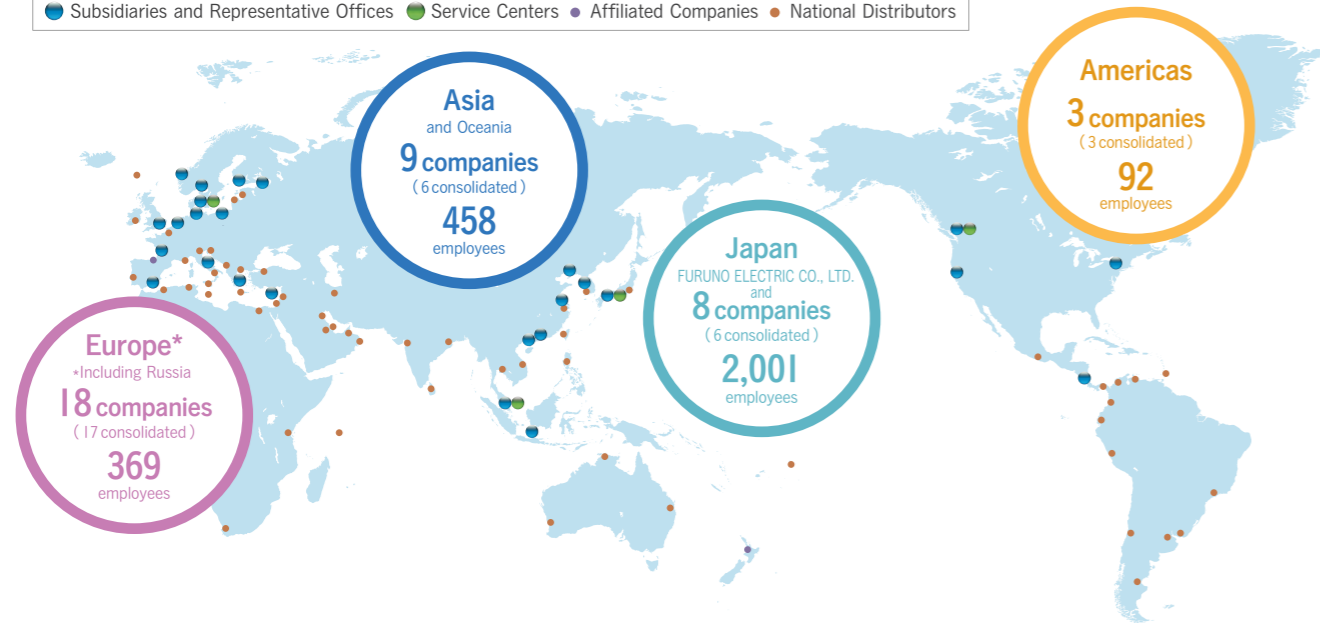


● Subsidiaries and Representative Offices ● Service Centers ● Affiliated Companies ● National Distributors



Europe

FURUNO (UK) LTD.
FURUNO NORGE A/S
FURUNO DANMARK A/S
FURUNO BROADBAND SERVICE CENTER ApS
FURUNO SVERIGE AB
FURUNO FINLAND OY
FURUNO POLSKA Sp. z o.o.
FURUNO DEUTSCHLAND GmbH
FURUNO EUROPE B.V.
FURUNO FRANCE S.A.S.
FURUNO ESPAÑA S.A.
FURUNO ITALIA S.R.L.
FURUNO HELLAS S.A.
FURUNO (CYPRUS) LTD
FURUNO EURUS LLC

Japan

FURUNO KYUSHU HANBAI CO., LTD.
FURUNO KANSAI HANBAI CO., LTD.
KYORITSU RADIO SERVICE CO., LTD.
FURUNO SYSTEMS CO., LTD.
FURUNO LIFEBEST CO., LTD.
FURUNO SOFTECH CO., LTD.
LABOTECH INTERNATIONAL CO., LTD.

Asia

FURUNO SHANGHAI CO., LTD.
FURUNO SOFTECH (DALIAN) CO., LTD.
FUNOTEC (DALIAN) CO., LTD.
FURUNO CHINA CO., LTD.
FURUNO HONG KONG CO., LTD.
PT FURUNO ELECTRIC INDONESIA
FURUNO KOREA CO., LTD.
FURUNO SINGAPORE PTE LTD

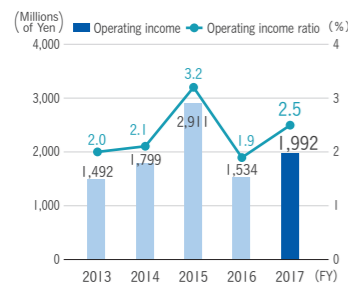
North America

FURUNO U.S.A., INC.
FURUNO PANAMA, S.A.

