

# **Supplementary Document Ended June 30, 2024**

**Foster Electric Company, Limited**  
(Stock code: 6794, Prime Market)

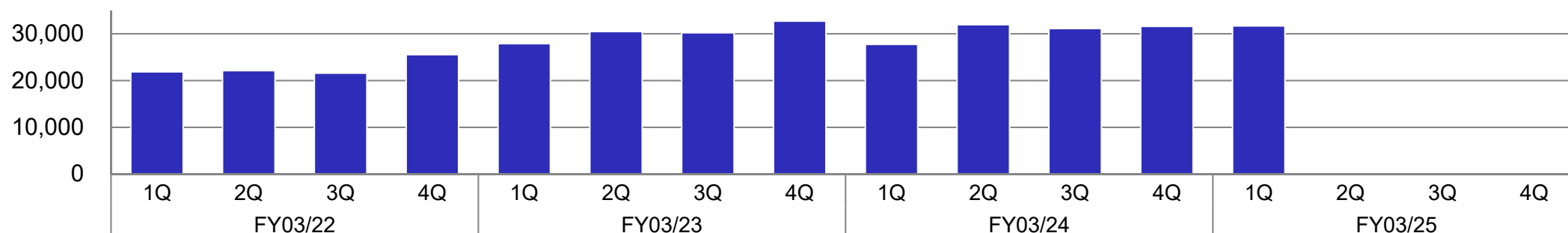
# Quarterly Results (Consolidated)



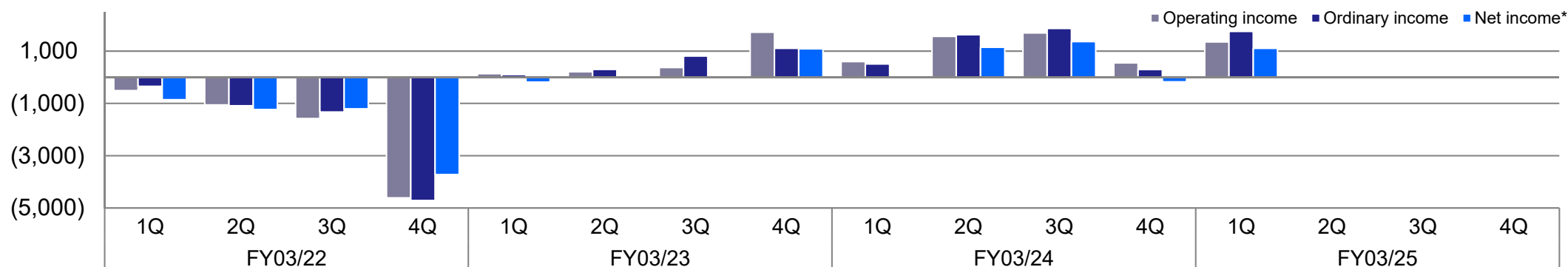
## Results (Millions of yen)

	FY03/22				FY03/23				FY03/24				FY03/25				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Net sales	21,860	22,116	21,595	25,535	27,894	30,491	30,227	32,726	27,750	31,951	31,143	31,603	31,687				
Operating income	(511)	(1,057)	(1,578)	(4,611)	139	212	372	1,722	602	1,563	1,697	550	1,351				
Ordinary income	(345)	(1,088)	(1,329)	(4,711)	102	302	815	1,108	509	1,630	1,868	298	1,757				
Net income*	(857)	(1,236)	(1,205)	(3,719)	(183)	(66)	8	1,089	(36)	1,150	1,366	(176)	1,106				
Income ratio	(2.3%)	(4.8%)	(7.3%)	(18.1%)	0.5%	0.7%	1.2%	5.3%	2.2%	4.9%	5.4%	1.7%	4.3%				
Ordinary income to net sales	(1.6%)	(4.9%)	(6.2%)	(18.4%)	0.4%	1.0%	2.7%	3.4%	1.8%	5.1%	6.0%	0.9%	5.5%				
Net income to net sales**	(3.9%)	(5.6%)	(5.6%)	(14.6%)	(0.7%)	(0.2%)	0.0%	3.3%	(0.1%)	3.6%	4.4%	(0.6%)	3.5%				

## Net sales (Millions of yen)



## Profits (Millions of yen)



\*Net income attributable to owners of the parent. \*\*Net income to net sales attributable to owners of the parent.

