



Financial Results Briefing Material

for the First Half of the Fiscal Year ending March 2023

KAGA ELECTRONICS CO., LTD.

TSE Prime Market 8154

November 24, 2022

KAGA ELECTRONICS CO., LTD.

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Consolidated Financial Results

for the First Half of the Fiscal Year ended March 2023

Director,
Managing Executive Officer **Eiji Kawamura**

Summary of Financial Results for FY2023/3 2Q

FY2023/3 1H results

- Net sales increased by 75.7 billion yen or 34.0%, year on year to 298.7 billion yen. In the core electronic components business, demand remained robust in a wide range of areas, particularly automotive and industrial equipment-related applications.
- Operating income increased by 10.0 billion yen or 121.3%, year on year to 18.3 billion yen. Improved gross profit margin attributable to higher sales and sales mix resulted in a substantial increase in gross profit.
- All metrics from net sales to ordinary income for the quarter achieved record highs for a second quarter.
- Net sales and operating income both exceeded internal plans, by approximately
 23.7 billion yen and 4.8 billion yen, respectively.

FY2023/3 earnings forecast

 As the conditions in the semiconductor market, COVID-19, the conflict in Ukraine, and exchange rate volatility make it difficult to predict the outlook, upward revisions only take into account the upward deviations in Q2. The initial forecasts for the period from Q3 have not been changed.

(billion yen)	Net Sales	Operating income	Net income
Previous forecasts	540.0	24.0	16.0
Revised forecasts	570.0	28.0	20.0

Shareholder return

- The annual dividend was revised to 200 yen per share, up 50 yen from the previous forecast of 150 yen (100-yen interim dividend/100-yen year-end dividend).
- This amounts to an increase of 80 yen in the annual dividend from the previous fiscal year's 120 yen per share.



Financial Highlights for FY2023/3 2Q

(million yen)

							· ·	illillion yell)
	FY2022/3 2Q Results		FY2023/ 2Q Resu		YoY	FY2023/3 Forecast (Revised on August.	S	Progress rate
Net sales	223,009		298,760		34.0%	540,000		55.3%
Gross Profit	27,133 <i>1</i> 2	2.2%	40,001	13.4%	47.4%	_	-	_
SG&A	18,832 8	3.4%	21,639	7.2%	14.9%	_	-	_
Operating income	8,300 3	3.7%	18,361	6.1%	121.2%	24,000	4.4%	76.5%
Ordinary income	8,452 3	3.8%	18,932	6.3%	124.0%	24,500	4.5%	77.3%
Profit attibutable to owners of parent	5,624 2	2.5%	13,412	4.5%	138.5%	16,000	3.0%	83.8%
EPS (yen)	207.39	-	510.88	_	_	609.58	_	_
Exchange Rate yen / USD	109.80	-	133.97		Ţ	116.00	_	_

Note: 1. The effect of exchange rates on the conversion into yen is approximately 19.4 billion yen on net sales and 0.9 billion yen on operating income.



^{2. &}quot;x. x%" represents the profit margin.

Results by Business Segment for FY2023/3 2Q

(million yen)

		FY2022/ 2Q Resul		FY2023/ 2Q Resul		YoY	FY2023/ Forecast (Reviseed on August	S	Progress rate
Electronic	Net sales	194,406		268,464		38.1%	477,000		56.3%
Component	Segment income	7,123	3.7%	16,617	6.2%	133.3%	21,300	4.5%	78.0%
Information	Net sales	18,713		19,597		4.7%	39,000		50.2%
Equipment	Segment income	910	4.9%	965	4.9%	6.0%	2,000	5.1%	48.3%
Coftware	Net sales	1,237		1,307		5.6%	4,000		32.7%
Software	Segment income	-109	_	95	7.3%	-	100	2.5%	95.6%
Othors	Net sales	8,651		9,392		8.6%	20,000		47.0%
Others	Segment income	320	3.7%	658	7.0%	105.2%	600	3.0%	109.7%
Total	Net sales	223,009		298,760		34.0%	540,000		55.3%
Total	Segment income	8,300	3.7%	18,361	6.1%	121.2%	24,000	4.4%	76.5%

Note: 1. Figures of each segment income are not inter-segment adjusted. Total amount is inter-segment adjusted (operating income).



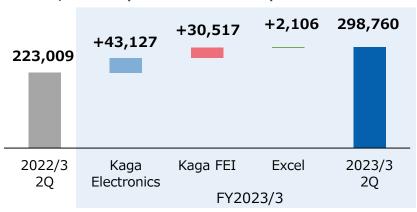
^{2. &}quot;x. x%" represents the profit margin.

Effect of M&A for FY2023/3 2Q

(million yen)

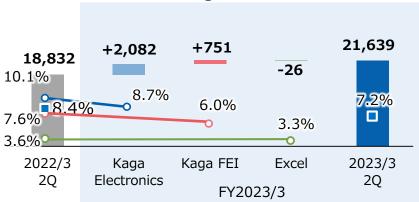
Net Sales

All three companies achieved significant increases in net sales, driven by the electronic components business.



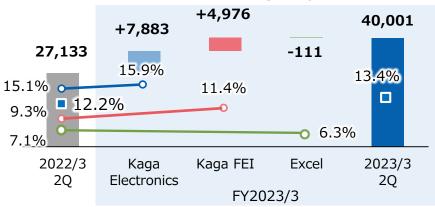
SG&A / SG&A ratio

The SG&A ratio fell, although SG&A expenses rose due to higher sales.



