

Lighting for Your Safety

Koito

Fiscal 2025 Earnings Release Conference



May 13, 2026

KOITO MANUFACTURING CO., LTD.

Summary of FY25 Results and FY26 Forecasts



[FY25 Results]

(Net sales)

- Increased year on year, due to new orders received across global regions and increased sales volumes of ordered vehicle models such as HEVs.

(Operating profit and ordinary profit)

- Increased year on year, driven by revenue growth and rationalization effects implemented mainly in the Americas and China.

(Net income)

- Decreased year on year, due to the recognition of impairment losses related to LiDAR business and China operation.

[FY26 Forecasts]

(Net sales)

- Expected to decrease year on year, due to reduced production volumes at major customers in the Americas and China.

(Operating profit)

- Expected to increase year on year, supported by rationalization effects in each region and a reduction in LiDAR-related expenses. The operating profit margin is planned to be 6.4% (target announced in October 2025: 6.0%).

I . Financial Results for FY2025 Year Ended March 31, 2026

I (1) FY25: Consolidated Net Sales

(Compared to the previous fiscal year)



(Billions of yen)

		FY24 Results (24/4-25/3)	FY25 Results (25/4-26/3)	YoY		Constant Forex		Remarks									
				Change	Ratio	Change	Ratio										
KOITO MANUFACTURING		324.0	336.4	+12.4	104%	+12.4	104%	Domestic automobile production volume 99%									
Japan (13 Companies)	KOITO Group	171.7	180.6	+8.9	105%	+8.9	105%	Increase in railway vehicle equipment, lighting equipment, etc.									
	KOITO ELECTRIC, etc.	46.7	50.4	+3.6	108%	+3.6	108%										
	Subtotal	218.5	231.1	+12.5	106%	+12.5	106%										
Overseas (13 Companies*)	Americas	309.4	321.5	+12.0	104%	+10.6	103%	Production volume 98%									
	China	70.6	62.6	△8.0	89%	△7.9	89%	Production volume 107%									
	Asia	156.9	164.9	+8.0	105%	+4.7	103%	Production volume 101%									
	Europe	36.4	35.4	△1.0	97%	△3.9	89%	Production volume 99%									
	Subtotal	573.4	584.5	+11.0	102%	+3.4	101%	Overseas production volume 102%									
Elimination, others		△199.3	△204.5	△5.1		△5.1											
Consolidated		916.7	947.6	+30.9	103%	+23.2	103%	Global production volume 102%									
								<table border="0"> <tr> <td><Forex Rate></td> <td>FY24 Results</td> <td>FY25 Results</td> </tr> <tr> <td>US\$</td> <td>¥152.6</td> <td>¥151.1</td> </tr> <tr> <td>Chinese Yuan</td> <td>¥21.1</td> <td>¥21.3</td> </tr> </table>	<Forex Rate>	FY24 Results	FY25 Results	US\$	¥152.6	¥151.1	Chinese Yuan	¥21.1	¥21.3
<Forex Rate>	FY24 Results	FY25 Results															
US\$	¥152.6	¥151.1															
Chinese Yuan	¥21.1	¥21.3															

▪ Japanese OEMs 98%
▪ Chinese OEMs 112%

*Items of overseas

(Americas) NAL, NAL Mexico and NAL Brasil (China) GUANGZHOU, Hubei and FUZHOU (Asia) THAI, INDONESIA, Ta Yih, IJL and MALAYSIA (Europe) KEL and KCZ

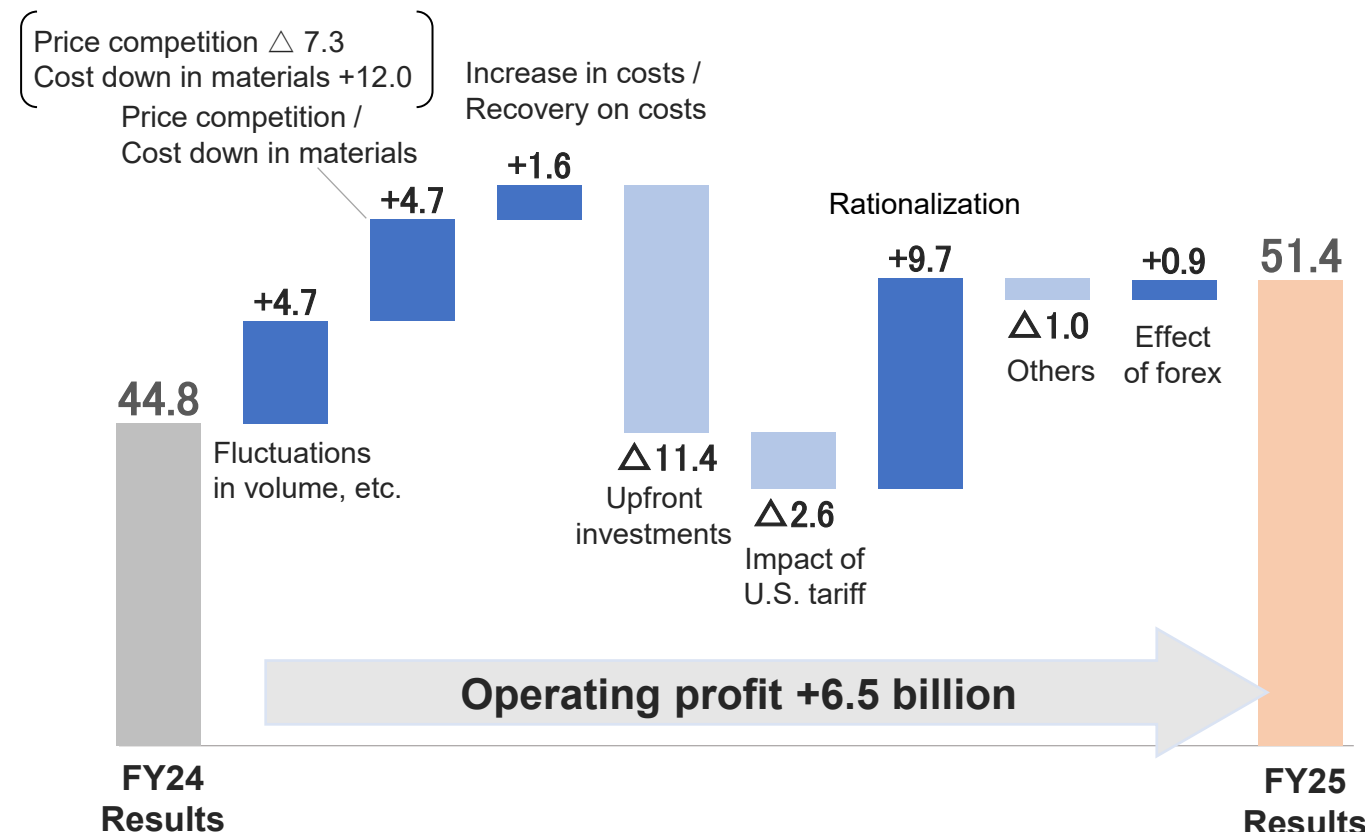
I (2) FY25: Consolidated Statements of Income (Compared to the previous fiscal year)



(Billions of yen)

	FY24 Results (24/4-25/3)	FY25 Results (25/4-26/3)	YoY	
			Change	Ratio
Net sales (Constant Forex)	916.7	947.6 (939.9)	+30.9 (+23.2)	103% (103%)
Cost of sales	820.0	836.1	+16.0	
Gross profit	96.6	111.4	+14.8	115%
Selling, general and administrative expenses	51.7	60.0	+8.2	
Operating profit (Constant Forex) (Operating profit margin)	44.8 (4.9%)	51.4 (5.4%)	+6.5 (+5.6)	115% (113%)
Non-operating profit and loss	4.2	7.3	+3.0	
Ordinary profit	49.1	58.7	+9.6	120%
Extraordinary gains and losses	15.4	△22.5	△37.9	
Income before income taxes	64.5	36.2	△28.3	56%
Net income	46.2	16.5	△29.7	36%

Analysis of operating profit



Analyses of Non-Operating Profit and Loss, and Extraordinary Gains and Losses

Non-Operating Profit and Loss +3.0 billion

- FY24: Loss on investment partnership management +0.7 billion
- Foreign exchange gains +1.0 billion, etc.

