

## Presentation of Operating Results for the 3<sup>rd</sup> Quarter (Apr.-Dec.) of FY2012

January 28, 2013

**FUNAI ELECTRIC CO., LTD.**

Security code 6839

## . Outline of Operating Results

1. Summary of 3<sup>rd</sup> Quarter (Oct.-Dec.)
2. Summary of 3<sup>rd</sup> Quarter (Apr.-Dec.)
3. Breakdown of Sales by Equipment
4. Sales of DVD related Equipment
5. Sales of Television related Equipment
6. Geographic Breakdown of Sales
7. Factor of Changes of Operating Income
8. Financial Conditions
9. Changes of Inventories
10. Capital Expenditures, Depreciation Expense and R&D Expenditures

## 1 . Summary of 3<sup>rd</sup> Quarter (Oct.-Dec.)



(100 million yen)

	FY 2011	FY 2012	Y / Y	
Net Sales	628	580	48 ( 7.6%)	
Operating Income ( M a r g i n )	8 (1.3%)	3 ( 0.7%)	11 + 35 ( 1) + 35 ( 3)	
Ordinary Income ( M a r g i n )	8 (1.4%)	32 (5.5%)	+ 24 26 ( 2) 13 ( 4)	
Net Income after tax ( M a r g i n )	5 ( 1.0%)	6 (1.2%)	+ 11	
Average USD-JPY Exchange Rate	77. <sup>20</sup>	82. <sup>78</sup>		
<p>( 1 ) interest received +1, forex gain +34, ( 3 ) increase of forex gain + 33, decrease of interest expense + 1, other + 1</p> <p>( 2 ) extraordinary income +3, extraordinary loss -16, income taxes -4, income taxes for prior periods -9 ( 4 ) increase of extraordinary income + 3, increase of extraordinary loss-13, decrease of income taxes +6, increase of income taxes for prior periods -9</p>				
Month End Exchange Rate (USD/JPY)	11/9 76. <sup>65</sup>	11/12 77. <sup>74</sup>	12/9 77. <sup>60</sup>	12/12 86. <sup>58</sup>

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## 2 . Summary of 3<sup>rd</sup> Quarter (Apr.-Dec.)

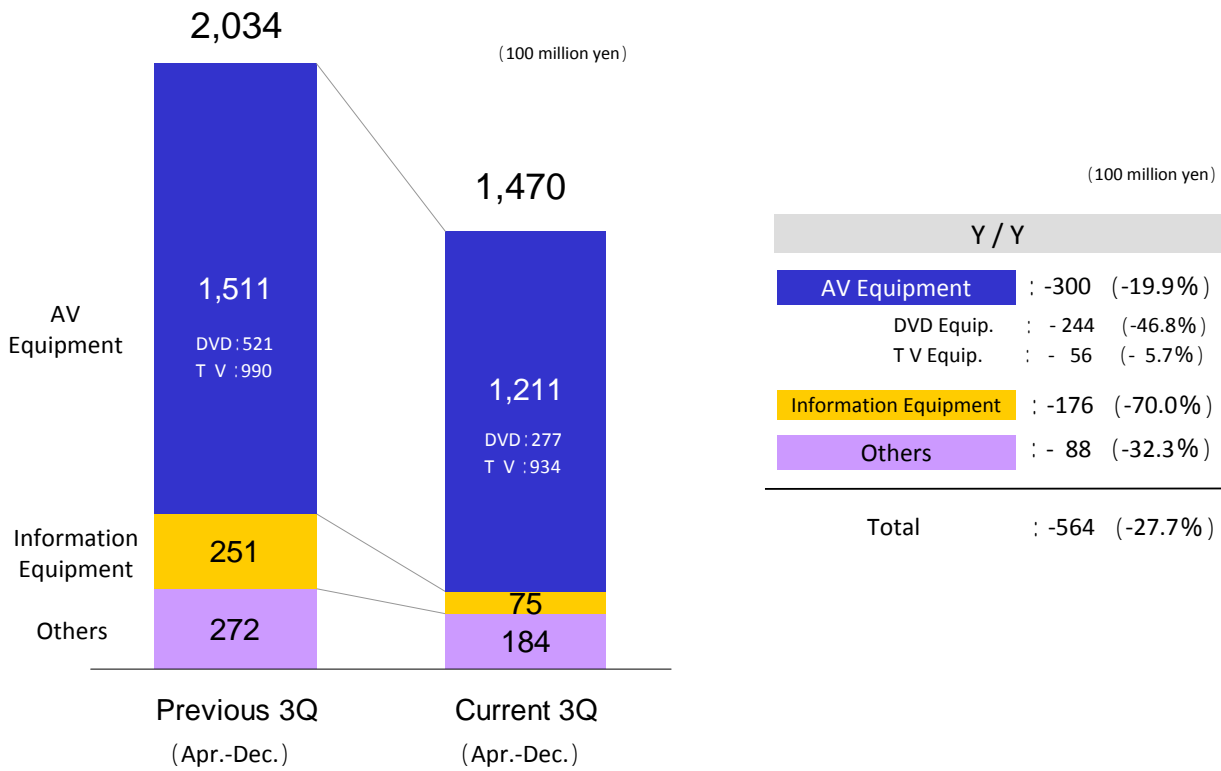


(100 million yen)

