FY2020 1st Quarter Financial Results
(Three Months Ended May 31, 2020)

Notes:

- Yaskawa Group has voluntarily adopted International Financial Reporting Standards (IFRS) since its Annual Securities Report submitted on May 28, 2020, in order to enhance business management through the unification of accounting standards and to improve the international comparability of financial information in capital markets. We have also changed the segment classification since fiscal 2020. As a result, the figures for the same period of the previous fiscal year were calculated taking into account the impact of these changes. (Please see P.17)

- The information within this document is made as of the date of writing. Any forward-looking statements are made according to the assumptions of management and are subject to change as a result of risks and uncertainties. YASKAWA Electric Corporation undertakes no obligation to update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise.

- Figures in this document are rounded off, and may differ from those in other documents such as financial results.
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Business Overview

**Motion Control**

**[Core products]**
- AC servo motors and controllers
- Linear servo motors
- AC drives
- PM motors

**Robotics**

**[Core products]**
- Industrial robots
  - Arc and spot welding robots, painting robots
  - FPD glass sheet transfer robots, handling robots
- Semiconductor wafer transfer robots
- Biomedical robots
- Collaborative robots

**System Engineering**

**[Core products]**
- Large-scale wind power generator and converter
- PV inverters
- Electrical systems for steel plants
- Electrical instrumentation systems for water supply plants and sewage treatment facilities

**Other**

- Logistics
1. FY2020 1Q Financial Results
(Three Months Ended May 31, 2020)
FY2020 1Q Financial Results (Highlights)

- Revenue and profit decreased due to sluggish global capital investment demand affected by the spread of new coronavirus infection.

<table>
<thead>
<tr>
<th></th>
<th>FY2020 1Q Results</th>
<th>FY2019 1Q Results</th>
<th>Changes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>¥ 90.8bn.</td>
<td>¥ 107.4bn.</td>
<td>-¥ 16.6bn.</td>
</tr>
<tr>
<td>Operating profit</td>
<td>¥ 6.2bn.</td>
<td>¥ 7.9bn.</td>
<td>-¥ 1.7bn.</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>¥ 5.9bn.</td>
<td>¥ 7.5bn.</td>
<td>-¥ 1.6bn.</td>
</tr>
<tr>
<td>Profit attributable to owners of parent</td>
<td>¥ 4.5bn.</td>
<td>¥ 5.4bn.</td>
<td>-¥ 0.9bn.</td>
</tr>
</tbody>
</table>
FY2020 1Q Financial Results by Business Segment

- Revenue of Motion Control and System Engineering declined, but profits increased.
- Revenue and operating profit of Robotics declined due to the impact of the new coronavirus.

<table>
<thead>
<tr>
<th>Business Segment</th>
<th>FY2020 1Q Results (Billions of yen)</th>
<th>Profit ratio</th>
<th>FY2019 1Q Results (Billions of yen)</th>
<th>Profit ratio</th>
<th>Changes (Amounts)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>90.8</td>
<td></td>
<td>107.4</td>
<td></td>
<td>-16.6</td>
<td>-15.5%</td>
</tr>
<tr>
<td>Motion Control</td>
<td>44.2</td>
<td></td>
<td>48.3</td>
<td></td>
<td>-4.0</td>
<td>-8.4%</td>
</tr>
<tr>
<td>Robotics</td>
<td>29.3</td>
<td></td>
<td>39.1</td>
<td></td>
<td>-9.9</td>
<td>-25.2%</td>
</tr>
<tr>
<td>System Engineering</td>
<td>12.0</td>
<td></td>
<td>14.3</td>
<td></td>
<td>-2.3</td>
<td>-16.1%</td>
</tr>
<tr>
<td>Other</td>
<td>5.3</td>
<td></td>
<td>5.7</td>
<td></td>
<td>-0.4</td>
<td>-7.2%</td>
</tr>
<tr>
<td>Operating profit</td>
<td>6.2</td>
<td>6.9%</td>
<td>7.9</td>
<td>7.4%</td>
<td>-1.7</td>
<td>-21.6%</td>
</tr>
<tr>
<td>Motion Control</td>
<td>6.6</td>
<td>14.9%</td>
<td>6.2</td>
<td>12.9%</td>
<td>+0.3</td>
<td>+5.4%</td>
</tr>
<tr>
<td>Robotics</td>
<td>0.3</td>
<td>0.9%</td>
<td>2.0</td>
<td>5.1%</td>
<td>-1.7</td>
<td>-87.0%</td>
</tr>
<tr>
<td>System Engineering</td>
<td>0.1</td>
<td>0.7%</td>
<td>0.1</td>
<td>0.5%</td>
<td>+0.0</td>
<td>+37.0%</td>
</tr>
<tr>
<td>Other</td>
<td>-0.1</td>
<td>-1.3%</td>
<td>0.0</td>
<td>0.8%</td>
<td>-0.1</td>
<td>-</td>
</tr>
<tr>
<td>Elimination or Corporate</td>
<td>-0.6</td>
<td>-</td>
<td>-0.4</td>
<td>-</td>
<td>-0.2</td>
<td>-</td>
</tr>
</tbody>
</table>
Business Segment Overview: Motion Control

