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# Quarterly Financial Results for the nine-month Period Ended December 31, 2014

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**Hirata Corporation** February 12, 2015

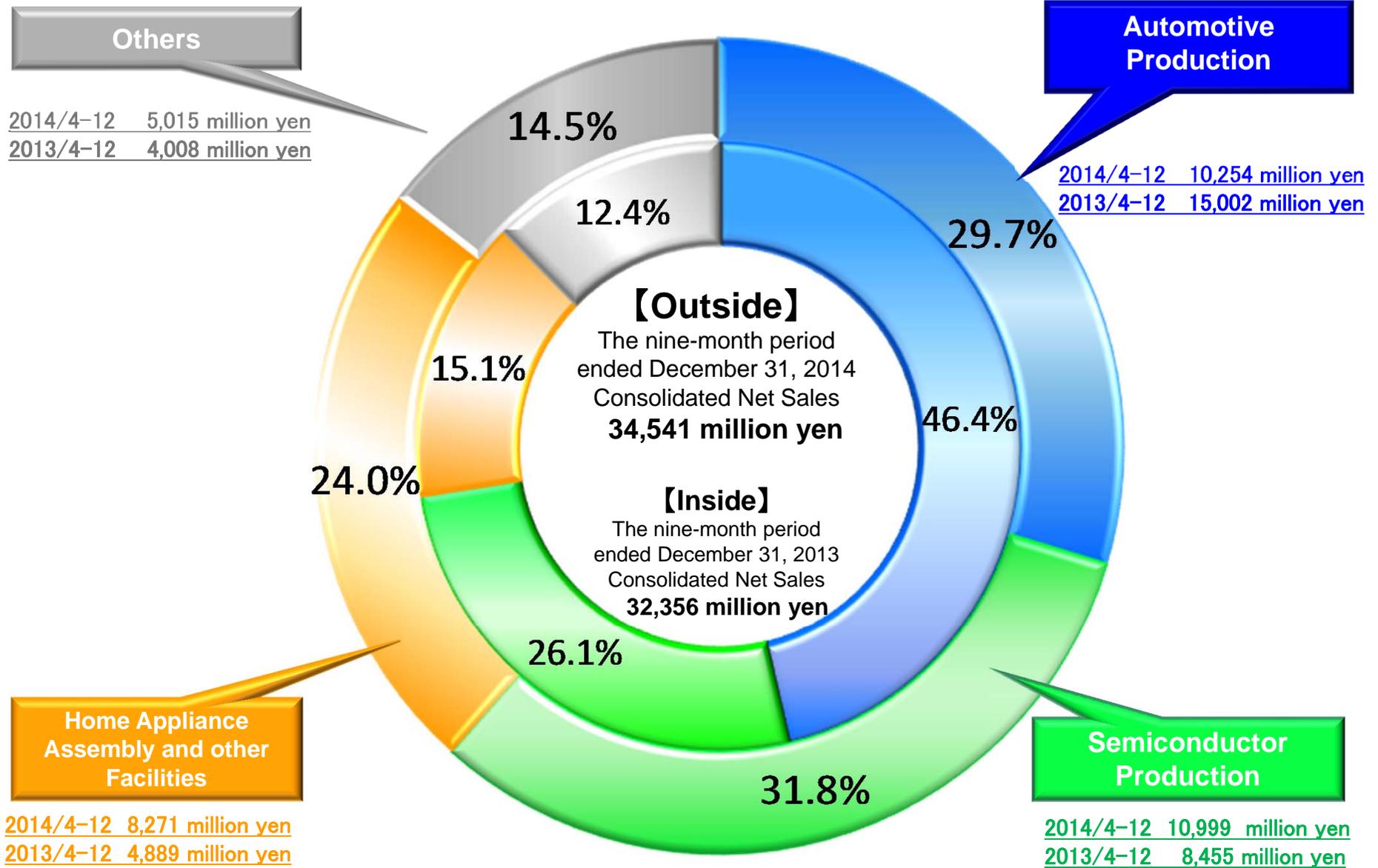


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# I Financial Results

The nine-month period ended December 31, 2014 (April 1, 2014 - December 31, 2014)

