

Consolidated Financial Results Briefing

For the Second Quarter of Fiscal 2024

October 31, 2023 MITSUBISHI ELECTRIC CORPORATION



I thank you for participating in today's Consolidated financial results briefing.

Now I would like to provide an overview of Mitsubishi Electric's consolidated financial results for the first half and second quarter of fiscal 2024.

Contents

1. Key Points	.....	P2
2. Economic Environment	.....	P4
3. Q2 FY24 Financial Results	.....	P6
4. FY24 Forecast	.....	P22
5. Supplementary Materials	.....	P24
5-1. Revenue and Operating Profit by Segment (H1 and Q2)	.....	P25
5-2. Revenue and Operating Profit by Segment (Forecast)	.....	P27
5-3. Order Trends of Mass Production Businesses	.....	P28

1

Key Points

Key Points

- **H1 FY24: Revenue ¥2,538.4 bn (+¥198.9 bn YoY), Operating Profit ¥135.8 bn (+¥55.3 bn YoY)**
 - Revenue in H1 achieved a new record high due to robust demand for the air conditioning systems & home products and automotive equipment businesses.
 - Profit increased (YoY) due primarily to an increase in revenue and price hike.
 - Q2 FY24: Operating profit in the automotive equipment business returned to profit.
- **FY24 forecast: Revenue ¥5,200.0 bn, Operating Profit ¥330.0 bn (unchanged from the previous forecast)**
 - Revenue and profit are expected to achieve new record highs as a result of continued efforts to improve profitability, including realizing the benefit of price hike.
- **Interim dividend of 20 yen per share, the highest ever (+6 yen per share from the previous fiscal year)**
 - Resolved to increase interim dividend. Steadily promotes enhancement of shareholder returns through profit growth.

First of all, I will explain the key points of the financial results.

During the first half of fiscal 2024, revenue increased by 198.9 billion yen year-on-year to a record high of 2,538.4 billion yen for two consecutive first half-year periods due to robust demand for the air conditioning systems & home products and automotive equipment businesses.

Operating profit increased by 55.3 billion yen year-on-year to 135.8 billion yen due primarily to an increase in revenue and price hike in each business.

As for the automotive equipment business, operating profit during the three months of the second quarter returned to profit.

We are keeping the forecast for fiscal 2024 unchanged from the previous forecast and record highs in both revenue and profit are expected with a revenue of 5,200.0 billion yen and an operating profit of 330.0 billion yen as a result of continued efforts to improve profitability, including realizing the benefit of price hike in each business.

The interim dividend increased by 6 yen from that in the previous year and pay a record high dividend of 20 yen per share. We will steadily promote enhancing shareholder return through profit growth going forward.

2 Economic Environment

Economic Environment

- In the U.S., the economy continued to see recovery primarily in the household sector despite monetary tightening and other factors.
- In Japan, the economy continued to see moderate recovery due to robust consumer spending and an increase in inbound tourists.
- In China, the economy showed weakness in recovery due to sluggish export as well as slower domestic demand resulting from the real estate recession and other factors.
- In Europe, there were slowdowns in the corporate and household sectors due to monetary tightening and other factors.

Foreign Exchange Rates

	H1 FY23	H1 FY24
USD	¥135	¥143
EUR	¥139	¥155
CNY	¥19.9	¥19.9

The economic environment for the first half of fiscal 2024 continued to see recovery in the U.S. and Japan, while it was relatively harsh in China and Europe.

As for the exchange rates for revenue, JPY depreciated by 8 yen against the USD and by 16 yen against the EUR year-on-year. CNY remained flat against JPY year-on-year.

3

Q2 FY24 Financial Results

Consolidated Financial Results (H1)

Billions of yen	H1 FY23	H1 FY24	YoY	
Revenue	2,339.5	2,538.4	+198.9	109%
Operating profit	80.5	135.8	+55.3	169%
%	3.4%	5.4%	+2.0pt	-
Profit before income taxes	103.1	159.7	+56.6	155%
Net profit attributable to Mitsubishi Electric Corp. stockholders	74.8	120.2	+45.4	161%

As I mentioned in the opening key point, revenue for the first half of fiscal 2024 increased by 198.9 billion yen or 9% year-on-year to 2,538.4 billion yen, and operating profit increased by 55.3 billion yen or 69% year-on-year to 135.8 billion yen. Operating profit ratio improved by 2.0 points year-on-year to 5.4%.

Profit before income taxes, which is operating profit plus financial income, financial expenses and share of profit of investments accounted for using the equity method, increased by 56.6 billion yen year-on-year to 159.7 billion yen.

Net profit attributable to Mitsubishi Electric Corp. stockholders, which is profit before income taxes after deducting income tax expenses, etc., increased by 45.4 billion yen year-on-year to 120.2 billion yen.

