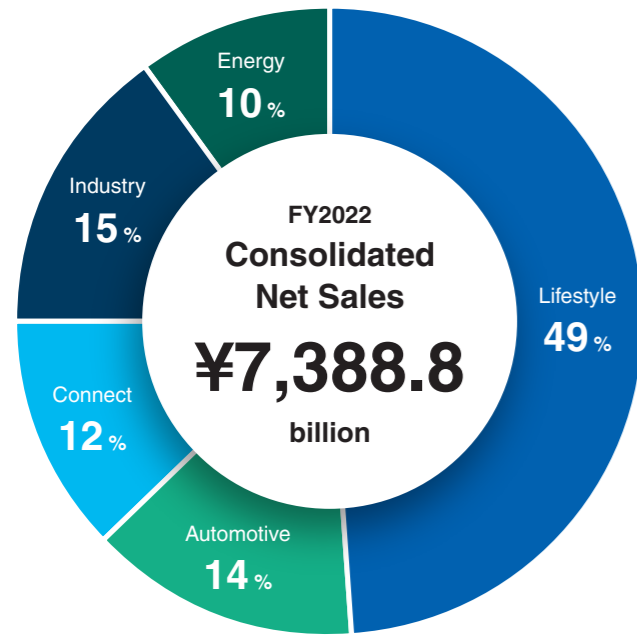


# Segments Overview

Fiscal 2022 net sales composition ratio



Note: Net sales composition ratio is calculated by dividing the sales of each reportable segment by the total of reportable segment sales (excluding "Other" and "Eliminations and Adjustments").

Information by segment

	(billions of yen)	
	Sales	Operating profit
Lifestyle	3,647.6	113.6
Automotive	1,067.1	1.3
Connect	924.9	51.7
Industry	1,131.4	83.2
Energy	764.4	64.2
Reportable segment total	7,535.4	314.0
Other	1,048.8	17.7
Eliminations and Adjustments	-1,195.4	25.8
Consolidated Total	7,388.8	357.5

Major products and services by reportable segment (as of March 31, 2022)

## Lifestyle

Refrigerators, microwave ovens, rice cookers, washing machines, vacuum cleaners, personal-care products, air-conditioners for residential, air-conditioners for commercial use, air to water heat pump system, ventilation, perflation and air-conditioning equipment, air purifiers, air purifier/sterilizers, freezing or refrigerating showcases, lighting fixtures, lamps, wiring devices, solar photovoltaic systems, fuel cells, compressors, bicycles, nursing care services

## Automotive

Automotive-use infotainment systems, head-up displays, automotive speakers, automotive switches, advanced driver assistance systems (ADAS) and related devices, systems and devices for xEVs, interior rearview mirrors

## Connect

Aircraft in-flight entertainment systems and communications services, electronic components-mounting machines, welding equipment, projectors, professional AV systems, PCs and tablets, solutions for various industries, installation/operation/maintenance services, supply chain management software

## Industry

Relays, switches, power supplies, touch panels, motors, sensors, laser markers, capacitors, inductors, resistors, circuit board materials, semiconductor device materials, molding compounds, LCD panels

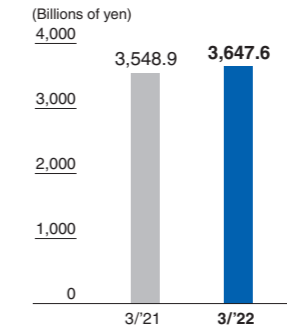
## Energy

Cylindrical lithium-ion batteries for in-vehicle use, dry batteries, primary/secondary lithium batteries, nickel-metal hydride batteries, lithium-ion batteries, storage battery modules/systems

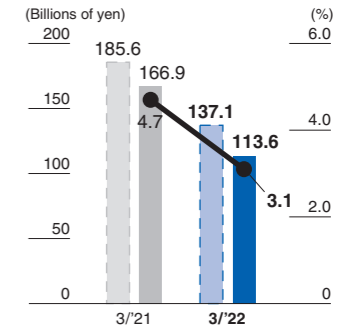
Fiscal 2022 operating results

Sales increased by 3% to ¥3,647.6 billion from a year ago. Overall sales increased due mainly to favorable sales of personal-care products, washing machines, and refrigerators in China and favorable sales of air to water heat pump system in Europe as well as the effect of exchange rates, despite decreased sales of products such as room air-conditioners in Japan. Operating profit for this segment decreased from the previous year to ¥113.6 billion due mainly to decreased sales of consumer electronics in Japan, the impact of raw material price hikes, and increased shipping costs, despite increased sales in China and Europe.

