
Chemical & Energy Plant

- The fluctuation rates (%) in this material are calculated using the unit of Yen, to the extent possible, so they may differ from values calculated using the unit of Millions of yen.
- The unit of values in this material is Millions of yen unless otherwise specified.



# Consolidated Results

# 1-3Q FY2022.3

Consolidated Results (YoY)			
	1-3Q FY2020.3	1-3Q FY2021.3	1-3Q FY2022.3 (YoY)
Net Sales	36,561	32,748	38,689 (+18.1%)
Gross Profit	13,778	12,800	15,370 (+20.1%)
Operating Profit	3,352	2,245	4,637 (+106.5%)
Profit Attributable to Owners of Parent	2,393	2,190	3,299 (+50.6%)
Gross Profit Margin	37.7%	39.1%	39.7%
Operating Profit Margin	9.2%	6.9%	12.0%
Earnings per Share	136.06 yen	124.25 yen	186.72 yen

Consolidated Results (Quarterly)				
3Q FY2021.3	4Q FY2021.3	1Q FY2022.3	2Q FY2022.3	3Q FY2022.3
11,117	11,968	12,151	12,588	13,949
4,176	4,716	4,745	5,055	5,568
559	1,230	1,157	1,538	1,940
387	900	732	1,184	1,382
37.6%	39.4%	39.1%	40.2%	39.9%
5.0%	10.3%	9.5%	12.2%	13.9%



## Balance Sheet Summary/Cash Flows Summary

1-3Q  
FY2022.3

### Balance Sheet Summary

	End of FY2020.3	End of FY2021.3	End of 1-3Q FY2022.3
Assets	48,128	52,691	58,130
Equity	33,334	35,647	38,015
Cash and Deposits	6,644	8,099	7,387
Interest- Bearing Debt	3,071	4,153	4,997
Net Interest- Bearing Debt	-3,572	-3,946	-2,390
Equity Ratio	69.3%	67.7%	65.4%
Debt Equity Ratio	0.09	0.12	0.13

