

# Earnings Results Presentation

**FY2025 (112th term)**

**May 2026**

**Futaba Industrial Co., Ltd.**

**FUTABA**



## 1 . FY2025 Financial Results

## 2 . FY2026 Forecast

## 3 . Appendix

Unit: 100 Mill JPY

	FY2025	FY2024	Diff	Diff Ratio
Sales [Incl.DS]	6,779	7,071	▲291	▲4.1%
[Excl.DS]	4,461	4,422	+38	+0.9%
Operating Profit	187 (2.8%) (4.2%)	151 (2.1%) (3.4%)	+35	+23.3%
Ordinary Profit	* 208 (3.1%) (4.7%)	132 (1.9%) (3.0%)	+75	+56.9%
Profit attributable to owners of parent	* 160 (2.4%) (3.6%)	62 (0.9%) (1.4%)	+98	+158.1%

The figure in ( ) shows profit/sales ratio Upper row: Incl. DS Lower row: Excl. DS

Exchange rate (1 USD)	150.8 JPY	152.6 JPY	▲1.8 JPY
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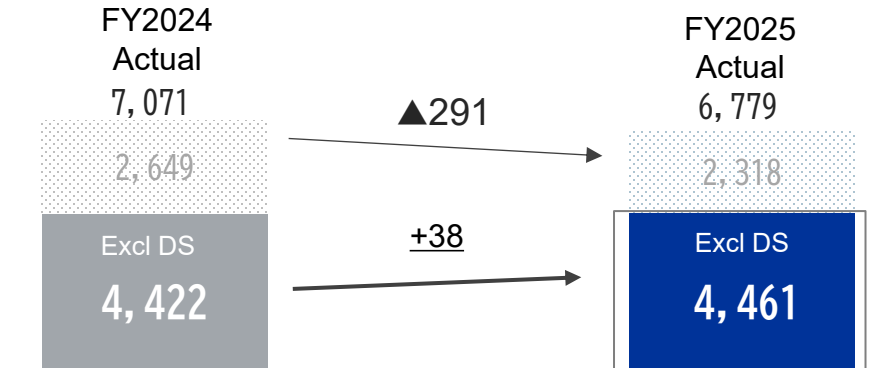
\* : Record-high

◆ Sales

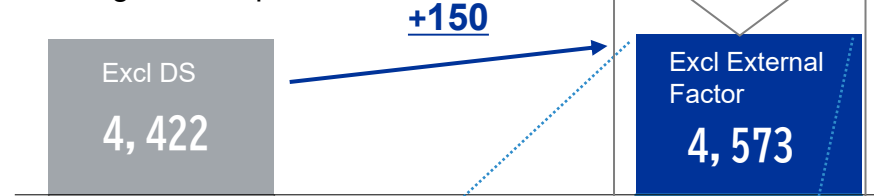
■ Sales(Excl. DS)  
 □ DS amount

Unit : 100 Mill JPY

■ Excluding DS parts



■ Excluding DS parts & Material Impact, Exchange rate Impact



External Factor	▲112
Material	▲117
Exchange rate	+5

- Sales including DS parts : ▲291
- Sales excluding DS parts : +38
- Sales excluding external factor(Material & Exchange Rate) : **+150** <+3.4%>

• DS Parts?

Direct Supply Parts. It is the parts supplied by customers. The selling price including DS parts includes values of parts supplied by customers. No Profit Impact

• Material Impact?

Due to changes in market, Unit purchase prices of materials and material cost in sales prices fluctuate by the same amount. No Profit Impact

• Exchange rate Impact?

When converting the financial figure of overseas subsidiaries into JPY, the differences in exchange rates between the previous year and the current year affects the sales amount.

Unit : 100 Mill JPY

		FY2025	FY2024	Diff	Diff Ratio
Japan	Sales [Excl.DS]	2,119	2,167	▲48	▲2.2%
	Operating Profit	83 (3.9%)	59 (2.7%)	+24	+41.2%
North America	Sales [Excl.DS]	1,358	1,240	+117	+9.5%
	Operating Profit	37 (2.8%)	27 (2.2%)	+10	+38.6%
Europe	Sales [Excl.DS]	426	384	+42	+11.0%
	Operating Profit	21 (5.1%)	24 (6.4%)	▲2	▲11.6%
China	Sales [Excl.DS]	495	561	▲66	▲11.8%
	Operating Profit	30 (6.1%)	22 (4.0%)	+7	+33.5%
Asia	Sales [Excl.DS]	178	184	▲6	▲3.6%
	Operating Profit	12 (7.1%)	18 (10.2%)	▲6	▲32.7%
Consolidated Adjustment	Sales [Excl.DS]	▲116	▲116	+0	
	Operating Profit	1	▲0	+1	
Total	Sales [Excl.DS]	4,461	4,422	+38	+0.9%
	Operating Profit	187 (4.2%)	151 (3.4%)	+35	+23.3%

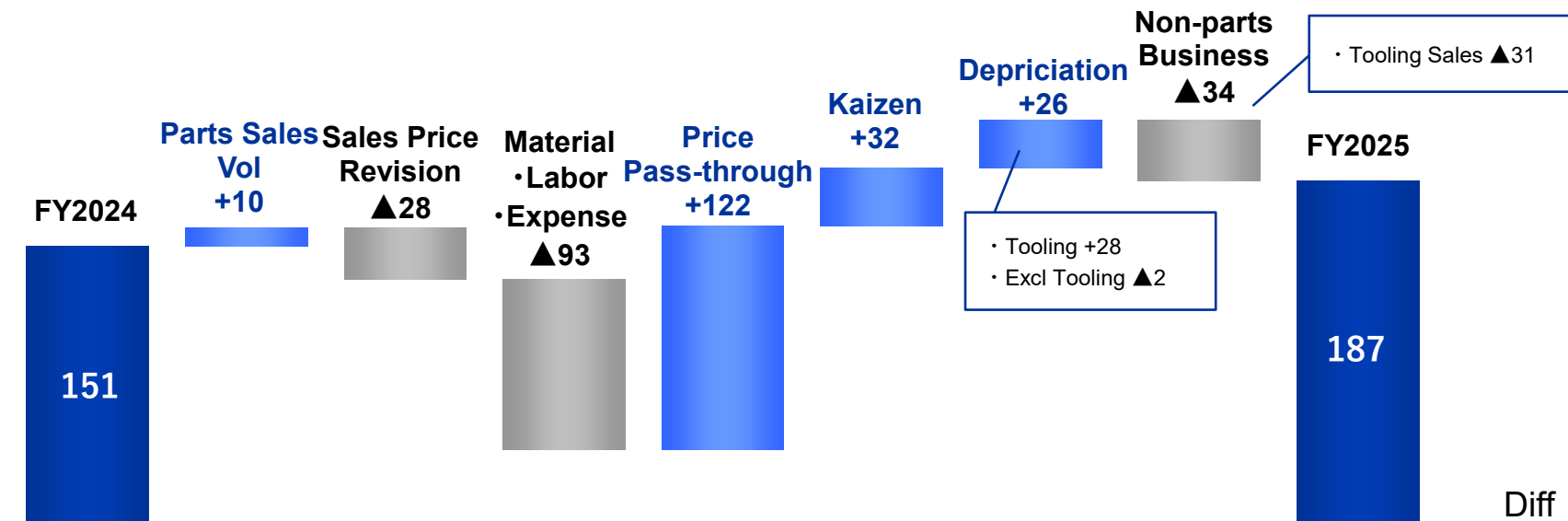
The figure in ( ) shows profit / sales ratio