# I Financial Results    Net Sales by Business Unit



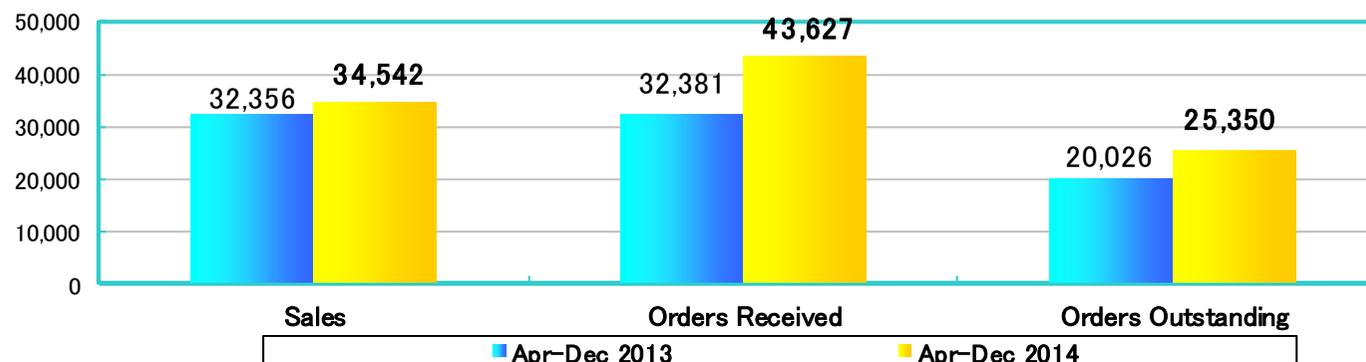
# I Financial Results Summary of Financial Results

## Overview

- Our total sales increased compared with the year-earlier period with the great sales in home appliances and others and semiconductor related business.
- Operating income, ordinary income and quarterly net profit increased due to the increase in sales and the decrease in sales cost ratio.
- Both orders received and orders outstanding increased as well.

(Unit: millions of Yen)

Consolidated Financial Results	April – December 2013	April – December 2014	Rate of Change
Sales	32,356	34,541	+6.8%
Operating Income	622	1,311	+110.8%
Ordinary Income	600	1,228	+104.7%
Quarterly Net Profit	369	667	+80.6%
Orders Received	32,381	43,627	+34.7%
Orders Outstanding	20,026	25,350	+26.6%



# I Financial Results Summary of Financial Results

## Forecast revision / dividend increase

- We delivered strong results in the third quarter and expect steady results in the fourth quarter as well. Therefore we revised our end-of-period forecast upward.
- With the upward forecast revision, we also revised our year-end dividend.

(Unit: millions of Yen)

Consolidated Financial Results	Forecast for March 2015		
	Announcement in the previous time	Announcement in this time	Rate of Change
Sales	50,000	<b>52,000</b>	+4.0%
Operating Income	1,200(2.4%)	<b>2,000(3.8%)</b>	+66.6%
Ordinary Income	1,100(2.2%)	<b>1,900(3.7%)</b>	+72.7%
Quarterly Net Profit	650(1.3%)	<b>1,100(2.1%)</b>	+69.2%

\*the numbers shown in parentheses are proportion of sales.