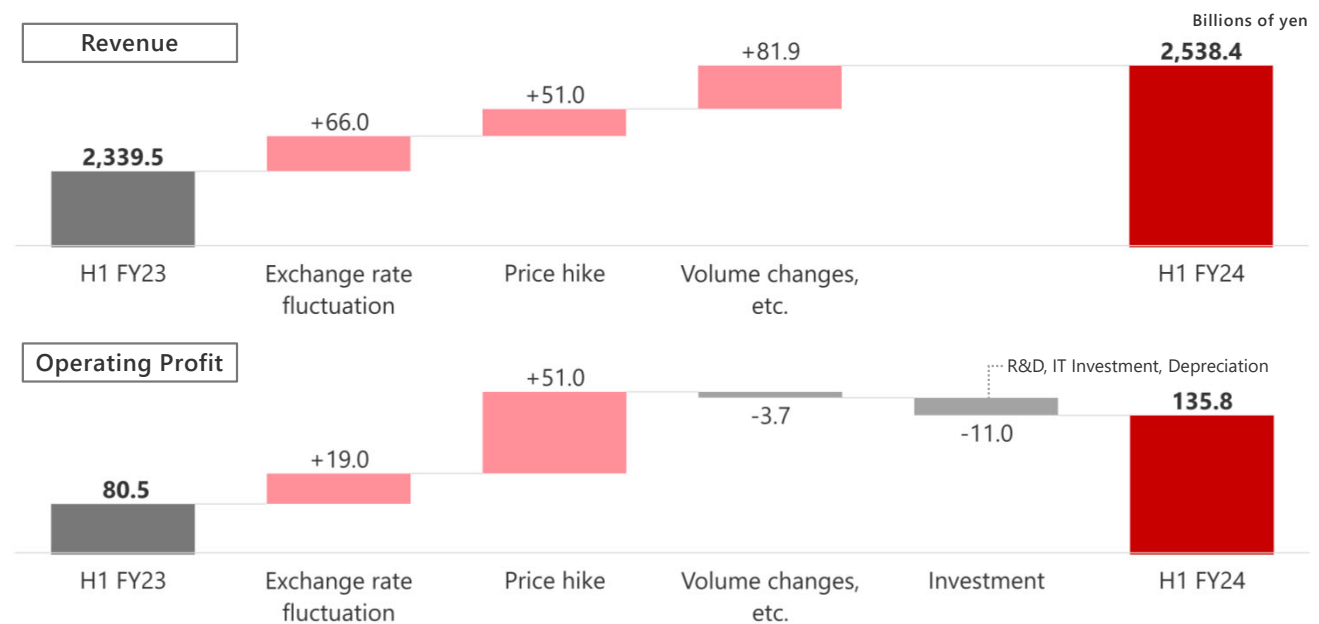
Consolidated Financial Results (Q2)

Billions of yen	Q2 FY23	Q2 FY24	YoY	
Revenue	1,271.8	1,318.1	+46.3	104%
Operating profit	46.5	74.8	+28.2	161%
%	3.7%	5.7%	+2.0pt	-
Profit before income taxes	56.2	82.9	+26.6	147%
Net profit attributable to Mitsubishi Electric Corp. stockholders	41.3	62.3	+21.0	151%

Regarding financial results during the three months of the second quarter, revenue increased by 4% or 46.3 billion yen year-on-year to 1,318.1 billion yen.

Operating profit increased by 61% or 28.2 billion yen to 74.8 billion yen, while operating profit ratio improved by 2.0 points year-on-year to 5.7%.

Factors Leading to Changes in Revenue and Operating Profit (H1)



The changes in revenue and operating profit for the first half of fiscal 2024 from the same period a year earlier are shown in a waterfall chart. Price hike was significant, increasing revenue by 51.0 billion yen as well as profit. Impact of the exchange rate fluctuation led to an increase in revenue of 66.0 billion yen and an increase in profit of 19.0 billion yen. Depreciation and amortization associated with the continued increase in investments for the future, specifically development expenditures, IT investment and capital expenditures, increased by 11.0 billion yen. Although revenue increased by 81.9 billion yen due to other factors, operating profit decreased by 3.7 billion yen due mainly to expenditures made for sales overseas and beefing up of personnel.

Consolidated Statement of Profit or Loss (H1)

Billions of yen	H1 FY23		H1 FY24		YoY
Revenue	2,339.5	100.0%	2,538.4	100.0%	+198.9
Cost of sales	1,710.8	73.1%	1,801.4	71.0%	+90.5
Selling, general and administrative expenses	550.9	23.6%	599.9	23.6%	+49.0
Other profit (loss)	2.6	0.1%	-1.2	-0.0%	-3.9
Operating profit	80.5	3.4%	135.8	5.4%	+55.3
Financial income/expenses	10.9	0.5%	9.6	0.4%	-1.2
Share of profit of investments accounted for using the equity method	11.7	0.5%	14.3	0.5%	+2.6
Profit before income taxes	103.1	4.4%	159.7	6.3%	+56.6
Income taxes	22.6	1.0%	31.5	1.2%	+8.9
Net profit	80.5	3.4%	128.2	5.1%	+47.7
Net profit attributable to Mitsubishi Electric Corp. Stockholders	74.8	3.2%	120.2	4.7%	+45.4

Next, I will explain the consolidated statement of profit or loss.

The cost ratio was 71.0% due mainly to price hike, which was an improvement of 2.1 points from 73.1% year-on-year.

Selling, general and administrative expenses increased by 49.0 billion yen year-on-year, due mainly to increased expenditures on selling expenses, personnel expenses, and development cost. Of which 12.6 billion yen is attributable to the impact of the exchange rate fluctuation.

As a result, operating profit ratio was 5.4%, an improvement of 2.0 points from 3.4% year-on-year.

Consolidated Statement of Profit or Loss (Q2)

Billions of yen	Q2 FY23		Q2 FY24		YoY
Revenue	1,271.8	100.0%	1,318.1	100.0%	+46.3
Cost of sales	934.3	73.5%	934.1	70.9%	-0.2
Selling, general and administrative expenses	291.5	22.9%	309.4	23.5%	+17.9
Other profit (loss)	0.6	0.1%	0.2	0.1%	-0.3
Operating profit	46.5	3.7%	74.8	5.7%	+28.2
Financial income/expenses	3.1	0.2%	1.0	0.1%	-2.1
Share of profit of investments accounted for using the equity method	6.5	0.5%	7.0	0.5%	+0.5
Profit before income taxes	56.2	4.4%	82.9	6.3%	+26.6
Income taxes	11.3	0.9%	16.1	1.2%	+4.8
Net profit	44.8	3.5%	66.7	5.1%	+21.8
Net profit attributable to Mitsubishi Electric Corp. Stockholders	41.3	3.2%	62.3	4.7%	+21.0

Now, I will explain the consolidated statement of profit or loss during the three months of the second quarter.

