

## Presentation of Operating Results in 1<sup>st</sup> Quarter (Apr.-Jun.) of FY2012

July 30, 2012

FUNAI ELECTRIC CO., LTD.

Security code 6839

## . Outline of Operating Results

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

# 1. Summary of 1<sup>st</sup> Quarter (Apr.-Jun.)

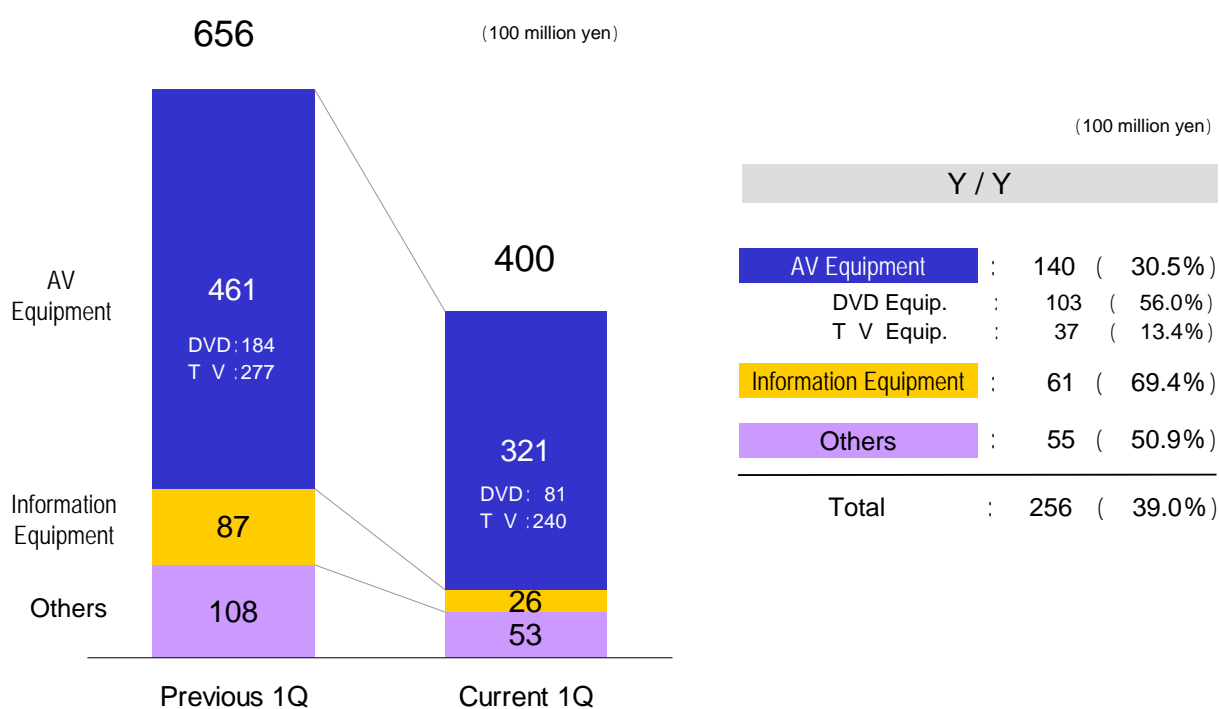
(100 million yen)

	FY 2011	FY 2012	Y / Y
Net Sales	656	400	256 ( -39.0%)
Operating Income ( M a r g i n )	3 (0.5%)	9 ( -2.4%)	12 11 ( -1) 8 ( -3)
Ordinary Income ( M a r g i n )	0 (0.1%)	20 ( -5.1%)	20 +2 ( -2) +25 ( -4)
Net Income after tax ( M a r g i n )	23 ( -3.6%)	18 ( -4.6%)	+5
Average USD-JPY Exchange Rate	81. <sup>23</sup>	79. <sup>80</sup>	

