# Consolidated Financial Results for first quarter of the fiscal year ending March 31, 2018 (April 1, 2017 — Jun 30, 2017)

#### Summary of Consolidated Financial Results (Three months ended Jun 30, 2017)

#### 1. Summary of consolidated statements of operations

	Millions	of yen		Millions of U.S. dollars
	1QFY2017 (A)	1QFY2016 (B)	Change(%) (A)/(B)	1QFY2017
Net sales	173,460	165,055	105.1%	1,549
Operating income	2,820	2,288	123.3%	25
Ordinary income	2,793	296	943.6%	25
Net income attributable to owners of parent	1,132	(721)	-	10
_	Ye	n		U.S. dollars
Net income per share	1.59	(1.01)	-	0.01

#### 2. Summary of consolidated financial position

	Millions	Millions of yen		
	6/30/2017	3/31/2017	6/30/2017	
Total assets	864,655	886,663	7,720	
Net assets	329,553	323,863	2,942	
Equity ratio (%)	34.4%	32.8%	-	

Note: U.S. dollar amounts in this financial report are translated, for convenience only, at the rate of ¥112=U.S.\$1

# 3. Forecast of consolidated earnings for the fiscal year ending March 31, 2018 (April 1, 2017 - March 31, 2018)

_	Millions of yen			
	1H FY2017	FY2017		
Net sales	370,000	850,000		
Operating income	7,000	48,000		
Ordinary income	4,500	47,000		
Net income attributable to owners of parent	1,100	29,000		
_	Yen			
	1H FY2017	FY2017		
Net income per share	1.54	40.60		

#### Cautionary Statements With Respect to Forward-Looking Statements>

Statements made in this financial report with respect to Fuji Electric's future performance are forward-looking statements based on management's assumptions and beliefs in light of the information currently available to it. Accordingly, actual results could differ from those contained in any forward-looking statements. Potential risks and uncertainties include:

- •Sudden changes in general economic conditions in Fuji Electric's markets and changes in its operating environment such as those resulting from changes in trade regulations
- •Exchange rate, particularly between the yen and the U.S. dollar and Asian and European currencies
- •The ability of Fuji Electric and its subsidiaries to develop and introduce products that incorporate new technology in a timely manner and to manufacture them in a cost-effective way
- •The rapid pace of technological innovation, especially in the field of electronics
- Sudden changes in the supply and demand balance in the markets Fuji Electric serves
- Problems involving the intellectual property of Fuji Electric and other companies
- •Stock market conditions in Japan

## **Consolidated Balance Sheets**

	Millions of yen		Millions of U.S. dollars
	6/30/2017	3/31/2017	6/30/2017
sets			
Current assets:			
Cash and deposits	28,810	42,045	257
Notes and accounts receivable-trade	223,590	269,676	1,996
Merchandise and finished goods	62,712	56,873	560
Work in process	64,836	48,395	579
Raw materials and supplies	37,610	37,143	336
Other	66,960	59,562	598
Allowance for doubtful accounts	(1,232)	(1,226)	(11)
<b>Total Current assets</b>	483,288	512,470	4,315
Noncurrent assets:			
Net Property, plant and equipment	171,863	173,517	1,534
Intangible assets	19,855	20,528	177
Investments and other assets			
Investment securities	138,111	127,585	1,233
Net defined benefit asset	38,487	38,452	344
Other	13,608	14,862	122
Allowance for doubtful accounts	(732)	(884)	(7)
<b>Total Investments and other assets</b>	189,475	180,014	1,692
<b>Total Noncurrent assets</b>	381,194	374,060	3,404
Deferred assets	173	132	2
<b>Total Assets</b>	864,655	886,663	7,720

