

Earnings Results Presentation

FY2024 1Q (111th term)



Aug 9, 2024

Futaba Industrial Co., Ltd.

FUTABA



1. FY2024 1Q Financial Results

2. FY2024 Forecast

Appendix

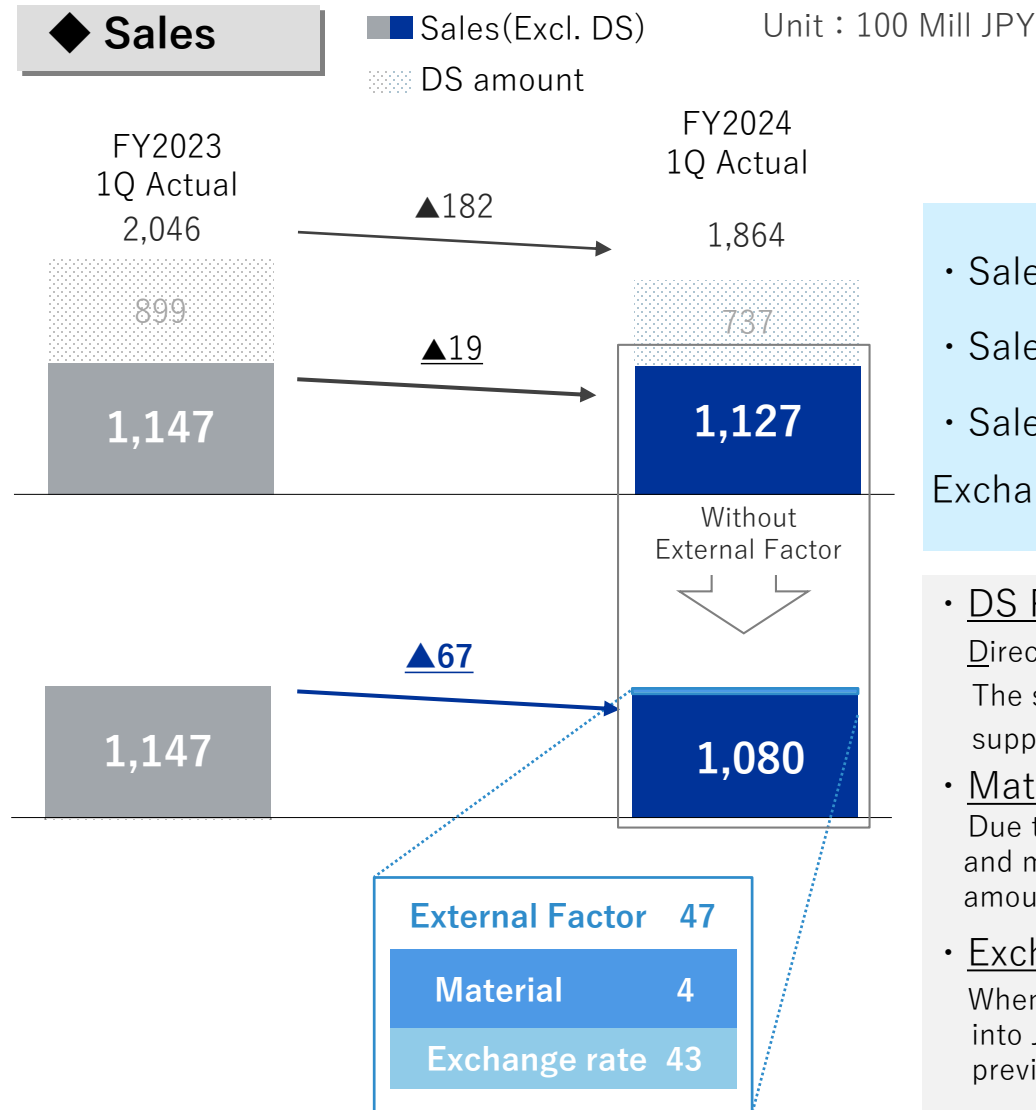
〈Consolidated〉 PL Summary

Unit: Mill JPY

	FY2024 1Q	FY2023 1Q	Diff	Diff Ratio
Sales [Incl.DS]	186,453	204,673	▲18,220	▲8.9%
Sales [Excl.DS]	112,744	114,722	▲1,977	▲1.7%
Operating Profit	3,614 (1.9%) (3.2%)	4,729 (2.3%) (4.1%)	▲1,115	▲23.6%
Ordinary Profit	3,992 (2.1%) (3.5%)	4,865 (2.4%) (4.2%)	▲873	▲18.0%
Profit attributable to owners of parent	2,371 (1.3%) (2.1%)	3,074 (1.5%) (2.7%)	▲702	▲22.9%

The figure in () shows profit/sales ratio Upper row: Incl. DS Lower row: Excl. DS

Exchange rate (1 USD)	155.9 JPY	137.4 JPY	+18.5 JPY
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- Sales including DS parts : ▲182
- Sales excluding DS parts : ▲19
- Sales excluding external factor(Material & Exchange Rate) : ▲67 <▲5.8%>

- DS Parts?
Direct Supply Parts. It is the parts supplied by customers. The selling price including DS parts includes values of parts supplied by customers. No Profit Impact
