

Consolidated Financial Results for FY2024

Fuji Electric Co., Ltd. April 25, 2025

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Hello, everyone.

I am Miyoshi, and I will be taking charge of the Corporate Management Planning.

In April of this year, we abolished the existing President's Office and incorporated the Public Relations and Investor Relations

Department, which had been handled by the President's Office, into the Corporate Planning Division. We will continue to be in charge of communication with investors.

Thank you very much for your cooperation.

I would like to begin with a report on our full-year financial results.

Key Points



■ Financial Results for FY2024 (YoY Comparison)

Net Sales ¥1,123.4 billion (YoY +¥20.2 billion) Operating Profit ¥117.6 billion (YoY +¥11.6 billion)

Operating Profit Ratio 10.5% (YoY +0.9%)

Profit Attributable to

Owners of Parent ¥92.2 billion (YoY +¥16.9 billion)

- Record highs set for net sales, operating profit, ordinary profit and profit attributable to owners of parent, operating profit ratio of more than 10% achieved
- · Higher sales in Energy, Semiconductors and Food and Beverage Distribution segments; higher profit in all segments

■Financial Results for FY2024

(Comparison with Forecasts on Jan. 30, 2025)

Profit Attributable to

Owners of Parent ¥92.2 billion (vs Forecasts +¥6.2 billion)

Higher sales and profit primarily attributable to Industry and Semiconductors segments

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We achieved record highs in net sales, operating profit, ordinary profit, and profit attributable to owners of parent, and we also achieved our key target of an operating profit ratio of over 10%.

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Record highs set for net sales, operating profit, ordinary profit and profit attributable to owners of parent, operating profit ratio of more than 10% achieved

(Billion yen)				
	FY2023	FY2024	Change	
Net Sales	1,103.2	1,123.4	20.2	
Operating Profit	106.1	117.6	11.6	
(Operating Profit Ratio)	(9.6%)	(10.5%)	(0.9%)	
Ordinary Profit	107.8	118.8	10.9	
Extraordinary Profit	6.2	14.9	8.7	
Profit before Income Taxes	114.0	133.7	19.6	
Profit Taxes	32.0	37.0	5.0	
Profit Attributable to Non-controlling Interests	6.7	4.4	* -2.3	
Profit Attributable to Owners of Parent	75.4	92.2	16.9	
(Ratio of Profit Attributable to Owners of Parent to Net Sales)	(6.8%)	(8.2%)	(1.4%)	
(Period-End Rate: End of March)			(Yen)	
US\$	151.41	149.52	-1.89	
EURO	163.24	162.08	-1.16	
RMB	20.83	20.59	-0.24	
(Average Exchange Rate)			(Yen)	
US\$	144.62	152.58	7.96	
EURO	156.80	163.75	6.95	
RMB	20.14	21.10	0.96	

Gain on translation of earnings of overseas	
subsidiaries	+0.0
Demand increase	+20.2
Change of Non-Operating Profit	FY2023 FY2024

Change of Non-Operating	<u>Profit</u>	FY2023 FY2024
Net interest expense	(-1.1	$1.2 \to 0.1$)
Foreign exchange gain	(-3.5	$2.4 \rightarrow -1.1$)
Others	(+4.0	$-1.9 \rightarrow 2.1$)
	(-0.6	1.8 → 1.1)

Change of Extraordinary Profit

Change of Net Sales

^{*} Lower profit associated with conversion of Fuji Furukawa Engineering & Construction Co. Ltd. into wholly owned subsidiary, etc.

