

# Financial Results

## FY2017 (Ended March 2018)

April 2018

Fujitsu General Limited

Any forward-looking statement in this report speaks only as of the date on which it is made; Forward-looking statements are based on the company's current assumptions regarding future business and financial performance; these statements by their nature address matters that are uncertain to different degrees.

Forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to be materially different.

*Note:*

This report is a translation of Japanese version. In case of any difference between English version and Japanese version, Japanese version shall prevail.



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## Sales by Segment

FUJITSU GENERAL LIMITED

(Hundred Million Yen)

	FY2016		FY2017		Change			
	Actual		Actual				%	
Air conditioners	89%	2,324	89%	2,349	-%	25	-1%	1%
(Japan)		(555)		(552)		(-3)		(-1%)
(Overseas)		(1,769)		(1,797)		(28)	(-1%)	(2%)
Telecommunications		146		125		-21		-14%
Electronic devices		117		134		17		15%
Telecommunications and Electronic devices	10%	263	10%	259	-%	-4		-1%
Others	1%	14	1%	15	-%	1		6%
Total	100%	2,601	100%	2,623	-%	22	-1%	1%
Japan	32%	823	31%	812	-1%	-11		-1%
Overseas	68%	1,778	69%	1,811	1%	33		2%

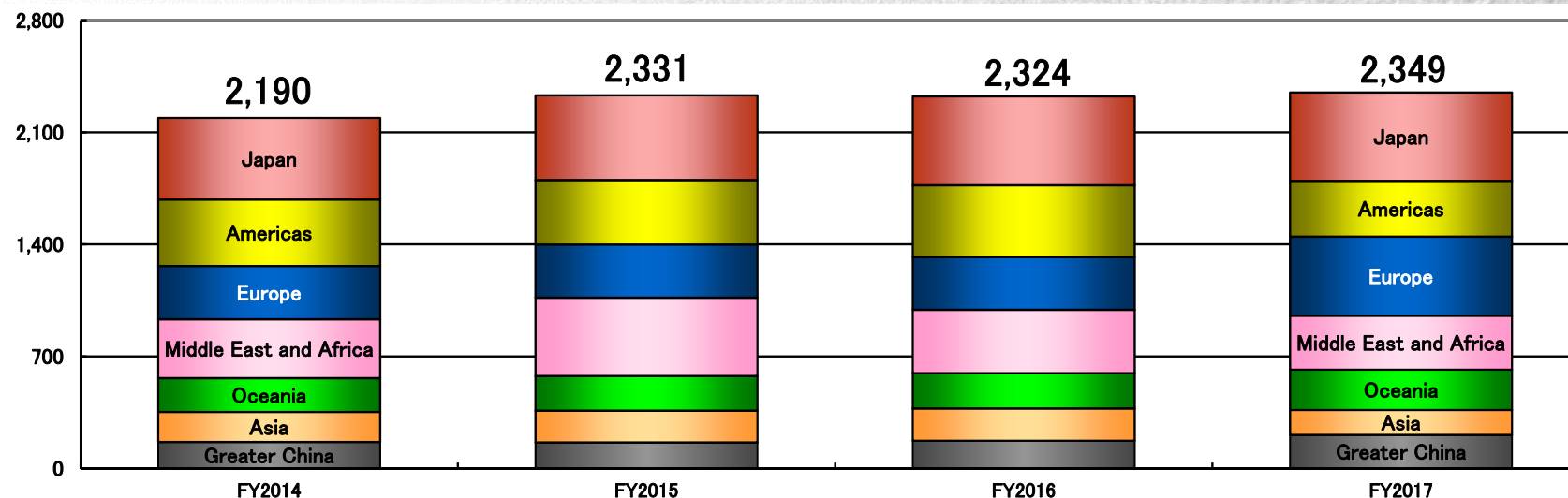
[Note1: subscribers(%) of sales is proportion to Total]

[Note2: subscribers(%) of change % is local currency base]

## A/C Sales by Geographic area

FUJITSU GENERAL LIMITED

(Hundred Million Yen)



## 【Sales by Geographic area】

(Hundred Million Yen)

	FY2014		FY2015		FY2016		FY2017		Change			
	%	Value	%	Value	%	Value	%	Value	%	Value	Local currency base	
Japan	23%	510	23%	529	24%	555	23%	552	-1%	-3	-1%	-1%
Americas	15%	333	14%	332	14%	329	15%	349	1%	20	6%	5%
Europe	19%	415	17%	403	19%	449	21%	494	2%	45	10%	4%
Middle East and Africa	17%	368	21%	490	17%	396	14%	337	-3%	-59	-15%	-14%
Oceania	10%	211	9%	216	10%	220	11%	252	1%	32	15%	10%
Asia	9%	188	9%	199	9%	202	7%	156	-2%	-46	-23%	-24%
Greater China	7%	165	7%	162	7%	173	9%	209	2%	36	21%	16%
Total	100%	2,190	100%	2,331	100%	2,324	100%	2,349	-%	25	1%	-1%
(Overseas Total)	(77%)	(1,680)	(77%)	(1,802)	(76%)	(1,769)	(77%)	(1,797)	(1%)	( 28)	(2%)	(-1%)