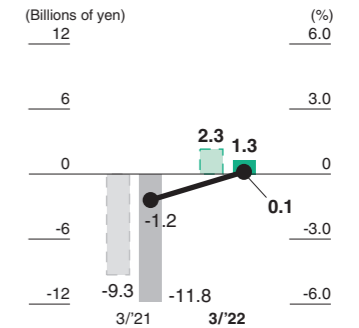
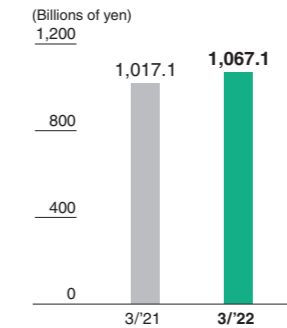
Sales (Years ended March 31)



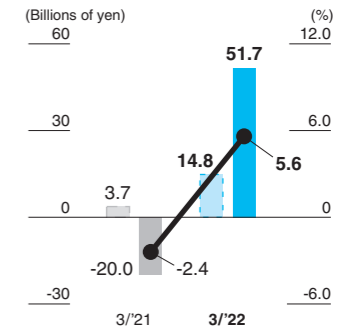
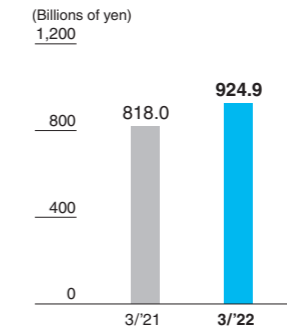
Operating profit (Years ended March 31)  
 □ Adjusted operating profit (reference)  
 ● Operating profit/sales ratio



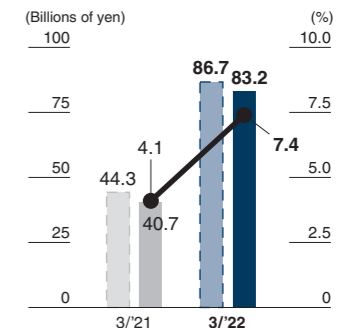
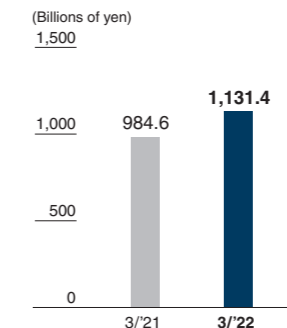
Sales increased by 5% to ¥1,067.1 billion from a year ago. The increase was due to the rebound effect of reduced automotive production in the first half of the previous year as well as the effect of exchange rates. Operating profit for this segment increased from the previous year to ¥1.3 billion. The increase was due to the effect of fixed cost reduction efforts and the impact of temporary expenses related to onboard charging systems in the previous year, despite the impact of price hikes in parts & components including semiconductors as well as increased shipping costs.



Sales increased by 13% to ¥924.9 billion from a year ago. Sales increased due to increased sales of mounting machines with growing PC and server related demand as well as increased sales of projectors reflecting a market recovery trend mainly in the United States and Europe. Operating profit for this segment increased from the previous year to ¥51.7 billion. This increase was due mainly to increased sales of mounting machines and projectors as well as a recognized gain from the re-evaluation of the existing equity in Blue Yonder upon consolidation,



Sales increased by 15% to ¥1,131.4 billion from a year ago. The increase was due mainly to increased sales of industrial-use motors and relays as well as capacitors for use in information & communication infrastructure and automobiles, despite the impact of raw material price hikes and semiconductor shortages. Operating profit for this segment increased from the previous year to ¥83.2 billion. The increase was due mainly to increased sales of capacitors for information & communication infrastructure and automotive use, industrial-use motors, power supply equipment, and relays as well as the effect of rationalization including productivity improvement, despite the impact of factors such as raw material price hikes and semiconductor shortages.



Sales increased by 27% to ¥764.4 billion from a year ago. Sales increased due to higher sales of automotive batteries and power storage systems with significantly growing demand for EVs globally as well as growing demand for IoT and social infrastructure use. Operating profit for this segment increased from the previous year to ¥64.2 billion. The increase was due to increase sales of automotive batteries and power storage systems as well as the effect of material rationalization, despite an increase in fixed costs related to capacity expansion and the impact of raw material price hikes.

