

# **Supplementary Sheet for the 3rd Quarter of FY2023**

Sumitomo Electric Industries, Ltd.  
February 5, 2024

# 1-1. FY2023 3rd Quarter results (PL) 9 months cumulative total

	¥bn	FY2022 1Q-3Q ①	FY2023 1Q-3Q ②	Difference ②-①	FY2023 Annual Plan (announced in November, 2023)
Net Sales		2,912.0	<b>3,221.9</b>	+310.0	4,300.0
Operating Profit		94.8	<b>148.3</b>	+53.5	200.0
Share of profit of investments accounted for using equity method		12.7	<b>14.5</b>	+1.9	
Interest expenses		(10.3)	<b>(21.3)</b>	(11.1)	
Other Non-Operating Income/Expenses		3.9	<b>(2.1)</b>	(6.0)	
Ordinary Income		101.1	<b>139.4</b>	+38.3	183.0
Extraordinary Income or Loss		6.9	<b>(4.5)</b>	(11.4)	
Profit before Income Taxes		108.0	<b>134.9</b>	+26.9	
Taxes and Profit Attributable to Non-Controlling Interests		(52.5)	<b>(57.8)</b>	(5.3)	
Profit Attributable to Owners of the Parent		55.6	<b>77.2</b>	+21.6	110.0

Record-high in Net Sales, Operating Profit, Ordinary Income

# 1-1. FY2023 3rd Quarter results (PL)

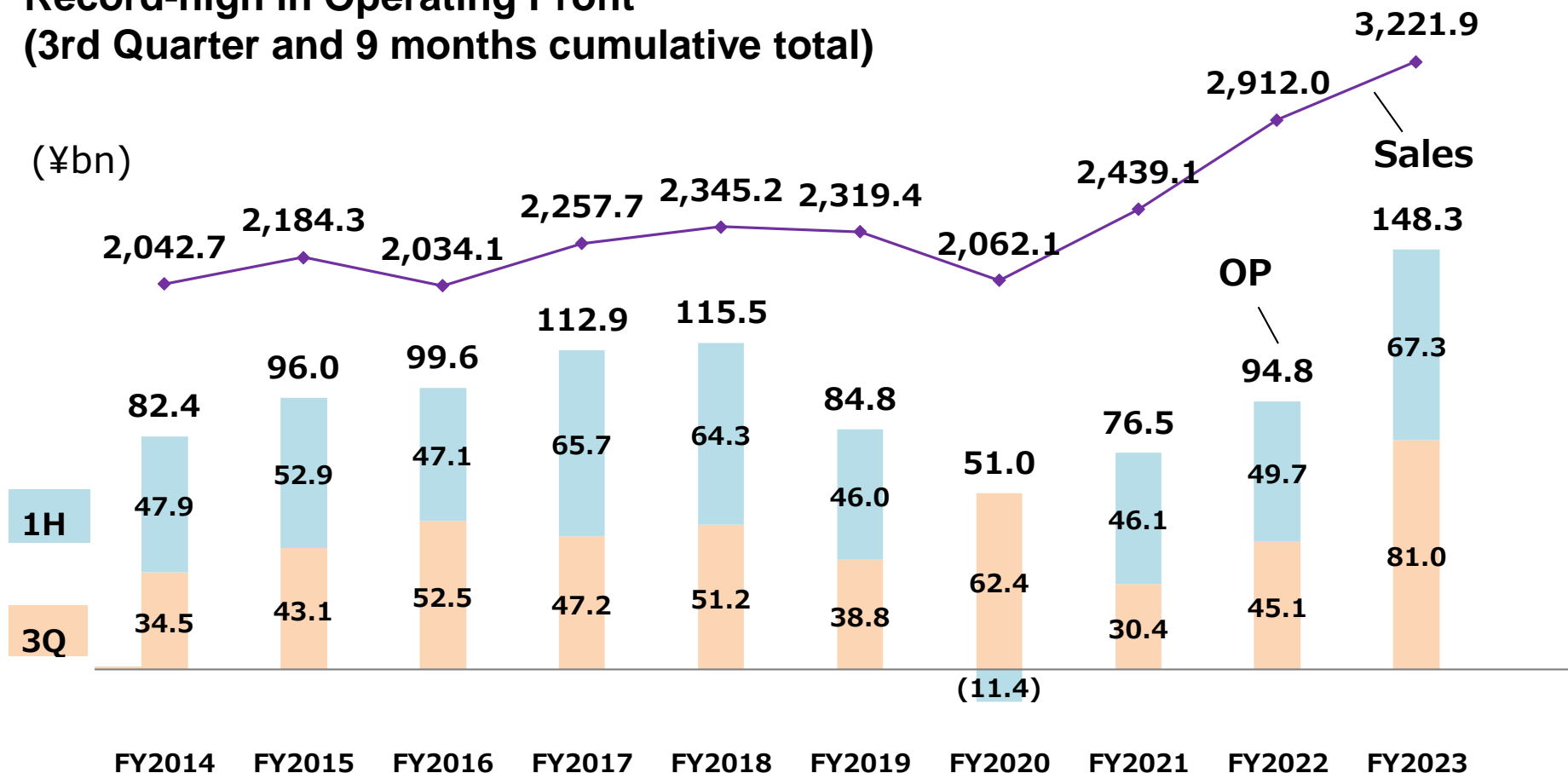
	¥bn	FY2022 3Q ①	FY2023 3Q ②	Difference ②-①	FY2023 2H Plan (announced in November, 2023)
Net Sales		1,020.9	<b>1,149.8</b>	+128.9	2,227.9
Operating Profit		45.1	<b>81.0</b>	+35.9	132.7
Share of profit of investments accounted for using equity method		2.7	<b>8.2</b>	+5.4	
Interest expenses		(4.7)	<b>(7.4)</b>	(2.8)	
Other Non-Operating Income/Expenses		(3.0)	<b>(3.0)</b>	(0.1)	
Ordinary Income		40.2	<b>78.7</b>	+38.5	122.2
Extraordinary Income or Loss		1.5	<b>(0.3)</b>	(1.8)	
Profit before Income Taxes		41.7	<b>78.4</b>	+36.7	
Taxes and Profit Attributable to Non-Controlling Interests		(21.2)	<b>(27.9)</b>	(6.7)	
Profit Attributable to Owners of the Parent		20.5	<b>50.5</b>	+30.0	83.3

