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# Quarterly Financial Results for the three-month Period Ended June 30, 2014

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Hirata Corporation August 11, 2014



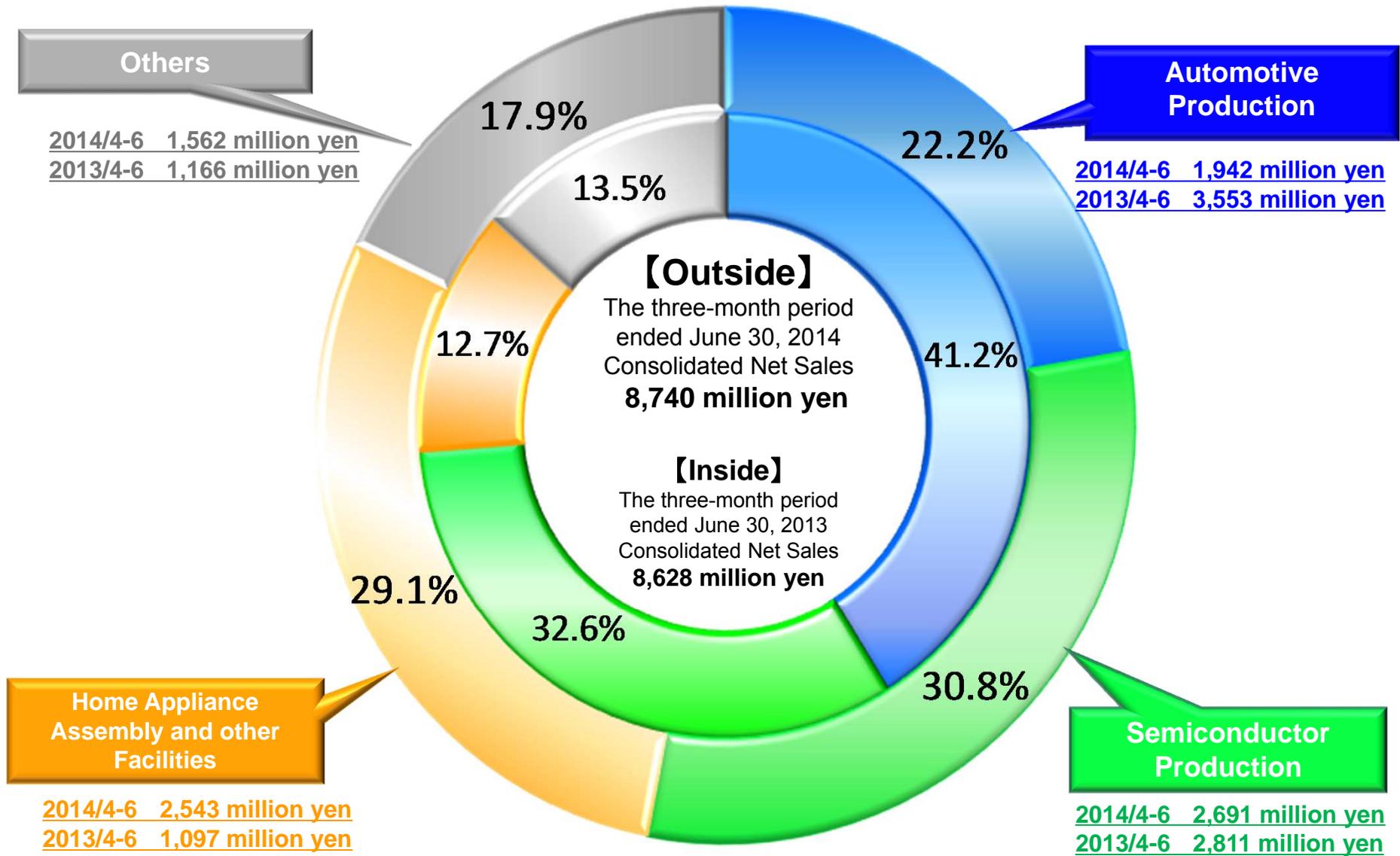
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# I Financial Results

The three-month period ended June 30, 2014 (April 1, 2014 - June 30, 2014)

# I Financial Results    Net Sales by Business Unit

## Consolidated Net Sales for April-June 2014



# I Financial Results Summary of Financial Results

## Overview

- The automotive-related sales declined. On the other hand, we had drastic increases in home appliances-related sales. As a whole, the consolidated net sales increased slightly.
- Operating income, ordinary income and quarterly net profit were in deficit due to the increase of cost of sales and selling and general administration expenses.
- Amount of orders received increased with the strong orders in automotive and home appliances related business. On contrary, the number of orders outstanding was slightly decreased but still kept a high standard.

