

1st. Half FY2016 Materials for Results Briefing



Fujikura Ltd.

October 28, 2016

I. 1st. Half FY2015 Financial Results

**Tetsu Ito,
Senior Vice President & Member of the Board**

II. Start of 2020 Mid-term

Review of 1H FY2016 and Actions in 2H

**Masahiko Ito,
President & CEO**

1st. Half FY2016 Financial Results



Fujikura Ltd.

October 28, 2016

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1. Review of 1H FY2016 Financial Results and FY2016 Forecasts

1H FY2016 Financial Results and FY2016 Forecasts

(Unit: JPY in Billion)

	FY2015			FY2016			FY2016 (Released on May 10)	
	1H	2H	FY2015	1H	2H Forecasts	FY2016 Forecasts	1H	FY2016
Net Sales	345.2	333.3	678.5	305.2	324.8	630.0	330.0	690.0
Operating Income	17.0	15.6	32.6	13.8	13.2	27.0	12.0	28.0
Ratio of Operating Income to Net sales (%)	4.9	4.7	4.8	4.5	4.1	4.3	3.6	4.1
Equity Method Income (Loss)	(0.2)	(2.7)	(2.9)	0.0	0.5	0.5	0.4	1.1
Ordinary Income (Loss)	14.2	10.4	24.6	11.9	12.1	24.0	10.5	25.0
Net Income (Loss) attributable to parent company shareholders	8.5	2.8	11.3	1.8	8.2	10.0	5.0	15.0
Net Income per Share (JPY)	27.77	9.21	36.98	6.21	27.97	34.11	17.05	51.17
Dividend per share (JPY)	4.00	4.00	8.00	5.00	5.00	10.00	5.00	10.00
Exchange Rate (JPY/USD)	121.88	118.50	120.16	105.21	100.00	—	110.0	110.0
Copper Price ('000JPY/ton)	741	613	677	544	520	—	550	550

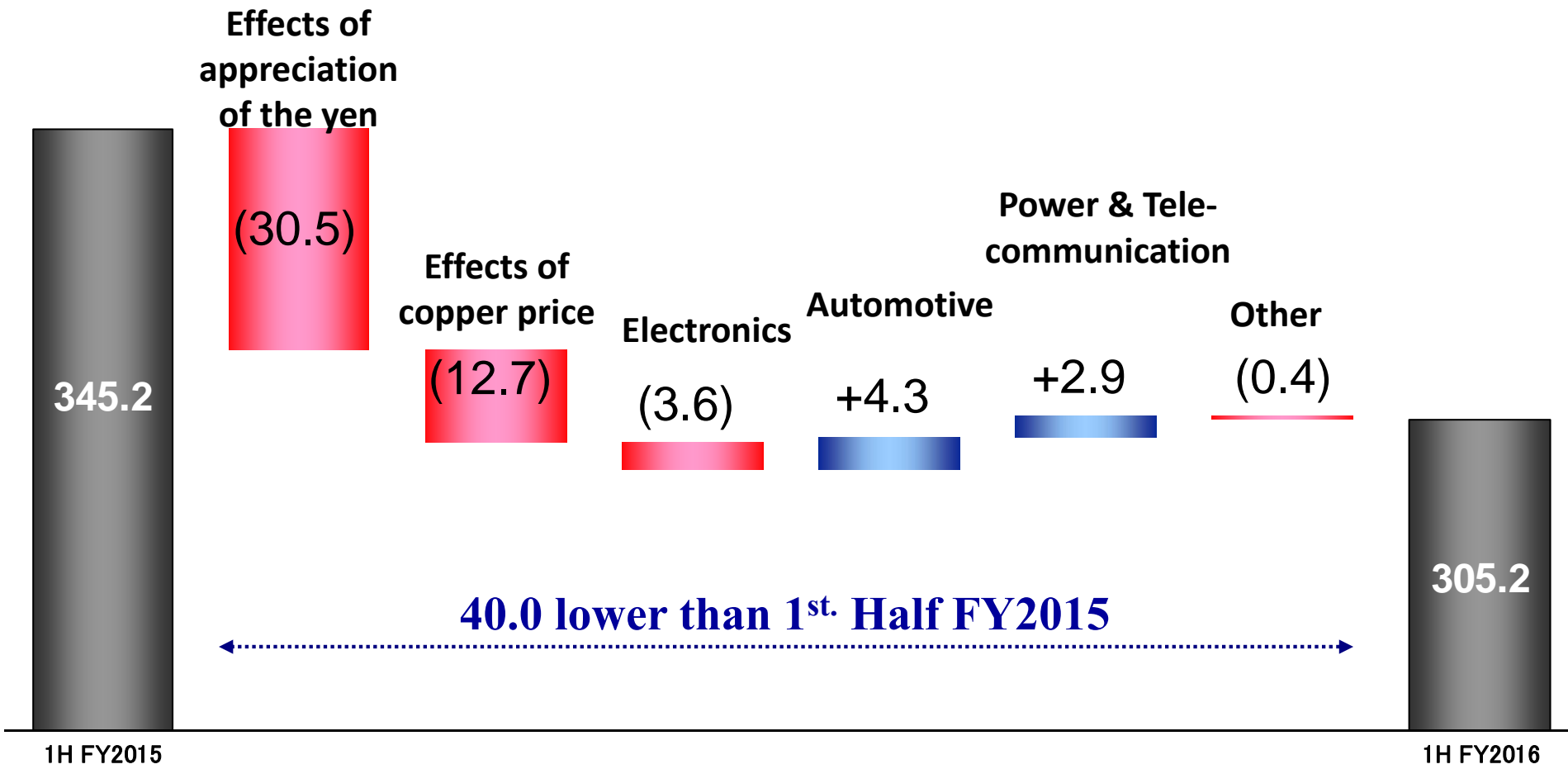
Review of 1H FY2016 Results and FY2016 Forecasts

- Net sales decreased on a YoY basis due to effects of appreciation of the yen and fall of copper price.
- Operating income and ordinary income decreased on a YoY basis due to effects of appreciation of the yen.
- Net income decreased on a YoY basis due to posting structural reform cost in extraordinary loss and a past corporate income tax in tax cost in addition to decrease of operating income and ordinary income. They are expected to decrease for FY2016 (full year).
- Operating income for FY2016 is expected to decrease due to effects of appreciation of the yen, decrease of the demand for smartphones and stagnation of cables & wire market for construction and general purposes. However, ratio of operating income to net sales is expected to increase to 4.3% from the originally released figure of 4.1% owing to internal efforts including converting fixed cost into variable cost by Electronics Business Company and others in addition to improvement of product mix.

