

# **Business Results of FY2014**

# Creative Links to World Electronic

May 8<sup>th</sup>, 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 \*forward-looking statements. Thank you for your understanding.

<sup>\*</sup>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 FY2014**



#### [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)]

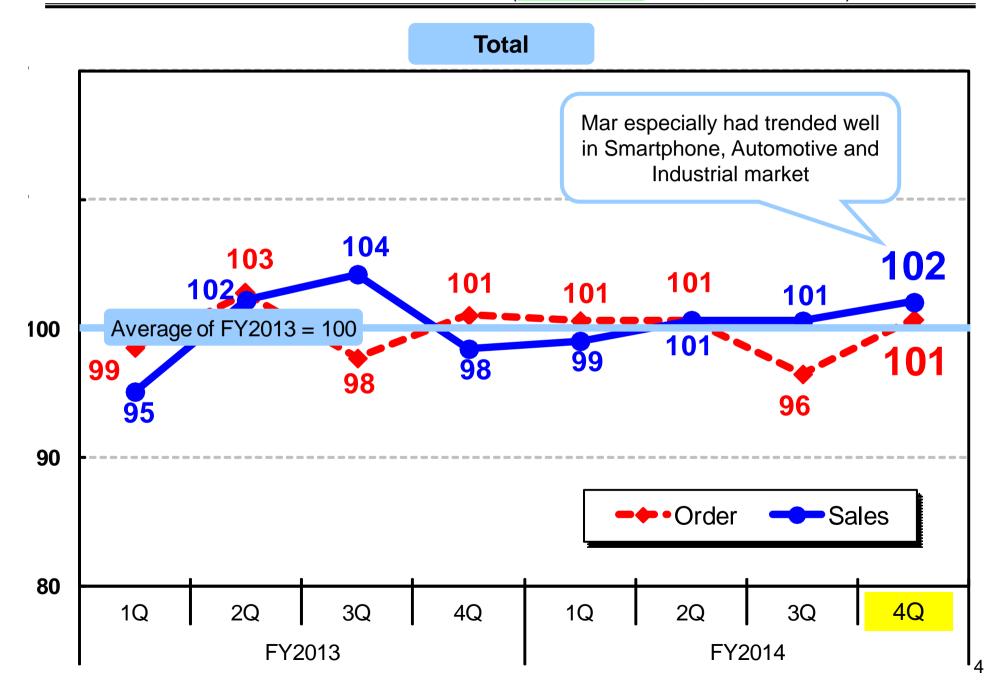
•Smartphone market had been slow in Jan-Feb, but large pick-up in Mar, especially in the Chinese market. Industrial market continued the steady trend.

### [FY2014 Annual Total (Apr – Mar)]

FY2014 Annual Total

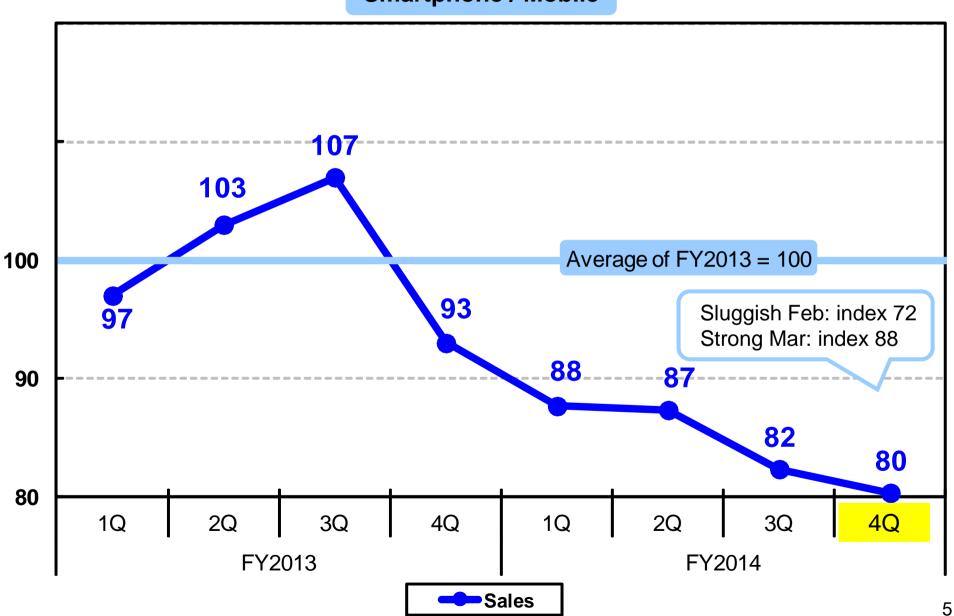
Order 1,258.0 hundred million yen (-0.4% YoY), Sales 1,257.3 hundred million yen (+0.6% YoY), Recurring Profit 349.6 hundred million yen (Ratio 27.8%, +0.6% YoY).





