

Presentation of Operating Results for the 3rd Quarter (Apr.-Dec.) of FY2013

February 3, 2014

FUNAI ELECTRIC CO., LTD.

TSE 6839

I . Outline of Operating Results

1. Summary of 3rd Quarter (Oct.-Dec.)
2. Summary of 3rd Quarter (Apr.-Dec.)
3. Breakdown of Sales by Equipment
4. Sales of DVD related Equipment
5. Sales of LCD Television
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 3rd Quarter (Oct.- Dec.)

(100 million yen)

	FY 2012	FY 2013	Y / Y
Net Sales	580	650	+70 (+12.1%)
Operating Income (M a r g i n)	-3 (-0.7%)	-1 (-0.2%)	+2 +27 (※1) -8 (※3)
Ordinary Income (M a r g i n)	32 (5.5%)	26 (4.1%)	-6 -15 (※2) +11 (※4)
Net Income after tax (M a r g i n)	6 (1.2%)	11 (1.7%)	+5
Average USD-JPY Exchange Rate	82. ⁷⁸	102. ¹⁰	
<p>(※1) interest expense -1, forex gain +29, other -1 (※2) extraordinary loss -14, income taxes -1 (※3) decrease of interest received -1, increase of interest expense -1, forex gain and loss -5, other -1 (※4) decrease of extraordinary gain -3, decrease of extraordinary loss +2, decrease of income taxes +3, decrease of income taxes for prior periods +9</p>			
Month End Exchange Rate (USD/JPY)	12/9 77. ⁶⁰	12/12 86. ⁵⁸	13/9 97. ⁷⁵
			13/12 105. ³⁹

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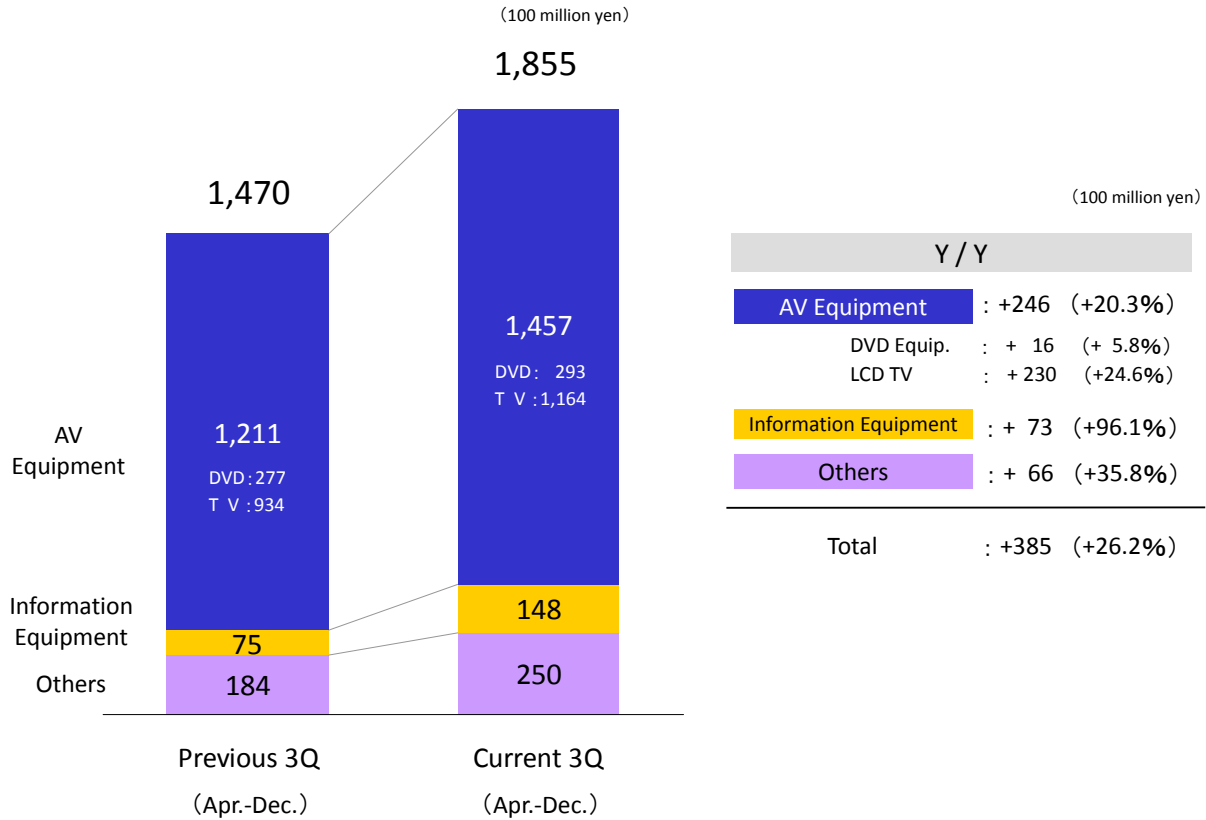
2. Summary of 3rd Quarter (Apr.- Dec.)

