

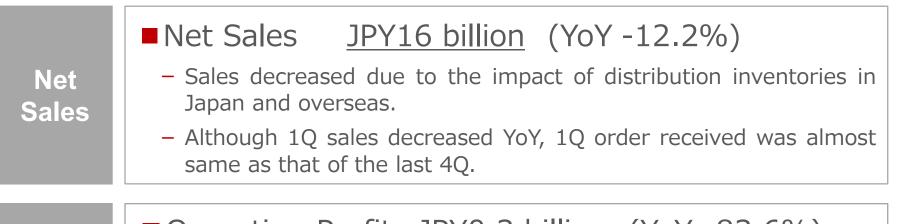
Think Automation and beyond...

# Financial Results for the First Quarter FY2025 (April1, 2024 to June 30, 2024)

August 2, 2024 IDEC CORPORATION Securities code : 6652

# Overview of consolidated financial results







Operating Profit
 Ordinary Profit
 Net Profit<sup>\*</sup>
 JPY0.3 billion (YoY -83.6%)
 JPY0.5 billion (YoY -75.6%)
 JPY0.3 billion (YoY -79.5%)

\*Profit attributable to owners of parent

- Profits also declined due to factors such as a decline in sales.

## Consolidated performance [Consolidated statement of income] -1



(Unit: million yen)	FY202	24 1Q	FY2025 1Q			
*Round down to the millions	Actual	Sales Ratio	Actual	Sales Ratio	YoY	
Net sales	18,180	100.0%	15,962	100.0%	-12.2%	
Gross profit	7,900	43.5%	6,861	43.0%	-13.2%	
SG&A	6,235	34.3%	6,589	41.3%	+ 5.7%	
Operating profit	1,665	9.2%	272	1.7%	-83.6%	
Ordinary profit	2,022	11.1%	494	3.1%	-75.6%	
Profit attributable to owners of parent	1,467	8.1%	300	1.9%	-79.5%	
Basic earnings per share (JPY)	50.16	—	10.21	—	- 39.95	
Average exchange rate for USD	137.49		155.86		+18.37	
Average exchange rate for EUR	149.58		167.84		+18.26	
Average exchange rate for CNY	19.	56	21.	+ 1.91		

Despite positive effects of price revisions, operating profit **decreased by approx. 1.4 billion yen** YoY due to the decrease in high-profitable sales of Japan and the impact of the increase in cost rate.



DFC

## Consolidated performance [Consolidated income statement] -2



(Unit: million yen)		FY2024					FY2025				
Round down to the millions	1Q (Apr.te	o Jun.)	2Q (Jul.to	o Sep.)	3Q (Oct.t	o Dec.)	4Q (Jan.to	o Mar.)	1Q	(Apr. to Jur	n.)
minions	Actual	Sales ratio	Actual	Sales ratio	Actual	Sales ratio	Actual	Sales ratio	Actual	Sales ratio	YoY
Net sales	18,180	100.0%	19,620	100.0%	16,540	100.0%	18,370	100.0%	15,962	100.0%	-12.2%
Gross profit	7,900	43.5%	8,553	43.6%	6,848	41.4%	7,716	42.0%	6,861	43.0%	-13.2%
SG&A	6,235	34.3%	6,172	31.5%	6,244	37.8%	6,090	33.2%	6,589	41.3%	+5.7%
Operating profit	1,665	9.2%	2,381	12.1%	603	3.6%	1,625	8.9%	272	1.7%	-83.6%
Ordinary profit	2,022	11.1%	2,507	12.8%	532	3.2%	1,858	10.1%	494	3.1%	-75.6%
Profit attributable to owners of parent	1,467	8.1%	1,706	8.7%	263	1.6%	969	5.3%	300	1.9%	-79.5%
Basic earnings per share (JPY)	50.16	_	58.14	_	8.86	_	32.94	_	10.21	-	-39.95

## Sales by regions



(Unit: million yen) *Round down to the millions (Sales ratio)	FY2024 1Q	FY2025 1Q	YoY
Japan	6,681 (36.8%)	4,937 (30.9%)	-26.1%
Overseas	11,498 (63.2%)	11,025 (69.1%)	-4.1%
Americas	3,707 (20.4%)	3,572 (22.4%)	-3.6%
EMEA (Europe, Middle East, Africa)	3,776 (20.7%)	3,977 (24.9%)	+5.3%
Asia Pacific	4,015 (22.1%)	3,474 (21.8%)	-13.5%
Total	18,180 (100.0%)	15,962 (100.0%)	-12.2%

## Japan

## -26.1%

Sales decreased due to a standstill in major industries and the impact of an adjustment phase in distribution inventories.

