

**Investor  
Briefing**

**January  
2023**

**FY22/23**

**Business Update**

For the December 2022 Quarter

## Disclaimer

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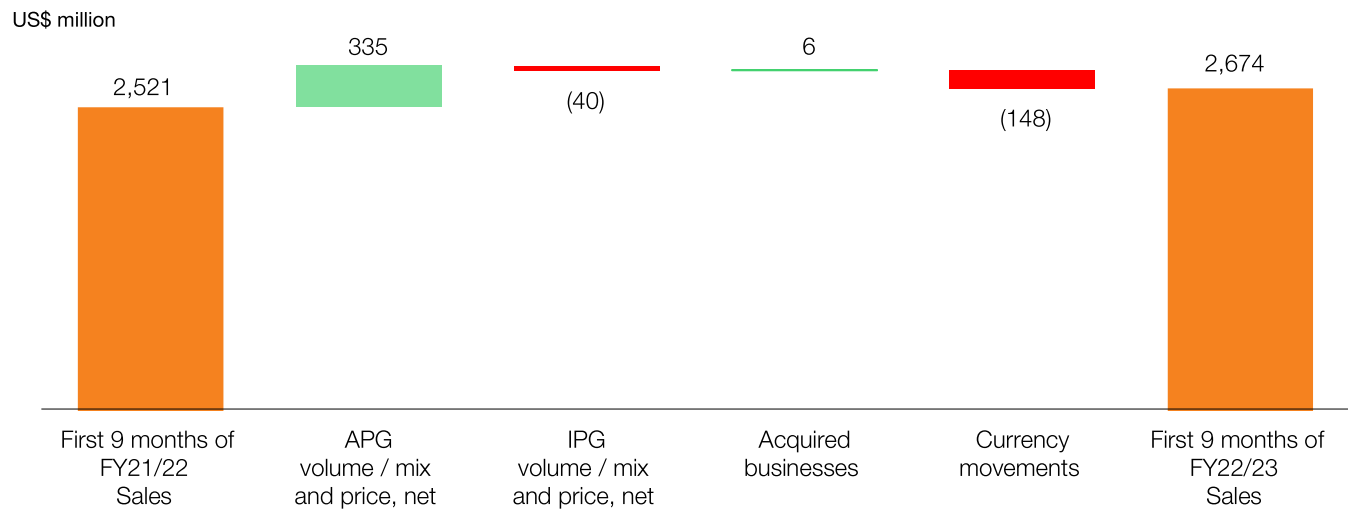


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Words such as “outlook”, “expects”, “anticipates”, “intends”, “plans”, “believes”, “estimates”, “projects”, variations of such words and similar expressions are intended to identify such forward-looking statements. Such forward looking statements involve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

# Group Sales Changes Year-to-Date December 2022

Reported sales up 6%  
Excluding acquisitions, sales grew 12% on a constant currency basis



