# Financial Results Briefing for the Six Months ended September 2022

November 22, 2022





# **AGENDA**

- I. Company Outline
- II. Summary of Financial Results for the Six Months ended September 2022
- III. Forecast for FY ending March 2023
- IV. Medium- to Long-term Growth Strategy



# **Company Outline**



# Purpose Improving the World through Technology

Second growth phase (Entry into electronic information and communications segment)

Startup phase

1943

#### **Foundation**

Founded in Kyoto, which was not subjected to bombing, in order to develop and manufacture valve springs for aircraft engines

#### Spring manufacture

During the war, produced from materials transferred from the military's Kokura factory, which had been brought in by submarines from German



Coiling machine at the time (Photo of Kvoto headquarters)

No compromise —Creating products for the vehicles to which we entrust our lives



First growth phase

(Establishment of automotive-

related business)



Transmission components

**Demand will** continue to grow Current position

> Managing global big data with extremely small technology

Rollers

**HDD** suspensions



**Optical connectors** 



Tackling the challenges of next-generation **businesses** 

**Future** 

**Motor/electric components** (electric vehicle products)



New environment and energy materials "Bamboo charcoal"



Medical care



#### **Company Outline**



**Company name**: SUNCALL CORPORATION

Founded : June 1943

Common stock : 4,808 million yen

**Headquarters** : 14, Umezunishiura-cho, Ukyo-ku, Kyoto

**Share listing**: Tokyo Stock Exchange, Prime Market

Number of employees : 2,241 (Consolidated)

646 (Non-consolidated)

Major shareholders : The Master Trust Bank of Japan, Ltd.

(Retirement Benefit Trust Account/

Kobe Steel, Ltd. Account) 16.7%

Marubeni-Itochu Steel Inc. 12.6%

ITOCHU Corporation 9.8%

(As of September 30, 2022)



# Technology Taking Flight to Create Change

Our management philosophy at Suncall is "Technology taking flight to create change," and the Company is forging ahead dramatically on this basis.

# **Technology Taking Flight**

Suncall would not exist if it were not for the Company's unique technologies

# **Create Change**

We are taking the lead in transforming the world

#### **Suncall Precision Components Are Used in Variety of Applications**

#### **Automotive-related Products Segment**



# Integrated production from materials to processing





(4) Bus bars

Materials-related business/copper wire for valve springs:

Motor and electric components

Suncall's cores that support integrated production We use a wide range of unique technologies in this core business. We are pioneering new domains through safety, security, and high-quality.





Engine and transmission components

#### (1) Valve springs



Top-class market share in Japan Integrated production from materials to processing enables high-quality and high-durability that can withstand 100 million compressions.

#### Safety components



(2) Ring gears/drive plates



Top-class market share in Japan Our proprietary metal processing technology achieves high precision.

(3) Spiral springs for seatbelts



We achieve comfort by enabling calibration of precision torques by manufacturing from materials.



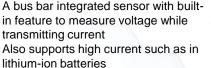




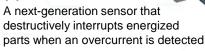


Each designed to suit unit shapes

The main focus of the future of wiring

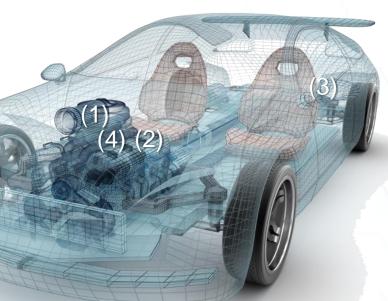


#### (4) Fuse sensors



#### (4) Motor cores/stator cores

Components that form the core of the motor We achieve high productivity through automated integrated production.



#### **Suncall Precision Components Are Used in Variety of Applications**

#### **Electronic Information and Communications Segment**



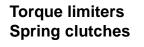
## **Key devices supporting data society**

## Printers



#### **Printer-related products**

Worldwide top market share by supplying long, lightweight, and high-precision shafts **Rollers** 







SUNCALL Degitoronics

#### **HDD** suspensions





Supporting extreme levels of precision requirements for HDD magnetic heads with positioning at the level of 10s of nanometers

#### Data centers



#### -Communications-related products -

Optical connectors



Optical adaptors



#### **Domestic and Overseas Bases**



## 14 bases in Japan

#### Kyoto, Kyoto Headquarters **Production bases** Head Plant Kyoto, Kyoto South Kyoto Plant Toyota Plant Toyota, Aichi Hirose Plant Toyota, Aichi **Domestic subsidiaries** SUNCALL Engineering Minami-Alps, Yamanashi Corporation SUNCALL Kikuchi Kikuchi, Kumamoto Corporation Sales offices Yokohama, Kanagawa Tokyo Branch Nagoya Branch Toyota, Aichi Kyoto, Kyoto Nishi-Nihon Branch **Ueda Sales Office** Ueda, Nagano Utsunomiya, Tochigi Kita-Kanto Sales Office Hamamatsu, Shizuoka Hamamatsu Sales Office Kinki Sales Office Kyoto, Kyoto Nishi-Nihon Sales Office Hiroshima, Hiroshima

