

# **Business Results for Third Quarter, FY2010**

# Creative Links to World Electronic

Feb 8th 2011

**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 \*forward-looking 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 3Q FY2010**



#### [1Q FY2010]

• Although partial adjustment for overseas mobile, orders and sales for automotive and industrial area increased steadily

#### [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 2Q slightly in a lower level than 1Q.

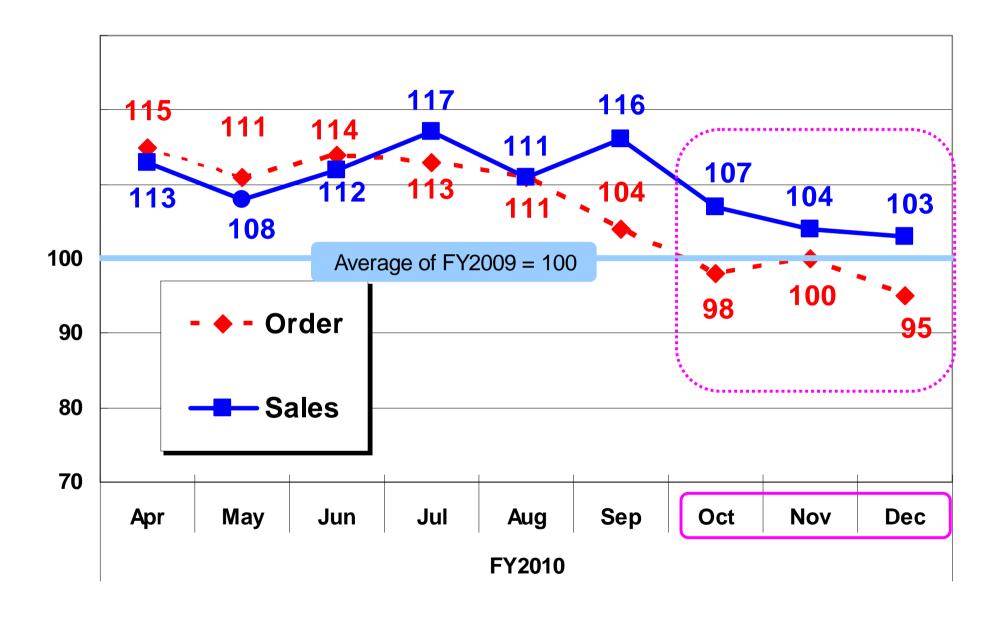
#### [3Q FY2010]

- Orders for partial smartphone and e-book etc. has increased steadily. However, adjustment is still continued in the industrial market.
- 3Q FY2010 settled on 2.8% YoY in order level (-1.6% over 2Q FY2010), 1.4% YoY in sales level (-6.9% over 2Q FY2010)

### [1Q-3Q FY2010]

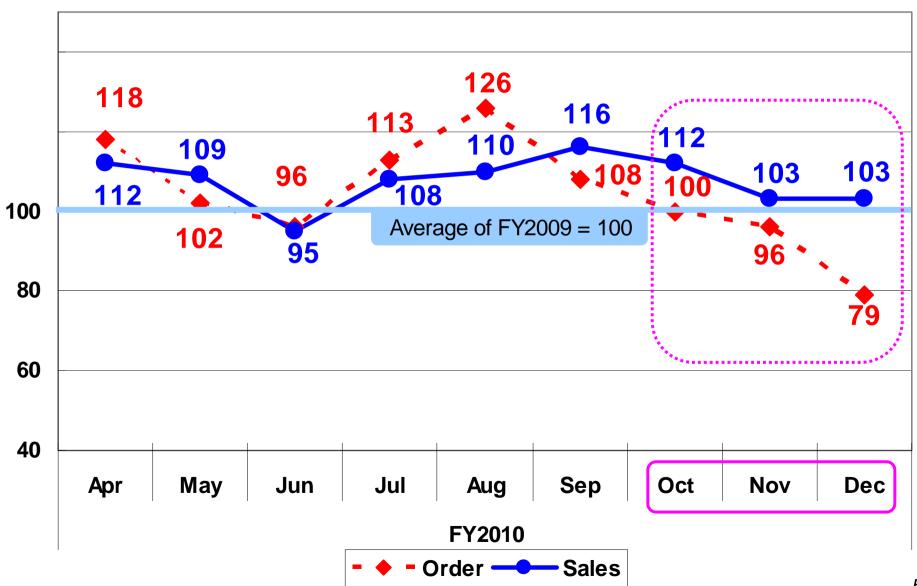
• 1Q-3Q (total) FY2010 settled on 696.0 hundred million yen in order level (9.6% YoY), 700.2 hundred million yen in sales level (12.4% YoY), 187.0 hundred million yen in recurring profit (13.5% YoY).





