

Fiscal 2021 Third-quarter Consolidated Results

1. Financial Results
2. Revenue and Operating Profit by Segment
3. Overseas Revenue by Segment
4. Orders by Segment
5. Foreign Exchange Rates for Recording Revenue and
Impact of Exchange Rate Fluctuations on Revenue

FY '20: Apr. 1, 2019 – Mar. 31, 2020
FY '21: Apr. 1, 2020 – Mar. 31, 2021

1. Financial Results

(Consolidated)

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

	FY '20				FY '21			
	1st Half	Q3	9 months	Full Year	1st Half	Q3	9 months	Full Year
	(Actual)	(Actual)	(Actual)	(Actual)	(Actual)	(Actual)	(Actual)	(Forecast)
Revenue	2,182.5 (+1)	1,067.6 (-2)	3,250.1 (0)	4,462.5 (-1)	1,902.0 (-13)	1,038.5 (-3)	2,940.6 (-10)	4,100.0 (-8)
Operating profit	114.2 (-9)	68.0 (-10)	182.2 (-10)	259.6 (-11)	61.3 (-46)	76.3 (+12)	137.7 (-24)	190.0 (-27)
Profit before income taxes	124.0 (-12)	74.7 (-7)	198.7 (-10)	281.9 (-11)	75.6 (-39)	82.6 (+11)	158.3 (-20)	215.0 (-24)
Net profit attributable to Mitsubishi Electric Corp. stockholders	91.2 (-11)	68.4 (+21)	159.7 (+1)	221.8 (-2)	48.2 (-47)	59.5 (-13)	107.7 (-33)	145.0 (-35)

2. Revenue and Operating Profit by Segment

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

		FY '20				FY '21			
		1st Half	Q3	9 months	Full Year	1st Half	Q3	9 months	Full Year
		(Actual)	(Actual)	(Actual)	(Actual)	(Actual)	(Actual)	(Actual)	(Forecast)
Energy and Electric Systems	Revenue	592.1 (+4)	321.2 (+1)	913.4 (+3)	1,307.3 (+1)	564.7 (-5)	303.2 (-6)	867.9 (-5)	1,270.0 (-3)
	Operating profit	20.4 (+31)	27.0 (+14)	47.4 (+21)	82.3 (0)	26.2 (+28)	32.4 (+20)	58.6 (+24)	93.0 (+13)
Industrial Automation Systems	Revenue	686.2 (-6)	329.7 (-9)	1,016.0 (-7)	1,349.4 (-8)	548.6 (-20)	343.5 (+4)	892.1 (-12)	1,210.0 (-10)
	Operating profit	41.2 (-47)	17.6 (-51)	58.9 (-48)	68.9 (-52)	1.7 (-96)	26.5 (+50)	28.3 (-52)	34.0 (-51)
Information and Communication Systems	Revenue	199.0 (+7)	103.0 (+2)	302.0 (+5)	455.5 (+7)	165.5 (-17)	78.2 (-24)	243.7 (-19)	380.0 (-17)
	Operating profit	4.7 (+88)	6.4 (+56)	11.1 (+68)	26.4 (+116)	4.8 (+3)	1.1 (-82)	6.0 (-46)	16.0 (-40)
Electronic Devices	Revenue	103.1 (+1)	51.2 (+10)	154.4 (+4)	208.7 (+4)	100.5 (-2)	48.3 (-6)	148.9 (-4)	200.0 (-4)
	Operating profit	1.0 (-18)	4.4 (-)	5.5 (+655)	8.7 (+503)	5.8 (+458)	1.7 (-62)	7.5 (+37)	3.0 (-66)
Home Appliances	Revenue	581.7 (+4)	248.9 (0)	830.7 (+3)	1,090.2 (+2)	503.7 (-13)	251.2 (+1)	754.9 (-9)	1,000.0 (-8)
	Operating profit	53.2 (+58)	16.4 (-3)	69.7 (+37)	78.2 (+32)	35.5 (-33)	21.9 (+33)	57.4 (-18)	62.0 (-21)
Others	Revenue	316.2 (-4)	164.0 (-5)	480.3 (-4)	659.6 (-3)	272.4 (-14)	152.4 (-7)	424.8 (-12)	590.0 (-11)
	Operating profit	9.5 (-8)	6.6 (+13)	16.1 (0)	26.0 (+8)	1.9 (-79)	3.8 (-42)	5.8 (-64)	13.0 (-50)
Subtotal	Revenue	2,478.5 (0)	1,218.4 (-3)	3,697.0 (-1)	5,071.0 (-1)	2,155.6 (-13)	1,176.9 (-3)	3,332.5 (-10)	4,650.0 (-8)
	Operating profit	130.2 (-8)	78.6 (-9)	208.8 (-8)	290.6 (-10)	76.2 (-41)	87.6 (+11)	163.8 (-22)	221.0 (-24)
Eliminations and corporate	Revenue	-296.0	-150.8	-446.9	-608.5	-253.6	-138.3	-391.9	-550.0
	Operating profit	-15.9	-10.6	-26.6	-31.0	-14.9	-11.2	-26.1	-31.0
Consolidated total	Revenue	2,182.5 (+1)	1,067.6 (-2)	3,250.1 (0)	4,462.5 (-1)	1,902.0 (-13)	1,038.5 (-3)	2,940.6 (-10)	4,100.0 (-8)
	Operating profit	114.2 (-9)	68.0 (-10)	182.2 (-10)	259.6 (-11)	61.3 (-46)	76.3 (+12)	137.7 (-24)	190.0 (-27)