(Unit: millions of Yen)

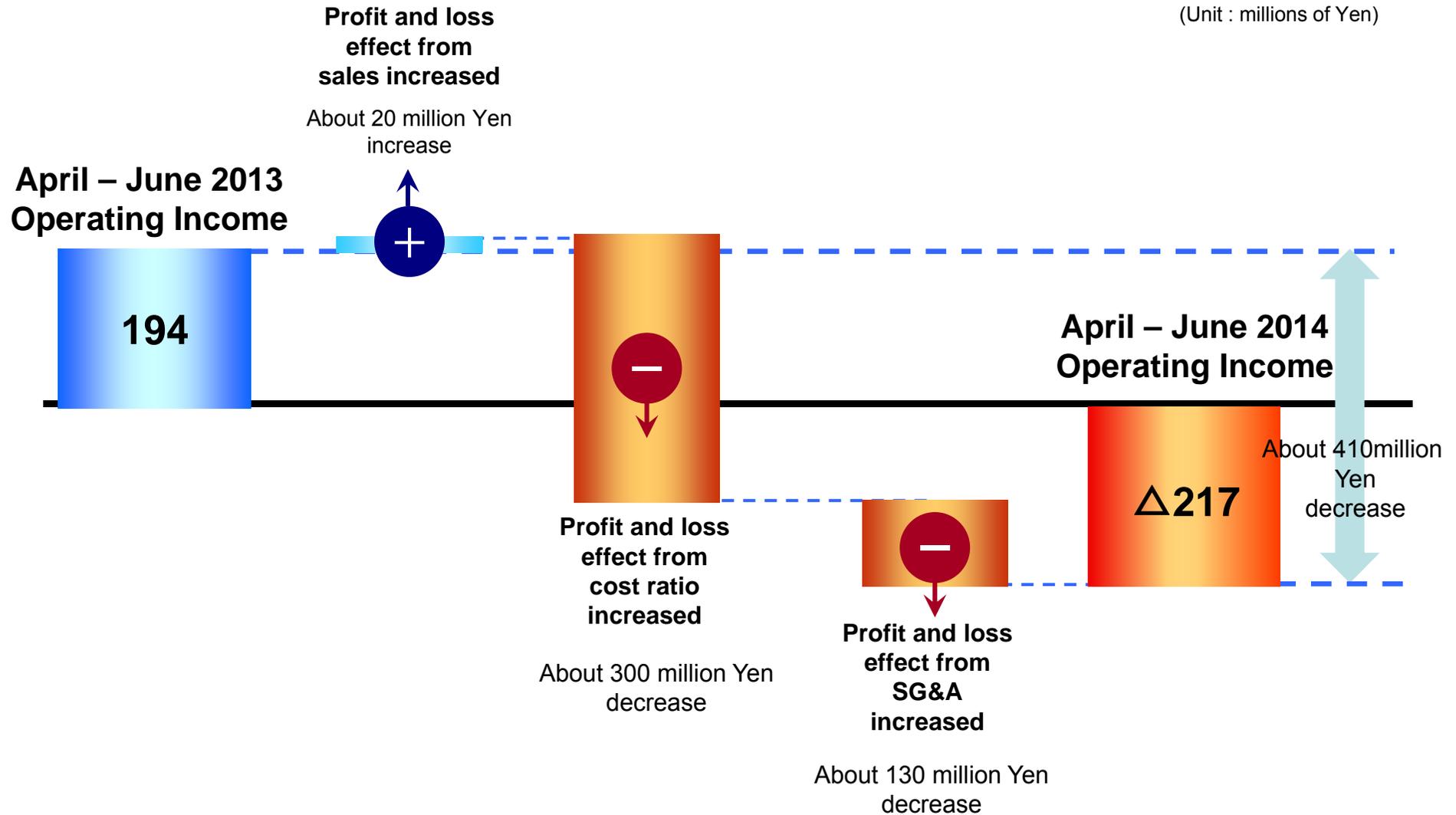
Consolidated Financial Results	April – June 2013	April – June 2014	Rate of Change
Sales	8,628	8,740	+1.3%
Operating Income	194	△217	—
Ordinary Income	177	△253	—
Quarterly Net Profit	77	△205	—



