
Year-End Financial Results for Fiscal Year Ended March 31, 2014

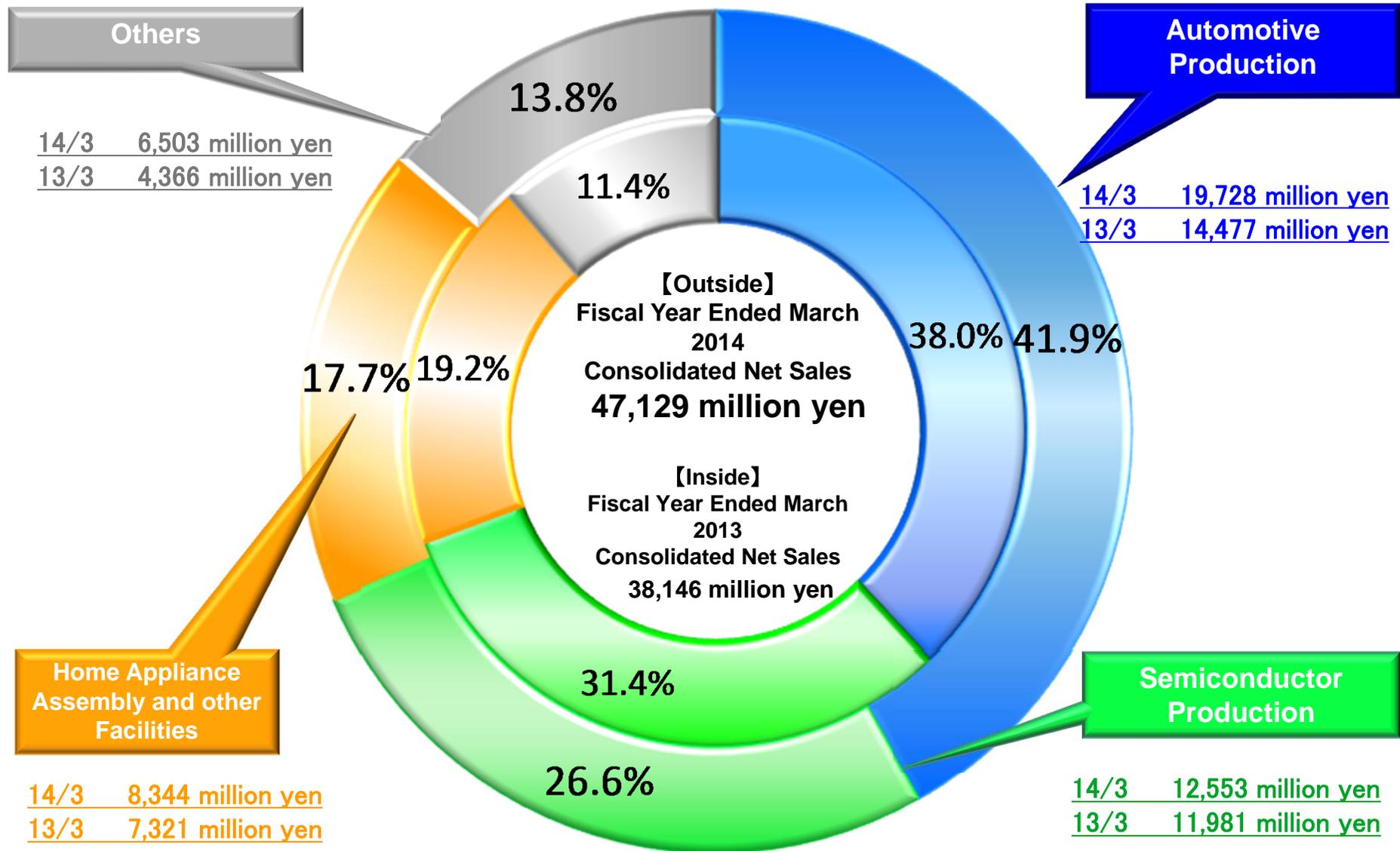
Hirata Corporation May 27, 2014



I Financial Results

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

I Financial Results Net Sales by Business Unit



I Financial Results Summary of Financial Results

Overview

- The consolidated net sales increased by 23.5% over the previous year.
- Each profit increased with increase in the consolidated net sales and decrease in sales cost ratio.
- The non-consolidated net sales increased by 19.7% over the previous year. It declared losses the previous year but turned into the black this fiscal year.

