

November 7, 2023

Consolidated Financial Results for the Nine Months Ended September 30, 2023 [Japanese GAAP]

| | |
|---|---|
| Listed company name: | Toyo Tanso Co., Ltd. |
| Stock exchange listing: | Tokyo Stock Exchange |
| Stock code: | 5310 |
| Website: | https://www.toyotanso.co.jp |
| Representative: | Naotaka Kondo Representative Director, Chairman & President, CEO |
| Contact: | Masaki Kuno, General Manager, Finance and Accounting Department |
| TEL: | 81-6-6472-5811 (from overseas) |
| Scheduled date for submission of quarterly report: | November 8, 2023 |
| Scheduled date for dividend payment: | - |
| Supplementary materials for quarterly financial summaries: | None |
| Quarterly financial results briefing: | None |

1. Consolidated financial results for the nine months ended September 30, 2023

(From January 1, 2023 to September 30, 2023)

(1) Operating results (cumulative total)

(Millions of yen, rounded down)

(Percentages indicate changes from the same period in the previous fiscal year.)

| | Net sales | | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | |
|---|-----------|------|------------------|------|-----------------|------|---|------|
| | | % | | % | | % | | % |
| Nine months ended September 30, 2023 | 36,001 | 12.4 | 6,690 | 34.7 | 7,700 | 29.8 | 5,810 | 39.9 |
| Nine months ended September 30, 2022 | 32,028 | 16.7 | 4,965 | 19.7 | 5,932 | 28.3 | 4,152 | 31.1 |

(Note) Comprehensive income:

| | |
|--------------------------------------|---------------------------|
| Nine months ended September 30, 2023 | 7,638 million yen (15.3%) |
| Nine months ended September 30, 2022 | 6,626 million yen (43.0%) |

| | Basic earnings per share | | Diluted earnings per share | |
|---|--------------------------|--------|----------------------------|-----|
| | | yen | | yen |
| Nine months ended September 30, 2023 | | 277.05 | | - |
| Nine months ended September 30, 2022 | | 198.02 | | - |

(2) Financial position

(Millions of yen, rounded down)

| | Total assets | | Net assets | | Equity ratio | |
|-----------------------------------|--------------|--------------------|------------|--------|--------------|------|
| | | | | | | % |
| As of September 30, 2023 | | 95,330 | | 83,367 | | 87.4 |
| As of December 31, 2022 | | 89,432 | | 77,200 | | 86.3 |
| (Reference) Shareholders' equity: | | | | | | |
| September 30, 2023 | | 83,313 million yen | | | | |
| December 31, 2022 | | 77,147 million yen | | | | |

2. Dividends

| | Dividends per share (yen) | | | | |
|--|---------------------------|--------------------|-------------------|----------|-------------------|
| | First quarter-end | Second quarter-end | Third quarter-end | Year-end | Total (Full year) |
| Year ended December 31, 2022 | – | 0.00 | – | 70.00 | 70.00 |
| Year ending December 31, 2023 (Actual) | – | 0.00 | – | | |
| Year ending December 31, 2023 (Forecast) | | | | 90.00 | 90.00 |

(Note) Revisions of projected dividends most recently announced: None

3. Consolidated results forecast for the fiscal year ending December 31, 2023

(From January 1, 2023 to December 31, 2023)

(Millions of yen, rounded down)
(Percentages indicate year-on-year changes.)

| | Net sales | | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | | Profit attributable to owners of parent per share | |
|--------------------------------------|-----------|------|------------------|------|-----------------|------|---|------|---|--------|
| | | % | | % | | % | | % | | yen |
| Fiscal year ending December 31, 2023 | 48,500 | 10.8 | 8,500 | 27.5 | 9,300 | 26.2 | 7,000 | 35.1 | | 333.77 |

(Note) Revisions of consolidated forecasts most recently announced: None

*** Others**

(1) Changes in significant subsidiaries during the period under review

(Changes in specified subsidiaries accompanying changes in scope of consolidation): None

New subsidiaries: ___ (name of company(ies))

Excluded subsidiaries: ___ (name of company(ies))

(2) Adoption of specific accounting methods for the preparation of quarterly consolidated financial statements: Yes

(Note) For details, please refer to “Adoption of specific accounting methods for the preparation of quarterly consolidated financial statements” on page 8 of the Attached Documents.

