

# **Supplementary Sheet for the 3rd Quarter of FY2022**

Sumitomo Electric Industries, Ltd.  
February 2, 2023

# 1-1. FY2022 3rd Quarter results (PL)

## 9 months cumulative total

¥bn	FY2021 1Q-3Q ①	FY2022 1Q-3Q ②	Difference ②-①	FY2022 Annual Plan (announced in November, 2022)
Net Sales	2,439.1	<b>2,912.0</b>	+472.9	4,000.0
Operating Profit	76.5	<b>94.8</b>	+18.3	160.0
Share of profit of investments accounted for using equity method	15.9	<b>12.7</b>	(3.2)	
Other Non-Operating Income/Expenses	(0.9)	<b>(6.4)</b>	(5.5)	
Ordinary Income	91.5	<b>101.1</b>	+9.6	163.0
Extraordinary Income or Loss	2.8	<b>6.9</b>	+4.1	
Profit before Income Taxes	94.3	<b>108.0</b>	+13.7	
Taxes and Profit Attributable to Non-Controlling Interests	(42.7)	<b>(52.5)</b>	(9.8)	
Profit Attributable to Owners of the Parent	51.6	<b>55.6</b>	+3.9	100.0

(\* )3Q:3rd quarter

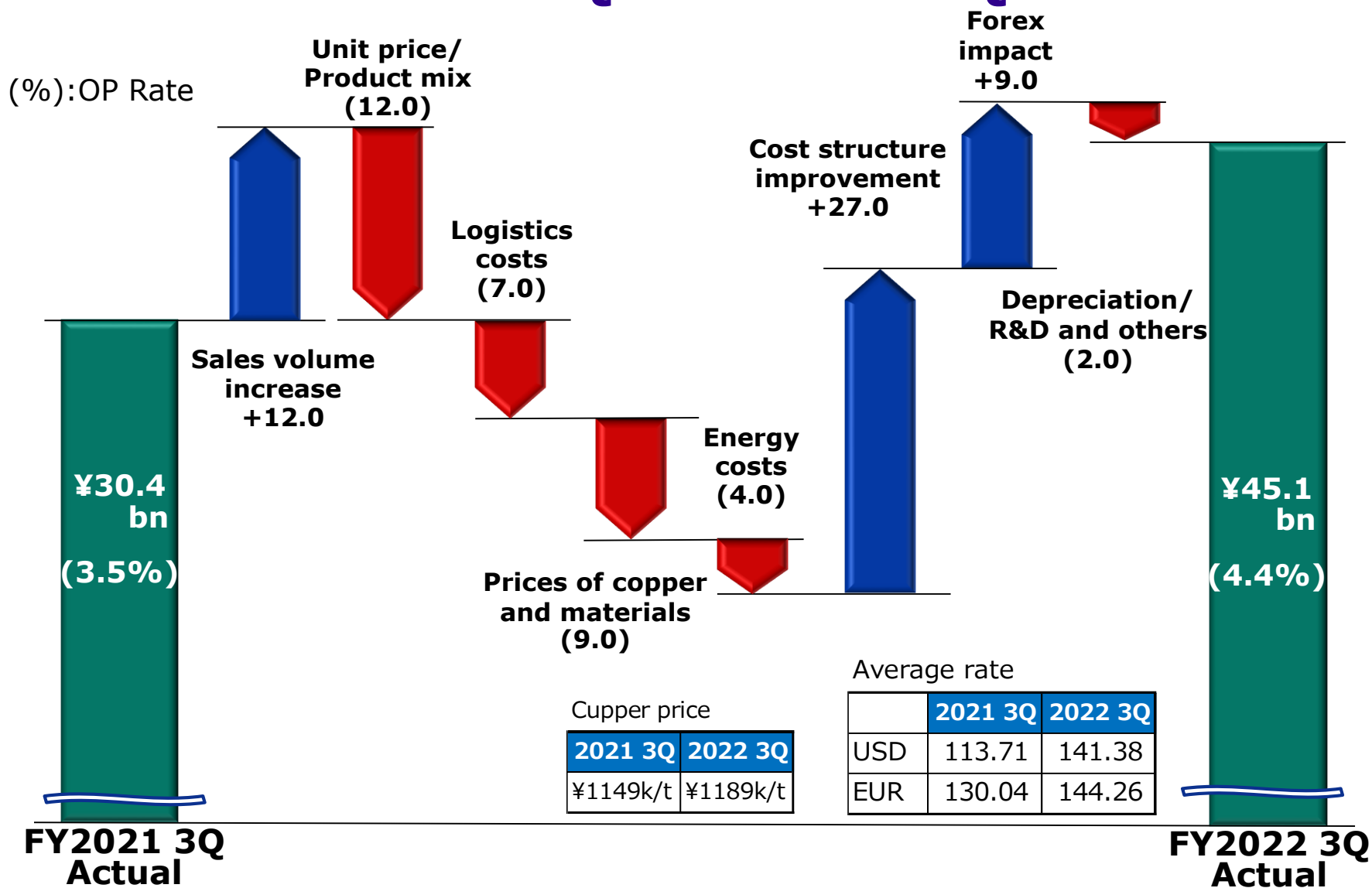
SUMITOMO ELECTRIC GROUP

# 1-1. FY2022 3rd Quarter results (PL)

¥bn	FY2021 3Q ①	FY2022 3Q ②	Difference ②-①	FY2022 2H Plan (announced in November, 2022)
Net Sales	868.7	<b>1,020.9</b>	+152.2	2,108.9
Operating Profit	30.4	<b>45.1</b>	+14.7	110.3
Share of profit of investments accounted for using equity method	2.3	<b>2.7</b>	+0.4	