*The impact of COVID-19 on 9 months of FY '21 is analyzed as a decrease in revenue by about 350 billion yen and a loss of operating profit by about 45 billion yen.

3. Overseas Revenue by Segment

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

	FY '20				FY '21			
	1st Half	Q3	9 months	Full Year	1st Half	Q3	9 months	Full Year
	(Actual)	(Actual)	(Actual)	(Actual)	(Actual)	(Actual)	(Actual)	(Forecast)
Energy and Electric Systems	195.7 (+1)	100.7 (0)	296.4 (+1)	396.7 (-4)	167.8 (-14)	83.0 (-18)	250.8 (-15)	
Industrial Automation Systems	392.3 (-9)	180.9 (-9)	573.2 (-9)	754.1 (-10)	318.2 (-19)	199.5 (+10)	517.7 (-10)	
Information and Communication Systems	5.3 (+11)	2.5 (-29)	7.8 (-6)	13.2 (-6)	4.0 (-23)	1.7 (-31)	5.8 (-26)	
Electronic Devices	52.9 (-6)	27.0 (+12)	80.0 (-1)	108.5 (+1)	58.5 (+11)	24.6 (-9)	83.1 (+4)	
Home Appliances	311.4 (+2)	128.9 (+1)	440.4 (+2)	563.3 (-1)	265.9 (-15)	132.1 (+3)	398.1 (-10)	
Others	8.0 (-9)	4.3 (-7)	12.4 (-8)	16.0 (-3)	7.0 (-12)	4.4 (+2)	11.5 (-7)	
Consolidated total	965.8 (-4)	444.6 (-3)	1,410.5 (-4)	1,852.1 (-6)	821.6 (-15)	445.6 (0)	1,267.3 (-10)	
Ratio of overseas revenue to total revenue	44.3%	41.7%	43.4%	41.5%	43.2%	42.9%	43.1%	

4. Orders by Segment

(Consolidated)

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

	FY '20				FY '21			
	1st Half	Q3	9 months	Full Year	1st Half	Q3	9 months	Full Year
	(Actual)	(Actual)	(Actual)	(Actual)	(Actual)	(Actual)	(Actual)	(Forecast)
Energy and Electric Systems	693.4 (+5)	303.1 (+2)	996.6 (+4)	1,348.8 (+4)	603.3 (-13)	264.0 (-13)	867.4 (-13)	
Industrial Automation Systems	682.3 (-5)	334.3 (-6)	1,016.7 (-5)	1,358.0 (-5)	558.9 (-18)	356.1 (+7)	915.0 (-10)	
Information and Communication Systems	189.5 (+13)	89.1 (-17)	278.7 (+1)	448.8 (+7)	155.2 (-18)	91.2 (+2)	246.5 (-12)	
Electronic Devices	106.6 (+6)	58.0 (+13)	164.7 (+9)	221.6 (+11)	85.8 (-20)	61.0 (+5)	146.8 (-11)	

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

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

		FY '20			FY '21		
		1st Half (Actual)	Q3 (Actual)	Full Year (Actual)	1st Half (Actual)	Q3 (Actual)	Q4 (Forecast)
Average exchange rate	US\$	¥109	¥109	¥109	¥106	¥104	¥103
	Euro	¥121	¥122	¥121	¥122	¥124	¥125
	CNY	¥15.6	¥15.6	¥15.6	¥15.2	¥15.8	¥16.0
Impact of exchange rate fluctuations on revenue	Consolidated total	About ¥35.0 billion decrease	About ¥13.0 billion decrease	About ¥62.0 billion decrease	About ¥15.0 billion decrease	About ¥7.0 billion decrease	
	US\$	About 4.0 billion decrease	About ¥4.0 billion decrease	About ¥9.0 billion decrease	About ¥5.0 billion decrease	About ¥5.0 billion decrease	
	Euro	About ¥13.0 billion decrease	About ¥4.0 billion decrease	About 20.0 billion decrease	About ¥1.0 billion increase	About ¥2.0 billion increase	
	CNY	About ¥10.0 billion decrease	About ¥3.0 billion decrease	About ¥17.0 billion decrease	About ¥5.0 billion decrease	About ¥1.0 billion increase	