

FY2025 Q3 Financial Results

February 3, 2026

IRISO ELECTRONICS CO., LTD. (6908)

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



1. FY2025 Q3 Financial Summary

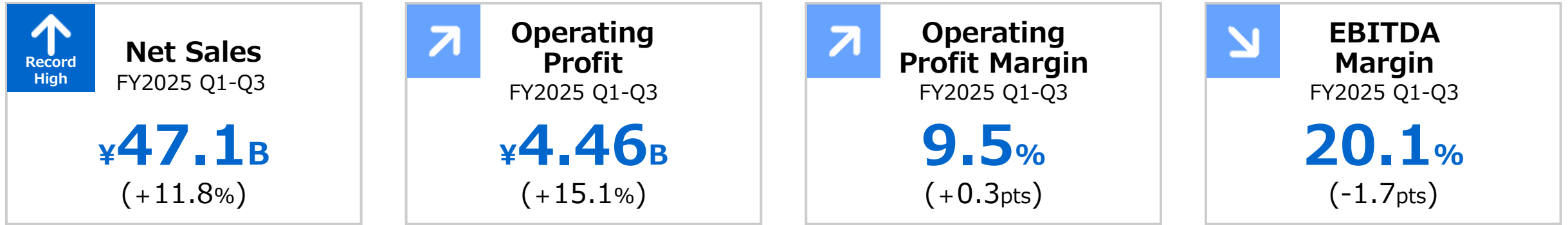
2. FY2025 Earnings Forecast

3. Topics

4. Appendix



1. FY2025 Q3 Financial Highlights



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

Net Sales

- Record high for both quarterly sales alone and Q1-Q3 sales.
 - Increased demand for high-speed transmission floating BtoB connectors in the infotainment sector of the mobility market.
 - Continued strong performance in China EV powertrain sector of the mobility market.
 - Continued strong sales in the energy management systems sector of the industrial market.
- Based on the Q1-Q3 results, full-year sales might outperform expectations.

Operating Profit

- Operating profit margin for Q3 increased to 10.8%, up from 7.1% in Q1 and up from 10.4% in Q2, showing quarterly improvement.
 - Despite rising material costs and upfront investments in the new Akita plant, spending control and structural reforms helped offset these pressures.



2. FY2025 Q3 Consolidated Results Summary

Unit: Yen in Millions

		FY2024		FY2025		Q1-Q3 YoY	
		Q1-Q3	Breakdown	Q1-Q3	Breakdown	Change	Change %
Net Sales		42,168	100.0%	47,129	100.0%	+4,960	+11.8%
Mobility		36,369	86.2%	39,836	84.5%	+3,467	+9.5%
Consumer		3,588	8.5%	3,461	7.3%	(127)	(3.6)%
Industrial		2,210	5.2%	3,832	8.1%	+1,621	+73.3%
Cost of Sales		28,986	68.7%	33,541	71.2%	+4,554	+15.7%
SG & A		9,300	22.1%	9,120	19.4%	(179)	(1.9)%
Operating Profit		3,881	9.2%	4,467	9.5%	+585	+15.1%
Pretax Profit		3,960	9.4%	5,408	11.5%	+1,448	+36.6%
Quarterly Net Income		2,917	6.9%	3,704	7.9%	+786	+27.0%
EPS		127.64JPY		173.48JPY			
Exchange Rate	USD	152.87JPY		149.33JPY		(3.5)JPY	(2.3)%
FY Average	EUR	164.91JPY		171.84JPY		+6.9JPY	+4.2%
	CNY	21.21JPY		20.88JPY		(0.3)JPY	(1.6)%



