

FY2024.3 Consolidated Performance Summary

(millions of yen)

	Results FY2023.3		Results FY2024.3		Changes from the Previous Year		Forecasts FY2025.3	
Net Sales	87,771		80,192		△ 7,578	(△8.6%)	77,500	
Japan Sales	47,160	(53.7%)	45,893	(57.2%)	△ 1,266	(△2.7%)	45,450	(58.6%)
Overseas Sales	40,610	(46.3%)	34,299	(42.8%)	△ 6,311	(△15.5%)	32,050	(41.4%)
North America	10,826	(26.7%)	9,425	(27.5%)	△ 1,400	(△12.9%)	8,720	(27.2%)
Europe	10,519	(25.9%)	9,555	(27.9%)	△ 964	(△9.2%)	10,400	(32.4%)
China	14,389	(35.4%)	10,852	(31.6%)	△ 3,537	(△24.6%)	8,650	(27.0%)
Other Areas	4,875	(12.0%)	4,466	(13.0%)	△ 408	(△8.4%)	4,280	(13.4%)
Operating Income	5,045	5.7%	3,255	4.1%	△ 1,790	(△35.5%)	1,000	1.3%
Ordinary Income	5,639	6.4%	4,201	5.2%	△ 1,437	(△25.5%)	1,000	1.3%
Extraordinary Income or Loss	△ 26		20		47	—	△ 10	
Net Income (*1)	3,672	4.2%	2,782	3.5%	△ 890	(△24.2%)	400	0.5%
Exchange Rate US\$	131.4 yen		140.6 yen		9.1 yen		153.0 yen	
Exchange Rate EUR	138.0 yen		152.0 yen		14.0 yen		164.0 yen	
Exchange Rate CNY	19.5 yen		19.8 yen		0.3 yen		21.0 yen	
Sales by Business Segment	87,771		80,192		△ 7,578	(△8.6%)	77,500	
Musical Instruments and Education Related Business	72,927	(83.1%)	65,668	(81.9%)	△ 7,258	(△10.0%)	64,300	(83.0%)
Material Processing Business	10,450	(11.9%)	9,540	(11.9%)	△ 910	(△8.7%)	8,600	(11.1%)
Others	4,394	(5.0%)	4,984	(6.2%)	590	(13.4%)	4,600	(5.9%)
Operating Income by Business Segment	5,045	5.7%	3,255	4.1%	△ 1,790	(△35.5%)	1,000	1.3%
Musical Instruments and Education Related Business	3,857	5.3%	2,353	3.6%	△ 1,503	(△39.0%)	300	0.5%
Material Processing Business	1,166	11.2%	753	7.9%	△ 412	(△35.4%)	550	6.4%
Others	143	3.3%	246	4.9%	103	(72.1%)	190	4.1%
Sales of Keyboard Instruments								
Piano	32,649		27,604		△ 5,044	(△15.5%)	25,720	
Japan Sales	4,867	(14.9%)	4,864	(17.6%)	△ 2	(△0.1%)	4,970	(19.3%)
Overseas Sales	27,782	(85.1%)	22,739	(82.4%)	△ 5,042	(△18.1%)	20,750	(80.7%)
Digital Piano	15,505		13,706		△ 1,798	(△11.6%)	13,930	
Japan Sales	3,283	(21.2%)	2,756	(20.1%)	△ 527	(△16.1%)	3,030	(21.8%)
Overseas Sales	12,221	(78.8%)	10,950	(79.9%)	△ 1,271	(△10.4%)	10,900	(78.2%)

*1 Net Income is this term's net profit attributing to the shareholders of the parent company.

Consolidated financial forecasts are subject to decisions and suppositions based on the latest information available at the timing of releasing this. Accordingly, actual consolidated results may differ from the forecasts due to various factors.

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