

# Financial Results Briefings

## 3rd Quarter of FY2023

February 2024

Tokyo Cosmos Electric Co., Ltd.

# Company Profiles

Established : June 28, 1957  
Capital : 1,277 mil. Japanese Yen  
Securities : Tokyo Stock Exchange Standard  
Employees : 667 (Consolidated, FY2023 September-end)  
Business : Manufacturing and sales of Potentiometers,  
Automotive Electro-Devices and Heaters

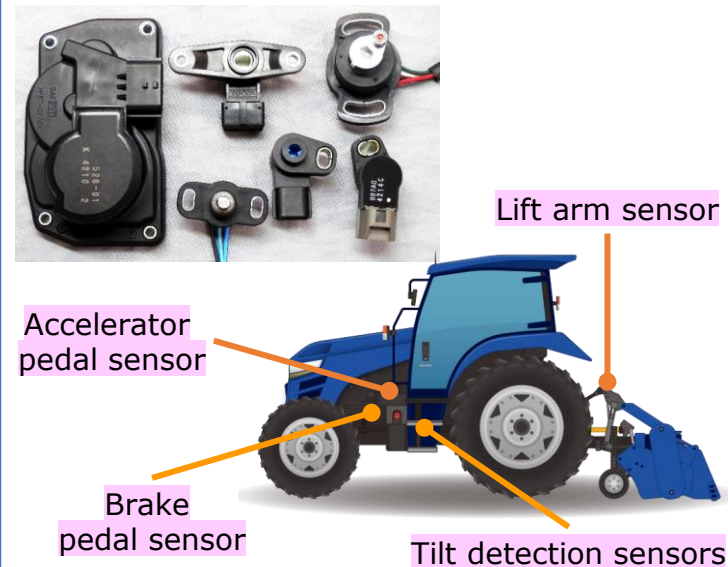


## Potentiometers

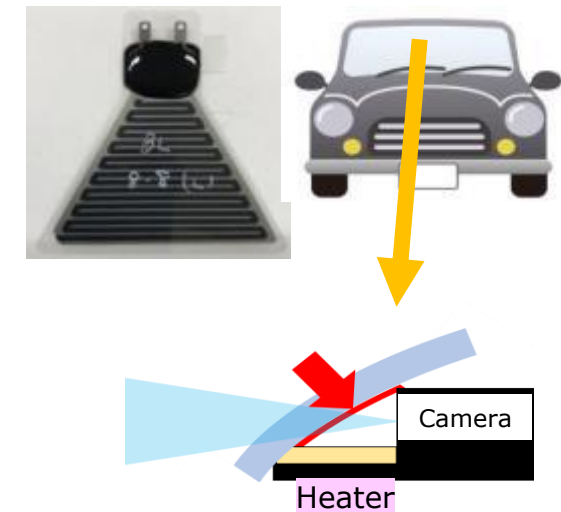


## Automotive Electro-Devices

### Angle Sensors



### Heaters



- ◆ Consolidated Profit / Loss
- ◆ Consolidated sales breakdown
- ◆ YoY changes of consolidated operating profit
- ◆ Consolidated sales transition
- ◆ Consolidated operating profit transition
- ◆ Key financial indicators

# Consolidated Profit / Loss

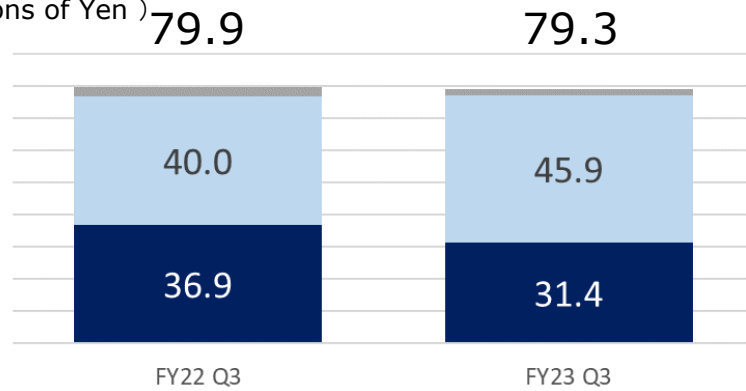
- Net sales : Remained relatively flat compared to the same period last year.  
Despite a slowdown in the Potentiometer business due to the stagnation in the Chinese economy, the domestic automobile industry's recovery contributed to robust performance in the automotive electrical components business.
- Operating profit : Remained steady.
- Profit attributable to owners of parent : Decreased due to increased in tax expense due to the elimination of carried-forward losses.

