

【Supplementary Materials】

October 29, 2018
Mitsubishi Electric Corporation

Fiscal 2019 First-half Consolidated Results

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FY '18: Apr. 1, 2017 – Mar. 31, 2018

FY '19: Apr. 1, 2018 – Mar. 31, 2019

1. Financial Results

(Consolidated)

(Billions of yen, year-on-year % change)

	FY '18		FY '19	
	1st Half (Actual)	Full Year (Actual)	1st Half (Actual)	Full Year (Forecast)
Net sales	2,111.7	4,444.4	2,170.1 (+3)	4,510.0 (+1)
Operating income	152.8	327.4	125.9 (-18)	305.0 (-7)
Income before income taxes	166.1	353.2	141.2 (-15)	335.0 (-5)
Net income attributable to Mitsubishi Electric Corp. stockholders	120.9	255.7	102.3 (-15)	240.0 (-6)

*Figures in parentheses in the right column indicate change from the previous corresponding period.

2. Net Sales and Operating Income by Segment

(Billions of yen, year-on-year % change)

		FY '18		FY '19	
		1st Half (Actual)	Full Year (Actual)	1st Half (Actual)	Full Year (Forecast)
Energy and Electric Systems	Net Sales	557.1	1,253.0	568.6 (+2)	1,290.0 (+3)
	Operating Income	10.6	65.4	15.5 (+46)	70.0 (+7)
Industrial Automation Systems	Net Sales	703.7	1,444.9	730.3 (+4)	1,460.0 (+1)
	Operating Income	96.3	187.3	77.9 (-19)	174.0 (-7)
Information and Communication Systems	Net Sales	191.2	438.1	186.8 (-2)	430.0 (-2)
	Operating Income	3.2	11.3	2.5 (-23)	10.0 (-12)
Electronic Devices	Net Sales	99.5	202.2	101.8 (+2)	210.0 (+4)
	Operating Income	7.2	14.1	1.2 (-82)	6.0 (-58)
Home Appliances	Net Sales	539.2	1,049.3	557.1 (+3)	1,070.0 (+2)
	Operating Income	39.4	55.4	33.6 (-15)	52.0 (-6)
Others	Net Sales	310.7	659.0	327.8 (+5)	670.0 (+2)
	Operating Income	9.6	24.0	10.3 (+7)	25.0 (+4)
Subtotal	Net Sales	2,401.6	5,046.8	2,472.7 (+3)	5,130.0 (+2)
	Operating Income	166.5	357.8	141.3 (-15)	337.0 (-6)
Eliminations and other	Net Sales	-289.8	-602.4	-302.6	-620.0
	Operating Income	-13.7	-30.3	-15.3	-32.0
Consolidated total	Net Sales	2,111.7	4,444.4	2,170.1 (+3)	4,510.0 (+1)
	Operating Income	152.8	327.4	125.9 (-18)	305.0 (-7)

3. Overseas Net Sales by Segment

(Billions of yen, year-on-year % change)

	FY '18		FY '19
	1st Half (Actual)	Full Year (Actual)	1st Half (Actual)
Energy and Electric Systems	204.0	422.1	193.3 (-5)
Industrial Automation Systems	430.8	865.8	431.8 (0)
Information and Communication Systems	5.6	13.1	4.7 (-15)
Electronic Devices	57.0	115.8	56.3 (-1)
Home Appliances	294.3	568.7	306.1 (+4)
Others	9.2	19.7	8.8 (-5)
Consolidated total	1,001.2	2,005.4	1,001.3 (0)
Ratio of overseas net sales to total sales	47.4%	45.1%	46.1%

4. Orders by Segment

(Consolidated) (Billions of yen, year-on-year % change)

	FY '19	
	1st Half (Actual)	
Energy and Electric Systems	658.0	(+2)
Industrial Automation Systems	718.5	(+3)
Information and Communication Systems	167.3	(+2)
Electronic Devices	100.4	(+3)

*Home Appliances and Others segments have few products made on order, thus not included in the chart above.