## ■ Forecast for year-end dividend per share

Announcement in the previous time

12.5JPY



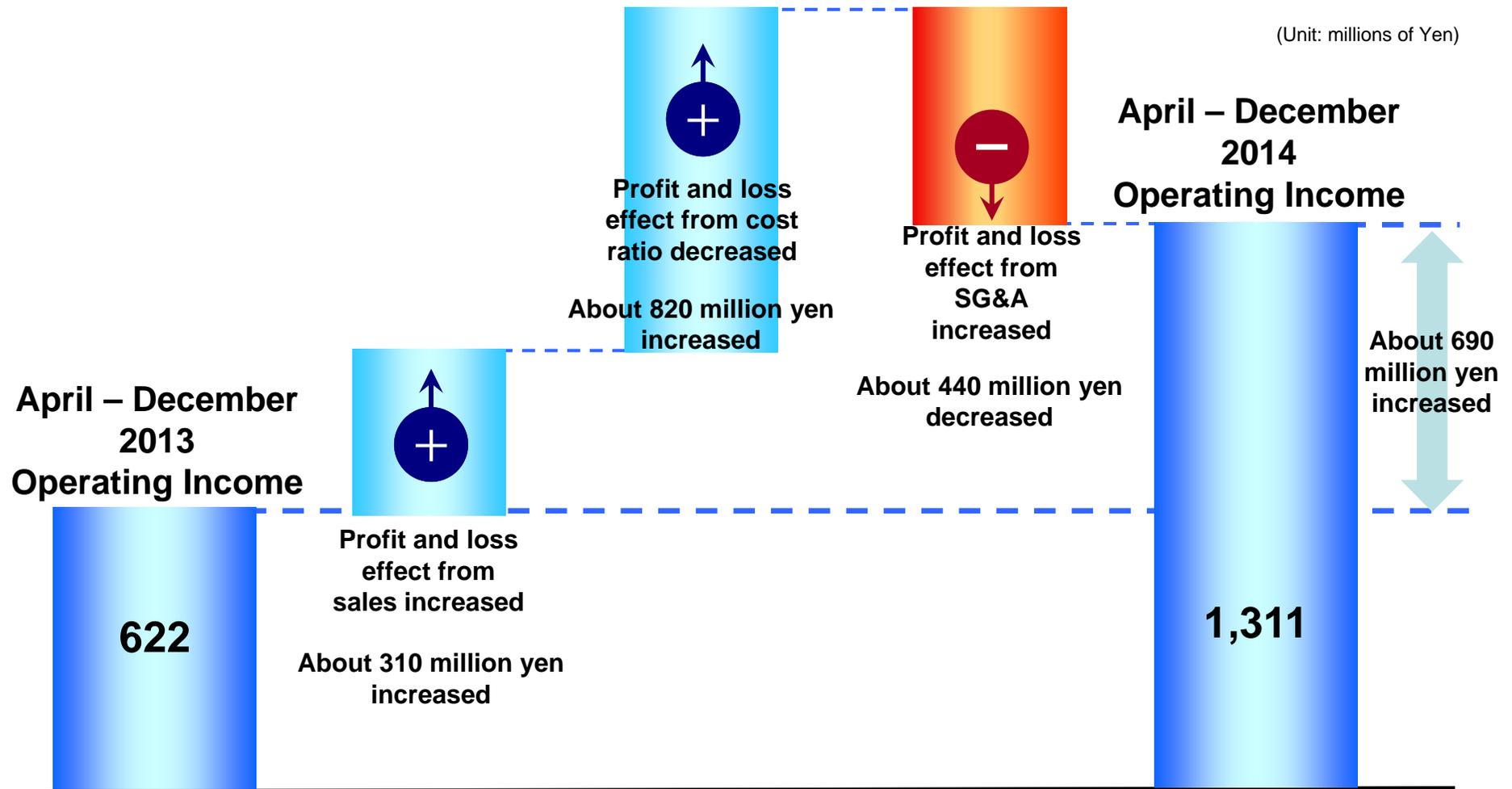
Announcement in this time

**15.0JPY**

# I Financial Results

## Factor Analysis on Changing Operating Income

(Unit: millions of Yen)