### 15 overseas bases in 7 countries

Country	Region	Investment ratio	Goods produced
	Indiana	100%	Valve springs, ring gears, etc.
U.S.A.	South Carolina	100%	Optical communications components (sales
	Texas	100%	base)
Mexico	Aguascalientes	100%	Valve spring materials, ring gears
IVIGAICO	Aguascalientes	50%	Spiral springs for seatbelts
	Guangzhou	100%	Valve springs, ring gears, etc.
	Guangzhou	100%	Valve spring materials (sales base)
China	Foshan	25%	Valve spring materials
Cillia	Tianjin	100%	Ring gears
	Shenzhen	100%	Printer rollers, optical communications
	Hong Kong	100%	components, etc.
Thailand	Chonburi	100%	Valve springs, ring gears Spiral springs for seatbelts Printer rollers, etc.
Vietnam	Hanoi	100%	Printer rollers, etc.
South Korea	Yangsan	49%	Materials for spiral springs for seatbelts
Philippines	Manila	100%	HDD suspensions (Representative Office)

We have entered into a capital and business alliance with IMES Co., LTD. in August 2022.

Company name	IMES Co., LTD.	Headquarters	Fujisawa-shi, Kanagawa
Investment ratio	41.5%	Overseas bases	Philippines, Thailand







# Summary of Financial Results for the Six Months ended September 2022



# Sales increased year on year due to growth in the electronic information and communications segment.

Net sales: 26,813 million yen

(+3,311 million yen/+14.1% YoY/

of which, foreign exchange impact: 1,911 million yen)

Operating income: 471 million yen

(-500 million yen/-1.1% YoY)

#### **Automotive-related products segment**

**Sales: +2.6% YoY** 

■ Materials-related

Sales increased year on year due to recovery in demand at Mexican subsidiary.

Automotive-related

Although some products such as bus bars and LED-related products increased significantly, overall growth was sluggish due to the lingering effects of the lockdown in China and the shortage of semiconductors.

#### **Electronic information and communications segment**

Sales: +39.7% YoY

■ HDD suspensions

Sales increased year on year due to growth in investment for data centers. Impact of restrained investment in data centers aroused from September onward.

Printer-related

Sales decreased year on year when there was an increase in special demand from households due to the transition to remote work, but demand was strong.

Communications-related

Sales increased due to a recovery in demand in North American and Asian markets and new sales expansion.

#### **Summary of Financial Results for the Six Months ended September 2022**



♦ Net sales	The electronic information and communications segment grew year on year.  Semiconductor shortages and decrease in automobile production led to stalled recovery in the automotive-related products segment.
<ul><li>Operating income</li></ul>	Operating income decreased by 1.1% year on year due to soaring steel prices and higher energy and transportation costs, despite higher sales and the impact of yen depreciation.
◆ Ordinary income	Foreign exchange gains increased due to the weaker yen (+219 million yen year on year).

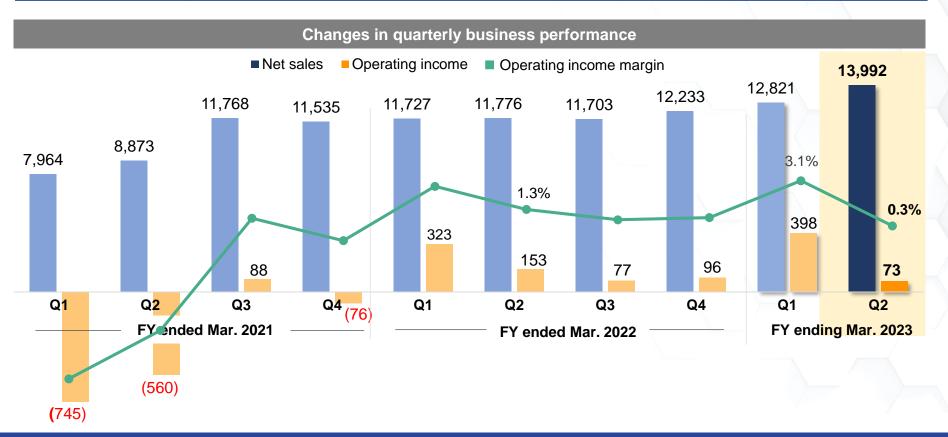
Unit: Millions of yen	Six months ended September 2021	Six months ended September 2022			
	Actual	Actual	YoY ch	nanges	
Net sales	23,502	26,813	3,311	14.1%	
Operating income	476	471	(5)	-1.1%	
Ordinary income	650	882	231	35.6%	
Net income	454	572	117	25.7%	
Income per share	14.36 yen	19.05 yen			
Avenage evaluation as note	109.8 yen/dollar	134.0 yen/dollar			
Average exchange rate	130.9 yen/euro	138.7 yen/euro			

### Changes in Business Performance for the Six Months ended September 2022 SUNCALL



◆ vs Q1

♦ Net sales	Sales increased due to higher steel prices and yen depreciation.
<ul><li>Operating income</li></ul>	Automotive-related products segment: Delay in passing on higher steel prices HDD suspensions: Loss on launch of new models, increased depreciation



#### **Net Sales by Product Category for the Six Months ended September 2022**



◆ Automotive-	Materials-related Sales increased year on year due to recovery in demand at Mexican subsidiar					
related products segment	Automotive-related	Overall sales growth was sluggish due to the impact of the lockdown in China and automobile production cutbacks, despite large increases in some products such as bus bars and LED-related products.				
<b>♦</b> Electronic	HDD suspensions	Sales increased year on year due to increased investments in data centers, but from September, monetary tightening in various countries and fears of economic recession have had the effect of curtailing investment in data centers.				
information and communications segment	Printer-related	Sales decreased year on year, when there was an increase in demand for home use (consumer use) due to the shift to remote work.				
oogmon	Communications- related	Sales increased year on year due to recovery in demand in the main markets of North America and Asia and new sales expansion.				

