# Minebea <br> Passion to Exceed Precision 

## Minebea Co., Ltd.

# Third Quarter of Fiscal Year ending March 31, 2015 Supplementary Financial Data 

(February 3, 2015)

[^0]
## Consolidated Balance Sheets

Assets

| (Millions of yen) | Year ended Mar. '14 |  |  |  | Year ending Mar. '15 |  |  | Change$3 Q-2 Q$ | Remarks | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{c\|} \hline 1 \mathrm{Q} \\ \text { (Jun. '13) } \end{array}$ | 2Q (Sep. '13) | 3 Q (Dec. '13) | 4 Q (Mar. '14) | $\begin{array}{c\|} \hline 1 \mathrm{Q} \\ \text { (Jun. '14) } \end{array}$ | 2Q (Sep. '14) | $3 Q$ (Dec. '14) |  |  |  |
| Current assets | 175,690 | 186,785 | 196,045 | 189,637 | 202,136 | 234,878 | 272,673 | +37,795 | - Effect of FX fluctuations | 15,833 |
| Cash and cash equivalents | 27,344 | 34,723 | 35,194 | 38,615 | 35,988 | 35,816 | 43,597 | +7,781 |  |  |
| Notes and accounts receivable | 70,797 | 77,675 | 81,082 | 74,340 | 81,014 | 103,021 | 120,928 | +17,907 | Sales increase |  |
| Inventories | 59,084 | 60,494 | 65,457 | 63,650 | 67,372 | 78,105 | 89,561 | +11,456 | - Production increase | 6, |
| Others | 18,461 | 13,888 | 14,308 | 13,029 | 17,758 | 17,934 | 18,582 | +648 |  |  |
| Fixed assets | 193,613 | 190,889 | 194,491 | 191,602 | 187,232 | 200,620 | 214,512 | +13,892 | Effect of FX fluctuations | 12,939 |
| Tangible fixed assets | 171,294 | 167,564 | 169,361 | 166,899 | 164,359 | 176,083 | 187,307 | +11,224 |  |  |
| Intangible fixed assets | 4,810 | 6,049 | 5,950 | 5,529 | 5,339 | 6,869 | 7,613 | +744 |  |  |
| Investment and other assets | 17,507 | 17,276 | 19,179 | 19,173 | 17,533 | 17,667 | 19,591 | +1,924 |  |  |
| Deferred charges | 47 | 44 | 41 | 37 | 34 | 30 | 27 | (3) |  |  |
| Total assets | 369,351 | 377,719 | 390,577 | 381,278 | 389,402 | 435,529 | 487,212 | +51,683 | - Effect of FX fluctuations | 28,778 |

