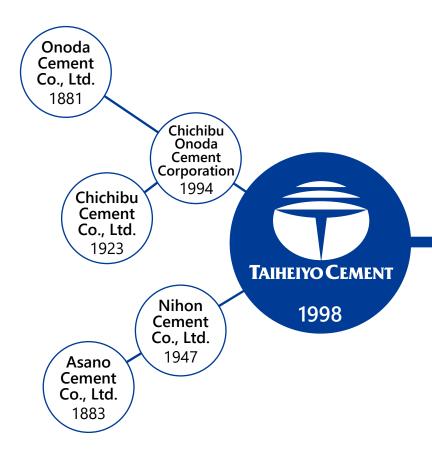


# Reference Materials of Financial Results for the Fiscal Year Ended March 31, 2024

May 14, 2024

## **Corporate Information**



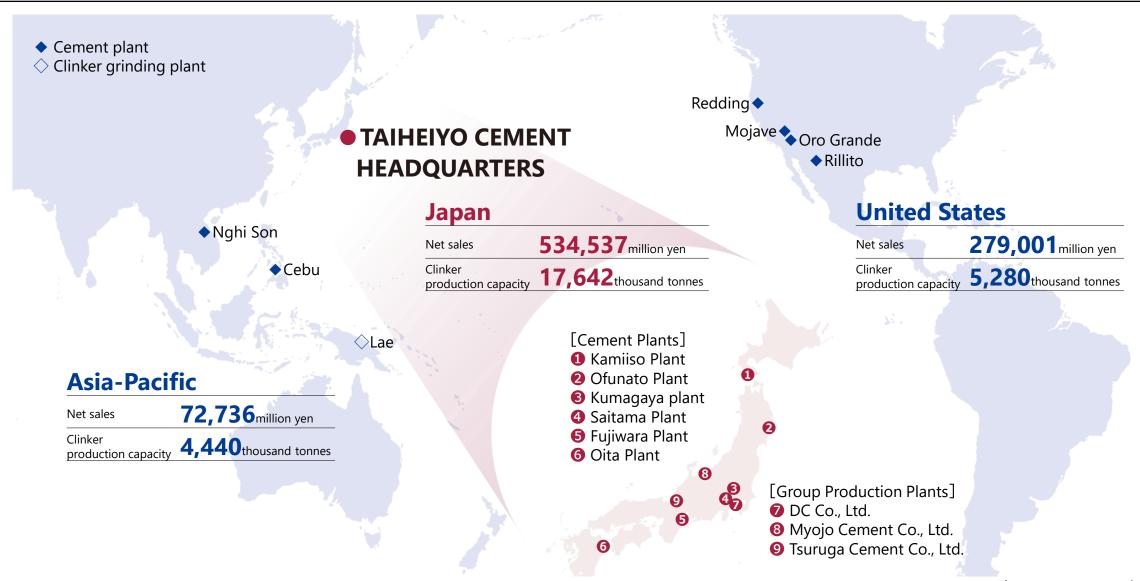
## Mission of the Taiheiyo Cement Group

Our mission is to contribute to social infrastructure development by providing solutions that are environmentally efficient, enhance our competitive position and bring value to our stakeholders.

Established	May 3, 1881
Capital	86,174 million yen
Headquarters	BUNKYO GARDEN GATE TOWER, 1-1-1, Koishikawa, Bunkyo-ku, Tokyo 112-8503, Japan
Number of employees	Consolidated: 12,540 Non-consolidated: 1,821 (not including seconded staff)
Subsidiaries	200 (including 129 consolidated subsidiaries and 4 equity-method subsidiaries)
Affiliates	103 (including 38 equity-method affiliates)

( as of March 31, 2023 )

#### Market Area



(as of March 31, 2023)

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1. Highlights of Consolidated Financial Results

## 1. Highlights of Consolidated Financial Results

#### 《Summary of Financial Results》

- ➤ Sales and profit increased from the previous year due to penetration of sales price increases in domestic cement, strong performance of U.S.A. subsidiaries, and penetration of sales price increases in domestic businesses
- > The dividend is scheduled 70 yen/share as planned

	FY2023	FY2024	Change
Net sales	809,542	886,275	+76,733
Operating profit	4,456	56,470	+52,013
Ordinary profit	1,015	59,472	+58,457
Profit attributable to owners of parent	(33,206)	43,272	+76,479
Dividend per share (Yen)	70	70	_