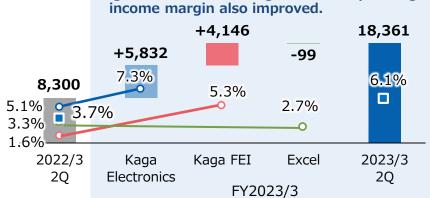
Gross profit / Gross profit margin

Kaga Electronics and Kaga FEI posted substantial increases in gross profit



Operating income / Operating income marjin

Higher gross profit absorbed an increase in operating expenses and resulted in a significant increase in operating income for Kaga Electronics and Kaga FEI. The operating



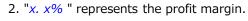


Results by Company for FY2023/3 2Q

(million yen)

						diffillion yen,
			2/3 ults	FY2023 2Q Resu		YoY
	Net sales	125,272		168,400		34.4%
Kaga Electroni	Gross Profit	18,850	15.1%	26,734	15.9%	41.8%
	Operating income	6,402	5.1%	12,235	7.3%	91.1%
	Net sales	68,240		98,757		44.7%
Kaga FEI	Gross Profit	6,325	9.3%	11,301	11.4%	78.7%
	Operating income	1,067	1.6%	5,214	5.3%	388.3%
	Net sales	29,495		31,602		7.1%
Excel	Gross Profit	2,103	7.1%	1,991	6.3%	-5.3%
	Operating income	966	3.3%	866	2.7%	-10.3%
	Net sales	223,009		298,760		34.0%
Total	Gross Profit	27,133	12.2%	40,001	13.4%	47.4%
	Operating income	8,300	3.7%	18,361	6.1%	121.2%

Note: 1. With respect to gross profit and operating income, figures presented above are before consolidation adjustments between the three companies.

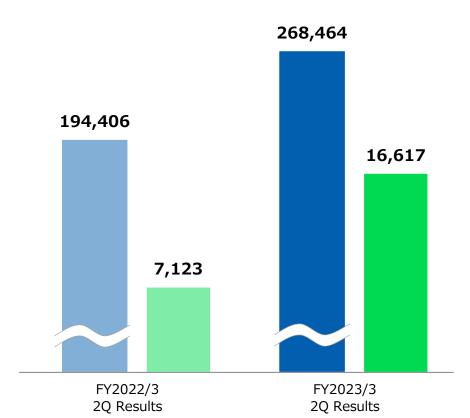




Financial Highlights: Electronic Component Segment







YoY

Net Sales

- +74,057million yen 38.1%Up

- Segment income
- +9,493million yen 133.3%Up
- In the component sales business, supply/demand conditions began to ease for some materials, and the Company was able to achieve significant growth in sales through early efforts to capture demand from customers in a broad range of industries.
- Both Kaga Electronics and Kaga FEI worked on spot sales with automotive and industrial equipment-related customers still facing supply shortages, which also contributed to growth in sales/profit.
- In parallel with these efforts, the Company proactively proposed alternative products.
- •The EMS business was a strong performer, especially in automotive and medical equipment applications.

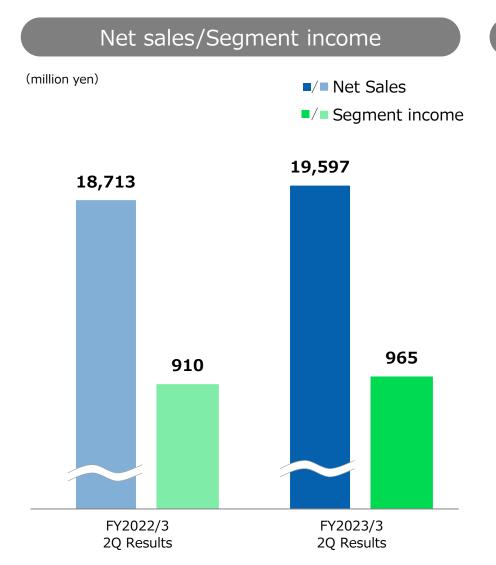








Financial Highlights: Information Equipment Segment



YoY

Net Sales

- +883million yen
- 4.7%Up

- Segment income
- +54million yen
- 6.0%Up
- Sales of PCs to corporations and educational institutions were solid, particularly high-priced products.
- Sales of PC peripherals such as security software remained strong.
- In the LED installation business, large projects that had been delayed due to shortages of materials resumed, which contributed to earnings.







Financial Highlights for FY2023/3 2Q (3 months)

(million yen)

								•	
	FY2022/ 2Q Resu		FY2023, 1Q Resu			FY2023, 2Q Resu		YoY	QoQ
Net sales	117,059		149,302		149	9,458		27.7%	0.1%
Gross Profit	13,582	11.6%	19,838	13.3%	2(0,163	13.5%	48.5%	1.6%
SG&A	9,733	8.3%	10,018	6.7%	1:	1,621	7.8%	19.4%	16.0%
Operating income	3,848	3.3%	9,820	6.6%		8,541	5.7%	121.9%	-13.0%
Ordinary income	3,885	3.3%	9,858	6.6%	9	9,073	6.1%	133.5%	-8.0%
Profit attibutable to owners of parent	2,752	2.4%	6,984	4.7%		6,427	4.3%	133.5%	-8.0%
EPS (yen)	102.48	_	266.10	_	24	44.79	_	_	_

Note: "x. x%" represents the profit margin.



Results by Business Segment for FY2023/3 2Q (3 months) Reference

(million yen)

		FY2022/ 2Q Resu		FY2023/ 1Q Resu		FY2023, 2Q Resu		YoY	QoQ
Electronic	Net sales	103,782		133,477		134,986		30.1%	1.1%
Component	Segment income	3,423	3.3%	9,018	6.8%	7,599	5.6%	122.0%	-15.7%
Information	Net sales	8,077		11,147		8,449		4.6%	-24.2%
Equipment	Segment income	342	4.2%	564	5.1%	400	4.7%	17.0%	-29.1%
Software	Net sales	669		498		808		20.8%	62.3%
Software	Segment income	-42	-6.3%	-33	-6.7%	129	16.0%	_	-
Others	Net sales	4,530		4,178		5,213		15.1%	24.8%
Others	Segment income	103	2.3%	249	6.0%	408	7.8%	295.6%	64.1%
Total	Net sales	117,059		149,302		149,458		27.7%	0.1%
Total	Segment income	3,848	3.3%	9,820	6.6%	8,541	5.7%	121.9%	-13.0%

Note: 1. Figures of each segment income are not inter-segment adjusted. Total amount is inter-segment adjusted (operating income).