- Material Impact?
 Due to changes in market, Unit purchase prices of materials and material cost in sales prices fluctuate by the same amount. No Profit Impact
- Exchange rate Impact?
 When converting the financial figure of overseas subsidiaries into JPY, the differences in exchange rates between the previous year and the current year affects the sales amount.

Unit: Mill JPY

		FY2024 1Q	FY2023 1Q	Diff	Diff Ratio
Japan	Sales [Excl.DS]	50,612	56,866	▲6,253	▲11.0%
	Operating Profit	808 (1.6%)	2,706 (4.8%)	▲1,897	▲70.1%
NA	Sales [Excl.DS]	35,858	27,536	+8,321	+30.2%
	Operating Profit	1,461 (4.1%)	323 (1.2%)	+1,137	+351.5%
Europe	Sales [Excl.DS]	10,291	10,666	▲375	▲3.5%
	Operating Profit	452 (4.4%)	467 (4.4%)	▲14	▲3.2%
China	Sales [Excl.DS]	13,637	17,355	▲3,718	▲21.4%
	Operating Profit	294 (2.2%)	611 (3.5%)	▲316	▲51.7%
Asia	Sales [Excl.DS]	4,813	4,435	+378	+8.5%
	Operating Profit	571 (11.9%)	485 (11.0%)	+85	+17.6%
Consolidated Adjustment	Sales [Excl.DS]	▲2,469	▲2,138	▲330	
	Operating Profit	25	134	▲109	
Total	Sales [Excl.DS]	112,744	114,722	▲1,977	▲1.7%
	Operating Profit	3,614 (3.2%)	4,729 (4.1%)	▲1,115	▲23.6%

