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FOR IMMEDIATE RELEASE

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Mitsubishi Electric Announces Consolidated Financial Results for Fiscal 2023

TOKYO, April 28, 2023 – <u>Mitsubishi Electric Corporation</u> (TOKYO: 6503) announced today its consolidated financial results for fiscal 2023 (April 1, 2022 - March 31, 2023).

Consolidated Financial Results

| Revenue: | 5,003.6 | billion yen | (12% increase year-on-year) |
|---|---------|-------------|-----------------------------|
| Operating profit: | 262.3 | billion yen | (4% increase year-on-year) |
| Profit before income taxes: | 292.1 | billion yen | (4% increase year-on-year) |
| Net profit attributable to | | | |
| Mitsubishi Electric Corp. stockholders: | 213.9 | billion yen | (5% increase year-on-year) |

The economy in fiscal 2023 continued to see recovery in the corporate and household sectors in the U.S. In China, there was downward pressure due to the impact of movement restrictions caused by the expansion of COVID-19, and the subsequent recovery was only moderate. In Japan, gradual recovery continued primarily in the household sector. In Europe, the paces of recovery were even slower in the corporate and household sectors. There was also the impact of the rise in some material prices, high logistics costs and the prolonged electronic components shortage.

In this environment, the Mitsubishi Electric Group has been working harder than ever to maximize profitability by accelerating business transformation and its business portfolio strategy under a new business area management structure, while continuously implementing initiatives to bolster its competitiveness and business structure.

Revenue

Revenue increased by 526.9 billion yen year-on-year to 5,003.6 billion yen owing primarily to the weaker yen. The Life segment saw an increase in the building systems business in Asia and Japan, and the air conditioning systems & home products business also increased due mainly to an expansion in demand for air conditioners in Europe, Japan and North America. The Industry and Mobility segment saw an increase in the factory automation systems business due mainly to an increase in demand for capital expenditures related to products in the decarbonization area. The automotive equipment business also increased due to robust demand for electric vehicle-related equipment. The Business Platform segment saw an increase in the information systems & network service business due mainly to increases in the system integrations and the IT infrastructure service businesses. The semiconductor & devices business also increased due to robust demand for power modules. The Infrastructure segment saw the energy systems businesses remaining substantially unchanged year-on-year, while the public utility systems business saw an increase in the public utility area outside Japan and the defense & space systems business saw an increase in the defense systems business.

Operating profit

Operating profit increased by 10.3 billion yen year-on-year to 262.3 billion yen due mainly to increases in the Business Platform segment and the Life segment, despite decreases in the Infrastructure segment and the Industry and Mobility segment. Operating profit ratio decreased by 0.4 points year-on-year to 5.2% due mainly to an increase in selling, general and administrative expenses.

The cost ratio deteriorated by 0.1 points year-on-year as there was the impact of the rise in some

material prices and the deteriorated profitability of the Infrastructure segment, despite the improvement owing to the weaker yen and price hike.

Selling, general and administrative expenses increased by 134.3 billion yen year-on-year, and the selling, general and administrative expenses to revenue ratio deteriorated by 0.4 points year-on-year.

Other profit (loss) increased by 2.2 billion yen year-on-year due primarily to sales of land despite the recognition of impairment losses on the fixed assets, and other profit (loss) to revenue ratio improved by 0.1 points year-on-year.

Profit before income taxes

Profit before income taxes increased by 12.4 billion yen year-on-year to 292.1 billion yen due primarily to an increase in operating profit. The profit before income taxes to revenue ratio was 5.8%.

Net profit attributable to Mitsubishi Electric Corporation stockholders

Net profit attributable to Mitsubishi Electric Corporation stockholders increased by 10.4 billion yen year-onyear to 213.9 billion yen due mainly to an increase in profit before income taxes. The net profit attributable to Mitsubishi Electric Corporation stockholders to revenue ratio was 4.3%.

ROE deteriorated by 0.2 points year-on-year to 6.9%.

Consolidated Financial Results by Business Segment

| Infrastructure | | | |
|------------------|-------|-------------|--|
| Revenue: | 973.1 | billion yen | (3% increase year-on-year; recorded 946.1 billion yen) |
| Operating profit | 27.5 | billion yen | (14.0 billion yen decrease year-on-year; recorded 41.5 |
| | | | billion ven) |

The market for the public utility systems business saw robust investment in the public utility area worldwide, while there was a continuing trend of railway companies in Japan revising their capital expenditures due to the impact of COVID-19. In this environment, orders won by the business increased year-on-year due primarily to an increase in the public utility area worldwide. Revenue also increased year-on-year due to the weaker yen and an increase in the public utility area outside Japan.

The market for the energy systems business continued to see capital expenditures of power companies in Japan and robust demand for power supply stabilization worldwide in the expansion of renewable energy. In this environment, orders won by the business increased year-on-year due primarily to increases in the power distribution business in Japan and the power generation business outside Japan. Revenue remained substantially unchanged year-on-year.

The defense & space systems business saw an increase in orders year-on-year due primarily to an increase in large-scale projects for the space systems business, while revenue increased year-on-year due mainly to an increase in large-scale projects for the defense systems business.

As a result, revenue for this segment increased by 3% year-on-year to 973.1 billion yen.

Operating profit decreased by 14.0 billion yen year-on-year to 27.5 billion yen due primarily to a shift in project portfolios and lower profitability in the defense & space systems business.

| Industry and Mobility | | | |
|-----------------------|---------|-------------|---|
| Revenue: | 1,660.2 | billion yen | (12% increase year-on-year; recorded 1,480.8 billion |
| Operating profit: | 95.9 | billion yen | yen) (0.5 billion yen decrease year-on-year; recorded 96.4 billion yen) |

The market for the factory automation systems business saw a decrease in demand for digital equipment such as smartphones and semiconductors, while there was robust demand primarily for capital expenditures related to products in the decarbonization area such as lithium-ion batteries. In this environment, orders won by the business decreased year-on-year due primarily to a temporary slowdown in demand for digital equipment, while the revenue increased year-on-year due mainly to the weaker yen and an increase in demand for products in the decarbonization area.

The market for the automotive equipment business saw a year-on-year increase in sales of new cars and robust demand for electric vehicle-related equipment in line with the expansion of the electric vehicle market, despite the semiconductor shortage. In this environment, the business saw increases in both orders and revenue year-on-year due primarily to the weaker yen and increases in electric vehicle-related equipment such as motors and inverters as well as electrical components.

As a result, revenue for this segment increased by 12% year-on-year to 1,660.2 billion yen.

Operating profit of the factory automation systems business increased due primarily to an increase in revenue and the weaker yen, while operating profit of the automotive equipment business decreased due primarily to the rise in material prices and logistics costs as well as the recognition of impairment losses on the fixed assets. As a result, operating profit for this segment decreased by 0.5 billion yen year-on-year to 95.9 billion yen.

Life

| Revenue: | 1,947.1 | billion yen | (16% increase year-on-year; recorded 1,673.0 billion |
|-------------------|---------|-------------|---|
| Operating profit: | 101.2 | billion yen | yen) (8.6 billion yen increase year-on-year; recorded 92.6 billion yen) |

The market for the building systems business continued to see recovery from the slowdown stemming from COVID-19. In this environment, the business saw increases in both orders and revenue year-on-year due primarily to the weaker yen and increases in Asia and Japan.

The market for the air conditioning systems & home products business saw an improvement of the situation with regard to the electronic components shortage in and after the second quarter. In this environment, the business saw an increase in revenue year-on-year due mainly to the weaker yen and an increase in air conditioners in Europe, Japan and North America.

As a result, revenue for this segment increased by 16% year-on-year to 1,947.1 billion yen.

Operating profit increased by 8.6 billion yen year-on-year to 101.2 billion yen due primarily to an increase in revenue and the weaker yen, despite the rise in material prices and logistics costs as well as lower production level in the first quarter.