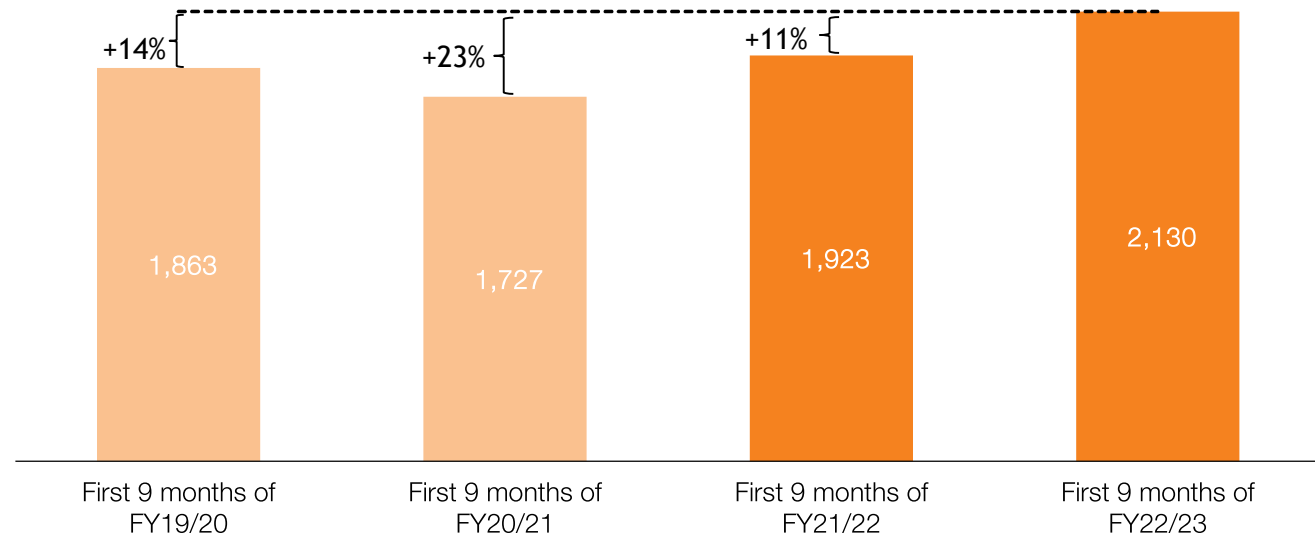
Note: APG – Automotive Products Group  
IPG – Industry Products Group

# Automotive Products Group 9 Months Year-to-Date Comparison

APG achieved strong sales growth in the nine months from April to December 2022

## APG sales, as reported

US\$ million

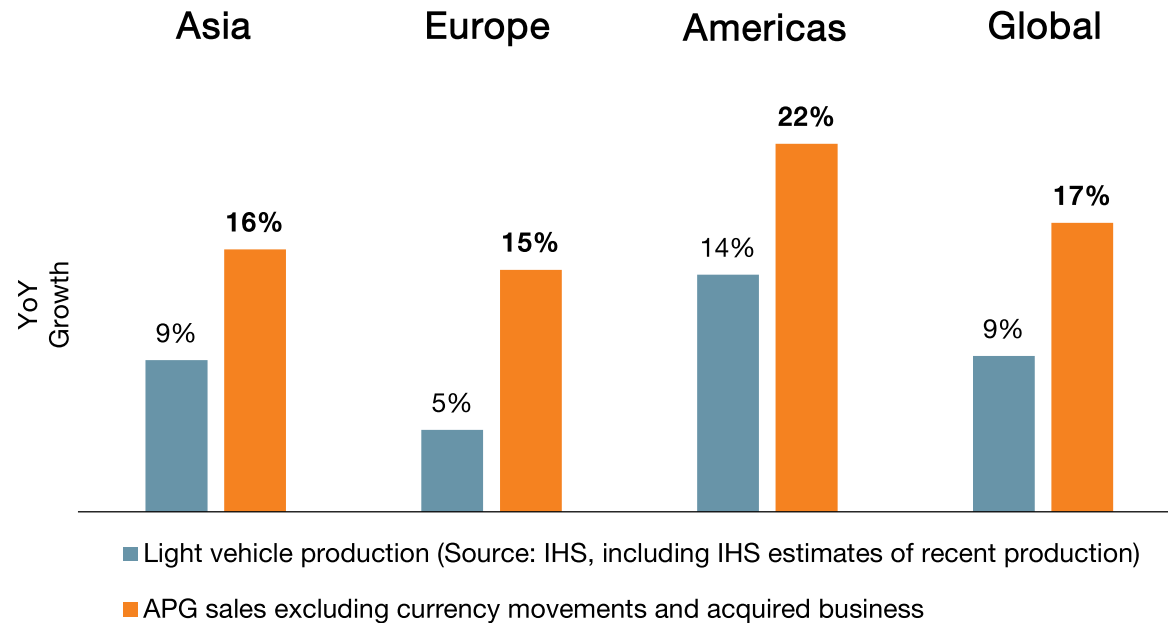


# APG Sales Growth vs. Light Vehicle Production Year-to-Date December 2022

Outperformance  
in all regions compared  
to changes in light  
vehicle production