1H FY2016 Contributing Factors to Net Sales Change (year-on-year basis)

Net Sales

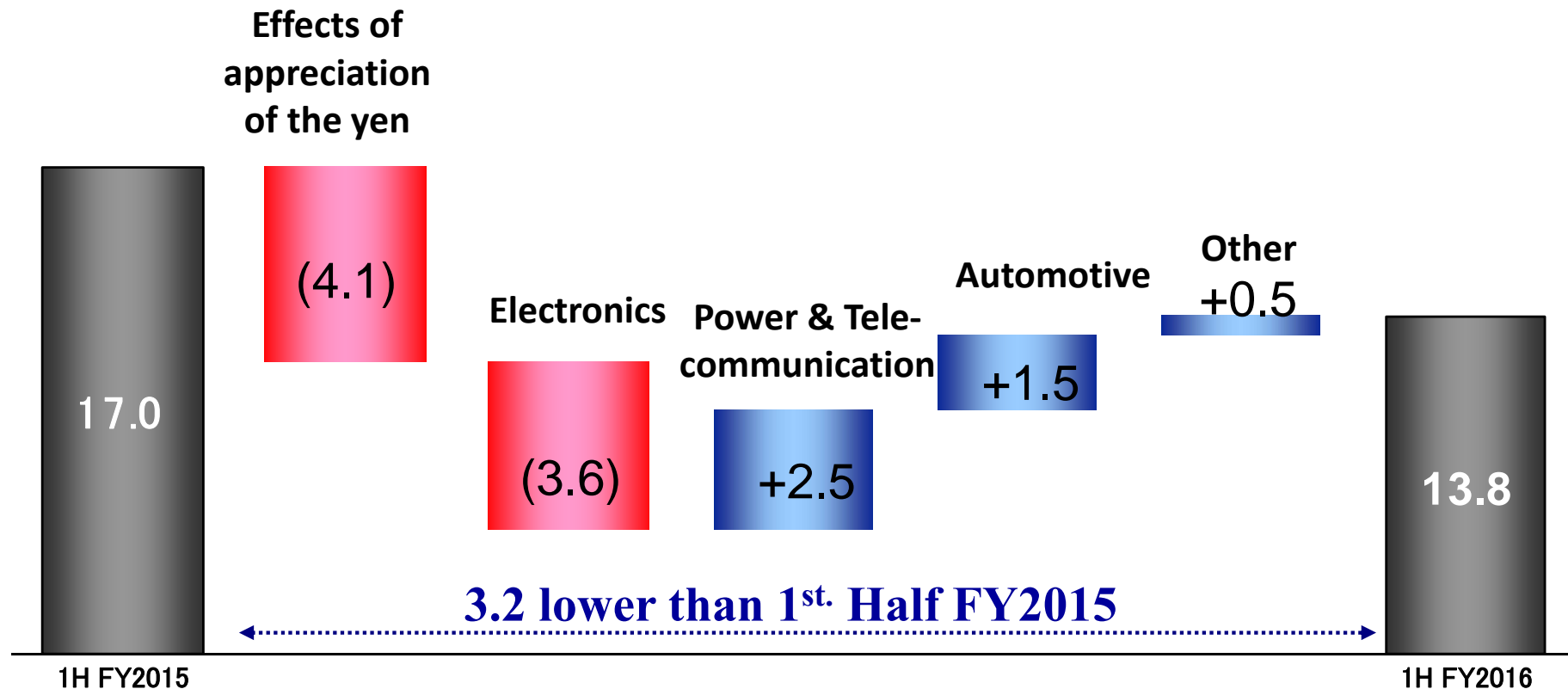
(Unit: JPY in Billion)



1H FY2016 Contributing Factors to Operating Income Change (year-on-year basis)

Operating Income

(Unit: JPY in Billion)



1H FY2016 Extraordinary Profit and Loss

Extraordinary Profit and Loss

(Unit: JPY in Billion)

	FY2015			1st. Half
	1st. Half	2nd. Half	FY2015	FY2016
Operating Income	17.0	15.6	32.6	13.8
Equity Method Income	(0.2)	(2.7)	(2.9)	0.0
Ordinary Income	14.2	10.4	24.6	11.9
Extraordinary Gains	0.5	2.2	2.7	0.1
Extraordinary Losses	1.5	8.6	10.1	3.1
Income before Income Taxes and Minority Interests	13.3	3.8	17.1	9.0
Total Income Taxes	4.2	0.4	4.6	5.7
Minority Interests in Income	0.5	0.7	1.2	1.5
Net Income (Loss) attributable to parent company shareholders	8.5	2.8	11.3	1.8

Structural reform cost
1.7 billion yen
Legal settlement:
1.1 billion yen

Posting cost of 2.7 billion yen including a past corporate income tax at Thai sites.

