

# FY23/24

# Business Update

## For the December 2023 Quarter

Investor Briefing

January 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.

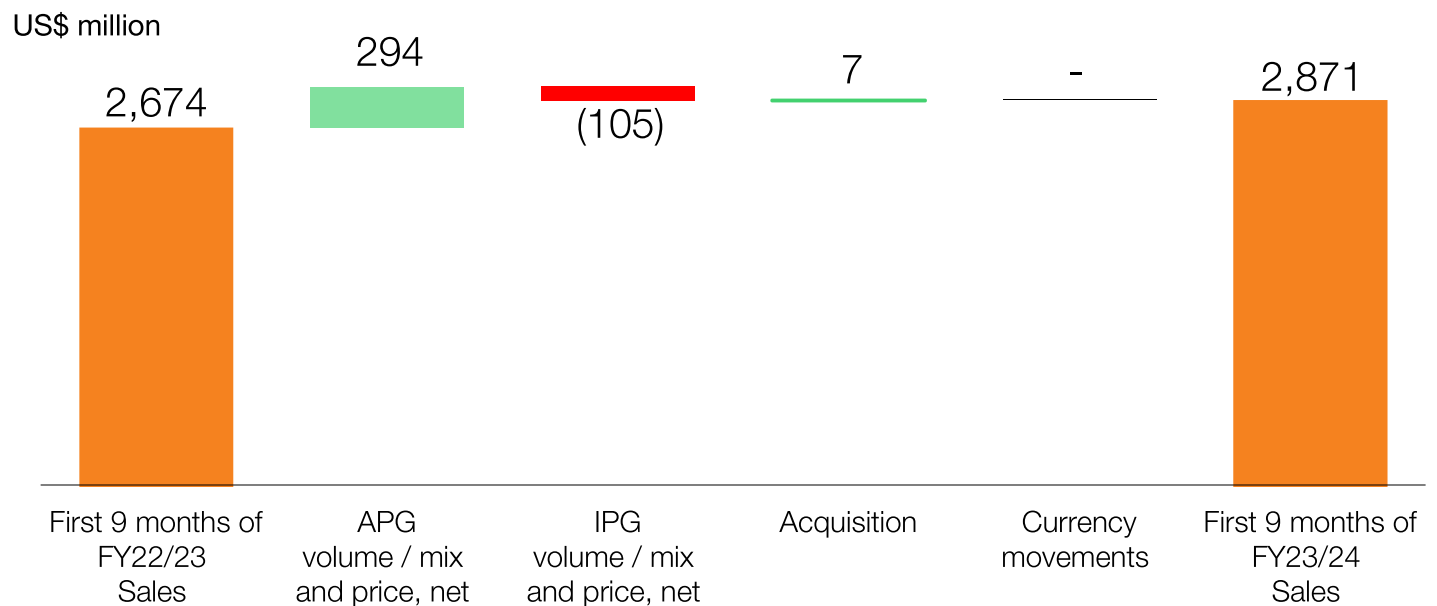
Words such as “outlook”, “expects”, “anticipates”, “intends”, “plans”, “believes”, “estimates”, “projects”, variations of such words and similar expressions are intended to identify such forward-looking statements. Such forward looking statements involve known and unknown risk, uncertainties and other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