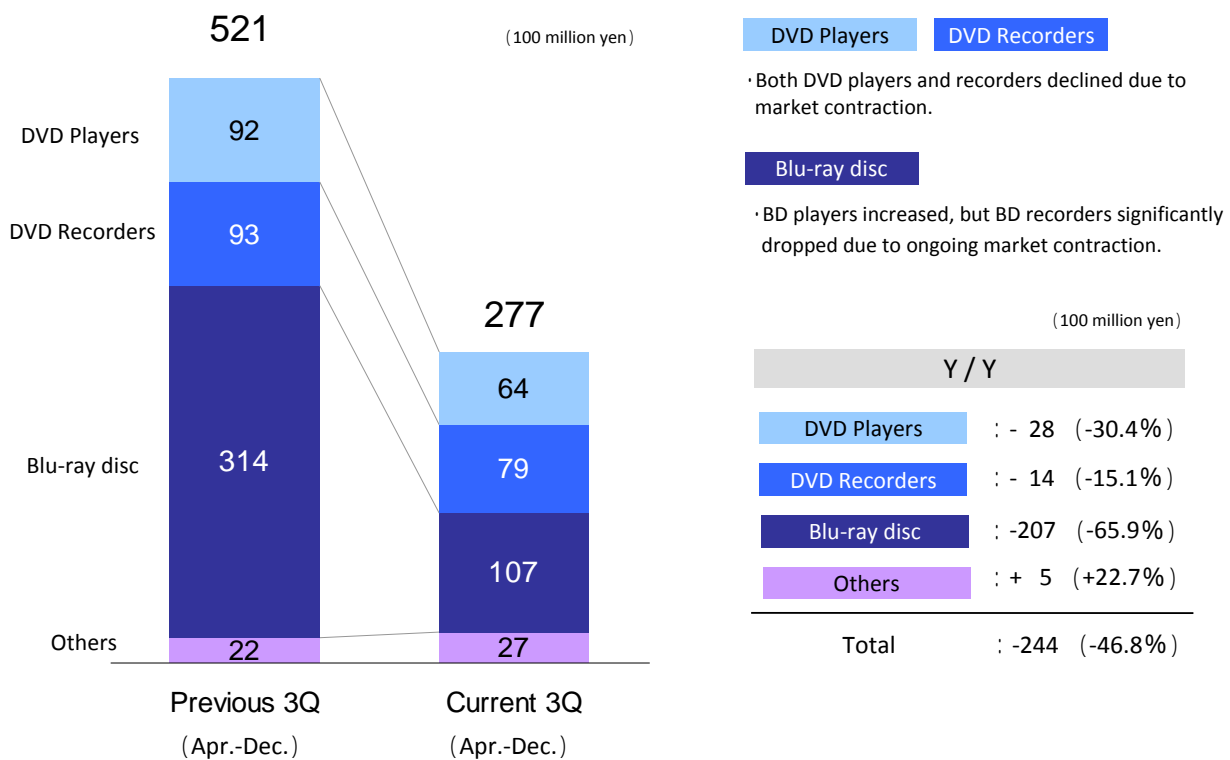
	FY 2011	FY 2012	Y / Y	
Net Sales	2,034	1,470	564 ( 27.7%)	
Operating Income ( M a r g i n )	29 (1.4%)	18 ( 1.3%)	47 + 19 ( 1) + 34 ( 3)	
Ordinary Income ( M a r g i n )	14 (0.7%)	1 (0.1%)	13 23 ( 2) + 26 ( 4)	
Net Income after tax ( M a r g i n )	35 ( 1.8%)	22 ( 1.6%)	+ 13	
Average USD-JPY Exchange Rate	78. <sup>50</sup>	80. <sup>23</sup>		
<p>( 1 ) interest received +2, forex gain +17 ( 3 ) forex gain and loss +33, other +1</p> <p>( 2 ) extraordinary income +4, extraordinary loss -17 income taxes -1, income taxes for prior periods -9 ( 4 ) increase of extraordinary income +4, increase of extraordinary loss -13 decrease of income taxes +35</p>				
Month End Exchange Rate (USD/JPY)	11/3 83. <sup>15</sup>	11/12 77. <sup>74</sup>	12/3 82. <sup>19</sup>	12/12 86. <sup>58</sup>