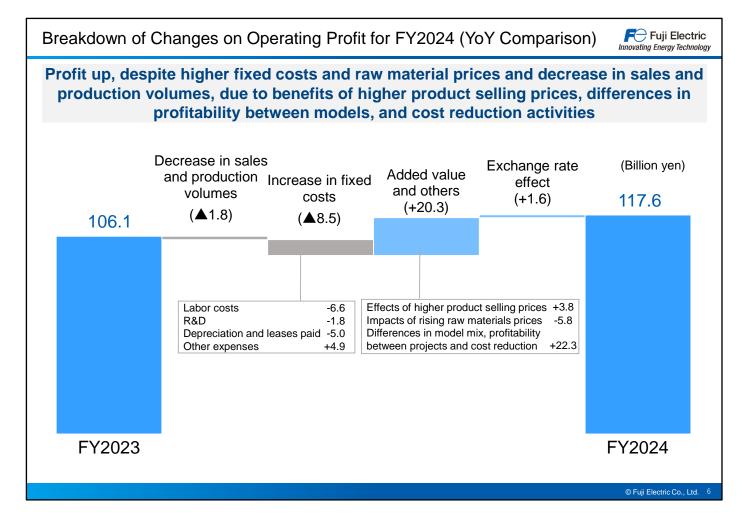
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Next show a y-o-y comparison of the consolidated financial results for FY2024.

Net sales increased by 20.2 billion yen to 1trillion 123.4 billion yen in real demand basis without the gain on translation of earnings of overseas subsidiaries.

Operating profit increased 11.6 billion yen to 117.6 billion yen. Details of the increase and decrease are shown on the next page. Ordinary profit amounted to 118.8 billion yen. The total amount of non-operating profits was minus 0.6 billion yen. This was due to an increase in net interest expenses, an increase in borrowings by overseas subsidiaries, and a foreign exchange loss of minus 3.5 billion yen, while a one-time expense incurred by a Malaysian subsidiary in the previous fiscal year and income from subsidies added a positive effect of 4 billion yen.

Extraordinary profit increased by 8.7 billion yen to 14.9 billion yen, partly due to a gain on sales of investment securities. As a result, profit attributable to owners of parent increased 16.9 billion yen to 92.2 billion yen, and the ratio of profit attributable to owners of parent to net sales rose to 8.2%.



I will explain the increase/decrease in operating profit/loss.

As for the decrease in sales and production volumes, the impact of production adjustments in FA components and semiconductors based on market conditions showed up, and although there was an increase in production in Food and Beverage Distribution segment and plant systems in the Energy segment, the overall decrease came to 1.8 billion yen.

In fixed costs, labor, R&D, and capital expenses increased as part of investments for growth, but other expenses, such as the impact of provisions recorded in the previous year (e.g., provision for losses in the Food and Beverage Distribution segment), resulted in a turnaround of 4.9 billion yen, for a total increase of fixed costs of 8.5 billion yen. In added value and others, there was a 3.8 billion yen effects from higher product selling prices, mainly in vending machine business for Food and Beverage Distribution segment and ED&C components business. On the other hand, the impact of soaring prices of silver, copper, and other raw materials resulted in a total negative impact of 5.8 billion yen, mainly in Semiconductors segment, ED&C components business, and others. The difference in the model mix and profitability between projects was driven by plant system projects, such as power supply and facility systems business in the energy segment and equipment construction business in the Industry segment. Cost reduction efforts in Semiconductors segment, vending machine business in Food and Beverage Distribution segment, and ED&C Components business in Energy segment had a total positive effect of 22.3 billion yen. In total, added value and others increased by 20.3 billion yen, and foreign exchange factors also contributed 1.6 billion yen to the positive turnaround, resulting in operating profit of 117.6 billion yen.

