# Financial Results The Fiscal Year ended on March 2011

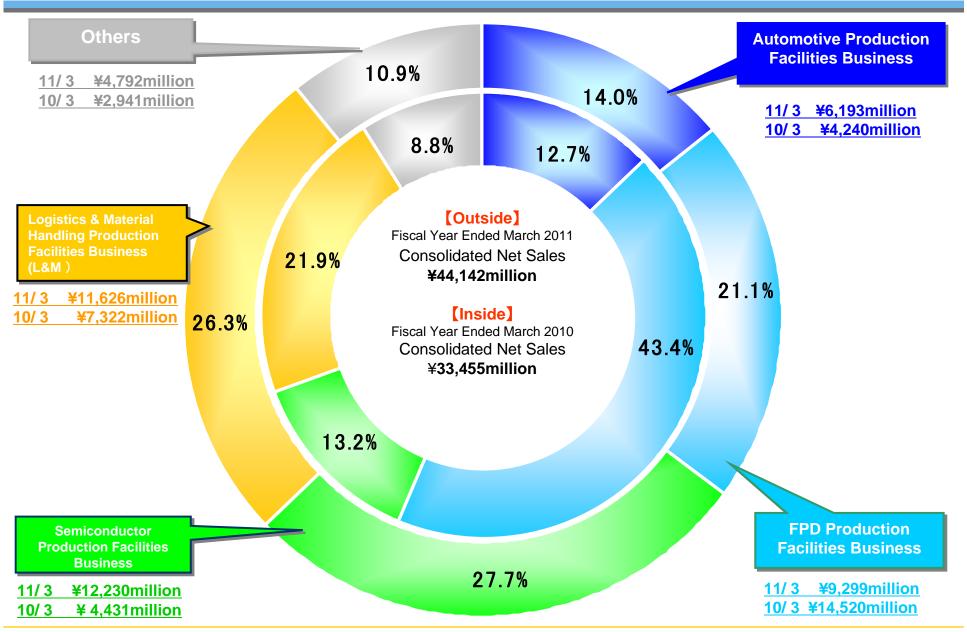
Hirata Corporation May 24,2011



## **I** Financial Results

The Fiscal Year ended on March 2011 (March 31, 2011)

#### I Financial Results Consolidated Net Sales by Business Unit



#### I Financial Results Summary of Financial Results

#### Overview

- Semiconductor and tire related business has enjoyed good sales combined with large order of automotive related business. Consolidated net sales have increased over 30% from last year.
- Consolidated operating income, ordinary income and net profit achieved significant growth from sales increased. Continued cost down also contributed to profit compared with previous term.

#### **Consolidated Financial Results**

(¥ in million)

	FY 2010 Results	FY 2011				
		Plan at the beginning	Amended Plan (Feb. 10, 2011)	Results	Achievement vs plan at the beginning	Rate of Change
Sales	33,455	34,000	43,000	44,142	+29.8%	+31.9%
Operating Income	364	300	1,000	1,781	+494.0%	+389.1%
Ordinary Income	180	100	800	1,554	+1,454.8%	+759.1%
Net Profit	43	125	600	941	+653.5%	+2,041.7%

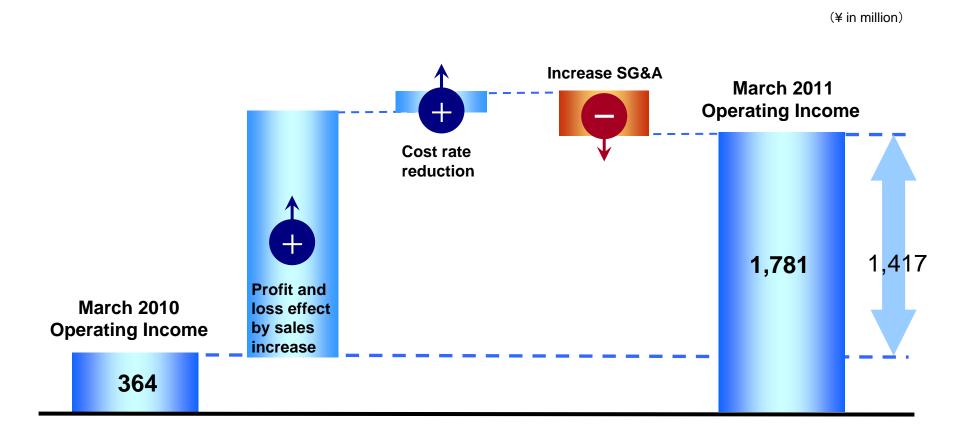
#### Non-consolidated Financial Results

(¥ in million)

