



II . Forecast for FY 2025

(Year ending March 31, 2025)

Ⅱ — (1) Assumption of Global Automobile Production Volume

(Million Vehicles)

	FY 2022	FY 2023		FY 2024		FY 2025	
			YoY		YoY		YoY
Japan	7.55	8.10	107%	8.60	106%	8.85	103%
North America	13.27	15.07	114%	16.07	107%	16.00	100%
Europe	11.31	12.36	109%	13.20	107%	13.40	102%
China	26.21	26.75	102%	30.50	114%	30.50	100%
ASEAN	3.69	4.48	121%	4.15	93%	4.20	101%
India	4.50	5.61	125%	5.95	106%	6.25	105%
South America	2.43	2.76	113%	2.88	104%	3.00	104%
Others	5.53	6.08	110%	6.39	105%	6.44	101%
Total	74.48	81.21	109%	87.73	108%	88.65	101%

Ⅱ — (2) Consolidated Net Sales (Compared to the previous fiscal year)



(¥ billion, ratio:%)

		FY 2024 (23/4~24/3)	FY 2025 (24/4~25/3)	Change		Constant Forex		Remarks
					YoY		YoY	
KOITO MANUFACTURING		341.2	345.0	3.7	101	3.7	101	・ Domestic automobile production volume 103% (Sales in line 102%)
Japan	KOITO Group	178.8	179.1	0.2	100	0.2	100	
	KOITO ELECTRIC, etc.	43.8	46.3	2.4	106	2.4	105	・ Increase in public works related matters
	Subtotal	222.6	225.4	2.7	101	2.7	101	
Overseas	Americas	294.3	320.2	25.8	109	26.2	109	・ Production volume 100%
	China	88.9	84.3	△4.6	95	△3.9	96	・ Production volume 100%
	Asia	157.3	152.1	△5.2	97	△1.3	99	・ Production volume 103%
	Europe	49.0	35.7	△13.3	73	△12.2	75	・ Production volume 102%
	Subtotal	589.7	592.3	2.5	100	8.7	101	・ Overseas production volume 101% < Forex > FY 2024 FY 2025 US Dollar ¥145.3 ¥145.0 Chinese Yuan ¥20.2 ¥20.0
Elimination		△203.4	△206.7	△3.2				
Consolidated		950.2	956.0	5.7	101	11.9	101	・ Global production volume 101% < Foreign exchange sensitivity > 1 yen change per US dollar Annual impact on sales 4.0 billion yen

※Americas: NAL, Mexico and Brazil Europe: KEL and KCZ China: Guangzhou, Hubei and Fuzhou Asia: Thai, Indonesia, IJL, Malaysia and Ta Yih

II — (3) Consolidated Statements of Income (Compared to the previous fiscal year)

Koito

(¥ billion, ratio:%)

	FY 2024 (23/4~24/3)		FY 2025 (24/4~25/3)		Change		
Net sales (Constant Forex)	950.2	100.0	956.0	100.0	5.7	101	◎Operating income 2.0 billion
Cost of sales	843.6	88.8	846.2	88.5	2.5		▪Effect of fluctuation in volume 4.3
Gross profit	106.6	11.2	109.8	11.5	3.1	103	▪Increase in costs (material, distribution, utility, etc.) 0.4
Selling, general and administrative expenses	50.6	5.3	51.8	5.4	1.1		▪ Price competition $\Delta 12.1$ } 1.9
Operating income (Constant Forex)	55.9	5.9	58.0	6.1	2.0	104	▪Cost down in materials 14.0 }
Non-operating income and loss	7.2	0.8	5.5	0.6	$\Delta 1.7$		▪Development of new products $\Delta 1.6$ } $\Delta 6.0$
Recurring profit	63.2	6.7	63.5	6.6	0.2	100	▪Capital expenditures for new orders and production improvement, etc. $\Delta 1.6$
Extraordinary gains and losses	$\Delta 3.7$	—	4.6	0.5	8.3		▪R&D in advanced technologies $\Delta 2.8$
Income before income taxes	59.4	6.3	68.1	7.1	8.6	115	▪Others (non-consolidated $\Delta 2.3$, overseas +3.4) 1.8
Net income	40.8	4.3	42.0	4.4	1.1	103	▪Effect of forex $\Delta 0.4$
							◎ Non-operating income (FY2024: Foreign exchange gain $\Delta 2.5$, etc.) $\Delta 1.7$
							◎ Extraordinary gains and losses 8.3
							▪FY 2024: Gain on sales of investment securities $\Delta 4.1$
							▪FY 2024: Compensation for damages 5.9
							due to suspension of OEM's development
							▪FY 2025: Compensation payment income 6.7

