

# Summary of Financial Results: 3rd Quarter of FY2024

## **1. FY2024 3Q Financial Overview**

## **2. FY2024 Full-year Forecast**

## Q3 Overview

- Quarterly operating profit margin exceeded 14%.
- Operating profit increased YoY and QoQ due to transfer of subsidiary engaged in business for German customers and the control of variable cost.
- Cumulative operating profit margin exceeded 14%. Both cumulative OP and OP margin are at a record high.

## FY2024 Full-year Forecast

- Sales will decline but profits will increase due to transfer of subsidiary engaged in business for German customers.
- Profits will increase due to the control of variable cost.
- Profits will increase due to the change in USD exchange rate assumption to the actual rate.
- **Dividends increase by 5 yen (75 yen/per share).**

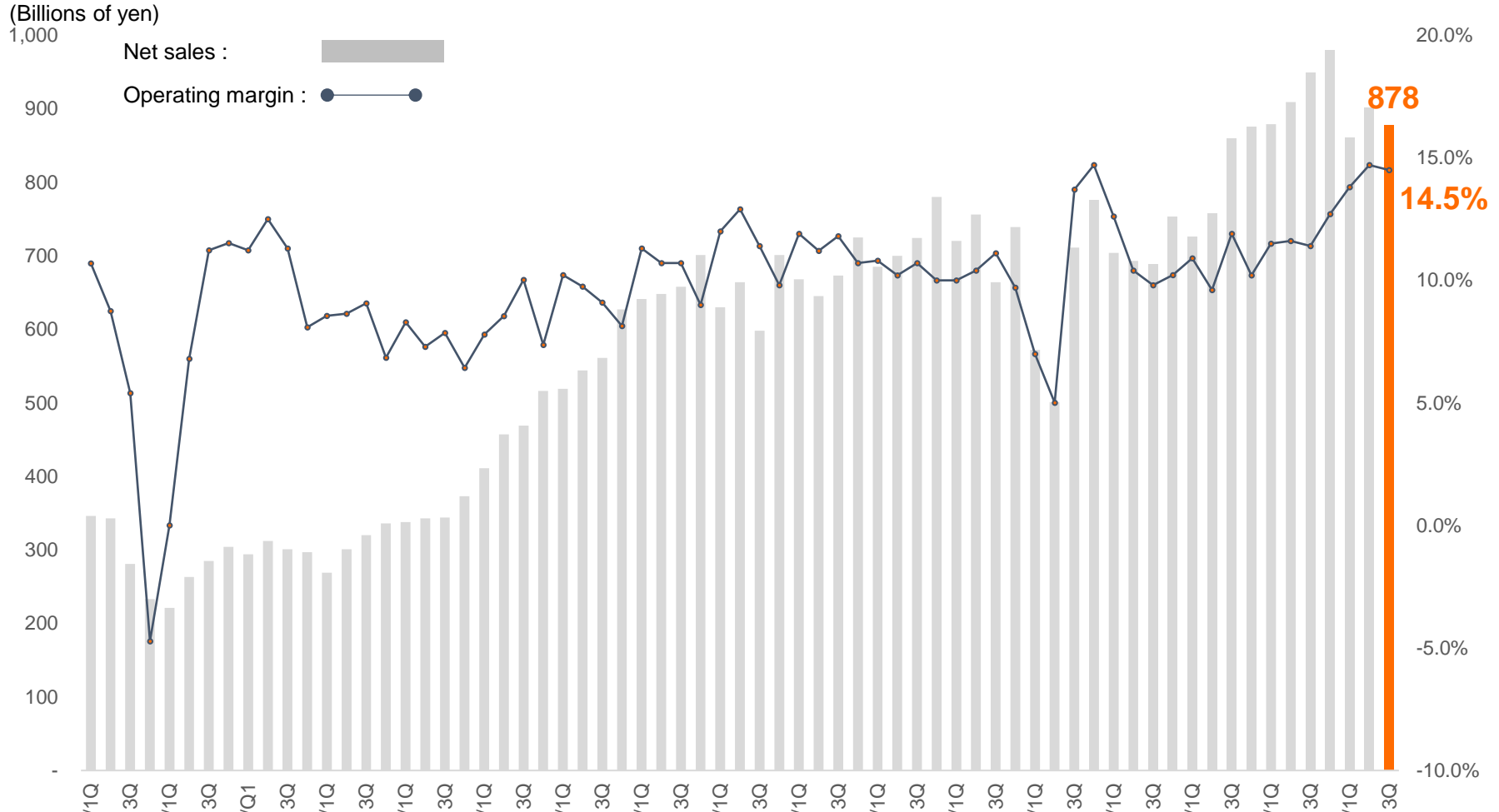
## **1. FY2024 3Q Financial Overview**

## 2. FY2024 Full-year Forecast

# 1. Financial Highlights

## Historical Net Sales and Operating Profit Margin

- Continuing from 2Q, OP margin remained at a high level of 14% because of transfer of subsidiary engaged in business for German customers.



