

Attracting Tomorrow



Performance Briefing 3Q of Fiscal Year March 2022

- **Consolidated Results for 3Q of FY March 2022**
Consolidated Full Year Projections for FY March 2022
Tetsuji Yamanishi, Executive Vice President

Consolidated Results for 3Q of FY March 2022 Consolidated Full Year Projections for FY March 2022

Tetsuji Yamanishi
Executive Vice President

Key points concerning earnings for 3Q of FY March 2022

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Despite prolonged restrictions due to the COVID-19 pandemic, demand for electronic components remained robust, sales and operating income achieved new record highs and profitability also improved.*

- **Net sales increased 26.3% year on year. Operating income increased 31.3% year on year.**
- **Net sales and operating income for 3Q and the first nine months of FY March 2022 achieved new record highs for both a quarterly and a first-nine-month basis.***
- Although automobile production has been affected by the shortage in supply of semiconductors and other components, sales to the automotive market remained brisk on the back of an increase in the number of components installed per vehicle in line with the further progress of conversion to EVs. Sales of Passive Components and Sensors increased.
- As for the ICT market, while production of smartphones was below the initial forecast due to supply chain constraints, demand for PCs and tablets remained brisk. In addition, investment in data centers remained strong and demand for servers increased. Sales of Rechargeable Batteries, Sensors, and HDD Heads increased.
- Demand related to the industrial equipment market remained strong, resulting in expanded sales of Passive Components, Rechargeable Batteries, and Power Supplies.
- Full-year projections were revised upward in light of operating results through 3Q and the latest order trends.

*Operating income is compared on the basis excluding a gain on sale of business recorded in FY March 2017.

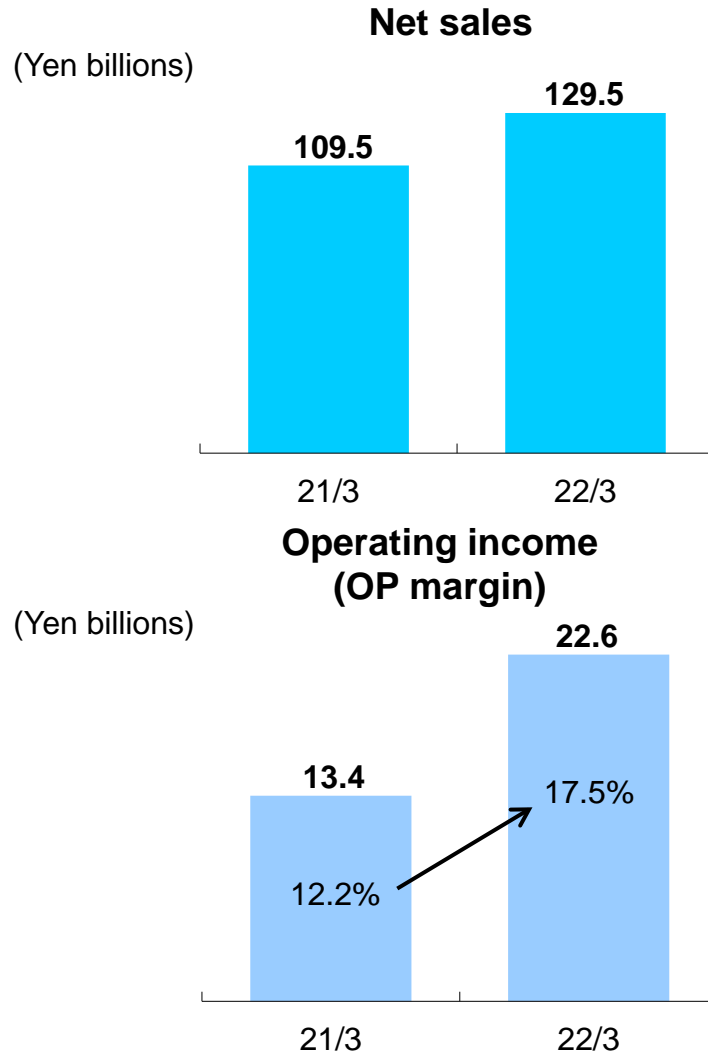
Consolidated results through 3Q of FY March 2022

(Yen billions)		FY March 2021 Results through 3Q (2020.4.1-2020.12.31)	FY March 2022 Results through 3Q (2021.4.1-2021.12.31)	Change	
				Yen billions	%
Net sales		1,086.8	1,393.9	307.1	28.3
Operating income		107.5	139.2	31.8	29.5
Operating income margin		9.9%	10.0%	+0.1pt	-
Income before income taxes		109.4	146.6	37.3	34.1
Net income		73.1	117.3	44.2	60.5
Earning per share (JPY)		192.83	309.53	-	-
Ex-rate	US\$ (JPY)	106.11	111.09	Depreciated by 4.7%	
	EURO (JPY)	122.34	130.59	Depreciated by 6.7%	
Ex-rate impact to net sales & operating income		Net sales : Increased by about 85.3 billion Yen Operating income : Increased by about 3.5 billion Yen			

Consolidated results for 3Q of FY March 2022

(Yen billions)		FY March 2021 3Q results	FY March 2022 3Q results	Change	
				Yen billions	%
Net sales		395.7	499.7	104.0	26.3
Operating income		45.1	59.2	14.1	31.3
Operating income margin		11.4%	11.8%	+0.4pt	-
Income before income taxes		46.2	62.2	16.0	34.6
Net income		30.9	49.1	18.2	59.1
Earning per share (JPY)		81.41	129.50	-	-
Ex-rate	US\$ (JPY)	104.50	113.67	Depreciated by 8.8%	
	EURO (JPY)	124.46	130.06	Depreciated by 4.5%	
Ex-rate impact to net sales & operating income		Net sales : Increased by about 39.9 billion Yen Operating income : Increased by about 5.3 billion Yen			

