



FY2025 Q1 Financial Results

Stock Code: 6908
(August 4, 2025)

IRISO ELECTRONICS CO.,LTD.

**Together, surpassing expectations by empowering connections
to enrich society and delight people.**



- 1. FY2025 Q1 Financial Summary**
- 2. FY2025 Earnings Forecast**
- 3. Topics**
- 4. Appendix**



1. FY2025 Q1 Financial Highlights

FY2025 Q1
Net Sales

¥15.1B

YoY
+21.0%

FY2025 Q1
Operating Profit

¥1.07B

YoY
+462.0%

FY2025 Q1
Operating Profit Margin

7.1%

YoY
+5.5pts

FY2025 Q1
EBITDA Margin

17.3%

YoY
+1.5pts

Net Sales

- Increase in sales from the FY2024 Q1 level and expectations, driven by growing demand for high-speed transmission floating BtoB connectors in the infotainment sector of the mobility market, as well as continued strong sales to Chinese customers in the powertrain sector of the mobility market.
- Temporary impact of increased customer orders, which was accelerated before the U.S. tariff policies take effect (approx. ¥0.1B).

Note: EBITDA Margin: (Operating Profit + Depreciation Expense) / Net Sales

Operating Profit

- Boost in profit compared to the FY2024 Q1 level, which was affected by spendings for new ERP system launch.
- A 7.1 % operating profit margin maintained, as the impact of rising material costs and initial investments in the new Akita plant launch were offset, helped by cost reduction efforts and the effects of the structural reforms.

**FY2025 Q2 profit is forecast to increase from the Q1 level, helped by cost savings, etc.
Net sales of ¥29.0B, representing a 9.0 % operating profit margin, expected for FY2025 H1.**



2. FY2025 Q1 Consolidated Results Summary

Unit: Yen in Millions

	FY2024 Q1	Breakdown	FY2025 Q1	Breakdown	Change	Change %
Net Sales	12,534	100.0%	15,163	100.0%	+ 2,629	+ 21.0%
Mobility	10,944	87.3%	12,927	85.2%	+ 1,982	+ 18.1%
Consumer	1,042	8.3%	1,179	7.8%	+ 137	+ 13.2%
Industrial	547	4.4%	1,056	7.0%	+ 509	+ 93.0%
Cost of Sales	9,259	73.9%	10,920	72.0%	+ 1,661	+ 17.9%
SG & A	3,084	24.6%	3,173	20.9%	+ 88	+ 2.9%
Operating Profit	190	1.5%	1,069	7.1%	+ 879	+ 462.0%
Pretax Profit	646	5.2%	1,170	7.7%	+ 523	+ 80.9%
Quarterly Net Income	371	3.0%	510	3.4%	+ 139	+ 37.4%
EPS	15.83JPY		23.90JPY			
Exchange Rate	USD : 156.53JPY		145.19JPY		(11.34)JPY	(7.2)%
FY Average	EUR : 168.37JPY		164.37JPY		(4.00)JPY	(2.4)%
	CNY : 21.53JPY		20.10JPY		(1.43)JPY	(6.6)%

[FYI] The impact of sales brought forward, driven by the company's ERP system change, excluded.

Net Sales	13,234	100.0%	15,163	100.0%	+ 1,929	+ 14.6%
Mobility	11,644	88.4%	12,927	86.4%	+ 1,282	+ 11.0%
Operating Profit	519	4.1%	1,069	7.1%	+ 550	+ 106.0%



3. Change Factor: Sales and Profit (vs. FY2024 Q1)



Unit: Yen in Millions

	Net Sales	Operating Profit	Operating Margin	Change Factor
FY2024 Q1 Results	12,534	190	1.5%	
Currency Impact	(742)	+0		USD: 156.53JPY→145.19JPY (-7%) EUR: 168.37JPY→164.37JPY (-2%) CNY: 21.53JPY→ 20.10JPY (-7%)
Change in Sales Volume	+3,372	+1,425		
Increase in Material Cost		(460)		Soaring prices in the raw materials market.
Increase in Fixed Cost		(290)		Increase factors: Employment and spending control, and structural reform effects. Decrease factors: Akita plant launch, wage rise, and energy price surge.
Cost Reduction, etc.		+208		Increase factors: Cost reduction. Decrease factors: Selling price down, allowance for doubtful accounts, etc.
Total Change Factors	+2,629	+879		
FY2025 Q1 Results	15,163	1,069	7.1%	



4. Financial Status

Unit: Yen in Millions

	FY2024	FY2025 Q1	YoY
Current Asset	52,209	52,752	+ 542
Cash & Deposit	24,314	24,366	+ 52
Account Receivable	12,789	14,130	+ 1,341
Inventory	13,482	12,653	(829)
Noncurrent Asset	39,161	38,130	(1,030)
Total Asset	91,370	90,882	(488)
Total Liability	20,173	23,146	+2,972
Account Payable	4,689	5,096	+ 406
Debt	9,322	12,083	+2,761
Total Net Asset	71,196	67,736	(3,460)
Total Shareholders' Equity	57,398	55,621	(1,776)
Capital Adequacy Ratio	77.3%	74.5%	(2.8)pts



