Results Presentation for the First Three Quarters of Fiscal Year Ending September 30, 2026

Sanyo Trading Co., Ltd. (Stock exchange code: 3176)

August 7, 2026

Highlights for the Third Quarter of the Fiscal Year Ending September 30, 2026

1	3Q results: Both net sales and profits increased YoY. Profit attributable to owners of parent increased significantly due to sale of cross-shareholdings.
2	Full-year forecasts: Revised upward to reflect progress. Record high net sales, operating profit, and profit attributable to owners of parent are expected.
3	Shareholder returns: We have announced an 80th anniversary commemorative dividend (10 yen) and a purchase of treasury shares (with an upper limit of 2,900,000 shares or 3.5 billion yen). The total return ratio for the fiscal year ending September 30, 2026 is expected to exceed 48%.

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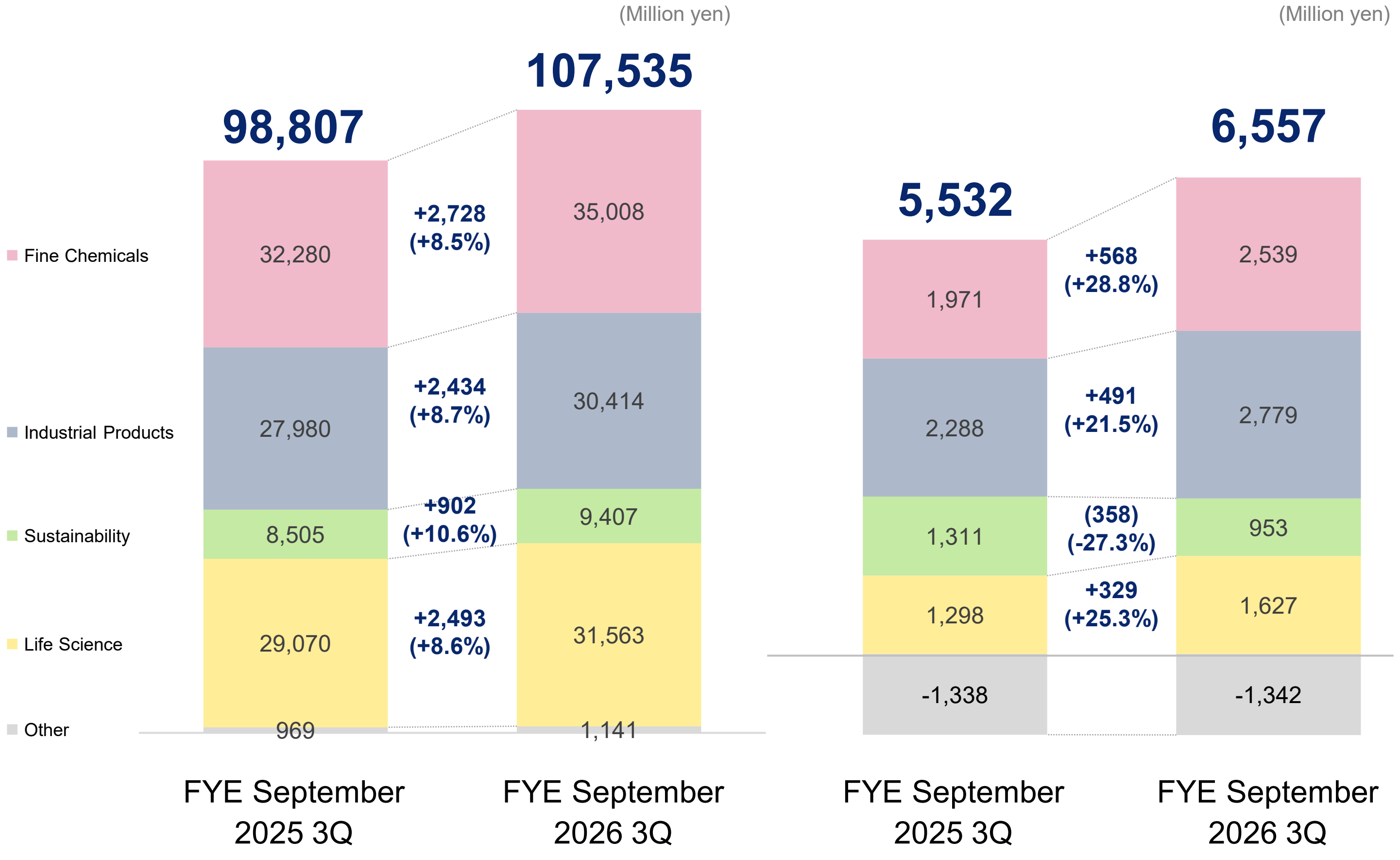
Results for First Three Quarters of Fiscal Year Ending September 30, 2026

