



TOYOTA BOSHOKU

TSE Prime Market Securities Code 3116

FY2024 (ending March 2024)

3rd Quarter Financial Results

Date : February 2, 2024

Financial Results

- 1. 3rd Quarter FY2024 Financial Results**
- 2. FY2024 Financial Forecasts**
- 3. Appendix**

Financial Results

1. 3rd Quarter FY2024 Financial Results

2. FY2024 Financial Forecasts

3. Appendix

Script

- ◆ Thank you for attending our FY2024 3rd quarter financial results briefing during a busy time today.
- ◆ Firstly, I would like to present the financial results for the 3rd quarter of the fiscal year 2024, followed by our full year forecasts.
- ◆ Now, let's begin by reviewing our financial results for the 3rd quarter .

1-1) 3rd Quarter FY2024 Financial Results Overview of Consolidated Financial Results

(100 million yen)

	3Q FY2023		3Q FY2024		YOY Change	
Revenue	11,691	100.0%	14,711	100.0%	3,020	25.8%
Operating Profit	286	2.4%	767	5.2%	480	168.0%
Profit before income taxes	331	2.8%	793	5.4%	462	139.8%
Profit*	87	0.8%	421	2.9%	333	380.1%

*Profit Attributable to Owners of the Parent

Earnings per share		46.94 yen	225.38yen	-
Exchange Rate	USD	137 yen	143 yen	+ 7 yen
	EUR	141 yen	155 yen	+ 15yen

Revenue

Revenue increased due to higher production in Japan and the Americas, and sales promotion in Asia despite a reduction in production in China.

Operating Profit

Profit increased due to higher production and changes in the vehicle mix despite increase in overhead costs

Script

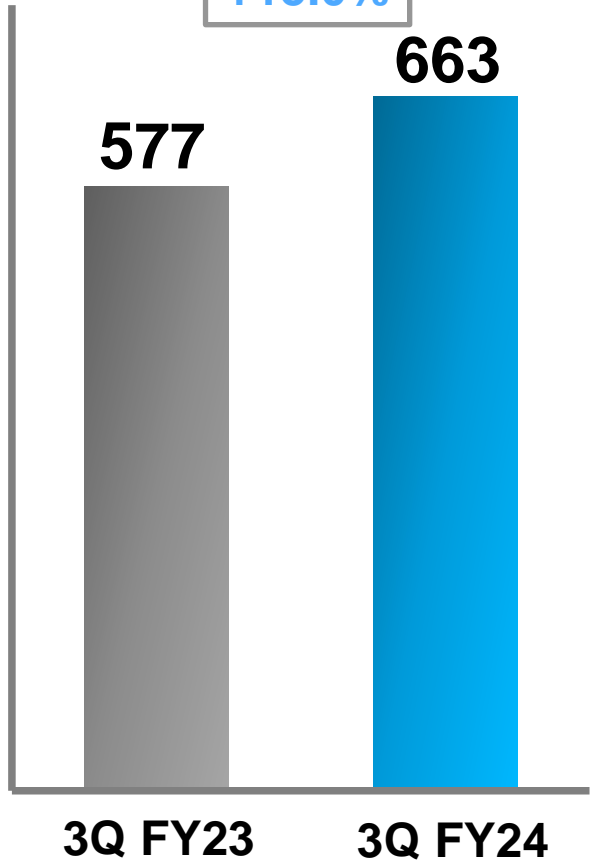
- ◆ Sales revenue increased by 302.0 billion yen to 1.47 trillion yen.
 - ◆ Operating profit increased by 48.0 billion yen to 76.7 billion yen.
 - ◆ Profit before income taxes increased by 46.2 billion yen to 79.3 billion yen.
 - ◆ Profit attributable to owners of the parent increased by 33.3 billion yen to 42.1 billion yen year-over-year.
 - ◆ Exchange rates are approximately 143 yen to the U.S. dollar, and 155 yen to the Euro.
- The exchange gain was 36.9 billion yen for revenue and 2.6 billion yen for operating profit year-over-year.

1-2) 3rd Quarter FY2024 Financial Results **Seat Production by Region**

Total

(10,000 Units)

+86
+15.0%

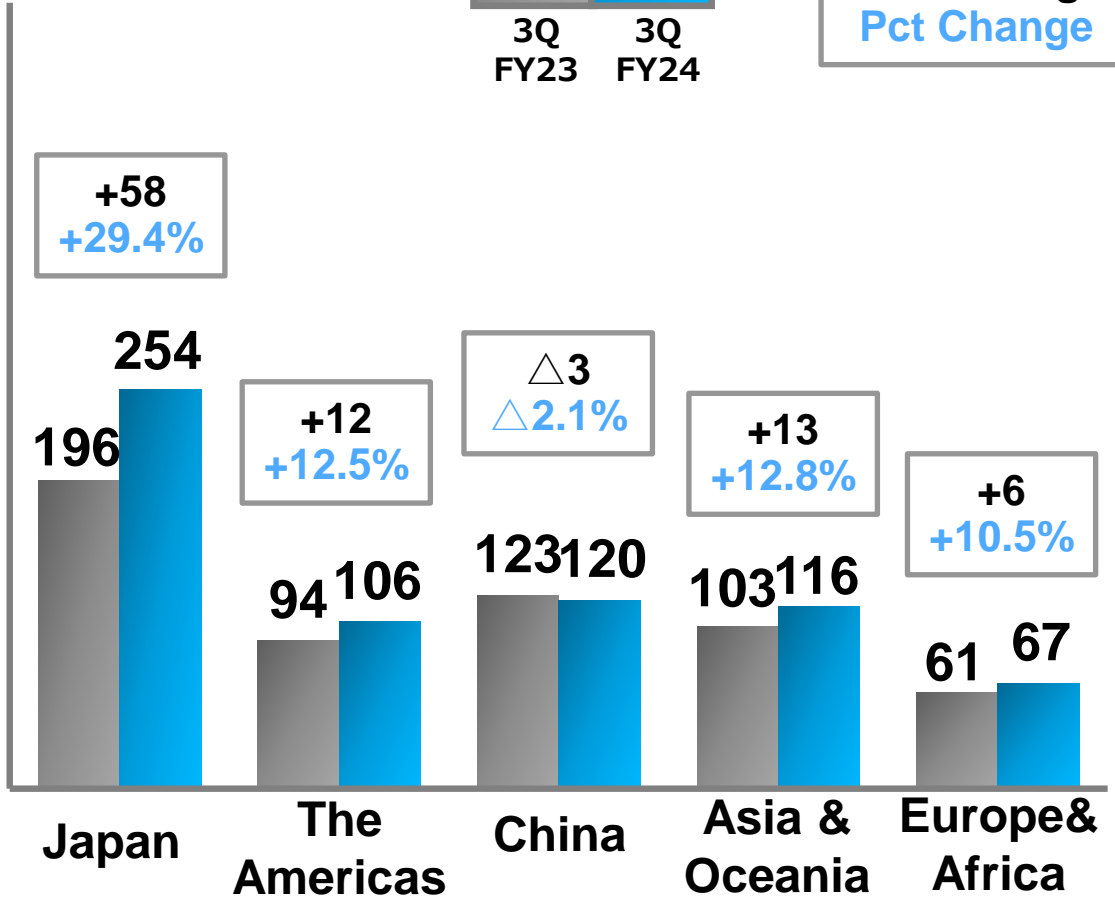


By Region

(10,000 Units)

3Q FY23 3Q FY24

YOY Change
Pct Change



Script

- ◆ Next, the consolidated seat assembly volume, the main product of the company, totaled 6.63 million units, an increase of 0.86 million units compared to the previous year.
- ◆ The seat assembly volume by region is as shown. This will be explained in detail in later slides.

1-3) 3rd Quarter FY2024 Financial Results Consolidated Revenue & Operating Profit

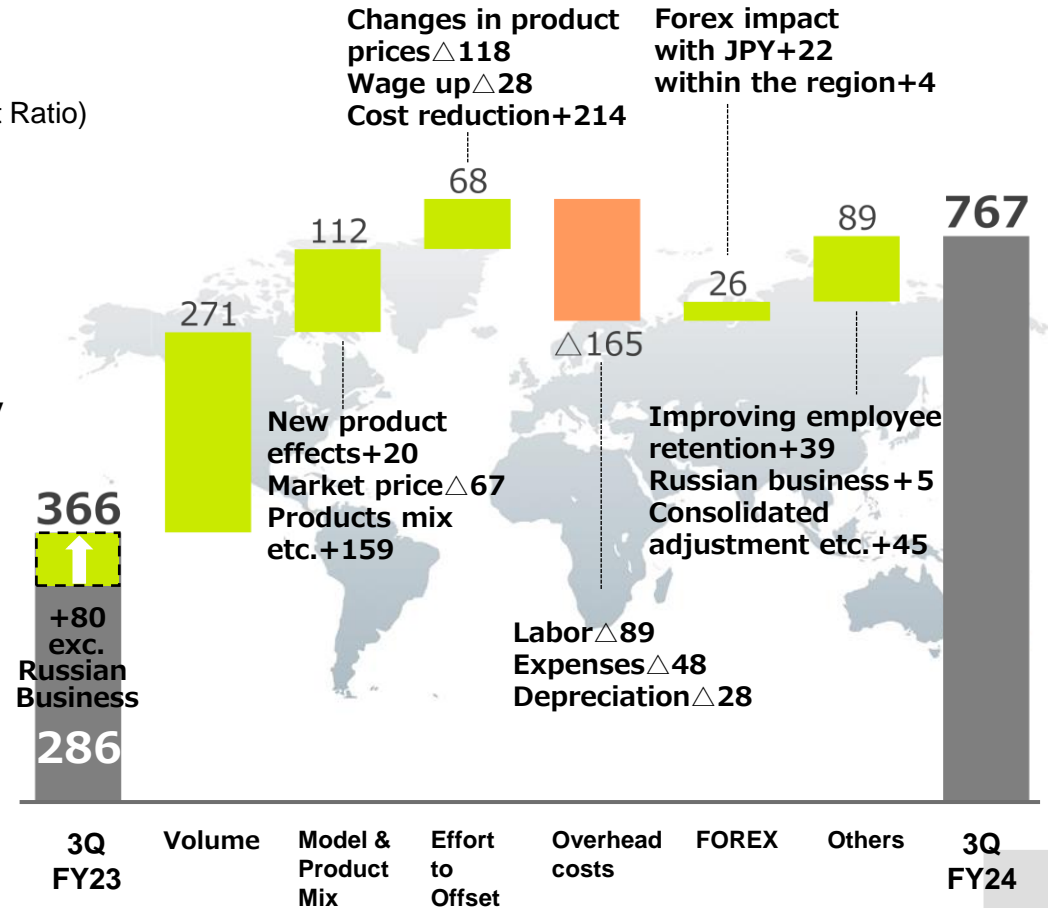
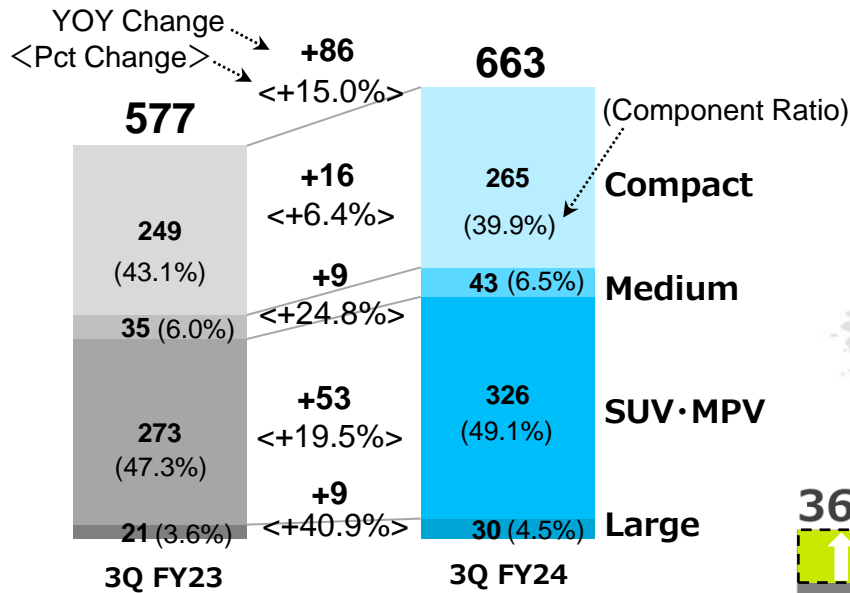
Profit increased due to higher production and a change in the vehicle mix despite an increase in overhead costs

Volume & Model Mix

(10,000 units)

Operating Profit Variance Analysis

(100 million yen)



Profit & Loss (100 million yen)

	3Q FY23	3Q FY24	YOY Change
Revenue	11,691	14,711	3,020
Operating Profit	286	767	480
Operating Profit Ratio	2.4%	5.2%	-

Script

- ◆ Next, let me move on to consolidated revenue & operating profit.
- ◆ Volume increased by 0.86 million units to 6.63 million units.
- ◆ Sales revenue increased by 302.0 billion yen to 1.471 trillion yen.
- ◆ Operating profit increased by 48.0 billion yen to 76.7 billion yen due to a higher production and a change in the vehicle mix, despite an increase in overhead costs.