5. Net Sales by Region and Product

By Region

Unit: Yen in Millions

	FY2024					FY2025		Q1 YoY	
	Q1	Breakdown	Q2	Q3	Q4	Q1	Breakdown	Change	Change %
Japan	1,810	14.4%	2,336	2,426	2,458	2,567	16.9%	+757	+41.8%
Greater China and S.Korea	5,105	40.7%	6,275	7,469	6,065	7,257	47.9%	+2,151	+42.1%
USA	1,598	12.8%	1,612	1,188	1,390	1,097	7.2%	(500)	(31.3)%
Europe	2,305	18.4%	2,418	2,023	2,426	2,440	16.1%	+135	+5.9%
ASEAN	1,714	13.7%	1,981	1,901	1,821	1,801	11.9%	+86	+5.0%
Total	12,534	100.0%	14,624	15,009	14,163	15,163	100.0%	+2,629	+21.0%
【FYI】 ERP Impact Excluded	13,234		14,624	15,009	14,163	15,163		+1,929	+14.6%

By Product

Unit: Yen in Millions

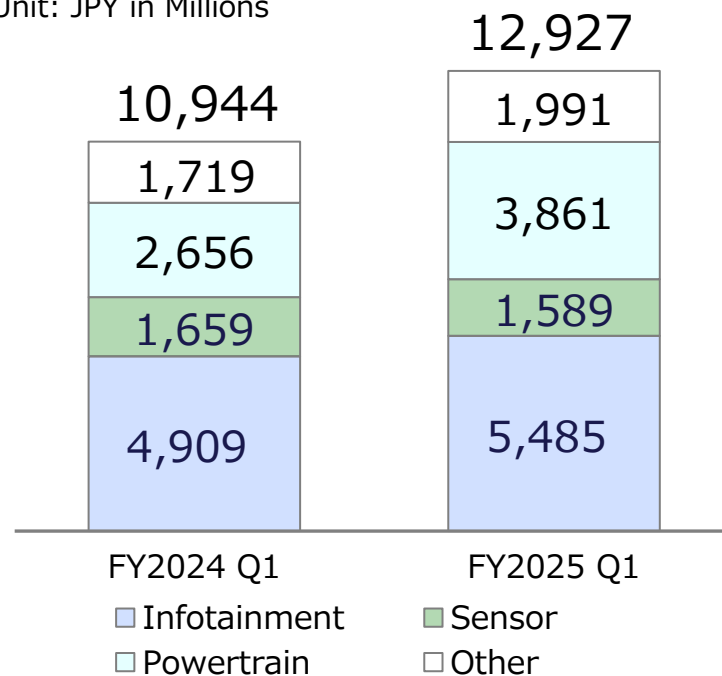
	FY2024					FY2025		Q1 YoY	
	Q1	Breakdown	Q2	Q3	Q4	Q1	Breakdown	Change	Change %
BtoB	5,333	42.6%	5,918	5,989	5,965	6,377	42.1%	+1,044	+19.6%
FPC	2,649	21.1%	3,186	3,032	2,613	2,975	19.6%	+326	+12.3%
Auto IF / WtoB	3,630	29.0%	4,457	5,025	4,595	4,915	32.4%	+1,285	+35.4%
Pin Header	553	4.4%	575	558	508	497	3.3%	(56)	(10.1)%
Other	367	2.9%	486	404	480	397	2.6%	+30	+8.2%
Total	12,534	100.0%	14,624	15,009	14,163	15,163	100.0%	+2,629	+21.0%



6. Sales by Market: Smart Mobility

¥+1,982mm YoY (+18.1%)

Unit: JPY in Millions



Infotainment

- Vs. FY2024 Q1 level: +11.7%, vs. FY2024 Q4 level: +2.1%.
- Steady sales of high-speed transmission BtoB connectors for LCD panel IVI, and ECU.

Sensor

- Vs. FY2024 Q1 level: (4.3)%, vs. FY2024 Q4 level: (2.0) %.
- Decrease in sales for auto radar due to structural changes in certain types of sensors.
- Sustained growth in sales for camera, driven by the growing number of customers despite the impact of auto production decline.

Powertrain

- Vs. FY2024 Q1 level: +45.4%, vs. FY2024 Q4 level: +20.1%.
- Record-breaking quarterly sales, driven by strong demand in China
- Increase in sales of the auto IF/WtoB connector for BMS (Battery Management System). and “Z-Move™” for inverter.

Note: Z-Move™: IRISO’s proprietary vibration-resistant connector technology

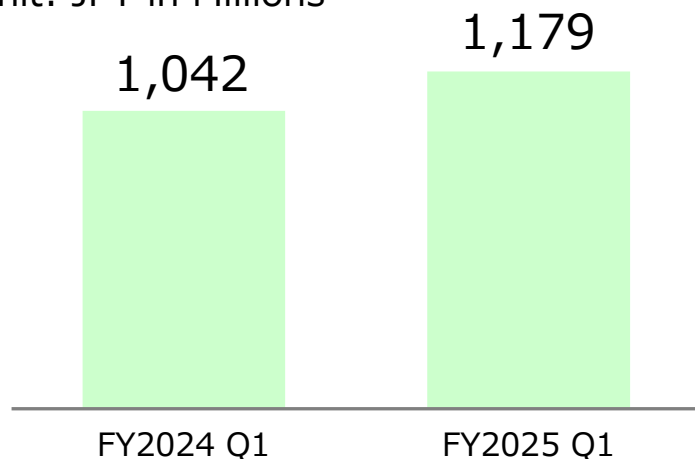
	FY2024				FY2025	YoY	QoQ
	Q1	Q2	Q3	Q4	Q1		
Infotainment	4,909	5,583	5,366	5,372	5,485	+11.7%	+2.1%
Sensor	1,659	1,672	1,755	1,622	1,589	(4.3)%	(2.0)%
Powertrain	2,656	3,288	3,725	3,215	3,861	+45.4%	+20.1%
Other	1,719	2,088	1,943	1,968	1,991	+15.8%	+1.1%
Total	10,944	12,632	12,791	12,179	12,927	+18.1%	+6.1%
【FYI】ERP Impact Excluded	11,644	12,632	12,791	12,179	12,927	+11.0%	+6.1%



