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Consolidated Financial Results for the Nine months Ended December 31, 2024 [Japanese GAAP]



January 30, 2025

Company name: AISAN INDUSTRY CO., LTD.

Stock exchange listing: Tokyo, Nagoya

Code number: 7283

URL: <https://www.aisan-ind.co.jp/>

Representative: Tokuhisa Nomura, President

Contact: Hideto Ikai, General Manager, Accounting & Finance Dept.

Phone: +81-562-47-1131

Scheduled date of commencing dividend payments: -

Availability of supplementary explanatory materials on quarterly financial results: Yes

Schedule of quarterly financial results briefing session: Yes (for analysts and institutional investors)

(Amounts of less than one million yen are rounded down, unless otherwise noted)

1. Consolidated Financial Results for the Nine months December 31, 2024 (April 1, 2024 to December 31, 2024)

(1) Consolidated Operating Results (% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
Nine months ended	Million yen	%	Million yen	%	Million yen	%	Million yen	%
December 31, 2024	253,145	8.4	16,599	13.2	17,097	7.1	11,741	2.0
December 31, 2023	233,425	35.4	14,661	56.2	15,959	52.6	11,506	68.1

(Note) Comprehensive income: Fiscal year ended December 31, 2024: ¥ 11,519 million [-39.0%]

Fiscal year ended December 31, 2023: ¥ 18,869 million [21.4%]

	Basic earnings per share	Diluted earnings per share
Nine months ended	Yen	Yen
December 31, 2024	187.98	187.86
December 31, 2023	183.63	183.44

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio
As of	Million yen	Million yen	%
December 31, 2024	299,643	147,008	47.4
March 31, 2024	272,549	139,558	49.4

(Reference) Equity: As of December 31, 2024: ¥ 141,876 million

As of March 31, 2024: ¥ 134,741 million

2. Dividends

	Annual dividends				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total
Fiscal year ended March 31, 2024	Yen -	Yen 27.00	Yen -	Yen 28.00	Yen 55.00
Fiscal year ended March 31, 2025	-	31.00			
Fiscal year ending March 31, 2025 (Forecast)			-	37.00	68.00

(Note) Revision to the forecast for dividends announced most recently: Yes

3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2025(April 1, 2024 to March 31, 2025)

(% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	330,000	5.0	21,000	35.5	21,500	25.0	14,000	19.2	224.13

(Note) Revision to the financial results forecast announced most recently: Yes

* Notes:

(1) Significant changes in scope of consolidation during the period: No

(2) Accounting policies adopted specially for the preparation of quarterly consolidated financial statements: No

(3) Changes in accounting policies, changes in accounting estimates and retrospective restatement

1) Changes in accounting policies due to the revision of accounting standards: Yes

2) Changes in accounting policies other than 1) above: No

3) Changes in accounting estimates: No

4) Retrospective restatement: No

Attachments notes. For details, please refer to page 8 "change in accounting policies".

(4) Total number of issued and outstanding shares (common shares)

1) Total number of issued and outstanding shares at the end of the period (including treasury shares):

December 31, 2024: 63,376,379 shares

March 31, 2024: 63,339,379 shares

2) Total number of treasury shares at the end of the period:

December 31, 2024: 893,868 shares

March 31, 2024: 917,500 shares

3) Average number of shares during the period:

Nine months ended December 31, 2024: 62,458,971 shares

Nine months ended December 31, 2023: 62,660,319 shares

* Review of the Japanese-language originals of the attached quarterly consolidated financial statements by certified public accountants or an audit firm: No

* Proper use of earnings forecasts, and other special matters

The above forward-looking statements are prepared based on judgment and assumption from information currently available to the Company. These statements do not purport that the Company pledges to realize such statements. Actual business results may differ from the forecast figures due to various factor.

For consolidated financial results, please refer to attachment page 3 "Overview of Consolidated Financial Results Forecast and Other Forward-looking Information".

(How to obtain supplementary financial results material)

Supplementary financial material will be posted on the Company's website on January 30, 2025(JST)

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1. Overview of Operating Results, etc. for the Period under Review

(1) Overview of Operating Results

During the nine months ended December 31, 2024, the global economy showed signs of gradual recovery, but it remains uncertainty due to factors such as the slowdown in the Chinese economy, continued high prices of raw materials and energy, policy changes in various countries, and the impact of heightened international tension. In the automobile industry, while there were impacts from production stagnation and shipping suspensions, overall, the industry showed a gradual recovery trend.

