

Furukawa Electric Co., Ltd.

Q1 Financial Results Briefing for the Fiscal Year Ending March 2022

Held on August 5, 2021

[Number of Speakers]

Akihiro Fukunaga

Director, Corporate Senior Vice President, and General Manager of Finance & Global Management Division

FY2021 Q1 Results Highlights



■ Net sales and operating income

Increased profit on higher revenue*1 in all segments

■ Ordinary income

Increased following higher operating income and improved profit/loss in equity method affiliates

■ Net income attributable to owners of the parent company

Net income attributable to owners of the parent company was JPY 4.2 billion following lower extraordinary income and loss (JPY 13.7→JPY 1.8 billion)*2

*¹ Impact of higher copper prices: Approx. JPY +19.5 billion (JPY 616/kg→ JPY 1,104/kg) Impact of the adoption of the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29): Approx. JPY ▲8.8 billion

*2 FY20_Q1 extraordinary income: JPY 22.1 billion gain on disposal of non-current assets

	FY19_Q1	FY20_Q1	FY21_Q1	YoY change
	а	b	С	c-b
Net Sales	226.3	176.5	218.8	+42.3
Operating income	4.9	▲ 1.2	3.8	+5.0
Ordinary income	3.9	▲ 1.5	5.8	+7.3
Net income attributable to owners of the parent	2.3	7.8	4.2	▲ 3.6

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Fukunaga: This is Fukunaga. Thank you very much for taking time out of your busy schedule to attend today's meeting. I will now explain the financial results for the first quarter of FY2021.

Please see page 3. This shows the highlights of the results for the first quarter of FY2021. As a result, net sales were JPY218.8 billion, operating income was JPY3.8 billion, ordinary income was JPY5.8 billion, and net income attributable to owners of the parent company was JPY4.2 billion.

Net sales and operating income increased in all segments. The result was slightly higher than expected. Ordinary income increased due to an increase in operating income and improved profit/loss in equity method affiliates, mainly UACJ.

Net income attributable to owners of the parent company was JPY4.2 billion, a decrease of JPY3.6 billion YoY due to a decrease in extraordinary income and loss. However, in the previous fiscal year, there was an extraordinary income of JPY22.1 billion from the sale of land in Amagasaki in connection with the sale of the Copper Tube business. Since there is no large special profit this year, the profit decreased by that amount.

Compared to FY2019, the figure was up from JPY2.3 billion to JPY4.2 billion, an improvement of about JPY2 billion. Accordingly, compared to FY2019, we are on track for a steady recovery.