# I Financial Results

## Factor Analysis on Changing Operating Income

(Unit : millions of Yen)



# I Financial Results Consolidated Sales by Business Unit

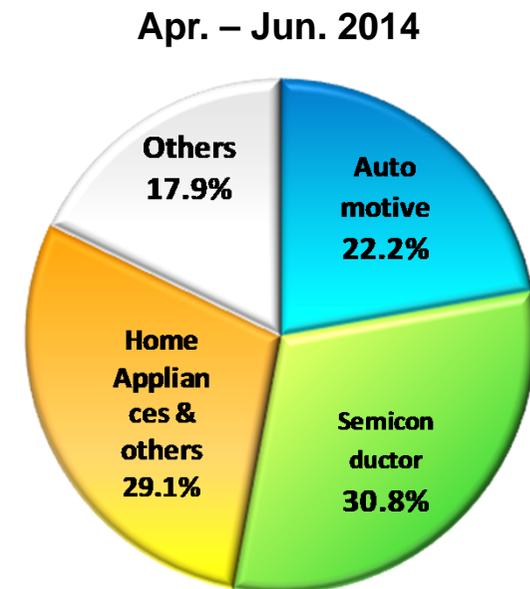
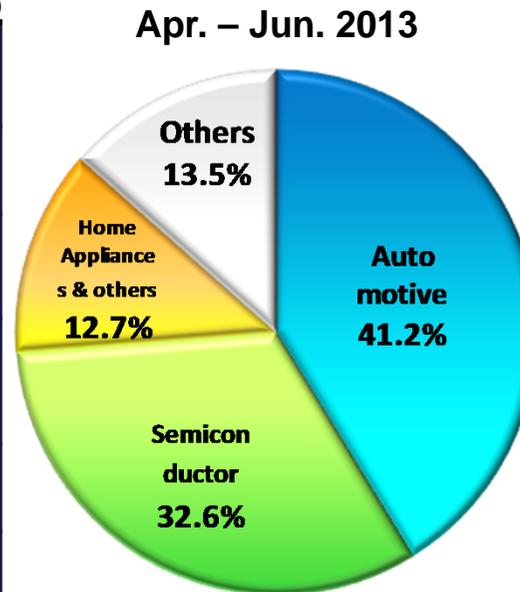
■ While sales decreased in automotive related business, total sales increased slightly with the strong sales in home appliances related business.

- Automotive : We had sales mainly for power train equipment to customers including new ones in North America and China but total sales decreased drastically compared with the year-earlier period.
- Semiconductor : Total sales decreased because of delay in sales on consignment manufacturing projects.
- Home Appliances & others : The steady sales mainly on vacuum cleaner related equipment led to a strong increase in revenue.

## Net Sales by Business Unit

(Unit : millions of Yen)

Business Unit	Apr. – Jun. 2013	Apr. – Jun. 2014	Rate of Change
Automotive	3,553	1,942	△45.3%
Semiconductor	2,811	2,691	△4.3%
Home Appliances & others	1,097	2,543	+131.8%
Others	1,166	1,562	+34.0%
<b>TOTAL</b>	<b>8,628</b>	<b>8,740</b>	<b>+1.3%</b>



