

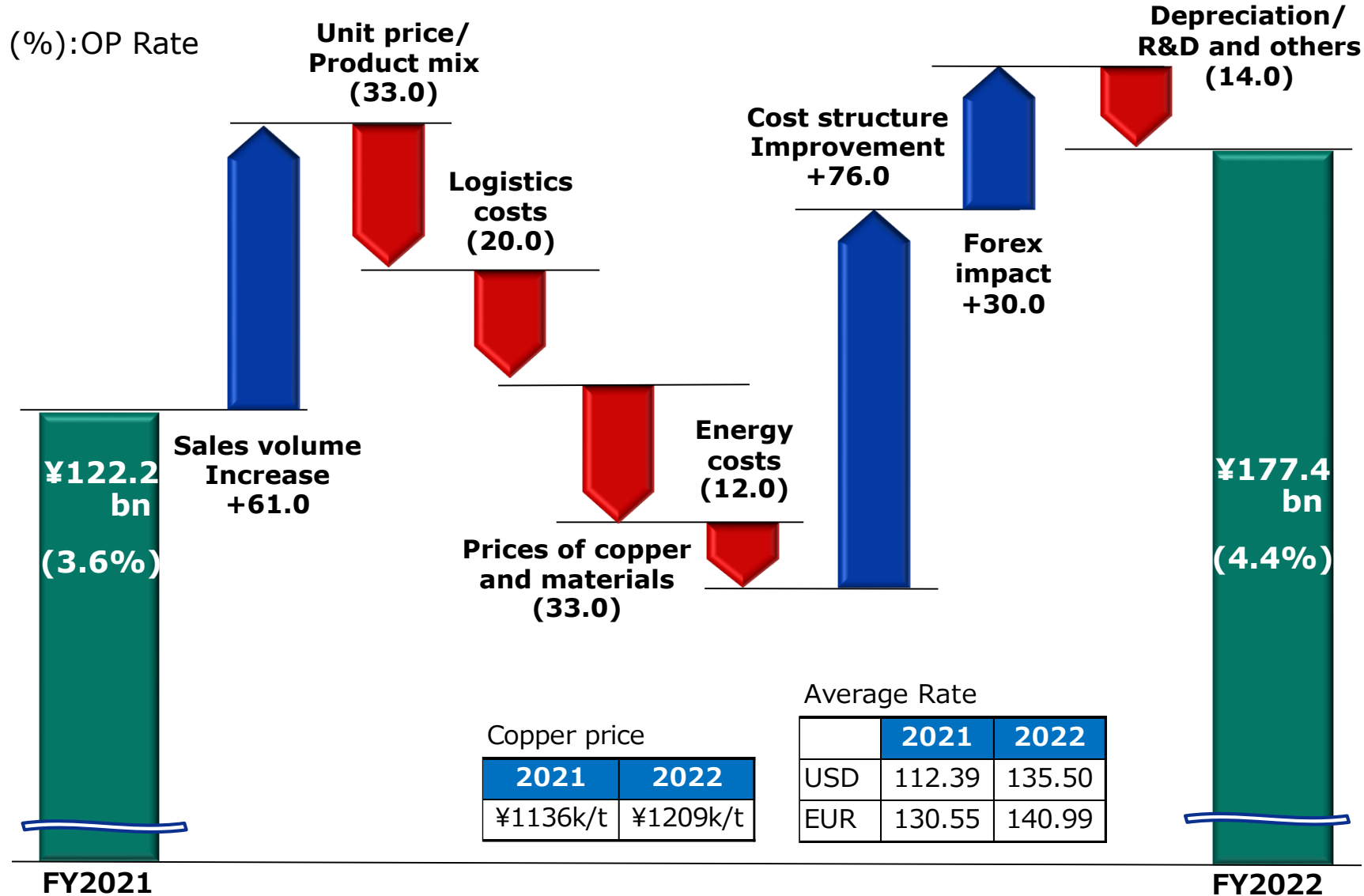
# **Supplementary Sheet for the fiscal year ended March 31, 2023**

Sumitomo Electric Industries, Ltd.  
May 12, 2023

# 1-1. FY2022 Results (PL)

	¥bn	FY2021 Actual <sup>①</sup>	FY2022 Revised Plan <sup>②</sup>	<b>FY2022 Actual<sup>③</sup></b>	Growth ③-①	Difference ③-②
Net Sales		3,367.9	4,000.0	<b>4,005.6</b>	+637.7	+5.6
Operating Profit		122.2	160.0	<b>177.4</b>	+55.2	+17.4
Share of profit of investments accounted for using equity method		20.6		<b>11.5</b>	(9.1)	
Interest expenses		(5.6)		<b>(16.1)</b>	(10.5)	
Other Non-Operating Income/Expenses		0.9		<b>0.5</b>	(0.4)	
Ordinary Income		138.2	163.0	<b>173.3</b>	+35.2	+10.3
Extraordinary Income or Loss		21.8		<b>23.1</b>	+1.4	
Profit before Income Taxes		159.9		<b>196.5</b>	+36.6	
Taxes and Profit Attributable to Non-Controlling Interests		(63.6)		<b>(83.8)</b>	(20.2)	
Profit Attributable to Owners of the Parent		96.3	100.0	<b>112.7</b>	+16.3	+12.7