^{2. &}quot;x. x%" represents the profit margin.

Effect of M&A for FY2023/3 2Q (3 months)

(million yen)

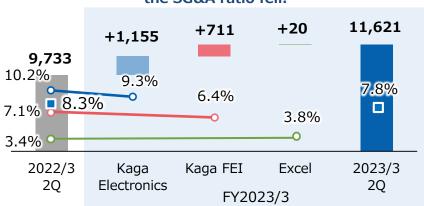
Net Sales

Kaga Electronics and Kaga FEI achieved significant increases in net sales, driven by the electronic components business.



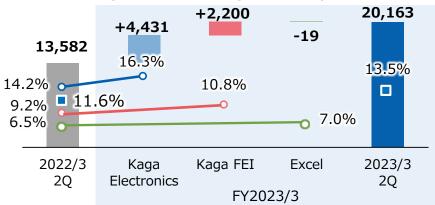
SG&A / SG&A ratio

Although SG&A expenses increased due to higher sales, the SG&A ratio fell.



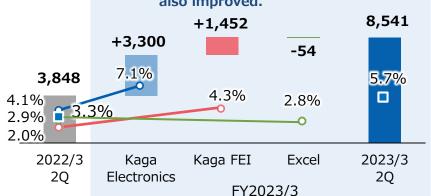
Gross profit / Gross profit margin

Gross profit increased significantly for Kaga Electronics and Kaga FEI. Profit margins also improved.



Operating income / Operating income marjin

Kaga Electronics and Kaga FEI contributed significantly to increases in operating income. The operating income margin also improved.





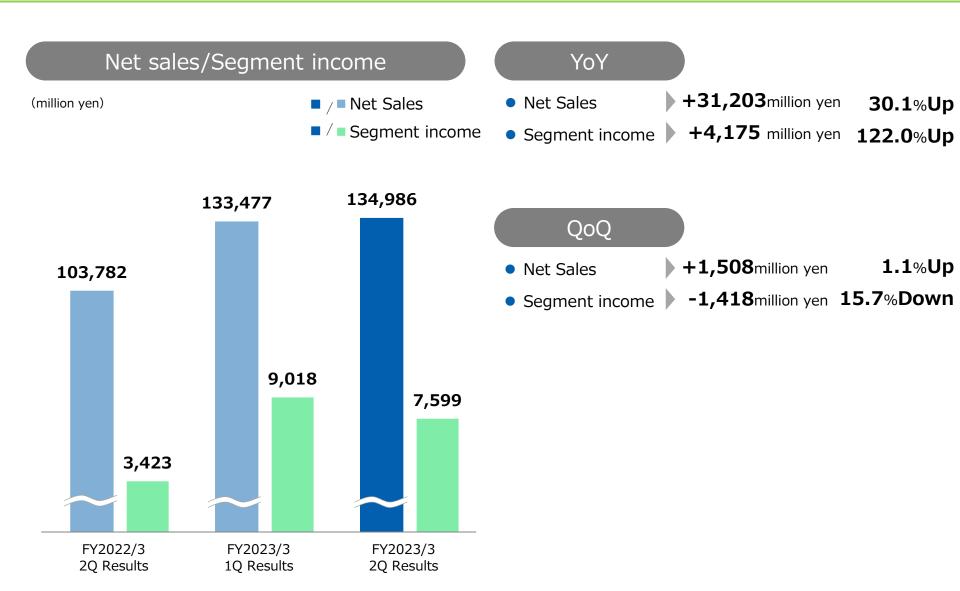
Results by Company for FY2023/3 2Q (3 months)

(million yen)

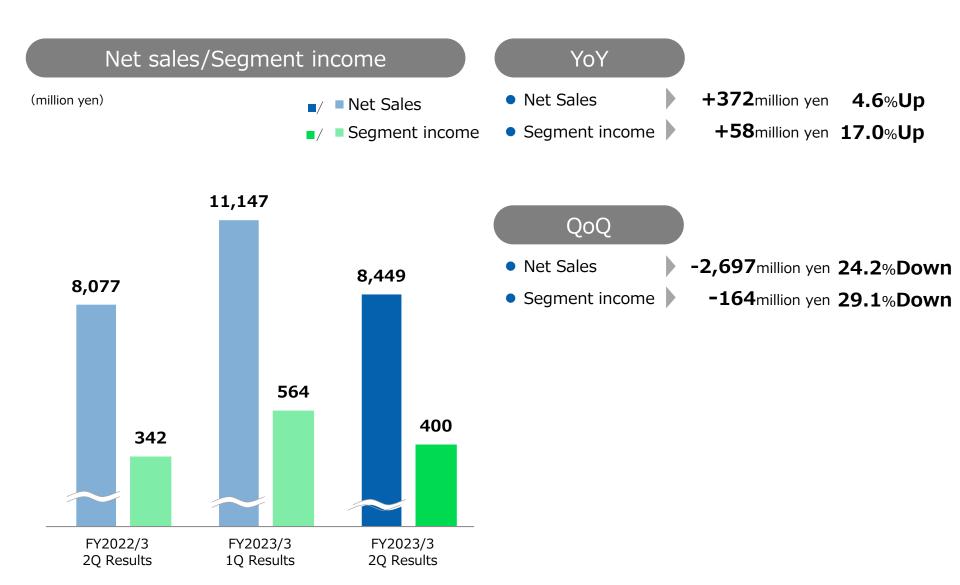
								,	
		FY2022/ 2Q Resu		FY2023, 1Q Resu		FY2022, 2Q Rwsu		YoY	QoQ
	Net sales	65,157		84,339		84,061		29.0%	-0.3%
Kaga Electronics	Gross Profit	9,261	14.2%	13,040	15.5%	13,693	16.3%	47.9%	5.0%
	Operating income	2,683	4.1%	6,251	7.4%	5,983	7.1%	123.0%	-4.3%
	Net sales	36,095		47,752		51,005		41.3%	6.8%
Kaga FEI	Gross Profit	3,316	9.2%	5,784	12.1%	5,516	10.8%	66.4%	-4.6%
	Operating income	721	2.0%	3,040	6.4%	2,173	4.3%	201.4%	-28.5%
	Net sales	15,807		17,209		14,392		-9.0%	-16.4%
Excel	Gross Profit	1,024	6.5%	986	5.7%	1,004	7.0%	-1.9%	1.9%
	Operating income	458	2.9%	462	2.7%	403	2.8%	-11.9%	-12.7%
	Net sales	117,059		149,302		149,458		27.7%	0.1%
Total	Gross Profit	13,582	11.6%	19,838	13.3%	20,163	13.5%	48.5%	1.6%
	Operating income	3,848	3.3%	9,820	6.6%	8,541	5.7%	121.9%	-13.0%