# OP Flux Analysis FY24 vs FY25

Gap Total **+35** ( 151 → 187 )

Unit : 100 Mill JPY

Favorable  
Unfavorable



	FY2024	Parts Sales Vol	Sales Price Revision	Material	Price Pass-through	Kaizen	Depreciation	Non-parts Business	FY2025	Diff
JPN	59	+3	▲6	▲54	+79	+10	+13	▲21	83	+24
NA	27	+12	▲5	▲42	+40	+6	+4	▲3	37	+10
EUR	24	+1	▲3	▲10	+3	+3	▲1	+4	21	▲2
CHN	22	▲7	▲7	+12	+0	+13	+10	▲13	30	+7
Asia	18	+1	▲7	+1	+0	+0	+0	▲2	12	▲6
Adj	▲0						▲0	+1	1	+1
	151								187	+35

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# FY2026 Forecast

Unit : 100 Mill JPY

	FY2026 Forecast	FY2025 Actual	Diff	Diff Ratio
Sales [Incl.DS]	6,690	6,779	▲89	▲1.3%
[Excl.DS]	4,440	4,461	▲21	▲0.5%
Operating Profit	190 (2.8%) (4.3%)	187 (2.8%) (4.2%)	+3	+1.6%
Ordinary Profit	190 (2.8%) (4.3%)	208 (3.1%) (4.7%)	▲18	▲8.7%
Profit attributable to owners of parent	140 (2.1%) (3.2%)	160 (2.4%) (3.6%)	▲20	▲12.5%
Exchange rate (1 USD)	155 JPY	150 JPY	+5 JPY	

The figure in ( ) shows profit/sales ratio Upper row: Incl. DS Lower row: Excl. DS

### (Additional Information) Profit attributable to owners of parent

FY2026	FY2025
140	160
	Gain on liquidation of subsidiaries and associates 5
	Foreign exchange gains 19 (Primarily due to intercompany loans)
140	(Excluding the above factors) 136

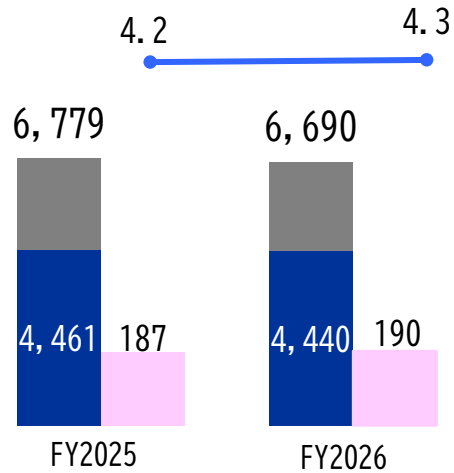
**Profit increased, excluding one-off factors in the previous period**

# Sales & Operating Profit by segments FY25 VS FY26 Forecast

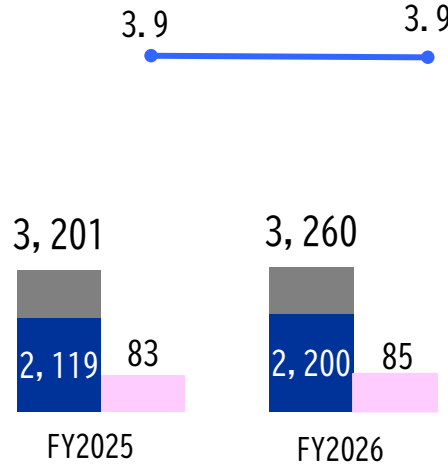
Unit:100 Mill JPY

■ Sales Incl.DS     ■ Operation Profit  
■ Sales Excl.DS     —●— Operating profit/sales Excl.DS ratio

