



Investor  
Briefing  
Jan 2022

# FY 2021/22

**Business Update**

For the December 2021 Quarter

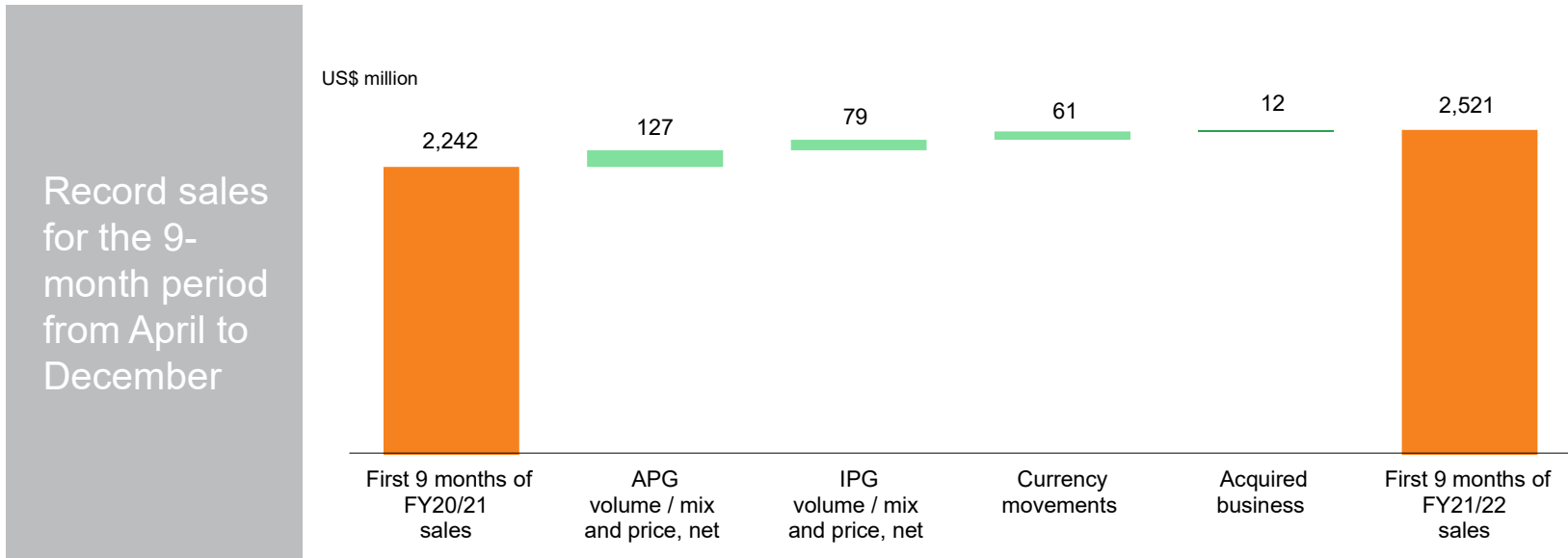
## Disclaimer

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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.

