

SUMIDA CORPORATION

Consolidated Performance Briefing
<FY2025 1Q ended March 31, 2025>

May 1, 2025

[Note on translation]

This is a translation of the original Japanese document and provided for reference purposes only.
If there are any discrepancies between this and the original, the original Japanese document prevails.

- 1. FY2025.1Q Performance Results
& Business Environment Outlook**
- 2. Appendices**

- 1. FY2025.1Q Performance Results
& Business Environment Outlook**
2. Appendices

Revenue	1Q	35.3	billion yen	(YoY -2.5%)
Operating profit	1Q	1.2	billion yen	(YoY +3.6%)

Revenue decreased but profit increased.

Despite a YoY decline in revenue, profit increased due to the significant contribution of measures to lower the breakeven point, which we have been instituting since the previous fiscal year.

Progress in major initiatives to lower the breakeven point:

- ✓ Business structural reform in Europe was completed almost as planned.
- ✓ Measures to optimize indirect personnel in China also progressed as planned.

Financial Results (Revenue by Market / Region / Green Energy-related Revenue)



(billion yen)

By region		By market		Green energy-related revenue	
	FY25.1Q YoY		FY25.1Q YoY		FY25.1Q YoY
Asia	14.1 -1.6%	Automotive	22.0 -3.7%	xEV - Automotive	5.3 +9.6%
North America	7.4 +29.7%	Industrial	9.1 -2.4%	Industrial - xEV Quick charger, Solar energy, energy storage, etc.	5.0 +8.0%
Europe	13.8 -14.7%	CE*	4.2 +3.9%	Total	10.3 +8.8%
				Green Energy-related Revenue Ratio	29.2% +3.1pt

Asia	→	<ul style="list-style-type: none"> In the automotive market, xEV-related revenue in China increased both YoY and QoQ, driven by significant growth of local manufacturers. However, due to a decline in ICE-related revenue, particularly from European manufacturers, resulted in an overall revenue of 8.6 billion yen (YoY -9.9%). Revenue in the industrial market increased to 2.4 billion yen (YoY +29.5%), partly reflecting growing demand for energy storage. In the consumer electronics (CE) market, demand related to smartphones and PCs continued to recover moderately, resulting in an increase of revenue to 3.0 billion yen (YoY +5.3%).
North America	↗	<ul style="list-style-type: none"> In the automotive market, the total revenue rose to 3.0 billion yen (YoY +8.2%), as the growth in xEV-related market share more than compensated for the decrease in ICE-related revenue. In the industrial market, revenue increased significantly to 3.6 billion yen (YoY +67.7%), the result of the strong showing of the EV quick charger and energy storage businesses. In the CE market, revenue remained almost flat at 0.7 billion yen (YoY +2.0%).
Europe	↘	<ul style="list-style-type: none"> In the automotive market, we posted a solid performance in the hostile market conditions, with revenue at 10.3 billion yen (YoY -1.3%). In the industrial market, revenue dropped sharply to 3.0 billion yen (YoY -42.4%), reflecting the ongoing sluggish business sentiment in the manufacturing industry. In the CE market, revenue remained almost flat at 0.4 billion yen (YoY -1.3%).
Green energy-related	↗	<ul style="list-style-type: none"> Revenue rose to 10.3 billion yen (YoY +8.8%), having increased in both the automotive market (xEV) and industrial market (quick charger, solar power, energy storage, etc.) segments. The percentage to revenue also increased to 29.2% (YoY +3.1 percentage points).

* CE: Consumer Electronics * ICE: Internal Combustion Engine * The above quantitative data are management accounting values. * Revenue by Location of Group Sales Companies.

Environment	<p>The business environment is becoming increasingly uncertain due to the tariff policies of the second Trump administration in the United States (referred to as "Trump tariff policy") and the ceasefire negotiations between Russia and Ukraine. There are also concerns about economic downturns in the United States and China. Conversely, in Europe, where the manufacturing sector has been in a prolonged slump, the German government has announced an expansionary fiscal policy to stimulate the economy and enhance defense capabilities through increased investments in infrastructure and defense-related sectors.</p> <p>* A 500 billion EUR infrastructure fund will be set up over the next decade to invest in key areas such as transportation, energy grids, and housing</p> <p>* Defense and security spending will be excluded from the debt brake</p>
Impacts/ risks	<p>The greatest risk factor is an increase in tariffs linked to the Trump tariff policy. At present, its impact is being measured. The following impacts are possible.</p> <ul style="list-style-type: none"> ✓ (Where the increase is passed on to final consumers) A decline in final demand ✓ (Where the increase is passed on to customers) Pressure to cut prices in each phase of the supply chain ✓ Rise of raw material prices ✓ Exchange rates
Response	<ul style="list-style-type: none"> ✓ Responding flexibly to customers by leveraging the "Made in Market" system that enables design, manufacturing, and sales to be completed within each region Ex. Product: Route change, Relocation Raw material: Development of local suppliers ✓ Improving the breakeven point further (such as by optimizing indirect personnel in China and further restricting expenses) ✓ Pass-through the increase to customers

Consolidated Statement of Profit or Loss



		FY23 1Q Actual (A)	FY24 4Q Actual (B)	1Q Actual (C)	YoY (C/A)	QoQ (C/B)	FY25 Full year Forecast* ¹ (F)
Revenue	M.JPY	36,313	34,442	35,390	-2.5%	2.8%	144,000
Operating Profit	M.JPY	1,194	407	1,236	3.6%	203.6%	7,000
Profit before income taxes	M.JPY	464	-389	802	72.6%	N/A	4,080
Net profit* ²	M.JPY	348	-651	585	68.1%	N/A	3,200
Earnings per share (EPS)* ³	JPY	10.68	-19.70	17.72	65.9%	N/A	96.83
OP margin		3.3%	1.2%	3.5%	0.2pt	2.3pt	4.9%
Net profit margin		1.0%	-1.9%	1.7%	0.7pt	3.6pt	2.2%

Exchange Rate	USD / JPY* ⁴	JPY	146.70	149.67	154.16	+5.1%	+3.0%	145.00
	EUR / JPY	JPY	159.92	162.04	160.95	+0.6%	-0.7%	159.50
	CNY / JPY	JPY	20.44	20.98	21.17	+3.6%	+0.9%	20.40
	HKD / JPY	JPY	18.76	19.24	19.82	+5.7%	+3.0%	18.60
Copper Price* ⁵	USD/ton		8,444	9,178	9,346	+10.7%	+1.8%	9,500

*¹ Disclosed on February 7, FY2025 Forecast

*² Profit Attributable to Owners of Parent

*³ Basic earnings per share

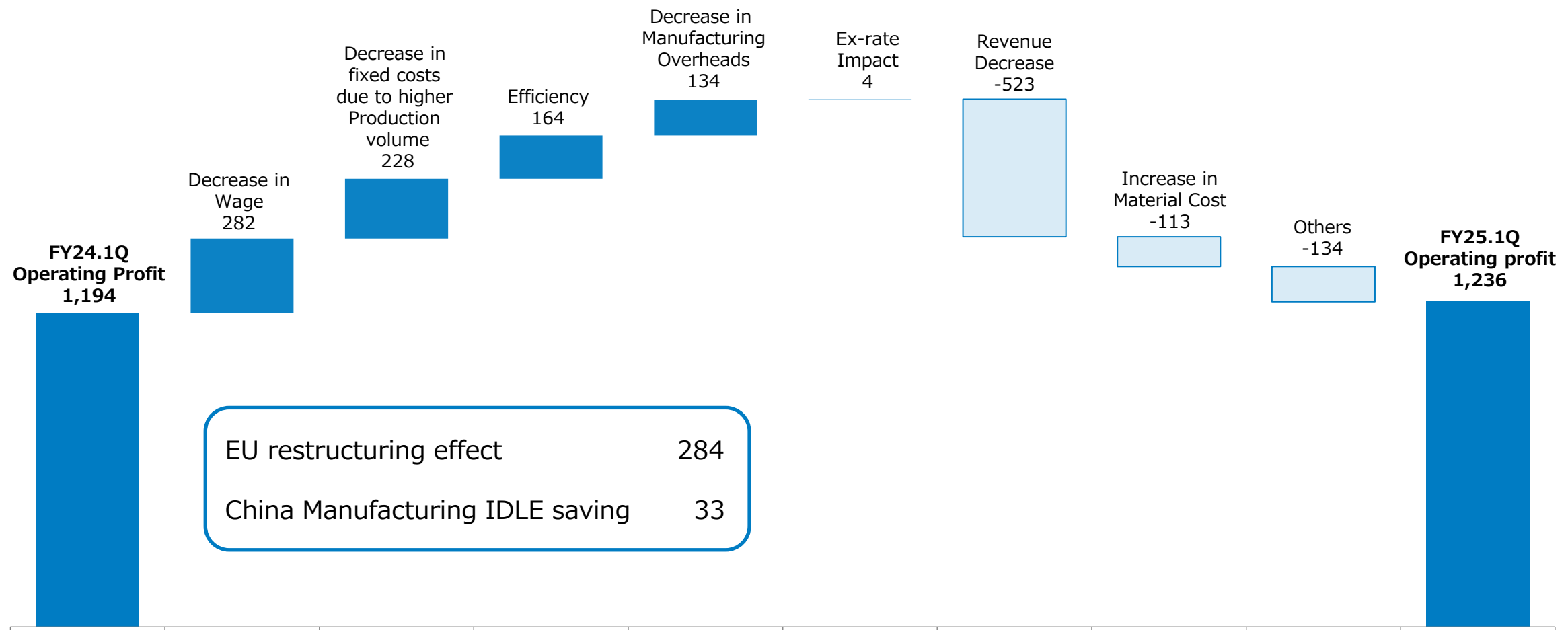
*⁴ Average exchange rate during the period

