



# Third Quarters of FY2021 (3Qs) Financial Information

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February 8, 2022

KYB Corporation

(Stock Code: 7242; First Section of Tokyo Stock Exchange)

## 3Qs of FY2021 Performance Overview

- ✓ **Increase in Net sales and profits**
  - Sales and segment profits\* dramatically surpassed with the impact of decreased demand due to COVID-19 lessening compared to the same period in the previous fiscal year.
  - The segment profits ratio maintained a 6% level due to increases in sales and the effects of reductions in fixed costs.
  - Operating profit shall remain stabilized due to the decrease in costs related to seismic isolation/mitigation oil dampers

## FY2021 Forecast

- ✓ **Upward revision to the previous forecast announced in November 2021**
  - Taking into account the Company's performance up to the 3Qs, we made an upward revision to operating profit and profit attributable to owners of the parent.
  - While there are uncertain factors, such as production adjustments due to the semiconductor shortage and increases in the prices of raw materials, our forecasts for net sales and segment profits remain unchanged.

# 3Qs of FY2021 Financial Summary



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(¥ Billion)	IFRS		Differences
	3Qs of FY2020 actual	3Qs of FY2021 actual	Previous period
Net sales	229.8	<b>286.1</b>	56.4
Segment profits* [Segment profits ratio]	4.7 [ 2.1% ]	<b>18.9</b> [ 6.6% ]	14.2 [ 4.5% ]
Operating profit	5.8	<b>23.3</b>	17.5
Profit attributable to owners of the parent	3.1	<b>17.4</b>	14.2
FOREX (Average) (¥)			
JPY/ US\$	106.11	<b>111.10</b>	
JPY/ EUR	122.37	<b>130.61</b>	

\*Segment profits correspond to operating income in JGAAP.

# 3Qs of FY2021 Net Sales and Segment Profits



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(¥ Billion)	Net Sales			Segment Profits		
	3Qs of FY2020 actual	3Qs of FY2021 actual	Differences	3Qs of FY2020 actual	3Qs of FY2021 actual	Differences
AC	137.6	<b>169.9</b>	32.3	2.2	<b>10.6</b>	8.4
HC	82.8	<b>105.7</b>	22.9	3.2	<b>9.7</b>	6.5
Aircraft Components	2.9	<b>2.9</b>	(0.0)	(1.2)	<b>(2.2)</b>	(1.0)
Others	6.5	<b>7.6</b>	1.2	0.5	<b>0.7</b>	0.2
Total	229.8	<b>286.1</b>	56.4	4.7	<b>18.9</b>	14.2

AC: Automotive Components

HC: Hydraulic Components

Others: Special-purpose vehicles, electronic components, etc.

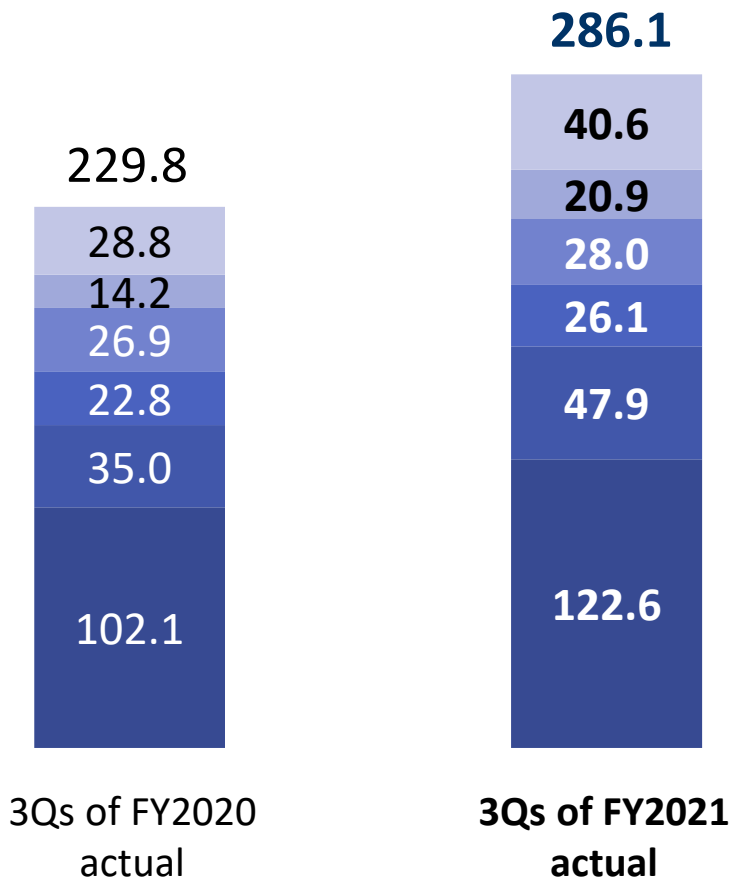
# 3Qs of FY2021 Net Sales by Region



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(¥ Billion)