Of the increase in revenue of 46.3 billion yen year-on-year, an increase of 34.0 billion yen was due to the impact of the exchange rate fluctuation and an increase of 12.3 billion yen was due to other factors.

Cost ratio was 70.9%, which was an improvement of 2.6 points from 73.5% in the same period a year earlier.

Selling, general and administrative expenses increased by 17.9 billion yen year-on-year. Of which, the impact of the weaker yen was 6.7 billion yen.

As a result, operating profit ratio was 5.7%, an improvement of 2.0 points from 3.7% year-on-year.

Consolidated Statement of Financial Position

Billions of yen	As of March 31, 2023	As of September 30, 2023	Change from March 31, 2023
Total assets	5,582.5	5,711.2	+128.7
Cash and cash equivalents	645.8	660.9	+15.0
Trade receivables and contract assets	1,346.9	1,242.2	-104.7
Inventories	1,209.2	1,313.0	+103.7
Property, plant and equipment	896.3	935.0	+38.7
Total liabilities	2,219.2	2,170.9	-48.3
Bonds and borrowings	252.2	258.0	+5.7
%	4.5%	4.5%	0.0pt
Total equity	3,363.2	3,540.2	+177.0
Mitsubishi Electric Corp. stockholders' equity	3,239.0	3,408.9	+169.9
%	58.0%	59.7%	+1.7pt



I will move on to the consolidated statement of financial position.

First, assets increased by 128.7 billion yen compared to the end of the previous fiscal year. Inventories increased by 49.1 billion yen excluding the impact of exchange rate fluctuations of 54.6 billion yen. While 1,313.0 billion yen in the balance was a reduction of 20.3 billion yen from the end of the first quarter, it still remained at a high level due to a large amount of revenue expected for the third quarter onward as well as to a decline in demand for factory automation. We will reduce inventories to an appropriate level by driving sales.

Mitsubishi Electric Corporation stockholders' equity increased by 169.9 billion yen compared to the end of fiscal 2023 to 3,408.9 billion yen and the ratio of Mitsubishi Electric Corp. stockholders' equity to total assets increased by 1.7 points compared to the end of fiscal 2023 to 59.7%, due to increases from currency exchange rates on assets of overseas subsidiaries and fair value valuation of securities as well as to a decrease of 54.9 billion yen due to the payment of year-end dividend made in fiscal 2023 and to the recording of 120.2 billion yen for net profit attributable to Mitsubishi Electric Corp. stockholders.

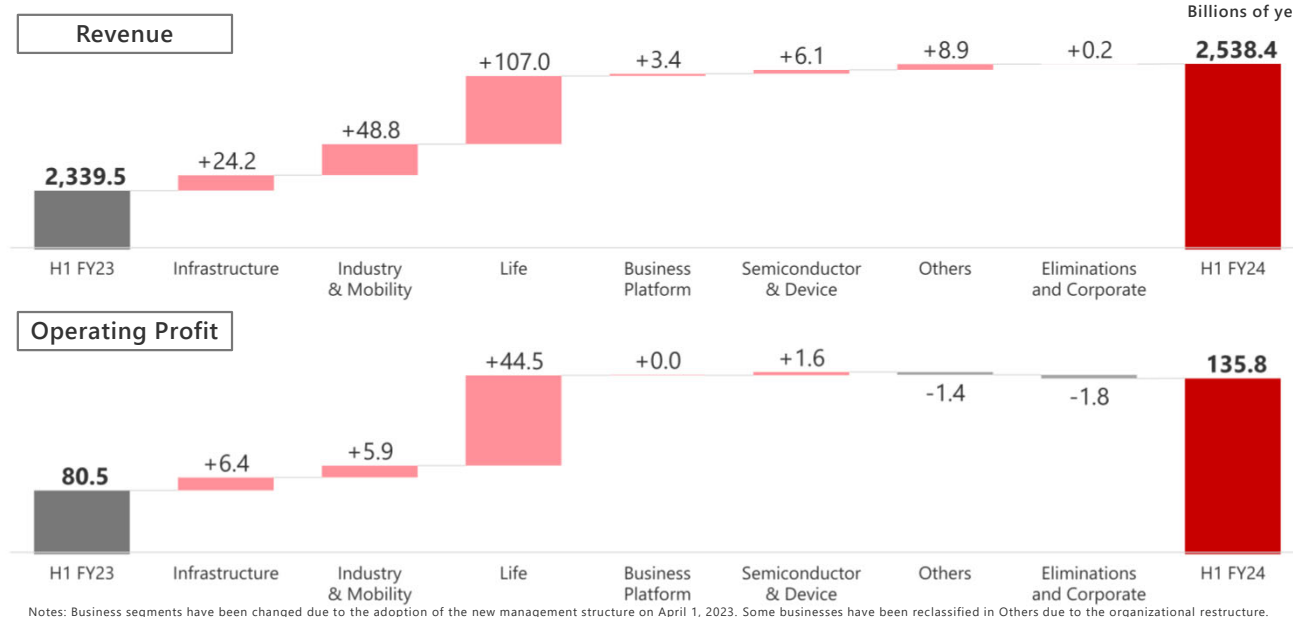
Consolidated Statement of Cash Flows (H1)

Billions of yen	H1 FY23	H1 FY24	YoY
Cash flows from operating activities	50.7	181.8	+131.0
Cash flows from investing activities	-89.8	-83.3	+6.4
Free cash flow	-39.0	98.5	+137.5
Cash flows from financing activities	-91.0	-113.3	-22.2
Cash and cash equivalents at end of period	631.5	660.9	+29.3

Free cash flow increased by 137.5 billion yen year-on-year to 98.5 billion yen (cash in). The main factor was an increase in cash flows from operating activities of 131.0 billion yen year-on-year to 181.8 billion yen (cash in) due mainly to an increase in net profit.