## 1. Highlights of Consolidated Financial Results

#### 《Main Indicators》

	FY2023	FY2024	Change
Operating profit to net sales ratio (%)	0.6	6.4	+5.8
Basic earnings per share (Yen)	(283.7)	371.1	+654.8
Net assets per share (Yen)	4,228.5	4,872.9	+644.5
Return on equity (ROE)(%)	(6.6)	8.2	+14.8
Capital adequacy ratio (%)	39.0	42.1	+3.1
Net debt/equity ratio (Times)	0.65	0.52	(0.14)

#### 《Environmental Factors》

	FY2023	FY2024	Change
Average exchange rate (Yen/US\$)	131.6	140.7	+9.0
Average procurement price of imported coal, etc. for domestic (C&F \$/t)	340	210	(130)



## (1) Consolidated Segment Information

			Net sales		Operating profit			
		FY2023	FY2024	Change	FY2023	FY2024	Change	
Cement Business	Domestic	255,740	295,169	+39,429	(36,918)	(1,408)	+35,509	
	Overseas Subsidiaries, etc.	297,301	334,700	+37,399	22,019	34,191	+12,172	
	Total	553,041	629,870	+76,828	(14,898)	32,783	+47,682	
Mineral Resources	Mineral Resources Business		87,674	+4,968	5,556	8,455	+2,899	
Environmental Bus	siness	77,911	68,254	(9,656)	5,871	6,138	+266	
Construction Mate	erials Business	68,270	73,456	+5,185	2,351	4,208	+1,856	
Other		86,926	89,397	+2,471	5,108	4,691	(417)	
Total		868,855	948,653	+79,797	3,989	56,276	+52,286	
Elimination		(59,313)	(62,378)	(3,064)	466	193	(273)	
Consolidated Tota	ıl	809,542	886,275	+76,733	4,456	56,470	+52,013	

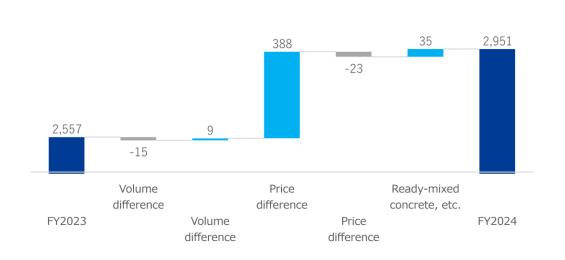


#### **1** The Domestic Cement Business

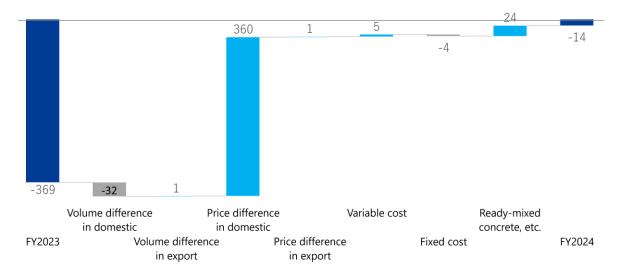
	FY2023	FY2024	Change
Sales volume (Thousand t)			
Domestic	13,129	12,950	(179)
Export	2,438	2,552	+114
Net sales (Million yen)	255,740	295,169	+39,429
Operating profit (Million yen)	(36,918)	(1,408)	+35,509

- ➤ Decrease in sales volume of cement and soil stabilizers due to decrease in domestic demand
- ➤ On the other hand, operating losses improved due to penetration of cement and soil stabilizers sales prices increases