Differences  
Previous period



Other	41.0%
Southeast Asia	47.2%
China	4.1%
America	14.5%
Europe	36.9%
Japan	20.1%

Overseas Sales Ratio

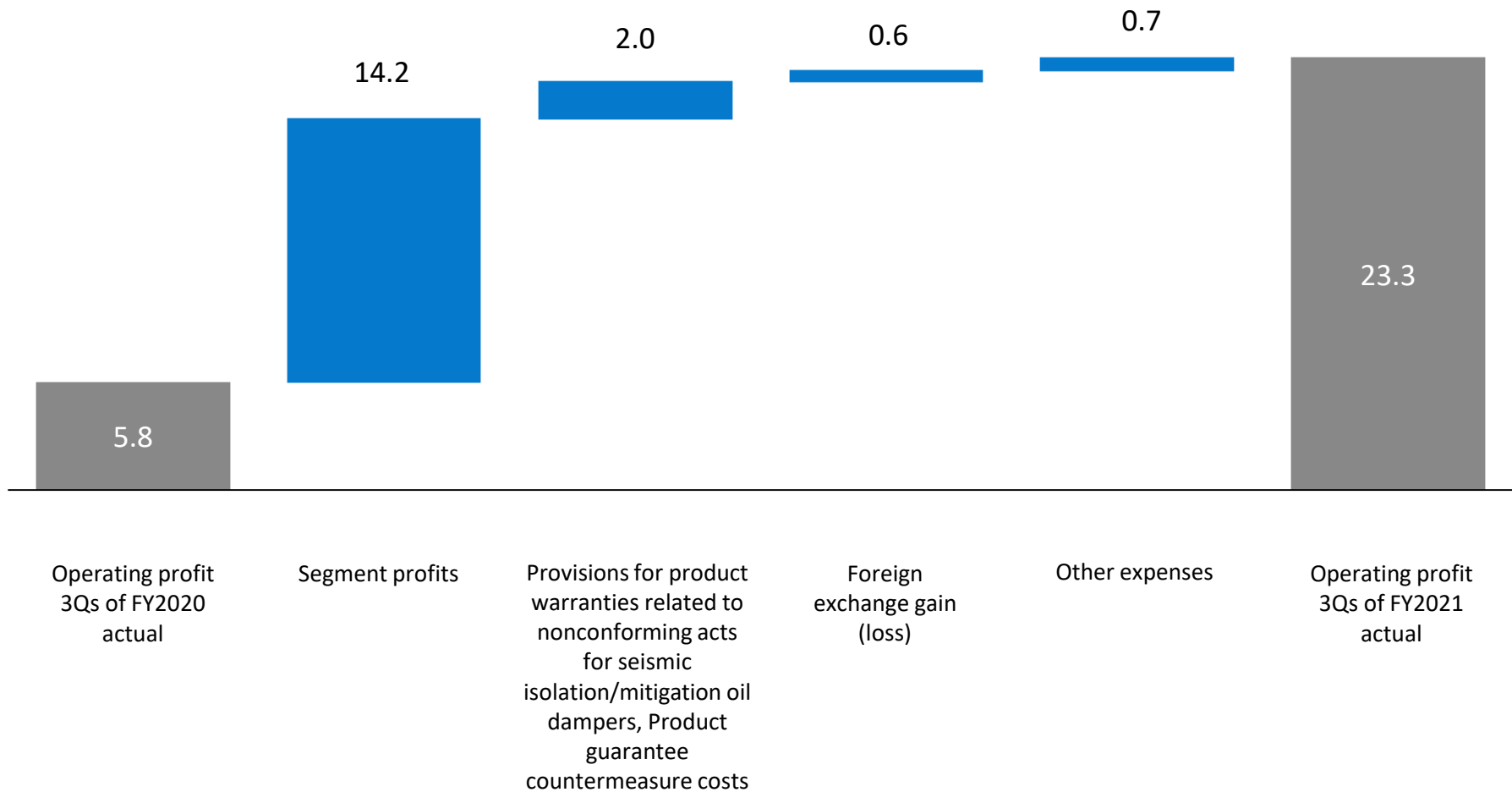
55.6% ⇒ 57.1%

# 3Qs of FY2021 Changes in Operating Profit (Comparison with previous period)



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(¥ Billion)



