



Nomura Investment Forum 2023

Management Briefing Material

KAGA ELECTRONICS

TSE Prime Market 8154

November, 2023

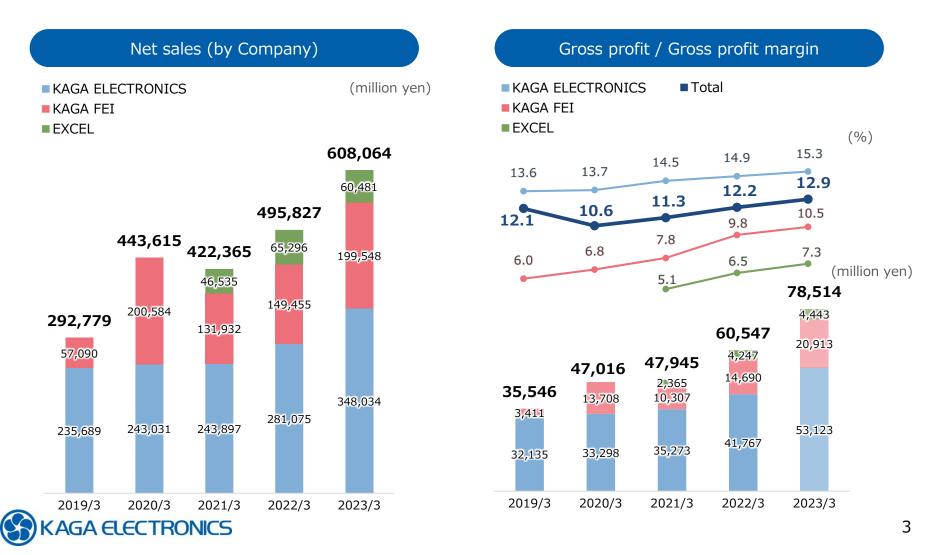
KAGA ELECTRONICS CO., LTD.

INDEX

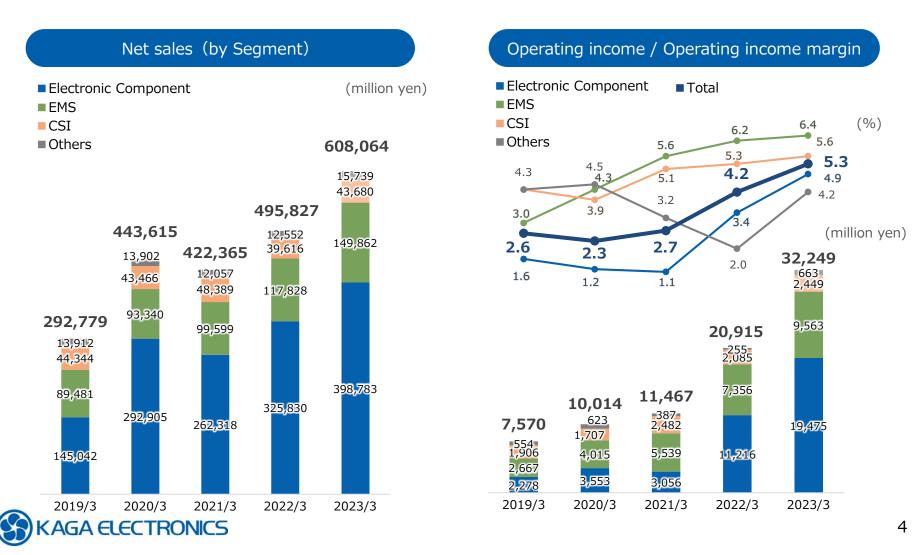
• Introduction	P-3 ~ 9
Corporate Profile	P-11 ~ 18
• Medium Term Management Plan 2024	P-20 ~ 26
• Electronic components Business	P-28 ~ 30
• EMS Business	P-32 ~ 40
 Medium- to Long-Term Sustainability Management Plan 	P-42 ~ 47
 Consolidated Financial Results for the First Half of the Fiscal Year ending March 2024 	P-49 ~ 65
• Forecasts for FY2024/3	P-67 ~ 69
References	P-70 ~ 73

Introduction

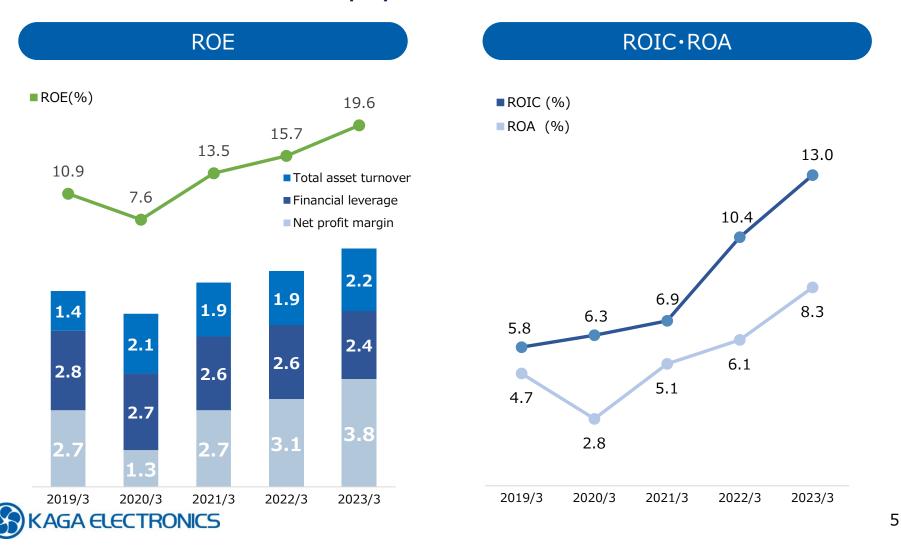
KAGA Electronics will realize "sustainable profit growth" with "organic growth + strategic M&As + PMI" as growth drivers, anticipating further industry consolidation.



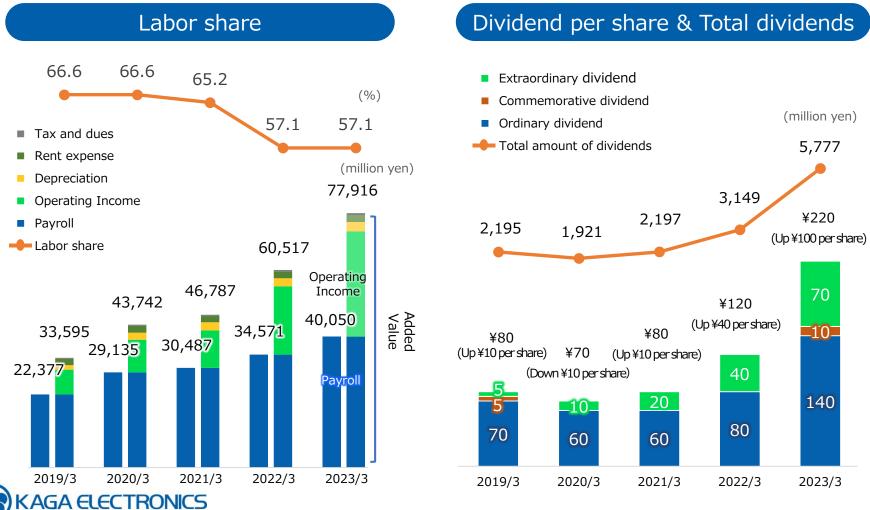
KAGA Electronics is not just an electronic components trading company. It is a general electronics trading company engaged in high value-added businesses, including EMS, based on "profit-focused management."



KAGA Electronics practices business management focusing on the cost of equity and capital efficiency. %ROE : 19.6% > Cost of Equity : 8.1% ROIC : 13.0% > WACC : 5~6%



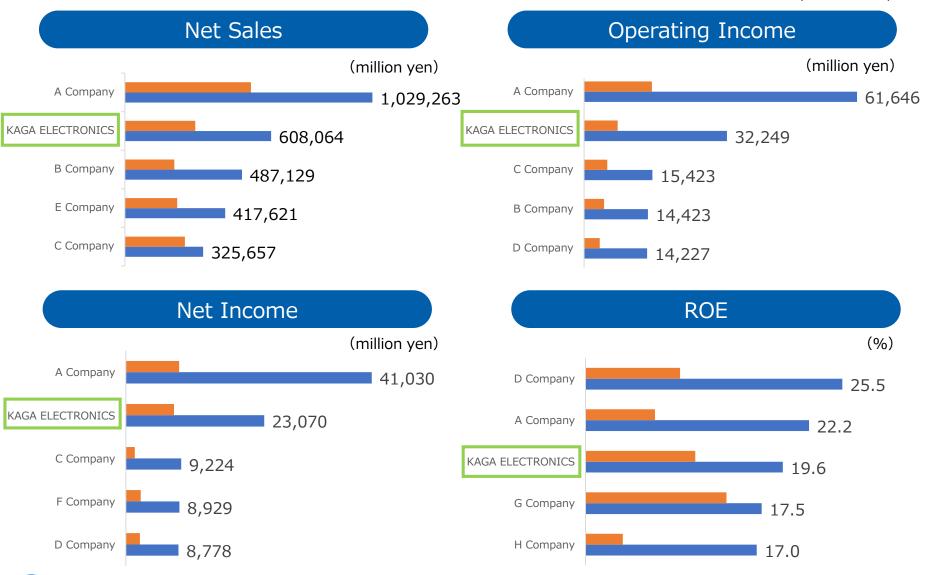
Inheriting the founder's spirit that "profits are to be shared," KAGA Electronics implements profit distribution and return to stakeholders proactively.



Industry Positioning

AGA ELECTRONICS

2019/3 2023/3

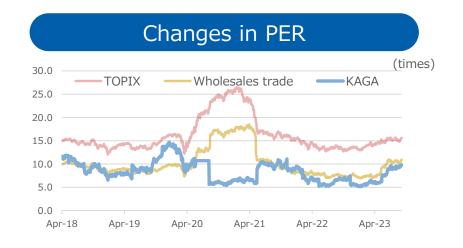


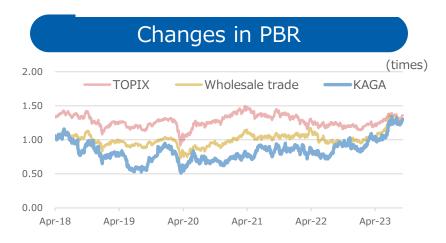
Note: DAITRON figures for FY ended December 2018 and FY ended December 2022

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KAGA Electronics actively engages in IR activities, aiming at formation of fair value and further enhancement of corporate value.



