

FY 2025/12 Q2 (mid-term)

Financial Results Briefing Materials

August 13, 2025

ZOOM CORPORATION

Note: This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

With the impact of slightly decreased sales in North America, sales proceeds declined slightly and operating profit tended to worsen. We are implementing profitability improvement measures for the next fiscal period.

Net sales

7,982 million yen
(△243 million yen
compared to the same
period last year)

- The impact of confusion around tariffs has suppressed consumption behavior in the United States, and sales in the North American market have declined more than expected.
- Even though business by our sales agents in Europe is going well, the impact of the economic slump in North America caused sales to decline slightly.

Operating profit

△147 million yen
(△206 million yen
compared to the same
period last year)

- Due to decreased sales in the highly-profitable North American market, gross profits declined slightly.
- The financial impact of tariffs was limited in the first half of the year.

Outlook for the entire financial year

- With tariff rates on products manufactured in Asia higher than expected, impacts on operating profit have been manifesting from the second half of the period. Extension of sluggish conditions in the North American market is also expected, and operating profit is anticipated to remain at the level of the previous year. For this reason, executive compensation is being partially relinquished.
- We are planning restructuring in order to increase profitability from the next fiscal period and will include related expenses as extraordinary losses. Final profits for the period are expected to be negative, so the full-year business results forecast is revised as follows
- Deficits are taken as for this period only, and dividends will be maintained

*2025/12 Revised Forecast of
Consolidated Business Results (see p. 9)