#### Net Sales (Hundred million yen)



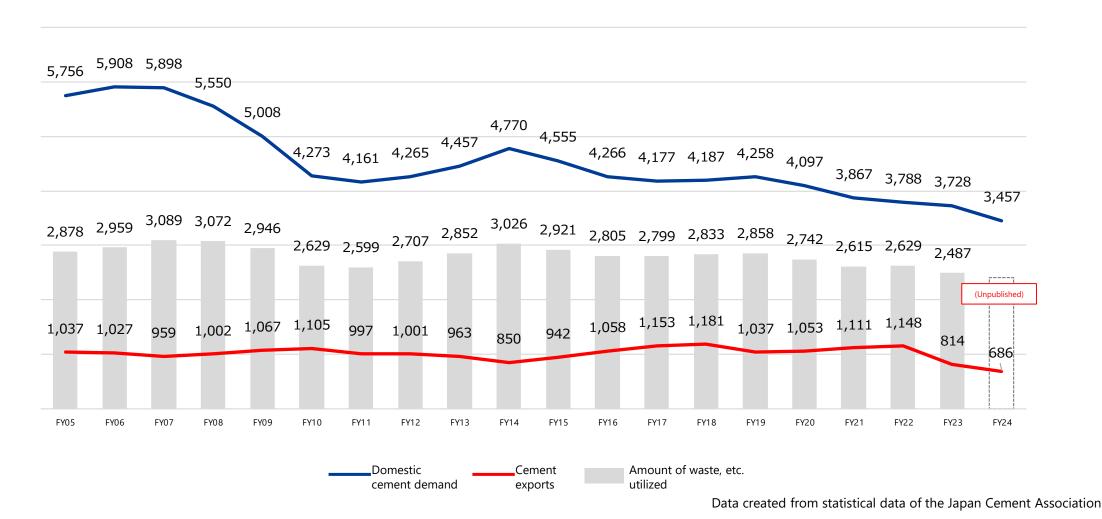
#### Operating Profit (Hundred million yen)





#### 《Appendix》 Domestic cement demand · Cement exports · Amount of waste, etc. utilized

Domestic cement demand · Cement exports · Amount of waste, etc. utilized (Ten thousand t)





#### 2 Overseas Subsidiaries, etc.

	FY2023	FY2024	Change in exchange
Net sales (Million yen)	297,301	334,700	+37,399 +20,685
Operating profit (Million yen)	22,019	34,191	+12,172

➤ Continued strong performance in U.S.A. covered the difficult situation in Southeast Asia, and as a result, increased in sales and profit

#### 《U.S.A.》

		FY2023	FY2024	Change
Cement (Thousand t)		6,693	6,825	+132
Ready-mixed concrete (Thousand cy)		5,596	6,101	+505
Not color	(Hundred million yen)	2,310	2,840	+530
Net sales	(Million \$)	1,755	2,019	(+263)
Operating profit	(Hundred million yen)	259	390	+130
	(Million \$)	197	277	+80

- U.S.A. demand fell 2.5% year-on-year due to a slowdown in housing demand caused by high interest rates
- Sales and profit increased due to penetration of sales price increases and the effect of acquisitions (full-year effect of acquisition in July 2022) and others, despite the impact of bad weather in the first quarter

#### ③Mineral Resources, Environmental, Construction Materials and Other Business

		FY2023	FY2024	Change	Main Factors of Changes in Net Sales and Operating Profit(Net Change)
Mineral	Net sales	82,706	87,674	+4,968	Increase in aggregate sales volume in the Hokkaido, and Kansai region
Resources Business	Operating profit	5,556	8,455	+2,899	Increase in various type of costs passed on to sales prices
Environmental	Net sales	77,911	68,254	(9,656)	Decrease in fuel sales
Business	Operating profit	5,871	6,138	+266	Sales of calcium carbonate used for flue gas desulfurization and gypsum remained strong
Construction	Net sales	68,270	73,456	+5,185	Ground improvement projects and Shield tunnels construction related business were strong
Materials Business	Operating profit	2,351	4,208	+1,856	Price optimization of ALC (Autoclaved Lightweight Concrete), construction and civil engineering materials
Othor	Net sales	86,926	89,397	+2,471	
Other	Operating profit	5,108	4,691	(417)	



## (2)Consolidated Statements of Income

	FY2023	FY2024	Change
Net sales	809,542	886,275	+76,733
Operating profit	4,456	56,470	+52,013
Non-operating income and expenses	(3,440)	3,002	+6,443
Ordinary profit	1,015	59,472	+58,457
Extraordinary income and losses	(17,382)	(1,438)	+15,944
Profit before income taxes	(16,366)	58,034	+74,401
Income taxes	17,872	14,358	(3,513)
Profit attributable to non-controlling interests	(1,032)	403	+1,435
Profit attributable to owners of parent	(33,206)	43,272	+76,479