Record-high in Net Sales, Operating Profit, Ordinary Income, Profit Attributable to Owners of the Parent (\* )3Q:3rd quarter

# 1-2. 3rd Quarter Performance Trends

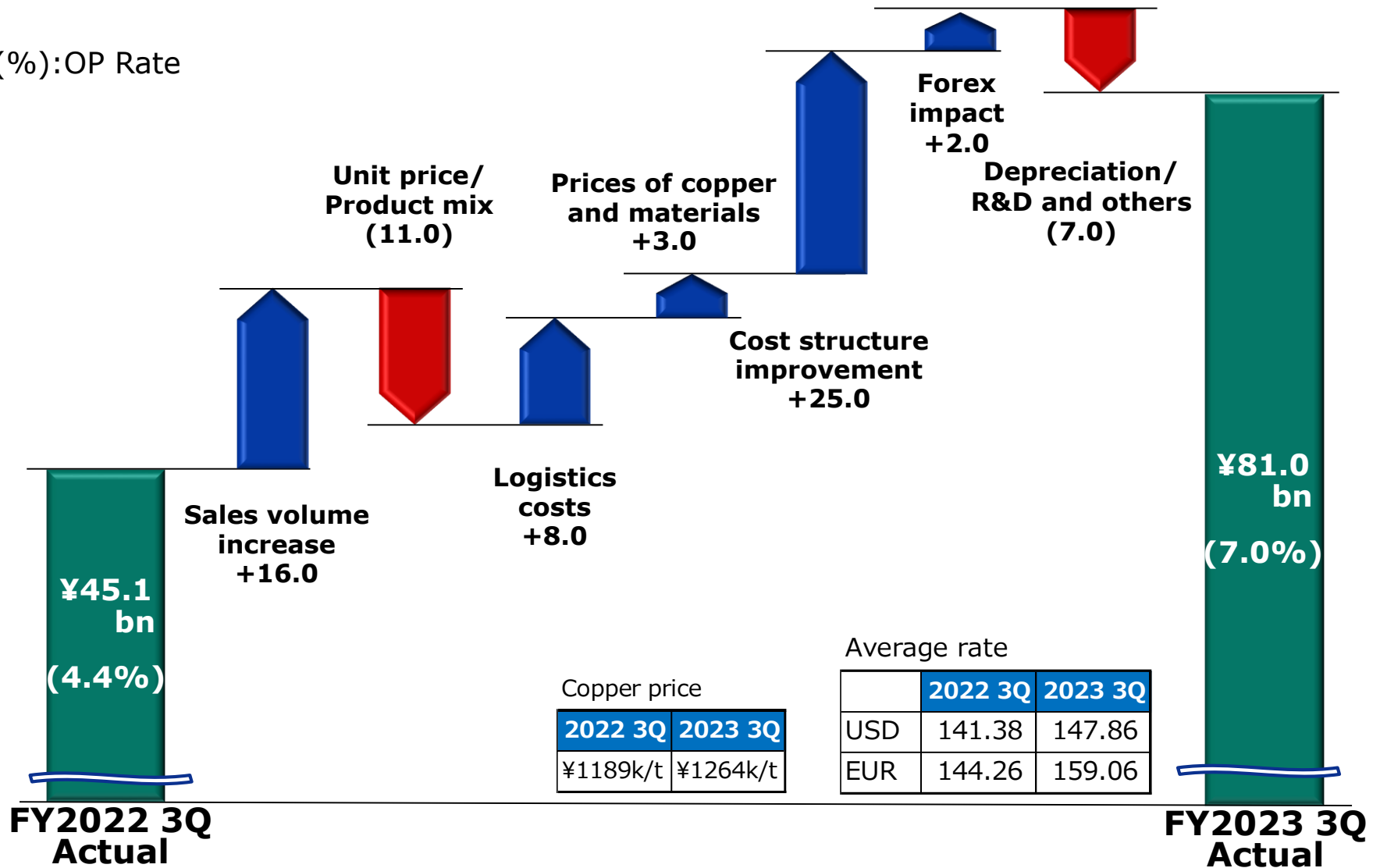
Record-high in Operating Profit  
(3rd Quarter and 9 months cumulative total)

