

2025年3月期通期 決算説明資料

Fiscal Year Ending March, 2025 Financial Results



「エフテック」で検索 https://www.ftech.co.jp 2025年5月14日

株式会社エフテック

証券コード:7212



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Business Status

Outline



1 決算概要

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Consolidated Financial Result Overview (Year on Year)



(Unit : Million yen)

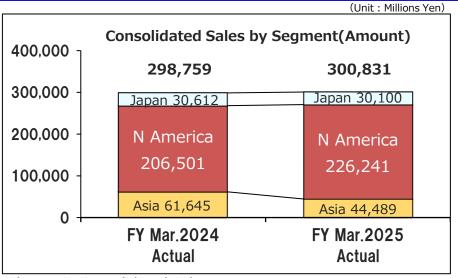
	FY Mar.2024 Actual		FY Mar. 202	25 Actual	Change	
Sales	298,759	100.0%	300,831	100.0%	2,073	0.7%
Operating profit	3,708	1.2%	5,481	1.8%	1,773	47.8%
Ordinary profit	3,001	1.0%	3,047	1.0%	45	1.5%
Net income attributable to parent company shareholders	1,683	0.6%	▲6,925	▲2.3%	▲8,608	_
Earnings per share(YEN)	90.62	_	▲ 372.97	_		_

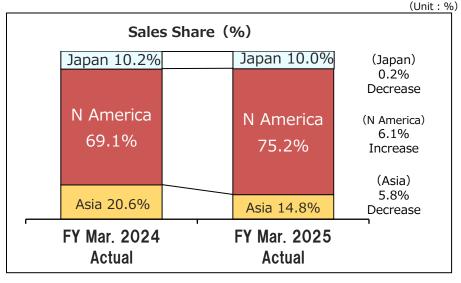
	FY Mar.2024 Actual	FY Mar. 2025 Actual	Change
1 US\$	145.32Yen	152.61Yen	7.29Yen
1 CAN\$	107.6Yen	109.36Yen	1.71Yen
1人民元	19.8Yen	21.13Yen	1.25Yen

Sales and operating profit increased. However, due to the impact of voluntary retirement and impairment losses in China, net income resulted in a loss of 6.9 billion yen. Although the average exchange rate during the period was weak, the yen appreciated from December to March, resulting in foreign exchange losses and ordinary profit fell significantly from operating profit.

Consolidated Sales (Year on Year)







Change in Consolidated Sales

	FY Mar.2024	FY Mar.2025	Change	Change(%)	FX Impact	Real Difference	Change(%)
Japan	30,612	30,100	▲ 512	▲ 1.7%	_	▲ 512	▲ 1.7%
N America	206,501	226,241	19,739	9.6%	8,896	10,844	5.3%
Asia	61,645	44,489	▲ 17,155	▲ 27.8%	2,398	▲ 19,554	▲ 31.7%
Consolidated	298,759	300,831	2,072	0.7%	11,295	▲9,222	▲3.1%

North America saw increased sales, while Asia experienced a significant decline due to reduced production in China.

Consolidated Operating Profit by Segment (Year on Year)



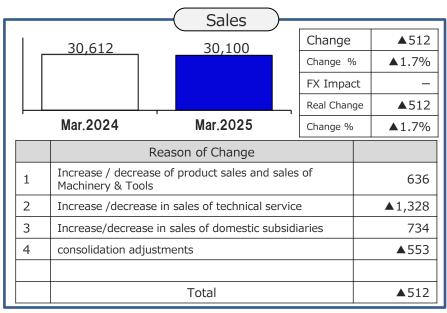
(Unit: Million Yen)

		Amount						
	FY Mar.2024	FY Mar.2025	Change	(%)				
	Actual	Actual						
Japan	1,352	▲ 1,093	▲ 2,446	_				
N America	758	8,024	7,266	958.3%				
Asia	1,511	▲ 1,609	▲ 3,121	_				
Total	3,622	5,321	1,698	46.9%				
Adjustment	85	160	74	87.8%				
Consolidated	3,708	5,481	1,773	47.8%				

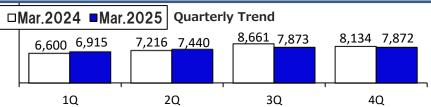
Operating Profit increased 47.8%. Japan posted a year-on-year decrease due to turnaround expenses in North America. North America posted a significant increase due to expanding production. Asia posted a year-on-year decrease due to reduced production in China.