Liabilities and Net Assets

| (Millions of yen) | Year ended Mar. '14 |  |  |  | Year ending Mar. '15 |  |  | Change$3 Q-2 Q$ |  | Remarks |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 1 \mathrm{Q} \\ \text { (Jun. '13) } \end{gathered}$ | 2 Q (Sep. '13) | 3 Q (Dec. '13) | 4 Q (Mar. '14) | $\begin{gathered} \hline 1 \mathrm{Q} \\ \text { (Jun. '14) } \end{gathered}$ | 2 Q (Sep. '14) | 3Q (Dec. '14) |  |  |  |  |
| Current liabilities | 129,494 | 130,048 | 125,993 | 120,937 | 126,739 | 145,212 | 164,193 | +18,981 |  |  |  |
| Notes and accounts payable | 27,246 | 31,975 | 33,264 | 29,898 | 36,412 | 51,783 | 66,444 | +14,661 |  |  |  |  |  |
| Short-term interest-bearing debts | 77,712 | 71,905 | 69,058 | 64,044 | 60,503 | 58,670 | 61,887 ${ }^{* 1}$ | +3,217 |  |  |  |  |  |
| Others | 24,533 | 26,164 | 23,669 | 26,991 | 29,821 | 34,754 | 35,858 | +1,104 |  |  |  |
| Long-term liabilities | 97,997 | 100,509 | 99,968 | 96,877 | 96,427 | 95,966 | 97,028 | +1,062 |  |  |  |  |  |
| Long-term interest-bearing debts | 87,019 | 89,300 | 88,293 | 84,454 | 83,801 | 82,416 | 82,624 ${ }^{* 2}$ | +208 |  |  |  |  |  |
| Others | 10,974 | 11,205 | 11,672 | 12,421 | 12,624 | 13,547 | 14,403 | +856 |  |  |  |  |  |
| Total liabilities | 227,492 | 230,557 | 225,962 | 217,814 | 223,167 | 241,178 | 261,222 | +20,044 |  |  |  |
| Total net assets | 141,859 | 147,161 | 164,615 | 163,463 | 166,235 | 194,350 | 225,990 | +31,640 |  |  |  |  |  |
| Total liabilities and net assets | 369,351 | 377,719 | 390,577 | 381,278 | 389,402 | 435,529 | 487,212 | +51,683 |  |  |  |  |  |
| Interest-bearing debts | 164,731 | 161,205 | 157,351 | 148,498 | 144,304 | 141,086 | 144,511 | +3,425 |  |  |  |  |  |
| Net interest-bearing debts | 137,387 | 126,482 | 122,157 | 109,883 | 108,316 | 105,270 | 100,914 | $(4,356)$ |  |  |  |  |  |



Consolidated Statements of Income

| (Millions of yen) | Year ended Mar. '14 |  |  |  |  | Year ending Mar. '15 |  |  | Change$3 Q-3 Q$ | Remarks |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 4Q (Jan. '14- Mar. '14) | Full Year (Apr. '13 Mar. '14) | 1Q <br> (Apr. '14- <br> Jun. '14) |  |  |  |  |