Unit: Millions of yen	Six months ended September 2021	Six months ende	2022		
	Actual	Actual	YoY ch	YoY changes	
Net sales	23,502	26,813	3,311	14.1%	
Automotive-related products segment	15,646	16,053	407	2.6%	
Materials-related	3,409	3,506	97	2.8%	
Automotive-related	12,237	12,547	310	2.5%	
Electronic information and communications segment	7,462	10,421	2,959	39.7%	
HDD suspensions	4,937	7,808	2,871	58.2%	
Printer-related	1,974	1,852	(122)	-6.2%	
Communications-related	550	760	210	38.2%	
Other	393	338	(55)	-14.1%	

#### **Consolidated Balance Sheet for the Six Months ended September 2022**



♦ Increase in non-current assets	Property, plant and equipment increased by 1,059 million yen due to active capital investment. Shares of subsidiaries and associates increased by 1,719 million yen due to capital and business alliance.				
♦ Increase in current liabilities	Accounts payable–trade: +1,402 million yen; Short-term borrowings: +751 million yen; Accounts payable–other: +778 million yen				
♦ Increase in net assets	Net income: +572 million yen; Dividends: -334 million yen; Valuation difference on available-for-sale securities: -431 million yen; Foreign currency translation adjustment: +1,644 million yen				

	As of March 31, 2022	As of September 30, 2022			
Unit: Millions of yen	Actual	Actual	Changes from the end of the previous fiscal year		
Current assets	28,328	30,462	2,134		
Cash and deposits	7,510	6,947	(563)		
Trade receivables	11,076	12,378	1,302		
Inventories	8,463	9,984	1,521		
Non-current assets	29,604	31,759	2,155		
Total assets	57,932	62,222	4,289		
Total liabilities	20,750	23,603	2,853		
Current liabilities	17,471	20,420	2,948		
Interest-bearing liabilities	6,031	6,689	657		
Non-current liabilities	3,278	3,183	(95)		
Interest-bearing liabilities	1,186	1,113	(72)		
Total net assets	37,182	38,618	1,436		
Total liabilities and net assets	57,932	62,222	4,289		

#### **Status of Cash Flows for the Six Months ended September 2022**

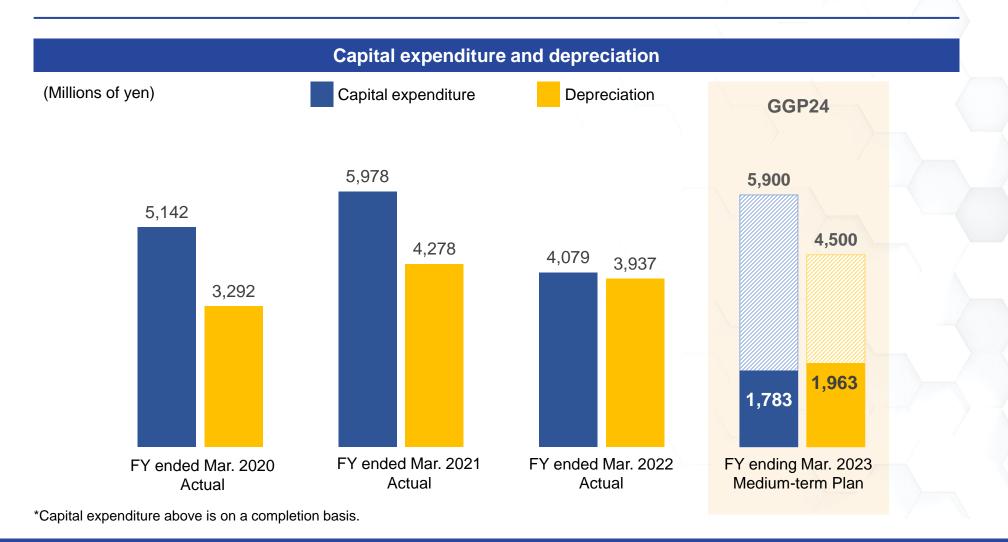


◆ Cash flows from operating activities	Cash flows from operating activities increased by 70 million yen year on year due to an increase in net income before income taxes through record-high sales.				
<ul><li>Cash flows from investing activities</li></ul>	Cash flows from investing activities decreased by 308 million yen year on year due to ongoing capital investment in suspension business and capital participation in IMES.				
◆ Cash flows from financing activities	Cash flows from financing activities increased 204 million yen year on year due to decrease in short-term borrowings and lack of purchase of treasury shares in the current period.				