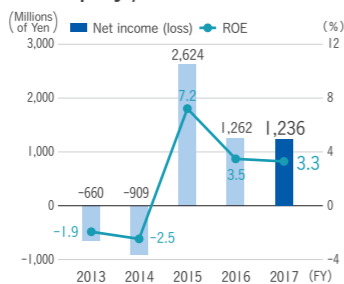
Financial Highlights (Consolidated)

Years ended the last day of February

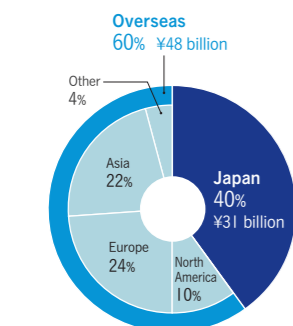
▶ Operating income / Operating income ratio



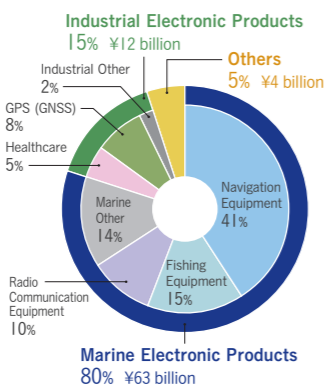
▶ Net income (loss) attributable to shareholders of the parent company / ROE



▶ Net sales by region



▶ Net sales by business



Company Outline

(as of February 28, 2018)

Company Name	FURUNO ELECTRIC CO., LTD.
Incorporated	May 23, 1951
Headquarters	9-52 Ashihara-cho, Nishinomiya City, Hyogo 662-8580, Japan
Capital	¥7,534 million
Number of Employees	2,920 (consolidated)
Consolidated Sales	¥79,050 million (\$703.7 million)*
President	Yukio Furuno
Website	http://www.furuno.com

*U.S. dollar amounts represent translations of Japanese yen at the approximate exchange rate in FY2017 of 112.34 yen = U.S.\$1.

• The information in this pamphlet is current as of June 1, 2018.
• All brand and product names are registered trademarks, trademarks or service marks of their respective holders.
• iPad and iPhone are trademarks of Apple Inc. registered in the U.S. and other countries.

Catalog No. CA000001239



Since our inception, FURUNO has been continually helping people see things that are beyond the realm of visibility. Through exhaustive research and development, we create and implement our innovative technologies to solve any problem, seen or unseen. This mentality resulted in our invention of the world's first fish finder.

However, the products FURUNO manufactures go far beyond making things visible.

By making the invisible visible, we encounter new possibilities that we weren't aware of before. This not only benefits those who directly use our instruments, but it also affects the lifestyles of many people beyond them.

By looking at things from a customer's point of view, we can see the problems at hand and find new possibilities that were previously beyond the realm of visibility.

And by analyzing the way we live, FURUNO continues to create new values that are not yet visible to the human eye.

CHALLENGE *the* INVISIBLE.

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- 13 Consideration for Our Customers
- 14 Working with Suppliers
- 14 Risk Management
- 14 Environmental Consciousness
- 15 Global Network / Corporate Information

■ Editorial Policy

This report was edited to combine the FURUNO Group Corporate Profile and CSR Report to make the group's business activities easy to understand. The CSR Report summarizes efforts toward society, governance and environment.

■ Period Covered

March 1, 2017 – February 28, 2018
(some content from March 2018 onward also included)

■ Scope

This report covers the activities of FURUNO Group companies, primarily those of FURUNO ELECTRIC CO., LTD. The environmental report primarily covers the environmental activities of the ISO 14001-certified Headquarters, Miki Factory, and FURUNO INT Center.

PRESIDENT'S MESSAGE

Achieve better safety and peace of mind to bring about an environmentally friendly society

FURUNO ELECTRIC CO., LTD. (FURUNO) was the first company in the world to successfully commercialize a fish finder in 1948, and in the more than half century since that time, we have contributed to the progress of society and industry by offering cutting-edge, innovative electronic devices that serve customers' needs. "Contributing to the society by creating new values" is what we consider as our role in the society and this spirit is regarded as the most important value to be borne by all of our employees and is clearly stated in our management principles.