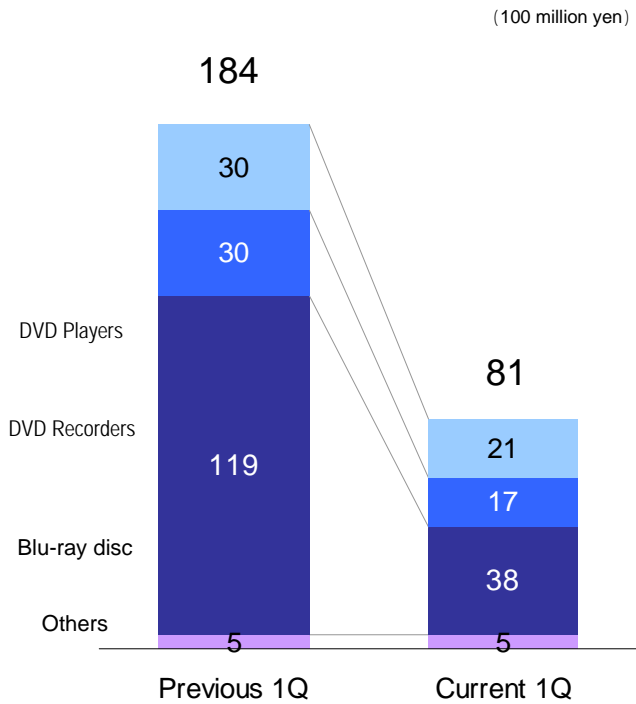
( 1 ) interest received +1, forex loss 13, other +1 ( 3 ) decrease of interest expense +1, increase of forex loss 10, other +1  
 ( 2 ) extraordinary loss 1, income taxes +3 ( 4 ) increase of extraordinary loss 1, decrease of income taxes +17, decrease of income taxes for prior period +9

Month End Exchange Rate	11/3	11/6	12/3	12/6
(USD/JPY)	83. <sup>15</sup>	80. <sup>73</sup>	82. <sup>19</sup>	79. <sup>31</sup>

# 2. Breakdown of Sales by Equipment



### 3 . Sales of DVD related Equipment



DVD Players    DVD Recorders

· Both DVD players and recorders declined

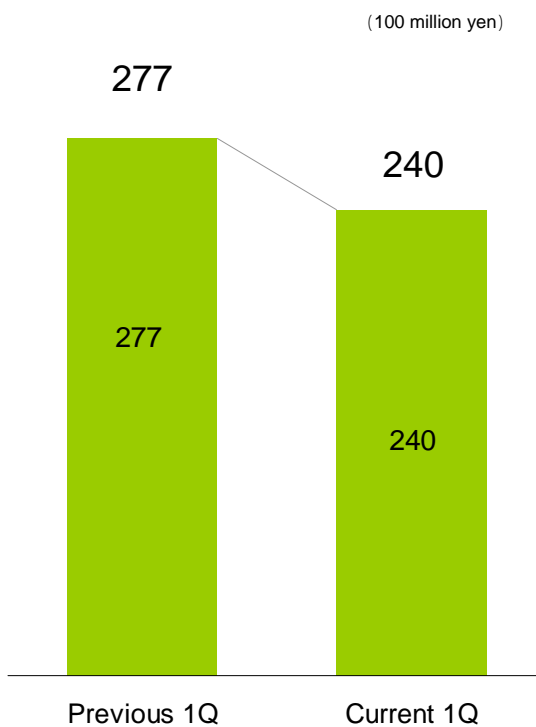
Blu-ray disc

· BD players slightly increased, but BD recorders significantly dropped.

(100 million yen)

Y / Y	
DVD Players	: 9 ( 30.0% )
DVD Recorders	: 13 ( 43.3% )
Blu-ray disc	: 81 ( 68.1% )
Others	: - ( - )
<b>Total</b>	<b>: 103 ( 56.0% )</b>

