

**yokowo**

(Securities Code: 6800)

# Financial Results Briefing for the Third Quarter of the Fiscal Year Ending March 31, 2021

February 9, 2021

**yokowo**

**\* Information contained in these materials is based on various assumptions and does not guarantee the achievement of planned values and measures in the future.**

# Summary of Consolidated Financial Results

	Average exchange rate for the period USD1: ¥108.65	Average exchange rate for the period USD1: ¥106.11	(Unit: Million yen)
	Previous third quarter (Apr. – Dec. 2019) Results	Third quarter review (Apr. – Dec. 2020) Results	YoY
Net sales	45,171	<b>43,737</b>	▲3.2%
Operating income	3,905	<b>3,771</b>	▲3.4%
Ordinary income	3,741	<b>3,232</b>	▲13.6%
Profit	2,802	<b>2,373</b>	▲15.3%

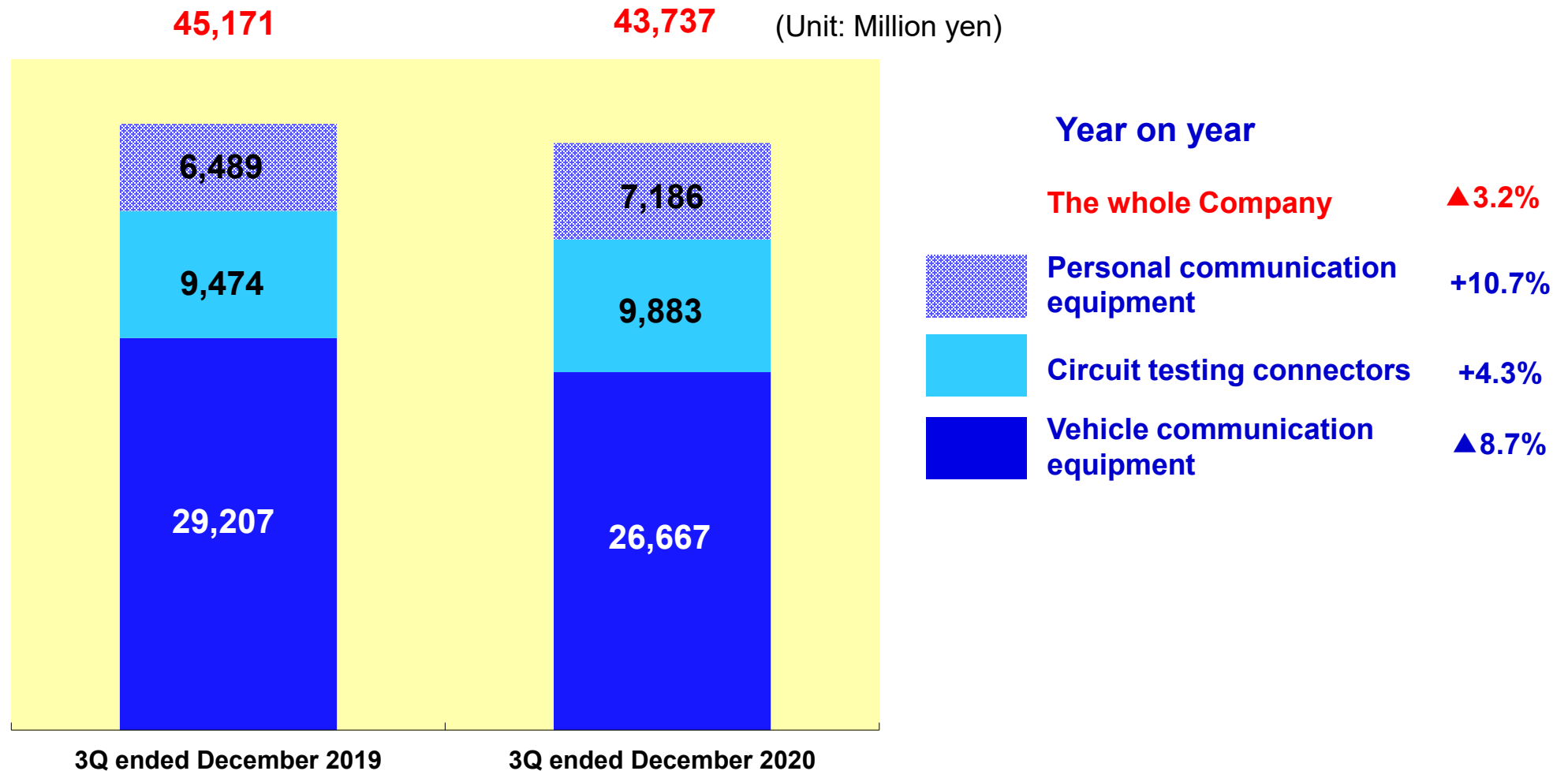
**Net sales** decreased to 43,737 million yen, reflecting a year-on-year decrease in sales in the Vehicle communication equipment segment, despite year-on-year increases in sales in the Circuit testing connectors and Personal communication equipment segments.

