



7637

Hakudo

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Executive summary

Business overview

Hakudo Co., Ltd. (TSE Prime: 7637) is a specialist trading company that purchases non-ferrous materials such as aluminum, copper, and stainless steel, and on-sells these materials after processing them according to customer needs. Performance fluctuates in line with changing market prices on the main materials the company handles (aluminum, copper, and stainless steel) and volatility in demand from the customers who purchase these materials (such as manufacturer of semiconductor production equipment).

Over the past decade through FY03/25, revenue ranged from a low of JPY32.5bn in FY03/16 to a high of JPY66.4bn in FY03/25. Operating profit fluctuated between JPY1.7bn (FY03/16) and JPY4.3bn (FY03/22), while OPM ranged from 4.0% (FY03/20) to 7.7% (FY03/22). In recent years, performance in FY03/20 was impacted by a decline in semiconductor demand due to US–China trade friction and falling non-ferrous metal prices. From 2H FY03/23 through FY03/24, the company was again affected by a downturn in semiconductor market conditions and broader external factors.

Revenue is calculated based on market prices, with unit prices reflecting additional services such as processing, delivery, and customer payment terms, multiplied by order volume. In FY03/25, revenue totaled JPY66.4bn (+16.0% YoY), with the breakdown by material as follows: aluminum 62%, copper 14%, stainless steel 19%, and other materials 5%. On the profit side, the company primarily earns trading margins from the purchase and sale of goods, a fundamental revenue source for trading companies. Additional profit drivers include compensation for value-added services such as processing and delivery speed, as well as gains from price fluctuations between material procurement and sales.

Hakudo was founded in 1932 as a privately operated non-ferrous metals trading company. In 1968, it introduced a proprietary computer-based management system to centrally control customer demand, sales, and inventory information. Around this time, customers began requesting inventory adjustment functions, prompting the company to tailor material volumes to match individual customer needs. From the 1970s, Hakudo expanded its facilities to suburban areas to enhance plant capabilities and storage functions, while also broadening its product lineup. As of end-FY03/25, the company offered a total of 155,500 product sizes listed in its print and online catalogs. This included approximately 5,500 standard stock items—materials purchased and processed in-house into standard sizes and shapes—and about 150,000 items held in stock by other companies. To meet customer processing requirements, Hakudo operates several hundred metal cutting machines across five plants nationwide, enabling rapid delivery of customized orders.

In addition to phone, fax, and email, the company provides quotations and accepts orders 24/7 via its online platform, Hakudo Net Service. As of FY03/25, the company had approximately 30,000 registered customer accounts, with around 25,000 of these registered for the Hakudo Net Service. According to the company, most major firms involved in semiconductor manufacturing equipment are already registered users. Hakudo receives approximately 20,000 inquiries and quotation requests per day, with roughly half resulting in orders (excluding special-order items). For domestic customers, the company offers short lead times as listed in its catalog, typically delivering on the same day or the following day after an order is received and processed. Major customers include manufacturers of semiconductor production equipment—such as Tokyo Electron Ltd. (TSE Prime: 8035), ULVAC, Inc. (TSE Prime: 6728), and their affiliates—as well as OA equipment makers like Canon Inc. (TSE Prime: 7751) and Ricoh Company, Ltd. (TSE Prime: 7752), in addition to other precision equipment manufacturers, industrial machinery companies, and their related businesses.

The company uses a core system to set selling prices for each customer, based on accumulated data including material quality, market prices at the time of transaction, order volume, processing requirements, order history, payment terms, and customer creditworthiness. The most significant factor influencing selling prices is the prevailing market price of materials. Prices for standard inventory aluminum products closely follow aluminum market prices, while prices for standard copper products track the price of electrolytic copper. As a result, the company faces valuation loss risks during periods of market price declines.

Cost of revenue comprises the purchase price of materials and additional costs associated with processing based on customer specifications. Major components of SG&A expenses include personnel costs for the sales and administrative departments (398 employees as of end-FY03/25, including approximately 120 sales staff) and transportation costs. The company reports segment information by geographic region. In FY03/25, Japan accounted for 87% of revenue, North America for 8%, China for 2%, and other locations for 3%. Similarly, Japan accounted for 101% of segment profit, North America for -6%, China for 0%, and other locations for 5%.

Hakudo's business model is based on holding inventory and leveraging accumulated customer data to enable short delivery times. However, its inventory turnover remains relatively low. In FY03/25, inventory turnover was 4.9x (equivalent to

roughly 2.5 months of inventory), well below the wholesale industry average of approximately 16.0x, according to the Ministry of Economy, Trade and Industry. To improve profitability, the company adds value through a wide range of processing services tailored to customer needs. Hakudo differentiates itself by offering an extensive product lineup—around 150,000 items, including standard stock, made-to-order, and special-order items—and by achieving short lead times while maintaining in-house processing capabilities. According to the company, few non-ferrous metal trading companies operate with a comparable business model. Among the few similar firms, UEX, Ltd. (TSE Standard: 9888) is comparable in terms of its standard stock item business, while Alconix Corporation (TSE Prime: 3036) has similarities in the area of special-order items.

As part of its efforts to address ESG/SDGs, the company has established an ESG/SDG management committee led by senior management. The company explains that by expanding the use of non-ferrous and environmentally friendly materials such as aluminum and cadmium-free brass, and by promoting their alternative use, it aims to help realize a low-carbon society and reduce industrial waste through recycling.

Earnings trends

In FY03/25, the company posted revenue of JPY66.4bn (+16.0% YoY), operating profit of JPY3.0bn (+18.2% YoY), recurring profit of JPY3.2bn (+12.9% YoY), and net income attributable to parent company shareholders of JPY2.2bn (+16.7% YoY). Revenue increased due to higher sales volumes to the semiconductor production equipment industry. The company expanded the number of products handled by Hakudo Net Service from 84,900 at end-March 2024 to 155,200 at end-March 2025, improving customer convenience. Recurring profit rose despite higher manufacturing, freight, and personnel costs, supported by increased revenue and gains from inventory valuation.

The company's full-year FY03/26 consolidated forecast calls for revenue of JPY75.8bn (+14.1% YoY), operating profit of JPY3.2bn (+8.3% YoY), recurring profit of JPY3.5bn (+8.9% YoY), and net income of JPY2.4bn (+5.1% YoY). Despite ongoing uncertainty in the external environment, including delays in the recovery of the semiconductor production equipment industry, the company expects to achieve higher revenue and profit through market share expansion and other strategic initiatives.

As an assumption underlying the earnings forecast, the company has factored in higher selling prices resulting from price revisions by both material manufacturers and the company, effective from June 2025. However, due to ongoing volatility in raw material markets, it has not incorporated raw material price trends into the outlook.

On May 14, 2025, Hakudo announced a new medium-term management plan covering FY03/26 to FY03/28, following the previous plan (FY03/22–FY03/25). The new plan carries the subtitle “Advancing—exceeding expectations: Hop STEP Jump.” While the company's long-term vision—to become a platform operator supporting the manufacturing industry and to achieve revenue of JPY100.0bn, recurring profit of JPY10.0bn, and an overseas revenue ratio of 20% by FY03/32—remains unchanged, this new medium-term plan is positioned as the STEP phase, the second stage in achieving those goals.

The new plan sets the following management targets for its final year (FY03/28): revenue of JPY104.1bn (vs. JPY66.4bn in FY03/25), recurring profit of JPY6.0bn (vs. JPY3.2bn), ROIC of 14.0% (vs. 8.7%), operating cash flow of JPY4.8bn (vs. JPY1.8bn), overseas sales ratio of 18.0% (vs. 15.4%), and annual dividend of JPY164.00 per share (vs. JPY89.00).

Strengths and weaknesses

Strengths:

- 1) In addition to its inventory function (as a trading company), the company has a processing function, which helps lower customers' manufacturing costs.
- 2) The Hakudo Network Service is a highly convenient service that enables immediate order placement and delivery, using such data as market prices, processing costs, and customer information.
- 3) Accumulated customer data allows the company to manage inventories and control processing costs.

Weaknesses:

- 1) Impact from conditions in raw material markets is liable to grow because the company frequently serves specific customer groups.
- 2) A focus on small order quantities and rapid deliveries makes it difficult to achieve economies of scale in logistics and control logistics costs.
- 3) The company has limited ability to meet the needs of Japanese customers that are expanding overseas.

Key financial data

Income statement (JPYmn)	FY03/16	FY03/17	FY03/18	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24	FY03/25	FY03/26
	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Est.
Revenue	32,461	34,627	43,709	45,228	41,798	39,219	55,441	61,602	57,253	66,410	75,800
YoY	8.5%	6.7%	26.2%	3.5%	-7.6%	-6.2%	41.4%	11.1%	-7.1%	16.0%	14.1%
Gross profit	5,345	6,014	7,527	7,201	6,489	6,670	10,310	10,153	9,268	10,573	
YoY	-2.6%	12.5%	25.1%	-4.3%	-9.9%	2.8%	54.6%	-1.5%	-8.7%	14.1%	
Gross profit margin	16.5%	17.4%	17.2%	15.9%	15.5%	17.0%	18.6%	16.5%	16.2%	15.9%	
Operating profit	1,707	1,986	2,785	2,250	1,659	1,982	4,256	3,777	2,523	2,983	3,230
YoY	-16.3%	16.3%	40.3%	-19.2%	-26.3%	19.5%	114.7%	-11.2%	-33.2%	18.2%	8.3%
Operating profit margin	5.3%	5.7%	6.4%	5.0%	4.0%	5.1%	7.7%	6.1%	4.4%	4.5%	4.3%
Recurring profit	1,750	2,043	2,846	2,334	1,697	2,083	4,374	3,989	2,848	3,215	3,500
YoY	-15.5%	16.7%	39.3%	-18.0%	-27.3%	22.8%	109.9%	-8.8%	-28.6%	12.9%	8.9%
Recurring profit margin	5.4%	5.9%	6.5%	5.2%	4.1%	5.3%	7.9%	6.5%	5.0%	4.8%	4.6%
Net income	1,195	1,405	2,028	1,565	1,149	1,282	2,964	2,738	1,917	2,237	2,350
YoY	-11.6%	17.6%	44.3%	-22.8%	-26.6%	11.6%	131.2%	-7.6%	-30.0%	16.7%	5.1%
Net margin	3.7%	4.1%	4.6%	3.5%	2.7%	3.3%	5.3%	4.4%	3.3%	3.4%	3.1%
Per-share data (split-adjusted; JPY)											
No. of shares outstanding(000 shares)	11,343	11,343	11,343	11,343	11,343	11,343	11,343	11,343	11,343	11,343	
EPS (JPY)	105.3	123.9	178.8	138.0	101.3	113.0	261.3	241.4	169.0	197.2	207.9
EPS (fully diluted; JPY)	-	-	-	-	-	-	-	-	-	-	
Dividend per share (JPY)	45.0	58.5	75.0	77.0	58.0	58.0	115.0	109.0	80.0	89.0	94.0
Book value per share (JPY)	1,235	1,305	1,434	1,493	1,506	1,576	1,748	1,870	1,982	2,095	
Balance sheet(JPYmn)											
Cash and cash equivalents	4,256	4,820	5,902	6,088	4,969	5,924	8,675	6,038	5,701	5,474	
Total current assets	19,060	21,758	26,740	25,343	23,695	24,851	33,616	33,830	32,128	35,029	
Tangible fixed assets	5,317	5,977	6,487	6,835	6,608	6,370	6,098	6,250	6,653	6,405	
Investments and other assets	575	650	982	1,031	1,355	1,492	1,558	1,656	1,812	1,842	
Intangible assets	217	219	261	407	412	402	509	1,414	1,423	1,470	
Total assets	25,169	28,604	34,191	33,616	32,071	33,115	41,781	43,150	42,016	44,745	
Short-term debt	-	-	-	357	-	-	-	351	-	-	
Total current liabilities	11,133	13,772	17,900	16,630	14,946	15,190	21,903	21,768	19,420	20,920	
Long-term debt	-	-	-	-	-	-	-	-	-	-	
Total fixed liabilities	31	31	30	58	44	56	48	152	114	70	
Total liabilities	11,163	13,804	17,930	16,688	14,990	15,246	21,952	21,920	19,535	20,990	
Shareholders' equity	14,006	14,801	16,261	16,928	17,081	17,870	19,829	21,229	22,481	23,755	
Total net assets	14,006	14,801	16,261	16,928	17,081	17,870	19,829	21,229	22,481	23,755	
Total interest-bearing debt	-	-	-	357	-	-	-	351	-	-	
Cash flow statement(JPYmn)											
Cash flows from operating activities	1,269	2,414	3,103	2,074	1,503	2,128	4,556	321	2,528	1,782	
Cash flows from investing activities	86	-1,301	-1,379	-1,028	-1,367	-553	-677	-1,553	-1,612	-893	
Cash flows from financing activities	-544	-511	-664	-850	-1,230	-657	-1,202	-1,417	-1,329	-1,128	
Financial ratios											
ROA (RP-based)	7.0%	7.6%	9.1%	6.9%	5.2%	6.4%	11.7%	9.4%	6.7%	7.4%	
ROE	8.7%	9.8%	13.1%	9.4%	6.8%	7.3%	15.7%	13.3%	8.8%	9.7%	
Equity ratio	55.6%	51.7%	47.6%	50.4%	53.3%	54.0%	47.5%	49.2%	53.5%	53.1%	
Total asset turnover	128.9%	128.8%	139.2%	133.4%	127.3%	120.3%	148.0%	145.1%	134.5%	153.1%	
Net margin	3.7%	4.1%	4.6%	3.5%	2.7%	3.3%	5.3%	4.4%	3.3%	3.4%	

Source: Shared Research based on company data

Notes: Figures may differ from company materials due to differences in rounding methods.

Recent updates

Dividend from retained earnings (dividend increase) and formulation of medium-term management plan

2025-05-14

On May 14, 2025, Hakudo Co., Ltd. announced a dividend payout from retained earnings (dividend increase), and the formulation of a new medium-term management plan covering FY03/26 through FY03/28.

Dividend from retained earnings

Summary of dividends

- Record date: March 31, 2025
- Dividend per share: JPY40.00 (latest forecast: JPY36.00; FY03/24 actual: JPY45.00)
- Total amount of dividends: JPY453mn
- Effective date: June 5, 2025
- Source of dividend: Retained earnings

Reason

The company maintains a basic policy of strengthening its financial base and distributing profits in line with earnings performance. As a general rule, it aims to pay whichever is higher: a full-year dividend payout ratio of 45% or an annual dividend of JPY80.00 per share. Based on this policy, the company increased the year-end dividend by JPY4.00 from the previous forecast to JPY40.00 per share, bringing the annual dividend to JPY89.00 per share.

Formulation of medium-term management plan for FY2025–FY2027

On May 14, 2025, the company formulated a medium-term management plan covering FY03/26 through FY03/28.

The newly announced medium-term management plan is positioned as the STEP phase—the second stage in a three-stage growth framework (HOP, STEP, JUMP) designed to realize the company's long-term vision for FY03/32, the year of its 100th anniversary. Under this plan, the company will focus on evolving its business to drive growth, strengthening its management foundation, and promoting sustainability-oriented management.

For the final year of the plan (FY03/28), the company has set the following key financial and shareholder return targets: revenue of JPY104.1bn (vs. JPY66.4bn in FY03/25), recurring profit of JPY6.0bn (vs. JPY3.2bn), ROIC of 14.0% (vs. 8.7%), operating cash flow of JPY4.8bn (vs. JPY1.8bn), overseas sales ratio of 18.0% (vs. 15.4%), and annual dividend of JPY164.00 per share (vs. JPY89.00).

For more details, please refer to the official release.

Trends and outlook

Quarterly trends and results

Earnings (cumulative) (JPYmn)	FY03/23				FY03/24				FY03/25				FY03/25	
	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	% of forecast FY Est.	
Revenue	16,063	31,775	47,379	61,602	14,718	28,709	42,931	57,253	15,746	32,488	50,154	66,410	103.6%	64,100
YoY	27.1%	23.1%	17.1%	11.1%	-8.4%	-9.6%	-9.4%	-7.1%	7.0%	13.2%	16.8%	16.0%		12.0%
Gross profit	2,801	5,403	7,874	10,153	2,211	4,561	6,922	9,268	2,678	5,195	7,812	10,573		
YoY	18.1%	11.5%	4.0%	-1.5%	-21.1%	-15.6%	-12.1%	-8.7%	21.1%	13.9%	12.9%	14.1%		
Gross profit margin	17.4%	17.0%	16.6%	16.5%	15.0%	15.9%	16.1%	16.2%	17.0%	16.0%	15.6%	15.9%		
SG&A expenses	1,589	3,181	4,707	6,375	1,660	3,341	5,036	6,744	1,809	3,624	5,603	7,590		
YoY	14.9%	9.4%	6.0%	5.3%	4.5%	5.0%	7.0%	5.8%	9.0%	8.5%	11.2%	12.5%		
SG&A ratio	9.9%	10.0%	9.9%	10.3%	11.3%	11.6%	11.7%	11.8%	11.5%	11.2%	11.2%	11.4%		
Operating profit	1,213	2,222	3,167	3,777	551	1,220	1,886	2,523	869	1,571	2,209	2,983	97.5%	3,060
YoY	22.5%	14.5%	1.1%	-11.2%	-54.6%	-45.1%	-40.4%	-33.2%	57.7%	28.7%	17.2%	18.2%		21.3%
Operating profit margin	7.5%	7.0%	6.7%	6.1%	3.7%	4.3%	4.4%	4.4%	5.5%	4.8%	4.4%	4.5%		4.8%
Recurring profit	1,273	2,360	3,370	3,989	687	1,420	2,201	2,848	996	1,777	2,336	3,215	100.5%	3,200
YoY	23.5%	18.4%	4.8%	-8.8%	-46.0%	-39.8%	-34.7%	-28.6%	44.9%	25.2%	6.1%	12.9%		12.4%
Recurring profit margin	7.9%	7.4%	7.1%	6.5%	4.7%	4.9%	5.1%	5.0%	6.3%	5.5%	4.7%	4.8%		5.0%
Net income	888	1,643	2,289	2,738	474	985	1,512	1,917	688	1,223	1,556	2,237	104.5%	2,140
YoY	23.8%	21.2%	4.6%	-7.6%	-46.7%	-40.1%	-33.9%	-30.0%	45.3%	24.2%	2.9%	16.7%		11.7%
Net margin	5.5%	5.2%	4.8%	4.4%	3.2%	3.4%	3.5%	3.3%	4.4%	3.8%	3.1%	3.4%		3.3%
Quarterly performance (JPYmn)	FY03/23				FY03/24				FY03/25					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
Revenue	16,063	15,713	15,604	14,223	14,718	13,992	14,221	14,322	15,746	16,742	17,666	16,256		
YoY	27.1%	19.2%	6.5%	-5.0%	-8.4%	-11.0%	-8.9%	0.7%	7.0%	19.7%	24.2%	13.5%		
Gross profit	2,801	2,602	2,471	2,278	2,211	2,350	2,361	2,346	2,678	2,517	2,617	2,761		
YoY	18.1%	5.1%	-9.3%	-16.8%	-21.1%	-9.7%	-4.5%	3.0%	21.1%	7.1%	10.9%	17.7%		
Gross profit margin	17.4%	16.6%	15.8%	16.0%	15.0%	16.8%	16.6%	16.4%	17.0%	15.0%	14.8%	17.0%		
SG&A expenses	1,589	1,593	1,526	1,668	1,660	1,680	1,695	1,708	1,809	1,815	1,978	1,987		
YoY	14.9%	4.5%	-0.4%	3.3%	4.5%	5.5%	11.1%	2.4%	9.0%	8.0%	16.7%	16.3%		
SG&A ratio	9.9%	10.1%	9.8%	11.7%	11.3%	12.0%	11.9%	11.9%	11.5%	10.8%	11.2%	12.2%		
Operating profit	1,213	1,009	945	611	551	669	665	637	869	702	639	774		
YoY	22.5%	6.1%	-20.6%	-45.7%	-54.6%	-33.6%	-29.6%	4.4%	57.7%	4.9%	-4.0%	21.4%		
Operating profit margin	7.5%	6.4%	6.1%	4.3%	3.7%	4.8%	4.7%	4.5%	5.5%	4.2%	3.6%	4.8%		
Recurring profit	1,273	1,087	1,010	619	687	732	782	646	996	781	559	879		
YoY	23.5%	12.9%	-17.4%	-46.5%	-46.0%	-32.6%	-22.6%	4.3%	44.9%	6.6%	-28.5%	36.0%		
Recurring profit margin	7.9%	6.9%	6.5%	4.4%	4.7%	5.2%	5.5%	4.5%	6.3%	4.7%	3.2%	5.4%		
Net income	888	755	646	449	474	511	527	404	688	535	333	681		
YoY	23.8%	18.4%	-22.4%	-42.2%	-46.7%	-32.3%	-18.3%	-9.8%	45.3%	4.7%	-36.9%	68.3%		
Net margin	5.5%	4.8%	4.1%	3.2%	3.2%	3.7%	3.7%	2.8%	4.4%	3.2%	1.9%	4.2%		

Source: Shared Research based on company data

Notes: Figures may differ from company materials due to differences in rounding methods.