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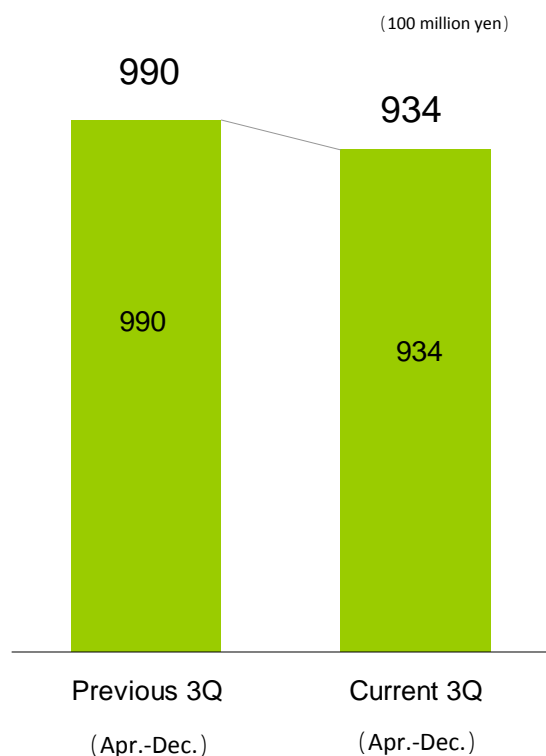
### 3 . Breakdown of Sales by Equipment



### 4 . Sales of DVD related Equipment



## 5 . Sales of Television related Equipment



### LCD TV

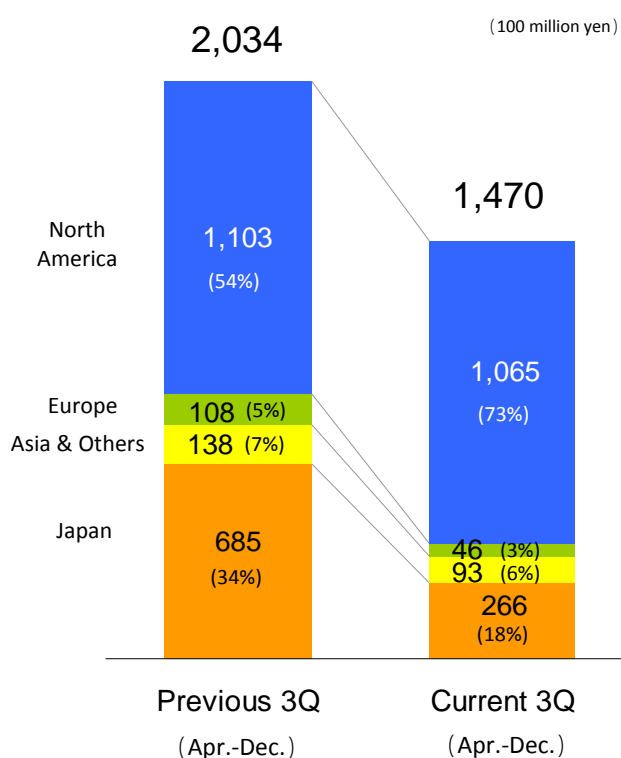
· Despite stability in the North American market, LCD TVs declined due to reduced demand in the wake of transition to digital terrestrial broadcasting in Japan.

(100 million yen)

Y / Y

LCD TV : -56 (-5.7%)

## 6 . Geographic Breakdown of Sales



### North America

· Although the Philips branded audio and accessories products started selling, the sales of information equipment and DVD-related products declined.  
· The sales of LCD TVs remained flat.

### Japan

· The sales of BD recorders, LCD TVs, antenna and related devices fell in the wake of transition to digital terrestrial broadcasting and due to ongoing market contraction.

(100 million yen)

