(TSE Code 3433)

Comprehensive Manufacturer of Advanced Coatings

IR Conference (3Q FY2020)

2020/1/31

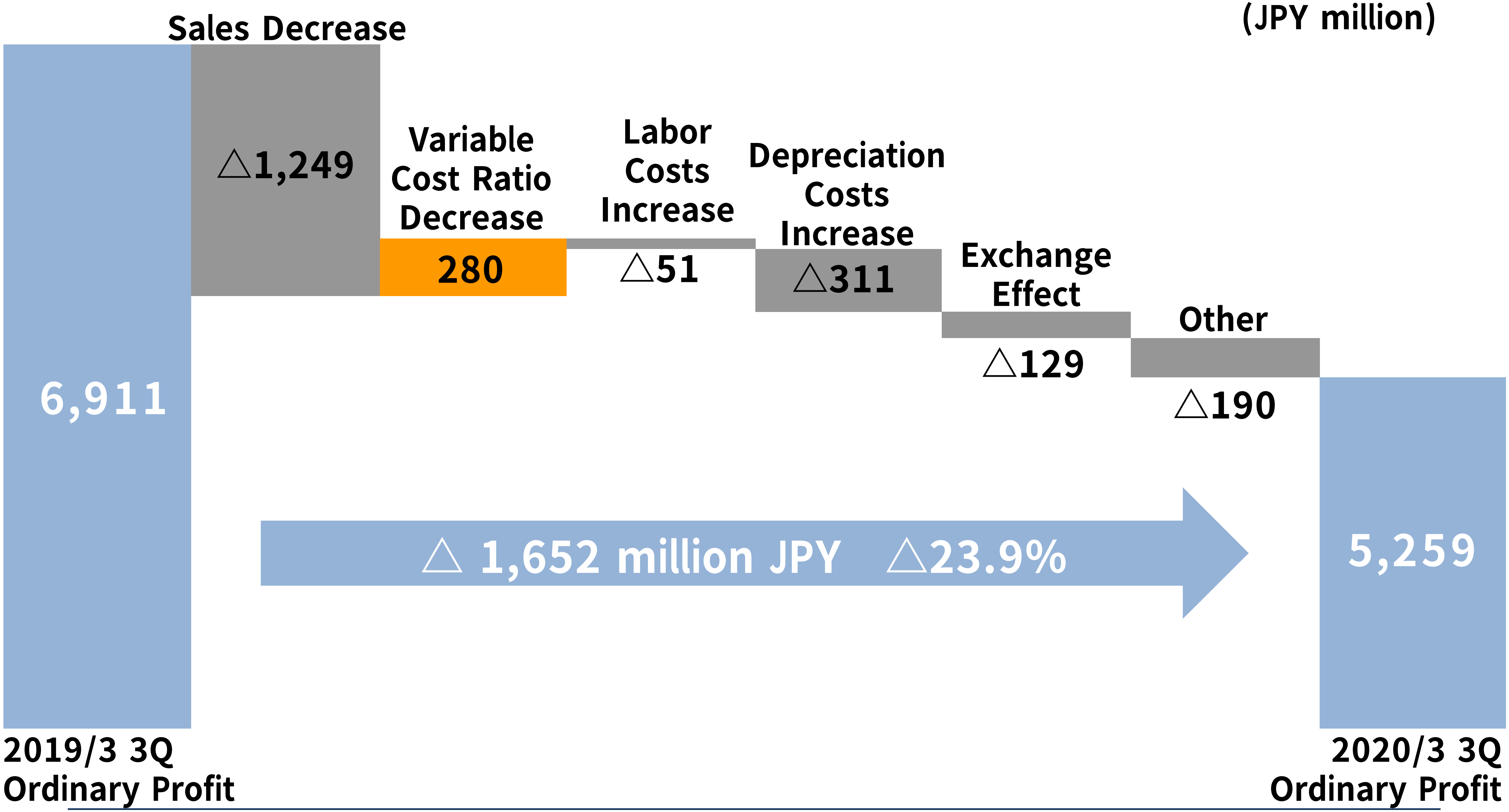
TOCALO Co.,Ltd.