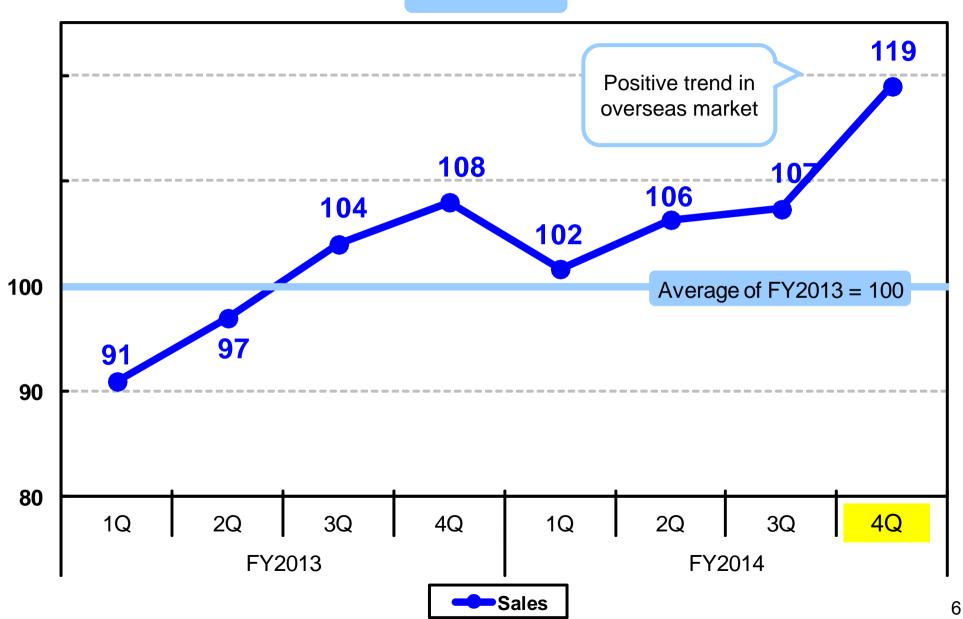


### **Smartphone / Mobile**



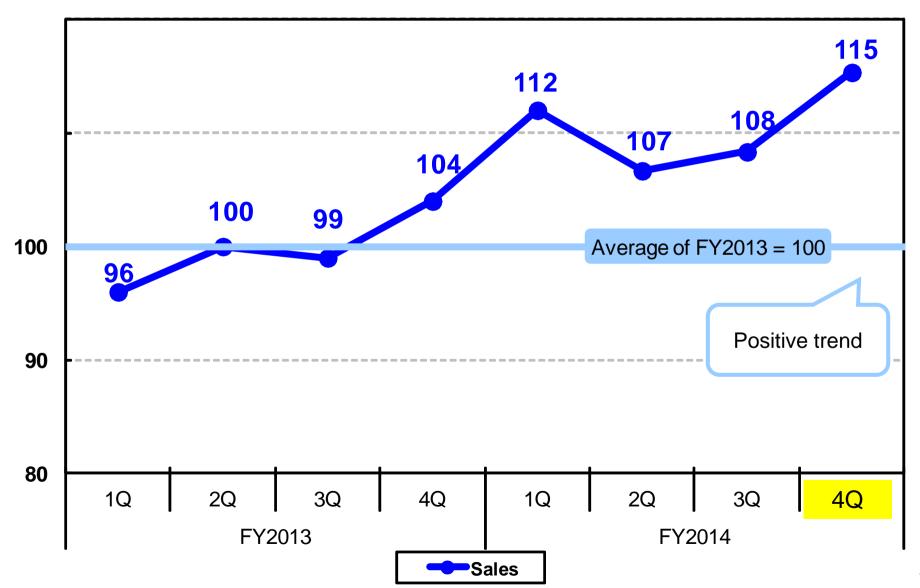








# **Associated Electric Equipment, FA Controlling Device, and Others**



### **Business Results for FY2014**



note) figures in green italics: data announced on Jan 2015 (hundred millions of					
	(A)FY2013		(B)FY2014	(B)-(A)	(B)/(A)
(FY e		(FY ended Mar31, 2014)	(FY ended Mar31, 2015)		
Sales			1,240.0		
		1,249.9	1,257.3	7.4	0.6%
	(COGS Ratio)	(55.3%)	(55.0%)	(-0.3%)	
	(SGA Ratio)	(18.3%)	(19.1%)	(+0.8%)	
	Operating		315.0		
	Profit	330.0	325.9	-4.1	-1.3%
	(%)	26.4%	25.9%	(-0.5%)	
	Recurring				
	Profit	347.5	349.6	2.1	0.6%
	(%)	27.8%	27.8%	(+0.0%)	
			215.0		
	Net Profit	224.4	229.5	5.1	2.3%
	(%)	18.0%	18.3%	(+0.3%)	
	Total Assets	3,007.5	3,196.7	189.2	6.3%
	Shareholders' Equity Ratio	89.2%	90.2%	[Assı	umed Exchange