Consolidated Financial Results

(Unit : millions of Yen)

	FY2013 Results (2012/4–2013/3)	Forecast of consolidated results for FY2014 at the beginning of the year	FY2014(2013/4–2014/3)		
			Results	Achievement Rate (% of change from the forecast at the beginning of the year)	Rate of Change
Sales	38,146	42,000	47,129	112.2%	+23.5%
Operating Income	450	700	1,723	246.3%	+282.4%
Ordinary Income	394	500	1,658	331.7%	+320.3%
Current Net Income	284	300	840	280.3%	+195.1%

Non-Consolidated Financial Results

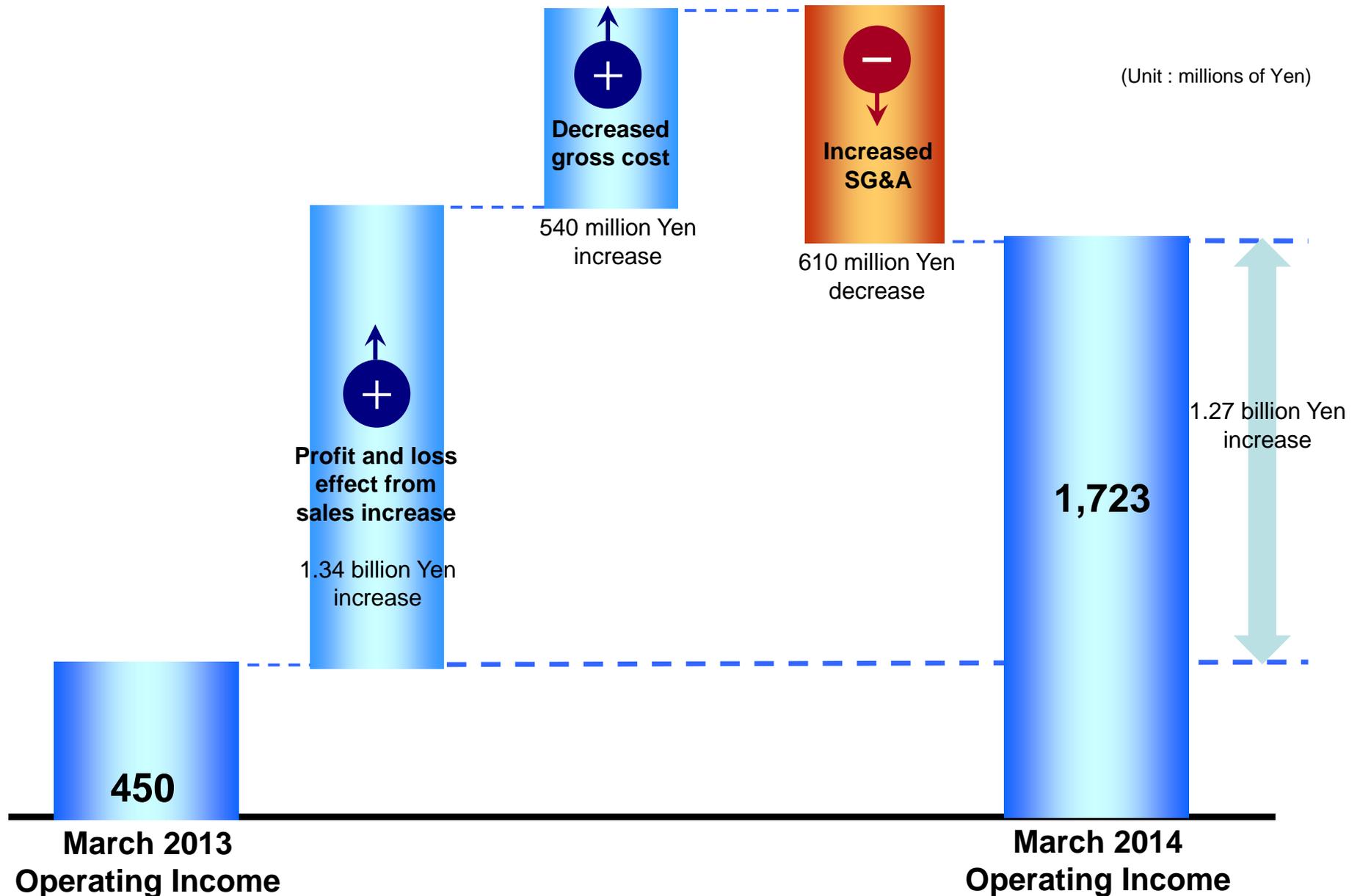
(Unit : millions of Yen)