Extraordinary Gains and Losses △37.9 billion

- FY24: Compensation income △8.6 billion, etc.
- Impact of impairment losses(26/3) △20.0 billion (LiDAR business △14.3 billion, China operation △5.7 billion)

I (3) FY25: Statements of Income by Segments (Compared to the previous fiscal year)



(Billions of yen)

		FY24 Results		FY25 Results		YoY		Constant Forex	
		(24/4-25/3)		(25/4-26/3)		Change	Ratio	Change	Ratio
KOITO MANUFACTURING	Net sales	324.0		336.4		+12.4	104%	+12.4	104%
	Opreating profit	7.0	(2.2%)	8.2	(2.5%)	+1.2	118%	+1.2	118%
Domestic subsidiaries	Net sales	218.5		231.1		+12.5	106%	+12.5	106%
	Opreating profit	9.2	(4.3%)	8.8	(3.8%)	△0.4	95%	△0.4	95%
Americas	Net sales	309.4		321.5		+12.0	104%	+10.6	103%
	Opreating profit	6.2	(2.0%)	14.0	(4.4%)	+7.8	226%	+7.6	223%
China	Net sales	70.6		62.6		△8.0	89%	△7.9	89%
	Opreating profit	△1.5	—	0.7	(1.2%)	+2.2	—	+2.3	—
Asia	Net sales	156.9		164.9		+8.0	105%	+4.7	103%
	Opreating profit	15.8	(10.1%)	18.9	(11.5%)	+3.0	119%	+2.4	115%
Europe	Net sales	36.4		35.4		△1.0	97%	△3.9	89%
	Opreating profit	△0.8	—	0.7	(2.0%)	+1.5	—	+1.3	—
Overseas	Net sales	573.4		584.5		+11.0	102%	+3.4	101%
	Opreating profit	19.6	(3.4%)	34.4	(5.9%)	+14.7	175%	+13.7	170%
Elimination, others	Net sales	△199.3		△204.5		△5.1	—	△5.1	—
	Opreating profit	8.8	—	△0.1	—	△8.9	—	△8.9	—
Consolidated	Net sales	916.7		947.6		+30.9	103%	+23.2	103%
	Opreating profit	44.8	(4.9%)	51.4	(5.4%)	+6.5	115%	+5.6	113%

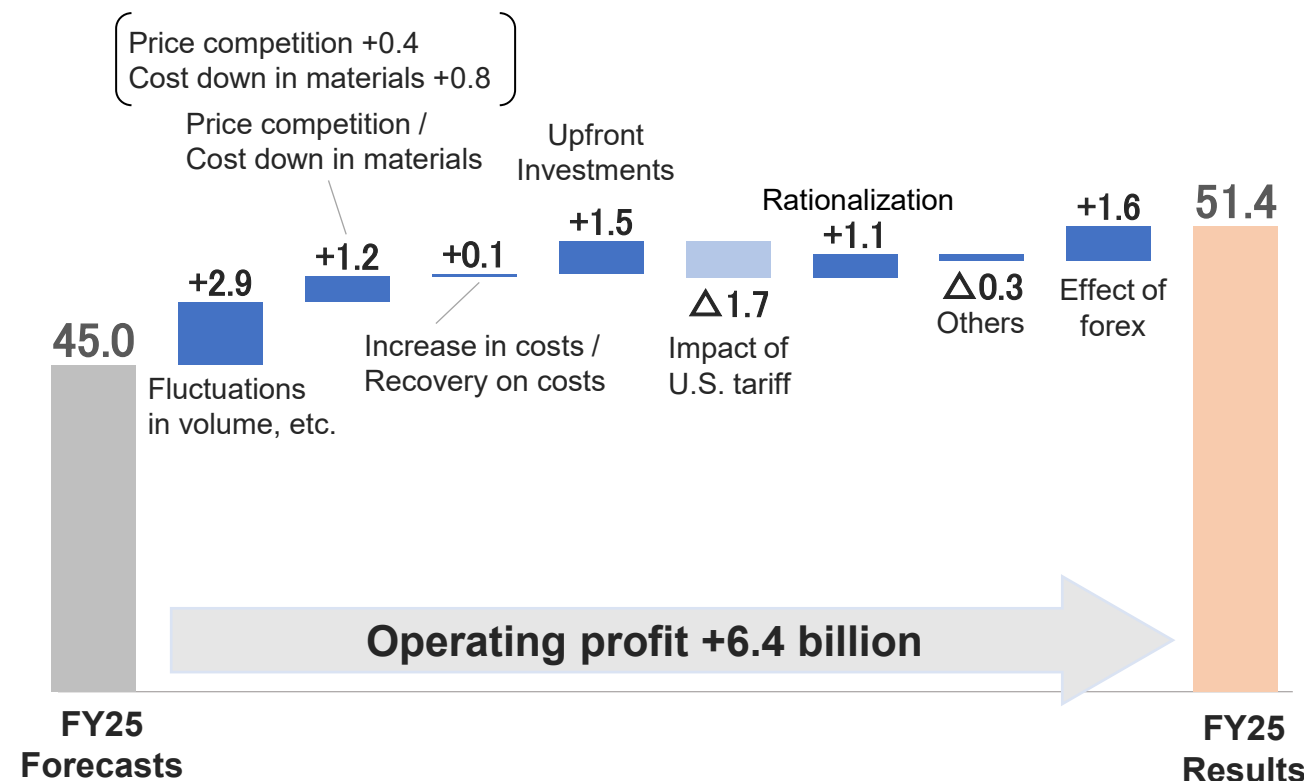
I (4) FY25: Statements of Income by Segments (Compared to the forecasts)



	FY25 Forecasts (25/4-26/3)	FY25 Results (25/4-26/3)	VS Forecasts	
			Change	Ratio
Net sales	913.0	947.6	+34.6	104%
(Constant Forex)		(922.7)	(+9.7)	(101%)
Cost of sales	809.4	836.1	+26.7	
Gross profit	103.6	111.4	+7.8	108%
Selling, general and administrative expenses	58.6	60.0	+1.4	
Operating profit	45.0	51.4	+6.4	114%
(Constant Forex)		(49.8)	(+4.8)	(111%)
(Operating profit margin)	(4.9%)	(5.4%)		
Non-operating profit and loss	6.0	7.3	+1.3	
Ordinary profit	51.0	58.7	+7.7	115%
Extraordinary gains and losses	△3.1	△22.5	△19.4	
Income before income taxes	47.9	36.2	△11.6	76%
Net income	28.0	16.5	△11.4	59%

Analysis of operating profit

(Billions of yen)



Analyses of Non-Operating Profit and Loss, and Extraordinary Gains and Losses

Non-Operating Profit and Loss +1.3 billion	• Foreign exchange gain +0.7 billion, etc.
Extraordinary gains and losses △19.4 billion	• Impact of impairment losses(26/3) △20.0 billion (LiDAR business △14.3 billion, China operation △5.7 billion), etc.

I (5) FY25: Statements of Income by Segments (Compared to the forecasts)



(Billions of yen)

		FY25 Forecasts		FY25 Results		VS Forecasts		Constant Forex	
		(25/4-26/3)		(25/4-26/3)		Change	Ratio	Change	Ratio
KOITO MANUFACTURING	Net sales	334.0		336.4		+2.4	101%	+2.4	101%
	Opreating profit	8.0	(2.4%)	8.2	(2.5%)	+0.2	104%	+0.2	104%
Domestic subsidiaries	Net sales	228.9		231.1		+2.2	101%	+2.2	101%
	Opreating profit	8.5	(3.7%)	8.8	(3.8%)	+0.3	104%	+0.3	104%
Americas	Net sales	302.9		321.5		+18.6	106%	+4.8	102%
	Opreating profit	10.5	(3.5%)	14.0	(4.4%)	+3.5	133%	+2.9	128%
China	Net sales	60.6		62.6		+2.0	103%	△0.9	98%
	Opreating profit	0.4	(0.7%)	0.7	(1.2%)	+0.3	188%	+0.3	197%
Asia	Net sales	157.5		164.9		+7.4	105%	+0.5	100%
	Opreating profit	16.3	(10.3%)	18.9	(11.5%)	+2.6	116%	+1.6	110%
Europe	Net sales	36.7		35.4		△1.2	96%	△2.5	93%
	Opreating profit	△0.6	—	0.7	(2.0%)	+1.3	—	+1.2	—
Overseas	Net sales	557.7		584.5		+26.8	105%	+1.9	100%
	Opreating profit	26.6	(4.8%)	34.4	(5.9%)	+7.8	129%	+6.2	123%
Elimination, others	Net sales	△207.6		△204.5		+3.0	—	+3.0	—
	Opreating profit	1.9	—	△0.1	—	△2.0	—	△2.0	—
Consolidated	Net sales	913.0		947.6		+34.6	104%	+9.7	101%
	Opreating profit	45.0	(4.9%)	51.4	(5.4%)	+6.4	114%	+4.8	111%

II . Forecasts for FY 2026 Year Ending March 31, 2027

II (1) FY26: Forecasting Assumptions

(Billions of yen)

Descriptions	Assumptions
Forex rate	<ul style="list-style-type: none"> ▪FY25 results: ¥151/US\$ → FY26 forecasts: ¥150/US\$
Impact of U.S. tariff	<ul style="list-style-type: none"> ▪FY25: Δ2.6 billion (Payments: Δ6.2 billion; Recoveries: +3.6 billion) → FY26: ±0.0 billion (Payments: Δ6.5 billion; Recoveries: +6.5 billion) *Profits improved by 2.6 billion compared with FY25
Rationalization effect	<ul style="list-style-type: none"> ▪FY25: +9.7 billion → FY26: +9.6 billion
LiDAR-related business expenses	<ul style="list-style-type: none"> ▪FY25: Δ9.6 billion → FY26: Δ4.2 billion (Profits improved by 5.4 billion compared with FY25)
Impact of the situation in the Middle East	<ul style="list-style-type: none"> ▪Reduction in vehicle production for the Middle East market and impact of raw material costs: Δ2.5 billion (Reduction in vehicle production for the Middle East market: Δ1.5 billion; Impact of raw material costs: Δ1.0 billion)

II (2) FY26: Assumption of Global Automobile Production Volume



(Millions of vehicle)

