

# Business Results for FYE 3/2023

May 9th, 2023

STELLA CHEMIFA CORPORATION

Securities code: 4109

# Index

## 【Business Results】

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## 【Reference Material】

(Corporate Profile · Introduction of Our Business)

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- Corporate Profile P. 20
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- Introduction of Our Business P. 22 – 41

# Performance Highlights

## [FYE 3/2023 Results]

- ◆ Sales volume of Semiconductors declined year on year as a result of the impact of decreased production by memory manufacturers associated with the deterioration of market conditions becoming increasingly apparent from the second half.
- ◆ The price of anhydrous hydrofluoric acid (AHF), a key raw material, rose year on year.

## [FYE 3/2024 Forecast]

- ◆ The impact of downturn in the semiconductor industry is expected to expand compared to FYE March 2023 on Semiconductors.
- ◆ Enriched boron (10B) used by nuclear energy-related facilities is expected to expand in the Energy department.

# Financial Summary



(million yen)	FYE 3/2022	FYE 3/2023	Increase/ Decrease	Percentage Increase/ Decrease
Sales Revenue	37,296	35,382	-1,913	-5.1
Gross Profit	8,902	7,410	-1,491	-16.8
Operating Profit	4,583	3,514	-1,069	-23.3
Ordinary Profit	5,707	4,347	-1,359	-23.8
Profit Attributable to Owners of Parent	5,364	2,280	-3,084	-57.5
Earnings Per Share (yen)	422.97	186.03	-236.94	
Dividend (yen)	60	60	-	
ROE (%)	13.7	5.4	-8.3	

# Sales Revenue and Operating Profit by Business Segment

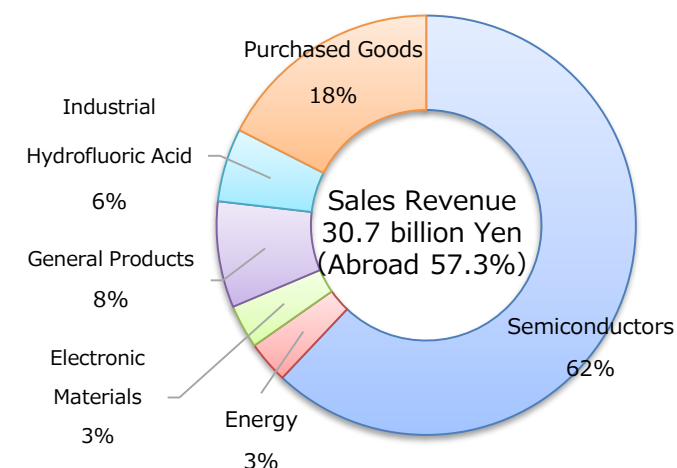


(million yen)	Sales Revenue				Operating Profit			
	FYE 3/2022	FYE 3/2023	Increase/ Decrease		FYE 3/2022	FYE 3/2023	Increase/ Decrease	
			Amount	%			Amount	%
High-Purity Chemical Business	32,330	30,707	-1,622	-5.0	4,776	2,961	-1,815	-38.0
Transportation Business	4,676	4,504	-172	-3.7	764	533	-231	-30.2
Medical Business	100	-	-100	-	-729	-	729	-
Other	189	170	-18	-10.0	20	30	9	46.8
Eliminations and Corporate	-	-	-	-	-248	-11	237	-
Total	37,296	35,382	-1,913	-5.1	4,583	3,514	-1,069	-23.3

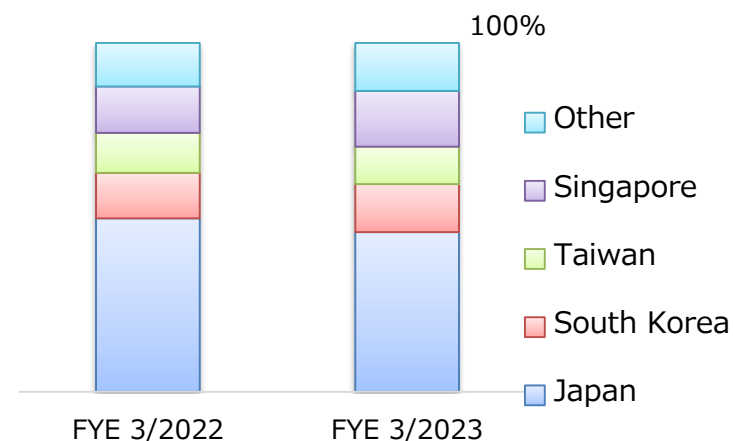
# Sales Revenue of High-Purity Chemical Business (Breakdown)

(million yen)	FYE 3/2022	FYE 3/2023	Increase/Decrease	Percentage Increase/Decrease
Semiconductors	17,859	19,049	1,190	6.7
Energy	3,121	996	-2,124	-68.1
Electronic Materials	1,280	1,032	-248	-19.4
General Products	2,246	2,514	268	11.9
Industrial Hydrofluoric Acid	3,919	1,739	-2,179	-55.6
Purchased Goods	3,904	5,375	1,471	37.7
<b>Total</b>	<b>32,330</b>	<b>30,707</b>	<b>-1,622</b>	<b>-5.0</b>

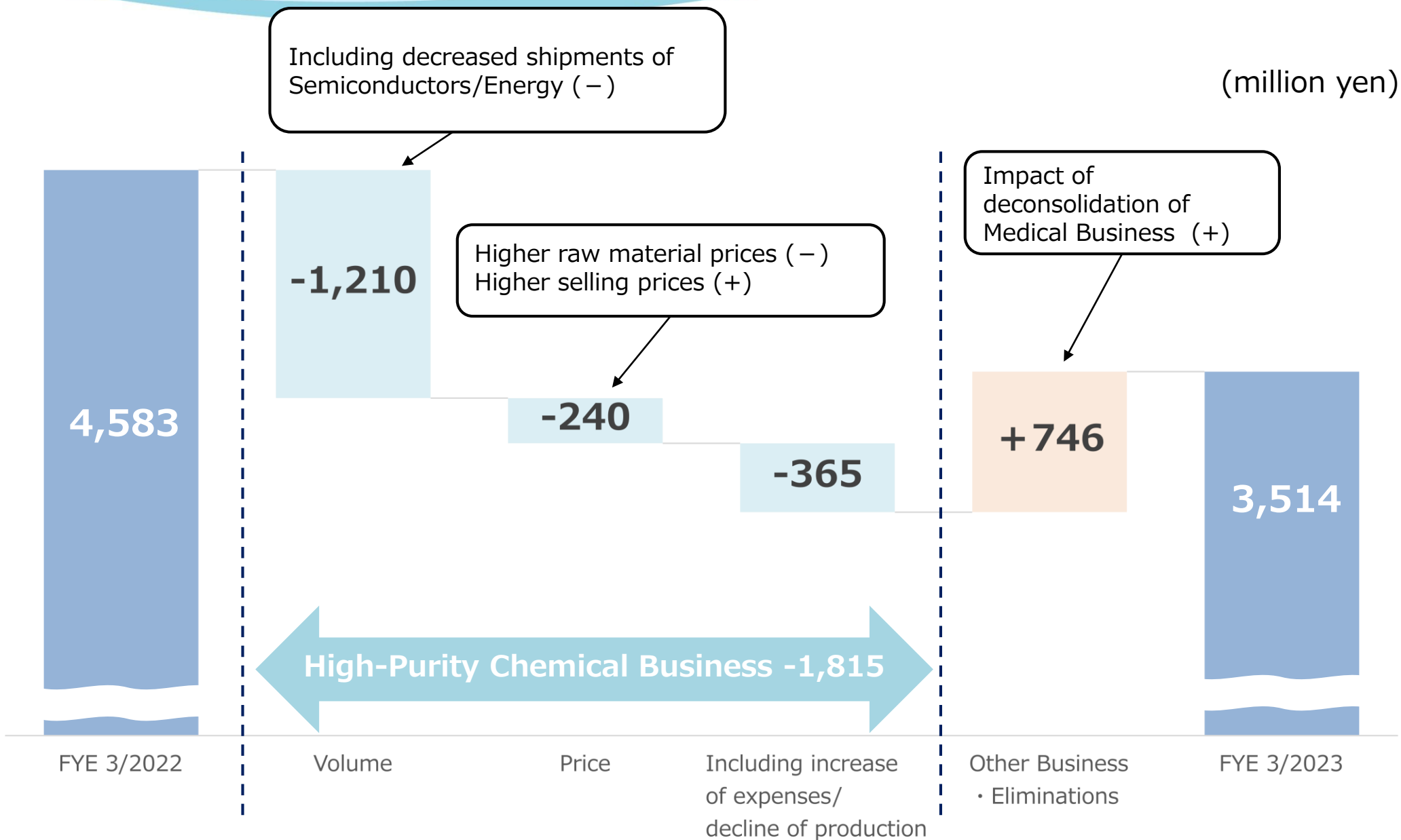
Sales Revenue Constituent Ratio of High-Purity Chemicals



