

Brilliance through
Chemistry

Financial Results Summary for the 1st Quarter of the Fiscal Year Ending March 31, 2025

Nippon Soda Co., Ltd.
August 9, 2024

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Consolidated performance forecast for the first half of the fiscal year ending March 31, 2025 has not changed from the forecast announced on May 14, 2024. Furthermore, the consolidated performance forecast for the fiscal year will be reviewed when announcing the financial results for the first half of the fiscal year.

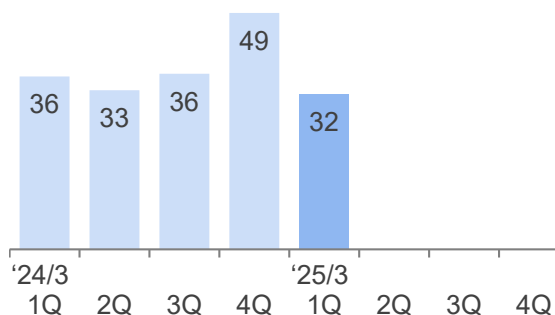
Overview

	(Billions of yen)	2024/3 1Q	2025/3 1Q	Change(amount)	Change(%)
Net Sales		35.89	32.20	(3.70)	(10.3%)
Operating profit		4.82	3.07	(1.75)	(36.3%)
Share of profit of entities accounted for using equity method		0.14	0.87	0.74	532.2%
Ordinary profit		6.14	5.23	(0.90)	(14.7%)
Profit attributable to owners of parent		4.74	4.34	(0.41)	(8.6%)
Earnings per Share (JPY)		170.2	157.5	(12.6)	(7.4%)
Exchange rate (JPY/USD)		136.0	155.9	19.9	14.6%
Exchange rate (JPY/EUR)		148.1	170.1	22.0	14.9%

- Sales increased in Chemical Materials.
- Sales decreased in Agri Business due to anticipatory shipments occurred in the first quarter of the previous year and shipping adjustments were implemented to optimize distribution inventories.
- Share of profit of entities accounted for using equity method increased. Recorded gain on sale of investment securities.
- Exchange rate changed for the weak yen.

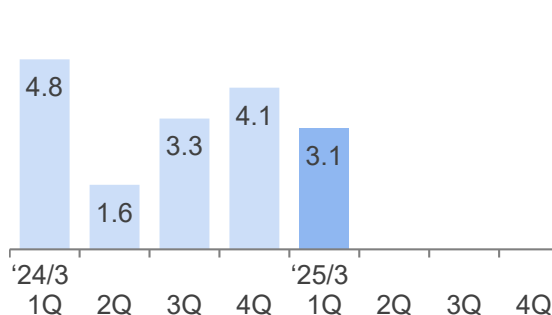
【Quarterly Net sales】

(Billion of yen)



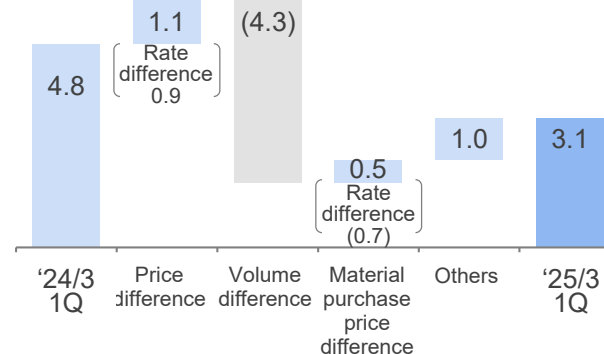
【Quarterly Operating profit】

(Billion of yen)



【Operating profit difference (Y-on-Y)】

(Billion of yen)



Performance by Segment

(Billions of yen)	Net sales				Operating profit			
	2024/3 1Q	2025/3 1Q	Change (Amount)	Change (%)	2024/3 1Q	2025/3 1Q	Change (Amount)	Change (%)
Chemical Materials	8.75	9.28	0.53	6.1%	1.72	2.24	0.52	30.0%
Agri Business	10.87	6.24	(4.63)	(42.6%)	2.47	(0.54)	(3.01)	(121.9%)
Trading & Logistics	10.76	10.48	(0.27)	(2.5%)	0.60	0.68	0.09	14.2%
Engineering	3.58	3.68	0.11	3.0%	0.08	0.40	0.32	400.3%
Eco Solutions	1.94	2.51	0.57	29.2%	(0.06)	0.14	0.20	-
Adjustments	-	-	-	-	0.02	0.15	0.13	-
Total	35.89	32.20	(3.70)	(10.3%)	4.82	3.07	(1.75)	(36.3%)

•Chemical Materials :

Sales grew in pharmaceutical additive NISSO HPC, resin additive NISSO-PB, and non-phenol color developer for thermal paper.

