



ALTECH

FY11/20 Financial Report

February 16,2021

ALTECH CO.,LTD.

(Listed on TSE1 : 9972)



- **FY11/20 Financial Report**
- **FY11/21 Business Forecasts**
- **Mid-term Management Plan 2021-2025**

■ FY11/20 Financial Report

FY11/20 Financial Report

FY11/20 Financial Report Consolidated PL Summary

(Million yen)

	FY11/19 Results	FY20/11 Results	
	Amount	Amount	YoY
Net sales	14,562	12,945	\triangle 11.1%
Operating income	610	649	6.5%
Operating income ratio	4.2%	5.0%	
Ordinary income	587	700	19.1%
Net income	509	595	16.9%
EPS	¥30.11	¥37.56	

Net sales : Sales decreased due to the spread of COVID-19 infection, which restricted economic activities, caused delays in the inspection of large machinery, and reduced demand for capital investment.

Revenue side: Increased due to efforts to curb unnecessary and unnecessary expenditures and to improve productivity through automation and other measures.

FY11/20 Financial Report (Consolidated business results)

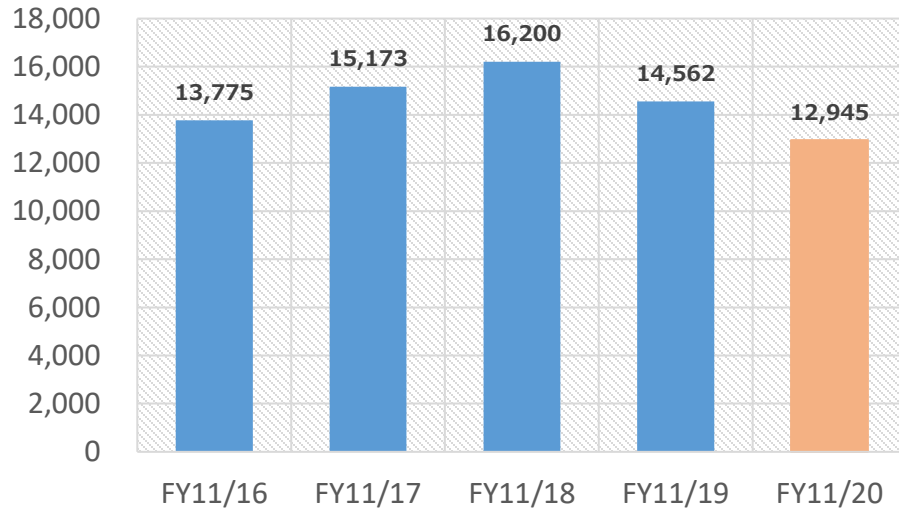
FY11/20 Consolidated business results (2016-2020)

(million yen)

	FY11/16 Results	FY11/17 Results	FY11/18 Results	FY11/19 Results	FY11/20 Results
Net sales	13,775	15,173	16,200	14,562	12,945
Operating income	366	634	700	610	649
Operating income ratio	2.7%	4.2%	4.3%	4.2%	5.0%

