

Corporate Information

(As of April 1, 2024)

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	585(112), as of December 31, 2023 * 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
East Japan Branch / Sendai Office	M.BALANCE Sendai Ichibancho 13F. 1-2-33 Ichibancho, Aoba-ku, Sendai, Miyagi 980-0811, Japan TEL +81-22-302-4770
Nagoya Sales Office	6F Marunouchi One Building, 1-9-16 Marunouchi, Naka-ku, Nagoya, Aichi 460-0002, Japan TEL +81-52-253-7137
West Japan Branch Office	9th Floor, Honmachi Takeda Bldg. 3-1-29 Kyutaro-machi, Chuo-ku, Osaka-shi, Osaka 541-0056, Japan TEL +81-6-6125-5355
Shikoku Sales Office	12-1 Shimokubo, Himeda, Oasa-cho, Naruto-shi, Tokushima 779-0301, Japan TEL +81-88-684-4451
Kyushu Sales Office	2-4-52 Shinhoka, Higashi-ku, Kumamoto-shi, Kumamoto 862-0921, Japan TEL +81-96-360-5577
Naruto Factory	615 Hanamen, Satoura, Satoura-cho, Naruto-shi, Tokushima 772-0021, Japan TEL +81-88-684-0210
Research & Development Division	615 Hanamen, Satoura, Satoura-cho, Naruto-shi, Tokushima 772-0021, Japan TEL +81-88-685-2890
Cultivation Research Center	12-1 Shimokubo, Himeda, Oasa-cho, Naruto-shi, Tokushima 779-0301, Japan TEL +81-88-685-2890
Cultivation Research Center Miyazaki farm	2034-2 Minashiro, Shintomi-cho, Koyu-gun, Miyazaki 889-1402, Japan

Board of Directors

President, CEO	Hisashi Oka	
Director, Board Member, Senior Executive Officer	Satoshi Kitaguchi	Corporate Planning Section, Production Control Division, and Research & Development Division
Director, Board Member, Senior Executive Officer	Wataru Okumura	Overseas Business Headquarters
Director, Board Member, Executive Officer	Hiroki Takase	General Affairs Division, Accounting Division, Intellectual Property & Legal Section
Director, Board Member, Executive Officer	Izumi Suemura	Domestic Business Headquarters
Director, Board Member, Executive Officer	Itoko Watanabe	Personnel Division, DX (Outside Director)
Director (Audit & Supervisory Committee Member)	Minoru Kimura	(Outside Director)
Director (Audit & Supervisory Committee Member)	Jun Ogawa	(Outside Director)
Director (Audit & Supervisory Committee Member)	Motonori Araki	(Outside Director)
Executive Officer	Toshiyuki Shigeuchi	LIDA Plant Research, S.L. Secretary and a member of the Board of Directors
Executive Officer	Yoshihiro Fujimoto	Chairman of Runhe (Zhoushan) Plant Science Co., Ltd.
Executive Officer	Kei Hidaka	Domestic Business Headquarters, Marketing & Technical Promotion Division, Fertilizer and BS Development Group and Representative Director of Asahi Chemical Manufacturing Co., Ltd.
Executive Officer	Taku Ogasawara	General Manager, Sales Department, Overseas Sales Headquarters
Executive Officer	Tomoko Moriyama	Quality Assurance Section Manager

