

Supplementary Information to the Financial Results

FY25 1Q

May 9, 2025

Noritsu Koki Co., Ltd.

Stock Code: 7744 (Prime Market of Tokyo Stock Exchange)

NORITSU

Contents

- 1. FY25 1Q Consolidated Financial Results**
- 2. FY25 Full-Year Consolidated Financial Forecasts**
- 3. Topics**

■ Cautionary note on forward-looking statements

The Company's current plans, strategies, and other matters in these materials that are not historical facts are forward looking statements estimated at the time of publication based on the Company's judgement from information currently available. Actual results may differ significantly due to various factors and risks, and the Company makes no assurances or guarantees whatsoever.

■ Operating EBITDA

Operating EBITDA is defined as operating profit less other income and expenses plus depreciation and amortization (excluding depreciation costs for right-of-use assets).

Although operating EBITDA is not a performance indicator defined in the consolidated financial statements, it provides a clearer picture of underlying earnings capabilities by removing the impact of non-recurring profit and loss items and depreciation and amortization. The Company has included operating EBITDA in financial disclosures to provide users of the consolidated financial statements with more information to evaluate the Group's earnings.

■ Presentation methods used in these briefing materials

Figures: Rounded down to the nearest unit

Ratios: Converted from yen and rounded to the nearest single digit of the unit

Net profit: Profit attributable to owners of parent

FY○○: FY12/20○○

FY25 1Q Consolidated Financial Results

- Revenue came in higher mainly due to brisk sales at JLab and forex factors, despite our forecast of a YoY decline because revenue increased in the same quarter a year earlier due to one-off factors
- Even though solid progress was made on operating EBITDA, operating profit and net profit were impacted by greater-than-expected valuation losses on forex valuations of foreign currency-denominated assets (up ¥1.0 billion in FY24 1Q, down ¥1.1 billion in FY25 1Q)
- By company, earnings were flat year on year at Teibow, revenue declined at AlphaTheta (not due to weak demand but because of a one-time revenue increase in the same period last year), and revenue rose at JLab

FY25 Full-Year Consolidated Financial Forecasts

- While business is progressing as planned, we have revised our initial forecasts in light of US tariff policies and other factors. We have only reflected our forex assumptions and the impact of an additional 10% tariff; we have yet to factor changes in demand trends into our revised forecasts at this time due to the high degree of uncertainty
- While we have lowered our net profit forecast, as we have set a target for DOE, our dividend forecast remains unchanged at this time

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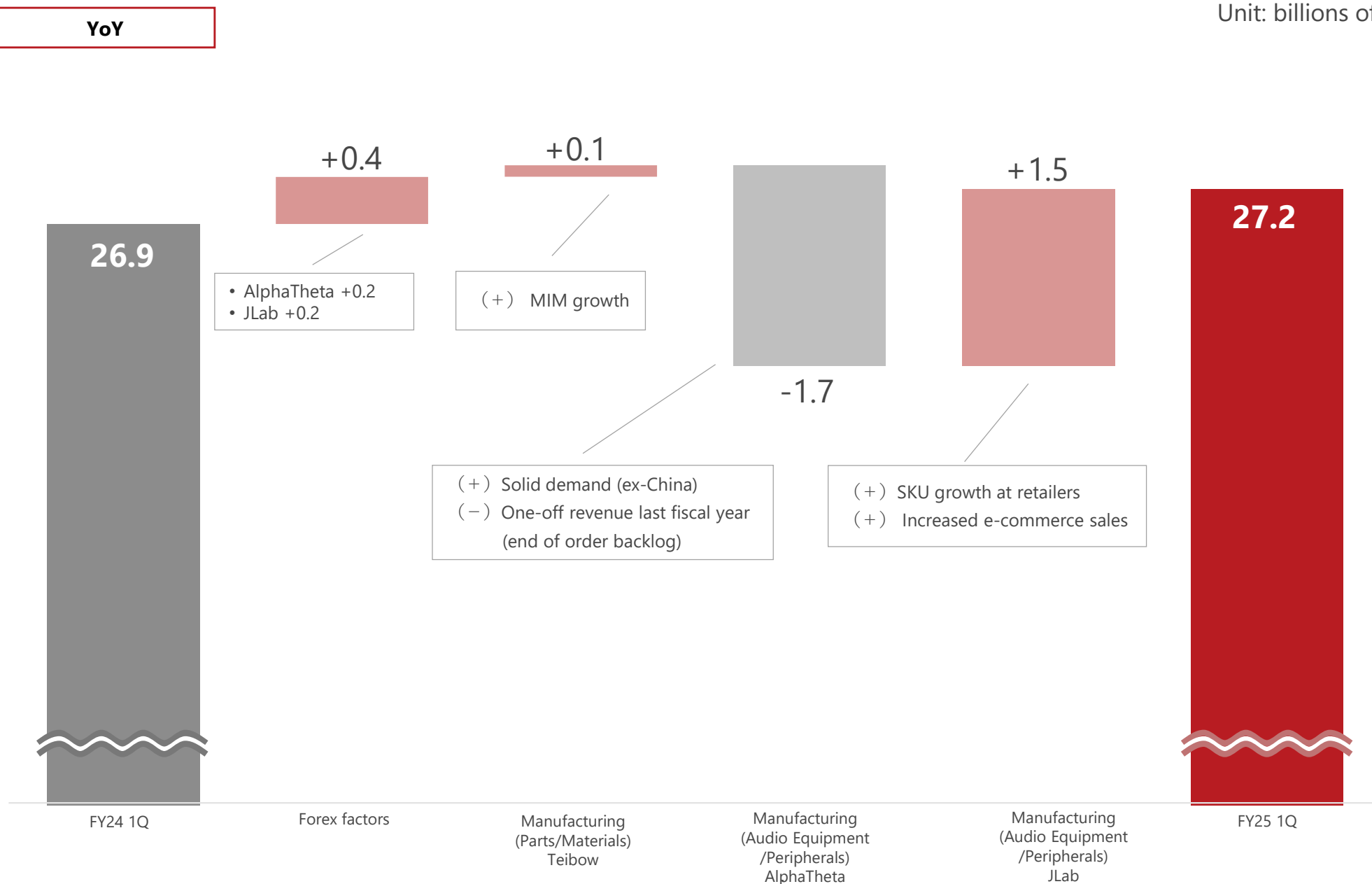
- Revenue came in higher mainly due to brisk sales at JLab and forex factors, despite our forecast of a YoY decline because revenue increased in the same quarter a year earlier due to one-off factors
- Even though solid progress was made on operating EBITDA, operating profit and net profit were impacted by greater-than-expected valuation losses on forex valuations of foreign currency-denominated assets (up ¥1.0 billion in FY24 1Q, down ¥1.1 billion in FY25 1Q)

Unit: millions of yen		FY24 1Q	FY25 1Q	YoY change (amount)	YoY change (%)
Revenue		26,922	27,200	+278	+1.0%
Operating EBITDA		7,805	6,656	-1,148	-14.7%
Operating EBITDA margin		29.0%	24.5%	-4.5pt	-
Operating profit		7,627	4,315	-3,311	-43.4%
Net profit		5,235	2,814	-2,421	-46.3%
Forex rate (Average)	US dollar (Yen)	148.6	152.6	+4.0	-
	Euro (Yen)	161.3	160.5	-0.8	-
Forex rate (year-end)	US dollar (Yen)	151.4	149.5	-1.9	-
	Euro (Yen)	163.2	162.1	-1.1	-

