

Fiscal 2018 Third-quarter Consolidated Results

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1. Financial Results

(Consolidated)

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

	FY '17				FY '18			
	1st Half	Q3	9 months	Full Year	1st Half	Q3	9 months	Full Year
	(Actual)	(Actual)	(Actual)	(Actual)	(Actual)	(Actual)	(Actual)	(Forecast)
Net sales	1,972.3 (-4)	974.7 (-5)	2,947.1 (-5)	4,238.6 (-4)	2,076.3 (+5)	1,038.6 (+7)	3,115.0 (+6)	4,420.0 (+4)
Operating income	121.7 (-4)	53.8 (-33)	175.5 (-15)	270.1 (-10)	149.2 (+23)	83.1 (+54)	232.4 (+32)	325.0 (+20)
Income before income taxes	123.7 (-7)	72.4 (-15)	196.1 (-10)	296.2 (-7)	185.2 (+50)	91.9 (+27)	277.2 (+41)	370.0 (+25)
Net income attributable to Mitsubishi Electric Corp.	88.3 (-5)	46.9 (-22)	135.3 (-11)	210.4 (-8)	131.1 (+48)	61.9 (+32)	193.1 (+43)	265.0 (+26)

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 '17				FY '18			
		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	Net Sales	525.4 (0)	259.2 (-9)	784.7 (-3)	1,227.9 (-3)	527.8 (0)	277.4 (+7)	805.3 (+3)	1,240.0 (+1)
	Operating Income	9.1 (+143)	4.5 (-69)	13.7 (-25)	44.3 (-12)	10.1 (+10)	16.5 (+261)	26.6 (+94)	57.0 (+29)
Industrial Automation Systems	Net Sales	617.6 (-7)	334.3 (+2)	951.9 (-4)	1,310.1 (-1)	703.7 (+14)	366.8 (+10)	1,070.5 (+12)	1,440.0 (+10)
	Operating Income	62.1 (-26)	40.4 (-6)	102.5 (-19)	140.0 (-12)	94.8 (+53)	52.7 (+30)	147.6 (+44)	190.0 (+36)
Information and Communication Systems	Net Sales	198.2 (-12)	87.1 (-38)	285.4 (-22)	447.7 (-20)	185.0 (-7)	89.7 (+3)	274.7 (-4)	450.0 (+1)
	Operating Income	3.8 (-)	0.5 (-93)	4.4 (0)	12.7 (-15)	2.8 (-28)	3.4 (+491)	6.2 (+40)	15.0 (+18)
Electronic Devices	Net Sales	86.5 (-30)	49.3 (+15)	135.8 (-18)	186.5 (-12)	99.5 (+15)	50.3 (+2)	149.8 (+10)	200.0 (+7)
	Operating Income	1.7 (-89)	3.3 (+28)	5.1 (-73)	8.3 (-50)	6.9 (+293)	5.0 (+51)	12.0 (+135)	13.0 (+55)
Home Appliances	Net Sales	519.3 (+2)	227.0 (+3)	746.4 (+2)	1,004.4 (+2)	539.2 (+4)	239.9 (+6)	779.1 (+4)	1,040.0 (+4)
	Operating Income	48.6 (+47)	8.9 (-40)	57.6 (+20)	69.6 (+9)	38.4 (-21)	10.6 (+19)	49.1 (-15)	57.0 (-18)
Others	Net Sales	336.7 (-1)	177.8 (+4)	514.5 (+1)	713.6 (+1)	362.3 (+8)	194.2 (+9)	556.6 (+8)	750.0 (+5)
	Operating Income	9.3 (+28)	5.9 (-7)	15.2 (+12)	23.2 (-2)	9.8 (+4)	5.1 (-12)	14.9 (-2)	23.0 (-1)
Subtotal	Net Sales	2,284.0 (-4)	1,134.9 (-4)	3,419.0 (-4)	4,890.3 (-3)	2,417.8 (+6)	1,218.5 (+7)	3,636.3 (+6)	5,120.0 (+5)
	Operating Income	134.9 (-4)	63.8 (-29)	198.8 (-14)	298.3 (-9)	163.0 (+21)	93.5 (+47)	256.6 (+29)	355.0 (+19)
Eliminations and other	Net Sales	-311.7	-160.1	-471.9	-651.7	-341.4	-179.8	-521.3	-700.0
	Operating Income	-13.2	-9.9	-23.2	-28.2	-13.7	-10.4	-24.2	-30.0
Consolidated total	Net Sales	1,972.3 (-4)	974.7 (-5)	2,947.1 (-5)	4,238.6 (-4)	2,076.3 (+5)	1,038.6 (+7)	3,115.0 (+6)	4,420.0 (+4)
	Operating Income	121.7 (-4)	53.8 (-33)	175.5 (-15)	270.1 (-10)	149.2 (+23)	83.1 (+54)	232.4 (+32)	325.0 (+20)

3. Overseas Net Sales by Segment

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

	FY '17				FY '18			
	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	197.3 (-11)	97.3 (-14)	294.7 (-12)	419.6 (-9)	202.6 (+3)	102.5 (+5)	305.2 (+4)	
Industrial Automation Systems	357.4 (-9)	196.0 (+9)	553.4 (-3)	766.1 (+1)	430.8 (+21)	217.4 (+11)	648.3 (+17)	
Information and Communication Systems	5.4 (-56)	1.7 (-93)	7.1 (-81)	11.2 (-76)	5.6 (+3)	3.0 (+73)	8.6 (+20)	
Electronic Devices	46.9 (-10)	27.6 (+20)	74.5 (-1)	102.0 (+4)	57.0 (+22)	29.1 (+5)	86.2 (+16)	
Home Appliances	275.8 (+1)	112.4 (+6)	388.3 (+2)	518.2 (+4)	294.3 (+7)	132.2 (+18)	426.5 (+10)	
Others	7.4 (+2)	4.7 (+36)	12.2 (+13)	15.7 (+11)	9.2 (+24)	5.0 (+6)	14.3 (+17)	
Consolidated total	890.4 (-7)	440.0 (-3)	1,330.5 (-6)	1,833.1 (-2)	999.9 (+12)	489.4 (+11)	1,489.3 (+12)	
Ratio of overseas net sales to total sales	45.1%	45.1%	45.1%	43.2%	48.2%	47.1%	47.8%	

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

		FY '17			FY '18		
		1st Half (Actual)	Q3 (Actual)	Full Year (Actual)	1st Half (Actual)	Q3 (Actual)	Q4 (Forecast)
Average exchange rates	US\$	¥105	¥111	¥109	¥111	¥113	¥105
	Euro	¥118	¥119	¥119	¥128	¥133	¥125
Impact of exchange rate fluctuations on net sales	Consolidated total	About ¥127.0 billion decrease	About ¥41.0 billion decrease	About ¥186.0 billion decrease	About ¥47.0 billion increase	About ¥23.0 billion increase	
	US\$	About ¥31.0 billion decrease	About ¥9.0 billion decrease	About ¥44.0 billion decrease	About ¥10.0 billion increase	About ¥3.0 billion increase	
	Euro	About ¥25.0 billion decrease	About ¥6.0 billion decrease	About ¥35.0 billion decrease	About ¥13.0 billion increase	About ¥8.0 billion increase	

The average exchange rates represent the exchange rates applied for calculating profits and losses of foreign subsidiaries and affiliated companies in the consolidated statements.