•Agri Business :

Sales decreased due to anticipatory shipments occurred in the first quarter of the previous year and shipping adjustments were implemented to optimize distribution inventories.

Sales increased for the export of fungicide PANCHO and acaricide NISSORUN.

Sales decreased for the export of insecticide MOSPILAN and fungicide TOPSIN-M.

Shipment of the fungicide PYTHILOCK delayed due to the impact of the Noto Peninsula Earthquake.

Operating profit decreased due to an increase in unrealized profits on export sales.

•Trading & Logistics :

Sales increased in organic chemicals, and sales decreased in inorganic chemicals.

Sales increased in transportation service, and sales decreased in warehousing service.

•Engineering : Plant construction work increased.

•Eco Solutions : Sales increased in non-ferrous metals due to an increase in zinc prices.

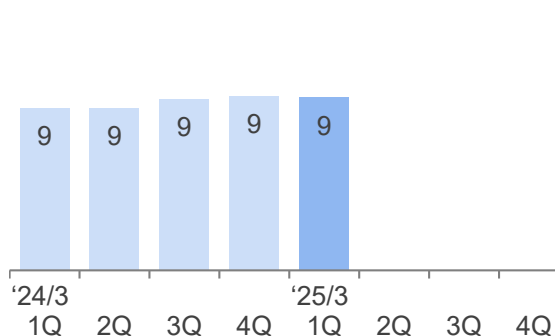
Performance Summary of Chemical Materials

(Billions of yen)	2024/3 1Q	2025/3 1Q	Change (Amount)	Main factors of change
Net sales	8.75	9.28	0.53	
Industrial chemicals	3.01	2.64	(0.38)	Caustic soda ↓ , Sodium cyanide ↓
Fine chemicals	2.20	2.30	0.11	Color developers for thermal paper ↑
Specialty chemicals	1.52	1.79	0.27	NISSO-PB ↑
Eco-business	1.37	1.44	0.07	
Pharmaceuticals & industrial fungicides	2.51	3.16	0.65	NISSO HPC ↑
Subsidiaries sales, elimination of transactions	(1.86)	(2.05)	(0.19)	
Operating profit	1.72	2.24	0.52	

- Industrial chemicals : Sales decreased in caustic soda and sodium cyanide.
- Fine chemicals : Sales grew in non-phenol color developer for thermal paper.
- Specialty chemicals : Sales grew in resin additive NISSO-PB for copper-clad laminates (CCL) used in AI servers.
- Pharmaceuticals & industrial fungicides : Sales grew in pharmaceutical additive NISSO HPC.

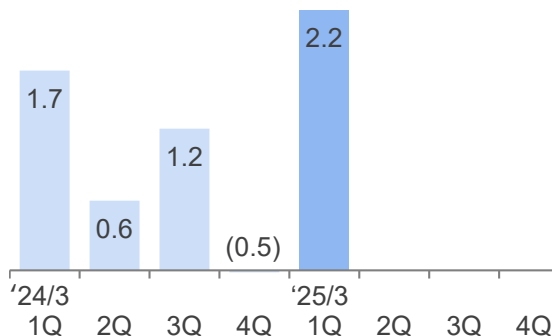
【Quarterly net sales】

(Billions of yen)



