

Corporate Information

Financial Summary of the Last 11 Years	64
Consolidated Financial Statements	66
Stock Information	70
Corporate Information	71

Financial Summary of the Last 11 Years

KOITO MANUFACTURING and its consolidated subsidiaries

Financial Data of the Last 11 Years

	FY 2011	FY 2012	FY 2013	FY 2014
Net sales	428,977	430,929	472,843	597,502
Operating income	37,434	31,725	37,668	49,506
Recurring profit	34,319	31,496	40,007	51,895
Profit attributable to owners of parent	10,012	13,391	16,625	21,378
Cash flows from operating activities	50,988	32,074	42,138	35,572
Cash flows from investing activities	△37,787	△27,185	△41,947	△36,030
Cash flows from financing activities	△20,023	△4,604	△2,812	5,377
Cash and cash equivalents at end of year	22,902	23,217	21,992	27,750
Depreciation	21,253	19,517	17,827	21,522
Capital expenditures	16,466	21,445	22,285	34,561
R&D expenses	17,177	17,611	20,085	24,761
As of the End of the Fiscal Year:				
Total assets	338,760	363,273	418,087	483,093
Net assets	168,414	182,916	218,131	256,072
Property, plant and equipment	81,490	85,068	99,193	114,080
Interest-bearing liabilities	26,229	25,737	30,097	43,510
Data Per Share:				
Net income (yen)	62.30	83.33	103.46	133.04
Dividends (yen)	19	19	22	26
Consolidated dividends payout ratio (%)	30.5	22.8	21.3	19.5
Net assets (yen)	912.55	997.38	1,180.61	1,368.72
Financial Indicators				
Operating income ratio on sales (%)	8.7	7.4	8.0	8.3
Equity ratio (%)	43.3	44.1	45.4	45.5
Return on equity (ROE) (%)	6.8	8.7	9.5	10.4
Return on assets (ROA) (%)	1.7	3.7	4.2	4.7
Price earnings ratio (PER) (times)	21.4	16.1	15.8	13.1
Price book-value Ratio (PBR) (times)	1.5	1.3	1.4	1.3

(¥ millions)

	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Net sales	706,470	813,477	841,456	848,868	826,257	800,928	706,376
Operating income	64,155	82,218	92,523	103,785	101,534	82,411	56,707
Recurring profit	66,880	84,296	95,336	107,945	105,494	85,264	61,107
Profit attributable to owners of parent	36,060	46,303	56,692	83,397	72,895	58,022	37,612
Cash flows from operating activities	73,289	73,828	98,388	94,793	96,666	84,972	74,962
Cash flows from investing activities	△55,526	△62,777	△72,486	△67,260	△25,906	△44,728	△1,093
Cash flows from financing activities	△14,376	△10,062	△16,624	△17,633	△13,063	△32,010	△18,324
Cash and cash equivalents at end of year	33,082	31,886	39,500	41,050	97,993	104,202	161,855
Depreciation	25,919	31,719	31,721	32,287	32,060	36,066	37,962
Capital expenditures	48,470	41,322	40,284	33,759	54,053	56,737	37,887
R&D expenses	27,955	32,642	34,226	36,101	34,024	36,121	32,671
As of the End of the Fiscal Year:							
Total assets	575,268	588,683	658,341	672,055	738,175	729,715	782,163
Net assets	316,826	329,671	381,000	444,808	503,564	513,524	569,438
Property, plant and equipment	140,859	139,300	141,538	133,935	158,769	170,082	171,615
Interest-bearing liabilities	41,500	41,249	35,057	28,929	32,482	29,526	20,945
Data Per Share:							
Net income (yen)	224.41	288.15	352.80	518.90	453.52	360.99	234.00
Dividends (yen)	40	36	54	96	92	72	50
Consolidated dividends payout ratio (%)	17.8	12.5	15.3	18.5	20.3	19.9	21.4
Net assets (yen)	1,674.91	1,780.94	2,090.87	2,551.48	2,870.24	2,989.43	3,344.65
Financial Indicators							
Operating income ratio on sales (%)	9.1	10.1	11.0	12.2	12.3	10.3	8.0
Equity ratio (%)	46.8	48.6	51.0	61.0	62.5	65.8	68.7
Return on equity (ROE) (%)	14.8	16.7	18.2	22.4	16.7	12.3	7.4
Return on assets (ROA) (%)	6.8	8.0	9.1	12.5	10.3	7.9	5.0
Price earnings ratio (PER) (times)	16.1	17.7	16.4	14.2	13.8	10.1	31.7
Price book-value Ratio (PBR) (times)	2.2	2.9	2.8	2.9	2.2	1.2	2.2

