### Note 1. Basis of Preparing Consolidated Financial Statements

The accompanying consolidated financial statements of Fuji Electric Co., Ltd. (the "Company") and consolidated subsidiaries (together, the "Companies") are prepared on the basis of accounting principles generally accepted in Japan, which are different in certain respects as to application and disclosure requirements of International Financial Reporting Standards, and are compiled from the consolidated financial statements prepared by the Company as required by the Financial Instruments and Exchange Law of Japan.

In preparing these statements, certain reclassifications and rearrangements have been made to the consolidated financial statements prepared domestically in Japan in order to present these statements in a form that is more familiar to readers outside Japan.

In addition, the notes to the consolidated financial statements include additional information which is not required under accounting principles generally accepted in Japan.

Certain amounts in the prior year's financial statements have been reclassified to conform to the current year's presentation.

### Note 2. Summary of Significant Accounting Policies

#### a. Principles of Consolidation

The consolidated financial statements for the year ended March 31, 2018 include the accounts of the Company and its 70 significant subsidiaries and its 5 subsidiaries and affiliates are accounted for by the equity method (68 and 5 in 2017).

Under the control or influence concept, the accompanying consolidated financial statements include the accounts of the Company and, with minor exceptions, those of its subsidiaries, whether directly or indirectly controlled, and those companies over which the Companies have the ability to exercise significant influence are accounted for by the equity method. All significant intercompany balances and transactions have been eliminated in consolidation. All material unrealized profits included in assets resulting from transactions within the Companies are eliminated. The Company does not consolidate nor apply the equity method to subsidiaries or affiliates whose gross assets, net sales, net income (loss) and retained earnings are not significant to the consolidated financial statements.

Investments in unconsolidated subsidiaries and affiliates are stated at cost.

The balance sheet date of certain consolidated subsidiaries is December 31 or January 31. In principle, the financial statements of such subsidiaries were tentatively prepared in accordance with the fiscal year of the Company, and those were consolidated.

In the elimination of investments in subsidiaries, the assets and liabilities of the subsidiaries, including the portion attributable to non-controlling shareholders, are evaluated using the fair value at the time the Company acquired control of the respective subsidiaries.

Goodwill resulting from the difference between the cost and the underlying net assets at the respective dates of acquisition are being amortized over a period of 5 or 10 years.

#### **b. Cash Equivalents**

For the purpose of the consolidated statements of cash flows, the Companies consider all short-term, highly liquid instruments with a maturity of three months or less to be cash equivalents.

#### c. Inventories

Raw materials are mainly stated at cost, determined by the most recent purchase price method. Finished goods and work in process are mainly stated at actual cost determined by accumulated production cost for contract items or average cost for regular production items, except that finished goods of certain consolidated subsidiaries are priced by the most recent purchase price method. In accordance with accounting practices generally accepted in the heavy electric industry, inventories include items with a manufacturing period exceeding one year.

Inventories with lower profitability were written down and the losses on valuation were included in cost of sales.

#### d. Securities

Marketable securities classified as other securities are stated at fair value. Unrealized gains and losses, net of taxes, are reported in a separate component of net assets.

Nonmarketable securities classified as other securities are stated at cost determined by the moving-average method.

#### e. Derivatives and Hedging Activities

The Companies enter into derivative financial instruments ("derivatives"), including foreign currency forward contracts to hedge foreign exchange risk associated with certain assets and liabilities denominated in foreign currencies and interest rate and currency swap agreements as a means of managing its interest rate and foreign currency exposures on certain liabilities.

In addition, the Companies enter into commodity swap agreements to hedge the risk of fluctuation of commodity prices for raw materials.

Derivative financial instruments and foreign currency transactions are classified and accounted for as follows:

- a) Except as described in the following paragraphs b) and c), all derivatives are recognized as either assets or liabilities and measured at fair value, and forward contracts applied for forecasted transactions are measured at fair value but the unrealized gains/losses are deferred until the underlying transactions are completed if the forward contracts qualify for hedge accounting.
- b) Trade receivables and trade payables denominated in foreign currencies for which foreign exchange forward contracts are used to hedge the foreign currency fluctuations are accounted for allocation treatment ("Furiate shori") where these receivables and payables are translated at the contracted rate if the forward contracts qualify for hedge accounting.
- c) The interest rate and currency swaps which qualify for hedge accounting and meet criteria for exceptional accounting treatment ("Tokurei shori") and allocation treatment ("Furiate shori") under hedge accounting are accounted for integrated treatment ("Ittai shori").

#### f. Depreciation

#### 1) Tangible fixed assets (excluding leased assets)

Depreciation is computed by the declining-balance method at rates based on the estimated useful lives of the assets, while the straightline method is applied to the buildings of the Company and its domestic consolidated subsidiaries acquired after April 1, 1998 and the facilities attached to buildings and the other non-building structures acquired after April 1, 2016. The range of useful lives is from 7 to 50 years for buildings and from 5 to 12 years for machinery and equipment.

#### 2) Leased assets

Depreciation is computed by the straight-line method over the lease period assuming no residual value. Finance leases other than those that were deemed to transfer the ownership of the leased assets to the lessees and contracted before April 1, 2008, are accounted for by the method that is applicable to ordinary operating leases.

#### g. Allowance for Doubtful Accounts

The allowance for doubtful accounts is stated in amounts considered to be appropriate based on the Companies' past credit loss experience and an evaluation of potential losses in the receivables outstanding.

#### h. Retirement Benefits

- (1) The retirement benefit obligation for employees is attributed to each period by the benefit formula method over the estimated years of service of the eligible employees.
- (2) The prior service costs are amortized by the straight-line method within the average remaining years of service of the employees participants. The actuarial gains and losses are amortized by the straight-line method within the average remaining years of service of the employee participants from the next period in which they arise, respectively.

#### i. Provision for Directors' Retirement Benefits

For certain consolidated subsidiaries, the accrued retirement benefits for directors were provided mainly at an amount to be required at the year-end according to internal regulations.

#### j. Research and Development Costs

Research and development costs are charged to income as incurred.

#### k. Recognition for Revenue and Costs

For long-term construction contracts whose outcome can be estimated reliably, the percentage-of-completion method is adopted. The stage of completion of a contract is determined by the percentage of the cost incurred to date to the estimated total cost. When the outcome of the construction contracts cannot be estimated reliably, the completed-contract method is adopted.

#### I. Income Taxes

The provision for income taxes is computed based on the pretax income included in the consolidated statements of income. The Company filed a consolidated tax return, which allows companies to file tax payments on the combined basis of profits or losses of the parent company and its wholly owned domestic subsidiaries. The asset and liability approach is used to recognize deferred tax assets and liabilities for the expected future tax consequences of temporary differences between the carrying amounts and the tax bases of assets and liabilities. Deferred taxes are measured by applying currently enacted tax laws to the temporary differences.

#### m. Foreign Currency Transactions

All monetary receivables and payables denominated in foreign currencies are translated into Japanese yen at the exchange rates at the balance sheet date. The foreign exchange gains and losses from translation are recognized in the consolidated statements of income to the extent that they are not hedged by forward exchange contracts.

#### n. Foreign Currency Financial Statements

Assets, liabilities, and revenue and expense accounts of the foreign consolidated subsidiaries are translated into Japanese yen at the current exchange rate as of the balance sheet date except for share-holders' equity, which is translated at the historical rate.

Differences arising from such translation are included in foreign currency translation adjustments and non-controlling interests in consolidated subsidiaries as a separate component of net assets.

#### o. Accounting for Consumption Taxes

The Japanese consumption taxes withheld and consumption taxes paid are not included in the accompanying consolidated statements of income.

#### p. Amounts Per Share

Basic net income per share is computed based on the net income attributable to common shareholders of the parent and the weighted average number of shares of common stock outstanding during the year, and diluted net income per share is computed based on the net income attributable to owners of parent's common stock and weighted average number of shares of common stock outstanding during each year after giving effect to the dilutive potential of shares of common stock to be issued upon the exercise of warrants and stock subscription rights.

Net assets per share are computed based on the net assets excluding share subscription rights and non-controlling interests and the number of shares of common stock outstanding at the year end.

#### q. Accounting Standards Issued but not yet Effective

- "Accounting Standard for Revenue Recognition" (Accounting Standard Board of Japan ("ASBJ") statement No. 29 of March 30, 2018)
- "Implementation Guidance on Accounting Standard for Revenue Recognition" (ASBJ Guidance No. 30 of March 30, 2018)
- (1) Overview

International Accounting Standards Board ("IASB") and Financial Accounting Standards Board ("FASB") worked together toward development of a comprehensive accounting standard for revenue recognition and "Revenue from Contracts with Customers" was issued as IFRS 15 by the IASB and as ASC 606 by the FASB in May, 2014. IFRS 15 became effective for annual reporting periods beginning on or after January 1, 2018 and ASC 606 became effective for the periods beginning on or after December 15, 2017. In light of these circumstances, the ASBJ developed and issued a comprehensive accounting standard for revenue recognition together with an implementation guidance. The ASBJ's basic policy for developing accounting standard for revenue recognition is to build the standard on the core principle of IFRS 15 in terms of international comparability between financial statements that is one of the benefits of convergence toward IFRS 15. It also stated that alternative accounting treatment may be additionally adopted locally, to make consideration to the current Japanese practices if necessary, provided such alternative treatments would not impair international comparability.

(2) Scheduled date of adoption

The Companies expect to adopt the accounting standard and implementation guidance from the beginning of the fiscal year ending March 31, 2022.

(3) Impact of the adoption of accounting standard and implementation guidance

The Companies are currently evaluating the effect of the adoption of this accounting standard and implementation guidance on the consolidated financial statements.

## Note 3. U.S. Dollar Amounts

The U.S. dollar amounts included in the accompanying consolidated financial statements and notes thereto represent the arithmetic results of translating yen into U.S. dollars at ¥106=U.S.\$1, the approximate

exchange rate as of March 31, 2018. The U.S. dollar amounts are presented solely for the convenience of the readers outside Japan.

### Note 4. Inventories

Inventories as of March 31, 2018 and 2017 consisted of the following:

|                                | Millions | Thousands of U.S. dollars (Note 3) |             |
|--------------------------------|----------|------------------------------------|-------------|
|                                | 2018     | 2017                               | 2018        |
| Merchandise and finished goods | ¥ 57,821 | ¥ 56,873                           | \$ 545,484  |
| Work in process                | 50,372   | 48,395                             | 475,210     |
| Raw materials                  | 41,564   | 37,144                             | 392,117     |
| Inventories                    | ¥149,757 | ¥142,412                           | \$1,412,811 |

Losses (gains) on valuation of inventories with lower profitability were ¥210 million (\$1,984 thousand) and ¥586 million for the years ended March 31, 2018 and 2017, respectively. These were included in cost of sales.