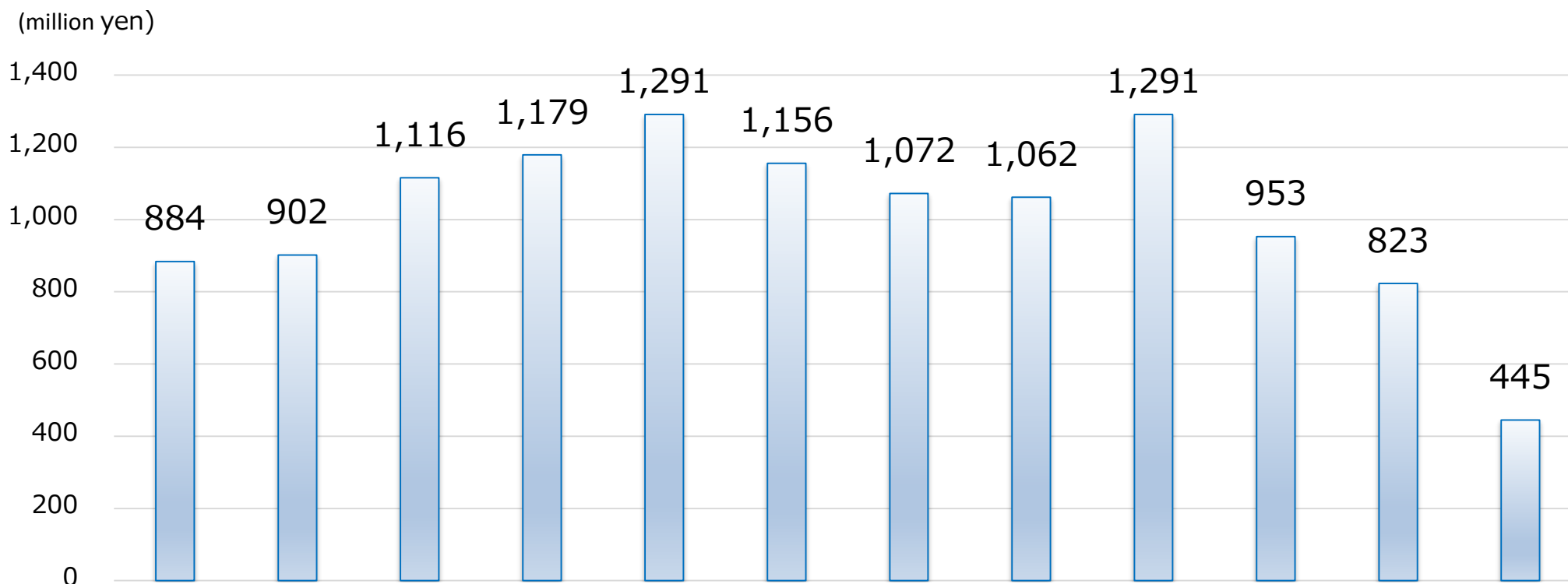
Semiconductors Shipping Ratio by Country



# Analysis of Operating Profit (Year on year)



# Change of Quarterly Operating Profit



	FYE 3/2021				FYE 3/2022				FYE 3/2023			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Sales Revenue	8,222	8,389	8,315	7,965	8,896	9,212	9,015	10,171	9,764	9,854	8,651	7,112
Operating Profit	884	902	1,116	1,179	1,291	1,156	1,072	1,062	1,291	953	823	445
Operating Profit Margin	10.8%	10.8%	13.4%	14.8%	14.5%	12.5%	11.9%	10.4%	13.2%	9.7%	9.5%	6.3%

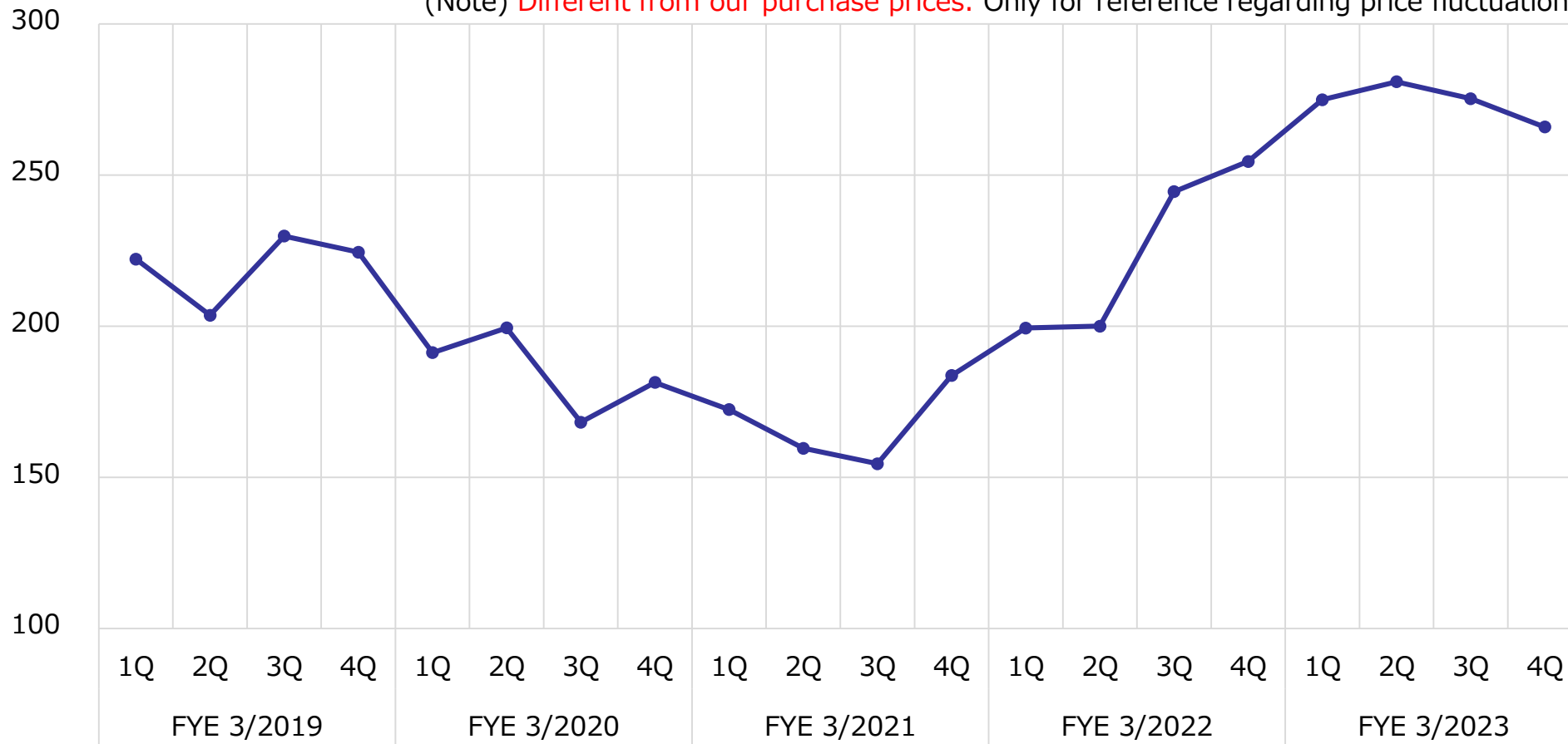


# Transitions in Trade Statistics Value of Anhydrous Hydrofluoric Acid(AHF)



( yen/kg )