( Millions of Yen )	FY22 Q3 (Actual results)	FY23 Q3 (Actual results)	QoQ
Net sales	7,995	7,938	-0.7%
Operating profit	997	988	-0.9%
Operating profit ratio	12.5%	12.4%	-
Ordinary profit	1,149	1,112	-3.2%
Ordinary profit rate	14.4%	14.0%	-
Profit attributable to owners of parent	885	777	-12.2%
Net profit rate	11.1%	9.8%	-
FX rate (Average)	135.30	143.32	

# Consolidated sales breakdown

## YTD Sales (YoY)

( 100 Millions of Yen )

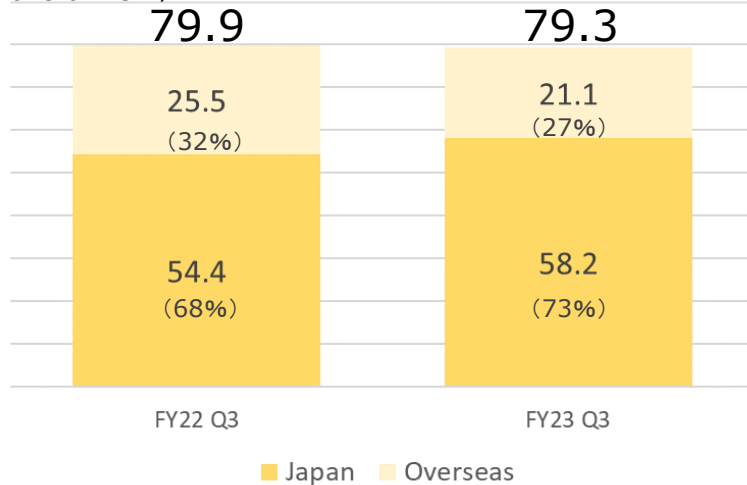


■ Others  
■ Automotive-electro-devices  
■ Potentiometers

- **Consolidated sales** : 7.93 billion yen (YoY Decreased 60 million yen , 0.7%)
- Potentiometers : 3.14 billion yen (YoY Decreased 540 million yen, 14.7%)
- Automotive Devices: 4.59 billion yen (YoY Increased 580 million yen, 14.6%)