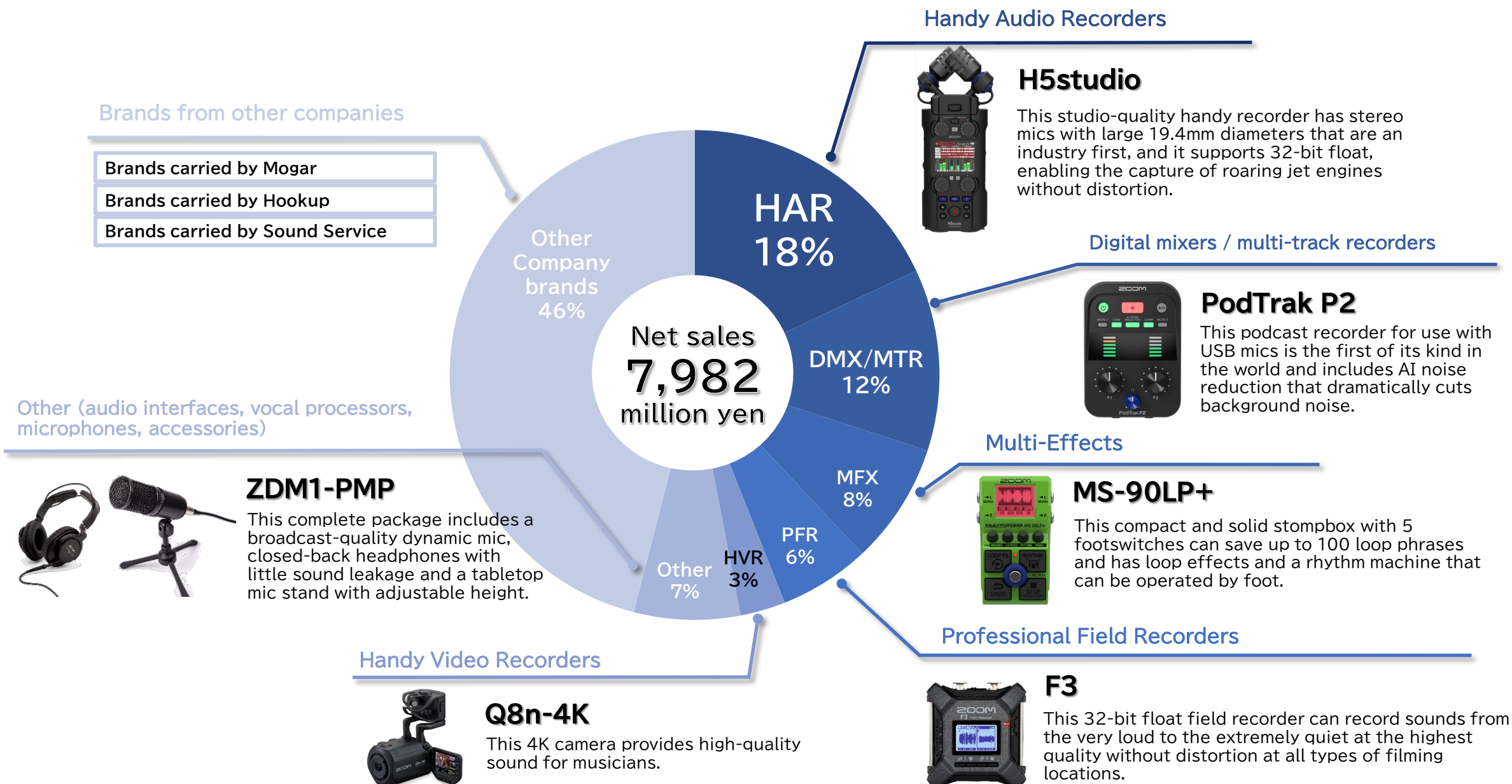
I. FY 2025/12 Q2 Financial Results

FY 2025/12 Q2 Consolidated Profit and Loss Statement (summary)

(In millions of yen)

	FY 2024.12 Q2 results	FY 2025.12 Q2 results	Increase/ decrease	Remarks
Net sales	8,226	7,982	△243	<ul style="list-style-type: none"> The impact of tariff confusion has suppressed consumption behavior in the United States, and sales in the North American market have declined unexpectedly. Increase/decrease excluding exchange rate impacts was △102 million yen
Gross profit (Gross profit margin)	3,269 (39.7%)	2,936 (36.8%)	△332	<ul style="list-style-type: none"> Due to decreased sales in the highly-profitable North American market, gross profits declined slightly Increase/decrease excluding exchange rate impacts was △279 million yen
Operating profit (Operating profit margin)	58 (0.7%)	△147 (△1.9%)	△206	<ul style="list-style-type: none"> See the analysis of operating profit changes (p. 7) Increase/decrease excluding exchange rate impacts was △183 million yen
Ordinary profit (Ordinary profit margin)	14 (0.2%)	△225 (△2.8%)	△239	<ul style="list-style-type: none"> Exchange rate loss increased 26 million yen
Interim net profit attributable to owners of the parent (Net sales profit margin)	△264 (△3.2%)	△418 (△5.2%)	△153	<ul style="list-style-type: none"> 118 million yen is included as corporate taxes and similar due to good results from consolidated subsidiary Sound Service and other factors 74 million yen transferred to non-controlling shareholder equity from 49% portion of profit from subsidiaries in which we hold 51% equity
EBITDA	462	259	△144	<ul style="list-style-type: none"> EBITDA = Operating profit + Depreciation* *Includes 231 million yen in goodwill amortization (compared to 235 million yen the previous year)
Research and development expenses	490	500	9	
Foreign exchange gains/losses	△28	△55	△26	
Average exchange rate (JPY/USD)	152.2 yen	148.5 yen	△3.7 yen	

Composition of FY 2025/12 Q2 net sales (graph)



New products and brands from other companies did well, but the reactionary decline of new larger product models compared to the same period last year and tight competition in categories without new product investments affected results

(In millions of yen)

	FY 2024.12 Q2 results	FY 2025.12 Q2 results	Change from previous year (excluding exchange rate impact)	Remarks
Handy audio recorders (HAR)	1,892	1,465	△22.6% (△20.8%)	• In the same period last year, the new Essential series was introduced with 3 models at the same time
Digital mixers / multi-track recorders (DMX/MTR)	899	921	+2.4% (+5.3%)	• Good sales of new L6 and P2 products
Multi-effects (MFX)	725	639	△11.9% (△10.0%)	• In the North American market, except the MS+ series, sales decreased for existing products
Professional field recorders (PFR)	651	519	△20.3% (△18.4%)	• No new products released since 2023
Handy video recorders (HVR)	279	201	△27.8% (△26.3%)	• No new products released since 2022
Other products	624	557	△10.7% (△8.4%)	
Brands carried by Mogar	599	565	△5.7% (△4.2%)	
Brands carried by Hookup	785	780	△0.7%	
Brands carried by Sound Service	1,768	2,331	+31.9% (+33.5%)	• Nord Keyboards and LTD did well and brands carried on from SCV added
Total	8,226	7,982	△3.0% (△1.2%)	

Consumption of non-essential goods has been suppressed in the USA as confusion around tariff policies has dragged on, but sales have been good in Central Europe

(In millions of yen)