	Income Per Share	652.68Yen	674.25Yen	Exch	nange Rate:
	Dividend Per Share	200Yen	230Yen	Exch	nange Rate:

30.6%

34.2%

Consolidated Dividend

Payout Ratio

Major changes over prior same period (unit: hundred millions of Yen)			
[Sales] 7.4 increase			
Hirose	Subsidiaries		
+44.1	-36.7		
[COGS Ratio]	0.3 point decrease		
Purchase Cost Ratio 37.7% → 37.3 %			
[SGA Ratio]0.8 point increase Increase in personnel expenses etc.			
[Non-Operating Profit]			
Foreign Exchange Gain +0.9 → +9.1			

[Assumed Exchange Rate]	FY2013 Actual	FY2014 Actual
Exchange Rate: US\$	100.24Yen	109.93Yen
Exchange Rate: €	134.37Yen	138.77Yen
Exchange Rate: 100Won	9.21Yen	10.37Yen

0.6%

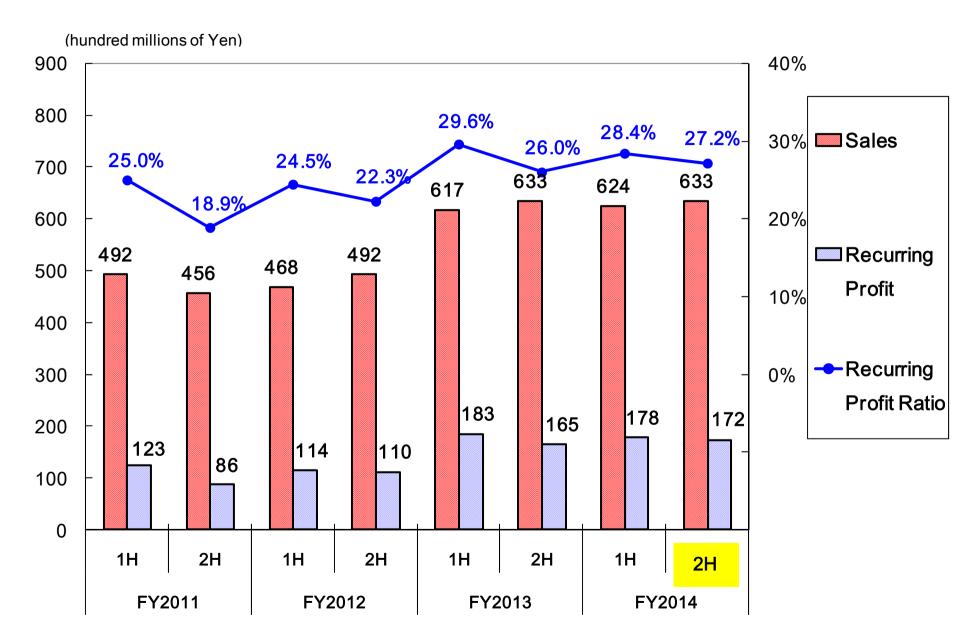
0.6%

2.3%

6.3%

# Sales and Profits by Half-Year





# **Changes in Consolidated Balance Sheet**



(hundred millions of Yen)

