

FOSTER

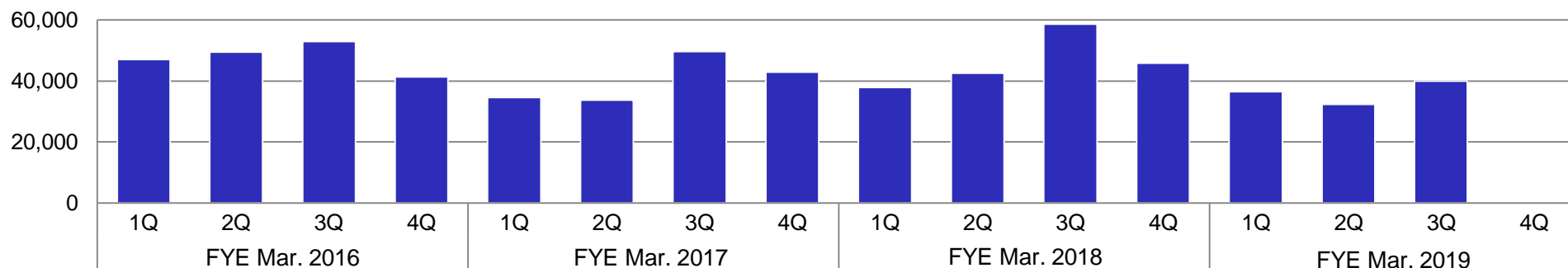
Supplementary Document Ended December 31, 2018

Foster Electric Company, Limited
(Stock code: 6794, First Section, Tokyo Stock Exchange)

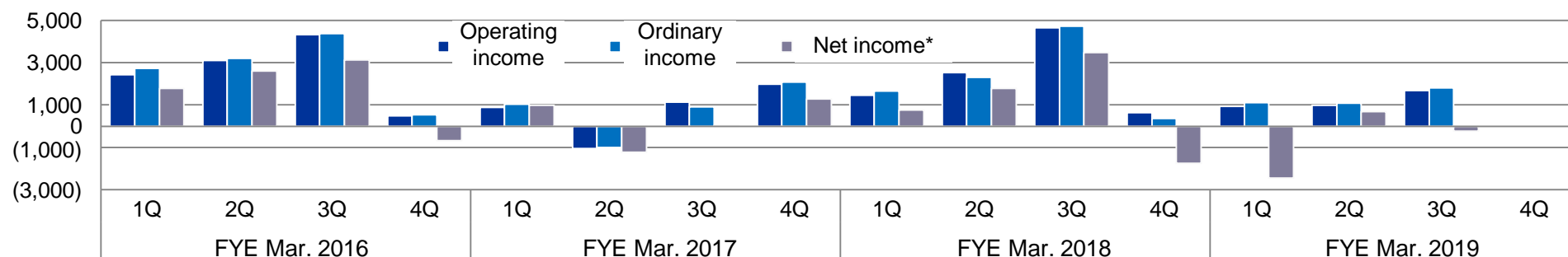
Results table (Millions of yen)

	FYE Mar. 2016				FYE Mar. 2017				FYE Mar. 2018				FYE Mar. 2019			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net sales	47,092	49,549	52,934	41,353	34,555	33,787	49,645	42,909	37,800	42,486	58,660	45,854	36,512	32,246	39,894	
Operating income	2,424	3,100	4,343	484	885	(1,067)	1,148	1,997	1,468	2,547	4,647	645	947	991	1,682	
Ordinary income	2,728	3,199	4,376	544	1,048	(1,020)	908	2,081	1,656	2,317	4,722	367	1,101	1,097	1,815	
Net income*	1,784	2,622	3,124	(697)	997	(1,224)	28	1,287	770	1,789	3,474	(1,768)	(2,464)	688	(244)	
Income ratio	5.1%	6.3%	8.2%	1.2%	2.6%	(3.2%)	2.3%	4.7%	3.9%	6.0%	7.9%	1.4%	2.6%	3.1%	4.2%	
Ordinary income margin	5.8%	6.5%	8.3%	1.3%	3.0%	(3.0%)	1.8%	4.8%	4.4%	5.5%	8.0%	0.8%	3.0%	3.4%	4.5%	
Net income margin*	3.8%	5.3%	5.9%	(1.7%)	2.9%	(3.6%)	0.1%	3.0%	2.0%	4.2%	5.9%	(3.9%)	(6.7%)	2.1%	(0.6%)	