"SPC & I" embodies the basis upon which we create new values. By "Integrating" our knowledge, experience and know-how derived from our business activities together with our three technical core competencies, "Sensing", "Processing" and "Communication", we shall strive to continually provide solutions that are of value to our customers on a globe scale.

Our fields of business have extended from our main business field of the maritime industry to medical as well as ICT industries. It is our mission in our business activities to continually contribute to the society by "achieving better safety and peace of mind to bring about an environmentally friendly society", and we shall continue to strive to achieve that end.

We respectfully appreciate your thorough understanding and support.

- A company exists to serve society.
- Its management must be creative.
- The happiness of its employees comes with the growth of a company.



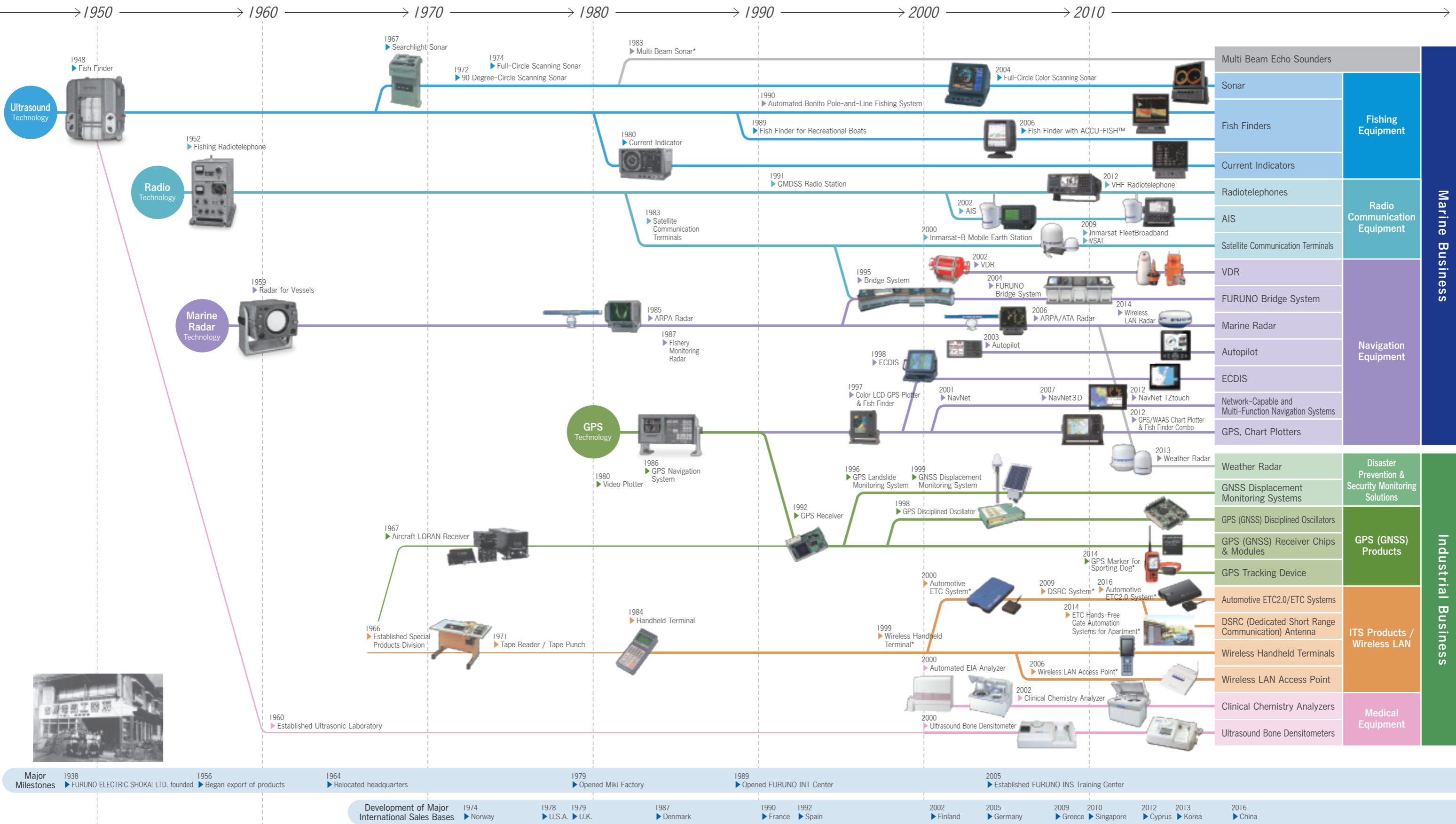
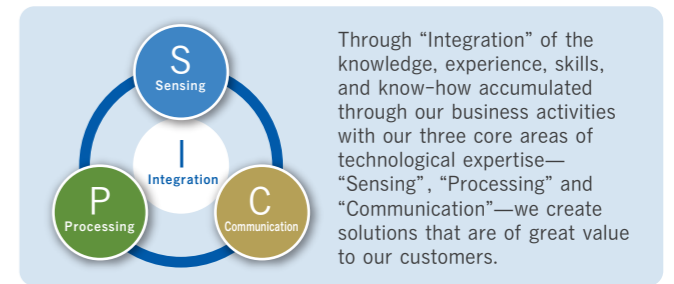
- Technology for Visibility
- Moving forward to the future
- Standing firm to seek creativity
- Challenging for the best
- Respecting sincerity