(3) Changes in accounting policies and accounting estimates and restatements

1) Changes in accounting policies due to revisions of accounting standards, etc.: None

2) Changes in accounting policies other than 1): None

3) Changes in accounting estimates: None

4) Restatements: None

(4) Number of shares outstanding (common shares)

1) Number of shares outstanding and issued at the end of period (including treasury shares)

As of September 30, 2023 20,992,588 shares

As of December 31, 2022 20,992,588 shares

2) Number of treasury shares at the end of period

As of September 30, 2023 20,128 shares

As of December 31, 2022 20,078 shares

3) Average number of shares during the period (quarterly cumulative total)

Nine months ended September 30, 2023 20,972,480 shares

Nine months ended September 30, 2022 20,972,534 shares

*** This summary report is not subject to quarterly review by a certified public accountant or an audit corporation.**

*** Disclaimer regarding appropriate use of forecasts and related points of note**

(We urge you to be cautious in relying on forward-looking statements.)

Forward-looking statements such as the earnings forecasts in this material are based on currently available information and certain assumptions deemed rational, and are not intended as a guarantee that these forecasts will be achieved. Accordingly, actual results may differ significantly from these forecasts due to various factors. For more information on the preconditions of the forecasts and on precautionary notes concerning the usage of these forecasts, please refer to “Explanation of Information Regarding Consolidated Earnings Forecasts and Other Projections” on page 3 of the Attached Documents.

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1. Qualitative Information Regarding Consolidated Results for the Nine Months under Review

(1) Explanation Regarding Business Results

During the first three quarters of the consolidated fiscal year under review, signs of a recovery were visible in the global economy although some regions were showing weakness. However, the outlook remained uncertain amid factors such as monetary tightening causing concern over an economic slowdown in Europe and the United States, in addition to resource prices staying at high levels.

Looking at the business environment surrounding the Group, in electronics applications, demand for products for silicon semiconductor applications, which had been strong during the first half of the fiscal year, began to show indications of a slowdown from the third quarter due to the effect of production adjustments in the semiconductor industry. However, demand remained high for SiC semiconductor applications. Demand was also solid in mobility applications, against the backdrop of a recovery in operations in the automobile industry, and in general industries, against the backdrop of customers' steady capital investment.

In this environment, to achieve the management targets of the Medium-term Management Plan, the Group advanced business development that agilely captured changes in the external environment. While improving cost competitiveness through productivity enhancements, undertaking development and reinforcement of new and high value-added products that are able to keep pace with technological innovations, and while otherwise solidly addressing customer needs, we advanced business in a way that steadily captured business opportunities. In addition, we advanced initiatives aimed at securing and maintaining profitability in order to mitigate the effects of soaring raw fuel prices.

As a result, in the first three quarters of the consolidated fiscal year under review, net sales were 36,001 million yen (up 12.4% year on year). This reflected the impact of the yen depreciation combined with firm demand for products for semiconductor and metallurgical applications, despite declining demand for carbon brush products. In terms of profits, we succeeded in raising marginal profit through such measures as price pass-ons and sales mix differences, which resulted in operating profit of 6,690 million yen (up 34.7% year on year), ordinary profit of 7,700 million yen (up 29.8% year on year), and profit attributable to owners of parent of 5,810 million yen (up 39.9% year on year).

The overall performance of each business segment was as follows. (Please refer to "3. Supplementary Information" for an overview of each product category.)

Japan

Sales of products for semiconductor applications increased considerably year on year, supported by strong demand. Reflecting solid sales of carbon products for mechanical applications, products for industrial furnace applications, and those for metallurgical applications including products for continuous casting, net sales in Japan were 18,571 million yen (up 12.9% year on year). Operating profit was 5,992 million yen (up 26.4% year on year).