(100 million yen)

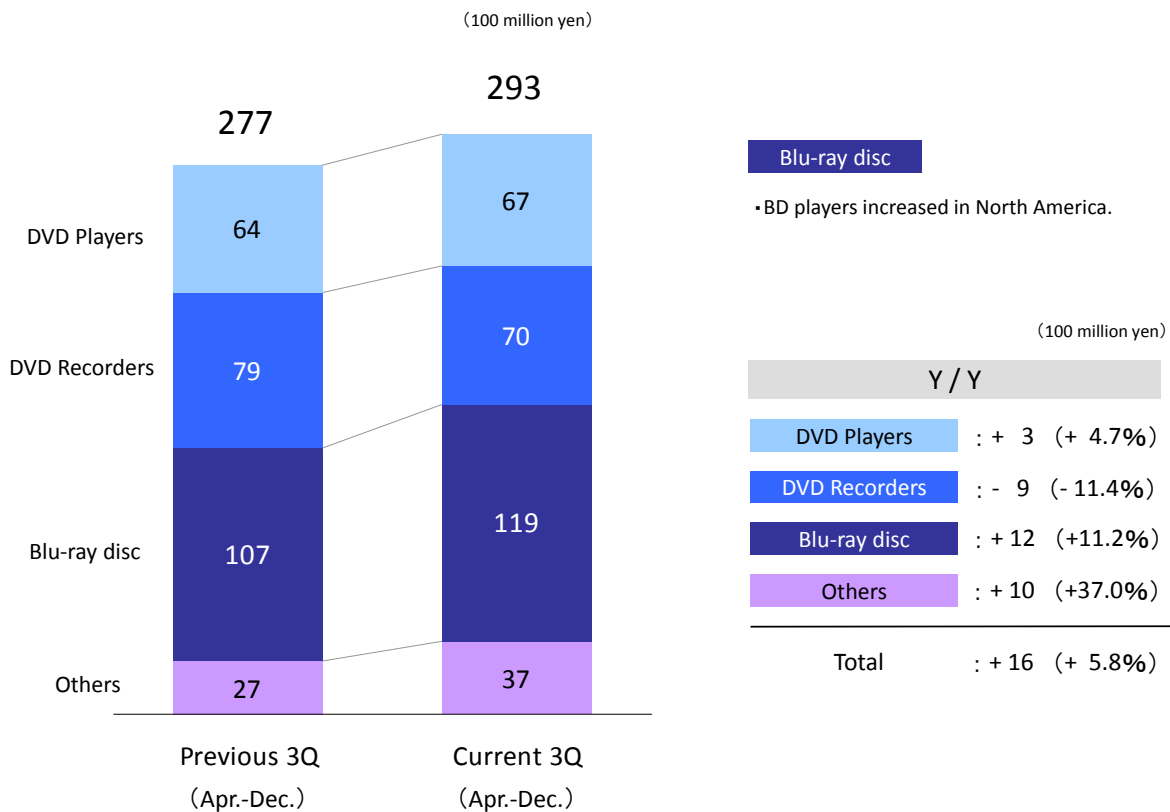
	FY 2012	FY 2013	Y / Y
Net Sales	1,470	1,855	+385 (+26.2%)
Operating Income (M a r g i n)	-18 (-1.3%)	4 (0.2%)	+22 +44 (※1) +25 (※3)
Ordinary Income (M a r g i n)	1 (0.1%)	48 (2.6%)	+47 -31 (※2) -8 (※4)
Net Income after tax (M a r g i n)	-22 (-1.6%)	17 (0.9%)	+39
Average USD-JPY Exchange Rate	80. ²³	99. ⁸⁰	
<p>(※1) interest received +1, interest expense -1, forex gain +48, other -4 (※2) extraordinary loss -27, income taxes -4 (※3) decrease of interest received -1, increase of forex gain +31, other -5 (※4) decrease of extraordinary gain -3, increase of extraordinary loss -11, increase of income taxes -3, decrease of income taxes of prior periods +9</p>			
Month End Exchange Rate (USD/JPY)	12/3 82. ¹⁹	12/12 86. ⁵⁸	13/3 94. ⁰⁵
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3