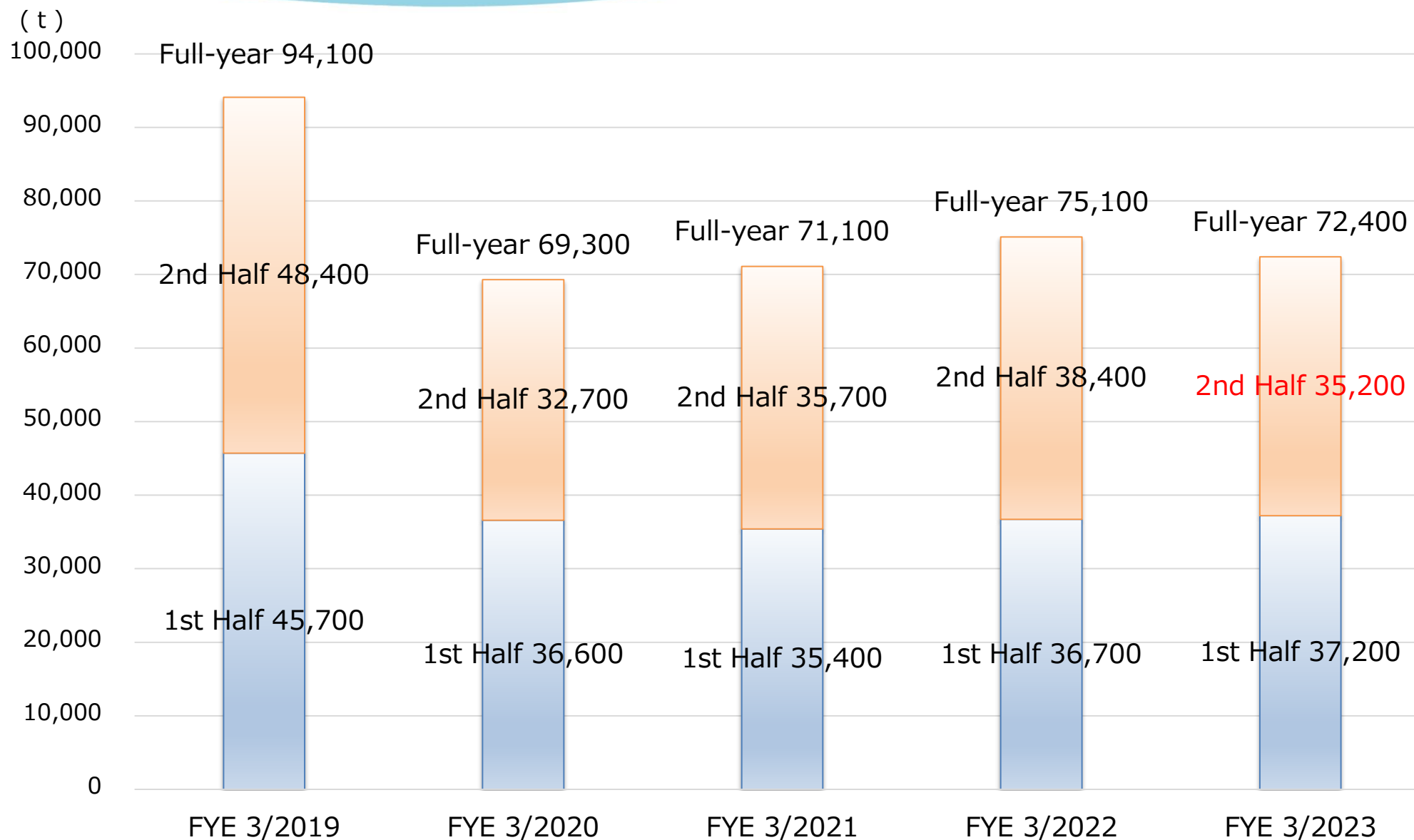
(Note) Different from our purchase prices. Only for reference regarding price fluctuations.



(yen/kg)	FYE 3/2019	FYE 3/2020	FYE 3/2021	FYE 3/2022	FYE 3/2023
Average Price	220	186	168	225	274

Source: Prepared by our company based on the Ministry of Finance's "Trade Statistics of Japan" (<http://www.customs.go.jp/toukei/info/>)

# Change of Shipping Volume of High-Purity Hydrofluoric Acid (Semiconductors)

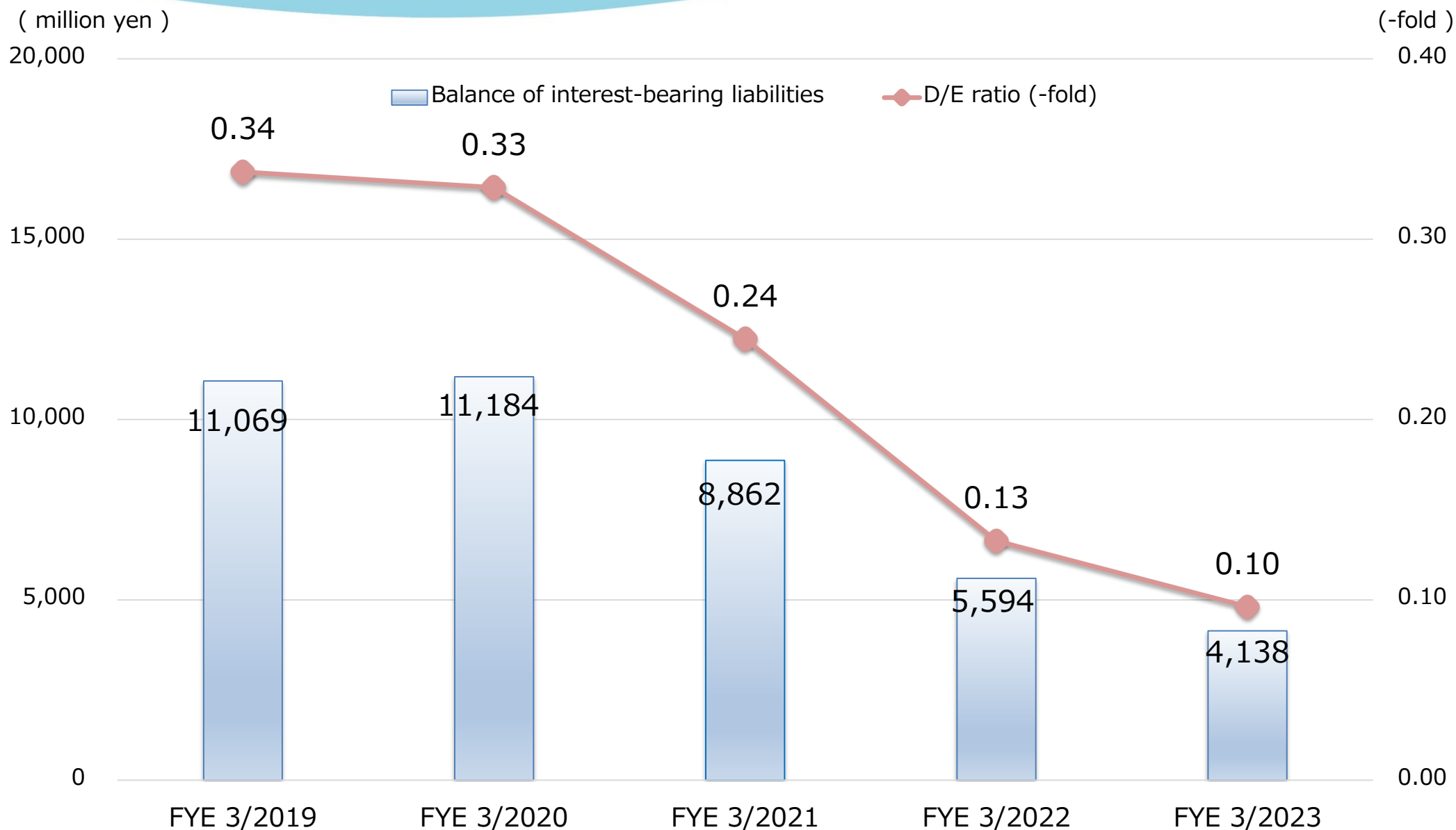


# Balance Sheet



(million yen)	FYE 3/2022 End-of-Year	FYE 3/2023 End-of-Year	Increase/ Decrease	Percentage Increase/ Decrease
Assets	<b>56,598</b>	<b>55,471</b>	<b>- 1,126</b>	<b>- 2.0</b>
Cash and deposits	15,895	15,097	- 798	- 5.0
Operating receivables	8,642	7,110	- 1,532	- 17.7
Inventory assets	5,271	5,496	225	4.3
Property, plant, and equipment	21,667	22,625	957	4.4
Intangible assets	375	261	- 114	- 30.4
Liabilities	<b>13,869</b>	<b>12,309</b>	<b>- 1,560</b>	<b>- 11.3</b>
Operating liabilities	3,522	3,590	68	1.9
Interest-bearing liabilities	5,594	4,138	- 1,455	- 26.0
Net Assets	<b>42,728</b>	<b>43,162</b>	<b>434</b>	<b>1.0</b>
Equity capital	42,170	42,875	704	1.7
Liabilities and Net Assets	<b>56,598</b>	<b>55,471</b>	<b>- 1,126</b>	<b>- 2.0</b>

# Interest-Bearing Liabilities and D/E Ratio



# Statement of Cash Flows

## Capital Expenditures, Depreciation & Amortization, Research & Development Expenses



(million yen)

### (1) Consolidated Statement of Cash Flows

	FYE 3/2022	FYE 3/2023
Cash Flows from Operating Activities	5,403	5,634
Cash Flows from Investing Activities	-5,674	-3,281
Free Cash Flows (Operating CF + Investment CF)	-271	2,353
Cash Flows from Financing Activities	94	-3,717
Net Increase (Decrease) in Cash and Cash Equivalents	292	-810
Cash and Cash Equivalents, Beginning of Period	15,245	15,538
Cash and Cash Equivalents, End of Period	15,538	14,728

### (2) Capital Expenditures, Depreciation & Amortization, Research & Development Expenses

	FYE 3/2022	FYE 3/2023
Capital Expenditures	2,648	5,408
Depreciation & Amortization	2,713	2,593
Research & Development Expenses	744	660

