

Financial Results

FY2023 (Ending March 2024)

Third Quarter

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.



January, 2024 | FUJITSU GENERAL LIMITED

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Consolidated Financial Results

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

	FY2022 9 Months			FY2023 9 Months			Change	
	1st Half	3Q	9 Months	1st Half	3Q	9 Months	9 Months	%
Net sales	1,830	738	2,568	1,522	623	2,145	-423	-19% +17%
Gross profit (Gross profit margin)	383 (20.9%)	178 (24.2%)	561 (21.9%)	345 (22.7%)	138 (22.2%)	483 (22.5%)	-78 (0.6%)	-14%
Operating income (Operating income margin)	25 (1.4%)	12 (1.6%)	37 (1.4%)	13 (0.8%)	-18 (-2.9%)	-5 (-0.2%)	-42 (-1.6%)	-%
Ordinary income (Ordinary income margin)	78 (4.3%)	-33 (-4.4%)	45 (1.8%)	74 (4.9%)	-26 (-4.2%)	48 (2.2%)	3 (0.4%)	6%
Extraordinary loss	-12	-1	-13	2	-	2	15	-%
Net income * (Net income margin *)	50 (2.7%)	-28 (-3.7%)	22 (0.9%)	44 (2.9%)	-22 (-3.5%)	22 (1.0%)	-	1% (0.1%)
Net income per share	¥47.54	¥-26.39	¥21.15	¥42.14	¥-20.84	¥21.29	¥0.14	

* Net income attributable to Owners of Parent

Material prices(Average)

Copper(USD/t)	9,671	9,125	9,508	8,200	7,846	8,103	-1,405
Aluminium(USD/t)	2,890	2,400	2,743	2,383	2,356	2,376	-367

Foreign Exchange rate(Average)

Yen/1USD	135	144	137	142	146	143	6
Yen/1EUR	139	144	141	153	159	154	13
BAHT/1USD	35.2	36.6	35.6	34.8	35.0	34.9	-0.7
RMB/1USD	6.74	7.15	6.85	7.06	7.15	7.08	0.23

Analysis of Financial Results

Air Conditioners	<p><Sales></p> <p>[Overseas] <u>156.1</u> Billion Yen (-47.5 Billion Yen; -23% from PY; -26% based on local currency from PY.)</p> <p>Sales decreased due to the following factors.</p> <ul style="list-style-type: none"> • In North America and the Middle East, there was a reactionary downturn from the high level of shipments in the PY. • In Europe, ATW (Air to Water, heat pump water heaters) sales declined due to changes in the market conditions. <p>On the other hand, in India, sales of room AC recovered from 2Q, and sales of VRF business are solid.</p> <p>[In Japan] <u>36.1</u> Billion Yen (+4.9 Billion Yen; +16% from PY)</p> <p>Sales increased due to the normalization of shipments, compared to the PY's impact from the Shanghai lockdown.</p> <p><Operating income> <u>-2.8</u> Billion Yen (-5.0 Billion Yen; -% from PY)</p> <p>Operating income decreased due to lower overseas sales despite progress in cost reduction, decline in material prices, and so on.</p>
Info & Comm Syst. and Electronic Devices	<p><Sales> <u>20.3</u> Billion Yen (+0.3 Billion Yen; +2% from PY)</p> <p>Info & Comm Syst. : Sales increased due to higher sales of public systems and private sector systems.</p> <p>Electronic Devices: Sales decreased due to lower sales of electronic modules and unit products.</p> <p><Operating income> <u>1.4</u> Billion Yen (+1.0 Billion Yen; +229% from PY)</p> <p>Operating income increased due to higher sales of Info & Comm Syst.</p>

Sales by Segment

(Hundred Million Yen)

	FY2022 9 Months			FY2023 9 Months			Change	
	1st Half	3Q	9 Months	1st Half	3Q	9 Months	9 Months	%
Air Conditioners (Japan)	92% 1,685	90% 663	91% 2,348	90% 1,373	88% 549	90% 1,922	-1% -426	-21% -18%
	(221)	(91)	(312)	(275)	(86)	(361)	(49)	(16%)
	(1,464)	(572)	(2,036)	(1,098)	(463)	(1,561)	(-475)	(-26%) (-23%)
Info & Comm Syst.	51	28	79	67	43	110	31	38%
Electronic Devices	81	40	121	68	25	93	-28	-23%
Info & Comm Syst. and Electronic Devices	7% 132	9% 68	8% 200	9% 135	11% 68	9% 203	1% 3	2%
Others	1% 13	1% 7	1% 20	1% 14	1% 6	1% 20	-% -	2%
Total	100% 1,830	100% 738	100% 2,568	100% 1,522	100% 623	100% 2,145	-% -423	-19% -17%
Japan	19% 352	21% 155	20% 507	27% 417	25% 157	27% 574	7% 67	13%
Overseas	81% 1,478	79% 583	80% 2,061	73% 1,105	75% 466	73% 1,571	-7% -490	-27% -24%

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

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

1. Financial Results for FY2023 Nine-Months



AC Sales by Geographic area

(Hundred Million Yen)

	FY2022 9 Months			FY2023 9 Months			9 Months	Change	
	1st Half	3Q	9 Months	1st Half	3Q	9 Months		%	Local currency base
Japan	221	91	312	275	86	361	49	16%	16%
Americas	382	116	498	164	80	244	-254	-51%	-54%
Europe	392	206	598	380	111	491	-107	-18%	-24%
Middle East and Africa	259	52	311	120	46	166	-145	-47%	-49%
Oceania	150	93	243	159	95	254	11	5%	3%
Asia	182	67	249	197	103	300	51	20%	19%
Greater China	99	38	137	78	28	106	-31	-23%	-24%
Total	1,685	663	2,348	1,373	549	1,922	-426	-18%	-21%
(Overseas Total)	(1,464)	(572)	(2,036)	(1,098)	(463)	(1,561)	(-475)	(-23%)	(-26%)

