



Consolidated Financial Results for the Fiscal Year ended March 2024

KAGA ELECTRONICS CO., LTD.

TSE Prime Market 8154

May 9, 2024

KAGA ELECTRONICS CO., LTD.

Summary of Financial Results for FY2024/3

Provide • Net sales decreased by 65.3 billion yen or 10.8% year on year to 542.6 billion yen. The electronic components business was affected by full-scale impact of inventory adjustment from 3Q, in addition to disappearance of spot demand and diminution of transactions with a major customer of a Group company. • Operating income decreased by 6.4 billion yen or 19.9% year on year to 25.8 billion yen. The decrease primarily reflected a decrease in gross profit due to lower net sales, despite efforts to reduce SG&A expenses. • Net income decreased by 2.7 billion yen or 11.8% year on year to 20.3 billion yen. 1.4 billion yen in gain on sale of investment securities and 0.4 billion yen in gain on bargain purchase associated with a corporate acquisition were posted. • Compared with the Company plan, net sales fell slightly short of the plan, but incomes exceeded the plan. • Sales assumptions: Although there is no change to the medium- to long-term growth scenario for the electronics-related markets with the automotive area as one of the major drivers, full-fledged demand recovery is not expected until the second half of FY2025/3 given that full-scale inventory adjustment observed since the second half of FY2024/3 will continue for some time. • Income assumptions: Increase in expenses due to salary increases, etc. are factored in, in addition to prolonged inventory adjustment income of 18.0 billion yen (up 2.3%), operating income of 26.0 billion yen (up 0.6%), and net income of 18.0 billion yen (down 11.5%)] are projected. • FY2025/3: Despite a projected decrease in final income, the previous fiscal year's 220 yen per share will be maintained.		
 FY2025/3 earnings forecast Income assumptions: Increase in expenses due to salary increases, etc. are factored in, in addition to prolonged inventory adjustment. Earnings forecast: In light of the above, [net sales of 550.0 billion yen (up 2.3%), operating income of 26.0 billion yen (up 0.6%), and net income of 18.0 billion yen (down 11.5%)] are projected. FY2024/3: The year-end dividend will be 110 yen per share as previously forecast on May 11, 2023. The annual dividend including interim dividend amounts to 220 yen per share, unchanged from the previous fiscal year. FY2025/3: Despite a projected decrease in final income, the previous fiscal year's 220 		 The electronic components business was affected by full-scale impact of inventory adjustment from 3Q, in addition to disappearance of spot demand and diminution of transactions with a major customer of a Group company. Operating income decreased by 6.4 billion yen or 19.9% year on year to 25.8 billion yen. The decrease primarily reflected a decrease in gross profit due to lower net sales, despite efforts to reduce SG&A expenses. Net income decreased by 2.7 billion yen or 11.8% year on year to 20.3 billion yen. 1.4 billion yen in gain on sale of investment securities and 0.4 billion yen in gain on bargain purchase associated with a corporate acquisition were posted. Compared with the Company plan, net sales fell slightly short of the plan, but
 Shareholder Return May 11, 2023. The annual dividend including interim dividend amounts to 220 yen per share, unchanged from the previous fiscal year. FY2025/3: Despite a projected decrease in final income, the previous fiscal year's 220 	earnings	 scenario for the electronics-related markets with the automotive area as one of the major drivers, full-fledged demand recovery is not expected until the second half of FY2025/3 given that full-scale inventory adjustment observed since the second half of FY2024/3 will continue for some time. Income assumptions: Increase in expenses due to salary increases, etc. are factored in, in addition to prolonged inventory adjustment. Earnings forecast: In light of the above, [net sales of 550.0 billion yen (up 2.3%), operating income of 26.0 billion yen (up 0.6%), and net income of 18.0 billion
		 May 11, 2023. The annual dividend including interim dividend amounts to 220 yen per share, unchanged from the previous fiscal year. FY2025/3: Despite a projected decrease in final income, the previous fiscal year's 220



	FY2023/3 Results		FY2024 Result	•	YoY	FY2024/ Forecast (Announced on May	S	Progress rate
Net sales	608,064		542,697		-10.8%	550,000		-1.3%
Gross Profit	78,514 <u>12.9</u>	%	70,452	13.0%	-10.3%	_	_	_
SG&A	46,265 7.6	%	44,607	8.2%	-3.6%	_	_	_
Operating income	32,249 <u>5.3</u>	%	25,845	4.8%	-19.9%	25,000	4.5%	3.4%
Ordinary income	32,739 <u>5.4</u>	%	25,976	4.8%	-20.7%	25,000	4.5%	3.9%
Profit attibutable to owners of parent	23,070 <u>3.8</u>	%	20,345	3.7%	-11.8%	18,000	3.3%	13.0%
EPS (yen)	878.65	—	774.61	_	_	685.42	_	_

14.5%

144.62

Note: 1. The effect of exchange rates on the conversion into yen is approximately 12,539 million yen on net sales and 420 million yen on operating income.

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

—

—

19.6%

135.47



yen / USD

Exchange Rate

ROE

1.2pt

13.3%

135.00

-5.1pt

_

(million yen)

Results by Business Segment for FY2024/3

(million yen)

		FY2023/ Results		FY2024, Result		YoY	FY2024/ Forecast (Announced on May	ts	Progress rate
Electronic	Net sales	539,342		472,583		-12.4%	471,500		0.2%
Component	Segment income	28,314	5.2%	20,887	4.4%	-26.2%	20,700	4.4%	0.9%
Information	Net sales	43,680		44,305		1.4%	45,000		-1.5%
Equipment	Segment income	2,449	5.6%	2,924	6.6%	19.4%	2,500	5.6%	17.0%
Coftware	Net sales	2,998		2,567		-14.4%	4,500		-42.9%
Software	Segment income	286	9.6%	370	14.4%	29.0%	300	6.7%	23.4%
Othors	Net sales	22,044		23,241		5.4%	29,000		-19.9%
Others	Segment income	1,101	5.0%	1,555	6.7%	41.2%	1,500	5.2%	3.7%
Total	Net sales	608,064		542,697		-10.8%	550,000		-1.3%
TULAI	Segment income	32,249	5.3%	25,845	4.8%	-19.9%	25,000	4.5%	3.4%

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.