# Financial Forecast



(million yen)	FYE 3/2023 Actual	FYE 3/2024 Forecast	Increase/ Decrease	Percentage Increase/ Decrease
Sales Revenue	35,382	32,300	-3,082	-8.7
Operating Profit	3,514	2,800	-714	-20.3
Ordinary Profit	4,347	2,450	-1,897	-43.7
Profit Attributable to Owners of Parent	2,280	1,650	-630	-27.7

Earnings Per Share (yen)	186.03	137.33	-48.70
Dividend (yen)	60	(※) 60	-
ROE (%)	5.4	3.8	-1.6

※Interim dividend only  
(not yet determined for  
Year-end dividend)

Capital Expenditures	5,408	4,400	-1,008	-18.6
Depreciation & Amortization	2,593	2,750	156	6.1
Research & Development Expenses	660	750	89	13.5

# Forecast on Sales Revenue and Operating Profit by Business Segment

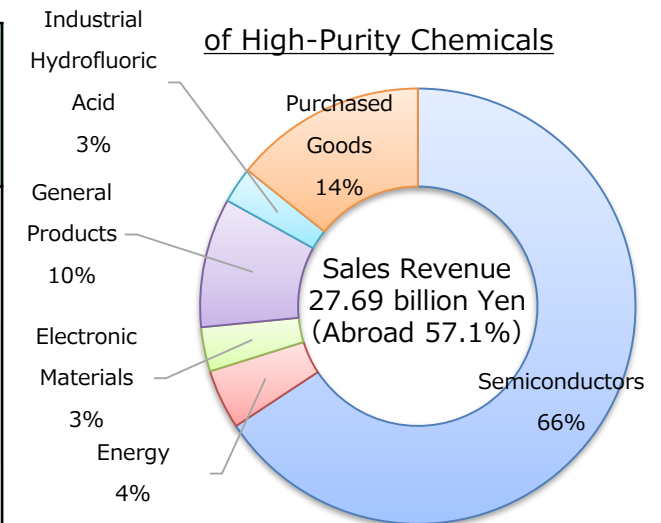


(million yen)	Sales Revenue				Operating Profit			
	FYE 3/2023 Actual	FYE 3/2024 Forecast	Increase/Decrease		FYE 3/2023 Actual	FYE 3/2024 Forecast	Increase/Decrease	
			Amount	%			Amount	%
High-Purity Chemical Business	30,707	27,690	-3,017	-9.8	2,961	2,330	-631	-21.3
Transportation Business	4,504	4,430	-74	-1.7	533	450	-83	-15.7
Other	170	180	9	5.5	30	30	-0	-2.5
Eliminations and Corporate	-	-	-	-	-11	-10	1	-
Total	35,382	32,300	-3,082	-8.7	3,514	2,800	-714	-20.3

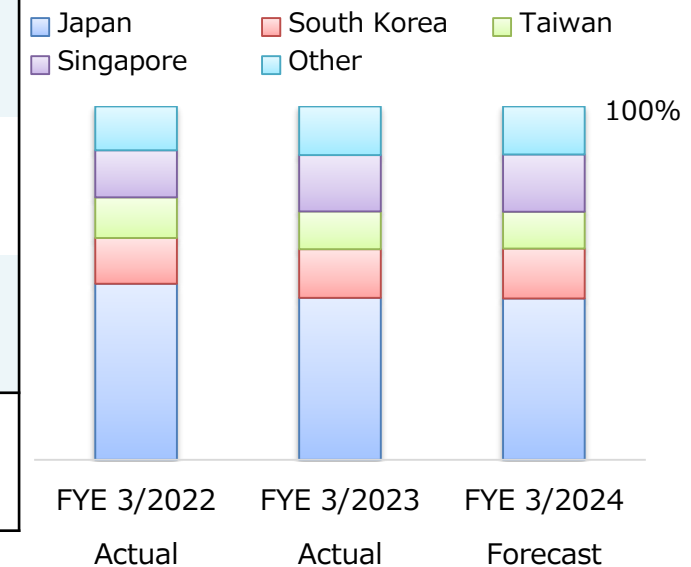
# Forecast on Sales Revenue of High-Purity Chemical Business (Breakdown)

(million yen)	FYE 3/2022 Actual	FYE 3/2023 Actual	FYE 3/2024 Forecast	Increase/Decrease (24/3Forecast-23/3Actual)	Percentage Increase/Decrease
Semiconductors	17,859	19,049	18,200	-849	-4.5
Energy	3,121	996	1,230	233	23.4
Electronic Materials	1,280	1,032	910	-122	-11.8
General Products	2,246	2,514	2,660	145	5.8
Industrial Hydrofluoric Acid	3,919	1,739	740	-999	-57.5
Purchased Goods	3,904	5,375	3,950	-1,425	-26.5
合計	32,330	30,707	27,690	-3,017	-9.8

Sales Revenue Constituent Ratio



Semiconductors Shipping Ratio by Country



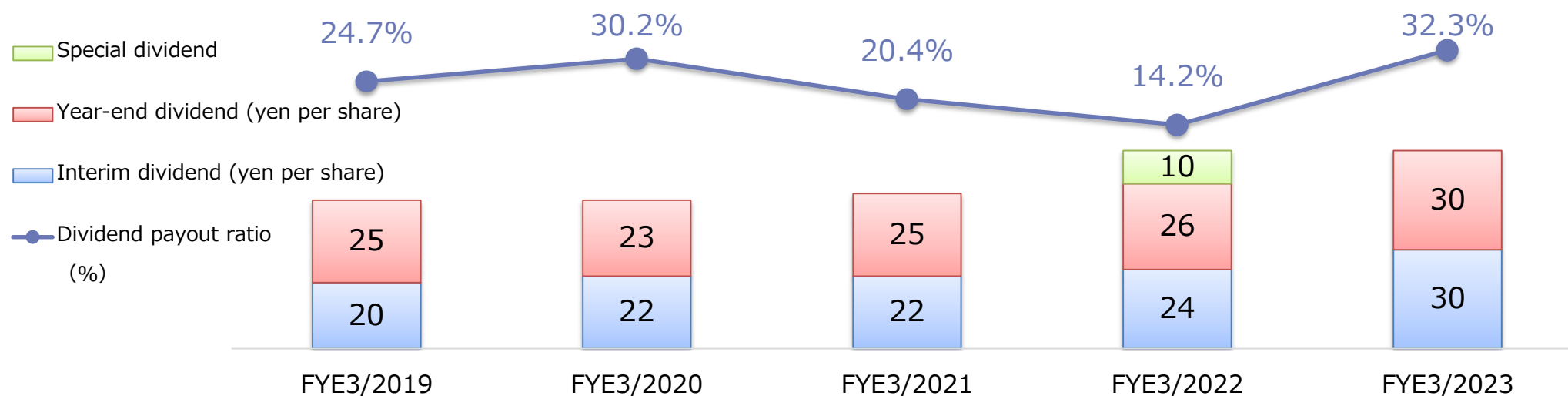


# Shareholder Return



Stella Chemifa's basic policy is to provide stable and continuous dividend payments, giving comprehensive consideration to factors including its financial condition and profit level. Retained earnings will be allocated to capital investment and R&D investment, and will be proactively utilized for future business development to enhance corporate value.

- ◆ FYE3/2022
  - Annual dividend: 60 yen per share (Regular dividend 50yen, Special dividend 10yen)
  - The Company repurchased 300,000 of its own shares, worth 840 million yen.
  
- ◆ FYE3/2023
  - Annual dividend forecast: 60 yen per share
  - The Company repurchased 500,000 of its own shares, worth 1,350 million yen from August to November 2022



# New Shareholder Return Policy

The company recognizes that providing stable and continuous dividend payments, giving comprehensive consideration to factors including its financial condition and profit level is an important issue for management.

Further, in addition to balancing growth investments and shareholder returns, in order to improve capital efficiency, the company will aim for a **total return ratio of 100%** with an applicable period (FYE 3/2024 and FYE 3/2025)

Retained earnings will be allocated to capital investment and R&D investment, and will be proactively utilized for future business development to enhance corporate value.

## ◆ FYE 3/2024

● Interim dividend forecast 60 yen per share


\* The year-end dividend has not yet been determined because the company has decided to judge based on future results forecasts, consideration of the shareholder return method, etc.