[Revenue]
- AC servo & controller: Demand for 5G-related products increased in China, while semiconductor-related was firm in Japan, the United States and South Korea
- Drives: Domestic sales remained firm, but demand related to oil and gas in the United States fell sharply

[Operating profit]
- In addition to the recovery of AC servo revenue in China, the reduction of expenses has led to an increase in operating profit

Revenue breakdown by region
Business Segment Overview: Robotics

**Revenue (Billions of yen)**

- **FY2019 1Q**: 39.1
- **FY2020 1Q**: 29.3

**Operating profit/loss (Billions of yen)**

- **FY2019 1Q**: 2.0
- **FY2020 1Q**: 0.3

**Operating profit ratio (%)**

- **FY2019 1Q**: 5.1%
- **FY2020 1Q**: 0.9%

[Revenue]

- Automobile-related: Weak revenue due to restrained capital investment on a global basis and the impact of the suspension of operations at customers’ plants
- General industry: Signs of recovery were seen in automation investment in the Chinese 3C market, but growth was sluggish due to the impact of the new coronavirus
- Semiconductor: Solid especially in Japan

[Operating profit]

- Decreased due to the impact of a decline in revenue

Revenue breakdown by region

- **China**: 27%
- **The Americas**: 12%
- **Europe**: 19%
- **Japan**: 29%
- **Asian Countries except China**: 13%
- **Other**: 0%
Business Segment Overview: System Engineering

[Revenue]
- Revenue related to steel plants and electric systems for water supply and sewerage in Japan were sluggish
- Revenue of PV inverter grew in the environmental energy field due to the launch of new products
- Segment revenue decreased mainly in Japan due to the impact of the new coronavirus

[Operating profit]
- Increased due to structural reforms and the launch of new products

Revenue breakdown by region

[Graph showing revenue breakdown by region]
Revenue Breakdown by Business Segment

FY2019 1Q

Revenue ¥ 107.4 bn.
- Robotics 37%
- System Engineering 13%
- Motion Control 45%
Other 5%

FY2020 1Q

Revenue ¥ 90.8 bn.
- Robotics 32%
- System Engineering 13%
- Motion Control 49%
Other 6%
## Revenue Breakdown by Region (1)

- **Overall revenue declined despite solid performance in China**

<table>
<thead>
<tr>
<th>Region</th>
<th>FY2020 1Q (Billions of yen)</th>
<th>FY2019 1Q (Billions of yen)</th>
<th>Changes Amounts</th>
<th>Changes %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>90.8</td>
<td>107.4</td>
<td>-16.6</td>
<td>-15.5%</td>
</tr>
<tr>
<td>Japan</td>
<td>32.6</td>
<td>37.6</td>
<td>-5.0</td>
<td>-13.4%</td>
</tr>
<tr>
<td>Overseas</td>
<td>58.2</td>
<td>69.8</td>
<td>-11.6</td>
<td>-16.6%</td>
</tr>
<tr>
<td>The Americas</td>
<td>14.0</td>
<td>18.8</td>
<td>-4.8</td>
<td>-25.4%</td>
</tr>
<tr>
<td>Europe</td>
<td>11.1</td>
<td>16.1</td>
<td>-4.9</td>
<td>-30.8%</td>
</tr>
<tr>
<td>China</td>
<td>23.9</td>
<td>24.0</td>
<td>-0.1</td>
<td>-0.4%</td>
</tr>
<tr>
<td>Asian Countries except China</td>
<td>9.1</td>
<td>10.8</td>
<td>-1.7</td>
<td>-15.7%</td>
</tr>
<tr>
<td>Other</td>
<td>0.0</td>
<td>0.2</td>
<td>-0.1</td>
<td>-75.6%</td>
</tr>
</tbody>
</table>

