# Minebea 

Passion to Exceed Precision

## Minebea Co., Ltd.

## Second Quarter of Fiscal Year ending March 31, 2014 Supplementary Financial Data

(November 1, 2013)

[^0]
## Consolidated Balance Sheets

Assets

| (Millions of yen) | Year ended Mar. '13 |  |  |  | Year ending Mar. '14 |  | Change$2 Q-1 Q$ | Remarks | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 1 \mathrm{Q} \\ (\mathrm{Jun.} \text { '12) } \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ \text { (Sep. '12) } \end{gathered}$ | $3 Q$ (Dec. '12) | 4 Q (Mar. '13) | $\begin{gathered} 1 \mathrm{Q} \\ \text { (Jun. '13) } \end{gathered}$ | 2Q (Sep. '13) |  |  |  |
| Current assets | 160,499 | 162,322 | 175,821 | 170,976 | 175,690 | 186,785 | +11,095 |  |  |
| Cash and cash equivalents | 24,027 | 25,393 | 29,743 | 34,182 | 27,344 | 34,723 | +7,379 |  |  |
| Notes and accounts receivable | 64,718 | 63,348 | 66,915 | 62,645 | 70,797 | 77,675 | +6,878 | - Impact of sales increase |  |
| Inventories | 51,751 | 54,775 | 60,171 | 58,232 | 59,084 | 60,494 | +1,410 |  |  |
| Others | 20,000 | 18,802 | 18,988 | 15,913 | 18,461 | 13,888 | $(4,573)$ |  |  |
| Fixed assets | 150,132 | 155,619 | 181,832 | 191,777 | 193,613 | 190,889 | $(2,724)$ | - Effect of FX fluctuations | $(1,441)$ |
| Tangible fixed assets | 128,173 | 135,583 | 160,513 | 170,762 | 171,294 | 167,564 | $(3,730)$ |  |  |
| Intangible fixed assets | 7,119 | 5,477 | 5,244 | 4,868 | 4,810 | 6,049 | +1,239 |  |  |
| Investment and other assets | 14,839 | 14,557 | 16,074 | 16,146 | 17,507 | 17,276 | (231) |  |  |
| Deferred charges | 61 | 58 | 54 | 51 | 47 | 44 | (3) |  |  |
| Total assets | 310,693 | 317,999 | 357,708 | 362,805 | 369,351 | 377,719 | +8,368 | - Effect of FX fluctuations | $(1,542)$ |

## Liabilities and Net Assets

| (Millions of yen) | Year ended Mar. '13 |  |  |  | Year ending Mar. '14 |  | Change$2 Q-1 Q$ |  | emarks |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline 1 Q \\ \text { (Jun. '12) } \end{gathered}$ | $2 \mathrm{Q}$ <br> (Sep. '12) | $\begin{gathered} 3 \mathrm{Q} \\ (\mathrm{Dec.} \text { '12) } \end{gathered}$ | 4Q <br> (Mar. '13) | $\begin{gathered} \hline 1 Q \\ \text { (Jun. '13) } \end{gathered}$ | $\begin{gathered} 2 \mathrm{Q} \\ (\text { Sep. '13) } \end{gathered}$ |  |  | (Milli | ns of yen) |
| Current liabilities | 125,862 | 131,401 | 136,355 | 128,484 | 129,494 | 130,048 | +554 |  | Impact of production increase |  |
| Notes and accounts payable | 27,542 | 26,391 | 25,304 | 20,397 | 27,246 | 31,975 | +4,729 |  |  |  |
| Short-term interest-bearing debts | 76,125 | 82,185 | 91,287 | 85,203 | 77,712 | 71,905 ${ }^{* 1}$ | $(5,807)$ |  | Short-term loans payable Current portion of long-term | 57,355 |
| Others | 22,191 | 22,821 | 19,760 | 22,880 | 24,533 | 26,164 | +1,631 |  |  |  |
| Long-term liabilities | 82,520 | 81,313 | 96,222 | 96,463 | 97,997 | 100,509 | +2,512 | *2 | Bonds $\quad 10,000$Convertible bond-type bonds withsubscription rights to shares 7,700Bonds with subscription rights to shares |  |
| Long-term interest-bearing debts | 75,139 | 73,951 | 87,946 | 85,208 | 87,019 | $89,30{ }^{* 2}$ | +2,281 |  |  |  |
| Others | 7,378 | 7,358 | 8,272 | 11,251 | 10,974 | 11,205 | +231 |  | Long-term loans payable | $\begin{array}{r} 15 \\ 71,585 \end{array}$ |
| Total liabilities | 208,383 | 212,715 | 232,577 | 224,947 | 227,492 | 230,557 | +3,065 | - Effect of FX fluctuations |  |  |
| Total net assets | 102,309 | 105,284 | 125,131 | 137,858 | 141,859 | 147,161 | +5,302 |  | Increase of retained earnings Effect of FX fluctuations | $\begin{array}{r} 5,921 \\ (1,055) \end{array}$ |
| Total liabilities and net assets | 310,693 | 317,999 | 357,708 | 362,805 | 369,351 | 377,719 | +8,368 |  | Effect of FX fluctuations | $(1,542)$ |
| Interest-bearing debts | 151,264 | 156,136 | 179,233 | 170,411 | 164,731 | 161,205 | $(3,526)$ |  | Effect of FX fluctuations Difference of principal | $\begin{array}{r} (213) \\ (3,313) \end{array}$ |
| Net interest-bearing debts | 127,237 | 130,743 | 149,490 | 136,229 | 137,387 | 126,482 | $(10,905)$ |  | $\left\{\begin{array}{l}\text { Effect of } F X \text { fluctuations } \\ \text { Difference of principal }\end{array}\right.$ | $\begin{array}{r} (354) \\ (10,551) \end{array}$ |