# Reference Material

(Corporate Profile • Introduction of Our Business)

# Corporate Profile



Corporate Name	STELLA CHEMIFA CORPORATION	(as of March 31, 2023)
Head Office	Meiji Yasuda Seimei Osaka Midosuji Bldg. 10F, 4-1-1 Fushimi-machi, Chuo-ku, Osaka City, Osaka	
Founded/Established	February 1916 / February 1944	
Capital Fund	4,829,782,512 yen	
Representatives	Representative Director, President and Chief Executive Officer: Aki Hashimoto Representative Director, Senior Managing Director (Products Management Group): Kiyonori Saka	
U R L	<a href="https://www.stella-chemifa.co.jp/english/">https://www.stella-chemifa.co.jp/english/</a>	
Number of Employees	284	
Sales Department	Osaka Sales Department (Chuo-ku, Osaka city, Osaka) Tokyo Sales Department (Chiyoda-ku, Tokyo)	
Production bases	Sanpo Factory (Sakai-ku, Sakai City, Osaka) Izumi Factory (Izumiotsumi City, Osaka) Kitakyushu Factory (Yahatanishi-ku, Kitakyushu City, Fukuoka)	
R & D base	Next Generation Materials Research Lab (Sakai-ku, Sakai City, Osaka : Located within Sanpo factory premises)	

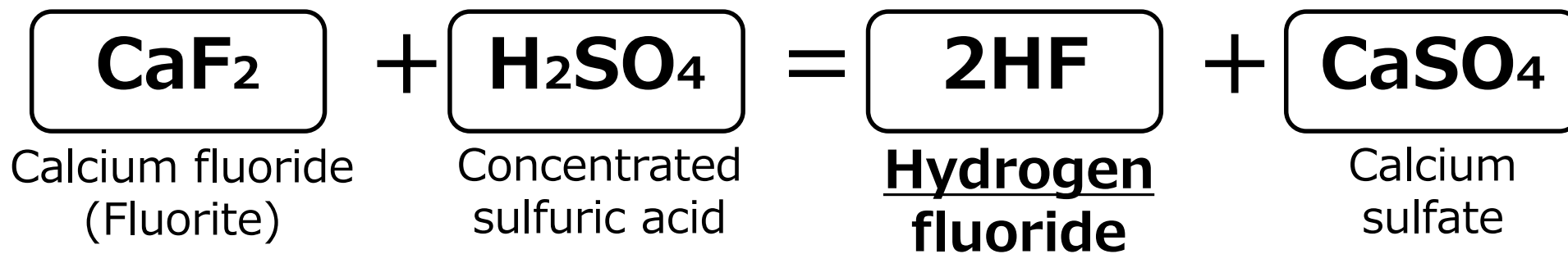
## At home (3 companies)

Transportation Business	BLUE EXPRESS, Inc.	Sakai-ku, Sakai City, Osaka
Other Business	BLUE AUTO TRUST Co., Ltd.	Sakai-ku, Sakai City, Osaka
Medical Business	STELLA PHARMA CORPORATION	Chuo-ku, Osaka city, Osaka

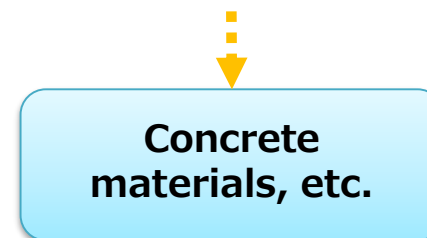
## Abroad (6 companies)

High-Purity Chemical Business	STELLA CHEMIFA SINGAPORE PTE LTD	Singapore
Transportation Business	STELLA EXPRESS (Singapore) PTE LTD	Singapore
High-Purity Chemical Business	Blue Express (Shanghai) International Trade Inc.	China
Transportation Business	Blue Express (Shanghai) International Freight Forwarding Co., Ltd.	China
High-Purity Chemical Business	Zhejiang Blue Star Chemical Co., Ltd.	China
High-Purity Chemical Business	Quzhou BDX New Chemical Materials Co., Ltd.	China

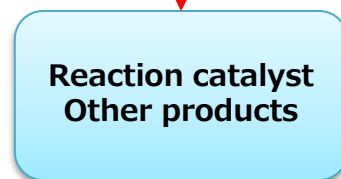
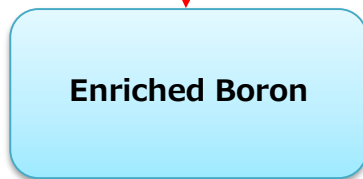
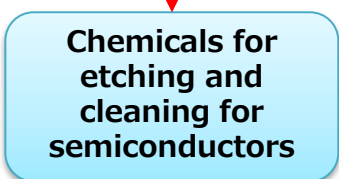
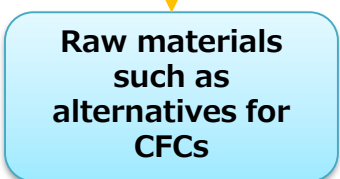
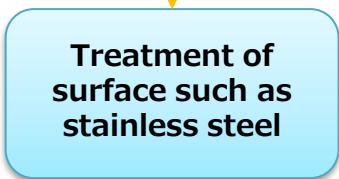
## Manufacture and applications of hydrogen fluoride



\* There are five main grades of fluorite purity, and for semiconductor applications, high quality fluorite with a purity of 97% or higher is required.



Reaction and refinement using our proprietary technology



## High-Purity Chemical Business

Semiconductors	<ul style="list-style-type: none"> <li>• Manufacture and sale of chemicals for etching and cleaning in the semiconductor and LCD panel manufacturing processes</li> </ul>
E n e r g y	<ul style="list-style-type: none"> <li>• Manufacture and sale of enriched boron (boron 10) used for energy related facilities and cancer therapy (BNCT)</li> <li>• Manufacture and sale of additives to improve the performance of lithium-ion secondary batteries</li> </ul>
E l e c t r o n i c M a t e r i a l s	<ul style="list-style-type: none"> <li>• Manufacture and sale of tantalum production aids for tantalum capacitors</li> <li>• Manufacture and sale of raw materials for camera and stepper lenses</li> <li>• Manufacture and sale of R&amp;D products in the small-quantity production stage</li> <li>• Manufacture and sale of raw materials for production of phosphors and phosphors used for LEDs</li> </ul>
General Products	<ul style="list-style-type: none"> <li>• Manufacture and sale of a range of chemicals and catalysts for the manufacture of pharmaceutical intermediates, etc.</li> <li>• Manufacture and sale of toothpaste additives to prevent tooth decay and gingivitis</li> <li>• Manufacture and sale of other fluorine compounds</li> </ul>
I n d u s t r i a l Hydrofluoric Acid	<ul style="list-style-type: none"> <li>• Manufacture and sale of hydrofluoric anhydride, raw materials for CFCs and fluoropolymers</li> <li>• Manufacture and sale of chemicals used for acid cleaning of stainless steel and slimming of LCD panels</li> </ul>
Purchased Goods	<ul style="list-style-type: none"> <li>• Sales of purchased goods</li> </ul>

# Introduction of Our Business

- Semiconductors -

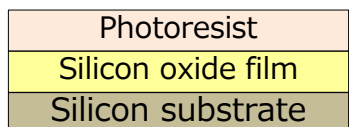
## Ultra-High Purification Technology

- Impurity levels of less than 1 ppt ( $1 \times 10^{-12}$ ) are controlled by ultra-purification and ultra-cleaning technologies
- Mass production of ultra-pure chemicals for ultra-high integrated circuit

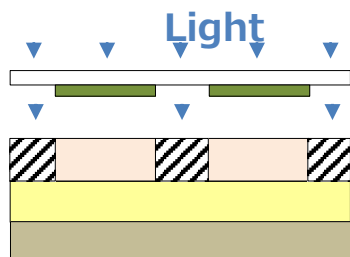
<p>Ultra High Purity Hydrofluoric Acid</p>	<ul style="list-style-type: none"> <li>• Hydrofluoric acid (HF) is the only chemical capable of etching out silicon oxide film</li> <li>• Chemical solutions are indispensable to the semiconductor manufacturing process and require ultra-high purity</li> <li>• In particular, dilute hydrofluoric acid is used in a number of semiconductor processes</li> </ul>
<p>Ultra High Purity Buffered Hydrofluoric Acid</p>	<ul style="list-style-type: none"> <li>• Mixed aqueous solution of hydrofluoric acid (HF) and ammonium fluoride (<math>\text{NH}_4\text{F}</math>)</li> <li>• Mainly used in processes such as etching and cleaning of insulation films</li> <li>• Chemicals with etch rates ranging from tens of Å/min to thousands of Å/min can be produced</li> </ul>

## Example of Application (Photolithography Process)

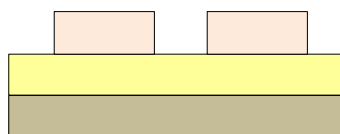
(1) Photoresist coating on silicon wafer (heat drying)



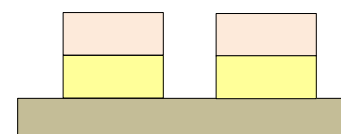
(2) Exposure



(3) Development



(4) Etching (Dissolve silicon oxide film with hydrofluoric acid chemicals)



(5) Photoresist stripping





# Introduction of Our Business

- Semiconductors -



## Production capacity of High Purity Hydrofluoric Acid for Semiconductors

Kitakyushu Factory



Kitakyushu City, Fukuoka

**30,000 t /year**

Sanpo Factory



Sakai City, Osaka

**65,000 t /year**

STELLA CHEMIFA  
SINGAPORE



Singapore

**10,000 t /year**

**105,000 t /year**

\* As a comprehensive manufacturer of fluorine compounds, we use our own technology to do everything from manufacturing to filling.