Other Non-Operating Income/Expenses	(1.5)	<b>(7.6)</b>	(6.1)	
Ordinary Income	31.2	<b>40.2</b>	+9.0	102.1
Extraordinary Income or Loss	4.2	<b>1.5</b>	(2.7)	
Profit before Income Taxes	35.4	<b>41.7</b>	+6.3	
Taxes and Profit Attributable to Non-Controlling Interests	(16.2)	<b>(21.2)</b>	(5.0)	
Profit Attributable to Owners of the Parent	19.2	<b>20.5</b>	+1.3	64.9

(\* )3Q: 3rd quarter

# 1-2. OP variation factors from FY2021 3Q to FY2022 3Q



# 1-3. Sales and OP by segment 9 months cumulative total

	FY2021		FY2022		Difference		FY2022 Annual Plan (announced in November, 2022)	
	1Q-3Q ①		1Q-3Q ②		② - ①		Sales	OP
¥ bn	Sales	OP	Sales	OP	Sales	OP	Sales	OP
Automotive	1,274.1	△ 3.0	<b>1,575.1</b>	<b>1.3</b>	+301.0	+4.3	2,170.0	39.0
Infocommunications	175.6	17.3	<b>183.6</b>	<b>19.1</b>	+8.0	+1.8	260.0	26.0
Electronics	217.6	15.6	<b>280.1</b>	<b>33.5</b>	+62.4	+17.9	350.0	27.0
Environment and Energy	588.5	30.1	<b>666.2</b>	<b>21.4</b>	+77.7	(8.8)	950.0	39.0
Industrial Materials and Others	241.5	16.6	<b>275.6</b>	<b>20.0</b>	+34.1	+3.3	380.0	29.0
<b>Total</b>	<b>2,439.1</b>	<b>76.5</b>	<b>2,912.0</b>	<b>94.8</b>	<b>+472.9</b>	<b>+18.3</b>	<b>4,000.0</b>	<b>160.0</b>

※Differences between the aggregate of all segments and Total are consolidated eliminations.