United States

In addition to strong sales of products for semiconductor applications, sales of metallurgical application products mainly for industrial furnaces and EDM electrodes were solid. As a result, in the United States, net sales were 3,100 million yen (up 24.6% year on year). Operating profit was 114 million yen (up 19.8% year on year).

Europe

Although sales of carbon brush products declined year on year, products for metallurgical applications, our mainstay products, saw strong performance, along with a significant increase in sales of products for semiconductor applications. As a result, in Europe, net sales were 3,678 million yen (up 30.7% year on year), and operating profit was 136 million yen (up 22.1% year on year).

Asia

Sales of carbon brush products declined significantly, due partly to customers' production adjustment, but sales of products for metallurgical applications increased substantially year on year and demand for products for semiconductor applications was firm. As a result, net sales were 10,650 million yen (up 3.6% year on year). Operating profit, which was impacted by lower marginal profit due to the decline in sales of carbon brush products, as well as declining demand in some regions, came to 559 million yen (down 33.1% year on year).

(2) Explanation Regarding Financial Position

As of September 30, 2023, total assets increased by 5,897 million yen from the end of the previous consolidated fiscal year. This was primarily because, although notes and accounts receivable – trade decreased by 398 million yen, inventories increased by 3,022 million yen, property, plant and equipment increased by 1,987 million yen, and investments and other assets increased by 691 million yen.

Total liabilities decreased by 268 million yen from the end of the previous consolidated fiscal year. This was primarily because, although accounts payable – other increased by 341 million yen and provision for bonuses increased by 638 million yen, notes and accounts payable – trade decreased by 161 million yen, electronically recorded obligations – operating decreased by 114 million yen, short-term borrowings decreased by 285 million yen, income taxes payable decreased by 604 million yen, and provision for bonuses for directors (and other officers) decreased by 113 million yen.

Total net assets increased by 6,166 million yen from the end of the previous consolidated fiscal year. This was primarily because retained earnings increased by 4,342 million yen and foreign currency translation adjustment increased by 1,652 million yen.

(3) Explanation of Information Regarding Consolidated Earnings Forecasts and Other Projections

Consolidated forecasts for the year ending December 31, 2023 are unchanged from the figures announced on August 9, 2023.

2. Quarterly Consolidated Financial Statements and Important Notes

(1) Quarterly consolidated balance sheets

(Millions of yen, rounded down)

| | As of December 31, 2022 | As of September 30, 2023 |
|--|-------------------------|--------------------------|
| | Amount | Amount |
| Assets | | |
| Current assets | | |
| Cash and deposits | 15,437 | 15,498 |
| Notes and accounts receivable – trade | 16,606 | 16,207 |
| Securities | 2,999 | 2,999 |
| Merchandise and finished goods | 8,121 | 9,774 |
| Work in process | 7,127 | 7,878 |
| Raw materials and supplies | 3,167 | 3,785 |
| Other | 502 | 865 |
| Allowance for doubtful accounts | (101) | (51) |
| Total current assets | 53,861 | 56,959 |
| Non-current assets | | |
| Property, plant and equipment | | |
| Buildings and structures, net | 11,022 | 10,864 |
| Machinery, equipment and vehicles, net | 9,993 | 10,996 |
| Land | 5,931 | 6,109 |
| Leased assets, net | 1,167 | 1,201 |
| Construction in progress | 1,773 | 2,775 |
| Other, net | 1,248 | 1,178 |
| Total property, plant and equipment | 31,138 | 33,125 |
| Intangible assets | 289 | 410 |
| Investments and other assets | 4,143 | 4,834 |
| Total non-current assets | 35,571 | 38,371 |
| Total assets | 89,432 | 95,330 |