<Reference Information> Historical Information

	FY2019 9 Months	FY2020 9 Months	FY2021 9 Months	FY2022 9 Months	FY2023 9 Months
Japan	28% 446	30% 487	22% 387	13% 312	19% 361
Americas	14% 225	15% 249	17% 300	22% 498	13% 244
Europe	28% 449	21% 334	27% 479	25% 598	25% 491
Middle East and Africa	5% 88	7% 110	8% 148	13% 311	9% 166
Oceania	13% 208	14% 218	12% 202	10% 243	13% 254
Asia	4% 64	5% 82	8% 146	11% 249	16% 300
Greater China	8% 126	8% 123	6% 113	6% 137	5% 106
Total	100% 1,606	100% 1,603	100% 1,775	100% 2,348	100% 1,922
(Overseas Total)	(72%) (1,160)	(70%) (1,116)	(78%) (1,388)	(87%) (2,036)	(81%) (1,561)

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

1. Financial Results for FY2023 Nine-Months



Segment Information, R&D Expenses, Capital Expenditure, Depreciation Expenses

(Hundred Million Yen)

		FY2022 9 Months			FY2023 9 Months			Change	
		1st Half	3Q	9 Months	1st Half	3Q	9 Months	9 Months	%
Air conditioners	Net sales	1,685	663	2,348	1,373	549	1,922	-426	-21% -18%
	Operating income	15	7	22	2	-30	-28	-50	-%
	(Operating income margin)	(0.9%)	(1.1%)	(0.9%)	(0.1%)	(-5.4%)	(-1.5%)	(-2.4%)	
Info & Comm Syst. and Electronic Devices	Net sales	132	68	200	135	68	203	3	2%
	Operating income	3	1	4	6	8	14	10	229%
	(Operating income margin)	(2.2%)	(2.2%)	(2.2%)	(4.0%)	(13.2%)	(7.1%)	(4.9%)	
Others	Net sales	13	7	20	14	6	20	-	2%
	Operating income	7	4	11	5	4	9	-2	-15%
	(Operating income margin)	(53.6%)	(51.9%)	(53.0%)	(42.0%)	(49.2%)	(44.4%)	(-8.6%)	
Total	Net sales	1,830	738	2,568	1,522	623	2,145	-423	-19% -17%
	Operating income	25	12	37	13	-18	-5	-42	-%
	(Operating income margin)	(1.4%)	(1.6%)	(1.4%)	(0.8%)	(-2.9%)	(-0.2%)	(-1.6%)	

[Note1: sales to external customers]

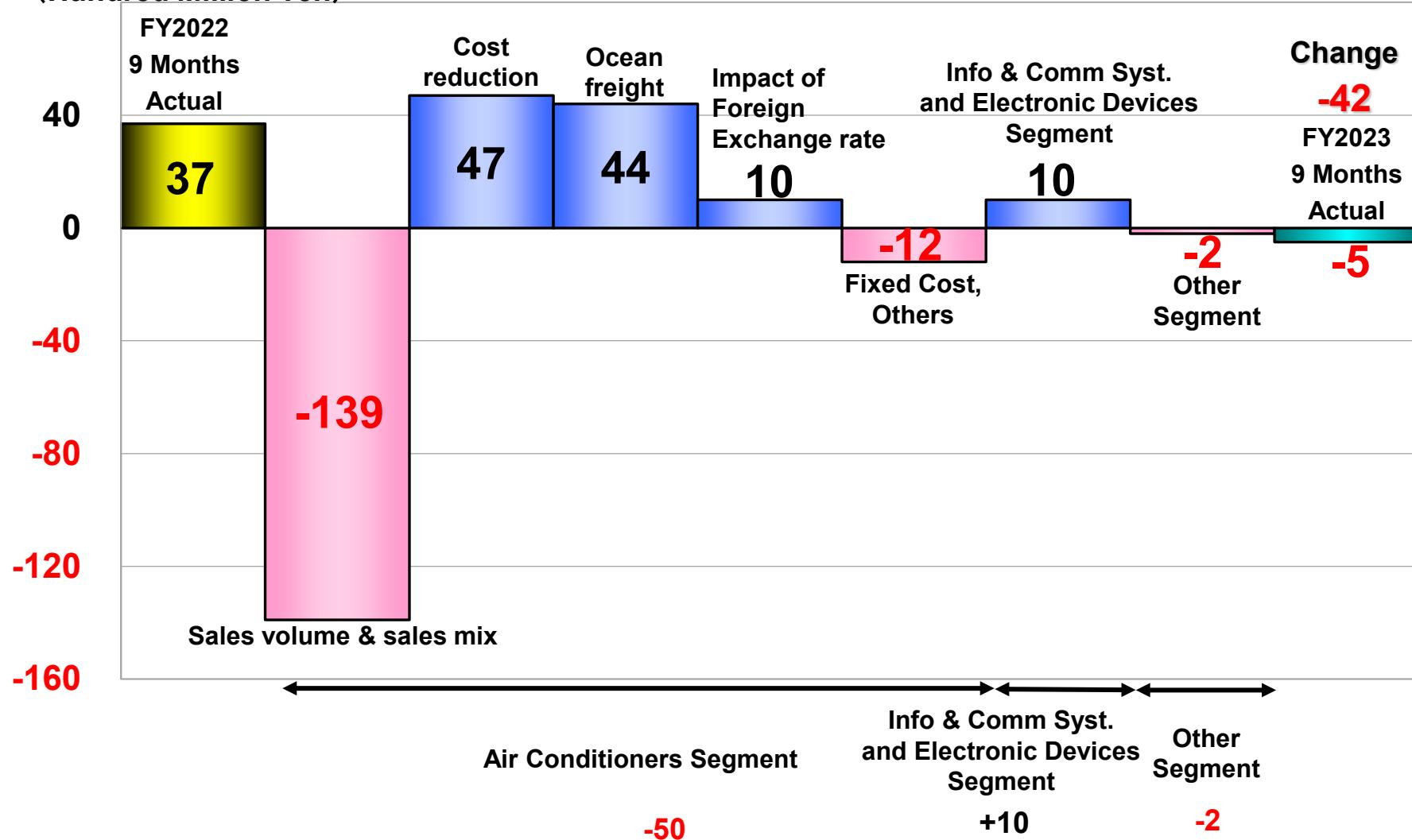
[Note2: subscripts(%) of change % is local currency base]

