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# Year-End Financial Results for Fiscal Year Ended March 31, 2013

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Hirata Corporation    May 23, 2013



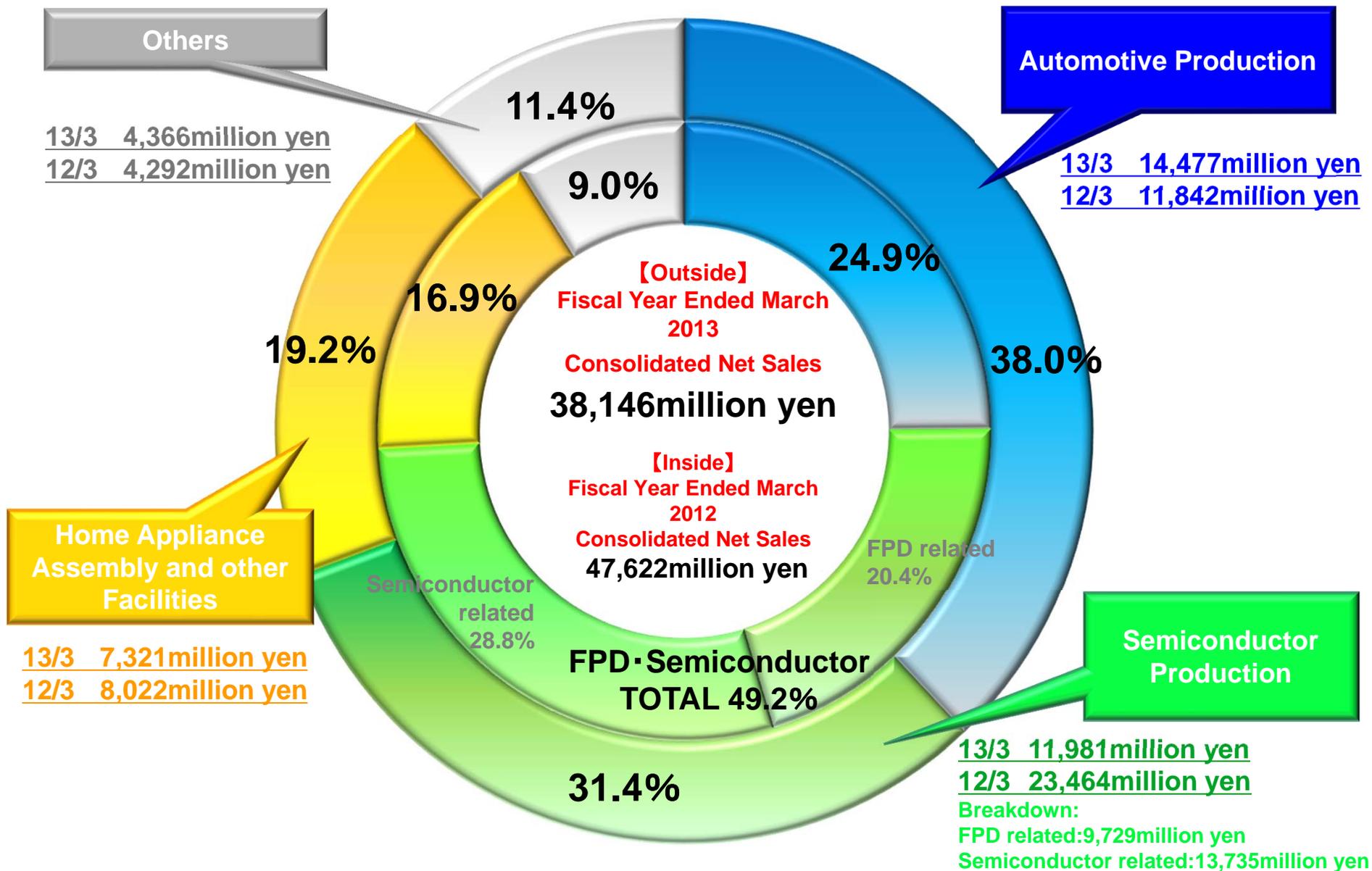
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# I Financial Results

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The Fiscal Year ended on March 2013 (April 1, 2012 through March 31, 2013)

# I Financial Results Net Sales by Business Unit



# I Financial Results Summary of Financial Results

## Overview

- Sales and profit decrease in comparison with the forecast at the beginning of the year because the amount of planned sales and orders were delayed. As the result, the sales decrease in three years and the profits decline for the second consecutive year.
- We post a loss till the third-quarter. In the fourth-quarter, on the other hand, our sales volume increase and have profit.
- We declare losses on a non-consolidated base and turn a profit on a consolidated base with well performance of some of our overseas subsidiaries.