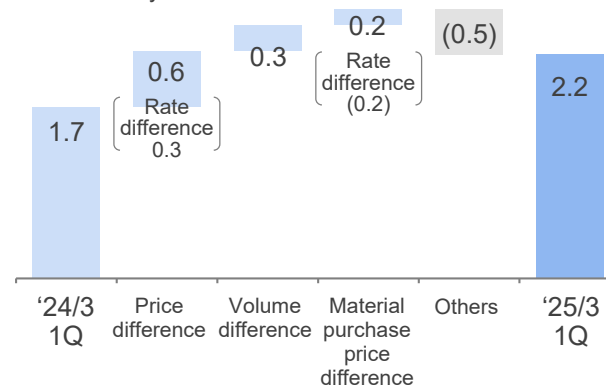
【Quarterly operating profit】

(Billions of yen)



【Operating profit difference (Y-on-Y)】

(Billions of yen)



Performance Summary of Agri Business

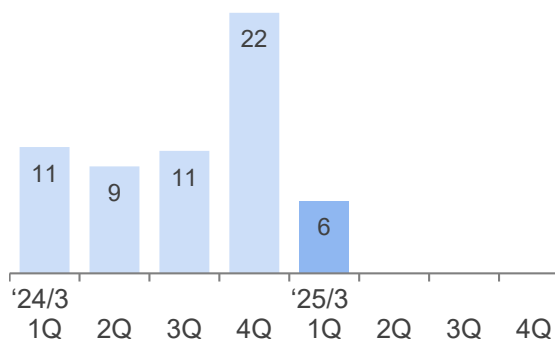
(Billions of yen)	2024/3 1Q	2025/3 1Q	Change (Amount)	Main factors of change
Net sales	10.87	6.24	(4.63)	
Fungicides	4.45	4.01	(0.44)	PANCHO ↑, TOPSIN-M ↓, PYTHILOCK ↓
Insecticides/acaricides	6.01	2.63	(3.38)	NISSORUN ↑, MOSPILAN ↓
Herbicides	0.53	0.32	(0.21)	NABU ↓
Others	(0.01)	0.06	0.07	
Subsidiaries sales, elimination of transactions	(0.10)	(0.78)	(0.67)	Nisso Chemical Europe ↓, Nisso America ↓
Operating profit	2.47	(0.54)	(3.01)	
Overseas sales ratio	74.9%	61.1%		

Sales decreased due to anticipatory shipments occurred in the first quarter of the previous year and shipping adjustments were implemented to optimize distribution inventories.

- Fungicides : Sales increased for the export of PANCHO. Sales decreased for the export of TOPSIN-M. Shipment of PYTHILOCK delayed due to the impact of the Noto Peninsula Earthquake.
- Insecticides/acaricides : Sales increased for the export of acaricide NISSORUN. Sales decreased for the export of insecticide MOSPILAN.
- Herbicides : Sales decreased for the export of NABU.
- Operating profit decreased due to an increase in unrealized profits on export sales.

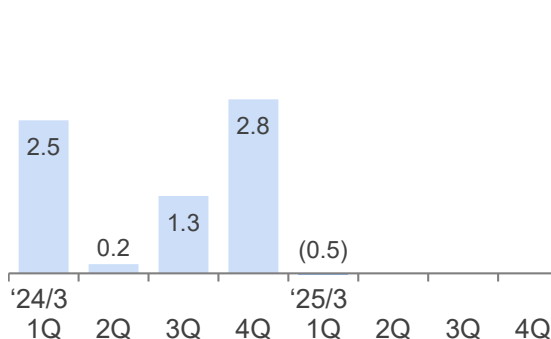
【Quarterly net sales】

(Billions of yen)



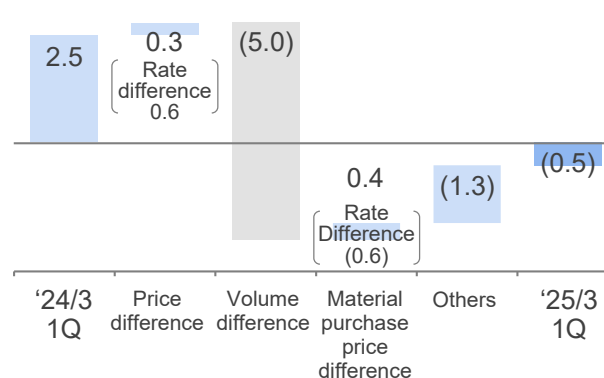
【Quarterly operating profit】

(Billions of yen)



【Operating profit difference (Y-on-Y)】

(Billions of yen)