Unit: Millions of yen	Six months ended September 2021	Six months ended	September 2022
	Actual	Actual	Changes
Cash flows from operating activities	2,143	2,213	70
Net income before income taxes	640	897	256
Depreciation	1,853	1,963	109
Decrease (increase) in trade receivables	(253)	(907)	(653)
Decrease (increase) in inventories	(713)	(881)	(167)
Increase (decrease) in trade payables	458	1,123	665
Cash flows from investing activities	(2,868)	(3,176)	(308)
Purchase of non-current assets	(2,816)	(1,392)	1,424
Purchase of investment securities	0	(1,719)	(1,719)
Cash flows from financing activities	(474)	(270)	204
Increase (decrease) in short-term borrowings	996	337	(659)
Increase (decrease) in long-term borrowings	(415)	(274)	141
Purchase of treasury shares	(704)	(0)	704
Dividends paid	(351)	(333)	17

## Capital Expenditure and Depreciation for the Six Months ended September 2022 SUNCALL

Continued capital expenditure, mainly in HDD suspensions





# **Forecast for FY ending March 2023**



#### Forecasts announced on August 5 remain unchanged

#### **♦** Net sales

Down 7.8% from the August 5 announcement when excluding the positive impact of foreign exchange of 4,431 million yen. Although sales of HDD suspensions are expected to decline in the second half of the year due to concerns about the economic slowdown, sales of existing automotive-related products segment are expected to recover in the second half of the year.

#### **♦** Operating income

Improvement in profitability through price pass-through of higher steel prices and other cost increases in the automotive-related products segment. Increase in income due to improved productivity of new HDD suspension models and growth in products related to electric vehicles and electrification.

Unit:	FY ended March 2022	FY ending March 2023								
Millions of yen	Actual	Previous forecast (Announced on August 5)		Actual	ial Forecast		YoY	Compared to previous forecast		
	Full year	1H	2H	Full year	1H	2H	Full year	changes -	1H actual	2H
Net sales	47,438	27,700	29,300	57,000	26,813	30,187	57,000	20.1%	-3.2%	5.2%
Operating income	649	600	1,400	2,000	471	1,529	2,000	208.2%	-21.5%	9.2%
Ordinary income	1,022	700	1,400	2,100	882	1,218	2,100	105.5%	26.0%	-13.0%
Net income	904	450	1,050	1,500	572	928	1,500	65.9%	27.1%	-11.6%
Income per share	29.34 yen	15.00 yen	34.96 yen	49.96 yen	19.05	30.91	49.96			
Average	109.8 yen/dollar	129.8 yen/dollar	125.0 yen/dollar	127.4 yen/dollar	134.0 yen/dollar	140.0 yen/dollar	137.0 yen/dollar			
exchange rate	130.9 yen/euro	135.1 yen/euro	132.0 yen/euro	133.6 yen/euro	138.7 yen/euro	135.0 yen/euro	136.9 yen/euro			

# FY ending March 2023 Net Sales Forecast by Business Segment (Medium-term Management Plan GGP24 Classification)



#### ◆ Year on year comparison

Business related to electric vehicles and electrification	Sales are expected to increase year on year due to growth in electrification-related products such as bus bars, LED-related products, current sensors, etc.			
Business related to electronic information and communications	Despite the possibility of restrained investment in data centers due to concerns over the economic slowdown, sales are expected to increase year on year due to increased investment in data centers.			
Existing automotive-related products segment	Although sales increased year on year due to the impact of foreign exchange and the passing on of steel prices, recovery from the impact of COVID-19 and automobile production cutbacks in the previous year has been postponed.			

Unit: Millions of yen	FY ended March 2022	FY ending March 2023			
	Actual	Previous forecast (Announced on August 5)	Full-year forecast	Compared to previous year	Compared to previous forecast
Net sales	47,438	57,000	57,000	9,562	_
Business related to electric vehicles and electrification	2,036	3,470	3,290	1,254	(180)
Business related to electronic information and communications	16,660	22,230	21,560	4,900	(670)
HDD suspensions	10,948	16,380	14,820	3,872	(1,560)
Printer-related	3,694	3,900	4,250	556	350
Communications-related	1,228	1,290	1,740	512	450
Other	789	660	750	(39)	90
Existing automotive-related products segment	28,741	31,300	32,150	3,409	850
Materials-related	6,447	6,750	7,410	963	660
Automotive-related	22,294	24,550	24,740	2,446	190

#### **Dividend Policy for FY ending March 2023**

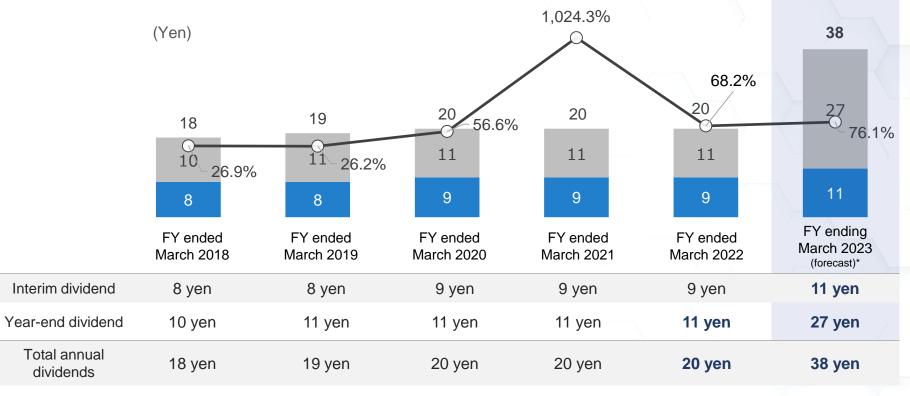


◆ FY ending March 2023

Aggressively implement return to shareholders to prevent a buildup of equity capital, in order to promote return on capital and balance sheet management.

