FY2020 1st Half Financial Results (Ended August 31, 2020)

FY2020 Full-Year Forecasts (Ending February 28, 2021)

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.20)

- 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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Contents

1. FY2020 1H Financial Results
   - FY2020 1H Financial Results
   - Business Segment Overview
   - Revenue Breakdown by Business Segment
   - Revenue Breakdown by Destination
   - Breakdown of Changes in Operating Income
   - Measures for FY2020 1H

2. FY2020 Full-Year Forecasts
   - FY2020 Full-Year Financial Forecasts
   - Breakdown of Changes in Operating Income
   - Measures for FY2020 2H

3. Reference
   - Retroactive Application of IFRS/Business Reclassification to the FY2019 1H & Full-Year Results
   - Capital Expenditure, R&D Investment, Forex Rates and Sensitivity
   - Financial Indices
   - Revenue / Operating profit
   - Quarterly Revenue Trends
   - Quarterly Order Trends
   - Major Production Bases
### Business Overview

#### Motion Control

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

#### 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 1H Financial Results
(Six Months Ended August 31, 2020)
FY2020 1H Financial Results (Highlights)

- Revenue and operating profit decreased due to the impact of the spread of the new coronavirus infection, which caused companies to refrain from making capital investments globally.

<table>
<thead>
<tr>
<th></th>
<th>FY2020 1H Results</th>
<th>FY2019 1H Results</th>
<th>Changes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>¥ 186.8bn.</td>
<td>¥ 211.8bn.</td>
<td>-¥ 24.9bn. -11.8%</td>
</tr>
<tr>
<td>Operating profit</td>
<td>¥ 13.3bn.</td>
<td>¥ 14.5bn.</td>
<td>-¥ 1.2bn. -8.3%</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>¥ 13.1bn.</td>
<td>¥ 14.2bn.</td>
<td>-¥ 1.1bn. -7.4%</td>
</tr>
<tr>
<td>Profit attributable to owners of parent</td>
<td>¥ 9.5bn.</td>
<td>¥ 10.0bn.</td>
<td>-¥ 0.5bn. -5.3%</td>
</tr>
</tbody>
</table>
## FY2020 1H Financial Results by Business Segment

- Revenue decreased but profit increased for Motion Control and System Engineering.
- Revenue and profit decreased for Robotics, impacted by the decline in operations at customers' factories.

<table>
<thead>
<tr>
<th></th>
<th>FY2020 1H</th>
<th>FY2019 1H</th>
<th>Changes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Results</td>
<td>Profit ratio</td>
<td>Results</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Motion Control</td>
<td>186.8</td>
<td>211.8</td>
<td>-24.9</td>
</tr>
<tr>
<td>Robotics</td>
<td>85.9</td>
<td>93.4</td>
<td>-7.5</td>
</tr>
<tr>
<td>System Engineering</td>
<td>65.4</td>
<td>80.6</td>
<td>-15.2</td>
</tr>
<tr>
<td>Other</td>
<td>24.4</td>
<td>26.3</td>
<td>-1.9</td>
</tr>
<tr>
<td>Other</td>
<td>11.2</td>
<td>11.4</td>
<td>-0.3</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Motion Control</td>
<td>13.3</td>
<td>7.1%</td>
<td>14.5</td>
</tr>
<tr>
<td>Robotics</td>
<td>12.4</td>
<td>14.5%</td>
<td>11.9</td>
</tr>
<tr>
<td>System Engineering</td>
<td>2.5</td>
<td>3.8%</td>
<td>3.9</td>
</tr>
<tr>
<td>Other</td>
<td>0.2</td>
<td>0.8%</td>
<td>-0.2</td>
</tr>
<tr>
<td>Elimination or Corporate</td>
<td>-0.2</td>
<td>-1.9%</td>
<td>-0.1</td>
</tr>
<tr>
<td><strong>Elimination or Corporate</strong></td>
<td>-1.6</td>
<td>-</td>
<td>-1.1</td>
</tr>
</tbody>
</table>
Business Segment Overview: Motion Control

【Revenue】
- AC servo & controller: Applications such as electronic components and metal processing equipment grew in China due to 5G demand increase, and semiconductor-related demand in the U.S. and other countries remained firm.
- Drives: China's infrastructure sector performed well, while the U.S. oil & gas-related demand fell sharply.

