Notes:

- Yaskawa has changed the basis for calculating regional information (revenue and order) from the destination (customer locations) to the location of each Yaskawa Group company since FY2022. As a result, figures for FY2021 have been adjusted to reflect the changes. (Refer to page 17)

- The information within this document is made as of the date of writing. Any forward-looking statement is 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 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

- Small and versatile industrial robot MOTOMAN-GP4
- 7-axis arc-welding robot MOTOMAN-AR1440E
- Collaborative robot MOTOMAN-HC10SDTP

**System Engineering**

- Core products
  - Electrical systems for steel plants
  - Electrical instrumentation systems for water supply plants and sewage treatment facilities
  - PV inverters
  - Generator and converter for large-scale wind turbines

**Other**

- Logistics
1. FY2022 1Q Financial Results
(Three Months Ended May 31, 2022)
Although the business was affected by the lockdown in China, the other regions saw solid performance, and the revenue increased year-on-year. The profit increased due to the depreciation of the yen and other factors while there was an impact of the rising raw material costs.

<table>
<thead>
<tr>
<th></th>
<th>FY2022 1Q Results</th>
<th>FY2021 1Q 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>¥ 120.3bn.</td>
<td>¥ 119.0bn.</td>
<td>+¥ 1.3bn.</td>
</tr>
<tr>
<td>Operating profit</td>
<td>¥ 14.0bn.</td>
<td>¥ 12.9bn.</td>
<td>+¥ 1.0bn.</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>¥ 15.2bn.</td>
<td>¥ 13.5bn.</td>
<td>+¥ 1.6bn.</td>
</tr>
<tr>
<td>Profit attributable to owners of parent</td>
<td>¥ 10.4bn.</td>
<td>¥ 10.1bn.</td>
<td>+¥ 0.3bn.</td>
</tr>
</tbody>
</table>
### FY2022 1Q Financial Results by Business Segment

- **Revenue and profit decreased in Motion Control because of the lockdown in China.**
- **Revenue and profit increased in Robotics due to the demand related to the adoption of EVs (electric vehicles) and the lithium-ion batteries.**

<table>
<thead>
<tr>
<th>Business Segment</th>
<th>FY2022 1Q Results (Billions of yen)</th>
<th>FY2021 1Q Results (Billions of yen)</th>
<th>Changes (Billions of yen)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>Profit ratio</strong></td>
<td><strong>Profit ratio</strong></td>
<td><strong>Amounts</strong></td>
</tr>
<tr>
<td>Revenue</td>
<td>120.3</td>
<td>119.0</td>
<td>+1.3</td>
</tr>
<tr>
<td>Motion Control</td>
<td>55.6</td>
<td>59.9</td>
<td>-4.3</td>
</tr>
<tr>
<td>Robotics</td>
<td>44.5</td>
<td>40.7</td>
<td>+3.9</td>
</tr>
<tr>
<td>System Engineering</td>
<td>14.3</td>
<td>13.7</td>
<td>+0.6</td>
</tr>
<tr>
<td>Other</td>
<td>5.8</td>
<td>4.7</td>
<td>+1.2</td>
</tr>
<tr>
<td>Operating profit</td>
<td>14.0</td>
<td>12.9</td>
<td>+1.0</td>
</tr>
<tr>
<td>Motion Control</td>
<td>6.9</td>
<td>11.0</td>
<td>-4.2</td>
</tr>
<tr>
<td>Robotics</td>
<td>3.3</td>
<td>2.1</td>
<td>+1.3</td>
</tr>
<tr>
<td>System Engineering</td>
<td>1.0</td>
<td>0.6</td>
<td>+0.4</td>
</tr>
<tr>
<td>Other</td>
<td>0.1</td>
<td>0.1</td>
<td>-0.1</td>
</tr>
<tr>
<td>Elimination or Corporate</td>
<td>2.6</td>
<td>-0.9</td>
<td>+3.5</td>
</tr>
</tbody>
</table>
Business Segment Overview: Motion Control