■ Global Automobile Production Volume

	FY24		FY25		FY26	
	Results	YoY	Results	YoY	Forecasts	YoY
Japan	8.47	98%	8.41	99%	8.40	100%
North America	15.86	98%	15.43	97%	14.90	97%
China	32.22	105%	34.45	107%	33.30	97%
ASEAN	3.67	89%	3.60	98%	3.70	103%
India	6.09	102%	6.37	104%	7.00	110%
Europe	12.72	95%	12.64	99%	12.60	100%
South America	2.92	103%	2.98	102%	3.10	104%
Others	6.38	98%	6.32	99%	6.30	100%
Global total	88.34	100%	90.19	102%	89.30	99%

II (3) FY26: Consolidated Net Sales (Compared to the previous fiscal year)



(Billions of yen)

		FY25 Results (25/4-26/3)	FY26 Forecasts (26/4-27/3)	YoY		Constant Forex		Remarks
				Change	Ratio	Change	Ratio	
KOITO MANUFACTURING		336.4	343.0	+6.5	102%	+6.5	102%	Domestic automobile production volume 100%
Japan (13 Companies)	KOITO Group	180.6	190.0	+9.3	105%	+9.3	105%	Increase in railway vehicle equipment, lighting equipment, etc.
	KOITO ELECTRIC, etc.	50.4	55.2	+4.7	109%	+4.7	109%	
	Subtotal	231.1	245.2	+14.0	106%	+14.0	106%	
Overseas (13 Companies*)	Americas	321.5	313.5	△8.0	98%	△9.7	97%	Production volume 98%
	China	62.6	46.5	△16.1	74%	△17.6	72%	Production volume 97%
	Asia	164.9	175.6	+10.6	106%	+13.2	108%	Production volume 105%
	Europe	35.4	28.7	△6.7	81%	△6.3	82%	Production volume 100%
	Subtotal	584.5	564.3	△20.2	97%	△20.5	96%	Overseas production volume 99%
Elimination, others		△204.5	△219.5	△14.9		△14.9		
Consolidated		947.6	933.0	△14.6	99%	△14.9	98%	Global production volume 99%
								<Forex Rate> FY25 Results FY26 Forecasts US\$ ¥151.1 ¥150.0 Chinese Yuan ¥21.3 ¥22.0

• Japanese OEMs 96%
• Chinese OEMs 98%

*Items of overseas

(Americas) NAL, NAL Mexico and NAL Brasil (China) GUANGZHOU, Hubei and FUZHOU (Asia) THAI, INDONESIA, Ta Yih, IJL and MALAYSIA (Europe) KEL and KCZ 12

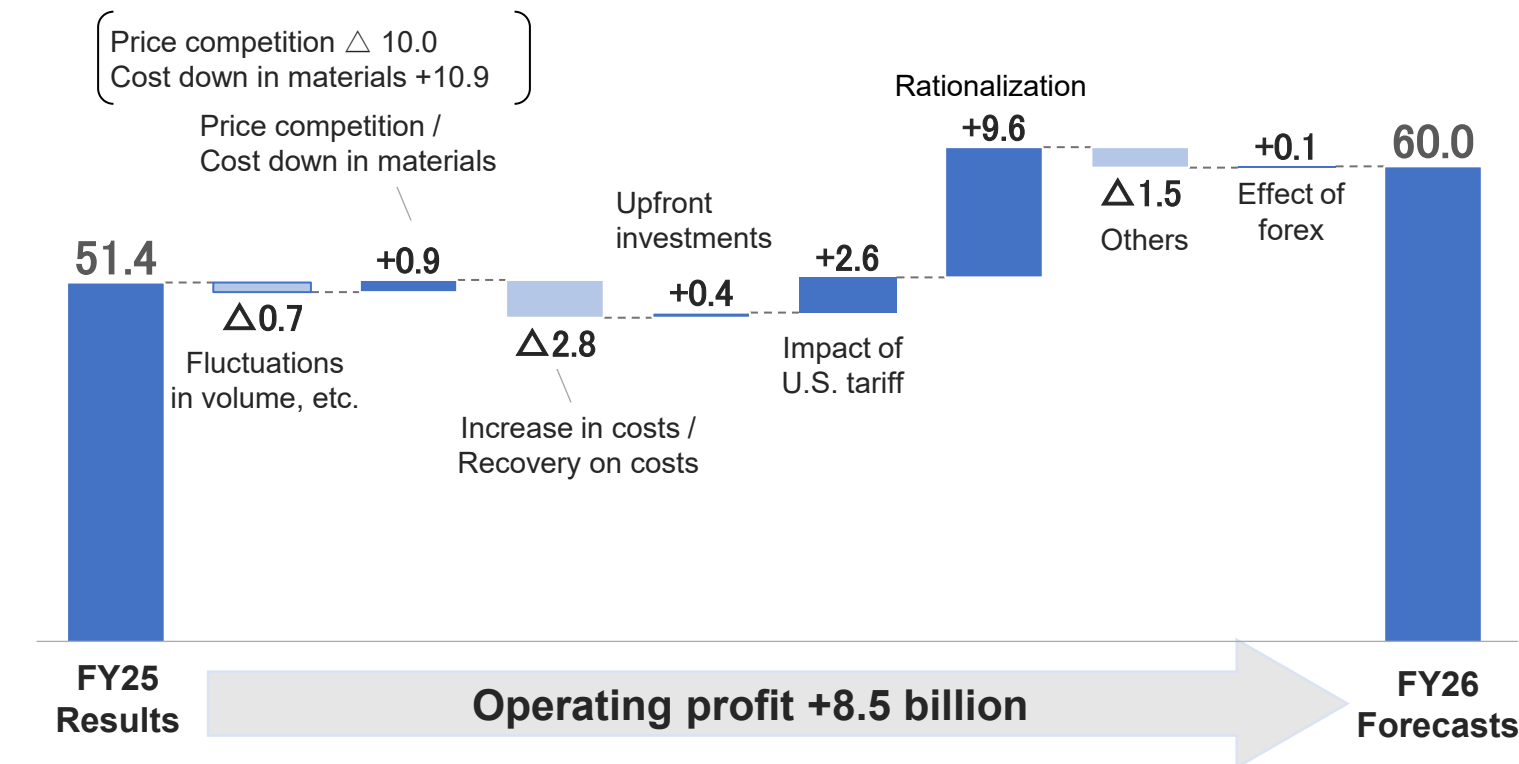
II (4) FY26: Consolidated Statements of Income (Compared to the previous fiscal year)



(Billions of yen)

	FY25 Results (25/4-26/3)	FY26 Forecasts (26/4-27/3)	YoY	
			Change	Ratio
Net sales (Constant Forex)	947.6	933.0 (932.6)	△14.6 (△14.9)	98% (98%)
Cost of sales	836.1	817.2	△18.9	
Gross profit	111.4	115.8	+4.3	104%
Selling, general and administrative expenses	60.0	55.8	△4.2	
Operating profit (Constant Forex) (Operating profit margin)	51.4 (5.4%)	60.0 (59.8) (6.4%)	+8.5 (+8.4)	117% (116%)
Non-operating profit and loss	7.3	5.5	△1.8	
Ordinary profit	58.7	65.5	+6.7	111%
Extraordinary gains and losses	△22.5	△0.7	+21.8	
Income before income taxes	36.2	64.8	+28.5	179%
Net income	16.5	39.5	+22.9	239%

Analysis of operating profit



Analyses of Non-Operating Profit and Loss, and Extraordinary Gains and Losses

Non-Operating Profit and Loss △1.8 billion	• Decrease in interest and dividends income △2.0 billion
Extraordinary Gains and Losses +21.8 billion	• Impact of impairment losses(26/3) +20.0 billion (LiDAR business +14.3 billion, China operation +5.7 billion)

II (5) FY26: Statements of Income by Segments (Compared to the previous fiscal year)



(Billions of yen)

		FY25 Results (25/4-26/3)		FY26 Forecasts (26/4-27/3)		YoY		Constant Forex	
						Change	Ratio	Change	Ratio
KOITO MANUFACTURING	Net sales	336.4		343.0		+6.5	102%	+6.5	102%
	Opreating profit	8.2	(2.5%)	12.5	(3.6%)	+4.2	151%	+4.2	151%
Domestic subsidiaries	Net sales	231.1		245.2		+14.0	106%	+14.0	106%
	Opreating profit	8.8	(3.8%)	8.8	(3.6%)	+0.0	99%	+0.0	99%
Americas	Net sales	321.5		313.5		△8.0	98%	△9.7	97%
	Opreating profit	14.0	(4.4%)	13.4	(4.3%)	△0.6	96%	△0.8	94%
China	Net sales	62.6		46.5		△16.1	74%	△17.6	72%
	Opreating profit	0.7	(1.2%)	0.8	(1.7%)	+0.1	106%	+0.1	103%
Asia	Net sales	164.9		175.6		+10.6	106%	+13.2	108%
	Opreating profit	18.9	(11.5%)	19.4	(11.0%)	+0.4	103%	+0.5	103%
Europe	Net sales	35.4		28.7		△6.7	81%	△6.3	82%
	Opreating profit	0.7	(2.0%)	0.6	(2.1%)	△0.1	83%	+0.0	93%
Overseas	Net sales	584.5		564.3		△20.2	97%	△20.5	96%
	Opreating profit	34.4	(5.9%)	34.2	(6.1%)	△0.2	99%	△0.3	99%
Elimination, others	Net sales	△204.5		△219.5		△14.9	—	△14.9	—
	Opreating profit	△0.1	—	4.5	—	+4.6	—	+4.6	—
Consolidated	Net sales	947.6		933.0		△14.6	98%	△14.9	98%
	Opreating profit	51.4	(5.4%)	60.0	(6.4%)	+8.5	117%	+8.4	116%