	Account (A) Mar 31, 2014 (B) Mar 31, 2015 (B) - (A) Remark				
	Account	(A) Mar 31, 2014	(B) Mar 31, 2015	(B) - (A)	
	Cash and Cash in Bank	1,262.4	1,477.6	215. 2	Increase in Hirose and domestic/overseas subsidiaries (Currency effect 29.7)
	Trade Receivables	294.7	305.6	10. 9	
	Securities	303.2	260.2	<b>-43</b> . 0	Redemption, etc.
	Inventories	84.0	91.4	7. 4	
	Noncurrent Assets	330.4	376.9	46. 5	Increase in land, machinery, equipment, and metal molds, etc.
	Investment Securities	620.1	583.9	-36. 2	Redemption and stocks market evaluation, etc.
	Others	112.7	101.1	-11. 6	
T	otal Assets	3,007.5	3,196.7	189. 2	

# **Changes in Consolidated Balance Sheet**

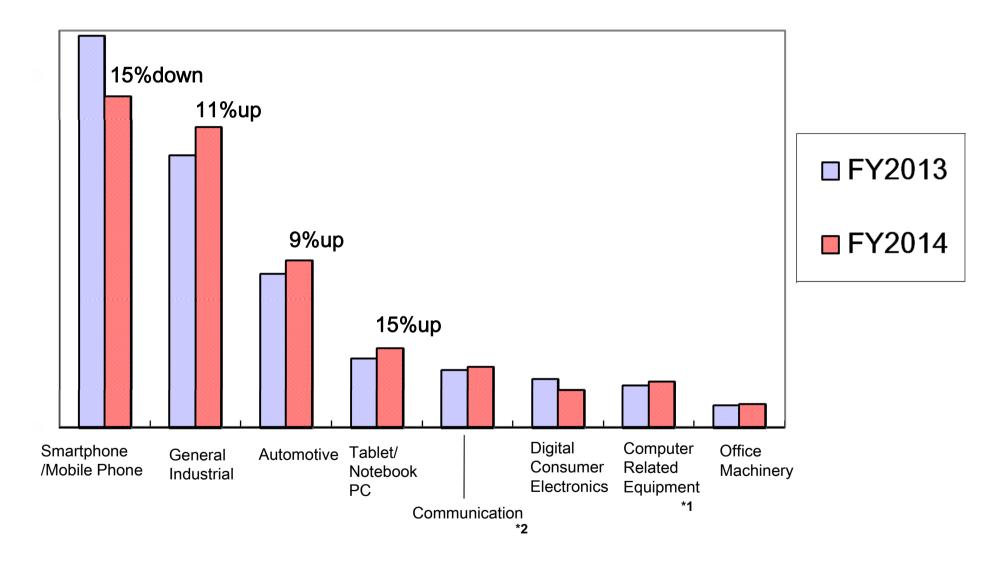


(hundred millions of Yen)

	(nundred millions of Ferr)			
Account	(A) Mar 31, 2014	(B) Mar 31, 2015	(B) - (A)	Remark
Notes Payable and Account Payable	113. 8	115. 1	1. 3	Increase due to production increase
Income Taxes Payable	78. 4	53. 2	-25. 2	
Others	123. 7	145. 4	21. 7	Increase in deferred tax liabilities, etc.
Total Liabilities	315. 9	313. 7	-2. 2	
Retained Earnings	2, 957. 2	3, 110. 4	153. 2	Net profit 229.5 - Dividend 76.7
Treasury Stocks	-617. 7	-646. 2	-28. 5	Share buyback 200,000 shares
Valuation Variance	47. 5	69. 8	22. 3	Higher stock price (Nikkei closing price: 14,828 Yen => 19,207)
Translation Adjustment	57. 2	119. 2	62. 0	Due to weak yen
Others	247. 4	229. 8	<b>-17.</b> 6	
Total Shareholders' Equity	2, 691. 6	2, 883. 0	191. 4	
Total Liabilities and Shareholders' Equity	3, 007. 5	3, 196. 7	189. 2	