### Nine months ended 31 December 2023

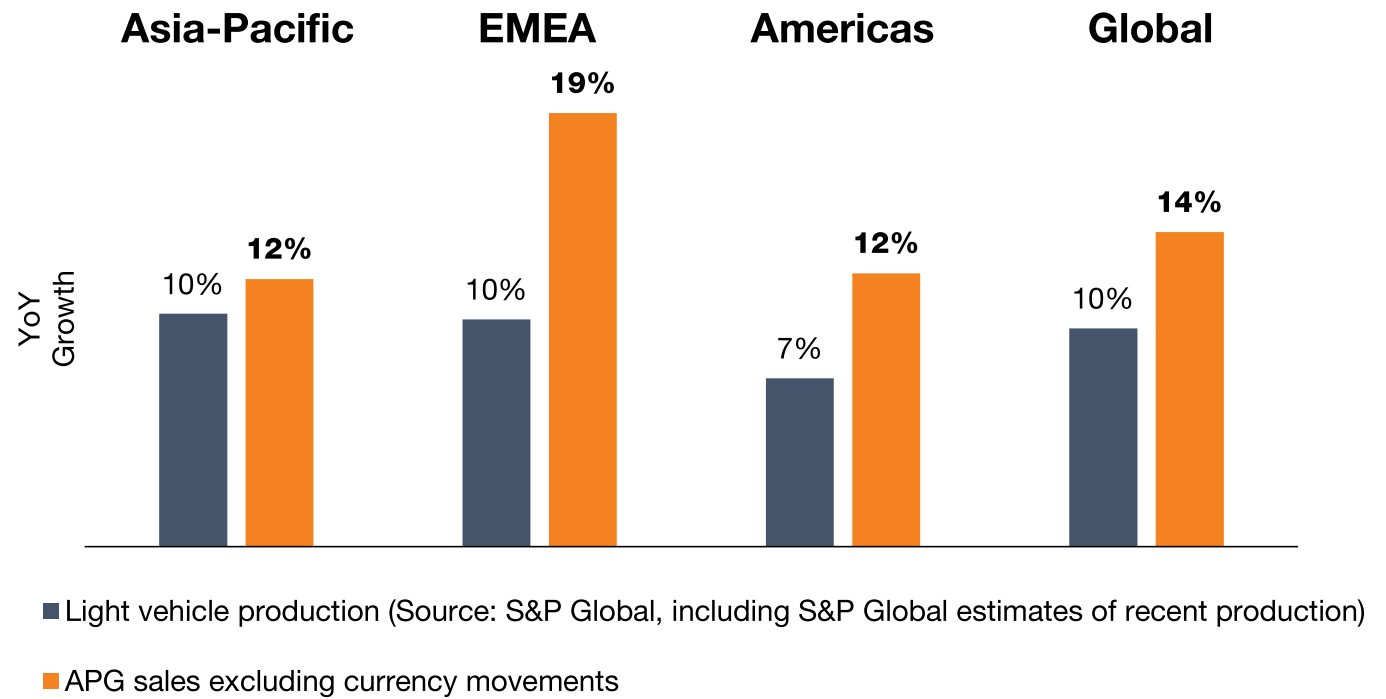
Sales increased 7% driven by strong demand for APG's products, partly offset by soft markets for IPG's products



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

## APG Sales Growth vs. Light Vehicle Production Nine months ended 31 December 2023

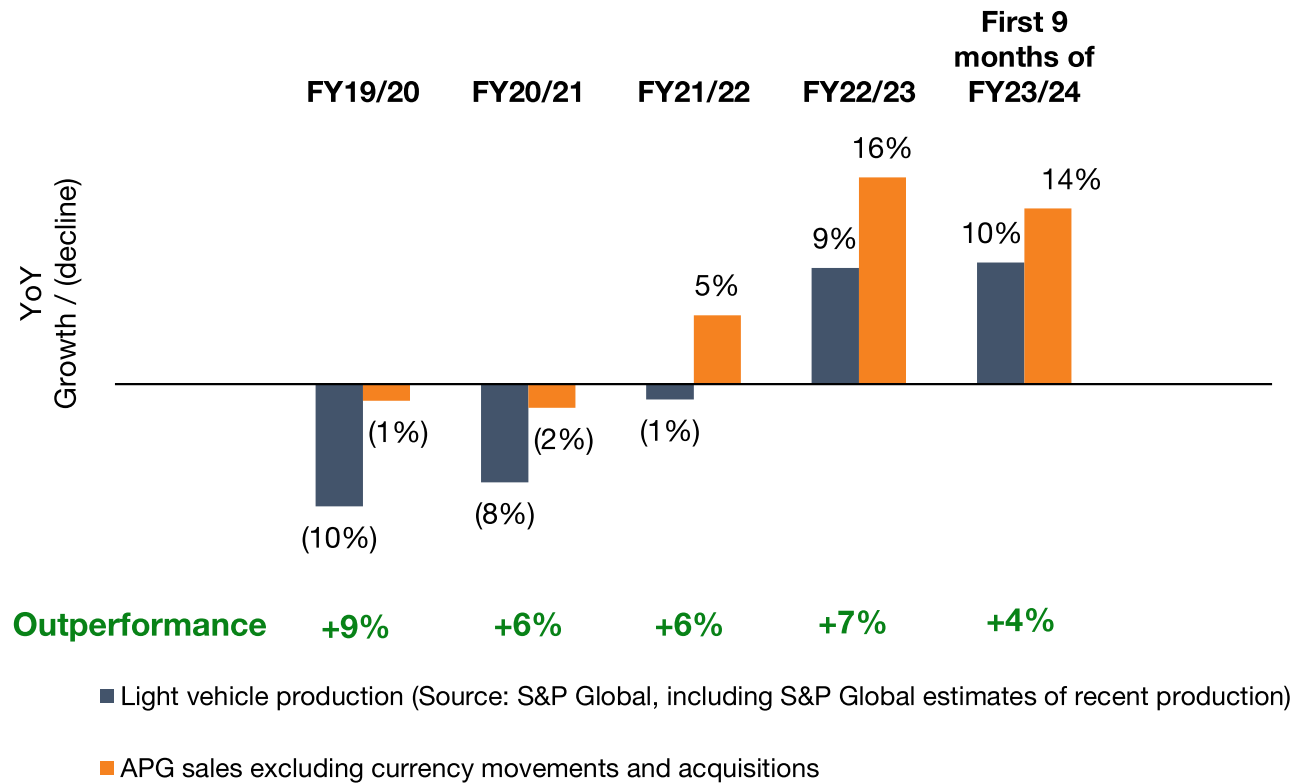
Strong growth momentum led by thermal management, powder metal parts, oil pumps, braking, closure, vision, and engine and fuel management