### 4 . Sales of Television related Equipment



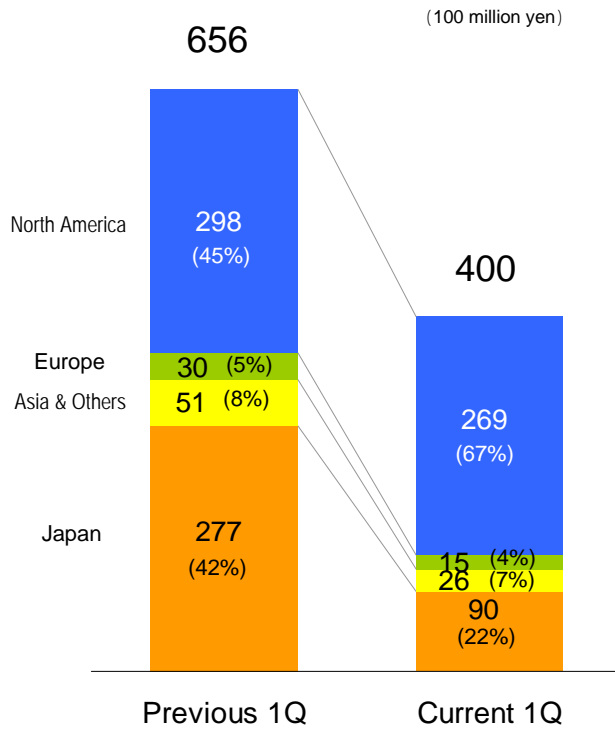
LCD TV

· Despite a firm tone in North America, the overall sales declined depending on fall in income in Japan.

(100 million yen)

Y / Y	
LCD TV	: 37 ( 13.4% )

## 5 . Geographic Breakdown of Sales



### North America

· The sales of LCD TVs and BD players increased, but other DVD related and information equipment declined. As a result, the overall sales fell.

### Japan

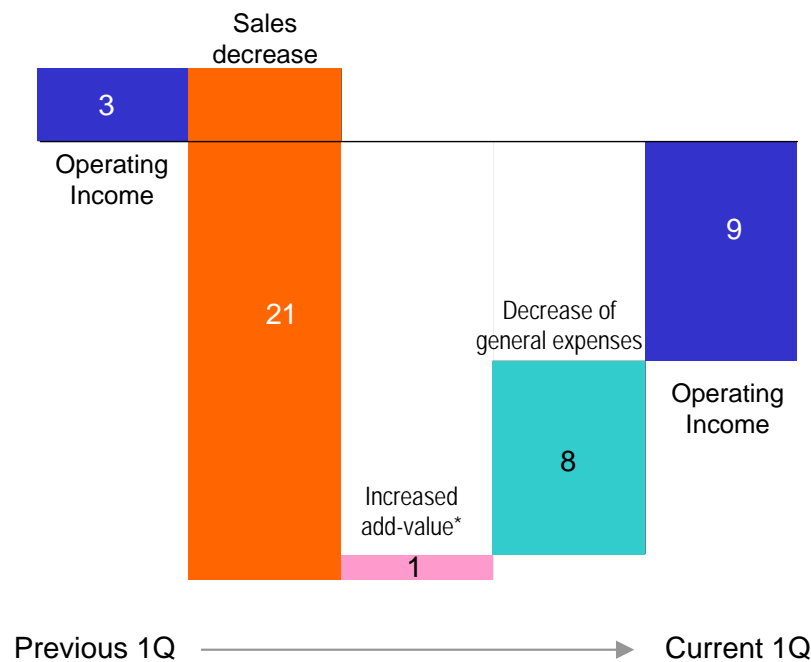
· The sales of LCD TVs, BD recorders, antenna and related devices decreased.

(100 million yen)