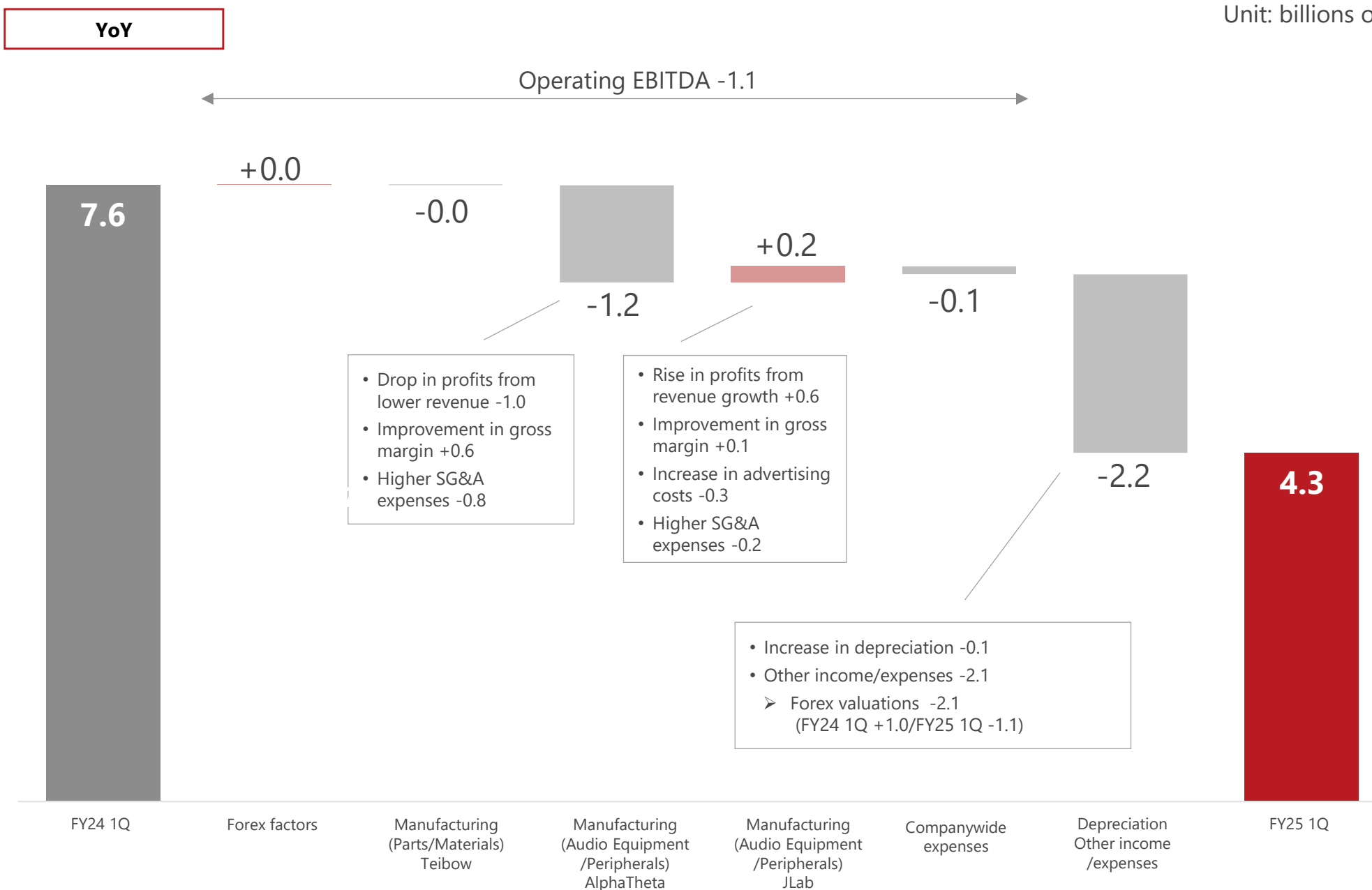
Compared to the initial first half forecasts announced on February 14, solid progress is being made on all items

Unit: millions of yen		FY25 1H initial forecasts	FY25 1Q	Progress rate
Revenue		52,500	27,200	51.8%
Operating EBITDA		11,100	6,656	60.0%
Operating EBITDA margin		21.1%	24.5%	-
Operating profit		8,000	4,315	53.9%
Net profit		5,400	2,814	52.1%
Forex rate (Average)	US dollar (Yen)	150.0	152.6	-
	Euro (Yen)	156.0	160.5	-
Forex rate (year-end)	US dollar (Yen)	150.0	149.5	-
	Euro (Yen)	156.0	162.1	-

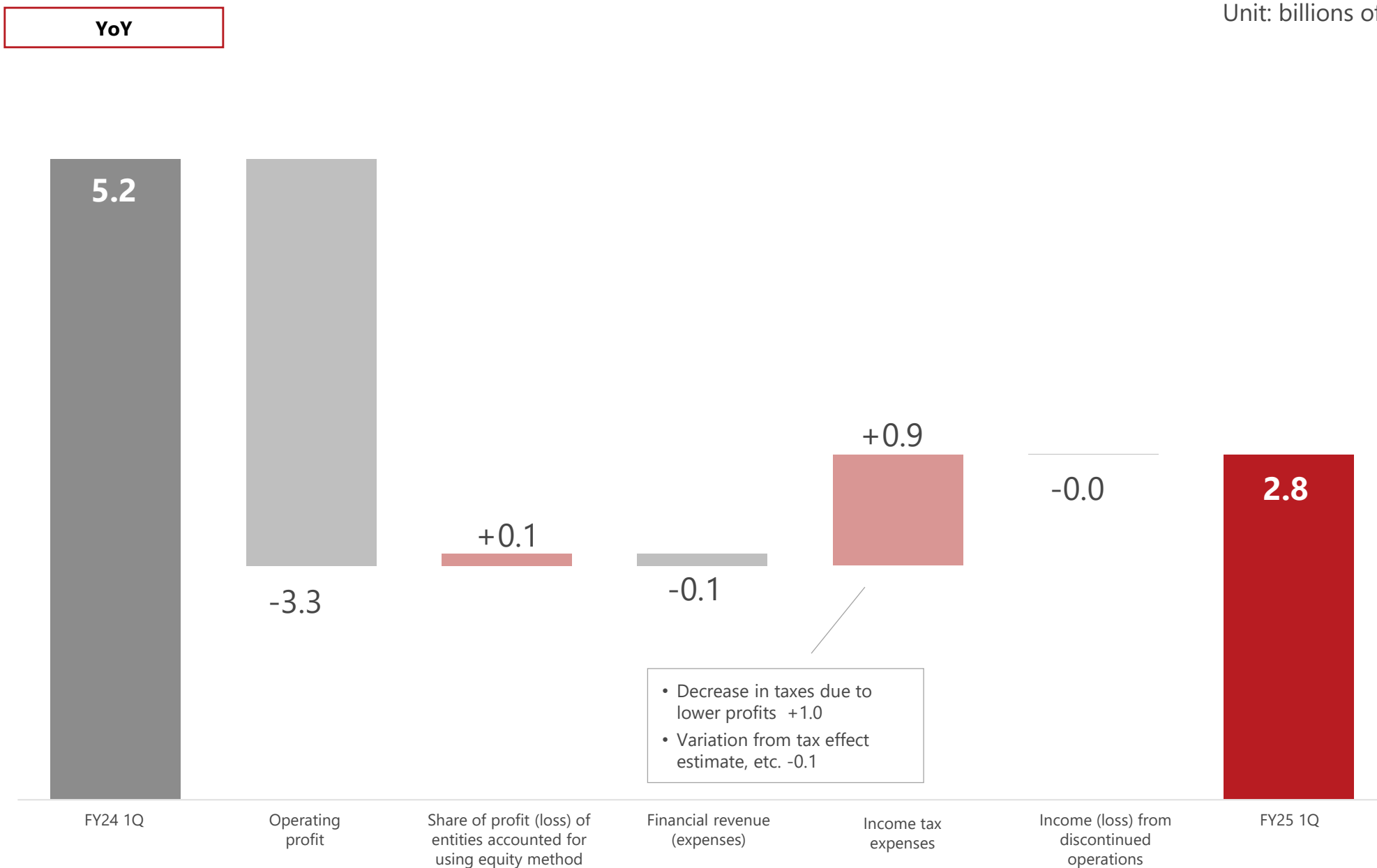
Unit: billions of yen



Unit: billions of yen



Unit: billions of yen



No issues with financial soundness

Balance Sheet

Unit: millions of yen	FY24	FY25 1Q	Change
Cash and cash equivalents	92,856	89,465 ①	-3,391
Trade and other receivables	16,047	13,060	-2,986
Inventories	22,922	23,709	+786
Goodwill	50,451	49,818	-632
Intangible assets	76,606	74,553	-2,052
Other assets	40,483	35,125 ②	-5,357
Total assets	299,368	285,734	-13,634
Trade and other payables	10,252	8,279	-1,973
Loans payable	33,823	33,849	+26
Other liabilities	32,331	30,388 ③	-1,943
Total liabilities	76,408	72,517	-3,890
Total equity	222,960	213,216	-9,743

Financial discipline

Interest-bearing debt	33,823	33,849	+26
Cash assets	111,102	101,096	-10,006
Net Debt	(77,279)	(67,246)	+10,032

Main reasons for change

- ① Cash and cash equivalents -¥3.3 billion
 - Cash flows from operating activities +¥1.8 billion
 - Operating EBITDA +¥6.7 billion
 - Change in assets/liabilities related to operating activities -¥1.5 billion
 - Income tax expenses/refunds -¥3.5 billion
 - Cash flows from investing activities +¥1.4 billion
 - Sale of cross-shareholdings +¥1.4 billion
 - Cash flows from financing activities -¥5.2 billion
 - Purchase of treasury shares -¥0.6 billion
 - Dividends paid -¥4.4 billion
- ② Other assets -¥5.3 billion
 - Other financial assets -¥7.0 billion
- ③ Other liabilities -¥1.9 billion
 - Other financial assets -¥2.0 billion

If we strip out the one-off revenue increase in the same period a year earlier, demand conditions at AlphaTheta have remained brisk

Unit: millions of yen		FY24 1Q	FY25 1Q	YoY change (amount)	YoY change (%)	YoY change (%) (Ex-forex factors)
Manufacturing (Parts/Materials) Teibow	Revenue	2,713	2,831	+117	+4.3%	+4.0%
	Operating EBITDA	596	561	-34	-5.9%	-7.9%
Manufacturing (Audio Equipment /Peripherals)	Revenue	24,208	24,369	+160	+0.7%	-0.9%
	Operating EBITDA	7,436	6,408	-1,028	-13.8%	-14.0%
AlphaTheta	Revenue	18,934	17,382	-1,551	-8.2%	-9.3%
	Operating EBITDA	6,707	5,509	-1,198	-17.9%	-17.7%
JLab	Revenue	5,274	6,986	+1,712	+32.5%	+29.0%
	Operating EBITDA	728	899	+170	+23.4%	+20.1%
Companywide expenses	Operating EBITDA	(228)	(313)	-85	-	-
Consolidated total	Revenue	26,922	27,200	+278	+1.0%	-0.4%
	Operating EBITDA	7,805	6,656	-1,148	-14.7%	-14.9%

