

# Consolidated Results for FY March 2020

Tetsuji Yamanishi  
Executive Vice President

**Economic slowdown in China and the rest of the world became clear due to worsening ties between the US and China.**

**In the fourth quarter, economic activity stagnated in each country due to the spread of COVID-19 coronavirus infections, impacting the production of electronics and demand for electronic components.**

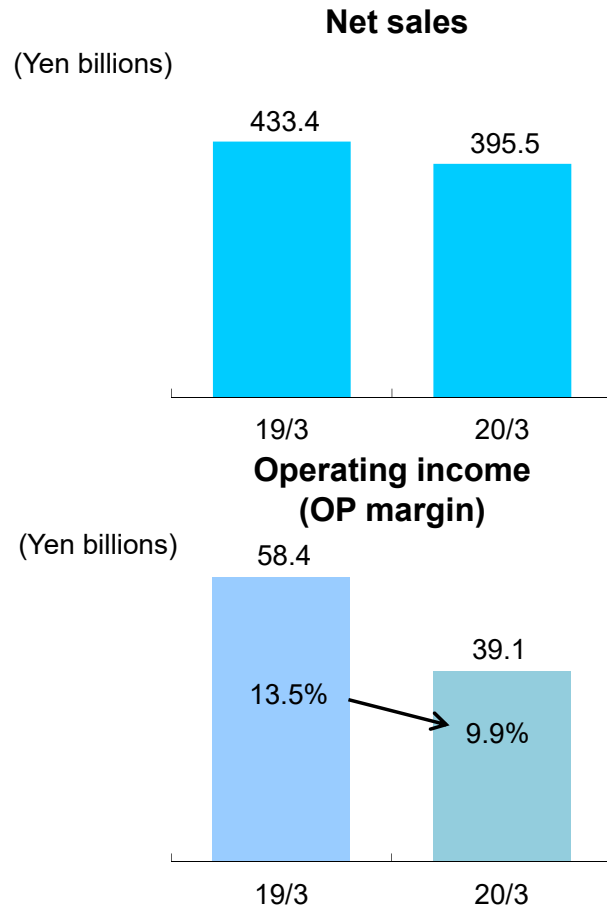
- **Net sales fell 1.4% year on year. Operating income declined 9.2% year on year.**
  - Amid severe macro demand, rechargeable batteries performed strongly and the Energy Application Products segment recorded increased sales and profit.
  - Despite sluggish demand in the automotive and the industrial equipment markets, sales for the ICT market rose year on year. Against a backdrop of increased 5G demand, Rechargeable Batteries and High-Frequency Components, etc. drove overall earnings from expanded sales for smartphones and base stations.
  - Magnets and Aluminum Electrolytic Capacitors posted impairment losses due to prolonged sluggish demand in the automotive and the industrial equipment markets.

# Consolidated full year results for FY March 2020

	(Yen billions)	FY March 2019 full year results	FY March 2020 full year results	Change	
				Yen billions	%
Net sales		1,381.8	<b>1,363.0</b>	(18.8)	-1.4
Operating income		107.8	<b>97.9</b>	(9.9)	-9.2
Operating income margin		7.8%	<b>7.2%</b>	-0.6 pt	-
Income before income taxes		115.6	<b>95.9</b>	(19.7)	-17.0
Net income		82.2	<b>57.8</b>	(24.4)	-29.7
Earning per share (JPY)		651.02	<b>457.47</b>	-	-
Ex-rate	US\$ (JPY)	110.94	<b>108.82</b>	Appreciated by 1.9%	
	EURO (JPY)	128.48	<b>120.92</b>	Appreciated by 5.9%	
Ex-rate impact to net sales & operating income		Net sales : Decreased by about 40.7 billion Yen Operating income : Decreased by about 3.1 billion Yen			