Enrichment plant  
(Izumiotsu City, Osaka)

## Enriched Boron (Boron-10) and its features

- Natural boron is made up of two isotopes, boron-10(20%) and boron-11(80%)
- Developed technology to enrich boron-10 to over 99%
- Established mass production technology of enriched boron for the first time in Japan(2000)
- Boron-10 has an extremely high capacity to absorb neutrons, and further enriching it can increase its ability to absorb neutrons.

## Production capacity

Products		Production Capacity
Enriched Boron	$^{10}\text{B}$	6t

(\* When converted to the following items)

Enriched Boric Acid	$\text{H}_3^{10}\text{BO}_3$	36t
Enriched Potassium tetrafluoroborate	$\text{K}^{10}\text{BF}_4$	75t

## Applications of Enriched Boron Compounds

- Excess reaction control of pressurized-water reactors by dissolving into primary cooling water
- Neutron-absorbing material of spent nuclear fuel transportation and storage containers
- Material of control rods of nuclear reactors and rack material of spent nuclear fuel pools
- Water source for facilities responding to specific major accidents, etc.
- Raw material for cancer treatment drugs (BNCT: Boron Neutron Capture Therapy)

## Advantages of Using Enriched Boric Acid

- (1) Improvement of corrosive environment in nuclear reactors  
Required  $^{10}\text{B}$  concentration can be secured at 1/5 of natural products.  
Operation at low concentration is possible, and corrosion in facilities can be reduced.
- (2) Reduction of storage costs  
Heating and heat retention are required to maintain the dissolution of boric acid water.  
Enriched boric acid realizes the reduction in concentration, and reduces the problem of heat retention.  
In addition, the storage tank can be made smaller.
- (3) More reliable control  
In the event of an emergency stop, more reliable control is possible, and since boric acid is harmful to the human body and the environment, the reduction of overall amount of boric acid is an advantage.

# Introduction of Our Business

- Energy -



## Additives

- Additive for electrolytic solution to improve the performance of lithium-ion secondary batteries
- High-temperature endurance • High conductivity • Increased capacity • Low resistance • Flame retardance



Izumi Factory's manufacturing building (Izumiotu City, Osaka)

## Lithium Hexafluorophosphate

- High-purity electrolytes for lithium-ion secondary batteries

\* Manufacture and sale at our affiliate company in China (Quzhou BDX New Chemical Materials Co., Ltd. )

Example of materials used in lithium-ion secondary batteries

Additives

Positive and negative electrode

Separator

Current collector

Electrolyte

Binder

Protective IC

PTC element



Quzhou BDX New Chemical Materials Co., Ltd. (China)

## Tin Fluoride

- 2017  
The GMP inspection by USFDA for tin fluoride, an active ingredient of OTC anticaries drugs, was completed, and obtained official approval.
- 2018  
Started marketing of “tin fluoride” as a GMP-compliant product.



Izumi Factory's manufacturing building  
(Izumiotu City, Osaka)

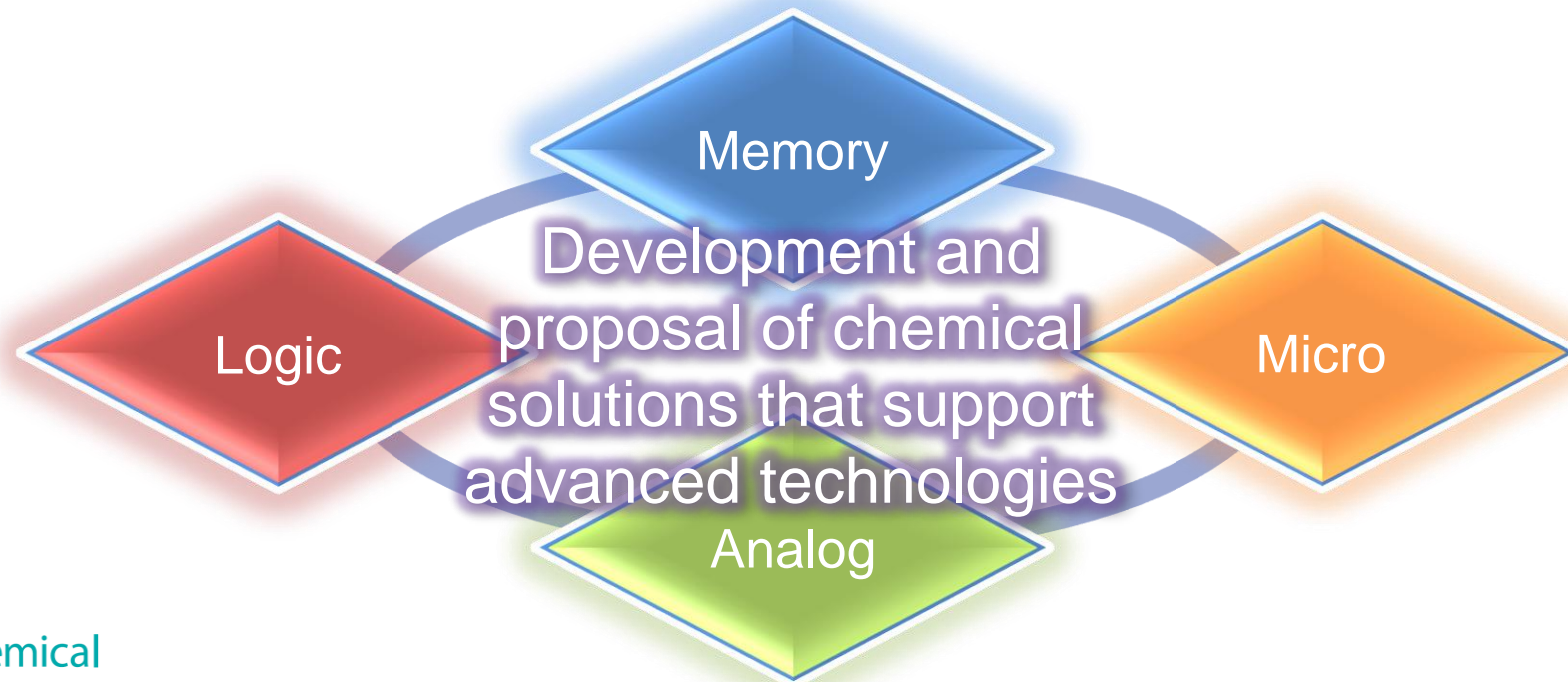


- \* We expect to see big demand mainly in Europe and the US, where there is strong interest in dental health and beauty.

⇒ We are also developing new applications other than toothpaste  
(e.g., hoof sterilization)

## Chemicals for semiconductors

- In association with the progress of the high integration of semiconductors based on the planar refinement and increased three-dimensionality of semiconductor devices, the hydrofluoric acid and buffered hydrofluoric acid used in wet etching and cleaning require both greater functionality and quality.
- In particular, in anticipation of the high integration of logic and memory semiconductors, we are promoting the development of functional chemical solutions adapted to advanced technologies, and initiatives to guarantee smaller particle sizes.



# Introduction of Our Business

- New Initiatives(Battery Materials) -



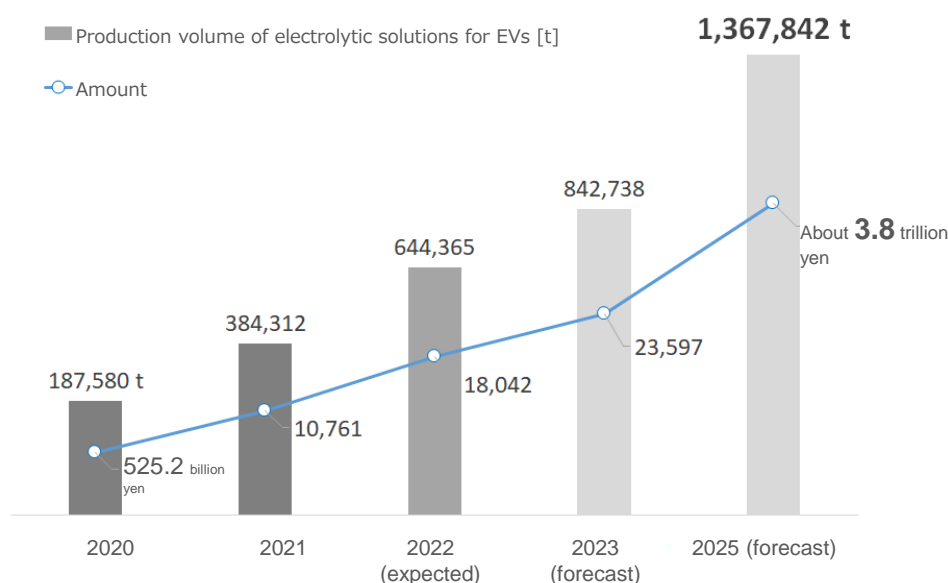
## Storage device materials-related business

- Development of additives for electrolytic solutions that increase the capacity of lithium-ion secondary batteries (LiB)