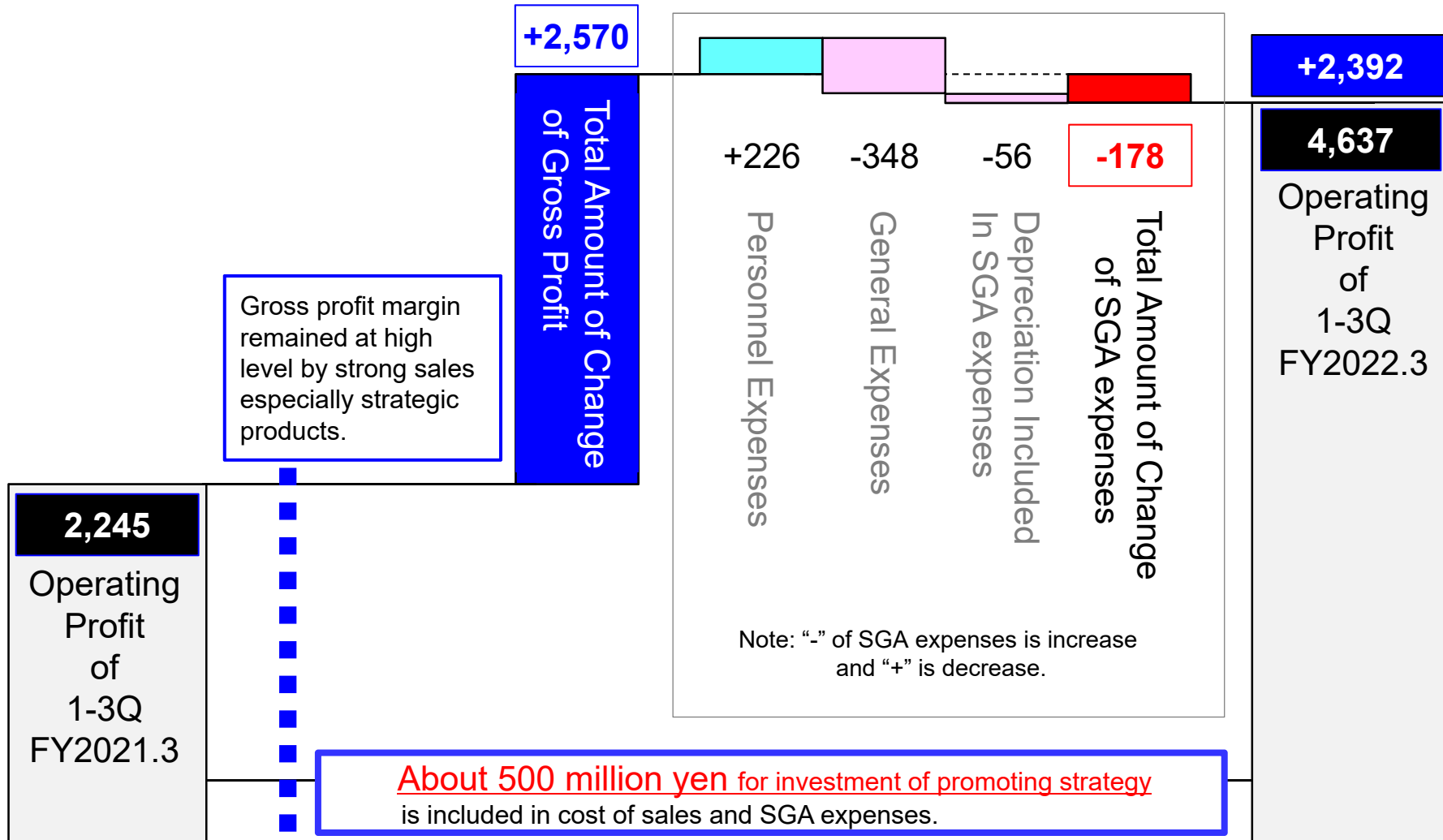
### Cash Flows Summary

	1-3Q FY2020.3	1-3Q FY2021.3	1-3Q FY2022.3
Operating CF	2,666	2,286	3,181
Investment CF	-2,246	-1,300	-2,945
Free CF	420	985	235



# Analysis of Change Factor of Operating Profit

1-3Q  
FY2022.3



Details of Changes in Net Sales	By Market	Tech Market +3.8 billion yen, Machinery Market +1.4 billion yen, Plant Market +0.7 billion yen
	By Region	Japan +2.9 billion yen, Overseas +3.0 billion yen



## Sales by Industrial Market/Sales by Region

1-3Q  
FY2022.3

Sales by Industrial Market			
	1-3Q FY2020.3	1-3Q FY2021.3	1-3Q FY2022.3 (YoY)
Tech Market	11.2 BY	12.2 BY	16.0 BY (+31.1%)
Machinery Market	12.7 BY	10.7 BY	12.1 BY (+13.1%)
Plant Market	11.6 BY	9.6 BY	10.3 BY (+7.3%)

(BY=Billions of yen)

- Tech Market : Semiconductor Processing Equipment, Semiconductor Device Maker/Foundries
- Machinery Market : Auto, Mother Machine, Factory Machine, Construction Machine, Heavy Electrical Machine, Vessel, Aircraft
- Plant Market : Petroleum Refining & Chemical, Steel Manufacturing, Electric Power, Plant Construction

(Remarks)

In addition to the above three industrial markets, there are fractions and "Other Market."

Sales by Region			
	1-3Q FY2020.3	1-3Q FY2021.3	1-3Q FY2022.3 (YoY)
Japan	25,803	22,512	25,460 (+13.1%)
Sales Ratio	70.6%	68.7%	65.8%
Oversea	10,758	10,236	13,228 (+29.2%)
Sales Ratio	29.4%	31.3%	34.2%
Asia	7,465	6,592	9,492 (+44.0%)
North America	3,187	3,524	3,619 (+2.7%)
Other Area	104	120	117 (-2.3%)



# Results by Segment Seal Products Business

## 1-3Q FY2022.3

Result by Segment	1-3Q FY2020.3	1-3Q FY2021.3	1-3Q FY2022.3 (YoY)
Net Sales	24,105	23,125	25,695 (+11.1%)
Segment Profit	2,555	2,940	3,828 (+30.2%)
Profit Ratio	10.6%	12.7%	14.9%

Quarterly	3Q FY2021.3	4Q FY2021.3	1Q FY2022.3	2Q FY2022.3	3Q FY2022.3
Net Sales	7,726	8,224	8,488	8,405	8,801
Segment Profit	845	1,220	1,027	1,277	1,522

Orders Received	7,429	8,518	8,774	9,084	9,288
Term-end Order Backlog	3,390	3,684	3,970	4,649	5,136

	1-3Q FY2020.3	1-3Q FY2021.3	1-3Q FY2022.3 (YoY)
<b>Sales by Industrial Market</b>			
Tech Market	6.55 BY	7.65 BY	8.80 BY (+15.0%)
Machinery Market	10.00 BY	8.65 BY	10.05 BY (+16.2%)
Plant Market	7.45 BY	6.80 BY	6.75 BY (-0.7%)

(BY=Billions of yen)

<b>Sales by Region</b>			
Japan	18,163	16,675	18,237 (+9.4%)
Oversea	5,942	6,449	7,457 (+15.6%)
Sales Ratio	24.7%	27.9%	29.0%



# Results by Segment High Performance Plastics Products Business

## 1-3Q FY2022.3

Result by Segment	1-3Q FY2020.3	1-3Q FY2021.3	1-3Q FY2022.3 (YoY)
Net Sales	10,058	7,678	10,986 (+43.1%)
Segment Profit	520	-630	935 (-->+)
Profit Ratio	5.2%	-8.2%	8.5%

