# Business Results for First Quarter, FY2011 

Creative Links to World Electronic

Aug 2 ${ }^{\text {nd }} 2011$
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 1Q FY2011

## [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.


## [FY2011 1Q]

- 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


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


## Automotive



-     - Order $\longrightarrow$ Sales


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



|  | $\begin{gathered} \hline \text { (A)FY2010 } \\ 1 Q \end{gathered}$ | $\begin{gathered} \hline \text { (B)FY2011 } \\ 1 Q \end{gathered}$ | (B)-(A) | (B)/(A) | Major changes over prior same period (unit: hundred millions of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales <br> (COGS Ratio) <br> (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 <br> Foreign  <br> Hirose Subsidiaries <br> -14.0 Hirose Korea <br> +31.7 <br> [COGS Ratio] 3.4 point increase  |
| Operating Profit <br> (\%) | 66.6 <br> 28.5\% | $\begin{array}{r} 61.4 \\ 24.7 \% \end{array}$ | $\begin{gathered} -5.2 \\ (-3.8 \%) \end{gathered}$ | -7.9\% | Purchase Cost Ratio 41.1\% $\rightarrow 42.6 \%$ <br> Depreciation Ratio $4.5 \% \quad \rightarrow 5.5 \%$ <br> Labor Cost Ratio 3.9\% $\rightarrow 4.9 \%$ <br> [SGA Ratio] 0.4 point increase Increase due to Hirose Korea, etc |
| Profit <br> (\%) | 68.1 <br> 29.1\% | $\begin{array}{r} 63.7 \\ 25.6 \% \end{array}$ | $\begin{gathered} -4.4 \\ (-3.5 \%) \end{gathered}$ | -6.5\% | [Non-Operating Expenses] <br> Equity Method Profit $+1.7 \rightarrow+0.0$ <br> Interest Received \& Dividend $2.5 \rightarrow \mathbf{2 . 5}$ <br> Foreign Exchange Loss $3.1 \rightarrow \mathbf{1 . 4}$ |
| Net Profit <br> (\%) | 43.1 $18.4 \%$ | 37.9 $15.3 \%$ | $\begin{aligned} & -5.2 \\ & (-3.0 \%) \end{aligned}$ | -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 |  |  |  |

## Quarterly Sales and Profits



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


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



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.


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Business Forecast for the Year Ended March 31, 2012 HNS