7. Sales by Market: Consumer and Industrial

Consumer : ¥+137mm YoY (+13.2%)

Unit: JPY in Millions

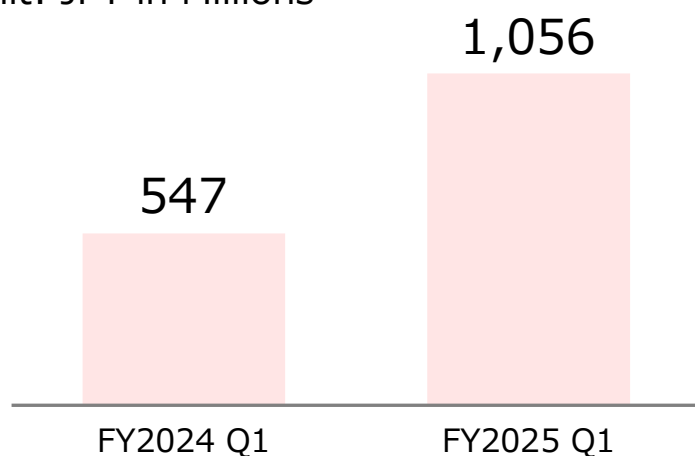


- Vs. FY2024 Q1 level: Increase in sales, driven by sales for printer and digital camera.
- Vs. FY 2024 Q4 level: Increase in sales for gaming console as customers placed orders earlier than expected in response to the U.S. tariff policies.

FY2024				FY2025	YoY	QoQ
Q1	Q2	Q3	Q4	Q1		
1,042	1,319	1,227	1,034	1,179	+13.2%	+14.0%

Industrial : ¥+509mm YoY (+93.0%)

Unit: JPY in Millions



- Signs of recovery in sales for some equipment and customers in the FA equipment sector.
- Steady business growth in the energy management market, which has been newly developed since FY2024 Q3.

FY2024				FY2025	YoY	QoQ
Q1	Q2	Q3	Q4	Q1		
547	673	990	949	1,056	+93.0%	+11.3%



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1. FY2025 Earnings Forecast

- The FY2025 H1 forecast is based on the Q1 results. No changes have been made to the full-year forecast to assess market conditions.
- The direct impact of the U.S. the tariff policies is minimal. As an indirect effect, there is a risk of full-year sales decline of approx.¥1.0B, due to a decline in automobile demand in North America.
- However, since the Q1 results are exceeding expectations, no downward revision has been made to the forecast.

Unit: ¥ in Millions

	FY2024		FY2025		YoY				Q1 Progress Rate
	H1	Full Year	H1 Forecast	Full Year Forecast	vs. H1		vs. Full Year		
Net Sales	27,159	56,332	29,000	55,000	+ 1,840	+ 6.8%	(1,332)	(2.4)%	27.6%
Cost of Sales	69.6%	68.2%	69.4%	67.5%		(0.2)pts		(0.7)pts	
Operating Profit	2,119	5,307	2,600	5,500	+ 480	+ 22.7%	+ 192	+ 3.6%	19.5%
Operating Profit Margin	7.8%	9.4%	9.0%	10.0%		+ 1.2pts		+ 0.6pts	
Pretax Profit	1,492	3,217	2,800	5,200	+ 1,307	+ 87.6%	+ 1,982	+ 61.6%	22.5%
Quarterly Net Income	1,089	2,662	2,000	3,900	+ 910	+ 83.6%	+ 1,237	+ 46.5%	13.1%
EPS	47.10JPY	118.25JPY	95.33JPY	188.65JPY					
Exchange Rate FY Average	USD : 152.30JPY EUR : 165.46JPY CNY : 21.15JPY	152.4JPY 163.62JPY 21.10JPY	145.11JPY 163.35JPY 20.06JPY	145.00JPY 162.00JPY 20.00JPY	(7.19)JPY (2.11)JPY (1.09)JPY	(4.7)% (1.3)% (5.2)%	(7.48)JPY (1.62)JPY (1.10)JPY	(4.9)% (1.0)% (5.2)%	
Capital Expenditure	5,036	8,693	-	6,300	(1,736)	-	(2,393)	-	25.5%
Depreciation	3,498	7,092	-	7,200	(398)	-	+ 107	-	21.5%
Dividend	-	100JPY	-	110JPY	-	-	+10JPY	-	