## (3) Consolidated Balance Sheets

		As of Mar. 31, 2023	As of Mar. 31, 2024	Change				As of Mar. 31, 2023	As of Mar. 31, 2024	Change		
	Cash and deposits	79,842	80,101	+259	es	Curre	ent liabilities	385,784	368,103	(17,680)		
ssets	Trade receivables	182,963	206,584	+23,620	abilitie	Non-	-current liabilities	354,221	373,762	+19,541		
Ф	Inventories	138,373	123,177	(15,195)	Li		Total liabilities	740,005	741,866	+1,861		
Current	Other	29,228	20,425	(8,803)		ity	Share capital	86,174	86,174	_		
	Total current assets	430,408	430,289	(118)		equity	Capital surplus	49,729	50,051	+322		
	Total property, plant and equipment	620,083	653,910	+33,827		Shareholders	Retained earnings	342,880	379,125	+36,245		
ssets	Total intangible assets	39,766	39,083	(683)	ssets		Treasury shares	(13,738)	(17,942)	(4,204)		
Ф	Total investments and other assets	178,604	214,967	+36,363	Net a	Sh	Total shareholders' equity	465,045	497,409	+32,363		
-current					Γ	Γ		Accu	mulated other comprehensive income	29,911	65,801	+35,890
Non						Non-	controlling interests	33,899	33,174	(725)		
	Total non-current assets	838,454	907,961	+69,507			Total net assets	528,857	596,384	+67,527		
	Total assets	1,268,862	1,338,251	+69,388	59,388 Total liabilities and net assets		otal liabilities and net assets	1,268,862	1,338,251	+69,388		

	As of Dec. 31, 2022	As of Dec. 31, 2023	Change
Exchange rate at end of period (Yen/US\$)	132.7	141.8	+9.1

	As of Mar. 31, 2023	As of Mar. 31, 2024	Change
Interest-bearing debt (Million yen)	403,485	370,469	(33,016)

## (4)Consolidated Statements of Cash Flows

	FY2023	FY2024	Change
Cash flows from operating activities	(268)	140,543	+140,812
Cash flows from investing activities	(93,344)	(82,138)	+11,206
Cash flows from financing activities	112,080	(59,476)	(171,556)
Effect of exchange rate change on cash and cash equivalents	2,048	1,350	(697)
Net increase (decrease) in cash and cash equivalents	20,515	278	(20,236)
Other	99	39	(59)
Cash and cash equivalents at beginning of period	50,213	70,828	+20,614
Cash and cash equivalents at end of period	70,828	71,146	+318



#### 《Precondition》

➤ The precondition for the FY 2025 forecast is as follows

	FY2024(Actual)	FY2025(Forcast)	Change
Domestic cement demand (Ten thousand t)	3,457	3,500	+43
Average procurement price of imported coal, etc. for domestic (C&F \$/t)	210	165	(45)
Average exchange rate (Yen/US\$)	140.7	145.0	+4.3

(Sensitivity: Impact on operating profit)100 million yen positive impact by 1 yen drop in foreign exchange

#### 《Summary for the Fiscal 2025 Forecast》

- > Expect to increase in sales and profits from the previous year
- Domestic cement business is expected to increase in operating profit due to an improvement of coal prices
- Overseas subsidiaries, etc. are expected to increase in sales and profit due to a strong performance in the U.S.A.
- ➤ Depreciation expense decreased by 7.8 billion yen due to change in depreciation method (declining-balance method → straight-line method)



## (1) Consolidated Statements of Income

(Hundred million yen)

	FY2024(Actual)	FY2025(Forcast)	Change
Net sales	8,862	9,600	+738
Operating profit	564	840	+276
Non-operating income and expenses	30	(5)	(35)
Ordinary profit	594	835	+241
Extraordinary income and losses	(14)	(5)	+9
Profit before income taxes	580	830	+250
Income taxes	143	190	+47
Profit attributable to non-controlling interests	4	20	+16
Profit attributable to owners of parent	432	620	+188



## (2) Consolidated Segment Information

(Hundred million yen)

			Net sales		(	Operating profit	
		FY2024 (Actual)	FY2025 (Forcast)	Change	FY2024 (Actual)	FY2025 (Forcast)	Change
Cement Business	Domestic	2,951	3,140	+189	(14)	150	+164
	Overseas Subsidiaries, etc.	3,347	3,660	+313	341	425	+84
	Total	6,298	6,800	+502	327	575	+248
Mineral Resources	Business	876	960	+84	84	100	+16
Environmental Business		682	750	+68	61	61	_
Construction Mate	erials Business	734	810	+76	42	50	+8
Other		893	950	+57	46	55	+9
Total		9,486	10,270	+784	562	841	+279
Elimination		(623)	(670)	(47)	1	(1)	(2)
Consolidated Tota	ıl	8,862	9,600	+738	564	840	+276