1-3) 3rd Quarter FY2024 Financial Results Japan Revenue & Operating Profit

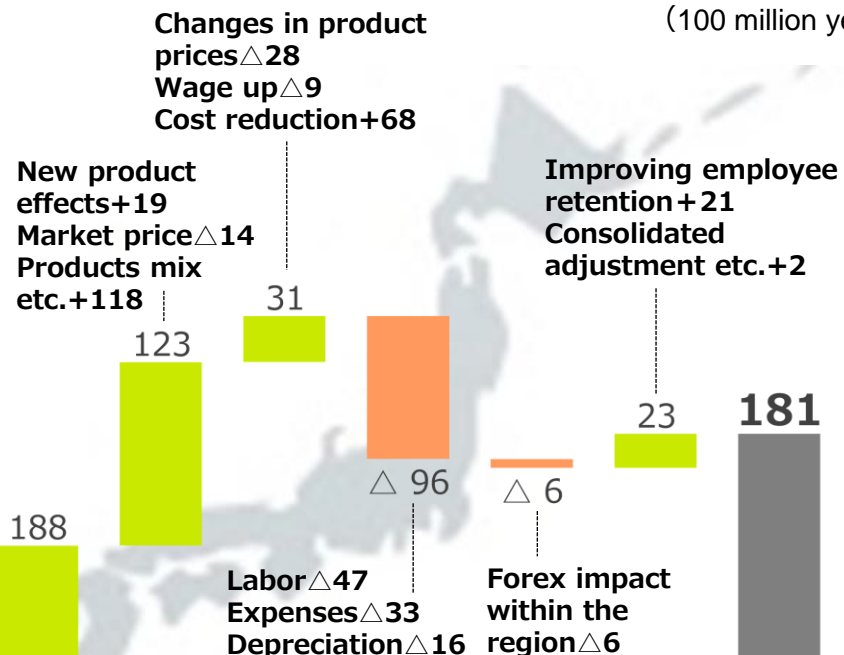
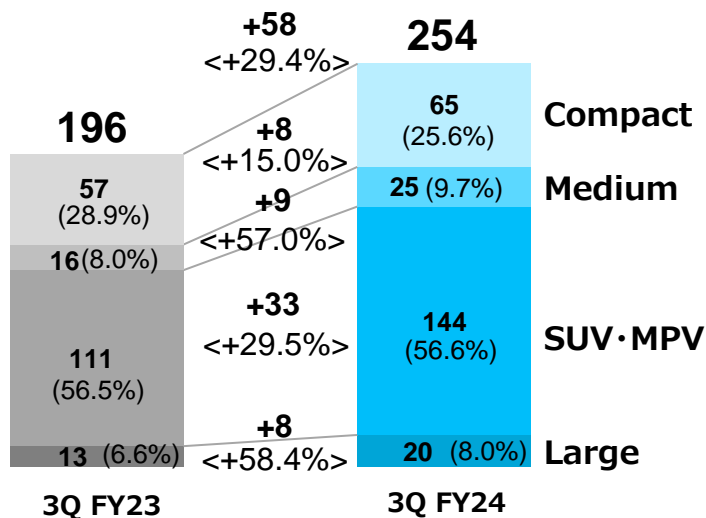
Profit increased due to higher production focused on SUV·MPVs and changes in the vehicle mix despite an increase in overhead costs

Volume & Model Mix

(10,000 units)

Operating Profit Variance Analysis

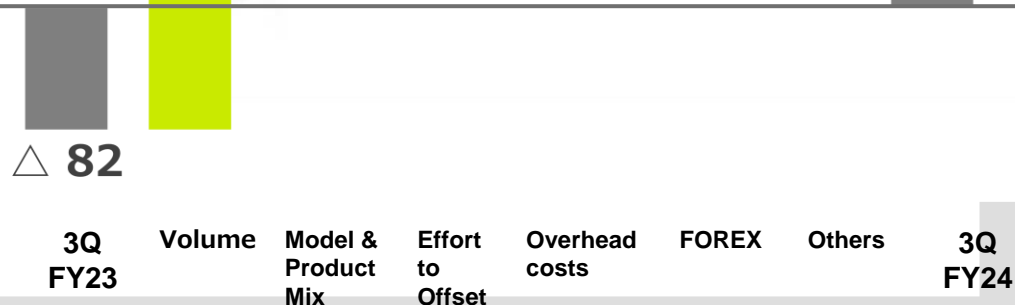
(100 million yen)



Profit & Loss

(100 million yen)

	3Q FY23	3Q FY24	YOY Change
Revenue	5,063	7,065	2,001
Operating Profit	$\Delta 82$	181	264
Operating Profit Ratio	$\Delta 1.6\%$	2.6%	-



Script

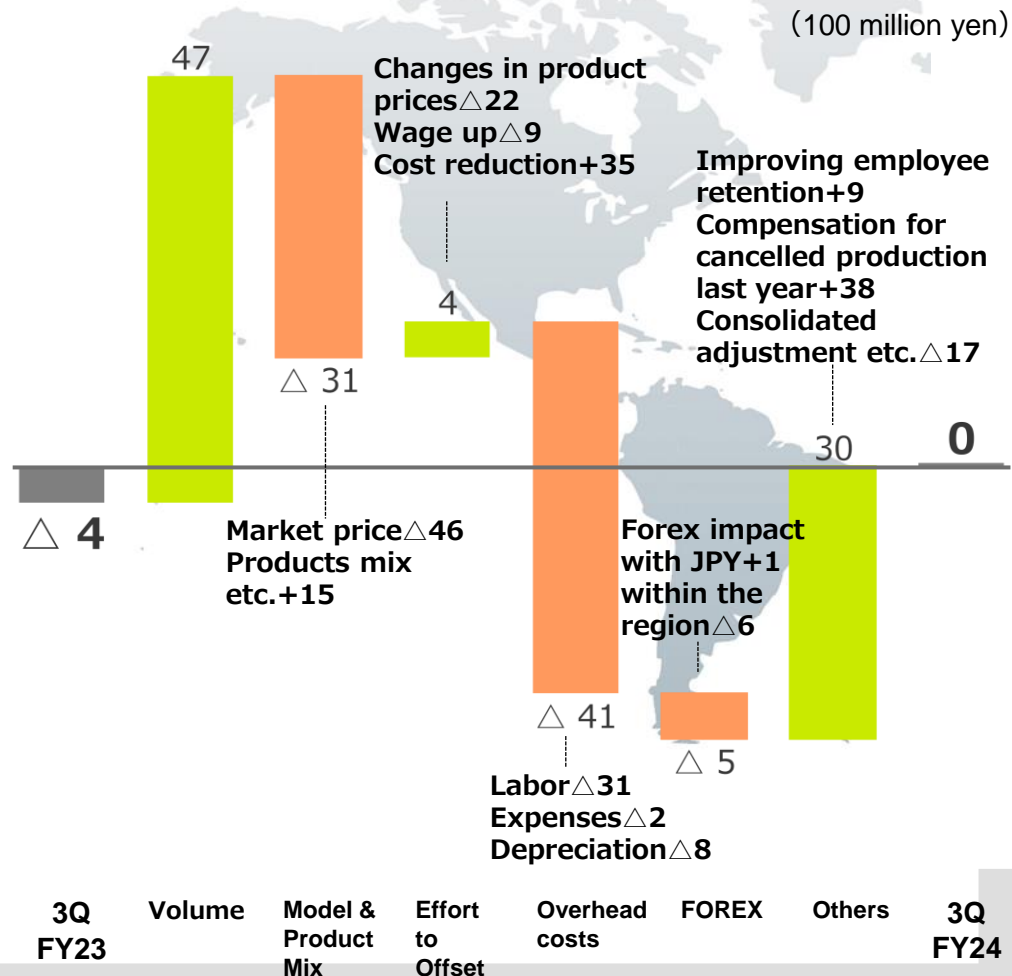
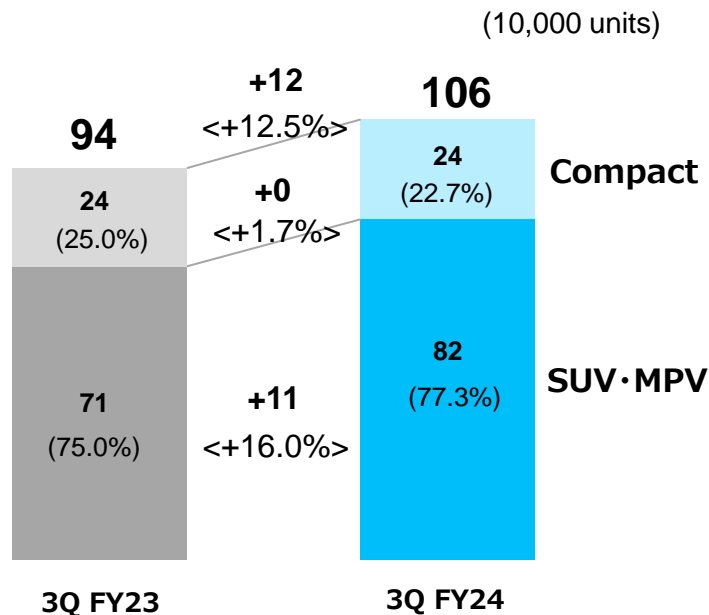
- ◆ Next, in Japan, year-over-year,
- ◆ Volume increased by 580k units to 2.54 million units because production stabilized as parts supply issues were resolved.
- ◆ Sales revenue increased by 200.1 billion yen to 706.5 billion yen.
- ◆ Operating profit increased by 26.4 billion yen to 18.1 billion yen due to the impact of higher production focused on SUV・MPVs as well as changes in the vehicle mix despite an increase in overhead costs.

1-3) 3rd Quarter FY2024 Financial Results The Americas Revenue & Operating Profit

Profit increased due to higher production from launch of new cars and sales efforts despite an increase in overhead costs resulting from new products launch and market price increase

Volume & Model Mix

Operating Profit Variance Analysis



Profit & Loss (100 million yen)

	3Q FY23	3Q FY24	YOY Change
Revenue	2,848	3,468	619
Operating Profit	$\Delta 4$	0	4
Operating Profit Ratio	$\Delta 0.1\%$	0.0%	-

Script

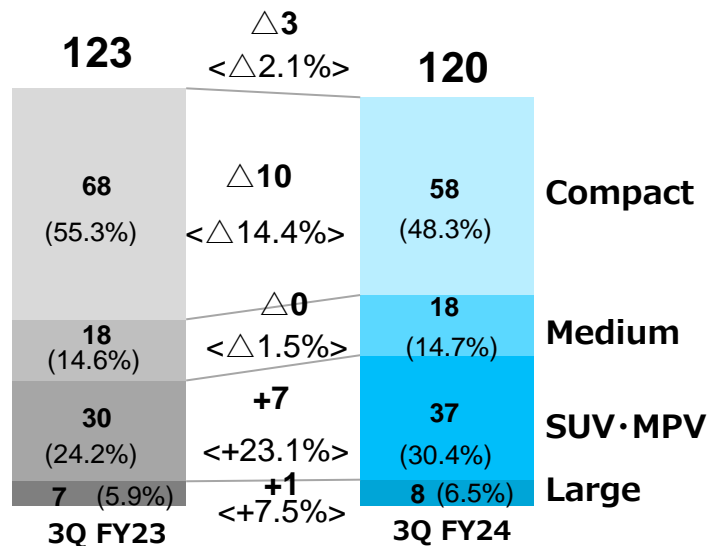
- ◆ Next, in the Americas, year-over year,
- ◆ Volume increased by 120k units to 1.06 million units.
- ◆ Sales revenue increased by 61.9 billion yen to 346.8 billion yen.
- ◆ Operating profit increased by 0.4 billion yen to 0 billion yen due to higher production from the launch of new cars and sales efforts despite and an increase in overhead costs resulting from the launch of new products and market price increase.

