



《FY2024 3Q》

Briefing Material on Financial Results

2024/1/30

Elematec Corporation

Tokyo Stock Exchange, Prime Market CODE:2715

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Elematec Corporation Briefing Material on Fiscal Year 2024 3Q

1. Third quarter of fiscal year 2024: Summary

○Third quarter: Consolidated business results

Unit: millions of yen	FY23 3Q (USD=136.49YEN)	FY24 3Q (USD=143.33YEN)	Year-on-year
Net sales	184,905	149,910	▲18.9%
Operating income	10,030	6,565	▲34.5%
Ordinary income	9,260	5,992	▲35.3%
Net income	6,420	4,269	▲33.5%

○Third quarter of fiscal year 2024: Point

Both sales and incomes decreased due to the lower sales of the display-related materials and the electronic parts-related materials etc, although the sales of the automotive-related materials increased favorably.

【Factor for decrease in sales】

- **various display**-related materials
- **electronic parts**-related materials
- **aftermarket** products

【Factor for increase in sales】

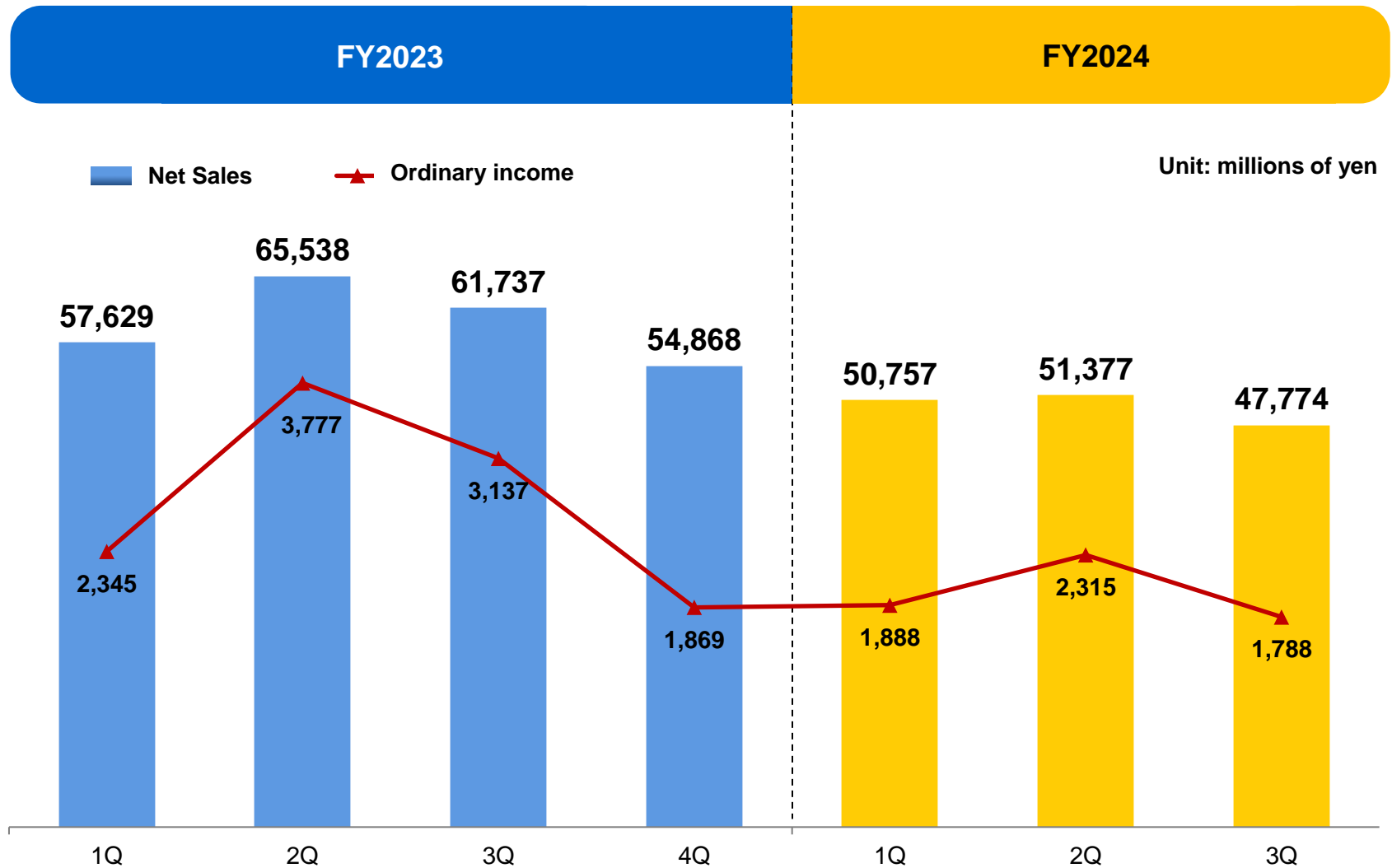
- **automotive**-related materials

2. [Consolidated] Third Quarter Business Results

Point

