

FY2015 3Q

Financial Results



Fujikura Ltd.

February 1, 2016

Contents

- 1. FY2015 3Q Financial Results and
FY2015 Forecasts**
- 2. Information by Segment**
- 3. Shareholder Return**

1.FY2015 3Q Financial Results and FY2015 Forecasts

FY2015 3Q Financial Results and FY2015 Forecasts

(Unit: JPY in Billion)

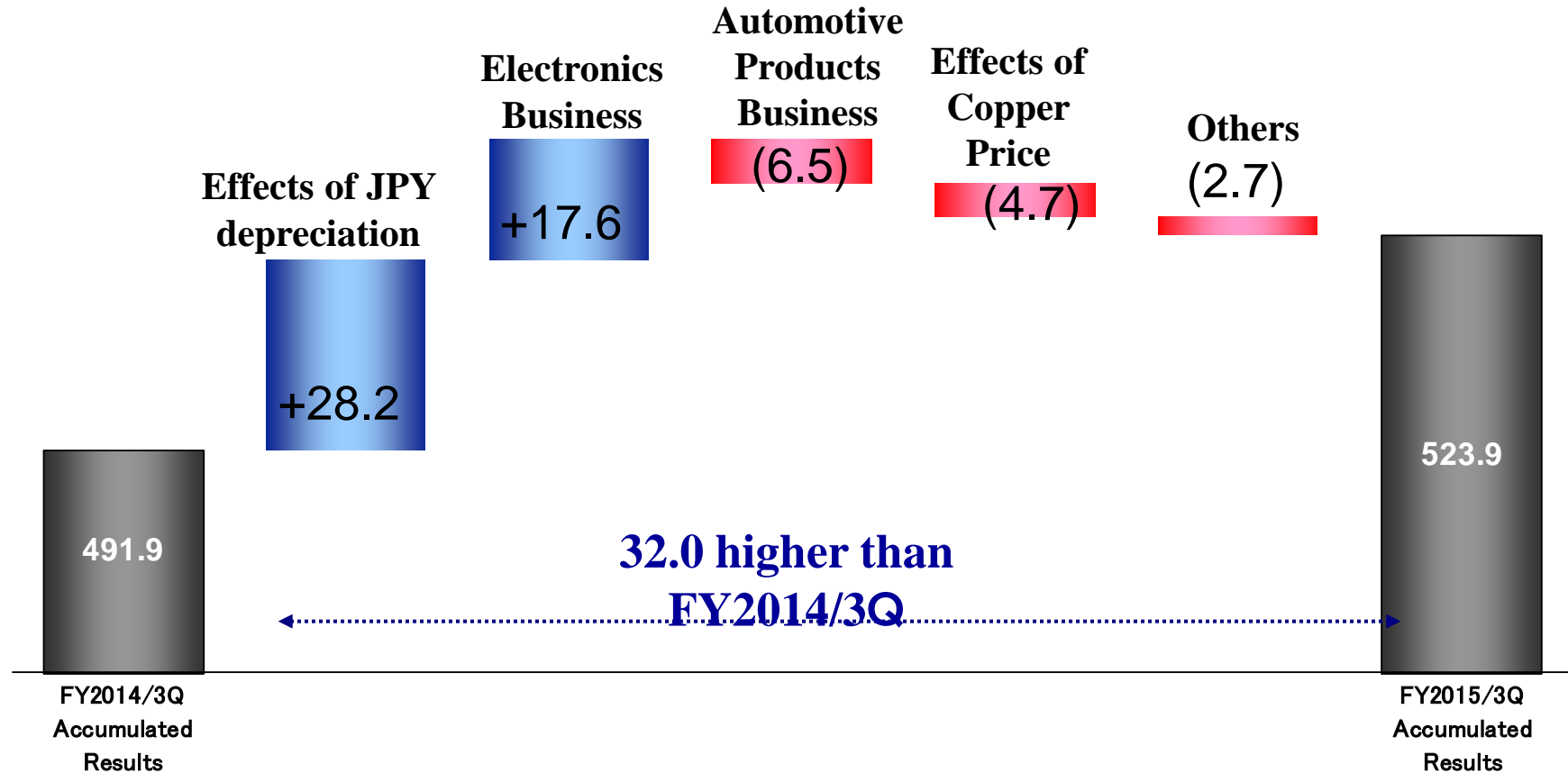
	FY2014		FY2015		FY2015 (Forecasted on October, 29)
	1-3Q	FY2014	1-3Q	FY2015	FY2015
Net Sales	491.9	661.5	523.9	690.0	690.0
Operating Income	19.6	25.0	26.9	32.0	32.0
Operating Income Margin (%)	4.0	3.8	5.1	4.6	4.6
Equity Method Income (Loss)	(0.0)	(0.3)	0.3	(0.0)	(0.1)
Ordinary Income (Loss)	18.0	21.0	23.9	25.0	25.0
Net Income (Loss) attributable to parent company shareholders	9.7	12.2	15.3	15.0	15.0
Net Income per Share (JPY)	30.15	37.93	50.07	48.86	48.86
Dividend per share (JPY)	—	7.00	—	8.00	8.00
Exchange Rate (JPY/USD)	106.73	109.76	121.75	—	—
CU Base ('000JPY/ton)	805	766	642	—	—