# 1-3. Sales and OP by segment

¥ bn	FY2021		FY2022		Difference		FY2022 2H Plan (announced in November, 2022)	
	3Q ①		3Q ②		② - ①		Sales	OP
	Sales	OP	Sales	OP	Sales	OP		
Automotive	457.7	△ 2.0	<b>558.4</b>	<b>9.3</b>	+100.7	+11.3	1,153.3	47.0
Infocommunications	60.8	7.1	<b>62.3</b>	<b>6.3</b>	+1.5	(0.8)	138.7	13.2
Electronics	77.2	7.6	<b>101.9</b>	<b>15.8</b>	+24.7	+8.2	171.8	9.3
Environment and Energy	211.1	11.6	<b>231.2</b>	<b>8.8</b>	+20.2	(2.8)	515.0	26.4
Industrial Materials and Others	81.8	6.1	<b>90.4</b>	<b>4.9</b>	+8.6	(1.1)	194.8	14.0
<b>Total</b>	<b>868.7</b>	<b>30.4</b>	<b>1,020.9</b>	<b>45.1</b>	<b>+152.2</b>	<b>+14.7</b>	<b>2,108.9</b>	<b>110.3</b>

※Differences between the aggregate of all segments and Total are consolidated eliminations.

# 1-4. OP variation factors and performance trends by segment

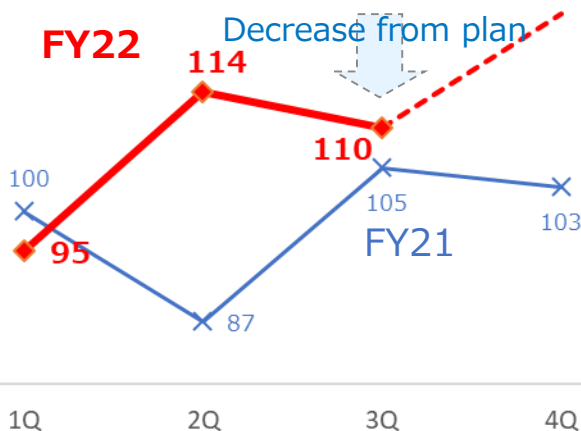
## Automotive

**[OP]22/3Q : 9.3 billion yen (+11.3 billion yen from 21/3Q)**

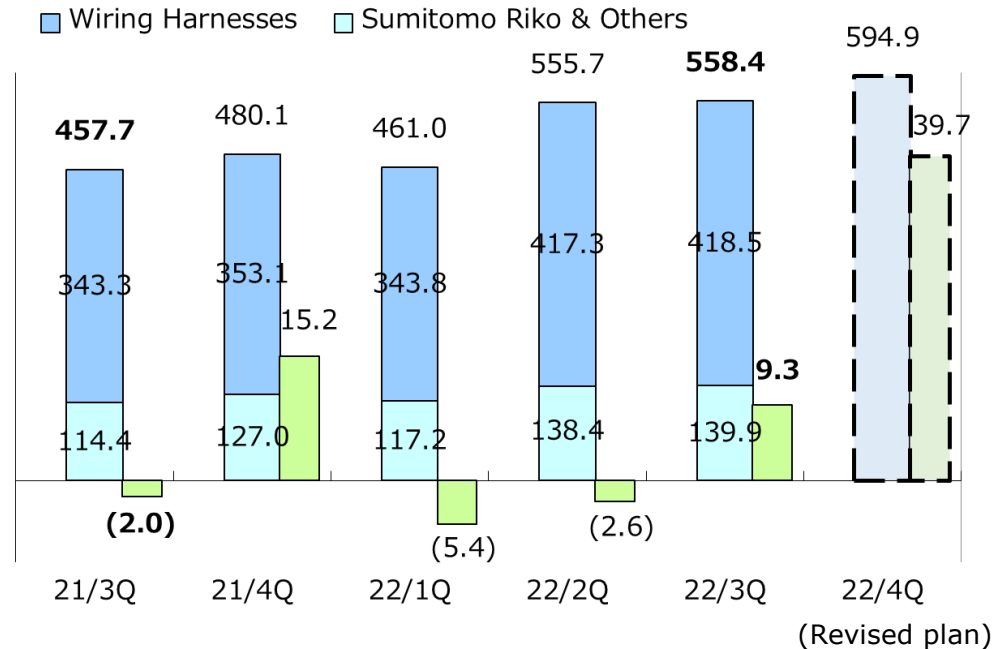
- (+) Increase in sales volume of Wiring Harnesses and Sumitomo Riko
- (+) Improve productivity
- (-) Increase in material and logistics costs

## Harness order volume

\*Indexed with 21/1Q as 100



Left : Sales Right : OP (¥bn)



22/3Q Order volume was lower than planned, especially in China.

