

# Presentation for the Fiscal Year Ended March 31, 2023

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May 12, 2023

This datum is based on the data as of March 31, 2022. The opinion and forecast described here is based on our judgment at that time and may possibly be changed without notice.

1. Operation results for FY2023
2. FY2024 earning forecast

# 1. Summary of Consolidated Financial Results for Fiscal Year Ended Mar 2023

(Million yen)

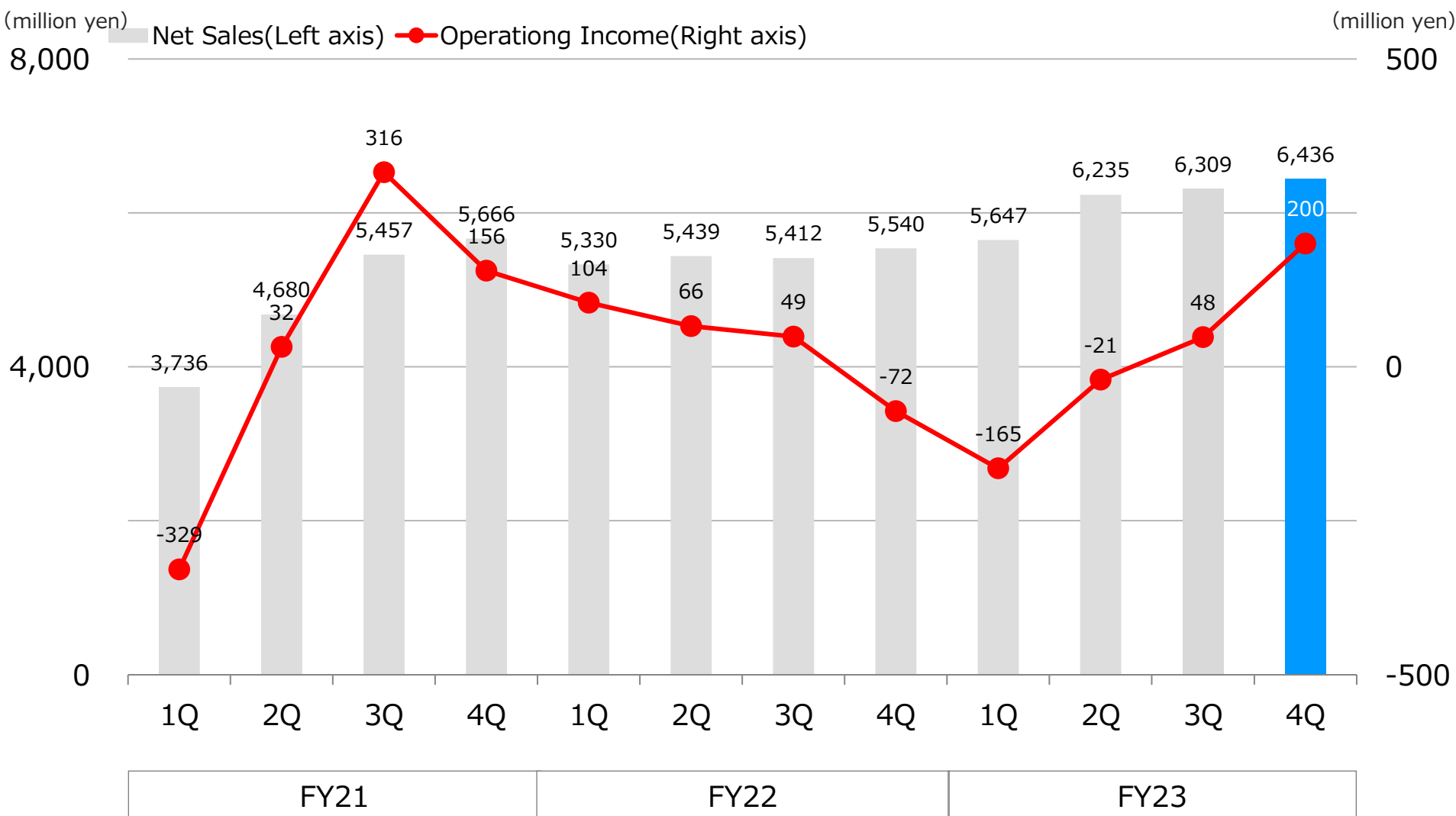
	FY2022	FY2023	Change Amount	Change Ratio
Net Sales	<b>21,722</b>	<b>24,628</b>	<b>2,906</b>	<b>13.4%</b>
Operating Income	<b>148</b>	<b>61</b>	<b>(87)</b>	<b>(58.7%)</b>
(Margin)	<b>0.7%</b>	<b>0.2%</b>	<b>-</b>	<b>-</b>
Ordinary Income	<b>354</b>	<b>585</b>	<b>231</b>	<b>65.1%</b>
Net Income Attribute to owners of parent	<b>(82)</b>	<b>60</b>	<b>142</b>	<b>-</b>