	FY2013 Results (2012/4–2013/3)	Forecast of consolidated results for FY2014 at the beginning of the year	FY2014(2013/4–2014/3)		
			Results	Achievement Rate (% of change from the forecast at the beginning of the year)	Rate of Change
Sales	28,162	34,000	33,718	99.2%	+19.7%
Ordinary Income	△259	100	725	725.3%	—
Current Net Income	△92	60	111	185.9%	—

I Financial Results

Factor Analysis on Changing Operating Income

(Unit : millions of Yen)



I Financial Results Consolidated Sales by Business Unit

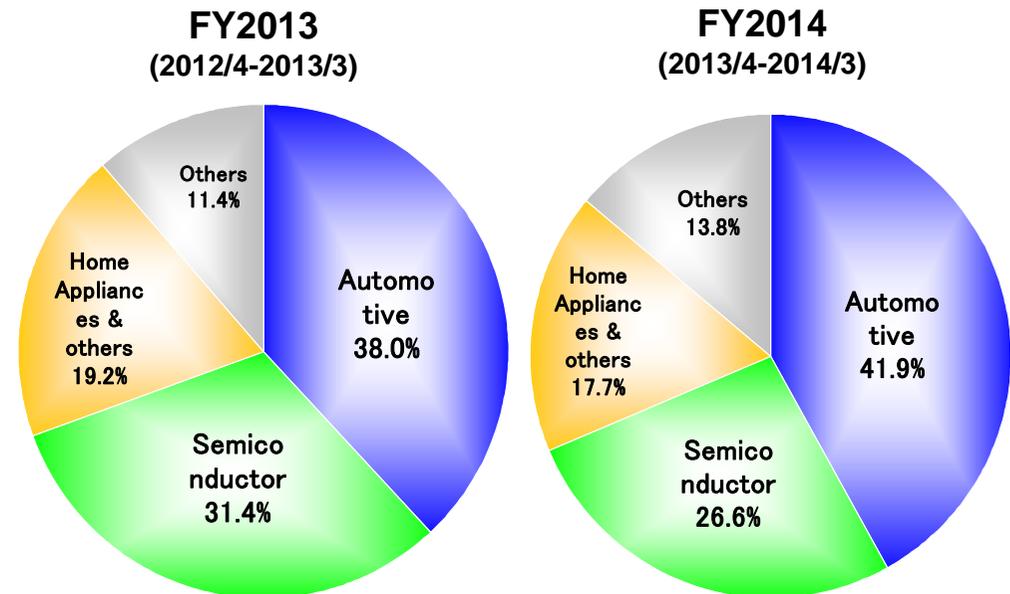
■ Each business unit marked increases in sales

- Automotive : The sales increased mainly with big orders from customers in North America and China.(+36.3%)
- Semiconductor : Strong sales of consignment manufacturing projects, semiconductor manufacturing equipment and head coater for FPD panel lead earnings growth.(+4.8%)
- Home appliances & others : The sales of housing related along with that of home appliances and tire business recorded increases in revenues.(+14.0%)

Net Sales by Business Unit

(Unit : millions of Yen)

Business unit	FY2013	FY2014	Rate of Change
Automotive	14,477	19,728	+36.3%
Semiconductor	11,981	12,553	+4.8%
Home Appliances & others	7,321	8,344	+14.0%
Others	4,366	6,503	+48.9%
TOTAL	38,146	47,129	+23.5%