[Note1: sales to external customers ] [Note2: subscribers(%) is proportion to Total]



## Consolidated Financial Results

FUJITSU GENERAL LIMITED

## Consolidated Statements of Income [Note: subscripts(%) of change % is local currency base ] (Hundred Million Yen)

	FY 2016		FY 2017		Change	
	Actual	(ratio)	Actual	(ratio)		%
Net sales	2,601	(100.0%)	2,623	(100.0%)	22	-1% 1%
Gross profit	787	(30.3%)	716	(27.3%)	-71	-9%
Operating income	265	(10.2%)	202	(7.7%)	-63	-24%
Non-operating profit or loss	-25	(-1.0%)	-17	(-0.6%)	8	-%
(exchange gain and loss)	(-28)	(-1.1%)	(-18)	(-0.7%)	(10)	(-%)
Ordinary income	240	(9.2%)	185	(7.1%)	-55	-23%
Extraordinary loss	80	(3.1%)	-	(-%)	-80	-%
Net income※	100	(3.9%)	129	(4.9%)	29	28%

※Net income attributable to Owners of the Parent

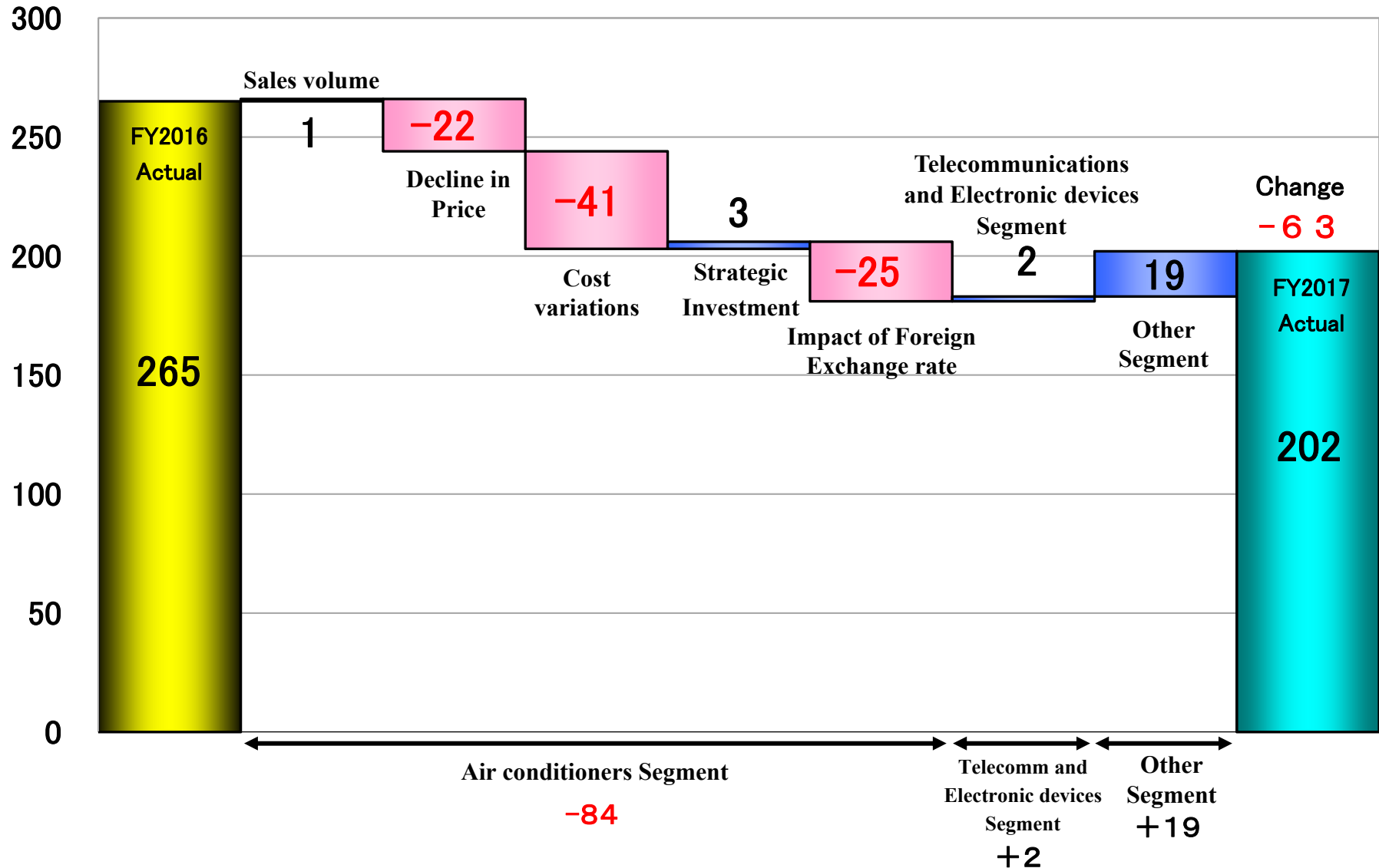
Net income per share	¥95.88	¥122.86	¥26.98
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Foreign Exchange rate	Average	(Closing)	Average	(Closing)	Average	(Closing)
Yen/1USD	110	( 112)	110	( 106)	-	( -6)
Yen/1AUD	81	( 86)	86	( 82)	5	( -4)
Yen/1EUR	120	( 120)	129	( 131)	9	( 11)
BAHT/1USD	35.0	( 34.3)	32.5	( 31.1)	-2.5	( -3.2)
RMB/1USD	6.69	( 6.90)	6.65	( 6.29)	-0.04	( -0.61)