- Profits increased significantly due to the progress in the revision of sales prices, which have made it possible to absorb the impact of the decrease in the profits from some businesses, in addition to the growth of net sales.
- Profit attributable to owners of parent increased significantly, reflecting the recording of a gain on sale of cross-shareholdings.
- Progress toward the full-year plan: Progress was strong, at 80.9% for net sales and more than 100% for profits. Full-year forecasts were revised upwards (see subsequent slides for details).

(Million yen)	FYE September 2025	FYE September 2026			
	3Q	3Q		Full fiscal year	
	Result	Result	YOY	Previous full fiscal year forecast (announced on May 12, 2026)	Rate of progress
Net sales	98,807	**107,535**	+8.8%	133,000	80.9%
Gross profit (Gross profit ratio)	17,193 (17.4%)	**18,981** (17.7%)	+10.4%		
Selling, general and administrative expenses (SG&A expense ratio)	11,660 (11.8%)	**12,424** (11.6%)	+6.5%		
Operating profit (Operating profit ratio)	5,532 (5.6%)	**6,557** (6.1%)	+18.5%	6,500 (4.9%)	100.9%
Ordinary profit (Ordinary profit ratio)	6,037 (6.1%)	**6,714** (6.2%)	+11.2%	6,600 (5.0%)	101.7%
Profit attributable to owners of parent (Return on sales)	4,569 (4.6%)	**5,406** (5.0%)	+18.3%	4,800 (3.6%)	112.6%
EPS (yen)	79.32	**93.80**	-	83.28	-

Summary of Results by Segment

Net sales YOY	Operating profit YOY
+8.72 billion yen (+8.8%)	+1.02 billion yen (+18.5%)



Fine Chemicals	Increase in sales / Increase in profit
Industrial Products	Increase in sales / Increase in profit
Sustainability	Increase in sales / Decrease in profit
Life Science	Increase in sales / Increase in profit

Situations of Each Segment: Fine Chemicals

(Million yen)	FYE September 2025 3Q	FYE September 2026 3Q	YOY
Net sales	32,280	**35,008**	**+8.5%**
Operating profit **(Operating profit ratio)**	1,971 (6.1%)	**2,539** (7.3%)	**+28.8%**

Factors for changes		
Net sales	Rubber	(+) Demand for raw materials for domestic markets was strong. (-) Sales decreased at some overseas Group companies.
	Chemicals	(+) We tapped into front-loaded demand which was a reflection of supply instability. (+) New business launch (-) Demand for mainstay products was on a weak note due to the impact of the market conditions.
Operating profit	Rubber Chemicals	(+) Effects of sales price revisions

[Major products we deal in]

Synthetic rubbers

Thermoplastic elastomers and resins

Rubber reinforcements and fillers

<Final uses>

- **Automotive sealants**
- **High-pressure hose**
- **Tires**
- **Home electric appliances**

Photoinitiators/UV absorbers

Specialty monomers

Pigments

Wax

Silane coupling agents

<Final uses>

- **Inks and printed materials**
- **Exterior wall paints**
- **Adhesives**
- **Plastic products**