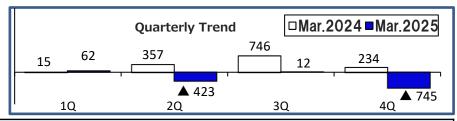
Consolidated Operating Performance by Segment (Japan)





			Operating Profit	(Unit : 1	Millions Yen)				
L			Operating Front	Change	▲2,446				
		1,352	▲ 1,093	Change %	_				
				FX Impact	_				
	Mar. 2024		Mar.2025	Real Change	▲2,446				
L	1		11101,2020	Change %	_				
			Reason of Change						
Ш	1	Increase / decrease	of product sales and sales of Machiner	y & Tools	196				
	2	Increase /decre	ease in sales of technical serv	ice	▲ 1,380				
	3		general and administrative expenses, increase in development ex		▲ 1,300				
	4	Increase/decre	Increase/decrease in sales of domestic subsidiaries						
			Total		▲2,446				

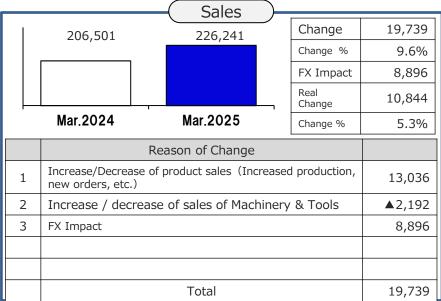


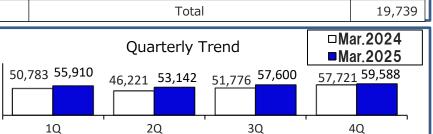


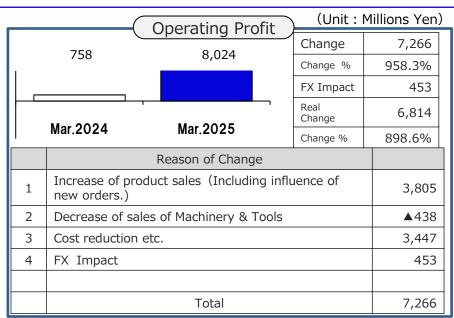
Sales decreased slightly due to a decrease in royalty and development expenses sales(from subsidiaries). Profit recorded a loss due to turnaround expenses and an increase in domestic development expenses.

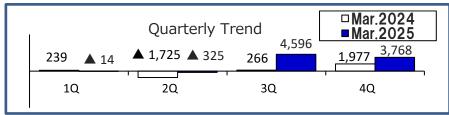
Consolidated Operating Performance by Segment (North America)









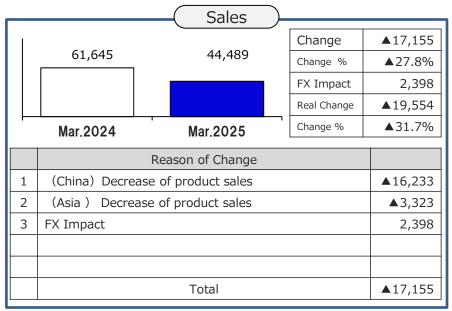


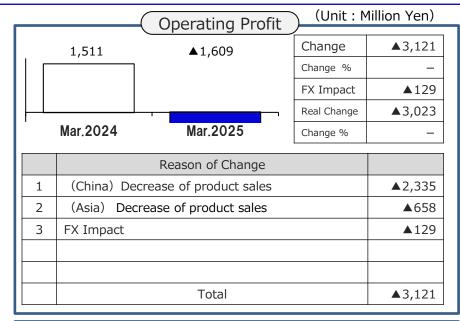
Sales and operating profit increased due to sales increased to Honda and improved profitability.

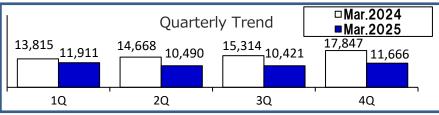
New model launches also had a positive impact.

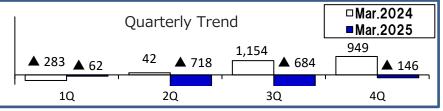
Consolidated Operating Performance by Segment (Asia)







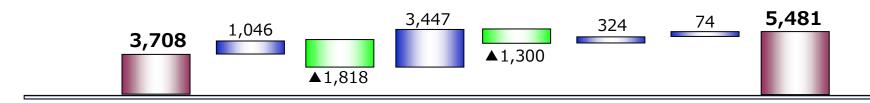




Both China and Thailand saw a decline in sales and profits due to Honda's production decrease.

Changes in Operating Profit by Segments(FY Mar. 2025 4Q Actual)





	FY Mar.2024	Product Sales Impact	Machinery & Tools,and Technical services sales Impact	Improvement	SGA	FX Impact	Consolidated Adjustment	FY Mar.2025	Change
Japan	1,352	234	▲ 1,380		▲ 1,300			▲1,093	▲ 2,446
North America	758	3,805	▲ 438	3,447		453		8,024	7,266
Asia	1,511	▲2,993				▲129		▲1,609	▲3,121
Adjustment	85						74	160	74
Consolidated	3,708	1,046	▲1,818	3,447	▲ 1,300	324	74	5,481	1,773

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Consolidated Sales Forecast (Year on Year)



(Unit : Million Yen)