Consolidated Financial Results by Business Segment (H1)

Billions of yen



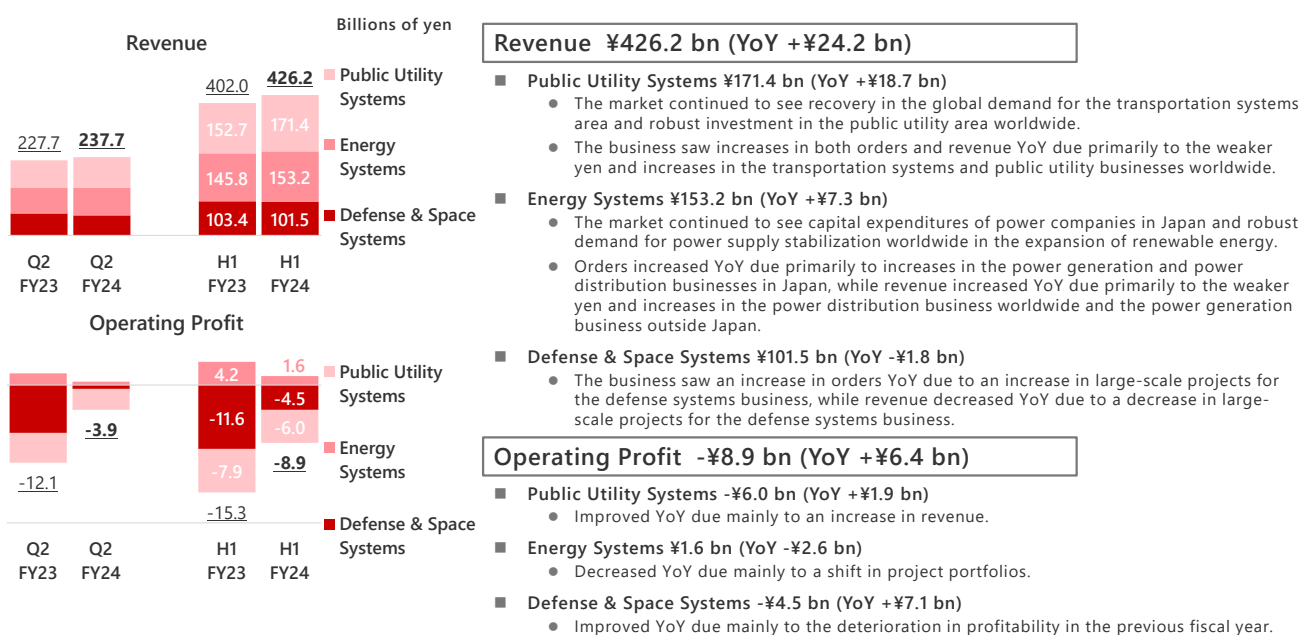
Now, I will explain the situation by business segment.

First, let me discuss the changes in both revenue and profits year-on-year for the first half of fiscal 2024 using the waterfall chart by business segment.

The five main business segments achieved increases in both revenue and profit. Especially the Life segment contributed greatly to the results. The next and subsequent pages describe the situation of each business segment.

Breakdowns of each business segment and figures for sub segments are presented under the supplementary information section on pages 25 and 26.

Consolidated Financial Results (H1): Infrastructure

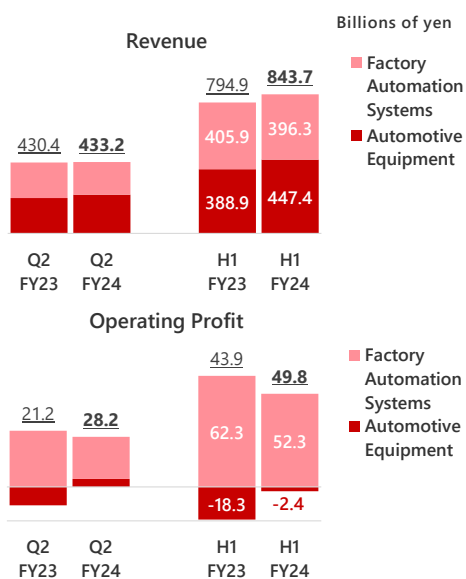


First, the Infrastructure segment.

The public utility systems and the energy systems businesses saw increases in both orders and revenue year-on-year. Meanwhile, the defense & space systems business saw an increase in orders year-on-year owing to an increase in the defense systems business and a decrease in revenue of 1.8 billion yen year-on-year.

Operating profit improved by 1.9 billion yen year-on-year to a loss of 6.0 billion yen in the public utility systems business, decreased by 2.6 billion yen to 1.6 billion yen in the energy systems business due to a shift in project portfolios, and improved by 7.1 billion yen year-on-year to a loss of 4.5 billion yen in the defense & space systems business due to recognizing a provision for a large loss in the previous year for a development project with a high degree of difficulty in the space field. While the Infrastructure segment as a whole saw an improvement in profit (loss) of 6.4 billion yen year-on-year, operating profit (loss) remained at a loss of 8.9 billion yen.