Net sales (Millions of yen)



Profits (Millions of yen)



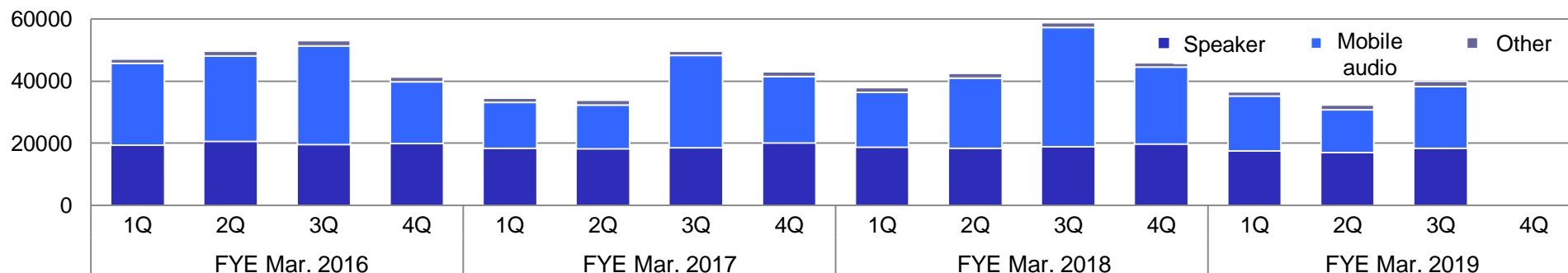
* Net income attributable to owners of parent; net income attributable to owners of parent to net sales

Quarterly Results by Segment

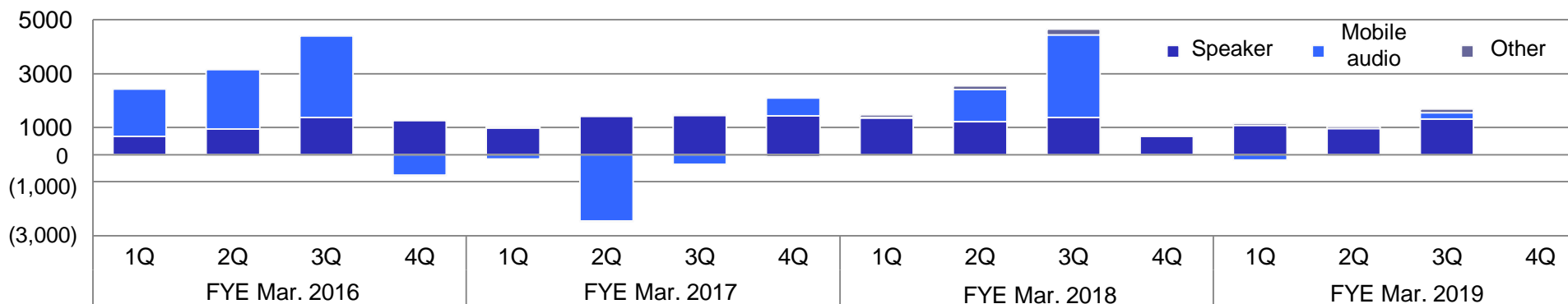
Results table (Millions of yen)

