



**Johnson  
Electric**

# **Business update**

**For the June 2021 quarter**

**Investor briefing – July 2021**

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**FY2021/22**

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# Disclaimer

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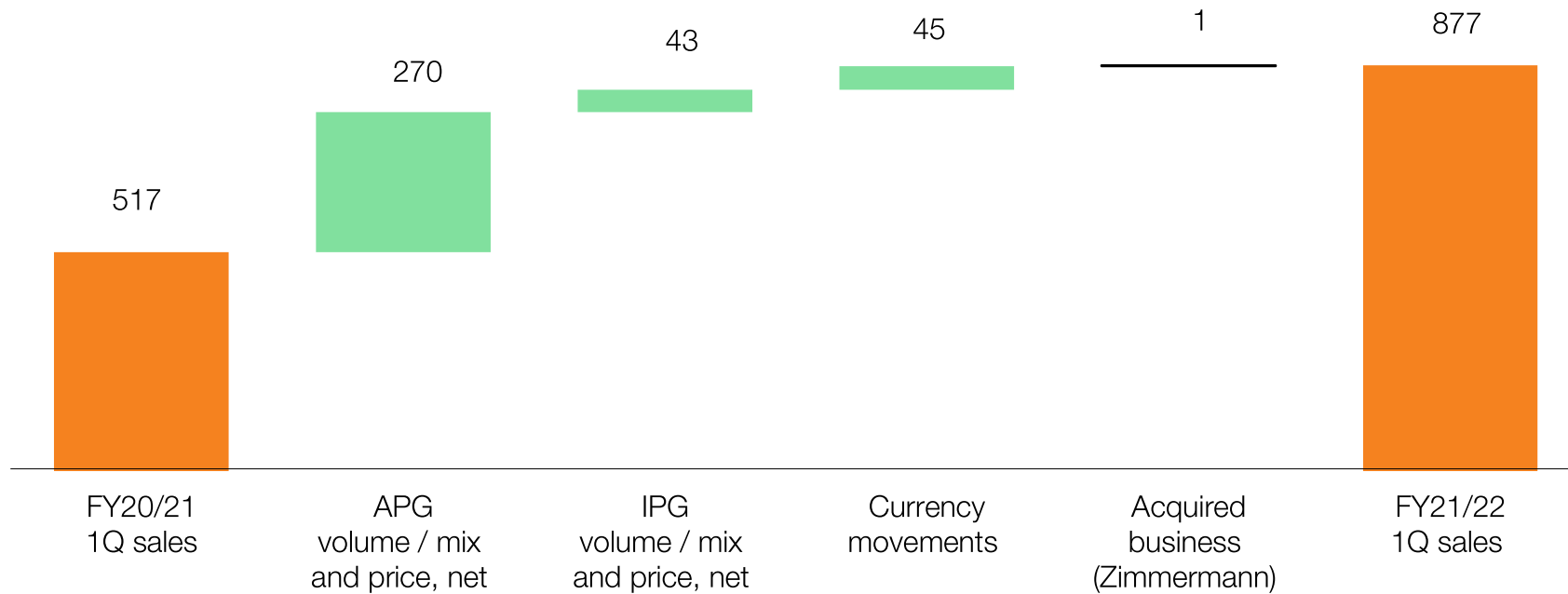
*This presentation contains certain forward looking statements with respect to the financial condition, results of operations and business of Johnson Electric and certain plans and objectives of the management of Johnson Electric.*

*Words such as “outlook”, “expects”, “anticipates”, “intends”, “plans”, “believes”, “estimates”, “projects”, variations of such words and similar expressions are intended to identify such forward-looking statements. Such forward looking statements involve known and unknown risk, uncertainties and other factors which may cause the actual results or performance of Johnson Electric to be materially different from any future results or performance expressed or implied by such forward looking statements. Such forward looking statements are based on numerous assumptions regarding Johnson Electric’s present and future business strategies and the political and economic environment in which Johnson Electric will operate in the future.*

