

# Fiscal Year ended March 31, 2022 Financial Results Briefing Material



Jun 2022

**HOKURIKU ELECTRIC INDUSTRY CO., LTD**

1. FY2021 Financial Results
2. FY2022 Forecast

# 1. FY2021 Financial Results

# 【Consolidated】 Financial Results

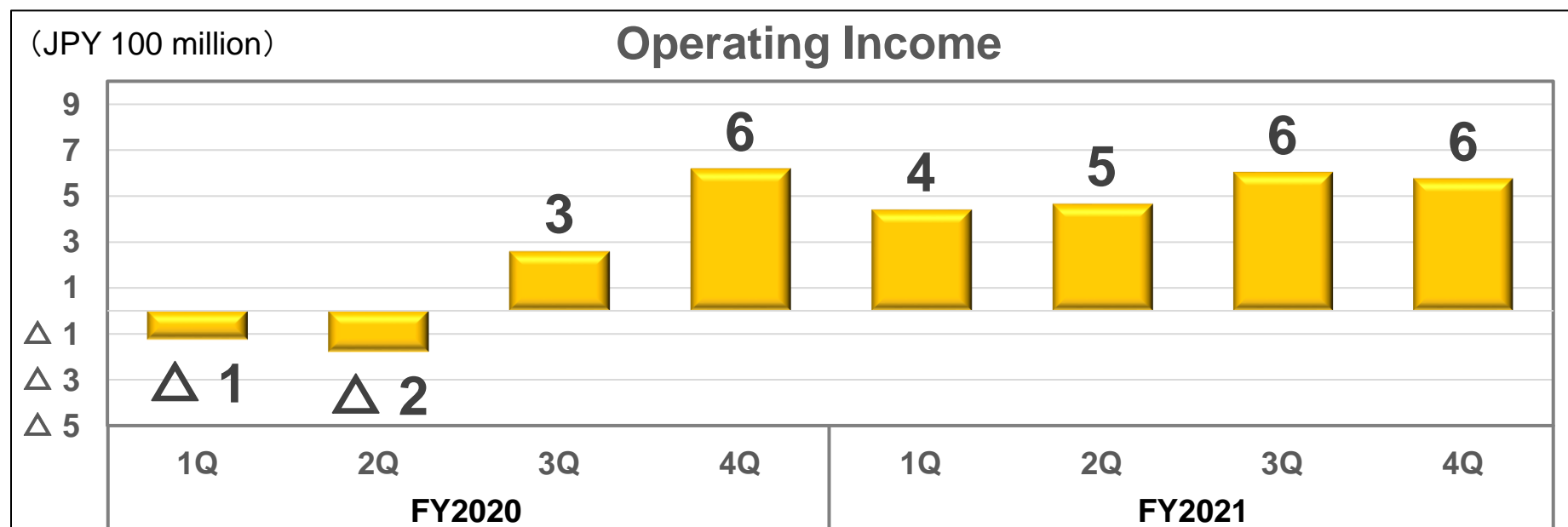
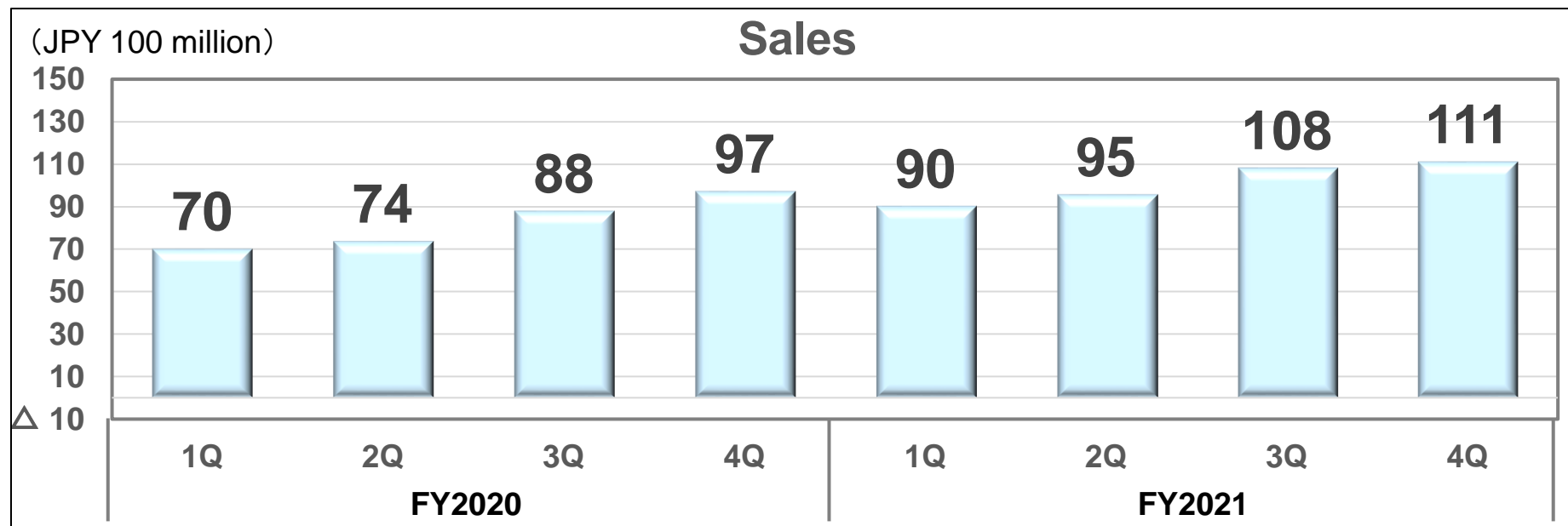
	FY2020	FY2021	YoY	
	Results	Results	Amount	%
Net Sales	<b>328.3</b>	<b>404.4</b>	<b>+76.1</b>	<b>23%</b>
Operating Income	<b>5.7</b>	<b>20.7</b>	<b>+15.0</b>	<b>263%</b>
Operating profit margin	<b>1.7%</b>	<b>5.1%</b>	—	—
Ordinary Income	<b>6.6</b>	<b>25.4</b>	<b>+18.8</b>	<b>289%</b>
Net income attributable to stockholders of the Parent Company	<b>4.5</b>	<b>19.4</b>	<b>+14.9</b>	<b>336%</b>
Exchange Rate (End of Term) 1US\$=JPY	<b>110.71</b>	<b>122.39</b>	—	—

- **Net Sales: JPY 40.44 Bn      +7.61 Bn YoY**  
Significant increase mainly for the automotive market
- **Operating Income: JPY 2.07 Bn      + 1.50 Bn YoY**  
Contributed by increased sales and improved productivity. Ordinary income greatly increased due to foreign exchange gains caused by depreciation of the yen.