FY2021 Q1 Results - P/L Summary

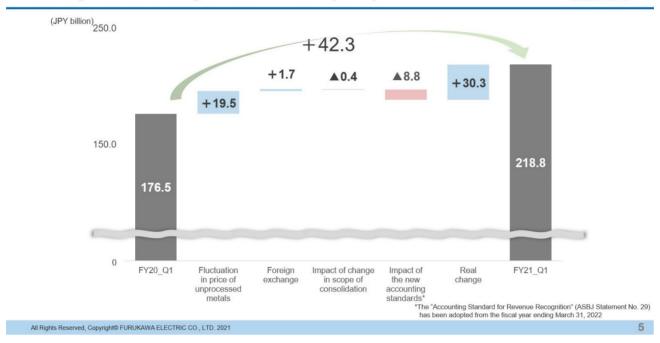


			Company of the Company	sts.		
	FY19	FY20	FY21	YoY	Breakdown of change	FY21
	Q1	Q1	Q1	change	(Q1)	forecasts
- dv	а	b	С	c-b		d
Net sales	226.3	176.5	218.8	+42.3	+42.3 (+24%) See page 5	880.0
Operating income	4.9	▲ 1.2	3.8	+5.0	+5.0	26.0
(Margin)	2.2%	▲ 0.7%	1.7%	+2.4	See page 6	3.0%
Profit / loss in equity method affiliates	▲ 0.3	0.0	2.1	+2.1		-
Foreign exchange gain / loss	▲ 0.4	0.1	0.2	+0.1		- 1
Ordinary income (Margin)	3.9	▲ 1.5	5.8	+7.3	+7.3	24.0
	1.7%	▲ 0.8%	2.7%	+3.5		2.7%
Extraordinary income / loss	0.4	13.7	1.8	▲ 11.9	 Extraordinary income ▲20.4 	▲ 3.5
Income taxes	2.2	4.0	2.9	▲ 1.2	(22.9 → 2.5) •Extraordinary loss	-
Net income attributable to non-controlling interests	▲ 0.2	0.4	0.5	+0.1	+8.4 (▲9.2 → ▲0.7)	-
Net income attributable to owners of parent	2.3	7.8	4.2	▲ 3.6	▲3.6 (▲46%)	12.0
(Margin)	1.0%	4.4%	1.9%	▲ 2.5	Extraordinary income : •Social contribution refund for prior per	riods 1.4%
A	717	640	1 101		(1.7 : Q1) Gain on the disposal of non-current	1,000
Average copper price		616	1,104		assets (0.6 : Q1)	105
Average exhange rate	110	108	110	_		*Announced on May

This is the P&L summary for the first quarter of FY2021. The results are the highlighted area in the middle. The figures are as I explained earlier.

In this context, the average copper price is JPY1,104, which is a significant increase compared to last year's results. There are no major changes in the exchange rate.

The forecast for FY2021 remains unchanged in terms of sales and P&L at each stage. We are assuming a copper price of JPY1,000 and an exchange rate of JPY105.



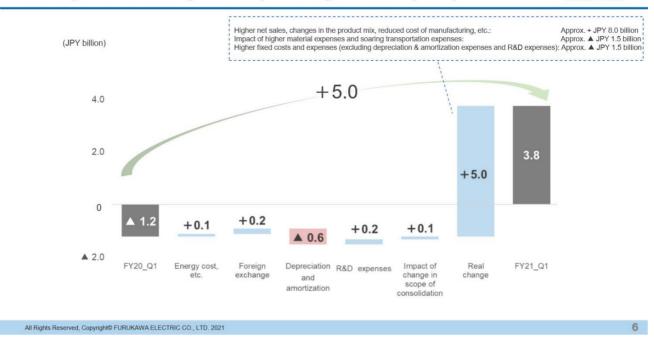
Page 5 shows the factors behind the increase/decrease in net sales.

As I mentioned earlier, copper prices have risen, so the impact of the change in bullion prices has resulted in an increase of JPY19.5 billion.

On the other hand, the adoption of the revenue recognition standard, due to the switch of the accounting standard, had a negative impact of JPY8.8 billion.

In terms of actual fluctuation, the result was an increase of JPY30.3 billion.

Analysis of Changes in Operating Income (YoY)



Page 6 shows the waterfall chart for operating income.

Last year, we had a decrease of JPY1.2 billion, but in the first quarter of this year, we had an increase of JPY3.8 billion.

There are some special factors on the right side of energy costs, but in fact, these figures are offset, and the figure of JPY5 billion is the same as the actual change of JPY5 billion, if we combine them with the conventional explanation. However, when we analyze the contents of this report, we find that there is an impact of the soaring cost of materials and transportation. This is about minus JPY1.5 billion.

In terms of fixed costs, the main increase will be due to the return of factory overhead staff to a steady level during the sales recovery phase. About JPY1.5 billion here. The increase in sales, the difference in product mix, and the positive effect of cost reduction resulted in JPY8 billion.

