

Consolidated Financial Results **for 3Q FY2023**

January 31, 2024
Fuji Electric Co., Ltd.

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1. 3Q FY2023 Results

(YoY Comparison)

Summary of Consolidated Financial Results for 9 months (Apr.-Dec.) FY2023 (YoY Comparison)

**New record highs for net sales, operating profit, ordinary profit,
and profit attributable to owners of parent**

(Billion yen)

	9 months FY2022 Results	9 months FY2023 Results	Change
Net Sales	690.8	759.7	68.9
Operating Profit (Operating Profit Ratio)	42.4 (6.1%)	57.7 (7.6%)	15.2 (1.4%)
Ordinary Profit	41.3	56.6	15.4
Extraordinary Profit	8.3	6.0	-2.3
Profit before Income Taxes	49.6	62.6	13.0
Profit Taxes	16.4	21.1	4.7
Profit attributable to Non-controlling Interests	4.3	4.3	0.0
Profit attributable to Owners of Parent	29.0	37.3	8.3

(Period-End rate : end of December)

(Yen)

US\$	132.70	141.83	9.13
EURO	141.47	157.12	15.65
RMB	19.01	19.93	0.92

(Average Exchange Rate)

(Yen)

US\$	136.51	143.29	6.78
EURO	140.59	155.29	14.70
RMB	19.88	19.98	0.10

Net Sales

Gain on translation of earnings of overseas subsidiaries	+11.8
Demand Increase	+57.0

Operating Profit

Increase in sales and production	+21.0
Increase in fixed costs	-14.3
Exchange rate effect	+2.0
Others*	+6.6
	+15.2

*Cost reduction, price fluctuations, sales mix and others

Non-operating Profit/Loss

Net interest expense	-0.6	(1.5	→ 0.8)
Foreign exchange income	1.3	(-0.8	→ 0.5)
Others	-0.6	(-1.8	→ -2.4)
	0.2	(-1.2	→ -1.0)