# 【Consolidated】 Result Trends (Quarterly)

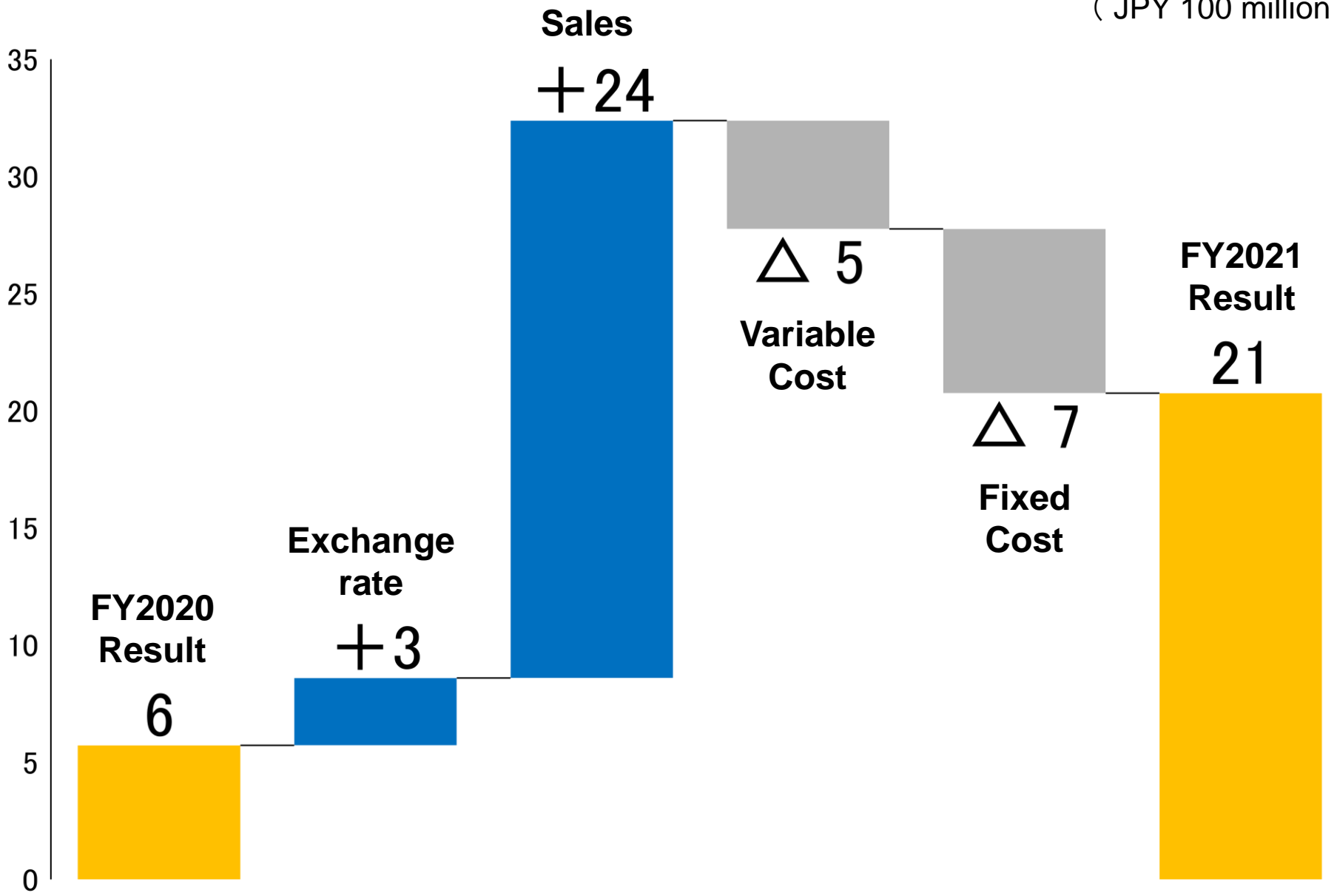


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# Results : Variations in Operating Income (YoY)

( JPY 100 million )



# Results : Sales Amount by Product



( JPY in 100 million )

	FY2020	FY2021	YoY	
	Results	Results	Amount	%
<b>Modules</b>	<b>155.3</b>	<b>199.3</b>	<b>+44.0</b>	<b>28%</b>
<b>Electronic Component Devices (Resistors)</b>	<b>108.1</b>	<b>136.0</b>	<b>+27.9</b>	<b>26%</b>
<b>Electronic Component Devices (Sensors)</b>	<b>53.9</b>	<b>55.8</b>	<b>+1.9</b>	<b>4%</b>
<b>Mold &amp; Machinery</b>	<b>6.6</b>	<b>6.8</b>	<b>+0.2</b>	<b>4%</b>
<b>Others</b>	<b>4.4</b>	<b>6.5</b>	<b>+2.1</b>	<b>50%</b>
<b>Total</b>	<b>328.3</b>	<b>404.4</b>	<b>+76.1</b>	<b>23%</b>