President *Yukio Furuno*



FURUNO will contribute to the development of society and industry previously invisible, using our SPC core competencies and our

by giving visual form to that accumulated know-how.



*Japan market only

Marine Business

FURUNO equipment supports safe, worry-free navigation.

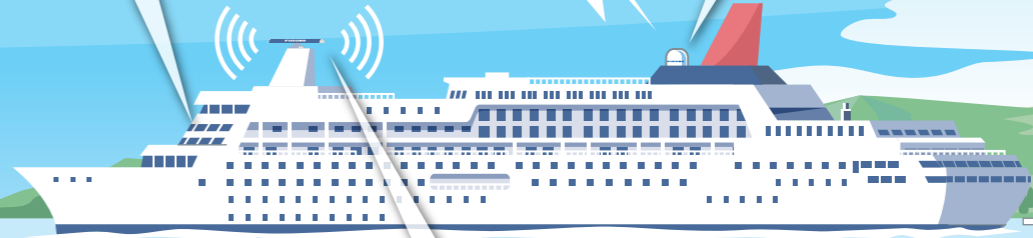
Since successfully commercializing the world's first fish finder in 1948, FURUNO has met customer needs by developing and marketing various types of navigation and communications equipment. Today, we offer equipment to ensure safety, peace of mind, and higher efficiency for a wide variety of ships, from large merchant vessels, to fishing boats and recreational boats.

Merchant

VDR (Voyage Data Recorder)
VDR records and stores navigation data and information. This data is obtained from onboard sensors, and can be analyzed in the event of a marine accident to pinpoint the cause and prevent further recurrence.

Merchant Fishing Recreational Government

Satellite Communications Equipment / Service
We offer communications equipment and services employing communications satellites. This enables telephone and facsimile communication with the shore, as well as onboard connectivity to the Internet.



Merchant Fishing Recreational Government

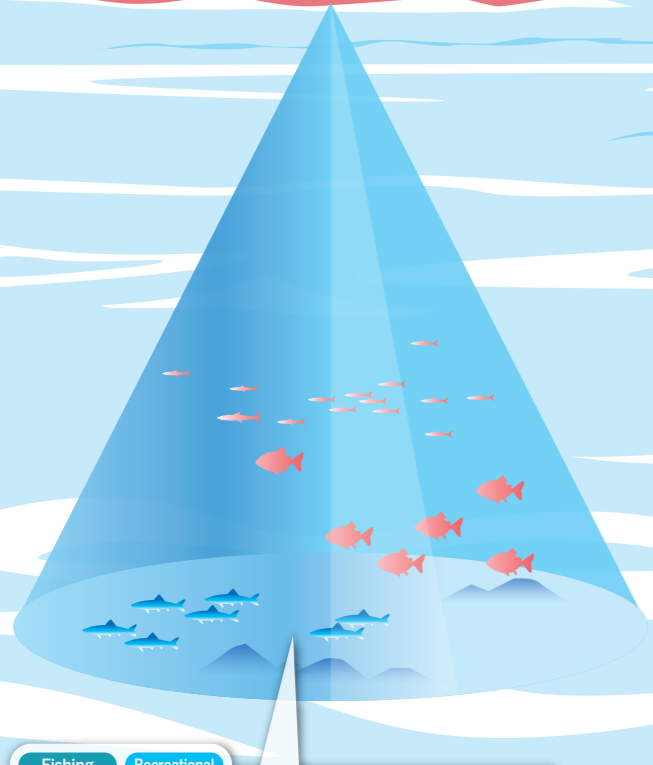
AIS (Automatic Identification System)
AIS allows for ship information (e.g., ID, position, heading direction) to be exchanged among ocean-going ships and vessels. These systems help prevent collisions and ensure safe navigation. They also make it possible to detect ships, which do not appear on radar because they are hidden in the shadow of islands.