Consolidated Financial Results (H1): Industry & Mobility



Revenue ¥843.7 bn (YoY +¥48.8 bn)

- **Factory Automation Systems ¥396.3 bn (YoY -¥9.6 bn)**
 - The market saw continued demand primarily in the decarbonization area such as lithium-ion batteries, while global demand decreased mainly for digital equipment such as semiconductors.
 - The business saw decreases in both orders and revenue YoY due mainly to a decrease in demand for digital equipment.
- **Automotive Equipment ¥447.4 bn (YoY +¥58.4 bn)**
 - The market saw a YoY increase in sales of new cars due mainly to an improvement in the supply of some semiconductor parts, and robust demand primarily for electric vehicle-related equipment in line with the expansion of the electric vehicle market.
 - The business saw increases in both orders and revenue YoY due to increases in electric vehicle-related equipment such as motors and inverters, electrical components and advanced driver assistance system (ADAS)-related products in addition to the weaker yen and price hike.

Operating Profit ¥49.8 bn (YoY +¥5.9 bn)

- **Factory Automation Systems ¥52.3 bn (YoY -¥9.9 bn)**
 - Decreased YoY due mainly to a decrease in revenue and an increase in costs.
- **Automotive Equipment -¥2.4 bn (YoY +¥15.8 bn)**
 - Improved YoY due primarily to an increase in revenue and the weaker yen, in addition to price hike.

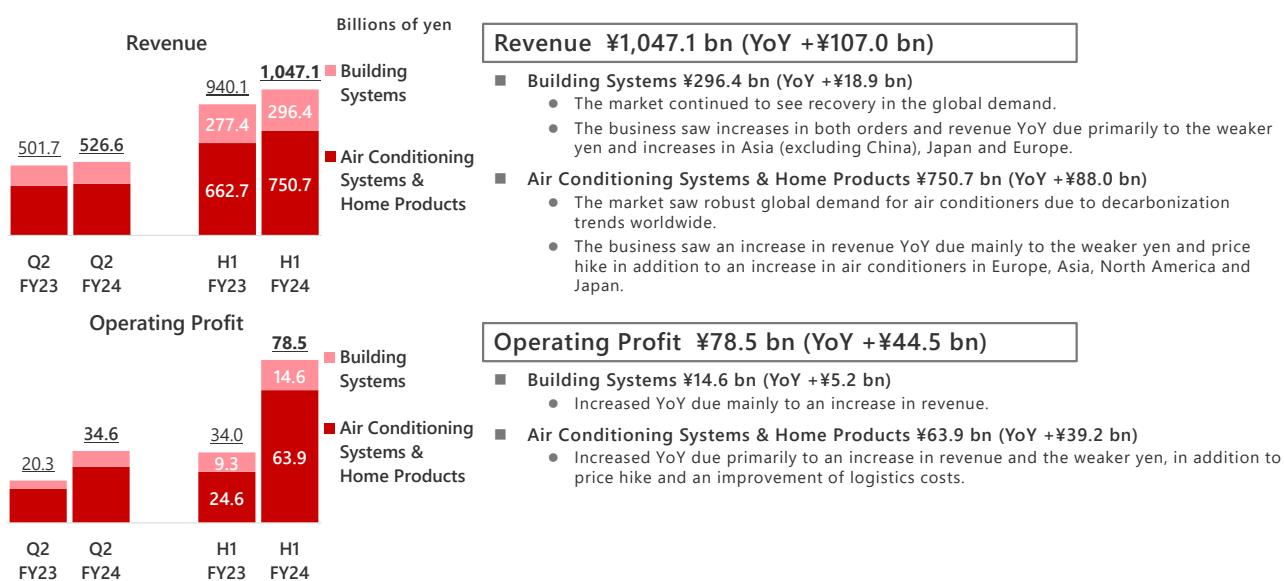
Next, the Industry & Mobility segment.

The factory automation systems business saw continued demand in the decarbonization area such as lithium-ion batteries, while global demand decreased significantly mainly for digital equipment such as semiconductors. As a result, revenue decreased by 9.6 billion yen year-on-year to 396.3 billion yen and operating profit also decreased by 9.9 billion yen to 52.3 billion yen due to a decrease in revenue and expenditures made on development and selling costs.

The automotive equipment business saw an increase in revenue by 58.4 billion yen year-on-year to 447.4 billion yen due mainly to an improvement in the supply of semiconductor parts.

Operating profit saw a year-on-year improvement of 15.8 billion yen due to an increase in revenue, the weaker yen and efforts for price hike, while it remained at a loss of 2.4 billion yen. Operating profit during the three months of the second quarter increased by 4.5 billion yen and returned to profit on a quarterly basis.

Consolidated Financial Results (H1): Life

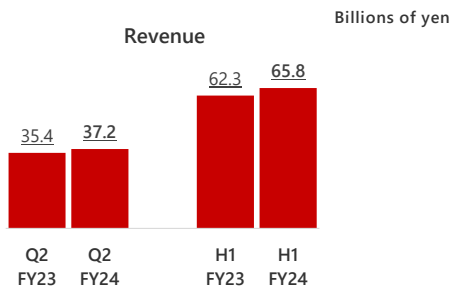


Now, the Life segment.

The building systems business continued to see recovery in demand in regions excluding China. Revenue increased by 18.9 billion yen to 296.4 billion yen, and operating profit also increased by 5.2 billion yen to 14.6 billion yen.

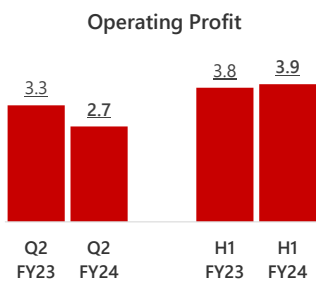
The air conditioning systems & home products business saw a slowdown in demand for air conditioners in some European and U.S. markets compared to the previous assumption, while overall demand reflecting the global trend toward decarbonization was robust. Revenue increased by 88.0 billion yen year-on-year due mainly to the weaker yen and price hike, while operating profit increased by 39.2 billion yen to 63.9 billion yen due primarily to price hike, improved logistics costs and increased revenue.