(¥bn)



# 1-3. OP variation factors from FY2022 3Q to FY2023 3Q

(%):OP Rate



Copper price

	2022 3Q	2023 3Q
	¥1189k/t	¥1264k/t

Average rate

	2022 3Q	2023 3Q
USD	141.38	147.86
EUR	144.26	159.06

**FY2022 3Q  
Actual**

**FY2023 3Q  
Actual**

# 1-4. Sales and OP by segment 9 months cumulative total

¥ bn	FY2022		FY2023		Difference		FY2023 Annual Plan (announced in November, 2023)	
	1Q-3Q ①		1Q-3Q ②		② - ①		Sales	OP
	Sales	OP	Sales	OP	Sales	OP		
Environment and Energy	666.2	21.4	<b>698.4</b>	<b>25.7</b>	+32.2	+4.3	970.0	40.0
Infocommunications	183.6	19.1	<b>151.4</b>	<b>(1.6)</b>	(32.2)	(20.7)	220.0	1.0
Automotive	1,575.1	1.3	<b>1,905.5</b>	<b>84.4</b>	+330.4	+83.0	2,500.0	110.0
Electronics	280.1	33.5	<b>270.0</b>	<b>24.9</b>	(10.1)	(8.6)	350.0	24.0
Industrial Materials and Others	275.6	20.0	<b>271.5</b>	<b>14.7</b>	(4.1)	(5.3)	360.0	25.0
<b>Total</b>	<b>2,912.0</b>	<b>94.8</b>	<b>3,221.9</b>	<b>148.3</b>	<b>+310.0</b>	<b>+53.5</b>	<b>4,300.0</b>	<b>200.0</b>

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

# 1-4. Sales and OP by segment

¥ bn	FY2022		FY2023		Difference		FY2023 2H Plan (announced in November, 2023)	
	3Q ①		3Q ②		② - ①		Sales	OP
	Sales	OP	Sales	OP	Sales	OP	Sales	OP
Environment and Energy	231.2	8.8	<b>249.7</b>	<b>13.5</b>	+18.5	+4.7	521.3	27.8
Infocommunications	62.3	6.3	<b>49.0</b>	<b>(0.8)</b>	(13.3)	(7.1)	117.6	1.8
Automotive	558.4	9.3	<b>690.8</b>	<b>52.1</b>	+132.4	+42.8	1,285.4	77.7
Electronics	101.9	15.8	<b>94.4</b>	<b>10.5</b>	(7.5)	(5.4)	174.5	9.5
Industrial Materials and Others	90.4	4.9	<b>91.5</b>	<b>5.7</b>	+1.1	+0.8	180.1	16.0
<b>Total</b>	<b>1,020.9</b>	<b>45.1</b>	<b>1,149.8</b>	<b>81.0</b>	<b>+128.9</b>	<b>+35.9</b>	<b>2,227.9</b>	<b>132.7</b>

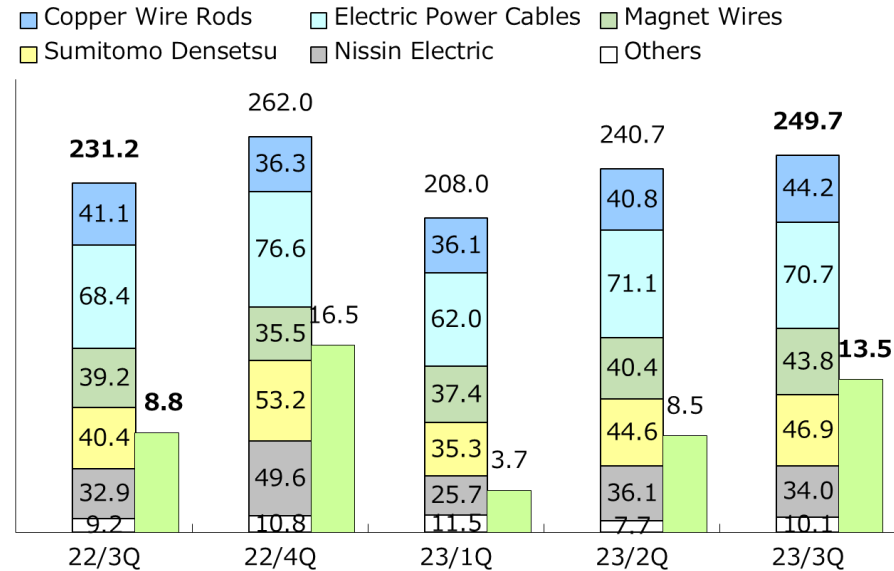
※Differences between the aggregate of all segments and Total are consolidated eliminations.