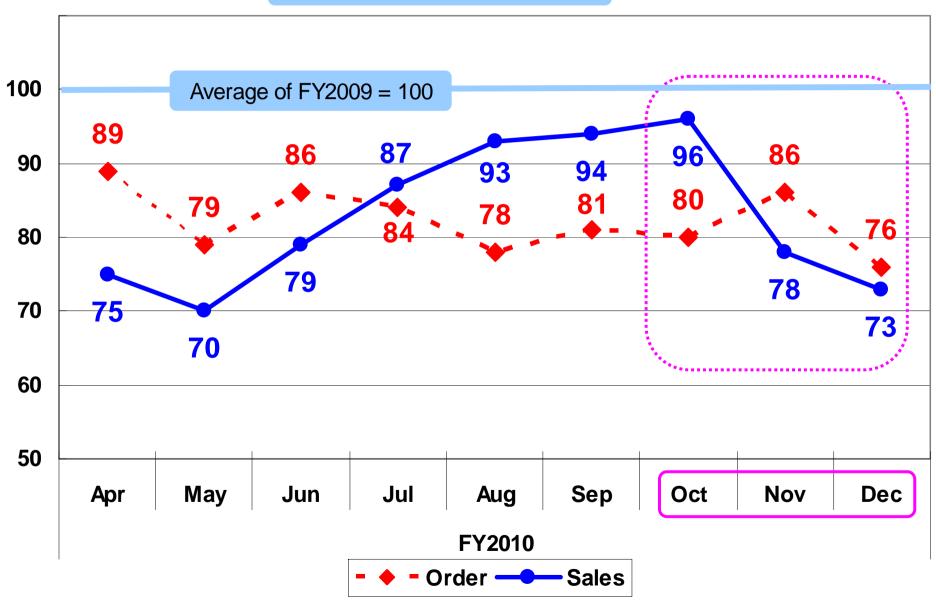


#### **Mobile**



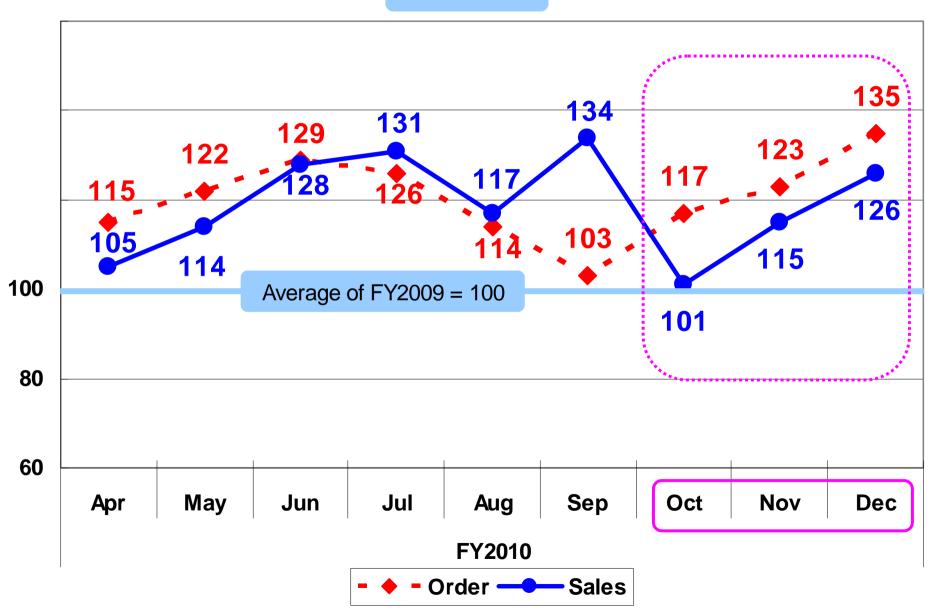


# **Digital Consumer Electronic**



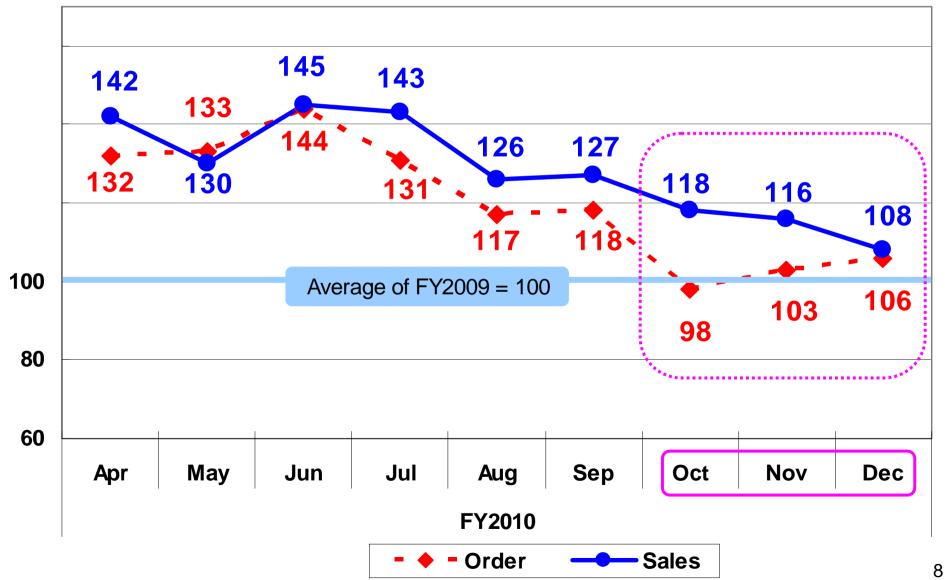


