

FY2025 Q2 Financial Results

November 5, 2025

IRISO ELECTRONICS CO., LTD. (6908)

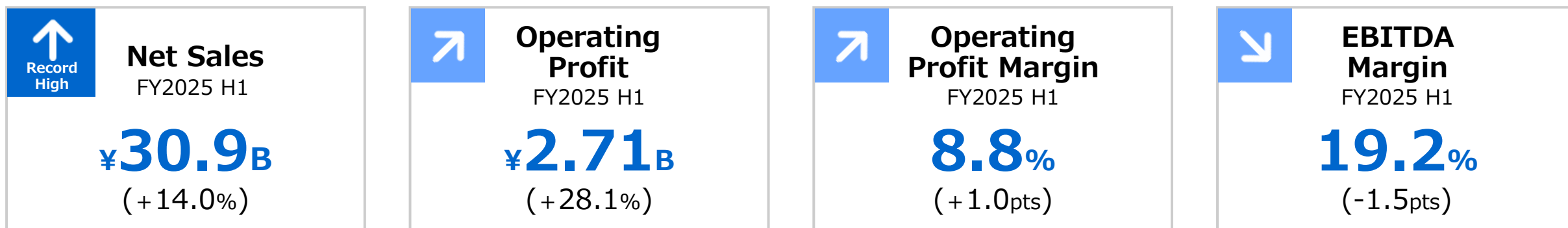
**Together, surpassing expectations by empowering connections
to enrich society and delight people.**



- 1. FY2025 Q2 Financial Summary**
- 2. FY2025 Earnings Forecast**
- 3. Shareholder Returns**
- 4. Topics**
- 5. Appendix**



1. FY2025 Q2 Financial Highlights



Note: () indicates YoY change
Note: EBITDA Margin: (Operating Profit + Depreciation Expense) / Net Sales

Net Sales

- H1 sales hit record high.
 - Driven by increased demand for high-speed transmission floating BtoB connectors in the infotainment market.
 - Helped by continued strong performance in China EV powertrain market.
- Full-year sales forecast revised upward to ¥58.0 billion.
 - Expecting a slowdown in FY2025 H2 due to the diminishing impact of policy incentives to promote EV sales in China.

Operating Profit

- Operating profit margin for Q2 alone recovered to 10.4%, up from 7.1% in Q1.
 - Despite rising material costs and upfront investments in the new Akita plant, spending control and structural reforms helped offset these pressures.



2. FY2025 Q2 Consolidated Results Summary

Unit: Yen in Millions

		FY2024 H1	Breakdown	FY2025 H1	Breakdown	Change	Change %	Vs. Initial Plan
Net Sales		27,159	100.0%	30,974	100.0%	+3,814	+14.0%	+1,974
Mobility		23,577	86.8%	26,203	84.6%	+2,626	+11.1%	
Consumer		2,361	8.7%	2,422	7.8%	+61	+2.6%	
Industrial		1,220	4.5%	2,348	7.6%	+1,127	+92.4%	
Cost of Sales		18,894	69.6%	22,175	71.6%	+3,281	+17.4%	
SG & A		6,145	22.6%	6,082	19.6%	(63)	(1.0)%	
Operating Profit		2,119	7.8%	2,715	8.8%	+596	+28.1%	+115
Pretax Profit		1,492	5.5%	3,284	10.6%	+1,791	+120.1%	+484
Quarterly Net Income		1,089	4.0%	2,081	6.7%	+991	+91.1%	+81
EPS		47.10JPY		97.47JPY				
Exchange Rate	USD	152.30JPY		146.57JPY		(5.73)JPY	(3.8)%	+1.46JPY
FY Average	EUR	165.46JPY		167.74JPY		+2.28JPY	+1.4%	+4.39JPY
	CNY	21.15JPY		20.38JPY		(0.77)JPY	(3.6)%	+0.32JPY



