# Business Results for the year ended March 31,2010 

Creative Links to World Electronic

May 14 ${ }^{\text {th }} 2010$
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 have both increased significantly YoY. 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.
[ 4Q FY2009]
- Automotive and industrial are continuously increasing steadily. Mobile also increasing, especially connectors for China. We recorded an annual peak in March, both in order and sales.
[FY2009 Annual Total]
- FY2009 Annual Total -Order 872.1 hundred million yen (0.9\% YOY)
-Sales 844.7 hundred million yen (-6.0\% YOY)
-Recurring Profit 220.0 hundred million yen (5.9\% YOY)



## <Mobile>


< Digital Consumer Electronic >


FY2009 Orders and Sales Changes by Markets (Domestic Consolidation Basis, Index Number)
<Automotive>

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


|  | (A)FY2008 | (B)FY2009 | (B)-(A) | (B)/(A) |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 850.0 |  |  |
| Sales <br> (COGS Ratio) | 898.7 $(59.1 \%)$ | 844.7 (56.7\%) | -54.0 $(-2.4 \%)$ | -6.0\% |
| (SGA Ratio) | (19.6\%) | $190.0 \quad$ (19.2\%) | (-0.4\%) |  |
| Profit <br> (\%) | 191.7 $21.3 \%$ | 204.1 $24.2 \%$ | 12.4 $(2.9 \%)$ | 6.5\% |
| Recurring |  | 210.0 |  |  |
| Profit <br> (\%) | 207.8 $23.1 \%$ | 220.0 | $\begin{aligned} & 12.2 \\ & (2.9 \%) \end{aligned}$ | 5.9\% |
|  |  | 125.0 |  |  |
| Net Profit | 133.1 | 132.7 | -0.4 | -0.3\% |
| (\%) | 14.8\% | 15.7\% | (-0.9\%) |  |
| Total Assets | 2,452.0 | 2,529.0 | 77.0 | 3.1\% |
| Shareholders' Equity Ratio | 93.9\% | 91.1\% |  |  |
| Income Per Share | 356.59Yen | 363.15Yen |  |  |
| Dividend Per Share Dividend | 130Yen | 120Yen |  |  |
|  | 36.5\% | 33.0\% |  |  |





Changes in Consolidated Balance Sheet
(hundred millions of Yen)

| Account | (A) Mar 31, 2009 | (B) Mar 31, 2010 | (B) - (A) | Remark |
| :---: | :---: | :---: | :---: | :---: |
| Cash and Cash in Bank | cexa |  | (1) | Dividend, Share Buybacks, etc. |
| Trade Receivables | CXNT | cos | X | Increase in Sales(FY2008 4Q 145.0 $\rightarrow$ FY2009 4Q 212.0) |
| Inventories | X | in | $N X$ | Increase in Sales and Production |
| Investment Securities | XVX | $3 \times 00$ | $\cos$ | Increase in Corporate Bond |
| Others | $\sim 1$ | cavis | C) ${ }^{\text {a }}$ |  |
| Total Assets | - $6 \times \times 0$ | - ${ }^{\text {centis }}$ | XX |  |


| Account | (A)Mar 31, 2009 | (B)Mar 31, 2010 | (B)-(A) | Remark |
| :---: | :---: | :---: | :---: | :---: |
| Notes Payable and Account Payable Income Taxes Payable, etc Others | $\begin{aligned} & 68.0 \\ & 25.9 \\ & 56.0 \end{aligned}$ | $\begin{array}{r} 120.1 \\ 48.9 \\ 55.9 \end{array}$ | $\begin{gathered} 52.1 \\ 23.0 \\ -0.1 \end{gathered}$ | Purchase increase due to production increase |
| Total Liabilities | 149.9 | 224.9 | 75.0 |  |
| Retained Earnings <br> Treasury Stocks <br> Valuation <br> Variance <br> Translation <br> Adjustment <br> Others | $\begin{array}{r} 2,460.4 \\ -365.3 \\ 19.0 \\ -50.4 \\ 238.4 \end{array}$ | $\begin{array}{r} 2,552.6 \\ -465.4 \\ 23.5 \\ -45.1 \\ 238.5 \end{array}$ | $\begin{array}{r} 92.2 \\ -100.1 \\ 4.5 \\ 5.3 \\ 0.1 \end{array}$ | Net Income 132.7- Dividend 40.1 <br> Share buyback <br> Stock Price Risen |
| Total Shareholders' Equity | 2,302.1 | 2,304.1 | 2.0 |  |
| Total Liabilities and Shareholders' Equity | 2,452.0 | 2,529.0 | 77.0 |  |