Net Sales and Operating Profit for FY2024 (YoY Comparison)



Higher sales in Energy, Semiconductors and Food and Beverage Distribution segments Higher profit in all segments

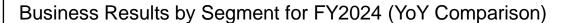
(Billion yen)

	FY2023				FY2024			Change	
	Net Sales	Operating Profit	Operating Profit Ratio	Net Sales	Operating Profit	Operating Profit Ratio	Net Sales	Operating Profit	Operating Profit Ratio
Energy	342.8	30.1	8.8%	350.9	32.1	9.2%	+2.5* 8.1	+0.7* 2.0	0.4%
Industry	419.9	34.3	8.2%	412.4	38.2	9.3%	-1.3* -7.5	-0.3* 3.9	1.1%
Semiconductors	228.0	36.2	15.9%	236.8	37.1	15.7%	-1.1* 8.8	+1.2* 0.9	-0.2%
Food and Beverage Distribution	107.3	8.8	8.2%	111.5	13.9	12.5%	4.2	5.1	4.3%
Others	63.2	4.3	6.8%	56.1	3.8	6.7%	-7.0	-0.5	-0.1%
Elimination and Corporate	-57.9	-7.6	-	-44.4	-7.4	-	13.6	0.2	-
Total	1,103.2	106.1	9.6%	1,123.4	117.6	10.5%	+0.0*20.2	+1.6* 11.6	0.9%

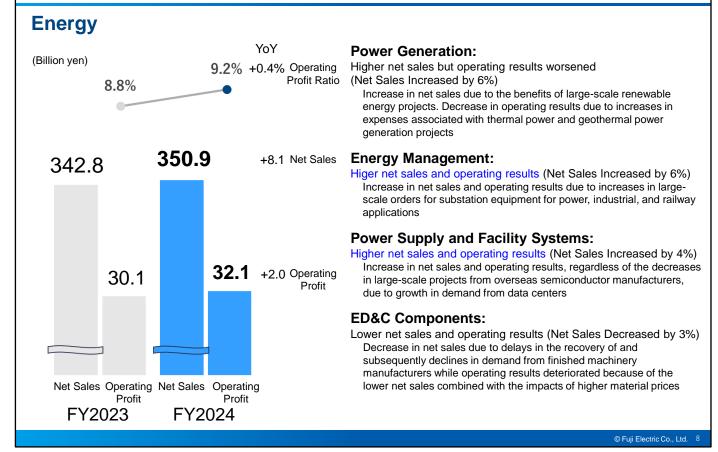
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*Exchange rate effect

Energy, Semiconductors, and Food and Beverage Distribution segment each posted increases in both net sales and operating profit. Industry segment saw net sales decrease due to the difficult conditions in FA component business but operating profit was up. Food and Beverage Distribution segment saw operating profit increase of 5.1 billion yen due to special demand following the issuance of new paper currency, and its operating profit ratio rose to 12.5%, contributing to the increase in profit in particular.





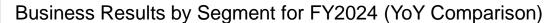


In the Energy segment, net sales increased 8.1 billion yen, operating profit up 2.0 billion yen, and the operating profit ratio improved by 0.4 percent to 9.2%.

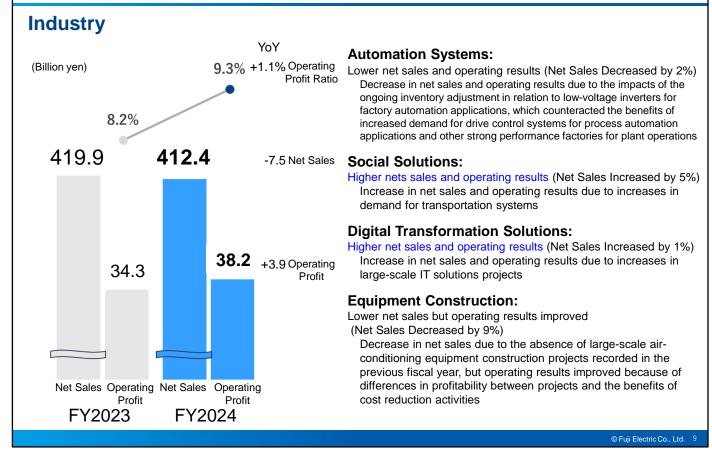
Energy management and power supply and facility systems business contributed particularly to the results.

On the other hand, power generation business saw higher net sales due to large scale renewable energy projects, but a decrease in operating profit due to increased expenses associated with thermal power and geothermal power generation projects.

