

# Financial Results

## FY2019 (Ended March 2020)



April, 2020 | FUJITSU GENERAL LIMITED



## 1. Financial Results for FY2019

Consolidated Financial Results	▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪	3
Analysis of Financial Results	▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪	4
Sales by Segment	▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪	5
AC Sales by Geographic area	▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪	6
Segment information	▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪	7
Analysis of Consolidated Operating income (vs previous year)	▪ ▪ ▪	8
Consolidated Balance Sheets	▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪	9
Main Financial Data	▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪	1 0

## 2. Financial Plan for FY2020

Consolidated Financial Plan	▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪	1 1
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<Reference Information>	▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪	1 2
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# 1. Financial Results for FY2019



## Consolidated Financial Results

Consolidated Statements of Income [Note: subscripts(%) of change % is local currency base] (Hundred Million Yen)

	FY 2018		FY 2019		Change	
	Actual	(ratio)	Actual	(ratio)		%
Net sales	2,527	(100.0%)	2,621	(100.0%)	94	7% 4%
Gross profit	675	(26.7%)	722	(27.6%)	47	7%
Operating income	146	(5.8%)	149	(5.7%)	3	2%
Non-operating profit or loss	-5	(-0.2%)	-12	(-0.5%)	-7	-%
(exchange gain and loss)	(9)	(0.4%)	(-7)	(-0.3%)	(-16)	(-%)
Ordinary income	141	(5.6%)	137	(5.2%)	-4	-3%
Extraordinary loss	-	(-%)	35	(1.3%)	35	-%
Net income※	89	(3.5%)	58	(2.2%)	-31	-35%

※Net income attributable to Owners of the Parent

Net income per share **¥84.99**

**¥55.11**

**¥-29.88**

Copper price Average  
US\$/t 6,717

Average  
6,162

Average  
-555

Foreign Exchange rate Average (Closing)

Yen/1USD	111	( 111)
Yen/1AUD	81	( 79)
Yen/1EUR	128	( 125)
BAHT/1USD	32.0	( 31.7)
RMB/1USD	6.66	( 6.73)

Average (Closing)

109	( 109)
75	( 66)
121	( 120)
30.9	( 32.5)
6.90	( 7.09)

Average (Closing)

-2	( -2)
-6	( -13)
-7	( -5)
-1.1	( 0.8)
0.24	( 0.36)

## Analysis of Financial Results

<p>Air Conditioners</p>	<p>&lt;Sales&gt;</p> <ul style="list-style-type: none"> <li>▪ Air conditioners (Overseas) increased by 7.2 Billion Yen ( up by 4%, up by 9% based on local currency from previous year ).</li> <li>▪ Air conditioners (Japan) decreased by 2.0 Billion Yen ( down by 3% from previous year ).</li> </ul> <p>&lt;Operating income&gt;</p> <ul style="list-style-type: none"> <li>▪ Decreased by 0.3 Billion Yen ( down by 3% from previous year ).</li> </ul> <p>Despite steady promotion of total cost reduction, operating income decreased due to the stagnation in production activities and sales decline caused by COVID-19.</p>
<p>Info &amp; Comm Syst. and Electronic Devices</p>	<p>&lt;Sales&gt;</p> <ul style="list-style-type: none"> <li>▪ Sales increased by 4.1 Billion Yen ( up by 16% from previous year ).</li> </ul> <p>&lt;Operating income&gt;</p> <ul style="list-style-type: none"> <li>▪ Increased by 1.2 Billion Yen ( up by 43% from previous year ).</li> </ul> <p>Mainly increased sales in Information &amp; Communication Systems.</p>
<p>Capital Expenditures</p>	<p>Investment amount 13.9 Billion Yen ( increased by 5.5 Billion Yen, up by 66% from previous year ).</p> <p>This included building and R&amp;D facility of "Innovation &amp; Communication Center (ICC)" about 3.5 Billion Yen and new factory in Thailand about 3.8 Billion Yen in order to enhance production capacity.</p>

## Sales by Segment

(Hundred Million Yen)