5. Foreign Exchange Rates for Recording Net Sales and Impact of Exchange Rate Fluctuations on Net Sales

		FY '18		FY '19	
		1st Half (Actual)	Full Year (Actual)	1st Half (Actual)	2nd Half (Forecast)
Average exchange rate	US\$	¥111	¥111	¥111	¥105
	Euro	¥128	¥130	¥130	¥125
	CNY	¥16.5	¥16.8	¥16.6	¥16.0
Impact of exchange rate fluctuations on net sales	Consolidated total	About ¥47.0 billion increase	About ¥75.0 billion increase	About ¥2.0 billion increase	/
	US\$	About ¥10.0 billion increase	About ¥9.0 billion increase	About ¥1.0 billion decrease	
	Euro	About ¥13.0 billion increase	About ¥26.0 billion increase	About ¥3.0 billion increase	
	CNY	About ¥5.0 billion increase	About ¥11.0 billion increase	About ¥2.0 billion increase	

6. Capital Expenditures

(Billions of yen, year-on-year % change)

	FY '18	FY '19
	Full Year (Actual)	Full Year (Forecast)
Energy and Electric Systems	29.5	38.0 (+29)
Industrial Automation Systems	79.2	103.0 (+30)
Information and Communication Systems	22.7	20.0 (-12)
Electronic Devices	17.7	39.0 (+120)
Home Appliances	34.2	37.0 (+8)
Others	8.9	5.0 (-44)
Common	12.0	8.0 (-33)
Consolidated total	204.2	250.0 (+22)

7. Depreciation of Tangible Fixed Assets and Other

(Billions of yen, year-on-year % change)

	FY '18		FY '19	
	1st Half (Actual)	Full Year (Actual)	1st Half (Actual)	Full Year (Forecast)
Consolidated	70.0	156.9	69.7 (0)	165.0 (+5)

8. Research and Development Expenditures

(Billions of yen, year-on-year % change)

	FY '18	FY '19
	Full Year (Actual)	Full Year (Forecast)
Consolidated	210.3	225.0 (+7)
Ratio to net sales	4.7%	5.0%

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1. Quarterly Financial Results for Fiscal 2019

(Consolidated)

(Billions of yen, year-on-year % change)

	FY '18			FY '19		
	Q1 (Actual)	Q2 (Actual)	1st Half (Actual)	Q1 (Actual)	Q2 (Actual)	1st Half (Actual)
Net sales	1,033.9	1,077.8	2,111.7	1,050.9 (2)	1,119.1 (4)	2,170.1 (3)
Operating income	75.4	77.3	152.8	61.5 (-18)	64.3 (-17)	125.9 (-18)
Income before income taxes	80.4	85.7	166.1	68.7 (-15)	72.5 (-15)	141.2 (-15)
Net income attributable to Mitsubishi Electric Corp.	56.9	63.9	120.9	47.5 (-17)	54.7 (-14)	102.3 (-15)

2. Quarterly Net Sales and Operating Income by Segment for Fiscal 2019

(Billions of yen, year-on-year % change)