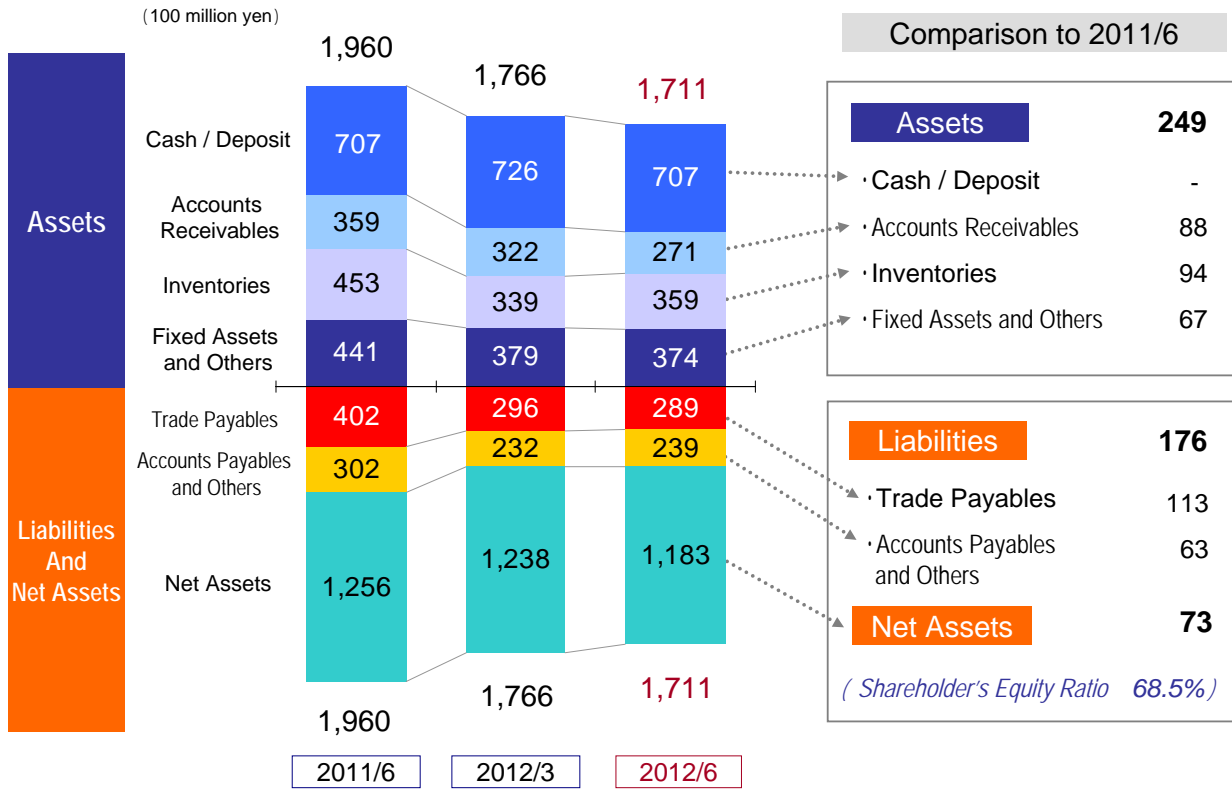
Y / Y	
North America	: 29 ( 9.6%)
Europe	: 15 ( 50.4%)
Asia & Others	: 25 ( 49.0%)
Japan	: 187 ( 67.6%)
<b>Total</b>	<b>: 256 ( 39.0%)</b>