| Net sales | 85,317 | 95,482 | 97,135 | 93,608 | 371,543 | 99,531 | 117,025 | 145,403 | +48,268 | $\left\{\begin{array}{l} \text { Increase in LED backlights, } \\ \text { EMS products, motors and } \end{array}\right.$ |
| Cost of sales | 68,796 | 72,827 | 73,297 | 70,846 | 285,768 | 75,241 | 87,865 | 110,913 | +37,616 | ball bearings |
| Gross profit | 16,520 | 22,654 | 23,838 | 22,761 | 85,775 | 24,290 | 29,160 | 34,490 | +10,652 | $\left\{\begin{array}{l} \text { Increase in LED backlights, motors } \\ \text { and ball bearings } \end{array}\right.$ |
| Gross profit margin | 19.4\% | 23.7\% | 24.5\% | 24.3\% | 23.1\% | 24.4\% | 24.9\% | 23.7\% | (0.8\%) |  |
| SG\&A expenses | 12,982 | 13,189 | 13,526 | 13,878 | 53,575 | 13,765 | 14,923 | 15,409 | +1,883 |  |
| SG\&A \% sales ratio | 15.2\% | 13.8\% | 13.9\% | 14.8\% | 14.4\% | 13.8\% | 12.8\% | 10.6\% | (3.3\%) |  |
| Operating income | 3,538 | 9,465 | 10,312 | 8,883 | 32,199 | 10,524 | 14,237 | 19,080 | +8,768 |  |
| Operating income margin | 4.1\% | 9.9\% | 10.6\% | 9.5\% | 8.7\% | 10.6\% | 12.2\% | 13.1\% | +2.5\% |  |
| Other income (expenses) | (469) | (782) | $(1,942)$ | (940) | $(4,134)$ | (51) | (75) | (481) | +1,461 |  |
| Net interest income (expenses) | (402) | (424) | (293) | (274) | $(1,391)$ | (166) | (232) | (164) | +129 |  |
| Others | (68) | (358) | $(1,649)$ | (666) | $(2,743)$ | 115 | 155 | (318) | +1,331 |  |
| Ordinary income | 3,068 | 8,682 | 8,370 | 7,943 | 28,065 | 10,473 | 14,162 | 18,599 | +10,229 |  |
| Net extraordinary income (loss) | (68) | $(1,033)$ | 1,064 | $(1,216)$ | $(1,253)$ | $(1,571)$ | (666) | $(1,300)$ | $(2,364)$ | - Refer to breakdown below |
| Income before income taxes | 3,000 | 7,649 | 9,433 | 6,727 | 26,811 | 8,901 | 13,496 | 17,299 | +7,866 |  |
| Total income taxes | 248 | 1,931 | 2,399 | 1,855 | 6,434 | 2,087 | 2,522 | 4,219 | +1,820 |  |
| Current (including enterprise tax) | 454 | 1,435 | 1,567 | 1,151 | 4,608 | 1,384 | 2,340 | 3,882 | +2,315 |  |
| Adjustment of income taxes | (205) | 495 | 831 | 704 | 1,825 | 703 | 182 | 337 | (494) |  |
| Minority interests | (99) | (201) | (73) | (126) | (500) | (17) | (11) | (83) | (10) |  |
| Net income (loss) | 2,852 | 5,920 | 7,107 | 4,998 | 20,878 | 6,831 | 10,985 | 13,163 | +6,056 |  |