#### **Automotive**





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



# **Business Results for Third Quarter, FY2010**

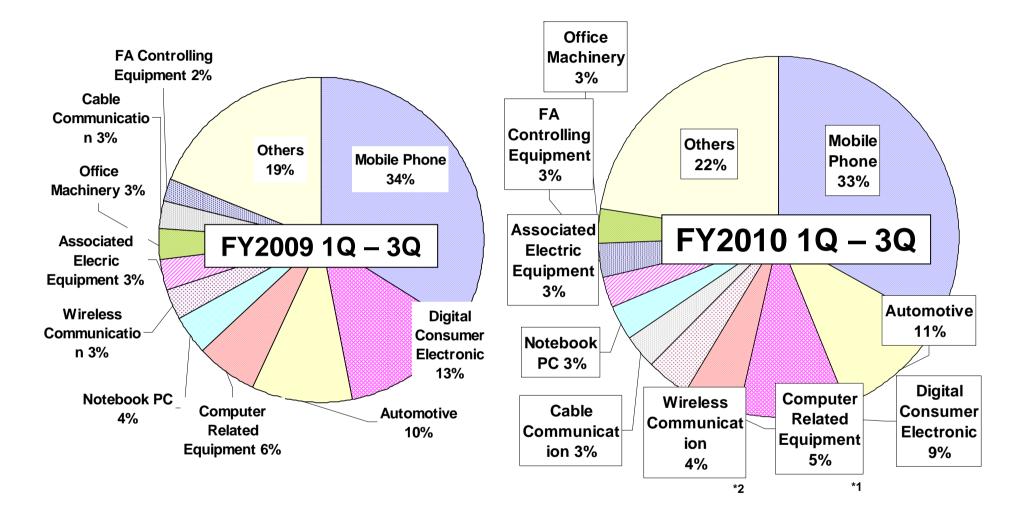


(hundred millions of Yen)

