# Business Results for Second Quarter, FY2008 

Nov. 112008
Hirose Electric
Co., LTD

## Cautionary Statement

In this material, there are descriptions based on current estimation by Hirose Electric.
Hirose cautions you that a number of important risks, uncertainties and others could cause actual results to differ materially from those discussed in the *forwardlooking statements. Thank you for your understanding.
*Forward-looking statements include, but are not limited to, those statements using words such as "believe," "expect," "plans," "strategy," "prospects," "forecast," "estimate," "project," "anticipate," "aim," "may" or "might" and words of similar meaning in connection with a discussion of future operations, financial performance, events or conditions. These statements are based on management's assumptions and beliefs in light of the information currently available to it.

|  | $\begin{gathered} \text { (A)FY2007 } \\ 1 \mathrm{Q} \& 2 \mathrm{Q} \\ \hline \end{gathered}$ | (B)FY2008 | (B)-(A) | (B)(A) |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 555.0 |  |  |
| Sales <br> (COGS Ratio) | $\begin{array}{r} 588.6 \\ (52.8 \%) \end{array}$ | $\begin{array}{r} 550.4 \\ (55.4 \%) \end{array}$ | $\begin{gathered} -38.2 \\ (+2.6 \%) \end{gathered}$ | -6.5\% |
| (SGA Ratio) Operating | (15.8\%) | $150.0 \quad$ (17.1\%) | (+1.3\%) |  |
| Profit | 184.9 | 151.3 | -33.6 | -18.2\% |
| (\%) | 31.4\% | 27.5\% | (-3.9\%) |  |
| Ordinary |  | 162.0 |  |  |
| Profit | 197.9 | 163.5 | -34.4 | -17.4\% |
| (\%) | 33.6\% | 29.7\% | (-3.9\%) |  |
|  |  | 93.0 |  |  |
| Net Profit | 117.1 | 96.9 | -20.2 | -17.3\% |
| (\%) | 19.9\% | 17.6\% | (-2.3\%) |  |
| Total Assets | 2,732.5 | 2,685.9 | -46.6 | -1.7\% |
| Shareholder's Equity Ratio | 87.9\% | 88.5\% |  |  |
| Income per share | 303.69Yen | 256.71Yen |  |  |

(hundred millions of yen)

| Major Changes over the prior same period (hundred millions of yen) |  |
| :---: | :---: |
| [Sales] 38.2 decrease <br> Foreign <br> Hirose Subsidiaries <br> -28.5 -9.7 |  |
| [COGS Ratio] 2.6 point increase |  |
| Purchase Cost Ratio 47.3\% => 48.8\% <br> Depreciation Ratio 5.5\% => 6.5\% |  |
| [SGA Ratio] 1.3 point increase Increase in IT related cost, etc. |  |
|  |  |
| [Non-operating expenses] |  |
| Equity method profit 4.3=>1.9 <br> Interest received and dividend $6.6=>8.5$ |  |



Sales and Profits by Quarter (FY2006/1Q-FY2008/2Q)

(hundred millions of yen)

| Account | (A)Mar. 31, 2008 | (B)Sep. 30, 2008 | (B)-(A) | Remarks |
| :---: | :---: | :---: | :---: | :---: |
| Cash and Cash in bank | 1,252.5 | 1,265.4 | 12.9 | Small increase of cash in Koriyama Hirose and Foreign subsidiaries. |
| Trade Receivables | 312.1 | 306.0 | -6.1 | Increase in foreign sales ratio.(2007/Q4 52.2\%---2008/2Q 58.1\%) |
| Investment Securities | 533.2 | 521.4 | -11.8 | Stock prices fallen. |
| Others | 585.8 | 593.1 | 7.3 |  |
| Total Assets | 2,683.6 | 2,685.9 | 2.3 |  |

Changes in Consolidated Balance Sheet

| Account | (A)Mar. 31, 2008 | (B)Sep. 30, 2008 | (B)-(A) | Remarks |
| :---: | :---: | :---: | :---: | :---: |
| Notes payables and Accounts payables <br> Income Tax Payables, etc. <br> Others | 162.7 <br> 58.8 <br> 89.4 | 160.5 <br> 64.3 <br> 85.0 | $\begin{gathered} -2.2 \\ 5.5 \\ -4.4 \end{gathered}$ | Purchase decrease <br> Tax payment -54 <br> Tax appropriated +63 <br> Accounts payable -3.2 |
| Total Liabilities | 310.9 | 309.8 | -1.1 |  |
| Retained Earnings <br> Treasury Stocks <br> Valuation Variance <br> Translation Adjustment <br> Others | $\begin{array}{r} 2,388.3 \\ -265.0 \\ 25.6 \\ -14.2 \\ 238.0 \end{array}$ | $\begin{array}{r} 2,454.3 \\ -315.2 \\ 23.9 \\ -25.2 \\ 238.3 \end{array}$ | 66.0 $-50.2$ <br> $-1.7$ <br> -11.0 <br> 0.3 | Net income 96.9 - Dividend 30.2 <br> Stock prices fallen <br> Adjustment due to strong yen. |
| Total Shareholder's Equity | 2,372.7 | 2,376.1 | 3.4 |  |
| Total Liabilities and Shareholder's Equity | 2,683.6 | 2,685.9 | 2.3 |  |

