

# JOHNSON ELECTRIC HOLDINGS LIMITED

**FY2020/21**

**June 2020 Quarter  
Business Updates**

July 2020



innovating motion

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## Disclaimer

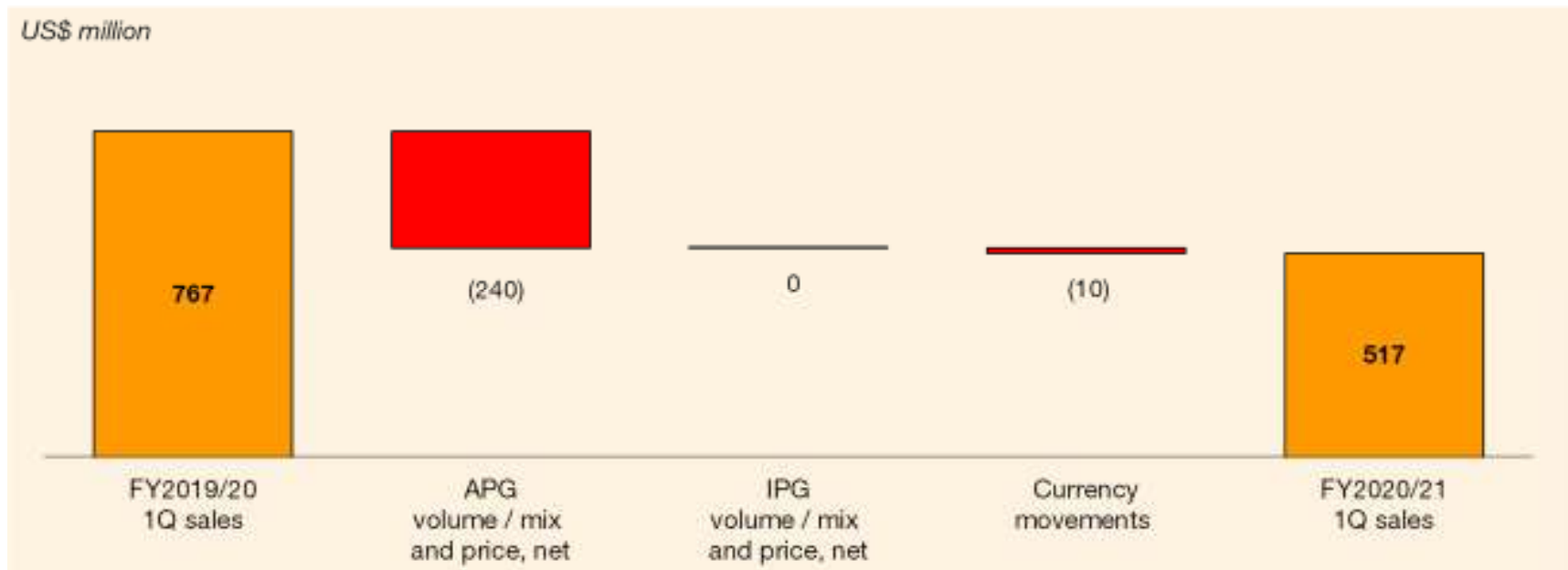
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*This presentation contains certain forward looking statements with respect to the financial condition, results of operations and business of Johnson Electric and certain plans and objectives of the management of Johnson Electric.*

*Words such as “outlook”, “expects”, “anticipates”, “intends”, “plans”, “believes”, “estimates”, “projects”, variations of such words and similar expressions are intended to identify such forward-looking statements. Such forward looking statements involve known and unknown risk, uncertainties and other factors which may cause the actual results or performance of Johnson Electric to be materially different from any future results or performance expressed or implied by such forward looking statements. Such forward looking statements are based on numerous assumptions regarding Johnson Electric’s present and future business strategies and the political and economic environment in which Johnson Electric will operate in the future.*

