

Corporate Information

(As of April 1, 2023)

Corporate Profile

Company Name	OAT Agrio Co., Ltd.
Head Office	8th Floor, NBF Ogawa-machi Bldg. 1-3-1 Kanda Ogawa-machi, Chiyoda-ku, Tokyo 101-0052, Japan TEL +81-3-5283-0251 FAX +81-3-5283-0258
Establishment	September 28, 2010
Capital	461.9 Million Yen
President	CEO Hisashi Oka
Business Domain	Research and development, manufacture and sale of agrochemicals and fertilizers
Number of Employees on consolidated basis	576(102) , as of December 31, 2022 *The numbers in parentheses are the average number of temporary employees

Business Location

Sapporo Sales Office	11th Floor, FUJIFILM Sapporo Bldg., 6-1, Odori Nishi, Chuo-ku, Sapporo-shi, 060-0042, Japan TEL +81-11-200-5151
East Japan Branch Office	8th Floor, NBF Ogawa-machi Bldg. 1-3-1 Kanda Ogawa-machi, Chiyoda-ku, Tokyo 101-0052, Japan TEL +81-3-5283-0260
West Japan Branch Office	9th Floor, Honmachi Takeda Bldg. 3-1-29 Kyutaro-machi, Chuo-ku, Osaka-shi 541-0056, Japan TEL +81-6-6125-5355
West Japan Branch / Shikoku Office	12-1 Shimokubo, Himeda, Oasa-cho, Naruto-shi 779-0301, Japan TEL +81-88-684-4451
Kyushu Sales Office	2-4-52 Shinhoka, Higashi-ku, Kumamoto-shi 862-0921, Japan TEL +81-96-360-5577
Naruto Factory	615 Hanamen, Satoura, Satoura-cho, Naruto-shi 772-0021, Japan TEL +81-88-684-0210
Research & Development Division	615 Hanamen, Satoura, Satoura-cho, Naruto-shi 772-0021, Japan TEL +81-88-684-0201
Cultivation Research Center	12-1 Shimokubo, Himeda, Oasa-cho, Naruto-shi 779-0301, Japan TEL +81-88-685-2890

Board of Directors

President, CEO	Hisashi Oka	Production Control Division, Research & Development Division
Director, Board Member, Senior Executive Officer	Satoshi Kitaguchi	Overseas Business Headquarters
Director, Board Member, Senior Executive Officer	Wataru Okumura	General Affairs Division, Accounting Division, Intellectual Property & Legal Section
Director, Board Member, Executive Officer	Hiroki Takase	Domestic Business Headquarters
Director, Board Member, Executive Officer	Izumi Suemura	Personnel Division, DX (Outside Director)
Director, Board Member, Executive Officer	Itoko Watanabe	(Outside Director)
Director	Minoru Kimura	(Outside Director)
Director	Jun Ogawa	(Outside Director)
Director	Motonori Araki	(Outside Director)
Executive Officer	Shigeuchi Toshiyuki	Director Business Development Division Overseas Business Headquarters
Executive Officer	Yoshihiro Fujimoto	Business Development Division Overseas Business Headquarters
Executive Officer	Kei Hidaka	Marketing & Technical Promotion Division Domestic Business Headquarters