R&D Expenses	4.2%	77	5.9%	44	4.7%	121	5.2%	78	6.0%	38	5.4%	116	0.7%	-5	-4%
Capital Expenditure		41		24		65		48		31		79		14	21%
Depreciation Expenses		37		19		56		40		22		62		6	11%

[Note3: subscripts(%) of R&D Expenses is proportion to Total Net Sales]

Analysis of Consolidated Operating income (vs previous year)

(Hundred Million Yen)



Consolidated Balance Sheets

(Hundred Million Yen)

	FY2022		FY2023 3Q		Change
	Actual	ratio	Actual	ratio	
Current assets	2,160	72%	1,806	67%	-354
(Cash and deposits)	(174)		(175)		(1)
(Notes and accounts receivable)	(1,071)		(724)		(-347)
(Inventories)	(728)		(713)		(-15)
(Others)	(187)		(194)		(7)
Noncurrent assets	824	28%	878	33%	54
Total assets	2,984	100%	2,684	100%	-300
Current liabilities	1,392	47%	1,071	40%	-321
(Notes and accounts payable)	(538)		(342)		(-196)
(Short-term loans payable)	(327)		(268)		(-59)
(Others)	(527)		(461)		(-66)
Noncurrent liabilities	196	6%	189	7%	-7
Total liabilities	1,588	53%	1,260	47%	-328
Shareholders' equity	1,231	41%	1,218	45%	-13
Accumulated other comprehensive income	102	4%	131	5%	29
Non-controlling interests	63	2%	75	3%	12
Total net assets	1,396	47%	1,424	53%	28
Total liabilities and net assets	2,984	100%	2,684	100%	-300

Main Financial Data

(Hundred Million Yen)

	FY2022 9 Months	FY2023 9 Months	Change	(Reference) FY2022
Operating Cash Flow	-135	238	373	-80
Investing Cash Flow	-62	-128	-66	-84
Free Cash Flow	-197	110	307	-164

Shareholders' equity ratio	44.2%	50.3%	6.1%	44.7%
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Inventories	842	713	-129	728
Days Inventory Outstanding	77.6days	86.1days	8.5days	73.5days
CCC *	107.3days	133.0days	25.7days	108.8days
Net D/E ratio (times)	0.15	0.07	-0.08	0.12

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

2. Consolidated Financial Forecast



Consolidated Financial Plan

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

(Hundred Million Yen)

	FY2022 (Actual)			FY2023 (Plan)			Change		Change vs disclosure in October Full Year
	1st Half	2nd Half	Full Year	1st Half (Actual)	2nd Half (Plan)	Full Year	Full Year	%	
Net sales	1,830	1,880	3,710	1,522	1,578	3,100	-610	-19% -16%	-300
Operating income (Operating income margin)	25 (1.4%)	126 (6.7%)	151 (4.1%)	13 (0.8%)	27 (1.7%)	40 (1.3%)	-111 (-2.8%)	-74%	-120 (-3.4%)
Ordinary income (Ordinary income margin)	78 (4.3%)	96 (5.1%)	174 (4.7%)	74 (4.9%)	6 (0.4%)	80 (2.6%)	-94 (-2.1%)	-54%	-110 (-3.0%)
Extraordinary loss	-12	-18	-30	2	-	2	32	-%	-
Net income* (Net income margin *)	50 (2.7%)	37 (2.0%)	87 (2.3%)	44 (2.9%)	6 (0.4%)	50 (1.6%)	-37 (-0.7%)	-43%	-70 (-1.9%)

*Net income attributable to Owners of the Parent

Dividend per share (Yen)	17	17	40.9%	34	18	18	75.4%	36	2
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[Note2: subscripts(%) of dividend per share is dividend payout ratio]

Material prices (Average)

Copper(USD/t)	9,671	9,047	9,361	8,200	7,870	8,030	-1,331		29
Aluminum(USD/t)	2,890	2,435	2,672	2,383	2,384	2,384	-288		-9

Foreign Exchange rate (Average)

Yen/1USD	135	137	136	142	146	144	8		3
Yen/1EUR	139	143	141	153	159	156	15		5
BAHT/1USD	35.2	34.9	35.1	34.8	35.1	35.0	-0.1		0.2
RMB/1USD	6.74	6.99	6.86	7.06	7.14	7.10	0.24		0.02