**Revenue** (Billions of yen)

<table>
<thead>
<tr>
<th></th>
<th>FY2021 1Q</th>
<th>FY2022 1Q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>59.9</td>
<td>55.6</td>
</tr>
</tbody>
</table>

**Operating profit** (Billions of yen)

<table>
<thead>
<tr>
<th></th>
<th>FY2021 1Q</th>
<th>FY2022 1Q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating profit</td>
<td>11.0</td>
<td>6.9</td>
</tr>
</tbody>
</table>

**Operating profit ratio (%)**

<table>
<thead>
<tr>
<th></th>
<th>FY2021 1Q</th>
<th>FY2022 1Q</th>
</tr>
</thead>
<tbody>
<tr>
<td>18.4%</td>
<td>12.3%</td>
<td></td>
</tr>
</tbody>
</table>

**[Revenue]**

- In AC servo & controller business, demand for semiconductors and electronic components remained at high levels in Japan, the U.S., South Korea and other countries. Although demand for the growing markets such as the adoption of EVs, the lithium-ion batteries, and solar panels remained firm in China, the revenue was sluggish due to the logistics disruption by the lockdown.
- In Drives business, although capital investment related to oil and gas increased in the U.S., the lockdown in China had a significant impact, resulting in stagnant.

**[Operating Profit]**

- Profit decreased because of the impact of higher raw material costs and shortages of parts supply as well as the revenue decrease in China.

**Revenue breakdown by region**

- **Asia Countries except China**: 12%
- **Japan**: 28%
- **China**: 21%
- **Europe**: 11%
- **The Americas**: 25%

- FY2022 1Q Revenue: ¥55.6 bn.
[Revenue]
- In the automotive market, the shift to EVs was accelerating globally and capital investment in the lithium-ion batteries continued to expand.
- Investments were made in the general industrial market for the purpose of upgrading and automating production through the use of collaborative robots, etc. In addition, the semiconductor robot performed well due to the growing demand in the semiconductor and electronic components markets.
- The revenue expanded due to the new consolidation of Doolim-Yaskawa Co., Ltd., a manufacturer of systems using painting and sealing robots and other factors.

[Operating Profit]
- Profit increased due to rise in revenue and improvement in capacity utilization.

Revenue breakdown by region
- Asia: 18%
- Japan: 20%
- China: 25%
- The Americas: 16%
- Europe: 21%

FY2022 1Q Revenue: ¥44.5 bn.
Business Segment Overview: System Engineering

[Revenue]
- Demand for port cranes in Asian countries and production facilities for lithium-ion batteries remained high.
- The sales of electric products for large-scale wind turbines and PV inverters for solar power generation were strong due to steady acquisition of projects.

[Operating Profit]
- Operating profit increased due to the effects of structural reform and continued cost reduction.

Revenue breakdown by region

Revenue (Billions of yen)
- FY2021 1Q: 13.7
- FY2022 1Q: 14.3

Operating profit (Billions of yen)
- FY2021 1Q: 0.6
- FY2022 1Q: 1.0

Operating profit ratio (%)
- FY2021 1Q: 4.4%
- FY2022 1Q: 7.3%
Revenue Breakdown by Business Segment

FY2021 1Q

- Robotics: 34%
- System: 12%
- Engineering: 4%
- Motion Control: 50%
- Other: 12%

Revenue: ¥119.0 bn.

FY2022 1Q

- Robotics: 37%
- System: 12%
- Engineering: 5%
- Motion Control: 46%
- Other: 4%

Revenue: ¥120.3 bn.
Revenue Breakdown by Location (1)

- The revenue in the U.S. and Asian countries except China grew, which made up for the impact of the lockdown in China.