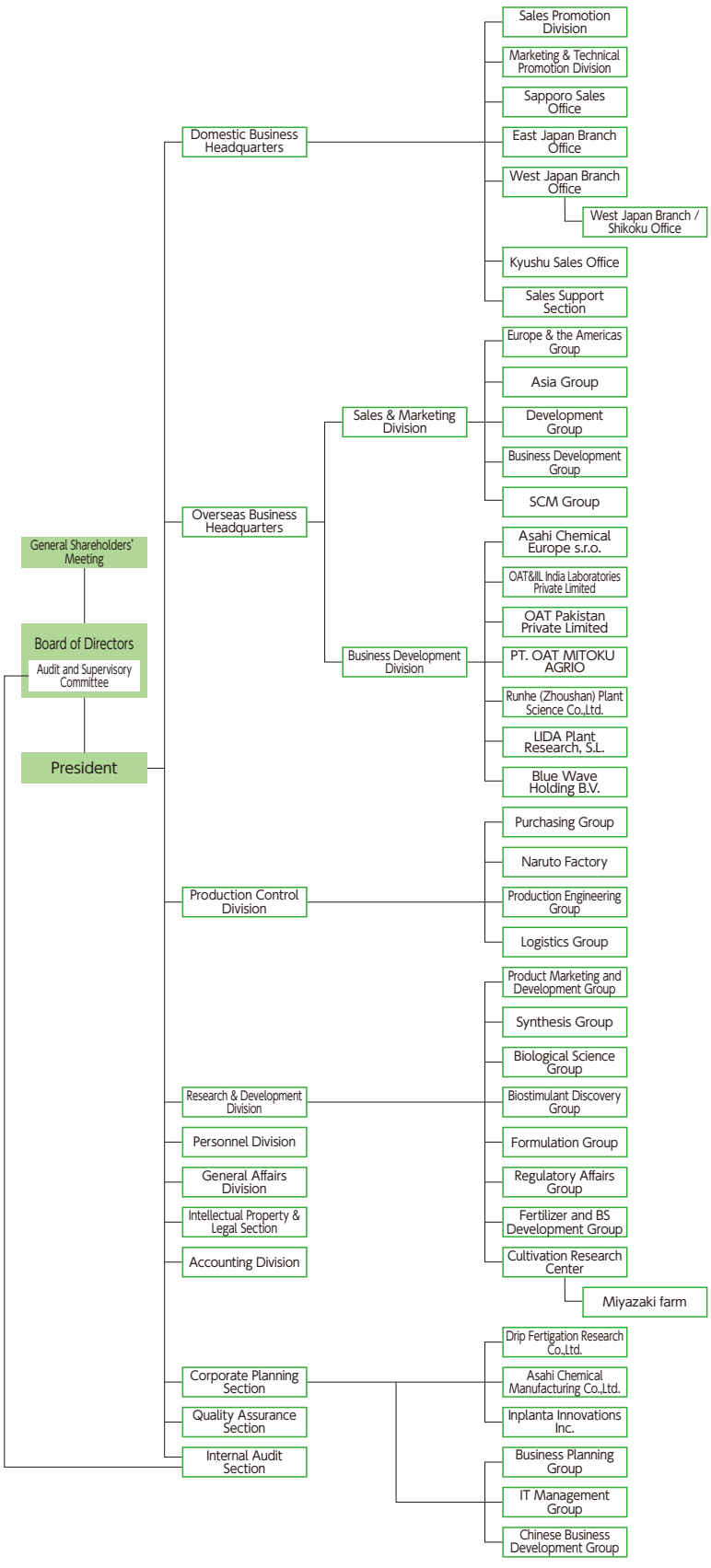
Associated Companies

Asahi Chemical Manufacturing Co., Ltd.	Establishment Address February 9, 1952 500 Takayasu, Ikanga-cho, Ikoma-gun, Nara TEL +81-745-74-1131 FAX +81-745-74-1961 Main Domain Manufacturing, sales, export/import of fertilizers and other products used in horticulture and agriculture
Drip Fertigation Research Co., Ltd.	Establishment Address September 1, 2004 3-4-13, Higashi Ishioka, Ishioka-shi, Ibaraki TEL +81-299-56-6752 FAX +81-299-56-6753 Main Domain Sales of hydroponic cultivation systems and related products such as fertilizers
Inplanta Innovations Inc.	Establishment Address March, 2003 4-5-11, Namamugi, Tsurumi-ku, Yokohama-shi, Kanagawa Main Domain Research and development of genetic engineering, and contracted research of plants, etc.
OAT&IIL India Laboratories Private Limited	Establishment Address March, 2013 E-423, RICO Industrial Area, Chopanki Bhiwadi -301707 Rajasthan, India Main Domain Research and development of new crop protection products
OAT Pakistan Private Limited	Establishment Address December, 2013 United Trade Centre, Office No-14, Gulshan-E-Iqbal, Block-6, Main Rashid Minhas Road, Karachi, Sindh, Pakistan Main Domain Import and sales of crop protection products
Asahi Chemical Europe s.r.o.	Establishment Address February, 2010 Lužná 716/2, 160 00 Praha 6 - Vokovice, Czech Republic Main Domain Import and sales of crop protection products
PT. OAT MITOKU AGRIO	Establishment Address January, 2016 Jl. Taman Bandungan Asahan II No.8 Jakarta Pusat 10210, Indonesia Main Domain Manufacturing and sales of agrochemicals and fertilizers
Runhe (Zhoushan) Plant Science Co., Ltd.	Establishment Address May, 2016 Ruotiao Village, Xiushan Island, Daishan County, Zhoushan City, Zhejiang Province, P.R. of China Main Domain Manufacturing and sales of drip fertigation systems and fertilizers
LIDA Plant Research, S.L.	Establishment Address 1987 Parque Industrial Juan Carlos I - C/Granja,12-46440 ALMUSAFES (Valencia) SPAIN Main Domain Development, manufacturing, and sales of nutritional products and biostimulants and distribution of plant protection products
Blue Wave Holding B.V.	Establishment Address 2014 (establishment of holding company) Goomeer 7, 1411 DD Naarden P.O. Box.5300,1410 AH Naarden, The Netherlands Main Domain Development, manufacturing and sale of post-harvest flower and plant care solutions