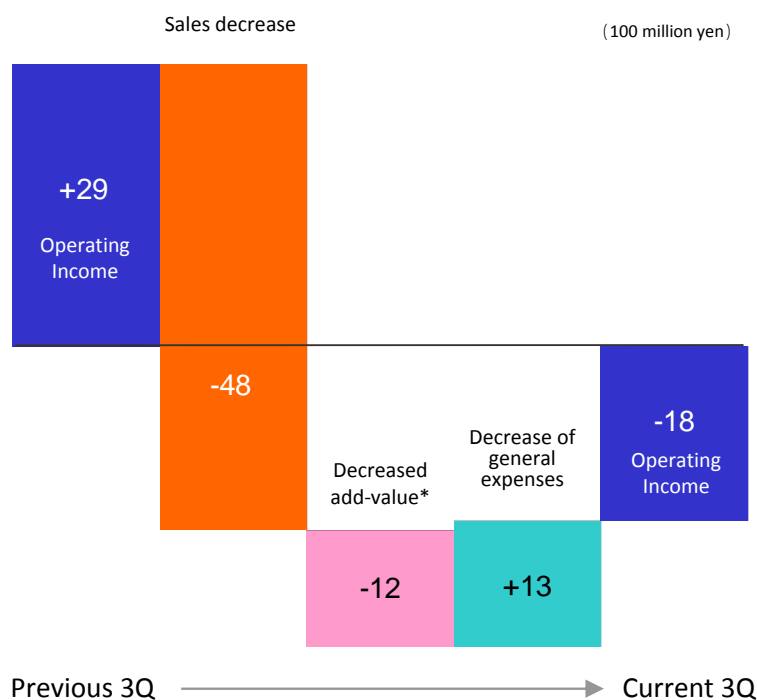
Y / Y

North America : -38 (-3.5%)  
 Europe : -62 (-57.1%)  
 Asia & Others : -45 (-32.6%)  
 Japan : -419 (-61.2%)

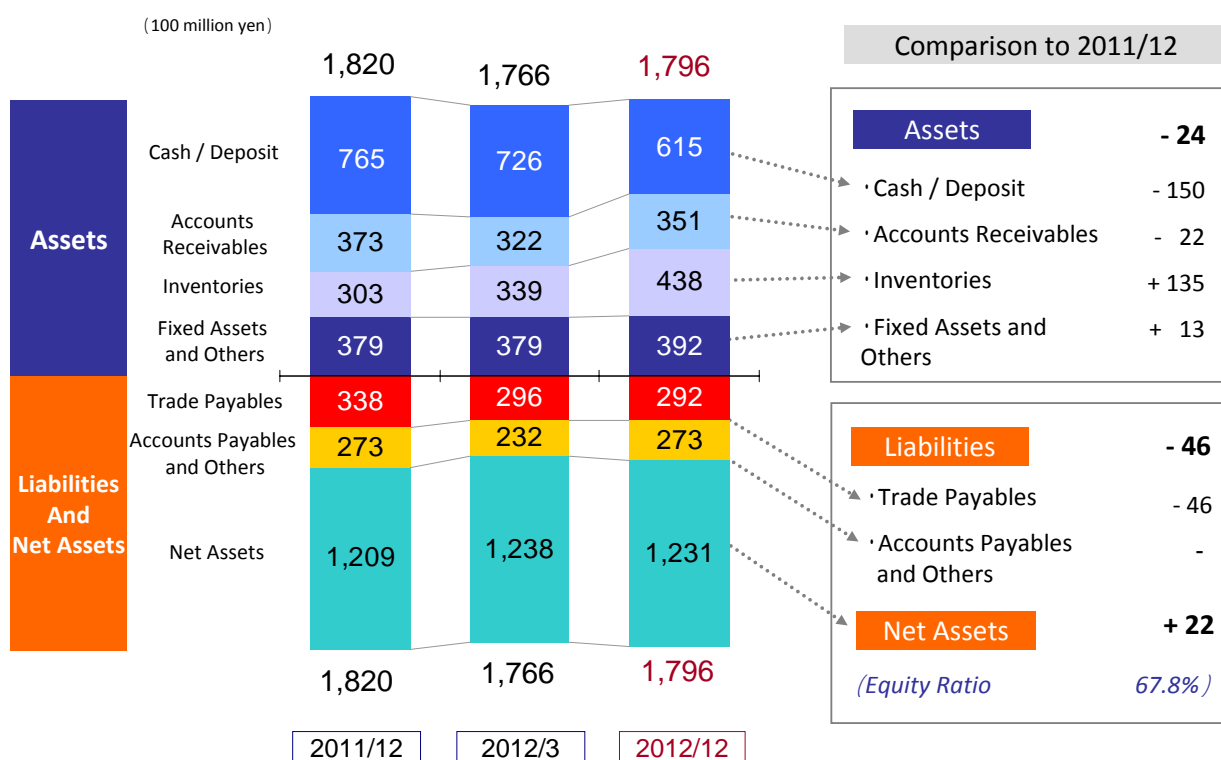
Total : -564 (-27.7%)

