# Business Results of Second Quarter, FY2013 

Creative Links to World Electronic

Nov 1st, 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.

## [1Q FY2012 (Apr - Jun)]

- 1Q : 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.
[2Q FY2013 (Jul - Sep)]
- Industrial and Automotive market had maintained the high level order that exceeds last year's level. Although there was an impact of inventory adjustment in Chinese market, order for Smartphone/Mobile had continued the good trend, especially in Korean market.
- 2Q FY2013 settled on 32.8\% YoY in order level (4.2\% over 1Q FY2013), 34.9\% YoY in sales level (7.5\% over 1Q FY2013)
[1Q \& 2Q FY2013 (Apr - Sept)]
- 1Q \& 2Q (total) FY2013 settled on 635.6 hundred million yen in order level ( $\mathbf{3 3 . 6 \%}$ YoY), 616.7 hundred million yen in sales level (31.8\% YoY), 182.7 hundred million yen in recurring profit (Ratio 29.6\%, 59.7\% YoY).

FY2012 1Q - FY2013 Sep Orders and Sales (Consolidated Basis, Index Number)



## Smartphone / Mobile


-—Sales

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FY2012 1Q - FY2013 Sep Sales by Markets (Consolidated Basis, Index Number) ARS
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| Exchange Rate:US\$ | 79.41 Yen | 98.85 Yen |
| :--- | :---: | :---: |
| Exchange Rate: $€$ | 100.64 Yen | 130.00 Yen |
| Exchange Rate:100Won | 6.96 Yen | 8.87 Yen |




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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Changes in Consolidated Balance Sheet
(hundred millions of Yen)

| Account | (A) Mar 31, 2013 | (B) Sep 30, 2013 | (B) - (A) | Remark |
| :---: | :---: | :---: | :---: | :---: |
| Cash and Cash in Bank | 1,157.0 | 1,217.0 | 60.0 | Increase in Hirose Japan and overseas subsidiaries, etc. |
| Trade Receivables | 241.9 | 288.8 | 46.9 | Increase due to sales increase |
| Inventories | 79.1 | 87.7 | 8.6 |  |
| Fixed Assets | 322.1 | 342.8 | 20.7 | Increase in machinery, equipment, and metal molds, etc. |
| Investment Securities | 602.2 | 620.5 | 18.3 | Stocks Market Valuation, etc. |
| Others | 376.5 | 377.4 | 0.9 |  |
| Total Assets | 2,778.8 | 2,934.2 | 155.4 |  |

Changes in Consolidated Balance Sheet

| Account | (A) Mar 31, 2013 | (B) Sep 30, 2013 | (B) - (A) | Remark |
| :---: | :---: | :---: | :---: | :---: |
| Notes Payable and Account Payable Income Taxes Payable <br> Others | 108.0 <br> 38.9 <br> 111.2 | 124.5 <br> 60.6 <br> 120.6 | 16.5 <br> 21.7 <br> 9.4 | Increase due to production increase <br> Increase in deferred tax liabilities, etc. |
| Total Liabilities | 258.1 | 305.7 | 47.6 |  |
| Retained Earnings <br> Treasury Stocks <br> Valuation Variance <br> Translation Adjustment <br> Others | $\begin{array}{r} 2,788.0 \\ -552.6 \\ 33.8 \\ 7.7 \\ 243.8 \end{array}$ | $\begin{array}{r} 2,879.9 \\ -569.3 \\ 43.1 \\ 29.8 \\ 245.0 \end{array}$ | $\begin{array}{r} 91.9 \\ -16.7 \\ 9.3 \\ 22.1 \\ 1.2 \end{array}$ | Net Profit 116.1 - Dividend 24.2 <br> Share buyback on May 2013 (130,000 shares), etc. <br> Higher stock price (Nikkei closing price: 12,398 yen => 14,456yen) <br> Due to weak yen |
| Total Shareholders' Equity | 2,520.7 | 2,628.5 | 107.8 |  |
| Total Liabilities and Shareholders' Equity | 2,778.8 | 2,934.2 | 155.4 |  |


(*Excluded: Investment in Yokohama building) 15



## Business Forecast for the Year Ending March 31, 2014 (Consolidated)

The performance of First half had been strong, and we have upwardly revised the Full year and dividend forecast.

|  |  |  |  |  |  | (hundr | million | en) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2012 (FY ended Mar 31, 2013) Actual |  | FY2013 (FY ending Mar 31, 2014)Forecast |  | First Half <br> over the Pevevius Actual Amount |  | For the Year <br> e Previous Actual Amount |  |
|  | First Half | For the Year | First Half | For the Year | Amount Change | \% | Amount Change | \% |
|  | 467.7 <br> (56.5\%) | $\begin{array}{r} 959.4 \\ (57.8 \%) \end{array}$ | $$ | $\begin{array}{\|r\|} \hline 1,080.0 \\ 1,190.0 \end{array}$ | 149.0 | 31.8\% | 230.6 | 24.0\% |
| Sales <br> (COGS) |  |  |  | $\begin{array}{r} 1,190.0 \\ (56.4 \%) \end{array}$ |  |  |  |  |
| Operating | 109.6$23.4 \%$ | 209.8$21.9 \%$ | \|145.0 | 250.0 | 64.9 | 59.2\% | 90.2 | 43.0\% |
| Profit <br> (\%) |  |  | 174.5 <br> $28.3 \%$ | 300.0 $25.2 \%$ |  |  |  |  |
| Recurring |  | 223.9 | 155.0 | $265.0 \quad 310.0$ | 68.3 | 59.7\% | 86.1 | 38.5\% |
| Profit | 114.4 |  | (r $\begin{array}{r}182.7 \\ \\ 95.0 \\ \hline 9.6 \%\end{array}$ |  |  |  |  |  |
| (\%) | 24.5\% | 23.3\% |  | (170.0 $\begin{array}{r}310.0 \\ 26.1 \%\end{array}$ |  |  |  |  |
|  |  |  |  |  | 48.1 | 70.6\% | 60.0 | 44.4\% |
| Net Profit | 68.0 | 135.0 | 116.1 | 195.0 |  |  |  |  |
| (\%) | 14.5\% | 14.1\% | 18.8\% | 16.4\% |  |  |  |  |
| Income Per Share | - | 390.48 Yen | 80Yen 90Yen | $\left.\begin{array}{\|c\|} 566.29 Y e n \\ 160 Y e n \\ 180 Y e n \end{array} \right\rvert\,$ |  |  | On and Ater FY2013 30 |  |
|  |  |  |  |  |  |  |  |  |  |
| Dividend Per Share | 70Yen | 140Yen |  |  | Exchange Rate:US\$ |  | 95.00Yen |  |
| Consolidated |  |  |  |  | Exchange Rate:€ |  | 130.00Yen |  |
| Dividend |  |  |  |  | Exchange Rate:100Won |  | 8.75Yen |  |
| Payout Ratio |  | 35.9\% |  | 31.8\% |  |  |  |  |  |  |