- **Net sales in 3Q increased on a QoQ basis owing to the effects of depreciation of yen and net sales growth of electronics business.**
- **Accordingly, operating income, ordinary income and net income increased on a QoQ basis because of effects of depreciation of yen and net sales growth of electronics business.**
- **Regarding FY2015 forecasts, we maintain the figures released last time.**

FY2015 3Q Net Sales by Factor (QoQ basis)

Net sales

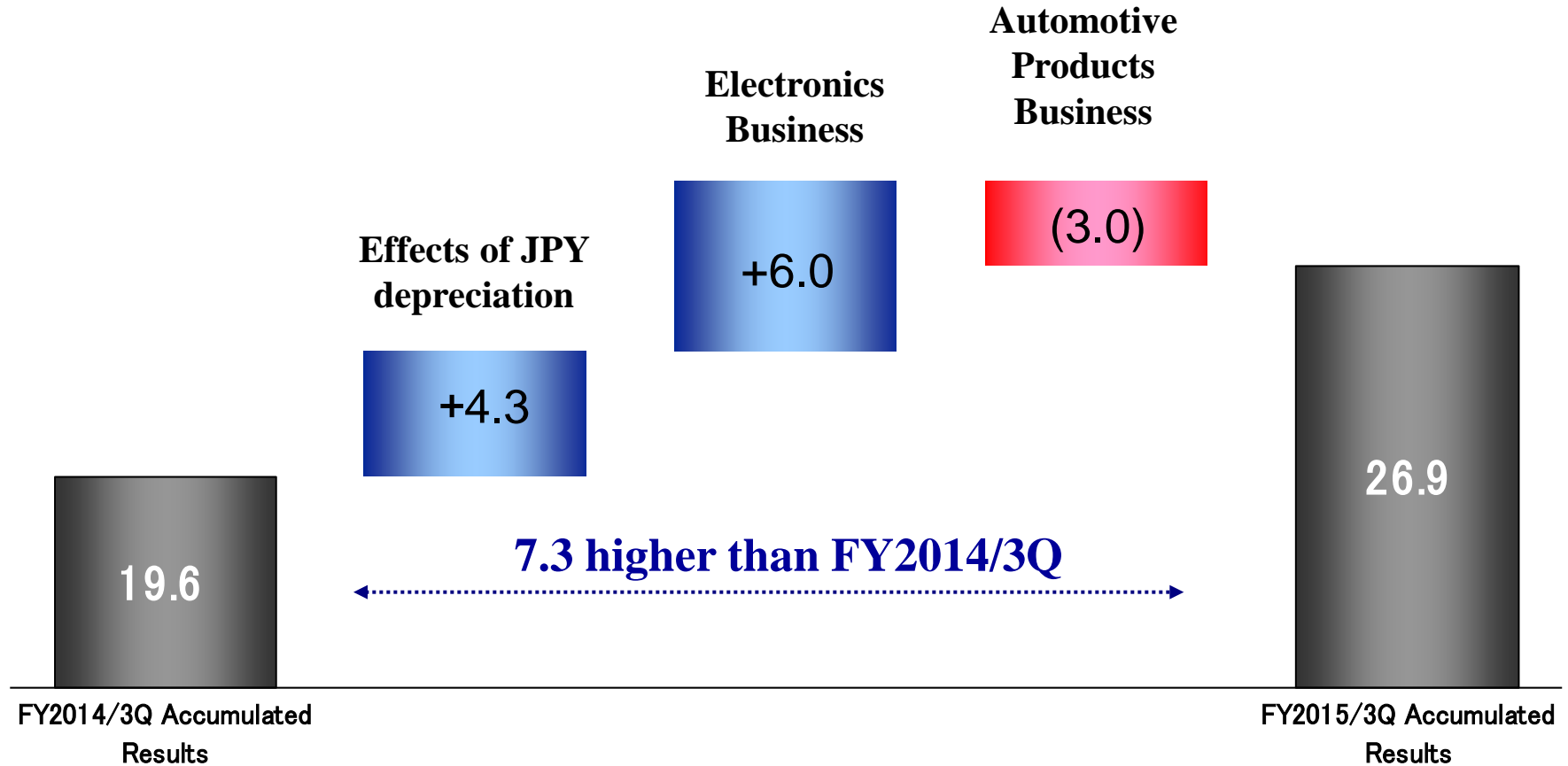
(Unit: JPY in Billion)



