

Note: This document is a translation of a part of the original Japanese version and provided for reference purposes only. In the event of any discrepancy between the Japanese original and this English translation, the Japanese original shall prevail.



## Consolidated Financial Results for the Three Months Ended June 30, 2022 [Japanese GAAP]

August 10, 2022

Company name: MITSUBA Corporation

Stock exchange listing: Tokyo

Code number: 7280

URL: <https://www.mitsuba.co.jp/>

Representative: Katsuyoshi Kitada

, President and Representative Director

Contact: Yoshiaki Takei

, Operating Officer and General Manager of Accounting and Finance Department

Phone: 0277-52-0113

Scheduled date of filing quarterly securities report: August 10, 2022

Scheduled date of commencing dividend payments: -

Availability of supplementary briefing material on quarterly financial results: Yes

Schedule of quarterly financial results briefing session: No

(Amounts of less than one million yen are rounded down)

### 1. Consolidated Financial Results for the Three Months Ended June 30, 2022 (April 01, 2022 to June 30, 2022)

#### (1) Consolidated Operating Results

(% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Three months ended June 30, 2022	66,818	(4.2)	(1,940)	-	(552)	-	(1,467)	-
June 30, 2021	69,754	71.0	3,002	-	3,247	-	1,104	-

(Note) Comprehensive income: Three months ended June 30, 2022: ¥ 9,346 million [ 243.9%]  
Three months ended June 30, 2021: ¥ 2,717 million [ -%]

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Three months ended June 30, 2022	(37.81)	-
June 30, 2021	19.67	11.24

#### (2) Consolidated Financial Position

	Total assets	Net assets	Capital adequacy ratio
	Million yen	Million yen	%
As of June 30, 2022	350,592	95,847	21.4
March 31, 2022	342,750	88,201	19.8

(Reference) Equity: As of June 30, 2022: ¥ 75,170 million  
As of March 31, 2022: ¥ 68,024 million

## 2. Dividends

	Annual dividends				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended March 31, 2022	-	0.00	-	3.00	3.00
Fiscal year ending March 31, 2023	-				
Fiscal year ending March 31, 2023 (Forecast)		0.00	-	3.00	3.00

(Note) Revision to the forecast for dividends announced most recently: No

“Dividends” above presents the status of dividends related to common stocks. Please refer to “Cash dividends of class stock,” mentioned later, for the status of dividends related to class stocks (unlisted) that have different rights from common stocks that the Company issues.

## 3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2023(April 01, 2022 to March 31, 2023)

(% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Six months ended September 30, 2022	155,000	13.2	2,000	(42.5)	1,200	(65.6)	(1,000)	-	(32.43)
Full year	330,000	15.2	11,000	53.1	9,600	27.5	4,000	-	69.26

(Note) Revision to the financial results forecast announced most recently: No

\* Notes:

(1) Changes in significant subsidiaries during the three months ended June 30, 2022  
(changes in specified subsidiaries resulting in changes in scope of consolidation): No

(2) Accounting policies adopted specially for the preparation of quarterly consolidated financial statements: Yes  
Note: For details, please refer to “(4) Notes to Quarterly Consolidated Financial Statements in 2. Quarterly Consolidated Financial Statements and Key Notes” on page 9 of the Attachments.

(3) Changes in accounting policies, changes in accounting estimates and retrospective restatement

- 1) Changes in accounting policies due to the revision of accounting standards: Yes
- 2) Changes in accounting policies other than 1) above: No
- 3) Changes in accounting estimates: No
- 4) Retrospective restatement: No

(4) Total number of issued shares (common shares)

1) Total number of issued shares at the end of the period (including treasury shares):

June 30, 2022: 45,581,809 shares  
March 31, 2022: 45,581,809 shares

2) Total number of treasury shares at the end of the period:

June 30, 2022: 825,668 shares  
March 31, 2022: 825,524 shares

3) Average number of shares during the period:

Three months ended June 30, 2022: 44,756,177 shares  
Three months ended June 30, 2021: 44,756,520 shares

\* Quarterly financial results reports are exempt from audits conducted by certified public accountants or an audit corporation.