In ED&C Components Business, net sales was lower due to a delayed recovery in demand, mainly from finished machinery manufacturers, and the impact of material price hikes (of 2.0 billion yen), resulting in a decrease in profit.







In the Industry segment, net sales declined 7.5 billion yen y-o-y to 412.4 billion yen, while operating profit increased 3.9 billion yen to 38.2 billion yen, and the operating profit ratio improved 1.1% to 9.3%.

Unfortunately, the mainstay automation systems business saw a decline in both net sales and operating profits, but other businesses increased their profits, resulting in an overall increase in operating profit as a segment. Within automation system business, plant operations projects and process automation applications saw increases in both net sales and operating profits, but FA applications saw declines in both sales and profits, resulting in declines in both net sales and operating profits for the sub-segment as a whole.

Social solutions business posted higher net sales and operating profit mainly due to increased demand in the transportation systems.

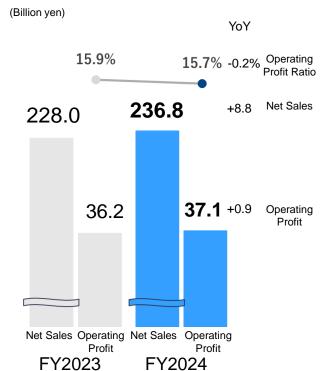
Digital transformation solutions business posted higher net sales and operating profit mainly due to an increase in large-scale projects, especially IT Solution projects.

In equipment construction business, net sales decreased due to an absence of large scale project for air-conditioning equipment construction with low gross profit margin, recorded in the previous fiscal year, but differences in profitability between projects and promotion of cost reductions activities had positive impacts, resulting in improved operating profit.

Business Results by Segment for FY2024 (YoY Comparison)



Semiconductors



Semiconductors:

Higher net sales and operating results (Net Sales Increased by 4%) Increase in net sales for automotive semiconductors due to higher domestic demand, the benefits of which outweighed the impacts of the weak overseas demand for power semiconductors for xEVs. Increase in net sales of industrial semiconductors as the declines in domestic demand were counteracted by the increases in demand for semiconductors for renewable energy and other applications overseas. Increase in operating results, despite the rise in expenses for bolstering production capacity and the increases in material costs, due to the growth in net sales and the benefits of selling price revisions

	FY2023	FY2024	Change
Industrial	102.4	104.2	1.8
Automotive	125.6	132.6	7.0
Capital investment	48.1	64.4	16.3
Depreciation and leases paid*	32.7	36.4	3.7

^{*} The total amount of depreciation and leases paid as stated in the consolidated financial report.

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In Semiconductors segment, net sales increased 8.8 billion yen to 236.8 billion yen. Operating profit was up 0.9 billion yen to 37.1 billion yen. Operating profit ratio was down 0.2% to 15.7%. Foreign exchange had a significant impact, and excluding that impact, operating results unfortunately declined by 0.3 billion yen. Net sales, on the other hand, increased by 9.9 billion yen excluding the impact of foreign exchange.

The market trends of net sales for industrial and automotive are different, with weak demand for power semiconductors for xEVs overseas while demand for automotive semiconductors in Japan is increasing. For industrial, demand was down in Japan, while overseas demand was strong, especially for semiconductors for renewable energy.

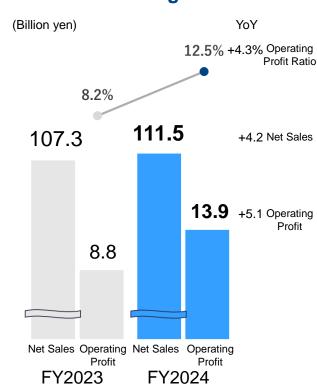
Operating results exceeded the previous year's level due to increased net sales and selling price revisions, despite a 3.7 billion yen rise in expenses related to bolstering production capacity and the impact of material price hikes.

