

Summary of Financial Statement for the 3rd Quarter of Fiscal Year 2015

Jan 29th, 2016

TABUCHI ELECTRIC CO., LTD (Security code:6624)

Global Power-Solution Company



FY2015 3Q Result Overview

Consolidated Operating Result

(Unit: MJPY)

	FY2014 3Q	FY2015 3Q	Difference	Ratio
Sales	37,918	29,910	▲8,007	▲21.1%
Operating Profit	7,940	4,250	▲3,689	▲46.5%
Current Profit	8,173	4,255	▲3,918	▲47.9%
Net Profit	5,295	2,999	▲2,296	▲43.4%

Operating Result by Segment

(Unit: MJPY)

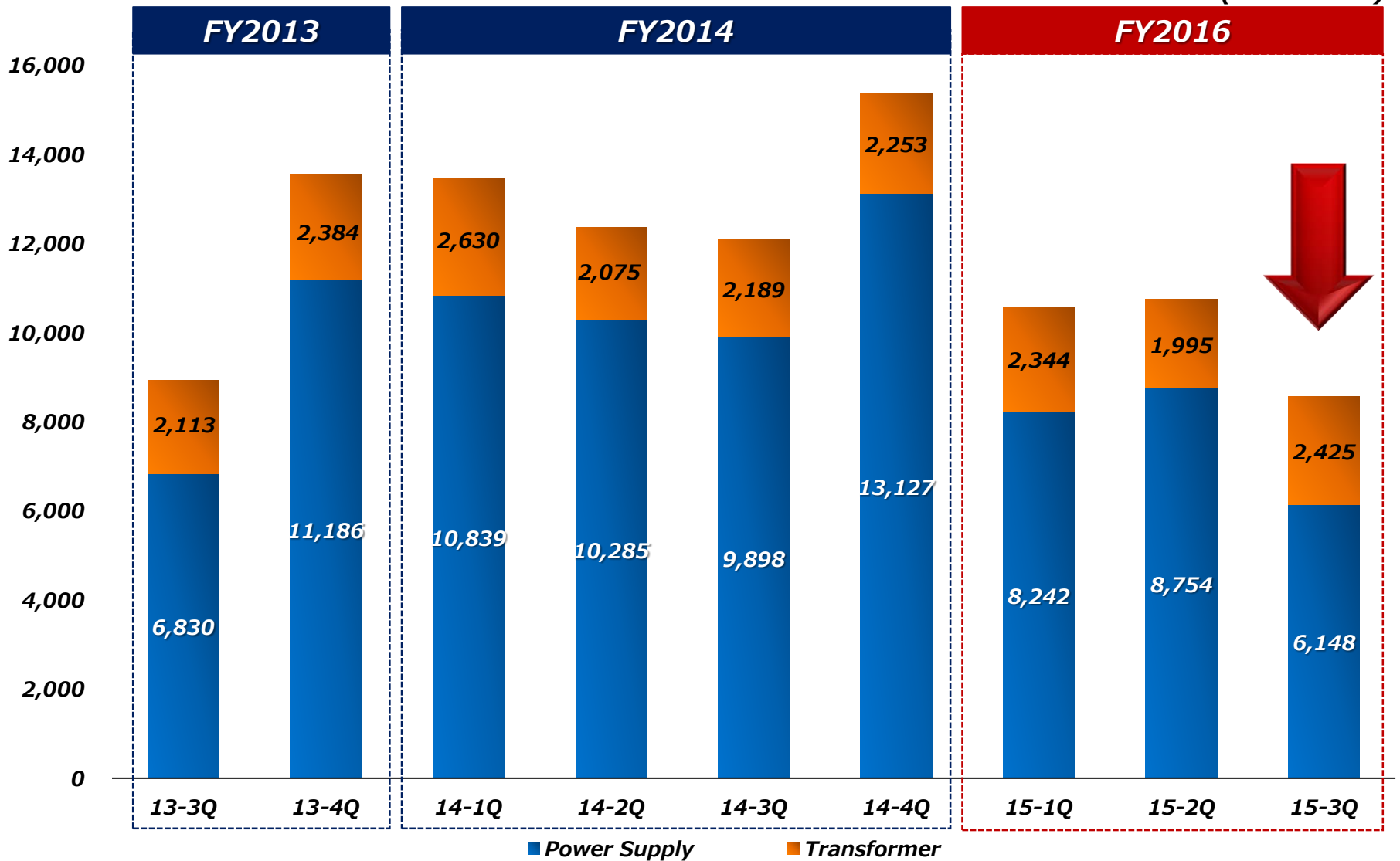
	FY2014-3Q		FY2015-3Q		Difference	
	Sales	Operating Profit	Sales	Operating Profit	Sales	Operating Profit
Power Supply	31,022	7,219	23,145	4,301	▲7,877	▲2,918
Transformer	6,895	868	6,765	574	▲130	▲293
Adj.	-	▲147	-	▲624	-	▲477
Total	37,918	7,940	29,910	4,250	▲8,007	▲3,689