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- In terms of our response at present, our basic policy is to pass along costs. While some time lags will arise, we will flexibly adopt countermeasures and make every effort to minimize the negative impacts
- We have revised our earnings forecasts in light of the impact of US tariff policies

Assumptions in our revised financial results forecasts

- An additional 10% tariff from April 2025 to the end of December (145% for China)
- Not factoring in changes in demand trends and earnings structure

	Supply chain situation	Current response measures
Teibow	<ul style="list-style-type: none"> • Both pen nibs and MIM parts for the US market are primarily manufactured at our factories in Japan • No direct impact because no products are imported into the US • Impact on sales prices with US manufacturers 	<ul style="list-style-type: none"> • Price negotiations with US manufacturers • Reviewing manufacturing costs and SG&A expenses in preparation for the future
AlphaTheta	<ul style="list-style-type: none"> • Manufacturing carried out mainly in Malaysia (outsourcing) • Impact on imports at our US sales subsidiary 	<ul style="list-style-type: none"> • Passing on costs to selling prices • Optimizing products/regions to accommodate demand • Reviewing manufacturing costs and SG&A expenses in preparation for the future
JLab	<ul style="list-style-type: none"> • Manufacturing carried out mainly in Vietnam (outsourcing), and some parts are also manufactured in China (outsourcing) • Impact on imports at the US head office 	<ul style="list-style-type: none"> • Urgently shipping inventory to the US before the tariffs take effect • Switching the production of all products for the US market to Vietnam • Passing on costs to selling prices • Reviewing manufacturing costs and SG&A expenses in preparation for the future

Changes to our full-FY25 consolidated financial results forecasts

- Revising our initial forecasts to reflect (1) our forex assumptions, (2) tariff costs, and (3) sales price revisions
- At this point in time we do not factor changes in demand trends into our forecasts because of the high degree of uncertainty, but if earnings do happen to be negatively impacted, we have calculated those figures for reference purposes (see the next page for our calculation assumptions)

Unit: millions of yen		(1) Forex rate	(2) Tariff costs	(3) Sales price	Total amount of impact	Change in sales volume (reference)
Revenue		-4,300	-100	2,500	-1,900	-4,500
Operating EBITDA		-400	-2,900	2,500	-800	-1,900
Operating EBITDA margin						
Operating profit		-1,000	-2,900	2,500	-1,400	-1,900
Net profit		-700	-2,100	1,800	-1,000	-1,300
Forex rate (Average)	US dollar (Yen)	-10.0			-10.0	
	Euro (Yen)	-			-	
Forex rate (year-end)	US dollar (Yen)	-10.0			-10.0	
	Euro (Yen)	-			-	

Changes to our full-FY25 consolidated financial results forecasts by segment

Unit: millions of yen		(1) Forex rate	(2) Tariff costs	(3) Sales price	Total amount of impact	Change in sales volume (reference)	Breakdown
Manufacturing (Parts/Materials) Teibow	Revenue	-	-100	100	-	-400	<ul style="list-style-type: none"> • Pen nibs (writing): 5% decrease • Pen nibs (cosmetics): 20% decrease • MIM: Minimal impact
	Operating EBITDA	-	-100	100	-	-200	
Manufacturing (Audio Equipment /Peripherals)	Revenue	-4,300	-	2,400	-1,900	-4,100	
	Operating EBITDA	-400	-2,800	2,400	-800	-1,700	
AlphaTheta	Revenue	-2,000	-	1,600	-400	-2,400	<ul style="list-style-type: none"> • Professional grade: 20% decrease • All others: 10% decrease
	Operating EBITDA	-100	-1,700	1,600	-200	-1,000	
JLab	Revenue	-2,300	-	800	-1,500	-1,700	<ul style="list-style-type: none"> • 10% decrease
	Operating EBITDA	-300	-1,100	800	-600	-700	
Companywide expenses	Operating EBITDA	-	-	-	-	-	
Consolidated total	Revenue	-4,300	-100	2,500	-1,900	-4,500	
	Operating EBITDA	-400	-2,900	2,500	-800	-1,900	

Unit: millions of yen		FY25 initial forecasts	FY25 forecasts (revised May 9)	Vs. initial forecasts	FY24	YoY
Revenue		112,600	110,700	-1,900	106,539	+ 3.9%
Operating EBITDA		23,300	22,500	-800	24,283	-7.3%
Operating EBITDA margin		20.7%	20.3%	-0.4pt	22.8%	-2.5pt
Operating profit		17,400	16,000	-1,400	20,507	-22.0%
Net profit		11,700	10,700	-1,000	16,120	-33.6%
Forex rate (Average)	US dollar (Yen)	150.0	140.0	-10.0	151.6	-11.6
	Euro (Yen)	156.0	156.0	-	164.0	-8.0
Forex rate (year-end)	US dollar (Yen)	150.0	140.0	-10.0	158.2	-18.2
	Euro (Yen)	156.0	156.0	-	164.9	-8.9

FY25 Full-Year Financial Forecasts by Segment

Unit: millions of yen		FY25 initial forecasts	FY25 forecasts (revised May 9)	Vs. initial forecasts	FY24	YoY	YoY Ex-forex factors
Manufacturing (Parts/Materials) Teibow	Revenue	12,400	12,400	-	11,975	+3.5%	+3.9%
	Operating EBITDA	3,300	3,300	-	3,270	+0.9%	+0.8%
Manufacturing (Audio Equipment /Peripherals)	Revenue	100,200	98,300	-1,900	94,564	+4.0%	+10.9%
	Operating EBITDA	21,300	20,500	-800	22,024	-6.9%	+0.9%
AlphaTheta	Revenue	65,100	64,700	-400	62,588	+3.4%	+9.4%
	Operating EBITDA	16,700	16,500	-200	17,630	-6.4%	+1.4%
JLab	Revenue	35,100	33,600	-1,500	31,975	+5.1%	+13.8%
	Operating EBITDA	4,600	4,000	-600	4,394	-9.0%	-1.4%
Companywide expenses	Operating EBITDA	(1,300)	(1,300)	-	(1,010)	-	-
Consolidated total	Revenue	112,600	110,700	-1,900	106,539	+3.9%	+10.1%
	Operating EBITDA	23,300	22,500	-800	24,283	-7.3%	-0.3%

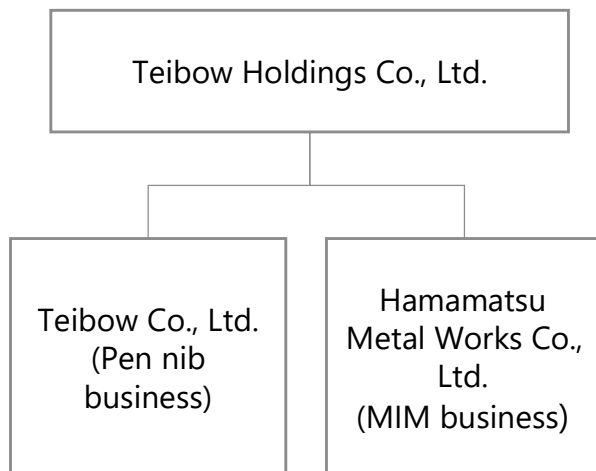
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The structure under Teibow Holdings Co., Ltd. was adopted in April 2025. AlphaTheta started adding support for Apple Music on its audio equipment. Also, JLab unveiled new products in multiple categories at this year's CES.

■ Teibow

Teibow Holdings Co., Ltd. was established on April 1. The MIM business was spun off as a new Group company, Hamamatsu Metal Works Co., Ltd.



■ AlphaTheta

DJ software rekordbox, and the all-in-one DJ systems OMNIS-DUO and XDJ-AZ, now support Apple Music. Users can now DJ with over 100 million songs and a variety of curated playlists on various DJ equipment.