	FY2018		FY2019		Change			
	Actual		Actual				%	
<b>Air conditioners</b>	<b>89%</b>	<b>2,249</b>	<b>88%</b>	<b>2,301</b>	<b>-1%</b>	<b>52</b>	<b>6%</b>	<b>2%</b>
<b>(Japan)</b>		<b>(593)</b>		<b>(573)</b>		<b>(-20)</b>		<b>(-3%)</b>
<b>(Overseas)</b>		<b>(1,656)</b>		<b>(1,728)</b>		<b>(72)</b>	<b>(9%)</b>	<b>(4%)</b>
<b>Info &amp; Comm Syst.</b>		<b>136</b>		<b>188</b>		<b>52</b>		<b>38%</b>
<b>Electronic Devices</b>		<b>124</b>		<b>113</b>		<b>-11</b>		<b>-8%</b>
<b>Info &amp; Comm Syst. and Electronic Devices</b>	<b>10%</b>	<b>260</b>	<b>11%</b>	<b>301</b>	<b>1%</b>	<b>41</b>		<b>16%</b>
<b>Others</b>	<b>1%</b>	<b>18</b>	<b>1%</b>	<b>19</b>	<b>-%</b>	<b>1</b>		<b>5%</b>
<b>Total</b>	<b>100%</b>	<b>2,527</b>	<b>100%</b>	<b>2,621</b>	<b>-%</b>	<b>94</b>	<b>7%</b>	<b>4%</b>
<b>Japan</b>	<b>34%</b>	<b>860</b>	<b>34%</b>	<b>885</b>	<b>-%</b>	<b>25</b>		<b>3%</b>
<b>Overseas</b>	<b>66%</b>	<b>1,667</b>	<b>66%</b>	<b>1,736</b>	<b>-%</b>	<b>69</b>	<b>9%</b>	<b>4%</b>

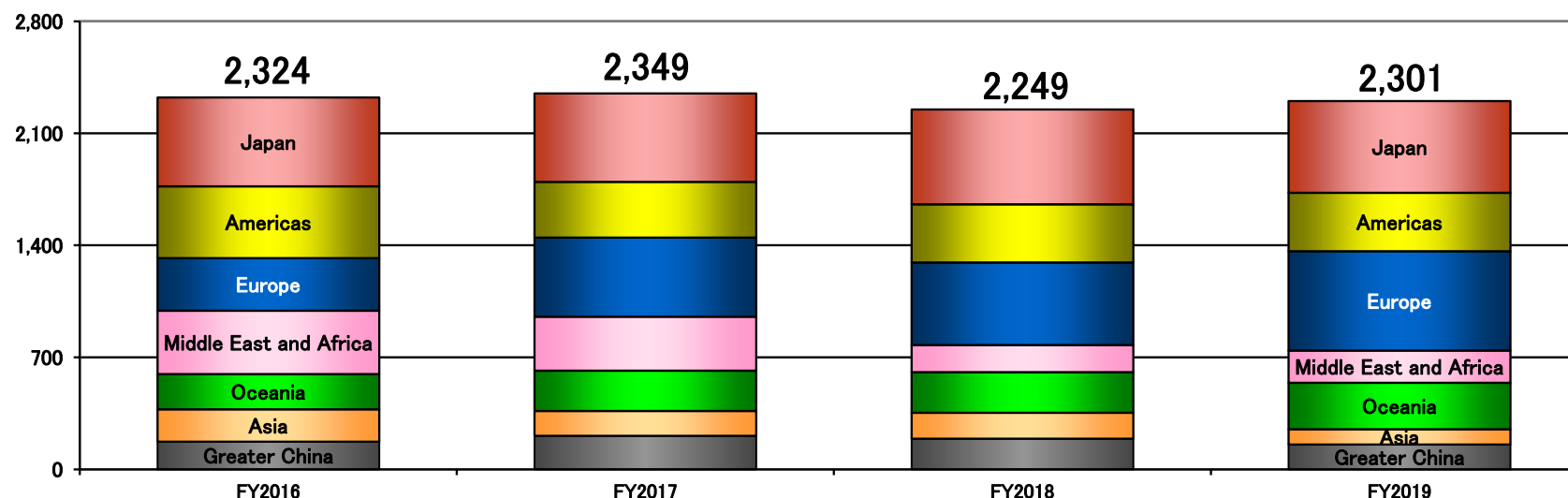
[Note1: subscripts(%) of sales is proportion to Total] [Note2: subscripts(%) of change % is local currency base]

# 1. Financial Results for FY2019



## AC Sales by Geographic area

(Hundred Million Yen)



### 【Sales by Geographic area】

(Hundred Million Yen)