# 1-5. OP variation factors and performance trends by segment

Left : Sales Right : OP (¥bn)

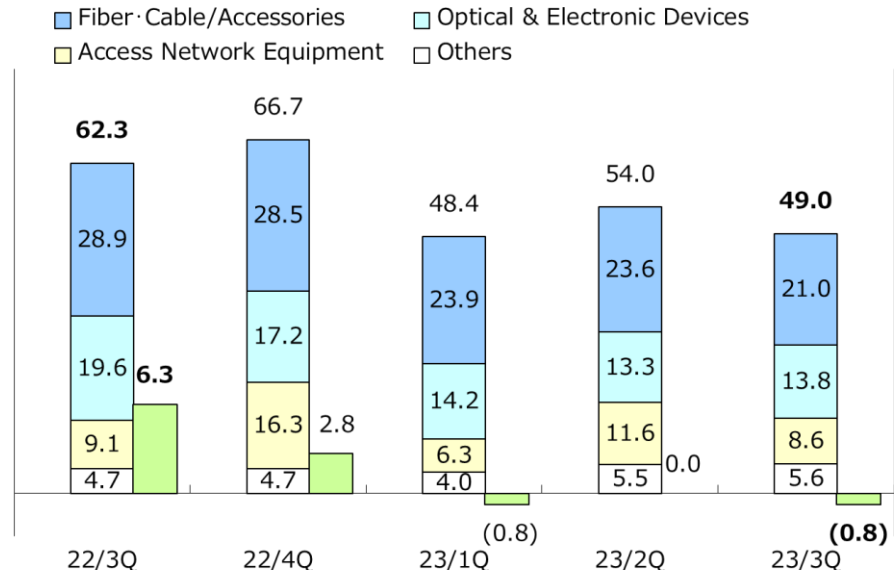
**Environment and Energy**  
**[OP]23/3Q : 13.5 billion yen**  
**(+4.7 billion yen from 22/3Q)**

- (+) Increase in number of power cable
- (+) Increase in order volume of rectangular magnet wires for xEV
- (+) Copper price impact : Sales ¥8.4 bn
- (+) OP ¥2.3 bn



**Infocommunications**  
**[OP]23/3Q : (0.8) billion yen**  
**((7.1) billion yen from 22/3Q)**

- (-) Decrease in optical fiber·cable and GaN devices due to restrained investment and inventory adjustment by data centers and telecom carriers





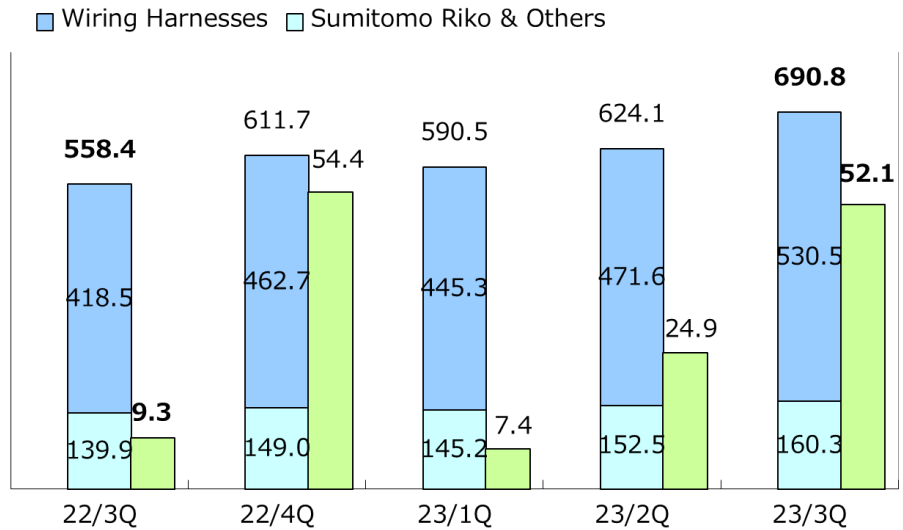
# 1-5. OP variation factors and performance trends by segment

Left : Sales Right : OP (¥bn)