3. Change Factor: Sales and Profit (vs. FY2024 Q3)

Unit: Yen in Millions

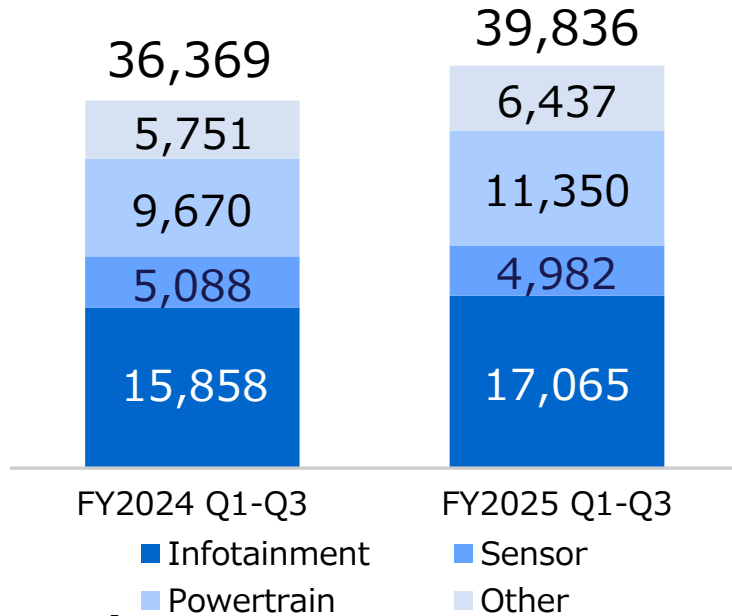
	Net Sales	Operating Profit	Operating Margin	Change Factor
FY2024 Q3 Results	42,168	3,881	9.2%	
Currency Impact	(193)	+100		USD: 152.87JPY→149.33JPY(-2%) EUR: 164.91JPY→171.84JPY(+4%) CNY: 21.21JPY→ 20.88JPY(-2%)
Change in Sales Volume	+5,154	+2,250		
Change in Material Cost		(1450)		Soaring prices in the raw materials market (Gold prices per ounce: +45%)
Change in Fixed Cost		(1270)		Increase factors: Spending control and structural reform effects. Decrease factors: Akita plant launch, wage rise, and energy expences.
Cost Reduction, etc.		+955		Increase factors: Cost reduction. Decrease factors: Selling price down, allowance for doubtful accounts, etc.
Total Change Factors	+4,960	+585		
FY2025 Q3 Results	47,129	4,467	9.5%	



4. Sales by Market: Mobility

Mobility : ¥+3,467 mm YoY (+9.5%)

Unit: Yen in Millions



[Quarterly Trends]

	FY2024				FY2025			YoY	QoQ
	Q1	Q2	Q3	Q4	Q1	Q2	Q3		
Infotainment	4,909	5,583	5,366	5,372	5,485	5,686	5,893	+9.8%	+3.7%
Sensor	1,659	1,672	1,755	1,622	1,589	1,772	1,621	(7.7)%	(8.5)%
Powertrain	2,656	3,288	3,725	3,215	3,861	3,516	3,973	+6.6%	+13.0%
Other	1,719	2,088	1,943	1,968	1,991	2,301	2,144	+10.3%	(6.8)%
Total	10,944	12,632	12,791	12,179	12,927	13,275	13,633	+6.6%	+2.7%
【FYI】ERP Impact Excluded	11,644	12,632	12,791	12,179	12,927	13,275	13,633	+6.6%	+2.7%

■ Infotainment

- Vs. FY2024 Q1-Q3: +7.6%
- Robust sales of high-speed transmission floating BtoB connectors for LCD panels, IVI systems and ECU.

■ Sensor

- Vs. FY2024 Q1-Q3: (2.1) %
- 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.

■ Powertrain

- Vs. FY2024 Q1-Q3: +17.4%
- Record high for both Q3 alone and Q1-Q3 sales, driven by growing demand in China.
- Increase in sales of the auto IF/WtoB connector for BMS (Battery Management System) and “Z-Move™” for inverters.