	FY Mar.2025 Actual		FY Mar.202	6 Forecast	Change	
Sales	300,831	100.0%	296,000	100.0%	▲ 4,831	▲ 1.6%
Operating profit	5,481	1.8%	8,000	2.7%	2,519	45.9%
Ordinary profit	3,047	1.0%	6,200	2.1%	3,153	103.4%
Net income attributable to parent company shareholders	▲6,925	▲2.3%	3,300	1.1%	10,225	_
Earnings per share(YEN)	▲372.97		177.73		550.70	_

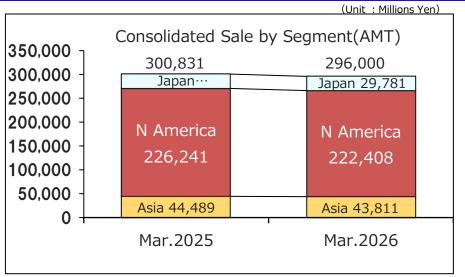
	FY Mar.2025 Actual	FY Mar.2026 Forecast	Change
1 US\$	152.61 Yen	145.00 Yen	▲7.61 Yen
1 CAN\$	109.36 Yen	106.60 Yen	▲2.76 Yen
1 Yuan(RMB)	21.13 Yen	20.00 Yen	▲1.13 Yen

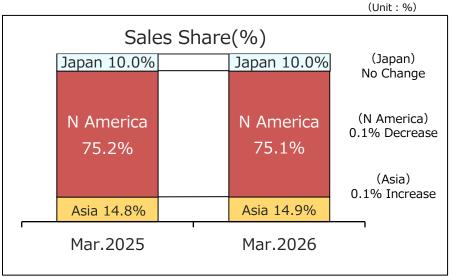
Sales decreased due to foreign exchange influence, but it was increased substantially.

Operating profit and the following items increased year on year.

Consolidated Sales Forecast (Compared to 2025 Actual)







Change in Consolidated Sales

	Mar.2025	Mar.2026	Change	Change%	FX Impact	Real Change	Change%
Japan	30,100	29,781	▲319	▲ 1.1%	-	▲319	▲ 1.1%
North America	226,241	222,408	▲ 3,833	▲ 1.7%	▲ 10,305	6,472	2.8%
Asia	44,489	43,811	▲ 678	▲ 1.5%	▲ 2,423	1,745	3.9%
Consolidated	300,831	296,000	▲ 4,830	▲ 1.6%	▲ 12,728	7,898	2.6%

Sales decreased due to foreign exchange impact, but it increased substantially.

Consolidated Operating Profit Forecast by Segment (Compared to 2025 Actual)



(Unit: Million Yen)

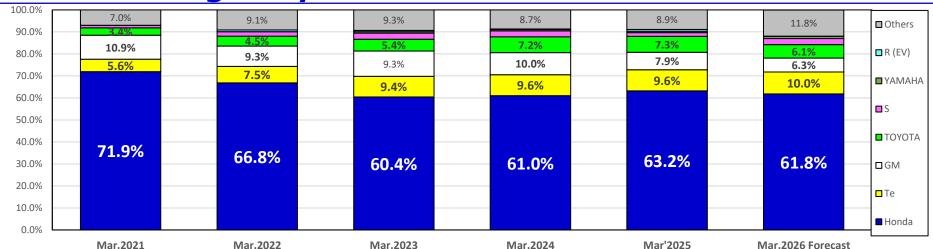
		Amo	ount	
	Mar.2025 Actual	Mar.2026 Forecast	Change	Change (%)
Japan	▲ 1,093	451	1,544	_
N America	8,024	5,976	▲ 2,048	▲ 25.5%
Asia	▲ 1,609	1,655	3,264	_
Total	5,321	8,082	2,761	51.8%
Adjustment	160	▲82	▲ 78	_
Consolidated	5,481	8,000	2,519	45.9%

Operating income was 8 billion yen, an increase of 2.51billion yen year on year .

All segments are expected to be in the black.