Overview of Consolidated Results FY2020 3Q

(JPY million)	2019/3 3Q		2020/3 3Q		Change	
	Result	Ratio	Result	Ratio	Amount	%
Turnover	30,726	100.0%	28,486	100.0%	△ 2,239	-7.3%
Thermal Spray	23,891	77.8%	21,153	74.3%	△ 2,738	-11.5%
Semi-con,FPD	13,567	44.2%	10,416	36.6%	△ 3,150	-23.2%
Industrial Parts	3,234	10.5%	3,653	12.8%	418	12.9%
Iron & Steel	2,725	8.9%	2,817	9.9%	91	3.4%
Others	4,364	14.2%	4,266	15.0%	△ 97	-2.2%
Other Surface Md.	1,602	5.1%	1,807	6.3%	205	12.8%
Domestic Sub.	1,893	6.2%	1,786	6.3%	△ 106	-5.6%
Overseas Sub.	3,339	10.9%	3,739	13.1%	399	12.0%
Operational Profit	6,673	21.7%	5,188	18.2%	△ 1,485	-22.3%
Ordinary Profit	6,911	22.5%	5,259	18.5%	△ 1,652	-23.9%
Net Profit attribute to Parent Company	4,558	14.8%	3,370	11.8%	△ 1,187	-26.1%

Analysis of Ordinary P/L Change

(JPY million)



Segment Information

(JPY million)	2019/3 3Q		2020/3 3Q		Change			
					Turnover		Segment P/L	
	Turnover	P/L	Turnover	P/L	Amount	Change	Amount	Change
Thermal Splay Tocalo	23,891	5,550	21,153	3,911	△ 2,738	-11.5%	△ 1,639	-29.5%
Domestic Sub.	1,893	455	1,786	375	△ 106	-5.6%	△ 79	-17.5%
Overseas Sub.	3,339	842	3,739	964	399	12.0%	121	14.4%
Other Surface Modifi.	1,602	105	1,807	203	205	12.8%	97	92.7%
Total	30,726	6,954	28,486	5,455	△ 2,239	-7.3%	△ 1,499	-21.6%