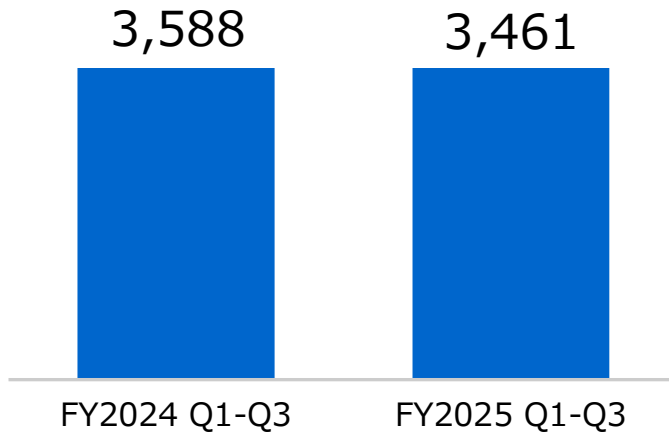
Note: Z-Move™: IRISO’s proprietary vibration-resistant connector technology



5. Sales by Market: Consumer and Industrial

Consumer : ¥(127) mm YoY ((3.6)%)

Unit: Yen in Millions

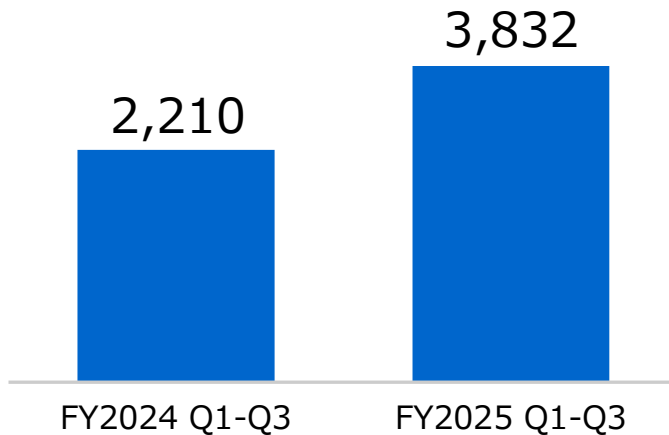


- Vs. FY2024 Q1-Q3: Increase in sales for gaming consoles.
- Vs. FY2025 Q2: Decrease in sales for gaming consoles due to a pullback in demand after tariff-related frontloading productions during FY2025 H1.

[Quarterly Trends]

FY2024				FY2025			YoY	QoQ
Q1	Q2	Q3	Q4	Q1	Q2	Q3		
1,042	1,319	1,227	1,034	1,179	1,243	1,038	(15.4)%	(16.5)%

Industrial : ¥+1,621 mm YoY (+73.3%)



- Vs. FY2024 Q1-Q3: Steady sales in in the energy management systems market and sings of recovery in the FA equipment market for Japanese customers.
- Vs. FY2025 Q2: Robust business growth in the energy management systems market and in the FA equipment market for Japanese customers.

[Quarterly Trends]

FY2024				FY2025			YoY	QoQ
Q1	Q2	Q3	Q4	Q1	Q2	Q3		
547	673	990	949	1,056	1,291	1,483	+49.8%	+14.9%



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1. FY2025 Earnings Forecast

- Based on the Q1-Q3 results, full-year sales might outperform expectations.
- However, to assess the impact of the production slowdowns of Chinese customers before the Chinese New Year starts in mid-February and rising raw material costs, no changes have been made to the net sales and profit forecast revised in Q2.

Unit: Yen in Millions

		FY2024	FY2025	YoY		Q1-Q3 Progress Rate
		Full Year	Revised in 2Q Full Year			
Net Sales		56,332	58,000	+1,667	+3.0%	81.3%
Cost of Sales		68.2%	70.0%		+1.8pts	
Cost of Sales		5,307	5,500	+192	+3.6%	81.2%
Operating Profit Margin		9.4%	9.5%		+0.1pts	
Pretax Profit		3,217	6,400	+3,182	+98.9%	84.5%
Quarterly Net Income		2,662	4,800	+2,137	+80.3%	77.2%
EPS		118.25JPY	224.81JPY			
Exchange Rate FY Average	ドル	152.48JPY	147.23JPY	(5.25)JPY	(3.4)%	
	ユーロ	163.62JPY	171.09JPY	+7.47JPY	+4.6%	
	元	21.10JPY	20.66JPY	(0.44)JPY	(2.1)%	
Capital Expenditure		8,693	6,300	(2,393)	-	66.6%
Depreciation		7,092	7,200	+107	-	69.8%
Dividend		100JPY	150JPY	+50JPY	-	