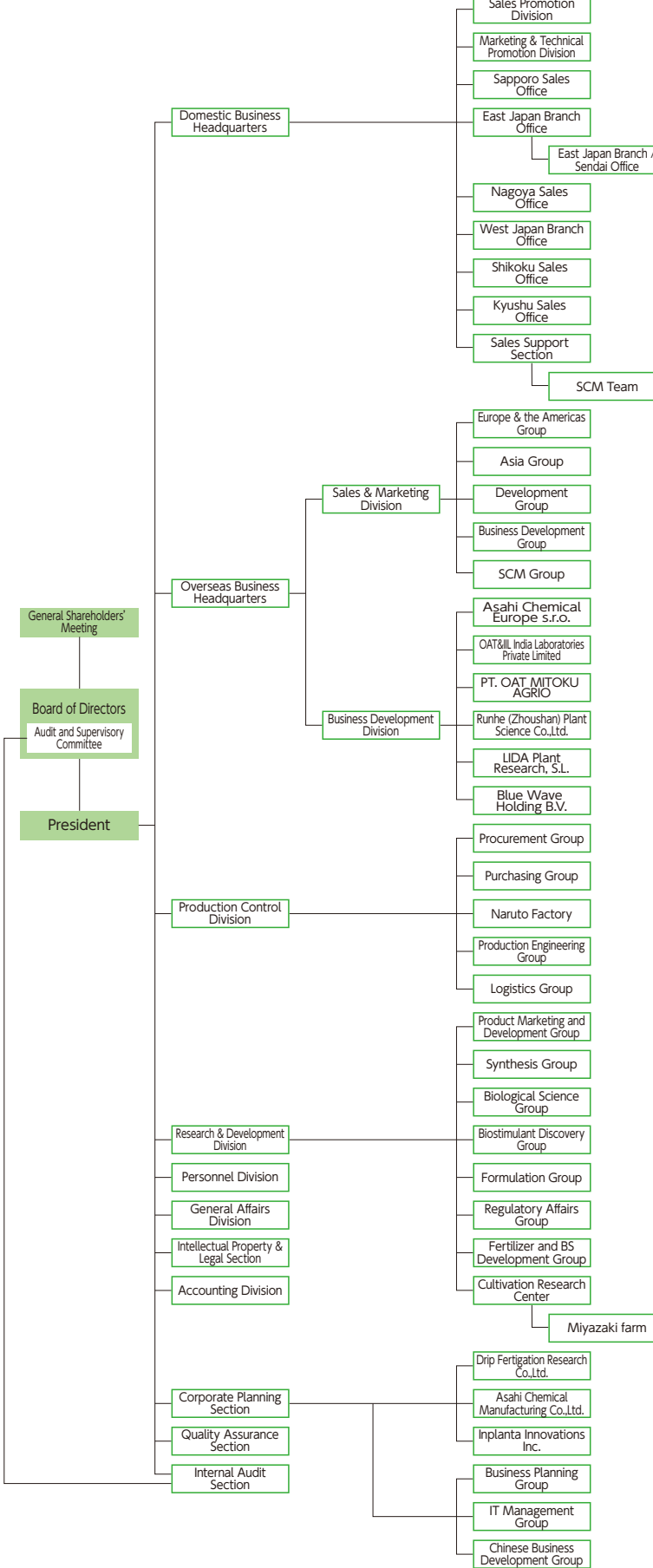
Associated Companies

Asahi Chemical Manufacturing Co., Ltd.	Establishment Address February 9, 1952 500 Takayasu, Kanagawa-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 Iishioka, Iishioka-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&ILL India Laboratories Private Limited	Establishment Address March, 2013 E-423, RIICO Industrial Area, Chopanki Bhiwadi -301707 Rajasthan, India Main Domain Research and development of new crop protection products
Asahi Chemical Europe s.r.o.	Establishment Address February, 2010 Lubná 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 Bندگان 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 Rujiaobao 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 Calle Granja, 12, 46440 Almussales, 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) Soommeer 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
- 1980** Started selling the fungicide Unitekt
- 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 Ondaia
- 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, Ondaia 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 Benflusate and Benzotep 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&ILL 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
- 2015** 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.
- 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.
- 2023** Shifted from the Prime Market to the Standard Market of the Tokyo Stock Exchange
OAT Pakistan Private Limited was excluded from our subsidiary company due to stock transfer.

Organization



Fact Book 2023

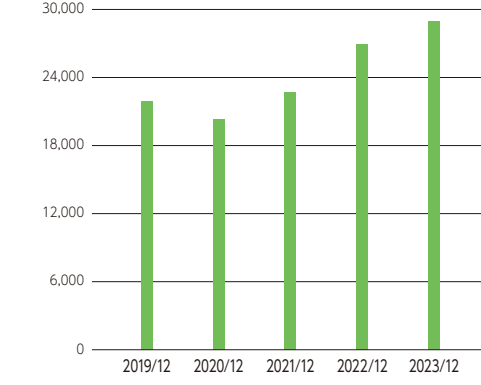
Financial Highlights (Consolidated)



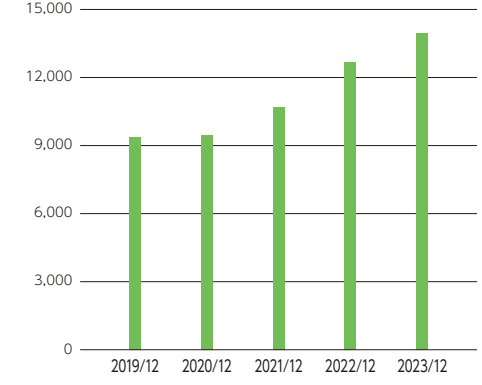
(Unit: ¥ million)