## 2. Overview of FY2024 Q3 Consolidated

# Sales, OP, and OP Margin All Reached their Highest Levels in the Past Year

- OP increased in quarter-on-quarter mainly due to strong business in North America and yen depreciation.
- Net income increased quarter-on-quarter due to the sale of cross-shareholdings.

(JPN)	FY2023		FY2024		
	3Q	1Q	2Q	3Q	YoY
Net Sales	94.9bn	86.1bn	90.1bn	<b>87.8bn</b>	-7.5%
Operating profit	10.8bn	11.8bn	13.2bn	<b>12.7bn</b>	+17.5%
OP margin	11.4%	13.8%	14.7%	<b>14.5%</b>	+3.1pts
Net income <sup>1)</sup>	6.1bn	8.8bn	6.6bn	<b>12.5bn</b>	+106.2%
EPS	61.02yen	88.87yen	67.24yen	<b>129.87yen</b>	+112.8%
FX rates	1USD=JPY138.2 1EUR=JPY149.8	1USD=JPY148.6 1EUR=JPY161.3	1USD=JPY152.3 1EUR=JPY164.7	<b>1USD=JPY151.4</b> <b>1EUR=JPY164.6</b>	1USD=JPY+13.2 1EUR=JPY+14.8

### 3. Overview of FY2024 3Q Consolidated

## Achieved YoY Increase in Revenue. OP Margin Remained at a High Level of 14.3%

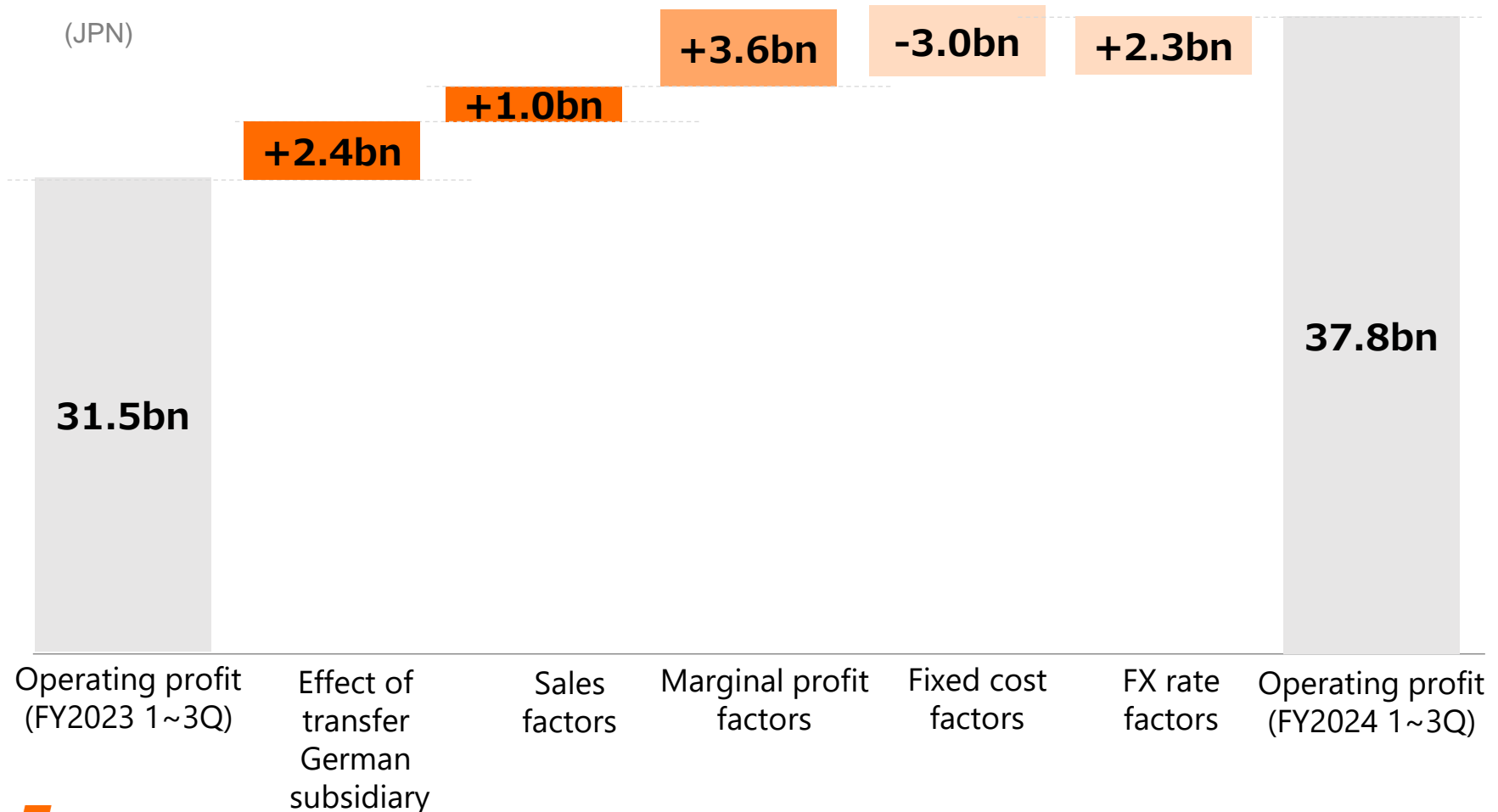
- Although sales decreased due to transfer of subsidiary engaged in business for German customers, profits increased YoY due to yen depreciation and steady progress in North America.
- OP margin remained high at 14.3% due to transfer of subsidiary.