Summary for Sales by Segment

<i>Power Supply Business</i>	<i>Transformer Business</i>
<p><u>▲25.4%</u> (vs FY2014-3Q)</p> <ul style="list-style-type: none"> ➤ <i>Domestic PV market declined, especially for residential and small commercial & industrial that was our main market</i> ➤ <i>Delay in product launch in North America</i> 	<p><u>▲1.9%</u> (vs FY2014-3Q)</p> <ul style="list-style-type: none"> ➤ <i>Chinese air-conditioner makers' depression made reactors for inverters sales weak</i> ➤ <i>Office equipment market like printer faced weak season that high-frequency transformers declined</i>

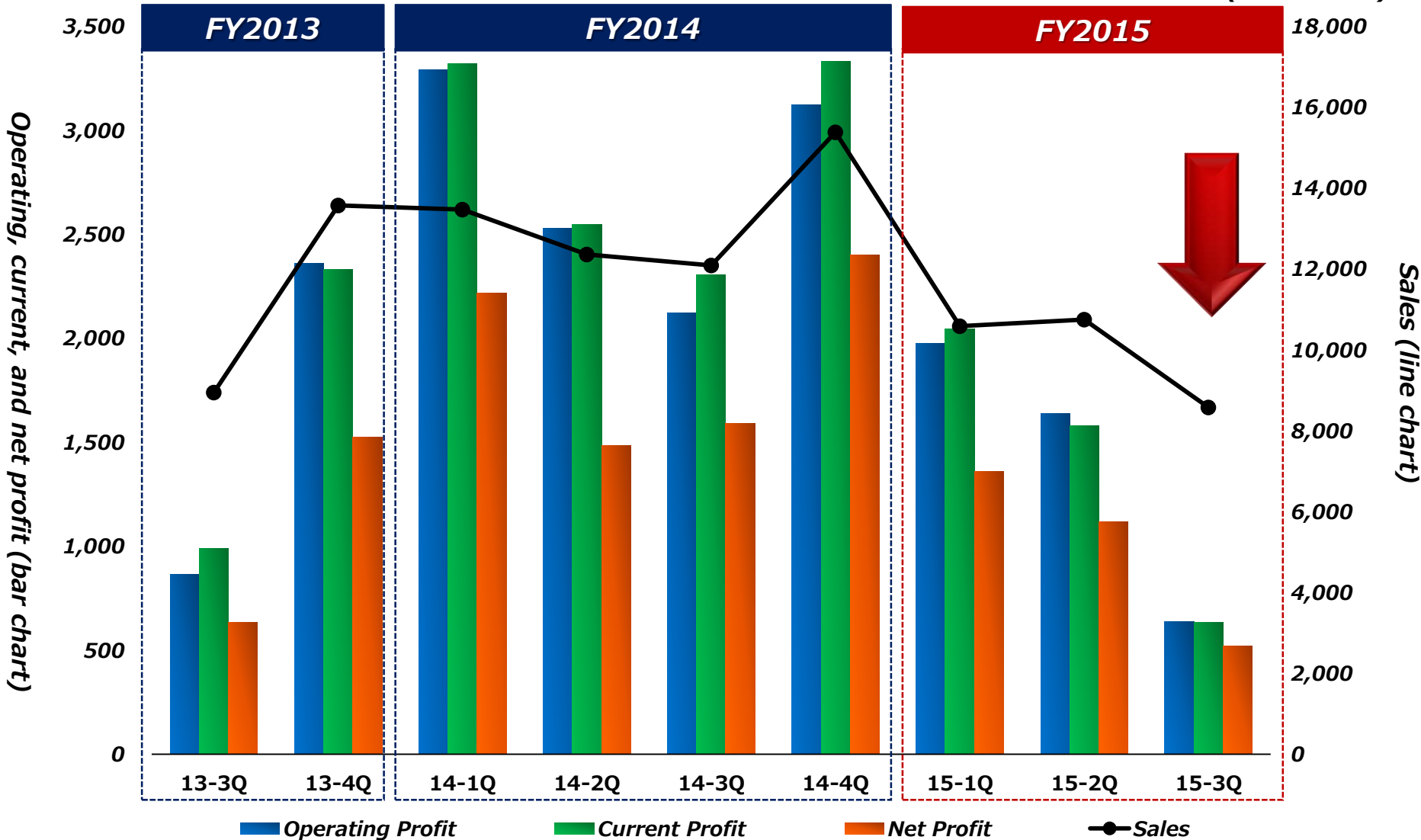
Quarterly Sales Trend by Segment

(Unit: MJPY)



Quarterly Operating Trend

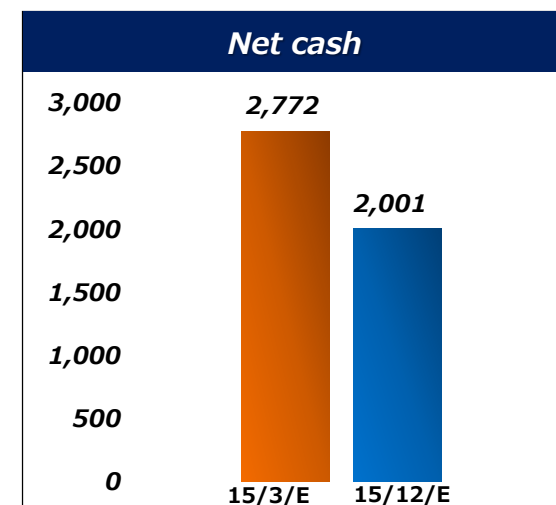
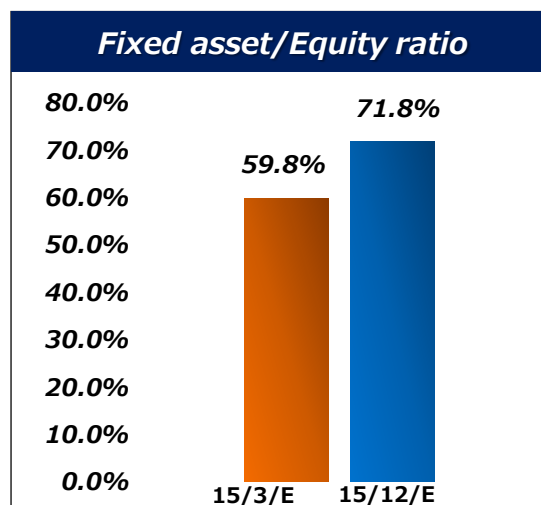
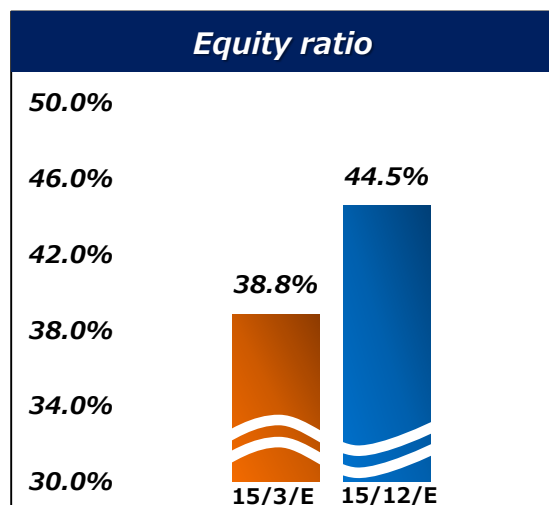
(Unit: MJPY)



Consolidated Financial Position

(Unit: MJPY)