# Group sales movements

## Quarter ended 30 June 2021

US\$ million

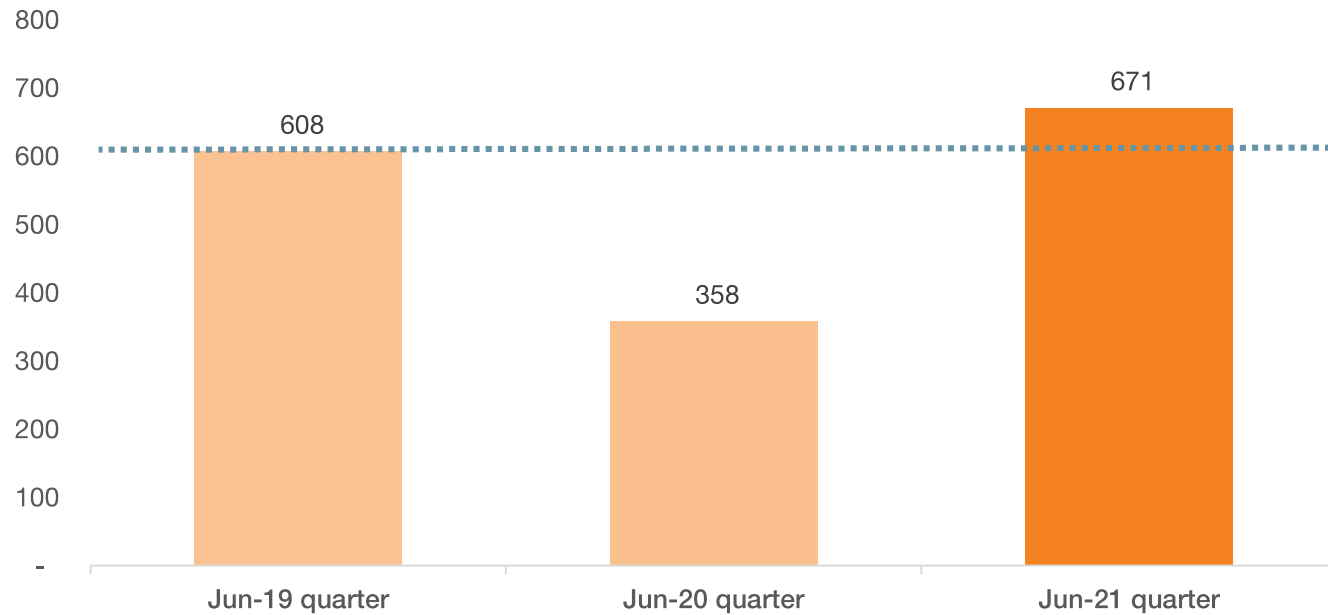


Note: Numbers do not add across due to the effect of rounding

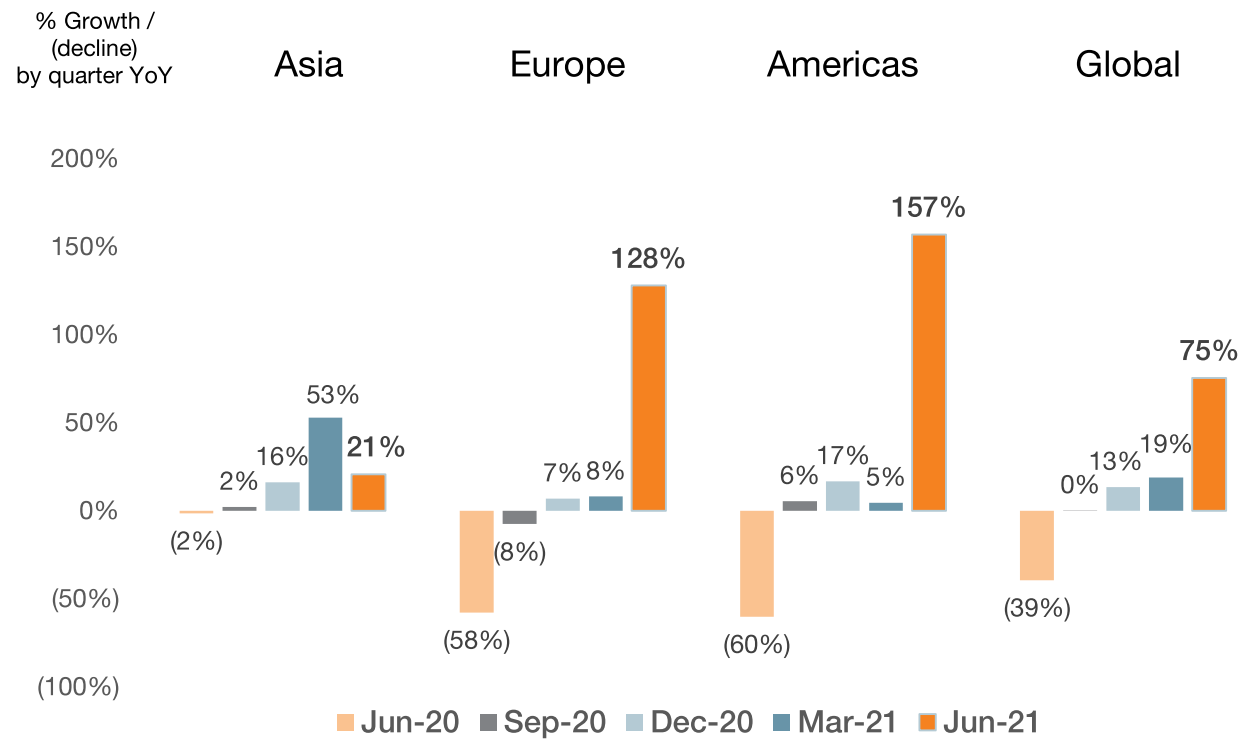