3. Change Factor: Sales and Profit (vs. FY2024 Q2)

Unit: Yen in Millions

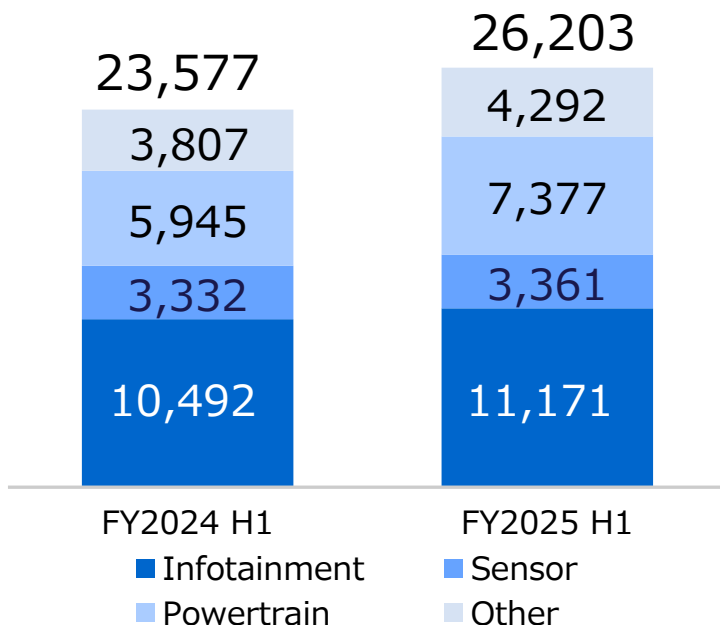
FY2024 Q2 Results	27,159	2,119	7.8%	
Currency Impact	(642)	+0		USD: 152.30JPY→146.57JPY(-4%) EUR: 165.46JPY→167.74JPY(+1%) CNY: 21.15JPY→ 20.38JPY(-4%)
Change in Sales Volume	+4,456	+1,960		
Change in Material Cost		(900)		Soaring prices in the raw materials market.
Change in Fixed Cost		(850)		Increase factors: Spending control and structural reform effects. Decrease factors: Akita plant launch, wage rise, and energy expenses.
Cost Reduction, etc.		+386		Increase factors: Cost reduction. Decrease factors: Selling price down, allowance for doubtful accounts, etc.
Total Change Factors	+3,814	+596		
FY2025 Q2 Results	30,974	2,715	8.8%	



4. Sales by Market: Mobility

Mobility : ¥+2,626 mm YoY (+11.1%)

Unit: Yen in Millions



[Quarterly Trends]

	FY2024				FY2025		YoY	QoQ
	Q1	Q2	Q3	Q4	Q1	Q2		
Infotainment	4,909	5,583	5,366	5,372	5,485	5,686	+1.8%	+3.6%
Sensor	1,659	1,672	1,755	1,622	1,589	1,772	+5.9%	+11.5%
Powertrain	2,656	3,288	3,725	3,215	3,861	3,516	+6.9%	(8.9)%
Other	1,719	2,088	1,943	1,968	1,991	2,301	+10.2%	+15.6%
Total	10,944	12,632	12,791	12,179	12,927	13,275	+5.1%	+2.7%
【FYI】ERP Impact Excluded	11,644	12,632	12,791	12,179	12,927	13,275	+5.1%	+2.7%

■ Infotainment

- Vs. FY2024 H1: +6.5%
- Robust sales of high-speed transmission floating BtoB connectors for LCD panels, IVI systems and ECU.

■ Sensor

- Vs. FY2024 H1: +0.9%
- Decrease in sales for auto radars due to structural changes in certain types of sensors.
- Increase in sales for Cameras, driven by customer expansion in China, which offset declined sales for radars.

■ Powertrain

- Vs. FY2024 H1: +24.1%
- Record high H1 sales, driven by strong demand in China.
- Increase in sales of the auto IF/WtoB connector for BMS (Battery Management System) and “Z-Move™” for inverters.

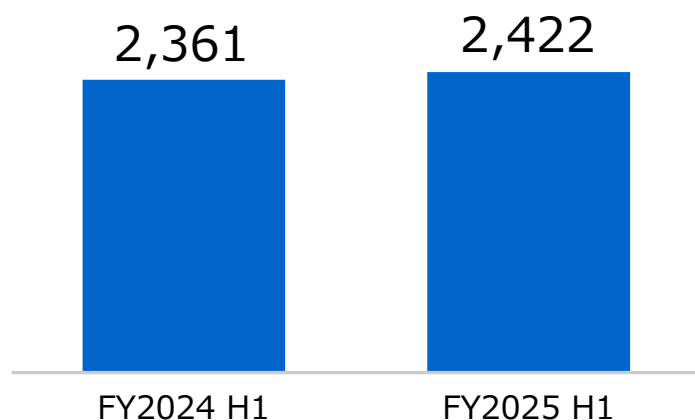
Note: Z-Move™: IRISO's proprietary vibration-resistant connector technology



5. Sales by Market: Consumer and Industrial

Consumer : ¥+61 mm YoY (+2.6%)

Unit: Yen in Millions

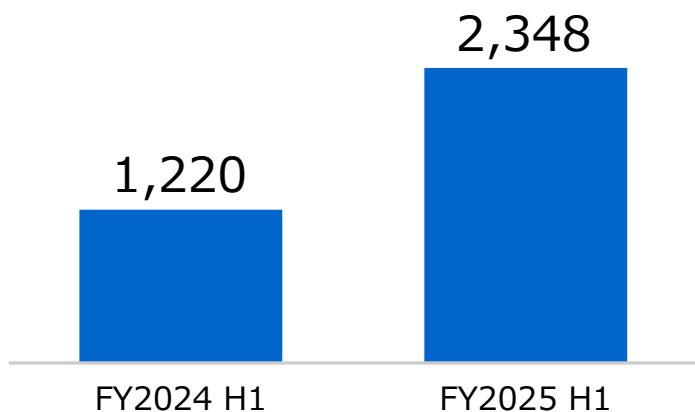


- Vs. FY2024 H1: Increase in sales for digital cameras.
- Vs. FY2025 Q1: Increase in sales for gaming console as the U.S. tariff threats prompted customers to place orders earlier than initially planned.