【Operating profit】
- Increased due to improvements in profitability reflecting revenue growth in China and the effect of cost control.

Revenue breakdown by region

- China: 30%
- The Americas: 22%
- Japan: 27%
- Other: 0%
- Europe: 9%
- Asian Countries except China: 12%

Revenue (Billions of yen)
- FY2019 1H: 93.4
- FY2020 1H: 85.9

Operating profit/loss (Billions of yen)
- FY2019 1H: 11.9 12.7%
- FY2020 1H: 12.4 14.5%
Business Segment Overview: Robotics

[Revenue]
- Automobile market was sluggish because capital investment was restrained due to a decline in the operations of customers' plants
- In the general industrial sector, in addition to China's demand related to 5G, there was a movement to actively invest against the backdrop of accelerating automation needs in the wake of the new coronavirus
- Sales of semiconductor robots were steady in Japan and South Korea

[Operating profit]
- Decreased due to a decrease in revenue and deterioration in capacity utilization, despite cost reductions

Revenue breakdown by region
- Asia Countries except China: 13%
- China: 27%
- Japan: 29%
- The Americas: 12%
- Europe: 19%
- Other: 0%
Business Segment Overview: System Engineering

【Revenue】
- In Japan, while water supply and sewerage systems were sluggish, steel plant-related business was firm
- Sales of PV inverter improved due to the launch of new products
- Overall segment revenue decreased especially in Japan due to the impact of the new coronavirus

【Operating profit】
- Improved mainly due to structural reforms and the effect of launching new products

Revenue breakdown by region
Sales Breakdown by Business Segment

**FY2019 1H**
- Revenue ¥211.8 bn.
- Robotics 38%
- Motion Control 44%
- System Engineering 13%
- Other 5%

**FY2020 1H**
- Revenue ¥186.8 bn.
- Robotics 35%
- Motion Control 46%
- System Engineering 13%
- Other 6%
Sales Breakdown by Destination (1)

- **Overall revenue decreased, although China saw year-on-year revenue increase.**

<table>
<thead>
<tr>
<th></th>
<th>FY2020 1H</th>
<th>FY2019 1H</th>
<th>Changes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Amounts</td>
<td>%</td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>186.8</td>
<td>211.8</td>
<td>-24.9</td>
</tr>
<tr>
<td>Japan</td>
<td>67.1</td>
<td>74.8</td>
<td>-7.7</td>
</tr>
<tr>
<td>Overseas</td>
<td>119.7</td>
<td>136.9</td>
<td>-17.2</td>
</tr>
<tr>
<td>The Americas</td>
<td>29.0</td>
<td>38.0</td>
<td>-9.0</td>
</tr>
<tr>
<td>Europe</td>
<td>23.7</td>
<td>30.9</td>
<td>-7.3</td>
</tr>
<tr>
<td>China</td>
<td>48.1</td>
<td>45.2</td>
<td>+2.9</td>
</tr>
<tr>
<td>Asian Countries except China</td>
<td>18.9</td>
<td>22.5</td>
<td>-3.7</td>
</tr>
<tr>
<td>Other</td>
<td>0.1</td>
<td>0.3</td>
<td>-0.2</td>
</tr>
</tbody>
</table>

Note: Europe includes Middle East and Africa.
Sales Breakdown by Destination (2)

FY2019 1H

Revenue ¥ 211.8 bn.

Japan 35%

China 21%

Overseas 65%

Other 0%

Asian Countries except China 11%

The Americas 18%

FY2020 1H

Revenue ¥ 186.8 bn.