# I Financial Results Consolidated Sales by Business Unit

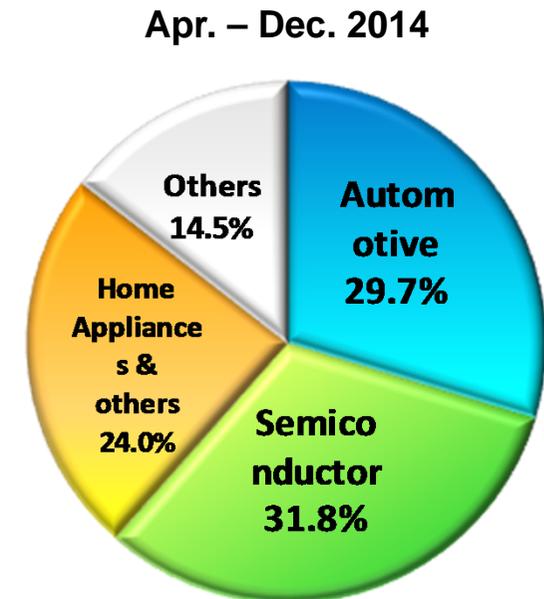
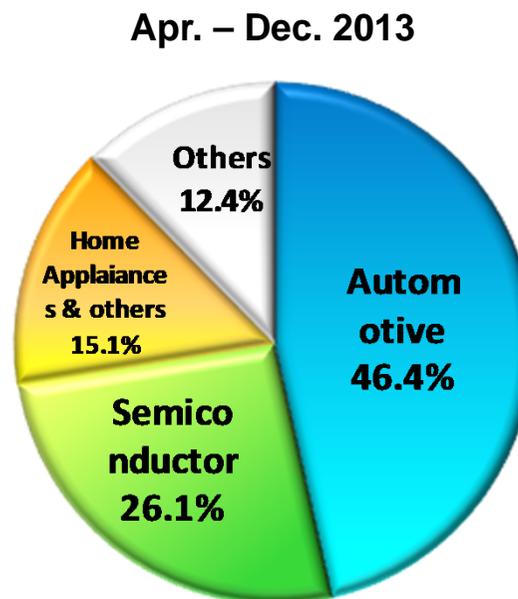
■ While sales decreased in automotive related business, total sales increased with the strong sales in semiconductor and home appliances related business.

- Automotive : Total sales decreased because of less sales for large projects compared with the year-earlier period.
- Semiconductor : Total sales increased with strong sales for consignment manufacturing projects and device and equipment manufacturers here and abroad.
- Home Appliances : The steady sales mainly on large projects for vacuum cleaner related equipment and tire & others related business led to a strong increase in revenue.

## Net Sales by Business Unit

(Unit : millions of Yen)

Business Segment	Apr. – Dec. 2013	Apr. – Dec. 2014	Rate of Change
Automotive	15,002	10,254	△31.6%
Semiconductor	8,455	10,999	+30.1%
Home Appliances & others	4,889	8,271	+69.2%
Others	4,008	5,015	+25.1%
TOTAL	32,356	34,541	+6.8%



# I Financial Results Consolidated Orders Received by Business Unit

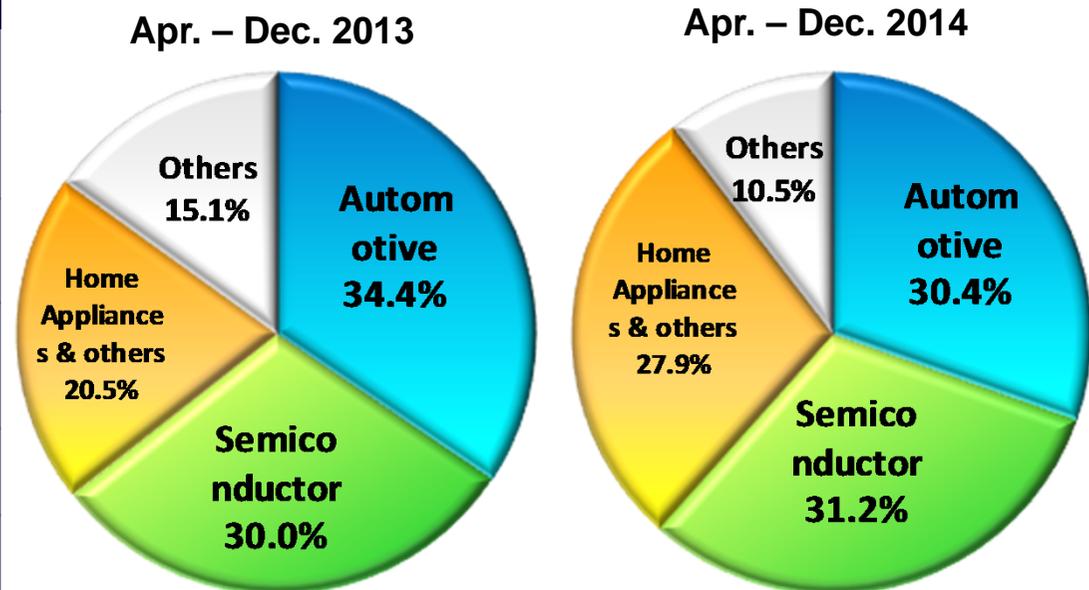
■ Each business sector, especially home appliances and others related business, enjoyed a steady increase in orders received and ended up with good figures in total.