### Consolidated Financial Results

(Unit : millions of Yen)

|                    | FY2012 Results<br>(2011/4–2012/3) | Forecast of<br>consolidated results<br>for FY2013 at the<br>beginning of the year | FY2013(2012/4–2013/3) |   |                |
|--------------------|-----------------------------------|---|-----------------------|---|----------------|
|                    |                                   |   | Results               | Achievement Rate<br>(% of change from the forecast<br>at the beginning of the year) | Rate of Change |
| Sales              | 47,622                            | 49,000  | 38,146                | 77.8%   | △19.9%         |
| Operating Income   | 1,337                             | 1,500   | 450                   | 30.1%   | △66.3%         |
| Ordinary Income    | 1,464                             | 1,300   | 394                   | 30.4%   | △73.1%         |
| Current Net Income | 489                               | 800   | 284                   | 35.6%   | △41.8%         |

### Non-Consolidated Financial Results

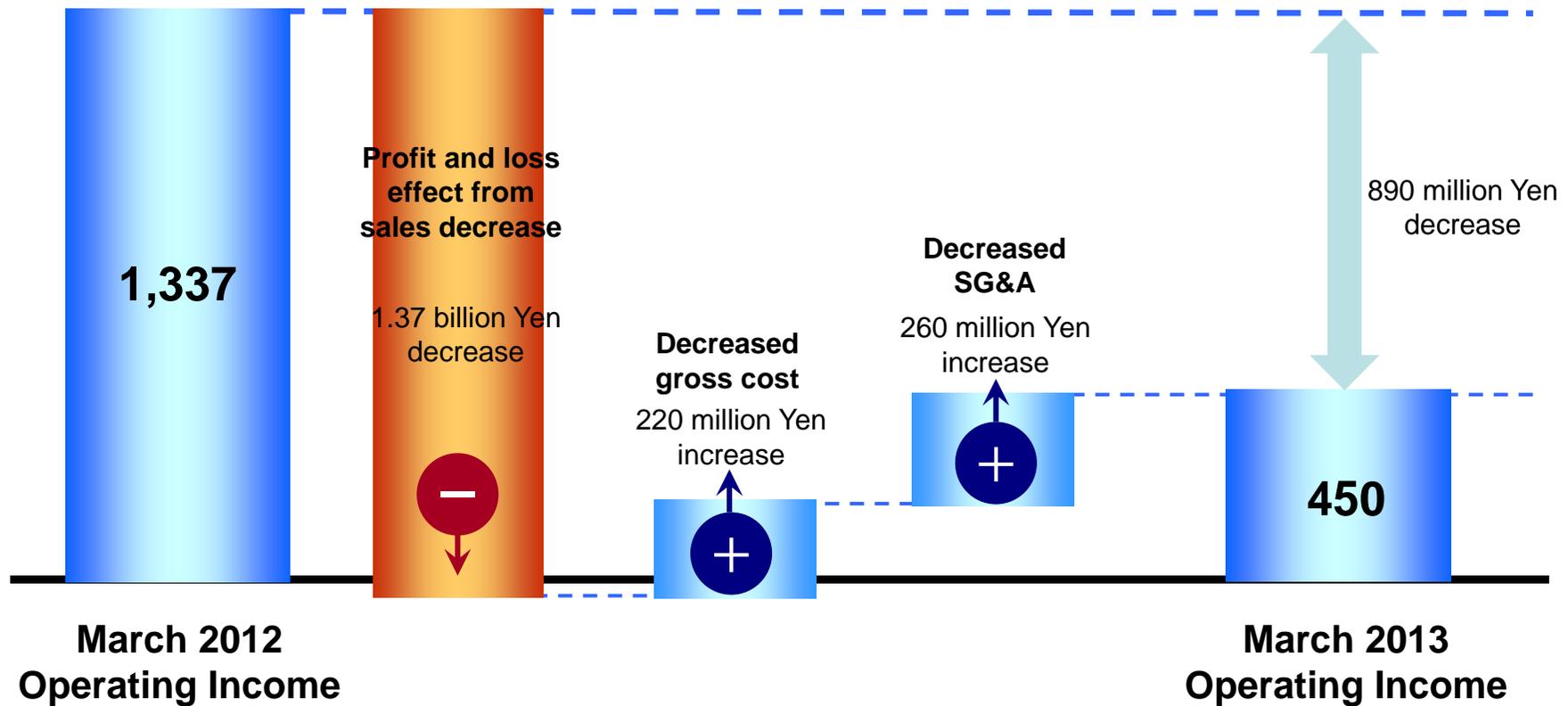
(Unit : millions of Yen)

|                    | FY2012 Results<br>(2011/4–2012/3) | Forecast of<br>consolidated results<br>for FY2013 at the<br>beginning of the year | FY2013(2012/4–2013/3) |   |                |
|--------------------|-----------------------------------|---|-----------------------|---|----------------|
|                    |                                   |   | Results               | Achievement Rate<br>(% of change from the forecast<br>at the beginning of the year) | Rate of Change |
| Sales              | 38,575                            | 39,000  | 28,162                | 72.2%   | △27.0%         |
| Ordinary Income    | 1,160                             | 1,000   | △259                  | —   | —              |
| Current Net Income | 266                               | 650   | △92                   | —   | —              |

# I Financial Results

## Factor Analysis on Changing Operating Income

(Unit : millions of Yen)



# I Financial Results Consolidated Sales by Business Unit

■ Some projects delayed but big automotive related projects contribute to the sales.