FY2015 3Q Operating Income by Factor (QoQ basis)

Operating Income

(Unit: JPY in Billion)



FY2015 3Q Extraordinary Profit and Loss

Extraordinary Profit and Loss

(Unit: JPY in Billion)

	FY2014		FY2015
	1-3Q	Full Year	1-3Q
Operating Income	19.6	25.0	26.9
Equity Method Income	(0.0)	(0.3)	0.3
Ordinary Income	18.0	21.0	23.9
Extraordinary Gains	0.1	2.2	0.9
Extraordinary Losses	1.3	3.0	3.1
Income before Income Taxes and Minority Interests	16.8	20.2	21.7
Total Income Taxes	6.0	6.9	5.4
Minority Interests in Income	0.9	1.1	0.9
Net Income (Loss) attributable to parent company shareholders	9.7	12.2	15.3

Consolidated B/S (1)

(Unit: JPY in Billion)

	As of March 31, 2015	As of December 31, 2015	Difference	
〈Assets〉	577.5	600.8	+23.3	Effects of exchange rate - JPY 9.2 Billion March, 2015 Baht 1=JPY3.69 December 2015 Baht 1= JPY3.34
Current Assets	294.6	313.1	+18.4	
Cash and Deposits	35.7	48.4	+12.6	Secured liquidity on hand to prepare for the payment of working capital following increase of net sales
Notes and Account Receivable	157.0	155.4	(1.5)	
Inventories	78.5	86.2	+7.6	
Fixed Assets	282.8	287.7	+4.8	Effected by mainly foreign exchange rate CAPEX JPY 21.2 Billion Depreciation Cost JPY20.4 Billion
Tangible Fixed Assets	185.9	180.1	(5.7)	
Intangible Fixed Assets	14.4	22.9	+8.5	Increase of goodwill by acquiring an optical parts manufacturing company
Sub Total	200.3	203.1	+2.7	
Total Investments and Other Assets	82.5	84.5	+2.0	

Consolidated B/S (2)

(Unit: JPY in Billion)

	As of March 31, 2015	As of December 31, 2015	Difference
Total	577.5	600.8	+23.3
(Treasury Stock)	((19.7))	((22.2))	((2.4))
〈Liabilities〉	343.0	358.7	+15.7
Notes and Account Payable	78.6	83.2	+4.5
Interest-bearing Debt	205.1	215.8	+10.7
Other Current Liability	37.0	38.7	+1.6
〈Net Assets〉	234.5	242.1	+7.5
Shareholder's Equity	187.8	200.7	+12.8
(Treasury Stock)	((19.7))	((22.2))	((2.4))
Total Valuation and Translation Adjustment	30.6	23.9	(6.7)
Minority Interests	15.9	17.3	+1.4

Effects of growth of working capital

Decrease of foreign currency translation adjustment -JPY7.8 billion
Valuation difference on available-for-sale securities +0.3JPY billion

2. By Segment

Financial Records and Forecasts by Segment

(Unit: JPY in Billion)