[Quarterly Trends]

FY2024				FY2025		YoY	QoQ
Q1	Q2	Q3	Q4	Q1	Q2		
1,042	1,319	1,227	1,034	1,179	1,243	(5.8)%	+5.4%

Industrial : ¥+1,127 mm YoY (+92.4%)



- Vs. FY2024.H1: Strong sales in the energy management systems market and signs of recovery in the FA equipment market.
- Vs. FY2025 Q1: Robust business growth in the energy management systems market.

[Quarterly Trends]

FY2024				FY2025		YoY	QoQ
Q1	Q2	Q3	4Q	Q1	Q2		
547	673	990	949	1,056	1,291	+91.9%	+22.2%



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1. FY2025 Earnings Forecast

• Full-year forecast has been revised based on the H1 progress. The H2 earnings expect the waning impact of Chinese government policies on xEV market.

Note: Assumed exchange rates for H2: USD/JPY:145, EUR/JPY:175, CNY/JPY:21

• Dividend is increased from 110 yen to 150 yen by paying a commemorative dividend for the company's 60th anniversary.

Unit: Yen in Millions

		FY2024		FY2025			YoY		H1 Progress Rate
		H1	Full Year	H1	Full Year Initial Forecast	Full Year Revised Forecast	vs. Full Year		
Net Sales		27,159	56,332	30,974	55,000	58,000	+ 1,667	+ 3.0%	53.4%
Cost of Sales		69.6%	68.2%	71.6%	67.5%	70.0%		+ 1.8pts	
Cost of Sales		2,119	5,307	2,715	5,500	5,500	+ 192	+ 3.6%	49.4%
Operating Profit Margin		7.8%	9.4%	8.8%	10.0%	9.5%		+ 0.1pts	
Pretax Profit		1,492	3,217	3,284	5,200	6,400	+ 3,182	+ 98.9%	51.3%
Quarterly Net Income		1,089	2,662	2,081	3,900	4,800	+ 2,137	+ 80.3%	43.4%
EPS		47.10JPY	118.25JPY	97.47JPY	188.65JPY	224.81JPY			
Exchange Rate FY Average	USD	152.30JPY	152.48JPY	146.57JPY	145.00JPY	147.23JPY	(5.25)JPY	(3.4)%	
	EUR	165.46JPY	163.62JPY	167.74JPY	162.00JPY	171.09JPY	+7.47JPY	+4.6%	
	CNY	21.15JPY	21.10JPY	20.38JPY	20.00JPY	20.66JPY	(0.44)JPY	(2.1)%	
Capital Expenditure		5,036	8,693	2,940	6,300	6,300	(2,393)	-	46.7%
Depreciation		3,498	7,092	3,236	7,200	7,200	+ 107	-	44.9%
Dividend		-	100JPY	-	110JPY	150JPY	+50JPY	-	



2. FY2025 Net Sales Plan by Market

Unit: Yen in Millions

	FY2024		FY2025				Revised Forecast	
	Net Sales	Break down	Full Year Initial Forecast	Break down	Full Year Revised Forecast	Break down	YoY	vs. Initial Forecast
Mobility Total	48,548	86.2%	47,650	86.6%	49,900	86.0%	+2.8%	+4.7%
Infotainment	21,231	37.7%	21,900	39.8%	21,300	36.7%	+0.3%	(2.7)%
Sensor	6,710	11.9%	6,100	11.1%	6,400	11.0%	(4.6)%	+4.9%
Powertrain	12,886	22.9%	12,400	22.5%	14,400	24.3%	+9.4%	+13.7%
Other	7,719	13.7%	7,250	13.2%	8,100	14.0%	+4.9%	+11.7%
Consumer	4,623	8.2%	3,900	7.1%	4,100	7.1%	(11.3)%	+5.1%
Industrial	3,160	5.6%	3,450	6.3%	4,000	6.9%	+26.6%	+15.9%
Total	56,322	100.0%	55,000	100.0%	58,000	100.0%	+3.0%	+5.5%



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1. Boost in Shareholder Returns (60th Anniversary Commemorative Dividend)

Company's 60th anniversary commemorative dividend

The company will celebrate its 60th anniversary in 2026. Thank you to all our shareholders, customers, business partners, employees, and all other stakeholders for their continued support and confidence over the years.

To express our gratitude to our shareholders, we plan to raise the FY2025 year-end dividend payout to ¥150 per share, by adding a commemorative dividend of ¥40 (a 36% increase) to a regular dividend of ¥110.