Business conditions deteriorated although demand for electrification of automobiles continued to expand, production of electronic parts was weak due to a delayed recovery of the Chinese economy and diminishing demand for smartphones.

The group's performance has also been decreased since FY23 4Q.



3. Third Quarter: Consolidated Net Sales/Operating Income

- Point**
- Net sales decreased year-on-year
 - In addition to the decrease in net sales, operating income also decreased due to the recording of loss on valuation of inventories and provision of allowance for doubtful accounts in FY2024 1Q.

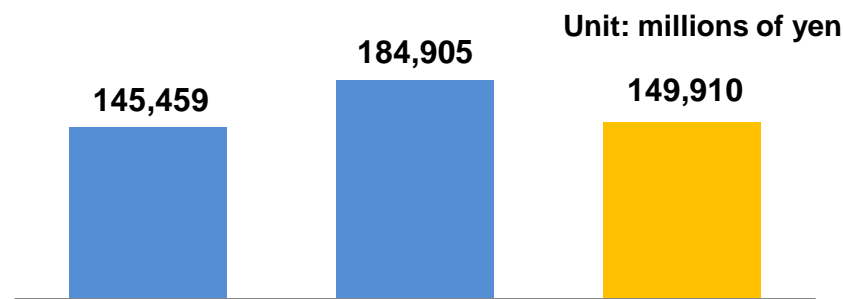
Net sales

149,910 million yen
[Year-on-year] ▲34,994 million yen (▲18.9%)

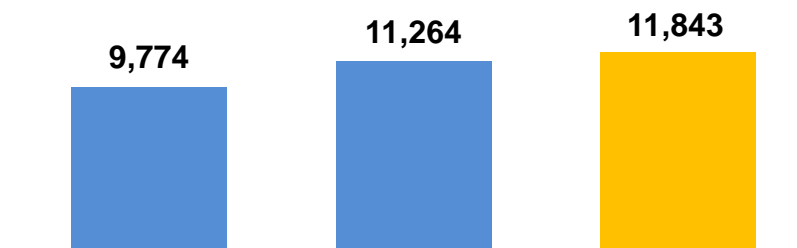
Operating income

6,565 million yen
[Year-on-year] ▲3,464 million yen (▲34.5%)

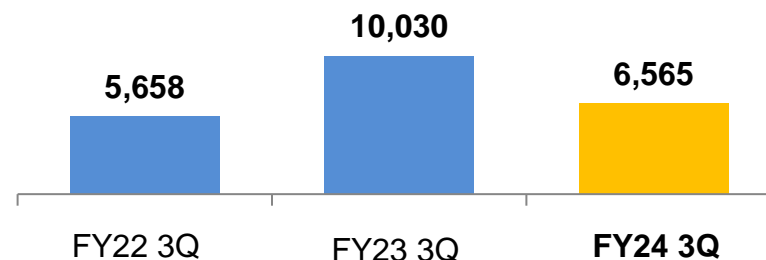
Consolidated net sales



Consolidated SG&A expenses



Consolidated operating income



4. Third Quarter: Consolidated Ordinary Income / Quarterly Net Income

Point Ordinary income/quarterly net income decreased year-on-year due to the lower operating income

Ordinary income

5,992million yen

[Year-on-year] ▲3,267 million yen (▲35.3%)