## Note 5. Pledged Assets and Financial Assets Accepted as Collateral

The amounts of assets pledged as collateral for trade payables, short-term debt and long-term debt as of March 31, 2018 and 2017 were as follows:

|                               | Millions | s of yen | Thousands of<br>U.S. dollars (Note 3) |
|-------------------------------|----------|----------|---------------------------------------|
|                               | 2018     | 2017     | 2018                                  |
| Investment securities         | ¥ 22     | ¥ 18     | \$ 215                                |
| Property, plant and equipment | 1,812    | 1,956    | 17,103                                |
| Intangible assets             | 445      | 435      | 4,184                                 |
| Total                         | ¥2,279   | ¥2,409   | \$21,503                              |

Collateralized liabilities as of March 31, 2018 and 2017 were as follows:

|                 | Millions | s of yen | U.S. dollars (Note 3) |  |
|-----------------|----------|----------|-----------------------|--|
|                 | 2018     | 2017     | 2018                  |  |
| Trade payables  | ¥ 78     | ¥ 51     | \$ 743                |  |
| Short-term debt | 412      | 148      | 3,893                 |  |
| Long-term debt  | 140      | 177      | 1,311                 |  |
| Total           | ¥630     | ¥376     | \$5,947               |  |

## Note 6. Financial Instruments

#### 1. Status of financial instruments

#### (1) Policy regarding financial instruments

The Companies limit the scope of their cash and fund management activities to short-term deposits. When raising funds, the Companies have a policy of relying principally on bank borrowings, bonds payable and commercial paper. The Companies mainly raise the operating funds through short-term loans payable and commercial paper, and the funds relating to capital investments through longterm loans payable and bonds payable. The Companies make use of derivatives to reduce risk, as explained below, and have a policy of not engaging in derivative transactions for speculative purposes.

#### (2) Details of financial instruments and associated risk

In the course of its business activities, trade receivables are exposed to customer credit risk.

In addition, trade receivables denominated in foreign currencies arising from international business are exposed to exchange risk. The Companies hedge the exchange risk, by using foreign exchange forward contracts within the range prescribed relating to the net amount of the trade receivables denominated in foreign currencies, offset by the amount of the trade payables denominated in the same currencies.

Short-term investments and investment securities are comprised primarily of stocks of companies with which the Companies have business relation and are exposed to market price risk.

Trade payables are mostly payable within one year. Some trade payables are denominated in foreign currencies and exposed to exchange risk. The Companies hedge the exchange risk of the trade payables denominated in foreign currencies in principle, except for the amount within that of trade receivables denominated in the same currencies, by using foreign exchange forward contracts.

Short-term loans payable and commercial paper are primarily raised for the purpose of maintaining operating funds. Bonds payable, long-term loans payable and lease obligations on finance lease transactions are primarily raised for the purpose of preparing capital investment. The maturities of these bonds payable, long-term loans payable and lease obligations on finance lease transactions are up to13 years at the longest after the balance sheet date. Some are exposed to interest rate fluctuation risk and the Companies hedge such risk by interest rate and currency swap transactions.

Regarding derivatives, the Companies employ foreign exchange forward contracts to reduce the risk of foreign currency exchange movements that arise from the previously mentioned receivables and payables denominated in foreign currencies. In addition, the Companies use interest rate and currency swap transactions to reduce the interest rate fluctuation risk of loans, and use commodity swap transactions to reduce the risk of fluctuation of commodity prices for raw materials. As hedging instruments under hedge accounting, the Companies enter into these derivative transactions in accordance with Companies' policies to reduce the corresponding risk to each hedged item. The Companies compare the market change of hedged items and hedging instruments or the cash flow changes. Assessment of effectiveness for hedging activities depends on the ratio of the amount of change.

# (3) Systems for management of financial instruments riska) Credit risk management (the risk that transaction partners)

may default on their obligations to the Companies) The credit risk in relation to trade receivables from customers, pursuant to criteria for managing credit exposure, is managed by controlling due dates and balances of each customer. In addition, the Companies manage to identify doubtful receivables earlier and mitigate their risk caused by aggravation of the financing position, etc.

Because the counterparties to derivative transactions are limited to authentic financial institutions, the Companies do not anticipate any losses arising from credit risk.

#### b) Market risk management (the risks arising from fluctuations in exchange rates, interest rates and other indicators)

The Companies, in principle, employ foreign exchange forward contracts to reduce the risk of foreign currency exchange movements that arise from the previously mentioned receivables and payables denominated in foreign currencies. In addition, the Companies use interest rate and currency swap transactions to reduce the interest rate and exchange fluctuation risk of loans, and use commodity swap transactions to reduce the risk of fluctuation of commodity prices for raw materials.

Regarding investment securities, the Companies periodically review the market value of such financial instruments and the financial position of the issuer (the company having business transactions with the Companies). In addition, other than debt securities to be held until maturity, the Companies review the status of these investments on a continuing basis.

Derivative transactions have been entered into in accordance with the Companies' policies. The execution of derivatives, which is based on the application of each section, is mainly controlled by the Finance Department of each company, or by the Material Section regarding commodity swap transactions. In addition, the Finance Department periodically reports to the management and each section, and strictly performs risk management relating to derivative transactions.

#### c) Liquidity risk management (the risk that the Companies may not be able to meet its payment obligations on the scheduled date)

The Companies reduce the liquidity risk by having each company review and revise cash management plans monthly or timely.

# (4) Supplementary explanation of the estimated fair value of financial instruments and related matters

The estimated fair value of financial instruments is their price based on their market price and other indicators. When there is no market price available, it includes prices which are reasonably computed.

Since variable factors are taken into account in computing the price, this price may fluctuate depending on different assumptions adopted. In addition, the contract (notional) amount of derivatives in "Note 8. Derivatives" is not an indicator of the actual market risk involved in derivative transactions.

#### 2. Estimated fair value and other matters related to financial instruments

Carrying amounts on the consolidated balance sheets as of March 31, 2018 and 2017, estimated fair value and the variance between them are shown in the following table. Financial instruments whose estimated fair value is deemed to be extremely difficult to obtain are not included (Please refer to Note 2).

|  | Millions of yen  |            |          |
|--|------------------|------------|----------|
|  |                  | 2018       |          |
|  | Carrying amounts | Fair value | Variance |
| Cash and cash equivalents  | ¥ 33,329         | ¥ 33,329   | ¥ —      |
| Trade receivables  | 287,084          | 286,992    | (92)     |
| Investment securities  | 120,305          | 132,928    | 12,623   |
| Trade payables   | (183,976)        | (183,976)  | -        |
| Short-term debt  | (31,998)         | (31,998)   | -        |
| Current portion of long-term debt                                | (21,867)         | (21,895)   | 28       |
| Lease obligations (Current Liabilities)                          | (12,153)         | (12,153)   | -        |
| Long-term debt   | (74,435)         | (74,602)   | 167      |
| Lease obligations (Long-term Liabilities)                        | (23,053)         | (23,355)   | 302      |
| Derivatives  |                  |            |          |
| Derivative transactions to which hedge accounting is not applied | 16               | 16         | _        |
| Derivative transactions to which hedge accounting is applied     | 128              | 128        | _        |

|  | Millions of yen  |            |          |  |
|--|------------------|------------|----------|--|
|  |                  | 2017       |          |  |
|  | Carrying amounts | Fair value | Variance |  |
| Cash and cash equivalents  | ¥ 41,886         | ¥ 41,886   | ¥ —      |  |
| Trade receivables  | 269,676          | 269,642    | (34)     |  |
| Investment securities  | 113,401          | 123,351    | 9,950    |  |
| Trade payables   | (165,306)        | (165,306)  | _        |  |
| Short-term debt  | (36,482)         | (36,482)   | _        |  |
| Current portion of long-term debt                                | (30,526)         | (30,535)   | 9        |  |
| Lease obligations (Current Liabilities)                          | (11,276)         | (11,276)   | _        |  |
| Long-term debt   | (84,208)         | (84,548)   | 340      |  |
| Lease obligations (Long-term Liabilities)                        | (20,972)         | (21,235)   | 263      |  |
| Derivatives  |                  |            |          |  |
| Derivative transactions to which hedge accounting is not applied | 31               | 31         | _        |  |
| Derivative transactions to which hedge accounting is applied     | (2,314)          | (2,314)    | _        |  |

|  | Thousands of U.S. dollars (Note 3) |             |          |
|--|------------------------------------|-------------|----------|
|  |                                    | 2018        |          |
|  | Carrying amounts                   | Fair value  | Variance |
| Cash and cash equivalents  | \$ 314,433                         | \$ 314,433  | \$ —     |
| Trade receivables  | 2,708,341                          | 2,707,472   | (869)    |
| Investment securities  | 1,134,957                          | 1,254,040   | 119,083  |
| Trade payables   | (1,735,630)                        | (1,735,630) | _        |
| Short-term debt  | (301,868)                          | (301,868)   | _        |
| Current portion of long-term debt                                | (206,300)                          | (206,564)   | 264      |
| Lease obligations (Current Liabilities)                          | (114,657)                          | (114,657)   | _        |
| Long-term debt   | (702,220)                          | (703,796)   | 1,576    |
| Lease obligations (Long-term Liabilities)                        | (217,483)                          | (220,334)   | 2,851    |
| Derivatives  |                                    |             |          |
| Derivative transactions to which hedge accounting is not applied | 151                                | 151         | _        |
| Derivative transactions to which hedge accounting is applied     | 1,209                              | 1,209       | -        |

(\*1) Figures shown in parentheses are liability items.

(\*2) The value of assets and liabilities arising from derivatives is shown at net value, and a net liability position is shown in parentheses.

Notes: 1. Methods for computing the estimated fair value of financial instruments, and information on securities and derivatives

(1) Cash and cash equivalents

- Since these items are settled in a short period of time, estimated fair values are virtually the same as the carrying amounts. (2) Trade receivables
- Fair values of trade receivables, classified by each maturity, are based on the present value discounted by the interest rate determined taking into account the term until maturity and the credit risk.
- (3) Investment securities
- Stocks are valued at the exchange trading price. For information on securities classified by the purpose of holding, please refer to "Note 7. Securities."
- (4) Trade payables, (5) Short-term debt, (6) Current portion of long-term debt (except bonds) and (7) Lease obligations (Current Liabilities)
- Since these items are settled in a short period of time, estimated fair values are virtually the same as the carrying amounts.
- (6) Current portion of long-term debt (bonds) and (8) Long-term debt (bonds)
- Fair values of bonds issued by the Company are based on each market price.
- (8) Long-term debt (except bonds) and (9) Lease obligations (Long-term Liabilities)
- Fair values of these items are based on the present value of the total of principal and interest discounted by the interest rate applied if similar new borrowings and new lease transactions were entered into.
- (10)Derivatives
  - Please refer to "Note 8. Derivatives."
- 2. Items for which obtaining an estimated fair value is deemed to be extremely difficult.

|  | Millions         | s of yen         | Thousands of<br>U.S. dollars<br>(Note 3) |
|--|------------------|------------------|--|
|  | 2018             | 2017             | 2018                                     |
|  | Carrying amounts | Carrying amounts | Carrying amounts                         |
| Unlisted stocks (including stocks of unconsolidated subsidiaries and affiliates) | ¥15,609          | ¥14,184          | \$147,259                                |

Because the items in the preceding table do not have market price and obtaining the estimated fair values of these items is deemed to be extremely difficult, fair value has not been disclosed in (3) Investment securities.