Net Sales and Operating Income by Segment

FURUKAWA ELECTRIC

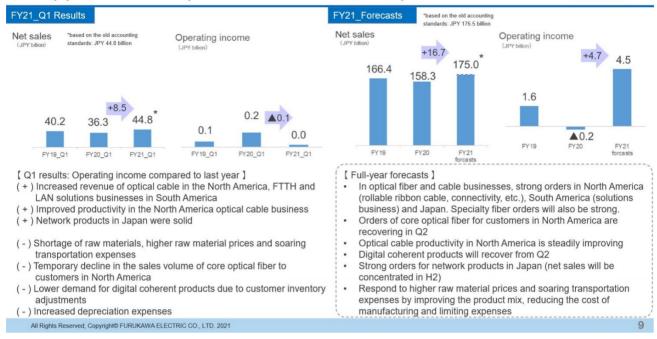
nere is no chang	e to th	e iuli-y	ear 10	ecasis	Reference Net sales be accounting:	ased on the old					[Reference] Net sales bas accounting sta	
		Q	1			1		Full	year			l year
	FY19 Results	FY20 Results	FY21 Results	YoY Change	FY21 Forecasts	YoY Change	FY19 Results	FY20 Results	FY21 Forecasts	YoY Change	FY21 Forecasts	Yo
	a	ь	С	c-b	c'	c'-b	a	b	с	c-b	C,	C'-
Infrastructure	67.7	56.2	69.8	+13.5	71.4	+15.1	280.9	259.2	280.0	+20.8	288.2	+2
Communications Solutions	40.2	36.3	44.8	+8.5	44.8	+8.6	166.4	158.3	175.0	+16.7	176.5	+
Energy Infrastructure	27.5	20.0	25.0	+5.0	26.5	+6.6	114.5	100.9	105.0	+4.1	111.7	+
Electronics & Automotive Systems	128.0	92.5	118.2	+25.7	123.9	+31.4	509.3	433.0	480.0	+47.0	512.6	+7
Automotive Products & Batteries	60.7	51.5	58.8	+7.3	60.8	+9.3	257.6	235.1	260.0	+24.9	264.4	+
Electronics Component Materials	67.4	41.0	59.4	+18.4	63.1	+22.1	251.7	198.0	220.0	+22.0	248.2	+
Functional Products	29.4	25.7	29.9	+4.3	31.6	+5.9	115.9	114.7	115.0	+0.3	124.0	
Service and Developments, etc.	12.3	10.3	10.5	+0.2	10.3	▲ 0.0	50.3	38.7	37.0	▲ 1.7	37.4	
Elimination of intra-company transactions	▲ 11.2	▲ 8.2	▲ 9.6	▲ 1.4	▲ 9.6	▲ 1.4	▲ 42.0	▲ 34.0	▲ 32.0	+2.0	▲ 32.0	
Total	226.3	176.5	218.8	+42.3	227.6	+51.0	914.4	811.6	880.0	+68.4	930.2	+11
Infrastructure	▲ 0.4	▲ 0.1	0.3	+0.3			1.7	▲ 2.1	5.5	+7.6		
Communications Solutions	0.1	0.2	0.0	▲ 0.1			1.6	▲ 0.2	4.5	+4.7		
Energy Infrastructure	▲ 0.4	▲ 0.2	0.2	+0.5			0.1	▲ 1.9	1.0	+2.9		
Electronics & Automotive Systems	3.5	▲ 1.8	1.9	+3.7			14.8	5.9	14.0	+8.1		
Automotive Products & Batterles	2.7	▲ 1.8	0.8	+2.6			10.9	5.0	12.0	+7.0		
Electronics Component Materials	0.8	▲ 0.0	1.1	+1.1			3.9	0.9	2.0	+1.1		
Functional Products	1.9	1.1	2.0	+0.9			7.5	6.3	9.0	+2.7		
Service and Developments, etc.	▲ 0.1	▲ 0.4	▲ 0.3	+0.1			▲ 0.3	▲ 1.7	▲ 2.5	▲ 0.8		
Elimination of intra-company transactions	▲ 0.1	0.0	▲ 0.1	▲ 0.1			▲ 0.1	0.1	0.0	▲ 0.1		
Total	4.9	▲ 1.2	3.8	+5.0			23.6	8.4	26.0	+17.6		

Next, on page 7, we show net sales and operating income by segment.