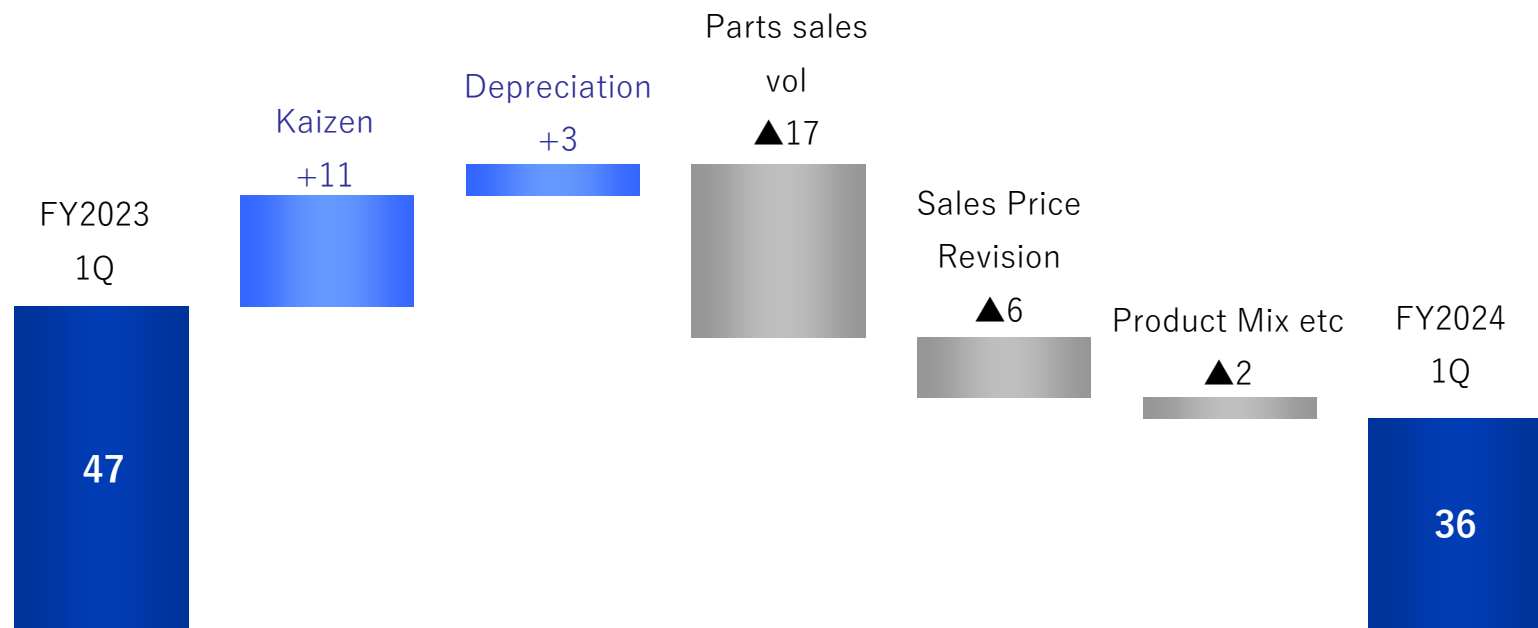
The figure in () shows profit/sales ratio

〈Consolidated〉 OP Flux Analysis FY24 1Q vs FY23 1Q

GAP Total **▲11** (47 → 36)

Unit : 100 Mill JPY

■ Favorable
■ Unfavorable



	FY2023 1Q	Kaizen	Depreciation	Parts sales vol	Sales Price Revision	Product Mix etc	FY2024 1Q	Diff
JPN	27	+4	0	▲16	▲2	▲8	8	▲19
NA	3	+3	+2	+8	▲1	▲2	15	+11
EUR	5	+1	0	▲2	▲1	+2	5	▲0
CHN	6	+3	+1	▲7	▲2	+7	3	▲3
Asia	5	0	0	0	0	0	6	+1
	<u>47</u>						<u>36</u>	<u>▲11</u>

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〈Cosolidated〉 FY2024 Forecast

Unit : 100 Mill JPY

	FY2024 Forecast		FY2023	Diff	Diff Ratio
Sales [Incl.DS]	7,400		7,958	▲558	▲7.0%
Sales [Excl.DS]	4,450		4,496	▲46	▲1.0%
Operating Profit	160 (2.2%) (3.6%)		192 (2.4%) (4.3%)	▲32	▲16.7%
Ordinary Profit	150 (2.0%) (3.4%)		184 (2.3%) (4.1%)	▲34	▲18.9%
Profit attributable to owners of parent	120 (1.6%) (2.7%)		128 (1.6%) (2.9%)	▲8	▲6.5%
Exchange rate (1 USD)	145.0 JPY		144.6 JPY	▲0.4 JPY	

The figure in () shows profit/sales ratio Upper row: Incl. DS Lower row: Excl. DS