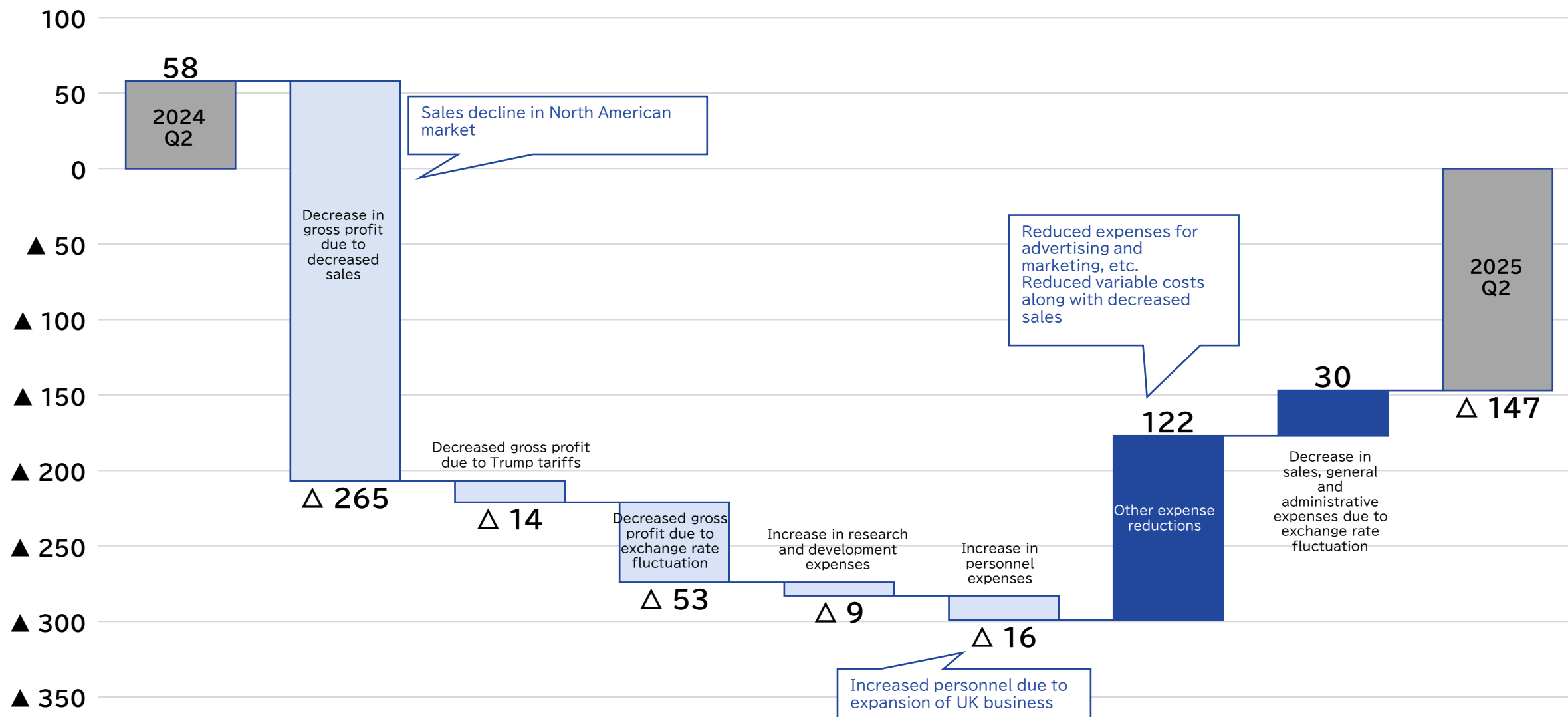
	FY 2024.12 Q2 results	FY 2025.12 Q2 results	Change from previous year (excluding exchange rate impact)	Remarks
Central Europe ¹	3,088	3,450	+11.7% (+13.1%)	• Sales of brands carried by SCV contributed after its trading area was taken over last year
North America	1,828	1,521	△16.8% (△14.6%)	• Price shifts were implemented to reduce tariff impacts. We plan to adjust flexibly according to conditions.
Japan	1,361	1,380	+1.4%	
Southern Europe ²	1,222	1,175	△3.9% (△2.4%)	
Other regions	724	454	△37.2% (△31.7%)	• Sales were dull in the BRICS countries where sales networks and customer contact points have declined since COVID-19 In the second half of the period, we will seek to recover by strengthening cooperation with local partners and sales promotion activities
Total	8,226	7,982	△3.0% (△1.2%)	

¹ Central Europe is defined as including Germany, the UK, the 3 Benelux countries, Austria, Poland, Czechia, Slovakia and the 3 Baltic countries

² Southern Europe is defined as including Italy, France, Spain and Portugal

FY 2025/12 Q2 analysis of operating profit changes

(In millions of yen)



II. 2025/12 Business Results Forecast

With tariff burdens and North American economic sluggishness, operating profits are not expected to reach the previous year's level. We are revising the business results forecast, including partially-relinquished executive compensation and expenses related to restructuring. Dividends will be maintained.