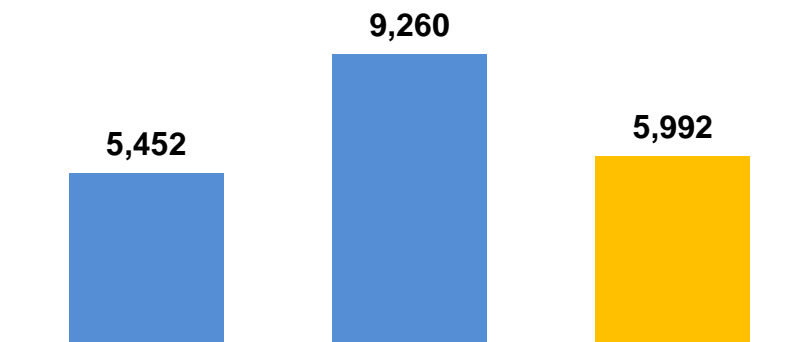
Net income

4,269million yen

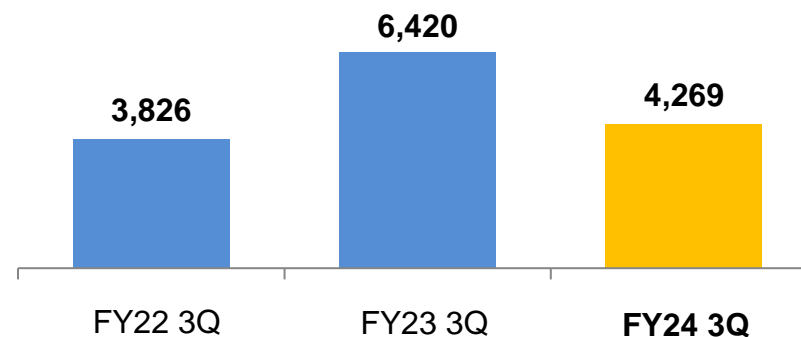
[Year-on-year] ▲2,150 million yen (▲33.5%)