The revision of selling prices offset the profit/loss side of the business, as the price revision supplemented the volume impact of the product that fell short of the promised volume.

Business Results by Segment for FY2024 (YoY Comparison)



Food and Beverage Distribution



Vending Machines:

Higher net sales and operating results (Net Sales Increased by 1%) Increase in net sales and operating results because of the benefits of cost reduction activities and increased demand in Japan

Store Distribution:

Higher net sales and operating results (Net Sales Increased by 6%) Increase in net sales and operating results due to the special demand trend seen for automatic change dispensers stemmed from the issuance of newly designed paper currency in Japan

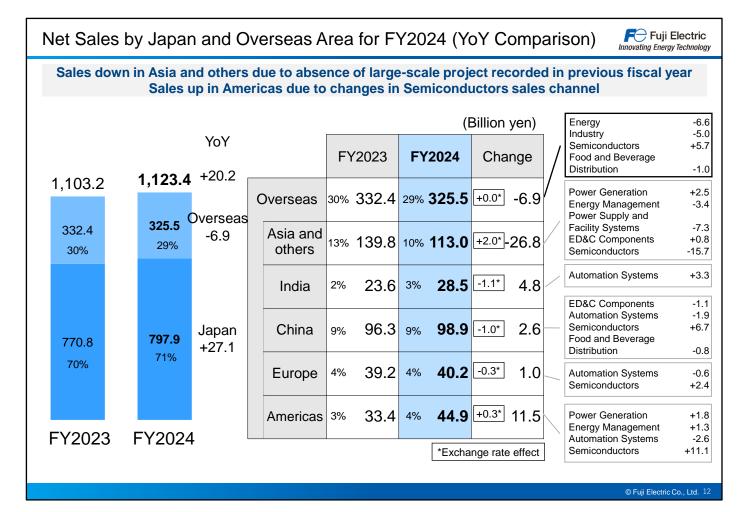
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In Food and Beverage Distribution segment, net sales increased 4.2 billion yen to 111.5 billion yen. Operating profit increased 5.1 billion yen to 13.9 billion yen.

The operating profit ratio improved significantly, rising 4.3% to 12.5%.

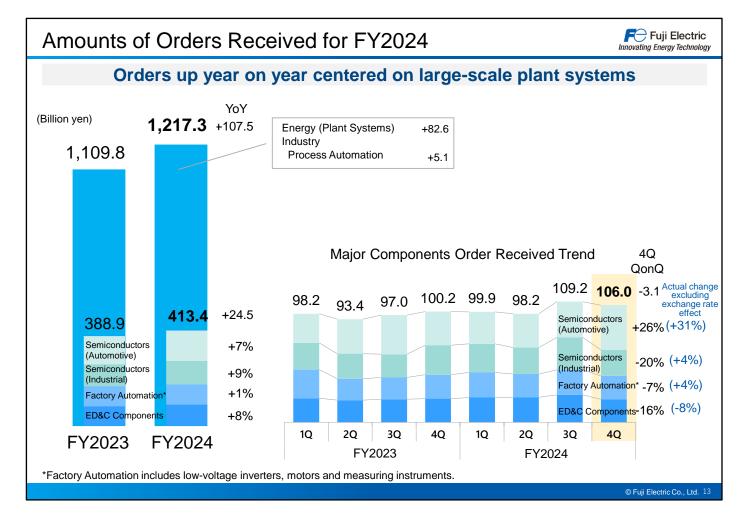
Although vending machines business net sales increased slightly, the operating profit improved significantly due to a provision recorded in the previous fiscal year.

Store distribution business posted higher net sales and operating profit, mainly due to special demand for automatic change dispensers to accommodate issuance of newly designed paper currency in Japan.



Next is net sales in India have been added as overseas area. Previously, it was included in Asia and others, but the scale of the India business has been expanding, and we have made it a separate disclosure item starting this time.

While sales in Asia and others decreased due to the absence of large scale projects recorded in the previous fiscal year, net sales in India increased by about 20% to 28.5 billion yen, mainly in small-capacity power supplies for automation systems business.