1-3) 3rd Quarter FY2024 Financial Results China Revenue & Operating Profit

Profit increased as the vehicle mix changed following the launch of new products last year despite a decrease in volume

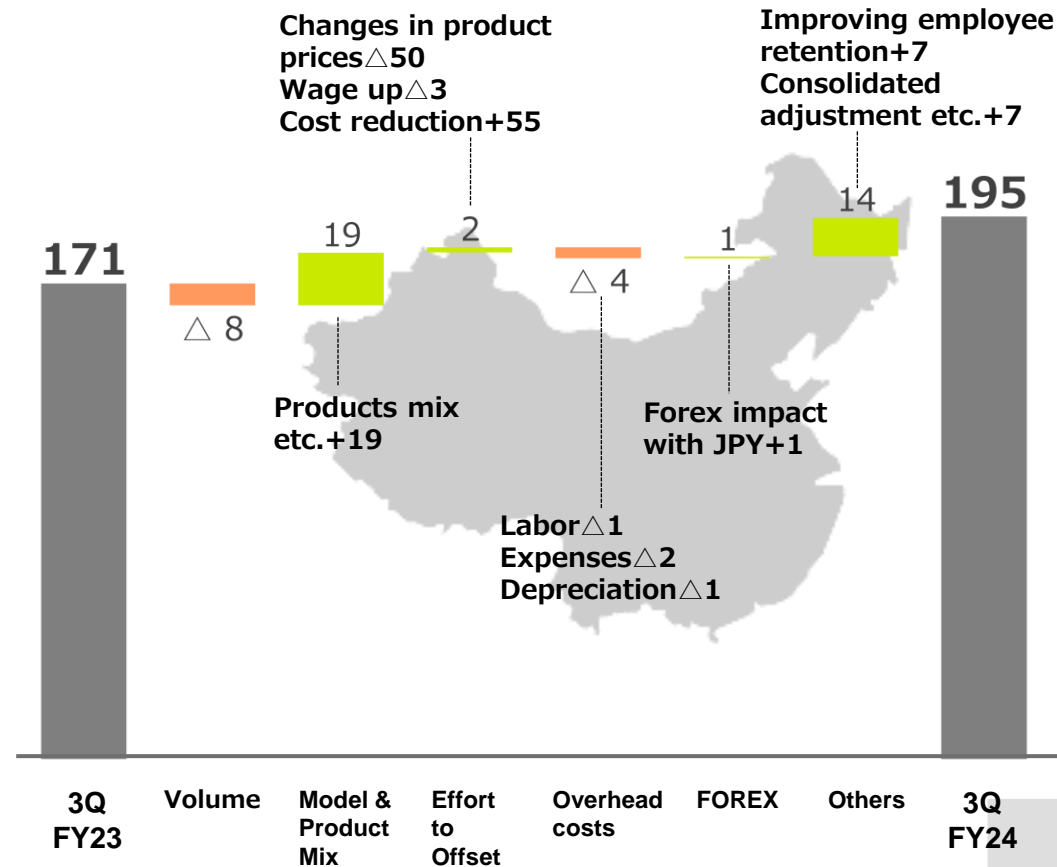
Volume & Model Mix

(10,000 units)



Operating Profit Variance Analysis

(100 million yen)



Profit & Loss (100 million yen)

	3Q FY23	3Q FY24	YOYChange
Revenue	1,897	1,927	29
Operating Profit	171	195	23
Operating Profit Ratio	9.1%	10.2%	-

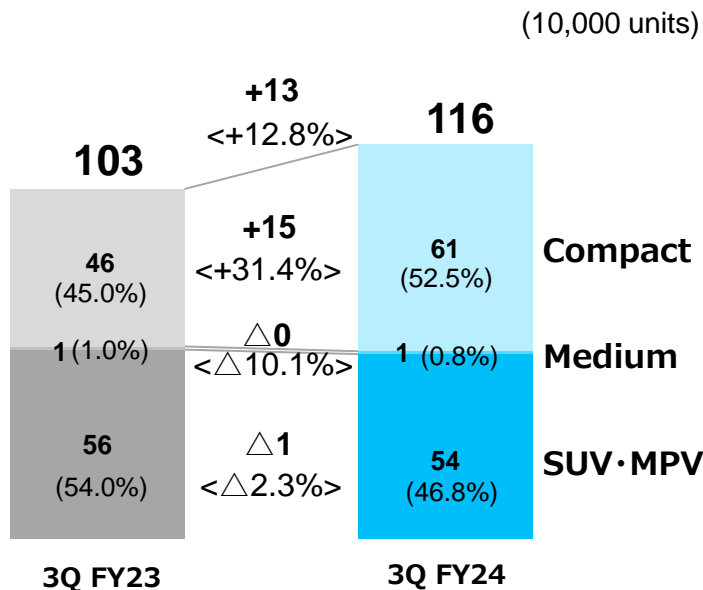
Script

- ◆ Next, in China, year-over year,
- ◆ Volume decreased by 30k units to 1.20 million units.
- ◆ Sales revenue increased by 2.9 billion yen to 192.7 billion yen.
- ◆ Operating profit increased by 2.3 billion yen to 19.5 billion yen due to changes in the vehicle mix following the launch of new products last year despite a decrease in production volume.

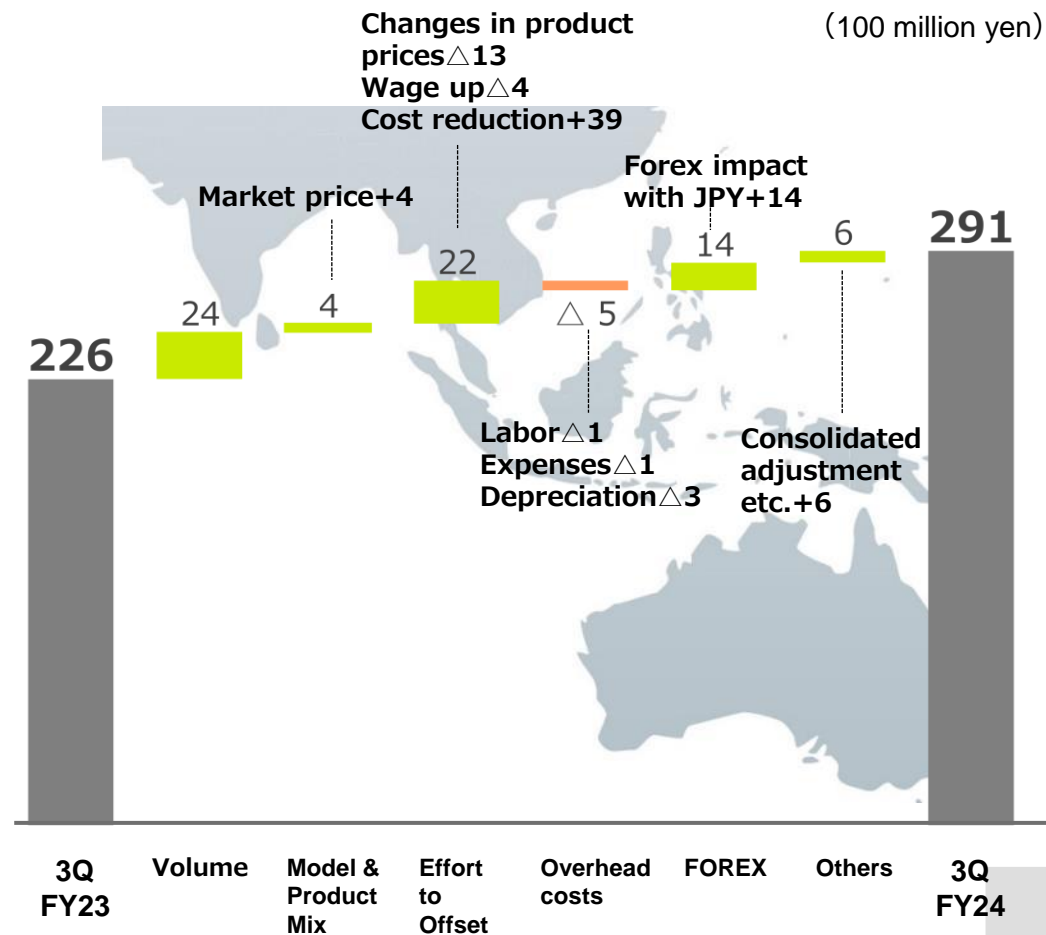
1-3) 3rd Quarter FY2024 Financial Results Asia & Oceania Revenue & Operating Profit

Profit increased due to higher volume from sales promotion in Indonesia and India as well as cost reduction

Volume & Model Mix



Operating Profit Variance Analysis



Profit & Loss (100 million yen)

	3Q FY23	3Q FY24	YOY Change
Revenue	1,857	2,076	218
Operating Profit	226	291	65
Operating Profit Ratio	12.2%	14.1%	-

Script

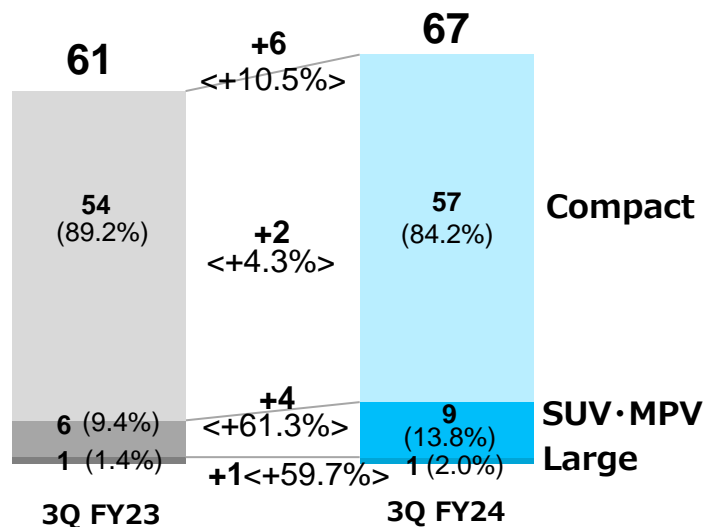
- ◆ Next, in Asia & Oceania, year-over year,
- ◆ Volume increased by 130k units to 1.16 million units.
- ◆ Sales revenue increased by 21.8 billion yen to 207.6 billion yen.
- ◆ Operating profit increased by 6.5 billion yen to 29.1 billion yen due to higher volume from sales promotion in Indonesia and India as well as cost reduction.

1-3) 3rd Quarter FY2024 Financial Results Europe & Africa Revenue & Operating Profit

Profit increased due to higher volumes, cost reduction, and FX impacts, despite an increase in overhead costs

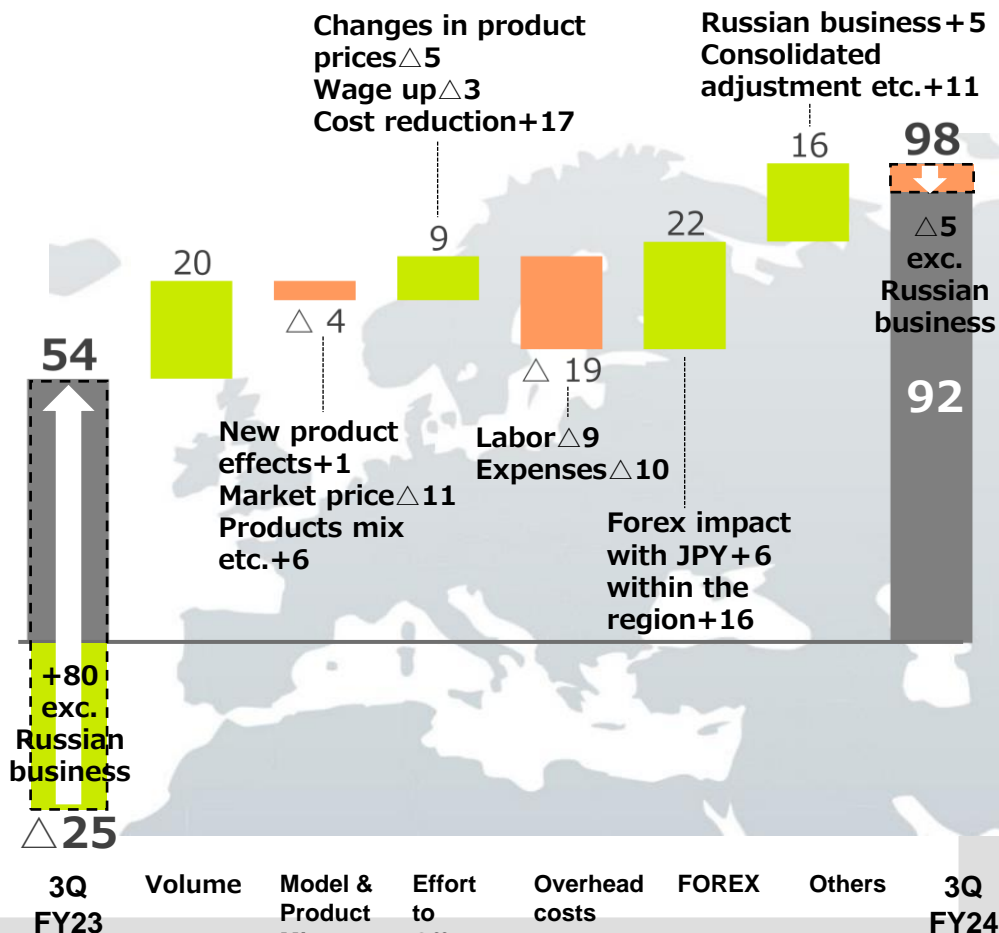
Volume & Model Mix

(10,000 units)



Operating Profit Variance Analysis

(100 million yen)



Profit & Loss

(100 million yen)

	3Q FY23	3Q FY24	YOY Change
Revenue	786	1,003	217
Operating Profit	Δ25	98	123
Operating Profit Ratio	Δ3.2%	9.8%	-

Script

- ◆ Next in Europe & Africa, year-over year,
- ◆ Volume increased by 60k units to 0.67 million units.
- ◆ Sales revenue increased by 21.7 billion yen to 100.3 billion yen.
- ◆ Operating profit increased by 12.3 billion yen to 9.8 billion yen due to impacts of volume increase and cost reduction, as well as the impacts from the Russian business despite an increase in overhead costs.