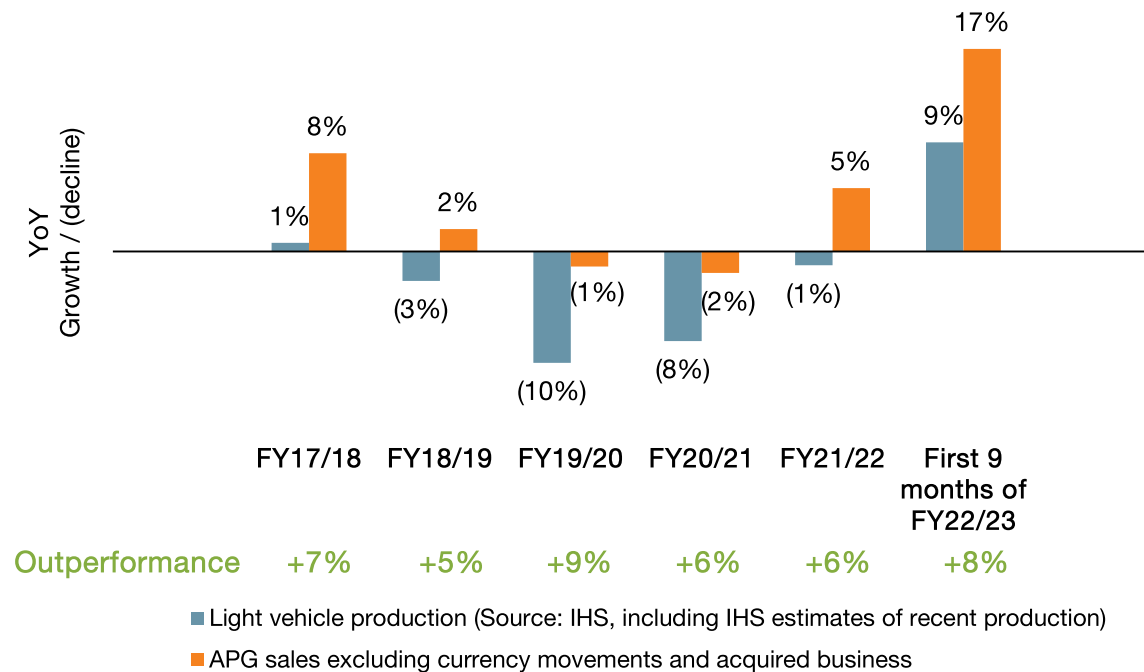
Strong growth in:

- Thermal management
- Closure and interior
- Oil pumps
- Powder metal parts
- Power steering
- Braking



# Automotive Products Group Multi-Year Sales Changes vs. Light Vehicle Production

APG has consistently outperformed light vehicle production. This reflects APG's focus on delivering the technologies that enable the automotive industry's shift to new energy vehicles and efforts to reduce weight, improve safety as well as comfort.