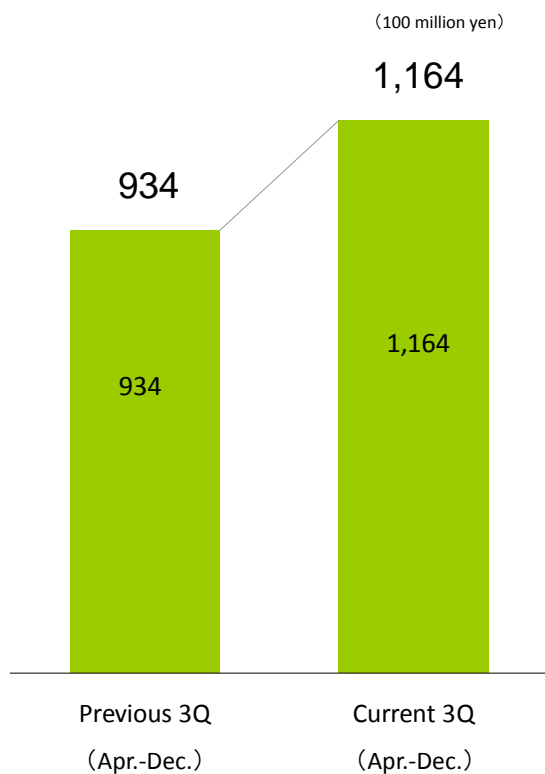
3. Breakdown of Sales by Equipment



4. Sales of DVD related Equipment



5. Sales of LCD Television



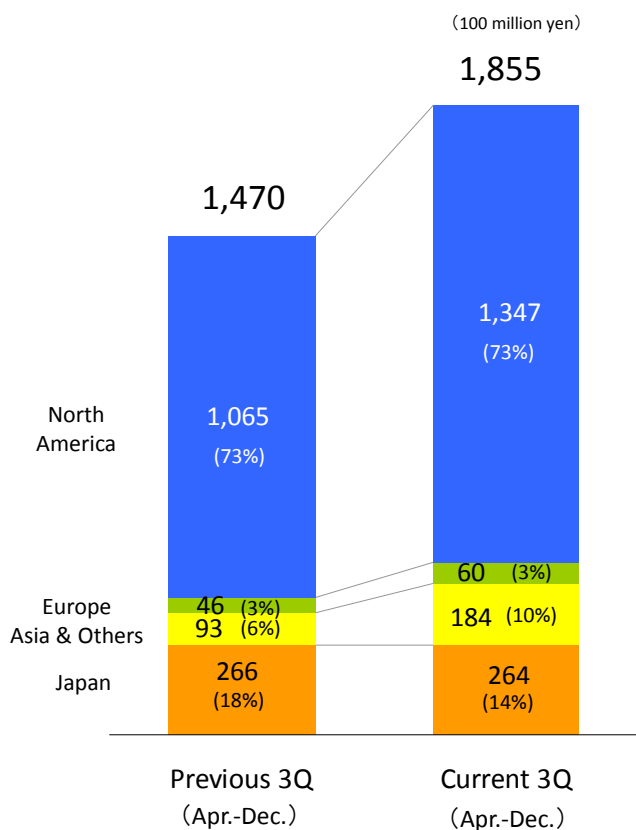
LCD TV

• LCD TVs increased revenue because of strong sales in North America and Mexican market.

(100 million yen)

Y / Y	
LCD TV	: +230 (+24.6%)

6. Geographic Breakdown of Sales



North America

• Sales of LCD TVs, audio accessories products, DVD-related products and information equipment increased.

Asia & Others

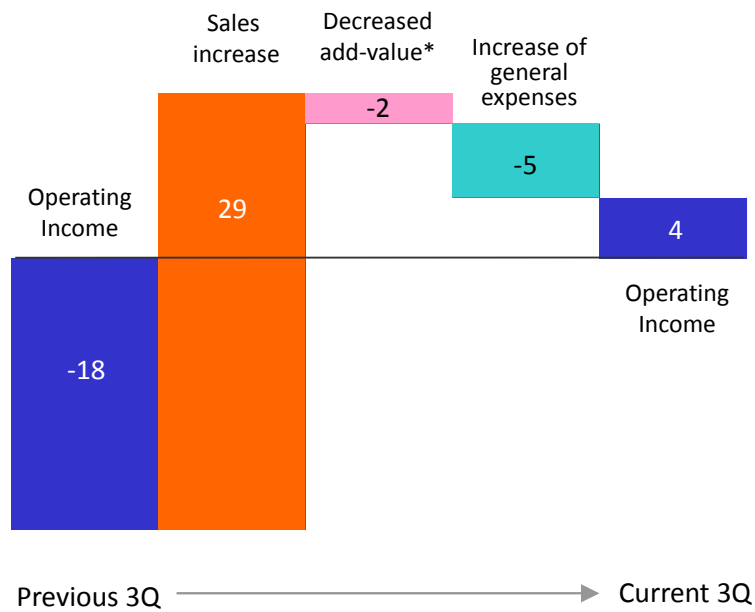
• The sales of LCD TVs showed steady increases in Mexico.