Results by segment

By segment (cumulative) (JPYmn)	FY03/23				FY03/24				FY03/25			
	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4
Revenue	16,063	31,775	47,379	61,602	14,718	28,709	42,931	57,253	15,746	32,488	50,154	66,410
YoY	27.1%	23.1%	17.1%	11.1%	-8.4%	-9.6%	-9.4%	-7.1%	7.0%	13.2%	16.8%	16.0%
Japan	15,414	30,305	45,268	58,804	12,937	25,115	37,482	49,901	13,490	28,066	43,620	57,910
YoY	28.3%	23.3%	17.5%	11.3%	-16.1%	-17.1%	-17.2%	-15.1%	4.3%	11.8%	16.4%	16.1%
% of revenue	96.0%	95.4%	95.5%	95.5%	87.9%	87.5%	87.3%	87.2%	85.7%	86.4%	87.0%	87.2%
North America	-	-	-	-	1,154	2,321	3,470	4,586	1,296	2,595	3,874	5,099
YoY	-	-	-	-	-	-	-	-	12.3%	11.8%	11.6%	11.2%
% of revenue	-	-	-	0.0%	7.8%	8.1%	8.1%	8.0%	8.2%	8.0%	7.7%	7.7%
China	357	876	1,214	1,582	296	614	965	1,361	559	985	1,392	1,753
YoY	-14.8%	6.7%	-5.5%	-8.0%	-17.1%	-29.9%	-20.5%	-14.0%	88.9%	60.4%	44.2%	28.8%
% of revenue	2.2%	2.8%	2.6%	2.6%	2.0%	2.1%	2.2%	2.4%	3.6%	3.0%	2.8%	2.6%
Other	290	593	896	1,217	328	658	1,012	1,406	399	842	1,267	1,647
YoY	47.2%	41.5%	36.0%	37.9%	13.1%	11.0%	12.9%	15.5%	21.6%	27.8%	25.2%	17.2%
% of revenue	1.8%	1.9%	1.9%	2.0%	2.2%	2.3%	2.4%	2.5%	2.5%	2.6%	2.5%	2.5%
Operating profit	1,213	2,222	3,167	3,777	551	1,220	1,886	2,523	869	1,571	2,209	2,983
YoY	22.5%	14.5%	1.1%	-11.2%	-54.6%	-45.1%	-40.4%	-33.2%	57.7%	28.7%	17.2%	18.2%
Japan	1,184	2,145	3,071	3,810	548	1,211	1,917	2,627	855	1,574	2,247	3,129
YoY	26.0%	16.1%	2.6%	-7.2%	-53.7%	-43.5%	-37.6%	-31.0%	56.0%	30.0%	17.2%	19.1%
Operating profit margin	7.7%	7.1%	6.8%	6.5%	4.2%	4.8%	5.1%	5.3%	6.3%	5.6%	5.2%	5.4%
% of operating profit	97.7%	96.6%	97.0%	100.9%	99.5%	99.3%	101.6%	104.1%	98.4%	100.2%	101.7%	104.9%
North America	-	-	-	-126	-35	-54	-108	-205	-31	-93	-173	-285
YoY	-	-	-	-	-	-	-	-	-	-	-	-
Operating profit margin	-	-	-	-	-	-	-	-	-	-	-	-
% of operating profit	-	-	-	-	-	-	-	-	-	-	-	-
China	-11	10	7	-	-6	-17	-32	-39	-5	-2	3	-13
YoY	-	-73.7%	-88.3%	-	-	-	-	-	-	-	-	-
Operating profit margin	-	-1.1%	0.6%	-	-	-	-	-	-	-	-	-
% of operating profit	-	0.5%	0.2%	-	-	-	-	-	-	-	0.1%	-
Other	39	65	88	93	44	80	110	141	50	92	132	153
YoY	18.2%	25.0%	14.3%	14.8%	12.8%	23.1%	25.0%	51.6%	13.6%	15.0%	20.0%	8.5%
Operating profit margin	13.4%	11.0%	9.8%	7.6%	13.4%	12.2%	10.9%	10.0%	12.5%	10.9%	10.4%	9.3%
% of operating profit	3.2%	2.9%	2.8%	2.5%	8.0%	6.6%	5.8%	5.6%	5.8%	5.9%	6.0%	5.1%
By segment (quarterly) (JPYmn)	FY03/23				FY03/24				FY03/25			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Revenue	16,063	15,713	15,604	14,223	14,718	13,992	14,221	14,322	15,746	16,742	17,666	16,256
YoY	27.1%	19.2%	6.5%	-5.0%	-8.4%	-11.0%	-8.9%	0.7%	7.0%	19.7%	24.2%	13.5%
Japan	15,414	14,891	14,963	13,536	12,937	12,178	12,367	12,419	13,490	14,576	15,554	14,290
YoY	28.3%	18.6%	7.2%	-5.4%	-16.1%	-18.2%	-17.4%	-8.3%	4.3%	19.7%	25.8%	15.1%
% of revenue	96.0%	94.8%	95.9%	95.2%	87.9%	87.0%	87.0%	86.7%	85.7%	87.1%	88.0%	87.9%

North America	-	1,154	1,167	1,149	1,116	1,296	1,299	1,279	1,225
YoY	-	-	-	-	-	12.3%	11.3%	11.4%	9.7%
% of revenue	0.0%	7.8%	8.3%	8.1%	7.8%	8.2%	7.8%	7.2%	7.5%
China	357	519	338	368	296	318	351	396	559
YoY	-14.8%	29.1%	-27.2%	-15.4%	-17.1%	-38.7%	3.8%	7.6%	88.9%
% of revenue	2.2%	3.3%	2.2%	2.6%	2.0%	2.3%	2.5%	2.8%	3.6%
Other	290	303	303	321	328	330	354	394	399
YoY	47.2%	36.5%	26.3%	43.6%	13.1%	9.0%	16.7%	22.7%	21.6%
% of revenue	1.8%	1.9%	1.9%	2.3%	2.2%	2.4%	2.5%	2.7%	2.5%
Operating profit	1,213	1,009	945	611	551	669	665	637	869
YoY	22.5%	6.1%	-20.6%	-45.7%	-54.6%	-33.6%	-29.6%	4.4%	57.7%
Japan	1,184	961	926	739	548	663	706	710	855
YoY	26.0%	5.8%	-19.1%	-33.5%	-53.7%	-31.0%	-23.8%	-3.9%	56.0%
Operating profit margin	7.7%	6.5%	6.2%	5.5%	4.2%	5.4%	5.7%	5.7%	6.3%
% of operating profit	97.7%	95.3%	97.9%	121.0%	99.5%	99.1%	105.8%	111.5%	98.4%
North America	-	-	-	-126	-35	-19	-54	-97	-31
YoY	-	-	-	-	-	-	-	-	-
Operating profit margin	-	-	-	-	-	-	-	-	-
% of operating profit	-	-	-	-	-	-	-	-	-
China	-11	21	-3	-7	-6	-11	-15	-7	-5
YoY	-	-8.7%	-	-	-	-	-	-	-
Operating profit margin	-	4.0%	-	-	-	-	-	-	-
% of operating profit	-	2.1%	-	-	-	-	-	-	0.4%
Other	39	26	23	5	44	36	30	31	50
YoY	18.2%	36.8%	-8.0%	25.0%	12.8%	38.5%	30.4%	520.0%	13.6%
Operating profit margin	13.4%	8.6%	7.6%	1.6%	13.4%	10.9%	8.5%	7.9%	12.5%
% of operating profit	3.2%	2.6%	2.4%	0.8%	8.0%	5.4%	4.5%	4.9%	5.8%

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Full-year FY03/25 results

Summary

- Revenue: JPY66.4bn (+16.0% YoY)
- Operating profit: JPY3.0bn (+18.2% YoY)
- Recurring profit: JPY3.2bn (+12.9% YoY)
- Net income attributable to owners of the parent: JPY2.2bn (+16.7% YoY)

Changes and response in market conditions

In the semiconductor production equipment industry, which has a significant impact on the company's group performance, there were signs of partial recovery driven by increased capital investment demand for generative AI and semiconductor equipment in China. Additionally, semiconductor manufacturers showed signs of bottoming out in inventory and production adjustments following a slowdown in demand for smartphones and PCs. However, the company noted delays in recovery for non-generative AI-related demand, such as EVs, increasing uncertainty regarding the timing of a full market recovery. In the aerospace industry, demand for commercial aircraft continued to recover, and government demand, particularly in the defense sector, remained robust. Meanwhile, in the machine tool industry, demand recovery was delayed as concerns about global inflation and high interest rates led to postponed capital investments.

The company focused on improving order rates through company-wide efforts to enhance quality and service. Specific initiatives included expanding inventories of aluminum and stainless steel sheets and introducing fiber laser processing machines at the Shiga plant to capture new demand. The company also worked to develop new customers and reactivate dormant ones, particularly in the aerospace and automotive industries, which it views as growth sectors. Additionally, it prioritized the introduction and expansion of new products, such as draw-processed items and environmentally friendly Eco-Series products.

The company has been focused on enhancing its 24/7 online quoting and ordering platform, Hakudo Net Service. It expanded the number of available products from 84,900 items at end-March 2024 to 155,200 items by end-March 2025, further improving the platform's convenience. The company also promoted new features of the platform, such as an automatic size calculation function that instantly calculates material dimensions upon order upload. On the manufacturing side, the company established its second Kyushu-based facility, the Fukuoka Plant, in December 2024 to strengthen its operations in response to growing semiconductor-related demand in the Kyushu region.

Financial results: Decrease in revenue and profit

Revenue increased by 16.0% YoY, driven by higher product prices and increased sales volumes to the semiconductor production equipment industry, supported by growing demand for generative AI-related products and the Chinese market.

As of end-March 2025, market prices for key raw materials had risen to JPY1,540,000/t for electrolytic copper (+JPY170,000/t from end-March 2024) and JPY492,000/t for aluminum ingots (+JPY92,000/t), based on monthly averages reported by the Nikkei. The market price for stainless steel sheets, according to the monthly median from Tekko Shimbun, was JPY600,000/t, unchanged from a year earlier.

Gross profit totaled JPY10.6bn (+14.1% YoY), with a gross profit margin of 15.9% (-0.3pp YoY). The increase in gross profit was supported by higher sales and a JPY378mn inventory valuation gain resulting from raw material market conditions (vs. JPY105mn in the previous year). However, the gross profit margin declined due to rising labor and material costs. SG&A expenses rose 12.5% YoY to JPY7.6bn, reflecting increases in personnel, freight, and advertising expenses. As a result, operating profit rose 18.2% YoY, with the operating profit margin improving slightly to 4.5% (+0.1pp YoY).

Performance by segment

- Japan: Segment revenue of JPY57.9bn (+16.1% YoY), operating profit of JPY3.1bn (+19.1% YoY)
- North America: Segment revenue of JPY5.1bn (+11.2% YoY), operating loss of JPY285mn (vs. a loss of JPY205mn in the previous fiscal year)
- China: Segment revenue of JPY1.8bn (+28.8% YoY), operating loss of JPY13mn (vs. a loss of JPY39mn in the previous fiscal year)
- Others: Segment revenue of JPY1.6bn (+17.2% YoY), operating profit of JPY153mn (+8.5% YoY)

Hakudo's reporting segments are classified based on the regions where earnings are generated. The Japan segment includes results from the parent company and AQR Co., Ltd.; the China segment reflects the performance of Shanghai Hakudo Precision Materials Co., Ltd.; the North America segment comprises results from Hakudo USA Inc. and West Coast Aluminum & Stainless, LLC; and the Others segment includes earnings from Hakudo (Thailand) Co., Ltd. Hakudo continues its business collaboration with Oristar Corporation, a major unlisted non-ferrous metal trading company in Vietnam. The North America segment was newly added in FY03/23.

The following outlines the performance of each regional segment.

▶ Japan segment

At the parent company level, revenue from standard stock items increased by JPY4.4bn, driven by a JPY1.3bn rise in unit prices and a JPY3.2bn increase in sales volume. Revenue from special-order items rose by JPY3.4bn, with JPY1.5bn attributable to higher unit prices and JPY1.8bn to volume growth. The increase was primarily supported by higher demand from the semiconductor production equipment sector. Consolidated subsidiary AQR Co., Ltd. also reported higher revenue, similarly driven by increased sales volume for semiconductor production equipment. However, the company noted that overall growth fell short of initial expectations.

▶ North America segment

In this segment, revenue increased due to strong sales of stainless steel for construction materials. However, capital investment in the North American market remained sluggish. At West Coast Aluminum & Stainless, LLC, which operates the business, losses widened as a result of inventory clearance and the recording of an allowance for doubtful accounts.

▶ China segment

The segment's performance primarily reflects the results of Shanghai Hakudo Precision Materials Co., Ltd. Revenue increased as the Chinese economy began to recover and business expanded with local semiconductor production equipment manufacturers. However, on the profit side, the segment recorded a full-year loss, mainly due to valuation losses on inventory and scrap, particularly in Q4.

▶ Other segment

This segment's performance is largely attributable to the earnings of Hakudo (Thailand) Co., Ltd. Sales to the automotive sector remained firm, resulting in both higher revenue and profit.

Full-year company forecasts

(JPYmn)	FY03/24			FY03/25			FY03/26		
	1H Act.	2H Act.	FY Act.	1H Act.	2H Act.	FY Act.	1H Est.	2H Est.	FY Est.
Revenue	28,709	28,544	57,253	32,488	33,922	66,410	36,500	39,300	75,800
YoY	-9.6%	-4.3%	-7.1%	13.2%	18.8%	16.0%	12.3%	15.9%	14.1%
Cost of revenue	24,148	23,837	47,985	27,293	28,544	55,837			
Gross profit	4,561	4,707	9,268	5,195	5,378	10,573			
YoY	-15.6%	-0.9%	-8.7%	13.9%	14.3%	14.1%			
Gross profit margin	15.9%	16.5%	16.2%	16.0%	15.9%	15.9%			
SG&A expenses	3,341	3,404	6,744	3,624	3,966	7,590			
YoY	5.0%	6.6%	5.8%	8.5%	16.5%	12.5%			
SG&A ratio	11.6%	11.9%	11.8%	11.2%	11.7%	11.4%			
Operating profit	1,220	1,303	2,523	1,571	1,413	2,983	1,580	1,650	3,230
YoY	-45.1%	-16.3%	-33.2%	28.7%	8.4%	18.2%	0.6%	16.8%	8.3%
Operating profit margin	4.3%	4.6%	4.4%	4.8%	4.2%	4.5%	4.3%	4.2%	4.3%
Recurring profit	1,420	1,428	2,848	1,777	1,438	3,215	1,780	1,720	3,500
YoY	-39.8%	-12.3%	-28.6%	25.2%	0.7%	12.9%	0.2%	19.6%	8.9%
Recurring profit margin	4.9%	5.0%	5.0%	5.5%	4.2%	4.8%	4.9%	4.4%	4.6%
Net income	985	932	1,917	1,223	1,014	2,237	1,200	1,150	2,350
YoY	-40.1%	-14.9%	-30.0%	24.2%	8.8%	16.7%	-1.9%	13.5%	5.1%
Net margin	3.4%	3.3%	3.3%	3.8%	3.0%	3.4%	3.3%	2.9%	3.1%

On May 14, 2025, the company announced its full-year earnings forecast for FY03/26. The details are as follows.

- Revenue: JPY75.8bn (+14.1% YoY)
- Operating profit: JPY3.2bn (+8.3% YoY)
- Recurring profit: JPY3.5bn (+8.9% YoY)
- Net income attributable to owners of the parent: JPY2.4bn (+5.1% YoY)
- Net income per share: JPY207.87 (Previous period result: JPY197.23)

The business environment remains uncertain due to prolonged geopolitical risks, persistently high raw material and energy prices, rising inflation, and concerns over a potential economic downturn stemming from delays in the easing of tight monetary policies in the US and Europe. The company also noted that uncertainty is increasing with respect to the outlook, citing concerns about the potential impact of US tariff policies on the global economy.

Despite an unstable external environment, including delays in the recovery of the semiconductor production equipment industry, the company expects higher revenue and profit, particularly in 2H, driven by market share expansion and other strategic measures. In its earnings forecast, the company has factored in higher selling prices reflecting price revisions by both material manufacturers and Hakudo, effective June 2025. However, due to continued volatility in raw material markets, assumptions regarding raw material price trends have not been included in the outlook.

In February 2024, the company revised its dividend policy. Under the new policy, it plans to pay dividends based on a payout ratio of at least 45% (up from the previous 40%) or a minimum annual dividend of JPY80.00 per share, whichever is higher. In line with this policy, the company plans to pay an annual dividend of JPY94.00 per share for FY03/25 (equivalent to a consolidated payout ratio of 45.2%) (see “Dividend policy” section for details).

Historical differences between initial company forecasts and results

Results vs. Initial Est. (JPYmn)	FY03/16	FY03/17	FY03/18	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24	FY03/25
	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.
Revenue (Initial Est.)	31,800	33,200	36,900	46,000	45,400	39,000	48,000	62,100	63,200	64,100
Revenue (Results)	32,461	34,627	43,709	45,228	41,798	39,219	55,441	61,602	57,253	66,410
Results vs. Initial Est.	2.1%	4.3%	18.5%	-1.7%	-7.9%	0.6%	15.5%	-0.8%	-9.4%	3.6%
Operating profit (Initial Est.)	2,100	2,050	2,240	2,990	2,330	1,500	2,920	3,970	2,970	3,060
Operating profit (Results)	1,707	1,986	2,785	2,250	1,659	1,982	4,256	3,777	2,523	2,983
Results vs. Initial Est.	-18.7%	-3.1%	24.3%	-24.8%	-28.8%	32.1%	45.8%	-4.9%	-15.0%	-2.5%
Recurring profit (Initial Est.)	2,160	2,100	2,310	3,050	2,410	1,560	3,000	4,080	3,180	3,200
Recurring profit (Results)	1,750	2,043	2,846	2,334	1,697	2,083	4,374	3,989	2,848	3,215
Results vs. Initial Est.	-19.0%	-2.7%	23.2%	-23.5%	-29.6%	33.6%	45.8%	-2.2%	-10.5%	0.5%
Net income (Initial Est.)	1,440	1,410	1,570	2,070	1,630	1,070	2,070	2,860	2,150	2,140
Net income (Results)	1,195	1,405	2,028	1,565	1,149	1,282	2,964	2,738	1,917	2,237
Results vs. Initial Est.	-17.0%	-0.3%	29.2%	-24.4%	-29.5%	19.8%	43.2%	-4.3%	-10.9%	4.5%

Source: Shared Research based on company data

Substantial differences between forecasts and results occurred in FY03/13 and from FY03/18 to FY03/22.

In FY03/18, brisk sales to customers in the semiconductor production equipment industry (a key customer segment) led to higher-than-expected revenue. Profit outstripped company expectations, due to higher revenue and favorable raw materials prices. Performance declined in FY03/19, rebounding negatively from strong performance in semiconductors the year before. Semiconductor memory prices fell, the supply/demand gap loosened, and capex in the semiconductor industry

entered an adjustment phase. The LCD manufacturing equipment industry also decelerated rapidly. In FY03/20, semiconductor demand was sluggish as a result of US–China trade friction, causing lackluster results in the semiconductor production equipment sector. These factors, plus a deterioration in raw materials prices, lowered company profits.

In FY03/21, the company expected performance to be affected significantly by the COVID-19 pandemic. However, in 2H, demand for semiconductors began to pick up due to an increase in ICT applications, such as IoT, AI, and 5G. This situation caused the market for semiconductor production equipment to expand, and raw materials prices rose, pushing performance beyond initial expectations.

Two upward revisions were made during FY03/22. In August 2021, the revision was mainly due to a lower cost of sales ratio on the back of higher revenue, as well as the impact of raw materials prices. In December 2021, demand exceeded initial forecasts for the semiconductor production equipment industry, which is the company's main area of business. With the soaring prices of raw materials and increased demand for semiconductor production equipment, both sales and recurring profit reached record highs.

Full-year revenue hit a record high in FY03/23, mainly due to a rise in unit selling prices due to the impact of higher raw material costs. However, operating profit fell YoY owing to sluggish commissions associated with volume declines, a temporary increase in expenses due to the acquisitions of an overseas company, and a sharp decline in sales to customers in the semiconductor production equipment industry (a key customer segment) in Q4.

In FY03/24, the company's financial results fell below expectations due to a delayed recovery in demand for semiconductor-related equipment, which it had initially expected to begin in 2H.

In FY03/25, revenue and all profit categories were broadly in line with the company's plan, supported by increased demand from key customers in the semiconductor production equipment industry, higher gross profit per unit, and a larger inventory valuation gain due to fluctuations in raw material market prices.

Medium-term management plan

Medium-term management plan—Moving forward beyond expectations (FY03/26–FY03/28)

On May 14, 2025, the company formulated and announced its medium-term management plan covering FY03/26 to FY03/28. Positioned as the STEP phase in the company's HOP—STEP—JUMP toward realizing its vision for FY03/32, the 100th anniversary of its founding, the plan also aims to address challenges identified during the execution of the previous medium-term plan.

The company attributed its failure to meet the numerical targets of the previous medium-term management plan primarily to its reliance on the semiconductor production equipment industry and delays in the industry's recovery. In the newly announced medium-term management plan, the company highlights the need to diversify into other sectors and reinforce its business foundation to reduce vulnerability to external factors. It has identified the following points as key challenges.

- Secure supply network through collaboration with non-ferrous metal manufacturers to support recovery in the semiconductor production equipment industry
- Secure manufacturing capacity to support recovery in the semiconductor production equipment industry
- Expand sales channels in the aerospace and automotive sectors to reduce dependence on the semiconductor industry
- Reduce personnel and consumables costs through business process improvements and DX promotion
- Enhance the convenience of Hakudo Network Service to lower customer costs, strengthen customer retention, and improve order rates
- Expand product lineup and processing capabilities
- Further expand overseas business

The key financial and shareholder return targets in the new medium-term management plan are as follows.