	15/3/E	15/12/E		15/3/E	15/12/E
Cash & EQV.	6,868	6,479	Acc. Payables	8,085	8,198
Acc. Receivables	15,408	6,468	Short-term debt	2,090	2,647
Inventories	5,229	9,999	Others (current)	7,594	3,707
Others (current)	1,527	2,380	Long-term debt	2,006	1,830
Fixed asset	8,765	11,900	Others (NC)	3,365	4,268
Deferred asset	2	1	Equity	14,661	16,577
Total	37,802	37,230	Total	37,802	37,230



FY2015 Forecast

Consolidated Income Forecast

Downward revision on sales and profit

(Unit: MJPY)

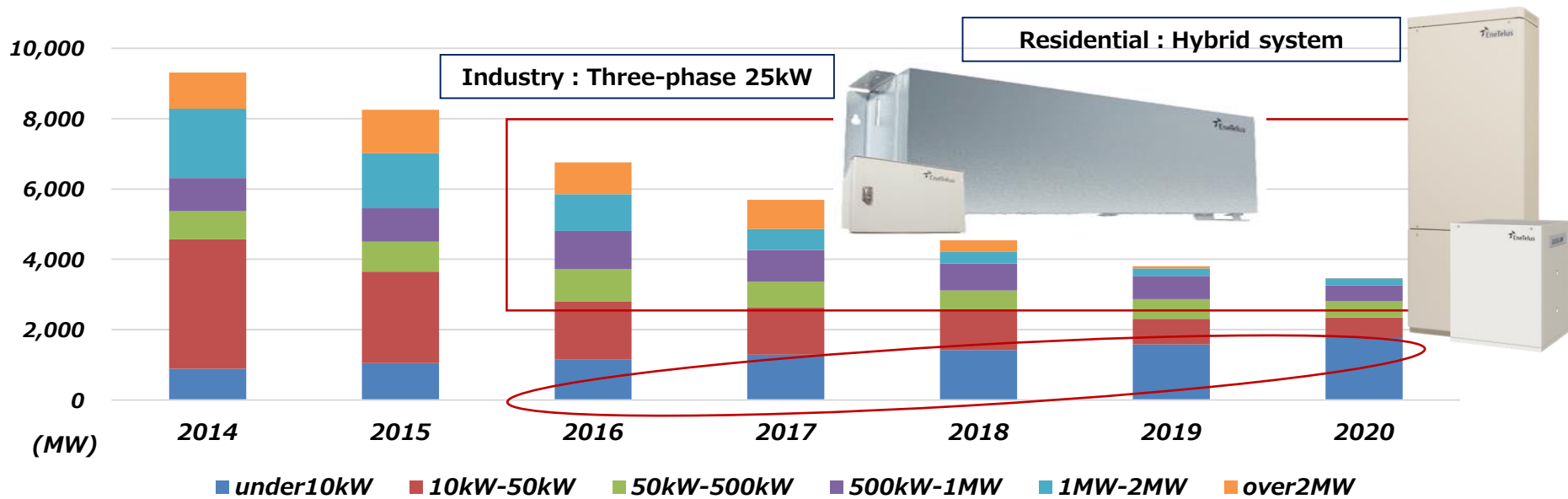
	FY2014	FY2015 Forecast		
		<i>Initial</i>	<i>Previous</i>	<i>Revision</i>
Sales	53,299	55,000	50,000	42,000
Operating Profit	11,061	8,500	7,500	5,500
Operating Profit ratio	20.8%	15.5%	15.0%	13.1%
Current Profit	11,506	8,300	7,500	5,500
Net Profit	7,695	5,500	5,000	3,700
Dividend per share	<i>Yearly</i> JPY13	<i>Half and YearEnd</i> JPY8+JPY8	<i>Half and YearEnd</i> JPY8+JPY8	<i>Half and YearEnd</i> JPY8+JPY8

- **Japanese PV market decline**
- **Delay for USA PV market expansion**

Japanese market

Accelerate on specialized key products sales

- *Residential market forecast to steadily grow as baseload*
⇒ **Building strong channel for solar+battery hybrid system**
- *Development on industry, especially Mega-solar class PJ*
⇒ **Three-phase 25kW expansion by multi-string superiority**



(from RTS)

North America market

Focused resource investment and speedy expansion

North America set as our strategic market

However, combined incidents push our market in off, such as delay from FS to actual sales process