3. Redemption schedule for monetary assets and securities with maturity dates as of March 31, 2018 and 2017:

|  |               | Millions of yen          |                           |               |  |
|--|---------------|--------------------------|---------------------------|---------------|--|
|  |               | 2018                     |                           |               |  |
|  | Within 1 year | Between 1 and<br>5 years | Between 5 and<br>10 years | Over 10 years |  |
| Cash and cash equivalents  | ¥ 33,329      | ¥ —                      | ¥—                        | ¥—            |  |
| Trade receivables  | 260,206       | 26,878                   | -                         | -             |  |
| Investment securities  |               |                          |                           |               |  |
| Debt securities with maturity date classified as other securities (Public bonds) | _             | _                        | _                         | _             |  |
| Total  | ¥293,535      | ¥26,878                  | ¥—                        | ¥—            |  |

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|  | Millions of yen |                          |                           |               |
|--|-----------------|--------------------------|---------------------------|---------------|
|  |                 | 20                       | )17                       |               |
|  | Within 1 year   | Between 1 and<br>5 years | Between 5 and<br>10 years | Over 10 years |
| Cash and cash equivalents  | ¥ 41,886        | ¥ —                      | ¥—                        | ¥—            |
| Trade receivables  | 261,221         | 8,458                    | 6                         | _             |
| Investment securities  |                 |                          |                           |               |
| Debt securities with maturity date classified as other securities (Public bonds) | _               | _                        | _                         | _             |
| Total  | ¥303,107        | ¥8,458                   | ¥6                        | ¥—            |

|   |               | Thousands of U.S. dollars (Note 3) |                           |               |  |
|---|---------------|------------------------------------|---------------------------|---------------|--|
|   |               | 20                                 | 18                        |               |  |
|   | Within 1 year | Between 1 and<br>5 years           | Between 5 and<br>10 years | Over 10 years |  |
| Cash and cash equivalents   | \$ 314,433    | \$ -                               | \$-                       | \$-           |  |
| Trade receivables   | 2,454,765     | 253,575                            | -                         | -             |  |
| Investment securities   |               |                                    |                           |               |  |
| Debt securities with maturity date classified as other securities<br>(Public bonds) | _             | _                                  | _                         | _             |  |
| Total   | \$2,769,198   | \$253,575                          | \$-                       | \$-           |  |

4. Repayment schedule for long-term debt and lease obligations:

Please refer to "Note 9. Short-term Debt and Long-term Debt" and "Note 10. Lease Obligations."

# Note 7. Securities

#### 1. Other securities as of March 31, 2018 and 2017 were as follows:

|  | Millions of yen |                  |                  |                   |
|--|-----------------|------------------|------------------|-------------------|
|  | 2018            |                  |                  |                   |
|  | Cost            | Carrying amounts | Unrealized gains | Unrealized losses |
| Marketable securities classified as other securities |                 |                  |                  |                   |
| Equity securities                                    | ¥39,284         | ¥107,990         | ¥69,243          | ¥(537)            |
| Debt securities                                      | -               | -                | -                | -                 |
| Others   | -               | -                | -                | -                 |
| Total  | ¥39,284         | ¥107,990         | ¥69,243          | ¥(537)            |

|  |         | Millions of yen  |                  |                   |  |  |
|--|---------|------------------|------------------|-------------------|--|--|
|  |         | 20               | 17               |                   |  |  |
|  | Cost    | Carrying amounts | Unrealized gains | Unrealized losses |  |  |
| Marketable securities classified as other securities |         |                  |                  |                   |  |  |
| Equity securities                                    | ¥40,173 | ¥101,608         | ¥61,941          | ¥(506)            |  |  |
| Debt securities                                      | _       | _                | _                | _                 |  |  |
| Others   | _       | _                | _                | _                 |  |  |
| Total  | ¥40,173 | ¥101,608         | ¥61,941          | ¥(506)            |  |  |

| Thousands of U.S. dollars (Note 3)                |                     |  |   |  |
|---|---------------------|--|---|--|
|   | 2018                |  |   |  |
| Cost Carrying amounts Unrealized gains Unrealized |                     |  |   |  |
|   |                     |  |   |  |
| \$370,606   | \$1,018,781         | \$653,237  | \$(5,062)   |  |
| -   | -                   | -  | —   |  |
| -   | -                   | -  | -   |  |
| \$370,606   | \$1,018,781         | \$653,237  | \$(5,062)   |  |
|   | \$370,606<br>—<br>— | 20           Cost         Carrying amounts           \$370,606         \$1,018,781           -         -           -         -           -         - | 2018           Cost         Carrying amounts         Unrealized gains           \$370,606         \$1,018,781         \$653,237           -         -         -           -         -         - |  |

Note: Note: The following is not included in the preceding tables because it does not have market price and obtaining an estimated fair value is deemed to be extremely difficult: Unlisted stocks (Values in the consolidated balance sheets as of March 31, 2018 and 2017 were ¥4,026 million (\$37,981 thousand) and ¥4,058 million, respectively.)

#### 2. Sales of other securities for the years ended March 31, 2018 and 2017 were as follows:

|                    | Millions | Thousands of U.S. dollars (Note 3) |          |
|--------------------|----------|------------------------------------|----------|
|                    | 2018     | 2017                               | 2018     |
| Proceed from sales | ¥2,633   | ¥33,240                            | \$24,843 |
| Gain on sales      | 1,691    | 18,849                             | 15,959   |
| Loss on sales      | (1)      | _                                  | (18)     |

### 3. Impairment of other securities for the years ended March 31, 2018 and 2017 were as follows:

|                   | Millions | s of yen | Thousands of U.S. dollars (Note 3) |
|-------------------|----------|----------|------------------------------------|
|                   | 2018     | 2017     | 2018                               |
| Impairment losses | ¥776     | ¥244     | \$7,323                            |

# Note 8. Derivatives

### 1. Derivative transactions to which hedge accounting is not applied

|                                     |                 | Millions of yen |            |            |  |
|-------------------------------------|-----------------|-----------------|------------|------------|--|
|                                     |                 | 2018            |            |            |  |
|                                     |                 | Contract amount |            | Unrealized |  |
| Foreign currency forward contracts: | Contract amount | over 1 year     | Fair value | gain/loss  |  |
| 5                                   |                 |                 |            |            |  |
| Receivables:                        |                 |                 |            |            |  |
| U.S. Dollar                         | ¥2,234          | ¥ —             | ¥ 14       | ¥ 14       |  |
| Euro                                | 1,046           | -               | 15         | 15         |  |
| Won                                 | 507             | 197             | (4)        | (4)        |  |
| Baht                                | 109             | -               | (10)       | (10)       |  |
| Payables:                           |                 |                 |            |            |  |
| U.S. Dollar                         | 506             | -               | (4)        | (4)        |  |
| Won                                 | 198             | -               | 5          | 5          |  |
| Yen                                 | 12              | -               | (0)        | (0)        |  |
| New Taiwan Dollar                   | 7               | -               | (0)        | (0)        |  |
| Total                               | ¥4,619          | ¥197            | ¥ 16       | ¥ 16       |  |

|                                     | Millions of yen 2017 |                                |            |                         |
|-------------------------------------|----------------------|--------------------------------|------------|-------------------------|
|                                     |                      |                                |            |                         |
|                                     | Contract amount      | Contract amount<br>over 1 year | Fair value | Unrealized<br>gain/loss |
| Foreign currency forward contracts: |                      |                                |            |                         |
| Receivables:                        |                      |                                |            |                         |
| U.S. Dollar                         | ¥1,833               | ¥ —                            | ¥30        | ¥30                     |
| Euro                                | 1,193                | _                              | 0          | 0                       |
| Won                                 | 339                  | _                              | (9)        | (9)                     |
| Payables:                           |                      |                                |            |                         |
| U.S. Dollar                         | 440                  | _                              | 3          | 3                       |
| Won                                 | 301                  | 102                            | 7          | 7                       |
| Yen                                 | 32                   | _                              | (0)        | (O)                     |
| New Taiwan Dollar                   | 17                   | _                              | 0          | 0                       |
| Total                               | ¥4,155               | ¥102                           | ¥31        | ¥31                     |

|                                     |                 | Thousands of U.S. dollars (Note 3)<br>2018 |            |                         |  |
|-------------------------------------|-----------------|--|------------|-------------------------|--|
|                                     |                 |  |            |                         |  |
|                                     | Contract amount | Contract amount<br>over 1 year             | Fair value | Unrealized<br>gain/loss |  |
| Foreign currency forward contracts: |                 |  |            |                         |  |
| Receivables:                        |                 |  |            |                         |  |
| U.S. Dollar                         | \$21,047        | \$ —                                       | \$ 150     | \$ 150                  |  |
| Euro                                | 9,872           | -  | 147        | 147                     |  |
| Won                                 | 4,790           | 1,866                                      | (46)       | (46)                    |  |
| Baht                                | 1,030           | -  | (102)      | (102)                   |  |
| Payables:                           |                 |  |            |                         |  |
| U.S. Dollar                         | 4,781           | _  | (46)       | (46)                    |  |
| Won                                 | 1,869           | _  | 48         | 48                      |  |
| Yen                                 | 123             | _  | (0)        | (0)                     |  |
| New Taiwan Dollar                   | 66              | _  | (0)        | (0)                     |  |
| Total                               | \$43,578        | \$1,866                                    | \$ 151     | \$ 151                  |  |

Note: The fair value is estimated based on forward exchange rates.

## 2. Derivative transactions to which hedge accounting is applied

### (1) Currency-related contracts

| (1) canon j rotatoo     |                                     |                           |                 | Millions of yen                |            |
|-------------------------|-------------------------------------|---------------------------|-----------------|--------------------------------|------------|
|                         |                                     |                           |                 | 2018                           |            |
| Hedge accounting method | Type of derivative                  | Principal items hedged    | Contract amount | Contract amount<br>over 1 year | Fair value |
|                         | Foreign currency forward contracts: |                           |                 |                                |            |
|                         | Receivables:                        | Accounts receivable-trade |                 |                                |            |
|                         | U.S. Dollar                         |                           | ¥ 7,417         | ¥2,058                         | ¥ 354      |
|                         | Euro                                |                           | 1,448           | _                              | (18)       |
| Deferral hedge          | Payables:                           | Accounts payable-trade    |                 |                                |            |
| method                  | U.S. Dollar                         |                           | 8,596           | 2                              | (107)      |
| motriod                 | Euro                                |                           | 11,175          | 6,213                          | (89)       |
|                         | Pound Sterling                      |                           | 395             | -                              | (8)        |
|                         | Singapore Dollar                    |                           | 99              | —                              | (3)        |
|                         | Swiss Franc                         |                           | 26              | —                              | (1)        |
|                         | Australian Dollar                   |                           | 7               | _                              | (0)        |
|                         | Foreign currency forward contracts: |                           |                 |                                |            |
|                         | Receivables:                        | Accounts receivable-trade |                 |                                |            |
|                         | U.S. Dollar                         |                           | ¥ 1,388         | ¥ —                            |            |
|                         | Yuan Renminbi                       |                           | 299             | —                              |            |
| Allocation method       | Baht                                |                           | 148             | —                              | (Note2)    |
|                         | Payables:                           | Accounts payable-trade    |                 |                                |            |
|                         | U.S. Dollar                         |                           | 589             | —                              |            |
|                         | Euro                                |                           | 941             | —                              |            |
|                         | Singapore Dollar                    |                           | 66              | -                              |            |
|                         | Swiss Franc                         |                           | 0               |                                |            |
|                         | Total                               |                           | ¥32,594         | ¥8,273                         | ¥ 128      |