■ JLab

Exhibited at CES 2025. We showcased the EPIC LUX EDITION (headphones), the retro skeleton-colored GO POP ANC (also available in Japan), and PC peripherals such as keyboards



Appendix

- Impact on AlphaTheta and JLab, which both conduct much of their business in USD or EUR
- The weaker yen is positive overall for Group operating profit

Summary

FY24 revenue breakdown by region

Teibow

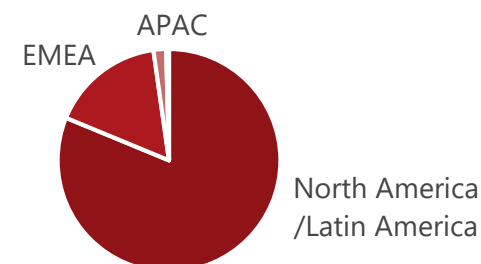
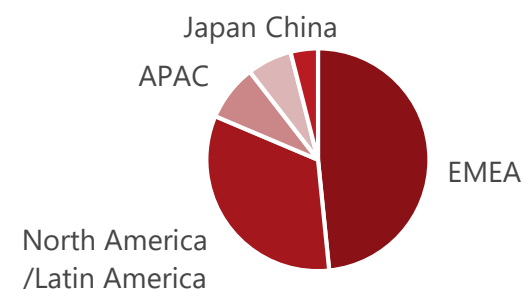
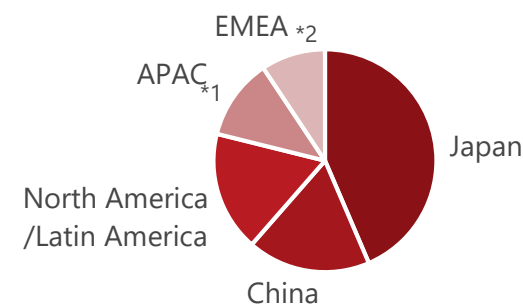
- **Small impact vs. both USD and EUR**, as global sales and procurement are mostly conducted in JPY

AlphaTheta

- Sales in each region based on local currencies, procurement in USD
- **Weak JPY vs. EUR is positive for profits**, as a large share of revenue is generated in EMEA
- **Weak JPY vs. USD is positive for profits**, as USD-denominated sales – mainly in North America – are slightly higher than USD procurement

JLab

- Sales in each region based on local currencies, procurement in USD
- **Weak JPY vs. USD is positive for profits**, as revenue is heavily weighted to the US
- Outside the US the impact is small, as non-US revenue is still modest



*1 APAC: Asia (ex. Japan, China), Australia

*2 EMEA: Europe, Middle East, Africa

The impact on full-year consolidated earnings from forex factors is as follows:

※ Updated May 9, 2025

Impact of ¥1 decline in value of yen (average exchange rates)

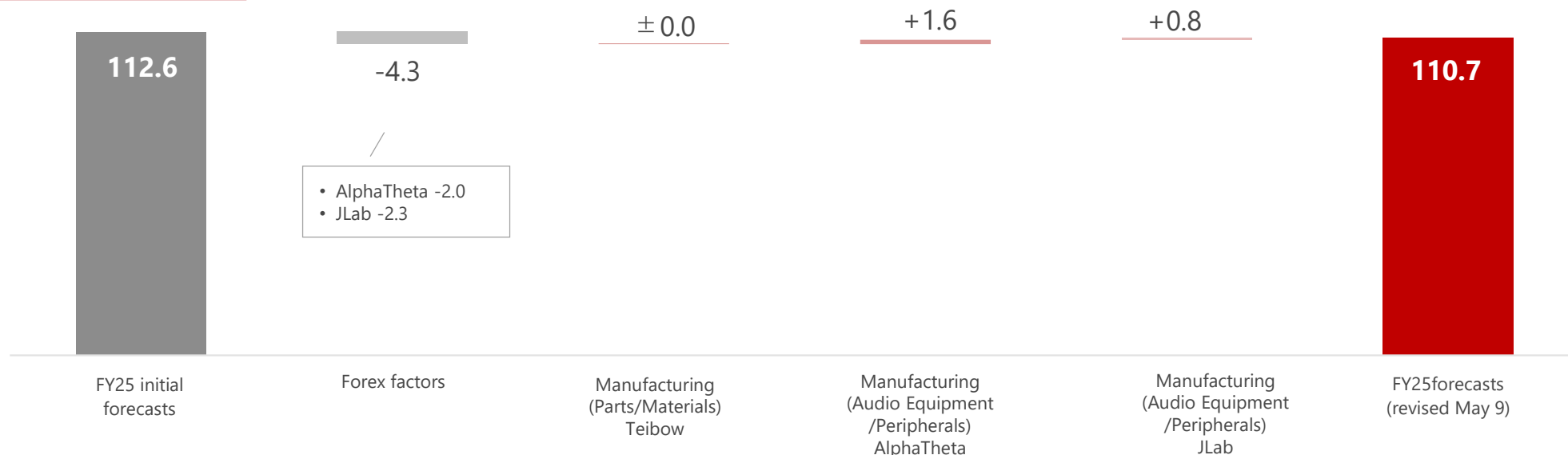
Currency	FY25 Forecasts Forex assumptions	Revenue	Operating EBITDA	Operating profit
US dollar	¥140.0	+¥0.44 billion	+¥0.04 billion	+¥0.04 billion
Euro	¥156.0	+¥0.19 billion	+¥0.16 billion	+¥0.16 billion

Full-year impact of ¥1 decline in value of yen (year-end exchange rates)

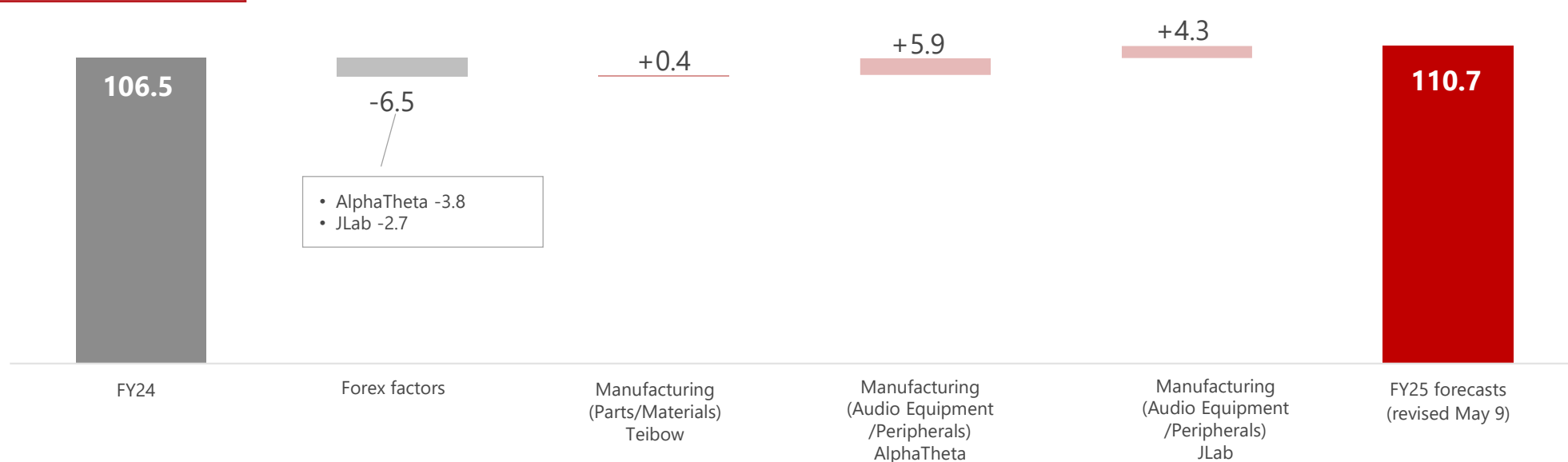
Currency	FY25 Forecasts Forex assumptions	Revenue	Operating EBITDA	Operating profit
US dollar	¥140.0	-	-	+¥0.06 billion
Euro	¥156.0	-	-	+¥0.10 billion