# Analysis of Consolidated Operating income [FY2017] (vs previous year)

FUJITSU GENERAL LIMITED

(Hundred Million Yen)





## Segment Information

FUJITSU GENERAL LIMITED

(Hundred Million Yen)

		FY2016	FY2017	Change		
		Actual	Actual		%	
Air conditioners	Net sales	2,324	2,349	25	-1%	1%
	Operating income	246	162	-84	-34%	
	(Operating income margin)	(10.6%)	(6.9%)	(-3.7%)		
Telecommunications and Electronic devices	Net sales	263	259	-4	-1%	
	Operating income	24	26	2	7%	
	(Operating income margin)	(9.3%)	(10.1%)	(0.8%)		
Others	Net sales	14	15	1	6%	
	Operating income	-5	14	19	-	
	(Operating income margin)	(-40.0%)	(91.0%)	(131.0%)		
Total	Net sales	2,601	2,623	22	-1%	1%
	Operating income	265	202	-63	-24%	
	(Operating income margin)	(10.2%)	(7.7%)	(-2.5%)		

[Note1: sales to external customers] [Note2: subscribers(%) of change % is local currency base]

# Analysis of Financial Results

FUJITSU GENERAL LIMITED

<p><b>Air Conditioners</b></p>	<p>&lt;Sales&gt;</p> <ul style="list-style-type: none"> <li>▪ Air conditioners (Overseas) increased by 2.8 Billion Yen ( up by 2%, down by 1% based on local currency from previous year ).</li> <li>▪ Air conditioners (Japan) decreased by 0.3 Billion Yen ( down by 1% from previous year ).</li> </ul> <p>&lt;Operating income&gt;</p> <ul style="list-style-type: none"> <li>▪ Decreased by 8.4 Billion Yen ( down by 34% from previous year ).</li> </ul> <p>Rising raw material and parts prices and currency appreciation in producing regions, change of external environment such as sales prices decline in the Middle East region.</p>
<p><b>Telecommunications and Electronic devices</b></p>	<p>&lt;Sales&gt;</p> <ul style="list-style-type: none"> <li>▪ Sales decreased by 0.4 Billion Yen ( down by 1% from previous year ).</li> </ul> <p>&lt;Operating income&gt;</p> <ul style="list-style-type: none"> <li>▪ Increased by 0.2 Billion Yen ( up by 7% from previous year ).</li> </ul> <p>Improvement in composition of sales and cost effectiveness.</p>



## Consolidated Balance Sheets

FUJITSU GENERAL LIMITED

(Hundred Million Yen)

