

# FY24/25

## Business Update

### For the December 2024 Quarter

Investor Briefing

January 2025



## 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.

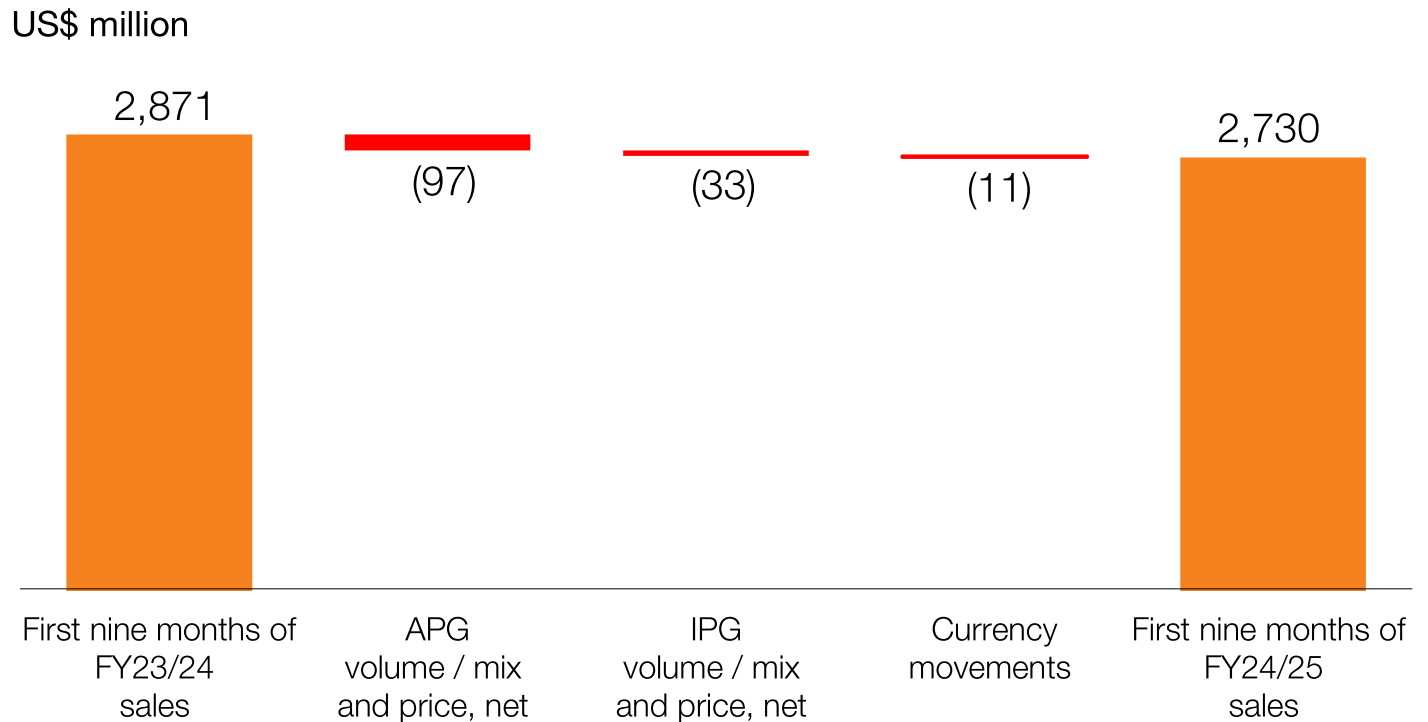
## Group Sales Changes

### Nine Months Ended 31 December 2024

Sales decreased by 5%

APG's sales were impacted mainly by lower global light vehicle production and an unfavorable customer mix