<table>
<thead>
<tr>
<th>Location</th>
<th>FY2022 1Q Results</th>
<th>FY2021 1Q Results</th>
<th>Changes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Amounts</td>
<td>%</td>
<td>Amounts</td>
</tr>
<tr>
<td>Revenue</td>
<td>120.3</td>
<td>+1.3</td>
<td>119.0</td>
</tr>
<tr>
<td>Japan</td>
<td>37.7</td>
<td>+1.9</td>
<td>35.8</td>
</tr>
<tr>
<td>Overseas</td>
<td>82.6</td>
<td>-0.6</td>
<td>83.2</td>
</tr>
<tr>
<td>The Americas</td>
<td>24.0</td>
<td>+5.6</td>
<td>18.4</td>
</tr>
<tr>
<td>Europe</td>
<td>18.7</td>
<td>+1.2</td>
<td>17.5</td>
</tr>
<tr>
<td>China</td>
<td>24.4</td>
<td>-11.3</td>
<td>35.7</td>
</tr>
<tr>
<td>Asian Countries except China</td>
<td>15.4</td>
<td>+3.9</td>
<td>11.6</td>
</tr>
</tbody>
</table>

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

FY2021 1Q

- Japan: 30% (¥ 119.0 bn.)
- Overseas: 70% (¥ 119.0 bn.)
- China: 30%
- Asian Countries except China: 10%
- The Americas: 15%
- Europe: 15%

FY2022 1Q

- Japan: 31% (¥ 120.3 bn.)
- Overseas: 69% (¥ 120.3 bn.)
- China: 20%
- Asian Countries except China: 13%
- The Americas: 20%
- Europe: 16%

Note: Europe includes Middle East and Africa.
Breakdown of Changes in Operating Profit (FY2021 1Q → FY2022 1Q)

<table>
<thead>
<tr>
<th>Breakdown</th>
<th>Effects of changes in forex rates</th>
<th>Change in profit due to change in revenue</th>
<th>Change in added value</th>
<th>Change in total expenses</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>Motion Control</td>
<td>+1.0</td>
<td>-4.5</td>
<td>-0.3</td>
<td>-0.4</td>
<td>+0.0</td>
</tr>
<tr>
<td>Robotics</td>
<td>+0.9</td>
<td>-0.5</td>
<td>+2.1</td>
<td>-1.2</td>
<td>-0.0</td>
</tr>
<tr>
<td>System Engineering</td>
<td>+0.0</td>
<td>+0.1</td>
<td>+0.0</td>
<td>+0.3</td>
<td>-0.0</td>
</tr>
<tr>
<td>Other</td>
<td>+0.0</td>
<td>+0.2</td>
<td>+0.3</td>
<td>-0.5</td>
<td>+3.5</td>
</tr>
</tbody>
</table>

(Billions of yen)
Measures for FY2022 1Q

➢ Establishment of “i³-Mechatronics" business model
  ➢ Development capabilities
    • Improved the development and design process to ensure long-term stable procurement of adopted parts
  ➢ Production capabilities
    • Commenced mass production at YASKAWA (Changzhou) Mechatronics system Co., Ltd., a production site for major components such as printed circuit boards and electronic units used at production sites in China
    • Built a promotion system to strengthen global parts procurement capabilities
  ➢ Sales capabilities
    • Gained understanding of customers about i³-Mechatronics through exhibitions, etc. and made proposals based on i³-Mechatronics concept
    • Clarified roles of domestic sales subsidiaries in sales and started of integrated operations to strengthen solution sales

➢ Promotion of digital management
  • Launched an initiative throughout the product life cycle (development, production, sales, and service) to enhance the value provided to customers (YDX*1-I)

➢ Reinforcement of management foundation that contributes to sustainable society/businesses
  • Revised reduction targets for Scope 1 + 2*2 to higher ones and added a new reduction target for Scope3*3 to achieve carbon neutrality by 2050
  • Reinforced activities to penetrate Yaskawa Group Principle of Management to employees

*1 Abbreviation form for YASKAWA digital transformation. Activities to visualize and centralize management resources and to allocate them optimally were carried out in YDX-1.
*2 Scope 1: Emissions associated with fuel use (direct emissions). Scope 2: Emissions associated with the use of purchased electricity and heat (indirect emissions by electric power companies, etc.).
*3 Indirect emissions except for Scope 1 and 2. (emissions by other companies related to own business activities)
2. FY2022 Full-Year Forecasts
(Year Ending February 28, 2023)
FY2022 Full-Year Financial Forecasts (Highlights)

- The financial forecast announced on April 8, 2022 remain unchanged, taking into account the strong orders.

