

## Changes in Major Financial Data 【2021/9】

### 1 Consolidated performance outline

		2Q		FY					Forecast 22/3
		20/9	21/9	17/3	18/3	19/3	20/3	21/3	
Net sales	(million yen)	27,111	30,969	44,077	51,919	54,752	60,595	59,976	66,000
Operating income	(million yen)	2,049	2,003	2,516	3,135	3,028	4,916	5,179	5,000
margin	(%)	7.6%	6.5%	5.7%	6.0%	5.5%	8.1%	8.6%	7.6%
Ordinary income	(million yen)	1,716	2,202	2,608	2,911	3,286	4,583	5,320	4,900
margin	(%)	6.3%	7.1%	5.9%	5.6%	6.0%	7.6%	8.9%	7.4%
Profit attributable to owners of	(million yen)	1,272	1,526	2,381	2,337	2,209	3,440	3,818	3,450
margin	(%)	4.7%	4.9%	5.4%	4.5%	4.0%	5.7%	6.4%	5.2%

### 2 Net sales by segments

		2Q		FY					Forecast 22/3
		20/9	21/9	17/3	18/3	19/3	20/3	21/3	
<b>Net sales</b>	<b>(million yen)</b>	<b>27,111</b>	<b>30,969</b>	<b>44,077</b>	<b>51,919</b>	<b>54,752</b>	<b>60,595</b>	<b>59,976</b>	<b>66,000</b>
Vehicle Communication Equipment	(million yen)	15,474	18,843	32,029	36,256	38,183	39,264	37,292	40,000
Composition ratio	(%)	57.1%	60.9%	72.7%	69.8%	69.7%	64.8%	62.2%	60.6%
Circuit Testing Connector	(million yen)	6,828	7,540	6,883	9,503	9,138	12,832	13,242	17,000
Composition ratio	(%)	25.2%	24.3%	15.6%	18.3%	16.7%	21.2%	22.1%	25.8%
Personal Communication	(million yen)	4,808	4,585	5,164	6,158	7,429	8,498	9,441	9,000
Composition ratio	(%)	17.7%	14.8%	11.7%	11.9%	13.6%	14.0%	15.7%	13.6%

### 3 Overseas sales

		2Q		FY				
		20/9	21/9	17/3	18/3	19/3	20/3	21/3
For Europe and North America	(million yen)	7,297	9,230	15,624	15,952	16,158	17,934	17,272
Composition ratio	(%)	39.1%	42.3%	55.9%	47.8%	46.7%	44.6%	42.8%
For Asia	(million yen)	10,849	12,606	12,335	17,424	18,433	22,293	23,116
Composition ratio	(%)	58.1%	57.7%	44.1%	52.2%	53.3%	55.4%	57.2%
<b>Overseas sales total</b>	<b>(million yen)</b>	<b>18,654</b>	<b>21,836</b>	<b>27,959</b>	<b>33,377</b>	<b>34,592</b>	<b>40,228</b>	<b>40,389</b>
Percentage of net sales		68.8%	70.5%	63.4%	64.3%	63.2%	66.4%	67.3%

### 4 Capital expenditures

		2Q		FY					Forecast 22/3
		20/9	21/9	17/3	18/3	19/3	20/3	21/3	
Total	(million yen)	2,581	1,958	2,189	3,073	4,231	3,625	4,430	6,300

### 5 Depreciation

		2Q		FY					Forecast 22/3
		20/9	21/9	17/3	18/3	19/3	20/3	21/3	
Total	(million yen)	1,393	1,562	1,700	1,880	2,199	2,706	2,987	3,300

### 6 Changes in financial data

		2Q		FY					Forecast 22/3
		20/9	21/9	17/3	18/3	19/3	20/3	21/3	
Minimum 8									
Sales growth rate (%)		-9.4%	14.2%	10.2%	17.8%	5.5%	10.7%	-1.0%	10.0%
Operating margin (%)		7.6%	6.5%	5.7%	6.0%	5.5%	8.1%	8.6%	7.6%
ROE (%)		4.7%	4.0%	12.0%	10.6%	9.3%	13.5%	12.2%	10% level
Ratio to capital adequacy (%)		55.9%	65.9%	62.5%	62.9%	57.2%	55.1%	63.6%	67.4%
Basic earnings per share (yen)		62.69	66.86	118.94	115.82	109.18	169.85	184.55	148.00
Dividend per share (yen)		16.00	18.00	18.00	22.00	26.00	30.00	36.00	36.00
Payout ratio (%)		25.5%	26.9%	15.1%	19.0%	23.8%	17.7%	19.5%	24.3%

※ The contents described in this document are based on various assumptions and do not commit or guarantee the future forecast values as stated.

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