Situations of Each Segment: Industrial Products

(Million yen)	FYE September 2025 3Q	FYE September 2026 3Q	YOY
Net sales	27,980	**30,414**	**+8.7%**
Operating profit **(Operating profit ratio)**	2,288 (8.2%)	**2,779** (9.1%)	**+21.5%**

Factors for changes		
Net sales	Domestic	(+) Steady sales
	Overseas	(+) Some exports from the United States and Thailand were strong. (+) Consolidation of EMAS* (-) Economic slowdown in China
Operating profit	Domestic	(+) Higher level of profit due to exchange rate fluctuations
	Overseas	(+) Cost reduction in China

[Major products we deal in]

Benchmarking services provided by means of scanning


EV battery maintenance equipment (Ever Blüe Drive)

* EMAS is a Singapore-based trading company, specializing in the provision of automotive air conditioner-related parts to the automotive aftermarket.

Situations of Each Segment: Sustainability

(Million yen)	FYE September 2025 3Q	FYE September 2026 3Q	YOY
Net sales	8,505	**9,407**	**+10.6%**
Operating profit **(Operating profit ratio)**	1,311 (15.4%)	**953** (10.1%)	**(27.3%)**

	Factors for changes
Net sales	(+) Strong sales of wearing parts related to feed processing machines (+) The sales were posted based on the steady progress of major projects in the wood-biomass-related business. (-) Decrease in sales related to ocean investigation materials and equipment due to the impact of a transitional period in the ocean development-related business.
Operating profit	(-) Decline in profit attributed to the decline in sales in the ocean development-related business.

[Major products we deal in]

<Feed processing machines and wood-biomass-related products>


Pellet mill


Low-temperature belt dryer for wood chips


Gasification unit


(Different types of pellets)


Various hammer mills


Cogeneration unit

<Final uses>

- **Feed/fertilizer**
- **Food, industrial products, etc.**
- **Renewable energy**

<Marine surveys for offshore wind power generation>


Top drive system


Remotely operated vehicle (ROV)

TP cover


Cable protection system

<Final uses>

- **Oil and gas**
- **Geothermal development**
- **Offshore wind power generation**
- **Ocean investigation**

Situations of Each Segment: Life Science

(Million yen)	FYE September 2025 3Q	FYE September 2026 3Q	YOY
Net sales	29,070	**31,563**	**+8.6%**
Operating profit **(Operating profit ratio)**	1,298 (4.5%)	**1,627** (5.2%)	**+25.3%**

	Factors for changes
Net sales	(+) Growth of business of importing and exporting core products, including electronic materials and functional additives (+) Progress in delivery of products related to scientific instruments in multiple projects (+) Increase in sales quantity of functional feed materials (-) Significant decrease in sales of research support equipment in the biotech field, a result of the termination of distributor agreements
Operating profit	(+) Driven by core products, scientific instruments-related products, and functional feed materials

[Major products we deal in]

<Life science-related>


Electronic materials


Different types of film


Cosmetics (raw materials / containers)


Food Tech


Fragrance


High-performance resins

<Final uses>

- **Electronics and battery**
- **Air freshener**
- **Pet food**
- **Diaper**

<Scientific instruments-related>


Wettability testers


Equipment for dispersion and powder evaluation


Weather resistance tester

<Final uses>

- **Research and development**
- **Quality control**
- **Production control**
- **Inspection**

<Biotechnology-related>


3D bioprinter


Next-generation sequencer for genetic analysis (NGS)


Gene-discovery analysis services and drug discovery support services

<Final uses>

- **Genetic research**
- **Cellular research**
- **Protein research**
- **Pathology research**
- **Drug discovery support**

Consolidated Balance Sheet

(Million yen)

Assets	25/9 4Q (As of September 30, 2025)	26/9 3Q (As of June 30, 2026)
Cash and deposits	11,896	11,984
Notes and accounts receivable - trade, etc.	26,409	26,934
Inventories	26,387	28,379
Other current assets	5,221	8,434
Property, plant and equipment	3,464	3,525
Other non-current assets	8,116	8,083
Total assets	81,496	87,341