IPG's markets in EMEA and the Americas remained challenging



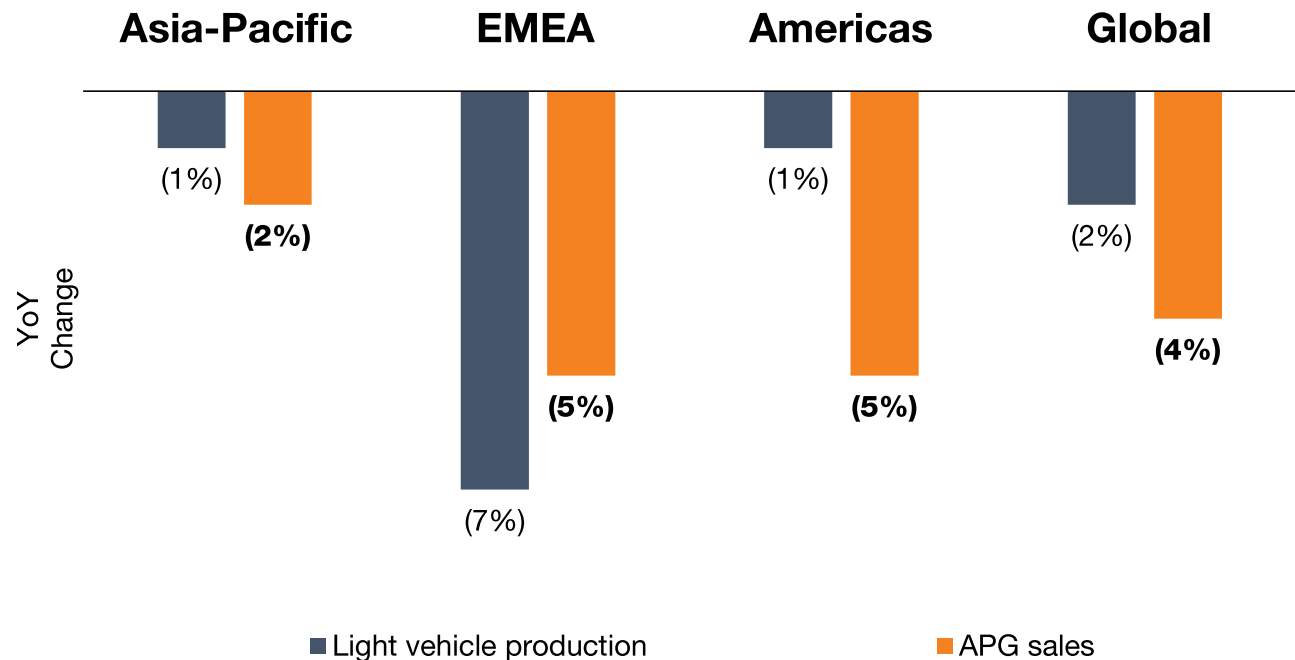
Note: The Automotive Products Group is abbreviated as APG and the Industry Products Group is abbreviated as IPG

# APG Sales Changes vs. Light Vehicle Production

## Nine Months Ended 31 December 2024

APG's sales were adversely affected by:

- Lower light vehicle production volumes
- Weak demand from certain customers
- Some programs reaching end of life



Note:

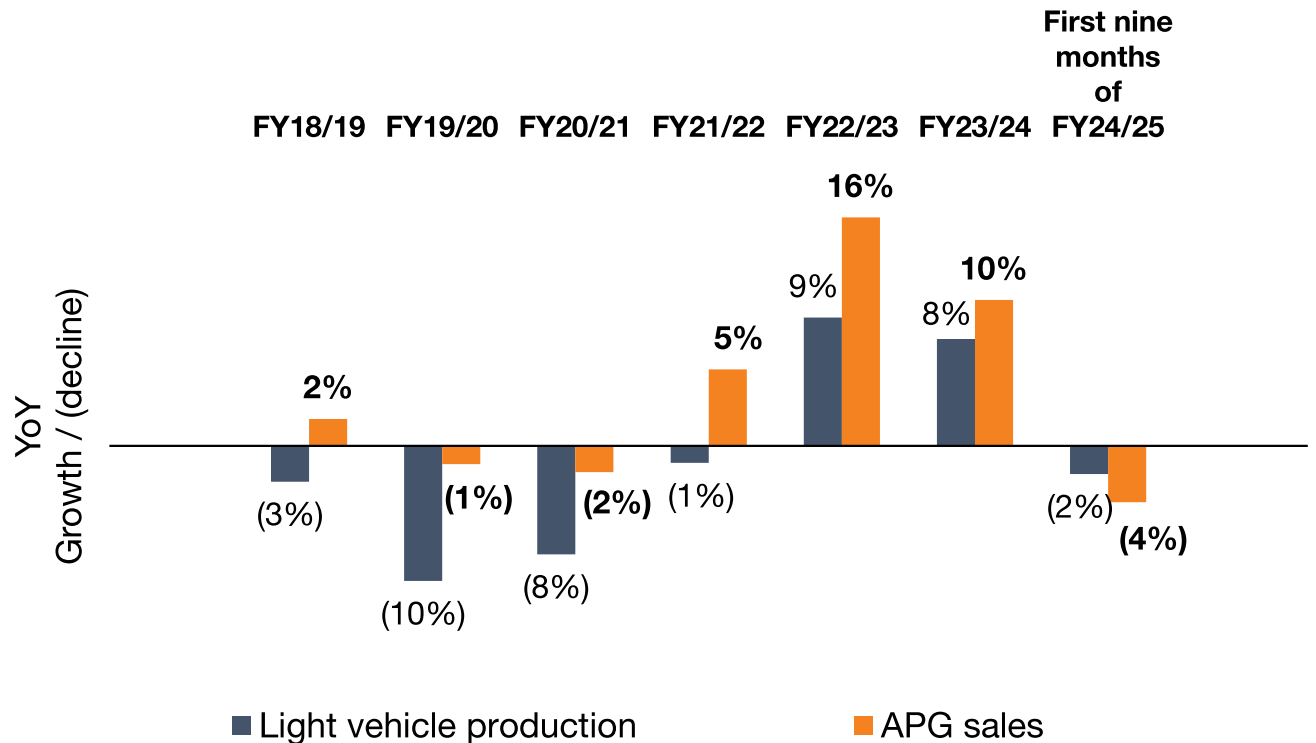
- Actual and estimated light vehicle production volumes sourced from S&P Global Dec 2024
- APG sales excluding currency movements
- EMEA: Europe, the Middle East and Africa