<sup>※</sup>Decrease in depreciation expenses due to change in depreciation method (declining-balance method → straight-line method) Domestic Cement: 49 hundred million yen, Mineral Resources: 11 hundred million yen, Environmental: 3 hundred million yen, Construction Materials: 3 hundred million yen, Other: 10 hundred million yen

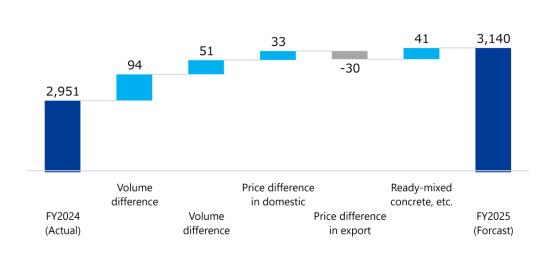


#### **1** The domestic Cement Business

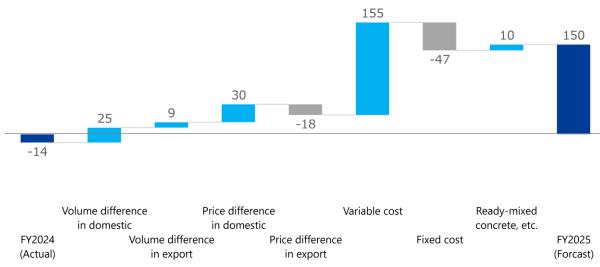
	FY2024 (Actual)	FY2025 (Forcast)	Change
Sales volume (Thousand t)			
Domestic	12,950	13,300	+350
Export	2,552	3,300	+748
Net sales (Hundred million yen)	2,951	3,140	+189
Operating profit (Hundred million yen)	(14)	150	+164

- Expect to increase in sales volume of cement and soil stabilizers due to a slight increase in domestic demand
- Expect to Increase in operating profit due to a price improvement of coal, etc.

#### Net Sales (Hundred million yen)



#### Operating Profit (Hundred million yen)





#### ②Overseas Subsidiaries, etc.

	FY2024 (Actual)	FY2025 (Forcast)	Change in exchange
Net sales (Hundred million yen)	3,347	3,660	+313 +101
Operating profit (Hundred million yen)	341	425	+84 +13

- ➤ U.S.A. and Asia, etc. is expected to increase in sales and profit
- ➤ The new Philippine plant is scheduled to start commercial production in July 2024

#### 《U.S.A.》

		FY2024 (Actual)		
Cement (Thousand t)		6,825	6,875	+49
Ready-mixed concrete (Thousand cy)		6,101	6,080	(21)
Net sales	(Hundred million yen)	2,840	3,008	+167
ivet sales	(Million \$)	2,019	2,074	+54
Operating profit	(Hundred million yen)	390	418	+28
	(Million \$)	277	288	+11

- ➤ U.S.A. is expected to increase in national demand by about 1.0% from the previous year, supported by infrastructure investment, etc., although a slowdown in private demand is expected
- Sales volume is expected to be similar to the previous year. However, sales and profit are expected to increase due to price increases and cost reductions

4. Shareholder Returns

#### 4. Shareholder Returns

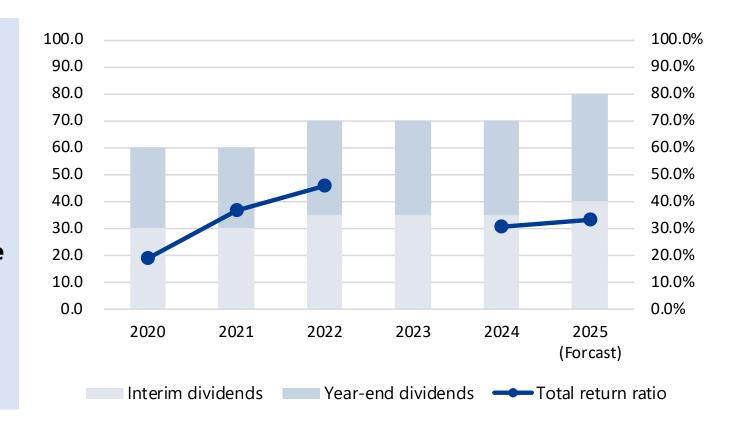
- > 70 yen/share (including interim dividend of 35 yen/share) is scheduled in fiscal 2023 as planned
- > 80 yen/share (including interim dividend of 40 yen/share) is planned to increase by 10 yen in fiscal 2024