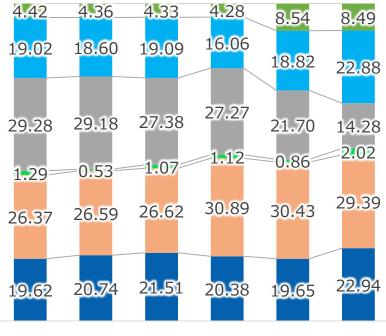




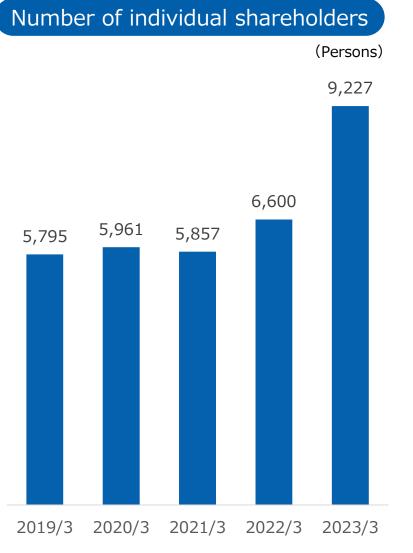
Shareholder Composition

(%)

- treasury stock
- Foreign Corporations
- Other Japanese Corporations
- Financial Instruments Business Operators
- Financial Institutions
- Individuals



2018/3 2019/3 2020/3 2021/3 2022/3 2023/3





Corporate Profile

Corporate Outline

An independent trading company for general electronics with one-stop services

Company Name: KAGA ELECTORONICS CO., LTD.

- Representatives: Founder & CEO: Isao TSUKAMOTO President & COO: Ryoichi KADO
- Head Office: 20 Kanda matsunagacho, Chiyoda-ku Tokyo 101-8629, Japan
- Established: September 12, 1968

Paid-in Capital: JPY12,133 million

- Stock listing: Prime Market, Tokyo Stock Exchange (securities code: 8154)
- Number of 63 Companies (as of April 1, 2023) Group Companies:
- Number of Employees:
- 8,092 (FY ended March 2023)

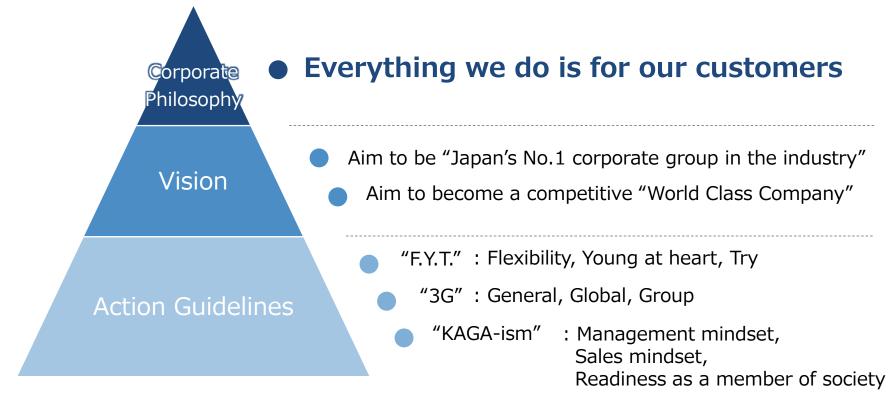


Founder & CEO Isao TSUKAMOTO President & COO Ryoichi KADO



Corporate Philosophy

"Everything we do is for our customers" – Since Kaga Electronics was founded, by intently listening to the voices of our customers and earnestly catering to their needs, we have expanded our business domain to include our EMS business, which includes everything from kitting to processing and manufacturing electronic components and semiconductors, and our information equipment business, which conducts sales of finished products. Going forward, we will continue to aim to be Japan's No. 1 corporate group in the industry and become a competitive World-Class company.





There have been many sayings supported by the experiences of the founder and our forebears since the company's foundation, and these should be treated as treasures. They are our DNA that we will carry into the future as a foundation for our actions to overcome daily competition.

Three Pillars	Basic Principle
1. Mindsets as a manager	1-1. Be a manager with a grand dream and a strong will
Behavior with the awareness of "being one of the managers"	1-2. Cultivate a hungry spirit to continue challenging yourself in everything that you do
	1-3. Act first with high ambition
2. Mindsets as a salesperson	2-1. Make TAXAN (much) effort to gain TAXAN (a large) profit, and become TAXAN (very) happy
Awareness and behavior as a "trading company employee	2-2. Personal connections are intangible assets
or businessman"	2-3. Always be curious
3. Mindsets as a member	3-1. Self-improvement
of society Awareness and behavior in	3-2. Reward good work and punish bad work
proceeding with business as a member of society	3-3. Be fair and upright



HISTORY

New technologies. New products. Always listening to the voice of the times. We grew together with the electronics industry.

Kaga Electronics has continued to grow, driven by our keen ability to rapidly sense changes in the times. This ability has ensured our consistent growth in an era of accelerating technological innovation. In more recent years, we have been proactive in efforts to create new businesses. With the information-gathering ability and sales network that we have cultivated over our long history as our foundation, we will continue to evolve towards unlimited possibilities, pushed ahead by unique ideas and unrestricted by our existing businesses.



Earnings Trends Over Past 10 Years

Management with an emphasis on profit has taken root in the Group since 2014, resulting in an improvement in both operating income and the operating income margin. The Company has aggressively carried out M&A since 2016, shifting to a growth trajectory. We aim for an ongoing increase in revenue.





The Group's Strength-1 : Business Domain

Electronic part and Semiconductors

EMS



Sales agent activities for general electronic components and semiconductors for customers in Japan and worldwide



Providing total support for design, development, and manufacture of products ranging from semifinished to finished products

New Businesses

Information Equipment



Supplying PCs and peripherals to domestic and international distribution channels, and serving the network solutions field

Sales composition ratio



24.6%

Development, manufacture, and sale of amusement-related products and software

2.6%

7.2%



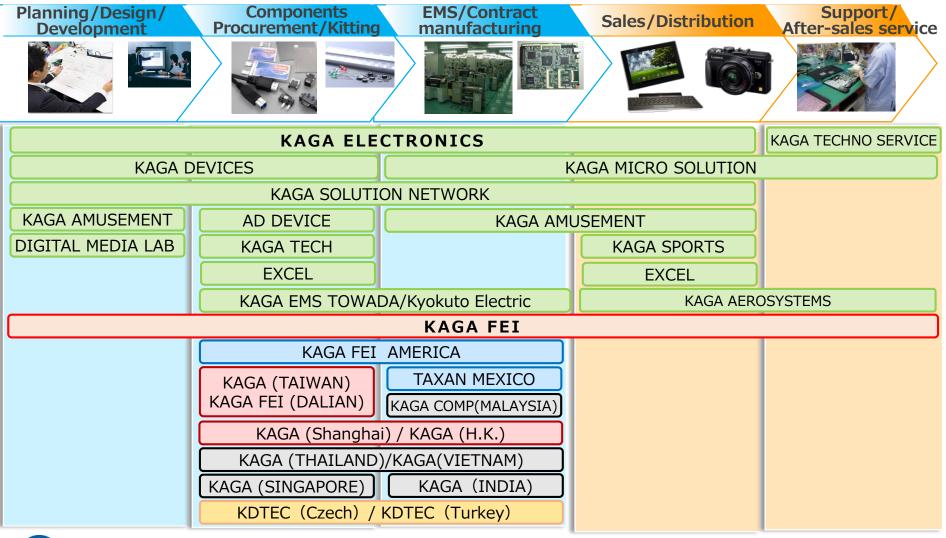
The Group's Strength-2 : Global Network

Global EMS production system with 20 bases in 10 countries to respond swiftly and flexibly to customer needs.



The Group's Strength-③ : **One-Stop Service**

Not just contract manufacturing but offer one-stop service from sales to after-sales support

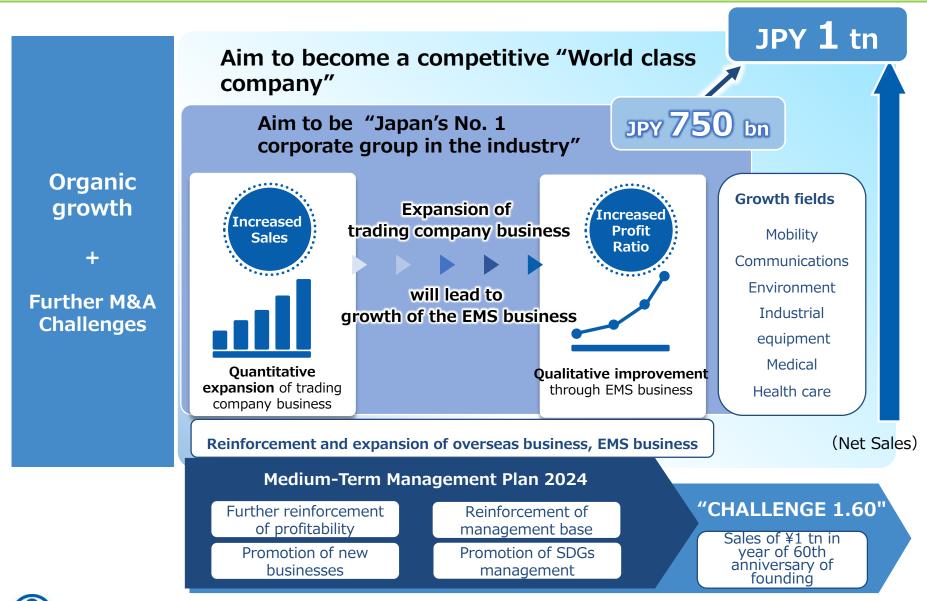




KAGA's Growth Scenario Medium Term Management Plan 2024

(Extract from materials published on November 25, 2021)

Medium-Term Management Plan 2024 : Summary



Medium-Term Management Plan 2024 : Targets

Initial plan (Announced on November 25, 2021)		Latest outlook (Announced on May 11, 2023)
FY2022~FY2024	Planned year	[No change]
JPY 750 bn Organic growth : JPY 600 bn Including new M&As: JPY 150 bn	Net Sales	[No change]
JPY 20 bn	Operating Income	JPY 30 bn or higher
stable 8.5% or higher	ROE	stable 10 % or higher