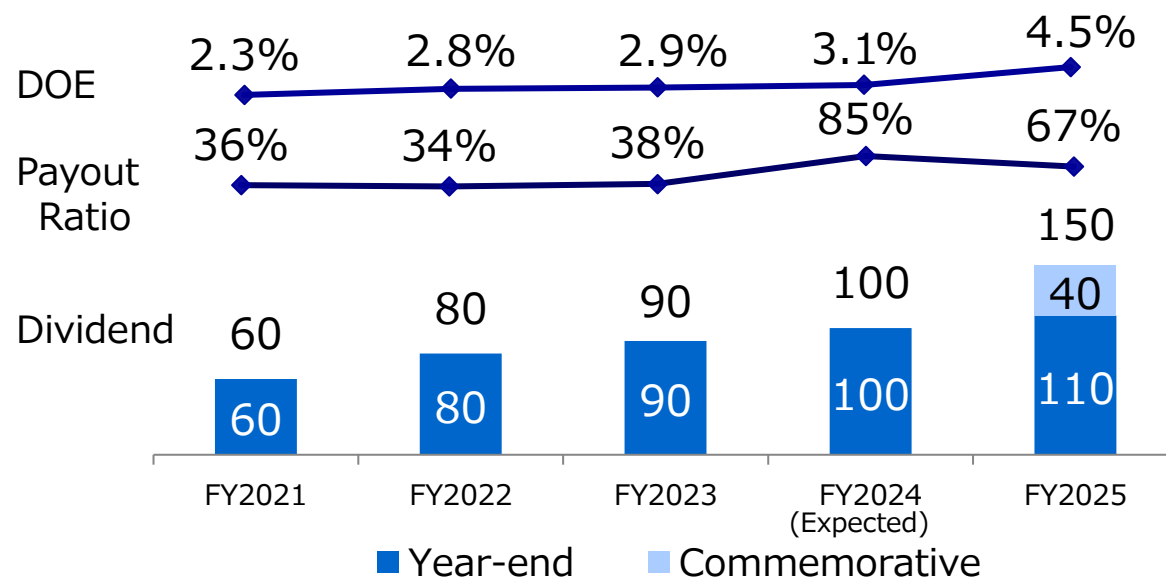
FY2025 Dividend

Year-end ¥110/Share

Commemorative ¥40/Share

Annual Total ¥150/Share

Trends in Dividend, Payout Ratio and DOE





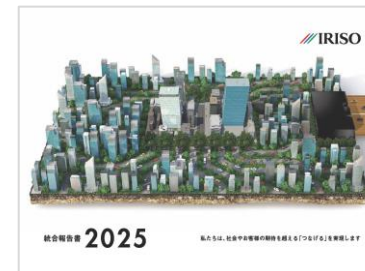
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1. Topics

Annual Integrated Report 2025 Published

- The Annual Integrated Report 2025 has been released.
(To view the website: <https://www.irisoele.com/jp/ir/documents/integrated-report/>)
- Your feedback would be highly appreciated.
(To participate in the survey: <https://forms.office.com/r/F1RtcHuXw>)



Note: English version will be published in November 2025.

Achievement of 100% Renewable Energy for Electricity Consumed at All Business Locations in Japan

- IRISO completed its transition to 100% renewable energy for electricity used at all its business locations in Japan in July 2025.
Note: Some leasehold properties such as sales offices are excluded.

“Ichiken Lounge” Appearance at Techno Frontier 2025

- IRISO joined the "Ichiken Lounge," a sponsored event at "Techno Frontier 2025," held at Tokyo Big Sight on July 23, 2025.
- There was a talk with an electronics YouTuber Ichiken on the theme “The Secrets of Automotive Connectors Revealed Through the Disassembly of an xEV Inverter.”
(To watch the video: <https://www.youtube.com/watch?v=v6O8OvaC0ZE>)

Exhibition at “electronica India 2025”

- IRISO exhibited at “electronica India 2025” held in Bangalore, India, on September 17-19, 2025.