I Financial Results Consolidated Orders Received by Business Unit

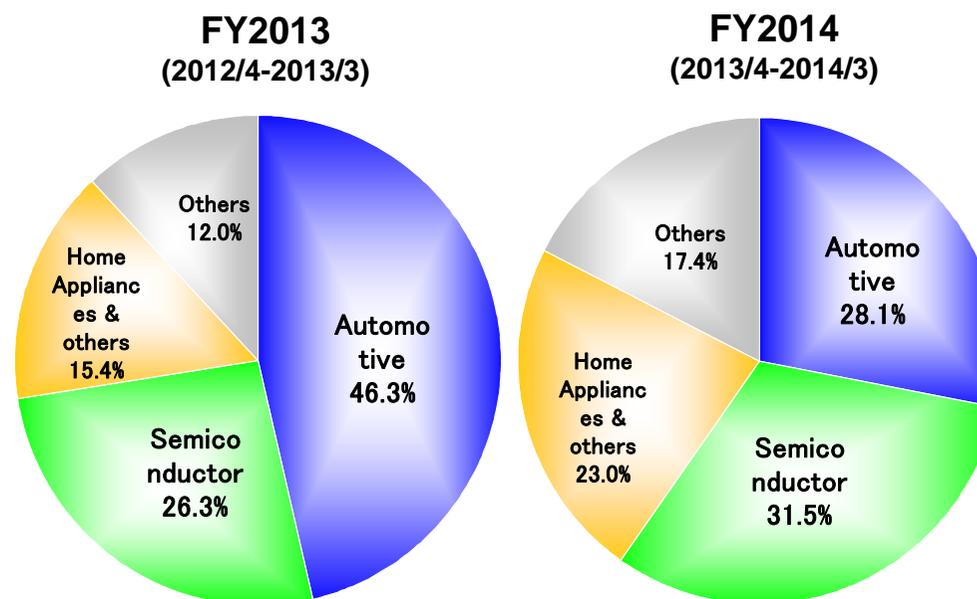
■ Orders received especially for semiconductor and home appliances & others increased.

- Automotive : Orders decreased compared with that of the last year which had a lot of orders for big projects. ($\Delta 32.0\%$)
- Semiconductor : Orders increased especially from semiconductor equipment and device manufacturers here and abroad. (+34.8%)
- Home appliances & others : Orders from a wide variety of business categories such as tire, vacuum cleaner and housing related manufacturers marked a large increase. (+68.2%)

Orders Received by Business Unit

(Unit : millions of Yen)

Business unit	FY2013	FY2014	Rate of Change
Automotive	17,914	12,189	$\Delta 32.0\%$
Semiconductor	10,145	13,677	+34.8%
Home Appliances & others	5,937	9,988	+68.2%
Others	4,655	7,538	+61.9%
TOTAL	38,652	43,393	+12.3%



I Financial Results

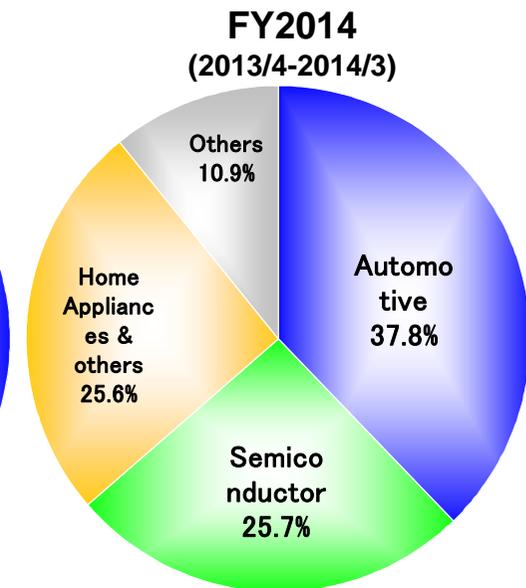
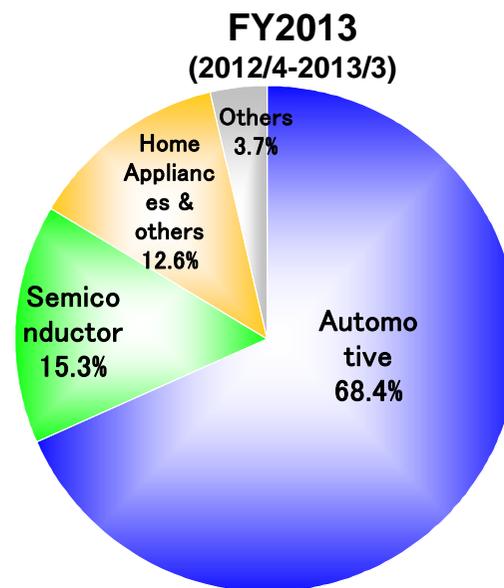
Consolidated Orders Outstanding by Business Unit

- Orders outstanding of automotive related business decreased. On contrary, that of semiconductor and home appliances related business increased drastically.