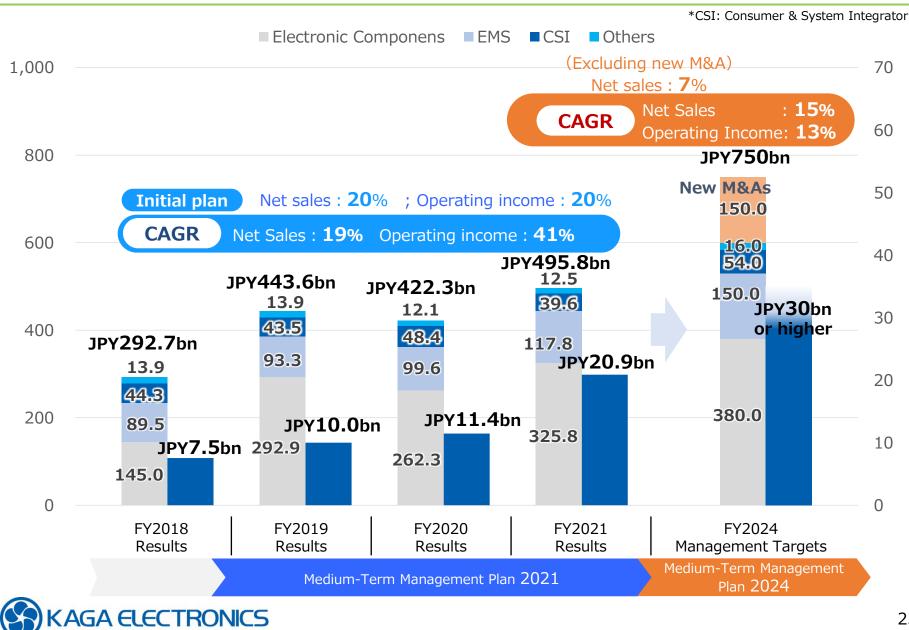
Medium-Term Management Plan 2024: Basic Policy

Basic policy and key issues/actions

Further Reinforcement of Profitability	Predicting the era to focus on markets with potential for high growth and profitability	 Selection and concentration in growth fields: Mobility, Communications, Environment, Industrial equipment, Medical/Health care Reinforcement and expansion of EMS business and overseas business
Reinforcement of Management Base	Pursuit of further efficiency and soundness, and transformation to a Group management foundation worthy of "Japan's No. 1 corporate group in the industry"	 Reinforcement of corporate governance Efficient Group management Investments in human capital
Creation of New Businesses	Active use of venture investments and M&As to create new businesses and strengthen resistance to change in the external environment	 Initiatives in new fields Promotion of open innovation through venture investments M&A efforts aimed at discontinuous growth
Promotion of SDGs Management	Promotion of management that seeks to achieve solutions to social issues and sustainable growth as a company	(See "Medium-Term Sustainability Management Plan" for details)



Medium-Term Management Plan 2024 : Business Portfolio



	FY2024 sales targets	Priority measures
Electronic Components Business	JPY 380 bn	 Expansion of industrial equipment business Rollout of new products in vehicular markets Enhancement of products in communications field
EMS Business	JPY 150 bn	 Reinforcement and expansion of customer base Shift in value chain to high value-added areas Reinforcement of business base
CSI Business	JPY 54 bn	 Acquisition of new products/suppliers and new sales channels Promotion of collaboration within Group and integration of overlapping organizations
Other Business	JPY 16 bn	 Review of unprofitable businesses Creation of new businesses through venture investments and M&As



A Sound Financial Foundation to Support Growth Strategies

Borrowing capacity

Cash generation ability

▲ Total 3-year operating cash flow: **JPY 39.0 bn**

(2) Shareholder returns

3 Repayment of borrowing

▲ Use of cash: ① Growth investments

- 0.08 times ▲ Net D/E ratio:
- JPY 52.6 bn ▲ Cash position:
- ▲ Commitment line: **JPY** 15 bn

*End of March 2023

*FY2020-FY2022

Stability and credit rating

A ROE: **19.6%** > Cost of shareholders' equity 8.1%

Capital efficiency

Assumptions for calculations

①Risk-free interest rate : 0.5%/10-year Japanese government bond ②Market risk premium : 5.4%/TOPIX yield $\Im\beta$ (beta) : 1.4%/Five-year, monthly

▲ Equity ratio : **45.3%**

*End of March 2023

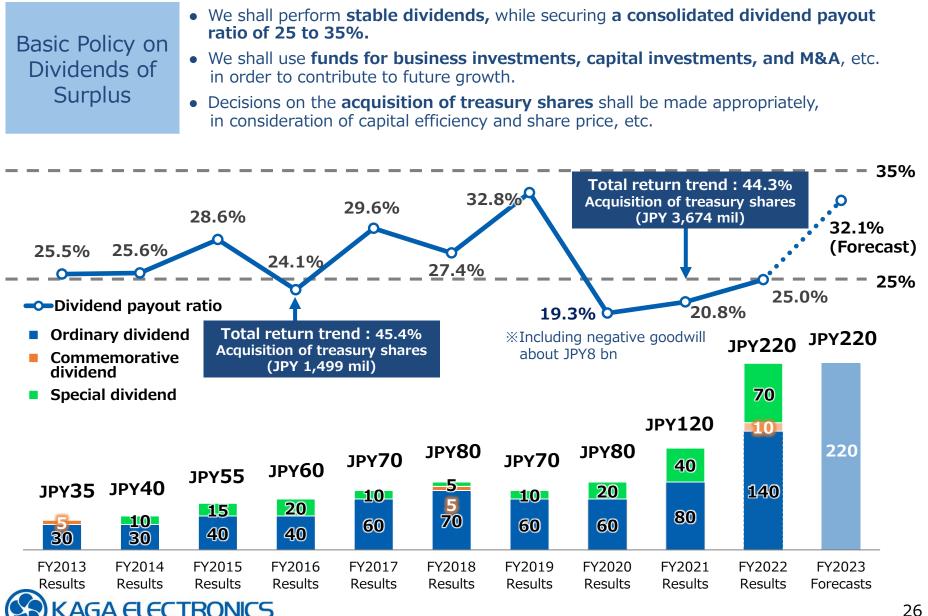
▲ Bond rating : **A** (Stable)

*Japan Credit Rating Agency, Ltd. (JCR)

*FY2022 results



Shareholder Return



KAGA ELECTRONICS' Electronic Components Business

The Strengths of Kaga's Electronic Components Business

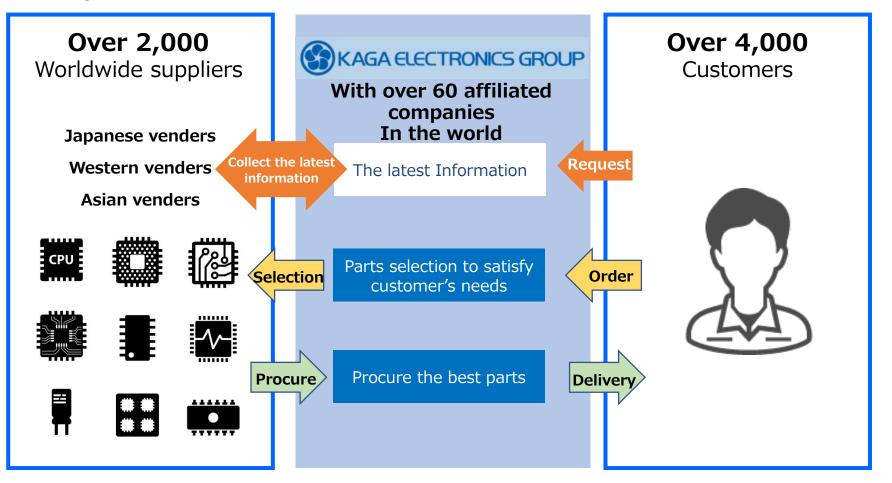
Our strengths are our independence, meaning that we are not affiliated with any other manufacturer, our global reach, which extends around the world, and the professional skills of our technical teams.

The advantage of an independent trading company	As an independent comprehensive trading company, we have access to a vast range of parts. We have earned our customers' trust and developed vast expertise in our 50 years of business.	 Kaga Electronics trades directly with more than 2,000 suppliers in Japan and abroad and more than 4,000 customer businesses (7,000 accounts). As an independent trading company, we are not limited in the goods that we carry. We use this advantage and our worldwide network to connect large numbers of suppliers and customers and ensure that customers get the optimal product in the ideal form.
The power of a global network	We utilize our ability to gather information to foresee the future, as well as the power of a Group working in a wide range of fields.	 Kaga Electronics boasts a global network of more than 60 companies around the world, including North America, Europe, and Asia. Our Group power enables us to rapidly gather and deliver the latest knowledge and unpublished information that is unavailable to our competitors. We also offer full support through our local subsidiaries. We provide the solutions you need, wherever you need them.
Technical support system	Our experienced technical teams can be counted on. Our dependable system today is the product of years of earning trust.	 Our technical teams include field application engineers (FAEs) who are experts in the latest technologies. We offer not only optimal products, but also a sense of trust backed up by our track record. This gives our customers peace of mind even when using products developed by cutting-edge venture companies that are not yet well known.



Business Flow of the Electronic Components Business

We provide optimal solutions to customers through our cutting-edge information network and our component procurement system, which leverage the Group's network.