	2019/12	2020/12	2021/12	2022/12	2023/12
Net sales	21,909	20,288	22,678	26,960	28,988
Gross profit	9,389	9,464	10,707	12,660	13,947
Operating income	1,077	1,512	2,001	3,346	3,766
Profit attributable to owners of parent	4	837	1,456	2,261	2,488
Total assets	29,724	28,848	28,346	31,009	34,000
Net assets	6,807	7,632	9,096	11,949	14,872

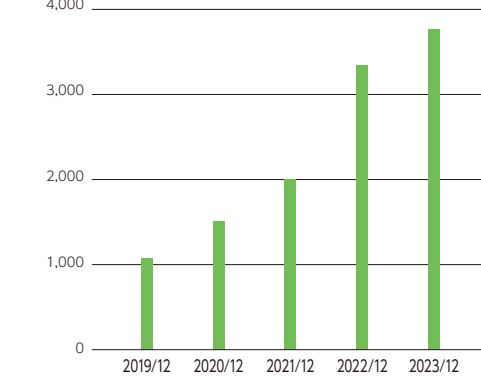
Net sales



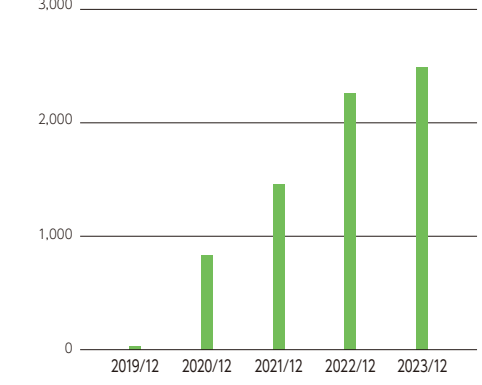
Gross profit



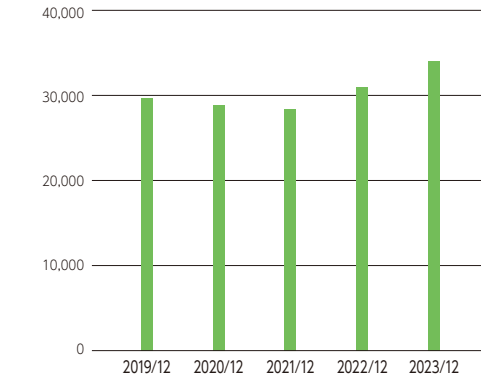
Operating income



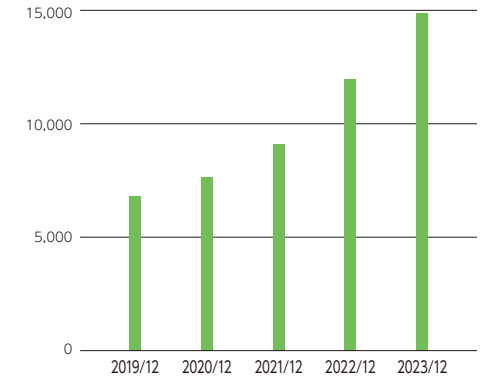
Profit attributable to owners of parent



Total assets



Net assets

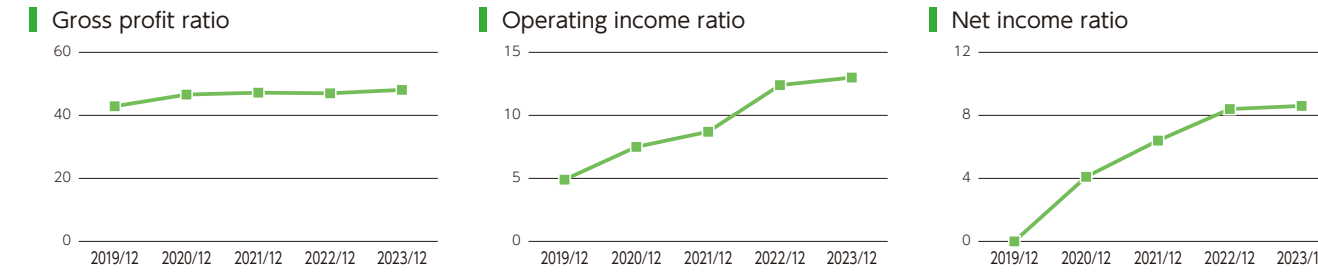


Management Indicators (Consolidated)



