

# FACT BOOK

Financial results for first three months of the fiscal year 2020  
ending March 31, 2021

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P/L Summary	FY2017				FY2018				FY2019				FY2020
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Net sales	224,944	232,573	245,870	265,945	240,827	246,610	251,195	252,957	226,271	228,928	220,962	238,277	176,542
Operating income	10,434	11,317	11,521	11,531	8,514	9,038	13,152	10,137	4,912	5,854	4,524	8,274	-1,239
Operating income margin on sales	4.6%	4.9%	4.7%	4.4%	3.5%	3.7%	5.2%	4.0%	2.2%	2.6%	2.0%	3.5%	-0.7%
Profit/Loss in equity method affiliates	873	1,148	1,490	797	-193	571	426	881	-274	53	1,485	1,192	24
Other non-operating income/loss	-1,237	-433	-356	-179	-841	-1,188	-819	-599	-772	-1,394	-520	-564	-255
Ordinary income	10,070	12,032	12,655	12,149	7,478	8,421	12,758	10,419	3,864	4,514	5,489	8,902	-1,470
Extraordinary profit	177	6,801	2,134	663	132	1,418	2,889	5,447	1,309	3,344	239	10,040	22,861
Extraordinary loss	352	493	2,797	12,575	2,035	711	566	9,894	919	1,626	1,213	3,193	9,161
Profit/Loss before income taxes	9,895	18,340	11,993	237	5,575	9,128	15,081	5,971	4,254	6,232	4,515	15,749	12,229
Income taxes	2,291	2,694	3,252	-87	1,540	1,786	5,190	-5,206	2,197	2,037	2,459	5,060	4,030
Net income attributable to non-controlling interests	763	788	1,211	1,003	723	812	1,045	756	-213	377	697	496	369
Net income attributable to owners of the parent company	6,840	14,856	7,529	-678	3,311	6,529	8,846	10,422	2,270	3,818	1,358	10,192	7,830

Segment [Net sales]	FY2017				FY2018				FY2019				FY2020
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Infrastructure	69,959	71,638	76,058	75,739	68,272	70,940	73,143	75,616	67,708	70,194	66,160	76,868	56,242
Communications Solutions	45,405	46,179	49,778	49,954	45,252	45,656	43,394	45,550	40,193	42,000	39,520	44,713	36,270
Energy infrastructure	24,554	25,458	26,280	25,784	23,020	25,284	29,749	30,065	27,515	28,193	26,640	32,154	19,972
Electronics & Automotive Systems	122,038	126,237	134,708	150,806	138,110	138,276	140,070	145,198	128,037	126,316	124,425	130,521	92,524
Automotive Products & Batteries	56,828	57,196	61,440	72,683	62,841	64,541	68,178	71,689	60,654	62,018	62,733	72,220	51,506
Electronics Component Materials	65,210	69,041	73,267	78,123	75,269	73,735	71,891	73,508	67,382	64,298	61,692	58,301	41,017
Functional Products	36,446	38,084	39,012	39,522	38,506	39,782	40,922	30,089	29,444	29,158	29,254	28,018	25,657
Service and Developments, etc.	11,919	12,791	12,936	13,353	11,752	11,867	12,479	12,480	12,274	13,968	12,512	11,562	10,319
Adjusted amount	-15,420	-16,178	-16,845	-15,475	-15,815	-14,256	-15,420	-10,427	-11,192	-10,710	-11,391	-8,694	-8,202
Total	224,944	232,573	245,870	265,945	240,827	246,610	251,195	252,957	226,271	228,928	220,962	238,277	176,542

Segment [Operating income]	FY2017				FY2018				FY2019				FY2020
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Infrastructure	3,863	3,888	1,798	2,825	1,813	513	2,291	2,812	-356	914	-242	1,395	-70
Communications Solutions	3,993	3,968	3,017	3,030	2,886	3,249	2,117	1,555	65	745	-622	1,421	175
Energy infrastructure	-130	-79	-1,219	-204	-1,072	-2,736	174	1,256	-421	168	379	-26	-246
Electronics & Automotive Systems	3,553	3,703	5,357	5,745	3,535	4,209	6,159	5,564	3,523	3,153	3,286	4,855	-1,822
Automotive Products & Batteries	2,269	2,581	3,820	4,570	2,206	2,603	4,367	4,273	2,696	2,491	2,215	3,480	-1,788
Electronics Component Materials	1,283	1,121	1,537	1,175	1,329	1,606	1,792	1,290	826	661	1,070	1,374	-34
Functional Products	3,286	3,690	4,194	2,861	3,418	4,097	4,354	1,669	1,868	1,768	1,800	2,028	1,078
Service and Developments, etc.	-224	-20	201	21	-228	176	312	30	-64	-20	-200	-64	-443
Adjusted amount	-44	55	-30	77	-24	41	33	60	-59	38	-118	59	18
Total	10,434	11,317	11,521	11,531	8,514	9,038	13,152	10,137	4,912	5,854	4,524	8,274	-1,239