# I Financial Results Consolidated Orders Received by Business Unit

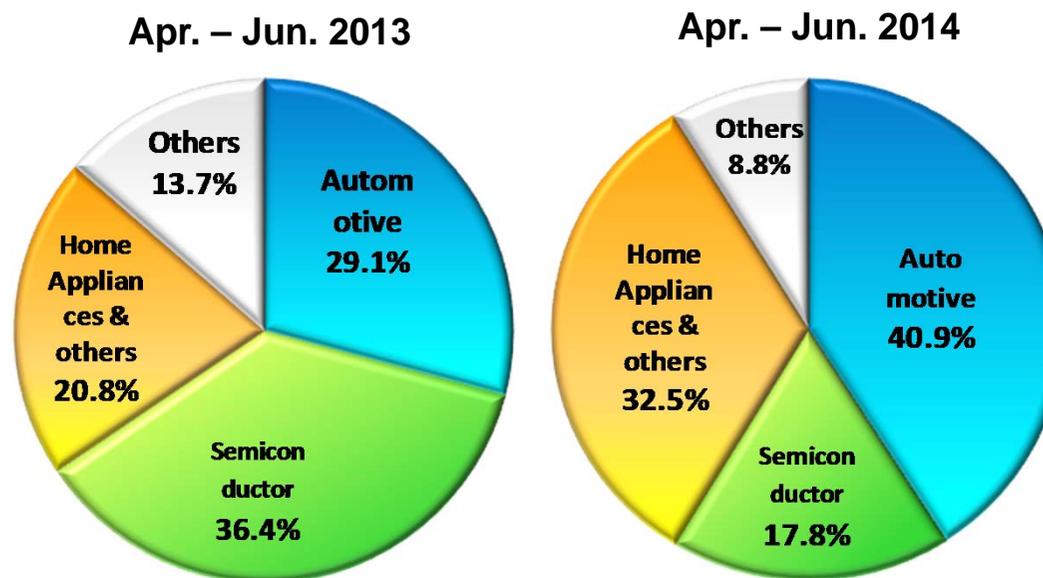
■ The number of orders received declined in semiconductor related business, but amount of orders received increased in total with strong orders in automotive and home appliances related business.

- Automotive : We enjoyed receiving orders mainly from customers in North America as well as domestic customers.
- Semiconductor : While we had sustained orders on consignment manufacturing projects, the number of orders from semiconductor manufacturers declined.
- Home Appliances : We enjoyed receiving orders mainly for large projects of tire-related business. & others

## Orders Received by Business Unit

(Unit : millions of Yen)

Business Unit	Apr. – Jun. 2013	Apr. – Jun. 2014	Rate of Change
Automotive	3,564	6,381	+79.0%
Semiconductor	4,457	2,781	△37.6%
Home Appliances & others	2,547	5,073	+99.1%
Others	1,671	1,381	△17.4%
TOTAL	12,241	15,618	+27.6%



# I Financial Results

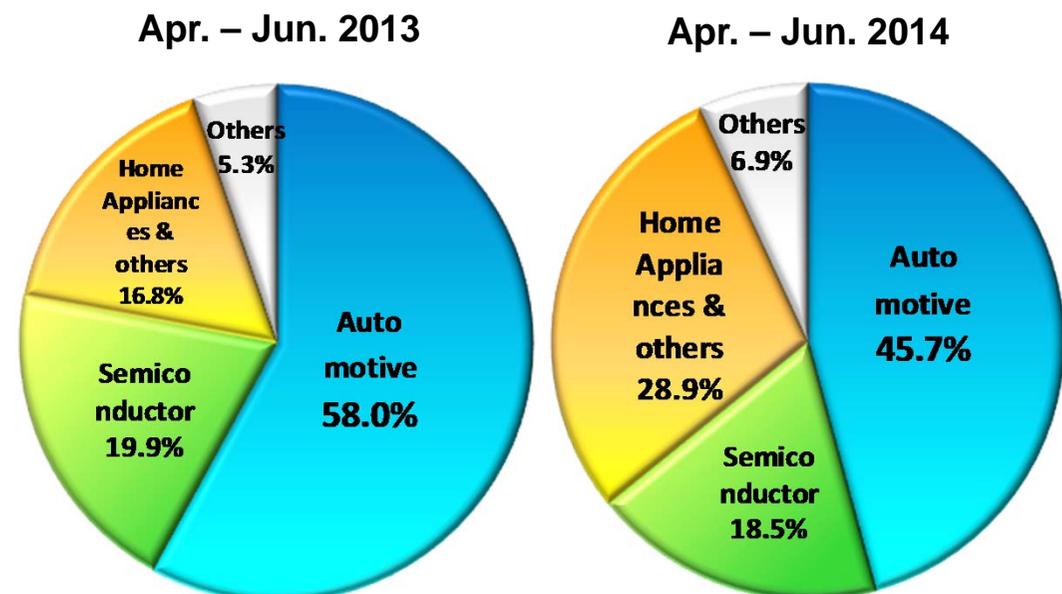
## Consolidated Orders Outstanding by Business Unit

- While amount of orders outstanding decreased in automotive and semiconductor related business, they increased drastically mainly with large projects of tire-related business in home appliances related business.