(JPN)	FY2022	FY2023	FY2024	
	3Q cumulative	3Q cumulative	3Q cumulative	YoY
Net Sales	234.2bn	273.7bn	<b>264.0bn</b>	-3.6%
Operating profit	25.4bn	31.5bn	<b>37.8bn</b>	+20.2%
OP margin	10.8%	11.5%	<b>14.3%</b>	+2.8%pts
Net income <sup>1)</sup>	18.5bn	23.4bn	<b>27.9bn</b>	+19.3%
EPS	184.87yen	234.82yen	<b>286.66yen</b>	+22.1%
FX rates	1USD=JPY128.3 1EUR=JPY136.1	1USD=JPY138.2 1EUR=JPY149.8	<b>1USD=JPY151.4</b> <b>1EUR=JPY164.6</b>	1USD=JPY+13.2 1EUR=JPY+14.8

#### 4. FY2024 Q3 Consolidated OP (YoY)

### Operating Profit Analysis (YoY)

- Marginal profit ratio increase was driven by the improve of variable cost such as material cost.
- Fixed cost increase was mainly due to the labor cost increase.





## 5. FY2024 Q3 by Segment (Sales)<sup>1</sup>

### Progress in Each Region is within Expectations

- Sales in Japan decreased due to decline of production volume and mold sales.
- Exchange rate impact was positive(impact:13.7bn), the impact of transfer of subsidiary engaged in business for German customers was negative(impact:26.4bn).

(JPN)	FY2023 (3Q cumulative)	FY2024 (3Q cumulative)	YoY	Note
<b>Consolidated</b>	273.7bn	<b>264.0bn</b>	-3.6%	
<b>Plastics</b>	247.6bn	<b>236.7bn</b>	-4.4%	
<b>Japan</b>	66.4bn	<b>63.1bn</b>	-4.8%	Automobile production decline
<b>North America</b>	65.2bn	<b>69.9bn</b>	+7.3%	Automobile production recovery of Japanese OEMs
<b>Europe</b>	34.6bn	<b>21.1bn</b>	-36.3%	Down due to the business transfer
<b>Asia</b>	81.5bn	<b>81.6bn</b>	+0.1%	Strong performance in India
<b>China</b>	21.5bn	<b>21.6bn</b>	+0.6%	Automobile production decline of Japanese OEMs
<b>Bed</b>	26.1bn	<b>27.3bn</b>	+4.4%	
<b>Japan</b>	13.6bn	<b>15.1bn</b>	+10.6%	Increase of hotel sales
<b>Asia</b>	12.5bn	<b>12.2bn</b>	-2.3%	No recovery in China

## 6. FY2024 3Q by Segment (OP)

# Strong Performance, Consolidated OPM Remained at 14% <sup>1</sup>

- OP margin increase was driven by improvements in Japan, Europe and North America.
- China remained severe due to the impact of declining sales.