## Consolidated Statements of Income

| (Millions of yen) | Year ended Mar. '13 |  |  |  |  | Year ending Mar. '14 |  | Change$2 Q-2 Q$ | Remarks(Millions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q (Apr. '12 - Jun. '12) | $\begin{gathered} \hline \text { 2Q } \\ \text { (Jul. '12 - } \\ \text { Sep. '12) } \\ \hline \end{gathered}$ | 3Q (Oct. '12 - Dec. '12) | 4Q (Jan. '13- Mar. '13) | Full Year <br> (Apr. '12 - <br> Mar. '13) | 1Q <br> (Apr. '13- <br> Jun. '13) | $\begin{gathered} \hline \text { 2Q } \\ \text { (Jul. '13- } \\ \text { Sep. '13) } \end{gathered}$ |  |  |
| Net sales | 68,621 | 70,480 | 71,705 | 71,601 | 282,409 | 85,317 | 95,482 | +25,002 | $\left\{\begin{array}{l} \text { Increase in motors, LED backlights and } \\ \text { ball bearings } \end{array}\right.$ |
| Cost of sales | 53,223 | 54,655 | 57,114 | 60,120 | 225,113 | 68,796 | 72,827 | +18,172 |  |
| Gross profit | 15,398 | 15,824 | 14,590 | 11,481 | 57,295 | 16,520 | 22,654 | +6,830 | $\left\{\begin{array}{l} \text { Increase in motors, LED backlights and } \\ \text { ball bearings } \end{array}\right.$ |
| Gross profit margin | 22.4\% | 22.5\% | 20.3\% | 16.0\% | 20.3\% | 19.4\% | 23.7\% | +1.2\% |  |
| SG\&A expenses | 11,704 | 11,817 | 11,647 | 11,956 | 47,125 | 12,982 | 13,189 | +1,372 | - Effect of FX fluctuations 1,530 |
| SG\&A \% sales ratio | 17.1\% | 16.8\% | 16.2\% | 16.7\% | 16.7\% | 15.2\% | 13.8\% | (3.0\%) |  |
| Operating income (loss) | 3,693 | 4,007 | 2,943 | (474) | 10,169 | 3,538 | 9,465 | +5,458 |  |
| Operating income margin | 5.4\% | 5.7\% | 4.1\% | (0.7\%) | 3.6\% | 4.1\% | 9.9\% | +4.2\% |  |
| Other income (expenses) | (324) | (434) | (624) | $(1,113)$ | $(2,496)$ | (469) | (782) | (348) |  |
| Net interest income (expenses) | (436) | (537) | (512) | (579) | $(2,064)$ | (402) | (424) | +113 |  |
| Others | 110 | 102 | (111) | (534) | (433) | (68) | (358) | (460) |  |
| Ordinary income (loss) | 3,368 | 3,573 | 2,319 | $(1,587)$ | 7,673 | 3,068 | 8,682 | +5,109 |  |
| Net extraordinary income (loss) | (739) | $(1,241)$ | (306) | (505) | $(2,791)$ | (68) | $(1,033)$ | +208 | - Refer to breakdown below |
| Income (loss) before income taxes | 2,629 | 2,333 | 2,012 | $(2,092)$ | 4,882 | 3,000 | 7,649 | +5,316 |  |
| Total income taxes | 1,064 | 427 | 1,065 | 1,091 | 3,649 | 248 | 1,931 | +1,504 |  |
| Current (including enterprise tax) | 742 | 1,360 | 1,013 | 940 | 4,057 | 454 | 1,435 | +75 |  |
| Adjustment of income taxes | 321 | (933) | 51 | 151 | (408) | (205) | 495 | +1,428 |  |
| Minority interests | (153) | (96) | (129) | (191) | (571) | (99) | (201) | (105) |  |
| Net income (loss) | 1,718 | 2,002 | 1,076 | $(2,992)$ | 1,804 | 2,852 | 5,920 | +3,918 |  |