## 7 . Factor of Changes of Operating Income

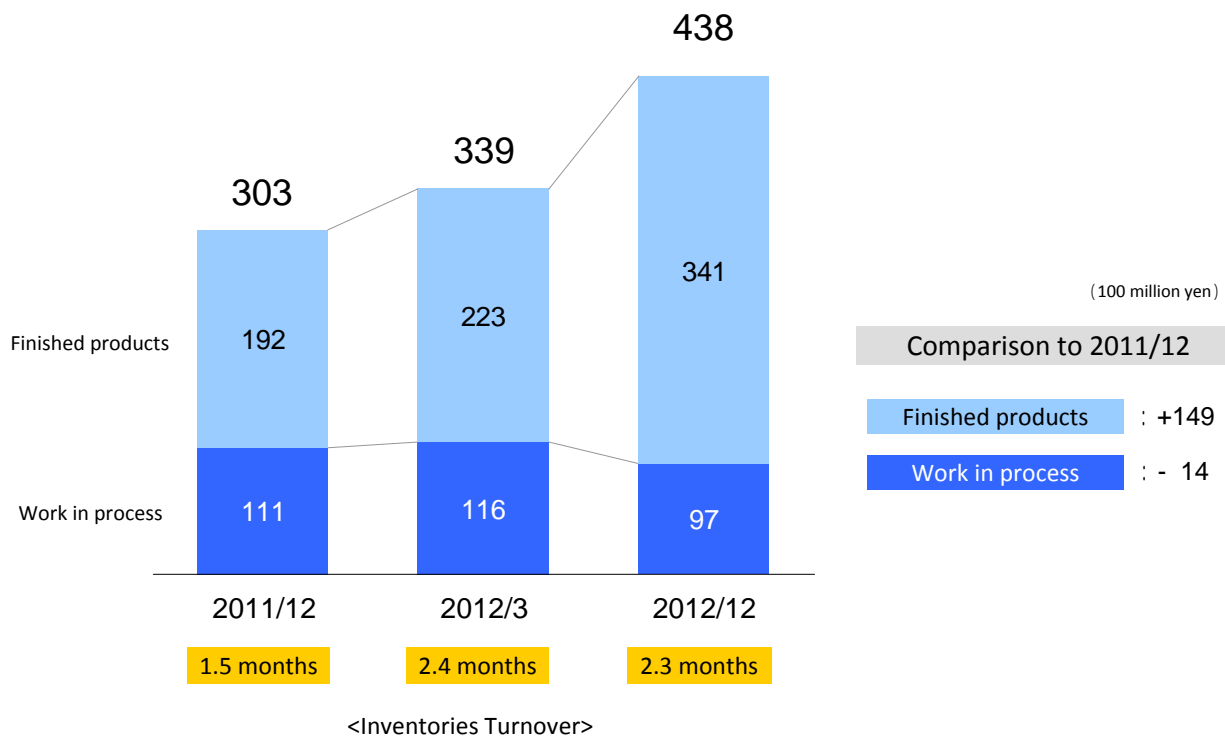
\* Add-value=Sales – (Cost of sales + selling expenses)