(hundred millions of yen)

|  | (A)FY2007, Q2 | (B)FY2008, Q2 | (B)-(A) | Main Changes |
| :---: | :---: | :---: | :---: | :---: |
| Cash Flows from Operating Activites | 163.4 | 141.6 | -21.8 |  -35.1 <br> Pre-tax income decrease -15.4 <br> Accounts payable decreast -10.0 <br> Inventories increase 5.8 <br> Depreciation increase 23.7 <br> Accounts receivable decre، 17.7 <br> Corporation tax  |
| Cash Flows from Investing Activities | -71.6 | -120.6 | -49.0 | Increase of time deposit <br> over 3 month's period -61.6 <br> Expenditure of tangible <br> fixed assets decrease 11.2 |
| Cash Flows from Financing Activities | -109.0 | -80.4 | 28.6 | Acquisition of treasury stock $\quad 29.7$ ('07. Apr.-Sep.: $79.8=>$ '08.Apr.-Sep.: 50.1) |
| Effect of exchange rate change | 0.4 | -1.0 | -1.4 |  |
| Decrease in cash and cash equivalents | -16.8 | -60.3 | -43.5 |  |
| Cash and cash equivalents, beginning balance | 1,244.8 | 602.5 | -642.3 |  |
| Cash and cash equivalents, ending balance | 1,228.0 | 542.2 | -685.8 |  |



From FY2008, with the updated database, we will be classifying the proportion ratio as the above.
Based on this, the number of FY2007 first half is indicated in similar classification.

FY2007
First halfFY2008
First half
*1 Computer Related Equipment - Notebook PC not included.
*2 Wireless Communication - Mobile phone not included.


Capital Investment \& Depreciation Change



Composition of Shareholders


|  | *"Previous" regarding the Business forecast of FY2008 on August 7th, FY2008 |  |  |  |  |  |  |  | (hundred millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Previous Forecast(FY2008) |  |  | New Forecast(FY2008) |  |  | First half Over the previous official amount |  | Second half <br> Over the previous official amount |  | For the Year Over the previous official amount |  |
|  | $\begin{aligned} & \hline \text { First } \\ & \text { half } \end{aligned}$ | $\begin{gathered} \text { Second } \\ \text { half } \end{gathered}$ | For the Year | $\begin{gathered} \hline \text { First half } \\ \text { (Actual) } \\ \hline \end{gathered}$ | Second half | For the Year | $\begin{array}{\|c} \text { Amount } \\ \text { Changes } \end{array}$ | $\begin{gathered} \hline \% \\ \text { Change } \end{gathered}$ | Amount Changes | $\begin{gathered} \hline \% \\ \text { Change } \end{gathered}$ | Amount Changes | $\begin{gathered} \text { \% } \\ \text { Change } \end{gathered}$ |
| Sales <br> (COGS Ratio) | $\begin{aligned} & 555.0 \\ & (55.8 \%) \end{aligned}$ | $\left\|\begin{array}{l} 605.0 \\ (56.0 \%) \end{array}\right\|$ | $\begin{array}{r} 1,160.0 \\ (55.7 \%) \end{array}$ | $\begin{array}{r} 550.4 \\ (55.4 \%) \end{array}$ | $\begin{array}{r} 479.6 \\ (58.2 \%) \end{array}$ | $\begin{array}{r} 1,030.0 \\ (56.7 \%) \end{array}$ | -4.6 | -0.8\% | -125.4 | -20.7\% | -130.0 | -11.2\% |
| Operating Profit <br> (\%) | $\begin{array}{\|r\|} 150.0 \\ 27.0 \% \end{array}$ | 175.0 28.9\% | 325.0 $28.0 \%$ | $\begin{array}{r} 151.3 \\ 27.5 \% \end{array}$ | $\begin{array}{r} 108.7 \\ 22.7 \% \end{array}$ | $\begin{array}{r} 260.0 \\ 25.2 \% \end{array}$ | 1.3 | 0.9\% | -66.3 | -37.9\% | -65.0 | -20.0\% |
| Ordinary Profit <br> (\%) | $\begin{array}{r} 162.0 \\ 29.2 \% \end{array}$ | $\begin{gathered} 188.0 \\ 31.1 \% \end{gathered}$ | $\begin{array}{r} 350.0 \\ 30.2 \% \end{array}$ | $\begin{array}{r} 163.5 \\ 29.7 \% \end{array}$ | $\begin{array}{r} 116.5 \\ 24.3 \% \end{array}$ | $\begin{array}{r} 280.0 \\ 27.2 \% \end{array}$ | 1.5 | 0.9\% | -71.5 | -38.0\% | -70.0 | -20.0\% |
| Net Income (\%) | $\begin{gathered} 93.0 \\ 16.8 \% \end{gathered}$ | $\begin{array}{r} 112.0 \\ 18.5 \% \end{array}$ | $\begin{array}{r} 205.0 \\ 17.7 \% \end{array}$ | $\begin{gathered} 96.9 \\ 17.6 \% \end{gathered}$ | $\begin{gathered} 68.1 \\ 14.2 \% \end{gathered}$ | $\begin{array}{r} 165.0 \\ 16.0 \% \end{array}$ | 3.9 | 4.2\% | -43.9 | -39.2\% | -40.0 | -19.5\% |
| Income per share | - | - | 2.49Yen | - | - | 42.35Yen |  |  |  |  |  |  |
| Dividend per share | 80Yen | 80Yen | 160Yen | 80Yen | 80Yen | 160Yen |  |  |  |  |  |  |
| Dividend payout ratio | - | - | 29.5\% | - | - | 36.2\% |  |  |  |  |  |  |