2. FY2025 Net Sales Plan by Market

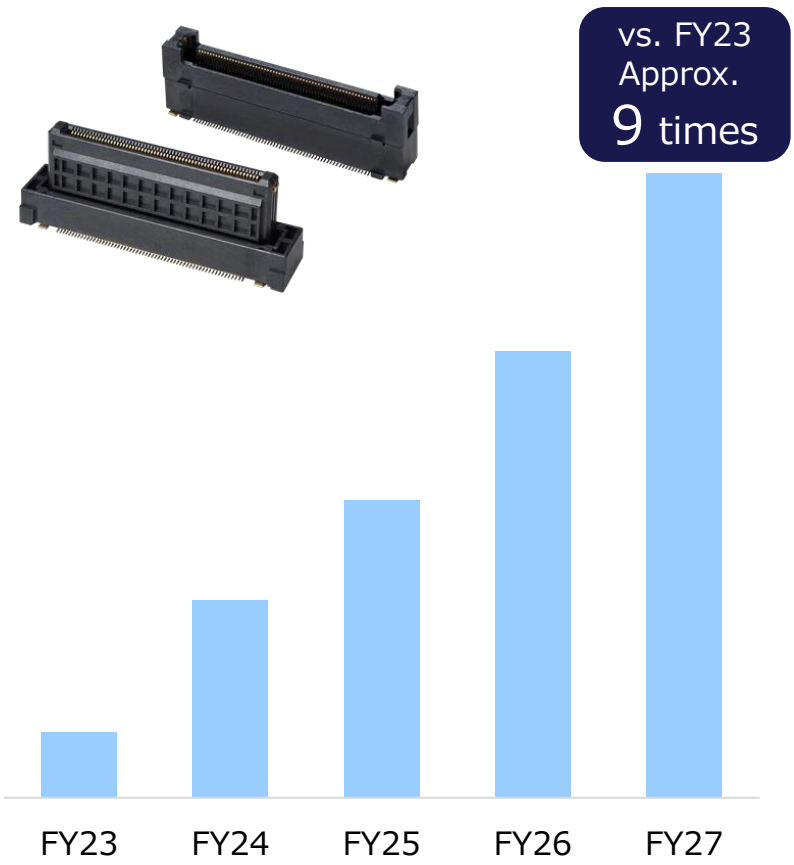
Unit : ¥ in Millions

	FY2024		FY2025				Q1	
	Net Sales	Breakdown	Net Sales	Breakdown	YoY with Currency impact included	YoY with currency impact excluded	Key Factor	Progress Rate
Mobility Total	48,548	86.2%	47,650	86.6%	(1.9)%	+ 2.1%	YoY decrease in global auto production expected.	27.1%
Infotainment	21,231	37.7%	21,900	39.8%	+3.1%	+7.1%	Increase of high-speed transmission floating BtoB connectors.	25.0%
Sensor	6,710	11.9%	6,100	11.1%	(9.1)%	(5.3)%	Decrease in sales for radar. Increase in sales for camera in China.	26.1%
Powertrain	12,886	22.9%	12,400	22.5%	(3.8)%	+ 0.1%	Increase in sales, driven by sales of connectors such as the three-directional floating BtoB “Z-Move™” in the Chinese market.	31.1%
Other	7,719	13.7%	7,250	13.2%	(6.1)%	(1.9)%		27.5%
Consumer	4,623	8.2%	3,900	7.1%	(15.6)%	(11.5)%	Decrease in sales for game console.	30.2%
Industrial	3,160	5.6%	3,450	6.3%	+ 9.2%	+ 12.1%	Increase in sales for energy management system.	30.6%
Total	56,322	100.0%	55,000	100.0%	(2.4)%	+ 1.6%		27.6%



