# Business Results for the year ended March 31,2009 

Creative Links to World Electronics

May 142009
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.

- Until 2Q, both orders and sales were increasing quite steadily.
- From 3Q, triggered by the US financial crisis, there has been a global pullback in consumer spending and a huge sharp drop in real economy. Following this, the orders from set manufacturers, business companies and agencies have dropped in almost the entire field, regardless of domestic/overseas, application and fields (except for a part of mobile phones and digital consumer electronics, which we received steady orders.) As a result, FY2008/Dec became the bottom of order level.
- On 4Q, the orders of mobile phones, which seemed to have started ahead with the destocking, have increased slightly (estimated to be the influence of the China stimulus package.)

On March, there has been a partial sign of recovery in the domestic digital consumer electronic. FY2009/Feb became the bottom of sales.

- FY2008 settled on -26.3\% order level year on year, -23.1\% sales level year on year. (both Hirose based)

FY2008 Orders \& Sales Index Number Change (Hirose-based) $\quad \mathrm{H}$


FY2008 Orders and Sales Changes by Markets (Hirose-based)


Business Results for FY2008

| Note) Green talics: Previous official amount on Feb, 2009 (hundred millions of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (A)FY2007 | (B)FY2008 | (B)-(A) | (B)/(A) | Major Changes over the prior same period (hundred millions of yen) |
|  |  | 880.0 |  |  | [Sales] 281.7 decrease |
| Sales | 1,180.4 | 898.7 | -281.7 | -23.9\% | $\begin{array}{ll} \text { Hirose } & \text { Foreign subsidiaries } \\ -258.3 & -23.4 \end{array}$ |
| (COGS Ratio) | (54.2\%) | (59.0\%) | (+4.8\%) |  | [COGS Ratio] 4.8 point increase |
| (SGA Ratio) | (15.7\%) | (19.6\%) | (+3.9\%) |  | Purchase Cost Ratio $42.7 \%$ => $44.7 \%$ |
| Operating |  | 183.0 |  |  | Depreciation Ratio 7.3\% => 9.8\% |
| Profit | 354.4 | 191.7 | -162.7 | -45.9\% | [SGA Ratio] 3.9 point increase |
| (\%) | 30.0\% | 21.3\% | (-8.7\%) |  | By decrease in sales, increase in IT related cost |
| Ordinary |  | 200.0 |  |  | [Non-operating Expenses] |
| Profit | 379.8 $32.2 \%$ | 207.8 $23.1 \%$ | -172.0 $(-9.1 \%)$ | -45.3\% | Equity Method Profit $5.8=>-4.1$ |
| (\%) |  | 3.1\% | (-9.1\%) |  | Interest Received and Dividend 14.3=>15.9 |
|  |  | 130.0 |  |  |  |
| Net Profit | 226.0 | 133.1 | -92.9 | -41.1\% |  |
| (\%) | 19.1\% | 14.8\% | (-4.3\%) |  |  |
| Total Assets | 2,683.6 | 2,452.0 | -231.6 | -8.6\% |  |
| Shareholders' Equity Ratio | 88.4\% | 93.9\% |  |  |  |
| Income Per Share | 587.4yen | 356.6yen |  |  |  |
|  |  |  |  |  |  |
| Dividend Per Share | 160yen | 130yen |  |  |  |
| Dividend | 27 2\% | $36 \text { 5\% }$ |  |  |  |
| Payout Ratio | 27.2\% | 36.5\% |  |  | 6 |




Changes in Consolidated Balance Sheet

| Account | (A)Mar. 31, 2008 | (B)Mar. 31, 2009 | (B)-(A) | Remarks |
| :---: | :---: | :---: | :---: | :---: |
| Cash and Cash in bank | 1,252.5 | 1,177.3 | -75.2 | -rom Uividena, snare buyback, and decrease in foreign subsidiaries (influenced by strong yen) |
| Trade Receivables | 312.1 | 186.9 | $-125.2$ | Decrease in Sales(FY2007 4Q: $272=>$ FY2008 4Q: 145) |
| Inventories | 65.6 | 56.2 | -9.4 | Decrease in Production |
| Investment Securities | 533.2 | 548.1 | 14.9 | Increase in corporation bond, etc. 36.9 Affiliated companies -22.0 |
| Others | 520.3 | 483.5 | -36.8 | Decrease in Tangible fixed assets -38.7 |
| Total Assets | 2,683.6 | 2,452,0 | -231.6 |  |

Changes in Consolidated Balance Sheet

| Accounts | (A)Mar.31, 2008 | (B)Mar.31, 2009 | (B)-(A) | Remarks |
| :---: | :---: | :---: | :---: | :---: |
| Notes Payables and Accounts Payables <br> Income Tax Payables, etc. <br> Others | $162.7$ <br> 58.8 $89.4$ | $\begin{aligned} & 68.0 \\ & 25.9 \\ & 56.0 \end{aligned}$ | $\begin{aligned} & -94.7 \\ & -32.9 \\ & -33.4 \end{aligned}$ | Purchase Decrease <br> From Profit Decrease <br> Deferred tax liability -20.3, <br> Accounts Payables -9.3 |
| Total Liabilities | 310.9 | 149.9 | -161.0 |  |
| Retained Earnings Treasury Stocks <br> Valuation Variance <br> Translation Adjustment <br> Others | $\begin{array}{r} 2,388.3 \\ -265.0 \\ 25.6 \\ -14.2 \\ 238.0 \end{array}$ | $\begin{array}{r} 2,460.4 \\ -365.3 \\ 19.0 \\ -50.4 \\ 238.4 \end{array}$ | $\begin{array}{r} 72.1 \\ -100.3 \\ -6.6 \\ -36.2 \\ 0.4 \end{array}$ | Net Income 133.1-Dividend 60.0 <br> Acquisition of 1092 thousand treasury stocks on FY2008 <br> Stock Prices Fallen <br> Adjustment due to Strong Yen |
| Total Shareholders' | 2,372.7 | 2,302.1 | -70.6 |  |
| Total Liabilities and Shareholders' Equity | 2,683.6 | 2,452.0 | -231.6 |  |

(hundred millions of yen)

|  | (A)FY2007 For the Year | (B)FY2008 For the Year | FY2008 Main Topics <br> Cash Flows from <br> Operating Activities | $\mathbf{3 5 3 . 4}$ |
| :---: | ---: | ---: | :--- | ---: |



From FY2008, with the updated database, we will be classifying the proportion ratio as the above.
Based on this, the number of FY2007 is indicated in similar classification.
*1 Computer Related Equipment - Notebook PC not included.
*2 Wireless Communication - Mobile Phone not included.

Please be noted that as this is in round number, some ratio difference may occur. Thank you for your understanding.

*1 Computer Related Equipment - Notebook PC not included.
*2 Wireless Communication - Mobile Phone not included.

Overseas Production and Sales Ratio


Capital Investment and Depreciation Change


Number of Employees (based on financial report)


Composition Rate of Shareholders

## Composition Rate of Shareholders




