

# Financial Results

## FY2020 (Ended March 2021)

### First Quarter

Any forward-looking statement in this report speaks only as of the date on which it is made; Forward-looking statements are based on the company's current assumptions regarding future business and financial performance; these statements by their nature address matters that are uncertain to different degrees.

Forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to be materially different.

*Note:* This report is a translation of Japanese version. In case of any difference between English version and Japanese version, Japanese version shall prevail.



July, 2020 | FUJITSU GENERAL LIMITED

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## Consolidated Financial Results

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

	FY2019 1Q	FY2020 1Q	Change	
				%
Net sales	624	580	-44	-5% -7%
Gross profit (Gross profit margin)	172 (27.6%)	176 (30.4%)	4 (2.8%)	3%
Operating income (Operating income margin)	25 (4.1%)	39 (6.8%)	14 (2.7%)	55%
Ordinary income (Ordinary income margin)	29 (4.6%)	46 (8.0%)	17 (3.4%)	60%
Net income * (Net income margin *)	19 (3.1%)	34 (5.9%)	15 (2.8%)	76%
Net income per share	¥18.59	¥32.64	¥14.05	

\* Net income attributable to Owners of the Parent

Copper price	Average	Average	Average	
USD/t	6,365	6,183	-182	
Foreign Exchange rate	Average (Closing)	Average (Closing)	Average (Closing)	
Yen/1USD	110 (108)	108 (108)	-2 (-)	
Yen/1AUD	76 (75)	71 (74)	-5 (-1)	
Yen/1EUR	124 (122)	118 (121)	-6 (-1)	
BAHT/1USD	31.4 (30.6)	31.8 (30.7)	0.4 (0.1)	
RMB/1USD	6.79 (6.87)	7.09 (7.08)	0.30 (0.21)	

## Analysis of Financial Results

<p>Air Conditioners</p>	<p>&lt;Sales&gt;</p> <ul style="list-style-type: none"> <li>▪ Air conditioners (Overseas) decreased by 5.5 Billion Yen ( down by 14%, down by 10% based on local currency from previous year ).</li> <li>▪ Air conditioners (Japan) increased by 0.1 Billion Yen ( up by 1% 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 45% from previous year ).</li> </ul> <p>Operating income increased due to progress in total cost reduction, improvement in gain (loss) on foreign currency translation and reduction of expense.</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 1.0 Billion Yen ( up by 28% from previous year ).</li> </ul> <p>&lt;Operating income&gt;</p> <ul style="list-style-type: none"> <li>▪ Operating loss was improved by 0.3 Billion Yen.</li> </ul> <p>Mainly increase sales in Information &amp; Communication Systems.</p>

## Sales by Segment

(Hundred Million Yen)

	FY2019		FY2020		Change			
	1 Q		1 Q				%	
Air conditioners	93%	584	91%	530	-2%	-54	-7%	-9%
(Japan)		(182)		(183)		(1)		(1%)
(Overseas)		(402)		(347)		(-55)	(-10%)	(-14%)
Info & Comm Syst.		14		22		8		66%
Electronic Devices		22		24		2		5%
Info & Comm Syst. and Electronic Devices	6%	36	8%	46	2%	10		28%
Others	1%	4	1%	4	-%	-		-3%
<b>Total</b>	<b>100%</b>	<b>624</b>	<b>100%</b>	<b>580</b>	<b>-%</b>	<b>-44</b>	<b>-5%</b>	<b>-7%</b>
Japan	35%	220	40%	231	5%	11		5%
Overseas	65%	404	60%	349	-5%	-55	-10%	-14%

[Note1: subscripts(%) of sales is proportion to Total]