Analysis of Financial Plan

Air Conditioners	<p><Sales in the 2nd half> <u>137.7</u> Billion Yen (-32.2 Billion Yen; -19%; -22% based on local currency from PY)</p> <p><Sales in the full year> <u>275.0</u> Billion Yen (-63.4 Billion Yen; -19%, -21% based on local currency from PY)</p> <p>Although 3Q sales results were generally in line with our plan, we have revised our plan because market recovery has been slower than we had expected in North America, Europe, the Middle East, and other regions.</p> <p>It is taking more time than expected to reduce the high inventory level in the field.</p> <p>[North America]</p> <p>Sales in 2nd half; -35%; -38% based on local currency from PY.</p> <p>Sales in full year; -49%; -51% based on local currency from PY.</p> <p>[Europe]</p> <p>Sales in 2nd half; -42%; -45% based on local currency from PY.</p> <p>Sales in full year; -25%; -30% based on local currency from PY.</p> <p><Operating income in the 2nd half> <u>-0.2</u> Billion Yen; -10.7 Billion Yen; -% from PY)</p> <p><Operating income in the full year> <u>-</u> Billion Yen; -12.0 Billion Yen; -% from PY)</p> <p>Although material prices and other cost factors are favorable, we plan to decrease profits due to the impact of revising the sales plan for North America and Europe, which contributes to our profit.</p>
Info & Comm Syst. and Electronic Devices	<p><Sales in the full year> <u>33.0</u> Billion Yen (+3.0 Billion Yen; +10% from PY)</p> <p>Despite the sales decrease in electronic modules and unit products of the Electronic Devices business unit, we expect sales increase in public systems of Info & Comm Syst.</p> <p><Operating income in the full year> <u>3.7</u> Billion Yen (+1.9 Billion Yen; +105% from PY)</p> <p>We plan to increase the operating income by increasing sales of Info & Comm Syst.</p>

2. Consolidated Financial Forecast



Sales by Segment

(Hundred Million Yen)

	FY2022(Actual)			FY2023(Plan)			Change		Change vs disclosure in October Full Year
	1st Half	2nd Half	Full Year	1st Half (Actual)	2nd Half (Plan)	Full Year	Full Year	%	
Air Conditioners (Japan)	1,685	1,699	91% 3,384	1,373	1,377	89% 2,750	-634	-21% -19%	-300 (-) (-300)
	(221)	(225)	(446)	(275)	(225)	(500)	(54)	(12%) (-26%)	
	(1,464)	(1,474)	(2,938)	(1,098)	(1,152)	(2,250)	(-688)	(-23%)	
Info & Comm Syst.	51	84	135	67	143	210	75	55%	10
Electronic Devices	81	84	165	68	52	120	-45	-27%	-5
Info & Comm Syst. and Electronic Devices	132	168	8% 300	135	195	10% 330	30	10%	5
Others	13	13	1% 26	14	6	1% 20	-6	-24%	-5
Total	1,830	1,880	100% 3,710	1,522	1,578	100% 3,100	-610	-19% -16%	-300
Japan	352	391	20% 743	417	423	27% 840	97	13%	5
Overseas	1,478	1,489	80% 2,967	1,105	1,155	73% 2,260	-707	-27% -24%	-305

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

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

2. Consolidated Financial Forecast



AC Sales by Geographic area

(Hundred Million Yen)

	FY2022(Actual)			FY2023(Plan)			Change			Change vs disclosure in October Full Year
	1st Half	2nd Half	Full Year	1st Half (Actual)	2nd Half (Plan)	Full Year	Full Year	%	Local currency base	
Japan	221	225	446	275	225	500	54	12%	12%	-
Americas	382	293	675	164	220	384	-291	-43%	-46%	-59
Europe	392	509	901	380	295	675	-226	-25%	-30%	-147
Middle East and Africa	259	194	453	120	116	236	-217	-48%	-50%	-72
Oceania	150	202	352	159	191	350	-2	-1%	-1%	-22
Asia	182	181	363	197	258	455	92	26%	23%	-
Greater China	99	95	194	78	72	150	-44	-23%	-24%	-
Total	1,685	1,699	3,384	1,373	1,377	2,750	-634	-19%	-21%	-300
(Overseas Total)	(1,464)	(1,474)	(2,938)	(1,098)	(1,152)	(2,250)	(-688)	(-23%)	(-26%)	(-300)

<Reference Information> Historical Information

	FY2019 (Actual)	FY2020 (Actual)	FY2021 (Actual)	FY2022 (Actual)	FY2023 (Plan)
Japan	25% 573	27% 621	21% 532	13% 446	18% 500
Americas	16% 365	15% 356	17% 422	20% 675	14% 384
Europe	27% 621	24% 556	27% 692	27% 901	24% 675
Middle East and Africa	9% 201	8% 179	8% 195	13% 453	9% 236
Oceania	12% 290	13% 312	12% 296	10% 352	13% 350
Asia	4% 96	6% 147	9% 237	11% 363	16% 455
Greater China	7% 155	7% 161	6% 150	6% 194	6% 150
Total	100% 2,301	100% 2,332	100% 2,524	100% 3,384	100% 2,750
(Overseas Total)	(75%) (1,728)	(73%) (1,711)	(79%) (1,992)	(87%) (2,938)	(82%) (2,250)

[Note1: sales to external customers]

[Note2: subscripts(%) is proportion to Total]

2. Consolidated Financial Forecast



Segment Information, R&D Expenses, Capital Expenditure, Depreciation Expenses

(Hundred Million Yen)