(100 million yen)

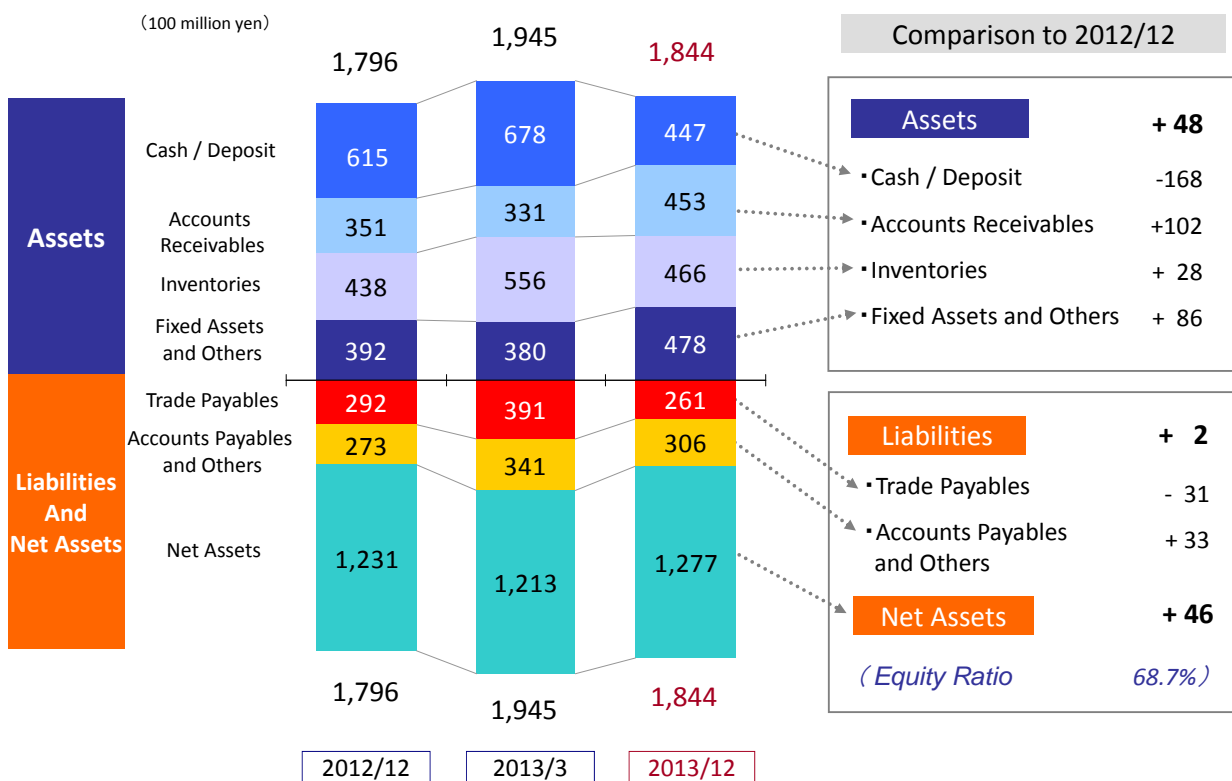
Y / Y	
North America	: +282 (+26.4%)
Europe	: + 14 (+29.1%)
Asia & Others	: + 91 (+97.8%)
Japan	: - 2 (- 0.6%)
Total	: +385 (+26.2%)

7. Factor of Changes of Operating Income

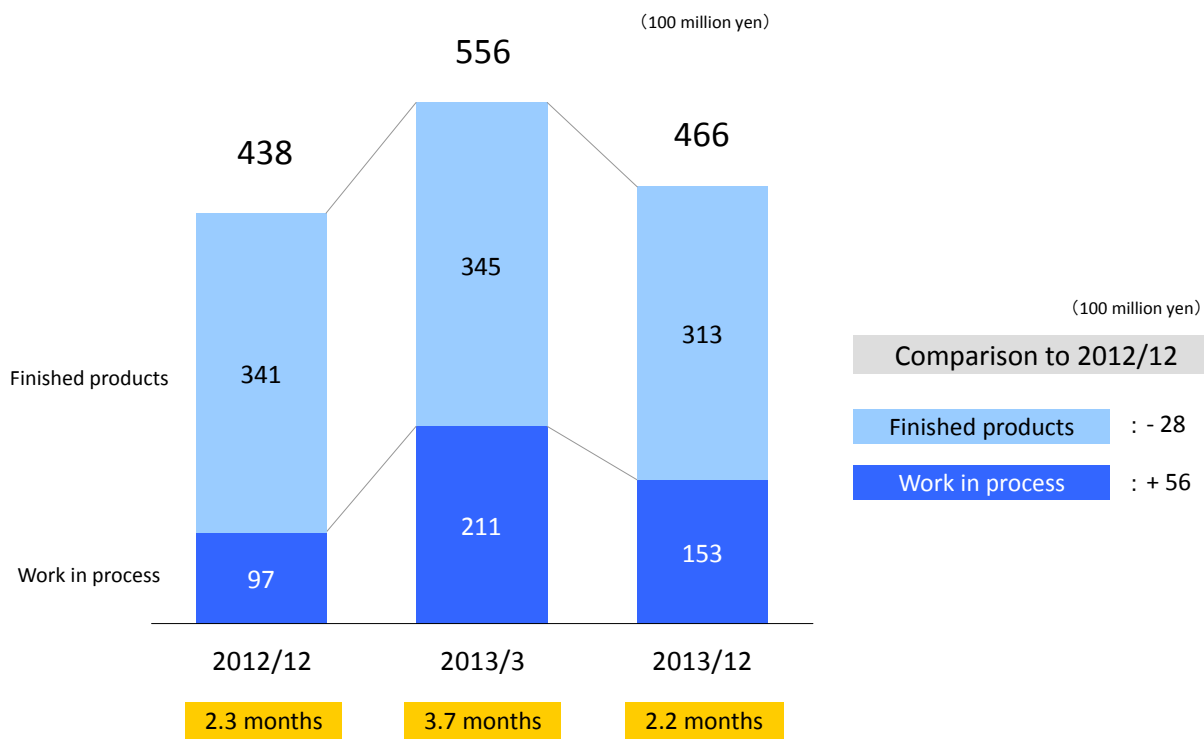
* Add-value=Sales – (Cost of sales + selling expenses)
(100 million yen)