## Breakdown for Extraordinary Income and Loss

| (Millions of yen) | Year ending Mar. '14 |  | Remarks | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q |  |  |
| Extraordinary income | 66 | 12 |  |  |
| Gain on sales of fixed assets | 12 | 12 |  |  |
| Gain on sales of investment securities | 53 | - |  |  |
| Extraordinary loss | 134 | 1,045 |  |  |
| Loss on sales of fixed assets | 6 | 15 |  |  |
| Loss on disposal of fixed assets | 15 | 8 |  |  |
| Impairment loss | - | 963 | - Fan motors |  |
| Business restructuring losses | 104 | 53 | - Closure of keyboard plant |  |
| Allowance for environmental remediation expenses | 7 | 4 |  |  |
| Net extraordinary income (loss) | (68) | $(1,033)$ |  |  |

## Consolidated Statements of Cash Flows

| (Millions of yen) | Year ended Mar. '13 |  |  |  |  | Year ending Mar. '14 |  | Change$2 Q-2 Q$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 1 \mathrm{Q} \\ \text { (Apr. '12- } \\ \text { Jun. '12) } \end{gathered}$ | $\begin{gathered} \hline \text { 2Q } \\ \text { (Jul. '12- } \\ \text { Sep. '12) } \end{gathered}$ | 3 Q (Oct. '12- Dec. '12) | 4Q (Jan. '13- Mar. '13) | Full Year <br> (Apr. '12- <br> Mar. '13) | 1 Q (Apr. '13- Jun. 13 ) | 2Q (Jul. '13- Sep. '13) <br> Sep. '13) |  |
| Cash flows from operating activities | 1,259 | 6,615 | 1,007 | 14,108 | 22,990 | 5,314 | 17,653 | +11,038 |
| Income (loss) before income taxes | 2,629 | 2,333 | 2,012 | $(2,092)$ | 4,882 | 3,000 | 7,649 | +5,316 |
| Depreciation and amortization | 4,657 | 4,896 | 5,234 | 6,012 | 20,800 | 5,896 | 5,833 | +937 |
| Amortization of consolidation adjustments | 360 | 370 | 247 | 790 | 1,769 | 146 | 156 | (214) |
| (Gain) loss on sales and disposal of fixed assets | (119) | (45) | 45 | $(4,280)$ | $(4,398)$ | 9 | 10 | +55 |
| (Increase) decrease in notes and accounts receivable | $(5,622)$ | 501 | 1,350 | 8,462 | 4,692 | $(6,505)$ | $(6,739)$ | $(7,240)$ |
| Decrease (increase) in inventories | $(4,031)$ | $(3,064)$ | 265 | 6,908 | 78 | 775 | $(1,019)$ | +2,045 |
| Increase (decrease) in notes and accounts payable | 3,991 | $(1,224)$ | $(2,696)$ | $(6,570)$ | $(6,499)$ | 6,820 | 4,897 | +6,121 |
| Income tax paid / refund (paid) | (531) | (820) | $(1,982)$ | (449) | $(3,783)$ | (445) | (169) | +651 |
| Others | (76) | 3,667 | $(3,468)$ | 5,322 | 5,445 | $(4,381)$ | 7,030 | +3,363 |
| Cash flows from investing activities | $(10,270)$ | $(10,855)$ | $(16,950)$ | 263 | $(37,813)$ | $(7,141)$ | $(6,817)$ | +4,038 |
| Purchase of tangible fixed assets | $(8,899)$ | $(11,768)$ | $(17,484)$ | $(4,810)$ | $(42,962)$ | $(4,999)$ | $(4,489)$ | +7,279 |
| Proceeds from sales of tangible fixed assets | 167 | 105 | 76 | 5,495 | 5,845 | 324 | 140 | +35 |
| Purchase of intangible fixed assets | (102) | (104) | (222) | (464) | (893) | (277) | (193) | (89) |
| Purchase of investments in subsidiaries resulting in change in scope of consolidation | $(1,662)$ | 1,662 | - | - | - | - | $(1,888)$ | $(3,550)$ |
| Others | 226 | (751) | 680 | 42 | 196 | $(2,189)$ | (386) | +365 |
| Cash flows from financing activities | 5,148 | 4,955 | 19,147 | $(11,841)$ | 17,409 | $(7,887)$ | $(3,558)$ | $(8,513)$ |
| Increase (decrease) in loans and debts | 8,879 | 4,882 | 20,121 | $(11,847)$ | 22,036 | $(6,132)$ | $(3,629)$ | $(8,511)$ |
| Purchase of treasury stock | $(2,154)$ | (0) | (0) | (0) | $(2,155)$ | (254) | (1) | (1) |
| Proceeds from disposal of treasury stock | 22 | 147 | 134 | 76 | 381 | 63 | 140 | (7) |
| Cash dividends paid | $(1,515)$ | - | $(1,118)$ | - | $(2,633)$ | $(1,493)$ | - | - |
| Others | (82) | (75) | 9 | (70) | (219) | (69) | (66) | +9 |
| Effect of exchange rate changes on cash and cash equivalents | (534) | (259) | 1,404 | 1,546 | 2,157 | 829 | 130 | +389 |
| Net increase (decrease) in cash and cash equivalents | $(4,396)$ | 455 | 4,608 | 4,077 | 4,744 | $(8,885)$ | 7,408 | +6,953 |
| Cash and cash equivalents at beginning of period | 23,365 | 19,082 | 19,537 | 24,146 | 23,365 | 28,223 | 19,337 | +255 |
| Increase in cash and cash equivalents from newly consolidated subsidiaries | 112 | - | - | - | 112 | - | - | - |
| Cash and cash equivalents at end of period | 19,082 | 19,537 | 24,146 | 28,223 | 28,223 | 19,337 | 26,745 | +7,208 |

