

Business Report

Consolidated Financial Statements for the Second Quarter of FY2023 (Ending March 31, 2024)



GUNZE LIMITED TSE Prime (Code:3002)

1



I. Financial Statements for the Second Quarter of FY2023 (Ending March 31, 2024)



I-1. Consolidated Financial Statements for FY2023 2Q

Consolidated operating results

	FY2023 2Q	FY2022 2Q	Y over Y		
	Bottom profit margin	Bottom profit margin	Increase (Decrease)	Change (%)	
Net sales	65,153 67,350		(2,196)	(3.3)	
Operating profit	3,230 5.0%	2,806 4.2%	423	15.1	
Ordinary profit	3,280 5.0%	3,087 4.6%	193	6.3	
Profit attributable to owners of parent	2,657 4.1%	2,206 3.3%	451	20.4	

(Millions of yen)

Extraordinary income: Gain on sales of securities 700

Consolidated financial position

	FY2023 2Q	FY2022 2Q	Increase (Decrease)
Total assets	164,745	165,927	(1,182)
Net assets	118,386	115,757	2,629
Equity ratio	71.9%	69.8%	2.1%
Interest-bearing debt	13,645	15,426	(1,781)
BPS (JPY)	6,936.93	6,789.78	147.15



I-2. FY2023 2Q Segment Summary

In the second year of the medium-term management plan "VISION 2030 Stage 1", the apparel business improved profitability in the second quarter, while overall sales and income declined.

Highlights of segment performance

Functional Solutions	Sales and profits declined due to slowdown in customers' demand and high raw material and fuel prices. Plastic Films: Strong shrink film sales in the U.S., but impacted by weak demand in Japan and Asia Engineering Plastics: Sales of office automation equipment were stagnant, but sales of semiconductors and industrial applications remained strong. Electronic Components: Touch panels for China affected by market slowdown.
Medical	Sales and profits decreased due to lower sales of medical lasers. Otherwise, sales of new bioabsorbable products and sales expansion in China proceeded smoothly. Sales of the new absorbable adhesive barrier sheet in Japan and sales in China were strong, but the decline in the number of cosmetic medical facilities opening after the Covid-19 and the decline in orders for medical lasers due to restrained investment.
Apparel	Profitability improved due to price revisions, including higher value-added products, as sales recovery progressed, resulting In the apparel business as a whole, the mass market route struggled, but the e-commerce and company-owned store routes, which are being strengthened, grew. Prolonged record-breaking summer heat delayed fall/winter product development Continued work on growth strategy through D-to-C shift and profit improvement through price revision. Innerwear: Value-added products that meet customer needs performed well. Legwear: continued structural reforms to improve profitability. in higher profits.
Lifestyle Creations	Good sales and profit growth due to lifting of restrictions The real estate business recorded a decline in sales due to the recognition of sales from the redevelopment of unused land in the previous fiscal year. Both the shopping center and sports club businesses are recovering with the lifting of restrictions.



I-3. FY2023 2Q Performance by Segment

Consolidated Results

(Millions of yen)

	Net sales			Operating profit Bottom: profit margin		
	FY2023 2Q	FY2022 2Q	YoY	FY2023 2Q	FY2022 2Q	YoY
Functional Solutions	24,251	24,836	(2.4%) (584)	2,937 12.1%	3,114 12.5%	(5.7%) (176)
Medical	5,492	5,631	(2.5%) (138)	907 16.5%	1,078 19.1%	(15.8%) (170)
Apparel	29,373	30,082	(2.4%) (709)	775 2.6%	190 0.6%	305.9% 584
Lifestyle Creations	6,428	7,172	(10.4%) (743)	297 4.6%	198 2.8%	49.4% 98
Total	65,153	67,350	(3.3%) (2,196)	3,230 5.0%	2,806 4.2%	15.1% 423



I-4. Consolidated Financial Statements for FY2023 2Q by Segment

(Millions of yen)



Total includes corporate expenses not included in segment profit



(Millions of yen)

I-5. Net sales for FY2023 2Q



<By segment>



Apparel sales declined due to the prolonged summer heat, which delayed the launch of fall and winter products.

7



I-6. Operating profit for FY2023 2Q



Total includes corporate expenses not included in segment profit.