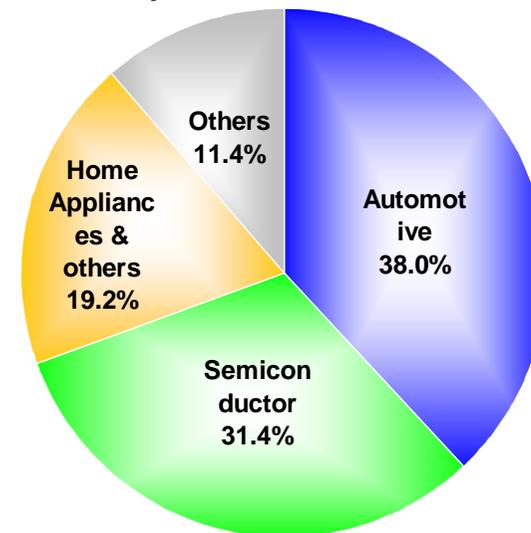
- Automotive : Some projects delayed but sales increased mainly with big projects for customers in North America toward the end of period.
- Semiconductor : A certain level is kept with the sales of consignment manufacturing projects.
- Home Appliances & others : Sluggish sales with relatively small projects in both Home Appliances and Tire-related unit.

## Net Sales by Business Unit

(Unit : millions of Yen)

| Business Unit            | FY2013<br>(2012/4-2013/3) |
|--------------------------|---------------------------|
| Automotive               | 14,477                    |
| Semiconductor            | 11,981                    |
| Home Appliances & others | 7,321                     |
| Others                   | 4,366                     |
| <b>TOTAL</b>             | <b>38,146</b>             |

Apr. 2012 – Mar. 2013



Note: Regarding business segment, the Flat Panel Display results are in Semiconductor production segment from FY2013 onwards. There is no data for comparison with the previous year.

# I Financial Results Consolidated Orders Received by Business Unit

■ Although the severe market situation was lasting, automotive unit performing well mainly in North America.

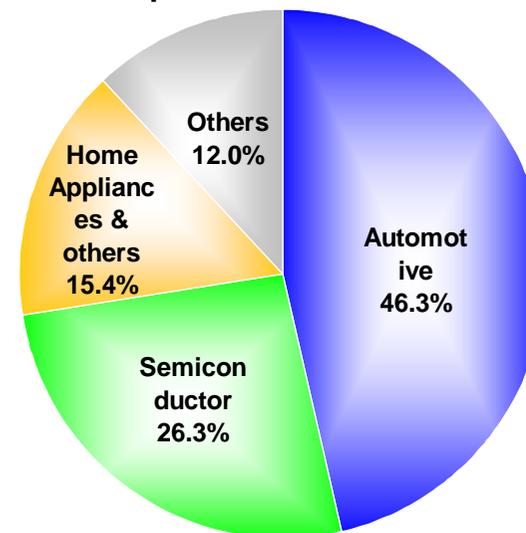
- Automotive : Orders from customers in North America remain strong because of the capital investments to their worldwide facilities.
- Semiconductor : Orders remain at low levels due to insufficiency of big projects.
- Home Appliances & others : Sluggish sales with relatively small projects in both Home Appliances and Tire-related unit.

## Orders Received by Business Unit

(Unit : millions of Yen)

| Business Unit            | FY2013<br>(2012/4-2013/3) |
|--------------------------|---------------------------|
| Automotive               | 17,914                    |
| Semiconductor            | 10,145                    |
| Home Appliances & others | 5,937                     |
| Others                   | 4,655                     |
| TOTAL                    | 38,652                    |

Apr. 2012 – Mar. 2013



Note: Regarding business segment, the Flat Panel Display results are in Semiconductor production segment from FY2013 onwards. There is no data for comparison with the previous year.

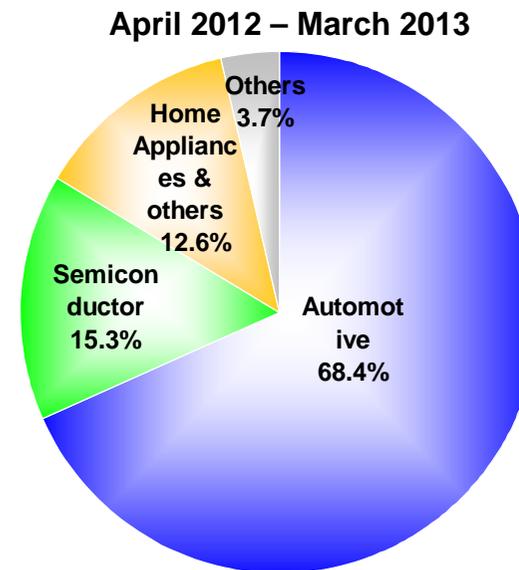
# I Financial Results Consolidated Orders Outstanding by Business Unit

- Orders remain at high level in automotive related business with several large-scale orders while that of other business fields remain flat.

## Orders Outstanding by Business Unit

(Unit: millions of Yen)

| Business Unit            | FY2013<br>(2012/4-2013/3) |
|--------------------------|---------------------------|
| Automotive               | 13,681                    |
| Semiconductor            | 3,062                     |
| Home Appliances & others | 2,518                     |
| Others                   | 738                       |
| TOTAL                    | 20,001                    |



Note: Regarding business segment, the Flat Panel Display results are in Semiconductor production segment from FY2013 onwards. There is no data for comparison with the previous year.