Net Sales: JPY398.7bn

Others	8%
consumer	11 %
telecommunication	11 %
Amusement	21 %
In-vehicle	21 %
Industrial	28 %

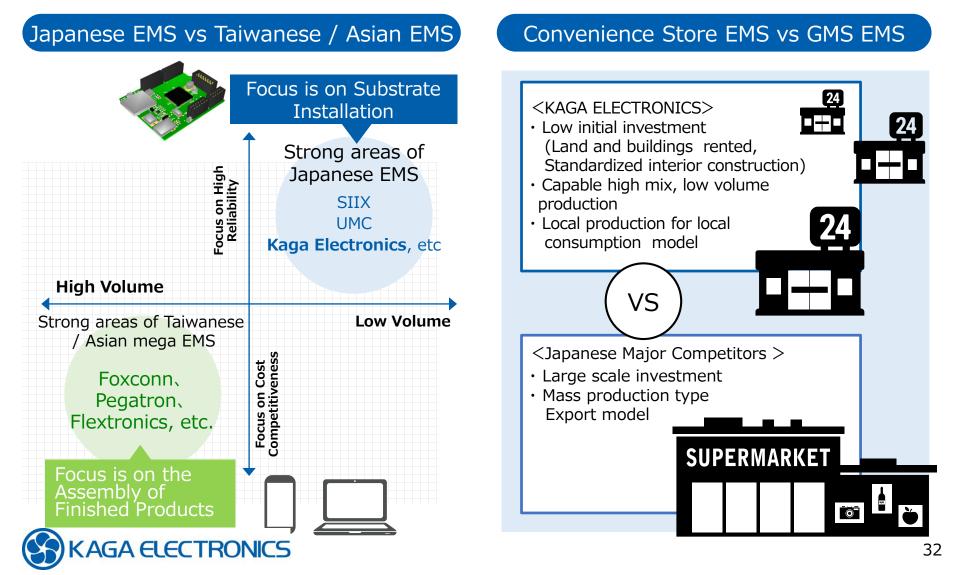
2023/3



EMS Business

The Strengths of Kaga's EMS : Convenience Store EMS

Kaga Electronics globally deploys a "Convenience Store EMS" that is convenience and valuable for its customers.



Introduction to Main Production Centers

With global production plants located in China, ASEAN, Europe, and the Americas, we have the capacity for local production that meets the needs of customers. We provide comprehensive support, including product design and development as well as highmix low-volume production, so that we can flexibly accommodate everything from semi-finished to finished products.

CHINA : KAGA(SHENZHEN)ELECTRONICS



Outline

Established: 1999 Number of employees: 998

Production Items

Automotive, Industrial, OA, Amusement and communication equipment

ASEAN : KAGA ELECTRONICS (THAILAND)



Outline

Established: 2002 Number of Employees: 979

Production Items

Automotive, OA, Air conditioning and Industrial equipment

AMERICA : TAXAN MEXICO



AGA ELECTRONICS

Outline

Established: 2017 Number of employees: 478

Production Items

Automotive, OA and Industrial equipment



EURO : KD TEC TURKEY

Outline

Established: 2023 Number of employees: 163

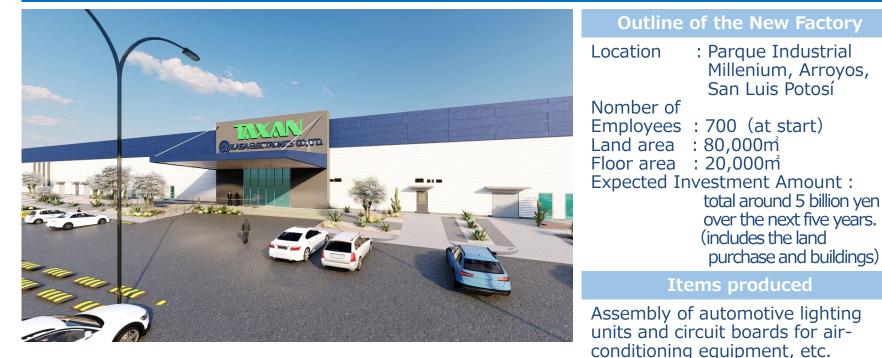
Production Items

Electrical units for air conditioners and Substrates for electric tools, Automotive equipment substrates

Construction of New Factory in Mexico: Strengthening and Expanding the EMS Production Base

We are proceeding with the construction of a new factory due to increasing orders from existing customers, as well as the expected acquisition of new customers. The aim is to capture local production demand for products intended for the U.S. market, where opportunities are expected to increase in the future, and turn the Mexican operation into the largest EMS business base in the Group, with net sales of 50 billion yen and approximately 2,000 jobs to be created within five years from the start of operation.

TAXAN MEXICO S.A. DE C.V.



Scheduled for April 2024

Start of operation



Major Products: In-vehicle Products

AC Inverter Units



Electrical Compressor Units



Lighting Units for Automotive



Automotive Navigation System







Major Products: HVAC, Industrial, Medical related and Office Equipment

Air Conditioner Unit



Products for Electrical Tools





Medical Equipment



<Automated Medication Dispensing Cabinet>



Substrate for Office Equipment



We are aiming for dramatic growth that is 1.3 times higher than FY2021 levels with a strategy prioritizing reinforcement and expansion of the customer foundation, a shift in the value chain to high value-added areas, and reinforcement of the business foundation.

Net Sales: JPy150bn						
Others	5%					
Office / Communication Equipment	5%					
consumer	5%					
Medical	10%					
Air conditioning	15 %					
Industrial	20%					
In-vehicle	40%					



Measures to Increase Competitiveness -①: Increasing of Production Capacity

We will respond flexibly and nimbly to the movement to shift production out of China due to the prolonged trade tensions between the US and China and the movement to restore domestic production to avoid exchange rate fluctuations and increasing labor expenses.

Fukushima Factory Amata Nakhon 2nd Factory Manufacture, repair, Installation of substrates reuse, and recycling of for multifunction devices communications printers and automotive equipment, PCs, and related units PC peripherals Operation start date December 2019 October 2019 Malaysia Factory (Relocation) Turkey Factory (Relocation) CANCAN KAGA COMPONENTS MA ASING/ Various power supply Electrical units for air products and sanitary conditioners and equipment, industrial Substrates for electric equipment, and electrical equipment tools, Automotive substrates for equipment substrates consumer electronics Operation start date

October 2022

KAGA ELECTRONICS

June 2023

Measures to Increase Competitiveness -2 : Strengthening Manufacturing Capabilities

Through the acquisition of Towada Pioneer Corporation (currently KAGA EMS TOWADA CO., LTD.), we will further improve the quality level of the EMS business and improve our competitive advantage compared to other competitors, by sharing the tangible and intangible assets developed through many years as a specialist electronics manufacturer, such as manufacturing know-how, exceptional production personnel and equipment, jig design, and quality assurance systems. We will also designate KAGA EMS TOWADA as the "mother factory" of the EMS business, connect with overseas sites, promote overall optimization, strengthen the management framework, and improve business efficiency.

KAGA EMS TOWADA

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Factory Outline

Address : 15-1, MOTOMACHI HIGASHI 1-CYOME, TOWADA-SHI, AOMORI, JAPAN Number of employees : 195 [1st Factory] [2nd Factory] Site area 22,363m2 Site area 7,201m2 Building area 10,719m2 Building area 2,545m2

Main production items

Circuit board mounting and electronic equipment assembly and inspection

- Automotive related
- Medical device related
- Consumer product and industrial equipment related, food processing equipment related, etc.

Acquisition date

October 2019

Measures to Increase Competitiveness -3 : In-house Development of Manufacturing Equipment

We will provide customers with total substrate mounting solutions with overwhelming cost competitiveness, high quality, and high reliability, by merging with major Chinese equipment manufacturers and developing, designing, and producing manufacturing equipment.

HATTEN **Introduction of HATTEN Equipment** Vertical High-Surface Modular Testing temperature Mountina soldering baths Equipment Furnaces Equipment Product lineup Product lineup ■ Product lineup Product lineup ①Coating hardening ①1-head unit ISF-300 ①CPM H2 ①3D SPI 22-head unit ISF-450-II Chip component mounting furnace Cream solder testing After coating final ②CPM F2 34-head unit ISF-450D ⁽²⁾Post-SMT AOI equipment 44-head unit ISF-450-Non-standard component hardening Visual inspection of mounting ⁽²⁾Potting hardening furnace 4H mounted components After potting final hardening ③CPM/FH Modular high-speed ③Pre-soldering bath S-AOI Miniature chip component 3High temperature soldering bath Inspection of handdeterioration testing 5 Modular flux applicator mounting inserted components furnace **④HATTEN** line ④Post-soldering bath AOI Product deterioration *Mass production underway by Kaga in Solder-lifting inspection testing Jiangsu Component float inspection **H**4TTEN

Medium- to Long-Term Sustainability Management Plan

(Extract from materials published on November 25, 2021)



Under our corporate philosophy of "Everything we do is for our customers," the Kaga Electronics Group seeks to achieve both a sustainable society and sustainable growth of the Group. Toward this purpose, we will respect dialogue with customers, business partners, shareholders, investors, employees, local communities, and all other stakeholders, based on our Basic CSR Policy, Environmental Policy, and Action Guidelines. We will work to increase our corporate value as we play an active role in achieving a sustainable society.

1 We will tackle environmental issues through our business activities

Through our business activities, we will take action to cut CO_2 emissions, reduce waste, and promote reuse. At the same time, by providing environmentally considerate products and services, we will contribute to bringing about a society that values the global environment.

2 We will respect human rights and develop human resources

We will respect the human rights of all stakeholders, regardless of gender, age, nationality, social status, disabilities, or other personal attributes. We will develop work environments in which diverse employees can work in safety and health, both physically and mentally, and will develop personnel systems and education and training systems that allow these employees to maximize their individual abilities. We will further work to develop human resources who will take on the challenge of innovation.

3 We will work to build mutual trust with society

We will work to be a company that earns the trust of society by observing laws and regulations, by strengthening our governance structure, and by sincerely engaging in fair competition, the provision of high-quality products and services, timely and appropriate information disclosure, and other corporate activities.



Materiality

5A ELECTRONICS

The Kaga Electronics Group is committed to seriously addressing a variety of issues relevant not only to itself but also communities around the world and thereby living up to the expectations of society. In line with this commitment, the Group has employed four perspectives— Environmental (E), Social (S), Governance (G) and Business (B)—to identify priority issues that are deemed to exert significant impact on its business operations, as listed below. Through its efforts to tackle the materiality of these issues, the Group will practice corporate activities aimed at contributing to the realization of a sustainable society, with the aim of further improving its corporate value.