8



I-7. Quarterly Financial Results

(Millions of yen)

	1Q				2Q			
	FY 2023	FY 2022	Increase/D	ecrease	FY 2023	FY 2022	Increase/D	ecrease
Net sales	31,706	31,868	(162)	(0.5%)	33,447	35,481	(2,034)	(5.7%)
Functional Solutions	11,326	11,425	(98)	(0.9%)	12,925	13,410	(485)	(3.6%)
Medical	2,420	2,775	(355)	(12.8%)	3,072	2,855	217	7.6%
Apparel	14,583	14,062	520	(3.7)	14,789	16,019	(1,230)	(7.7%)
Lifestyle Creations	3,557	3,755	(197)	(5.3%)	2,871	3,417	(545)	(16.0%)
Operating profit	1,515	1,252	262	21.0%	1,714	1,554	160	10.3%
Functional Solutions	1,423	1,390	32	2.4%	1,514	1,723	(209)	(12.1%)
Medical	463	604	(141)	(23.3%)	444	473	(29)	(6.1%)
Apparel	343	(26)	370	-	431	217	213	97.7%
Lifestyle Creations	172	126	46	36.5	124	72	51	72.2%
Ordinary profit	1,640	1,570	69	4.5	1,639	1,516	123	8.1%
Profit attributable to owners of parent	1,586	1,171	415	35.4	1,071	1,035	36	3.5%



I-8. Detail of Changes in Total Assets



10



I-9. Cash Flows

(Millions of yen)

	FY 2023	FY 2022	Change	Breakdown of Operating CF	
	2Q	2Q	Change	Profit before income taxes	3,865
Onenetings				Depreciation and amortization	3,018
Operatinga ctivities	3,552	(2,048)	5,600	Corporate income tax return	1,225
				Increase in inventories (1	1,928)
Investing				Increase in other current assets (1	1,486)
activities	(63)	(2,676)	2,612	■ Breakdown of Investing CF	
		3,489 (4,724)	8,212	Sale of investment securities	4,549
FCF	3,489			Purchase of fixed assets (3	5,626)
				Purchase of investment securities	(980)
Financing	(4 822)	(260)	(4.462)	Breakdown of Financing CF	
activities	(4,822)	(360)	(4,462)	Dividends paid (2	,495)
	•			Decrease in short-term debt and commercial paper (1	,877)
Cash and cash equivalents	10,886	9,828	1,058		
					11



I-10. Capital Expenditures and Depreciation & Amortization

(Millions of yen)

	Capital expenditures			Depreciation & amortization				
	FY2023		FY2022 Change from		FY2023		FY2022	Change from
	Forecast	2Q Total	Results	previous period	Forecast	2Q Total	Results	previous period
Functional Solutions	5,400	753	4,816	584	2,600	1,203	2,423	177
Medical	1,000	107	553	447	500	201	371	129
Apparel	2,100	433	1,493	607	1,400	646	1,250	150
Lifestyle Creations	1,700	314	2,053	(353)	1,500	673	1,370	130
Others	800	158	680	120	500	333	478	22
Total	11,000	1,765	9,597	1,403	6,500	3,056	5,894	606

	Plastic film resource recycling plant and production facilities	3,000
Major investment	Medical plant expansion and automate production facilities	300
plan in FY2023	Apparel SCM system renewal	600
	Renovation of commercial facilities	600



II. Business Summary by Subsector





Position

Profit increased

II-1. Business Summary by Subsector

Functional Solutions 1

Plastic films

The resource recycling factory was completed in April. The company will promote production innovation by automating equipment and using renewable energy. Work to launch environmentally friendly products and strengthen overseas sales expansion in the U.S., China, ASEAN countries.

Category	Main Products	Topics
Shrink film domestic	Hybrid styrene shrink film is made by coextrusion of PET and PS. It has both well shrinkage and shrink characteristics. Olefin shrink film has a low specific gravity and easy to recycle.	Beverage sales were stable due to the extremely hot weather. Food and Toiletries: Sales declined due to consumer reluctance to spend as a result of product price increases. Film price increases ensured sales growth.
Flexible packaging	The products have excellent gas barrier and pinhole resistance for food industry.	Products are being used less due to price increases and a decrease in the use of packaging materials due to environmental issues such as miniaturization in Japan. Exports suffered from the shift to lower prices caused by the economic downturn in the U.S. and China.
Industrial Packaging	For semiconductor manufacturing, EV batteries, and wallpaper industry etc.	Impact of ongoing semiconductor market inventory correction.
OPP films	Excellent anti-fog characteristic for food package.	Affected by deteriorating overall packaging market conditions.
Shrink film overseas	Shrink films can be supplied world wide. The company has three production site in USA, China, and Vietnam.	USA: Strong sales of functional beverages, and also continued to expand sales of functional films. Vietnam: Inflation makes it clear that the market is cost conscious. China: Weak market conditions drive cost focus.