<table>
<thead>
<tr>
<th></th>
<th>FY2022 Forecasts</th>
<th>FY2021 Results</th>
<th>Changes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Amounts</td>
<td>%</td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>¥ 525.0bn.</td>
<td>¥ 479.1bn.</td>
<td>+¥ 45.9bn. +9.6%</td>
</tr>
<tr>
<td>Operating profit</td>
<td>¥ 72.0bn.</td>
<td>¥ 52.9bn.</td>
<td>+¥ 19.1bn. +36.2%</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>¥ 74.0bn.</td>
<td>¥ 55.4bn.</td>
<td>+¥ 18.6bn. +33.6%</td>
</tr>
<tr>
<td>Profit attributable</td>
<td>¥ 52.5bn.</td>
<td>¥ 38.4bn.</td>
<td>+¥ 14.1bn. +36.9%</td>
</tr>
</tbody>
</table>
3. Reference
Retroactive Application of the Change in the Basis for Calculating Regional Information to FY2021 Results (Revenue and Order)

**FY2021 (After revision from destination to location)**

<table>
<thead>
<tr>
<th>(Unit: Billions of yen)</th>
<th>1Q</th>
<th>2Q</th>
<th>1H</th>
<th>3Q</th>
<th>4Q</th>
<th>2H</th>
<th>Full-Year</th>
<th>Changes Full-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Japan</td>
<td>35.8</td>
<td>37.8</td>
<td>73.5</td>
<td>36.4</td>
<td>40.2</td>
<td>76.6</td>
<td>150.2</td>
<td>+2.0</td>
</tr>
<tr>
<td>Overseas</td>
<td>83.2</td>
<td>83.1</td>
<td>166.4</td>
<td>81.0</td>
<td>81.5</td>
<td>162.5</td>
<td>328.9</td>
<td>-2.0</td>
</tr>
<tr>
<td>Americas</td>
<td>18.4</td>
<td>20.6</td>
<td>39.0</td>
<td>20.6</td>
<td>21.1</td>
<td>41.7</td>
<td>80.7</td>
<td>+5.4</td>
</tr>
<tr>
<td>Europe</td>
<td>17.5</td>
<td>18.7</td>
<td>36.2</td>
<td>19.4</td>
<td>18.2</td>
<td>37.6</td>
<td>73.7</td>
<td>+2.0</td>
</tr>
<tr>
<td>China</td>
<td>35.7</td>
<td>31.8</td>
<td>67.6</td>
<td>28.8</td>
<td>29.7</td>
<td>58.5</td>
<td>126.1</td>
<td>-3.3</td>
</tr>
<tr>
<td>Asian Countries except China</td>
<td>11.6</td>
<td>12.0</td>
<td>23.6</td>
<td>12.2</td>
<td>12.6</td>
<td>24.8</td>
<td>48.4</td>
<td>-5.7</td>
</tr>
<tr>
<td>Other</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>-0.5</td>
</tr>
</tbody>
</table>

