

# Financial Results for the Third Quarter of the Year 2023

(Nine months ended on October 31, 2022)

Company: **FUJI ELECTRIC INDUSTRY CO., LTD.**

Code Number: 6654

Coordinator: Noriko Shimomura

Director and Executive Officer

Stock: Tokyo Stock Exchange

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Date of the board meeting for this period: December 6, 2022

## 1. Third quarter financial results for the nine months ended on October 31 (February 1, 2022 through October 31, 2022)

### (1) Operating Results

(Unit: Millions of Yen)

	Net sales		Operating income		Ordinary income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%
3rd Q.FY 2023	2,798	(1.0)	268	60.7	291	45.5
3rd Q.FY 2022	2,825	1.1	166	(38.4)	200	(28.4)

  

	Net income		Net income per share –basic	Net income per share –diluted
	Millions of yen	%	Yen	Yen
3rd Q.FY 2023	204	46.1	36.23	36.18
3rd Q.FY 2022	139	(29.1)	24.37	24.31

Note: Percentages for net sales, operating income etc. show increase (decrease) from previous year's third quarter.

### (2) Financial Condition

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
3rd Q.FY 2023	10,913	10,097	92.4	1,818.64
FY 2022	11,004	10,286	93.4	1,789.50

Note: Equity capital

3rd Q.FY 2023 10,089 million yen  
FY 2022 10,277 million yen

## 2.Dividends

	Dividend per share				
	First quarter	Second quarter	Third quarter	Year-end	Annual
	Yen	Yen	Yen	Yen	Yen
FY 2022	—	16.00	—	16.00	32.00
FY 2023	—	16.00			
FY 2023 (forecast)			—	16.00	32.00

Note : Revision of dividends forecast for this period : No

## 3.Forecast of operating results for Fiscal Year 2023 (February 1, 2022 through January 31, 2023)

	Net sales		Operating income		Ordinary income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%
FY 2023	3,900	4.8	291	27.1	313	14.3

  

	Net income		Net income per share
	Millions of yen	%	Yen
FY 2023	217	13.9	38.81

Note 1: Percentages for net sales, operating income etc. for the FY 2023 show increase (decrease) from the previous year.

2: Revision of operating results forecast for this period : No

#### 4.Others

- (1) Application of special accounting policy for quarterly financial reporting : No  
(2) Changes in the accounting policy : Yes  
(3) Changes except (2) : No  
(4) About number of shares

Number of shares issued	:	3rd Q.FY 2023	6,669,000	FY 2022	6,669,000
Treasury stock at end of each period	:	3rd Q.FY 2023	1,121,430	FY 2022	925,730
Average number of shares	:	3rd Q.FY 2023	5,635,152	3rd Q.FY 2022	5,734,553

※ Note with respect to “Forecast of operating results for Fiscal Year 2023”

Forecasts announced by the company referred to above be prepared based on management’s assumptions with information available at this time and therefore involve known and unknown risks and uncertainties.

Please note such risks and uncertainties may cause the actual results to be materially different from the forecasts (earnings forecast, dividend forecast, and other forecasts).

## Qualitative information / Financial affairs

### 1. Description on business performance

#### (1) General situation

During the first nine months of the fiscal year ending January 31, 2023, Japan's economy was showing signs of recovery in consumer spending and capital investment.

Under these circumstances, We focused our sales activity on the domestic market of electric power, public facilities, general industries, electric railway and overseas market of Asia and the Middle East. As a result of this performance, although the sales of Auxiliary switch and Connector terminal block increased, the sales of Equipments for photovoltaic generation and Products for railway vehicles decreased.

The cumulative sales amount in the first nine months of the fiscal year was 2,798 million yen (decreased by 1.0% compared with the previous year).

Regarding the cumulative profit, the inventory was built up with increase of orders received, manufacturing costs decreased, the operating income was 268 million yen (increased by 60.7% compared with the previous year), the ordinary income was 291 million yen (increased by 45.5% compared with the previous year), and the net income was 204 million yen (increased by 46.1% compared with the previous year).

#### (2) Products sales

##### Control switches

Although the sales of Switches for railway vehicles decreased, the sales of Auxiliary switch increased.

The sales amount was 760 million yen (increased by 1.4% compared with the previous year).

##### Connecting devices

Connector terminal block and Test terminal block were selling well. The sales amount was 1,218 million yen (increased by 9.7% compared with the previous year).

##### Pilot lamps and Indicators

Although the sales of Indicators increased, the sales of Indicator for railway vehicles and Multi-window Indicator decreased.

The sales amount was 350 million yen (decreased by 4.5% compared with the previous year).

##### Electronic devices

The sales of Digital alarm and Indicator module were sluggish. However, the sales of I/O terminal and Telephone relay increased.

The sales amount was 436 million yen (increased by 5.8% compared with the previous year).

##### Third party sales

Although the sales of parts increased, the sales of Equipments for photovoltaic generation decreased.

The sales amount was 32 million yen (decreased by 81.2% compared with the previous year).

##### Others

The sales amount except for Electric control devices was 0 million yen.

### 2. Description on business performance forecast

As for the prospects of our business performances of January 2023, there have been no changes in the prospects announced by the brief note on August 29, 2022.