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## **II March 2014 Fiscal Year Forecast**

**The Fiscal Year ended on March 2014 (April 1, 2013 through March 31, 2014)**

## II March 2014 Fiscal Year Forecast Earnings Forecast

(Unit: millions of Yen)

|                                 | First Half<br>April-September<br>2013 | Second Half<br>October 2013 –<br>March 2014 | Full Year |
|---------------------------------|---------------------------------------|---|-----------|
| <b>Sales</b>                    | 22,000                                | 20,000                                      | 42,000    |
| Automotive                      | 9,000                                 | 8,500                                       | 17,500    |
| Semiconductor                   | 5,500                                 | 6,000                                       | 11,500    |
| Home Appliances &<br>others     | 5,000                                 | 3,000                                       | 8,000     |
| Others                          | 2,500                                 | 2,500                                       | 5,000     |
| <b>Operating Income (ratio)</b> | 500(2.3%)                             | 200(1.0%)                                   | 700(1.7%) |
| <b>Ordinary Income (ratio)</b>  | 400(1.8%)                             | 100(0.5%)                                   | 500(1.2%) |
| <b>Net Income (ratio)</b>       | 250(1.1%)                             | 50(0.3%)                                    | 300(0.7%) |

## II March 2014 Fiscal Year Forecast      Tasks that have to be dealt with

### Strengthening of the sales and order received structure

1. Automotive: Strengthening of partnership with customers.
2. Semiconductor: Sales activity in accordance with existing customers' trend, expansion into North American market and expanding the sales of strengthened glass cutting machine.
3. Home Appliances and others: Expansion of orders from Asian market.

### Enhancement of productive efficiency

1. Conducting agile domestic personnel assignment.
2. Optimization of production in collaboration with Hirata's domestic and global network.

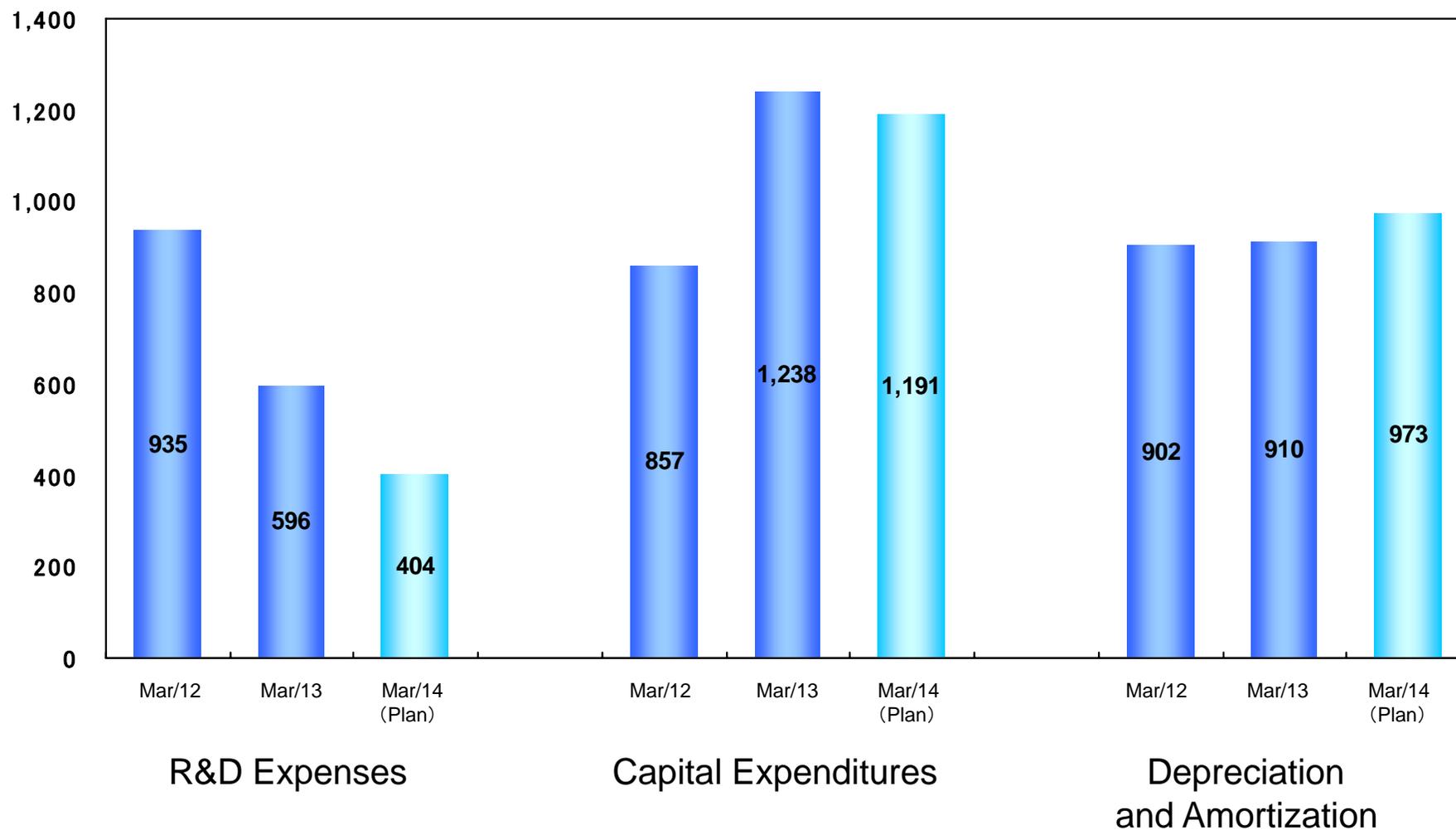
### Entry into new business domain

### Acceleration of product development

1. Strengthening of consignment manufacturing projects for vacuum manufacturing device.
2. Entry high speed and high accuracy handler, capable of prompt action on model changes, into markets.
3. Expansion of our existing technology into new fields.