# APG sales trend – June quarter

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Reported sales  
for the quarter  
US\$ million



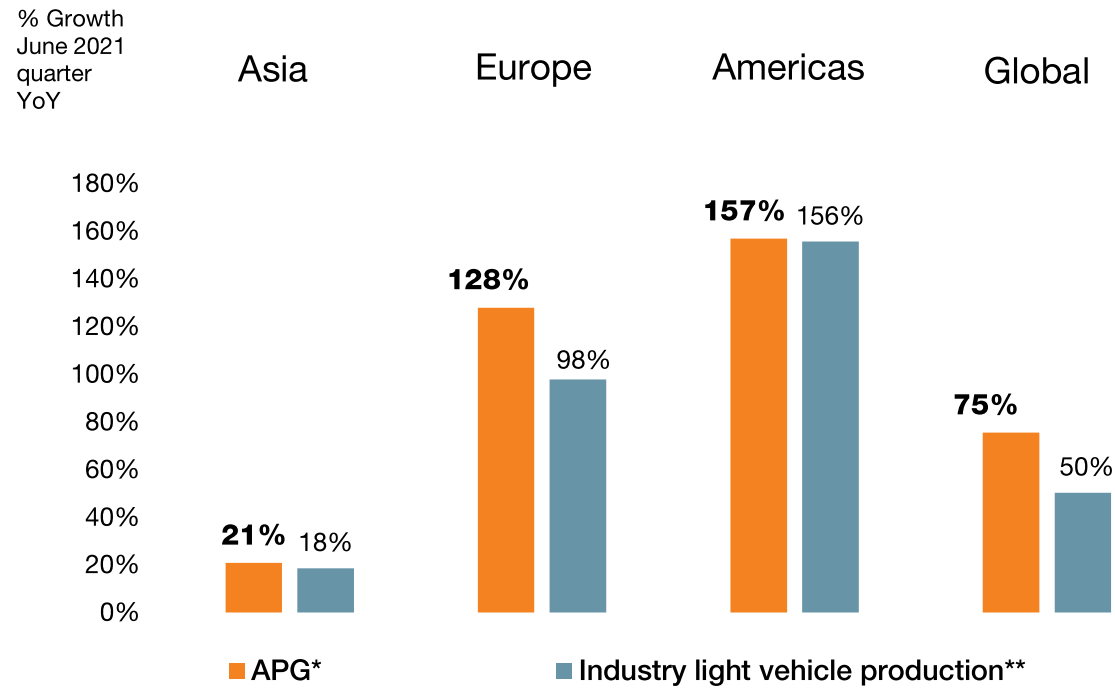
# APG quarterly sales growth / (decline)