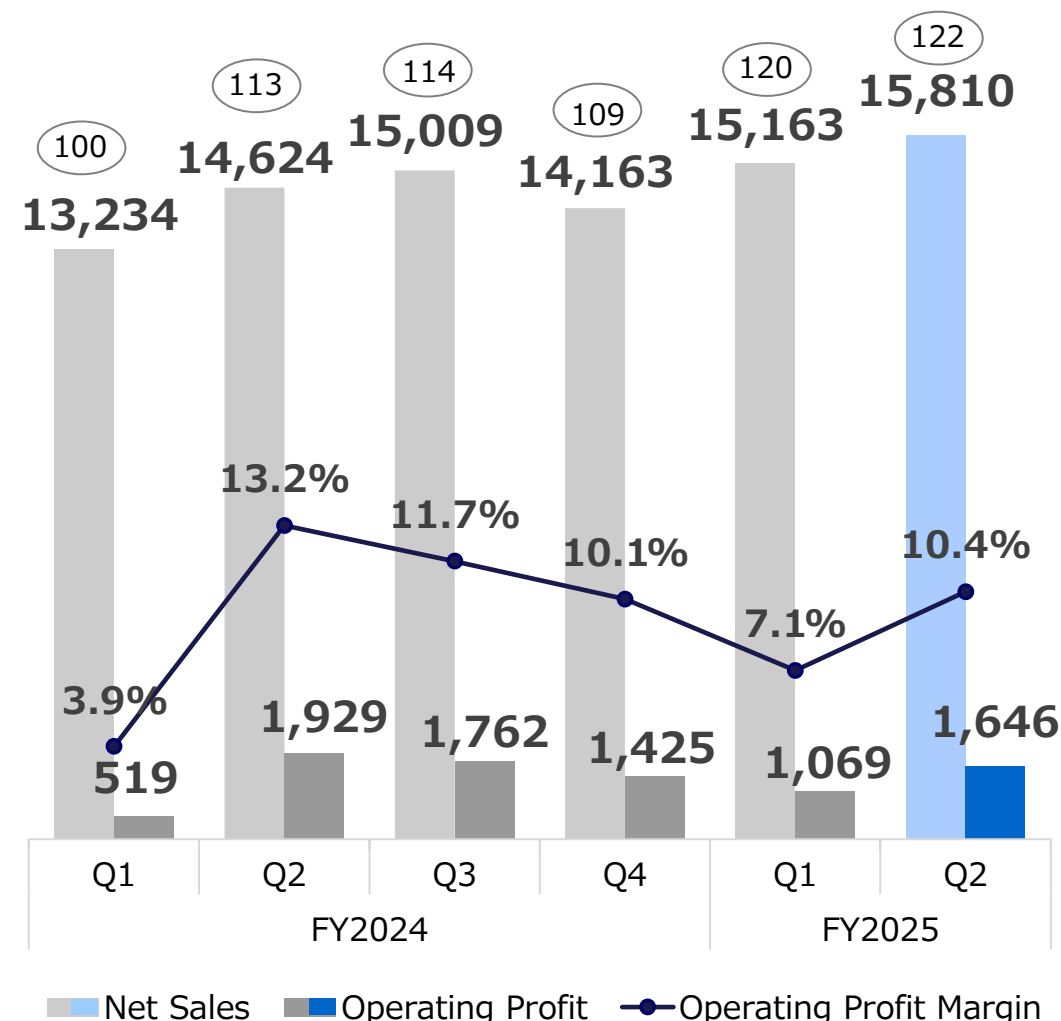
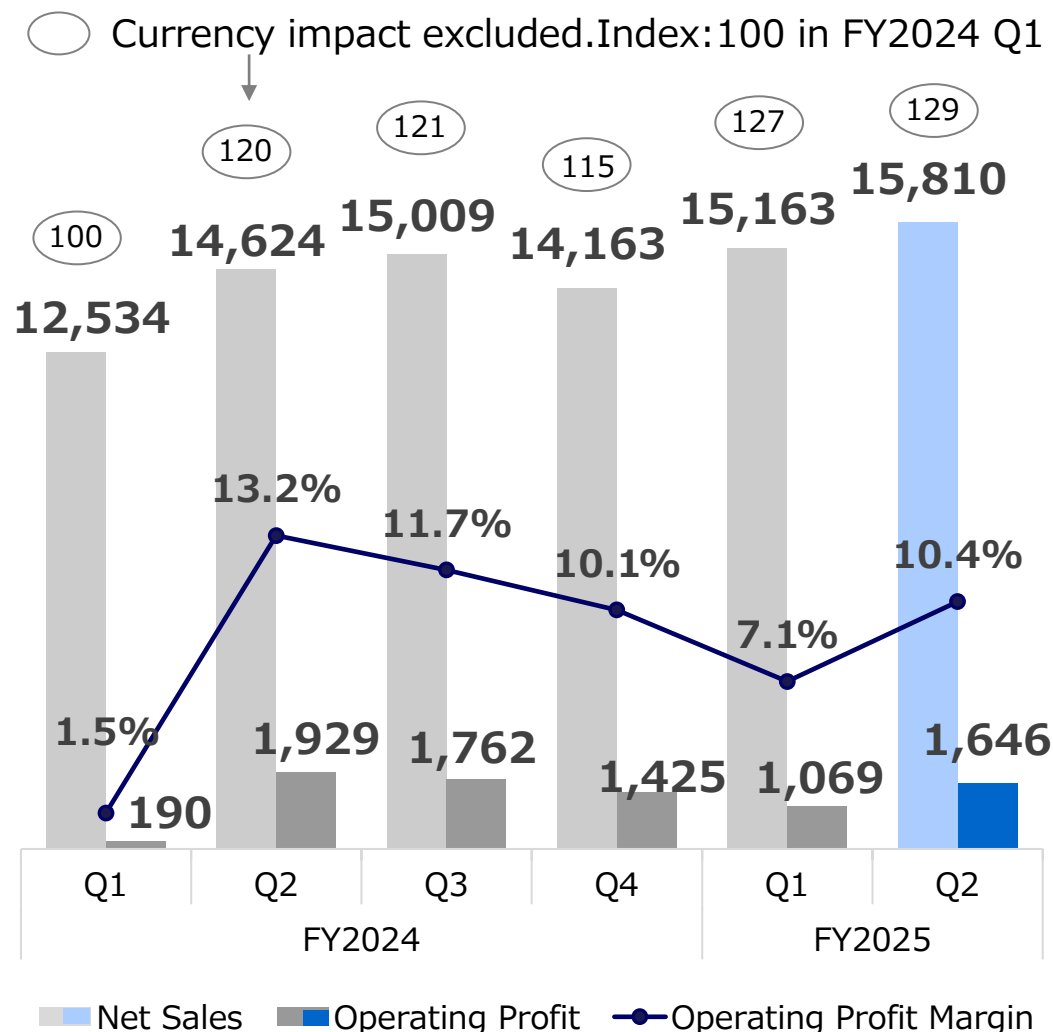
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1. QoQ Changes in Net Sales and Operating Profit