	FY2016		FY2017		Change
	Actual	ratio	Actual	ratio	
<b>Current assets</b>	<b>1,455</b>	<b>75%</b>	<b>1,591</b>	<b>76%</b>	<b>136</b>
(Cash and deposits)	(408)		(427)		(19)
(Notes and accounts receivable)	(714)		(762)		(48)
(Inventories)	(233)		(279)		(46)
(Others)	(100)		(123)		(23)
<b>Noncurrent assets</b>	<b>484</b>	<b>25%</b>	<b>513</b>	<b>24%</b>	<b>29</b>
<b>Total assets</b>	<b>1,939</b>	<b>100%</b>	<b>2,104</b>	<b>100%</b>	<b>165</b>
<b>Current liabilities</b>	<b>785</b>	<b>41%</b>	<b>828</b>	<b>40%</b>	<b>43</b>
(Notes and accounts payable)	(377)		(448)		(71)
(Others)	(408)		(380)		(-28)
<b>Noncurrent liabilities</b>	<b>197</b>	<b>10%</b>	<b>199</b>	<b>9%</b>	<b>2</b>
<b>Total liabilities</b>	<b>982</b>	<b>51%</b>	<b>1,027</b>	<b>49%</b>	<b>45</b>
<b>Shareholders' equity</b>	<b>891</b>	<b>46%</b>	<b>996</b>	<b>47%</b>	<b>105</b>
Accumulated other comprehensive income	37	2%	49	3%	12
<b>Non-controlling interests</b>	<b>29</b>	<b>1%</b>	<b>32</b>	<b>1%</b>	<b>3</b>
<b>Total net assets</b>	<b>957</b>	<b>49%</b>	<b>1,077</b>	<b>51%</b>	<b>120</b>
<b>Total liabilities and net assets</b>	<b>1,939</b>	<b>100%</b>	<b>2,104</b>	<b>100%</b>	<b>165</b>

## Main Financial Data

FUJITSU GENERAL LIMITED

(Hundred Million Yen)

	FY2016 Actual	FY2017 Actual	Change	
				%
Operating Cash Flow	268	109	-159	-59%
Investing Cash Flow	-49	-59	-10	19%
Free Cash Flow	219	50	-169	-77%

R&D Expense	4.7%	121	4.9%	129	0.2%	8	6%
Capital Expenditures		55		64		9	15%
Depreciation Expense		54		51		-3	-6%

[Note: subscripts(%) is proportion to Net sales]

ROE	11.3%	13.0%	1.7%
Shareholders' equity ratio	47.8%	49.7%	1.9%

Inventory	233	279	46
Days Inventory Outstanding	31.7days	37.8days	6.1days
CCC*	74.5days	74.5days	-
Net D/E ratio (times)	-0.44	-0.41	0.03

\*CCC (Cash Conversion Cycle): Days Sales Outstanding + Days Inventory Outstanding - Days Payable Outstanding



## Sales by Segment

FUJITSU GENERAL LIMITED

(Hundred Million Yen)

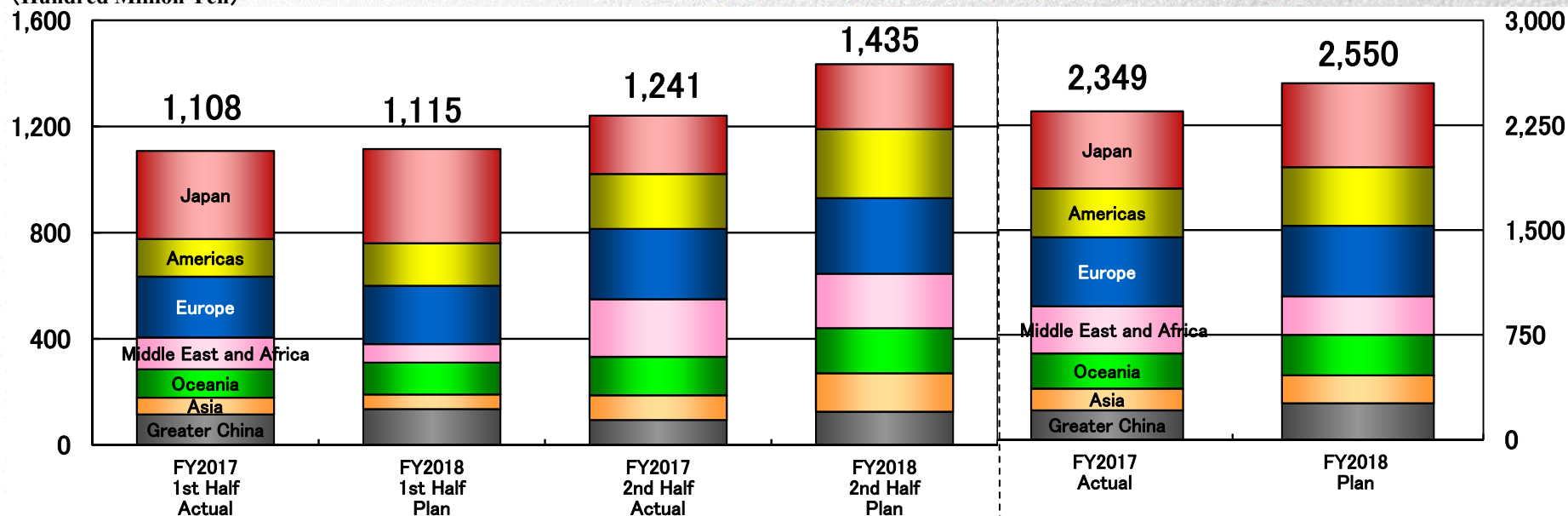
	FY2017 (Actual)			FY2018 (Plan)			Change	
	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year	Full Year	%
Air conditioners	1,108	1,241	89% 2,349	1,115	1,435	89% 2,550	201	8% 9%
(Japan)	(332)	(220)	(552)	(355)	(245)	(600)	(48)	(9%)
(Overseas)	(776)	(1,021)	(1,797)	(760)	(1,190)	(1,950)	(153)	(8%) (9%)
Telecommunications	48	77	125	55	85	140	15	12%
Electronic devices	67	67	134	70	70	140	6	4%
Telecommunications and Electronic devices	115	144	10% 259	125	155	10% 280	21	8%
Others	7	8	1% 15	10	10	1% 20	5	32%
<b>Total</b>	<b>1,230</b>	<b>1,393</b>	<b>100% 2,623</b>	<b>1,250</b>	<b>1,600</b>	<b>100% 2,850</b>	<b>227</b>	<b>8% 9%</b>
Japan	449	363	31% 812	490	410	32% 900	88	11%
Overseas	781	1,030	69% 1,811	760	1,190	68% 1,950	139	8%