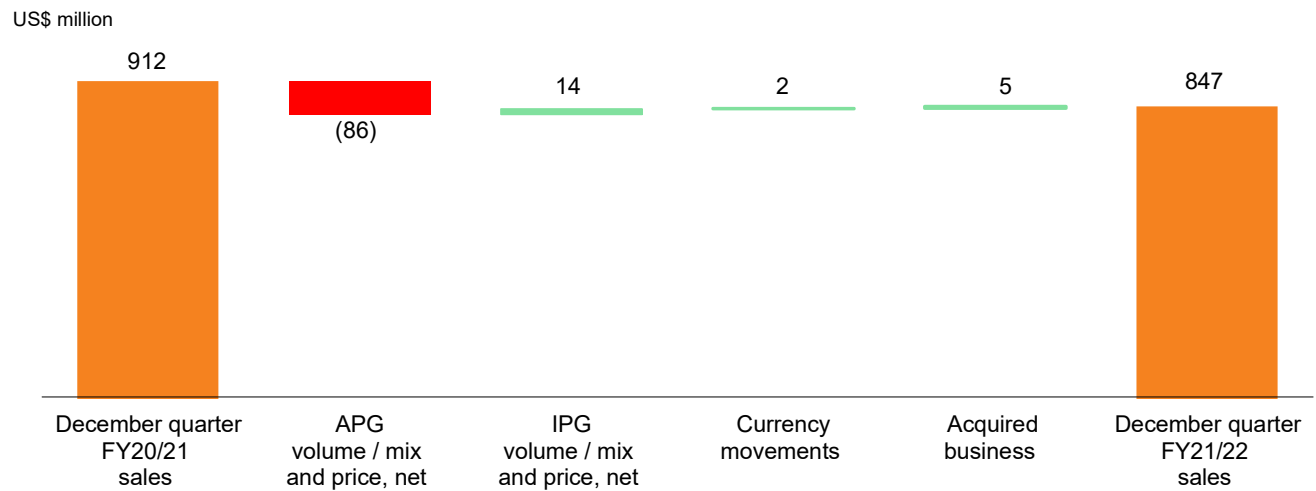
Words such as “outlook”, “expects”, “anticipates”, “intends”, “plans”, “believes”, “estimates”, “projects”, variations of such words and similar expressions are intended to identify such forward-looking statements. Such forward looking statements involve known and unknown risk, uncertainties and other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

# Group Sales Changes Year-to-Date December 2021



# Group Sales Changes Quarter Ended 31 December 2021

Supply chain bottlenecks disrupted markets and impacted sales in the quarter

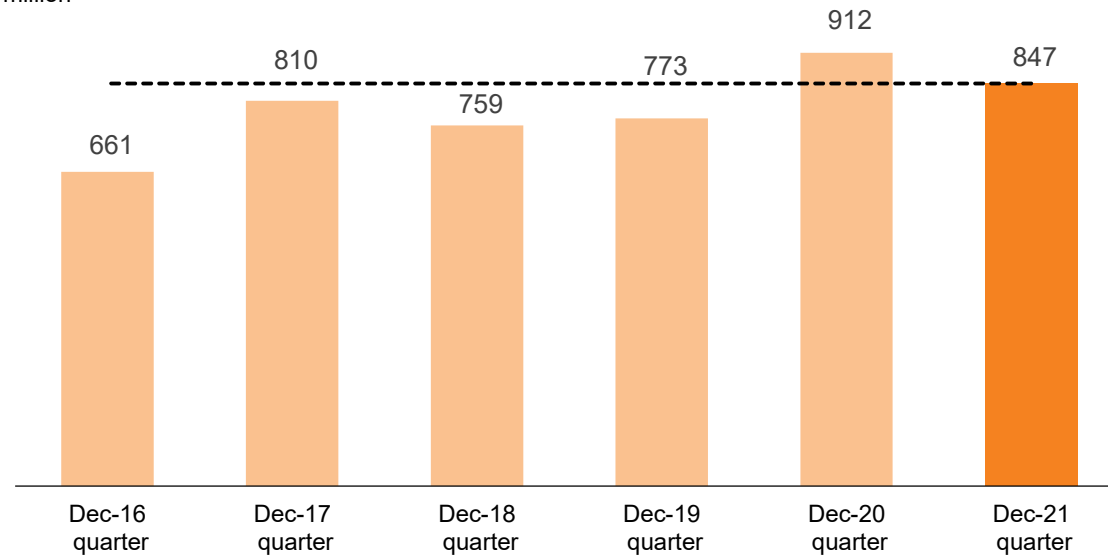


# Group Sales December Quarter Comparison

Sales remained strong despite market disruption from supply chain bottlenecks. Although below the level seen in the same quarter of the prior year, sales exceed the same quarter in earlier years

