

**Fiscal 2020 Third-quarter Consolidated Results**

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**1. Financial Results**

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

	FY '19								FY '20							
	1st Half (Actual)		Q3 (Actual)		9 months (Actual)		Full Year (Actual)		1st Half (Actual)		Q3 (Actual)		9 months (Actual)		Full Year (Forecast)	
	Revenue	2,170.1	(+3)	1,094.0	(+2)	3,264.1	(+2)	4,519.9	(+2)	2,182.5	(+1)	1,067.6	(-2)	3,250.1	(0)	4,500.0
Operating profit	125.9	(-18)	75.5	(-11)	201.4	(-15)	290.4	(-11)	114.2	(-9)	68.0	(-10)	182.2	(-10)	260.0	(-10)
Profit before income taxes	141.2	(-15)	80.4	(-13)	221.7	(-14)	315.9	(-11)	124.0	(-12)	74.7	(-7)	198.7	(-10)	275.0	(-13)
Net profit attributable to Mitsubishi Electric Corp. stockholders	102.3	(-15)	56.4	(-10)	158.8	(-14)	226.6	(-11)	91.2	(-11)	68.4	(+21)	159.7	(+1)	210.0	(-7)

**2. Revenue and Operating Profit by Segment**

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

		FY '19								FY '20							
		1st Half (Actual)		Q3 (Actual)		9 months (Actual)		Full Year (Actual)		1st Half (Actual)		Q3 (Actual)		9 months (Actual)		Full Year (Forecast)	
		Energy and Electric Systems	Revenue	568.6	(+2)	317.2	(+5)	885.8	(+3)	1,296.7	(+3)	592.1	(+4)	321.2	(+1)	913.4	(+3)
	Operating profit	15.5	(+46)	23.6	(+35)	39.2	(+39)	82.5	(+26)	20.4	(+31)	27.0	(+14)	47.4	(+21)	89.0	(+8)
Industrial Automation Systems	Revenue	730.3	(+4)	363.9	(-1)	1,094.2	(+2)	1,467.6	(+2)	686.2	(-6)	329.7	(-9)	1,016.0	(-7)	1,370.0	(-7)
	Operating profit	77.9	(-19)	36.1	(-32)	114.0	(-24)	142.5	(-24)	41.2	(-47)	17.6	(-51)	58.9	(-48)	79.0	(-45)
Information and Communication Systems	Revenue	186.8	(-2)	100.7	(0)	287.5	(-2)	426.2	(-3)	199.0	(+7)	103.0	(+2)	302.0	(+5)	460.0	(+8)
	Operating profit	2.5	(-23)	4.1	(+13)	6.6	(-4)	12.2	(+8)	4.7	(+88)	6.4	(+56)	11.1	(+68)	21.0	(+71)
Electronic Devices	Revenue	101.8	(+2)	46.6	(-7)	148.5	(-1)	199.9	(-1)	103.1	(+1)	51.2	(+10)	154.4	(+4)	210.0	(+5)
	Operating profit (loss)	1.2	(-82)	-0.5	(-)	0.7	(-94)	1.4	(-90)	1.0	(-18)	4.4	(-)	5.5	(+655)	6.0	(+316)
Home Appliances	Revenue	557.1	(+3)	248.9	(+4)	806.0	(+3)	1,074.0	(+2)	581.7	(+4)	248.9	(0)	830.7	(+3)	1,100.0	(+2)
	Operating profit	33.6	(-15)	17.0	(+56)	50.7	(+1)	59.4	(+7)	53.2	(+58)	16.4	(-3)	69.7	(+37)	73.0	(+23)
Others	Revenue	327.8	(+5)	172.4	(+3)	500.2	(+5)	676.7	(+3)	316.2	(-4)	164.0	(-5)	480.3	(-4)	670.0	(-1)
	Operating profit	10.3	(+7)	5.8	(+5)	16.1	(+6)	24.1	(+1)	9.5	(-8)	6.6	(+13)	16.1	(0)	24.0	(-1)
Subtotal	Revenue	2,472.7	(+3)	1,249.8	(+2)	3,722.5	(+3)	5,141.3	(+2)	2,478.5	(0)	1,218.4	(-3)	3,697.0	(-1)	5,120.0	(0)
	Operating profit	141.3	(-15)	86.2	(-10)	227.6	(-13)	322.3	(-10)	130.2	(-8)	78.6	(-9)	208.8	(-8)	292.0	(-9)
Eliminations and corporate	Revenue	-302.6		-155.8		-458.4		-621.4		-296.0		-150.8		-446.9		-620.0	
	Operating profit	-15.3		-10.7		-26.1		-31.8		-15.9		-10.6		-26.6		-32.0	
Consolidated total	Revenue	2,170.1	(+3)	1,094.0	(+2)	3,264.1	(+2)	4,519.9	(+2)	2,182.5	(+1)	1,067.6	(-2)	3,250.1	(0)	4,500.0	(0)
	Operating profit	125.9	(-18)	75.5	(-11)	201.4	(-15)	290.4	(-11)	114.2	(-9)	68.0	(-10)	182.2	(-10)	260.0	(-10)

