

The logo for AND, consisting of the letters 'A', 'N', and 'D' in a bold, blue, sans-serif font.The logo for HOLON, consisting of the letters 'H', 'O', 'L', 'O', 'N' in a blue, outlined, sans-serif font.

A&D HOLON Holdings

**Briefing Materials: Financial Results for the Three Months  
Ended June 30, 2024**

**A&D HOLON Holdings Company,  
Limited**

Securities Code:  
7745

<Caution>

Statements regarding forecasts contained in this document are based on judgments made in accordance with information currently available and are subject to change due to future economic trends and new technological developments in Japan and around the world.

Therefore, the Company does not guarantee the accuracy of said statements.

## Results overview for three months ended June 30, 2024

Net sales continued to increase +3.9% year-on-year. However, operating profit declined 9.4% year-on-year, impacted by an increase in overseas SG&A expenses.

Results in Japan and the Americas were roughly even year-on-year, but results grew both in Japan and overseas due to Europe and Asia/Oceania recording higher year-on-year results.

	1Q FYE March 31, 2024		1Q FYE March 31, 2025		Change	YoY Comparison
	Amount	Percentage	Amount	Percentage		
(Million yen)						
<b>Net sales</b>	13,387	—	<b>13,911</b>	—	<b>523</b>	<b>+3.9%</b>
<b>Cost of sales</b>	7,447	55.6%	<b>7,767</b>	55.8%	<b>320</b>	<b>+4.3%</b>
<b>Gross profit</b>	5,940	44.4%	<b>6,143</b>	44.2%	<b>203</b>	<b>+3.4%</b>
Selling, general and administrative expenses	4,840	36.2%	<b>5,147</b>	37.0%	<b>306</b>	<b>+6.3%</b>
<b>Operating profit</b>	1,099	8.2%	<b>996</b>	7.2%	<b>(103)</b>	<b>(9.4%)</b>
<b>Ordinary profit</b>	1,326	9.9%	<b>1,148</b>	8.3%	<b>(178)</b>	<b>(13.4%)</b>
<b>Net profit before taxes</b>	1,322	9.9%	<b>1,147</b>	8.3%	<b>(175)</b>	<b>(13.2%)</b>
Net profit attributable to parent company shareholders*	836	6.2%	<b>323</b>	2.3%	<b>(513)</b>	<b>(61.4%)</b>
<b>Net profit per share (yen)</b>	30.47	—	<b>11.75</b>	—	<b>(18.72)</b>	—

	Net sales by region				YoY Comparison
	1Q FYE March 31, 2024		1Q FYE March 31, 2025		
	Amount	Proportion	Amount	Proportion	
<b>Japan</b>	7,042	52.6%	<b>7,084</b>	<b>50.9%</b>	<b>+0.6%</b>
<b>Overseas</b>	6,345	47.4%	<b>6,827</b>	<b>49.1%</b>	<b>+7.6%</b>
<b>(Overseas Breakdown)</b>					
<b>Americas</b>	3,388	25.3%	<b>3,343</b>	<b>24.0%</b>	<b>(1.3%)</b>
<b>Europe</b>	1,690	12.6%	<b>1,998</b>	<b>14.4%</b>	<b>+18.2%</b>
<b>Asia and Oceania</b>	1,265	9.5%	<b>1,485</b>	<b>10.7%</b>	<b>+17.4%</b>

\* Decrease due to the impact of changes to the effective tax rate corresponding with the end of the tax treat between Japan and countries where company subsidiaries reside. This impact is temporary.

## Net sales and operating profit by quarter

In the three months ended June 30, 2024, the Company set record high net sales, but operating profit decreased year-on-year due to the impact of an increase in overseas expenses.

