# Business Results for Second Quarter, FY2009 

## Creative Links to World Electronics

November 11 ${ }^{\text {th }}, 2009$
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.

## [1Q FY2009]

- Partial correction in connectors for oversea mobile. However, orders for domestic digital consumer electronic and automobile have increased steadily.
- 1Q FY2009 settled on -30.7\% YoY in order level (+35.8\% over 4Q FY2008), -31.1\% YoY in sales level (+24.2\% over 4Q FY2008)
[2Q FY2009]
- Sales for mobile has increased steadily. Digital consumer electronics and automotives, despite the ups and downs due to the summer vacation, are basically recovering. Automotives especially have topped last year level.
- 2Q FY2009 settled on -19.6\% YoY in order level (+22.5\% QoQ), -23.5\% YoY in sales level (+22.9\% QoQ)
[1Q+2Q FY20009]
- 1Q + 2Q (in total) FY2009 settled on 419.8 hundred million yen in order level (-25.0\% YoY), 401.2 hundred million yen in sales level (-27.1\% YoY), 100.8 hundred million yen in ordinary profit (-38.3\% YoY).

Over the previously announced data, sales settled on $+4.2 \%$, ordinary profit settled on +18.6\%.


<Digital Consumer Electronic>

<Automotive>


Business Results for Second Quarter, FY2009

Green Italics Numbers: Previously (May/2009) announced data (hundred millions of Yen)

|  | $\begin{gathered} \text { (A)FY2008 } \\ 1 Q \& 2 Q \end{gathered}$ | (B)FY2009 <br> 1 Q \& 2 Q | Changes over proor same period (B)-(A) | Changes over <br> prior same period <br> (B) $)(A)$ | Major Changes over prior same period (unit: hundred millions of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 385.0 | +16.2 | +4.2\% | [Sales] 149.2 decrease |
| Sales | 550.4 | 401.2 | -149.2 | -27.1\% |  Foreign  <br>    <br> Domestic Subsidiaries HST <br> -153.0 -4.3 8.1 |
| (COGS Ratio) | (55.4\%) | (57.2\%) | (+1.8\%) |  | [COGS Ratio] 1.8 point increase |
| (SGA Ratio) | (17.1\%) | (20.2\%) | (+3.1\%) |  | Purchase Cost Ratio 42.3\% --> 42.2\% Depreciation Ratio 7.1\% --> 7.5\% |
|  |  |  |  |  | Labor Cost 4.0\% --> 4.3\% |
| Operating |  | 75.0 | +15.4 | +20.5\% |  |
| Profit | 151.3 | 90.4 | -60.8 | -40.2\% | [SGA Ratio] 3.1 point increase |
| (\%) | 27.5\% | 22.5\% | (-5.0\%) |  | 12.8 Cost cut, but increase from major decrease of sales |
| Ordinary |  | 85.0 | +15.8 | +18.6\% | [Non-operating Expenses] |
| Profit | 163.5 | 100.8 | -62.7 | -38.3\% | Equity Method Profit 1.9-->3.9 |
| (\%) | 29.7\% | 25.1\% | (-4.6\%) |  | Interest Received and Dividend 8.5->6.2 |
|  |  | 50.0 | +11.5 | +23.0\% |  |
| Net Profit | 96.9 | 61.5 | -35.4 | -36.5\% | note) The green italics numbers in the "Changes over prior same period" box are the changes over |
| (\%) | 17.6\% | 15.3\% | (-2.3\%) |  | the previously announced data. |
| Total Assets | 2,685.9 | 2,524.4 | -161.5 | -6.0\% |  |
| Shareholders' Equity Ratio | 88.5\% | 91.8\% |  |  |  |
| Income Per Share | 256.7Yen | 167.8Yen |  |  | 8 |

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Sales and Profits by Half-yearly



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


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

Overseas Production and Sales Ratio


Changes in Consolidated Balance Sheet
(hundred millions of Yen)

| Account | (A)Mar 31, 2009 | (B)Sep 30, 2009 | (B)-(A) | Remarks |
| :---: | :---: | :---: | :---: | :---: |
| Cash and Cash in Bank | 1,177.3 | 1,169.5 | -7.8 | Due to dividend, share buyback, etc. |
| Trade <br> Receivables | 186.9 | 228.0 | 41.1 | Increase in Sales (FY2008 4Q 145.0 <br> -->FY2009 2Q 221.2) |
| Inventories | 56.2 | 57.7 | 1.5 | Increase in Sales and Production |
| Investment Securities | 548.1 | 600.5 | 52.4 | Increase in Corporate Bond |
| Others | 483.5 | 468.7 | -14.8 |  |
| Total Assets | 2,452.0 | 2,524.4 | 72.4 |  |

Changes in Consolidated Balance Sheet

| Account | (A)May 31.2009 | p 30.20 | (B)-(A) | Remarks |
| :---: | :---: | :---: | :---: | :---: |
| Notes Payable <br> and Accounts <br> Payables | 68.0 | 112.9 | 44.9 | Purchase increase due to production increase |
| Income Tax Payables, etc. | 25.9 | 38.2 | 12.3 |  |
| Others | 56.0 | 56.4 | 0.4 | Increase in other Account Payables |
| Total Liabilities | 149.9 | 207.5 | 57.6 |  |
| Retained Earnings | 2,460.4 | 2,503.3 | 42.9 | Net Income 61.5- Dividend 18.3 |
| Treasury Stocks | -365.3 | -395.3 | -30.0 | Share buyback |
| Valuation Variance | 19.0 | 24.0 | 5.0 | Stock Price Risen |
| Translation Adjustment | -50.4 | -53.5 | -3.1 |  |
| Others | 238.4 | 238.4 | 0.0 |  |
| Total | 2,302.1 | 2,316.9 | 14.8 |  |
| Total Liabilities and | 2,452.0 | 2,524.4 | 72.4 |  |