## Group sales, as reported

US\$ million



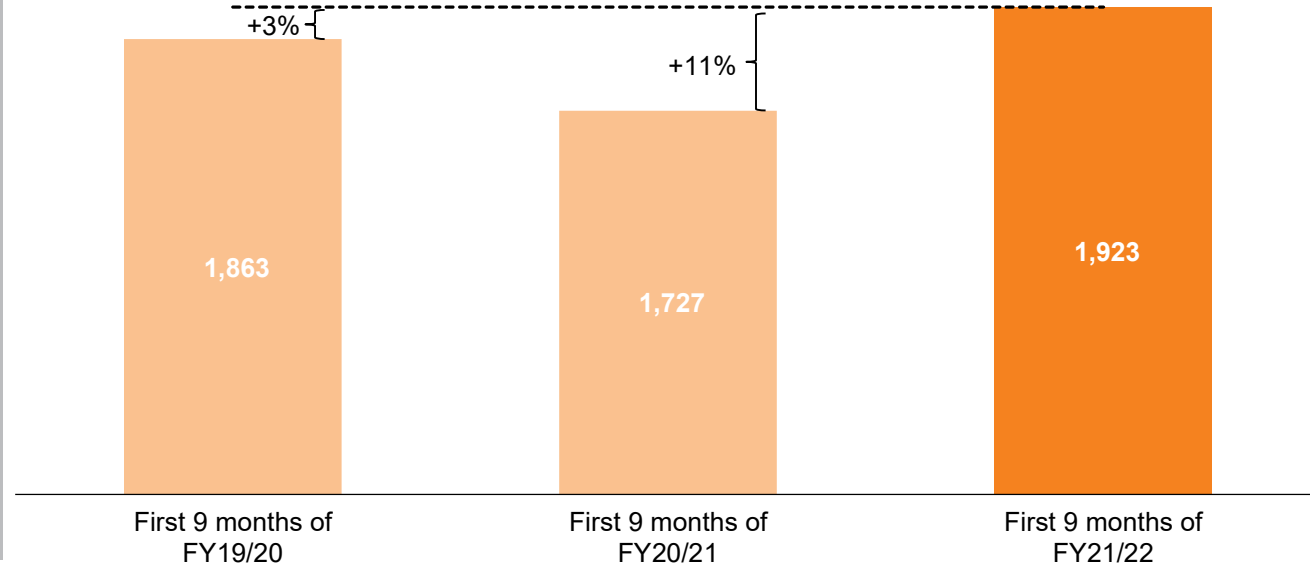
# APG

## 9 Months Year-to-Date Comparison

APG's sales for the nine months from April to December 2021 were higher than the same period in both COVID-affected 2020 and pre-COVID 2019