## **Consolidated Balance Sheets**

Consolidated Balance Sheets	Millions of yen		Millions of U.S. dollars	
	6/30/2017	3/31/2017	6/30/2017	
Liabilities				
Current liabilities:				
Notes and accounts payable-trade	148,133	165,306	1,323	
Short-term loans payable	55,683	62,008	497	
Commercial papers	26,000	-	232	
Current portion of bonds	20,000	5,000	179	
Income taxes payable	2,243	31,051	20	
Advances received	49,601	45,092	443	
Other	91,069	103,945	813	
<b>Total Current liabilities</b>	392,731	412,404	3,507	
Noncurrent liabilities:				
Bonds payable	40,000	50,000	357	
Long-term loans payable	33,931	34,208	303	
Provision for directors' retirement benefits	172	189	2	
Net defined benefit liability	41,177	40,883	368	
Other	27,089	25,114	242	
Total Noncurrent liabilities	142,371	150,396	1,271	
Total Liabilities	535,102	562,800	4,778	
Net Assets				
Shareholders' equity:				
Capital stock	47,586	47,586	425	
Capital surplus	45,985	45,985	411	
Retained earnings	163,172	166,289	1,457	
Treasury stock	(7,247)	(7,241)	(65)	
Total Shareholders' equity	249,497	252,619	2,228	
Accumulated other comprehensive income:				
Valuation difference on available-for-sale securities	50,430	42,751	450	
Deferred gains or losses on hedges	(627)	(1,600)	(6)	
Foreign currency translation adjustments	722	175	6	
Remeasurements of defined benefit plans	(2,391)	(2,730)	(21)	
Total Accumulated other comprehensive income	48,134	38,596	430	
Non-controlling interests	31,920	32,647	285	
Total Net assets	329,553	323,863	2,942	
<b>Total Liabilities and Net assets</b>	864,655	886,663	7,720	

