# Business Results for Third Quarter, FY2009 

Creative Links to World Electronic

February 9th, 2010
Hirose Electric
Co.,LTD

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.


## [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.


## [3Q FY2009]

- Order and sales YoY have both increased significantly. However, there were adjustments in mobile and digital consumer electronics due to seasonal reason. On the other hand, automotive have been relatively steady. There are signs of recovery in the industrial area as well.
- 3Q FY2009 settled on 30.2\% YoY in order level (-6.8\% QoQ), 9.1\% YoY in sales level ( $0.3 \%$ QoQ)
[1Q - 3Q FY2009]
- 1Q - 3Q (in total) FY2009 settled on 635.2 hundred million yen in order level (-12.4\% YoY), 623.0 hundred million yen in sales level (-17.4\% YoY), 164.7 hundred million yen in ordinary profit (-19.3\% YoY).






## <Associated Electric Equipment, FA Controlling Device, and Others>


(hundred millions of Yen)


Sales and Profits by Quarter

## aales and Profits by Quarter



Sales by Markets (round number)

*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.


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Overseas Production and Sales Ratio

(hundred millions of Yen)

| Account | (A) Mar 31, 2009 | (B) Dec 31, 2009 | (B)-(A) | Remarks |
| :---: | :---: | :---: | :---: | :---: |
| Cash and Cash in Bank | 1,177.3 | 1,146.1 | -31.2 | Dividend, share buybacks, etc. |
| Trade <br> Receivables | 186.9 | 241.7 | 54.8 | Increase in Sales (FY2008 4Q 145.0 \|-->FY2009 2Q 221.8) |
| Inventories | 56.2 | 62.5 | 6.3 | Increase in Sales and Production |
| Investment Securities | 548.1 | 623.2 | 75.1 | Increase in Corporate Bond |
| Others | 483.5 | 461.8 | $-21.7$ |  |
| Total Assets | 2,452.0 | 2,535.3 | 83.3 |  |

Changes in Consolidated Balance Sheet

| Account | (A) Mar 31, 2009 | (B) Dec 31, 2009 | (B)-(A) | Remarks |
| :---: | :---: | :---: | :---: | :---: |
| Notes Payable and Accounts Payables Income Tax Payables, etc. Others | $\begin{aligned} & 68.0 \\ & 25.9 \\ & 56.0 \end{aligned}$ | $\begin{array}{r} 112.9 \\ 27.7 \\ 54.4 \end{array}$ | $\begin{array}{r} 44.9 \\ \\ 1.8 \\ -1.6 \end{array}$ | Purchase increase due to production increase |
| Total Liabilities | 149.9 | 195.0 | 45.1 |  |
| Retained Earnings <br> Treasury Stocks <br> Valuation <br> Variance <br> Translation Adjustment <br> Others | $\begin{array}{r} 2,460.4 \\ -365.3 \\ 19.0 \\ -50.4 \\ 238.4 \end{array}$ | $\begin{array}{r} 2,521.1 \\ -395.3 \\ 24.6 \\ -48.5 \\ 238.4 \end{array}$ | 60.7 <br> -30.0 <br> 5.6 <br> 1.9 <br> 0.0 | Net Income 101.2 - Dividend 40.2 <br> Share buyback <br> Stock Price Risen |
| Total Shareholders' Equity | 2,302.1 | 2,340.3 | 38.2 |  |
| Total Liabilities and Shareholders's Equity | 2,452.0 | 2,535.3 | 83.3 |  |

Cash Flow

| (hundred millions of Yen) |  |  |  |  |  |
| :---: | :---: | ---: | :--- | ---: | :---: |
| Cash Flows from | (A) FY2008 3Q | (B) FY2009 3Q | Main Changes of 3Q |  |  |



|  | 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 Amount |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Half | Second Half | For the Year | First Half | $\begin{gathered} \text { Second } \\ \text { Half } \end{gathered}$ | For the Year | Amount Change | \% Change | Amount Change | $\begin{array}{\|c\|} \hline \% \\ \text { Change } \end{array}$ | Amount Change | $\begin{gathered} \text { \% } \\ \text { Change } \end{gathered}$ |
| Sales <br> (COGS Ratio) | $\left\|\begin{array}{r} 550.4 \\ (55.4 \%) \end{array}\right\|$ | $\begin{array}{r} 348.3 \\ (64.7 \%) \end{array}$ | $\begin{array}{r} 898.7 \\ (59.1 \%) \end{array}$ | $\begin{array}{r} 401.2 \\ (57.2 \%) \end{array}$ | $\begin{array}{r} 448.8 \\ (59.1 \%) \end{array}$ | $\begin{array}{r} 850.0 \\ (58.2 \%) \end{array}$ | -149.2 | -27.1\% | 100.5 | 28.9\% | -48.7 | -5.4\% |
| Operating Profit (\%) | $\begin{array}{r} 151.3 \\ 27.5 \% \end{array}$ | 40.4 <br> 11.6\% | 191.7 $21.3 \%$ | $\begin{gathered} 90.4 \\ 22.5 \% \end{gathered}$ | $\begin{gathered} 99.6 \\ 22.2 \% \end{gathered}$ | $\begin{array}{r} 190.0 \\ 22.4 \% \end{array}$ | -60.9 | -40.3\% | 59.2 | 146.5\% | -1.7 | -0.9\% |
| Ordinary Profit (\%) | $\begin{array}{r} 163.5 \\ 29.7 \% \end{array}$ | $\begin{array}{r} 44.3 \\ 12.7 \% \end{array}$ | 207.8 $23.1 \%$ | $\begin{array}{r} 100.8 \\ 25.1 \% \end{array}$ | 109.2 $24.3 \%$ | 210.0 $24.7 \%$ | -62.7 | -38.3\% | 64.9 | $146.5 \%$ | 2.2 | 1.1\% |
| Net Profit (\%) | $\begin{array}{r} 96.9 \\ 17.6 \% \end{array}$ | $\begin{array}{r} 36.2 \\ 10.4 \% \end{array}$ | 133.1 $14.8 \%$ | $\begin{array}{r} 61.5 \\ 15.3 \% \end{array}$ | $\begin{array}{r} 63.5 \\ 14.1 \% \end{array}$ | 125.0 $14.7 \%$ | -35.4 | -36.5\% | 27.3 | 75.4\% | -8.1 | -6.1\% |
| Income Per Share <br> Dividend Per Share | 80Yen | 50Yen | 356.57 Yen 130Yen | 60Yen | $60 Y \mathrm{en}$ | 343.13 Yen 120 Yen |  | Unch previ data |  |  | $m$ the unce 9. |  |
| Dividend Payout Ratio | - | - | 36.5\% | - | - | 35.0\% |  |  |  |  |  |  |