## Sales by region (Composition)

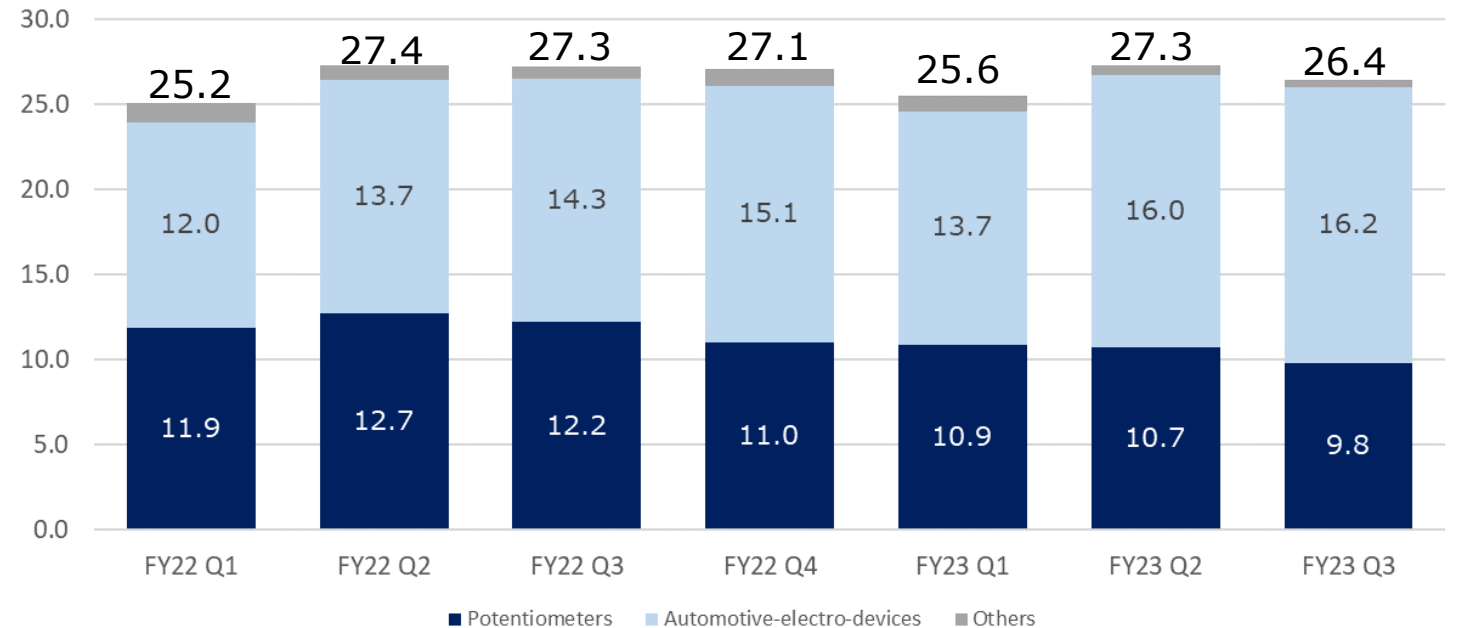
( 100 Millions of Yen )