Merchant Fishing Recreational Government

Radar
Radar acts as the eyes of a ship, sending out radio waves as a means of detecting other vessels and obstructions in the surrounding area. Radar allows ships to navigate safely, even when dense fog reduces visibility.

Fishing Government

Coastal Monitoring System
These systems monitor the sea and harbor by combining surveillance radar, surveillance cameras and other equipment. They support a broad array of applications, from wide-range surveillance for marine traffic control, to surveillance over a limited range such as fishing grounds and aquaculture areas.



Recreational

Autopilot
Linked to the steering system and heading sensors, the autopilot automatically controls the ship to maintain the course, making steering much easier for the captain.

Merchant Fishing Recreational Government

GPS, Chart Plotter
Navigating in the open seas requires accurate assessment of one's current position. GPS chart plotters pinpoint a vessel's position based on radio waves sent from GPS satellites. The position is displayed on a simplified navigational chart.

Fishing Recreational

Fish Finder / Sonar
These systems detect fish schools using ultrasound waves, which travel in straight lines as they penetrate the water and bounce back to the original source after hitting fish, the seabed or other objects. The depth and distance to schools of fish can be calculated based on the time it takes for the ultrasound waves to return.

Fishing Recreational Government

Radiotelephone
A means of communication while at sea, used in times of distress or emergency and to receive maritime safety information (navigation warnings, weather information, etc.)



For Merchant Vessels



For safe and efficient navigation

As part of our mission to contribute to safe and efficient navigation, FURUNO offers a variety of navigation and communications equipment. These products are designed for all types and sizes of merchant vessels, carrying both people and goods. With regards to newly-built vessels, we have built up a track record and global network commensurate with our top market share. Leveraging these assets, our business spans from new vessel construction to upkeep and lifecycle maintenance and retrofitting.



Marine Radar

Detects nearby vessels or obstructions using radio waves. Among many features that support safe navigation, our latest marine radar products automatically eliminate unwanted echoes and adjust the radar images according to sea conditions.

(Model FAR-23x8 series)



(Model FMD-3100 / 3200 / 3300)

ECDIS (Electronic Chart Display and Information System)

This system supports course planning and navigation monitoring. The FURUNO ECDIS allows for smooth display switching between information from various types of equipment connected to the network. It contributes to safer and more efficient navigation by realizing natural operation based on an intuitive understanding of current conditions.



(Model FV-110)

Inmarsat

This system provides high-speed broadband communication while at sea anywhere in the world. In addition to operational communications, it contributes significantly to crew welfare by allowing communication with their families.

For Recreational Boats & Small Workboats



For safe and comfortable life at sea

FURUNO offers high-quality products for users of all types of recreational boats, including sport fishing boats, sailboats and yachts. While continuing to supply innovative and highly reliable products to the users of small workboats, such as coastal security vessels and tug boats, we are expanding our efforts to enhance customer value.



(Model TZT2BB)

Multi-Function Display

This device integrates everything needed for navigation at sea. It is equipped with a touchscreen that provides easy intuitive operation by using a single finger. Plotter and radar screen operations can also be performed at will.



(Model GP-1971F)

GPS/WAAS Chart Plotter

Fish finder with GPS navigation. Shows bathymetry chart on screen to check your own position and course as you enjoy fishing.



(Model DRS6A-NXT / DRS4D-NXT)

Solid State Doppler Radar

This radar not only detects vessels in the vicinity, but also identifies birds and rain clouds. Obstructions that are approaching your own vessel are automatically displayed in a different color to support safe navigation.

For Fishing Vessels



For safe fishing and sustainable use of fishery resources

Since our founding, FURUNO has offered electronic fishing equipment to modernize and improve the efficiency of commercial fishing. FURUNO is working to develop fisheries with resource management, through the fishery consulting capability that we have previously cultivated in countries around the world, and by providing products and services that are both innovative and optimally suited for the market.