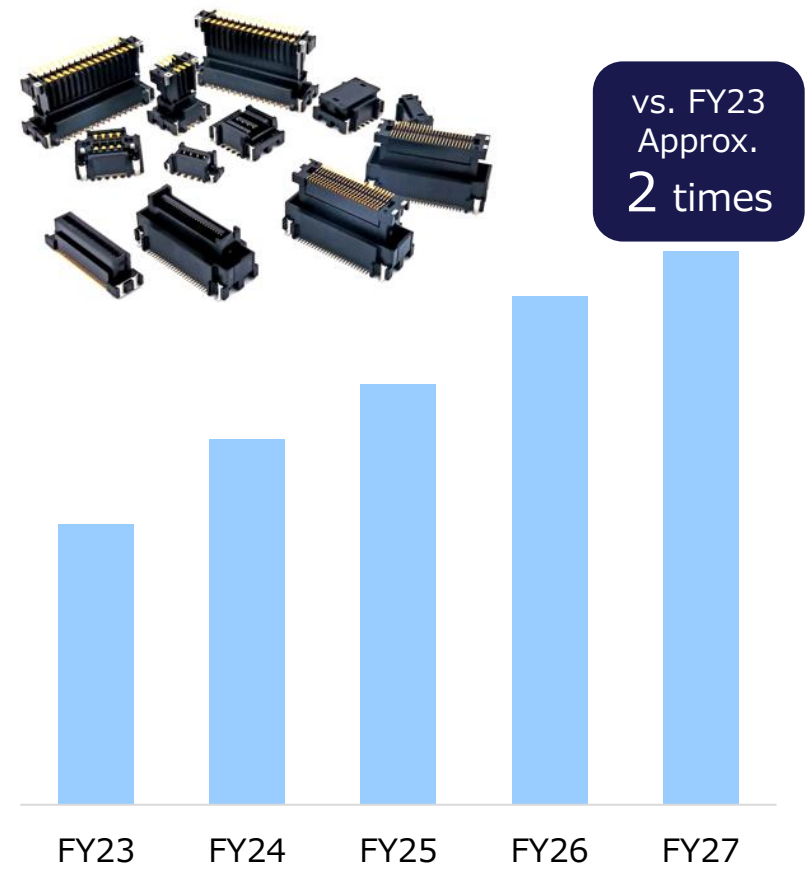
3. Strategic Product Sales Trends

High-Speed Transmission Floating BtoB Connector



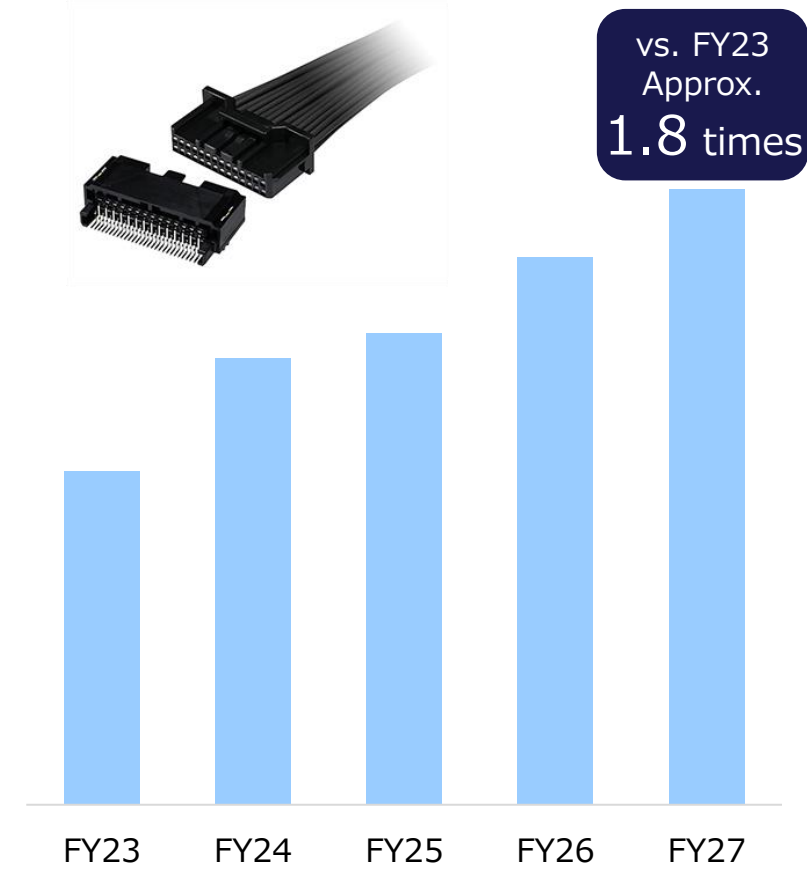
Setting goals to drive sales growth in the auto centralized control ECU market by increasing product lines and solutions.

Z-Move™



Receiving the increasing number of customer inquiries, helped by rising reliability needs and the company's big presence in the auto powertrain systems market.

Wire to Board Connector



Sales growth expected in the energy management sector of the industrial market, as well as steady sales growth in the auto powertrain systems market.



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1. Topics 1

Our "Unit-able" concept was adopted for use in powertrain equipment. Deliveries are scheduled to begin from FY2025 H2.

- **A new I/F connection method created by leveraging our flagship Z-Move™ technology -**
 - Benefit 1: Automation for high-mix, low-volume production.
Reduction in product design and manufacturing workloads, as well as total cost reduction.
 - Benefit 2: Excellent contact reliability, making it suitable for mobility equipment used in harsh environments.
 - Structure: Board sockets: Z-Move™, I/F connector: relay connector



IRISO exhibits at "Automotive Engineering Exposition (AEE) 2025" to launch the new connector concept for auto centralized control ECU

- Participation in the "AEE 2025", held in Yokohama (May 21–23) and Aichi (July 16–18).
- Exhibition of new products for powertrain systems and auto centralized control ECU.
- Introduction of the "connector concept for auto centralized control ECU."

(<https://www.irisoele.com/en/news/n20250520/>)

- High-speed transmission auto I/F connectors for scalability (Scalable connector)
- 32 Gbps high-speed transmission floating connector (10163 series)
- High-current compact floating connector (10149 series)





IRISO’s net zero target approved by SBTi (Science Based Targets initiative)

- The SBTi (Science Based targets Initiative), an international corporate climate action organization, has verified the IRISO Group’s emission reduction targets for the entire value chain, including those for Scope 1, 2, and 3 greenhouse gas emissions, newly in line with the SBTi’s Corporate Net-Zero Standard.