(hundred millions of Yen)

|  | (A) FY2008 2 Q | (B) FY2009 2 Q | Main Changes |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash Flows from Operating Activities | 141.6 | 120.2 | Pre-Tax Net Income Depreciation Accounts Payables Increase Corporation Tax | $\begin{array}{r} 100.3 \\ 37.6 \\ 43.3 \\ -20.6 \end{array}$ |
| Cash Flows from Investing Activities | -120.6 | -113.9 | Increase of time deposit over 3 months period <br> Changes in tangible securities <br> Acquisition of tangible fixed assets <br> Acquisition of inv estment securities | $\begin{array}{r} -29.6 \\ 100.0 \\ -32.3 \\ -151.5 \\ \hline \end{array}$ |
| Cash Flows from Financing Activities | -80.4 | -48.5 | Dividend Payment Share Buyback acquisition | $\begin{aligned} & -18.4 \\ & -30.1 \end{aligned}$ |
| Effect of Exchange Rate Change | -1.0 | -3.7 |  |  |
| Decrease in Cash and Cash <br> Equivalents | -60.3 | -45.9 |  |  |
| Cash and Cash Equivalents, Beginning Balance | 602.5 | 537.6 |  |  |
| Beginning Balance Adjustment due to Changes in Criteria of Consolidation |  | 4.1 | Due to newly consolidated HST |  |
| Cash and Cash Equivalents, Ending Balance | 542.2 | 495.8 |  |  |



Number of Employees (based on financial report)
(employees)


Distribution of Shareholders


|  | note) First Half indicates 1 Q \& 2Q, Second Half indicates 3 Q \& 4Q |  |  |  |  |  | (hundred mililons of Yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (May/2009) announced data | FY2008 (Actual) |  |  | FY2009 (Forecast) |  |  | First Half Over the previous Actual Amount |  | Second Half Over the previous Actual Amount |  | For the Year Over the previous Actual Amou |  |
|  | First Half | $\begin{gathered} \text { Second } \\ \text { Half } \end{gathered}$ | For the Year | First Half | Second <br> Half | For the Year | Amount Change | $\begin{gathered} \text { \% } \\ \text { Change } \end{gathered}$ | Amount Change | $\begin{gathered} \text { \% } \\ \text { Change } \end{gathered}$ | $\begin{array}{\|l} \text { Amount } \\ \text { Change } \\ \hline \end{array}$ | $\begin{gathered} \text { \% } \\ \text { Chang } \end{gathered}$ |
|  |  |  |  | 385.0 | 465.0 | 850.0 |  |  |  |  | 0 | 0\% |
| Sales <br> (COGS Ratio) | $\begin{array}{r} 550.4 \\ (55.4 \%) \end{array}$ | $\begin{array}{r} 348.3 \\ (64.7 \%) \end{array}$ | $\begin{array}{r} 898.7 \\ (59.1 \%) \end{array}$ | $\begin{array}{r} 401.2 \\ (57.2 \%) \end{array}$ | $\begin{array}{r} 448.8 \\ (59.1 \%) \end{array}$ | $\begin{array}{r} 850.0 \\ (58.2 \%) \end{array}$ | -149.2 | -27.1\% | 100.5 | 28.9\% | -48.7 | -5.4\% |
| Operating |  |  |  | 75.0 | 105.0 | 180.0 |  |  |  |  | +10 | +5.6\% |
| Profit <br> (\%) | 151.3 $27.5 \%$ | $40.4$ <br> 11.6\% | 191.7 $21.3 \%$ | 90.4 $22.5 \%$ | 99.6 $22.2 \%$ | 190.0 $22.4 \%$ | -60.9 | -40.3\% | 59.2 | 146.5\% | -1.7 | -0.9\% |
| Ordinary |  |  |  | 85.0 | 115.0 | 200.0 |  |  |  |  | +10 | +5.0\% |
| Profit <br> (\%) | 163.5 $29.7 \%$ | $44.3$ | 207.8 $23.1 \%$ | 100.8 $25.1 \%$ | 109.2 $24.3 \%$ | 210.0 $24.7 \%$ | -62.7 | -38.3\% | 64.9 | 146.5\% | 2.2 | 1.1\% |
| (\%) | 29.7\% | 12.7\% | 23.1\% | $\begin{gathered} 25.1 \% \\ 50.0 \end{gathered}$ | 70.0 | $\begin{array}{\|c\|} \hline 24.7 \% \\ 120.0 \end{array}$ |  |  |  |  | +5 | +4.2\% |
| N | 96.9 | 36.2 | 133.1 | 61.5 | 63.5 | 0 | -35.4 | -36.5\% | 27.3 | 75.4\% | -8.1 | -6.1\% |
| (\%) | 17.6\% | 10.4\% | 14.8\% | 15.3\% | 14.1\% | 14.7\% |  |  |  |  |  |  |
| Income Per Share | - | - | 356.57Yen | - | - | 343.13Yen | *Although the management environment after 3Q remains unclear, we have conducted upward revision (profit) for the forecast, based on the result |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Dividend Per Share | 80Yen | 50Yen | 130Yen | $60 Y \mathrm{C}$ | $60 Y$ en | 120Yen |  |  |  |  |  |  |
| Dividend |  |  |  |  |  |  |  |  |  |  |  |  |
|  | - | - | 36.5\% | - | - | 35.0\% | ges | previo | anoun | ata. | ar" box | e the |