# Quarterly Results by Segment (Consolidated)

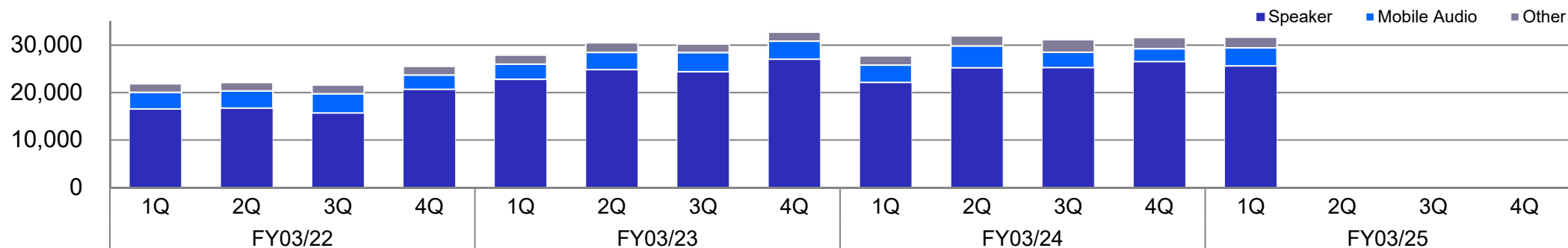


## Results (Millions of yen)

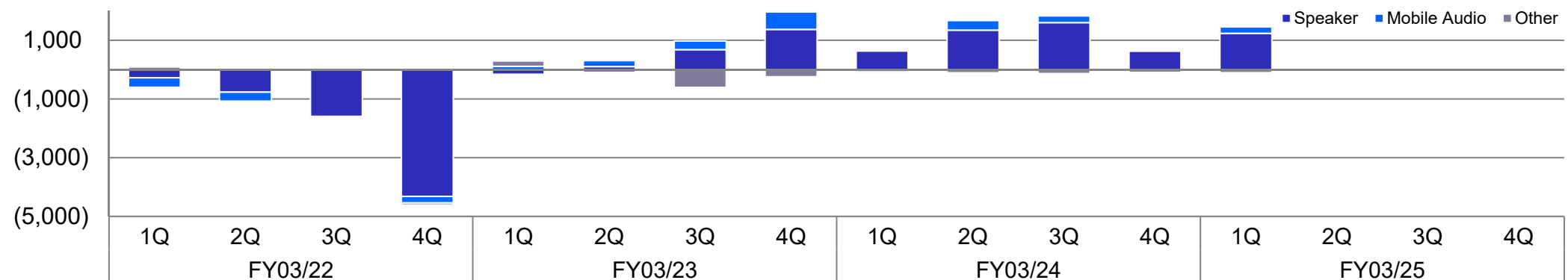
	FY03/22				FY03/23				FY03/24				FY03/25			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
<b>Sales</b>																
Speaker	16,553	16,741	15,703	20,679	22,804	24,837	24,396	27,050	22,154	25,218	25,277	26,526	25,633			
Mobile Audio	3,508	3,629	4,044	3,046	3,213	3,628	4,066	3,784	3,644	4,611	3,222	2,720	3,800			
Other*	1,798	1,747	1,847	1,810	1,875	2,026	1,766	1,891	1,951	2,122	2,644	2,357	2,253			
<b>Operating income</b>																
Speaker	(279)	(766)	(1,593)	(4,317)	(156)	105	684	1,371	639	1,345	1,601	633	1,236			
Mobile Audio	(323)	(308)	(39)	(226)	113	204	291	595	37	325	230	15	218			
Other	91	17	55	(69)	182	(97)	(603)	(244)	(74)	(107)	(134)	(97)	(104)			

\*Net sales of other businesses are shown after elimination of intersegment transactions.