		FY2022/3 Results		FY2023/3 Results		FY2024/3 Results		YoY	VS FY2022/3
	Net sales	281,075		348,034		315,404		-9.4%	12.2%
Kaga Electronics	Gross Profit	41,767	14 .9 %	53,123	15.3%	47,373	15.0%	-10.8%	13.4%
	Operating income	15,461	5.5%	21,899	6.3%	19,580	6.2%	-10.6%	26.6%
	Net sales	149,455		199,548		190,684		-4.4%	27.6%
Kaga FEI	Gross Profit	14,690	9. 8%	20,913	10.5%	19,218	10.1%	-8.1%	30.8%
	Operating income	3,654	2.4%	8,103	4.1%	4,413	2.3%	-45.5%	20.8%
	Net sales	65,296		60,481		36,608		-39.5%	-43.9%
Excel	Gross Profit	4,247	6.5%	4,443	7.3%	3,834	10.5%	-13.7%	-9.7%
	Operating income	1,937	3.0%	2,072	3.4%	1,653	4.5%	-20.2%	-14.6%
	Net sales	495,827		608,064		542,697		-10.8%	9.5%
Total	Gross Profit	60,547	12.2%	78,514	12.9%	70,452	13.0%	-10.3%	16.4%
	Operating income	20,915	4.2%	32,249	5.3%	25,845	4.8%	-19.9%	23.6%

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.



(million yen)

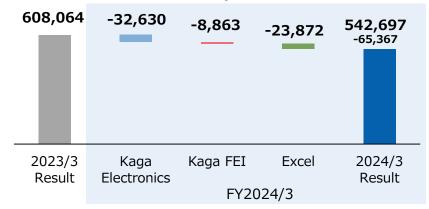
Effect of M&A for FY2024/3

(million yen)

5

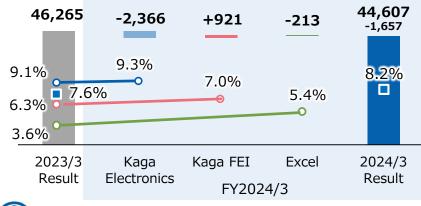
Net Sales

Net sales decreased both at Kaga Electronics and Kaga FEI due partly to disappearance of spot demand. Excel saw a decrease in sales to a major customer.



SG&A / SG&A ratio

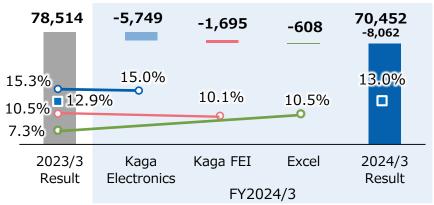
SG&A expenses decreased in Kaga Electronics and Excel, reflecting costcutting efforts. Kaga FEI's expenses increased due partly to the provision of allowance for doubtful accounts and allocation of head office expenses.



CAGA ELECTRONICS

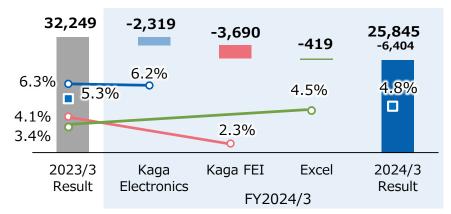
Gross profit / Gross profit margin

All three companies recorded a gross profit decrease due to lower net sales. At Excel, gross profit margin improved due to improved sales mix.



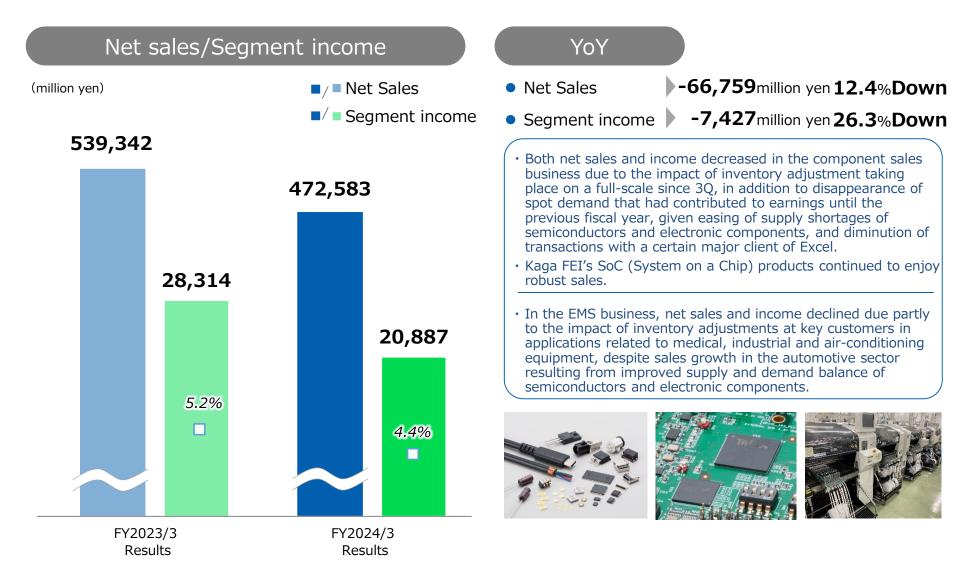
Operating income / Operating income margin

All three companies recorded an operating income decrease. At Excel, operating income margin improved due to improved sales mix



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 stood at 25million yen, and operating income came to 198million yen.

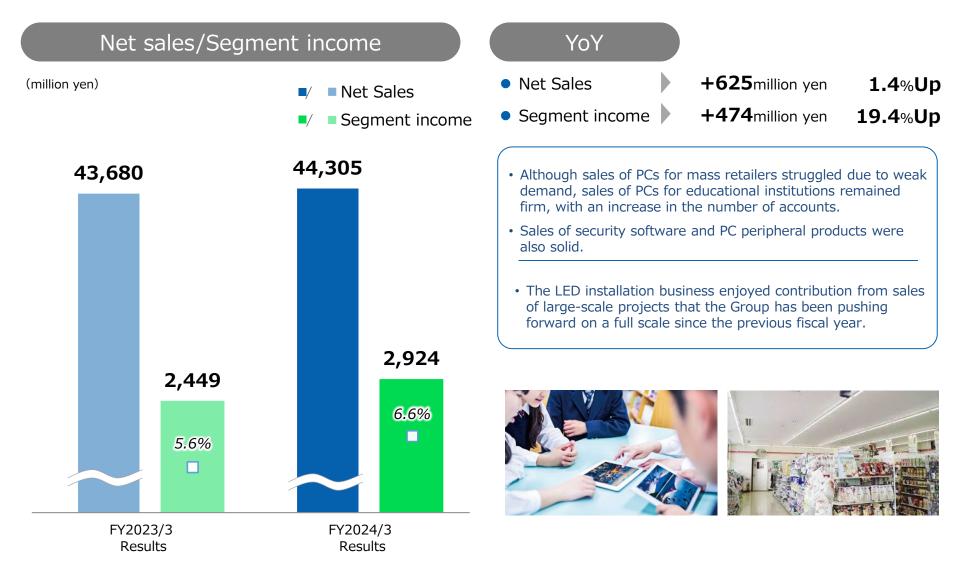
Financial Highlights: Electronic Component Segment