FY2022 : 1 US\$ = 112.9 JPY

FY2023 : 1 US\$ = 135.0 JPY

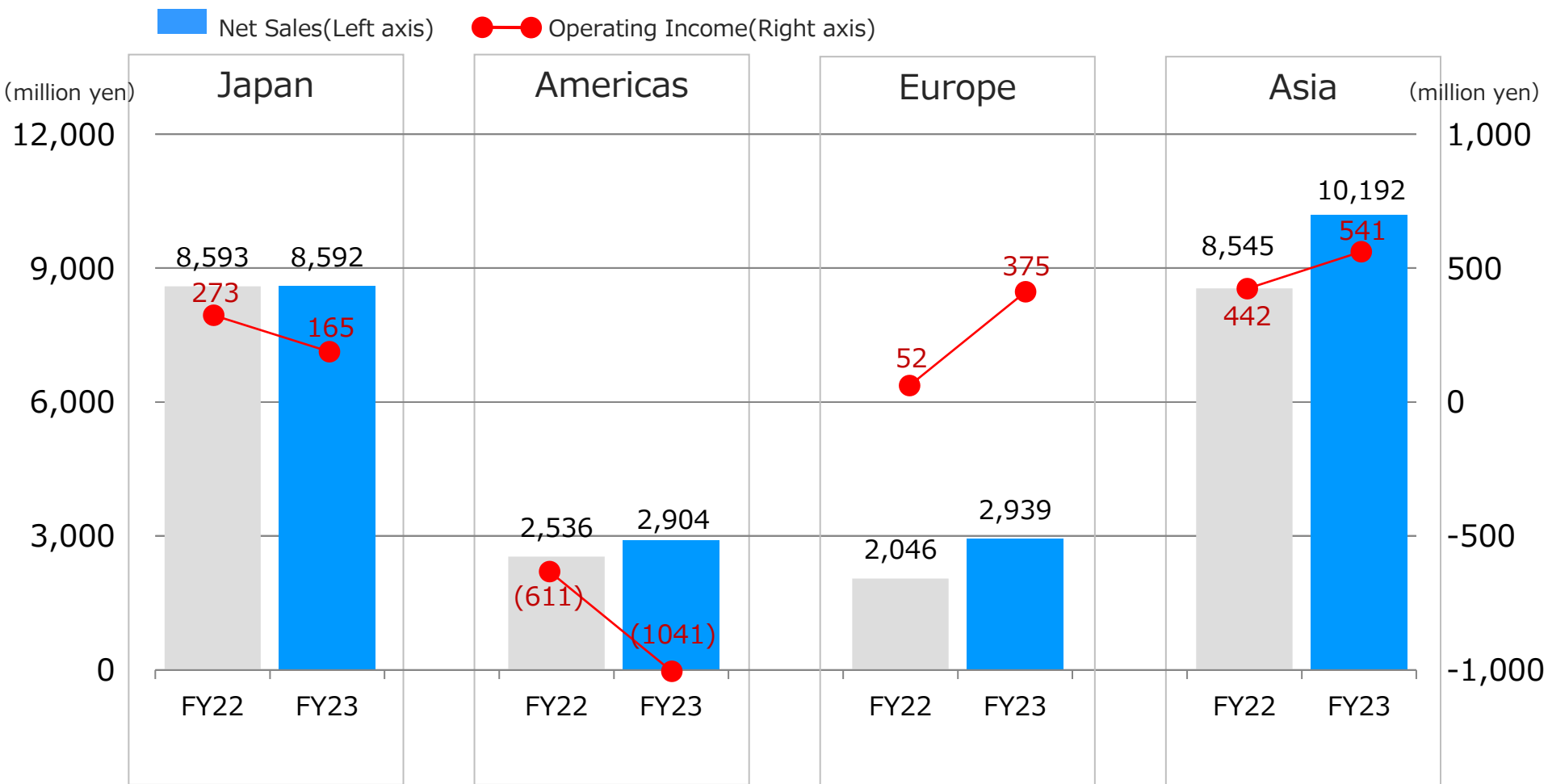
- Despite a series of production adjustments for automobiles, including a shortage of semiconductors, a disruption in the supply chain, and a decline in sales in China, overall sales increased year on year due to the effects of price increases and the weak yen.
- Operating profit declined year on year due to opportunity losses resulting from the aforementioned adjustments to automobile production, as well as rising raw material, energy, and transportation costs, delays operations at the new Tennessee factory and delays improving profitability at the Mexican factory.
- Ordinary income and net income increased year on year, partly due to foreign exchange gains stemming from the depreciation of the yen.

