

# **I . Financial Results for FY2024 Year Ended March 31, 2025**

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(1)FY2024: Consolidated Net Sales  
(Compared to the previous fiscal year)



(¥ billion)

		FY2023	FY2024	YoY		Constant Forex		Remarks
		(23/4~24/3)	(24/4~25/3)	Change	Ratio	Change	Ratio	
KOITO MANUFACTURING (KMC)		341.2	324.0	△17.2	95%	△17.2	95%	Domestic automobile production volume 97% (of which, Toyota's volume 97%)
Japan	KOITO Group	178.8	171.7	△7.0	96%	△7.0	96%	
	KOITO ELECTRIC, etc.	43.8	46.7	+2.9	107%	+2.9	107%	
Subtotal		222.6	218.5	△4.1	98%	△4.1	98%	• Japanese OEMs 78% • Chinese OEMs 123%
Overseas*	Americas	294.3	309.4	+15.1	105%	+11.9	104%	Production volume 98%
	China	88.9	70.6	△18.3	79%	△21.6	76%	Production volume 103%
	Asia	157.3	156.9	△0.4	100%	△6.7	96%	Production volume 97%
	Europe	49.0	36.4	△12.5	74%	△13.4	73%	Production volume 93%
	Subtotal	589.7	573.4	△16.2	97%	△29.9	95%	Overseas production volume 99%
Elimination		△203.4	△199.3	+4.0		+4.0		<Forex Rate> FY2023 FY2024
Consolidated		950.2	916.7	△33.5	96%	△47.2	95%	US\$ ¥145.3 ¥152.6 Chinese Yuan ¥20.2 ¥21.1

\*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: Consolidated Statements of Income

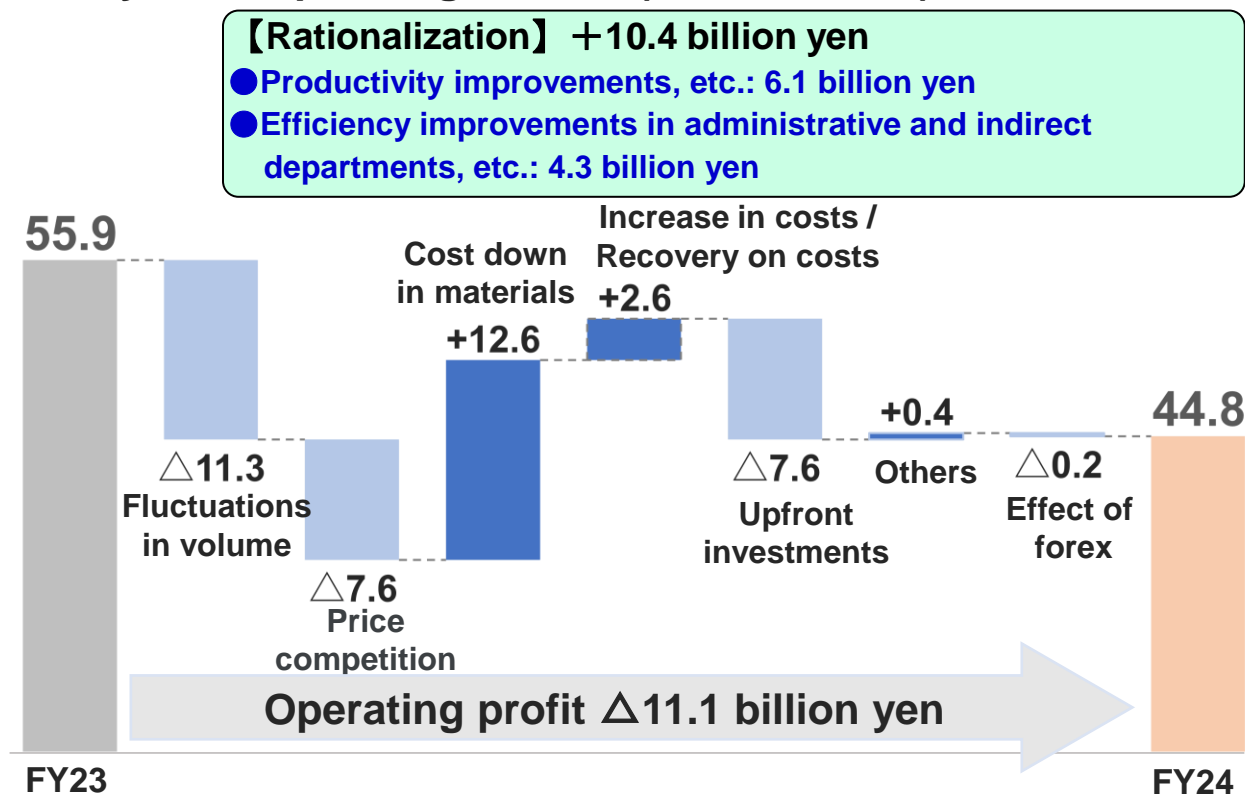
(Compared to the previous fiscal year)