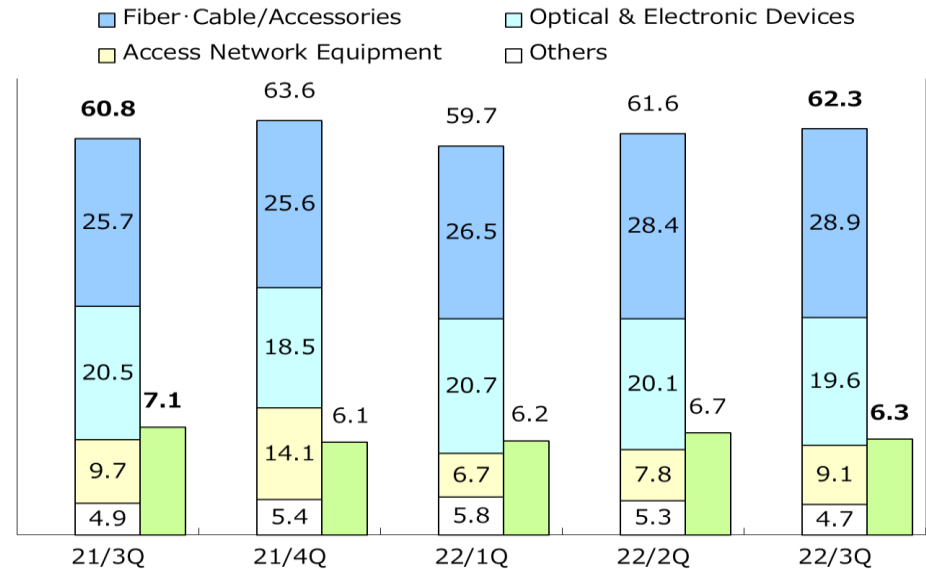
Continuing negotiations with customers on rising material and logistics costs.

# 1-4. OP variation factors and performance trends by segment

Left : Sales Right : OP (¥bn)

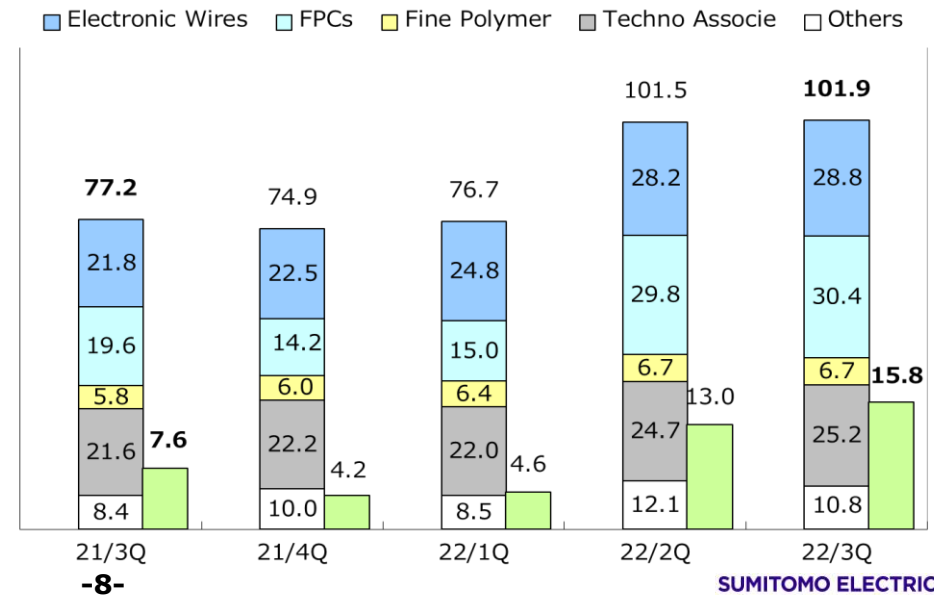
**Infocommunications**  
**[OP]22/3Q : 6.3 billion yen**  
**((0.8) billion yen from 21/3Q)**

- (+) Forex impact
- (-) Inventory adjustment of optical devices on customers
- (-) Soaring energy costs