(In millions of yen)	FY 24.12	FY 25.12		
	Result	Forecast	Increase/decrease	Rate of change
Net sales	18,072	17,800	△272	—1.5%
Operating profit	531	500	△31	—5.9%
Ordinary profit	554	360	△194	—35.0%
Net profit attributable to owners of the parent for the period	40	△220	△260	—
EBITDA	1,338	1,289	△49	—3.7%

Current net profit per share	9.41 yen	△50.77 yen	△60.17 yen	—
Dividend per share	31 yen	32 yen	—	—
Dividend payout ratio	329.5%	—	—	—
Exchange rate (JPY/USD)	151.5 yen	145.7 yen	—	—

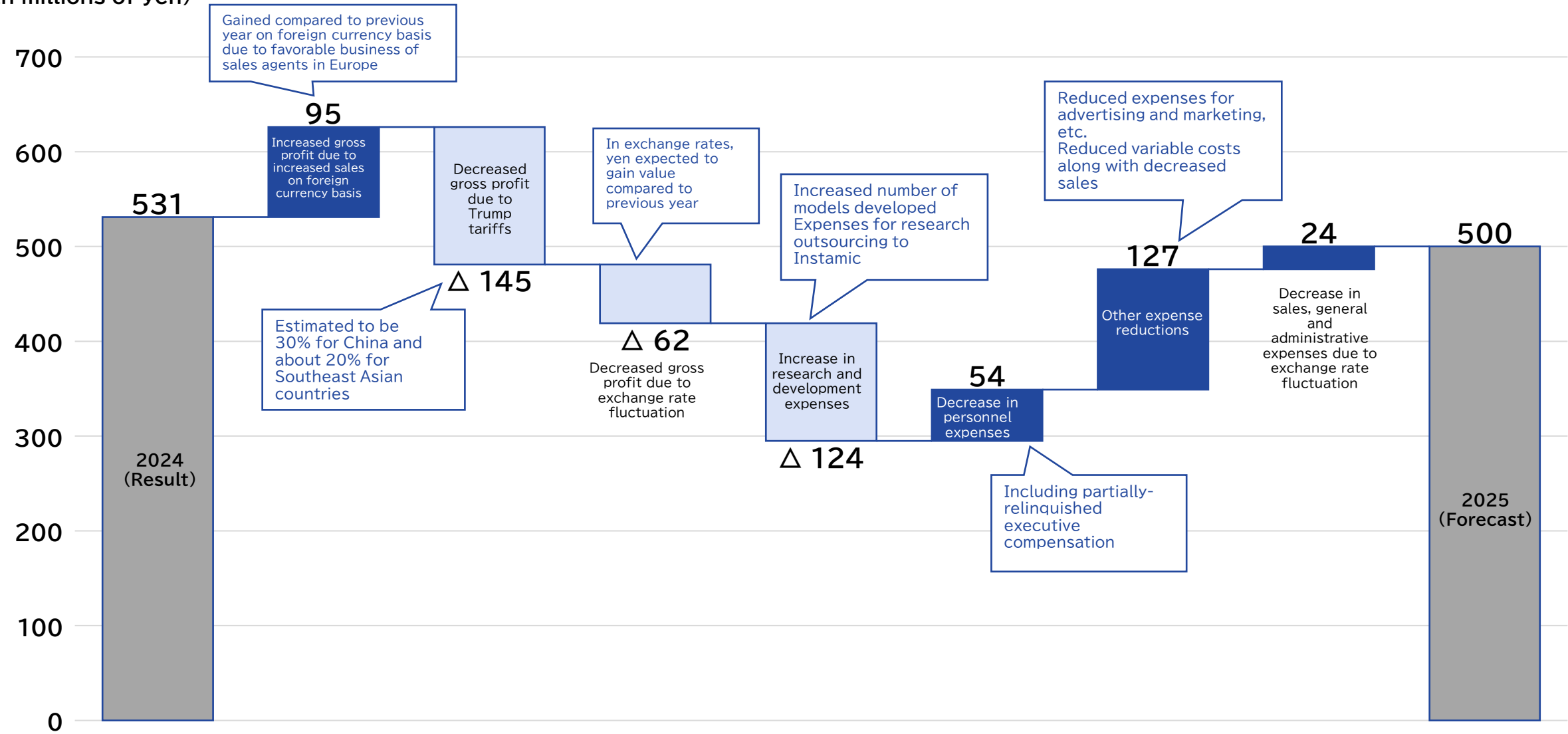
Reasons for revision

1. Tariff rates for goods produced in Asia exceeded expectations, and profit pressures, including inventory impacts, are manifesting in the second half of the period. The North American market slump is also expected to last, and we expect that operating profits will be significantly below expectations.
2. Considering these conditions, we are planning restructuring in order to increase profitability from the following period, and we are including related expenses in extraordinary losses. In addition, executive compensation is being partially relinquished.
3. Even though we expect to end in the red this period, we view these losses as transitory and will maintain our policy of progressive dividends without reduction. We will leave our annual dividend at 32 yen per share.

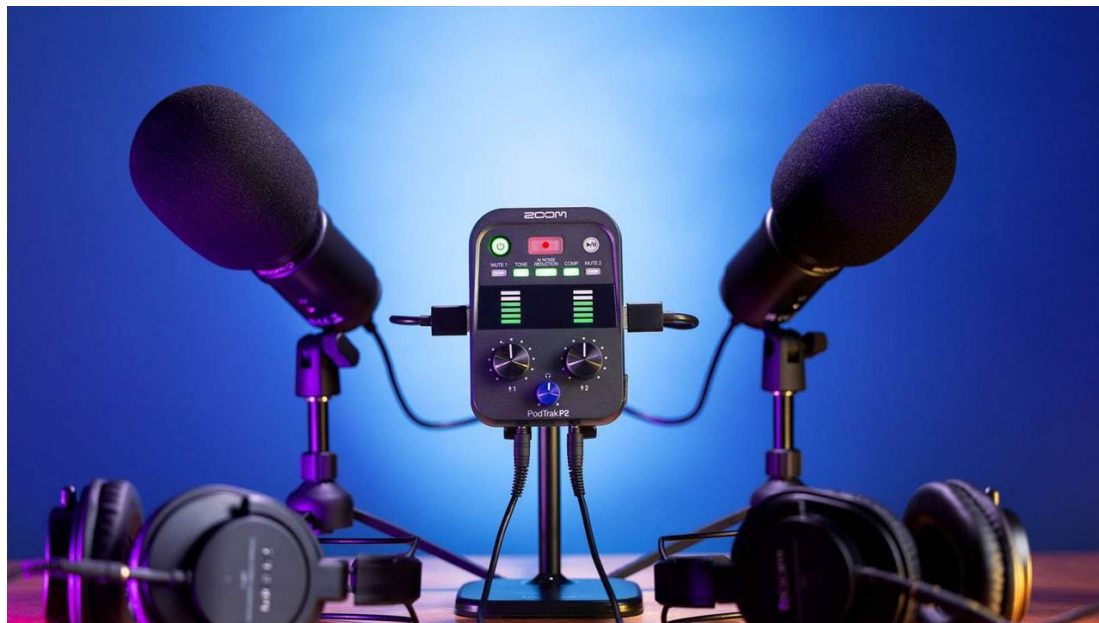
Note: For details, please see the “Notification about Revision of the Consolidated Business Forecast” (in Japanese only) published August 13, 2025.

FY 2025/12 analysis of full-year operating profit forecast changes

(In millions of yen)



III. Topics



PodTrak P2

First-in-the-world podcast recorder that supports USB mics

This product realizes a podcast capturing setup that enables people to get started easily without additional equipment by using USB mics, which became common during the pandemic.

In addition to two USB mics, audio from a third guest participating remotely can be captured through a smartphone. Furthermore, the newly-developed AI noise reduction analyzes household AC noise, for example, and automatically isolates and reduces it.

By making serious recording possible even at home while keeping starting costs down, this provides a new option for a class of consumers that had hesitated to make such a purchase before.



Handy Recorder H5studio

Best hand-held recorders in the world

These have 19.4mm large-diameter mics with performance that is equivalent to top-class mics used in music studios.

With studio-grade preamps for external input, the audio quality realized makes calling it "a studio that can be taken on a walk" appropriate.

Mic swapping supports shotgun and wireless mics (wireless mic under development). While meeting the diverse needs of the rapidly growing number of content creators, this model provides audio quality that was previously only available with professional equipment.