## 6 . Factor of Changes of Operating Income

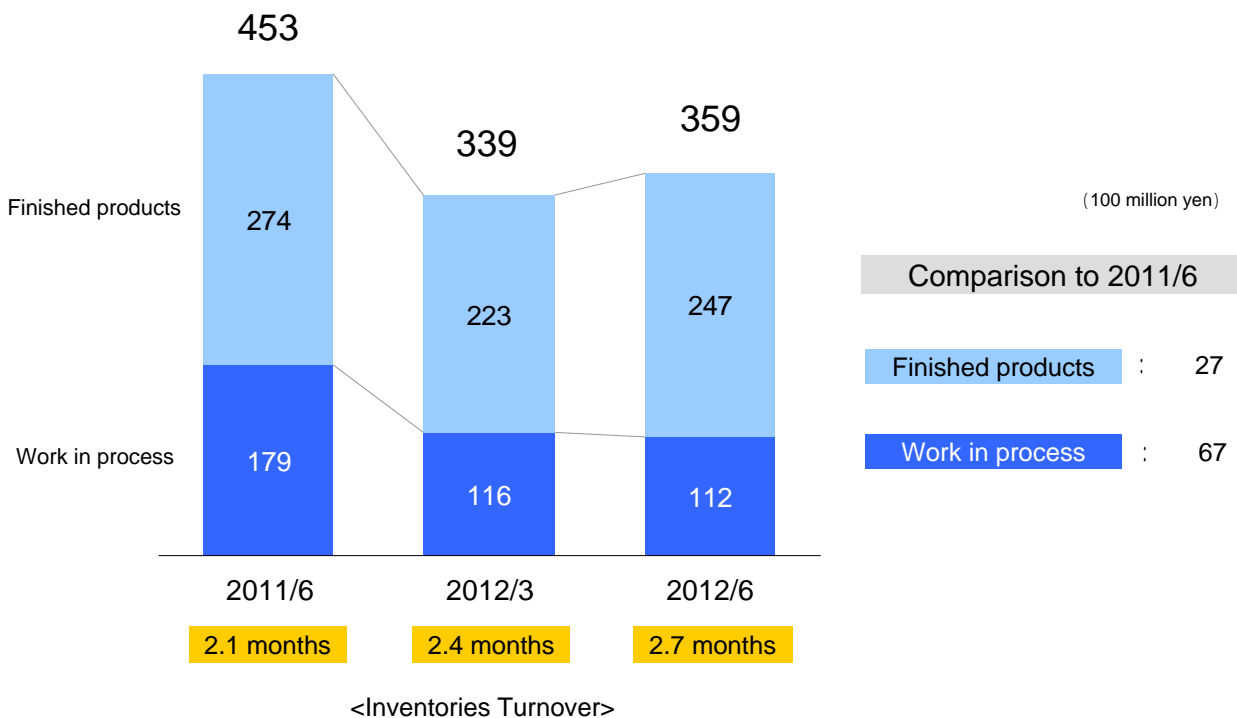
\* Add-value=Sales – (Cost of sales + selling expenses)