Consolidated Sales and Income and Performance by Business Segment

## Quarterly

| (Millions of yen) | FY ended Mar. '13 *1 |  |  |  | FY ending Mar. '14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10 | 2 Q | 30 | 4Q | 10 | 2 C |
| Machined components | 29,966 | 26,977 | 26,137 | 30,490 | 34,092 | 34,597 |
| Electronic devices and components | 38,434 | 43,275 | 45,326 | 40,874 | 50,982 | 60,646 |
| Other | 220 | 227 | 240 | 236 | 242 | 238 |
| Adjustment | - | - | - | - | - |  |
| Total sales | 68,621 | 70,480 | 71,705 | 71,601 | 85,317 | 95,482 |
| Machined components | 7,463 | 7,008 | 5,745 | 5,242 | 6,889 | 8,537 |
| Operating margin | 24.9\% | 26.0\% | 22.0\% | 17.2\% | 20.2\% | 24.7\% |
| Electronic devices and components | (447) | 130 | 210 | $(2,346)$ | (327) | 3,420 |
| Operating margin | (1.2\%) | 0.3\% | 0.5\% | (5.7\%) | (0.6\%) | 5.6\% |
| Other | 38 | 39 | 172 | (83) | 15 | 386 |
| Operating margin | 17.3\% | 17.2\% | 71.7\% | (35.2\%) | 6.2\% | 162.2\% |
| Adjustment | $(3,361)$ | $(3,170)$ | $(3,185)$ | $(3,286)$ | $(3,040)$ | $(2,879)$ |
| Operating income (loss) | 3,693 | 4,007 | 2,943 | (474) | 3,538 | 9,465 |
| Operating margin | 5.4\% | 5.7\% | 4.1\% | (0.7\%) | 4.1\% | 9.9\% |
| Ordinary income (loss) | 3,368 | 3,573 | 2,319 | $(1,587)$ | 3,068 | 8,682 |
| Net income (loss) | 1,718 | 2,002 | 1,076 | $(2,992)$ | 2,852 | 5,920 |

## Semiannual

| (Millions of yen) | FY ended Mar. '13 *1 |  |  | FY ending Mar. '14 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1H | 2 H | Year | 1H | 2H(E)* | Year(E)* |
| Machined components | 56,944 | 56,628 | 113,573 | 68,690 | 66,710 | 135,400 |
| Electronic devices and components | 81,709 | 86,201 | 167,911 | 111,628 | 111,972 | 223,600 |
| Other | 447 | 477 | 924 | 480 | 520 | 1,000 |
| Adjustment | - | - | - | - |  |  |
| Total sales | 139,101 | 143,308 | 282,409 | 180,799 | 179,201 | 360,000 |
| Machined components | 14,471 | 10,988 | 25,459 | 15,427 | 15,373 | 30,800 |
| Operating margin | 25.4\% | 19.4\% | 22.4\% | 22.5\% | 23.0\% | 22.7\% |
| Electronic devices and components | (317) | $(2,135)$ | $(2,452)$ | 3,093 | 4,007 | 7,100 |
| Operating margin | (0.4\%) | (2.5\%) | (1.5\%) | 2.8\% | 3.6\% | 3.2\% |
| Other | 78 | 89 | 167 | 402 | 598 | 1,000 |
| Operating margin | 17.4\% | 18.7\% | 18.1\% | 83.8\% | 115.0\% | 100.0\% |
| Adjustment | $(6,532)$ | $(6,472)$ | $(13,004)$ | $(5,919)$ | $(5,981)$ | $(11,900)$ |
| Operating income (loss) | 7,700 | 2,469 | 10,169 | 13,003 | 13,997 | 27,000 |
| Operating margin | 5.5\% | 1.7\% | 3.6\% | 7.2\% | 7.8\% | 7.5\% |
| Ordinary income (loss) | 6,942 | 731 | 7,673 | 11,751 | 12,749 | 24,500 |
| Net income (loss) | 3,720 | $(1,916)$ | 1,804 | 8,772 | 8,228 | 17,000 |