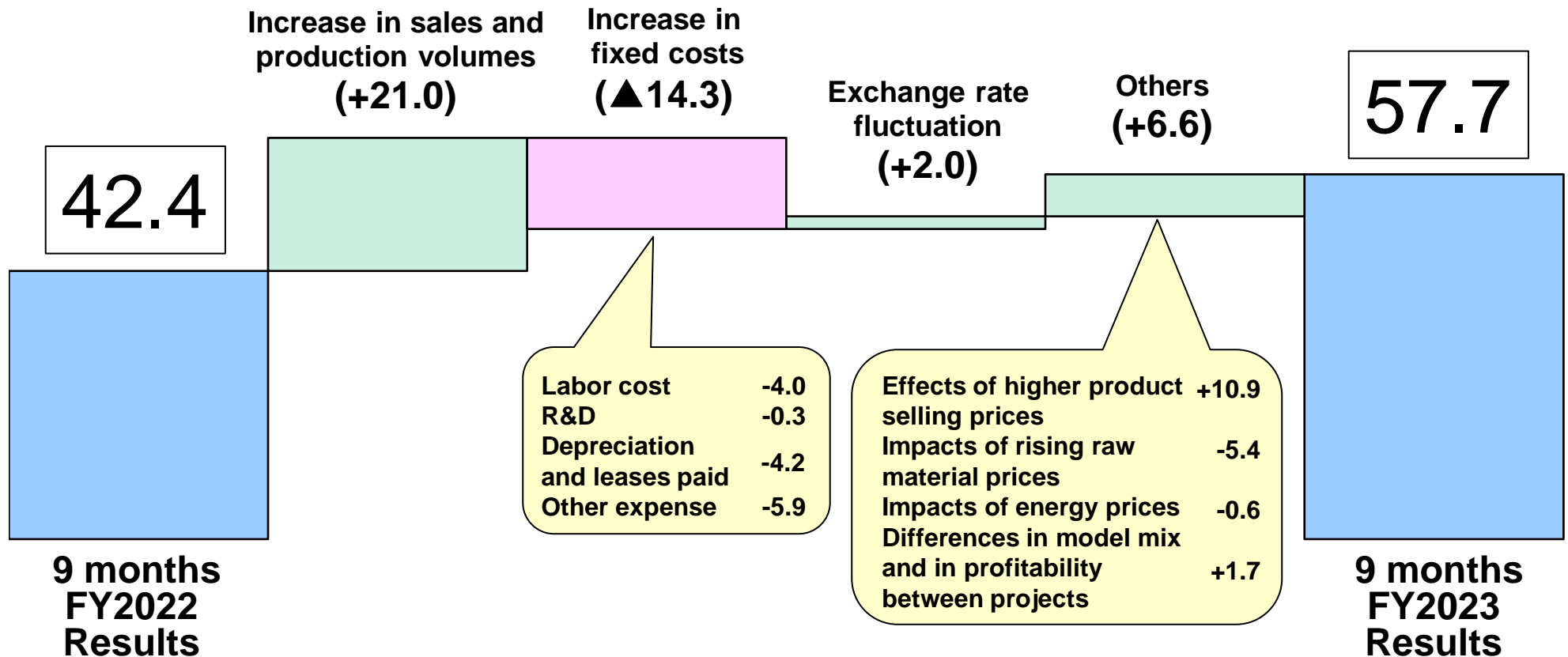
Extraordinary Profit/Loss

Gain on sales of investment Securities	-2.9	(8.9	→ 6.0)
Others	0.6	(-0.5	→ 0.0)
	-2.3	(8.3	→ 6.0)

Breakdown of Changes in Operating Results for 9 months (Apr.-Dec.) FY2023 (YoY Comparison)

Higher profit, despite impacts from rising material cost and fixed costs such as labor cost, due to increases in product selling price and sales and production volumes

(Billion yen)



Net Sales and Operating Profit by Segment for 9 months (Apr.-Dec.) FY2023 (YoY Comparison)

**Higher net sales in all segments
Higher operating profit in the Industry, Semiconductor, and
Food and Beverage Distribution segments**

(Billion yen)

	9 months FY2022 Results			9 months FY2023 Results			Change		
	Net Sales	Operating Profit	Operating Profit Ratio	Net Sales	Operating Profit	Operating Profit Ratio	Net Sales	Operating Profit	Operating Profit Ratio
Energy	225.7	15.3	6.8%	229.3	14.4	6.3%	3.6	-0.8	-0.5%
Industry	242.2	4.1	1.7%	279.1	11.5	4.1%	36.9	7.3	2.4%
Semiconductor	146.9	22.5	15.3%	166.5	26.4	15.9%	19.6	4.0	0.6%
Food and Beverage Distribution	68.4	2.9	4.2%	79.5	6.9	8.7%	11.1	4.0	4.4%
Others	43.2	2.5	5.7%	46.7	3.0	6.4%	3.5	0.5	0.7%
Elimination and Corporate	-35.6	-4.8	-	-41.4	-4.6	-	-5.8	0.2	-
Total	690.8	42.4	6.1%	759.7	57.7	7.6%	68.9	15.2	1.4%

※ FY2022 results reflect the organization reforms conducted in FY2023

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Business Results by Segment for 9 months (Apr.-Dec.) FY2023 (YoY Comparison) ①

(Billion yen)

		9 months FY2022 Results	9 months FY2023 Results	Change	Overview
Energy	Net Sales	225.7	229.3	3.6 +3.7*	<p>Power Generation Net Sales Decreased by 21% Decrease in net sales and operating results as a result of the absence of large-scale renewable energy projects recorded in the previous equivalent period.</p> <p>Energy Management Net Sales Increased by 10% Increase in net sales and operating result as a result of increases in large-scale orders for substation equipment for industrial applications and for power supply equipment.</p>
	Operating Profit/Loss	15.3	14.4	-0.8 +0.3*	<p>Power Supply and Facility Systems Net Sales Increased by 25% Increase in net sales and operating result as a result of increases in projects from data centers and semiconductor manufacturers.</p> <p>ED&C Components Net Sales Decreased by 10% Decrease in net sales and operating result as a result of reductions in demand from finished machinery manufacturers and for semiconductor production equipment.</p>
Industry	Net Sales	242.2	279.1	36.9 +3.3*	<p>Automation System Net Sales Increased by 9% Increase in net sales and operating result largely as a result of increased production of factory automation components.</p> <p>Social Solution Net Sales Increased by 26% Increase in net sales and operating result as a result of increases in orders for nuclear power- and radiation-related equipment.</p>
	Operating Profit/Loss	4.1	11.5	7.3 +0.3*	<p>Equipment Construction Net Sales Increased by 25% Increase in sales and operating result as a result of the recording of large-scale orders for air-conditioning equipment construction.</p> <p>IT Solutions Net Sales Increased by 12% Increase in net sales as a result of higher demand for large-scale public- and academic-sector projects, but decrease in operating results due to differences in profitability between projects</p>

