



Supplementary Explanatory Materials for The Third Quarter of FY 2024 (Year Ending March 31, 2024)

Feb. 2, 2024 (Fri.)

KOITO MANUFACTURING CO., LTD.



Financial Results for the Third Quarter of FY 2024 (Year Ending March 31, 2024)



(1) Consolidated Net Sales (Compared to the previous fiscal year)

(1 / 3)

(¥ billion, ratio:%)

		FY2023	FY2024	Change		Constant Forex		Remarks
		(Apr. to Dec. 2022)	(Apr. to Dec. 2023)		YoY		YoY	
KOITO MANUFACTURING (KMC)		214.6	261.8	47.1	122.0	47.1	122.0	•Domestic automobile production volume 115% (Toyota's volume 130%)
Japan	KOITO Group	110.8	138.2	27.3	124.7	27.3	124.7	
	KOITO ELECTRIC, etc.	30.2	28.1	△2.0	93.3	△ 2.0	93.3	Japanese OEM 92% Chinese OEM 134%
	Subtotal	141.0	166.4	25.3	118.0	25.3	118.0	
Overseas	Americas	185.3	218.2	32.9	117.8	16.3	108.8	•Production Volume 109%
	China	78.4	68.1	△10.2	86.9	△11.3	85.6	•Production Volume 117%
	Asia	111.7	118.4	6.6	105.9	0.3	100.3	•Production Volume 101%
	Europe	30.8	36.0	5.1	116.8	1.1	103.8	•Production Volume 108%
	Subtotal	406.8	440.8	33.9	108.4	6.0	101.5	•Overseas production volume 110%
Elimination		△ 127.1	△ 154.1	△27.0				<Forex> FY 2023 FY 2024
Consolidated		635.4	714.9	79.4	112.5	51.4	108.1	US Dollar ¥136.8 ¥143.8
								Chinese Yuan ¥19.8 ¥20.0

※Items of overseas (Americas): NAL, Mexico and Brazil (Europe): KEL and KCZ (China): Guangzhou, Hubei and Fuzhou: (Asia): Thailand, Indonesia, Ta Yih, IJL and Malaysia

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

(2/3)

(¥ billion, ratio:%)

	FY2023 (Apr. to Dec. 2022)		FY2024 (Apr. to Dec. 2023)		YoY	
Net sales (Constant Forex)	635.4	100.0	714.9 (686.9)	100.0	79.4 (51.4)	112.5 (108.1)
Cost of sales	567.5	89.3	628.8	87.9	61.2	
Gross profit	67.9	10.7	86.1	12.1	18.2	126.8
Selling, general and administrative expenses	35.7	5.6	37.6	5.3	1.8	
Operating income	32.1	5.1	48.5	6.8	16.3	151.0
Non-operating income and loss	0.7	0.1	4.6	0.6	3.8	
Recurring profit	32.9	5.2	53.1	7.4	20.2	161.5
Extraordinary gains and losses	3.4	0.5	0.0	0.0	△3.3	
Income before income taxes	36.3	5.7	53.2	7.4	16.8	146.5
Net income	21.6	3.4	36.7	5.1	15.0	169.4

- Gain on sales of Yokohama Plant : 11.9
- Loss on valuation of investment securities (Cepton, Inc.) : △7.1



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

(3/3)

(¥ billion, ratio:%)

		FY2023		FY2024		Change		Constant Forex	
KOITO MANUFACTURING	Net sales	214.6		261.8		47.1	122.0	47.1	122.0
	Operating income	8.7	4.1	19.3	7.4	10.6	221.9	10.6	221.9
Domestic subsidiaries	Net sales	141.0		166.4		25.3	118.0	25.3	118.0
	Operating income	1.8	1.3	5.6	3.4	3.8	306.7	3.8	306.7
Americas	Net sales	185.3		218.2		32.9	117.8	16.3	108.8
	Operating income	△0.0	—	3.7	1.7	3.7	—	3.0	—
China	Net sales	78.4		68.1		△10.2	86.9	△11.3	85.6
	Operating income	3.7	4.7	△0.5	—	△4.2	—	△4.1	—
Asia	Net sales	111.7		118.4		6.6	105.9	0.3	100.3
	Operating income	11.0	9.9	11.5	9.7	0.4	104.0	△0.2	97.9
Europe	Net sales	30.8		36.0		5.1	116.8	1.1	103.8
	Operating income	△0.6	—	0.7	2.0	1.3	—	1.3	—
Overseas	Net sales	406.8		440.8		33.9	108.4	6.0	101.5
	Operating income	14.3	3.5	15.4	3.5	1.0	107.5	△0.3	97.5
Elimination	Net sales	△127.1		△154.1		△27.0	—	△27.0	—
	Operating income	7.2	—	8.1	—	0.8	112.3	0.8	112.3
Consolidated	Net sales	635.4		714.9		79.4	112.5	51.4	108.1
	Operating income	32.1	5.1	48.5	6.8	16.3	151.0	14.9	146.5

※ The total number of domestic and overseas doesn't eliminate inter-segment sales and income.



【Disclaimer with Respect to Forward-looking Statements】

This presentation contains forward-looking statements concerning KOITO MANUFACTURING CO., LTD. and its consolidated subsidiaries' future plans, strategies and performance. These forward-looking statements are not historical facts; rather they represent assumptions and beliefs based on economic, financial and competitive data currently available.

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 expectations.