*⁵ LME prices (simple average of monthly averages for the target period) LME: London Metal Exchange

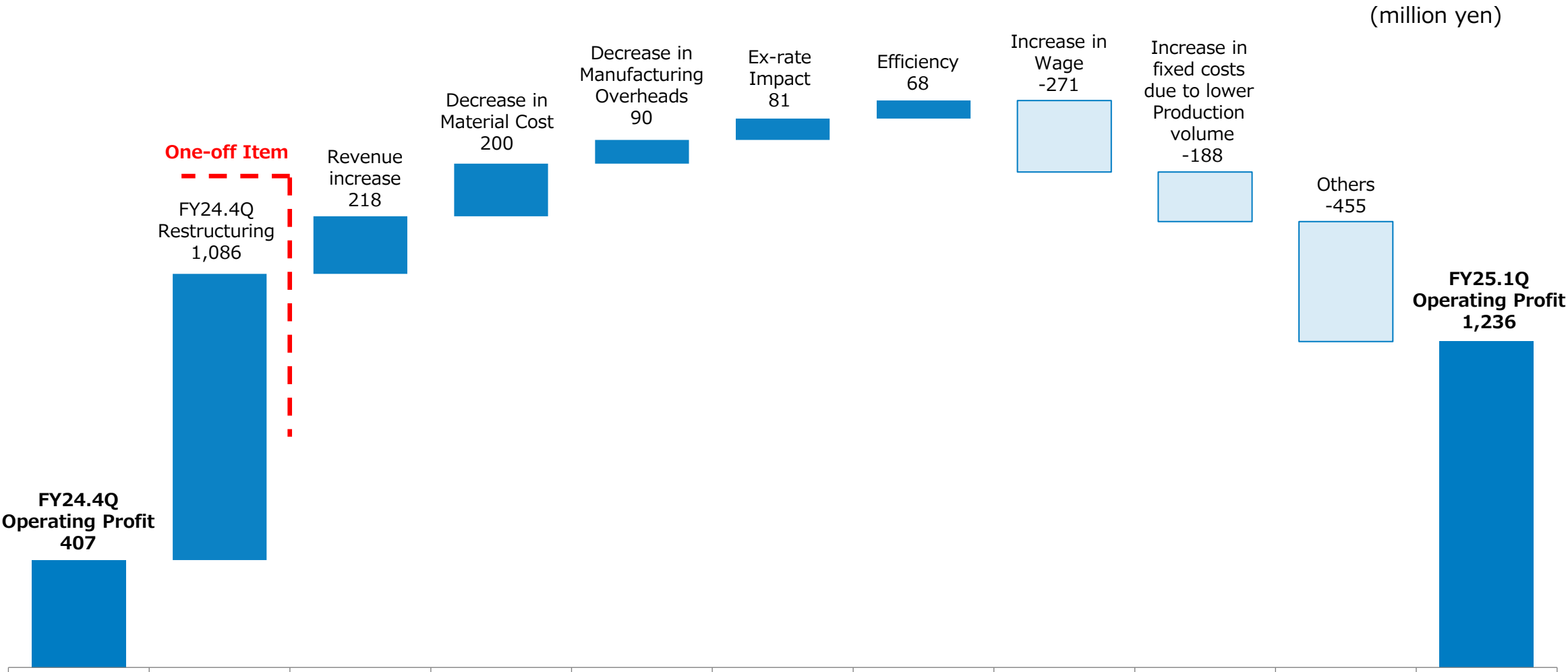
Operating Profit Bridge Analysis - FY2024.1Q vs FY2025.1Q -



(million yen)

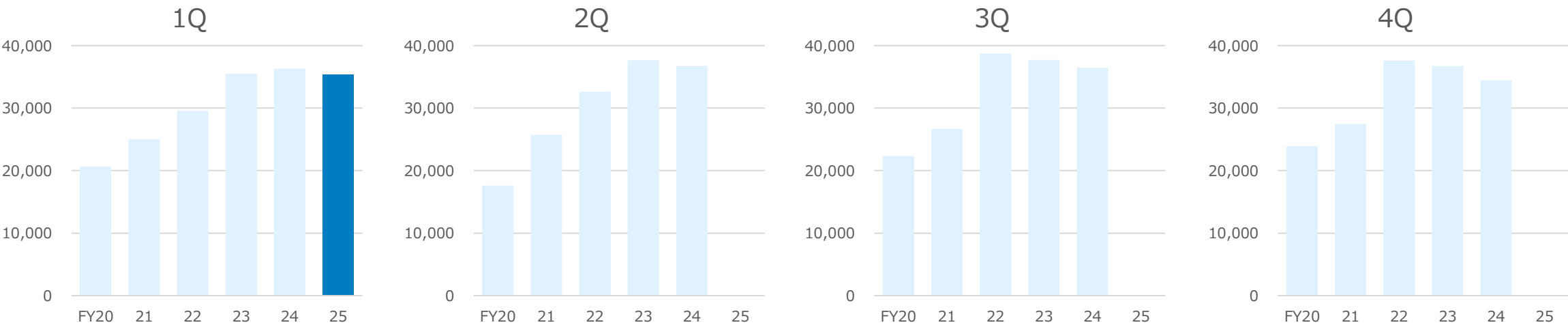


Operating Profit Bridge Analysis - 2024.4Q vs 2025.1Q -

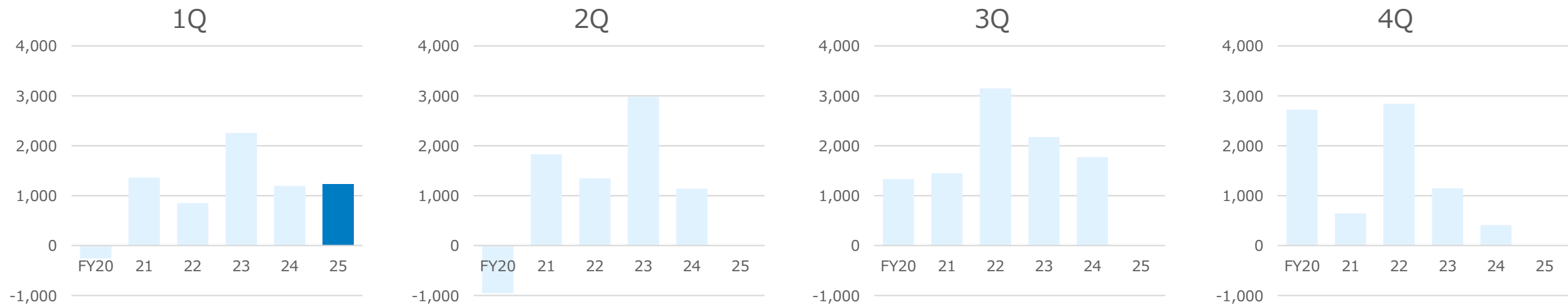


Revenue

(million yen)



