# Business Results for Second Quarter, FY2015 

Creative Links to World Electronic

Oct 30th, 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 FY2015 (Apr - Jun)]

- Smartphone was steady in Chinese market but sluggish in Korean market.

Automotive enjoyed a stable trend in overseas market.
[2Q FY2015 (Jul - Sep)]
-Korean Smartphone market in recovery trend, but Chinese Smartphone slight decrease from previous quarter due to adjustment, etc. Industrial market in adjustment phase, Automotive market continues the good trend.

- 2Q FY2015 settled on -1.5\% YoY in order level (1.1\% over 1Q FY2015), -1.4\% YoY in sales level (2.6\% over 1Q FY2015)


## [1Q \& 2Q FY2015 (Apr - Sep)]

- 1Q \& 2Q (total) FY2015 settled on 622.1 hundred million yen in order level ( $-2.1 \%$ YoY), 612.3 hundred million yen in sales level ( $-1.9 \%$ YoY), 167.4 hundred million yen in recurring profit (Ratio 27.3\%, -5.7\% YoY).

FY2014 1Q - FY2015 2Q Orders and Sales (Consolidated Basis, Index Number)

Total


```
FY2014 1Q - FY2015 2Q Sales by Markets (Consolidated Basis, Index Number) H25
```


## Smartphone / Mobile




```
FY2014 1Q - FY2015 2Q Sales by Markets (Consolidated Basis, Index Number) JR5
```

Associated Electric Equipment,
FA Controlling Device, and Others


Business Results for 2Q, FY2015

|  | $\begin{gathered} \hline \text { (A) FY2014 } \\ 1 Q \& 2 Q \\ \hline \end{gathered}$ | $\begin{aligned} & \text { (B) FY2015 } \\ & 10 \& 20 \end{aligned}$ | (B)-(A) | (B)/(A) | Major Changes over prior same period (unit: hundred millions of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales <br> (COGS Ratio) (SGA Ratio) | 624.0 $(54.8 \%)$ $(18.4 \%)$ | 610.0 $\begin{array}{r} \\ 612.3 \\ \\ \\ \\ \\ \text { (53.9\%) } \\ (21.2 \%)\end{array}$ | -11.7 $(-0.9 \%)$ $(+2.8 \%)$ | -1.9\% | [Sales] 11.7 decrease HRS Japan Subsidiary +13.7 -25.4 |
| Operating |  | 150.0 |  |  | [COGS Ratio] 1.0 point decrease |
| Profit <br> (\%) | $167.4$ | 152.6 $24.9 \%$ | $\begin{array}{r} -14.8 \\ (-1.9 \%) \end{array}$ | -8.8\% | Purchase Cost Ratio 40.5\% $\rightarrow 37.5 \%$ <br> Denreciaition Ratio $57 \% \rightarrow 6.3 \%$ |
| Recurring |  | 160.0 |  |  |  |
| Profit <br> (\%) | $177.5$ $28.4 \%$ | 167.4 $27.3 \%$ | $\begin{array}{r} -10.1 \\ (-1.1 \%) \end{array}$ | -5.7\% | Labor Cost Ratio 5.0\% $\rightarrow 5.8$ \% |
| Net Profit <br> (\%) | 113.0 $18.1 \%$ | $\begin{array}{\|r\|} 110.0 \\ 116.9 \\ 19.1 \% \end{array}$ | $\begin{array}{r} 3.9 \\ (+1.0 \%) \end{array}$ | 3.5\% | Increase in Personnel expenses, etc. <br> [Non-Operating Profit and Loss] |
| Total Assets | 3,134.5 | 3,227.4 | 92.9 | 3.0\% |  |
| Shareholders' | 89.3\% | 90.2\% |  |  |  |
| Income Per Share | 331.2Yen | 328.5Yen |  |  |  |


| Exchange Rate: US\$ | 103.04 Yen | 121.80 Yen |
| :--- | :---: | :---: |
| Exchange Rate: $€$ | 138.92 Yen | 135.07 Yen |
| Exchange Rate: 100 Won | 10.05 Yen | 10.77 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 - Tablet/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 - Tablet/Notebook PC not included.
*2 Wireless Communication - Smartphone / Mobile Phone not included.