Consolidated ordinary income

Unit: millions of yen

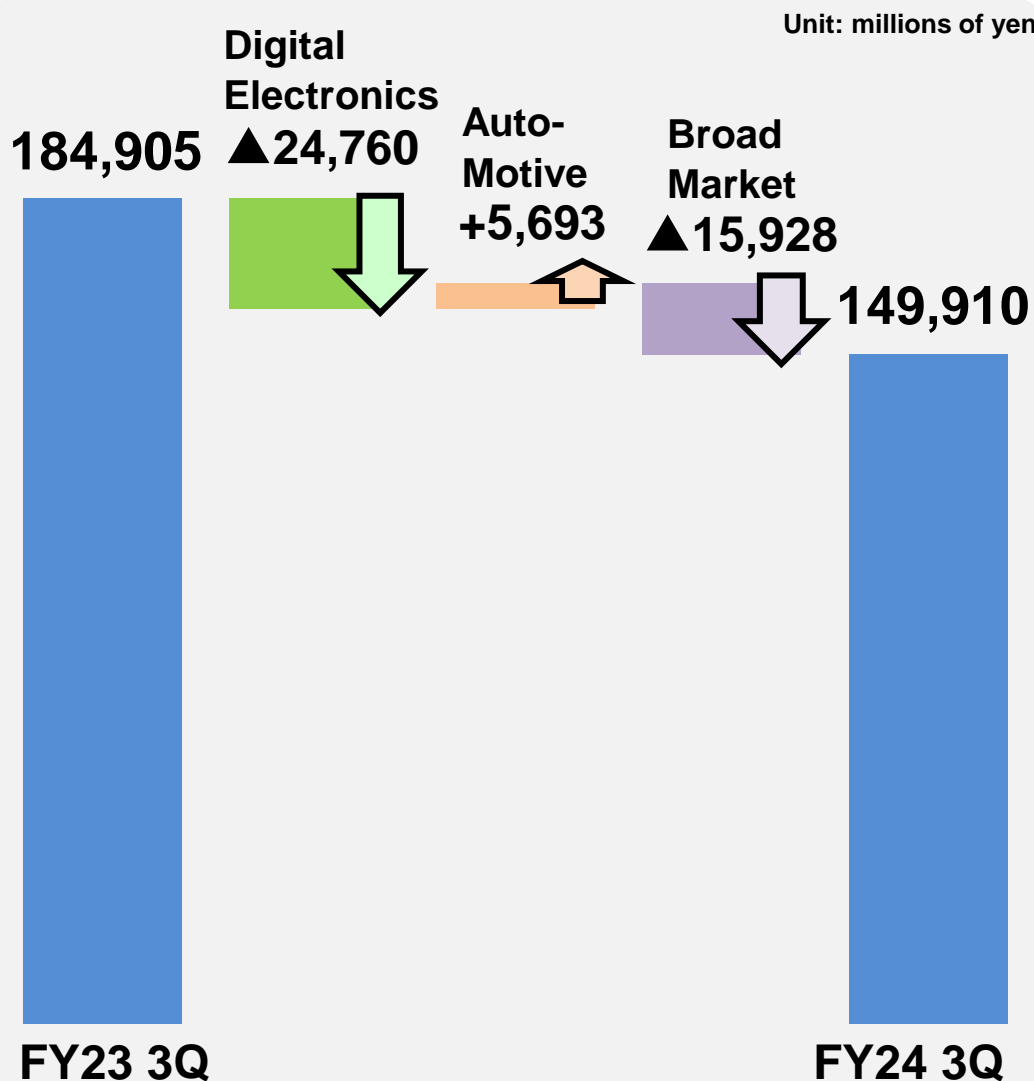


Consolidated quarterly net income



5. Sales by Market

- **Digital Electronics** : Sales of various display-related and electronic parts-related materials decreased
- **Broad Market** : Sales of aftermarket products including dashboard cameras decreased



Main factors for change

Digital Electronics

[YoY] ▲ 24,760M yen
▲ 30.3%(81,691M yen⇒56,931M yen)

LCD, Touch panels, Backlights ▲ 12,815 M yen

Electrical parts, Semiconductors ▲ 6,212 M yen

TOY, Hobby ▲ 3,181 M yen

Automotive

[YoY] + 5,693M yen
+21.0%(27,176M yen⇒32,870M yen)

Broad Market

[YoY] ▲ 15,928M yen
▲ 20.9%(76,037M yen⇒60,109M yen)

Aftermarket ▲ 8,381M yen

Home appliances(White goods) ▲ 2,236M yen

Office automation machines ▲ 1,382M yen

Power system, Train control, Ship, Airplane ▲ 969M yen

6. Reporting Segment Summary

- Point**
- Japan : Both sales and incomes decreased due to lower sales of display-related materials and aftermarket products
 - Outside Japan : Both sales and incomes decreased due to lower sales of game console-related materials and electronic parts-related materials

Sales by region

Japan

82,764million yen

[Year-on-year] ▲17,667million yen (▲17.6%)

Outside Japan

67,146million yen

[Year-on-year] ▲17,327million yen (▲20.5%)

Operating income by region

Japan

2,037million yen

[Year-on-year] ▲2,380million yen (▲53.9%)

Outside Japan

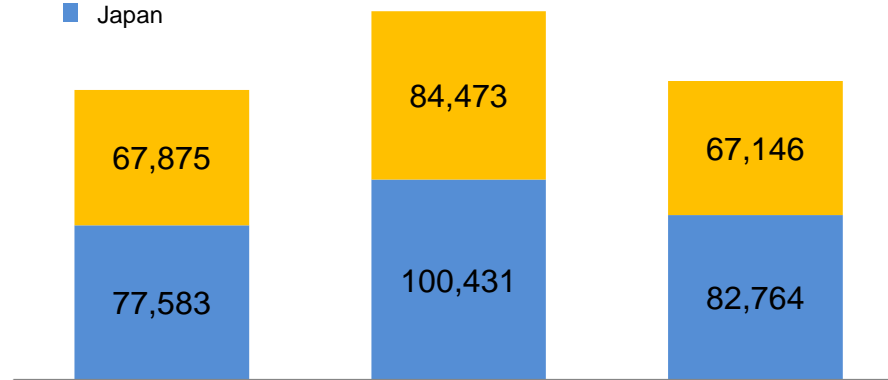
3,850million yen

[Year-on-year] ▲841million yen (▲17.9%)