In this section, we have included sales figures before the change in accounting standards for your reference. In particular, there are large fluctuations in the comparison with the previous year, so I think it is easier to understand the comparison of sales before the change in accounting standards.

1-(1) Infrastructure (Communications Solutions)





Next, page 9 shows Communications Solutions. As for the results for the first quarter, operating income was almost unchanged from the previous fiscal year. There will be no major changes in the first quarter from FY2019.

In the first quarter, the lower left part of the chart shows the impact of raw material shortages, unstable procurement, higher raw material prices, and soaring transportation costs. In addition, the sales volume of core optical fiber has temporarily decreased due to material procurement problems of our customers.

In addition to this, digital coherent-related products are also experiencing inventory adjustments by customers. Depreciation expenses also increased.

In contrast, sales of optical fiber cables in North America and FTTH and LAN solutions in South America increased. In addition, the productivity improvement of Optical Cable in North America is progressing as planned. Domestic network-related products are also performing well, and this has offset these negative factors.

The forecast for the full year remains unchanged at JPY4.5 billion. In the area of fiber and cable, demand in North America has been steady. Orders are also strong. Orders in South America are also progressing well.

In the domestic market, some orders have been received since the second quarter, and some are already confirmed. In turn, sales will increase. In addition, there are positive factors such as the return of special fibers such as those related to medical care, which we had explained had a negative impact last year.

In addition, for core optical fiber for North American customers, the issue of procurement by customers has been resolved, and both orders and shipments have been recovering since the second quarter.

In addition, we are planning to steadily improve the productivity of Optical Cable in North America, as shown in the next page.

Orders for digital coherent-related products have also returned since the second quarter. We will make a full recovery in the second half of the fiscal year and beyond.

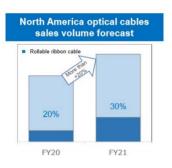
Orders for domestic network-related products were also strong. In addition, as usual, sales will be concentrated in the second half of the fiscal year, especially in the fourth quarter.

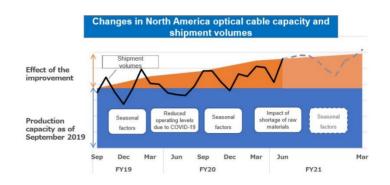
The difference between the first half and the second half is due to the fact that sales and profits are heavily weighted toward the second half.

Although the price of raw materials and transportation costs have soared, we will continue to achieve the goal of JPY4.5 billion by addressing the above situation, improving the product mix, reducing costs, and continuing to control expenses.

Status of optical cable business in North America

- Orders for rollable ribbon cable in North America have been as planned
- Although the improvement to production capacity was impacted by a shortage of raw materials, steady improvements were made





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Next, page 10 shows the status of the Optical Cable business in North America.

The overall sales forecast for Optical Cable in North America is expected to increase by more than 20% in the current fiscal year for rollable ribbon cables.

Our plan is to increase orders for our core product, the rollable ribbon cables, from 20% to 30%, and orders are proceeding as planned. Orders have been steadily increasing.

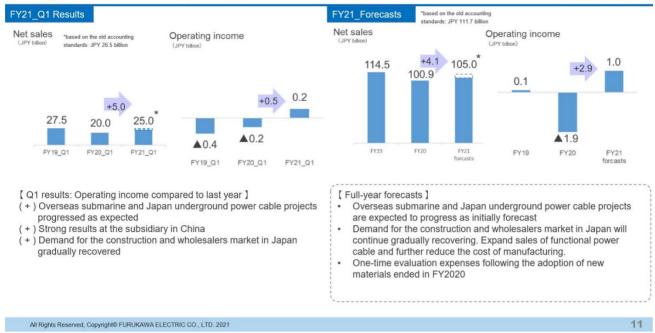
Production capacity. The graph is on the right. The dotted line is the movement of the figures we expect in the future. The forecast is based on the assumption that there will be seasonal factors during the winter season, and that there will be a temporary decline this fiscal year as well.