[Note1: subscripts(%) is proportion to Total] [Note2: subscripts(%) of change % is local currency base]

## A/C Sales by Geographic area

FUJITSU GENERAL LIMITED

(Hundred Million Yen)



## 【Sales by Geographic area】

(Hundred Million Yen)

	FY2017 Actual			FY2018 Plan			Change				
	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year	%	Local currency base
Japan	332	220	552	355	245	600	23	25	48	9%	9%
Americas	142	207	349	160	260	420	18	53	71	20%	20%
Europe	229	265	494	220	285	505	-9	20	11	2%	2%
Middle East and Africa	120	217	337	70	205	275	-50	-12	-62	-18%	-18%
Oceania	107	145	252	120	170	290	13	25	38	15%	16%
Asia	63	93	156	55	145	200	-8	52	44	28%	26%
Greater China	115	94	209	135	125	260	20	31	51	25%	21%
Total (Overseas Total)	1,108 (776)	1,241 (1,021)	2,349 (1,797)	1,115 (760)	1,435 (1,190)	2,550 (1,950)	7 (-16)	194 (169)	201 (153)	9% (9%)	8% (8%)

[Note: sales to external customers ]



## Consolidated Financial Plan

FUJITSU GENERAL LIMITED

[Note1: subscripts(%) of change % is local currency base] (Hundred Million Yen)

	FY2017 (Actual)			FY2018 (Plan)			Change	
	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year	Full Year	%
Net sales	1,230	1,393	2,623	1,250	1,600	2,850	227	8% 9%
Operating income	78	124	202	40	130	170	-32	-16%
(Operating income margin)	(6.3%)	(8.9%)	(7.7%)	(3.2%)	(8.1%)	(6.0%)	(-1.7%)	
Ordinary income	81	104	185	40	130	170	-15	-8%
(Ordinary income margin)	(6.6%)	(7.5%)	(7.1%)	(3.2%)	(8.1%)	(6.0%)	(-1.1%)	
Net income※	58	71	129	30	90	120	-9	-7%
(Net income margin※)	(4.7%)	(5.1%)	(4.9%)	(2.4%)	(5.6%)	(4.2%)	(-0.7%)	

※Net income attributable to owners of the parent

Dividend per share (Yen)	12	12	19.5% 24	13	13	22.7% 26	2
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[Note2: subscripts(%) of dividend per share is dividend payout ratio]