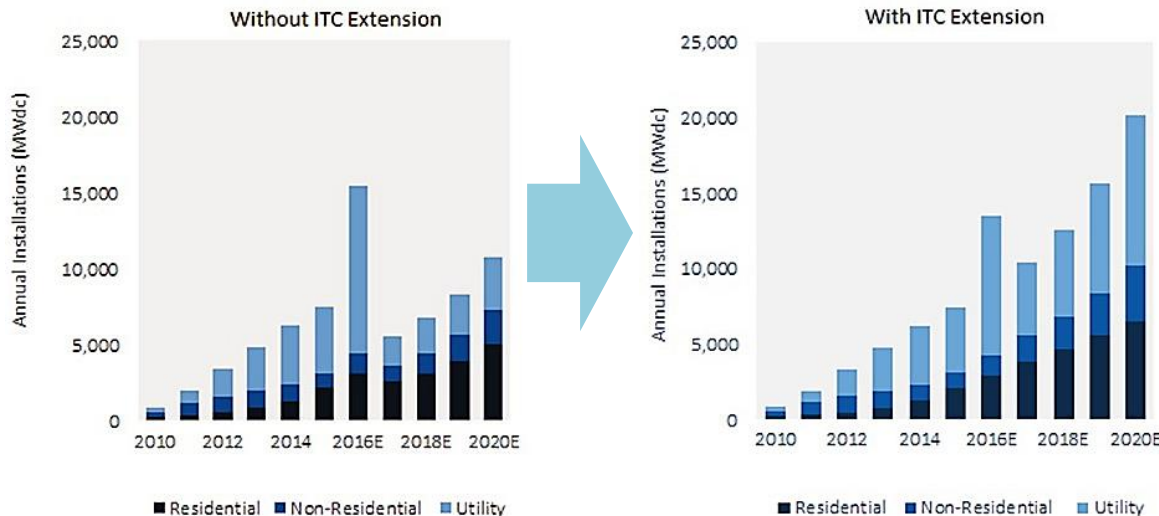
Full recovery has not been realized yet, however, focused resource investment starts some recovery

From 4Q, reinforcement of resource investment should accelerate North America development

North America market

Our strategic market

- ***As one of the most deregulated electricity country, establishment of diverse energy resources is critical issue for both of the federal and states***
- ***ITC extension passed on December 2015 should bring stable and powerful growth, much than expected without the procedure, for the long term***



(from GTM Research)