2. FY2025 Net Sales Plan by Market

Unit: Yen in Millions

	FY2024		FY2025		YoY	Q1-Q3 Progress Rate
	Net Sales	Break Down	Revised in 2Q Full Year	Break down		
Mobility Total	48,548	86.2%	49,900	86.0%	+2.8%	79.8%
Infotainment	21,231	37.7%	21,300	36.7%	+0.3%	80.1%
Sensor	6,710	11.9%	6,400	11.0%	(4.6)%	77.8%
Powertrain	12,886	22.9%	14,100	24.3%	+9.4%	80.5%
Other	7,719	13.7%	8,100	14.0%	+4.9%	79.5%
Consumer	4,623	8.2%	4,100	7.1%	(11.3)%	84.4%
Industrial	3,160	5.6%	4,000	6.9%	+26.6%	95.8%
Total	56,332	100.0%	58,000	100.0%	+3.0%	81.3%



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1. Topics

IRISO Earns a "B" Score in CDP's Climate Change Report

- For the second consecutive year, IRISO has been awarded a "B" score from CDP for its 2025 Climate Change disclosure.



Exhibition at International Robot Exhibition 2025

- IRISO exhibited at the International Robot Exhibition 2025, held at Tokyo Big Sight from December 3 (Wed) to December 6 (Sat), 2025.
- One of our main exhibits is automation connectors designed for robot-based automatic assembly.



Exhibition at CES 2026

- IRISO exhibited at the Consumer Electronics Show (CES) 2026, held in Las Vegas, Nevada, USA, from January 6 (Tue) to January 9 (Fri), 2026. This was a joint exhibition with MEKTEC CORPORATION.
- We co-developed solutions designed for humanoid robots that help reduce weight and save space, and displayed them at the show.



Global Distribution Agreement with Arrow Electronics

- Following the first distribution agreement concluded in November 2024 to gain an ally in the Asia-Pacific region, IRISO has expanded the reach of its connector solutions to customers worldwide.
- IRISO has signed a global distribution agreement to reach customers in North America, South America, Europe, the Middle East, and Africa, as well as to leverage Arrow's digital marketing and sales channels in all regions.