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

Financial Highlights: Information Equipment Segment





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

							(1	million yen)
	FY2023/ 4Q Resul		FY2024, 3Q Resu		FY2024, 4Q Resu		YoY	QoQ
Net sales	155,843		131,413		136,239		-12.6%	3.7%
Gross Profit	18,630	12.0%	17,091	13.0%	18,200	13.4%	-2.3%	6.5%
SG&A	12,387	7.9%	10,475	8.0%	12,846	9.4%	3.7%	22.6%
Operating income	6,242	4.0%	6,615	5.0%	5,353	3.9%	-14.2%	-19.1%
Ordinary income	6,121	3.9%	6,365	4.8%	5,664	4.2%	-7.5%	-11.0%
Profit attibutable to owners of parent	4,017	2.6%	4,587	3.5%	4,353	3.2%	8.4%	-5.1%
EPS (yen)	152.99	_	174.65	_	165.73	_	_	_

Note: 1. The effect of exchange rates on the conversion into yen is approximately 2,842 million yen on net sales and 90 million yen on operating income.

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



Results by Business Segment for FY2024/3 (3 months)

								(1	nillion yen)
		FY2023/3 4Q Results		FY2024/3 3Q Results		FY2024/3 4Q Results		YoY	QoQ
Electronic	Net sales	133,733		115,229		114,788		-14.2%	-0.4%
Component	Segment income	4,972	3.7%	5,363	4.7%	3,738	3.3%	-24.8%	-30.3%
Information	Net sales	14,540		9,551		14,038		-3.4%	47.0%
Equipment	Segment income	949	6.5%	641	6.7%	1,002	7.1%	5.6%	56.2%
Software	Net sales	922		591		750		-18.6%	27.0%
Software	Segment income	151	16.4%	149	25.3%	107	14.3%	-29.1%	-28.2%
Others	Net sales	6,647		6,041		6,660		0.2%	10.2%
Others	Segment income	129	2.0%	436	7.2%	495	7.4%	281.9%	13.6%
Total	Net sales	155,843		131,413		136,239		-12.6%	3.7%
	Segment income	6,242	4.0%	6,615	5.0%	5,353	3.9%	-14.2%	-19.1%

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 ven)

Results by Company for FY2024/3 (3 months)

		FY2023/3 4Q Results		FY2024/3 3Q Results		FY2024/3 4Q Results		YoY	QoQ
	Net sales	93,560		78,517		80,478		-14.0%	2.5%
Kaga Electronics	Gross Profit	12,901	13.8%	11,556	14.7%	12,165	15.1%	-5.7%	5.3%
	Operating income	4,320	4.6%	5,089	6.5%	3,922	4.9%	-9.2%	-22.9%
	Net sales	46,255		44,360		47,556		2.8%	7.2%
Kaga FEI	Gross Profit	4,300	9.3%	4,510	10.2%	5,075	10.7%	18.0%	12.5%
	Operating income	1,093	2.4%	1,009	2.3%	980	2.1%	-10.3%	-2.9%
	Net sales	16,027		8,535		8,203		-48.8%	-3.9%
Excel	Gross Profit	1,328	8.3%	993	11.6%	915	11.2%	-31.0%	-7.8%
	Operating income	695	4.3%	455	5.3%	332	4.1%	-52.1%	-26.9%
	Net sales	155,843		131,413		136,239		-12.6%	3.7%
Total	Gross Profit	18,630	12.0%	17,091	13.0%	18,200	13.4%	-2.3%	6.5%
	Operating income	6,242	4.0%	6,615	5.0%	5,353	3.9%	-14.2%	-19.1%

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

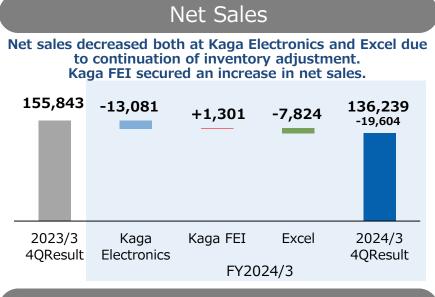
2. "x. x% " represents the profit margin.



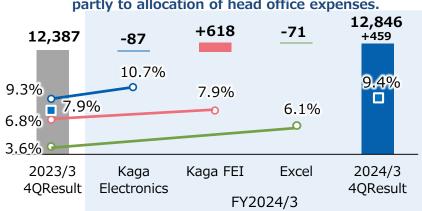
(million yen)

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

(million yen)



SG&A / SG&A ratio

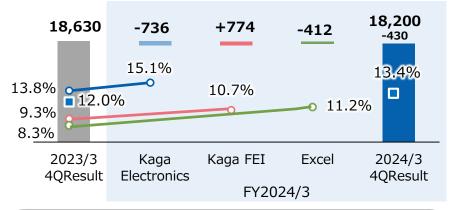


AGA ELECTRONICS

At Kaga Electronics and Excel reduced SG&A expenses due to a decrease in gross profit. Kaga FEI's expenses increased due partly to allocation of head office expenses.

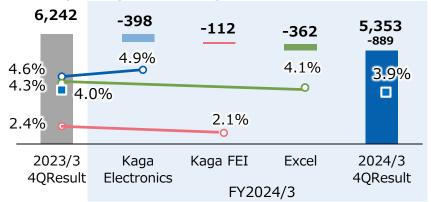
Gross profit / Gross profit margin

profit decreased at both Kaga Electronics and Excel due to lower net sales. Kaga FEI recorded a gross profit increase.



