## Business Results of FY2014

## Creative Links to World Electronic

May 8 ${ }^{\text {th }}, 2015$
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.

## [1Q FY2014 (Apr - Jun)]

> -Korean Smartphone/Mobile phone market sluggish, and Chinese Smartphone/Mobile phone market in adjustment phase after bullish April order. Automotive and Industrial market continued the steady order.

## [2Q FY2014 (Jul - Sep)]

- For Smartphone, Korean market picking up but Chinese market continued the adjustment phase. Automotive market continued the steady sales level.
[3Q FY2014 (Oct - Dec)]
- Slow business in Smartphone market. Industrial market flat, and Automotive market trended positively in overseas market.


## [4Q FY2014 (Jan - Mar)]

-Smartphone market had been slow in Jan-Feb, but large pick-up in Mar, especially in the Chinese market. Industrial market continued the steady trend.
[FY2014 Annual Total (Apr - Mar)]

- FY2014 Annual Total

Order 1,258.0 hundred million yen (-0.4\% YoY), Sales 1,257.3 hundred million yen (+0.6\% YoY), Recurring Profit 349.6 hundred million yen (Ratio 27.8\%, +0.6\% YoY).

## Total




## Smartphone / Mobile



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FY2013 1Q - FY2014 4Q Sales by Markets (Consolidated Basis, Index Number) WR
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FY2013 1Q - FY2014 4Q Sales by Markets (Consolidated Basis, Index Number) JRS
Associated Electric Equipment, FA Controlling Device, and Others


|  | (A )FY2013 (FY ended Mar31, 2014) | (B)FY2014 <br> (FY ended Mar31, 2015) | (B)-(A) | (B)/(A) | Major changes o (unit: hundred | ior same period ions of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales <br> (COGS Ratio) <br> (SGA Ratio) <br> Operating <br> Profit <br> (\%) <br> Recurring Profit <br> (\%) <br> Net Profit <br> (\%) | 1,249.9 <br> (55.3\%) <br> (18.3\%) <br> 330.0 <br> 26.4\% <br> 347.5 <br> $27.8 \%$ <br> 224.4 <br> 18.0\% | $1,240.0$  <br> $1,257.3$  <br>  $(51.0 \%)$ <br> $(19.1 \%)$  <br> 315.0  <br> 325.9  <br> 335.0 $25.9 \%$ <br> 349.6  <br> $27.8 \%$  <br> 215.0  <br> 229.5  <br> $18.3 \%$  | 7.4 $(-0.3 \%)$ $(+0.8 \%)$ -4.1 $(-0.5 \%)$ 2.1 $(+0.0 \%)$ 5.1 $(+0.3 \%)$ | 0.6\% $-1.3 \%$ $0.6 \%$ 2.3\% | [Sales] <br> Hirose <br> +44.1 <br> [COGS Ratio] 0.3 <br> Purchase Cost Ratio 37.7\% <br> [SGA Ratio]0.8 poin <br> Increase in personnel <br> [Non-Operating Pro <br> Foreign Exchange Gain | 4 increase <br> bsidiaries <br> -36.7 <br> point decrease <br> $\rightarrow 37.3 \%$ <br> increase <br> penses etc. <br> t] <br> $+0.9 \rightarrow+9.1$ |
| Total Assets | 3,007.5 | 3,196.7 | 189.2 | 6.3\% |  |  |
| Shareholders' Equity Ratio | 89.2\% | 90.2\% | [Assumed Exchange Rate] |  | FY2013 Actual | FY2014 Actual |
| Income Per Share | 652.68Yen | 674.25Yen | Exchange Rate: US\$ |  | \$ 100.24Yen | 109.93Yen |
| Dividend Per Share | 200Yen | 230Yen | Exchange Rate: € |  | 134.37Yen | 138.77Yen |
| Consolidated Dividend Payout Ratio |  |  | Exchange Rate: 100Won |  | 9.21Yen | 10.37Yen |