Overview of Performance Forecast (announced on May 14, 2024)

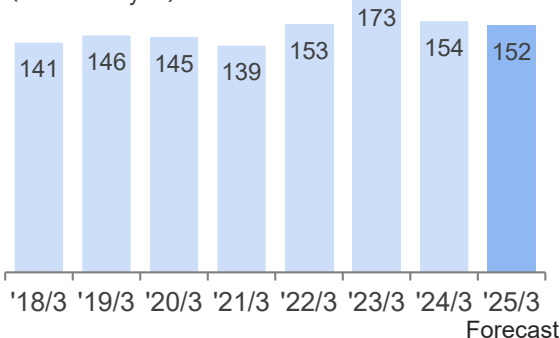
	(Billions of yen)	2024/3 Results	2025/3 Forecast		Change (Amount)	Change (%)
			1 st Half	Full-year		
Net Sales		154.43	65.00	152.00	(2.43)	(1.6%)
Operating profit		13.87	4.20	12.60	(1.27)	(9.2%)
Share of profit of entities accounted for using equity method		6.32	1.10	3.60	(2.72)	(43.0%)
Ordinary profit		23.30	5.10	16.70	(6.60)	(28.3%)
Profit attributable to owners of parent		16.61	4.00	12.30	(4.31)	(26.0%)
Net income per share (JPY)		597.4	145.3	※ 446.7	(150.7)	(25.2%)
Exchange rate (JPY/USD)		144.4	145.0	145.0	0.7	0.5%
Exchange rate (JPY/EUR)		155.0	155.0	155.0	0.0	0.0%

- In Agri Business, shipping adjustments are expected to be implemented to optimize distribution inventories in some regions. R&D expense is expected to increase with the progress of development of new pipeline for agrochemicals.
- Of the share of profit of entities accounted for using equity method, one-time recognition of income tax refund 4.70 was recorded in the previous fiscal year.

※Calculated on the pre-share-split basis. (2-for-1 share split is planned to be conducted on October 1, 2024)

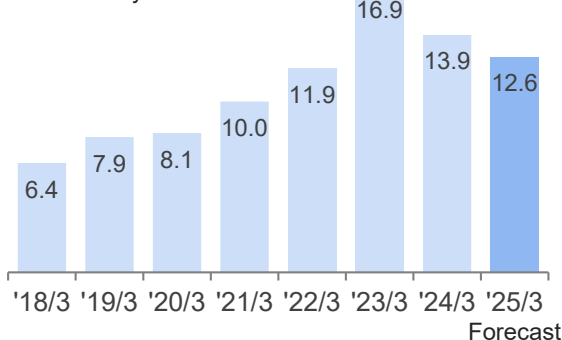
【Net sales】

(Billions of yen)



【Operating profit】

(Billions of yen)



Performance Forecast by Segment (announced on May 14, 2024)

(Billions of yen)	Net sales					Operating profit				
	2024/3 Results	2025/3 Forecast		Change (Amount)	Change (%)	2024/3 Results	2025/3 Forecast		Change (Amount)	Change (%)
		1st Half	Full-year				1st Half	Full-year		
Chemical Materials	36.06	17.10	36.00	(0.06)	(0.2%)	3.08	2.14	3.80	0.72	23.2%
Agri Business	53.04	15.70	54.60	1.56	2.9%	6.67	0.02	5.23	(1.44)	(21.6%)
Trading & Logistics	40.90	21.00	41.20	0.30	0.7%	2.15	1.10	2.12	(0.03)	(1.2%)
Engineering	16.34	6.40	10.90	(5.44)	(33.3%)	1.73	0.58	1.49	(0.24)	(13.7%)
Eco Solutions	8.09	4.80	9.30	1.21	15.0%	0.00	0.03	0.11	0.11	-
Adjustments	-	-	-	-		0.24	0.33	(0.15)	(0.39)	-
Total	154.43	65.00	152.00	(2.43)	(1.6%)	13.87	4.20	12.60	(1.27)	(9.2%)

•Chemical Materials :

Sales is expected to expand in pharmaceutical additive NISSO HPC and KrF photoresist material VP-POLYMER.