#### **Consolidated Statements of Income**

Net sales         173,460         165,055         1,5           Cost of sales         129,763         122,985         1,12           Gross profit         43,697         42,069         38           Selling, general and administrative expenses         40,877         39,781         36           Operating income         2,820         2,288         2           Non-operating income         54         61         61           Dividends income         970         1,134         4           Other         146         96         96           Total Non-operating income         1,171         1,292         1           Non-operating expenses         411         472         472           Equity in losses of affiliates         440         527         527           Foreign exchange losses         255         2,187         2           Other         90         96         2           Total Non-operating expenses         1,197         3,284         3           Ordinary income         2,793         296         2           Extraordinary income         168         16         16           Total Extraordinary income         168         16         16		Millions	Millions of U.S. dollars	
Cost of sales         129,763         122,985         1,12           Gross profit         43,697         42,069         39           Selling, general and administrative expenses         40,877         39,781         30           Operating income         2,820         2,288         2           Non-operating income         54         61         61           Dividends income         970         1,134         60         60           Total Non-operating income         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,1292         1,171         1,1292         1,171         1,1292         1,171         1,1292         1,171         1,1292         1,171         1,171         1,172         1,171         1,171         1,172         1,171         1,172         1,171         1,172         1,172         1,172         1,172         1,172         1,172		1Q FY2017	1Q FY2016	1Q FY2017
Gross profit         43,697         42,069         33           Selling, general and administrative expenses         40,877         39,781         36           Operating income         2,820         2,288         2           Non-operating income         54         61         61           Dividends income         970         1,134         64         96           Total Non-operating income         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,292         1,171         1,172         2,187         2,187         2,187         2,187         2,187         2,187         2,187         2,187         2,187         2,187         2,193         2,284         2,293         2,284         2,293         2,296         2,293         2,296         2,293         2,296         2,293         2,296         2,293         2,296         2,293         2,296         2,293 </td <td>Net sales</td> <td>173,460</td> <td>165,055</td> <td>1,549</td>	Net sales	173,460	165,055	1,549
Selling, general and administrative expenses         40,877         39,781         36           Operating income         2,820         2,288         2           Non-operating income         54         61         61           Dividends income         970         1,134         60         6           Other         146         96         6         6         6           Total Non-operating income         1,171         1,292         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7	Cost of sales	129,763	122,985	1,159
Operating income         2,820         2,288         2           Non-operating income         54         61         61           Dividends income         970         1,134         61         96           Total Non-operating income         1,171         1,292         1           Non-operating expenses         1         411         472         1           Equity in losses of affiliates         440         527         527         527         527         527         6         6         6         6         6         6         6         6         6         6         6         6         6         7         6         7         6         7         6         7         6         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         7         2         7         3         284         7         7         7         7         7         2         7	Gross profit	43,697	42,069	390
Non-operating income         54         61           Dividends income         970         1,134           Other         146         96           Total Non-operating income         1,171         1,292           Non-operating expenses         1         411         472           Equity in losses of affiliates         440         527           Foreign exchange losses         255         2,187           Other         90         96           Total Non-operating expenses         1,197         3,284           Ordinary income         2,793         296         2           Extraordinary income         168         16           Total Extraordinary income         168         16           Extraordinary loss         2         40           Loss on disposal of noncurrent assets         92         40           Total Extraordinary loss         92         40	Selling, general and administrative expenses	40,877	39,781	365
Interest income	Operating income	2,820	2,288	25
Dividends income         970         1,134           Other         146         96           Total Non-operating income         1,171         1,292           Non-operating expenses         Interest expense         411         472           Equity in losses of affiliates         440         527           Foreign exchange losses         255         2,187           Other         90         96           Total Non-operating expenses         1,197         3,284           Ordinary income         2,793         296           Extraordinary income         168         16           Total Extraordinary income         168         16           Extraordinary loss         92         40           Total Extraordinary loss         92         40	Non-operating income			
Other         146         96           Total Non-operating income         1,171         1,292           Non-operating expenses         411         472           Interest expense         440         527           Equity in losses of affiliates         440         527           Foreign exchange losses         255         2,187           Other         90         96           Total Non-operating expenses         1,197         3,284           Ordinary income         2,793         296         2           Extraordinary income         168         16           Total Extraordinary income         168         16           Extraordinary loss         92         40           Loss on disposal of noncurrent assets         92         40           Total Extraordinary loss         92         40	Interest income	54	61	0
Total Non-operating income         1,171         1,292           Non-operating expenses         411         472           Equity in losses of affiliates         440         527           Foreign exchange losses         255         2,187           Other         90         96           Total Non-operating expenses         1,197         3,284           Ordinary income         2,793         296         2           Extraordinary income         168         16           Total Extraordinary income         168         16           Extraordinary loss         92         40           Total Extraordinary loss         92         40	Dividends income	970	1,134	9
Non-operating expenses       411       472         Equity in losses of affiliates       440       527         Foreign exchange losses       255       2,187         Other       90       96         Total Non-operating expenses       1,197       3,284         Ordinary income       2,793       296         Extraordinary income       168       16         Total Extraordinary income       168       16         Extraordinary loss       92       40         Total Extraordinary loss       92       40	Other	146	96	1
Interest expense       411       472         Equity in losses of affiliates       440       527         Foreign exchange losses       255       2,187         Other       90       96         Total Non-operating expenses       1,197       3,284         Ordinary income       2,793       296         Extraordinary income       168       16         Total Extraordinary income       168       16         Extraordinary loss       92       40         Total Extraordinary loss       92       40	<b>Total Non-operating income</b>	1,171	1,292	10
Equity in losses of affiliates       440       527         Foreign exchange losses       255       2,187         Other       90       96         Total Non-operating expenses       1,197       3,284         Ordinary income       2,793       296         Extraordinary income       168       16         Total Extraordinary income       168       16         Extraordinary loss       92       40         Total Extraordinary loss       92       40	Non-operating expenses			
Foreign exchange losses       255       2,187         Other       90       96         Total Non-operating expenses       1,197       3,284         Ordinary income       2,793       296         Extraordinary income       368       16         Total Extraordinary income       168       16         Extraordinary loss       92       40         Total Extraordinary loss       92       40	Interest expense	411	472	4
Other         90         96           Total Non-operating expenses         1,197         3,284           Ordinary income         2,793         296         2           Extraordinary income         168         16           Total Extraordinary income         168         16           Extraordinary loss         92         40           Total Extraordinary loss         92         40           Total Extraordinary loss         92         40	Equity in losses of affiliates	440	527	4
Total Non-operating expenses         1,197         3,284           Ordinary income         2,793         296           Extraordinary income         3,284         2,793           Gain on sales of noncurrent assets         168         16           Total Extraordinary income         168         16           Extraordinary loss         92         40           Total Extraordinary loss         92         40           Total Extraordinary loss         92         40	Foreign exchange losses	255	2,187	2
Ordinary income         2,793         296         2           Extraordinary income         168         16           Total Extraordinary income         168         16           Extraordinary loss         52         40           Total Extraordinary loss         92         40           Total Extraordinary loss         92         40	Other	90	96	1
Extraordinary income           Gain on sales of noncurrent assets         168         16           Total Extraordinary income         168         16           Extraordinary loss         52         40           Total Extraordinary loss         92         40	<b>Total Non-operating expenses</b>	1,197	3,284	11
Gain on sales of noncurrent assets         168         16           Total Extraordinary income         168         16           Extraordinary loss         50         40           Loss on disposal of noncurrent assets         92         40           Total Extraordinary loss         92         40	Ordinary income	2,793	296	25
Total Extraordinary income16816Extraordinary loss9240Loss on disposal of noncurrent assets9240Total Extraordinary loss9240	Extraordinary income			
Extraordinary loss  Loss on disposal of noncurrent assets 92 40  Total Extraordinary loss 92 40	Gain on sales of noncurrent assets	168	16	2
Loss on disposal of noncurrent assets 92 40  Total Extraordinary loss 92 40	Total Extraordinary income	168	16	2
Total Extraordinary loss 92 40	Extraordinary loss			
<u> </u>	Loss on disposal of noncurrent assets	92	40	1
Income hefere income toyog	Total Extraordinary loss	92	40	1
income before income taxes 2,009 272	Income before income taxes	2,869	272	26
Income taxes 1,234 257	Income taxes	1,234	257	11
Net income 1,635 15	Net income	1,635	15	15
Net income attributable to non-controlling interests 502 737	Net income attributable to non-controlling interests	502	737	4
Net income attributable to owners of parent 1,132 (721)	Net income attributable to owners of parent	1,132	(721)	10