II (6) FY26: Non-Consolidated Statements of Income (Compared to the previous fiscal year)



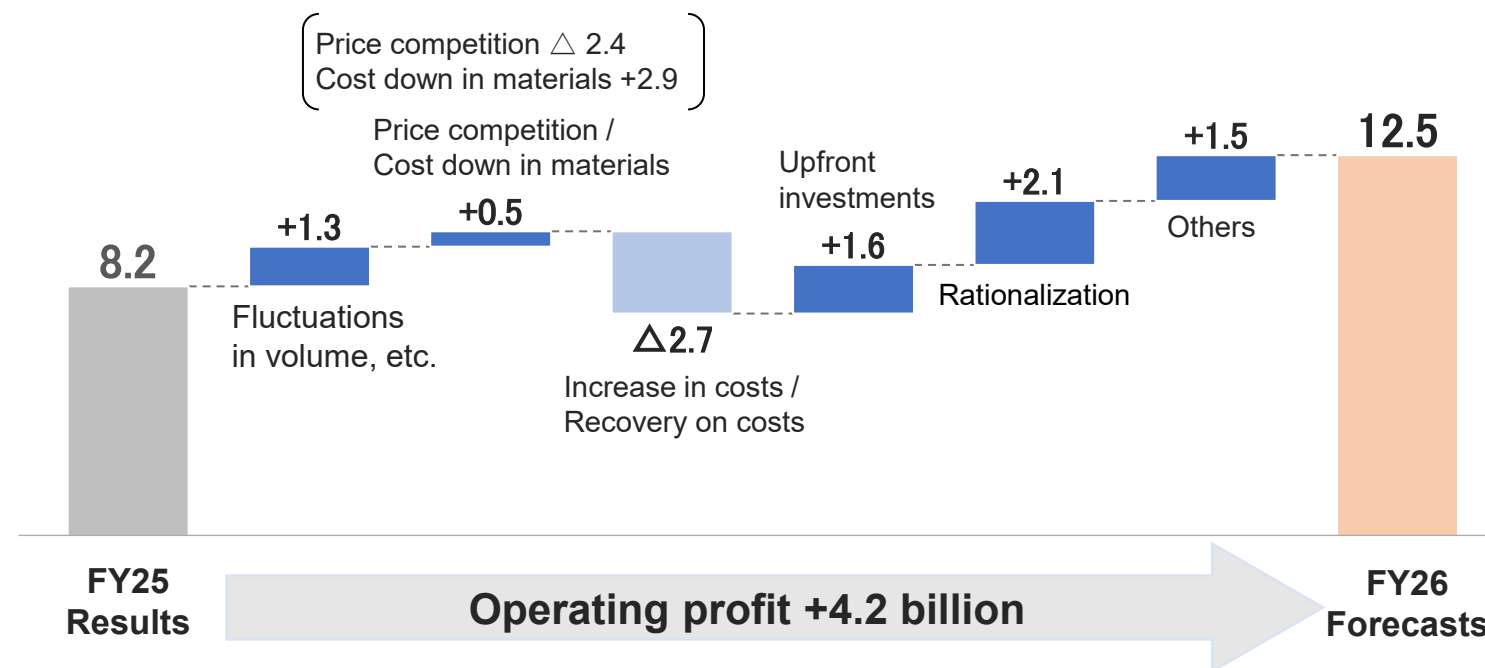
(Billions of yen)

	FY25 Results (25/4-26/3)	FY26 Forecasts (26/4-27/3)	YoY	
			Change	Ratio
Net sales	336.4	343.0	+6.5	102%
Cost of sales	303.4	305.6	+2.1	
Gross profit	33.0	37.4	+4.3	113%
Selling, general and administrative expenses	24.7	24.9	+0.1	
Operating profit (Operating profit margin)	8.2 (2.5%)	12.5 (3.6%)	+4.2	151%
Non-operating profit and loss	26.0	27.5	+1.4	
Ordinary profit	34.3	40.0	+5.6	116%
Extraordinary gains and losses	△21.1	0.0	+21.1	
Income before income taxes	13.2	40.0	+26.7	302%
Net income	9.0	31.5	+22.4	350%

Analysis of operating profit

【Rationalization】 +2.1

- Improvement in productivity +0.6
 - Increase of Automation of Parts manufacturing, etc.
- Reduction of administrative overhead costs, etc. +1.5
 - Improved development efficiency and enhanced energy savings from CN initiatives, etc.)



Analyses of Non-Operating Profit and Loss, and Extraordinary Gains and Losses

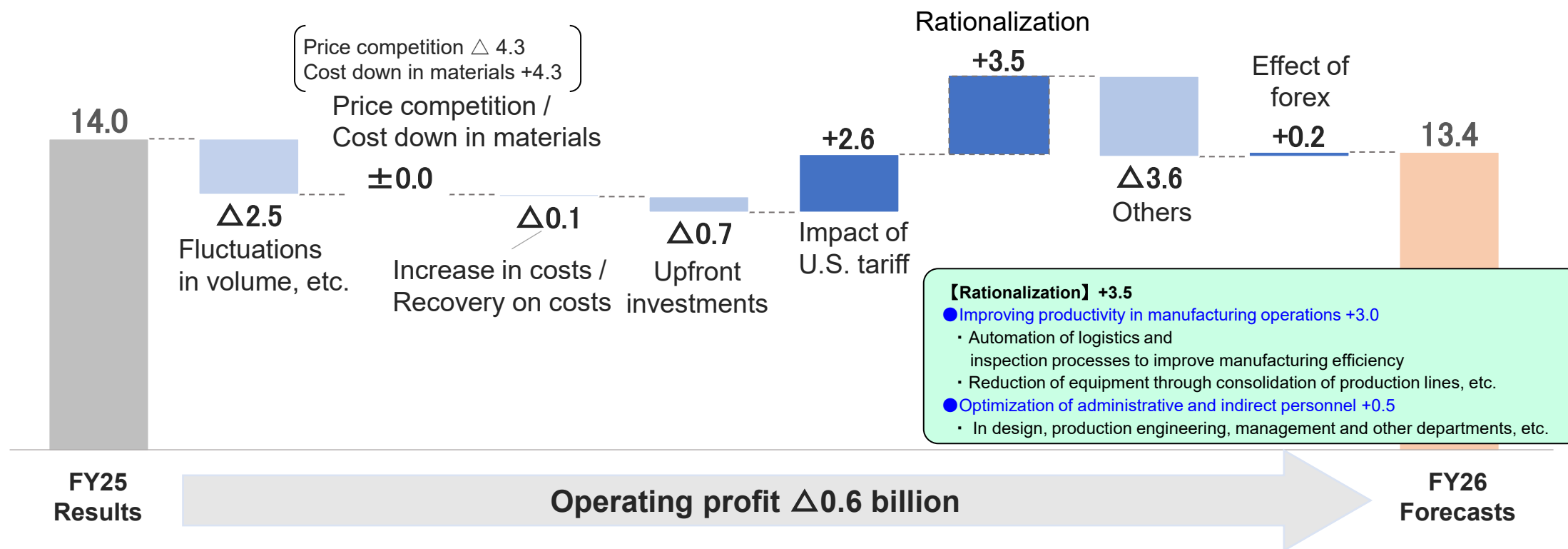
Non-Operating Profit and Loss +1.4 billion	• Increase in dividend income from affiliated companies +2.0 billion
Extraordinary Gains and Losses +21.1 billion	• FY25: Losses related with the LiDAR business +19.3 billion

II (7) FY26: Statements of Income in Americas (Compared to the previous fiscal year)



(Billions of yen)

Analysis of operating profit (Americas)



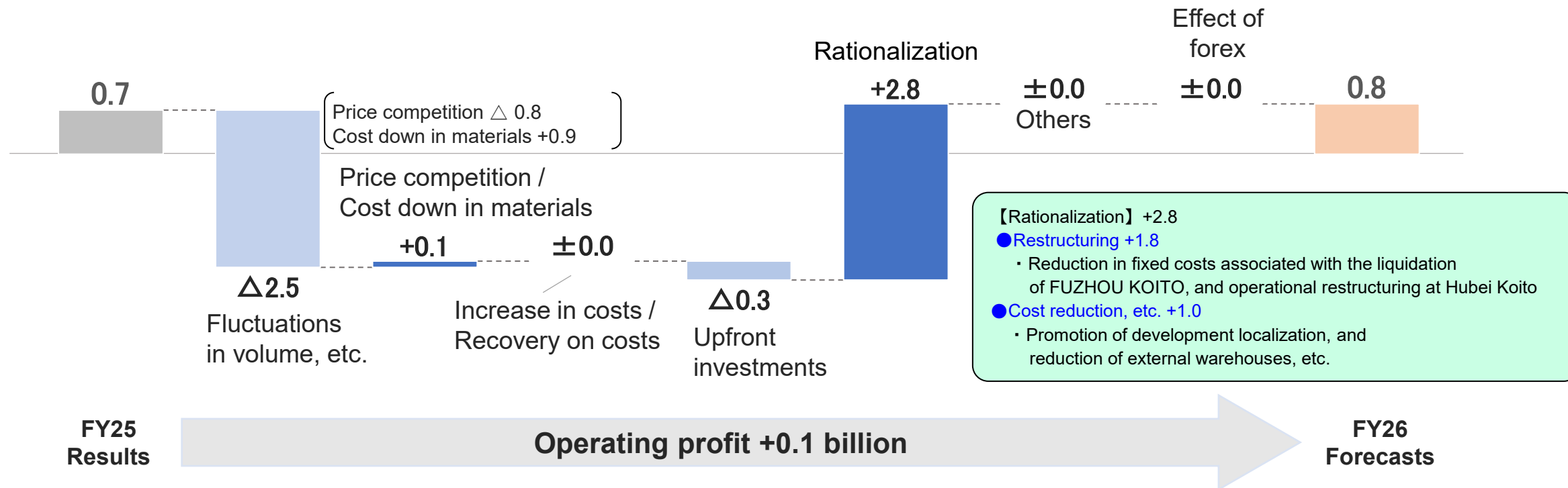
	FY25 Results (25/4-26/3)	FY26 Forecasts (26/4-27/3)	YoY		Constant Forex	
			Change	Ratio	Change	Ratio
Net sales	321.5	313.5	$\Delta 8.0$	98%	$\Delta 9.7$	97%
Operating profit (Operating profit margin)	14.0 (4.4%)	13.4 (4.3%)	$\Delta 0.6$	96%	$\Delta 0.8$	94%