The segment results by new business seg

New Business Segments
Following a structural reorganization, we have changed our business segment classification starting this fiscal year


## Historical Consolidated Sales and Income and Performance by Old Business Segment

| (Millions of yen) | FY ended Mar. '11 |  |  |  |  | FY ended Mar. '12 |  |  |  |  | FY ended Mar. '13 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | Year | 1Q | 2Q | 3Q | 4Q | Year | 1Q | 2Q | 3Q | 4Q | Year |
| Machined components | 28,180 | 26,782 | 26,550 | 26,327 | 107,841 | 27,482 | 27,121 | 24,426 | 28,008 | 107,037 | 29,966 | 26,977 | 26,137 | 30,490 | 113,573 |
| Rotary components | 24,889 | 26,707 | 25,275 | 24,266 | 101,139 | 24,347 | 25,633 | 19,267 | 22,115 | 91,363 | 24,079 | 26,140 | 24,491 | 27,208 | 101,919 |
| Electronic devices and components | 9,707 | 10,653 | 10,932 | 9,209 | 40,502 | 8,959 | 10,497 | 9,184 | 9,245 | 37,887 | 12,131 | 14,979 | 18,533 | 11,547 | 57,190 |
| Other | 5,114 | 5,660 | 4,741 | 4,140 | 19,657 | 4,013 | 4,393 | 3,837 | 2,823 | 15,068 | 2,444 | 2,383 | 2,542 | 2,355 | 9,726 |
| Adjustment | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total sales | 67,891 | 69,803 | 67,500 | 63,944 | 269,139 | 64,802 | 67,646 | 56,716 | 62,193 | 251,358 | 68,621 | 70,480 | 71,705 | 71,601 | 282,409 |
| Machined components | 7,105 | 7,306 | 6,891 | 6,785 | 28,088 | 6,302 | 7,076 | 5,691 | 6,542 | 25,611 | 7,463 | 7,008 | 5,745 | 5,242 | 25,459 |
| Operating margin | 25.2\% | 27.3\% | 26.0\% | 25.8\% | 26.0\% | 22.9\% | 26.1\% | 23.3\% | 23.4\% | 23.9\% | 24.9\% | 26.0\% | 22.0\% | 17.2\% | 22.4\% |
| Rotary components | 8 | 265 | 16 | (515) | (224) | (878) | (538) | $(1,602)$ | $(1,098)$ | $(4,118)$ | (542) | (420) | $(1,382)$ | $(2,023)$ | $(4,368)$ |
| Operating margin | 0.0\% | 1.0\% | 0.1\% | (2.1\%) | (0.2\%) | (3.6\%) | (2.1\%) | (8.3\%) | (5.0\%) | (4.5\%) | (2.3\%) | (1.6\%) | (5.6\%) | (7.4\%) | (4.3\%) |
| Electronic devices and components | 1,497 | 1,308 | 921 | 432 | 4,160 | (102) | 140 | (259) | (737) | (959) | (67) | 471 | 1,365 | (237) | 1,531 |
| Operating margin | 15.4\% | 12.3\% | 8.4\% | 4.7\% | 10.3\% | (1.1\%) | 1.3\% | (2.8\%) | (8.0\%) | (2.5\%) | (0.6\%) | 3.1\% | 7.4\% | (2.1\%) | 2.7\% |
| Other | 112 | 345 | 102 | (63) | 498 | (59) | (96) | (80) | (101) | (338) | 181 | 127 | 97 | (174) | 231 |
| Operating margin | 2.2\% | 6.1\% | 2.2\% | (1.5\%) | 2.5\% | (1.5\%) | (2.2\%) | (2.1\%) | (3.6\%) | (2.2\%) | 7.4\% | 5.3\% | 3.8\% | (7.4\%) | 2.4\% |
| Adjustment | $(2,699)$ | $(2,878)$ | $(2,334)$ | $(2,445)$ | $(10,358)$ | $(2,957)$ | $(2,832)$ | $(2,896)$ | $(2,909)$ | $(11,595)$ | $(3,341)$ | $(3,179)$ | $(2,882)$ | $(3,279)$ | $(12,683)$ |
| Operating income (loss) | 6,024 | 6,346 | 5,597 | 4,194 | 22,163 | 2,303 | 3,749 | 850 | 1,695 | 8,599 | 3,693 | 4,007 | 2,943 | (474) | 10,169 |
| Operating margin | 8.9\% | 9.1\% | 8.3\% | 6.6\% | 8.2\% | 3.6\% | 5.5\% | 1.5\% | 2.7\% | 3.4\% | 5.4\% | 5.7\% | 4.1\% | (0.7\%) | 3.6\% |
| Ordinary income (loss) | 5,600 | 5,935 | 5,117 | 3,710 | 20,364 | 1,870 | 3,162 | 323 | 1,142 | 6,499 | 3,368 | 3,573 | 2,319 | $(1,587)$ | 7,673 |
| Net income (loss) | 3,815 | 3,502 | 3,331 | 1,816 | 12,465 | 668 | 2,100 | $(3,055)$ | 6,208 | 5,922 | 1,718 | 2,002 | 1,076 | $(2,992)$ | 1,804 |




