

Business Results for First Quarter, FY2011

Creative Links to World Electronic

Aug 2nd 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 *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 FY2010]

• 1Q : Although partial adjustment for overseas mobile, orders and sales for automotive and industrial area increased steadily.

• 2Q : Steady increase in sales, especially in overseas mobile phone and automotive market. However, there were adjustment in order after August mainly in industrial area.

• 3Q : Orders for partial smartphone and e-book etc. has increased steadily. However, adjustment continued in the industrial market.

• 4Q : Sluggish order in part of digital consumer electronic. Orders have increased in March mainly in the industrial, mobile phone and smartphone area due to the end of inventory adjustment and the effect of earthquake.

[F<u>Y2011 1Q]</u>

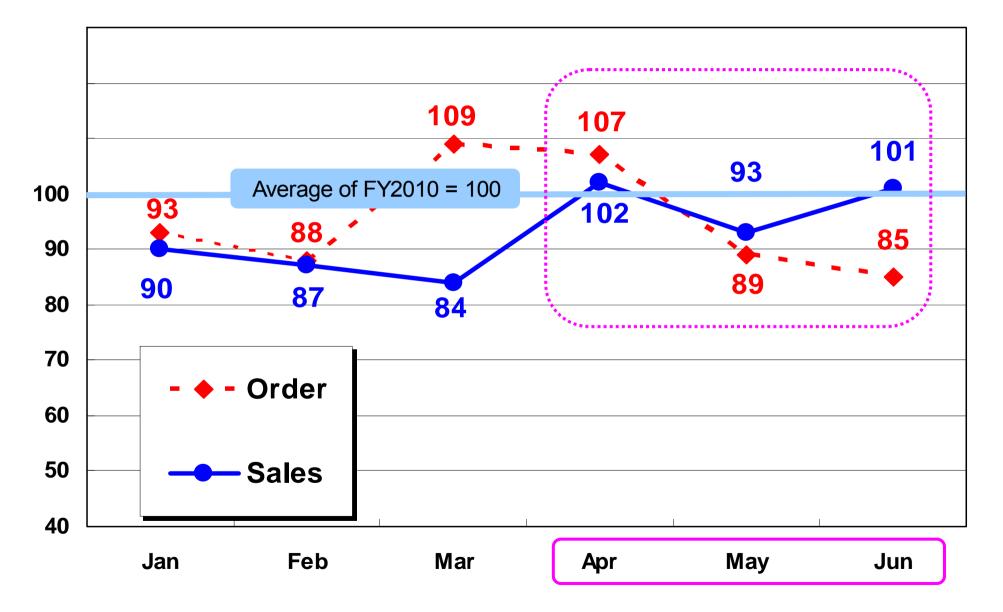
• Order level of April were high because of the ahead-of-schedule order influence after the earthquake. However, order level of May and June were sluggish mainly due to the effect of :

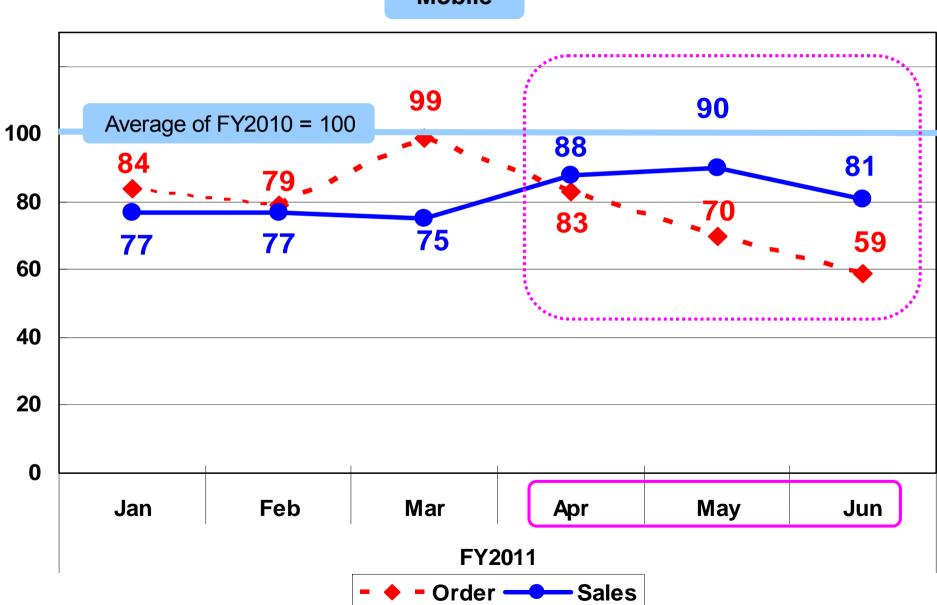
(1) Rebound from ahead-of-schedule order in March and April (2) Lag in the mobile and smartphone business in partial overseas big company and China(3) Production decrease in automotive due to the earthquake