		<u> </u>	<u>(nunarea</u> m	nillions of Ye						
	(A)FY2009 1Q-3Q	(B)FY2010 1Q-3Q	(B)-(A)	(B)/(A)	Major Changes over prior same period (unit: hundred millions of Yen)					
Sales (COGS Ratio) (SGA Ratio)	623.0 (56.4%) (19.4%)	700.2 (55.0%) (18.9%)	77.2 (-1.4%) (-0.5%)	12.4%	[Sales] 77.2 increase Foreign Hirose Subsidiaries HST +67.8 +5.4 +4.0  [COGS Ratio] 1.4 point decrease  Purchase Cost Ratio 42.0%>42.6 % Depreciation Ratio 7.6%>5.7 %					
Operating Profit (%) Recurring	150.7 24.2%	182.2 26.0%	31.4 (+1.8%)	20.9%	[SGA Ratio] 0.5 point decrease Although 11.8 increase, 0.5 point decrease due to the increase in sales [Non-Operating Expenses]					
Profit (%)	164.7 26.4%	187.0 26.7%	22.3 (+0.3%)	13.5%	Equity Method Profit 4.3>4.7 Interest Received & Dividend 9.1>6.3					
Net Profit	101.2 16.2%	94.3 13.5%	-6.9 (-2.7%)	-6.8%	Foreign Exchange Loss 1.2>7.2  [Extraordinary Losses]  Recognizing the realization of foreign currency translation adjustment, etc.					
Total Assets	2,535.3	2,569.6	34.3	1.4%	due to making Hirose Korea into subsidiary					
Shareholders' Equity Ratio	92.2%	90.0%								
Income Per Share	276.7Yen	265.4Yen								

# **Sales by Market**





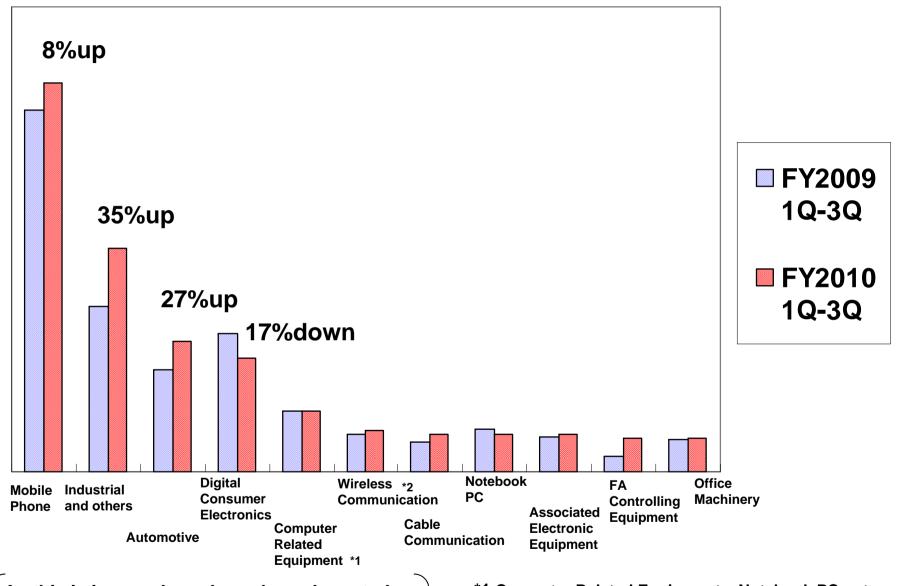
As this is in round number, please be noted that some ratio difference may occur. Thank you for your understanding.

<sup>\*1</sup> Computer Related Equipment – Notebook PC not included.

<sup>\*2</sup> Wireless Communication - Mobile Phone not included.