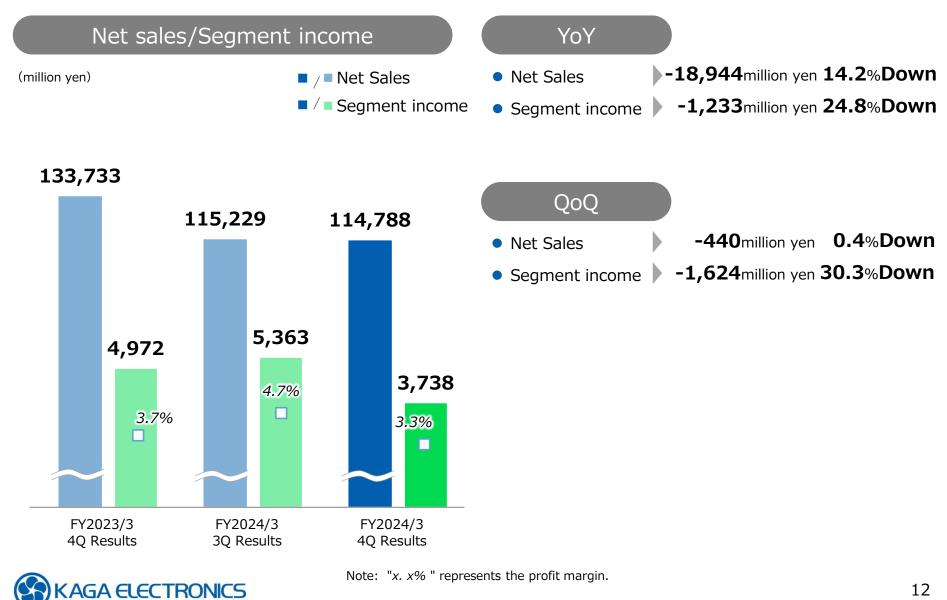
Operating income / Operating income marjin

All three companies recorded a decrease in operating income but maintained roughly last year's level of operating income margin on a consolidated basis.

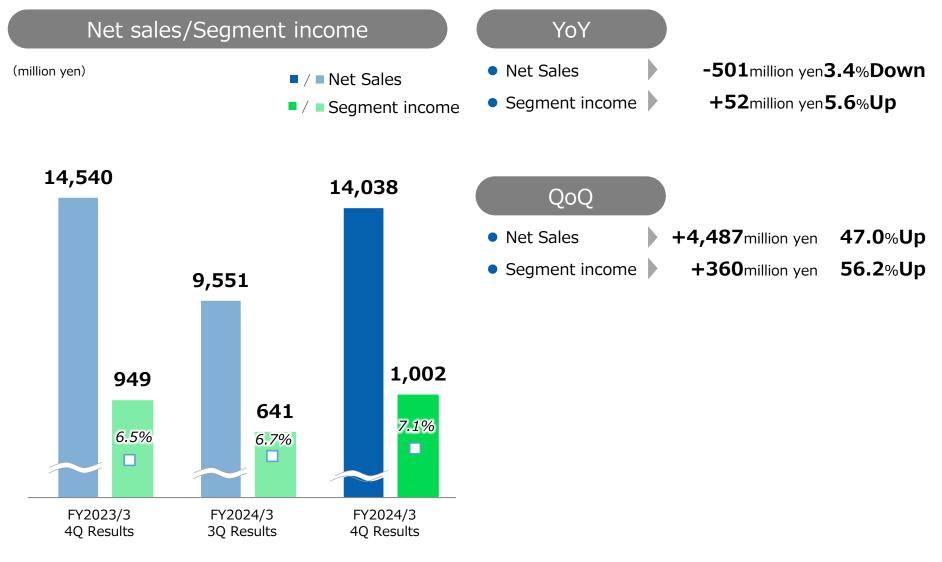


Note :With respect to gross profit and operating income, figures presented above are before consolidation adjustments between the two companies. For reference, after consolidation adjustments, gross profit stood at 43million yen, and operating income came to 117million yen.

Financial Highlights: Electronic Component Segment (3 months)



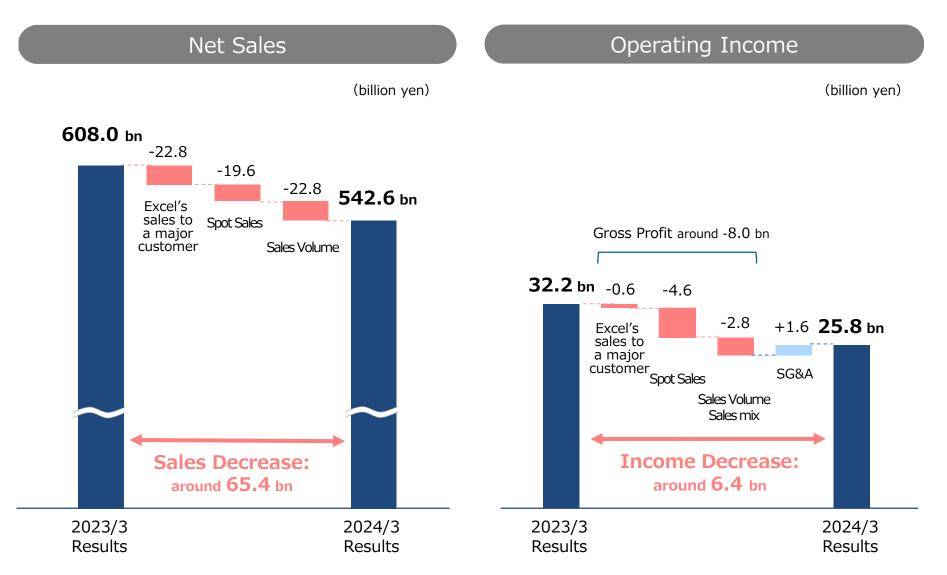
Financial Highlights: Information Equipment Segment (3 months)