### Orders Outstanding by Business Unit

(Unit : millions of Yen)

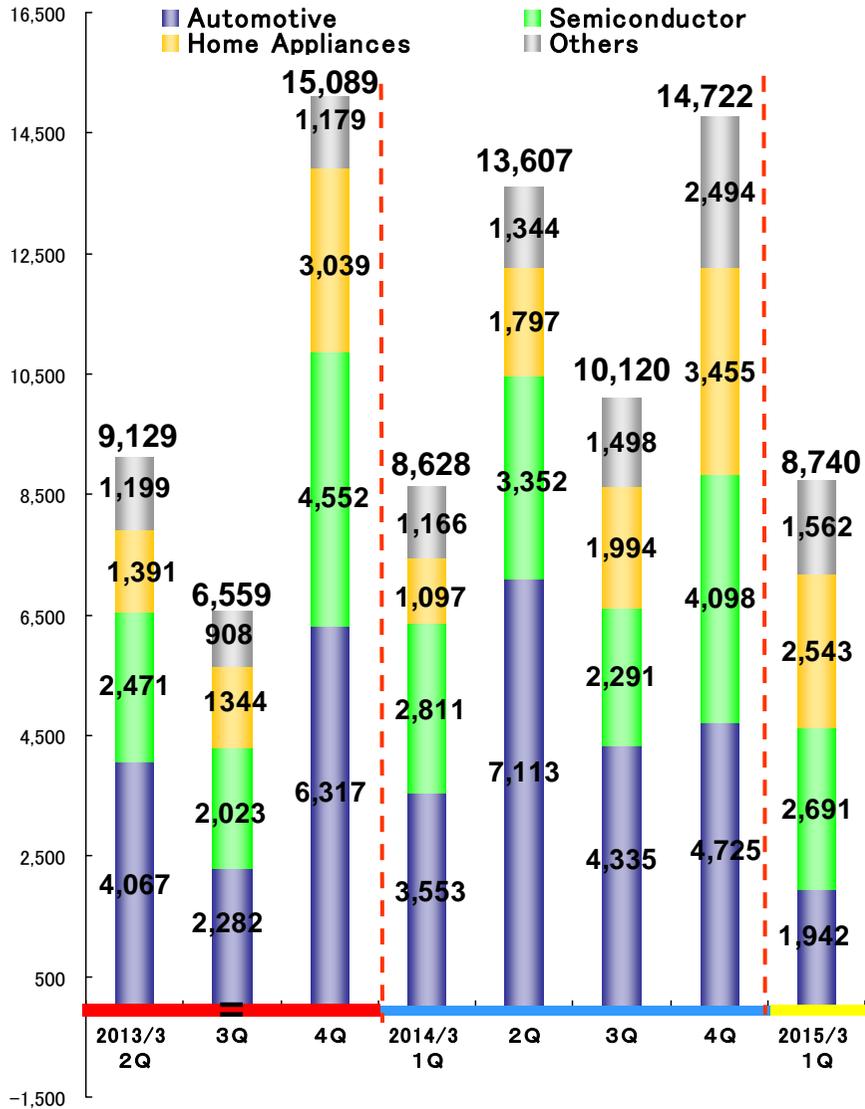
Business Unit	Apr. – Jun. 2013	Apr. – Jun. 2014	Rate of Change
Automotive	13,693	10,582	△22.7%
Semi conductor	4,708	4,277	△9.2%
Home Appliances & others	3,968	6,692	+68.6%
Others	1,244	1,592	+27.9%
TOTAL	23,614	23,143	△2.0%



