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FY2024 1Q earnings overview

Table of contents

1. FY2024 1Q earnings overview	2
2. Consolidated earnings forecast for FY2024	8
3. Reference materials	10

FX rates (vs Yen)	FY23 1Q Actual	FY24 1Q Actual
USD	138.1 yen	156.5 yen
EUR	150.4 yen	168.4 yen
RMB	19.6 yen	21.5 yen

FY2024 1Q earnings overview

Quarterly sales reached a record high due to a gradual recovery in demand and the effects of the company's own measures

Despite continued costs associated with the assertive measures, profitability improved due to factors such as increased volume, product mix and exchange rates

Million yen

Category	FY23 1Q	FY24 1Q	
	Actual	Actual	YoY change
Net sales	89,866	99,527	+10.7%
Operating income	8,999	11,828	+31.4%
Margin	10.0%	11.9%	+1.9pt
Ordinary income	9,837	12,916	+31.3%
Net income	6,087	9,251	+52.0%

FY24 1Q Sales and operating income by business segment

FA: Captured demand mainly in China and Japan with telecom-related demand (China) making a significant contribution

Die components: Automotive-related demand was on a recovery path in China, Asia and Japan, which offset weak demand in Europe and the US

VONA: Overseas, particularly Asia, was generally strong, but profitability declined due to upfront expenses for IT enhancements

Category	Net sales			Operating income				
	FY23 1Q Actual	FY24 1Q Actual	YoY change Yen basis (*)	FY23 1Q Actual	Margin	FY24 1Q Actual	Margin	YoY change Yen basis (*)
Total	89,866	99,527	+10.7% (+4.7%)	8,999	10.0%	11,828	11.9%	+31.4% (+12.0%)
FA business	29,093	33,559	+15.4% (+9.1%)	3,639	12.5%	6,210	18.5%	+70.7% (+51.9%)
Die components business	19,569	21,887	+11.8% (+3.1%)	2,083	10.6%	2,441	11.2%	+17.2% (-4.2%)
VONA business	41,204	44,080	+7.0% (+2.4%)	3,276	8.0%	3,176	7.2%	-3.1% (-22.1%)