**3. Overseas Revenue by Segment**

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

	FY '19								FY '20							
	1st Half (Actual)		Q3 (Actual)		9 months (Actual)		Full Year (Actual)		1st Half (Actual)		Q3 (Actual)		9 months (Actual)		Full Year (Forecast)	
	Energy and Electric Systems	193.3	(-5)	100.8	(-3)	294.1	(-5)	411.3	(-3)	195.7	(+1)	100.7	(0)	296.4	(+1)	
Industrial Automation Systems	431.8	(0)	199.5	(-8)	631.4	(-3)	842.5	(-3)	392.3	(-9)	180.9	(-9)	573.2	(-9)		
Information and Communication Systems	4.7	(-15)	3.6	(+20)	8.4	(-3)	14.1	(+8)	5.3	(+11)	2.5	(-29)	7.8	(-6)		
Electronic Devices	56.3	(-1)	24.2	(-17)	80.6	(-7)	107.9	(-7)	52.9	(-6)	27.0	(+12)	80.0	(-1)		
Home Appliances	306.1	(+4)	127.5	(-4)	433.7	(+2)	570.7	(0)	311.4	(+2)	128.9	(+1)	440.4	(+2)		
Others	8.8	(-5)	4.7	(-7)	13.5	(-5)	16.5	(-16)	8.0	(-9)	4.3	(-7)	12.4	(-8)		
Consolidated total	1,001.3	(0)	460.5	(-6)	1,461.8	(-2)	1,963.2	(-2)	965.8	(-4)	444.6	(-3)	1,410.5	(-4)		
Ratio of overseas revenue to total revenue	46.1%		42.1%		44.8%		43.4%		44.3%		41.7%		43.4%			

#### 4. Orders by Segment

(Consolidated)

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

	FY '19				FY '20											
	1st Half (Actual)		Q3 (Actual)		9 months (Actual)		Full Year (Actual)		1st Half (Actual)		Q3 (Actual)		9 months (Actual)		Full Year (Forecast)	
	Energy and Electric Systems	658.0	(+2)	298.2	(+4)	956.3	(+3)	1,299.6	(0)	693.4	(+5)	303.1	(+2)	996.6	(+4)	
Industrial Automation Systems	718.5	(+3)	355.3	(+1)	1,073.9	(+2)	1,432.3	(+1)	682.3	(-5)	334.3	(-6)	1,016.7	(-5)		
Information and Communication Systems	167.3	(+2)	107.6	(-18)	274.9	(-7)	418.4	(-12)	189.5	(+13)	89.1	(-17)	278.7	(+1)		
Electronic Devices	100.4	(+3)	51.3	(-9)	151.8	(-2)	199.2	(-4)	106.6	(+6)	58.0	(+13)	164.7	(+9)		

\*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 '19			FY '20		
		1st Half (Actual)	Q3 (Actual)	Full Year (Actual)	1st Half (Actual)	Q3 (Actual)	Q4 (Forecast)
Average exchange rate	US\$	¥111	¥113	¥111	¥109	¥109	¥105
	Euro	¥130	¥128	¥128	¥121	¥122	¥115
	CNY	¥16.6	¥16.3	¥16.5	¥15.6	¥15.6	¥15.0
Impact of exchange rate fluctuations on revenue	Consolidated total	About ¥2.0 billion increase	About ¥13.0 billion decrease	About ¥18.0 billion decrease	About ¥35.0 billion decrease	About ¥13.0 billion decrease	
	US\$	About ¥1.0 billion decrease	About ¥1.0 billion decrease	About ¥1.0 billion increase	About ¥4.0 billion decrease	About ¥4.0 billion decrease	
	Euro	About ¥3.0 billion increase	About ¥4.0 billion decrease	About ¥6.0 billion decrease	About ¥13.0 billion decrease	About ¥4.0 billion decrease	
	CNY	About ¥2.0 billion increase	About ¥4.0 billion decrease	About ¥6.0 billion decrease	About ¥10.0 billion decrease	About ¥3.0 billion decrease	