Orders Outstanding by Business Unit

(Unit : millions of Yen)

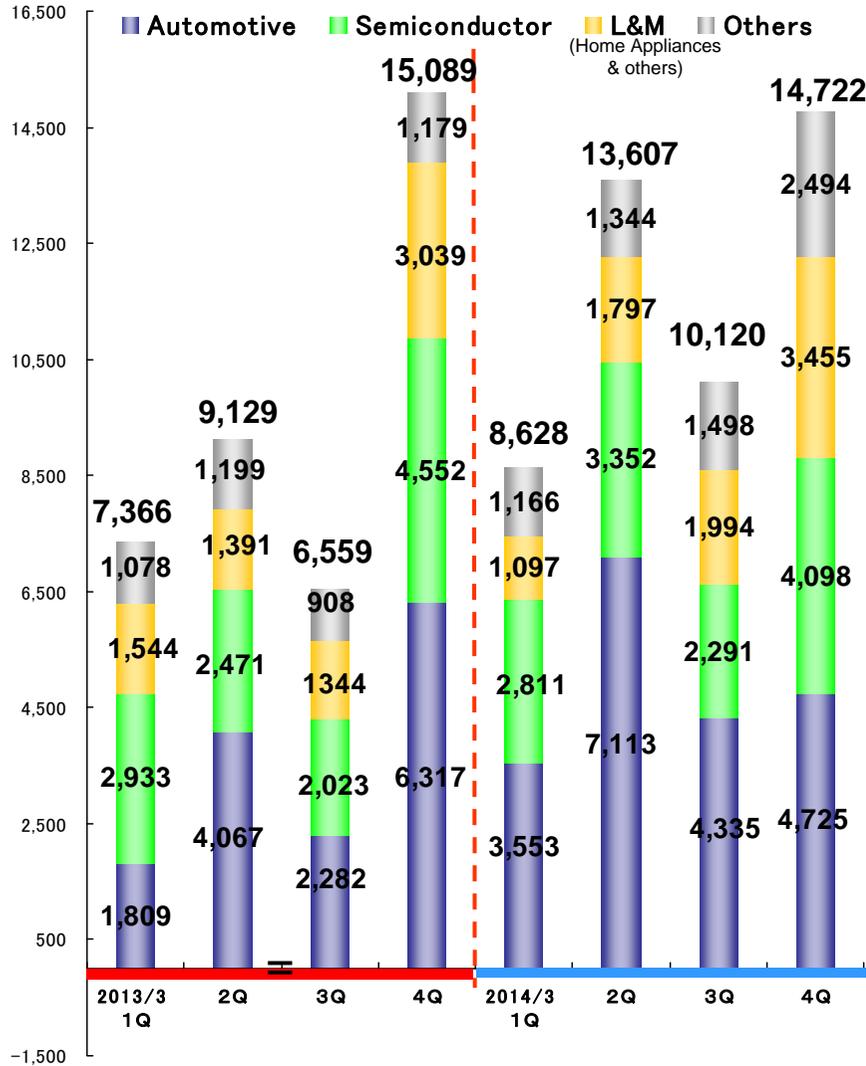
Business unit	FY2013	FY2014	Rate of Change
Automotive	13,681	6,143	△55.1%
Semiconductor	3,062	4,186	+36.7%
Home Appliances & others	2,518	4,162	+65.3%
Others	738	1,773	+140.2%
TOTAL	20,001	16,265	△18.7%



I Financial Results Net Sales & Orders Received by Business Unit (Quarterly Data)