	FY23 (23/4~24/3)	FY24 (24/4~25/3)	YoY	
			Change	Ratio
<b>Net sales</b> (Constant Forex)	<b>950.2</b>	<b>916.7</b> (902.9)	<b>△33.5</b> (△47.2)	<b>96%</b> (95%)
Cost of sales	843.6	820.0	△23.5	
Gross profit	106.6	96.6	△10.0	91%
Selling, general and administrative expenses	50.6	51.7	+1.1	
<b>Operating profit</b> ( Operating profit margin)	<b>55.9</b> (5.9%)	<b>44.8</b> (4.9%)	<b>△11.1</b>	<b>80%</b>
Non-operating profit and loss	7.2	4.2	△2.9	
<b>Recurring profit</b>	<b>63.2</b>	<b>49.1</b>	<b>△14.1</b>	<b>78%</b>
Extraordinary gains and losses	△3.7	15.4	+19.2	
Income before income taxes	59.4	64.5	+5.0	109%
<b>Net income</b>	<b>40.8</b>	<b>46.2</b>	<b>+5.3</b>	<b>113%</b>

### Analysis of operating income (Consolidated)

(¥ billion)



### Analyses of Non-operating Profit and Loss, and Extraordinary Gains and Losses

Non-operating profit and loss △2.9 billion	Foreign exchange loss △3.4 billion yen (Brazil △2.4, etc.) and Interest and dividends received +1.4 billion yen, etc.
Extraordinary gains and losses +19.2 billion	Compensation received 8.6 billion, Profit from consolidation of Cepton 3.8 billion (due to an increase in stock market value from yen depreciation), Gain on sales of investment securities (policy holdings) 0.7 billion (increase from 4.1 to 4.9 billion), and Damage compensation in FY23 5.9 billion, etc.

### (3)FY2024: Statements of Income by Segments

(Compared to the previous fiscal year)



(¥ billion)

		FY23		FY24		YoY		Constant Forex	
		(23/4~24/3)		(24/4~25/3)		Change	Ratio	Change	Ratio
KOITO MANUFACTURING	Net Sales	341.2		324.0		△17.2	95%	△17.2	95%
	Operating profit	18.3	(5.4%)	7.0	(2.2%)	△11.3	38%	△11.3	38%
Domestic subsidiaries	Net Sales	222.6		218.5		△4.1	98%	△4.1	98%
	Operating profit	8.8	(4.0%)	9.2	(4.3%)	+0.3	104%	+0.3	104%
Americas	Net Sales	294.3		309.4		+15.1	105%	+11.9	104%
	Operating profit	2.4	(0.8%)	6.2	(2.0%)	+3.7	251%	+4.6	289%
China	Net Sales	88.9		70.6		△18.3	79%	△21.6	76%
	Operating profit	△0.5	(-)	△1.5	(-)	△0.9	—	△0.8	—
Asia	Net Sales	157.3		156.9		△0.4	100%	△6.7	96%
	Operating profit	15.1	(9.6%)	15.8	(10.1%)	+0.6	105%	+0.0	100%
Europe	Net Sales	49.0		36.4		△12.5	74%	△13.4	73%
	Operating profit	1.3	(2.8%)	△0.8	(-)	△2.1	—	△2.2	—
Overseas	Net Sales	589.7		573.4		△16.2	97%	△29.9	95%
	Operating profit	18.4	(3.1%)	19.6	(3.4%)	+1.2	107%	+1.5	108%
Elimination	Net Sales	△203.4		△199.3		+4.0		+4.0	
	Operating profit	10.2	(-)	8.8	(-)	△1.4		△1.4	
Total	Net Sales	950.2		916.7		△33.5	96%	△47.2	95%
	Operating profit	55.9	(5.9%)	44.8	(4.9%)	△11.1	80%	△10.8	81%