Consolidated B/S (1)

(Unit: JPY in Billion)

	As of March 31, 2016	As of Sept. 30, 2016	Difference
〈Assets〉	552.6	555.4	+2.8
Current Assets	282.4	290.4	+8.0
Cash and Deposits	34.9	37.0	+2.0
Notes and Account Receivable	143.8	143.4	(0.4)
Inventories	79.2	84.2	+4.9
Fixed Assets	270.2	265.0	(5.2)
Tangible Fixed Assets	179.9	177.9	(2.0)
Intangible Fixed Assets	21.2	17.2	(4.0)
Sub Total	201.2	195.1	(6.1)
Total Investments and Other Assets	68.9	69.8	+0.8

Effects of foreign exchange rate -29.9 billion yen
Effects of appreciation of the yen and depreciation of the currencies in emerging countries

	Mar. 2016	Sep., 2016
TB	3.20	2.91
Yuan	17.41	15.16
US\$	112.62	101.05

Increased in Electronics business because of seasonal factors

Mainly due to the effect of foreign exchange rate -11 billion yen
Capital investment 20.5 billion yen
Depreciation cost 12.4 billion yen
Depreciation of goodwill 1.7 billion yen

Consolidated B/S (2)

(Unit: JPY in Billion)

	As of March 31, 2016	As of Sept. 30, 2016	Difference
Total	552.6	555.4	+2.8
(Treasury Stock)	((25.3))	((4.5))	(+20.8)
<Liabilities>	334.6	362.2	+27.5
Notes and Account Payable	73.7	74.2	+0.4
Interest-bearing Debt	199.6	229.7	+30.1
Other Current Liability	39.8	38.5	(1.3)
<Net Assets>	217.9	193.2	(24.7)
Shareholder's Equity	193.6	187.7	(5.8)
(Treasury Stock)	((25.3))	((4.5))	(+20.8)
Total Valuation and Translation Adjustment	4.9	(13.1)	(18.1)
Minority Interests	19.4	18.6	(0.7)

In addition to the increase of capital expenditure and operating capital in Electronics business, it is increased due to structural reform and share buyback.

Retirement of own shares
65 million shares
Repurchase of own shares
12 million shares

Decrease of foreign currency translation adjustment
- 18.4 billion yen

2. By Segment

Financial Records and Forecasts by Segment

(Unit: JPY in Billion)

Net Sales					Operating Income and Ratio of Operating Income to Net Sales			
Segment	1st. Half FY2015 Results	1st. Half FY2016 Results	Difference	2H FY2016 Forecasts	1st. Half FY2015 Results	1st. Half FY2016 Results	Difference	2H FY2016 Forecasts
Power & Tele- communication Systems Company	185.7	162.5	(23.1)	177.0	7.6 4.1%	7.5 4.7%	(0.0) 0.6%	6.0 3.4%
Electronics Business Company	84.8	71.8	(13.0)	75.6	7.0 8.3%	2.6 3.6%	(4.3) (4.6%)	3.7 4.9%
Automotive Products Company	67.2	63.8	(3.3)	64.5	0.6 0.8%	1.5 2.4%	0.9 1.6%	1.8 2.8%
Real Estate Business Company	5.4	5.0	(0.3)	5.1	2.8 51.7%	2.6 52.1%	(0.1) 0.5%	1.8 36.0%
Others	2.1	2.0	(0.1)	2.6	(0.9)	(0.5)	0.4	(0.2)
Total	345.2	305.2	(40.0)	324.8	17.0 4.9%	13.8 4.5%	(3.2) (0.4%)	13.2 4.1%

※Figures shown above for FY2015 has been restated to reflect organizational changes implemented on April 1, 2016.

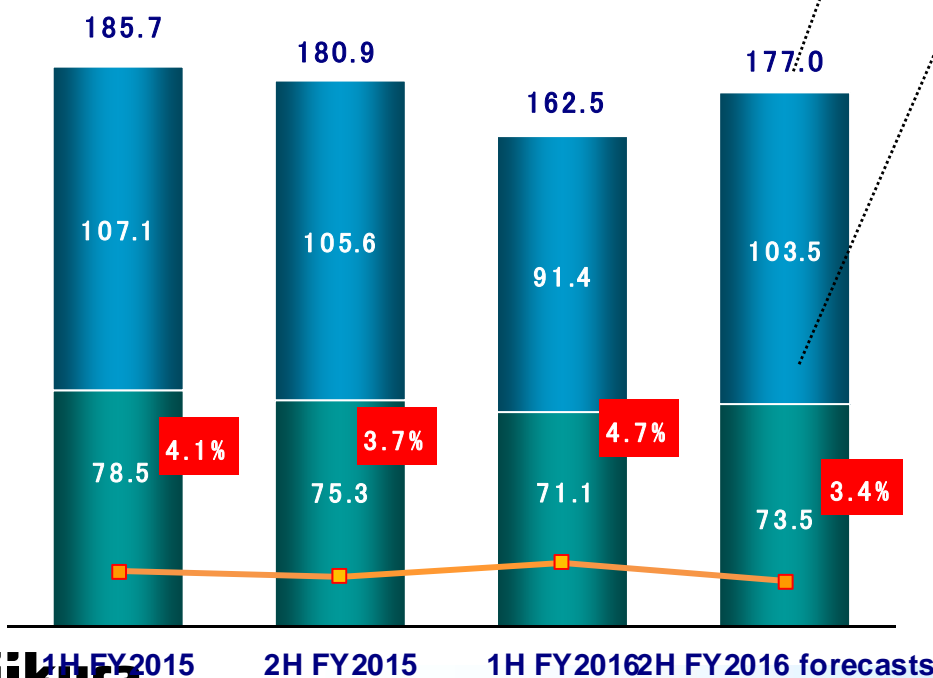
Power & Telecommunication Systems Company

- In 1H 2016, net sales decreased due to effects of appreciation of the yen and fall of copper price, but operating income increased owing to strong optical fibers and optical components demand and improvement of product mix.
- In 2H 2016, net sales of Power Systems is expected to increase owing to seasonal factors, but ratio of operating income to net sales is to decrease due to effects of appreciation of the yen and change of product mix.

(Unit: JPY in Billion)

Net Sales & Ratio of Operating Income to Net Sales

- Power Systems
- Telecommunication Systems
- Ratio of Operating Income to Net Sales



Power Systems

- In 1H FY2016, net sales decreased due to fall of copper price.
- In 2H FY2016, net sales is expected to increase owing to seasonal factors of domestic sales for construction and power as well as business transfer from Viscas.

Telecommunication Systems

- In 1H FY2016, demand for optical fibers and optical components was strong, but net sales decreased due to the effect of foreign exchange rates.
- In 2H FY2016, it is expected in line with 1H.