# Sales Changes by Markets (in round numbers)





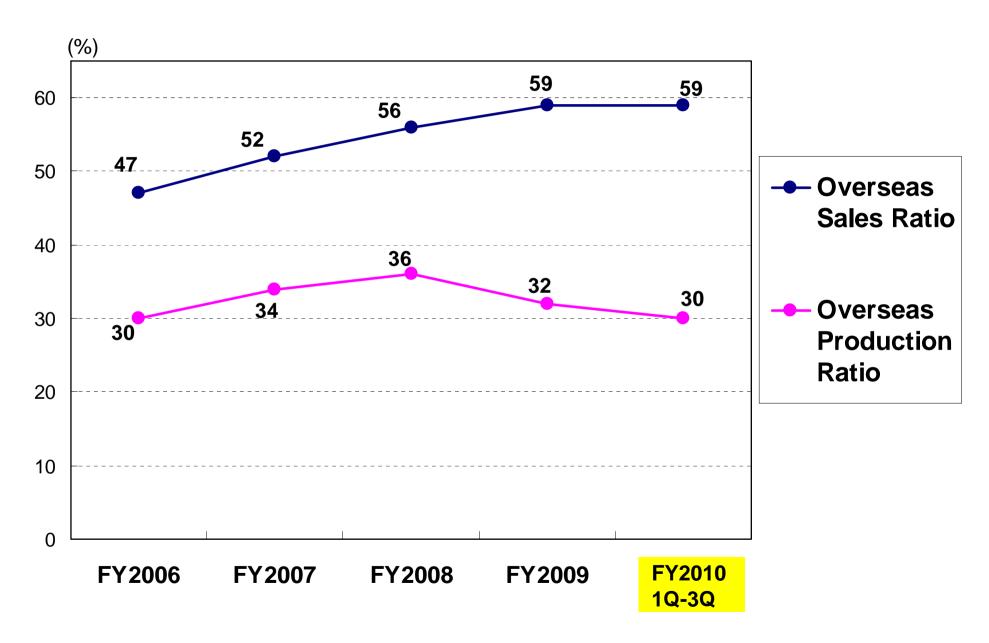
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<sup>\*1</sup> Computer Related Equipment – Notebook PC not included.

<sup>\*2</sup> Wireless Communication - Mobile Phone not included.

### **Overseas Production and Sales Ratio**





# **Changes in Consolidated Balance Sheet**



(hundred millions of Yen)

				(Hariarea Hillions of Terr)				
	Account	(A)Mar 31, 2010	(B)Dec 31, 2010	(B)-(A)	Remark			
	Cash and Cash in Bank	1,095.7	1,045.4	-50.3	Share buyback-27.9, Construction payment for Yokohama Center-19.6 Additional investment to Hirose Korea-26.3, Hirose Korea's+16.2			
	Trade Receivable	240.1	261.0	20.9	Hirose Korea's+15.6			
	Inventories	63.0	78.8	15.8	Hirose Korea's+11.0			
	Investment Securities	652.6	632.8	-19.8	Attiliated company share (Hirose Korea's) -43. 5 Hirose Korea's+18.7 Corporate bond, etc.+5.0			
	Others	477.6	551.6	74.0				
То	tal Assets	2,529.0	2,569.6	40.6				

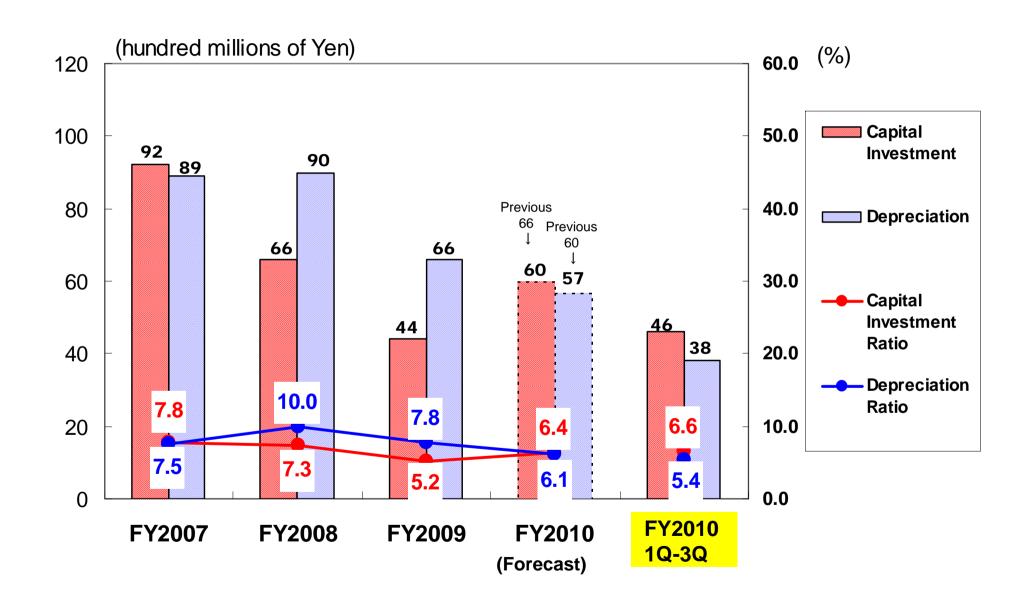
# **Changes in Consolidated Balance Sheet**