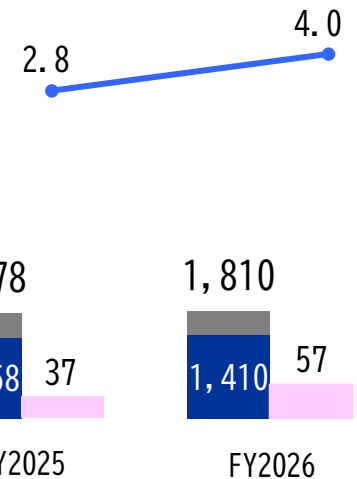
## Total



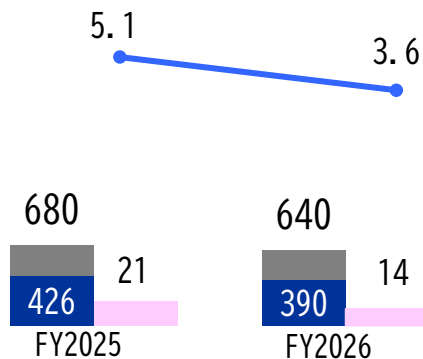
## JPN



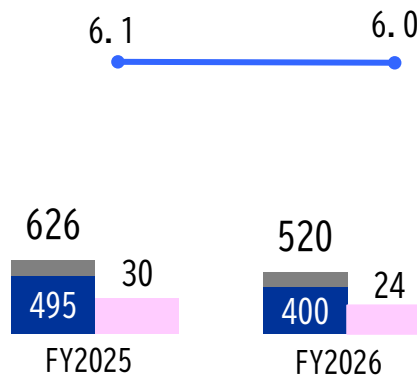
## NA



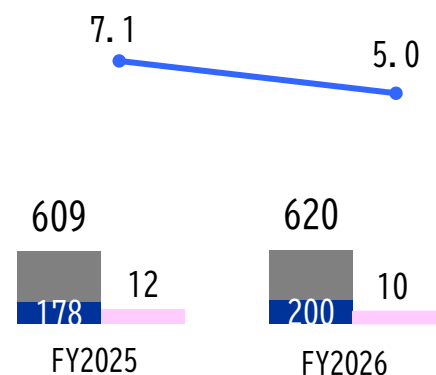
## EUR



## CHN



## Asia

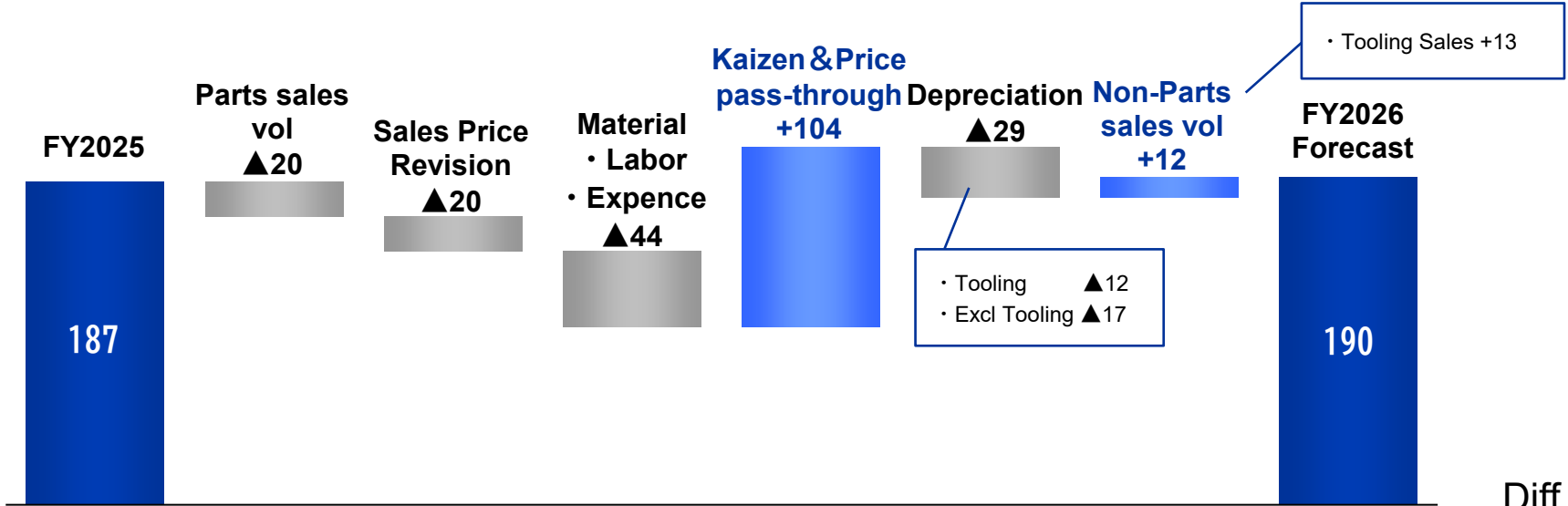


# OP Flux Analysis FY25 vs FY26 Forecast

GAP Total +3 ( 187 → 190 )

Unit : 100 Mill JPY

■ Favorable  
■ Unfavorable



	FY2025	Parts sales vol	Sales Price Revision	Material	Kaizen & Price pass-through	Depreciation	Non-Parts sales vol	FY2026 Forecast	Diff
JPN	83	+0	▲10	▲44	+59	▲24	+20	85	+2
NA	37	▲1	▲2	▲1	+30	▲7	+0	57	+20
EUR	21	▲4	▲0	▲7	+6	▲2	+0	14	▲7
CHN	30	▲15	▲8	+8	+9	+5	▲5	24	▲6
Asia	12	+0	▲0	+0	+0	+0	▲2	10	▲2
Adj	1					+0	▲1	0	▲1
	187							190	+3