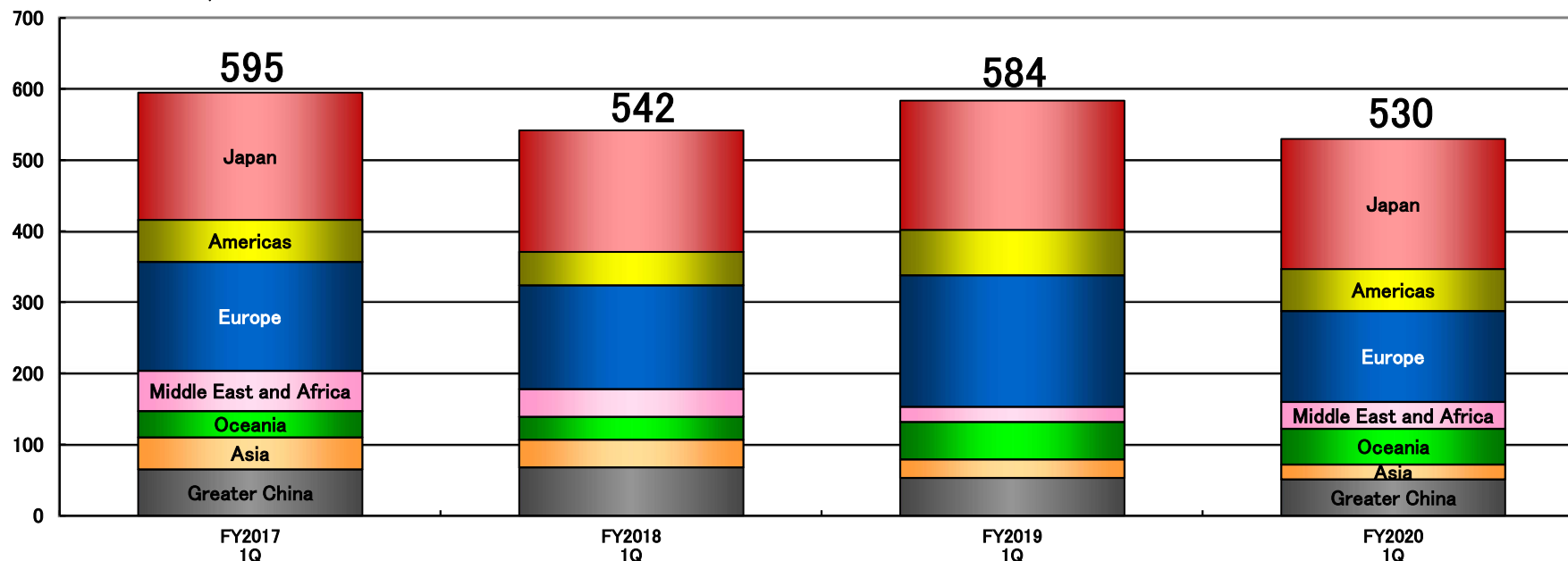
[Note2: subscripts(%) of change % is local currency base]

# 1. Financial Results for FY2020 First Quarter



## AC Sales by Geographic area

(Hundred Million Yen)



### 【Sales by Geographic area】

(Hundred Million Yen)

	FY2017 1Q	FY2018 1Q	FY2019 1Q	FY2020 1Q	Change			
					%	%	Local currency base	
Japan	30% 179	32% 171	31% 182	35% 183	4%	1	1%	1%
Americas	10% 59	9% 47	11% 64	11% 59	-%	-5	-6%	-5%
Europe	26% 153	27% 146	32% 185	24% 128	-8%	-57	-31%	-28%
Middle East and Africa	9% 57	7% 39	4% 21	7% 38	3%	17	81%	85%
Oceania	6% 37	6% 32	9% 53	9% 50	-%	-3	-6%	2%
Asia	8% 45	7% 39	4% 26	4% 21	-%	-5	-19%	-18%
Greater China	11% 65	12% 68	9% 53	10% 51	1%	-2	-5%	-2%
<b>Total</b>	100% <b>595</b>	100% <b>542</b>	100% <b>584</b>	100% <b>530</b>	-%	<b>-54</b>	<b>-9%</b>	<b>-7%</b>
<b>(Overseas Total)</b>	<b>(70%) (416)</b>	<b>(68%) (371)</b>	<b>(69%) (402)</b>	<b>(65%) (347)</b>	<b>(-4%)</b>	<b>(-55)</b>	<b>(-14%)</b>	<b>(-10%)</b>

[Note1: sales to external customers ]

[Note2: subscribers(%) is proportion to Total]

## Segment Information

(Hundred Million Yen)

		FY2019	FY2020	Change		
		1 Q	1 Q		%	
Air conditioners	Net sales	584	530	-54	-7%	-9%
	Operating income	27	39	12		45%
	(Operating income margin)	(4.6%)	(7.3%)	(2.7%)		
Info & Comm Syst. and Electronic Devices	Net sales	36	46	10		28%
	Operating income	-3	-	3		-%
	(Operating income margin)	(-8.4%)	(-0.2%)	(8.2%)		
Others	Net sales	4	4	-		-3%
	Operating income	1	-	-1		-46%
	(Operating income margin)	(38.4%)	(21.6%)	(-16.8%)		
Total	Net sales	624	580	-44	-5%	-7%
	Operating income	25	39	14		55%
	(Operating income margin)	(4.1%)	(6.8%)	(2.7%)		