**Operating income** decreased to 3,771 million yen, attributable to a fall in the Circuit testing connector segment, which offset an improvement in profitability in the Vehicle communication equipment segment and year-on-year growth in the Personal communication equipment segment.

**Ordinary income** decreased to 3,232 million yen, reflecting an exchange loss of 502 million yen attributable to the appreciation of the yen, among other factors.

**Profit** decreased to 2,373 million yen due to a decline in ordinary income.

## Trends in Net Sales by Segment



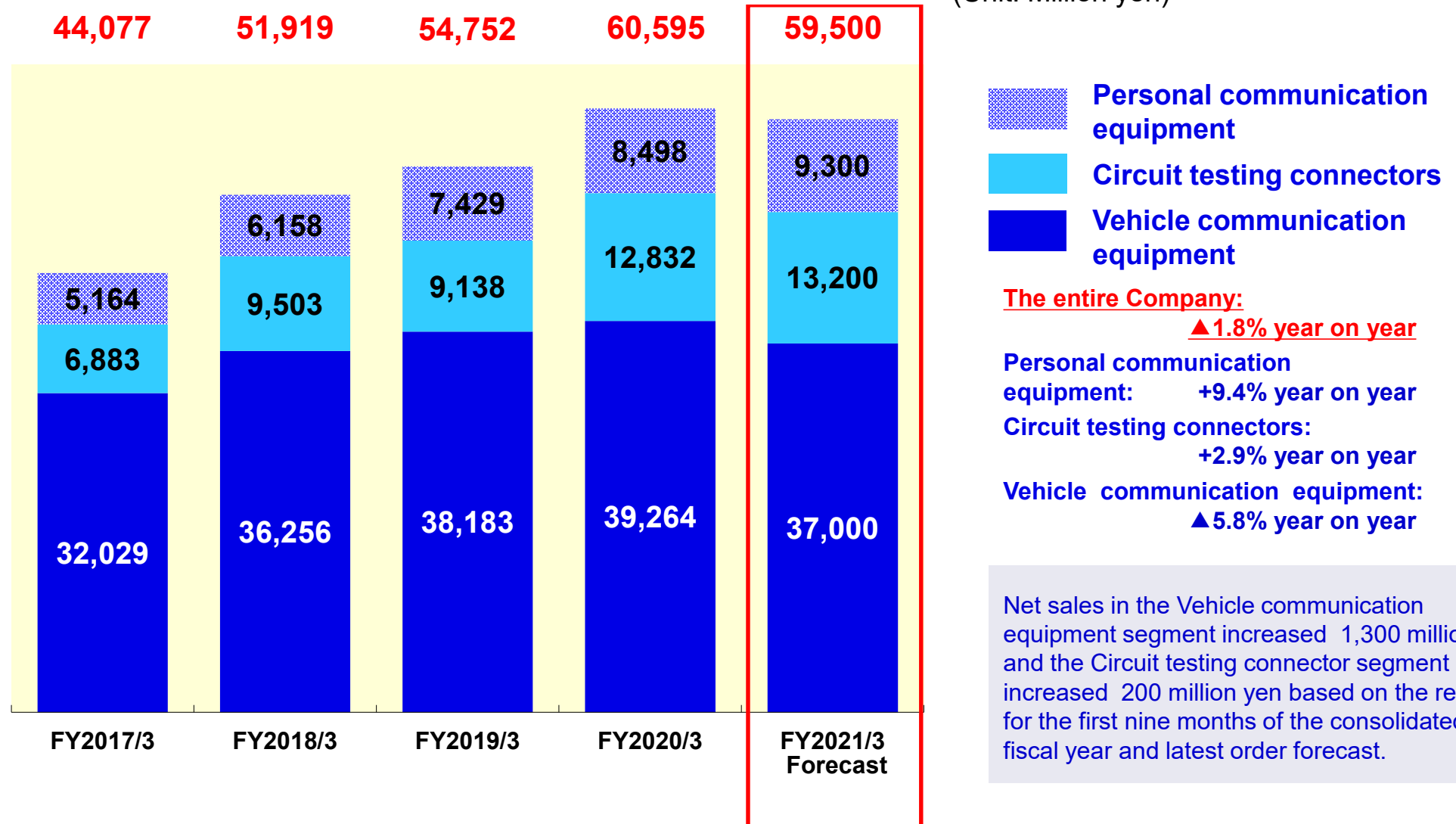
# Full-year Results Forecast

	Average exchange rate for the period USD1: ¥108.70	Assumed exchange rate USD1: ¥105	Assumed exchange rate USD1: ¥103.5	(Unit: Million yen)	
	FY2020/3 Results	FY2021/3 Previous forecast (Announced in Nov. 2020)	FY2021/3 Current forecast	YoY	Compared with previous forecast
Net sales	60,595	58,000	<b>59,500</b>	▲ 1.8%	+ 2.6%
Operating income	4,916	4,800	<b>5,000</b>	+1.7%	+ 4.2%
Ordinary income	4,583	4,400	<b>4,400</b>	▲ 4.0%	—
Profit	3,440	3,150	<b>3,200</b>	▲ 7.0%	+ 1.6%