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# Sales by customer

The figure in ( ) shows profit /sales ratio Unit : 100 Mill JPY

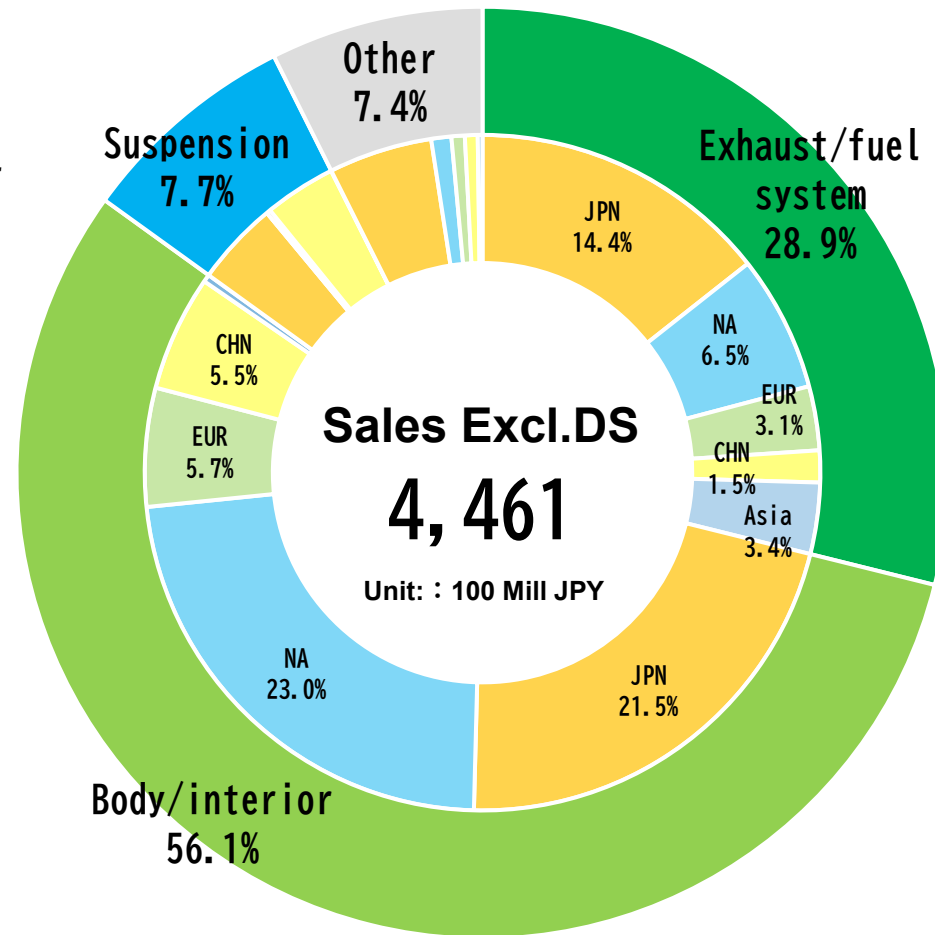
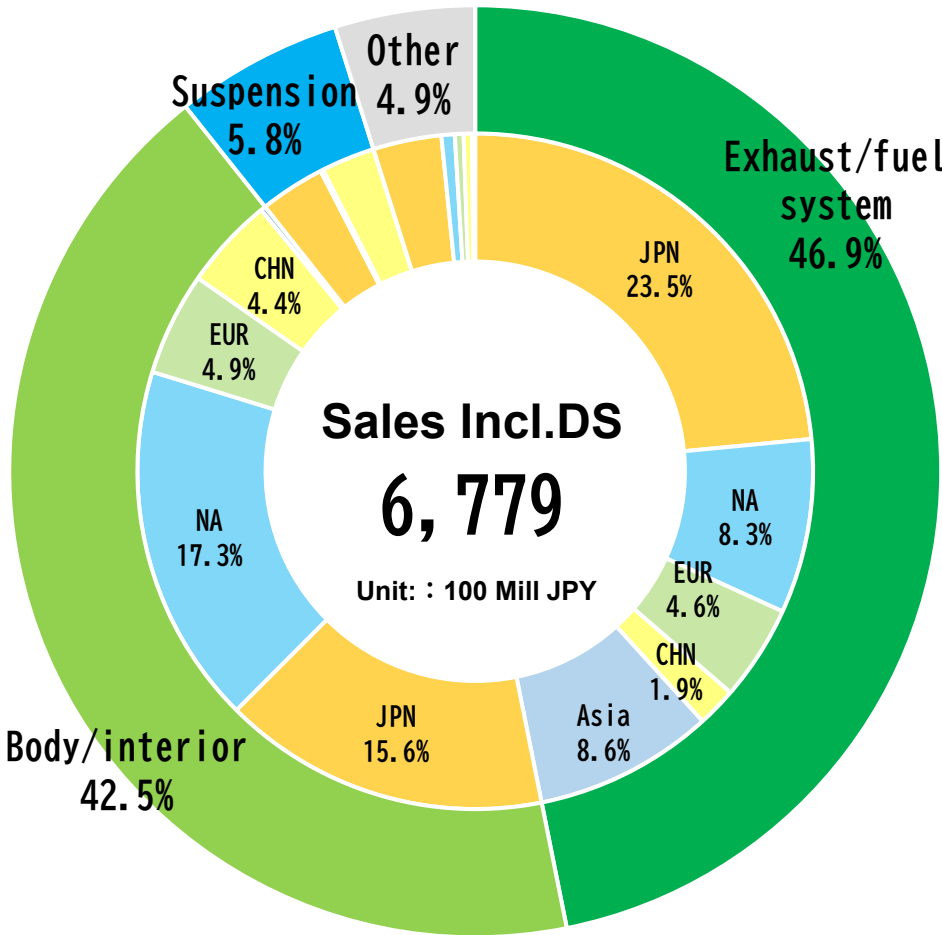
Incl.DS	FY2025	FY2024	Diff	Diff Ratio
※1Toyota Group	5,426 (80.0%)	5,820 (82.3%)	▲394	▲6.8%
Suzuki	630 (9.3%)	556 (7.9%)	+73	+13.3%
Mitsubishi Motors	210 (3.1%)	195 (2.8%)	+14	+7.6%
※2 Nissan Group	105 (1.6%)	97 (1.4%)	+7	+7.9%
Honda	80 (1.2%)	90 (1.3%)	▲10	▲11.6%
Other	326 (4.8%)	310 (4.3%)	+16	+5.2%
Total	6,779 (100.0%)	7,071 (100.0%)	▲291	▲4.1%