Another point is that, in May, the numbers dropped once. This is where the procurement of raw materials has become unstable, and we have been affected by delays in the procurement of materials in the timing of our production plans for manufacturing.

The productivity improvement itself is progressing, but the impact of this temporary halt has been felt. As for this problem, we have already taken measures, such as multiple purchasing and substitute products, so there have been no major problems since July.

1-(2) Infrastructure (Energy Infrastructure)





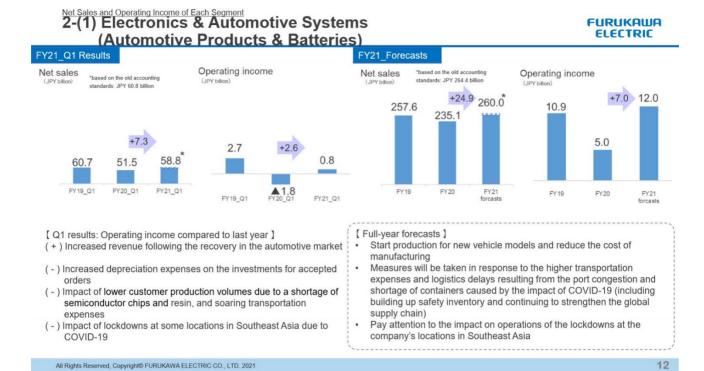
The next page, page 11, shows the status of Energy Infrastructure.

In the Energy Infrastructure business, we expect a steady recovery in sales and operating income for the next quarter and full year.

In the last fiscal year, the Chinese subsidiary was negatively affected by the impact of COVID-19 in China, and also struggled with industrial wires for construction in general in Japan.

In addition, we incurred 1-time expenses for evaluation costs associated with the adoption of new materials related to power cable, and the total impact of this was minus-JPY2.5 billion in the previous fiscal year. This has already improved in the first quarter of this fiscal year and is expected to continue to improve throughout the fiscal year, or even eliminate the occurrence of 1-time expenses.

In addition, there are overseas submarine cable and domestic underground cable projects, including extra-high voltage for electric power and renewable energy. As these items are progressing, as expected at the beginning of the fiscal year, we will continue to make steady progress toward our forecast of JPY1 billion.



Next, Automotive Products and Batteries. Automotive Products were also significantly affected by the COVID-19 in the previous fiscal year. We have improved from that negative figure to a positive figure of JPY0.8 billion. We have not changed our forecast of JPY5 billion to JPY12 billion for the full year.

As I have explained, we have seen an increase in sales due to the recovery of the automotive market. But on the other hand, we have been affected in the first quarter by an increase in depreciation expenses due to the response to orders, production cutbacks by customers, due to the shortage of semiconductors and resins, and soaring transportation costs. Lockdowns at some of our bases in Southeast Asia are also working as a negative factor here.

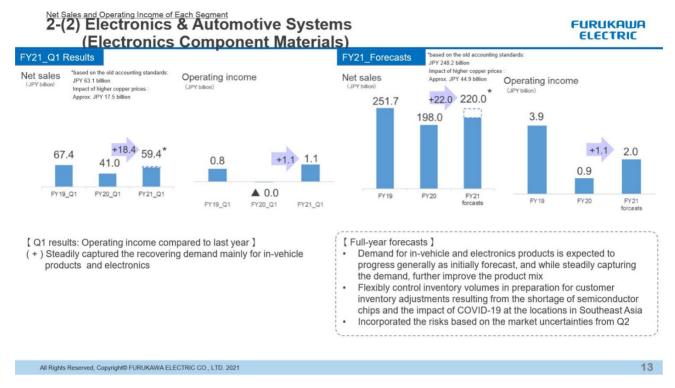
As for the outlook for the full year, new vehicle models, especially those related to aluminum harnesses, will be launched. Cost reduction is also expected to proceed as planned.