	FY 2010 Results	FY 2011					
		Plan at the beginning	Amended Plan (Feb. 10, 2011)	Results	Achievement vs plan at the beginning	Rate of Change	
Sales	27,074	27,000	33,800	35,014	+29.7%	+29.3%	
Operating Income	475	200	1,200	1,683	+741.5%	+253.7%	
Ordinary Income	321	50	1,000	1,544	+2,989.2%	+380.7%	
Net Profit	322	100	900	1,107	+1,007.6%	+243.0%	



## I Financial Results Factor Analysis on Changing Operating Income





#### I Financial Results Consolidated Sales by Business Unit

## Sales increased by the recovery of semiconductor industry, and large orders of tire and automotive related equipment.

Automotive BU : Stable. Increased revenue due to sales of large orders delivered to North America. (+46.1%)

• FPD BU :Sales of Solar cell and orders from China completed however, revenue decreased from

last year. ( $\triangle$ 36.0%)

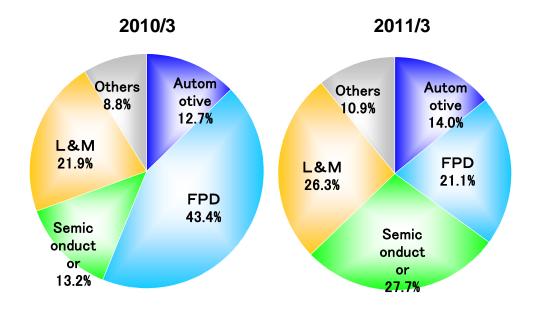
• Semiconductor BU : Revenue growth due to the market recovery and sales of production agreement project. (+176.0%)

• L&M BU : Marked significant growth due to steady increase of sales in Tire industry. (+58.8%)

#### Net Sales by Business Unit

¥ in million

Business Unit	2010/3	2011/3	Change	
Automotive	4,240	6,193	+46.1%	
FPD	14,520	9,299	△36.0%	
Semiconductor	4,431	12,230	+176.0%	
L&M	7,322	11,626	+58.8%	
Others	2,941	4,792	+62.9%	
TOTAL	33,455	44,142	+31.9%	



#### I Financial Results Consolidated Orders Received by Business Unit

## Semiconductor and automotive related business still strong, order amount increased significantly.

Automotive BU : Drastically increased. Several large orders received from North America. (+114.7%)

• FPD BU : Increased largely due to orders of domestic project and large orders from China. (+65.3%)

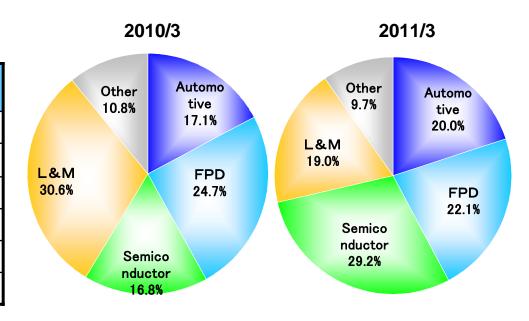
• Semiconductor BU: Market recovery and orders received of production agreement project lead to the growth. (+221.3%)

• L&M BU : Tire and home appliance related business still strong. Orders received amount increased. (+14.6%)

#### Orders Received by Business Unit

¥ in million

Business Unit	2010/3	2011/3	Change	
Automotive	4,743	10,185	+114.7%	
FPD	6,832	11,295	+65.3%	
Semiconductor	4,634	14,892	+221.3%	
L&M	8,449	9,682	+14.6%	
Others	2,991	4,923	+64.6%	
TOTAL	27,651	50,979	+84.4%	

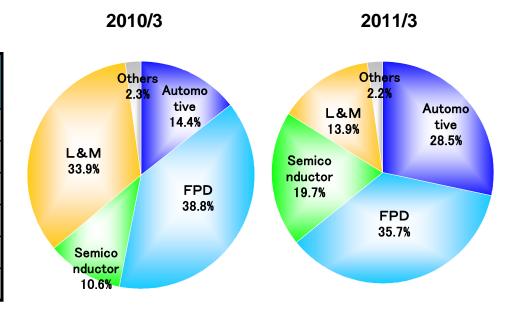


■ Steady increase in semiconductor and automotive related orders.

#### Order Backlog by Business Unit

¥ in million

Business Unit	2010/3	2011/3	Change	
Automotive	Automotive 2,084		+191.5%	
FPD	5,634	7,630	+35.4%	
Semiconductor	1,542	4,204	+172.6%	
L&M	4,920	2,976	△39.5%	
Others	335	466	+38.9%	
TOTAL	14,517	21,354	+47.1%	





#### II Impact of the Great East Japan Earthquake

Hirata Corporation extends our sincere condolences to people and their relatives suffering from the Great East Japan Earthquake. Listed below are damages we have received caused by the earthquake.