	Materiality	Related SDGs	Changes in the socio-economic environment	Our initiatives
E	Create a clean global environment	7 sources of the second	 Growing seriousness of global warming and other environmental problems Urgent call for carbon neutrality 	 Provide products and services designed to help resolve environmental and energy issues Continue initiatives to reduce the environmental burden
9	Create an inclusive company as well as an affluent society	5 BBBX MILLION 0 BBBX MILLION	 Changes in social structure as we move toward the popularization of the new normal Human resource shortages attributable to a low birthrate and an aging population 	 Promote workforce diversity and innovative work styles to better adapt to the new normal Develop human resources by passing down and updating KAGA-ism
0	Create a sustainable management base	16 Hec and entrace strates 	 Public calls for more robust corporate governance Growing need for business resilience against changes in the operating environment 	 Further strengthen corporate governance and compliance Thoroughly practice a profit-focused management approach
E	Realize sustainable business growth	9 Reservements	 Progress in digital transformation Coming of a "super-smart" society due to the popularization of ICT, such as IoT and AI Intensification of global competition 	 Provide products and services that contribute to the transition to a digital- driven society Create new businesses aimed at helping

Medium- to long-term sustainability targets and major KPIs

	Key themes	Issues to address and issues to examine	Medium-term targets	Long-term targets
	Achievement of chift to	 Adoption of renewable energy at domestic sales offices Adoption of renewable energy at domestic manufacturing sites 	2024: 40% (1%) By 2024: Information gathering/analysis and determination	2030: 100% 2030: 50% 2050: 100%
E	Achievement of shift to 100% renewable energy • Adoption of renewable energy at overseas manufacturing sites	 Adoption of renewable energy at overseas manufacturing sites 	of policy •In-house power generation/external procurement •Solar panel/biomass power generation/renewable energy businesses	2030: 30% 2050: 100%
	Shift to electricity for company-owned vehicles	 Switch to electric vehicles for domestic sales vehicles (EV, HV, PHV, FCV) 	2024: 85% (78.5%)	2030: 100%
S	Diversity and human resource management	 Ensuring diversity in core human resources (Women, foreign nationals, mid-career hires) Initiatives to employ elderly workers and persons with disabilities 	Percentage of female new graduates in general positions 2023: 30% (5.8%) Percentage of women in management positions 2024: 15% (13.3%)	Percentage of female new graduates in general positions 2028: 40% Percentage of women in management positions 2029: 17%
	Work–life management and enhancement of productivity	 Enhancement of programs such as childcare/family-care and telework Acquisition of certification as a Health and Productivity Management Organization 	2022: Implementation of review 2023: Certification	2025: Certification by outside party 2024 onward: Continuation of certification
	Restructuring the governance structure in response to the revision of the Corporate Governance Code and the reorganization of Tokyo Stock Exchange	 Independent Outside Directors: at least 1/3 Establishment of Nomination and Compensation Committee 	Performed in June 2021	Setting of targets in line with next
G	 Further strengthening the supervisory and oversight functions of top management over business execution Diversification of the Board of Directors Full compliance with Corporate Governance Code for Prime Market Adoption of delegation-based executive officer structure Transition to structure of company 		By June 2022: Determination of policy Performed in November 2021 April 2022: Enactment By March 2023: Determination of	Corporate Governance Code revision
		with committees	policy *Numbers in parentheses represent	: current values



*Numbers in parentheses represent current values

Progress of medium- to long-term sustainability targets : Environmental

	Key themes	Issues to address and issues to examine	Main activities and progress in FY2022
		 Adoption of renewable energy at domestic sales offices 	Introduced 1.2% of total electricity from renewable energy sources. Continue study to achieve 40% in FY2024.
	Achievement of shift to 100% renewable energy	 Adoption of renewable energy at domestic manufacturing sites 	Calculated power generation to install solar panels at sites in Aomori, Fukushima, and Tottori. Started the detailed design.
E		 Adoption of renewable energy at overseas manufacturing sites 	Started to introduce renewable energy-derived electricity using solar panels at sites in China (Hubei) and Vietnam. Expected to cover 30%-50% of annual electricity usage at each site.
	Shift to electricity for company-owned vehicles	 Switch to electric vehicles for domestic sales vehicles (EV, HV, PHV, FCV) 	The ratio of electric vehicles increased by 1.2pt year on year to 82.0% (as of March 31, 2023).

Solar panels installed on the roof of Head Office









Progress of medium- to long-term sustainability targets : Social

	Key themes	Issues to address and issues to examine	Main activities and progress in FY2022
	Diversity and human resource management	 Ensuring diversity in core human resources (Women, foreign nationals, mid-career hires) 	 Percentage of female new graduates in general positions increased by 12.3pt year on year to 18.1% as a result of hiring activities based on the Action Plan. Discussions held within the group to improve percentage of women in management positions and set targets for the number of women in management positions at each group company. As of April 2023, the percentage of women in management positions has increased by 3.2pt year on year to 16.5%.
S		 Initiatives to employ elderly workers and persons with disabilities 	Employment of persons with disabilities is 100% of the legally mandated rate (as of March 31, 2023)
	Work-life management and enhancement of productivity	 Enhancement of programs such as childcare/family-care and telework 	Revised regulations and rules to make telework a permanent system
		 Acquisition of certification as a Health and Productivity Management Organization 	Certified in March 2023

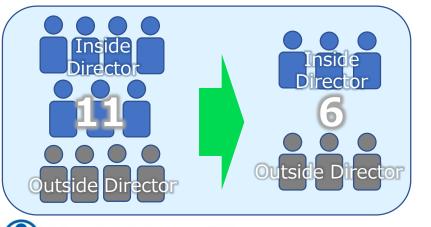




Progress of medium- to long-term sustainability targets : Governance

Key themes	Issues to address and issues to examine	Main activities and progress in FY2022
Restructuring the governance structure in response to the revision of the	 Independent Outside Directors: at least 1/3 Establishment of Nomination and Compensation Committee 	Effective June 2023, 6 directors (including three outside directors), with a majority of directors being outside directors. Established the Nomination and Compensation Committee.
Corporate Governance Code and the reorganization of	 Diversification of the Board of Directors 	Decided to nominate a female candidate as a new outside auditor. Continued to work to appoint a female director.
G Tokyo Stock Exchange	 Full compliance with Corporate Governance Code for Prime Market 	 TCFD-compliant information to be disclosed from June 2022.
Further strengthening the	 Adoption of delegation-based executive officer structure 	Implemented from April 2022.
supervisory and oversight functions of top management over business execution	 Transition to structure of company with committees 	Continue the company-with-auditors system, but shorten the term of directors from the current 2 years to 1 year (planned in June 2023).
G Exchange Further strengthening the supervisory and oversight functions of top management over	 Governance Code for Prime Market Adoption of delegation-based executive officer structure Transition to structure of company with committees 	 June 2022. Implemented from April 2022. Continue the company-with-auditors syst shorten the term of directors from the cu

Enhancement of the Board of Directors' functions



AGA ELECTRONICS

Adoption of Delegation-based Executive Officer Structure

Outline: Management (conventionally, directors) with roles (e.g., Founder & CEO, President & COO, senior managing executive officer, managing executive officer, and senior executive officer) Inside directors concurrently serve as delegated executive officers. Term of office: 1 year Nomination: Deliberated by the Nomination Committee and resolved at the Board of Directors meeting. Consolidated Financial Results for the First Half of the Fiscal Year ending March 2024

Summary of Financial Results for FY2024/3 2Q

FY2024/3 2Q results	 impact of inventory business, the Group' Operating income ded Lower income is attril recorded in 1Q associdecline in gross profit Excluding disappear allowance for doubt previous year's lever Net income decreased 	e sales growth in the i cted disappearance adjustments by cus s core business. reased by 4.4 billion butable partly to provi- ated with a business p due to lower sales. rance of spot deman ful accounts, "earning l. by 2.0 billion yen or estment securities a juisition were posted n 1Q was maintained	nformation equipme of spot demand a tomers in the elect yen or 24.4% year of sion of allowance fo partner's filing for in of and the one-off ng power" in real t 15.0% year on year nd gain on bargair as extraordinary i in 2Q. Net sales an	ent business and the nd emergence of sor tronic components on year to 13.8 billion r doubtful accounts solvency, in addition to factor related to factor related to terms maintained the r to 11.4 billion yen. n purchase associate ncome.	yen. o
FY2024/3 earnings forecast	is held off at this tir	ng first-half earning ne to carefully assess	s momentum, earr the future demand	nings forecast revisio	
TOPECASL	FY2024/3 Forecast (Announced on May 11, 202		JPY 25.0 bn	JPY 18.0 bn	
	2Q Progress rate	50.0%	55.5%	63.4%	
	RONICS				49

(million yen)

	FY2023/ 2Q Resul		FY2024/3 2Q Results YoY Forecasts (Announced on May 11, 2023)		Progress rate			
Net sales	298,760		275,044		-7.9%	550,000		50.0%
Gross Profit	40,001	13.4%	35,160	12.8%	-12.1%	_	-	-
SG&A	21,639	7.2%	21,284	7.7%	-1.6%	_	_	_
Operating income	18,361	6.1%	13,876	5.0%	-24.4%	25,000	4.5%	55.5%
Ordinary income	18,932	6.3%	13,945	5.1%	-26.3%	25,000	4.5%	55.8%
Profit attibutable to owners of parent	13,412	4.5%	11,404	4.1%	-15.0%	18,000	3.3%	63.4%
EPS (yen)	510.88	-	434.23	_	_	685.42	_	_
Exchange Rate yen / USD	133.97	_	141.00	_	_	135.00	_	_

Note: 1. The effect of exchange rates on the conversion into yen is approximately 6,072 million yen on net sales and 194 million yen on operating income.

2. "*x. x*% " represents the ratio to net sales.



Results by Business Segment for FY2024/3 2Q

(million yen)

		FY2023/3 2Q Results		FY2024/3 2Q Results		YoY	FY2024/ Forecast (Announced on May	ts	Progress rate	
E	Electronic	Net sales	268,464		242,564		-9.6%	471,500		51.4%
C	Component	Segment income	16,617	6.2%	11,785	4.9%	-29.1%	20,700	4.4%	56.9%
I	nformation	Net sales	19,597		20,715		5.7%	45,000		46.0%
E	Equipment	Segment income	965	4.9%	1,280	6.2%	32.7%	2,500	5.6%	51.2%
	Software	Net sales	1,307		1,225		-6.3%	4,500		27.2%
	Soltware	Segment income	95	7.3%	112	9.2%	18.2%	300	6.7%	37.7%
	Others	Net sales	9,392		10,539		12.2%	29,000		36.3%
	Juleis	Segment income	658	7.0%	623	5.9%	-5.3%	1,500	5.2%	41.5%
	[otal	Net sales	298,760		275,044		-7.9%	550,000		50.0%
	Total	Segment income	18,361	6.1%	13,876	5.0%	-24.4%	25,000	4.5%	55.5%

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.