3Q results - Passive Components segment

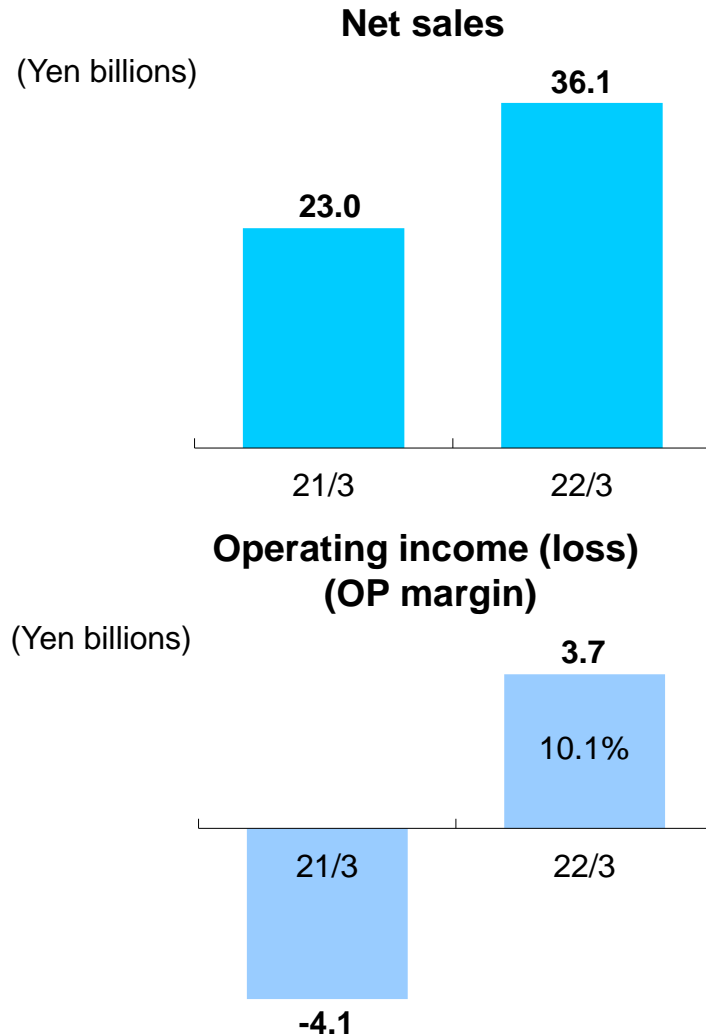


21/3: FY March 2021

Net sales 129.5 billion yen (up 18.3% year on year)
Operating income 22.6 billion yen (up 69.3% year on year)

- **Ceramic Capacitors**
 - Sales and profit increased year on year.
 - Sales increased to the automotive market and distributors.
- **Aluminum Electrolytic Capacitors and Film Capacitors**
 - Sales and profit increased year on year.
 - Sales increased to the industrial equipment market.
- **Inductive Devices**
 - Sales and profit increased year on year.
 - Sales increased to the industrial equipment market.
- **High-Frequency Components**
 - Sales increased and profit decreased year on year.
 - Sales decreased to the ICT market.
- **Piezoelectric Material Products and Circuit Protection Components**
 - Sales and profit increased year on year.
 - Sales increased to the industrial equipment market.

3Q results - Sensor Application Products segment



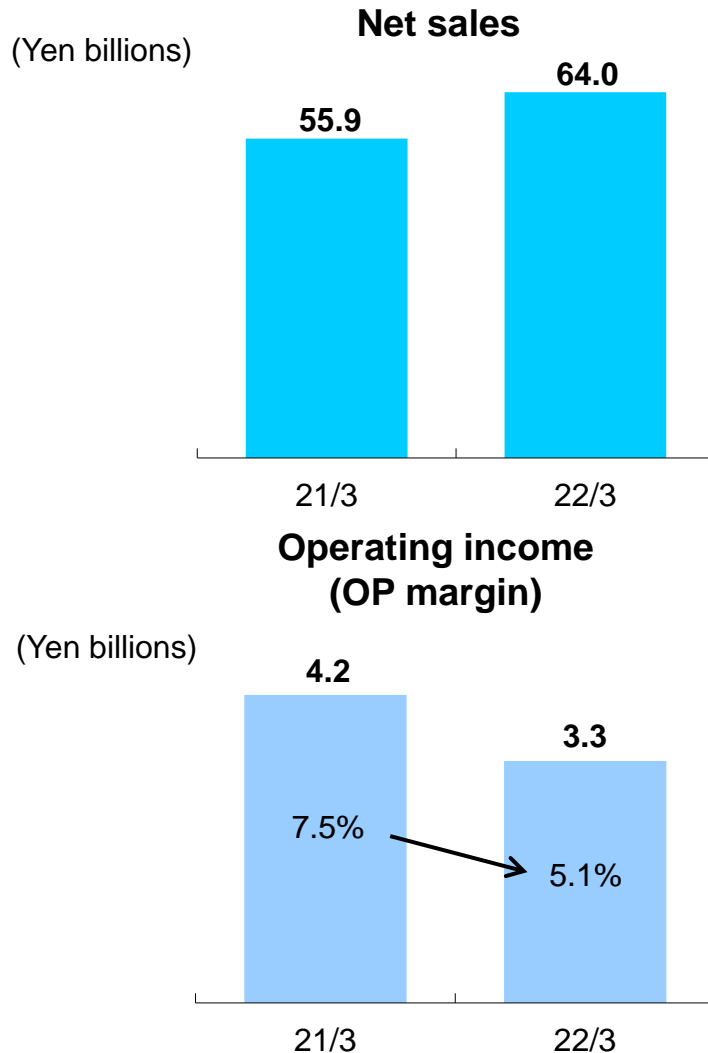
Net sales 36.1 billion yen (up 57.1% year on year)
Operating income 3.7 billion yen (up —% year on year)

● Sensors

- Sales surged year on year. The segment achieved profitability in 2Q and the profit margin improved further.
- Sales of Temperature and Pressure Sensors increased to the industrial equipment market.
- In Magnetic Sensors, sales of Hall Sensors increased to the automotive market, and sales of TMR Sensors increased significantly year on year, thanks to their increased adoption by the ICT market.
- In MEMS Sensors, sales of Motion Sensors and Microphones increased significantly, owing to the expansion of the customer base and application base. Earnings improved greatly.

21/3: FY March 2021

3Q results - Magnetic Application Products segment



Net sales 64.0 billion yen (up 14.4% year on year)
Operating income 3.3 billion yen (down 22.5% year on year)