Note: 1. With respect to gross profit and operating income, figures presented above are before consolidation adjustments between the three companies.



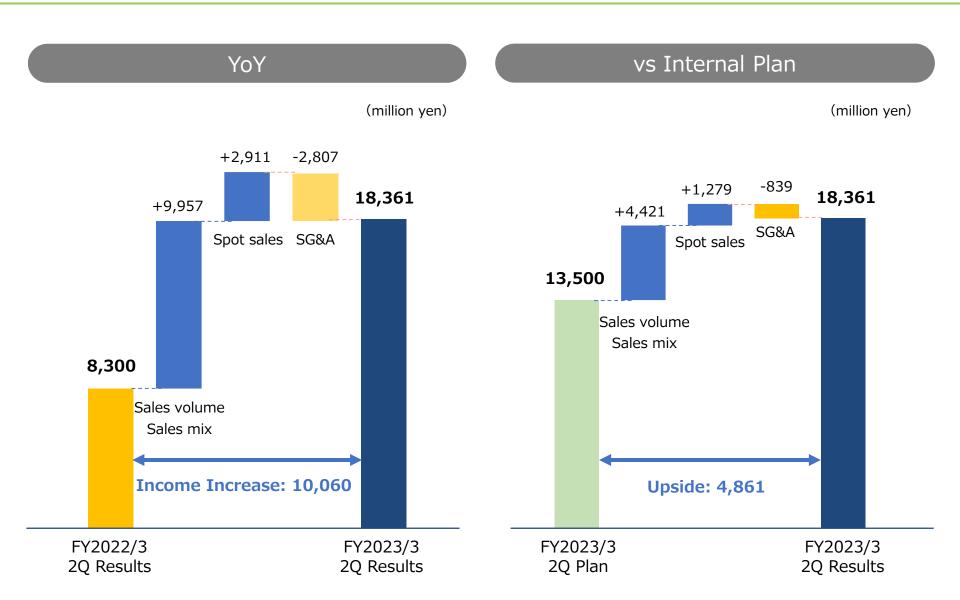






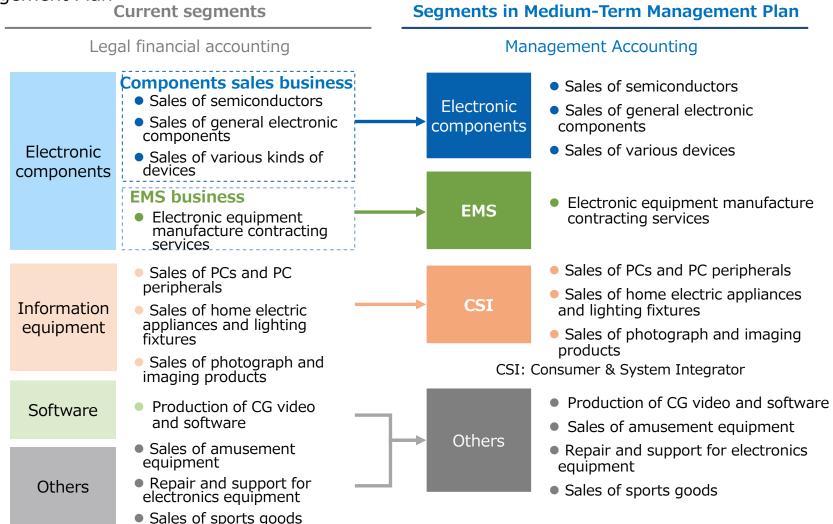


Factors of Increase / Decrease in Operating Income





Continuous disclosure based on current segmentation according to legal financial accounting, along with voluntary disclosure based on segmentation in line with the new Medium-Term Management Plan



Financial Highlights by Business Segment of the Medium-Term Management Plan

(million yen)

					Trimorr yerr,
	FY2021/3 2Q Results		FY2022/3 2Q Results	FY2023/3 2Q Results	YOY
Electronic	Net sales	117,287	144,790	202,867	40.1%
Component	Segment income	851 <i>0.7</i> %	3,948 <i>2.7</i> %	11,689 5.8%	196.1%
EMS	Net sales	42,940	53,453	69,486	30.0%
LIVIS	Segment income	2,265 <i>5.3</i> %	3,322 6.2%	5,311 <i>7.6</i> %	59.9%
CSI	Net sales	23,192	18,713	19,597	4.7%
CSI	Segment income	1,160 <i>5.0</i> %	910 4.9%	965 4.9%	6.0%
Others	Net sales	5,438	6,052	6,809	12.5%
Others	Segment income	88 1.6%	64 1.1%	369 <i>5.4</i> %	473.2%
Total	Net sales	188,859	223,009	298,760	34.0%
Total	Segment income	4,434 <i>2.3</i> %	8,300 3.7%	18,361 6.1%	121.2%

Note: 1. Figures of each segment income are not inter-segment adjusted. Total amount is inter-segment adjusted (operating income).