Financial Results

1. 3rd Quarter FY2024 Financial Results

2. FY2024 Financial Forecasts

3. Appendix

Script

- ◆ In the following section, I would like to explain the full year forecasts for the fiscal year 2024.

2-1) FY2024 Financial Forecasts Overview of Consolidated Financial Forecasts

(100 million yen)

	FY23 Actual		FY24 Forecasts		YOY Change		FY24 Forecasts (previously announced)	
Revenue	16,040	100.0%	19,700	100.0%	3,659	22.8%	19,700	100.0%
Operating Profit	476	3.0%	930	4.7%	453	95.1%	930	4.7%
Profit before income taxes	522	3.3%	900	4.6%	377	72.1%	900	4.6%
Profit ^{※1}	146	0.9%	※2 590	3.0%	443	301.9%	※2 590	3.0%

※1 Profit Attributable to Owners of the Parent

※2 The impact of deferred tax asset recognition is included⁺⁸⁹

Earnings per share		78.57 yen	315.76 yen		315.76 yen
Exchange Rate	USD	135 yen	143 yen	+ 8 yen	141 yen
	EUR	141 yen	154 yen	+ 13 yen	152 yen

Revenue

Higher revenue is expected due to a volume increase in Japan and America regions, along with sales promotions in Asia, despite a reduction in production in China resulting from the rapid shift to BEVs

Operating Profit

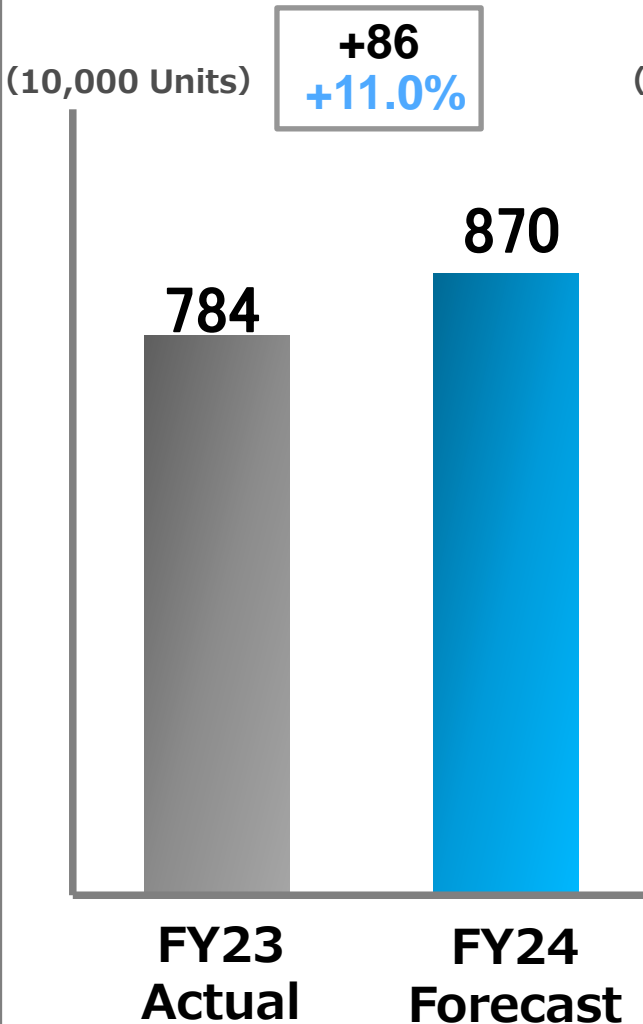
Higher profit is expected due to a volume increase, new product effects and changes in the vehicle mix, despite an increase in overhead costs including upfront investments for the future

Script

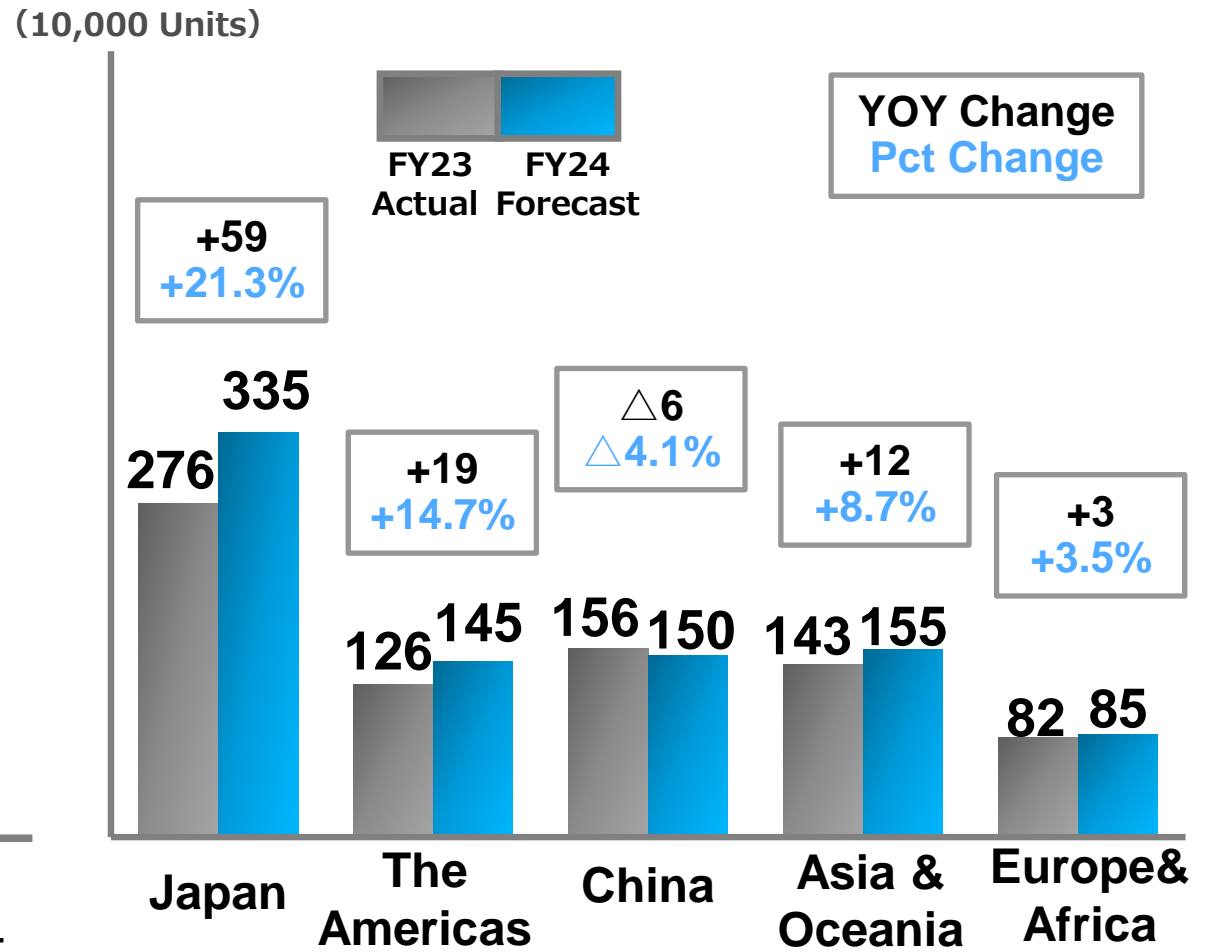
- ◆ Sales revenue is prospected to increase by 365.9 billion yen to 1.97 trillion yen year-over-year.
- ◆ Operating profit will increase by 45.3 billion yen to 93 billion yen.
- ◆ Profit before income taxes is prospected to increase by 37.7 billion yen to 90 billion yen.
- ◆ Profit attributable to owners of the parent is prospected to increase by 44.3 billion yen to 59 billion yen.
- ◆ Assumed exchange rates stand at approximately 143 yen to the U.S. dollar, and 154 yen to the Euro.

2-2) FY2024 Financial Forecasts **Seat Assembly Production by Region**

Total



By Region



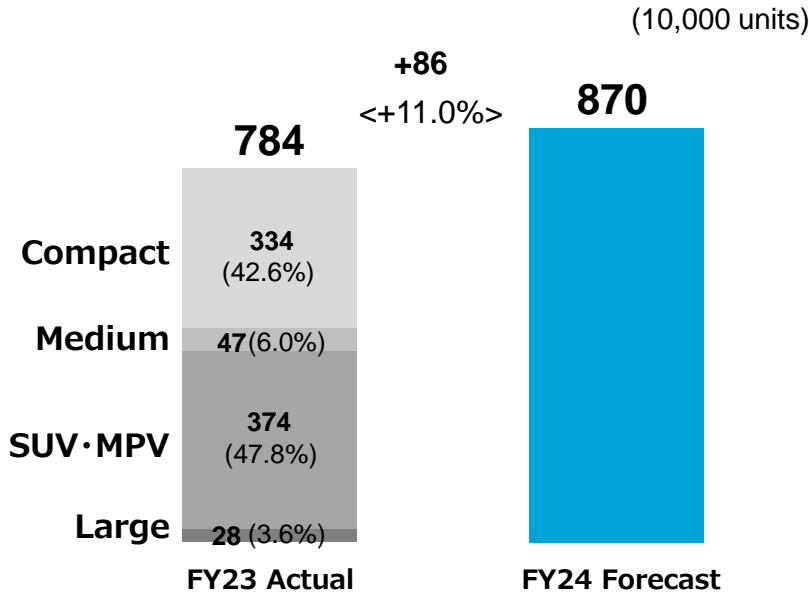
Script

- ◆ As for consolidated seat assembly volume, it is forecasted to reach 8.7 million units, an increase of 0.86 million units compared to the previous year.
- ◆ The seat assembly volume by region is as shown. This will be explained in detail in later slides.

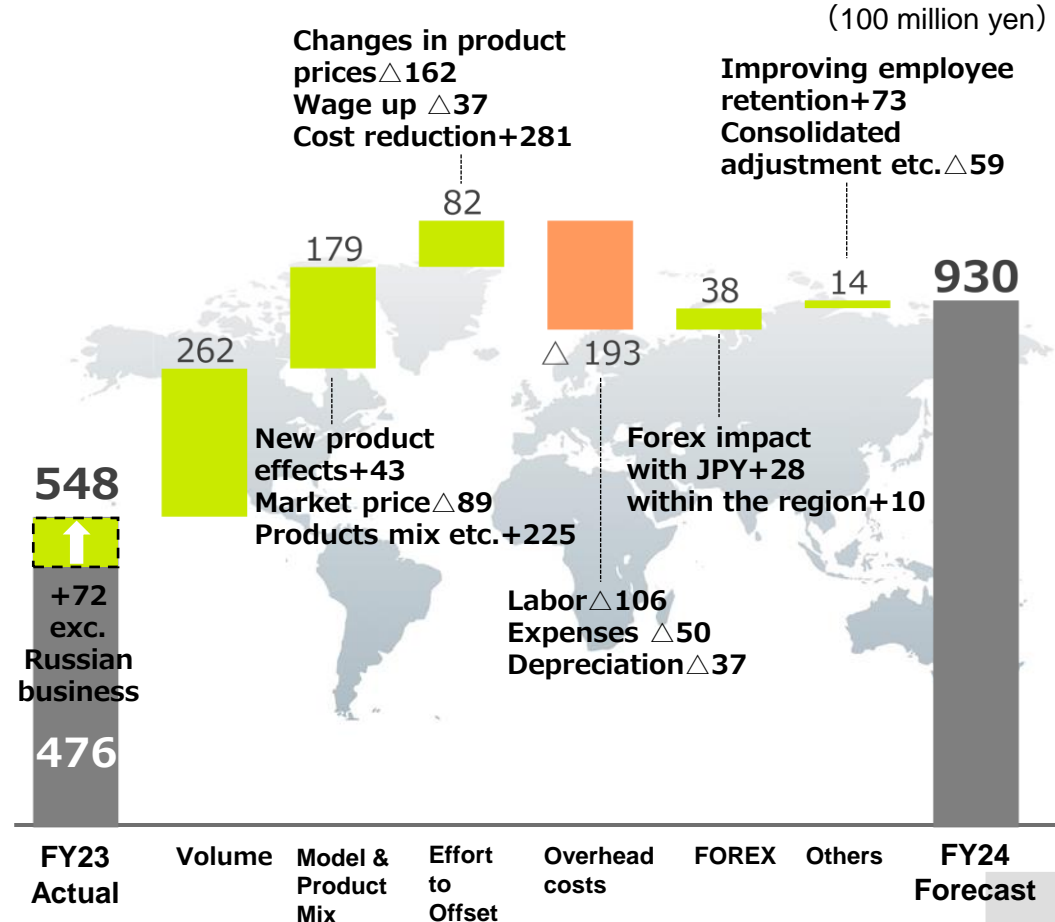
2-3) FY2024 Financial Forecasts Consolidated Revenue & Operating Profit