# 1. Quarterly Transition of Sales and Income(Consolidated)



FY2022 : 1 US\$ = 112.9 JPY  
 FY2023 : 1 US\$ = 135.0 JPY

# 1. Quarterly Transition of Sales and Income(Consolidated)



- + Increased sales to Precision components and Industrial M/C
- Production adjustment for Auto
- Raise in materials price
- Raise in Energy cost

- Delay of operation start at Tennessee factory
- Delay of improve at Mexico factory
- Production adjustment for Auto
- Raise in materials price
- Raise in Energy cost

- + Price up for Standard products
- + Increased sales to Aviation
- + Increased sales to Medical
- Raise in materials price
- Raise in Energy cost
- Raise in Salary

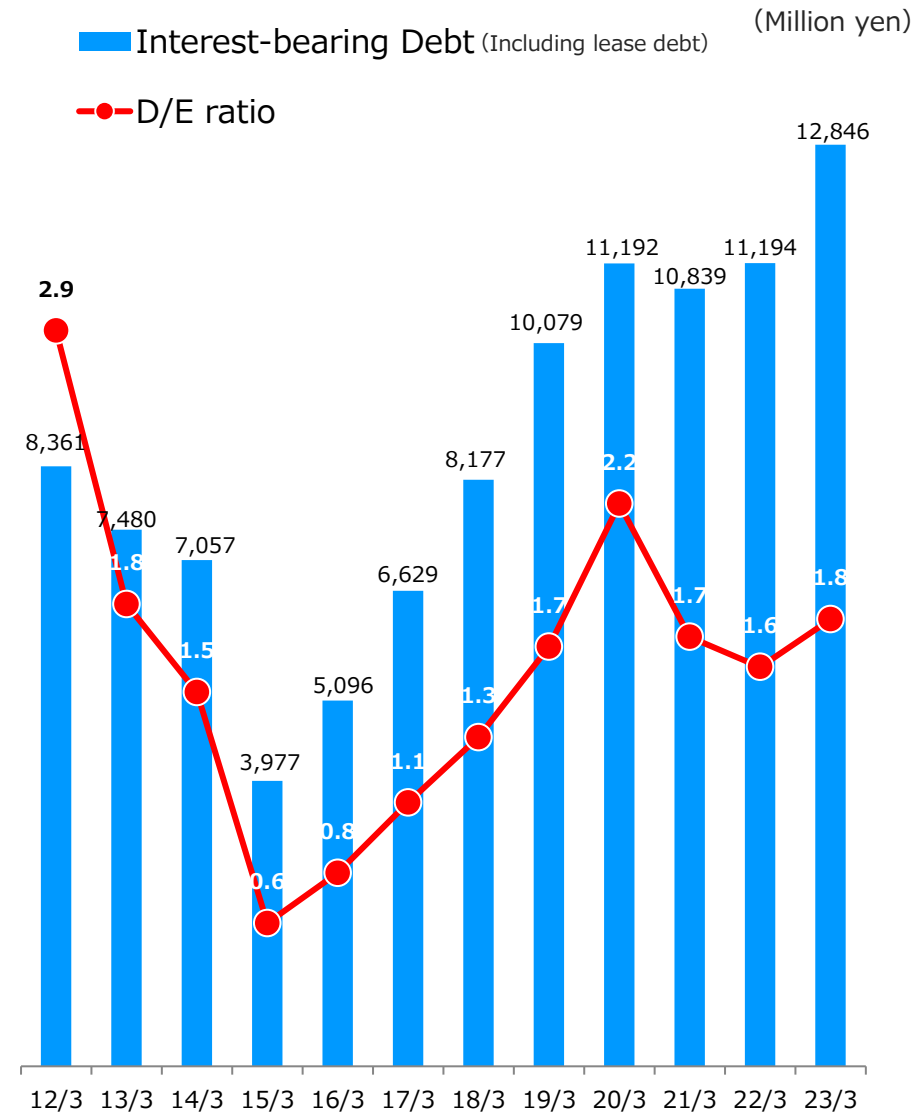
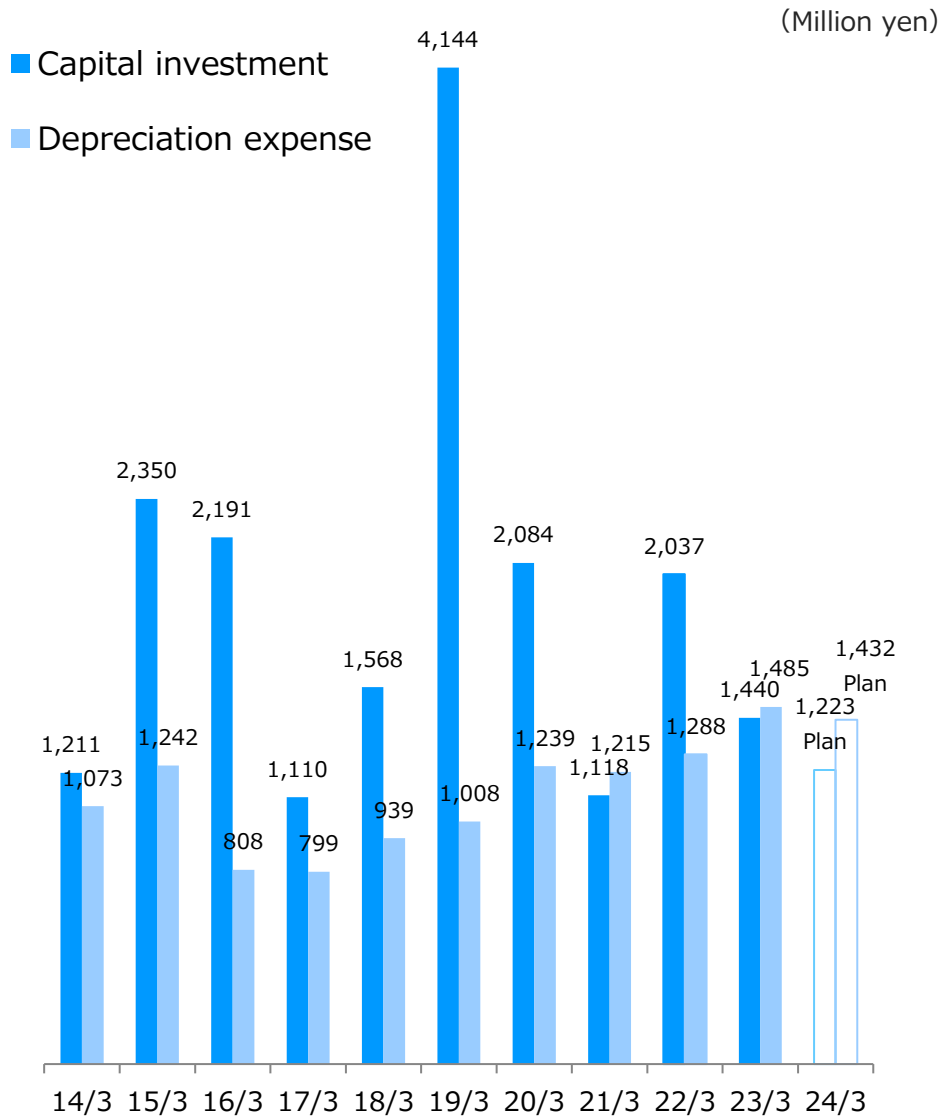
- + Increased sales to Auto
- + Increased sales to OA
- Raise in materials price
- Raise in Energy cost