Quarterly	3Q FY2021.3	4Q FY2021.3	1Q FY2022.3	2Q FY2022.3	3Q FY2022.3
Net Sales	2,742	3,063	2,994	3,510	4,481
Segment Profit	-290	41	171	311	452

Orders Received	2,970	3,870	5,015	3,198	4,515
Term-end Order Backlog	2,990	3,797	5,818	5,506	5,539

	1-3Q FY2020.3	1-3Q FY2021.3	1-3Q FY2022.3 (YoY)
<b>Sales by Industrial Market</b>			
Tech Market	3.25 BY	2.80 BY	5.35 BY (+91.1%)
Machinery Market	2.70 BY	2.05 BY	2.05 BY (-)
Plant Market	4.05 BY	2.80 BY	3.50 BY (+25.0%)

(BY=Billions of yen)

<b>Sales by Region</b>			
Japan	6,448	4,808	6,150 (+27.9%)
Oversea	3,609	2,869	4,835 (+68.5%)
Sales Ratio	35.9%	37.4%	44.0%



# Results by Segment Silicon Wafer Reclaim and Other Businesses

## 1-3Q FY2022.3

Result by Segment	1-3Q FY2020.3	1-3Q FY2021.3	1-3Q FY2022.3 (YoY)
Net Sales	2,397	1,945	2,007 (+3.2%)
Segment Profit	276	-64	-126 (- → -)
Profit Ratio	11.5%	-3.3%	-6.3%

	1-3Q FY2020.3	1-3Q FY2021.3	1-3Q FY2022.3 (YoY)
<b>Sales by Industrial Market</b>			
Tech Market	2.05 BY	1.70 BY	1.80 BY (+5.9%)
Other Market	0.30 BY	0.20 BY	0.20 BY (-)

(BY=Billions of yen)

Quarterly	3Q FY2021.3	4Q FY2021.3	1Q FY2022.3	2Q FY2022.3	3Q FY2022.3
Net Sales	649	680	668	672	666
Segment Profit	5	-32	-41	-50	-34

Orders Received	692	624	716	779	672
Term-end Order Backlog	239	183	231	339	346

<b>Sales by Region</b>			
Japan	1,191	1,027	1,071 (+4.3%)
Oversea	1,205	917	935 (+2.0%)
Sales Ratio	50.3%	47.1%	46.6%





# Full-Year Earnings Forecast Revised Upward on Basis of 1-3Q Earnings Level and Business Environment Outlook.

	Previous Forecast		Revised Forecast	
	FY2021.3	FY2022.3 (YoY)	FY2022.3 (YoY)	
Net Sales	44,717	51,800 (+15.8%)	52,500 (+17.4%)	
Operating Profit	3,475	5,500 (+58.3%)	6,000 (+72.7%)	
Net Profit	3,090	3,700 (+19.7%)	4,100 (+32.7%)	
Operating Profit Margin	7.8%	10.6%	11.4%	
ROE	9.0%	10.1%	11.1%	

(Millions of yen)

**One year ahead of schedule**  
**Operating profit and net profit are expected to exceed the NF2022 target.**

**VALQUA will start new business plan from the next fiscal year.**

\* Previous forecasts were released on October 26, 2021.



# Details of Revised Forecast

# 1-3Q FY2022.3

## Sales by Industrial Market

	FY2021.3	<Previous> FY2022.3 (YoY)		<Revised> FY2022.3 (YoY)
Tech Market	16.5 BY	21.1 BY (+27.9%)	▶	21.8 BY (+32.1%)
Machinery Market	14.6 BY	16.4 BY (+12.3%)	▶	16.4 BY (+12.3%)
Plant Market	13.3 BY	14.1 BY (+6.0%)	▶	14.1 BY (+6.0%)

(Remarks)

The combination of fields that don't fall under the above is "Other Market."

## Sales by Region

Japan	30,483	34,100 (+11.9%)	▶	34,300 (+12.5%)
Sales Ratio	68.2%	65.8%	▶	65.3%
Oversea	14,233	17,700 (+24.4%)	▶	18,200 (+27.9%)
Sales Ratio	31.8%	34.2%	▶	34.7%

## Sales & Profit by Segment

	FY2021.3	<Previous> FY2022.3 (YoY)		<Revised> FY2022.3 (YoY)
Seal Products Business	Net Sales	31,349 (+11.3%)		35,000 (+11.6%)
	Segment Profit	4,160 (+8.2%)	▶	4,900 (+17.8%)
	Profit Ratio	13.3%		14.0%
High Performance Plastics Products Business	Net Sales	10,742 (+27.5%)		14,800 (+37.8%)
	Segment Profit	-588 (- → +)	▶	1,300 (- → +)
	Profit Ratio	-5.5%		8.8%
SWR & Other Businesses	Net Sales	2,625 (+21.9%)		2,700 (+2.9%)
	Segment Profit	-96 (- → +)	▶	-200 (- → -)
	Profit Ratio	-3.7%		-7.4%