### Net sales

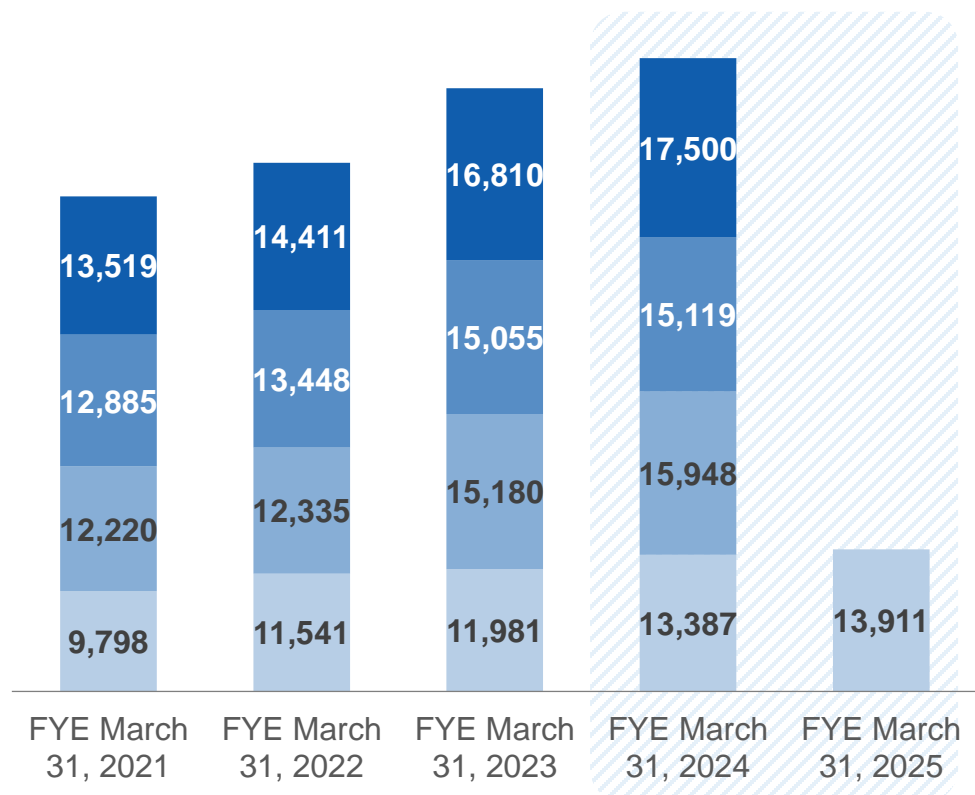
FYE March 31, 2021	FYE March 31, 2022	FYE March 31, 2023	FYE March 31, 2024	FYE March 31, 2025 forecast
48,424	51,736	59,028	61,955	<b>66,000</b>

### Operating profit

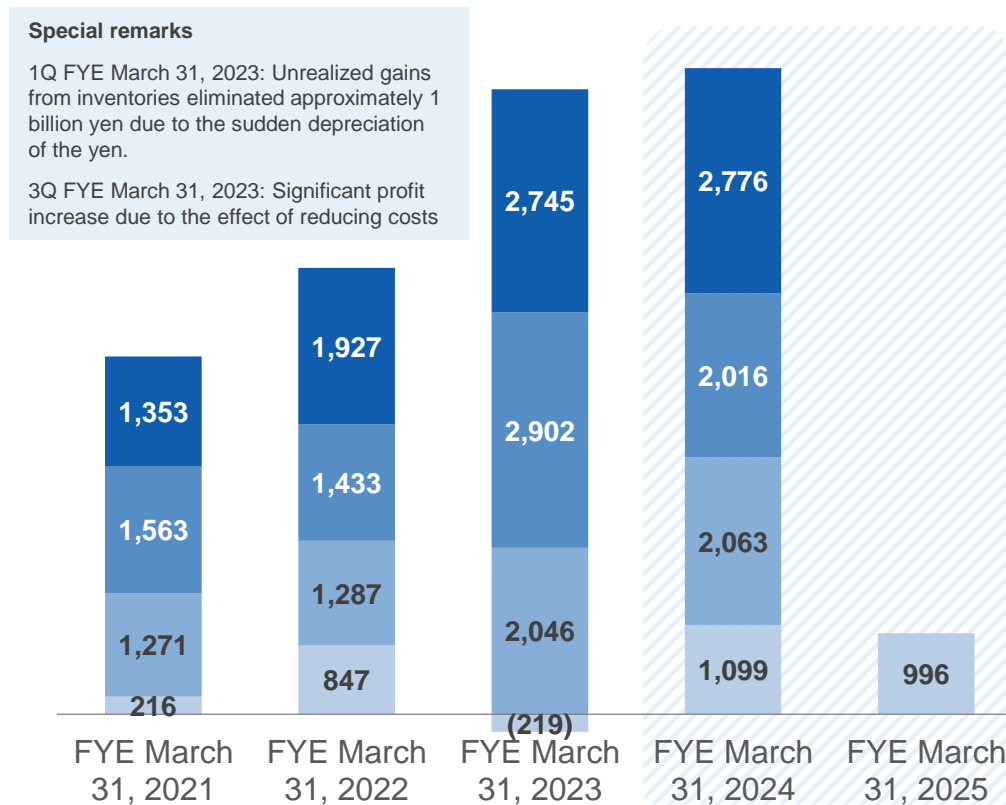
(Million yen)