Japan 36%

China 26%

Overseas 64%

Other 0%

Asian Countries except China 10%

The Americas 15%

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

(Billions of yen)

<table>
<thead>
<tr>
<th>FY2019 1H</th>
<th>FY2020 1H</th>
</tr>
</thead>
<tbody>
<tr>
<td>14.5</td>
<td>13.3</td>
</tr>
</tbody>
</table>

- Effects of changes in forex rates: -1.5
- Profit decrease due to revenue decrease: -6.1
- Decrease in added value: -0.5
- Decrease in expenses: +7.1
- Other: -0.3
- Total: -1.2
Measures for FY2020 1H

- **Establishment of "i^3-Mechatronics" business model**
  - **Development capabilities**
    - Prepared development environment and infrastructure, and search for joint development partners for the establishment of YASKAWA Technology Center
    - Started customer tests of YRM controller (*tentative name*) that enable integrated control of motion and robotics
  - **Sales capabilities**
    - Integrated the services business by acquiring a subsidiary with service and engineering functions
    - Started full-scale operation of “i3 DIGITAL”, a subsidiary to provide IoT solutions to manufacturing industry in July 2020
    - Started customer tests of a new semiconductor wafer handling robot
    - Expanded sales of XGI1500 PV inverter
  - **Production capabilities**
    - Applied production methods at YASKAWA Solution Factory to AC drive plant in Japan
  - **Reinforcement of the management base through "digital transformation"**
    - **Promotion of YDX* and work-style reform**
      - Visualization of management information progressed by standardizing global business processes
      - Expanded use of telework and accelerated online sales activities in response to the spread of new coronavirus infection

*An abbreviation for YASKAWA digital transformation; Yaskawa’s unique activities to realize digital transformation*
2. FY2020 Full-Year Forecasts
(Year Ending February 28, 2021)
### FY2020 Financial Forecasts (Highlight)

- Demand is expected to gradually recover from the second half to the next fiscal year.
- Although there are some positive signs in the market environment, it is assumed that it will take some time for a full-scale recovery due to the re-expansion of the new coronavirus infection and the resurgence of U.S.-China trade friction.

<table>
<thead>
<tr>
<th></th>
<th>FY2020 Forecasts</th>
<th>FY2019 Results</th>
<th>Changes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Amounts</td>
<td>Amounts</td>
<td>%</td>
</tr>
<tr>
<td>Revenue</td>
<td>¥ 366.8bn.</td>
<td>¥ 411.0bn.</td>
<td>-¥ 44.1bn.</td>
</tr>
<tr>
<td>Operating profit</td>
<td>¥ 22.3bn.</td>
<td>¥ 24.2bn.</td>
<td>-¥ 1.9bn.</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>¥ 22.5bn.</td>
<td>¥ 24.6bn.</td>
<td>-¥ 2.1bn.</td>
</tr>
<tr>
<td>Profit attributable</td>
<td>¥ 15.5bn.</td>
<td>¥ 15.6bn.</td>
<td>-¥ 0.1bn.</td>
</tr>
<tr>
<td>to owners of parent</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## FY2020 Full-Year Financial Forecasts by Business Segment

(Billions of yen)

<table>
<thead>
<tr>
<th></th>
<th>FY2020 Forecasts</th>
<th>FY2020 Profit ratio</th>
<th>FY2019 Results</th>
<th>FY2019 Profit ratio</th>
<th>Changes Amounts</th>
<th>Changes %</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>366.8</td>
<td>4.1%</td>
<td>411.0</td>
<td>-10.7%</td>
<td>-44.1</td>
<td>-10.7%</td>
</tr>
<tr>
<td>Robotics</td>
<td>164.9</td>
<td>9.5%</td>
<td>180.4</td>
<td>-8.6%</td>
<td>-15.6</td>
<td>-8.6%</td>
</tr>
<tr>
<td>System Engineering</td>
<td>131.4</td>
<td>9.3%</td>
<td>152.2</td>
<td>-13.7%</td>
<td>-20.8</td>
<td>-13.7%</td>
</tr>
<tr>
<td>Other</td>
<td>48.4</td>
<td>1.8%</td>
<td>55.5</td>
<td>-12.8%</td>
<td>-7.1</td>
<td>-12.8%</td>
</tr>
<tr>
<td>Other</td>
<td>22.2</td>
<td>0.9%</td>
<td>22.8</td>
<td>-2.8%</td>
<td>-0.6</td>
<td>-2.8%</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>22.3</td>
<td>6.1%</td>
<td>24.2</td>
<td>-7.9%</td>
<td>-1.9</td>
<td>-7.9%</td>
</tr>
<tr>
<td>Robotics</td>
<td>20.8</td>
<td>12.6%</td>
<td>20.6</td>
<td>+1.3%</td>
<td>+0.3</td>
<td>+1.3%</td>
</tr>
<tr>
<td>System Engineering</td>
<td>5.2</td>
<td>3.9%</td>
<td>6.5</td>
<td>-20.2%</td>
<td>-1.3</td>
<td>-20.2%</td>
</tr>
<tr>
<td>Other</td>
<td>0.3</td>
<td>0.6%</td>
<td>0.5</td>
<td>-37.1%</td>
<td>-0.2</td>
<td>-37.1%</td>
</tr>
<tr>
<td>Elimination or Corporate</td>
<td>-3.7</td>
<td>-1.4%</td>
<td>-3.3</td>
<td>-</td>
<td>-0.4</td>
<td>-</td>
</tr>
</tbody>
</table>
Breakdown of Changes in Operating Income (FY2019 → FY2020 Forecasts)