# FY March 2020 results

## - Passive Components segment



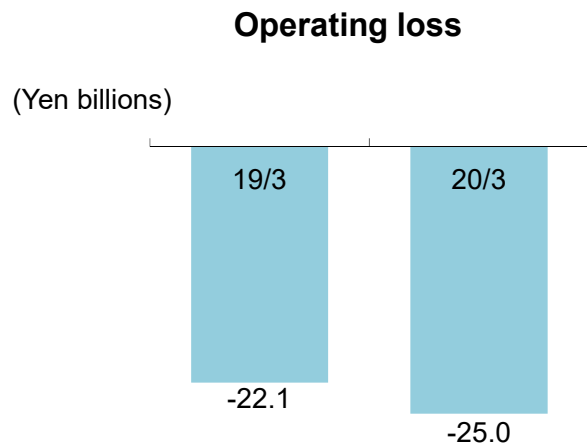
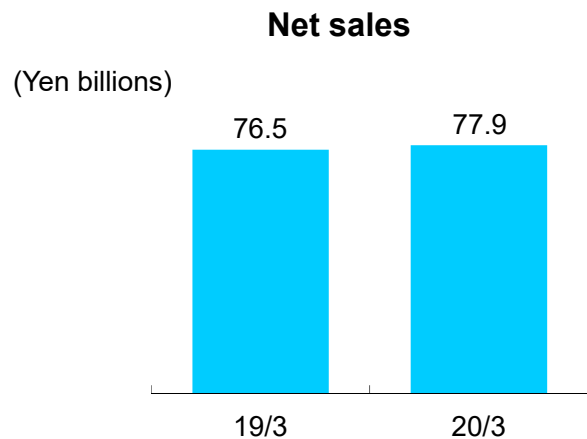
19/3: FY March 2019

**Net sales 395.5 billion yen (down 8.7% year on year)**  
**Operating income 39.1 billion yen (down 33.0% year on year)**

- **Ceramic Capacitors**
  - Sales and profit decreased year on year.
  - Sales increased to the automotive and the ICT markets.
  - Sales decreased to the industrial equipment market and distributors.
- **Aluminum Electrolytic Capacitors and Film Capacitors**
  - Sales and profit decreased year on year.
  - Sales decreased to the industrial equipment and the automotive markets.
  - Impairment loss recorded in 4Q.
- **Inductive Devices**
  - Sales and profit decreased year on year.
  - Sales to the automotive and the industrial equipment markets and distributors decreased year on year.
- **High-Frequency Components**
  - Sales and profit increased year on year.
  - Sales increased to the ICT market (5G related).
- **Piezoelectric Material Products and Circuit Protection Components**
  - Sales and profit decreased year on year.

# FY March 2020 results

## - Sensor Application Products segment



19/3: FY March 2019

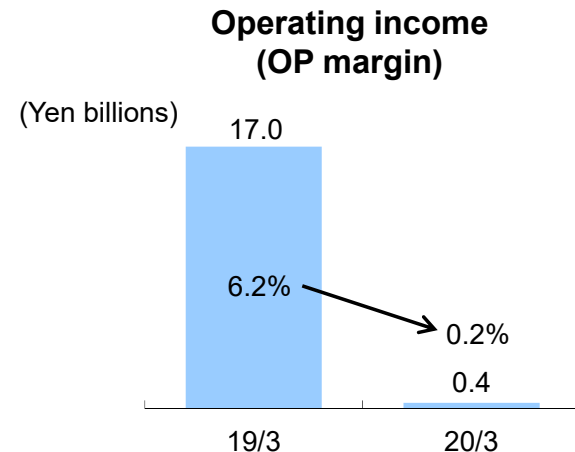
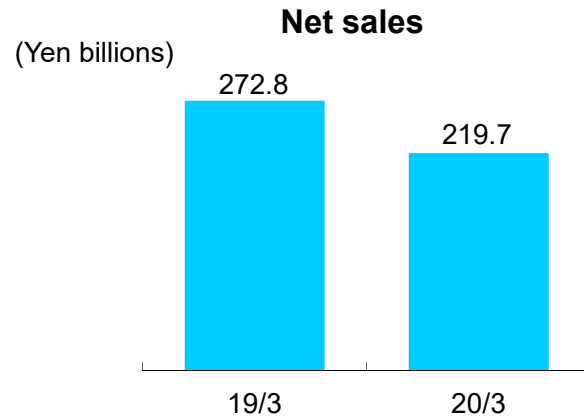
**Net sales 77.9 billion yen (up 1.8% year on year)**  
**Operating loss -25.0 billion yen (up —% year on year)**

### ● Sensors

- Sales of conventional products (Temperature and Pressure Sensors, and Hall Sensors) to the automotive and the industrial equipment markets declined, with earnings also worsening.
- Earnings from TMR Sensors rose, driven by dramatic growth in sales to the automotive and the ICT markets.
- In MEMS Sensors, sales of Motion Sensors and MEMS Microphones increased due to the expansion in the customer base and in the application base.