■ Japan ■ Overseas

## Quarterly Sales Trend

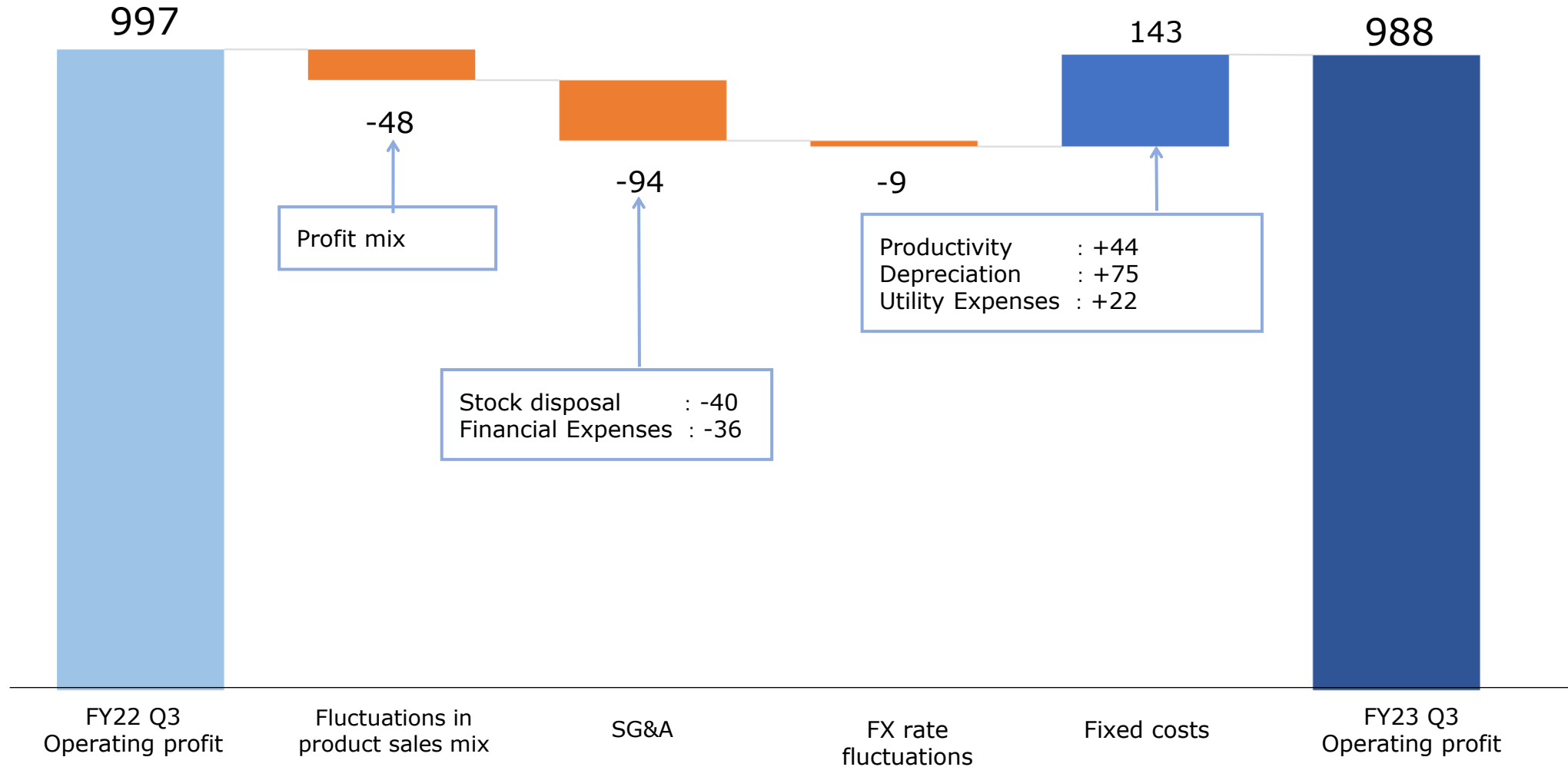
( 100 Millions of Yen )