(注)セグメント利益は、連結損益計算書の経常利益と調整を行っております。

Forecast Consolidated FY 2020

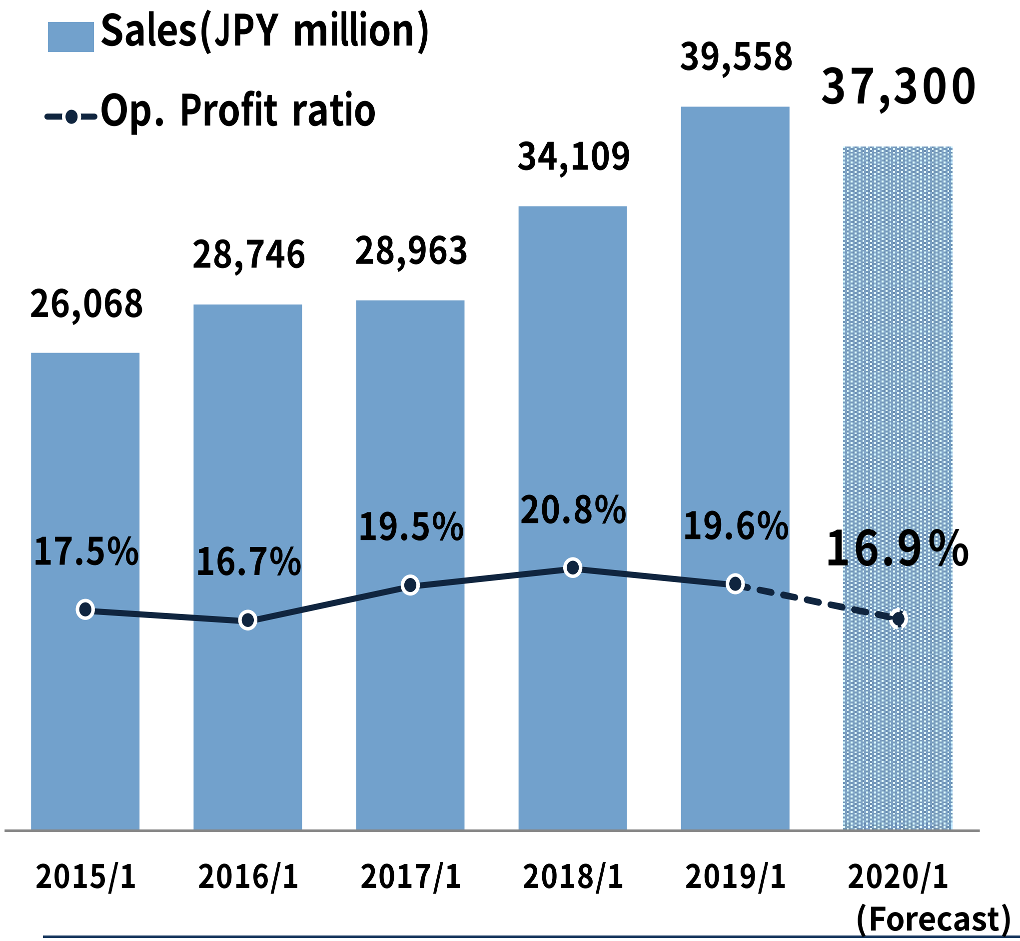
TOCALO

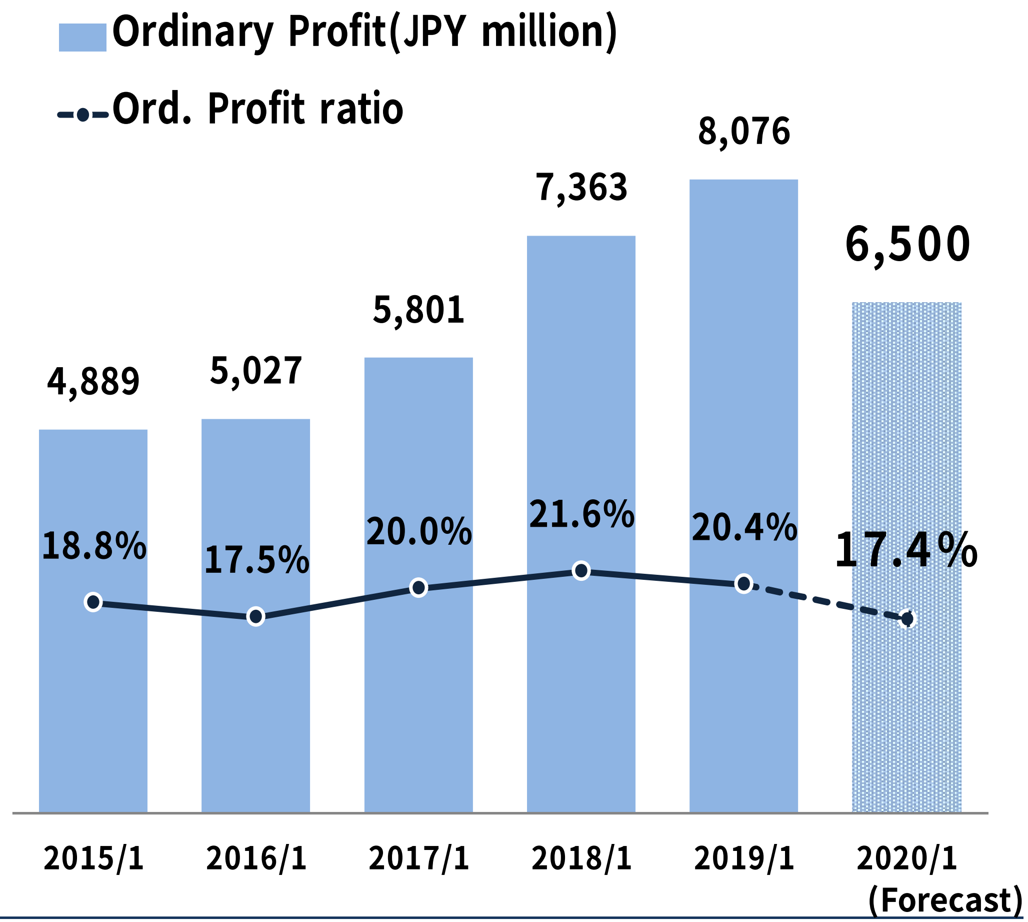
(JPY million)	2020/3				Change	
	Oct Mod. expectation	Ratio	Mod. expectation	Ratio	Amount	Ratio
Turnover	36,500	100.0%	37,300	100.0%	800	2.2%
Thernal Splay	27,158	74.4%	27,630	74.1%	471	1.7%
Semi-con,FPD	13,700	37.5%	14,000	37.5%	300	2.2%
Industrial Parts	3,950	10.8%	4,530	12.1%	579	14.7%
Iron & Steel	4,047	11.1%	3,590	9.6%	△ 457	-11.3%
Others	5,459	15.0%	5,510	14.9%	50	0.9%
Other Surface Md.	2,322	6.4%	2,400	6.4%	77	3.3%
Domestic Sub.	2,553	7.0%	2,350	6.3%	△ 203	-8.0%
Overseas Sub.	4,465	12.2%	4,920	13.2%	454	10.2%
Operating Profit	5,800	15.9%	6,300	16.9%	500	8.6%
Ordinary Profit	6,000	16.4%	6,500	17.4%	500	8.3%
Net Profit attribute to Parent Company	3,900	10.7%	4,200	11.3%	300	7.7%