※ FY2022 results reflect the organization reforms conducted in FY2023

* Exchange rate effect

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Business Results by Segment for 9 months (Apr.-Dec.) FY2023 (YoY Comparison) ②

(Billion yen)

		9 months FY2022 Results	9 months FY2023 Results	Change	Overview												
Semiconductor	Net Sales	146.9	166.5	19.6 +4.7*	<p>Increase in net sales as a result of growth in demand for power semiconductors for electrified vehicles (xEVs) and the growth in sales led to increase in operating results, despite the rise in expenses for bolstering power semiconductor production capacity and the increases in material costs.</p> <table border="1"> <thead> <tr> <th>Breakdown of sales</th> <th>FY2022</th> <th>FY2023</th> <th>Change</th> </tr> </thead> <tbody> <tr> <td>Industrial</td> <td>78.5</td> <td>73.6</td> <td>-4.9</td> </tr> <tr> <td>Automotive</td> <td>68.4</td> <td>92.9</td> <td>24.5</td> </tr> </tbody> </table>	Breakdown of sales	FY2022	FY2023	Change	Industrial	78.5	73.6	-4.9	Automotive	68.4	92.9	24.5
	Breakdown of sales	FY2022	FY2023	Change													
Industrial	78.5	73.6	-4.9														
Automotive	68.4	92.9	24.5														
	Operating Profit/Loss	22.5	26.4	4.0 +1.4*													
Food and Beverage Distribution	Net Sales	68.4	79.5	11.1	<p>Vending Machines Net Sales Increased by 9% Increased in net sales and operating results as a result of growth in demand in Japan and the benefits of cost reduction activities.</p> <p>Store Distribution Net Sales Increased by 23% Increased in net sales and operating results as a result of higher orders for counter fixtures combined with growth in demand for convenience store equipment renovations.</p>												
		Operating Profit/Loss	2.9	6.9		4.0											

* Exchange rate effect

Net Sales by Japan and Overseas Area for 9 months (Apr.-Dec.) FY2023 (YoY Comparison)

Higher sales in all regions
(sales down in China when excluding foreign exchange influences)

(Billion yen)
(Ratio of overseas sales)

YoY

(Billion yen)

690.8

(30%)
206.3

484.5

9 months
FY2022
Results

759.7 +68.9

(30%)
231.4

528.3

9 months
FY2023
Results

+11.8*

Overseas
+25.1

Japan
+43.8

	9 months FY2022 Results	9 months FY2023 Results	Change
Overseas	206.3	231.4	+11.8* 25.1
Asia and Others	102.2	115.6	+5.0* 13.4
China	64.6	65.9	+2.9* 1.3
Europe	21.8	27.2	+2.6* 5.5
Americas	17.7	22.6	+1.2* 5.0

* Exchange rate effect

Power Generation	-5.4
Energy Management	+3.1
Power Supply and Facility system	+11.8
ED&C Components	-2.4
Automation Systems	+1.0
Semiconductor	+5.3
Energy Management	+0.3
ED&C Components	-0.6
Semiconductor	+0.9
Food and Beverage	+0.3
Automation Systems	+1.2
Semiconductor	+4.4
Power Generation	+0.9
Energy Management	+1.1
Power Supply and Facility system	+2.9
ED&C Components	-1.1
Social Solution	+1.2