Profitability

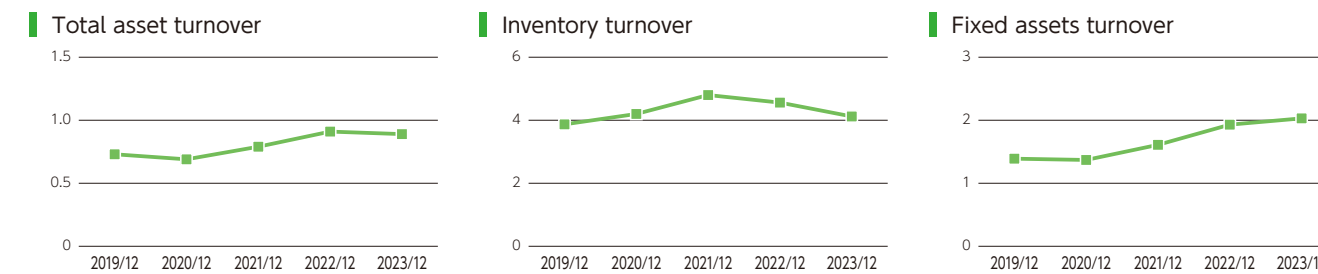
(Unit: %)



	2019/12	2020/12	2021/12	2022/12	2023/12
Gross profit ratio	42.9	46.6	47.2	47.0	48.1
Operating income ratio	4.9	7.5	8.8	12.4	13.0
Net income ratio	0.0	4.1	6.4	8.4	8.6

Efficiency

(Unit: times)

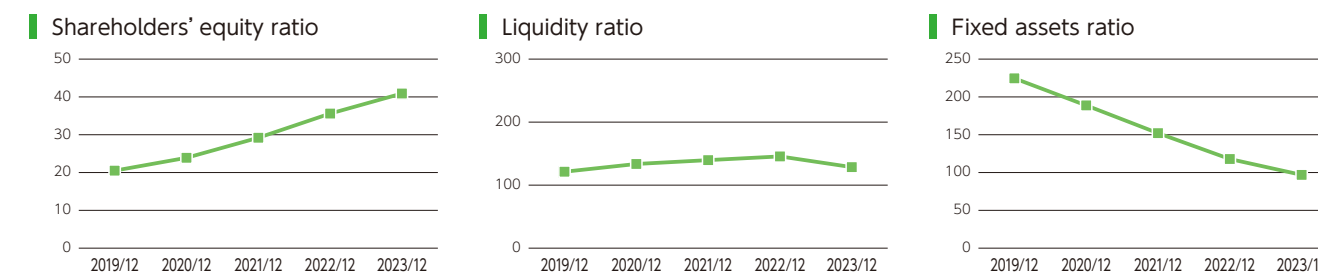


	2019/12	2020/12	2021/12	2022/12	2023/12
Total asset turnover	0.73	0.69	0.79	0.91	0.89
Inventory turnover	3.87	4.20	4.80	4.56	4.12
Fixed assets turnover	1.39	1.37	1.61	1.93	2.03

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

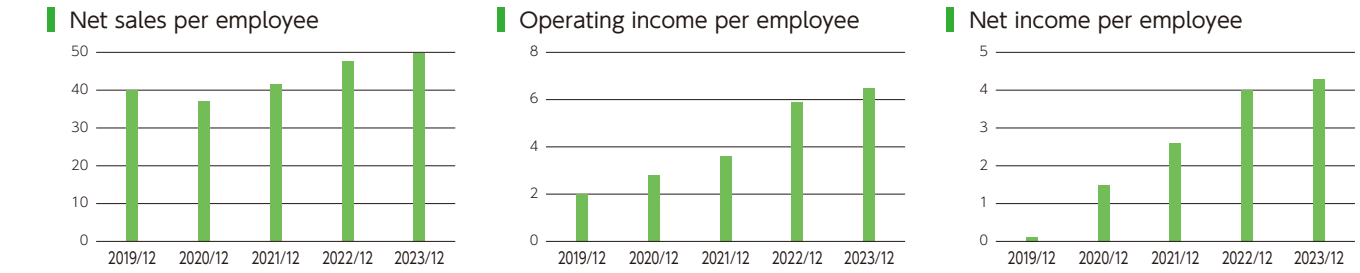
(Unit: %)