Note: APG sales movements % excludes acquired business and currency impact

# APG sales growth vs. light vehicle production for June 2021 quarter

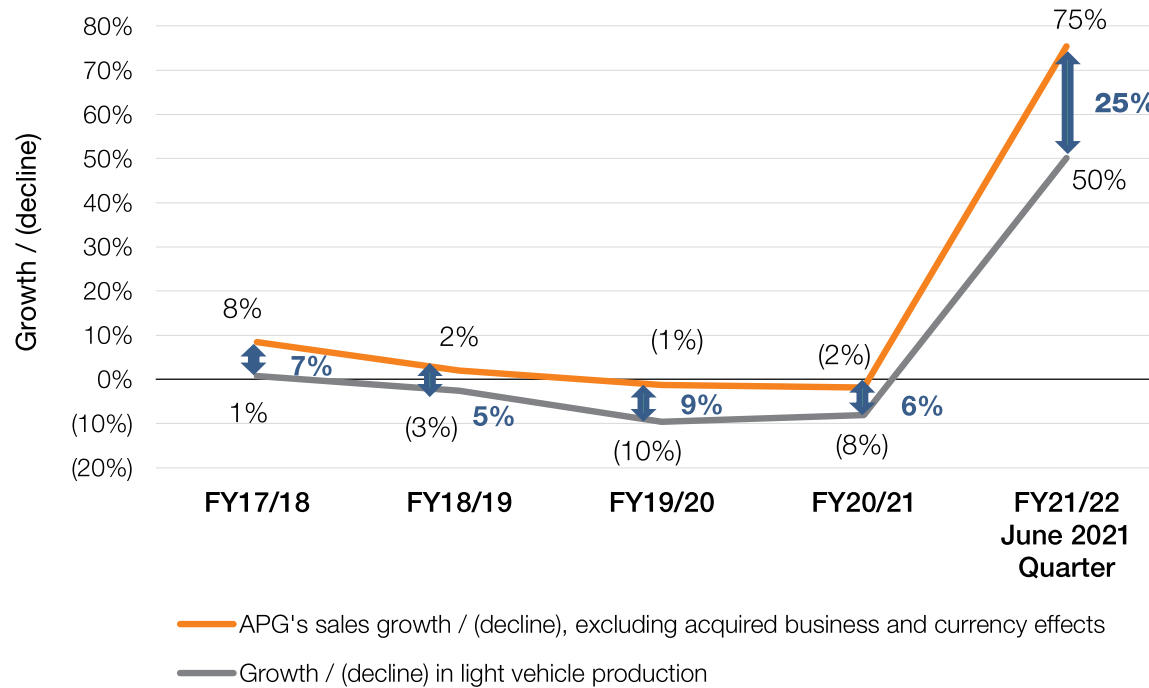
Significant outperformance vs. light vehicle production volume growth



Note:  
\*APG sales movements % excludes acquired business and currency impact  
\*\* Source: IHS

# APG long-term sales trend vs. light vehicle production

APG has consistently outperformed light vehicle production for several successive years



Note:  
 \* APG sales movements % excludes acquired business and currency impact  
 \*\* Source: IHS

# Selected examples of products for new energy vehicles

	New energy vehicle	ICE vehicle
<p><b>Thermal management</b></p> <p><b>Integrated thermal management system for electric vehicle</b></p> 	<ul style="list-style-type: none"> <li>✓ Increased range</li> <li>✓ Greater longevity of critical components</li> </ul>	<ul style="list-style-type: none"> <li>✓ Reduced fuel consumption</li> <li>✓ Lower engine emissions</li> </ul>
<p><b>Braking steering and suspension</b></p> <p><b>Electric brake booster provides braking force replacing conventional braking systems</b></p> 	<ul style="list-style-type: none"> <li>✓ Generation of braking force without ICE</li> </ul>	<ul style="list-style-type: none"> <li>✓ Reduced fuel consumption</li> <li>✓ Lower engine emissions</li> </ul>
<p><b>Transmission and driveline</b></p> <p><b>Electric oil pump for lubricating and cooling eAxle</b></p> 	<ul style="list-style-type: none"> <li>✓ Increased range</li> <li>✓ Greater longevity of critical components</li> </ul>	<ul style="list-style-type: none"> <li>✓ Reduced fuel consumption</li> <li>✓ Lower engine emissions</li> </ul>