II-2. Business Summary by Subsector

Functional Solutions 2

Engineering plastics

In addition to expanding the market share of its core products for the office automation market and developing new applications in the healthcare and medical markets, the company aims to further expand sales of products for industrial equipment.

Position Profit increased

Category	Main Products	Topics
OA Functional products	Fluorine thin film tubes for fusing belts/rolls The intermediate transfer belt has the top share in the global market.	The economic stagnation in Europe, the U.S. and China has impacted the replacement cycle, leading to a decline in the number of small printers and other products.
Non-OA products	Functional parts used in manufacturing processes in the industrial market.	Raw materials for fluoropolymers are in short supply, but orders continue to come in from various industries.



Seamless belt



Fluorine thin-walled tubing



■ Filter support materials



Tear-resistant fluoropolymer tubing

Electronic components		Improve profits with differe management.	Position Profit	
Category	М	Iain Products	Topics	improve
Touch screens	Assembly and sale	es of capacitive touch panels	China's market recovery remains slow.	ment



II-3. Business Summary by Subsector

◆ Medical				Position
Medical			by strengthening sales in the US and China evelopment. Recovery in 2nd quarter.	Growth & expansion
♦ category	Main	products	Topics	
Bioabsorbable reinforcement felt	Suitable for reinforcing sutur preventing air leaks during su effective as a scaffold materi tissueregene ration	irgery	China: Sales increased due to the recovery of operation Covid-19 and the effect of the depreciation of JPY. U.S.: Decline due to reduction in materials distribution	
Bone fixation devices	Bioabsorbable bone grafting with special processing	material	Japan: New in-house products performed well and p improved. China: Sales increased due to sales expansion in the surgery.	
Artificial dermis	Absorbable artificial skin usi	ng collagen	Japan: Strengthen sales expansion under new sales s U.S.: Continue to develop facilities, especially in the field.	
Absorbable adhesion barrier sheet	Absorbent anti-adhesion mat consisting of gelatin in film f with an uneven surface		 Since its launch, the product has been well received of use. Purchasing is progressing at key facilities in urban as future, the company plans to expand sales in rural ar	reas. In the
Purchased products like medical laser and so on	Medical devices for cosmetic wound care and so on	s, plastic surgery,	Medical laser: Propose to replace existing facilities a sales to private clinics starting in Q2.	nd deepen



II-4. Business Summary by Subsector

◆ Apparel 1

Continue to expand D-to-C sales through the e-commerce channel and company-operated stores, which are growing at an accelerated pace in line with changing consumer behavior, and further expand sales through collaborations with other companies.

Innerwear

Expand our health and wellness and ethical products in line with consumers' return to natural materials, casual wear, health and environmental consciousness and Femtech. Strengthen sales expansion of women's innerwear such as Femtech and differentiated products.

Profit increased

Position

• High value-added products based on differentiated technologies, such as "in-T", were well received and contributed to improved profitability.

• E-commerce and company-operated stores drive strong sales.

BODYWILD: Existing stores declined, but EC route was strong, especially for molded "3DBoxer".

YG: The "in-T" innerwear, designed specifically for T-shirts, was expanded. Sales of value-added cotton-based products also increased.

KIREILABO: Fitte" organic cotton products and the "Yutarila" fully seamless cup bra are driving sales. Tuché: Newly launched bras are selling well, mainly through e-commerce and company-owned stores.



men's

women's



YG





KIREILABO

BODYWILD



II-5. Business Summary by Subsector

◆ Apparel 2

Legwear

Strengthen market responsiveness based on changing consumer needs, aggressively launch new products in leggings and bottoms, and promote structural reform by reorganizing production bases.

Position Profit improve

ment

• Work to improve profitability in addition to increasing sales.

Pantyhose: Sales increased due to price revisions and renewals of core products. Volume was maintained.

Bottoms: Expanded sales of lifestyle category products through DtoC route, reviewed low-profit PB.

Profitability improved as a result of production structure reforms.



SABRINA leggings



BODYWILD tapered pants



Position

Profit

improve ment

II-6. Business Summary by Subsector

Lifestyle Creations

Real estate

Strengthen property-specific management of commercial facilities. Focus on improving profitability and investment efficiency.

Status of shopping center business

Tsukashin (Amagasaki City, Hyogo): The number of visitors has recovered since the restrictions on activities were lifted, but were impacted by rising utility prices.

Status of real estate leasing business

Decrease due to sales of the Nagai City Station Development Project (Yamagata) recorded in the previous fiscal year.



Tsukashin shopping center

Sports club

Expanding the school business and tailoring it to regional and store characteristics led to membership growth.