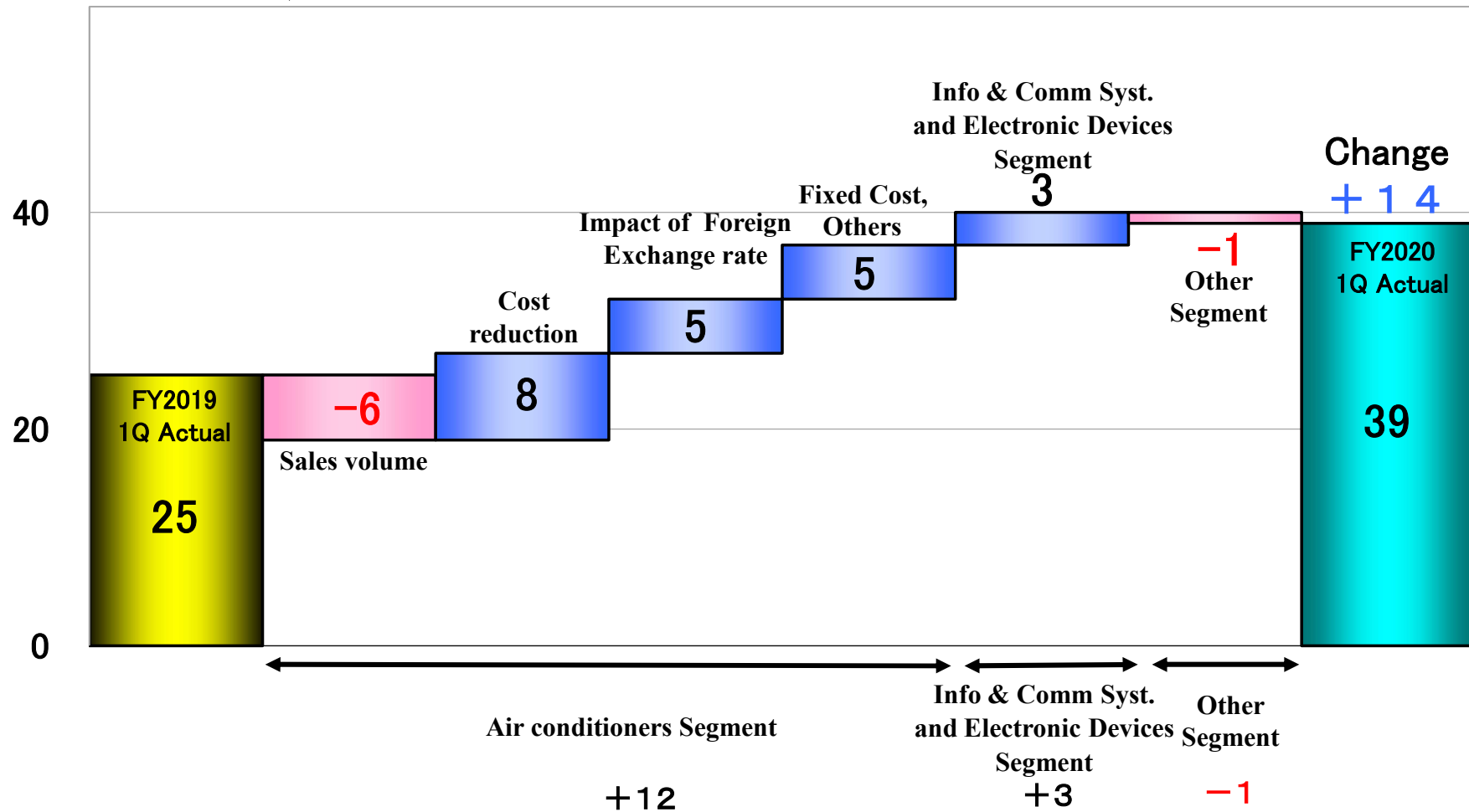
[Note1: sales to external customers] [Note2: subscribers(%) of change % is local currency base]

1. Financial Results for FY2020 First Quarter



# Analysis of Consolidated Operating income (vs previous year)

(Hundred Million Yen)





## Consolidated Balance Sheets

(Hundred Million Yen)

	FY2019		FY2020 1Q		Change
	Actual	ratio	Actual	ratio	
<b>Current assets</b>	<b>1,418</b>	<b>66%</b>	<b>1,489</b>	<b>67%</b>	<b>71</b>
(Cash and deposits)	(276)		(327)		(51)
(Notes and accounts receivables)	(713)		(667)		(-46)
(Inventories)	(330)		(381)		(51)
(Others)	(99)		(114)		(15)
<b>Noncurrent assets</b>	<b>715</b>	<b>34%</b>	<b>740</b>	<b>33%</b>	<b>25</b>
<b>Total assets</b>	<b>2,133</b>	<b>100%</b>	<b>2,229</b>	<b>100%</b>	<b>96</b>
<b>Current liabilities</b>	<b>821</b>	<b>38%</b>	<b>867</b>	<b>39%</b>	<b>46</b>
(Notes and accounts payable)	(355)		(336)		(-19)
(Short-term loans payable)	(54)		(89)		(35)
(Others)	(412)		(442)		(30)
<b>Noncurrent liabilities</b>	<b>205</b>	<b>10%</b>	<b>207</b>	<b>9%</b>	<b>2</b>
<b>Total liabilities</b>	<b>1,026</b>	<b>48%</b>	<b>1,074</b>	<b>48%</b>	<b>48</b>
<b>Shareholders' equity</b>	<b>1,089</b>	<b>51%</b>	<b>1,108</b>	<b>50%</b>	<b>19</b>
Accumulated other comprehensive income	-20	-1%	8	-%	28
<b>Non-controlling interests</b>	<b>38</b>	<b>2%</b>	<b>39</b>	<b>2%</b>	<b>1</b>
<b>Total net assets</b>	<b>1,107</b>	<b>52%</b>	<b>1,155</b>	<b>52%</b>	<b>48</b>
<b>Total liabilities and net assets</b>	<b>2,133</b>	<b>100%</b>	<b>2,229</b>	<b>100%</b>	<b>96</b>

1. Financial Results for FY2020 First Quarter



## Main Financial Data

(Hundred Million Yen)