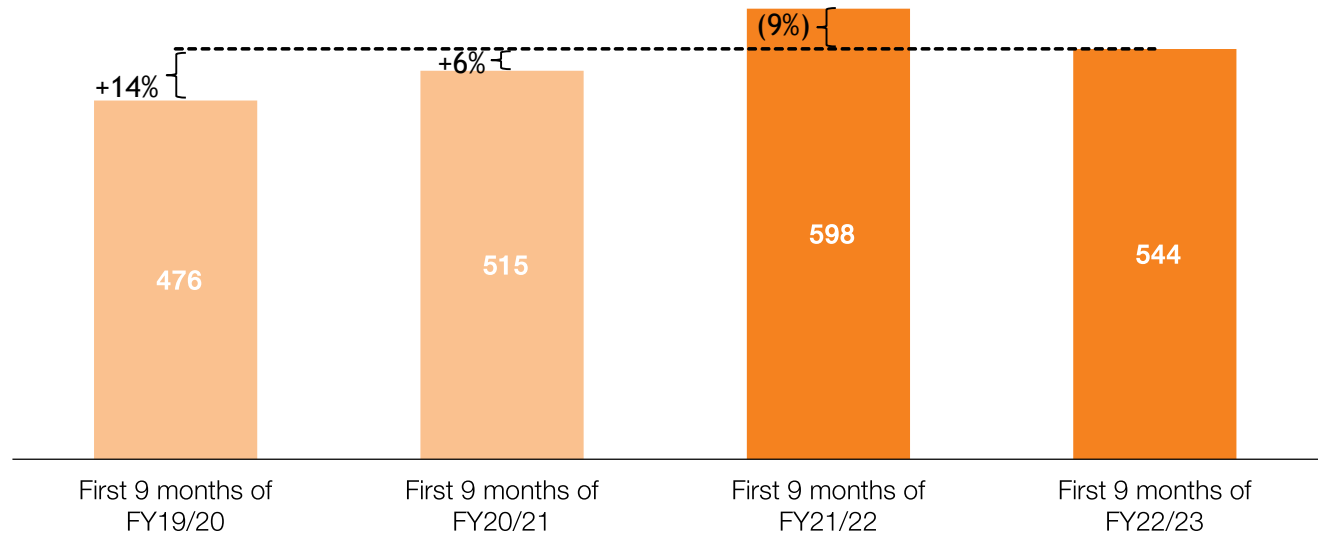
# Industry Products Group 9 Months Year-to-Date Comparison

Demand declined for various “home-centric” products that surged during the COVID-19 pandemic exacerbated by high inventory level in retail channels. This was partially offset by strong growth in medical, ventilation, white goods, lawn and outdoor tools, semiconductor equipment, circuit-breaker and window automation applications

Sales remained above pre-COVID levels

## IPG sales, as reported

US\$ million

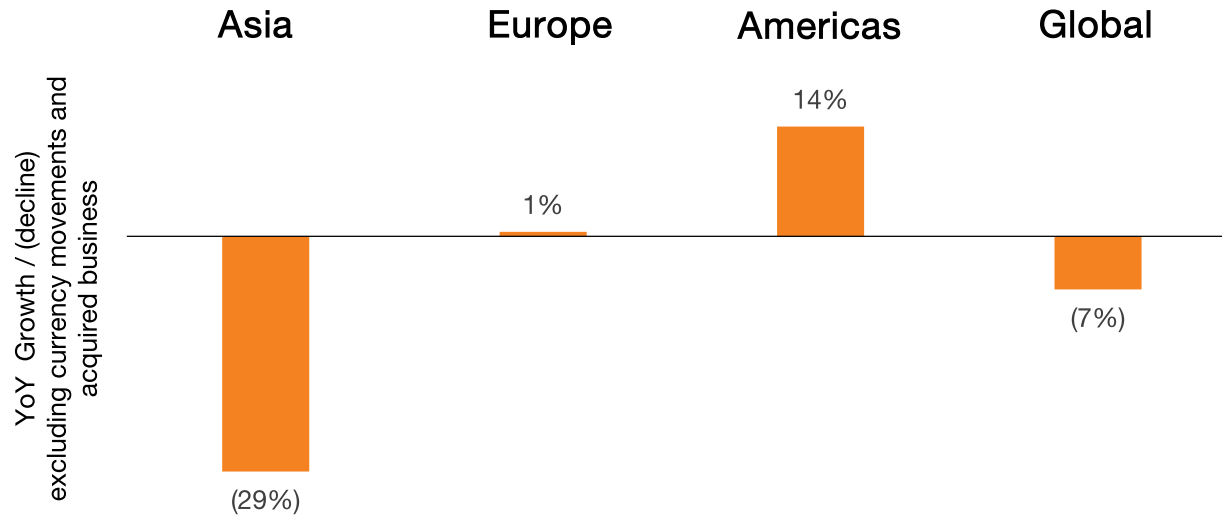


# IPG Sales Growth by Region

## 9 Months Year-to-Date Comparison

Asia sales declined as customers, especially China-based contract manufacturers and other exporters, were impacted by reduced demand in their European and North American end markets