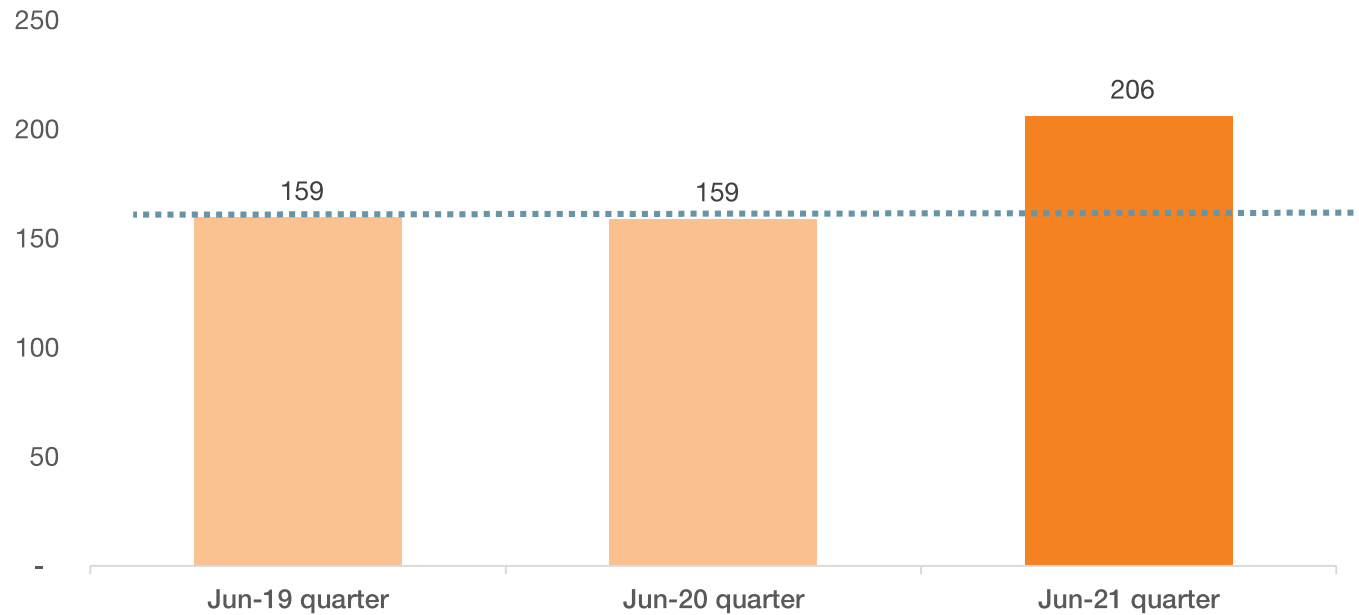
**APG has developed a wide range of products that support hybrid and all-electric vehicles for strong sustainable growth**