Unit: billions of yen

Vs. initial forecasts

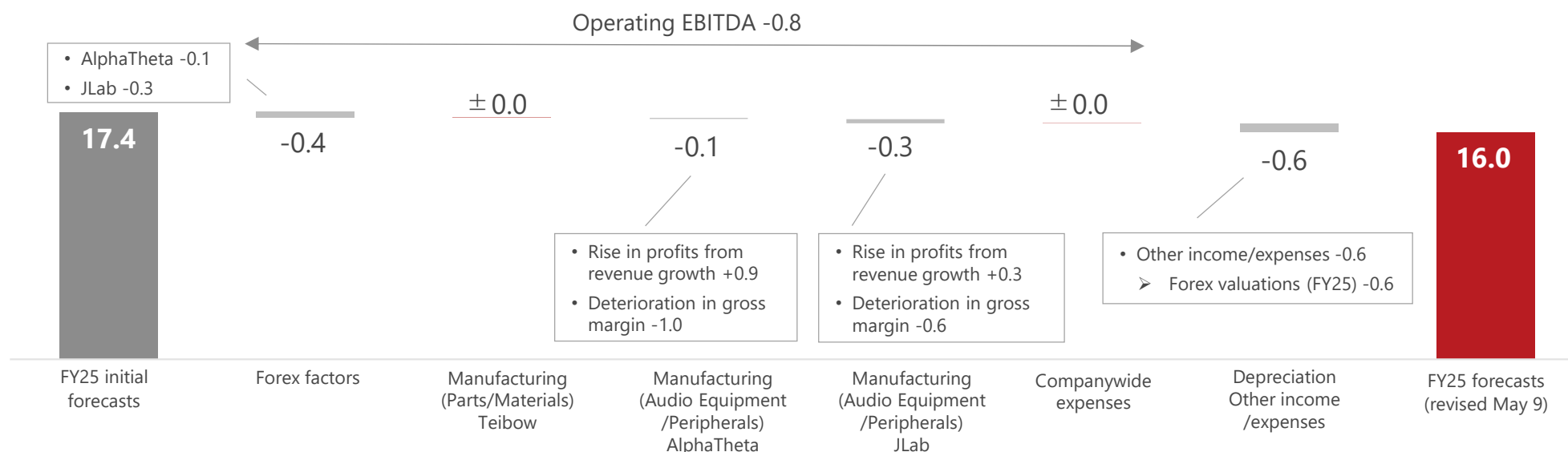


YoY

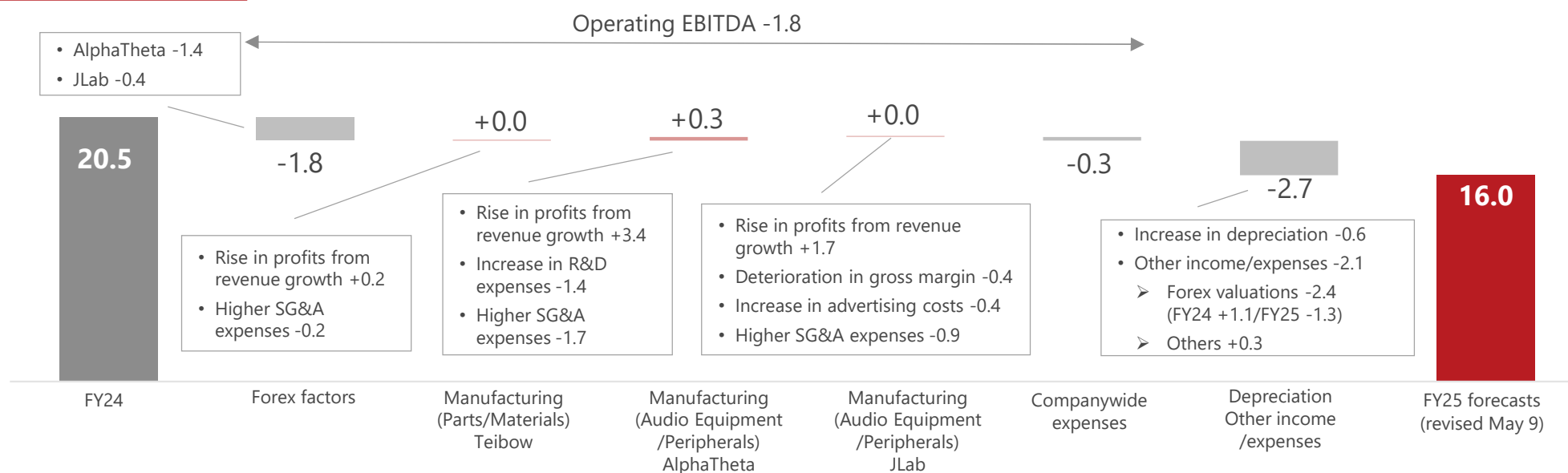


Unit: billions of yen

Vs. initial forecasts

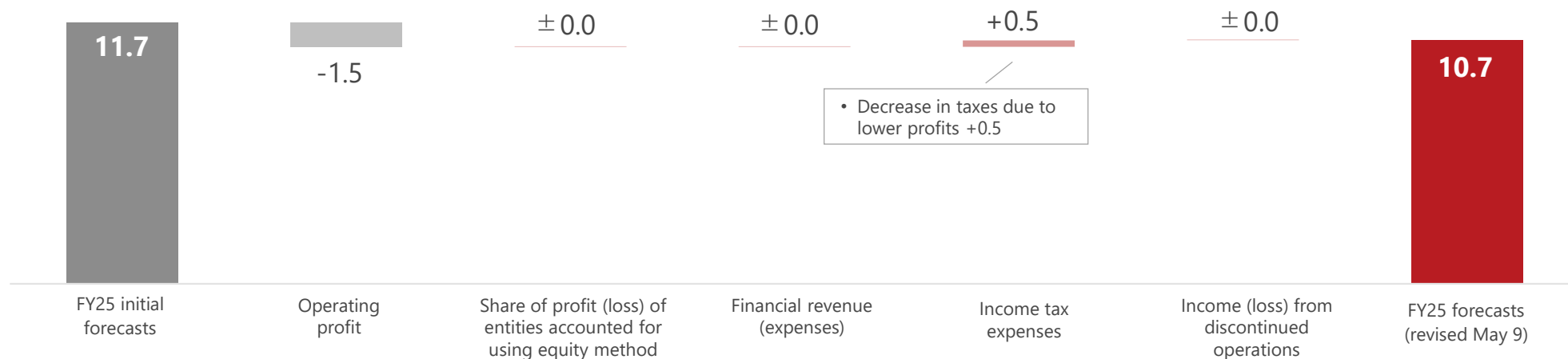


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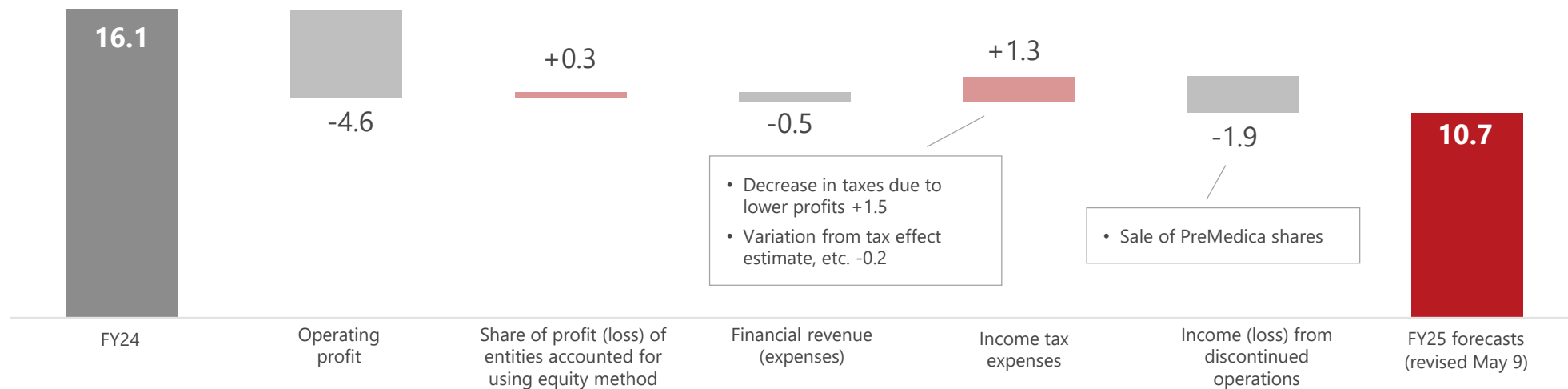