Liabilities	25/9 4Q (As of September 30, 2025)	26/9 3Q (As of June 30, 2026)
Notes and accounts payable - trade	12,544	15,451
Short-term borrowings	2,960	1,313
Other current liabilities	12,600	12,673
Long-term borrowings	100	100
Other non-current liabilities	1,968	1,986
Net assets	51,321	55,816
Total liabilities and net assets	81,496	87,341

[Key Points]

- Sale of cross-shareholdings generated gains and supported debt repayment

	25/9 4Q (As of September 30, 2025)	26/9 3Q (As of June 30, 2026)
Ratio of interest-bearing debt	6.0%	2.5%
Shareholders' equity ratio	62.9%	63.8%

Calculation method) Interest-bearing debt ratio: Interest-bearing debt (*1: Excluding lease liabilities)/ Equity (*2)
Equity ratio: Equity/Total assets at the end of the fiscal year

(*1) Interest-bearing debt = Short-term borrowings + Long-term borrowings
(*2) Equity = Net assets - Share acquisition rights - Non-controlling interests

02

Forecasts for Fiscal Year Ending September 30, 2026

- Forecasts were revised further upwards, reflecting the progress in the first three quarters.
- It is expected that net sales and profits will increase due to the improvement in profitability through the growth of existing businesses and the materialization of new projects.
- Net sales, operating profit, and profit attributable to owners of parent are expected to reach record highs.

(Million yen)	FYE September 2025	FYE September 2026					
	Full-year results	Previous revised forecasts (announced on May 12, 2026)	Revised forecasts (announced on August 7, 2026)	Vs. previous forecasts (amount)	Vs. previous forecasts (rate)	YoY (amount)	YoY (rate)
Net sales	132,703	133,000	**138,000**	**+5,000**	**+3.8%**	+5,296	+4.0%
Operating profit (Operating profit ratio)	6,430 (4.8%)	6,500 (4.9%)	**7,500 (5.4%)**	**+1,000**	**+15.4%**	+1,069	+16.6%
Ordinary profit (Ordinary profit ratio)	6,879 (5.2%)	6,600 (5.0%)	**7,650 (5.5%)**	**+1,050**	**+15.9%**	+770	+11.2%
Profit attributable to owners of parent (Return on sales)	4,615 (3.5%)	4,800 (3.6%)	**6,000 (4.3%)**	**+1,200**	**+25.0%**	+1,384	+30.0%
EPS (yen)*	80.12	83.28	**104.05**	**+20.77**	**-**	+23.94	-

* Basic earnings per share (EPS) reflects the 2-for-1 split of the Company's common stock implemented on July 1, 2026.

Forecasts by Segment for Fiscal Year Ending September 30, 2026

■ **Forecasts reflect the strong performance of Fine Chemicals and Industrial Products.**