**Electronics**  
**[OP]22/3Q : 15.8 billion yen**  
**(+8.2 billion yen from 21/3Q)**

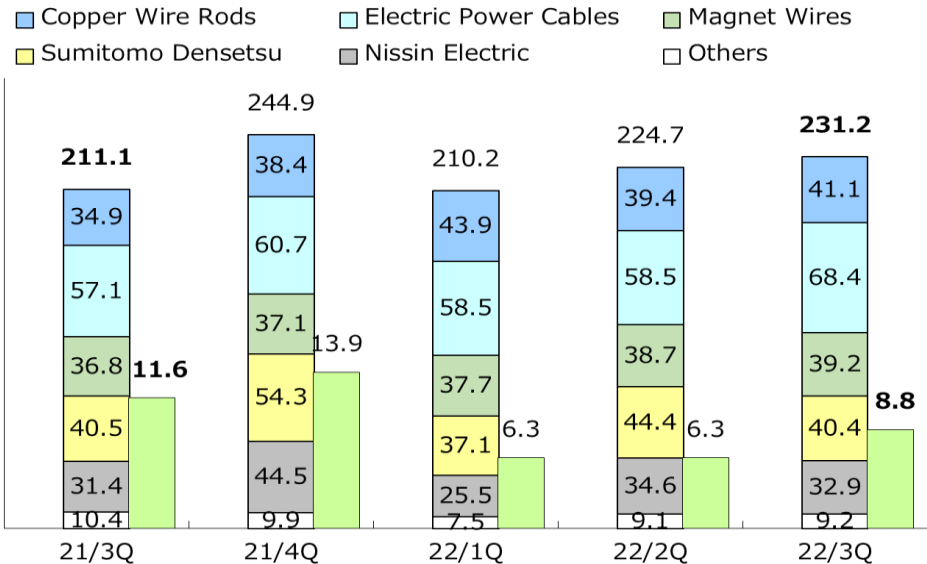
- (+) Capturing the demand for FPCs and Electronic Wires
- (+) Improve productivity
- (+) Forex impact





# 1-4. OP variation factors and performance trends by segment

Left : Sales Right : OP (¥bn)

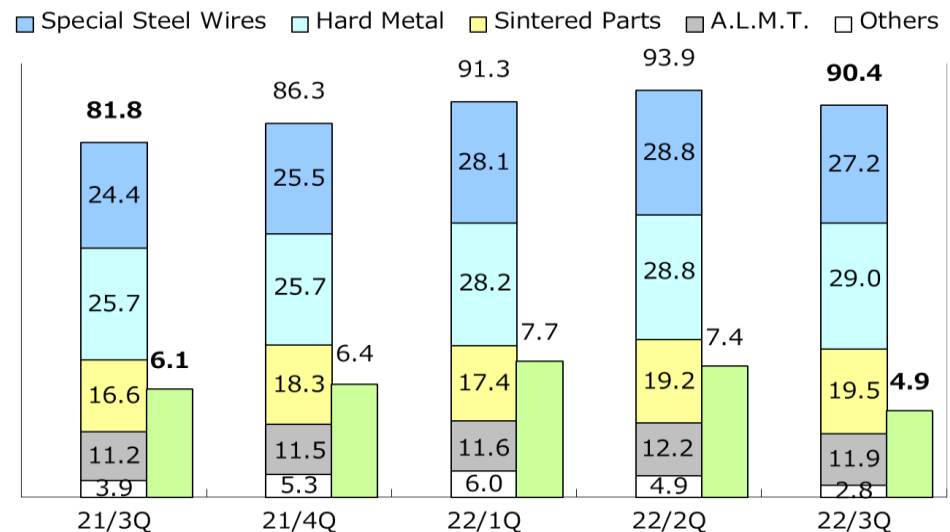


**Environment and Energy**  
**[OP]22/3Q : 8.8 billion yen**  
**((2.8) billion yen from 21/3Q)**

- (+) Increase in number of overseas power cable projects
- (-) Copper price impact: Sales ¥(6.2) bn
- (-) OP ¥(2.9) bn
- (-) Soaring energy costs