Net sales	FYE Mar. 2016				FYE Mar. 2017				FYE Mar. 2018				FYE Mar. 2019			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Speaker	19,358	20,501	19,523	19,917	18,351	18,086	18,412	19,991	18,647	18,299	18,879	19,695	17,462	16,988	18,269	
Mobile audio	26,411	27,503	31,762	19,780	14,799	14,251	29,767	21,476	17,719	22,721	38,306	24,767	17,693	13,714	19,941	
Other	1,322	1,545	1,649	1,657	1,404	1,449	1,467	1,442	1,434	1,466	1,536	1,450	1,399	1,591	1,731	
Operating income																
Speaker	681	950	1,377	1,253	979	1,417	1,453	1,439	1,359	1,220	1,375	682	1,077	973	1,315	
Mobile audio	1,750	2,201	3,011	(766)	(161)	(2,459)	(353)	648	16	1,196	3,059	(12)	(203)	(51)	235	
Other	(6)	(52)	(45)	(3)	67	(25)	48	(89)	92	131	214	(24)	76	67	130	

Net sales (Millions of yen)



Operating income (Millions of yen)



Quarterly Balance Sheet and Statement of Cash Flows



Balance sheet (Millions of yen)

	FYE Mar. 2016				FYE Mar. 2017				FYE Mar. 2018				FYE Mar. 2019			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Total current assets	74,107	77,218	78,898	69,959	63,208	65,776	75,523	69,315	70,265	76,770	82,913	73,614	73,361	73,013	70,263	
Cash and deposits	15,071	12,882	13,089	16,519	10,588	9,419	10,583	10,258	6,992	7,233	9,239	9,704	11,003	13,108	15,255	
Notes and accounts receivable - trade	26,141	30,650	32,196	24,444	22,779	22,031	27,396	19,479	18,817	20,534	27,107	22,243	19,939	19,324	22,174	
Other	32,895	33,686	33,613	28,996	29,841	34,326	37,544	39,578	44,456	49,003	46,567	41,667	42,419	40,581	32,834	
Total non-current assets	31,288	29,880	30,085	28,775	29,566	31,781	34,587	33,094	31,910	31,701	30,349	27,255	24,231	24,332	23,340	
Property, plant and equipment	23,017	22,396	22,293	21,995	23,335	23,749	26,445	25,945	25,157	24,914	23,727	21,120	18,768	18,922	18,357	
Intangible assets	1,745	1,699	1,584	1,534	1,436	1,383	1,435	1,429	1,451	1,435	1,409	1,300	1,259	1,182	1,139	
Investments and other assets	6,525	5,785	6,207	5,245	4,794	6,648	6,706	5,718	5,301	5,351	5,212	4,835	4,203	4,227	3,844	
Total assets	105,395	107,099	108,983	98,735	92,775	97,557	110,111	102,409	102,175	108,471	113,263	100,870	97,593	97,346	93,604	
Total current liabilities	30,206	32,325	35,224	29,111	27,062	32,087	37,073	29,390	29,106	33,227	34,594	25,953	25,748	24,338	26,788	
Notes and accounts payable - trade	15,466	16,398	17,215	13,096	10,939	15,425	19,428	15,512	14,605	16,103	19,157	13,113	11,295	9,535	9,184	
Short-term loans and bonds payable	5,931	6,373	8,420	7,329	7,757	8,296	7,233	5,240	7,011	8,170	5,728	4,603	7,322	6,952	9,953	
Other	8,809	9,554	9,589	8,686	8,366	8,366	10,412	8,638	7,490	8,954	9,709	8,237	7,131	7,851	7,651	
Total long-term liabilities	8,328	6,358	3,453	2,605	2,427	4,556	9,590	9,116	9,147	8,855	8,592	8,124	8,555	9,293	7,380	
Long-term debt and bonds payable	6,600	4,804	1,768	1,432	1,241	3,428	8,238	8,135	8,095	7,726	7,507	7,098	7,529	8,243	5,455	
Other	1,728	1,554	1,685	1,173	1,186	1,128	1,352	981	1,052	1,129	1,085	1,026	1,026	1,050	1,925	
Total net assets	66,860	68,415	70,305	67,017	63,285	60,913	63,447	63,901	63,922	66,388	70,076	66,792	63,289	63,714	59,436	
Shareholders' equity	56,573	59,195	61,650	60,954	61,282	60,057	58,247	58,972	59,099	60,887	63,845	62,077	58,634	58,155	54,328	
Accumulated other comprehensive income	6,401	5,131	4,666	1,924	(1,961)	(2,857)	1,393	620	633	1,230	1,691	(15)	263	975	154	
Non-controlling interests	3,885	4,088	3,987	4,138	3,964	3,713	3,807	4,309	4,188	4,270	4,539	4,731	4,391	4,583	4,952	
Total liabilities and net assets	105,395	107,099	108,983	98,735	92,775	97,557	110,111	102,409	102,175	108,471	113,263	100,870	97,593	97,346	93,604	