Unit: Yen in Millions

【FYI】 The impact of sales brought forward, driven by the ERP system change, excluded (FY2023 Q4←FY2024 Q1)





2. Net Sales by Region and Product

By Region

Unit: Yen in Millions

	FY2024						FY2025				Q2 YoY	
	Q1	Q2	H1	Break down	Q3	Q4	Q1	Q2	H1	Break down	Change	Change %
Japan	1,810	2,336	4,146	14.4%	2,426	2,458	2,567	2,374	4,942	16.0%	+795	+19.2%
Greater China and S.Korea	5,105	6,275	11,381	40.7%	7,469	6,065	7,257	7,793	15,050	48.6%	+3,668	+32.2%
USA	1,598	1,612	3,211	12.8%	1,188	1,390	1,097	1,320	2,418	7.8%	(792)	(24.7)%
Europe	2,305	2,418	4,723	18.4%	2,023	2,426	2,440	2,374	4,814	15.5%	+91	+1.9%
ASEAN	1,714	1,981	3,695	13.7%	1,901	1,821	1,801	1,946	3,747	12.1%	+51	+1.4%
Total	12,534	14,624	27,159	100.0%	15,009	14,163	15,163	15,810	30,974	100.0%	+3,814	+14.0%
【FYI】 ERP Impact Excluded	13,234	14,624	27,859		15,009	14,163	15,163	15,810	30,974		+3,114	+12.2%

By Product

	FY2024						FY2025				Q2 YoY	
	Q1	Q2	H1	Break down	Q3	Q4	Q1	Q2	H1	Break down	Change	Change %
BtoB	5,333	5,918	11,252	41.4%	5,989	5,965	6,377	6,421	12,798	41.3%	+1,546	+13.7%
FPC	2,649	3,186	5,836	21.5%	3,032	2,613	2,975	3,171	6,147	19.8%	+310	+5.3%
Auto IF / WtoB	3,630	4,457	8,088	29.8%	5,025	4,595	4,915	5,340	10,255	33.1%	+2,167	+26.8%
Pin Header	553	575	1,129	4.2%	558	508	497	475	972	3.1%	(156)	(13.9)%
Other	367	486	853	3.1%	404	480	397	401	799	2.6%	(53)	(6.3)%
Total	12,534	14,624	27,159	100.0%	15,009	14,163	15,163	15,810	30,974	100.0%	+3,814	+14.0%



3. Financial Statement

Unit: Yen in Millions

	FY2024	FY2025 Q2	YoY
Current Asset	52,209	51,455	(754)
Cash & Deposit	24,314	22,482	(1,832)
Account Receivable	12,789	14,591	+1,802
Inventory	13,482	12,807	(675)
Noncurrent Asset	39,161	38,721	(440)
Total Asset	91,370	90,176	(1,194)
Total Liability	20,173	19,193	(980)
Account Payable	4,689	5,050	+360
Debt	9,322	8,174	(1,147)
Total Net Asset	71,196	70,983	(213)
Total Shareholders' Equity	57,398	57,192	(206)
Capital Adequacy Ratio	77.3%	78.7%	+1.4pts