Operating Profit



Consolidated Statements of Financial Position



		FY24 Dec.31	FY25 Mar.31	Change
Cash & Cash Equivalents	M.JPY	4,286	6,087	1,801
Trade & Other Receivables	M.JPY	30,167	30,070	-97
Inventories	M.JPY	29,350	27,134	-2,216
Others	M.JPY	5,867	6,323	455
Current Assets	M.JPY	69,672	69,615	-56
Tangible Assets	M.JPY	54,906	52,375	-2,531
Goodwill	M.JPY	5,730	5,564	-165
Intangible Assets	M.JPY	7,722	7,406	-315
Others	M.JPY	9,734	9,147	-587
Non-current Assets	M.JPY	78,094	74,494	-3,600
TOTAL ASSETS	M.JPY	147,766	144,110	-3,656

*1 Net DE Ratio: (Interest-bearing liabilities + Current Portion of Long-term Loans + Long-term debt – Cash & Cash Equivalent)) / Equity Attributable To Equity Holders of Parent

*2 Closing Exchange Rate

		FY24 Dec.31	FY25 Mar.31	Change
Trade and other payables	M.JPY	14,960	14,097	-863
Interest-bearing liabilities	M.JPY	30,964	32,937	1,973
Current portion of long-term debt	M.JPY	5,459	4,929	-529
Others	M.JPY	10,285	9,383	-901
Current Liabilities	M.JPY	61,669	61,348	-321
Long-term debt	M.JPY	16,004	15,239	-764
Others	M.JPY	9,177	9,123	-53
Non-current Liabilities	M.JPY	25,181	24,363	-818
TOTAL LIABILITIES	M.JPY	86,851	85,711	-1,139
TOTAL NET EQUITY	M.JPY	60,915	58,398	-2,516
TOTAL LIABILITIES & EQUITY	M.JPY	147,766	144,110	-3,656

Current Ratio		1.13	1.13
Net D/E Ratio *1		0.82	0.84
CCC	円	95	94

Exchange Rate USD / JPY *2	156.15	149.14
EUR / JPY	162.70	161.55
CNY / JPY	21.34	20.52
HKD / JPY	20.11	19.17

Consolidated Statement of Cash Flows



		FY24 1Q	FY25 1Q	Change
Profit before Taxes	M.JPY	464	802	337
Depreciation and Amortization	M.JPY	2,626	2,577	-49
Net Working Capital	M.JPY	-452	355	808
Provision for business restructuring expenses	M.JPY	0	-716	-716
Others	M.JPY	-67	-474	-407
Cash flows from operating activities	M.JPY	2,571	2,544	-27
Capital Investments	M.JPY	-2,384	-1,076	1,307
Others	M.JPY	-128	-169	-41
Cash flow from Investing Activities	M.JPY	-2,512	-1,245	1,266

Free Cash Flow	M.JPY	58	1,298	1,239
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		FY24 1Q	FY25 1Q	Change
Net Interest-bearing Debts	M.JPY	3,855	1,989	-1,865
Proceeds from issuance of shares	M.JPY	0	0	0
Dividends Paid	M.JPY	-913	-890	23
Others	M.JPY	-309	-349	-39
Cash flow from Financing Activities	M.JPY	2,631	749	-1,882
Effect of exchange rate change on cash and cash equivalents	M.JPY	204	-246	-450
Cash and cash equivalents as of January 1	M.JPY	3,107	4,286	1,178
Cash and cash equivalents as of December 31	M.JPY	6,002	6,087	85

		FY24 Dec.31	FY25 Mar.31	Change
DSO (Days Sales Outstanding)	Days	73	73	-
DIO (Days Inventory Outstanding)	Days	85	79	-6
DPO (Days Payable Outstanding)	Days	63	58	-5
CCC	Days	95	94	-1

1. FY2025.1Q Performance Results & Business Environment Outlook

2. Appendices

Our company has consistently developed new applications for coils since its founding, honing our technical expertise and expanding globally. We have established strong relationships with leading customers in various regions and markets, resulting in continuous inquiries and business opportunities.

SUMIDA's strengths

Coil is a part with unlimited applications, which is essential for electronic parts of all kinds.

With our extensive expertise in winding technology at the core, we can customize solutions to meet any requirements

A "Made in Market" system that enables design, manufacturing, and sales to be completed within each region in Asia, Europe, and North America.

Technological Capability

Global Scalability

Performance

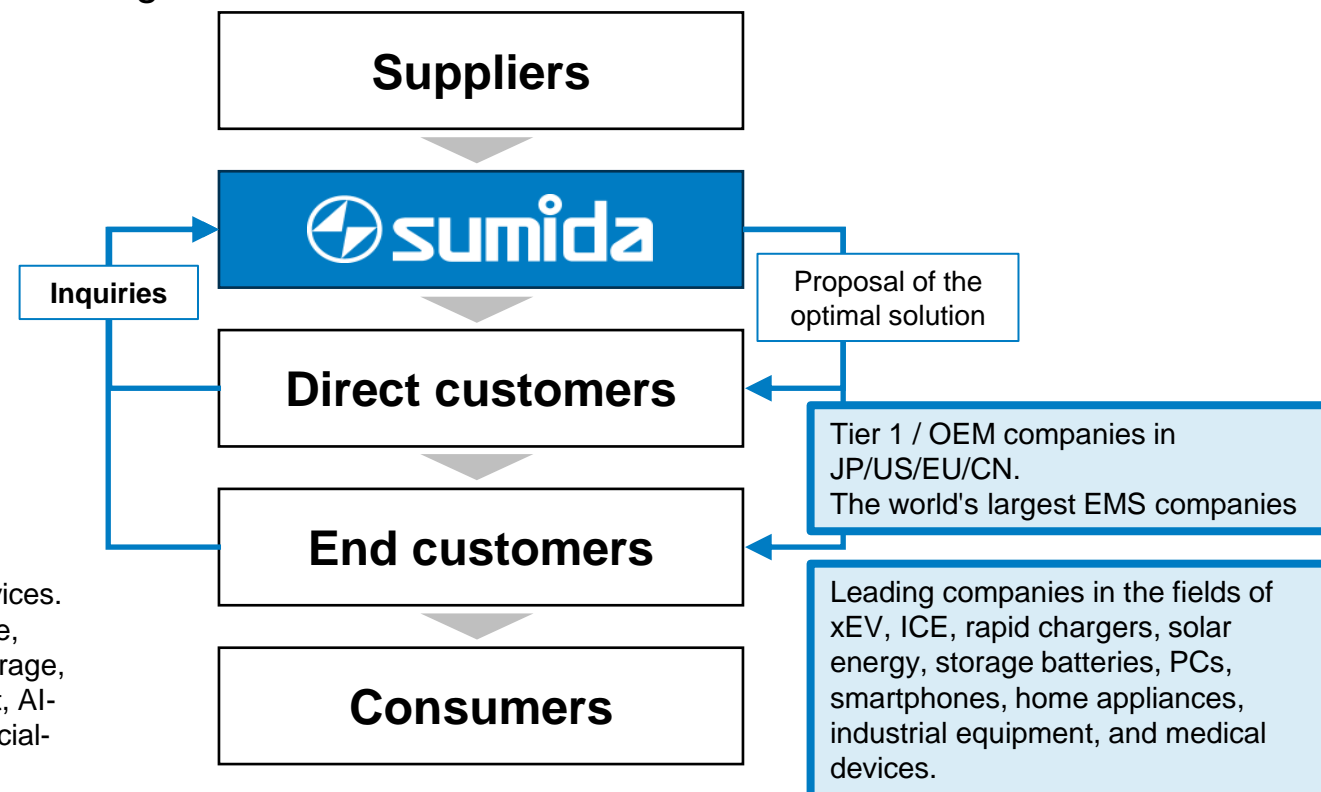
The success of our past projects leverages a virtuous cycle, resulting in ongoing inquiries for future projects.

Versatility in Application

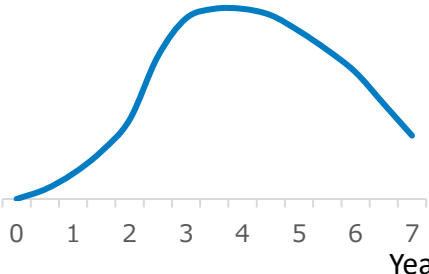
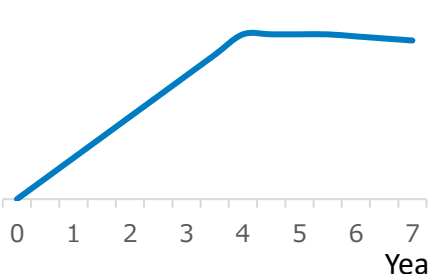
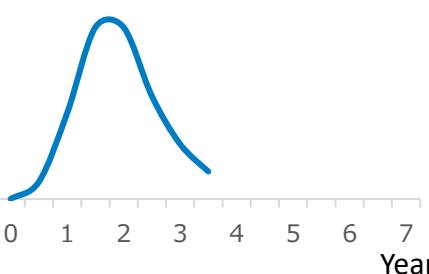
The backbone supporting all electronic devices. Opportunities in power supply infrastructure, transportations, quick chargers, energy storage, medical care, defense, space development, AI-related, data centers, wind power, and special-purpose vehicles.