Consolidated Financial Results (H1): Business Platform



Revenue ¥65.8 bn (YoY +¥3.4 bn)

- The market saw robust demand due to updates to legacy systems and digital transformation-related efforts.
- The business saw an increase in orders due mainly to increases in the system integrations and IT infrastructure service businesses. Revenue also increased YoY.



Operating Profit ¥3.9 bn (YoY +¥0.0 bn)

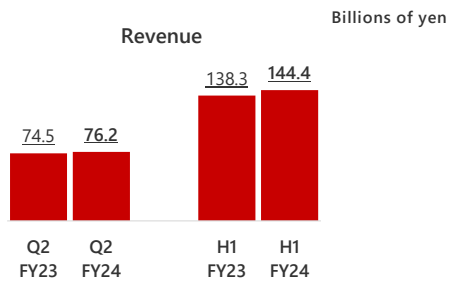
- Remained substantially unchanged YoY due mainly to a shift in project portfolios.

Notes: Business segments have been changed due to the adoption of the new management structure on April 1, 2023. Some businesses have been reclassified in Others due to the organizational restructure. Results for FY23 were restated in line with the new segmentation.

Next, the Business Platform segment.

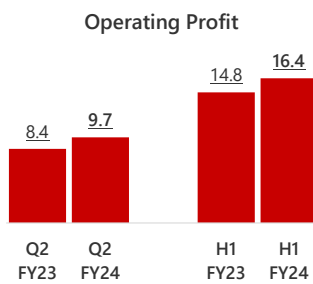
The information systems & network service business saw robust demand, and orders and revenue increased year-on-year while operating profit remained substantially unchanged year-on-year.

Consolidated Financial Results (H1): Semiconductor & Device



Revenue ¥144.4 bn (YoY +¥6.1 bn)

- The market saw an increase in demand for power modules used for railway & power transmission applications.
- The business saw an increase in orders YoY due mainly to an increase in power modules used for railway & power transmission applications, while revenue increased YoY due mainly to the weaker yen and an increase in power modules used for industrial and railway & power transmission applications.



Operating Profit ¥16.4 bn (YoY +¥1.6 bn)

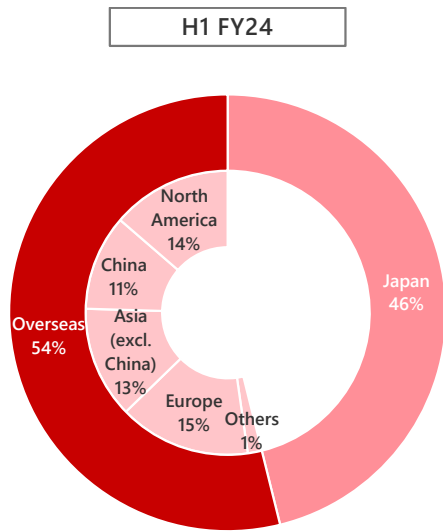
- Increased YoY due mainly to the weaker yen.

Notes: Business segments have been changed due to the adoption of the new management structure on April 1, 2023. Results for FY23 were restated in line with the new segmentation.

This page shows the situation in the Semiconductor & Device segment.

Both orders and revenue were robust with revenue increased by 6.1 billion yen year-on-year to 144.4 billion yen and operating profit increased by 1.6 billion yen year-on-year to 16.4 billion yen.

Revenue by Location of Customers (H1)



Billions of yen	H1 FY23	H1 FY24	YoY	
Japan	1,116.6	1,171.1	+54.4	105%
Overseas	1,222.8	1,367.2	+144.4	112%
North America	292.7	346.8	+54.1	118%
China	293.8	276.2	-17.5	94%
Asia (excl. China)	309.2	323.4	+14.2	105%
Europe	287.1	380.3	+93.2	132%
Others	39.8	40.3	+0.4	101%
Total	2,339.5	2,538.4	+198.9	109%

This page shows revenue by location of customers.

Regarding overseas revenue for the first half of fiscal 2024, revenue increased in all regions except China due partly to the impact of the weaker yen. Overseas revenue increased by 144.4 billion yen or 12% year-on-year to 1,367.2 billion yen. The ratio of overseas revenue to consolidated revenue was 53.9%, marking a record high first-half figure for three consecutive years.

Dividend Per Share

	FY23	FY24	YoY
Interim dividend	14 yen	20 yen	+6 yen
Year-end dividend	26 yen	To be determined	-
Annual dividend	40 yen	To be determined	-

An announcement made on September 22 mentioned that the expected interim dividend would be 20 yen per share. I would like to report that an interim dividend payment of 20 yen per share was officially determined during the Board of Directors meeting held today.

4

FY24 Forecast

FY24 Forecast

Billions of yen	FY23	Previous FY24 forecast ^(*)	FY24 forecast	YoY	Changes from previous forecast	Breakdown of changes from the previous forecast
Revenue	5,003.6	5,200.0	5,200.0	104%	-	<ul style="list-style-type: none"> Exchange rate fluctuation + 153.0 Price hike + 5.0 Volume changes, etc. - 158.0
Operating profit	262.3	330.0	330.0	126%	-	<ul style="list-style-type: none"> Exchange rate fluctuation + 47.0 Price hike + 5.0 Volume changes, portfolio shift, etc. - 52.0
%	5.2%	6.3%	6.3%	-	-	
Profit before income taxes	292.1	355.0	355.0	122%	-	
Net profit attributable to Mitsubishi Electric Corp. stockholders	213.9	260.0	260.0	122%	-	

		FY23	Previous FY24 forecast Q2 FY24 and later ^(*)	FY24 forecast Q3 FY24 and later	Annual foreign exchange sensitivity ^(*)	
					Revenue	Operating Profit
Foreign exchange rates	USD	¥136	¥130	¥140	about ¥4.5 bn	about 1/3 of revenue
	EUR	¥142	¥140	¥150	about ¥3.0 bn	about 40% of revenue
	CNY	¥19.7	¥19.0	¥20.0	about ¥2.5 bn	about 1/3 of revenue

(*1) Announced on July 31, 2023
 (*2) Impact of 1 yen move. CNY impact of 0.1 yen move.