Numerical targets

		FY03/25	FY03/26	FY03/27	FY03/28
		(JPYbn)	Act.	Targets	Targets
Key financial indicators	Revenue		64.4	75.8	104.1
	YoY		12.4%	17.7%	16.4%
	Recurring profit		3.2	3.5	6.0
	YoY		14.3%	9.4%	27.7%
	ROIC		8.7%	9.0%	14.0%
	Cash flows from operating activities		1.7	3.7	4.8
Shareholder return target	Overseas revenue ratio		15.4%	15.6%	18.0%
	Payout ratio		45%	45%	45%
	Dividend per share		89.JPY0	94.JPY0	127.JPY0

Source: Shared Research based on company data

Key strategies

The company aims to achieve sustainable growth by deepening its core business and expanding into new domains, with a focus on improving customer satisfaction. It also seeks to strengthen its management foundation through DX initiatives and organizational enhancement.

Deepening of core business

- Strengthen and expand the customer base and improve profit margins through the advancement of Hakudo Network Service
- Increase added value and expand sales through enhanced processing capabilities and an expanded product lineup
- Strengthen manufacturing capacity and improve efficiency through plant reforms and supply chain management initiatives

For Hakudo Network Service, the company aims to enhance convenience by expanding the range of available items, adding new features, improving existing functions, and realizing a one-stop service model. To increase the added value provided to customers, it plans to expand in-house processing facilities and strengthen alliances with external processing companies to boost supply capacity. The company also aims to drive sales growth by actively working to expand its product lineup. To strengthen manufacturing capacity and improve efficiency, Hakudo intends to optimize the supply chain from procurement to delivery at production sites, promote automation, and enhance productivity through the use of IoT. The company is pursuing its goal of becoming the industry's leading plant.

Expanding business domains

- Expand semiconductor, automotive, and aerospace domains
- Expand overseas business

In domains such as semiconductors, automotive, and aerospace—areas significantly influenced by external political factors—the company aims to drive growth by identifying market conditions at an early stage and strengthening collaboration with suppliers.

To achieve overseas revenue of JPY18.7bn by FY2027, the company has established an overseas sales division to accelerate information sharing and decision-making across global offices. It also seeks to enhance added value and improve profit margins through the expansion of e-commerce platforms and cutting operations.

Expanding business domains

Domain	Sales expansion initiatives
Semiconductor domain	<ul style="list-style-type: none"> -Early identification of market conditions, future trends, and demand outlook in the semiconductor sector -Deeper engagement with device manufacturers -Securing multiple procurement sources to ensure stable supply, factoring in country risk -Progress management by customer and sales volume
Automotive domain	<ul style="list-style-type: none"> -Monitoring trends in the EV market and the status of policy support -Researching demand for thin sheets, coil materials (slit materials), and laser cutting -Strengthening sales activities using 3D printers -Continuing PR activities through participation in trade shows and advertisements in industry publications
Aerospace domain	<ul style="list-style-type: none"> -Developing industry maps for public and private sector demand; ensuring swift response to economic changes -Expanding overseas procurement sources for non-aluminum materials such as titanium, Inconel, and Hastelloy -Strengthening sales of new products based on customer demand -Continuing PR activities through participation in trade shows and advertisements in industry publications

Source: Shared Research based on company data

Expanding overseas business

Strengthening existing markets and distributors	<ul style="list-style-type: none"> Expand sales of new products in collaboration with distributors Increase market share against competitors in key markets
Developing new markets	<ul style="list-style-type: none"> Establish sales bases in South Korea, Taiwan, and the Philippines Enter markets such as India, Bangladesh, and Mexico
Expanding the e-commerce business	<ul style="list-style-type: none"> Enhance functionality of the e-commerce platform Broaden the range of products available through subsidiaries and distributors
Promoting the North American business	<ul style="list-style-type: none"> Promote the North American business centered on Hakudo USA Inc. and WCAS

Source: Shared Research based on company data

Strengthening management foundation

- Upgrade employee skills and improve motivation through enhancement of human capital
- Improve operational efficiency and reform business processes through DX promotion
- Strengthen governance and management oversight
- Restructure organizational framework

As part of efforts to strengthen its management foundation and support business evolution, the company will focus on enhancing human capital, reinforcing governance, and promoting DX. To clarify organizational objectives and strengthen management oversight, the company will implement an organizational restructuring effective April 2025. The key points of the new structure are as follows:

- (1) Establish an Overseas Sales Division to further expand overseas business and enhance management of overseas subsidiaries
- (2) Establish a Safety and Health Department and a Manufacturing Management Department to reinforce safety, operations management, and quality control in manufacturing
- (3) Reorganize the Sales Planning Office into the Marketing Strategy Division to clarify its role as the core marketing department, accelerate business development, and strengthen the organizational structure

Promoting sustainability management

Under its basic sustainability policy, the company aims to contribute continuously to society and enhance long-term corporate value by addressing the following material issues.

Seven materialities and action policies

Materiality	Action Themes
1. Reducing environmental impact / Addressing climate change	Reduce the company's CO ₂ emissions Improve manufacturing efficiency Promote paperless operations
2. Building a responsible supply chain	Strengthen environmentally friendly product offerings Promote green procurement Enhance relationships with suppliers Respect human rights
3. Contributing to society	Support the next generation Contribute to society
4. Investing in human resources	Improve employee satisfaction Promote diversity Create a healthy and worker-friendly environment Expand employee education and training programs
5. Corporate governance	Achieve zero compliance violations Monitor policy adherence Strengthen preparedness for business risks and natural disasters
6. Promoting internal ESG/SDGs initiatives through the ESG/SDGs Management Committee	Advance internal awareness and engagement initiatives
7. Creating new products and services linked to ESG/SDGs	Develop and commercialize new ESG/SDGs-related products and services

Source: Shared Research based on company data

Capital policy

The company aims to achieve sustainable growth and maximize shareholder value by appropriately allocating funds generated during the medium-term management plan period to business investment and shareholder returns.

Investment plan

Investment Plan	
Production capacity enhancement investments	Total: JPY2.2bn New plant facilities Automation equipment Processing machinery
System-related investments	Total: JPY0.7bn Hakudo Net Service Overseas e-commerce
M&A investments	Total: JPY2.0bn
Sustainability investments	Total: JPY0.3bn Installation of solar panels

Source: Shared Research based on company data

As a general rule, the company intends to pay dividends based on the higher of a full-year dividend payout ratio of at least 45%, or an annual minimum dividend of JPY80 per share.

Dividend policy

	FY03/22	FY03/23	FY03/24	FY03/25	FY03/26	FY03/27	FY03/28
(Unit: JPY)	Act.	Act.	Act.	Act.	Plan	Plan	Plan
Interim dividend	48.0	58.0	35.0	49.0	-	-	-
Year-end dividend	67.0	51.0	45.0	40.0	-	-	-
Annual dividend	115.0	109.0	80.0	89.0	94.0	127.0	164.0

Source: Shared Research based on company data

Company Vision

Hakudo's vision is to be a platform operator working to support the manufacturing industry. To differentiate itself from competitors, "exceptional quality, speed and service at a satisfying price" is at the core of its business strategy. The company envisions itself supporting global manufacturers by expanding the business model it has developed in Japan to overseas markets.

The main regions it will target are Asia and North America. In addition to Hakudo's own and other companies' inventories, parts and molded items which it currently handles, it plans to handle subsidiary materials and tools, as well as commercialize processing with 3D printers. In FY03/32, 10 years on from initiating its plan, the company has set targets for revenue of JPY100.0bn, recurring profit of JPY10.0bn, and an overseas revenue ratio of 20%. The company considers this most recent medium-term management plan as a step towards actualizing its Vision.

Review of the previous medium-term management plan —Moving forward beyond expectations (FY03/23— FY03/25)

Hakudo released its previous medium-term management plan on May 26, 2022 (covering FY03/22 to FY03/25) with a subtitle, "Moving forward beyond expectations." This was the first time the company announced a comprehensive company-wide business strategy with specific targets.

Key initiatives and progress

During the previous medium-term management plan period, the company focused on improving the profitability of existing businesses while developing new businesses and expanding overseas operations. Key initiatives included enhancing the functionality of the Hakudo Network Service and entering the North American market through overseas M&A, including the establishment of a US subsidiary and acquisition of a stake in West Coast Aluminum & Stainless, LLC. The company also implemented a broad range of sustainability-focused measures, such as installing solar panels at its plants.

The following outlines the initiatives presented by the company to achieve the management targets—revenue and recurring profit growth—and key financial indicators set forth in the medium-term management plan, along with corresponding results.

Enhancing core businesses

- Strengthened Hakudo Network: Expanded product offerings, including tools and auxiliary materials; added drawing functionality and material usage assist features; made the website publicly accessible, enabling users to check prices without logging in
- Enhanced processing capabilities and supply capacity: Introduced laser processing and waterjet cutting machines

Expanding business domain

- Expanded business into growth fields: Obtained a company-wide certification for JIS Q9100
- Broadened overseas business and enter new markets: Established Hakudo USA Inc., a wholly-owned subsidiary of Hakudo, in California, US (December 2022); Hakudo USA acquired a 51% stake in West Coast Aluminum & Stainless, LLC (March 2023); introduced e-commerce services at Hakudo (Thailand) Co., Ltd.

Strengthening management foundation

- Enhanced human resources: Revamped employee training programs and revised the personnel evaluation system
- Strengthened governance: Established a target dividend payout ratio and annual minimum dividend amount; strengthened the shareholder return policy; integrated and restructured the Administration Division and Corporate Planning Division to form the new Business Administration Division

Promoting sustainability management

- Responded to climate change: Installed solar panels on slopes at the Shiga Plant and at the Fukushima Plant; introduced electric vehicles, converting approximately 60% of company-owned vehicles in Japan to EVs or hybrids
- Advanced social initiatives: Installed charity vending machines at company facilities; made donations to support social initiatives

Management targets and results

The management targets set for the final year of the medium-term management plan (FY03/25) were revenue of JPY71.8bn (CAGR of 9.0% over the plan period) and recurring profit of JPY5.4bn (7.3%). Key financial indicators included ROIC of 15%, operating cash flow of JPY4.7bn, and a dividend payout ratio of 40.0%. The company aimed to achieve these targets by deepening existing domestic businesses, developing new business areas, and expanding its overseas network.

Medium-term management plan targets

(JPYmn/%)		FY03/22	FY03/23		FY03/24		FY03/25	
		Act.	Forecast	Act.	Plan	Act.	Plan	Act.
Management target	Revenue	55,441	62,100	61,602	66,800	57,253	71,800	66,410
	YoY	41.4%	12.0%	11.1%	7.6%	-7.1%	7.5%	16.0%
	Recurring profit	4,374	4,080	3,989	4,500	2,847	5,400	3,214
	YoY	109.9%	-6.7%	-8.8%	10.3%	-28.6%	20.0%	12.9%
	Recurring profit margin	7.9%	6.6%	6.5%	6.7%	5.0%	7.5%	4.8%
Key financial plan indicator	ROIC	15.0%	-	-	-	-	15.0%	8.7%
	Operating cashflow	4,500	-	321	-	2,527	4,700	1,782
Shareholder return	Payout ratio	44.0%	-	45.2%	-	47.3%	40.0%	45.1%

Source: Shared Research based on company data

Business model

Overview

The company's business centers on vendor-managed inventory (VMI). The company buys non-ferrous materials (such as aluminum and copper) cuts them into standard sizes and shapes, and supplies them to customers in accordance with their specifications. The company carries approximately two months of inventory worth of standard stock items. One difference from other providers of VMI services lies in the company's extensive processing capabilities, allowing it to machine items to customer specifications. VMI arrangements typically work by suppliers and purchasers sharing inventory information. In Hakudo's case, purchaser's inventory information is based on customer order histories.

The company believes the factors that differentiate it from competitors include better product quality, and more attractive delivery times. The company's brand promise is "exceptional quality, speed and service at a satisfying price." The company places great importance on the quality of its materials and processing services, as well as on meeting the deadlines specified in its product catalogs. The company adds value with its inventory and processing functions.

Performance fluctuations in tandem with market prices for key materials and changing customer demand

Over the past decade through FY03/25, revenue ranged from a low of JPY32.5bn (FY03/16) to a high of JPY66.4bn (FY03/25). Operating profit fluctuated between JPY1.7bn (FY03/16) and JPY4.3bn (FY03/22). During this period, the company's operating profit margin (OPM) ranged from 4.0% (FY03/20) to 7.7% (FY03/22).

Performance fluctuates in line with changing market prices on the main materials the company handles (aluminum and copper) and volatility in demand from the customers who purchase these materials (such as manufacturers of semiconductor production equipment). In recent years, the company's performance declined in FY03/20 due to a downturn in economic activity resulting from the COVID-19 pandemic. From FY03/22, the market environment improved quickly due to a rebound in non-ferrous metal prices and shortage of supply for semiconductor production equipment. In 2H FY03/23 through FY03/24, Hakudo continued to feel the effects of the semiconductor market entering the adjustment phase, but in FY03/25 demand recovered, centered on semiconductor-related customers.

Business overview

Customers

The company's main customers are manufacturers of semiconductor production equipment, OA equipment, and other industrial machines. The company does not disclose sales by customer. Semiconductor production equipment uses large quantities of aluminum, whose corrosion resistance, machining accuracy, and low gas generation suit it to this application. While demand for semiconductor production equipment is affected in the near term by semiconductor prices, Shared Research expects prices to increase over the longer term owing to global consolidation of production facilities. In FY03/24, aluminum accounted for about 60% of the company's revenue.

Among Hakudo's customers are manufacturers of semiconductor production equipment (that use aluminum components in their vacuum chambers), precision instruments such as OA equipment, and various industrial machines.

Hakudo reports having approximately 30,000 customer accounts, although Shared Research believes the actual number of active accounts is likely lower. The company has accumulated over 25,000 registered users on its online platform, Hakudo Network Service. Including customers who place orders via phone or fax—many of whom, according to the company, tend to request special-order items—Shared Research estimates that Hakudo handles transactions with approximately 10,000 customers per day. With revenue of JPY66.4bn in FY03/25 and assuming 250 operating days per year, the average order value is estimated at around JPY26,000. Unlike bulk steel trading firms, Hakudo primarily handles a high volume of small-lot orders. The company notes that high-volume customers may purchase up to approximately JPY2.0bn annually.

Adding value through processing and maintaining standard stock items

Rather than selling purchased materials as is, the company cuts them into specific sizes and shapes (standard stock items) before selling them. Once placed in inventory, these items are valued at market prices. Transaction prices are based on market prices at the time of sale, so the company can face valuation losses if market prices change while products are in inventory. Among its main materials, aluminum prices are updated every three months, while copper prices change daily. The company adjusts purchasing decisions based on market prices, inventory levels, and customer demand trends.

Method for determining unit transaction prices

To determine transaction prices, the company starts with the market price of the target material. To this, it adds a trading company margin, processing fees, the customer's portion of shipping costs, and a margin based on customer payment conditions. If multiple pieces of aluminum materials are ordered, the price is calculated as follows. The unit price is primarily based on the market price per unit weight of aluminum at the time of order, which was JPY400,000 per ton as of the end of March 2024.

First, the unit price is determined, based on the market price per weight of aluminum (JPY400,000/ton as of end-March 2024). Next, a customer-specific transaction price is calculated by taking into account various fees (including inventory costs), processing fees for parts and materials, the customer's purchase/payment history, and credit information. The unit price is then multiplied by the number of items. For similar companies that do not offer processing services, the transaction price is simply the market price of the raw material plus a trading company commission.

Flow of business

Hakudo purchases non-ferrous materials from external suppliers and holds them in inventory (standard stock items). The company maintains around 5,400 standard stock items. Customers can also backorder items that the company does not keep in stock. Backorder items are those the company does not typically handle and whose volumes are too small to keep in inventory.

Hakudo purchases non-ferrous materials from external suppliers and holds them in inventory (standard stock items). The company maintains around 5,300 standard stock items. Customers can also backorder items that the company does not keep in stock. Backorder items are those the company does not typically handle and whose volumes are too small to keep in inventory.

Purchasing

The company buys non-ferrous materials from specific suppliers in Japan. The material Hakudo buys the most of is aluminum, which it purchases from large companies such as UACJ Corporation (TSE Prime: 5741) and Nippon Light Metal Holdings Co., Ltd. (TSE Prime: 5703). Hakudo purchases copper from a range of Japanese and overseas manufacturers, such as Mitsubishi Materials Corporation (TSE Prime: 5711) in Japan. To diversify supply risk, the company does not limit its suppliers to specific companies, except in the case of specialized parts.

According to the Japan Aluminum Association, high electricity prices mean that Japanese production of primary aluminum ingots has not been cost-competitive since the two oil shocks the country faced in the 1970s. As a result, the country is entirely dependent on imports for new aluminum ingots. Japanese production centers on secondary (recycled) aluminum ingots, which are imported from overseas and processed in Japan into plates, extrusions, and foils. Processed aluminum materials are then supplied to manufacturers of final products such as transport equipment and construction-related equipment.

"Copper alloy products (brass and bronze products)" refers to products made from copper or copper alloys containing zinc, tin, or nickel, which are then melted, cast, rolled, drawn, or forged into plates, tubes, bars, wires, or other shapes. According to the Japan Copper and Brass Association, demand for copper alloy products is estimated at 674,300 tons in FY2025 (+5.4% YoY).

Because it must maintain a certain amount of standard stock items in inventory, the company is unlikely to be at an advantage when negotiating with suppliers. The company explains that for this reason, it has established a stable supply system by continuing to purchase products from multiple sources.

Inventory (processing of standard stock items)

The company classifies procured metal materials as “standard stock items.” The company handles around 5,500 standard aluminum products, which are divided into shapes such as plates, bars, and tubes, and each has its own standard dimensions and thickness.

For aluminum products, the company purchases sheets, strips (coiled), rods, and tubes of aluminum alloy from manufacturers of these materials, and keeps them in inventory. Aluminum alloy plates in inventory (base material) tend to be around three sqm in size. Processing and inventory management take place at five plants in Japan (in Fukushima, Saitama, Kanagawa, Shiga, and Kyushu; outlined below).

Order receipt, sales

In general, the flow from order to shipment follows the steps below.

The company receives an estimate request or order via telephone, fax, e-mail, or online service. Order data is entered into the company’s “comprehensive information system (proprietary computer system)” at the East Japan Customer Center, West Japan Customer Center, or each of its sales offices. Data is then sent to individual plants as shipment order forms. Bar codes are printed onto shipment order forms to ensure traceability.

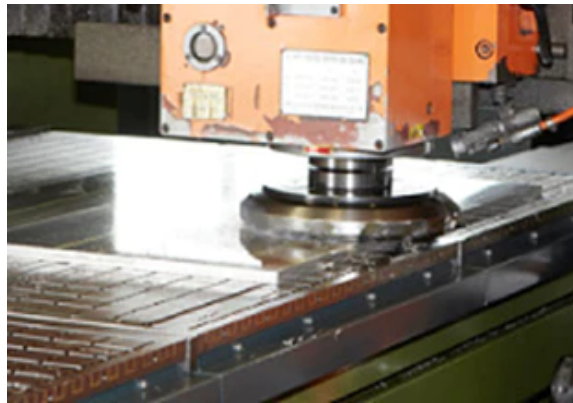
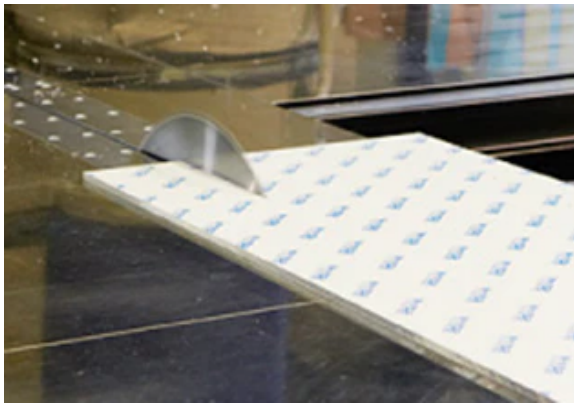
Printing a shipment order form (plant)



Source: Company website

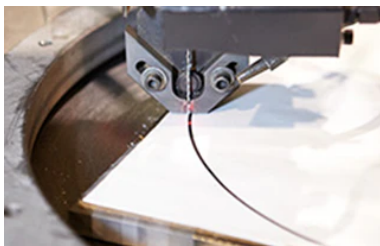
Depending on the order, cutting is carried out at the plant designated to handle the shipment. Cutting is performed at five plants in Japan, which are equipped with a variety of cutting machines, including circular saws, band saws, shearing machines, and contour machines. Milling—used for machining complex shapes and drilling—is also conducted at the same five plants, which are equipped with both general-purpose and specialized milling machines. More than 500 machines are installed across these facilities. According to customer requirements, rotating blades (milling machines) are used to perform machining such as processing complex shapes and drilling holes. In addition to cutting and milling, available processing services include irregular-shape and machining processes, polishing, and chamfering.

