

Double-digit sales and profit growth in Q3 FY2025/12 on policy-driven expansion in high-performance insulation demand

Summary

■ Japan's leading on-site urethane foam insulation installer with strong growth

Nippon Aqua Co., Ltd. (hereinafter, the Company) is a high-growth enterprise listed on the Prime Market of the Tokyo Stock Exchange. Guided by its management philosophy—"Contribution to society through the creation of living environments that are friendly to people and the earth"—the Company leverages insulation and waterproofing technologies to drive energy efficiency and support a sustainable society. It holds the leading domestic share in on-site urethane foam insulation installation and operates its business through three key divisions: Single-family homes, Buildings, and Waterproofing. Since its listing in 2013, the Company has delivered continuous revenue growth, achieving a strong CAGR of 10.8%.

■ Q3 FY2025/12 Earnings results

In cumulative Q3 FY2025/12 (January–September), the Company posted net sales of JPY 24,288 mn (+16.7% YoY), operating profit of JPY 1,740 mn (+14.4% YoY), ordinary profit of JPY 1,753 mn (+13.3% YoY), and net profit of JPY 1,186 mn (+13.7% YoY), marking significant sales and profit growth for the first time in two fiscal years. By segment, the core Single-family homes division remained solid with sales of JPY 11,299 mn (+16.7% YoY), supported by rising interest in Insulation Class 6 standards, stronger orders from major builders, and new large-scale customer projects. The Buildings division also expanded on the back of increased data center and high-rise condominium projects, posting JPY 7,211 mn (+11.7% YoY) in sales. Sales in the Waterproofing division surged to JPY 1,111 mn (+155.0% YoY), driven by wider adoption of the Company's proprietary FUKUGEN Construction Method. Meanwhile, sales of urethane raw materials were flat at JPY 1,420 mn (-0.8% YoY), while other product sales (auxiliary supplies and machinery) performed well at JPY 3,246 mn (+15.4% YoY).

■ 2025/12 Full-year forecast

There have been no changes to the full-year forecast. The Company expects net sales of JPY 34,360 mn (+13.5% YoY), operating profit of JPY 3,004 mn (+16.6% YoY), ordinary profit of JPY 3,062 mn (+17.6% YoY), and net profit of JPY 2,067 mn (+12.4% YoY). The Company expects continued steady growth in both residential and non-residential markets, supported by policy tailwinds such as the mandatory enforcement of energy efficiency standards and government initiatives to raise ZEH and GX ZEH performance levels, which are driving demand for highly insulated, airtight, and energy-efficient structures. SIR plans to publish a follow-up report after interviewing the Company.

FY	Net sales (JPY mn)	YoY (%)	Operating profit (JPY mn)	YoY (%)	Ordinary profit (JPY mn)	YoY (%)	Net profit (JPY mn)	YoY (%)	EPS (JPY)	DPS (JPY)
2022/12	25,670	--	2,329	--	2,360	--	1,549	--	47.99	24.00
2023/12	28,342	10.4%	2,882	23.7%	2,917	23.6%	2,004	29.4%	63.83	32.00
2024/12	30,265	6.8%	2,576	-10.6%	2,604	-10.7%	1,840	-8.2%	58.55	34.00
2025/12 (CE)	34,360	13.5%	3,004	16.6%	3,062	17.6%	2,067	12.4%		35.00
2024/12 Q3	20,817	--	1,521	--	1,548	--	1,043	--	33.23	--
2025/12 Q3	24,288	16.7%	1,740	14.4%	1,753	13.3%	1,186	13.7%	37.19	--

Source: Compiled by SIR from SPEEDA data. Note: Figures may differ from the Company's materials due to differences in SIR's financial data processing and the Company's reporting standards.

Q3 Flash



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