- **HDD Heads and HDD Suspension Assemblies**

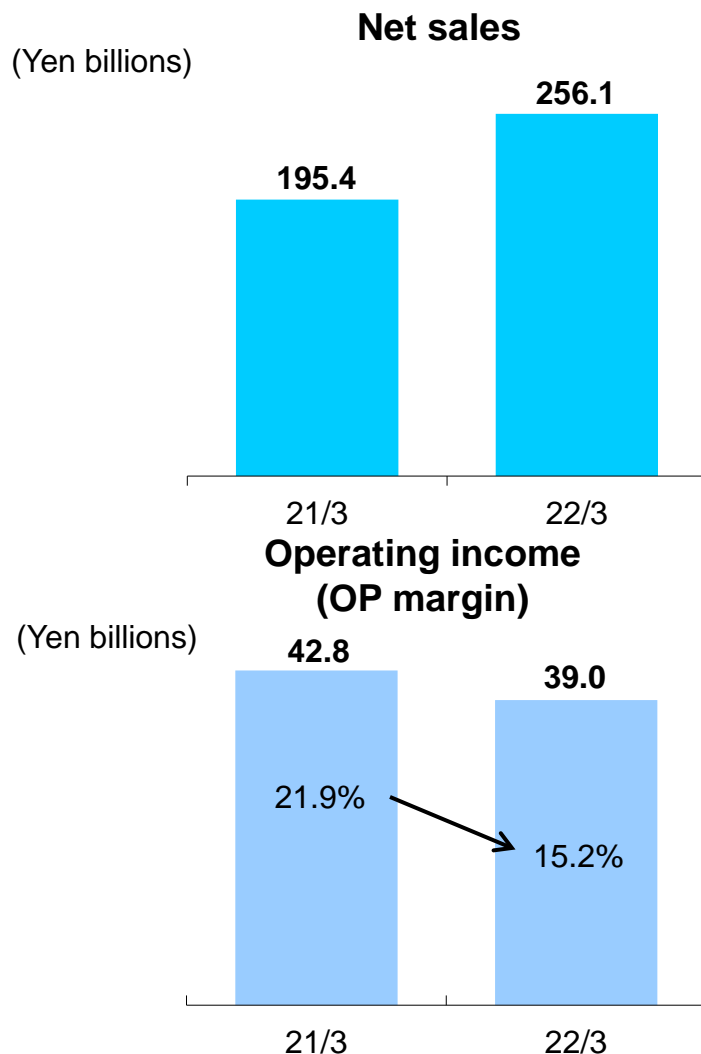
- Sales and profits of HDD heads increased year on year due to strong demand for data centers.
- Sales of HDD Suspension Assemblies increased year on year. Profit decreased due to the absence of one-time profit (gain on asset sales) recorded in 3Q of the previous fiscal year.

- **Magnets**

- Sales increased and profit decreased year on year.
- Sales increased to the automotive market and decreased to the industrial equipment market.

21/3: FY March 2021

3Q results - Energy Application Products segment



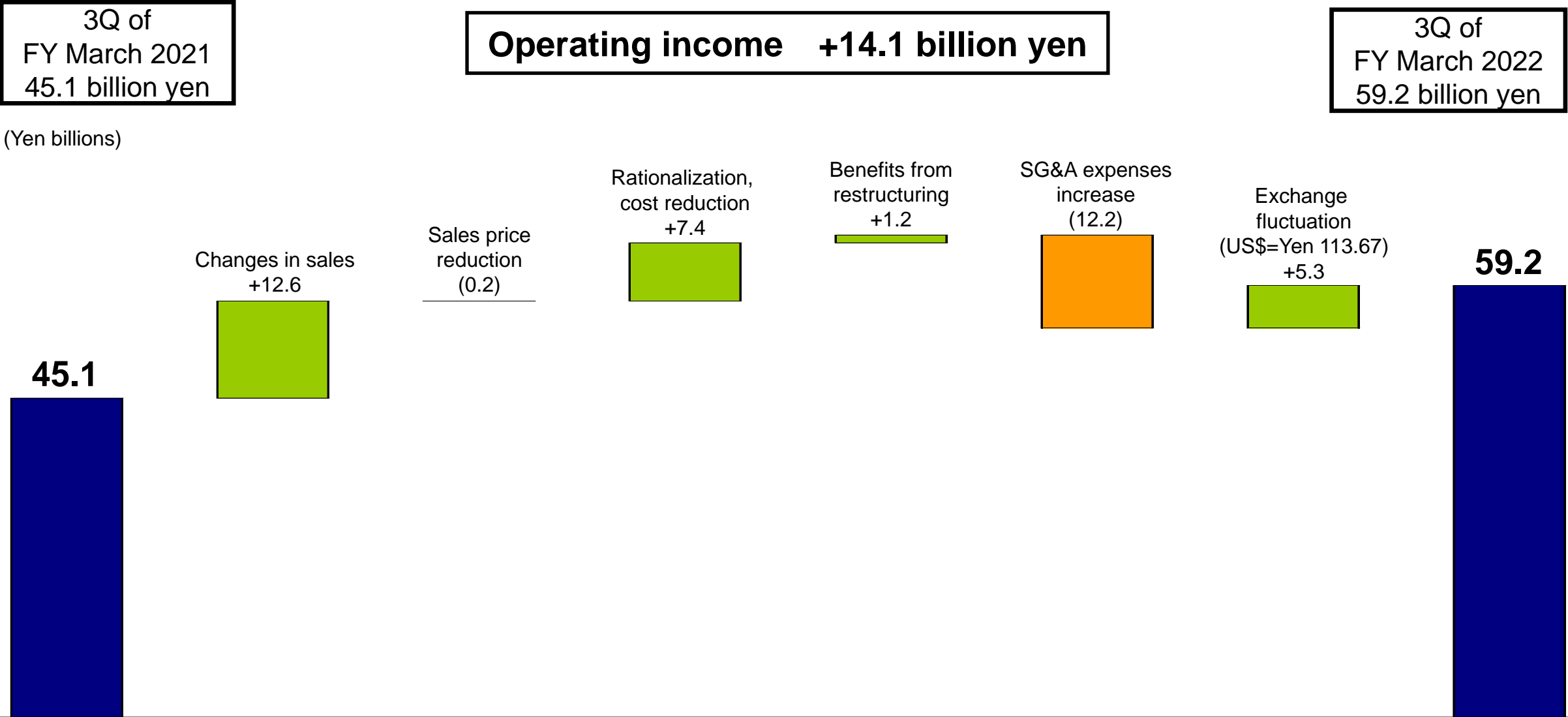
Net sales 256.1 billion yen (up 31.1% year on year)
Operating income 39.0 billion yen (down 8.9% year on year)

- **Energy Devices (Rechargeable Batteries)**
 - Sales increased and profit decreased year on year. Profit decreased due to upfront investments for power cell products and soaring raw material prices.
 - Profitability, including the effects of higher raw material costs and royalties, has improved further from 2Q.
 - Sales for smartphones, PCs, and tablets expanded.
 - Sales of power cell products for electric motorcycles and residential energy storage systems expanded.
- **Power Supplies**
 - Sales of Power Supplies for industrial equipment increased and profit decreased year on year.