(Millions of yen, rounded down)

| | As of December 31, 2022 | As of September 30, 2023 |
|--|-------------------------|--------------------------|
| | Amount | Amount |
| Liabilities | | |
| Current liabilities | | |
| Notes and accounts payable – trade | 2,328 | 2,167 |
| Electronically recorded obligations – operating | 1,004 | 890 |
| Short-term borrowings | 285 | 0 |
| Accounts payable – other | 1,890 | 2,232 |
| Income taxes payable | 1,734 | 1,129 |
| Provision for bonuses | 772 | 1,410 |
| Provision for bonuses for directors (and other officers) | 113 | – |
| Other | 3,018 | 3,101 |
| Total current liabilities | 11,147 | 10,931 |
| Non-current liabilities | | |
| Retirement benefit liability | 147 | 169 |
| Asset retirement obligations | 272 | 277 |
| Other | 664 | 584 |
| Total non-current liabilities | 1,084 | 1,031 |
| Total liabilities | 12,231 | 11,963 |
| Net assets | | |
| Shareholders' equity | | |
| Share capital | 7,947 | 7,947 |
| Capital surplus | 9,609 | 9,609 |
| Retained earnings | 55,672 | 60,014 |
| Treasury shares | (60) | (60) |
| Total shareholders' equity | 73,168 | 77,510 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | 117 | 225 |
| Foreign currency translation adjustment | 3,944 | 5,597 |
| Remeasurements of defined benefit plans | (83) | (20) |
| Total accumulated other comprehensive income | 3,978 | 5,802 |
| Non-controlling interests | 53 | 53 |
| Total net assets | 77,200 | 83,367 |
| Total liabilities and net assets | 89,432 | 95,330 |

(2) Quarterly consolidated statement of income and quarterly consolidated statement of comprehensive income

(Quarterly consolidated statements of income)

Nine months ended September 30, 2022 and 2023

| | (Millions of yen, rounded down) | |
|---|---|---|
| | Nine months ended September 30, 2022 | Nine months ended September 30, 2023 |
| | Amount | Amount |
| Net sales | 32,028 | 36,001 |
| Cost of sales | 21,604 | 23,261 |
| Gross profit | 10,423 | 12,739 |
| Selling, general and administrative expenses | 5,458 | 6,049 |
| Operating profit | 4,965 | 6,690 |
| Non-operating income | | |
| Interest income | 68 | 66 |
| Dividend income | 60 | 62 |
| Foreign exchange gains | 681 | 676 |
| Share of profit of entities accounted for using equity method | 86 | 156 |
| Other | 125 | 87 |
| Total non-operating income | 1,022 | 1,048 |
| Non-operating expenses | | |
| Interest expenses | 27 | 18 |
| Depreciation | 12 | 12 |
| Contracted research expenses | 9 | – |
| Other | 6 | 7 |
| Total non-operating expenses | 56 | 38 |
| Ordinary profit | 5,932 | 7,700 |
| Extraordinary income | | |
| Gain on sales of non-current assets | 5 | 81 |
| Gain on sale of investment securities | 1 | – |
| Subsidy income | 21 | 377 |
| Total extraordinary income | 28 | 458 |
| Extraordinary losses | | |
| Loss on sales of non-current assets | 1 | 0 |
| Loss on retirement of non-current assets | 87 | 176 |
| Loss on suspension of operations | 86* | – |
| Total extraordinary losses | 175 | 176 |
| Profit before income taxes | 5,784 | 7,983 |
| Income taxes | 1,628 | 2,172 |
| Profit | 4,156 | 5,810 |
| Profit attributable to non-controlling interests | 3 | 0 |
| Profit attributable to owners of parent | 4,152 | 5,810 |

(Quarterly consolidated statement of comprehensive income)

Nine months ended September 30, 2022 and 2023

(Millions of yen, rounded down)

| | Nine months ended September 30, 2022 Amount | Nine months ended September 30, 2023 Amount |
|--|---|---|
| Profit | 4,156 | 5,810 |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | (61) | 108 |
| Foreign currency translation adjustment | 2,385 | 1,569 |
| Remeasurements of defined benefit plans, net of tax | 24 | 62 |
| Share of other comprehensive income of entities accounted for using equity method | 121 | 87 |
| Total other comprehensive income | 2,470 | 1,827 |
| Comprehensive income | 6,626 | 7,638 |
| Comprehensive income attributable to: | | |
| Owners of parent | 6,617 | 7,634 |
| Non-controlling interests | 8 | 4 |

(3) Notes on quarterly consolidated financial statements

(Notes regarding the premise of a going concern)

Not applicable.