(Model FCV-1900B)

Hi-Res TruEcho CHIRP Fish Finder

Displays images in high resolution at various detection depths. This allows you to accomplish previously difficult functions such as detecting fish schools in shallow seas, as well as identifying individual fish swimming in tightly packed schools, which makes for easy identification of fish shadows.



(Model CH-600)

Dual-Frequency Searchlight Sonar

Find fish at distance and in a full 360° circle around your own ship. The system features an optimal display for distinguishing schools of small fish such as sardines and whitebait for efficient fishing.



(Model FM-4800)

Radiotelephone

This system supports safe and efficient operations with communication capabilities for transmitting and receiving not only voice communication, but also data. It also has a unit for ascertaining the real-time position of other vessels in addition to one's own vessel.

► **TOPICS** | An entirely new way of maneuvering your boat using gestures!



By using Bluetooth signals, it is possible to control the Autopilot from anywhere on the boat within 10 meters.



*Signal connection distance may vary.



NAVpilot
NAVpilot-300

An autopilot system automatically controls the rudder so that the boat travels in the direction you set. FURUNO's NAVpilot series accurately maintains your set course with stable, optimal, automatic steering by taking vessel speed and hull shape into account and responding to changes in sea conditions. FURUNO's latest NAVpilot-300 autopilot features a custom Gesture Controller wireless remote control to change course or switch steering modes from anywhere on the boat. You can change direction while fishing from the bow with just a gesture. This cutting-edge feature enables stress-free steering.

FURUNO

Business Fields II

Industrial Business

FURUNO products are at work in many areas of daily life.

Based on technology developed for marine electronic equipment, FURUNO has expanded into new fields, including medical equipment and ICT devices, such as GPS and ITS (intelligent transportation systems) products. Our aim is to realize a comfortable society with greater safety and peace of mind.

GPS / ITS

GPS (GNSS) Disciplined Oscillator

Receiving GNSS satellite signals, these devices generate a high-precision reference frequency and a 1-second pulse accurately synchronized with UTC (Coordinated Universal Time). They are utilized in mobile phone base stations and broadcast relay stations for terrestrial digital TV.

Disaster/Security Monitoring

Meteorological Monitoring and Analyzing System

As an application of small marine radar, we offer compact, low-cost weather radar, which can be installed at multiple locations. The system observes rain clouds, predicts sudden localized heavy downpours, and helps to mitigate damage due to regional disasters.

Disaster/Security Monitoring

GNSS Displacement Monitoring System

These systems determine displacement of features such as the earth's crust, the ground and man-made structures by using GPS (GNSS) based precision positioning technology. They are used for tasks such as monitoring volcanic activity and landslides, as well as managing safety and determining impact on the surrounding area during construction of high-rise buildings.



Medical

Clinical Chemistry Analyzer

These analyzers automatically take precise measurements of enzymes, fats, sugars, proteins and other substances in the blood.



Medical

Ultrasound Bone Densitometer

Devices that measure bone density by applying ultrasound to the heel bone, enabling quicker and safer screening than X-ray equipment.



GPS / ITS

DSRC (Dedicated Short Range Communication) System

Installed at a parking lot entrance, construction site entry gate or similar location, these systems enable exchange of vehicle information and other data with ETC systems. The result is smoother access, improved safety and enhanced security.

GPS / ITS

Automotive ETC2.0/ETC System

These terminals allow for toll payment processing on toll roads without the need to bring the vehicle to a halt. Recently, applications have broadened to vehicle access control at parking lots and construction sites.

GPS / ITS

GPS (GNSS) Receiver

These high-precision position sensors can accurately pinpoint their current position anywhere on earth by receiving and processing signals from GPS (GNSS) satellites. These units are incorporated into automotive devices such as navigation systems, operation management terminals and car-to-car communication terminals. They are also used in mobile devices including mobile phones.

Wireless LAN

Wireless Handheld Terminal

These terminals are for central management of information and work support using a wireless LAN system. They make various kinds of work quicker and more efficient through real-time management of work status and product data at distribution warehouses, shopping centers, production sites and elsewhere.



Wireless LAN

Wireless LAN Access Point

These devices create an environment enabling wireless use of the Internet, at locations such as train stations, cafés and hotels. They allow connection to the Internet regardless of mobile carrier, resulting in growing demand at educational facilities, such as schools and private tutoring schools, as well as at hotels, tourist spots and other areas that attract tourists.