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



# 1-3. Sales and OP by Segment

¥ bn	FY2021 Actual <sup>①</sup>		FY2022 Revised Plan <sup>②</sup>		FY2022 Actual <sup>③</sup>		Growth ③ - ①		Difference ③ - ②	
	Sales	OP	Sales	OP	Sales	OP	Sales	OP	Sales	OP
Environment and Energy	833.4	44.0	940.0	36.0	<b>928.2</b>	<b>37.9</b>	+94.8	(6.1)	(11.8)	+1.9
Infocommunications	239.2	23.4	250.0	25.0	<b>250.3</b>	<b>21.9</b>	+11.2	(1.5)	+0.3	(3.1)
Automotive	1,754.2	12.3	2,170.0	41.0	<b>2,186.8</b>	<b>55.7</b>	+432.7	+43.5	+16.8	+14.7
Electronics	292.5	19.8	370.0	35.0	<b>366.0</b>	<b>38.3</b>	+73.5	+18.5	(4.0)	+3.3
Industrial Materials and Others	327.9	23.0	370.0	23.0	<b>363.3</b>	<b>24.0</b>	+35.4	+1.0	(6.7)	+1.0
<b>Total</b>	<b>3,367.9</b>	<b>122.2</b>	<b>4,000.0</b>	<b>160.0</b>	<b>4,005.6</b>	<b>177.4</b>	<b>+637.7</b>	<b>+55.2</b>	<b>+5.6</b>	<b>+17.4</b>

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

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

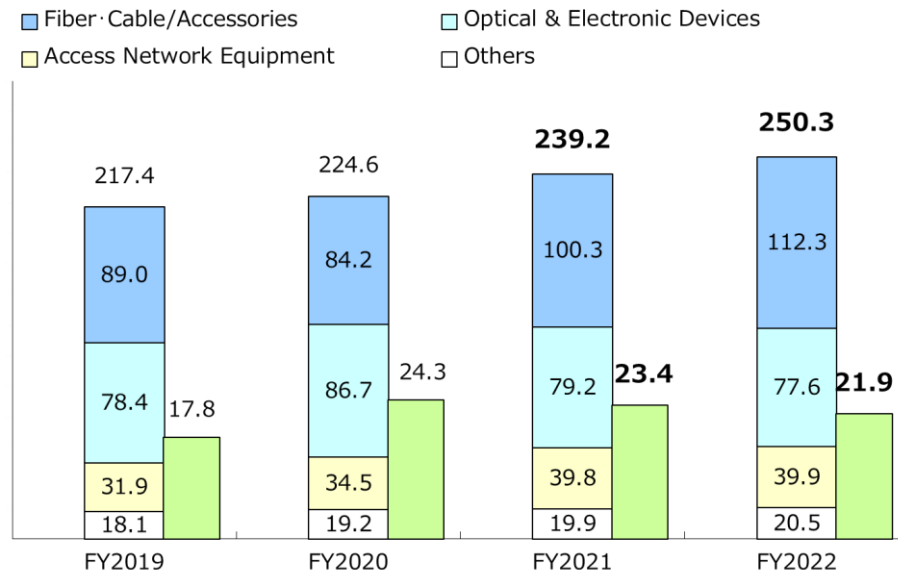
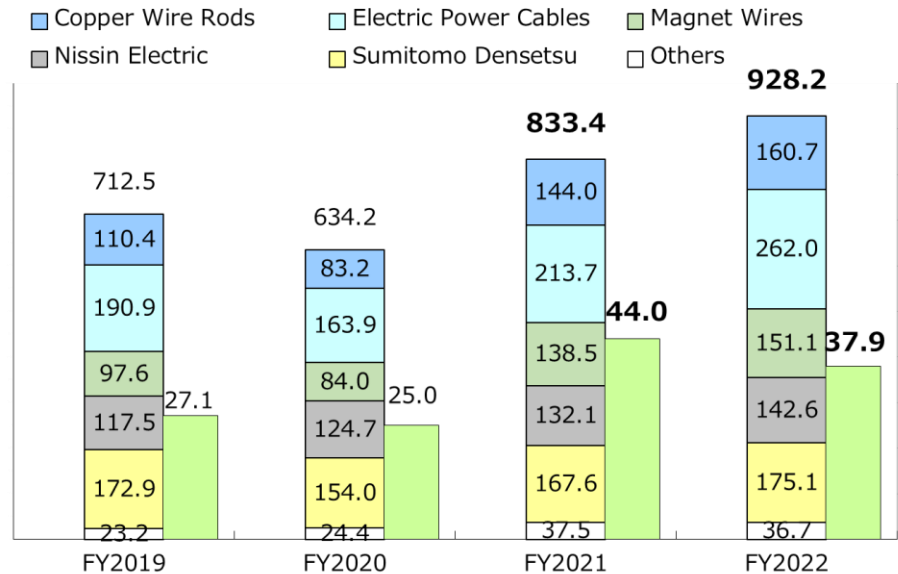
**Environment and Energy**  
**[OP]FY2022 : 37.9 billion yen**  
**((6.1) billion yen from FY2021)**

- (+) Increase in power cable, nissin, densetsu
- (-) Copper price impact: Sales ¥37.2 bn
- (-) OP ¥(4.9) bn
- (-) Soaring material and energy costs

**Infocommunications**  
**[OP]FY2022 : 21.9 billion yen**  
**((1.5) billion yen from FY2021)**

- (+) Forex impact
- (-) Decrease in data center related investments and inventory adjustment on customers
- (-) Soaring energy costs

Left : Sales Right : OP (¥bn)