^{2. &}quot;x. x%" represents the profit margin.

Financial Highlights by Business Segment of the Medium-Term Management Plan (3months)

(million yen)

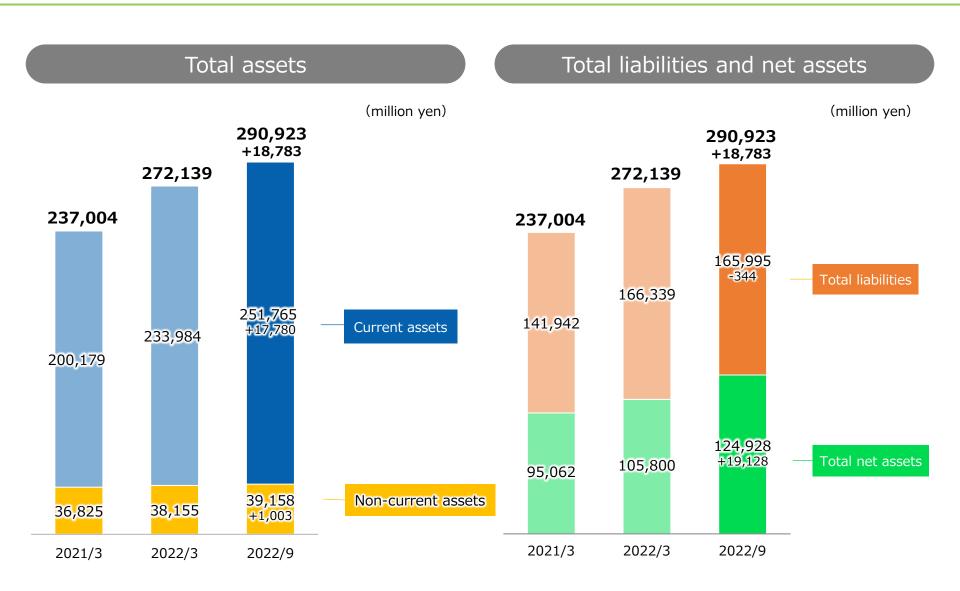
		(Time					
		FY2022/3 2Q Results	FY2023/3 1Q Results	FY2023/3 2Q Results	YoY	QoQ	
Electronic	Net sales	78,665	101,444	101,422	28.9%	-0.0%	
Component	Segment income	2,172 <i>2.8</i> %	6,541 <i>6.4</i> %	5,148 <i>5.1</i> %	137.0%	-21.3%	
EMS	Net sales	27,118	33,867	35,619	31.3%	5.2%	
LINS	Segment income	1,262 <i>4.7</i> %	2,612 <i>7.7</i> %	2,698 7.6%	113.8%	3.3%	
CSI	Net sales	8,077	11,147	8,449	4.6%	-24.2%	
C31	Segment income	342 <i>4.2</i> %	564 <i>5.1</i> %	400 4.7%	17.0%	-29.2%	
Others	Net sales	3,198	2,842	3,967	24.1%	39.6%	
Others	Segment income	49 1.6%	79 <i>2.8</i> %	289 7.3%	479.4%	262.4%	
Total	Net sales	117,059	149,302	149,458	27.7%	0.1%	
Total	Segment income	3,848 <i>3.3</i> %	9,820 6.6%	8,541 5.7%	121.9%	-13.0%	

Note: 1. Figures of each segment income are not inter-segment adjusted. Total amount is inter-segment adjusted (operating income).

2. "x. x%" represents the profit margin.