Machining processes (cutting, milling)

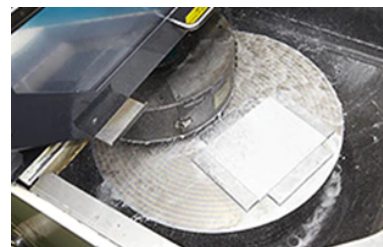


Source: Company website

Contour machine processing machining



rotary polishing



Source: Company website

After machining is complete, the product is inspected. Dimensions may be measured using 3D measuring instruments or manually, according to the customer's request. After inspection, the product is packaged for delivery. Packaging specifications vary depending on the variety, shape, and processing service. The company aims to provide the best packaging it can to maintain product quality. The company uses a barcode system to perform final checks on unloads and delivery addresses, and then delivers the goods quickly using its own trucks, route-based services, and in some cases, couriers.

Shipment and delivery



Source: Company website

Hakudo Network Service

The Hakudo Network Service is a proprietary online estimate and ordering service, handling about 80% of the company's estimates. Customers can login (or register as new users) via the Hakudo Network Service portal on the company's website.

The system offers three types of entry mode as illustrated below: standard, simplified, and multiple detail. New customers and those unfamiliar with online ordering tend to choose the simplified mode, which is limited to standard products. The multiple detail entry mode allows customers to place orders involving detailed machining requests and attach Excel or CSV data, ordering up to 15 items at a time.

Hakudo Network Service screens for orders and estimates

Standard mode



Simplified mode



Multiple detail entry mode



Source: Company website

Sales structure

Hakudo divides Japan into eight regions and has a sales office for each: the Sendai Sales Office (located in Sendai, Miyagi Prefecture, and responsible for the Hokkaido and Tohoku regions), the Takasaki Sales Office (located in Takasaki, Gunma Prefecture, and responsible for the Joetsu and Northern Kanto regions), the Tokyo Sales Office (located within headquarters and responsible for the Tokyo metro area), the Atsugi Sales Office (Atsugi, Kanagawa Prefecture), the Nagoya Sales Office (located in Nagoya, Aichi Prefecture, and responsible for the Tokai and Hokuriku regions), the Osaka Sales Office (located in Osaka and responsible for Wakayama Prefecture and the Kyoto/Osaka/Kobe region), the Hiroshima Sales Office (located in Hiroshima and responsible for the Chugoku and Shikoku regions, except for Yamaguchi Prefecture), and the Kyushu Sales Office (located in Tosu, Saga Prefecture, and responsible for the Kyushu region, including Yamaguchi Prefecture). Located within headquarters is the Sales Department of Special Order Products, which serves large manufacturing customers nationwide. The Sales Department of Standard Stock Products maintains two call centers, the East Japan Customer Center (Kawasaki) and the West Japan Customer Center (Osaka), as well as the Shizuoka Branch Office.

Sales offices in Japan

Office	Location	Area covered
Sendai Sales Office	Sendai, Miyagi Prefecture	Hokkaido and Tohoku
Tokyo Sales Office	Chiyoda-ku, Tokyo	Tokyo metro
Takasaki Sales Office	Takasaki, Gunma Prefecture	Joetsu and Northern Kanto
Atsugi Sales Office	Atsugi, Kanagawa Prefecture	Southern Kanto and Chubu
Nagoya Sales Office	Nagoya, Aichi Prefecture	Tokai and Hokuriku
Osaka Sales Office	Osaka	Wakayama Prefecture, Kyoto/Osaka/Kobe
Hiroshima Sales Office	Hiroshima	Chugoku and Shikoku (excl. Yamaguchi Prefecture)
Kyushu Sales Office	Tosu, Saga Prefecture	Kyushu (incl. Yamaguchi Prefecture)

Source: Shared Research based on company data

Plants in Japan

The company has six plants in Japan. In April 2023, the company established a new base (Iga Warehouse) in Iga, Mie Prefecture, where it began operation of water-jet cutting and machining equipment, and wire-cutting machines.

- ▶ Fukushima Plant (Koriyama, Fukushima Prefecture): Has grinding/polishing and machining equipment and conducts these processing for the company.
- ▶ Saitama Plant (Kazo, Saitama Prefecture): Mainly handles cut-to-length stock, extruded aluminum, copper pipe, and shaped copper and stainless steel (rectangular bars and small-diameter rods).
- ▶ Kanagawa Plant (Atsugi, Kanagawa Prefecture): This center has the largest product lineup in the Hakudo group, as well as the largest inventory and shipping volumes. This center functions as a core plant for the group, working to increase the quality of products the group handles and augment the group's technologies.

- ▶ **Shiga Plant (Gamo-gun, Shiga Prefecture):** This plant handles a diverse lineup of products. The plant maintains inventories of aluminum plates ranging in thickness from 1mm to 350mm and cuts/machines this stock to customer requirements. The facility has water-jet cutting and machining equipment.
- ▶ **Saga Plant (Tosu, Saga Prefecture):** At this location, the company focuses on maintaining close ties with local businesses, working alongside salespeople to reflect customer feedback in its product quality, technologies, and services.
- ▶ **Fukuoka Plant (Chikugo, Fukuoka Prefecture):** Overseen by the Kyushu sales office. Handles standard-size plates, aluminum extrusions, and stainless steel square bars.

Plants in Japan

Factory	Location	Characteristics
Fukushima Plant	Koriyama, Fukushima Prefecture	Polishing and machining equipment
Saitama Plant	Kazo, Saitama Prefecture	Cut-to-length board, extruded aluminum, copper pipe, copper, stainless steel
Kanagawa Plant	Atsugi, Kanagawa Prefecture	Group's largest product lineup and inventory/shipping volumes
Shiga Plant	Gamo-gun, Shiga Prefecture	Large stock of aluminum plates, water-jet cutting and machining equipment
Saga Plant	Tosu, Saga Prefecture	Close ties to the local businesses
Fukuoka Plant	Chikugo, Fukuoka Prefecture	Handles standard-size plates, aluminum extrusions, and stainless steel square bars

Source: Shared Research based on company data

Overseas locations

In China, the company has its own inventory and processing centers with sales offices in Guangzhou and Tianjin, as well as a consolidated subsidiary in Shanghai (Shanghai Hakudo Precision Materials Co., Ltd.). In Thailand, Hakudo has a subsidiary, Hakudo (Thailand) Co., Ltd, as well as a local partner, Fujimaki Steel (Thailand) Co., Ltd. In other ASEAN countries, the company is collaborating with local partners in Vietnam (Oristar Corporation), Malaysia (PHH Special Steel SDN BHD), and Indonesia. It also has established a representative office in Vietnam. The table below indicates the company's overseas locations.

In FY03/23, the company established Hakudo USA Inc. with the aim of strengthening its business in the American market. Subsequently, this subsidiary invested in a local company, West Coast Aluminum & Stainless, LLC. The company began disclosing North America as a new regional segment starting in the same fiscal year.

Overseas locations

Country		
China	Subsidiary	Shanghai Hakudo Precision Materials Co., Ltd.
	Rep office	Tianjin Sales Office
	Rep office	Guangzhou Sales Office
Thailand	Subsidiary	Hakudo (Thailand) CO., LTD.
	Location	Bangkok, Thailand
	Local partner	Fujimaki Steel (Thailand) Co., Ltd.
Vietnam	Subsidiary	The Representative Office of Hakudo Co., Ltd. in Ho Chi Minh City
	Local partner	ORISTAR CORPORATION
Malaysia	Local partner	PHH SPECIAL STEEL SDN BHD
America	Subsidiary	Hakudo USA Inc.
	Sub-subsidiary	West Coast Aluminium &Stainless, LLC
Indonesia	Local partner	PT. Fujimaki Steel Indonesia
	Local partner	PT. PHH Special Steel

Source: Shared Research based on company data

Process for determining transaction prices

The company refers to market prices at the time of transaction to calculate transaction prices. A problem can arise due to a gap between the market price of the product at the time of sale and the price at which the original material was purchased. In particular, the company may face a loss if the market price of the material declines (the risk of holding items in inventory). When market prices are rising, transaction prices are based on the most recent market price, so marginal gains may occur. When market prices are falling the mechanism for determining transaction prices results in a net loss.

The company does not adjust purchases based on market trends, unless it is certain that transaction prices will rise or fall. However, the company minimizes marginal losses through efficient processing (minimizing the amount of scrap generated when processing standard products) and by offering selling prices that take credit information (based on customers' payment

histories) into account. The company uses an integrated information system (which it calls the “proprietary computer system”) to manage information centrally. The company uses this system to direct operations related to inventory, adjusting stock levels to meet assumed demand and minimize differential losses.

Product lines

As of end-FY03/24, the company catalog listed 84,900 items for sale, including standard stock items and backorder items. The main items are described below.

Standard stock items

These are items the company keeps in stock at its plants around Japan. In FY03/25, the company maintains 5,500 standard stock items. Cover images of the product catalogs (standard stock items) on the company website are shown below. The English version was published in 2018; the Japanese version is from 2025.

Catalogs of standard stock items (English on the left, Japanese on the right)



Source: Company website

Hakudo explains that its standard stock items benefit customers in six ways. First, the lineup is extensive. The company specializes in non-ferrous metals such as aluminum and copper, as well as stainless steel, titanium, specialty steels and plastic materials, and provides processed industrial materials.

The second advantage is the ability to fill small-lot orders. The company machines materials based on a single plate, piece, or gram to the customer’s desired size and shape, and delivers products throughout Japan. The company’s policy is to cut and process small materials down to 5 x 5mm to the exact dimensions specified by the customer, and deliver the required quantity as soon as the next business day.

The third advantage is quick response. From customer centers located in eastern and western Japan, the company responds quickly to quotations, orders, and inquiries via fax, phone, e-mail, and online. In sales, the company has a policy of not keeping the customer waiting. Professional staffers at customer centers using leading-edge IT systems provide prompt quotes on both standard stock items and special-order items.

The fourth advantage is quick delivery. The company maintains inventory and processing centers (“plants”) at five locations across Japan, and can deliver products as soon as the day after it receives an order. The company has a system in place to ship orders to customers from each center by the most appropriate means, depending on delivery distance and inventory status.

The fifth advantage is the wide variety of machining options. In addition to cutting products to customer-specified dimensions, the company offers milling and polishing services for all products in its inventory. The company provides 34

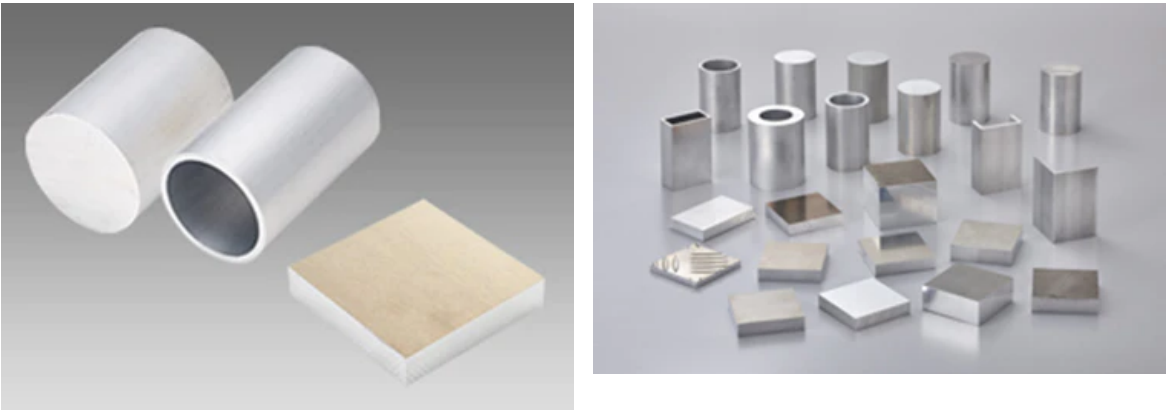
types of cutting and processing methods to offer products with the shape and accuracy desired by customers. The company is capable of cutting various shapes (squares, circles, and rings), milling and polishing to specified dimensions in increments of 0.1mm, and machining shaped parts using machining centers and water jet cutting machine.

The sixth advantage is high-precision machining. For its milling and polishing processes, the company guarantees accuracy in terms of thickness, width, length, squareness, angularity, and flatness. The company has installed the latest equipment, including specially designed high-precision milling machines and machining centers, to meet the demands of its customers. The company is also researching and seeking to improve its machining processes and inspection methods to further increase machining accuracy.

Items handled (standard stock items)

Aluminum

Aluminum products (standard stock items on the left and backorder items on the right)



Source: Company website

Standard aluminum stock items are classified broadly by shape (plates, bars, and tubes), and then classified further in terms of size and material.

The example below is a catalog entry for a standard stock item. “A1050” is a standard 1000 grade aluminum (pure aluminum), 99.5% pure aluminum sheet (1,000mm by 2,000mm), commonly referred to as “meter sheet*.” Catalog entries are listed by size.

Catalog listing of “A1050” aluminum plate item (English on the left, Japanese on the right)

Plate thickness 板厚 (mm)	Uncut material width × length 新材寸法 巾×長さ (mm)	Plate thickness tolerance 板厚公差 (mm)	Temper 調質	Manufacturing method 製造方法	Protective vinyl 保護 ビニール	板厚 (ミリ)	新材寸法 巾×長さ (ミリ)	板厚公差 JIS規格 (ミリ)	質別	製造方法	1枚質量 (kg)	保護 ビニール	加工区分・在庫工場
0.5※	1000×2000	±0.06	H24	Cold rolling 冷間圧延	None なし	0.3	1000×2000	±0.05	H24	冷間圧延	1.64	なし	山口工場
1	〃	±0.08	〃	〃	〃	0.4	〃	〃	〃	〃	2.18	〃	山口工場
1.2	〃	±0.10	〃	〃	〃	0.5	〃	±0.06	〃	〃	2.72	〃	山口工場
1.5	〃	〃	〃	〃	〃	0.6	〃	〃	〃	〃	3.27	〃	山口工場
2	〃	〃	〃	〃	〃	0.8	〃	〃	〃	〃	4.36	〃	山口工場
3	〃	±0.13	〃	〃	〃	1	〃	±0.08	〃	〃	5.44	〃	山口工場
4	〃	±0.20	〃	〃	〃	1.2	〃	±0.10	〃	〃	6.53	〃	山口工場
5	〃	±0.23	〃	〃	〃	1.5	〃	〃	〃	〃	8.16	〃	山口工場
						2	〃	〃	〃	〃	10.88	〃	山口工場
						3	〃	±0.13	〃	〃	16.32	〃	山口工場
						4	〃	±0.20	〃	〃	21.76	〃	山口工場
						5	〃	±0.23	〃	〃	27.20	〃	山口工場
						6	〃	±0.28	〃	〃	32.64	〃	山口工場

Source: Company website

The Japanese version (but not the English version) indicates the weight per sheet (kg) and uses color to show which of the company’s five plants produces and stocks the product.

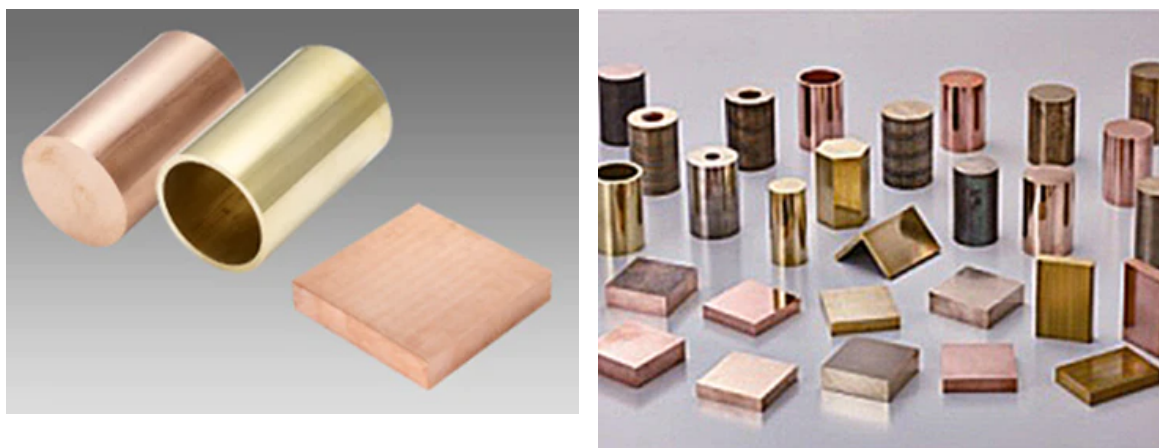
* “Meter sheet” refers to a type of cut-to-length stock measuring 1,000mm by 2,000mm.

The main types of steel plate and plate-metal materials used in precision plate metal and plate-metal processing are distributed in the market as cut-to-length stock of specific dimensions. Typical plate sheet sizes are 3 x 6 (914mm x 1,829mm), 3 x 8 (914mm x 2,438mm), and 5 x 8 (1,524mm x 2,438mm). These standard sizes are generally not used for stainless steel, aluminum, copper, and brass plate. Instead, these materials are typically found in “meter sheet” dimensions (1,000mm x 2,000mm), which are not used for steel sheet.

The 4 x 8 size (1,219mm x 2,438mm) is generally used for steel, stainless steel, aluminum, copper, and brass plate. This size of material is used to make large plate metal products, for which 3 x 6 and 1 x 2 sizes would be too small. The 5 x 10 size (1,524mm x 3,048mm) is also used for steel plate but generally not for copper or brass plate.

Copper products

Copper products (standard stock items at left, backorder items at right)



Source: Company website

The company lineup also includes copper plates, bars, and tubes. Due to its high electrical and thermal conductivity, durability, and color, copper is used in a wide range of applications. Copper is frequently used in air conditioning (copper pipes) and electronic components (semiconductor lead frames). Standard stock items are categorized broadly into plates, bars, and tubes, and further classified according to size and material quality.

The following example is a product called “chrome copper round bar,” which is an alloy of copper and chrome with extremely high electrical conductivity and hardness. It has excellent wear resistance at high temperatures and good toughness due to its uniform microstructure. This product is mainly used for welding electrode materials, electrode materials, cooling parts for connector equipment, die-casting molds, and various machine parts (parts requiring thermal conductivity and electric conductivity).

Catalog listing for “chrome copper round bar” (English at left, Japanese at right)

Diameter 直径 (mm)	Uncoiled material length 素材寸法 長さ(mm)	Diameter tolerance 直径公差 (mm)	Temper 調質	Manufacturing method 製造方法
6	1000	±0.06	HT	Cold drawing 冷間引張
8	"	"	"	"
10	"	"	"	"
12	"	±0.08	"	"
13	"	"	"	"
16	"	"	"	"
20	"	"	"	"
22	"	"	"	"
25	2000	±0.10	"	"
30	"	"	"	"
32	"	"	"	"
35	"	"	"	"
40	1000	±0.20	"	Hot forged scalping 熱間鍛造面削
45	"	"	"	"
50	"	"	"	"
55	"	"	"	"

Diameter 直径 (mm)	Uncoiled material length 素材寸法 長さ(mm)	Diameter tolerance 直径公差 (mm)	Temper 調質	Manufacturing method 製造方法
60	1000	±0.20	HT	Hot forged scalping 熱間鍛造面削
70	"	"	"	"
80	"	"	"	"
90	"	"	"	"
100	"	"	"	"

"S" refers to product sizes in which cutting to the desired dimensions is possible, but for which any remaining materials must also be purchased.
Sはご希望のサイズ半端に加工しますが、残材も購入いただくサイズです。
"T" for temper denotes an age hardening treatment.
調質のTは、時効硬化処理を表します。

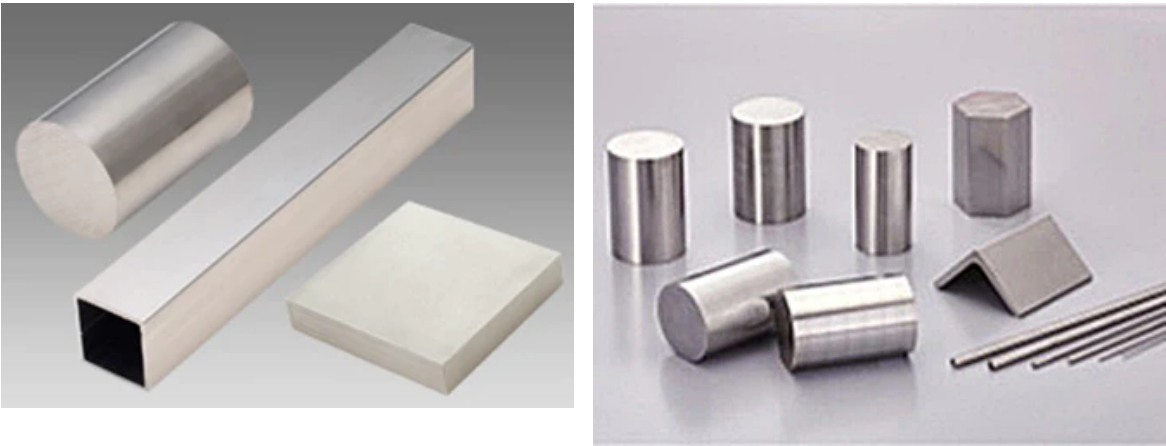
直径 (ミリ)	新材寸法 長さ (ミリ)	直径公差 当社規格 (ミリ)	質別	製造方法	長さ1メートル当り 質量 (kg)	加工区分・在庫工場
6	1000	±0.05	HT	冷間引張	0.26	○
8	"	"	"	"	0.45	○
10	"	"	"	"	0.70	○
12	"	"	"	"	1.01	●
13	"	"	"	"	1.18	●
16	"	"	"	"	1.79	●
20	"	"	"	"	2.80	●
22	"	±0.08	"	"	3.38	●
25	2000	"	"	"	4.37	●
30	"	"	"	"	6.29	●
32	"	"	"	"	7.15	●
35	"	"	"	"	8.56	●
40	"	"	"	"	11.18	●
45	1000	±0.20	OT	鍛造面削	14.14	●
50	"	"	"	"	17.46	●
55	"	"	"	"	21.13	●
60	"	"	"	"	25.14	●
70	"	"	"	"	34.22	●
80	"	"	"	"	44.69	●
90	"	"	"	"	56.56	●
100	"	"	"	"	69.83	●

Source: Company website

As with aluminum, the Japanese version of the catalog (but not the English version) indicates the weight per sheet (kg) and uses color to show which of the company's five plants produces and stocks the product.