IRISO group’s emission reduction targets verified by SBTi

Scope	Base Year	Target Year	Target
1、 2	FY2023	FY2030	Emissions to be reduced by 42%
3 (Category 1)	FY2023	FY2030	Emissions to be reduced by 25%

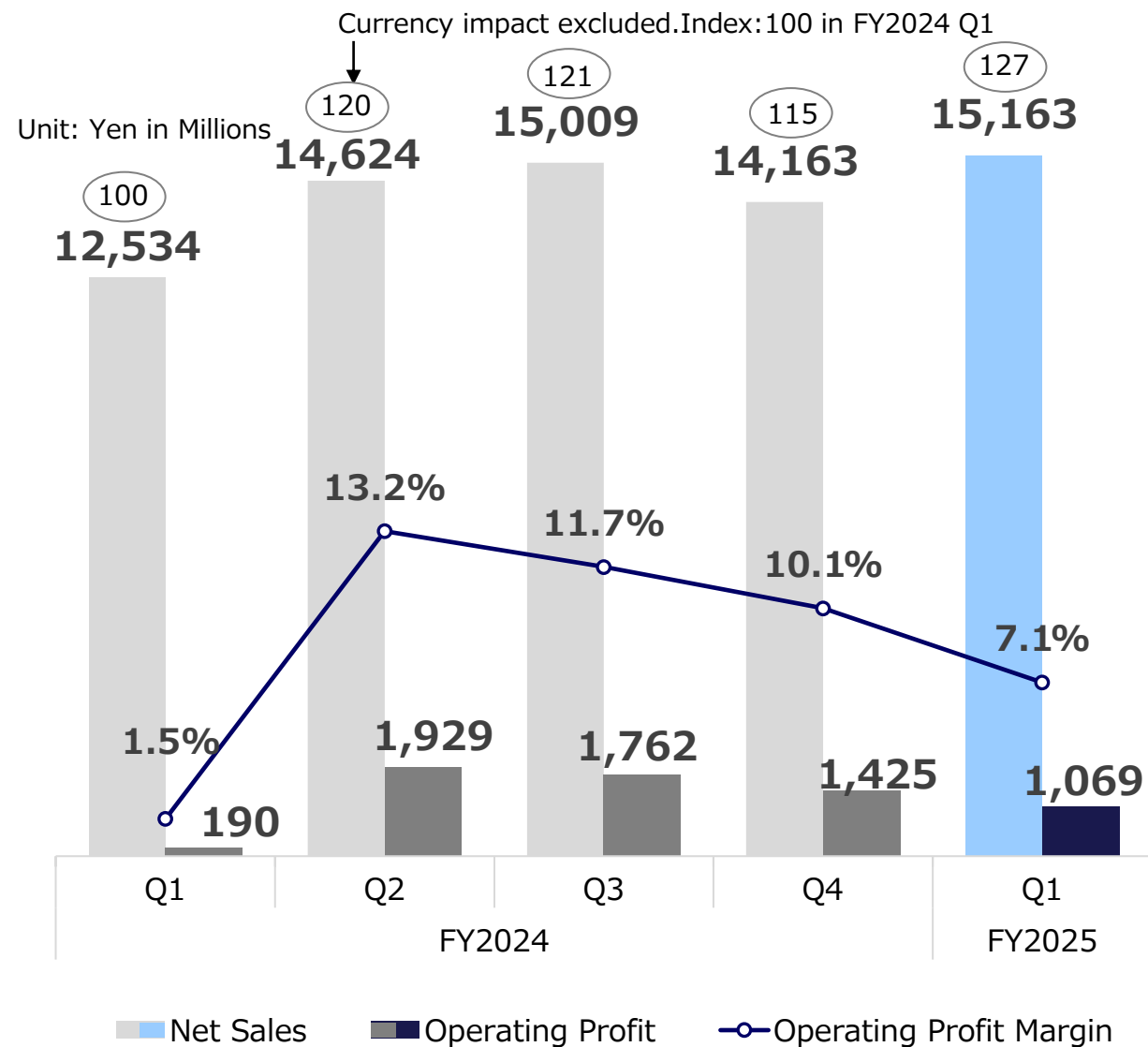