On the other hand, we will take measures to deal with the increased transportation costs and logistics delays caused by the congestion at ports and the shortage of containers due to the impact of COVID-19, et cetera. It is expected a rapid recovery in demand. Alternatively, there are concerns about supply chain disruptions due to the impact of COVID-19. In this context, we are continuing to strengthen our supply chain by building up safety inventory to ensure that we are able to supply our customers, and also to create a system in which we can handle business at multiple manufacturing bases.

In addition, the impact of the lockdown in Southeast Asia. For us, Malaysia and India were affected in the first quarter and the second quarter. There are many companies whose fiscal year from January to December, so some of the actual impact will be felt in the first quarter and some in the second quarter.

Also, since July, our Vietnam base has also been affected by the lockdown. With regard to Malaysia and India, Malaysia is still in a lockdown situation, but India is recovering steadily, and is now almost unaffected. As for Vietnam, we will continue to monitor the impact, and we will be able to talk about the situation in the second quarter.

At present, the shortage of semiconductors and resins is expected to be resolved in the second half of the year, and our customers are strongly requesting us to respond to their needs in the second half. By responding firmly to these needs, we hope to achieve the figures as planned.



Next, on page 13, we will look at Electronics Component Materials.

In this business, sales are recovering steadily, especially for automotive and electronics-related products. By steadily capturing demand in this environment, operating income increased by JPY1.1 billion in the first quarter, up from zero in the previous fiscal year.

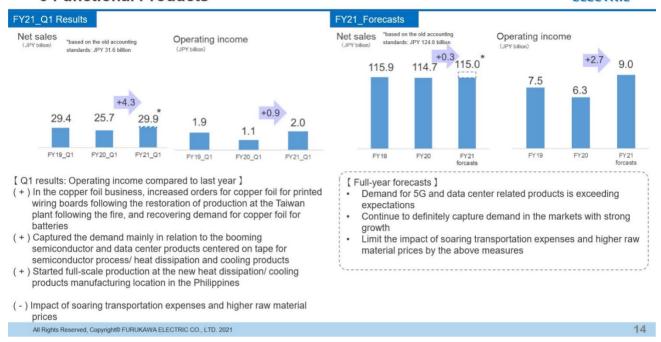
For the full year, we forecast an increase of JPY1.1 billion, from JPY0.9 billion to JPY2 billion, maintaining the increase in the first quarter. However, orders have been strong so far.

In addition, the product mix is improving, and productivity is improving, but we don't know what kind of impact it will have, such as the situation with automotive market or the impact of COVID-19. In particular, Electronics Component Materials are used in upstream processes, so the end markets are diverse.

In reality, there is a tendency for the impact to be delayed and appeared suddenly, so we have actually factored in about JPY1 billion of that risk. We are aware that if there is no such impact, that amount has increased.

3 Functional Products





Functional Products.

The data center market and the 5G base station market are also very strong here, and sales and profits are growing steadily. Although transportation costs and raw material prices have soared, demand has exceeded that. And we have been able to respond on the manufacturing front, which we believe will be sufficient for the first quarter and throughout the fiscal year.

In particular, in the area of copper foil, the restoration of our Taiwan base is progressing smoothly, and orders for copper foil for circuits are also increasing as a result. Last year, we had a very difficult time with negative results, but we have already achieved profitability since the first quarter.

We will continue to make progress in the recovery of our Taiwan base.

In terms of copper foil, we expect a considerable improvement from last year's situation, and we have set this figure as our plan.