History

- 1950** Otsuka Pharmaceutical Factory divested the organic chemicals business to Otsuka Chemicals and Pharmaceuticals Co., Ltd.
- 1952** Started manufacturing and sales of agrochemicals
- 1953** Started selling a tobacco sucker inhibitor (OMH+30)
- 1963** Started selling gravel culture fertilizer
- 1964** Started selling the foliar fertilizer Samppi
- 1976** Started selling the herbicide Parazet
- 1979** Started selling the agricultural material disinfectant Ichiban, the insecticide Rubitocs and the molluscicide Namekit
- 1980** Started selling the fungicide Unitek
- 1984** Changed the company name to Otsuka Chemical Co., Ltd.
- 1986** Started selling the herbicide Myzet and the insecticide Oncol
- 1992** Started selling the insecticide Oleate and the calcium supplement Calplus
- 1993** Started selling the insecticide Orion
- 1995** Started selling the insecticide Sted Granules
- 1996** Started selling the insecticide Ondala
- 1997** Started selling the turf coloring agent Greenway
- 1998** Started selling Misaki for extending the life of cut flowers
Started nationwide sales of the Drip Fertigation System
- 1999** Started selling Otsuka Judge Box Granules, an insecticide and fungicide specifically for rice seedling boxes
- 2000** Started selling the insecticides Grand Oncol, Oncol Micro Capsules, Ondala Ace and Deraus Oncol
Started selling the fungicide Alshine
- 2002** Otsuka Chemical Co., Ltd. was newly established to receive the chemical products and agrochemicals and fertilizer business
Started selling the insecticide Hachi-Hachi EC
- 2007** Otsuka Chemical started selling the acaricide Danisaraba
- 2010** Established Otsuka AgriTechno Co., Ltd. and became independent from Otsuka Chemical Co., Ltd. by way of MBO
- 2011** Started the manufacturing and sales of the rice paddy herbicides Benfluresate and Benzenolap which were acquired from the German company Bayer Crop Science AG
- 2012** Acquired Asahi Chemical Manufacturing Co., Ltd. as a 100% subsidiary
- 2013** Established OAT&IIL India Laboratories Private Limited based on an agreement with Insecticides (India) Limited
Launched the fungicide Gatten in Japan
- 2014** Changed the company name to OAT Agrio Co., Ltd.
Listed on the Second Section of Tokyo Stock Exchange
Listed on The First Section of Tokyo Stock Exchange
- 2016** Established PT. OAT MITOKU AGRIO
Established Runhe (Zhoushan) Plant Science Co., Ltd.
Established OAT Agri Frontier Co., Ltd.
- 2017** Participate in establishment of Japan Generic Agrochemicals Association
Started selling a new drip fertigation system "TT series"
Acquired ISO 9001:2015 certification
- 2018** Established Japan Biostimulant Association as a founder
Established H-New Corporation
Acquired LIDA Plant Research, S.L. and CAPA Ecosystems, S.L.
Acquired Inplanta Innovations Inc. as a 100% subsidiary
Acquired Blue Wave Holding B.V. including Chrysal and their associated companies
- 2019** Obtained EU pesticide registration approval for Flutianil
Obtained GLOBAL GAP certificate
- 2020** Obtained California pesticide registration approval in USA
- 2022** Due to the revision of the market classification of the Tokyo Stock Exchange, Shifted from the First Section to Prime Market.