Comments

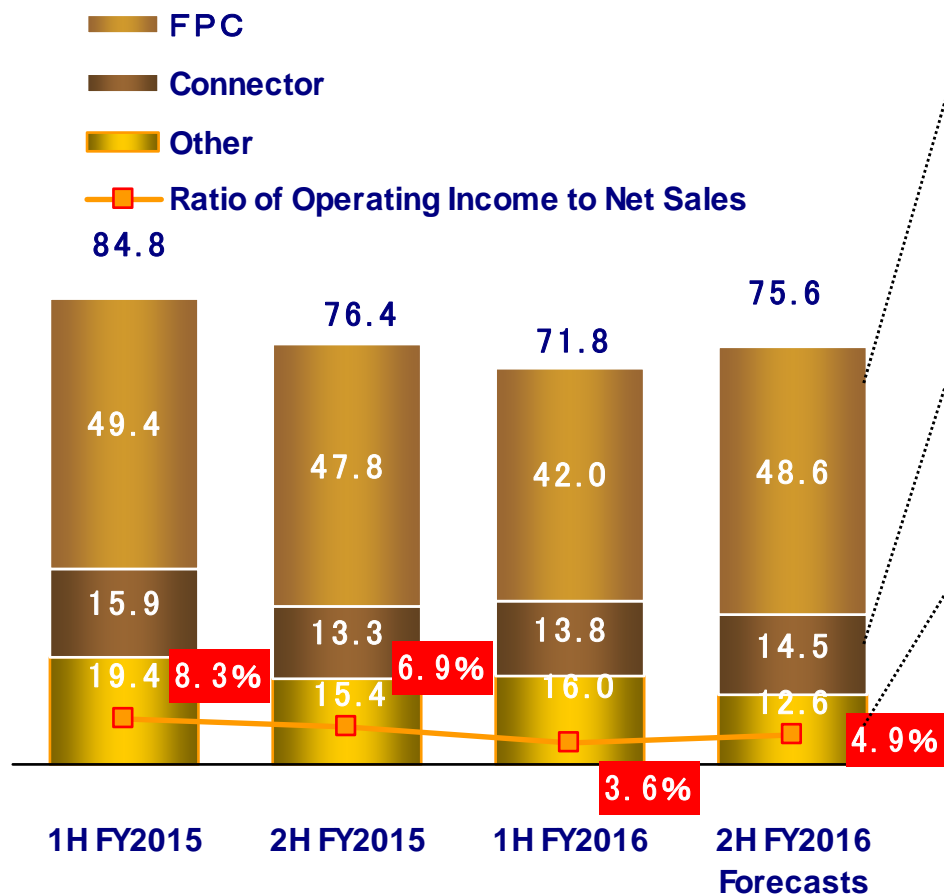
- Above: FY2016 1H Results (YoY basis)
- Below: FY2016 2H Forecasts compared with 1H

Electronics Business Company

- In 1H 2016, net sales decreased mainly due to effect of foreign exchange rates and weak demand for smartphones, but operating income was secured owing to various measures including converting fixed cost into variable cost.
- In 2H FY2016, both net sales and net income are expected to increase owing to strong demand for smartphones because of seasonal factors including FPC.

(Unit: JPY in Billion)

Net Sales & Ratio of Operating Income to Net Sales



FPC

- In 1H 2016, net sales decreased mainly due to the effect of foreign exchange rates and weak demand for smartphones
- In 2H FY2016, net sales is expected to increase owing to strong demand for smartphones because of seasonal factors

Connector

- In 1H 2016, net sales decreased due to weak demand for smartphones
- In 2H FY2016, both net sales and net income are expected to increase owing to strong demand for smartphones because of seasonal factors

Other

- In 1H 2016, net sales decreased due to effect of foreign exchange rates and change of product mix
- In 2H 2016, net sales is expected to decrease due to the change of product mix.

Comments

Above: FY2016 1H Results (YoY basis)

Below: FY2016 2H Forecasts compared with 1H

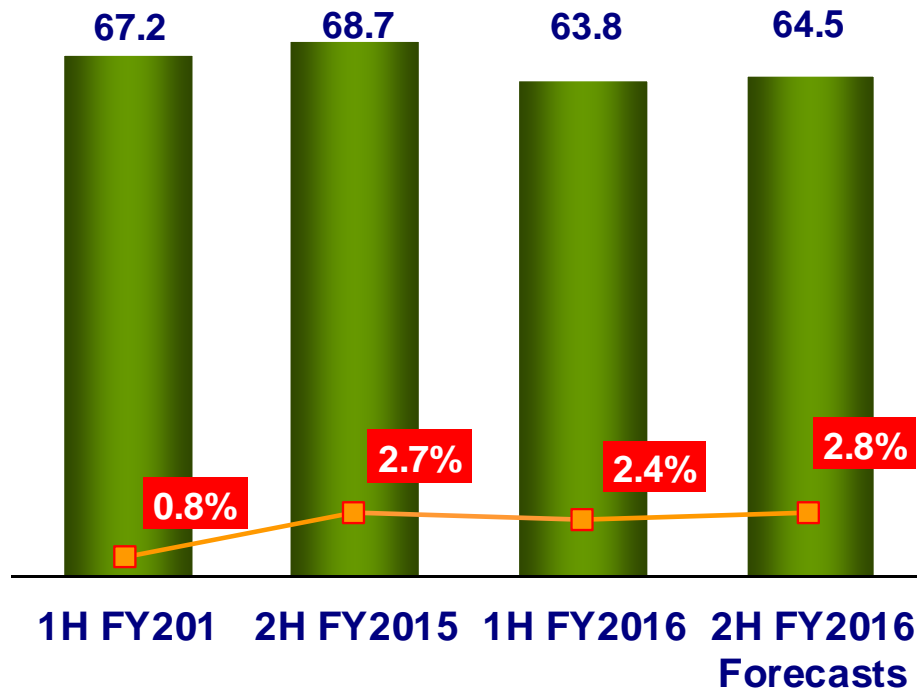
Automotive Products Company

- In 1H 2016, net sales decreased due to effects of foreign exchange rate, but operating income increased owing to launching of new models and effects of reduction of fixed cost by structural reform.
- In 2H 2016, operating income is expected to increase owing to cost improvement by the transfer of manufacturing from Romania to Ukraine and Moldova in Europe.