### APG sales, as reported

US\$ million



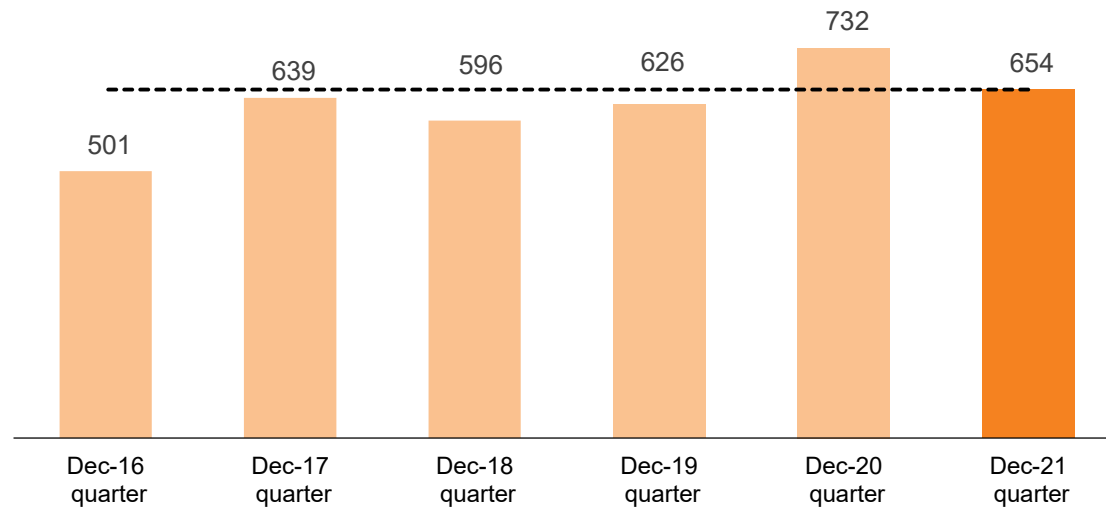
# APG

## December Quarter Comparison

Sales remained strong despite disruption in the automotive market from supply chain bottlenecks. Although below the level seen in the same quarter prior year, sales were higher than the same quarter in earlier years