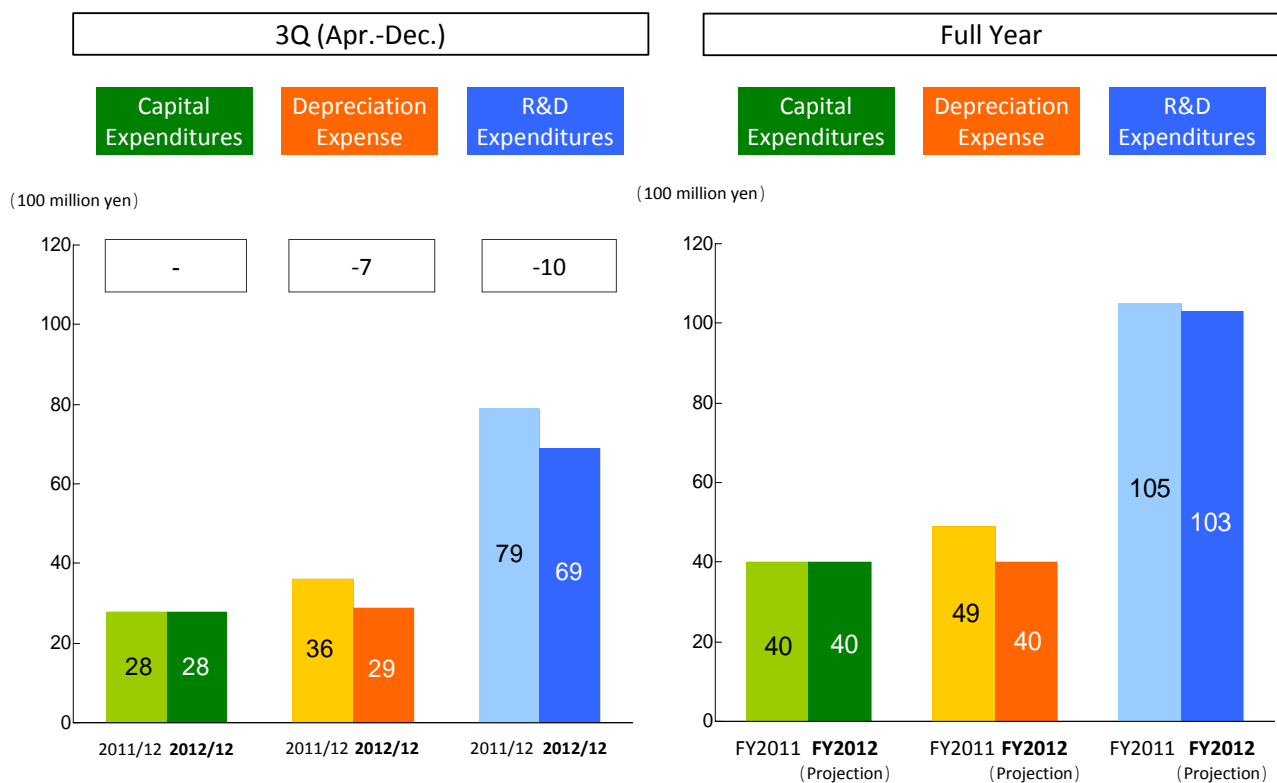
## 8 . Financial Conditions



## 9 . Changes of Inventories



## 10 . Capital Expenditures, Depreciation Expense and R&D