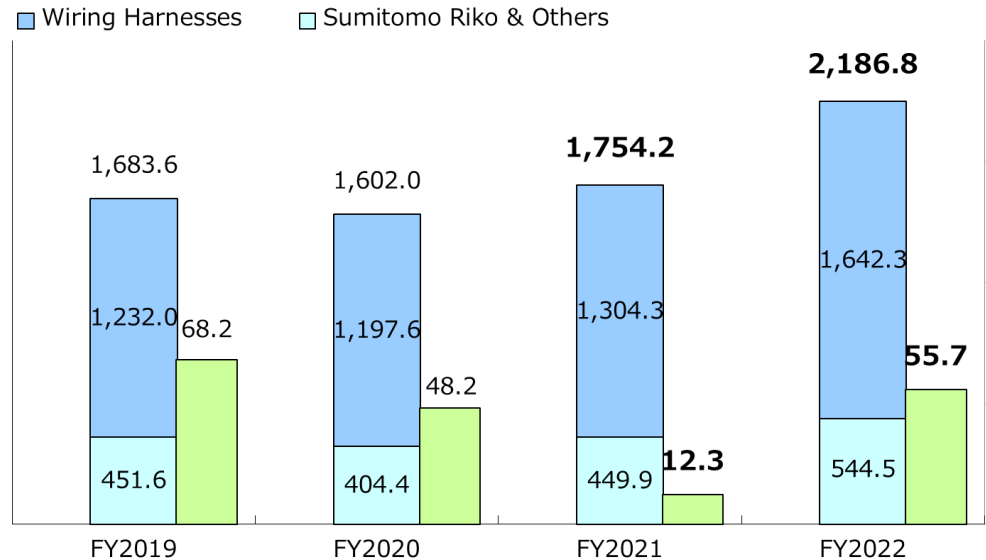
# 1-4. OP variation factors and performance trends by segment

## Automotive

**[OP]FY2022 : 55.7 billion yen (+43.5 billion yen from FY2021)**

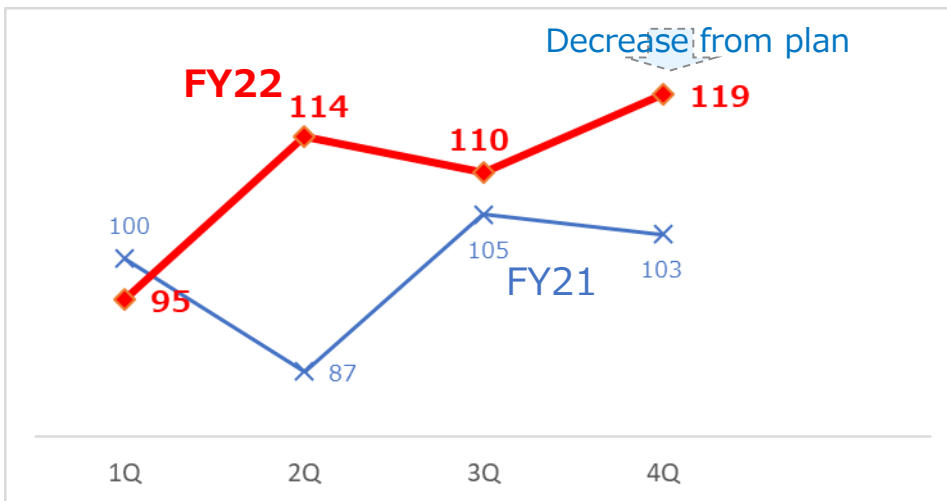
- (+) Increase in sales volume of Wiring Harnesses and Sumitomo Riko
- (+) Improve productivity
- (+) Price shifting of abnormal costs

Left : Sales Right : OP (¥bn)



## Harness order volume

\*Indexed with 21/1Q as 100



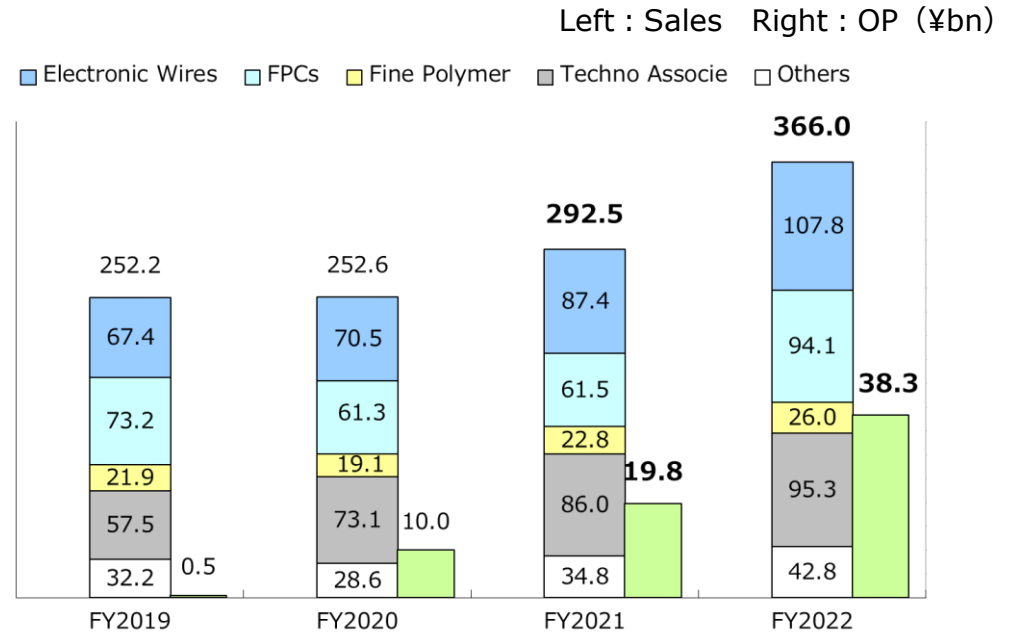
Although 22/4Q Order volume was lower than planned, reduction volume is getting smaller.

