

10-Year Financial Data

		Japanese GAAP				
(Fiscal year)		2010	2011	2012	2013	2014
Net sales		296,847	307,111	310,383	363,570	400,153
Gross profit		77,032	79,571	82,108	108,139	126,890
Operating profit		12,874	14,818	13,070	25,702	31,532
Profit before income taxes		12,060	15,353	12,125	25,717	34,413
Profit attributable to owners of parent		6,544	8,432	6,800	16,964	24,819
Business Segment Information*¹						
Motion Control	Net sales	156,450	149,410	144,333	162,346	188,116
	Operating profit	8,980	5,824	3,248	16,444	21,748
	Operating profit ratio (%)	5.7	3.9	2.3	10.1	11.6
Robotics	Net sales	83,843	101,065	110,223	122,543	135,956
	Operating profit	1,673	7,014	8,365	9,511	10,558
	Operating profit ratio (%)	2.0	6.9	7.6	7.8	7.8
System Engineering	Net sales	34,349	35,520	37,263	35,327	40,980
	Operating profit	2,061	1,917	1,504	-5	-768
	Operating profit ratio (%)	6.0	5.4	4.0	-0.0	-1.9
Sales by Destination*²						
Japan		144,754	143,019	143,456	150,101	144,246
The Americas		38,779	43,985	51,113	58,481	72,616
Europe		29,610	33,939	32,047	42,499	46,921
China				48,555	67,165	85,017
Asia except China		82,749	85,276	32,752	41,430	47,761
Other		955	890	2,456	3,892	3,590
Overseas sales ratio (%)		51.2	53.4	53.8	58.7	64.0
Cash Flow						
Cash flows from operating activities		2,489	6,391	24,640	23,972	29,023
Cash flows from investing activities		-6,741	-11,874	-18,058	-16,942	-27,874
Free cash flows		-4,252	-5,483	6,582	7,029	1,149
Cash flows from financing activities		-786	13,592	-9,053	-5,983	-1,471
Cash and cash equivalents at end of period		11,885	20,206	19,389	22,992	24,347
Per Share Information						
Earning (yen)		26.00	33.51	27.03	67.42	98.45
Dividends (yen)		6.00	10.00	10.00	12.00	20.00
End of the Fiscal Year						
Total assets		264,594	279,072	302,518	340,506	388,205
Interest-bearing debt		41,439	58,612	54,684	55,528	52,430
Shareholders' equity		93,220	100,109	112,218	134,076	171,388
Management and Financial Indicators						
Operating profit ratio (%)		4.3	4.8	4.2	7.1	7.9
ROE: Return on equity (%)		7.2	8.7	6.4	13.8	16.3
Shareholders' equity ratio (%)		35.2	35.9	37.1	39.4	44.1
Debt-to-equity ratio (times)		0.44	0.59	0.49	0.41	0.31
Dividend payout ratio (%)		23.1	29.8	37.0	17.8	20.3
Exchange rate						
U.S. dollar (yen)		86.1	79.3	81.9	99.6	108.2
Euro (yen)		113.3	109.6	105.7	132.7	139.7

*¹ Starting FY2013, reportable segments changed to the following 3 segments: Motion Control, Robotics, and System Engineering. There have also been partial changes in the division of businesses within these segments. Figures and profit ratios of each segment for the period up until FY2012 are based on figures before the change was implemented. The figures for former Information Technologies segment and Other segment are omitted.

Revisions were made to the division of businesses segments starting FY2017. The PV inverter business, which was previously included in Motion Control, is included in System Engineering. Figures and profit ratios of each segment for FY2016 reflect this change. The change is not applied to figures and profit ratios for the period up until FY2015.

*² For FY2010 and FY2011, figures for Japan, the Americas, Europe, Asia, and Other were disclosed.

*³ The Company changed its accounting period starting FY2017 from March 20 to the last day of February. As a transitional year for this change, FY2017 was from March 21, 2017 to February 28, 2018.