Under these circumstances, the Company's consolidated net sales for the nine months ended December 31, 2024, were ¥253,145 million, an increase of 8.4% year on year. As for profits, operating profit increased 13.2% year on year to ¥16,599 million, ordinary profit increased 7.1% year on year to ¥17,097 million, and profit attributable to owners of parent increased 2.0% year on year to ¥11,741 million.

Results by segment are as follows. Net sales include inter-segment sales.

(Japan)

Net sales increased 16.0% year on year to ¥99,461 million due to an increase in sales volume; however, operating profit decreased 11.2% year on year to ¥1,508 million due to an increase in various expenses.

(Asia)

Net sales increased 9.7% year on year to ¥111,711 million due to an increase in sales volume and foreign exchange rate fluctuations, and operating profit increased 16.0% year on year to ¥9,701 million due mainly to efforts to improve profitability.

(Americas)

Net sales increased 8.8% year on year to ¥56,413 million due to an increase in sales volume and foreign exchange rate fluctuations, and operating profit increased 26.5% year on year to ¥4,613 million due mainly to efforts to improve profitability.

(Europe)

Net sales increased 7.5% year on year to ¥12,063 million due to foreign exchange rate fluctuations, and operating profit increased 2.1 times year on year to ¥1,044 million due mainly to efforts to improve profitability.

(2) Overview of Financial Position

As of December 31, 2024, total assets amounted to ¥299,643 million, an increase of ¥27,094 million from the end of the previous fiscal year, mainly due to an increase in cash and deposits from borrowings. Liabilities increased ¥19,643 million from the end of the previous fiscal year to ¥152,634 million, mainly due to an increase in long-term borrowings.

Net assets increased ¥7,450 million from the end of the previous fiscal year to ¥147,008 million, mainly due to an increase in retained earnings.

(3) Overview of Consolidated Financial Results Forecast and Other Forward-looking Information

Regarding the full-year consolidated financial results forecast, while we announced a revision to our full-year financial results forecast on July 30, 2024, we have further revised our assumption for the average exchange rate during the period from ¥149 = US\$1 to ¥152 = US\$1 (¥150 = US\$1 from the fourth quarter onward) as the yen continues to be weaker than anticipated. Furthermore, profit improvement is expected to exceed our forecast.

In light of these circumstances, we have updated our consolidated financial results forecast for the fiscal year ending March 31, 2025, as follows.

Consolidated Financial Results Forecast for Fiscal Year Ending March 31, 2025 (April 1, 2024 to March 31, 2025)

(Million yen unless otherwise stated)

	Net sales (Millions of yen)	Operating profit (Millions of yen)	Ordinary profit (Millions of yen)	Profit attributable to owners of parent (Millions of yen)	Basic earnings per share (Yen)
Previous Forecast (A)	325,000	19,000	20,000	13,000	208.19
Revised Forecast (B)	330,000	21,000	21,500	14,000	224.13
Change (B – A)	5,000	2,000	1,500	1,000	–
Change (%)	1.5%	10.5%	7.5%	7.7%	–
[Reference] Previous Fiscal Year Results	314,336	15,498	17,201	11,744	187.63

The assumed foreign exchange rate is ¥152 = US\$1.

In addition, taking into account the consolidated financial results forecast and other factors, we have revised the year-end dividend forecast for the fiscal year ending March 31, 2025 as follows:

	Dividend per Share (Yen)		
Record Date	2nd quarter-end	Year-end	Annual
Previous Forecast	31.00	32.00	63.00
Revised Forecast	–	37.00	68.00
Actual Results	31.00	–	–
[Reference] Previous Fiscal Year Results	27.00	28.00	55.00

2. Quarterly Consolidated Financial Statements and Principal Notes

(1) Quarterly Consolidated Balance Sheets

(Millions of yen)

	As of March 31, 2024	As of December 31, 2024
Assets		
Current assets		
Cash and deposits	65,554	86,422
Notes and accounts receivable - trade	39,279	35,620
Electronically recorded monetary claims - operating	3,752	5,363
Securities	1,482	-
Merchandise and finished goods	8,287	9,746
Work in process	6,320	7,479
Raw materials and supplies	18,959	21,769
Other	6,084	8,307
Allowance for doubtful accounts	(82)	(48)
Total current assets	149,636	174,660
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	21,422	23,630
Machinery, equipment and vehicles, net	41,680	36,417
Land	8,617	8,407
Construction in progress	6,331	13,204
Other, net	5,547	5,596
Total property, plant and equipment	83,599	87,256
Intangible assets	2,398	2,478
Investments and other assets		
Investment securities	9,200	7,241
Retirement benefit asset	23,309	23,577
Deferred tax assets	2,707	2,839
Other	1,743	1,634
Allowance for doubtful accounts	(45)	(45)
Total investments and other assets	36,915	35,248
Total non-current assets	122,912	124,982
Total assets	272,549	299,643