Key points of development

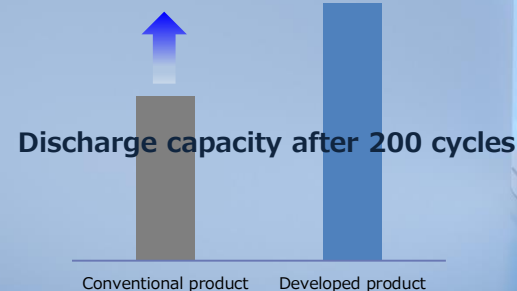
- ✓ Application on Ni-based cathode materials expected to have higher capacity
- ✓ Suppression of cycle characteristics under high voltage and degradation under high temperature, which are issues for Ni-based cathode materials

- Promotion of the development of materials for next-generation secondary batteries being touted as post-LiB



### Features of additives for LiB electrolytic solutions (developed products)

- ✓ Improvement of cycle characteristics
- ✓ Reduction of resistance
- ✓ High temperature resistance



\* Based on "Electric Vehicles and Vehicle Batteries" in Fuji Keizai "2022 Future Outlook for Energy and Large Rechargeable Batteries and Materials"

# Introduction of Our Business

- New Initiatives(Cell Culture Container) -

## Cell culture containers

- We developed a cell culture container applying the company's unique surface treatment technology cultivated in High-Purity Chemical Business.
- We have started providing samples to research institutions and pharmaceutical companies.



The developed cell culture container

**General product**

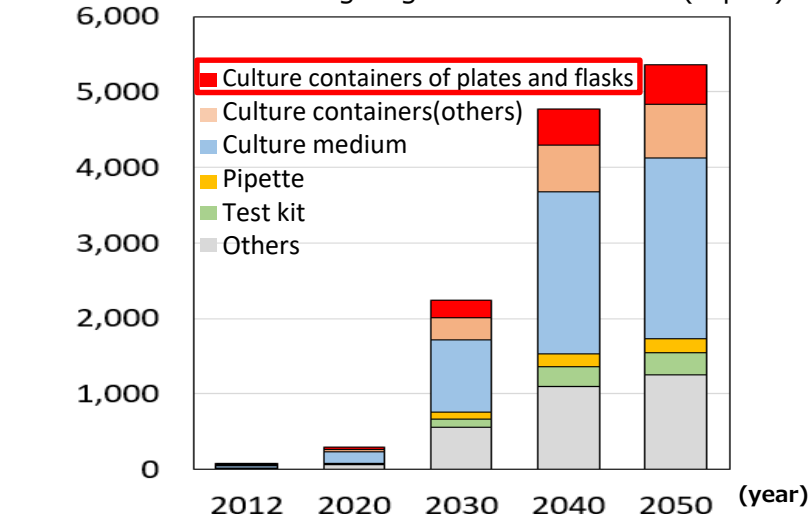
**Product developed by the company**

cell

Cells adhere and proliferate

**Formation of chemically uniform and stable culture substrate**

Future Market Size Forecast for Industries Surrounding Regenerative Medicine (Japan)



Adapted from the Ministry of Economy, Trade and Industry, "Future Market Size Forecast for Industries Surrounding Regenerative Medicine"

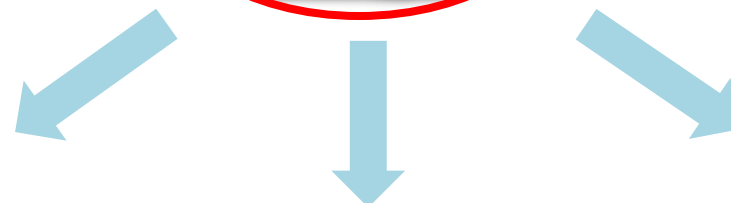
**Market: 3.5 billion yen (2020) -> 53 billion yen (2050)**



## Phosphor-related Materials

- Tablets and LCD TVs will feature mini-LED backlight LCDs, which will lead to their wider use.
- The expansion of needs is expected, using the merits of phosphor, which is more stable than quantum dots, such as the adoption of phosphor films for automotive displays.
- The trend for adoption of fluoride phosphor for high-end model lighting is accelerating.

**Fluoride phosphor and materials used for the manufacturing of fluoride phosphor**



<Digital signage>



<Display>



< LED lighting >



- Customer adoptions of some products have advanced and we are promoting R&D aimed at the further expansion of adoptions.
- We will promote the development of highly efficient, long-life fluoride phosphor-related materials given functionality matched to applications.

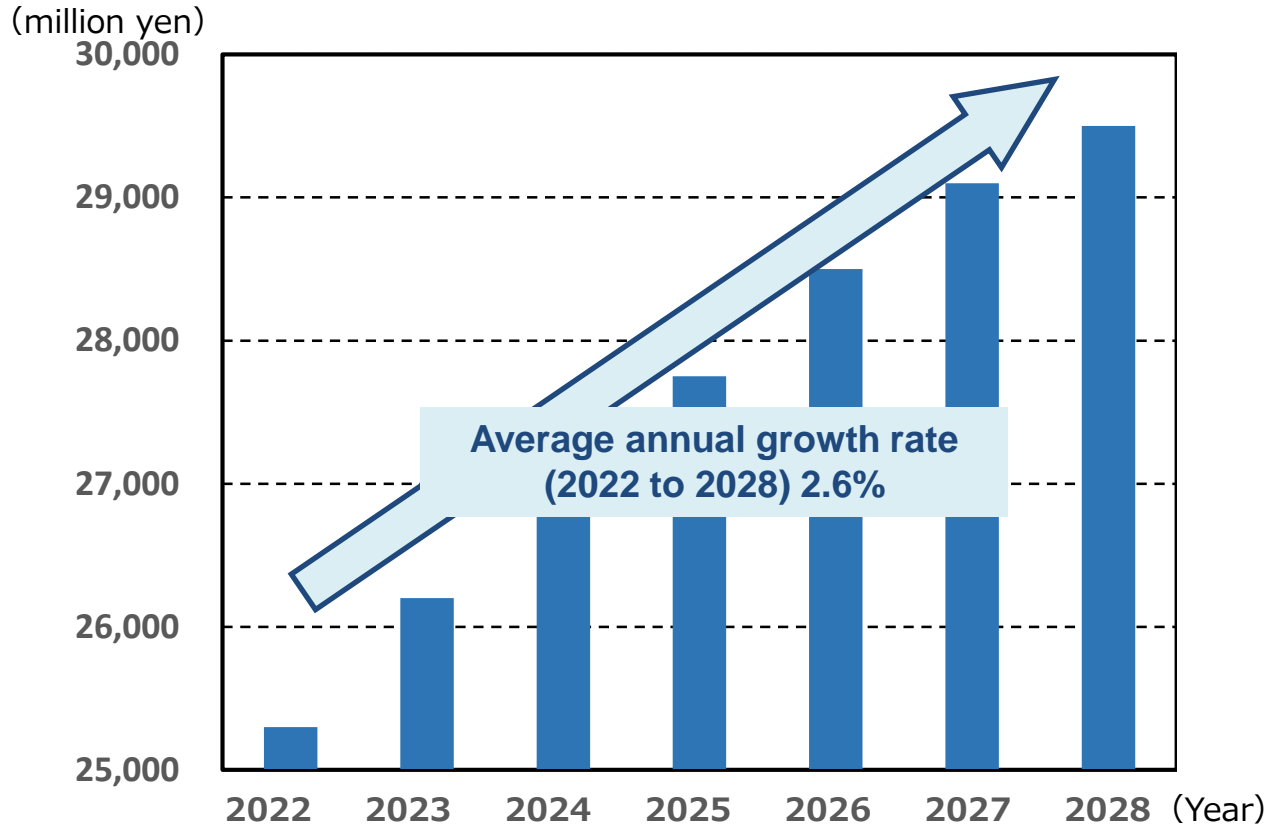
# Introduction of Our Business

- New Initiatives -



## PCB Materials (Low Dielectric Constant Materials)

- As materials for high-frequency communication devices, used as additives (fillers) to resin and other materials for substrates.