|                   |                                     |                           |                 | Millions of yen |            |
|-------------------|-------------------------------------|---------------------------|-----------------|-----------------|------------|
|                   |                                     |                           |                 | 2017            |            |
| Hedge accounting  |                                     |                           |                 | Contract amount |            |
| method            | Type of derivative                  | Principal items hedged    | Contract amount | over 1 year     | Fair value |
|                   | Foreign currency forward contracts: |                           |                 |                 |            |
|                   | Receivables:                        | Accounts receivable-trade |                 |                 |            |
|                   | U.S. Dollar                         |                           | ¥ 5,847         | ¥ 990           | ¥ (26)     |
|                   | Euro                                |                           | 360             | -               | 1          |
| Deferral hedge    | Payables:                           | Accounts payable-trade    |                 |                 |            |
| method            | U.S. Dollar                         |                           | 2,750           | 457             | (39)       |
|                   | Euro                                |                           | 20,974          | 13,476          | (2,259)    |
|                   | Pound Sterling                      |                           | 68              | -               | 6          |
|                   | Singapore Dollar                    |                           | 53              | -               | 3          |
|                   | Swiss Franc                         |                           | 4               | —               | (0)        |
|                   | Foreign currency forward contracts: |                           |                 |                 |            |
|                   | Receivables:                        | Accounts receivable-trade |                 |                 |            |
|                   | U.S. Dollar                         |                           | ¥ 2,574         | ¥ 114           |            |
| Allocation method | Yuan Renminbi                       |                           | 180             | -               |            |
| Allocation method | Baht                                |                           | 0               | -               | (Note2)    |
|                   | Payables:                           | Accounts payable-trade    |                 |                 |            |
|                   | U.S. Dollar                         |                           | 2,288           | 0               |            |
|                   | Euro                                |                           | 283             | 2               |            |
|                   | Total                               |                           | ¥35,381         | ¥15,039         | ¥(2,314)   |

|                            |                                     |                           | Thousands of U.S. dollars (Note 3) |                                |             |
|----------------------------|-------------------------------------|---------------------------|------------------------------------|--------------------------------|-------------|
|                            |                                     |                           |                                    | 2018                           |             |
| Hedge accounting<br>method | Type of derivative                  | Principal items hedged    | Contract amount                    | Contract amount<br>over 1 year | Fair value  |
|                            | Foreign currency forward contracts: |                           |                                    |                                |             |
|                            | Receivables:                        | Accounts receivable-trade |                                    |                                |             |
|                            | U.S. Dollar                         |                           | \$ 69,981                          | \$19,423                       | \$ 3,343    |
|                            | Euro                                |                           | 13,661                             | -                              | (174)       |
| Deferral hedge             | Payables:                           | Accounts payable-trade    |                                    |                                |             |
| method                     | U.S. Dollar                         |                           | 81,100                             | 25                             | (1,017)     |
|                            | Euro                                |                           | 105,377                            | 58,602                         | (820)       |
|                            | Pound Sterling                      |                           | 3,736                              | _                              | (77)        |
|                            | Singapore Dollar                    |                           | 938                                | _                              | (30)        |
|                            | Swiss Franc<br>Australian Dollar    |                           | 246                                | -                              | (14)<br>(1) |
|                            | Foreign currency forward contracts: |                           | 69                                 |                                | (1)         |
|                            | Receivables:                        | Accounts receivable-trade |                                    |                                |             |
|                            | U.S. Dollar                         | Accounts receivable trade | \$ 13,095                          | \$ —                           |             |
|                            | Yuan Renminbi                       |                           | 2,828                              | Ф _                            |             |
|                            | Baht                                |                           | 1,397                              | _                              | (Note2)     |
| Allocation method          | Payables:                           | Accounts payable-trade    | .,                                 |                                | ()          |
|                            | U.S. Dollar                         |                           | 5,560                              | _                              |             |
|                            | Euro                                |                           | 8,880                              | _                              |             |
|                            | Singapore Dollar                    |                           | 628                                | -                              |             |
|                            | Swiss Franc                         |                           | 0                                  | -                              |             |
|                            | Total                               |                           | \$307,494                          | \$78,051                       | \$ 1,209    |

Notes: 1. The fair value is estimated based on forward exchange rates.

2. Since amounts in foreign currency forward contracts treated by the allocation method are handled together with accounts receivable-trade and accounts payable-trade that are subject to hedging, the estimated fair value of such contracts is included in the fair value of accounts receivable-trade or accounts payable-trade.

#### (2) Interest-rate-related contracts

|   |   |                         |                 | Millions of yen |            |
|---|---|-------------------------|-----------------|-----------------|------------|
|   |   |                         | 2018            |                 |            |
|   |   |                         |                 | Contract amount |            |
| Hedge accounting method                         | Type of derivative  | Principal items hedged  | Contract amount | over 1 year     | Fair value |
| Exceptional accounting treatment and allocation | Interest rate and currency swap contracts (Floating rate receipts / | Long-term loans payable |                 |                 |            |
| treatment                                       | Fixed rate payments)  |                         | ¥1,835          | ¥1,835          | (Note2)    |

|                                  |   |                         |                 | Millions of yen                |            |  |  |
|----------------------------------|---|-------------------------|-----------------|--------------------------------|------------|--|--|
|                                  |   |                         |                 | 2017                           |            |  |  |
| Hedge accounting method          | Type of derivative  | Principal items hedged  | Contract amount | Contract amount<br>over 1 year | Fair value |  |  |
| Exceptional accounting treatment | Interest rate swap contracts<br>(Floating rate receipts /<br>Fixed rate payments) | Long-term loans payable | ¥11,835         | ¥1,835                         | (Note 2)   |  |  |

|                          |                                     |                         | Thousands of U.S. dollars (Note 3) |                 |            |
|--------------------------|-------------------------------------|-------------------------|------------------------------------|-----------------|------------|
|                          |                                     |                         |                                    | 2018            |            |
|                          |                                     |                         |                                    | Contract amount |            |
| Hedge accounting method  | Type of derivative                  | Principal items hedged  | Contract amount                    | over 1 year     | Fair value |
| Exceptional accounting   | Interest rate and currency swap     | Long-term loans payable |                                    |                 |            |
| treatment and allocation | contracts (Floating rate receipts / |                         |                                    |                 |            |
| treatment                | Fixed rate payments)                |                         | \$17,314                           | \$17,314        | (Note2)    |

Notes: 1. The fair value is principally based on the quotes obtained from the correspondent financial institutions.
 Since amounts in interest rate swaps which qualify for hedge accounting and meet specific matching criteria are handled together with long-term loans payable that are subject to hedging, the estimated fair value of such interest rate swaps is included in the fair value of the long-term loans payable.

# Note 9. Short-term Debt and Long-term Debt

Short-term debt as of March 31, 2018 and 2017 consisted of the following:

|                               |         |                 | Thousands of |
|-------------------------------|---------|-----------------|--------------|
|                               | Million | Millions of yen |              |
|                               | 2018    | 2017            | 2018         |
| Loans, principally from banks | ¥31,998 | ¥36,482         | \$301,868    |
| Commercial paper              | -       | -               | -            |
| Short-term debt               | ¥31,998 | ¥36,482         | \$301,868    |
|                               |         |                 |              |

Note: The weighted average interest rates on short-term debt as of March 31, 2018 and 2017 were 1.48% and 1.39%, respectively.

Long-term debt as of March 31, 2018 and 2017 consisted of the following:

|  | Million | Millions of yen |           |
|--|---------|-----------------|-----------|
|  | 2018    | 2017            | 2018      |
| Loans, principally from banks and insurance companies    | ¥36,302 | ¥ 59,734        | \$342,483 |
| Bonds issued by the Company:                             |         |                 |           |
| 1.00% Yen unsecured straight bonds due June 13, 2017     | -       | 5,000           | -         |
| 0.90% Yen unsecured straight bonds due June 6, 2018      | 20,000  | 20,000          | 188,679   |
| 0.38% Yen unsecured straight bonds due September 4, 2020 | 15,000  | 15,000          | 141,509   |
| 0.28% Yen unsecured straight bonds due August 31, 2023   | 15,000  | 15,000          | 141,509   |
| 0.40% Yen unsecured straight bonds due May 5, 2027       | 10,000  | -               | 94,340    |
|  | 96,302  | 114,734         | 908,520   |
| Less: Portion due within one year                        | 21,867  | 30,526          | 206,300   |
| Long-term debt   | ¥74,435 | ¥ 84,208        | \$702,220 |

Note: The weighted average interest rates on loans, principally from banks and insurance companies, as of March 31, 2018 and 2017 were 0.45% and 0.54%, respectively.

As of March 31, 2018, the aggregate annual maturities of long-term debt were as follows:

| Years ending March 31, | Millions of yen | Thousands of U.S. dollars (Note 3) |
|------------------------|-----------------|------------------------------------|
| 2020                   | ¥26,407         | \$249,129                          |
| 2021                   | 16,590          | 156,510                            |
| 2022                   | 3,820           | 36,045                             |
| 2023                   | 14              | 136                                |
| 2024 thereafter        | 27,604          | 260,400                            |
| Total                  | ¥74,435         | \$702,220                          |

## Note 10. Lease Obligations

Lease obligations as of March 31, 2018 and 2017 consisted of the following:

|            | Million | Thousands of<br>U.S. dollars (Note 3) |           |
|------------|---------|---------------------------------------|-----------|
|            | 2018    | 2017                                  | 2018      |
| Short-term | ¥12,153 | ¥11,276                               | \$114,657 |
| Long-term  | 23,053  | 20,972                                | 217,483   |
| Total      | ¥35,206 | ¥32,248                               | \$332,140 |

Note: The weighted average interest rates on lease obligations as of March 31, 2018 and 2017 were 1.98% and 2.19%, respectively.

As of March 31, 2018, the aggregate annual maturities of lease obligations were as follows:

|                        |                 | Thousands of          |
|------------------------|-----------------|-----------------------|
| Years ending March 31, | Millions of yen | U.S. dollars (Note 3) |
| 2020                   | ¥ 7,921         | \$ 74,727             |
| 2021                   | 6,285           | 59,294                |
| 2022                   | 4,940           | 46,604                |
| 2023                   | 2,578           | 24,323                |
| 2024 thereafter        | 1,329           | 12,534                |
| Total                  | ¥23,053         | \$217,482             |

## Note 11. Retirement Benefits

#### 1. Outline of retirement benefits for employees

The Company and most of its consolidated subsidiaries have either funded or unfunded defined benefit plans and defined contribution pension plans.

Defined benefit corporate pension plans are all funded and cover substantially all employees who are entitled to lump-sum or annuity payments determined by reference to their basic rates of pay and length of service. In addition, retirement benefit trust has been established in certain pension plans.

Lump-sum payment plans are either unfunded or funded as a result of establishing retirement benefit trust. They cover

substantially all employees who are entitled to lump-sum payments determined by reference to either points obtained with interest credits or their basic rates of pay and length of service.

Certain domestic consolidated subsidiaries adopted a simplified method in the calculation of net defined benefit liability and retirement benefit expense. Certain domestic consolidated subsidiaries have multi-employer corporate pension plans accounted for by the same methods used for defined contribution pension plans because they cannot reasonably calculate their portion of pension assets corresponding to their contributions.