(Billions of yen)

<table>
<thead>
<tr>
<th>FY2019</th>
<th>Profit decrease due to revenue decrease</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>24.2</td>
<td>-1.8</td>
<td>-0.2</td>
</tr>
<tr>
<td></td>
<td>22.3</td>
<td></td>
</tr>
</tbody>
</table>

Effects of changes in forex rates

Decrease in expenses

Other

Decrease in added value

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Measures for FY2020 2H

- **Establishment of "i³-Mechatronics" business model**
  - Development capabilities
    - Start customer tests of new series of AC servo drive
    - Complete preparation for the establishment of YASKAWA technology Center (Planned to open in March 2021)
  - Sales capabilities
    - Expand i³-Mechatronics through enhancing collaboration with partners
    - Build a new service model through integrated operation of sales and service
  - Production capabilities
    - Complete application of production methods at YASKAWA Solution Factory to all plants in Japan

- **Reinforcement of the management base through "digital transformation"**
  - Promotion of YDX and work-style reform
    - Accelerate the visualization of management information through the digital management board
    - Increase job satisfaction by introducing a new personnel evaluation system that enhances the link and transparency of “performance" and “evaluation”
3. Reference
Retroactive Application of IFRS/Business Reclassification to the FY2019 1H & Full-Year Results

<table>
<thead>
<tr>
<th></th>
<th>F Y 2 0 1 9   1 H</th>
<th>F Y 2 0 1 9 _ F u l l  Y e a r</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales, Revenue</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Motion Control</td>
<td>211.8</td>
<td>-</td>
</tr>
<tr>
<td>Robotics</td>
<td>92.4</td>
<td>-</td>
</tr>
<tr>
<td>System Engineering</td>
<td>80.6</td>
<td>-</td>
</tr>
<tr>
<td>Other</td>
<td>27.4</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>11.4</td>
<td>-</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td></td>
<td>+2.0</td>
</tr>
<tr>
<td>Motion Control</td>
<td>12.5</td>
<td>+0.6</td>
</tr>
<tr>
<td>Robotics</td>
<td>3.4</td>
<td>+0.3</td>
</tr>
<tr>
<td>System Engineering</td>
<td>-0.7</td>
<td>+0.5</td>
</tr>
<tr>
<td>Other</td>
<td>-0.2</td>
<td>+0.1</td>
</tr>
<tr>
<td>Elimination or Corporate</td>
<td>-0.9</td>
<td>+0.5</td>
</tr>
<tr>
<td><strong>Profit</strong></td>
<td></td>
<td>+1.2</td>
</tr>
</tbody>
</table>

(Profit attributable to owners of parent)

(Unit: Billions of yen)
## Capital Expenditure, R&D Investment, Forex Rates and Sensitivity

### Capital expenditure, R&D investment

(Unit: Billions of Yen)

<table>
<thead>
<tr>
<th></th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY 2020 (Plan)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital expenditure</td>
<td>35.65</td>
<td>25.47</td>
<td>25.00</td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>14.31</td>
<td>16.75</td>
<td>16.00</td>
</tr>
<tr>
<td>R&amp;D investment</td>
<td>20.79</td>
<td>19.00</td>
<td>18.00</td>
</tr>
</tbody>
</table>