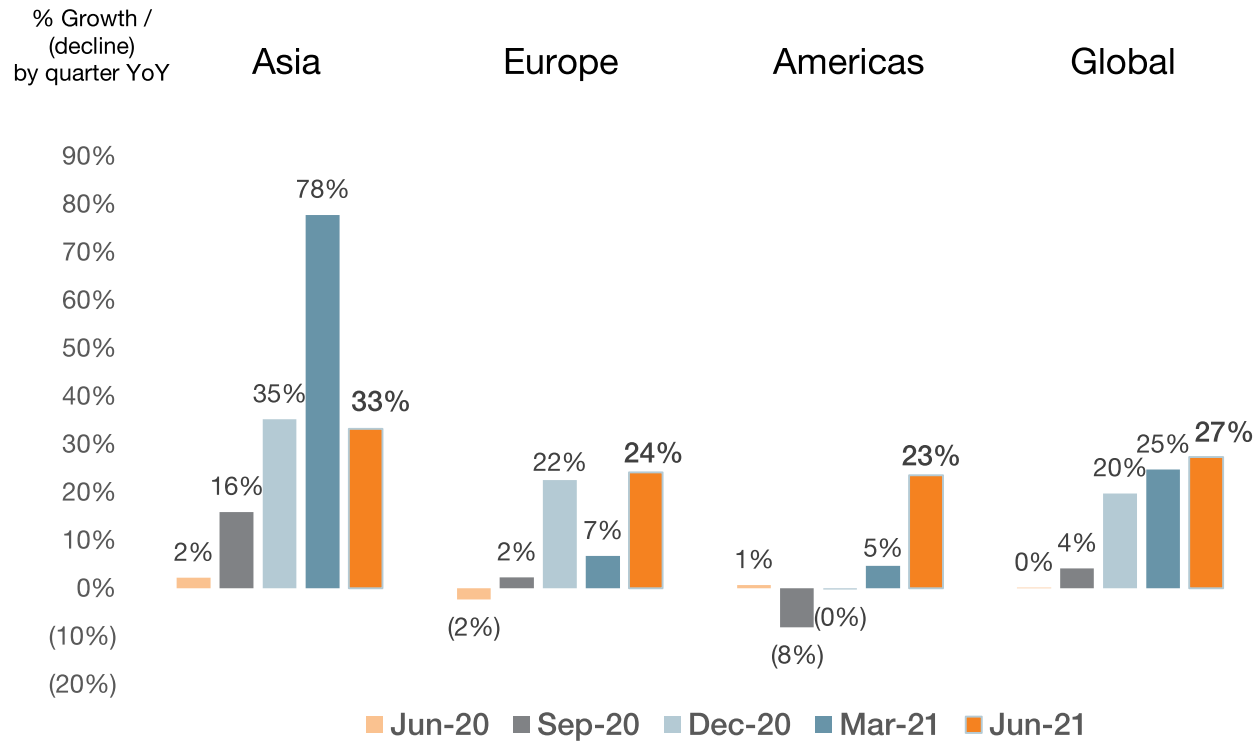
# IPG sales trend – June quarter

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Reported sales  
for the quarter  
US\$ million



# IPG quarterly sales growth / (decline)



Note: IPG sales movements % excludes currency impact

# IPG growth supported by mega-trends

IPG product development and focus segments are aligned with the mega-trends and expected to deliver significant growth in the next few years

## e-Commerce

Latches for smart lockers & material handling automation



Last mile delivery robots



## Health

Air filtration systems



Oxygen concentrator



Medication delivery



Diagnostics, dental flosser, smart sanitary, nebulizer ...

## Smart Home & IOT

Robotic floor care



Window automation and smart homes



Smart furniture, food preparation, smart locks



## Electrification & Environment

Electrification of gas lawn mowers and garden tools



Efficient range hoods



Service and outdoor robots



# Sales performance and outlook

## Chairman's comments for June 2021 quarter

- ▶ Positive business trajectory has continued in the first quarter of FY2021/22, despite ongoing global semiconductor shortages
- ▶ Strong customer demand experienced in all regions
- ▶ Sharp increase in commodity prices exerting pressure on gross margins in the shorter term
- ▶ Confident that Johnson Electric is exceptionally well positioned to compete and win
- ▶ Firmly on track to deliver healthy sales growth in the current financial year

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# Supplemental Information

# Currency Rates

US\$45M currency movements in sales, mainly from changes in average exchange rates for the Euro, the Chinese Renminbi and Canadian Dollar against the US Dollar

<b>USD</b>	<b>FY21/22</b>	FY20/21		
Average Exchange Rate	<b>APR-JUN</b>	APR-JUN		
CAD per USD	<b>1.227</b>	1.386	CAD strengthen	11.5%
USD per EUR	<b>1.207</b>	1.100	EUR strengthen	9.7%
CNY per USD	<b>6.460</b>	7.084	CNY strengthen	8.8%

Source: Bloomberg daily rates