# Dividend Policy

Dividend payout ratio will be 75% until ROE exceeds 9.0% (maintain lower limit of dividend at 20 yen)



<sup>\*</sup>If the earnings forecast is revised going forward, it will be revised in accordance with the dividend policy.



# Medium- to Long-term Growth Strategy

#### Key Strategies and Quantitative Targets of GGP24 (Global Growth Plan 2024) 9 SUNCALL





#### Acceleration of an effective strategy to create a business portfolio for 2030

#### **Business Strategy**

#### Growth business related to electric vehicles and electrification

- —Grow sales globally and develop it into next-generation main business
- · Offer mass production of bus bars and shunt on bus bars to meet needs for electric vehicles
- Expand sales of products for electric vehicles and electrification in Europe, China, and the U.S.

#### Growth business related to electronic information and communications

- —Achieve dramatic growth and pursue profit growth
- · Continuously make capital investment and enhance production efficiency to meet customer demand
- Enhance suspension production capacity to meet demand for large-capacity hard disk drives
- Develop communications- and printer-related products, and improve production efficiency through process improvements

#### Existing business related to automobiles

- -Respond to changes in industry structure and improve earnings strength
- · Validate market growth rate and profitability on an individual product basis
- Focus on improving earnings strength of existing projects by thoroughly managing earnings on an individual product basis
- Consider optimizations of production and sales locations

#### Capital Strategy

#### **Balance sheet management** with an understanding of appropriate capital structure

- Maintain dividend payout ratio at 75% until ROE exceeds 9% in order to prevent a buildup of equity capital
- Investment decisions with a thorough awareness of cost of capital

Quantitative targets of GGP24 Net sales

63.0 billion yen

Operating income margin

ROE

# Deviation from GGP24 Published Figures and Status of Each Key Strategic Business



## Comparison with Medium-term Management Plan GGP24 and future outlook

Overall, net sales and operating income targets are expected to be achieved due to the impact of foreign exchange and the passing on of steel prices. The status of each business segment is as follows.

#### **♦** Business related to electric vehicles and electrification

- In addition to the adoption of bus bars for electric vehicles by two new Japanese automakers, mass production of shunt on bus bars began, and the segment performed strong.
  - ⇒In addition to the conventional shunt method, current sensors finished the development of magnetic sensors and proceeded to expand sales in Europe and China and to establish a production system in Japan.

## Business related to electronic information and communications

- In the suspension business, orders temporarily declined due to concerns about the economic recession, mainly in the U.S. Although demand is forecast to remain sluggish until the first half of FY2023, high demand for nearline large-capacity hard disk drives (HDDs) for data centers continues and is expected to recover in FY2024.
  - ⇒Strongly promote productivity improvement through collaboration with IMES Co., LTD., with which the Company has formed a capital and business alliance \*Japan and Philippines

#### **◆** Existing automotive-related products segment

- Recovery of automobile production is sluggish. Profits were also squeezed due to delays in passing on higher steel prices and costs.
  - ⇒Promote passing on of steel price hikes and streamlining

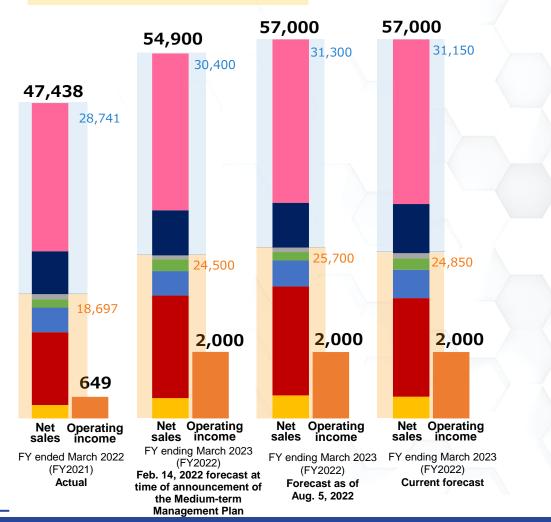
Business related to electric vehicles and electrification and business related to electronic information and communications

- HDD suspensions
- Electric vehicles and electrification products
- OthersCommunications-related
- Printer-related

Existing automotive-related products segment

- Precision functional components
- Precision functional materials

Unit: Millions of yen



#### **Our Mission: Next-generation Businesses**



"Integrated production from materials to products"

—Expanding our established technology to target new domains

Bending

Die casting

Welding

■ Respond to 5G- and IoT-driven expansion of data society

Optical Communication Business HDD Suspension Business

Respond to climate change

Bus Bar Business
Current Sensor Business
Automotive LED Business
Bamboo Charcoal Sustainable Business

Rolling

Precision plastic processing technology

Contribute to an aging society

Rehabilitation Robot Business Ultrasonic Sensors (Development)

#### Respond to 5G- and IoT-driven Expansion of Data Society **HDD Suspension Business**

SUNCALL

300

FY2025

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The HDD suspension business is the pillar of Suncall electronic information and communications segment. Demand for nearline HDDs will continue to increase in response to significant growth in demand for cloud storage capacity.