•Agri Business :

Sales is expected to expand in fungicide MIGIWA, PYTHILOCK and acaricide DANYOTE.

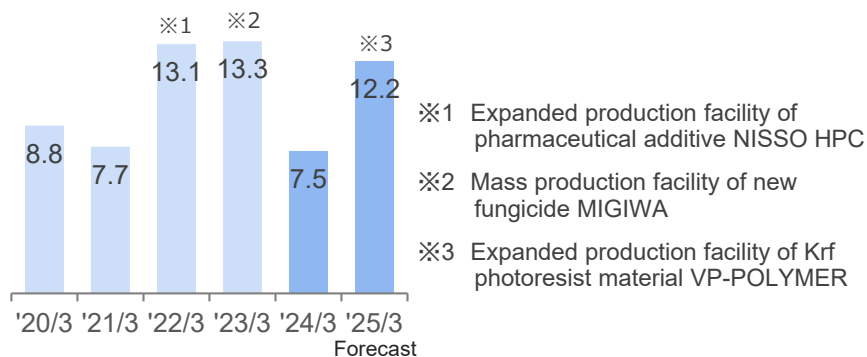
Shipping adjustments are expected to be implemented continuously to optimize distribution inventories in some regions.

R&D expense is expected to increase with the progress of development of new pipeline for agrochemicals.

[Reference Material] Various Indicators

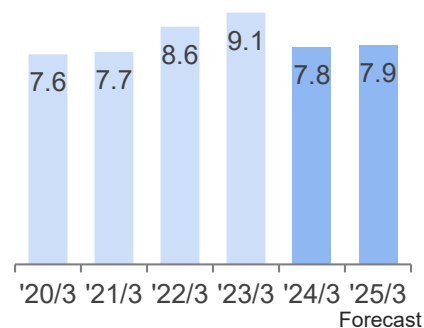
【Capital investments】

(Billions of yen)



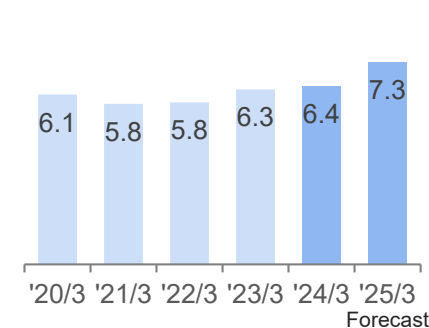
【Depreciation】

(Billions of yen)



【R&D expenses】

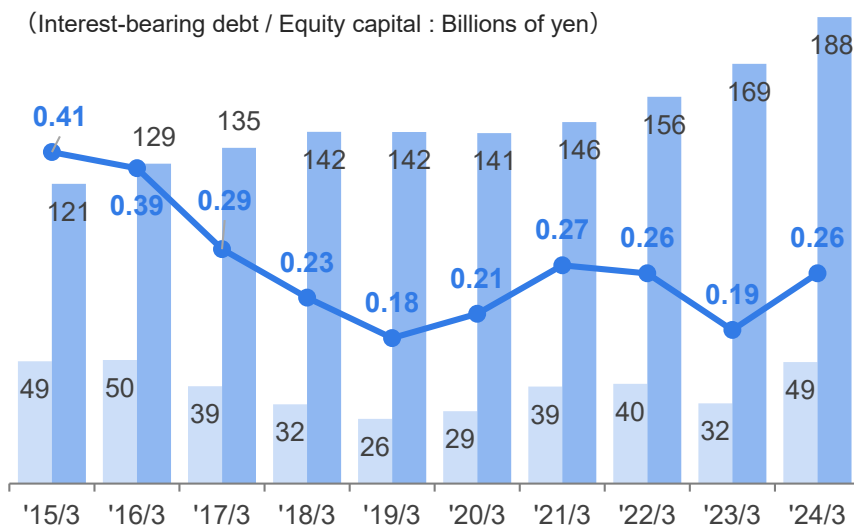
(Billions of yen)



【Financial Position】

Interest-bearing debt Equity capital D/E ratio (Times)

(Interest-bearing debt / Equity capital : Billions of yen)