Notes: 1. "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No. 28, revised on February 16, 2018) has been adopted from the beginning of the fiscal year ended March 31, 2019, therefore, the key performance indicators, etc., pertaining to the fiscal year ended March 31, 2018 are those after retrospective application of the relevant accounting standard.

2. Return on assets (ROA) is calculated by "profit attributable to owners of parent / average total assets during the period."

Consolidated Financial Statements

Consolidated Balance Sheets

(¥ millions)

	FY 2020 (As of March 31, 2020)	FY 2021 (As of March 31, 2021)
Assets		
Current assets	492,150	538,416
Cash and time deposits	271,774	303,887
Trade notes and accounts receivable	107,872	115,950
Electronically recorded monetary claims-operating	12,816	12,957
Inventories	65,544	73,751
Other current assets	34,505	32,239
Allowance for doubtful accounts	△362	△370
Non-current assets	237,564	243,747
Property, plant and equipment	170,082	171,615
Buildings and structures (net)	49,552	53,493
Machinery and transportation equipment (net)	66,417	69,993
Fixtures, equipment and tools (net)	17,050	14,391
Land	16,028	15,561
Construction in progress	21,033	17,457
Other property, plant and equipment	—	718
Intangible fixed assets	3,193	3,125
Investments and other assets	64,288	69,005
Investment securities	45,701	56,570
Claims provable in bankruptcy, claims provable in rehabilitation and other	59	18
Deferred income tax assets	14,711	7,755
Net defined assets for retirement benefits	1,599	2,556
Other investments	2,504	2,244
Allowance for doubtful accounts	△288	△139
Total assets	729,715	782,163
Liabilities		
Current liabilities	173,690	171,928
Trade notes and accounts payable	85,737	95,989
Electronically recorded monetary obligations-operating	8,692	7,867
Short-term loans	29,171	20,715
Accrued expenses	21,073	23,366
Income taxes payable	7,147	5,267
Allowance for employees' bonuses	5,332	5,420
Reserve for product warranties	2,517	2,622
Allowance for expenses for damages	91	—
Allowance for environmental strategies	40	—
Other current liabilities	13,888	10,679
Non-current liabilities	42,500	40,796
Long-term debt	355	230
Deferred income tax liabilities	6,221	7,938
Allowance for directors' and corporate auditors' retirement benefits	266	275
Reserve for product warranties	5,796	5,641
Allowance for environmental strategies	4	17
Net defined liability for retirement benefits	28,027	24,701
Other non-current liabilities	1,827	1,991
Total liabilities	216,190	212,724

(¥ millions)

	FY 2020 (As of March 31, 2020)	FY 2021 (As of March 31, 2021)
Net assets		
Shareholders' equity	476,622	507,813
Common stock	14,270	14,270
Additional paid-in capital	13,373	13,380
Retained earnings	449,031	480,214
Treasury common stock, at cost	△53	△52
Accumulated other comprehensive income	3,880	29,792
Valuation adjustment on marketable securities	14,822	23,690
Translation adjustments	△9,333	4,291
Adjustments in defined benefit plans	△1,608	1,810
Subscription rights to shares	231	222
Non-controlling interests	32,789	31,610
Total net assets	513,524	569,438
Total liabilities and net assets	729,715	782,163

Consolidated Statements of Income and Loss

(¥ millions)