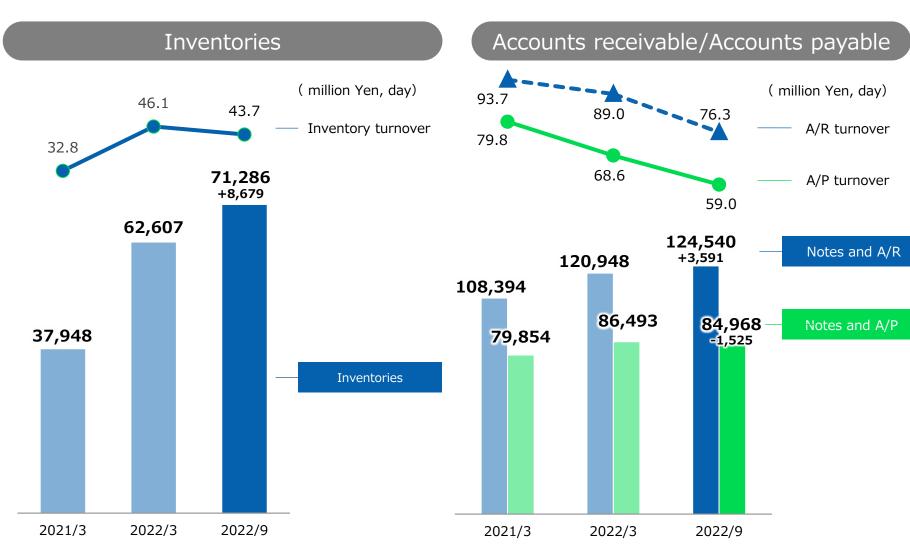


Balance Sheet Main Items





Balance Sheet Main Items



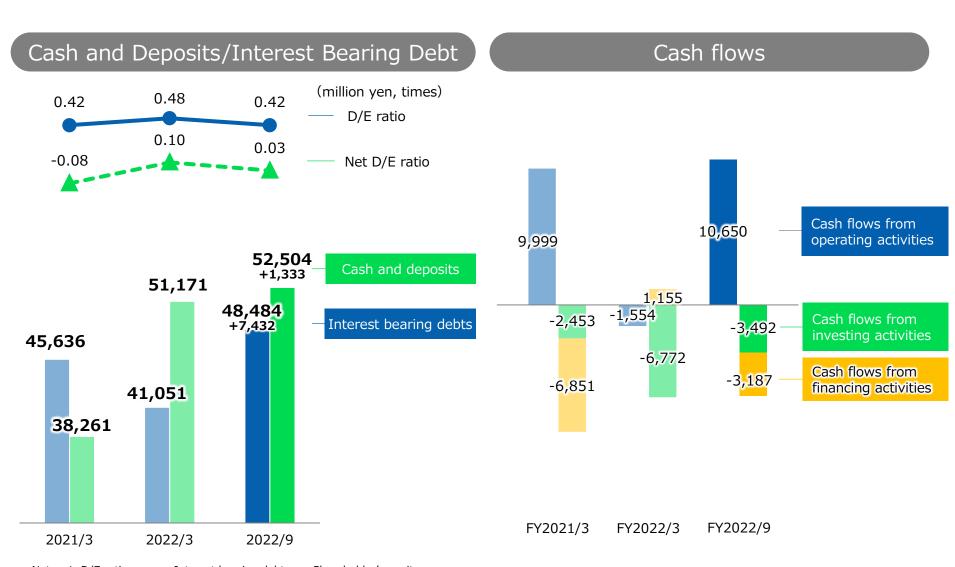
Notes: 1. · Notes and A/R are amounts including Electronically recorded monetary claims-operating Note: Inventory turnover = Inventories \div Net Sales \times 183 (day)

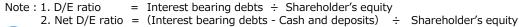
^{2. ·}Notes and A/P are amounts including Electronically recorded obligations - operating

^{3. ·}A/R turnover = Notes and A/R \div Net sales \times 183 (day)

^{4. ·}A/P turnover = Notes and A/P ÷ Total purchase of goods × 183 (day)

Balance Sheet Main Items







Forecasts for FY2023/3

Forecasts for FY2023/3

(announced on August 4, 2022)

(million yen)

	FY2022/3 Results	FY2023/3 Previous forecasts	FY2023/3 Current forecasts	Diff. from previous forecasts	YoY
Net sales	495,827	540,000	570,000	5.6%	15.0%
Operating income	20,915 <i>4.2</i> %	24,000 <i>4.4</i> %	28,000 4.9%	16.7%	33.9%
Ordinary income	21,456 <i>4.3</i> %	24,500 <i>4.5</i> %	29,000 5.1%	18.4%	35.2%
Profit attibutable to owners of parent	15,401 <i>3.1</i> %	16,000 3.0%	20,000 3.5%	25.0%	29.9%
EPS (yen)	576.46	609.58	761.70 -	152.12	185.24
ROE	15.7%	14.0%	17.0% -	3.0pt	1.3pt
Annual dividend (yen)	120.00 Ordinary dividend 80.00 Extraordinary dividend 40.00	150.00 Ordinary dividend 140.00 Commemorative dividend 10.00	200.00 Ordinary dividend 140.00 Commemorative dividend 10.00 Extraordinary dividend 50.00	50.00	80.00

Note: "x. x%" represents the profit margin.



Forecasts by Business Segment for FY2023/3

(announced on August 4, 2022)

(million yen)

		FY2022/ Results		FY2023/ Previous Fore		FY2023/ Current for		Diff. from previous forecasts	YoY
Electronic	Net sales	433,852		477,000		507,000		6.3%	16.9%
Component	Segment income	18,107	4.2%	21,300	4.5%	24,800	4.9%	18.8%	37.0%
Information	Net sales	39,616		39,000		39,000		_	-1.6%
Equipment	Segment income	2,085	5.3%	2,000	5.1%	2,000	5.1%	_	-4.1%
Software	Net sales	2,767		4,000		4,000		_	44.5%
Software	Segment income	-26	-1.0%	100	2.5%	200	5.0%	_	-
Othors	Net sales	19,590		20,000		20,000		_	2.1%
Others	Segment income	626	3.2%	600	3.0%	1,000	5.0%	-	59.7%
Total	Net sales	495,827		540,000		570,000		5.6%	15.0%
Total	Segment income	20,915	4.2%	24,000	4.4%	28,000	4.9%	16.7%	33.9%

Note: 1. Figures of each segment income are not inter-segment adjusted. Total amount is inter-segment adjusted (operating income).



^{2. &}quot;x. x%" represents the profit margin.

Management Topics

Representative Director, President & COO

Ryoichi Kado

Review of the new medium-term management plan

IR schedule for revision announcement

- At the announcement of financial results for the fiscal year ending March 31, 2023, in May 2023, revised management targets for the final fiscal year (ending March 31, 2025) of the medium-term management plan will be disclosed together with earnings forecasts for the fiscal year ending March 31, 2024.
- In revising management targets, a comprehensive review of KPIs encompassing not only operating income but also net sales and ROE will be conducted.

Reasons for change of schedule

- To assess the final income level in the fiscal year ending March 31, 2023, as the upward momentum is expected to be maintained to exceed the targets.
- To improve the accuracy of income forecast for the fiscal year ending March 31, 2024, given concerns about downward pressure on earnings from the absence of spot sales, customers' inventory adjustment, and other factors.