《Shareholder Return Policy》

**Total return ratio: 33% or more** 

Maintaining steady dividends :Dividend per share of 80 yen or more

**Agile acquisition of treasury shares** 



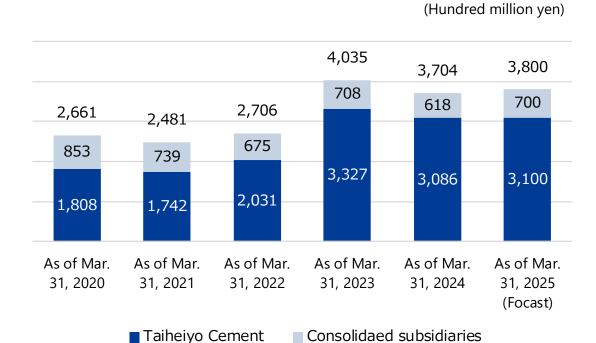


## Appendix

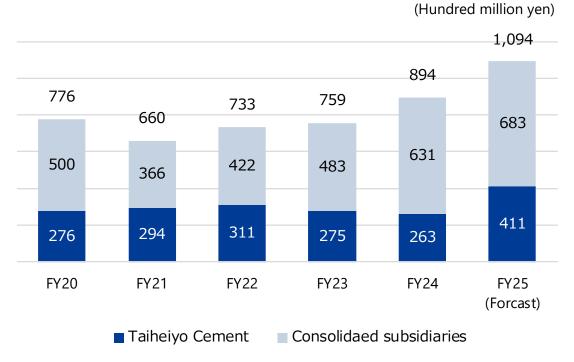


### **Transition Data**

#### (1) Interest-bearing Debt



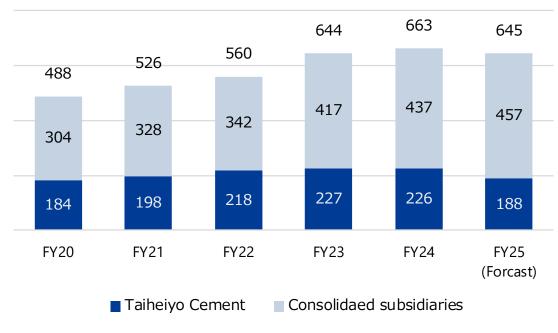
#### (2) Capital Investment



## **Transition Data**

#### (3) Depreciation Expenses

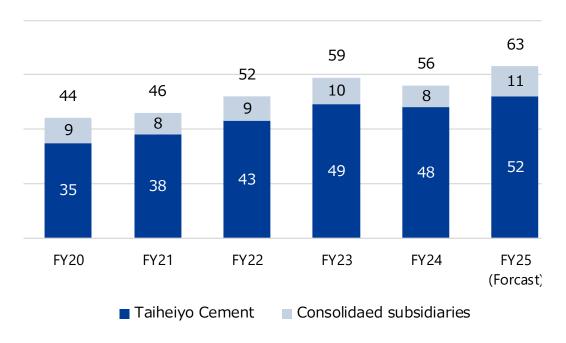
#### (Hundred million yen)



Change in depreciation method from FY 2025 (declining-balance method to straight-line method)

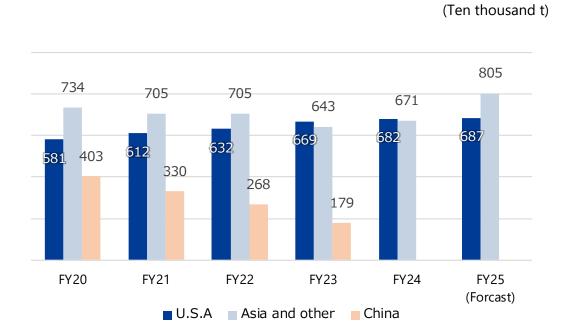
#### (4) Research and Development Expenses

(Hundred million yen)

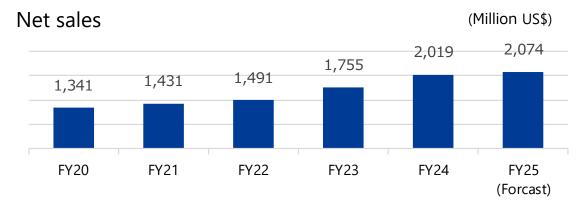


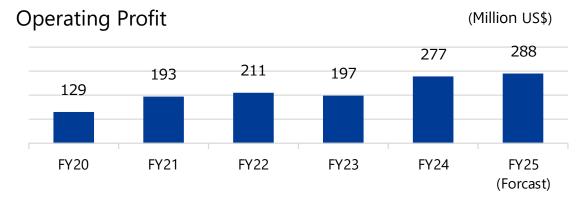
### **Transition Data**

(5)Sales Volume of Cement in Overseas Subsidiaries (Simple sum of consolidated subsidiaries)



(6)Overview of Business in the U.S.A.