# FY March 2020 results

## - Magnetic Application Products segment



19/3: FY March 2019

**Net Sales 219.7 billion yen (down 19.5% year on year)**  
**Operating income 0.4 billion yen (down 97.6% year on year)**

- **HDD Heads and HDD Suspension Assemblies**

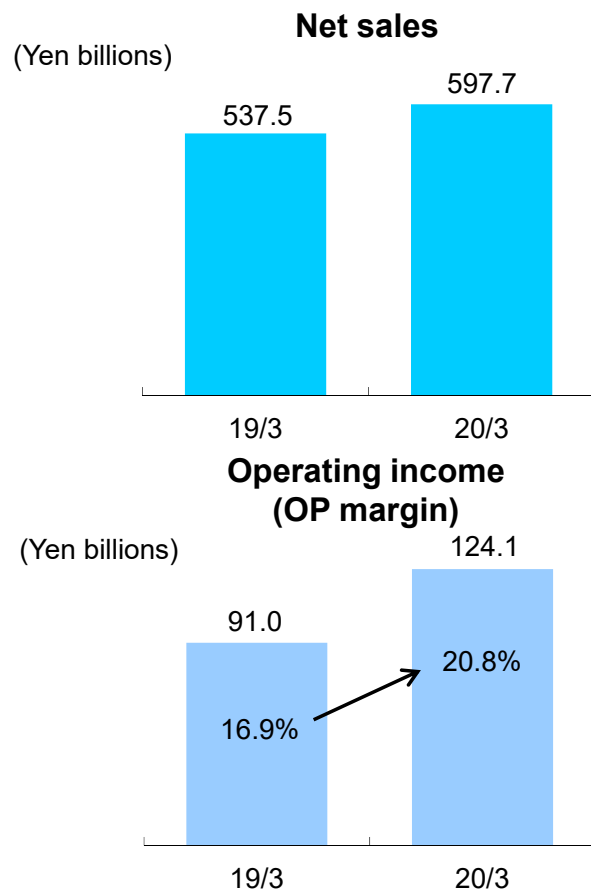
- While HDD assembly volume dropped significantly year on year, the profitability of HDD heads improved.
- The profitability of HDD Suspension Assemblies also improved.

- **Magnets**

- Sales and profit decreased year on year.
- Sales decreased mainly to the automotive and the industrial equipment markets.
- Impairment loss recorded in 4Q.

# FY March 2020 results

## - Energy Application Products segment



19/3: FY March 2019

**Net sales 597.7 billion yen** (up 11.2% year on year)  
**Operating income 124.1 billion yen** (up 36.4% year on year)

- **Energy Devices (Rechargeable Batteries)**

- Sales and profit increased year on year.
- Sales for mobile applications (smartphones, tablets, laptops) performed strongly.
- Sales for game consoles and sales of mini cell products increased.

- **Power Supplies**

- Sales and profit from power supplies for industrial equipment fell year on year due to lackluster capital investment demand.
- Sales and profit declined for EV power supplies.