Sales Changes by Customer

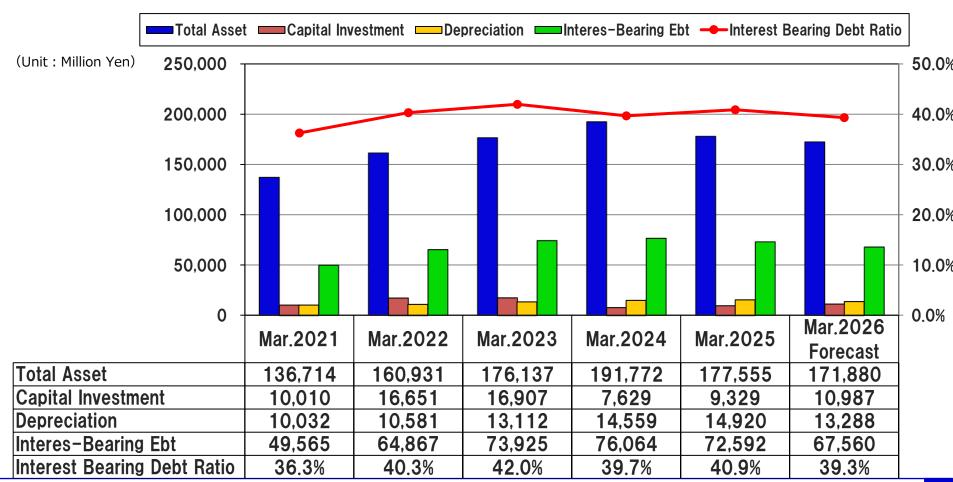




	Mar,2021	Mar.2022	Mar.2023	Mar. 2024	Mat. 2025	Mar.2026 Forecast
Honda	132,123	128,269	157,846	182,244	190,166	183,002
Те	10,374	14,317	24,549	28,590	28,778	29,619
GM	20,051	17,791	29,900	29,954	24,280	18,703
TOYOTA	6,178	8,563	14,033	21,440	21,531	18,115
S	2,066	4,002	7,369	8,097	4,956	8,162
ҮАМАНА	2	18	1,607	1,768	1,972	2,597
R(EV)	3	1,526	1,500	808	2,523	739
Others	12,848	17,406	24,351	25,860	26,626	35,063
	183,647	191,892	261,156	298,759	300,832	296,000

Financial Position





Status of Dividend



		1Q	2Q	3Q	4Q	Total	Payout Ratio
Mar.2024 Actual			10 Yen		10 Yen	20 Yen	22.1%
Mar.2025 Plan			10 Yen		10 Yen	20 Yen	_
	Change		0 Yen		0 Yen	0 Yen	1
Mar.2026 Forecast		_	10 Yen	_	10 Yen	20 Yen	ı
	Change	1	0 Yen	_	0 Yen	0 Yen	_

Dividend Policy

F-tech's basic policy regarding profit distribution is to return profit on business performance. We place importance on returning profits to our shareholders and will strive to return profits based on a long-term perspective, including the profit situation and future business development, while strengthening our financial structure.

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The 15th Mid-term business plan (hereinafter called "15th mid-plan") ~Overview~



Growth

Company policy Contribute to society by improving earning power and achieving sustainable growth.

The 16th mid-term business plan (FY26-FY28)

Target: 5% operating profit ratio

Challenge for New

- Pursue strategic growth business opportunities
- -Expand added value through strategic sales activities
- -Expand EV commercial rights
- -Maximize development efficiency
- -Establish new technologies

- Build Sustainability Management
- -Strengthen ESG management initiatives
- -Promote carbon neutrality
- -Enhance reputation among stakeholders

Invest for Growth

Pursue the Essence of Monozukuri (Manufacturing)

Earn Profit

Back to Basics

asics Reduce Debt

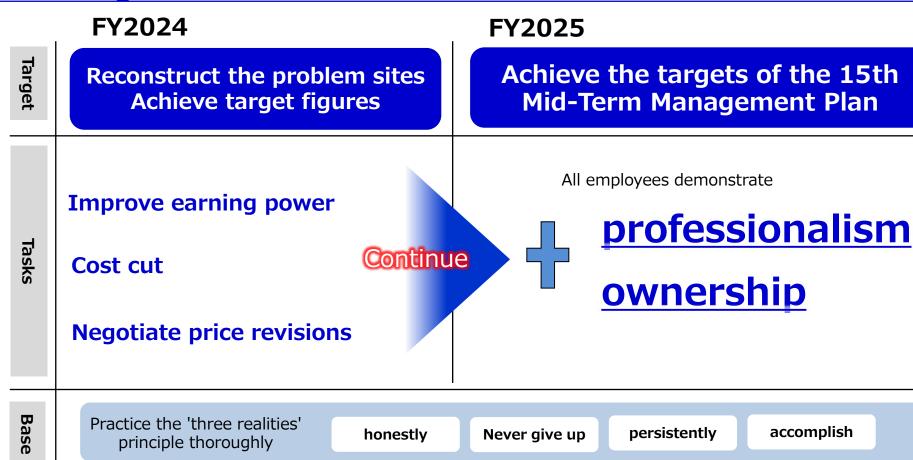
- Enhance Earning Power
- -Deploy F-tech integrated support at problem sites
- Improve profitability by strengthening competitive advantage
- -Improve employee engagement
- Develop human resources who can play an active role in the F-tech group

- Build a Sound Financial Structure
 - -Produce results from investments in the 14th medium-term plan
 - -Control investment
 - Reinforce system for monitoring income and expenditures

Earning Power

Message from the President





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Progress in North America



Actual results for FY2024

- Establish turnaround promotion system
- Introduce consulting support
- Negotiate price revisions with major customers
- Improve operations in the production area

operating profit for the year

6.7 million US dollars (1 billion yen)

FY2025

Continue to implement measures to improve production efficiency in FY2025

Complete recovery from the COVID-19 pandemic and a new start toward future business growth

Key measures for the final year of the medium-term plan

Appropriate response to business environment changes (Trump administration ,EV market)

operating profit forecast

11.7 million US dollars

(17 billion yen)