Note: Europe includes Middle East and Africa.
Revenue Breakdown by Region (2)

FY2019 1Q

Revenue ¥ 107.4 bn.

Japan 35%

China 22%

Europe 15%

Overseas 65%

Asian Countries except China 10%

Other 0%

FY2020 1Q

Revenue ¥ 90.8 bn.

Japan 36%

China 26%

Europe 12%

Overseas 64%

Asian Countries except China 10%

Other 0%

Note: Europe includes Middle East and Africa.
Breakdown of Changes in Operating Profit (FY2019 1Q → FY2020 1Q)

- Effects of changes in forex rates: -1.1 billions of yen
- Profit decrease due to revenue decrease: -3.7 billions of yen
- Decrease in expenses: -0.7 billions of yen
- Decrease in added value: +3.4 billions of yen
- Other: +0.4 billions of yen
Measures for FY2020 1Q

- **Increased line up of new products to expand “Robotics” business**
  - Launched new semiconductor wafer handling clean robot (May 2020)
    - The direct drive system, which does not require a reduction gear, is used to achieve higher precision and lower vibration than conventional models

- **Enhanced profitability of Clean Power business**
  - Launched a new PV inverter “XGI1500 150kW” (June 2020)
    - Contributes to system cost reduction through higher voltage (1500 V)

- **Enhanced industry-academia collaboration**
  - Participated in "The Consortium of Human Education for Future Robot System Integration"
    - Cooperation between industry and educational institutions such as technical colleges to support the development of future human resources in the robotics field
  - Opened Joint Research Course for Future Technologies with Tokyo Institute of Technology
    - Research on ultralight actuator for human collaborative robot through industry-academia collaboration
2. FY2020 2Q Financial Forecasts
(Three Months Ended August 31, 2020)
FY2020 2Q Financial Forecasts

- Global trends in capital investment remain uncertain due to the spread of the new coronavirus infection and the resurgence of U.S. – China trade friction, therefore FY 2020 2Q results are forecasted as follows.

### FY2020 2Q Financial Forecasts

<table>
<thead>
<tr>
<th></th>
<th>FY2020 1Q Results</th>
<th>Profit ratio</th>
<th>FY2020 2Q Forecasts</th>
<th>Profit ratio</th>
<th>FY2020 1HForecasts</th>
<th>Profit ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Motion Control</td>
<td>44.2</td>
<td>6.9%</td>
<td>41.8</td>
<td>5.0%</td>
<td>86.0</td>
<td>0.9%</td>
</tr>
<tr>
<td>Robotics</td>
<td>29.3</td>
<td></td>
<td>30.7</td>
<td></td>
<td>60.0</td>
<td></td>
</tr>
<tr>
<td>System Engineering</td>
<td>12.0</td>
<td></td>
<td>12.0</td>
<td></td>
<td>24.0</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>5.3</td>
<td></td>
<td>5.5</td>
<td></td>
<td>10.8</td>
<td></td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Motion Control</td>
<td>6.6</td>
<td>14.9%</td>
<td>5.5</td>
<td>13.1%</td>
<td>12.1</td>
<td>14.0%</td>
</tr>
<tr>
<td>Robotics</td>
<td>0.3</td>
<td>0.9%</td>
<td>-0.3</td>
<td>-0.8%</td>
<td>0.0</td>
<td>0.0%</td>
</tr>
<tr>
<td>System Engineering</td>
<td>0.1</td>
<td>0.7%</td>
<td>-0.1</td>
<td>-0.7%</td>
<td>-0.0</td>
<td>-0.0%</td>
</tr>
<tr>
<td>Other</td>
<td>-0.1</td>
<td>-1.3%</td>
<td>-0.1</td>
<td>-1.1%</td>
<td>-0.1</td>
<td>-1.2%</td>
</tr>
<tr>
<td>Elimination or Corporate</td>
<td>-0.6</td>
<td></td>
<td>-0.6</td>
<td></td>
<td>-1.2</td>
<td></td>
</tr>
<tr>
<td>Profit attributable to owners of parent</td>
<td>4.5</td>
<td>5.0%</td>
<td>3.5</td>
<td>3.9%</td>
<td>8.0</td>
<td>4.4%</td>
</tr>
</tbody>
</table>
3. Reference
Retroactive Application of IFRS/Business Reclassification to the FY2019 1Q Results