8. Financial Conditions

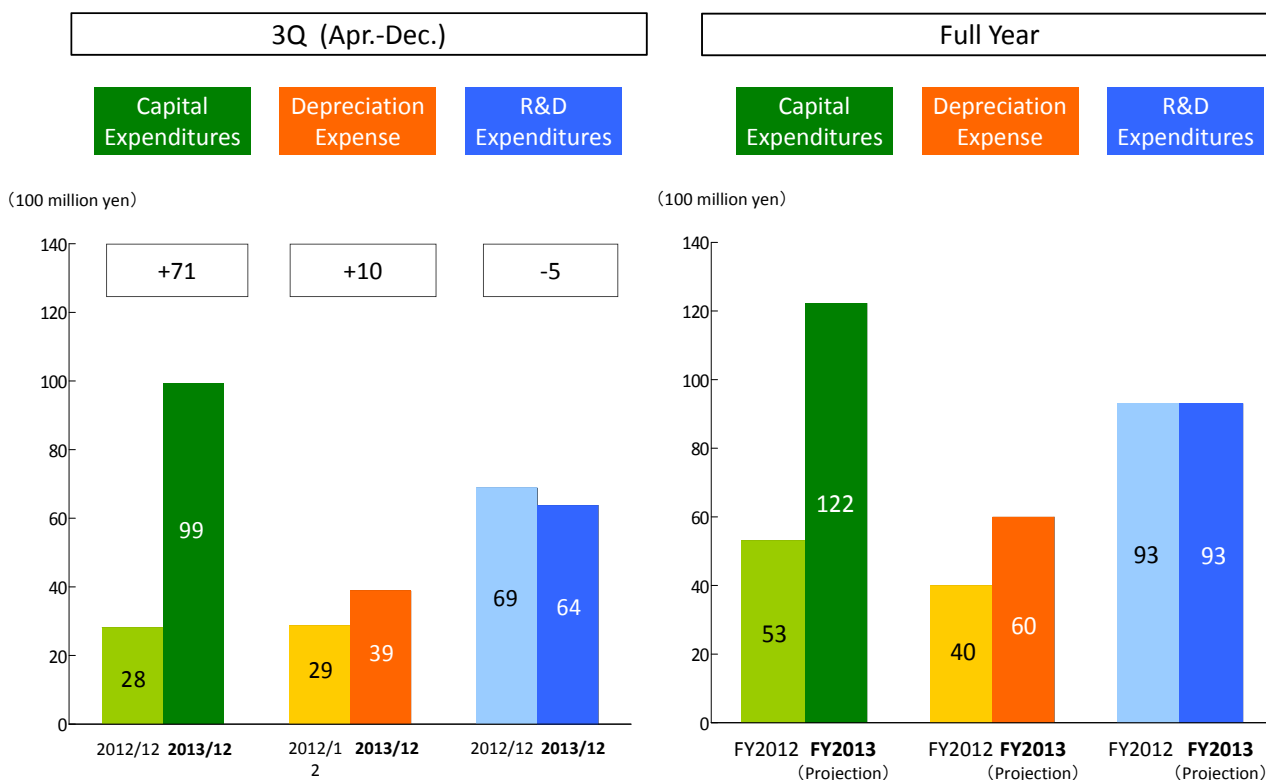


9. Financial Conditions



<Inventories Turnover>

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

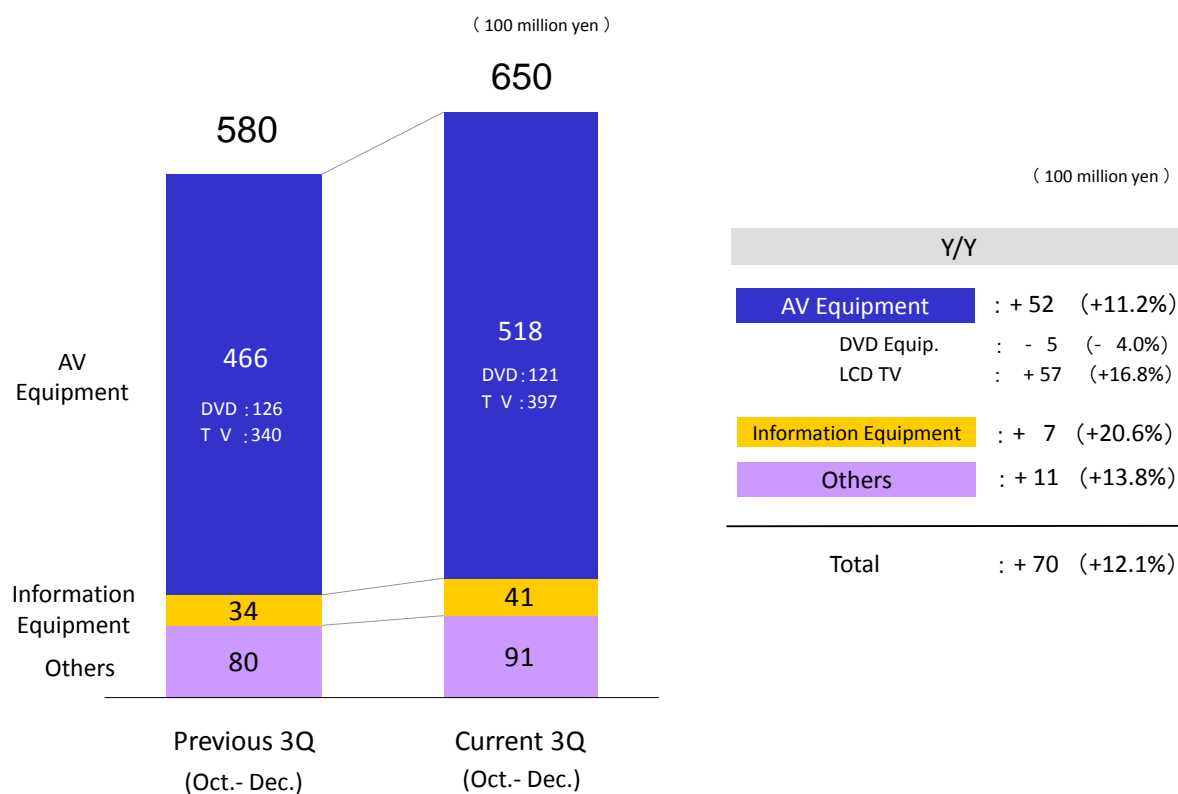