# **Consolidated Statements of Comprehensive Income**

	Millions	Millions of U.S. dollars	
	1Q FY2017	1Q FY2016	1Q FY2017
Net income	1,635	15	15
Other comprehensive income			
Valuation difference on available-for-sale securities	7,709	(6,397)	69
Deferred gains or losses on hedges	972	(1,428)	9
Foreign currency translation adjustments	622	(7,582)	6
Remeasurements of defined benefit plans	313	1,185	3
Share of other comprehensive income of associates accounted for using equity method	41	(15)	0
Total other comprehensive Income	9,659	(14,237)	86
Comprehensive income	11,294	(14,222)	101
Comprehensive income attributable to:			
Comprehensive income attributable to owners of parent	10,671	(14,118)	95
Comprehensive income attributable to non-controlling interests	623	(103)	6

#### **Consolidated Segment Information**

#### Information on net sales, and profit or loss by each reporting segment

As of April 1, 2017, reflecting change of organization structure, the reporting segments were reclassified from Power and Social Infrastructure, Industrial Infrastructure, Power Electronics, Electronic Devices and Food and Beverage Distribution, to Power Electronics Systems - Energy Solutions, Power Electronics Systems - Industry Solutions, Power and New Energy, Electronic Devices, Food and Beverage Distribution The reporting segment information for first quarter of the fiscal year ended March 31, 2017 has been reclassified to reflect this change.

1Q FY2017	Millions of yen								
	Power	Power							
	Electronics	Electronics							
	Systems -	Systems -			Food and				
	Energy	Industry	Power and	Electronic	Beverage				
	Solutions	Solutions	New Energy	Devices	Distribution	Others	Total	Adjustments	Consolidated
Net Sales									
Sales to third parties	41,989	51,409	16,998	29,733	25,761	7,567	173,460	-	173,460
Inter-segment sales and transfers	574	1,699	4	717	60	6,786	9,843	(9,843)	-
Total sales	42,563	53,109	17,003	30,451	25,822	14,353	183,304	(9,843)	173,460
Segment profits (losses)	1,488	(2,825)	758	2,799	1,181	817	4,220	(1,400)	2,820

1Q FY2016	Millions of yen								
	Power	Power							
	Electronics	Electronics							
	Systems -	Systems -			Food and				
	Energy	Industry	Power and	Electronic	Beverage				
	Solutions	Solutions	New Energy	Devices	Distribution	Others	Total	Adjustments	Consolidated
Net Sales									
Sales to third parties	45,600	44,672	14,011	27,728	25,655	7,386	165,055	-	165,055
Inter-segment sales and transfers	889	1,712	30	723	71	6,664	10,092	(10,092)	
Total sales	46,489	46,385	14,042	28,452	25,726	14,050	175,147	(10,092)	165,055
Segment profits (losses)	1,264	(2,558)	974	1,608	1,738	611	3,638	(1,350)	2,288