(Unit: JPY in Billion)

Net Sales & Ratio of Operating Income to Net Sales

—■— Ratio of Operating Income to Net Sales



Automotive Products

- In 1H 2016, if effects of foreign exchange rates were excluded, net sales would be increased by launching of new car models in favorable North America market and in Europe. Operating income increased owing to structural reform in Asia region.
- In 2H 2016, net sales is expected to be in line with 1H, but net income is to increase owing to overall cost improvement.

Comments

Above: FY2016 1H Results (YoY basis)

Below: FY2016 2H Forecasts compared with 1H

Real Estate Business Company

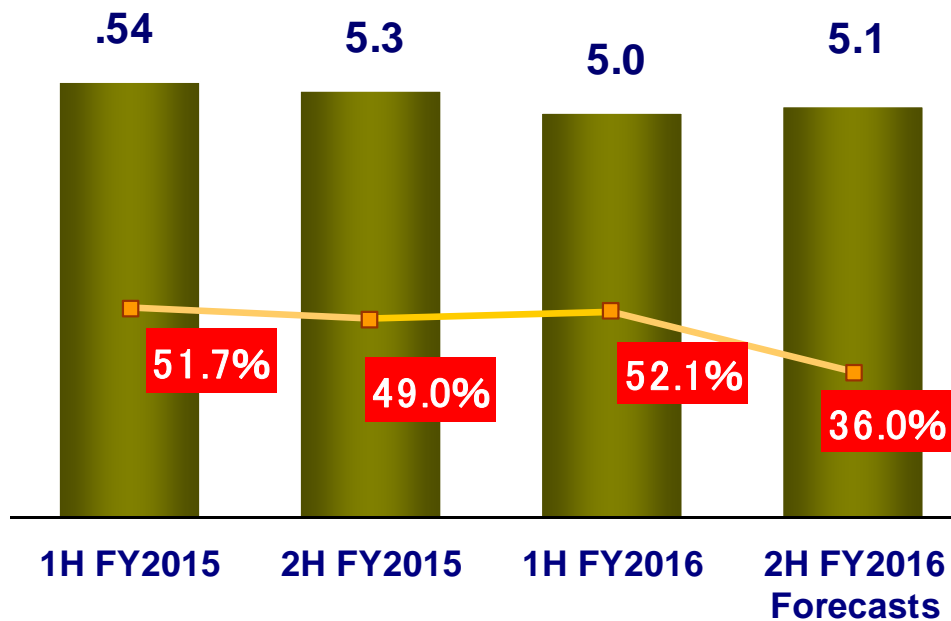
■ Revenues from leasing real estate properties continue to contribute to consolidated operating income.

(Unit: JPY in Billion)

Net Sales & Ratio of Operating Income to Net Sales

Real Estates

—■— Ratio of Operating Income to Net Sales



■ In 1H 2016, real estate business continues to contribute to consolidated operating income.
■ In 2H 2016, decrease of operating income is expected due to temporary cost regarding acquiring a building

CAPEX and Depreciation

(Unit: JPY in Billion)

	FY2015		FY2016	FY2016	FY2016
	1H	FY2015	1H	Forecasts (Oct. 28)	Forecasts (May 10)
CAPEX	13.2	31.9	20.5	42.0	47.0
(for manufacturing business)	13.1	3.13	20.2	33.0	38.0
(for real estate business)	0.0	0.6	0.2	9.0	9.0
Depreciation Cost	13.3	26.6	12.4	29.0	30.0
(for manufacturing business)	12.4	24.8	11.6	27.0	28.0
(for real estate business)	0.8	1.7	0.8	2.0	2.0

Note: The above figures include leasing costs.

Interest-bearing Debts, Net Financial Profit and Free Cash Flow

(Unit: JPY in Billion)

	FY2015			FY2016
	1H	2H	FY2015	1H
Interest-bearing Debts	197.2	199.6	199.6	229.7
Net Financial Profit/Loss	(0.8)	(0.5)	(1.3)	(0.6)
Free Cash Flow	7.6	6.2	13.8	(18.5)

Free Cash Flow = Cash Flow by Operating Activities + Interests Paid + Investing Cash Flow

3. Shareholder Return

Profit Return

■ Basic Policy in 2020 Mid-term

Total Return Ratio 20% or more

■ FY2016 Forecasts

◆ Dividends 10.0 yen per share

(Interim 5.0 yen per share, Year-end 5.0 yen per share, 2.9 billion yen)

FY2015 8.0 yen per share (Interim 4.0 yen per share , Year-end 4.0 per share)

(2.0 yen of increase compared to FY2015)

◆ Shares buyback 12 million shares/ 6.5 billion yen

(Results of 1H FY2016)

Dividend Payout Ratio in FY2016	28.6%
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Total Return Ratio in FY2016	107.6%
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Special Notes:

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Start of 2020 Mid-term

Review of 1H FY2016 and Actions in 2H

“Let’s transform ourselves, and bridge to the future! 2020 Mid-term”

Fujikura Ltd.

Masahiko Ito

President & CEO

October 28, 2016

➤ **We will continue to
maintain and strengthen
"earning power"**

Goals to be achieved in FY2020

- **Ratio of operating income to net sales: 7.0% or higher**
- **Net sales: 900 billion yen**
- **ROE: 10% or higher**
- **D/E ratio: 40:60 (0.66 times)**

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- 2. Progress of Key Measures of 2020 Business Plan**
- 3. Actions in 2H FY2016 toward FY2017**
- 4. Profit Return**

1. Review of 1H FY2016 Financial Results and FY2016 Forecasts

1H FY2016 Financial Results and FY2016 Forecasts

(Unit: JPY in Billion)

	FY2015			FY2016			FY2016 (Released on May 10)	
	1H	2H	FY2015	1H	2H Forecasts	FY2016 Forecasts	1H	FY2016
Net Sales	345.2	333.3	678.5	305.2	324.8	630.0	330.0	690.0
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Equity Method Income (Loss)	(0.2)	(2.7)	(2.9)	0.0	0.5	0.5	0.4	1.1
Ordinary Income (Loss)	14.2	10.4	24.6	11.9	12.1	24.0	10.5	25.0
Net Income (Loss) attributable to parent company shareholders	8.5	2.8	11.3	1.8	8.2	10.0	5.0	15.0
Net Income per Share (JPY)	27.77	9.21	36.98	6.21	27.97	34.11	17.05	51.17
Dividend per share (JPY)	4.00	4.00	8.00	5.00	5.00	10.00	5.00	10.00
Exchange Rate (JPY/USD)	121.88	118.50	120.16	105.21	100.00	—	110.0	110.0
Copper Price ('000JPY/ton)	741	613	677	544	520	—	550	550