(hundred millions of Yen)

	•		(nundred millions of feri)		
	Account	(A)Mar 31, 2010	(B)Dec 31, 3010	(B)-(A)	Remark
	Notes Payables	120.1	129.2	9.1	Hirose Korea's +7.7
	Income Taxes Payable, etc.	48.9	29.4	-19.5	
	Others	55.9	71.3	15.4	Increase in account payables
Tota	al Liabilities	224.9	229.9	5.0	
	Retained Earnings	2,552.6	2,597.7	45.1	Net income 94.3 - Dividend 47.3
	Treasury Stocks	-465.4	-493.2	-27.8	Share buyback
	Valuation Variance	23.5	21.7	-1.8	Stock price fallen
	Translation Adjustment	-45.1	-50.4	-5.3	Due to strong yen
	Others	238.5	263.9	25.4	Minority interest
	Total nareholders'	2,304.1	2,339.7	35.6	
	iabilities and holders' Equity	2,529.0	2,569.6	40.6	





# Business Forecast for the Year Ended March 31, 2011



Green italics	Note) First I	Half: 1Q & 2	Q, Second Half:	: 3Q & 4Q				(hundred millions of Yen)					
number: data announced on Nov							First H	lalf	Second Half		For the	e Year	
2010	FY	2009 (A	ctual)				Over Previous Actual Amount		Over Previous Actual Amount		Over Previous Actual Amount		
	Circt Hold	Second	For the Year	Second For the									
	First Half	Half	For the Year	First Half	Half	Year	Change	%	Change	%	Change	%	
					444.6	920.0					20.0	2.2%	
Sales	401 2	443.5	844.7	475.4	464.6	940.0	7/2	40 E0/	21.1	4.8%	95.3	11.3%	
(COGS)	(57.2%)							16.5%	21.1	4.0%	95.5	11.3%	
(0000)	(37.270)	(30.2 /0)	(30.7 %)	(34.0 /0)								0.007	
Operating					98.9	230.0					0.0	0.0%	
Profit	90.4	113.7	204.1	131.1	98.9	230.0	40.7	45.0%	-14.8	-13.0%	25.9	12.7%	
(%)	22.5%	25.6%	24.2%	27.6%	21.3%	24.5%							
. ,					400.0	005.0							
Recurring					100.9	235.0					0.0	0.0%	
Profit	100.8	119.2	220.0	134.1	100.9	235.0	33.3	33.0%	-18.3	-15.4%	15.0	6.8%	
(%)	25.1%	26.9%	26.0%	28.2%	21.7%								
(70)					61.7	145.0					-20.0	-13.8%	
			400 -								-20.0	-13.0%	
Net Profit	61.5	71.2	132.7	83.3	41.7	125.0	21.8	35.4%	-29.5	-41.4%	-7.7	-5.8%	
(%)	15.3%	16.1%	15.7%	17.5%	9.0%	13.3%							
			000 451/				FY2010 Reason for Revision						
Income Per Share	-	-	363.15Yen	-	-	353.97Yen	1. Hirose Korea's sales, profit and loss from FY20				FY2010		
Dividend Per	001/-	001/-	4001/5==	75V a sa	75V	450	4Q included 2. Recognizing the realization of foreign currency translation adjustment, etc. due to making Hirose					ancy	
Share	buyen	buyen	120Yen	/5 Yen	/bren	150 Yen						- 1	
Dividend			33.0%			42.4%	Korea into subsidiary>19 hundred million yen						
Payout Ratio	-	-	33.0%	-	-	42.470	extraor	umary los	ses inclu	uea			