Organization



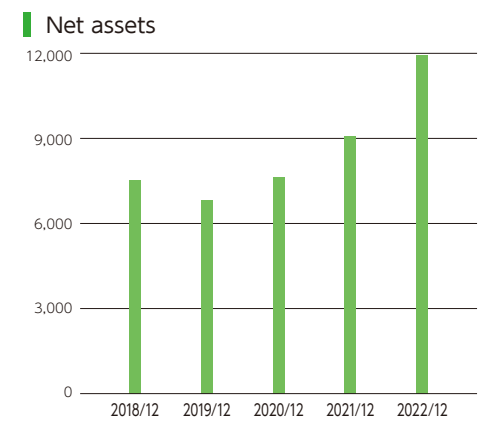
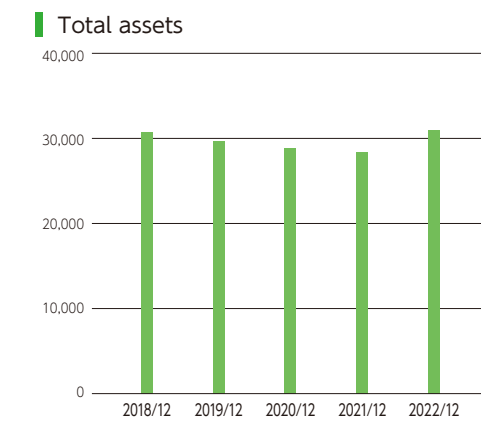
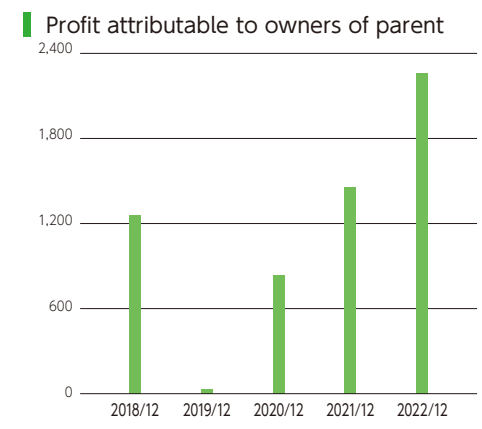
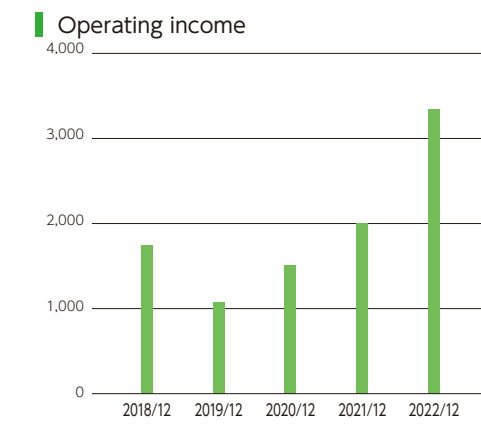
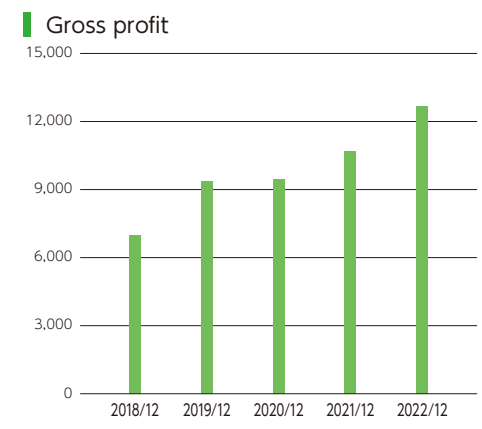
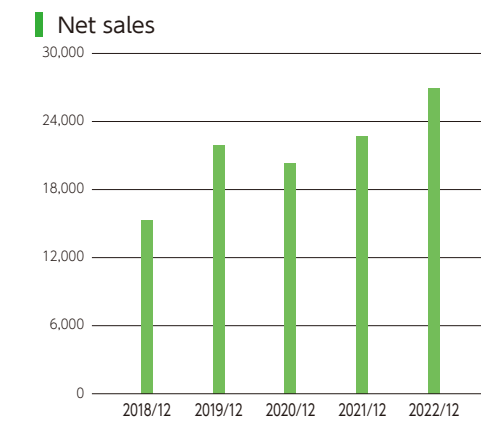
Fact Book 2022

Financial Highlights (Consolidated)



(Unit: ¥ million)

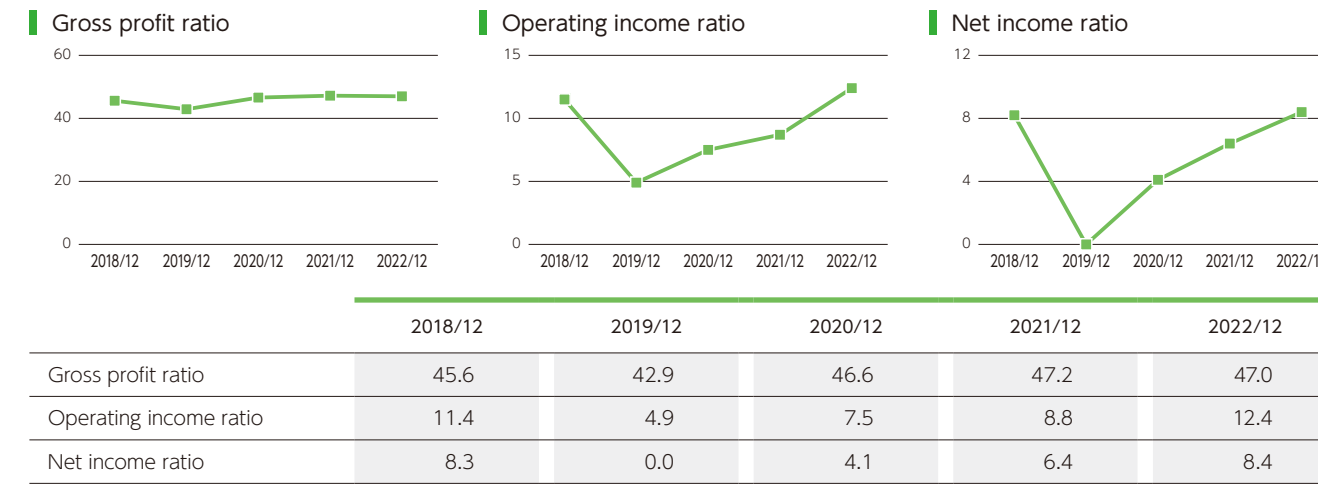
	2018/12	2019/12	2020/12	2021/12	2022/12
Net sales	15,278	21,909	20,288	22,678	26,960
Gross profit	6,968	9,389	9,464	10,707	12,660
Operating income	1,743	1,077	1,512	2,001	3,346
Profit attributable to owners of parent	1,261	4	837	1,456	2,261
Total assets	30,684	29,724	28,848	28,346	31,009
Net assets	7,532	6,807	7,632	9,096	11,949