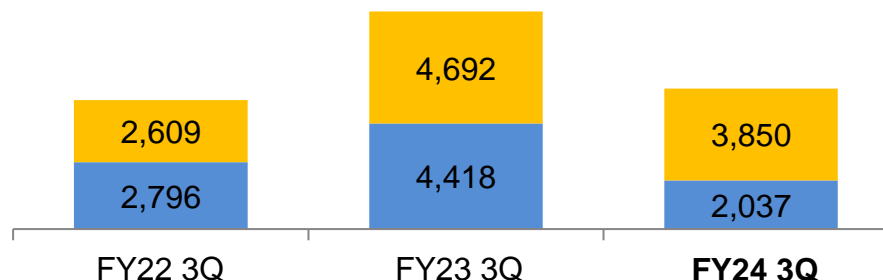
Sales by region

Unit: millions of yen

- Outside Japan
- Japan



Operating income by region



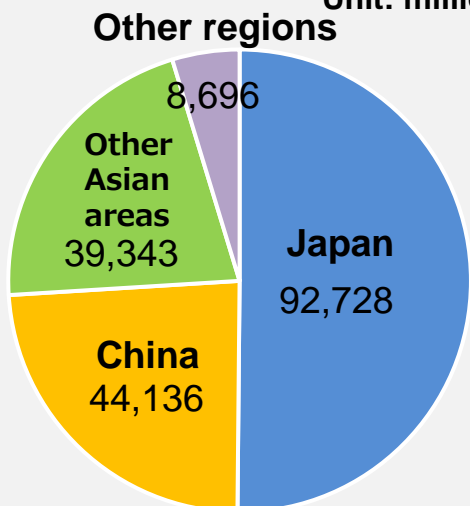
The above figures are before offsetting transactions between segments. The total of the figures does not match the consolidated operating income.

7. Overseas Sales

- Point**
- Japan : Sales decreased due to lower sales of display-related materials and aftermarket products
 - Overseas : In China and other Asian areas, sales decreased due to lower sales of game console-related materials and electronic parts-related materials
In Europe and the US and other regions, sales increased due to higher sales of automotive-related materials

FY2023 3Q

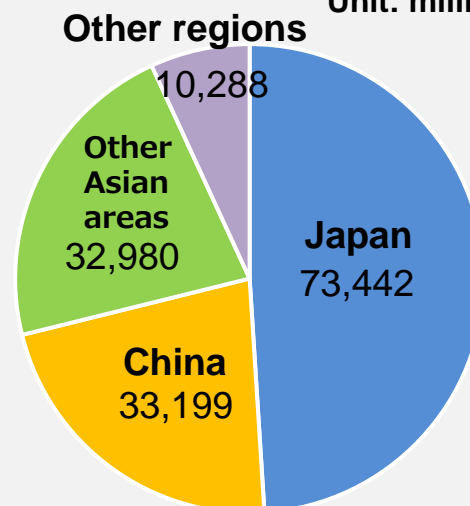
Unit: millions of yen



FY2023 3Q	Sales composition
Japan	50.1%
Overseas	49.9%
China	23.9%
Other Asian Areas	21.3%
Other regions	4.7%

FY2024 3Q

Unit: millions of yen



FY2024 3Q	Sales composition
Japan	49.0%
Overseas	51.0%
China	22.1%
Other Asian Areas	22.0%
Other regions	6.9%

8. Balance Sheet

Point Shareholder's equity ratio remained at over 50%

Balance Sheet

Unit: millions of yen

Total assets 113,913

Equity ratio 57.6%

Current assets 107,306	Current liabilities 46,530
	Non-Current liabilities 1,804
Non-current assets 6,606	Net assets 65,577

FY2023

Total assets 115,245

Equity ratio 58.2%

Current assets 107,872	Current liabilities 45,778
	Non-Current liabilities 2,381
Non-Current assets 7,372	Net assets 67,085

FY2024 3Q

Main factors for change

Current assets +566

- Cash and deposits +5,619
- Inventories +1,347
- Consumption tax payable +301
- Notes and accounts receivable-trade ▲6,853

Non-Current assets +766

- Property, plant and equipment +620

Liabilities ▲175

- Income tax payable ▲1,246
- Short-term loans payable ▲517
- Notes and accounts payable-trade +621
- Provision for bonuses +494

Net assets +1,507

- Foreign currency translation adjustment +819
- Retained earnings +625

9. Fiscal Year 2024: Forecasts for Business Results

Point The forecasts for the full-year business results for fiscal year 2024 are kept the same as those announced on October 27, 2023