This was partially offset by growth across several segments in the Americas, while sales in Europe increased marginally



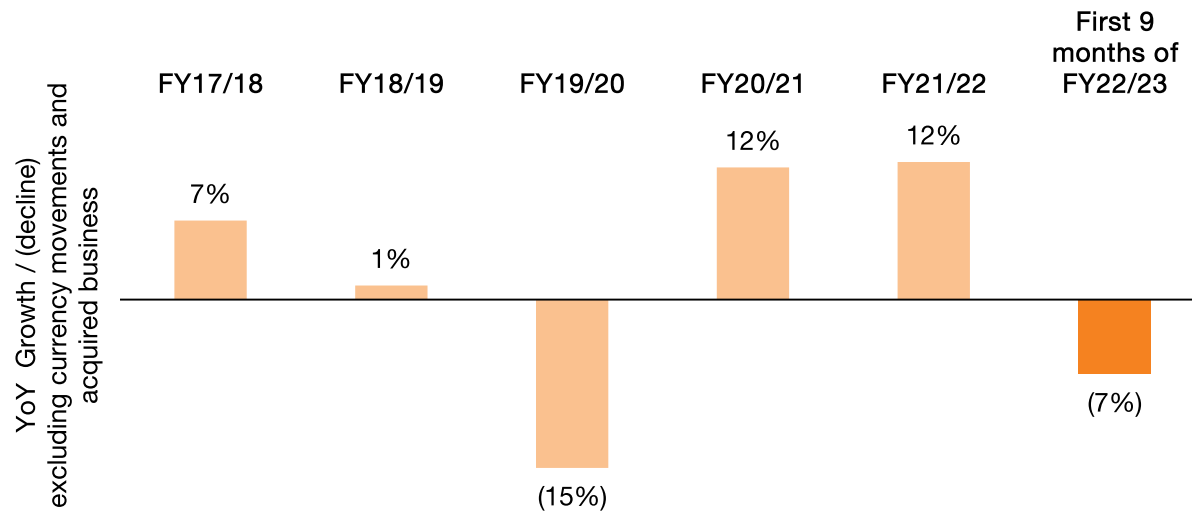


# Industry Products Group Multi-Year Sales Trend

IPG's business has been impacted over the past few years by US-China tariffs, COVID and lock-downs, and semiconductor shortages

In response to these challenges, IPG brought new products to market across several applications

Growth in these new products partially mitigated the decline in demand for various "home-centric" products in the first nine months of FY22/23



## Outlook

- **Robust sales performance** for the first nine months of the financial year despite **extremely challenging conditions** for global industrial manufacturing businesses
  - Persistently high inflation
  - Supply chain disruptions
  - War in Eastern Europe
  - Uncertain impact of China's sudden relaxation of pandemic control measures
- **Short term** – We anticipate that the **broad-based slowdown** in global economic activity **will dampen sales growth** in the fourth quarter of the financial year
- **Medium to longer term** – We remain confident of **enduring competitive advantage** and **new business growth** from our
  - Innovative technology solutions
  - Product segment focus
  - Global fulfillment capabilities





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# SUPPLEMENTAL INFORMATION

## Average Exchange Rates

### YTD December 2022 vs. YTD December 2021

USD Average Exchange Rate	YTD Dec FY22/23 APR-DEC	YTD Dec FY21/22 APR-DEC		Change
CAD per USD	1.312	1.249	CAD weakened	5.0%
CNY per USD	6.844	6.442	CNY weakened	6.2%
USD per EUR	1.030	1.176	EUR weakened	12.4%