Net Sales					Operating Income and Margin			
Segment	FY2014 1-3Q	FY2015 1-3Q	Difference	FY2015 Forecasts	FY2014 1-3Q	FY2015 1-3Q	Difference	FY2015 Forecasts
Power & Tele- communication Systems Company	272.5	277.6	5.1	372.8	9.0 3.3%	12.2 4.4%	3.2 1.1%	15.0 4.0%
Electronics Business Company	104.3	130.9	26.6	163.5	4.9 4.7%	11.8 9.0%	6.9 4.3%	12.4 7.6%
Automotive Products Company	103.7	102.7	(1.0)	136.4	3.8 3.7%	1.1 1.2%	(2.7) (2.5%)	2.2 1.6%
Real Estate Business Company	8.0	8.0	0.0	10.6	3.9 48.8%	4.1 50.9%	0.2 2.1%	5.3 50.4%
Others	3.3	4.5	1.2	6.5	(2.0)	(2.3)	(0.3)	(2.9)
Total	491.9	523.9	32.0	690.0	19.6 4.0%	26.9 5.2%	7.3 1.2%	32.0 4.6%

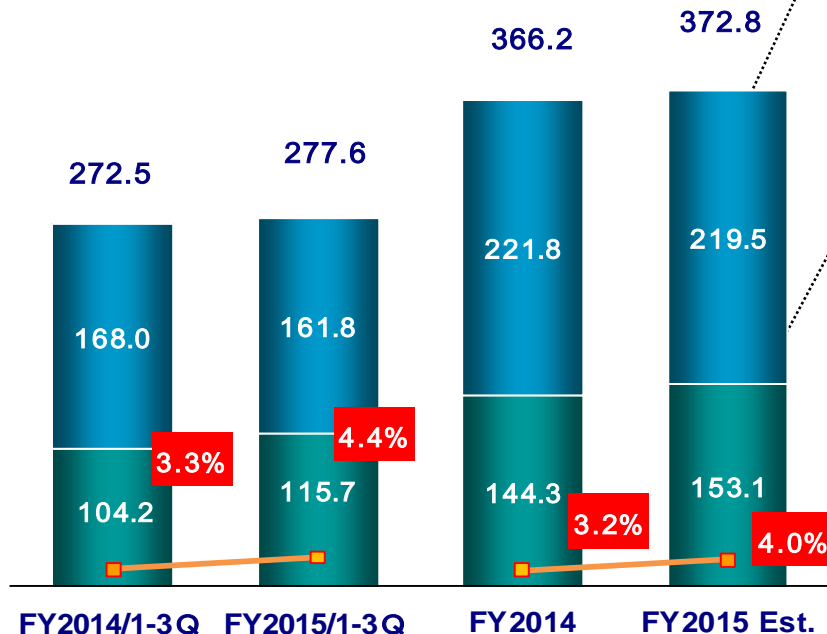
Power & Telecommunication Systems Company

- Through 1Q to 3Q in FY2015, both net sales and operating income of Optical Fiber Unit increased owing to depreciation of yen and strong demand in overseas market.
- Both net sales and operating income are estimated to increase for full year.

(Unit: JPY in Billion)

Net sales & Operating Income Margin

- Infrastructure Unit
- Optical Fiber Unit
- OP (%)



Infrastructure Unit

- Through 1Q to 3Q in FY2015, net sales decreased due to effects of copper price, and the same trend is expected to continue for full year.

Optical Fiber Unit

- Through 1Q to 3Q in FY2015, net sales increased owing to the strong demand in overseas market in addition to the effects of depreciation of yen, and the same trend is expected to continue for full year.