II . Appendix ①

< Summary of Operating Results (Oct.– Dec.) >

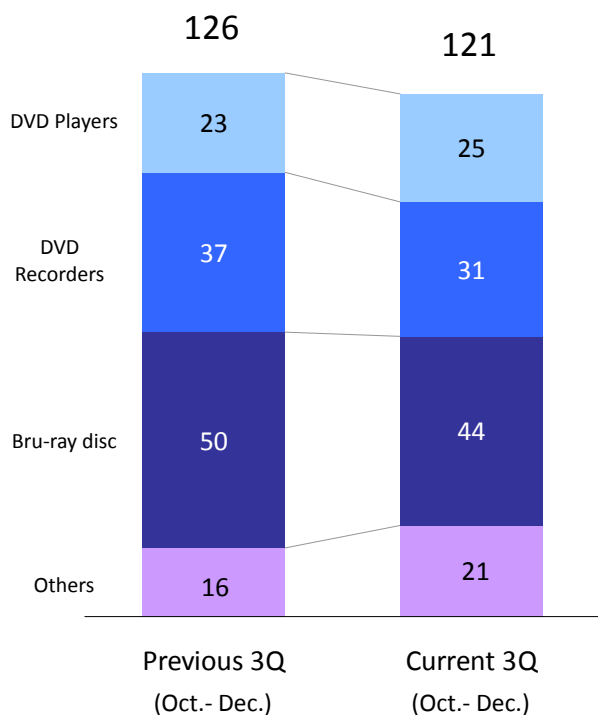
1. Sales by Equipment
2. Sales of AV Equipment
3. Sales by Geography