# Progress Plan for Bringing Nonconforming Seismic Isolation/Mitigation Dampers up to Conformity

## Breakdown of Remaining Items to Bring up to Conformity

	As of end of Jan. 2022
Work completed	956 buildings [96.5%]
Exchange work ongoing	9 buildings [0.9%]
Waiting for construction work to start, construction schedule being adjusted	12 buildings [1.2%]
On manufacturing standby to align with the construction schedule	3 buildings [0.3%]
Under administrative coordination	0 building [0.0%]
Coordinating details with the relevant persons regarding bringing the items up to conformity	11 buildings [1.1%]
<b>Total</b>	<b>991 buildings</b>

# Financial Forecast for FY2021



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(¥ Billion)	IFRS			Differences	
	FY2020 Actual	FY2021 Forecast (As of the end of Nov.)	FY2021 Forecast	Previous year	As of the end of Nov.
Net sales	328.0	380.0	<b>380.0</b>	52.0	—
Segment profits* [Segment profits ratio]	13.3 [ 4.1% ]	23.5 [ 6.2% ]	<b>23.5</b> <b>[ 6.2% ]</b>	10.2 [ 2.1% ]	— [ — ]
Operating profit	18.3	25.5	<b>28.0</b>	9.7	2.5
Profit attributable to owners of the parent	17.1	17.0	<b>19.0</b>	1.9	2.0
Dividend (¥)	75	90	<b>90</b>	15	—
FOREX (Average) (¥)					
JPY/ US\$	106.06	108.90	<b>110.33</b>		
JPY/ EUR	123.69	127.95	<b>129.21</b>		

\*Segment profits correspond to operating income in JGAAP.



# Net Sales and Segment Profits Forecast for FY2021



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(¥ Billion)	Net Sales			Segment Profits		
	FY2020 actual	FY2021 forecast	Differences	FY2020 actual	FY2021 forecast	Differences
AC	197.5	<b>226.7</b>	29.2	8.2	<b>14.1</b>	5.9
HC	117.3	<b>137.5</b>	20.2	6.6	<b>11.8</b>	5.3
Aircraft Components	3.9	<b>4.8</b>	1.0	(2.5)	<b>(3.4)</b>	(0.9)
Others	9.4	<b>11.0</b>	1.6	1.0	<b>1.0</b>	(0.1)
Total	328.0	<b>380.0</b>	52.0	13.3	<b>23.5</b>	10.2

AC: Automotive Components

HC: Hydraulic Components

Others: Special-purpose vehicles, electronic components, etc.



## *Our Precision, Your Advantage*

### Cautionary Statement

This report contains forward-looking statements, including KYB's plans and strategies, as well as statements that report historical results. Forward-looking statements involve such known and unknown risks and uncertainties as economic conditions; currency exchange rates; laws, regulations, and government policies; and political instability in principal markets.

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## 3Qs of FY2021 Net Sales and Segment Profits

(¥ Billion)	Net Sales			Segment Profits		
	3Qs of FY2020 actual	3Qs of FY2021 actual	Differences	3Qs of FY2020 actual	3Qs of FY2021 actual	Differences
AC	137.6	<b>169.9</b>	32.3	2.2	<b>10.6</b>	8.4
Shock absorbers for automobiles	100.4	<b>123.6</b>	23.2	—	—	—
Shock absorbers for motorcycles	17.2	<b>25.1</b>	7.9	—	—	—
Hydraulic equipment for automobiles	17.2	<b>17.3</b>	0.1	—	—	—
Others	2.8	<b>3.8</b>	1.0	—	—	—
HC	82.8	<b>105.7</b>	22.9	3.2	<b>9.7</b>	6.5
Hydraulic equipment for industrial use	73.8	<b>96.2</b>	22.4	—	—	—
System products	3.6	<b>3.2</b>	(0.4)	—	—	—
Others	5.4	<b>6.2</b>	0.8	—	—	—
Aircraft Components	2.9	<b>2.9</b>	(0.0)	(1.2)	<b>(2.2)</b>	(1.0)
Others	6.5	<b>7.6</b>	1.2	0.5	<b>0.7</b>	0.2
Total	229.8	<b>286.1</b>	56.4	4.7	<b>18.9</b>	14.2