YoY

YoY

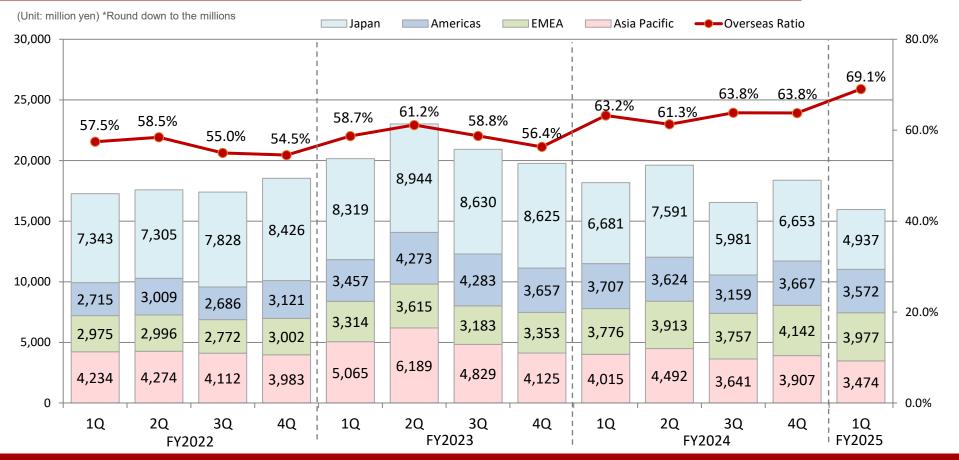
## Overseas

-4.1%

- Although the distribution stock of Americas has become stable to a certain level, sales decreased YoY.
- Although the sales on EMEA's local currencies basis decreased, sales converted into yen increased due to the impact of yen depreciation.
- In Asia-Pacific, sales decreased due to economic slowdown of Chinese economy.

# Sales by regions (per quarter transition)





## Sales by products



(Unit: million yen) *Round down to the millions (Sales ratio)	FY2024 1Q	FY2025 1Q	YoY
HMI	8,594 (47.3%)	8,149 (51.1%)	-5.2%
Industrial Relays & Components	2,948 (16.2%)	2,533 (15.9%)	-14.1%
Automation & Sensing	2,341 (12.9%)	2,071 (13.0%)	-11.5%
Safety & Explosion Protection	3,104 (17.1%)	2,350 (14.7%)	-24.3%
Systems	911 (5.0%)	714 (4.5%)	-21.6%
Others	280 (1.5%)	142 (0.8%)	-49.1%
Total	18,180 (100.0%)	15,962 (100.0%)	-12.2%

### HMI (Human-Machine Interface)

Sales of switches and operator interfaces decreased due to the impact of the distribution inventory adjustment in Japan, Americas and Asia Pacific.

## Industrial Relays & Components

Sales of control relays decreased in main China.

### **Automation & Sensing**

Sales decreased because many backlogs of programmable logic controllers were cleared.

### Safety & Explosion Protection

Sales of safety-related products decreased due to the distribution inventory adjustment mainly in Japanese and Chinese markets and lower demands from major industries including semiconductor and machine tool industries.