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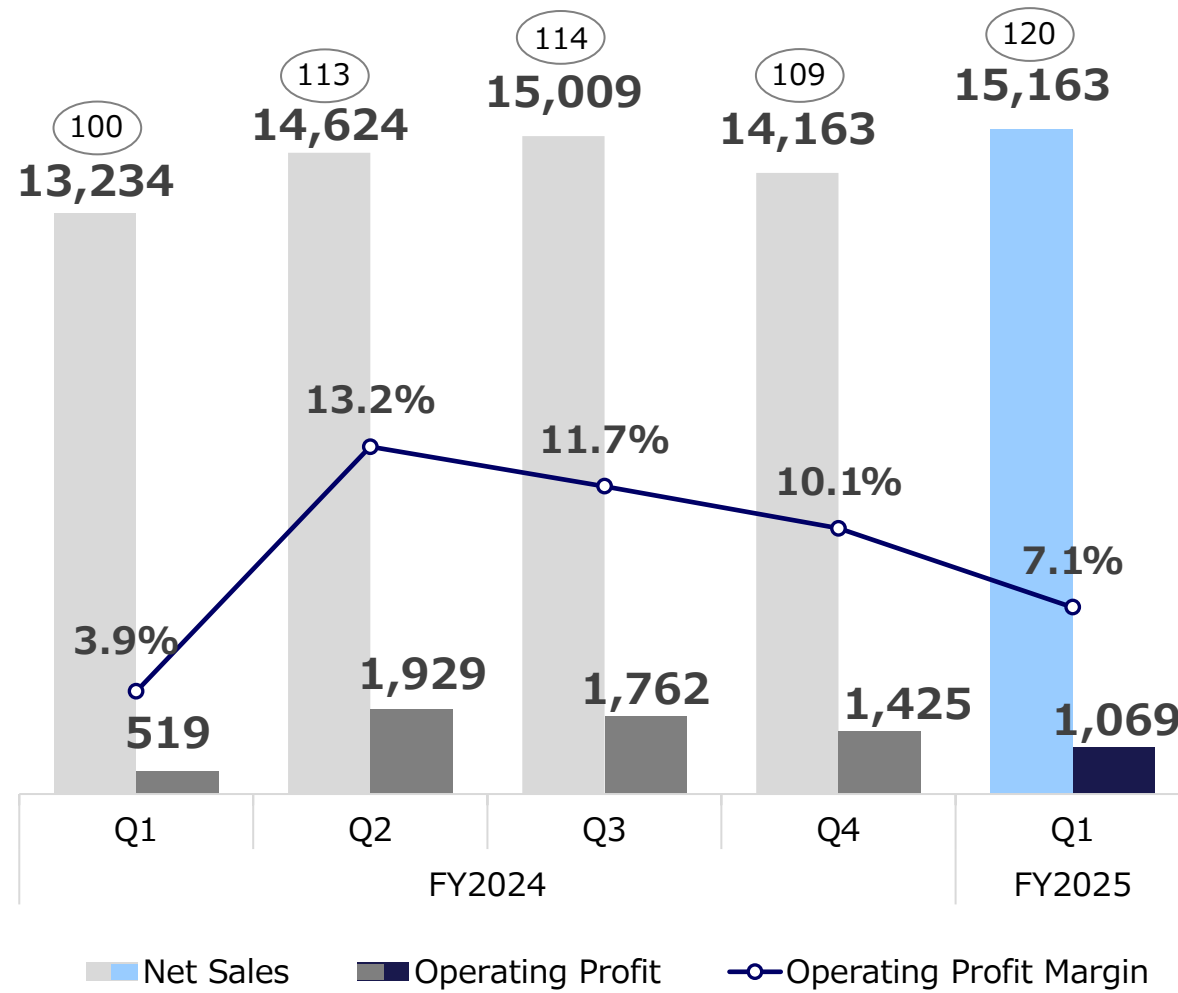


1. QoQ Changes in Net Sales and Operating Profit

【FYI】 The impact of sales brought forward, driven by the ERP system change, excluded (FY2023 Q4←FY2024 Q1)