Sales recovery is also expected due to the strengthening of the school business and the implementation of price revisions but in the fitness business, membership has not returned to pre-Covid19 levels. Need to improve profitability based on store characteristics.



Green business

Aggressive efforts to increase fixed volume to reduce CO2 emissions

Tree sales were stable due to the delivery of large projects such as schools.



19



III. Outlook for FY2023



III-1. FY2023 Forecast

No revision of forecast

(Millions of yen)

Item	FY2023		FY2022		Change	
	Forecast	Profit ratio	Results	Profit ratio	Amount	%
Net sales	140,000		136,030		3,970	2.9%
Operating profit	7,500	5.4%	5,812	4.3%	1,688	29.0%
Ordinary profit	7,500	5.4%	6,021	4.4%	1,479	24.6%
Profit attributable to owners of parent	4,800	3.4%	4,501	3.3%	299	6.6%



III-2. FY2023 Forecast by Segment

			No 1	revision of foreca	st (Millio	ons of yen)
	Net sales			Operating Profit Bottom: Profit margin		
	FY2023	FY2022	Change	FY2023	FY2022	Change
Functional Solutions	51,800	49,555	2,245 4.5%	7,100 13.7%	6,835 13.8%	265 3.9%
Medical	12,000	10,957	1,043 9.5%	2,300 19.2%	2,082 19.0%	218 10.5%
Apparel	63,300	60,986	2,314 3.8%	1,400 2.2%	(222) (0.4%)	1,622
Lifestyle Creations	13,800	15,327	(1,527) (10.0%)	800 5.8%	705 4.6%	95 13.5%
Total	140,000	136,030	3,970 2.9%	7,500 5.4%	5,812 4.3%	1,688 29.0%



III-3. Distribution of Earnings to Shareholders



% GUNZE carried out consolidation of its shares in which every ten shares of the Company's common stock would be consolidated into one share effective October 1, 2017. Accordingly, dividends before the end of March 2017 are converted by reflecting this share consolidation.



Under the new medium-term management plan "VISION 2030 Stage 1", the company will 100% total return ratio (until ROE exceeds cost of shareholders' equity). Dividend on Equity Ratio (DOE): Policy of returning profits to shareholders with a target of 2.2% or more.



III-3. Distribution of Earnings to Shareholders [Timely Disclosure]

Timely disclosure on November 2, 2023

Notification of Stock Repurchase

1. Purpose of stock repurchase

Implement an agile capital policy based on the financial strategy of the medium-term management plan "VISION 2030 Stage1".

<u>2. Details of repurchase</u>

- (1) Class of shares: Common stock of Gunze
- (2) Total number of shares to be repurchased:
 - Up to 430,000 shares
 - (2.49% of the total number of shares outstanding)
- (3) Total amount: Up to 2,000 million yen
- (4) Period: From November 6, 2023 to March 22, 2024

(Reference) Status of treasury stock as of September 30, 2023 Number of outstanding shares excluding treasury stock: 17,066,082 Number of shares of treasury stock: 227,434



Additional Information to Explain Management Activities

Contents

- I. Initiatives Promoted by Key Subsectors in Second Half
- II. Action to Implement Management that is Conscious of Cost of Capital and Stock Price
- III. Initiatives to Reduce Environmental Impact





I. Second half initiatives driven by key subsectors

Subsectors	Second half initiatives driven			
Plastic film	 Shrink films in Japan: Expanded sales of environmentally friendly products such as shrink film with 30% recycled content and entered a new market with thinner shrink film. Shrink films overseas: Expanded sales of environmentally friendly products in toiletries in the U.S., beverages in Vietnam and household goods in China. Drive cost reductions in all product lines by using resource recycling plant. 			
Engineering plastics	 Industrial applications: Sales expansion will be strengthened as demand in the healthcare market remains strong. Semiconductor: Inventory adjustment will be temporary as raw material prices remain high. *Recovery from 4Q OA-related products: Aim for recovery through new product launches. *Recovery from 4Q 			
Medical	 Increase profits by expanding sales of core products such as absorbable reinforcement felt, bone fixation device and artificial dermis in China. Increase profits by expanding sales of new products with high growth potential such as absorbable adhesive barrier sheet and bone fixation device in Japan. Attract new customers for medical lasers: Strengthen proposals to private clinics and acquire replacement demand from existing facilities. 			
Apparel	 Strengthen the D-to-C business: Aim to increase sales and profits through EC and directly operated stores. Mass retailer channel: Expand product lineup through 24SS rebranding "BODYWILD", "Tuche", "COOLMAGIC" and so on. Further promote structural reforms. 			