II (8) FY26: Statements of Income in China (Compared to the previous fiscal year)



(Billions of yen)

Analysis of operating profit (China)



【Rationalization】 +2.8

- **Restructuring +1.8**
 - Reduction in fixed costs associated with the liquidation of FUZHOU KOITO, and operational restructuring at Hubei Koito
- **Cost reduction, etc. +1.0**
 - Promotion of development localization, and reduction of external warehouses, etc.

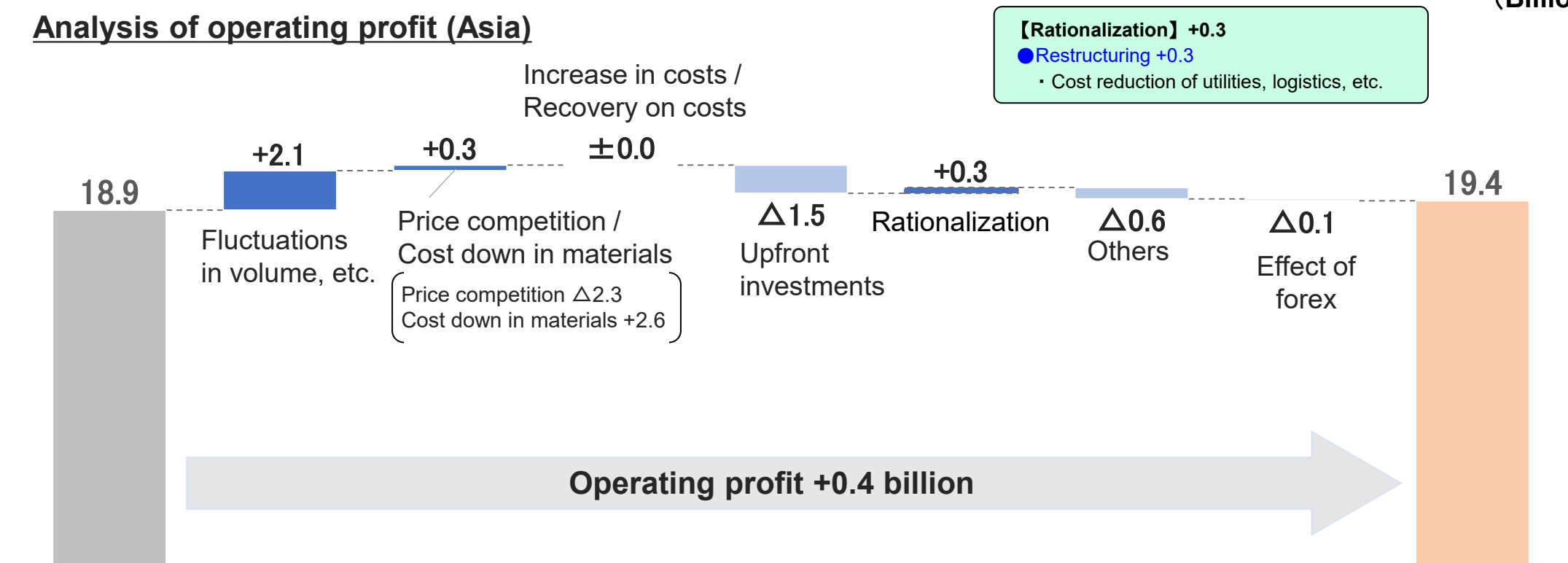
	FY25 Results (25/4-26/3)	FY26 Forecasts (26/4-27/3)	YoY		Constant Forex	
			Change	Ratio	Change	Ratio
Net sales	62.6	46.5	$\Delta 16.1$	74%	$\Delta 17.6$	72%
Operating profit (Operating profit margin)	0.7 (1.2%)	0.8 (1.7%)	$+0.1$	104%	$+0.1$	103%

II (9) FY26: Statements of Income in Asia (Compared to the previous fiscal year)



(Billions of yen)

Analysis of operating profit (Asia)



【Rationalization】 +0.3
 ● Restructuring +0.3
 • Cost reduction of utilities, logistics, etc.

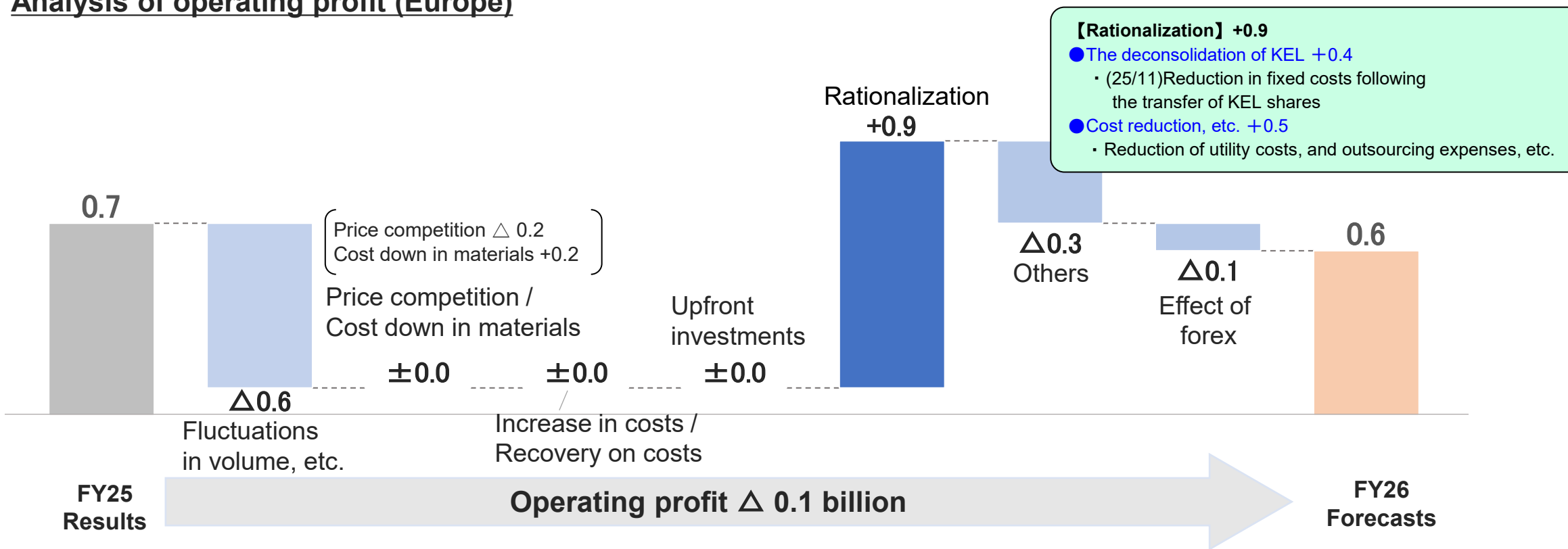
	FY25 Results		FY26 Forecasts		YoY		Constant Forex	
	(25/4-26/3)		(26/4-27/3)		Change	Ratio	Change	Ratio
Net sales	164.9	175.6	+10.6	106%	+13.2	108%		
Operating profit (Operating profit margin)	18.9 (11.5%)	19.4 (11.0%)	+0.4	103%	+0.5	103%		

II (10) FY26: Statements of Income in Europe (Compared to the previous fiscal year)



(Billions of yen)

Analysis of operating profit (Europe)



【Rationalization】 +0.9

- The deconsolidation of KEL +0.4
 - ・ (25/11) Reduction in fixed costs following the transfer of KEL shares
- Cost reduction, etc. +0.5
 - ・ Reduction of utility costs, and outsourcing expenses, etc.