<table>
<thead>
<tr>
<th>(Unit: Billions of yen)</th>
<th>FY 2019 1Q</th>
<th>Changes of IFRS</th>
<th>Changes of Business reclassification</th>
<th>IFRS (After segment revision)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales, Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Motion Control</strong></td>
<td>107.4</td>
<td>-</td>
<td>-</td>
<td>107.4</td>
</tr>
<tr>
<td></td>
<td>47.9</td>
<td>-</td>
<td>+0.4</td>
<td>48.3</td>
</tr>
<tr>
<td><strong>Robotics</strong></td>
<td>39.1</td>
<td>-</td>
<td>-</td>
<td>39.1</td>
</tr>
<tr>
<td><strong>System Engineering</strong></td>
<td>14.6</td>
<td>-</td>
<td>-0.4</td>
<td>14.3</td>
</tr>
<tr>
<td><strong>Other</strong></td>
<td>5.7</td>
<td>-</td>
<td>-</td>
<td>5.7</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>7.2</td>
<td>+0.8</td>
<td>-</td>
<td>7.9</td>
</tr>
<tr>
<td><strong>Motion Control</strong></td>
<td>6.1</td>
<td>+0.2</td>
<td>+0.0</td>
<td>6.2</td>
</tr>
<tr>
<td><strong>Robotics</strong></td>
<td>1.8</td>
<td>+0.1</td>
<td>+0.1</td>
<td>2.0</td>
</tr>
<tr>
<td><strong>System Engineering</strong></td>
<td>-0.2</td>
<td>+0.2</td>
<td>+0.1</td>
<td>0.1</td>
</tr>
<tr>
<td><strong>Other</strong></td>
<td>-0.1</td>
<td>+0.1</td>
<td>-</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>Elimination or Corporate</strong></td>
<td>-0.4</td>
<td>+0.2</td>
<td>-0.2</td>
<td>-0.4</td>
</tr>
<tr>
<td><strong>Profit attributable to owners of parent</strong></td>
<td>4.7</td>
<td>+0.7</td>
<td>-</td>
<td>5.4</td>
</tr>
</tbody>
</table>
• With the postponement of the announcement of the FY2020 full-year business forecast, the announcement of the "capital expenditure" “depreciation and amortization" and "R&D investment" plans will also be postponed.

### Capital expenditure, R&D investment

<table>
<thead>
<tr>
<th></th>
<th>FY 2017</th>
<th>FY 2018</th>
<th>FY 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital expenditure</td>
<td>19.69</td>
<td>35.65</td>
<td>25.47</td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>12.69</td>
<td>14.31</td>
<td>16.75</td>
</tr>
<tr>
<td>R&amp;D investment</td>
<td>19.07</td>
<td>20.79</td>
<td>19.00</td>
</tr>
</tbody>
</table>

### Forex rates

<table>
<thead>
<tr>
<th></th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY 2020 (Forecast)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1Q</td>
<td>1H</td>
<td>Full-year</td>
</tr>
<tr>
<td>U.S. dollar</td>
<td>107.8</td>
<td>109.3</td>
<td>110.5</td>
</tr>
<tr>
<td>Euro</td>
<td>130.9</td>
<td>129.9</td>
<td>128.9</td>
</tr>
<tr>
<td>Yuan</td>
<td>17.05</td>
<td>16.81</td>
<td>16.56</td>
</tr>
<tr>
<td>Won</td>
<td>0.101</td>
<td>0.100</td>
<td>0.100</td>
</tr>
</tbody>
</table>