\* Proper use of earnings forecasts, and other special matters

Earnings forecasts and other forward-looking statements in this report are based on information currently available to the Company and certain assumptions that the Company deems reasonable. Therefore, actual results may differ materially due to a variety of factors.

Please refer to “(3) Explanation of Consolidated Financial Results Forecast and Other Forward-looking Information in 1. Qualitative Information on Quarterly Financial Results for the Period under Review” on page 3 of the Attachments for cautionary notes regarding underlying assumptions for and the use of earnings forecasts.

(How to access the supplementary materials on financial results)

The Company plans to post the materials on financial results on the Company’s website on August 10, 2022.

Cash dividends of class stock

The following is the breakdown of dividends per share related to class stocks that have different rights from common stocks.

	Annual dividends				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total
Class A stock	Yen	Yen	Yen	Yen	Yen
Fiscal year ended March 31, 2022	-	0.00	-	60,085.90	60,085.90
Fiscal year ending March 31, 2023	-				
Fiscal year ending March 31, 2023 (Forecast)		0.00	-	60,000.00	60,000.00

(Note) The number of issued Class A stocks above is 15,000 shares.

○ Table of Contents of Attachments

1. Qualitative Information on Quarterly Financial Results for the Period under Review .....	2
(1) Explanation of Business Results .....	2
(2) Explanation of Financial Position .....	2
(3) Explanation of Consolidated Financial Results Forecast and Other Forward-looking Information .....	3
2. Quarterly Consolidated Financial Statements and Key Notes .....	4
(1) Quarterly Consolidated Balance Sheets .....	4
(2) Quarterly Consolidated Statements of Income and Comprehensive Income .....	6
Quarterly Consolidated Statements of Income	
Three Months Ended June 30, 2022 .....	6
Quarterly Consolidated Statements of Comprehensive Income	
Three Months Ended June 30, 2022 .....	7
(3) Quarterly Consolidated Statements of Cash Flows .....	8
(4) Notes to Quarterly Consolidated Financial Statements .....	9
(Notes to assumptions for going concerns) .....	9
(Notes to significant changes in shareholders' equity) .....	9
(Changes in significant subsidiaries during the cumulative quarter under review) .....	9
(Accounting methods adopted particularly for the preparation of quarterly consolidated financial statements).....	9
(Changes in accounting policies) .....	9
(Segment information) .....	10
(Matters related to revenue recognition) .....	11

## 1. Qualitative Information on Quarterly Financial Results for the Period under Review

### (1) Explanation of Business Results

During the three months ended June 30, 2022, the global economy picked up overall as stringent COVID-19 restrictions began easing, although the pace of recovery has varied from one region to another. The Japanese economy is also expected to rebound as economic and social activities return to normal. Yet, its outlook remains uncertain amid concerns over the impacts of the prolonged situation in Russia/Ukraine and the Chinese government's zero-COVID policy, on top of a number of downward risks that demand close attention, including the rise in raw materials prices, supply constraints, and fluctuations in the financial and capital markets.

In the automotive industry, unit sales of new automobiles in major countries recorded a negative year-on-year growth on a quarter basis due to the lockdown of Shanghai, but a positive year-on-year growth was recorded in May and June and the market is expected to recover in July and beyond.

Under these circumstances, in this third year of the 12th midterm management plan (FY2020 to FY2024), the Group continued pursuing the key policies of "Business restructuring," "Reinforcement of corporate structure," and "Measures aimed at next-generation businesses." During the three months ended June 30, 2022, the Company transferred all of its shares in Oshima Electric Works Co., Ltd., one of its subsidiaries, to Murakami Corporation as of April 1, 2022, in a move to withdraw from the door mirror and automotive lamp businesses. The Company remains committed to reinforcing its corporate structure by, for example, curbing capital expenditures and trimming expenses on a global basis.