Unit : 100 Mill JPY

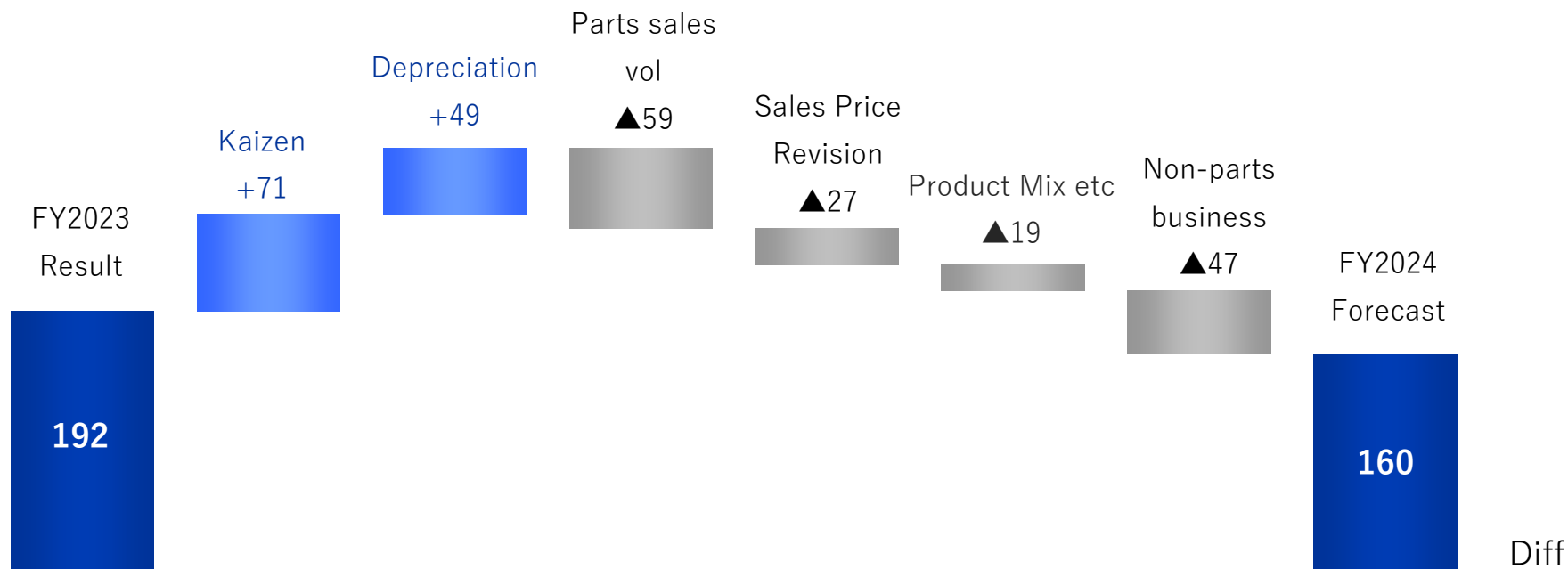
		FY2024 Forecast	FY2023	Diff	Diff Ratio
Japan	Sales [Excl.DS]	2,195	2,255	▲60	▲2.7%
	Operating Profit	78 (3.6%)	98 (4.3%)	▲20	▲20.4%
NA	Sales [Excl.DS]	1,310	1,111	+198	+17.8%
	Operating Profit	46 (3.5%)	34 (3.1%)	+11	+31.8%
Europe	Sales [Excl.DS]	365	412	▲47	▲11.4%
	Operating Profit	4 (1.1%)	20 (5.0%)	▲16	▲80.7%
China	Sales [Excl.DS]	510	641	▲131	▲20.5%
	Operating Profit	13 (2.5%)	22 (3.5%)	▲9	▲41.3%
Asia	Sales [Excl.DS]	210	166	+43	+25.9%
	Operating Profit	19 (9.0%)	14 (8.6%)	+4	+32.2%
Consolidated Adjustment	Sales [Excl.DS]	▲140	▲91	▲48	
	Operating Profit	0	1	▲1	
Total	Sales [Excl.DS]	4,450	4,496	▲46	▲1.0%
	Operating Profit	160 (3.6%)	192 (4.3%)	▲32	▲16.7%

The figure in () shows profit/sales ratio

〈Consolidated〉 OP Flux Analysis FY24 total vs FY23 total

Gap Total ▲32 (192 → 160)