(2) 1H FY2016 Financial Results and FY2016 Forecasts

- In 1H FY2016, the business environment was severe, but we could secure higher operating income and ordinary income than the original forecasts owing to various measures. On the other hand, net income did not achieve the target due to negative factors caused by the past operations.
- In FY2016, net sales is expected to drastically decrease due to effects of exchange rates and declined demands of large customers, but operating income will not fall because of various measures, and ratio of operating income to net sales is expected to be 4.3% compared with the original forecast of 4.1 %.

We will not pursue business scale. Profitability is a priority.

Although we are under environments with strong yen and uncertain demands of large customers, we will maintain and strengthen earning power, and secure ratio of operating income to net sales .

2. Progress of Key Measures of 2020 Mid-term Business Plan

(1) Progress of Key Measures of 2020 Mid-term Business Plan

As a customer value creating company,
we will become a promising company with a future through
both "strong earning power" and "power of strong metabolism"!

Developing deeper ties with strategic customers

- Developing deeper ties with strategic customers
 - Work to achieve greater business growth
 - Seize new business opportunities

- i) Strengthen EPC/ service business for overseas major telecommunication companies
- ii) Approach to overseas key customers by providing strategic products (SWR/WTC)

Accelerate new business creation

- Strengthen the structure for promoting new business
- Key areas
 - Automotive related
 - Industrial machinery
 - Medical devices

Actions in Fiber laser business

- Input of products with strengthened competitiveness
- Strengthening marketing

Open innovation

- Supply the missing pieces of portfolios and value chains and create new value for customers
- Speed up technology development, business development and business growth

- Joint research with NTT and Hokkaido University
 - Multi-core optical fiber having 100 times transmission capacity compared with conventional one
 - Aim at commercialization in 2020's

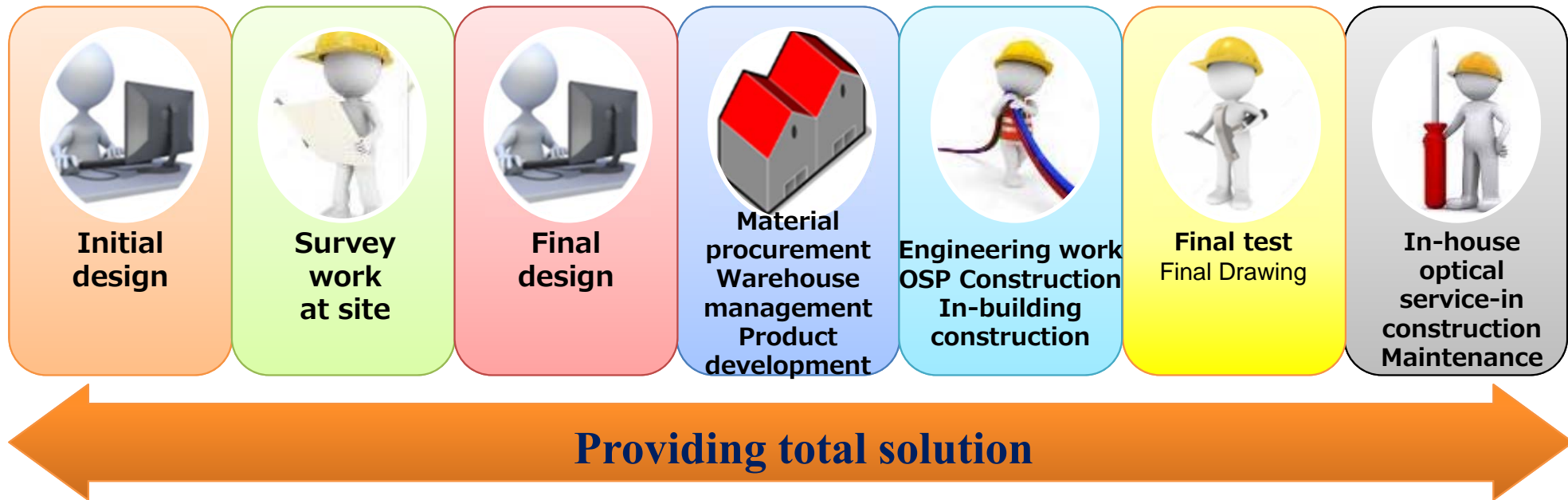
Management reform & business structural reform

- Response to Corporate Governance Code
- Improve the quality and speed of decision-making in a diverse range of business
- Strengthen the management base

- i) Structural reform for domestic cable & wire business
 - Viscas Corporation reorganization
 - FDC business integration
- ii) Management reform

(2) Developing deeper ties with strategic customers (i)

- Strengthen EPC/ service business for overseas major telecommunication companies
 - Beyond conventional business models such as manufacturing and sales of telecommunication infrastructure materials and components.



Integrating FTTH engineering and products, we manage and provide cost, quality, schedule, safety and brand as a full turnkey,

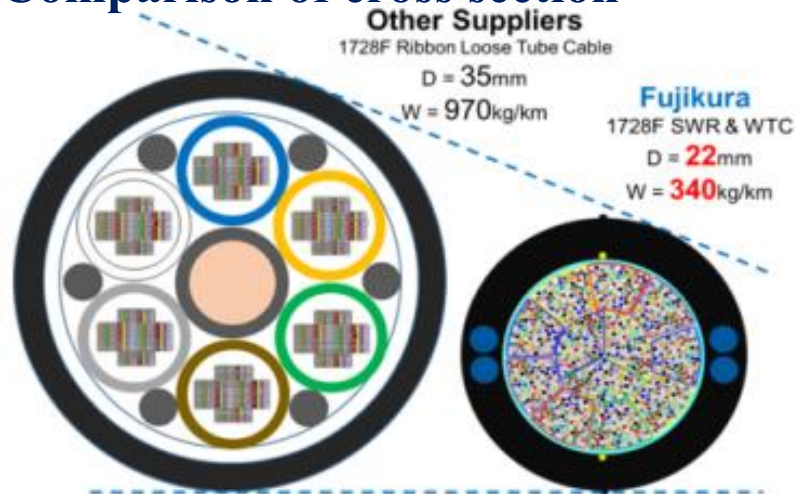


(3) Developing deeper ties with strategic customers (ii)

➤ Approach to overseas key customers by providing strategic products (Spider Web Ribbon/Wrapping Tube Cable)

- overseas, especially in North America, the technology is gradually recognized and the market penetration is in progress.