	FY25 Results (25/4-26/3)	FY26 Forecasts (26/4-27/3)	YoY		Constant Forex	
			Change	Ratio	Change	Ratio
Net sales	35.4	28.7	Δ6.7	81%	Δ6.3	82%
Operating profit (Operating profit margin)	0.7 (2.0%)	0.6 (2.1%)	Δ0.1	83%	+0.0	93%

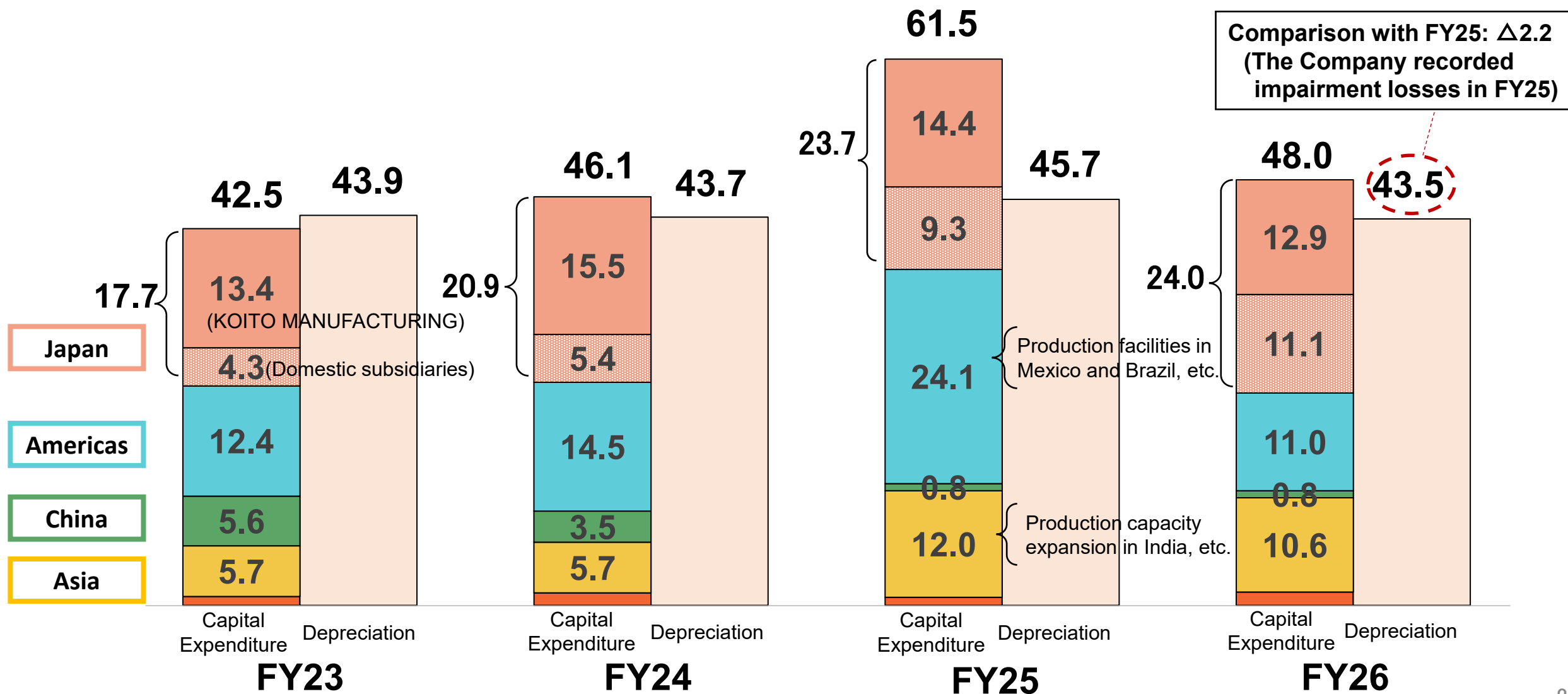
II (11) Regional Rationalization

(Billions of yen)

		FY25 Results	FY26 Forecasts	Initiatives summary
KOITO MANUFACTURING		2.7	2.1	<ul style="list-style-type: none"> Improvement in productivity, etc. +0.6 (Increase of automation of parts manufacturing) Reduction of administrative overhead costs, etc. +1.5 (Improved development efficiency and reduction in power consumption etc.)
Overseas	Americas	3.2	3.5	<ul style="list-style-type: none"> Improvement in productivity, etc. +3.0 (Promotion of automation in logistics and inspection processes, expansion of streamlined production lines, etc.) Optimization of administrative and indirect personnel, etc. +0.5 (In design, production engineering, management and other departments, etc.)
	China	2.7	2.8	<ul style="list-style-type: none"> Restructuring +1.8 (Reduction in fixed costs associated with the liquidation of FUZHOU KOITO, operational restructuring at Hubei Koito) Cost reduction, etc. +1.0 (Promotion of development localization, reduction of external warehouses, etc.)
	Asia	0.4	0.3	<ul style="list-style-type: none"> Cost reduction +0.3 (Cost reduction of utilities and logistics, etc.)
	Europe	0.7	0.9	<ul style="list-style-type: none"> The deconsolidation of KEL +0.4 (Reduction of fixed costs following the deconsolidation of KEL,) Cost reduction, etc. +0.5 (Cost reduction of utilities and outsourcing expenses etc.)
Consolidated		9.7	9.6	

II (12) Trends in Capital Expenditure and Depreciation

(Billions of yen)



II (13) Policy of LiDAR Business

[Business policy]

- We will suspend development for applications for passenger vehicles.
- We will concentrate management resources on infrastructure-oriented businesses in Japan (Rather than targeting Level 4 autonomous passenger vehicles, we will prioritize applications for robotaxis, buses, and trucks, as well as for industrial, construction and agricultural machinery, and railways, etc.)
- We will strictly control future development expenses and capital expenditures, limiting them to the minimum level necessary.

[Performance forecast]

- Past investments have been addressed through the recording impairment losses. The loss is expected to be substantially reduced compared with the previous forecast.

■ Consolidated LiDAR Profit/Loss Estimate (Billions of yen)

	FY25	FY26
Net sales	0.6	0.2
Operating profit	▲9.5	▲4.2

(Ref.) Operating profit at the time of the November 2025 briefing ▲9.9 ▲7.3

We will significantly downsize our development structure and pursue business expansion with a strategic focus on infrastructure-related businesses in Japan, prioritizing profitability.

Ⅱ (14) Consolidated Statements of Income

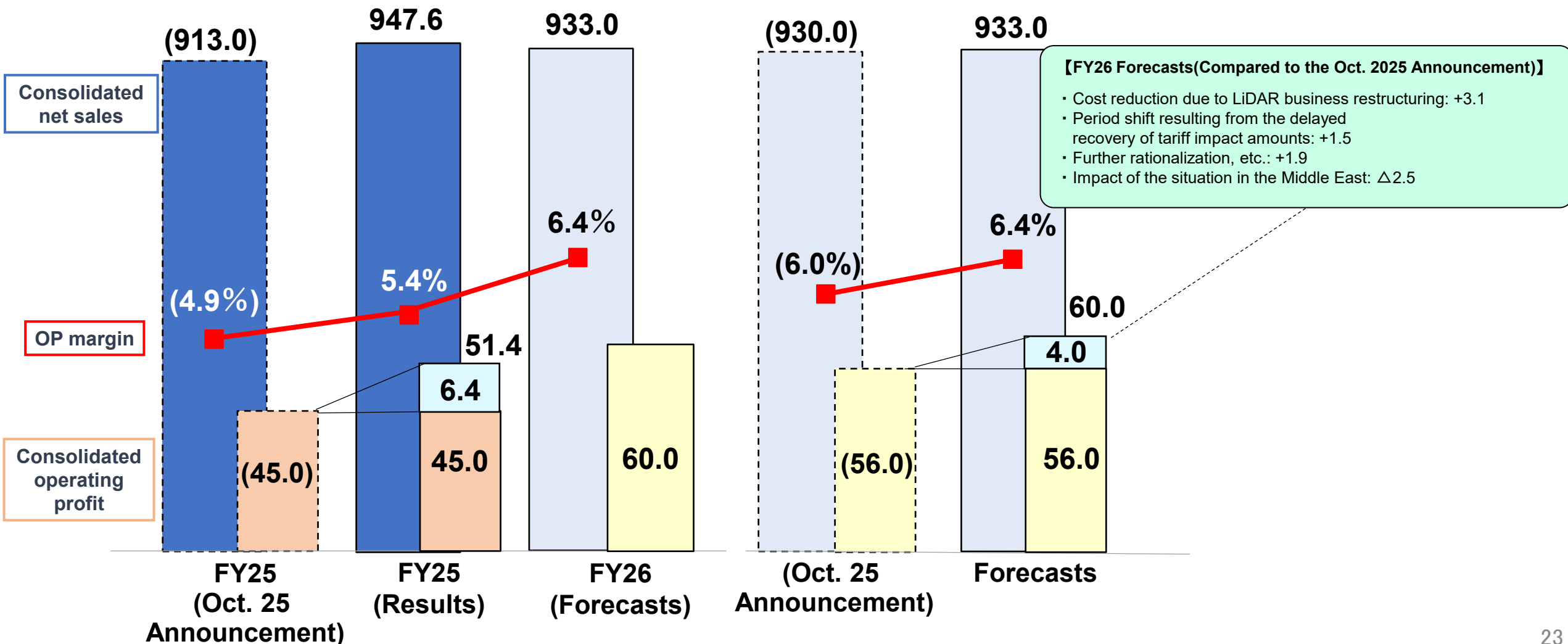
(Compared to the Oct. 2025 Announcement)



(Billions of yen)