Higher profit is expected due to volume increase, new product effects and changes in the vehicle mix despite an increase in overhead costs including upfront investments for the future

Volume & Model Mix



Operating Profit Variance Analysis



Profit & Loss

(100 million yen)

	FY23 Actual	FY24 Forecast	YOY Change
Revenue	16,040	19,700	3,659
Operating Profit	476	930	453
Operating Profit Ratio	3.0%	4.7%	-

Script

- ◆ Next, let me explain consolidated revenue & operating profit.
- ◆ Volume is expected to reach 8.7 million units, an increase of 0.86 million units year-over-year.
- ◆ Sales revenue is prospected to increase by 365.9 billion yen to 1.97 trillion yen.
- ◆ Operating profit is prospected to be 93 billion yen, increased by 45.3 billion yen due to volume increase and new product effects in addition to changes in the vehicle mix despite an increase in overhead costs including upfront investments for the future.

2-3) FY2024 Financial Forecasts Comparison with the Previous Forecast

Operating Profit variance analysis

(100 million yen)

	2Q announced	3Q announced	Total	Difference	
				Internal efforts	Environmental changes
FY23 Actual	<small>exc. Russian business</small> 548	548	-	-	-
Volume	328	262	△66		△66
Mix	113	179	+66	+65	+1
Cost Reduction	109	82	△27	△10	△17
Expenses	△178	△193	△15	△15	
FX	22	38	+16		+16
Others	△12	14	+26		+26
FY24 Forecast	930	930	-	+40	△40

Script

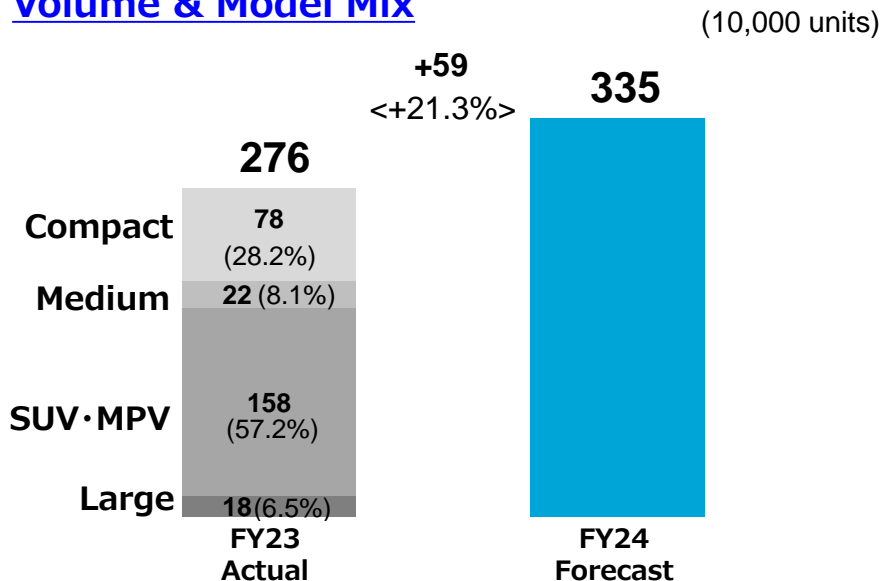
- ◆ Next, here is the comparison with the previous forecast released last time.
- ◆ Compared to the previous announcement, expecting external environmental changes such as production reduction, in Japan, Asia, and Europe & Africa.
- ◆ On the other hand, we maintained our operating profit forecast by implementing sales efforts and streamlining overhead costs, in addition to synergy effects of the subsidiaries that joined the consolidation from the second half this year.

2-4) FY2024 Financial Forecasts Revenue & Operating Profit by Region

Japan

Higher profit due to production increase and changes in the vehicle mix despite impacts of APA in the previous year as well as an increase in overhead costs

Volume & Model Mix



Profit & Loss

(100 million yen)

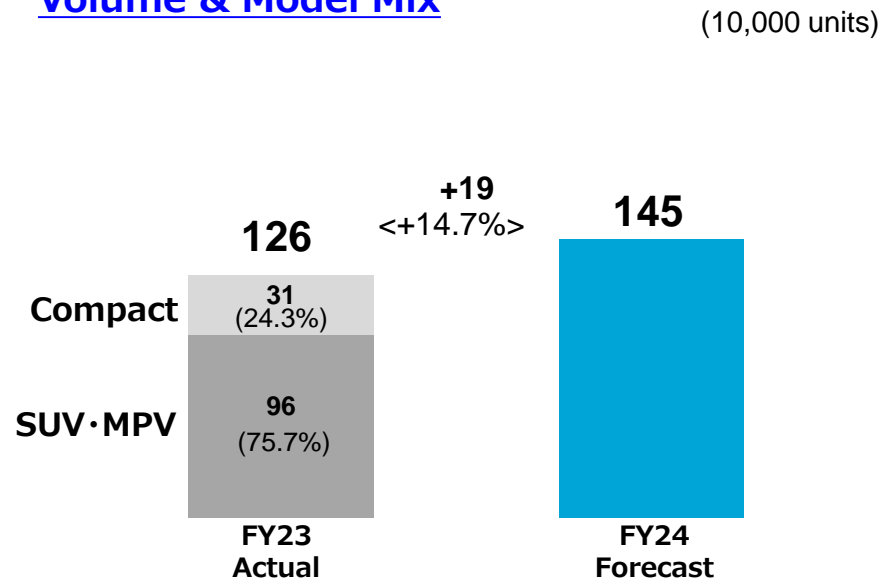
	FY23 Actual	FY24 Forecast	YOY Change
Revenue	7,329	9,500	2,170
Operating Profit	(△54) 116	230	(283) 113
Operating Profit Ratio	1.6%	2.4%	-

() exc. APA

The Americas

Higher profit due to production increase from new models and changes in the vehicle mix despite negative impacts of an increase in overhead costs and market price

Volume & Model Mix



Profit & Loss

(100 million yen)

	FY23 Actual	FY24 Forecast	YOY Change
Revenue	3,887	4,800	912
Operating Profit	△11	20	31
Operating Profit Ratio	△0.3%	0.4%	-

Script

- ◆ Next, let me explain financial forecast by regions.
- ◆ First, in Japan, year-over year,
 - ◆ Volume is expected to increase by 590k units to 3.35 million units.
 - ◆ Sales revenue will increase by 217.0 billion yen to 950 billion yen.
 - ◆ Operating profit is prospected to increase by 28.3 billion yen to 23.0 billion yen, excluding an impact of Advance Pricing Agreement in the previous year, due to production increase and changes in the vehicle mix despite an increase in overhead costs.
- ◆ Next, in the Americas, year-over-year,
 - ◆ Volume is expected to increase by 190k units to 1.45 million units.
 - ◆ Sales revenue will increase by 91.2 billion yen to 480 billion yen.
 - ◆ Operating profit is prospected to increase by 3.1 billion yen to 2.0 billion yen due to higher production from new models and changes in the vehicle mix despite negative impacts of an increase in overhead costs and market price.

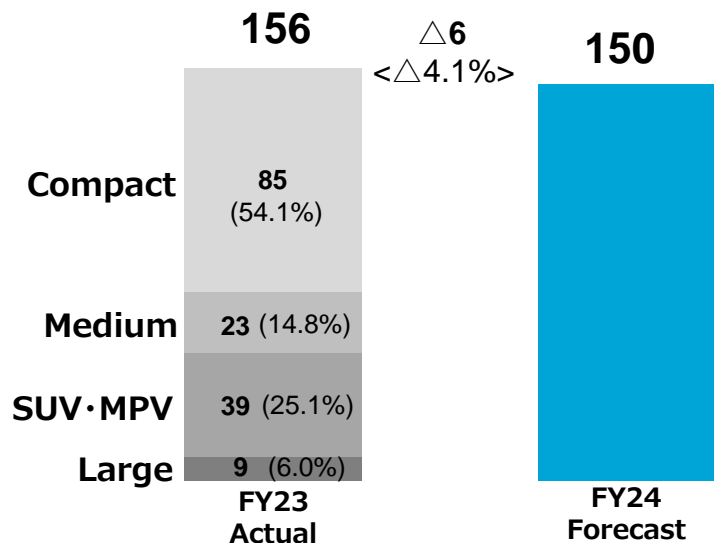
2-4) FY2024 Financial Forecasts Revenue & Operating Profit by Region

China

Lower profit due to a decrease in volume caused by the rapid shift to BEVs

Volume & Model Mix

(10,000 units)



Profit & Loss

(100 million yen)

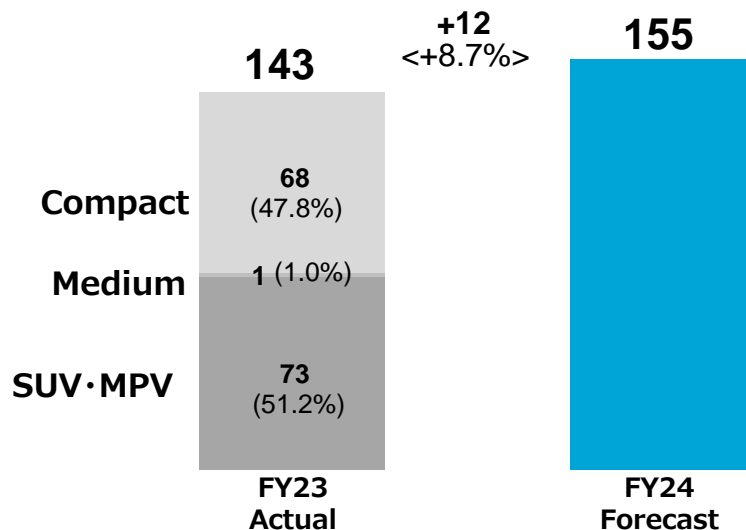
	FY23Actual	FY24Forecast	YOYChange
Revenue	2,446	2,400	$\Delta 46$
Operating Profit	212	200	$\Delta 12$
Operating Profit Ratio	8.7%	8.3%	-

Asia & Oceania

Higher profit due to production increase from sales promotion in Indonesia & India in addition to APA impacts in the previous year

Volume & Model Mix

(10,000 units)



Profit & Loss

(100 million yen)

	FY23Actual	FY24Forecast	YOYChange
Revenue	2,496	2,800	303
Operating Profit	(310) 140	370	(59) 229
Operating Profit Ratio	5.6%	13.2%	-

()exc. APA

Script

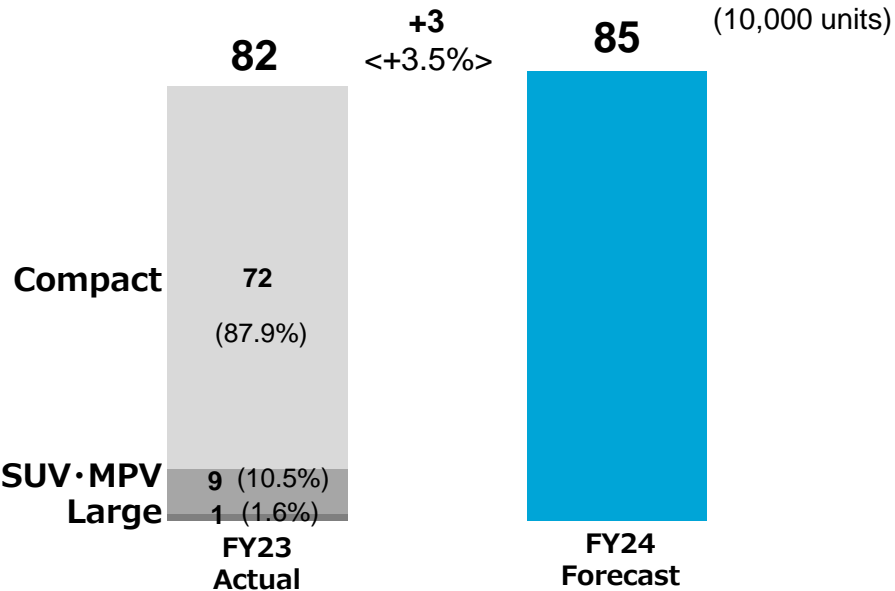
- ◆ Next, in China, year-over year,
 - ◆ Volume is expected to decrease by 60k units to 1.5 million units.
 - ◆ Sales revenue will decrease by 4.6 billion yen to 240 billion yen.
 - ◆ Operating profit is prospected to decrease by 1.2 billion yen to 20.0 billion yen due to a decrease in volume caused by the rapid shift to BEVs.
-
- ◆ Next, in Asia & Oceania, year-over-year,
 - ◆ Volume is expected to increase by 120k units to 1.55 million units.
 - ◆ Sales revenue will increase by 30.3 billion yen to 280 billion yen.
 - ◆ Operating profit is prospected to increase by 5.9 billion yen to 37.0 billion yen, excluding the impact of Advance Pricing Agreement in the previous year, due to impacts of higher volume from sales promotion in Indonesia & India.