## Sales (Millions of yen)



## Operating income (Millions of yen)



# Consolidated Quarterly Balance Sheet and Statement of Cash Flows



## Balance sheet (Millions of yen)

	FY03/22				FY03/23				FY03/24				FY03/25			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
<b>Total current assets</b>	59,947	62,814	62,738	67,143	75,694	83,095	78,930	73,893	74,035	75,378	77,901	78,925	83,264			
Cash and deposits	18,556	15,499	13,863	10,846	11,422	14,366	13,525	13,646	16,218	16,882	18,868	20,216	19,708			
Notes and accounts receivable – trade	16,571	17,196	16,020	19,351	23,132	25,075	24,018	25,470	24,496	25,836	24,581	25,799	27,512			
Other	24,820	30,119	32,855	36,946	41,140	43,654	41,387	34,777	33,321	32,660	34,452	32,910	36,044			
<b>Total non-current assets</b>	18,309	18,247	18,411	19,005	20,098	20,345	19,301	18,977	19,813	21,902	23,458	23,822	24,877			
Net property, plant and equipment	15,234	15,190	15,354	15,614	16,640	16,809	15,702	15,030	15,846	17,582	18,951	19,377	20,291			
Total intangible assets	196	194	205	203	216	217	207	214	221	252	255	336	388			
Total investments and other assets	2,877	2,863	2,851	3,187	3,241	3,318	3,391	3,732	3,745	4,067	4,251	4,108	4,197			
<b>Total assets</b>	78,256	81,062	81,150	86,148	95,793	103,441	98,232	92,871	93,849	97,280	101,360	102,747	108,142			
<b>Total current liabilities</b>	19,953	23,931	25,098	32,889	39,332	44,507	41,988	34,799	33,055	31,854	32,990	31,899	33,218			
Notes and accounts payable – trade	8,969	9,300	7,705	11,179	12,327	11,881	11,342	9,380	9,876	11,714	12,734	12,169	14,366			
Short-term loans and bonds payable	5,247	8,208	10,525	13,065	19,660	24,845	21,979	17,456	15,928	11,782	12,223	11,346	10,869			
Other	5,737	6,423	6,868	8,645	7,345	7,781	8,667	7,963	7,251	8,358	8,033	8,384	7,983			
<b>Total non-current liabilities</b>	2,341	2,067	1,829	1,627	1,495	1,439	1,469	1,556	1,809	2,741	5,758	6,529	6,440			
Long-term debt and bonds payable	875	631	450	300	150	0	0	0	0	0	3,175	3,781	3,587			
Other	1,466	1,436	1,379	1,327	1,345	1,439	1,469	1,556	1,809	2,741	2,583	2,748	2,853			
<b>Total net assets</b>	55,962	55,063	54,222	51,632	54,965	57,494	54,774	56,515	58,984	62,684	62,611	64,319	68,483			
Shareholders' equity	49,868	48,646	47,177	43,409	43,226	43,163	42,995	44,045	43,785	45,011	46,154	45,989	46,760			
Accumulated other comprehensive income	473	788	1,570	3,753	7,293	9,436	6,587	7,050	9,771	11,654	9,943	12,014	14,987			
Non-controlling interests	5,621	5,628	5,474	4,469	4,445	4,894	5,231	5,419	5,426	6,018	6,512	6,314	6,735			
<b>Total liabilities and net assets</b>	78,256	81,062	81,150	86,148	95,793	103,441	98,232	92,871	93,849	97,280	101,360	102,747	108,142			