## Excl.DS

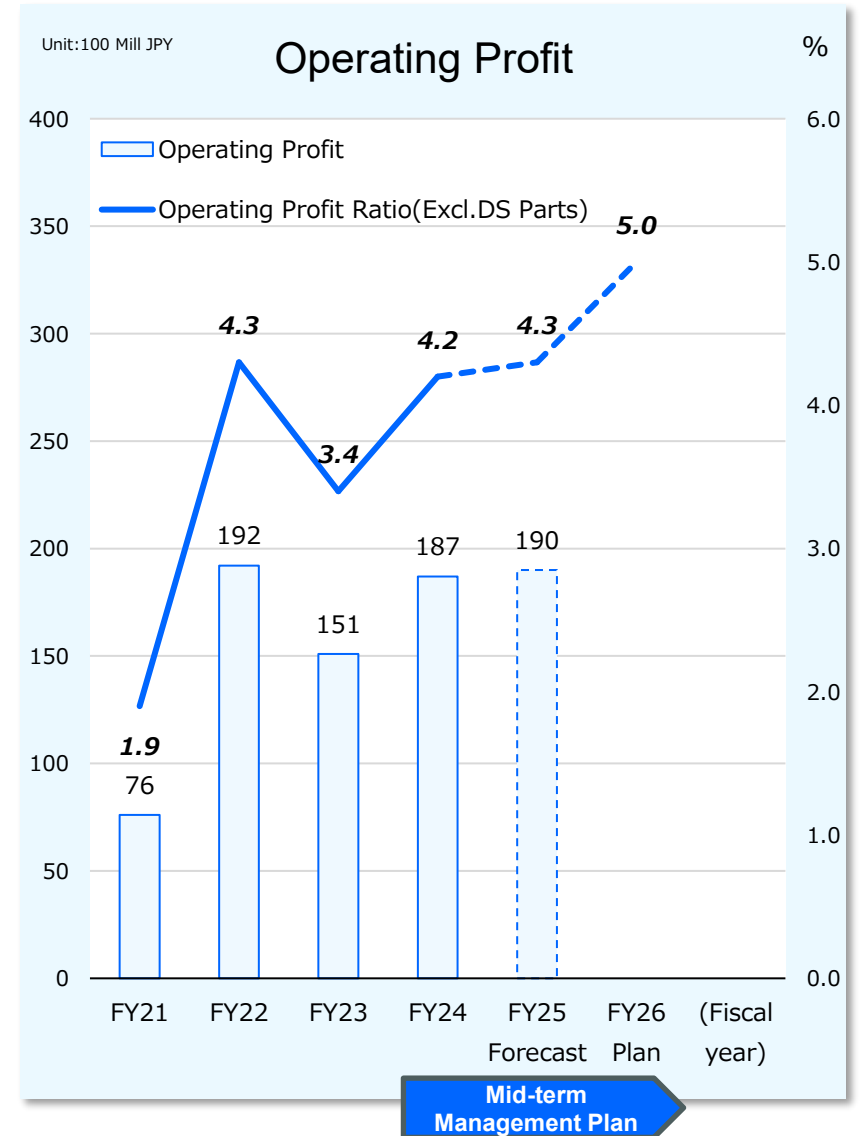
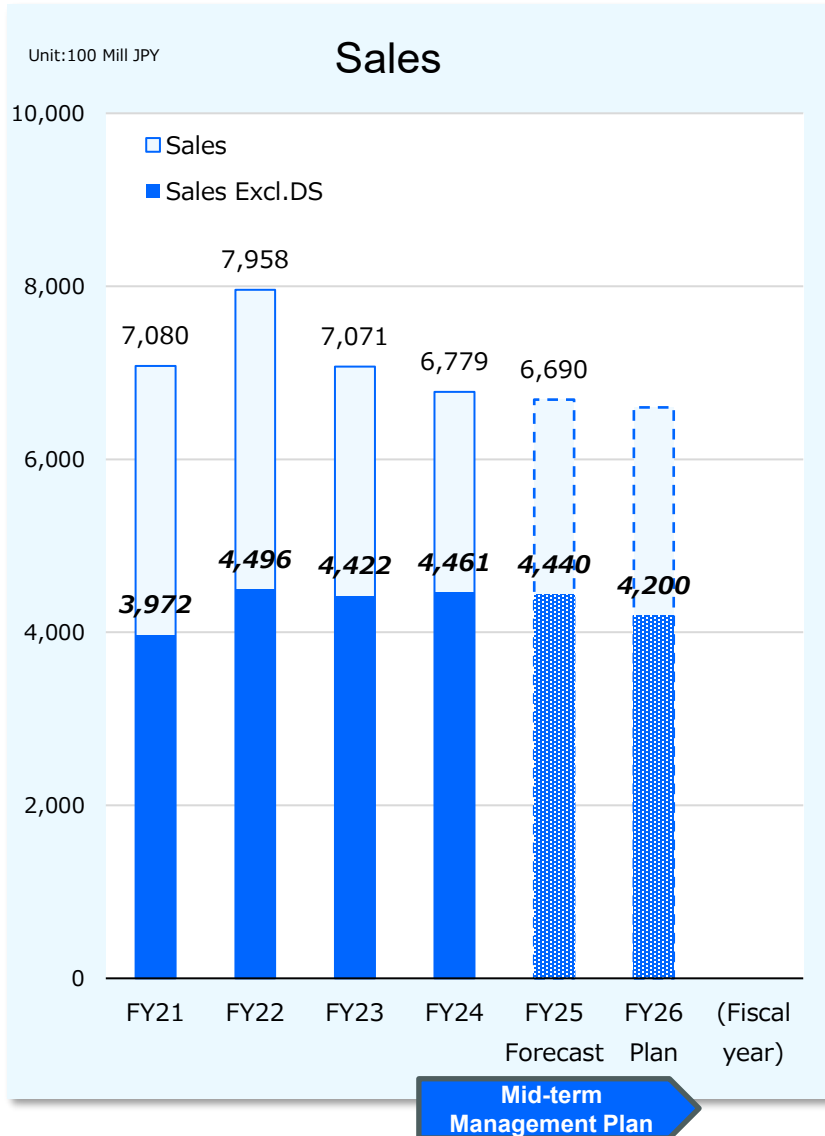
※1Toyota Group	3,785 (84.8%)	3,756 (84.9%)	+28	+0.8%
Suzuki	215 (4.8%)	214 (4.9%)	+1	+0.5%
Mitsubishi Motors	114 (2.6%)	112 (2.5%)	+2	+2.2%
※2 Nissan Group	79 (1.8%)	72 (1.6%)	+7	+9.9%
Honda	62 (1.4%)	69 (1.6%)	▲6	▲10.1%
Other	204 (4.6%)	197 (4.5%)	+6	+3.5%
Total	4,461 (100.0%)	4,422 (100.0%)	+38	+0.9%