2-4) FY2024 Financial Forecasts Revenue & Operating Profit by Region

Europe & Africa

Higher profit due to production increase and impacts of the Russian business from the previous year despite increases in the market price and expenses

Volume & Model Mix



Profit & Loss

(100 million yen)

	FY23Actual	FY24Forecast	YOYChange
Revenue	1,082	1,300	217
Operating Profit	(70) 19	110	(39) 90
Operating Profit Ratio	1.8%	8.5%	-

() exc. Russian business

Script

- ◆ Next, in Europe & Africa, year-over year,
- ◆ Volume is expected to increase by 30k units to 0.85 million units.
- ◆ Sales revenue will increase by 21.7 billion yen to 130.0 billion yen.
- ◆ Operating profit is prospected increase by 3.9 billion yen to 11.0 billion yen, excluding the impacts of the Russian business from the previous year, due to increased production despite increases in the market price and expenses.

2-5) FY2024 Financial Forecasts 1st/2nd Half by Region

Revenue

(100 million yen)

	1 st Half		2 nd Half		Full Year	
Japan	4,624		4,875		9,500	
The Americas	2,344		2,455		4,800	
China	1,228		1,171		2,400	
Asia & Oceania	1,346		1,453		2,800	
Europe & Africa	644		655		1,300	
Total	9,640		10,059		19,700	

Operating Profit

(100 million yen)

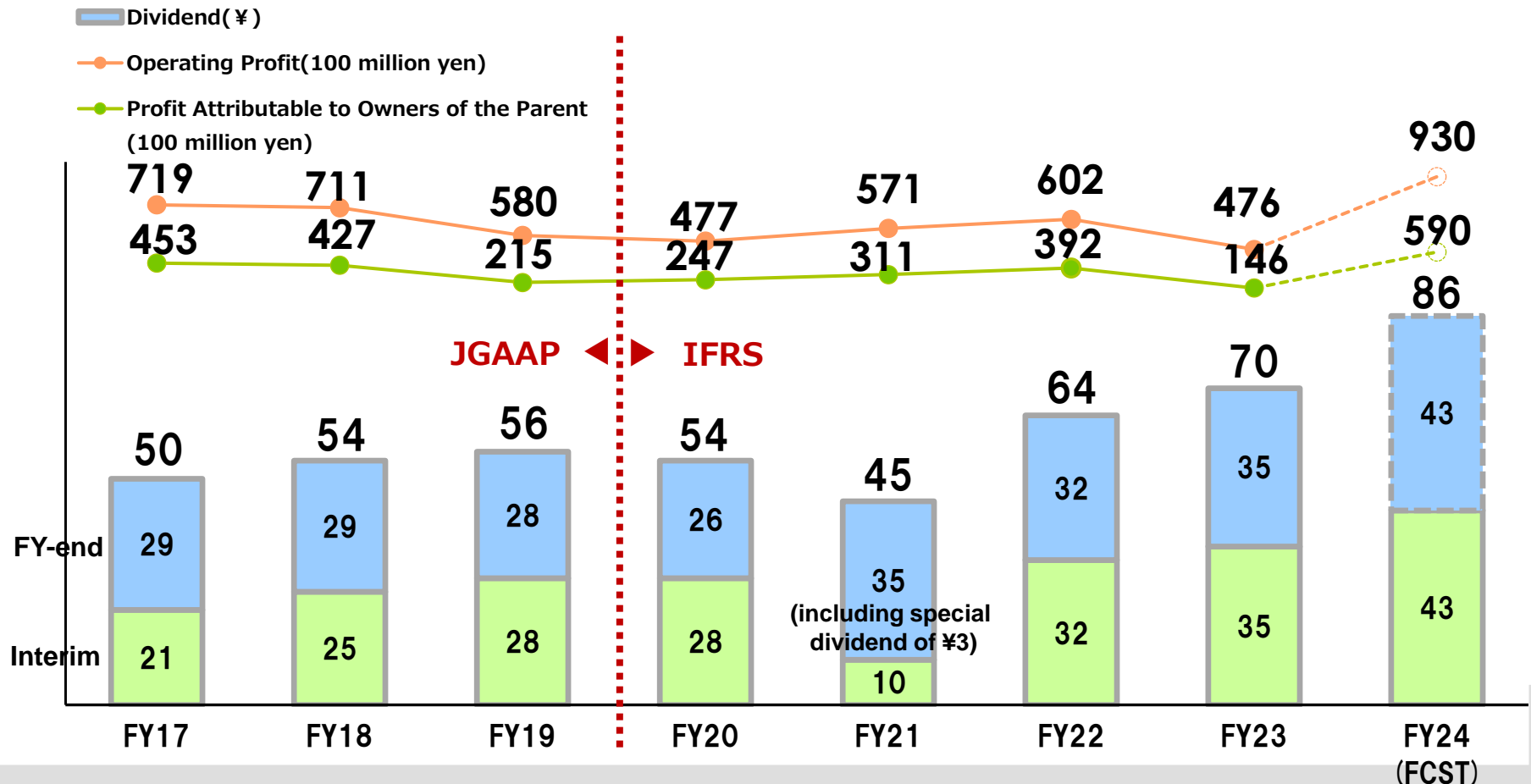
	1 st Half		2 nd Half		Full Year	
Japan	132	2.9%	97	2.0%	230	2.4%
The Americas	13	0.6%	6	0.3%	20	0.4%
China	112	9.1%	87	7.5%	200	8.3%
Asia & Oceania	177	13.2%	192	13.3%	370	13.2%
Europe & Africa	60	9.3%	49	7.6%	110	8.5%
Total	495	5.1%	434	4.3%	930	4.7%

◆ The financial forecasts by the half-year are as follows.

2-6) FY2024 Financial Forecasts Returning to Shareholders

- The annual dividend plan is ¥86, as same as the previous forecast (¥43 for interim and year-end respectively)
- To be determined based on comprehensive evaluation of future forecasts

Trends in dividend, operating profit, & profit attributable to owners of the parent



Script

- ◆ Next, on returning to shareholders, for FY24, our annual dividends plan is 86 yen, increased by 16 yen compared to the previous announcement. It will be determined based on comprehensive evaluation of consolidated financial results to keep long-term sustainable dividends.

2-6) FY2024 Financial Forecasts **Returning to Shareholders**

To enhance shareholder returns and improve capital efficiency, the decision to purchase treasury stocks has been made based on the cash allocation policy outlined in the 2030 Mid-term Business Plan.

【Acquisition of Treasury Shares】

Type of Shares to be Acquired : Common shares

Number of Shares to be Acquired : 8.5 million(maximum)

Total Value of Shares to be Acquired : 20.0 billion yen(maximum)

Acquisition Period : February 5 to February 29, 2024

- ◆ In addition, we would like to inform you that, based on the cash allocation policy outlined in the 2030 Mid-term Business Plan, we have decided to purchase treasury stocks as a part of our efforts to enhance shareholder returns and improve capital efficiency, as described.

2-7) 3rd Quarter FY2024 Financial Results Summary

【3Q Results】

- **Operating profit improved** due to **internal efforts**, including **sales efforts and streamlined expenses**, while production declined compared to the previous forecast

【Forecast after 4Q】

- **Investments for the future**, includes expanding sales to new OEMs and enhancing competitiveness, **will be implemented efficiently while flexibly responding to current environmental changes**, such as production reductions in China and Japan.
- By implementing both “company-wide **activities to enhance our profit competitiveness**” and “**investment in growth businesses**”, we aim to **achieve the Mid-term Business Plan targets**.

Script

- ◆ Lastly, I'd like to conclude this 3rd quarter financial results.
- ◆ In the 3rd quarter, operating profit improved compared to the forecast announced previously, due to internal efforts including sales efforts and streamlined expenses while production declined in Japan and China.
- ◆ Regarding forecast after 4Q, investments for the future, including expanding sales to new OEMs and enhancing competitiveness, will be executed as planned while flexibly responding to current environmental changes, such as production reductions at the customer.
- ◆ Furthermore, we will continue to implement both company-wide activities to enhance profit competitiveness and investments in growth businesses to realize growth strategies explained in the Mid-term Business Plan.

Script

- ◆ That would be all for the financial results for the 3rd Quarter of the fiscal year 2024.

- ◆ Thank you for listening.

Financial Results

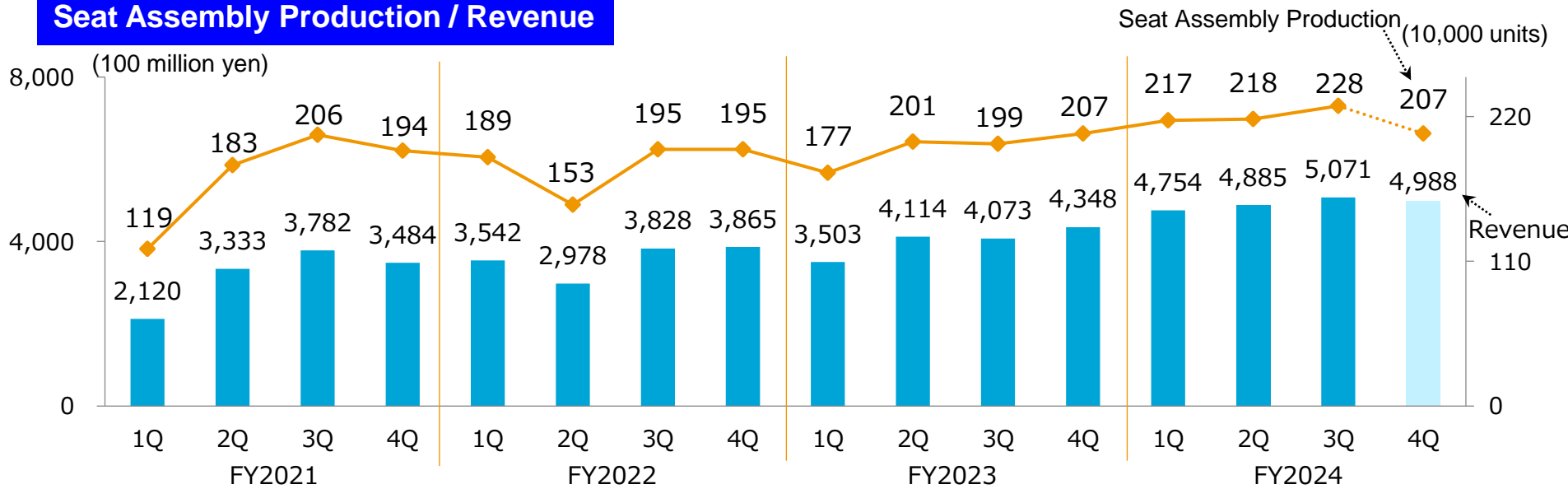
1. 3rd Quarter FY2024 Financial Results

2. FY2024 Financial Forecasts

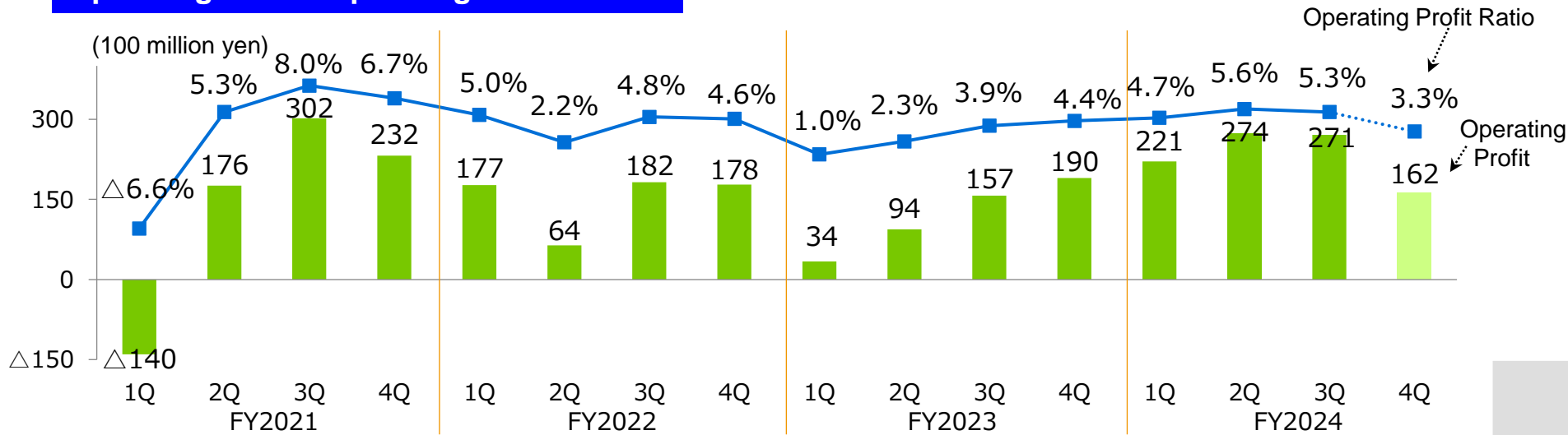
3. Appendix

Appendix1) Quarterly Trends: Consolidated volume, revenue, operating profit, operating profit ratio