	FY2016		FY2017		FY2018		FY2019		Change			
	%	Value	%	Value	%	Value	%	Value	%	Value	Local currency base	
Japan	24%	555	23%	552	26%	593	25%	573	-1%	-20	-3%	-3%
Americas	14%	329	15%	349	16%	363	16%	365	-%	2	-%	3%
Europe	19%	449	21%	494	23%	516	27%	621	4%	105	21%	26%
Middle East and Africa	17%	396	14%	337	8%	170	9%	201	1%	31	18%	21%
Oceania	10%	220	11%	252	11%	253	12%	290	1%	37	15%	24%
Asia	9%	202	7%	156	7%	162	4%	96	-3%	-66	-41%	-40%
Greater China	7%	173	9%	209	9%	192	7%	155	-2%	-37	-19%	-15%
Total	100%	2,324	100%	2,349	100%	2,249	100%	2,301	-%	52	2%	6%
(Overseas Total)	(76%)	(1,769)	(77%)	(1,797)	(74%)	(1,656)	(75%)	(1,728)	(1%)	( 72)	(4%)	(9%)

[Note1: sales to external customers ] [Note2: subscribers(%) is proportion to Total]

## Segment Information

(Hundred Million Yen)

		FY2018	FY2019	Change		
		Actual	Actual		%	
Air conditioners	Net sales	2,249	2,301	52	6%	2%
	Operating income	108	105	-3		-3%
	(Operating income margin)	(4.8%)	(4.6%)	(-0.2%)		
Info & Comm Syst. and Electronic Devices	Net sales	260	301	41		16%
	Operating income	27	39	12		43%
	(Operating income margin)	(10.5%)	(13.0%)	(2.5%)		
Others	Net sales	18	19	1		5%
	Operating income	11	5	-6		-48%
	(Operating income margin)	(58.6%)	(29.0%)	(-29.6%)		
Total	Net sales	2,527	2,621	94	7%	4%
	Operating income	146	149	3		2%
	(Operating income margin)	(5.8%)	(5.7%)	(-0.1%)		

[Note1: sales to external customers]

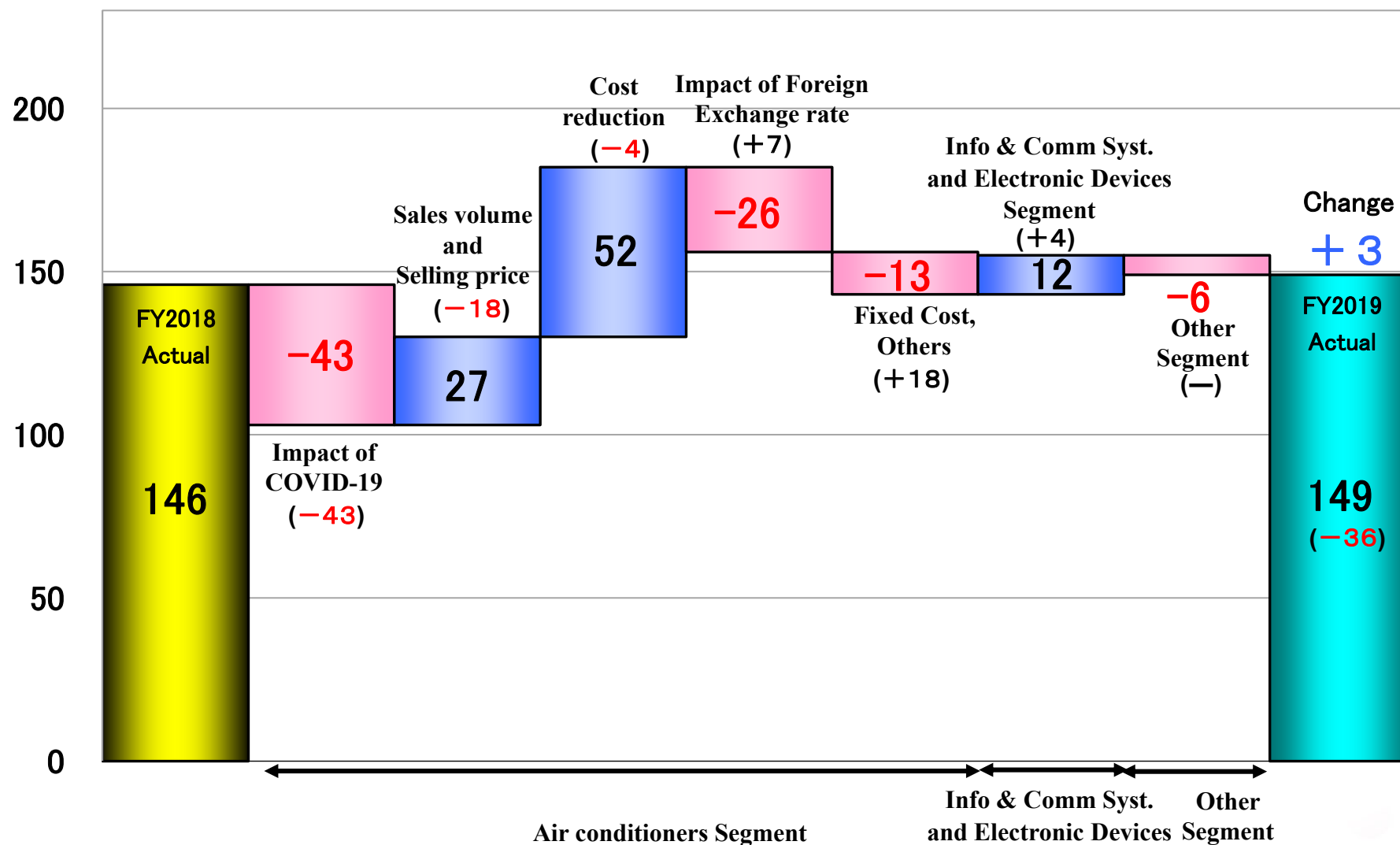
[Note2: subscribers(%) of change % is local currency base]