%1 US dollar = 145.0 yen

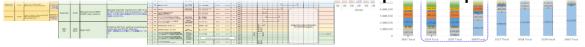
Progress in North America

Sample measures of production efficiency



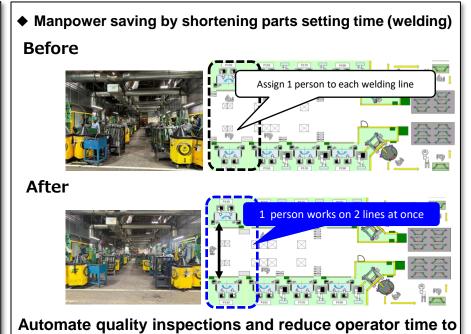


We implemented various measures to improve production efficiency



♦ Manpower saving by adjusting workload (press) **Before** 3-shift available load production capacity 3-shift 3-shift 3-shift 2-shift production production production oroduction capacity 2500t press machine 3000t press machine After parts transfer 3-shift production 2-shift 2-shift 3-shift 3-shift production oroduction production production change to 2-shift production

Transferred production parts from a 2,500-ton press to a 3,000-ton press. Cut production shifts \to 3 staff cuts in total



set parts \rightarrow 4 staff cuts in total

Progress in China



Direction for FY2024

Shift to a business structure that matches to the production volume of the customers

Main measures for FY2024

- Impairment loss on fixed assets
- Reduction in personnel
- Thorough cost reduction
- In-house production of pressed parts
- Consolidation of production lines
- Line layout change
- New customer development

Factors contributing to business revenue improvement in FY2025

Decrease in depreciation due to Impairment on fixed assets

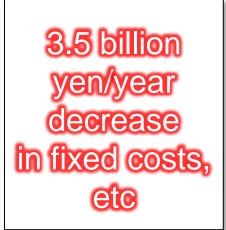
1.8 billion yen/year

Reduction in labor costs by personnel cut

900 million yen/year

Effect of measures such as inhouse production of press parts and cost reduction

800 million yen/year



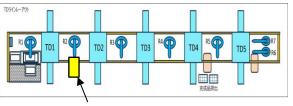
"Reduction in personnel" and "reduction of fixed asset value" enabled structural conversion to bottom production.

Progress in China



Sample measures of production efficiency

In-house press processing





We developed an in-house device for feeding semi-finished products into an automatic TDM line.

work-in-process feeding device

In order to cut outsourcing costs, we have made 12 parts: 7 large parts and 5 small and medium sized parts.

Redution of Appx. 40 million yen/year

Reduced purchase costs by making shipping carts in-house





Reduced the cost of purchasing new carts by converting surplus carts resulting from decreased production.

20% cost savings per cart

Promoted various measures focused on improving efficiency within the factory.

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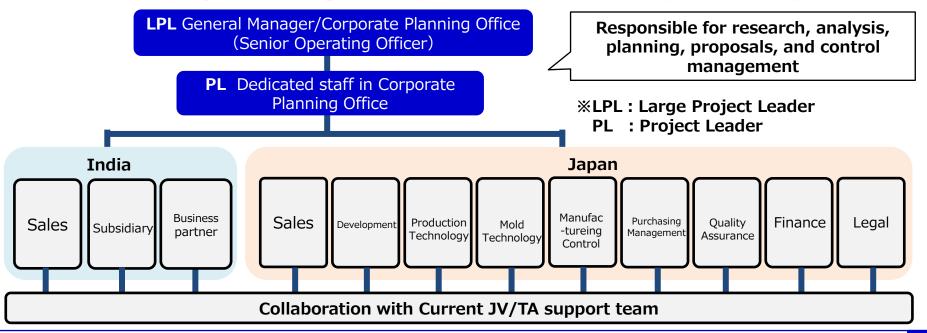
Earning Power

India Business ∼Promotion System∼



Challenging to create value in India, a growth market, with the aim of expanding earnings

Launched the project and began an approach to business expansion in April, 2025



India Business



Under the project, Promoting the planning and implementation of measures to strengthen competitiveness

Outline

Step1

~2026

Strengthening the manufacturing structure of partner companies

Support for improvement and cost reduction

Step2

~2026

Japanese manufacturers Ongoing and new orders

New Orders Secure production capacity

Step3

~2027

Establishment of R&D and SED system

Entry into the development area of existing business partners
Establish SED evaluation system for local manufacturers