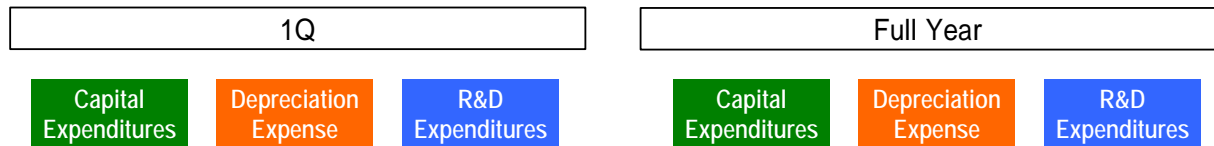
# 7 . Financial Conditions



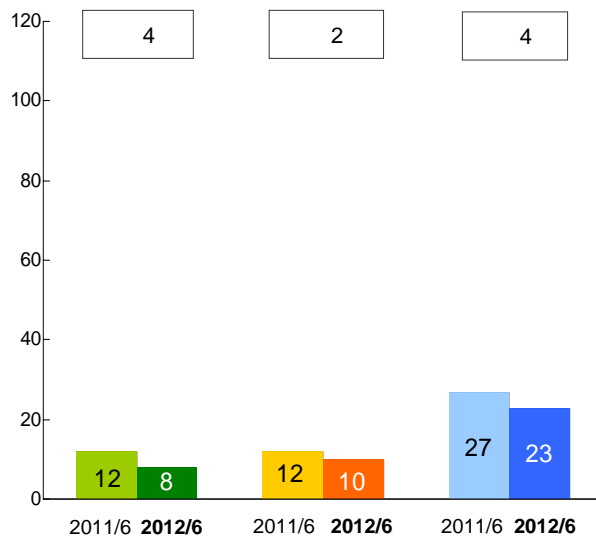
# 8 . Changes of Inventories



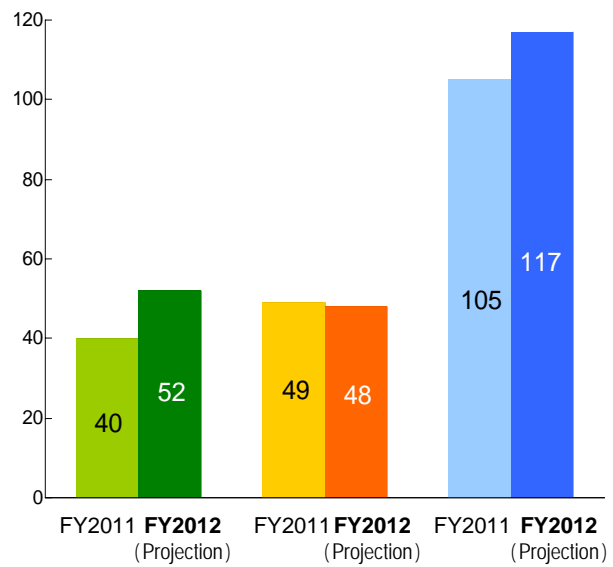
# 9 . Capital Expenditures, Depreciation Expense and R&D Expenditures



(100 million yen)



(100 million yen)



## . 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
Net Sales	656	750	628	427	400
Operating Income	3	17	8	24	9
( Margin )	(0.5%)	(2.4%)	(1.3%)	( 5.8%)	( 2.4%)
Ordinary Income	0	4	8	12	20
( Margin )	(0.1%)	(0.6%)	(1.4%)	( 2.9%)	( 5.1%)
Net Income after tax	23	6	5	10	18
( Margin )	( 3.6%)	( 0.9%)	( 1.0%)	( 2.4%)	( 4.6%)

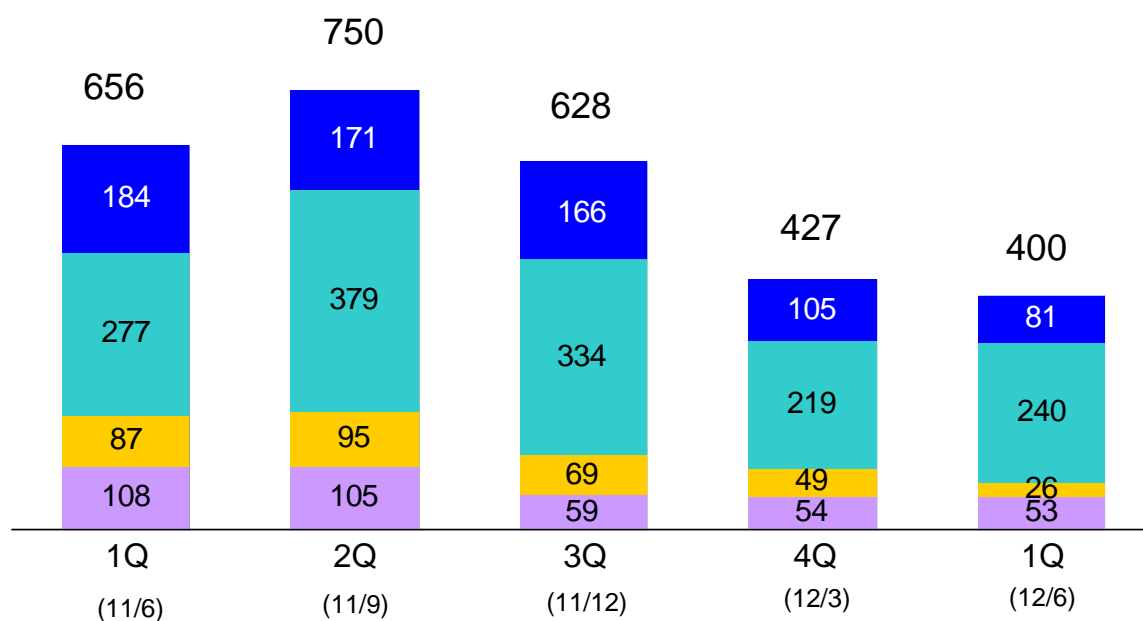
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# 2 . Quarterly Changes of Sales Amount by Equipment



■ DVD Equipment ■ TV Equipment ■ Information Equipment ■ Others

(100 million yen)



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