1Q FY2017	Millions of U.S. dollars								
	Power	Power							
	Electronics	Electronics							
	Systems - Energy Solutions	Systems - Industry Solutions	Power and New Energy	Electronic Devices	Food and Beverage Distribution	Others	Total	Adjustments	Consolidated
Net Sales									
Sales to third parties	375	459	152	265	230	68	1,549	-	1,549
Inter-segment sales and transfers	5	15	0	6	1	61	88	(88)	-
Total sales	380	474	152	272	231	128	1,637	(88)	1,549
Segment profits (losses)	13	(25)	7	25	11	7	38	(13)	25

# **Supplemental Consolidated Financial Materials**

# 1. Financial summary

•	Billions of yen				
	1Q FY2017	1H FY2017 [Forecast]	1Q FY2016	1H FY2016	
Net sales	173.5	370.0	165.1	351.6	
Operating income	2.8	7.0	2.3	5.9	
Ordinary income	2.8	4.5	0.3	2.7	
Net income attributable to owners of parent	1.1	1.1	(0.7)	0.0	
2. Number of consolidated subsidiaries					
	1Q FY2017	1H FY2017 [Forecast]	1Q FY2016	1H FY2016	

	1Q F 12017	[Forecast]	TQ 1 1 2010	111112010
Number of consolidated subsidiaries	70	70	69	69
Japan	23	23	23	23
Overseas	47	47	46	46
Number of equity-method associates	5	5	5	5

## 3. Net income per share

rance Francis		Ye	n	
	1Q FY2017	1H FY2017 [Forecast]	1Q FY2016	1H FY2016
Net income per share	1.59	1.54	(1.01)	0.03

## 4. Sales exchange rate (Yen)

		Yen		
	1Q FY2017	1H FY2017 [Forecast]	1Q FY2016	1H FY2016
US\$	111.09	108.05	108.14	105.29
EURO	122.19	118.60	122.02	118.15

# 5. Net sales by reporting segment

	Billions of yen			
	1Q FY2017	1H FY2017 [Forecast]	1Q FY2016	1H FY2016
Power Electronics Systems - Energy Solutions	42.6	92.6	46.5	94.6
Power Electronics Systems - Industry Solutions	53.1	121.2	46.4	112.5
Power and New Energy	17.0	37.7	14.0	30.8
Electronic Devices	30.5	61.5	28.5	57.6
Food and Beverage Distribution	25.8	52.5	25.7	49.5
Others	14.4	27.7	14.1	28.3
Subtotal	183.3	393.1	175.1	373.3
Elimination	(9.8)	(23.1)	(10.1)	(21.7)
Total	173.5	370.0	165.1	351.6
Note: Net cales include inter-segment transactions				

Note: Net sales include inter-segment transactions.

# 6. Operating income by reporting segment

	Billions of yen			
	1Q FY2017	1H FY2017 [Forecast]	1Q FY2016	1H FY2016
Power Electronics Systems - Energy Solutions	1.5	3.1	1.3	2.4
Power Electronics Systems - Industry Solutions	(2.8)	(1.6)	(2.6)	(2.2)
Power and New Energy	0.8	1.0	1.0	2.1
Electronic Devices	2.8	5.2	1.6	3.2
Food and Beverage Distribution	1.2	1.7	1.7	2.0
Others	0.8	0.8	0.6	1.1
Subtotal	4.2	10.1	3.6	8.7
Elimination	(1.4)	(3.1)	(1.4)	(2.8)
Total	2.8	7.0	2.3	5.9

#### 7. Net overseas sales

	Billions of yen			
	1Q FY2017	1H FY2017  [Forecast]	1Q FY2016	1H FY2016
Asia (except for China)	22.3	-	25.5	47.5
China	16.8	-	17.4	33.4
Europe	4.3	-	4.0	7.6
America	4.3		3.0	6.2
Total	47.6		49.9	94.7