# Sales Changes by Application (round number) [Consolidated Basis]





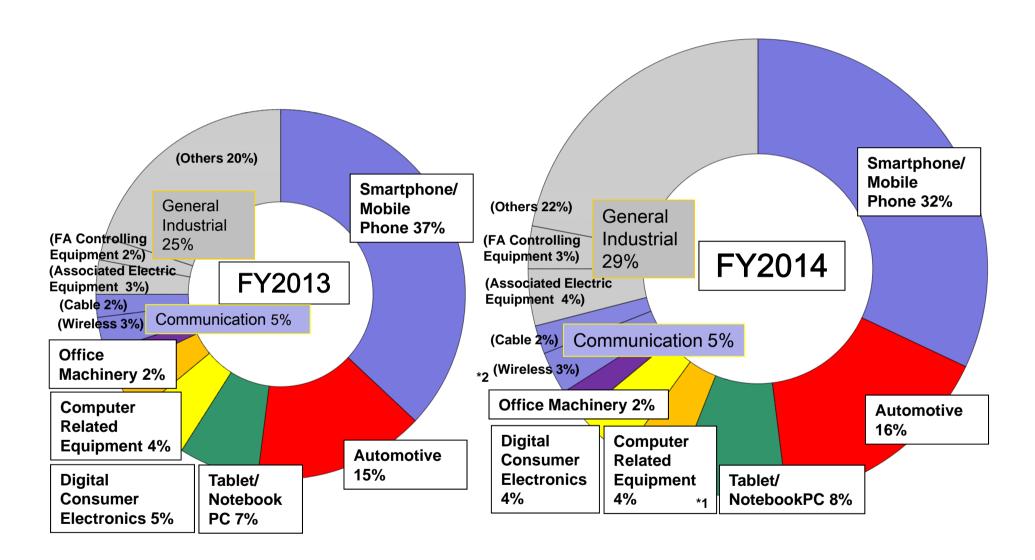
As this is in round number, please be noted that some ratio difference may occur. Thank you for your understanding.

<sup>\*1</sup> Computer Related Equipment – Notebook PC not included.

<sup>\*2</sup> Communication - Smartphone / Mobile Phone not included.

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





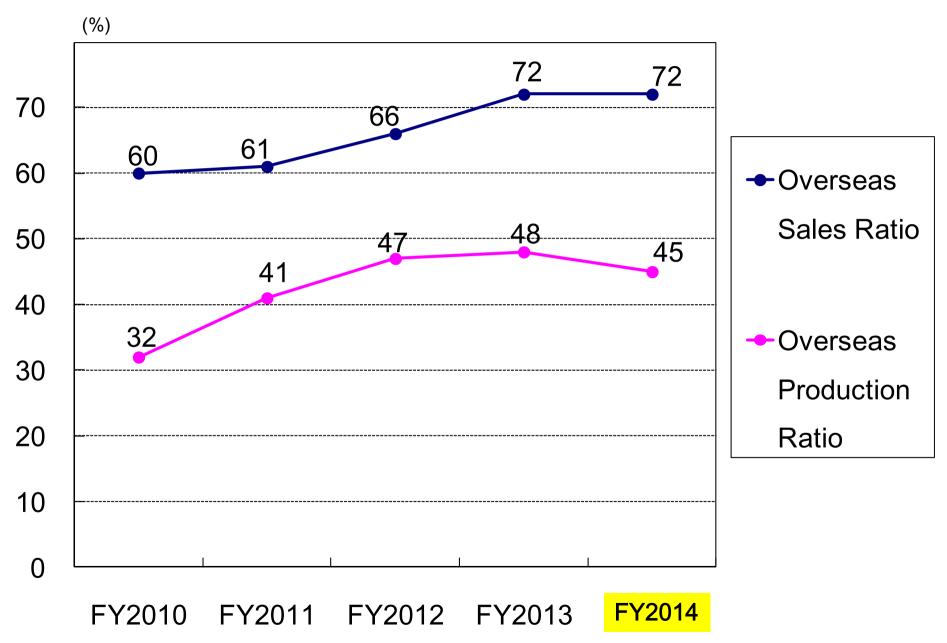
As this is in round number, please be noted that some ratio difference may occur. Thank you for your understanding.