Results by Company for FY2024/3 2Q

(n									
_		FY2023/3 2Q Results		FY2024, 2Q Resu		YoY			
	Net sales	168,400		156,408		-7.1%			
Kaga Electronics	Gross Profit	26,734	15.9%	23,651	15.1%	-11.5%			
	Operating income	12,235	7.3%	10,568	6.8%	-13.6%			
	Net sales	98,757		98,766		0.0%			
Kaga FEI	Gross Profit	11,301	11.4%	9,632	9 .8%	-14.8%			
	Operating income	5,214	5.3%	2,422	2.5%	-53.5%			
	Net sales	31,602		19,869		-37.1%			
Excel	Gross Profit	1,991	6.3%	1,925	9.7%	-3.3%			
	Operating income	866	2.7%	865	4.4%	-0.1%			
	Net sales	298,760		275,044		-7.9%			
Total	Gross Profit	40,001	13.4%	35,160	12.8%	-12.1%			
	Operating income	18,361	6.1%	13,876	5.0%	-24.4%			

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

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



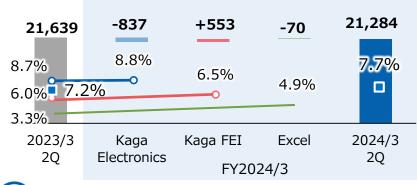
Effect of M&A for FY2024/3 2Q

(million yen)

Net Sales Kaga Electronics posted a sales decrease due partly to disappearance of spot demand. Excel saw a decrease in sales to a major customer. 298,760 -11,992 +9 -11,732 275,044 2023/3 Kaga Kaga FEI Excel 2024/3 2Q Electronics 2Q FY2024/3

SG&A / SG&A ratio

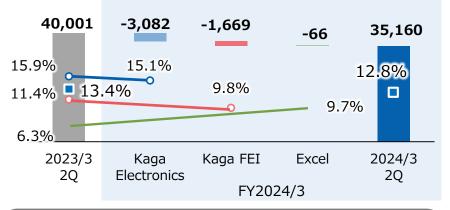
SG&A expenses declined in both Kaga Electronics and Excel due to lower sales. Kaga FEI's expenses increased due partly to the provision of allowance for doubtful accounts.



AGA ELECTRONICS

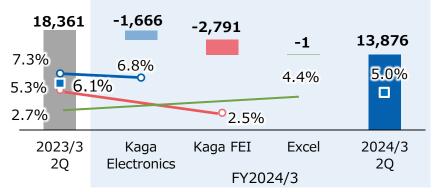
Gross profit / Gross profit margin

Kaga Electronics and Kaga FEI both recorded a gross profit decrease due partly to disappearance of spot demand. Improved sales mix helped Excel to maintain profit at nearly the same level as last year.



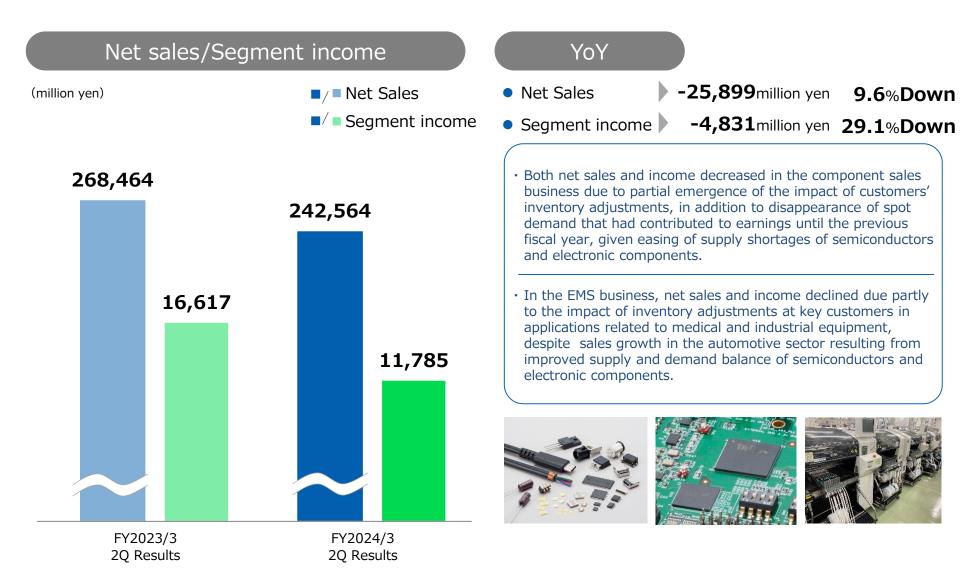
Operating income / Operating income marjin

Kaga Electronics and Kaga FEI recorded a decrease in operating income. Excel secured last year's income level with improved operating income margin.



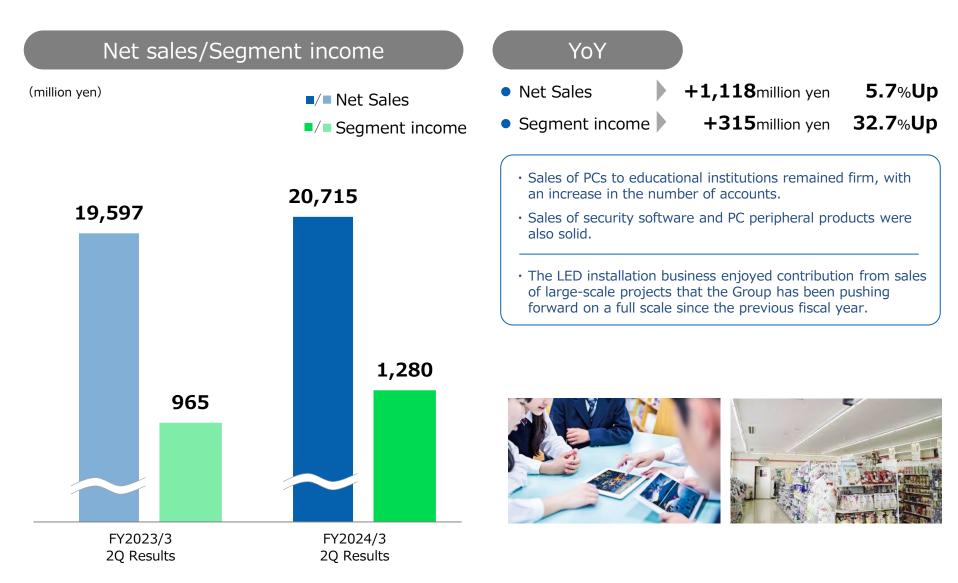
Note :With respect to gross profit and operating income, figures presented above are before consolidation adjustments between the two companies. For reference, after consolidation adjustments, gross profit 53 stood at -47million yen, and operating income came to 19million yen.

Financial Highlights: Electronic Component Segment





Financial Highlights: Information Equipment Segment





Reference

(million yen)

						•	- /- /	
	FY2023/3 2Q Results		FY2024/3 1Q Results		FY2024/3 2Q Results		YoY	QoQ
Net sales	149,458		137,694		137,350		-8.1%	-0.3%
Gross Profit	20,163	13.5%	17,553	12.7%	17,607	12.8%	-12.7%	0.3%
SG&A	11,621	7.8%	10,559	7.7%	10,725	7.8%	-7.7%	1.6%
Operating income	8,541	5.7%	6,994	5.1%	6,882	5.0%	-19.4%	-1.6%
Ordinary income	9,073	6.1%	6,909	5.0%	7,035	5.1%	-22.5%	1.8%
Profit attibutable to owners of parent	6,427	4.3%	5,767	4.2%	5,636	4.1%	-12.3%	-2.3%
EPS (yen)	244.79	_	219.63	_	214.60	_	_	-

Note: "x. x% " represents the ratio to net sales.



(million yen)

		FY2023/3 2Q Results		FY2024/3 1Q Results		FY2024/3 2Q Results		YoY	QoQ
Electronic	Net sales	134,986		120,015		122,549		-9.2%	2.1%
Component	Segment income	7,599	5.6%	5,922	4.9%	5,862	4.8%	-22.9%	-1.0%
Information	Net sales	8,449		12,050		8,664		2.5%	-28.1%
Equipment	Segment income	400	4.7%	746	6.2%	533	6.2%	33.4%	-28.5%
Software	Net sales	808		577		647		-19.9%	12.3%
Soltware	Segment income	129	16.0%	-4	-0.8%	117	18.1%	-9.0%	-
Others	Net sales	5,213		5,050		5,488		5.3%	8.7%
Others	Segment income	408	7.8%	291	5.8%	331	6.0%	-18.9%	13.8%
Total	Net sales	149,458		137,694		137,350		-8.1%	-0.3%
Total	Segment income	8,541	5.7%	6,994	5.1%	6,882	5.0%	-19.4%	-1.6%

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.



(million yen)

		FY2023, 2Q Resu		FY2024, 1Q Resu		FY2024 2Q Resu		YoY	QoQ
	Net sales	84,061		78,615		77,792		-7.5%	-1.0%
Kaga Electronics	Gross Profit	13,693	16.3%	12,146	15.5%	11,504	14.8%	-16.0%	-5.3%
	Operating income	5,983	7.1%	5,663	7.2%	4,905	6.3%	-18.0%	-13.4%
	Net sales	51,005		48,135		50,631		-0.7%	5.2%
Kaga FEI	Gross Profit	5,516	10.8%	4,379	9.1%	5,252	10.4%	-4.8%	19.9%
	Operating income	2,173	4.3%	797	1.7%	1,625	3.2%	-25.2%	103.9%
	Net sales	14,392		10,943		8,925		-38.0%	-18.4%
Excel	Gross Profit	1,004	7.0%	1,014	9.3%	910	10.2%	-9.3%	-10.2%
	Operating income	403	2.8%	485	4.4%	379	4.3%	-6.0%	-21.8%
Total	Net sales	149,458		137,694		137,350		-8.1%	-0.3%
	Gross Profit	20,163	13.5%	17,553	12.7%	17,607	12.8%	-12.7%	0.3%
	Operating income	8,541	5.7%	6,994	5.1%	6,882	5.0%	-19.4%	-1.6%

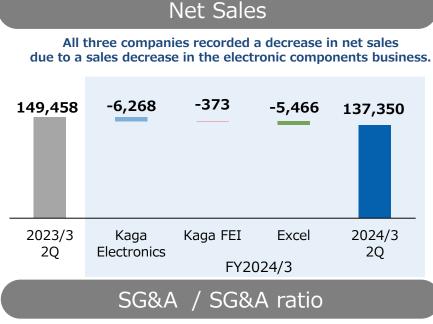
Note: 1. With respect to gross profit and operating income, figures presented above are before consolidation adjustments between the three companies.