Unit: billions of yen

Vs. initial forecasts



YoY

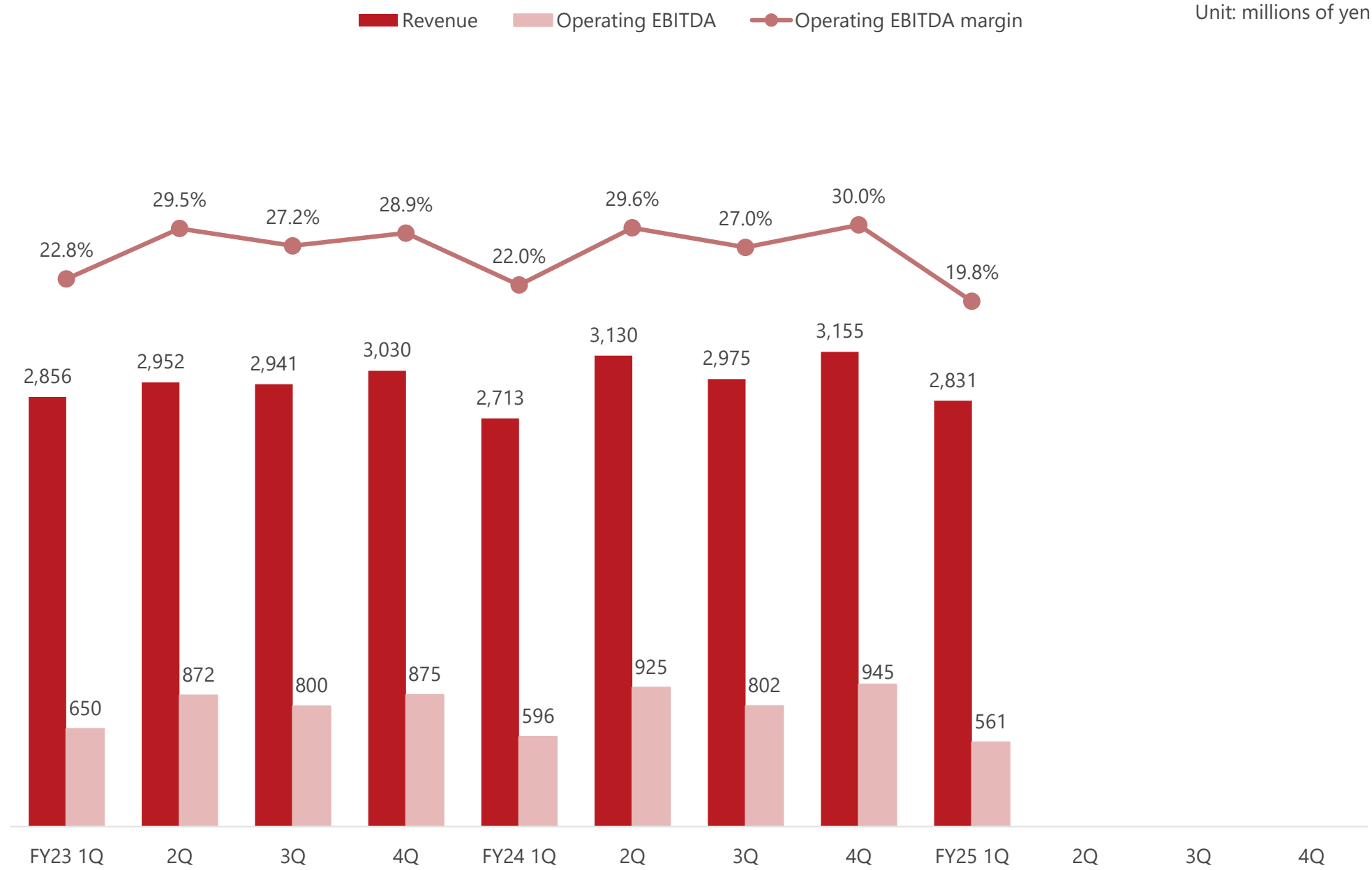


Unit: millions of yen		FY25 1H initial forecasts	FY25 1H forecasts (revised May 9)	Vs. initial forecasts	FY24 1H	YoY
Revenue		52,500	51,300	-1,200	52,763	-2.8%
Operating EBITDA		11,100	11,700	+600	14,040	-16.7%
Operating EBITDA margin		21.1%	22.8%	+1.7pt	26.6%	-3.8pt
Operating profit		8,000	8,000	-	13,879	-42.4%
Net profit		5,400	5,400	-	11,484	-53.0%
Forex rate (Average)	US dollar (Yen)	150.0	140.0	-10.0	152.3	-12.3
	Euro (Yen)	156.0	156.0	-	164.6	-8.6
Forex rate (year-end)	US dollar (Yen)	150.0	140.0	-10.0	161.1	-21.1
	Euro (Yen)	156.0	156.0	-	172.3	-16.3

FY25 1H Financial Forecasts by Segment

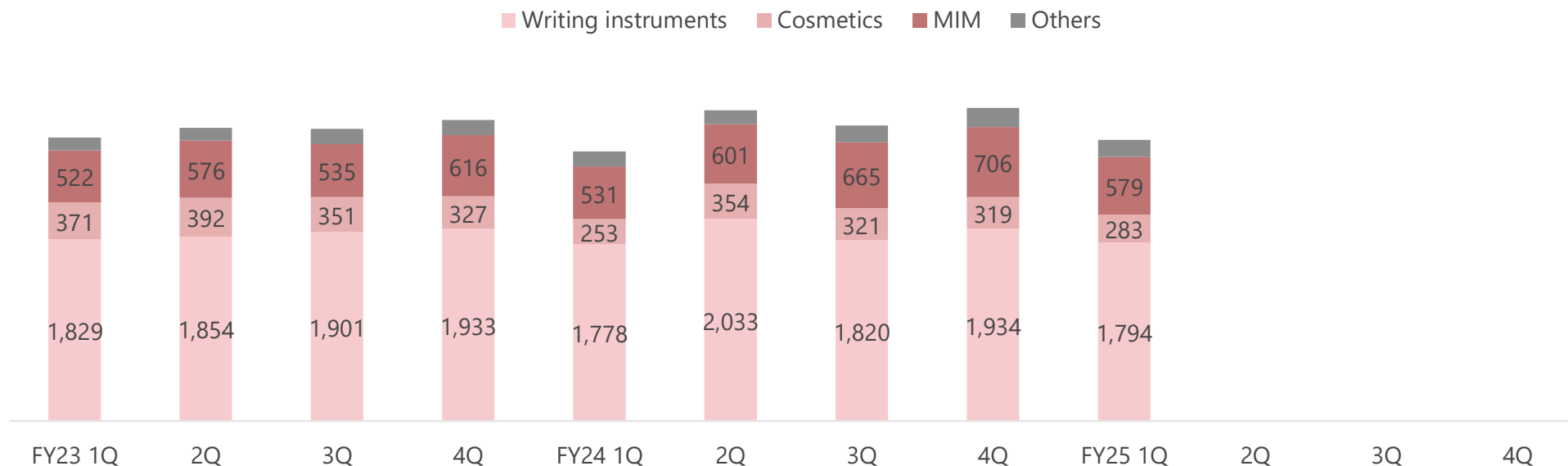
Unit: millions of yen		FY25 1H initial forecasts	FY25 1H forecasts (revised May 9)	Vs. initial forecasts	FY24 1H	YoY	YoY Ex-forex factors
Manufacturing (Parts/Materials) Teibow	Revenue	5,900	5,900	-	5,843	+1.0%	+1.1%
	Operating EBITDA	1,500	1,500	-	1,522	-1.5%	-2.0%
Manufacturing (Audio Equipment /Peripherals)	Revenue	46,600	45,400	-1,200	46,919	-3.2%	+3.4%
	Operating EBITDA	10,200	10,800	+600	12,997	-16.9%	-10.3%
AlphaTheta	Revenue	31,300	31,100	-200	33,260	-6.5%	-0.8%
	Operating EBITDA	8,300	8,800	+500	10,694	-17.7%	-11.4%
JLab	Revenue	15,300	14,300	-1,000	13,658	+4.7%	+13.9%
	Operating EBITDA	1,900	2,000	+100	2,302	-13.2%	-5.6%
Companywide expenses	Operating EBITDA	(600)	(600)	-	(479)	-	-
Consolidated total	Revenue	52,500	51,300	-1,200	52,763	-2.8%	+3.2%
	Operating EBITDA	11,100	11,700	+600	14,040	-16.7%	-10.6%