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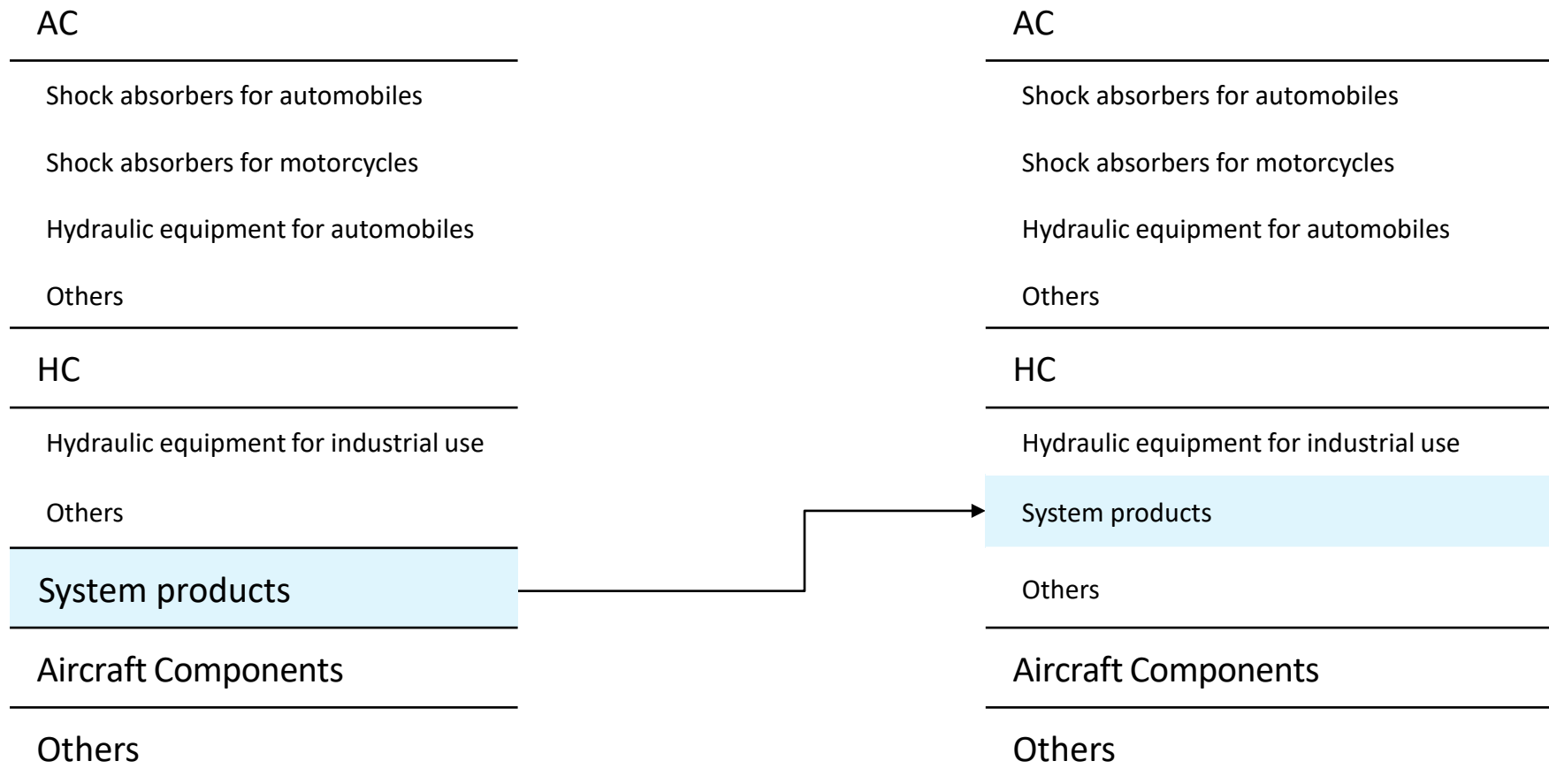
## Net Sales by Region

(¥ billion)

		FY2020				FY2021			
		AC	HC	Others	Total	AC	HC	Others	Total
Japan	1st Half	22	35	5	62	28	46	5	79
	3Q	16	21	3	40	15	26	2	43
	Total	38	57	7	102	43	72	8	123
Europe	1st Half	19	2	0	21	29	4	0	33
	3Q	13	1	0	14	13	2	0	15
	Total	32	3	0	35	42	6	0	48
America	1st Half	11	3	1	14	13	4	0	17
	3Q	7	2	0	9	7	2	0	9
	Total	18	4	1	23	20	5	1	26
China	1st Half	8	8	0	16	9	8	0	17
	3Q	5	5	0	11	6	5	0	11
	Total	14	13	0	27	15	13	0	28
South East Asia	1st Half	7	1	0	8	12	2	0	13
	3Q	6	0	0	7	7	1	0	7
	Total	13	1	0	14	19	2	0	21
Others	1st Half	14	3	1	17	20	5	1	26
	3Q	9	2	1	11	11	2	1	14
	Total	23	5	1	29	31	7	2	41
Total	1st Half	82	51	6	139	111	68	7	186
	3Q	56	32	4	91	59	38	4	100
	Total	138	83	9	230	170	106	11	286

## Change in business segment classification

As of the second quarters of FY2021, the System products segment will be reclassified as a subsegment of HC Operations.



AC: Automotive Components

HC: Hydraulic Components

Others: Special-purpose vehicles, electronic components, etc.