As a result, for the three months ended June 30, 2022, the Company recorded consolidated net sales of 66,818 million yen (down 4.2% year on year) owing to the production cutback by auto manufacturers on account of the short supply of semiconductors and the lockdown in Shanghai, and consolidated operating loss of 1,940 million yen (consolidated operating profit of 3,002 million yen for the corresponding period of the previous year), mainly due to the rising materials costs resulting from surging raw materials prices and higher distribution costs. The Company also posted consolidated ordinary loss of 552 million yen (consolidated ordinary profit of 3,247 million yen for the corresponding period of the previous year) as foreign exchange gains were recorded amid the ongoing depreciation of the yen, and loss attributable to owners of parent amounted to 1,467 million yen (profit attributable to owners of parent of 1,104 million yen for the corresponding period of the previous year).

Operating results by business segment are presented as follows.

In the Transportation Equipment-Related Operations, as mentioned above, the Company recorded net sales of 62,146 million yen (down 6.0% year on year) and segment loss of 2,296 million yen (segment profit of 2,876 million yen for the corresponding period of the previous year).

In the Information Service Operations, the Company recorded net sales of 3,620 million yen (up 23.4% year on year) and segment profit of 158 million yen (segment loss of 37 million yen for the corresponding period of the previous year), as sales of IT systems for municipalities and gas suppliers and business talks with prospective customers in the education sector and the police authorities proved fruitful.

In Other Operations, the Company recorded net sales of 1,735 million yen (up 14.2% year on year) and segment profit of 186 million yen (up 19.7% year on year).

### (2) Explanation of Financial Position

#### i) Analysis of Financial Position

##### (Assets, Liabilities, and Net Assets)

At the end of the first quarter under review, total assets were 350,592 million yen (342,750 million yen at the end of the previous consolidated fiscal year), representing an increase of 7,841 million yen. Current assets increased by 5,200 million yen to 211,912 million yen, and non-current assets increased by 2,640 million yen to 138,679 million yen.

The main factors that contributed to the increase in current assets were increases of 5,436 million yen in cash and deposits, 1,217 million yen in merchandise and finished goods, 560 million yen in work in process, and 3,623 million yen in raw materials and supplies, despite a decrease of 4,360 million yen in notes and accounts receivable - trade, and contract assets. The increase in non-current assets was chiefly attributable to increases of 757 million yen in buildings and structures and 624 million yen in machinery, equipment and vehicles.

At the end of the first quarter under review, total liabilities were 254,744 million yen (254,549 million yen at the end of the previous consolidated fiscal year), up by 195 million yen year on year. Current liabilities increased by 134 million yen to 115,582 million yen, and non-current liabilities increased by 60 million yen to 139,162 million yen.

The main factor that contributed to the increase in current liabilities was an increase of 1,618 million yen in provision for bonuses, despite a decrease of 1,378 million yen in notes and accounts payable - trade. The increase in non-current liabilities was chiefly attributable to an increase of 117 million yen in deferred tax liabilities.

At the end of the first quarter under review, net assets totaled 95,847 million yen (88,201 million yen at the end of the previous consolidated fiscal year), up by 7,646 million yen year on year. The increase in net assets was chiefly attributable to an increase of 9,825 million yen in foreign currency translation adjustment.

ii) Status of Cash Flows

Cash and cash equivalents (hereinafter referred to as “Cash”) were 78,697 million yen at the end of the first quarter under review, an increase of 5,430 million yen from the end of the previous consolidated fiscal year. Below is the status of cash flows.

(Cash flows from operating activities)

Cash provided by operating activities was 6,989 million yen (4,467 million yen for the corresponding period of the previous fiscal year). This is chiefly attributable to a decrease of 8,709 million yen in trade receivables.

(Cash flows from investing activities)

Cash used in investing activities was 2,369 million yen (1,969 million yen for the corresponding period of the previous fiscal year). This was chiefly attributable to purchase of property, plant and equipment in the amount of 2,108 million yen.

(Cash flows from financing activities)

Cash used in financing activities was 2,096 million yen (2,446 million yen provided for the corresponding period of the previous fiscal year). This is chiefly attributable to repayments of long-term borrowings in the amount of 1,201 million yen and payment of dividends (including dividends paid to non-controlling shareholders) in the amount of 1,392 million yen.

(3) Explanation of Consolidated Financial Results Forecast and Other Forward-looking Information

The Company has not revised its consolidated financial results forecast for the fiscal year ending March 31, 2023 (April 1, 2022 - March 31, 2023), which was announced on May 11, 2022.