Quarterly results by segment

(Yen billions)		3Q of FY March 2021 (A)	2Q of FY March 2022 (B)	3Q of FY March 2022 (C)	YoY change (C)-(A)		QoQ change (C)-(B)	
					Yen billions	%	Yen billions	%
Net sales	Capacitors	41.9	49.8	50.8	8.8	21.0	1.0	1.9
	Inductive Devices	39.0	45.2	47.0	7.9	20.3	1.7	3.8
	Other Passive Components	28.5	32.3	31.8	3.3	11.6	(0.5)	-1.7
	Passive Components	109.5	127.3	129.5	20.0	18.3	2.2	1.7
	Sensor Application Products	23.0	32.7	36.1	13.1	57.1	3.5	10.6
	Magnetic Application Products	55.9	65.4	64.0	8.1	14.4	(1.3)	-2.1
	Energy Application Products	195.4	235.5	256.1	60.8	31.1	20.6	8.8
	Other	11.9	13.2	13.9	2.0	16.4	0.6	4.9
	Total	395.7	474.1	499.7	104.0	26.3	25.5	5.4
Operating income	Passive Components	13.4	21.4	22.6	9.3	69.3	1.3	5.9
	Sensor Application Products	(4.1)	1.3	3.7	7.7	-	2.3	172.2
	Magnetic Application Products	4.2	2.0	3.3	(0.9)	-22.5	1.2	59.2
	Energy Application Products	42.8	34.3	39.0	(3.8)	-8.9	4.7	13.6
	Other	(3.0)	(1.2)	(0.7)	2.3	-	0.5	-
	Sub total	53.3	57.9	67.8	14.6	27.4	10.0	17.2
	Corporate and eliminations	(8.2)	(8.7)	(8.6)	(0.5)	-	0.0	-
	Total	45.1	49.2	59.2	14.1	31.3	10.0	20.3
Operating income margin		11.4%	10.4%	11.8%	+0.4pt	-	+1.4pt	-
Ex-rate	US\$ (JPY)	104.50	110.07	113.67				
	EURO (JPY)	124.46	129.83	130.06				

Breakdown of operating income changes



FY March 2022 full year / dividend projections

(Yen billions)		FY March 2021 full year results	FY March 2022 full year projections (announced on Jul. 28, 2021)	FY March 2022 full year projections (announced on Nov. 1, 2021)	FY March 2022 full year projections (announced on Jan. 31, 2022)	YoY change	
						Yen billions	%
Net sales		1,479.0	1,600.0	1,800.0	1,850.0	371.0	25.1
Operating income		111.5	150.0	157.0	160.0	48.5	43.5
Operating income margin		7.5%	9.4%	8.7%	8.6%	+1.1 pt	-
Income before income taxes		121.9	150.0	162.0	168.0	46.1	37.8
Net income		79.3	100.0	110.0	113.0	33.7	42.4
Earning per share (JPY)		628.08	791.61	290.25	298.16	-	-
Dividends (JPY)		Interim : 90 Year-end : 90 Annual : 180	Interim : 95 Year-end : 96 (32) Annual : 191 *(Post-stock split standard)	Interim : 100 Year-end : 108 (36) Annual : 208 *(Post-stock split standard)	Interim : 100 Year-end : 108 (36) Annual : 208 *(Post-stock split standard)	-	-
Ex-rate	US\$ (JPY)	106.05	105.00	109.00	111.00	-	
	EURO (JPY)	123.67	124.00	128.00	130.00	-	
Capital expenditure		212.4	300.0	300.0	300.0	87.6	41.3
Depreciation and amortization		140.3	160.0	160.0	160.0	19.7	14.1
Research and development		127.0	140.0	160.0	160.0	33.0	25.9

Supplementary Data

Quarterly sales and operating income by segment

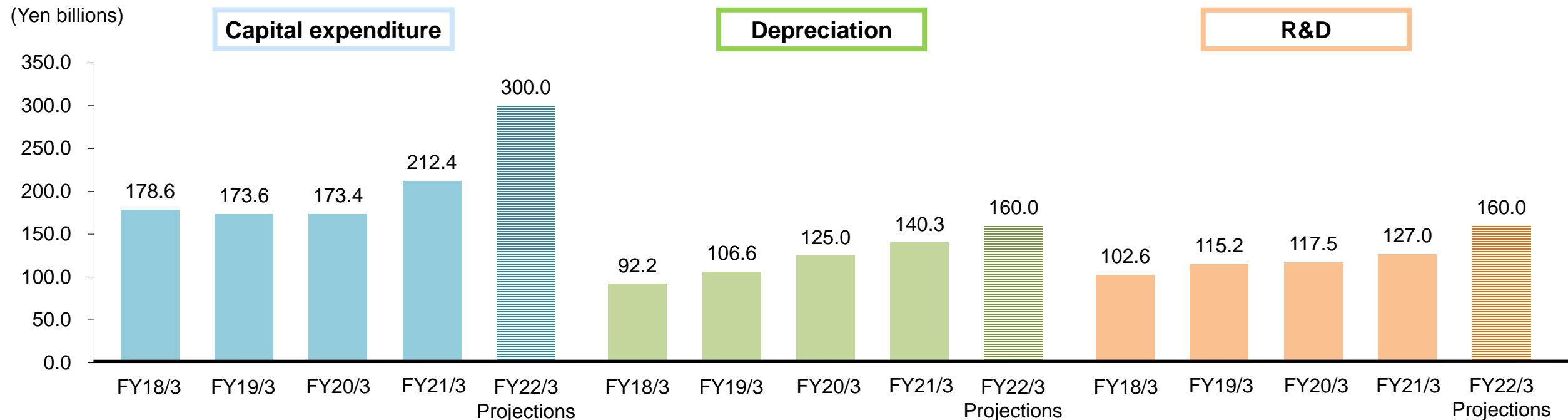
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			FY March 2021					FY March 2022						
			(Yen billions)					1Q	2Q	3Q	4Q	Total	1Q	2Q
Net sales		Capacitors	33.3	38.6	41.9	44.3	158.2	47.1	49.8	50.8				
		Inductive Devices	27.4	34.6	39.0	39.0	140.0	42.0	45.2	47.0				
		Other Passive Components	23.6	26.2	28.5	30.6	109.0	32.0	32.3	31.8				
		Passive Components	84.4	99.4	109.5	113.9	407.1	121.2	127.3	129.5				
		Sensor Application Products	14.7	19.8	23.0	23.9	81.3	26.8	32.7	36.1				
		Magnetic Application Products	38.3	50.4	55.9	54.6	199.3	60.6	65.4	64.0				
		Energy Application Products	156.9	200.7	195.4	187.3	740.2	199.6	235.5	256.1				
		Other	15.2	11.4	11.9	12.5	51.1	11.8	13.2	13.9				
		Total	309.4	381.7	395.7	392.2	1,479.0	420.1	474.1	499.7				
Operating income		Passive Components	7.7	9.7	13.4	9.5	40.2	18.0	21.4	22.6				
		Sensor Application Products	(7.3)	(5.1)	(4.1)	(8.5)	(24.9)	(2.0)	1.3	3.7				
		Magnetic Application Products	(3.8)	1.4	4.2	(4.1)	(2.4)	2.8	2.0	3.3				
		Energy Application Products	31.3	48.3	42.8	25.0	147.4	23.4	34.3	39.0				
		Other	(1.9)	(2.8)	(3.0)	(8.3)	(16.1)	(2.9)	(1.2)	(0.7)				
		Sub total	26.0	51.4	53.3	13.6	144.3	39.2	57.9	67.8				
		Corporate and eliminations	(7.6)	(7.5)	(8.2)	(9.5)	(32.7)	(8.4)	(8.7)	(8.6)				
		Total	18.4	44.0	45.1	4.1	111.5	30.8	49.2	59.2				
Ex-rate	US\$ (JPY)		107.61	106.23	104.50	105.87	106.05	109.50	110.07	113.67				
	EURO (JPY)		118.45	124.06	124.46	127.75	123.67	131.90	129.83	130.06				