Early 5G

Enhanced 5G

Beyond5G

Development of high-performance fillers for enhanced 5G or Beyond 5G



Developed high-performance filler (SHF series)



Evaluation of dispersibility to resin of general-purpose silica and the product developed by the company

Figure. Trends, forecasts and prediction of market size of flexible printed circuit boards

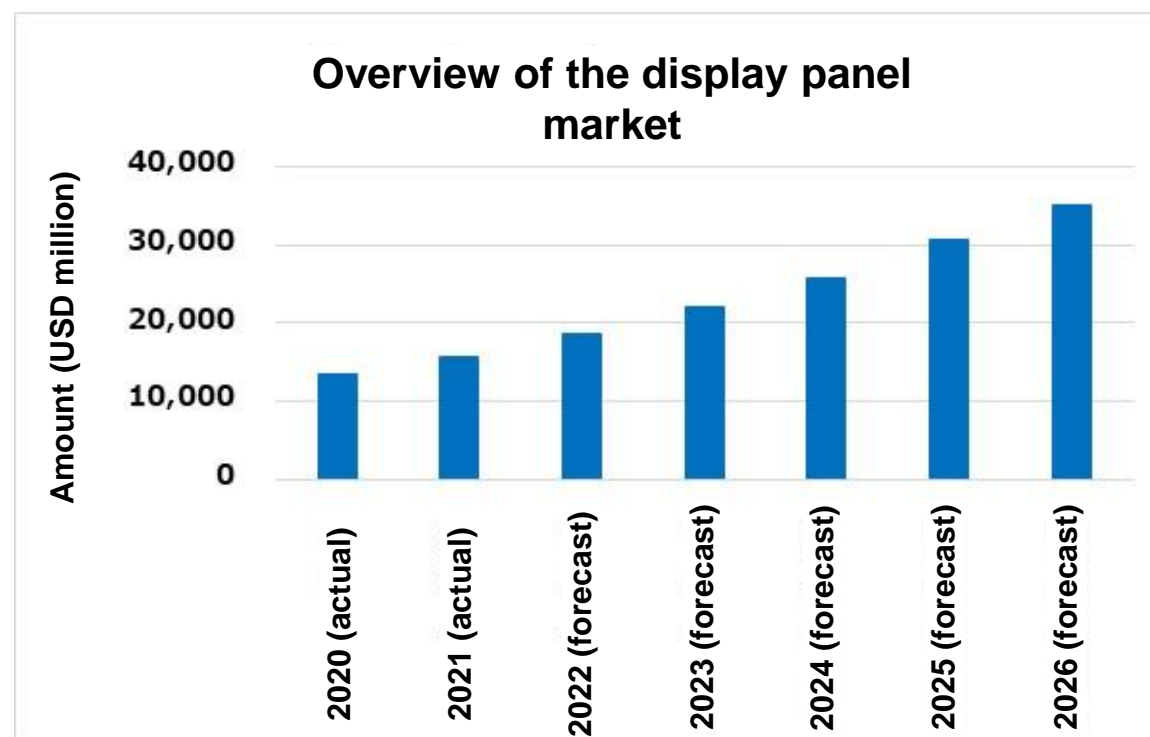
(Source: Fuji Chimera Research Institute)

## High-performance fluoride materials (nanomaterials)

- Material development is thriving due to the higher functionality of displays, also including automotive display applications.
- We developed “**CNP-P**,” a fluoride nanoparticle dispersion agent with a refractive index of less than 1.35 for antireflection film applications.  
-> We are currently promoting research aimed at the resolution of issues we received feedback on in user evaluations.



Developed product “CNP-P”



Source: 2022 Future Outlook for the Market for Touch Panels, Flexible and Automotive Displays, and Components

# Introduction of Our Business

- Other product examples -



(Product information)

## Optical Material-Related

- ◆ Calcium Fluoride
- ◆ Magnesium Fluoride
- ◆ Aluminum Fluoride
- ◆ Lead Fluoride
- ◆ Lithium Fluoride
- ◆ Strontium Fluoride
- ◆ Barium Fluoride

## Reactive Catalyst-Related

- ◆ High Purity Boron Trifluoride
- ◆ Boron Trifluoride n-Butyl Ether
- ◆ Boron Trifluoride Monoethyl Amine
- ◆ Boron Trifluoride Diethyl Ether
- ◆ Boron Trifluoride Tetrahydrofuran
- ◆ Boron Trifluoride Piperidine
- ◆ Boron Trifluoride Dimethyl Ether
- ◆ Boron Trifluoride Phenol
- ◆ Triethylamine 3HF

## Surface Treatment, Alternatives for CFCs-Related

- ◆ Anhydrous Hydrofluoric Acid
- ◆ 55% Hydrofluoric Acid

## Nuclear Energy-Related

- ◆  $^{10}\text{B}$  Enriched Potassium Fluoroborate
- ◆  $^{10}\text{B}$  Enriched Boric Acid

## Other Products

- ◆ Fluorosilicic Acid
- ◆ Copper Fluoroborate
- ◆ Potassium Fluoroborate
- ◆ Potassium Fluoride
- ◆ Potassium Hexafluorotitanate
- ◆ Potassium Fluorosilicate
- ◆ Lead Fluoroborate
- ◆ Ammonium Hydrogenfluoride
- ◆ Ammonium Fluoride
- ◆ Refined Calcium Fluoride
- ◆ Fluoroboric Acid
- ◆ Zinc Fluoroborate
- ◆ Potassium Hexafluorozirconate
- ◆ Potassium Hexafluorophosphate
- ◆ Tin Fluoroborate
- ◆ Sodium Fluoroborate
- ◆ Sodium Fluoride

## Newly-Developed Products

- ◆ Detergents Contributing to Increase in Chemical Lifetime
- ◆ Detergents Inhibiting Silicon and Polysilicon Damage
- ◆ Battery-Related ( Ionic Liquids, Electrolytes for Sodium Ion Batteries - Sodium Hexafluorophosphate, Additives for Lithium-Ion Batteries,)
- ◆ Various Fluoride Nanoparticles Dispersant (Magnesium, Lithium, Ytterbium, Calcium, CNP-P)
- ◆ Nuclear Energy Industry
- ◆ Special-Purpose Inorganic Fluorine Compounds
- ◆ Detergents Suppressing Etching of Silicon Nitride Film
- ◆ Phosphor materials
- ◆ 5G/6G (Information Communication Systems), Printed Circuit Board
- ◆ Fluorinated Carbon Nano-Tubes

# Introduction of Our Business

くらしのなかの

ステラケミファ



\* For details, please visit the website.

## 街のなかでもステラケミファ



## 家のなかでもステラケミファ



## 病院のなかでもステラケミファ



## 学校のなかでもステラケミファ



# Introduction of Our Business

- Transportation Business -



(HP URL)

BLUE EXPRESS, Inc.

## Transportation Business

Transport	Land transport · Marine transport · Rail transport
Customs Clearance	Customs clearance · Loading and Unloading
Warehousing	Providing multi-functional warehouses fully equipped with the latest systems
Container services	Supplying large and pressurized containers that meet ISO specifications, medium-size IBC pressurized containers, as well as IBC containers with UN specifications, and also offering services for cleaning, repairing and leasing the containers

Customs clearance sites	Shipping terminals	Overseas Bases
Ohama Office	Sendai Office	Singapore
Osaka Office	Kanto Office	China
Yokohama Office	Yokohama Office	
	Shimizu Office	
	Nagoya Office	
	Ohama Office	
	Kobe Office	
	Kitakyushu Office	



# Introduction of Our Business

- Transportation Business -



## Equipment (as of Feb 28, 2023)

- \* Tractors(142)
- \* Container Semitrailers(364)
  - 20FT chassis
  - 35FT chassis
  - 40FT chassis
  - chassis for container
  - Wings Semitrailers
- \* Tank Trailer(10)
  - Tank trailers
  - High Pressure Gas Trailers
- \* 4~15-Ton Wings Trucks(6)
- \* Temperature Controlled Wings Trucks(4)
- \* 1~15-Ton Flatbed Bodies(12)
- \* Container Carrier(18)
- \* Tank Trucks(19)
  - Dedicated Trucks
  - Tank Trucks for High Pressure Gas
- \* Tank containers(516)
  - ISO Tank Containers (Teflon Lined)
  - ISO Tank Containers (Reefer)
  - JR Tank Containers (Teflon Lined)
- \* Portable Tank (Teflon Lined)(24)

## List of vehicle types



## Initiatives aimed at the improvement of corporate value

### 1. Promoting initiatives focusing on profitability

- Revision of low-price transactions: Revising the rates to ones commensurate with costs and revising the transactions themselves
- Acquisition of new projects: Actively responding to inquiries, identifying potential demand of existing shippers, collaborating with other departments, etc.

### 2. Construction of stable business foundations

- We recruit with an eye on the future while looking at our age composition, and cultivate managers and senior employees systematically.
- We use external training to promote the acquisition of skills and qualifications.
- We secure vehicles and containers by type matched to needs.

### 3. Continued strengthening of the compliance system

- We prevent dangerous driving and overwork by using drive recorders and digital tachographs, and reviewing operational management work.
- Enhancement of employee education, promotion of the understanding of related laws and regulations, etc.

### 4. Handling of the 2024-problem in logistics

- Preparation of a system for the revision of the notice of the Minister of Health, Labour and Welfare (Standards for Improvement of the Work Hours, etc. of Vehicle Drivers) in April 2024



# Introduction of Our Business

- Transportation Business -



## TOPICS

(1) Rebuilding of the Head Office building at Ohama Office



We are rebuilding the Head Office building at the eastern side of the Head Office site in Ohama for its efficient operation. (Planned for completion in August 2023)

(2) Introduction of top lifts in Kitakyushu Office



Top-lifters have been introduced so that ISO tank containers can be loaded and unloaded, and stored in the parking lot at the office (April 2022).