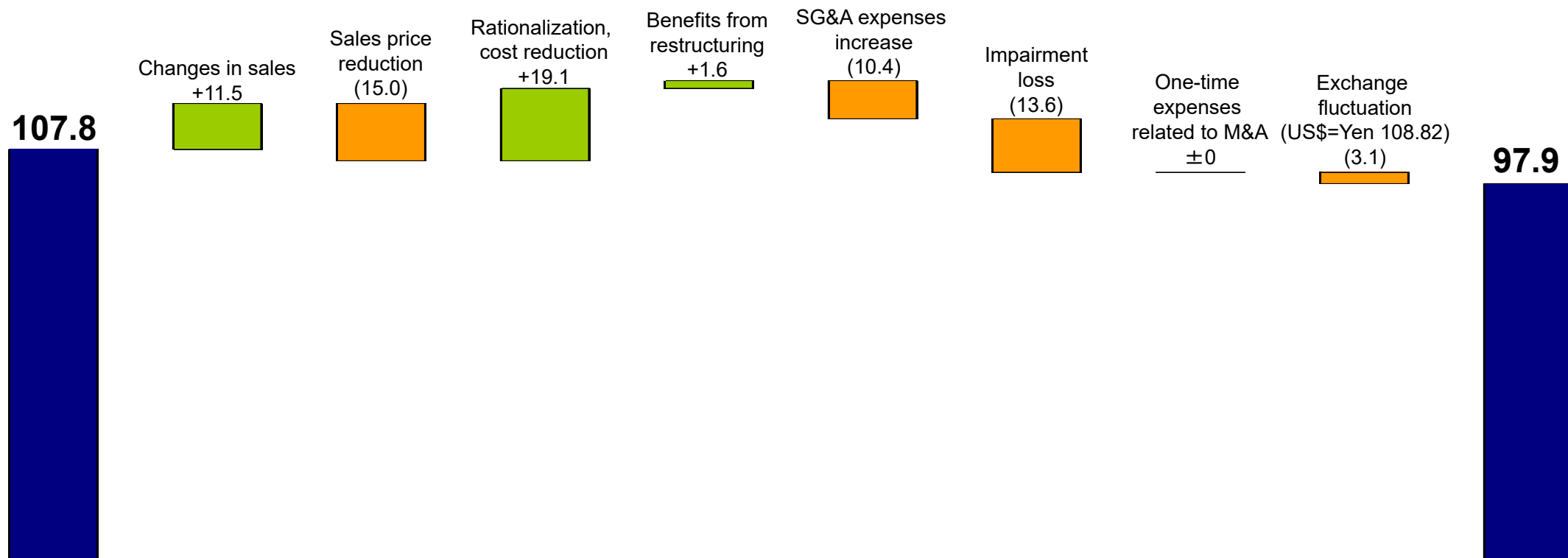
# Breakdown of operating income changes

FY March 2019  
107.8 billion yen

**Operating income -9.9 billion yen**

FY March 2020  
97.9 billion yen

(Yen billions)





# FY March 2020 quarterly results by segment

Attracting Tomorrow



(Yen billions)		4Q of FY March 2019 (A)	3Q of FY March 2020 (B)	4Q of FY March 2020 (C)	YoY change (C)-(A)		QoQ change (C)-(B)	
					Yen billions	%	Yen billions	%
Net sales	Capacitors	42.3	37.3	<b>37.7</b>	(4.6)	-10.9	0.4	1.1
	Inductive Devices	34.3	34.8	<b>33.0</b>	(1.3)	-3.8	(1.8)	-5.2
	Other Passive Components	25.3	26.3	<b>26.3</b>	1.0	4.0	0.0	0.0
	<b>Passive Components</b>	<b>101.9</b>	<b>98.3</b>	<b>97.0</b>	(4.9)	-4.8	(1.3)	-1.3
	<b>Sensor Application Products</b>	<b>17.3</b>	<b>20.3</b>	<b>18.7</b>	1.4	8.1	(1.6)	-7.9
	<b>Magnetic Application Products</b>	<b>60.5</b>	<b>57.9</b>	<b>51.8</b>	(8.7)	-14.4	(6.1)	-10.5
	<b>Energy Application Products</b>	<b>111.8</b>	<b>161.2</b>	<b>118.3</b>	6.5	5.8	(42.9)	-26.6
	<b>Other</b>	<b>17.6</b>	<b>17.9</b>	<b>14.5</b>	(3.1)	-17.6	(3.4)	-19.0
	<b>Total</b>	<b>309.1</b>	<b>355.6</b>	<b>300.4</b>	(8.7)	-2.8	(55.2)	-15.5
Operating income	<b>Passive Components</b>	13.3	10.6	<b>6.7</b>	(6.6)	-49.6	(3.9)	-36.8
	<b>Sensor Application Products</b>	(7.2)	(5.5)	<b>(7.0)</b>	0.2	-	(1.5)	-
	<b>Magnetic Application Products</b>	4.8	5.2	<b>(11.5)</b>	(16.3)	-	(16.7)	-
	<b>Energy Application Products</b>	12.1	40.5	<b>14.7</b>	2.6	21.5	(25.8)	-63.7
	<b>Other</b>	(2.8)	(2.5)	<b>(5.8)</b>	(3.0)	-	(3.3)	-
	<b>Sub total</b>	20.3	48.4	<b>(3.0)</b>	(23.3)	-	(51.4)	-
	<b>Corporate and eliminations</b>	(7.4)	(8.0)	<b>(8.4)</b>	(1.0)	-	(0.4)	-
		<b>Total</b>	<b>12.9</b>	<b>40.4</b>	<b>(11.4)</b>	(24.3)	-	(51.8)
	Operating income margin	4.2%	11.4%	-	- pt	-	- pt	-
Ex-rate	US\$ (JPY)	110.23	108.74	<b>109.05</b>				
	EURO (JPY)	125.18	120.34	<b>120.32</b>				

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