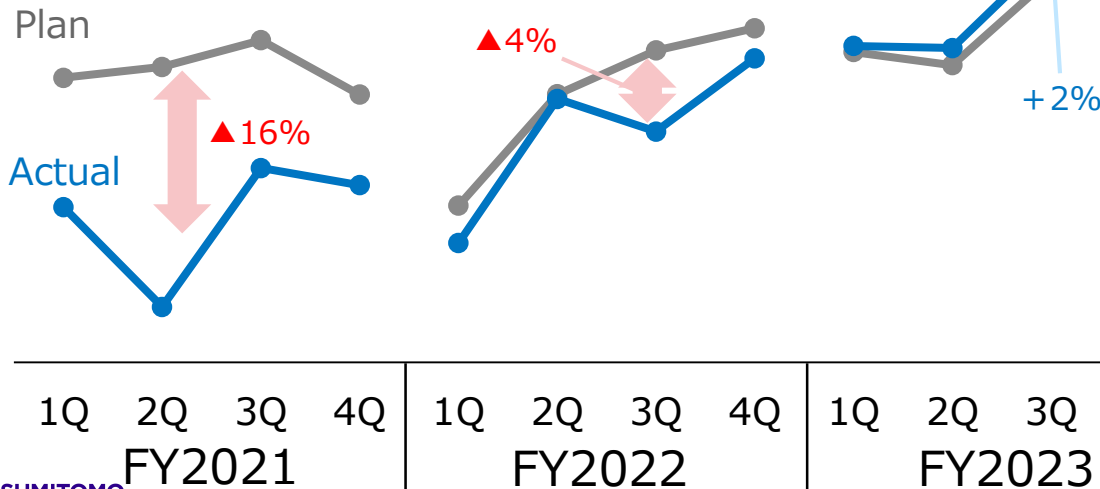
## Automotive

**[OP]23/3Q : 52.1 billion yen (+42.8 billion yen from 22/3Q)**

- (+) Increase in sales volume of Wiring Harnesses and Sumitomo Riko
- (+) Cost reduction through productivity improvement
- (+) Decline in sea freight to North America



## Harness order volume



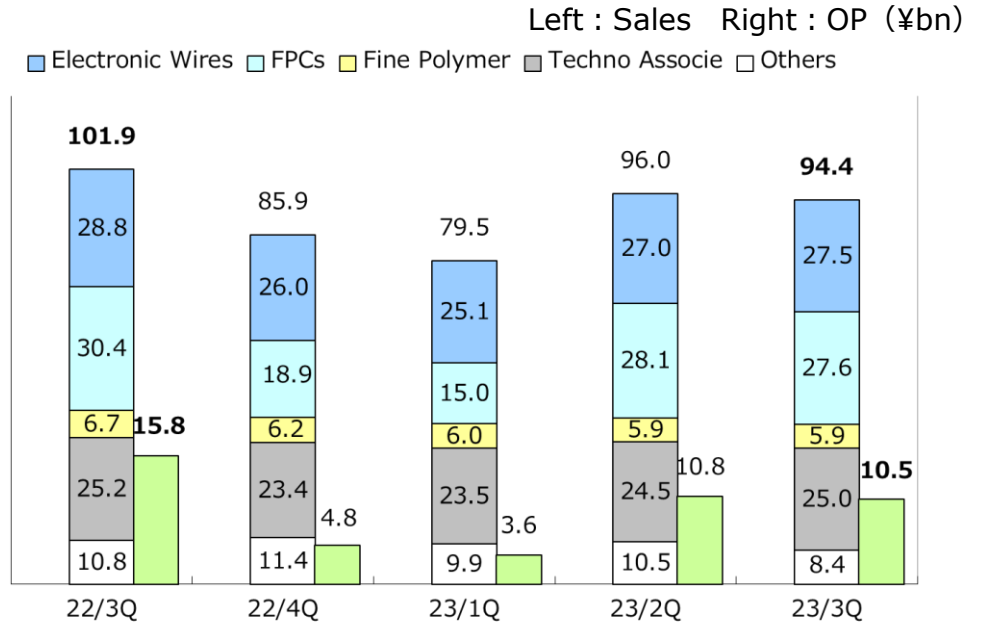
As reduction volume from the plan is getting smaller, order volume of 23/3Q exceeded the plan.

Order volume increased by +21% yoy in 23/3Q.