# 1. Financial Results for FY2019



## Analysis of Consolidated Operating income(vs previous year)

(Hundred Million Yen)



[Note: ( ) Number is change vs previous plan]

-3  
(-40)

Segment  
+12  
(+4)

-6  
(-)



## Consolidated Balance Sheets

(Hundred Million Yen)

	FY2018		FY2019		Change
	Actual	ratio	Actual	ratio	
<b>Current assets</b>	1,517	70%	1,418	66%	-99
(Cash and deposits)	(354)		(276)		(-78)
(Notes and accounts receivable)	(797)		(713)		(-84)
(Inventories)	(267)		(330)		(63)
(Others)	(99)		(99)		(-)
<b>Noncurrent assets</b>	641	30%	715	34%	74
<b>Total assets</b>	2,158	100%	2,133	100%	-25
<b>Current liabilities</b>	820	38%	821	38%	1
(Notes and accounts payable)	(410)		(355)		(-55)
(Short-term loans payable)	(4)		(54)		(50)
(Others)	(406)		(412)		(6)
<b>Noncurrent liabilities</b>	207	10%	205	10%	-2
<b>Total liabilities</b>	1,027	48%	1,026	48%	-1
<b>Shareholders' equity</b>	1,059	49%	1,089	51%	30
Accumulated other comprehensive income	36	2%	-20	-1%	-56
<b>Non-controlling interests</b>	36	1%	38	2%	2
<b>Total net assets</b>	1,131	52%	1,107	52%	-24
<b>Total liabilities and net assets</b>	2,158	100%	2,133	100%	-25

## Main Financial Data

(Hundred Million Yen)

	FY2018 Actual	FY2019 Actual	Change	
				%
Operating Cash Flow	85	97	12	14%
Investing Cash Flow	-125	-191	-66	53%
Free Cash Flow	-40	-94	-54	-%

R&D Expense	5.1%	130	5.1%	134	-%	4	3%
Capital Expenditures		84		139		55	66%
Depreciation Expense		52		58		6	11%

[Note: subscripts(%) is proportion to Net sales]

ROE	8.3%	5.3%	-3.0%
Shareholders' equity ratio	50.7%	50.1%	-0.6%

Inventory	267	330	63
Days Inventory Outstanding	42.8days	45.9days	3.1days
CCC*	87.4days	91.9days	4.5days
Net D/E ratio (times)	-0.32	-0.21	0.11

\*CCC (Cash Conversion Cycle): Days Sales Outstanding + Days Inventory Outstanding - Days Payable Outstanding

## Consolidated Financial Plan

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COVID-19 infection spreads throughout the world.

We, Fujitsu General, put the highest priority on safety of our customers, business partners and employees. We will carefully watch the impact of COVID-19 and execute business activities such as sales, production and product development trying to minimize the impacts.

Unfortunately, we cannot disclose our financial forecast of FY2020 at this point since it is difficult to make a reasonable estimation of the impact of COVID-19 on our business activities.

The financial forecast will be disclosed promptly when it becomes available.