SUMIDA's business flow

Track record of transactions with leading customers in various regions and markets.



In the custom projects we handle, revenue is generally recorded on the following time axis, by market.

	Automotive	Industrial	CE
The time axis from project acquisition to revenue recognition	2~3 years	2~3 years	1~2 years
	<div>GREEN</div> <div>1~2years</div>		
Chart of revenue trends after production begins (Image)			
Product Life Cycle (Image)	Over 5 years	Over 7 years	Over 3 years

We see environmental changes as opportunities, and we will cater meticulously to diverse needs* in different regions through customization.*

- * Worldwide: renewal and expansion of energy infrastructure
- North America: shift back to fossil fuels
- China: infrastructure investment to expand domestic demand

Perception of the Business Environment

Global warming

- Decarbonization applications (xEVs, etc.)
- Diversification of energy sources
- Increase in energy consumption
- Economic decoupling
- Deterrent for national security

Generative AI

Nationalism

Our Response

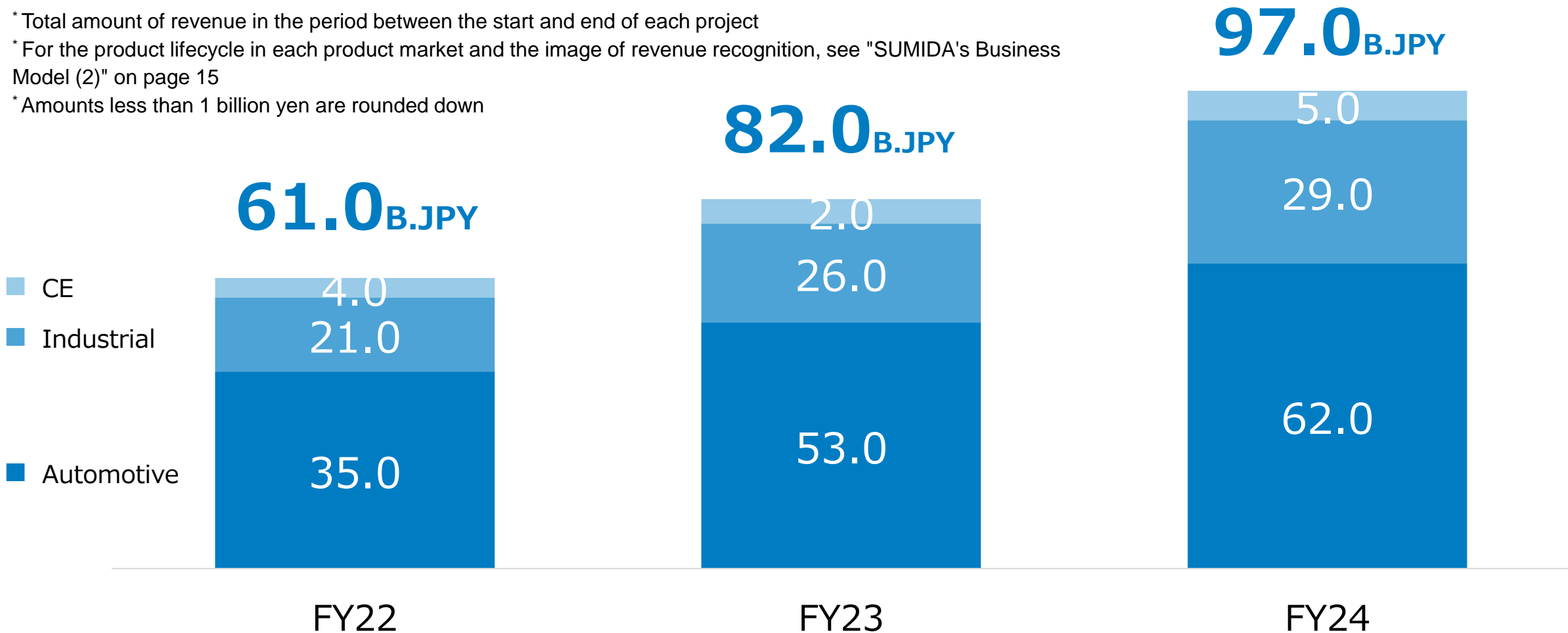
- Transportation means of all kinds, including automobiles, motorcycles, special-purpose vehicles, and ships
- Solar and wind power generation
- Infrastructure for stable, high-efficiency power supply infrastructure (grid) with large-capacity power and energy storage
- "Made in Market" -- A self-contained supply chain

Sales pipeline New intake of Life Time turnover* is approx. 97 billion yen in FY2024. The large-scale sales pipeline of green energy-related projects contributed greatly.

* Total amount of revenue in the period between the start and end of each project

* For the product lifecycle in each product market and the image of revenue recognition, see "SUMIDA's Business Model (2)" on page 15

* Amounts less than 1 billion yen are rounded down

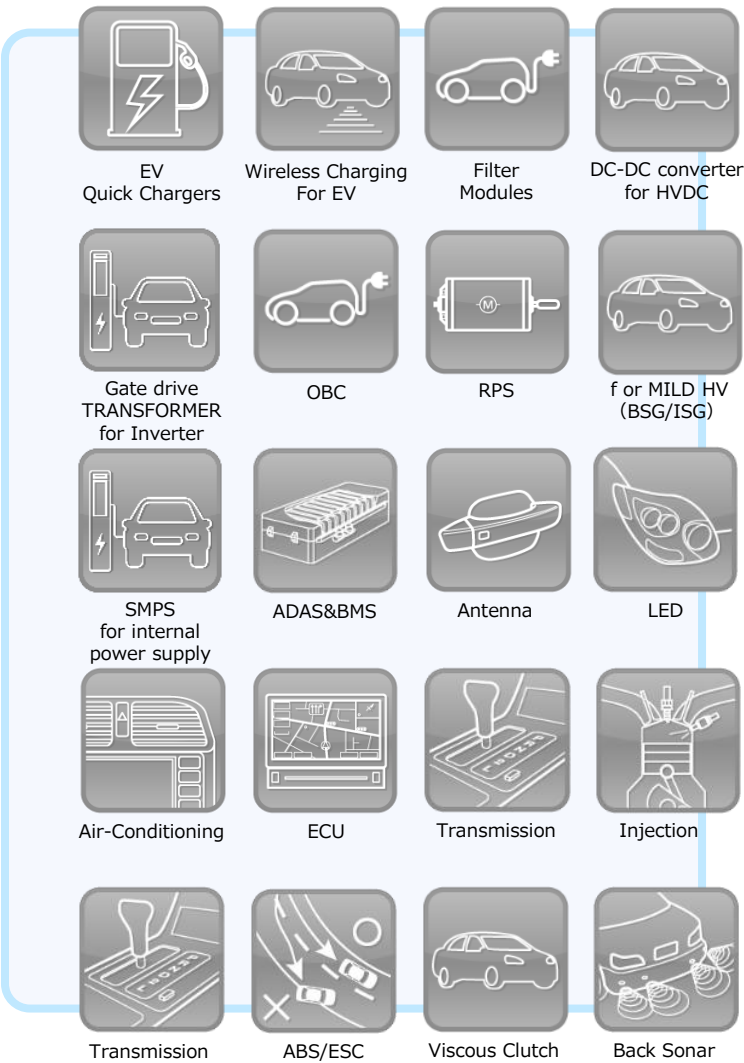
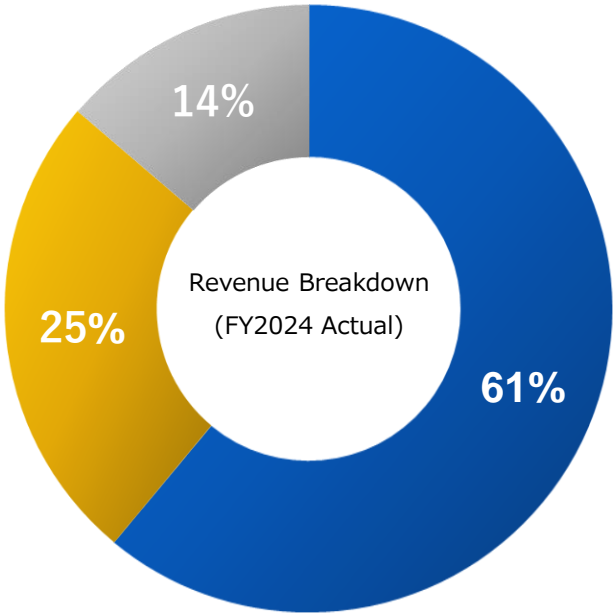