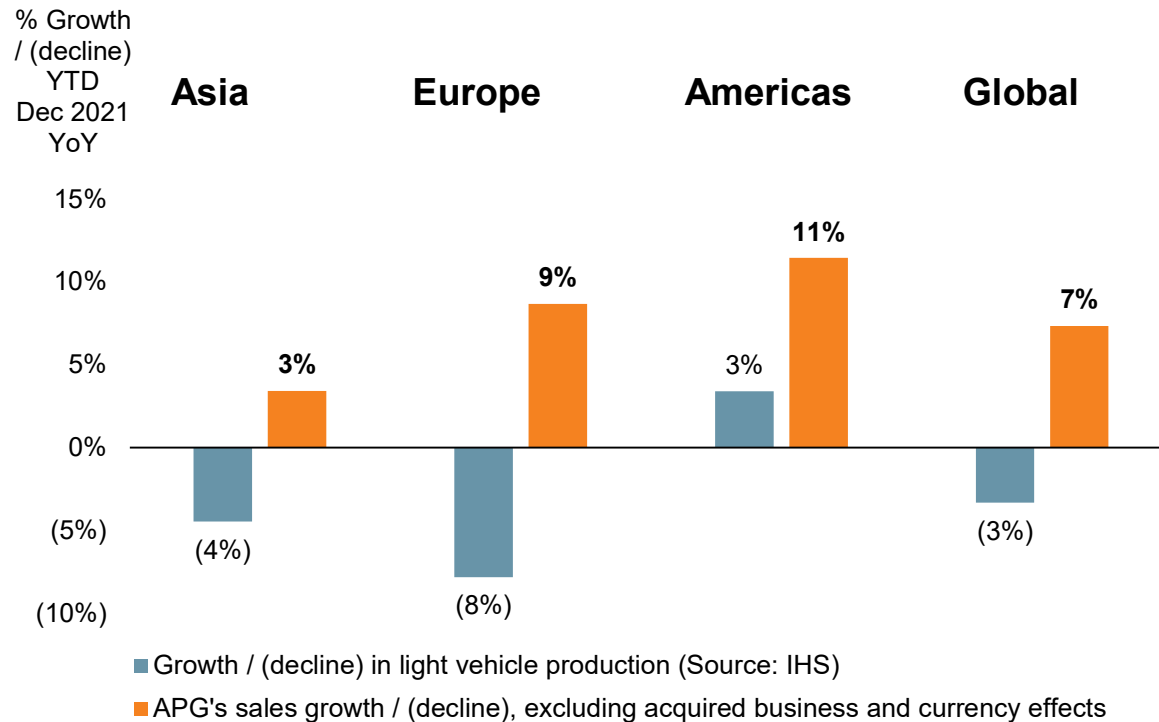
### APG sales, as reported

US\$ million



# APG Sales Growth vs. Light Vehicle Production Year-to-Date December 2021

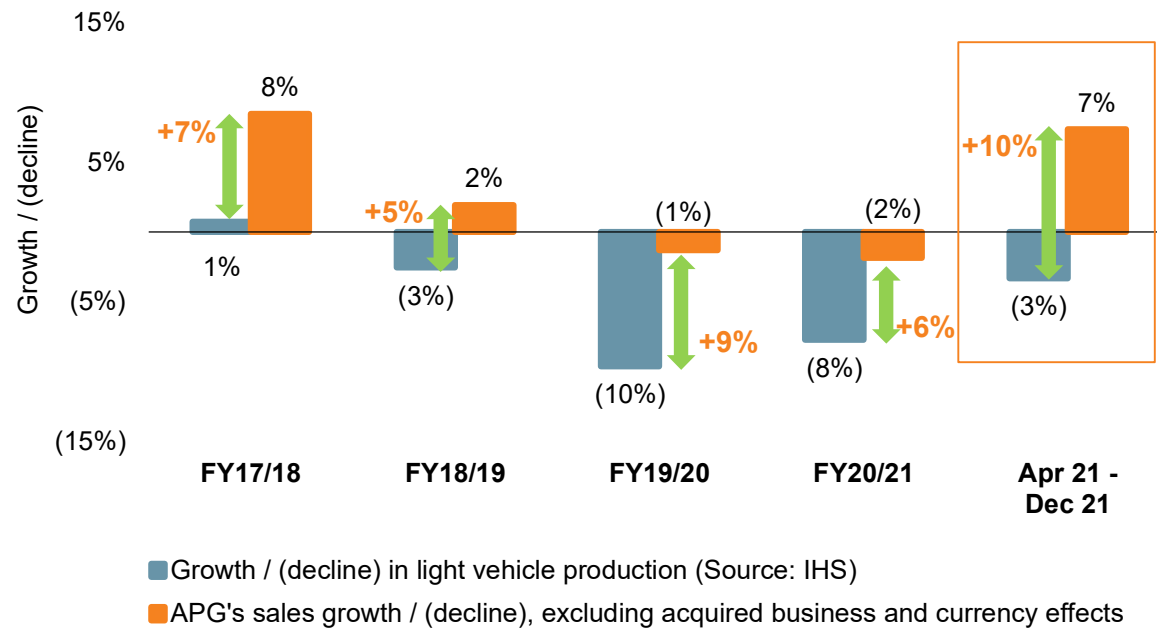
Sales grew on a year-to-date basis although global automotive industry production decreased





# APG Sales Changes vs. Light Vehicle Production

APG has consistently outperformed light vehicle production over several successive years

