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Koito

3rd Quarter of Fiscal 2024 Earnings Release Conference



February 4, 2025
KOITO MANUFACTURING CO., LTD.

Year Ending March 31, 2025 (FY2024) Financial Results of the 3rd Quarter

(1) FY2024 3rd Quarter: Consolidated Net Sales
(Compared to the FY2023 3rd Quarter)



(¥ billion)

		FY2023 3Q (23/4~23/12)	FY2024 3Q (24/4~24/12)	YoY		Constant Forex		Remarks
				Change	Ratio	Change	Ratio	
KOITO MANUFACTURING (KMC)		261.8	240.4	△21.3	92%	△21.3	92%	Domestic automobile production volume 93% (of which, Toyota's volume 93%)
Japan	KOITO Group	138.2	127.4	△10.7	92%	△10.7	92%	
	KOITO ELECTRIC,etc.	28.1	30.1	+2.0	107%	+2.0	107%	
	Subtotal	166.4	157.6	△8.7	95%	△8.7	95%	
Overseas*	Americas	218.2	229.2	+10.9	105%	+3.4	102%	Production volume 100%
	China	68.1	54.2	△13.8	80%	△17.1	75%	Production volume 103%
	Asia	118.4	115.7	△2.6	98%	△8.2	93%	Production volume 96%
	Europe	36.0	27.4	△8.6	76%	△9.6	73%	Production volume 93%
	Subtotal	440.8	426.6	△14.2	97%	△31.5	93%	Overseas production volume 99%
Elimination		△154.1	△149.5	+4.6		+4.6		<Forex Rate> FY2023 3Q FY2024 3Q
Consolidated		714.9	675.1	△39.7	94%	△57.0	92%	US\$ 143.8 yen 153.0 yen Chinese Yuan 20.0 yen 21.2 yen

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

(2) FY2024 3rd Quarter: Consolidated Statements of Income

(Compared to the FY2023 3rd Quarter)



(¥ billion)

	FY2023 3Q (23/4~23/12)	FY2024 3Q (24/4~24/12)	YoY	
			Change	Ratio
Net sales	714.9	675.1	△39.7	94%
(Constant Forex)		(657.9)	(△57.0)	(92%)
Cost of sales	628.8	607.3	△21.4	
Gross profit	86.1	67.8	△18.3	79%
Selling, general and administrative expenses	37.6	37.7	+0.0	
Operating income	48.5	30.1	△18.4	62%
(Operating income margin)	(6.8%)	(4.5%)		
Non-operating income and loss	4.6	4.0	△0.5	
Recurring profit	53.1	34.2	△18.9	64%
Extraordinary gain and loss	0.0	11.3	+11.2	
Income before income taxes	53.2	45.5	△7.6	86%
Net income	36.7	29.2	△7.4	80%

(3) FY2024 3rd Quarter: Consolidated Statements of Income by Segments (Compared to the FY2023 3rd Quarter)



(¥ billion)

		FY2023 3Q (23/4~23/12)	FY2024 3Q (24/4~24/12)	YoY		Constant Forex	
				Change	Ratio	Change	Ratio
KOITO MANUFACTURING	Net Sales	261.8	240.4	△21.3	92%	△21.3	92%
	Operating income	19.3	3.1	△16.1	16%	△16.1	16%
Domestic subsidiaries	Net Sales	166.4	157.6	△8.7	95%	△8.7	95%
	Operating income	5.6	5.4	△0.1	97%	△0.1	97%
Americas	Net Sales	218.2	229.2	+10.9	105%	+3.4	102%
	Operating income	3.7	4.7	+0.9	126%	+1.3	137%
China	Net Sales	68.1	54.2	△13.8	80%	△17.1	75%
	Operating income	△0.5	△1.3	△0.8	-	△0.7	-
Asia	Net Sales	118.4	115.7	△2.6	98%	△8.2	93%
	Operating income	11.5	11.2	△0.2	97%	△0.8	92%
Europe	Net Sales	36.0	27.4	△8.6	76%	△9.6	73%
	Operating income	0.7	△0.5	△1.2	-	△1.2	-
Overseas	Net Sales	440.8	426.6	△14.2	97%	△31.5	93%
	Operating income	15.4	13.9	△1.4	91%	△1.5	90%
Elimination	Net Sales	△154.1	△149.5	+4.6		+4.6	
	Operating income	8.1	7.5	△0.5		△0.5	
Total	Net Sales	714.9	675.1	△39.7	94%	△57.0	92%
	Operating income	48.5	30.1	△18.4	62%	△18.5	62%

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.