Forecast Consolidated FY 2020

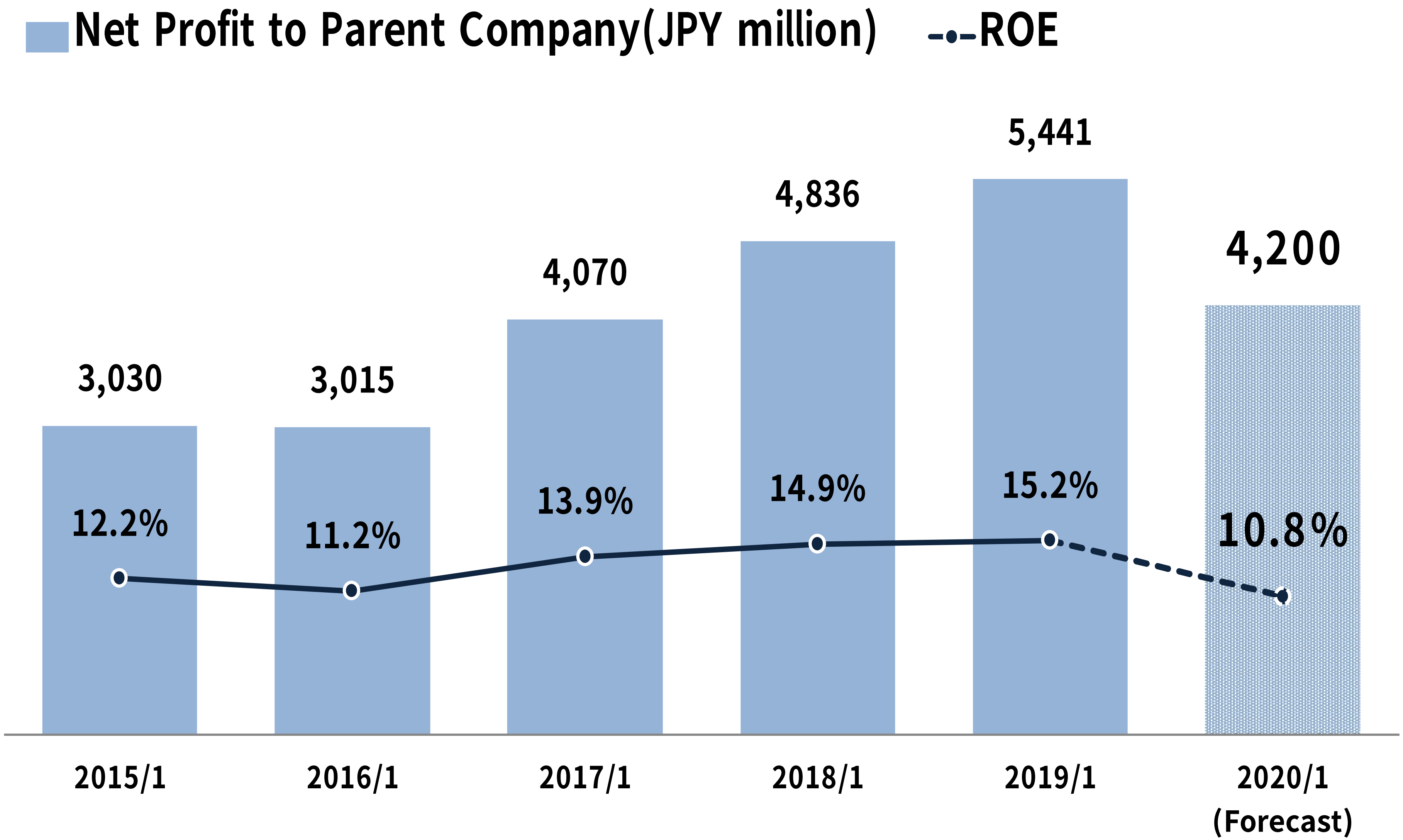
Revised full year forecast : Decline in sales and profit decreased

Sales Change Before △ 7.7% ⇒ After △ 5.7%
Ord. Profit Change Before△ 25.7% ⇒ After △ 19.5%