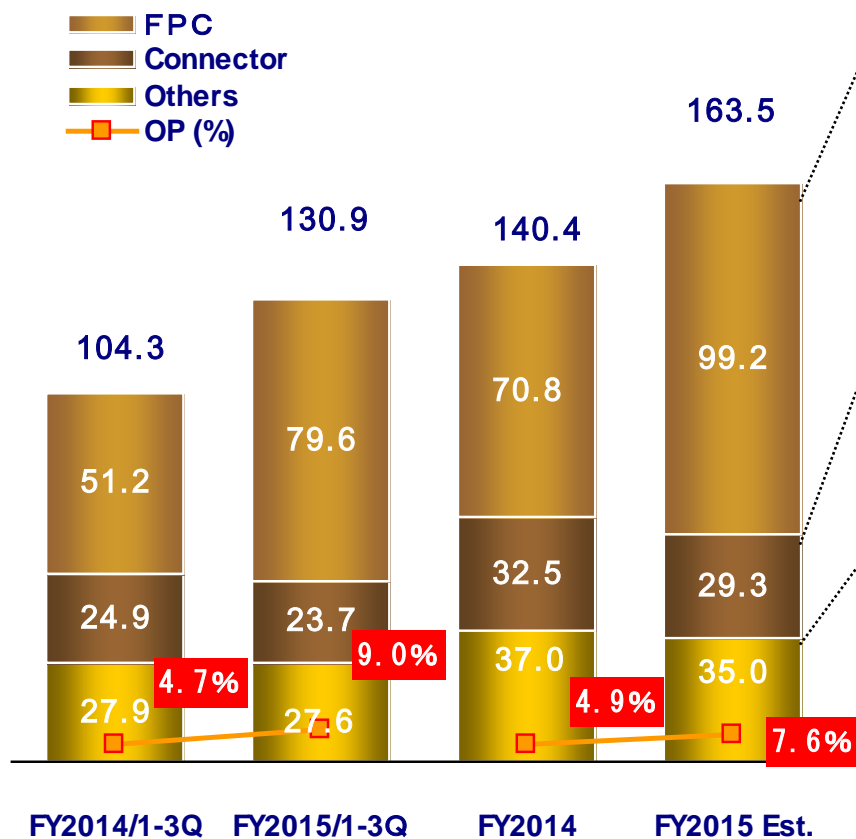
Note: Comments on QoQ

Electronics Business Company

- Through 1Q to 3Q in FY2015, both net sales and operating income drastically increased in FPC mainly .
- Accordingly, both net sales and operating income are expected to increase by FPC mainly.

(Unit: JPY in Billion)

Net sales & Operating Income Margin



FPC

- Through 1Q to 3Q in FY2015, net sales increased on QoQ basis owing to demands for smartphones and other factors, and the same trend is expected to continue for full year.

Connector

- Through 1Q to 3Q in FY2015, net sales decreased on QoQ basis due to connectors for mobile base stations and industrial machines, and the same trend is expected to continue for full year.

Others

- Through 1Q to 3Q in FY2015, net sales remains in the same level, but sales of HDD is forecasted to decrease due to shrinkage of its market.