#### 2. Information on defined benefit pension plans

(1) The changes in the retirement benefit obligation except for plans accounted for by a simplified method during the years ended March 31, 2018 and 2017 were as follows:

|   | Million  | Millions of yen |             |
|---|----------|-----------------|-------------|
|   | 2018     | 2017            | 2018        |
| Retirement benefit obligation at the beginning of the year                    | ¥193,369 | ¥198,464        | \$1,824,240 |
| Service cost  | 3,183    | 3,273           | 30,028      |
| Interest cost   | 2,566    | 2,659           | 24,216      |
| Actuarial loss  | 735      | 2,458           | 6,936       |
| Retirement benefits paid  | (13,767) | (13,467)        | (129,881)   |
| Prior service cost  | (294)    | -               | (2,778)     |
| Difference arising from the change from simplified method to principle method | 1,533    | _               | 14,469      |
| Others  | 19       | (18)            | 173         |
| Retirement benefit obligation at the end of the year                          | ¥187,344 | ¥193,369        | \$1,767,403 |

# (2) The changes in plan assets at fair value except for plans accounted for by a simplified method during the years ended March 31, 2018 and 2017 were as follows:

|   | Millions of yen |          | Thousands of U.S. dollars (Note 3) |
|---|-----------------|----------|------------------------------------|
|   | 2018            | 2017     | 2018                               |
| Plan assets at fair value at the beginning of the year                        | ¥193,368        | ¥167,822 | \$1,824,236                        |
| Expected return on plan assets  | 2,187           | 3,489    | 20,640                             |
| Actuarial gain  | 1,930           | 24,725   | 18,213                             |
| Contributions by the Companies  | 1,613           | 6,485    | 15,225                             |
| Retirement benefits paid  | (13,015)        | (9,151)  | (122,789)                          |
| Difference arising from the change from simplified method to principle method | 645             | _        | 6,086                              |
| Others  | (2)             | (2)      | (36)                               |
| Plan assets at fair value at the end of the year                              | ¥186,726        | ¥193,368 | \$1,761,575                        |

# (3) The changes in net defined benefit liability calculated by a simplified method during the years ended March 31, 2018 and 2017 were as follows:

|   | Millions | Millions of yen |          |
|---|----------|-----------------|----------|
|   | 2018     | 2017            | 2018     |
| Retirement benefit obligation at the beginning of the year                    | ¥2,431   | ¥2,463          | \$22,937 |
| Retirement benefit expenses   | 362      | 237             | 3,418    |
| Retirement benefits paid  | (98)     | (152)           | (930)    |
| Contributions   | (157)    | (242)           | (1,484)  |
| Difference arising from the change from simplified method to principle method | (724)    | _               | (6,838)  |
| Others  | (22)     | 125             | (193)    |
| Net defined benefit liability at the end of the year                          | ¥1,792   | ¥2,431          | \$16,910 |

# (4) The reconciliation of retirement benefit obligation and plan assets at fair value with net defined benefit liability and net defined benefit asset recognized in the consolidated balance sheet were outlined as follows:

|   | Millions of yen |           | Thousands of<br>U.S. dollars (Note 3) |
|---|-----------------|-----------|---------------------------------------|
|   | 2018            | 2017      | 2018                                  |
| Funded retirement benefit obligation  | ¥ 186,955       | ¥ 193,441 | \$ 1,763,730                          |
| Plan assets at fair value   | (190,198)       | (197,393) | (1,794,327)                           |
|   | (3,243)         | (3,952)   | (30,597)                              |
| Unfunded retirement benefit obligation  | 5,653           | 6,383     | 53,335                                |
| Net amount of liabilities and assets recognized in the consolidated balance sheet | ¥ 2,410         | ¥ 2,431   | \$ 22,738                             |
| Net defined benefit liability   | 42,519          | 40,883    | 401,127                               |
| Net defined benefit asset   | (40,109)        | (38,452)  | (378,390)                             |
| Net amount of liabilities and assets recognized in the consolidated balance sheet | ¥ 2,410         | ¥ 2,431   | \$ 22,738                             |

Note: Pension plans accounted for by a simplified method are included.

#### (5) The components of retirement benefit expenses for the years ended March 31, 2018 and 2017 were as follows:

|   | Millions | Thousands of<br>U.S. dollars (Note 3) |           |
|---|----------|---------------------------------------|-----------|
|   | 2018     | 2017                                  | 2018      |
| Service cost  | ¥ 3,183  | ¥ 3,273                               | \$ 30,028 |
| Interest cost   | 2,566    | 2,659                                 | 24,216    |
| Expected return on plan assets  | (2,187)  | (3,489)                               | (20,640)  |
| Amortization of actuarial loss  | 2,223    | 4,731                                 | 20,978    |
| Amortization of prior service cost  | (422)    | (563)                                 | (3,984)   |
| Retirement benefit expenses calculated by simplified method                   | 362      | 237                                   | 3,418     |
| Difference arising from the change from simplified method to principle method | 163      | _                                     | 1,544     |
| Others  | 173      | 151                                   | 1,624     |
| Retirement benefit expenses   | ¥ 6,061  | ¥ 6,999                               | \$ 57,184 |

# (6) The components of remeasurements of defined benefit plans included in other comprehensive income (before tax effect) for the years ended March 31, 2018 and 2017 were as follows:

|                         | Million  | Thousands of<br>U.S. dollars (Note 3) |            |
|-------------------------|----------|---------------------------------------|------------|
|                         | 2018     | 2017                                  | 2018       |
| Prior service cost      | ¥ 127    | ¥ 563                                 | \$ 1,206   |
| Actuarial gain and loss | (3,421)  | (26,999)                              | (32,283)   |
| Total                   | ¥(3,294) | ¥(26,436)                             | \$(31,077) |

# (7) The components of remeasurements of defined benefit plans included in accumulated other comprehensive income (before tax effect) as of March 31, 2018 and 2017 were as follows:

|                                      | Millions | Thousands of<br>U.S. dollars (Note 3) |            |
|--------------------------------------|----------|---------------------------------------|------------|
|                                      | 2018     | 2017                                  | 2018       |
| Unrecognized prior service cost      | ¥(6,060) | ¥(6,188)                              | \$(57,176) |
| Unrecognized actuarial gain and loss | 5,941    | 9,363                                 | 56,053     |
| Total                                | ¥ (119)  | ¥ 3,175                               | \$ (1,123) |

#### (8) The breakdown of plan assets by major category as of March 31, 2018 and 2017 were as follows:

|  | 2018 | 2017 |
|--|------|------|
| Debt securities                              | 36%  | 35%  |
| Deposit                                      | 35   | 37   |
| Equity securities                            | 15   | 16   |
| General accounts at life insurance companies | 13   | 12   |
| Others                                       | 1    | 0    |
| Total  | 100% | 100% |

Note: Retirement benefit trust established for the corporate pension plans is included and equivalent to 22% of total amount of plan assets as of March 31, 2018 and 2017, respectively.

The long-term expected rates of return on plan assets has been determined as a result of consideration of both the portfolio allocation at present and in the future, and long-term rates of return from multiple plan assets at present and in the future.

#### (9) The assumptions used in accounting for the defined benefit plans as of March 31, 2018 and 2017 were as follows:

|   | 2018          | 2017          |
|---|---------------|---------------|
| Discount rates                                    | 0.27% – 1.40% | 0.27% - 1.40% |
| Long-term expected rates of return on plan assets | mainly 2.0%   | mainly 2.5%   |
| Expected rates of salary increase                 | 2.5% - 8.6%   | 2.5% - 8.6%   |

#### 3. Information on defined contribution pension plans

Contributions of defined contribution pension plans for the years ended March 31, 2018 and 2017 were ¥4,584 million (\$43,248 thousand) and ¥4,565 million, respectively.

#### 4. Information on multi-employer pension plans

Contributions to multi-employer corporate pension plans for the year ended March 31, 2018 and contributions to multi-employer welfare pension plans for the year ended March 31, 2017 that are accounted for by the same methods used for defined contributions plans were ¥14 million (\$138 thousand) and ¥35 million, respectively.

## Note 12. Shareholders' Equity

#### 1. Shares issued and outstanding / Treasury stock

The Companies Act of Japan provides that an amount equal to 10% of the amount to be disbursed as distributions of capital surplus (other than the capital reserve) and retained earnings (other than the legal reserve) be transferred to the capital reserve and the legal reserve, respectively, until the sum of the capital reserve and the legal reserve equals 25% of the capital stock account. Such distributions can be made at any time by resolution of the shareholders or by the Board of Directors if certain conditions are met.

Movements in shares outstanding and treasury stock during the years ended March 31, 2018 and 2017 were as follows:

|                     |                     | Thousands of shares |             |                |  |
|---------------------|---------------------|---------------------|-------------|----------------|--|
|                     |                     | Increase            | Decrease    |                |  |
|                     | March 31, 2017      | in the year         | in the year | March 31, 2018 |  |
| Shares outstanding: |                     |                     |             |                |  |
| Common stock        | 746,484             | _                   | -           | 746,484        |  |
| Total               | 746,484             | _                   | -           | 746,484        |  |
| Treasury stock:     |                     |                     |             |                |  |
| Common stock        | 32,158              | 57                  | 0           | 32,215         |  |
| Total               | 32,158              | 57                  | 0           | 32,215         |  |
|                     | Thousands of shares |                     |             |                |  |
|                     |                     | Increase            | Decrease    |                |  |
|                     | March 31, 2016      | in the year         | in the year | March 31, 2017 |  |
| Shares outstanding: |                     |                     |             |                |  |
| Common stock        | 746,484             | _                   | _           | 746,484        |  |
| Total               | 746,484             | _                   | _           | 746,484        |  |
| Treasury stock:     |                     |                     |             |                |  |
| Common stock        | 32,109              | 51                  | 2           | 32,158         |  |
| Total               | 32,109              | 51                  | 2           | 32,158         |  |

The increases of treasury stock were due to purchase of shares of less than one voting unit and the decreases of treasury stock were due to sales of shares at the request of shareholders who own less than one voting unit for the years ended March 31, 2018 and 2017.

#### 2. Dividends

#### (1) Dividends paid

For the year ended March 31, 2018

| Resolution   | Turpe of chorce |                   | Total dividends<br>(thousands of U.S. | Dividends<br>per share | Dividends per share<br>(U.S. dollars (Note 3)) | Cut-off date          | Effective date      |
|--|-----------------|-------------------|---------------------------------------|------------------------|--|-----------------------|---------------------|
| Resolution   | Type of shares  | (millions of yen) | dollars (Note 3))                     | (yen)                  | (0.5. dollars (Note 5))                        | Cut-on date           | Ellective date      |
| Meeting of the Board of<br>Directors on May 25, 2017     | Common<br>stock | ¥4,285            | \$40,432                              | ¥6.0                   | \$0.06   | March 31, 2017        | June 7, 2017        |
| Meeting of the Board of<br>Directors on October 26, 2017 | Common<br>stock | 4,285             | 40,432                                | 6.0                    | 0.06   | September 30,<br>2017 | December 5,<br>2017 |

For the year ended March 31, 2017

| Resolution   | Type of shares  | Total dividends<br>(millions of yen) | Dividends per share (yen) | Cut-off date          | Effective date      |
|--|-----------------|--------------------------------------|---------------------------|-----------------------|---------------------|
| Meeting of the Board of<br>Directors on May 26, 2016     | Common<br>stock | ¥3,571                               | ¥5.0                      | March 31, 2016        | June 8, 2016        |
| Meeting of the Board of<br>Directors on October 27, 2016 | Common<br>stock | 3,571                                | 5.0                       | September 30,<br>2016 | December 5,<br>2016 |

#### (2) Dividends with the cut-off date in the year ended March 31, 2018 and effective date in the year ending March 31, 2019

|                           |                |                   | Total dividends    |           | Dividends    | Dividends         |              |                |
|---------------------------|----------------|-------------------|--------------------|-----------|--------------|-------------------|--------------|----------------|
|                           |                | Total dividends   | (thousands of U.S. | Source of | per share    | per share (U.S.   |              |                |
| Resolution                | Type of shares | (millions of yen) | dollars (Note 3))  | dividends | (yen)        | dollars (Note 3)) | Cut-off date | Effective date |
| Meeting of the Board of   | Common         | ¥5.714            | \$53,907           | Retained  | ¥8.0         | \$0.08            | March 31,    | June 6,        |
| Directors on May 24, 2018 | stock          | ≠ <b>0</b> ,714   | \$00,907           | earnings  | <b>∓0.</b> 0 | <b>\$0.00</b>     | 2018         | 2018           |

Dividends with the cut-off date in the year ended March 31, 2017 and effective date in the year ended March 31, 2018