# 1-5. OP variation factors and performance trends by segment

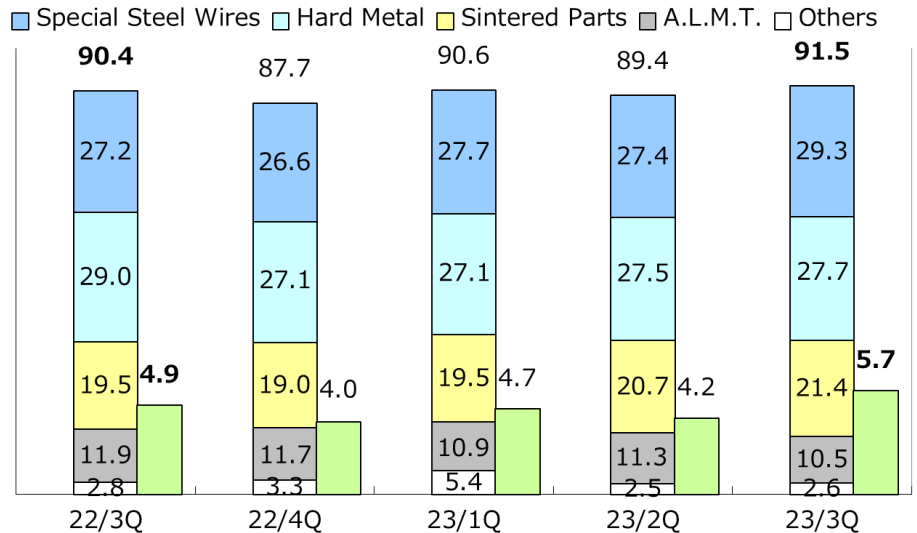
**Electronics**  
**[OP]23/3Q : 10.5 billion yen**  
**((5.4) billion yen from 22/3Q)**

- (-) Decrease in volume of FPCs and electronic wires
- (-) Rising labor costs



**Industrial Materials and Others**  
**[OP]23/3Q : 5.7 billion yen**  
**(+0.8 billion yen from 22/3Q)**

- (+) Increase in volume of PC steel wires
- (+) Increase in volume of Sintered parts for automobile
- (-) Decrease in volume of carbide tools in China



# 1-6. BS as of FY2023 3rd Quarter end

	¥ bn	FY22/4Q Atual①	FY23/3Q Actual②	Difference ② - ①		¥ bn	FY22/4Q Actual①	FY23/3Q Actual②	Difference ② - ①
Cash and Time Deposits		283.4	<b>308.4</b>	+25.0	Trade Payables		446.0	<b>482.9</b>	+37.0
Trade Receivables		875.6	<b>856.3</b>	(19.3)	Interest Bearing Debt		960.4	<b>929.8</b>	(30.6)
Inventories		851.2	<b>899.8</b>	+48.5	Other		495.9	<b>564.4</b>	+68.5
Property, Plant and Equipment		1,062.8	<b>1,078.1</b>	+15.3	Total Liabilities		1,902.2	<b>1,977.1</b>	+74.9
Investment Securities		503.8	<b>615.8</b>	+112.0	Total Shareholders' Equity		1,628.8	<b>1,665.5</b>	+36.7
Other		436.2	<b>462.6</b>	+26.5	Total Accumulated Other Comprehensive Income		271.1	<b>363.7</b>	+92.7
					Non-Controlling Interests		210.9	<b>214.7</b>	+3.8
					Total Net Assets		2,110.8	<b>2,244.0</b>	+133.2
Total Assets		4,013.0	<b>4,221.1</b>	+208.1	Total Liabilities and Net Assets		4,013.0	<b>4,221.1</b>	+208.1