## II March 2014 Fiscal Year Forecast R&D Expenses, Capital Expenditure, Depreciation and Amortization

(Unit: millions of Yen)



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## **III Reference Data**

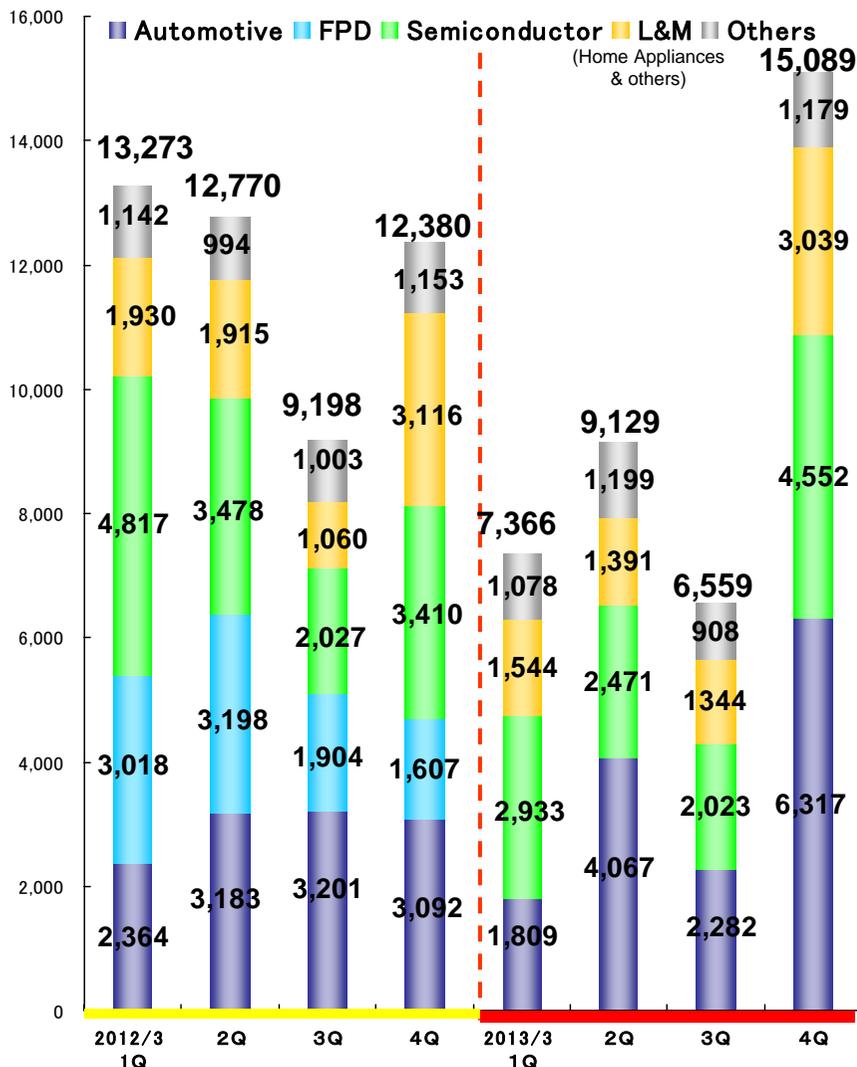
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**The Fiscal Year ended on March 2013 (April 1, 2012 through March 31, 2013)**