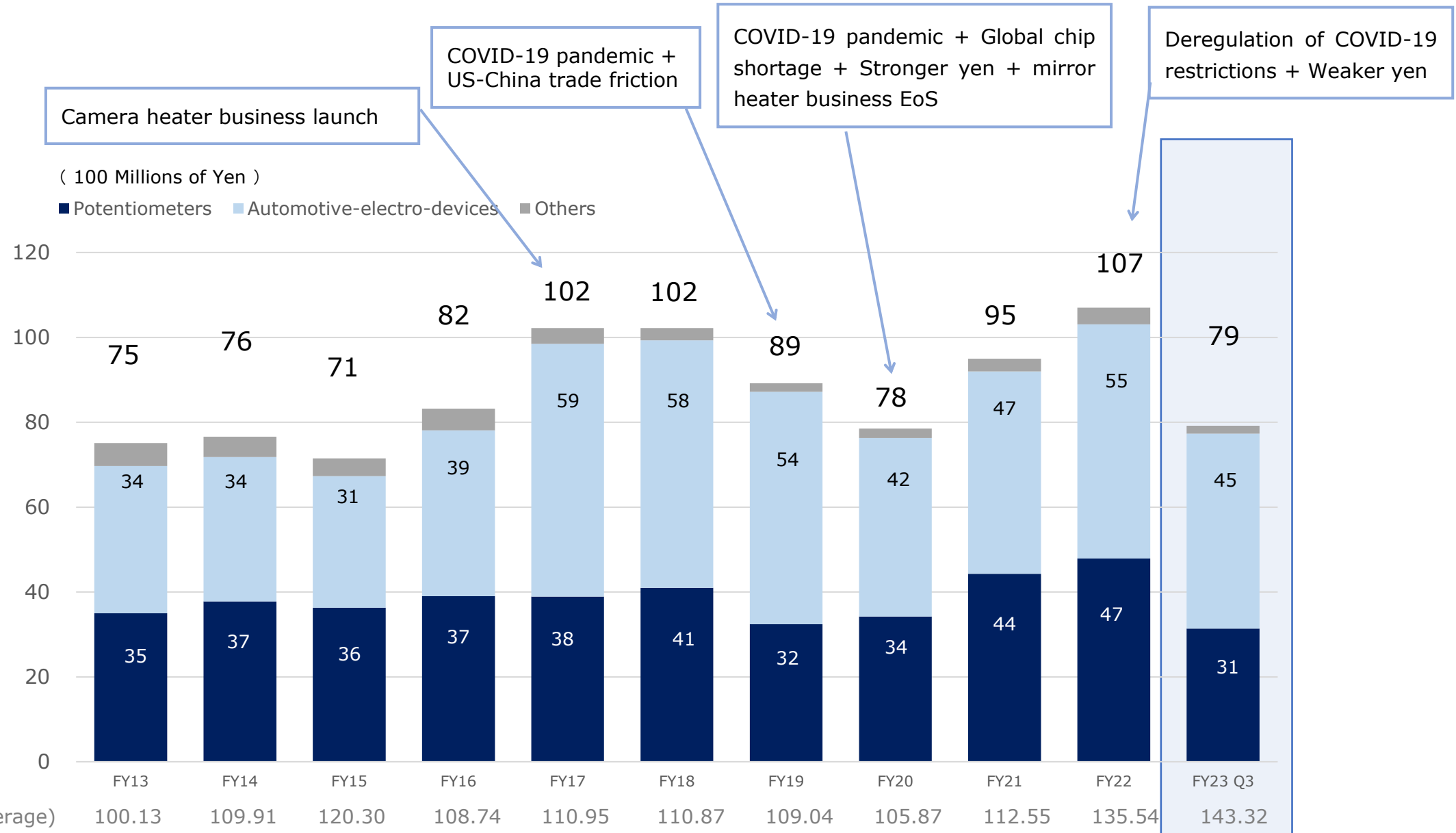
■ Potentiometers ■ Automotive-electro-devices ■ Others