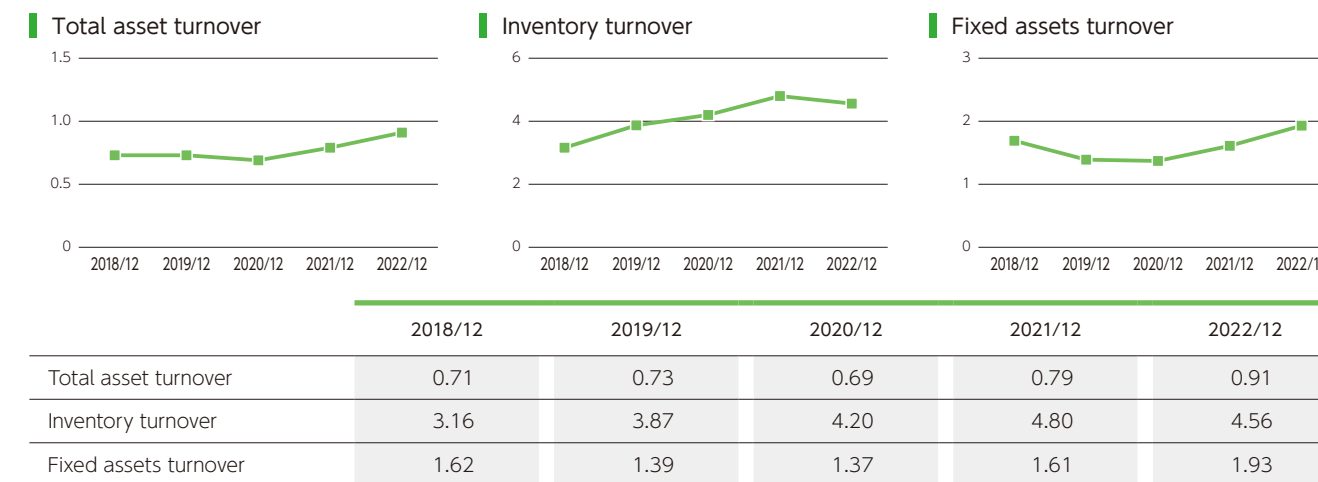
Management Indicators (Consolidated)



Profitability (Unit: %)

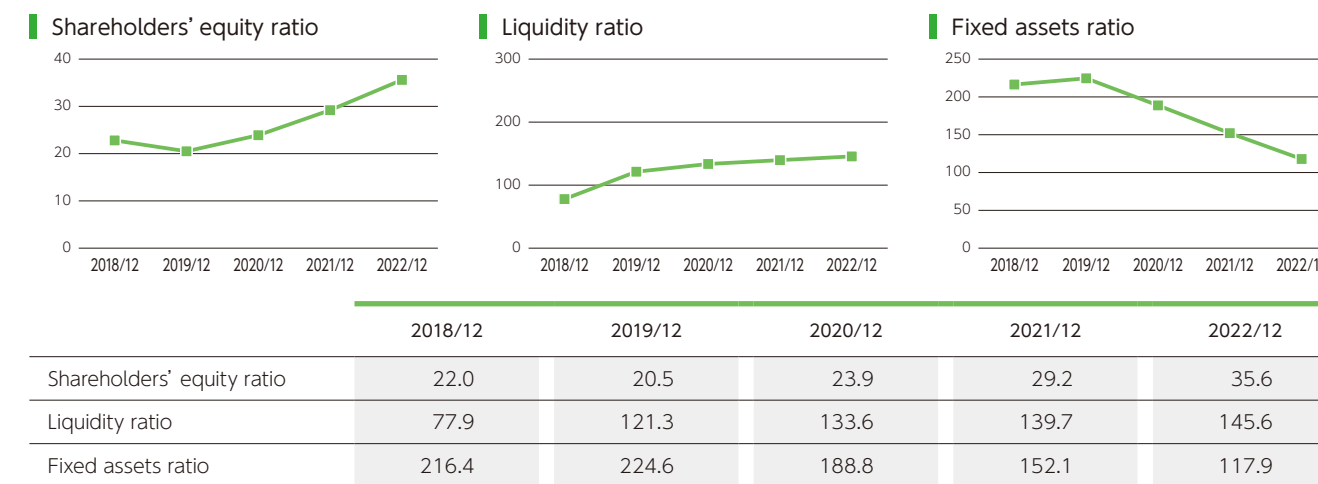


Efficiency (Unit: times)