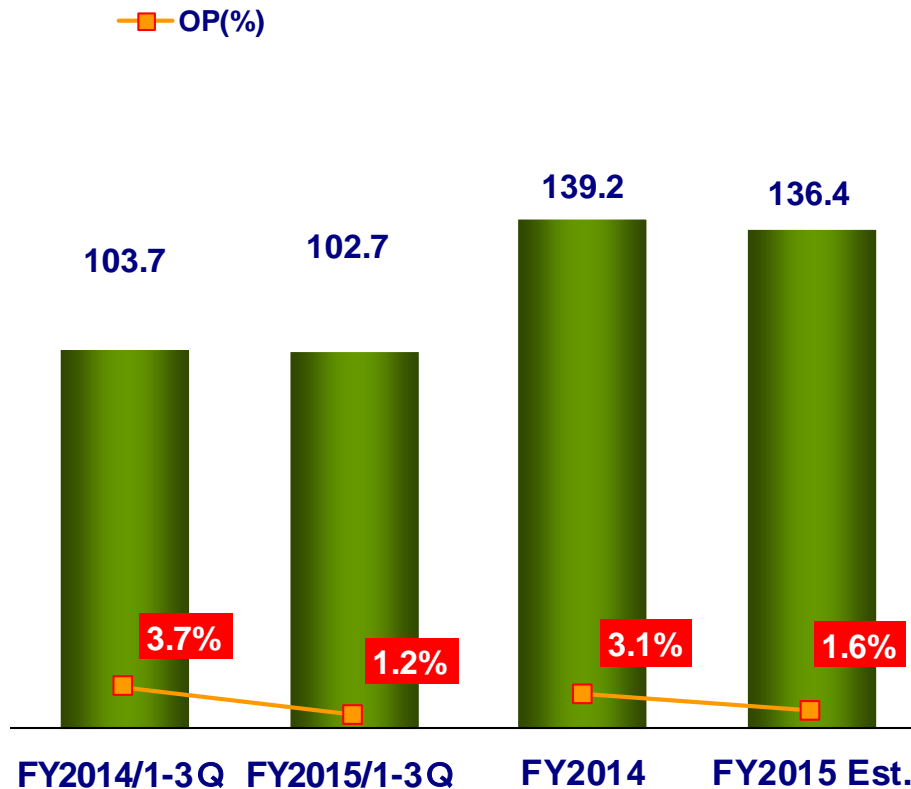
Note: Comments on QoQ

Automotive Products Company

- Through 1Q to 3Q in FY2015, both net sales and operating income decreased due to the effects of Chinese customer's production reduction , European customer's change of production plan and the increase of production costs in European sites, although it was strong in the North American Region.
- Both net sales and operating income are forecasted to decrease for full year.

(Unit: JPY in Billion)

Net sales & Operating Income Margin



Automotive Products

- Through 1Q to 3Q in FY2015, both net sales and operating income decreased due to the effects of Chinese customer's production reduction and European customer's change of production plan, although it was strong in the North American Region.

Note: Comments on QoQ

Real Estate Business Company

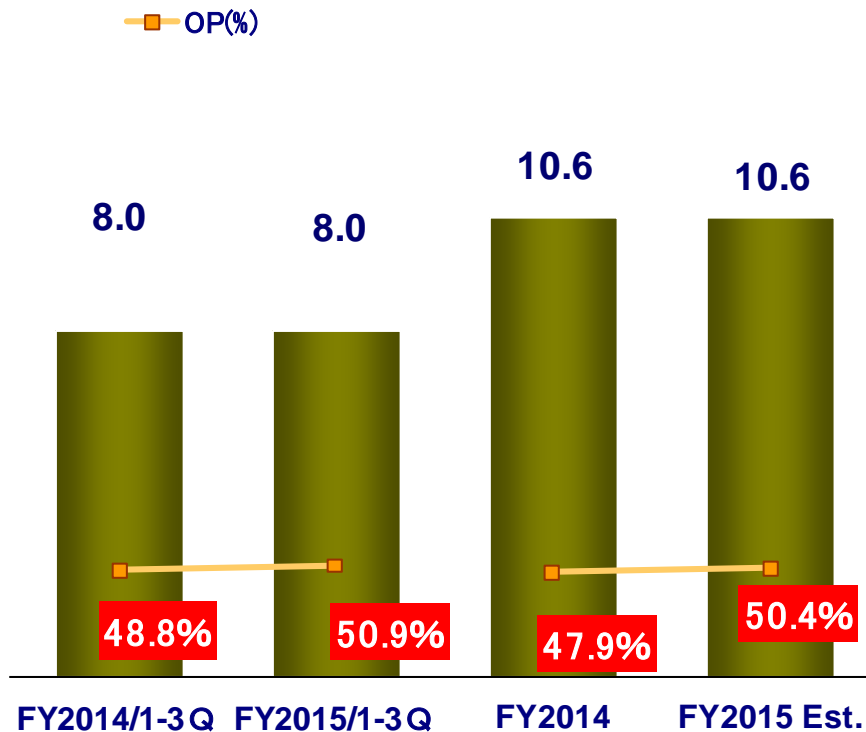
■ Revenues of leasing real estate properties continue to contribute to consolidated operating income.

(Unit: JPY in Billion)

Net sales & Operating Income Margin

Real Estate

■ Stable rental revenues are continuously expected.



CAPEX and Depreciation

(Unit: JPY in Billion)

	FY2014		FY2015
	1-3 Q	Full Year	1-3 Q
CAPEX	17.9	24.6	21.2
(for manufacturing business)	17.7	24.4	21.1
(for real estate business)	0.1	0.1	0.1
Depreciation Cost	20.8	28.2	20.4
(for manufacturing business)	19.4	26.2	19.1
(for real estate business)	1.4	1.9	1.3

Note: The above figures include leasing costs.