On the other hand, sales were fairly steady.

• 1Q FY2011 results settled on Order amount: 246.6 hundred million yen (-1.1% YoY, -1.6% over 4Q FY2010) Sales amount: 248.4 hundred million yen (6.2% YoY, 10.8% over 4Q FY2010) Recurring profit amount: 63.7 hundred million yen (25.6%, -6.5% YoY, 57.7% over 4Q FY2010)

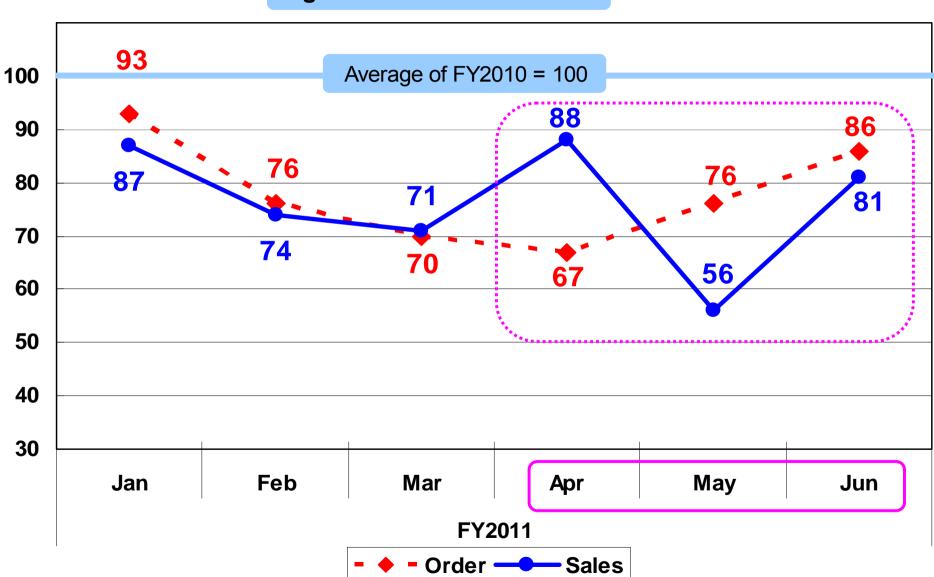






Mobile

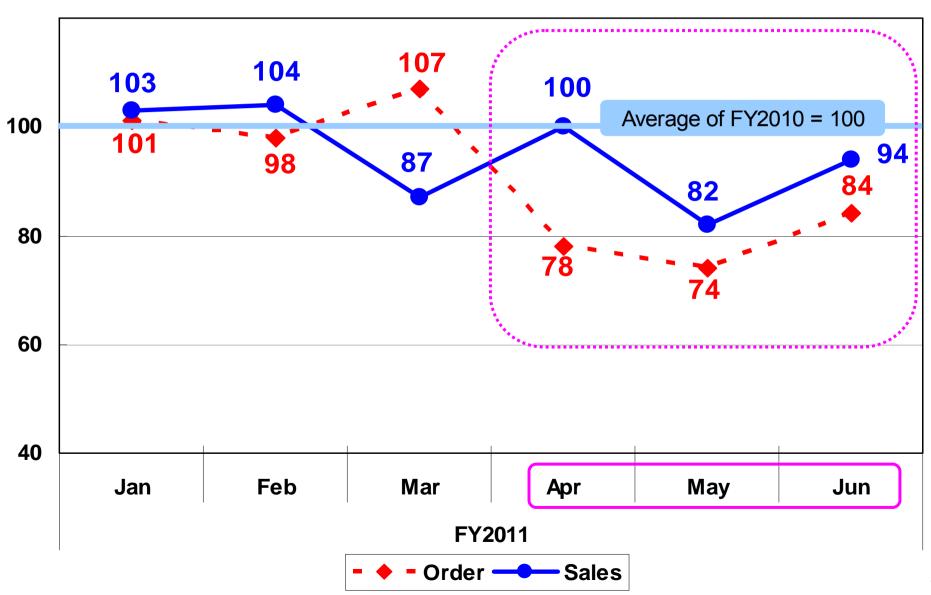
ELECTRIC

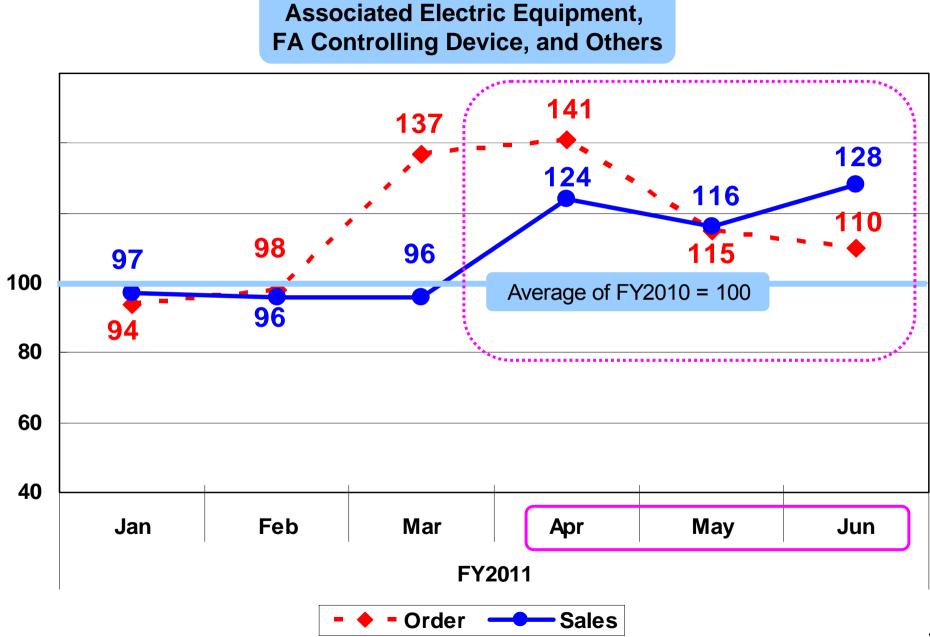


Digital Consumer Electronic

ELECTRIC







Business Results for 1Q FY2010



| | | | (unit:hundred millions of Yen) | | | | |
|---|-----------------------------|-----------------------------|--------------------------------|---------|---|--|--|
| | (A)FY2010 1Q | (B)FY2011 1Q | (B)-(A) | (B)/(A) | Major changes over prior same period (unit: hundred millions of Yen) | | |