#### Damages at Hirata

- •Human damage (Hirata Employees): No damages to its employees and their families.
- Property damage: Only small damage reported. A part of ceiling of staff canteen were fallen at Kanto plant. There were no serious damages which impacts our production.

#### Impact on orders received

We have not received any cancellations due to the earthquake at this moment.

#### Impact on parts procurement

There were some difficulties to purchase parts from manufacturers located at Northeast Japan but it was possible to find alternative parts from other areas.

Hirata usually does not order parts at large amount, so relatively it is flexible.

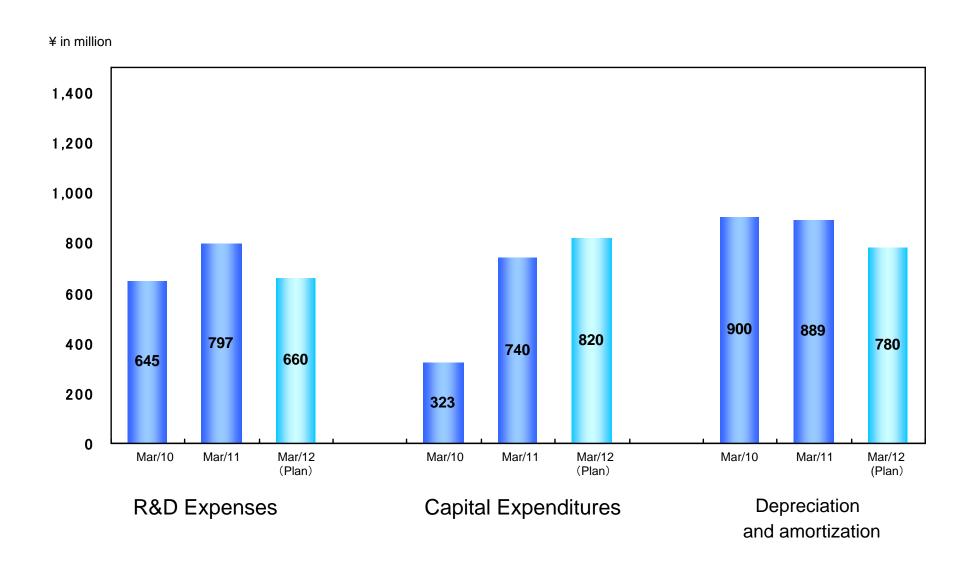
### **Ⅲ** Forecast for FY 2011

The Fiscal Year ended on March 2011 (March 31, 2011)

(¥ in million)

	March 2011 Results	March 2012 (Forecast)			
		First Half	Second Half	Full Year	Change
Sales	44,142	27,500	22,500	50,000	+11.7%
Automotive	6,193	6,300	4,300	10,600	+71.1%
FPD	9,299	6,000	6,100	12,100	+30.1%
Semiconductor	12,230	9,700	5,000	14,700	+20.2%
L&M	11,626	3,700	4,500	8,200	△29.5%
Others	4,792	1,800	2,600	4,400	Δ8.2%
Operating Income (Ratio)	1,781(4.0)	1,200(4.4)	400(1.8)	1,600(3.2)	△11.4%
Ordinary Income (Ratio)	1,554(3.5)	1,100(4.0)	300(1.3)	1,400(2.8)	Δ11.1%
Net Income (Ratio)	941(2.1)	600(2.2)	200(0.9)	800(1.60)	Δ17.7%



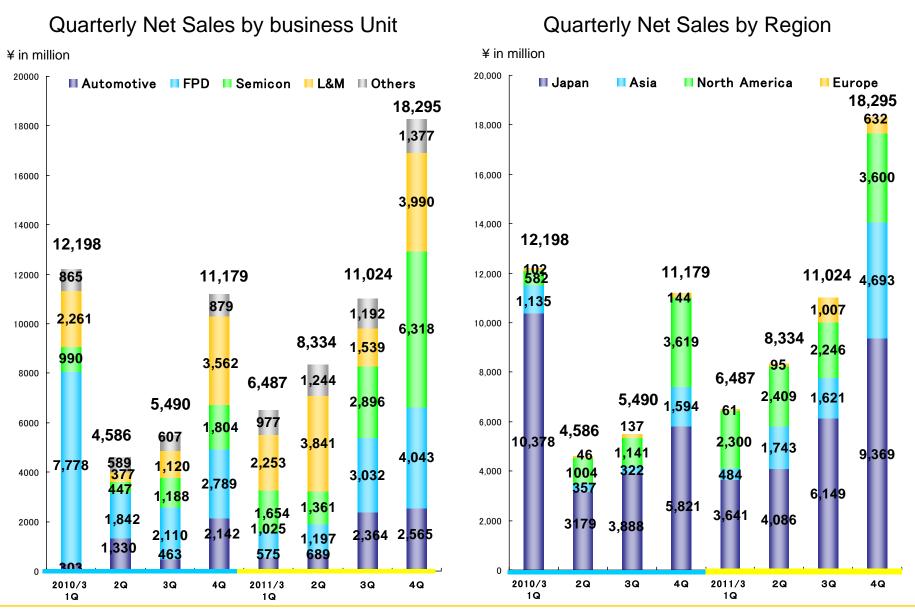




## **IV** Reference Data

The Fiscal Year ended on March 2011 (March 31, 2011)