Stainless steel

Stainless steel products (standard stock items at left, backorder items at right)



Source: Company website

“Rust-resistant iron” is made by adding nickel, chrome, or other substances to iron. Due to its rust resistance, this material is often used in food machinery and kitchen equipment, as well as for decorative piping for railings and monuments. The material is finding growing use in machine parts, and the company believes demand will increase further as new applications for the material are developed.

The following example is a catalog entry for structural stainless steel extruded pipe. The material is called “304 seamless round pipe (TKA)” TKA refers to mechanical-structural stainless steel pipe. In machined items, this product is used as thick-walled pipe (such as pipe made from hollowing out round stock or sheet materials).

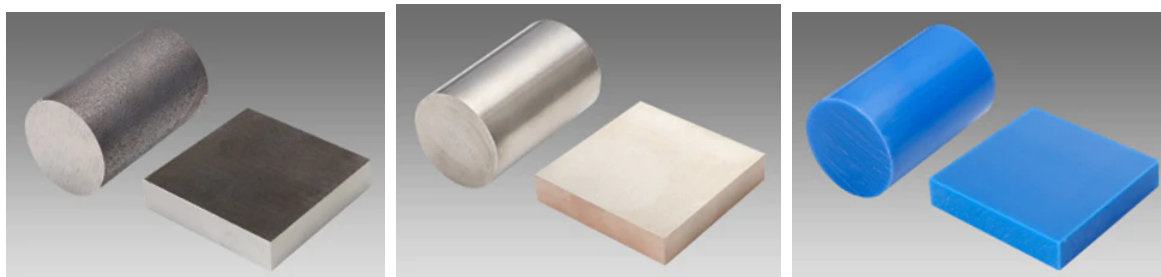
Catalog entry for seamless round stainless-steel pipe (English at left, Japanese at right)

■ Size of products in inventory 在庫品目サイズ						■ 在庫品目サイズ					
Outside diameter × Wall thickness 外径×肉厚 (mm)	Unit material length 単位寸法 長さ(mm)	Outside diameter × Wall thickness 外径×肉厚 (mm)	Unit material length 単位寸法 長さ(mm)	Outside diameter × Wall thickness 外径×肉厚 (mm)	Unit material length 単位寸法 長さ(mm)	Outside diameter × Wall thickness 外径×肉厚 (mm)	Unit material length 単位寸法 長さ(mm)	Outside diameter × Wall thickness 外径×肉厚 (mm)	Unit material length 単位寸法 長さ(mm)	Outside diameter × Wall thickness 外径×肉厚 (mm)	Unit material length 単位寸法 長さ(mm)
46 × 10	2100	±0.80	-1.25 to +1.50	Hot extrusion 熱間押出		190 × 20	2100	±1.50	-2.50 to +3.00	Hot extrusion 熱間押出	
50.8 × 14.5	#	#	-1.81 to +2.18	#		200 × 15	#	#	-1.88 to +2.25	#	
56 × 13.8	#	#	-1.73 to +2.07	#		We offer two types of JIS compliant products, those that are JIS certified and those for which the manufacturer guarantees equivalent quality. If you are interested in JIS certified products, please contact us. 両規格を備えた2種類の製品を提供いたします。製品メーカーが規格の品質を保証した商品があります。JISの規格を製造した商品をご希望の場合は、お問い合わせください。					
67 × 14.5	#	#	-1.81 to +2.18	#							
71 × 18	#	#	-2.25 to +2.70	#							
82 × 15	#	#	-1.88 to +2.25	#							
92 × 16.8	#	#	-2.10 to +2.52	#							
100 × 10	#	#	-1.25 to +1.50	#							
101 × 18	#	#	-2.50 to +3.00	#							
112 × 19	#	#	-2.38 to +2.85	#							
123 × 13	#	#	-1.63 to +1.95	#							
131 × 26	#	#	-3.25 to +3.90	#							
140 × 30	#	#	-3.75 to +4.50	#							
150 × 12.5	#	#	-1.56 to +1.88	#							
160 × 20	#	#	-2.50 to +3.00	#							
170 × 26	#	#	-3.25 to +3.90	#							

外径×肉厚 (mm)	新材寸法 長さ(mm)	外径公差 JIS規格(mm)	肉厚公差 JIS規格(mm)	製造方法	長さ1メートル当り 重量(kg)	加工区分-在庫工場
46 × 10	2100	±0.80	-12.5%~+15%	熱間押出	8.97	●
50.8 × 14.5	#	#	#	#	13.11	●
56 × 13.8	#	#	#	#	14.51	●
67 × 14.5	#	±1.00	#	#	18.97	●
71 × 18	#	#	#	#	23.77	●
82 × 15	#	#	#	#	25.04	●
92 × 16.8	#	±1.20	#	#	31.47	●
100 × 10	#	#	#	#	22.42	●
101 × 18	#	#	#	#	39.86	●
112 × 19	#	#	#	#	37.22	●
123 × 13	#	#	#	#	44.02	●
131 × 26	#	#	#	#	35.63	●
140 × 30	#	#	#	#	68.01	●
150 × 12.5	#	±1.30*	#	#	82.21	●
160 × 20	#	#*	#	#	42.82	●
170 × 26	#	#*	#	#	69.76	●
190 × 20	#	#	#	#	93.27	●
200 × 15	#	±1.50*	#	#	84.71	●
200 × 15	#	#	#	#	69.14	●

Source: Company website

Other products (ordinary steel, specialty steel, titanium, plastic)



Source: Company website

Ordinary and specialty steels are made by adding carbon and other substances to iron to increase its hardness. The company offers a wide variety of products for different applications. Traditionally used for knives and tools, in recent years these materials have also been used for molds that require hardness (ultra-precision molds for IT-related products).

Titanium is lighter, stronger, and more corrosion-resistant than other metals. It has a wide range of applications, including in the aerospace industry.

The company handles a wide variety of plastic materials, from general-purpose plastics (PVC, acrylic) to engineering plastics. Engineering plastics, which have enhanced hardness and resistance to heat and chemicals, are used in a wide range of applications because they have the advantage of being lighter than metals.

In addition, the company handles thermal insulation and heat insulation materials and ceramics.

Backorder items and special-order items

Standard stock items are held in stock at company plants. Alongside these items, customers can place orders for backorder and special-order items, which Hakudo may then order from other companies. Hakudo's management costs on these items are lower, as it buys them from other suppliers rather than processing them in house. Also, they carry no inventory costs. For these reasons, Hakudo includes other companies' inventory in its own product catalogs.

The company handles 27,400 item sizes, which are available for order via the Hakudo Network Service. Hakudo also encourages other companies in the industry to sell their products via this online site as partner suppliers. The company has continued to increase the number of items it handles, and Shared Research understands that most of these are non-stock and special-order items, reflecting growing demand.

The company also handles special-order items, which are manufactured in collaboration with various material and parts manufacturers. In this category, the company offers aerospace-standard materials, custom mold bases, aluminum extrusion molds, custom-molded parts, castings, and forgings. The company also provides contract machining services.

The catalog also includes standard stock, backorder, and special-order items in various fields, in aerospace-standard, metal, and plastic materials.

Catalog of backorder and special-order items (Japanese only)



Source: Company website

Product shipping and delivery

The company has a regular truck delivery service that it uses for the domestic market. The company also uses other trucking or parcel delivery services when delivery timing does not coincide with its regularly scheduled routes. To develop its nationwide sales and logistics network, the company requires detailed knowledge of the locations of customers' plants and other facilities. Accordingly, the company commonly uses local transporters who are familiar with the local geography.

The company uses ship or air transport to send products overseas. According to the company, its arrangements can reduce overseas transport by as much as six days compared with other companies' export methods. (The company calculates this savings by cutting the time to provide a quotation from two–three days to one or on the same day, shortening packaging time from three–four days to one, and shipping on the same day rather than on the following day.)

Customers

Customer accounts

The company does not disclose exact figures for the number of customers or sales by customer. However, it reports having approximately 30,000 customer accounts, with cumulative registered users of the Hakudo Network Service totaling around 25,000. The company handles roughly 20,000 daily quote requests—by phone, fax, email, and online—with the number of online inquiries increasing.

According to the company, about half of quotations lead to actual orders (the order rate). This factors in some degree of duplication with quotations. The transaction price is often cited as the reason for not placing an order. The company explains that it uses prevailing market prices as the starting point for setting transaction prices. It then works to convince the customer by presenting quotations in terms that match customer characteristics (necessary transportation method, payment method, and credit conditions).

Customers by industry

Aluminum is the material Hakudo handles most frequently, accounting for 59.8% of the total in FY03/24. The company's main customers are manufacturers of semiconductor production equipment and related companies. While the company's products often are shipped directly to component manufacturers, its end customers are the semiconductor production equipment makers who process and assemble these parts and materials. These include Tokyo Electron Ltd. (TSE Prime: 8035), ULVAC, Inc. (TSE Prime: 6728), and SCREEN Holdings Co., Ltd. (TSE Prime: 7735).

Demand for aluminum plate is high in the semiconductor production equipment industry. Aluminum alloy components are often used in semiconductor production equipment, such as vacuum chambers themselves, various parts in the chambers, and internal transport systems.

Aluminum is lightweight and offers corrosion resistance, machining accuracy, and low gas generation. Because of these characteristics, the company's aluminum materials are in demand from large Japanese manufacturers of semiconductor and LCD manufacturing equipment, as well as from overseas manufacturers of semiconductor production equipment.

Demand for semiconductor production equipment is expected to remain strong due to the shortage of semiconductors and the need to manage associated manufacturing risks. As a result, the company believes these manufacturers will be an important customer category for the foreseeable future. Meanwhile, greater semiconductor mounting density is driving the need for higher-precision products and more stringent delivery conditions. In response, the company is developing its own high-spec series of products with improved flatness and precision.

Manufacturers of OA equipment and other industrial machinery are another important customer segment. Large manufacturers of OA equipment, such as Canon Inc. (TSE Prime: 7751) and Ricoh Company, Ltd. (TSE Prime: 7752) are major customers. The standard stock items the company carries track trends in machine tool orders.

Business overview by segment

By segment (JPYmn)	FY03/15 Act.	FY03/16 Act.	FY03/17 Act.	FY03/18 Act.	FY03/19 Act.	FY03/20 Act.	FY03/21 Act.	FY03/22 Act.	FY03/23 Act.	FY03/24 Act.	FY03/25 Act.
Revenue	29,923	32,461	34,627	43,709	45,228	41,798	39,219	55,441	61,602	57,253	66,410
YoY	17.0%	8.5%	6.7%	26.2%	3.5%	-7.6%	-6.2%	41.4%	11.1%	-7.1%	16.0%
Japan	28,675	31,103	33,227	41,983	43,339	40,069	37,345	52,839	58,804	49,901	57,910
YoY	16.7%	8.5%	6.8%	26.4%	3.2%	-7.5%	-6.8%	41.5%	11.3%	-15.1%	16.1%
% of total	95.8%	95.8%	96.0%	96.1%	95.8%	95.9%	95.2%	95.3%	95.5%	87.2%	87.2%
North America	-	-	-	-	-	-	-	-	-	4,586	5,099
YoY	-	-	-	-	-	-	-	-	-	-	-
% of total	-	-	-	-	-	-	-	-	-	8.0%	7.7%
China	1,242	1,168	1,130	1,349	1,306	1,132	1,364	1,719	1,582	1,361	1,753
YoY	25.4%	-5.9%	-3.3%	19.4%	-3.2%	-13.3%	20.5%	26.1%	-8.0%	-14.0%	28.8%
% of total	4.2%	3.6%	3.3%	3.1%	2.9%	2.7%	3.5%	3.1%	2.6%	2.4%	2.6%
Other	6	190	270	377	582	597	511	882	1,217	1,406	1,647
YoY	-	-	42.2%	39.6%	54.5%	2.5%	-14.4%	72.6%	37.9%	15.5%	17.2%
% of total	0.0%	0.6%	0.8%	0.9%	1.3%	1.4%	1.3%	1.6%	2.0%	2.5%	2.5%
Segment profit	2,038	1,706	1,985	2,784	2,249	1,658	1,981	4,256	3,777	2,523	2,983
YoY	22.4%	-16.3%	16.4%	40.3%	-19.2%	-26.3%	19.5%	114.8%	-11.3%	-33.2%	18.2%
Operating profit margin	6.8%	5.3%	5.7%	6.4%	5.0%	4.0%	5.1%	7.7%	6.1%	4.4%	4.5%
Japan	1,922	1,630	1,933	2,734	2,236	1,677	1,941	4,104	3,810	2,627	3,129
YoY	22.4%	-15.2%	18.6%	41.4%	-18.2%	-25.0%	15.7%	111.4%	-7.2%	-31.0%	19.1%
Operating profit margin	6.7%	5.2%	5.8%	6.5%	5.2%	4.2%	5.2%	7.8%	6.5%	5.3%	5.4%
% of total	94.3%	95.5%	97.4%	98.2%	99.4%	101.1%	98.0%	96.4%	100.9%	104.1%	104.9%
North America	-	-	-	-	-	-	-	-	-126	-205	-285
YoY	-	-	-	-	-	-	-	-	-	-	-
Operating profit margin	-	-	-	-	-	-	-	-	-	-	-
% of total	-	-	-	-	-	-	-	-	-	-	-
China	122	84	49	40	-22	-43	21	70	0	-39	-13
YoY	29.8%	-31.1%	-41.7%	-18.4%	-	-	-	233.3%	-	-	-
Operating profit margin	9.8%	7.2%	4.3%	3.0%	-	-	1.5%	4.1%	-	-	-
% of total	6.0%	4.9%	2.5%	1.4%	-1.0%	-2.6%	1.1%	1.6%	0.0%	-	-
Other	-6	-8	2	9	35	25	19	81	93	141	153
YoY	-	-	-	350.0%	288.9%	-28.6%	-24.0%	326.3%	14.8%	51.6%	8.5%
Operating profit margin	-	-	474.1%	2.4%	6.0%	4.2%	3.7%	9.2%	7.6%	10.0%	9.3%
% of total	-0.3%	-0.5%	0.1%	0.3%	1.6%	1.5%	1.0%	1.9%	2.5%	5.6%	5.1%

Source: Shared Research based on company data

The company reports segment information by geographic location. In FY03/23, Japan accounted for 95.5% of revenue. In addition, the company derives its revenue from China and other locations mainly from Japanese manufacturers doing business overseas; Shared Research believes that most of the company's customers are Japanese companies.

Japan

For the past 10 years, the Japan segment has consistently accounted for approximately 90% of the company's sales. The company does not disclose data by customer. However, it supplies non-ferrous metal products to industrial equipment

manufacturers and peripheral manufacturers. Of these, the company's main customers are manufacturers of precision instruments (semiconductor production and OA equipment).

In FY03/21, demand for semiconductor manufacturing equipment increased amid a global semiconductor supply shortage. According to the company, sales to the semiconductor and LCD manufacturing equipment industry previously accounted for around 20% of the total, but by FY03/22, this weighting had increased to roughly 45%. That growth trend continued into FY03/23, but demand slowed in 2H due to the downturn in the semiconductor market. With demand remaining weak, revenue and profit declined in FY03/24. In FY03/25, demand for aluminum sheets recovered due to the high proportion of sales to the semiconductor manufacturing equipment industry, resulting in increased aluminum handling volume for Hakudo.

North America

The company established Hakudo USA, Inc. in FY03/23, marking the start of its business in the North American market. Hakudo USA subsequently acquired a 51% stake in West Coast Aluminum & Stainless, a local company, and made it into a subsidiary (sub-subsidiary of Hakudo). The main business of West Coast Aluminum & Stainless is related to residential construction, and stainless steel accounts for a higher proportion of sales compared to other regions. While the company began recording revenue from the North America segment in FY03/24, it posted a segment loss due in part to post-merger integration (PMI)—a process encompassing management, business, and cultural integration. In FY03/25, the business environment remained sluggish due to stagnant capital investment, and the segment loss widened as a result of inventory adjustments and provisioning.

China

Sales in this segment are primarily to the semiconductor production equipment industry, resulting in a high proportion of aluminum, similar to the Japan segment. However, the share of other materials—such as special steels for the mold and automotive industries—tends to be higher than in the Japan segment. The main customers are Japanese companies operating locally. Orders are placed from production bases in China, with products shipped from Japan by sea or air. The company also handles some materials sourced locally. In FY03/25, both revenue and profit improved.

Others

Sales in this segment are primarily to Thailand and other ASEAN countries. The share of copper alloy products for the mold and automotive industries tends to be high. As with the China segment, the main customers are Japanese companies operating locally.

Market and value chain

“Non-ferrous metal” is a catch-all term for metals other than iron. The reason for this classification is that iron is used in overwhelmingly greater quantities. There are many types of non-ferrous metals, each with different properties, but they can be broadly classified into three categories: base metals, precious metals, and rare metals. Non-ferrous metals are also added to steel to significantly change and improve its properties. Non-ferrous metals can be used on their own or as alloys with other non-ferrous metals.

Production of non-ferrous metals

Base metals are those that are produced in large quantities and for which large reserves exist. They are widely used in industrial materials and everyday items. Iron is also a base metal. Aluminum and copper are major non-ferrous base metals. Precious metals (such as gold, silver, and platinum) are used for jewelry, but they are also widely used as industrial materials. Rare metals (such as lithium, titanium, and nickel) are scarce, either because few reserves exist or because they are difficult to mine or extract.

The company primarily handles high-volume non-ferrous metals, with a focus on aluminum and copper. In FY03/25, aluminum accounted for 62% of handling volume, copper alloys for 14%, stainless steel for 19%, and other materials—including specialty steels—for 5%.

Aluminum

High demand for aluminum stems from its numerous physical characteristics. For one, aluminum’s specific gravity is 2.7, which is about one-third that of iron (7.8) and copper (8.9). Aluminum’s strength doubles when other elements are added to form an alloy, hence increasing its specific strength. Even alloys of aluminum have approximately the same specific gravity as aluminum, as only small amounts of other elements are added. When exposed to air, aluminum forms a strong and stable oxide film, providing excellent corrosion resistance. Corrosion resistance can be improved further by anodizing, which artificially creates an oxide film. High ductility makes aluminum suitable for plastic working. It has a low melting point (660°C), which can be reduced further by eutectic alloying. This characteristic and its good flowability make aluminum suitable for casting.

Aluminum has high electrical and thermal conductivity. For the same mass, aluminum has twice the electrical conductivity of copper and three times the thermal conductivity of iron. Aluminum reflects more than 90% of radiant energy and has high light and heat reflectance. As its color resembles white, aluminum need not be painted. Being non-toxic, it can be used for packaging daily necessities, food, and medicine. Aluminum is non-magnetic and has excellent vacuum characteristics (low gas release rate even in vacuum). For this reason, aluminum is widely used in semiconductor production and LCD manufacturing equipment, which require some production processes to be conducted in a vacuum state. Aluminum is also highly recyclable; only 3% as much energy is needed to re-melt and recycle used products as is used in electrolytic refining.

Aluminum market prices are updated every three months.

Aluminum prices

(JPY'000/MT)	2018				2019				2020			
	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec
Aluminum ingots	219	246	227	216	208	190	188	193	224	169	184	209
(JPY'000/MT)	2021				2022				2023			
	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec
Aluminum ingots	294	334	377	375	415	343	319	325	307	381	395	380
(JPY'000/MT)	2024				2025							
	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec				
Aluminum ingots	400	477	432	474	492							

Source: Shared Research based on World Bank data

Copper

Copper is widely used in electrical and electronic products due to its excellent thermal conductivity, electrical conductivity, workability, and ductility. “Copper” products may include products made solely from copper or alloys containing zinc (brass), tin and phosphorous (phosphor bronze), or nickel and zinc (nickel silver) before being melted, cast, rolled, drawn, or forged into plates, tubes, bars, wires, or other shapes.

Market prices for copper are updated daily.

Electrolytic copper prices

(JPY'000/MT)	2017				2018				2019			
	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec
Electrolytic copper price	704	674	774	810	766	810	718	727	759	677	658	705
(JPY'000/MT)	2020				2021				2022			
	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec
Electrolytic copper price	580	659	750	848	1,030	1,090	1,080	1,140	1,264	1,270	1,159	1,185
(JPY'000/MT)	2023				2024				2025			
	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec
Electrolytic copper price	1,239	1,260	1,260	1,280	1,370	1,570	1,450	1,440	1,540			

Source: Shared Research based on data from the Japanese Electric Wire & Cable Makers' Association

Stainless steel

Stainless steel is a rust-resistant alloy consisting mainly of iron (more than 50%) and containing more than 10.5% chromium. In addition to being corrosion resistant, stainless steel offers heat resistance, workability, strength, and other characteristics, as well as being easy to maintain. It is also 100% recyclable.