Business Platform

| Revenue: | 429.3 | billion yen | (12% increase year-on-year; recorded 382.8 billion |
|-------------------|-------|-------------|--|
| Operating profit: | 39.9 | billion yen | yen) (13.4 billion yen increase year-on-year; recorded 26.4 billion yen) |

The market for the information systems & network service business saw robust demand due mainly to the restarts of projects delayed in the COVID-19 pandemic, despite the semiconductor shortage. In this environment, the business saw an increase in both orders and revenue year-on-year due mainly to increases in the system integrations and the IT infrastructure service businesses.

The market for the semiconductor & device business saw robust demand for power modules used in consumer and industrial applications. In this environment, orders won by the business decreased year-onyear as the trend of customers securing power modules for the future settled down and there was an impact of the end of the TFT-LCD module business. Revenue increased year-on-year due primarily to the weaker yen, and increases in power modules used in consumer and industrial applications.

As a result, revenue for this segment increased by 12% year-on-year to 429.3 billion yen.

Operating profit increased by 13.4 billion yen year-on-year to 39.9 billion yen due mainly to an increase in revenue and the weaker yen.

Others

| Revenue: | 836.0 | billion yen | (13% increase year-on-year; recorded 737.3 billion |
|-------------------|-------|-------------|---|
| Operating profit: | 31.4 | billion yen | yen) (4.7 billion yen increase year-on-year; recorded 26.7 billion yen) |

Revenue increased by 13% year-on-year to 836.0 billion yen due primarily to increases in materials procurement and logistics.

Operating profit increased by 4.7 billion yen year-on-year to 31.4 billion yen due mainly to an increase in revenue.

Fundamental Dividend Distribution Policy and Fiscal 2023 Dividend

Fundamental dividend distribution policy

Mitsubishi Electric's fundamental policy is to comprehensively promote improvement in shareholders' profits from the viewpoints of appropriate profit distribution commensurate with earnings performance of the respective fiscal year, as well as strengthening our financial standing through Mitsubishi Electric's internal reserves, with the ultimate goal of enhancing corporate value.

Fiscal 2023 dividend

Considering the business performance and financial conditions in fiscal 2023, Mitsubishi Electric has decided to pay a year-end retained earnings dividend of 26 yen per share for fiscal 2023. Upon adding the interim dividend of 14 yen per share, the total annual dividend will be 40 yen per share. Payment is planned to begin on June 2, 2023.

The retained earnings dividend for fiscal 2024 is still undecided.

cf. In fiscal 2022, the interim dividend was 14 yen and the year-end dividend was 26 yen per share. (For an annual dividend of 40 yen per share)

Financial Standing

An analysis on the status of assets, liabilities and equity on a consolidated basis

Total assets as of the end of fiscal 2023 increased by 474.5 billion yen compared to the end of the previous fiscal year to 5,582.5 billion yen. The change in balance of total assets was mainly attributable to increases in inventories by 249.5 billion yen, trade receivables by 107.2 billion yen and other non-current assets by 83.2 billion yen.

Inventories increased due primarily to the weaker yen, an increase in demand for the Industry and Mobility segment and the Life segment, as well as the semiconductor and other electronic components shortage.

Total liabilities increased by 208.7 billion yen compared to the end of the previous fiscal year to 2,219.2 billion yen due primarily to increases in other current liabilities by 100.1 billion yen, bonds, borrowings and lease liabilities by 71.2 billion yen, and trade payables by 42.8 billion yen. Bonds and borrowings increased by 35.0 billion yen compared to the end of the previous fiscal year to 252.2 billion yen, with the ratio of bonds and borrowings to total assets recording 4.5%, representing a 0.2 point increase compared to the end of the previous fiscal year.

Mitsubishi Electric Corporation stockholders' equity increased by 263.0 billion yen compared to the end of the previous fiscal year to 3,239.0 billion yen due mainly to net profit attributable to Mitsubishi Electric Corporation stockholders of 213.9 billion yen and an increase in accumulated other comprehensive income of 92.3 billion yen, mainly reflecting the weaker yen, despite a decrease due primarily to a dividend payment of 84.5 billion yen. The stockholders' equity ratio was 58.0%, representing a 0.3 point decrease compared to the end of the previous fiscal year.

An analysis on the status of cash flow on a consolidated basis

Cash flows from investing activities for fiscal 2023 were 148.5 billion yen (cash out), while cash flows from operating activities were 166.7 billion yen (cash in). As a result, free cash flow was 18.1 billion yen (cash in). Cash flows from financing activities were 119.5 billion yen (cash out), and cash and cash equivalents at the end of the period decreased by 81.3 billion yen compared to the end of the previous fiscal year to 645.8 billion yen.

Net cash provided by operating activities decreased by 115.6 billion yen year-on-year due primarily to the impact of credit collection and an increase in inventories, despite an increase in profit.

Net cash used in investing activities increased by 33.6 billion year-on-year due mainly to a decrease in proceeds from sale of investment securities and others and an increase in the purchase of property, plant and equipment, despite an increase in proceeds from sale of property, plant and equipment.

Net cash used in financing activities decreased by 121.7 billion yen year-on-year due primarily to an increase in long-term borrowings and a decrease in purchase of treasury stock.

Forecast for Fiscal 2024

The global economy in fiscal 2024 is expected to continue recovering slowly, but a slowdown is anticipated mainly in Europe and the U.S. due primarily to prolonged inflation and monetary tightening in various

countries and regions. There is also an increase in geopolitical risks, which raises a concern about changes in business environment beyond expectations.

Under these circumstances, the Mitsubishi Electric Group aims to achieve its Medium-Term Management Plan towards fiscal 2026 by reviewing progress to date and conducting various initiatives of its Key Growth Businesses, which accelerates and promotes business restructuring including M&A.

The Group also aims to improve profitability and capital efficiency by implementing specific actions, such as continuing passing rising costs onto prices in light of high material prices and logistics costs, and accelerating resource shift by identifying businesses with issues and unprofitable models. The Group pursues a procurement system for optimal global production, considering geopolitical risks in the supply chain.

The current financial performance forecast for fiscal 2024 follows below.

| Current consolidated forecast for fiscal | 2024 | | |
|--|---------|-------------|--|
| Revenue: | 5,200.0 | billion yen | (4% increase compared to fiscal 2023) |
| Operating profit: | 330.0 | billion yen | (26% increase compared to fiscal 2023) |
| Profit before income taxes: | 355.0 | billion yen | (22% increase compared to fiscal 2023) |
| Net profit attributable to | | | |
| Mitsubishi Electric Corp. | | | |
| stockholders: | 260.0 | billion yen | (22% increase compared to fiscal 2023) |

Exchange rates for this forecast are 125 yen to the U.S. dollar, 135 yen to the euro and 18.5 yen to the Chinese yuan.

Note: The results forecast above is based on assumptions deemed reasonable by Mitsubishi Electric at the present time, and actual results may differ significantly from forecasts. Please refer to the cautionary statement at the end.

Policy Regarding Financial Reporting Standards

Mitsubishi Electric has voluntarily adopted International Financial Reporting Standards (IFRS) for its consolidated financial statements from the first quarter of the fiscal year ended March 31, 2019, in order to enhance international comparability of its financial information in the capital markets.

Consolidated Financial Results Summary

| (In billions of yen except where noted | | | | | | |
|---|-----------------------------------|-----------------------------------|----------------------|---------|--|--|
| | FY '22 (A) | FY '23 (B) | | | | |
| | (Apr. 1, 2021 – Mar. 31, 2022) | (Apr. 1, 2022 – Mar. 31, 2023) | B-A | B/A (%) | | |
| Revenue | 4,476.7 | 5,003.6 | 526.9 | 112 | | |
| Operating profit | 252.0 | 262.3 | 10.3 | 104 | | |
| Profit before income taxes | 279.6 | 292.1 | 12.4 | 104 | | |
| Net profit attributable to Mitsubishi Electric Corp. stockholders | 203.4 | 213.9 | 10.4 | 105 | | |
| Basic earnings per share attributable to Mitsubishi Electric Corp. stockholders | 95. ⁴¹ yen | 101. ³⁰ yen | 5. ⁸⁹ yen | 106 | | |
| Dividend per share | | | | | | |
| Annual dividend | 40 yen | 40 yen | — | 100 | | |
| Interim dividend | 14 yen | 14 yen | _ | | | |
| Year-end dividend | 26 yen | 26 yen | | | | |

(In billions of yen except where noted)

Notes:

1) Consolidated financial statements are prepared in accordance with International Financial Reporting Standards (IFRS).