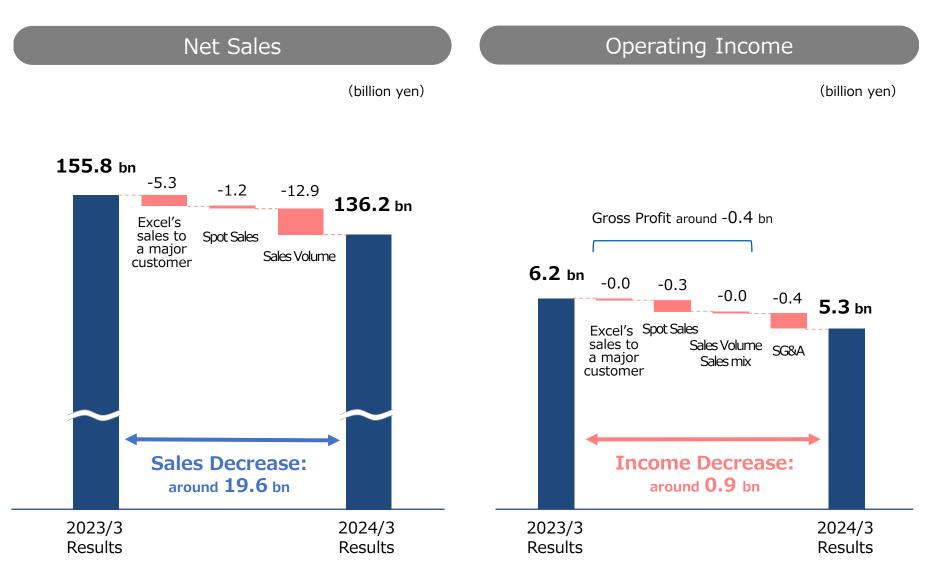
Note: "*x. x*% " represents the profit margin.

Factors behind Changes in Net Sales / Operating Income for FY2024/3

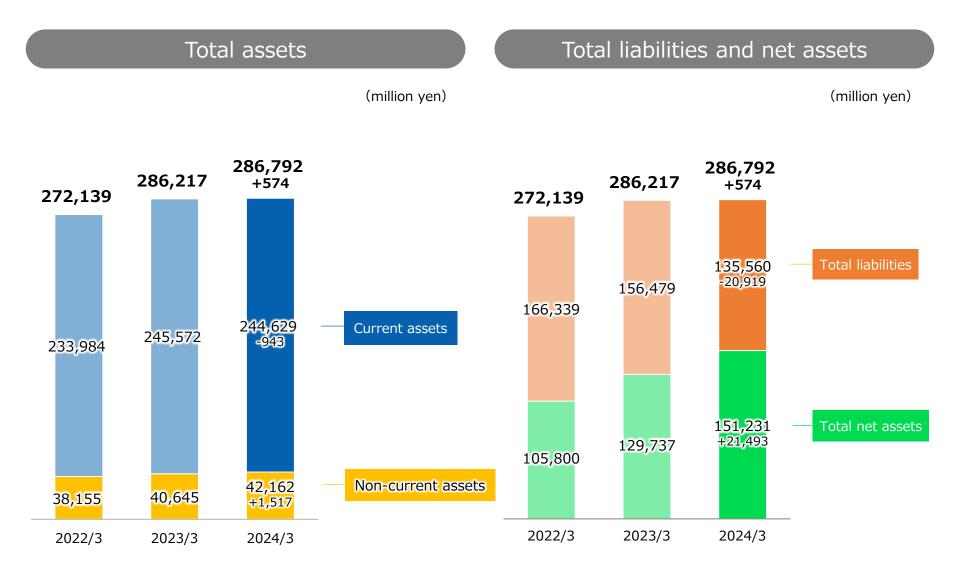




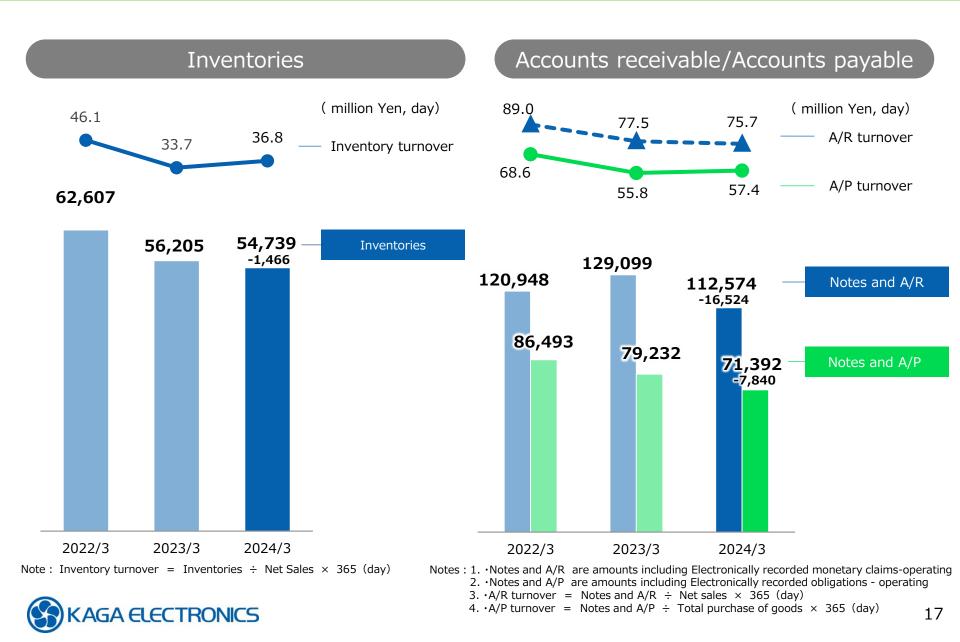
Factors behind Changes in Net Sales / Operating Income for FY2024/3 (3 months)