		FY2022(Actual)			FY2023(Plan)			Change		Change vs disclosure in October Full Year
		1st Half	2nd Half	Full Year	1st Half (Actual)	2nd Half (plan)	Full Year	Full Year	%	
Air Conditioners	Net sales	1,685	1,699	3,384	1,373	1,377	2,750	-634	-21% -19%	-300
	Operating income	15	105	120	2	-2	-	-120	-%	-127
	(Operating income margin)	(0.9%)	(6.1%)	(3.5%)	(0.1%)	(-0.1%)	(-%)	(-3.5%)		(-4.2%)
Info & Comm Syst. and Electronic Devices	Net sales	132	168	300	135	195	330	30	10%	5
	Operating income	3	15	18	6	31	37	19	105%	1
	(Operating income margin)	(2.2%)	(9.1%)	(6.0%)	(4.0%)	(16.2%)	(11.2%)	(5.2%)		(0.1%)
Others	Net sales	13	13	26	14	6	20	-6	-24%	-5
	Operating income	7	6	13	5	-2	3	-10	-78%	6
	(Operating income margin)	(53.6%)	(48.0%)	(50.8%)	(42.0%)	(-42.4%)	(15.0%)	(-35.8%)		(27.0%)
Total	Net sales	1,830	1,880	3,710	1,522	1,578	3,100	-610	-19% -16%	-300
	Operating income	25	126	151	13	27	40	-111	-74%	-120
	(Operating income margin)	(1.4%)	(6.7%)	(4.1%)	(0.8%)	(1.7%)	(1.3%)	(-2.8%)		(-3.4%)

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

R&D Expenses	4.2%	77	4.2%	80	4.2%	157	5.2%	78	4.8%	77	5.0%	155	0.8%	-2	-1%	0.3%	-5
Capital Expenditure		41		41		82		48		62		110		28		34%	-10
Depreciation Expenses		37		39		76		40		45		85		9		12%	-3

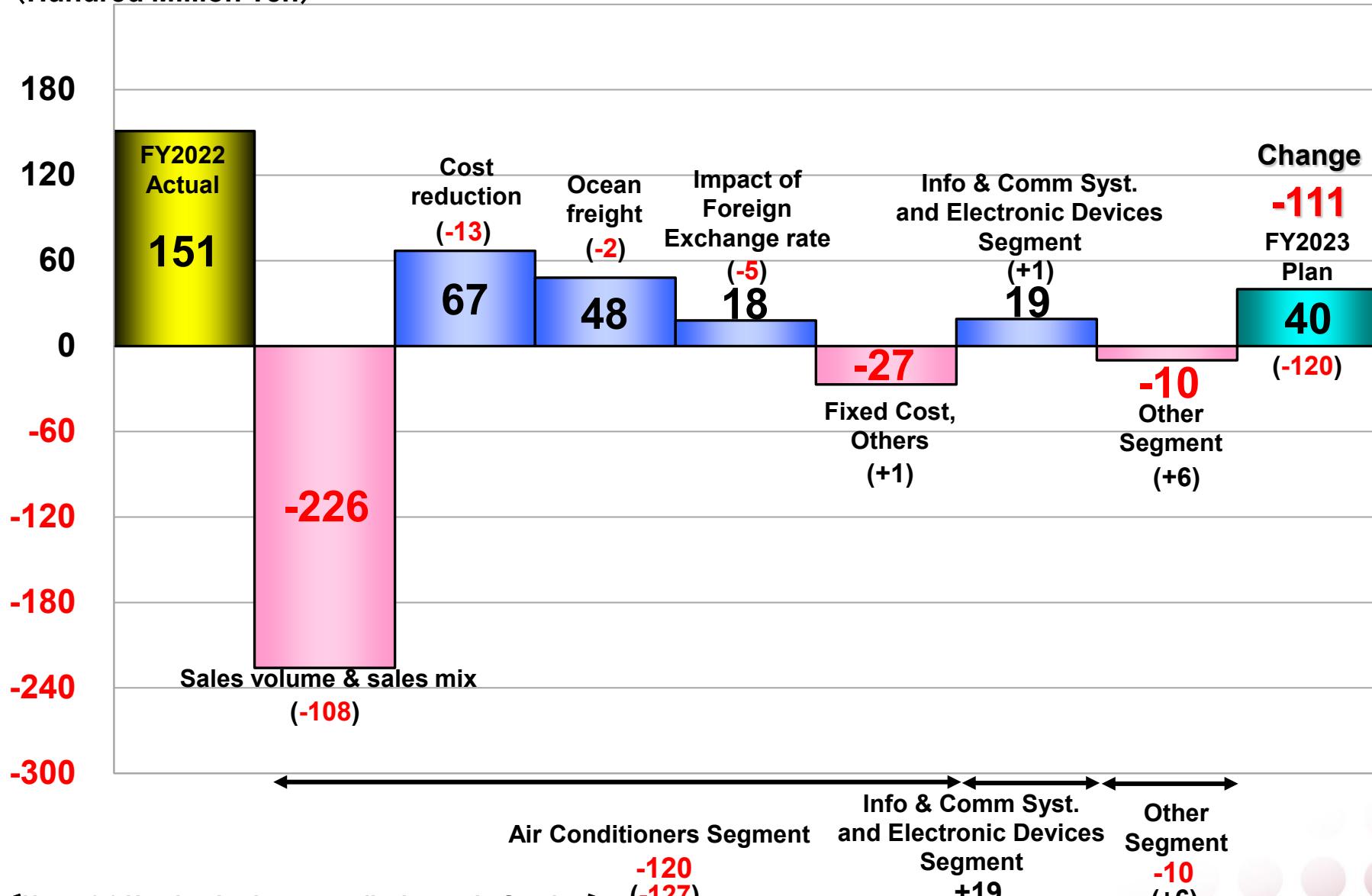
[Note3: subscripts(%) of R&D Expenses is proportion to Total Net Sales]