2) The company has 209 consolidated subsidiaries.

Consolidated Financial Statements

Consolidated Statement of Profit or Loss and Consolidated Statement of Comprehensive Income (Fiscal 2023)

(Consolidated Statement of Profit or Loss)

| | | | | (I | n millions | of yen) |
|---|-------------------------------------|---------------|---|---------------|------------|------------|
| | FY '22 (Apr. 1, 20 Mar. 31, 2 | 21 - | FY '23 (Apr. 1, 2022 – Mar. 31, 2023) | | | |
| | (A) | % of total | (B) | % of total | B - A | B/A (%) |
| Revenue | 4,476,758 | 100.0 | 5,003,694 | 100.0 | 526,936 | 112 |
| Cost of sales | 3,212,216 | 71.8 | 3,596,781 | 71.9 | 384,565 | 112 |
| Selling, general and | | | | | | |
| administrative expenses | 1,013,674 | 22.6 | 1,147,981 | 23.0 | 134,307 | 113 |
| Other profit (loss) | 1,183 | 0.0 | 3,420 | 0.1 | 2,237 | 289 |
| Operating profit | 252,051 | 5.6 | 262,352 | 5.2 | 10,301 | 104 |
| Financial income | 11,910 | 0.3 | 12,302 | 0.3 | 392 | 103 |
| Financial expenses | 2,702 | 0.1 | 4,296 | 0.1 | 1,594 | 159 |
| Share of profit of investments accounted for using the equity | | | | | | |
| method | 18,434 | 0.4 | 21,821 | 0.4 | 3,387 | 118 |
| Profit before income taxes | 279,693 | 6.2 | 292,179 | 5.8 | 12,486 | 104 |
| Income taxes | 61,808 | 1.3 | 67,235 | 1.3 | 5,427 | 109 |
| Net profit | 217,885 | 4.9 | 224,944 | 4.5 | 7,059 | 103 |
| Net profit attributable to: | | | | | | |
| Mitsubishi Electric Corp. | | | | | | |
| stockholders | 203,482 | 4.5 | 213,908 | 4.3 | 10,426 | 105 |
| Non-controlling interests | 14,403 | 0.4 | 11,036 | 0.2 | (3,367) | 77 |

(Consolidated Statement of Comprehensive Income)

| | | (1 | II IIIIIIOIIS OI yeii) |
|---|---|---|------------------------|
| | FY '22 (A) (Apr. 1, 2021 – Mar. 31, 2022) | FY '23 (B) (Apr. 1, 2022 – Mar. 31, 2023) | B-A |
| Net profit | 217,885 | 224,944 | 7,059 |
| (Other comprehensive income (loss), net of tax) | | | |
| Items that will not be reclassified to net profit | | | |
| Changes in fair value of financial assets measured at fair value through other comprehensive income | 6,762 | 28,963 | 22,201 |
| Remeasurements of defined benefit plans | 64,720 | 40,693 | (24,027) |
| Share of other comprehensive income of investments accounted for using the equity method | 342 | 549 | 207 |
| Subtotal | 71,824 | 70,205 | (1,619) |
| Items that may be reclassified to net profit | | | · · · |
| Exchange differences on translating foreign operations | 80,060 | 62,866 | (17,194) |
| Net changes in the fair value of cash flow hedges | (2) | 32 | 34 |
| Share of other comprehensive income of investments accounted for using the | 0.118 | 5 529 | (2.580) |
| equity method Subtotal | 9,118 89,176 | 5,538 68,436 | (3,580) |
| Total other comprehensive income (loss) | 161,000 | 138,641 | (20,740) (22,359) |
| Comprehensive income | 378,885 | 363,585 | (15,300) |
| Comprehensive income attributable to: | 570,005 | 505,585 | (13,500) |
| Mitsubishi Electric Corp. stockholders | 356,926 | 348,064 | (8,862) |
| Non-controlling interests | 21,959 | 15,521 | (6,438) |

Consolidated Statement of Financial Position

| | | (In mi | illions of yen) |
|---|-------------|-------------|-----------------|
| | FY '22 (A) | FY '23 (B) | |
| | (ended Mar. | (ended Mar. | B - A |
| | 31, 2022) | 31, 2023) | |
| (Assets) | | | |
| Current assets | 3,090,296 | 3,388,187 | 297,891 |
| Cash and cash equivalents | 727,179 | 645,870 | (81,309) |
| Trade receivables | 944,405 | 1,051,641 | 107,236 |
| Contract assets | 287,697 | 295,291 | 7,594 |
| Inventories | 959,660 | 1,209,254 | 249,594 |
| Other current assets | 171,355 | 186,131 | 14,776 |
| Non-current assets | 2,017,677 | 2,194,332 | 176,655 |
| Investments accounted for using the equity method | 221,467 | 236,785 | 15,318 |
| Other financial assets | 321,056 | 358,598 | 37,542 |
| Property, plant and equipment | 855,746 | 896,313 | 40,567 |
| Other non-current assets | 619,408 | 702,636 | 83,228 |
| Total assets | 5,107,973 | 5,582,519 | 474,546 |
| (Liabilities) | | | |
| Current liabilities | 1,646,722 | 1,802,826 | 156,104 |
| Bonds, borrowings and lease liabilities | 173,213 | 186,304 | 13,091 |
| Trade payables | 601,606 | 644,456 | 42,850 |
| Other current liabilities | 871,903 | 972,066 | 100,163 |
| Non-current liabilities | 363,854 | 416,469 | 52,615 |
| Bonds, borrowings and lease liabilities | 156,248 | 214,454 | 58,206 |
| Net defined benefit liabilities | 162,353 | 153,821 | (8,532) |
| Other non-current liabilities | 45,253 | 48,194 | 2,941 |
| Total liabilities | 2,010,576 | 2,219,295 | 208,719 |
| (Equity) | | | |
| Mitsubishi Electric Corp. stockholders' equity | 2,975,941 | 3,239,027 | 263,086 |
| Common stock | 175,820 | 175,820 | — |
| Capital surplus | 202,695 | 202,888 | 193 |
| Retained earnings | 2,464,966 | 2,636,136 | 171,170 |
| Accumulated other comprehensive income (loss) | 184,528 | 276,898 | 92,370 |
| Treasury stock, at cost | (52,068) | (52,715) | (647) |
| Non-controlling interests | 121,456 | 124,197 | 2,741 |
| Total equity | 3,097,397 | 3,363,224 | 265,827 |
| Total liabilities and equity | 5,107,973 | 5,582,519 | 474,546 |
| Bonds, borrowings and lease liabilities | 329,461 | 400,758 | 71,297 |
| Excluding lease liabilities | 217,171 | 252,265 | 35,094 |
| Accumulated other comprehensive income (loss): | | | |
| Exchange differences on translating foreign | | | |
| operations | 99,293 | 163,249 | 63,956 |
| Financial assets measured at fair value through | | | |
| other comprehensive income | 85,204 | 113,579 | 28,375 |
| Net changes in the fair value of cash flow hedges | 31 | 70 | 39 |
| 0 | 5- | | |