## Breakdown for Extraordinary Income and Loss



## Consolidated Statements of Cash Flows

| (Millions of yen) | Year ended Mar. '14 |  |  |  |  | Year ending Mar. '15 |  |  | Change$3 Q-3 Q$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q (Apr. '13- Jun. '13) | $\begin{gathered} \hline 2 \mathrm{Q} \\ \text { (Jul. '13- } \\ \text { Sep. '13) } \\ \hline \end{gathered}$ | $\begin{gathered} \hline 3 \mathrm{Q} \\ \text { (Oct. '13- } \\ \text { Dec. '13) } \end{gathered}$ | $\begin{array}{c\|} \hline 4 \mathrm{Q} \\ \text { (Jan. '14- } \\ \text { Mar. '14) } \\ \hline \end{array}$ | Full Year <br> (Apr. '13- <br> Mar. '14) | $\begin{gathered} 1 \mathrm{Q} \\ \text { (Apr. } 14 \text { ( } \\ \text { Jun. '14) } \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ \text { (Jul. '14- } \\ \text { Sep. '14) } \\ \hline \end{gathered}$ | 3Q (Oct. '14 - Dec. '14) |  |
| Cash flows from operating activities | 5,314 | 17,653 | 8,981 | 17,224 | 49,173 | 8,222 | 10,905 | 13,366 | +4,385 |
| Income (loss) before income taxes | 3,000 | 7,649 | 9,433 | 6,727 | 26,811 | 8,901 | 13,496 | 17,299 | +7,866 |
| Depreciation and amortization | 5,896 | 5,833 | 6,020 | 5,989 | 23,740 | 5,940 | 6,195 | 8,492 | +2,472 |
| Amortization of consolidation adjustments | 146 | 156 | 156 | 457 | 917 | 144 | 144 | 146 | (10) |
| (Gain) loss on sales and disposal of fixed assets | 9 | 10 | 84 | 48 | 154 | 72 | 29 | 79 | (5) |
| (Increase) decrease in notes and accounts receivable | $(6,505)$ | $(6,739)$ | (432) | 5,638 | $(8,038)$ | $(8,143)$ | $(17,333)$ | $(11,206)$ | $(10,774)$ |
| Decrease (increase) in inventories | 775 | $(1,019)$ | $(1,618)$ | 722 | $(1,139)$ | $(5,376)$ | $(6,265)$ | $(4,878)$ | $(3,260)$ |
| Increase (decrease) in notes and accounts payable | 6,820 | 4,897 | 739 | $(3,033)$ | 9,424 | 7,005 | 13,068 | 11,598 | +10,859 |
| Income tax paid / refund (paid) | (445) | (169) | $(1,407)$ | (125) | $(2,146)$ | $(1,037)$ | $(2,084)$ | $(3,766)$ | $(2,359)$ |
| Others | $(4,381)$ | 7,030 | $(3,997)$ | 795 | (553) | 717 | 3,653 | $(4,399)$ | (402) |
| Cash flows from investing activities | $(7,141)$ | $(6,817)$ | $(5,969)$ | $(5,028)$ | $(24,957)$ | $(4,092)$ | $(5,769)$ | $(7,016)$ | $(1,047)$ |
| Purchase of tangible fixed assets | $(4,999)$ | $(4,489)$ | $(4,755)$ | $(4,098)$ | $(18,342)$ | $(6,964)$ | $(7,009)$ | $(7,683)$ | $(2,928)$ |
| Proceeds from sales of tangible fixed assets | 324 | 140 | 129 | 357 | 952 | 163 | 119 | 218 | +89 |
| Purchase of intangible fixed assets | (277) | (193) | (171) | (217) | (860) | (120) | $(1,492)$ | (846) | (675) |
| Increase (decrease) in purchase of investments in subsidiaries resulting in change in scope of consolidation | - | $(1,888)$ | - | - | $(1,888)$ | 49 | (22) | - | - |
| Proceeds from sale of share in subsidiaries resulting in change in scope of consolidation | - | - | - | - | - | 1,261 | - | - | - |
| Proceeds from investments in affiliates | - | - | - | - | - | 977 | - | 337 | +337 |
| Others | $(2,189)$ | (386) | $(1,172)$ | $(1,071)$ | $(4,818)$ | 539 | 2,634 | 957 | +2,129 |
| Cash flows from financing activities | $(7,887)$ | $(3,558)$ | $(5,152)$ | $(8,634)$ | $(25,233)$ | $(5,852)$ | $(3,967)$ | 12 | +5,164 |
| Increase (decrease) in loans and debts | $(6,132)$ | $(3,629)$ | $(4,082)$ | $(8,632)$ | $(22,478)$ | $(3,981)$ | $(4,068)$ | 2,154 | +6,236 |
| Purchase of treasury stock | (254) | (1) | (2) | (3) | (262) | (2) | (3) | (5) | (3) |
| Proceeds from disposal of treasury stock | 63 | 140 | 119 | 68 | 392 | 54 | 159 | 158 | 39 |
| Cash dividends paid | $(1,493)$ | - | $(1,119)$ | - | $(2,613)$ | $(1,867)$ | - | $(2,242)$ | $(1,123)$ |
| Others | (69) | (66) | (66) | (67) | (269) | (55) | (54) | (51) | +15 |
| Effect of exchange rate changes on cash and cash equivalents | 829 | 130 | 1,244 | (80) | 2,123 | (282) | 988 | 1,484 | +240 |
| Net increase (decrease) in cash and cash equivalents | $(8,885)$ | 7,408 | (896) | 3,480 | 1,106 | $(2,004)$ | 2,156 | 7,847 | +8,743 |
| Cash and cash equivalents at beginning of period | 28,223 | 19,337 | 26,745 | 25,551 | 28,223 | 29,031 | 27,027 | 29,183 | +2,438 |
| Increase (decrease) in cash and cash equivalents resulting from change of scope of consolidation | - | - | (298) | - | (298) | - | - | - | +298 |
| Cash and cash equivalents at end of period | 19,337 | 26,745 | 25,551 | 29,031 | 29,031 | 27,027 | 29,183 | 37,030 | +11,479 |