<sup>\*1</sup> Computer Related Equipment – Notebook PC not included.

<sup>\*2</sup> Wireless Communication - Smartphone / Mobile Phone not included.

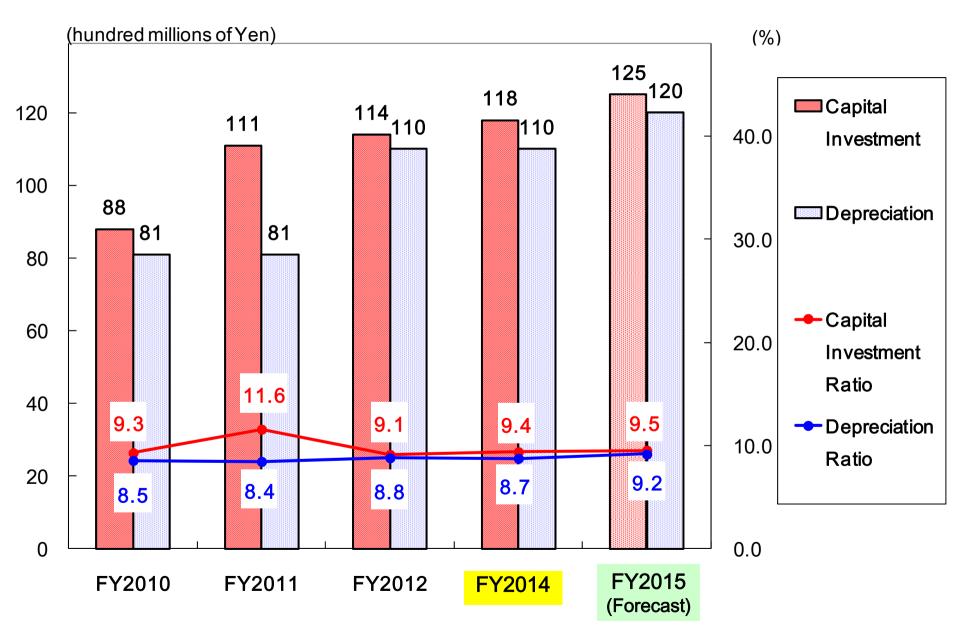
### **Overseas Production and Sales Ratio**





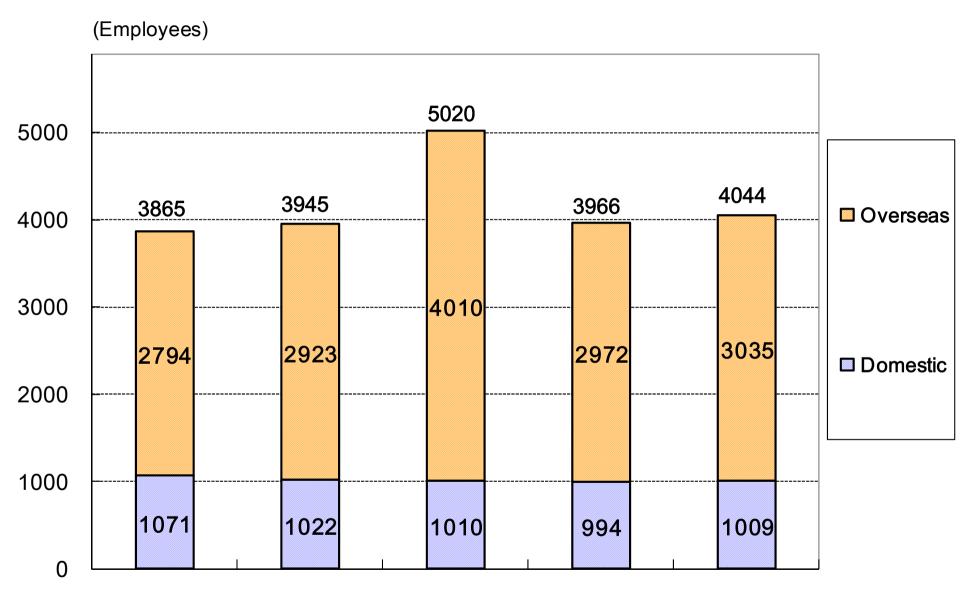
### Capital Investment and Depreciation Change (Consolidated Basis)