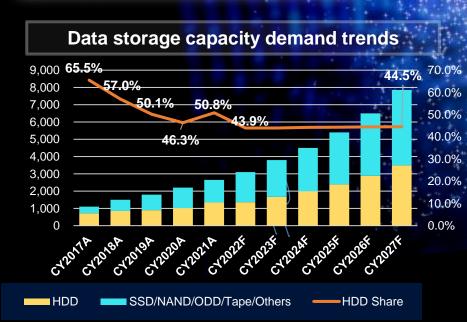
August 2022

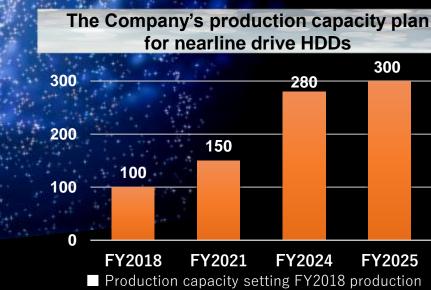
Improvement of production technology through capital and business alliance agreement with IMES

Sales in FY2021: 10.9 billion yen

Plan to approximately double production capacity compared to FY2021

## Sales in FY2022: 14.8 billion yen (forecast)



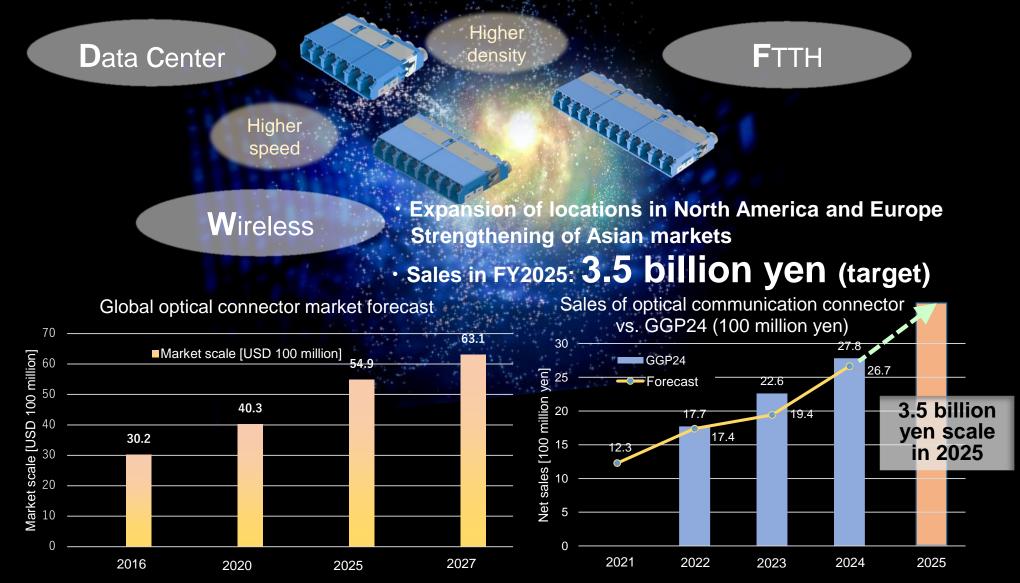


capacity level as 100

# Respond to 5G- and IoT-driven Expansion of Data Society Optical Communication Connector Business



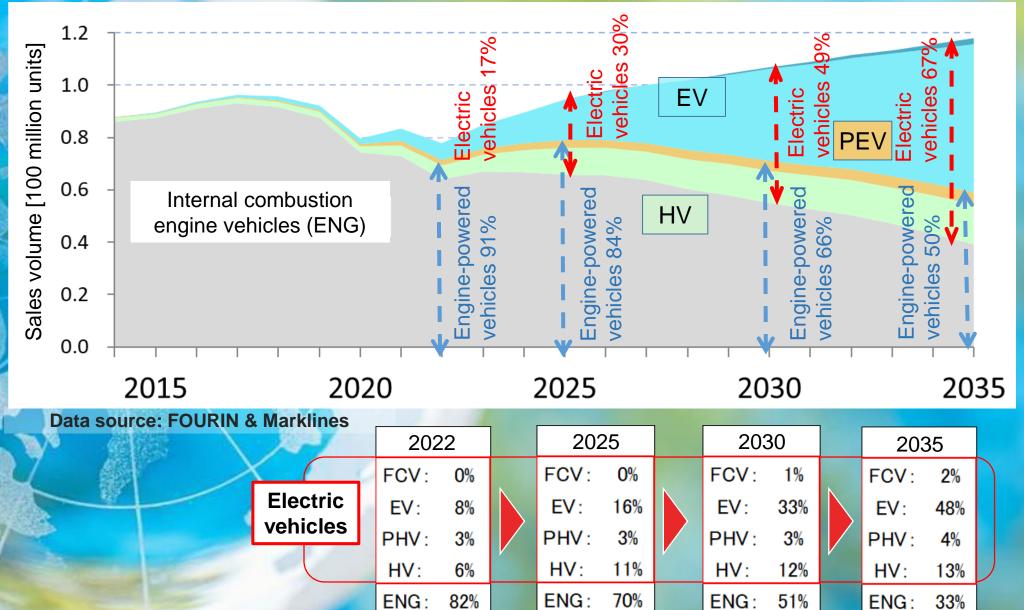
#### The optical communication fiber market requires higher density.