## **About "Losses on step acquisition" (Summary)**

- 1. In the past, as equity method application affiliate, we have been taking in 50% of Hirose Korea's net income as non-operating expenses (equity method profit on investment).
- 2. The above 50% of Hirose Korea's net income in Korean Won has been converted into Japanese yen with the average rate of every fiscal year in Hirose consolidated income statement and retained earnings.
- 3. At the end of every fiscal year, the difference between the 50% of Hirose Korea's net asset that has been converted with the closing rate and the total of the above would be processed as "foreign currency translation adjustment."
- 4. The balance of Hirose Korea's "foreign currency translation adjustment" on Dec 31th 2010 is approximately a negative 23 hundred million yen.
- 5. According to "Accounting standards for business combination" applied from Apr 1st 2010, when one company acquires another company's share step by step, and has obtained the control, the substance of the previously owned investment would be regarded as changed, and considered that the investment at the time is once liquidated and acquired again, and is required to reassess the value at that time.
- 6. As a result, the unrealized foreign exchange gain or loss that has been processed as "foreign currency translation adjustment" in 4.would be regarded as recognized by reassessing the value, and it is required to reflect the difference in the Income Statement of this term as "profits and losses on step acquisition."
- 7. The market valuation amount of Hirose Korea's existing stocks (50%) would be approximately 52 hundred million yen (doubling the acquisition cost of 26 hundred million yen, the newly acquired 25%), so the difference between this and the profit on investment total taken in by the equity method, approximately 48 hundred million yen, would be 4 hundred million yen, and this deducted from the "foreign currency translation adjustment" balance of 23 hundred million yen would leave approximately 19 hundred million yen, which would be recognized as "losses on step acquisition" (extraordinary losses).

This loss does not mean devaluing the investment value of Hirose Korea or damaging the net assets value of Hirose consolidated, or the occurrence of additional financial outflow due to the loss add up. Regarding the comprehensive income statement, which would be applied at the end of this fiscal year, the amount added up as the recognition of the "foreign currency translation adjustment" of the extraordinary losses is estimated to have no influence on the "comprehensive income", as the amount would offset at "foreign currency translation adjustment" in other comprehensive income as profit.

# **Account Processing on making Hirose Korea into Subsidiary**



#### 1. Background

- 1) On Dec 2010, we have decided to make Hirose Korea, former equity method application affiliate (Korea, founded in Oct.1985, investment ratio 50%), into consolidated subsidiary, and increase investment ratio by 25%, making into 75% investment.
- 2) In the account processing for this 3Q, the 50% would be included in "Profit on investment by equity method" (469 million yen) in P/L as before, and added in consolidation process as of the last day of this quarter in B/S.

Moreover, by making Hirose Korea into subsidiary and conducting account processing according to the revised "Accounting standards for business combination" (applied from Apr 2010), 1,895 million yen is added to the extraordinary losses as "Losses on step acquisition." The main content for this loss is the recognition of the unrealized currency loss that has been directly added to "Foreign Currency translation adjustment" of shareholders' equity when equity method applied.

Further more, we plan to consolidate Hirose Korea's sales, profit and loss of this fiscal year on the 4Q.

# 2. Account processing by making Hirose Korea into subsidiary (account processing on step acquisition)

	Former Accounting Standards	"Accounting standards for business combination" applied from Apr 2010
Concept	The investment amount to the subsidiary would be the total cost of shares acquired from the past, i.e. regard each market value at the time of every individual transaction that had resulted in obtaining control as the value of acquisition, and the cumulative total amount of those to be the acquisition cost.  The concept is that we are increasing the investment ratio to the equity method affiliated, and even as consolidated subsidiary we are still continuing to invest.	The fact of making the equity method affiliated into consolidated subsidiary and obtaining control, differs by far from a mere additional share acquisition. The actual condition or substance of investment held in the past would be regarded as changed, and the market value as of the business combination would be the new investment cost.  The concept is that the past investment to the equity method affiliated would be regarded as once liquidated (sold) and is acquired again in the market value as of the business combination.