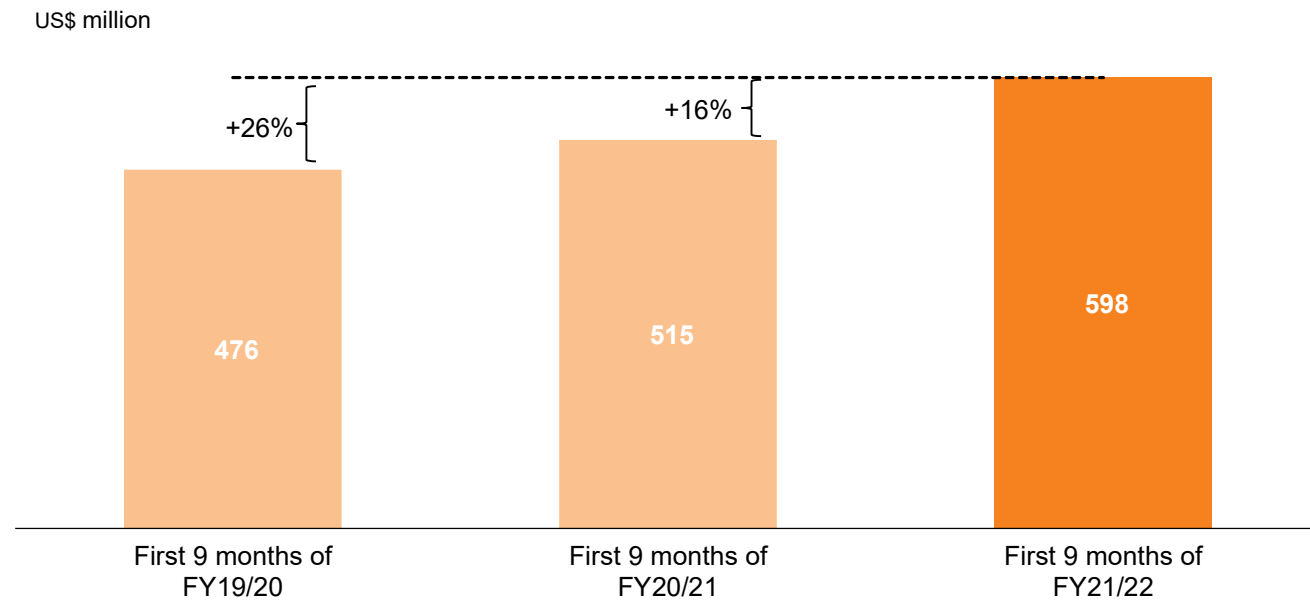


# IPG

## 9 Months Year-to-Date Comparison

IPG benefited from the changes in consumer behavior that emerged during the pandemic as well as new business wins, product launches, enlarged market share and increased market demand