| Sales (COGS Ratio) (SGA Ratio) | 234.0 (53.2%) (18.3%) | 248.4 (56.6%) (18.7%) | 14.4 (+3.4%) (+0.4%) | 6.2% | [Sales] 14.4 increase Foreign Hirose Subsidiaries Hirose Korea -14.0 -2.2 +31.7 [COGS Ratio] 3.4 point increase | | |
| Operating Profit (%) Recurring | 66.6 28.5% | 61.4 24.7% | -5.2 (-3.8%) | -7.9% | Purchase Cost Ratio 41.1% \rightarrow 42.6% Depreciation Ratio 4.5% \rightarrow 5.5% Labor Cost Ratio 3.9% \rightarrow 4.9% [SGA Ratio] 0.4 point increase Increase due to Hirose Korea, etc. | | |
| Profit (%) | 68.1 29.1% | 63.7 25.6% | -4.4 (-3.5%) | -6.5% | [Non-Operating Expenses] Equity Method Profit $+1.7 \rightarrow +0.0$ Interest Received & Dividend $2.5 \rightarrow 2.5$ Foreign Exchange Loss $3.1 \rightarrow 1.4$ | | |
| Net Profit (%) | 43.1 ^{18.4%} | 37.9 ^{15.3%} | -5.2 (-3.0%) | -12.0% | | | |
| Total Assets | 2,529.1 | 2,628.2 | 99.1 | 3.9% | | | |
| Shareholders' Equity Ratio | 91.0% | 89.5% | | | | | |
| Income Per Share | 120.9Yen | 107.4Yen | | | | | |