### Forex rates

Note: Average rate during the period

(Unit: Yen)

<table>
<thead>
<tr>
<th></th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY 2020 (Forcasts)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1H</td>
<td>2H</td>
<td>Full-year</td>
</tr>
<tr>
<td>USD</td>
<td>109.3</td>
<td>111.7</td>
<td>110.5</td>
</tr>
<tr>
<td>EUR</td>
<td>129.9</td>
<td>127.8</td>
<td>128.9</td>
</tr>
<tr>
<td>CNY</td>
<td>16.81</td>
<td>16.28</td>
<td>16.56</td>
</tr>
<tr>
<td>KRW</td>
<td>0.100</td>
<td>0.099</td>
<td>0.100</td>
</tr>
</tbody>
</table>

### Forex sensitivity

(Unit: Billions of Yen)

<table>
<thead>
<tr>
<th></th>
<th>FY2020 Full-Year Forcasts</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Impact of 1% fluctuation</td>
</tr>
<tr>
<td></td>
<td>Revenue</td>
</tr>
<tr>
<td>USD</td>
<td>approx. 0.66</td>
</tr>
<tr>
<td>EUR</td>
<td>approx. 0.52</td>
</tr>
<tr>
<td>CNY</td>
<td>approx. 0.90</td>
</tr>
<tr>
<td>KRW</td>
<td>approx. 0.16</td>
</tr>
</tbody>
</table>
Financial Indices

### As of February 29, 2020
- Ratio of equity attributable to owners of parent: 50.7%
- Equity attributable to owners of parent: 228.4 billion yen
- Interest-bearing debt: 81.6 billion yen
- D/E ratio: 0.36
  (Net D/E ratio): 0.18
- Inventory: 102.0 billion yen
- Turnover: 3.0 months
- ROE: 6.6%
- ROIC: 5.9%

### As of August 31, 2020
- Ratio of equity attributable to owners of parent: 51.4%
- Equity attributable to owners of parent: 229.7 billion yen
- Interest-bearing debt: 78.7 billion yen
- D/E ratio: 0.34
  (Net D/E ratio): 0.14
- Inventory: 106.6 billion yen
- Turnover: 3.3 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

(Billions of yen)

#### Operating CF
- 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
- FY2020 1H: 23.6

#### Investment CF
- 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
- FY2020 1H: -4.6

#### Free CF
- 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
- FY2020 1H: 19.0

[Note] Data up to February 2019 are based on Japanese GAAP.
Revenue / Operating Profit (FY2010 - FY2020 Forecasts)

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 Sales Trends (1)

(Billions of yen)

**Business segment**

- (M) = Motion Control
- (R) = Robotics
- (S) = System Engineering
- Other

**Destination**

- Japan
- The Americas
- Europe
- China
- Other Asian Countries
- Other

Note1: Data of FY 19 and FY 20 are based on the values after segment reclassification.

Note2: (M) = Motion Control (R) = Robotics (S) = System Engineering
Quarterly Sales Trends (2)

(Billions of yen)

Motion Control

- Japan
- Europe
- Other Asian Countries
- Other

Robotics

- Japan
- Europe
- China
- Other Asian Countries
- Other

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

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Quarterly Order Trends by Business Segment

*Average forex rates during period used

(Billions of Yen)