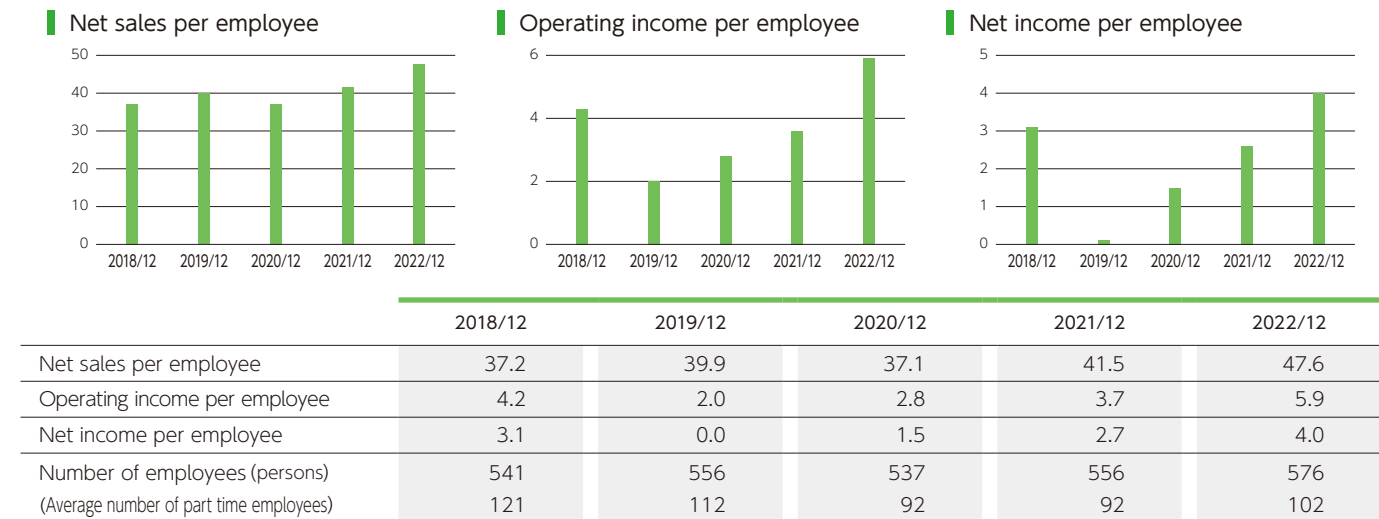


Note: The amount of total assets, inventory and fixed assets are calculated using the average of the figures at the beginning and end of the period.

Stability (Unit: %)

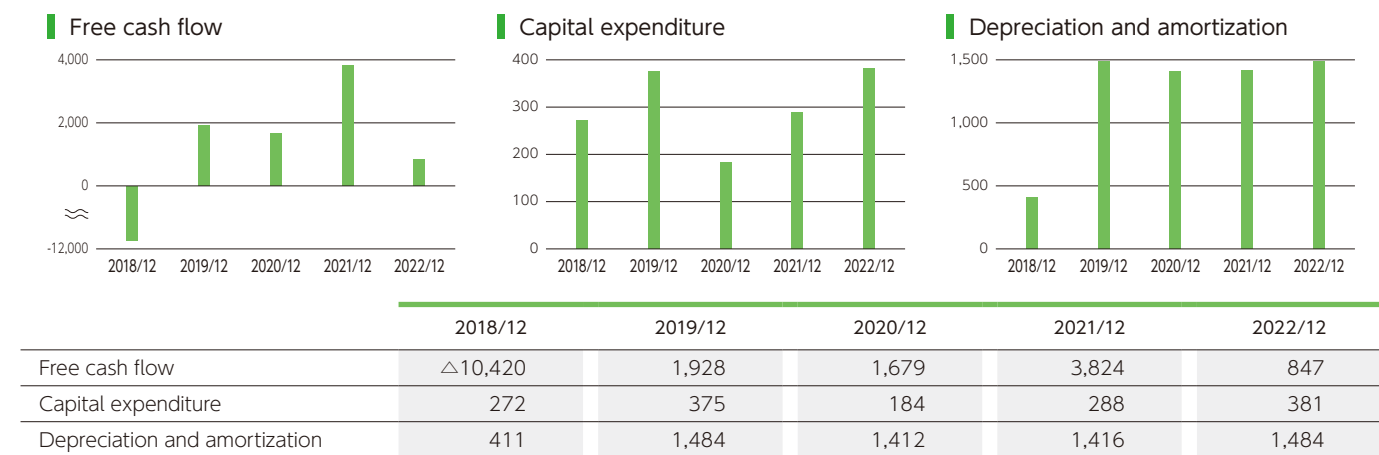


Productivity (Unit: ¥ million)