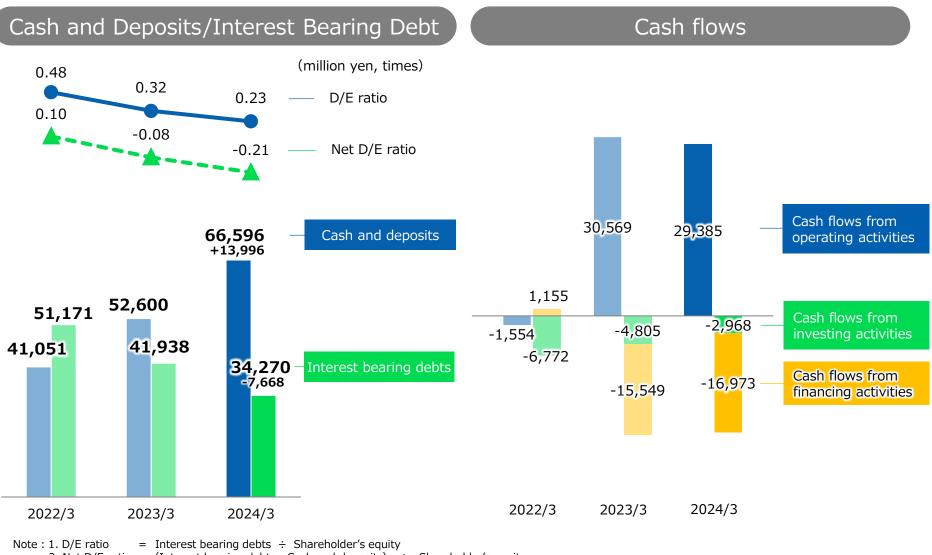








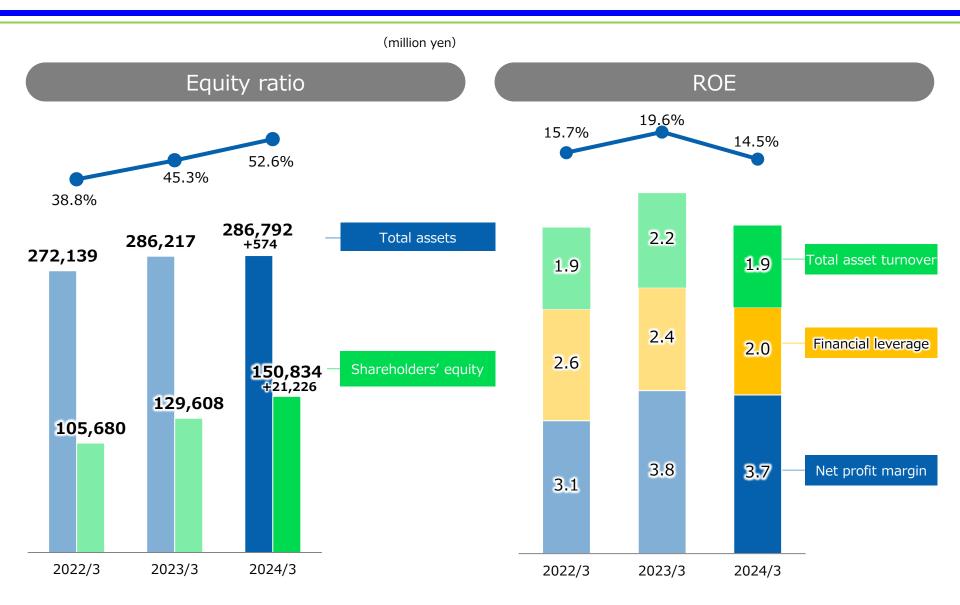
(million yen)



2. Net D/E ratio = (Interest bearing debts - Cash and deposits) ÷ Shareholder's equity

AGA ELECTRONICS

Major Business Indicators





Forecasts for FY2025/3

				(1	million yen)
	FY2024/ Results		FY2025/ Forecast		YoY
Net sales	542,697		555,000		2.3%
Operating income	25,845	4.8%	26,000	4.7%	0.6%
Ordinary income	25,976	4.8%	26,000	4.7%	0.1%
Profit attibutable to owners of parent	20,345	3.7%	18,000	3.2%	-11.5%
EPS (yen)	774.61	_	685.26	-	-
ROE	14.5%	_	11.5%	-	-3.0pt
Annual dividend (yen)	220.00		220.00		_

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



Forecasts by Business Segment for FY2025/3

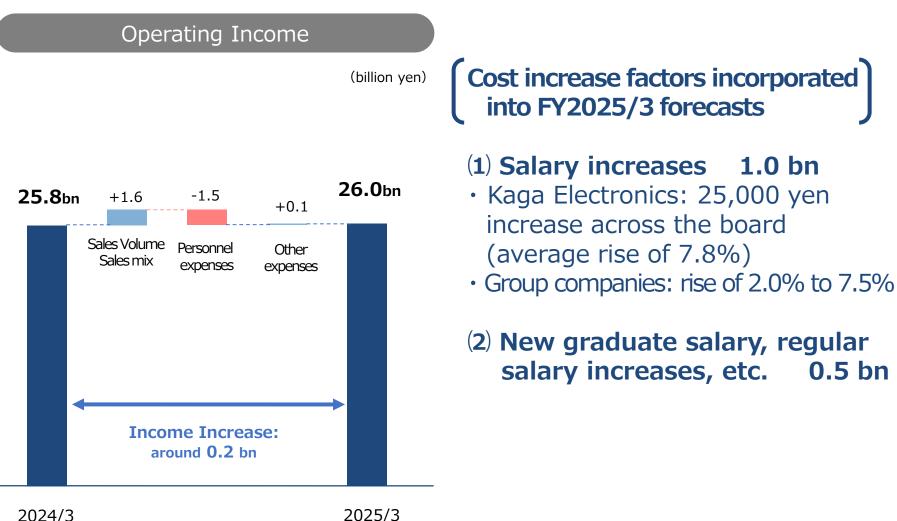
					(r	million yen)
		FY2024, Result		FY2025, Forecas		YoY
Electronic	Net sales	472,583		482,500		2.1%
Component	Segment income	20,887	4.4%	20,900	4.3%	0.1%
Information	Net sales	44,305		45,000		1.6%
Equipment	Segment income	2,924	6.6%	3,000	6.7%	2.6%
Software	Net sales	2,567		3,000		16.8%
Software	Segment income	370	14.4%	400	13.3%	8.1%
Others	Net sales	23,241		24,500		5.4%
Others	Segment income	1,555	6.7%	1,700	6.9%	9.3%
Total	Net sales	542,697		555,000		2.3%
iotai	Segment income	25,845	4.8%	26,000	4.7%	0.6%

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.