## 2. Quarterly Consolidated Financial Statements and Key Notes

### (1) Quarterly Consolidated Balance Sheets

(Million yen)

	As of March 31,2022	As of June 30,2022
<b>Assets</b>		
Current assets		
Cash and deposits	74,556	79,993
Notes and accounts receivable - trade, and contract assets	50,915	46,554
Merchandise and finished goods	14,115	15,332
Work in process	5,735	6,295
Raw materials and supplies	43,072	46,696
Other	18,333	17,059
Allowance for doubtful accounts	(17)	(19)
Total current assets	206,711	211,912
Non-current assets		
Property, plant and equipment		
Buildings and structures	81,160	83,027
Accumulated depreciation	(48,971)	(50,081)
Buildings and structures, net	32,188	32,946
Machinery, equipment and vehicles	173,317	179,828
Accumulated depreciation	(130,845)	(136,731)
Machinery, equipment and vehicles, net	42,472	43,096
Tools, furniture and fixtures	52,632	53,368
Accumulated depreciation	(47,649)	(48,487)
Tools, furniture and fixtures, net	4,983	4,880
Land	7,824	7,954
Leased assets	8,970	9,517
Accumulated depreciation	(3,694)	(4,152)
Leased assets, net	5,276	5,365
Construction in progress	6,639	6,536
Total property, plant and equipment	99,385	100,780
Intangible assets		
Software	1,238	1,162
Software in progress	75	33
Other	2,102	3,005
Total intangible assets	3,416	4,201
Investments and other assets		
Investment securities	15,882	15,606
Long-term loans receivable	2,384	2,534
Deferred tax assets	1,377	1,578
Long-term prepaid expenses	1,488	1,614
Retirement benefit asset	11,331	11,602
Other	771	762
Allowance for doubtful accounts	(0)	(0)
Total investments and other assets	33,236	33,697
Total non-current assets	136,038	138,679
Total assets	342,750	350,592



(Million yen)

	As of March 31,2022	As of June 30,2022
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable - trade	25,382	24,004
Short-term borrowings	56,714	58,048
Current portion of bonds payable	30	30
Accounts payable - other, and accrued expenses	17,207	17,546
Income taxes payable	1,856	1,276
Provision for bonuses	3,392	5,010
Provision for bonuses for directors (and other officers)	90	36
Provision for product warranties	1,312	1,409
Provision for settlement package	300	300
Provision for business restructuring	2,420	700
Other provisions	36	32
Other	6,704	7,186
<b>Total current liabilities</b>	<b>115,447</b>	<b>115,582</b>
Non-current liabilities		
Bonds payable	1,045	1,045
Long-term borrowings	121,827	121,017
Long-term accounts payable - other	22	6
Deferred tax liabilities	7,498	7,615
Retirement benefit liability	2,595	2,908
Other	6,112	6,569
<b>Total non-current liabilities</b>	<b>139,101</b>	<b>139,162</b>
<b>Total liabilities</b>	<b>254,549</b>	<b>254,744</b>
<b>Net assets</b>		
Shareholders' equity		
Share capital	5,000	5,000
Capital surplus	33,471	32,570
Retained earnings	27,199	25,597
Treasury shares	(603)	(603)
<b>Total shareholders' equity</b>	<b>65,067</b>	<b>62,564</b>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	582	372
Foreign currency translation adjustment	4,650	14,476
Remeasurements of defined benefit plans	(2,276)	(2,242)
<b>Total accumulated other comprehensive income</b>	<b>2,956</b>	<b>12,606</b>
Non-controlling interests	20,177	20,677
<b>Total net assets</b>	<b>88,201</b>	<b>95,847</b>
<b>Total liabilities and net assets</b>	<b>342,750</b>	<b>350,592</b>

(2) Quarterly Consolidated Statements of Income and Comprehensive Income  
Quarterly Consolidated Statements of Income (For the three months)

(Million yen)