# Sales by Segment (Quarter Information)

(Hundred Million Yen)

	FY2018 (Actual)					FY2019 (Actual)				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Air conditioners	542	560	331	816	2,249	584	615	407	695	2,301
(Japan)	(171)	(190)	(85)	(147)	(593)	(182)	(182)	(82)	(127)	(573)
(Overseas)	(371)	(370)	(246)	(669)	(1,656)	(402)	(433)	(325)	(568)	(1,728)
Info & Comm Syst.	12	42	23	59	136	14	51	38	85	188
Electronic Devices	30	36	29	29	124	22	34	28	29	113
Info & Comm Syst. and Electronic Devices	42	78	52	88	260	36	85	66	114	301
Others	4	5	5	4	18	4	5	5	5	19
<b>Total</b>	<b>588</b>	<b>643</b>	<b>388</b>	<b>908</b>	<b>2,527</b>	<b>624</b>	<b>705</b>	<b>478</b>	<b>814</b>	<b>2,621</b>
Japan	214	271	139	236	860	220	271	150	244	885
Overseas	374	372	249	672	1,667	404	434	328	570	1,736

## Consolidated Statements of Income(Quarter Information)

(Hundred Million Yen)

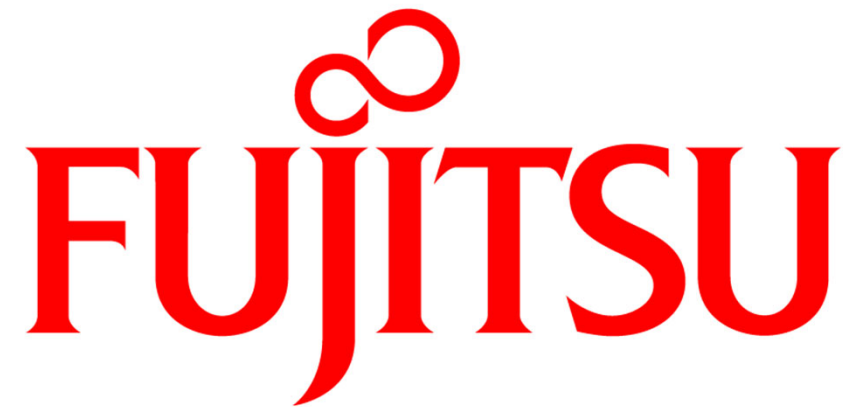
	FY2018 (Actual)					FY2019 (Actual)				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q	Total
<b>Net sales</b>	588	643	388	908	2,527	624	705	478	814	2,621
<b>Operating income</b> (Operating income margin)	24 (4.1%)	22 (3.5%)	-9 (-2.3%)	109 (11.9%)	146 (5.8%)	25 (4.1%)	37 (5.2%)	-9 (-1.9%)	96 (11.8%)	149 (5.7%)
<b>Ordinary income</b> (Ordinary income margin)	41 (7.0%)	27 (4.1%)	-19 (-4.9%)	92 (10.2%)	141 (5.6%)	29 (4.6%)	30 (4.3%)	- (-%)	78 (9.5%)	137 (5.2%)
<b>Net income</b> ※ (Net income margin※)	29 (4.9%)	17 (2.6%)	-20 (-5.1%)	63 (6.9%)	89 (3.5%)	19 (3.1%)	18 (2.5%)	-7 (-1.6%)	28 (3.4%)	58 (2.2%)

※Net income attributable to owners of the parent

### <Supplementary Information> AC Sales by Geographic area(Quarter Information)

	FY2018 (Actual)					FY2019 (Actual)				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q	Total
<b>Japan</b>	171	190	85	147	593	182	182	82	127	573
<b>Americas</b>	47	87	60	169	363	64	98	63	140	365
<b>Europe</b>	146	110	76	184	516	185	149	115	172	621
<b>Middle East and Africa</b>	39	36	10	85	170	21	40	27	113	201
<b>Oceania</b>	32	68	57	96	253	53	80	75	82	290
<b>Asia</b>	39	28	12	83	162	26	25	13	32	96
<b>Greater China</b>	68	41	31	52	192	53	41	32	29	155
<b>Total</b>	542	560	331	816	2,249	584	615	407	695	2,301
(Overseas Total)	(371)	(370)	(246)	(669)	(1,656)	(402)	(433)	(325)	(568)	(1,728)

[Note: sales to external customers]

The logo features a red infinity symbol positioned above the word "FUJITSU". The word "FUJITSU" is rendered in a bold, red, serif typeface with a classic, slightly ornate design.

FUJITSU GENERAL

– Living together for our future –