| **Order**               |     |     |     |     |     |     |           |                  |
|-------------------------|-----|-----|-----|-----|-----|-----|-----------|                  |
| Japan                   | 38.8| 44.0| 82.8| 50.6| 48.7| 99.3| 182.1     | +4.8             |
| Overseas                | 100.3| 93.7| 194.0| 92.5| 104.2| 196.7| 390.7     | -4.8             |
| Americas                | 23.9| 25.2| 49.1| 25.7| 31.5| 57.2| 106.3     | +9.3             |
| Europe                  | 23.0| 22.0| 45.0| 22.9| 25.3| 48.2| 93.2      | +2.9             |
| China                   | 39.5| 33.6| 73.1| 29.9| 32.2| 62.1| 135.2     | -7.2             |
| Asian Countries except China | 13.9| 13.0| 26.8| 14.0| 15.2| 29.2| 56.0      | -9.8             |
| Other                   | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0       | +0.0             |
## Capital Expenditure, R&D Investment, Forex Rates and Sensitivity

### Capital expenditure, R&D investment

<table>
<thead>
<tr>
<th></th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022 (Plan)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital expenditure</td>
<td>22.79</td>
<td>24.18</td>
<td>29.00</td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>16.09</td>
<td>17.48</td>
<td>18.00</td>
</tr>
<tr>
<td>R&amp;D investment</td>
<td>17.85</td>
<td>18.18</td>
<td>19.00</td>
</tr>
</tbody>
</table>

### Forex rates

<table>
<thead>
<tr>
<th></th>
<th>FY 2020</th>
<th></th>
<th>FY 2021</th>
<th></th>
<th>FY 2022 (Forecasts)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1Q</td>
<td>1H</td>
<td>Full-Year</td>
<td>1Q</td>
<td>1H</td>
</tr>
<tr>
<td>USD</td>
<td>107.6</td>
<td>107.2</td>
<td>106.0</td>
<td>109.0</td>
<td>109.5</td>
</tr>
<tr>
<td>EUR</td>
<td>117.9</td>
<td>120.4</td>
<td>122.8</td>
<td>130.7</td>
<td>130.8</td>
</tr>
<tr>
<td>CNY</td>
<td>15.21</td>
<td>15.23</td>
<td>15.55</td>
<td>16.79</td>
<td>16.92</td>
</tr>
<tr>
<td>KRW</td>
<td>0.088</td>
<td>0.089</td>
<td>0.091</td>
<td>0.097</td>
<td>0.097</td>
</tr>
</tbody>
</table>

Note: Average rate during the period

### Forex sensitivity

**Impact of 1% fluctuation** (Guideline for FY2022 Full-Year Forecasts)

<table>
<thead>
<tr>
<th></th>
<th>Revenue</th>
<th>Operating profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD</td>
<td>0.95</td>
<td>0.25</td>
</tr>
<tr>
<td>EUR</td>
<td>0.80</td>
<td>0.21</td>
</tr>
<tr>
<td>CNY</td>
<td>1.33</td>
<td>0.46</td>
</tr>
<tr>
<td>KRW</td>
<td>0.27</td>
<td>0.18</td>
</tr>
</tbody>
</table>
Financial Indices

### As of February 28, 2022
- Ratio of equity attributable to owners of parent: 52.1%
- Equity attributable to owners of parent: 291.2 billion yen
- Interest-bearing debt: 68.0 billion yen
- D/E ratio: 0.23
  (Net D/E ratio): 0.04
- Inventory: 131.8 billion yen
  (Turnover): (3.3 months)
- ROE: 14.3%
- ROIC: 13.3%

### As of May 31, 2022
- Ratio of equity attributable to owners of parent: 50.0%
- Equity attributable to owners of parent: 304.4 billion yen
- Interest-bearing debt: 97.3 billion yen
- D/E ratio: 0.32
  (Net D/E ratio): 0.06
- Inventory: 149.9 billion yen
  (Turnover): (3.7 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

---

**Operating CF**
- FY2011: 6.4
- FY2012: 24.6
- FY2013: 24.0
- FY2014: 29.0
- FY2015: 32.0
- FY2016: 33.8
- FY2017: 46.1
- FY2018: 34.3
- FY2019: 21.5
- FY2020: 39.6
- FY2021: 49.2