Lastly, forecast for fiscal 2024.

During the first half of the fiscal 2024, while there was the impact of the weaker yen, demand in the factory automation business was below the previous forecast.

Looking into fiscal 2024, we are keeping the forecast for the entire Company unchanged from the previous forecast, with a revenue of 5,200.0 billion yen and operating profit of 330.0 billion yen, as the impact of the weaker yen in revenue is taken into account while expecting demand in the factory automation and the air conditioning systems & home products businesses to fall below the previous forecast in the third quarter onward.

Regarding revenue, an increase of 153.0 billion yen is expected due to the impact of exchange rate fluctuation and an additional 5.0 billion yen due to price hike, while incorporating a decrease of 158.0 billion yen due primarily to volume changes, etc.

Regarding operating profit, an increase of 47.0 billion yen was also expected due to the impact of exchange rate fluctuation and an additional 5.0 billion yen due to price hike, while incorporating an adverse effect of 52.0 billion yen due to a volume changes and portfolio shift.

As presented under the supplementary information section on page 27, for revenue and operating profit by segment in the earnings forecast, the following changes are expected from the previous announcement: a decrease in profit from the defense & space systems business in the Infrastructure segment, decreases in revenue and profit from the factory automation business and increases in revenue and profit from the automotive equipment business in the Industry & Mobility segment, increases in revenue and profit from the building systems business in the Life segment and increases in revenue and profit from the Semiconductor & Device segment.

This is the end of my presentation. Thank you for listening.

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.

5 Supplementary Materials

Revenue and Operating Profit by Segment (H1)

Billions of yen	H1 FY23			H1 FY24			YoY		
	Revenue	Operating profit (loss)	Operating profit margin	Revenue	Operating profit (loss)	Operating profit margin	Revenue	Operating profit	Operating profit margin
Infrastructure	402.0	-15.3	-3.8%	426.2	-8.9	-2.1%	+24.2	+6.4	+1.7pt
Public Utility Systems	152.7	-7.9	-5.2%	171.4	-6.0	-3.5%	+18.7	+1.9	+1.7pt
Energy Systems	145.8	4.2	2.9%	153.2	1.6	1.1%	+7.3	-2.6	-1.8pt
Defense & Space Systems	103.4	-11.6	-11.3%	101.5	-4.5	-4.5%	-1.8	+7.1	+6.8pt
Industry & Mobility	794.9	43.9	5.5%	843.7	49.8	5.9%	+48.8	+5.9	+0.4pt
Factory Automation Systems	405.9	62.3	15.4%	396.3	52.3	13.2%	-9.6	-9.9	-2.2pt
Automotive Equipment	388.9	-18.3	-4.7%	447.4	-2.4	-0.6%	+58.4	+15.8	+4.1pt
Life	940.1	34.0	3.6%	1,047.1	78.5	7.5%	+107.0	+44.5	+3.9pt
Building Systems	277.4	9.3	3.4%	296.4	14.6	4.9%	+18.9	+5.2	+1.5pt
Air Conditioning Systems & Home Products	662.7	24.6	3.7%	750.7	63.9	8.5%	+88.0	+39.2	+4.8pt
Business Platform	62.3	3.8	6.1%	65.8	3.9	5.9%	+3.4	+0.0	-0.2pt
Semiconductor & Device	138.3	14.8	10.7%	144.4	16.4	11.4%	+6.1	+1.6	+0.7pt
Others	399.6	15.1	3.8%	408.6	13.6	3.3%	+8.9	-1.4	-0.5pt
Eliminations and corporate	-397.9	-15.8	-	-397.7	-17.6	-	+0.2	-1.8	-
Consolidated Total	2,339.5	80.5	3.4%	2,538.4	135.8	5.4%	+198.9	+55.3	+2.0pt

Notes: Business segments have been changed due to the adoption of the new management structure on April 1, 2023. Some businesses have been reclassified in Others due to the organizational restructure. Results for FY23 were restated in line with the new segmentation.

Revenue and Operating Profit by Segment (Q2)