Step4 ∼2028

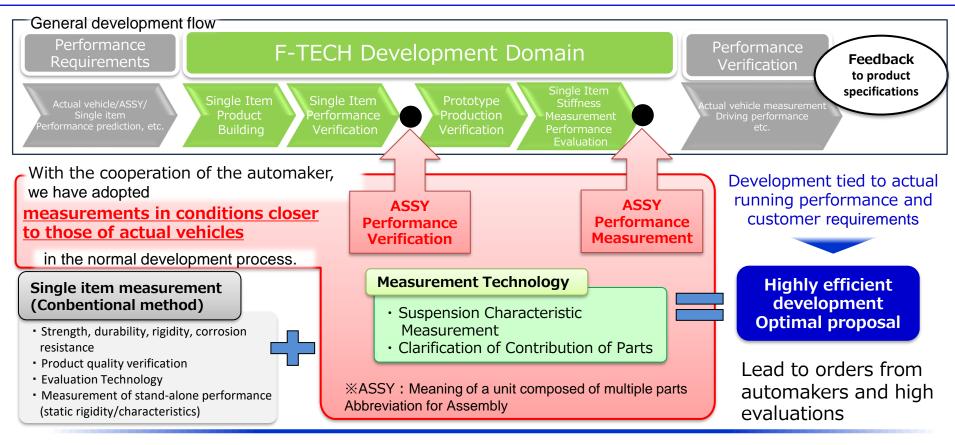
New orders from Indian manufacturers

Expand business by the collaboration with Indian subsidiaries and JV companies
Secure production capacity with new TA and JV partners

The increase of new orders led to business expansion and contributed to consolidated business profit.

Maximizing development efficiency





We are promoting development area expansion and further efficiency improvement.

Establishment of new technology

NG



Non-destructive inspection machine + In-house judgment software = Original welding inspection technology



Inspection by workers



Automated inspection (under development)

Fully Automatic System



Aiming at further reduction of parts scrapping and automated inspection

Pursuing strategic growth business opportunities



Received orders for 4 companies and 16 vehicle models, for the 70th term (April 2024 to March 2025).

(HONDA, TOYOTA, NISSAN, EV OEM)























* Partially indicated

With strategic sales activities aimed at maximizing resource utilization, we are responding to the needs of automobile manufacturers.

Pursuing strategic growth business opportunities



Convinced that the secondary use of high-performance automotive batteries is an effective solution for achieving carbon neutrality, we are

Entering the EV Battery Reuse Business to Realize a Circular Economy

Issue Identification~Activities

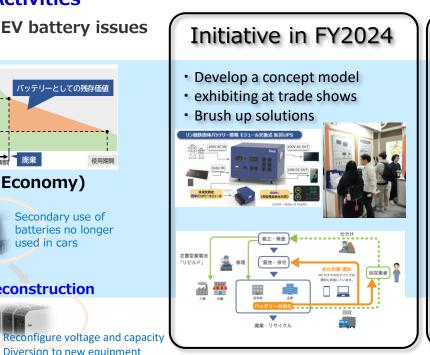
• Identification of EV and EV battery issues



ase in residual value

Diversion to new equipment

Eventual recycling



Plans in FY2025 Prototype development, field test • Secure sales channels to other companies The biggest themes are: Reusable battery installed Field test Securing sales channels の物理者システム・CPS

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Earning Power

Sustainability External Assessment 2024



[EcoVadis]

Bronze Medal awarded in corporate sustainability disclosure program (22,000 companies worldwide responded in 2024)

	Last time This time
Environment	60 71
Labor and Bl human rights	RON30 Top 35%
Ethics	60 68
Respon <mark>si</mark> ble procure <mark>me</mark> nt	50 63
Total Score	47 14N 2025 61

EcoVadis Bronze Medal:

Scored among the top 35% of audited companies

[CDP]

In the disclosure program for corporate environmental information, we have received "B" rating for two consecutive years in 2023 and 2024.

(24,800 companies worldwide responded in 2024)

Theme	Last time	This time
Climate change	В	В
Water	В	В

(Reference) Evaluation class and positioning

Means "We understand and manage the impact of environmental issues on our business."

Ratings are on an 8-point scale: A, A-, B, B-, C, C-, D, D-

B Class

Awards received from customers



Honda Excellent Appreciation Award (Quality Category)





Received the Excellent Appreciation Award in the quality category, selected from 11 out of 304 companies, for the highest level of quality performance in the stable start-up of new models.



GM Supplier of the Year 2024







Highly evaluated its comprehensive capabilities in quality, cost, delivery, development, and new model start-up, 92 companies out of all suppliers received awards.

Awards received from customers (2024 list)



Award recipient	Category	Awarding organization	Contents
HAGA (Tochigi)	Safety	Tochigi Labor Bureau	Tochigi Labor Bureau Director's Award
Japan	Quality	NISSAN	Letter of appreciation for excellent quality
	Quality	HONDA	Excellence in Quality Award
KAMEYAMA (Mie)	Efficiency	Ministry of Education	Creative Effort Award
North America	Supply	General Motors	GM 33rd Supplier of the Year Award
DM (Canada)	Supply	General Motors	Certificate of Excellence Platinum Supplier Status
FPG(America)	Quality	NISSAN	Regional supplier quality master certificate
	Appreciation	HONDA	Challenging Spirit Award
FPMX (Mexico)	Quality	General Motors	Supplier quality excellence Award 2023
FTW (China)	Quality	SAIC-GM-Wuling Automobile	Excellent Supplier Award
FPMI (Philippines)	Appreciation	Yamaha Motor Philippines	Certificate of Appreciation for achieving Deliver Performance target
	Supply	Mitsubishi Motors Philippines	Superior Delivery Performance award
	Quality	TOYOTA	Superior Quality Award
	Supply	TOYOTA	Superior Delivery Award
ISS (India)	Supply	Bellsonica	Quality Sustenance award
	Supply	Toyota Boshoku Device India	Best Supplier for QCD
VGAC (India)	Appreciation	Suzuki Motor Gujarat	Certificate of appreciation

Sustainability



♦ Biodiversity



As a trial for new biodiversity initiatives with Kuki City, we conducted a lavender mountain maintenance activity at the park.