		FY '18			FY '19		
		Q1 (Actual)	Q2 (Actual)	1st Half (Actual)	Q1 (Actual)	Q2 (Actual)	1st Half (Actual)
Energy and Electric Systems	Net sales	268.5	288.5	557.1	267.3 (0)	301.2 (+4)	568.6 (+2)
	Operating income	6.7	3.9	10.6	5.9 (-11)	9.5 (+143)	15.5 (+46)
Industrial Automation Systems	Net sales	350.8	352.8	703.7	360.9 (+3)	369.3 (+5)	730.3 (+4)
	Operating income	50.7	45.5	96.3	44.8 (-12)	33.1 (-27)	77.9 (-19)
Information and Communication Systems	Net sales	90.0	101.1	191.2	79.7 (-11)	107.0 (+6)	186.8 (-2)
	Operating income	-1.7	5.0	3.2	-1.8 (-)	4.3 (-14)	2.5 (-23)
Electronic Devices	Net sales	48.1	51.4	99.5	51.4 (+7)	50.4 (-2)	101.8 (+2)
	Operating income	3.0	4.1	7.2	1.4 (-51)	-0.2 (-)	1.2 (-82)
Home Appliances	Net sales	269.8	269.3	539.2	280.3 (+4)	276.7 (+3)	557.1 (+3)
	Operating income	24.1	15.2	39.4	20.0 (-17)	13.6 (-11)	33.6 (-15)
Others	Net sales	144.9	165.8	310.7	155.6 (+7)	172.1 (+4)	327.8 (+5)
	Operating income	2.0	7.6	9.6	1.1 (-42)	9.1 (+20)	10.3 (+7)
Subtotal	Net sales	1,172.3	1,229.3	2,401.6	1,195.6 (+2)	1,277.0 (+4)	2,472.7 (+3)
	Operating income	84.9	81.6	166.5	71.7 (-16)	69.6 (-15)	141.3 (-15)
Eliminations and other	Net sales	-138.3	-151.4	-289.8	-144.6	-157.9	-302.6
	Operating income	-9.4	-4.3	-13.7	-10.1	-5.2	-15.3
Consolidated total	Net sales	1,033.9	1,077.8	2,111.7	1,050.9 (+2)	1,119.1 (+4)	2,170.1 (+3)
	Operating income	75.4	77.3	152.8	61.5 (-18)	64.3 (-17)	125.9 (-18)

3. Difference between US GAAP and IFRS

1) Financial Results

(Consolidated)

(Billions of yen)

	FY '18					
	1st Half (Actual)			Full Year (Actual)		
	US GAAP	IFRS	Difference	US GAAP	IFRS	Difference
Net sales	2,076.3	2,111.7	35.4	4,431.1	4,444.4	13.2
Operating income	149.2	152.8	3.5	318.6	327.4	8.8
Income before income taxes	185.2	166.1	-19.0	364.5	353.2	-11.3
Net income attributable to Mitsubishi Electric Corp. stockholders	131.1	120.9	-10.1	271.8	255.7	-16.1

* "Net income attributable to Mitsubishi Electric Corp. stockholders" is described as "Net income attributable to Mitsubishi Electric Corp." under US GAAP.

2) Net Sales and Operating Income by Segment

(Billions of yen)

		FY '18					
		1st Half (Actual)			Full Year (Actual)		
		US GAAP	IFRS	Difference	US GAAP	IFRS	Difference
Energy and Electric Systems	Net Sales	527.8	557.1	29.2	1,241.9	1,253.0	11.1
	Operating Income	10.1	10.6	0.5	51.7	65.4	13.7
Industrial Automation Systems	Net Sales	703.7	703.7	—	1,444.9	1,444.9	—
	Operating Income	94.8	96.3	1.4	190.8	187.3	-3.4
Information and Communication Systems	Net Sales	185.0	191.2	6.1	436.0	438.1	2.1
	Operating Income	2.8	3.2	0.4	11.9	11.3	-0.6
Electronic Devices	Net Sales	99.5	99.5	—	202.2	202.2	—
	Operating Income	6.9	7.2	0.2	14.5	14.1	-0.3
Home Appliances	Net Sales	539.2	539.2	—	1,049.3	1,049.3	—
	Operating Income	38.4	39.4	0.9	56.0	55.4	-0.5
Others	Net Sales	362.3	310.7	-51.6	764.3	659.0	-105.2
	Operating Income	9.8	9.6	-0.1	23.9	24.0	0.1
Subtotal	Net Sales	2,417.8	2,401.6	-16.1	5,138.9	5,046.8	-92.0
	Operating Income	163.0	166.5	3.5	349.0	357.8	8.8
Eliminations and other	Net Sales	-341.4	-289.8	51.6	-707.7	-602.4	105.2
	Operating Income	-13.7	-13.7	—	-30.3	-30.3	—
Consolidated total	Net Sales	2,076.3	2,111.7	35.4	4,431.1	4,444.4	13.2
	Operating Income	149.2	152.8	3.5	318.6	327.4	8.8