Forecasts for full-year business results

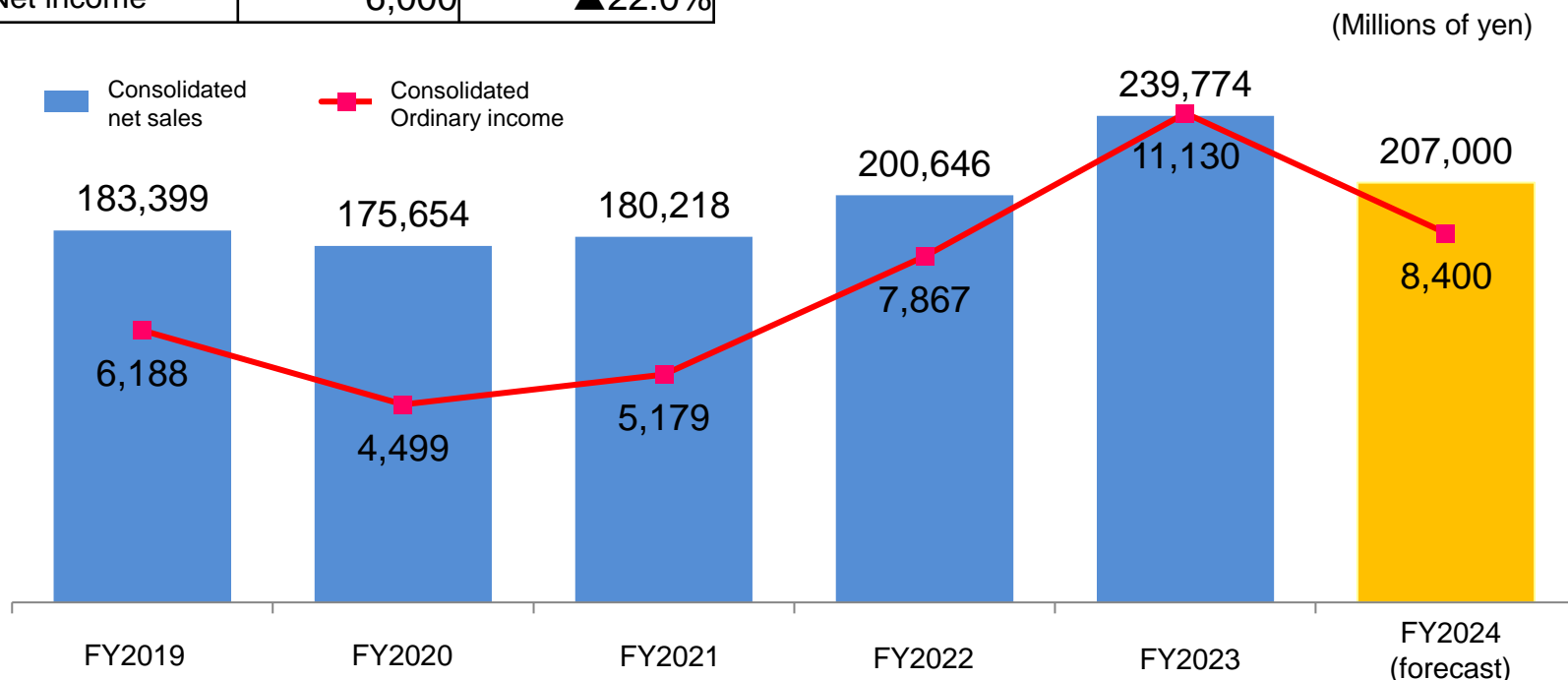
(Millions of yen)	FY2024 Full-year	Year-on-year
Net sales	207,000	▲13.7%
Operating income	9,000	▲25.3%
Ordinary income	8,400	▲24.5%
Net income	6,000	▲22.0%

Expected dividends per share

◇ Annual dividend : 85 yen

- End of 2Q : 40 yen
- End of year : 45 yen

◇ Payout ratio : 58.0%



This material is intended to provide information on the business results and summary for the third quarter of fiscal year ending March 2024 and is not intended to solicit investment in securities issued by the Company. Moreover, this material is prepared based on the data as of December 31, 2023, unless noted otherwise. The opinions, forecasts and other matters contained in this material are the judgement of the Company at the time of preparing the material; we do not guarantee the accuracy and completeness of the information, and they may be changed without notice in the future.