When added to iron, the chromium combines with oxygen to form a thin protective film (passive film) on the surface of the steel. This passive film helps prevent rust. Although this film is thin (3 millionths of a millimeter), it is tough. If the film is broken, it regenerates automatically in the presence of oxygen.

Stainless steel is used in a wide range of applications, from general home applications to the nuclear power and space development sectors. Stainless steel can also be selected to match various performance requirements, such as corrosion resistance, heat resistance, strength, and formability.

Stainless steel prices are determined by negotiation between buyer and seller whenever manufacturers revise their prices.

Stainless steel prices

(JPY'000/MT)	2017				2018				2019			
	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec
Stainless steel sheet	330	330	330	330	350	360	360	360	355	350	350	360
(JPY'000/MT)	2020				2021				2022			
	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec
Stainless steel sheet	370	360	360	360	380	400	420	450	500	600	680	680
(JPY'000/MT)	2023				2024				2025			
	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec	End-Mar	End-Jun	End-Sep	End-Dec
Stainless steel sheet	680	660	640	610	600	600	630	630	600			

Source: Shared Research based on data from the Japan Metal Daily

Key customer trends

The company's main customers are manufacturers of semiconductor production equipment, OA equipment, and other industrial equipment. A shortage of semiconductors and the uneven distribution of manufacturing locations have become a problem, and the global system of semiconductor production is being reconfigured as a result. Consequently, the company expects demand for semiconductor fabrication equipment to grow steadily for the foreseeable future. In relation to other equipment, orders for the company's standard stock items tend to track orders for machine tools. In the category of industrial machinery, demand for non-ferrous materials is growing in line with efforts to reduce environmental impact.

Demand for semiconductor production equipment

Japan-based equipment sales											Forecast			
(JPYbn)	2014	2015	2016	Act. 2017	2018	2019	2020	2021	2022	2023	2024E	2025E	2026E	CAGR
Semiconductor production equipment	1,292.1	1,308.9	1,564.2	2,043.6	2,247.9	2,073.0	2,383.5	3,443.0	3,927.5	3,697.6	4,437.1	4,659.0	5,124.9	
FPD production equipment	271.7	299.3	485.7	491.6	536.4	475.8	463.8	480.9	428.2	257.7	335.1	345.1	379.6	
Total	1,563.8	1,608.2	2,049.9	2,535.2	2,784.3	2,548.8	2,847.3	3,923.9	4,355.6	3,955.3	4,772.2	5,004.1	5,504.5	
YoY														
Semiconductor production equipment	14.6%	1.3%	19.5%	30.6%	10.0%	-7.8%	15.0%	44.5%	14.1%	-5.9%	20.0%	5.0%	10.0%	
FPD production equipment	-22.0%	10.2%	62.3%	1.2%	9.1%	-11.3%	-2.5%	3.7%	-11.0%	-39.8%	30.0%	3.0%	10.0%	
Total	5.9%	2.8%	27.5%	23.7%	9.8%	-8.5%	11.7%	37.8%	11.0%	-9.2%	20.7%	4.9%	10.0%	11.6%

Source: Shared Research based on data from Semiconductor Equipment Association of Japan

Machine tool demand

	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Total order value	1,480,592	1,250,003	1,645,554	1,815,771	1,229,900	901,835	1,541,419	1,759,601	1,486,519	1,485,109
YoY	98.1%	84.4%	131.6%	110.3%	67.7%	73.3%	170.9%	114.2%	84.5%	99.9%
Domestic demand	586,240	530,545	629,369	750,343	493,188	324,455	510,324	603,231	476,821	441,538
YoY	118.1%	90.5%	118.6%	119.2%	65.7%	65.8%	157.3%	118.2%	79.0%	92.6%
Overseas demand	894,352	719,458	1,016,185	1,065,428	736,712	577,380	1,031,095	1,156,370	1,009,698	1,043,571
YoY	88.3%	80.4%	141.2%	104.8%	69.1%	78.4%	178.6%	112.1%	87.3%	103.4%

Source: Shared Research based on data from the Japan Machine Tool Builders' Association

Main competitors

Hakudo is a trading company specializing in non-ferrous metals (aluminum, copper, and stainless steel) and handling plastics and other metals. One competitor category is sales companies affiliated with materials manufacturers that maintain trading company functions. Examples include Nippon Steel Trading Corporation (TSE Prime: 9810), which is affiliated with Nippon Steel Corporation (TSE Prime: 5401), and JFE Shoji Corporation (unlisted), which is a group company affiliated with JFE Holdings, Inc. (TSE Prime: 5411). Steel is also handled by general trading companies, due to the large quantities involved.

Such relationships also exist between manufacturers of non-ferrous materials (which are handled in smaller quantities) and sales subsidiaries. Manufacturer-affiliated trading companies include SDAT Co., Ltd. (unlisted), a group company of Showa Denko KK (TSE Prime: 4004). Some trading companies are affiliated with general trading companies, such as Itochu Metals Corporation (unlisted), which is affiliated with Itochu Corporation (TSE Prime: 8001), and Marubeni Metals Corp. (unlisted), a group company of Marubeni Corporation (TSE Prime: 8002). Hakudo is different, being unaffiliated with any manufacturer or general trading company. Rather, Hakudo exists independently, having expanded from its origins as a privately owned firm.

Rather than dealing only with specific materials, Hakudo handles a variety (including aluminum, copper, stainless steel, and plastic). Hakudo also differs in the way it positions itself. Hakudo sees itself as a convenience store for non-ferrous metals. In addition to cutting materials to standard shapes and sizes, it handles other companies' products, offering a wide range of items that can be ordered 24 hours a day.

We have compared Hakudo with listed companies that conduct similar activities. Alconix Corporation (TSE Prime: 3036) and UEX, Ltd. (TSE Standard: 9888) are similar to Hakudo in that they also have a processing function.

Comparison of listed companies in the same industry

(JPYmn)	Hakudo (7637)			Alconix (3036)			MonotaRo (3064)			Onoken (7414)		
	FY03/23	FY03/24	FY03/25	FY03/23	FY03/24	FY03/25	FY12/22	FY12/23	FY12/24	FY03/23	FY03/24	FY03/25
	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.
Revenue	61,602	57,253	66,410	178,333	174,901	197,004	225,970	254,286	288,119	262,653	281,933	271,942
Gross profit	10,153	9,268	10,573	5,075	22,921	26,021	65,437	75,964	84,420	26,086	26,740	27,041
SG&A expenses	6,375	6,744	7,590	16,682	17,457	19,101	39,224	44,654	47,353	16,350	18,520	20,230
Operating profit	3,777	2,523	2,983	8,393	5,463	6,919	26,213	31,309	37,066	9,735	8,219	6,810
Recurring profit	3,989	2,848	3,215	8,176	5,447	7,528	26,398	31,538	37,320	9,950	8,342	6,902
Net income	2,738	1,917	2,237	5,488	1,598	4,805	18,658	21,813	26,338	7,022	5,761	4,885
ROE	13.3%	8.8%	9.7%	9.2%	2.5%	7.1%	28.4%	27.5%	27.7%	8.2%	6.3%	5.1%
ROA (RP-based)	9.4%	6.7%	7.4%	4.4%	2.9%	4.0%	25.4%	26.3%	27.3%	5.5%	4.2%	3.4%
Operating profit margin	6.1%	4.4%	4.5%	4.7%	3.1%	3.5%	11.6%	12.3%	12.9%	3.7%	2.9%	2.5%
Total assets	43,150	42,016	44,745	191,890	182,890	196,634	111,737	128,352	145,028	188,688	208,502	203,530
Net assets	21,229	22,481	23,755	63,047	66,350	70,312	72,621	86,982	104,267	90,321	95,550	98,273
Equity ratio	49.2%	53.5%	53.1%	32.6%	35.9%	35.4%	64.5%	67.3%	71.5%	47.5%	45.4%	47.8%
Cash flows from operating activities	321	2,528	1,782	226	15,215	7,003	15,483	29,932	28,662	-4,395	15,942	5,239
Cash flows from investing activities	-1,553	-1,612	-893	-7,045	-2,622	-4,705	-12,535	-8,401	-3,582	309	-20,778	-15,125
Cash flows from financing activities	-1,417	-1,329	-1,128	5,896	-19,281	-4,799	-5,514	-11,705	-13,339	4,600	8,662	7,632
Cash and deposits	6,038	5,701	5,474	25,814	19,721	17,781	8,586	18,454	30,370	2,613	6,440	4,186
Interest-bearing debt	351	0	0	71,823	55,199	53,741	5,584	1,089	1,121	36,351	46,764	56,735

(JPYmn)	Shinsho Corporation (8075)			UEX (9888)			Misumi Group (9962)		
	FY03/23	FY03/24	FY03/25	FY03/23	FY03/24	FY03/25	FY03/23	FY03/24	FY03/25
	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.
Revenue	584,856	591,431	617,177	53,829	52,113	50,281	373,151	367,649	401,987
Gross profit	38,518	39,144	40,398	11,949	9,949	9,514	171,078	167,377	186,990
SG&A expenses	25,058	25,847	27,175	7,676	7,865	7,742	124,463	129,011	140,509
Operating profit	13,459	13,296	13,223	4,273	2,084	1,772	46,615	38,365	46,480
Recurring profit	12,668	12,814	11,763	4,350	2,260	1,714	47,838	41,265	49,901
Net income	9,196	9,111	8,563	2,828	1,296	928	34,282	28,152	36,549
ROE	13.6%	11.5%	9.7%	18.7%	7.7%	5.3%	11.7%	8.6%	10.5%
ROA (RP-based)	3.3%	3.2%	3.0%	9.0%	4.4%	3.3%	13.2%	10.4%	12.0%
Operating profit margin	2.3%	2.2%	2.1%	7.9%	4.0%	3.5%	12.5%	10.4%	11.6%
Total assets	395,092	396,408	386,870	50,931	51,976	51,933	378,458	413,517	419,574
Net assets	73,896	87,480	92,977	17,135	18,134	17,511	314,224	347,679	352,064
Equity ratio	18.3%	21.7%	23.6%	32.3%	33.4%	33.7%	82.3%	83.3%	83.2%
Cash flows from operating activities	7,664	9,090	6,989	1,288	1,019	-1,171	31,447	54,567	60,461
Cash flows from investing activities	-1,523	-2,789	6,688	-501	-589	-509	-19,033	-18,995	-32,452
Cash flows from financing activities	-9,188	-7,240	-5,013	-466	-46	2,011	-11,169	-18,968	-31,759
Cash and deposits	12,800	12,308	21,380	5,811	6,376	6,716	106,640	133,376	128,259
Interest-bearing debt	63,563	60,757	60,757	8,291	9,426	12,147	7,684	6,818	7,536

Source: Shared Research based on company data

Among the six companies, Hakudo and UEX have the smallest revenue. This reflects the fact that Onoken Co., Ltd. (TSE Prime: 7414) and Shinsho Corporation (TSE Prime: 8075) mainly handle steel and construction materials. Alconix handles a large volume of rare earth materials. Although specializing in stainless steel, UEX's business model is relatively close to Hakudo's. Another company that could be considered a competitor with a similar business model is Shinx Corporation (unlisted, FY03/25 revenue of JPY16.8bn, +16.7% YoY), which was established by former Hakudo employees and specializes in aluminum materials.

Misumi Group Inc. (TSE Prime: 9962) is comparable to Hakudo because it has established a trading company function to support manufacturing through its VONA (Variation & One-stop by New Alliance) strategy. This function is like Hakudo's backorder items business. Like the Misumi Group, MonotaRO Co., Ltd. (TSE Prime: 3064) has a business model of supplying materials to construction sites, and thus could be considered a competitor.

Hakudo's OPM is higher than all except Misumi Group and MonotaRO. Shared Research understands that Hakudo generates higher margins by offering a combination of products and services, adding value through quality and delivery times.

Hakudo is among the smallest in terms of assets; UEX is around the same size. UEX, however, specializes in stainless steel. Although Hakudo also handles stainless steel, it has diversified into other areas, focusing on aluminum and copper.

Strengths and weaknesses

Strengths

In addition to its inventory function (as a trading company), the company has a processing function, which helps lower customers' manufacturing costs.

Hakudo has a variety of processing capabilities that other specialized trading companies lack. Customers can take advantage of these capabilities to have Hakudo process materials for them, as well as to stock these materials. This arrangement can reduce manufacturing time and costs for customers. Customers typically place small orders (15kg to 20kg per order); maintaining their own processing equipment for batches of this size would be costly.

Hakudo does not limit itself to cutting materials, and has the ability to process materials to a high quality (e.g., milling and forming special shapes), including complexity, detail, and tolerance level accuracy (margin of error) to reduce customers' manufacturing costs. The company has a total of 30 types of metal processing equipment at its five processing plants with a network of business bases capable of providing processing services nationwide. These processing services are included as added value in the transaction price, which has enabled the company to maintain a high OPM compared with other metal trading companies like Alconix, UEX, and Shinsho Corporation.

The Hakudo Network Service is a highly convenient service that enables immediate order placement and delivery, using such data as market prices, processing costs, and customer information.

According to Hakudo, it is one of only two non-ferrous trading companies in Japan that have a 24-hour online system for ordering. (The other company is Shinx Corporation [unlisted], which was established by former Hakudo employees.) Hakudo handles a wide range of non-ferrous metals, such as aluminum and copper. Customers can get quotations and place orders for products regardless of office hours, which is convenient and reduces ordering costs.

The company's online service presents optimized price estimates instantly, using accumulated data such as inventory of standard stock items, products sourced from other companies, current material prices, processing costs, and each customer's order history and credit information. The number of registered users of the Hakudo Network Service exceeds 25,000 companies. For reference, there are approximately 49,000 business sites in Japan in the metal products and production equipment manufacturing industries, according to the 2021 Economic Census. Leveraging the convenience of its system, the company is also promoting the Hakudo Network Service as an e-commerce platform for non-ferrous metals by inviting peer companies to sell through the system.

Accumulated customer data allows the company to manage inventories and control processing costs.

For customers, a specialized trading company like Hakudo offers value not only by centralizing procurement channels but also by outsourcing inventory management and primary processing, helping to streamline various procurement-related costs. Hakudo's core system—referred to internally as the "proprietary computer system"—dates back to 1968, when the company first introduced computers. Since then, it has led the industry in building a proprietary database. Through ongoing upgrades over more than 50 years, the system has accumulated extensive sales-related data on approximately 30,000 customer accounts, primarily in Japan. This includes order histories, payment terms, and credit information.

The customer database is not only used to calculate transaction prices (price including delivery), but also for adjustment of purchases for the next order onward based on an estimate of customer trends, processing method of the purchased base material into the end material (inventory item or other), and inventory control optimization. The data can also be used to calculate the optimal pattern placement on the base material to minimize scrap (Hakudo's term: "pick and cut system"). Other metal trading companies mainly handling copper do not have these functions.

Weaknesses

The company is susceptible to volatility in raw material prices, as it handles non-ferrous materials for specific customer segments.

Hakudo handles various non-ferrous materials, centering on aluminum and copper. The company processes these materials into standard stock items that it sells based on market prices at the time transactions occur. Most customers are manufacturers of precision industrial and electrical equipment (such as semiconductor production and OA equipment), which use a large amount of components made of these materials. If raw material prices decline while products are in inventory, the company can incur inventory valuation losses. This situation is amplified during recessions following demand expansion, when market prices and sales decline at the same time. In FY03/20, the company incurred a loss of JPY170mn due to such a difference in market value, equivalent to around 10% of recurring profit for the year (of JPY1.7bn). The company is particularly sensitive to fluctuations in market prices on aluminum and copper, which are in high demand among its customers.

A focus on small order quantities and rapid deliveries makes it difficult to achieve economies of scale in logistics and control logistics costs.

The company provides detailed delivery services to its customers, but orders are small compared with companies that handle steel products in bulk. (Shared Research estimates that orders average JPY26,000 in FY03/25). This situation can cause transportation expenditure to rise. Transportation expenses account for a larger proportion of SG&A spending (on average, just over 30% over the past three years) than personnel expenses, which are typically high at trading companies. Looking at similar companies over the same three-year period, the figure was 15.1% for UEX. (Alconix does not disclose transportation as a key expense category.)

The company seeks to differentiate itself by the convenience its “exceptional speed” provides, but this can lead to substantial delivery costs because orders are often small (averaging 15–20kg), and the company handles around 10,000 orders per day. The company has its own regular truck service, but the number of items and delivery conditions vary from customer to customer, so the company also uses courier services as well as overseas sea and air transport services. As a result, transportation expenses tend to be higher than other companies.

The company has limited ability to meet the needs of Japanese customers that are expanding overseas.

While Japanese manufacturers are shifting their production bases overseas, Hakudo is applying the business model it has developed in Japan (sales activities and processing plants) to its Japanese customers that are developing business overseas. In other words, Hakudo is attempting to extend its domestic business by exporting from Japan. This situation makes it difficult for Hakudo to showcase the strengths that differentiate the company from competitors in Japan through services that meet the demands of local customers. As existing customers shift more production overseas, they will begin to require the same level of sophistication there as they do in Japan. To satisfy this need, they are likely to expand relationships with local companies. Hakudo currently has overseas sales companies in the US, China, Thailand, and Vietnam, but its partners in those countries have less extensive processing capabilities than those in Japan. In deploying its business model overseas, the company faces different operating environments and business customs from Japan. To leverage the business it has built in Japan, the company will need to re-establish sales, processing, and cost management systems tailored to local markets.

Historical performance and financial statements

Income statement

Income statement	FY03/16	FY03/17	FY03/18	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24	FY03/25
(JPYmn)	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.
Revenue	32,461	34,627	43,709	45,228	41,798	39,219	55,441	61,602	57,253	66,410
YoY	8.5%	6.7%	26.2%	3.5%	-7.6%	-6.2%	41.4%	11.1%	-7.1%	16.0%
Cost of revenue	27,116	28,613	36,183	38,027	35,309	32,549	45,131	51,450	47,985	55,837
Gross profit	5,345	6,014	7,527	7,201	6,489	6,670	10,310	10,153	9,268	10,573
Gross profit margin	16.5%	17.4%	17.2%	15.9%	15.5%	17.0%	18.6%	16.5%	16.2%	15.9%
SG&A expenses	3,639	4,029	4,742	4,951	4,830	4,688	6,054	6,375	6,744	7,590
SG&A ratio	11.2%	11.6%	10.8%	10.9%	11.6%	12.0%	10.9%	10.3%	11.8%	11.4%
Operating profit	1,707	1,986	2,785	2,250	1,659	1,982	4,256	3,777	2,523	2,983
YoY	-16.3%	16.3%	40.3%	-19.2%	-26.3%	19.5%	114.7%	-11.2%	-33.2%	18.2%
Operating profit margin	5.3%	5.7%	6.4%	5.0%	4.0%	5.1%	7.7%	6.1%	4.4%	4.5%
Non-operating income	95	96	95	121	131	126	155	241	372	257
Interest income	10	7	7	6	8	7	7	10	13	16
Dividend received	9	10	6	7	10	8	30	102	109	45
Real estate rent	71	72	71	79	85	86	91	102	104	105
Other	6	7	11	29	28	15	6	8	47	42
Non-operating expenses	52	39	34	37	92	24	37	30	47	26
Expenses of real estate rent	23	14	13	24	36	16	25	20	25	18
Commission for purchase of treasury shares	-	-	-	-	-	-	-	-	-	-
Commission expenses	1	1	0	0	1	0	0	0	0	-
Foreign exchange losses	18	13	8	-	28	-	-	-	-	-
Loss on retirement of non-current assets	4	7	3	3	10	5	3	6	15	5
Cancellation penalty	-	-	-	-	-	-	-	-	-	-
Litigation expenses	-	-	6	-	-	-	-	-	-	-
Valuation losses on golf membership	-	-	-	5	7	-	-	-	-	-
Other	6	4	4	5	11	3	8	4	2	2
Recurring profit	1,750	2,043	2,846	2,334	1,697	2,083	4,374	3,989	2,848	3,215
YoY	-15.5%	16.7%	39.3%	-18.0%	-27.3%	22.8%	109.9%	-8.8%	-28.6%	12.9%
Recurring profit margin	5.4%	5.9%	6.5%	5.2%	4.1%	5.3%	7.9%	6.5%	5.0%	4.8%
Extraordinary gains	-	-	-	-	-	-	-	-	-	-
Gain on sales of investment securities	-	-	-	-	-	-	-	-	-	-
Extraordinary losses	-	-	-	-	-	197	-	-	-	-
Loss on valuation of investment securities	-	-	-	-	-	-	-	-	-	-
Impairment losses	-	-	-	-	-	-	-	-	-	-
Retirement benefit expenses	-	-	-	-	-	197	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-
Income taxes	556	637	818	769	549	693	1,410	1,251	957	978
Implied tax rate	31.7%	31.2%	28.7%	32.9%	32.3%	36.7%	32.2%	31.4%	33.6%	30.4%
Net income attributable to non-controlling interests	-0	-0	0	0	0	0	0	0	-26	-
Net income attributable to owners of the parent	1,195	1,405	2,028	1,565	1,149	1,282	2,964	2,738	1,917	2,237
YoY	-11.6%	17.6%	44.3%	-22.8%	-26.6%	11.6%	131.2%	-7.6%	-30.0%	16.7%
Net margin	3.7%	4.1%	4.6%	3.5%	2.7%	3.3%	5.3%	4.4%	3.3%	3.4%

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

In the past decade, revenue has trended upward almost consistently. Since then, revenue has declined in some years, but mainly due to external factors. In FY03/20 and FY03/21, revenue declined due to the global economic impact of the COVID-19 pandemic, and in 1H FY03/23 through FY03/24, demand from semiconductor production equipment manufacturers (core customers) declined amid a weak semiconductor market, but demand recovered in FY03/25, resulting in higher revenue.