**Investment CF**
- 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: -9.6
- FY2021: -24.2

**Free CF**
- FY2011: -5.5
- FY2012: 6.6
- FY2013: 7.0
- FY2014: 1.1
- FY2015: 9.5
- FY2016: 14.8
- FY2017: 27.2
- FY2018: 7.2
- FY2019: 0.8
- FY2020: 30.0
- FY2021: 25.1

[Note] Data up to FY2017 are based on Japanese GAAP.
Revenue / Operating Profit (FY2012 – FY2022 Forecasts)

(Billions of yen)

Revenue / Operating profit ratio

Revenue
Operating profit

Note1: Data up to FY2017 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)

**Business segment**

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

**Location**

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

- Note1: (M) = Motion Control, (R) = Robotics, (S) = System Engineering
- Note2: Location figures for FY2020 are based on destination.
Quarterly Revenue Trends (2)

(Billions of yen)

**Motion Control**

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

(Billions of yen)

**Robotics**

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

Note: FY2020 data are based on destination.
Quarterly Order Trends by Business Segment  *Average forex rates during period used

<table>
<thead>
<tr>
<th>(Billions of Yen)</th>
<th>FY2020</th>
<th>FY2021</th>
<th>FY2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q</td>
<td>94.7</td>
<td>139.1</td>
<td>152.9</td>
</tr>
<tr>
<td>2Q</td>
<td>86.8</td>
<td>10.8</td>
<td>13.2</td>
</tr>
<tr>
<td>3Q</td>
<td>98.7</td>
<td>98.7</td>
<td>59.5</td>
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<tr>
<td>4Q</td>
<td>115.5</td>
<td>49.1</td>
<td>74.5</td>
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</table>

<table>
<thead>
<tr>
<th>Quarter</th>
<th>YoY</th>
<th>QoQ</th>
<th>YoY</th>
<th>QoQ</th>
<th>YoY</th>
<th>QoQ</th>
<th>YoY</th>
<th>QoQ</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q</td>
<td>-12%</td>
<td>-1%</td>
<td>+47%</td>
<td>+20%</td>
<td>+45%</td>
<td>+4%</td>
<td>+32%</td>
<td>+10%</td>
</tr>
<tr>
<td>2Q</td>
<td>-14%</td>
<td>-8%</td>
<td>+59%</td>
<td>-1%</td>
<td>-1%</td>
<td>+4%</td>
<td>+36%</td>
<td>+7%</td>
</tr>
<tr>
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<td>-0%</td>
<td>+14%</td>
<td>+45%</td>
<td>+17%</td>
<td>+4%</td>
<td>+7%</td>
<td>+41%</td>
<td>+33%</td>
</tr>
<tr>
<td>4Q</td>
<td>+20%</td>
<td>+17%</td>
<td>+59%</td>
<td>-1%</td>
<td>+7%</td>
<td>+18%</td>
<td>+18%</td>
<td>+10%</td>
</tr>
</tbody>
</table>

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

Forex rates:
- U.S. dollar: 107.6, 106.8, 105.2, 104.3, 109.0, 110.1, 112.5, 114.6, 124.2
- Euro: 117.9, 122.8, 124.0, 126.6, 130.7, 130.9, 130.5, 129.7, 134.3
Quarterly Order Trends by Location

*Average forex rates during period used

**(Billions of Yen)**

<table>
<thead>
<tr>
<th></th>
<th>FY2020</th>
<th>FY2021</th>
<th>FY2022</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1Q</td>
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<tr>
<td><strong>Total</strong></td>
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</tr>
<tr>
<td><strong>YoY</strong></td>
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<td>-14%</td>
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<tr>
<td><strong>QoQ</strong></td>
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<tr>
<td><strong>Japan</strong></td>
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<tr>
<td><strong>China</strong></td>
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</tr>
<tr>
<td><strong>Other Asian Countries</strong></td>
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<td>+8%</td>
</tr>
</tbody>
</table>

**Note:** FY2020 data are based on destination