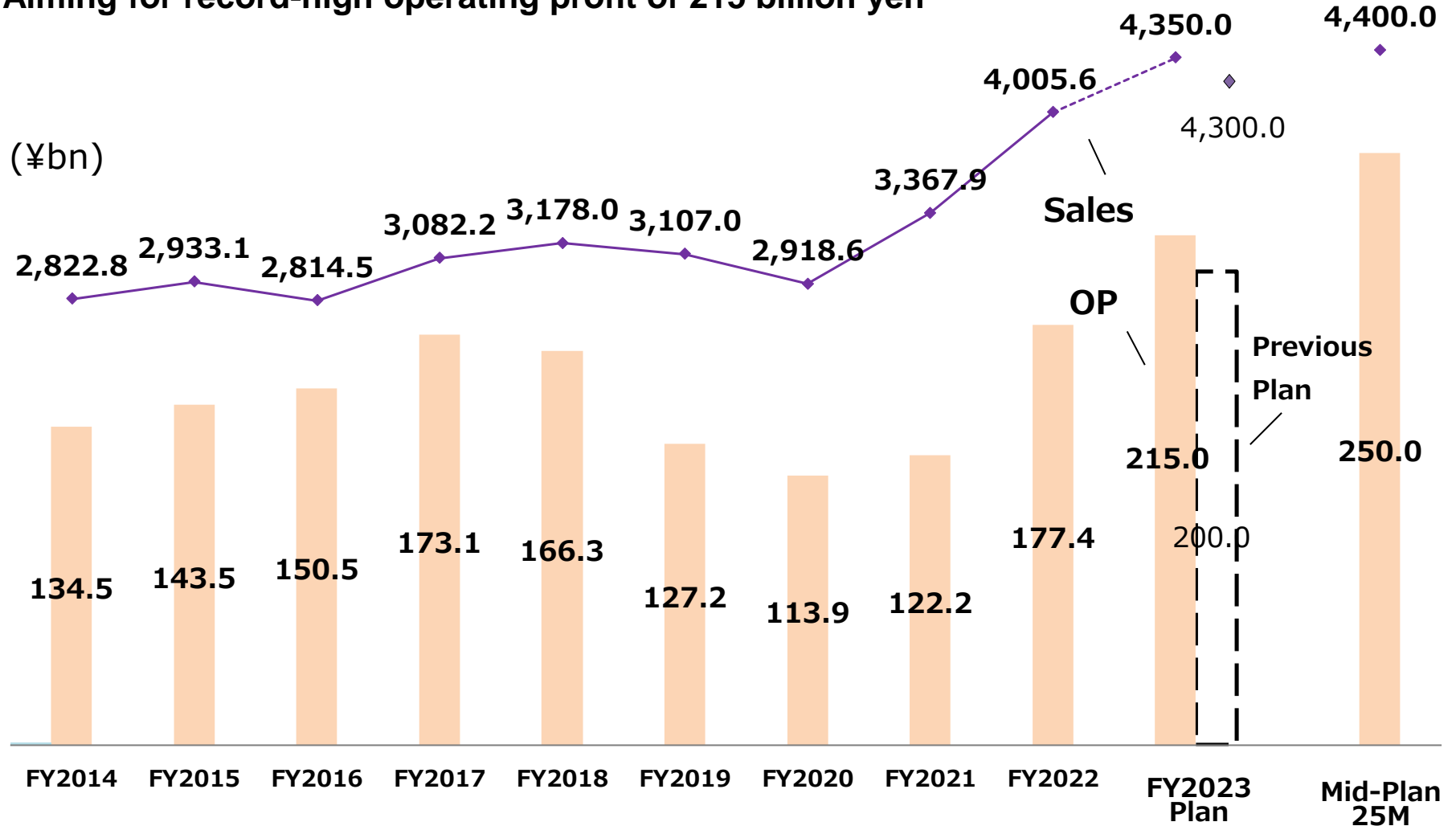
## 2-1. FY2023 forecasts (PL)

¥bn	FY2022 Actual①	FY2023 Previous Plan②	FY2023 Revised Plan③	Growth ③ - ①	Difference ③ - ②
Net Sales	4,005.6	4,300.0	<b>4,350.0</b>	+344.4	+50.0
Operating Profit	177.4	200.0	<b>215.0</b>	+37.6	+15.0
Ordinary Income	173.3	183.0	<b>198.0</b>	+24.7	+15.0
Profit Attributable to Owners of the Parent	112.7	110.0	<b>120.0</b>	+7.3	+10.0
Dividend(¥/share)	50	50	<b>62</b>	+12	+12
		(2nd half)	(4Q)		
USD	¥136	¥140	¥140		
EUR	¥141	¥150	¥150		
Copper	¥1209k/t	¥1200k/t	¥1200k/t		

Aiming for record-high in Net Sales, Operating Profit, Ordinary Income  
 [Profit Attributable to Owners of the Parent also at record-high level(FY2017:120.3bn)]

## 2-2. Full Year Performance Trends

Sales and operating profit both revised upward from the previous plan  
Aiming for record-high operating profit of 215 billion yen



## 2-3. Sales and OP by segment

¥bn	FY2022		FY2023		FY2023		Growth		Difference	
	Actual <sup>①</sup>		Previous Plan <sup>②</sup>		Revised Plan <sup>③</sup>		③ - ①		③ - ②	
	Sales	OP	Sales	OP	Sales	OP	Sales	OP	Sales	OP
Environment and Energy	928.2	37.9	970.0	40.0	<b>980.0</b>	<b>42.0</b>	+51.8	+4.1	+10.0	+2.0
Info-communications	250.3	21.9	220.0	1.0	<b>210.0</b>	<b>(4.0)</b>	(40.3)	(25.9)	(10.0)	(5.0)
Automotive	2,186.8	55.7	2,500.0	110.0	<b>2,560.0</b>	<b>132.0</b>	+373.2	+76.3	+60.0	+22.0
Electronics	366.0	38.3	350.0	24.0	<b>350.0</b>	<b>24.0</b>	(16.0)	(14.3)	0.0	0.0
Industrial Materials and Others	363.3	24.0	360.0	25.0	<b>350.0</b>	<b>21.0</b>	(13.3)	(3.0)	(10.0)	(4.0)
<b>Total</b>	<b>4,005.6</b>	<b>177.4</b>	<b>4,300.0</b>	<b>200.0</b>	<b>4,350.0</b>	<b>215.0</b>	<b>+344.4</b>	<b>+37.6</b>	<b>+50.0</b>	<b>+15.0</b>

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

# 3. Dividend

(¥/share)