Forecast Consolidated FY 2020



Forecast Consolidated FY 2020

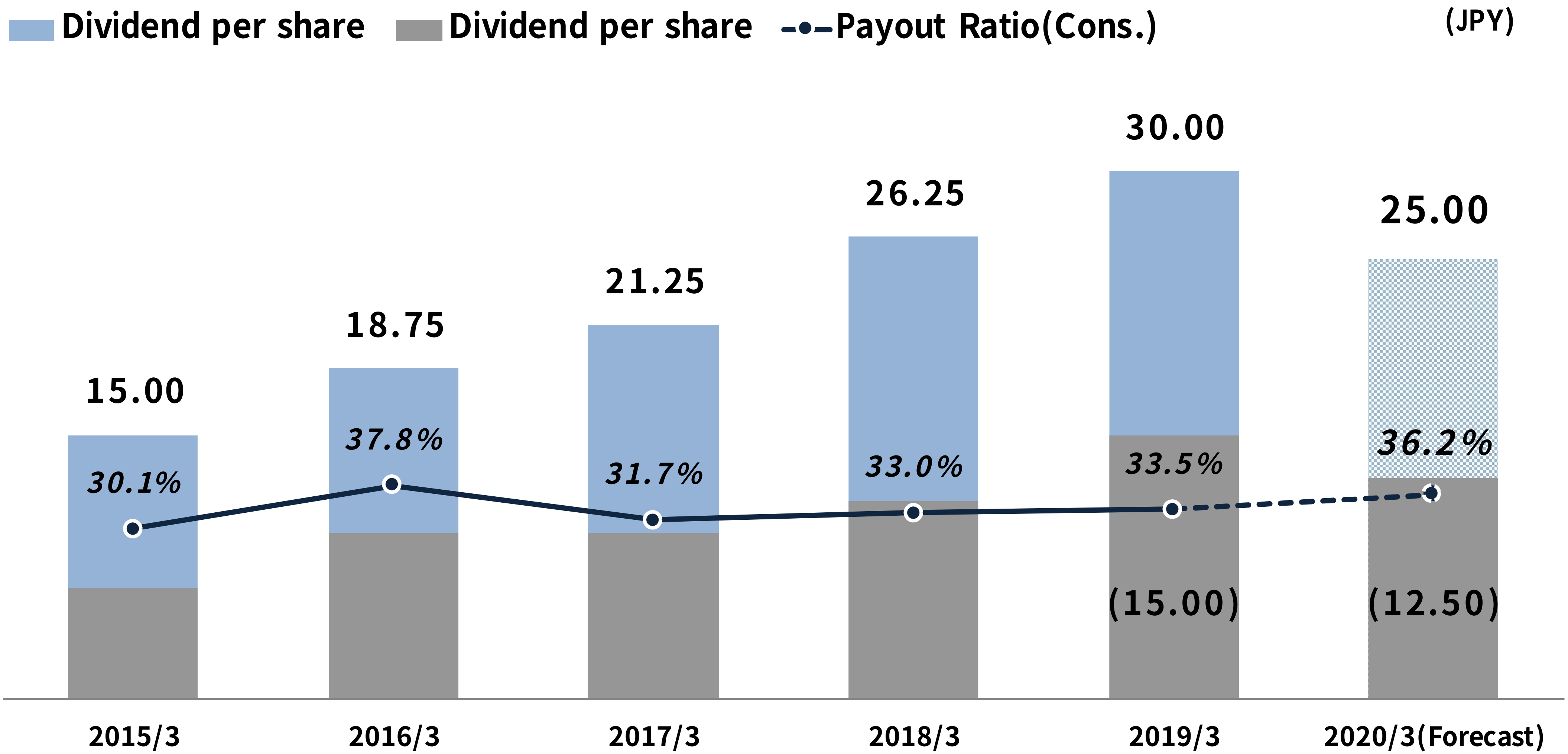
TOCALO

(JPY million)	2019/3		2020/3		Change	
	Result	Ratio	Forecast	Ratio	Amount	%
Turnover	39,558	100.0%	37,300	100.0%	△ 2,258	-5.7%
Thermal Splay	30,400	76.8%	27,630	74.1%	△ 2,770	-9.1%
Semi-con,FPD	17,134	43.3%	14,000	37.5%	△ 3,134	-18.3%
Industrial Parts	4,154	10.5%	4,530	12.1%	375	9.0%
Iron & Steel	3,662	9.3%	3,590	9.6%	△ 72	-2.0%
Others	5,449	13.7%	5,510	14.9%	60	1.1%
Other Surface Md.	2,204	5.6%	2,400	6.4%	195	8.9%
Domestic Sub.	2,493	6.3%	2,350	6.3%	△ 143	-5.7%
Overseas Sub.	4,460	11.3%	4,920	13.2%	459	10.3%
Operating Profit	7,741	19.6%	6,300	16.9%	△ 1,441	-18.6%
Ordinary Profit	8,076	20.4%	6,500	17.4%	△ 1,576	-19.5%
Net Profit attribute to Parent Company	5,441	13.8%	4,200	11.3%	△ 1,241	-22.8%