#### **Respond to Climate Change: Electric Vehicle Market Trends**



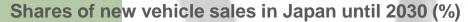


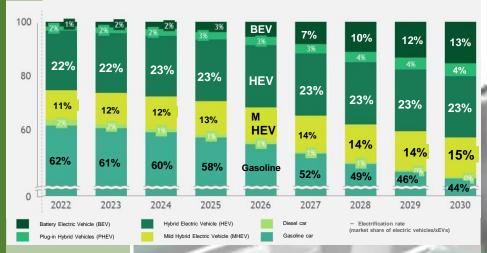


#### **Respond to Climate Change: Bus Bar Business**



# Mass production started in 2013. The bus bar business is the pillar of the electric vehicle business, which has supported Japanese hybrid vehicles.





Adoption of new products for mass production at two Japanese automobile manufacturers (EV and HEV vehicles) from FY2022 Hybrids will continue to maintain market share in Japan

The share of electric vehicles in new vehicle sales in Japan is expected to exceed 40% by 2025, and reach 55% by 2030.

In Japan, hybrid electric vehicles (HEVs) already accounted for 22% of the market share in 2019. In 2030, they are projected to continue to hold a share of 23%. (Global share of 7% in 2030)

## Sales forecast for bus bar for HEV/EV compared with GGP24 (2022-2024)

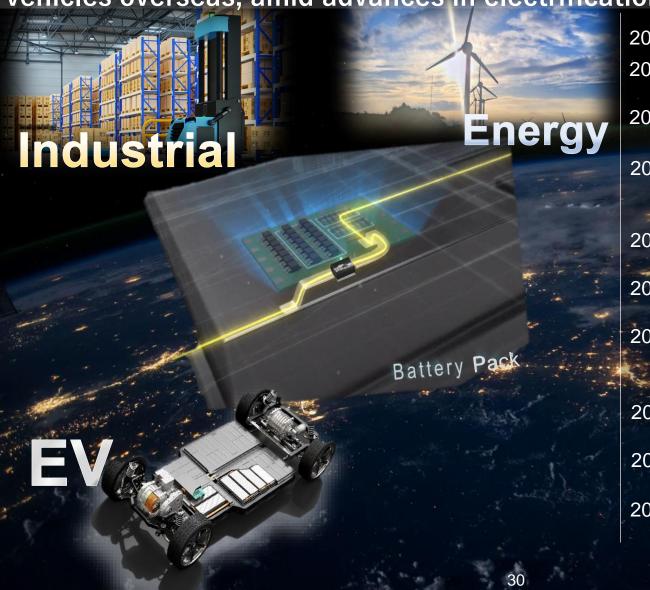




#### **Respond to Climate Change: Current Sensor Business**



Europe, the U.S., and China—rapid acceleration with adoption in electric vehicles overseas, amid advances in electrification

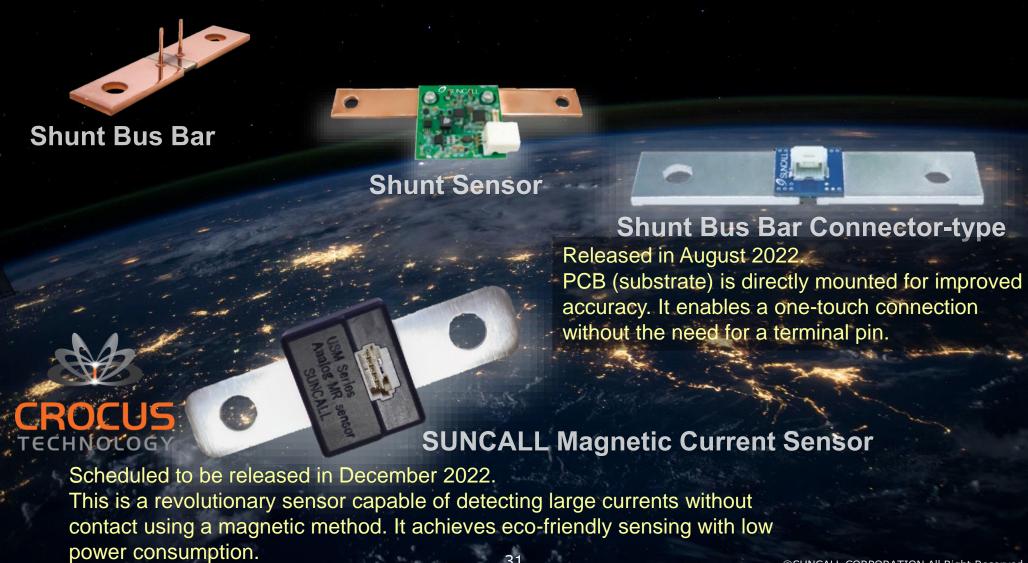


- 2014 Development of shunt method sensor
- 2017 Adoption of electric forklifts for domestic market
- 2017 Adoption of forklift for the U.S. market
- 2019 Adoption of NITE testing facilities for large-scale battery energy storage systems
- 2019 Adoption of HV trucks for domestic market
- 2020 Adoption of photovoltaic power storage battery systems
- 2020 Adoption of AGVs (Automated Guided Vehicles) for European market
- 2021 Adoption of EV racing cars for Europe
- 2021 Adoption of electric passenger vehicles for North America
- 2022 Development of connector type Development of magnetic sensor