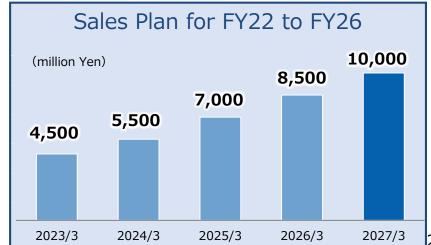


EMS Business growth investment: new factory in Malaysia



(Outline of the new factory in Malaysia)

Site area	11,300m ²
Floor area	11,150m ²
Number of employee	900 (max. 950)
Scheduled commencement of operations	October, 2022
Items produced	 Various power supply products Sanitary equipment, Industrial equipment, and electrical equipment substrates for consumer electronics



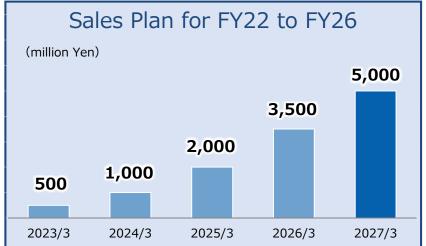


EMS Business growth investment: new factory in Turkey



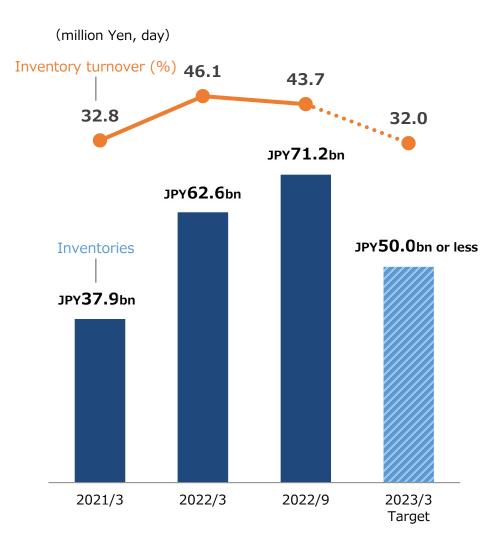
[Outline of the new factory in Turkey]

Site area	15,000m ²		
Floor area	11,600m ²		
Number of employee	330		
Scheduled commencement of operations	June, 2023		
Items produced	Electrical units for air conditionersSubstrates for electric toolsAutomotive equipment substrates		





Inventory reduction



Note: Inventory turnover = Inventories \div Net Sales \times 365 (day)

Background to inventory buildup

- Prolonged global supply shortages of semiconductors and electronic components, and extended lead time
- Components sales business: secured sales volume to respond to advanced and duplicate orders from customers
- EMS business: increase in work in progress and secured safety stock as part of BCP

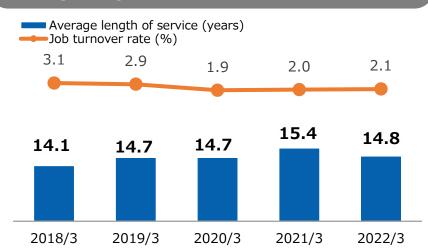
Policy and target for the reduction

- Components sales business: targeting 15 days in inventory
- EMS business: targeting 45 days in inventory
- ▶ By achieving the aboves, targeting inventory level of ¥50 billion or less and 30 days in inventory at March 31, 2023

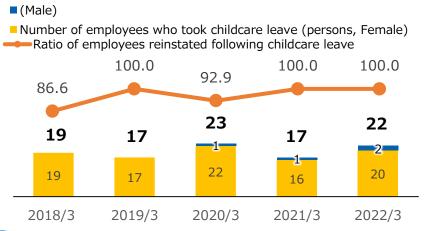


Human capital investment: from the Integrated Report 2022

Average length of service / Job turnover rate



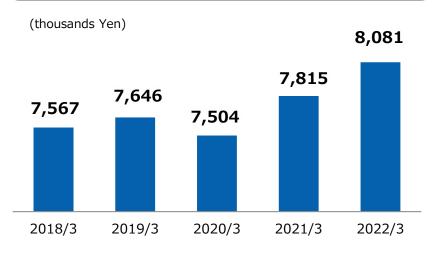
Number of employees who took childcare leave / Ratio of employees reinstated following childcare leave



Number of annual paid leave granted / Utilization ratio of annual paid leave



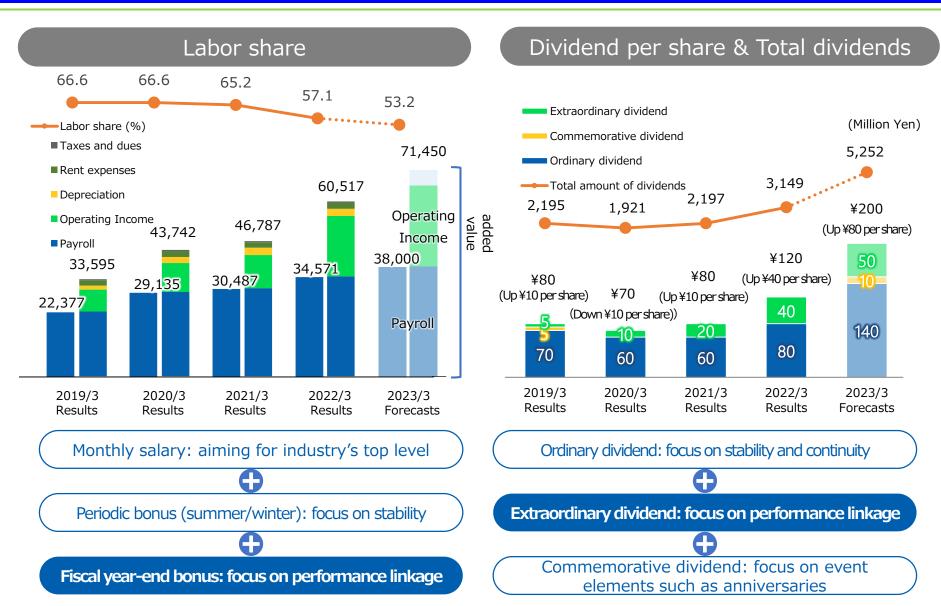
Average annual wage (including bonus)



Note: The average annual wage for the fiscal year ending March 31, 2022 includes special stock incentives.