Healthcare



For a support of healthy life

We are expanding our business into the healthcare field, especially medical care, and are providing products for the early prevention of disease and monitoring treatment, utilizing the sensing technology which we have cultivated in the maritime field. Our medical products contribute to people staying healthy by minimizing healthcare costs.



(Model CA-800)

Clinical Chemistry Analyzer

This analyzer contributes to early diagnosis and prevention of disease by measuring the composition of samples such as blood and urine. FURUNO provides small- to medium-sized analyzers and these product lines realize high-quality medical care while reducing the burden of introducing new equipment at healthcare facilities.



(Model CM-300)

Ultrasound Bone Densitometer

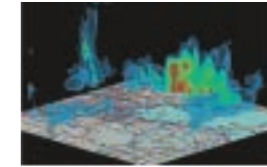
This device measures bone density safely by using ultrasound. Measurement operation is simple and easy-to-use while the product itself has a compact and portable design. The device is best suited for osteoporosis screening tests and will contribute to early diagnosis of osteoporosis and reduction in medical costs.

Disaster Prevention & Security Monitoring Solutions



For a safe, worry-free society

FURUNO is providing system solutions to support everyday safety and peace of mind by offering systems that predict meteorological events, such as sudden localized heavy downpours, with weather radar, and geological events such as volcanic activity and landslides using ground displacement monitoring systems.



(Model WR100)

Meteorological Monitoring and Analyzing System

This system provides detailed analysis of the movement speed and tracks the development of cumulonimbus clouds that bring sudden localized heavy downpours, and can display the information as a high-precision 3-dimensional observation image. The compact and lightweight design is easy to install and useful in cities for flood control measures, and in transportation management applications for railways and roads, thus contributing to a higher level of disaster preparedness.



(DANA Model MG-87)

GNSS Displacement Monitoring System

This remote automatic monitoring system measures displacement of terrain and structures over the long term. It monitors terrain displacement to help avoid danger from volcanic activity, landslides, dam/tunnel construction, and similar conditions, and ensures people's safety and security by mitigating disasters.

Communications & GNSS Solutions



For a safer and more convenient society

We supply solutions for movement monitoring and time synchronization utilizing Global Navigation Satellite System (GNSS) and Dedicated Short Range Communication (DSRC) technologies. We also provide equipment for Intelligent Transportation Systems (ITS). We are expanding our business to realize a safer and more convenient society.



(Model GF-8705)

Multi-GNSS Disciplined Oscillator

Receives GNSS satellite signals and outputs a highly accurate time pulse and stable frequency. Suitable for receiving GNSS signals even in harsh environments, the oscillator helps to improve social infrastructure, and is ideal for digital terrestrial broadcasting and fifth-generation wireless systems (5G) for mobile phone communications.



(Model FNK-M100)

Automotive ETC2.0/ETC Systems*

This device allows vehicles to pass through places such as toll gates on toll roads without stopping. With GPS built-in, it can also supply information by voice to help drivers avoid traffic congestion and drive safely.



Vehicle Management Solution

With automatic identification and IoT technologies that utilize in-vehicle ETCs, our vehicle management solutions allow automation of vehicle entry/exit, guidance, and management, and can be used to improve operational efficiency and save labor at logistics facilities.

Wireless LAN Systems / Electromagnetic Environment Testing Services



For greater comfort and safety in society

Using wireless technologies we provide product management systems along with wireless LAN access points that improve Internet connectivity. We also provide services to measure the electromagnetic compatibility of devices, supporting improvements in the safety and reliability of devices.



ACERA (ACERA 1020)

Wireless LAN Access Point*

Access points are devices that enable a wireless connection to the Internet regardless of the users' mobile carrier contract. They provide a pleasant Wi-Fi environment in companies, schools, and other types of locations.

Note: This product is handled by FURUNO SYSTEMS CO., LTD.



finpad (finpad 800f)

Wireless Handheld Terminal*

These mobile data terminals acquire data by scanning bar codes. The information gathered can then be managed centrally. They make various kinds of work faster and more efficient through the real-time management of product data at distribution warehouses, shopping centers, and other facilities.

Note: This product is handled by FURUNO SYSTEMS CO., LTD.



Electromagnetic Environment Testing Service*

This service allows one to confirm product safety and reliability by measuring the electromagnetic compatibility of electronic devices.

Note: This product is handled by LABOTECH INTERNATIONAL CO., LTD.