Unit : 100 Mill JPY



	FY2023 Result	Kaizen	Depreciation	Parts sales vol	Sales Price Revision	Product Mix etc	Non-parts business	FY2024 Forecast	Diff
JPN	98	+ 17	+ 33	▲ 15	▲ 10	▲18	▲ 27	78	▲ 20
NA	34	+ 22	+ 9	▲ 5	▲ 5	▲7	▲ 3	46	+ 11
EUR	20	+ 6	+ 2	▲ 18	▲ 2	▲4	▲ 1	4	▲ 16
CHN	22	+ 22	+ 8	▲ 21	▲ 10	+9	▲ 17	13	▲ 9
Asia	14	+ 4	▲ 1	0	0	+1	+ 1	19	+ 4
	<u>192</u>							<u>160</u>	<u>▲ 32</u>

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〈Consolidated〉 Sales by customer

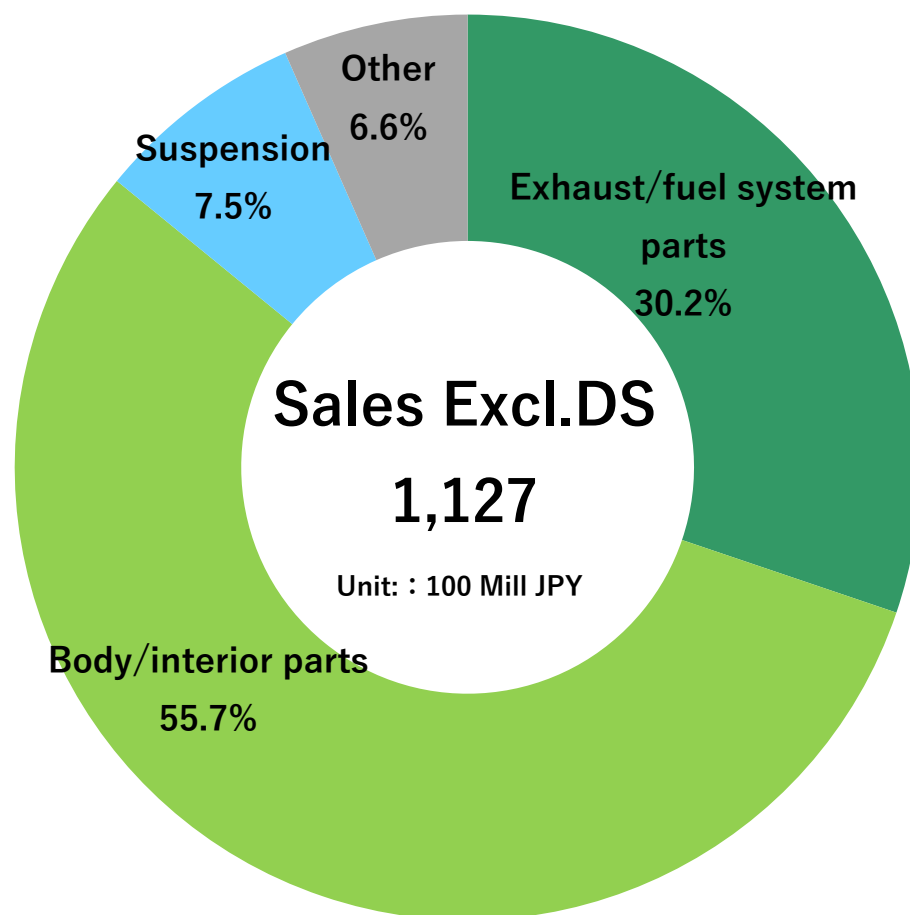
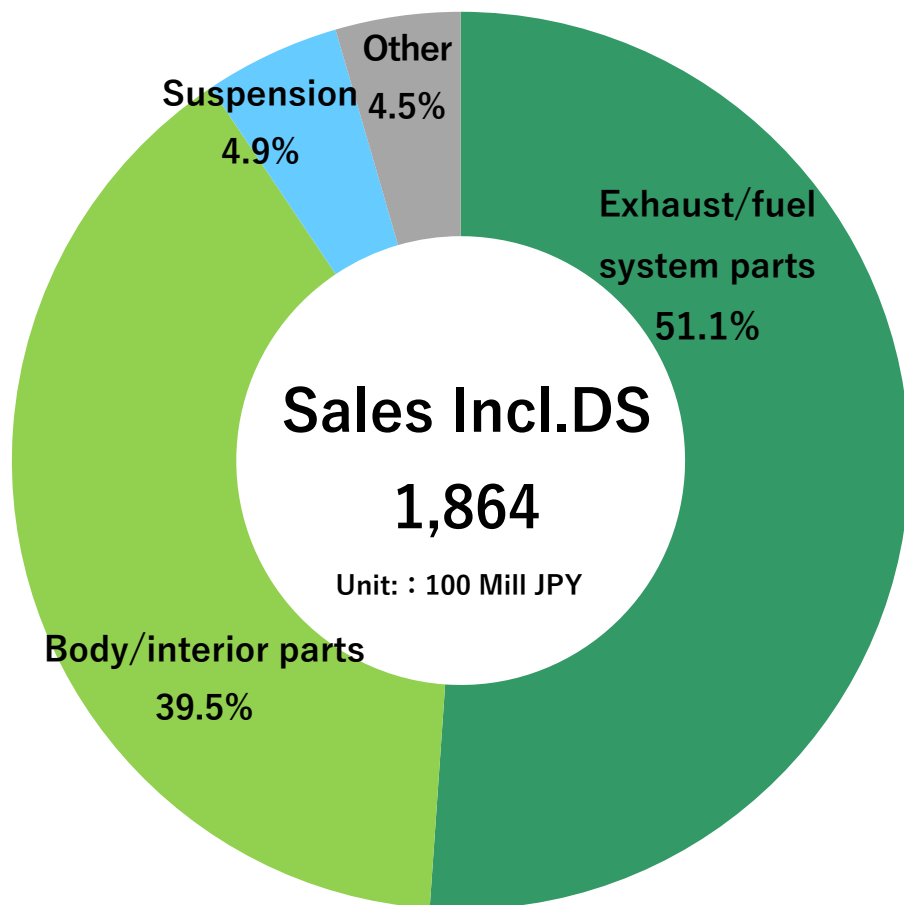
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The figure in () shows profit /sales ratio Unit : 100Mill JPY