Consolidated Sales and Income and Performance by New Business Segment
Quarterly

| (Millions of yen) | FY ended Mar. 13 |  |  |  | FY ended Mar. '14 |  |  |  | FY ending Mar. 15 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10 | 20 | 30 | 40 | 10 | 20 | 30 | 40 | 10 | 20 | 30 |
| Machined components | 29,966 | 26,977 | 26,137 | 30,490 | 34,092 | 34,597 | 34,795 | 36,547 | 36,602 | 37,085 | 39,776 |
| Electronic devices and components | 38,434 | 43,275 | 45,326 | 40,874 | 50,982 | 60,646 | 62,073 | 56,812 | 62,687 | 79,672 | 104,924 |
| Other | 220 | 227 | 240 | 236 | 242 | 238 | 267 | 248 | 241 | 267 | 702 |
| Adjustment |  | - |  |  |  |  |  |  |  |  |  |
| Total sales | 68,621 | 70,480 | 71,705 | 71,601 | 85,317 | 95,482 | 97,135 | 93,608 | 99,531 | 117,025 | 145,403 |
| Machined components | 7,463 | 7,008 | 5,745 | 5,242 | 6,889 | 8,537 | 8,622 | 9,500 | 9,554 | 9,776 | 10,079 |
| Operating margin | 24.9\% | 26.0\% | 22.0\% | 17.2\% | 20.2\% | 24.7\% | 24.8\% | 26.0\% | 26.1\% | 26.4\% | 25.3\% |
| Electronic devices and components | (447) | 130 | 210 | $(2,346)$ | (327) | 3,420 | 4,235 | 2,252 | 2,984 | 6,901 | 11,416 |
| Operating margin | (1.2\%) | 0.3\% | 0.5\% | (5.7\%) | (0.6\%) | 5.6\% | 6.8\% | 4.0\% | 4.8\% | 8.7\% | 10.9\% |
| Other | 38 | 39 | 172 | (83) | 15 | 386 | 447 | 16 | 289 | 354 | 262 |
| Operating margin | 17.3\% | 17.2\% | 71.7\% | (35.2\%) | 6.2\% | 162.2\% | 167.4\% | 6.5\% | 119.9\% | 132.6\% | 37.3\% |
| Adjustment | $(3,361)$ | $(3,170)$ | $(3,185)$ | $(3,286)$ | $(3,040)$ | $(2,879)$ | $(2,993)$ | $(2,886)$ | $(2,303)$ | $(2,794)$ | $(2,677)$ |
| Operating income (loss) | 3,693 | 4,007 | 2,943 | (474) | 3,538 | 9,465 | 10,312 | 8,883 | 10,524 | 14,237 | 19,080 |
| Operating margin | 5.4\% | 5.7\% | 4.1\% | (0.7\%) | 4.1\% | 9.9\% | 10.6\% | 9.5\% | 10.6\% | 12.2\% | 13.1\% |
| Ordinary income (loss) | 3,368 | 3,573 | 2,319 | $(1,587)$ | 3,068 | 8,682 | 8,370 | 7,943 | 10,473 | 14,162 | 18,599 |
| Net income (loss) | 1,718 | 2,002 | 1,076 | $(2,992)$ | 2,852 | 5,920 | 7,107 | 4,998 | 6,831 | 10,985 | 13,163 |