(Notes if the amount of shareholders' equity has changed significantly)

Not applicable.

(Adoption of specific accounting methods for the preparation of quarterly consolidated financial statements)

(Tax expense calculations)

Tax expenses are calculated by multiplying profit before income taxes by an effective tax rate, which is reasonably estimated by applying tax effect accounting to estimated profit before income taxes for the fiscal year, including the third quarter of the consolidated fiscal year under review.

(Consolidated statement of income)

* Losses due to suspension of operations

Nine months ended September 30, 2022 (from January 1, 2022 to September 30, 2022)

At Shanghai Toyo Tanso Co., Ltd. and Shanghai Toyo Tanso Industrial Co., Ltd., in accordance with local government demands related to curbing the spread of the COVID-19 contagion, personnel expenses and depreciation for the period during which operations were suspended at some production bases were recorded as extraordinary losses.

Nine months under review (from January 1, 2023 to September 30, 2023)

Not applicable.

(Segment information)

I. Nine months ended September 30, 2022 (From January 1, 2022 to September 30, 2022)

1. Information on net sales and the amount of profits (losses) by reportable segment

(Millions of yen, rounded down)

| | Reportable segments | | | | | Adjusted amount (Note) 1 | Amount recorded in the consolidated quarterly income statement (Note) 2 |
|---------------------------------------|---------------------|---------------|--------|--------|--------|-----------------------------|---|
| | Japan | United States | Europe | Asia | Total | | |
| Net sales | | | | | | | |
| Goods transferred at a point in time | 16,450 | 2,487 | 2,813 | 10,276 | 32,028 | — | 32,028 |
| Goods transferred over time | — | — | — | — | — | — | — |
| Revenue from contracts with customers | 16,450 | 2,487 | 2,813 | 10,276 | 32,028 | — | 32,028 |
| Sales to unaffiliated customers | 16,450 | 2,487 | 2,813 | 10,276 | 32,028 | — | 32,028 |
| Intersegment sales or transfers | 5,956 | 28 | — | 104 | 6,090 | (6,090) | — |
| Total | 22,406 | 2,516 | 2,813 | 10,381 | 38,118 | (6,090) | 32,028 |
| Segment profit | 4,739 | 95 | 111 | 836 | 5,782 | (816) | 4,965 |

(Notes) 1. Adjusted segment profit mainly takes into account the elimination of intersegment transactions and unrealized income.

2. Segment profit has been adjusted to reflect the operating profit recorded in the consolidated quarterly statement of income.

2. Regional information

(Millions of yen, rounded down)

| | Japan | North America | Europe | Asia | | Rest of world | Total |
|-----------------|--------|---------------|--------|------------------------|------------|---------------|--------|
| | | | | Asia (including China) | China only | | |
| Net sales | 13,234 | 2,645 | 2,917 | 13,056 | 9,627 | 173 | 32,028 |
| Composition (%) | 41.3 | 8.3 | 9.1 | 40.8 | 30.1 | 0.5 | 100.0 |

(Notes) 1. Sales are based on the locations of our customers, and are categorized into the relevant country or region segment according to geographical proximity.

2. The major countries or regions included in each geographic segment (except Japan) are listed below.

(1) North America: United States

(2) Europe: France, Germany, Italy

(3) Asia: China, Taiwan, South Korea

II. Nine months ended September 30, 2023 (From January 1, 2023 to September 30, 2023)

1. Information on net sales and the amount of profits (losses) by reportable segment and disaggregated information on revenue from contracts with customers

(Millions of yen, rounded down)

| | Reportable segments | | | | | Adjusted amount (Note) 1 | Amount recorded in the consolidated quarterly income statement (Note) 2 |
|---------------------------------------|---------------------|---------------|--------|--------|--------|-----------------------------|---|
| | Japan | United States | Europe | Asia | Total | | |
| Net sales | | | | | | | |
| Goods transferred at a point in time | 18,571 | 3,100 | 3,678 | 10,650 | 36,001 | — | 36,001 |
| Goods transferred over time | — | — | — | — | — | — | — |
| Revenue from contracts with customers | 18,571 | 3,100 | 3,678 | 10,650 | 36,001 | — | 36,001 |
| Sales to unaffiliated customers | 18,571 | 3,100 | 3,678 | 10,650 | 36,001 | — | 36,001 |
| Intersegment sales or transfers | 6,845 | 56 | — | 147 | 7,049 | (7,049) | — |
| Total | 25,416 | 3,157 | 3,678 | 10,797 | 43,050 | (7,049) | 36,001 |
| Segment profit | 5,992 | 114 | 136 | 559 | 6,802 | (111) | 6,690 |