4. Cash Flows

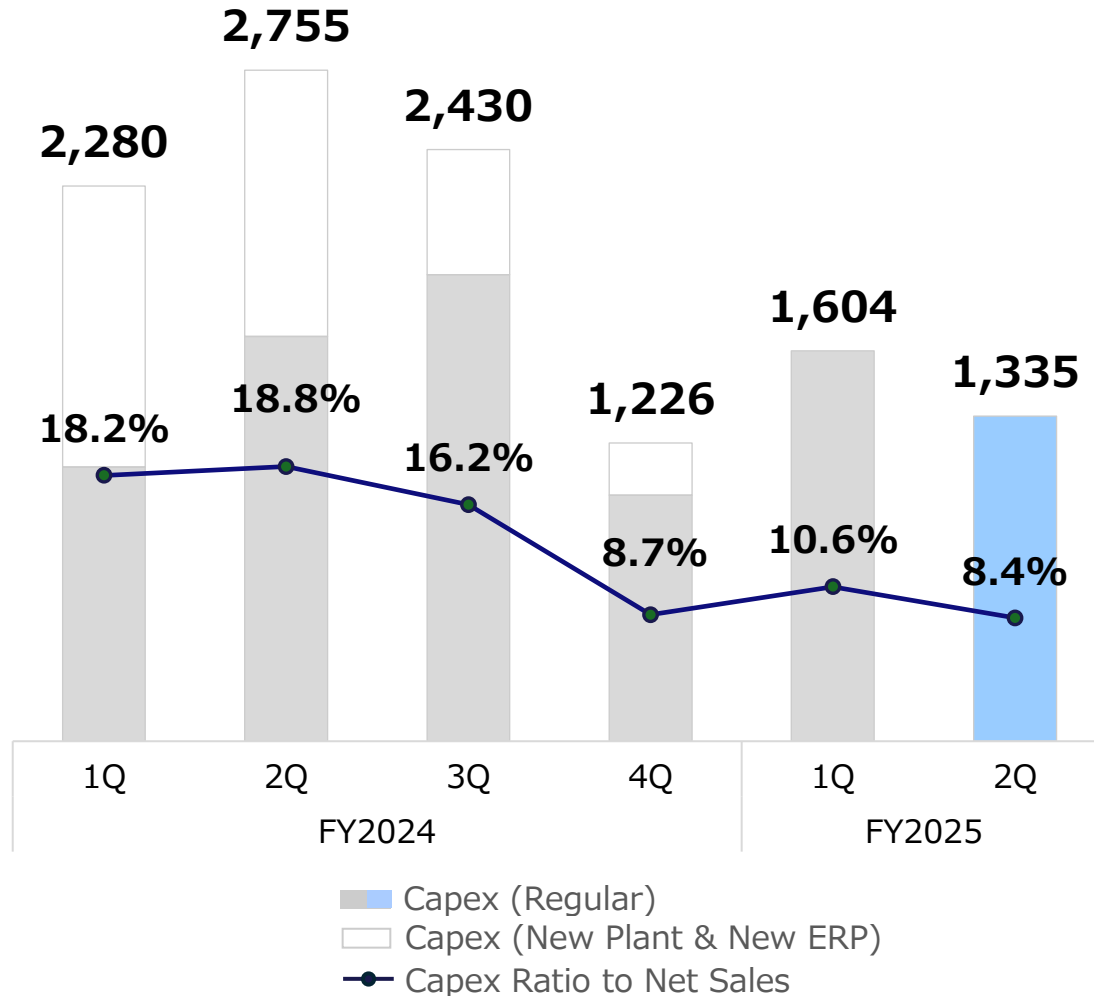
Unit: Yen in Millions

	FY2025 H1	FY2025 H1	YoY Change
Operating Cash Flow Margin	25.6%	16.8%	(8.7)pts
Operating Cash Flow	6,942	5,209	(1,732)
Net Income Before Income Taxes	1,492	3,284	+1,791
Depreciation and Amortization	3,498	3,236	(262)
Changes in Operating Fund "()" indicates increase"	1,796	(509)	(2,306)
Cash Flow from Investing Activities	(5,058)	(2,959)	(2,099)
Tangible Noncurrent Asset	(5,001)	(2,909)	+2,091
Free Cash Flow	1,883	2,550	+367
Cash Flow from Financing Activities	(603)	(4,027)	(3,424)
Cash Dividend/Share Buyback	(5,492)	(2,413)	+3,078
Cash & Cash Equivalent Balance for the Fiscal-Year-End	27,221	22,482	(4,739)