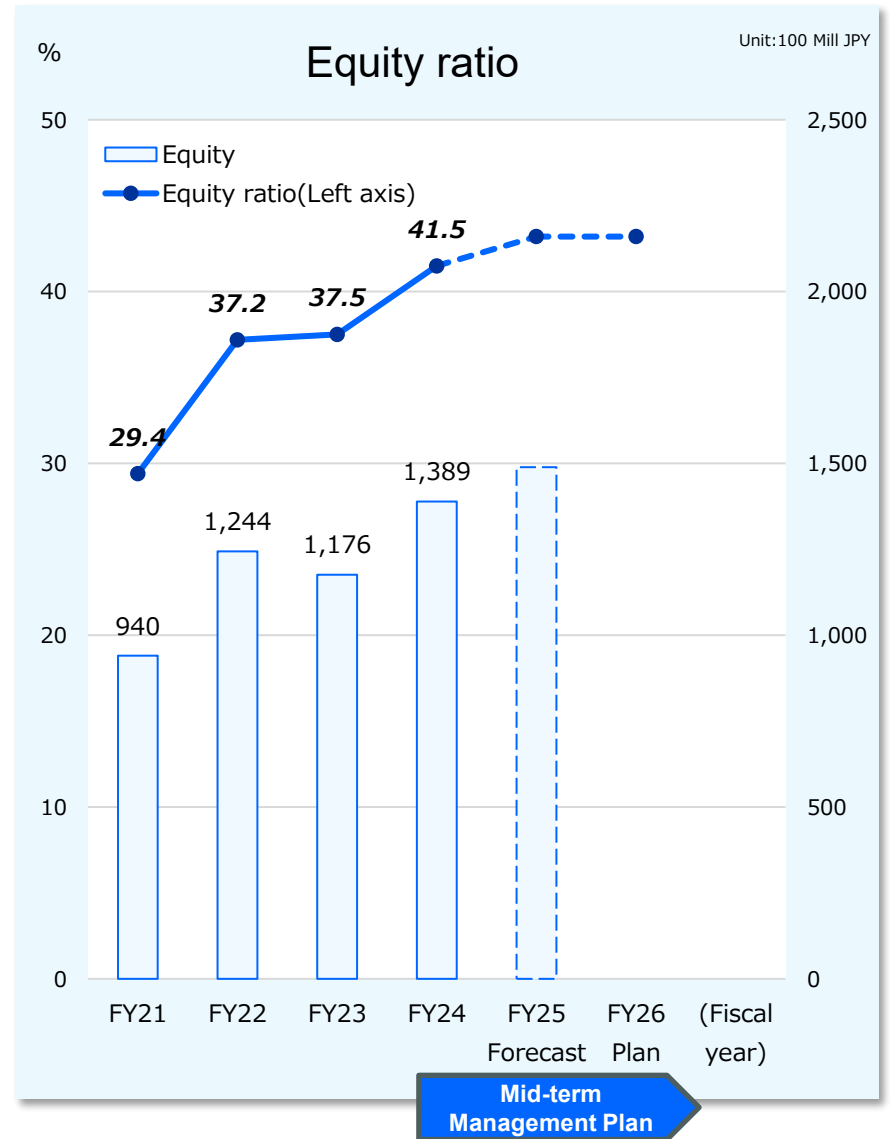
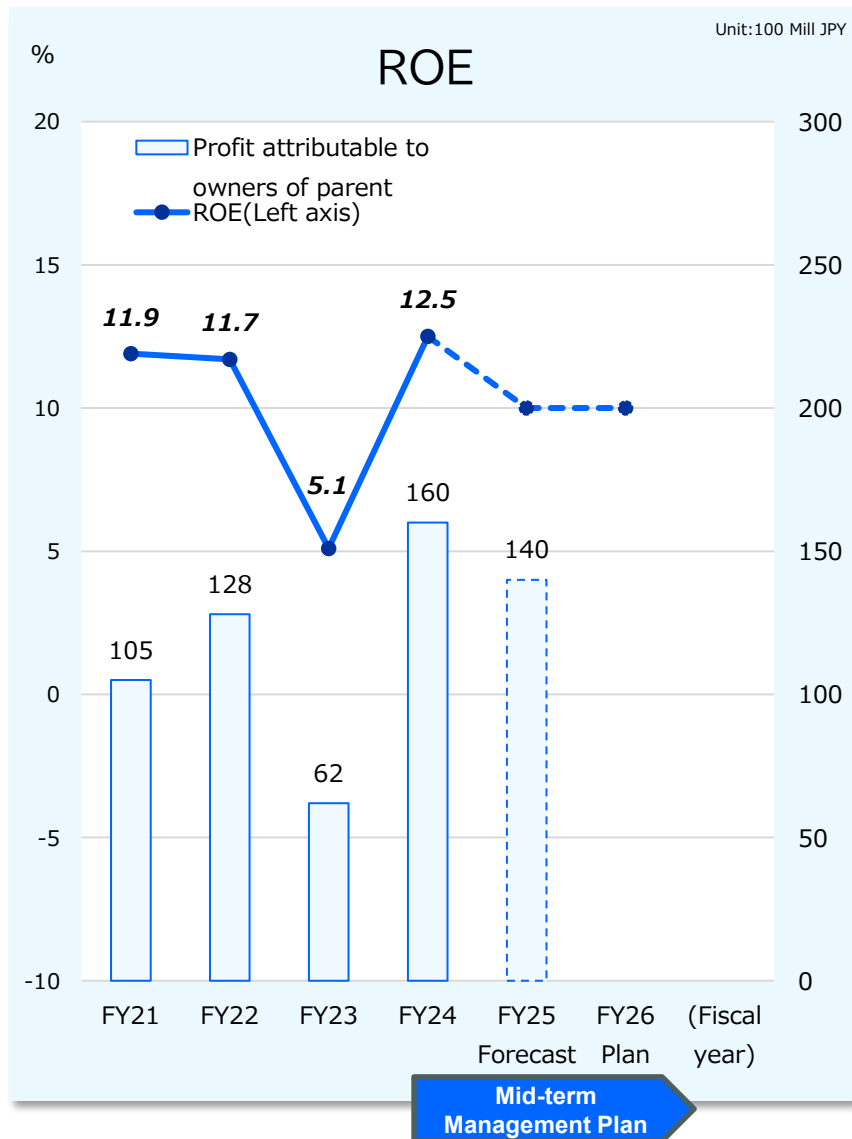
※1 Toyota Group includes Daihatsu and Hino Motors, etc. ※2 Nissan Group includes Nissan Shatai