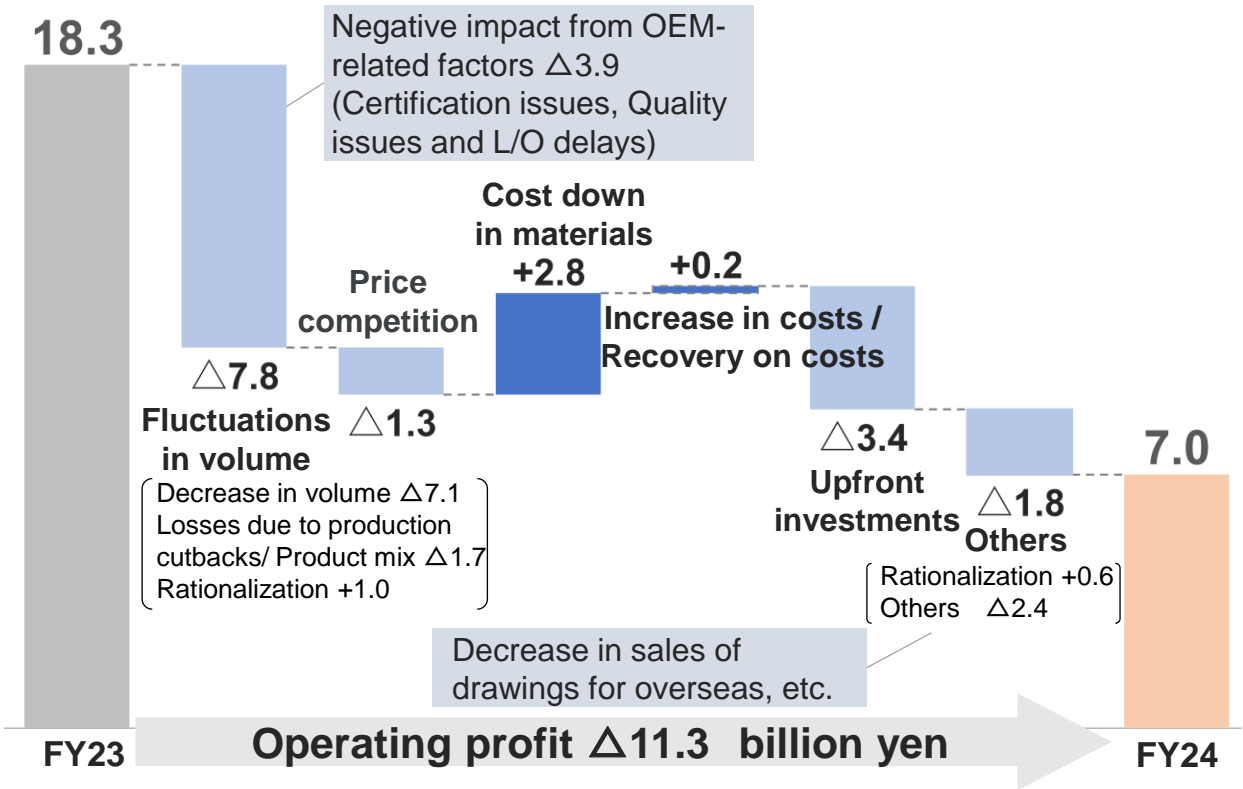
# (4)FY2024: Non-Consolidated Statements of Income

(Compared to the previous fiscal year)



	FY23 (23/4~24/3)	FY24 (24/4~25/3)	YoY	
			Change	Ratio
<b>Net sales</b>	<b>341.2</b>	<b>324.0</b>	<b>△17.2</b>	<b>95%</b>
Cost of sales	298.5	292.9	△5.5	-
Gross profit	42.7	31.0	△11.6	73%
Selling, general and administrative expenses	24.3	24.0	△0.2	-
<b>Operating profit</b>	<b>18.3</b>	<b>7.0</b>	<b>△11.3</b>	<b>38%</b>
( Operating profit margin)	(5.4%)	(2.2%)		
Non-operating profit and loss	21.6	23.1	+1.5	-
<b>Recurring profit</b>	<b>40.0</b>	<b>30.1</b>	<b>△9.8</b>	<b>75%</b>
Extraordinary gains and losses	△5.5	11.5	+17.1	-
Income before income taxes	34.4	41.7	+7.2	121%
<b>Net income</b>	<b>26.0</b>	<b>38.4</b>	<b>+12.4</b>	<b>148%</b>