#### **Respond to Climate Change: Current Sensor Business**

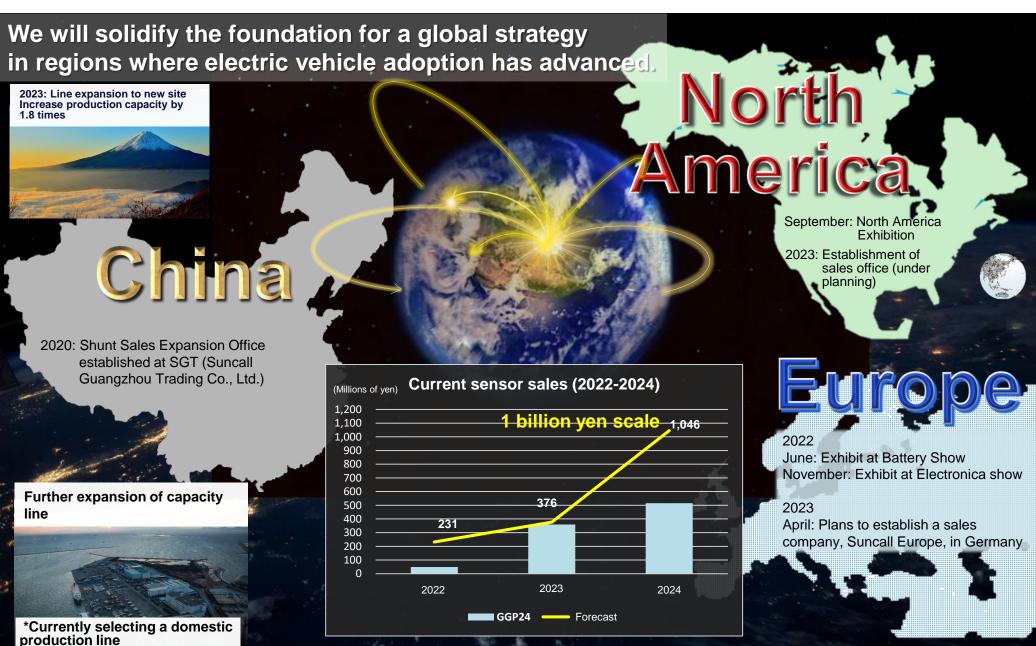


We released a new shunt with connector in August 2022. In addition to the shunt method, a new method, the magnetic sensor, has been developed.



#### **Respond to Climate Change: Current Sensor Business**





#### **Respond to Climate Change: LED Business**



New business with mass production starting in 2021; contributed to the realization of smaller and thinner LEDs.

LEDs have been spreading rapidly in the automotive-related products segment in recent years. They are already in use not only in luxury and mass-market vehicles, but also in vehicles for emerging markets.



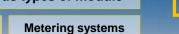


LED package manufacturers



Interior/Exterior

Various types of module



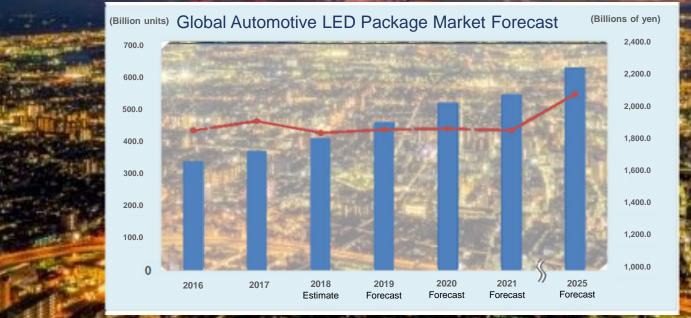


Automobile manufacturers

> Successful mass production of automotive LED substrates

DRL

> Estimated 2025 sales: 1 billion yen



#### Contribute to an Aging Society: Rehabilitation Robot Business



Mounting image

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As one of the COI projects of the Ministry of Education, Culture, Sports, Science and Technology, we developed a robot that helps patients learn to walk through joint research and development with Kyoto University.

Launched as a nursing care equipment model in 2020 and a new wireless tablet type in 2022.

The robot has been adopted and well received by not only rehabilitation centers across Japan but also senior and other care facilities. ♦ We are planning to further expand our services. We support people in their determination to walk. Sports Medical Nursing Beauty Scene of rehabilitation using Orthobot (Wireless tablet type) assistance

#### [Notice]

The materials for today's briefing include statements regarding the Company's performance outlook and future plans and policies. Please ensure that you comply with the Financial Instruments and Exchange Act and other laws and regulations when trading stock, etc. In addition, forward-looking statements in the materials are prepared based on currently available information and include factors of known and unknown risks and uncertainty. Accordingly, the Company's actual performance, business activities, and financial position may differ significantly from these statements. Please note that the Company has no obligation to announce or disclose updates or revisions to these forward-looking statements.