Operating profit has hovered between 5% and 6%; the trading company business makes it difficult to leverage operating profit by increasing sales. For wholesalers engaged mainly in trading, OPM tends to average between 1% and 2%. However, Hakudo also offers a processing service that machines products to customer specifications. This arrangement allows the company to maintain higher profit margins by setting its own prices, based on customer requirements and characteristics in addition to market prices.

SG&A spending run to around 11% of revenue. Transportation expenses account for more than 30% of this amount, which is even higher than personnel expenses (typically the largest expense item for most trading companies). Shared Research understands that the increase in transportation expenses is connected to the way the company's sale structure emphasizes delivery.

SG&A expenses

SG&A expenses (JPYmn)	FY03/16	FY03/17	FY03/18	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24	FY03/25
	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.
SG&A expenses	3,639	4,029	4,742	4,951	4,830	4,688	6,054	6,375	6,744	7,590
Freight expenses	1,147	1,298	1,540	1,596	1,578	1,531	1,864	1,893	1,836	2,093
Provision for employee bonuses	-3	1	-0	3	-2	1	-4	-1	217	254
Salaries and allowances	708	758	871	948	1,042	1,026	1,105	1,176	1,390	1,546
Employee bonuses	152	141	226	212	125	103	332	365	238	294
Provision for employee bonuses	141	188	231	170	151	209	334	285	217	254
Provision for directors' bonuses	50	73	98	56	37	48	214	123	74	59
Retirement benefit expenses	26	34	32	34	38	41	52	35	36	36
Outsourcing costs	391	419	447	492	461	490	684	790	781	875
Depreciation	70	68	97	105	131	144	156	177	238	271
Provision for shareholder benefit reserve									68	66

Source: Shared Research based on company data

Balance sheet

Balance sheet(JPYmn)	FY03/16	FY03/17	FY03/18	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24	FY03/25
	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.
Assets										
Cash and deposits	4,256	4,820	5,902	6,088	4,969	5,924	8,675	6,038	5,701	5,474
Notes and accounts receivable	10,137	11,259	14,045	12,001	10,780	10,847	13,323	12,592	11,657	11,778
Electronically recorded monetary claims - operating		398	950	1,330	1,753	2,004	3,688	4,243	4,396	5,056
Inventories	4,446	4,953	5,450	5,866	6,077	5,961	7,803	10,632	10,222	12,522
Deferred tax assets	172	245	278							
Other	65	99	130	81	138	140	154	348	181	244
Allowance for doubtful accounts	-15	-16	-15	-23	-21	-25	-26	-24	-28	-45
Total current assets	19,060	21,758	26,740	25,343	23,695	24,851	33,616	33,830	32,128	35,029
Buildings and structures	1,553	1,420	1,918	1,866	1,832	1,717	1,637	1,529	1,421	1,300
Machinery, equipment and vehicles	1,785	2,505	2,518	2,894	2,748	2,590	2,495	2,578	3,020	2,976
Land	1,900	1,900	1,900	1,904	1,904	1,900	1,900	1,900	1,900	1,900
Other	79	153	151	172	124	163	66	243	312	229
Total tangible fixed assets	5,317	5,977	6,487	6,835	6,608	6,370	6,098	6,250	6,653	6,405
Total intangible assets	217	219	261	407	412	402	509	1,414	1,423	1,470
Investment securities	403	384	438	444	368	908	944	1,018	1,232	1,245
Deferred tax assets	11	26	300	291	338	399	429	436	348	333
Net defined benefit asset	77	69	65	59	53					
Other	83	171	178	237	597	185	185	203	231	264
Investments and other assets	575	650	982	1,031	1,355	1,492	1,558	1,656	1,812	1,842
Total fixed assets	6,109	6,846	7,451	8,273	8,376	8,264	8,165	9,320	9,888	9,717
Total assets	25,169	28,604	34,191	33,616	32,071	33,115	41,781	43,150	42,016	44,745
Liabilities										
Notes and accounts payable	9,929	9,113	10,108	7,508	6,774	5,797	7,844	7,482	7,159	7,708
Electronically recorded obligations		2,907	5,662	6,921	6,736	7,335	10,809	11,539	9,988	10,891
Short-term debt	-	-	-	357	-	-	-	351	-	-
Accrued expenses	544	651	769	693	702	749	987	860	788	888
Income taxes payable	155	486	541	372	210	469	1,146	580	324	548
Deferred tax assets										
Provision for directors' bonuses	50	73	98	57	37	48	214	123	74	59
Provision for bonuses	239	312	373	306	274	372	605	485	384	423
Other	216	231	350	461	212	419	299	349	635	337
Total current liabilities	11,133	13,772	17,900	16,630	14,946	15,190	21,903	21,768	19,420	20,920
Long-term debt	-	-	-	-	-	-	-	-	-	-
Deferred tax assets				1	0	0	0	-	-	-
Reserve for retirement benefits				27	13	15	11	10	12	14
Long-term guarantee deposited	14	15	14	14	15	16	15	15	15	19
Other	16	16	16	16	16	25	22	128	88	38
Total fixed liabilities	31	31	30	58	44	56	48	152	114	70
Total liabilities	11,163	13,804	17,930	16,688	14,990	15,246	21,952	21,920	19,535	20,990
Net assets										
Capital stock	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Capital surplus	621	621	621	621	621	621	621	621	621	621
Retained earnings	12,105	13,000	14,364	15,079	15,354	15,978	17,740	19,060	20,001	21,171
Treasury stock	-1	-1	-1	-1	-2	-2	-2	-2	-2	-2
Accumulated other comprehensive income	281	181	277	230	107	272	470	526	860	964
Total net assets	14,006	14,801	16,261	16,928	17,081	17,870	19,829	21,229	22,481	23,755
Working capital	4,655	7,099	9,387	10,359	10,083	11,010	13,281	15,743	14,719	16,592
Total interest-bearing debt	-	-	-	357	-	-	-	351	-	-
Net debt	-4,256	-4,820	-5,902	-5,730	-4,969	-5,924	-8,675	-5,688	-5,701	-5,474

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Over the past decade, assets have expanded nearly in lockstep with revenue, with trade receivables and payables both growing. Assets increased due to capex around FY03/18. Performance declined in FY03/20 and FY03/21 and assets remained almost unchanged, but performance began to recover in FY03/22 and remained favorable in FY03/23, against which backdrop assets increased for two consecutive years. Although business with semiconductor production equipment manufacturers contracted amid the semiconductor market downturn in FY03/24, assets increased again in FY03/25 as demand recovered.

Cash and deposits have been stable, so working capital is essentially self-financed. The company has focused on remaining debt-free. Over the past 10 years, the company has had virtually no interest-bearing debt, except for FY03/19 and FY03/23, when it had borrowings of about JPY300mn. It continued to have no interest-bearing debt in FY03/24 and FY03/25.

Cash flow statement

Cash flow statement (JPYmn)	FY03/16	FY03/17	FY03/18	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24	FY03/25
	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.
Cash flows from operating activities (1)	1,269	2,414	3,103	2,074	1,503	2,128	4,556	321	2,528	1,782
Income before income taxes	1,750	2,043	2,846	2,334	1,697	1,887	4,374	3,989	2,848	3,215
Depreciation	578	657	768	801	892	836	840	845	1,048	1,154
Gains (losses) on sale of fixed assets	3	7	3	3	10	1	3	5	13	3
Change in working capital	-185	30	-53	-4	-363	-535	-393	-1,983	-577	-1,544
Cash flows from investing activities (2)	86	-1,301	-1,379	-1,028	-1,367	-553	-677	-1,553	-1,612	-893
Purchase of property, plant and equipment and intangible assets	-715	-1,199	-1,362	-1,167	-925	-552	-664	-696	-1,338	-678
Proceeds from sales of property, plant and equipment and intangible assets	12	3	3	2	13	9	0	3	6	8
Free cash flow (1+2)	1,354	1,113	1,724	1,046	136	1,575	3,879	-1,231	916	889
Cash flows from financing activities	-544	-511	-664	-850	-1,230	-657	-1,202	-1,417	-1,329	-1,128
Cash dividends paid	-544	-510	-663	-850	-873	-657	-1,202	-1,417	-974	-1,065
Change in cash and cash equivalents	754	565	1,082	186	-1,119	956	2,751	-2,636	-338	-227

Source: Shared Research based on company data

Notes: Figures may differ from company materials due to differences in rounding methods.

Cash flows from operating activities

Over the past 10 years, cash flow from operating activities has generally remained positive, largely in line with changes in revenue. The company handles nearly 20,000 daily inquiries and quotation requests, of which approximately half convert to actual orders. These orders are priced based on market rates, with added fees reflecting the value of the company's services. As a result, most transactions secure a profit margin equivalent to the company's added value. While pre-tax profit has fluctuated with revenue, the company has consistently remained profitable. In FY03/25, net cash inflow from operating activities declined due to increases in inventories and trade payables.

Cash flows from investing activities

Over the past 10 years, cash flow from investing activities has generally been negative. Hakudo differentiates itself from competitors by maintaining full inventories of standard products to enable immediate delivery, and by offering complex, high-precision machining capabilities in response to customer requests. To maintain and strengthen these advantages, the company operates five domestic facilities that serve dual roles as inventory warehouses and processing plants. In FY03/23, cash outflows increased due to investments in new-function metalworking machines, the establishment of a new company as a foothold for North American operations, and the consolidation of new subsidiaries. In FY03/25, outflows declined as acquisition of tangible fixed assets decreased.

Cash flows from financing activities

Cash flow from financing activities has consistently been negative over the past 10 years. These outflows have essentially tracked dividend payments. In FY03/25, although dividend payments increased, the overall outflow from financing activities declined, as repayments of long-term debt had run their course.

Historical performance

Cumulative Q3 FY03/25 results

Summary

- Revenue: JPY50.2bn (+16.8% YoY)
- Operating profit: JPY2.2bn (+17.2% YoY)
- Recurring profit: JPY2.3bn (+6.1% YoY)
- Net income attributable to owners of the parent: JPY1.6bn (+2.9% YoY)

Changes in market conditions and demand

In the semiconductor production equipment industry, which has a significant impact on the company's group performance, there were signs of partial recovery driven by increased capital investment demand for generative AI and semiconductor equipment in China. Additionally, semiconductor manufacturers showed signs of bottoming out in inventory and production adjustments following a slowdown in demand for smartphones and PCs. However, the company noted delays in recovery for non-generative AI-related demand, such as EVs, increasing uncertainty regarding the timing of a full market recovery. In the

aerospace industry, demand for commercial aircraft continued to recover, and government demand, particularly in the defense sector, remained robust. Meanwhile, in the machine tool industry, demand recovery was delayed as concerns about global inflation and high interest rates led to postponed capital investments.

The company focused on improving order rates through company-wide efforts to enhance quality and service. Specific initiatives included expanding inventories of aluminum and stainless steel sheets and introducing fiber laser processing machines at the Shiga plant to capture new demand. The company also worked to develop new customers and reactivate dormant ones, particularly in the aerospace and automotive industries, which it views as growth sectors. Additionally, it prioritized the introduction and expansion of new products, such as draw-processed items and environmentally friendly Eco-Series products.

The company has been focused on enhancing its 24/7 online quoting and ordering platform, Hakudo Net Service. It expanded the number of available products from 84,900 items at end-March 2024 to 129,600 items by end-December 2024, further improving the platform's convenience. The company also promoted new features of the platform, such as an automatic size calculation function that instantly calculates material dimensions upon order upload. On the manufacturing side, the company established its second Kyushu-based facility, the Fukuoka Plant, in December 2024 to strengthen its operations in response to growing semiconductor-related demand in the Kyushu region.

Financial results: Decrease in sales and profit

In cumulative Q3, revenue climbed 16.8% YoY, driven by enhancements to the Hakudo Network Service. By product category, revenue from standard stock items advanced 14.4% YoY to JPY29.5bn, while revenue from special-order items surged 20.4% YoY to JPY20.6bn. In addition to higher product prices, increased sales volumes to the semiconductor production equipment industry—driven by expanding demand for generative AI-related products and the Chinese market—contributed to the growth.

On a non-consolidated (stand-alone) basis, both unit prices and sales volumes improved. In Q3 FY09/24 (three months), revenue composition by major industry was as follows: semiconductor/FPD production equipment (43.0%), other machine tools (14.9%), OA equipment (8.7%), pneumatic/hydraulic equipment (5.8%), automotive (including motorcycles) (5.6%), and the growing aerospace sector (4.3%).

As of end-December 2024, market prices for key raw materials had risen to JPY1,440,000/t for electrolytic copper (+JPY70,000/t from end-March 2024) and JPY474,000/t for aluminum ingots (+JPY74,000/t), based on monthly averages reported by the Nikkei. The market price for stainless steel sheets increased to JPY630,000/t (+JPY30,000/t), according to the monthly average from Tekko Shimbun.

Gross profit rose 12.9% YoY to JPY7.8bn, supported by higher revenue and an expanded inventory valuation gain resulting from fluctuations in raw material market prices. However, the gross profit margin declined by 0.5pp to 15.6%, affected by factors such as increased revenue accompanied by higher product prices and rising manufacturing costs due to changes in the raw material mix. In cumulative Q3, inventory valuation gain was JPY261mn, compared to a JPY394mn loss in cumulative Q3 FY03/24. SG&A expenses rose by 11.2% YoY to JPY5.6bn, reflecting costs related to the North American subsidiary and higher advertising expenses. As a result, operating profit increased by 17.2% YoY, with the operating profit margin remaining flat YoY at 4.4%.

Performance by segment

Hakudo's reporting segments are categorized based on the regions where revenue was generated.

- Japan: Segment revenue of JPY43.6bn (+16.4% YoY), operating profit of JPY2.3bn (+17.2% YoY)
- North America: Segment revenue of JPY3.9bn (+11.6% YoY), operating loss of JPY173mn (compared to a loss of JPY108mn in cumulative Q3 FY03/24)
- China: Segment revenue of JPY1.4bn (+44.2% YoY), operating profit of JPY3mn (compared to a loss of JPY32mn in cumulative Q3 FY03/24)
- Others: Segment revenue of JPY1.3bn (+25.2% YoY), operating profit of JPY132mn (+20.0% YoY)

In the Japan segment, which mainly includes results from the parent company and AQR Co., Ltd., the company recorded higher revenue and profit in cumulative Q3, with the segment profit margin remaining largely unchanged. AQR, a consolidated subsidiary, achieved YoY revenue growth, driven by increased sales volumes to the semiconductor production equipment industry.

The North America segment, newly added in FY03/23, includes the performance of Hakudo USA Inc. and West Coast Aluminum & Stainless, LLC. In cumulative Q3, revenue increased YoY, driven by stronger sales at key subsidiary West Coast Aluminum & Stainless, LLC. However, the segment's loss widened due to the absence of a one-time gain recorded in the previous year.

The China segment, which includes the performance of Shanghai Hakudo Precision Materials Co., Ltd., returned to profitability, reversing its previous operating loss. This improvement was driven by a recovery in demand, particularly in the semiconductor and automotive sectors. Shanghai Hakudo Precision Materials Co., Ltd. also achieved YoY revenue growth.

The Other segment, which includes the performance of Hakudo (Thailand) Co., Ltd., achieved YoY revenue growth in cumulative Q3, driven primarily by demand from Japanese automotive-related businesses. Since the company does not engage in local production in Thailand and benefits from the advantage of imported products, the operating profit margin stood at 10.4%, down 0.5pp YoY.

The company continues to collaborate with Oristar Corporation, a major non-listed non-ferrous metal trading company in Vietnam.

1H FY03/25 results

Summary

- Revenue: JPY32.5bn (+13.2% YoY)
- Operating profit: JPY1.6bn (+28.7% YoY)
- Recurring profit: JPY1.8bn (+25.2% YoY)
- Net income attributable to owners of the parent: JPY1.2bn (+24.2% YoY)

Changes in market conditions and demand

In the semiconductor production equipment industry, which has a significant impact on the company's group performance, there were signs of partial recovery driven by increased capital investment demand for generative AI and semiconductor equipment in China. Additionally, semiconductor manufacturers showed signs of bottoming out in inventory and production adjustments following a slowdown in demand for smartphones and PCs. The company expects a full recovery in 2H FY03/25 but notes increasing uncertainty due to rising interest rates in Japan, exchange rate fluctuations, and stock market volatility.

In the aerospace industry, demand for commercial aircraft continued to recover, and government demand, particularly in the defense sector, remained robust. Conversely, in the machine tool industry, demand recovery was delayed as concerns about global inflation and high interest rates led to postponed capital investments.

The company focused on improving order rates through company-wide efforts to enhance quality and service. Specific initiatives included expanding inventories of aluminum and stainless steel sheets and introducing fiber laser processing machines at the Shiga plant to capture new demand. The company also worked to develop new customers and reactivate dormant ones, particularly in the aerospace and automotive industries, which it views as growth sectors. Additionally, it prioritized the introduction and expansion of new products, such as draw-processed items and environmentally friendly Eco-Series products.

The company has been focused on enhancing its 24/7 online quoting and ordering platform, Hakudo Net Service. It expanded the number of available products from 84,900 items at the end of March 2024 to 115,000 items as of the end of September 2024, further improving the platform's convenience.

Financial results

Revenue reached a record high, increasing 13.2% YoY, driven by higher sales volumes and rising sales prices. Demand grew in the semiconductor production equipment industry, particularly for AI-related applications and China-bound shipments, as well as in the OA equipment industry due to stronger component demand. Additionally, enhanced import capabilities for overseas materials contributed to sales growth in the aerospace sector. On a standalone basis, revenue growth was supported by both standard stock and special-order items. Standard stock items increased by JPY2.0bn YoY, with JPY779mn due to higher prices and JPY1.2bn to higher volumes. Special-order items rose by JPY895mn YoY, including JPY469mn from higher prices and JPY425mn from higher volumes.

As of end-September 2024, market prices for key raw materials had risen to JPY1,450,000/t for electrolytic copper (+JPY80,000/t from end-March 2024) and JPY432,000/t for aluminum ingots (+JPY32,000/t), based on monthly averages

reported by the Nikkei. The market price for stainless steel sheets increased to JPY630,000/t (+JPY30,000/t), according to the monthly average from Tekko Shimbun.

Gross profit reached JPY5.2bn (+13.9% YoY), with a gross profit margin of 16.0% (+0.1pp YoY). The key contributors included higher revenue, increased gross profit per unit due to a higher processing rate for standard products, and an expanded inventory valuation gain resulting from raw material market price fluctuations. For 1H, the inventory valuation gain was JPY236mn, compared to JPY16mn in 1H FY03/24. SG&A expenses rose to JPY3.6bn (+8.5% YoY), mainly due to higher personnel and transportation costs. As a result, operating profit rose by 28.7% YoY.

Achievement rates against the company's 1H targets, announced along with the Q1 results on August 9, 2024, were largely in line with expectations. Revenue reached 102.2% of the target, operating profit 100.7%, recurring profit 99.8%, and net income 100.3%.

Performance by segment

Hakudo's reporting segments indicate where its earnings were generated. Its Japan segment includes results stemming from the parent company and AQR Co., Ltd., while its China segment reflects the performance of Shanghai Hakudo Precision Materials Co., Ltd. Its North America segment reflects the performance of Hakudo USA Inc. and West Coast Aluminum & Stainless, LLC, and its Others segment indicates earnings from Hakudo (Thailand) Co., Ltd. Hakudo expects its collaboration with Oristar Corporation in Vietnam to continue. In FY03/23, the company added North America as a segment. 1H performance of each segment is as follows.

Japan

Revenue in 1H FY03/25 was JPY28.1bn (+11.8% YoY), operating profit was JPY1.6bn (+30.0% YoY), and the segment profit margin improved to 5.6% (+0.8pp YoY). As with the parent company, the consolidated subsidiary AQR Co., Ltd. also recorded higher sales volumes for semiconductor production equipment, resulting in YoY revenue growth. At the parent company, the increased added value of standard products contributed to a rise in the profit margin. The revenue breakdown by product type was as follows: aluminum 64.2%, copper 15.6%, stainless steel 16.0%, and others 4.3%.

North America

Revenue was JPY2.6bn (+11.8% YoY), while the operating loss widened to JPY93mn (compared to a loss of JPY54mn in 1H FY03/24). The consolidated subsidiary Hakudo USA Inc., through its subsidiary West Coast Aluminum & Stainless, LLC, expanded its non-ferrous metal import, wholesale, and processing business, achieving YoY revenue growth. The revenue breakdown by product type was as follows: aluminum 38.1%, stainless steel 57.9%, and others 4.0%. Despite no significant changes in operating conditions, the absence of valuation gains recorded in 1H FY03/24 led a widened operating loss. However, non-operating income, including foreign exchange gains from yen-denominated intercompany loans, resulted in a recurring profit of JPY18mn.

China

Revenue reached JPY985mn (+60.4% YoY), while the operating loss narrowed to JPY2mn (compared to a loss of JPY17mn in 1H FY03/24). The consolidated subsidiary Shanghai Hakudo Precision Materials Co., Ltd. recorded significant revenue growth. The revenue breakdown by product type was as follows: aluminum 48.1%, copper 3.3%, stainless steel 6.1%, and others 42.4%. Despite strong revenue growth, the increase in sales of special-order items requiring outsourced processing and the sluggish growth in high-value-added standard stock items led to an unfavorable revenue mix, resulting in an operating loss. However, non-operating income, including revenue from real estate leasing, contributed to a recurring profit of JPY9mn.