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

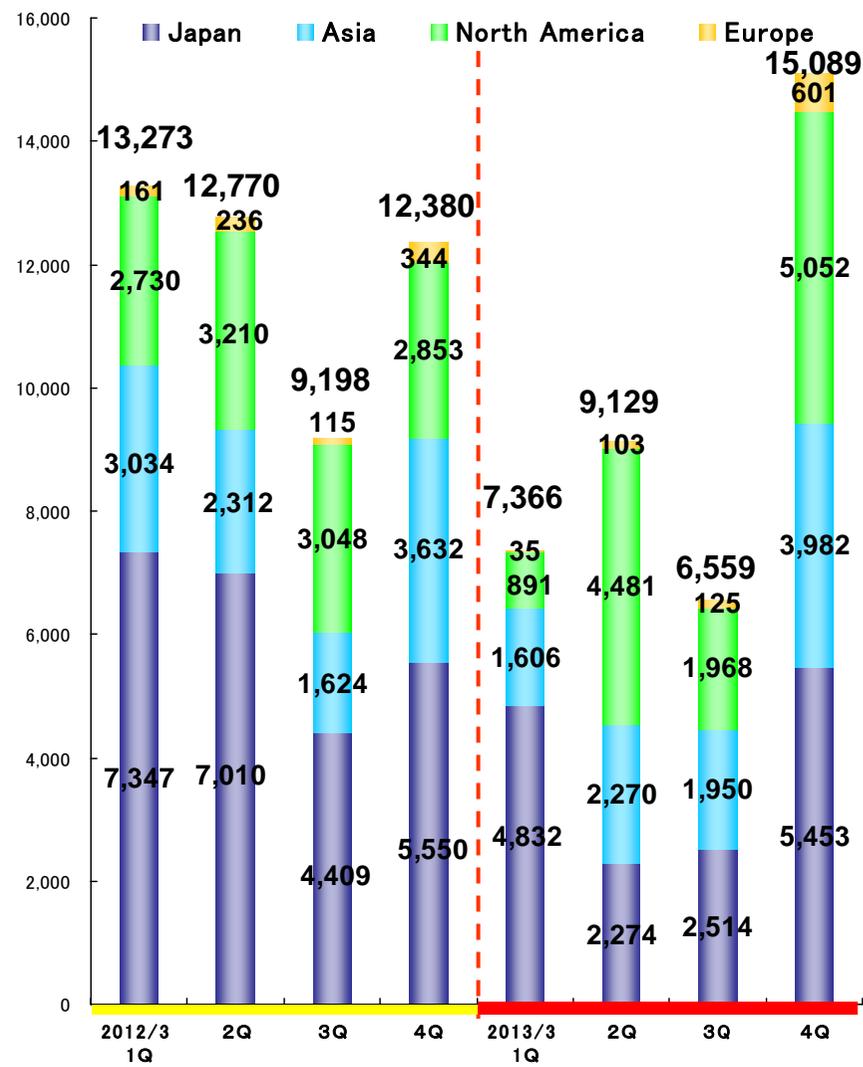
Quarterly Net Sales by Business Unit

(Unit: millions of Yen)



Quarterly Net Sales by Region

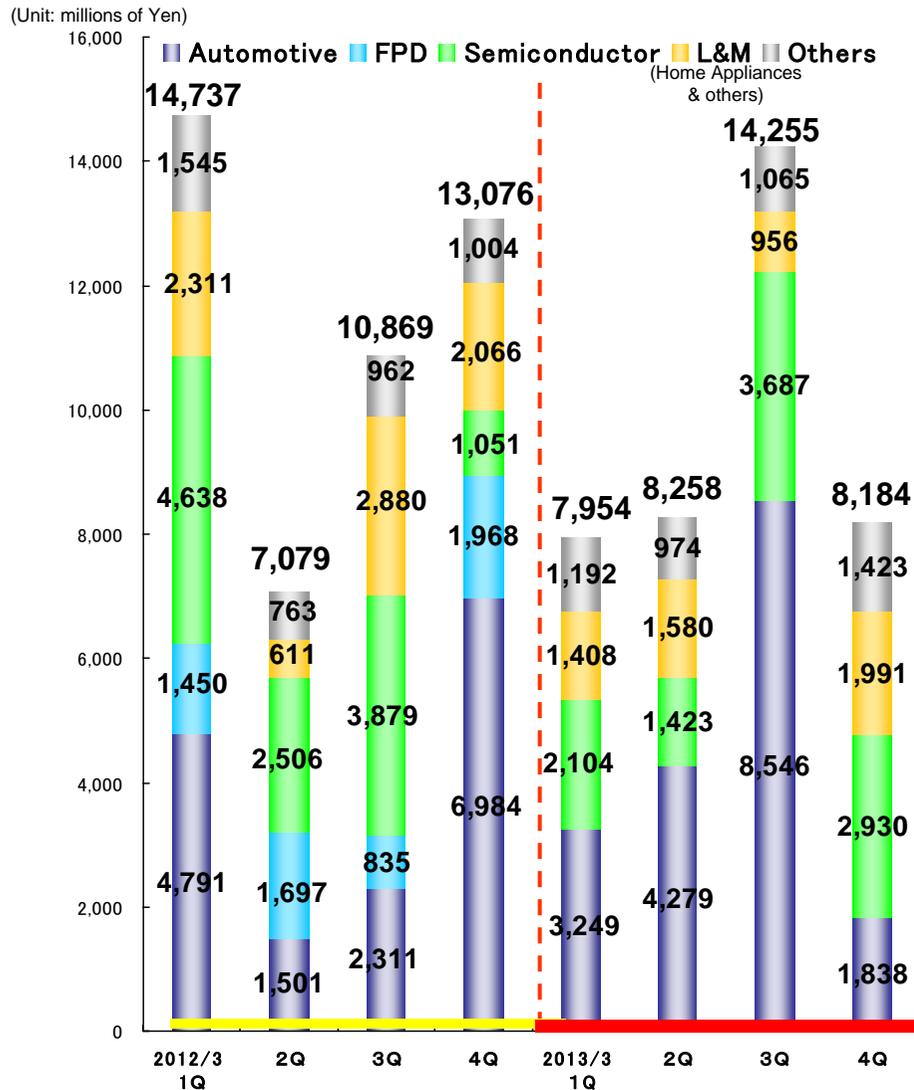
(Unit: millions of Yen)