Total dividand

| Resolution                                   | Type of shares | (millions of yen) | Source of dividends | Dividends per share (yen) | Cut-off date      | Effective date  |
|--|----------------|-------------------|---------------------|---------------------------|-------------------|-----------------|
| Meeting of the Board of Directors on May 25, |                | ¥4,285            | Retained earnings   | ¥6.0                      | March 31,<br>2017 | June 7,<br>2017 |

## Note 13. Research and Development Costs

Research and development costs charged to income were ¥35,620 million (\$336,045 thousand) and ¥34,910 million for the years ended March 31, 2018 and 2017, respectively.

|                                | Millions | s of yen | Thousands of<br>U.S. dollars (Note 3) |
|--------------------------------|----------|----------|---------------------------------------|
|                                | 2018     | 2017     | 2018                                  |
| Research and development costs | ¥35,620  | ¥34,910  | \$336,045                             |

# Note 14. Selling, General and Administrative Expenses

Major components of selling, general and administrative expenses for the years ended March 31, 2018 and 2017 were as follows:

|                                | Millions | Thousands of U.S. dollars (Note 3) |           |
|--------------------------------|----------|------------------------------------|-----------|
|                                | 2018     | 2017                               | 2018      |
| Salaries and wages             | ¥77,637  | ¥74,466                            | \$732,433 |
| Retirement benefit expenses    | 4,607    | 4,837                              | 43,465    |
| Research and development costs | 30,796   | 30,319                             | 290,534   |

# Note 15. Extraordinary Income, Net

Extraordinary income, net, for the years ended March 31, 2018 and 2017 were as follows:

|  | Millions | Millions of yen |          |  |
|--|----------|-----------------|----------|--|
|  | 2018     | 2017            | 2018     |  |
| Extraordinary income                         |          |                 |          |  |
| Gain on sales of noncurrent assets           | ¥ 209    | ¥ 55            | \$ 1,973 |  |
| Gain on sales of investment securities       | 1,691    | 18,849          | 15,960   |  |
| Gain on insurance adjustment                 | -        | 911             | -        |  |
| Extraordinary loss                           |          |                 |          |  |
| Loss on disposal of noncurrent assets        | (366)    | (568)           | (3,459)  |  |
| Loss on devaluation of investment securities | (776)    | (244)           | (7,323)  |  |
| Impairment loss                              | -        | (1,356)         | -        |  |
| Extraordinary income, net                    | ¥ 758    | ¥17,647         | \$ 7,151 |  |

# Note 16. Income Taxes

#### 1. The components of income taxes for the years ended March 31, 2018 and 2017 were as follows:

|              | Millions | Thousands of<br>U.S. dollars (Note 3) |           |
|--------------|----------|---------------------------------------|-----------|
|              | 2018     | 2017                                  | 2018      |
| Current      | ¥13,738  | ¥ 33,157                              | \$129,610 |
| Deferred     | 1,066    | (14,233)                              | 10,044    |
| Income taxes | ¥14,804  | ¥ 18,924                              | \$139,654 |

The Company and its domestic consolidated subsidiaries are subject to corporate income tax, prefectural and municipal inhabitants' taxes and enterprise tax, based on income.

#### 2. The significant components of deferred tax assets and liabilities as of March 31, 2018 and 2017 were as follows:

|  | Million  | Millions of yen |            |  |
|--|----------|-----------------|------------|--|
|  | 2018     | 2017            | 2018       |  |
| Deferred tax assets  |          |                 |            |  |
| Net defined benefit liability  | ¥ 21,688 | ¥ 23,604        | \$ 204,608 |  |
| The investment deduction of the foreign consolidated subsidiaries    | 14,216   | 14,338          | 134,122    |  |
| Inventories  | 7,487    | 6,597           | 70,640     |  |
| Accrued employees' bonuses   | 6,584    | 6,379           | 62,119     |  |
| Investment securities  | 6,353    | 6,459           | 59,940     |  |
| Tangible fixed assets  | 2,112    | 2,403           | 19,925     |  |
| Other  | 6,547    | 8,190           | 61,736     |  |
| Gross deferred tax assets  | 64,987   | 67,970          | 613,090    |  |
| Less: Valuation allowance  | (21,822) | (23,012)        | (205,866)  |  |
| Total deferred tax assets  | 43,165   | 44,958          | 407,224    |  |
| Deferred tax liabilities   |          |                 |            |  |
| Unrealized gain on other securities                                  | (21,095) | (18,927)        | (199,017)  |  |
| Investment securities  | (2,062)  | (2,062)         | (19,461)   |  |
| Gain on securities contribution to employee retirement benefit trust | (72)     | (26)            | (681)      |  |
| Other  | (4,781)  | (3,629)         | (45,088)   |  |
| Gross deferred tax liabilities                                       | (28,010) | (24,644)        | (264,247)  |  |
| Net deferred tax assets (liabilities)                                | ¥ 15,155 | ¥ 20,314        | \$ 142,977 |  |

# 3. The reconciliation between the statutory income tax rate and the effective income tax rate for the years ended March 31, 2018 and 2017 were as follows:

|  | 2018   | 2017 |
|--|--------|------|
| Statutory income tax rate  | 30.9 % | _    |
| Tax credits  | (3.2)  | _    |
| Tax rate difference of overseas consolidated subsidiaries                            | (2.1)  | _    |
| Valuation allowance  | (1.9)  | _    |
| Permanent difference resulting from non-taxable income, including dividends received | (0.3)  | -    |
| Permanent difference resulting from expenses not deductible for income tax purposes  | 1.4    | -    |
| Other  | 1.3    | —    |
| Effective income tax rate  | 26.1 % | _    |

Reconciliation of the difference between the statutory income tax rate and the effective income tax rate for the year ended March 31, 2017 was not disclosed because it was not material.

# Note 17. Consolidated Statements of Comprehensive Income

Amounts reclassified to profit (loss) in the current period that were recognized in other comprehensive income in the current or previous periods and the tax effects for each component of other comprehensive income were as follows:

|  | Millions | Thousands of U.S. dollars (Note 3) |           |  |
|--|----------|------------------------------------|-----------|--|
|  | 2018     | 2017                               | 2018      |  |
| Valuation difference on available-for-sale securities:                                 |          |                                    |           |  |
| Amount arising during the year   | ¥ 8,952  | ¥ 36,669                           | \$ 84,455 |  |
| Reclassification adjustments   | (1,690)  | (18,689)                           | (15,940)  |  |
| Before tax effect  | 7,262    | 17,980                             | 68,515    |  |
| Tax effect   | (2,169)  | (5,382)                            | (20,460)  |  |
| Valuation difference on available-for-sale securities                                  | 5,093    | 12,598                             | 48,055    |  |
| Deferred gains or losses on hedges:  |          |                                    |           |  |
| Amount arising during the year   | 2,312    | (561)                              | 21,821    |  |
| Asset acquisition cost adjustments   | -        | 19                                 | -         |  |
| Before tax effect  | 2,312    | (542)                              | 21,821    |  |
| Tax effect   | (624)    | 78                                 | (5,888)   |  |
| Deferred gains or losses on hedges   | 1,688    | (464)                              | 15,933    |  |
| Foreign currency translation adjustments:  |          |                                    |           |  |
| Amount arising during the year   | 1,600    | (3,238)                            | 15,073    |  |
| Reclassification adjustments   | _        | (364)                              | —         |  |
| Before tax effect  | 1,600    | (3,602)                            | 15,073    |  |
| Tax effect   | _        | —                                  | —         |  |
| Foreign currency translation adjustments   | 1,600    | (3,602)                            | 15,073    |  |
| Remeasurements of defined benefit plans:   |          |                                    |           |  |
| Amount arising during the year   | 1,492    | 22,267                             | 14,082    |  |
| Reclassification adjustments   | 1,802    | 4,169                              | 16,995    |  |
| Before tax effect  | 3,294    | 26,436                             | 31,077    |  |
| Tax effect   | (993)    | (8,077)                            | (9,367)   |  |
| Remeasurements of defined benefit plans  | 2,301    | 18,359                             | 21,710    |  |
| Share of other comprehensive income of associates accounted for using equity method:   |          |                                    |           |  |
| Amount arising during the year   | 31       | 159                                | 297       |  |
| Reclassification adjustments   | 140      | 148                                | 1,318     |  |
| Share of other comprehensive income of associates accounted for<br>using equity method | 171      | 307                                | 1,615     |  |
| Total other comprehensive income   | ¥10,853  | ¥ 27,198                           | \$102,386 |  |

# Note 18. Contingent Liabilities

Contingent liabilities as of March 31, 2018 and 2017 were as follows:

|            | Millions | s of yen | Thousands of<br>U.S. dollars (Note 3) |
|------------|----------|----------|---------------------------------------|
|            | 2018     | 2017     | 2018                                  |
| Guarantees | ¥14,396  | ¥10,256  | \$135,814                             |

## Note 19. Leases

#### 1. Finance lease transactions

#### (1) Leased assets

Leased assets primarily consist of machinery and equipment and software.

#### (2) Depreciation method for leased assets

Depreciation method for leased assets is as stated in "f. Depreciation, 2) Leased assets" in "Note 2. Summary of Significant Accounting Policies". In addition, finance leases other than those that were deemed to transfer the ownership of the leased assets to the lessees and contracted before April 1, 2008, are accounted for by the method that is applicable to ordinary operating leases. Pro forma information of those leased property such as acquisition cost, accumulated depreciation, accumulated impairment loss, obligations under finance leases, lease expense, depreciation expense, interest expense and impairment loss on an "as if capitalized" basis for the years ended March 31, 2018 and 2017 were as follows:

#### (a) Acquisition cost and accumulated depreciation under finance leases:

|                          | Millions | s of yen | Thousands of<br>U.S. dollars (Note 3) |
|--------------------------|----------|----------|---------------------------------------|
|                          | 2018     | 2017     | 2018                                  |
| Acquisition cost         | ¥1,433   | ¥1,709   | \$13,522                              |
| Accumulated depreciation | 1,277    | 1,417    | 12,043                                |
| Net leased property      | ¥ 156    | ¥ 292    | \$ 1,479                              |

#### (b) Obligations under finance leases:

|                     | Millions | s of yen | Thousands of<br>U.S. dollars (Note 3) |
|---------------------|----------|----------|---------------------------------------|
|                     | 2018     | 2017     | 2018                                  |
| Due within one year | ¥ 93     | ¥154     | \$ 886                                |
| Due after one year  | 115      | 208      | 1,076                                 |
| Total               | ¥208     | ¥362     | \$1,962                               |

#### (c) Lease expense, depreciation expense and interest expense under finance leases:

|                      | Millions | U.S. dollars (Note 3) |         |  |
|----------------------|----------|-----------------------|---------|--|
|                      | 2018     | 2017                  | 2018    |  |
| Lease expense        | ¥127     | ¥174                  | \$1,201 |  |
| Depreciation expense | 96       | 135                   | 909     |  |
| Interest expense     | 8        | 13                    | 80      |  |

#### (d) Method of calculating estimated depreciation expense

Depreciation is computed by the straight-line method over the lease period assuming no residual value.

#### (e) Method of calculating estimated interest expense

Interest expense is computed and allocated to each period using the interest method assuming interest expense to be the excess of total lease payments over the acquisition cost.