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

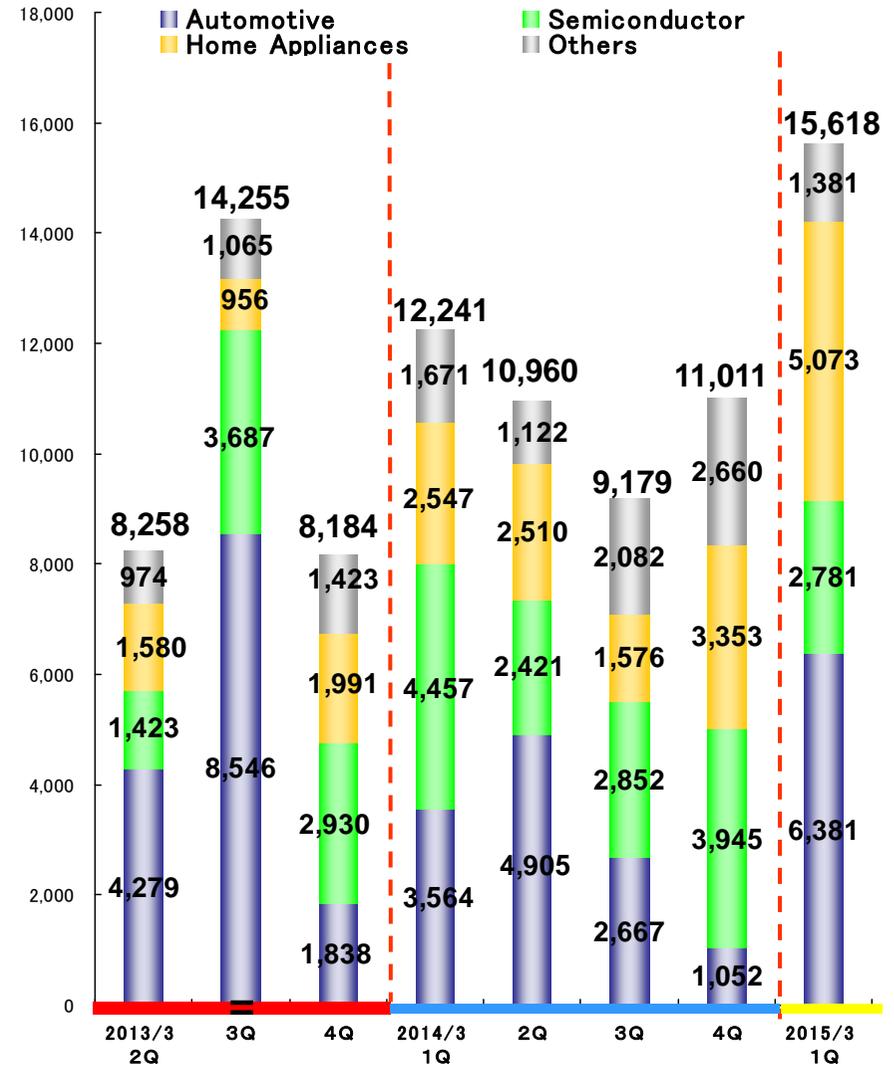
## Divisional Net Sales Transition by Quarter

(Unit: millions of Yen)