## ▪ Growth of Core Business

Module products

Sales JPY 19.93 Bn +4.40 Bn YoY

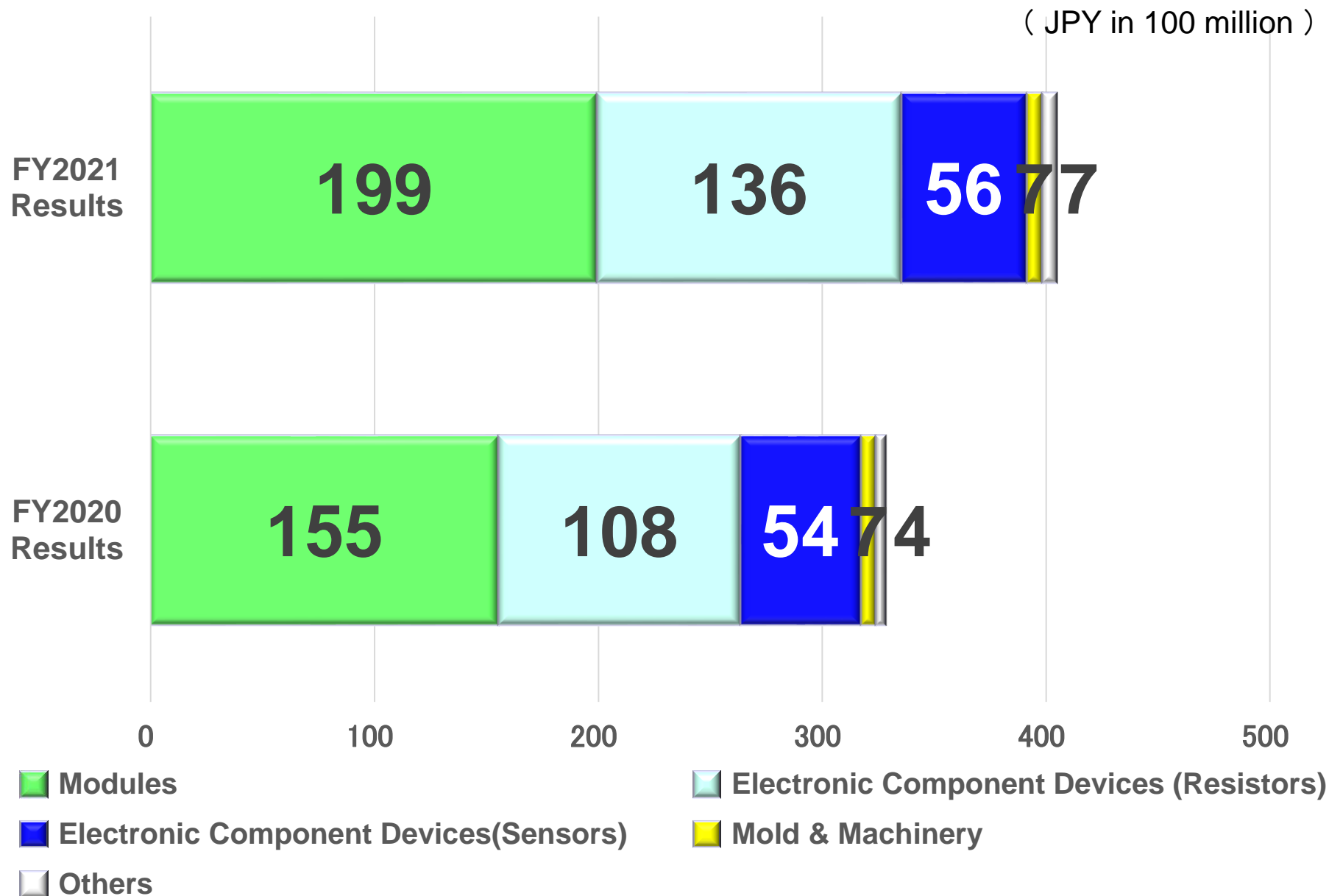
Electronic Component Device products

Sales JPY 19.18 Bn +2.98 Bn YoY

# Results : Sales Amount by Product



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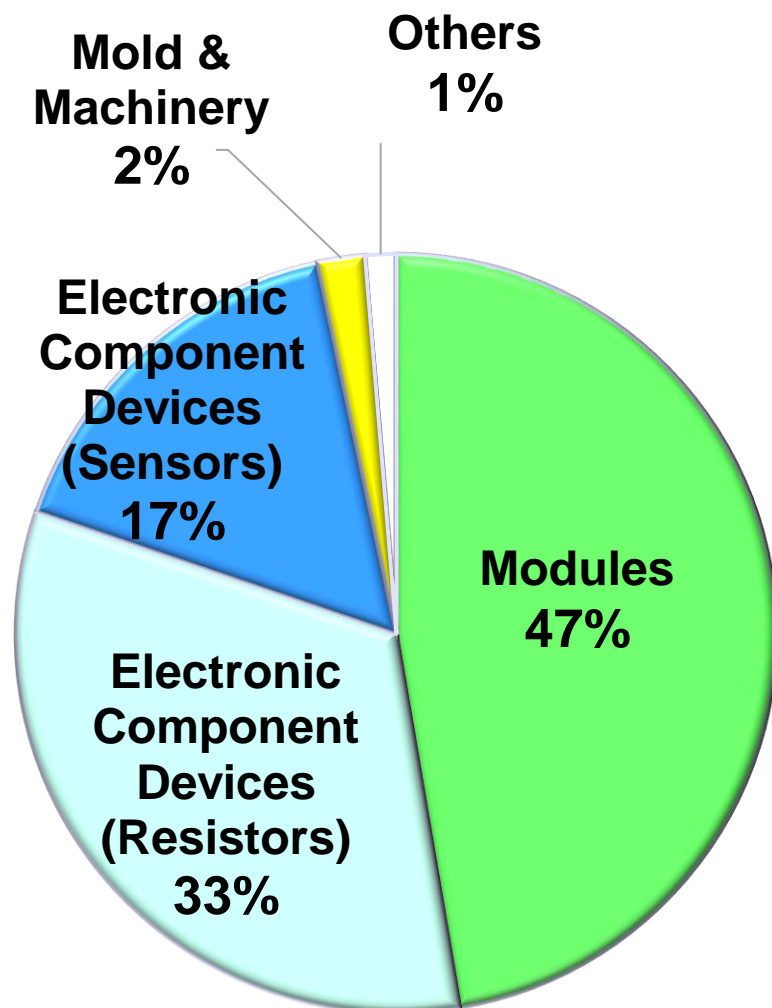




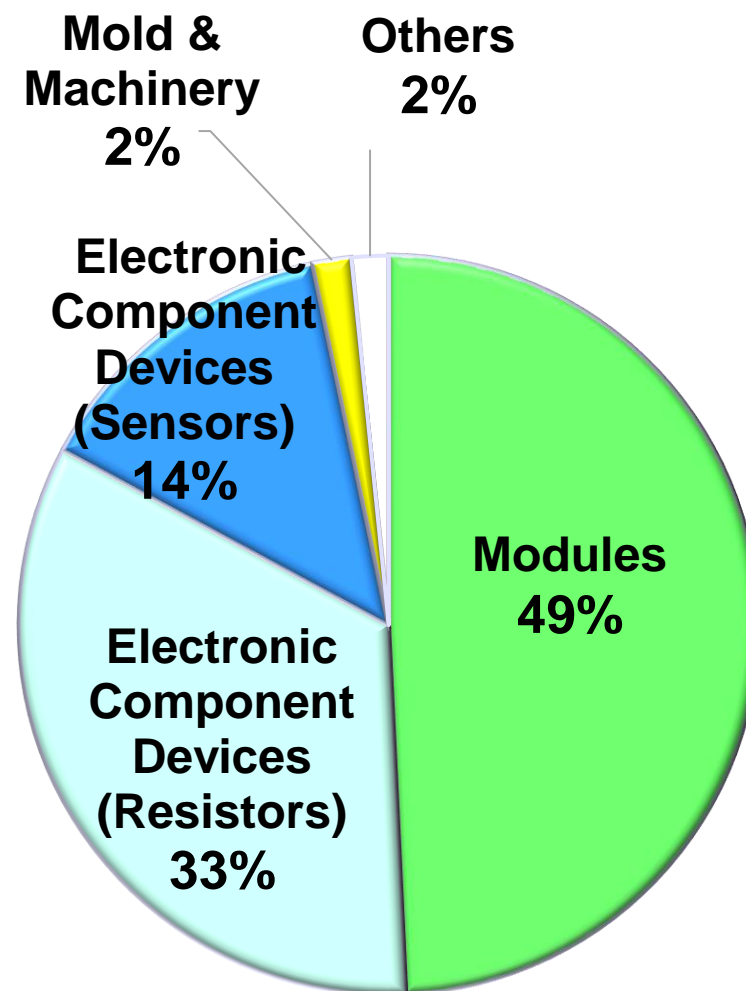
# Results : Sales Amount Ratio by Product



**FY2020**



**FY2021**



# Results : Sales Amount Breakdown by Market



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( JPY in 100 million )