# 8. R&D expenditures

	Billions of yen			
	1Q FY2017	1H FY2017 [Forecast]	1Q FY2016	1H FY2016
Power Electronics Systems - Energy Solutions	1.7	-	1.8	3.8
Power Electronics Systems - Industry Solutions	1.8	-	1.6	3.9
Power and New Energy	0.5	-	0.6	1.5
Electronic Devices	2.4	-	2.4	4.9
Food and Beverage Distribution	0.9	-	0.9	2.0
Others	0.0		0.0	0.0
Total	7.3		7.3	16.1
Ratio to net sales (%)	4.2%	-	4.4%	4.6%

# 9. Plant and equipment investment (including leases)

	Billions of yen			
	1Q FY2017	1H FY2017  [Forecast]	1Q FY2016	1H FY2016
Power Electronics Systems - Energy Solutions	0.6	-	1.0	2.4
Power Electronics Systems - Industry Solutions	0.3	-	2.1	4.2
Power and New Energy	0.2	-	0.1	0.3
Electronic Devices	2.8	-	1.6	4.3
Food and Beverage Distribution	0.6	-	0.3	1.8
Others	0.3	-	0.1	0.4
Total	4.8		5.2	13.4
(Leases)	2.3	-	1.7	5.2

Note: Leases are included in total plant and equipment investment.

## 10. Depreciation, Leases paid

	Billions of yen			
	1Q FY2017	1H FY2017 [Forecast]	1Q FY2016	1H FY2016
Power Electronics Systems - Energy Solutions	1.2	-	1.1	2.3
Power Electronics Systems - Industry Solutions	1.0	-	0.9	1.8
Power and New Energy	0.3	-	0.3	0.5
Electronic Devices	3.1	-	3.1	6.1
Food and Beverage Distribution	0.5	-	0.5	1.0
Others	0.3		0.3	0.6
Total	6.3		6.2	12.4
(Leases)	0.3	-	0.3	0.6

## 11. Number of employees

	1Q FY2017	[Forecast]	1Q FY2016	1H FY2016
Power Electronics Systems - Energy Solutions	6,894	-	6,886	6,863
Power Electronics Systems - Industry Solutions	7,691	-	7,475	7,499
Power and New Energy	1,384	-	1,327	1,331
Electronic Devices	6,337	-	6,485	6,424
Food and Beverage Distribution	2,582	-	2,567	2,566
Others	1,959		2,056	2,033
Total	26,847		26,796	26,716
Japan	17,994		18,023	17,947
Overseas	8,853	-	8,773	8,769

#### Financial Performance

#### (1) Qualitative Information regarding Consolidated Results of Operations

In the three-month period ended June 30, 2017, an overall trend toward gradual recovery was seen in the overseas economy centered on China as well as on principal developed countries such as Europe and the United States. This recovery trend came regardless of the sense of opaqueness resulted from political uncertainty in Europe and the United States. In Japan, the economy recovered on the back of relatively stable foreign exchange rates and improvements in capital investment levels.

In this environment, we moved ahead with the FY2018 Medium-Term Management Plan, Renovation 2018. Acting in accordance with the plan's basic policy of "further renovation of Fuji Electric," we are implementing growth strategies strengthening the power electronics systems business and further enhancing manufacturing capabilities while also pursuing improved profitability by re-energizing the Pro-7 Activities that entail reviewing all costs associated with business activities.

Consolidated net sales in the three-month period ended June 30, 2017, increased \( \) \( \) 8.4 billion year on year, to \( \) \( \) 173.5 billion, due to higher demand and the sales-heightening benefits of favorable foreign exchange influences. By business segment, Power Electronics Systems—Industry Solutions, Power and New Energy, Electronic Devices, Food and Beverage Distribution, and Others saw increased net sales, while Power Electronics Systems—Energy Solutions saw net sales decline as a result of the absence of large-scale orders recorded in the previous equivalent period.

Operating income increased \$0.5 billion year on year, to \$2.8 billion, due to the benefits of higher demand and cost reduction efforts. Ordinary income was up \$2.5 billion, to \$2.8 billion, following a decline in foreign exchange loss. Net income attributable to owners of parent of \$1.1 billion was recorded, compared with net loss attributable to owners of parent of \$0.7 billion in the three-month period ended June 30, 2016.