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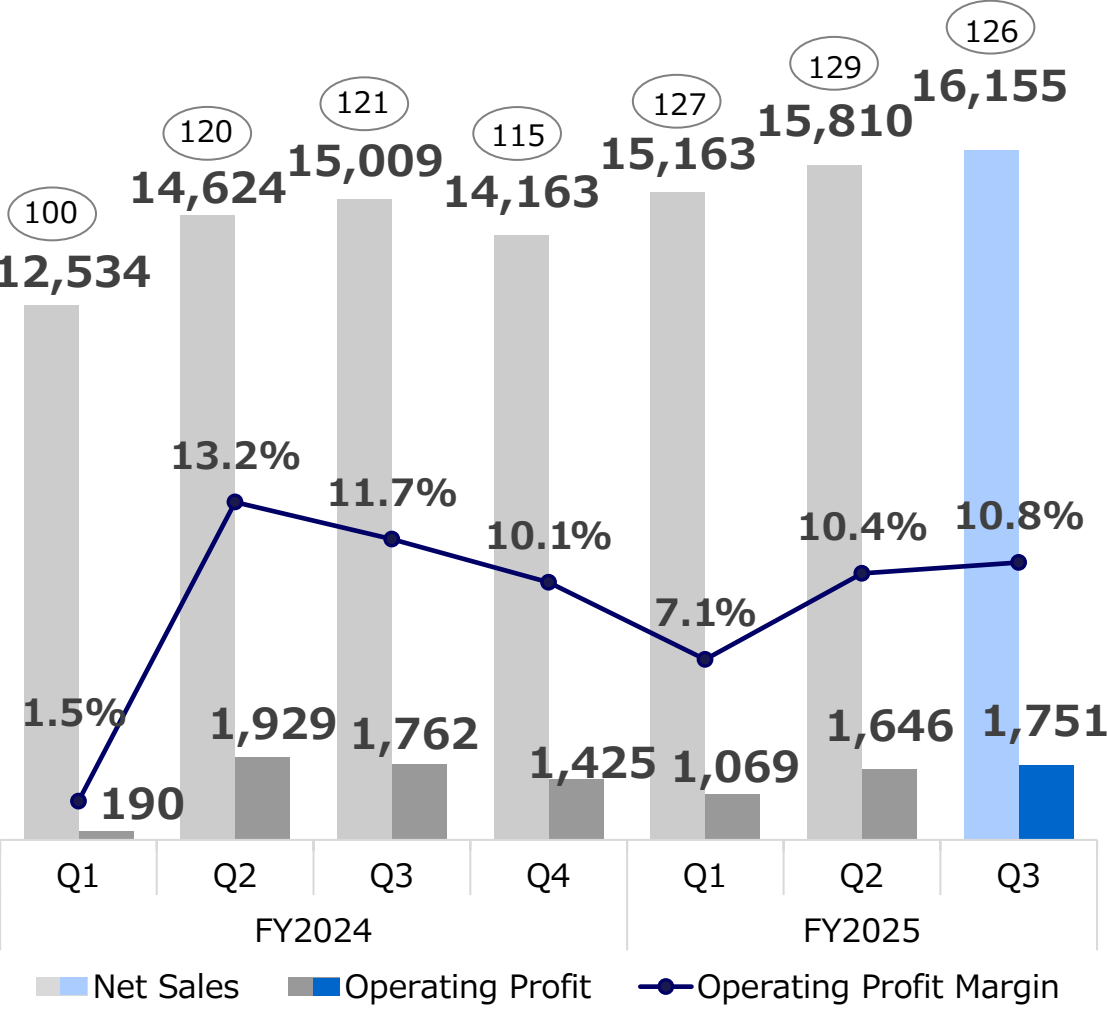
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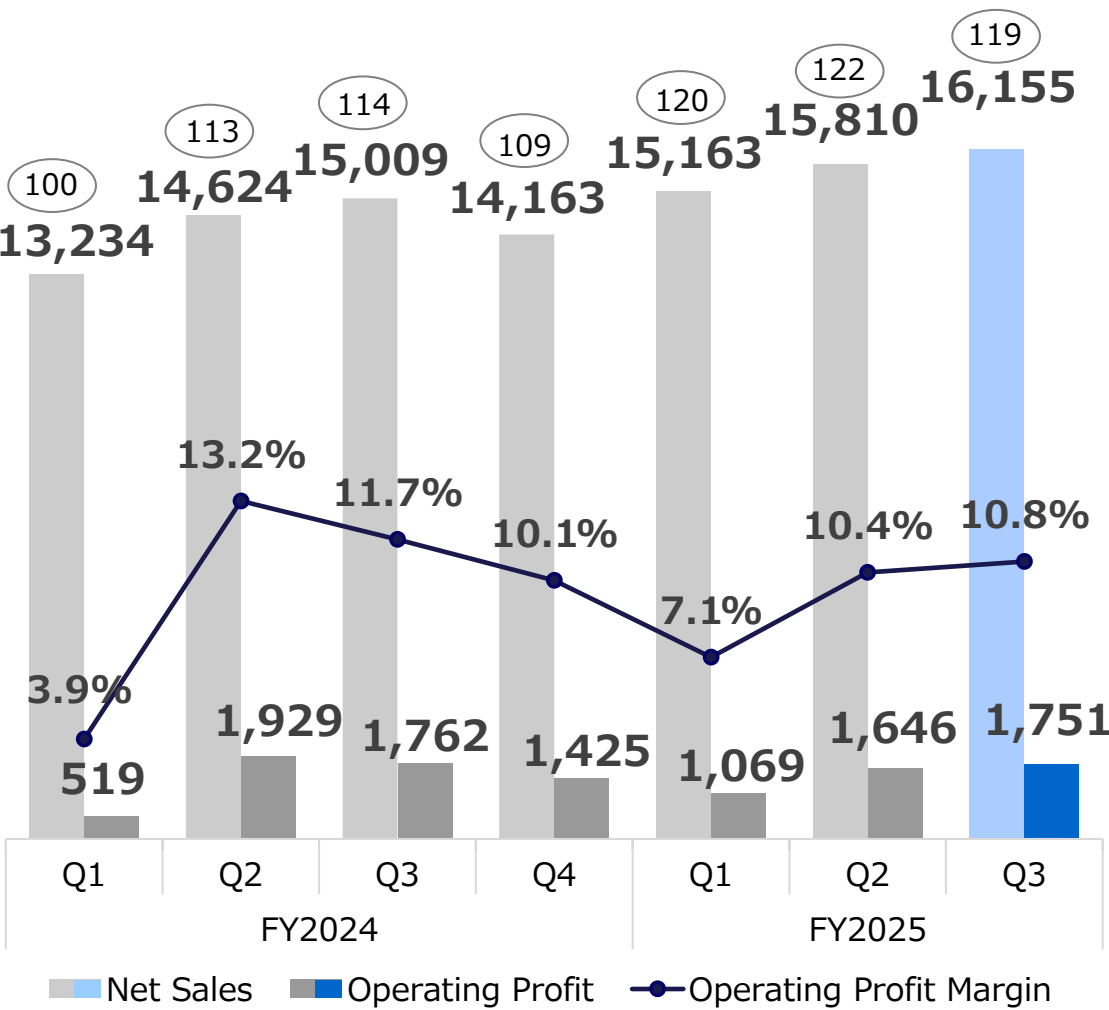
1. QoQ Changes in Net Sales and Operating Profit