(unit-hundred millions of Van)



(hundred millions of Yen) 500 50% 40% Sales 400 28.8% **29.1%** 27.8% 27.3% 30% 25.6% 24.9% 23.5% 21.8% 300 18.0% 20% Recurring 248 241 234 Profit 225 221 222 224 222 10% 180 200 - Recurring 0% **Profit Ratio** 100 68 66 64 64 62 55 53 40 39 0 **FY2011** FY2009 FY2009 FY2009 FY2009 FY2010 FY2010 FY2010 FY2010 2Q **1Q** 1Q 3Q 4Q 1Q 2Q 3Q 4Q

Changes in Consolidated Balance Sheet



(hundred millions of Yen) (B) - (A) (A)Mar 31, 2010 (B)Jun 30, 2011 Remark Account Cash and 1,094.3 1,094.2 0.1 **Cash in Bank** Trade Hirose Sales: FY2010/4Q→ 12.6 230.6 243.2 FY2011/1Q +23.5 Receivables 72.7 80.5 7.8 Inventories Due to sales increase Investment 641.6 638.1 -3.5 Securities 562.3 572.1 9.8 Tangible fixed assets+9.3 Others 2,601.4 2,628.2 26.8 **Total Assets**

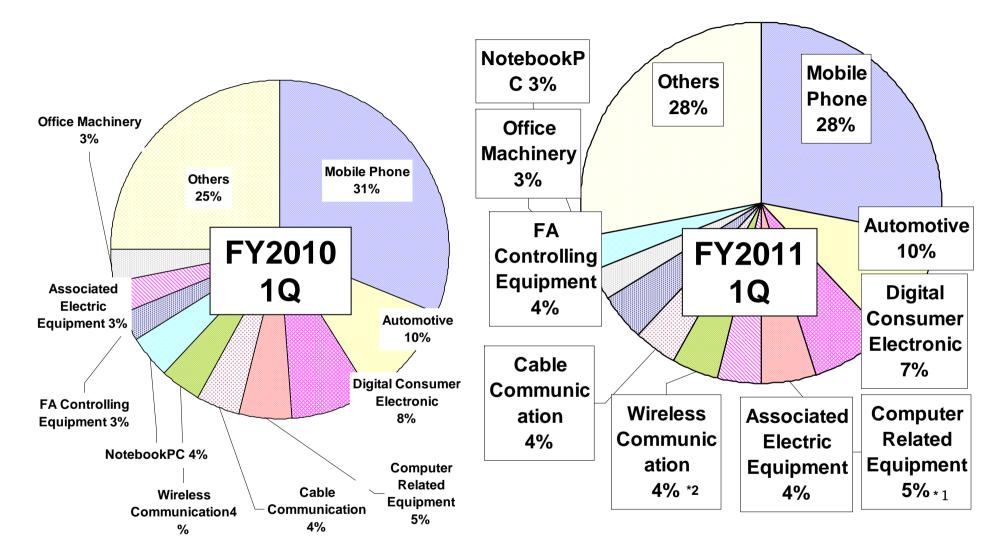
Changes in Consolidated Balance Sheet



| | | (hundred millions of Yen) | | |
|---|-----------------|---------------------------|---------|--|
| Account | (A)Mar 31, 2010 | (B)Jun 30, 2011 | (B)-(A) | Remark |
| Notes Payable and Account Payable | 109.4 | 125.6 | 16.2 | Purchase increase due to production increase |
| Income Taxes Payable, etc | 40.6 | 29.1 | -11.5 | |
| Others | 75.7 | 92.4 | 16.7 | |
| Total Liabilities | 225.7 | 247.1 | 21.4 | |
| Retained Earnings | 2,620.6 | 2,632.0 | 11.4 | Net income 37.9 - Dividend 26.5 |
| Treasury Stocks | -493.2 | -496.9 | -3.7 | Share buyback |
| Valuation Variance | 21.2 | 22.4 | 1.2 | Stock price risen |
| Translation Adjustment | -38.2 | -42.1 | -3.9 | Due to strong yen |
| Others | 265.3 | 265.7 | 0.4 | |
| Total Shareholders' Equity | 2,375.7 | 2,381.1 | 5.4 | |
| Total Liabilities and Shareholders' Equity | 2,601.4 | 2,628.2 | 26.8 | 10 |