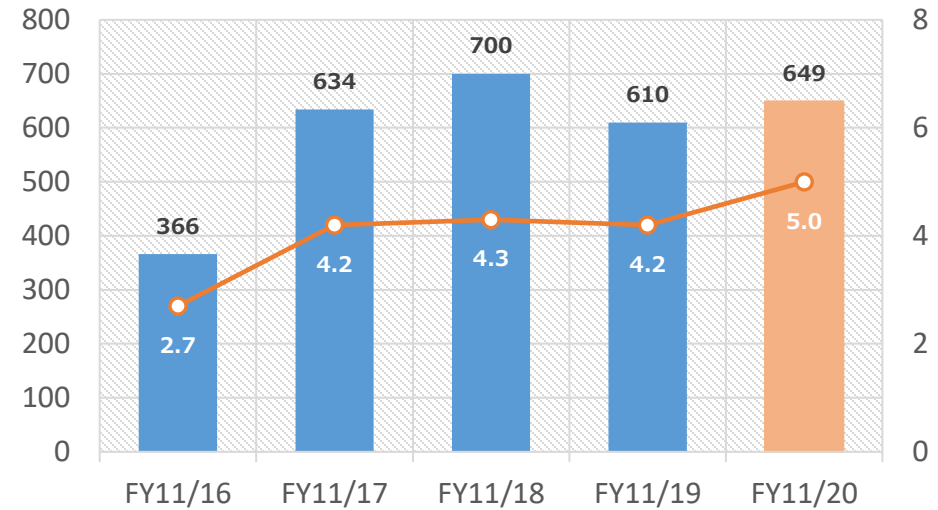
Million yen

《 Net sales 》



Million yen

《 Operating income · income ratio 》

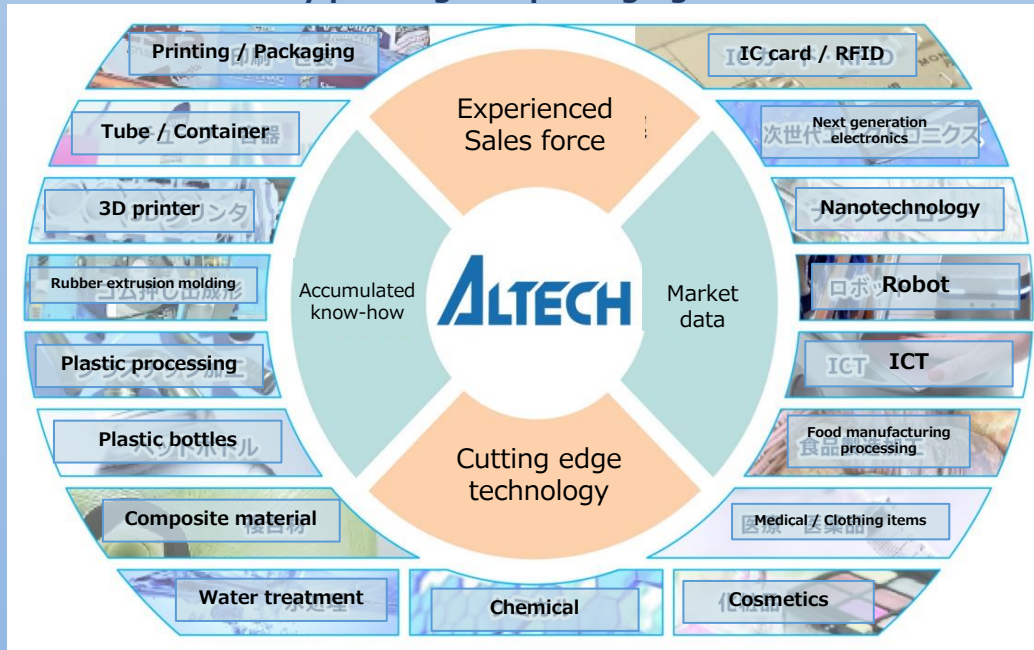


The percentage of sales by segment (Consolidation)

Trading business

Net sales : 8,033 million yen **62%**

[Selling a wide range of machines and equipment, mainly printing and packaging machines]



Preform business

Net sales : 4,940 million yen **38%**

[Manufacture and sales of PET bottle preform]