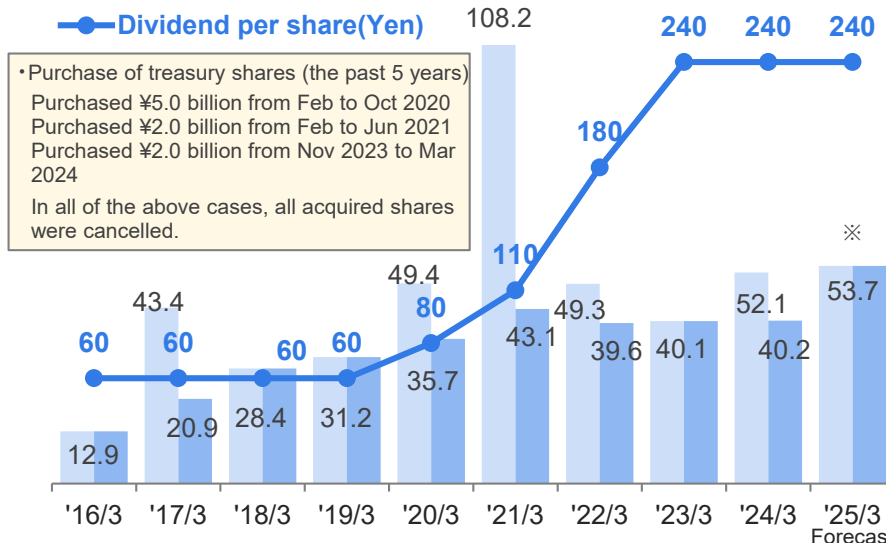


※ D/E ratio = Interest-bearing debt / Equity capital*
 * Equity capital = Net assets - Non-controlling interests

【Shareholder Returns】

Total return ratio(%) Dividend ratio(%)

Dividend per share(Yen)



• Purchase of treasury shares (the past 5 years)
 Purchased ¥5.0 billion from Feb to Oct 2020
 Purchased ¥2.0 billion from Feb to Jun 2021
 Purchased ¥2.0 billion from Nov 2023 to Mar 2024
 In all of the above cases, all acquired shares were cancelled.

※ Calculated on the pre-share-split basis (2-for-1 share split) on October 1, 2024.

[Reference Material] Business Details

(Billions of yen)	Net sales			Main Products, etc.
	2022/3 Results	2023/3 Results	2024/3 Results	
Chemical Materials	45.38	48.79	36.06	
Industrial chemicals	13.55	11.94	11.31	Caustic soda, Liquid chlorine, Hydrochloric acid, Sodium cyanide, Potassium cyanide, Phosphorus oxychloride and Phosphorus trichloride
Fine chemicals	9.63	10.74	9.23	Metallic sodium, Specialty isocyanates, Alcoholate, Organic titanate, Color developers for thermal paper and Secondary battery materials
Specialty chemicals	6.31	7.05	6.49	NISSO-PB, VP-POLYMER, 1,2-SBS and TITABOND
Eco-business	6.05	5.14	5.58	NISSO HI-CHLON, NISSO MELSAN, TAKE-ONE, HIDION, Slime removing agents and BISTRATOR
Pharmaceuticals & industrial fungicides	9.51	11.15	11.53	NISSO HPC, NISSO DAMN, Faropenem-sodium antibiotic, NISSO SSF, BESTCIDE, BIOCUT and MILLCUT
Subsidiaries sales, elimination of transactions	0.33	2.77	(8.08)	
Agri Business	50.56	58.76	53.04	
Fungicides	19.11	24.14	23.94	TOPSIN-M, BEFRAN, BELLKUTE, PYTHILOCK, TRIFMINE, PANCHO, MIGIWA, AGRI-MYCIN, AGROCARE (biological pesticide), MASTERPIECE (biological pesticide), FANTASISTA MONSIEUR BORDEAUX and LABILITE
Insecticides/ acaricides	19.83	24.21	22.52	MOSPILAN, NISSORUN, DANYOTE, ROMDAN, GREENGUARD, KOTETSU and PHOENIX
Herbicides	3.11	3.30	3.18	NABU, TOPMERIT, ALPHARD and CONCLUDE
Others	(0.39)	(0.25)	(0.40)	Smoking agents
Subsidiaries sales, elimination of transactions	8.91	7.35	3.80	
Trading & Logistics	40.15	43.63	40.90	Trading : Chemicals, functional products, synthetic resins, industrial devices and construction-related products Logistics : Warehousing and transportation services
Engineering	8.22	13.08	16.34	Plant construction and civil engineering/construction
Eco Solutions	8.23	8.56	8.09	Waste treatment and resource recycling
Total	152.54	172.81	154.43	

※ Segment classification is revised from FY 2024. The above sales results are calculated based on the new segment classification.