Comparison of cross section



Reduced -external diameter- by 37%
and -weight- by 64% compared with
conventional 1728-core-cable

Developed high quality optical fibers
which materialize the new products

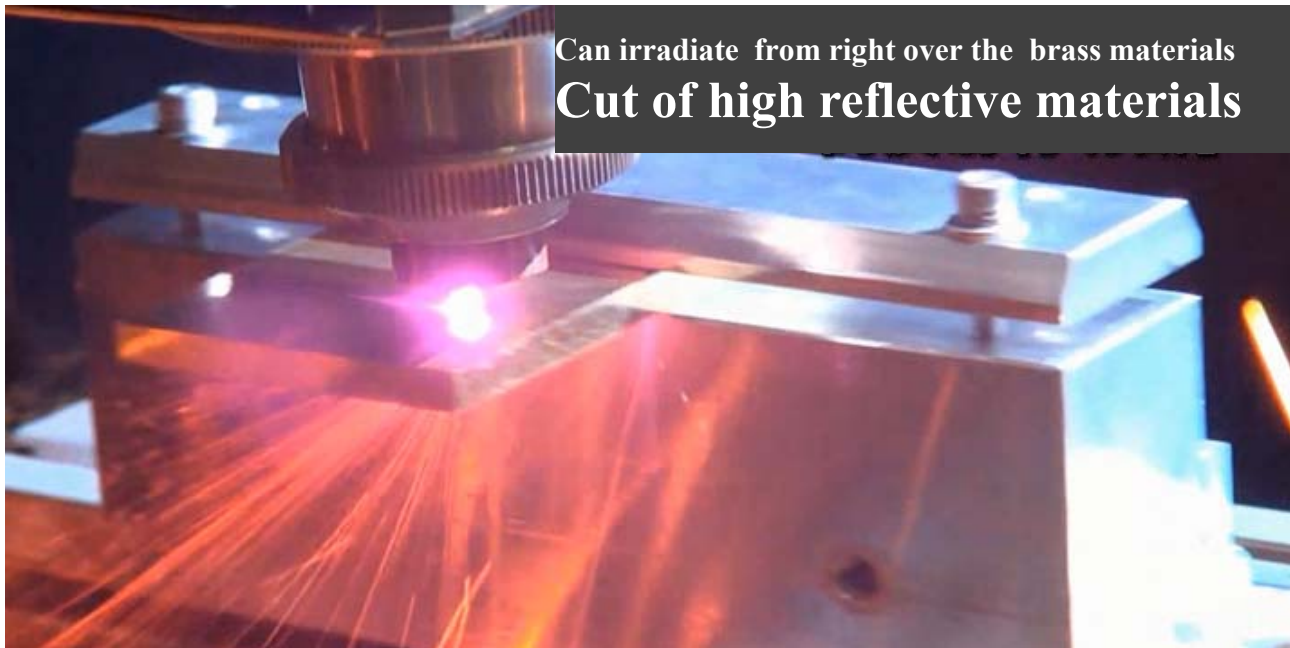


(4) Speed up new business creation

➤ Actions in Fiber laser business

- Introduction of new competitive products
- Expansion of marketing activities and assignment of human resources in China/ Europe

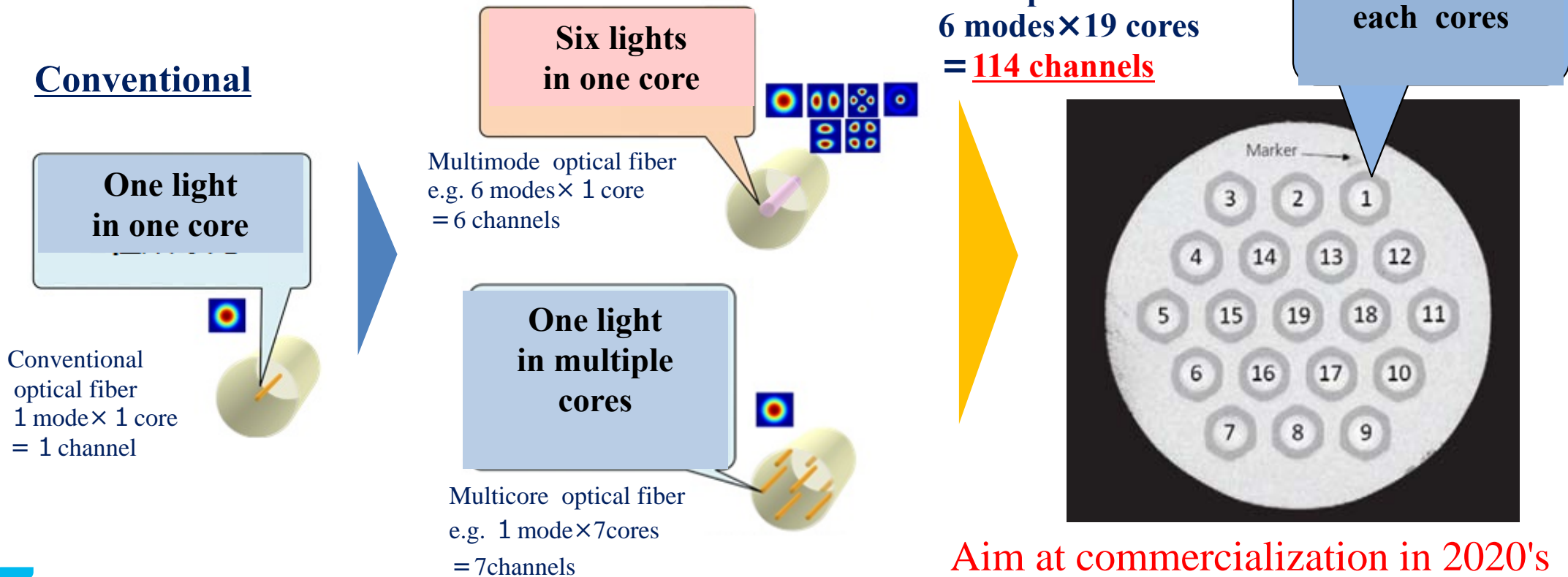
Will accomplish positive figure in early next year



