

# FY24/25

# Business Update

## For the June 2024 Quarter

Investor Briefing

July 2024



## Disclaimer

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.

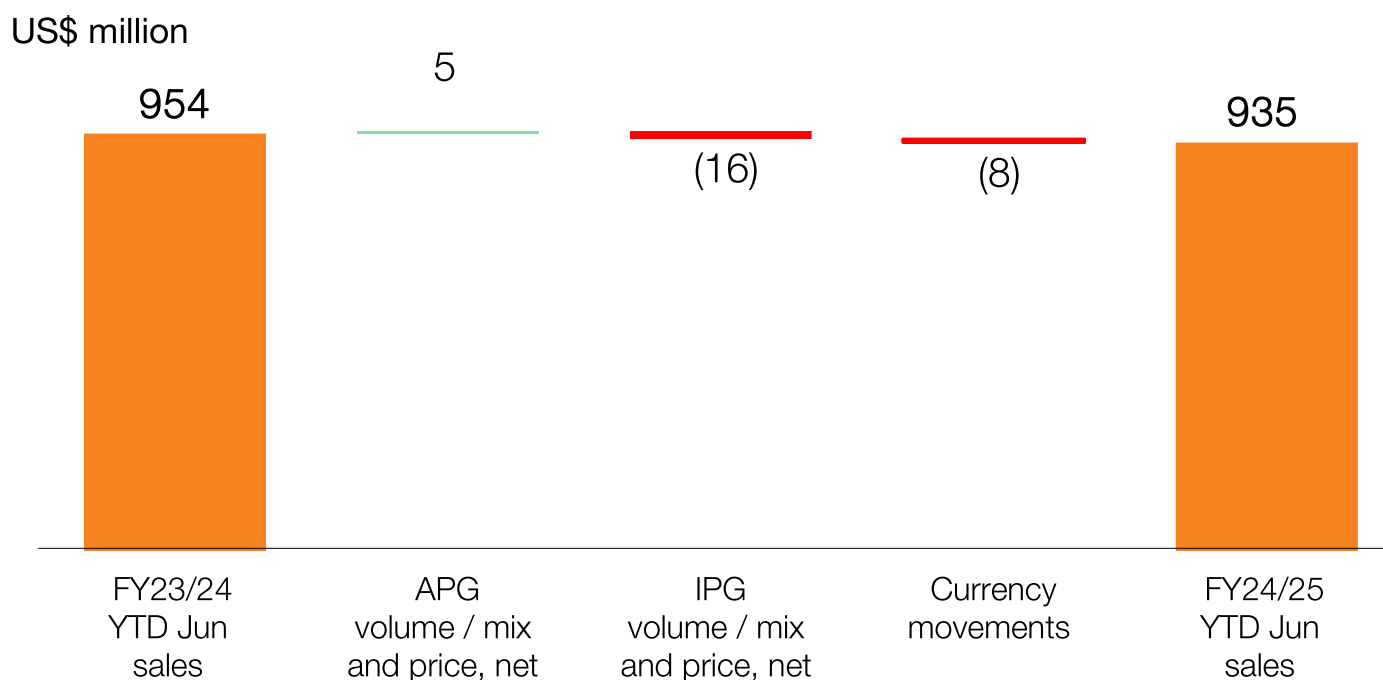
Words such as “outlook”, “expects”, “anticipates”, “intends”, “plans”, “believes”, “estimates”, “projects”, variations of such words and similar expressions are intended to identify such forward-looking statements. Such forward looking statements involve known and unknown risk, uncertainties and other 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.

Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided and percentages may deviate accordingly.