	FY 2020	FY 2021
Net sales	800,928	706,376
Cost of sales	672,890	609,132
Gross profit	128,038	97,244
Selling, general and administrative expenses	45,626	40,537
Operating income	82,411	56,707
Non-operating income	5,289	6,100
Interest income	1,724	1,190
Dividends	1,274	1,050
Subsidies for employment adjustment	—	676
Royalty income, other	597	475
Foreign exchange gains	—	10
Other non-operating income	1,692	2,697
Non-operating expenses	2,436	1,700
Interest expenses	870	581
Shares of loss of entities accounted for using equity method	350	595
Foreign exchange losses	814	—
Other non-operating expenses	401	524
Recurring profit	85,264	61,107
Extraordinary gains	52	265
Extraordinary losses	1,258	1,943
Income before income taxes	84,058	59,429
Total income taxes	21,970	18,969
Net income	62,087	40,460
(Breakdown)		
Profit attributable to owners of parent	58,022	37,612
Profit attributable to non-controlling interests	4,065	2,848

Consolidated Financial Statements

Consolidated Statements of Changes in Shareholders' Equity

FY 2020 (April 1, 2019 to March 31, 2020)

(¥ millions)

	Shareholder's equity				
	Common stock	Additional paid-in capital	Retained earnings	Treasury common stock, at cost	Total shareholders' equity
Balance at beginning of year	14,270	16,759	407,725	△55	438,700
Changes during fiscal year					
Dividends from retained earnings	—	—	△16,716	—	△16,716
Profit attributable to owners of parent	—	—	58,022	—	58,022
Purchases of treasury stock	—	—	—	△0	△0
Disposal of treasury stock	—	11	—	2	13
Changes of equity interest in consolidated subsidiaries	—	△0	—	—	△0
Change in treasury shares of parent arising from transactions with noncontrolling shareholders	—	△3,396	—	—	△3,396
Changes in items other than shareholders' equity during fiscal year (net)	—	—	—	—	—
Total changes during fiscal year	—	△3,385	41,306	1	37,922
Balance at fiscal year-end	14,270	13,373	449,031	△53	476,622

	Accumulated other comprehensive income				Subscription rights to shares	Non-controlling interests	Total net assets
	Valuation adjustment on marketable securities	Translation adjustments	Adjustments of defined benefit plans	Total accumulated other comprehensive income			
Balance at beginning of year	19,857	3,473	△694	22,636	245	41,981	503,564
Changes during fiscal year							
Dividends from retained earnings	—	—	—	—	—	—	△16,716
Profit attributable to owners of parent	—	—	—	—	—	—	58,022
Purchases of treasury stock	—	—	—	—	—	—	△0
Disposal of treasury stock	—	—	—	—	—	—	13
Changes of equity interest in consolidated subsidiaries	—	—	—	—	—	—	△0
Change in treasury shares of parent arising from transactions with noncontrolling shareholders	—	—	—	—	—	—	△3,396
Changes in items other than shareholders' equity during fiscal year (net)	△5,034	△12,807	△913	△18,755	△13	△9,192	△27,961
Total changes during fiscal year	△5,034	△12,807	△913	△18,755	△13	△9,192	9,960
Balance at fiscal year-end	14,822	△9,333	△1,608	3,880	231	32,789	513,524

FY 2021 (April 1, 2020 to March 31, 2021)

(¥ millions)

	Shareholder's equity				
	Common stock	Additional paid-in capital	Retained earnings	Treasury common stock, at cost	Total shareholders' equity
Balance at beginning of year	14,270	13,373	449,031	△53	476,622
Changes during fiscal year					
Dividends from retained earnings	—	—	△6,429	—	△6,429
Profit attributable to owners of parent	—	—	37,612	—	37,612
Purchases of treasury stock	—	—	—	△1	△1
Disposal of treasury stock	—	7	—	1	9
Changes in items other than shareholders' equity during fiscal year (net)	—	—	—	—	—
Total changes during fiscal year	—	7	31,182	0	31,190
Balance at fiscal year-end	14,270	13,380	480,214	△52	507,813