◆ Education



F-TECH Group provides environmental education and biodiversity initiatives to local educational institutions around the world as part of our community contribution.

♦ Food Drive



Last November, we donated food and daily necessities provided to the children's cafeterias in Kuki City.

Promoting sustainability activities to further enhance corporate value



ご清聴ありがとうございました

Thank you for your attention!



本資料で記述している将来予測及び業績予想は、現時点で入手可能な情報に基づき当社が 判断した予想であり、潜在的なリスクや不確実性が含まれています。

そのため、様々な要因の変化により実際の業績と記述としている将来見通しは、大きく異なる 可能性があることを御承知おき下さい。

The future outlook and earnings forecasts in this document are made based on the information available at the moment, and they include potential risks and uncertainties.

As a result, please bear in mind that actual business performance may substantially differ from the stated future forecasts due to changes in various factors.

「エフテック」で検索

https://www.ftech.co.jp

IR情報のお問い合わせ、取材お申し込みは For inquiries on IR information, please contact:

株式会社エフテック 管理本部 総務部/経理部

F-TECH INC.

Management Planning Division General Affairs Department/Finance and Accounting Department

代表TEL

0480-85-5211

Mail

webmaster@ftech.co.jp





Appendix

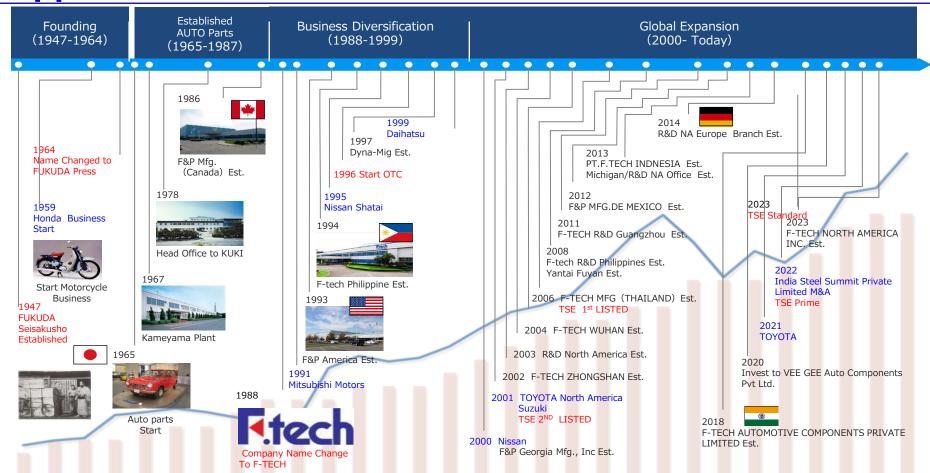
Appendix -Corporate Overview



Company Name	F-TECH INC.		
Listing	Tokyo Stock Exchange, Standard Market (7212)		
Capital	6.79 Billion Yen		
President & CEO	Yuichi Fukuda		
SALES (Consolidated)	300.8 Billion Yen (Mar. 2025)		
Number of Employees (Consolidated)	9,554 (*939) *Non-consolidated : only F-tech (not included subsidiaries , expats)		
Established	July 1,1947		
Address	19 Showanuma, Shobucho, Kuki, Saitama, 346-0194 Japan		
Main Customers	HONDA, GM, TOYOTA, NISSAN, etc.		
Main Products	Suspension, Sub-frame, Axle beam, Pedal Control Parts for automobiles, etc. As of Mar. 202		

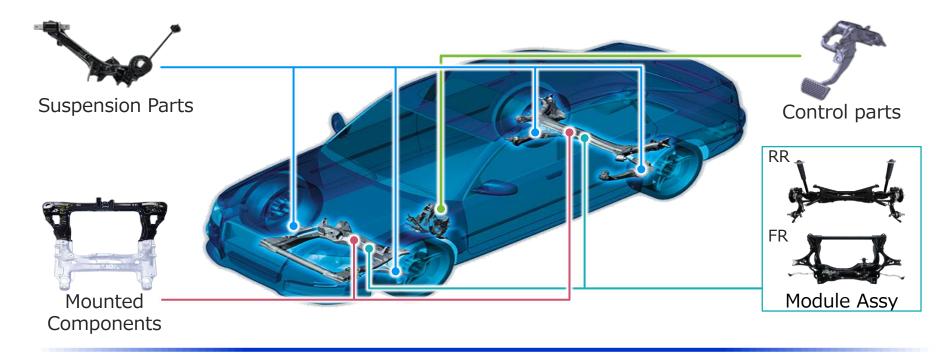
Appendix -F-TECH's History





Appendix -Our Vehicle Components





Our products are critical automotive safety components that perform the fundamental functions of driving, turning, and stopping. We propose optimal specifications by considering higher operational stability, riding comfort, and safety in the event of a collision.