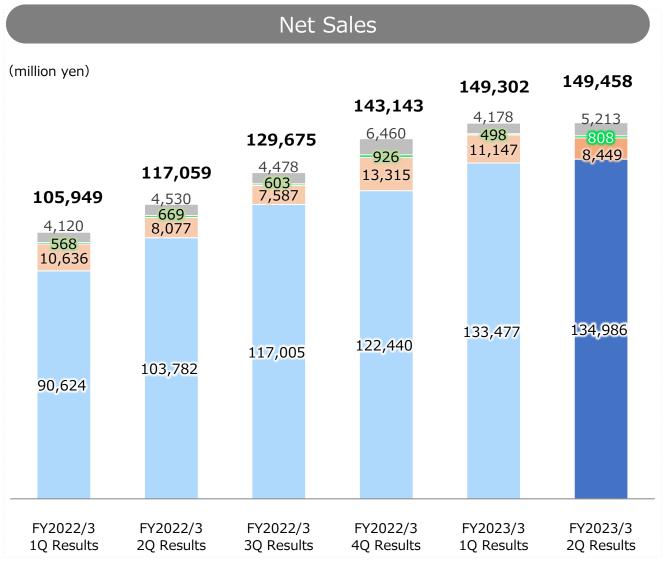
Distribution and return of profits to stakeholders

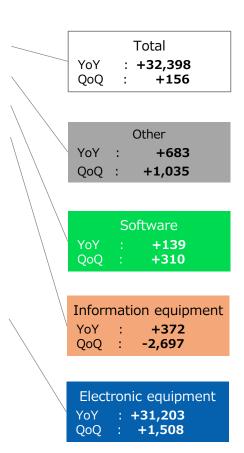




Reference

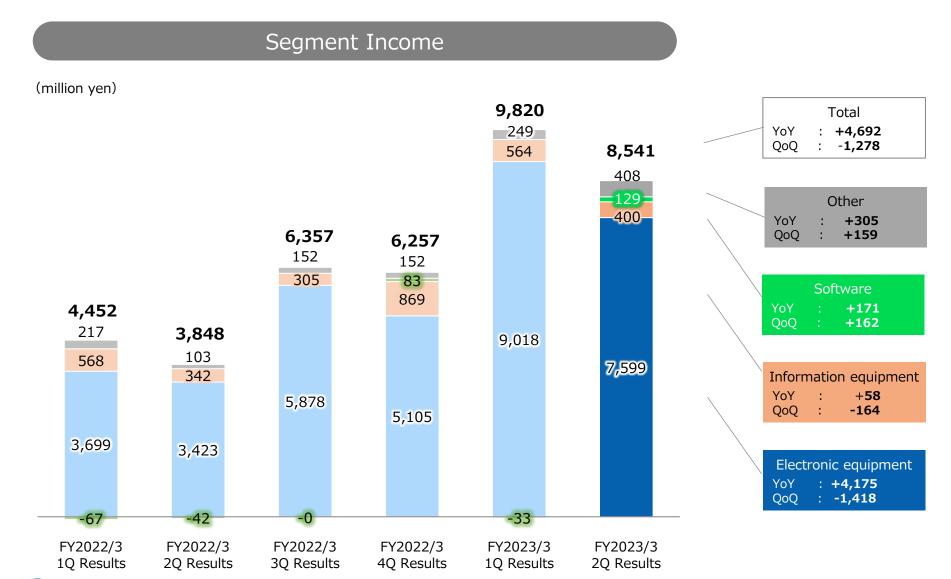
Quarterly Net Sales Trends







Quarterly Segment Income Trends

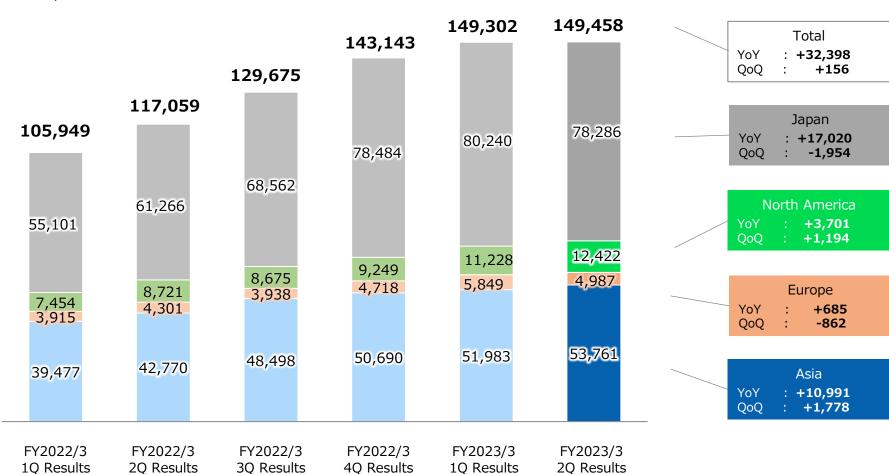




Net Sales by Region



(million yen)





Exchange Rate/FOREX Sensitivity

				(Reference) Effect of 1% change (Million Yen)		Forex
		FY2022/3 2Q Results (Yen)	FY2023/3 2Q Results (Yen)	Net sales	Operating income	Assumption for 2023/3(yen)
	USD	109.80	133.97	584	27	130.00
	RMB	16.66	18.94	147	4	20.00
	THB	3.42	3.79	145	8	3.50
	HKD	14.13	17.07	98	3	16.50
	EUR	130.90	138.73	5	0	135.00
Note: Forex a					e: Forex assumption for	

KAGA ELECTRONICS

Note: Forex assumption for 2023/3 3Q onwards

"Everything we do is for our customers



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■ Forward-looking statements in these materials are based on information available to management at the time this report was prepared and assumptions that management believes are reasonable. Actual results may differ significantly from these statements for a number of reasons.

Display method in this material

Number: Truncated less than the display unit.

Ratio : After calculation in yen units, Round down one digit of Display unit.