Integrated Trading with Transportation & Warehousing which were the conventional segments, and Others was renamed to Eco Solutions, some products were transferred to Chemical Materials.

[Reference Materials] Overview of the Business Group (As of April 1, 2024)

Company name	Business activities	Segment
Nippon Soda Co., Ltd.	Manufacturing, processing and marketing of industrial chemicals, synthetic resin and other plastic materials, dyes, pharmaceuticals, agrochemicals, veterinary pharmaceuticals, and various other kinds of chemical industrial products	Chemical Materials and Agri Business
Consolidated subsidiaries (12)		
Nisso Shoji Co., Ltd.	Domestic sales, export and import of chemicals, functional products, synthetic resins, industrial devices and equipment, construction-related products etc.	Trading & Logistics
Sanwa Soko Co, Ltd.	Warehousing, transportation, packaging, customs brokerage, insurance agency services and leasing	Trading & Logistics
Sanso Unyu Co., Ltd	Freight trucking and transportation business, cargo transportation handling business	Trading & Logistics
Nisso Metallochemical Co., Ltd.	Manufacturing and sales of non-ferrous metals and industrial chemicals, and environmental development business	Chemical Materials and Eco Solutions
NISSO Engineering Co., Ltd.	Integrated planning, design, construction management, sales and consulting for industrial and other types of facilities and equipment, machinery, piping, civil engineering, construction, etc.	Engineering
Nisso Kensetsu Co., Ltd.	Design and construction of civil engineering and architectural works, land development, soil and rock mining, manufacturing and sales of concrete products	Engineering
Shin Fuji Kaseiyaku Co., Ltd	Manufacturing and sales of smoking agents for agrochemicals, pharmaceuticals and veterinary pharmaceuticals, and manufacturing, processing, sales, repackaging into smaller containers and packaging of other agrochemicals, pharmaceuticals and general industrial chemicals	Agri Business
Nisso Fine Co., Ltd.	Manufacturing and sales of industrial chemicals, chemical products, functional dyes, pharmaceuticals, agrochemicals and their intermediates, synthetic resin molded products, deoxygenating agents, dehumidifying agents, and household general goods; and trial production of development products	Chemical Materials and Agri Business
Nisso Green Co., Ltd.	Sales of agrochemicals, agricultural materials and other products	Agri Business
NISSO AMERICA INC.	Export/import and wholesale sales of various products, manufacturing and sales of various products, and provision of consigned information research services related to technology	Chemical Materials and Agri Business
NISSO CHEMICAL EUROPE GmbH	Export/import and wholesale sales of various products, manufacturing and sales of various products, and provision of consigned information research services related to technology	Chemical Materials and Agri Business
Nisso Namhae Agro Co., Ltd.	Manufacturing of active agrochemical ingredients	Agri Business
Equity-method affiliates (2)		
Novus International, Inc.	Manufacturing and sales of feed additives	
IHARABRAS S/A. INDÚSTRIAS QUÍMICAS	Export/import and wholesale sales of insecticides, fungicides, herbicides and other agrochemical products, and manufacturing and formulation of agrochemicals	

The forward-looking statements, including plans, outlook and strategies contained in this material are based on information currently available to the Company and on certain assumptions deemed to be reasonable by the Company, and these statements do not purport to be a promise by the Company to achieve such results. Actual business and other results may differ from the statements herein due to a number of factors.

This document is not intended to solicit investment.

Please make any investment decisions according to your own judgment.

The monetary units in this table are billions of yen, rounded to the second decimal place.



 **NIPPON SODA CO.,LTD.**

[Inquiries] Corporate Communications Section

Masahiro Arichika

m.arichika@nissogr.com

Kaname Okada

ka.okada@nissogr.com