	FY2020	FY2021	YoY	
	Results	Results	Amount	%
<b>Automobiles</b>	<b>185.4</b>	<b>236.1</b>	<b>+50.7</b>	<b>27%</b>
<b>Information &amp; Communication Equipment</b>	<b>25.0</b>	<b>26.4</b>	<b>+1.4</b>	<b>5%</b>
<b>Industrial Equipment</b>	<b>40.1</b>	<b>47.6</b>	<b>+7.4</b>	<b>19%</b>
<b>Home Appliances</b>	<b>31.0</b>	<b>35.4</b>	<b>+4.4</b>	<b>14%</b>
<b>Others</b>	<b>46.7</b>	<b>58.9</b>	<b>+12.2</b>	<b>26%</b>
<b>Total</b>	<b>328.3</b>	<b>404.4</b>	<b>+76.1</b>	<b>23%</b>

## ▪ Automotive market sales JPY 23.61 Bn +5.07 Bn YoY

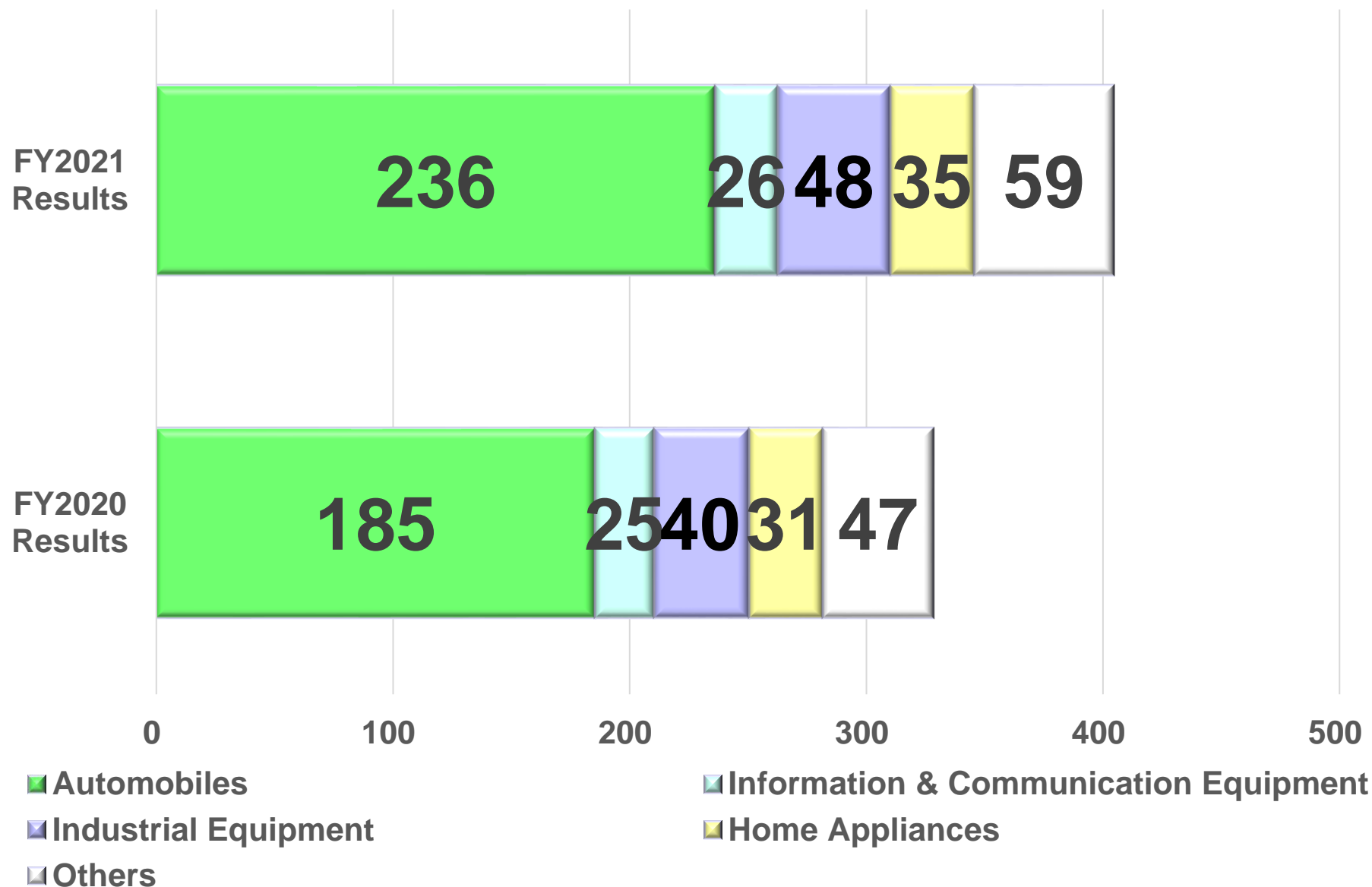
Although there was concern about the impact of Automotive production cuts due to a shortage of semiconductor supply, etc., overall good performance continued.

# Results : Sales Amount Breakdown by Market



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( JPY in 100 million )