Sales by Market



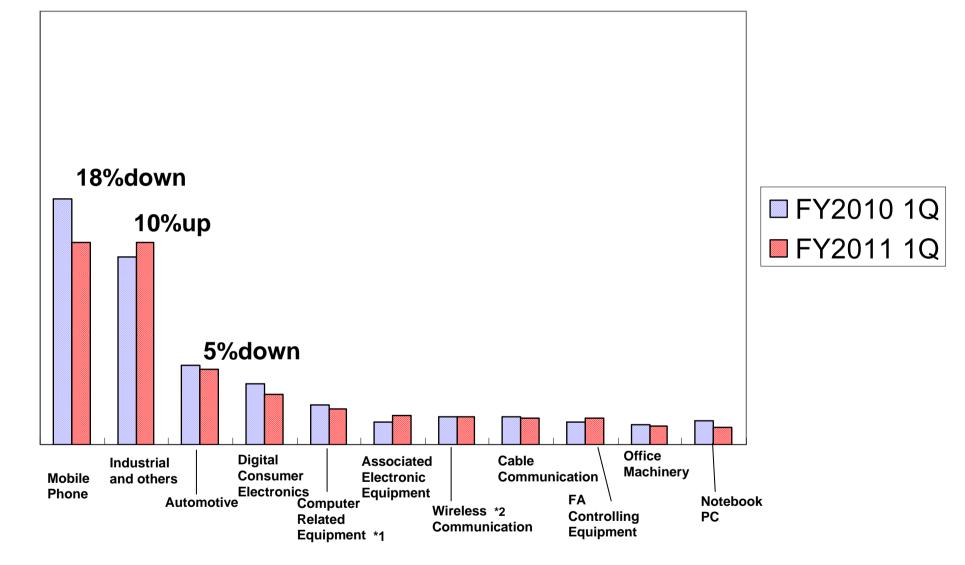


As this is in round number, please be noted that some ratio difference may occur. Thank you for your understanding. *1 Computer Related Equipment – Notebook PC not included.

*2 Wireless Communication - Mobile Phone not included.

Sales Changes by Markets (in round numbers)

