

## **Fiscal 2017 Third-quarter Consolidated Results**

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## 1. Financial Results

(Consolidated)

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

	FY '16				FY '17			
	1st Half (Actual)	Q3 (Actual)	9 months (Actual)	Full Year (Actual)	1st Half (Actual)	Q3 (Actual)	9 months (Actual)	Full Year (Forecast)
Net sales	2,063.2 (+5)	1,028.3 (+2)	3,091.6 (+4)	4,394.3 (+2)	1,972.3 (-4)	974.7 (-5)	2,947.1 (-5)	4,200.0 (-4)
Operating income	127.0 (+5)	80.3 (0)	207.3 (+3)	301.1 (-5)	121.7 (-4)	53.8 (-33)	175.5 (-15)	255.0 (-15)
Income before income taxes	133.0 (-9)	85.6 (+15)	218.7 (-1)	318.4 (-1)	123.7 (-7)	72.4 (-15)	196.1 (-10)	275.0 (-14)
Net income attributable to Mitsubishi Electric Corp.	92.9 (-5)	59.8 (+25)	152.8 (+5)	228.4 (-3)	88.3 (-5)	46.9 (-22)	135.3 (-11)	190.0 (-17)

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

## 2. Net Sales by Segment

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

	FY '16				FY '17			
	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	523.7 (+4)	284.8 (+3)	808.6 (+4)	1,264.6 (+3)	525.4 (0)	259.2 (-9)	784.7 (-3)	1,190.0 (-6)
Industrial Automation Systems	661.5 (+9)	327.2 (+1)	988.7 (+6)	1,321.9 (+3)	617.6 (-7)	334.3 (+2)	951.9 (-4)	1,290.0 (-2)
Information and Communication Systems	224.0 (-10)	139.8 (+10)	363.8 (-3)	561.1 (0)	198.2 (-12)	87.1 (-38)	285.4 (-22)	460.0 (-18)
Electronic Devices	123.2 (+16)	42.9 (-22)	166.1 (+3)	211.5 (-11)	86.5 (-30)	49.3 (+15)	135.8 (-18)	180.0 (-15)
Home Appliances	511.1 (+7)	220.1 (+4)	731.3 (+6)	982.0 (+4)	519.3 (+2)	227.0 (+3)	746.4 (+2)	1,010.0 (+3)
Others	338.4 (-4)	171.1 (-7)	509.6 (-5)	707.7 (-4)	336.7 (-1)	177.8 (+4)	514.5 (+1)	700.0 (-1)
Subtotal	2,382.1 (+4)	1,186.1 (+1)	3,568.3 (+3)	5,049.0 (+1)	2,284.0 (-4)	1,134.9 (-4)	3,419.0 (-4)	4,830.0 (-4)
Eliminations	-318.8	-157.8	-476.7	-654.6	-311.7	-160.1	-471.9	-630.0
Consolidated total	2,063.2 (+5)	1,028.3 (+2)	3,091.6 (+4)	4,394.3 (+2)	1,972.3 (-4)	974.7 (-5)	2,947.1 (-5)	4,200.0 (-4)

## 3. Operating Income by Segment

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

	FY '16				FY '17			
	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	3.7 (-70)	14.6 (-27)	18.3 (-44)	50.3 (-31)	9.1 (+143)	4.5 (-69)	13.7 (-25)	42.0 (-17)
Industrial Automation Systems	83.9 (+27)	43.2 (+3)	127.1 (+18)	159.1 (+9)	62.1 (-26)	40.4 (-6)	102.5 (-19)	135.0 (-15)
Information and Communication Systems	-3.8 (-)	8.2 (+8)	4.4 (-66)	14.9 (-21)	3.8 (-)	0.5 (-93)	4.4 (0)	13.0 (-13)
Electronic Devices	16.3 (+110)	2.6 (-68)	18.9 (+19)	16.8 (-44)	1.7 (-89)	3.3 (+28)	5.1 (-73)	5.0 (-70)
Home Appliances	33.1 (-6)	14.9 (+152)	48.1 (+17)	63.8 (+18)	48.6 (+47)	8.9 (-40)	57.6 (+20)	71.0 (+11)
Others	7.3 (-11)	6.3 (+11)	13.6 (-2)	23.6 (-1)	9.3 (+28)	5.9 (-7)	15.2 (+12)	19.0 (-20)
Subtotal	140.7 (+4)	90.0 (+1)	230.8 (+3)	328.8 (-5)	134.9 (-4)	63.8 (-29)	198.8 (-14)	285.0 (-13)
Eliminations and other	-13.7	-9.7	-23.5	-27.6	-13.2	-9.9	-23.2	-30.0
Consolidated total	127.0 (+5)	80.3 (0)	207.3 (+3)	301.1 (-5)	121.7 (-4)	53.8 (-33)	175.5 (-15)	255.0 (-15)

## 4. Overseas Net Sales by Segment

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

	FY '16				FY '17			
	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	221.6 (+11)	113.5 (-5)	335.2 (+5)	458.9 (-1)	197.3 (-11)	97.3 (-14)	294.7 (-12)	
Industrial Automation Systems	390.8 (+14)	180.0 (-3)	570.9 (+8)	755.5 (+3)	357.4 (-9)	196.0 (+9)	553.4 (-3)	
Information and Communication Systems	12.5 (+101)	25.6 (+454)	38.1 (+252)	46.3 (+164)	5.4 (-56)	1.7 (-93)	7.1 (-81)	
Electronic Devices	52.0 (+3)	23.0 (-11)	75.1 (-1)	98.5 (-5)	46.9 (-10)	27.6 (+20)	74.5 (-1)	
Home Appliances	273.3 (+12)	106.1 (-1)	379.5 (+8)	499.6 (+5)	275.8 (+1)	112.4 (+6)	388.3 (+2)	
Others	7.3 (-25)	3.5 (-17)	10.8 (-23)	14.1 (-24)	7.4 (+2)	4.7 (+36)	12.2 (+13)	
Consolidated total	957.7 (+12)	452.0 (+1)	1,409.8 (+8)	1,873.1 (+3)	890.4 (-7)	440.0 (-3)	1,330.5 (-6)	
Ratio of overseas net sales to total sales	46.4%	44.0%	45.6%	42.6%	45.1%	45.1%	45.1%	

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

		FY'16			FY'17		
		1st Half (Actual)	Q3 (Actual)	Full Year (Actual)	1st Half (Actual)	Q3 (Actual)	Q4 (Forecast)
Exchange rates for recording net sales	US\$	¥122	¥121	¥121	¥107	¥106	¥110
	Euro	¥135	¥132	¥133	¥120	¥116	¥115
Impact of exchange rate fluctuations on net sales	Consolidated total	About ¥83.0 billion increase	About ¥1.0 billion increase	About ¥60.0 billion increase	About ¥127.0 billion decrease	About ¥41.0 billion decrease	
	US\$	About ¥40.0 billion increase	About ¥8.0 billion increase	About ¥47.0 billion increase	About ¥31.0 billion decrease	About ¥9.0 billion decrease	
	Euro	About ¥4.0 billion decrease	About ¥7.0 billion decrease	About ¥14.0 billion decrease	About ¥25.0 billion decrease	About ¥6.0 billion decrease	