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



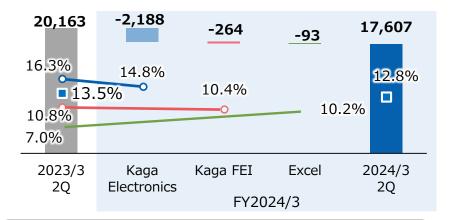
Effect of M&A for FY2024/3 2Q (3 months)

(million yen)



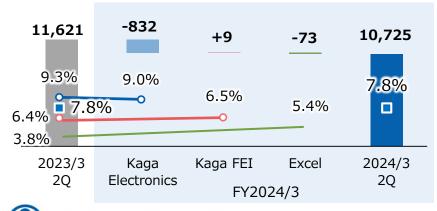
Gross profit / Gross profit margin

Gross profit decreased in all three companies due to a sales decrease.



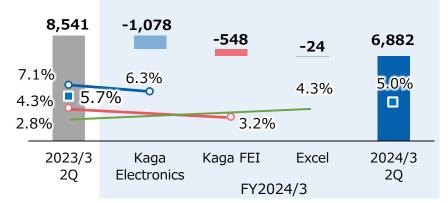
Operating income / Operating income margin

SG&A expenses decreased in Kaga Electronics and Excel due to a sales decrease.



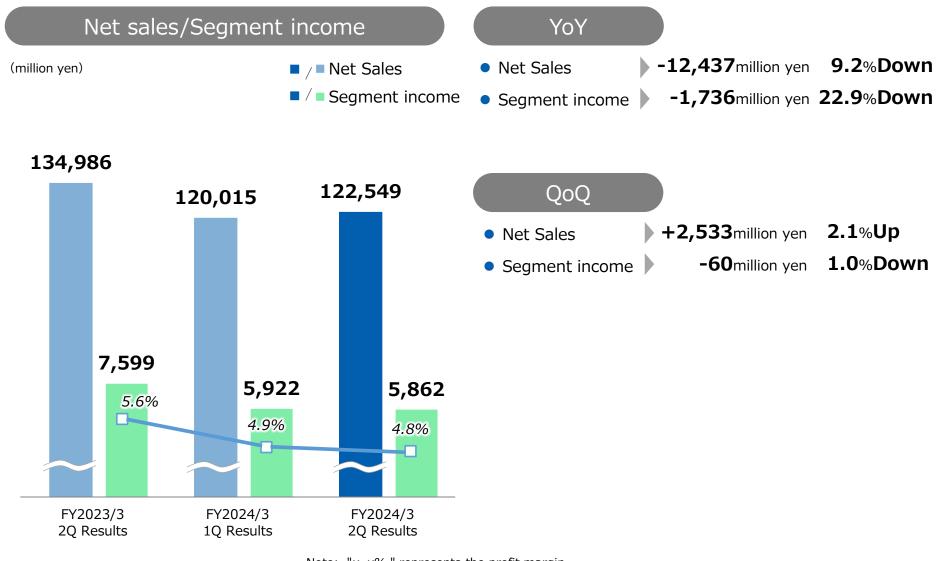
KAGA ELECTRONICS

Operating income decreased in both Kaga Electronics and Kaga FEI. Excel secured last year's income level with improved operating income margin.



Note :With respect to gross profit and operating income, figures presented above are before consolidation 39 adjustments between the two companies. For reference, after consolidation adjustments, gross profit stood at -60million yen, and operating income came to -28million yen.

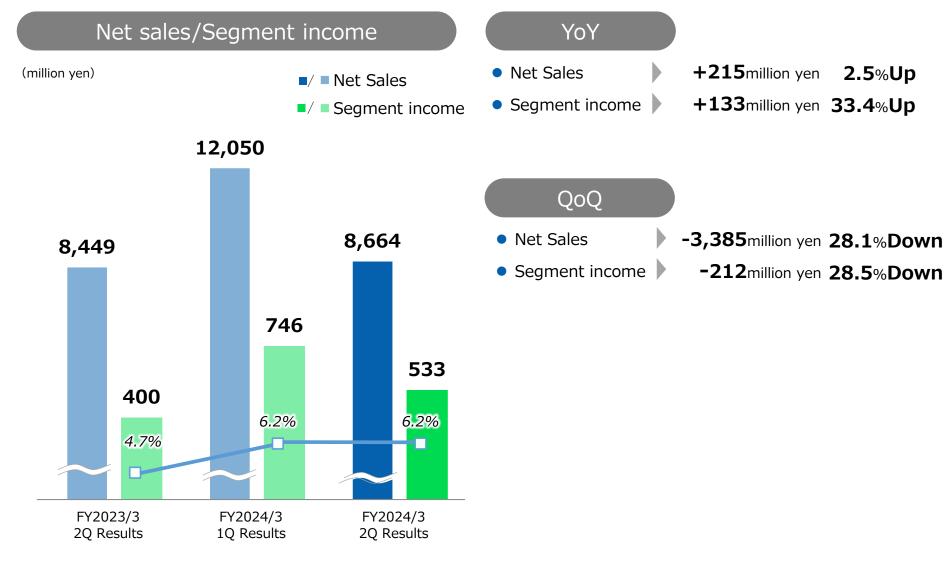
Financial Highlights: Electronic Component Segment (3 months)





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

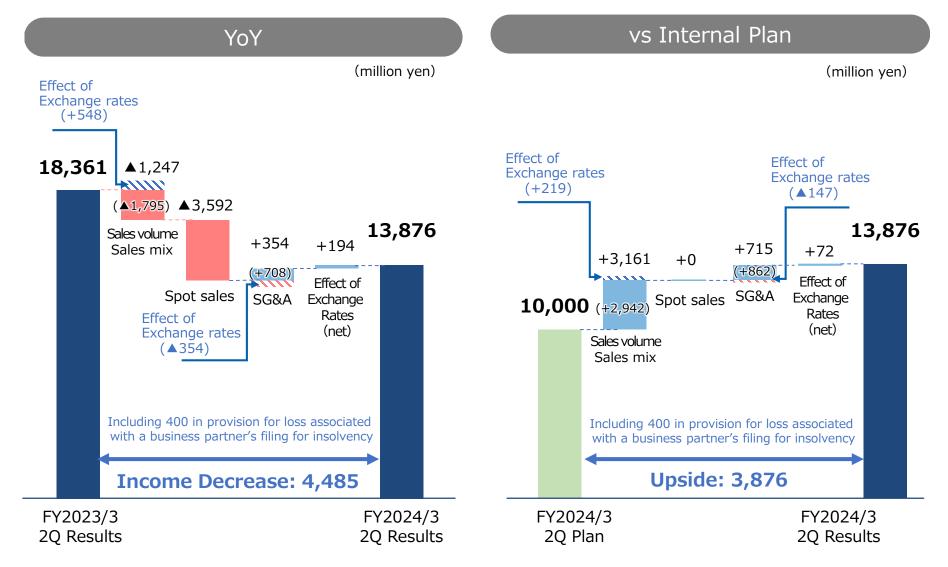
Financial Highlights: Information Equipment Segment (3 months)





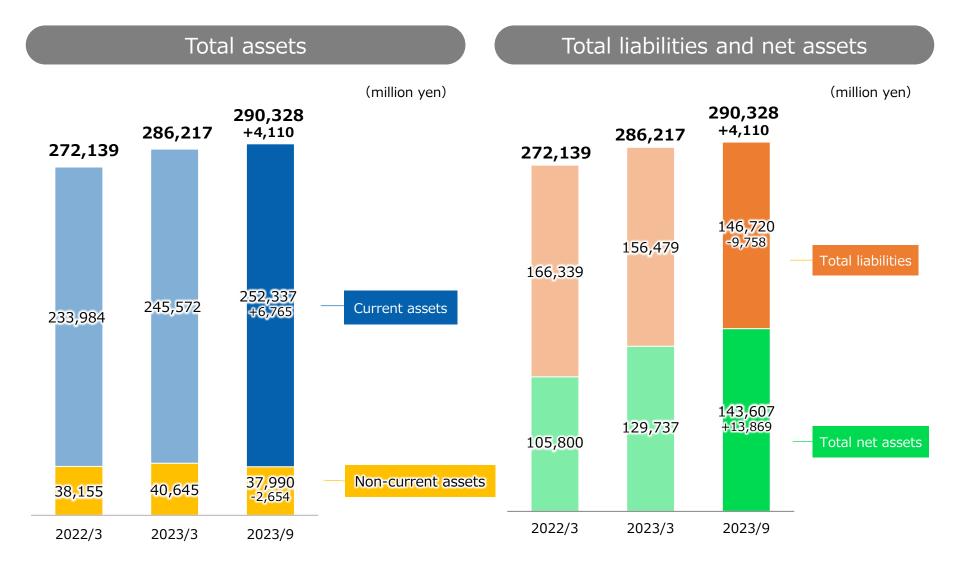
Note: "*x. x*% " represents the profit margin.