Instamic Pro Plus C

Waterproof wireless mic/recorder in the smallest class in the world

Using patented technologies, a high S/N ratio and a high dynamic range equivalent to Handy Recorders has been realized in a compact size.

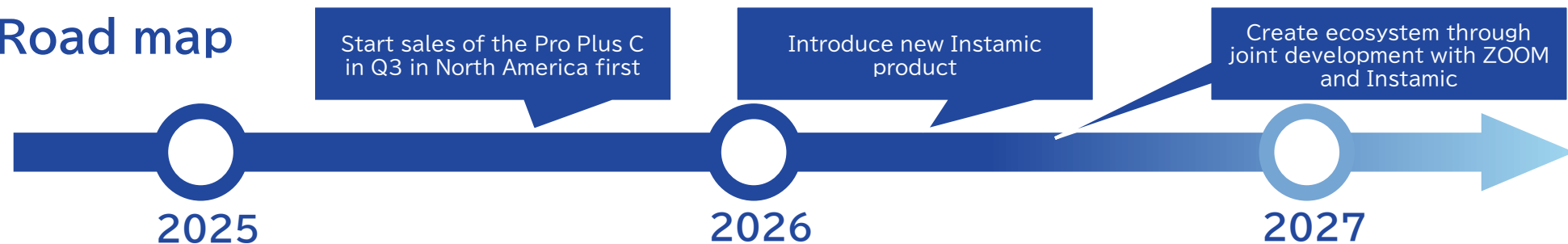
Water resistance and an inconspicuous form enable clear recording in any location.

These features, which are lacking in the wireless mic/recorder products that have currently gained popularity, are conspicuously unique.

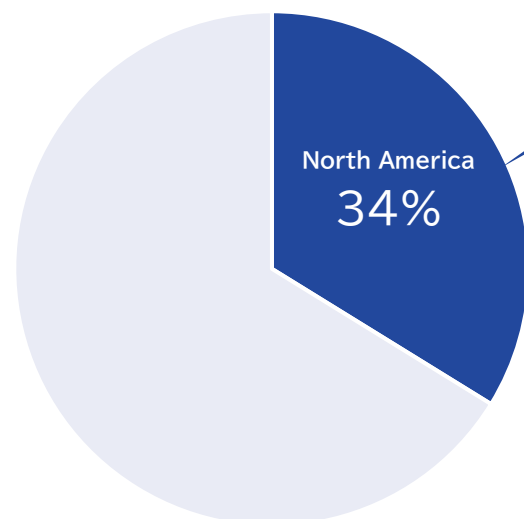
Moreover, as a wireless mic that can operate without requiring a receiver, it can transmit audio directly to smartphones and popular video cameras made by other companies.

Going forward, we will pursue joint development in the form of augmenting the wireless field, which our company has not yet seriously entered, and seek to strengthen a wireless product lineup.

Road map



Extent of US tariff policy impacts



Proportion of total shipments sent to North America by ZOOM (only)

Production region	Tariff rate <small>*As of Aug. 13</small>	Ratio shipped within North America <small>*Sales plan as of Aug. 13</small>	Remarks
China	30%	44.3%	Mainly old models and accessories with low shipping numbers per product
Malaysia	19%	27.8%	H6essential, H5studio, F6, MS+ Series, etc.
Vietnam	20%	18.5%	H4essential, H1essential, F3, P2, etc.
Indonesia	19%	5.6%	Q2n-4k, Q8n-4K
Thailand	19%	3.7%	L6

We started mass production of the H1/H4/H6essential models in China, but we have already completed relocating production. After this, We also undertook relocation from China for L6, F3 and F6 models, establishing a relocation scheme in a short amount of time.
Our policy is to evaluate the need for further relocations while continuing to discern changes in tariff rates.

Price setting

Price increases have already been implemented in North America.
Our policy is to flexibly adjust prices as we closely observe trends in tariff rates and demand conditions in the future.

New product development

We design new products with the assumption that they will be produced in Asian countries. We have revised development plans for some accessories that we planned to produce in China in order to change the production country. However, with the cooperation of our manufacturing partners, the relocation of production for existing products is possible, and there have been no impacts on new product development schedules.