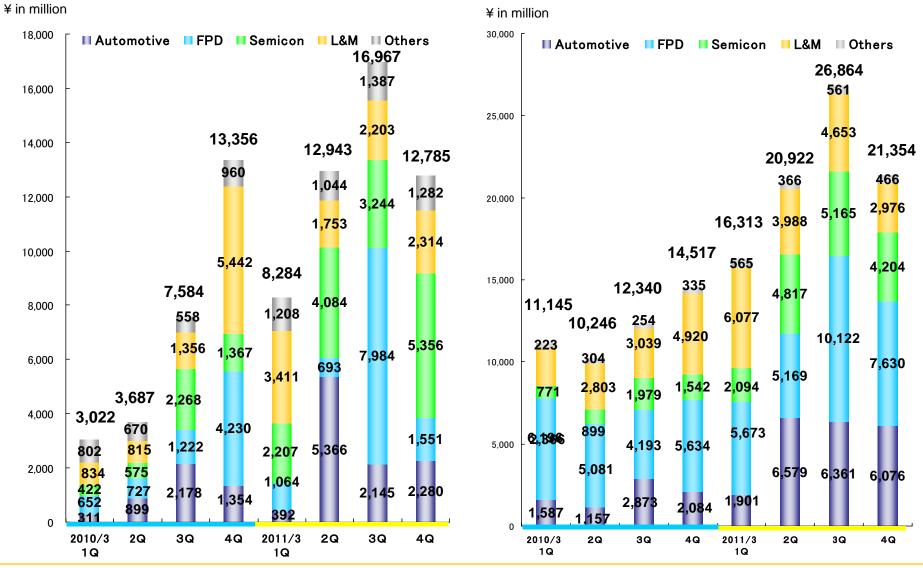
#### **IV** Reference Data Net Sales by Business Unit and Region (Quarterly Data)





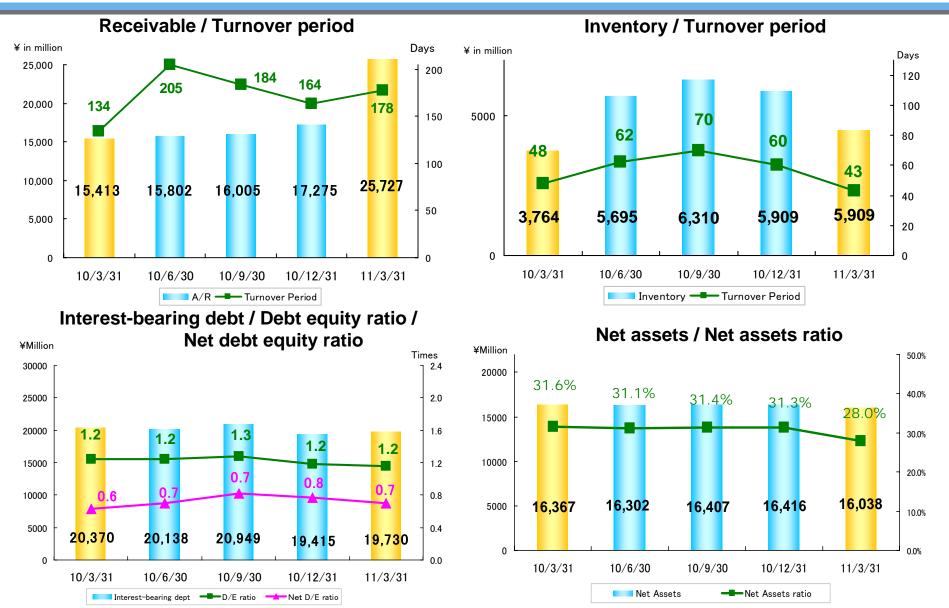
Divisional Orders received Transition by Quarter







#### N Reference Data Financial Index



<sup>\*</sup> Accounts receivable turnover period and Inventory turnover period listed its average number of each quarters.



#### Cautionary statement with this document

Business forecasts and future outlook in this document are decided by our own based on information available when we created it, they may have some potential risks and uncertainty including economic trends, competitions with other companies, exchange rates. Please understand that the actual performance could be different drastically from mentioned or defined future forecasts by various factors such as changes in business environment.