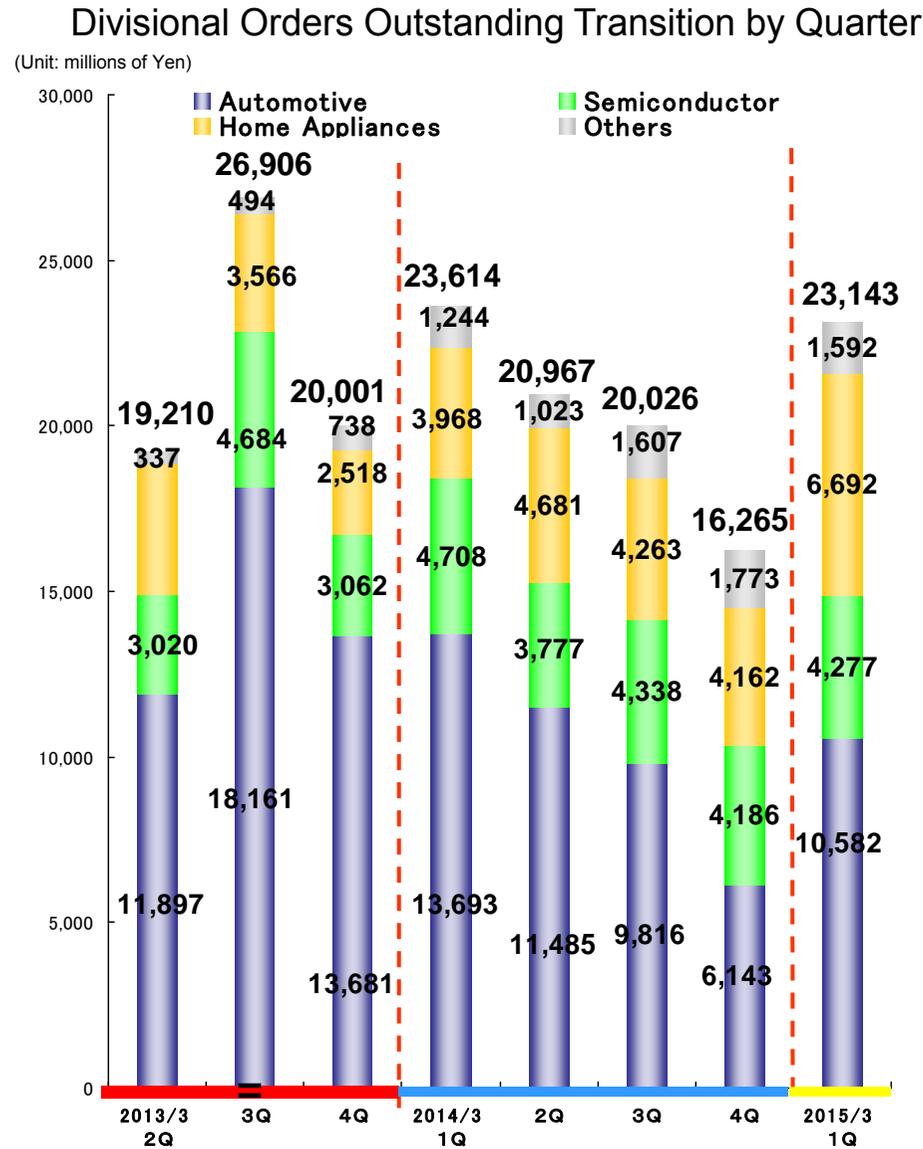


## Divisional Orders Received Transition by Quarter

(Unit: millions of Yen)



# I Financial Results Orders outstanding by Business Unit (Quarterly Data)



## II Topics

### Hirata is Commended by Dyson Ltd. as Excellent Supplier



June 11, 2014

Hirata Corporation is pleased to announce we have been commended as an excellent supplier by Dyson Ltd in Singapore.

Dyson started to hold an annual supplier meeting in 2013. This year, Dyson commended four of its suppliers around the world, including Hirata, as great contributors for their business, and granted the awards.

Hirata has been receiving a great number of contracts for supplying equipment for manufacturing motors set up on vacuum cleaners Dyson sells around the world. Regarding highly our technical abilities, flexibility in delivery schedule, and quality they find in the equipment we supplied, Dyson has granted us the award.

Among the four award winners, three supply Dyson with parts and components for their cleaners and other products. Hirata is the only supplier of manufacturing equipment.

We are very proud of being granted and continue making efforts to manufacture equipment in order to meet customers' expectations.

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## **Ⅲ March 2015 Fiscal Year Forecast**

**The three-month period ended June 30, 2014 (April 1, 2014 - June 30, 2014)**

### III March 2015 Fiscal Year Forecast

### Earnings Forecast

\* There is no change on our earnings forecast.

(Unit: millions of Yen)

	First Half April-September 2014	Second Half October 2014 – March 2015	Full Year
<b>Sales</b>	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
<b>Operating Income(ratio)</b>	500(2.3%)	600(2.5%)	1,100(2.4%)
<b>Ordinary Income(ratio)</b>	400(1.8%)	600(2.5%)	1,000(2.2%)
<b>Net Income(ratio)</b>	300(1.4%)	350(1.5%)	650(1.4%)

## 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 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.