Unit: Yen in Millions

○ Currency impact excluded. Index: 100 in FY2024 Q1



【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						FY2024					Q1-Q3 YoY	
	Q1	Q2	Q3	Q1-Q3	Breakdown	Q4	Q1	Q2	Q3	Q1-Q3	Breakdown	Change	Change %
Japan	1,810	2,336	2,426	6,573	15.6%	2,458	2,567	2,374	2,476	7,419	15.7%	+846	+12.9%
Greater China and S.Korea	5,105	6,275	7,469	18,850	44.7%	6,065	7,257	7,793	8,380	23,430	49.7%	+4,579	+24.3%
USA	1,598	1,612	1,188	4,399	10.4%	1,390	1,097	1,320	1,126	3,545	7.5%	(854)	(19.4)%
Europe	2,305	2,418	2,023	6,747	16.0%	2,426	2,440	2,374	2,283	7,097	15.1%	+350	+5.2%
ASEAN	1,714	1,981	1,901	5,597	13.3%	1,821	1,801	1,946	1,888	5,636	12.0%	+38	+0.7%
Total	12,534	14,624	15,009	42,168	100.0%	14,163	15,163	15,810	16,155	47,129	100.0%	+4,960	+11.8%
[FYI] ERP Impact Excluded	13,234	14,624	15,009	42,868		14,163	15,163	15,810	16,155	47,129		+4,260	+9.9%

By Product

	FY2024						FY2024					Q1-Q3 YoY	
	Q1	Q2	Q3	Q1-Q3	Breakdown	Q4	Q1	Q2	Q3	Q1-Q3	Breakdown	Change	Change %
BtoB	5,333	5,918	5,989	17,241	40.9%	5,965	6,377	6,421	6,472	19,271	40.9%	+2,030	+11.8%
FPC	2,649	3,186	3,032	8,868	21.0%	2,613	2,975	3,171	2,958	9,106	19.3%	+237	+2.7%
Auto IF / WtoB	3,630	4,457	5,025	13,113	31.1%	4,595	4,915	5,340	5,732	15,987	33.9%	+2,874	+21.9%
Pin Header	553	575	558	1,687	4.0%	508	497	475	500	1,473	3.1%	(214)	(12.7)%
Other	367	486	404	1,257	3.0%	480	397	401	491	1,290	2.7%	+32	+2.6%
Total	12,534	14,624	15,009	42,168	100.0%	14,163	15,163	15,810	16,155	47,129	100.0%	+4,960	+11.8%