# YoY changes of consolidated operating profit

( Millions of Yen )

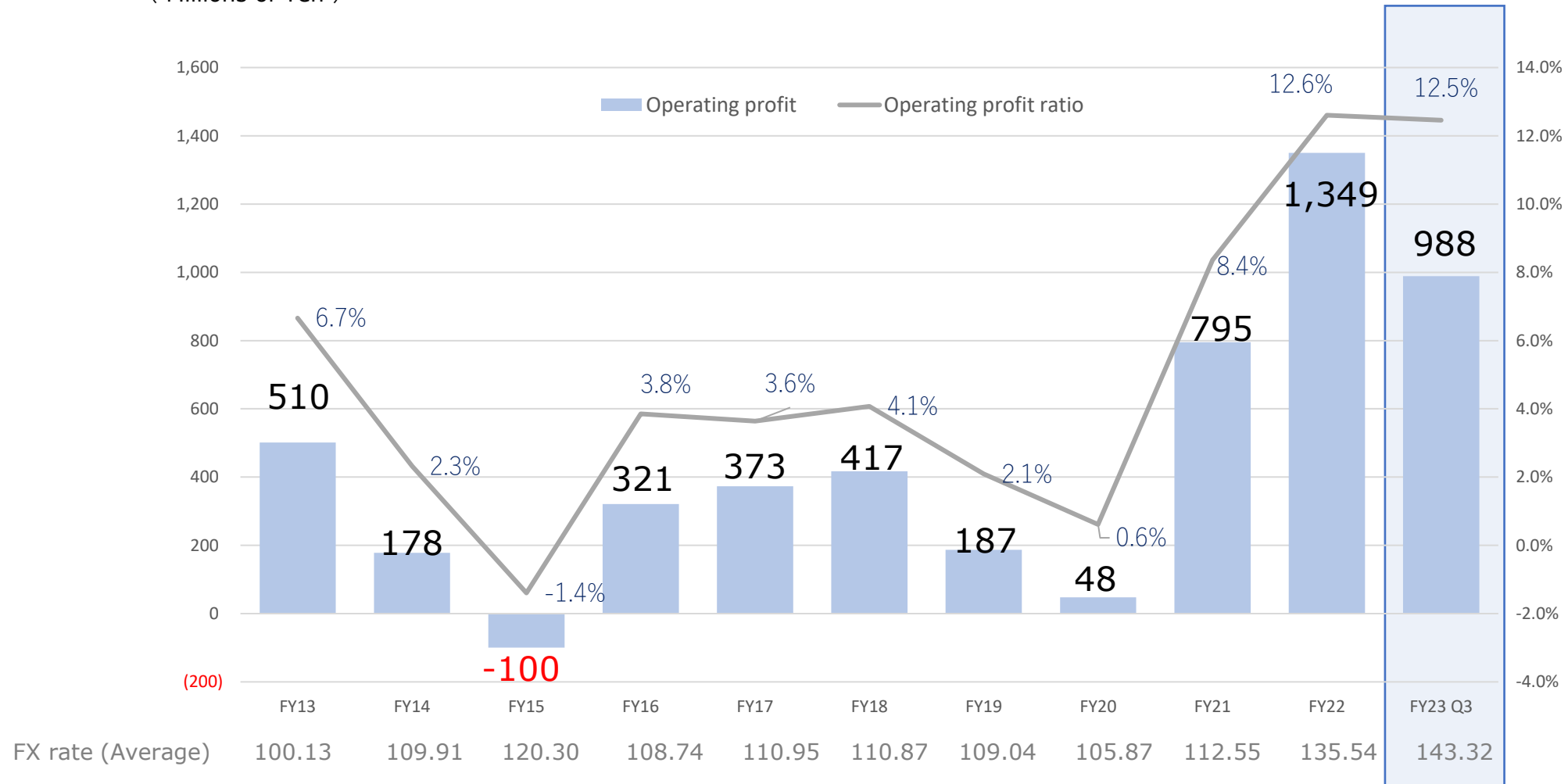


# Consolidated sales transition



# Consolidated operating profit transition

( Millions of Yen )