	FY2019 1Q	FY2020 1Q	Change	(Reference) FY2019
Operating Cash Flow	-	59	59	97
Investing Cash Flow	-41	-21	20	-191
Free Cash Flow	-41	38	79	-94

R&D Expenses	5.2%	32	5.7%	33	0.5%	1	5.1%	134
Capital Expenditures		61		21		-40		139
Depreciation Expenses		13		15		2		58

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

Shareholders' equity ratio	49.6%	50.1%	0.5%	50.1%
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Inventories	366	381	15	330
Days Inventory Outstanding	44.7days	49.9days	5.2days	45.9days
CCC *	89.0days	95.1days	6.1days	91.9days

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

## 2. Plan for the Full Year



# Consolidated Financial Plan

[Note1: subscripts(%) of change % is local currency base] (Hundred Million Yen)

	FY2020 (Previous plan)		FY2020 (Plan)		Change vs previous plan		Change vs previous year		
	1st Half	Full Year	1st Half	Full Year	1st Half	Full Year	Full Year	%	
Net sales	1,150	2,650	1,200	2,650	50	-	29	1%	1%
Operating income	30	160	45	160	15	-	11	7%	
(Operating income margin)	(2.6%)	(6.0%)	(3.8%)	(6.0%)	(1.2%)	(-%)	(0.3%)		
Ordinary income	30	160	50	160	20	-	23	17%	
(Ordinary income margin)	(2.6%)	(6.0%)	(4.2%)	(6.0%)	(1.6%)	(-%)	(0.8%)		
Net income *	20	110	35	110	15	-	52	91%	
(Net income margin *)	(1.7%)	(4.2%)	(2.9%)	(4.2%)	(1.2%)	(-%)	(2.0%)		

\* Net income attributable to Owners of the Parent

Dividend per share (Yen)	15	28.5%	30	15	28.5%	30	-	-%	-	2
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[Note2: subscripts(%) of Dividend per share is dividend payout ratio]

Copper price (Average)

USD/t	6,113	5,389	6,098	5,390	-15	1	-772
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Foreign Exchange rate (Average)

Yen/1USD	108	109	108	109	-	-	-
Yen/1AUD	74	75	74	74	-	-1	-1
Yen/1EUR	119	119	119	120	-	1	-1
BAHT/1USD	31.5	30.6	31.4	30.6	-0.1	-	-0.3
RMB/1USD	7.08	7.04	7.08	7.04	-	-	0.14

## Consolidated Financial Plan

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

	FY2019	FY2020			Change vs previous plan 1st Half	
	1st Half (Actual)	1st Half (Plan)	Change			
				%		
Net sales	1,329	1,200	-129	-9%	-10%	50
Operating income (Operating income margin)	62 (4.7%)	45 (3.8%)	-17 (-0.9%)		-28%	15 (1.2%)
Ordinary income (Ordinary income margin)	59 (4.5%)	50 (4.2%)	-9 (-0.3%)		-16%	20 (1.6%)
Net income * (Net income margin *)	37 (2.8%)	35 (2.9%)	-2 (0.1%)		-6%	15 (1.2%)

\* Net income attributable to Owners of the Parent

## Copper price (Average)

USD/t	6,274	6,098	-176	-15
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## Foreign Exchange rate (Average)

Yen/1USD	109	108	-1	-
Yen/1AUD	75	74	-1	-
Yen/1EUR	122	119	-3	-
BAHT/1USD	31.0	31.4	0.4	-0.1
RMB/1USD	6.84	7.08	0.24	-

## Sales By Segment

(Hundred Million Yen)

	FY2019		FY2020				Change vs Previous plan  1st Half		
	1st Half (Actual)		1st Half (Plan)		Change				
					%				
Air conditioners	90%	1,199	89%	1,070	-1%	-129	-10%	-11%	50
(Japan)		(364)		(390)		(26)		(7%)	(10)
(Overseas)		(835)		(680)		(-155)	(-18%)	(-19%)	(40)
Info & Comm Syst.		65		75		10		15%	-5
Electronic Devices		56		45		-11		-20%	5
Info & Comm Syst. and Electronic Devices	9%	121	10%	120	1%	-1		-1%	-
Others	1%	9	1%	10	-%	1		12%	-
<b>Total</b>	<b>100%</b>	<b>1,329</b>	<b>100%</b>	<b>1,200</b>	<b>-%</b>	<b>-129</b>	<b>-9%</b>	<b>-10%</b>	<b>50</b>
Japan	37%	491	43%	520	6%	29		6%	10
Overseas	63%	838	57%	680	-6%	-158	-18%	-19%	40

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

### 3. Plan for the First Half



## AC Sales by Geographic area

(Hundred Million Yen)