# FY2025 Percentage of sales by Product Category

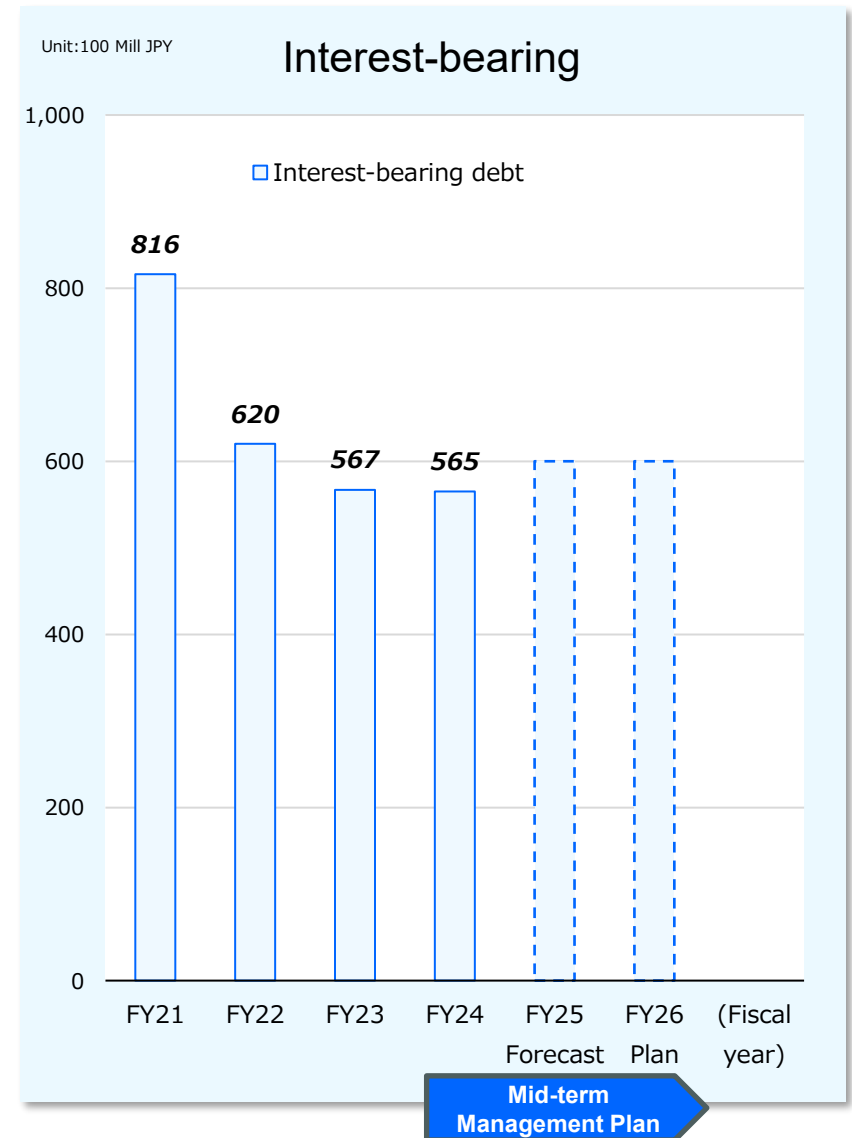
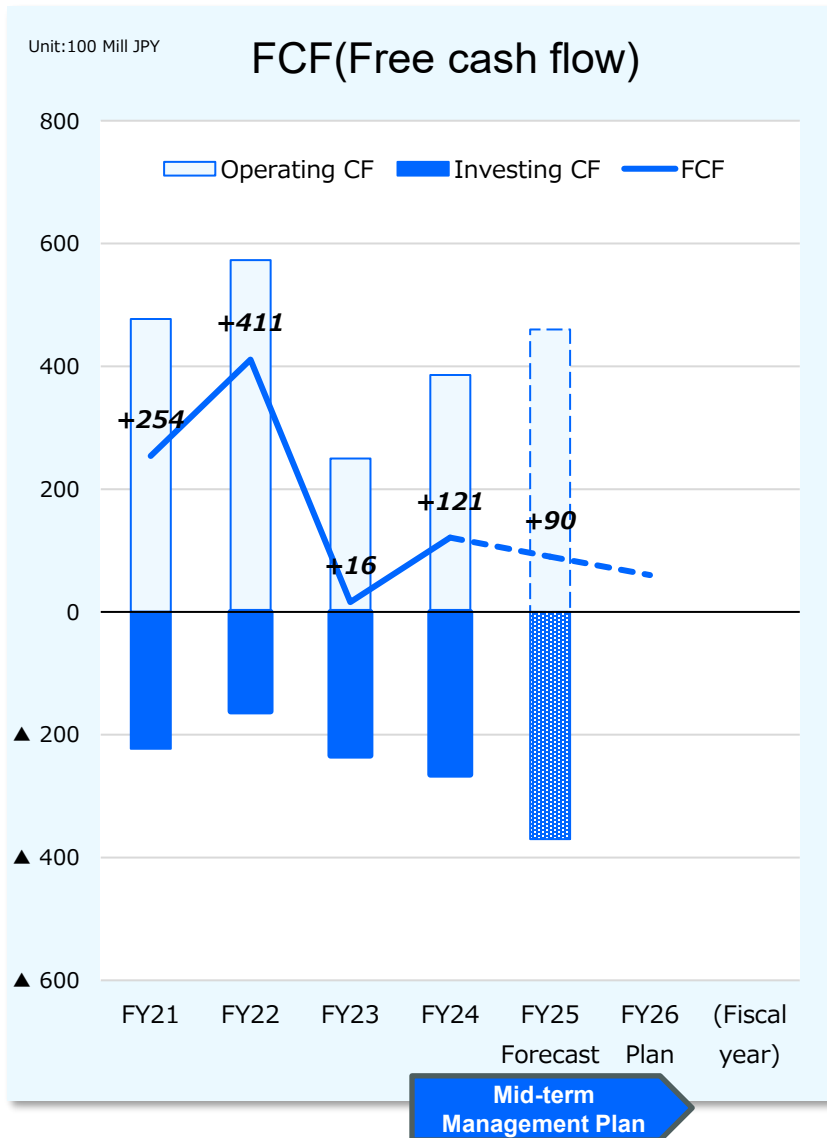