	Accumulated other comprehensive income				Subscription rights to shares	Non-controlling interests	Total net assets
	Valuation adjustment on marketable securities	Translation adjustments	Adjustments of defined benefit plans	Total accumulated other comprehensive income			
Balance at beginning of year	14,822	△9,333	△1,608	3,880	231	32,789	513,524
Changes during fiscal year							
Dividends from retained earnings	—	—	—	—	—	—	△6,429
Profit attributable to owners of parent	—	—	—	—	—	—	37,612
Purchases of treasury stock	—	—	—	—	—	—	△1
Disposal of treasury stock	—	—	—	—	—	—	9
Changes in items other than shareholders' equity during fiscal year (net)	8,867	13,625	3,418	25,911	△9	△1,178	24,723
Total changes during fiscal year	8,867	13,625	3,418	25,911	△9	△1,178	55,914
Balance at fiscal year-end	23,690	4,291	1,810	29,792	222	31,610	569,438

Consolidated Statements of Cash Flows

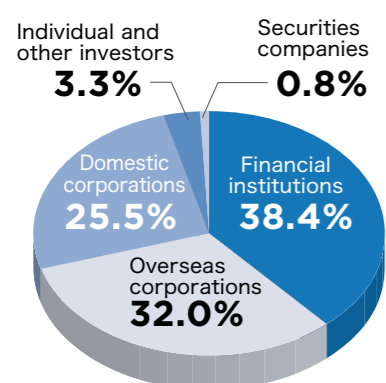
(¥ millions)

	FY 2020 (April 1, 2019 to March 31, 2020)	FY 2021 (April 1, 2020 to March 31, 2021)
Income before income taxes	84,058	59,429
Depreciation	36,066	37,962
Increase or decrease in trade notes and accounts receivable	7,339	△7,796
Increase in inventories	△2,161	△8,429
Increase or decrease in trade notes and accounts payable	△8,621	7,635
Income taxes paid	△19,695	△16,567
Others	△12,014	2,728
Cash flows from operating activities	84,972	74,962
Increase or decrease in time deposits	19,596	29,101
Acquisition of property and equipment	△54,796	△33,533
Others	△9,528	3,339
Cash flows from investing activities	△44,728	△1,093
Increase or decrease in loans	△1,146	△9,501
Dividends paid	△19,100	△8,820
Others	△11,764	△3
Cash flows from financing activities	△32,010	△18,324
Effect of exchange rate changes on cash and cash equivalents	△2,024	2,108
Increase in cash and cash equivalents	6,209	57,652
Cash and cash equivalents at beginning of year	97,993	104,202
Cash and cash equivalents at end of year	104,202	161,855

Stock Information (as of March 31, 2021)

Number of shares authorized	320,000,000 shares
Number of shares issued	160,789,436 shares
Number of shareholders	5,547
(Number of unit shareholders' in the above: 5,067)	

State of Distribution of Stocks by Shareholders (in number of stocks)



Major Shareholders

Shareholders	Shares (thousand stocks)
Toyota Motor Corporation	32,158
The Master Trust Bank of Japan, Ltd. (Trust account)	12,653
Custody Bank of Japan, Ltd. (Trust account)	6,115
Sumitomo Mitsui Banking Corporation	5,442
Nippon Life Insurance Company	5,382
MUFG Bank, Ltd.	5,154
STATE STREET BANK AND TRUST COMPANY 505223	4,914
The Dai-ichi Life Insurance Company, Limited	4,000
Aoi Nissay Dowa Insurance Co., Ltd.	2,851
JP MORGAN CHASE BANK 385632	2,701

Note: Fractions of less than one thousand stocks are disregarded.