Incl.DS	FY2024 1Q		FY2023 1Q		Diff	Diff Ratio
※1Toyota Group	1,546	(82.9%)	1,663	(81.3%)	▲117	▲7.1%
Suzuki	152	(8.1%)	175	(8.6%)	▲23	▲13.3%
Mitsubishi Motors	44	(2.4%)	62	(3.0%)	▲17	▲28.3%
※2 Nissan Group	20	(1.1%)	18	(0.9%)	+1	+6.3%
Honda	19	(1.1%)	20	(1.0%)	▲0	▲4.0%
Other	81	(4.4%)	105	(5.2%)	▲24	▲22.7%
Total	1,864	(100.0%)	2,046	(100.0%)	▲182	▲8.9%
Excl.DS						
※1Toyota Group	959	(85.1%)	965	(84.2%)	▲5	▲0.6%
Suzuki	57	(5.1%)	56	(4.9%)	+0	+1.6%
Mitsubishi Motors	25	(2.3%)	27	(2.4%)	▲2	▲9.0%
※2 Nissan Group	15	(1.3%)	14	(1.2%)	+0	+6.2%
Honda	15	(1.4%)	15	(1.3%)	+0	+4.3%
Other	53	(4.8%)	67	(6.0%)	▲13	▲20.4%
Total	1,127	(100.0%)	1,147	(100.0%)	▲19	▲1.7%

※1 Toyota Group includes Daihatsu and Hino Motors, etc.