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

## Electronics

**[OP]FY2022 : 38.3 billion yen (+18.5 billion yen from FY2021)**

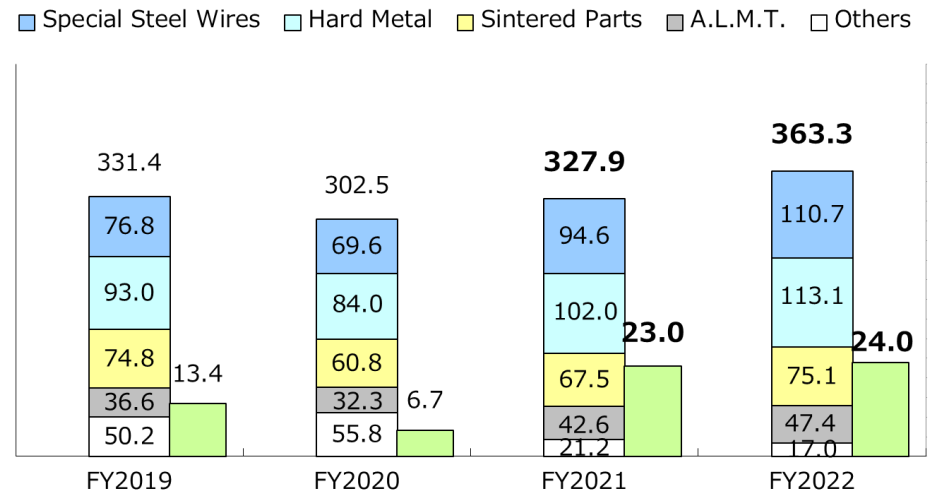
- (+) Capturing the demand for FPCs and Electronic Wires
- (+) Improve productivity
- (+) Forex impact



## Industrial Materials and Others

**[OP]FY2022 : 24.0 billion yen ((1.0) billion yen from FY2021)**

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



# 1-5. BS as of FY2022 end

	FY2021	FY2022	Difference		FY2021	FY2022	Difference
¥ bn	Atual①	Actual②	②-①	¥ bn	Actual①	Actual②	②-①
Cash and Time Deposits	259.6	<b>283.4</b>	23.8	Trade Payables	445.0	<b>446.0</b>	+1.0
Trade Receivables	814.7	<b>875.6</b>	61.0	Interest Bearing Debt	859.8	<b>960.4</b>	+100.6
Inventories	844.8	<b>851.2</b>	6.4	Other	449.7	<b>495.9</b>	+46.2
Property, Plant and Equipment	1,026.8	<b>1,062.8</b>	36.0	Total Liabilities	1,754.5	<b>1,902.2</b>	+147.7
Investment Securities	443.9	<b>503.8</b>	59.9	Total Shareholders' Equity	1,595.7	<b>1,628.8</b>	+33.1
Other	417.6	<b>436.2</b>	18.5	Total Accumulated Other Comprehensive Income	174.1	<b>271.1</b>	+97.0
				Non-Controlling Interests	283.2	<b>210.9</b>	(72.2)
				Total Net Assets	2,052.9	<b>2,110.8</b>	+57.9
Total Assets	3,807.4	<b>4,013.0</b>	205.6	Total Liabilities and Net Assets	3,807.4	<b>4,013.0</b>	+205.6
				OP ROIC	4.5%	5.9%	
				Pre-tax ROIC	5.8%	6.6%	
				ROE	5.7%	6.1%	



# 1-6. Statement of Cash Flows

	¥ bn	FY2021 Actual <sup>①</sup>	FY2022 Actual <sup>②</sup>	Difference ② – ①
Profit before Income Taxes		159.9	<b>196.5</b>	+36.6
Depreciation and Amortization		180.5	<b>196.0</b>	+15.5
Changes in Working Capital		△189.2	△ <b>22.0</b>	+167.2
Other		△75.2	△ <b>105.3</b>	(30.1)
Cash Flows from Operating Activities		76.0	<b>265.2</b>	+189.2
Cash Flows from Investing Activities		△165.4	△ <b>147.8</b>	+17.6
Free Cash Flow		△89.4	<b>117.4</b>	+206.8
Cash Flows from Financing Activities		82.8	△ <b>98.3</b>	(181.1)
Other		10.7	<b>4.8</b>	(5.9)
Increase(Decrease) in Cash and Cash Equivalents		4.1	<b>23.9</b>	+19.8
Cash and Cash Equivalents at the End of Year		255.5	<b>279.4</b>	+23.9

## 2-1. FY2023 Forecasts (PL)

	¥bn	FY2022	FY2023		Growth	FY2025
		Actual	1H Plan	Annual Plan		25M Plan
Net Sales		4,005.6	1,950.0	<b>4,100.0</b>	+94.4	<b>4,400.0</b>
Operating Profit		177.4	50.0	<b>180.0</b>	+2.6	<b>250.0</b>
Ordinary Income		173.3	44.0	<b>170.0</b>	(3.3)	
Profit Attributable to Owners of the Parent		112.7	22.0	<b>100.0</b>	(12.7)	
Dividend(¥/share)		50	25	<b>50</b>	0.0	
	USD	¥136		¥130		
	EUR	¥141		¥140		
	Copper	¥1209k/t		¥1200k/t		