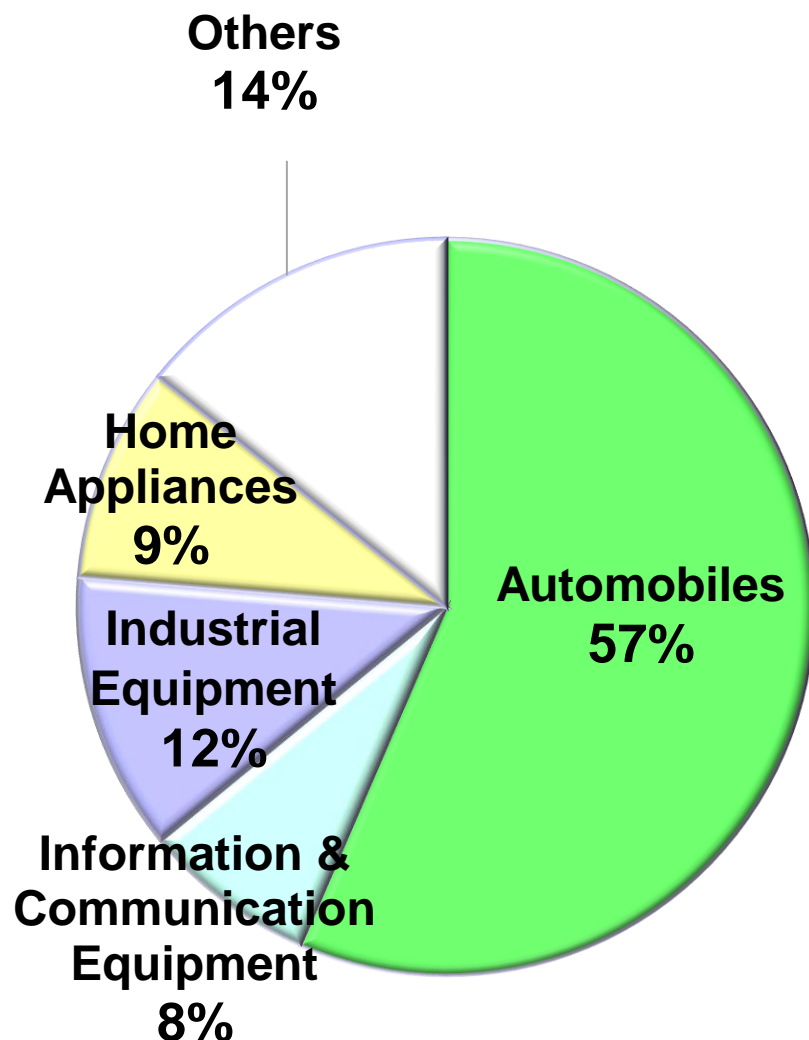


# Results : Sales Ratio Breakdown by Market

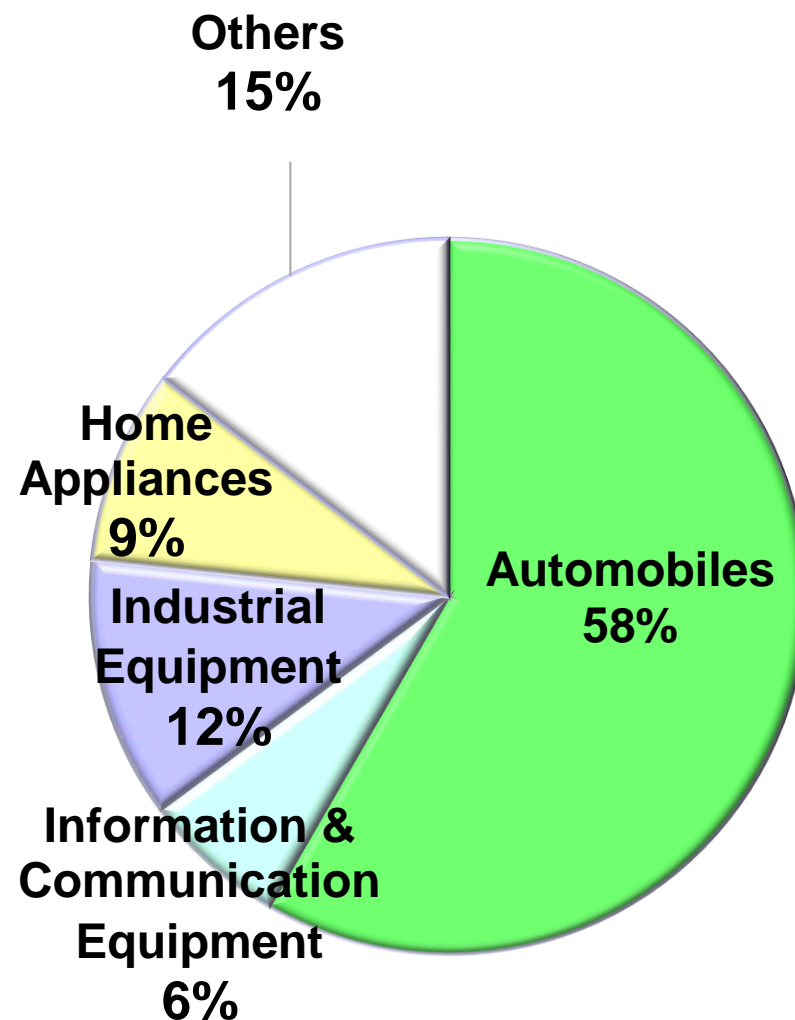


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FY2020



FY2021



## 2. FY2022 Forecast

# 【Consolidated】 Financial Forecast

**HOKURIKU**

( JPY in 100 million )

	FY2021	FY2022	YoY	
	Results	Forecast	Amount	%
Net Sales	404.4	430.0	+25.6	6%
Operating Income	20.7	23.0	+2.3	11%
Operating profit margin	5.1%	5.3%	—	—
Ordinary Income	25.4	22.0	△3.4	△14%
Net income attributable to stockholders of the Parent Company	19.4	15.0	△4.4	△23%
Exchange Rate (End of Term) 1US\$=JPY	122.39	118.00	—	—

- **Net Sales:** JPY 43.0 Bn +JPY 2.56 Bn YoY  
Increase mainly in the automotive market segment
- **Operating Income:** JPY 2.30 Bn +JPY 0.23 Bn YoY  
Sales expansion and productivity improvement through steady mass production of new developed products

# Forecast : Sales Amount by Product



( JPY in 100 million )

	FY2021	FY2022	YoY	
	Results	Forecast	Amount	%
<b>Modules</b>	<b>199.3</b>	<b>215.0</b>	<b>+15.7</b>	<b>8%</b>
<b>Electronic Component Devices (Resistors)</b>	<b>136.0</b>	<b>145.0</b>	<b>+9.0</b>	<b>7%</b>
<b>Electronic Component Devices (Sensors)</b>	<b>55.8</b>	<b>57.6</b>	<b>+1.8</b>	<b>3%</b>
<b>Mold &amp; Machinery</b>	<b>6.8</b>	<b>7.0</b>	<b>+0.2</b>	<b>3%</b>
<b>Others</b>	<b>6.5</b>	<b>5.4</b>	<b>△1.1</b>	<b>△17%</b>
<b>Total</b>	<b>404.4</b>	<b>430.0</b>	<b>+25.6</b>	<b>6%</b>

- We will continue to grow mainly in the modules and electronic component devices of the core business.