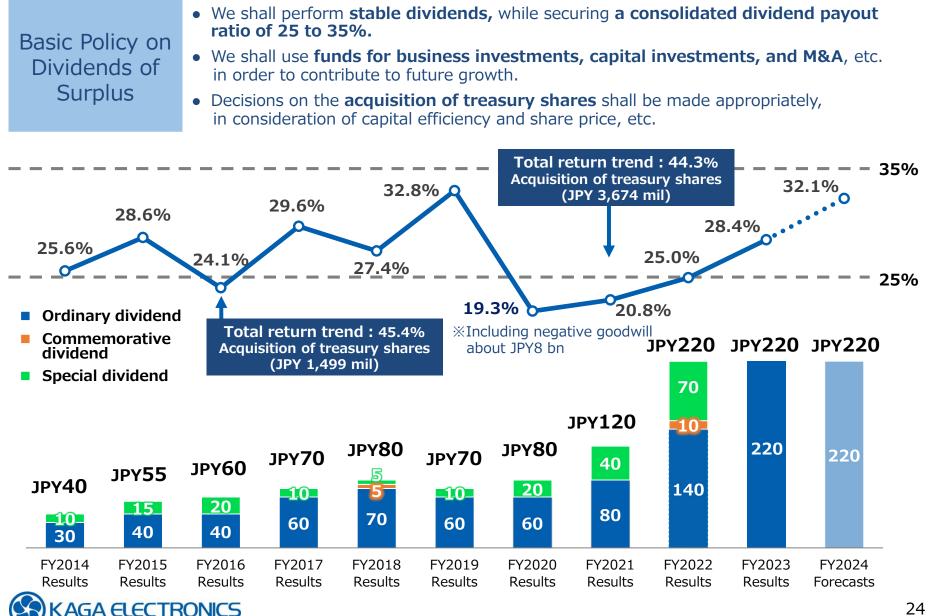
Factors behind Changes in Operating Income for FY2025/3



2024/3 Results 2025/3 Forecasts

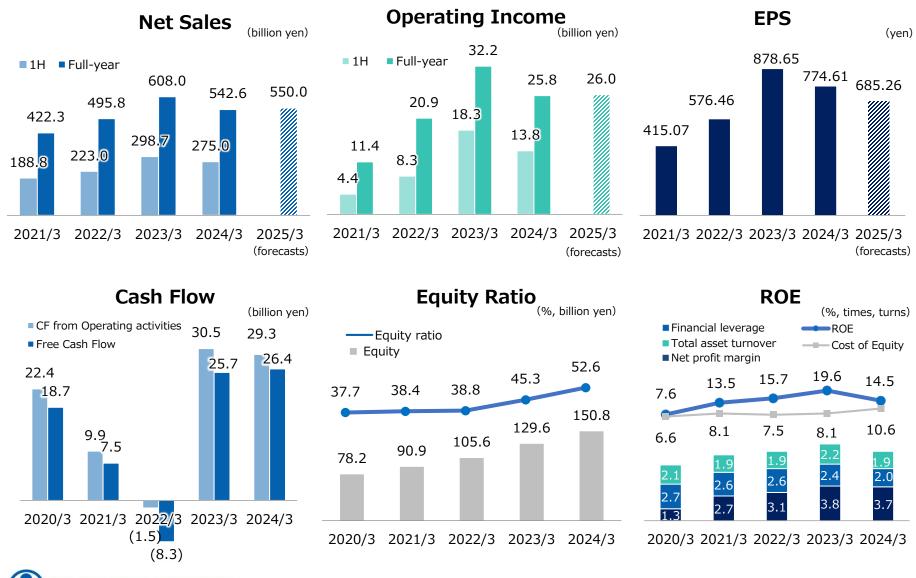


Shareholder Return



Latest 5 years Financial Trends

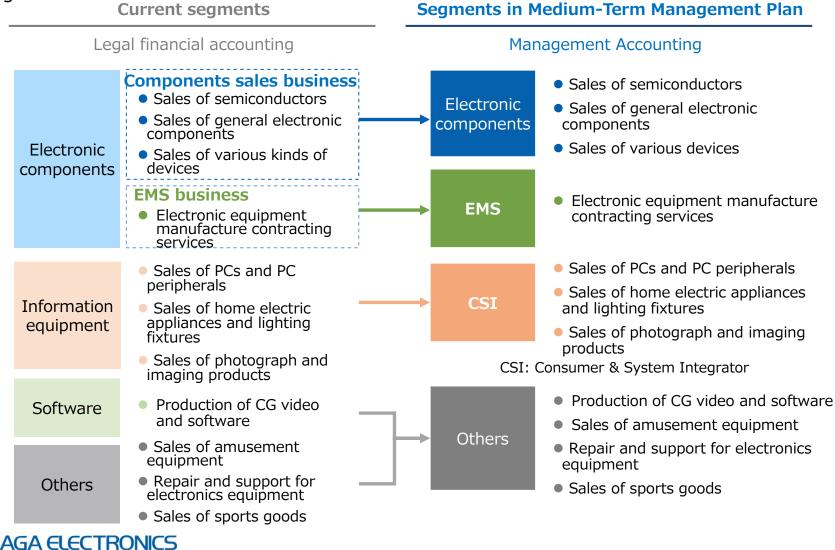
AGA ELECTRONICS



Reference

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

		FY2022/3 Results		FY2023/3 Results		FY2024/3 Results		YoY	vs FY2022/3
Electronic	Net sales	325,830		398,783		360,743		-9.5%	10.7%
Component	Segment income	11,094	3.4%	19,475	4.9%	14,228	3.9%	-26.9%	28.2%
EMS	Net sales	117,828		149,862		120,478		-19.6%	2.2%
EMS	Segment income	7,356	6.2%	9,563	6.4%	7,375	6.1%	-22.9%	0.3%
CSI	Net sales	39,616		43,680		44,305		1.4%	11.8%
C51	Segment income	2,085	5.3%	2,449	5.6%	2,924	6.6%	19.4%	40.2%
Others	Net sales	12,552		15,739		17,170		9.1%	36.8%
Others	Segment income	255	2.0%	663	4.2%	1,208	7.0%	82.1%	372.4%
Total	Net sales	495,827		608,064		542,697		-10.8%	9.5%
IULAI	Segment income	20,915	4.2%	32,249	5.3%	25,845	4.8%	-19.9%	23.6%

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)

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

(million yen)