#### 2. Operating lease transactions

The minimum rental commitments under noncancellable operating leases as of March 31, 2018 and 2017 were as follows:

|                     | Millions | Thousands of<br>U.S. dollars (Note 3) |          |
|---------------------|----------|---------------------------------------|----------|
|                     | 2018     | 2017                                  | 2018     |
| Due within one year | ¥2,105   | ¥1,280                                | \$19,868 |
| Due after one year  | 3,024    | 1,138                                 | 28,526   |
| Total               | ¥5,129   | ¥2,418                                | \$48,394 |

## Note 20. Segment Information

#### 1. Segment information

#### (1) Outline of reporting segments

The Companies' reporting segments are components for which separate financial information is available and whose operating results are reviewed regularly by the Board of Directors of the Company in order to make decisions about resource allocation and to assess performance. The Company has business headquarters by products and services at its head office. The business headquarters prepare comprehensively global strategies related to their products and services and control their business activities.

Accordingly, the Companies have five reporting segments, principally based on the business headquarters, that take into account the similarity of category and nature of products and services: Power Electronics Systems - Energy Solutions, Power Electronics Systems - Industry Solutions, Power and New Energy, Electronic Devices and Food and Beverage Distribution. These segments except for Electronic Devices and Food and Beverage Distribution consist of 2 or more business segments.

As of April 1, 2017, reflecting change of organization structure, the reporting segments were reclassified from previous five segments that were Power and Social Infrastructure, Industrial Infrastructure, Power Electronics, Electronic Devices and Food and Beverage Distribution, to the new five segments that are stated above. The reporting segment information for the year ended March 31, 2017 has been reclassified to reflect this change.

Thousands of

Main products and services of each reporting segment consisted of the following:

| Reporting segments                               | Main products and services  |
|--|---|
| Power Electronics Systems<br>— Energy Solutions  | Factory energy management systems (FEMS), power distribution, smart meters, substation equipment, industrial power supply facility, data centers, uninterruptible power systems (UPSs), power conditioning sub-systems (PCSs), switchboards, power distribution and control equipment           |
| Power Electronics Systems<br>—Industry Solutions | Inverters, motors, FA components, drive control systems, measuring and control systems, distribution systems, plant factories, measuring instruments and sensors, radiation monitoring systems, transport systems, electricity and air conditioning equipment construction, information systems |
| Power and New Energy                             | Thermal/geothermal/hydro power generation plants, solar power generation systems, wind power generation systems, fuel cells   |
| Electronic Devices                               | Power semiconductors, magnetic disks  |
| Food and Beverage Distribution                   | Beverage vending machines, vending machines for food and other goods, showcases, automatic change dispensers, eco-friendly stores   |

#### (2) Calculation method of net sales, profit or loss, assets, liabilities and other items on each reporting segment

The accounting policies applied by each reporting segment are consistent with those described in "Note 2. Summary of Significant Accounting Policies." Segment profit or loss presented in segment information is calculated based on operating income in the consolidated statements of income. Intersegment sales and transfer are determined by market value.

#### (3) Information on net sales, profit or loss, assets, liabilities and other items by each reporting segment

Reporting segment information as of March 31, 2018 and 2017 and for the years then ended were as follows:

|   |   |   |                         |                       | Millions of yen                      |         |          |             |              |
|---|---|---|-------------------------|-----------------------|--------------------------------------|---------|----------|-------------|--------------|
| Year ended March 31, 2018                                 | Power<br>Electronics<br>Systems—<br>Energy<br>Solutions | Power<br>Electronics<br>Systems—<br>Industry<br>Solutions | Power and New<br>Energy | Electronic<br>Devices | Food and<br>Beverage<br>Distribution | Others  | Total    | Adjustments | Consolidated |
| Sales, profits or losses and assets by reporting segments |   |   |                         |                       |                                      |         |          |             |              |
| Net sales   |   |   |                         |                       |                                      |         |          |             |              |
| Sales to third parties<br>Inter-segment sales and         | ¥217,861  | ¥306,754  | ¥ 96,757                | ¥123,502              | ¥117,485                             | ¥31,092 | ¥893,451 | ¥ —         | ¥893,451     |
| transfers   | 6,239   | 9,109   | 122                     | 3,369                 | 268                                  | 29,314  | 48,421   | (48,421)    | _            |
| Total sales   | 224,100   | 315,863   | 96,879                  | 126,871               | 117,753                              | 60,406  | 941,872  | (48,421)    | 893,451      |
| Segment profits (losses)                                  | ¥ 14,662  | ¥ 18,273  | ¥ 5,521                 | ¥ 13,699              | ¥ 6,234                              | ¥ 2,861 | ¥ 61,250 | ¥ (5,288)   | ¥ 55,962     |
| Segment assets  | ¥187,498  | ¥257,615  | ¥113,725                | ¥151,108              | ¥ 80,743                             | ¥31,669 | ¥822,358 | ¥ 96,501    | ¥918,859     |
| Other items   |   |   |                         |                       |                                      |         |          |             |              |
| Depreciation and amortization                             | ¥ 5,837   | ¥ 6,015   | ¥ 1,444                 | ¥ 12,882              | ¥ 2,271                              | ¥ 808   | ¥ 29,257 | ¥ 894       | ¥ 30,151     |
| Investments for companies applied equity method           | ¥ 80  | ¥ 15,040  | ¥ —                     | ¥ —                   | ¥ —                                  | ¥ –     | ¥ 15,120 | ¥ —         | ¥ 15,120     |
| Capital expenditures                                      | ¥ 6,871   | ¥ 4,559   | ¥ 1,335                 | ¥ 10,614              | ¥ 5,081                              | ¥ 641   | ¥ 29,101 | ¥ 1,347     | ¥ 30,448     |

|   |   |   |                         |                       | Millions of yen                      |         |          |             |              |
|---|---|---|-------------------------|-----------------------|--------------------------------------|---------|----------|-------------|--------------|
| Year ended March 31, 2017                                 | Power<br>Electronics<br>Systems—<br>Energy<br>Solutions | Power<br>Electronics<br>Systems—<br>Industry<br>Solutions | Power and New<br>Energy | Electronic<br>Devices | Food and<br>Beverage<br>Distribution | Others  | Total    | Adjustments | Consolidated |
| Sales, profits or losses and assets by reporting segments |   |   |                         |                       |                                      |         |          |             |              |
| Net sales   |   |   |                         |                       |                                      |         |          |             |              |
| Sales to third parties<br>Inter-segment sales and         | ¥210,285  | ¥277,826  | ¥93,427                 | ¥115,306              | ¥109,246                             | ¥31,675 | ¥837,765 | ¥ —         | ¥837,765     |
| transfers   | 8,462   | 8,201   | 411                     | 3,156                 | 311                                  | 27,426  | 47,967   | (47,967)    |              |
| Total sales   | 218,747   | 286,027   | 93,838                  | 118,462               | 109,557                              | 59,101  | 885,732  | (47,967)    | 837,765      |
| Segment profits (losses)                                  | ¥ 13,725  | ¥ 13,949  | ¥ 7,479                 | ¥ 8,030               | ¥ 6,029                              | ¥ 2,066 | ¥ 51,278 | ¥ (6,569)   | ¥ 44,709     |
| Segment assets  | ¥183,066  | ¥249,462  | ¥88,376                 | ¥148,761              | ¥ 78,912                             | ¥32,066 | ¥780,643 | ¥106,020    | ¥886,663     |
| Other items   |   |   |                         |                       |                                      |         |          |             |              |
| Depreciation and amortization                             | ¥ 5,462   | ¥ 5,884   | ¥ 1,473                 | ¥ 12,594              | ¥ 2,253                              | ¥ 802   | ¥ 28,468 | ¥977        | ¥ 29,445     |
| Investments for companies applied equity method           | ¥ 83  | ¥ 14,138  | ¥ —                     | ¥ —                   | ¥ —                                  | ¥ —     | ¥ 14,221 | ¥ —         | ¥ 14,221     |
| Capital expenditures                                      | ¥ 5,805   | ¥ 7,884   | ¥ 1,321                 | ¥ 6,248               | ¥ 3,885                              | ¥ 782   | ¥ 25,925 | ¥ 667       | ¥ 26,592     |

|   |                  | Thousands of U.S. dollars (Note 3)               |     |  |     |                       |     |                       |     |                                      |     |        |             |         |      |          |       |              |
|---|------------------|--|-----|--|-----|-----------------------|-----|-----------------------|-----|--------------------------------------|-----|--------|-------------|---------|------|----------|-------|--------------|
| Year ended March 31, 2018                                 | Elec<br>Sys<br>E | Power<br>ctronics<br>stems—<br>nergy<br>Ilutions | S   | Power<br>ectronics<br>ystems—<br>Industry<br>Solutions | Pov | ver and New<br>Energy |     | Electronic<br>Devices | I   | Food and<br>Beverage<br>iistribution | Ot  | hers   |             | Total   | Adji | ustments | (     | Consolidated |
| Sales, profits or losses and assets by reporting segments |                  |  |     |  |     |                       |     |                       |     |                                      |     |        |             |         |      |          |       |              |
| Net sales   |                  |  |     |  |     |                       |     |                       |     |                                      |     |        |             |         |      |          |       |              |
| Sales to third parties<br>Inter-segment sales and         | \$2,0            | )55,294  | \$2 | ,893,913   | \$  | 912,810               | \$1 | ,165,122              | \$1 | ,108,354                             | \$2 | 93,297 | <b>\$</b> 8 | 428,790 | \$   | _        | \$    | 8,428,790    |
| transfers   |                  | 58,865   |     | 85,929   |     | 1,149                 |     | 31,782                |     | 2,530                                | 2   | 76,547 |             | 456,802 | (4   | 456,802  | .)    | -            |
| Total sales   | 2,1              | 14,159   | 2   | ,979,842   |     | 913,959               | 1   | ,196,904              | 1   | ,110,884                             | 5   | 69,844 | 8           | 885,592 | (4   | 456,802  | 2)    | 8,428,790    |
| Segment profits (losses)                                  | \$ 1             | 38,323   | \$  | 172,394  | \$  | 52,088                | \$  | 129,241               | \$  | 58,814                               | \$  | 26,976 | \$          | 577,836 | \$   | (49,892  | 2) \$ | 527,944      |
| Segment assets  | \$1,7            | 768,851  | \$2 | ,430,335   | \$1 | ,072,878              | \$1 | ,425,552              | \$  | 761,730                              | \$2 | 98,753 | \$7         | 758,099 | \$ 9 | 910,388  | \$    | 8,668,487    |
| Other items   |                  |  |     |  |     |                       |     |                       |     |                                      |     |        |             |         |      |          |       |              |
| Depreciation and amortization                             | \$               | 55,075   | \$  | 56,747   | \$  | 13,631                | \$  | 121,534               | \$  | 21,427                               | \$  | 7,600  | \$          | 276,014 | \$   | 8,437    | \$    | 284,451      |
| Investments for companies<br>applied equity method        | \$               | 756  | \$  | 141,891  | \$  | _                     | \$  | _                     | \$  | _                                    | \$  | _      | \$          | 142,647 | \$   |          | \$    | 142,647      |
| Capital expenditures                                      | \$               | 64,828   | \$  | 43,012   | \$  | 12,597                | \$  | 100,138               | \$  | 47,942                               | \$  | 6,021  | \$          | 274,538 | \$   | 12,714   | \$    | 287,252      |

Notes: 1. Others segment consisted of business segments not attributable to reporting segments and included financial services, real estate operations, insurance agency services, travel agency services, printing and information services, etc. 2. The adjustments for segment information above were as follows:

|                                   | Millions | s of yen | Thousands of<br>U.S. dollars<br>(Note 3) |
|-----------------------------------|----------|----------|--|
|                                   | 2018     | 2017     | 2018                                     |
| Corporate expense*                | ¥(5,287) | ¥(6,591) | \$(49,880)                               |
| Elimination of intersegment sales | (1)      | 22       | (12)                                     |
| Total                             | ¥(5,288) | ¥(6,569) | \$(49,892)                               |

\* Corporate expense mainly consisted of administration cost of the Company.

|  | Million   | s of yen  | Thousands of<br>U.S. dollars<br>(Note 3) |
|--|-----------|-----------|--|
|  | 2018      | 2017      | 2018                                     |
| Corporate assets*                        | ¥ 309,678 | ¥ 274,692 | \$ 2,921,500                             |
| Elimination of intersegment transactions | (213,177) | (168,672) | (2,011,112)                              |
| Total                                    | ¥ 96,501  | ¥ 106,020 | \$ 910,388                               |

\* Corporate assets mainly consisted of invested cash surpluses (cash and cash equivalents), long-term invested assets

(investment securities), assets relating to administration department and assets of a financing subsidiary company.