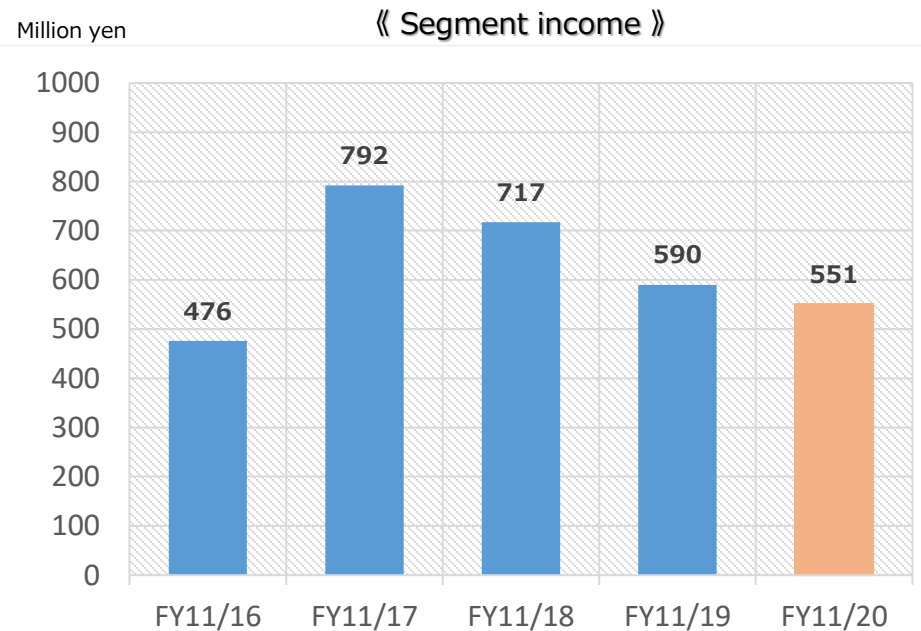
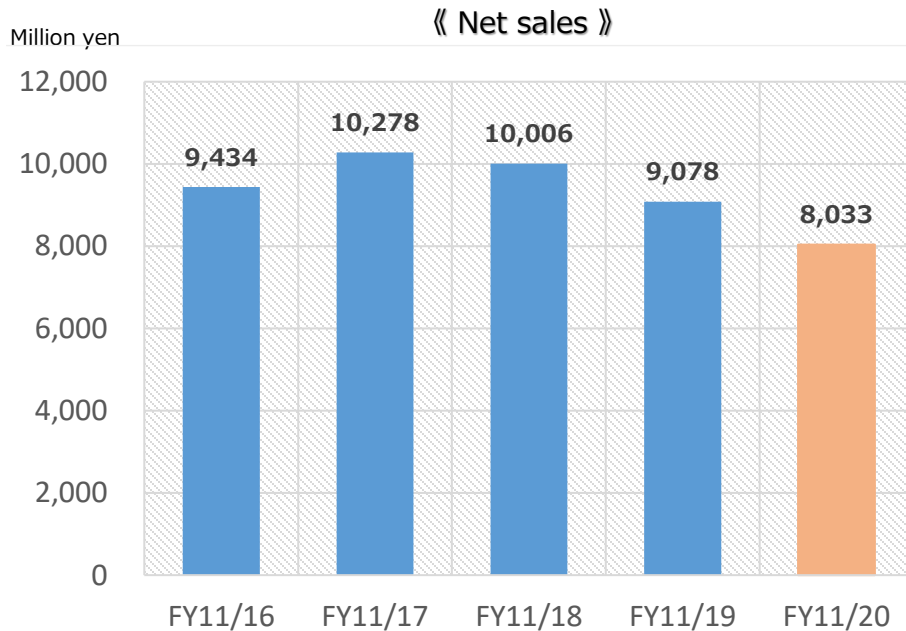


FY11/20 Financial Report (Trading Business)

FY11/20 Results of Trading Business (2016-2020)

(Million yen)

	FY11/16 Results	FY11/17 Results	FY11/18 Results	FY11/19 Results	FY11/20 Results
Net sales	9,434	10,278	10,006	9,078	8,033
Segment income	476	792	717	590	551



(Note) The above figures include internal transactions between segments.