Consumer Electronics (CE)

Automotive

■ Automotive ■ Industrial ■ CE





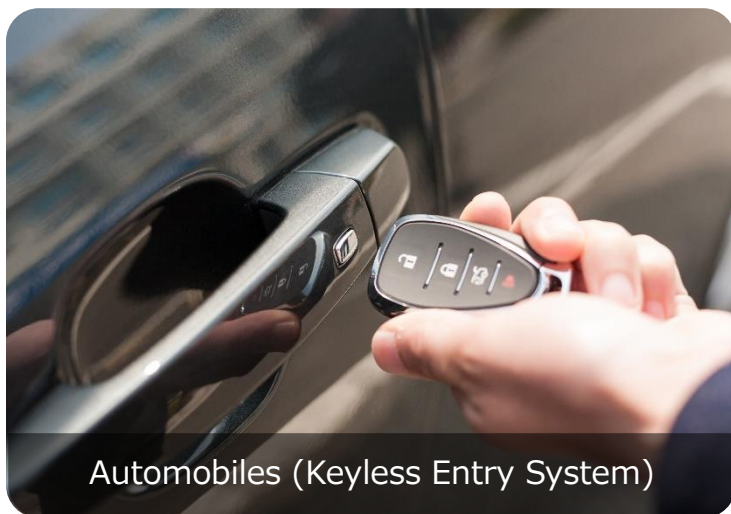
Mobile phone chargers



AED (automated external defibrillator)



Solar energy



Automobiles (Keyless Entry System)



Automobiles
(ABS: anti-lock braking system)



Automobiles (xEV powertrains)

Key Applications: Automotive Electronics



ANTENNA

Immobilizer

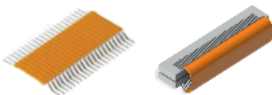


Passive entry passive start



LF TX Antennas LF RX Antennas

Panta SMD



INJECTION

Direct-injection engine coil
Diesel stators



ABS/ESC



BACK SONAR



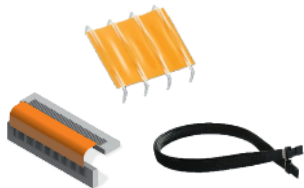
Step-up transformer for driving a Back Sonar's ultrasonic-waves



LED

Common mode choke for electric source of head light driving circuit

Panta SMD, FIX Jumpers



Common Mode Chokes



Power Inductors

Transformers

SHIFTER INHIBITORS

BTSI



AIRBAG



Panta FFC Jumper



AIR-CONDITIONING



High withstand voltage transformers



Panta Flexible Modules



HV input inductor



Actuator mold coil for variable compressor to drive valves



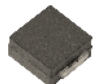
EMC chokes



ECU



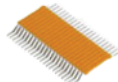
Power Inductors



RF Chip Inductors



Panta ZIF Jumper, Panta SMD



Battery Choke

Rod Core Chokes



INFOTAINMENT



Power Inductors



Haptic Actuator



LPF coil for Class-D AMP



CAN BUS



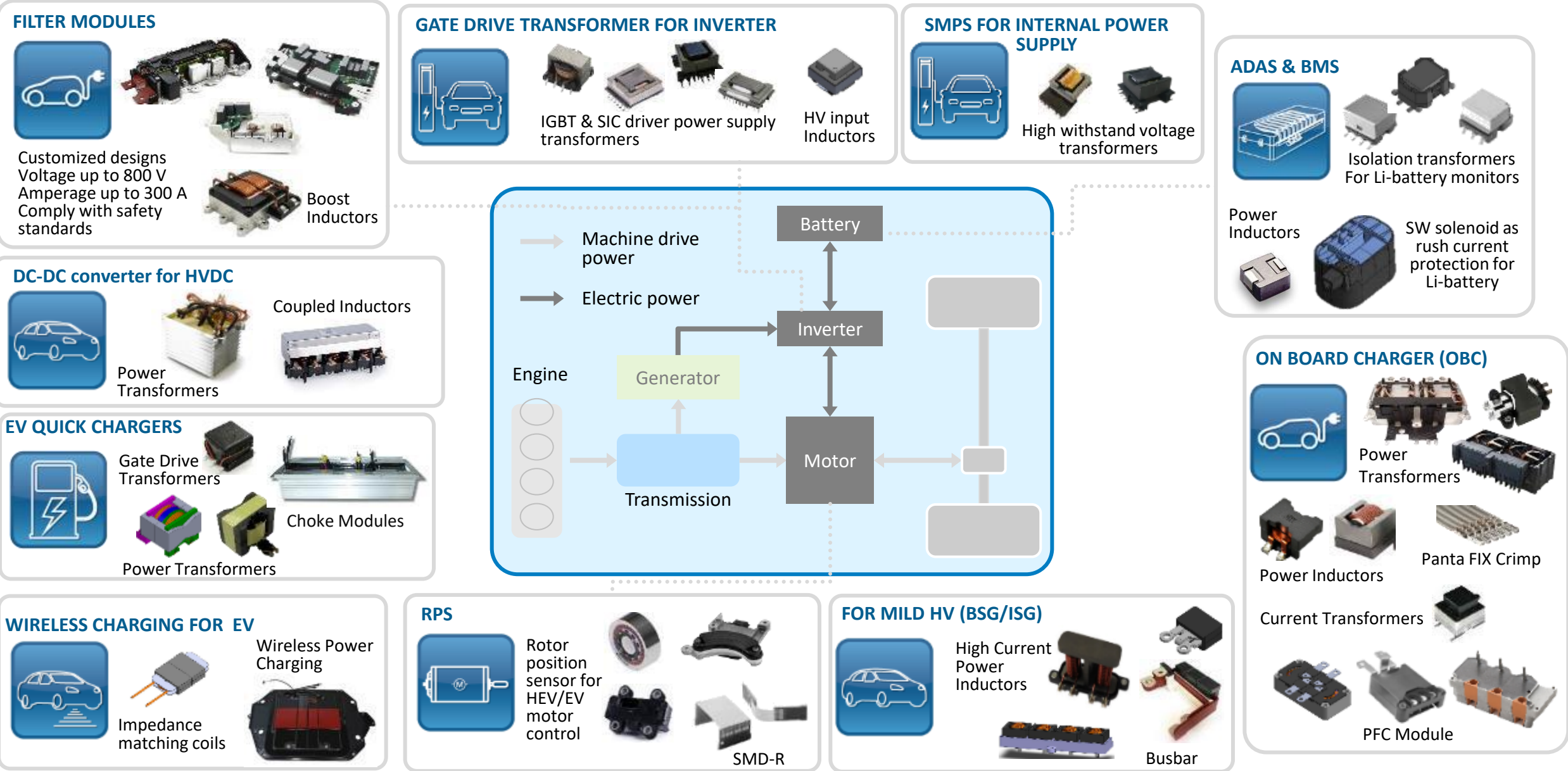
Common Mode Chokes

VISCOUS CLUTCH



AWD Engine Fan

Key Applications: Automotive Electronics xEV



Key Applications: Industrial Electronics



SOLAR POWER

PFC inductors

DMC Filter

AC Chokes

Choke Modules

Reactor

Choke Modules

AC Chokes

Power & Pulse Transformers

WIND POWER GENERATION

DC Link Chokes

Edgewise Coils

Panta FIX Jumper

POWER LINE COMMUNICATION

Isolation Transformers

Common Mode Chokes

Rod Core Chokes

SIGNAL

RF Chip Inductors

Transformers

FORKLIFTS & HYBRID CONSTRUCTION MACHINERY

Transformers & Reactors

Panta FIX Jumpers

Panta FIX Crimp

INDUSTRIAL SOLENOIDS

CATALOGUE SOLENOIDS

HYDRAULIC VALVE COILS

INVERTERS FOR ELECTRICITY GENERATION

DCL/ACL Reactors

Transformers

SECURITY, RFID

RFID

Antenna

RF Chip Inductors

Common Mode Chokes

AC Common Mode Chokes

Normal Mode Chokes

MRI

Isolation & Network Isolation Transformers

CONTROL SYSTEMS FOR INDUSTRIAL ROBOTS

Reactors

Transformers

Power Inductors

Panta FIX Jumpers

5G MOBILE COMMUNICATION BASE STATION

PoE Transformers

Common Mode Chokes

Power Inductors

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22

Key Applications: Consumer Electronics







SMART PHONES · TABLET PCs · MOBILE PHONES · WIRELESS CHARGING SYSTEMS






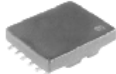




Power Inductors Transformers Wireless Power Transfer Coil RF Chip Inductor

LED LIGHTING











Transformers Common Mode Chokes
Power Inductors Common Mode Chokes

GAME CONSOLES








DC Common Mode Chokes AC Common Mode Chokes
AC Common Mode Chokes Common Mode Chokes
LAN Transformers Modem Transformers
Power Inductors Power Inductors