※2 Nissan Group includes Nissan Shatai



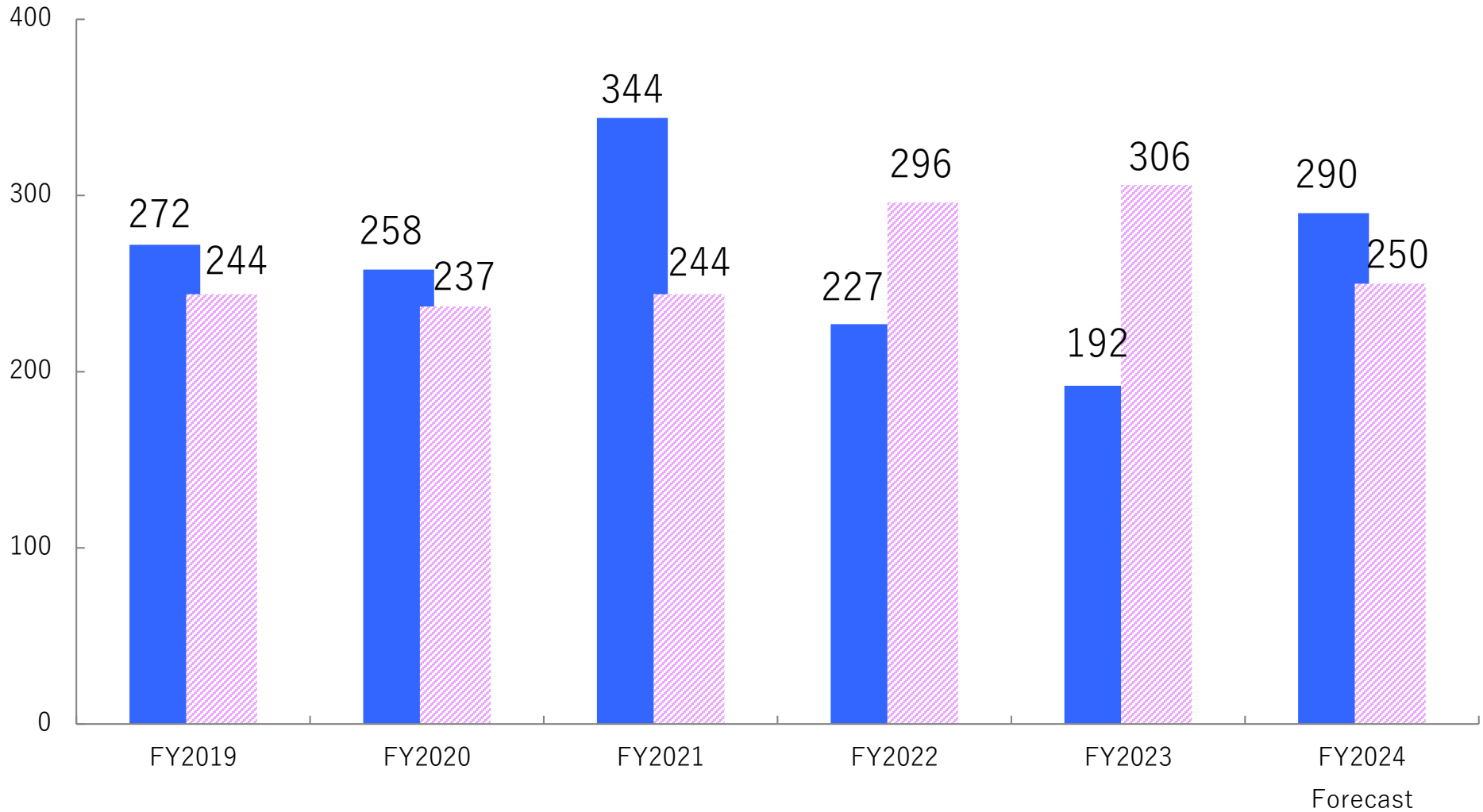
Compare Sales Incl.DS parts to Sales Excl.DS parts

Exhaust and fuel system parts 51.1%→30.2% (▲20.9pt)

Body and Interior parts 39.5%→55.7% (+16.2pt)

Trend in Capital Investment/Depreciation

Unit : 100 Mill JPY ■ Capital Investment ▨ Depreciation



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<https://www.futabasangyo.com/>

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