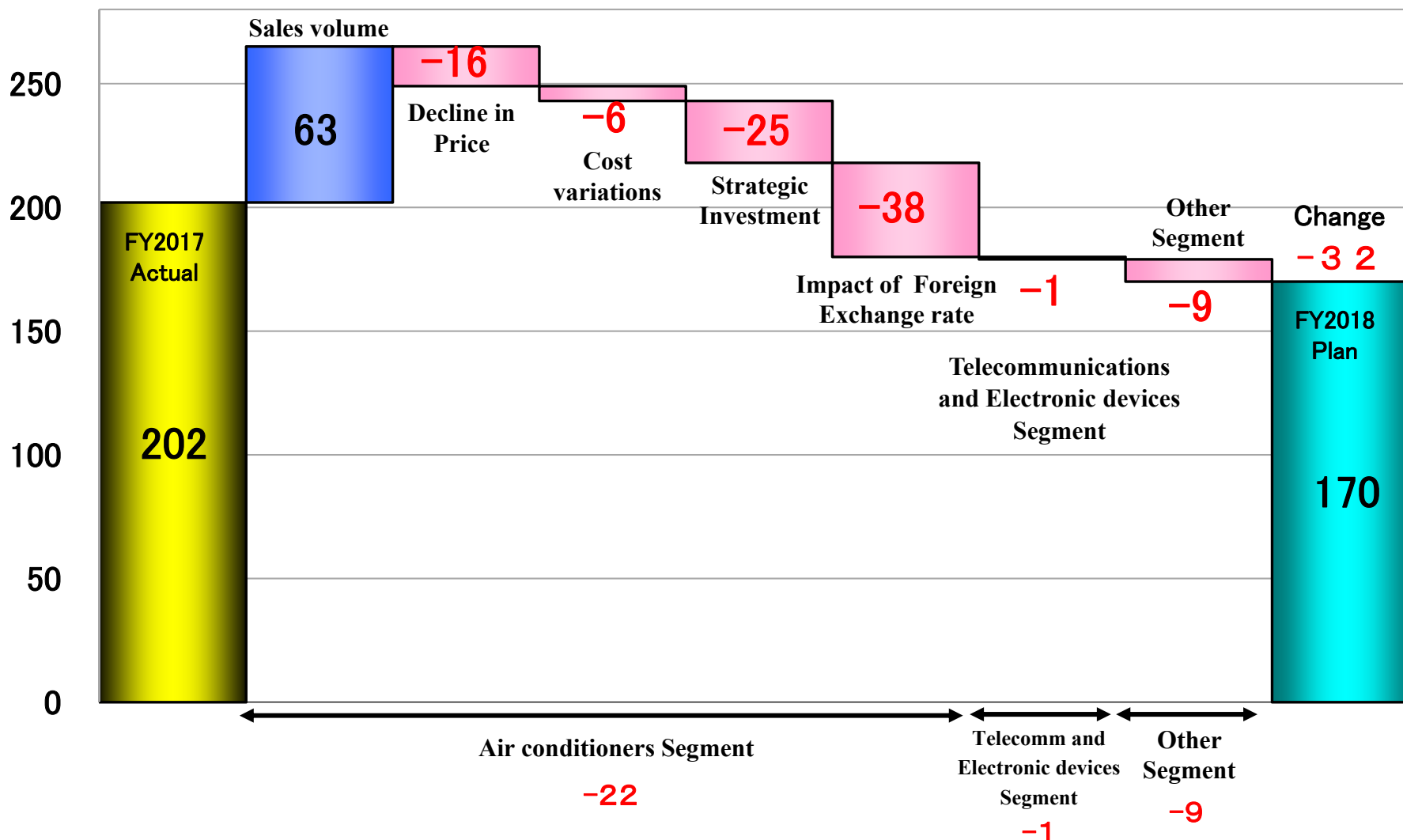
## Foreign Exchange Rate (Average)

Yen/1USD	111	110	110	110	110	110	-
Yen/1AUD	86	86	86	85	85	85	-1
Yen/1EUR	125	133	129	130	130	130	1
BAHT/1USD	33.8	31.7	32.5	32.0	32.0	32.0	-0.5
RMB/1USD	6.81	6.48	6.65	6.35	6.35	6.35	-0.30

# Analysis of consolidated Operating income [FY2018] (vs previous year)

FUJITSU GENERAL LIMITED

(Hundred Million Yen)





# Segment Information, R&D Expenses, Capital Expenditures, Depreciation Expenses

FUJITSU GENERAL LIMITED

(Hundred Million Yen)

		FY2017 (Actual)			FY2018 (Plan)			Change		
		1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year	Full Year	%	
Air conditioners	Net sales	1,108	1,241	2,349	1,115	1,435	2,550	201	8%	9%
	Operating income	71	91	162	30	110	140	- 22		-14%
	(Operating income margin)	(6.4%)	(7.3%)	(6.9%)	(2.7%)	(7.7%)	(5.5%)	(-1.4%)		
Telecommunications and Electronic devices	Net sales	115	144	259	125	155	280	21		8%
	Operating income	5	21	26	5	20	25	- 1		-5%
	(Operating income margin)	(4.4%)	(14.7%)	(10.1%)	(4.0%)	(12.9%)	(8.9%)	(-1.2%)		
Others	Net sales	7	8	15	10	10	20	5		32%
	Operating income	2	12	14	5	-	5	- 9		-64%
	(Operating income margin)	(21.9%)	(161.1%)	(91.0%)	(50.0%)	(-)	(25.0%)	(-66.0%)		
Total	Net sales	1,230	1,393	2,623	1,250	1,600	2,850	227	8%	9%
	Operating income	78	124	202	40	130	170	- 32		-16%
	(Operating income margin)	(6.3%)	(8.9%)	(7.7%)	(3.2%)	(8.1%)	(6.0%)	(-1.7%)		