Overseas Production and Sales Ratio

(hundred millions of Yen)

| Account | (A) Mar 31, 2015 | (B) Sep 30, 2015 | (B) - (A) | Remark |
| :---: | :---: | :---: | :---: | :---: |
| Cash and Cash in Bank | 1,477.6 | 1,620.2 | 142.6 | Increase due to redemption of government bond, etc. |
| Trade <br> Receivable | 305.6 | 290.7 | -14.9 | Decrease due to sales decrease |
| Securities | 260.2 | 269.1 | 8.9 |  |
| Inventories | 91.4 | 83.9 | -7.5 |  |
| Noncurrent Assets | 376.9 | 369.0 | -7.9 | Decrease in machinery, equipment, and metal molds, etc. |
| Investment Securities | 583.9 | 453.8 | -130.1 | Transfer to deposit, etc. |
| Others | 101.1 | 140.7 | 39.6 |  |
| Total Assets | 3,196.7 | 3,227.4 | 30.7 |  |

Changes in Consolidated Balance Sheet

| (hundred millions of Yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Account | (A) Mar 31, 2015 | (B) Sep 30, 2015 | (B) - (A) | Remarks |
| Notes Payable and Account Payable Income Taxes Payable <br> Others | 115.1 <br> 53.2 <br> 145.4 | 111.0 <br> 50.3 <br> 149.0 | $\begin{array}{r} -4.1 \\ -2.9 \\ 3.6 \end{array}$ | Decrease due to production decrease <br> Tax payment <br> Increase in provision, etc. |
| Total Liabilities | 313.7 | 310.3 | -3.4 |  |
| Retained Earnings <br> Treasury Stocks <br> Valuation <br> Variance <br> Translation <br> Adjustment <br> Others | $\begin{array}{r} 3,110.4 \\ -646.2 \\ 69.8 \\ \\ 119.2 \\ 229.8 \end{array}$ | $\begin{array}{r} 3,033.5 \\ -469.1 \\ 63.7 \\ 81.5 \\ 207.5 \end{array}$ | $\begin{array}{r} -76.9 \\ 177.1 \\ -6.1 \\ -37.7 \\ -22.3 \end{array}$ | Net Profit 116.9 - Dividend 39.0 Allotment of share without contribution 154.9 <br> Allotment of share without contribution 179.4 <br> Lower stock price(Nikkei closing price: 19,207yen $\rightarrow 17,388 y$ y) <br> Due to strong yen <br> Decrease in capital surplus (Due to Allotment of share without contribution) |
| Total Shareholders' Equity | 2,883.0 | 2,917.1 | 34.1 |  |
| Total Liabilities and Shareholders' Equity | 3,196.7 | 3,227.4 | 30.7 |  |


(Employees)



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

| $\begin{gathered} \text { notet) figures in green } \\ \text { tialics: previously } \\ \text { announced data on Jul } \\ \text { 2015 } \end{gathered}$ | No change from previously announced data on Jul 2015 |  |  |  |  | (hundred millions of Yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2014(FY ended Mar 31,2015)Actual |  | FY2015 (FYending Mar 31,2016)Forecast |  | First HalfOver the Prior Actual Amount |  | For the YearOver the Prior Actual Amount |  |
|  | First Half | For the Year | First Half | For the Year | Amount Change | \% | Amount Change | \% |
| Sales <br> (COGS Ratio) | 624.0 $(54.8 \%)$ | $1,257.3$ $(55.0 \%)$ | 612.3 $(53.9 \%)$ | 1,260.0 <br> (54.0\%) | -11.7 | -1.9\% | 2.7 | 0.2\% |
| Operating Profit <br> (\%) | 167.4 $26.8 \%$ | 325.9 $25.9 \%$ | 152.6 | 330.0 $26.2 \%$ | -14.8 | -8.9\% | 4.1 | 1.3\% |
| Recurring Profit <br> (\%) | 177.5 $28.4 \%$ | 349.6 $27.8 \%$ | 167.4 $27.3 \%$ | 350.0 $27.8 \%$ | -10.1 | -5.7\% | 0.4 | 0.1\% |
| Net Profit <br> (\%) | 113.0 $18.1 \%$ | 229.5 $18.3 \%$ | 116.9 $19.1 \%$ | 230.0 $18.3 \%$ | 3.9 | 3.5\% | 0.5 | 0.2\% |
| Income Per Share <br> Dividend Per Share <br> Consolidated Dividend Payout Ratio | 115Yen | 674.25Yen | 120Yen | 240Yen | Assumedecrame Ritid | Actua FY2014 | Foeceast FY2015 |  |
|  |  | 230Yen |  |  | Exclange Rate: Us | 109.93Ven | 120.40Ven |  |
|  |  |  |  |  | Exchang Rate: | 138.77Yen | 134, 53 y len |  |
|  |  | 34.2\% |  | 37.1\% | Eccarag Patae: OVWon | 10.37 Yen | 10.63len |  |