## Semiannual

| (Millions of yen) | FY ended Mar. 13 |  |  | FY ended Mar. '14 |  |  | FY ending Mar. '15 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1H | 2 H | Year | 1H | 2 H | Year | 1H | $2 \mathrm{H}(\mathrm{E})^{*}$ | Year(E)* |
| Machined components | 56,944 | 56,628 | 113,573 | 68,690 | 71,342 | 140,032 | 73,687 | 79,813 | 153,500 |
| Electronic devices and components | 81,709 | 86,201 | 167,911 | 111,628 | 118,886 | 230,514 | 142,360 | 192,140 | 334,500 |
| Other | 447 | 477 | 924 | 480 | 516 | 996 | 508 | 1,492 | 2,000 |
| Adjustment | - | - | - | - | - |  |  | - |  |
| Total sales | 139,101 | 143,308 | 282,409 | 180,799 | 190,744 | 371,543 | 216,557 | 273,443 | 490,000 |
| Machined components | 14,471 | 10,988 | 25,459 | 15,427 | 18,123 | 33,550 | 19,330 | 20,370 | 39,700 |
| Operating margin | 25.4\% | 19.4\% | 22.4\% | 22.5\% | 25.4\% | 24.0\% | 26.2\% | 25.5\% | 25.9\% |
| Electronic devices and components | (317) | $(2,135)$ | $(2,452)$ | 3,093 | 6,488 | 9,581 | 9,886 | 18,414 | 28,300 |
| Operating margin | (0.4\%) | (2.5\%) | (1.5\%) | 2.8\% | 5.5\% | 4.2\% | 6.9\% | 9.6\% | 8.5\% |
| Other | 78 | 89 | 167 | 402 | 464 | 866 | 643 | 457 | 1,100 |
| Operating margin | 17.4\% | 18.7\% | 18.1\% | 83.8\% | 89.9\% | 86.9\% | 126.6\% | 30.6\% | 55.0\% |
| Adjustment | $(6,532)$ | $(6,472)$ | $(13,004)$ | $(5,919)$ | $(5,880)$ | (11,799) | $(5,098)$ | $(5,502)$ | $(10,600)$ |
| Operating income (loss) | 7,700 | 2,469 | 10,169 | 13,003 | 19,196 | 32,199 | 24,761 | 33,739 | 58,500 |
| Operating margin | 5.5\% | 1.7\% | 3.6\% | 7.2\% | 10.1\% | 8.7\% | 11.4\% | 12.3\% | 11.9\% |
| Ordinary income (loss) | 6,942 | 731 | 7,673 | 11,751 | 16,314 | 28,065 | 24,635 | 32,365 | 57,000 |
| Net income (loss) | 3,720 | $(1,916)$ | 1,804 | 8,772 | 12,106 | 20,878 | 17,817 | 18,183 | 36,000 |

Forecasts for the second half and the full year were revised on February 3, 2015

New Business Segments
Following a structural reorganization, we have changed our business segment classification starting the fiscal year ended March 31, 2014


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

|  | FY ended Mar. '11 |  |  |  |  | FY ended Mar. '12 |  |  |  |  | FY ended Mar. '13 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Millions of yen) | 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

|  | $\begin{array}{\|c\|} \hline \text { FY ended } \\ \text { Mar. '11 } \\ \hline \end{array}$ | $\begin{array}{\|c\|} \hline \text { FY ended } \\ \text { Mar. '12 } \\ \hline \end{array}$ | FY ended Mar. 13 | FY ended Mar. '14 |  |  |  |  | FY ending Mar. '15 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Millions of yen) | Full Year | Full Year | Full Year | 1Q | 2Q | 3Q | 4Q | Full Year | 1Q | 2Q | 3Q |
| China | 71,542 | 61,307 | 81,999 | 26,919 | 30,619 | 32,341 | 29,948 | 119,828 | 31,500 | 39,966 | 48,238 |
| Japan | 63,308 | 58,994 | 56,853 | 15,785 | 19,348 | 18,719 | 15,944 | 69,797 | 16,755 | 23,239 | 34,021 |
| Thailand | 36,470 | 33,546 | 36,413 | 10,327 | 12,206 | 12,883 | 12,630 | 48,047 | 14,528 | 15,918 | 22,417 |
| America | 26,225 | 24,848 | 28,542 | 9,226 | 9,353 | 8,825 | 9,608 | 37,013 | 10,070 | 9,807 | 10,683 |
| Europe | 26,296 | 26,499 | 28,688 | 8,955 | 9,674 | 9,822 | 11,805 | 40,258 | 11,518 | 11,279 | 11,442 |
| Other | 45,297 | 46,161 | 49,912 | 14,102 | 14,279 | 14,542 | 13,671 | 56,597 | 15,159 | 16,814 | 18,600 |
| Total | 269,139 | 251,358 | 282,409 | 85,317 | 95,482 | 97,135 | 93,608 | 371,543 | 99,531 | 117,025 | 145,403 |