FY March 2022 projections and forex sensitivity

Expenses



Forex sensitivity (impact by 1 (one) yen change)

- **US\$: Sales 10.0 billion yen, Operating income 1.2 billion yen**
- **EURO : Sales 2.0 billion yen, Operating income 0.2 billion yen**

Financial position

(Yen billions)	March End, 2021	September End, 2021	December End, 2021	Change from Sep. end, 2021
Total asset	2,401.4	2,597.8	2,812.5	214.7
Total liability	1,395.1	1,508.5	1,637.1	128.6
Stockholders' equity	1,003.5	1,086.6	1,172.1	85.5
(comprehensive income)	(82.7)	(56.6)	(7.4)	49.2
Stockholders' equity ratio	41.8%	41.8%	41.7%	-0.1pt
Cash and cash equivalents	446.3	375.1	456.7	81.6
Interest-bearing debt (*1)	483.3	543.8	635.8	92.0
Net cash (*2)	(37.0)	(168.7)	(179.1)	(10.4)

*1: Short-term debt + Current installments of long-term debt + Long-term debt, excluding current installments (except operating lease obligations)

*2: Cash and cash equivalents - Interest-bearing debt

Cash flows

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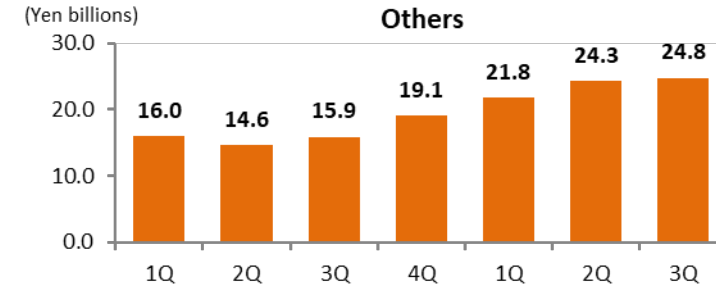
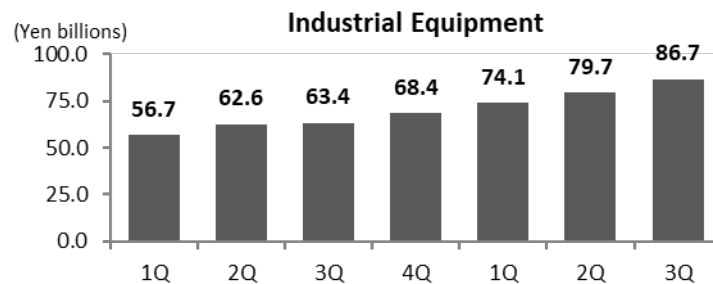
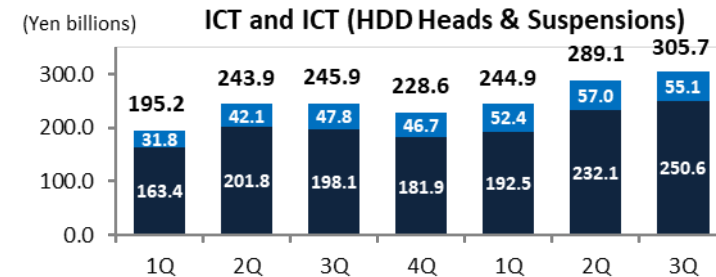
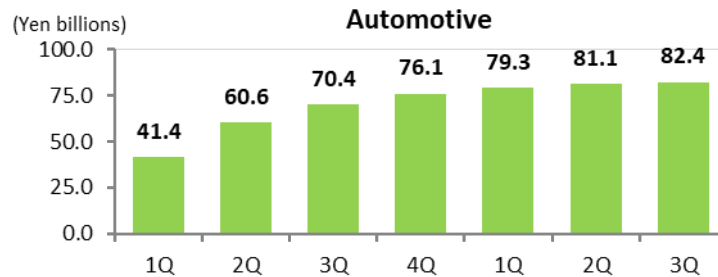
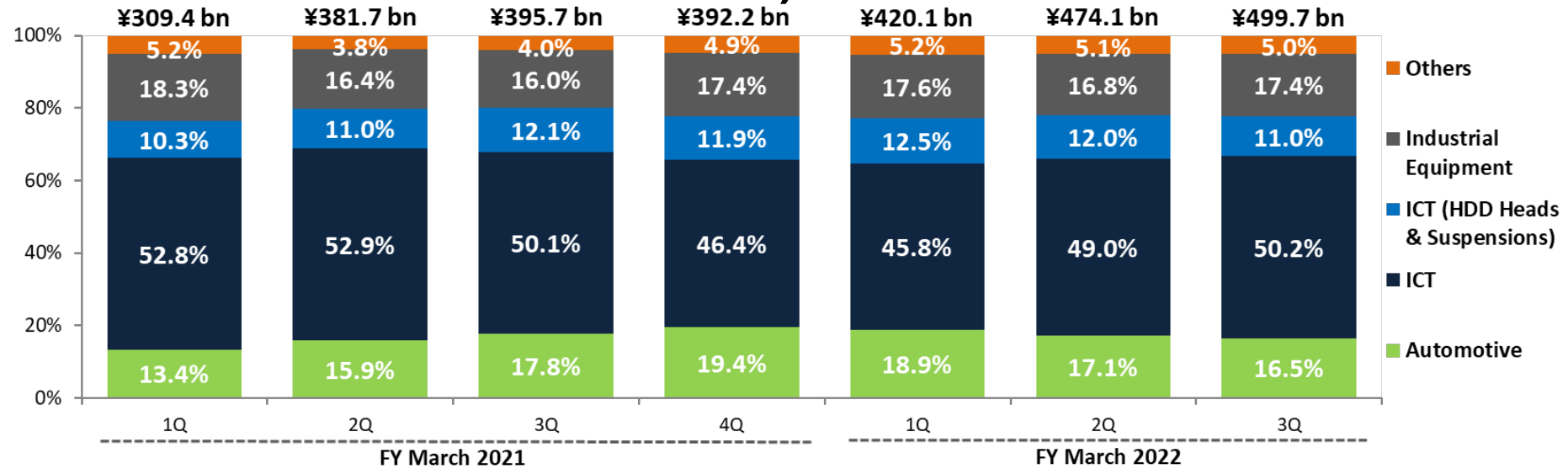