# Number of Employees (Financial Report Basis)

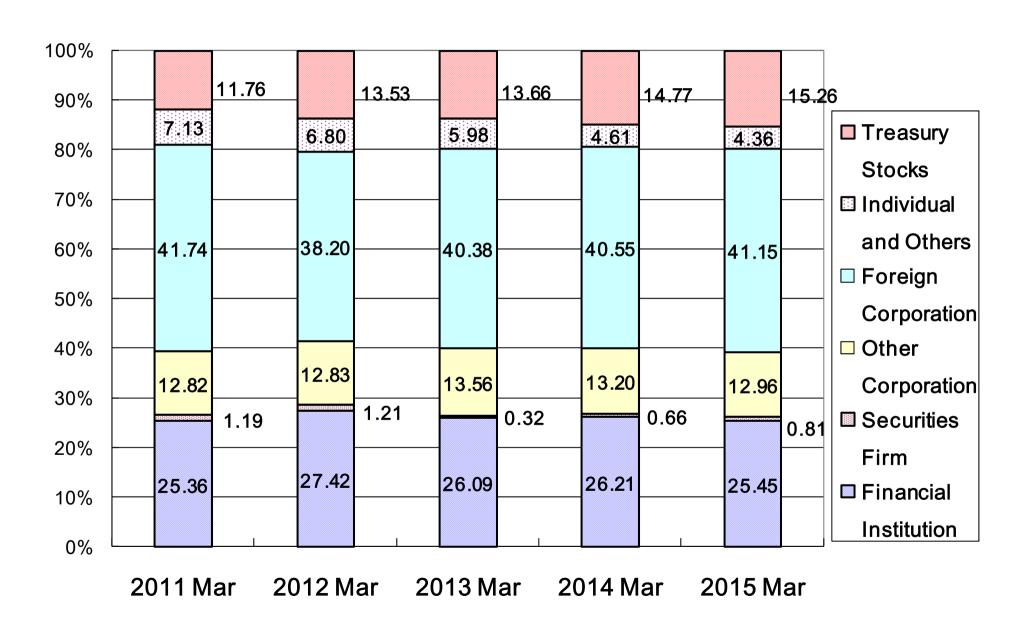




2011 Mar 2012 Mar 2013 Mar 2014 Mar 2015 Mar

### Distribution of Shareholders



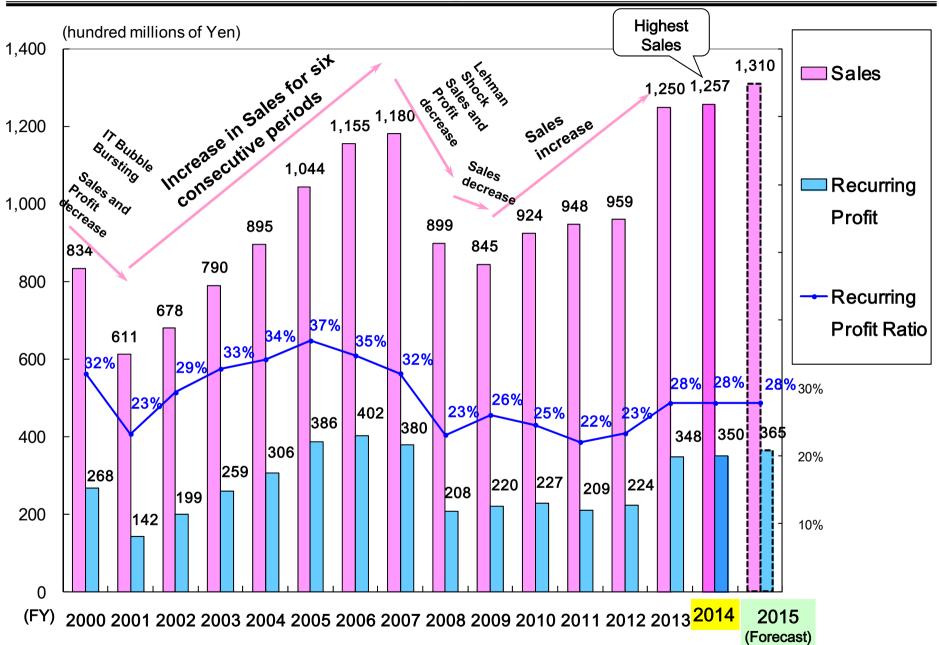


# Business Forecast for the Year Ending March 31, 2016 (Consolidated)

FY2014 (FY ended Mar31, 2015) Actual First Half For the Year FY2015 (FY ending Mar31, 2016) First Half For the Year	For the ver the Previous Amount Change	Actual Amount
Amount	Amount	
		%
Sales 624.0 1,257.3 655.0 1,310.0 31.0 5.0%	52.7	4.2%
	JZ.1	4.2 %
(COGS) (54.8%) (55.0%) (52.2%) (53.2%)		
Operating		
Profit   167.4   325.9   185.0   355.0   17.6   10.5%	29.1	8.8%
(%) 26.8% 25.9% 28.2% 27.1%		
Recurring   177.5   240.6   100.0   265.0   12.5   7.09	15 1	4 40/
Profit   177.5   349.6   190.0   365.0   12.5   7.0%	15.4	4.4%
(%) 28.4% 27.8% 29.0% 27.9%		
Net Profit         113.0         229.5         130.0         245.0         17.0         15.0%	15.5	6.8%
(%) 18.1% 18.3% 19.8% 18.7%	10.0	0.070
(%) 70.7% 70.0% 79.0%		