2. Consolidated Financial Forecast

Analysis of Consolidated Operating Income [FY2023] (vs previous year)

FUJITSU

(Hundred Million Yen)

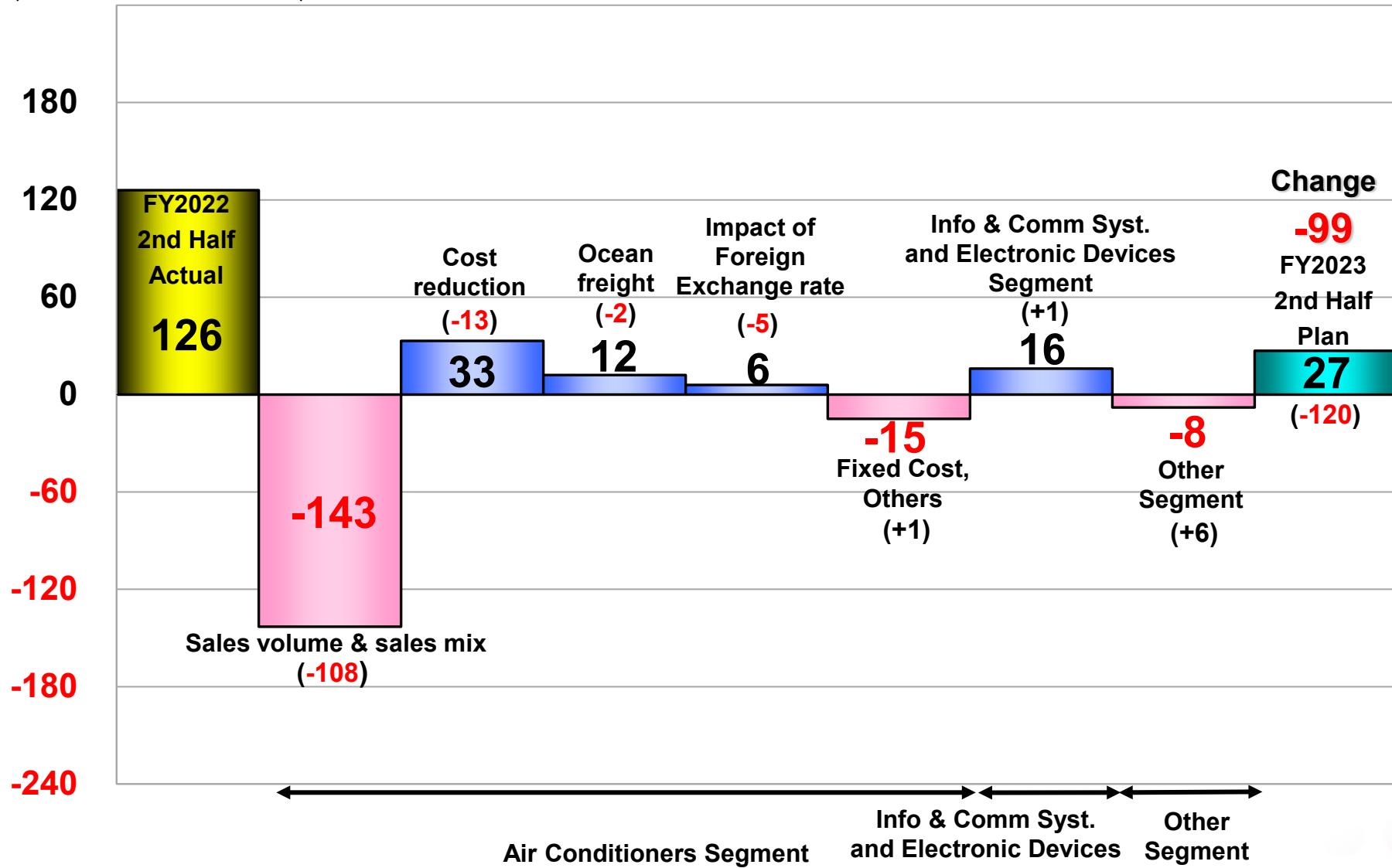


2. Consolidated Financial Forecast

Analysis of Consolidated Operating Income [FY2023 Second Half] (vs previous year)

FUJITSU

(Hundred Million Yen)



[Note: () Number is change vs disclosure in October]

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<Reference Information>

Sales by Segment (Quarter Information)



(Hundred Million Yen)

	FY2022(Actual)					FY2023(1-3QActual/4QPlan)				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Air conditioners (Japan)	769	916	663	1,036	3,384	620	753	549	828	2,750
	(47)	(174)	(91)	(134)	(446)	(130)	(145)	(86)	(139)	(500)
	(722)	(742)	(572)	(902)	(2,938)	(490)	(608)	(463)	(689)	(2,250)
Info & Comm Syst.	21	30	28	56	135	25	42	43	100	210
Electronic Devices	32	49	40	44	165	29	39	25	27	120
Info & Comm Syst. and Electronic	53	79	68	100	300	54	81	68	127	330
Others	7	6	7	6	26	6	8	6	-	20
Total	829	1,001	738	1,142	3,710	680	842	623	955	3,100
Japan	105	247	155	236	743	188	229	157	266	840
Overseas	724	754	583	906	2,967	492	613	466	689	2,260

<Reference Information>



Consolidated Statements of Income (Quarter Information)

(Hundred Million Yen)