II-1. Action to implement management that is conscious of cost of capital and stock price





II-2. Action to implement management that is conscious of cost of capital and stock price





II-3. Action to implement management that is conscious of cost of capital and stock price





III-1 Initiatives to reduce environmental impact

Theme	CO2 reduction	Initiatives	Indicators			
		Energy saving, creation and recycling			ImI	
Respond to climate change	Reduction of Scope 1,2	Energy use innovation	Energy and Carbon tax Cost reduction	Creation of	Improvement	
		Resource recycling factory				
Realize a resource-recycling society	Reduction of Scope3	Recycle industrial waste	Ongoing development of environmentally friendly products and reduce their production costs	economic value Expansion of business areas and cost reduction	f business	
Achieve		Use recycled and biomass- based raw materials				
sustainable procurement		Reduce raw materials CO2 emissions		alue ansion of business a and cost reduction	sustainability	
Environmental value creation						
Reduce environmental impact						
Social value creation						30



III-2 Initiatives to reduce environmental impact



1. Scope 1 and 2 reduction targets and plans

2. Scope3 emissions





Method	Measures
Energy saving	Updating equipment to increase energy efficiency
Energy creation	Expanding solar energy use
Energy recycling	Using renewable energy sources

CO2 emissions expected to continue to increase as business expands

- Increased use of renewable energy

- Strengthening of existing infrastructure

Aim to reduce emissions by 35% or more in FY2030 by

leveraging future energy innovations

The increase in the previous year was due to <u>an increase in</u> <u>category 2 (Capital goods)</u> Resource recycling plant in Plastics Company New ZEB-certified office building in Engineering Plastics Division Redevelopment of Tsukashin by Gunze Development ↓ One-year impact of capital expenditures

Focus on Plastics and Apparel companies to reduce categories 1 and 12 <u>Focus on resource recycling and sustainable procurement</u> <u>from a company-wide perspective</u>



III-3 Initiatives to reduce environmental impact Reducing CO2 emissions

3. Achieve a resource-recycling society (Scope 3 reduction)

Create a roadmap for setting Scope 3 reduction KPIs

First, the company is working to reduce category 5 as a measure to <u>reduce</u> <u>categories 1 and 12</u>, which account for about 80% of the total.





III-4 Initiatives to reduce environmental impact

4. First half initiatives driven

Respond to climate change

- Reduce by visualizing energy loss with Energy Management System
- Energy savings due to high thermal insulation and airtightness of the building. (ZEB certification, CASBEE certification): Konan Plant, Moriyama Plant



"ZEB" certified Konan Plant office

Achieve sustainable procurement

BODY WILD

Use of recycled raw materials





セミロングボクサー (前閉じ) BWS682J (ネービーブルー) 希望小売価格 ¥1,430 (税込み)

Apparel Boxer pants made from <u>60% recycled nylon</u>





Apparel Pantyhose made from <u>25% biomass polyurethan</u>

Initiatives in each business unit



Threads and Accessories Sewing threads made from <u>100% recycled polyester</u> <u>comes from PET bottles</u>



Apparel Packages made from <u>10% Biomass</u>



III-5 Initiatives to reduce environmental impact

Engineering Plastics Investment in expansion of key plant to support growth



Konan Plant (Konan City, Aichi)

Total investment: Approx. 5.7 billion JPY

Construction schedule: Start of construction to start in February 2024, Start of operation in May 2025 Expansion details: Strive to reduce CO2 emissions by adopting exterior with high insulation, high efficiency lighting & air conditioning and solar power generation

*Aim for a Comprehensive Assessment System for Built Environment Efficiency (CASBEE) certification of B+ or higher

Responding to increased customer growing demand in the medical device and semiconductor markets



III-6 Initiatives to reduce environmental impact

Medical Construction of new plants and expansion of R&D facilities to support growth and expansion



Ayabe Plant (Ayabe City, Kyoto)

Total investment: Approx. 1.8 billion JPY (including new R&D facilities) Construction schedule: Start of construction in March 2024, completion of construction in February 2025

Construction details: Strive to reduce CO2 emissions by adopting high efficiency air conditioning and solar power generation

*Aim for a Comprehensive Assessment System for Built Environment Efficiency (CASBEE) certification of B+ or higher

New plant: To increase production of TENALEAF[™], an absorbable adhesive barrier sheet used in surgery, and to ensure the efficient production system. New R&D facilities: Strengthen next-generation product development capabilities and drive efficient mass production

GUNZE Comfort Solutions for Life

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