	For the three months ended June 30,2021	For the three months ended June 30,2022
Net sales	69,754	66,818
Cost of sales	59,032	60,238
Gross profit	10,722	6,580
Selling, general and administrative expenses	7,719	8,520
Operating profit (loss)	3,002	(1,940)
Non-operating income		
Interest income	125	206
Dividend income	208	224
Share of profit of entities accounted for using equity method	205	63
Foreign exchange gains	288	1,324
Other	262	365
Total non-operating income	1,090	2,185
Non-operating expenses		
Interest expenses	471	467
Other	374	330
Total non-operating expenses	845	797
Ordinary profit (loss)	3,247	(552)
Extraordinary income		
Gain on sale of non-current assets	79	22
Other	9	4
Total extraordinary income	89	27
Extraordinary losses		
Loss on retirement of non-current assets	6	4
Loss on investigation of dealings	13	0
Business restructuring expenses	105	14
Provision for business restructuring	-	17
Other	14	7
Total extraordinary losses	139	44
Profit (loss) before income taxes	3,196	(570)
Income taxes	1,712	735
Profit (loss)	1,484	(1,305)
Profit attributable to non-controlling interests	379	162
Profit (loss) attributable to owners of parent	1,104	(1,467)

Quarterly Consolidated Statements of Comprehensive Income (For the three months)

(Million yen)

	For the three months ended June 30,2021	For the three months ended June 30,2022
Profit (loss)	1,484	(1,305)
Other comprehensive income		
Valuation difference on available-for-sale securities	272	(214)
Foreign currency translation adjustment	841	10,618
Remeasurements of defined benefit plans, net of tax	9	29
Share of other comprehensive income of entities accounted for using equity method	110	217
Total other comprehensive income	1,233	10,651
Comprehensive income	2,717	9,346
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	2,185	8,181
Comprehensive income attributable to non-controlling interests	532	1,164

## (3) Quarterly Consolidated Statements of Cash Flows

(Million yen)

	For the three months ended June 30,2021	For the three months ended June 30,2022
<b>Cash flows from operating activities</b>		
Profit (loss) before income taxes	3,196	(570)
Depreciation	4,277	4,158
Interest and dividend income	(333)	(430)
Interest expenses	471	467
Share of loss (profit) of entities accounted for using equity method	(205)	(63)
Loss (gain) on sale of property, plant and equipment	(70)	(18)
Decrease (increase) in trade receivables	5,370	8,709
Decrease (increase) in inventories	(4,874)	(1,139)
Increase (decrease) in trade payables	(3,155)	(5,323)
Other, net	2,209	2,505
Subtotal	6,886	8,296
Interest and dividends received	371	475
Interest paid	(306)	(403)
Income taxes paid	(2,484)	(1,378)
Net cash provided by (used in) operating activities	4,467	6,989
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(2,058)	(2,108)
Proceeds from sale of property, plant and equipment	154	39
Purchase of investment securities	(17)	(16)
Loan advances	(566)	(369)
Proceeds from collection of loans receivable	659	370
Payments for sale of shares of subsidiaries resulting in change in scope of consolidation	-	(262)
Other, net	(141)	(23)
Net cash provided by (used in) investing activities	(1,969)	(2,369)
<b>Cash flows from financing activities</b>		
Net increase (decrease) in short-term borrowings	9	86
Repayments of long-term borrowings	(1,160)	(1,201)
Dividends paid	(450)	(1,035)
Dividends paid to non-controlling interests	(208)	(356)
Proceeds from sale and leaseback transactions	14	1,042
Other, net	(651)	(631)
Net cash provided by (used in) financing activities	(2,446)	(2,096)
Effect of exchange rate change on cash and cash equivalents	392	2,906
Net increase (decrease) in cash and cash equivalents	444	5,430
Cash and cash equivalents at beginning of period	77,389	73,267
Cash and cash equivalents at end of period	77,833	78,697

(4) Notes to Quarterly Consolidated Financial Statements

(Notes to assumptions for going concerns)

There are no applicable matters.

(Notes to significant changes in shareholders' equity)

There are no applicable matters.

(Changes in significant subsidiaries during the cumulative quarter under review)

There are no applicable matters.

The Company transferred all of its shares in Oshima Electric Works Co., Ltd., previously one of its subsidiaries. Although this does not represent a change in specified subsidiaries, this former subsidiary has been excluded from the scope of consolidation from the first quarter under review.