(JPN)	FY2023 (3Q cumulative)	FY2024 (3Q cumulative)	YoY	Note
<b>Consolidated</b>	31.5bn (11.5%)	<b>37.8bn</b> <b>(14.3%)</b>	+20.2%	
<b>Plastics</b>	31.0bn (12.5%)	<b>37.8bn</b> <b>(16.0%)</b>	+22.0%	
<b>Japan</b>	12.9bn (19.5%)	<b>12.5bn</b> <b>(19.9%)</b>	-3.3%	Automobile production decline
<b>North America</b>	2.2bn (3.3%)	<b>7.2bn</b> <b>(10.3%)</b>	+234.3%	Maintained improvement, OPM was over 10%
<b>Europe</b>	1.9bn (5.5%)	<b>2.2bn</b> <b>(9.8%)</b>	+13.6%	Maintained improvement, but OPM was less than 10%
<b>Asia</b>	14.0bn (17.2%)	<b>15.9bn</b> <b>(19.5%)</b>	+13.9%	Strong performance in India
<b>China</b>	3.3bn (15.2%)	<b>4.3bn</b> <b>(19.6%)</b>	+14.8%	Kept OPM though difficult environment
<b>Bed</b>	4.4bn (16.8%)	<b>4.3bn</b> <b>(15.6%)</b>	-3.2%	
<b>Japan</b>	1.9bn (14.2%)	<b>2.2bn</b> <b>(14.3%)</b>	+11.2%	Recovery in hotels and other sections
<b>Asia</b>	2.5bn (19.6%)	<b>2.1bn</b> <b>(17.1%)</b>	-14.7%	No recovery in China

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**2. FY2024 Full-year Forecast**

## 7. FY2024 Full Year Guidance

### Revision in Full-Year Guidance for a Decrease in Sales and an Increase in Profits

- Sales will decline but profits will increase due to transfer of subsidiary engaged in business for German customers.
- Profits will increase due to the control of variable cost.
- Profits will increase due to the change in exchange rate assumption to the actual rate (1USD=151.68 yen)

(JPN)	FY2024	FY2024		Change
	3Q cumulative	Original Plan	Revised Plan	
Net Sales	264.0bn	340.0bn	<b>351.0bn</b>	+3.2%
Operating profit	37.8bn	45.0bn	<b>48.0bn</b>	+6.7%
OP Margin	14.3%	13.2%	<b>13.6%</b>	+0.4pts
Recurring profit	40.4bn	44.2bn	<b>49.0bn</b>	+10.9%
Net income <sup>1)</sup>	27.9bn	26.1bn	<b>33.0bn</b>	+26.4%
EPS	286.66yen	262.05yen	<b>340.16yen</b>	-