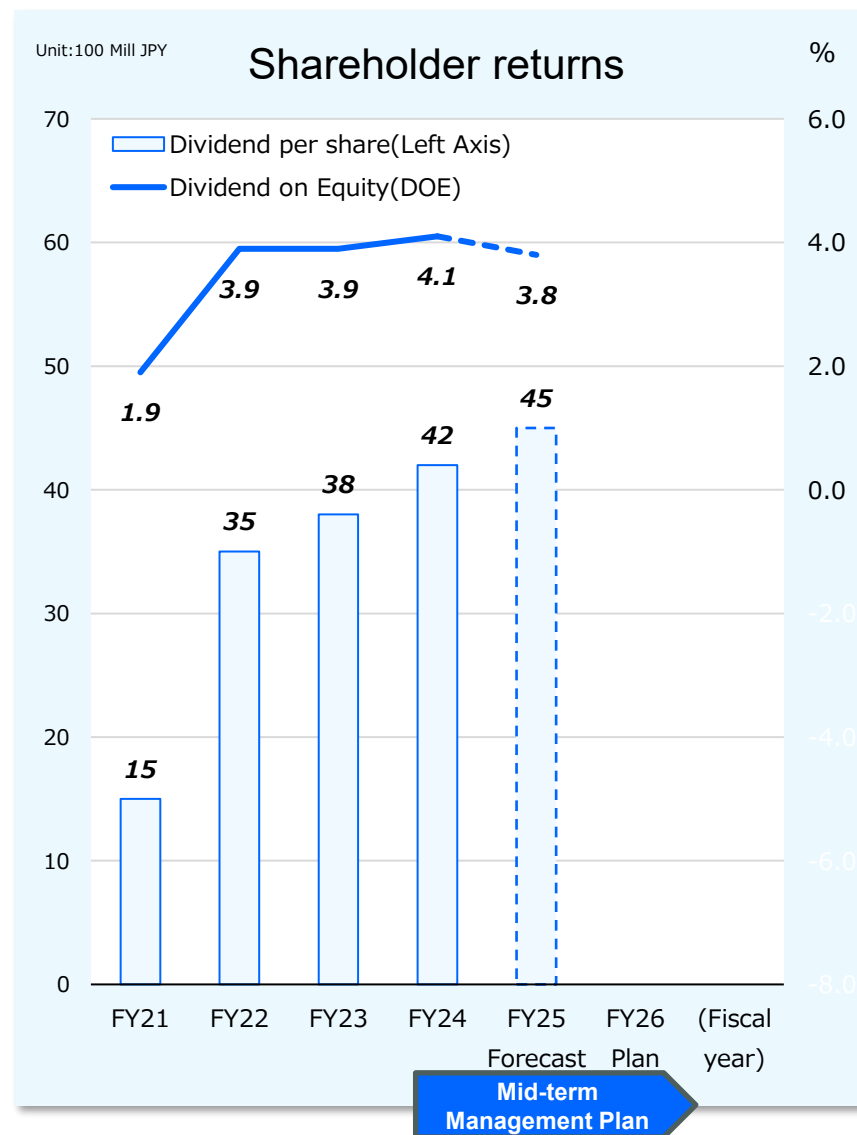
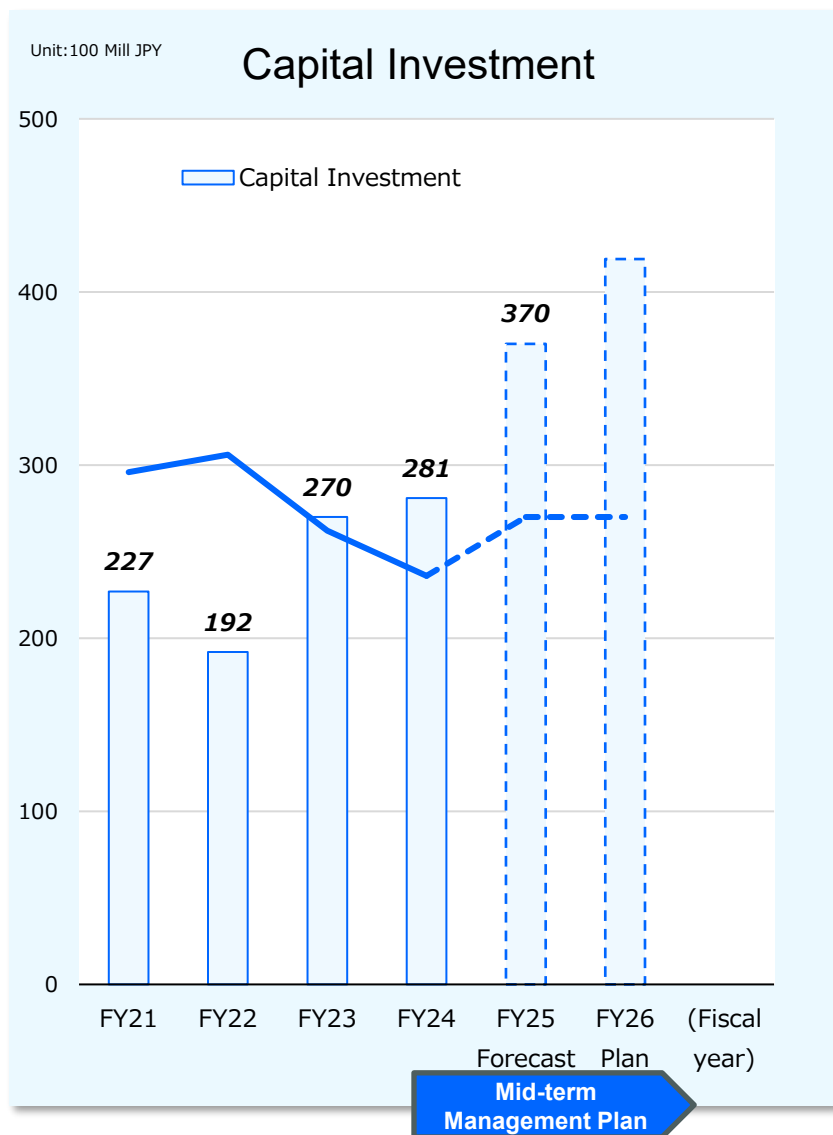
Compare Sales Incl.DS parts to Sales Excl.DS parts  
 Exhaust and fuel system parts 46.9%→28.9% (▲18.0pt)  
 Body and Interior parts 42.5%→56.1% (+13.6pt)





# KPI





# FUTABA

<https://www.futabasangyo.com/>

## **【 Precautions 】**

The outlook regarding our company (including consolidated subsidiaries) disclosed in this document is based on information currently available to our management and is subject to risks and uncertainties. Therefore, we kindly ask you to refrain from solely relying on these performance forecasts for investment decisions. Please be aware that actual performance may significantly differ from these performance forecasts due to various important factors. Critical elements that may affect actual performance include economic conditions surrounding our company, consolidated subsidiaries, and equity method affiliates' business domains, market trends, and exchange rates, including the USD-to-JPY rate.

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