Consolidated results of operations for the three-month period were as follows.

(¥ billion)

	Three-month period ended June 30, 2016	Three-month period ended June 30, 2017	Change
Net sales	165.1	173.5	8.4
Operating income	2.3	2.8	0.5
Ordinary income	0.3	2.8	2.5
Net income (loss) attributable to owners of parent	(0.7)	1.1	1.9

#### Results by Segment

Power Electronics Systems—Energy Solutions Net sales: ¥42.6 billion (down 8% year on year)

Operating income: \(\pm\)1.5 billion (up \(\pm\)0.2 billion year on year)

In the energy management business, nets sales decreased and operating results worsened year on year primarily due to a decline in smart meter sales volumes. In the transmission and distribution business, nets sales decreased and operating results worsened year on year, despite strong performance resulted from a rise in capital investment demand, due to the absence of large-scale orders from the industrial field that were recorded in the previous equivalent period. In the power supply systems business, nets sales decreased year on year following lower overseas demand in switchgear and controlgear operations. Regardless, operating results improved year on year due to the benefits of cost reduction efforts. In the ED&C components business, nets sales and operating results improved year on year as a result of strong demand seen overseas and from machine tool and other machinery manufacturers.

Power Electronics Systems—Industry Solutions Net sales: ¥53.1 billion (up 14% year on year)

Operating loss: ¥2.8 billion (down ¥0.3 billion year on year)

In the factory automation business, nets sales and operating results improved year on year due to strong conditions in Japan and China centered on markets for inverters, factory automation components, and industrial motors. In the process automation business, nets sales and operating results improved year on year because of the brisk replacement demand seen in the Japanese market. In the environmental and social solutions business, nets sales improved year on year as a result of higher demand in radiation-related equipment and system and environment-related operations. However, operating results worsened following a decrease in overseas sales of electrical equipment for railcars. In the equipment construction business, nets sales decreased and operating results worsened year on year as the rebound from large-scale orders recorded in the previous equivalent period offset the benefits of strong performance in plant and air-conditioning equipment operations. In the IT solutions business, nets sales and operating results improved year on year due to an increase in orders from the public sector and the academic sector.

Power and New Energy

Net sales: ¥17.0 billion (up 21% year on year)

Operating income: ¥0.8 billion (down ¥0.2 billion year on year)

In the power and new energy business, net sales were up year on year thanks to increases in largescale orders for solar power generation systems, but operating results worsened year on year as a result of a less favorable sales mix. - 11 -

**Electronic Devices** 

Net sales: ¥30.5 billion (up 7% year on year)

Operating income: ¥2.8 billion (up ¥1.2 billion year on year)

In the electronic devices business, nets sales and operating results improved year on year following a rise in demand for semiconductors for the industrial field.

Food and Beverage Distribution

Net sales: ¥25.8 billion (unchanged year on year)

Operating income: \(\pm\)1.2 billion (down \(\pm\)0.6 billion year on year)

In the vending machine business, nets sales decreased and operating results worsened year on year as a result of the impacts of a temporary decline in investment stemming from the revision of the expansion plans of customers in the Chinese market, which outweighed the benefits of the brisk demand seen in the domestic market. In the store distribution business, net sales increased year on year due to a rise in demand for store equipment for convenience stores, but operating results worsened year on year as a result of a less favorable sales mix.

Others

Net sales: ¥14.4 billion (up 2% year on year)

Operating income: ¥0.8 billion (up ¥0.2 billion year on year)

Note: Effective April 1, 2017, the Company reorganized its reportable segments in conjunction with a change in organizational structure. Accordingly, the prior segments of Power and Social Infrastructure, Industrial Infrastructure, Power Electronics, Electronic Devices, and Food and Beverage Distribution were rearranged into the new segments of Power Electronics Systems—Energy Solutions, Power Electronics Systems—Industry Solutions, Power and New Energy, Electronic Devices, and Food and Beverage Distribution. Year-on-year comparison use figures for the three-month period ended June 30, 2016, that have been restated to reflect this change in reportable segments.