Income Per Share - 674.25Yen - 688.03Yen Assumed Exchange Rate] FY2014	Actual FY20	15 Forecast
	93Yen 11	8. 00Yen
Dividend Per Share 115 Yen 230 Yen 120 Yen 240 Yen		
Exchange Rate: €   138.7	77Yen 12	<u>5. 00Yen</u>
Consolidated Dividend Payout Ratio - 34.2% - 34.9% Exchange Rate:10010n 10.3	37Yen 10	0. 70Yen

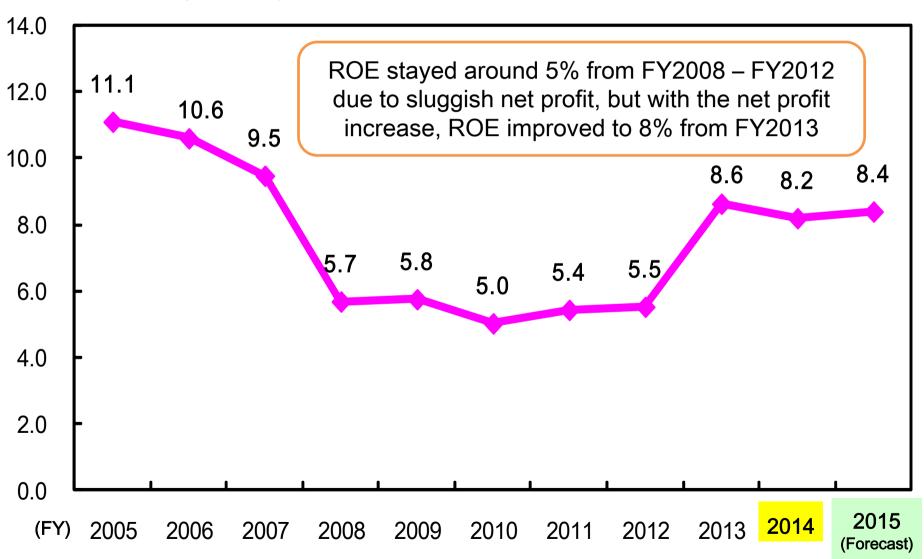
# Sales and Profit, Actual Change and Forecast







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



### Change in Personnel (Scheduled on Jun 26th, 2015)



#### 1. Directors

ıro Nakamura
ınori Ishii
io Nakamura
oto Kondo
hisa Nikaido
ıyuki lizuka
aki Okano
suke Hotta

<sup>\*\*</sup> Sakae Kushida will retire from Vice Chairman and Representative Director and will be appointed as Special Adviser.

#### 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

<sup>\*\*</sup> Toshio Matsubara will retire from Auditor and will be appointed as Senior Adviser.

<sup>\*\*</sup> Yoshikazu Yoshimura will retire from Senior Managing Director.