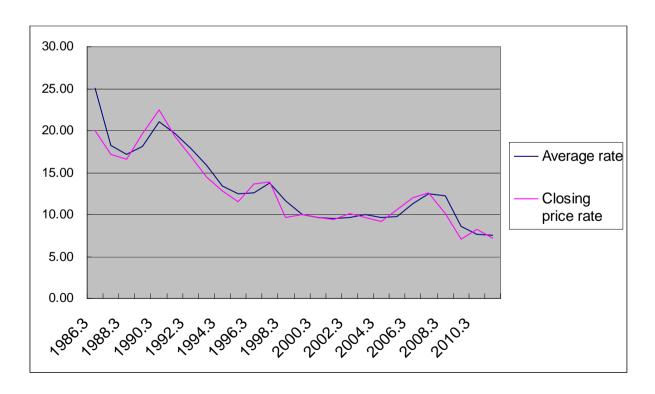


	Former Accounting Standards	"Accounting standards for business combination" applied from Apr 2010					
Exemplificat ion of account processing (The impact on consolidate d financial statement)	(Former Standards Consolidated B/S)  Assets 15,000 Liability 3,000 Subsidiary Shares -2,000  Retained earnings 9,000 Foreign currency translation adjustment Minority interest 3,000 Total shareholders' equity 13,000  The retained earnings and foreign currency translation adjustment that has been recognized when the equity method was applied would each be continued to be calculated and disclosed within net assets after the shift to consolidation.	(New Standards Consolidated B/S)  Assets 15,000 Liability 3,000 Subsidiary Shares -2,000 Capital Retained earnings 7,000 Foreign currency translation adjustment Minority interest 3,000 Total shareholders' 13,000 Shareholders's equity 13,000					
Notes		1. This loss does not mean devaluing the investment value of Hirose Korea or damaging the net assets value of Hirose consolidated, or the occurrence of additional financial outflow due to the loss add up.  2. Regarding the comprehensive income statement, which would be applied at the end of this fiscal year, the amount added up as the recognition of the "foreign currency translation adjustment" of the extraordinary losses is estimated to have no influence on the "comprehensive income", as the amount would offset at "foreign currency translation adjustment" in other comprehensive income as profit.					

# [Reference] Won/Yen Rate change (from Mar 1986)



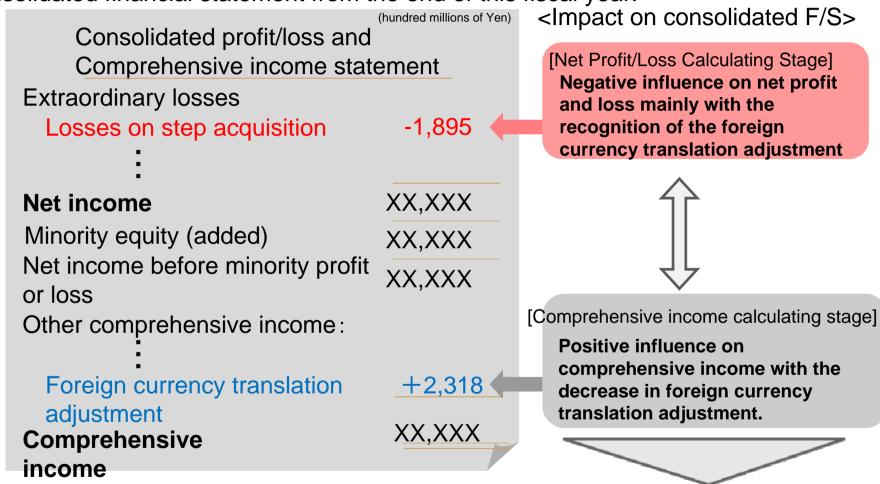
Average rate	1986.3	1987.3	1988.3	1989.3	1990.3	1991.3	1992.3	1993.3	1994.3	1995.3	1996.3	1997.3	1998.3
Closing price	25.03	18.22	17.17	18.06	21.09	19.68	17.83	15.83	13.39	12.47	12.57	13.77	11.64
rate	20.01	17.12	16.55	19.68	22.43	19.30	17.00	14.50	12.80	11.58	13.68	13.94	9.59
Average rate	1999.3	2000.3	2001.3	2002.3	2003.3	2004.3	2005.3	2006.3	2007.3	2008.3	2009.3	2010.3	2010.12
Closing price	<b>9.99</b>	9.61	9.57	9.68	10.03	9.59	9.77	11.26	12.43	12.29	<b>8.54</b>	7.70	7.49
rate	<b>10.02</b>	9.66	9.44	10.11	9.59	9.22	10.61	12.05	12.56	10.11	<b>7.03</b>	8.23	7.16



#### Display on the consolidated comprehensive income statement of this fiscal year



The account for the comprehensive income will be displayed on the consolidated financial statement from the end of this fiscal year.



It is estimated that the recognition of foreign currency translation adjustment will not influence at the stage of comprehensive income. (Estimated no influence on the total net asset)