### IPG sales, as reported



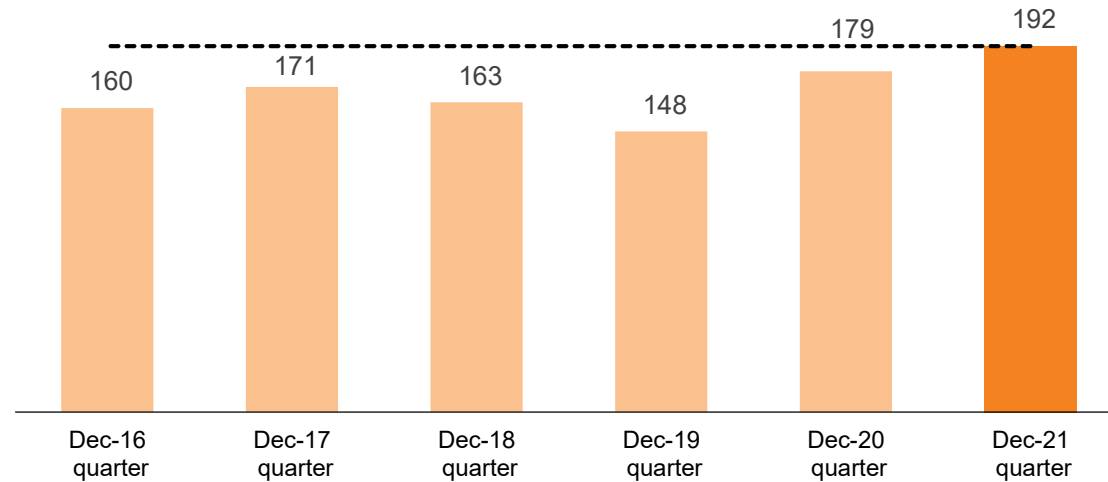
# IPG

## December Quarter Comparison

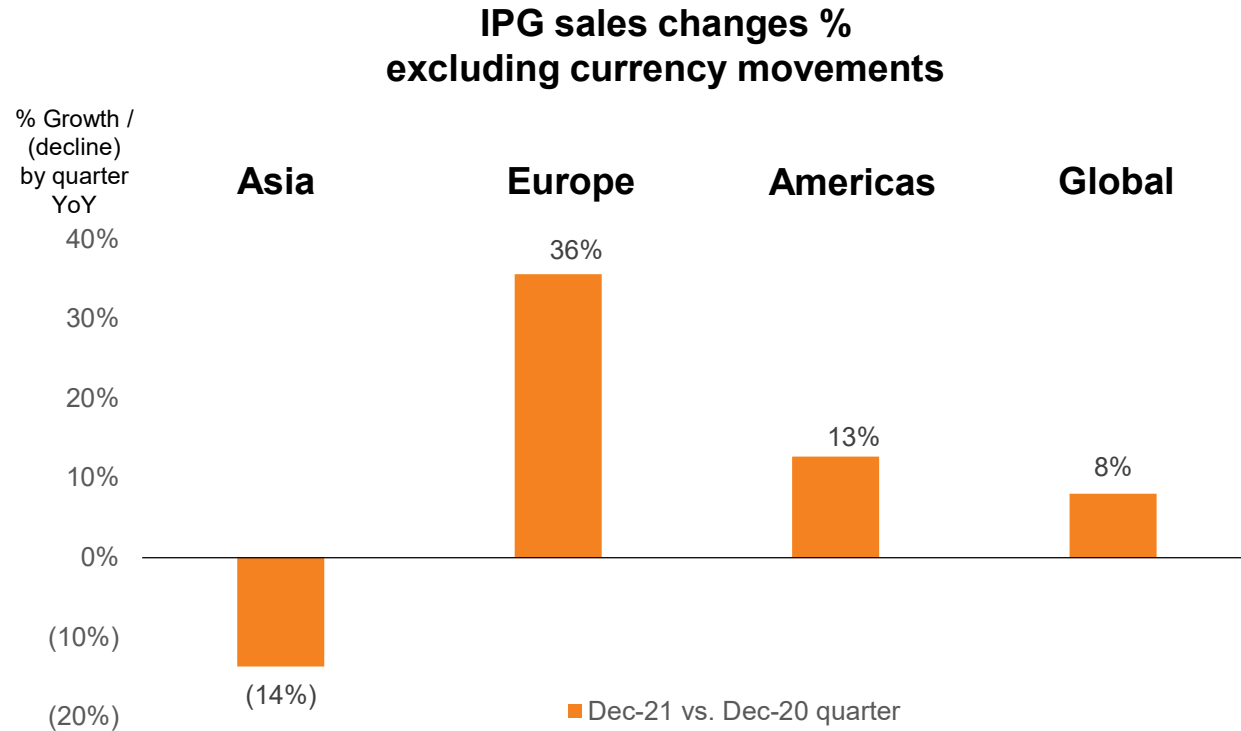
Strong sales growth despite supply chain disruption, leading to the highest December quarter in recent years

### IPG sales, as reported

US\$ million



Strong growth in Europe and the Americas. Sales decreased in Asia compared to the especially high level seen in the same quarter of the prior year



- **Solid sales performance** over the past nine months
  - The **global economy remains on a recovery path** from the crisis brought on by the COVID-19 pandemic
- **APG & IPG continue to win new business awards** based on our compelling ability to serve global customers in every major geographic market and on a portfolio of innovative motion technology solutions that continue to generate strong customer demand
- **Significant ongoing headwinds**
  - Global supply disruptions and inflationary forces **depressed profitability** in the first half of the year and have persisted **through the third quarter**
  - Management is engaged in a number of **initiatives to mitigate** these effects
  - In the near-term, the above-mentioned inflationary forces are exerting **significant pressure on operating margins**

# Supplemental Information

## Average Exchange Rate

### YTD December 2021 vs. YTD December 2020

Average Exchange Rate	FY21/22 APR-DEC	FY20/21 APR-DEC		Change
CAD per USD	<b>1.249</b>	1.339	CAD strengthen	6.7%
CNY per USD	<b>6.442</b>	6.874	CNY strengthen	6.3%
USD per EUR	<b>1.176</b>	1.154	EUR strengthen	1.8%