Seat Assembly Production / Revenue

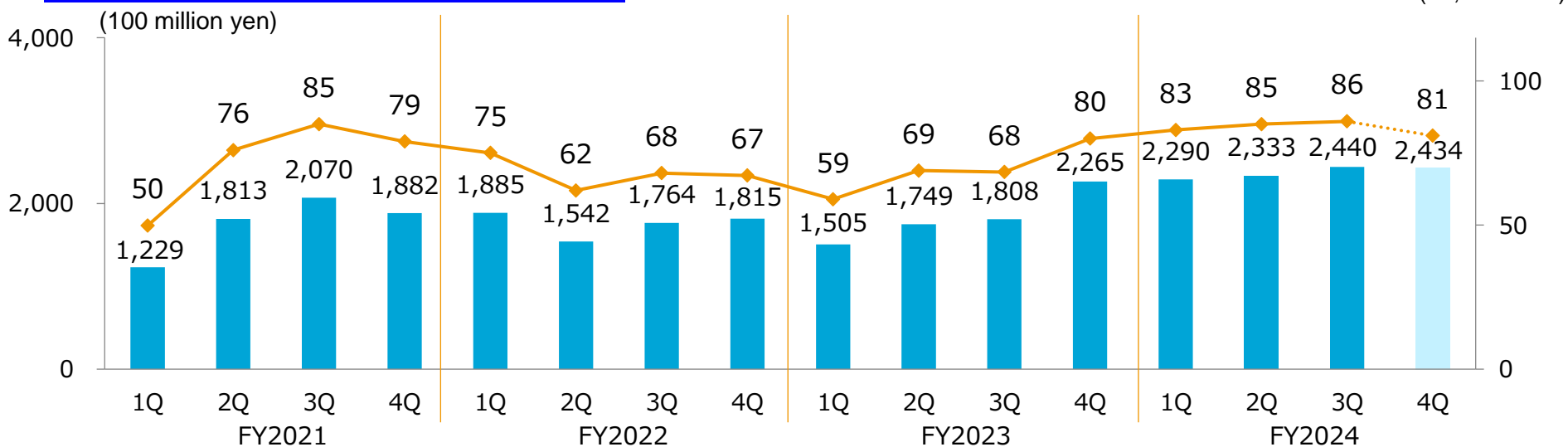


Operating Profit / Operating Profit Ratio

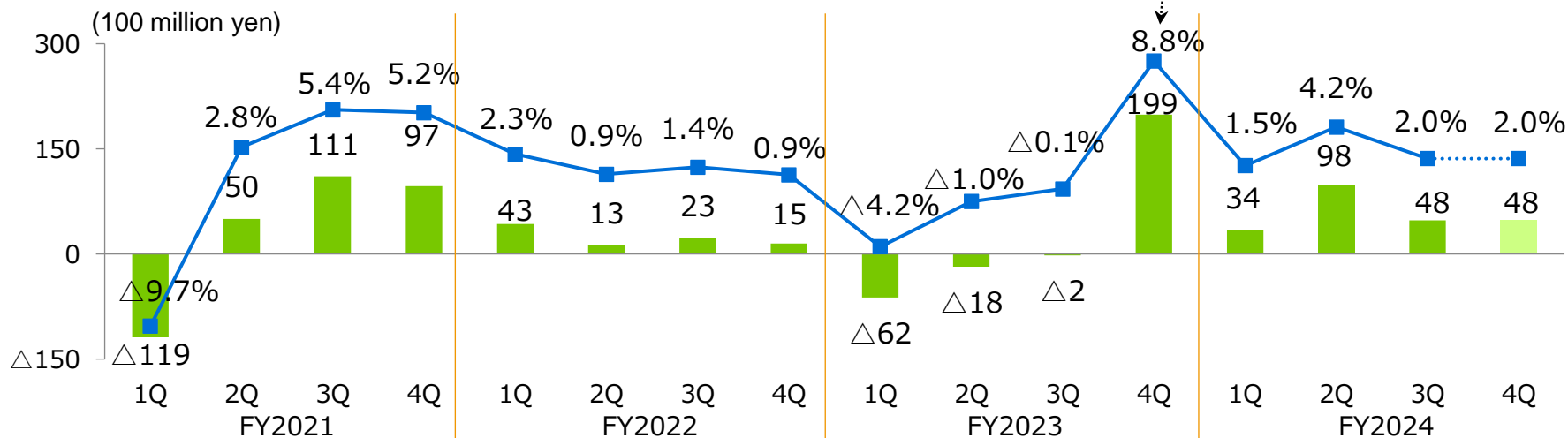


Appendix2) Quarterly Trends: Japan volume, revenue, operating profit, operating profit ratio

Seat Assembly Production / Revenue

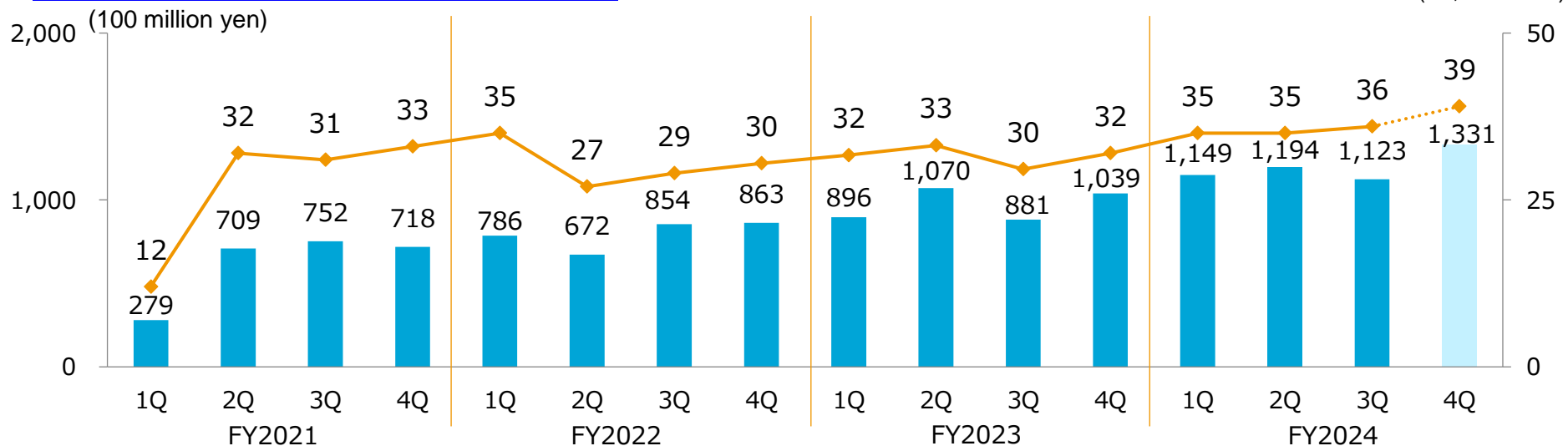


Operating Profit / Operating Profit Ratio

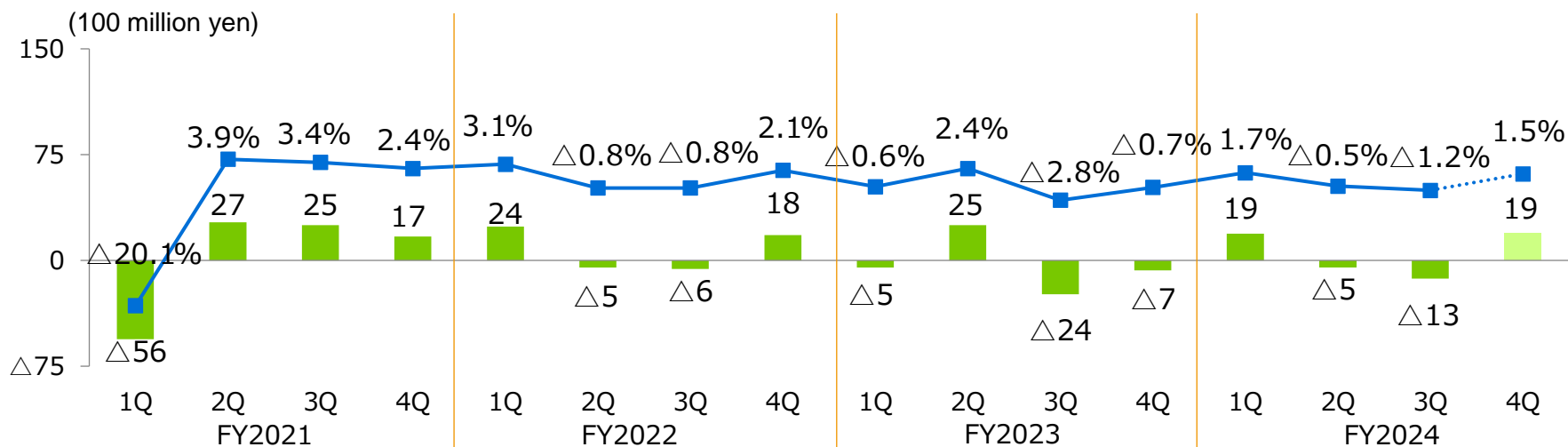


Appendix3) Quarterly Trends: The Americas volume, revenue, operating profit, operating profit ratio