3. Segment profits (losses) were reconciled to operating income (loss) in the consolidated statements of income.

#### 2. Related information

Related information as of March 31, 2018 and 2017 and for the years then ended were as follows:

#### Geographic information

(a) Sales

|                                 | Million  | Thousands of U.S. dollars (Note 3) |             |
|---------------------------------|----------|------------------------------------|-------------|
|                                 | 2018     | 2017                               | 2018        |
| Japan                           | ¥674,744 | ¥632,723                           | \$6,365,513 |
| Asia (except for China), Others | 110,935  | 106,150                            | 1,046,542   |
| China                           | 74,968   | 67,463                             | 707,253     |
| Europe                          | 17,584   | 16,595                             | 165,896     |
| America                         | 15,220   | 14,834                             | 143,586     |
| Consolidated                    | ¥893,451 | ¥837,765                           | \$8,428,790 |

Note: Net sales information above is based on customer location.

(b) Tangible fixed assets

|                                 | Millions | Thousands of<br>U.S. dollars (Note 3) |             |
|---------------------------------|----------|---------------------------------------|-------------|
|                                 | 2018     | 2017                                  | 2018        |
| Japan                           | ¥136,205 | ¥135,613                              | \$1,284,961 |
| Asia (except for China), Others | 22,342   | 24,306                                | 210,765     |
| China                           | 14,597   | 12,179                                | 137,708     |
| Europe                          | 782      | 724                                   | 7,382       |
| America                         | 674      | 695                                   | 6,359       |
| Consolidated                    | ¥174,600 | ¥173,517                              | \$1,647,175 |

#### 3. Information on impairment loss of fixed assets by each reporting segment

Information on impairment loss of fixed assets by each reporting segment for the years ended March 31, 2018 and 2017 were as follows:

|  | Million | s of yen | Thousands of U.S. dollars (Note 3) |
|--|---------|----------|------------------------------------|
|  | 2018    | 2017     | 2018                               |
| Power Electronics Systems—Energy Solutions   | ¥—      | ¥1,356   | \$—                                |
| Power Electronics Systems—Industry Solutions | _       | _        | -                                  |
| Power and New Energy                         | _       | _        | _                                  |
| Electronic Devices                           | _       | _        | -                                  |
| Food and Beverage Distribution               | _       | _        | -                                  |
| Others                                       | _       | _        | -                                  |
| Total  | ¥—      | ¥1,356   | \$-                                |

#### 4. Information on amortization of goodwill and unamortized balance by each reporting segment

Information on amortization of goodwill and unamortized balance by each reporting segment for the year ended March 31, 2018 and 2017 were as follows:

|                           | Millions of yen                            |  |               |            |                   |        |              |
|---------------------------|--|--|---------------|------------|-------------------|--------|--------------|
|                           | Power<br>Electronics<br>Systems—<br>Energy | Power<br>Electronics<br>Systems—<br>Industry | Power and New | Electronic | Food and Beverage |        |              |
| Year ended March 31, 2018 | Solutions                                  | Solutions                                    | Energy        | Devices    | Distribution      | Others | Consolidated |
| Amortization              | ¥308                                       | ¥ 9  | ¥ 189         | ¥23        | ¥—                | ¥—     | ¥ 529        |
| Balance as of March 31    | ¥612                                       | ¥79  | ¥1,456        | ¥70        | ¥—                | ¥—     | ¥2,217       |

|                           |   | Millions of yen                              |               |            |                   |        |              |
|---------------------------|---|--|---------------|------------|-------------------|--------|--------------|
|                           | Power<br>Electronics<br>Systems —<br>Energy | Power<br>Electronics<br>Systems—<br>Industry | Power and New | Electronic | Food and Beverage |        |              |
| Year ended March 31, 2017 | Solutions                                   | Solutions                                    | Energy        | Devices    | Distribution      | Others | Consolidated |
| Amortization              | ¥495  | ¥10  | ¥ 195         | ¥65        | ¥—                | ¥—     | ¥ 765        |
| Balance as of March 31    | ¥875  | ¥94  | ¥1,697        | ¥98        | ¥—                | ¥—     | ¥2,764       |

|                           |   | Thousands of U.S. dollars (Note 3)                        |                         |                       |                                   |        |              |
|---------------------------|---|---|-------------------------|-----------------------|-----------------------------------|--------|--------------|
| Year ended March 31, 2018 | Power<br>Electronics<br>Systems—<br>Energy<br>Solutions | Power<br>Electronics<br>Systems—<br>Industry<br>Solutions | Power and New<br>Energy | Electronic<br>Devices | Food and Beverage<br>Distribution | Others | Consolidated |
| Amortization              | \$2,885   | \$ 93   | \$ 1,792                | \$221                 | \$-                               | \$—    | \$ 4,992     |
| Balance as of March 31    | \$5,770   | \$747   | \$13,739                | \$662                 | \$-                               | \$-    | \$20,918     |

### 5. Information on gain on negative goodwill by each reporting segment

None

# Note 21. Information on Transactions with Related Parties

For the year ended March 31, 2018 None

# Note 22. Business Combinations

For the year ended March 31, 2018 None

## Note 23. Asset Retirement Obligations

#### Asset retirement obligations recorded on the consolidated balance sheets

#### 1. Outline of asset retirement obligations

The Companies record asset retirement obligations related to the expenses for removing asbestos from company-owned buildings upon their dismantlement and the obligations to restore head offices, sales offices and other premises to their original condition upon termination of their lease contracts.

Regarding some of the obligations to restore head offices, sales offices and other premises to their original condition, the Companies estimate nonrecoverable amounts of deposits for those premises and record the portion attributable to the current year as expenses, instead of recording asset retirement obligations.

#### 2. Calculation method of asset retirement obligations

In calculating the amounts of asset retirement obligations, the Companies estimate a period of use between 9 and 49 years and use a discount rate equivalent to the interest rate of government bonds corresponding to the use period (0.3% to 2.3%).

#### 3. Changes in the total amounts of asset retirement obligations

Changes in the total amounts of asset retirement obligations for the years ended March 31, 2018 and 2017 were as follows:

|  | Millions | s of yen | Thousands of<br>U.S. dollars (Note 3) |
|--|----------|----------|---------------------------------------|
|  | 2018     | 2017     | 2018                                  |
| Balance at the beginning of the year                         | ¥1,986   | ¥2,049   | \$18,743                              |
| Increase due to acquisition of property, plant and equipment | -        | 0        | —                                     |
| Adjustment due to passage of time                            | 8        | 8        | 76                                    |
| Decrease due to fulfillment of obligations                   | (63)     | (71)     | (599)                                 |
| Balance at the end of the year                               | ¥1,931   | ¥1,986   | \$18,220                              |

## Note 24. Amounts Per Share

Information of amounts per share as of March 31, 2018 and 2017 and for the years then ended were as follows:

|                      | Yen     |         | U.S. dollars (Note 3) |
|----------------------|---------|---------|-----------------------|
|                      | 2018    | 2017    | 2018                  |
| Net assets per share | ¥462.90 | ¥407.68 | \$4.367               |
| Net income per share | 52.87   | 57.36   | 0.499                 |

Diluted net income per share in 2018 and 2017 are not disclosed because there is no potential common stock that has a dilutive effect.

## Note 25. Subsequent Events

#### 1. Change in stock trading unit and stock consolidation

At a meeting of the Board of Directors of Fuji Electric Co., Ltd., held on May 24, 2018, a resolution was passed to institute a partial amendment to the portion of the Company's articles of incorporation pertaining to the stock trading unit based on the provisions stipulated in Article 195, Paragraph 1 of the Companies Act of Japan. In addition, it was resolved that the Company will submit a proposal for approval regarding a stock consolidation to the 142nd General Meeting of Shareholders, which is scheduled to be held on June 26, 2018.

#### (1) Reason for change in stock trading unit and stock consolidation

Nationwide stock exchanges have announced the "Action Plan for Consolidating Trading Units," which states that all domestic listed companies should consolidate the trading unit for their shares of common stock to 100 shares by October 1, 2018. Fuji Electric is listed on the Tokyo Stock Exchange, the Nagoya Stock Exchange, and the Fukuoka Stock Exchange, and therefore plans to respect the intent of this action plan by changing the trading unit for its shares of common stock from the current 1,000 shares to 100 shares. In conjunction with this change in stock trading unit, the Company has also resolved to conduct an one for fifth stock consolidation in order to adjust the unit of investment in the Company to the level deemed desirable by the relevant stock exchanges (above ¥50,000 and below ¥500,000).

#### (2) Details of change in stock trading unit

The trading unit for shares of common stock will be changed from 1,000 shares to 100 shares on October 1, 2018.

#### (3) Details of stock consolidation

a. Class of share Common stock

#### b. Method and ratio

Effective October 1, 2018, the Company will perform an 1-for-5 stock consolidation based on the number of shares held by shareholders listed on the final shareholder registry on September 30, 2018.

c. Decrease in number of shares following stock consolidation

| Total number of issued and outstanding shares prior to the stock consolidation (as of March 31, 2018) | 746,484,957 |
|---|-------------|
| Decrease in shares following the stock consolidation  | 597,187,966 |
| Total number of issued and outstanding shares after the stock consolidation                           | 149,296,991 |

Note: The figures for "decrease in shares following the stock consolidation" and "total number of issued and outstanding shares after the stock consolidation" are theoretical values calculated by multiplying the total number of issued and outstanding shares prior to the stock consolidation by the ratio of the consolidation.

#### (4) Treatment of Share fractions resulting from stock consolidation

In the event that the stock consolidation results in fractions of shares, all of these share fractions will be sold, as stipulated in Article 235 of the Companies Act, and the holders of these share fractions will be compensated in accordance with the fractions of shares held.

#### (5) Number of shares authorised to be issued on effective date of stock consolidation

In reflection of the decline in the total number of issued and outstanding shares resulting from the stock consolidation, the number of shares authorised to be issued will be reduced by the same ratio as the stock consolidation (1-for-5) on the effective date of the stock consolidation (October 1, 2018).

| Number of shares authorised to be issued prior to the stock consolidation | 1,600,000,000 |
|---|---------------|
| Number of shares authorised to be issued after the stock consolidation    | 220,000,000   |
| (effective on October 1, 2018)  | 320,000,000   |

#### (6) Impact on per share information

Assuming the share consolidation was conducted at the begging of the years, per share information for the years ended on March 31, 2018 and 2017 would be as follows:

|                      | Yen       |           | U.S. dollars (Note 3) |
|----------------------|-----------|-----------|-----------------------|
|                      | 2018      | 2017      | 2018                  |
| Net assets per share | ¥2,314.50 | ¥2,038.40 | \$21.835              |
| Net income per share | 264.34    | 286.82    | 2.494                 |