70

60

50

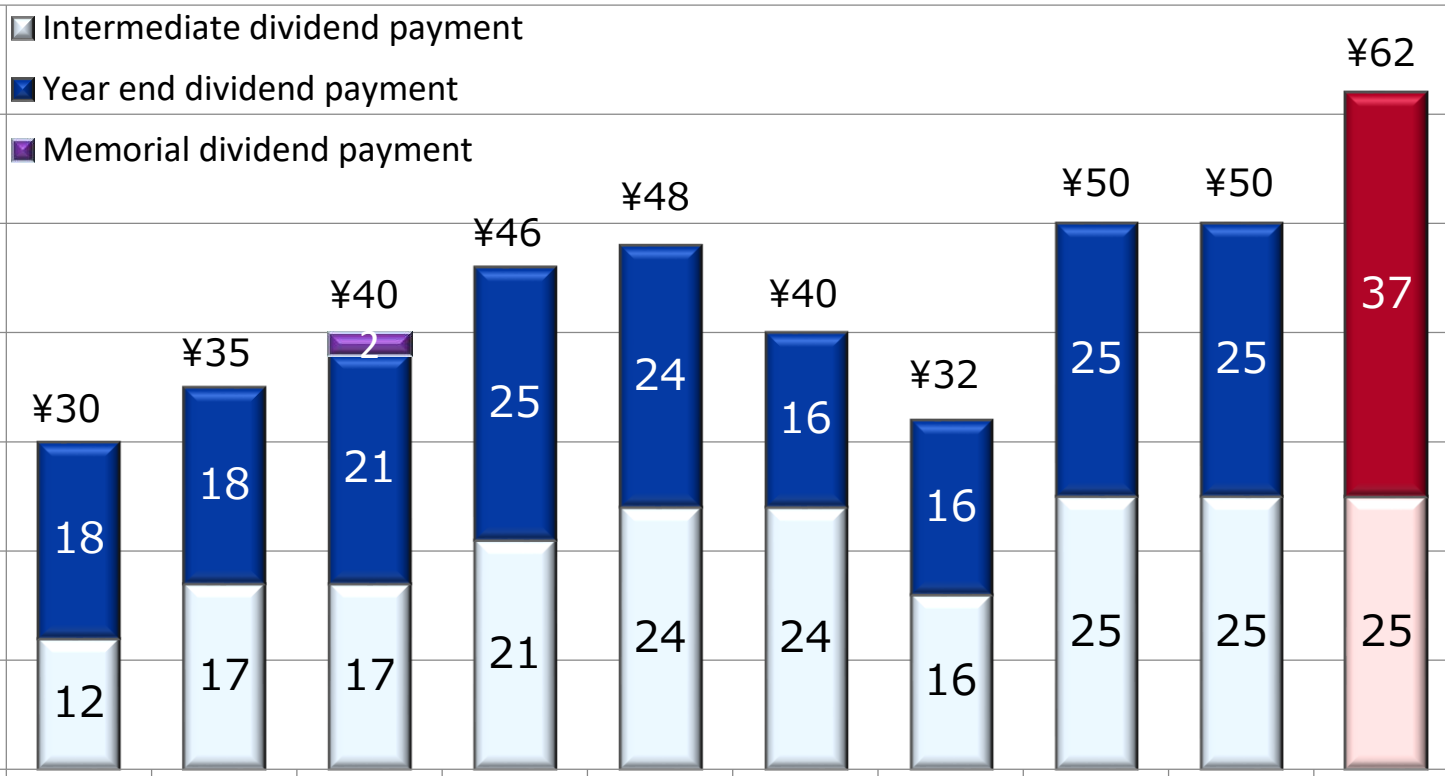
40

30

20

10

0



FY2014 FY2015 FY2016 FY2017 FY2018 FY2019 FY2020 FY2021 FY2022 FY2023

Earnings per share (Yen)  
Dividend Payout Ratio

151.00	114.73	137.61	154.29	151.38	93.24	72.25	123.49	144.45	153.87
19.9%	30.5%	29.1%	29.8%	31.7%	42.9%	44.3%	40.5%	34.6%	40.3%

**Dividend revised to 62 yen/share from 50 yen/share**  
**FY2023 Dividend payout ratio:40.3%**

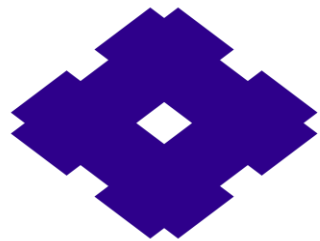
# Notes on Perspective Information

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2. Fluctuations of currency exchange rates, especially between the Japanese yen and the U.S. dollar, the euro and Asian currencies.
3. The ability of Sumitomo Electric and its affiliated companies to cope with rapid technological development.
4. Changes in financial, management, environmental and other presumptions.
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6. Changes in the market value of securities owned by Sumitomo Electric and its affiliated companies.

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