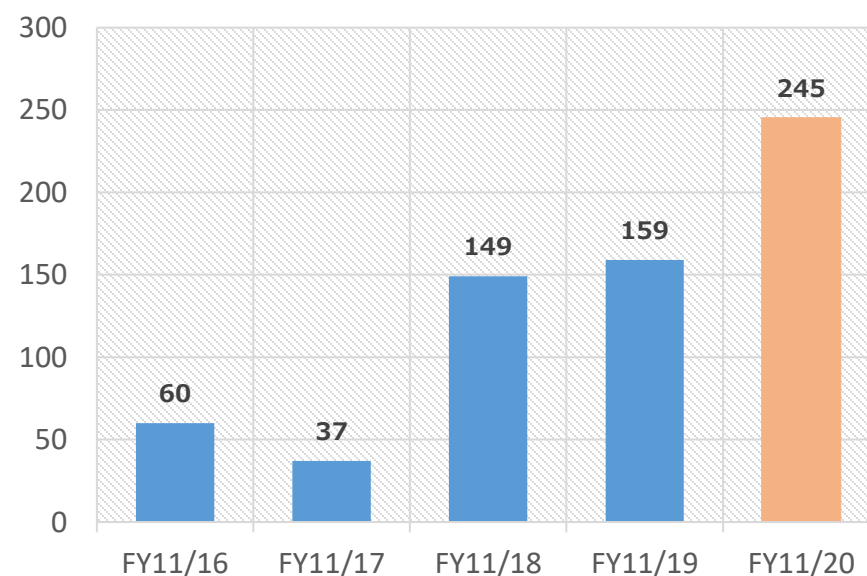
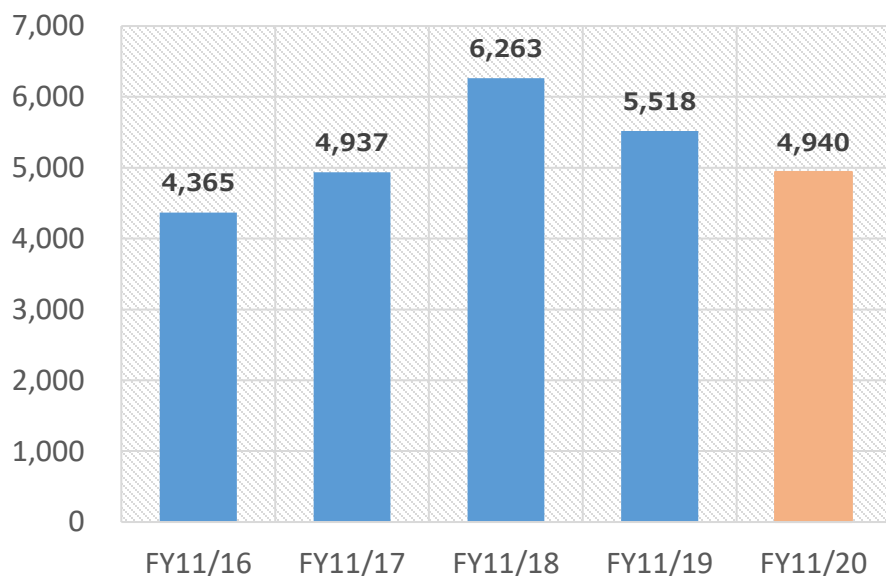
FY11/20 Financial Report (Preform Business)

FY11/20 Results of Preform Business (2016-2020)

(Million yen)

	FY11/16 Results	FY11/17 Results	FY11/18 Results	FY11/19 Results	FY11/20 Results
Net sales	4,365	4,937	6,263	5,518	4,940
Segment income	60	37	149	159	245

Million yen 《 Net sales 》 Million yen 《 Segment income 》



(Note) The above figures include internal transactions between segments.

FY11/20 Financial Report (Consolidated financial status)

Consolidated financial status (Summary Balance Sheets)

