

Third Quarter of FY2025.3 Consolidated Performance Summary

(millions of yen)

	3Q Results		Y/Y	Results		Forecasts		Y/Y
	FY2024.3	3Q Results FY2025.3		FY2024.3	FY2025.3			
Net Sales	59,934	54,455	△5,478 (△9.1%)	80,192	73,000			(△9.0%)
Japan Sales	34,062 (56.8%)	33,899 (62.3%)	△162 (△0.5%)	45,893 (57.2%)	45,180 (61.9%)			(△1.6%)
Overseas Sales	25,871 (43.2%)	20,556 (37.7%)	△5,315 (△20.5%)	34,299 (42.8%)	27,820 (38.1%)			(△18.9%)
North America	7,257 (28.1%)	5,142 (25.0%)	△2,115 (△29.1%)	9,425 (27.5%)	6,900 (24.8%)			(△26.8%)
Europe	6,817 (26.3%)	7,649 (37.2%)	832 (12.2%)	9,555 (27.9%)	10,780 (38.7%)			(12.8%)
China	8,350 (32.3%)	4,807 (23.4%)	△3,542 (△42.4%)	10,852 (31.6%)	6,130 (22.0%)			(△43.5%)
Other Areas	3,446 (13.3%)	2,956 (14.4%)	△490 (△14.2%)	4,466 (13.0%)	4,010 (14.5%)			(△10.2%)
Operating Income	2,770 4.6%	△159 △0.3%	△2,929 -	3,255 4.1%	△400 △0.5%			-
Ordinary Income	3,367 5.6%	106 (0.2%)	△3,261 (△96.8%)	4,201 5.2%	0 0.0%			(△100.0%)
Extraordinary Income or Loss	29	△18	△48 -	20	△20			-
Net Income (*1)	2,117 3.5%	△169 △0.3%	△2,286 -	2,782 3.5%	△400 △0.5%			-
Exchange Rate US\$	138.1 yen	151.3 yen	13.2 yen	140.6 yen	151.6 yen			
Exchange Rate EUR	149.6 yen	164.4 yen	14.8 yen	152.0 yen	164.0 yen			
Exchange Rate CNY	19.6 yen	21.0 yen	1.4 yen	19.8 yen	21.0 yen			
Sales by Business Segment	59,934	54,455	△5,478 (△9.1%)	80,192	73,000			(△9.0%)
Musical Instruments Education	49,715 (83.0%)	43,653 (80.2%)	△6,062 (△12.2%)	65,668 (81.9%)	58,500 (80.1%)			(△10.9%)
Material Processing Business	7,286 (12.2%)	7,504 (13.8%)	217 (3.0%)	9,540 (11.9%)	9,900 (13.6%)			(3.8%)
Other	2,932 (4.8%)	3,298 (6.0%)	365 (12.5%)	4,984 (6.2%)	4,600 (6.3%)			(△7.7%)
Operating Income by Business Segment	2,770 4.6%	△159 △0.3%	△2,929 -	3,255 4.1%	△400 △0.5%			-
Musical Instruments Education	2,114 4.3%	△861 △2.0%	△2,976 -	2,353 3.6%	△1,400 △2.4%			-
Material Processing Business	610 8.4%	677 9.0%	67 (11.0%)	753 7.9%	910 9.2%			(20.8%)
Other	91 3.1%	78 2.4%	△13 (△14.6%)	246 4.9%	160 3.5%			(△35.0%)
Sales of Keyboard Instruments								
Piano	21,229	15,424	△5,805 (△27.3%)	27,604	20,600			(△25.4%)
Japan Sales	3,830 (18.0%)	3,369 (21.8%)	△460 (△12.0%)	4,864 (17.6%)	4,400 (21.4%)			(△9.5%)
Overseas Sales	17,399 (82.0%)	12,055 (78.2%)	△5,344 (△30.7%)	22,739 (82.4%)	16,200 (78.6%)			(△28.8%)
Digital Piano	10,149	10,065	△84 (△0.8%)	13,706	13,770			(0.5%)
Japan Sales	2,117 (20.9%)	2,168 (21.5%)	51 (2.4%)	2,756 (20.1%)	2,870 (20.8%)			(4.1%)
Overseas Sales	8,032 (79.1%)	7,896 (78.5%)	△136 (△1.7%)	10,950 (79.9%)	10,900 (79.2%)			(△0.5%)

*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 material.

Accordingly, actual consolidated results may differ from the forecasts due to various factors.

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