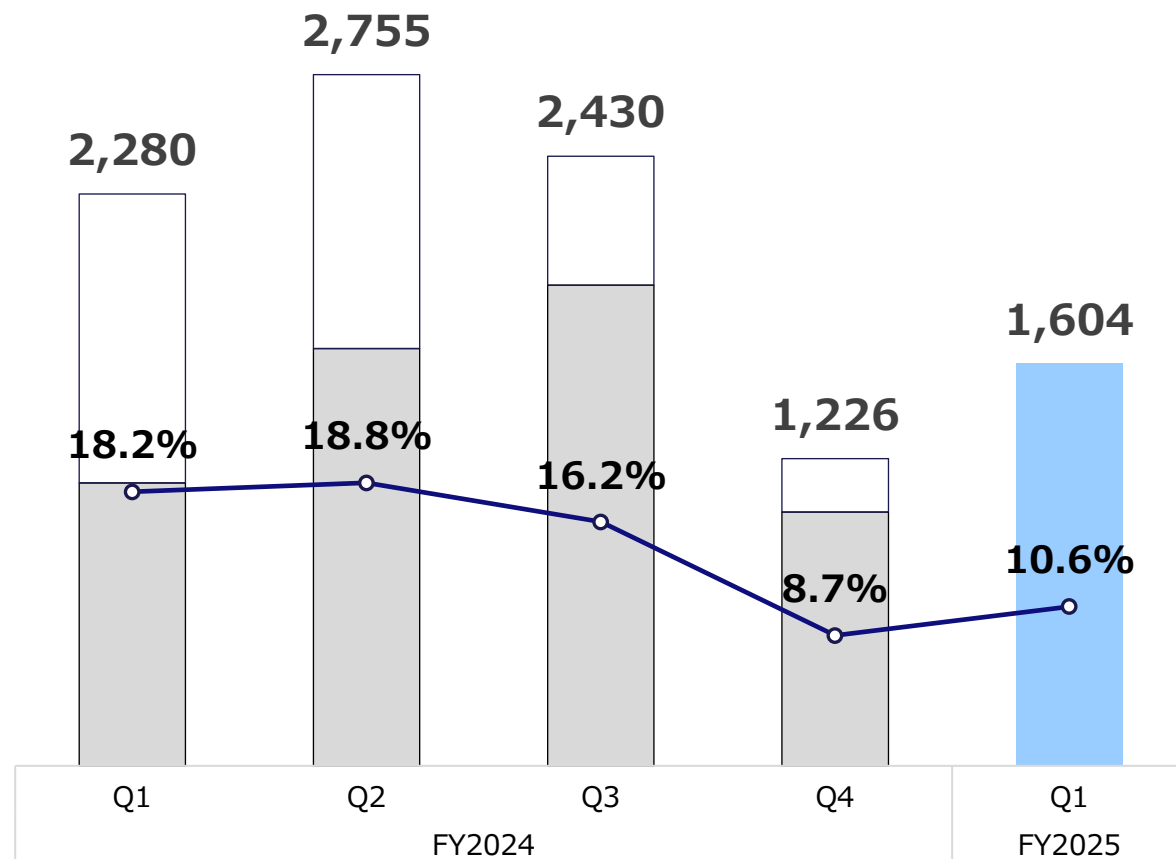
Unit: Yen in Millions



2. Capex and Depreciation Change

Capex

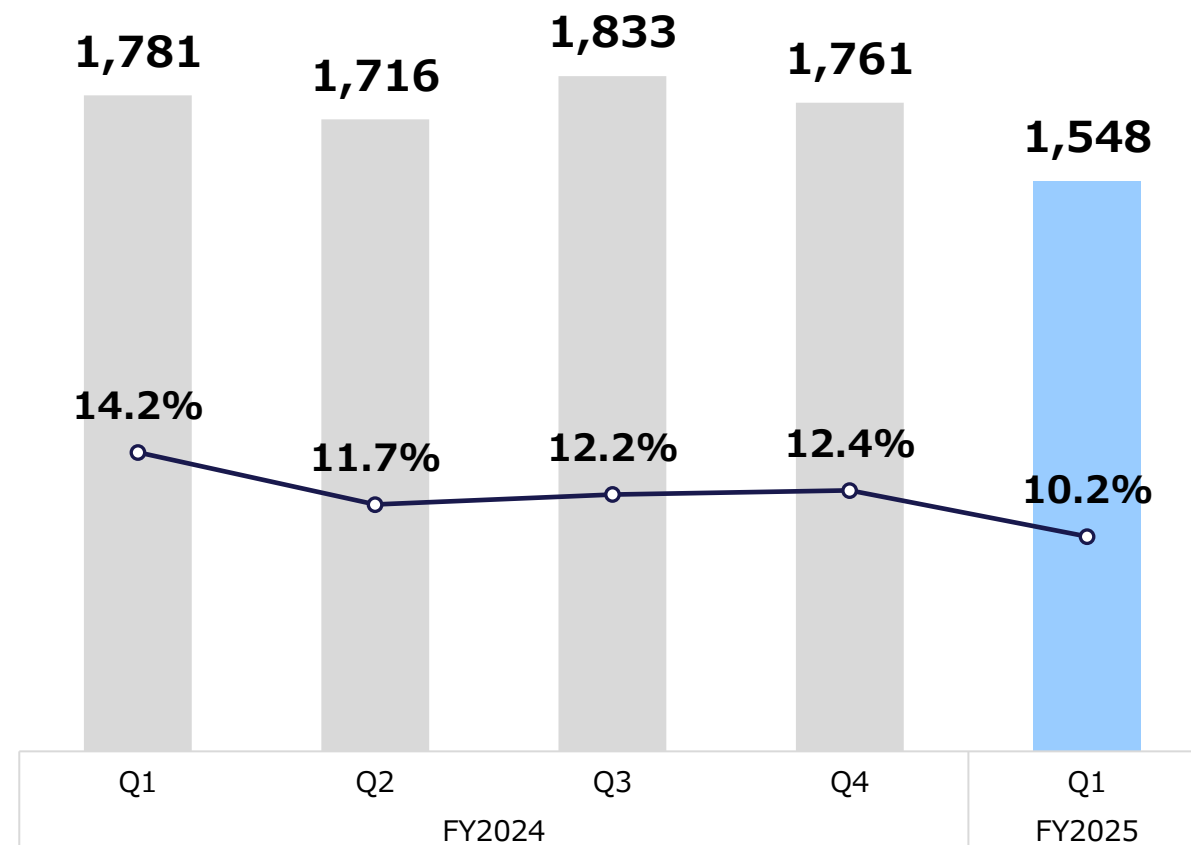
Unit: JPY in Millions



■ Capex (Regular)
■ Capex (New Plant & New ERP)
○ Capex Ratio to Net Sales

Depreciation

Unit: JPY in Millions



■ Depreciation
○ Depreciation Ratio to Net Sales



Company Name	IRISO ELECTRONICS CO., LTD.
Business Description	Manufacture and sales of various types of connectors
Establishment	December 1966
Number of Employees	2,936 (as of March 31, 2024)
Capital	5,640 million yen (as of March 31, 2024)
Headquarters	2-13-8, Shinyokohama, Kohoku-ku, Yokohama, Kanagawa
Operations	
Japan	Headquarters, Fukushima, Ibaraki, Aichi, and Osaka
Overseas	Singapore, Hong Kong, U.S.A., Germany, Thailand, South Korea, China (Shanghai, Dalian, Tianjin, Suzhou, Shenzhen, Chongqing), Malaysia, Taiwan, and India
Research & Development	Headquarters (IRISO Technology Park), Kawasaki (Production Technology Development Center), Iwate (Hanamaki Factory), and Shanghai R&D Center
Manufacturing Plants	Japan (Ibaraki, AKita), China (Shanghai, Nantong), Philippines (Manila), and Vietnam (Hai Phong)