	FY2019	FY2020				Change vs previous plan 1st Half
	1st Half (Actual)	1st Half (Plan)	Change		Local currency base	
				%		
Japan	364	390	26	7%	7%	10
Americas	162	120	-42	-26%	-26%	-5
Europe	334	226	-108	-32%	-31%	34
Middle East and Africa	61	77	16	28%	27%	9
Oceania	133	122	-11	-8%	-6%	-
Asia	51	50	-1	-2%	-2%	2
Greater China	94	85	-9	-10%	-9%	-
<b>Total</b> (Overseas Total)	<b>1,199</b> (835)	<b>1,070</b> (680)	<b>-129</b> (-155)	<b>-11%</b> (-19%)	<b>-10%</b> (-18%)	<b>50</b> (40)

### < Reference Information > Historical Information

	FY2016 1st Half		FY2017 1st Half		FY2018 1st Half		FY2019 1st Half		FY2020 1st Half(Plan)	
Japan	30%	333	30%	332	33%	361	30%	364	37%	390
Americas	11%	120	13%	142	12%	134	14%	162	11%	120
Europe	23%	249	21%	229	23%	256	28%	334	21%	226
Middle East and Africa	12%	138	11%	120	7%	75	5%	61	7%	77
Oceania	8%	88	10%	107	9%	100	11%	133	11%	122
Asia	8%	85	5%	63	6%	67	4%	51	5%	50
Greater China	8%	92	10%	115	10%	109	8%	94	8%	85
<b>Total</b> (Overseas Total)	100% (70%)	<b>1,105</b> (772)	100% (70%)	<b>1,108</b> (776)	100% (67%)	<b>1,102</b> (741)	100% (70%)	<b>1,199</b> (835)	100% (63%)	<b>1,070</b> (680)

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

# Segment Information, R&D Expenses, Capital Expenditures, Depreciation Expenses



(Hundred Million Yen)

		FY2019	FY2020			Change vs previous plan	
			1st Half (Actual)	1st Half (Plan)	Change		
					%	1st Half	
Air Conditioners	Net sales	1,199	1,070	-129	-10%	-11%	50
	Operating income	47	40	-7		-15%	15
	(Operating income margin)	(3.9%)	(3.7%)	(-0.2%)			(1.2%)
Info & Comm Syst. and Electronic Devices	Net sales	121	120	-1		-1%	-
	Operating income	12	5	-7		-58%	-
	(Operating income margin)	(9.9%)	(4.2%)	(-5.7%)			(-%)
Others	Net sales	9	10	1		12%	-
	Operating income	3	-	-3		-%	-
	(Operating income margin)	(38.5%)	(-%)	(-38.5%)			(-%)
Total	Net sales	1,329	1,200	-129	-9%	-10%	50
	Operating income	62	45	-17		-28%	15
	(Operating income margin)	(4.7%)	(3.8%)	(-0.9%)			(1.2%)

[Note1: sales to external customers] [Note2: subscribers(%) of change % is local currency base]

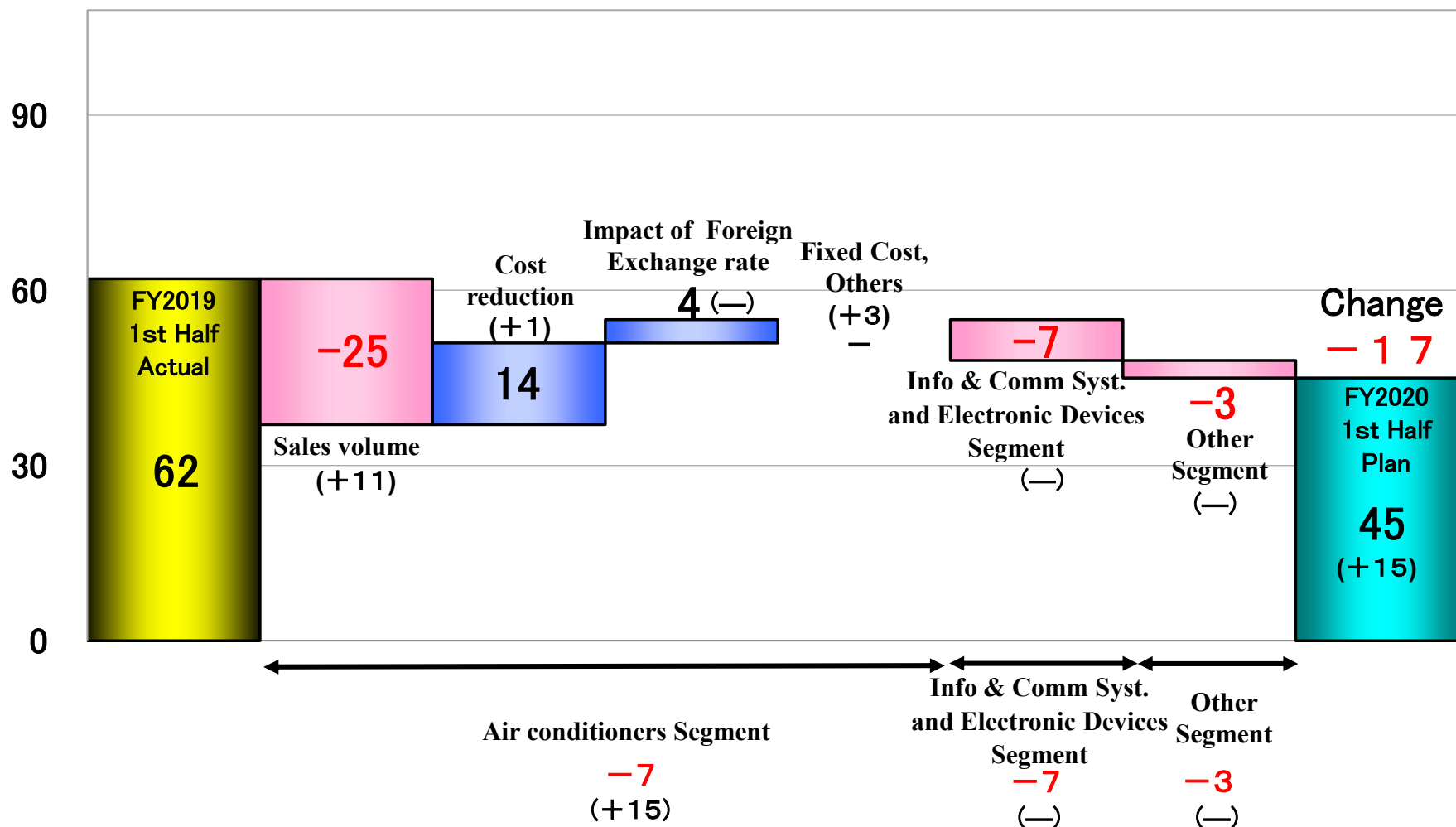
R&D Expenses	5.0%	67	5.8%	70	0.8%	3	5%	-0.3%	-
Capital Expenditures		80		50		-30	-38%		-
Depreciation Expenses		28		31		3	10%		-