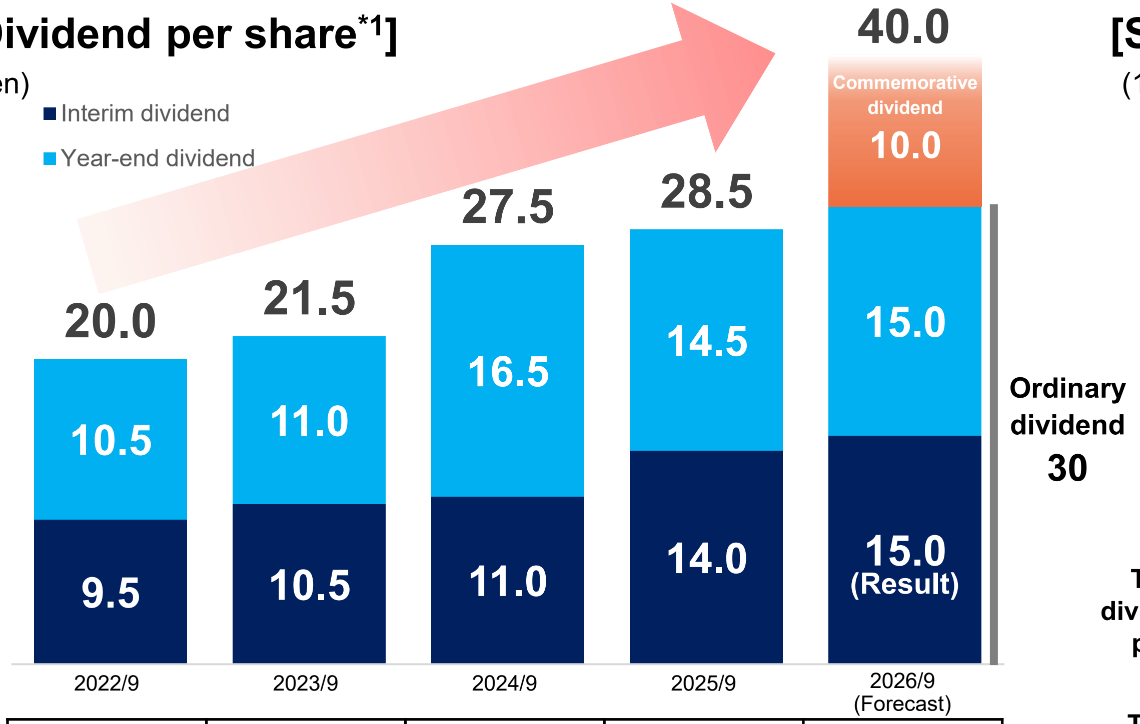
(Million yen)	Net sales				Operating profit			
	FYE September 2025 Result	FYE September 2026 Previous forecast	FYE September 2026 Revised forecast	YoY	FYE September 2025 Result	FYE September 2026 Previous forecast	FYE September 2026 Revised forecast	YoY
Fine Chemicals	42,384	44,750	**46,000**	+8.5%	2,413	2,800	**3,200**	+32.6%
Industrial Products	36,812	35,750	**39,000**	+5.9%	2,682	2,550	**3,050**	+13.7%
Sustainability	13,518	12,250	**12,500**	(7.5%)	1,886	1,150	**1,200**	(36.4%)
Life Science	38,670	38,750	**39,000**	+0.9%	1,362	1,700	**1,750**	+28.4%
Other	1,318	1,500	**1,500**	-	(1,914)	(1,700)	**(1,700)**	-
Total	**132,703**	**133,000**	**138,000**	**+4.0%**	**6,430**	**6,500**	**7,500**	**+16.6%**

Enhancement of Shareholder Returns

- We will enhance shareholder returns by paying progressive dividends and purchasing treasury shares.
- Further, we will pay an 80th anniversary commemorative dividend to <u>increase the amount</u> of the annual dividend for the fiscal year ending September 30, 2026 <u>by 10 yen</u>.
- We have announced a purchase of treasury shares with an upper limit of 2,900,000 shares or 3.5 billion yen. The purchase of treasury shares will bring the total return ratio to <u>48.2%</u>.

[Dividend per share[*1]]

(Yen)