II — (4) Statements of Income by Segments before Consolidation Adjustments (Compared to the previous fiscal year)

KOITO

(¥ billion, ratio:%)

		FY 2024		FY 2025		Change		Constant Forex	
KOITO MANUFACTURING	Net sales	341.2		345.0		3.7	101.1	3.7	101.1
	Operating income	18.3	5.4	12.5	3.6	△5.8	68.0	△5.8	68.0
Domestic subsidiaries	Net sales	222.6		225.4		2.7	101.2	2.7	101.2
	Operating income	8.8	4.0	8.5	3.8	△0.3	95.5	△0.3	95.5
	Americas	Net sales	294.3	320.2		25.8	108.8	26.2	108.9
		Operating income	2.4	11.5	3.6	9.0	465.9	9.1	470.3
	China	Net sales	88.9	84.3		△4.6	94.8	△3.9	95.6
		Operating income	△0.5	2.4	2.8	2.9	—	2.9	—
	Asia	Net sales	157.3	152.1		△5.2	96.7	△1.3	99.2
		Operating income	15.1	14.0	9.2	△1.1	92.4	△0.7	95.1
	Europe	Net sales	49.0	35.7		△13.3	72.8	△12.2	74.9
		Operating income	1.3	△1.2	—	△2.5	—	△2.6	—
Overseas	Net sales	589.7		592.3		2.5	100.4	8.7	101.5
	Operating income	18.4	3.1	26.7	4.5	8.2	144.9	8.7	147.5
Elimination	Net sales	△203.4		△206.7		△3.2	—	△3.2	—
	Operating income	10.2	—	10.3	—	0.0	—	0.0	—
Consolidated Total	Net sales	950.2		956.0		5.7	100.6	11.9	101.3
	Operating income	55.9	5.9	58.0	6.1	2.0	103.6	2.4	104.4

II — (5) Non-consolidated Statements of Income (Compared to the previous fiscal year)

Koito

(¥ billion, ratio:%)

	FY 2024 (23/4~24/3)		FY 2025 (24/4~25/3)		Change		
Net sales	341.2	100.0	345.0	100.0	3.7	101	◎Operating income $\Delta 5.8$ billion
Cost of sales	298.5	87.5	307.8	89.2	9.2		▪ Effect of fluctuation in volume $\Delta 0.2$
Gross profit	42.7	12.5	37.2	10.8	$\Delta 5.5$	87	▪ Increase in costs (material, distribution, utility, etc.) 0.0
Selling, general and administrative expenses	24.3	7.1	24.7	7.2	0.3		▪ Price competition $\Delta 3.0$
Operating income	18.3	5.4	12.5	3.6	$\Delta 5.8$	68	▪ Cost down in materials 2.7 } $\Delta 0.3$
Non-operating income and loss	21.6	6.3	20.5	5.9	$\Delta 1.1$		▪ Production improvement $\Delta 0.9$
Recurring profit	40.0	11.7	33.0	9.6	$\Delta 7.0$	83	▪ R&D in advanced technologies $\Delta 2.8$ } $\Delta 3.7$
Extraordinary gains and losses	$\Delta 5.5$	—	5.0	1.4	10.5		▪ Others $\Delta 1.6$
Income before income taxes	34.4	10.1	38.0	11.0	3.5	110	◎ Non-operating income $\Delta 1.1$ (FY2024: foreign exchange gain or loss, etc.)
Net income	26.0	7.6	29.0	8.4	2.9	111	◎ Extraordinary gains and losses 10.5
							▪ FY 2024: Gain on sales of investment securities $\Delta 4.1$
							▪ FY 2024: Compensation for damages suspension of OEM's development 5.9
							▪ FY 2025: Compensation payment income 6.7