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

Continued outperformance vs. light vehicle production volumes, due to APG's focus on:

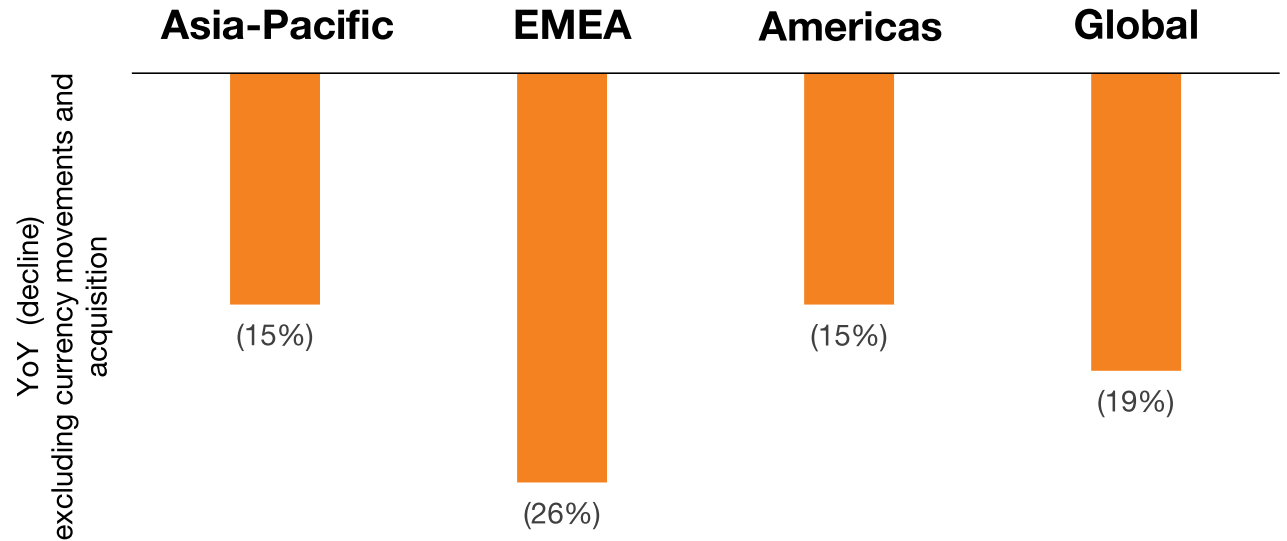
- Technologies for battery-electric & hybrid vehicles
- Weight reduction
- Safety & comfort



