# Business Results for Second Quarter 

FY2010

## Creative Links to World Electronic

Nov 10 ${ }^{\text {th }} 2010$
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.

Business Situation of 2Q FY2010

## [1Q FY2010]

- Although partial adjustment for overseas mobile, orders and sales for automotive and industrial area increased steadily.
- 1Q FY2010 settled on 32.1 \% YoY in order level (5.1\% over 4Q FY2009), 30.0\% YoY in sales level (5.5\% over 4Q FY2009)
[2Q FY2010]
- Steady increase in sales, especially in overseas mobile phone and automotive market. However, in order, there were adjustment after August mainly in industrial area, bringing 2 Q slightly in a lower level than 1 Q .
- 2Q FY2010 settled on -2.6\% YoY in order level (-9.6\% over 1Q FY2010), +9.2\% YoY in sales level (+3.2\% over 1Q FY2010)
[1Q \& 2Q FY2010]
- 1Q \& 2Q (total) FY2010 settled on 474.5 hundred million yen in order level (+13.0\% YoY), 475.4 hundred million yen in sales level(+18.5\% YoY), 134.1 hundred million yen in recurring profit (+33.0\% YoY).

Over the announced data, sales settled on $\mathbf{+ 2 . 2 \%}$, recurring profit settled on +1.6\%.


## Mobile



-     - Order $\longrightarrow$ Sales


$-\bullet$ - Order $\longrightarrow$ Sales


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


(hundred millions of Yen)

|  | $\begin{gathered} \text { (A)FY2009 } \\ 1 Q \& 2 Q \\ \hline \end{gathered}$ | (B)FY2010 <br> 1Q \& 2Q | (B)-(A) | (B)/(A) | Major Changes over prior same period (unit: hundred millions of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 465.0 | 10.4 | 2.2\% | [Sales] 74.2 increase |
| Sales | 401.2 | 475.4 | 74.2 | 18.5\% |  Foreign <br> Hirose  <br> Subsidiaries HST  <br> +68.8 +1.5 +3.9 |
| (COGS Ratio) | (57.2\%) | (54.0\%) | (-3.2\%) |  | [COGS Ratio] 3.2 point decrease |
| (SGA Ratio) | (20.2\%) | (18.4\%) | (-1.9\%) |  | Purchase Cost Ratio 42.2\% -->42.2 \% |
| Operating |  | 125.0 | 6.1 | 4.8\% | $\left\lvert\, \begin{array}{ll}\text { Depreciation Ratio } 7.5 \% \\ \text { Labor Cost } & \text { 4.3\% -->3.8\% }\end{array}\right.$ |
| Profit | 90.4 | 131.1 | 40.6 | 44.9\% | [SGA Ratio] 1.9 point decrease |
| (\%) | 22.5\% | 27.6\% | (+5.1\%) |  | Atthough 6.3 increase, sales increased as well |
| Recurring |  | 132.0 | 2.1 | 1.6\% | [Non-Operating Expenses] |
| Profit <br> (\%) | 100.8 <br> 25.1\% | 134.1 $28.2 \%$ | $\begin{array}{r} 33.3 \\ (+3.1 \%) \end{array}$ | 33.0\% | Equity Method Profit 3.9-->3.3 <br> Interest Received \& Dividend 6.2-->4.3 |
|  |  | 80.0 | 3.3 | 4.1\% | Foreign Exchange Loss 1.5-->5.4 |
| Net Profit <br> (\%) | $\begin{array}{r} 61.5 \\ 15.2 \% \end{array}$ | $\begin{array}{r} 83.3 \\ 17.5 \% \end{array}$ | $\begin{array}{r} 21.8 \\ (+2.2 \%) \end{array}$ | 35.5\% |  |
| Total Assets | 2,524.4 | 2,565.1 | 40.7 | 1.6\% | sales, operating |
| Shareholders' Equity Ratio | 91.8\% | 90.4\% |  |  | profit, and net profit. |
| Income Per Share | 167.8Yen | 234.0Yen |  |  |  |




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



Changes in Consolidated Balance Sheet

| Account | (A)Mar 31, 2010 | (B)Sep 30, 2010 | (B)-(A) | Remarks |
| :---: | :---: | :---: | :---: | :---: |
| Cash and Cash in Bank | 1,095.7 | 1,103.0 | 7.3 | Increase in domestic subsidiaries |
| Trade Receivables | 240.1 | 257.4 | 17.3 | $\underset{\text { Increase in sales (FY2009/4Q } 221.7}{-\rightarrow \text { YY2010/1Q } 241.4+19.7)}$ |
| Inventories | 63.0 | 69.0 | 6.0 | Increase in sales and production |
| Investment Securities | 652.6 | 653.8 | 1.2 |  |
| Others | 477.6 | 481.9 | 4.3 |  |
| Total Assets | 2,529.0 | 2,565.1 | 36.1 |  |