Factors of Increase / Decrease in Operating Income

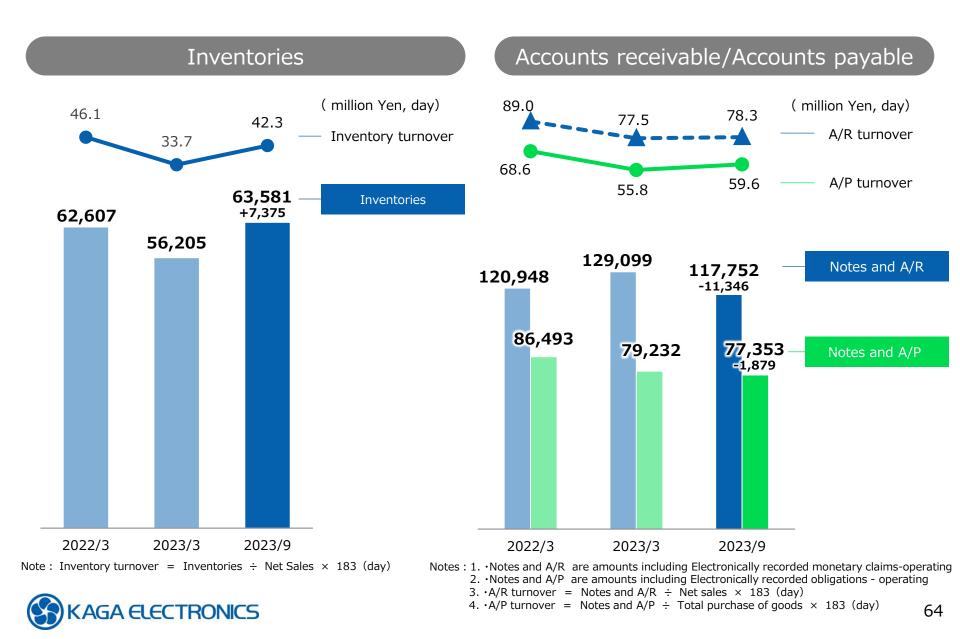




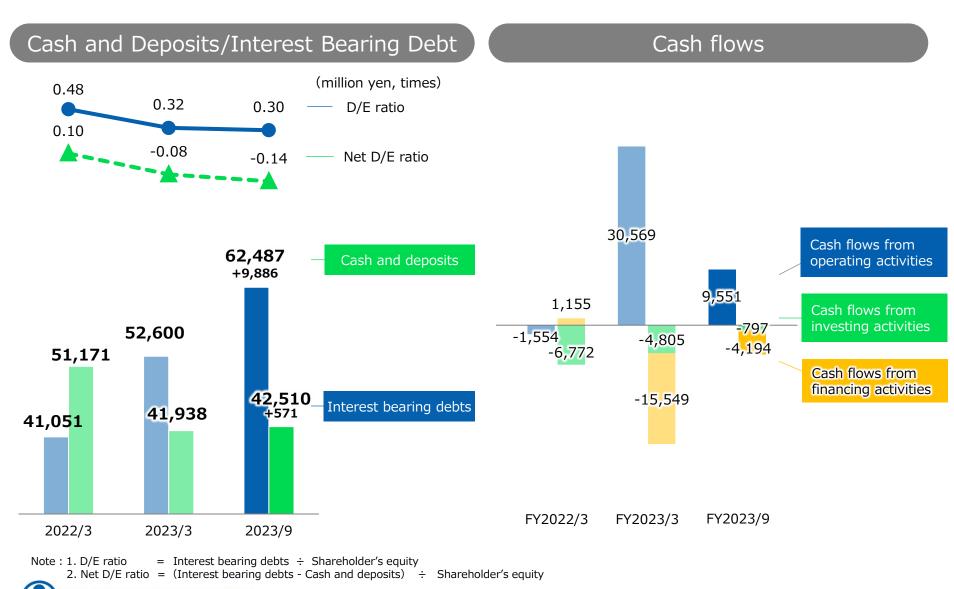
Balance Sheet Main Items







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65

Forecasts for FY2024/3

(million yen)

	FY2023/3 Results	3	FY2024, Forecas (Announced on May	YoY	
Net sales	608,064		550,000		-9.5%
Operating income	32,249	5.3%	25,000	4.5%	-22.5%
Ordinary income	32,739	5.4%	25,000	4.5%	-23.6%
Profit attibutable to owners of parent	23,070	3.8%	18,000	3.3%	-22.0%
EPS (yen)	878.65		685.42		-
ROE	19.6%		13.3%		-6.3pt
Annual dividend (yen)	220.00 Ordinary dividend Commemorative divider Extraordinary dividend	140.00 nd 10.00 70.00	220.00 Ordinary dividend	220.00	_

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



Forecasts by Business Segment for FY2024/3

(million yen)

		FY2023/ Results		FY2024/ Forecast (Announced on May	YoY	
Electronic	Net sales	539,342		471,500		-12.6%
Component	Segment income	28,314	5.2%	20,700	4.4%	-26.9%
Information	Net sales	43,680		45,000		3.0%
Equipment	Segment income	2,449	5.6%	2,500	5.6%	2.1%
Software	Net sales	2,998		4,500		50.1%
Soltware	Segment income	286	9.6%	300	6.7%	4.6%
Othors	Net sales	22,044		29,000		31.6%
Others	Segment income	1,101	5.0%	1,500	5.2%	36.1%
Total	Net sales	608,064		550,000		-9.5%
iotai	Segment income	32,249	5.3%	25,000	4.5%	-22.5%

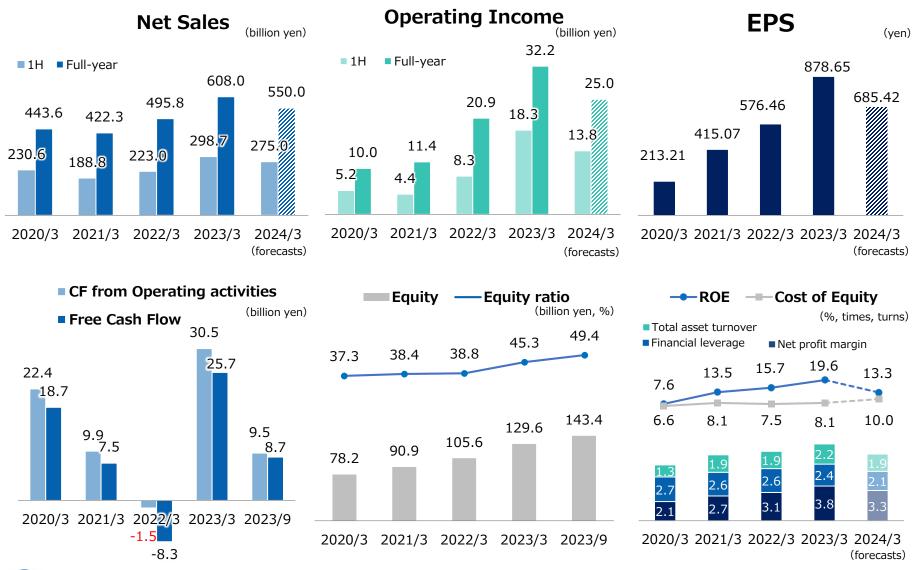
Note: 1. Figures of each segment income are not inter-segment adjusted.

Total amount is inter-segment adjusted (operating income).

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



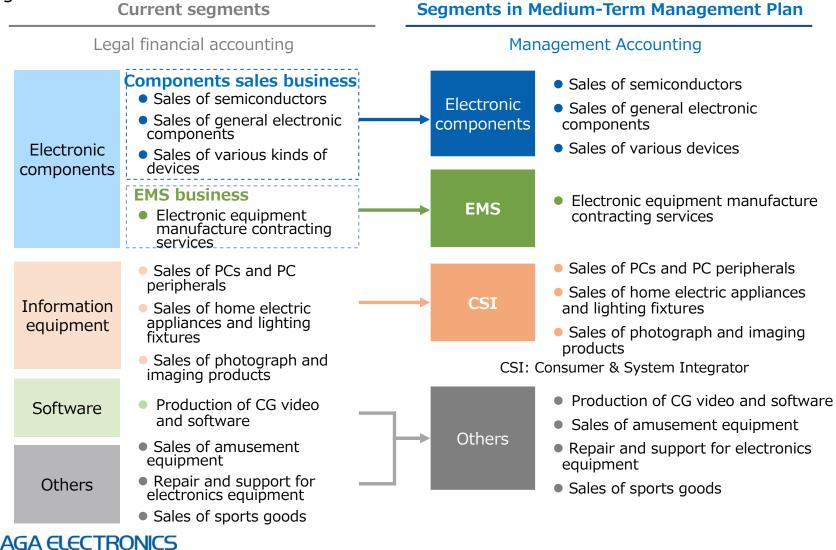
Latest 5 years Financial Trends





Segment disclosure associated with the Medium-Term Management Plan

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)

		FY2022/3 2Q Results		FY2023/3 2Q Results		FY2024/3 2Q Results		YoY
Electronic	Net sales	144,790		202,867		184,368		-9.1%
Component	Segment income	3,948	2.7%	11,689	5.8%	8,002	4.3%	-31.5%
FMC	Net sales	53,453		69,486		62,122		-10.6%
EMS	Segment income	3,322	6.2%	5,311	7.6%	4,143 6.	6.7%	-22.0%
0.01	Net sales	18,713		19,597		20,715		5.7%
CSI	Segment income	910	4.9%	965	4.9%	1,280	6.2%	32.7%
Othors	Net sales	6,052		6,809		7,837		15.1%
Others	Segment income	64	1.1%	369	5.4%	375	4.8%	1.6%
Tabal	Net sales	223,009		298,760		275,044		-7.9%
Total	Segment income	8,300	3.7%	18,361	6.1%	13,876	5.0%	-24.4%

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.



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

(million yen)

Reference

		FY2022/3 2Q Results		FY2024/3 1Q Results		FY2024/3 2Q Results		YoY	QoQ
Electronic	Net sales	101,422		90,115		94,253		-7.1%	4.6%
Component	Segment income	5,148	5.1%	3,695	4.1%	4,307	4.6%	-16.3%	16.6%
EMS	Net sales	35,619		31,773		30,348		-14.8%	-4.5%
EMS	Segment income	2,698	7.6%	2,433	7.7%	1,709	5.6%	-36.7%	-29.8%
	Net sales	8,449		12,050		8,664		2.5%	-28.1%
CSI	Segment income	400	4.7%	746	6.2%	533	6.2%	33.4%	-28.5%
Others	Net sales	3,967		3,754		4,083		2.9%	8.8%
Others	Segment income	289	7.3%	81	2.2%	294	7.2%	1.6%	262.7%
Total	Net sales	149,458		137,694		137,350		-8.1%	-0.3%
	Segment income	8,541	5.7%	6,994	5.1%	6,882	5.0%	-19.4%	-1.6%

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.



Exchange Rate/FOREX Sensitivity

			Effect of 1	(Reference) Effect of 1% change (Million Yen)		
	FY2023/3 2Q Results (Yen)	FY2024/3 2Q Results (Yen)	Net sales	Operating income	Assumption for 2024/3(yen)	
USD	133.97	141.00	1,088	17	135.00	
RMB	18.94	19.45	151	12	19.50	
ТНВ	3.79	4.05	140	9	3.80	
HKD	17.07	18.00	92	2	17.00	
EUR	138.73	153.39	4	0.1	140.00	



Other IR Information

• Investor Relations Website

https://www.taxan.co.jp/en/ir/





Integrated Report 2023

https://www.taxan.co.jp/en/ir/ir_librar y/library_05.html







• IR Information Services https://www.taxan.co.jp/en/ir/irmail/index.html



"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.