Production by Region

| (Millions of yen) | $\begin{gathered} \text { FY ended } \\ \text { Mar. '11 } \end{gathered}$ | $\begin{aligned} & \text { FY ended } \\ & \text { Mar. '12 } \end{aligned}$ | $\begin{aligned} & \text { FY ended } \\ & \text { Mar. '13 } \end{aligned}$ | FY ended Mar. '14 |  |  |  |  | FY ending Mar. '15 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q | 2Q | 3Q | 4Q | Full Year | 1Q | 2Q | 3Q |
| Japan | 20,985 | 22,402 | 22,922 | 6,363 | 6,571 | 6,828 | 6,979 | 26,741 | 6,474 | 7,214 | 7,880 |
| Asia (excluding Japan) | 216,160 | 197,287 | 226,843 | 68,792 | 78,189 | 80,048 | 75,342 | 302,371 | 81,946 | 99,599 | 127,030 |
| Thailand | 137,298 | 130,499 | 143,023 | 45,722 | 54,227 | 56,009 | 53,164 | 209,122 | 55,899 | 69,873 | 92,842 |
| Singapore | 10,923 | 10,452 | 10,660 | 3,363 | 3,441 | 3,305 | 3,604 | 13,713 | 3,769 | 3,679 | 3,933 |
| China | 63,769 | 53,234 | 69,737 | 18,870 | 19,543 | 19,714 | 17,595 | 75,722 | 21,180 | 24,883 | 29,114 |
| Malaysia | 4,170 | 3,102 | 3,423 | 837 | 978 | 1,020 | 979 | 3,814 | 1,098 | 1,164 | 1,141 |
| North America | 23,514 | 22,763 | 23,769 | 7,430 | 7,228 | 6,647 | 7,216 | 28,521 | 7,361 | 6,270 | 6,464 |
| Europe | 8,480 | 8,906 | 8,875 | 2,732 | 3,494 | 3,612 | 4,072 | 13,910 | 3,750 | 3,942 | 4,029 |
| Total | 269,139 | 251,358 | 282,409 | 85,317 | 95,482 | 97,135 | 93,608 | 371,543 | 99,531 | 117,025 | 145,403 |

Exchange Rates


Capital Expenditure, Depreciation and Amortization, R\&D Costs

| (Millions of yen) | FY ended <br> Mar. '11 | FY ended <br> Mar. '12 | FY endedMar. '13 | FY ended Mar. '14 |  |  |  |  | FY ending Mar. '15 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q | 2Q | 3Q | 4Q | Full Year | 1Q | 2Q | 3Q |  |
| Capital expenditure | 27,335 | 27,306 | 43,687 | 5,852 | 4,192 | 4,428 | 6,207 | 20,679 | 6,636 | 9,096 | 8,760 | 35,000 |
| Depreciation and amortization | 20,805 | 19,588 | 20,800 | 5,896 | 5,833 | 6,020 | 5,989 | 23,740 | 5,940 | 6,195 | 8,492 | 30,000 |
| Research and development costs | 7,895 | 7,490 | 7,743 | 2,025 | 2,057 | 2,284 | 2,195 | 8,561 | 2,152 | 2,216 | 2,244 | 8,500 |

* Forecasts for the fiscal year ending March, 2015 were revised on February 3, 2015.