[Note1: sales to external customers] [Note2: subscribers(%) of change % is local currency base]

R&D Expenses	5.1%	62	4.8%	67	4.9%	129	5.2%	65	4.4%	70	4.7%	135	-0.2%	6	5%
Capital Expenditures		29		35		64		40		70		110		46	73%
Depreciation Expenses		25		26		51		27		28		55		4	9%

[Note3: subscribers(%) is proportion to Net sales]

# Analysis of Financial Plan

FUJITSU GENERAL LIMITED

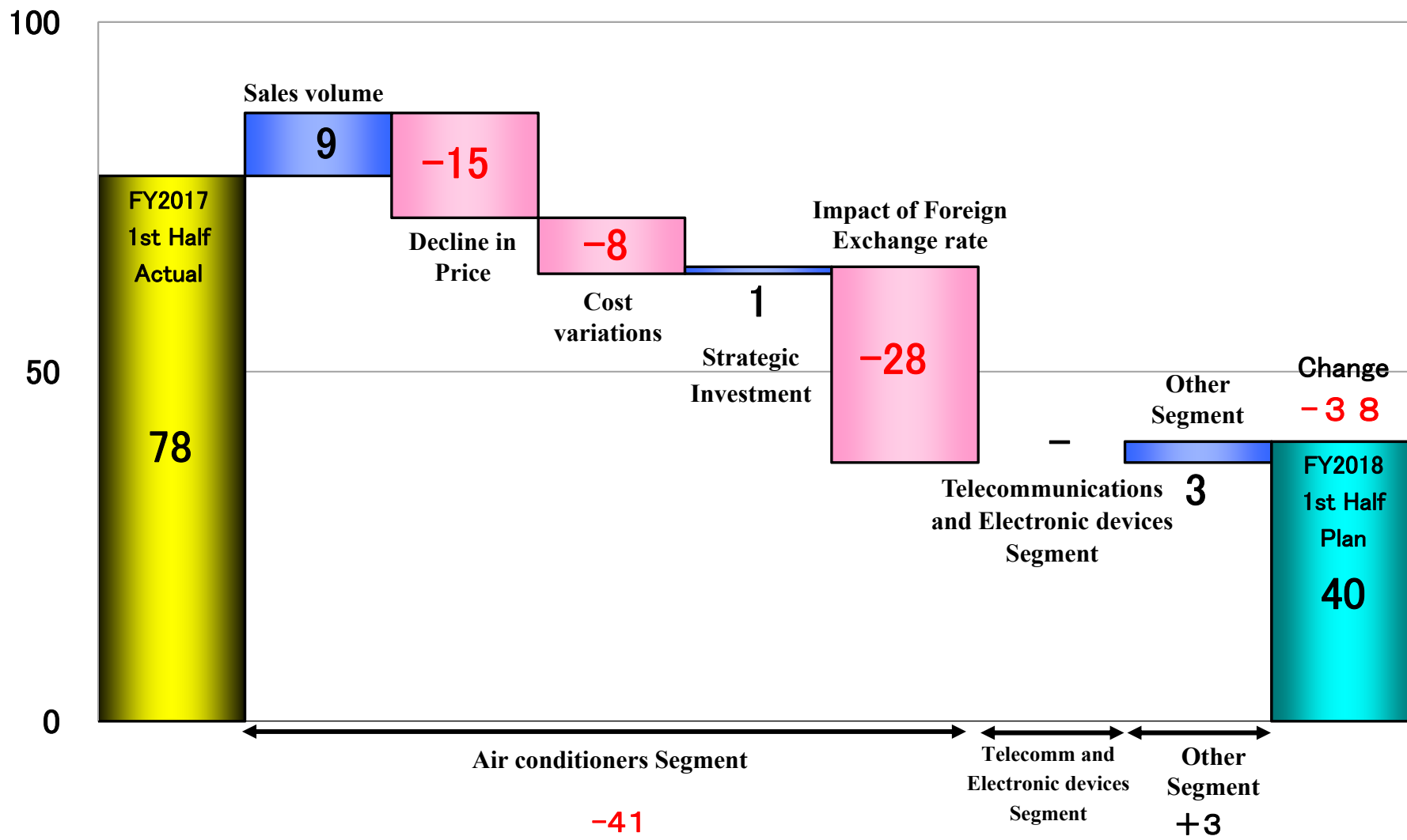
Air Conditioners	<p>&lt;Sales&gt;</p> <ul style="list-style-type: none"> <li>▪ Air conditioners (Overseas) increased by 15.3 Billion Yen ( up by 9%, up by 8% based on local currency from previous year ).</li> <li>▪ Air conditioners (Japan) increased by 4.8 Billion Yen ( up by 9% from previous year ).</li> </ul> <p>&lt;Operating income&gt;</p> <ul style="list-style-type: none"> <li>▪ Decreased by 2.2 Billion Yen ( down by 14% from previous year ).</li> </ul> <p>Although plan to increase air conditioners sales and reduction of cost in the whole company, external environment such as unfavorable exchange rate and rising raw material prices is expected to result in decrease of profit for the full year.</p>
Telecommunications and Electronic devices	<p>&lt;Sales&gt;</p> <ul style="list-style-type: none"> <li>▪ Sales increased by 2.1 Billion Yen ( up by 8% from previous year ).</li> </ul> <p>&lt;Operating income&gt;</p> <ul style="list-style-type: none"> <li>▪ Decreased by 0.1 Billion Yen ( down by 5% from previous year ).</li> </ul>
Capital Expenditures	<p>Investment amount 11.0 Billion Yen ( increased by 4.6 Billion, up by 73% from previous year ).</p> <p>Including construction cost about 2.0 Billion Yen regarding Technology Research Building in Kawasaki head office.</p>