	FY2022(Actual)					FY2023(1-3QActual/4QPlan)				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Net sales	829	1,001	738	1,142	3,710	680	842	623	955	3,100
Operating income (Operating income margin)	16 (1.9%)	9 (0.9%)	12 (1.6%)	114 (10.0%)	151 (4.1%)	-7 (-1.0%)	20 (2.3%)	-18 (-2.9%)	45 (4.7%)	40 (1.3%)
Ordinary income (Ordinary income margin)	58 (7.0%)	20 (2.0%)	-33 (-4.4%)	129 (11.3%)	174 (4.7%)	58 (8.5%)	16 (1.9%)	-26 (-4.2%)	32 (3.4%)	80 (2.6%)
Net income * (Net income margin *)	33 (4.0%)	17 (1.7%)	-28 (-3.7%)	65 (5.7%)	87 (2.3%)	36 (5.3%)	8 (0.9%)	-22 (-3.5%)	28 (2.9%)	50 (1.6%)

* Net income attributable to Owners of the Parent base

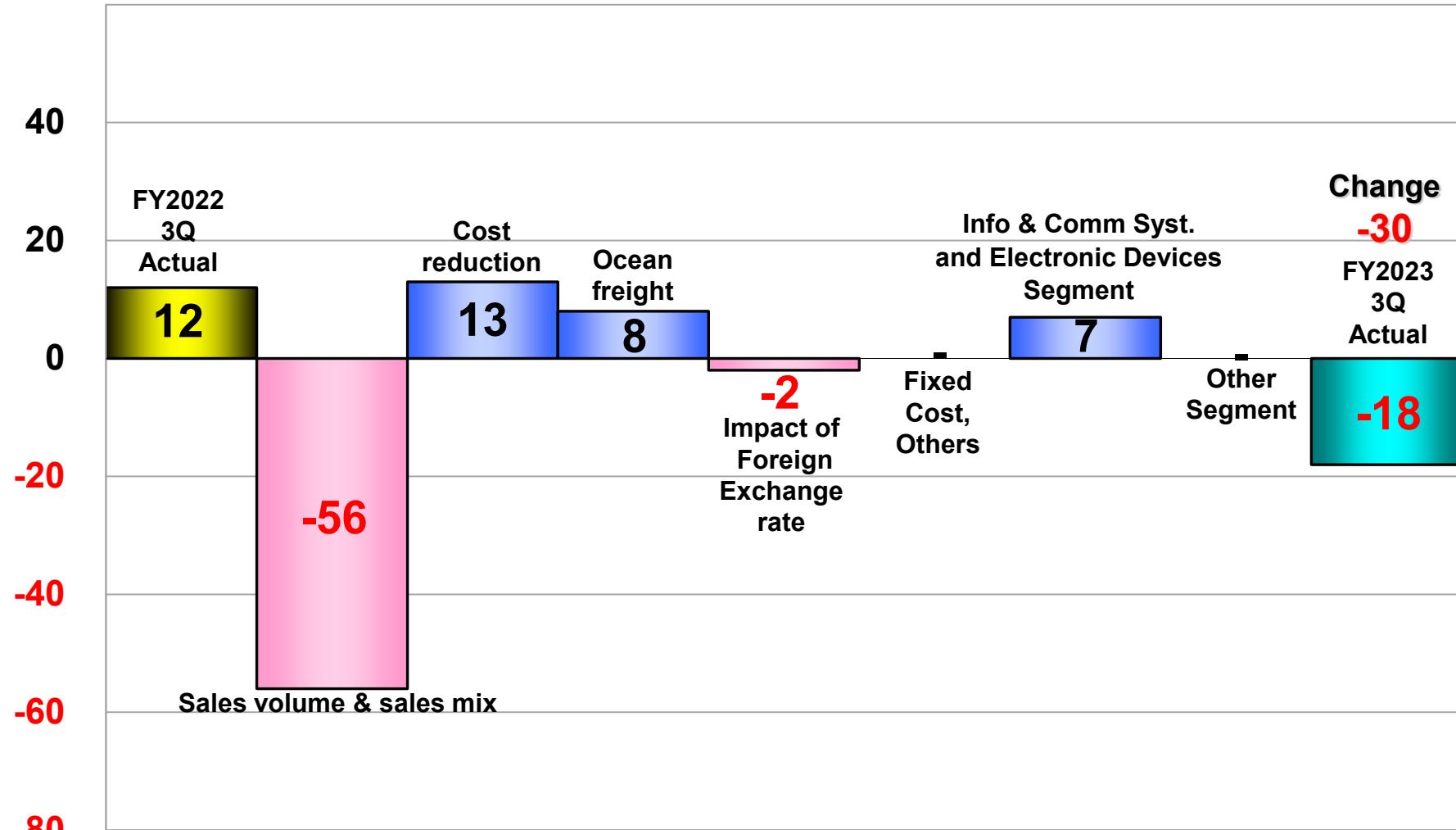
<Supplementary Information> AC Sales by Geographic area (Quarter Information)

	FY2022(Actual)					FY2023(1-3QActual/4QPlan)				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Japan	47	174	91	134	446	130	145	86	139	500
Americas	220	162	116	177	675	71	93	80	140	384
Europe	134	258	206	303	901	171	209	111	184	675
Middle East and Africa	136	123	52	142	453	39	81	46	70	236
Oceania	72	78	93	109	352	70	89	95	96	350
Asia	110	72	67	114	363	102	95	103	155	455
Greater China	50	49	38	57	194	37	41	28	44	150
Total (Overseas Total)	769 (722)	916 (742)	663 (572)	1,036 (902)	3,384 (2,938)	620 (490)	753 (608)	549 (463)	828 (689)	2,750 (2,250)