Segment [Operating margin]	FY2017				FY2018				FY2019				FY2020
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Infrastructure	5.5%	5.4%	2.4%	3.7%	2.7%	0.7%	3.1%	3.7%	-0.5%	1.3%	-0.4%	1.8%	-0.1%
Communications Solutions	8.8%	8.6%	6.1%	6.1%	6.4%	7.1%	4.9%	3.4%	0.2%	1.8%	-1.6%	3.2%	0.5%
Energy infrastructure	-0.5%	-0.3%	-4.6%	-0.8%	-4.7%	-10.8%	0.6%	4.2%	-1.5%	0.6%	1.4%	-0.1%	-1.2%
Electronics & Automotive Systems	2.9%	2.9%	4.0%	3.8%	2.6%	3.0%	4.4%	3.8%	2.8%	2.5%	2.6%	3.7%	-2.0%
Automotive Products & Batteries	4.0%	4.5%	6.2%	6.3%	3.5%	4.0%	6.4%	6.0%	4.4%	4.0%	3.5%	4.8%	-3.5%
Electronics Component Materials	2.0%	1.6%	2.1%	1.5%	1.8%	2.2%	2.5%	1.8%	1.2%	1.0%	1.7%	2.4%	-0.1%
Functional Products	9.0%	9.7%	10.8%	7.2%	8.9%	10.3%	10.6%	5.5%	6.3%	6.1%	6.2%	7.2%	4.2%
Service and Developments, etc.	-1.9%	-0.2%	1.6%	0.2%	-1.9%	1.5%	2.5%	0.2%	-0.5%	-0.1%	-1.6%	-0.6%	-4.3%
Adjusted amount	0.3%	-0.3%	0.2%	-0.5%	0.2%	-0.3%	-0.2%	-0.2%	0.5%	-0.4%	1.0%	-0.7%	-0.2%
Total	4.6%	4.9%	4.7%	4.4%	3.5%	3.7%	5.2%	4.0%	2.2%	2.6%	2.0%	3.5%	-0.7%

B/S Summary	FY2017				FY2018				FY2019				FY2020
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Assets													
Current assets	383,073	405,134	425,422	416,191	408,191	418,292	422,634	420,513	404,812	386,039	397,336	386,179	422,424
Non-current assets	373,003	380,715	391,667	392,441	392,171	397,298	383,680	397,508	407,060	412,002	416,826	408,436	397,912
Property, plant and equipment	210,990	213,832	214,792	216,728	219,675	224,068	221,805	229,360	241,680	245,637	249,648	254,219	248,407
Intangible assets	9,602	9,676	10,719	11,304	9,972	9,946	10,156	12,204	12,401	13,376	14,070	16,095	17,222
Investments and other assets	152,410	157,207	166,156	164,407	162,523	163,283	151,717	155,942	152,978	152,987	153,107	138,122	132,281
Total assets	756,077	785,849	817,090	808,632	800,362	815,591	806,314	818,021	811,873	798,041	814,162	794,616	820,336
Liabilities and Net assets													
Current liabilities	312,129	307,809	318,376	330,335	327,399	323,299	316,287	331,621	327,119	322,617	335,594	319,647	334,572
Non-current liabilities	204,224	215,867	220,604	206,226	206,037	217,419	215,409	206,488	209,172	198,179	195,933	201,937	215,383
Total liabilities	516,353	523,676	538,980	536,561	533,437	540,719	531,696	538,109	536,291	520,797	531,527	521,585	549,955
Total shareholders' equity	196,757	211,635	219,862	219,182	217,281	223,849	232,651	243,074	241,247	245,057	246,416	256,685	258,505
Total accumulated other comprehensive income	11,321	16,228	23,174	17,335	16,395	17,877	10,239	4,584	2,763	358	3,455	-16,405	-16,912
Non-controlling interests	31,644	34,308	35,072	35,552	33,248	33,144	31,725	32,252	31,571	31,827	32,763	32,750	28,788
Total net assets	239,723	262,172	278,109	272,071	266,924	274,871	274,617	279,911	275,582	277,243	282,634	273,030	270,381
Total liabilities and net assets	756,077	785,849	817,090	808,632	800,362	815,591	806,314	818,021	811,873	798,041	814,162	794,616	820,336

Financial index	FY2017				FY2018				FY2019				FY2020
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Equity capital ratio	27.5%	29.0%	29.7%	29.2%	29.2%	29.6%	30.1%	30.3%	30.1%	30.8%	30.7%	30.2%	29.5%
Interest-bearing debt balance	273,365	269,166	277,766	258,506	261,299	263,803	257,655	246,010	251,883	250,247	261,198	251,089	296,119
D/E ratio	1.3	1.2	1.1	1.1	1.1	1.1	1.1	1.0	1.0	1.0	1.0	1.0	1.2
Net interest bearing debt balance	230,136	216,101	225,657	207,870	220,142	215,861	210,769	201,381	208,732	210,165	223,190	196,732	183,325
NET D/E ratio	1.1	0.9	0.9	0.9	0.9	0.9	0.9	0.8	0.9	0.9	0.9	0.8	0.8