(5) Open Innovation

➤ Joint research with NTT and Hokkaido University

- Development of optical fibers with the world highest density-
 - Multi-core optical fiber having 100 times transmission capacity compared with conventional one
- Possible to transmit thousands of high-definition films in one second.



Aim at commercialization in 2020's

(6) Management reform & business structural reform (i)

➤ Structural reform for domestic cables & wire business

– Viscas Corporation reorganization

Transferring power distribution lines/overhead power transmission lines to Fujikura Ltd. by reorganization

– FDC business integration

In April, 2016, FDC restarted with business integration of manufacturing and sales.

Synergy effects with the partner is expected.

To secure stable profit in domestic cable and wire business, we will enhance further structural reform.

(7) Management reform & business structural reform (ii)

➤ Management reform

- Governance reform

- Speed up decision making by transferring authority to managing directors
- Establishment of a new organization to support management decision-making by strengthening supervisory function of the Board of Directors

⇒ Examining the transfer to the company with audit and supervisory committee after the shareholders' meeting in June, 2017.

- Human resource system reform

Under consideration of human resource reform in line with business and working environment

3. Actions in 2H FY2016 **toward FY2017**

(1) Actions in 2H FY2016 toward FY2017

➤ **Power & Telecommunication Systems Company**

- Optical fibers: Quick response to strong world demand
- Power systems business :
 - Strengthen EPC business
 - Enhancing further structural reform of domestic wire & cable business

➤ **Electronics Business Company**

- Secured response to the model in the next year

➤ **Automotive Products Company**

- Launching production sites in LCC (Ukraine and Moldova)
- Developing business with Chinese car manufactures

Accelerating actions toward further growth in FY2017

4. Profit Return

(1) Profit Return Basic Policy

Executing profit allocation considering balance

- Concentrated investment to growing businesses (next growth)
- Improvement of financial strength (capital ratio, D/E ratio)
- Flexible repurchase of own shares



Improvement of per-share profit

- Executing stable dividend

Interim 5.0 yen per share and Year-end 5.0 yen per share are expected.
(Total 10 yen per share)

As a customer value creating company,
we will become a promising company with a future
through both **"strong earning power"**
and **"power of strong metabolism"**!



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【 1H FY2016 Financial Results Appendix】

Net Sales and Operating Income by Segment

Net Sales Records and Forecasts by Segment

Unit: Billion in JPY

	FY2015							FY2016					FY2016 Forecast on May 10
	1Q	2Q	3Q	4Q	1H	2H	Full Year	1Q Results	2Q Results	1H Results	2H Forecasts	Full Year Forecasts	1H Forecasts
Power Systems	52.8	54.3	54.7	50.9	107.1	105.6	212.7	45.1	46.3	91.4	103.5	194.9	102.4
Telecommunication Systems	39.7	38.8	38.8	36.5	78.5	75.3	153.8	35.2	35.9	71.1	73.5	144.6	73.8
Power & Telecommunication	92.6	93.1	93.6	87.3	185.7	180.9	366.5	80.3	82.2	162.5	177.0	339.5	176.2
FPC	19.9	29.5	30.2	17.6	49.4	47.8	97.2	14.6	27.5	42.0	48.6	90.6	54.9
Connector	7.8	8.1	7.8	5.5	15.9	13.3	29.2	5.3	8.5	13.8	14.5	28.3	14.3
Other	9.8	9.6	8.2	7.2	19.4	15.4	34.8	7.8	8.1	16.0	12.6	28.5	13.6
Electronics Business Company	37.6	47.2	46.1	30.3	84.8	76.4	161.2	27.7	44.2	71.8	75.6	147.5	82.8
Automotive Products Company	34.4	32.8	35.5	33.2	67.2	68.7	135.9	34.2	29.6	63.8	64.5	128.3	63.9
Real Estate Business Company	2.7	2.7	2.6	2.7	5.4	5.3	10.7	2.5	2.5	5.0	5.1	10.1	5.0
Other	1.0	1.1	0.9	1.2	2.1	2.1	4.3	0.9	1.1	2.0	2.6	4.5	2.0
Total	168.4	176.8	178.7	154.6	345.2	333.3	678.5	145.6	159.6	305.2	324.8	630.0	330.0

Operating Income Records and Forecasts by segment

Power & Telecommunication	4.1	3.6	3.4	3.3	7.6	6.7	14.3	3.2	4.4	7.5	6.0	13.6	5.4
Electronics Business Company	2.2	4.8	5.0	0.3	7.0	5.3	12.3	0.1	2.5	2.6	3.7	6.3	3.2
Automotive Products Company	0.7	(0.2)	0.7	1.2	0.6	1.8	2.4	1.5	0.1	1.5	1.8	3.4	1.7
Real Estate Business Company	1.4	1.4	1.3	1.3	2.8	2.6	5.4	1.3	1.3	2.6	1.8	4.5	2.5
Other	(0.5)	(0.4)	(0.3)	(0.5)	(0.9)	(0.8)	(1.7)	(0.3)	(0.2)	(0.5)	(0.2)	(0.7)	(0.9)
Total	7.8	9.2	9.9	5.7	17.0	15.6	32.6	5.6	8.1	13.8	13.2	27.0	12.0

※Figures shown above for FY2015 have been restated to reflect organizational changes implemented on April 1, 2016.

Fujikura Ltd.