# Sales Movements

## APR-JUN FY2020/21 vs. FY2019/20



Note: Numbers do not add across due to the effect of rounding

# FX Rate

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<b>USD</b>	<b>FY20/21</b>	FY19/20	<i>Change</i>
Average Exchange Rate	<b>APR-JUN</b>	APR-JUN	
CNY per USD	<b>7.084</b>	6.813	<i>(4.0%)</i>
USD per EUR	<b>1.100</b>	1.123	<i>(2.0%)</i>

Source: Bloomberg daily rates

# Sales Growth by Region - APG

**Sales Growth/(Decline) %  
Excluding Acquired Businesses and Currency Movements**

<b>APG</b>	<b>Asia</b>	<b>Europe</b>	<b>Americas</b>	<b>TOTAL</b>
<b>APR 20 - JUN 20</b>	(1.6%)	(57.8%)	(60.1%)	<b>(39.5%)</b>
<b>FY2019/20</b>	(8.8%)	(1.6%)	8.3%	<b>(1.3%)</b>
<b>FY2018/19</b>	2.3%	(3.1%)	7.8%	<b>1.9%</b>
<b>FY2017/18</b>	15.2%	2.2%	9.3%	<b>8.5%</b>
<b>FY2016/17</b>	19.8%	2.2%	3.5%	<b>8.5%</b>

# Light Vehicle Production – June 2020 Quarter

**APG Sales Growth / (Decline) %  
Excluding Currency Movements  
APR 2020 - JUN 2020**

<b>Region</b>	<b>APG</b>	<b>* Industry Light Vehicle Production</b>
<b>ASIA</b>	<b>(1.6%)</b>	<b>(25.4%)</b>
China		5.0%
<b>EUROPE</b>	<b>(57.8%)</b>	<b>(64.9%)</b>
<b>AMERICAS</b>	<b>(60.1%)</b>	<b>(73.1%)</b>
North America		(71.2%)
<b>Rest of the World</b>	<b>N/A</b>	<b>(53.7%)</b>
<b>WORLD TOTAL</b>	<b>(39.5%)</b>	<b>(47.0%)</b>

\* Source: IHS

# Sales Growth by Region - IPG

## Sales Growth/(Decline) % Excluding Currency Movements

IPG	Asia	Europe	Americas	TOTAL
<b>APR 20 - JUN 20</b>	<b>2.1%</b>	<b>(2.4%)</b>	<b>0.6%</b>	<b>0.1%</b>
<b>FY2019/20</b>	(17.6%)	(13.7%)	(13.7%)	<b>(15.1%)</b>
<b>FY2018/19</b>	(1.6%)	(0.1%)	6.3%	<b>1.3%</b>
<b>FY2017/18</b>	12.6%	6.5%	1.5%	<b>7.1%</b>
<b>FY2016/17</b>	3.2%	18.3%	(3.3%)	<b>5.1%</b>

# Chairman's Comments on Year-to-Date Sales Performance and Outlook

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As previously projected, the unprecedented effects of the COVID-19 global pandemic resulted in sales levels in the first quarter of the current financial year being substantially weaker than in the same period a year ago. Although demand in China displayed a gradual and consistent improvement during the quarter, it was not until June that we began to experience a significant rebound in orders from our automotive customers in North America and Europe.

“Given the widespread and continuing uncertainties of the pandemic, it is not feasible to provide a meaningful estimate of sales volumes for the rest of the year. However, with the most recent weekly sales run-rate approaching the levels of a year ago, there are no indications that underlying demand for Johnson Electric’s innovative products and technology has been permanently reduced. Our Industry Products Group performed very satisfactorily in the first quarter with growing demand in some application segments offsetting the negative impact of macro-economic contraction in others. And in the automotive components sector, I am especially encouraged by an increase in new orders for Johnson Electric’s products that improve fuel economy, reduce emissions, and enable electrification – which together represent the most critical technology imperatives of the industry for at least the next decade.

Despite the challenging and unpredictable trading conditions, the Company remains in sound shape in terms of liquidity. Geographically, Johnson Electric’s sales are divided broadly equally between Asia, Europe and the Americas and this diversified base of end-market demand continues to be a key source of strength and stability for the Group.