## Consolidated Sales by Region

|  | $\begin{aligned} & \hline \text { FY ended } \\ & \text { Mar. '11 } \\ & \hline \end{aligned}$ | $\begin{array}{\|c\|} \hline \text { FY ended } \\ \text { Mar. '12 } \\ \hline \end{array}$ | FY ended Mar. '13 |  |  |  |  | FY ending Mar. '14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Millions of yen) | Full Year | Full Year | 1Q | 2Q | 3Q | 4Q | Full Year | 1Q | 2Q |
| China | 71,542 | 61,307 | 17,016 | 19,904 | 23,060 | 21,831 | 81,999 | 26,919 | 30,619 |
| Japan | 63,308 | 58,994 | 15,281 | 14,418 | 13,894 | 13,258 | 56,853 | 15,785 | 19,348 |
| Thailand | 36,470 | 33,546 | 9,274 | 9,759 | 8,452 | 8,926 | 36,413 | 10,327 | 12,206 |
| America | 26,225 | 24,848 | 7,052 | 6,636 | 6,548 | 8,305 | 28,542 | 9,226 | 9,353 |
| Europe | 26,296 | 26,499 | 6,901 | 6,553 | 6,813 | 8,419 | 28,688 | 8,955 | 9,674 |
| Other | 45,297 | 46,161 | 13,094 | 13,208 | 12,936 | 10,860 | 49,912 | 14,102 | 14,279 |
| Total | 269,139 | 251,358 | 68,621 | 70,480 | 71,705 | 71,601 | 282,409 | 85,317 | 95,482 |

## Production by Region

| (Millions of yen) | FY endedMar. '09 | FY endedMar. '10 | FY endedMar. '11 | FY endedMar. '12 | FY ended Mar. '13 |  |  |  |  | FY ending Mar. '14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | 1Q | 2Q | 3Q | 4Q | Full Year | 1Q | 2Q |
| Japan | 24,392 | 18,364 | 20,985 | 22,402 | 5,699 | 5,716 | 5,841 | 5,666 | 22,922 | 6,363 | 6,571 |
| Asia (excluding Japan) | 197,608 | 180,349 | 216,160 | 197,287 | 54,635 | 57,245 | 58,502 | 56,460 | 226,843 | 68,792 | 78,189 |
| Thailand | 123,626 | 121,550 | 137,298 | 130,499 | 35,041 | 34,507 | 36,530 | 36,944 | 143,023 | 45,722 | 54,227 |
| Singapore | 10,592 | 10,184 | 10,923 | 10,452 | 3,052 | 2,435 | 2,318 | 2,855 | 10,660 | 3,363 | 3,441 |
| China | 58,917 | 43,976 | 63,769 | 53,234 | 15,686 | 19,442 | 18,864 | 15,745 | 69,737 | 18,870 | 19,543 |
| Malaysia | 4,473 | 4,639 | 4,170 | 3,102 | 856 | 861 | 790 | 916 | 3,423 | 837 | 978 |
| North America | 25,889 | 21,326 | 23,514 | 22,763 | 6,047 | 5,550 | 5,170 | 7,002 | 23,769 | 7,430 | 7,228 |
| Europe | 8,274 | 8,407 | 8,480 | 8,906 | 2,240 | 1,969 | 2,193 | 2,473 | 8,875 | 2,732 | 3,494 |
| Total | 256,163 | 228,446 | 269,139 | 251,358 | 68,621 | 70,480 | 71,705 | 71,601 | 282,409 | 85,317 | 95,482 |