(Accounting methods adopted particularly for the preparation of quarterly consolidated financial statements)

(Calculation of income tax expenses)

The Company calculates income tax expenses by reasonably estimating the effective tax rate expected to be imposed on pretax profit for the consolidated fiscal year that includes the first quarter under review (after tax effect accounting) and then multiplying profit before income taxes by the effective tax rate thus estimated.

(Changes in accounting policies)

The Company has applied the "Implementation Guidance on Accounting Standard for Fair Value Measurement" (ASBJ Guidance No. 31, June 17, 2021; hereinafter "Fair Value Measurement Accounting Standard Implementation Guidance") from the beginning of the first quarter under review. Accordingly, the Company will continue to apply the new accounting policies stipulated in the Fair Value Measurement Accounting Standard Implementation Guidance in accordance with the transitional treatment stipulated in Paragraph 27-2 of the Fair Value Measurement Accounting Standard Implementation Guidance. This change will not have any impact on the quarterly consolidated financial statements.

(Segment information, etc.)

[Segment information]

I. For the three months ended June 30, 2021 (April 1, 2021 - June 30, 2021)

1. Information on net sales and profit (loss) by reportable segment

(Million yen)

	Reportable segment			Total	Adjustments (Note 1)	Amount reported on quarterly consolidated statements of income (Note 2)
	Transportation Equipment-Related Operations	Information Service Operations	Other Operations			
Net sales						
Sales to outside customers	65,913	2,540	1,301	69,754	—	69,754
Inter-segment sales or transfers	177	394	218	791	-791	—
Total	66,091	2,935	1,519	70,545	-791	69,754
Segment profit/loss	2,876	-37	155	2,994	8	3,002

Notes:

1. The 8 million yen adjustment in segment profit/loss is an amount in elimination of inter-segment transactions.
2. Segment profit/loss is adjusted to be consistent with operating profit in the quarterly consolidated statements of income.

II. For the three months ended June 30, 2022 (April 1, 2022 - June 30, 2022)

1. Information on net sales and profit (loss) by reportable segment

(Million yen)

	Reportable segment			Total	Adjustments (Note 1)	Amount reported on quarterly consolidated statements of income (Note 2)
	Transportation Equipment-Related Operations	Information Service Operations	Other Operations			
Net sales						
Sales to outside customers	61,958	3,474	1,384	66,818	—	66,818
Inter-segment sales or transfers	187	146	350	684	-684	—
Total	62,146	3,620	1,735	67,503	-684	66,818
Segment profit/loss	-2,296	158	186	-1,951	11	-1,940

Notes:

1. The 11 million yen adjustment in segment profit/loss is an amount in elimination of inter-segment transactions.
2. Segment profit/loss is adjusted to be consistent with operating profit in the quarterly consolidated statements of income.

(Matters related to revenue recognition)

Information on disaggregation of revenue from contracts with customers

For the three months ended June 30, 2021 (April 1, 2021 - June 30, 2021)

(Million yen)

	Reportable segment			Total
	Transportation Equipment-Related Operations	Information Service Operations	Other Operations	
Japan	18,561	2,540	1,301	22,402
The Americas	15,245	—	—	15,245
Europe	5,344	—	—	5,344
Asia	10,629	—	—	10,629
China	16,133	—	—	16,133
Revenue from contracts with customers	65,913	2,540	1,301	69,754
Other revenue	—	—	—	—
Sales to outside customers	65,913	2,540	1,301	69,754

For the three months ended June 30, 2022 (April 1, 2022 - June 30, 2022)

(Million yen)

	Reportable segment			Total
	Transportation Equipment-Related Operations	Information Service Operations	Other Operations	
Japan	15,752	3,474	1,384	20,612
The Americas	15,729	—	—	15,729
Europe	5,243	—	—	5,243
Asia	14,430	—	—	14,430
China	10,802	—	—	10,802
Revenue from contracts with customers	61,958	3,474	1,384	66,818
Other revenue	—	—	—	—
Sales to outside customers	61,958	3,474	1,384	66,818