3. Financial Statement

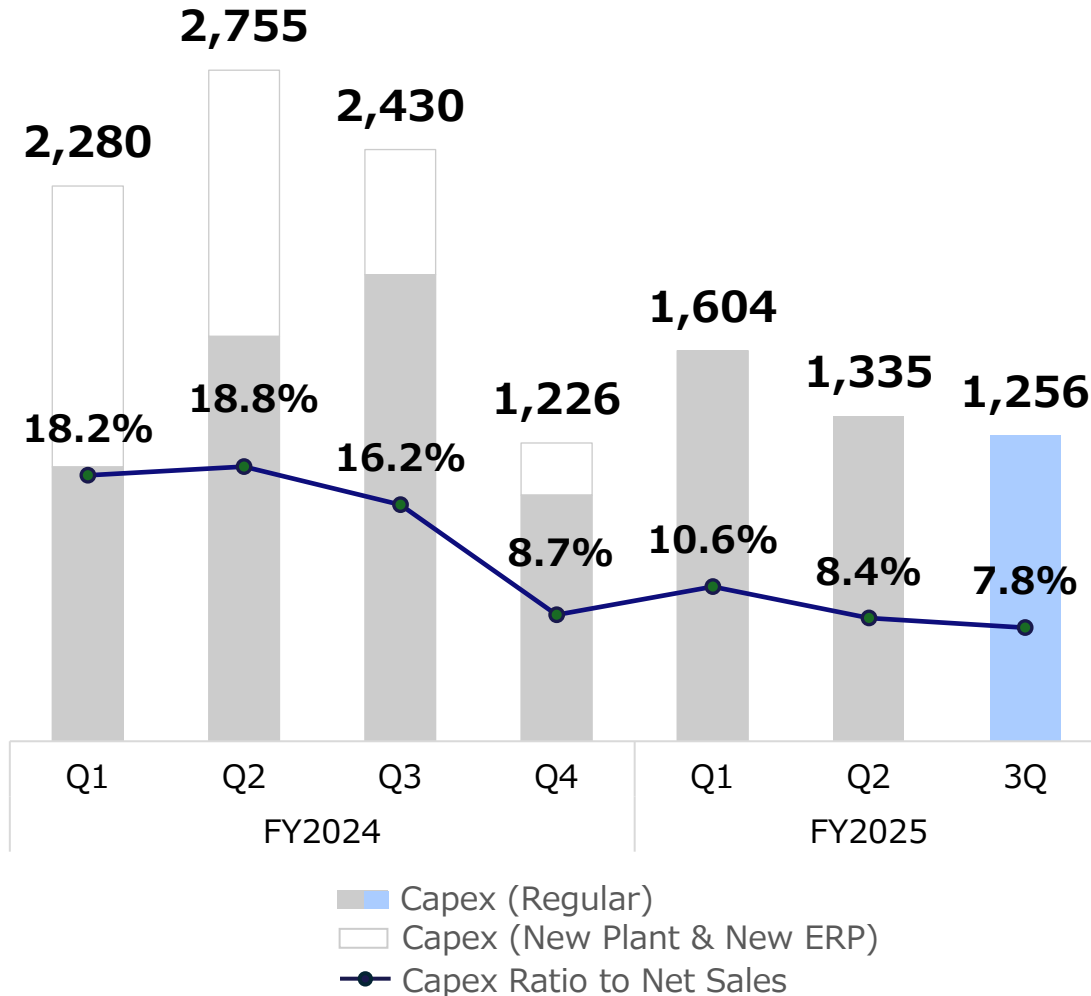
Unit: Yen in Millions

	FY2024	FY2025 Q3	YoY
Current Asset	52,209	56,489	+4,280
Cash & Deposit	24,314	25,534	+1,220
Account Receivable	12,789	15,028	+2,239
Inventory	13,482	14,274	+791
Noncurrent Asset	39,161	39,391	+230
Total Asset	91,370	95,881	+4,510
Total Liability	20,173	20,177	+3
Account Payable	4,689	5,774	+1,084