Other

Revenue was JPY842mn (+27.8% YoY), with operating profit at JPY92mn (+15.0% YoY) and a segment profit margin of 5.9% (-0.7pp YoY). The segment's growth was primarily driven by operations in Thailand, where the key subsidiary, Hakudo (Thailand) Co., Ltd., performed strongly in the automotive and mold industries, resulting in YoY revenue growth. The revenue breakdown by product type was as follows: aluminum accounted for 40.7%, copper for 41.1%, stainless steel for 16.4%, and others for 1.8%. Despite the growth in revenue, profit margins declined due to narrower margins caused by rising raw material costs and an increased proportion of sales to local distributors.

Q1 FY03/25 results

Summary

- Revenue: JPY15.7bn (+7.0% YoY)
- Operating profit: JPY869mn (+57.7% YoY)
- Recurring profit: JPY996mn (+44.9% YoY)
- Net income attributable to owners of the parent: JPY688mn (+45.3% YoY)

Changes in market conditions and demand

In the semiconductor production equipment industry, which significantly impacts the company's group performance, there were signs of a partial recovery driven by increased capital investment demand for generative AI and semiconductor equipment in China. Additionally, there were indications that the inventory and production adjustments by semiconductor manufacturers, prompted by the slowdown in demand for smartphones and PCs, were bottoming out. In the aerospace industry, demand for commercial aircraft recovered, and government demand, especially in defense, remained strong. However, in the machine tool industry, demand recovery was delayed due to concerns about global inflation and high interest rates.

The company focused on improving order rates through efforts to enhance quality and service. It also worked on developing new customers and reactivating dormant ones, particularly in the aerospace and automotive industries, which it considers growth areas. Additionally, the group prioritized introducing and expanding new products, such as draw-processed items and environmentally friendly Eco-Series products.

The company has been focused on expanding its 24/7 online quoting and ordering platform, Hakudo Net Service. It increased the number of available products on the website from 84,900 items at end-March 2024 to 102,800 items as of end-June 2024, to further enhance customer convenience.

Overview of revenue and operating profit

Revenue rose by 7.0% YoY, driven by higher product prices, including standard stock items, as well as increased sales volumes in the semiconductor production equipment industry, supported by growing demand for generative AI-related products and in the Chinese market.

As of end-June 2024, market prices for key raw materials had risen to JPY1,570,000/t for electrolytic copper (+JPY200,000/t from end-March 2024) and to JPY477,000/t for aluminum ingots (+JPY77,000/t), based on monthly averages reported by Nikkei. Market prices for stainless steel sheets remained flat at JPY600,000/t, according to monthly average from Tekko Shimbun.

Gross profit increased by 21.1% YoY to JPY2.7bn, with the gross profit margin improving by 2.0pp to 17.0%. This was mainly due to higher sales of high-margin standard stock items, increased gross profit per unit, and a larger inventory valuation gain resulting from fluctuations in the market prices of raw materials. SG&A expenses rose by 9.0% YoY to JPY1.8bn, driven by higher transportation and personnel expenses. As a result, operating profit grew by 57.7% YoY, with the operating profit margin improving by 1.8pp to 5.5%. In Q1, the inventory valuation gain was JPY43mn, compared to a loss of JPY2mn in the same period of the previous year.

Performance by segment

- Japan: Segment revenue of JPY13.5bn (+4.3% YoY), operating profit of JPY855mn (+56.0% YoY)
- North America: Segment revenue of JPY1.3bn (+12.3% YoY), operating loss of JPY31mn (loss of JPY35mn in Q1 FY03/24)
- China: Segment revenue of JPY559mn (+88.9% YoY), operating loss of JPY5mn (loss of JPY6mn in Q1 FY03/24)
- Others: Segment revenue of JPY399mn (+21.6% YoY), operating profit of JPY50mn (+13.6% YoY)

Hakudo's reporting segments indicate where its earnings were generated.

The Japan segment results mainly consist of the performance of the parent company and AQR Co., Ltd. In Q1, there was a significant improvement in profitability. Alongside the recovery in the parent company's performance, AQR saw increased sales volume in the semiconductor production equipment industry, contributing to YoY revenue growth. Segment profit rose

by 56.0% YoY, with the profit margin improving by 2.1pp to 6.3%, driven by a higher sales mix of high-margin standard stock items.

The North America segment results (disclosed from FY03/23) consist of the performance of Hakudo USA Inc. and its subsidiary, West Coast Aluminum & Stainless, LLC (WCAS). In Q1, WCAS, which primarily handles stainless steel products, saw an increase in revenue and a reduction in operating loss.

The China segment results reflect the performance of Shanghai Hakudo Precision Materials Co., Ltd. (Shanghai Hakudo). In Q1, while Shanghai Hakudo's revenue increased due to currency fluctuations and higher market prices, the improvement in losses remained limited.

The Other segment comprises the performance of Hakudo (Thailand) Co., Ltd. (Hakudo Thailand). In Q1, Hakudo Thailand performed steadily, particularly in the automotive industry, with revenue increasing by 21.6% YoY. Segment profit rose by 13.6% YoY, though the profit margin declined by 0.9pp YoY to 12.5% due to changes in the composition of special-order items.

Full-year FY03/24 results

Summary

- Revenue: JPY57.3bn (-7.1% YoY)
- Operating profit: JPY2.5bn (-33.2% YoY)
- Recurring profit: JPY2.8bn (-28.6% YoY)
- Net income attributable to owners of the parent: JPY1.9bn (-30.0% YoY)

Changes in market conditions and demand

The semiconductor production equipment industry, which significantly affects the company's group performance, is expected to see an increase in demand in the medium term for semiconductors driven by DX, AI, and EV. However, more and more semiconductor manufacturers moved to adjust their inventory and production to review their capital investment plans in response to slowing demand for mobile devices such as smartphones and PCs, servers, and other IT equipment. In the aerospace industry, demand for commercial aircraft recovered, and government demand, particularly in defense, was strong. Meanwhile, the recovery of demand in the machine-tool industry delayed due to concerns about global inflation and high interest rates.

The company established a new base (Iga Warehouse) in Iga, Mie Prefecture, to strengthen its processing services, and focused on developing new customers in the aerospace and automotive industries, which the company considers to be growth areas. In addition, the company focused on re-engaging dormant customers and introducing and expanding sales of new products such as draw-processed products and environmentally friendly Eco-Series products.

The company has been focused on expanding the functions of its 24/7 online quoting and ordering website, Hakudo Net Service, and users can now access the quoting service without the need for registration. Furthermore, the company has expanded the availability of the service to individual users as well as corporate customers, making progress in building a foundation for future earnings growth, as well as enabling immediate quoting and ordering of metal 3D printed products and draw-processing through the website. The company has also increased the number of products available on Hakudo Net Service from 50,900 items as of end-March 2023 to 84,900 items as of end-March 2024, to enhance the site's convenience.

The company also actively pursued overseas expansion and business development. In the US, the company established a local subsidiary, Hakudo USA Inc. in December 2022. Hakudo USA acquired a 51% stake in West Coast Aluminum & Stainless, LLC in March 2023 and prepared for market development and new business in the US.

In other regions, Shanghai Hakudo Precision Materials Co., Ltd. experienced a decline in domestic and export demand, and AQR Co., Ltd. was affected by ongoing downturn in the semiconductor production equipment industry, and revenues in both subsidiaries decreased in FY03/24. Hakudo (Thailand) Co., Ltd. saw an increase in revenue against the backdrop of recovery in the automotive industry in Thailand and acquisition of new customers.

Financial results: Decrease in sales and profit

Revenue declined 7.1% YoY, due largely to the continued downturn in the semiconductor production equipment industry. Sales of standard stock items (non-consolidated basis) decreased by JPY3.8bn YoY (unit price +JPY2.0bn and volume - JPY5.9bn). Sales of special-order items (non-consolidated basis) decreased by JPY5.0bn YoY (unit price -JPY268mn and

volume -JPY4.7bn). Revenue of consolidated subsidiaries (including adjustments) increased by JPY4.5bn, driven by the full-year contribution of North American subsidiary and its subsidiary, which were included in the scope of consolidation in FY03/23, and brisk performance of the Thai subsidiary.

As of end-March 2024, market prices for key raw materials were up at JPY1,370,000/t for electrolytic copper (+JPY1,000/t from end-March 2023) and at JPY400,000/t for aluminum ingots (+JPY92,600/t). Market prices for stainless steel dropped to JPY600,000/t (-JPY80,000/t).

Gross profit declined 8.7% YoY to JPY9.3bn and the gross profit margin fell 0.3pp to 16.2%. Lower sales volume of standard stock items and special-order items due to the slowdown in the semiconductor production equipment market and a decrease in inventory valuation gain due to raw material market conditions were the main factors behind the decline in profit. SG&A expenses increased 5.8% YoY to JPY6.7bn due to an increase in personnel and other expenses associated with adding its North American subsidiary and its subsidiary to the scope of consolidation. Accordingly, operating profit fell 33.2% YoY. Inventory valuation gain in FY03/24 was JPY105mn (a decrease of 399mn from FY03/23).

Performance by segment

- Japan: Segment revenue of JPY49.9bn (-15.1% YoY), operating profit of JPY2.6bn (-31.0% YoY)
- North America: Segment revenue of JPY4.6bn (—), operating loss of JPY205mn (loss of JPY126mn in previous year)
- China: Segment revenue of JPY1.4bn (-14.0% YoY), operating loss of JPY39mn (loss of JPY0mn the previous year)
- Others: Segment revenue of JPY1.4bn (+15.5% YoY), operating profit of JPY141mn (+51.6% YoY)

Hakudo's reporting segments indicate where its earnings were generated. Its Japan segment includes results stemming from the parent company and AQR Co., Ltd., while its China segment reflects the performance of Shanghai Hakudo Precision Materials Co., Ltd. Its North America segment reflects the performance of Hakudo USA Inc. and West Coast Aluminum & Stainless, LLC, and its Others segment indicates earnings from Hakudo (Thailand) Co., Ltd. Hakudo anticipates its collaboration with Oristar Corporation in Vietnam to continue. In FY03/23, the company added North America as a reportable segment.

The Japan segment saw revenue and profit decline, with an OPM of 5.3% (-1.2pp YoY), partly due to a JPY399mn reduction in the impact of inventory assets. Subsidiary AQR Co., Ltd. also reported lower revenue, affected by the slowdown in the semiconductor production equipment business.

The operating loss increased in the North America segment. Although revenue of West Coast Aluminum & Stainless contributed to consolidated revenue in FY03/24, the segment posted an operating loss due to recording PMI-related expenses.

The China segment posted lower revenue and increased its operating loss. Consolidated subsidiary Shanghai Hakudo Precision Materials Co., Ltd. was impacted by a slowing Chinese economy and downturn in export demand.

The Other segment reported an increase in revenue and operating profit, and a 3.1pp rise in OPM to 5.6%. Hakudo (Thailand) Co., Ltd. performed strongly, mainly driven by the recovery of the automotive industry and acquisition of new customers in Thailand.

News and topics

Revisions to 1H earnings and dividend forecasts

2024-08-09

On August 9, 2024, Hakudo Co., Ltd. announced that it has revised its 1H earnings and dividend forecasts, previously announced on May 10, 2024, in light of recent performance trends.

Details of the revision

Consolidated earnings forecast for 1H

- Revenue: JPY31.8bn (+JPY1.0bn from the previous forecast of JPY30.8bn)
- Operating profit: JPY1.6bn (+JPY160mn from the previous forecast of JPY1.4bn)
- Recurring profit: JPY1.8bn (+JPY280mn from the previous forecast of JPY1.5bn)
- Net income attributable to owners of the parent: JPY1.2bn (+JPY220mn from the previous forecast of JPY1.0bn)
- Interim dividend: JPY49.00 per share (+JPY9.00 from the previous forecast of JPY40.00)

Reason for revision and full-year forecast

Demand in the semiconductor production equipment industry, which significantly impacts the group's performance, partially recovered during Q1, driven by the growing demand for semiconductors used in generative AI and increased investment demand in semiconductor equipment in China. Additionally, rising metal prices drove the company's decision to revise its non-consolidated earnings forecast upward from the figures announced on May 10, 2024.

Based on the revised 1H earnings forecast, the company has also adjusted the interim dividend per share from the previous forecast of JPY40.00 to JPY49.00, in line with its dividend policy. However, the company left its full-year dividend forecast unchanged at JPY85.00 per share.

The company maintained its full-year forecast, considering recent interest rate increases in Japan, sharp fluctuations in exchange rates, significant stock price volatility, and ongoing uncertainty in raw material markets. For more details, please refer to the company's official release.

Other information

History

Year	Month	
1932	Feb.	Hakudo Shoten was founded as private business Kyobashi-ku (now Hachobori, Chuo-ku), Tokyo.
1949	Nov.	Hakudo Shoten was reorganized as a joint-stock company selling non-ferrous metals.
1967	May	Trade name changed from Hakudo Shoten to Hakudo Co., Ltd.
1968	Feb.	A computer system was installed.
1974	Oct.	Launch of the Kanagawa Process Center in Kanagawa Prefecture.
1978	Jun.	Start of next-day delivery service.
	Sep.	Commencement of "cut-to-order" service.
1983	Jun.	Opening of Osaka office in Osaka Prefecture.
1990	Mar.	Start of operations at the Shiga Process Center.
1991	Oct.	Establishment of the former Kousei Co., Ltd. to hold real estate for the metals business.
		Note: The former Kousei Co., Ltd. was merged into Hakudo in January 1992 in order to change the par value of its shares.
1992	Apr.	The former Hakudo Co., Ltd. (now Kosei Co., Ltd.) took over selling operations related to the metals business and changed its name from Dohkin Co., Ltd. to Hakudo Co., Ltd.
2000	Mar.	Registered shares over the counter with the Japan Securities Dealers Association.
2003	May	Establishment of Shanghai Hakudo Precision Materials Co., Ltd.
2004	Oct.	Listed on the Second Section of the Tokyo Stock Exchange.
2005	Sep.	Listed on the First Section of the Tokyo Stock Exchange.
2006	Feb.	Start of operations at the Koriyama Plant (now, Fukushima Process Center).
2008	May	Start of operations at the Kyushu Process Center.
2014	Oct.	Establishment of Hakudo (Thailand) Co., Ltd.
2017	Nov.	Start of operations at the Saitama Process Center.
2019	Feb.	Conversion of AQR Co., Ltd. (formerly Takase Aluminum Co., Ltd.) to a consolidated subsidiary.
2022	Dec	Establishment of Hakudo USA, Inc. in the US
2023	Mar	Conversion of West Coast Aluminum & Stainless, LLC into subsidiary by Hakudo USA
2024	Dec.	Start of operations at the Fukuoka Plant

Source: Shared Research based on company data

Corporate governance and top management

Corporate governance

Based on its corporate philosophy, the company aims to ensure management transparency, fairness, and disclosure in order to achieve management efficiency and sustainable growth.

The company's Board of Directors is chaired by the president and consists of nine directors (including five outside independent directors). In principle, the Board of Directors meets regularly on a monthly basis, holding extraordinary meetings as necessary. The board decides on important management matters in accordance with laws and ordinances, the Articles of Incorporation, and the Board of Directors regulations. The board also supervises the execution of duties by directors.

The Nomination and Remuneration Advisory Committee is an advisory body to the Board of Directors and consists of outside independent directors. This ensures transparency and objectivity in the appointment and remuneration of directors.

The company has an Audit and Supervisory Committee, with outside independent directors making up the majority of members. The aims of this committee are to further strengthen the supervisory function of the Board of Directors over management and corporate governance, and to enhance the soundness and efficiency of management.

The Audit and Supervisory Committee has four members (three outside independent directors), including its chair. In principle, the committee meets regularly on a monthly basis, holding extraordinary meetings as necessary. Members of the Audit and Supervisory Committee liaise with the Internal Audit Department and the accounting auditor, supervising the decision-making process of the Board of Directors and the status of business execution.

The head of the Internal Audit Department periodically audits the business activities of each division, including subsidiaries, for effectiveness, accuracy, and compliance, and reports to the president and the Audit and Supervisory Committee.

Business execution centers on management meetings attended by full-time directors and division heads, and department head meetings attended by full-time directors, division heads, and departmental managers. The company has also established the Risk Management Committee and other committees.

Form of organization and capital structure	
Form of organization	Company with Audit & Supervisory Committee
Controlling shareholder and parent company	None
Directors and Audit & Supervisory Committee members	
Number of directors under Articles of Incorporation	14
Number of directors	9
Directors' terms under Articles of Incorporation	1 year
Chairman of the Board of Directors	President
Number of outside directors	5
Number of independent outside directors	4
Number of members of Audit & Supervisory Committee	4
Number of outside members of Audit & Supervisory Committee	3
Number of independent outside members of Audit & Supervisory Committee	3
Other	
Providing convocation notice in English	Yes
Implementation of measures regarding director incentives	Performance-linked compensation
Disclosure of individual director's compensation	Some information disclosed
Policy on determining amount of compensation and calculation methodology	Yes
Corporate takeover defenses	None

Source: Shared Research based on company data

Top management

Koji Tsunoda, President & Representative Director (born August 15, 1962)

Apr. 1986	Joined Tokyo Tsuun Co., Ltd.
Jul. 1986	Joined Hakudo Co., Ltd. (Kosei Co., Ltd.)
May 2001	Head of central branch
Apr. 2002	Head of corporate planning division
Dec. 2002	Head of China office
	President of Shanghai Hakudo Precision Materials Co., Ltd.
Apr. 2004	Executive officer of Hakudo, head of overseas sales department
Jan. 2009	Chairman of Shanghai Hakudo Precision Materials Co., Ltd.
Apr. 2009	Executive officer of Hakudo, head of developmental sales division
Apr. 2010	Head of developmental sales division
Jun. 2010	Director, head of developmental sales division
Jul. 2010	Director, head of sales division
Jul. 2011	Executive director
Apr. 2012	President and representative director (current position)

Dividend policy

Hakudo's basic dividend policy calls for strengthening its financial condition and distribution of profit from business activities underpinned by earnings results. The company revised its dividend policy in February 2024 to strengthen shareholder returns. Under the revised policy, the company intends to pay dividends based on either a full-year payout ratio of 45% (previously 40%) or an annual dividend of JPY80 per share, whichever is higher. As a rule, the company will apply a minimum annual dividend of JPY80 per share.

(JPY)	FY03/16	FY03/17	FY03/18	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24	FY03/25
Dividend per share	45.0	58.5	75.0	77.0	58.0	58.0	115.0	109.0	80.0	89.0
Payout ratio	42.7%	47.2%	41.9%	55.8%	57.3%	51.3%	44.0%	45.2%	47.3%	45.1%

Source: Shared Research based on company data

Major shareholders

Top shareholders	Shares held (000 shares)	Shareholding ratio
K & P Asset Management LLC	1,371	12.1%
Kids Learning Network Company	1,140	10.1%
Soukou Co., Ltd.	1,132	10.0%
N&N Asset Management LLC	925	8.2%
Tomonori Yamada	676	6.0%
SY Management LLC	676	6.0%
EastGate Corporation	652	5.7%
The Master Trust Bank of Japan, Ltd.	617	5.4%
Mitsushige Yamada	290	2.6%
Custody Bank of Japan, Ltd. (trust account)	160	1.4%
Total	7,640	67.4%

Source: Shared Research based on company data, as of end-March 2025

Employees

	FY03/16	FY03/17	FY03/18	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24	FY03/25
Consolidated no. of employees	247	265	299	338	353	347	363	382	390	398
Japan										
Sales	90	94	102	103	102	100	99	105	110	118
Manufacturing	88	98	123	144	151	156	161	156	164	165
Administration	24	25	30	45	48	48	55	55	51	50
North America										
Sales	-	-	-	-	-	-	-	4	5	4
Manufacturing	-	-	-	-	-	-	-	6	6	8
Administration	-	-	-	-	-	-	-	3	5	3
China										
Sales	14	16	15	13	16	14	13	14	13	13
Manufacturing	18	18	19	17	18	17	17	17	16	16
Administration	6	6	5	6	5	5	5	5	5	5
Other										
Sales	4	5	1	5	7	6	7	10	9	9
Manufacturing	0	0	0	0	0	0	0	0	0	0
Administration	3	3	4	5	6	1	6	7	6	7
Parent (no. of employees)	202	217	255	280	287	294	305	306	316	324
Average age	43.5	43.1	40.3	41.9	41.6	41.4	41.8	41.9	41.9	41.8
Average years of service	18.7	17.8	16.6	15.9	15.7	15.8	16.0	16.0	16.1	16.1
Average annual salary (JPY'000)	8,120	8,179	8,385	7,481	7,146	6,789	8,365	8,993	7,857	7,918

Source: Shared Research based on company data

Profile

Company Name

Hakudo Corporation

Phone

03-6212-2811

Established

1949-11-01

Head Office

11F, Mitsubishi Building, 2-5-2, Marunouchi, Chiyoda-ku, Tokyo

Listed On

Tokyo Stock Exchange, Prime Market

Exchange Listing

2005-09-01

Fiscal Year-End

Mar

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We offer corporate clients comprehensive report coverage, a service that allows them to better inform investors and other stakeholders by presenting a continuously updated third-party view of business fundamentals, independent of investment biases. Shared Research can be found on the web at <https://sharedresearch.jp>.

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