(Yen billions)	FY March 2021 Results through 3Q	FY March 2022 Results through 3Q	YoY change
Operating cash flow	162.9	77.6	(85.3)
Investing cash flow	(164.9)	(198.3)	(33.4)
Free cash flow	(2.0)	(120.8)	(118.8)
Financing cash flow	50.2	126.8	76.6
Effect of exchange rate changes on cash and cash equivalents	2.3	21.4	19.1

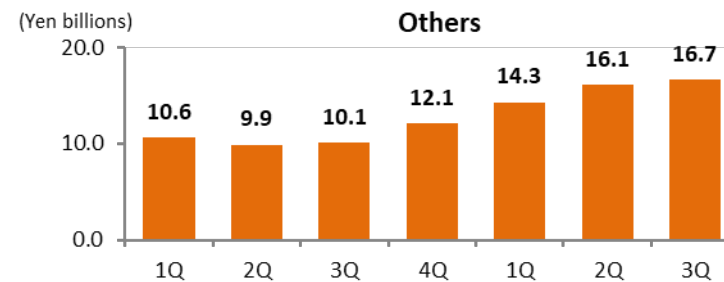
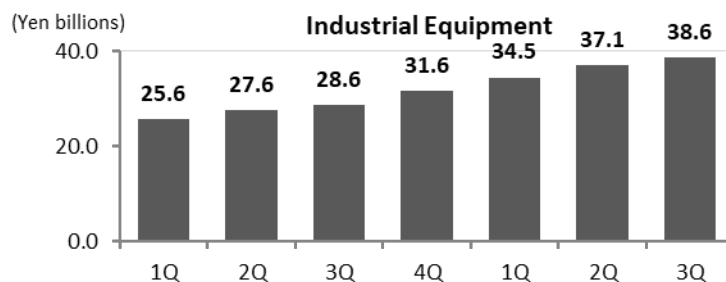
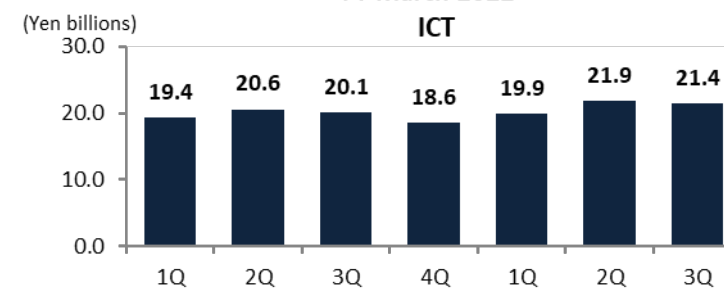
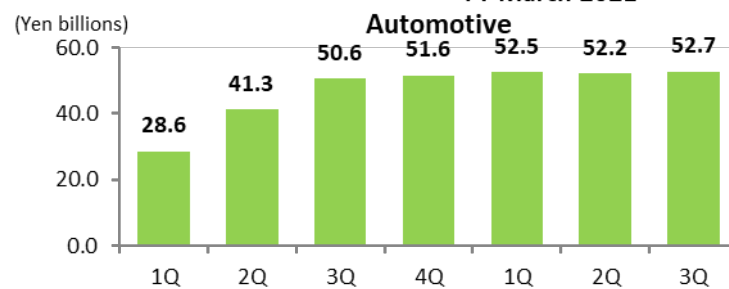