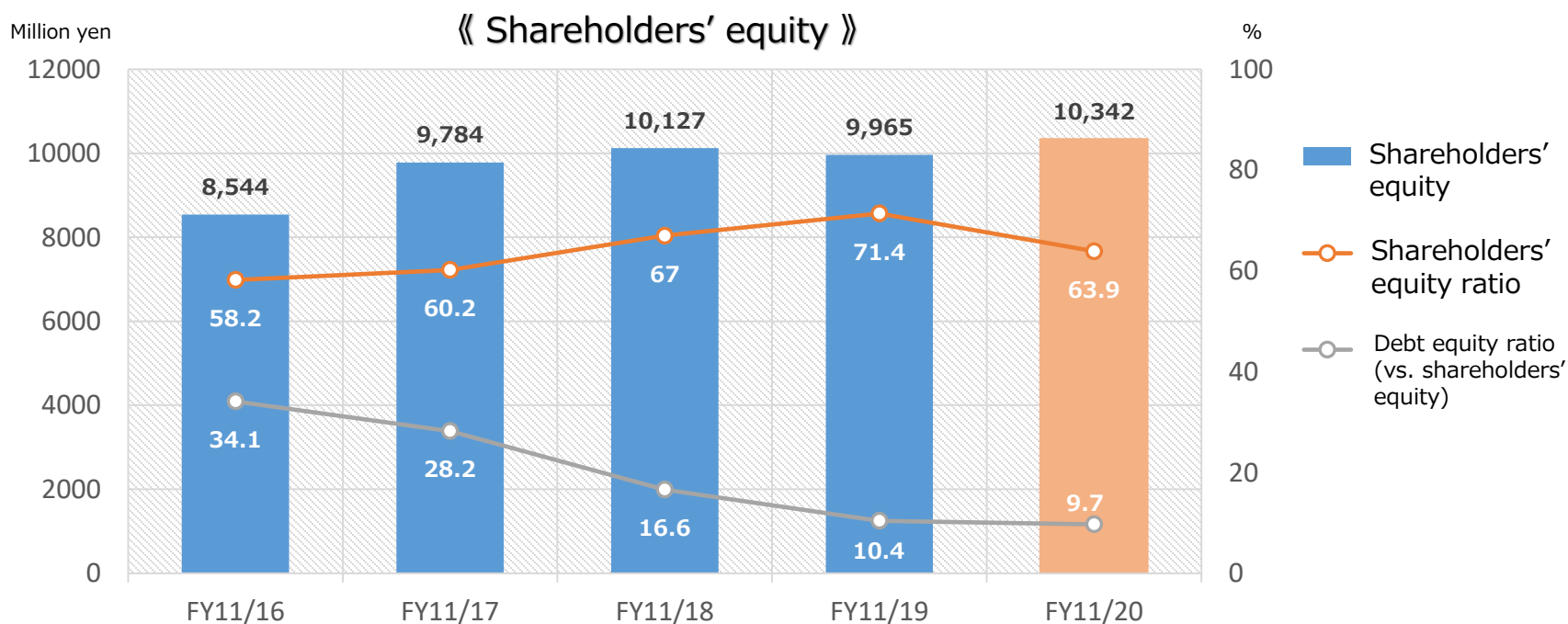
(Million yen)

	FY11/19		FY11/20		Amount of change	Main reasons for changes
	Amount	Composition ratio	Amount	Composition ratio		
CURRENT ASSETS	8,527	61.0%	10,616	65.6%	+2,088	Cash and deposits : +549 Merchandise and Products : +1,121
PROPERTY PLANT AND EQUIPMENT	3,377	24.1%	3,488	21.6%	+110	—
INTANGIBLE ASSETS, NET	414	2.9%	406	2.5%	△7	—
INVESTMENTS AND OTHER ASSETS	1,646	11.8%	1,668	10.3%	+21	—
CURRENT LIABILITIES	3,123	82.1%	4,809	86.6%	+1,685	Notes and accounts payable : +240 advance received : +1,589
LONG-TERM LIABILITIES	682	17.9%	746	13.4%	+63	—
NET ASSETS	10,161	72.8%	10,625	65.7%	+464	Purchase of treasury stock : △269 Retained earnings : +545
TOTAL ASSETS	13,966		16,180		+2,213	

FY11/20 Financial Report (Shareholders' equity)

(Million yen)

	FY11/16 Results	FY11/17 Results	FY11/18 Results	FY11/19 Results	FY11/20 Results
Shareholders' equity	8,544	9,784	10,127	9,965	10,342
Shareholders' equity ratio	58.2%	60.2%	67.0%	71.4%	63.9%
Debt equity ratio (vs. shareholders' equity)	34.1%	28.2%	16.6%	10.4%	9.7%



■ FY11/21 Business Forecasts

FY11/21 Business Forecasts

FY11/20 Consolidated business forecasts

- COVID-19 is expected to gradually converge and the economy will gradually recover from early spring to summer. During this period, we will make strategic upfront investments to enhance corporate value.