## 2-2. Sales and OP by Segment

	FY2022		FY2023				Difference		25M	
	Actual①		1HPlan		Annual Plan②		②-①		FY2025 Plan	
	Sales	OP	Sales	OP	Sales	OP	Sales	OP	Sales	OP
Environment and Energy	928.2	37.9	450.0	8.0	<b>960.0</b>	<b>38.0</b>	+31.8	+0.1	<b>1,020.0</b>	<b>50.0</b>
Infocommunications	250.3	21.9	110.0	0.0	<b>230.0</b>	<b>6.0</b>	(20.3)	(15.9)	<b>280.0</b>	<b>25.0</b>
Automotive	2,186.8	55.7	1,100.0	20.0	<b>2,300.0</b>	<b>85.0</b>	+113.2	+29.3	<b>2,500.0</b>	<b>110.0</b>
Electronics	366.0	38.3	160.0	11.0	<b>340.0</b>	<b>22.0</b>	(26.0)	(16.3)	<b>360.0</b>	<b>30.0</b>
Industrial Materials and Others	363.3	24.0	180.0	11.0	<b>370.0</b>	<b>29.0</b>	+6.7	+5.0	<b>390.0</b>	<b>35.0</b>
<b>Total</b>	<b>4,005.6</b>	<b>177.4</b>	<b>1,950.0</b>	<b>50.0</b>	<b>4,100.0</b>	<b>180.0</b>	<b>+94.4</b>	<b>+2.6</b>	<b>4,400.0</b>	<b>250.0</b>

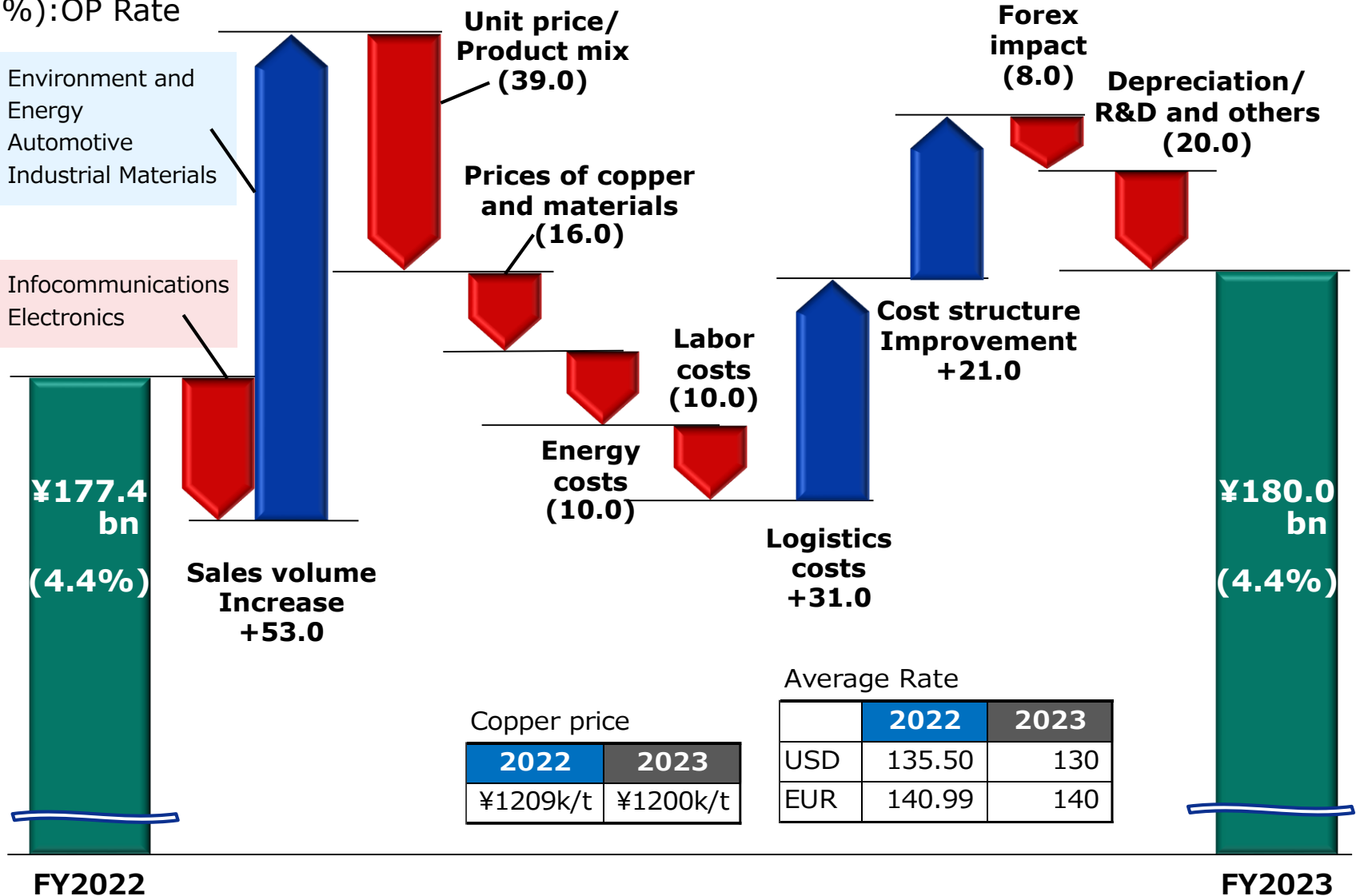
※Differences between the aggregate of all segments and Total are consolidated eliminations.