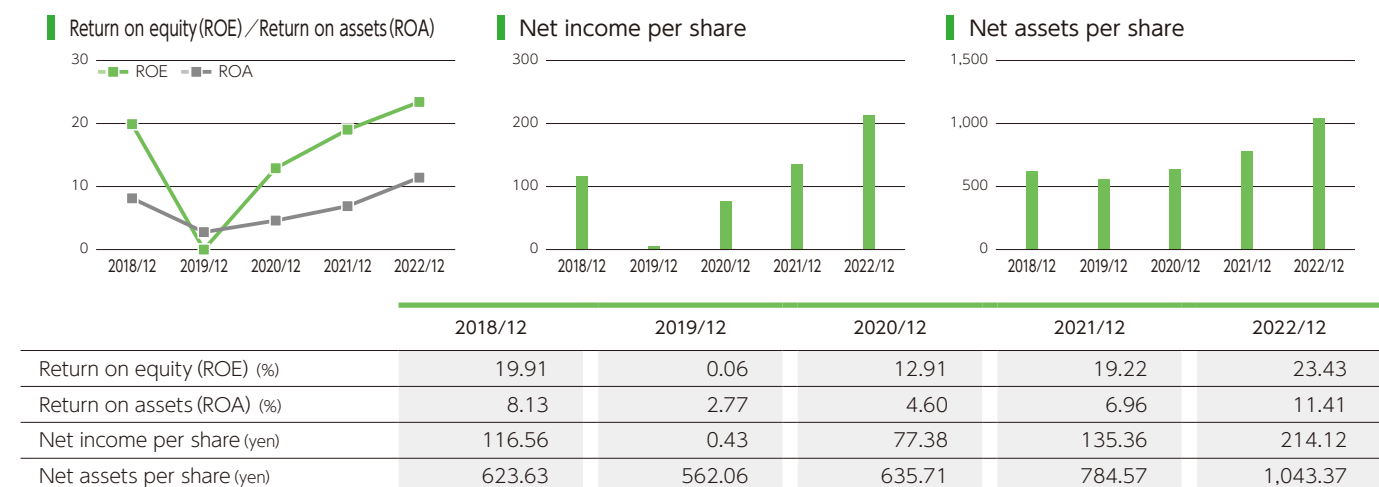
Note: Net sales per employee, operating income per employee and net income per employee are calculated using the average number of employees during the period.

Cash Flows (Unit: ¥ million)



Note: Free cash flow= cash flows from operating activities + cash flows from investing activities

Other Investment Indicators/Indicators per share (Unit: %/yen)



Notes1: Shareholder's equity and total assets are calculated using the average of the figures at the beginning and end of the period.
Notes2: Net income per share and net assets per share are retrospectively adjusted according to two for one stock split for shares of common stock on March 1, 2022.

Financial Statements (Consolidated)



Consolidated Balance Sheets (Unit: ¥ million)

	2021/12	2022/12
Assets		
Current assets		
Cash and deposits	3,651	3,614
Notes and accounts receivable-trade	5,275	—
Notes receivable - trade	—	452
Electronically recorded monetary claims - operating	—	62
Accounts receivable - trade	—	5,239
Merchandise and finished goods	2,682	3,443
Work in process	605	1,071
Raw materials and supplies	1,687	2,345
Other	664	750
Allowance for doubtful accounts	△54	△60
Total current assets	14,513	16,920
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	1,222	1,176
Machinery, equipment and vehicles, net	698	745
Land	1,037	1,090
Leased assets, net	507	462
Other, net	242	303
Total property, plant and equipment	3,708	3,779
Intangible assets		
Goodwill	6,085	5,960
Software	98	184
Customer relation assets	2,651	2,650
Other	357	382
Total intangible assets	9,193	9,177
Investments and other assets		
Investment securities	370	428
Shares of subsidiaries and associates	74	82
Deferred tax assets	184	313
Other	301	307
Total investments and other assets	930	1,132
Total non-current assets	13,833	14,089
Total assets	28,346	31,009
Liabilities		
Current liabilities		
Notes and accounts payable - trade	3,076	2,954
Short-term loans payable	4,728	5,865
Accounts payable - other	617	686
Income taxes payable	465	646
Provision for bonuses	33	37
Provision for loss on compensation for damage	21	23
Refund liabilities	105	128
Other	1,342	1,275
Total current liabilities	10,392	11,617
Non-current liabilities		
Long-term loans payable	7,401	5,951
Retirement benefit liability	161	282
Deferred tax liabilities	915	883
Other	379	324
Total non-current liabilities	8,858	7,442
Total liabilities	19,250	19,060
Net assets		
Shareholders' equity		
Capital stock	461	461
Capital surplus	2,404	2,410
Retained earnings	5,882	7,906
Treasury shares	△433	△408
Total shareholders' equity	8,314	10,371
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	83	72
Foreign currency translation adjustment	△172	632
Remeasurements of defined benefit plans	45	△44
Total accumulated other comprehensive income	△43	660
Non-controlling interests	825	917
Total net assets	9,096	11,949
Total liabilities and net assets	28,346	31,009