1. Sales by Equipment

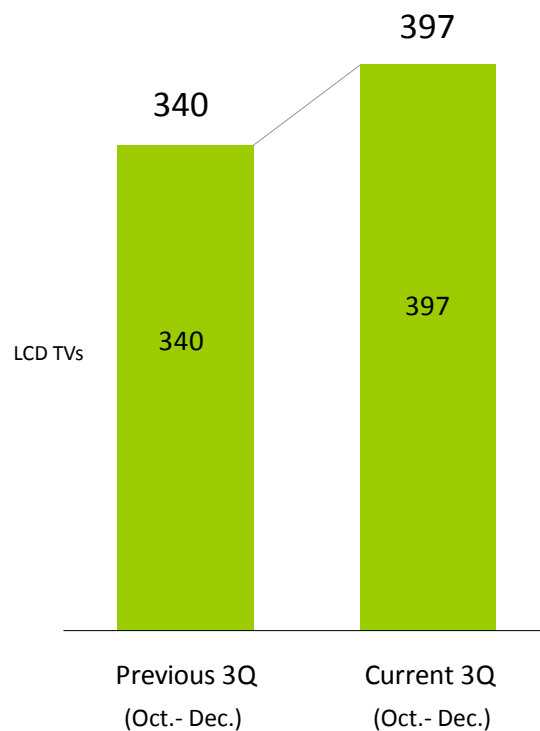


2. Sales of AV Equipment

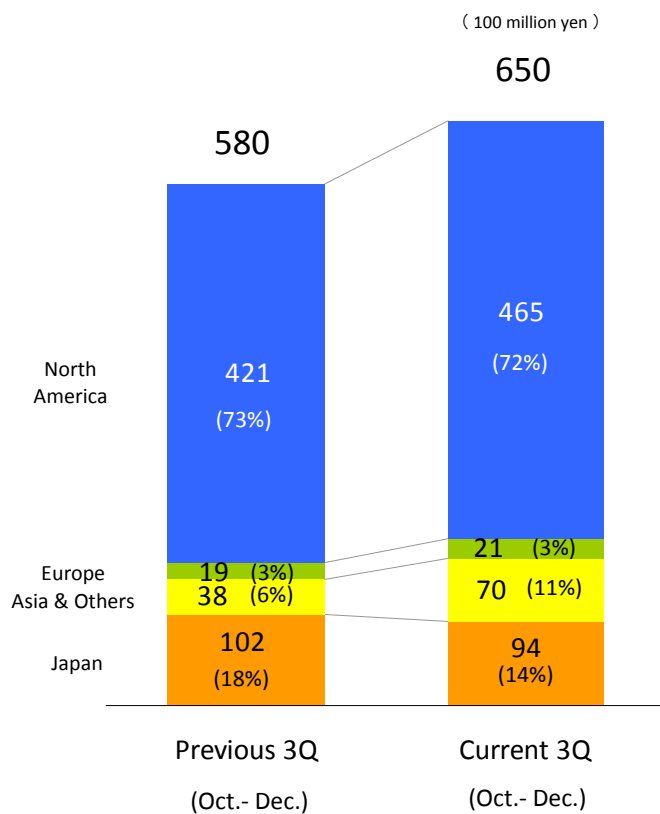
DVD related Equipment (100 million yen)



TV related Equipment (100 million yen)



3. Sales by Geography



(100 million yen)

Y/Y	
North America	: + 44 (+10.5%)
Europe	: + 2 (+10.5%)
Asia & Others	: + 32 (+84.2%)
Japan	: - 8 (- 7.8%)
Total	: + 70 (+12.1%)

III. Appendix

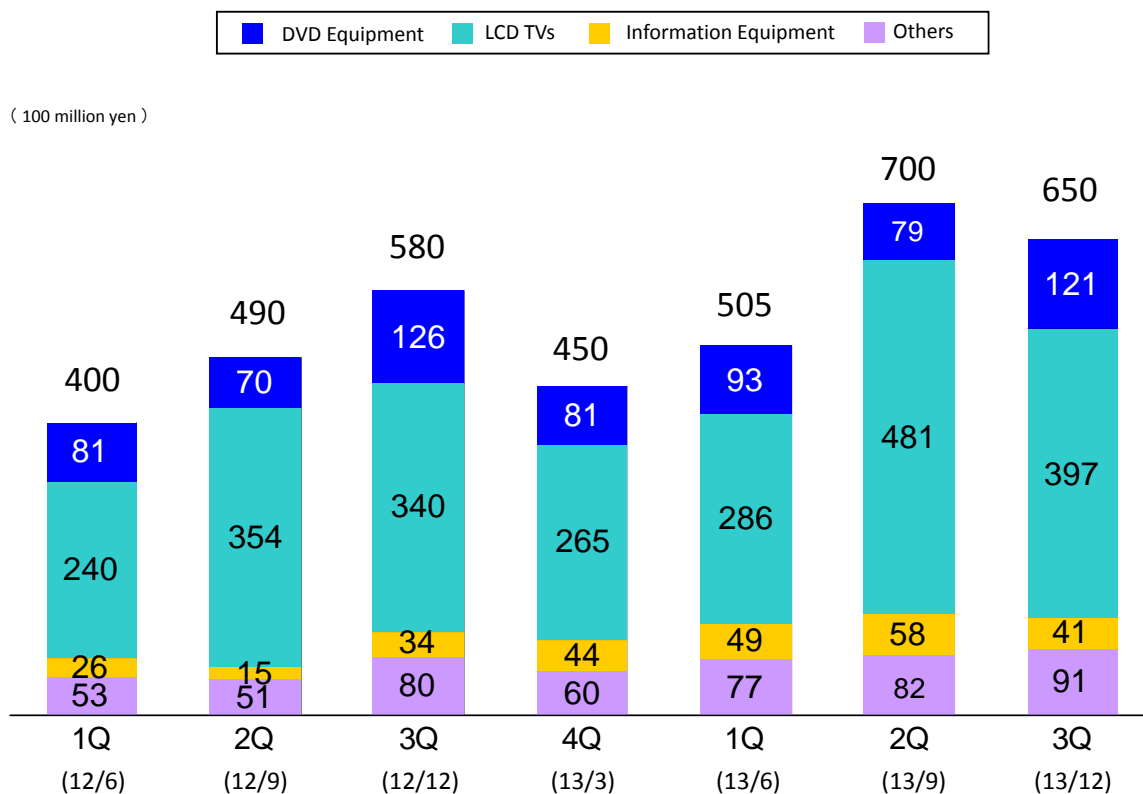
1. Quarterly Operating Summary of FY 2012 / 2013
2. Quarterly Changes of Sales Amount by Equipment
3. Quarterly Changes of Sales Amount by Geography