Progress rate FY 2020 3Q

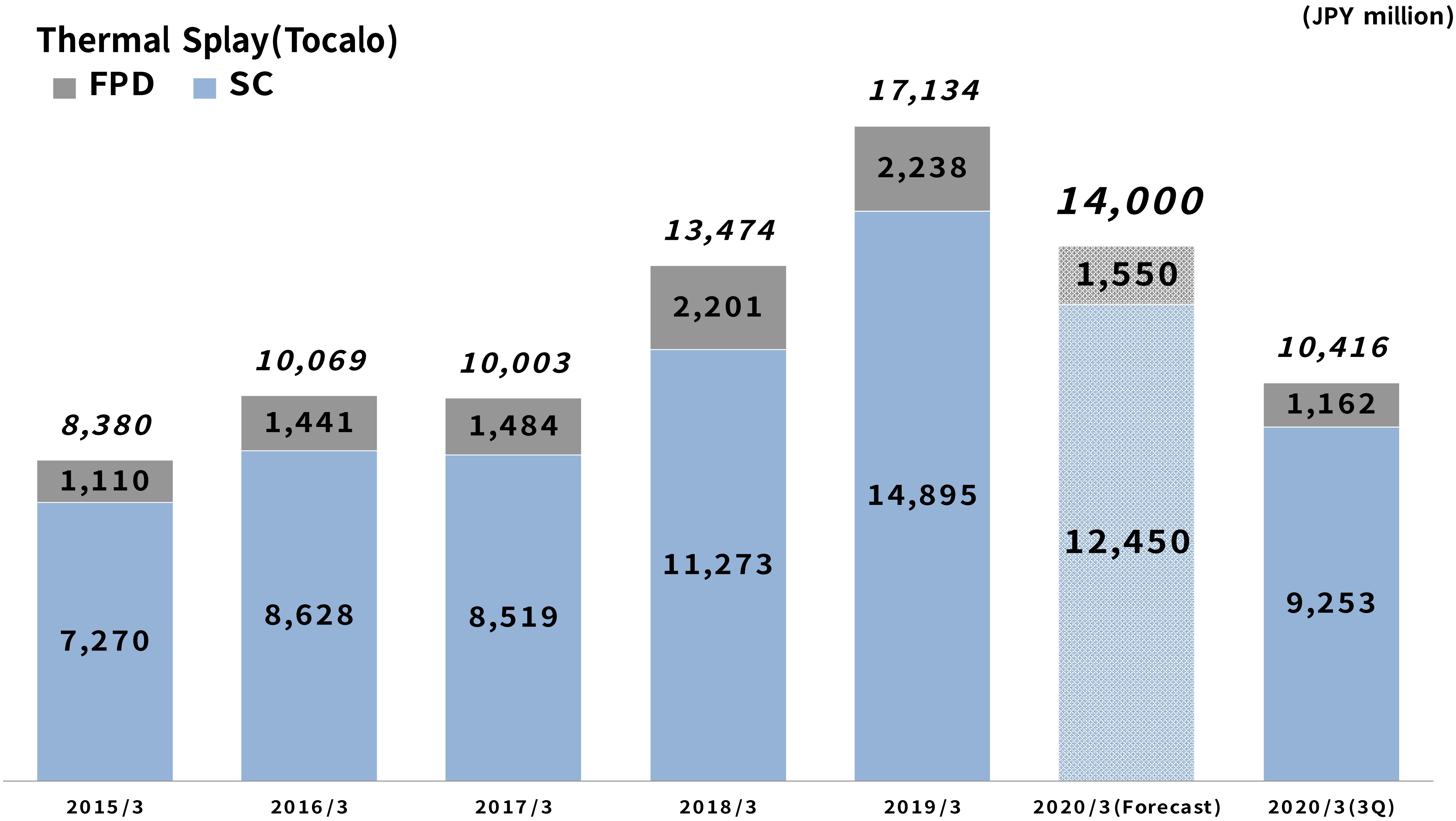
(JPY million)	2020/3 3Q		2020/3		3Q Progress Ratio
	Result	Ratio	Forecast	Ratio	
Turnover	28,486	100.0%	37,300	100.0%	76.4%
Thermal Splay	21,153	74.3%	27,630	74.1%	76.6%
Semi-con,FPD	10,416	36.6%	14,000	37.5%	74.4%
Industrial Parts	3,653	12.8%	4,530	12.1%	80.6%
Iron & Steel	2,817	9.9%	3,590	9.6%	78.5%
Others	4,266	15.0%	5,510	14.9%	77.4%
Other Surface Md.	1,807	6.3%	2,400	6.4%	75.3%
Domestic Sub.	1,786	6.3%	2,350	6.3%	76.0%
Overseas Sub.	3,739	13.1%	4,920	13.2%	76.0%
Operating Profit	5,188	18.2%	6,300	16.9%	82.4%
Ordinary Profit	5,259	18.5%	6,500	17.4%	80.9%
Net Profit attribute to Parent Company	3,370	11.8%	4,200	11.3%	80.3%