FY2021 Q1 Results – B/S Summary

			(JPY billion)		Cash and deposits
	End of FY20_Q4	End of FY21_Q1	Change		•
	a	b.	b-a		Increased by JPY 2.9 billion
Current assets	429.8	465.0	+35.2	/	17
Cash and bank deposits	84.4	87.3	+2.9	5°	Increased the liquidity of cash on hand
Notes and accounts receivable - trade and contract assets	191.9	200.5	+8.6		Inventories
Inventories	120.8	138.1	+17.3		Increased by JPY 17.3 billion
Non-current assets	402.2	409.8	+7.6		Impact of higher copper prices
Tangible fixed assets	246.7	250.3	+3.5	7	Construction and other projects that are expected to
Intangible fixed assets	20.3	20.4	+0.1		be recorded as net sales in the future
Investments and other assets	135.2	139.2	+3.9	1	The increase of safety inventory in preparation for
Total Assets	832.0	874.8	+42.8		the risk of supply chain disruptions
Current liabilities	315.2	351.9	+36.7	1	
Non-current liabilities	225.2	225.3	+0.0	1	
Total Liabilities	540.4	577.1	+36.7		
Shareholders' equity	260.4	260.0	▲ 0.4		Tangible / intangible non-current assets
Accumulated other comprehensive noome	▲ 0.5	5.7	+6.2		Increased by 3.7 billion
Net income attributable to non- controlling interests	31.7	32.0	+0.3		Impact of increased / decreased CAPEX JPY ▲1.2 billion
Total Net assets	291.6	297.7	+6.1		Foreign exchange, impact of the new consolidation JPY + 5.4 billion
Total Lianbilities and Net assets	832.0	874.8	+42.8		
nterest-bearing liabilities	290.6	318.6	+28.0		NET interest-bearing debt
Capital ratio	31.2%	30.4%	▲ 0.8		
NET D/E ratio	0.8	0.9	+0.1	1	Increased by JPY 25.1 billion
SAMPLY, AND PROCESSIONALS.					(JPY 206.3 billion → JPY 231.4 billion)
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Page 15. This is the balance sheet. As for the balance sheet, total assets increased by JPY42.8 billion. Looking at the contents, cash and deposits increased by JPY2.9 billion. There has been no significant change. Since last year, there has been the impact of COVID-19.

There is no problem at all with the procurement situation in the market, but there is operational risk in terms of procurement. In the event of the spread of COVID-19, we may not be able to raise funds, so we continue to maintain liquidity on hand. Please note that we have maintained almost the same level as at the end of the previous fiscal year.

Inventories increased by JPY17.3 billion. One is that copper prices are rising. Although not listed here, there are also new consolidation and other factors such as the impact of exchange rates. In total, the impact is about JPY10 billion, and the remaining JPY7 billion will be for future projects and construction projects that are expected to be recorded as sales.

This may be the power cable or the broadband, and those things will be added to the sales in the fourth quarter and the end of the year. In addition, as I mentioned in the Automotive Products section, we have increased our safety stock at this time in preparation for the risk of supply chain disruptions and the sudden rise of customers.

However, we are now in a situation where we have a good grasp of the basic contents, so we are aware that we will be able to return to an appropriate level toward the end of the fiscal year.

In terms of tangible and intangible fixed assets, we are proceeding almost as planned. The increase of JPY3.7 billion was due to the impact of foreign exchange rates and new consolidations, which totaled JPY5.4 billion.

NET interest-bearing debt is also due to an increase in working capital. Due to this, it has increased by JPY25.1 billion. However, towards the end of the fiscal year, we expect to be able to proceed with interest-bearing debt, equity ratio, and NET D/E ratio as planned.

■ Results were generally as forecast, and there is no change to the full-year forecasts.

	FY19_Q1	FY20_Q1	FY21_Q1	YoY change
	а	b	С	c-b
CAPEX	12.2	7.6	7.2	▲ 0.4
Depreciation and amortization	7.1	7.8	8.4	+0.6
R&D expenses	5.4	5.2	5.0	▲ 0.2

(billilon yen)
FY21 Forecasts
d
45.0
37.0
22.0

*Announced on May 12, 2021

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This is the last page. Capital expenditures, depreciation and amortization, and R&D expenses.

The first quarter results are in line with our expectations, and we expect no change for the fiscal year.

As you can see, inventories, profits, and capital investments are progressing almost according to plan. We have set a plan to achieve a 7% return on operating assets for the current fiscal year, and I hope you can see that we are progressing almost as planned.

That is all for the explanation from me.