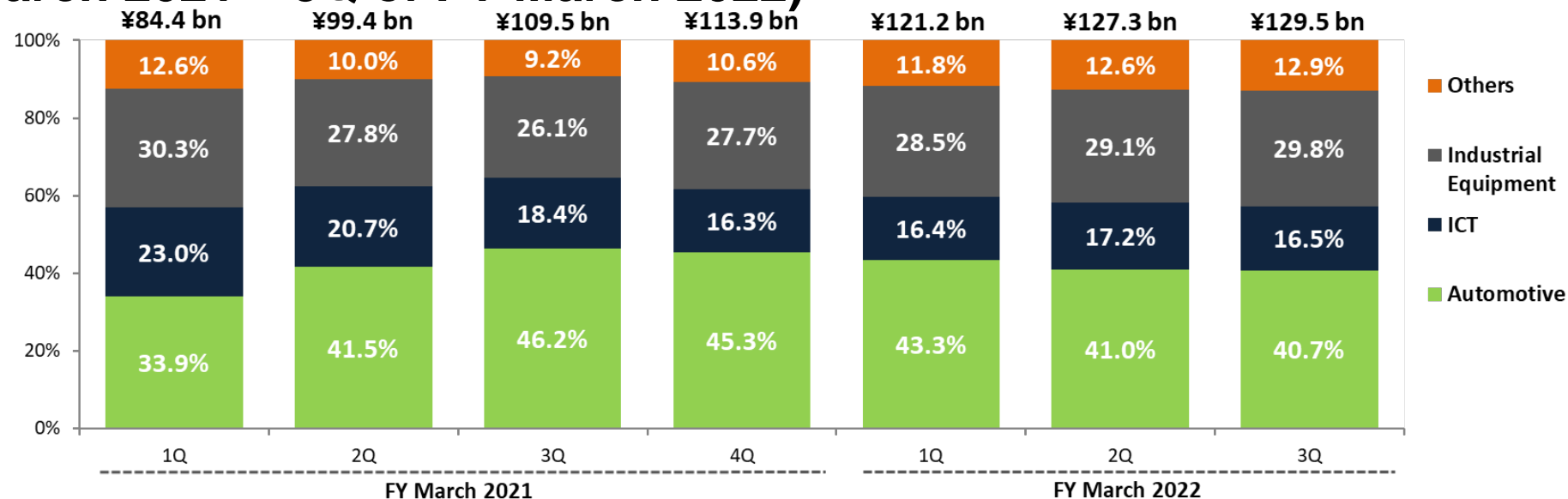
Cash and cash equivalents	383.3	407.8	24.6
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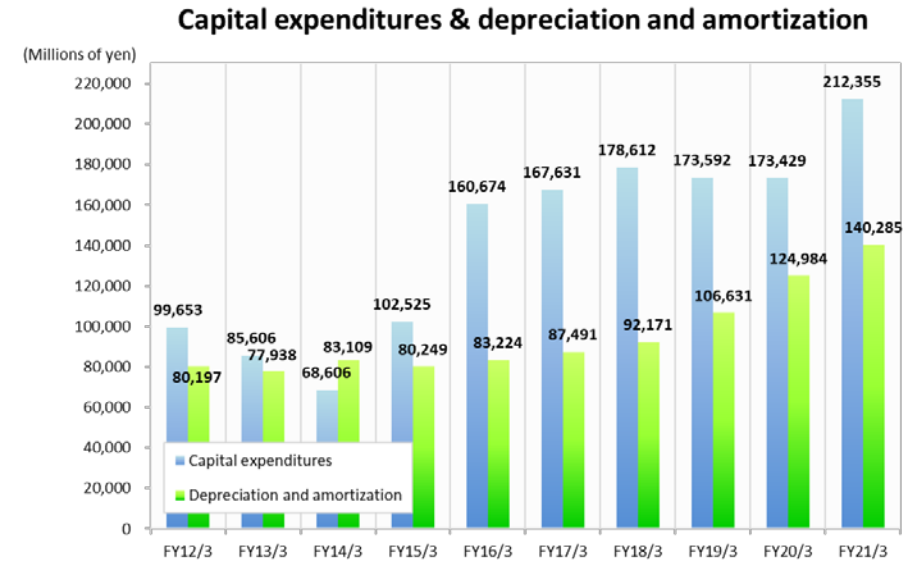
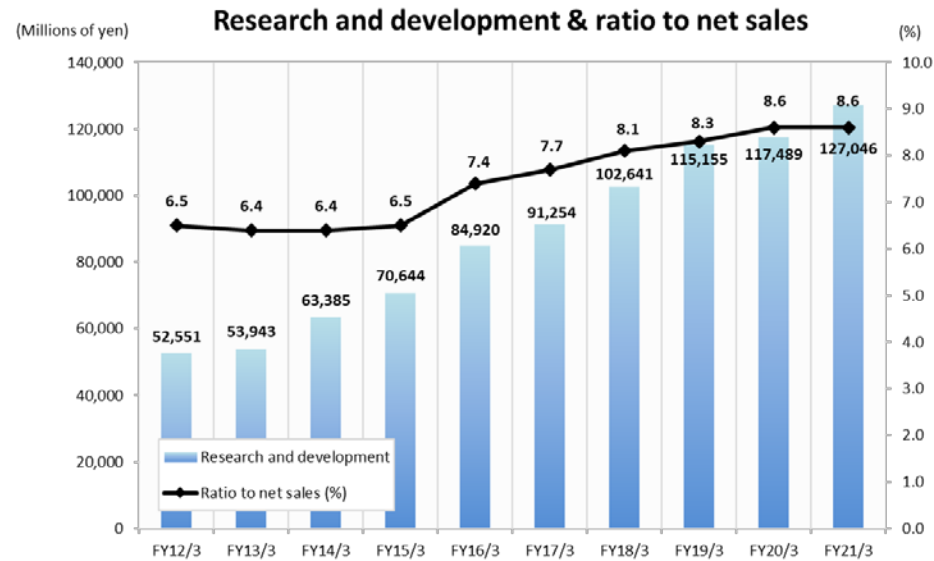
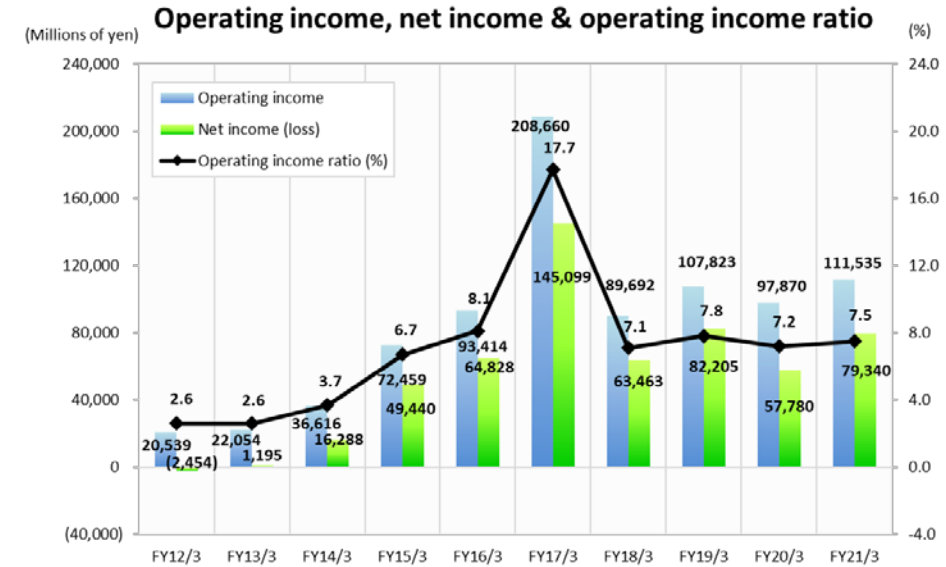
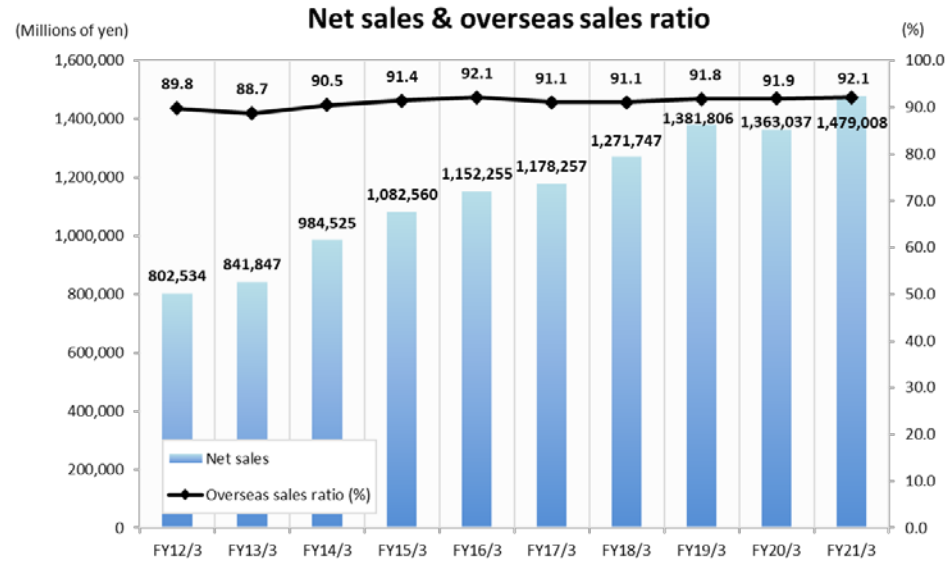
(Yen billions)	FY March 2021 Results through 3Q	FY March 2022 Results through 3Q	YoY change
Capital expenditures	154.4	210.8	56.4
Depreciation and amortization	101.0	123.3	22.3