## Analysis of operating profit (Non-Consolidated)



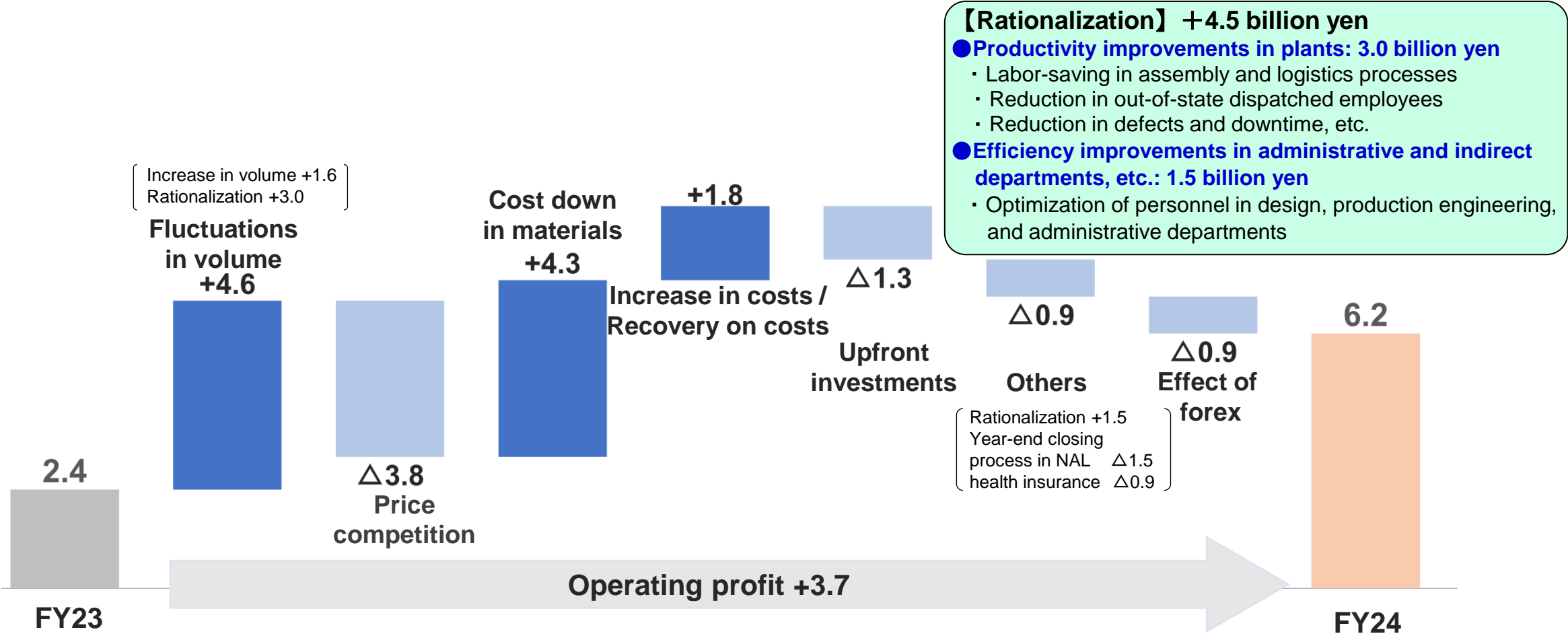
## Analyses of Non-operating profit and loss, and Extraordinary gains and losses

Non-operating income and loss +1.5 billion	Interest and dividends received, etc.
Extraordinary gains and losses +17.1 billion	Compensation received 8.6 billion, Gain on sales of investment securities (policy holdings) 0.7 billion (increase from 4.1 to 4.9 billion), and Damage compensation in FY23 5.9 billion, etc.