	2019/12	2020/12	2021/12	2022/12	2023/12
Shareholders' equity ratio	20.5	23.9	29.2	35.6	40.9
Liquidity ratio	121.3	133.6	139.7	145.6	128.6
Fixed assets ratio	224.6	188.8	152.1	117.9	96.9

Productivity

(Unit: ¥ million)



	2019/12	2020/12	2021/12	2022/12	2023/12
Net sales per employee	39.9	37.1	41.5	47.6	49.9
Operating income per employee	2.0	2.8	3.7	5.9	6.5
Net income per employee	0.0	1.5	2.7	4.0	4.3
Number of employees (persons)	556	537	556	576	585
(Average number of part time employees)	112	92	92	102	112

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)

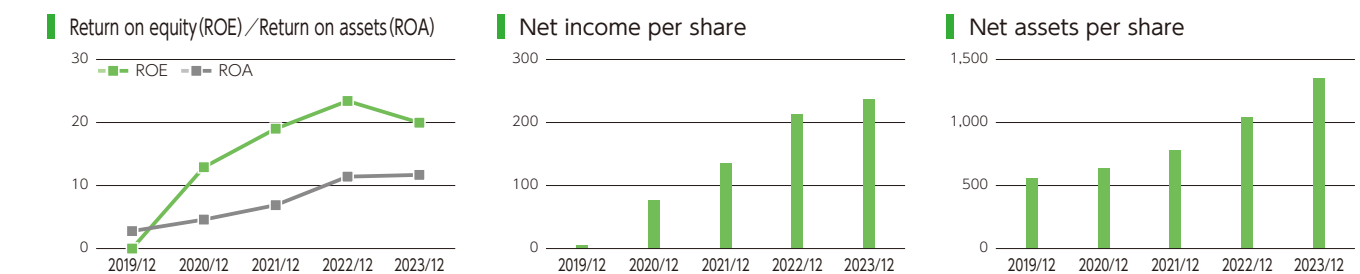


	2019/12	2020/12	2021/12	2022/12	2023/12
Free cash flow	1,928	1,679	3,824	847	1,204
Capital expenditure	375	184	288	381	404
Depreciation and amortization	1,484	1,412	1,416	1,484	1,673

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

Other Investment Indicators/Indicators per share

(Unit: %/yen)



	2019/12	2020/12	2021/12	2022/12	2023/12
Return on equity (ROE) (%)	0.06	12.91	19.22	23.43	19.97
Return on assets (ROA) (%)	2.77	4.60	6.96	11.41	11.69
Net income per share (yen)	0.43	77.38	135.36	214.12	236.45
Net assets per share (yen)	562.06	635.71	784.57	1,043.37	1,350.69

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)

	2022/12	2023/12
Assets		
Current assets		
Cash and deposits	3,614	4,056
Notes receivable - trade	452	638
Electronically recorded monetary claims - operating	62	43
Accounts receivable - trade	5,239	6,736
Merchandise and finished goods	3,443	3,265
Work in process	1,071	1,613
Raw materials and supplies	2,345	2,332
Other	750	1,056
Allowance for doubtful accounts	△60	△156
Total current assets	16,920	19,586
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	1,176	1,184
Machinery, equipment and vehicles, net	745	797
Land	1,090	1,164
Leased assets, net	462	509
Other, net	303	323
Total property, plant and equipment	3,779	3,979
Intangible assets		
Goodwill	5,960	5,915
Software	184	209
Customer relation assets	2,650	2,694
Other	382	411
Total intangible assets	9,177	9,230
Investments and other assets		
Investment securities	428	522
Shares of subsidiaries and associates	82	88
Deferred tax assets	313	310
Other	307	282
Total investments and other assets	1,132	1,204
Total non-current assets	14,089	14,414
Total assets	31,009	34,000
Liabilities		
Current liabilities		
Notes and accounts payable - trade	2,954	2,189
Short-term loans payable	5,865	9,949
Accounts payable - other	686	617
Income taxes payable	646	572
Provision for bonuses	37	38
Provision for loss on compensation for damage	23	26
Refund liabilities	128	166
Other	1,275	1,674
Total current liabilities	11,617	15,233
Non-current liabilities		
Long-term loans payable	5,951	2,355
Retirement benefit liability	282	233
Deferred tax liabilities	883	948
Other	324	357
Total non-current liabilities	7,442	3,893
Total liabilities	19,060	19,127
Net assets		
Shareholders' equity		
Capital stock	461	461
Capital surplus	2,410	2,425
Retained earnings	7,906	9,918
Treasury shares	△408	△973
Total shareholders' equity	10,371	11,832
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	72	130
Foreign currency translation adjustment	632	1,934
Remeasurements of defined benefit plans	△44	△8
Total accumulated other comprehensive income	660	2,056
Non-controlling interests	917	983
Total net assets	11,949	14,872
Total liabilities and net assets	31,009	34,000