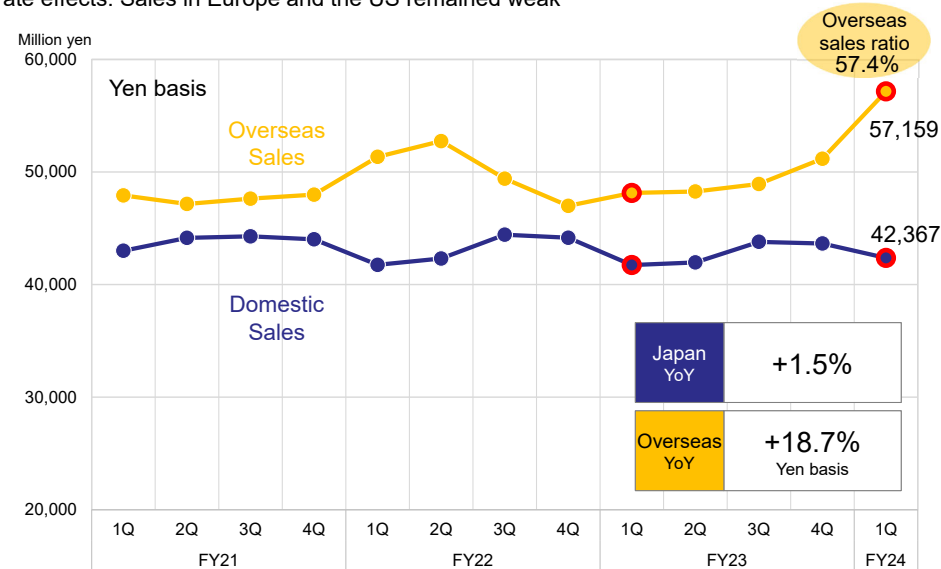
*Local currency basis

4

FY2024 1Q Japan & overseas sales

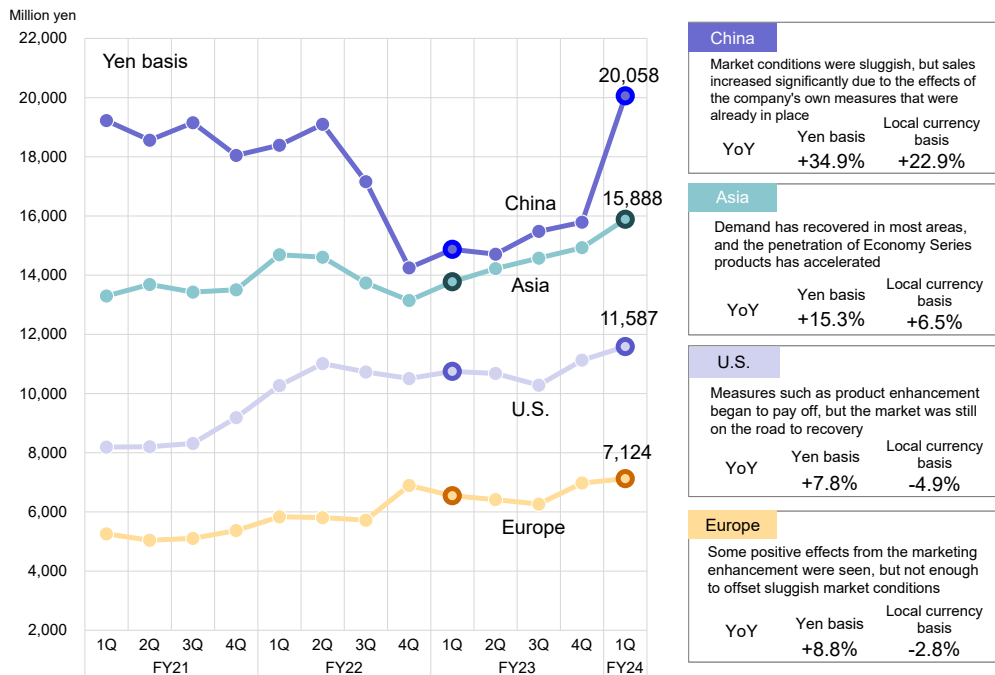
Japan: Sales gradually recovered mainly by automotive-related demand, but sales growth over the previous year was minimal

Overseas: Sales increased significantly driven by China and Asia, also benefiting from exchange rate effects. Sales in Europe and the US remained weak



5

FY2024 1Q sales by region

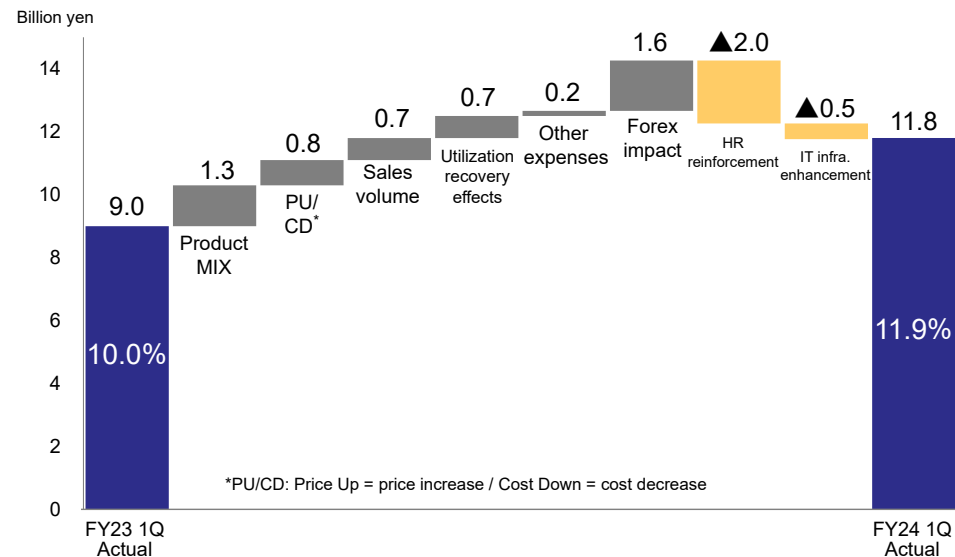


6

FY2024 1Q operating income analysis (YoY)

Profit increased due to the recovery in volume and utilization, as well as exchange rate effects, in addition to product mix and margin improvements

Profitability improved despite continued enhancement of the IT infrastructure and human/organizational resources essential to MODEL innovation



7

FY2024 consolidated earnings forecast

8

FY2024 full-year forecast

Demand has been gradually recovering, but our outlook remains unchanged in light of the uncertainty in market conditions

We will continue to take assertive measures to promote the MODEL innovation, and rigorously pursue profit management

Million yen

Category	FY23	FY24		
	Actual	Plan	YoY change	
			Yen basis	Local currency basis
Net sales	367,649	393,000	+6.9%	+7.1%
Operating income	38,365	46,000	+19.9%	+20.5%
Margin	10.4%	11.7%	+1.3pt	+1.3pt
Ordinary income	41,265	47,400	+14.9%	-
Net income	28,152	34,400	+22.2%	-

9

Reference materials

10

Exchange rate/ sensitivity

FX rates (vs Yen)	FY23 Actual	FY24 Assumption
	Full year	Full year
USD	144.4 yen	145.0yen
EUR	156.8 yen	157.0yen
RMB	20.1 yen	20.0yen

	Exchange sensitivity	
	Sales	Operating income
Approximate impact	2 billion yen	0.6 billion yen