## Group Sales Changes Quarter Ended 30 June 2024

Sales decreased by 2%

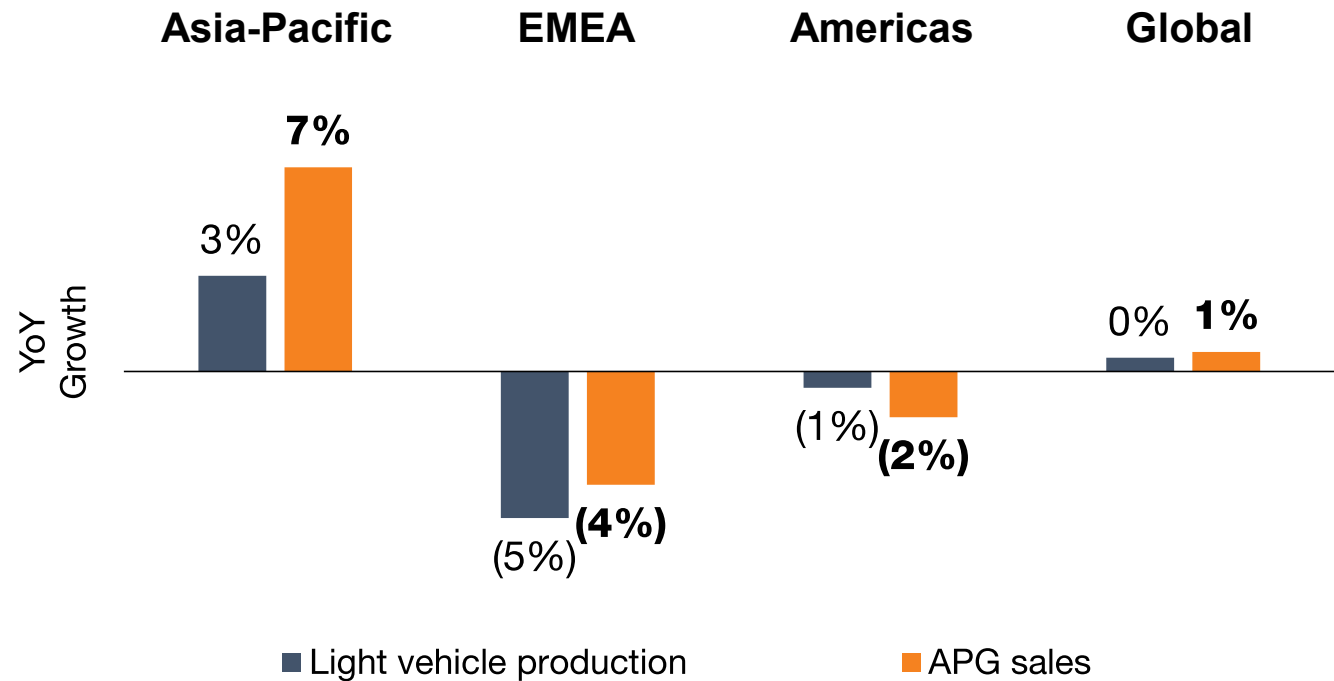
Underlying sales reduced marginally by 1% amid subdued market conditions



Note: 1. The Automotive Products Group was abbreviated as APG  
2. The Industry Products Group was abbreviated as IPG

# APG Sales Growth vs. Light Vehicle Production June Quarter

Excluding currency effects, APG's sales increased by 1%, led by oil pumps, closure and thermal management



Note: 1. Actual and estimated light vehicle production volumes sourced from S&P Global  
2. APG sales excluding currency movements

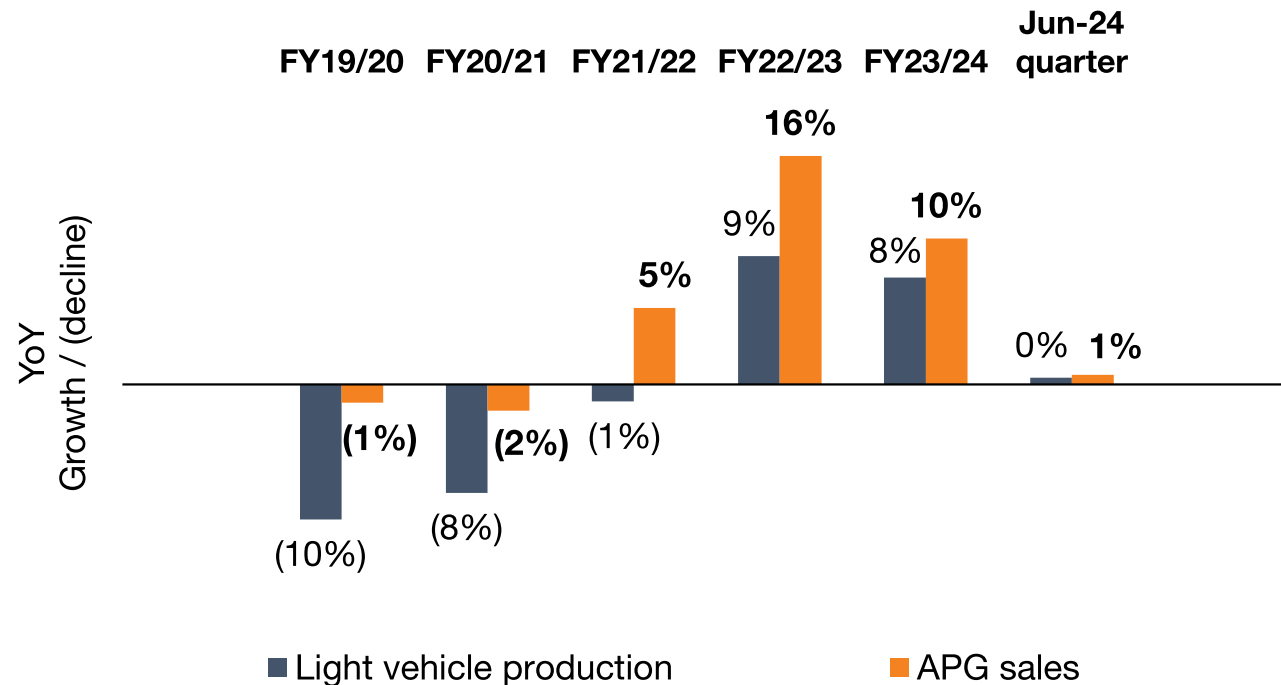
A World of Motion. Powered by Sustainable Innovation...