(Millions of yen)

	As of March 31, 2024	As of December 31, 2024
Liabilities		
Current liabilities		
Notes and accounts payable - trade	32,872	33,389
Electronically recorded obligations - operating	7,462	9,287
Short-term borrowings	2,219	1,362
Current portion of long-term borrowings	8,091	3,021
Accrued expenses	10,955	9,093
Income taxes payable	1,179	1,718
Provision for product warranties	7,603	10,491
Provision for bonuses for directors (and other officers)	96	97
Provision for business restructuring	148	115
Other	11,438	13,010
Total current liabilities	82,067	81,587
Non-current liabilities		
Long-term borrowings	31,526	51,110
Deferred tax liabilities	3,448	3,256
Provision for retirement benefits for directors (and other officers)	51	78
Retirement benefit liability	15,357	15,597
Other	538	1,005
Total non-current liabilities	50,922	71,047
Total liabilities	132,990	152,634
Net assets		
Shareholders' equity		
Share capital	10,838	10,857
Capital surplus	12,668	12,690
Retained earnings	82,720	90,776
Treasury shares	(1,032)	(1,004)
Total shareholders' equity	105,195	113,319
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	5,332	3,962
Foreign currency translation adjustment	14,854	15,979
Remeasurements of defined benefit plans	9,358	8,613
Total accumulated other comprehensive income	29,546	28,556
Share acquisition rights	27	10
Non-controlling interests	4,789	5,122
Total net assets	139,558	147,008
Total liabilities and net assets	272,549	299,643

(2) Quarterly Consolidated Statements of Income and Comprehensive Income
Quarterly Consolidated Statements of Income (For the Nine months)

(Millions of yen)

	For the nine months ended December 31, 2023	For the nine months ended December 31, 2024
Net sales	233,425	253,145
Cost of sales	201,529	216,467
Gross profit	31,895	36,678
Selling, general and administrative expenses	17,234	20,078
Operating profit	14,661	16,599
Non-operating income		
Interest income	210	636
Dividend income	150	191
Gain on sale of investment securities	-	356
Foreign exchange gains	1,005	-
Other	335	506
Total non-operating income	1,701	1,690
Non-operating expenses		
Interest expenses	148	118
Foreign exchange losses	-	360
Loss on sale and retirement of non-current assets	217	577
Other	37	136
Total non-operating expenses	403	1,192
Ordinary profit	15,959	17,097
Extraordinary income		
Gain on reversal of share acquisition rights	24	11
Total extraordinary income	24	11
Profit before income taxes	15,983	17,109
Income taxes - current	3,375	4,406
Income taxes - deferred	498	305
Total income taxes	3,874	4,711
Profit	12,109	12,397
Profit attributable to non-controlling interests	602	656
Profit attributable to owners of parent	11,506	11,741

Quarterly Consolidated Statements of Comprehensive Income (For the Nine months)

(Millions of yen)

	For the nine months ended December 31, 2023	For the nine months ended December 31, 2024
Profit	12,109	12,397
Other comprehensive income		
Valuation difference on available-for-sale securities	932	(1,366)
Foreign currency translation adjustment	6,142	1,226
Remeasurements of defined benefit plans, net of tax	(315)	(739)
Total other comprehensive income	6,759	(878)
Comprehensive income	18,869	11,519
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	18,013	10,751
Comprehensive income attributable to non-controlling interests	855	767

(3) Notes to Quarterly Consolidated Financial Statements

(Notes on going concern assumption)

Not applicable.

(Notes in case of significant changes in shareholders' equity)

Not applicable.

(Changes in accounting policies)

(Application of Accounting Standard for Current Income Taxes, etc.)

The "Accounting Standard for Current Income Taxes" (ASBJ Statement No. 27, October 28, 2022; hereinafter, "Revised Accounting Standard 2022"), etc. has been applied since the beginning of the first quarter of the fiscal year ending March 31, 2025.

Revisions concerning the categories in which current income taxes should be recorded (taxes on other comprehensive income) are subject to the transitional treatment set forth in the proviso of paragraph 20-3 of the Revised Accounting Standard 2022 and the transitional treatment set forth in the proviso of paragraph 65-2 (2) of the Guidance on Accounting Standard for Tax Effect Accounting (ASBJ Guidance No. 28, October 28, 2022; hereinafter, "Revised Guidance 2022"). This change in accounting policies had no impact on the quarterly consolidated financial statements.