Consolidated Statement of Changes in Equity

FY '22 (Apr. 1, 2021 – Mar. 31, 2022)

| | | | | | | | (In million | ns of yen) |
|--|-----------------|--|-------------------|---|-------------------------------|-----------|--------------------------|-----------------|
| | | Mitsubishi Electric Corp. stockholders' equity | | | | | | |
| | Common stock | Capital surplus | Retained earnings | Accumulated other comprehensive income (loss) | Treasury stock, at cost | Total | controlling interests | Total equity |
| Balance at beginning of period | 175,820 | 202,777 | 2,266,490 | 111,801 | (2,595) | 2,754,293 | 116,318 | 2,870,611 |
| Comprehensive income | | | | | | | | |
| Net profit | | | 203,482 | | | 203,482 | 14,403 | 217,885 |
| Other comprehensive income (loss), net of tax | | | | 153,444 | | 153,444 | 7,556 | 161,000 |
| Comprehensive income | _ | _ | 203,482 | 153,444 | _ | 356,926 | 21,959 | 378,885 |
| Reclassification to retained earnings | | | 80,717 | (80,717) | | — | | _ |
| Dividends | | | (85,723) | | | (85,723) | (13,673) | (99,396) |
| Purchase of treasury stock | | | | | (50,526) | (50,526) | | (50,526) |
| Disposal of treasury stock | | (1,053) | | | 1,053 | 0 | | 0 |
| Transactions with non-controlling interests and others | | 971 | | | | 971 | (3,148) | (2,177) |
| Balance at end of period | 175,820 | 202,695 | 2,464,966 | 184,528 | (52,068) | 2,975,941 | 121,456 | 3,097,397 |

FY '23 (Apr. 1, 2022 – Mar. 31, 2023)

| | | Mitsub | ishi Electric | Corp. stockholde | rs' equity | | Non- | 2 / |
|--|-----------------|--------------------|-------------------|---|-------------------------------|-----------|-------------|-----------------|
| | Common stock | Capital surplus | Retained earnings | Accumulated other comprehensive income (loss) | Treasury stock, at cost | Total | controlling | Total equity |
| Balance at beginning of period | 175,820 | 202,695 | 2,464,966 | 184,528 | (52,068) | 2,975,941 | 121,456 | 3,097,397 |
| Comprehensive income | | | | | | | | |
| Net profit | | | 213,908 | | | 213,908 | 11,036 | 224,944 |
| Other comprehensive income (loss), net of tax | | | | 134,156 | | 134,156 | 4,485 | 138,641 |
| Comprehensive income | _ | - | 213,908 | 134,156 | _ | 348,064 | 15,521 | 363,585 |
| Reclassification to retained earnings | | | 41,786 | (41,786) | | — | | — |
| Dividends | | | (84,524) | | | (84,524) | (10,382) | (94,906) |
| Purchase of treasury stock | | | | | (1,575) | (1,575) | | (1,575) |
| Disposal of treasury stock | | (928) | | | 928 | 0 | | 0 |
| Transactions with non-controlling interests and others | | 1,121 | | | | 1,121 | (2,398) | (1,277) |
| Balance at end of period | 175,820 | 202,888 | 2,636,136 | 276,898 | (52,715) | 3,239,027 | 124,197 | 3,363,224 |

Consolidated Statement of Cash Flows

| | | | EV 200 | ET / 100 | |
|-----|---|---|----------------------------------|----------------------------------|-----------|
| | | | FY '22 | FY '23 | |
| | | | (Apr. 1, 2021– Mar. 21, 2022) | (Apr. 1, 2022– Mar. 31, 2023) | B-A |
| | | | Mar. 31, 2022) | | |
| - | | | (A) | (B) | |
| Ι | | Cash flows from operating activities | | | |
| | 1 | Net profit | 217,885 | 224,944 | 7,059 |
| | 2 | Adjustments to cash flows from operating activities | | | |
| | | (1) Depreciation, amortization and other | 210,893 | 238,855 | 27,962 |
| | | (2) Decrease (increase) in trade receivables | (7,319) | (82,851) | (75,532) |
| | | (3) Decrease (increase) in contract assets | (12,145) | (6,610) | 5,535 |
| | | (4) Decrease (increase) in inventories | (183,436) | (224,266) | (40,830) |
| | | (5) Increase in trade payables | 50,011 | 35,587 | (14,424) |
| | | (6) Others, net | 6,482 | (18,948) | (25,430) |
| | | Cash flows from operating activities | 282,371 | 166,711 | (115,660) |
| II | | Cash flows from investing activities | | | |
| | 1 | Purchase of property, plant and equipment | (134,337) | (151,117) | (16,780) |
| | 2 | Proceeds from sale of property, plant and equipment | 3,122 | 31,682 | 28,560 |
| | 3 | Purchase of investment securities and others (net of cash acquired) | (13,558) | (28,345) | (14,787) |
| | 4 | Proceeds from sale of investment securities and others (net of cash disposed) | 53,227 | 20,669 | (32,558) |
| | 5 | Others, net | (23,321) | (21,422) | 1,899 |
| | 0 | Cash flows from investing activities | (114,867) | (148,533) | (33,666) |
| | | | | | |
| I + | Π | Free cash flow | 167,504 | 18,178 | (149,326) |
| III | | Cash flows from financing activities | | | |
| | 1 | Proceeds and repayments of bonds and long-term | | | |
| | | borrowings | (34,689) | 22,481 | 57,170 |
| | 2 | Increase in short-term borrowings, net | 1,677 | 14,340 | 12,663 |
| | 3 | Repayments of lease liabilities | (55,896) | (57,959) | (2,063) |
| | 4 | Dividends paid | (85,723) | (84,524) | 1,199 |
| | 5 | Purchase of treasury stock | (50,526) | (1,575) | 48,951 |
| | 6 | Disposal of treasury stock | 0 | 0 | (0) |
| | 7 | Others, net | (16,162) | (12,331) | 3,831 |
| | | Cash flows from financing activities | (241,319) | (119,568) | 121,751 |
| IV | | Effect of exchange rate changes on cash and cash | | | |
| | | equivalents | 33,588 | 20,081 | (13,507) |
| V | | Net increase (decrease) in cash and cash equivalents | (40,227) | (81,309) | (41,082) |
| VI | | Cash and cash equivalents at beginning of period | 767,406 | 727,179 | (40,227) |
| VII | [| Cash and cash equivalents at end of period | 727,179 | 645,870 | (81,309) |

Consolidated Segment Information (Fiscal 2023)

1. Revenue and Operating Profit by Business Segment

| | | | | | | (In million | s or yen) | |
|----------------------------|----------------|-------------------------------|----------------|----------------------------|----------|-------------|-----------|--|
| Business Segment | (Apr. 1 | 7 '22 , 2021 – 1, 2022) | (Apr. 1 | , 2022 – 1, 2023) | C – A | D – B | C/A | |
| Business Segment | Revenue (A) | Operating profit (B) | Revenue (C) | Operating profit (D) | C-A | D – В | (%) | |
| Infrastructure | 946,106 | 41,569 | 973,139 | 27,543 | 27,033 | (14,026) | 103 | |
| Industry and Mobility | 1,480,831 | 96,487 | 1,660,296 | 95,987 | 179,465 | (500) | 112 | |
| Life | 1,673,090 | 92,687 | 1,947,157 | 101,289 | 274,067 | 8,602 | 116 | |
| Business Platform | 382,844 | 26,455 | 429,320 | 39,930 | 46,476 | 13,475 | 112 | |
| Others | 737,350 | 26,729 | 836,072 | 31,474 | 98,722 | 4,745 | 113 | |
| Subtotal | 5,220,221 | 283,927 | 5,845,984 | 296,223 | 625,763 | 12,296 | 112 | |
| Eliminations and corporate | (743,463) | (31,876) | (842,290) | (33,871) | (98,827) | (1,995) | — | |
| Consolidated total | 4,476,758 | 252,051 | 5,003,694 | 262,352 | 526,936 | 10,301 | 112 | |

Notes:

1) Business segments have been changed due to the adoption of the new management structure on April 1, 2022.

Results for FY '22 were restated in line with the new segmentation.

2) Inter-segment revenues are included in the above chart.