## Exchange Rates

|  |  | $\begin{array}{\|l} \text { FY ended } \\ \text { Mar. '09 } \end{array}$ | $\begin{array}{\|l} \text { FY ended } \\ \text { Mar. '10 } \end{array}$ | FY ended <br> Mar. '11 | $\begin{array}{\|l} \hline \text { FY ended } \\ \text { Mar. '12 } \end{array}$ | FY ended Mar. '13 |  |  |  |  | FY ending Mar. '14 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 1Q | 2Q | 3Q | 4Q | Full Year | 1Q | 2Q | $\begin{array}{\|c\|} \hline \text { Assumption } \\ \text { for Second } \\ \text { Half } \end{array}$ | Assumption for Full Year |
| US\$ | PL | 100.83 | 93.04 | 86.04 | 79.07 | 80.77 | 78.69 | 79.79 | 90.08 | 82.33 | 97.72 | 98.34 | 100.00 | 99.02 |
|  | BS | 98.23 | 93.04 | 83.15 | 82.19 | 79.31 | 77.60 | 86.58 | 94.05 | 94.05 | 98.59 | 97.75 | 100.00 | 100.00 |
| Euro | PL | 145.65 | 131.10 | 113.22 | 110.20 | 104.89 | 97.65 | 103.36 | 120.02 | 106.48 | 126.96 | 129.61 | 130.00 | 129.15 |
|  | BS | 129.84 | 124.92 | 117.57 | 109.80 | 98.74 | 100.24 | 114.71 | 120.73 | 120.73 | 128.53 | 131.87 | 130.00 | 130.00 |
| Thai Baht | PL | 2.98 | 2.74 | 2.75 | 2.59 | 2.60 | 2.49 | 2.60 | 3.00 | 2.67 | 3.30 | 3.12 | 3.20 | 3.21 |
|  | BS | 2.76 | 2.87 | 2.75 | 2.67 | 2.49 | 2.52 | 2.82 | 3.20 | 3.20 | 3.16 | 3.11 | 3.20 | 3.20 |
| RMB | PL | 14.64 | 13.61 | 12.78 | 12.33 | 12.76 | 12.36 | 12.76 | 14.44 | 13.08 | 15.84 | 16.02 | 16.20 | 16.07 |
|  | BS | 14.34 | 13.65 | 12.65 | 13.03 | 12.46 | 12.31 | 13.87 | 15.14 | 15.14 | 16.03 | 15.98 | 16.20 | 16.20 |

[^1]Capital Expenditure, Depreciation and Amortization, R\&D Costs

| (Millions of yen) | $\begin{aligned} & \text { FY ended } \\ & \text { Mar. '09 } \end{aligned}$ | FY endedMar. '10 | FY ended <br> Mar. '11 | FY ended <br> Mar. '12 | FY ended Mar. '13 |  |  |  |  | FY ending Mar. '14 |  | $\begin{array}{\|c} \hline \text { Forecasts } \\ \text { for FY } \\ \text { ending Mar. } \\ \text { '14 } \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | 1Q | 2Q | 3Q | 4Q | Full Year | 1Q | 2Q |  |
| Capital expenditure | 20,182 | 11,081 | 27,335 | 27,306 | 8,877 | 11,909 | 17,511 | 5,390 | 43,687 | 5,852 | 4,192 | 20,900 |
| Depreciation and amortization | 23,987 | 21,140 | 20,805 | 19,588 | 4,657 | 4,896 | 5,234 | 6,012 | 20,800 | 5,896 | 5,833 | 21,700 |
| Research and development costs | 9,458 | 8,410 | 7,895 | 7,490 | 1,925 | 1,788 | 1,916 | 2,114 | 7,743 | 2,025 | 2,057 | 8,000 |

Long Term Data

| (Millions of yen) | FY ended Mar. '09 | FY ended <br> Mar. '10 | FY ended <br> Mar. '11 | FY ended <br> Mar. '12 | FY ended Mar. '13 |  |  |  |  | FY ending Mar. '14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | 1Q | 2Q | 3Q | 4Q | Full Year | 1Q | 2Q |
| Cash flows from operating activities | 37,063 | 30,408 | 24,439 | 20,233 | 1,259 | 6,615 | 1,007 | 14,108 | 22,990 | 5,314 | 17,653 |
| Cash flows from investing activities | $(24,554)$ | $(12,733)$ | $(28,631)$ | $(29,018)$ | $(10,270)$ | $(10,855)$ | $(16,950)$ | 263 | $(37,813)$ | $(7,141)$ | $(6,817)$ |
| Cash flows from financing activities | $(6,974)$ | $(20,118)$ | 7,984 | 4,761 | 5,148 | 4,955 | 19,147 | $(11,841)$ | 17,409 | $(7,887)$ | $(3,558)$ |
| Total Liabilities and net assets | 285,396 | 277,967 | 291,092 | 306,772 | 310,693 | 317,999 | 357,708 | 362,805 | 362,805 | 369,351 | 377,719 |
| Total net assets | 106,762 | 108,381 | 109,967 | 109,777 | 102,309 | 105,284 | 125,131 | 137,858 | 137,858 | 141,859 | 147,161 |
| Interest-bearing debts | 137,890 | 123,399 | 133,212 | 142,543 | 151,264 | 156,136 | 179,233 | 170,411 | 170,411 | 164,731 | 161,205 |
| Net interest-bearing debts | 109,995 | 96,892 | 103,622 | 114,213 | 127,237 | 130,743 | 149,490 | 136,229 | 136,229 | 137,387 | 126,482 |
| D/E ratio | 1.3 | 1.1 | 1.2 | 1.3 | 1.5 | 1.5 | 1.4 | 1.2 | 1.2 | 1.2 | 1.1 |
| Net D/E ratio | 1.0 | 0.9 | 0.9 | 1.0 | 1.2 | 1.2 | 1.2 | 1.0 | 1.0 | 1.0 | 0.9 |
| Interest expense | 2,645 | 1,897 | 1,832 | 2,320 | 593 | 640 | 687 | 729 | 2,651 | 612 | 545 |
| ROE | 2.1\% | 6.3\% | 11.6\% | 5.5\% | - | - | - | - | 1.5\% | - | - |
| ROA (based on net income) | 0.8\% | 2.4\% | 4.4\% | 2.0\% | - | - | - | - | 0.5\% | - | - |