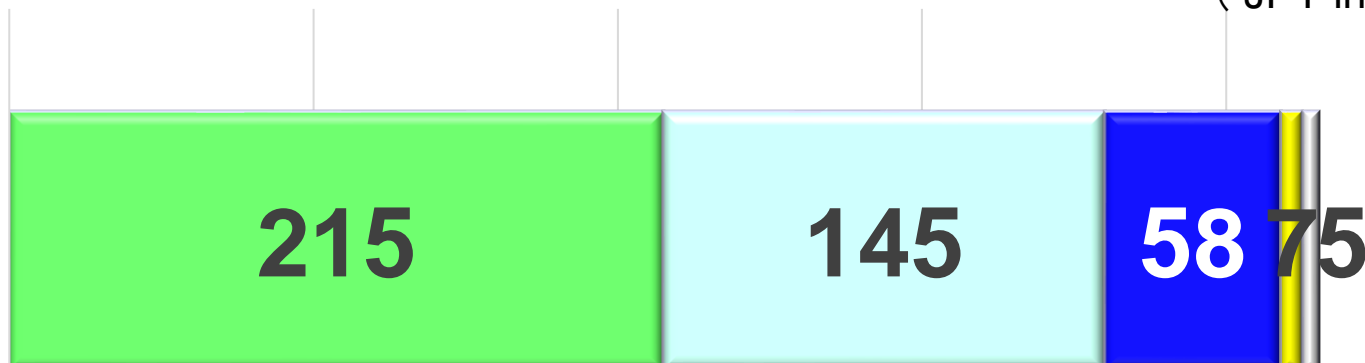
# Forecast : Sales Amount by Product



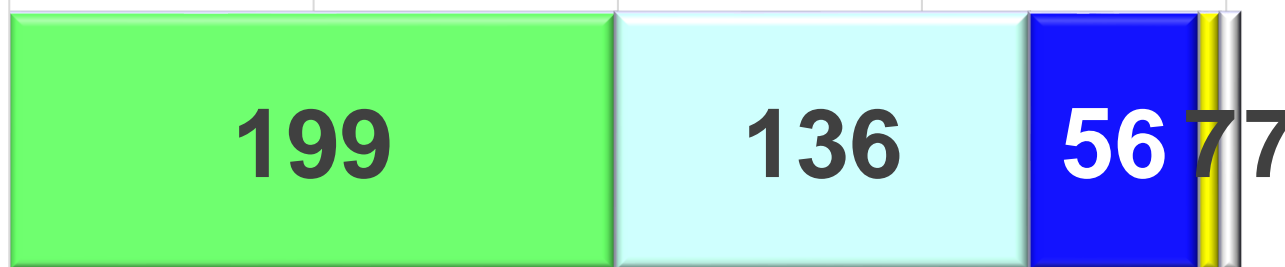
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( JPY in 100 million )

FY2022  
Forecast



FY2021  
Results



Modules

Electric Component Devices(Sensors)

Others

Electronic Component Devices (Resistors)

Mold & Machinery

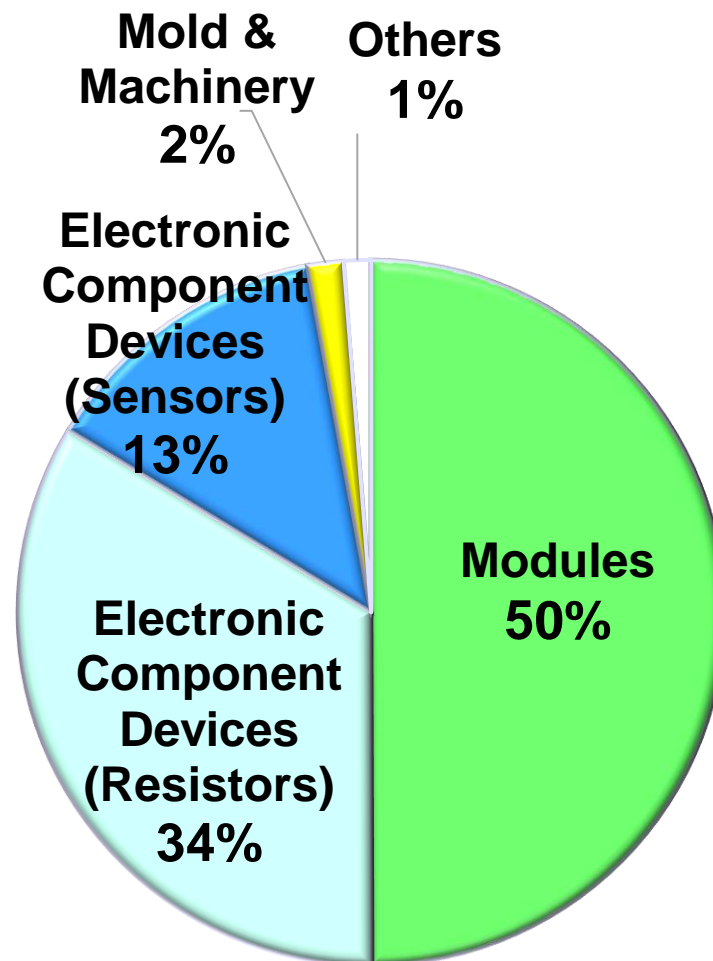
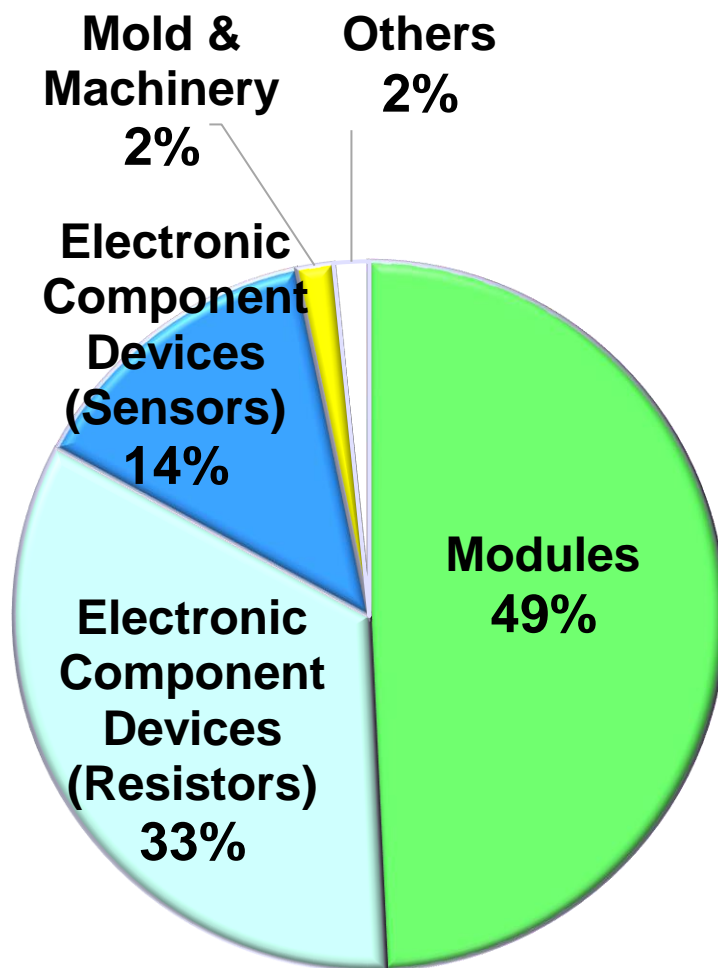


# Forecast : Sales Amount Ratio by Product



**FY2021**

**FY2022**



# Forecast : Sales Amount Breakdown by Market



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( JPY in 100 million )

	FY2021	FY2022	YoY	
	Results	Forecast	Amount	%
Automobiles	236.1	259.4	+23.3	10%
Information & Communication Equipment	26.4	28.9	+2.5	9%
Industrial Equipment	47.6	46.2	△1.4	△3%
Home Appliances	35.4	36.0	+0.6	1%
Others	58.9	59.5	+0.6	2%
Total	404.4	430.0	+25.6	6%

- Growth mainly in the Automotive market and for Information & Communication equipment related products

Automotive market: FY22 sales JPY 25.94 Bn +JPY 2.33 Bn YoY

Information & Communication Equipment market:

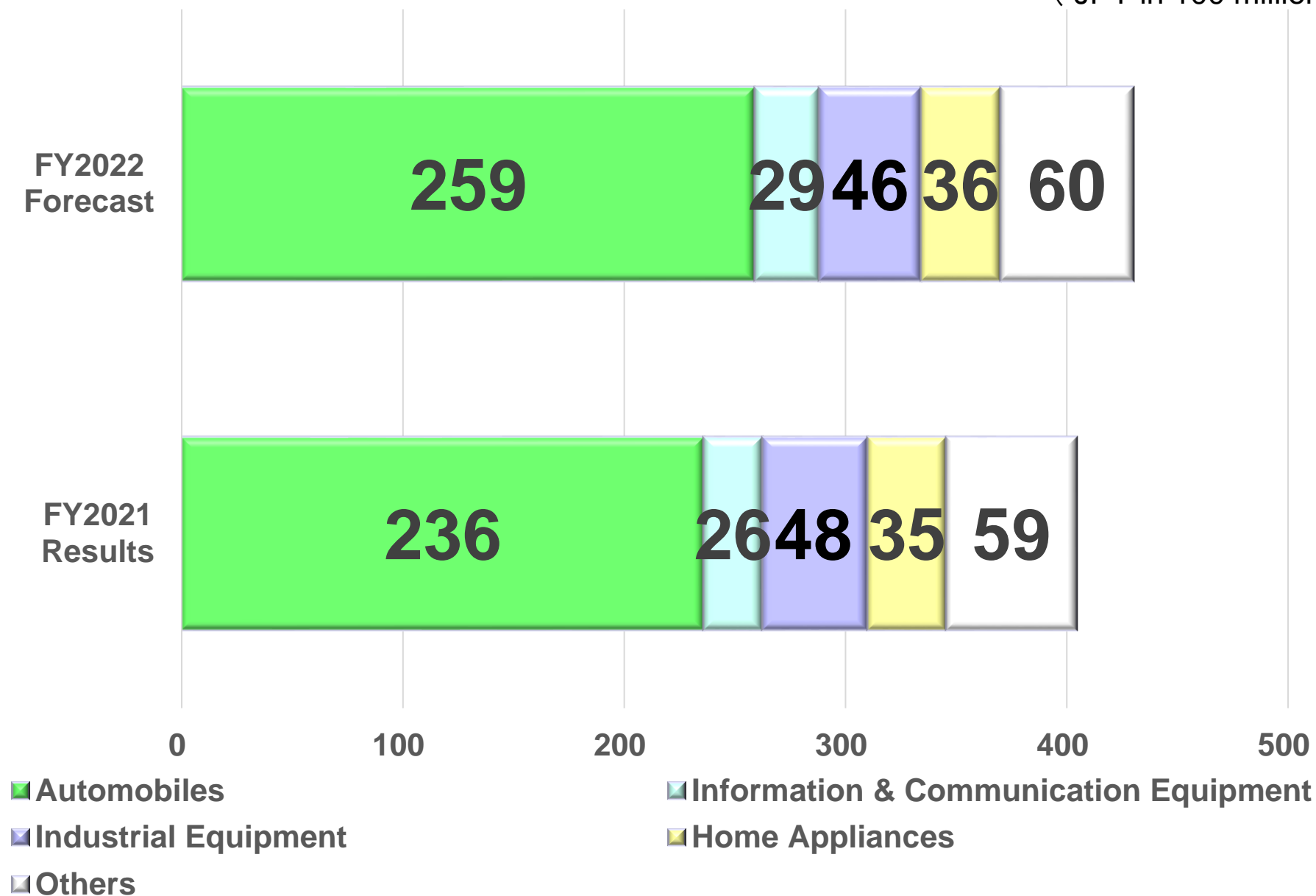
FY22 sales JPY 2.89 Bn +JPY 0.25Bn YoY

# Forecast : Sales Amount Breakdown by Market



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( JPY in 100 million )