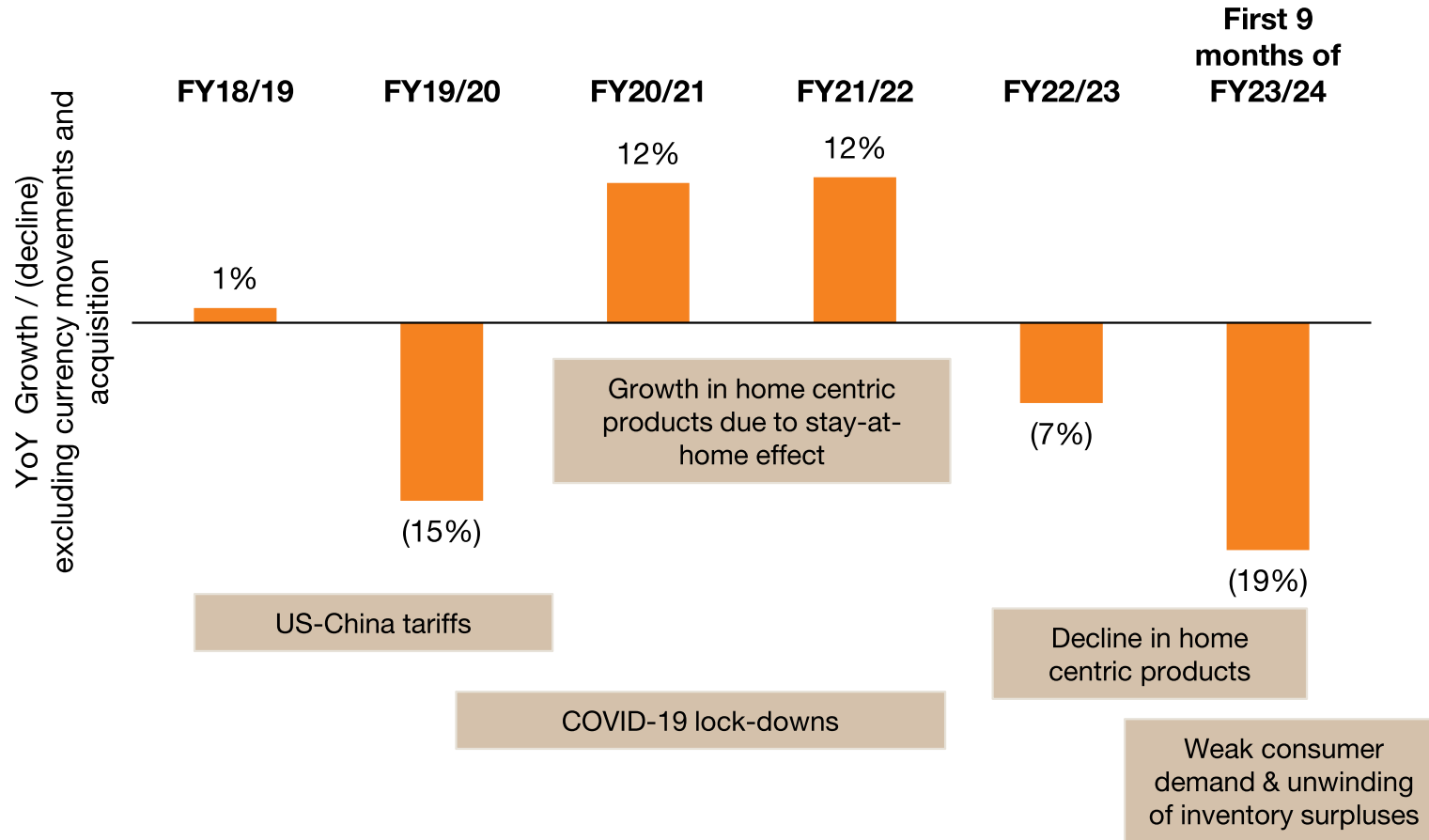
## IPG Sales Growth by Region

Nine months ended 31 December 2023

Weak consumer sentiment leading to lower spending on discretionary products, coupled with high levels of inventory in retail and manufacturing channels



**Multi-Year Sales Trend**



## Outlook

- **Solid sales growth in the first nine months of the financial year**
- **Our automotive business is performing particularly strongly**
  - Continues to win new business awards as a result of industry's shift to electrification
- **Demand for industrial and consumer product applications remains weak**
  - Consumers reluctant to spend on discretionary products
  - Inventory in retail and contract manufacturing channels is still abnormally high due to over-building at the end of the pandemic
- **Based on current trading conditions, the Group remains on track to deliver mid-single digit percentage sales growth for the full year**





# SUPPLEMENTAL INFORMATION

## Average Exchange Rates

Nine months ended 31 December 2023 vs.  
Nine months ended 31 December 2022

<b>USD</b>	<b>FY23/24</b>	<b>FY22/23</b>		
<b>Average Exchange Rate</b>	<b>APR-DEC</b>	<b>APR-DEC</b>	<b>Change</b>	
CAD per USD	<b>1.349</b>	1.312	CAD weakened	2.8%
CNY per USD	<b>7.111</b>	6.844	CNY weakened	3.9%
USD per EUR	<b>1.084</b>	1.030	EUR strengthened	5.2%