Statement of cash flows (Millions of yen)

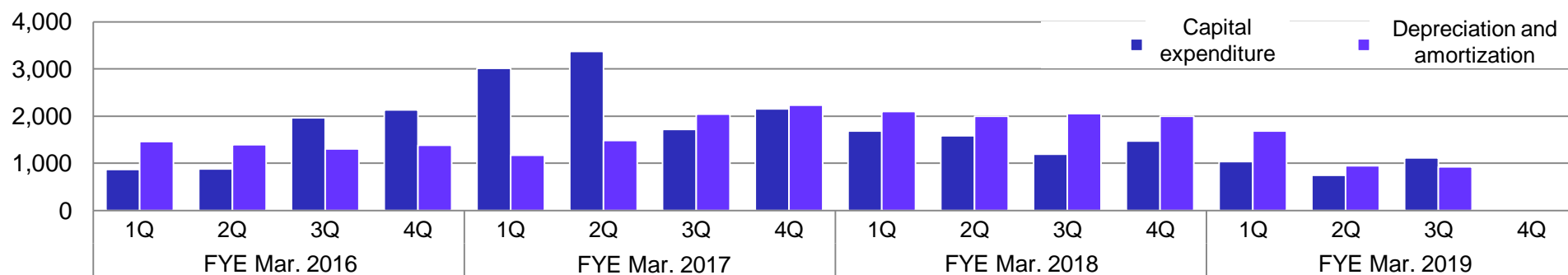
	FYE Mar. 2016				FYE Mar. 2017				FYE Mar. 2018				FYE Mar. 2019			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Operating activities	9,565	331	4,895	9,266	(1,015)	1,260	(106)	4,233	(2,243)	884	6,742	2,770	675	2,942	7,373	
Investing activities	(1,183)	(302)	(870)	(1,591)	(3,080)	(5,137)	(1,837)	(1,035)	(1,738)	(1,927)	(2,311)	(1,155)	(556)	(1,598)	(533)	
Financing activities	(2,429)	(1,265)	(1,500)	(1,482)	(330)	2,665	1,940	(2,585)	859	801	(3,188)	(1,331)	2,043	(885)	(3,315)	
Effect of exchange rate change on cash flow	381	(415)	151	(1,616)	(1,493)	(332)	1,089	(59)	(420)	140	377	(146)	(320)	510	(318)	
Net increase (decrease) in cash flow	6,333	(1,652)	2,678	4,575	(5,920)	(1,541)	1,085	556	(3,541)	(104)	1,622	137	1,840	972	3,204	
Cash flow at end of the period	12,257	10,606	13,283	17,858	11,938	10,397	11,481	12,037	8,495	8,392	10,013	10,150	11,991	12,962	16,167	