[Note3: subscribers(%) is proportion to Net sales]

# Analysis of Consolidated Operating income (vs previous year)



(Hundred Million Yen)



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



# Sales by Segment

(Hundred Million Yen)

	FY2019 (Actual)		FY2020 (Plan)		Change			Change vs previous plan	
	1st Half	Full Year	1st Half	Full Year	Full Year	%		1st Half	Full Year
Air conditioners	1,199	88% 2,301	1,070	89% 2,360	59	2%	3%	50	-
(Japan)	(364)	(573)	(390)	(630)	(57)		(10%)	(10)	(-)
(Overseas)	(835)	(1,728)	(680)	(1,730)	(2)	(-%)	(-%)	(40)	(-)
Info & Comm Syst.	65	188	75	180	-8		-4%	-5	-
Electronic Devices	56	113	45	90	-23		-21%	5	-
Info & Comm Syst. and Electronic Devices	121	11% 301	120	10% 270	-31		-10%	-	-
Others	9	1% 19	10	1% 20	1		7%	-	-
<b>Total</b>	<b>1,329</b>	<b>100% 2,621</b>	<b>1,200</b>	<b>100% 2,650</b>	<b>29</b>	<b>1%</b>	<b>1%</b>	<b>50</b>	<b>-</b>
Japan	491	34% 885	520	35% 920	35		4%	10	-
Overseas	838	66% 1,736	680	65% 1,730	-6	-%	-%	40	-

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

# AC Sales by Geographic area

(Hundred Million Yen)

	FY2019 (Actual)		FY2020 (Plan)		Change			Change vs previous plan	
	1st Half	Full Year	1st Half	Full Year	Full Year	%	Local currency base	1st Half	Full year
Japan	364	573	390	630	57	10%	10%	10	-
Americas	162	365	120	365	-	-%	-1%	-5	-
Europe	334	621	226	510	-111	-18%	-17%	34	-
Middle East and Africa	61	201	77	210	9	5%	4%	9	-
Oceania	133	290	122	300	10	3%	3%	-	-
Asia	51	96	50	180	84	88%	89%	2	-
Greater China	94	155	85	165	10	6%	6%	-	-
Total	1,199	2,301	1,070	2,360	59	3%	2%	50	-
(Overseas Total)	(835)	(1,728)	(680)	(1,730)	(2)	(-%)	(-%)	(40)	(-)

< Reference Information > Historical Information

	FY2016 (Actual)		FY2017 (Actual)		FY2018 (Actual)		FY2019 (Actual)		FY2020 (Plan)	
Japan	24%	555	23%	552	26%	593	25%	573	27%	630
Americas	14%	329	15%	349	16%	363	16%	365	15%	365
Europe	19%	449	21%	494	23%	516	27%	621	21%	510
Middle East and Africa	17%	396	14%	337	8%	170	9%	201	9%	210
Oceania	10%	220	11%	252	11%	253	12%	290	13%	300
Asia	9%	202	7%	156	7%	162	4%	96	8%	180
Greater China	7%	173	9%	209	9%	192	7%	155	7%	165
Total	100%	2,324	100%	2,349	100%	2,249	100%	2,301	100%	2,360
(Overseas Total)	(76%)	(1,769)	(77%)	(1,797)	(74%)	(1,656)	(75%)	(1,728)	(73%)	(1,730)

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

<Reference Information> Segment Information, R&D Expenses,  
Capital Expenditures, Depreciation Expenses



(Hundred Million Yen)