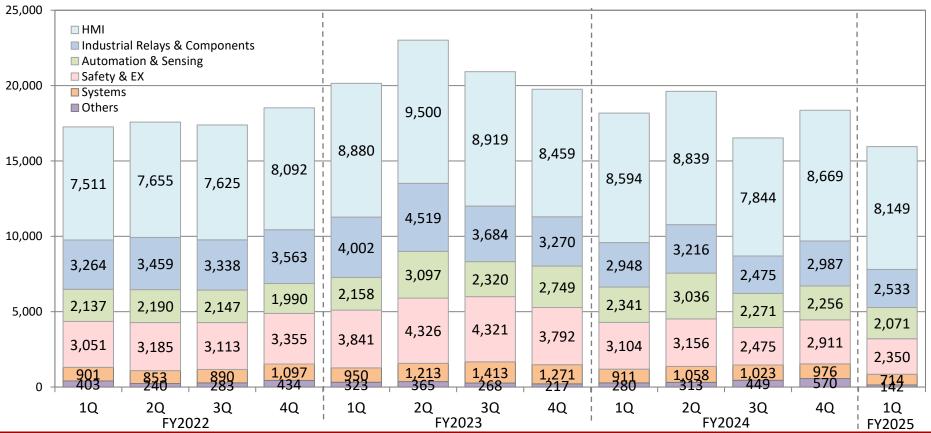
### Systems

Decrease in control panels for semiconductor manufacturing and logistic-related equipment in Asia Pacific.

## Sales by products (per quarter transition)

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(Unit: million yen) \*Round down to the millions



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(Unit: million yen)	FY202	24 1Q		FY202	25 1Q	
*Round down to the millions	Amount of orders received	Backlog	Amount of orders received	YoY	Backlog	YoY
Japan	6,550	12,329	6,551	+ 0.0%	7,013	-43.1%
Americas	2,681	3,863	3,403	+26.9%	2,750	-28.8%
EMEA (Europe, Middle East, Africa)	4,164	9,947	4,136	-0.7%	8,038	-19.2%
Asia Pacific	2,257	3,392	2,907	+28.8%	3,205	-5.5%
Total	15,655	29,532	16,999	+ 8.6%	21,008	-28.9%

# Orders received (per quarter transition)



- In Japan and Americas, order received has been in a flat trend compared to that of last 4Q due to the impact of the distribution inventory and market environment.
- In EMEA, 1Q order received was relatively strong due to yen depreciation. On the other hand, 2Q order received has been uncertain due to the impact of EU market environment.

	FY2024							FY2	025	
(Unit: million yen) *Round down to the	1Q (Apr	. to Jun.)	2Q (Jul.	to Sep.)	3Q (Oct.	to Dec.)	4Q (Jan	.to Mar.)	1Q (Apr.	to Jun.)
millions	Orders received	Backlog	Orders received	Backlog	Orders received	Backlog	Orders received	Backlog	Orders received	Backlog
Japan	6,550	12,329	5,757	9,140	4,986	7,012	6,631	6,135	6,551	7,013
Americas	2,681	3,863	3,067	3,233	2,555	2,771	3,560	2,853	3,403	2,750
EMEA (Europe, Middle East, Africa)	4,164	9,947	3,237	9,340	3,245	8,641	3,617	7,993	4,136	8,038
Asia Pacific	2,257	3,392	2,745	3,005	2,516	3,058	3,046	2,988	2,907	3,205
Total	15,655	29,532	14,808	24,720	13,305	21,485	16,856	19,971	16,999	21,008

## Orders received (per quarter transition)



(Unit: million yen) \*Round down to the millions 🗌 Japan Americas EMEA Asia Pacific 25,000 20,000 11,129 11,712 11,057 11,257 12,204 8,524 15,000 8,736 6,551 6,631 6,193 6,550 5,757 3,688 3,875 4,986 10,000 3,530 4,874 4,515 3,403 3,547 3,560 3,730 2,668 3,703 2,681 3,067 2,555 4,613 3,891 3,555 2,677 4,418 5,000 3,617 - 4,136 3,683 3,457 4,164 3,237 3,245 6,125 4,350 4,114 4,003 3,746 3,046 2,901 2,924 2,907 2,588 2,745 2,516 2,257 0 1Q FY2025 1Q 2Q 3Q 4Q 1Q 2Q 3Q 4Q 1Q 2Q 4Q 3Q FY2024 FY2022 FY2023

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## Consolidated performance [Consolidated balance sheet]



### Highlights of assets

Total assets increased by 0.95 billion yen from the end of the previous period, mainly due to increase in fixed assets, inventory assets, cash and deposits, while trade receivables decreased.