# 1. Net Sales by Market

(Million Yen)

	FY2022 Net Sales	%	FY2023 Net Sales	%	Amount Change	Ratio Change
Automotive	11,481	52.9%	12,868	52.2%	1,387	12.1%
Medical and Healthcare	2,234	10.3%	3,182	12.9%	948	42.4%
OA equipment	2,373	10.9%	2,647	10.7%	274	11.5%
Aviation	691	3.2%	1,068	4.3%	377	54.6%
Precision component	901	4.1%	881	3.6%	(20)	(2.2%)
Infrastructure and Household	825	3.8%	647	2.6%	(178)	(21.6%)
AV and home appliance	621	2.9%	611	2.5%	(10)	(1.6%)
Information and communication	676	3.1%	390	1.6%	(286)	(42.3%)
Other	1,920	8.8%	2,334	9.5%	414	21.6%
Total	21,722	100.0%	24,628	100.0%	2,906	13.4%

# 1. Capital Investment • Depreciation Expense • Interest-bearing Debt





1. Operation results for FY2023
2. FY2024 earning forecast

## 2. FY2024 earnings forecast

(Million yen)

	FY2023 (Result)	FY2024 (Forecast)	Change Amount	Change Ratio
Net Sales	24,628	25,000	+372	+1.5%
Operating Income	61	400	+339	+552.8%
Operating Income Margin	0.2%	1.6%	-	-
Ordinary Income	585	250	(335)	(57.3%)
Net Income <small>Attribute to owners of parent</small>	60	50	(10)	(16.6%)

(Yen)

Dividend	12	20	+8	-
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Note: the premise of exchange rate is set at ¥130 by 1US\$.

# ADVANEX

## (Contact)

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