		FY2019 (Actual)		FY2020 (Plan)		Change		Change vs previous plan		
		1st Half	Full Year	1st Half	Full Year	Full Year	%	1st Half	Full Year	
Air conditioners	Net sales	1,199	2,301	1,070	2,360	59	2%	3%	50	-
	Operating income	47	105	40	135	30		29%	15	-
	(Operating income margin)	(3.9%)	(4.6%)	(3.7%)	(5.7%)	(1.1%)			(1.2%)	(-%)
Info & Comm Syst. and Electronic Devices	Net sales	121	301	120	270	-31	-10%		-	-
	Operating income	12	39	5	25	-14	-36%		-	-
	(Operating income margin)	(9.9%)	(13.0%)	(4.2%)	(9.3%)	(-3.7%)			(-%)	(-%)
Others	Net sales	9	19	10	20	1	7%		-	-
	Operating income	3	5	-	-	-5	-%		-	-
	(Operating income margin)	(38.5%)	(29.0%)	(-%)	(-%)	(-29.0%)			(-%)	(-%)
Total	Net sales	1,329	2,621	1,200	2,650	29	1%	1%	50	-
	Operating income	62	149	45	160	11		7%	15	-
	(Operating income margin)	(4.7%)	(5.7%)	(3.8%)	(6.0%)	(0.3%)			(1.2%)	(-%)

[Note1: sales to external customers] [Note2: subscribers(%) of change % is local currency base]

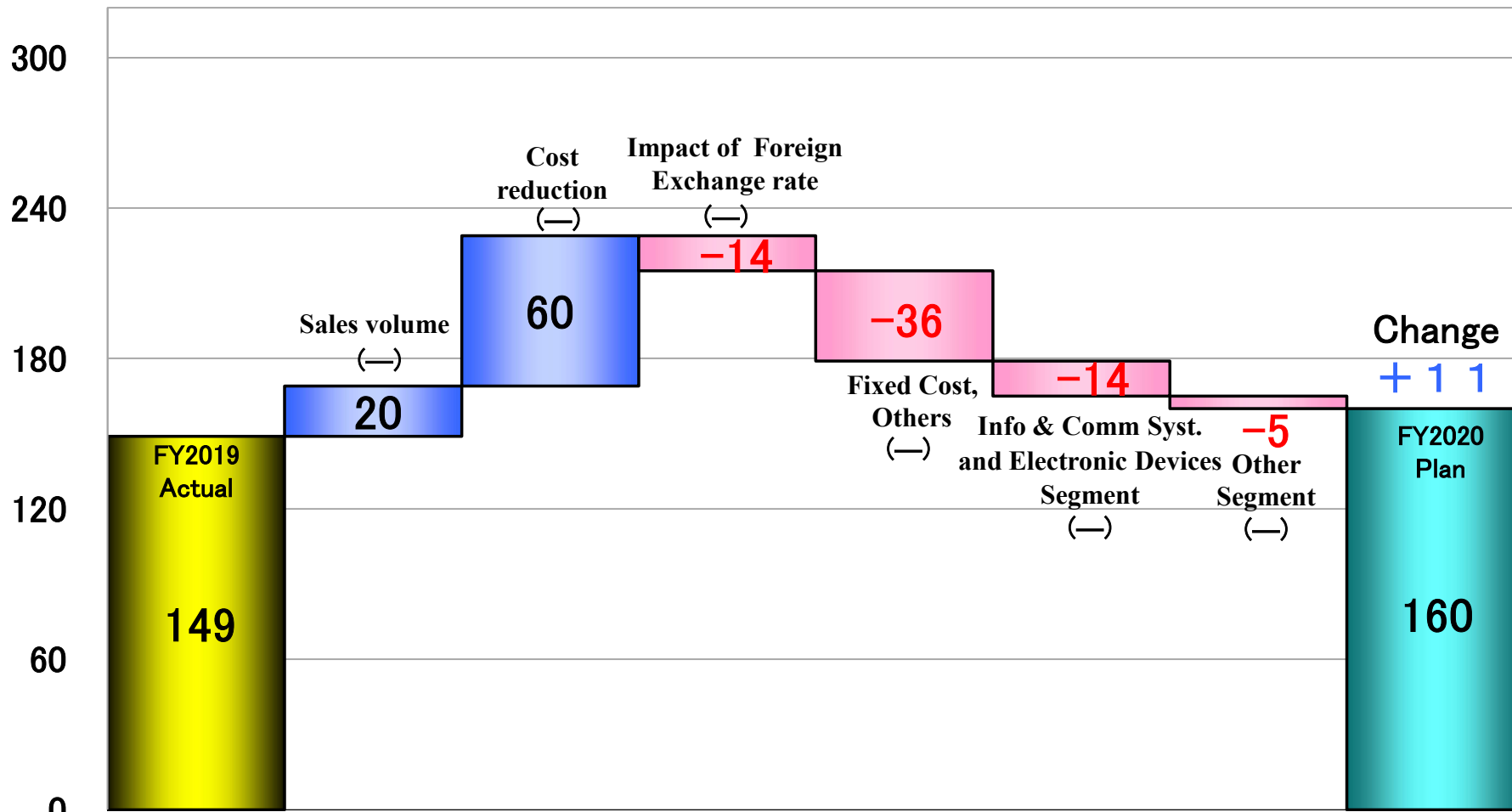
R&D Expenses	5.0%	67	5.1%	134	5.8%	70	5.5%	145	0.4%	11	8%	-0.3%	-	-%	-
Capital Expenditures		80		139		50		100		-39	-28%		-		-
Depreciation Expenditures		28		58		31		65		7	11%		-		-