3) Gain on sales of land within other profit (loss) presented in the 'Consolidated Statement of Profit or Loss' is allocated to each segment.

| | | | | | | | nons or yen) |
|-----|------------------------|---|--------------------|----------------|--------------------|---------|--------------|
| I | location of Customers | FY '22 (Apr. 1, 2021 – Mar. 31, 2022) FY '23 (Apr. 1, 2022 – Mar. 31, 2023) | | 2022 – | B-A | B/A (%) | |
| - | | Revenue (A) | % of total revenue | Revenue (B) | % of total revenue | 2 | 2/11(///) |
| | Japan | 2,332,402 | 52.1 | 2,467,030 | 49.3 | 134,628 | 106 |
| | North America | 461,931 | 10.3 | 625,562 | 12.5 | 163,631 | 135 |
| | China | 588,864 | 13.2 | 583,659 | 11.7 | (5,205) | 99 |
| | Other than China | 526,087 | 11.7 | 635,244 | 12.7 | 109,157 | 121 |
| | Asia (excluding Japan) | 1,114,951 | 24.9 | 1,218,903 | 24.4 | 103,952 | 109 |
| | Europe | 495,308 | 11.1 | 607,812 | 12.1 | 112,504 | 123 |
| | Others | 72,166 | 1.6 | 84,387 | 1.7 | 12,221 | 117 |
| , | Total overseas revenue | 2,144,356 | 47.9 | 2,536,664 | 50.7 | 392,308 | 118 |
| Con | solidated total | 4,476,758 | 100.0 | 5,003,694 | 100.0 | 526,936 | 112 |

2. Revenue by Location of Customers

(In millions of yen)

Notes to the Consolidated Financial Statements

(Matters regarding the scope of consolidation and application of the equity method: changes against the previous fiscal year end)

Number of subsidiaries: 209 (Added: 16; Excluded: 10)

Number of equity method associates: 40 (Added: 1; Excluded: 0)

(Per share information)

| | FY '22 | FY '23 |
|--|--------------------------|--------------------------|
| | (Apr. 1, 2021 – | (Apr. 1, 2022 – |
| | Mar. 31, 2022) | Mar. 31, 2023) |
| Net profit attributable to Mitsubishi | | |
| Electric Corp. stockholders | 203,482 million yen | 213,908 million yen |
| Effect of potential ordinary shares | _ | _ |
| Diluted Net profit attributable to | | |
| Mitsubishi Electric Corp. stockholders | 203,482 million yen | 213,908 million yen |
| Average ordinary shares outstanding | 2,132,753,929 shares | 2,111,725,717 shares |
| Cause of dilution | | |
| Stock options | _ | — |
| Adjusted ordinary shares outstanding | 2,132,753,929 shares | 2,111,725,717 shares |
| Mitsubishi Electric Corp. stockholders' | | |
| equity per share | 1,409. ⁰⁸ yen | 1,533. ⁹⁸ yen |
| Basic earnings per share attributable to | | |
| Mitsubishi Electric Corp. stockholders | 95. ⁴¹ yen | 101. ³⁰ yen |
| Diluted earnings per share attributable to | | |
| Mitsubishi Electric Corp. stockholders | 95. ⁴¹ yen | 101. ³⁰ yen |

(Notes regarding the going concern assumption)

Not applicable

(Significant subsequent events)

The company's Board of Directors resolved on April 28, 2023 to repurchase shares of the company's stock pursuant to the provisions of Article 459, paragraph 1 of the Companies Act, as well as Article 31 of the company's articles of incorporations.

(1) Reason for repurchase of company shares Based on the financial policies of Mitsubishi Electric's medium-term management plan, the company will repurchase its own stock to primarily enhance shareholder returns, strengthen capital efficiency.

(2) Details of repurchase

| (a) Type of shares to repurchase: | Common stock |
|-------------------------------------|---------------------------------------|
| (b) Number of shares to repurchase: | 40,000,000 shares (maximum unit) |
| (c) Aggregate value of repurchase: | JPY 50 billion (maximum limit) |
| (d) Repurchase period: | May 1, 2023-March 29, 2024 |
| (e) Repurchase method: | Market trades on Tokyo Stock Exchange |

(e) Repurchase method:

13/21

Condensed Quarterly Consolidated Financial Statements Condensed Quarterly Consolidated Statement of Profit or Loss and Condensed Quarterly Consolidated Statement of Comprehensive Income (Fourth Quarter, Fiscal 2023)

| | | | | | (In millions | of yen |
|---|---|---------------|---|---------------|---------------------------|------------|
| | FY '22 (Jan. 1, 2022 – Mar. 31, 2022) | | FY '23 (Jan. 1, 2023 – Mar. 31, 2023) | | | |
| | (A) | % of total | (B) | % of total | $\mathbf{B} - \mathbf{A}$ | B/A (%) |
| Revenue | 1,295,495 | 100.0 | 1,438,457 | 100.0 | 142,962 | 111 |
| Cost of sales | 948,771 | 73.2 | 1,014,227 | 70.5 | 65,456 | 107 |
| Selling, general and | | | | | | |
| administrative expenses | 282,520 | 21.8 | 322,381 | 22.4 | 39,861 | 114 |
| Other profit (loss) | (2,342) | (0.2) | (2,722) | (0.2) | (380) | — |
| Operating profit | 61,862 | 4.8 | 99,127 | 6.9 | 37,265 | 160 |
| Financial income | 5,140 | 0.4 | 2,553 | 0.2 | (2,587) | 50 |
| Financial expenses | 773 | 0.1 | 2,770 | 0.2 | 1,997 | 358 |
| Share of profit of investments accounted for using the equity | | | | | | |
| method | 6,232 | 0.5 | 4,199 | 0.3 | (2,033) | 67 |
| Profit before income taxes | 72,461 | 5.6 | 103,109 | 7.2 | 30,648 | 142 |
| Income taxes | 14,163 | 1.1 | 25,490 | 1.8 | 11,327 | 180 |
| Net profit | 58,298 | 4.5 | 77,619 | 5.4 | 19,321 | 133 |
| Net profit attributable to: Mitsubishi Electric Corp. | | | | | | |
| stockholders | 55,017 | 4.2 | 74,565 | 5.2 | 19,548 | 136 |
| Non-controlling interests | 3,281 | 0.3 | 3,054 | 0.2 | (227) | 93 |

(Condensed Quarterly Consolidated Statement of Profit or Loss)

(Condensed Quarterly Consolidated Statement of Comprehensive Income)

| | FY '22 (A) (Jan. 1, 2022 – Mar. 31, 2022) | FY '23 (B) (Jan. 1, 2023 – Mar. 31, 2023) | B-A | | | |
|---|---|---|----------|--|--|--|
| Net profit | 58,298 | 77,619 | 19,321 | | | |
| (Other comprehensive income (loss), net of tax) | | | | | | |
| Items that will not be reclassified to net profit | | | | | | |
| Changes in fair value of financial assets measured at fair value through other comprehensive income | (383) | 31,243 | 31,626 | | | |
| Remeasurements of defined benefit plans | 64,720 | 40,693 | (24,027) | | | |
| Share of other comprehensive income of investments accounted for using the equity method | 122 | 875 | 753 | | | |
| Subtotal | 64,459 | 72,811 | 8,352 | | | |
| Items that may be reclassified to net profit | · · · · · | | | | | |
| Exchange differences on translating foreign operations | 62,303 | 23,554 | (38,749) | | | |
| Net changes in the fair value of cash flow hedges | 22 | 16 | (6) | | | |
| Share of other comprehensive income of investments accounted for using the equity method | 5,097 | (4,491) | (9,588) | | | |
| Subtotal | 67,422 | 19,079 | (48,343) | | | |
| Total other comprehensive income (loss) | 131,881 | 91,890 | (39,991) | | | |
| Comprehensive income | 190,179 | 169,509 | (20,670) | | | |
| Comprehensive income attributable to: | | | (,070) | | | |
| Mitsubishi Electric Corp. stockholders | 181,771 | 164,729 | (17,042) | | | |
| Non-controlling interests | 8,408 | 4,780 | (3,628) | | | |

Cautionary Statement

While the statements herein, including the forecasts regarding the Mitsubishi Electric Group, are based on assumptions considered to be reasonable under the circumstances on the date of announcement, actual results may differ significantly from forecasts.