〔 Performance Trends 〕

〔 FY26 Forecasts
*End of the 1st Medium-Term Management Plan
(vs. Oct. 2025 Announcement) 〕



Appendix

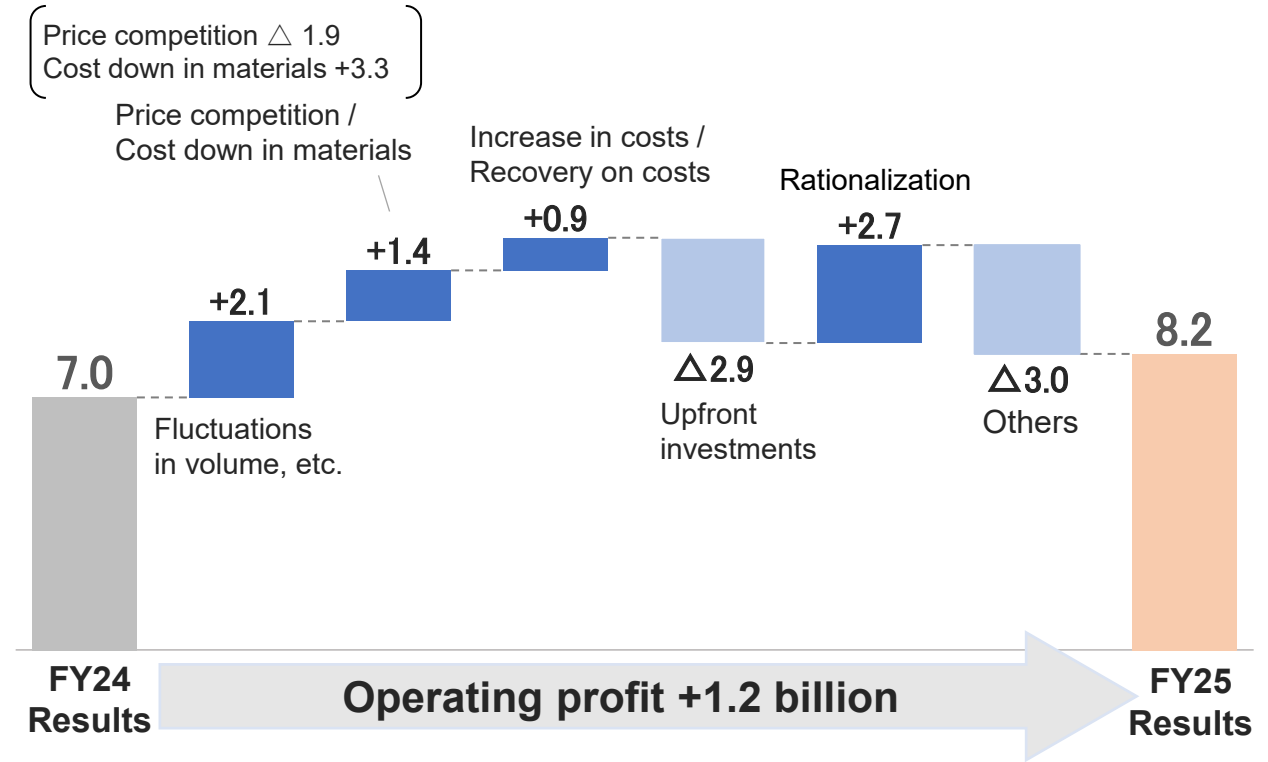
[Appendix] FY25: Non-Consolidated Statements of Income (Compared to the previous fiscal year)



(Billions of yen)

	FY24 Results (24/4-25/3)	FY25 Results (25/4-26/3)	YoY	
			Change	Ratio
Net sales	324.0	336.4	+12.4	104%
Cost of sales	292.9	303.4	+10.5	
Gross profit	31.0	33.0	+1.9	106%
Selling, general and administrative expenses	24.0	24.7	+0.6	
Operating profit	7.0	8.2	+1.2	118%
(Operating profit margin)	(2.2%)	(2.5%)		
Non-operating profit and loss	23.1	26.0	+2.9	
Ordinary profit	30.1	34.3	+4.2	114%
Extraordinary gains and losses	11.5	△21.1	△32.6	
Income before income taxes	41.7	13.2	△28.4	32%
Net income	38.4	9.0	△29.4	23%

Analysis of operating profit



Analyses of Non-Operating Profit and Loss, and Extraordinary Gains and Losses

Non-Operating Profit and Loss +2.9 billion

• Interest and dividends income +1.2 billion, Royalty income +0.6 billion

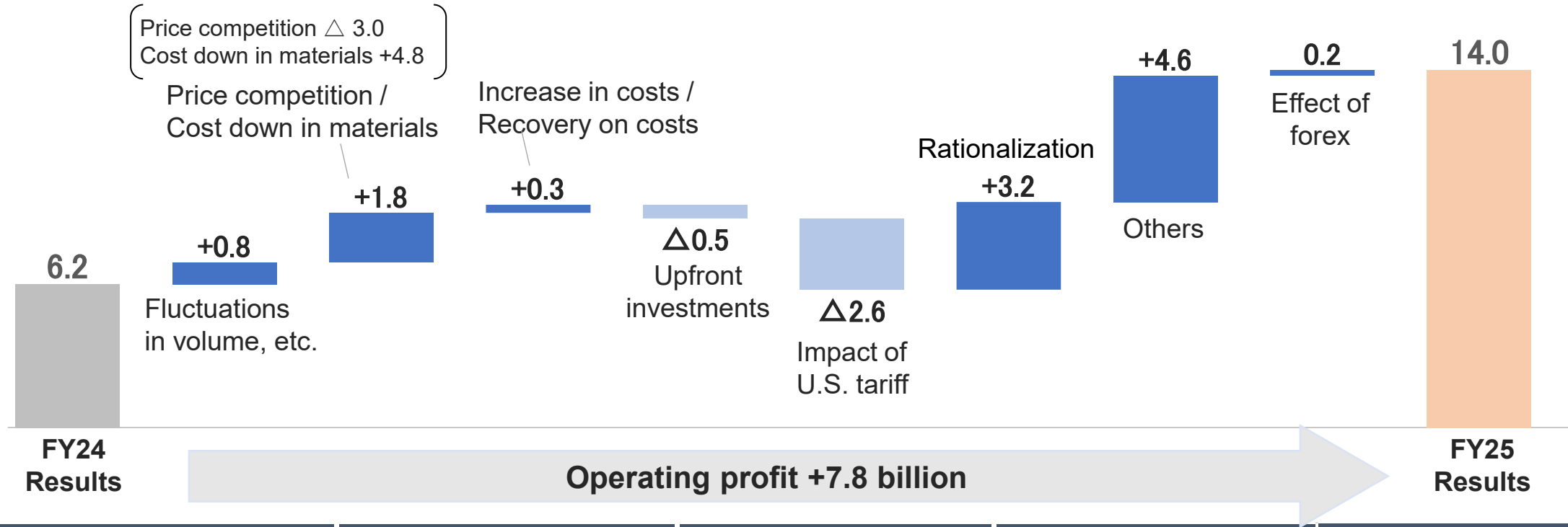
Extraordinary Gains and Losses Δ 32.6 billion

• FY24: Compensation income Δ 8.6 billion
• Losses related with the LiDAR business Δ 19.2 billion,
Loss on sale of shares in subsidiaries and associates(KEL) Δ 5.3 billion

[Appendix] FY25: Statements of Income in Americas (Compared to the previous fiscal year)



(Billions of yen)

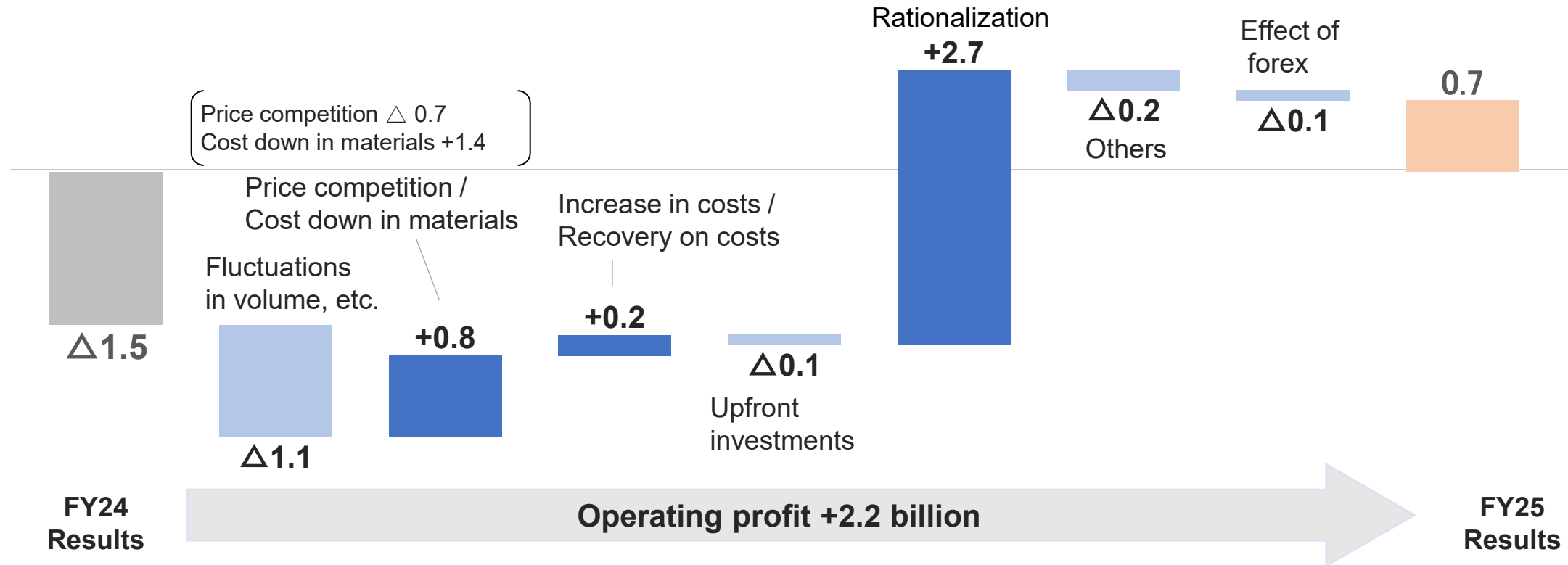


	FY24 Results (24/4-25/3)	FY25 Results (25/4-26/3)	YoY		Constant Forex	
			Change	Ratio	Change	Ratio
Net sales	309.4	321.5	+12.0	104%	+10.6	103%
Operating profit (Operating profit margin)	6.2 (2.0%)	14.0 (4.4%)	+7.8	226%	+7.6	223%