Japanese GAAP			IFRS		(millions of JPY)
2015	2016	2017 ^{*3}	2018	2019	(Fiscal year)
411,260	394,883	448,523	474,638	410,957	Revenue
134,147	124,018	154,174	156,353	124,496	Gross profit
36,730	30,409	54,126	53,098	24,198	Operating profit
35,202	29,910	53,556	55,051	24,642	Profit before tax
22,365	20,397	39,749	42,524	15,572	Profit attributable to owners of parent
Business Segment Information*¹					
187,548	172,025	212,095	213,260	177,893	Revenue
22,413	22,772	41,729	34,697	19,227	Operating profit
12.0	13.2	19.7	16.3	10.8	Operating profit ratio (%)
154,068	139,993	163,379	177,995	152,170	Revenue
15,304	10,253	17,761	17,986	5,639	Operating profit
9.9	7.3	10.9	10.1	3.7	Operating profit ratio (%)
43,053	59,354	52,934	51,627	58,089	Revenue
-760	-591	-3,794	-770	919	Operating profit
-1.8	-1.0	-7.2	-1.5	1.6	Operating profit ratio (%)
Revenue by region					
135,495	134,205	133,896	154,539	151,481	Japan
85,088	74,691	83,078	84,908	73,906	The Americas
52,011	50,736	60,879	70,436	61,275	EMEA
81,938	81,246	103,313	103,404	79,974	China
52,355	49,798	63,397	60,914	43,892	Asia except China
4,370	4,205	3,957	435	428	Other
67.1	66.0	70.1	67.4	63.1	Overseas revenue ratio (%)
Cash Flow					
31,954	33,752	46,054	34,347	21,480	Net cash provided by operating activities
-22,421	-18,936	-18,852	-27,111	-20,645	Net cash used in investing activities
9,533	14,816	27,202	7,236	835	Free cash flows
-2,601	-16,453	-14,820	-10,268	491	Net cash provided by (used in) financing activities
31,656	29,735	42,213	39,289	40,307	Cash and cash equivalents at end of period
Per Share Information					
84.71	76.60	149.35	161.00	59.42	Earnings per share (yen)
20.00	20.00	40.00	52.00	52.00	Dividends per share (yen)
End of the Fiscal Year					
373,533	387,512	441,249	463,965	450,127	Total assets
48,426	36,765	32,247	54,416	81,580	Interest-bearing debt
181,281	198,513	235,865	243,967	228,362	Equity attributable to owners of parent
Management and Financial Indicators					
8.9	7.7	12.1	11.2	5.9	Operating profit ratio (%)
12.8	10.7	18.3	17.9	6.6	ROE: Return on equity (%)
48.5	51.2	53.5	52.6	50.7	Ratio of equity attributable to owners of parent to total assets (%)
0.27	0.19	0.14	0.22	0.36	Debt-to-equity ratio (times)
23.6	26.1	26.8	32.3	87.5	Dividend payout ratio (%)
Average Exchange Rate					
120.8	108.4	111.5	110.5	109.0	U.S. dollar (yen)
133.0	119.2	128.8	128.9	121.4	Euro (yen)

Disclosure Policy and IR Activities

Disclosure policy

■ Scope of reporting, etc.

Period covered	March 1, 2019 to February 29, 2020 (Certain contents include activities occurred in or after March 2020.)
Scope	YASKAWA Electric Corporation and consolidated subsidiaries Note: A part of non-financial information is provided of YASKAWA Electric Corporation.
Accounting standard	Unless otherwise stated, figures for FY2017 and earlier are stated in accordance with Japanese GAAP, and figures for FY2018 and after are stated in accordance with International Financial Reporting Standards (IFRS).

■ Editorial Policy

This report is prepared for a wide range of stakeholders, including shareholders and investors. This report is created with the aim of providing a well-balanced understanding of various aspects of the Group's business model and value creation, based on the theme of "communicating the future potential of Yaskawa".

This report is prepared with reference to the "International Integrated Reporting Framework" by the International Integrated Reporting Council (the IIRC) and "Guidance for Collaborative Value Creation" by Ministry of Economy, Trade and Industry with the aim of helping readers make a comprehensive assessment of Yaskawa's value.



■ Note on Forecasts Mentioned in this Report

Future projections for performance and other matters contained in this report are based on the information that is available at the time of issue and on a certain level of requirements as seen rational, however, actual results may vary due to various factors. Some examples of such factors are economic conditions, both in Japan and outside the country, trends in demand for the company's products and services, and trends in foreign exchange and stock markets. Please also note that factors which may impact the company's results are not limited to the aforementioned.