(5)FY2024: Statements of Income of Americas  
(Compared to the previous fiscal year)



(¥ billion)



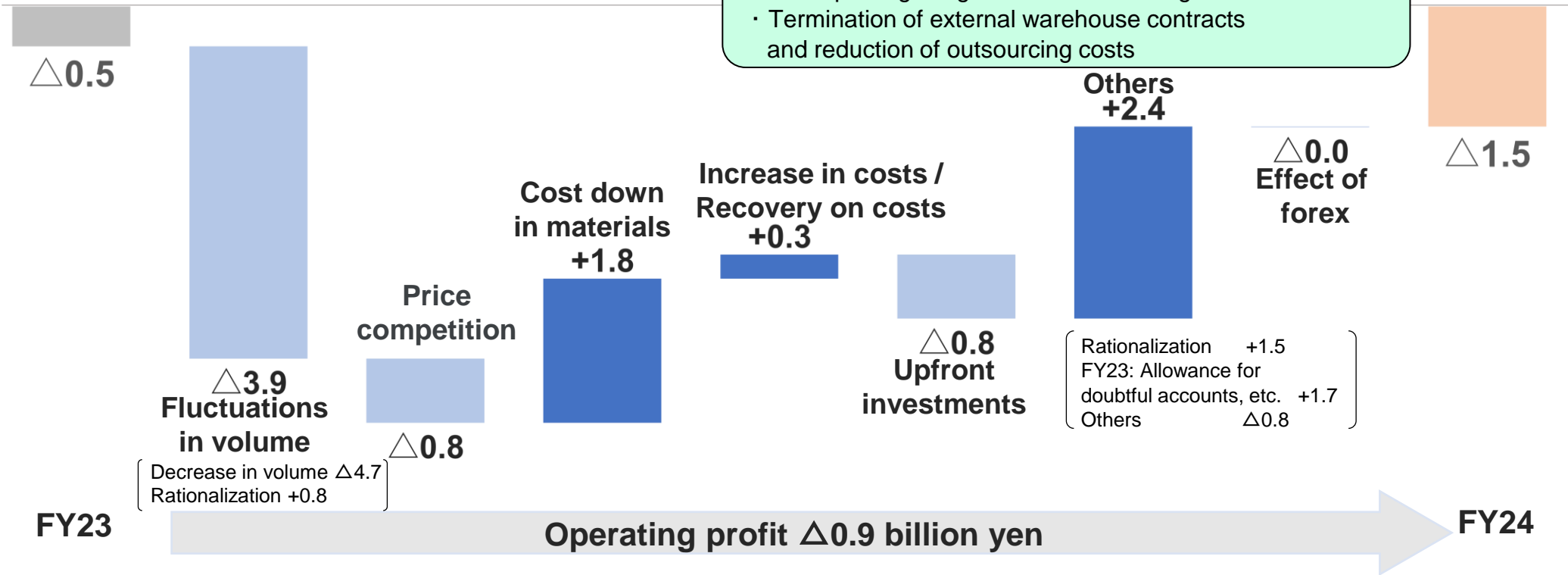
	FY23 (23/4~24/3)	FY24 (24/4~25/3)	YoY		Constant Forex	
			Change	Ratio	Change	Ratio
Net sales	294.3	309.4	+15.1	105%	+11.9	104%
Operating profit ( Operating profit margin)	2.4 (0.8%)	6.2 (2.0%)	+3.7	251%	+4.6	289%

(6)FY2024: Statements of Income of China

(Compared to the previous fiscal year)



(¥ billion)