# 2-3. OP variation factors from FY2022 to FY2023

(%):OP Rate

- Environment and Energy
- Automotive
- Industrial Materials

- Infocommunications
- Electronics



Copper price

	2022	2023
	¥1209k/t	¥1200k/t

Average Rate

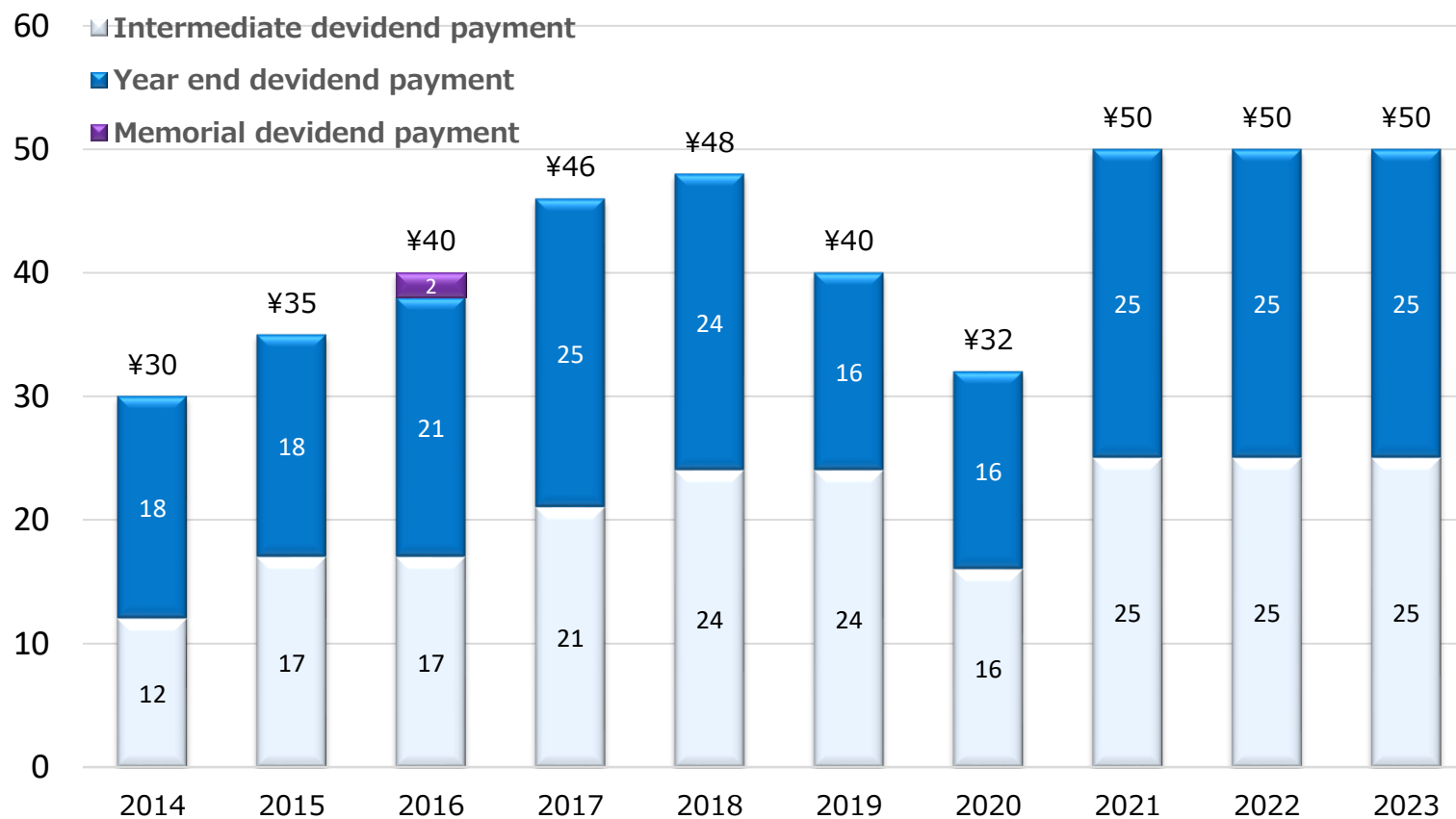
	2022	2023
USD	135.50	130
EUR	140.99	140

FY2022

FY2023

# 3. Dividend

(¥/share)