Next, Orders.

Orders received in FY 2024 were 107.5 billion yen higher than the previous year's 1 trillion 109.8 billion yen. They totaled one trillion, 217.3 billion yen.

Plant systems in Energy segment jumped by 82.6 billion yen over the previous year.

The main drivers were power generation plants, power receiving and transforming systems for energy management, and power supply and facility systems.

These figures are real-term changes from Q3 of major components without the impact of exchange rates.

Automotive semiconductors showed a significant growth because the figure includes the settlement of the impact of all the differences between volume that we promised to customers and actual volume in Q4.

Summary of Consolidated Financial Results for FY2024 (Comparison with Forecasts on Jan. 30, 2025)



Higher profit in Industry, Semiconductors and Food and Beverage Distribution segments

(Billion yen)

	FY2024 Forecasts (Jan. 30, 2025)	FY2024 Results	CI	nange
Net Sales	1,114.0	1,123.4	+11.9*	9.4
Operating Profit	111.5	117.6	+2.3*	6.1
Operating Profit Ratio	10.0%	10.5%		0.5%
Ordinary Profit	111.5	118.8		7.3
Profit Attributable to Owners of Parent	86.0	92.2		6.2
Ratio of Profit Attributable to Owners of Parent to Net Sales	7.7%	8.2%		0.5%

	FY2024 Forecast	s (Jan. 30, 2025)	FY2024 Results		Cha	nge	
	Net Sales	Operating Profit	Net Sales	Operating Profit	Net Sales	Operating Profit	
Energy	351.0	33.0	350.9	32.1	+1.8* -0.1	+0.1* -0.9	
Industry	408.0	36.5	412.4	38.2	+3.5* 4.4	+0.2* 1.7	
Semiconductors	231.0	32.5	236.8	37.1	+6.5* 5.8	+1.9* 4.6	
Food and Beverage Distribution	111.0	13.5	111.5	13.9	0.5	0.4	
Others	57.0	3.8	56.1	3.8	-0.9	0.0	
Elimination and Corporate	-44.0	-7.8	-44.4	-7.4	-0.4	0.4	
Total	1,114.0	111.5	1,123.4	117.6	9.4	6.1	

*Exchange rate effect

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The full-year results are compared against our forecast released on January 30th.

Net sales increased by 9.4 billion yen, but if you include the impact of foreign exchange rates, net sales actually decreased.

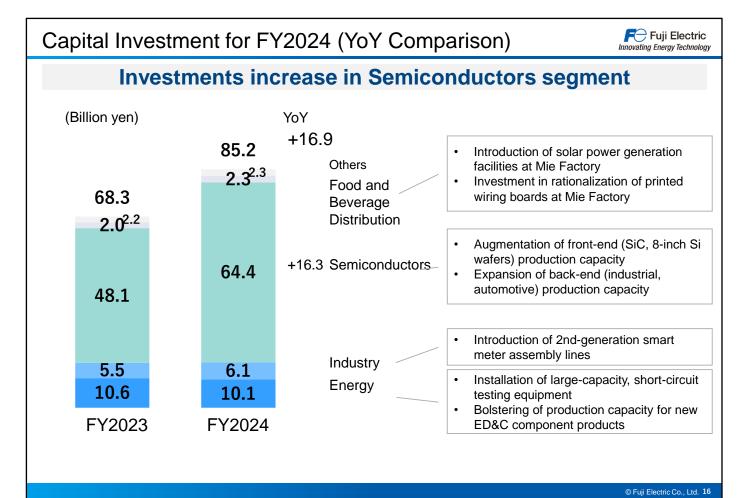
Meanwhile, operating profit increased by ¥6.1 billion yen, even when 2.3 billion yen of foreign exchange impact is included.

By segment, Energy segment reported lower profit due to higher power generation plant costs.

Semiconductors segment's operating profit improved by 4.6 billion yen.