Dividend per share

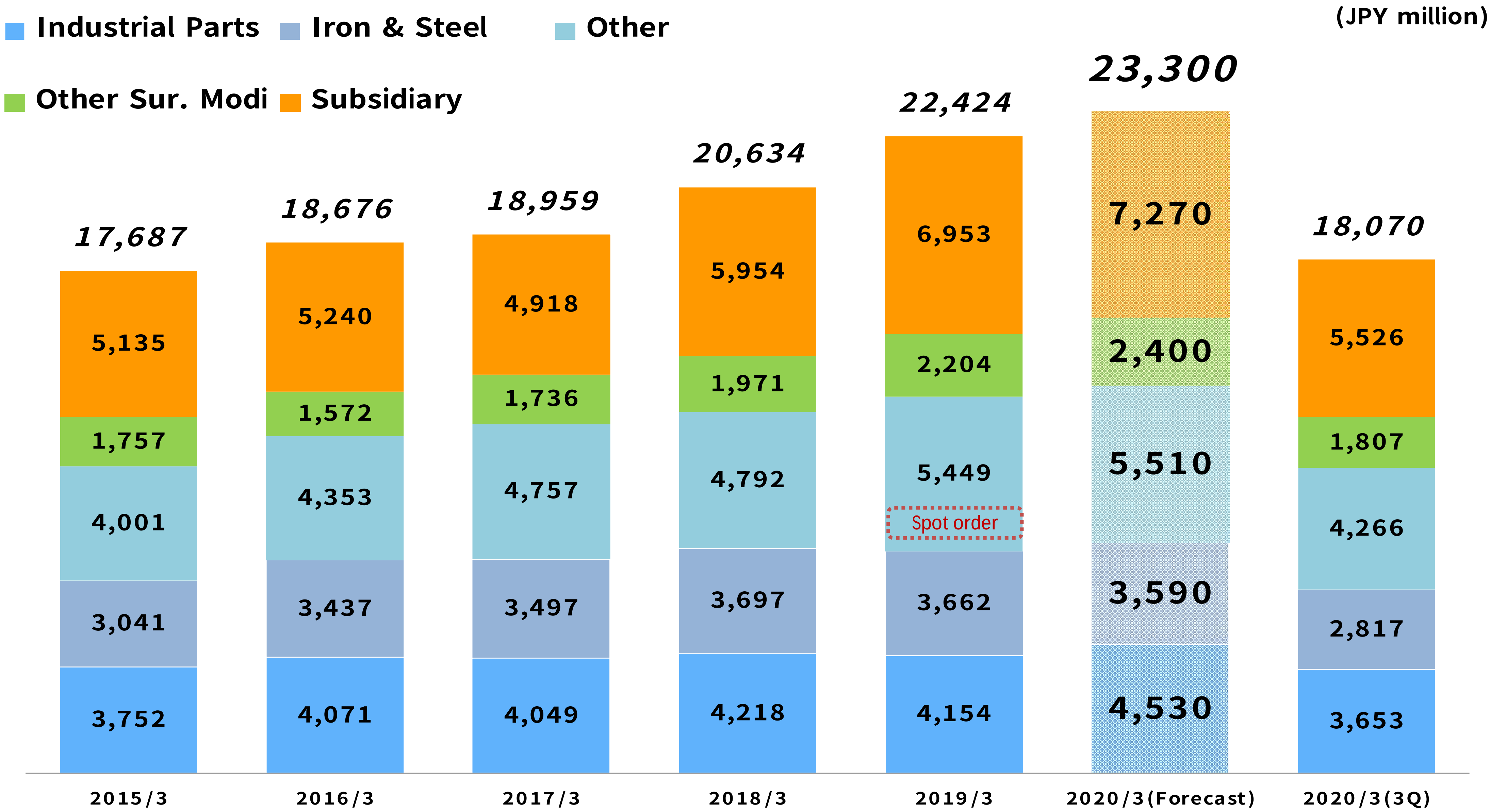


(注) 2015/3期～2017/3期の１株当たり配当額は、株式分割を考慮した数値に換算しております。

SC & FPD Turnover



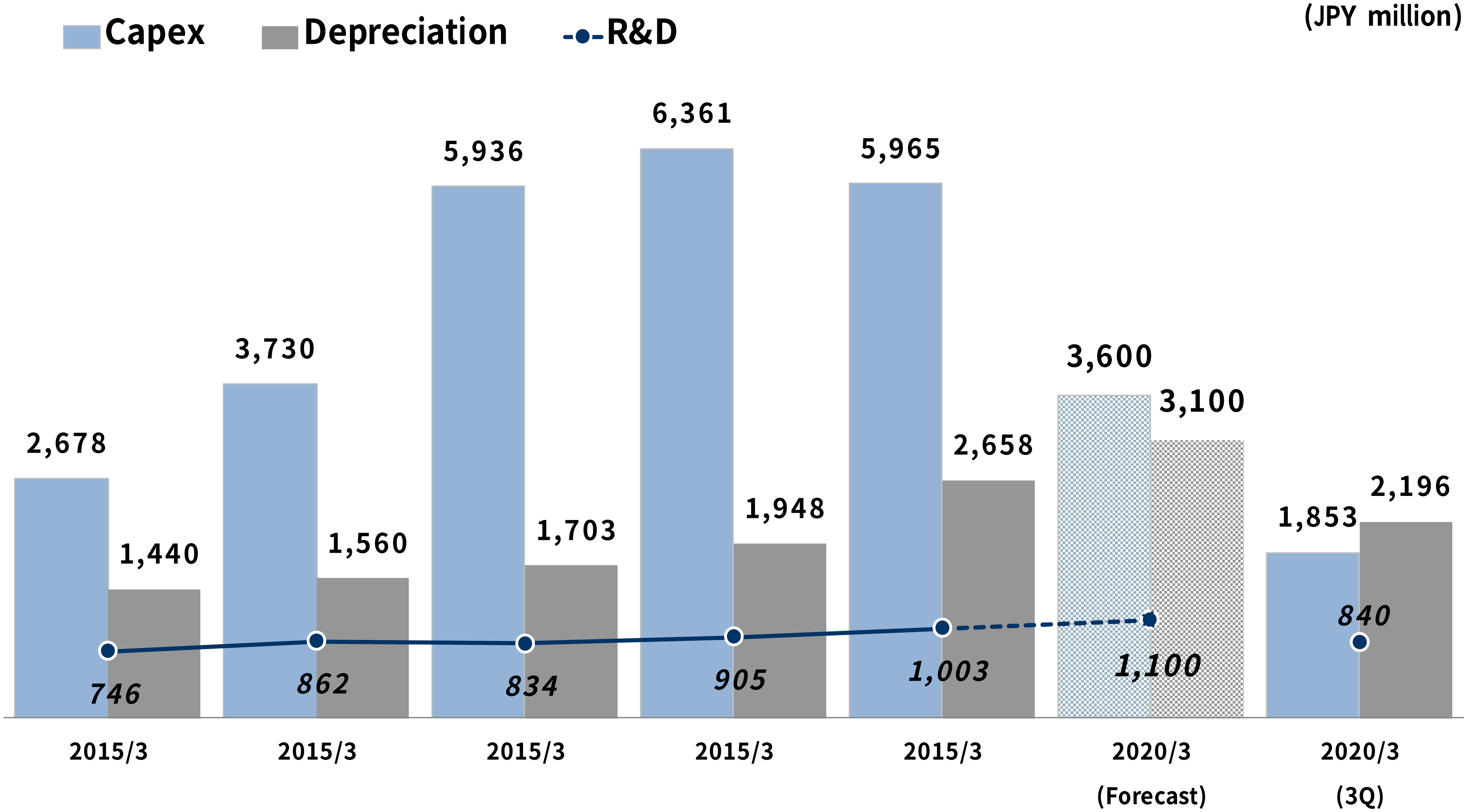
Non-SC & FPD Turnover



Financial

(JPY million)	2019/3		2020/3
	3Q	4Q	3Q
Total Asset	54,800	57,278	56,877
Net Worth	36,817	37,559	39,084
Capital	67.2%	65.6%	68.7%
Int-bearing Debt Outstanding	3,304	4,478	5,503

Capex・Depreciation・R&D



Management Index

(JPY million)	2015/3 Result	2016/3 Result	2017/3 Result	2018/3 Result	2019/3 Result	2020/3 Forecast
Orders received	27,137	28,343	29,506	36,851	38,915	-
Backing	3,843	3,440	3,983	6,725	6,081	-
Turnover	26,068	28,746	28,963	34,109	39,558	37,300
Operating Profit	4,568	4,805	5,645	7,110	7,741	6,300
Ordinary Profit	4,889	5,027	5,801	7,363	8,076	6,500
Ordinary Profit Ratio	18.8%	17.5%	20.0%	21.6%	20.4%	17.4%
Net Profit attribute to Parent Company	3,030	3,015	4,070	4,836	5,441	4,200
Earning per share	49.85	49.60	66.95	79.56	89.51	69.08
Total Asset	36,646	37,992	44,331	52,664	57,278	60,737
Net worth	25,982	27,778	30,647	34,174	37,559	40,087
Capital adequacy ratio	70.9%	73.1%	69.1%	64.9%	65.6%	66.0%
Return on Equity	12.2%	11.2%	13.9%	14.9%	15.2%	10.8%
Ordinary Profit on Asset	13.9%	13.5%	14.1%	15.2%	14.7%	11.0%

ROE＝親会社株主に帰属する当期純利益/期中平均自己資本、ROA＝経常利益/期中平均総資産
当社は2018年3月1日を効力発生日として普通株式1株につき4株の株式分割を実施しており、2015/3期～2017/3期の1株当たり当期純利益(EPS)に関しては、当該株式分割を踏まえて換算しております。

Notes

Earnings forecast includes projections based on assumptions, forecasts, and plans concerning the future as of the publication date of this material.

Actual results may differ from forecast figures due to various factors in the future.

Contact

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