# Analysis of consolidated Operating income [FY2018 1st Half] (vs previous year)

FUJITSU GENERAL LIMITED

(Hundred Million Yen)



# Sales by Segment (Quarter Information)

FUJITSU GENERAL LIMITED

(Hundred Million Yen)

	FY2016 (Actual)					FY2017 (Actual)				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Air conditioners	579	526	450	769	2,324	595	513	397	844	2,349
(Japan)	(170)	(163)	(92)	(130)	(555)	(179)	(153)	(75)	(145)	(552)
(Overseas)	(409)	(363)	(358)	(639)	(1,769)	(416)	(360)	(322)	(699)	(1,797)
Telecommunications	17	38	29	62	146	16	32	16	61	125
Electronic devices	25	32	28	32	117	31	36	33	34	134
Telecommunications and Electronic devices	42	70	57	94	263	47	68	49	95	259
Others	3	4	3	4	14	3	4	5	3	15
<b>Total</b>	<b>624</b>	<b>600</b>	<b>510</b>	<b>867</b>	<b>2,601</b>	<b>645</b>	<b>585</b>	<b>451</b>	<b>942</b>	<b>2,623</b>
Japan	213	234	150	226	823	227	222	124	239	812
Overseas	411	366	360	641	1,778	418	363	327	703	1,811



# Consolidated Statements of Income (Quarter Information)

FUJITSU GENERAL LIMITED

(Hundred Million Yen)

	FY2016 (Actual)					FY2017 (Actual)				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Net sales	624	600	510	867	2,601	645	585	451	942	2,623
Operating income (Operating income margin)	92 (14.8%)	34 (5.6%)	33 (6.6%)	106 (12.2%)	265 (10.2%)	68 (10.5%)	10 (1.8%)	1 (0.3%)	123 (13.0%)	202 (7.7%)
Ordinary income (Ordinary income margin)	62 (9.9%)	27 (4.4%)	55 (10.9%)	96 (11.0%)	240 (9.2%)	74 (11.5%)	7 (1.2%)	– (0.1%)	104 (11.1%)	185 (7.1%)
Net income※ (Net income margin※)	41 (6.6%)	16 (2.7%)	-29 (-5.9%)	72 (8.4%)	100 (3.9%)	56 (8.6%)	2 (0.4%)	-3 (-0.6%)	74 (7.8%)	129 (4.9%)

※Net income attributable to owners of the parent

## <Supplementary Information> A/C Sales by Geographic area (Quarter Information)

	FY2016 (Actual)					FY2017 (Actual)				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Japan	170	163	92	130	555	179	153	75	145	552
Americas	51	69	71	138	329	59	83	57	150	349
Europe	151	98	62	138	449	153	76	89	176	494
Middle East and Africa	68	70	102	156	396	57	63	59	158	337
Oceania	35	53	54	78	220	37	70	63	82	252
Asia	55	30	37	80	202	45	18	9	84	156
Greater China	49	43	32	49	173	65	50	45	49	209
Total (Overseas Total)	579 (409)	526 (363)	450 (358)	769 (639)	2,324 (1,769)	595 (416)	513 (360)	397 (322)	844 (699)	2,349 (1,797)

[ Note: sales to external customers ]

# Analysis of consolidated Operating income [FY2017 4th Quarter] (vs previous year)

FUJITSU GENERAL LIMITED

(Hundred Million Yen)