|  | (hundred millions of yen) |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Actual (FY2007) |  |  | New Forecast (FY2008) |  |  | First half Over the same period |  | Second half Over the same period |  | For the Year Over the prior year |  |
|  | $\begin{aligned} & \hline \text { First } \\ & \text { half } \end{aligned}$ | $\begin{gathered} \text { Second } \\ \text { half } \end{gathered}$ | For the Year | First half | Second half | For the Year | $\begin{aligned} & \text { Ammunts } \\ & \text { changes } \end{aligned}$ | $\begin{gathered} \hline \% \\ \text { Change } \end{gathered}$ | $\begin{aligned} & \text { Amounts } \\ & \text { changes } \end{aligned}$ | $\begin{array}{\|c\|} \hline \% \\ \text { Change } \end{array}$ | $\begin{aligned} & \text { Amouns } \\ & \text { changes } \end{aligned}$ | $\begin{gathered} \hline \text { \% } \\ \text { Change } \end{gathered}$ |
| Sales <br> (COGS Ratio) | $\left\|\begin{array}{l} 588.6 \\ (52.8 \%) \end{array}\right\|$ | $\begin{aligned} & 591.8 \\ & (55.6 \%) \end{aligned}$ | $\begin{array}{r} 1,180.4 \\ (54.2 \%) \end{array}$ | $\begin{array}{r} 550.4 \\ (55.4 \%) \end{array}$ | $\begin{array}{r} 479.6 \\ (58.2 \%) \end{array}$ | $\left\|\begin{array}{r} 1,030.0 \\ (56.7 \%) \end{array}\right\|$ | -38.2 | -6.5\% | -112.2 | -19.0\% | -150.4 | -12.7\% |
| Operating Proft (\%) | $\begin{array}{r} 184.9 \\ 31.4 \% \end{array}$ | $\begin{array}{r} 169.6 \\ 28.7 \% \end{array}$ | $\begin{array}{r} 354.5 \\ 30.0 \% \end{array}$ | $\begin{array}{r} 151.3 \\ 27.5 \% \end{array}$ | $\begin{array}{r} 108.7 \\ 22.7 \% \end{array}$ | $\begin{array}{r} 260.0 \\ 25.2 \% \end{array}$ | -33.6 | -18.2\% | -60.9 | -35.9\% | -94.5 | -26.7\% |
| Ordinary Profit (\%) | $\begin{array}{r} 197.9 \\ 33.6 \% \end{array}$ | $\begin{array}{r} 181.9 \\ 30.7 \% \end{array}$ | $\begin{array}{r} 379.8 \\ 32.2 \% \end{array}$ | $\begin{array}{r} 163.5 \\ 29.7 \% \end{array}$ | $\begin{array}{r} 116.5 \\ 24.3 \% \end{array}$ | $\begin{array}{r} 280.0 \\ 27.2 \% \end{array}$ | -34.4 | -17.4\% | -65.4 | -36.0\% | -99.8 | -26.3\% |
| Net Profit <br> (\%) | $\begin{array}{r} 117.1 \\ 19.9 \% \end{array}$ | $\begin{array}{r} 108.9 \\ 18.4 \% \end{array}$ | $\begin{array}{r} 226.0 \\ 19.1 \% \end{array}$ | $\begin{gathered} 96.9 \\ 17.6 \% \end{gathered}$ | 68.1 <br> 14.2\% | 165.0 $16.0 \%$ | -20.2 | -17.3\% | -40.8 | -37.5\% | -61.0 | -27.0\% |
| Income per share | - | - | 587.4Yen | - | - | 442.35Yen |  |  |  |  |  |  |
| Dividend per share | 80Yen | 80Yen | 160Yen | 80Yen | 80Yen | 160Yen |  |  |  |  |  |  |
| Dividend payout ratio | - | - | 27.2\% | - | - | 36.2\% |  |  |  |  |  |  |