<table>
<thead>
<tr>
<th></th>
<th>1Q</th>
<th>2Q</th>
<th>3Q</th>
<th>4Q</th>
<th>1Q</th>
<th>2Q</th>
<th>3Q</th>
<th>4Q</th>
<th>1Q</th>
<th>2Q</th>
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<tbody>
<tr>
<td>Total</td>
<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>
<td>-12%</td>
</tr>
<tr>
<td></td>
<td>QoQ</td>
<td>+8%</td>
<td>-10%</td>
<td>-4%</td>
<td>-10%</td>
<td>+7%</td>
<td>-6%</td>
<td>-2%</td>
<td>-3%</td>
<td>-1%</td>
</tr>
<tr>
<td>YoY</td>
<td>(M )</td>
<td>+3%</td>
<td>-7%</td>
<td>-12%</td>
<td>-20%</td>
<td>-26%</td>
<td>-15%</td>
<td>-7%</td>
<td>+4%</td>
<td>-8%</td>
</tr>
<tr>
<td></td>
<td>(R )</td>
<td>+15%</td>
<td>+7%</td>
<td>-8%</td>
<td>-10%</td>
<td>-19%</td>
<td>-22%</td>
<td>-17%</td>
<td>-15%</td>
<td>-18%</td>
</tr>
<tr>
<td></td>
<td>(S )</td>
<td>+14%</td>
<td>-37%</td>
<td>+4%</td>
<td>-17%</td>
<td>+64%</td>
<td>+27%</td>
<td>-6%</td>
<td>-3%</td>
<td>-13%</td>
</tr>
<tr>
<td>QoQ</td>
<td>(M )</td>
<td>+21%</td>
<td>-19%</td>
<td>-9%</td>
<td>-11%</td>
<td>+13%</td>
<td>-7%</td>
<td>-0%</td>
<td>-1%</td>
<td>+0%</td>
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<tr>
<td></td>
<td>(R )</td>
<td>+11%</td>
<td>-4%</td>
<td>-7%</td>
<td>-9%</td>
<td>-0%</td>
<td>-7%</td>
<td>-2%</td>
<td>-6%</td>
<td>-4%</td>
</tr>
<tr>
<td></td>
<td>(S )</td>
<td>-39%</td>
<td>+20%</td>
<td>+27%</td>
<td>-11%</td>
<td>+21%</td>
<td>-7%</td>
<td>-6%</td>
<td>-8%</td>
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<tr>
<th>Forex rates</th>
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<td></td>
<td>117.9</td>
<td>122.8</td>
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</table>