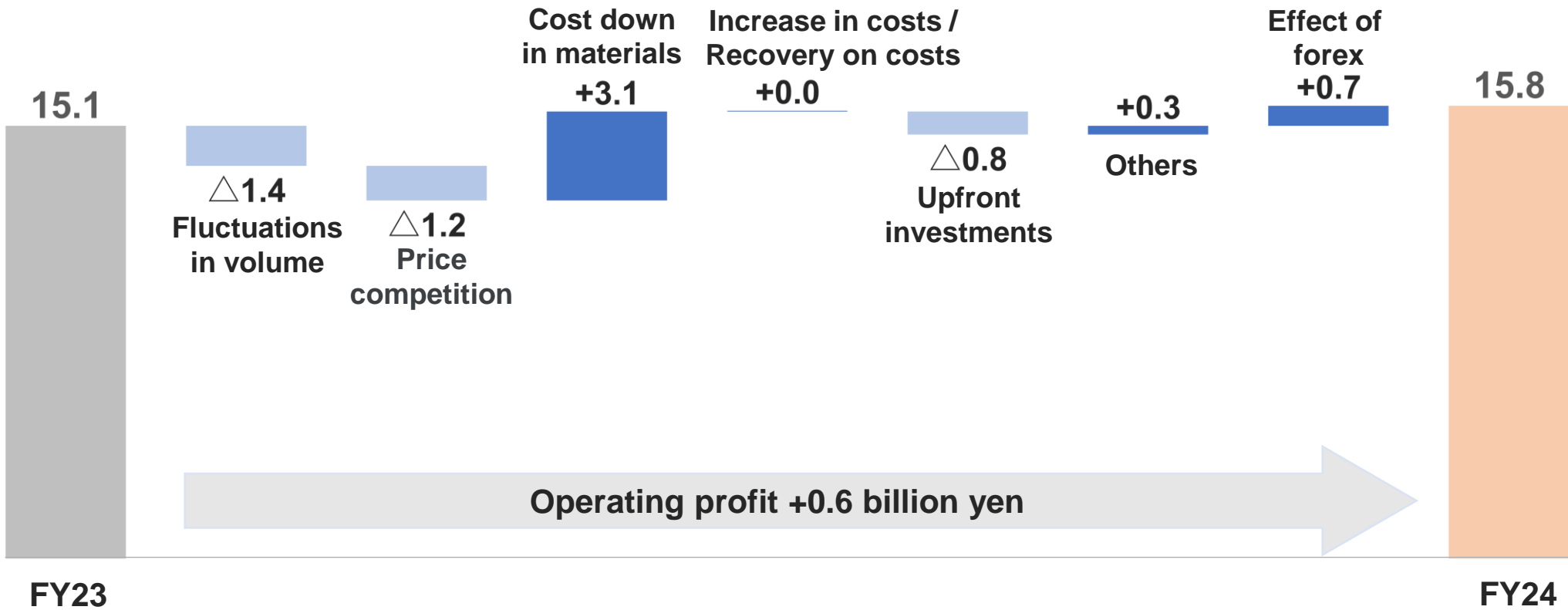


	FY23 (23/4~24/3)	FY24 (24/4~25/3)	YoY		Constant Forex	
			Change	Ratio	Change	Ratio
Net sales	88.9	70.6	$\Delta 18.3$	79%	$\Delta 21.6$	76%
Operating profit ( Operating profit margin)	$\Delta 0.5$ —	$\Delta 1.5$ —	$\Delta 0.9$	—	$\Delta 0.8$	—

(7)FY2024: Statements of Income of Asia  
(Compared to the previous fiscal year)



(¥ billion)