(hundred millions of Yen)

| Account | (A) Mar 31, 2014 | (B) Mar 31, 2015 | (B) - (A) | Remark |
| :---: | :---: | :---: | :---: | :---: |
| Cash and Cash in Bank Trade Receivables <br> Securities <br> Inventories <br> Noncurrent <br> Assets <br> Investment <br> Securities <br> Others | $\begin{array}{r} 1,262.4 \\ 294.7 \\ 303.2 \\ 84.0 \\ 330.4 \\ 620.1 \\ 112.7 \end{array}$ | 260.2 <br> 91.4 <br> 376.9 <br> 583.9 <br> 101.1 | $\begin{array}{r} 215.2 \\ 10.9 \\ -43.0 \\ 7.4 \\ 46.5 \\ -36.2 \\ -11.6 \end{array}$ | Increase in Hirose and domestic/overseas subsidiaries (Currency effect 29.7) <br> Redemption, etc. <br> Increase in land, machinery, equipment, and metal molds, etc. <br> Redemption and stocks market evaluation, etc. |
| Total Assets | 3,007.5 | 3,196.7 | 189.2 |  |


| Account | (A) Mar 31, 2014 | (B) Mar 31, 2015 | (B) - (A) | Remark |
| :---: | :---: | :---: | :---: | :---: |
| Notes Payable and Account Payable <br> Income Taxes Payable <br> Others | $\begin{array}{r} 113.8 \\ 78.4 \\ 123.7 \end{array}$ | $\begin{array}{r} 115.1 \\ 53.2 \\ 145.4 \end{array}$ | $\begin{array}{r} 1.3 \\ -25.2 \\ 21.7 \end{array}$ | Increase due to production increase <br> Increase in deferred tax liabilities, etc. |
| Total Liabilities | 315.9 | 313.7 | -2. 2 |  |
| Retained Earnings <br> Treasury Stocks <br> Valuation <br> Variance <br> Translation <br> Adjustment <br> Others | $\begin{array}{r} 2,957.2 \\ -617.7 \\ 47.5 \\ 57.2 \\ 247.4 \end{array}$ | $\begin{array}{r} 3.110 .4 \\ -646.2 \\ 69.8 \\ 119.2 \\ 229.8 \end{array}$ | $\begin{array}{r} 153.2 \\ -28.5 \\ 22.3 \\ 62.0 \\ -17.6 \end{array}$ | Net profit 229.5 - Dividend 76.7 <br> Share buyback 200,000 shares <br> Higher stock price (Nikkei closing price: $14,828 \text { Yen => 19,207) }$ <br> Due to weak yen |
| Total Shareholders' Equity | 2,691.6 | 2,883.0 | 191.4 |  |
| Total Liabilities and Shareholders' Equity | 3,007.5 | 3,196.7 | 189.2 |  |

FY2013

■FY2014

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 Communication - Smartphone / Mobile Phone not included.

## Sales by Application (round number) (Consolidated Basis)



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 - Smartphone / Mobile Phone not included.


(*Excluded: Investment in land, building, software)





# Sales and Profit, Actual Change and Forecast 



## Change in ROE

ROE= Net Profit / Shareholders' Equity (Average of last fiscal year end and this fiscal year end)


1. Directors

| Title | Name |
| :--- | :--- |
| Supreme Advisor and Director | Tatsuro Nakamura |
| President and Representative Director | Kazunori Ishii |
| Managing Director, General Manager, Engineering Div. | Mitsuo Nakamura |
| Managing Director, General Manager, Sales\&Marketing Div. | Makoto Kondo |
| Director, General Manager, Production Div. | Kazuhisa Nikaido |
| Director, General Manager, Administration Div. | Kazuyuki lizuka |
| Director, Deputy General Manager, Engineering Div. | Hiroaki Okano |
| Outside Director | Kensuke Hotta |

[^0]2. Auditor

| Title | Name |
| :--- | :--- |
| Full-time Corporate Auditor | Yoshikazu Chiba |
| Outside Corporate Auditor | Terukazu Sugishima |
| Outside Corporate Auditor | Akira Seshimo |
| Outside Corporate Auditor | Kentaro Miura |

** Toshio Matsubara will retire from Auditor and will be appointed as Senior Adviser.


[^0]:    ** Sakae Kushida will retire from Vice Chairman and Representative Director and will be appointed as Special Adviser.
    ** Yoshikazu Yoshimura will retire from Senior Managing Director.