[Note3: subscribers(%) is proportion to Net sales]

<Reference Information> Analysis of Consolidated Operating income  
[FY2020] (vs previous year)



(Hundred Million Yen)



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

# Sales by Segment (Quarter Information)



(Hundred Million Yen)

	FY2019 (Actual)					FY2020		Change	
	1Q	2Q	3Q	4Q	Total	1Q (Actual)	2Q (Plan)	2Q	%
Air conditioners	584	615	407	695	2,301	530	540	-75	-13%
(Japan)	(182)	(182)	(82)	(127)	(573)	(183)	(207)	(25)	(13%)
(Overseas)	(402)	(433)	(325)	(568)	(1,728)	(347)	(333)	(-100)	(-24%) (-23%)
Info & Comm Syst.	14	51	38	85	188	22	53	2	2%
Electronic Devices	22	34	28	29	113	24	21	-13	-36%
Info & Comm Syst. and Electronic Devices	36	85	66	114	301	46	74	-11	-13%
Others	4	5	5	5	19	4	6	1	26%
Total	624	705	478	814	2,621	580	620	-85	-13%
Japan	220	271	150	244	885	231	289	18	7%
Overseas	404	434	328	570	1,736	349	331	-103	-25%

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

# <Reference Information> Consolidated Statements of Income (Quarter Information)



(Hundred Million Yen)

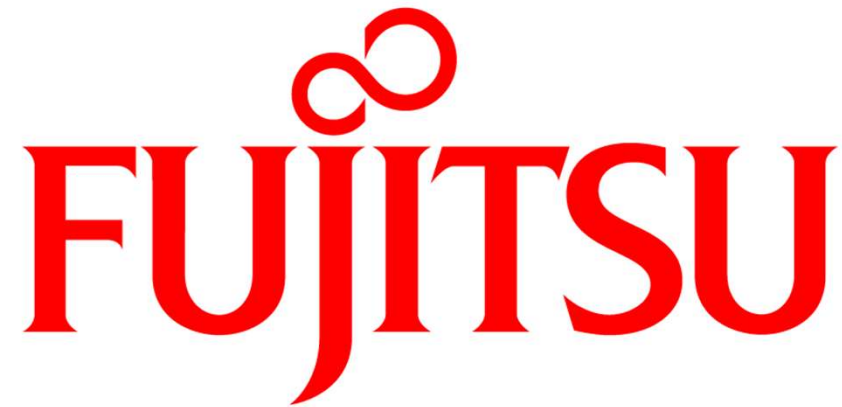
	FY2019 (Actual)					FY2020		Change		
	1Q	2Q	3Q	4Q	Total	1Q (Actual)	2Q (Plan)	2Q	%	
Net sales	624	705	478	814	2,621	580	620	-85	-13%	-12%
Operating income	25	37	-9	96	149	39	6	-31	-85%	
(Operating income margin)	(4.1%)	(5.2%)	(-1.9%)	(11.8%)	(5.7%)	(6.8%)	(0.9%)	(-4.3%)		
Ordinary income	29	30	-	78	137	46	4	-26	-88%	
(Ordinary income margin)	(4.6%)	(4.3%)	(-%)	(9.5%)	(5.2%)	(8.0%)	(0.6%)	(-3.7%)		
Net income *	19	18	-7	28	58	34	1	-17	-95%	
(Net income margin *)	(3.1%)	(2.5%)	(-1.6%)	(3.4%)	(2.2%)	(5.9%)	(0.1%)	(-2.4%)		

\* Net income attributable to Owners of the Parent [Note1: subscripts(%) of change % is local currency base ]

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

	FY2019 (Actual)					FY2020		Change		
	1Q	2Q	3Q	4Q	Total	1Q (Actual)	2Q (Plan)	2Q	%	Local currency base
Japan	182	182	82	127	573	183	207	25	13%	13%
Americas	64	98	63	140	365	59	61	-37	-39%	-40%
Europe	185	149	115	172	621	128	98	-51	-34%	-35%
Middle East and Africa	21	40	27	113	201	38	39	-1	-1%	-4%
Oceania	53	80	75	82	290	50	72	-8	-10%	-12%
Asia	26	25	13	32	96	21	29	4	16%	16%
Greater China	53	41	32	29	155	51	34	-7	-15%	-17%
Total	584	615	407	695	2,301	530	540	-75	-12%	-13%
(Overseas Total)	(402)	(433)	(325)	(568)	(1,728)	(347)	(333)	(-100)	(-23%)	(-24%)

[Note2: 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.

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