## Statement of cash flows (Millions of yen)

	FY03/22				FY03/23				FY03/24				FY03/25			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
<b>Operating activities</b>	(2,351)	(3,840)	(3,309)	(3,267)	(5,612)	(1,402)	2,959	4,409	5,334	5,553	1,553	2,988	1,015			
<b>Investing activities</b>	(228)	(1,172)	(970)	(701)	(824)	6	(443)	(60)	(537)	(800)	(2,776)	(4,426)	(451)			
<b>Financing activities</b>	658	2,709	2,548	856	4,964	3,861	(2,563)	(4,486)	(2,584)	(4,605)	3,502	(753)	(1,890)			
<b>Foreign exchange impact</b>	201	42	(12)	551	691	478	(680)	258	358	516	(293)	357	612			
<b>Net increase (decrease) in cash flow</b>	(1,720)	(2,260)	(1,743)	(2,561)	(781)	2,943	(727)	121	2,571	664	1,986	(1,834)	(712)			
<b>Cash at the end of period</b>	18,653	16,392	14,650	12,089	11,308	14,252	13,525	13,646	16,218	16,882	18,868	17,034	16,321			

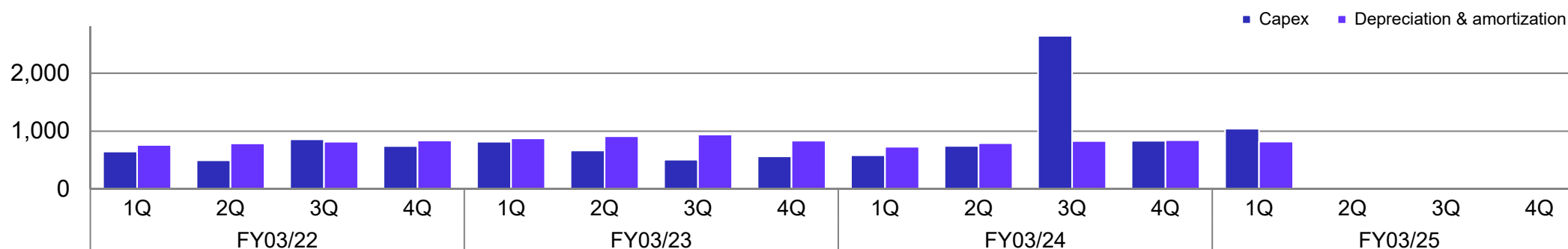
# Quarterly Capex, Depreciation and Amortization, and R&D Expenses



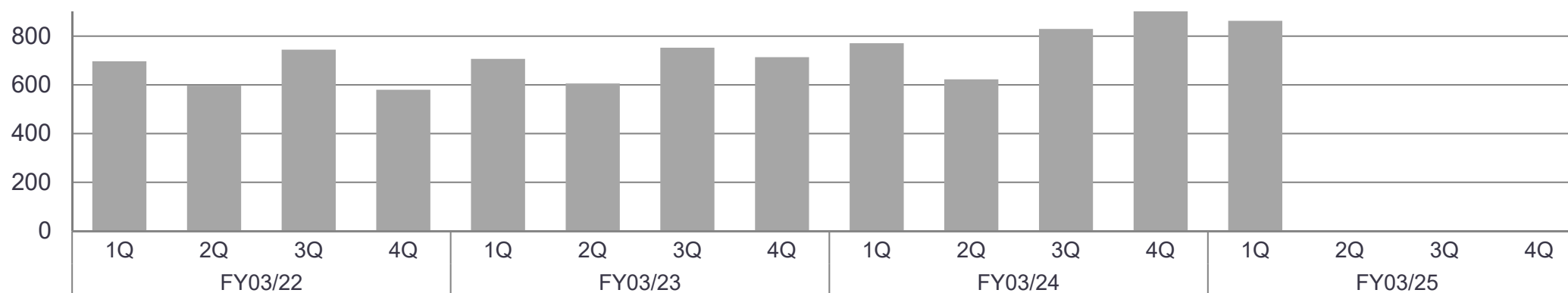
Capex, depreciation & amortization, and R&D expenses (Millions of yen)