|  | (A)FY2008 Annual | (B)FY2009 Annual | Main Changes of FY2009 |
| :---: | :---: | :---: | :---: |
| Cash Flows from Operating Activities | 234.1 | 233.9 | Pre-Tax Net Income 218.0 <br> Depreciation 83.1 <br> Notes and Accounts Receivable increase -48.9  <br> Corporation Tax -55.0 <br> Account Payables increase 48.6 |
| Cash Flows from Investing Activities | -123.7 | -66.2 | Decrease of time deposit  <br> over 3 months period 116.6 <br> Acquisition of tangible fixed assets -78.3 <br> Increase in investment securities -102.2 |
| Cash Flows from Financing Activities | -160.3 | -140.6 | Share buyback acquisition -100.3 <br> Dividend Payment -40.2 |
| Effect of Exchange Rate Change | -14.9 | -0.7 |  |
| Increase in Cash and Cash Equivalents | -64.9 | 26.6 |  |
| Cash and Cash Equivalents, Beginning Balance | 602.5 | 537.6 |  |
| Beginnng Balance Adjustment due to Changes in Criteria of Consolidation | - | 4.1 | Due to newly consolidated HST |
| Cash and Cash Equivalents, Ending Balance | 537.6 | 568.4 |  |


*1 Computer Related Equipment - Notebook PC not included.
*2 Wireless Communication - Mobile Phone not included.
$\binom{$ Please be noted that as this is in round number, some ratio }{ difference may occur. Thank you for your understanding. }


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Number of Employees (financial report basis)
(employees)


Distribution of Shareholders


|  | note) First Half - 1Q \& 2Q, Second Half - 3 Q \& 4Q |  |  |  |  |  | (hundred millions of Yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2009 (Actual) |  |  | FY2010 (Forecast) |  |  | First Half Over the Previous Actual Amoun |  | Second Half Over the Previous Actual Amount |  | For the Year Over the Previous Actual Amount |  |
|  | First Half | $\begin{gathered} \text { Second } \\ \text { Half } \end{gathered}$ | For the Year | First Half | Second Half | For the Year | $\begin{aligned} & \text { Amount } \\ & \text { Change } \end{aligned}$ | $\begin{gathered} \hline \% \\ \text { Change } \end{gathered}$ | Amount Change | $\begin{array}{\|c\|} \hline \% \\ \text { Change } \end{array}$ | $\begin{aligned} & \text { Amount } \\ & \text { Change } \end{aligned}$ | $\begin{gathered} \hline \% \\ \text { Change } \end{gathered}$ |
| Sales <br> (COGS Ratio) | $\begin{array}{r} 401.2 \\ (57.2 \%) \end{array}$ | $\begin{array}{r} 443.5 \\ (56.2 \%) \end{array}$ | $\begin{gathered} 844.7 \\ (56.7 \%) \end{gathered}$ | $\begin{array}{r} 465.0 \\ (54.3 \%) \end{array}$ | $\begin{array}{r} 475.0 \\ (55.1 \%) \end{array}$ | $\begin{array}{r} 940.0 \\ (54.7 \%) \end{array}$ | 63.8 | 15.9\% | 31.5 | 7.1\% | 95.3 | 11.3\% |
| Operating Profit <br> (\%) | $\begin{array}{r} 90.4 \\ 22.5 \% \end{array}$ | 113.7 $25.6 \%$ | 204.1 $24.2 \%$ | 125.0 $26.9 \%$ | 125.0 $26.3 \%$ | $\begin{array}{r} 250.0 \\ 26.6 \% \end{array}$ | 34.6 | 38.3\% | 11.3 | 9.9\% | 45.9 | 22.5\% |
| Recurring Profit <br> (\%) | $\begin{array}{r} 100.8 \\ 25.1 \% \end{array}$ | $\begin{array}{r} 119.2 \\ 26.9 \% \end{array}$ | 220.0 $26.0 \%$ | 132.0 $28.4 \%$ | 133.0 $28.0 \%$ | $\begin{array}{r} 265.0 \\ 28.2 \% \end{array}$ | 31.2 | 31.0\% | 13.8 | 11.6\% | 45.0 | 20.5\% |
| Net Profit (\%) | $\begin{array}{r} 61.5 \\ 15.3 \% \end{array}$ | $\begin{gathered} 71.2 \\ 16.1 \% \end{gathered}$ | $\begin{array}{r} 132.7 \\ 15.7 \% \end{array}$ | $\begin{array}{r} 80.0 \\ 17.2 \% \end{array}$ | $\begin{array}{r} 80.0 \\ 16.8 \% \end{array}$ | $\begin{array}{r} 160.0 \\ 17.0 \% \end{array}$ | 18.5 | 30.1\% | 8.8 | 12.4\% | 27.3 | 20.6\% |
| Income Per Share | - | - | 363.15Yen | - | - | 448.95Yen |  |  |  |  |  |  |
| Dividend Per Share | 60Yen | $60 Y \mathrm{Yen}$ | 120Yen | 75Yen | 75Yen | 150Yen |  |  |  |  |  |  |
| Dividend Payout Ratio | - | - | 33.0\% | - | - | 33.4\% |  |  |  |  |  |  |


[^0]:    *1 Computer Related Equipment - Notebook PC not included.
    *2 Wireless Communication - Mobile Phone not included.