# APG

## Multi-Year Sales Changes vs. Light Vehicle Production

With the right technology, scale, and footprint, APG is enabling its customers to succeed in the transition to automotive electrification

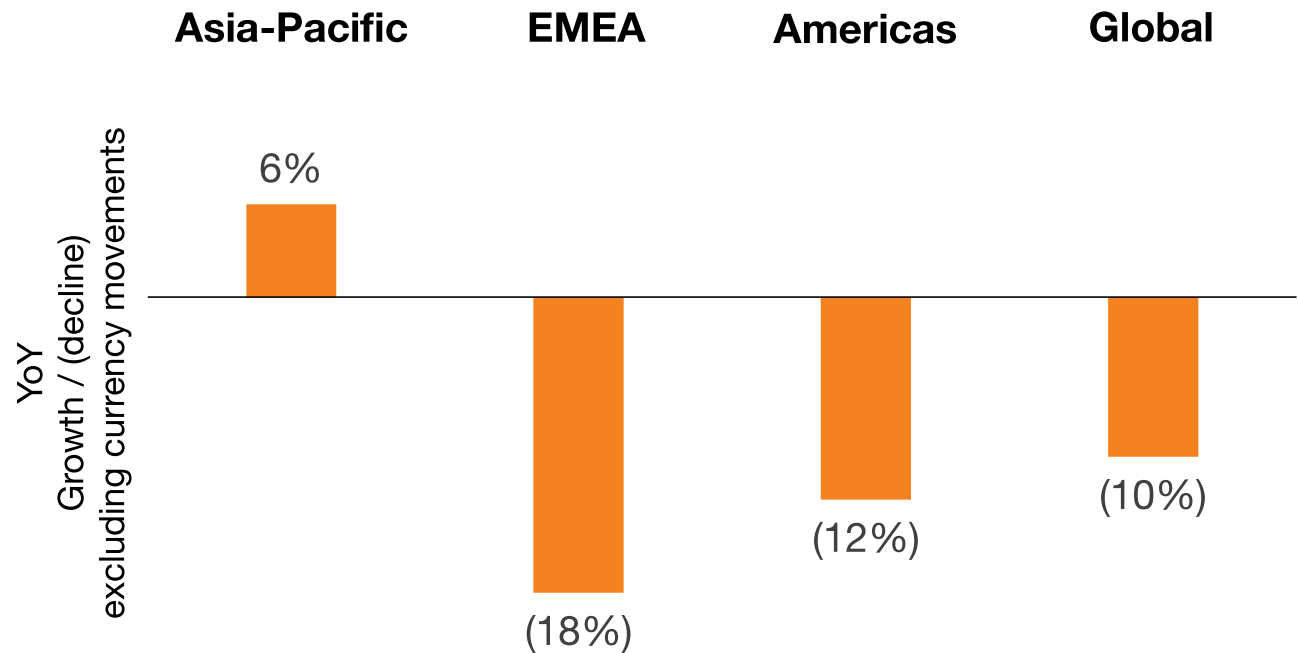


Note: 1. Actual and estimated light vehicle production volumes sourced from S&P Global  
 2. APG sales excluding currency movements and acquisitions

## IPG Sales Growth by Region June Quarter

Asia-Pacific sales increased due to replenishment orders and new business

EMEA and the Americas sales declined, driven by surplus inventory, soft markets, and shifting consumer preferences



## Chairman's Comments on Sales Performance and Outlook

- **Trading conditions at the start of FY24/25 comparatively subdued**
- **APG sales remain resilient**
  - **Automotive industry volumes** have **returned** to more **normalised levels** after an exceptionally strong first quarter of the prior financial year
  - Continuing to strengthen our position as a **market leader** in motion products and **enabler** of the industry's electrification transition
- **IPG** faces a **challenging near-term outlook** with **cautious consumer spending**
  - **Focusing resources** on segments that offer long-term growth potential
  - **Ensuring cost base is optimised** to remain competitive in more commoditized product applications



# Supplemental Information



## Average Exchange Rates

### June 2024 Quarter vs. June 2023 Quarter

	<b>FY24/25</b>	<b>FY23/24</b>		<b>Change</b>
	<b>APR-JUN</b>	<b>APR-JUN</b>		
CAD per USD	<b>1.368</b>	1.343	CAD weakened	<b>1.9%</b>
CNY per USD	<b>7.107</b>	7.007	CNY weakened	<b>1.4%</b>
USD per EUR	<b>1.077</b>	1.089	EUR weakened	<b>1.1%</b>