The main factors materially affecting the expectations expressed herein include but are not limited to the following:

- (1) Changes in worldwide economic and social conditions, as well as regulations, taxation and other legislation
- (2) Changes in foreign currency exchange rates
- (3) Changes in stock markets
- (4) Changes in the fund-raising environment
- (5) Changes in the supply and demand of products, as well as the material procurement environment
- (6) Establishment of important patents, status of significant licenses and disputes related to key patents
- (7) Litigation and other legal proceedings
- (8) Issues related to quality and defects in products or services
- (9) Laws, regulations and issues related to the global environment, especially responses to climate change
- (10)Laws, regulations and issues related to human rights
- (11)Radical technological innovation, as well as the development, manufacturing and time-to-market of products using new technology
- (12)Business restructuring
- (13)Information security incidents
- (14)Large-scale disasters, including earthquakes, tsunamis, typhoons, volcanic eruptions and fires
- (15)Social, economic and political upheaval due to heightened geopolitical risks, war, conflict, terrorism or other factors
- (16)Social, economic and political upheaval due to pandemics or other factors
- (17)Important matters related to Mitsubishi Electric Corporation's directors and executive officers, major shareholders, affiliated companies and other stakeholders

Note: *This document has been translated from Japanese original for reference purpose only. In the event of any discrepancy between this document and the Japanese original, the original shall prevail.*

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About Mitsubishi Electric Corporation

With more than 100 years of experience in providing reliable, high-quality products, Mitsubishi Electric Corporation (TOKYO: 6503) is a recognized world leader in the manufacture, marketing and sales of electrical and electronic equipment used in information processing and communications, space development and satellite communications, consumer electronics, industrial technology, energy, transportation and building equipment. Mitsubishi Electric enriches society with technology in the spirit of its "Changes for the Better." The company recorded a revenue of 5,003.6 billion yen (U.S.\$ 37.3 billion*) in the fiscal year ended March 31, 2023. For more information, please visit <u>www.MitsubishiElectric.com</u>

*U.S. dollar amounts are translated from yen at the rate of ¥134=U.S.\$1, the approximate rate on the Tokyo Foreign Exchange Market on March 31, 2023

April 28, 2023 Mitsubishi Electric Corporation

Fiscal 2023 Consolidated Results

- 1. Financial Results
- 2. Revenue and Operating Profit by Segment
- 3. Overseas Revenue by Segment
- 4. Overseas Revenue by Region
- 5. Overseas Production Volume
- 6. Orders by Segment
- 7. Foreign Exchange Rates for Recording Revenue and

Impact of Exchange Rate Fluctuations on Revenue

- 8. Capital Expenditures
- 9. Depreciation and Other
- 10. Research and Development Expenditures
- 11. Bonds and Borrowings
- 12. Number of Employees
- <Reference>
- 1. Quarterly Financial Results for Fiscal 2023
- 2. Quarterly Revenue and Operating Profit by Segment for Fiscal 2023

Notes:

Business segments have been changed due to the adoption of the new management structure on April 1, 2022. Results for FY '22 were restated in line with the new segmentation.

FY '22: Apr. 1, 2021 – Mar. 31, 2022 FY '23: Apr. 1, 2022 – Mar. 31, 2023

FY '24: Apr. 1, 2023 – Mar. 31, 2024

1. Financial Results

| (C | consolidated) | | | (Billior | ns of yen, y | year-on-year % | 6 change) |
|----|--|---------|------|----------|--------------|----------------|-----------|
| | | FY '22 | 2 | FY '2 | 3 | FY '2 | 4 |
| | | | | | | (Foreca | st) |
| | Revenue | 4,476.7 | (+7) | 5,003.6 | (+12) | 5,200.0 | (+4) |
| | Consolidated to non-consolidated ratio | | 1.75 | | 1.84 | | |
| | Operating profit | 252.0 | (+9) | 262.3 | (+4) | 330.0 | (+26) |
| | Profit before income taxes | 279.6 | (+8) | 292.1 | (+4) | 355.0 | (+22) |
| 1 | Net profit attributable to Mitsubishi Electric Corp. stockholders | 203.4 | (+5) | 213.9 | (+5) | 260.0 | (+22) |
| | Consolidated to non-consolidated ratio | | 1.13 | | 1.46 | | |

2. Revenue and Operating Profit by Segment

| | | - | | (Billion | ns of yen, y | /ear-on-year | % change |
|----------------------------|-------------------------|---------|------|----------|--------------|--------------|----------|
| | | FY '22 | 2 | FY '2 | 3 | FY '2 | 4 |
| | | | | | | (Foreca | ıst) |
| Infrastructure | Revenue | 946.1 | | 973.1 | (+3) | 1,010.0 | (+4 |
| | Operating profit | 41.5 | | 27.5 | (-34) | 21.0 | (-24 |
| Public Utility Systems | Revenue | 383.3 | | 395.7 | (+3) | 420.0 | (+6 |
| Fublic Othing Systems | Operating profit | 15.3 | | 13.0 | (-15) | 11.0 | (-16 |
| En anna Sautana | Revenue | 327.5 | | 331.0 | (+1) | 320.0 | (-3 |
| Energy Systems | Operating profit | 23.1 | | 22.0 | (-5) | 8.0 | (-64 |
| | Revenue | 235.1 | | 246.3 | (+5) | 270.0 | (+10 |
| Defense & Space Systems | Operating profit (loss) | 3.0 | | -7.5 | (-) | 2.0 | (- |
| | Revenue | 1,480.8 | | 1,660.2 | (+12) | 1,740.0 | (+5 |
| Industry and Mobility | Operating profit | 96.4 | | 95.9 | (-1) | 144.0 | (+50 |
| Factory Automation | Revenue | 776.1 | | 843.8 | (+9) | 890.0 | (+5 |
| Systems | Operating profit | 128.0 | | 142.2 | (+11) | 143.0 | (+1 |
| | Revenue | 704.6 | | 816.4 | (+16) | 850.0 | (+4 |
| Automotive Equipment | Operating profit (loss) | -31.5 | | -46.2 | (-) | 1.0 | (- |
| r : c | Revenue | 1,673.0 | | 1,947.1 | (+16) | 2,110.0 | (+8 |
| Life | Operating profit | 92.6 | | 101.2 | (+9) | 153.0 | (+51 |
| D 11 0 1 | Revenue | 527.8 | | 586.0 | (+11) | 610.0 | (+4 |
| Building Systems | Operating profit | 21.8 | | 29.8 | (+37) | 43.0 | (+44 |
| Air Conditioning Systems | Revenue | 1,145.1 | | 1,361.1 | (+19) | 1,500.0 | (+10 |
| & Home Products | Operating profit | 70.8 | | 71.4 | (+1) | 110.0 | (+54 |
| | Revenue | 382.8 | | 429.3 | (+12) | 430.0 | (0 |
| Business Platform | Operating profit | 26.4 | | 39.9 | (+51) | 23.0 | (-42 |
| Information Systems | Revenue | 141.4 | | 147.7 | (+4) | 160.0 | (+8 |
| & Network Service | Operating profit | 9.6 | | 10.7 | (+11) | 9.0 | (-16 |
| Semiconductor | Revenue | 241.4 | | 281.5 | (+17) | 270.0 | (-4 |
| & Device | Operating profit | 16.8 | | 29.2 | (+74) | 14.0 | (-52 |
| | Revenue | 737.3 | | 836.0 | (+13) | 800.0 | (-4 |
| Others | Operating profit | 26.7 | | 31.4 | (+18) | 22.0 | (-30 |
| 0.1 | Revenue | 5,220.2 | | 5,845.9 | (+12) | 6,090.0 | (+4 |
| Subtotal | Operating profit | 283.9 | | 296.2 | (+4) | 363.0 | (+23 |
| ent to the state | Revenue | -743.4 | | -842.2 | | -890.0 | - |
| Eliminations and corporate | Operating profit | -31.8 | | -33.8 | | -33.0 | |
| a | Revenue | 4,476.7 | (+7) | 5,003.6 | (+12) | 5,200.0 | (+4 |
| Consolidated total | Operating profit | 252.0 | (+9) | 262.3 | (+4) | 330.0 | (+26 |

* Following the management restructure effective April 1, 2023, the classification of reportable segment of Business Platform will be changed and presented to 2 segments such as Business Platform and Semiconductor & Device from the first quarter of FY '24. Also, some businesses that were previously included in the Information Systems & Network Service of Business Platform will be reclassified and presented in Others due to the organizational restructure. In addition, forecast for FY '24 will be reclassified and restated in the new classification.