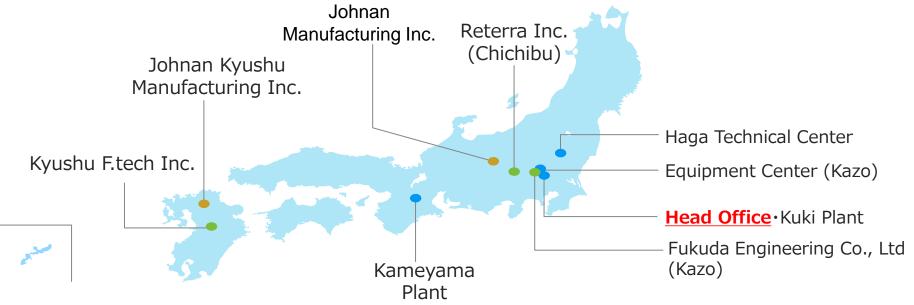


All processes, from product planning and development to mass production, are handled through our proprietary integrated processing system, allowing us to quickly deliver highly competitive products.

Appendix -F-TECH Group Companies in Japan



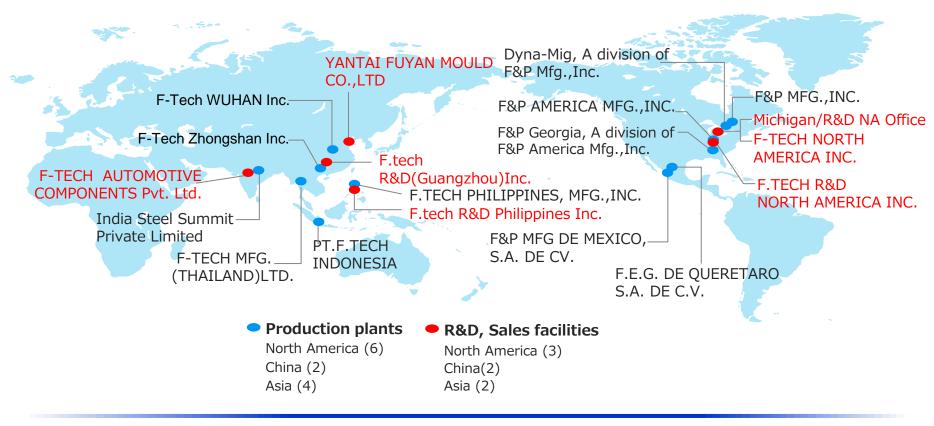
- 【Facilities】
 Head Office·Kuki Plant
 Kameyama Plant
 Haga Technical Center
 Equipment Center
 - 【Group Companies】 Fukuda Engineering Kyushu F.tech Inc. Reterra Inc.
- [Affiliated Companies]
 Johnan Manufacturing Inc.
 Johnan Kyushu Manufacturing Inc.



Appendix -F-TECH Group Overseas Subsidiaries

(As of April 1, 2024)



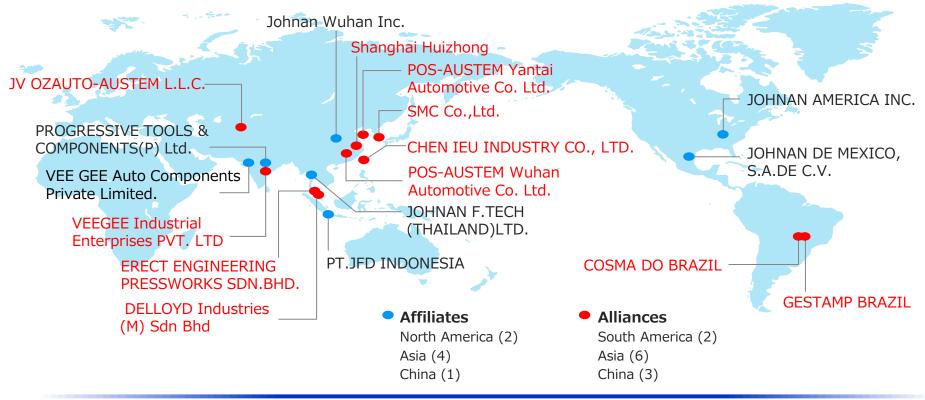


F-TECH operates 12 production bases and 7 R&D and sales facilities in 8 countries.

Appendix -Affiliates and Alliances

(As of April 1, 2025)





We have established a global supply system for our products through partnerships in 6 countries and 1 region.