LCD TVS






AC Common Mode Chokes Normal Mode Chokes Common Mode Chokes LPF coil for Class-D AMP
Switching Transformers Power Inductors LAN Transformers Modem Transformers

DIGITAL STILL CAMERAS




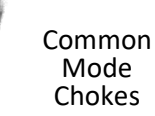



Common Mode Chokes Panta FLL, Panta SMD
Power Inductors Low Leakage Flux type Inductors for lens

SERVER




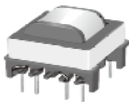

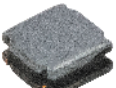

Power Inductors

AIR-CONDITIONERS








AC Line Filter Normal Mode Chokes Small-sized reactors Common Mode Chokes Transformers

PRINTERS






Power Inductors Common Mode Chokes Switching Transformers Normal Mode Chokes

HOME APPLIANCES



Power Inductors AC Common Mode Chokes Transformers

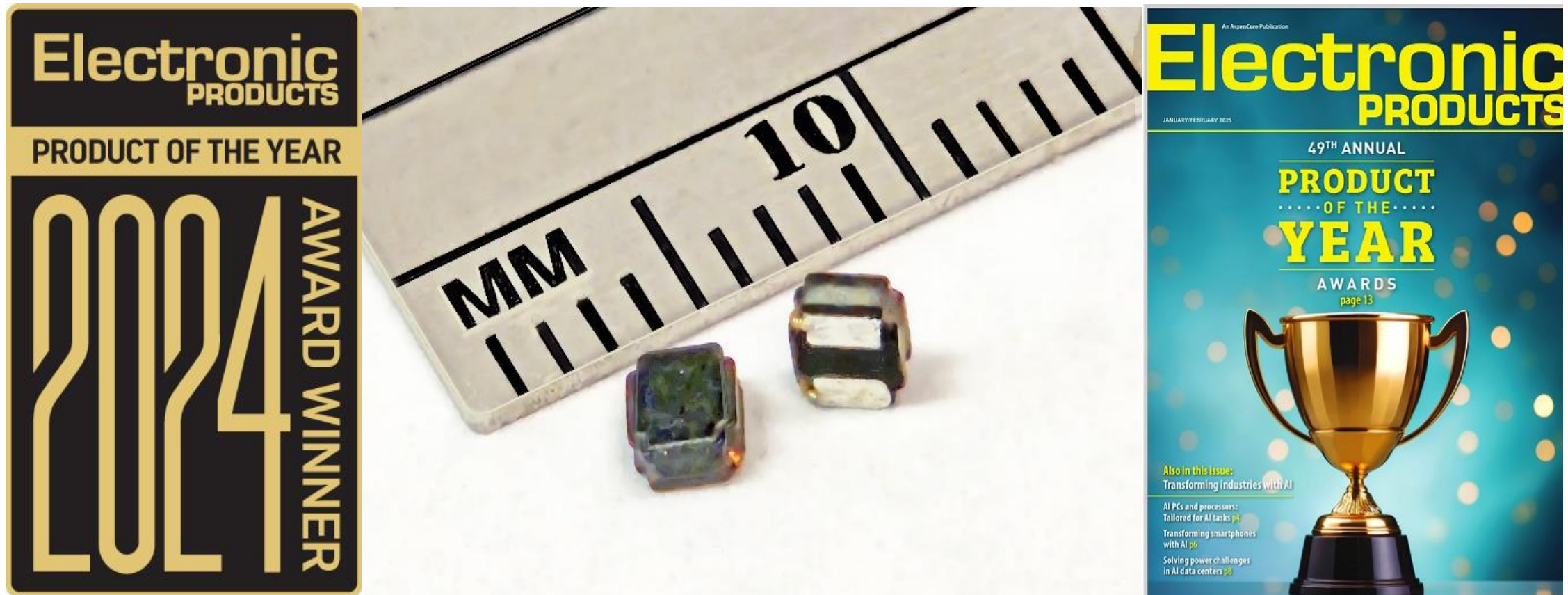
LAPTOPS



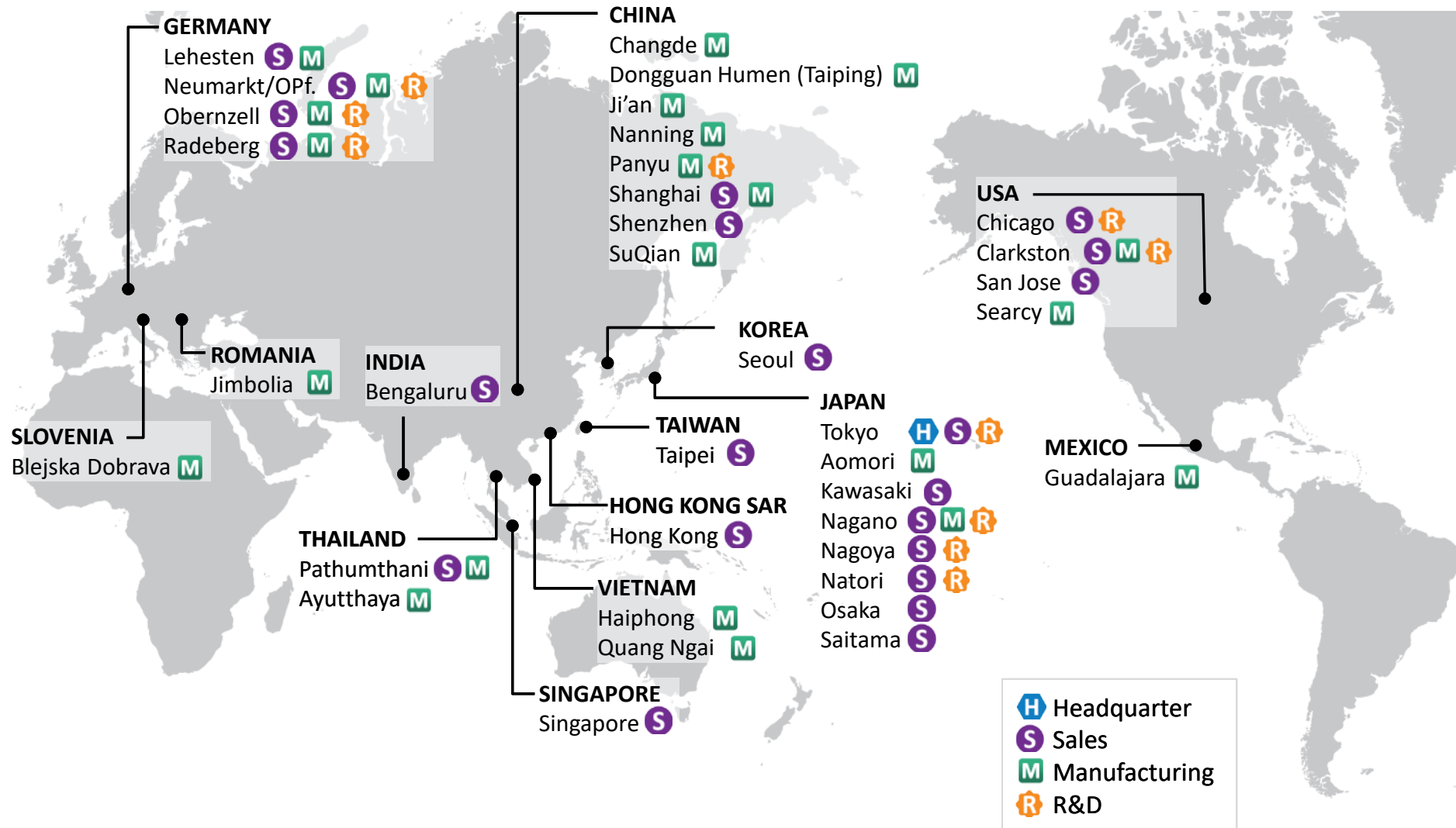
Power Inductors PANTA FIX, ZIF Jumpers

Our new CDxxxxMB/DS SMD RESIN-SHIELDED INDUCTORS have been selected as the Product of the Year winner for the Passives category.