Seat Assembly Production / Revenue

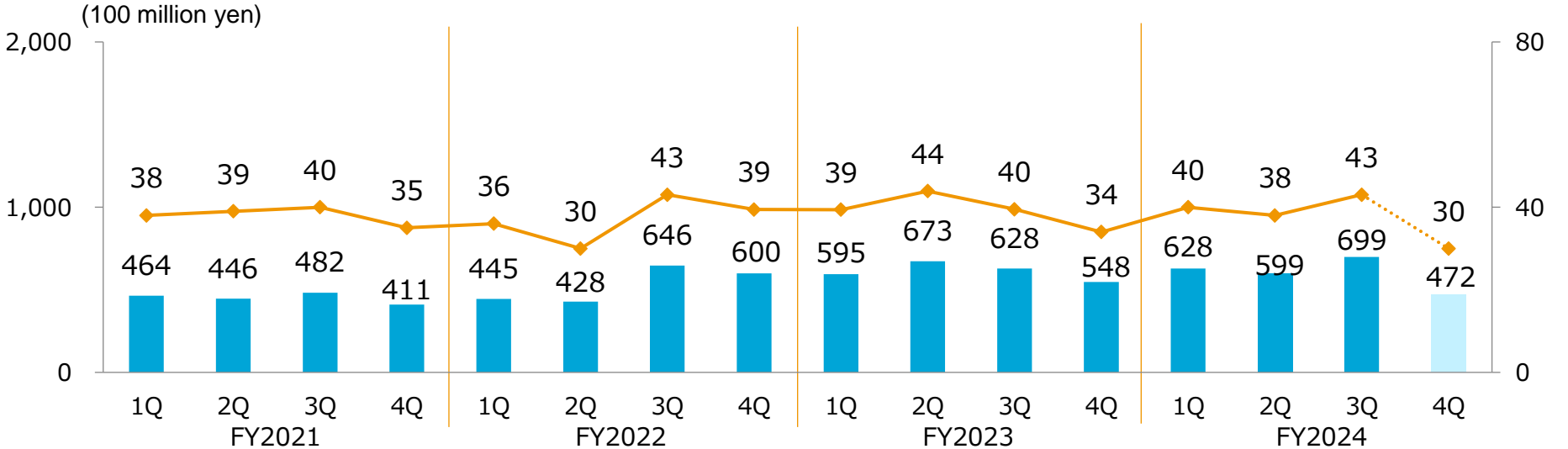


Operating Profit / Operating Profit Ratio

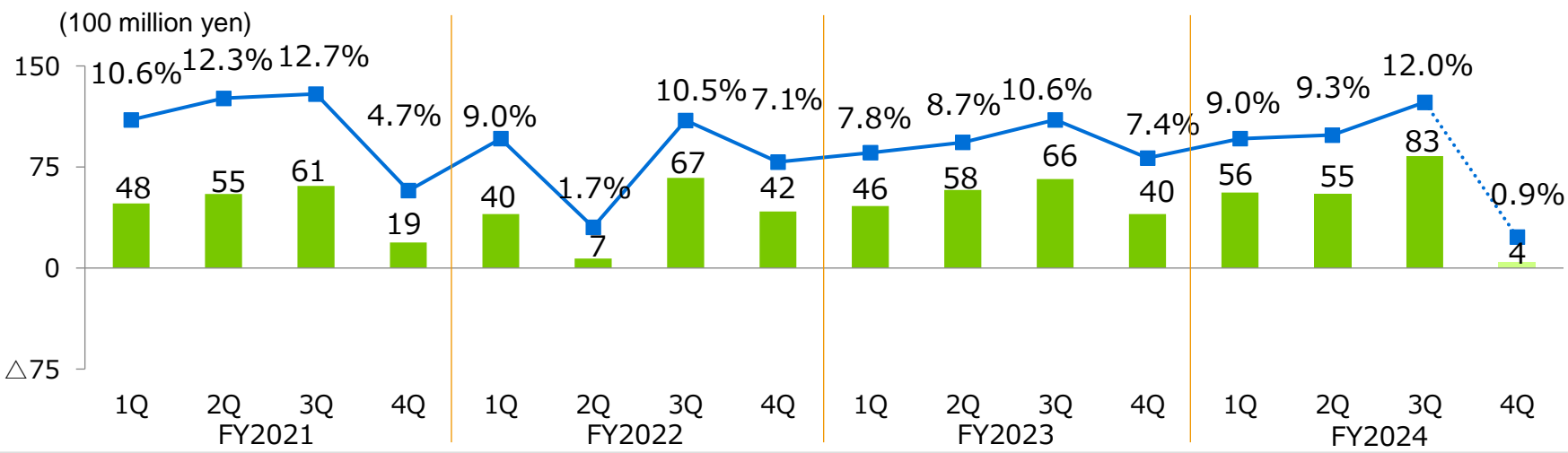


Appendix4) Quarterly Trends: China volume, revenue, operating profit, operating profit ratio

Seat Assembly Production / Revenue



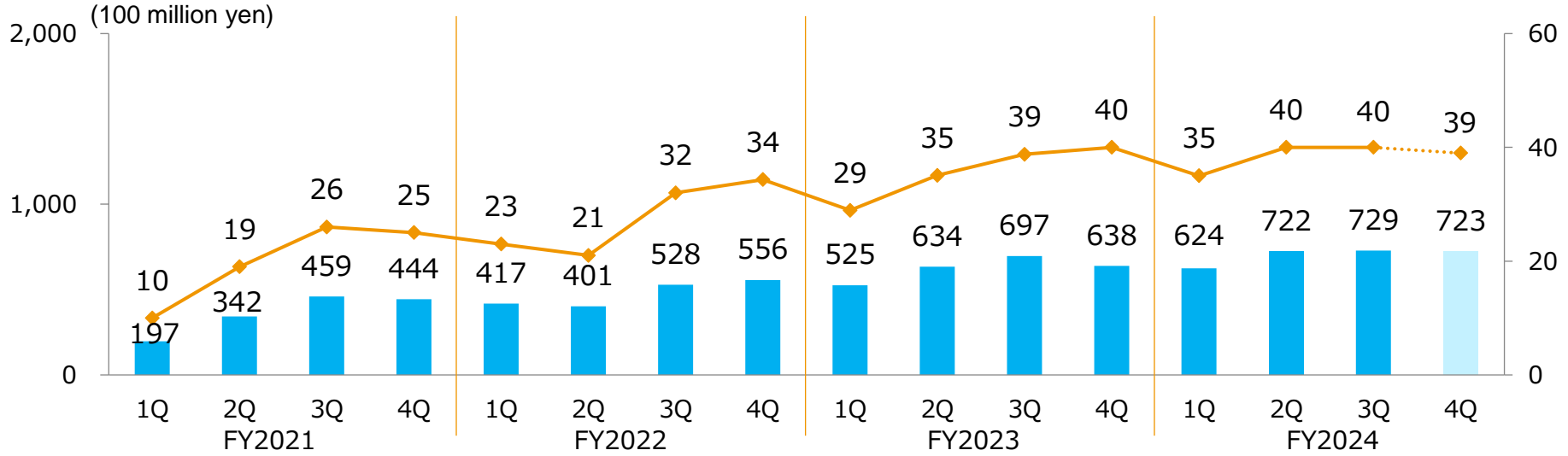
Operating Profit / Operating Profit Ratio



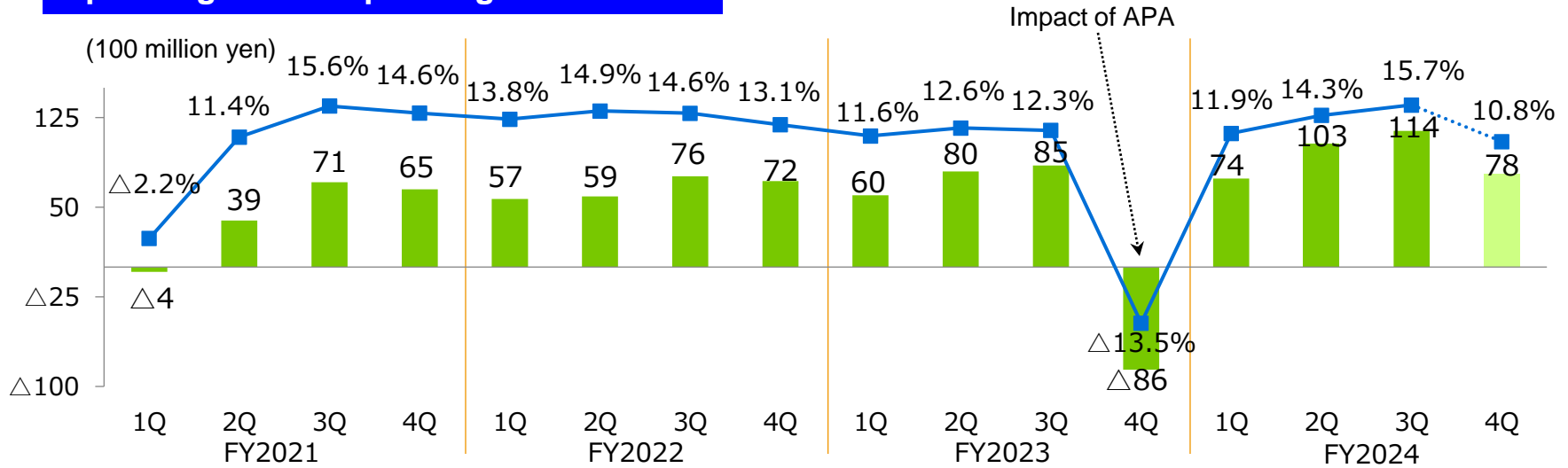
Appendix5) Quarterly Trends: Asia & Oceania volume, revenue, operating profit, operating profit ratio

Seat Assembly Production / Revenue

(10,000 units)

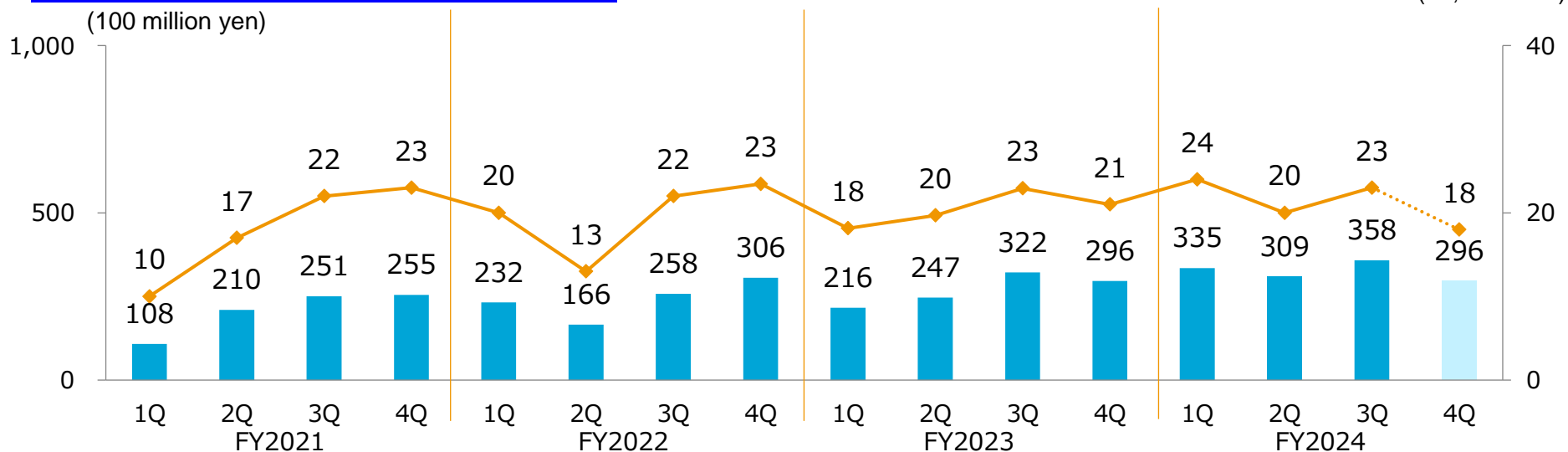


Operating Profit / Operating Profit Ratio

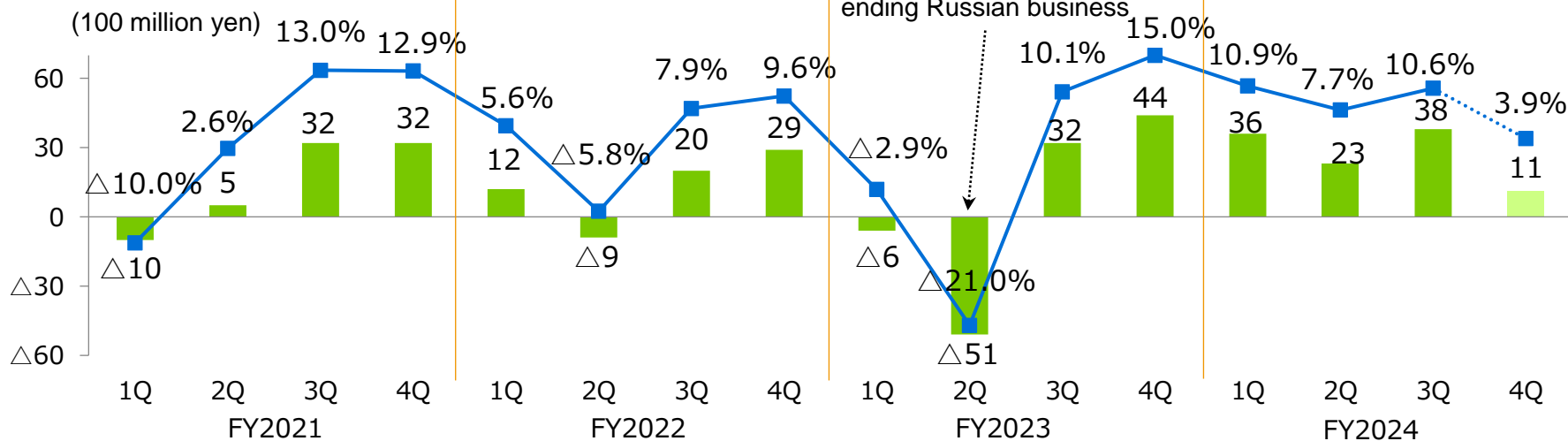


Appendix6) Quarterly Trends: Europe & Africa volume, revenue, operating profit, operating profit ratio

Seat Assembly Production / Revenue



Operating Profit / Operating Profit Ratio





<Disclaimer>

This report contains forecasts and expectations that relate to future plans and strategies in addition to the expected financial results of the Toyota Boshoku Corporation and the Toyota Boshoku group.

Within are estimates based on assumptions and opinions that have been formed by the company from the information available at the time of writing.

They involve risks and uncertainties.

Accordingly, actual results may differ from the company's forecasts