※ FY2022 results reflect the organization reforms conducted in FY2023

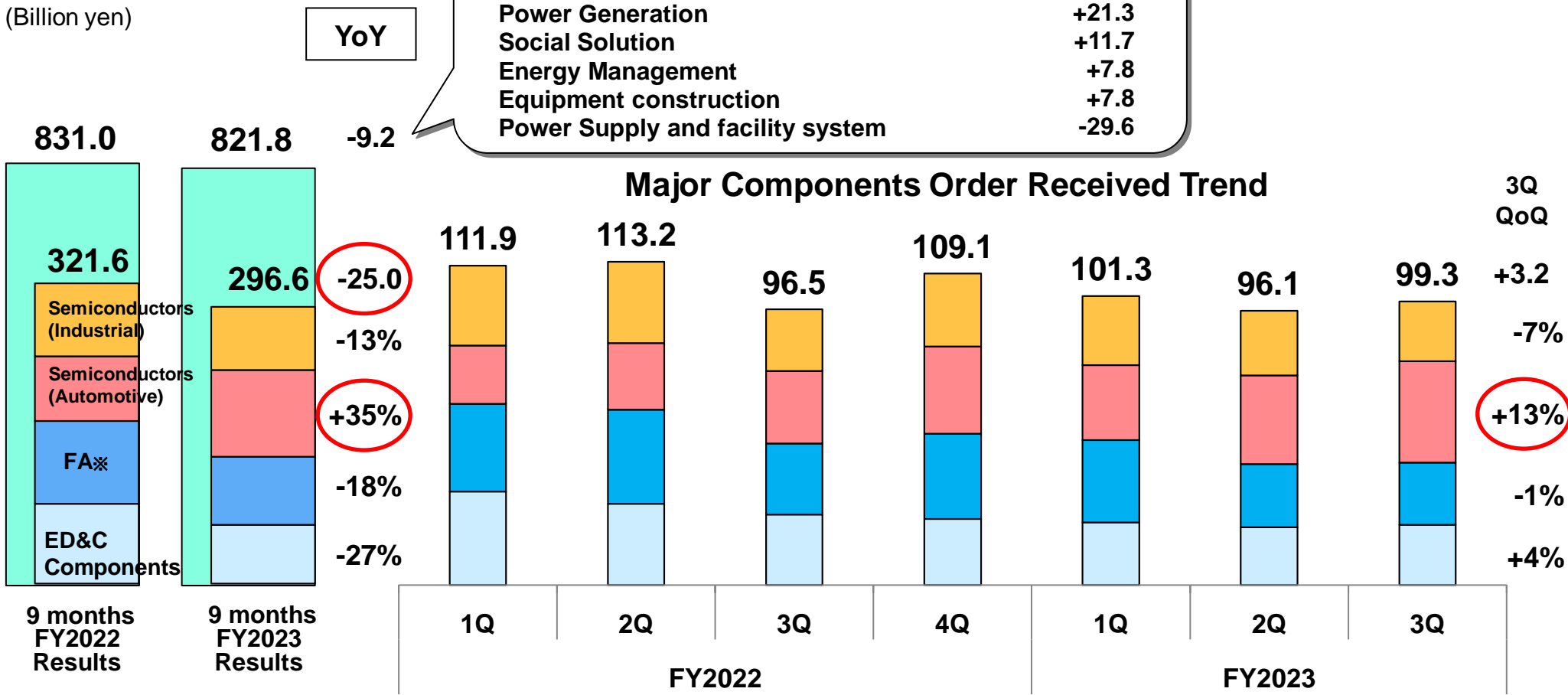
Amount of Orders Received by major components for 9 months (Apr.-Dec.) FY2023

Continuation of strong performance for automotive semiconductors but lower orders for industrial components

<Changes in plant and systems project>

Power Generation	+21.3
Social Solution	+11.7
Energy Management	+7.8
Equipment construction	+7.8
Power Supply and facility system	-29.6

(Billion yen)



*Factory Automation : low-voltage inverters, motors, FA components and measuring instruments