### **Highlights of liabilities**

Liabilities decreased by 0.51 billion yen from the end of previous period due to decrease in loans payable.

### Highlights of net assets

Although earned surplus decreased, foreign currency translation adjustment increased. Therefore, net assets increased by 1.46 billion yen from the end of previous period.

(Unit: million yen) *Round down to the millions	FY2024 (previous FY)	FY2025 (end of June)	YoY
Current asset	54,921	54,541	-379
Non-current asset	52,217	53,549	+1,332
Current liabilities	23,830	21,533	-2,297
Non-current liabilities	17,301	19,088	+1,787
Total net assets	66,006	67,469	+1,462
Total liabilities and net assets	107,138	108,091	+952
Equity-to-asset ratio	61.2%	62.0%	+0.8%



Cash Flows by financing activities

854

1,019

#### ■ It was approx. 4.04 billion yen due to It was approx. -0.35 billion yen due It was -3.31 billion yen due to decrease in trade receivables and contract to acquisition of tangible fixed repayment of borrowings and assets, depreciation and amortization. assets. etc. expenses including dividends. (Unit: million yen) FY2024 1Q FY2025 1Q YoY \*Round down to the millions 4,036 +4,451CF from operation activities -414 78 -347 -425 CF from investing activities Free cash flows (FCF) -336 +4,0263,689 CF from financing activities -2,327 -3,309 -982 12,969 15,957 +2,987Cash and cash equivalents at end of period

Cash Flows by investing activities

928

946

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Depreciation and amortization

Capital expenditures

Cash Flows by operation activities

-74

+73

# Forecast for the FY2025

## Forecast for the FY2025



(Unit: million yen)	FY2	024	FY2025			
*Round down to the millions	Actual	Sales ratio	Forecast	Sales ratio	YoY	
Net sales	72,711	100.0%	71,700	100.0%	-1.4%	
Gross profit	31,019	42.7%	31,200	43.5%	+0.6%	
SG&A	24,743	34.0%	26,000	36.3%	+5.1%	
Operating profit	6,276	8.6%	5,200	7.3%	-17.1%	
Ordinary profit	6,920	9.5%	5,200	7.3%	-24.9%	
Profit attributable to owners of parent	4,407	6.1%	4,000	5.6%	-9.2%	
Basic earnings per share (JPY)	150.10	_	136.23	_	-13.87	
Average exchange rate for USD	144.59		148.00		+3.41	
Average exchange rate for EUR	156.74		160.00		+3.26	
Average exchange rate for CNY	20.1	13	20.5	50	+0.37	

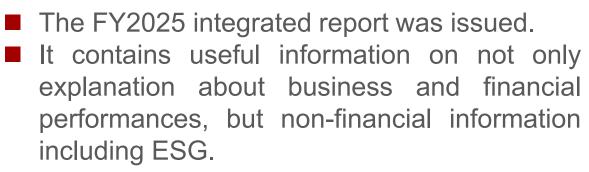
## Forecast for the FY2025



(Unit: million yen)	FY2024	FY20	025
*Round down to the millions	Actual	Forecast	YoY
HMI	33,948	34,700	+2.2%
Industrial Relays & Components	11,629	11,000	-5.4%
Automation & Sensing	9,904	9,900	-0.0%
Safety & Explosion Protection	11,647	11,300	-3.0%
Systems	3,969	3,200	-19.4%
Others	1,612	1,600	-0.8%
Total	72,711	71,700	-1.4%
Domestic sales	26,907	25,200	-6.3%
Overseas sales	45,804	46,500	+1.5%
(Ratio of overseas sales)	(63.0%)	(64.9%)	-1.4%

# Introduction of Integrated Report (IDEC Report 2024)

## **Integrated Report**





IDEC

(\*Further information is available from a following URL.) <u>https://us.idec.com/idec-us/en/USD/integrated-report-2024</u>

#### CEO Message

The IDEC Group aims to transform itself into a highly profitable organization by advancing fundamental reforms globally, and to provide products and solutions that contribute to solving societal issues.









CEO Message

Special Feature

Interview with Directors

## **Integrated Report**



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## **Integrated Report: Introduction**



- Purpose, At a Glance and History are listed at the beginning to understand an overview of IDEC.
- In History pages, information on sales, transition of overseas ratio, recent M&A and partnerships status is listed together.