**Industrial Materials and Others**  
**[OP]22/3Q : 4.9 billion yen**  
**((1.1) billion yen from 21/3Q)**

- (+) Increase in order volume of carbide tools
- (+) Forex impact
- (-) Soaring energy costs



# 1-5. BS as of FY2022 3rd Quarter end

¥ bn	FY21/4Q Atual①	FY22/3Q Actual②	Difference ② - ①	¥ bn	FY21/4Q Actual①	FY22/3Q Actual②	Difference ② - ①
Cash and Time Deposits	259.6	<b>293.8</b>	+34.2	Trade Payables	445.0	<b>451.8</b>	+6.8
Trade Receivables	814.7	<b>797.4</b>	(17.3)	Interest Bearing Debt	859.8	<b>954.7</b>	+94.9
Inventories	844.8	<b>927.1</b>	+82.3	Other	449.7	<b>453.0</b>	+3.4
Property, Plant and Equipment	1,026.8	<b>1,050.9</b>	+24.1	Total Liabilities	1,754.5	<b>1,859.5</b>	+105.0
Investment Securities	443.9	<b>470.6</b>	+26.7	Common Stock and Capital Surplus	270.3	<b>270.2</b>	(0.1)
Other	417.6	<b>429.2</b>	+11.6	Retained Earnings	1,346.2	<b>1,363.3</b>	+17.1
				Other	436.5	<b>476.1</b>	+39.6
				Total Net Assets	2,052.9	<b>2,109.5</b>	+56.6
Total Assets	3,807.4	<b>3,969.0</b>	+161.6	Total Liabilities and Net Assets	3,807.4	<b>3,969.0</b>	+161.6

## 2-1. FY2022 forecasts (PL)

¥bn	FY2021 Actual <sup>①</sup>	FY2022 Previous Plan <sup>②</sup>	FY2022 Revised Plan <sup>③</sup>	Growth ③ - ①	Difference ③ - ②
Net Sales	3,367.9	4,000.0	<b>4,000.0</b>	+632.1	0.0
Operating Profit	122.2	160.0	<b>160.0</b>	+37.8	0.0
Ordinary Income	138.2	163.0	<b>163.0</b>	+24.8	0.0
Profit Attributable to Owners of the Parent	96.3	100.0	<b>100.0</b>	+3.7	0.0
Dividend(¥/share)	50	50	<b>50</b>	0.0	0.0
		(2nd half)	(4Q)		
USD	¥112	¥130	¥130		
EUR	¥131	¥135	¥140		
Copper	¥1136k/t	¥1100k/t	¥1150k/t		