Quarterly Capital Expenditure, Depreciation and Amortization, and R&D costs

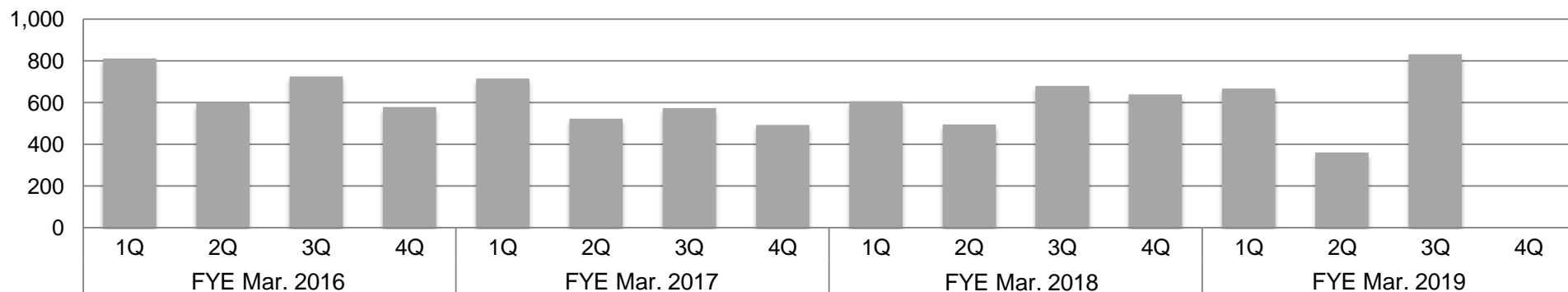
Capital expenditure, depreciation and amortization, and R&D costs (Millions of yen)

	FYE Mar. 2016				FYE Mar. 2017				FYE Mar. 2018				FYE Mar. 2019			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Capital expenditure	874	877	1,962	2,130	3,018	3,377	1,713	2,153	1,687	1,579	1,198	1,473	1,036	750	1,116	
Depreciation and amortization	1,466	1,394	1,302	1,380	1,166	1,485	2,037	2,234	2,103	1,999	2,057	1,996	1,680	951	921	
R&D costs	811	598	726	579	715	523	574	493	607	494	681	639	667	362	831	

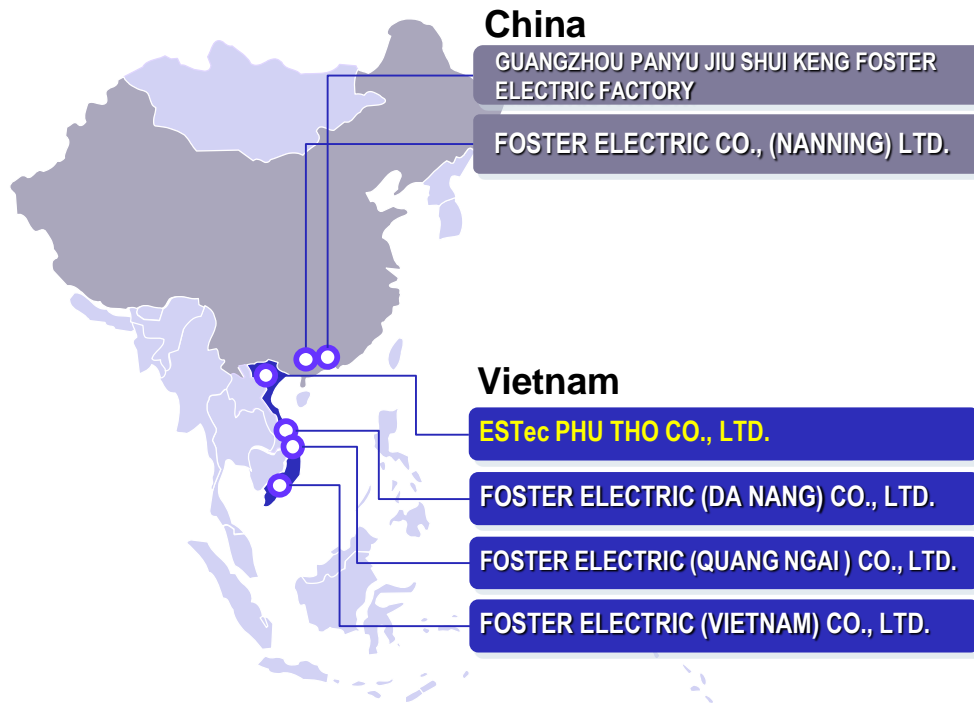
Capital expenditure and depreciation and amortization (Millions of yen)