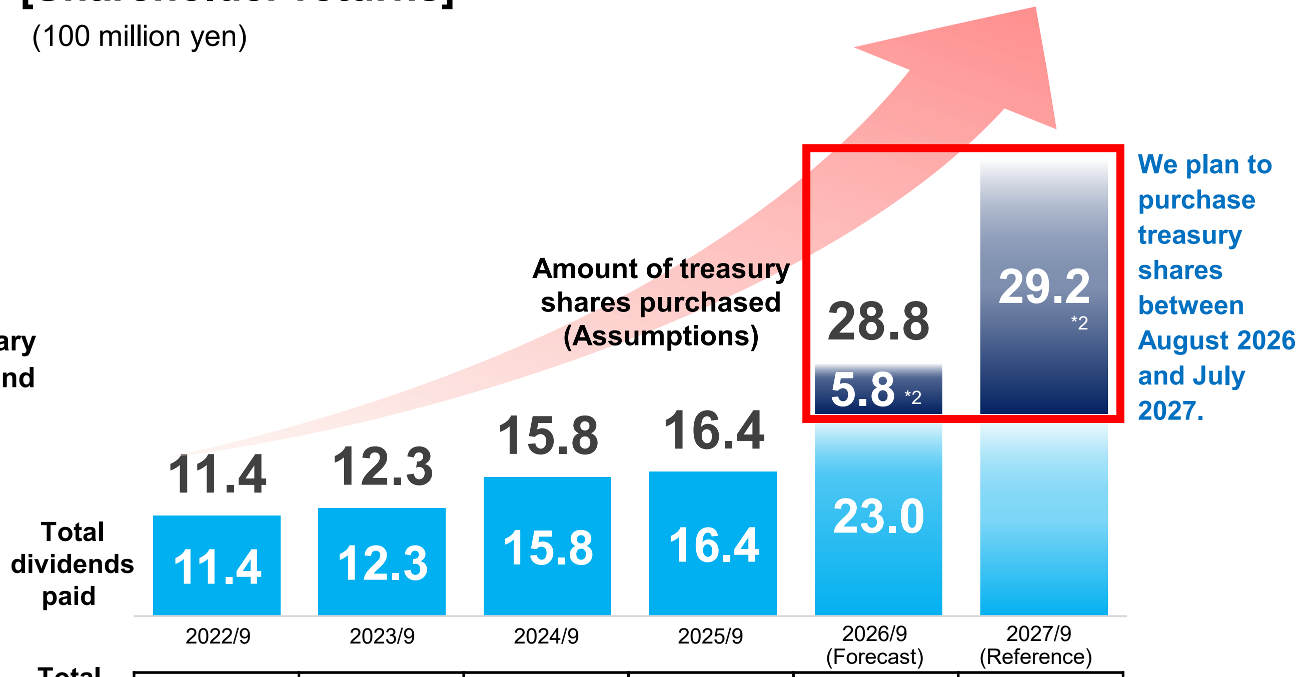


Payout ratio	26.7%	25.6%	30.4%	35.6%	38.4%

*1 The 2-for-1 split of the Company's common stock implemented on July 1, 2026 was taken into account when calculating the figures.

[Shareholder returns]

(100 million yen)



Total payout ratio	26.7%	25.6%	30.4%	35.6%	48.2%	87.1%[*3]

*2 Estimate amount for reference purposes determined by simply dividing the 3.5 billion yen upper limit on the purchase of treasury shares based on the length of the period
*3 Estimate value for reference purposes assuming total dividends and profit will be the same as in the fiscal year ending September 30, 2026

03

Introduction of a New Shareholder Benefits Program

- We have introduced a shareholder benefits program to enhance the investment appeal of our stock and increase a broad range of investors' interest in our stock.
- We will award eligible shareholders benefit points based on the number of shares held. Eligible shareholders can select preferred products from among the more than 5,000 products available via the Sanyo Trading Premium Benefit Club.

Number of shares held	Number of benefit points to be granted
500 to 599 shares	2,000 points
600 to 699 shares	3,000 points
700 to 999 shares	5,000 points
1,000 to 1,499 shares	8,000 points
1,500 to 1,999 shares	13,000 points
2,000 shares or more	20000 points

Example of benefit products

* Photos are for illustrative purposes only. The benefit products are subject to change in the future.

[Eligibility requirements] Shareholders must be listed or recorded in the shareholder registry as holding 500 or more shares as of the end of September each year, beginning in 2026.

[Carryover conditions] Points may be carried over only if the shareholder is listed in the shareholder registry under the same shareholder number for at least two consecutive years as of the end of September of the following year and continues to hold 500 shares or more (points can be carried over once).

Notice

We have created official social media accounts.

Official Sanyo Trading
Instagram account

Scan the QR code and follow us.

Official Sanyo Trading
X account

Scan the QR code and follow us.

Sponsored reports are available at the IR pages of our website.

https://www.sanyo-trading.co.jp/ir/

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Shared Research

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Quest for Next