Per Share Data

| (Yen, Shares) | $\begin{array}{\|l\|l} \hline \text { FY ended } \\ \text { Mar. '09 } \end{array}$ | $\begin{aligned} & \text { FY ended } \\ & \text { Mar. '10 } \end{aligned}$ | FY endedMar. '11 | $\begin{aligned} & \text { FY ended } \\ & \text { Mar. '12 } \end{aligned}$ | FY ended Mar. '13 |  |  |  |  | FY ending Mar. '14 |  | Forecasts <br> for $F Y$ <br> ending Mar. <br> '14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | 1Q | 2Q | 3Q | 4Q | Full Year | 1Q | 2Q |  |
| Net income per share (EPS) | 6.2 | 17.2 | 32.6 | 15.6 | 4.6 | 5.4 | 2.9 | (8.0) | 4.8 | 7.7 | 15.9 | 45.6 |
| Fully diluted net income per share | - | - | - | 15.5 | 4.4 | 5.1 | 2.8 | (7.6) | 4.7 | 7.3 | 15.1 | - |
| Interim dividends | 5.0 | 3.0 | 3.0 | 3.0 | - | 3.0 | - | - | 3.0 | - | 3.0 | 3.0 |
| Year-end dividends | 2.0 | 4.0 | 4.0 | 4.0 | - | - | - | 4.0 | 4.0 | - | - | 4.0 |
| BPS | 271.9 | 279.9 | 282.0 | 288.7 | 262.1 | 267.6 | 319.9 | 351.7 | 351.7 | 362.1 | 376.3 | - |
| Total weighted average number of shares outstanding | 394,853,473 | 387,296,335 | 382,318,700 | 379,013,837 | 375,785,480 | 372,655,219 | 372,984,408 | 373,388,656 | 373,699,462 | 372,817,372 | 373,213,795 | - |
| Number of shares outstanding at end of term | 388,979,693 | 381,943,161 | 382,644,492 | 378,858,714 | 372,248,860 | 372,739,404 | 373,210,613 | 373,456,068 | 373,456,068 | 372,876,662 | 373,263,914 | - |

* Number of outstanding shares: Total number of shares issued -Treasury stock


## Number of Group Employees

| (Persons) | FY ended <br> Mar. '09 | FY ended <br> Mar. '10 | FY ended <br> Mar. '11 | FY ende <br> Mar. '12 | FY ended Mar. '13 |  |  |  | FY ending Mar. '14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q |
| Japan | 3,107 | 3,183 | 3,319 | 3,368 | 3,487 | 3,462 | 3,456 | 3,425 | 3,470 | 3,454 |
| Thailand | 25,145 | 29,336 | 31,011 | 31,117 | 32,453 | 33,126 | 32,688 | 31,221 | 31,453 | 31,852 |
| China | 11,159 | 10,329 | 13,550 | 10,119 | 11,030 | 10,754 | 10,526 | 8,984 | 9,219 | 8,914 |
| Cambodia | 0 | 0 | 224 | 1,320 | 1,276 | 2,141 | 2,866 | 2,924 | 3,938 | 4,699 |
| Other Asian Countries | 2,926 | 3,315 | 2,778 | 2,507 | 3,072 | 3,149 | 3,611 | 3,576 | 4,464 | 4,698 |
| Europe | 1,328 | 1,082 | 1,068 | 1,057 | 1,078 | 1,104 | 1,130 | 1,114 | 1,147 | 1,242 |
| North and South America | 1,979 | 1,846 | 1,877 | 1,918 | 2,009 | 2,033 | 2,065 | 2,083 | 2,138 | 2,069 |
| Group | 45,644 | 49,091 | 53,827 | 51,406 | 54,405 | 55,769 | 56,342 | 53,327 | 55,829 | 56,928 |


[^0]:    Any statements in this material which are not an historical fact are future projections made based on certain assumptions and our management's judgment drawn from currently available information.

    Please note that actual performance may vary significantly from any particular projection, due to various factors.
    Factors affecting our actual performance include: (i) changes in economic conditions surrounding us or demand trends; (ii) fluctuation of foreign exchange rates or interest rates; and (iii) our ability to continue R\&D, manufacturing and marketing in a timely manner in the electronics business sector, where technological innovations are rapid and new products are launched continuously. However, this is not a complete list of the factors affecting actual performance.

[^1]:    * Assumptions for the second half and full year were revised on November 1, 2013.