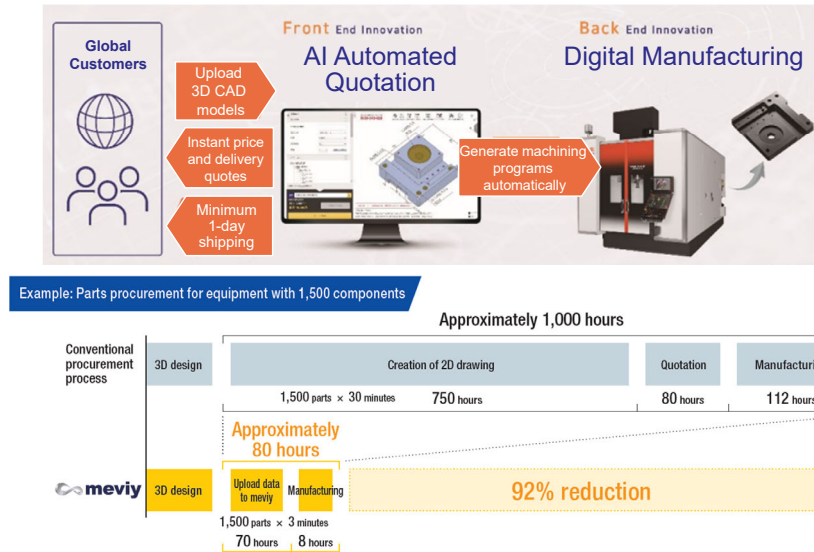
*If all traded currencies fluctuate 1% on average

11

DM #1

A revolution in parts procurement: mevi

- Simply upload 3D data of machine parts and the AI will automatically and instantly provide a quote, and our unique platform enables shipping in as little as one day using a digital manufacturing system (available for free)



12

DM #2

Product range reform: Economy products

- Newly introduced, competitively priced mid-range product line from China

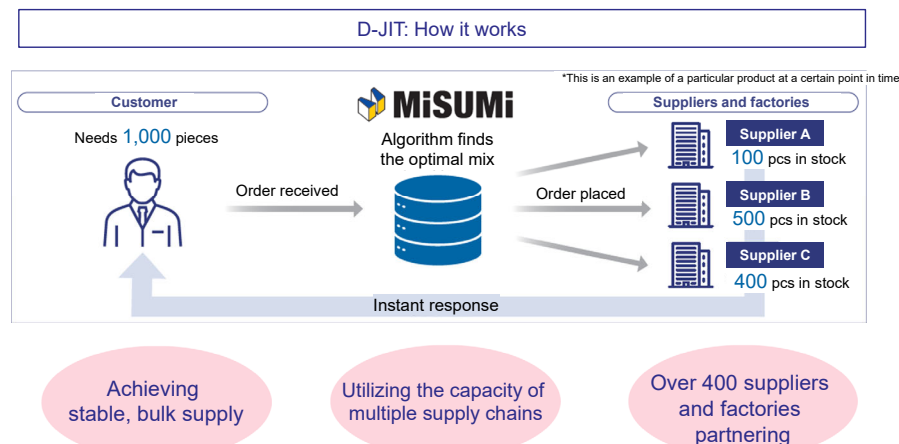


13

DM #3

Improving response to quantity: D-JIT

- To meet customers' desired quantity, D-JIT aggregates inventory data from globally dispersed suppliers. It automatically displays prices and delivery dates
- From "MISUMI for Small Quantity and Quick Delivery" to "MISUMI for Large Quantity, Too"



*D-JIT stands for "Digital version of Just in Time."

14

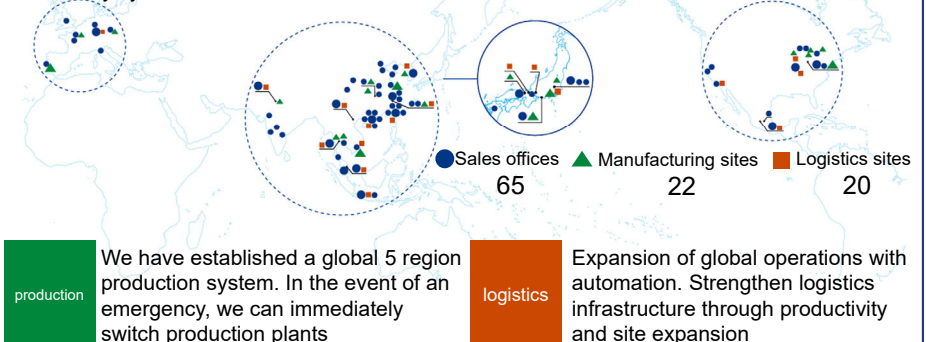
Business foundation

IT

- Our Company has made a proactive investment in IT to promote sustainable growth
- Starting in fiscal year 2021, we began a comprehensive overhaul of the core systems. We aim to triple the rate of new feature development while reducing development costs by one-third. To facilitate this transformation, we have allocated a total investment of approximately 20 billion yen over four years

Production/ Logistics

- Aiming for a more stable supply of products by strengthening the globally reliable, quick delivery system



15