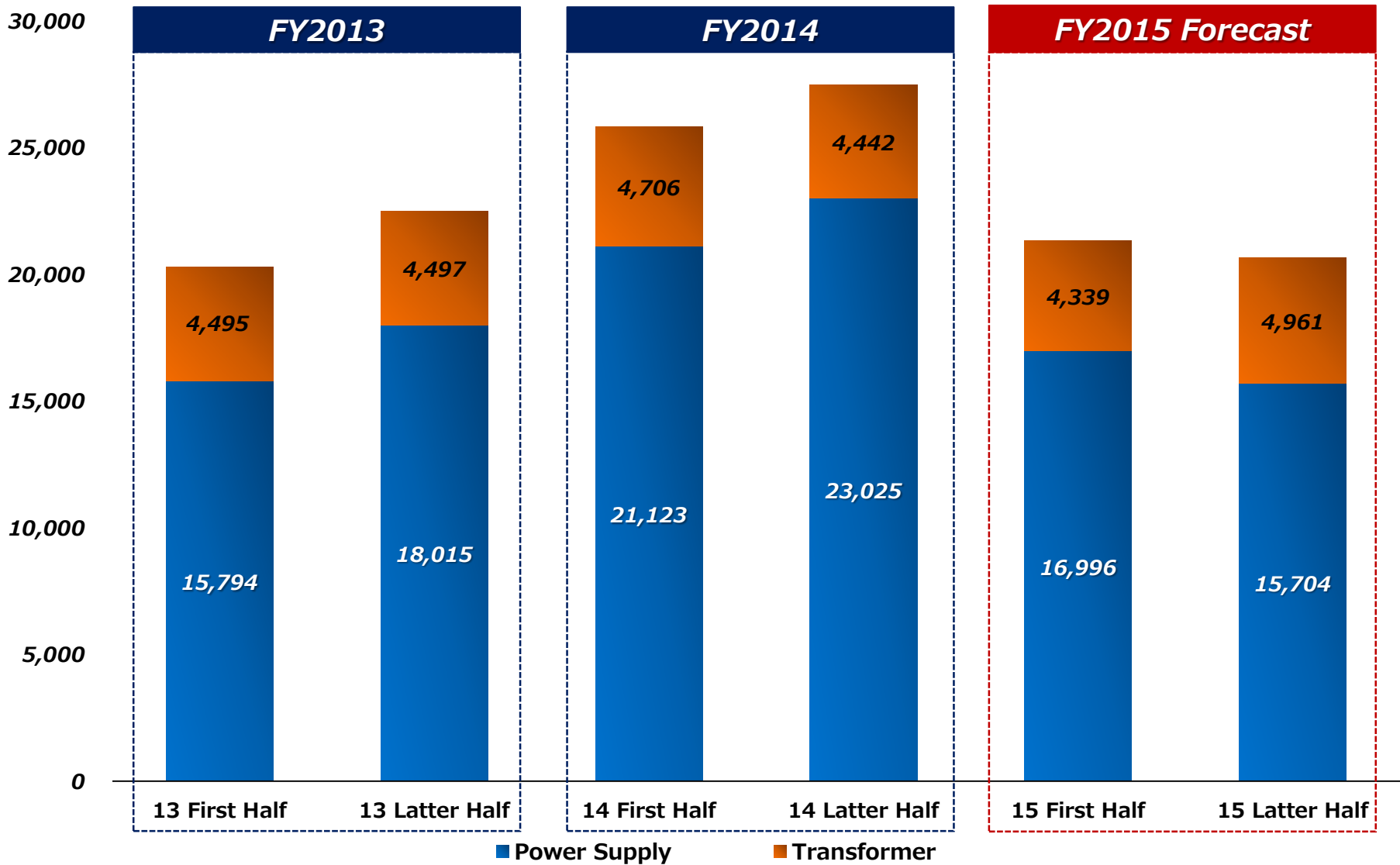
****Rhone Resch, president and CEO of the Solar Energy Industries Association (SEIA, Washington, D.C., U.S.), said "The ITC extension makes America and its solar industry the world's preeminent producer of clean and affordable energy". SEIA expects solar power in the U.S. to more than triple by 2020, hitting 100 gigawatts (GW). That's enough to power 20 million homes and represents 3.5 percent of U.S. electricity generation.***

North America market

Market's character and our strength

- *Diverse and complicated electricity price system, much different between states and areas*
- *Of that, "Demand Charge" is one of the most critical factors that emphasize the importance of peak-cut/shift and backup energy resource in the various areas*
- *It is forecast that demand charge sores in the recent unstable energy supplies, the solution for this should exceed simple alternative energy resource introduction*
- *Under the circumstance, demand for storage battery is growing as example of the states of California, obligate three biggest power companies to be equipped with total 1.3million kW volume battery*
- *Considering above, EIBS, our solar+battery hybrid system, should have strong potential with its perfection as system*

Sales trend forecast by segment



TABUCHI ELECTRIC

Contact

<Headquarters>

*Nissay-shinosaka Bldg., 3-4-30 Miyahara,
Yodogawa-ku, Osaka 532-0003, JAPAN*

<Tokyo Branch>

*Kinsan Bldg., 3-18-3 Kanda Nishiki-cho,
Chiyoda-ku, Tokyo 101-0054, JAPAN*

<Investor Relations>

*TEL +81 3 5259-6250
(Osamu Inoue in Business Strategy Dept.)*

This document contains "forward-looking statements" – that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance and financial condition, and often contain words such as "expect," "anticipate," "intend," "plan," "believe," "seek," "see," "will," "would," or "target." There may be some uncertainties in our business and that may cause our actual future results to be materially different than those expressed in our forward-looking statements. We do not undertake to update our forward-looking statements. This document includes certain forward-looking projected financial information that is based on current estimates and forecasts. Actual results could differ materially. This document also contains non-GAAP financial information. Management uses this information in its internal analysis of results and believes that this information may be informative to investors in gauging the quality of our financial performance, identifying trends in our results and providing meaningful period-to-period comparisons.