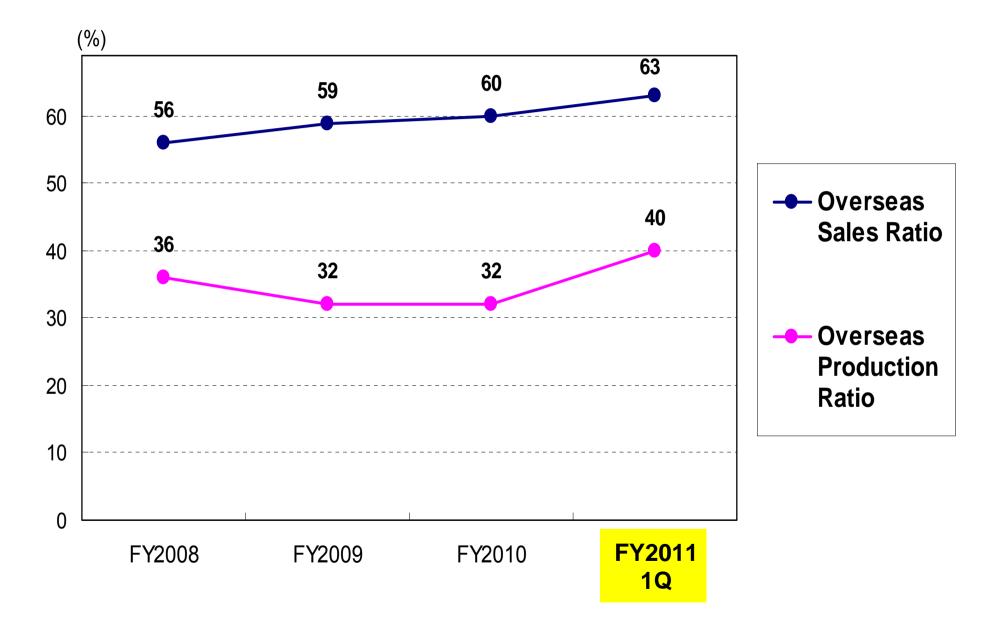


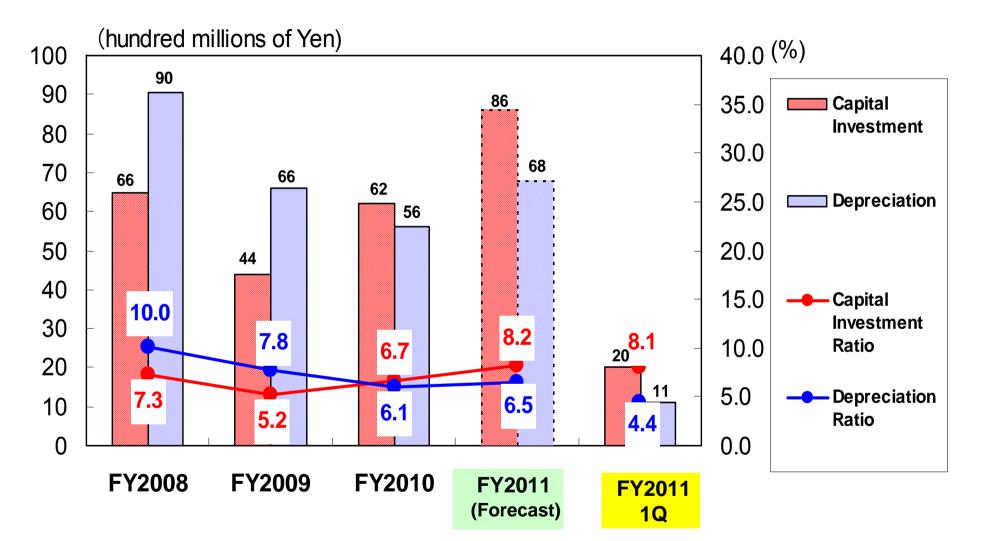


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*2 Wireless Communication - Mobile Phone not included.







(*Excluded: Building investment for Yokohama Center)

HIROSE

ELECTRIC CO.,LTD.

Business Forecast for the Year Ended March 31, 2012

| Green italics number: | note) First Half - 1Q & 2Q, Second Half - 3Q & 4Q | | | | (hundred millions of Yen) | | | |
|-------------------------------|---|------------------|------------------------|-------------------------|--|--------|---|-------|
| data announced on May 2011 | FY2010 (Actual) | | FY2011 (Forecast) | | First Half Over the Previous Actual Amount | | For the Year Over the Previous Actual Amount | |
| | First Half | For the Year | First Half | For the Year | Amount Change | % | Amount Change | % |
| | | | 510.0 | 1,050.0 | | | | |
| Sales (COGS) | 475.4 | 924.4 (56.9%) | | , | 19.6 | 4.1% | 125.6 | 13.6% |
| Operating Profit | 131.1 | 220.3 | <i>124.0</i> 110.0 | 250.0 250.0 | -21.1 | -16.1% | 29.7 | 13.5% |
| (%) Recurring | 27.6% | 23.8% | 22.2% 127.0 | 23.8% 260.0 | | | | |
| Profit (%) | 134.1 28.2% | 227.4 24.6% | 115.0 23.2% 77.0 | 260.0 24.8% 160.0 | -19.1 | -14.2% | 32.6 | 14.3% |
| Net Profit (%) | 83.3 ^{17.5%} | 117.1 12.7% | 70.0 14.1% | | -13.3 | -16.0% | 42.9 | 36.6% |
| Income Per Share | - | 330.23Yen | - | 453.66Yen | [Reason for First Half Revision] We have made the decision taking into | | | |
| Dividend Per Share | 75Yen | 150Yen | 75Yen | 150Yen | consideration the lag in the business of partial mobile and smartphone maker, production decrease in the automotive area due to the earthquake, and the strong yen. | | | |
| Dividend Payout Ratio | - | 45.4% | - | 33.1% | Moreover, the forecast for the year is | | | |