FYE March 31, 2021	FYE March 31, 2022	FYE March 31, 2023	FYE March 31, 2024	FYE March 31, 2025 forecast
4,404	5,496	7,475	7,955	<b>9,200</b>

■ 1Q ■ 2Q ■ 3Q ■ 4Q



■ 1Q ■ 2Q ■ 3Q ■ 4Q



## Results by Business Segment: Semiconductor-related Business

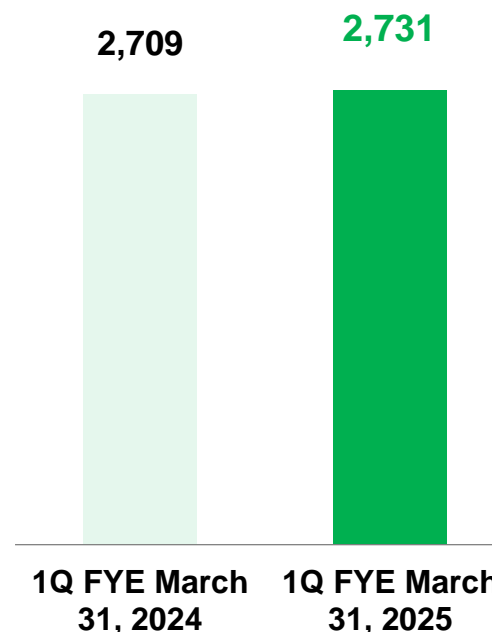
**Demand for Company products remains strong; Ongoing efforts to respond to demand and improve productivity as sales and profits increase**

- Strengthening our manufacturing and shipping systems to meet customer demand
- Profitability continues to improve due to the promotion of cost reductions by group procurement and improvements in productivity (Operating profit margin: 39.2%, Same period of the previous year: 34.8%).

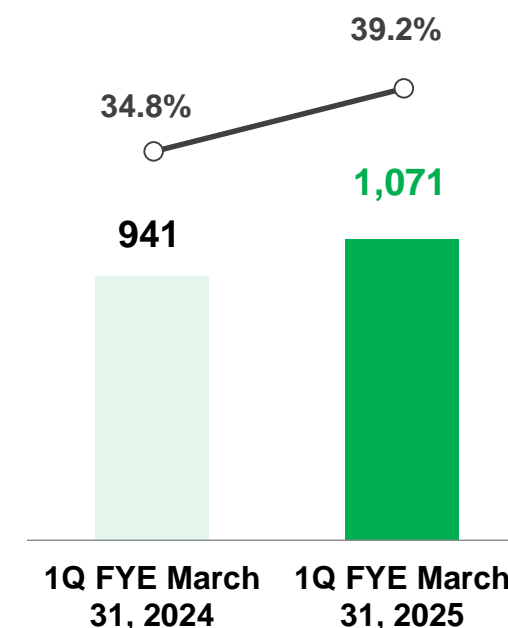
Net sales, operating profit, and order backlog

	FYE March 31, 2024 1Q	FYE March 31, 2025 1Q	Change	YoY
Net sales	2,709	2,731	22	+0.8%
Operating profit*	941	1,071	129	+13.7%
Order backlog*	10,871	11,373	502	+4.6%

Net sales



Operating profit and percentage (Million yen)



\* Semiconductor-related Business is in Japan only.

\* Operating profit by business segment does not include corporate expenses and adjustments for trading between segments (1Q FYE March 31, 2024: -586 million yen, 1Q FYE March 31, 2025: -687 million yen).

\* In principle, the Group produces based on forecasts. However, some products are produced based on orders. This order backlog is the figure for products produced by order.

## Results by Business Segment: Medical and Home Healthcare Equipment Business

In addition to fluctuations in demand by customer and region, the impact of currency exchange was significant, resulting in a year-on-year increase for sales and decrease for profit.

### Japan

Demand was robust, primarily for medical products, as sales ended in line with the previous year; Profit also increased due to the product mix, etc.

### Americas

While sales were down on a local currency base corresponding with low demand for home blood pressure monitors, sales after yen-conversion increased due to the impact of currency exchange. Profit decreased due to lower sales on a local currency base and higher costs.