Investor Relations Activities

Yaskawa believes it is important to promote constructive dialogue with shareholders and investors in order to achieve sustainable growth and increase corporate value over the medium to long term.

In addition to enhancing information disclosure and opportunities for dialogue with our stakeholders, including institutional investors and analysts, we appropriately report to the management the opinions and requests of our stakeholders, and use them in discussions aimed at improving corporate value.

■ YASKAWA Global Website Information

A wide range of IR related information is available.

Please visit the following URL.



Investor Relations

<https://www.yaskawa-global.com/ir>



Sustainability

<https://www.yaskawa-global.com/company/csr>

■ External evaluation of IR activities (FY2019)

Overall IR Activities

- Institutional Investor

2019 All-Japan Executive Team Ranking

2nd place in "Engineering & Machinery" Sector

2nd place in Best CEO

3rd place in Best CFO

2nd place in Best IR Professional

2nd place in Best IR Program

IR Website

Daiwa Investor Relations Co., Ltd.

2019 "Internet IR Awards" Excellence Award

Nikko IR Co., Ltd.

"Ranking of all listed companies' websites in FY2019" Excellent Sites (General award)

Morningstar Japan K.K.

"Gomez IR Site Ranking 2019" Excellent company: Silver Prize

Corporate Information (As of February 29, 2020)

Corporate name	YASKAWA Electric Corporation
Head office	2-1 Kurosakishiroishi, Yahatanishi-ku, Kitakyushu 806-0004, Japan
Founded	July 16, 1915
Share capital	30,562 million yen

Employees	15,179 Consolidated (including temporary employees)
Number of consolidated subsidiaries	67 companies
Number of affiliates accounted for by the equity method	9 companies

Stock and Shareholder Information (As of February 29, 2020)

■ Stock Information

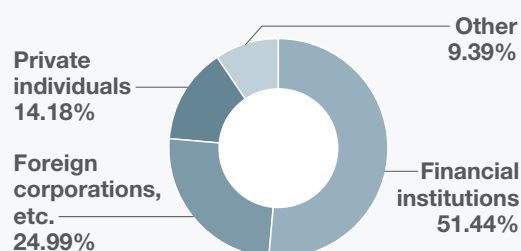
Stock exchange listings	Tokyo, Fukuoka
Securities code	6506 (Japan)
Share unit	100 shares
Business year	March 1 of each year to the last day of February of the following year
Record date for dividend payout	Last day of February and August 31 of each year
Number of shares outstanding	266,690 thousand
Number of shareholders	65,922

■ Major Shareholders

Major shareholders (Top 10 shareholders)	Number of shares (Thousands)	Shareholding ratio (%)
The Master Trust Bank of Japan, Ltd. (Trust Account)	31,783	12.10
Japan Trustee Services Bank, Ltd. (Trust Account)	22,756	8.67
Mizuho Bank, Ltd. (MHBK)	8,100	3.09
Meiji Yasuda Life Insurance Company	7,774	2.96
Japan Trustee Services Bank, Ltd. (Sumitomo Mitsui Trust Bank, Limited Employee Retirement Benefit Trust Account)	7,439	2.83
Japan Trustee Services Bank, Ltd. (Sumitomo Mitsui Trust Bank, Limited ReTrust Account, The Bank of Fukuoka, Ltd. Employee Retirement Benefit Trust Account)	5,100	1.94
Japan Trustee Services Bank, Ltd. (Trust Account 5)	4,369	1.66
THE DAI-ICHI LIFE INSURANCE COMPANY, LTD.	4,199	1.60
STATE STREET BANK WEST CLIENTTREATY 505234	4,003	1.52
SSBTC CLIENT OMNIBUS ACCOUNT	3,911	1.49

Note: Treasury stock (4,121,213 shares) is deducted in the calculation of the shareholding ratio.

■ Share Distribution by Shareholder Type



■ Company Share Price ((From January 2017 to June 2020)



Note: The prices displayed are the monthly high and low prices traded at Tokyo Stock Exchange.