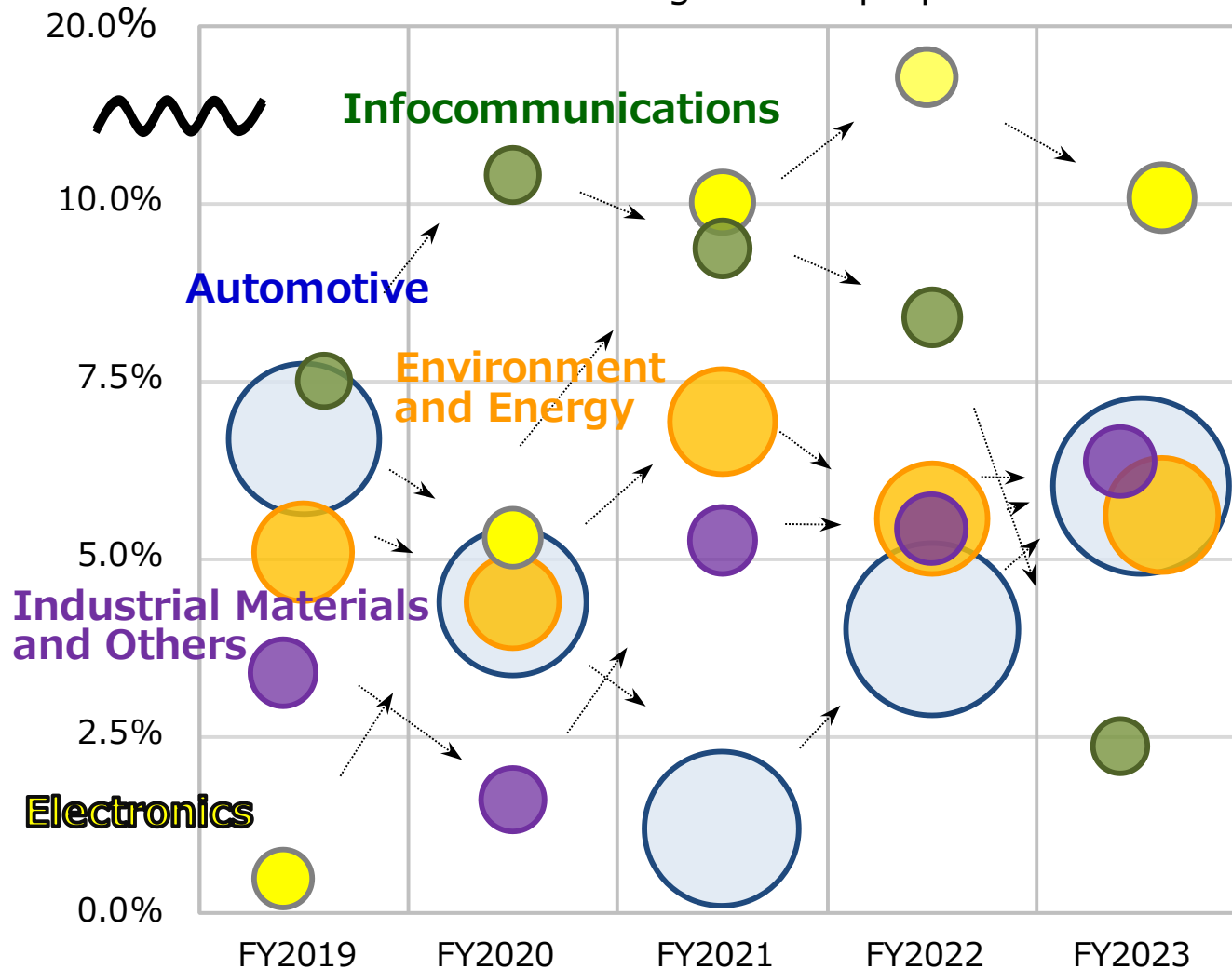


Earnings per share (Yen)  
Dividend Payout Ratio

Earnings per share (Yen)	151.00	114.73	137.61	154.29	151.38	93.24	72.25	123.49	144.45	128.23
Dividend Payout Ratio	19.9%	30.5%	29.1%	29.8%	31.7%	42.9%	44.3%	40.5%	34.6%	39.0%