Expenditures

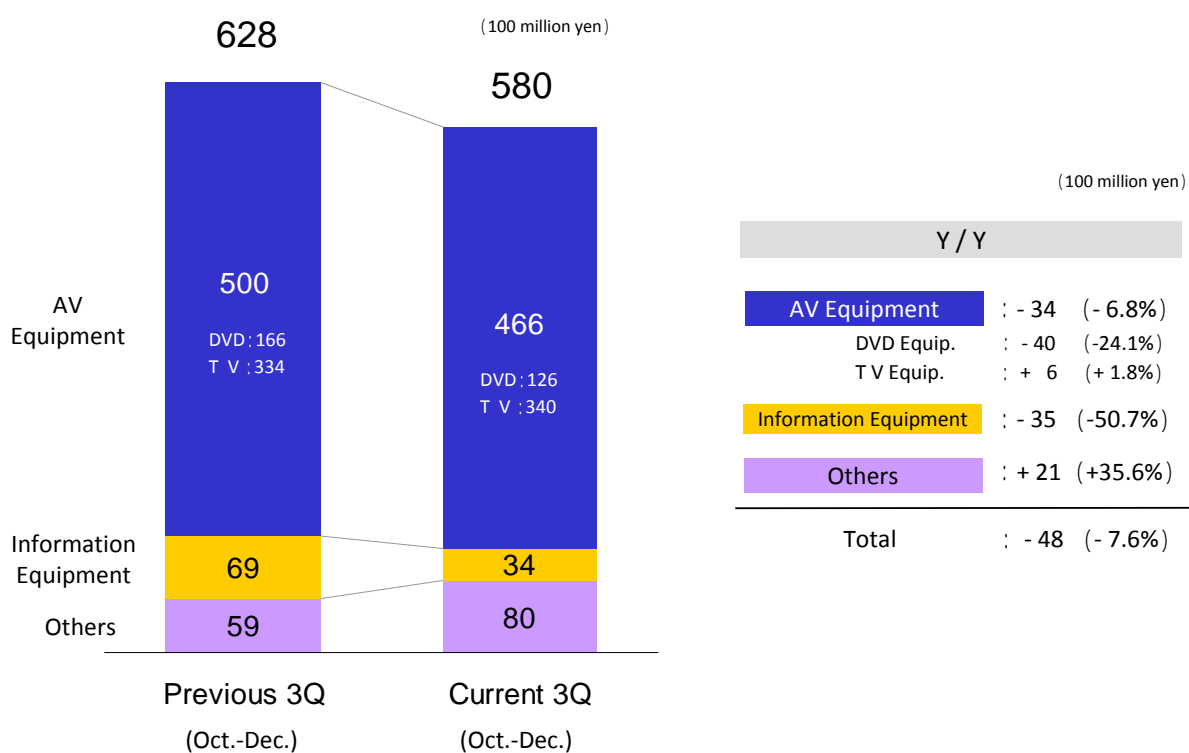


## Supplemental Data

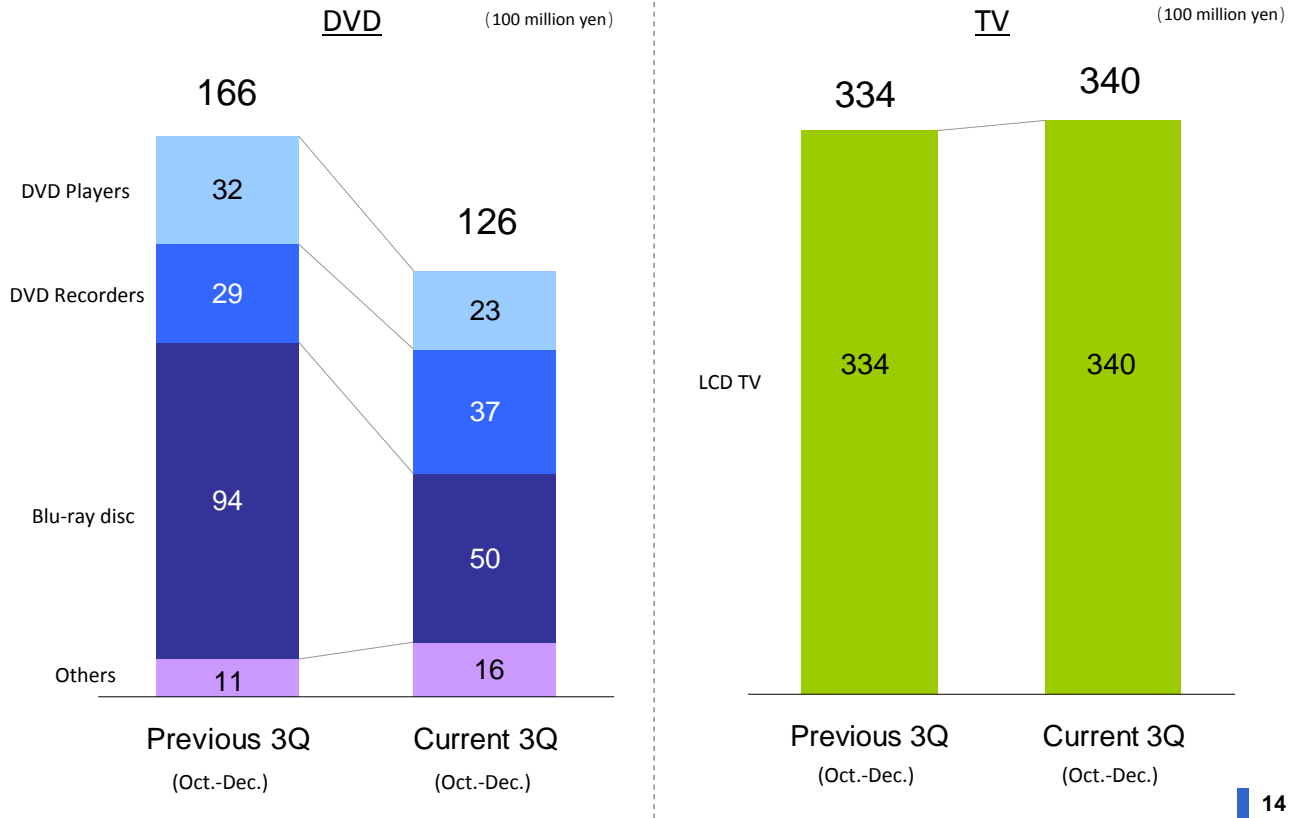
### Summary of Operating Results (Oct.-Dec.)