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 1Q</th>
<th>FY2018 2Q</th>
<th>FY2018 3Q</th>
<th>FY2018 4Q</th>
<th>FY2019 1Q</th>
<th>FY2019 2Q</th>
<th>FY2019 3Q</th>
<th>FY2019 4Q</th>
<th>FY2020 1Q</th>
<th>FY2020 2Q</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total YoY</strong></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>
<td>-12%</td>
<td>-14%</td>
</tr>
<tr>
<td><strong>Total QoQ</strong></td>
<td>+8%</td>
<td>-10%</td>
<td>-4%</td>
<td>-10%</td>
<td>+7%</td>
<td>-6%</td>
<td>-2%</td>
<td>-3%</td>
<td>-1%</td>
<td>-8%</td>
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<table>
<thead>
<tr>
<th>Region</th>
<th>FY2018 1Q</th>
<th>FY2018 2Q</th>
<th>FY2018 3Q</th>
<th>FY2018 4Q</th>
<th>FY2019 1Q</th>
<th>FY2019 2Q</th>
<th>FY2019 3Q</th>
<th>FY2019 4Q</th>
<th>FY2020 1Q</th>
<th>FY2020 2Q</th>
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</thead>
<tbody>
<tr>
<td><strong>Japan</strong></td>
<td>+18%</td>
<td>+4%</td>
<td>-6%</td>
<td>-6%</td>
<td>-15%</td>
<td>+1%</td>
<td>-4%</td>
<td>+6%</td>
<td>-3%</td>
<td>-21%</td>
</tr>
<tr>
<td><strong>The Americas</strong></td>
<td>+11%</td>
<td>-10%</td>
<td>-5%</td>
<td>-10%</td>
<td>-23%</td>
<td>-8%</td>
<td>-21%</td>
<td>-5%</td>
<td>-28%</td>
<td>-28%</td>
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<tr>
<td><strong>Europe</strong></td>
<td>+16%</td>
<td>-6%</td>
<td>+11%</td>
<td>-15%</td>
<td>+7%</td>
<td>-33%</td>
<td>-19%</td>
<td>-13%</td>
<td>-27%</td>
<td>-11%</td>
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<tr>
<td><strong>China</strong></td>
<td>+8%</td>
<td>-8%</td>
<td>-23%</td>
<td>-35%</td>
<td>-22%</td>
<td>-21%</td>
<td>-3%</td>
<td>-15%</td>
<td>-1%</td>
<td>+13%</td>
</tr>
<tr>
<td><strong>Other Asian Countries</strong></td>
<td>-6%</td>
<td>-13%</td>
<td>-28%</td>
<td>-21%</td>
<td>-30%</td>
<td>-20%</td>
<td>-18%</td>
<td>-7%</td>
<td>-12%</td>
<td>-21%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Region</th>
<th>FY2018 1Q</th>
<th>FY2018 2Q</th>
<th>FY2018 3Q</th>
<th>FY2018 4Q</th>
<th>FY2019 1Q</th>
<th>FY2019 2Q</th>
<th>FY2019 3Q</th>
<th>FY2019 4Q</th>
<th>FY2020 1Q</th>
<th>FY2020 2Q</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Japan</strong></td>
<td>+4%</td>
<td>-2%</td>
<td>-1%</td>
<td>-7%</td>
<td>-7%</td>
<td>+17%</td>
<td>-5%</td>
<td>+3%</td>
<td>-15%</td>
<td>-4%</td>
</tr>
<tr>
<td><strong>The Americas</strong></td>
<td>+10%</td>
<td>-12%</td>
<td>+8%</td>
<td>-14%</td>
<td>-6%</td>
<td>+5%</td>
<td>-8%</td>
<td>+4%</td>
<td>-29%</td>
<td>+6%</td>
</tr>
<tr>
<td><strong>Europe</strong></td>
<td>+5%</td>
<td>+5%</td>
<td>+8%</td>
<td>-28%</td>
<td>+32%</td>
<td>-34%</td>
<td>+27%</td>
<td>-21%</td>
<td>+10%</td>
<td>-20%</td>
</tr>
<tr>
<td><strong>China</strong></td>
<td>+12%</td>
<td>-24%</td>
<td>-21%</td>
<td>-4%</td>
<td>+35%</td>
<td>-23%</td>
<td>-3%</td>
<td>-16%</td>
<td>+57%</td>
<td>-12%</td>
</tr>
<tr>
<td><strong>Other Asian Countries</strong></td>
<td>+7%</td>
<td>-17%</td>
<td>-13%</td>
<td>+3%</td>
<td>-5%</td>
<td>-5%</td>
<td>-11%</td>
<td>+16%</td>
<td>-10%</td>
<td>-15%</td>
</tr>
</tbody>
</table>

**Note:** Data of FY2019 and FY2020 are based on the values after segment reclassification.
Major Production Bases

- Production bases in Japan
- Major overseas production bases

YASKAWA Electric UK Ltd. Scotland

YASKAWA Nordic AB Sweden

YASKAWA SHOUGANG ROBOT CO., LTD. China

YASKAWA India Private Ltd. Robotics Div. India

YASKAWA Electric (Shenyang) Co., Ltd China

YASKAWA India Private Ltd. Robotics Div. India

YASKAWA Electric Corp. [Production bases in Japan]
- Yahata-nishi Plant (Yaskawa Robot Center)
- Yahata-higashi Plant
- Yukuhashi Plant (Drive Center/ System Engineering Center)
- Iruma Plant (Solution Center)
- Nakama Plant

YASKAWA Electric (Shenyang) Co., Ltd China

YASKAWA America, Inc. Drives&Motion Div. U.S.

YASKAWA America, Inc. Motoman Robotics Div. U.S.

YASKAWA America, Inc. S.A. de C.V. Mexico

YASKAWA Mexico, S.A. de C.V. Mexico

YASKAWA America, Inc. Motoman Robotics Div. U.S.

YASKAWA Eletrico do Brasil Ltda. Motoman Robotica do Brasil Brazil

YASKAWA (China) Robotics Co., Ltd China

Shanghai Yaskawa Drive Co., Ltd. China

YASKAWA (China) Robotics Co., Ltd China

YASKAWA Europe GmbH Robotics Div. Germany

YASKAWA Europe Robotics d.o.o. Slovenia

YASKAWA Europe Robotics d.o.o. Slovenia

YASKAWA (China) Robotics Co., Ltd China

YASKAWA (China) Robotics Co., Ltd China

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