## 8. CAPEX and Depreciation

### Free Cashflow Steadily Increases

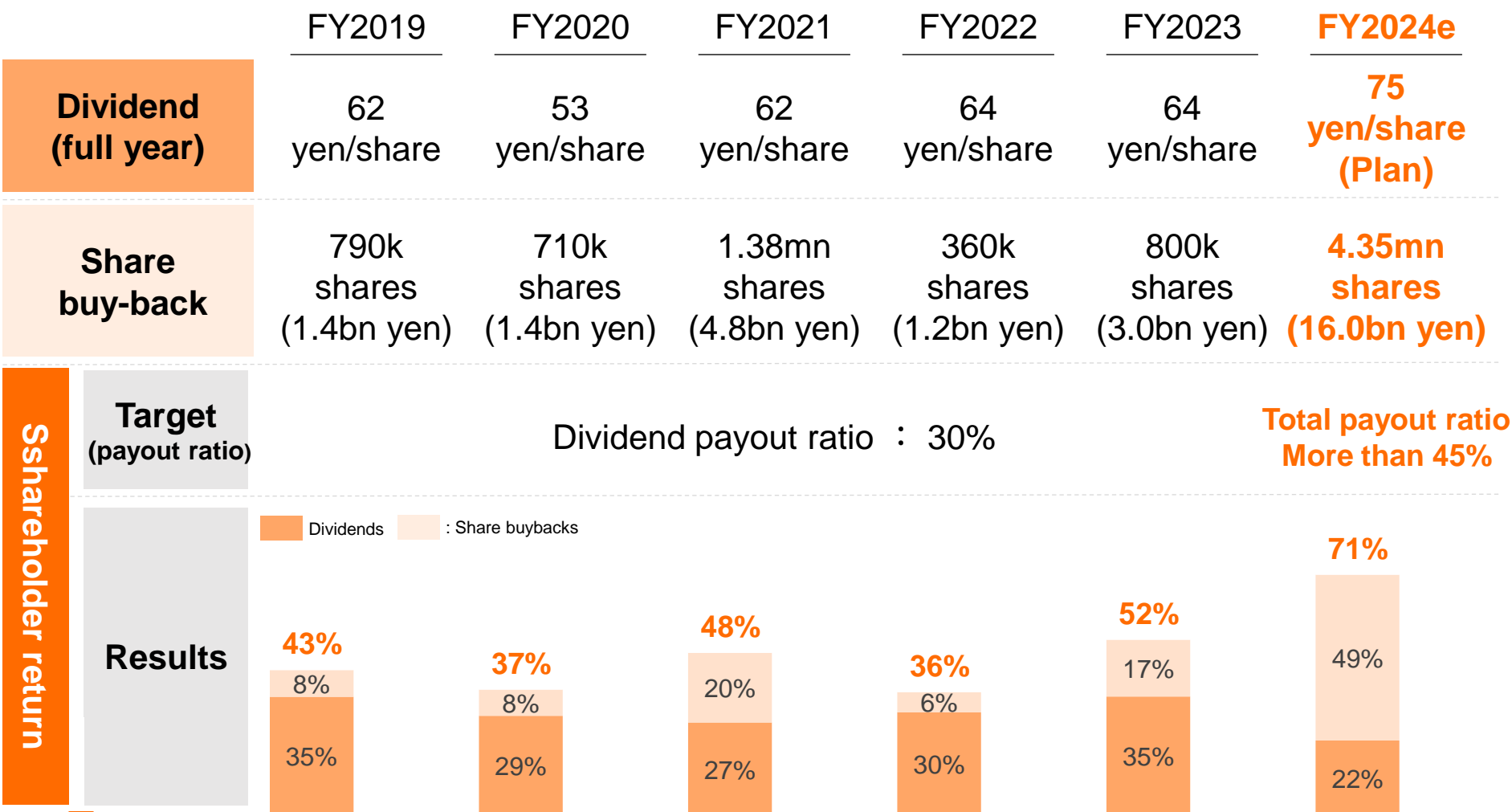
- Operating cashflow progressed as planned (85%).
- Progress of CAPEX is 60% of the original plan, accelerating investment in India.

(JPN)	FY2023(1~3Q)	FY2024(1~3Q)	Change	Plan(FY2024)
<b>CAPEX</b>	6.6bn	13.9bn	+7.3bn	<b>23.2bn</b>
<b>Depreciation</b>	10.5bn	9.8bn	-0.7bn	<b>12.8bn</b>
<b>R&amp;D</b>	2.8bn	3.1bn	+0.3bn	<b>4.0bn</b>
<b>Operating CF</b>	29.5bn	36.4bn	+6.9bn	<b>42.6bn</b>
<b>Investment CF</b>	-4.6bn	-18.3bn	-13.7bn	<b>-23.0bn</b>
<b>Free CF</b>	24.9bn	18.1bn	+6.8bn	<b>19.6bn</b>
<b>Financial CF</b>	-25.0bn	-25.1bn	-0.1bn	<b>-29.5bn</b>
<b>Cash equivalent balance</b>	128.4bn	136.4bn	+8.0bn	<b>121.4bn</b>

## 9. Shareholder returns

# DPS Increases by 11 Yen, Consider Buybacks Assertively

- DPS is 75 yen, increased by 5 yen (increased by 11 yen from FY2023)
- After 16.0 billion yen buybacks, stay flexible in considering buybacks.





Forward-looking statements or projections included in this document, including earnings projections, are based on currently available information and certain premises that are judged to be rational at the time of this writing. Actual results may differ greatly from the forecast figures depending on various factors.