### Forecast for the First Half of Fiscal 2025

### (1)Consolidated Statements of Income

(Hundred million yen)

	FY2024	FY2025	
	Six months	Six months	Change
	(Actual)	(Forcast)	
Net sales	4,185	4,640	+455
Operating profit	177	345	+168
Ordinary profit	201	345	+144
Profit attributable to owners of parent	136	265	+129

XDecrease in depreciation expenses due to change in depreciation method (declining-balance method → straight-line method): 33million yen

#### Forecast for the First Half of Fiscal 2025

## (2) Consolidated Segment Information

(Hundred million yen)

			Net sales		(	Operating profit	
		FY2024 Six months (Actual)	FY2025 Six months (Forcast)	Change	FY2024 Six months (Actual)	FY2025 Six months (Forcast)	Change
Cement Business	Domestic	1,442	1,570	+128	(60)	42	+102
	Overseas Subsidiaries, etc.	1,541	1,770	+229	139	200	+61
Total		2,983	3,340	+357	78	242	+164
Mineral Resources Business		429	470	+41	40	46	+6
Environmental Business		325	360	+35	30	28	(2)
Construction Materials Business		341	370	+29	18	16	(2)
Other		403	430	+27	9	13	+4
Total		4,483	4,970	+487	178	345	+167
Elimination		(297)	(330)	(33)	(0)	(0)	_
Consolidated Tota	ıl	4,185	4,640	+455	177	345	+168

<sup>※</sup> Decrease in depreciation expenses due to change in depreciation method (declining-balance method → straight-line method) Domestic Cement: 21 hundred million yen, Mineral Resources: 4 hundred million yen, Environmental: 1 hundred million yen, Construction Materials: 1 hundred million yen, Other: 4 hundred million yen



## Key Player in the Formation of a Circular Economy

The Taiheiyo Cement Group will continue to fulfill its role as a supplier of critical materials for national resilience and as a key player in the formation of a circular economy, while progressing with the steady transition to carbon neutrality.

Housing

• Dams

#### **Utilization of waste** and by-products

- Coal ash Blast furnace slag
- Various industrial waste
- Construction soil Municipal waste
- Incineration residues
- Household water and sewage sludge etc.

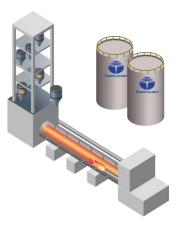
**Key player in** the formation of a circular economy

#### **Uses in the development** of social infrastructure and the living environment

- Roads Railways
- Ports and harbors
- Tunnels Bridges
- SchoolsHospitalsCommercial buildings
- Levees Seawalls
- Underground facilities and more

**Supply critical** materials for national resilience **Currently, the amount of waste and** by-products used in the cement industry in Japan is equivalent to about 10% of the total amount of materials recycled in Japan.

Our group uses waste and byproducts generated in local communities and other industries as raw materials and fuel to produce cement with a recycling rate of over 40%.