With regard to revisions related to changes in the accounting treatment for consolidated financial statements when gains or losses on sale of shares, etc. in subsidiaries resulting from transactions between consolidated subsidiaries are deferred for tax purposes, the Company has applied the Revised Guidance 2022 from the beginning of the first quarter of the fiscal year ending March 31, 2025. The change in accounting policies was applied retrospectively to the consolidated financial statements for the third quarter of the previous fiscal year and the entire previous fiscal year. The change in the accounting policies had no impact on the consolidated financial statements for the third quarter of the previous fiscal year or the entire previous fiscal year.

(Segment information, etc.)

[Segment information]

I For the nine months ended December 31, 2023 (from April 1, 2023 to December 31, 2023)

1. Information on net sales and income (loss) by reportable segment

(Million yen)

	Reportable segment				Total	Adjustment (Note 1)	Amount recorded in the quarterly consolidated statements of income (Note 2)
	Japan	Asia	Americas	Europe			
Net sales							
(1) Net sales to outside customers	69,530	100,942	51,757	11,194	233,425	—	233,425
(2) Inter-segment net sales or transfers	16,182	896	109	31	17,219	(17,219)	—
Total	85,713	101,838	51,867	11,225	250,645	(17,219)	233,425
Segment income	1,699	8,361	3,647	499	14,208	452	14,661

(Notes) 1. The ¥452 million adjustment to segment income is mainly an adjustment for unrealized inter-segment profits.

2. Segment income is adjusted with operating profit in the quarterly consolidated statements of income.

II For the nine months ended December 31, 2024 (from April 1, 2024 to December 31, 2024)

1. Information on net sales and income (loss) by reportable segment

(Million yen)

	Reportable segment				Total	Adjustment (Note 1)	Amount recorded in the quarterly consolidated statements of income (Note 2)
	Japan	Asia	Americas	Europe			
Net sales							
(1) Net sales to outside customers	74,146	110,656	56,332	12,010	253,145	—	253,145
(2) Inter-segment net sales or transfers	25,314	1,054	81	53	26,504	(26,504)	—
Total	99,461	111,711	56,413	12,063	279,650	(26,504)	253,145
Segment income	1,508	9,701	4,613	1,044	16,868	(268)	16,599

(Notes) 1. The negative ¥268 million adjustment to segment income is mainly an adjustment for unrealized inter-segment profits.

2. Segment income is adjusted with operating profit in the quarterly consolidated statements of income.

(Notes to consolidated statements of cash flows)

Quarterly consolidated statements of cash flows were not prepared for the nine months ended December 31, 2024. “Depreciation” (including amortization of intangible assets other than goodwill) and “Amortization of goodwill” for the nine months ended December 31, 2023 and 2024 were as follows.

	(Million yen)	
	For the nine months ended December 31, 2023	For the nine months ended December 31, 2024
Depreciation	10,893	10,263
Amortization of goodwill	88	93

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Summary of Financial Results for Q3 FY2024



2025/1/30

Key Points

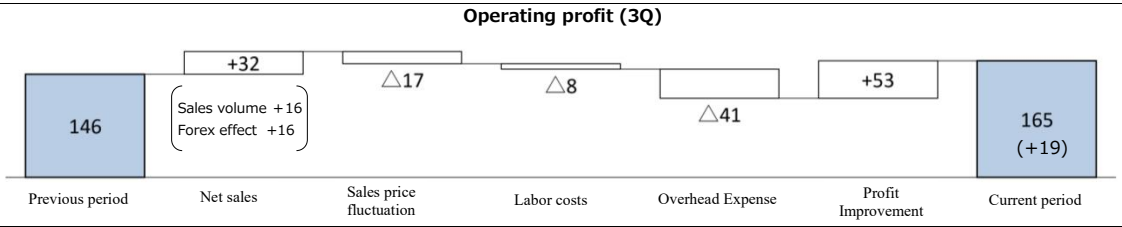
Net sales increased year on year due to an increase in sales volume including from the fuel pump transferred business, and the effect of yen depreciation. Operating profit increased year on year due to factors such as increased sales volume, profit improvement, and the effect of yen depreciation, which offset negative factors such as sales price fluctuation, higher labor costs, and increases in other expenses such as R&D investments. The full-year financial results forecast has been revised upward to net sales of ¥330.0 billion (up ¥5.0 billion from the previous announcement), operating profit of ¥21.0 billion (up ¥2.0 billion), ordinary profit of ¥21.5 billion (up ¥1.5 billion), and net profit of ¥14.0 billion (up ¥1.0 billion), due to yen depreciation to improve profitability.

