# Business Results for First Quarter, FY2013 

Creative Links to World Electronic

Aug 1 ${ }^{\text {st }}, 2013$
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 1Q FY2013

[FY2012]
-1Q : Except for the Korean company with strong orders, order level is low in Smartphone/Mobile market. On the other hand, Automotive continues to maintain the high level order.

- 4Q : Sluggish Industrial market gradually shows a sign of recovery. In the Smartphone/Mobile market order, Korean market continues the good trend, and Chinese market has recovered in February. Automotive market grew steadily.


## [1Q FY2013]

- Good trend in Korean and Chinese Smartphone/Mobile market and Automotive market. And although the trend is not strong, Industrial market shows a sign of recovery.
- 1Q FY2013 results settled on

Order : 311.2 hundred million yen (32.9\% YoY, 20.0\% over 4Q FY2012)
Sales: 297.2 hundred million yen ( $28.7 \%$ YoY, 19.2\% over 4Q FY2012) Recurring Profit: 87.1 hundred million yen (Ratio 29.3\%, 51.3\%YoY,

## All Connectors



## Smartphone / Mobile Phone


$\rightarrow$ - Sales

## Automotive



FY2012 1Q- Jun Sales Changes by Markets (Consolidated Basis, Index Number)

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



Business Results for 1Q, FY2012

| (hundred millions of Yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { (A )FY2012 } \\ 1 \mathrm{Q} \end{gathered}$ | $\begin{gathered} \text { (B) FY2013 } \\ 1 Q \end{gathered}$ | (B)-(A) | (B)/(A) | Major Changes over prior same period (unit:hundred millions of Yen) |
| Sales (COGS Ratio) (SGA Ratio) | 230.9 (56.7\%) (19.8\%) | 297.2 $(54.8 \%)$ (18.0\%) | $\begin{array}{r} 66.3 \\ (-1.9 \%) \\ (-1.8 \%) \end{array}$ | 28.7\% | [Sales] 66.3 increase <br> Hirose Japan Subsidiaries <br> +29.1 +37.2 |
| Operating Profit <br> (\%) | 54.2 $23.5 \%$ | 80.9 $27.2 \%$ | $\begin{array}{r} 26.7 \\ (+3.7 \%) \end{array}$ | 49.3\% | [COGS Ratio] 1.9 point decrease <br> Purchase Cost Ratio $42.5 \% \rightarrow 40.7 \%$ |
| Recurring Profit <br> (\%) | 57.6 $25.0 \%$ | 87.1 $29.3 \%$ | $\underset{(+4.3 \%)}{29.5}$ | 51.3\% | [SGA Ratio]1.8 point decrease <br> Ratio improvement due to sales increase <br> [Non-Operating Expenses and Loss] |
| Net Profit <br> (\%) | 33.8 $14.7 \%$ | 54.0 $18.2 \%$ | $\begin{gathered} 20.2 \\ (+3.6 \%) \end{gathered}$ | 59.7\% | Foreign Exchange Gain/Loss -0.1 $\rightarrow+1.8$ |
| Total Assets | 2,615.6 | 2,854.8 | 239.2 | 9.1\% |  |
| Shareholders' Equity Ratio | 90.3\% | 89.4\% |  |  |  |
| Income Per Share | 97.8Yen | 156.6Yen |  |  |  |


| Exchange Rate:US\$ | 80.20 Yen | 98.76 Yen |
| :--- | :---: | :---: |
| Exchange Rate: $€$ | 102.91 Yen | 128.95 Yen |
| Exchange Rate:100Won | 6.97 Yen | 8.81 Yen |

Sales and Profit by Quarter


Changes in Consolidated Balance Sheet
(hundred millions of Yen)

| Account | (A) Mar 31, 2013 | (B) Jun 30, 2013 | (B) - (A) | Remark |
| :---: | :---: | :---: | :---: | :---: |
| Cash and Cash in Bank | 1,157.0 | 1,162.5 | 5.5 | Increase in overseas subsidiaries, etc |
| Trade <br> Receivables | 241.9 | 271.8 | 29.9 | Increase due to sales increase |
| Inventories | 79.1 | 84.3 | 5.2 |  |
| Noncurrent Assets | 322.1 | 339.9 | 17.8 | Increase in machinery, equipment, and metal molds, etc. |
| Investment Securities | 602.2 | 614.0 | 11.8 | Stocks Market Valuation, etc. |
| Others | 376.5 | 382.3 | 5.8 |  |
| Total Assets | 2,778.8 | 2,854.8 | 76.0 |  |