3. Overseas Revenue by Segment

| | (Billion | is of yen, y | year-on-year % change) | | |
|--|----------|--------------|------------------------|-------|--|
| | FY '22 | 2 | FY '2 | 3 | |
| | | | | | |
| Infrastructure | 152.8 | | 194.0 | (+27) | |
| Industry and Mobility | 896.2 | | 1,011.9 | (+13) | |
| Life | 945.6 | | 1,147.9 | (+21) | |
| Business Platform | 130.2 | | 164.5 | (+26) | |
| Others | 19.3 | | 18.1 | (-7) | |
| Consolidated total | 2,144.3 | (+22) | 2,536.6 | (+18) | |
| Ratio of overseas revenue to total revenue | | 47.9% | | 50.7% | |

4. Overseas Revenue by Region

| | | (Billion | (Billions of yen, year-o | | | | |
|-----|----------------------|----------|--------------------------|---------|-------|--|--|
| | | FY '22 | 2 | FY '2 | 3 | | |
| | | | | | | | |
| No | rth America | 461.9 | (+22) | 625.5 | (+35) | | |
| | China | 588.8 | (+22) | 583.6 | (-1) | | |
| | Other than China | 526.0 | (+18) | 635.2 | (+21) | | |
| As | ia (excluding Japan) | 1,114.9 | (+20) | 1,218.9 | (+9) | | |
| Eu | rope | 495.3 | (+26) | 607.8 | (+23) | | |
| Otl | hers | 72.1 | (+14) | 84.3 | (+17) | | |
| | Consolidated total | 2,144.3 | (+22) | 2,536.6 | (+18) | | |

5. Overseas Production Volume

| | | (%) |
|-------------------------------|--------|--------|
| | FY '22 | FY '23 |
| | | |
| Ratio of consolidated revenue | 33.4 | 36.0 |
| Ratio of overseas revenue | 59.9 | 61.1 |

6. Orders by Segment

| (Consolidated) | (Billions of yen, year-on-year % change) | | | | | | | |
|---|--|---------|-------|--|--|--|--|--|
| | FY '22 | FY '23 | | | | | | |
| | | | | | | | | |
| Infrastructure | 971.5 | 1,175.3 | (+21) | | | | | |
| Industry and Mobility | 1,681.4 | 1,687.5 | (0) | | | | | |
| Life(except for Air Conditioning Systems & Home Products) | 514.1 | 564.3 | (+10) | | | | | |
| Business Platform | 495.2 | 435.3 | (-12) | | | | | |

*Air Conditioning Systems & Home Products business within "Life" segment and "Others" segment have few products made on order, thus not included in the chart above.

7. Foreign Exchange Rates for Recording Revenue and Impact of Exchange Rate Fluctuations on Revenue

| | | FY '22 | FY '23 | FY '24 |
|--|--------------------|----------------------------------|----------------------------------|------------|
| | | | | (Forecast) |
| | US\$ | ¥113 | ¥136 | ¥125 |
| Average exchange rate | Euro | ¥131 | ¥142 | ¥135 |
| | CNY | ¥17.7 | ¥19.7 | ¥18.5 |
| | Consolidated total | About ¥135.0 billion increase | About ¥270.0 billion increase | |
| Impact of exchange rate fluctuations on | US\$ | About ¥34.0 billion increase | About ¥119.0 billion increase | |
| revenue | Euro | About ¥20.0 billion increase | About ¥36.0 billion increase | |
| | CNY | About ¥50.0 billion increase | About ¥48.0 billion increase | |

8. Capital Expenditures

| (Billions of yen, year-on-year % cha | | | | | | | | | | | |
|--------------------------------------|--------|-------|-------|--------|----------|-------|--|--|--|--|--|
| | FY '22 | | FY '2 | 3 | FY '24 | | | | | | |
| | | | | | (Forecas | t) | | | | | |
| Infrastructure | 28.9 | | 36.0 | (+25) | | / | | | | | |
| Industry and Mobility | 50.3 | | 64.5 | (+28) | | | | | | | |
| Life | 51.6 | | 99.5 | (+93) | | | | | | | |
| Business Platform | 37.8 | | 148.6 | (+293) | | | | | | | |
| Others | 5.5 | | 5.5 | (0) | | | | | | | |
| Common | 8.0 | | 11.2 | (+40) | | | | | | | |
| Consolidated total | 182.1 | (+56) | 365.3 | (+101) | 315.0 | (-14) | | | | | |

*The figures in the table above do not include real estate leasing, etc.

9. Depreciation and Other

| (Billions of yen, year-on-year % chan | | | | | | | | | | | |
|---------------------------------------|---------------|------|-------|-------|------------|------|--|--|--|--|--|
| | FY '22 FY '23 | | | | FY '24 | | | | | | |
| | | | | | (Forecast) | | | | | | |
| Consolidated | 145.4 | (-7) | 169.1 | (+16) | 165.0 | (-2) | | | | | |
| | | | | | | | | | | | |

*The figures in the table above do not include real estate leasing, etc.

10. Research and Development Expenditures

| | (Billions of yen, y | | | | | | | | | | |
|-----------------------|---------------------|--------------|---------------|--|--|--|--|--|--|--|--|
| | FY '22 | FY '23 | FY '24 | | | | | | | | |
| | | | (Forecast) | | | | | | | | |
| Infrastructure | 31.3 | 32.9 (+5) | | | | | | | | | |
| Industry and Mobility | 63.8 | 70.5 (+11) | | | | | | | | | |
| Life | 54.5 | 59.1 (+8) | | | | | | | | | |
| Business Platform | 10.9 | 12.3 (+13) | | | | | | | | | |
| Others/Common | 34.5 | 37.4 (+8) | | | | | | | | | |
| Consolidated | 195.1 (+2 |) 212.3 (+9) |) 235.0 (+11) | | | | | | | | |
| Ratio of revenue | 4.4 | 4.2 | 4.5 | | | | | | | | |

*Research and development expenditures in the cost of production are also included.

11. Bonds and Borrowings

| (Billions of year) | | | | | | | | |
|--------------------|-----------------------|--------|--------|--|--|--|--|--|
| | | FY '22 | FY '23 | | | | | |
| | | | | | | | | |
| | Consolidated | 217.1 | 252.2 | | | | | |
| | Ratio of total assets | 4.3 | 4.5 | | | | | |

12. Number of Employees

| | | | (Persons) |
|-----------------------|---------------|---------------|---------------|
| | End of FY '22 | End of FY '23 | End of FY '24 |
| | | | (Forcast) |
| Consolidated | 145,696 | 149,655 | |
| Non-consolidated | 36,700 | 35,136 | 36,932 |
| Subsidiaries | 203 companies | 209 companies | |
| | 108,996 | 114,519 | |
| Domestic subsidiaries | 96 companies | 91 companies | |
| Domestic subsidiaries | 55,593 | 58,208 | |
| Overseas subsidiaries | 107 companies | 118 companies | |
| Overseas subsidiaries | 53,403 | 56,311 | |

<Reference>

1. Quarterly Financial Results for Fiscal 2023

| . Quarterry I maneral results for Tisear 2025 | | | | | | | | | | | | | |
|--|----------|--------------|---------|---------|-----------------------|---------|-------------|---------|--------|-------------|----------|-------------|---------|
| (Consolidated) | | | | | | | | | (| Billions of | yen, yea | r-on-year % | change) |
| | FY '22 | | | | | | | | FY '23 | | | | |
| | 1st Half | st Half Q3 Q | | Full ye | Full year 1st Half Q3 | | 1st Half Q3 | | Q3 Q4 | | Full ye | ear | |
| Revenue | 2,138.3 | 1,042.8 | 1,295.4 | 4,476.7 | (+7) | 2,339.5 | (+9) | 1,225.6 | (+18) | 1,438.4 | (+11) | 5,003.6 | (+12) |
| Operating profit | 137.8 | 52.3 | 61.8 | 252.0 | (+9) | 80.5 | (-42) | 82.7 | (+58) | 99.1 | (+60) | 262.3 | (+4) |
| Profit before income taxes | 148.3 | 58.8 | 72.4 | 279.6 | (+8) | 103.1 | (-31) | 85.9 | (+46) | 103.1 | (+42) | 292.1 | (+4) |
| Net profit attributable to Mitsubishi Electric Corp. stockholders | 104.8 | 43.6 | 55.0 | 203.4 | (+5) | 74.8 | (-29) | 64.5 | (+48) | 74.5 | (+36) | 213.9 | (+5) |