Details are available [here](#)



Global Footprint



SALES
 22 offices in 10 countries
 15 Asia
 4 Europe
 3 North America

MANUFACTURING
 23 factories in 14 countries
 14 Asia
 6 Europe
 3 North America

R&D
 10 centres in 4 countries
 5 Asia
 3 Europe
 2 North America

Mid-Term Business Plan 2024-2026

Priorities to achieve this:

1. Targeting specific markets with innovative products/solutions that help in reducing carbon emission
2. Operational, energy and waste efficiency - optimizing efficiency, utilizing green energy & recycled materials where possible
3. Working together with our stakeholders to support the 17 UN Sustainable Development Goals

We aim to reduce greenhouse gas emissions (Scope 1 & 2) in FY2030 by 42% from the FY2022 level.

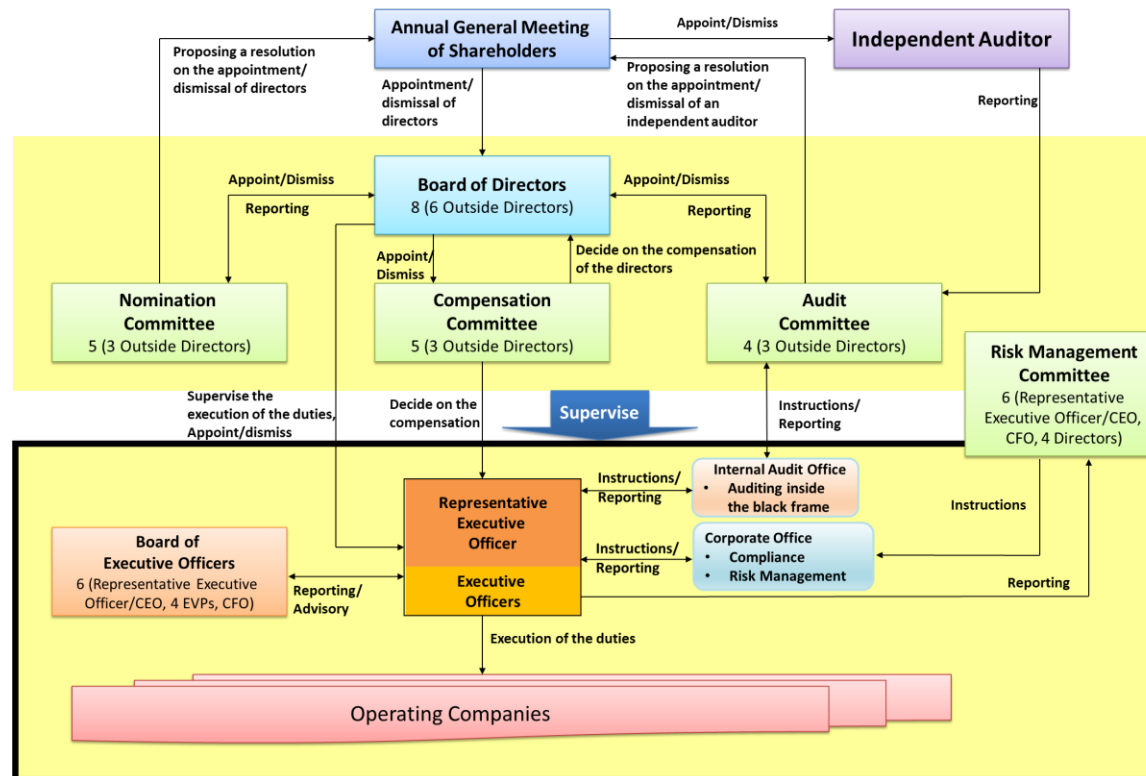
2024 Implementation Items

- ✓ At each site, we implemented an action plan to reduce Scope 1 and 2 emissions by 42% by 2030.
- ✓ We regularly held the global design4sustainability workshop for discussing the method of measuring product carbon footprint (PCF) and plan to reduce PCF (held two times in 2024).

For details, please refer to the ['SUMIDA ESG Report 2024'](#) disclosed on April 15.

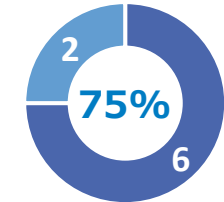
- ✓ SUMIDA was the first among listed companies in Japan to adopt the institutional design of a company with nomination committee, etc.
- ✓ The three statutory committees (Nomination, Audit, and Compensation Committees) are chaired by independent outside directors, and the majority of members of each are independent outside directors.
- ✓ Meetings of the Board of Directors (hereinafter called “BoD”), Nomination Committee, and Compensation Committee are all held in English.