### Forex sensitivity

<table>
<thead>
<tr>
<th></th>
<th>Impact of 1% fluctuation (FY2020 1H Forecasts)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Net sales</td>
</tr>
<tr>
<td>U.S. dollar</td>
<td>approx. 0.32</td>
</tr>
<tr>
<td>Euro</td>
<td>approx. 0.24</td>
</tr>
<tr>
<td>Yuan</td>
<td>approx. 0.46</td>
</tr>
<tr>
<td>Won</td>
<td>approx. 0.10</td>
</tr>
</tbody>
</table>
### Financial Indices

#### As of February 29, 2020
- Ratio of equity attributable to owners of the company: 50.7%
- Equity attributable to owners of the company: 228.4 billion yen
- Interest-bearing debt: 81.6 billion yen
- D/E ratio: 0.36
- Inventory: 102.0 billion yen
- Turnover: 3.0 months
- ROE: 6.6%
- ROIC: 5.9%

#### As of May 31, 2020
- Ratio of equity attributable to owners of the company: 49.0%
- Equity attributable to owners of the company: 221.2 billion yen
- Interest-bearing debt: 84.5 billion yen
- D/E ratio: 0.38
- Inventory: 106.8 billion yen
- Turnover: 3.5 months

*Interest-bearing debt includes lease obligations.

*Inventory at the end of the period is used for calculating turnover months.

*ROE= Profit attributable to owners of parent / Shareholders’ equity (average of beginning and end of fiscal year)

*ROIC= Profit attributable to owners of parent / Invested capital

### Financial Indices

**Operating CF**
- FY2009: 4.0
- FY2010: 2.5
- FY2011: 6.4
- FY2012: 24.6
- FY2013: 24.0
- FY2014: 29.0
- FY2015: 32.0
- FY2016: 33.8
- FY2017: 46.1
- FY2018: 32.8
- FY2019: 21.5

**Investment CF**
- FY2009: -6.5
- FY2010: -6.7
- FY2011: -11.9
- FY2012: -18.1
- FY2013: -16.9
- FY2014: -27.9
- FY2015: -22.4
- FY2016: -18.9
- FY2017: -18.9
- FY2018: -27.1
- FY2019: -20.6

**Free CF**
- FY2009: -2.4
- FY2010: -4.3
- FY2011: -5.5
- FY2012: 6.6
- FY2013: 7.0
- FY2014: 1.1
- FY2015: 9.5
- FY2016: 14.8
- FY2017: 27.2
- FY2018: 5.7
- FY2019: 0.8

[Note] Data up to February 2019 are based on Japanese GAAP.
Revenue / Operating Profit (FY2009 - FY2019)

(Billions of yen)

Revenue
Operating profit
Operating profit ratio

Note1: Data up to FY2018 are based on Japanese GAAP.
Note2: The data for FY2017 are made on a reference basis. (March 21, 2017 – March 20, 2018)
Quarterly Revenue Trends (1)

M (Billions of yen)

Note 1: 1Q data of FY 19 and FY 20 are based on the values after segment reclassification.

Note 2: (M) = Motion Control  (R) = Robotics  (S) = System Engineering
Note: 1Q data of FY 19 and FY 20 are based on the values after segment reclassification.
Quarterly Order Trends by Business Segment

*(Average forex rates during period used)*

**Note1:** (M) = Motion Control  (R) = Robotics  (S) = System Engineering

**Note2:** Data of FY2019 and FY2020 are based on the values after segment reclassification.
### Quarterly Order Trends by Destination

*Average forex rates during period used*

<table>
<thead>
<tr>
<th></th>
<th>FY2018</th>
<th></th>
<th></th>
<th>FY2019</th>
<th></th>
<th></th>
<th>FY2020</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1Q</td>
<td>2Q</td>
<td>3Q</td>
<td>4Q</td>
<td>1Q</td>
<td>2Q</td>
<td>3Q</td>
<td>4Q</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>YoY</td>
<td>+10%</td>
<td>-4%</td>
<td>-9%</td>
<td>-17%</td>
<td>-17%</td>
<td>-14%</td>
<td>-11%</td>
<td>-4%</td>
</tr>
<tr>
<td>QoQ</td>
<td>+8%</td>
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Note: Data of FY2019 and FY2020 are based on the values after segment reclassification.