	FY03/22				FY03/23				FY03/24				FY03/25			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Capex	648	498	859	744	817	667	509	566	584	745	2646	834	1,042			
Depreciation & amortization	763	789	818	839	875	913	941	836	731	792	830	844	819			
R&D expenses	697	597	745	580	707	606	753	714	771	623	830	923	863			

Capex, depreciation & amortization (Millions of yen)



R&D expenses (Millions of yen)

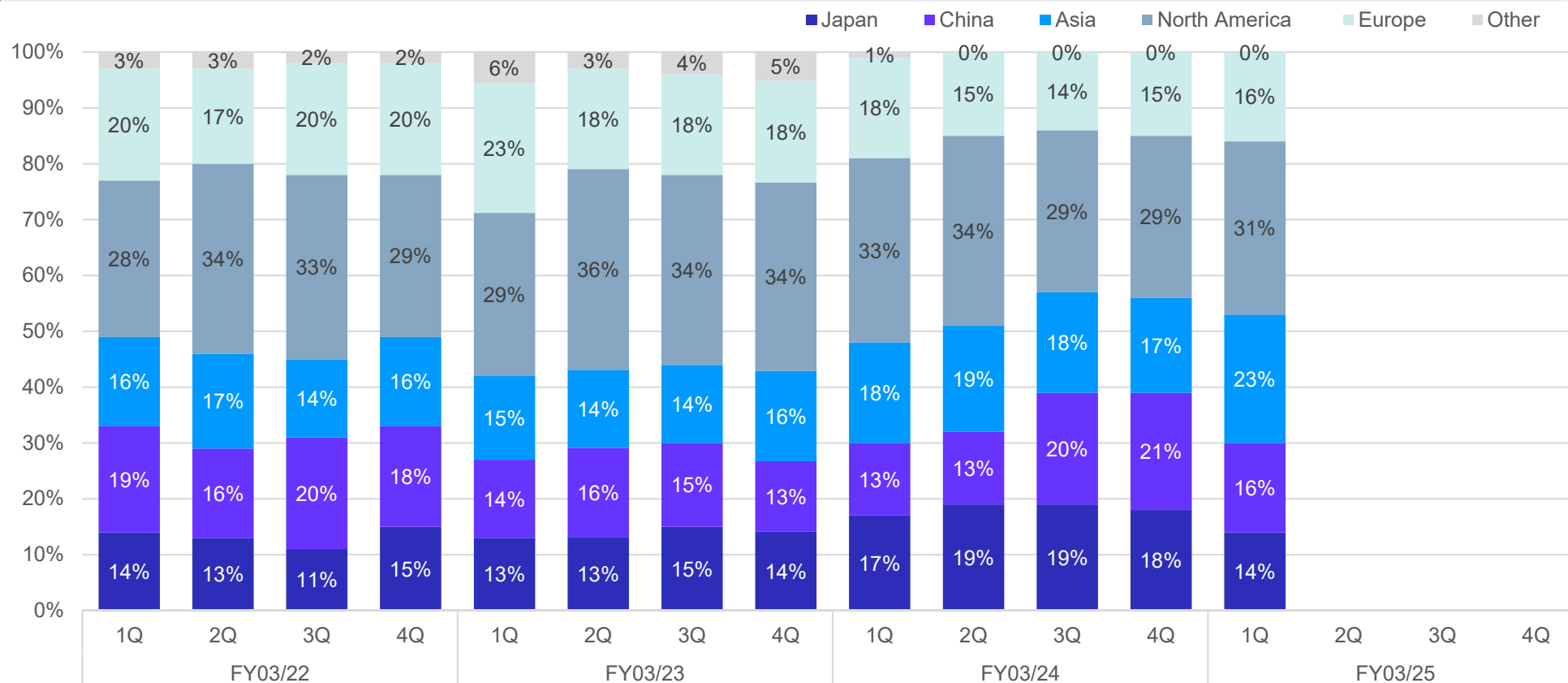


# Quarterly Sales Weighting of Car Speakers by Region



Sales weighting of car speakers by region

	FY03/22				FY03/23				FY03/24				FY03/25			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Japan	14%	13%	11%	15%	13%	13%	15%	14%	17%	19%	19%	18%	14%			
China	19%	16%	20%	18%	14%	16%	15%	13%	13%	13%	20%	21%	16%			
Asia	16%	17%	14%	16%	15%	14%	14%	16%	18%	19%	18%	17%	23%			
North America	28%	34%	33%	29%	29%	36%	34%	34%	33%	34%	29%	29%	31%			
Europe	20%	17%	20%	20%	23%	18%	18%	18%	18%	15%	14%	15%	16%			
Other	3%	3%	2%	2%	6%	3%	4%	5%	1%	0%	0%	0%	0%			
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%			
Total sales (Millions of yen)	13,652	13,295	13,588	17,538	18,767	21,216	20,915	24,349	19,642	22,327	21,799	23,386	22,349			



# The Group's Manufacturing Sites

## Myanmar

FOSTER ELECTRIC (THILAWA) CO., LTD.

## South Korea

ESTec CORPORATION

## China

ESTec ELECTRONICS (JIAXING)CO.,LTD.

FOSTER ELECTRIC CO.,(GUANGZHOU) LTD.

GUANGZHOU PANYU JIU SHUI KENG  
FOSTER ELECTRIC FACTORY