Corporate Governance Structure



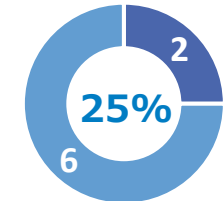
Composition of the BoD

Ratio of Outside Directors



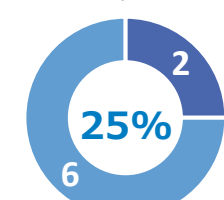
■ Outside director ■ Director

Ratio of Female Directors



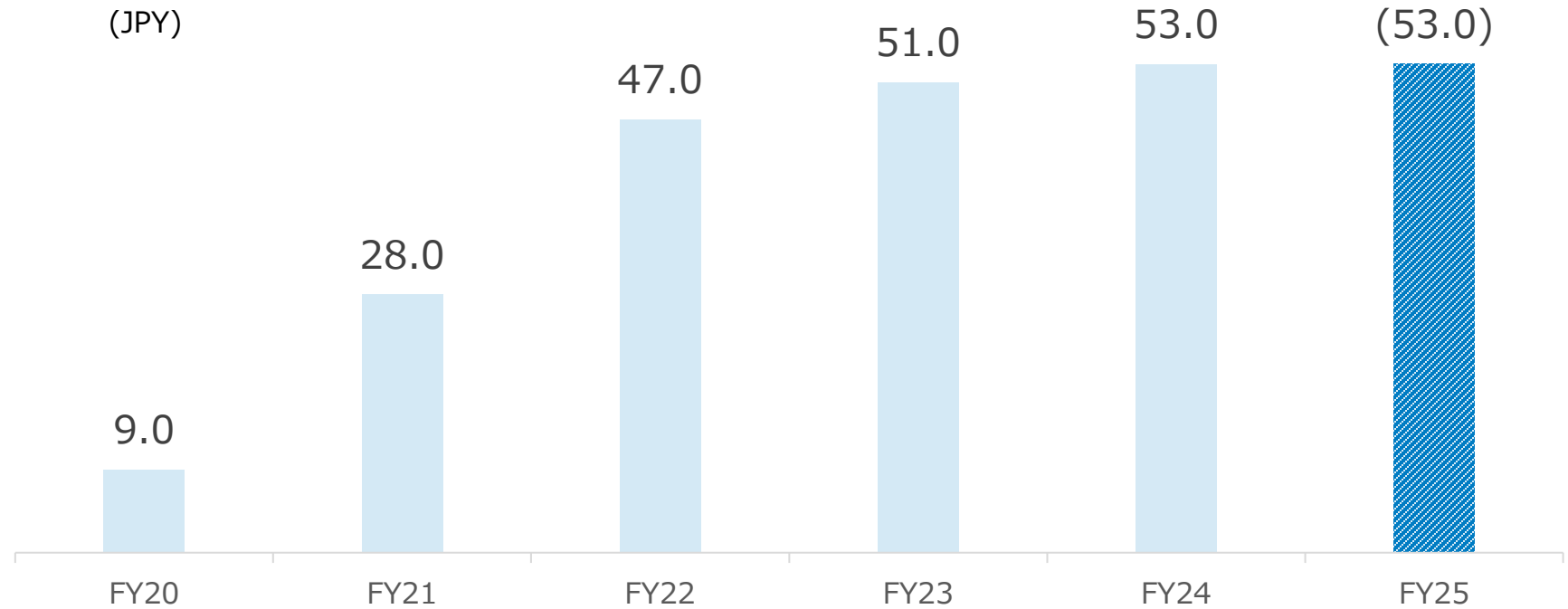
■ Female Director ■ Male director

Ratio of Non-Japanese Directors



■ Non-Japanese Director
■ Japanese Director

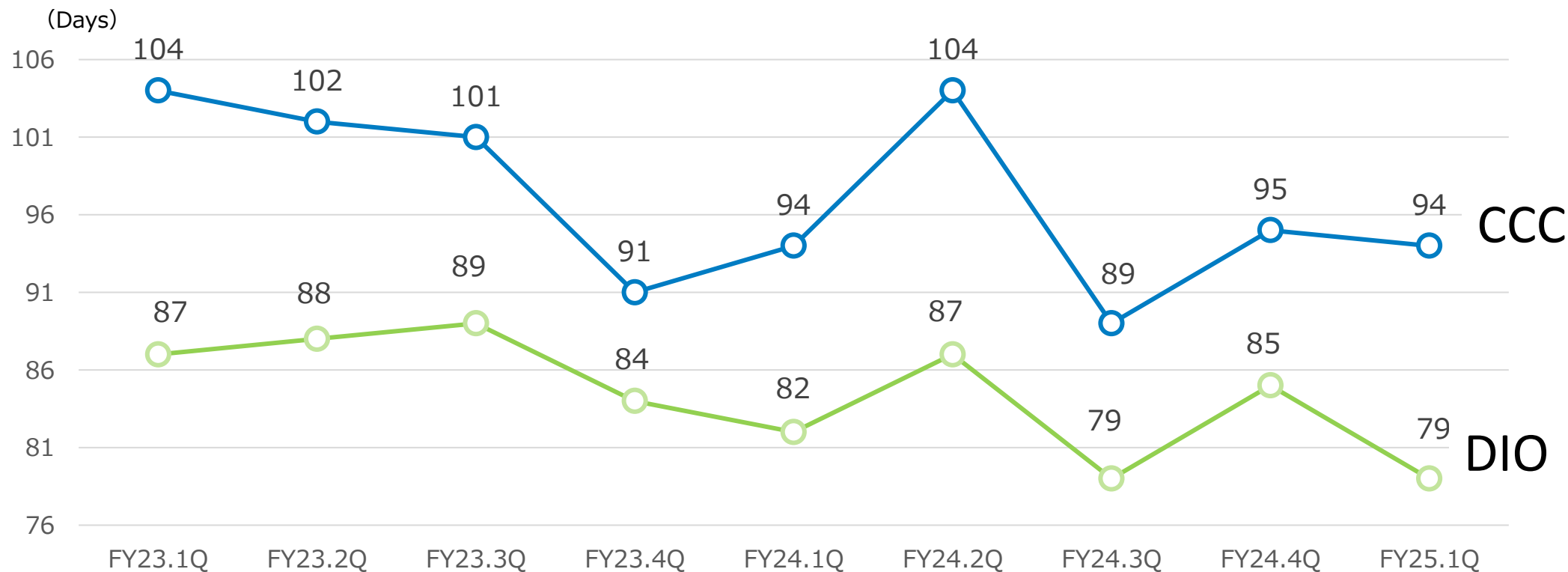
FY2025 Dividend Forecast



		FY20	FY21	FY22	FY23	FY24	FY25
Total	JPY/Share	9.0	28.0	47.0	51.0	53.0	(53.0)
EPS	JPY	30.50	96.68	187.54	167.46	17.96	(96.83)
Dividend payout ratio	-	29.5%	29.0%	25.1%	30.5%	295.1%	(54.7%)
Total Dividends Paid	M.JPY	244	761	1,278	1,664	1,750	(1,751)
DOE	-	0.7%	2.1%	3.0%	3.0%	3.1%	(3.0%)

* Disclosed on February 7, FY2025 Forecast

* Figures in parentheses are estimates.

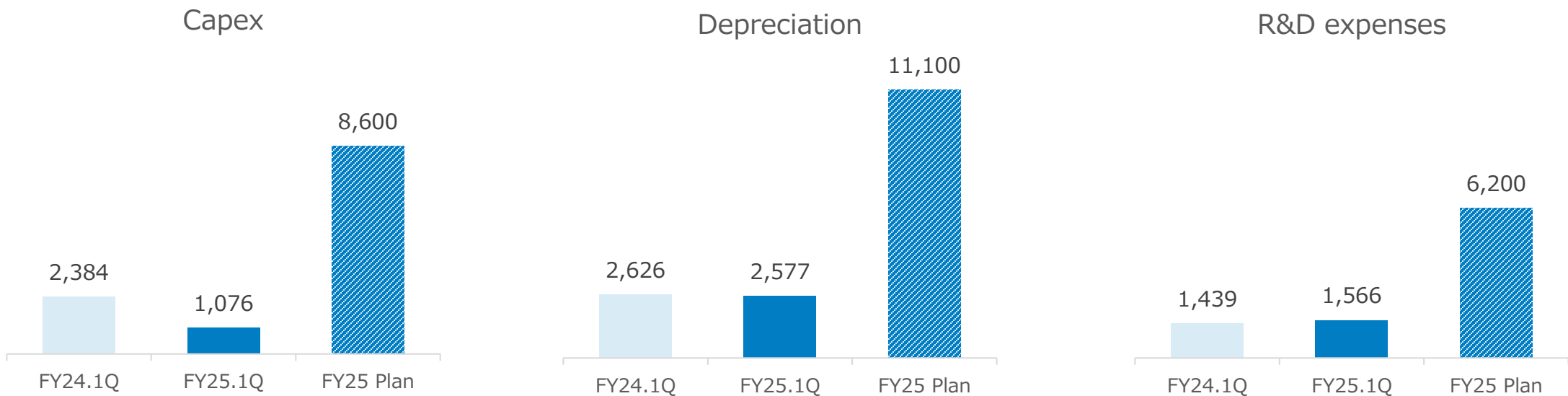


Closing Exchange Rate

USD / JPY	133.13	144.85	148.77	141.51	151.43	160.93	142.36	156.15	149.14
EUR / JPY	144.90	157.23	157.97	156.54	163.36	172.14	159.05	162.70	161.55
CNY / JPY	19.37	19.94	20.40	19.90	20.86	22.03	20.42	21.34	20.52
HKD / JPY	16.96	18.48	19.00	18.12	19.35	20.61	18.33	20.11	19.17

(million yen)

	FY24.1Q Actual	FY25.1Q Actual	FY25 Plan
Capex	2,384	1,076	8,600
Depreciation	2,626	2,577	11,100
R&D expenses	1,439	1,566	6,200



Calculation period: 3 months (January to March 2025)

Currency	FY25.1Q Exchange Rate ^{*1}	Fluctuation	Sensitivity for Operating profit	(Reference) FY2025 Forecast Exchange Rate ^{*2}
	JPY	-	M.JPY	JPY
USD	154.16	1 yen (weak)	+56	145.00
EUR	160.95	1 yen (weak)	+9	159.50
CNY ^{*3}	21.17	0.1 yen (weak)	-32	20.40
HKD ^{*3}	19.82	0.1 yen (weak)	-9	18.60

^{*1} Average exchange rate during the period

^{*2} Disclosed on February 7, FY2025 Forecast

^{*3} Because China and Hong Kong are cost centers, the exchange rate sensitivity of each is indicated as a negative value.

Updates in the quarter under review are as follows.

IRライブラリー	IR Document Archive	JP	EN
中期経営計画説明資料	Mid-Term Business Plan	JP	EN
個人投資家向け会社説明会資料	Briefing Session for Individual Investors	JP	EN
Factbook	Factbook	JP	EN
スミダESGレポート	SUMIDA ESG Report	JP	EN
ESG Data	ESG Data	JP	EN
TCFDに基づく情報開示	Climate-related Financial Disclosure based on TCFD	JP	EN
コーポレートガバナンス報告書	Corporate Governance Report	JP	EN
会社案内ビデオ（270秒）	Corporate Video (270 sec)	JP	EN

The statements contained in this document include forward-looking statements about the Company. These forward-looking statements are based on information currently available to the Company. Please note that actual results may differ from these forward-looking statements due to unforeseen events, changes in the business environment (including changes in global economic conditions, business structure, competitive conditions, technological trends, public regulations, social and labor environment, etc.) and other factors. We have no obligation to update any forward-looking statements, even if actual results may differ from those in such forward-looking statements. We shall not be liable for any loss or damage arising from or in connection with such forward-looking statements.

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In some cases, the original figures in this material, which are managed in millions of yen, are shown in hundreds of millions of yen, and the total amount, difference, etc. may be inaccurate. If you need detailed figures, please refer to the Financial Statements.

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