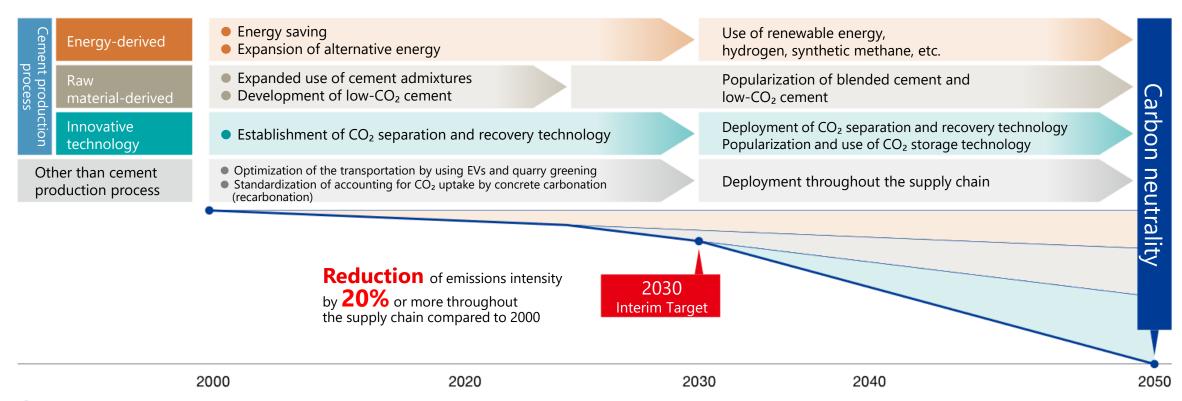
## Carbon Neutrality Transition Plan

CO<sub>2</sub> emissions from cement manufacturing process are 60% raw material-derived and 40% energy-derived.

#### By 2030,

- Completion of maximized use of existing technologies to reduce CO<sub>2</sub> emissions derived from energy and raw materials
- Completion of technological development of innovative technologies (CO₂ capture and CO₂ utilization)

Toward 2050, we will sequentially deploy innovative technologies to deliver carbon neutrality throughout the entire supply chain.



#### **External Evaluation**

#### FTSE Blossom Japan Sector Relative Index



#### Morningstar Japan ex-REIT Gender Diversity Tilt Index (GenDi J)



## MSCI Japan ESG Select Leaders Index



## **S&P/JPX Carbon Efficient Index**



#### **CDP**

[Selected as the "Supplier Engagement Leader"] [Scored A for climate change, B for water]





#### **JCR**

[Consecutive A rating since 2020]

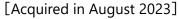


#### R&I

[Consecutive A- rating since 2018]



## Platinum "Kurumin" certification





## **Health & Productivity Management Outstanding Organization**



[Acquired in 2023]

## Human Capital Management Quality 2023

[Silver]



#### **DBJ Environmental Rating**

[The Highest Rating for the eight consecutive year]





## List of major News Releases

Jan.22.2024	Participation in "Circular Partners", an Industry-Government-Academia Partnership for a Circular Economy
Jan.24.2024	Assistance to affected areas and victims of the 2024 Noto Peninsula Earthquake
Jan.30.2024	Breakthrough by Dynamic Approach in Sewage High Technology Project (B-DASH Project) "Research and Demonstration Project regarding Sewage Resources Utilization by using New Phosphorus Recovery System" Completion Ceremony Hel for Phosphorus Recovery and Fertilizer Conversion Facility
Feb.6.2024	Taiheiyo Cement selected for CDP Climate Change "A List" (highest rating) for the second consecutive year in recognition of our advanced environmental initiatives and transparency
Feb.21.2024	Taiheiyo Cement Corporation Renames "Carbon Neutral Technology Development Project Team" to "Carbon Neutral Technology Development Department"
Feb.22.2024	Selected for "Human Capital Management Quality 2023 (Silver)" in the "Human Capital Survey 2023"
Feb.27.2024	Notice Concerning Changes in Representative Directors
Feb.29.2024	Taiheiyo Cement Obtains the Highest DBJ Environmental Rating for the eight consecutive year.
Mar.6.2024	Taiheiyo Cement has been selected as the "Supplier Engagement Leader", the highest rating in the "Supplier Engageme Rating" by CDP
Mar.11.2024	Taiheiyo Cement is Recognized as a "Certified Health and Productivity Management Organization" for Two Consecutive Years
Mar.21.2024	Installation of New Gas Engine Power Generation System at Fujiwara Plant
Apr.3.2024	Commencement of Demonstration Runs of C2SP Kiln® for CO2-capture Technology in the Cement Production Process
May.9.2024	Price revision of cement and cement-based soil stabilizers

#### Disclaimer

This document is a translation of the original Japanese version and provided for reference purposes only. In the event of any discrepancy between the Japanese original and this English translation, the Japanese original shall prevail.

Forecasts and other forward-looking statements in this document are based on information available to Taiheiyo Cement as of the date of the release of this document and on certain assumptions Taiheiyo Cement deems reasonable, and therefore are subject to risks and uncertainties.

As such, Taiheiyo Cement does not offer any promise or guarantee that forecasts included in this document will be realized in the future. Actual results may differ significantly due to a variety of factors.