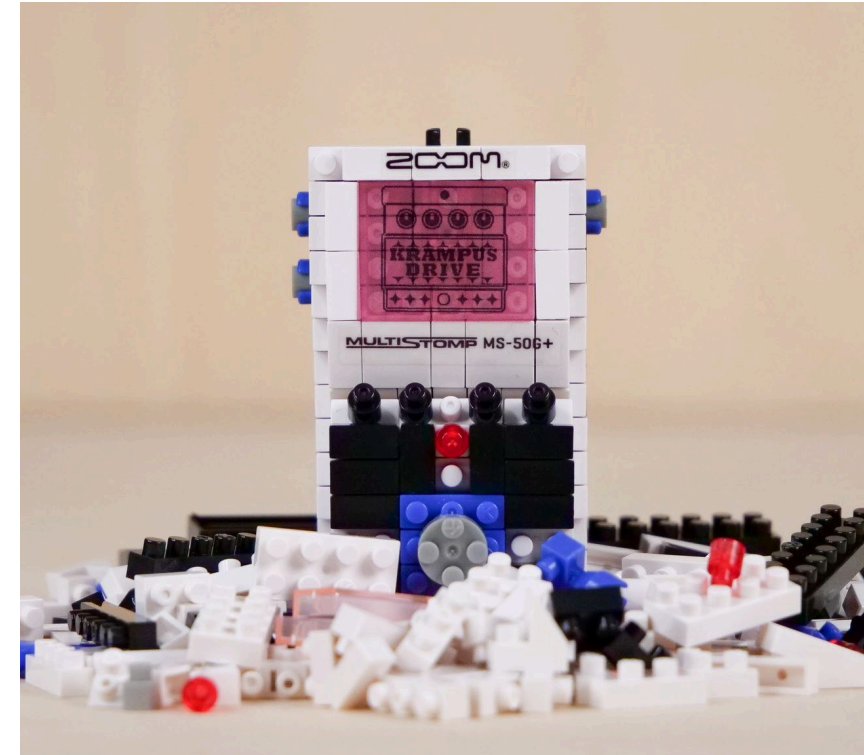


#VoiceForEssential project

This is a new user-participation-style approach for directly applying feedback gained from users around the world in our development processes.

Based on opinions gathered using survey forms with multilingual support, we will provide functions through free firmware updates (planned for this year) and undertake product improvements.

This effort will not only increase customer satisfaction, it will also contribute to lengthening product life cycles and strengthening corporate brand value.



nanoblock® MS-50G+ MultiStomp

Through a joint project with Kawada Co. Ltd., a nanoblock® model version of our popular MS-50G+ MultiStomp guitar effects stompbox has been created using their popular hobby blocks.

Through this cross-industry collaboration, we are seeking to step beyond the boundaries of an equipment manufacturer, announce our role in organically connecting culture and content, and create new points of contact with customers.

IV. Reference materials

FY 2025/12 Q2 Consolidated Balance Sheet (summary)



(In millions of yen)

Note: Last day rates were \$1 = ¥158.2 at the end FY 24.12 and \$1 = ¥144.8 at the end of FY 25.12 Q2

	FY 24.12 end	FY 25.12 Q2 end	Increase/decrease	Main factors for changes
Current assets	14,965	14,012	△952	
Cash equivalents	3,315	3,317	1	
Notes and accounts receivable	2,538	1,632	△905	Decreased sales: 5,950 million yen in Q4 of last period, 4,193 million yen in Q2 of this period
Merchandise and manufactured goods	7,348	7,447	98	
Raw materials and supplies	901	979	78	
Fixed assets	5,122	4,828	△294	
Tangible fixed assets	1,451	1,455	3	
Intangible fixed assets	3,054	2,791	△262	Goodwill decreased 265 million yen due to depreciation and exchange rate fluctuations
Investments and other assets	616	581	△35	
Total assets	20,087	18,840	△1,247	
Current liabilities	7,760	7,434	△326	
Accounts payable	1,569	1,273	△296	Increased purchase liabilities due to accumulation of stock in preparation for end of year sales at end of previous period
Short-term loans payable	4,129	4,299	169	Borrowing of working capital
Fixed liabilities	3,705	3,453	△251	Long-term debt decreased 250 million yen
Total liabilities	11,466	10,888	△577	
Capital	212	212	—	
Total net assets	8,621	7,952	△669	418 million yen interim net profit attributable to owners of the parent included in calculation
Total liabilities and net assets	20,087	18,840	△1,247	