Consolidated Statements of Income (Unit: ¥ million)

	2021/12	2022/12
Net sales	22,678	26,960
Cost of sales	11,971	14,299
Gross profit	10,707	12,660
Selling, general and administrative expenses	8,705	9,314
Operating income	2,001	3,346
Non-operating income		
Interest income	11	13
Dividend income	7	5
Insurance fee income	29	39
Foreign exchange gains	82	153
Share of profit of entities accounted for using equity method	7	3
Other	35	21
Total non-operating income	174	237
Non-operating expenses		
Interest expenses	171	182
Commission for purchase of treasury shares	2	0
Other	13	16
Total non-operating expenses	186	198
Ordinary income	1,989	3,385
Extraordinary income		
Gain on sales of investment securities	78	—
Gain on sales of non-current assets	3	17
Gain on sale of businesses	234	—
Total extraordinary income	316	17
Extraordinary losses		
Loss on retirement of non-current assets	1	4
Impairment loss	8	19
Loss on valuation of investment securities	18	—
Loss on valuation of shares of subsidiaries and associates	7	—
Total extraordinary losses	36	24
Profit before income taxes	2,269	3,378
Income taxes-current	838	1,194
Income taxes-deferred	△115	△184
Total income taxes	722	1,009
Profit	1,546	2,369
Profit attributable to non-controlling interests	89	107
Profit attributable to owners of parent	1,456	2,261

Consolidated Statements of Comprehensive Income (Unit: ¥ million)

	2021/12	2022/12
Profit	1,546	2,369
Other comprehensive income	511	756
Valuation difference on available-for-sale securities	△6	△11
Foreign currency translation adjustment	430	858
Remeasurements of defined benefit plans, net of tax	87	△89
Comprehensive income	2,057	3,126
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	1,922	2,966
Comprehensive income attributable to non-controlling interests	135	160

Consolidated Statements of Cash Flows (Unit: ¥ million)

	2021/12	2022/12
Cash flows from operating activities		
Profit before income taxes	2,269	3,378
Depreciation	825	864
Amortization of goodwill	591	620
Loss (gain) on sale of businesses	△234	—
Loss (gain) on valuation of investment securities	△78	—
Loss on sales of non-current assets	1	4
Loss (gain) on sales of non-current assets	△3	△17
Impairment loss	8	19
Loss (gain) on valuation of investment securities	18	—
Share of profit of entities accounted for using equity method	△7	△3
Insurance claim income	△29	△39
Interest and dividend income	△19	△19
Share-based remuneration expenses	22	32
Foreign exchange losses (gains)	10	△0
Interest expenses	171	182
Increase (decrease) in net defined benefit liability	△121	120
Increase (decrease) in allowance for doubtful accounts	△2	1
Increase (decrease) in refund liability	△22	22
Increase (decrease) in provision for bonuses	2	3
Decrease (increase) in trade receivables	204	△306
Decrease (increase) in inventories	△429	△1,698
Increase (decrease) in trade payables	996	△216
Increase (decrease) in accounts payable-other	13	△43
Other, net	131	△330
Subtotal	4,320	2,575
Interest and dividends received	24	3
Interest paid	△173	△153
Compensation for damage paid	△25	—
Income taxes paid	△570	△1,048
Proceeds from insurance income	29	39
Net cash provided by (used in) operating activities	3,603	1,416
Cash flows from investing activities		
Payments into time deposits	△390	△106
Proceeds from withdrawal of time deposits	476	—
Purchase of property, plant and equipment	△259	△288
Proceeds from sales of property, plant and equipment	6	19
Purchase of intangible assets	△146	△120
Proceeds from sales of investment securities	288	—
Purchase of sales of investment securities	△0	△73
Proceeds from sales of shares of subsidiaries and associates	12	—
Proceeds from sale of businesses	234	—
Other, net	0	△1
Net cash provided by (used in) investing activities	221	△569
Cash flows from financing activities		
Net increase (decrease) in short-term loans payable	△1,801	811
Proceeds from long-term borrowings	—	1,678
Repayments of long-term borrowings	△1,416	△3,045
Repayments of lease obligations	△146	△171
Purchase of treasury shares	△299	△0
Dividends paid	△215	△237
Dividends paid to non-controlling interests	△55	△64
Other, net	△0	—
Net cash provided by (used in) financing activities	△3,936	△1,029
Effect of exchange rate change on cash and cash equivalents	97	38
Net increase (decrease) in cash and cash equivalents	△12	△143
Cash and cash equivalents at beginning of period	3,527	3,514
Cash and cash equivalents at end of period	3,514	3,371