Debt	9,322	8,341	(980)
Total Net Asset	71,196	75,704	+4,507
Total Shareholders' Equity	57,398	58,878	+1,479
Capital Adequacy Ratio	77.3%	79.0%	+1.7pts



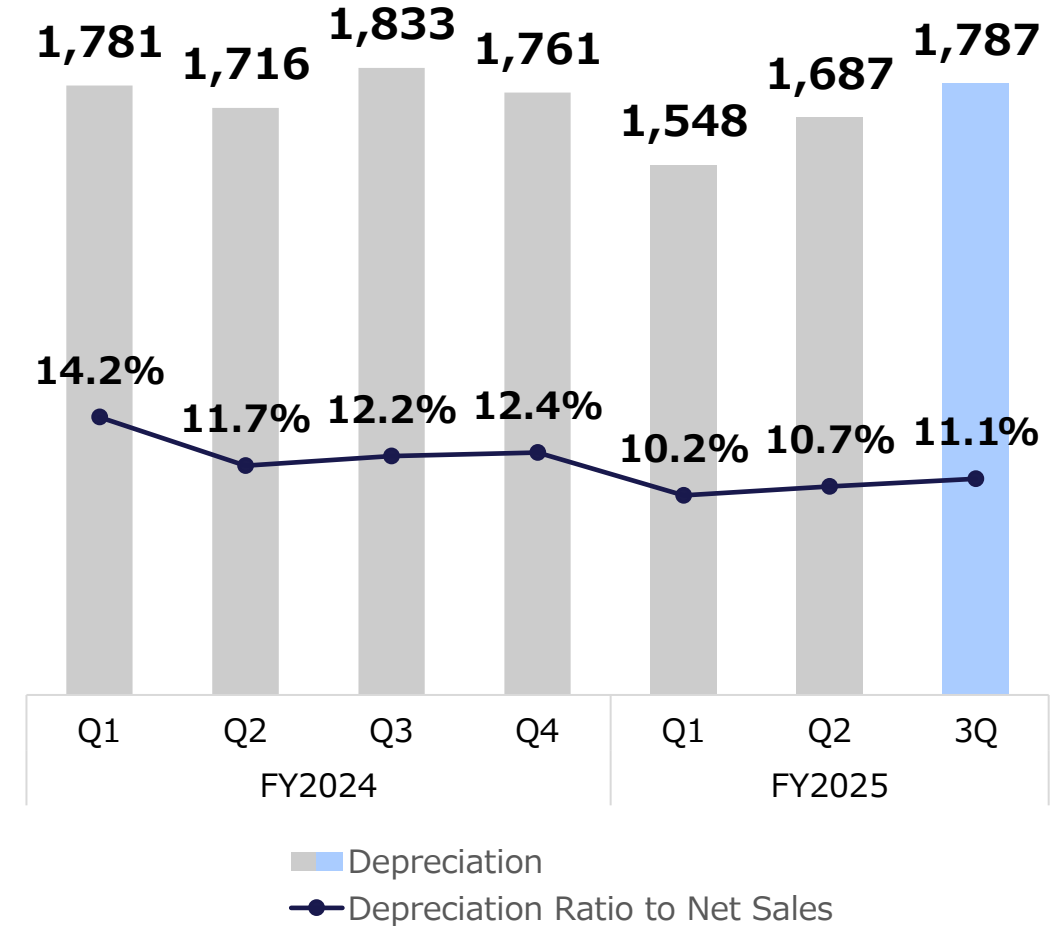
4. Capex and Depreciation Change

Capex



Depreciation

Unit: Yen in Millions





Company Profile

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.

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