### Europe

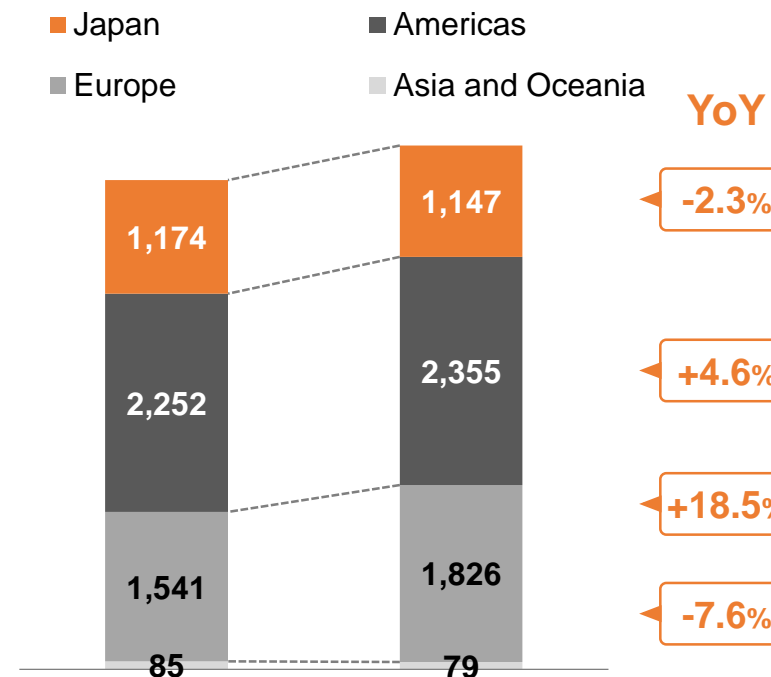
The Group focused on maintaining the local share and managed to increase sales. However, profit declined due to increased costs from strengthening sales activities and the significant impact of currency exchange.

### Net sales, operating profit, and order backlog

	FYE March 31, 2024 1Q	FYE March 31, 2025 1Q	Change	YoY
Total net sales	5,054	5,408	353	+7.0%
Medical equipment	1,028	1,087	58	+5.7%
Healthcare equipment	4,025	4,321	295	+7.3%
Operating profit*	800	661	(138)	(17.3%)
Order backlog*	652	532	(120)	(18.4%)

### Net sales by region

(Million yen)



\* Operating profit by business segment does not include corporate expenses and adjustments for trading between segments (1Q FYE March 31, 2024: -586 million yen, 1Q FYE March 31, 2025: -687 million yen).

\* In principle, the Group produces based on forecasts. However, some products are produced based on orders. This order backlog is the figure for products produced by order.

## Results by Business Segment: Measuring and Weighing Equipment Business

As the impact of limited demand for CAPEX in the US remains, demand in Japan and Asia was robust, leading to net sales being roughly even year-on-year.

Japan

Sales increased due to strong robust for weighing and testing equipment. However, the segment recorded an operating loss like the previous year.

Americas

While there were signs of a recovery in CAPEX demand, shipments during the three months ended June 30, 2024 were low, leading to a decrease in both sales and profits.

Asia and Oceania

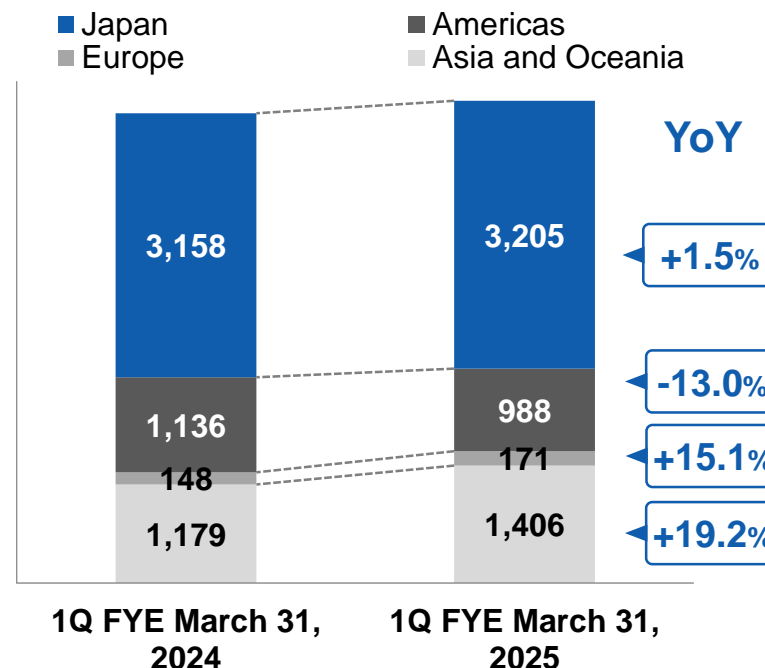
Weighing equipment demand was robust, primarily in Korea, leading to increased sales and profit.