1. Sales by Equipment
2. Sales by AV Equipment
3. Geographic Sales

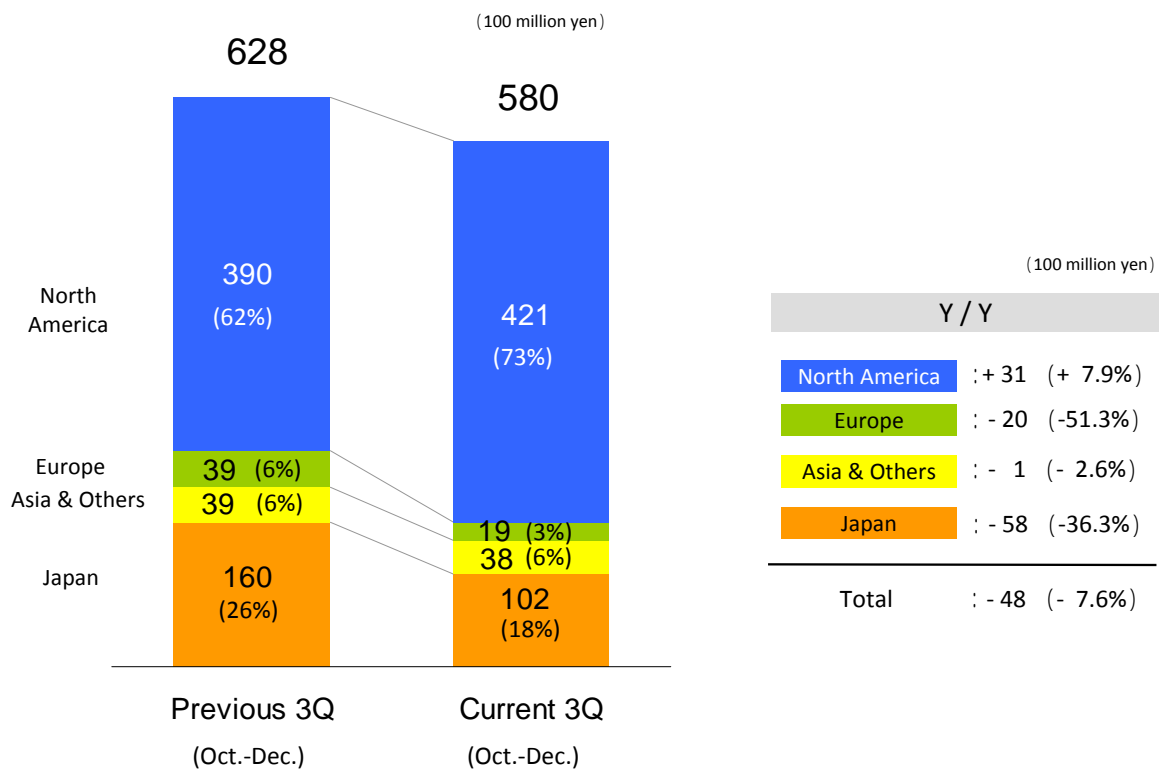
## 1 . Sales by Equipment



## 2 . Sales by AV Equipment



## 3 . Geographic Sales





## . Supplemental Data

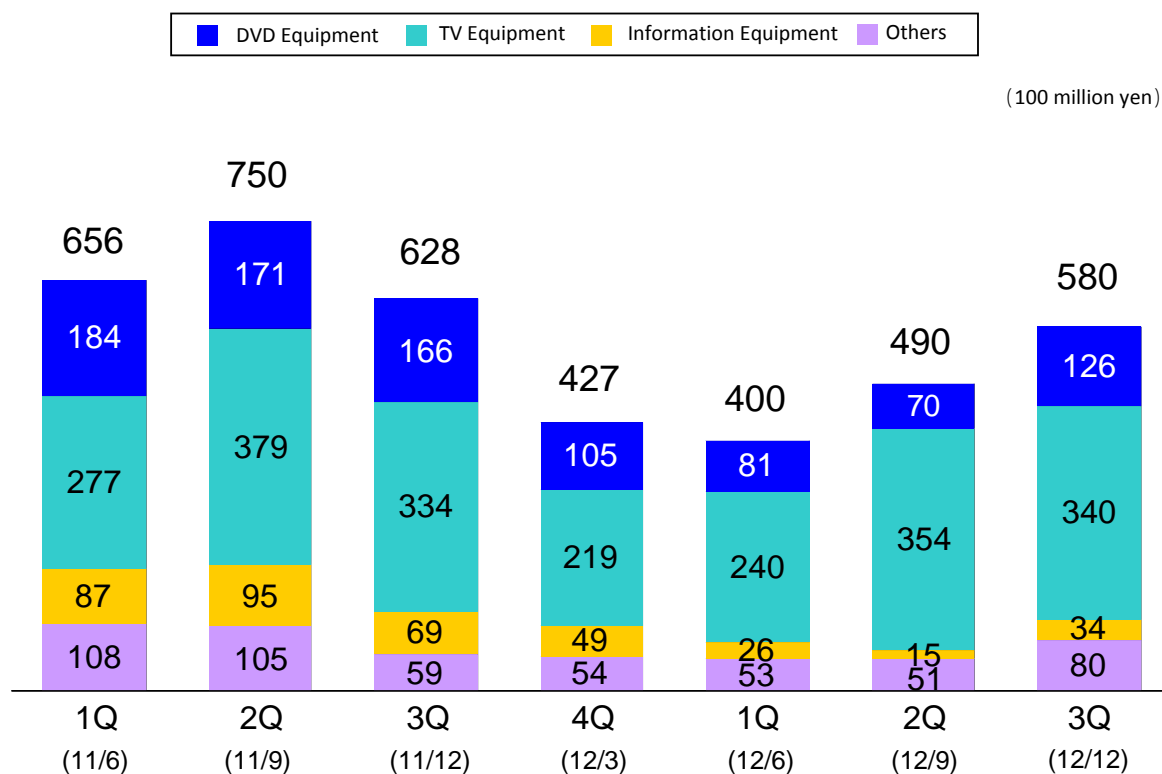
1. Quarterly Operating Summary of FY 2011 / 2012
2. Quarterly Changes of Sales Amount by Equipment

### 1 . Quarterly Operating Summary of FY 2011 / 2012

(100 million yen)

	FY 2011				FY 2012		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Net Sales	656	750	628	427	400	490	580
Operating Income	3	17	8	-24	-9	-5	-3
( Margin )	(0.5%)	(2.4%)	(1.3%)	(-5.8%)	(-2.4%)	(-1.0%)	(-0.7%)
Ordinary Income	0	4	8	-12	-20	-10	32
( Margin )	(0.1%)	(0.6%)	(1.4%)	(-2.9%)	(-5.1%)	(-2.0%)	(5.5%)
Net Income after tax	-23	-6	-5	-10	-18	-11	6
( Margin )	(-3.6%)	(-0.9%)	(-1.0%)	(-2.4%)	(-4.6%)	(-2.3%)	(1.2%)

## 2 . Quarterly Changes of Sales Amount by Equipment



## Disclaimer

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