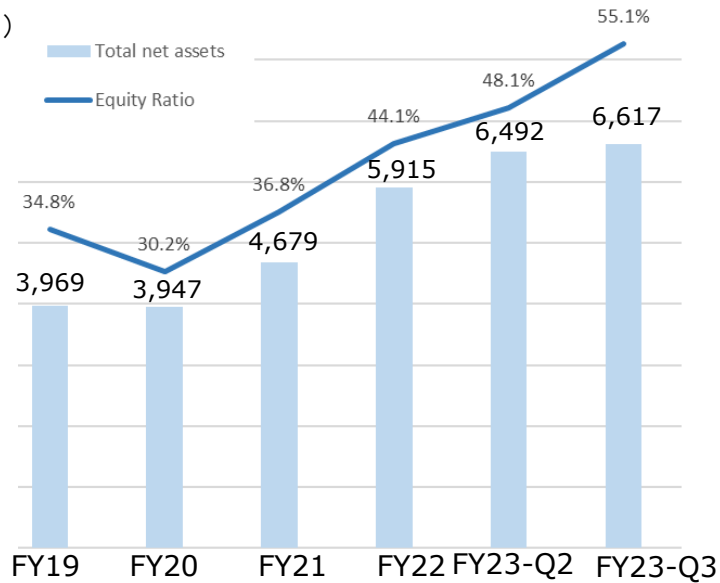




# Key financial indicators

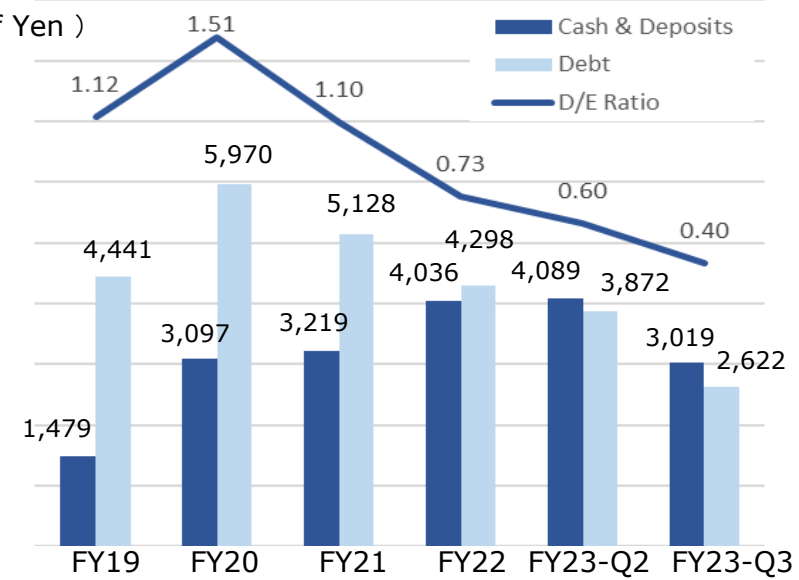
## <Total net assets>

( Millions of Yen )



## <Cash vs. Debt>

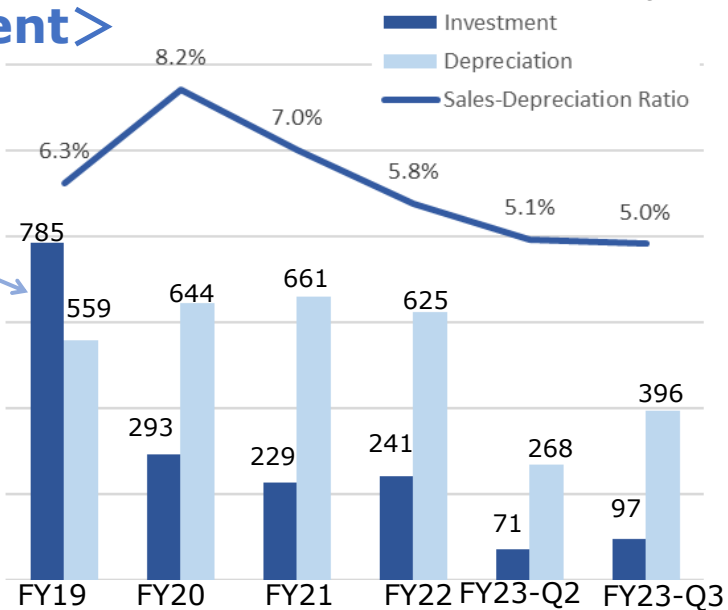
( Millions of Yen )



## <Investment>

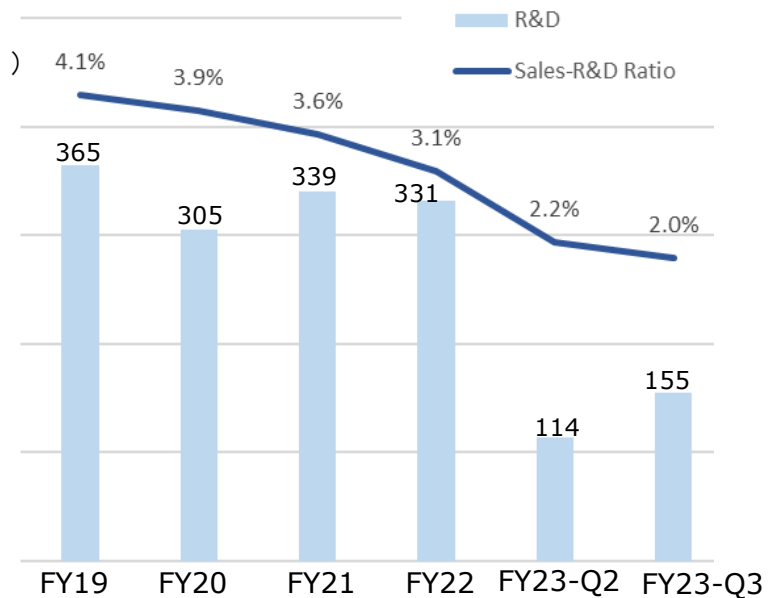
( Millions of Yen )

Enterprise System Conversion



## <R&D>

( Millions of Yen )



# TOCOS

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