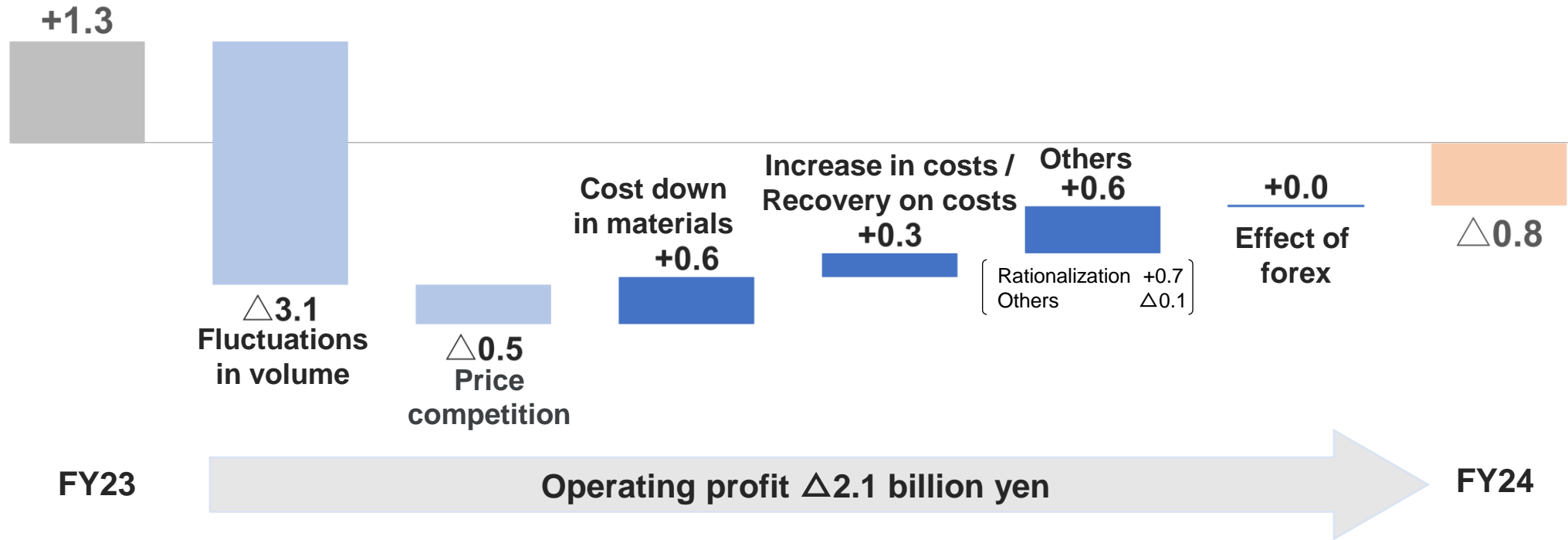
	FY23 (23/4~24/3)	FY24 (24/4~25/3)	YoY		Constant Forex	
			Change	Ratio	Change	Ratio
Net sales	157.3	156.9	△0.4	100%	△6.7	96%
Operating profit ( Operating profit margin)	15.1 (9.6%)	15.8 (10.1%)	+0.6	105%	+0.0	100%



(8)FY2024: Statements of Income of Europe  
(Compared to the previous fiscal year)



(¥ billion)



	FY23 (23/4~24/3)	FY24 (24/4~25/3)	YoY		Constant Forex	
			Change	Ratio	Change	Ratio
Net sales	49.0	36.4	Δ12.5	74%	Δ13.4	73%
Operating profit ( Operating profit margin)	1.3 (2.8%)	Δ 0.8 —	Δ2.1	—	Δ2.2	—

# (9)FY2024: Consolidated Statements of Income by Segments



(Compared to the previous forecast)

(¥ billion)

		Forecast(announced on Jun.30)		Result		YoY		Constant Forex	
		(24/4~25/3)		(24/4~25/3)		Change	Ratio	Change	Ratio
KOITO MANUFACTURING	Net Sales	326.0		324.0		△1.9	99%	△1.9	99%
	Operating profit	5.0	(1.5%)	7.0	(2.2%)	+2.0	141%	+2.0	141%
Domestic subsidiaries	Net Sales	214.6		218.5		+3.9	102%	+3.9	102%
	Operating profit	7.8	(6.6%)	9.2	(4.3%)	+1.4	119%	+1.4	119%
Americas	Net Sales	309.5		309.4		+0.0	100%	△0.2	100%
	Operating profit	8.8	(2.8%)	6.2	(2.0%)	△2.5	71%	△2.3	73%
China	Net Sales	66.1		70.6		+4.5	107%	+3.5	105%
	Operating profit	△1.2	(-)	△1.5	(-)	△0.3	—	△0.3	—
Asia	Net Sales	155.0		156.9		+1.9	101%	+2.3	101%
	Operating profit	14.2	(9.2%)	15.8	(10.1%)	+1.6	111%	+1.7	112%
Europe	Net Sales	35.8		36.4		+0.6	102%	+0.6	102%
	Operating profit	△0.9	(-)	△0.8	(-)	+0.0	—	+0.0	—
Overseas	Net Sales	566.4		573.4		+7.0	101%	+6.3	101%
	Operating profit	20.9	(3.7%)	19.6	(3.4%)	△1.2	94%	△0.8	96%
Elimination	Net Sales	△195.0		△199.3		△4.3	—	△4.3	
	Operating profit	9.3	(-)	8.8	(-)	△0.4	—	△0.4	
Total	Net Sales	912.0		916.7		+4.7	101%	+3.9	100%
	Operating profit	43.0	(5.4%)	44.8	(4.9%)	+1.8	104%	+2.1	105%