*Japan market only

CSR Initiatives

FURUNO Contributes to Society by Creating New Value

Consideration for Our Customers

Providing Added Value in R&D

FURUNO develops unique ship steering support solutions for safe, secure and efficient sea navigation. FURUNO is seeking early implementation of systems such as: a planning terminal for planning routes on electronic charts displayed on large high-resolution 4K screens using touch screen operation (navigation plan creation support system); an AR navigation system that uses augmented reality technology to superimpose navigational information for other vessels onto footage taken using cameras onboard your vessel, supporting your crew in steering and lookout duties through better visibility; and tablet solutions for remotely monitoring key navigational equipment on board.

The AR navigational information display system of the future proposed by FURUNO



Thorough Quality Management for Safety and Peace of Mind

To provide products that our customers can use with confidence, FURUNO has acquired certification under the ISO 9001 international standard for quality management systems. To ensure that our products function properly in the harshest environments, we also set our own quality standards and employ reliability assessment techniques at each stage of development. Based on such standards we are able to achieve optimal quality for the countries and regions, the environment and applications in which each product is used. Marine electronic equipment is used in an extremely hostile environment, therefore, we test the equipment under a wide range of environmental conditions including temperature, moisture, and vibration. We also perform repeated EMC testing* so customers can use our products with peace of mind.



EMC testing of a radar antenna

*Test for the possibility of electromagnetic interference with other equipment and effects on the human body

A Global Service System for Satisfaction

FURUNO has four service centers—located in Japan, the U.S.A., Germany and Singapore—together with authorized distributors in more than 40 countries. Our online Service Management System (SMS) allows information to be shared among distributors and service centers related to equipment installation and maintenance for each vessel, which enables quick response for repairs and maintenance.

To get the maximum benefit from these systems and to contribute to safe navigation requires not only high product quality but also local guidance on proper installation, settings, and operation to optimize the equipment use. We therefore train service technicians with a comprehensive educational curriculum based on guidelines that cover all of the basic technology. Our subsidiaries outside of Japan also provide guidance to shipyards on equipment and installation procedures, and actively host seminars for customers to explain how to properly operate the equipment.



Working with Suppliers

Free Competition and Fair Trade

The FURUNO Group's Code of Conduct explicitly states: "We will comply with laws and regulations as well as social ethics of each country and region, international rules, business contracts, and internal rules." We set up opportunities for fair trade both inside and outside of Japan, and carry out procurement based on a fair evaluation from the standpoint of QCD+E (Q: Quality, C: Cost, D: Delivery time, E: Environment). Our fundamental policy is to comply with all laws and societal norms, and build relationships of mutual trust with our suppliers, based on which we strive to build and maintain healthy partnerships.



Presentation on supplier policy

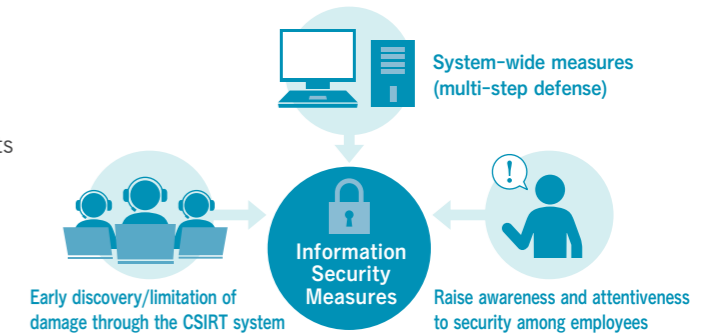
Risk Management

Proper Trade Control

In order to ensure the proper implementation of security export controls aimed at maintaining international peace and security, FURUNO's President is the chief executive responsible for setting up the control system. Regarding cargo and technologies for export, we determine if anything is on a list subject to control and strictly implement screening of the prospective consumer and uses involved in each trade.

Information Security Measures

Because system-wide measures are unable to completely prevent increasingly sophisticated cyberattacks, FURUNO publishes an in-house newsletter on security and conducts drills simulating a cyberattack to raise awareness of and attentiveness to security among employees. We are also building a new CSIRT (Computer Security Incident Response Team) system to carry out an initial response should a cyberattack get through our defensive systems, which will reduce risk and quickly mitigate any damage.



Environmental Consciousness

With global environmental issues becoming more serious, FURUNO considers the environment to be one of our vital management issues. The core mainstays of our environmental policy are protection of the global environment, the creation of a recycling-oriented society, and conservation of biodiversity. We are working to manufacture products that have low environmental impact and to reduce impact in our business activities in the effort to achieve sustainability in society.