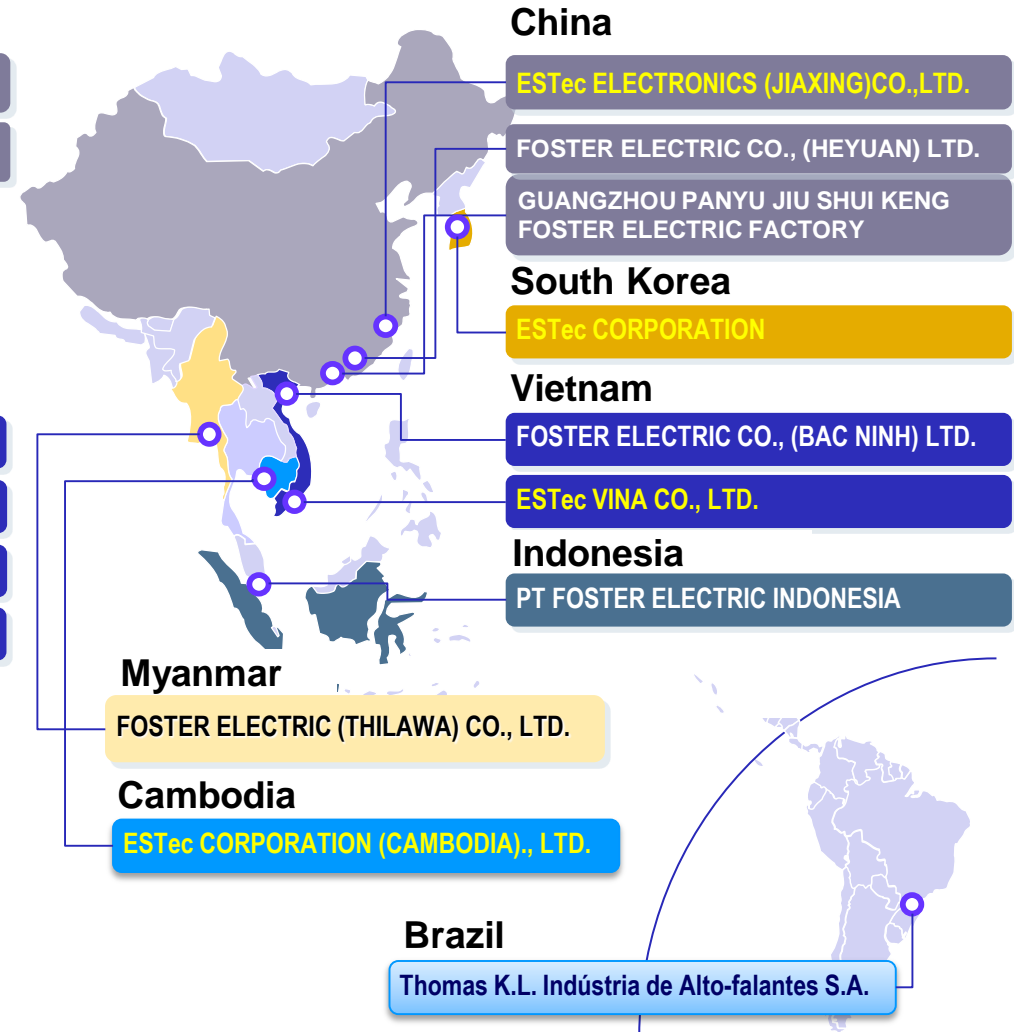
R&D costs (Millions of yen)



Headphones and Headsets



Speakers



(As of September 30, 2018)

[Notes]

The forecasts, plans, outlooks, etc. concerning the financial results for the current fiscal year and the future contained in this document are calculated based on information currently available and assumptions currently made on the risk and uncertain factors that may affect future earnings, etc. However, actual results may differ from the forecasts and estimates above due to various factors including but not limited to economic conditions of the business segments of the Group, business conditions of related markets and OEM customers, trends of competition and price competition in Japan and overseas, conditions of raw material markets, exchange rates, risk of overseas development, legal regulations in Japan and overseas, disasters and accidents, and share prices.

[Inquiries]

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