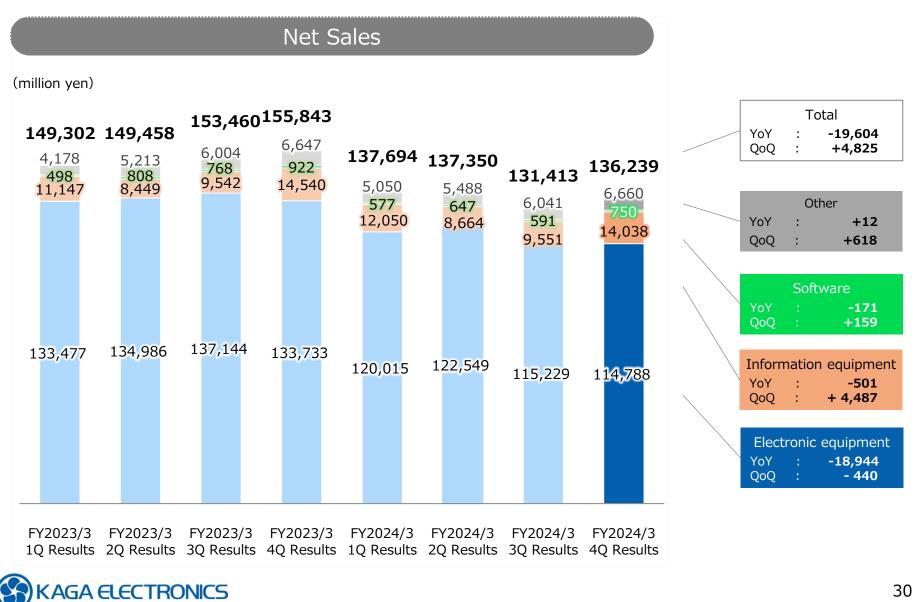
		FY2023/ 4Q Resul		FY2024/ 3Q Resul		FY2024/ 4Q Resul		YoY	QoQ
Electronic	Net sales	95,569		86,668		89,705		-6.1%	3.5%
Component	Segment income	3,573	3.7%	3,753	4.3%	2,472	2.8%	-30.8%	-34.1%
EMS	Net sales	41,251		31,000		27,355		-33.7%	-11.8%
EMS	Segment income	1,637	4.0%	1,798	5.8%	1,433	5.2%	-12.4%	-20.3%
CSI	Net sales	14,540		9,551		14,038		-3.4%	47.0%
C31	Segment income	949	6.5%	641	6.7%	1,002	7.1%	5.6%	56.2%
Others	Net sales	4,480		4,193		5,138		14.7%	22.5%
Others	Segment income	42	1.0%	396	9.5%	436	8.5%	924.3%	9.9%
Total	Net sales	155,843		131,413		136,239		-12.6%	3.7%
	Segment income	6,242	4.0%	6,615	5.0%	5,353	3.9%	-14.2%	-19.1%

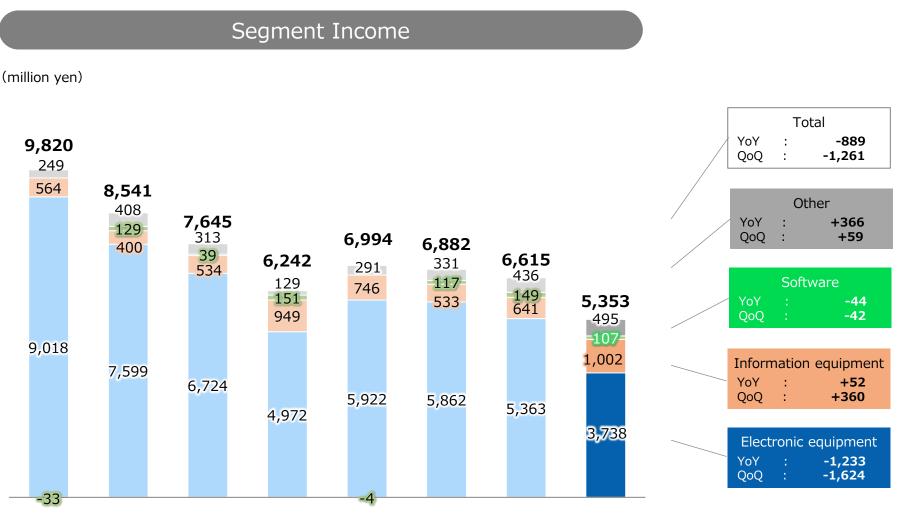
Note: 1. Figures of each segment income are not inter-segment adjusted. Total amount is inter-segment adjusted (operating income).

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



Quarterly Net Sales Trends (3months)





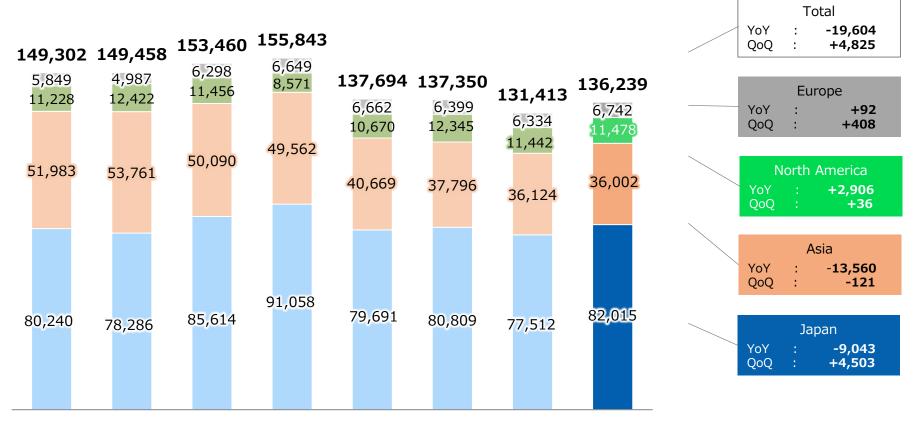
FY2023/3FY2023/3FY2023/3FY2023/3FY2024/3FY2024/3FY2024/31Q Results2Q Results3Q Results4Q Results1Q Results2Q Results3Q Results4Q Results



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

Net Sales

(million yen)



FY2023/3FY2023/3FY2023/3FY2023/3FY2024/3FY2024/3FY2024/31Q Results2Q Results3Q Results4Q Results1Q Results2Q Results3Q Results4Q Results



Exchange Rate/FOREX Sensitivity

				(Refer) Effect of 1 (Million)		Forex
		FY2023/3 Results (Yen)	FY2024/3 Results (Yen)	Net sales	Operating income	Assumption for 2025/3(yen)
	USD	135.47	144.62	1,740	26	145.00
	RMB	19.48	19.82	328	22	19.50
	THB	3.84	4.11	282	18	4.00
	HKD	17.28	18.48	177	3	18.50
	EUR	140.97	156.80	7	0	155.00
6						











"Everything we do is for our customers



20 Kandamatsunagacho, Chiyoda-ku, Tokyo 101-8629 Contact: Investor Relations & Public Relations Department TEL:+81-3-5657-0106 FAX:+81-3-3254-7133 E-mail : webmaster@taxan.co.jp https://www.taxan.co.jp/en/

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.