Amount of Sales by major components for 9 months (Apr.-Dec.) FY2023

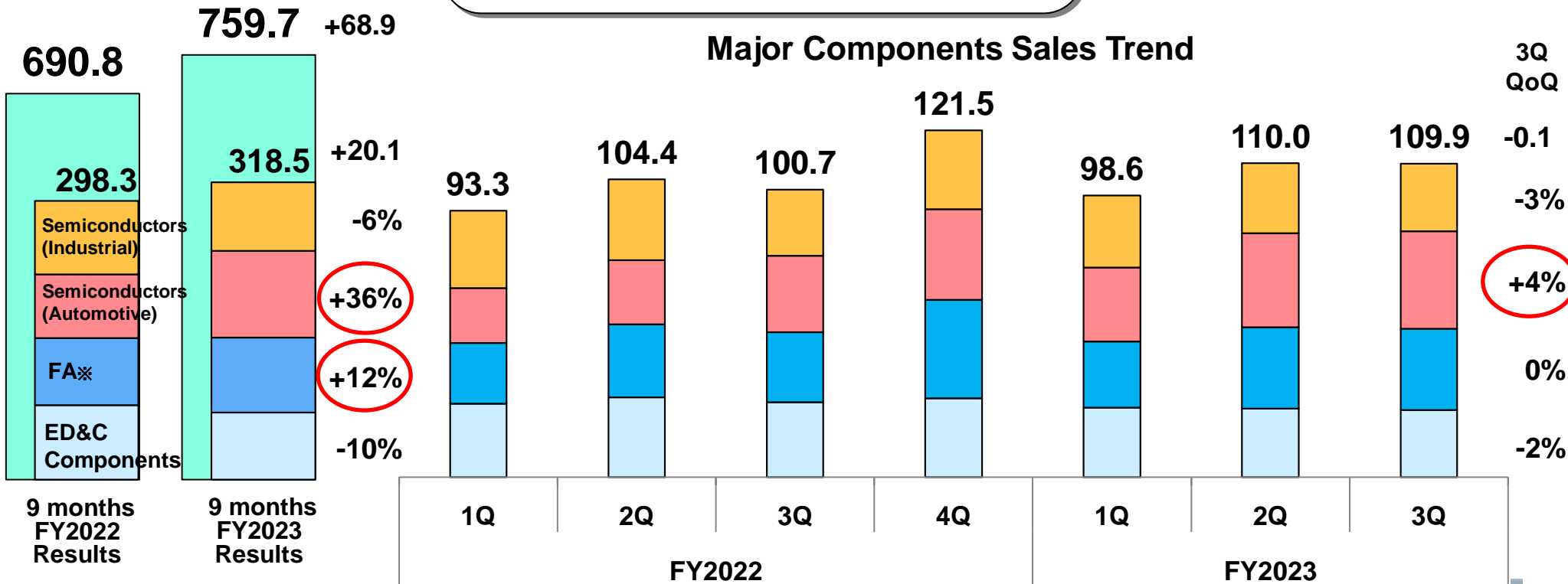
Higher sales of automotive semiconductors and Factory automation components

< Changes in plant and systems project >

Power Supply and facility system	+17.0
Equipment construction	+12.2
Social Solution	+8.6
IT Solution	+5.4
Energy Management	+4.3
Power Generation	-8.4

YoY

(Billion yen)



※Factory Automation : low-voltage inverters, motors, FA components and measuring instruments

2. Balance Sheet

Consolidated Balance Sheet at the End of 3Q FY2023

Assets

	3/31/23	12/31/23	Change
Cash and deposit	84.7	52.5	-32.2
Notes and account receivables-trade, Contract assets	388.5	363.6	-24.9
Inventories	198.7	238.7	40.0
Other current assets	41.7	61.9	20.3
Total current assets	713.6	716.8	3.2
Property, plant and equipment	283.9	293.8	9.9
Intangible assets	24.0	25.2	1.2
Investments and other assets	160.0	158.7	-1.4
Total Non-current assets	467.9	477.6	9.7
Deferred assets	0.1	0.0	-0.0
Total assets	1,181.6	1,194.5	12.9
Net interest-bearing debt※1	99.1	123.2	24.1
Net D/E ratio※2 (times)	0.2	0.2	0.0
Equity ratio	43.8%	45.9%	2.2%

Liabilities and Net Assets

(Billion yen)

	3/31/23	12/31/23	Change
Notes and account payables-trade	201.6	183.2	-18.4
Interest-bearing debts	183.3	175.2	-8.1
Other liabilities	224.6	231.8	7.2
Total liabilities	609.5	590.2	-19.3
Share capital	47.6	47.6	-
Capital surplus	46.0	46.0	0.0
Retained earnings	364.9	385.0	20.1
Treasury shares	-7.4	-7.4	-0.0
Shareholders' equity	451.1	471.2	20.1
Accumulated other comprehensive income	66.0	77.4	11.4
Non-controlling interests	55.0	55.7	0.7
Total net assets	572.1	604.3	32.2
Total liabilities and net assets	1,181.6	1,194.5	12.9

※1 Net interest-bearing debt: Interest-bearing debt – Cash and cash equivalents

※2 Net D/E ratio: Net interest-bearing debt ÷ Equity

3. FY2023 Forecasts

(Comparison with Forecasts on Oct. 26, 2023)