3. Shareholder Return

Profit Return

■ **Basic policy** Total return ratio 30% or more

■ **FY2015 forecasts**

Dividends 8.0 yen per share

(Interim 4.0 yen per share, Year-end 4.0 yen per share, 2.4 billion yen)

FY2014 7.0 yen per share (Interim 3.5 yen per share , Year-end 3.5 per share)

(1.0 yen of increase compared to FY2014)

◆ **Repurchase of own shares 3.8 million shares/ 2.4 billion yen**

Dividend payout ratio 16.3%

Total return ratio 32.6%



Special Notes:

Statements in this presentation that relate to future results and events (including statements regarding Fujikura's revenue and earnings guidance) are based on Fujikura's current expectations. Actual results in future periods may differ materially from those currently expected because of a number of risks and uncertainties. These factors include the effects of general economics on the level of demand for Fujikura's products and services, and on Fujikura's ability to manage supply and delivery logistics; the level and intensity of competition in the electronic and telecommunication equipment industries, the pricing pressures that result, the ability of Fujikura to timely and effectively manage product transitions, component/material availability and cost; the ability of Fujikura to develop new products based on new or evolving technology; and the ability of Fujikura to manage its inventory levels to minimize excess inventory.

【Contact】 Investor Relation Group
TEL:+81 3 5606 1112
FAX:+81 3 5606 1539
E-mail: wwwadmin@fujikura.co.jp

【FY2015 3Q Appendix】

Net Sales and Operating Income by Segment

Net Sales records and estimations by segment

(Unit: JPY in Billion)

	FY2014							FY2015							FY2015 released on October 29
	1Q	2Q	3Q	4Q	1H	2H	Full Year	1Q	2Q	3Q	4Q Est.	1H	2H Est.	Full Year Est.	Full Year Forecasts
Infrastructure	52.9	56.6	58.6	53.7	109.5	112.3	221.8	52.8	54.3	54.7	57.7	107.1	112.4	219.5	222.6
Optical Fiber	33.0	33.6	37.7	40.0	66.6	77.7	144.3	39.1	38.4	38.2	37.4	77.5	75.6	153.1	151.4
Power & Telecommunication	85.8	90.4	96.4	93.7	176.1	190.1	366.2	91.9	92.7	93.0	95.2	184.6	188.2	372.8	374.0
FPC	10.8	17.3	23.2	19.5	28.1	42.7	70.8	19.9	29.5	30.2	19.6	49.4	49.8	99.2	91.4
Connector	7.1	8.1	9.8	7.5	15.2	17.3	32.5	7.8	8.1	7.8	5.6	15.9	13.4	29.3	32.4
Others	10.0	8.9	9.0	9.1	18.9	18.1	37.0	9.8	9.6	8.2	7.4	19.4	15.6	35.0	34.4
Electronics Business Company	27.9	34.3	42.0	36.0	62.2	78.1	140.4	37.6	47.2	46.1	32.6	84.8	78.7	163.5	158.3
Automotive Products Company	34.6	32.1	36.9	35.5	66.7	72.5	139.2	34.4	32.8	35.5	33.7	67.2	69.2	136.4	139.2
Real Estate Company	2.6	2.8	2.6	2.6	5.4	5.2	10.6	2.7	2.7	2.6	2.6	5.4	5.2	10.6	10.6
Others	1.0	1.2	1.0	1.5	2.3	2.5	4.8	1.6	1.5	1.4	2.0	3.1	3.4	6.5	7.8
Total	152.1	160.7	179.1	169.6	312.8	348.7	661.5	168.4	176.8	178.7	166.1	345.2	344.8	690.0	690.0

Operating Income records and estimations by segment

Power & Telecommunication	3.3	2.4	3.3	2.7	5.7	6.0	11.7	4.4	4.0	3.8	2.8	8.4	6.6	15.0	15.0
Electronics Business Company	0.0	1.4	3.4	1.9	1.5	5.4	6.9	2.1	4.8	4.9	0.6	6.9	5.5	12.4	10.6
Automotive Products Company	1.5	0.3	1.9	0.4	1.8	2.4	4.3	0.7	(0.2)	0.6	1.1	0.5	1.7	2.2	3.8
Real Estate Company	1.3	1.3	1.2	1.2	2.7	2.4	5.1	1.3	1.4	1.4	1.2	2.7	2.6	5.3	5.2
Others	(0.5)	(0.6)	(0.9)	(1.0)	(1.1)	(1.9)	(3.0)	(0.8)	(0.8)	(0.7)	(0.6)	(1.6)	(1.3)	(2.9)	(2.7)
Total	5.7	4.9	9.0	5.4	10.6	14.4	25.0	7.8	9.2	9.9	5.1	17.0	15.0	32.0	32.0

Fujikura Ltd.