Factors contributing to improvement include 1.9 billion yen from favorable foreign exchange rates, cost reduction and recording of one-time expenses that had been expected in automotive semiconductors as an extraordinary loss.

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Capital investment totaled 85.2 billion yen, up 16.9 billion yen from the previous year.

With the exception of semiconductors, capital investment progressed largely in line with the plan at the beginning of the fiscal year.

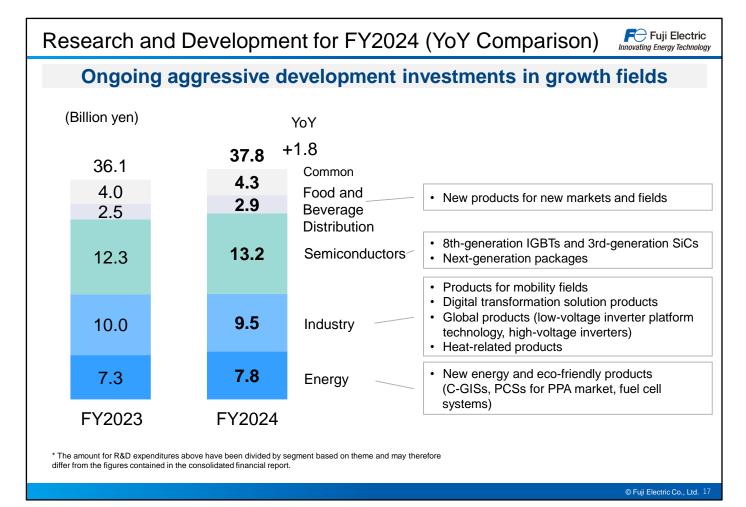
In Energy segment, we installed a large-capacity short-circuit test equipment.

In Industry, we introduced smart meter assembly lines.

Capital investment in Semiconductor segment increased by 16.3 billion yen.

But the scale was reduced by more than 10 billion yen from the initial plan, because of weak market conditions.

Investments were made to augment production capacity of the frontend process such as for Silicon Carbide semiconductors and 8-inch silicon wafers, and the back-end process.



R&D increased by 1.7 billion yen from the previous year to 37.8 billion yen, and although there were slight ups and downs by segment, R&D budget was implemented largely in line with the plan at the beginning of the fiscal year. It was based on the mid-term plan, with an eye beyond the period of the plan.

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Balance Sheet at the End of FY2024 (YoY Comparison)



Total assets up primarily due to increases in property, plant and equipment and inventories Net D/E ratio improved to 0.1x through reduction of interest-bearing debt

Assets	3/31/24	3/31/25	Change
Cash and deposit	66.2	63.5	-2.6
Notes and account receivables-trade, Contract assets	430.1	417.8	-12.3
Inventories	226.1	238.7	12.5
Other current assets	40.6	46.7	6.1
Total current assets	763.1	766.7	3.6
Property, plant and equipment	311.5	347.1	35.6
Intangible assets	25.5	30.3	4.9
Investments and other assets	171.1	168.0	-3.1
Total long-term assets	508.1	545.4	37.4
Deferred assets	0.0	0.1	0.0
Total assets	1,271.2	1,312.2	41.0
ROE	13.5%	14.3%	0.8%
ROIC	11.5%	12.9%	1.4%
Equity ratio	47.4%	52.7%	5.3%
Net interest-bearing debt*1	97.4	42.2	-55.2
Net D/E ratio (times) *2	0.2	0.1	-0.1

Liabilities and		(Billion yen)
Net Sales	3/31/24	3/31/25	Change
Notes and account payables-trade	207.4	192.8	-14.6
Interest-bearing debts	162.9	104.9	-58.0
Other liabilities	239.4	283.8	44.4
Total liabilities	609.7	581.5	-28.2
Share capital	47.6	47.6	-
Capital surplus	46.0	64.6	18.6
Retained earnings	423.1	493.9	70.8
Treasury shares	-7.4	-4.3	3.1
Shareholders' equity	509.3	601.8	92.5
Accumulated other comprehensive income	93.2	90.0	-3.2
Non-controlling interests	59.0	38.9	-20.1
Total net assets	661.5	730.7	69.2
Total liabilities and net assets	1,271.2	1,312.2	41.0

^{*1} Net interest-bearing debt: Interest-bearing debt - Cash and cash equivalents

*2 Net D/E ratio: Net interest-bearing debt ÷ Equity

R&I credit ratings

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Next, Balance Sheet.