Long Term Data

| (Millions of yen) | FY endedMar. '11 | FY endedMar. '12 | FY ended Mar. '13 | FY ended Mar. '14 |  |  |  |  | FY ending Mar. '15 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q | 2Q | 3Q | 4Q | Full Year | 1Q | 2Q | 3Q |
| Cash flows from operating activities | 24,439 | 20,233 | 22,990 | 5,314 | 17,653 | 8,981 | 17,224 | 49,173 | 8,222 | 10,905 | 13,366 |
| Cash flows from investing activities | $(28,631)$ | $(29,018)$ | $(37,813)$ | $(7,141)$ | $(6,817)$ | $(5,969)$ | $(5,028)$ | $(24,957)$ | $(4,092)$ | $(5,769)$ | $(7,016)$ |
| Cash flows from financing activities | 7,984 | 4,761 | 17,409 | $(7,887)$ | $(3,558)$ | $(5,152)$ | $(8,634)$ | $(25,233)$ | $(5,852)$ | $(3,967)$ | 12 |
| Total Liabilities and net assets | 291,092 | 306,772 | 362,805 | 369,351 | 377,719 | 390,577 | 381,278 | 381,278 | 389,402 | 435,529 | 487,212 |
| Total net assets | 109,967 | 109,777 | 137,858 | 141,859 | 147,161 | 164,615 | 163,463 | 163,463 | 166,235 | 194,350 | 225,990 |
| Interest-bearing debts | 133,212 | 142,543 | 170,411 | 164,731 | 161,205 | 157,351 | 148,498 | 148,498 | 144,304 | 141,086 | 144,511 |
| Net interest-bearing debts | 103,622 | 114,213 | 136,229 | 137,387 | 126,482 | 122,157 | 109,883 | 109,883 | 108,316 | 105,270 | 100,914 |
| D/E ratio | 1.2 | 1.3 | 1.2 | 1.2 | 1.1 | 1.0 | 0.9 | 0.9 | 0.9 | 0.7 | 0.6 |
| Net D/E ratio | 0.9 | 1.0 | 1.0 | 1.0 | 0.9 | 0.7 | 0.7 | 0.7 | 0.7 | 0.5 | 0.4 |
| Interest expense | 1,832 | 2,320 | 2,651 | 612 | 545 | 511 | 469 | 2,138 | 392 | 365 | 376 |
| ROE | 11.6\% | 5.5\% | 1.5\% | - | - | - | - | 14.4\% | - | - | - |
| ROA (based on net income) | 4.4\% | 2.0\% | 0.5\% | - | - | - | - | 5.6\% | - | - | - |

## Per Share Data

| (Yen, Shares) | FY ended <br> Mar. '11 | FY endedMar. '12 | FY ended <br> Mar. '13 | FY ended Mar. '14 |  |  |  |  | FY ending Mar. '15 |  |  | $\begin{array}{c}\text { Forecasts } \\ \text { for } F Y \\ \text { ending Mar. }\end{array}$ '15* |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q | 2Q | 3Q | 4Q | Full Year | 1Q | 2Q | 3Q |  |
| Net income per share (EPS) | 32.6 | 15.6 | 4.8 | 7.7 | 15.9 | 19.0 | 13.4 | 55.9 | 18.3 | 29.4 | 35.2 | 96.3 |
| Fully diluted net income per share | - | 15.5 | 4.7 | 7.3 | 15.1 | 18.1 | 12.7 | 53.1 | 17.4 | 27.9 | 33.4 |  |
| Interim dividends | 3.0 | 3.0 | 3.0 | - | 3.0 | - | - | 3.0 | - | 6.0 | - | 6.0 |
| Year-end dividends | 4.0 | 4.0 | 4.0 | - | - | - | 5.0 | 5.0 | - | - | - | 6.0 |
| BPS | 282.0 | 288.7 | 351.7 | 362.1 | 376.3 | 427.0 | 422.6 | 422.6 | 430.4 | 503.9 | 585.9 |  |
| Total weighted average number of shares outstanding | 382,318,700 | 379,013,837 | 373,699,462 | 372,817,372 | 373,213,795 | 373,364,106 | 373,509,882 | 373,225,855 | 373,568,542 | 373,700,972 | 373,767,451 |  |
| Number of shares outstanding at end of term | 382,644,492 | 378,858,714 | 373,456,068 | 372,876,662 | 373,263,914 | 373,448,210 | 373,530,149 | 373,530,149 | 373,586,818 | 373,719,865 | 373,816,742 | - |

* Number of outstanding shares : Total number of shares issued-Treasury stock
* Forecasts for the fiscal year ending March, 2015 were revised on February 3, 2015.

Number of Group Employees



[^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.