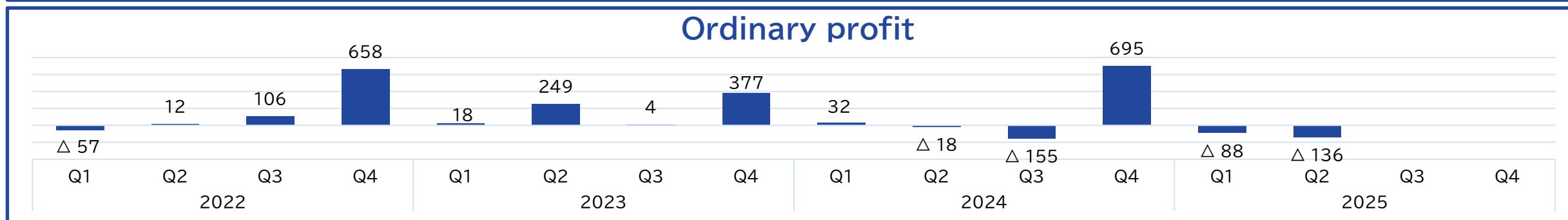
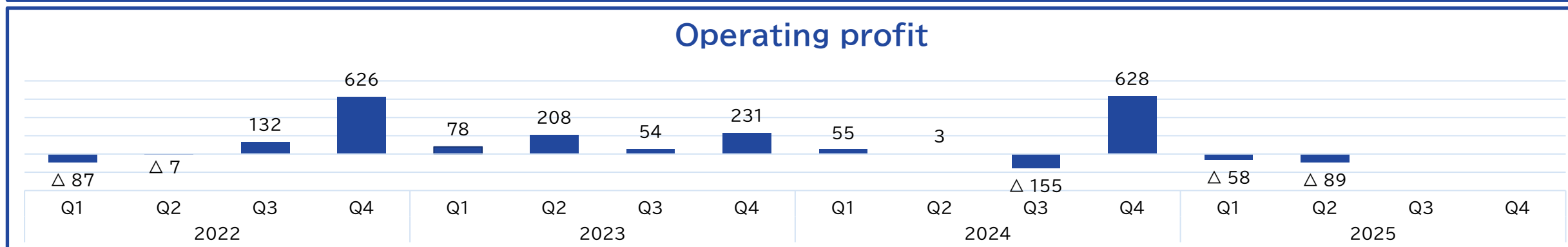
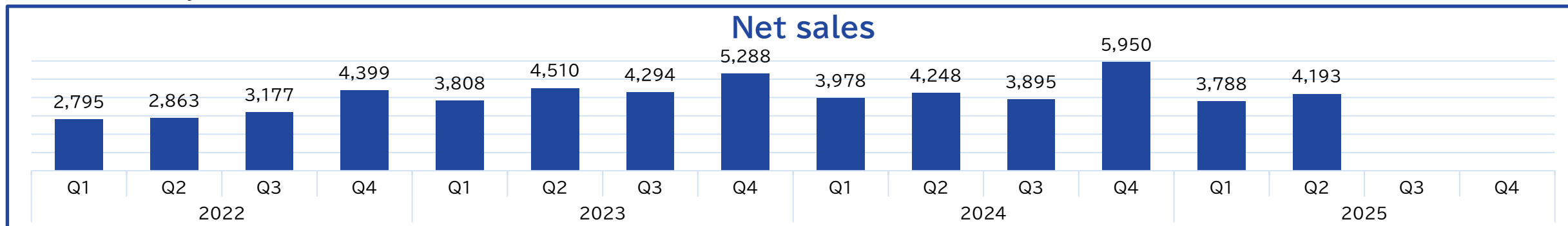
(In millions of yen)

	24.12 Q2 cumulative results	25.12 Q2 cumulative results	Increase/decrease
Cash flow from business activities	399	599	199
Cash flow from investing activities	△119	△130	△10
Cash flow from financing activities	△108	△323	△215
Translation adjustments related to cash and cash equivalents	183	△145	△329
Cash and cash equivalent increase/decrease	354	△1	△355
Cash and cash equivalents at beginning of period	2,826	3,287	461
Cash and cash equivalents at end of Q4	3,180	3,286	106

■ **Main factors in FY 2025/12 Q2 Cash Flow (CF) change (in millions of yen)**

- Main factors in CF from operating activities: sales receivable decrease (868), goodwill amortization amount (231), purchase liabilities decrease (△267)
- Main factor in CF from investing activities: expenditures resulting from acquisition of tangible fixed assets (△103)
- Main CF factors in financing activities: repayment of long-term debt (△255), payment of dividends (△134), net increase in short-term debt (143)

(In millions of yen)



Caution: Statements related to forecasts about the future in this document are based on information that can currently be obtained by the company and certain assumptions determined logically. Latent risks and uncertainties are inherent in them. Actual business results, for example, could differ greatly due to various factors.