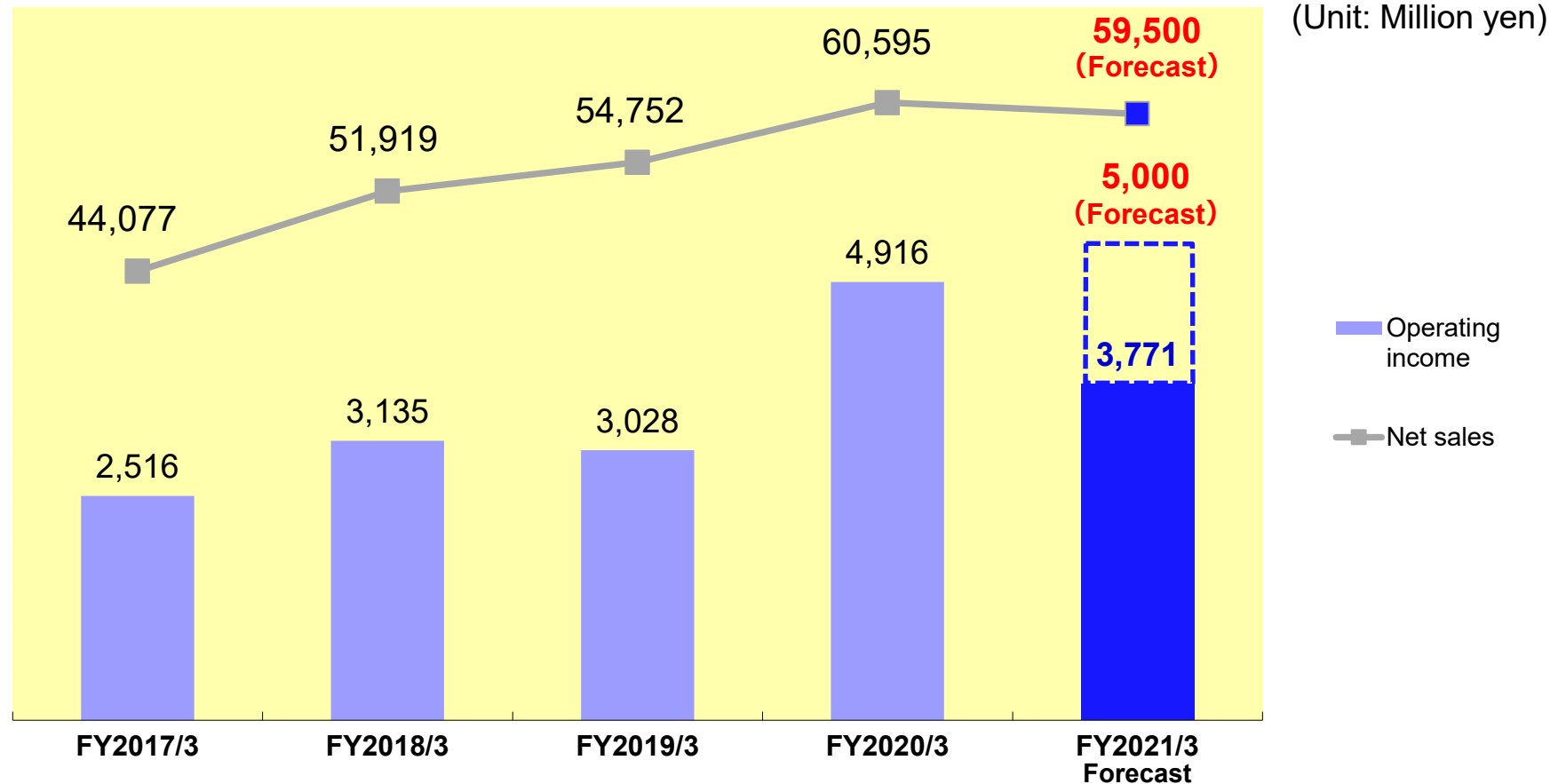
Since Feb 2021, the assumed exchange rate has been revised to USD1: ¥103.5  
(USD1: ¥105 at the previous forecast)

# Expected Net Sales by Segment

(Unit: Million yen)



## Trends in Net Sales and Operating Income



**Net sales** for FY2021/3 have been revised to 59,500 million yen.

(1,500 million yen more than the previous announcement)

**Operating income** for FY2021/3 has been revised to 5,000 million yen.

(200 million yen more than than the previous announcement)

# Dividends

(Unit: Yen per share)

	FY2017/3	FY2018/3	FY2019/3	FY2020/3	FY2021/3 * Figures in parentheses are forecast.
Interim	6	8	12	14	<b>16</b>
Year-end	12	14	14	16	<b>(16)</b>
Annual	18	22	26	30	<b>32</b>
Consolidated payout ratio	15.1%	19.0%	23.8%	17.7%	<b>21.0%</b>

**No revisions to dividend forecast**