Changes in Consolidated Balance Sheet

| (hundred millions of Yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Account | (A)May 31, 2010 | (B)Sep 30, 2010 | (B)-(A) | Remarks |
| Notes Payable and Accounts Payables Income Tax Payables <br> Others | $\begin{array}{r} 120.1 \\ 48.9 \\ 55.9 \end{array}$ | $\begin{array}{r} 133.1 \\ 52.1 \\ 60.4 \end{array}$ | $\begin{gathered} 13.0 \\ 3.2 \\ 4.5 \end{gathered}$ | Purchase increase due to production increase <br> Increase in Account Payables |
| Total Liabilities | 224.9 | 245.6 | 20.7 |  |
| Retained Earnings <br> Treasury Stocks Valuation Variance i ransiation Adjustment Others | $\begin{array}{r} 2,552.6 \\ -465.4 \\ 23.5 \\ -45.1 \\ 238.5 \end{array}$ | $\begin{array}{r} 2,613.3 \\ -485.4 \\ 20.0 \\ -66.8 \\ 238.4 \end{array}$ | 60.7 <br> -20.0 <br> -3.5 <br> $-21.7$ <br> -0.1 | Net income 83.3 - Dividend 21.4 <br> Share buyback <br> Share price fallen <br> Due to strong yen |
| Total Shareholders' | 2,304.1 | 2,319.5 | 15.4 |  |
| Total Liabilities and Shareholders' Equity | 2,529.0 | 2,565.1 | 36.1 |  |



Number of Employees (based on financial report)



Business Forecast for the Year Ended March 31, 2011

|  | no |  |  |  |  |  |  |  |  | undred | mililo | of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (May/2010) announced data | FY2009 (Actual) |  |  | FY2010 (Forecast) |  |  | First Half <br> Over the previous Actual Amount |  | 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 <br> Half | For the Year | Amount Change | $\begin{gathered} \text { \% } \\ \text { Change } \end{gathered}$ | Amount Change | $\begin{array}{\|c\|} \hline \% \\ \text { Change } \\ \hline \end{array}$ | Amount Change | $\begin{gathered} \text { \% } \\ \text { Change } \end{gathered}$ |
|  |  |  |  | 465.0 | 475.0 | 940.0 |  |  |  |  | -20.0 | -2.1\% |
| Sales <br> (COGS Ratio) | $\begin{array}{\|l\|} 401.2 \\ (57.2 \%) \end{array}$ | $\begin{aligned} & 443.5 \\ & (56.2 \%) \end{aligned}$ | $\begin{array}{r} 844.7 \\ (56.7 \%) \end{array}$ | $\begin{array}{r} 475.4 \\ (54.0 \%) \end{array}$ | $\begin{array}{r} 444.6 \\ (58.3 \%) \end{array}$ | $\begin{array}{r} 920.0 \\ (56.1 \%) \end{array}$ | 74.2 | 18.5\% | 1.1 | 0.2\% | 75.3 | 8.9\% |
| Operatin |  |  |  | 125.0 | 125.0 | 250.0 |  |  |  |  | -20.0 | -8.0\% |
| Profit <br> (\%) | $90.4$ | $\begin{array}{r} 113.7 \\ 25.6 \% \end{array}$ | $\begin{array}{r} 204.1 \\ 24.2 \% \end{array}$ | 131.1 $27.6 \%$ | 98.9 $22.2 \%$ | 230.0 $25.0 \%$ | 40.7 | 45.0\% | -14.8 | -13.0\% | 25.9 | 12.7\% |
| Recurring |  |  |  | 132.0 | 133.0 | 265.0 |  |  |  |  | -30.0 | -11.3\% |
| Profit <br> (\%) | $\begin{gathered} 100.8 \\ 25.1 \% \end{gathered}$ | $119.2$ | $\begin{array}{r} 220.0 \\ 26.0 \% \end{array}$ | 134.1 $28.2 \%$ | 100.9 $22.7 \%$ | 235.0 $25.5 \%$ | 33.3 | 33.0\% | -18.3 | -15.4\% | 15.0 | 6.8\% |
|  |  |  |  | $80.0$ | 80.0 | $160.0$ |  |  |  |  | -15.0 | -9.4\% |
| Net Profit (\%) | $\begin{array}{r} 61.5 \\ 15.3 \% \end{array}$ | $\begin{gathered} 71.2 \\ 16.1 \% \end{gathered}$ | $\begin{array}{r} 132.7 \\ 15.7 \% \end{array}$ | 83.3 <br> 17.5\% | 61.7 <br> 13.9\% | $\begin{array}{r} 145.0 \\ 15.8 \% \end{array}$ | 21.8 | 35.4\% | -9.5 | -13.3\% | 12.3 | 9.3\% |
| Income Per S | - | - | , | - | - | 295 |  | Y2010 R | son for | Downw | vard Rev | ison |
| Income Per Share Dividend Per Share | - |  | 363.15 Ye 120 Ye | 75 Yen | 7 |  | Inf <br> ord <br> ind |  <br> rial or | $\begin{aligned} & \text { ng y } \\ & \text { al es } \end{aligned}$ | weak ation du | $\begin{aligned} & \text { lar, an } \\ & \text { to ad } \end{aligned}$ | ment in |
|  | $60 Y$ en | $60 Y$ en |  | 75Yen | 7 |  | *FY20 | Exchan | rate |  |  |  |
| Payout Ratio | - | - | 33.0\% | - | - | 36.6\% |  | irst early ave | f estima age: 84.4 | on: 80.00 | 0 Yen/US <br> \$ |  |