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

The automotive industry is undergoing rapid structural change

- China is emerging as a transformative NEV leader
- Traditional OEMs are adjusting production and product ranges

Despite the near-term impact of this change in customer mix, APG's technology, scale and footprint is enabling the business to partner with the emerging market leaders



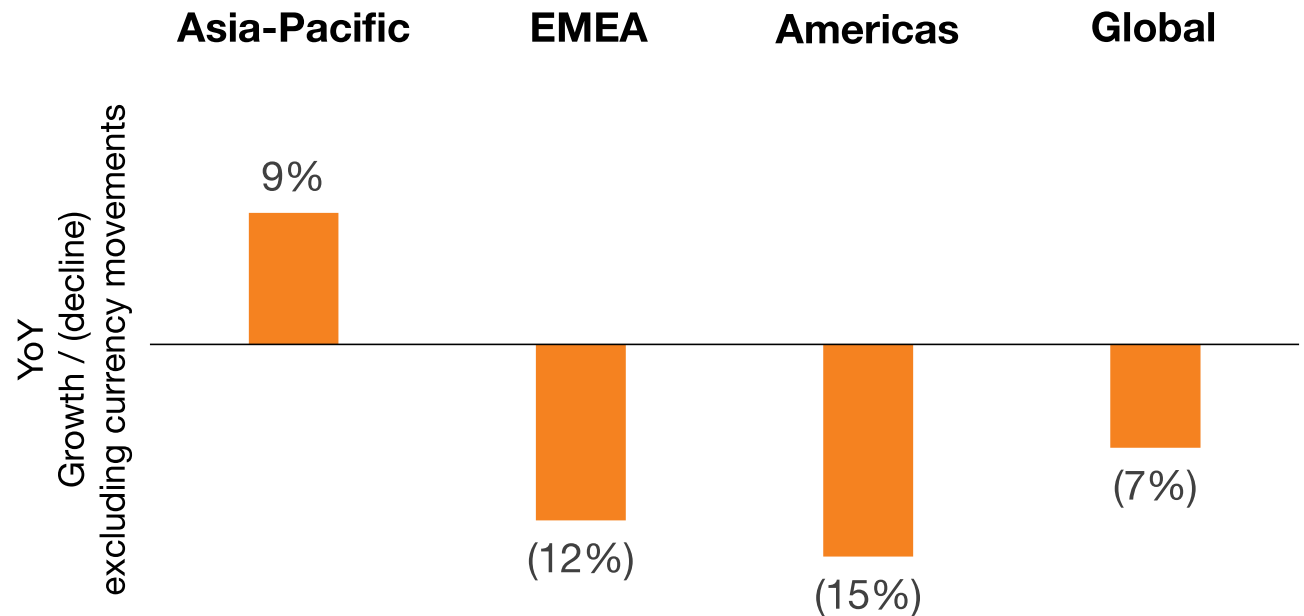
Note:

- Actual and estimated light vehicle production volumes sourced from S&P Global Dec 2024
- APG sales excluding currency movements and acquisitions

## IPG Sales Changes by Region Nine Months Ended 31 December 2024

Challenging market conditions were driven by weak consumer demand and heightened price competition in some segments

However, increased demand from key customers placed replenishment orders and new business wins in the Asia-Pacific region partially mitigated these effects



Note:  
EMEA: Europe, the Middle East and Africa

## Chairman's Comments on Sales Performance and Outlook

- **Lacklustre light vehicle production volumes, soft consumer demand and price competition** negatively impacted sales for the first nine months of the financial year
- **High level of uncertainty** concerning the macroeconomic environment is weighing on consumer sentiment and has led to several customers deferring plans for new product launches
- Group sales for the full year anticipated to be a **mid-single-digit percentage lower than the prior year**
- In view of the uncertainty concerning the prospects for global trade and investment in the year ahead, **management is focused on tight cost control and maintaining the Group's conservative balance sheet profile**



# Supplemental Information



## Average Exchange Rates

Nine Months Ended 31 December 2024 vs.  
Nine Months Ended 31 December 2023

	<b>FY24/25</b>	<b>FY23/24</b>		
	<b>APR-DEC</b>	<b>APR-DEC</b>		<b>Change</b>
CAD per USD	<b>1.376</b>	1.349	CAD weakened	2.0%
CNY per USD	<b>7.127</b>	7.111	CNY weakened	0.2%
USD per EUR	<b>1.082</b>	1.084	EUR weakened	0.2%