Consolidated Statements of Income

(Unit: ¥ million)

	2022/12	2023/12
Net sales	26,960	28,988
Cost of sales	14,299	15,041
Gross profit	12,660	13,947
Selling, general and administrative expenses	9,314	10,180
Operating income	3,346	3,766
Non-operating income		
Interest income	13	40
Dividend income	5	6
Insurance fee income	39	0
Foreign exchange gains	153	194
Share of profit of entities accounted for using equity method	3	1
Other	21	19
Total non-operating income	237	263
Non-operating expenses		
Interest expenses	182	207
Commission for purchase of treasury shares	0	4
Other	16	18
Total non-operating expenses	198	230
Ordinary income	3,385	3,800
Extraordinary income		
Gain on sales of non-current assets	17	3
Total extraordinary income	17	3
Extraordinary losses		
Loss on retirement of non-current assets	4	2
Impairment loss	19	4
Total extraordinary losses	24	7
Profit before income taxes	3,378	3,796
Income taxes-current	1,194	1,288
Income taxes-deferred	△184	△52
Total income taxes	1,009	1,235
Profit	2,369	2,561
Profit attributable to non-controlling interests	107	73
Profit attributable to owners of parent	2,261	2,488

Consolidated Statements of Comprehensive Income

(Unit: ¥ million)

	2022/12	2023/12
Profit	2,369	2,561
Other comprehensive income	756	1,474
Valuation difference on available-for-sale securities	△11	58
Foreign currency translation adjustment	858	1,380
Remeasurements of defined benefit plans, net of tax	△89	35
Comprehensive income	3,126	4,035
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	2,966	3,884
Comprehensive income attributable to non-controlling interests	160	151

Consolidated Statements of Cash Flows

(Unit: ¥ million)

	2022/12	2023/12
Cash flows from operating activities		
Profit before income taxes	3,378	3,796
Depreciation	864	991
Amortization of goodwill	620	682
Loss on sales of non-current assets	4	2
Loss (gain) on sales of non-current assets	△17	△3
Impairment loss	19	4
Share of loss (profit) of entities accounted for using equity method	△3	△1
Insurance claim income	△39	△0
Interest and dividend income	△19	△48
Share-based remuneration expenses	32	49
Foreign exchange losses (gains)	△0	△49
Interest expenses	182	207
Increase (decrease) in net defined benefit liability	120	△4
Increase (decrease) in allowance for doubtful accounts	1	88
Increase (decrease) in refund liability	22	35
Increase (decrease) in provision for bonuses	3	0
Decrease (increase) in trade receivables	△306	△1,412
Decrease (increase) in inventories	△1,698	△75
Increase (decrease) in trade payables	△216	△895
Increase (decrease) in accounts payable-other	△43	△93
Other, net	△330	262
Subtotal	2,575	3,538
Interest and dividends received	3	37
Interest paid	△153	△213
Income taxes paid	△1,048	△1,574
Proceeds from insurance income	39	0
Net cash provided by (used in) operating activities	1,416	1,789
Cash flows from investing activities		
Payments into time deposits	△106	△80
Purchase of property, plant and equipment	△288	△397
Proceeds from sales of property, plant and equipment	19	6
Purchase of intangible assets	△120	△122
Purchase of sales of investment securities	△73	△0
Other, net	△1	8
Net cash provided by (used in) investing activities	△569	△585
Cash flows from financing activities		
Net increase (decrease) in short-term loans payable	811	1,614
Proceeds from long-term borrowings	1,678	9
Repayments of long-term borrowings	△3,045	△1,333
Repayments of lease obligations	△171	△196
Purchase of treasury shares	△0	△600
Dividends paid	△237	△474
Dividends paid to non-controlling interests	△64	△89
Other, net	-	18
Net cash provided by (used in) financing activities	△1,029	△1,052
Effect of exchange rate change on cash and cash equivalents	38	193
Net increase (decrease) in cash and cash equivalents	△143	344
Cash and cash equivalents at beginning of period	3,514	3,371
Cash and cash equivalents at end of period	3,371	3,716