[Note: sales to external customers]

Analysis of Consolidated Operating Income [FY2023 Third Quarter] (vs previous year)

(Hundred Million Yen)



Air Conditioners Segment

-37

Info & Comm Syst.
and Electronic Devices
Segment

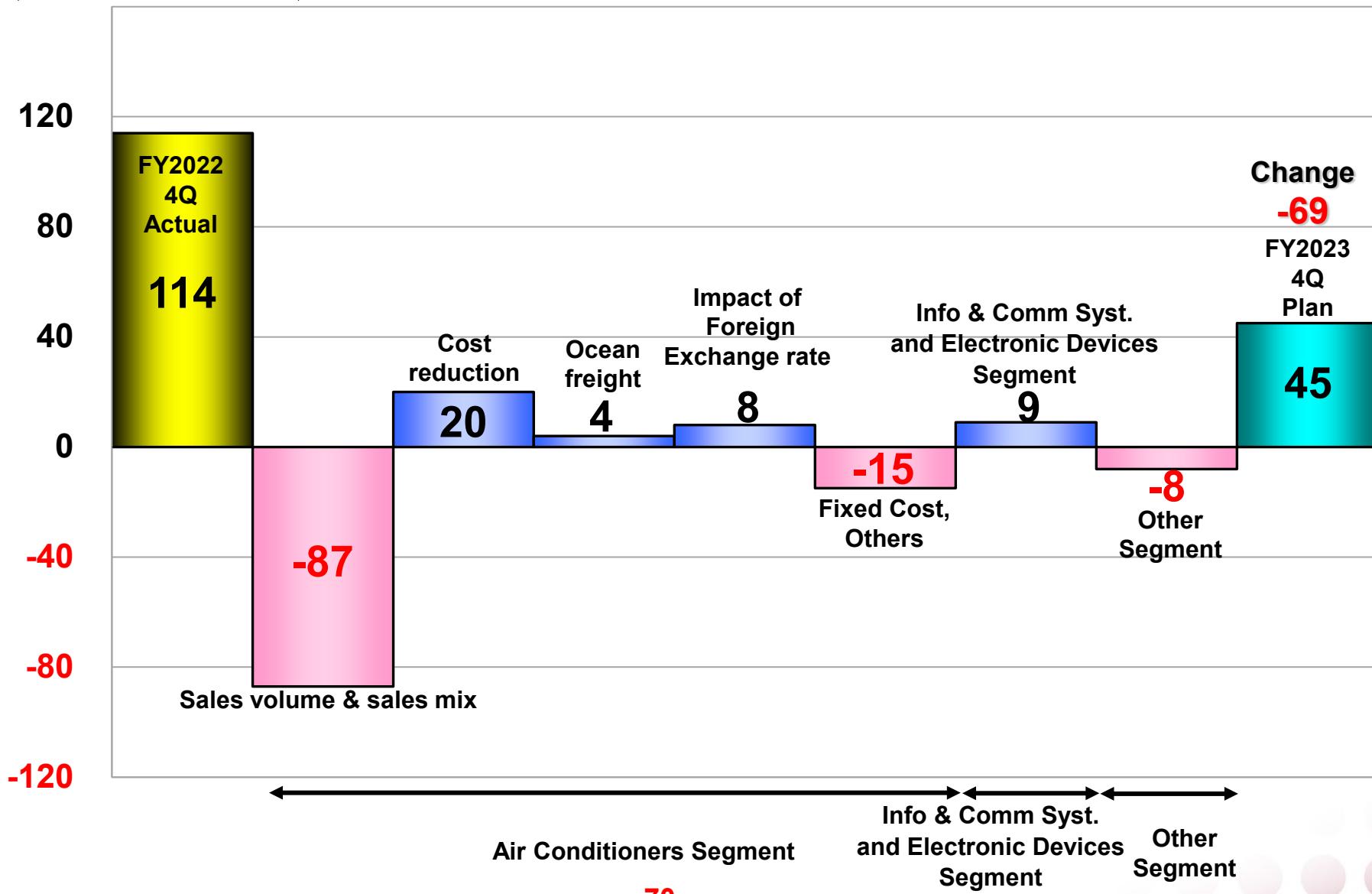
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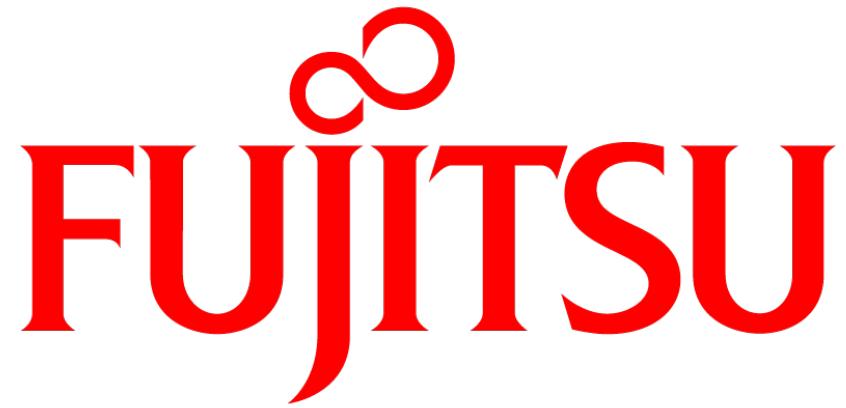
Other Segment

Analysis of consolidated Operating income [FY2023 Fourth Quarter] (vs previous year)

FUJITSU

(Hundred Million Yen)





FUJITSU GENERAL

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