Changes in Consolidated Balance Sheet

| (hundred millions of Yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Account | (A) Mar 31, 2013 | (B) Jun 30, 2013 | (B) - (A) | Remark |
| Notes Payable and Account Payable Income Taxes Payable <br> Others | 38.9 111.2 | $\begin{array}{r} 124.5 \\ 42.3 \\ 130.8 \end{array}$ | $16.5$ $3.4$ $19.6$ | Increase due to production increase <br> Increase in Accounts payable-facilities, Deferred tax liabilities, etc. |
| Total Liabilities | 258.1 | 297.6 | 39.5 |  |
| Retained Earnings <br> Treasury Stocks <br> Valuation <br> Variance <br> Translation <br> Adjustment <br> Others | $\begin{array}{r} \hline 2,788.0 \\ -552.6 \\ 33.8 \\ 7.7 \\ 243.8 \end{array}$ | $\begin{array}{r} \hline 2,817.9 \\ -569.0 \\ 41.9 \\ 22.5 \\ 243.9 \end{array}$ | $\begin{array}{r} 29.9 \\ -16.4 \\ 8.1 \\ 14.8 \\ 0.1 \end{array}$ | Net Profit 54.0 - Dividend 24.2 <br> Share buyback on May 2013(130,000 shares),etc. <br> Higher stock price (Nikkei closing price:12,398yen $\rightarrow$ 13,677yen) <br> Due to weak yen |
| Total Shareholders' Equity | 2,520.7 | 2,557.2 | 36.5 |  |
| Total Liabilities \& Shareholders' Equity | 2,778.8 | 2,854.8 | 76.0 |  |



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.
FY2012
1QFY2013 1Q


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|  | FY2012(FY ended Mar 31,2013) <br> Actual |  | FY2013 (FYending Mar 31,2014) Forecast | Forecast | First Half <br> 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 | \% |
|  |  |  | 545.0 |  |  |  |  |  |
| Sales (COGS) | $467.7$ (56.5\%) | $\begin{gathered} 959.4 \\ (57.8 \%) \end{gathered}$ | 580.0 <br> (56.4\%) | $\begin{array}{r} 1,080.0 \\ (57.4 \%) \end{array}$ | 112.3 | 24.0\% | 120.6 | 12.6\% |
| Opera |  |  | 130.0 |  |  |  |  |  |
| Profit <br> (\%) | 109.6 $23.4 \%$ | 209.8 $21.9 \%$ | 145.0 $25.0 \%$ | 250.0 $23.1 \%$ | 35.4 | 32.3\% | 40.2 | 19.1\% |
|  |  |  | 135.0 |  |  |  |  |  |
| Profit | 114.4 | 223.9 | 155.0 | 265.0 | 40.6 | 35.5\% | 41.1 | 18.4\% |
| (\%) | 24.5\% | 23.3\% | $\text { 85.0 } 26.7 \%$ | 24.5\% |  |  |  |  |
| Net Profit <br> (\%) | 68.0 $14.5 \%$ | 135.0 $14.1 \%$ | 95.0 $16.4 \%$ | 170.0 | 27.0 | 39.6\% | 35.0 | 25.9\% |
| (\%) | 14.5\% |  | 16.4\% | 15.7\% |  |  |  |  |
| Income Per Share | - | 390.48Yen | - | 493.67Yen |  |  | On and After | r FY2013 2 Q |
| Dividend Per |  |  |  |  | Exchange R | Rate: US\$ | 95.0 | OYen |
| Share | 70 Yen | 140 Yen | 80 Yen | 160Yen | Exchange R | Rate: € | 130.0 | 00Yen |
| Consolidated |  |  |  |  | Exchange Ra | ate: 100 Won |  | Yen |
| Dividend Payout <br> Ratio | - | 35.9\% | - | 32.4\% |  |  |  |  |