### Net sales, operating profit, and order backlog

	FYE March 31, 2024 1Q	FYE March 31, 2025 1Q	Change	YoY
Total net sales	5,623	5,771	148	+2.6%
Weighing equipment	4,588	4,750	162	+3.5%
DSP equipment*	1,034	1,021	(14)	(1.4%)
Operating profit*	(55)	(49)	6	-
Order backlog*	6,700	7,131	431	+6.4%

### Net sales by region

(Million yen)



\* From FYE March 31, 2025, measurement equipment and DSP equipment are presented as DSP equipment (in 1Q FYE March 31, 2024, measurement equipment and DSP equipment are also presented together).

\* Operating profit by business segment does not include corporate expenses and adjustments for trading between segments (1Q FYE March 31, 2024: -586 million yen, 1Q FYE March 31, 2025: -687 million yen).

\* In principle, the Group produces based on forecasts. However, some products are produced based on orders. This order backlog is the figure for products produced by order.

## Full Year Forecast for FYE March 31, 2025

We expect an increase in net sales of +6.5% year on year and an operating profit of +15.6% year on year, a double-digit increase for operating profit.

We expect the final year of the medium-term business plan (FYE March 31, 2025) to be in line with the upwardly revised forecasts announced on May 12, 2023.

### Business environment

#### Semiconductor-related Business

New demand is expected to continue rising in the medium to long term, and we must closely monitor changes in the environment, such as tighter export control to China by the USA.

Demand for our products is expected to be comparable to the previous year.

#### Medical and Healthcare Equipment Business

We expect demand to continue in the medical and home healthcare sector for promoting digitalization of medical care, developing medical infrastructure, and individual health management, however, the difficult business environment is expected to continue due to affecting factors such as geopolitical risk and the exchange rate.

#### Measuring and Weighing Equipment Business

Amid the continued accelerating shift to becoming a global carbon-neutral society and digital society, we will continue to invest in new technology and production facilities.

(Million yen)	FYE March 31, 2024	FYE March 31, 2025 forecast	Percentage change
Net sales	61,955	66,000	+6.5%
Operating profit	7,955	9,200	+15.6%
Ordinary profit	8,240	8,980	+9.0%
Net profit attributable to parent company shareholders	5,299	6,200	+17.0%
Basic earnings per share (yen)	192.91	225.59	+32.68

Assumed exchange rate:

1 USD = 140.00 yen, 1 Russian Ruble = 1.60 yen

## Forecast of Business Performance by Segment for FYE March 31, 2025

At FYE March 31, 2025, the Semiconductor-related Business is not expected to make a significant contribution to performance, but the Measuring and Weighing Equipment Business is expected to contribute to performance due to an increase in demand mostly in the USA and Asian region.

(Million yen)		FYE March 31, 2024 (Results)	FYE March 31, 2025 (Forecast)	Percentage change
Semiconductor-related Business		10,329	10,500	+1.6%
Medical and Healthcare Equipment Business	Medical equipment	4,503	4,600	+2.2%
	Healthcare equipment	19,060	19,300	+1.3%
	<b>Subtotal</b>	<b>23,563</b>	<b>23,900</b>	<b>+1.4%</b>
Measuring and Weighing Equipment Business	Weighing equipment	18,909	21,600	+14.2%
	DSP equipment*	9,153	10,000	+9.2%
	<b>Subtotal</b>	<b>28,062</b>	<b>31,600</b>	<b>+12.6%</b>
<b>Total net sales</b>		<b>61,955</b>	<b>66,000</b>	<b>+6.5%</b>

### Semiconductor-related Business

Given the situation of order backlogs and inquiries, we expect results to be comparable to FYE March 31, 2024. We will steadily implement preparations for further growth to support increased future growth by promoting the development of new products such as next-generation machines and by strengthening our relations with existing customers.

### Medical and Healthcare Equipment Business

In addition to such tasks as expanding our sales area and distribution in each country, and promoting the development of new business, we will further review component procurement and promote initiatives to improve productivity with the aim of reducing costs and also maintaining and increasing our performance.

### Measuring and Weighing Equipment Business

We will review distribution routes in the Americas and review our sales strategy in terms of strengthening sales channels to restructure the business and also expand our business in the Asian region, including China, as well as enhance support for electrification with the aim of increasing our performance.

\* Measuring and Weighing Equipment Business breakdown was changed. Measuring equipment and DSP equipment were combined as DSP equipment from the forecast for FYE March 31, 2025.



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