#### (2) Quantitative Information regarding Consolidated Financial Position

	March 31, 2017	Breakdown (%)	June 30, 2017	Breakdown (%)	Change
Total assets	886.7	100.0	864.7	100.0	(22.0)
Interest-bearing debt	151.2	17.1	175.6	20.3	24.4
Shareholder's equity*1	291.2	32.8	297.6	34.4	6.4
Debt-equity ratio*2 (times)	0.5		0.	9	0.1

<sup>\*1</sup> Shareholders' equity = Total net assets — Non-controlling interests

Total assets on June 30, 2017, stood at \\$864.7 billion, a decrease of \\$22.0 billion from the end of the previous fiscal year. Total current assets decreased \\$29.2 billion, as the decline in notes and accounts receivable-trade counteracted the rise in inventories. Total noncurrent assets were up \\$7.1 billion, due to an increase stemming from valuation difference on available-for-sale securities.

Interest-bearing debt as of June 30, 2017, amounted to ¥175.6 billion, up ¥5.7 billion from the previous fiscal year-end. Further, net interest-bearing debt—interest-bearing debt net of cash and cash equivalents—increased ¥6.4 billion from the previous fiscal year-end, amounting to ¥297.6 billion on June 30, 2017.

Net assets on June 30, 2017, stood at \$329.6 billion, up \$5.7 billion from the previous fiscal year-end. This was because of an increase stemming from valuation difference on available-for-sale securities. In addition, shareholders' equity—total net assets net of non-controlling interests—was up \$6.4 billion from the previous fiscal year-end, standing at \$297.6 billion on June 30, 2017. The debt-to-equity ratio (interest-bearing debt  $\div$  shareholders' equity) was 0.1 times, up 0.1 times from the previous fiscal year-end. Also, the net debt-to-equity ratio (net interest-bearing debt  $\div$  shareholders' equity) was 0.5 times, up 0.1 times.

<sup>\*2</sup> D/E ratio = Interest-bearing debt/ Shareholders' equity

#### (3) Qualitative Information regarding Consolidated Forecasts and Forecast Information

In light of the business result trends seen in the three-month period ended June 30, 2017, Fuji Electric has chosen to revise the consolidated forecast for business results for the six-month period ending September 30, 2017, that was announced together with financial results for the fiscal year ended March 31, 2017, on April 27, 2017.

The forecast assumes exchange rates of US\$1 = \$105 and \$1 = \$115 for the period from July 1, 2017, onward.

(Consolidated Forecasts for the Six Months Ending September 30, 2017) (¥ billion)

	Previous announcement	Revised announcement	Change
Net sales	368.9	370.0	1.1
Operating income	6.1	7.0	0.9
Ordinary income	3.2	4.5	1.3
Net income attributable to owners of parent	0.0	1.1	1.1

Despite the following disparity between the performance and forecasts for individual segments, Fuji Electric has chosen not to revise the consolidated forecast for business results for the fiscal year ending March 31, 2018, that was announced together with financial results for the fiscal year ended March 31, 2017, on April 27, 2017.

(Consolidated Forecasts for the Fiscal Year Ending March 31, 2018) (¥ billion)

	Previous announcement	Revised announcement	Change	
Net sales	850.0	850.0	0.0	
Operating income	48.0	48.0	0.0	
Ordinary income	47.0	47.0	0.0	
Net income attributable to owners of parent	29.0	29.0	0.0	

(Reference: Consolidated Forecasts for the Fiscal Year Ending March 31, 2018, by Segment(¥billion)

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	Net sales			Operating income (loss)		
	Previous announcement	Revised announcement	Change	Previous announcement	Revised announcement	Change
Power Electronics Systems – Energy Solutions	219.3	219.9	0.6	14.0	14.6	0.6
Power Electronics Systems – Industry Solutions	294.7	295.9	1.2	15.9	16.5	0.6
Power and New Energy	100.5	100.0	(0.5)	6.5	5.8	(0.7)
Electronic Devices	112.7	117.1	4.4	8.3	9.8	1.5
Food and Beverage Distribution	118.4	114.0	(4.4)	8.0	6.5	(1.5)
Others	57.4	57.4	0.0	1.7	1.7	0.0
Elimination and Corporate	(53.2)	(54.5)	(1.3)	(6.4)	(6.9)	(0.5)
Total	850.0	850.0	0.0	48.0	48.0	0.0