## **Integrated Report: Special Feature**

- IDEC
- Diverse initiatives for IDEC's purpose of "achieve safety, ANSHIN, and well-being" are listed.

## [Listed contents]

- Maintaining and improving employee health and building a safety culture
- Vision Zero activities
- Development of safety personnel
- Well-being survey
- Promotion of collaborative safety (Safety2.0)
- Products and solutions that contribute to solving social issues.



## Integrated Report: Governance



- Two female managers interviewed with an external director and an internal director.
- The further expanded information on compliance and risk management is listed.



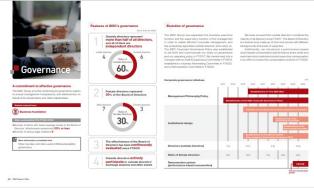












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## **Integrated Report: Environment**



Environmental initiatives are introduced comprehensively.
 Information disclosure based on the IFRS sustainability disclosure standards and transition of Scope 1 to 3 values is also listed.



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## Integrated Report: Human Rights, Supply Chain Management

- Contents about "Respect for Human Rights" and "Supply Chain Management" are newly listed.
  In Human Right pages, process for addressing human rights and assessment of impacts on human rights are listed for the first time.
- In Supply Chain Management pages, CSR self-assessment and surveys into responsible minerals sourcing are introduced.



# 社外からの評価



IDEC achieved to be selected into diverse indexes by continuous initiatives.

- We have been selected as FTSE indexes for the third consecutive year since 2022.
- In 2024, we were selected as a "Group 1", the highest estimation among five stages, of Morningstar Japan ex-REIT Gender Diversity Tilt index.
- We were also selected as JPX-NIKKEI Mid Small Index in addition to S&P/JPX Carbon Efficient Index.



# References



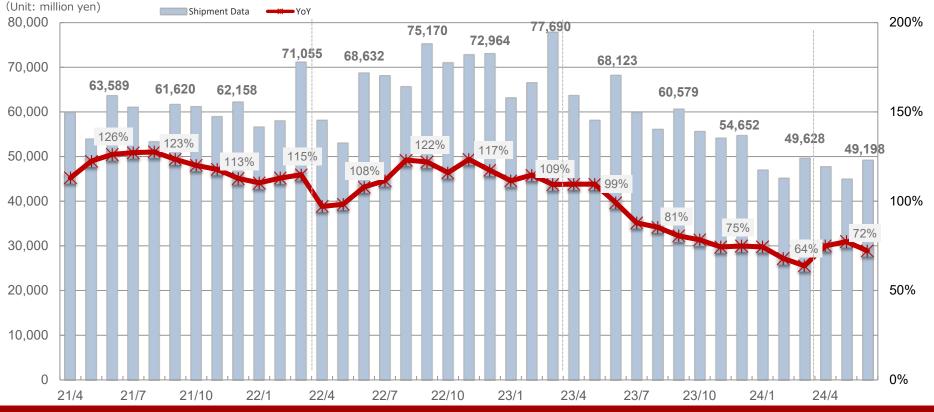
Currency	Exchange	Effect by 1 yen chang *For CNY, effect by		
	assumption	Net sales	Operating income	
USD	JPY155.86	Approx. 50 mil. yen	Approx. 5 mil. yen	
EUR	JPY167.84	Approx. 130 mil. yen	Approx. 10 mil. yen	
CNY	JPY21.47	Approx. 30 mil. yen	Approx. 20 mil. yen	

## Industry Trend (Transition of shipment data of NECA\*)

\*Nippon Electric Control Equipment Industries Association

IDEC

Transition of the industrial shipment and YoY status (between April 2021 to June 2024)



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## Sales classification by segment





This material contains our plans and performance forecast, which we have planned and expected in accordance with available information as of August 2, 2024.

Therefore, actual performances may vary from aforementioned plans and expected values due to unforeseeable events and factors.

The original language is Japanese in financial results materials. The English version is translated into the original Japanese version. In the case of any discrepancy between the English translation and the Japanese original, the latter shall prevail.

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