GUANGZHOU FOURSTAR  
ELECTROACOUSTIC TECH CO.,LTD.

FOSTER ELECTRIC CO.,(HEYUAN) LTD.

## Vietnam

ESTec PHU THO CO., LTD.

FOSTER ELECTRIC (BAC NINH) CO., LTD.

FOSTER ELECTRIC (DA NANG) CO., LTD.

FOSTER ELECTRIC (QUANG NGAI ) CO., LTD.

FOSTER ELECTRIC (VIETNAM) CO., LTD.

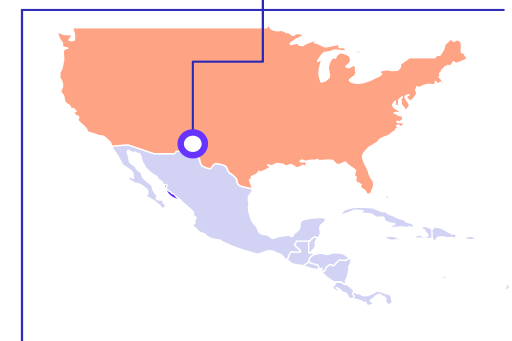
ESTec VINA CO., LTD.

## Thailand

FSK(Thailand) Co.,Ltd.

## USA

EL PASO OPERATIONS



## Hungary

(Start of mass production in the latter half of 2024 (planned))

FOSTER ELECTRIC (HUNGARY) Kft.



( As of June 30, 2024 )

### **[Precautionary Statement]**

All forward-looking statements contained in this material, including forecasts, plans, and outlooks on current or future earnings, are based on currently available information and assumptions on risks and uncertainties that may affect future earnings. Actual results may differ from forecasts or estimates due to a range of factors, including economic conditions surrounding the Group's operations, business conditions of related markets and at OEM customers, the competitive environment and pricing competition in Japan and overseas, raw material prices, foreign exchange rates, risks affecting overseas business, regulations in Japan and overseas, disasters or accidents, and share prices.

### **[Inquiries]**

IR Section, IR and Governance Department, Foster Electric Company, Limited

TEL: +81-42-546-2305 / FAX: +81-42-546-2317

1-1-109 Tsutsujigaoka, Akishima, Tokyo 196-8550, Japan