Billions of yen	Q2 FY23			Q2 FY24			YoY		
	Revenue	Operating profit (loss)	Operating profit margin	Revenue	Operating profit (loss)	Operating profit margin	Revenue	Operating profit	Operating profit margin
Infrastructure	227.7	-12.1	-5.3%	237.7	-3.9	-1.7%	+9.9	+8.1	+3.6pt
Public Utility Systems	83.9	-5.4	-6.5%	93.2	-3.8	-4.2%	+9.3	+1.5	+2.3pt
Energy Systems	77.5	2.1	2.7%	83.8	0.6	0.8%	+6.3	-1.4	-1.9pt
Defense & Space Systems	66.3	-8.7	-13.2%	60.5	-0.7	-1.3%	-5.7	+7.9	+11.9pt
Industry & Mobility	430.4	21.2	4.9%	433.2	28.2	6.5%	+2.7	+6.9	+1.6pt
Factory Automation Systems	215.7	31.5	14.6%	198.8	23.6	11.9%	-16.9	-7.9	-2.7pt
Automotive Equipment	214.7	-10.3	-4.8%	234.4	4.5	1.9%	+19.7	+14.8	+6.7pt
Life	501.7	20.3	4.0%	526.6	34.6	6.6%	+24.9	+14.3	+2.6pt
Building Systems	145.8	3.9	2.7%	155.6	7.6	4.9%	+9.8	+3.7	+2.2pt
Air Conditioning Systems & Home Products	355.9	16.4	4.6%	371.0	27.0	7.3%	+15.0	+10.5	+2.7pt
Business Platform	35.4	3.3	9.5%	37.2	2.7	7.4%	+1.7	-0.5	-2.1pt
Semiconductor & Device	74.5	8.4	11.3%	76.2	9.7	12.8%	+1.6	+1.3	+1.5pt
Others	216.9	10.5	4.9%	210.0	9.3	4.5%	-6.9	-1.1	-0.4pt
Eliminations and corporate	-215.1	-5.2	-	-202.9	-5.9	-	+12.1	-0.7	-
Consolidated Total	1,271.8	46.5	3.7%	1,318.1	74.8	5.7%	+46.3	+28.2	+2.0pt

Notes: Business segments have been changed due to the adoption of the new management structure on April 1, 2023. Some businesses have been reclassified in Others due to the organizational restructure. Results for FY23 were restated in line with the new segmentation.

Revenue and Operating Profit by Segment (Forecast)

Billions of yen	FY23			Previous FY24 forecast			FY24 forecast			YoY			Changes from previous forecast		
	Revenue	Operating profit (loss)	Operating profit margin	Revenue	Operating profit	Operating profit margin	Revenue	Operating Profit	Operating profit margin	Revenue	Operating Profit	Operating profit margin	Revenue	Operating Profit	Operating profit margin
Infrastructure	973.1	27.5	2.8%	1,010.0	21.0	2.1%	1,010.0	19.0	1.9%	+36.8	-8.5	-0.9pt	-	-2.0	-0.2pt
Public Utility Systems	395.7	13.0	3.3%	420.0	11.0	2.6%	420.0	11.0	2.6%	+24.2	-2.0	-0.7pt	-	-	-
Energy Systems	331.0	22.0	6.7%	320.0	8.0	2.5%	320.0	8.0	2.5%	-11.0	-14.0	-4.2pt	-	-	-
Defense & Space Systems	246.3	-7.5	-3.1%	270.0	2.0	0.7%	270.0	0.0	0.0%	+23.6	+7.5	+3.1pt	-	-2.0	-0.7pt
Industry & Mobility	1,660.2	95.9	5.8%	1,730.0	139.0	8.0%	1,680.0	127.0	7.6%	+19.7	+31.0	+1.8pt	-50.0	-12.0	-0.4pt
Factory Automation Systems	843.8	142.2	16.9%	880.0	138.0	15.7%	800.0	120.0	15.0%	-43.8	-22.2	-1.9pt	-80.0	-18.0	-0.7pt
Automotive Equipment	816.4	-46.2	-5.7%	850.0	1.0	0.1%	880.0	7.0	0.8%	+63.5	+53.2	+6.5pt	+30.0	+6.0	+0.7pt
Life	1,947.1	101.2	5.2%	2,120.0	158.0	7.5%	2,130.0	162.0	7.6%	+182.8	+60.7	+2.4pt	+10.0	+4.0	+0.1pt
Building Systems	586.0	29.8	5.1%	610.0	43.0	7.0%	620.0	47.0	7.6%	+33.9	+17.1	+2.5pt	+10.0	+4.0	+0.6pt
Air Conditioning Systems & Home Products	1,361.1	71.4	5.3%	1,510.0	115.0	7.6%	1,510.0	115.0	7.6%	+148.8	+43.5	+2.3pt	-	-	-
Business Platform	134.7	8.7	6.5%	140.0	7.0	5.0%	140.0	7.0	5.0%	+5.2	-1.7	-1.5pt	-	-	-
Semiconductor & Device	281.5	29.2	10.4%	270.0	14.0	5.2%	280.0	24.0	8.6%	-1.5	-5.2	-1.8pt	+10.0	+10.0	+3.4pt
Others	850.5	33.4	3.9%	820.0	24.0	2.9%	830.0	24.0	2.9%	-20.5	-9.4	-1.0pt	+10.0	-	-
Eliminations and corporate	-843.6	-33.8	-	-890.0	-33.0	-	-870.0	-33.0	-	-26.3	+0.8	-	+20.0	-	-
Consolidated Total	5,003.6	262.3	5.2%	5,200.0	330.0	6.3%	5,200.0	330.0	6.3%	+196.3	+67.6	+1.1pt	-	-	-

(*)Announced on July 31, 2023

Notes: Business segments have been changed due to the adoption of the new management structure on April 1, 2023. Some businesses have been reclassified in Others due to the organizational restructure. Forecast for FY24, results for FY23 and previous forecast for FY24 were restated in line with the new segmentation.

Order Trends of Mass Production Businesses

			FY23				FY24	
			Q1	Q2	Q3	Q4	Q1	Q2
Industry & Mobility	Factory Automation Systems	YoY	+15%	-4%	-26%	-25%	-43%	-35%
		QoQ	+3%	-13%	-20%	+4%	-21%	-1%
	Automotive Equipment	YoY	+4%	+35%	+13%	+12%	+22%	+9%
		QoQ	-12%	+23%	-5%	+9%	-5%	+10%
Semiconductor & Device		YoY	-18%	-17%	-23%	-24%	-10%	+48%
		QoQ	-2%	-31%	-1%	+12%	+17%	+14%

*Air Conditioning Systems & Home Products business within the mass production businesses has few products made on order, thus not included in the chart above.

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.