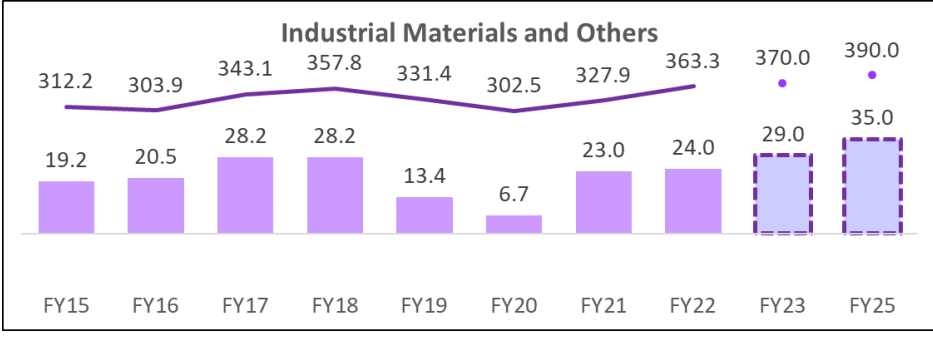
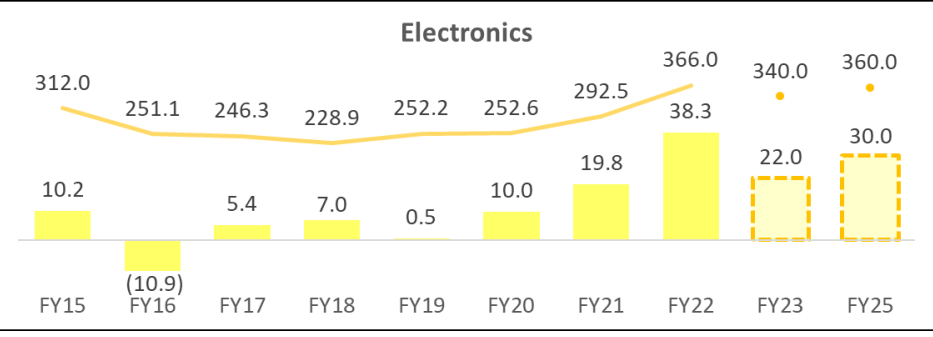
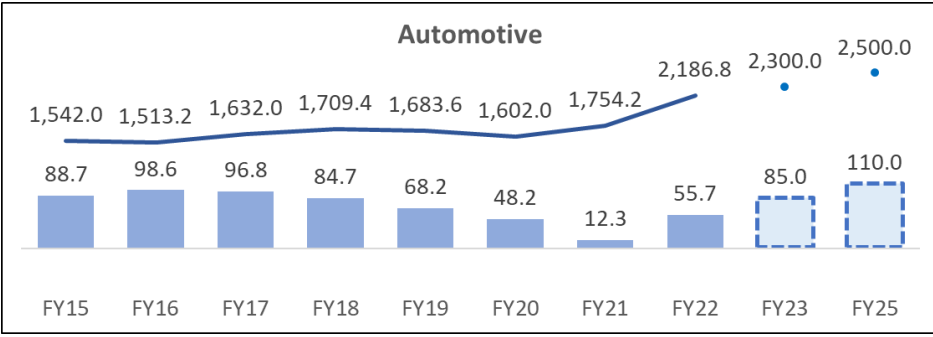
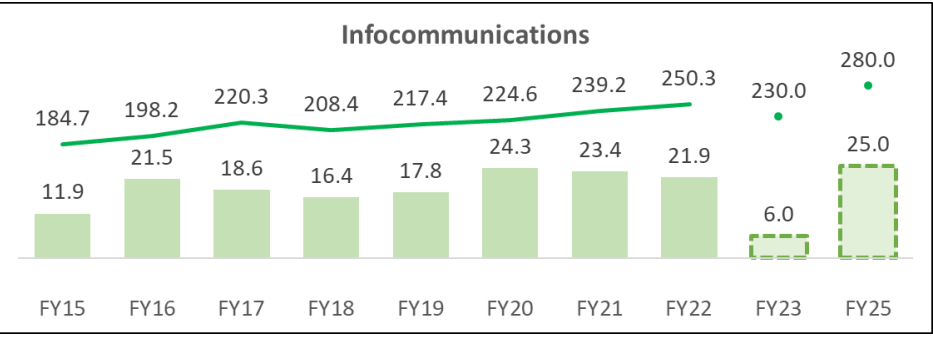
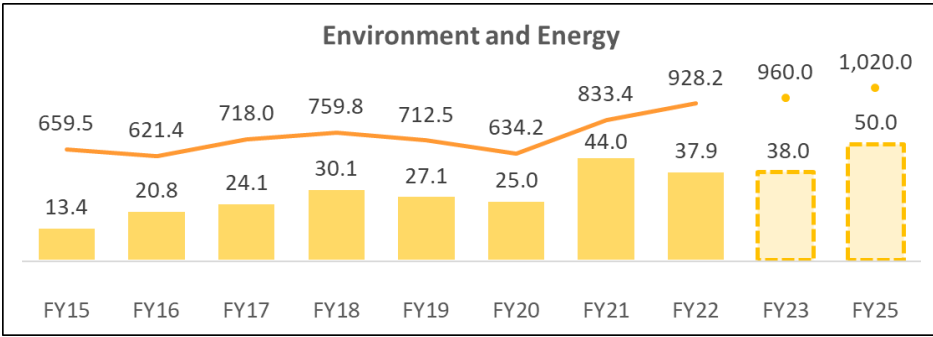
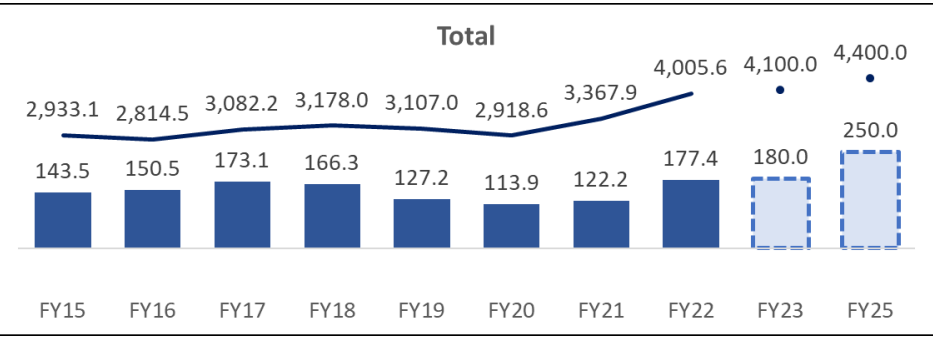
# (Reference) ROIC by Segment

\* The areas of the figures are proportional to sales



	FY2019	FY2020	FY2021	FY2022	FY2023
OP ROIC	5.4%	4.6%	4.5%	5.9%	6.0%
Pre-tax ROIC	5.6%	4.4%	5.8%	6.6%	5.6%

# (Reference) Annual Sales and OP



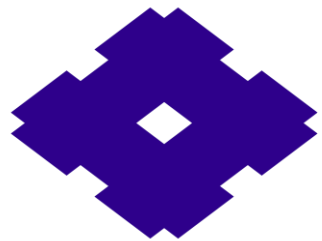
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