(Notes) 1. Adjusted segment profit mainly takes into account the elimination of intersegment transactions and unrealized income.

2. Segment profit has been adjusted to reflect the operating profit recorded in the consolidated quarterly statement of income.

2. Regional information

(Millions of yen, rounded down)

| | Japan | North America | Europe | Asia | | Rest of world | Total |
|-----------------|--------|---------------|--------|------------------------|------------|---------------|--------|
| | | | | Asia (including China) | China only | | |
| Net sales | 15,652 | 3,213 | 3,976 | 13,013 | 9,909 | 145 | 36,001 |
| Composition (%) | 43.5 | 8.9 | 11.0 | 36.2 | 27.5 | 0.4 | 100.0 |

(Notes) 1. Sales are based on the locations of our customers, and are categorized into the relevant country or region segment according to geographical proximity.

2. The major countries or regions included in each geographic segment (except Japan) are listed below.

(1) North America: United States

(2) Europe: France, Germany, Italy

(3) Asia: China, Taiwan, South Korea

3. Supplementary Information

(1) Orders and sales by product category

i. Orders

(Millions of yen, rounded down)

| Products | Year ended December 31, 2022 | | | | | | Year ending December 31, 2023 | | | |
|---|------------------------------|--------|--------|--------|--------|-------------------|-------------------------------|--------|--------|--------|
| | 1Q | 2Q | 3Q | 1Q-3Q | 4Q | Fiscal year total | 1Q | 2Q | 3Q | 1Q-3Q |
| Special graphite products | 4,638 | 5,286 | 5,098 | 15,023 | 5,593 | 20,617 | 5,738 | 6,244 | 5,091 | 17,075 |
| Carbon products for general industries* ² (for mechanical applications) | 951 | 1,044 | 1,016 | 3,011 | 1,022 | 4,034 | 1,064 | 965 | 997 | 3,028 |
| Carbon products for general industries (for electrical applications) | 1,083 | 1,175 | 1,011 | 3,270 | 1,002 | 4,273 | 958 | 1,206 | 1,112 | 3,278 |
| Compound materials and other products | 3,034 | 3,092 | 3,852 | 9,979 | 3,752 | 13,732 | 3,393 | 3,848 | 3,834 | 11,076 |
| Total | 9,708 | 10,599 | 10,978 | 31,285 | 11,371 | 42,657 | 11,155 | 12,266 | 11,036 | 34,458 |

(Notes) 1. These orders were denominated in foreign currency prior to the previous quarter; discrepancies resulting from fluctuations in foreign exchange rates during the quarter under review are included in the figure for orders placed in this quarter.

*2. Data for general carbon products (carbon for mechanical applications) includes orders that have not been officially confirmed.

ii. Outstanding orders

(Millions of yen, rounded down)

| Products | Year ended December 31, 2022 | | | | Year ending December 31, 2023 | | |
|---|------------------------------|--------|--------|--------|-------------------------------|--------|--------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q |
| Special graphite products | 5,249 | 6,215 | 6,438 | 6,728 | 7,197 | 7,887 | 7,401 |
| Carbon products for general industries* ² (for mechanical applications) | 830 | 979 | 1,012 | 964 | 1,053 | 1,025 | 1,016 |
| Carbon products for general industries (for electrical applications) | 993 | 1,108 | 848 | 802 | 777 | 838 | 775 |
| Compound materials and other products | 4,854 | 5,255 | 5,940 | 5,995 | 6,949 | 7,260 | 7,908 |
| Total | 11,927 | 13,559 | 14,239 | 14,490 | 15,978 | 17,011 | 17,102 |

(Notes) 1. These orders were denominated in foreign currency prior to the previous quarter; discrepancies resulting from fluctuations in foreign exchange rates during the quarter under review are included in the figure for orders placed in this quarter.