Total assets increased due to investment for growth, mainly in Semiconductors segment, and a 35.6-billion-yen increase in fixed assets.

In current assets, inventories increased by 12.5 billion yen. Trade receivables decreased by 12.3 billion yen due to a progress in collection, mainly those for plant projects.

Interest-bearing debt decreased by 58 billion yen as retained earnings increased.

Net interest-bearing debt came down to 42.2 billion yen.

The net debt-to-equity ratio was 0.06 times.

ROE was 14.3%; ROIC, 12.9%; and equity ratio was 52.7%. They all indicate improved financial position of the company.

Statement of Cash Flows (YoY Comparison)



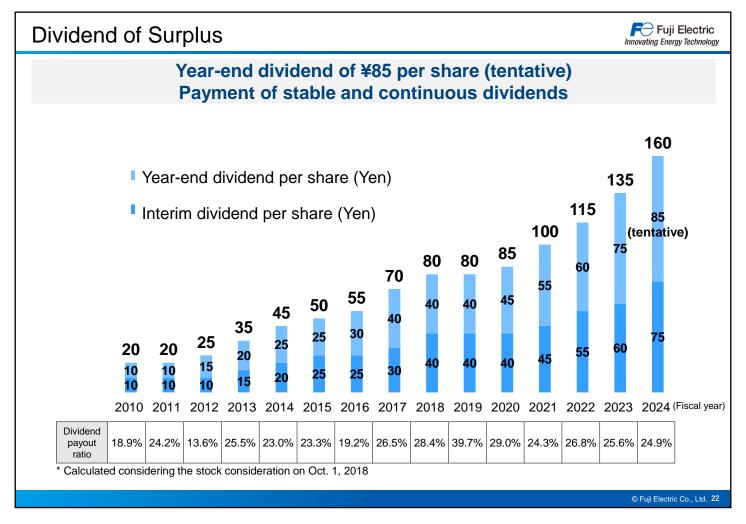
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		(Billion yen)				
		FY2023	FY2024	Factor of change		
I	Cash flows from operating activities	84.9	144.9	Upturn mainly due to higher profit attributable to owners of parent and decrease in receivables		
П	Cash flows from investing activities	-62.4		Flat, despite increased capital investment, due to higher proceeds from sale of investment securities		
Ι + Π	Free cash flow	22.4	81.5			
ш	Cash flows from financing activities	-45.9	-86.2	Reduce interest-bearing debt using free cash flow		
IV	Cash and cash equivalent at the end period	65.5	62.7			

Next, cash flow. Cash flow from operating activities increased significantly due to an increase in net profit as well as an increase in collection of trade receivables.

Cash flow from investing activities remained flat because proceeds from the sale of shares offset increased capital investment. Free cash flow stood at 81.5 billion yen, a sharp rise from the previous year.

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The year-end dividend is plan to be 85 yen per share, resulting in an annual dividend of 160 yen per share and a payout ratio of 24.9%. This concludes my briefing on the financial results

- 1. Statements made in this documents or in the presentation to which they pertain regarding estimates or projections are forward-looking statements based on the company's judgments and assumptions in light of information currently available. Actual results may differ materially from those projected as a result of uncertainties inherent in such judgments and assumptions, as well as changes in business operations or other internal or external conditions. Accordingly, the company gives no guarantee regarding the reliability of any information contained in these forward-looking statements.
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