

## Consolidated Segment Information

### 1. Sales and Operating Income by Business Segment

(In millions of yen)

Business Segment	FY '17 (Apr. 1, 2016 – Mar. 31, 2017)		FY '18 (Apr. 1, 2017 – Mar. 31, 2018)		C – A	D – B	C/A (%)
	Sales (A)	Operating income (B)	Sales (C)	Operating income (D)			
Energy and Electric Systems	1,227,906	44,319	<b>1,241,952</b>	<b>51,710</b>	14,046	7,391	101
Industrial Automation Systems	1,310,136	140,073	<b>1,444,928</b>	<b>190,826</b>	134,792	50,753	110
Information and Communication Systems	447,754	12,700	<b>436,068</b>	<b>11,987</b>	(11,686)	(713)	97
Electronic Devices	186,554	8,382	<b>202,294</b>	<b>14,554</b>	15,740	6,172	108
Home Appliances	1,004,415	69,696	<b>1,049,369</b>	<b>56,057</b>	44,954	(13,639)	104
Others	713,603	23,214	<b>764,346</b>	<b>23,900</b>	50,743	686	107
Subtotal	4,890,368	298,384	<b>5,138,957</b>	<b>349,034</b>	248,589	50,650	105
Eliminations and other	(651,702)	(28,280)	<b>(707,759)</b>	<b>(30,397)</b>	(56,057)	(2,117)	–
Total	4,238,666	270,104	<b>4,431,198</b>	<b>318,637</b>	192,532	48,533	105

\*Notes: Inter-segment sales are included in the above chart.

### 2. Sales and Operating Income by Location

(In millions of yen)

Location	FY '17 (Apr. 1, 2016 – Mar. 31, 2017)		FY '18 (Apr. 1, 2017 – Mar. 31, 2018)		C – A	D – B	C/A (%)
	Sales (A)	Operating income (B)	Sales (C)	Operating income (loss) (D)			
Japan	3,402,132	152,027	<b>3,506,240</b>	<b>214,873</b>	104,108	62,846	103
North America	421,553	9,002	<b>417,951</b>	<b>(3,941)</b>	(3,602)	(12,943)	99
Asia (excluding Japan)	1,040,098	93,318	<b>1,180,748</b>	<b>88,150</b>	140,650	(5,168)	114
Europe	421,073	12,828	<b>476,582</b>	<b>11,933</b>	55,509	(895)	113
Others	46,854	2,458	<b>51,094</b>	<b>2,852</b>	4,240	394	109
Subtotal	5,331,710	269,633	<b>5,632,615</b>	<b>313,867</b>	300,905	44,234	106
Eliminations	(1,093,044)	471	<b>(1,201,417)</b>	<b>4,770</b>	(108,373)	4,299	–
Total	4,238,666	270,104	<b>4,431,198</b>	<b>318,637</b>	192,532	48,533	105

\*Notes: Inter-segment sales are included in the above chart.

### 3. Sales by Location of Customers

(In millions of yen)

Location of Customers	FY '17 (Apr. 1, 2016 – Mar. 31, 2017)		FY '18 (Apr. 1, 2017 – Mar. 31, 2018)		B – A	B/A (%)
	Sales (A)	% of total net sales	Sales (B)	% of total net sales		
Japan	2,405,552	56.8	<b>2,423,626</b>	<b>54.7</b>	18,074	101
North America	422,259	10.0	<b>417,423</b>	<b>9.4</b>	(4,836)	99
Asia (excluding Japan)	940,150	22.2	<b>1,075,683</b>	<b>24.3</b>	135,533	114
Europe	384,075	9.0	<b>431,316</b>	<b>9.7</b>	47,241	112
Others	86,630	2.0	<b>83,150</b>	<b>1.9</b>	(3,480)	96
Total overseas sales	1,833,114	43.2	<b>2,007,572</b>	<b>45.3</b>	174,458	110
Consolidated total	4,238,666	100.0	<b>4,431,198</b>	<b>100.0</b>	192,532	105

#### Cautionary Statement

The Mitsubishi Electric Group (hereafter “the Group”) is involved in development, manufacture and sales in a wide range of fields including Energy and Electric Systems, Industrial Automation Systems, Information and Communication Systems, Electronic Devices and Home Appliances, and these operations extend globally, not only inside Japan, but also in North America, Europe, Asia and other regions. While the statements herein are based on certain assumptions and premises that the Group trusts and considers to be reasonable under the circumstances on the date of announcement, actual financial standings and operating results are subject to change due to any of the factors as contemplated hereunder and/or any additional factor unforeseeable as of the date of this announcement. Such factors materially affecting the expectations expressed herein shall include but are not limited to the following:

(1) Important trends

The Group’s operations may be affected by trends in the global economy, social conditions, laws, tax codes and regulations.

(2) Foreign currency exchange rates

Fluctuations in foreign currency markets may affect the Group’s sales of exported products and purchases of imported materials that are denominated in U.S. dollars or euros, as well as its Asian production bases’ sales of exported products and purchases of imported materials that are denominated in foreign currencies.

(3) Stock markets

A fall in stock market prices may cause a decline in value of the Group’s marketable securities and pension assets.

(4) Supply/demand balance for products and procurement conditions for materials and components

A decline in prices and shipments due to changes in the supply/demand balance, as well as an increase in material prices due to a worsening of material and component procurement conditions, may adversely affect the Group’s performance.

(5) Fund raising

An increase in interest rates, the yen interest rate in particular, would increase the Group’s interest expenses.

(6) Significant patent matters

Important patent filings, licensing, copyrights and patent-related disputes may adversely affect related businesses.