Upward revision to full-year forecasts based on nine-month performance

(Billion yen)	Forecasts (October 26, 2023)	Forecasts (January 31, 2024)	Change
Net Sales	1,060.0	1,070.0	+1.1* 10.0
Operating Profit	96.0	100.0	+0.7* 4.0
(Operating Profit Ratio)	(9.1%)	(9.3%)	(0.2%)
Ordinary Profit	94.5	99.0	4.5
Profit Attributable to Owners of Parent	64.5	68.0	3.5

Assumed Exchange Rate for 4Q FY2023

	US\$	EURO	RMB
October 26 Forecasts	¥140.00	¥150.00	¥19.50
January 31 Forecasts	(no change)	(no change)	(no change)
Foreign Exchange Rate Sensitivity* (Million yen)	20	50	100

※Impact on operating profit (3 month impact from January to March 2024)
 US\$ and EURO: Impact of ¥1 yen depreciation-fluctuations
 RMB: Impact of 1% yen depreciation fluctuations

(Billion yen)	Forecasts (October 26, 2023)		Forecasts (January 31, 2024)		Change	
	Net Sales	Operating Profit	Net Sales	Operating Profit	Net Sales	Operating Profit
Energy	332.0	27.0	331.0	26.3	+1.1* -1.0	+0.2* -0.7
Industry	406.0	32.6	410.0	32.9	4.0	0.3
Semiconductor	223.0	34.3	224.0	35.7	1.0	+0.5* 1.4
Food and Beverage Distribution	99.0	6.5	104.0	7.7	5.0	1.2
Others	60.0	3.8	61.0	4.2	1.0	0.4
Elimination and Corporate	-60.0	-8.2	-60.0	-6.8	0.0	1.4
Total	1,060.0	96.0	1,070.0	100.0	10.0	4.0

* Exchange rate effect

4. Reference

Reference

■ ED&C components amount of orders received

	3Q QoQ	3Q YoY
All	+4%	-15%
Japan	+10%	-25%
Overseas	-9%	+40%

9 months (Apr.-Dec.) YoY
-27%
-31%
-13%

■ Low-voltage inverters amount of orders received

	3Q QoQ	3Q YoY
All	-3%	-20%
Japan	+17%	-36%
Overseas	-11%	-9%

9 months (Apr.-Dec.) YoY
-39%
-47%
-35%

■ Semiconductor amount of orders received

	3Q QoQ	3Q YoY
All	+5%	+20%
Industrial	-7%	-3%
Automotive	+13%	+39%

9 months (Apr.-Dec.) YoY
+9%
-13%
+35%

■ Vending machines amount of orders received

	3Q QoQ	3Q YoY
All	-6%	-5%

9 months (Apr.-Dec.) YoY
+9%

Summary of Consolidated Financial Results Forecasts for FY2023 Fuji Electric (YoY Comparison) *Innovating Energy Technology*

(Billion yen)	FY2022 Results	FY2023 Forecasts (January 31, 2024)	Change	
Net Sales	1,009.4	1,070.0	+9.3*	60.6
Operating Profit	88.9	100.0	+2.3*	11.1
(Operating Profit Ratio)	(8.8%)	(9.3%)		(0.5%)
Ordinary Profit	87.8	99.0		11.2
Profit Attributable to Owners of Parent	61.3	68.0		6.7

(Billion yen)	FY2022 Results		FY2023 Forecast (January 31, 2024)		Change			
	Net Sales	Operating Profit	Net Sales	Operating Profit	Net Sales	Operating Profit		
Energy	333.3	28.6	331.0	26.3	+4.4*	-2.3	+0.6*	-2.3
Industry	369.8	26.8	410.0	32.9	+2.4*	40.2	+0.4*	6.1
Semiconductor	206.2	32.2	224.0	35.7	+2.5*	17.8	+1.3*	3.5
Food and Beverage Distribution	95.3	4.4	104.0	7.7		8.7		3.3
Others	59.8	3.7	61.0	4.2		1.2		0.5
Elimination and Corporate	-54.9	-6.7	-60.0	-6.8		-5.1		-0.1
Total	1,009.4	88.9	1,070.0	100.0		60.6		11.1

※ FY2022 results reflect the organization reforms conducted in FY2023

* Exchange rate effect

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