(Million yen)

	FY11/20	FY11/21	
	Results	Forecasts	YoY (%)
Net sales	12,945	16,000	23.6%
Operating income	649	650	0.0%
Operating income ratio	5.0%	4.1%	-
Ordinary income	700	650	△7.2%
Net income	595	500	△16.0%
EPS	37.56円	32.98円	-

■ Mid-term Management Plan2021-2025



【絆】 Communication

Course of action deepen Communication with customers

【翔】 Challenge

Course of action to find new technical information and tackle solving customers' issues

【究】 Professional

Course of action to create broad and deep knowledge about the industry

**~Responding to the diversifying needs of customers
by accurately grasping the trends of the world and
changes in people's living environments~**

Basic Policy and Priority Measures

《Aiming to be a company that contributes to the resolution of important social issues》

《Basic Policy》

Creation and optimization of added value in existing business

- Deepening of existing commercial rights
- Discovering strategic commercial rights

Fostering new business

- Effective use of internal resources
- Promotion of business development through the use of external resources

Strengthening of management base

- Strengthen cooperation among sales divisions and establish a business unit-led management system by function
- Optimization of indirect operations and marketing strategies
- CSR and SDGs management initiatives and strengthening of governance

《Priority Measures》

- Secure stable revenue from existing commercial rights
- Expand commercial rights to peripheral devices and improve proposal capabilities
- Provision of products and services that contribute to the resolution of social issues such as unmanned, contactless

- Engage in PET bottle recycling business
- Developing a cross-border EC business

- Contributing to companies working on environmental issues
- Strengthen DX initiatives to improve competitiveness
- Strengthen the organizational structure to realize the growth strategy

Saving manpower



Service robots



Distribution and Logistics

Environmental problem



Plastic and PET bottle recycling



Water treatment

Areas of focus

Saving manpower measures

Service robots

[Products handled]

- Autonomous drive transport robot
- Autonomous drive fork-type transport robot
- Autonomous drive navigation system

Stöcklin
Home of Intelligents



Autonomous drive fork-type transport robot

FE
DESIGN



ANT
drive



Autonomous drive transport robot

Distribution and Logistics

[Products handled]

- Automated storage warehouse system
- On-demand automatic product packaging equipment
- RFID tag manufacturing and inspection equipment

CMC
welcomes the future



On-demand automatic product packaging equipment

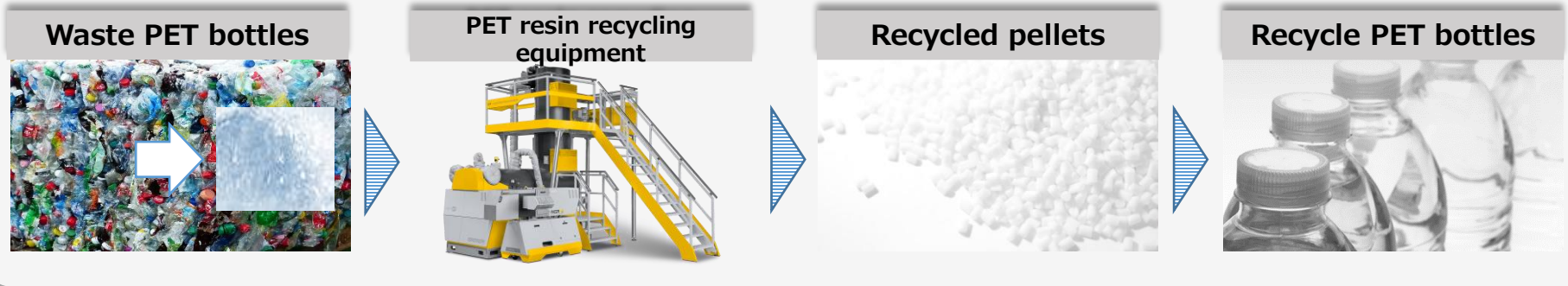
Automated storage warehouse system



RFID tag manufacturing and inspection equipment

Synergistic effect

PET bottle recycling circulation



Provision of safe water (Automatic cleaning filtration processing)

Thread-type automatic filtration processing



Focus on environmental and social problems

《End Goal》

Net sales

20 billion yen

Operating income

1 billion yen

Operating income ratio

5% and above

ROE

8% and above

Initiatives in new fields

【PET bottle recycling circulation business】

《Contributing to the realization of a sustainable, recycling-oriented society through “Bottle to Bottle”》