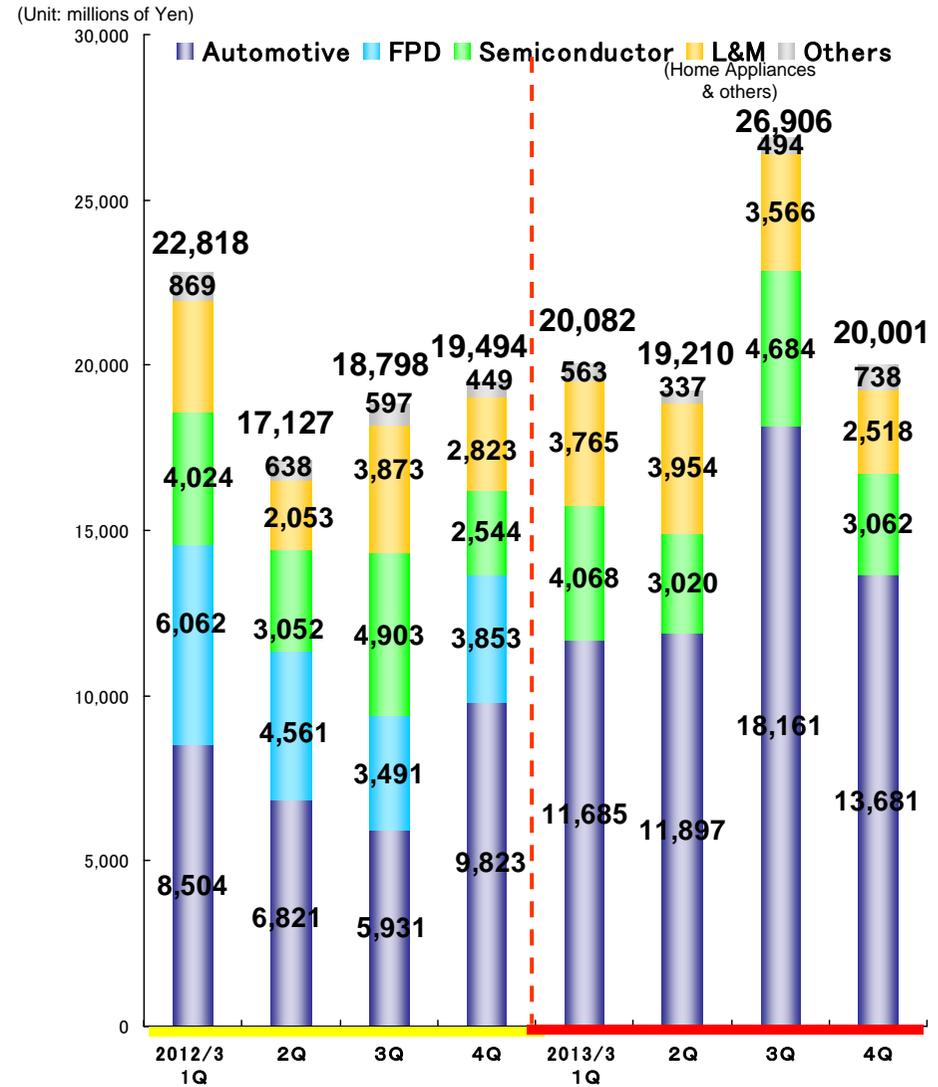
Note: Regarding revenue categories, the Flat Panel Display results are in Semiconductor production segment and the L&M sales change to Home Appliances & other production segment from FY2013 onwards.

### III Reference Data Orders received and Orders outstanding by Business Unit (Quarterly Data)

Divisional Orders Received Transition by Quarter



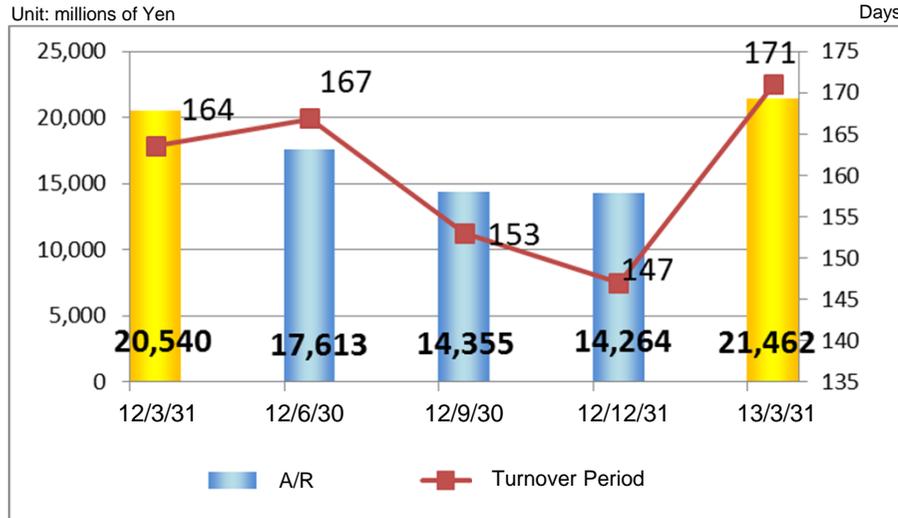
Divisional Orders Outstanding Transition by Quarter