1. Quarterly Operating Summary of FY 2012 / 2013

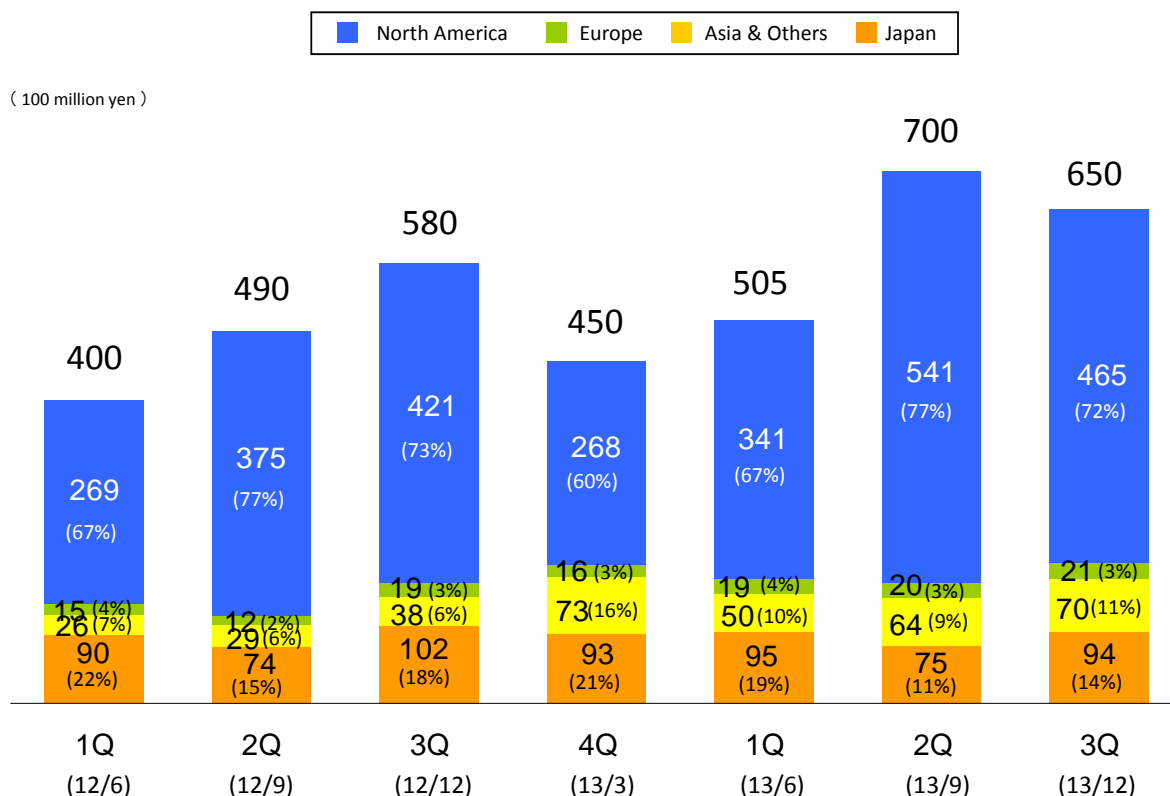
(100 million yen)

	FY 2012				FY 2013		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Net Sales	400	490	580	450	505	700	650
Operating Income	-9	-5	-3	-34	-17	22	-1
(Margin)	(-2.4%)	(-1.0%)	(-0.7%)	(-7.6%)	(-3.4%)	(3.3%)	(-0.2%)
Ordinary Income	-20	-10	32	-4	1	20	26
(Margin)	(-5.1%)	(-2.0%)	(5.5%)	(-1.1%)	(0.2%)	(2.9%)	(4.1%)
Net Income after tax	-18	-11	6	-62	-0	6	11
(Margin)	(-4.6%)	(-2.3%)	(1.2%)	(-13.9%)	(-0.0%)	(0.9%)	(1.7%)

2. Quarterly Changes of Sales Amount by Equipment



3. Quarterly Changes of Sales Amount by Geography



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