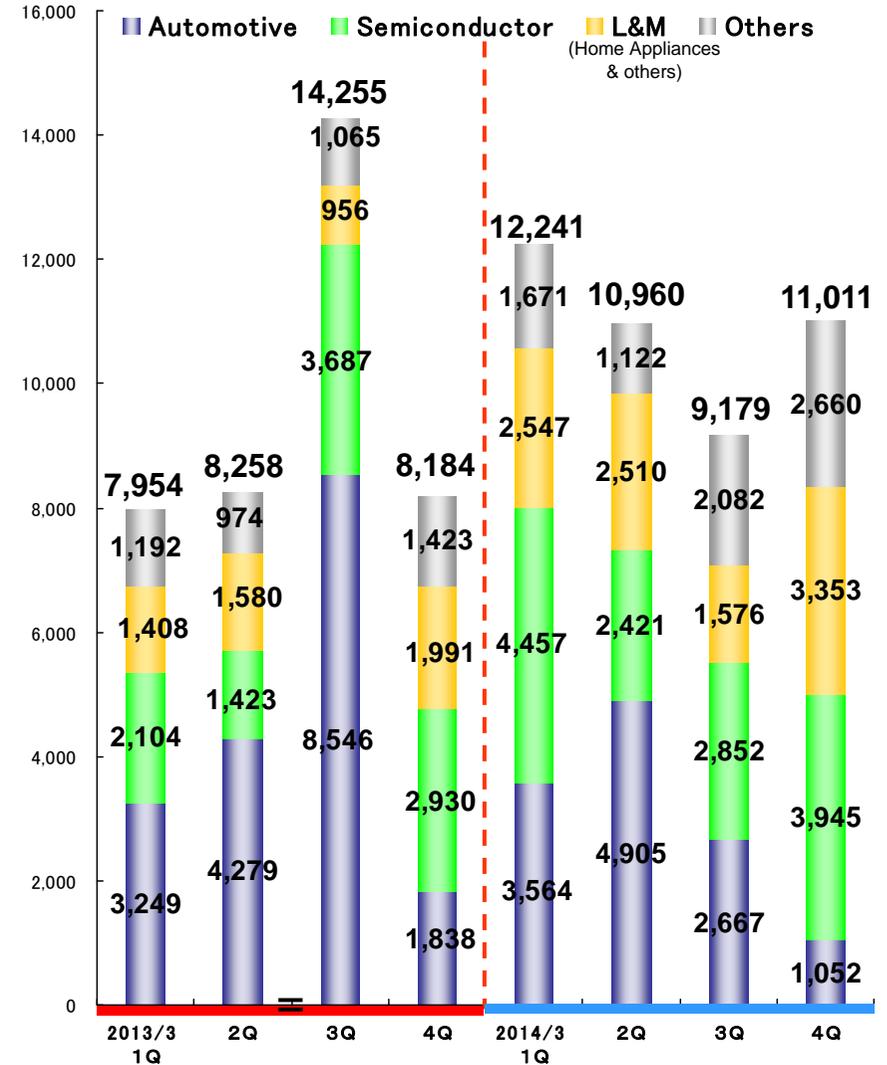
Divisional Net Sales Transition by Quarter

(Unit: millions of Yen)