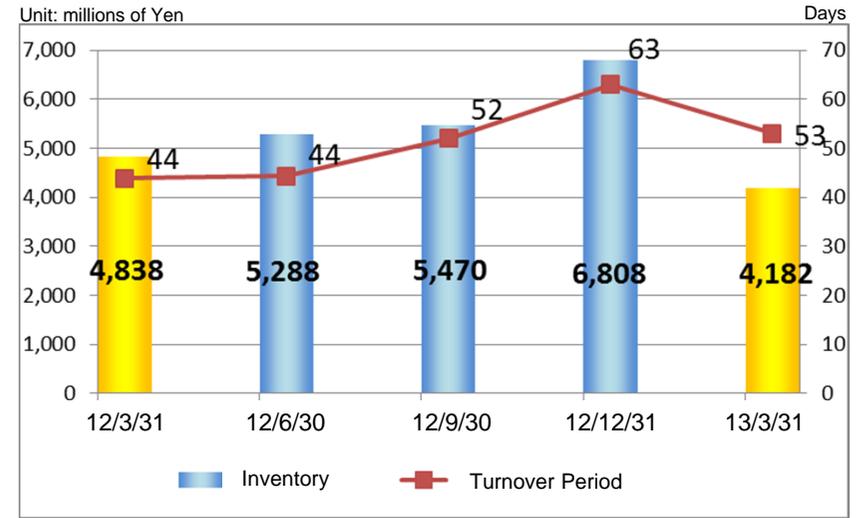
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### III Reference Data Financial Index

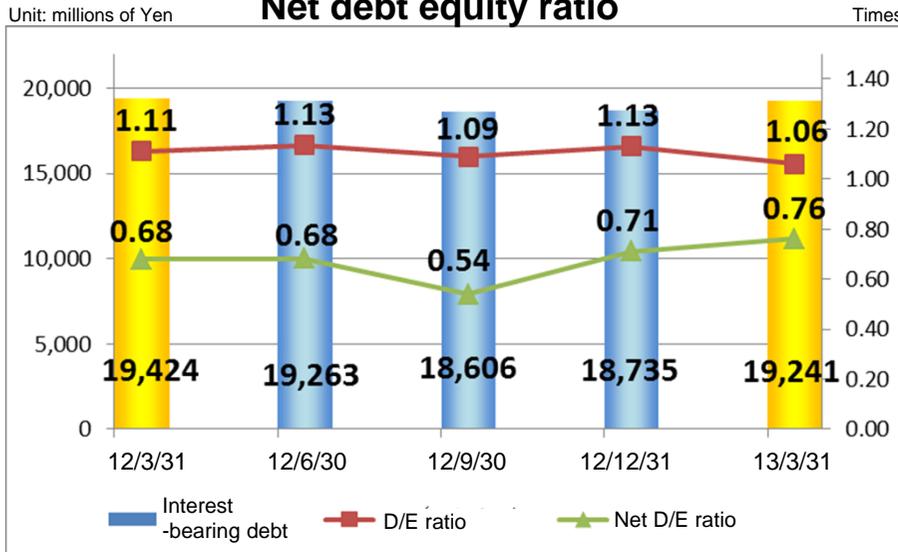
#### Receivable / Turnover period



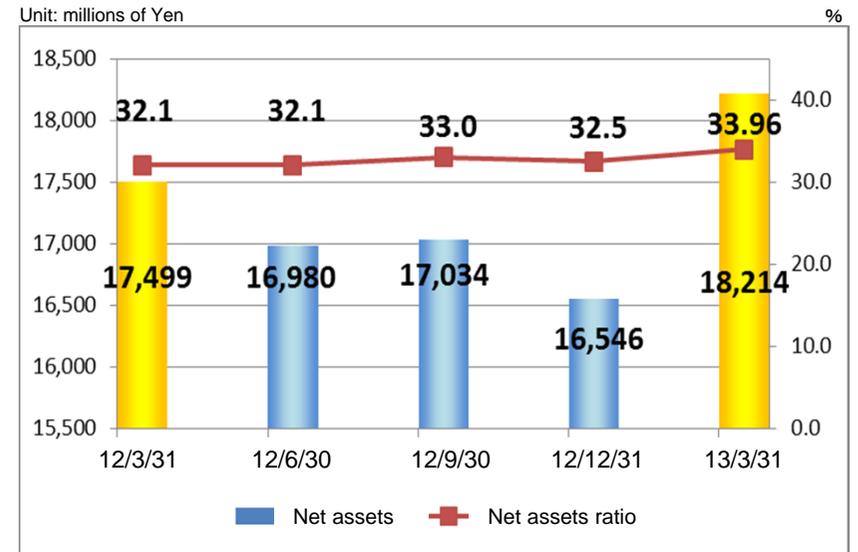
#### Inventory / Turnover period



#### Interest-bearing debt / Debt equity ratio / Net debt equity ratio



#### Net assets / Net assets ratio



Note) Accounts receivable turnover period and Inventory turnover period list its average number of each quarter.

## Cautionary statement with this document

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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 uncertainly 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.