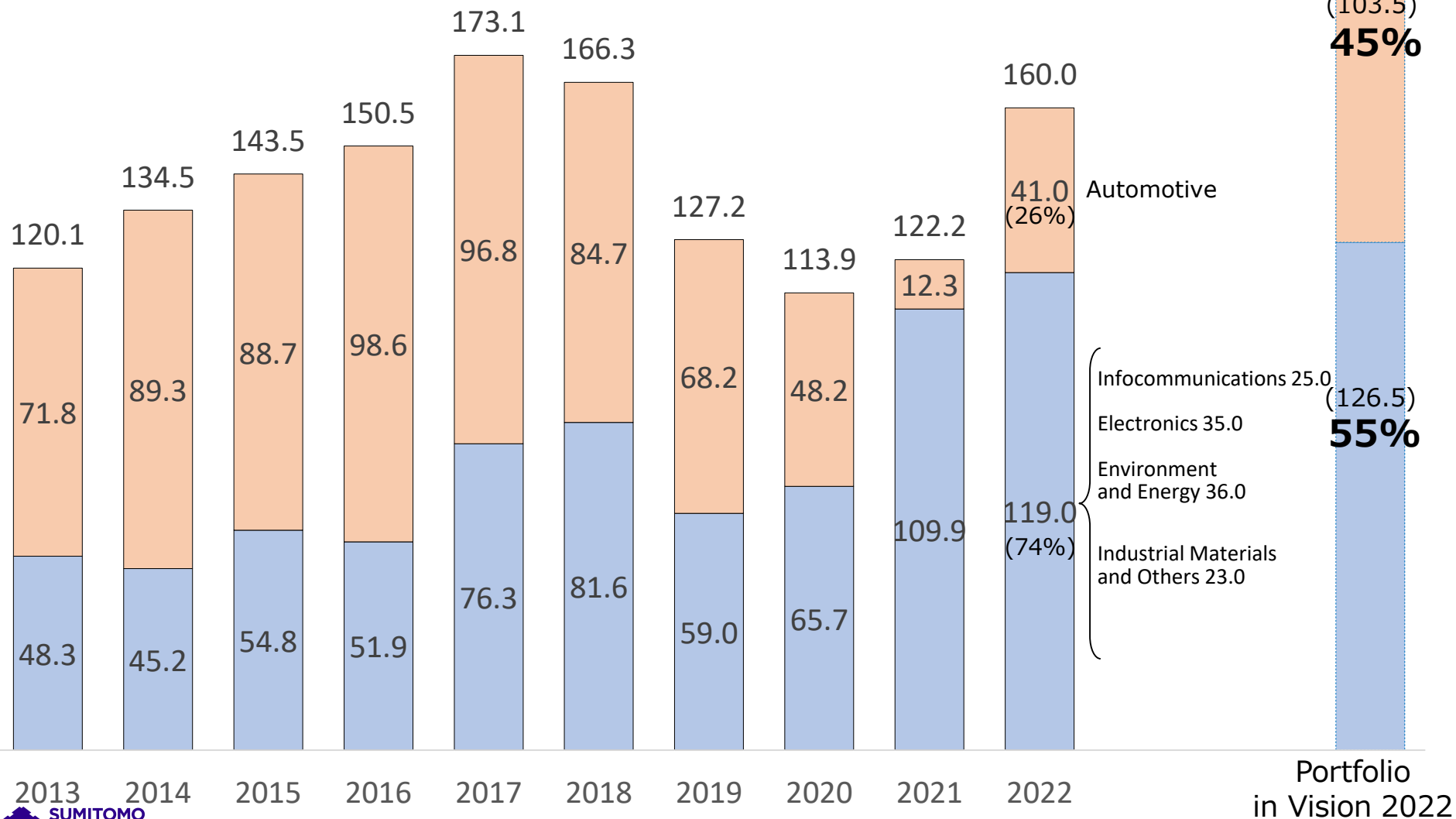
## 2-2. Sales and OP by segment

	FY2021		FY2022		FY2022		Growth		Difference	
	Actual <sup>①</sup>		Previous Plan <sup>②</sup>		Revised Plan <sup>③</sup>		③ - ①		③ - ②	
	¥bn	Sales	OP	Sales	OP	Sales	OP	Sales	OP	Sales
Automotive	1,754.2	12.3	2,170.0	39.0	<b>2,170.0</b>	<b>41.0</b>	+415.8	+28.7	0.0	+2.0
Info-communications	239.2	23.4	260.0	26.0	<b>250.0</b>	<b>25.0</b>	+10.9	+1.6	(10.0)	(1.0)
Electronics	292.5	19.8	350.0	27.0	<b>370.0</b>	<b>35.0</b>	+77.5	+15.2	+20.0	+8.0
Environment and Energy	833.4	44.0	950.0	39.0	<b>940.0</b>	<b>36.0</b>	+106.6	(8.0)	(10.0)	(3.0)
Industrial Materials and Others	327.9	23.0	380.0	29.0	<b>370.0</b>	<b>23.0</b>	+42.1	+0.0	(10.0)	(6.0)
<b>Total</b>	<b>3,367.9</b>	<b>122.2</b>	<b>4,000.0</b>	<b>160.0</b>	<b>4,000.0</b>	<b>160.0</b>	<b>+632.1</b>	<b>+37.8</b>	<b>0.0</b>	<b>0.0</b>

※Differences between the aggregate of all segments and Total are consolidated eliminations.

# 3. OP portfolio

(¥bn)

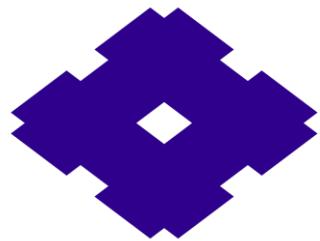


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