2. Quarterly Revenue and Operating Profit by Segment for Fiscal 2023

| | | | | | | (Billions of yen, year-on-year % change) | | | | | | | | |
|----------------------------|----------------------------|----------|---------|---------|----------|--|---------|--------|---------|--------|---------|--------|---------|-------|
| | | FY '22 | | | | FY '23 | | | | | | | | |
| | - | 1st Half | Q3 | Q4 | Full yea | ır | 1st H | | Q3 | | Q | | Full | |
| | Revenue | 409.5 | 201.1 | 335.4 | 946.1 | | 402.0 | (-2) | 212.6 | (+6) | 358.5 | (+7) | 973.1 | (+3) |
| Infrastructure | Operating profit (loss) | 8.7 | 5.6 | 27.1 | 41.5 | | -15.3 | (-) | 3.1 | (-44) | 39.7 | (+46) | 27.5 | (-34) |
| | Revenue | 155.7 | 80.4 | 147.0 | 383.3 | | 152.7 | (-2) | 81.2 | (+1) | 161.7 | (+10) | 395.7 | (+3) |
| Public Utility Systems | Operating profit (loss) | 0.1 | -0.8 | 16.0 | 15.3 | | -7.9 | (-) | -1.2 | (-) | 22.2 | (+38) | 13.0 | (-15) |
| | Revenue | 154.4 | 74.2 | 98.8 | 327.5 | | 145.8 | (-6) | 80.9 | (+9) | 104.2 | (+5) | 331.0 | (+1) |
| Energy Systems | Operating profit | 8.5 | 5.4 | 9.1 | 23.1 | | 4.2 | (-50) | 6.7 | (+23) | 11.0 | (+22) | 22.0 | (-5) |
| D () | Revenue | 99.2 | 46.3 | 89.5 | 235.1 | | 103.4 | (+4) | 50.3 | (+9) | 92.5 | (+3) | 246.3 | (+5) |
| Defense & Space Systems | Operating profit (loss) | 0.0 | 1.0 | 2.0 | 3.0 | | -11.6 | (-) | -2.3 | (-) | 6.5 | (+223) | -7.5 | (-) |
| T 1 - 134 199 | Revenue | 701.8 | 371.1 | 407.8 | 1,480.8 | | 794.9 | (+13) | 417.2 | (+12) | 448.0 | (+10) | 1,660.2 | (+12) |
| Industry and Mobility | Operating profit | 55.2 | 26.1 | 15.1 | 96.4 | | 43.9 | (-20) | 34.4 | (+32) | 17.5 | (+16) | 95.9 | (-1) |
| Factory Automation | Revenue | 376.3 | 190.5 | 209.3 | 776.1 | | 405.9 | (+8) | 213.2 | (+12) | 224.6 | (+7) | 843.8 | (+9) |
| Systems | Operating profit | 62.6 | 32.7 | 32.6 | 128.0 | | 62.3 | (-1) | 39.7 | (+21) | 40.1 | (+23) | 142.2 | (+11) |
| | Revenue | 325.5 | 180.6 | 198.4 | 704.6 | | 388.9 | (+19) | 204.0 | (+13) | 223.3 | (+13) | 816.4 | (+16) |
| Automotive Equipment | Operating profit (loss) | -7.4 | -6.6 | -17.4 | -31.5 | | -18.3 | (-) | -5.2 | (-) | -22.6 | (-) | -46.2 | (-) |
| * :0 | Revenue | 846.8 | 380.5 | 445.6 | 1,673.0 | | 940.1 | (+11) | 490.4 | (+29) | 516.4 | (+16) | 1,947.1 | (+16) |
| Life | Operating profit | 69.7 | 15.6 | 7.3 | 92.6 | | 34.0 | (-51) | 36.6 | (+135) | 30.5 | (+318) | 101.2 | (+9) |
| | Revenue | 250.6 | 128.4 | 148.7 | 527.8 | | 277.4 | (+11) | 148.4 | (+16) | 160.0 | (+8) | 586.0 | (+11) |
| Building Systems | Operating profit | 11.4 | 7.4 | 2.9 | 21.8 | | 9.3 | (-18) | 10.8 | (+47) | 9.5 | (+220) | 29.8 | (+37) |
| Air Conditioning Systems | Revenue | 596.1 | 252.0 | 296.9 | 1,145.1 | | 662.7 | (+11) | 342.0 | (+36) | 356.3 | (+20) | 1,361.1 | (+19) |
| & Home Products | Operating profit | 58.3 | 8.2 | 4.3 | 70.8 | | 24.6 | (-58) | 25.8 | (+215) | 20.9 | (+386) | 71.4 | (+1) |
| | Revenue | 187.3 | 88.5 | 106.9 | 382.8 | | 206.8 | (+10) | 102.1 | (+15) | 120.2 | (+12) | 429.3 | (+12) |
| Business Platform | Operating profit | 9.5 | 8.5 | 8.2 | 26.4 | | 19.4 | (+103) | 13.0 | (+51) | 7.4 | (-10) | 39.9 | (+51) |
| Information Systems | Revenue | 66.8 | 29.9 | 44.6 | 141.4 | | 68.5 | (+3) | 31.6 | (+5) | 47.6 | (+7) | 147.7 | (+4) |
| & Network Service | Operating profit | 4.4 | 1.7 | 3.4 | 9.6 | | 4.6 | (+4) | 2.0 | (+23) | 3.9 | (+15) | 10.7 | (+11) |
| Semiconductor | Revenue | 120.4 | 58.5 | 62.3 | 241.4 | | 138.3 | (+15) | 70.5 | (+20) | 72.6 | (+17) | 281.5 | (+17) |
| & Device | Operating profit | 5.1 | 6.8 | 4.8 | 16.8 | | 14.8 | (+190) | 10.9 | (+58) | 3.4 | (-28) | 29.2 | (+74) |
| Oth | Revenue | 345.9 | 175.8 | 215.5 | 737.3 | | 393.0 | (+14) | 206.8 | (+18) | 236.1 | (+10) | 836.0 | (+13) |
| Others | Operating profit | 9.4 | 7.0 | 10.2 | 26.7 | | 14.3 | (+52) | 7.7 | (+9) | 9.4 | (-8) | 31.4 | (+18) |
| S-1-4-4-1 | Revenue | 2,491.5 | 1,217.2 | 1,511.4 | 5,220.2 | | 2,737.0 | (+10) | 1,429.4 | (+17) | 1,679.4 | (+11) | 5,845.9 | (+12) |
| Subtotal | Operating profit | 152.7 | 63.0 | 68.1 | 283.9 | | 96.3 | (-37) | 94.9 | (+51) | 104.8 | (+54) | 296.2 | (+4) |
| | Revenue | -353.1 | -174.3 | -215.9 | -743.4 | | -397.4 | | -203.8 | | -241.0 | | -842.2 | |
| Eliminations and corporate | Operating profit | -14.8 | -10.6 | -6.3 | -31.8 | | -15.8 | | -12.2 | | -5.7 | | -33.8 | |
| 0 1114 14 41 | Revenue | 2,138.3 | 1,042.8 | 1,295.4 | 4,476.7 | (+7) | 2,339.5 | (+9) | 1,225.6 | (+18) | 1,438.4 | (+11) | 5,003.6 | (+12) |
| Consolidated total | Operating profit | 137.8 | 52.3 | 61.8 | 252.0 | (+9) | 80.5 | (-42) | 82.7 | (+58) | 99.1 | (+60) | 262.3 | (+4) |

FY '22: Apr. 1, 2021 – Mar. 31, 2022 FY '23: Apr. 1, 2022 – Mar. 31, 2023