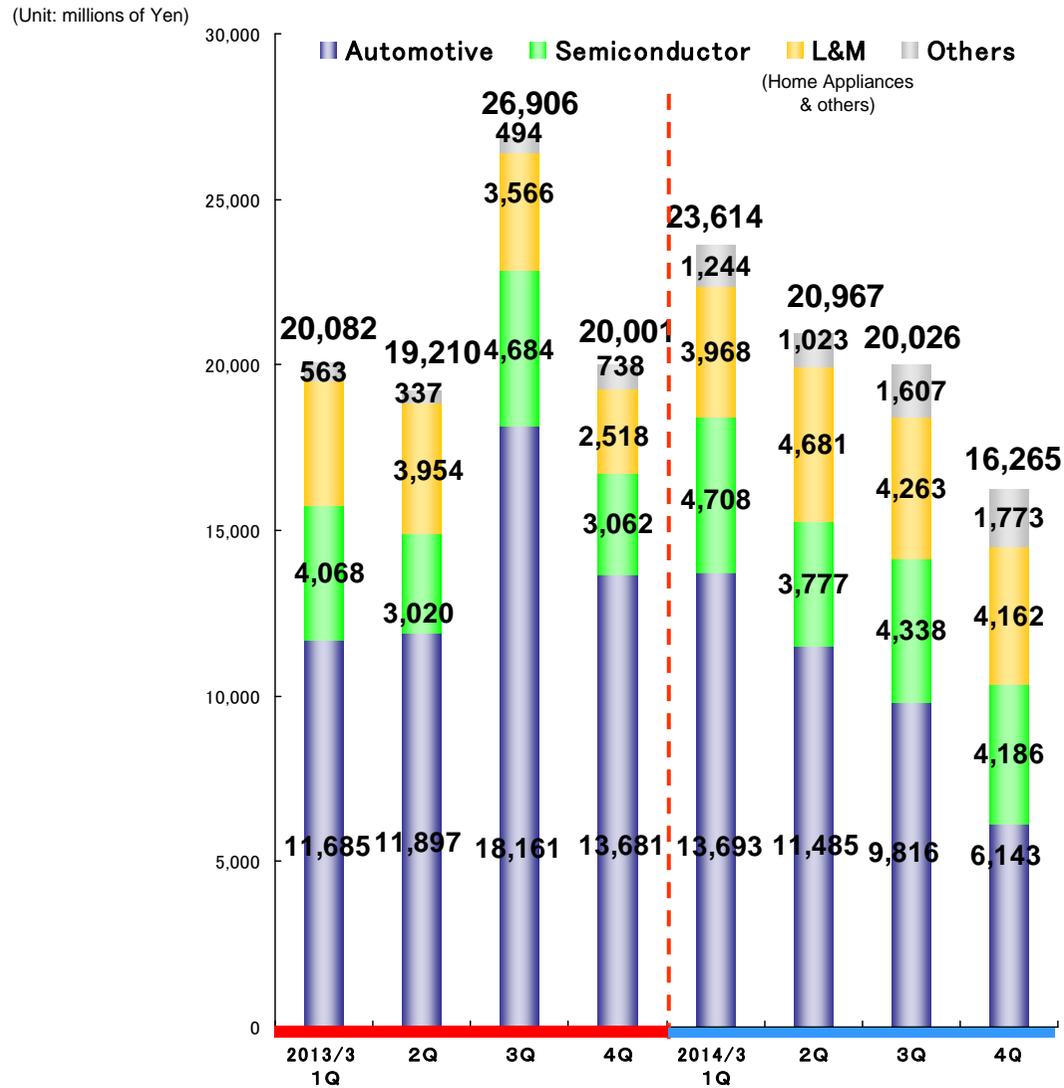
Divisional Orders Received Transition by Quarter

(Unit: millions of Yen)



I Financial Results Orders Outstanding by Business Unit (Quarterly Data)

Divisional Orders Outstanding Transition by Quarter



II March 2015 Fiscal Year Forecast

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

II March 2015 Fiscal Year Forecast Earnings Forecast

(Unit: millions of Yen)

	First Half (April-September 2014)	Second Half (October 2014 – March 2015)	Full Year
Sales	22,000	24,000	46,000
Automotive	7,000	9,000	16,000
Semiconductor	6,000	5,500	11,500
Home Appliances & others	6,000	6,000	12,000
Others	3,000	3,500	6,500
Operating Income (ratio)	500(2.3%)	600(2.5%)	1,100(2.4%)
Ordinary Income (ratio)	400(1.8%)	600(2.5%)	1,000(2.2%)
Net Income (ratio)	300(1.4%)	350(1.5%)	650(1.4%)

II March 2015 Fiscal Year Forecast Tasks that have to be dealt with

More approach toward globalization

1. We are to increase orders by strengthening sales and production base in China and Southeast Asia. In addition, by increasing the ration of local procurement and on-site production, we will deal with competitiveness in costs.
2. We will relocate our production site and strengthen our local production power for the purpose of more automotive related business in North America.
3. We work on fostering of human resources and assigning personnel, playing an important role in global markets.

Putting more effort into domestic market & production

1. We are to facilitate the commercialization of devices which are incorporated in our production system by building a framework which is capable of remodeling existing production systems and maintaining sales. In addition, we are to raise in-house production ratio for robots, which will be incorporated in our production system.
2. With new machine tools in our factories, we raise our production efficiency as well as our self-manufacture ratio.
3. We achieve optimum production and reduce procurement cost by enhancing information sharing among domestic factories with a system so-called Enterprise Resource Planning.

Entry into New business domain

1. We continue development investment in order to make more effective production system a reality.
2. We provide further insights into our business for the medium-term management plan for the next period, ensuring continued growth.

II March 2015 Fiscal Year Forecast R&D Expenses, Capital Expenditures, Depreciation and Amortization

(Unit: millions of Yen)