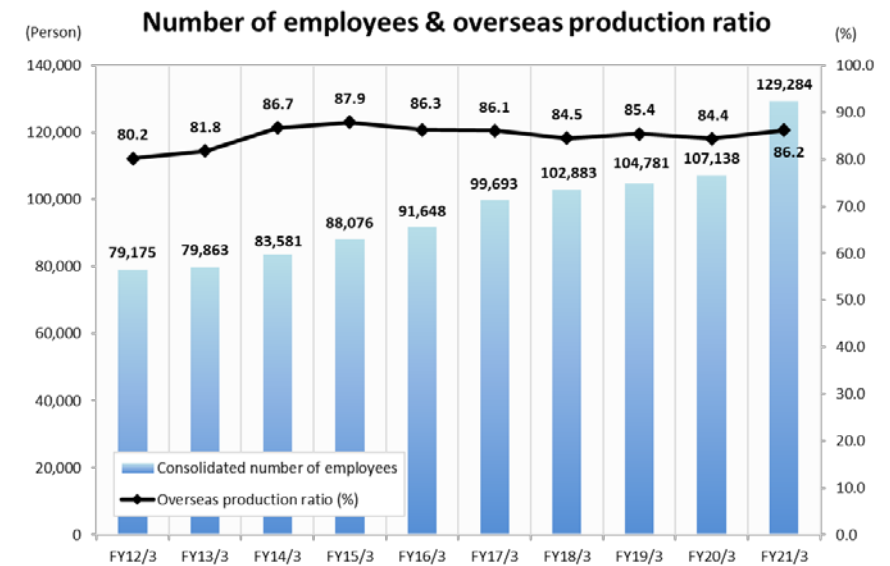
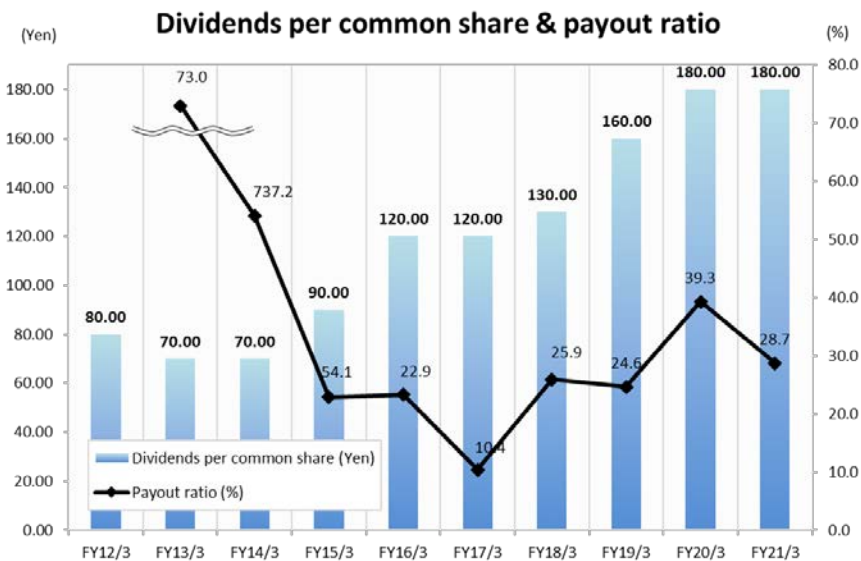
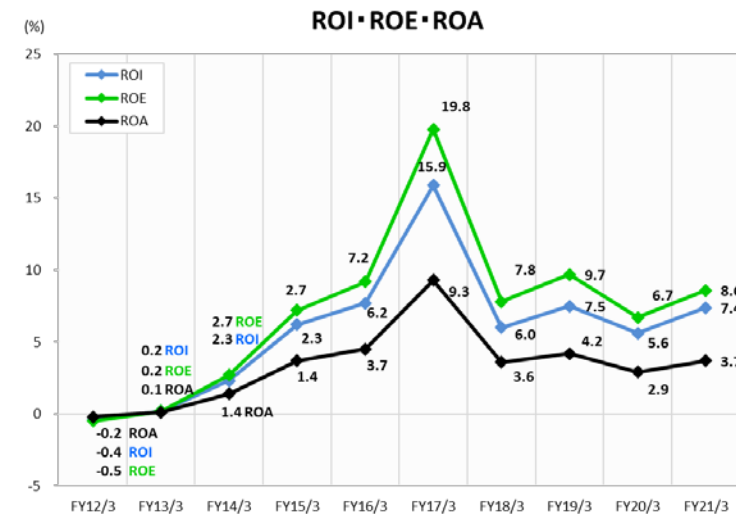
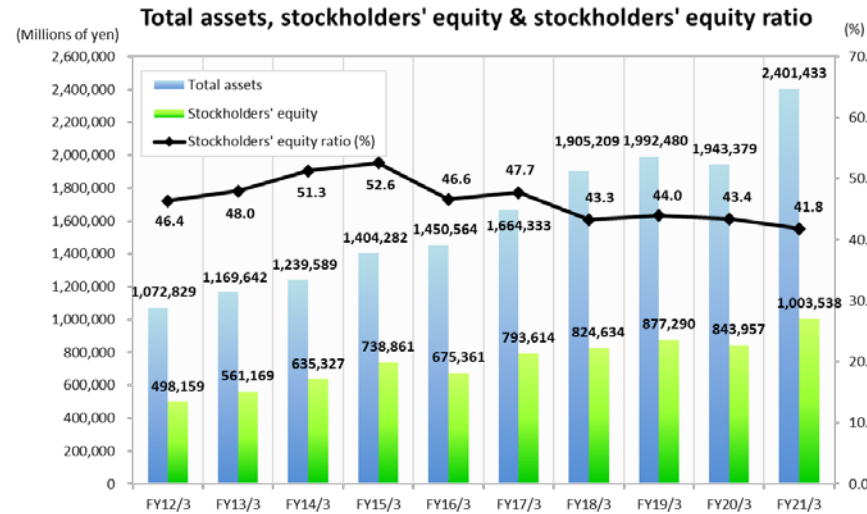
Quarterly sales by markets (1Q of FY March 2021 – 3Q of FY March 2022)



Passive Components business quarterly sales by markets (1Q of FY March 2021 – 3Q of FY March 2022)







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