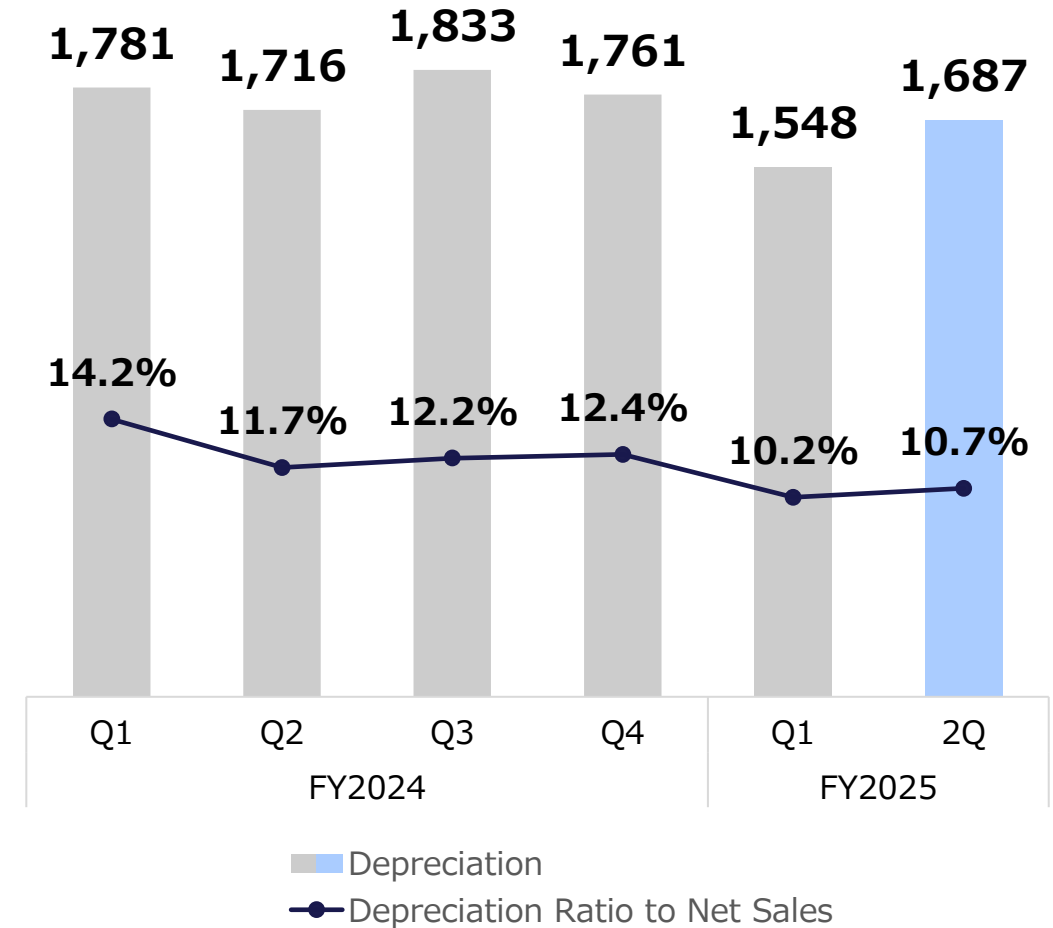
5. Capex and Depreciation Change

Capex



Depreciation

Unit: Yen in Millions





Company Name	IRISO ELECTRONICS CO., LTD.
Business Description	Connector Manufacturing and Sales
Establishment	December 1966
Number of Employees	2,936 (as of March 31, 2024)
Capital	5,640 million yen (as of March 31, 2024)
Headquarters	2-13-8, Shinyokohama, Kohoku-ku, Yokohama, Kanagawa
Operations	
Japan	Headquarters, Fukushima, Ibaraki, Aichi, and Osaka
Overseas	Singapore, Hong Kong, U.S.A., Germany, Thailand, South Korea, China (Shanghai, Dalian, Tianjin, Suzhou, Shenzhen, Chongqing), Malaysia, Taiwan, and India
Research & Development	Headquarters (IRISO Technology Park), Kawasaki (Production Technology Development Center), Iwate (Hanamaki Factory), and Shanghai R&D Center
Manufacturing Plants	Japan (Ibaraki, AKita), China (Shanghai, Nantong), Philippines (Manila), and Vietnam (Hai Phong)



Board-to-board Connector (BtoB Connectors)

Also known as board-to-board connectors, a BtoB connector is a general term for connectors developed for connecting printed circuit boards. There are many types of connections available, depending on how to combine vertical, parallel (stacking) and horizontal connections. "B to B" is thoroughly adopted in the connector industry as the registered trademark for IRISO products.

FPC/FFC Connectors

An FPC/FFC connector is a general term for connectors developed for connecting FPC (Flexible Printed Circuits) and FFC (Flexible Flat Cable). There are zero insertion force (ZIF) type, which can be locked without force during initial insertion, and Non-ZIF type, which requires force during insertion.

IF Connectors

Also known as an I/O (input/output) connector, "IF" stands for interface, and an IF connector refers to connectors used for connecting devices to exchange signals. They are attached to the sides (back/front) of various devices such as car navigation systems and PC peripherals to provide power, and input and output data and information such as audio/video signals.

Pin Header

A pin header is a basic form of a plug (male side) connector with a housing (resin insulator) attached by one or two rows of "wire pins (conductors)". It is used for interconnections (inter-board connections) in a wide range of electronic devices. When viewed from the side, it looks like a Japanese "Kenzan" flower holder used for Ikebana flower arrangement. The female counterpart is referred to as a female socket header.



The forecasts on this report have been prepared based on information available at the time this report was prepared. Actual business results may differ from the forecasts due to changes in various factors.

The Company strives proactively to disclose information that is important from an investor standpoint. However, investors are cautioned not to place undue reliance on these forecasts, nor to base an investment decision solely on the information contained herein.

The Company is not liable or responsible in any way whatsoever for any damages losses or costs arising from the use of information contained in this report.