*2. Data for general carbon products (carbon for mechanical applications) includes orders that have not been officially confirmed.

iii. Sales performance by product category

(Millions of yen, rounded down)

| Products | Year ended December 31, 2022 | | | | | | Year ending December 31, 2023 | | | |
|--|------------------------------|--------|--------|--------|--------|-------------------|-------------------------------|--------|--------|--------|
| | 1Q | 2Q | 3Q | 1Q-3Q | 4Q | Fiscal year total | 1Q | 2Q | 3Q | 1Q-3Q |
| Special graphite products | 4,340 | 4,801 | 5,309 | 14,452 | 5,778 | 20,230 | 5,648 | 6,048 | 6,133 | 17,830 |
| [Electronics applications] | 1,612 | 1,878 | 2,114 | 5,605 | 2,498 | 8,104 | 2,429 | 2,510 | 2,693 | 7,633 |
| [General industries applications] | 2,187 | 2,284 | 2,575 | 7,048 | 2,550 | 9,598 | 2,588 | 2,797 | 2,816 | 8,202 |
| [Others] | 540 | 638 | 618 | 1,798 | 729 | 2,527 | 630 | 740 | 623 | 1,994 |
| Carbon products for general industries (for mechanical applications) | 926 | 933 | 1,012 | 2,872 | 1,113 | 3,985 | 993 | 1,023 | 1,036 | 3,054 |
| Carbon products for general industries (for electrical applications) | 1,371 | 1,092 | 1,283 | 3,747 | 1,075 | 4,823 | 957 | 1,145 | 1,169 | 3,272 |
| Compound materials and other products | 2,656 | 2,770 | 3,228 | 8,654 | 3,110 | 11,765 | 3,137 | 3,608 | 3,263 | 10,008 |
| [3 major products] | 2,241 | 2,328 | 2,742 | 7,312 | 2,632 | 9,944 | 2,702 | 3,100 | 2,793 | 8,595 |
| [Other products] | 414 | 441 | 485 | 1,342 | 478 | 1,820 | 435 | 507 | 469 | 1,412 |
| Related goods | 611 | 789 | 901 | 2,301 | 667 | 2,969 | 567 | 581 | 685 | 1,835 |
| Total | 9,906 | 10,386 | 11,735 | 32,028 | 11,746 | 43,774 | 11,304 | 12,407 | 12,288 | 36,001 |

(2) Overview

Special graphite products

In electronics applications, sales of products for single-crystal silicon manufacturing and products for SiC semiconductors in the compound semiconductor applications, increased significantly, resulting in an increase of 36.2% year on year.

In general industries applications, sales of products for continuous casting, products for industrial furnaces, and other products for metallurgical application increased significantly, and EDM electrodes performed well, resulting in an increase of 16.4% year on year.

Due to these factors, sales of special graphite products overall were up 23.4% over the previous year.

Carbon products for general industries

In carbon products for mechanical applications, demand for our mainstay bearings, sealing rings, etc. remained solid, and sales increased by 6.3% year on year.

In carbon products for electrical applications, sales declined by 12.7% year on year as a result notably of a substantial decrease in demand for compact motors, which partly reflected customers' production adjustment.

Due to these factors, sales of carbon products for general industries overall fell 4.4% over the previous fiscal year.

Compound materials and other products

Sales of SiC (silicon carbide)-coated graphite products significantly increased year on year due to growth in sales of Si (silicon) and SiC (silicon carbide) semiconductors. Sales of C/C composite products increased year on year due to factors including increased demand for industrial furnace applications and semiconductor applications. Sales of graphite sheet products were little changed year on year, mainly due to solid sales of mainstay automobile applications, as well as semiconductor and metallurgical applications.

Due to these factors, sales of the three major products rose 17.5% over the previous year, and sales of compound materials and other products increased 15.6% over the previous year.