Quarterly Earnings: Manufacturing (Parts/Materials) — Teibow



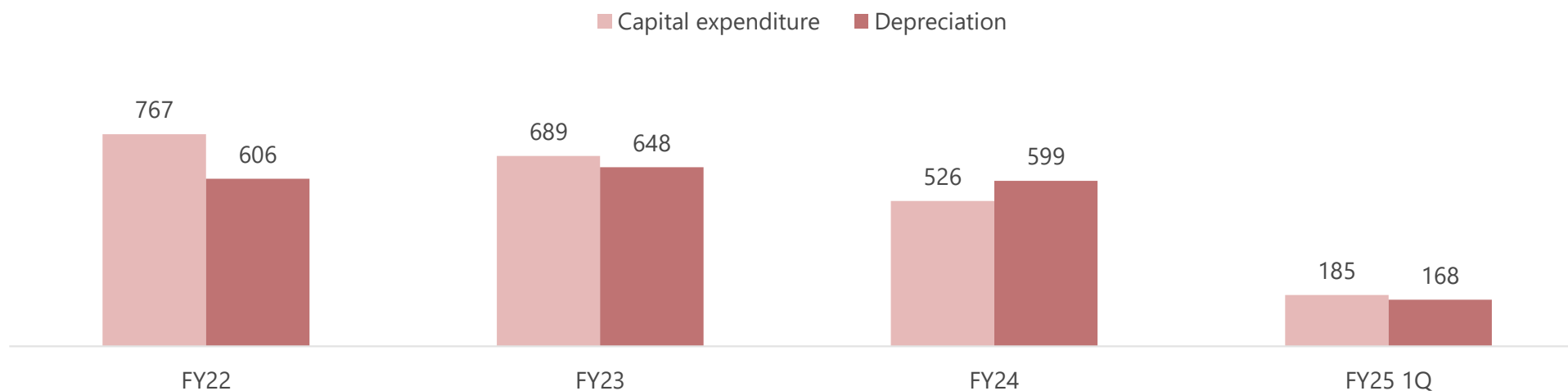
Revenue by Category

Unit: millions of yen

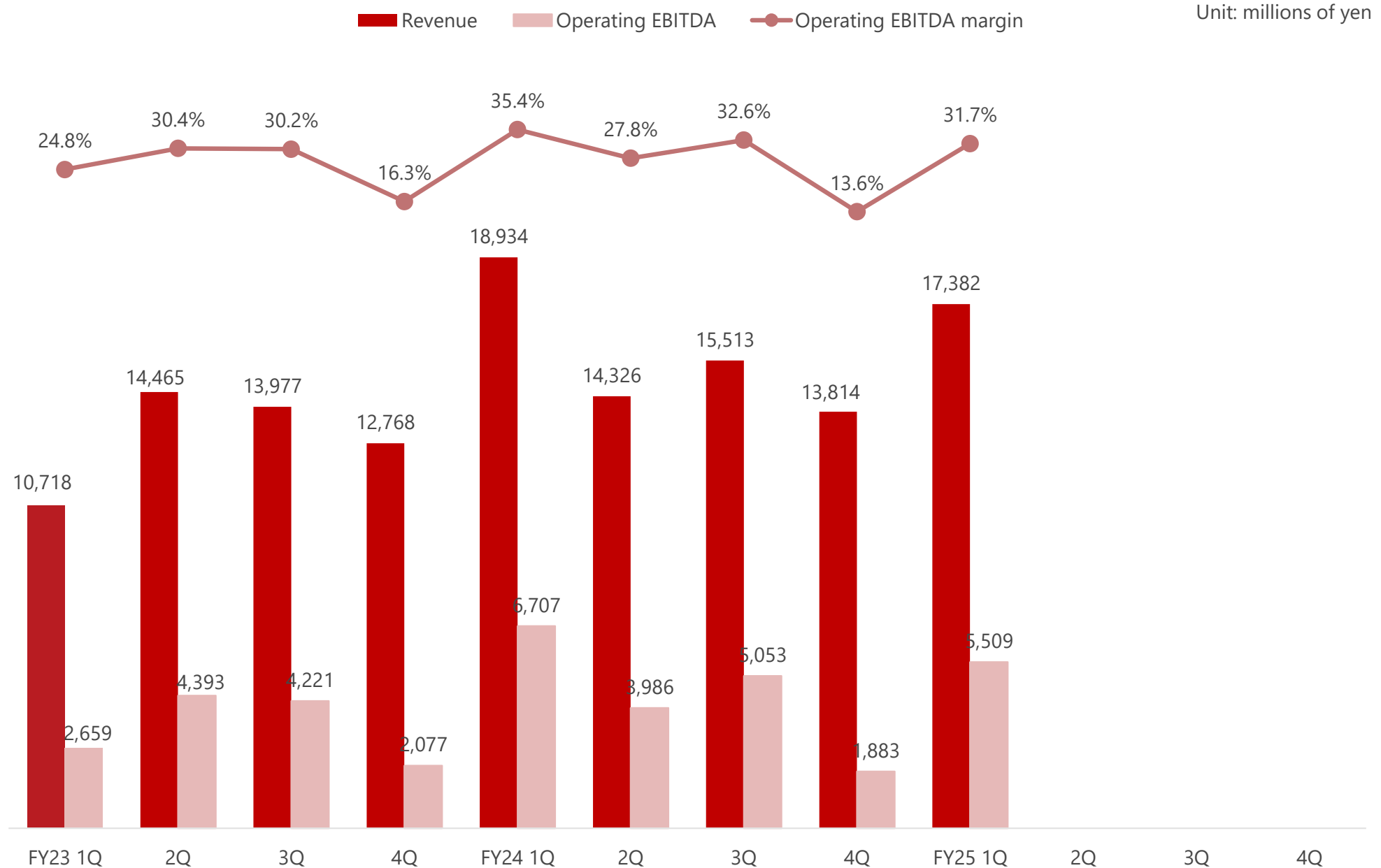


Capital expenditure/Depreciation *1

Unit: millions of yen

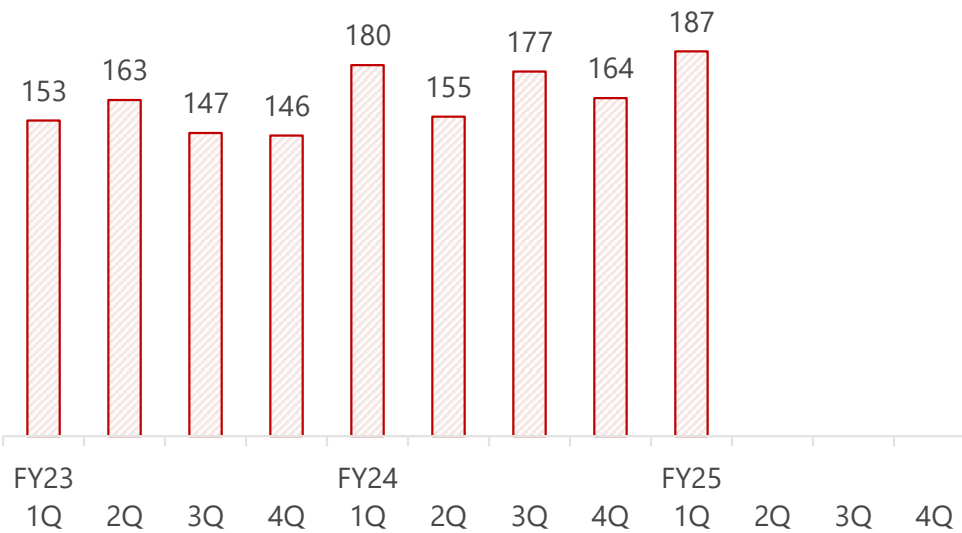


*1 Excludes depreciation costs related to right-of-use assets and PPA depreciation cost assumptions