II — (6) Statements of Income in Americas (Compared to the previous fiscal year)



		(¥ billion, ratio:%)						
		FY 2024 (23/4~24/3)	FY 2025 (24/4~25/3)	Change		Constant Forex		Remarks
A m e r i c a s	Net sales	294.3	320.2	25.8	109	26.2	109	◎Operating income 9.1 billion
	Operating income	2.4	11.5	9.0	466	9.1	470	▪ Effect of fluctuation in volume 8.4
	Ratio	0.8	3.6					▪ Increase in costs (material, distribution, utility , etc.) 0.2
▪ Price competition Δ4.7								
▪ Cost down in materials 5.4 } 0.7								
▪ Development of new products and capital expenditures for new orders Δ1.0								
▪ Others 0.8								

II — (7) Statements of Income in China (Compared to the previous fiscal year)

(¥ billion, ratio:%)

		FY 2024 (23/4~24/3)	FY 2025 (24/4~25/3)	Change		Constant Forex		Remarks
C h i n a	Net sales	88.9	84.3	△4.6	95	△3.9	96	◎Operating income 2.9 billion ▪ Effect of fluctuation in volume △0.1
	Operating income	△0.5	2.4	2.9	—	2.9	—	▪ Increase in costs (material, distribution, utility, etc.) 0.2 ▪ Price competition △1.7 ▪ Costdown in materials 2.6
	Ratio	—	2.8					} 0.9 ▪ Development of new products and capital expenditures for new orders △0.3 ▪ Others 2.2

II — (8) Statements of Income in Asia and Europe (Compared to the previous fiscal year)

KOITO

(¥ billion, ratio:%)

		FY 2024 (23/4~24/3)	FY 2025 (24/4~25/3)	Change		Constant Forex		Remarks
A s i a	Net sales	157.3	152.1	△5.2	97	△1.3	99	◎Operating income △0.7 billion ▪ Effect of fluctuation in volume △0.4 ▪ Increase in costs (material, distribution, utility, etc.) △0.1 ▪ Price competition △2.0 ▪ Cost down in materials 2.7 } 0.7 ▪ Development of new products and capital expenditures for new orders △0.9
	Operating income	15.1	14.0	△1.1	92	△0.7	95	
	Ratio	9.6	9.2					
E u r o p e	Net sales	49.0	35.7	△13.3	73	△12.2	75	◎Operating income △2.6 billion ▪ Effect of fluctuation in volume △2.9 ▪ Increase in resin material costs, etc. 0.1 ▪ Price competition △0.7 ▪ Costdown in materials 0.6 } △0.1 ▪ Others 0.3
	Operating income	1.3	△1.2	△2.5	—	△2.6	—	
	Ratio	2.8	—					

II — (9) Capital Expenditures by Segment

(¥ billion, ratio:%)

			FY 2023 (22/4~23/3)	FY 2024 (23/4~24/3)	FY 2025 (24/4~25/3)	Change from FY 2024		
						Difference	Ratio	Remarks
Japan		Equipment	10.6	8.9	14.6	5.7	164	▪ Increase of investment for efficiency / Acquisition of land for a new plant in Tohoku, etc.
		Molds	4.8	4.5	4.8	0.3	107	
		KOITO MANUFACTURING	15.4	13.4	19.4	6.0	145	
		KOITO KYUSHU	4.1	0.6	2.4	1.8	379	
		Others	3.0	3.7	3.8	0.1	103	
		Subtotal	22.4	17.7	25.6	7.9	144	
Overseas		Americas	10.8	12.5	19.6	7.1	157	▪ NAL+4.0 billion, Mexico +2.4 billion
		Europe	0.7	1.0	1.6	0.6	155	
		China	3.7	5.6	5.5	△0.1	99	
		Asia	4.8	5.7	9.6	3.9	167	▪ IJL+2.3 billion, Indonesia +1.0 billion
		Subtotal	20.0	24.8	36.3	11.5	146	
Total			42.4	42.5	61.9	19.4	146	
(Order amount)			(42.7)	(43.9)	(81.1)	(37.2)	(185)	
Depreciation			41.2	43.9	44.9	1.0	102	
(KOITO MANUFACTURING			10.8	12.7	12.8	0.1	101	)

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