[Appendix] FY25: Statements of Income in China (Compared to the previous fiscal year)



(Billions of yen)

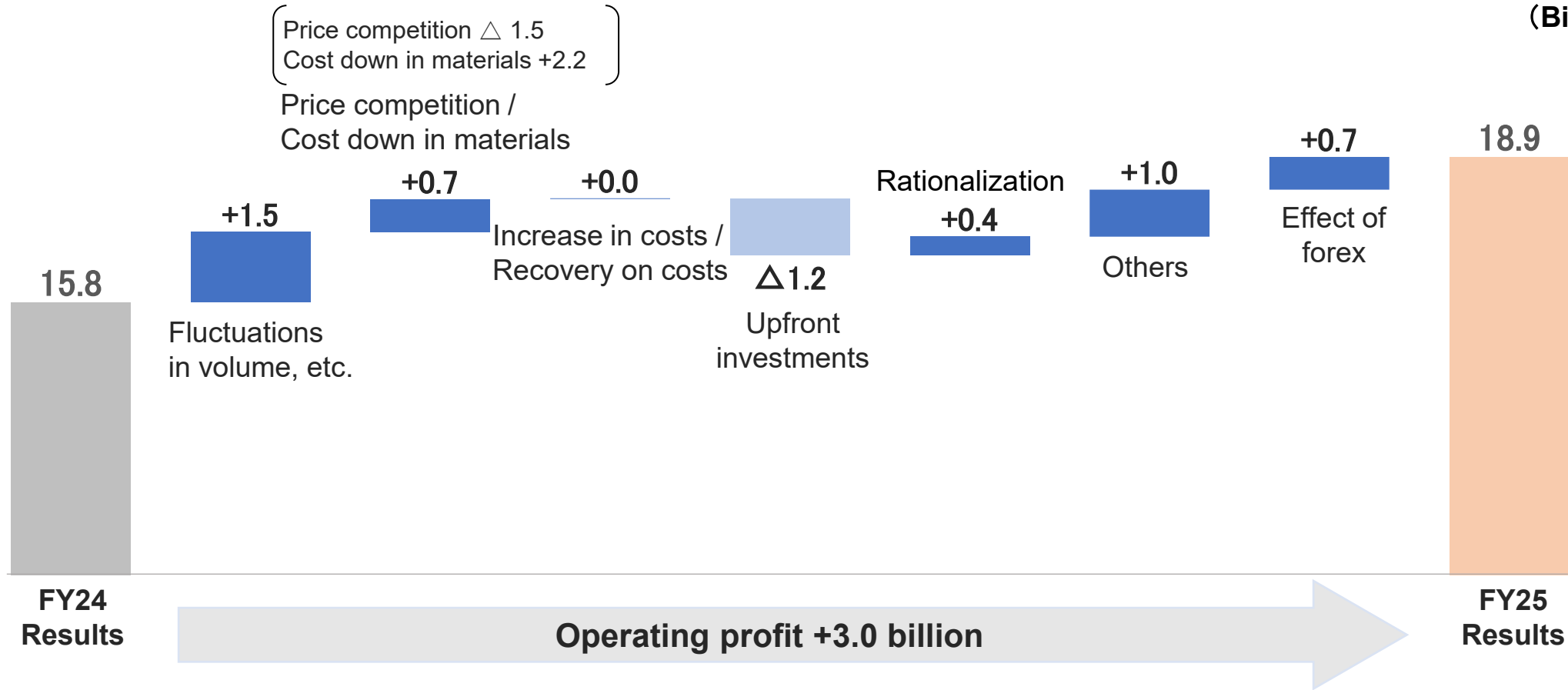


	FY24 Results (24/4-25/3)	FY25 Results (25/4-26/3)	YoY		Constant Forex	
			Change	Ratio	Change	Ratio
Net sales	70.6	62.6	Δ8.0	89%	Δ7.9	89%
Operating profit (Operating profit margin)	Δ1.5 —	0.7 (1.2%)	+2.2	—	+2.3	—

[Appendix] FY25: Statements of Income in Asia (Compared to the previous fiscal year)



(Billions of yen)

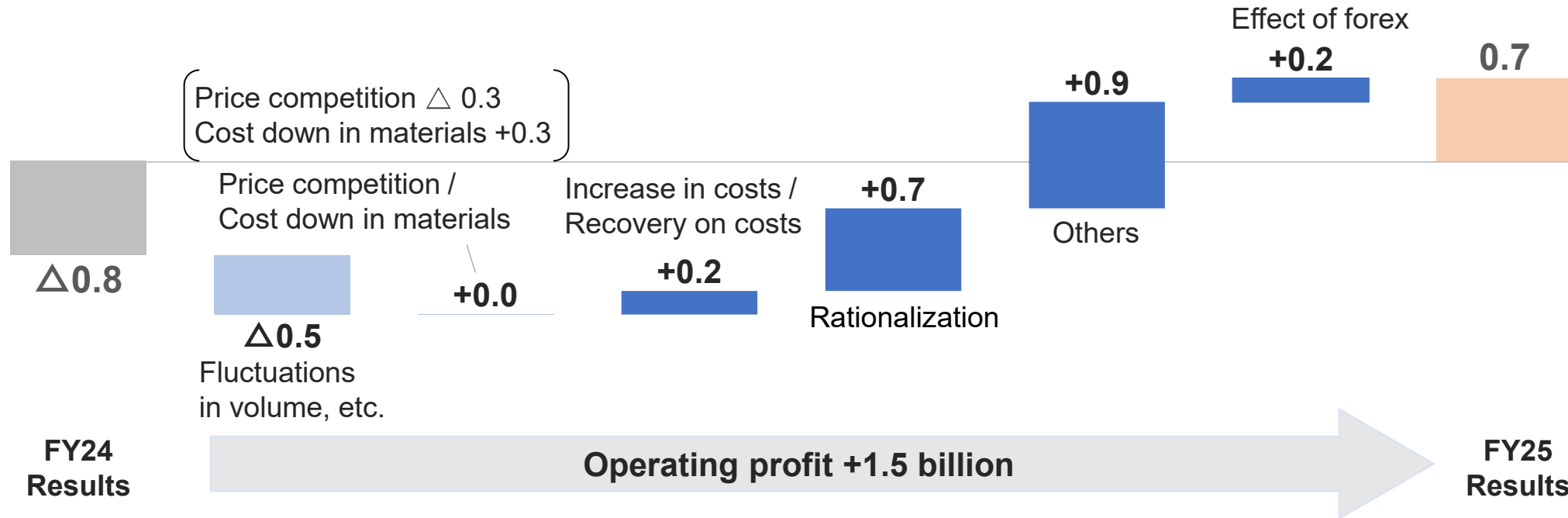


	FY24 Results (24/4-25/3)	FY25 Results (25/4-26/3)	YoY		Constant Forex	
			Change	Ratio	Change	Ratio
Net sales	156.9	164.9	+8.0	105%	+4.7	103%
Operating profit (Operating profit margin)	15.8 (10.1%)	18.9 (11.5%)	+3.0	119%	+2.4	115%

[Appendix] FY25: Statements of Income in Europe (Compared to the previous fiscal year)



(Billions of yen)



	FY24 Results (24/4-25/3)	FY25 Results (25/4-26/3)	YoY		Constant Forex	
			Change	Ratio	Change	Ratio
Net sales	36.4	35.4	Δ 1.0	97%	Δ 3.9	89%
Operating profit (Operating profit margin)	Δ 0.8 —	0.7 (2.0%)	+1.5	—	+1.3	—

This presentation contains forward-looking statements concerning KOITO MANUFACTURING CO., LTD. and its consolidated subsidiaries' future plans and performance, which are based on assumptions from available information at the present moment.

Furthermore, they are subject to a number of risks and uncertainties including, but not limited to economic conditions, worldwide competition in the automotive industry, market trends, foreign currency exchange rates, tax rules, regulations and other factors.

Koito therefore wishes to caution readers that actual results may differ from our forecasts.