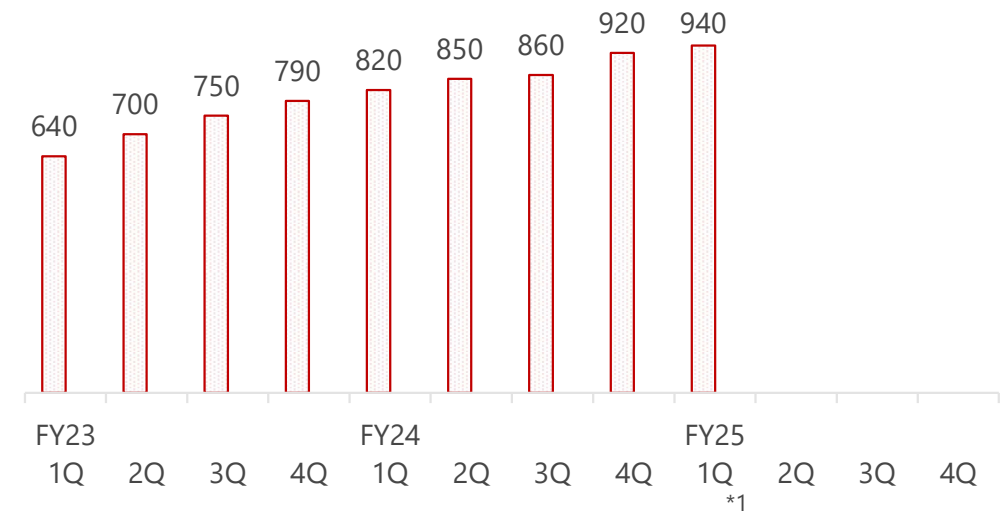
Shipments of DJ equipment

Unit: thousands of units



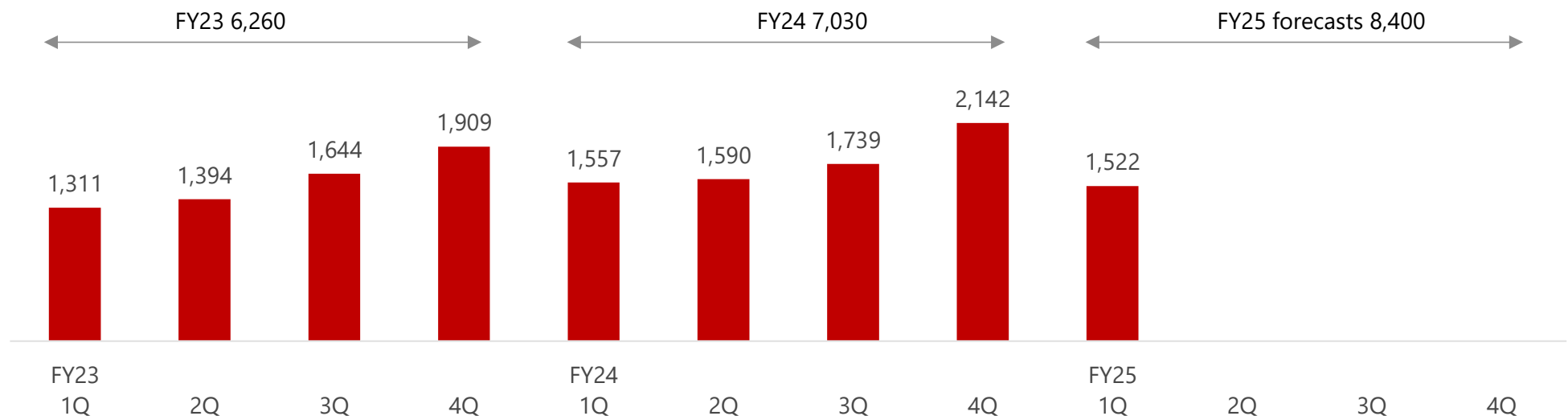
DJ app MAU

Unit: thousands of users

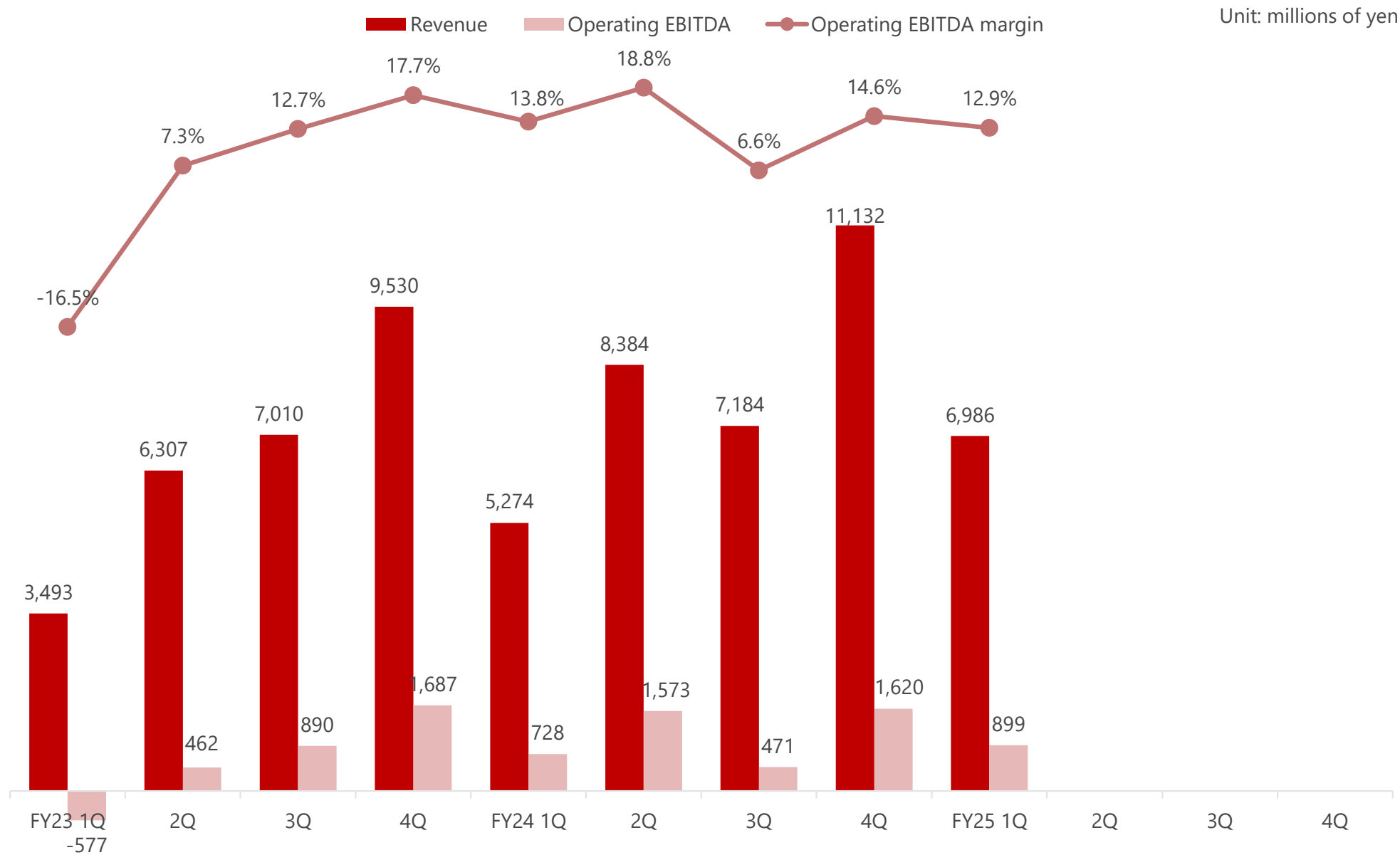


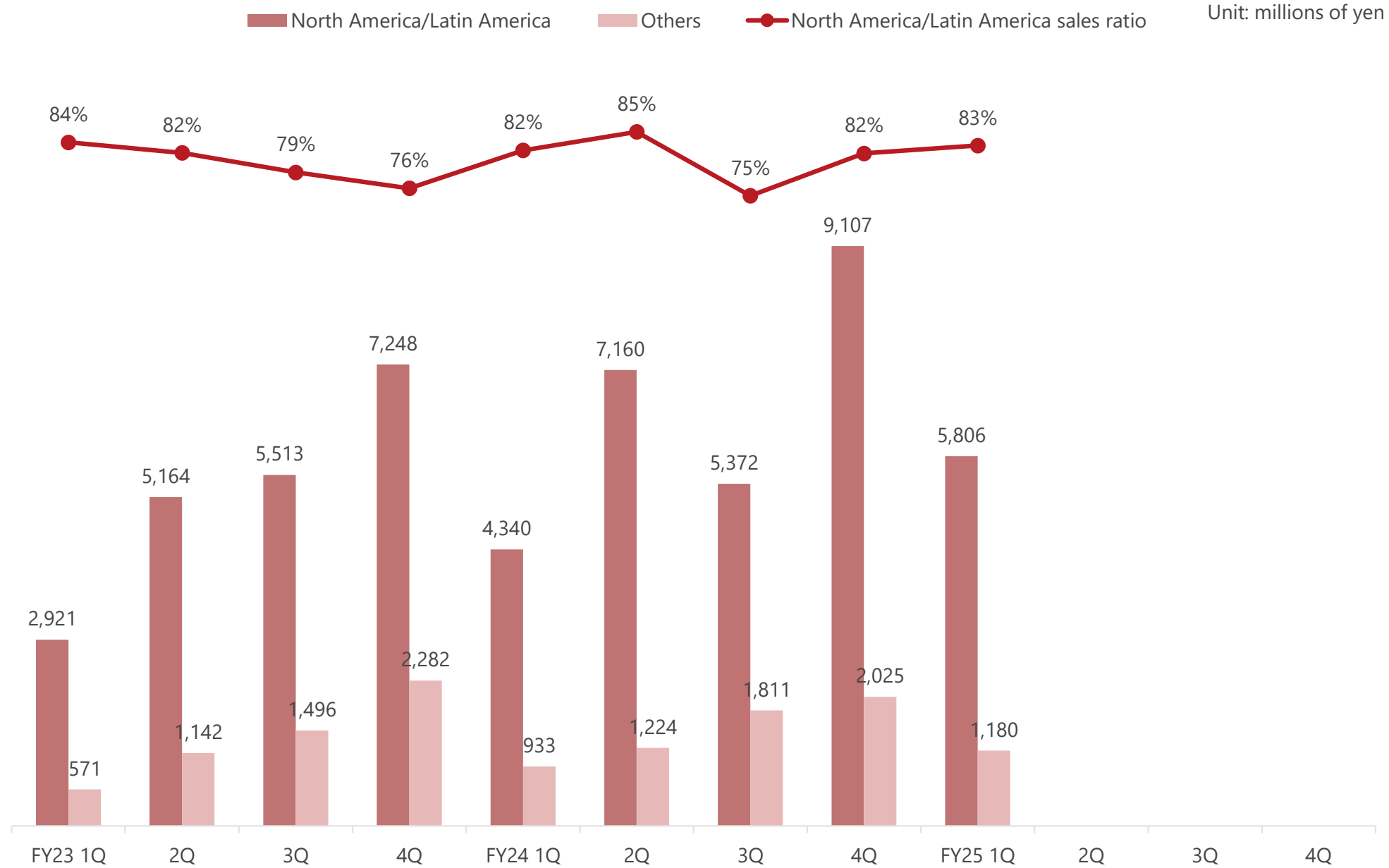
R&D Expenses

Unit: millions of yen



*1 Excluding February 2025, when data was lost due to a system error





Company: Noritsu Koki Co., Ltd. (Prime Market of Tokyo Stock Exchange: 7744)

Representative: Ryukichi Iwakiri, Representative Director and CEO

Founded: June 1951

Established: June 1956

Capital: ¥7,025,302,000

Headquarters: Joule A 5th Floor, 1-10-10 Azabu-juban, Minato-ku, Tokyo

Directors:
Ryukichi Iwakiri
Ryosuke Yokobari
Kazue Murase

Directors
(audit and
supervisory
committee
members) : Akihisa Oota
Tsuyoshi Takada
Shizu Machino

Parts/Materials

Production of cutting-edge miniature parts and materials

Teibow Co., Ltd.

Company name: Teibow Co., Ltd.

Representative: Kiyoshi Kochi, President and Representative Director

Capital: ¥50 million

Major shareholder: Teibow Holdings Co., Ltd.

Main business

activities: Manufacture and sale of nib parts for writing applications (felt, synthetic fiber, plastic) and non-writing applications, cutting-edge parts and materials, MIM manufactured products, cosmetics nibs (synthetic cores, plastic cores, polybutyleneterephthalate (PBT) brushes, etc.)

■ Group companies:

Teibow Nib Manufacturing (Chang Shu) Co., Ltd.

(wholly owned Teibow subsidiary)

- Manufacture and sale of marker pen nib parts in China

soliton corporation (wholly owned Teibow subsidiary)

- Manufacture and sale of nib parts for cosmetics applications

Manufacturing business of MIM products

Hamamatsu Metal Works Co., Ltd.

Company name: Hamamatsu Metal Works Co., Ltd.

Representative: Hiroshi Suzuki, Representative Director and President

Capital: ¥50 million

Major shareholder: Teibow Holdings Co., Ltd.

Main business

activities: Manufacturing, sales, and R&D of MIM components

* Teibow Holdings Co., Ltd. is a wholly owned subsidiary of Noritsu Koki Co., Ltd.

Audio Equipment/Peripherals

Development of audio and music production equipment

AlphaTheta Corporation

Company name: AlphaTheta Corporation
(formerly Pioneer DJ Corporation)

Representative: Yoshinori Kataoka,
Representative Director and President

Capital: ¥100 million

Major shareholder: Noritsu Koki Co., Ltd.

Main business

activities: Design, production, sales and related services for DJ/nightclub equipment, professional audio equipment and music production equipment

■ Sales companies:

AlphaTheta EMEA Limited

AlphaTheta Music Americas, Inc.

AlphaTheta (Shanghai) CO., Ltd.

AlphaTheta SG Pte. Ltd.

Audio Equipment/Peripherals

Personal audio device products business

PEAG, LLC dba JLab

Company name: PEAG, LLC dba JLab

Representative: Win Cramer, CEO

Capital: US\$19 million

Major shareholder: Noritsu Koki Co., Ltd.

Main business

activities: Design and sale of personal audio devices and technology products