1. Consolidated Financial Results

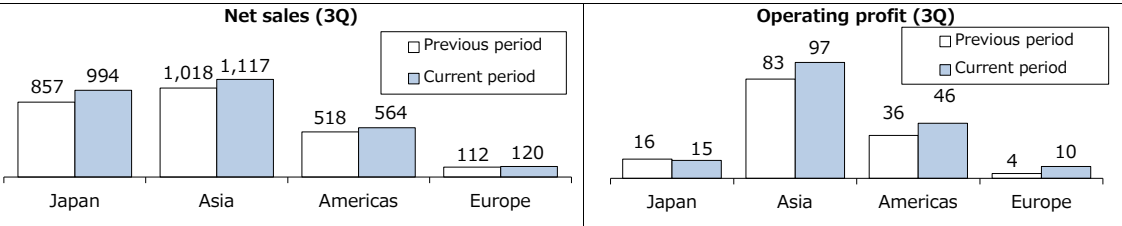
	Q3 FY2023 (Apr.–Dec. 2023)		Q3 FY2024 (Apr.–Dec. 2024)		YoY Changes	
	Sales ratio (%)	Amount	Sales ratio (%)	Amount	Amount	%
Net sales	(100.0)	233,425	(100.0)	253,145	19,720	8.4%
Operating profit	(6.3)	14,661	(6.6)	16,599	1,938	13.2%
Ordinary profit	(6.8)	15,959	(6.8)	17,097	1,138	7.1%
Net profit *	(4.9)	11,506	(4.6)	11,741	234	2.0%
Basic earnings per share (yen)		186.63		187.98	1.35	0.7%
Exchange rate (JPY/USD)		143		153	[Depreciated by 10 yen]	
Capital adequacy ratio (%)	(Mar. 31, 2024)	49.4%	(Dec. 31, 2024)	47.4%	—	—
Total assets		272,549		299,643	27,094	9.9%
Net assets		139,558		147,008	7,450	5.3%
Consolidated subsidiaries		28		27	-1	—

* Note: Net profit represents "profit attributable to owners of parent."

2. Profit increase/decrease factors (year-on-year)



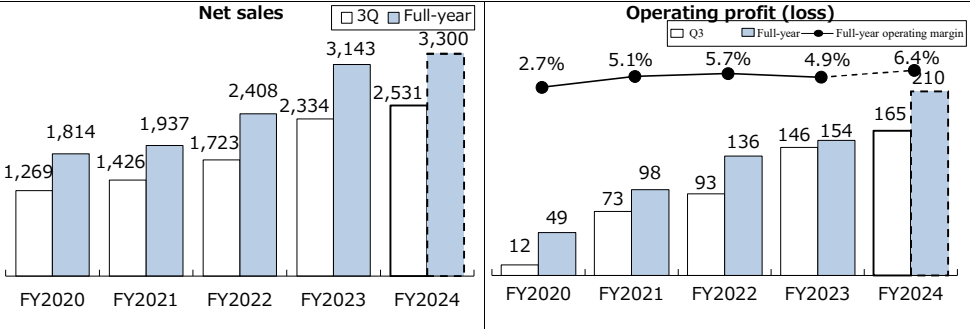
3. Results by Geographical Segments (excluding consolidation adjustments)



4. Full-year Consolidated Financial Results Forecast

	Apr. 1, 2023–Mar. 31, 2024		Apr. 1, 2024–Mar. 31, 2025		YoY		Figures announced most recently (Apr. 1, 2024–Mar. 31, 2025)		Changes from the announced figures	
	Sales ratio (%)	Amount	Sales ratio (%)	Amount	Amount	%	Sales ratio (%)	Amount	Amount	%
Net sales	(100.0)	314,336	(100.0)	330,000	15,663	5.0%	(100.0)	325,000	5,000	1.5%
Operating profit	(4.9)	15,498	(6.4)	21,000	5,501	35.5%	(5.8)	19,000	2,000	10.5%
Ordinary profit	(5.5)	17,201	(6.5)	21,500	4,298	25.0%	(6.2)	20,000	1,500	7.5%
Net profit	(3.7)	11,744	(4.2)	14,000	2,255	19.2%	(4.0)	13,000	1,000	7.7%
Basic earnings per share (yen)		187.63		224.13	36.50	19.5%		208.19	15.94	7.7%
Exchange rate (JPY/USD)		145		152	[Depreciated by 7 yen]			149	[Depreciated by 3 yen]	

5. Trends in Consolidated Financial Results



6. Trends in Financial Indicators