- Processing flakes into high quality pellets to produce preforms



Beverage Manufacturer

- Recycled PET bottles



【Import and export business related to cross-border EC】

《Provide value-added products through the story》

- High quality and niche products in Japan and China
- Popular products among Japanese and Chinese consumers
- Development of private brand products



Japanese consumers



China Cross-border EC Business

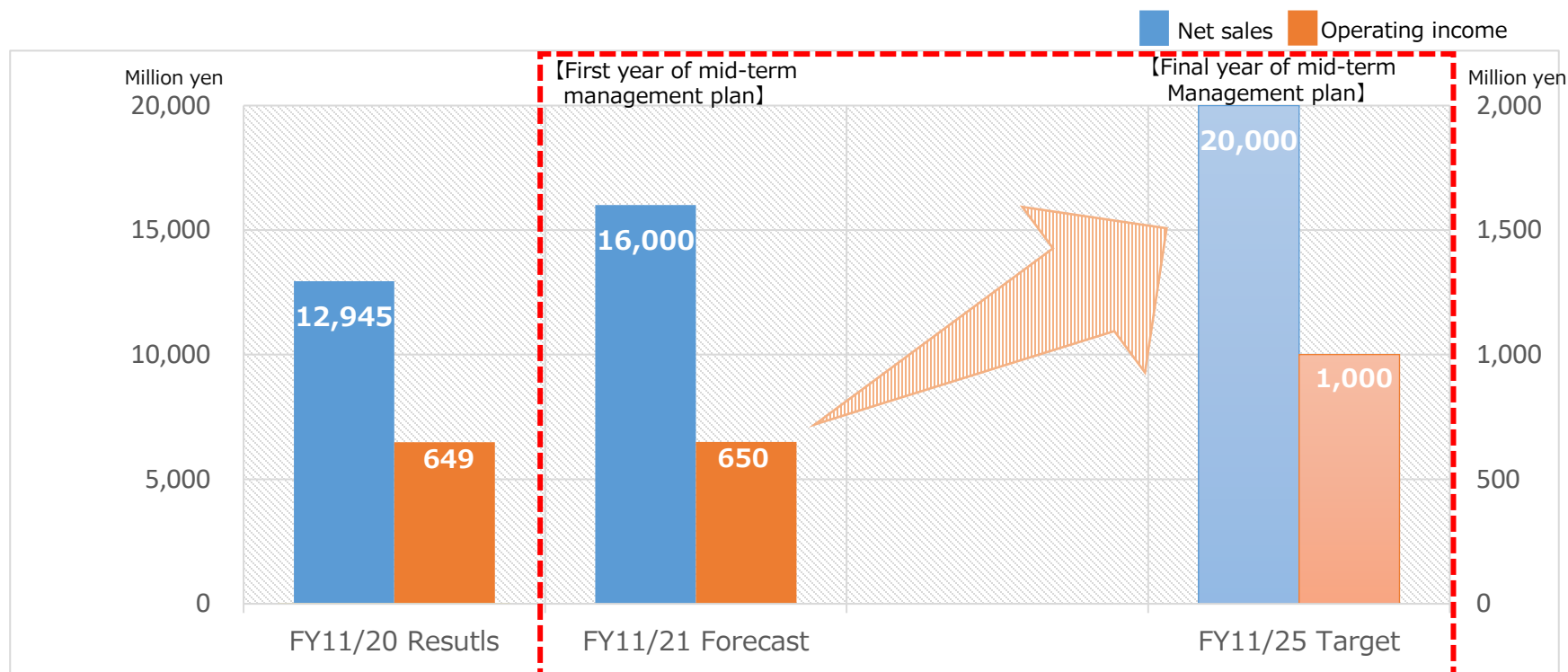
Chinese consumers



Management Numerical Target

Management Numerical Target

Achieve an operating margin of at least 5.0% and ROE of at least 8.0%

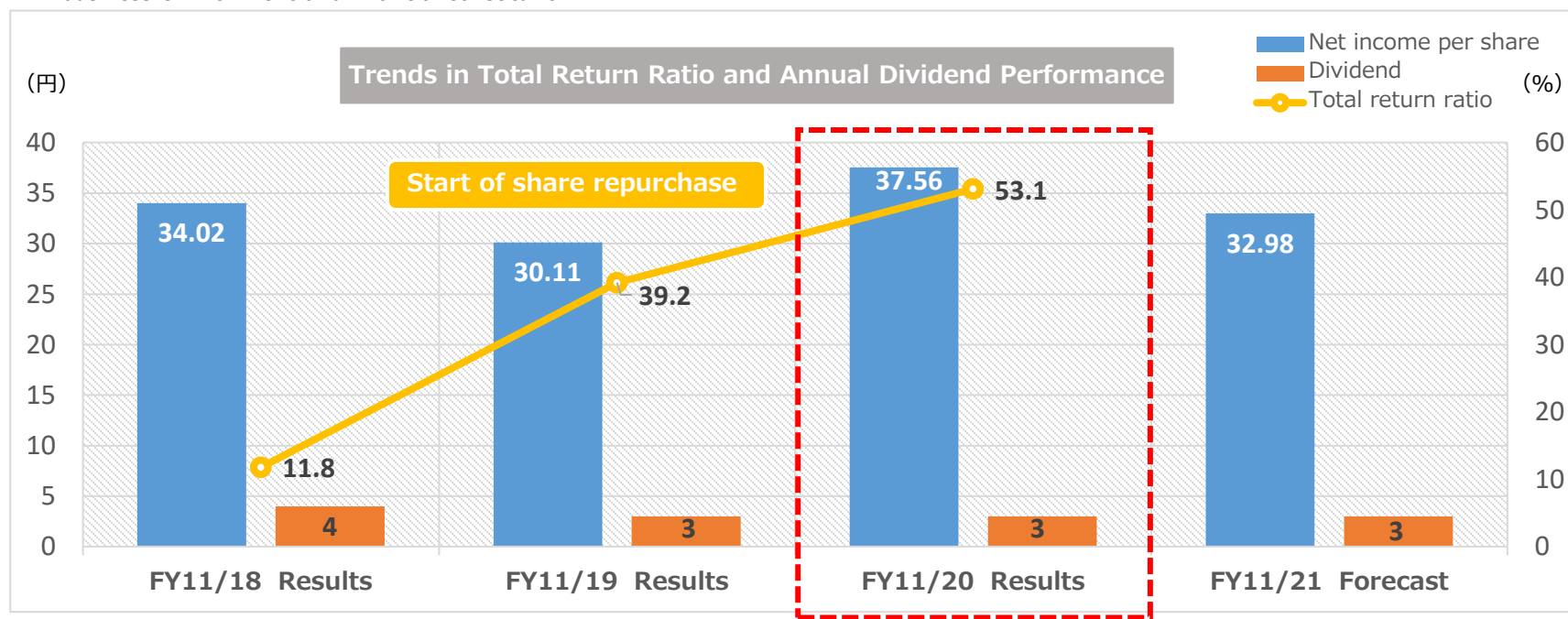


Operating income ratio	5.0%	4.1%	5.0% and above
ROE	5.9%	—	8.0% and above

Shareholder's return

Shareholder's return results

- Our basic policy for profit distribution is to give top priority to the continuous and stable return of profits to our shareholders, while at the same time enhancing internal reserves to stabilize our corporate foundation. We also consider the acquisition of treasury stock as one of the options to strengthen shareholder returns and improve capital efficiency, and consider implementing it after taking into account the business environment and financial constitution.



Results of share repurchase

	FY11/19 Results	FY11/20 Results
Total number of shares acquired	672,500 shares	1,113,800 shares
Total amount of acquisition cost of shares	149,968,000 yen	269,966,400 yen

(Precautions regarding forward-looking statements)

- This data and forecasts in this material are based on our judgment and available information as of the date of the announcement of this material, and include potential risks and uncertainties. We does not guarantee that these goals and forecasts achievement or that future results achievement.
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