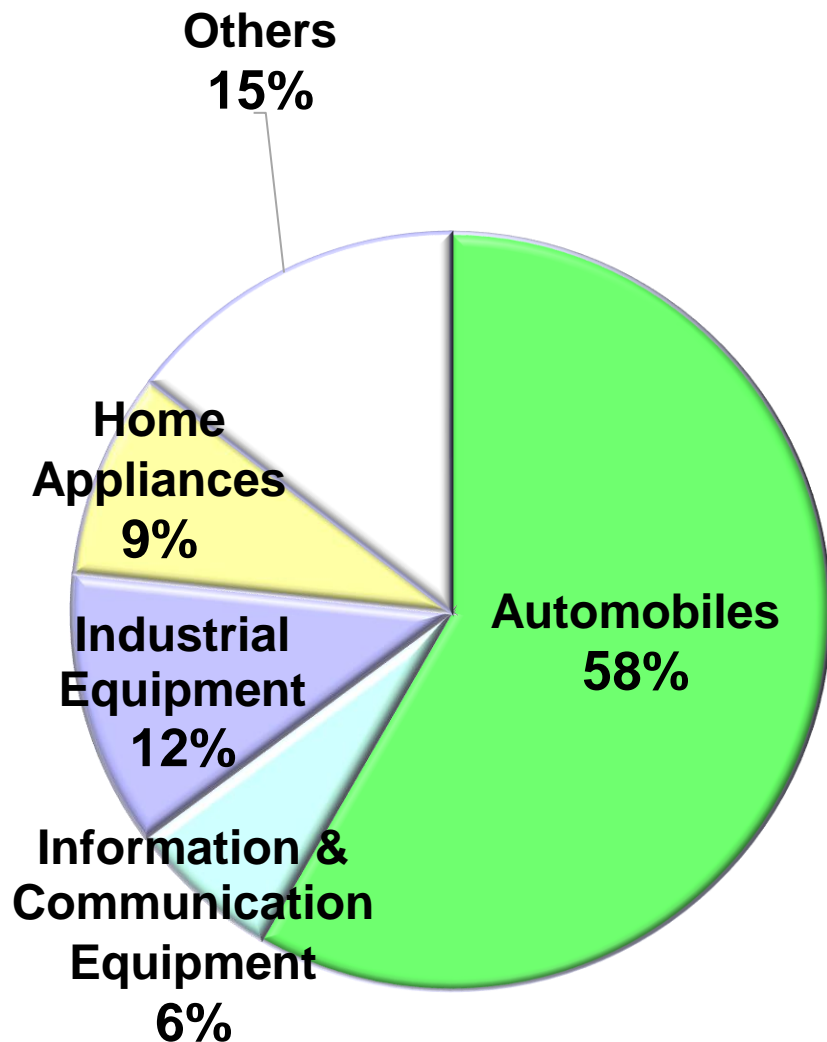


# Forecast : Sales Ratio Breakdown by Market

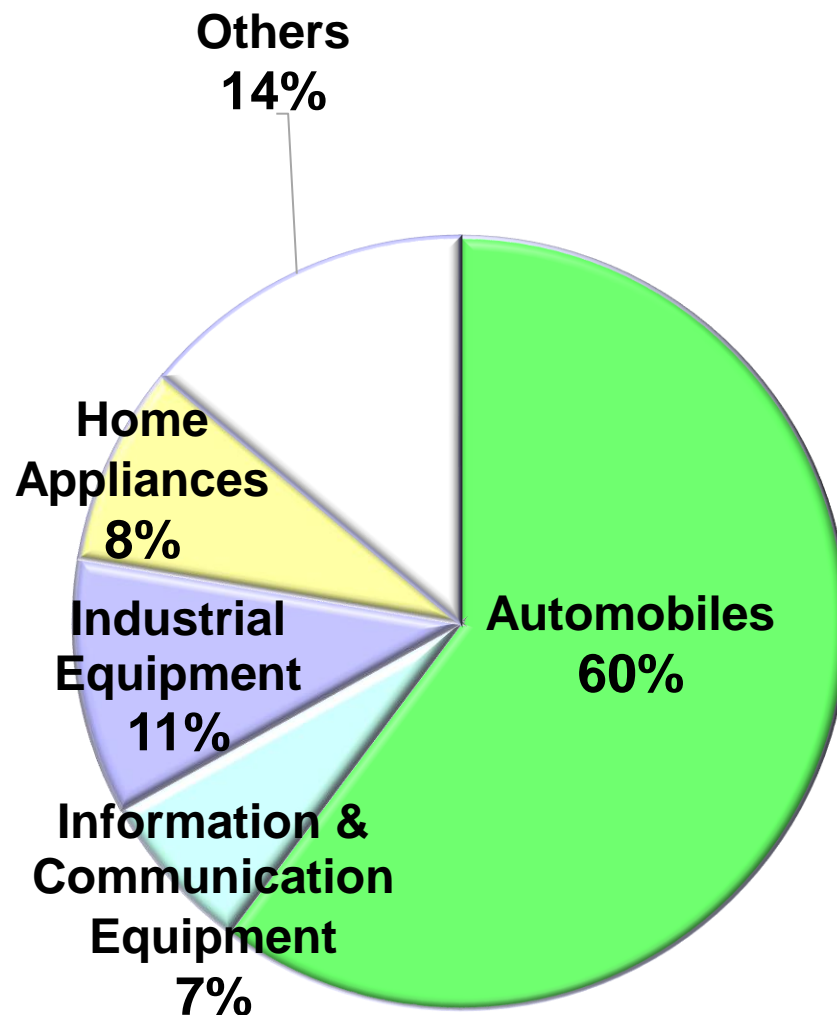


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**FY2021**



**FY2022**



## Capital Expenditures・Depreciation expenses・R&D expenses

( JPY in 100 million )

	FY2021	FY2022	YoY
	Results	Forecast	Amount
Capital expenditures	12.2	14.0	+1.8
Depreciation expenses	10.7	11.0	+0.3
R & D expenses	16.2	16.6	+0.4

R&D expenses include development expenses of some domestic related companies.

### Exchange rate

### Dividend

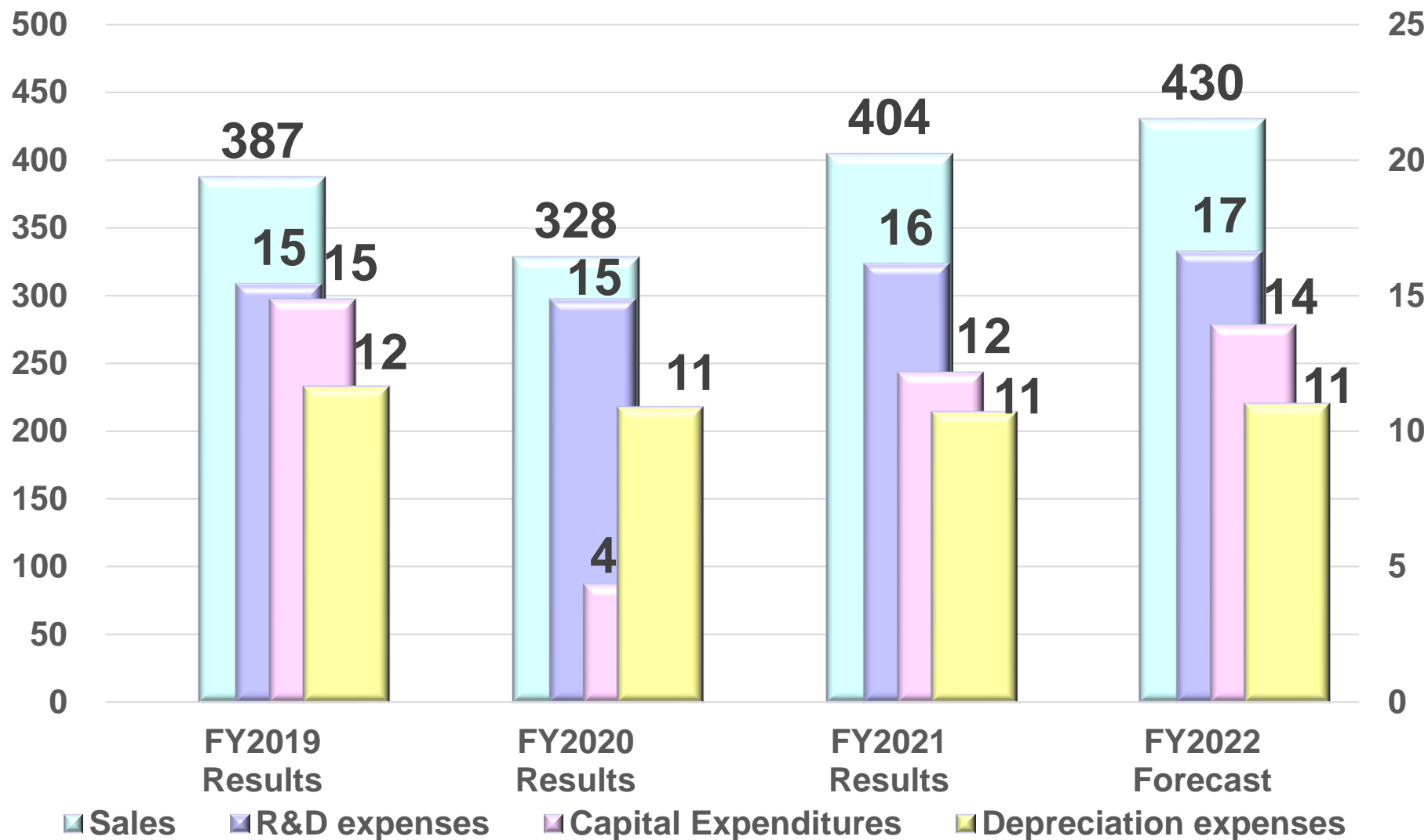
Exchange rate assumptions  
for FY2022: 1 US dollar = 118 yen

FY2022 year-end dividend forecast:  
JPY 45

( JPY in 100 million )

## Sales

## Expenses



# ***HOKURIKU ELECTRIC INDUSTRY CO., LTD***

The business outlook described in this material was prepared by the Company based on the information available at the time of preparation of this material, but the results may differ significantly from actual performance due to various factors such as changes in the economic environment and volatile electronics market trends.

Therefore, please refrain from relying entirely on the business outlook and target figures in this material. The Company is not liable for any loss that may occur as a result of using this material.