### 3.Non-consolidated quarterly balance sheets

Thousands of Yen

	As of January 31, 2022	As of October 31, 2022
	Amount	Amount
<b>(Assets)</b>		
<b>I Current assets</b>		
1.Cash and deposits	4,552,192	4,455,800
2.Notes and accounts receivable-trade	1,197,161	1,117,586
3.Electronically recorded monetary claims	311,988	306,312
4.Finished goods	163,762	234,878
5.Work in process	397,250	459,237
6.Raw materials	498,818	561,708
7.Others	39,880	38,928
<b>Total current assets</b>	<b>7,161,055</b>	<b>7,174,452</b>
<b>II Noncurrent assets</b>		
(1) Property, plant and equipment		
1.Buildings, net	1,615,507	1,536,124
2.Land	1,347,627	1,347,627
3.Others, net	244,574	188,844
Total property, plant and equipment	3,207,709	3,072,596
(2) Intangible assets	9,510	7,222
(3) Investments and other assets		
1.Investment securities	577,579	595,291
2.Others	48,336	64,199
Total investments and other assets	625,915	659,490
<b>Total noncurrent assets</b>	<b>3,843,136</b>	<b>3,739,309</b>
<b>Total assets</b>	<b>11,004,191</b>	<b>10,913,761</b>

### 3.Non-consolidated quarterly balance sheets

Thousands of Yen

	As of January 31, 2022	As of October 31, 2022
	Amount	Amount
<b>(Liabilities)</b>		
<b>I Current liabilities</b>		
1.Accounts payable-trade	138,762	160,434
2.Short-term loans payable	120,000	120,000
3.Income taxes payable	54,359	63,249
4.Provision for bonuses	58,533	99,207
5.Provision for product warranties	114,019	102,886
6.Others	117,489	137,027
<b>Total current liabilities</b>	<b>603,164</b>	<b>682,805</b>
<b>II Noncurrent liabilities</b>		
1.Provision for retirement benefits	100,732	118,186
2.Others	13,553	15,061
<b>Total noncurrent liabilities</b>	<b>114,285</b>	<b>133,247</b>
<b>Total liabilities</b>	<b>717,449</b>	<b>816,053</b>
<b>(Net assets)</b>		
<b>I Shareholders' equity</b>		
1.Capital stock	1,087,250	1,087,250
2.Capital surplus	1,712,365	1,712,314
3.Retained earnings	8,286,226	8,309,744
4.Treasury stock	(1,027,968)	(1,255,990)
<b>Total shareholders' equity</b>	<b>10,057,873</b>	<b>9,853,318</b>
<b>II Valuation and translation adjustments</b>		
Valuation difference on available-for-sale securities	219,680	235,733
<b>Total valuation and translation adjustments</b>	<b>219,680</b>	<b>235,733</b>
<b>III Share option</b>	<b>9,187</b>	<b>8,656</b>
<b>Total net assets</b>	<b>10,286,741</b>	<b>10,097,708</b>
<b>Total liabilities and net assets</b>	<b>11,004,191</b>	<b>10,913,761</b>

#### 4.Non-consolidated quarterly statements of income

Thousands of Yen

	Nine months ended October 31, 2021	Nine months ended October 31, 2022
	Amount	Amount
I Net sales	2,825,739	2,798,159
II Cost of sales	1,945,973	1,816,602
<b>Gross profit</b>	<b>879,766</b>	<b>981,557</b>
III Selling, general and administrative expenses	712,774	713,265
<b>Operating income</b>	<b>166,991</b>	<b>268,292</b>
IV Non-operating income		
1.Interest income	447	199
2.Dividends income	6,269	8,186
3.Subsidy income	16,420	6,689
4.Gain on investments in investment partnerships	5,917	—
5. Foreign exchange gains	—	7,830
6.Others	5,222	4,487
Total non-operating income	34,277	27,393
V Non-operating expenses		
1.Interest expenses	771	730
2.Loss on investments in investment partnerships	—	2,872
3.Others	1	409
Total non-operating expenses	772	4,012
<b>Ordinary income</b>	<b>200,496</b>	<b>291,673</b>
VI Extraordinary loss		
Loss on retirement of noncurrent assets	0	0
Total extraordinary losses	0	0
<b>Income before income taxes</b>	<b>200,496</b>	<b>291,673</b>
Income taxes	60,722	87,510
<b>Net income</b>	<b>139,773</b>	<b>204,163</b>

## 5.Others

### (1) Actual of orders

Thousands of Yen

	Nine months ended October 31, 2022
Products category	Amount
Control switches	786,744
Connecting devices	1,259,304
Pilot lamps and Indicators	351,341
Electronic devices	653,353
Third party sales	50,816
Others	5
Total	3,101,566

### (2) Backlog of orders

Thousands of Yen

	Nine months ended October 31, 2022
Products category	Amount
Control switches	344,066
Connecting devices	405,789
Pilot lamps and Indicators	176,461
Electronic devices	577,300
Third party sales	36,005
Others	—
Total	1,539,623

### (3) Sales

Thousands of Yen	
	Nine months ended October 31, 2022
Products category	Amount
Control switches	760,406
Connecting devices	1,218,709
Pilot lamps and Indicators	350,372
Electronic devices	436,300
Third party sales	32,362
Others	5
Total	2,798,159

#### ① Sales form

Thousands of Yen	
	Nine months ended October 31, 2022
	Amount
Domestic sales	2,569,405
Overseas sales	228,753
Total	2,798,159

Note: The details of overseas sales are listed below.

#### ② Foreign market for trading company(overseas sales)

Thousands of Yen	
	Nine months ended October 31, 2022
	Amount
Asia	177,639
Middle East	33,474
Others	17,640
Total	228,753