Stock Price Transition/Total Shareholder Returns (TSR)



Corporate Information (as of March 31, 2021)

Company Name	KOITO MANUFACTURING CO., LTD.
Founded	April 1, 1915
Incorporated	April 1, 1936
Capital	¥ 14,270 million
Number of employees	[consolidated] 23,799 [non-consolidated] 4,482
Head Office	4-8-3 Takanawa, Minato-ku, Tokyo 108-8711 Japan Phone: +81-3-3443-7111 Fax: +81-3-3447-1520

The KOITO Group's Subsidiaries and Affiliates

Company Name	Capital	Business Lines
KOITO KYUSHU LIMITED	3 billion yen	Manufacturing and marketing of automotive lighting equipment
Koito Transport Co., Ltd.	40 million yen	Transportation services and logistics
Aoitec Co., Ltd.	100 million yen	Manufacturing and marketing of electronic components, electrical devices, telecommunications equipment and precision machinery
Shizuokadensho Co., Ltd.	76 million yen	Manufacturing and marketing of automotive lighting equipment
Nissei Industries Co., Ltd.	51 million yen	Manufacturing and marketing of miniature bulbs and electrical equipment
Fujieda Auto Lighting Co., Ltd.	100 million yen	Manufacturing and marketing of automotive lighting equipment
Shizuoka Wire Harness Co., Ltd.	100 million yen	Manufacturing and marketing of automotive lighting equipment
Haibara Machine and Tools Co., Ltd.	50 million yen	Manufacturing and marketing of resin metal molds
Shizuoka Kanagata Co., Ltd.	20 million yen	Manufacturing and marketing of resin metal molds
Koito Insurance Services Co., Ltd.	10 million yen	Insurance agent
Takeda Suntech Co., Ltd.	15 million yen	Manufacturing and marketing of resin metal molds
New Fuji Co., Ltd.	10 million yen	Service businesses
KOITO ELECTRIC INDUSTRIES, LTD.	90 million yen	Manufacturing and marketing of railroad car control equipment, road traffic signals and traffic control systems, and seats for railroad cars, etc.
Minatsu, Ltd.	40 million yen	Maintenance and upkeep of traffic signals and safety equipment
Okayama Industry Co., Ltd.	50 million yen	Manufacturing and marketing of railroad car seats
North American Lighting, Inc.	130 million USD	Manufacturing and marketing of automotive lighting equipment
North American Lighting Mexico. S.A. de C.V.	750 million MXN	Manufacturing and marketing of automotive lighting equipment
KPS N.A., INC.	400 thousand USD	Manufacturing and marketing of railroad car electric components
NAL do Brasil Indústria e Comércio de Componentes de Iluminação Ltda.	303 million Real	Manufacturing and marketing of automotive lighting equipment
Koito Europe Limited	65 million Pound Sterling	Manufacturing and marketing of automotive lighting equipment
Koito Czech s.r.o.	1,000 million Czech Koruna	Manufacturing and marketing of automotive lighting equipment
GUANGZHOU KOITO AUTOMOTIVE LAMP CO., LTD.	4,000 million yen	Manufacturing and marketing of automotive lighting equipment
Hubei Koito Automotive Lamp Co., Ltd.	5,000 million yen	Manufacturing and marketing of automotive lighting equipment
FUZHOU KOITO TAYIH AUTOMOTIVE LAMP CO., LTD.	9,000 thousand USD	Manufacturing and marketing of automotive lighting equipment
THAI KOITO COMPANY LIMITED	365.2 million Thai Baht	Manufacturing and marketing of automotive lighting equipment
PT. INDONESIA KOITO	60 million USD	Manufacturing and marketing of automotive lighting equipment
Ta Yih Industrial Co., Ltd.	762.3 million Taiwan Dollar	Manufacturing and marketing of automotive lighting equipment
INDIA JAPAN LIGHTING PRIVATE LIMITED	4,099 million Indian Rupee	Manufacturing and marketing of automotive lighting equipment
KOITO MALAYSIA SDN. BHD.	200 million Ringgit	Manufacturing and marketing of automotive lighting equipment
BrightWay Vision Ltd.	69 thousand USD	Developing and manufacturing of Forward Monitoring System for ADAS