- Automotive : We enjoyed receiving orders from automobile parts manufacturers in Japan as well as automobile manufacturers in North America and Japan.
- Semiconductor : The total number of orders received increased with the ones on consignment manufacturing projects and device manufactures' business.
- Home Appliances & others : The total number of orders received increased drastically with the ones for large projects of vacuum cleaner, tire related business and various business field.

## Orders Received by Business Unit

(Unit : millions of Yen)

Business Segment	Apr. – Dec. 2013	Apr. – Dec. 2014	Rate of Change
Automotive	11,137	13,255	+19.0%
Semiconductor	9,731	13,615	+39.9%
Home Appliances & others	6,634	12,183	+83.6%
Others	4,877	4,573	△6.2%
TOTAL	32,381	43,627	+34.7%



# I Financial Results

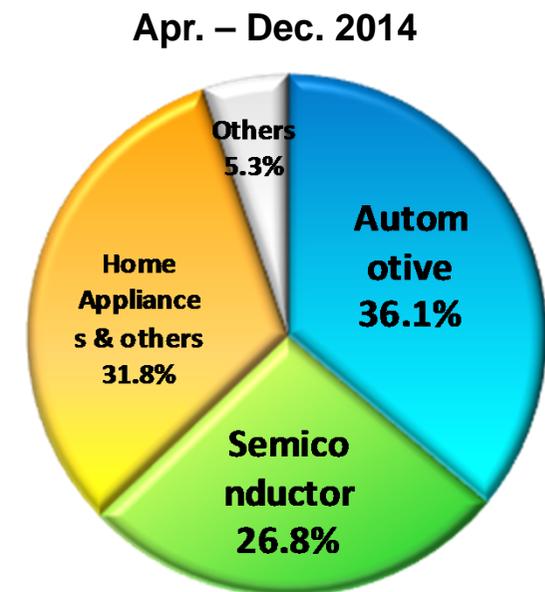
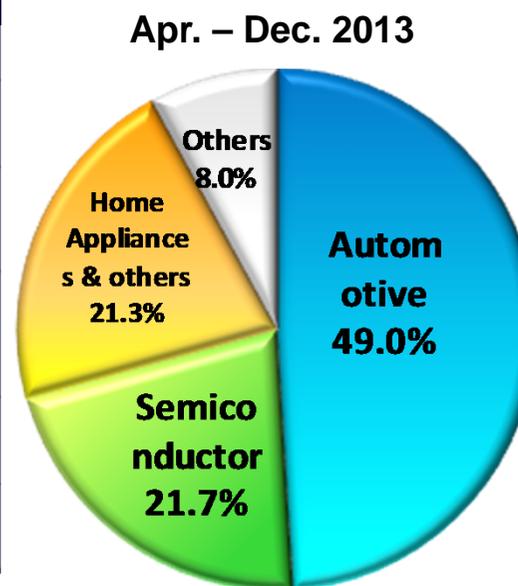
## Consolidated Orders Outstanding by Business Unit

- The total amount of orders outstanding increased especially with large projects of home appliances and semiconductor related business even if that of automotive related business slightly decreased.

### Orders Outstanding by Business Unit

(Unit : millions of Yen)

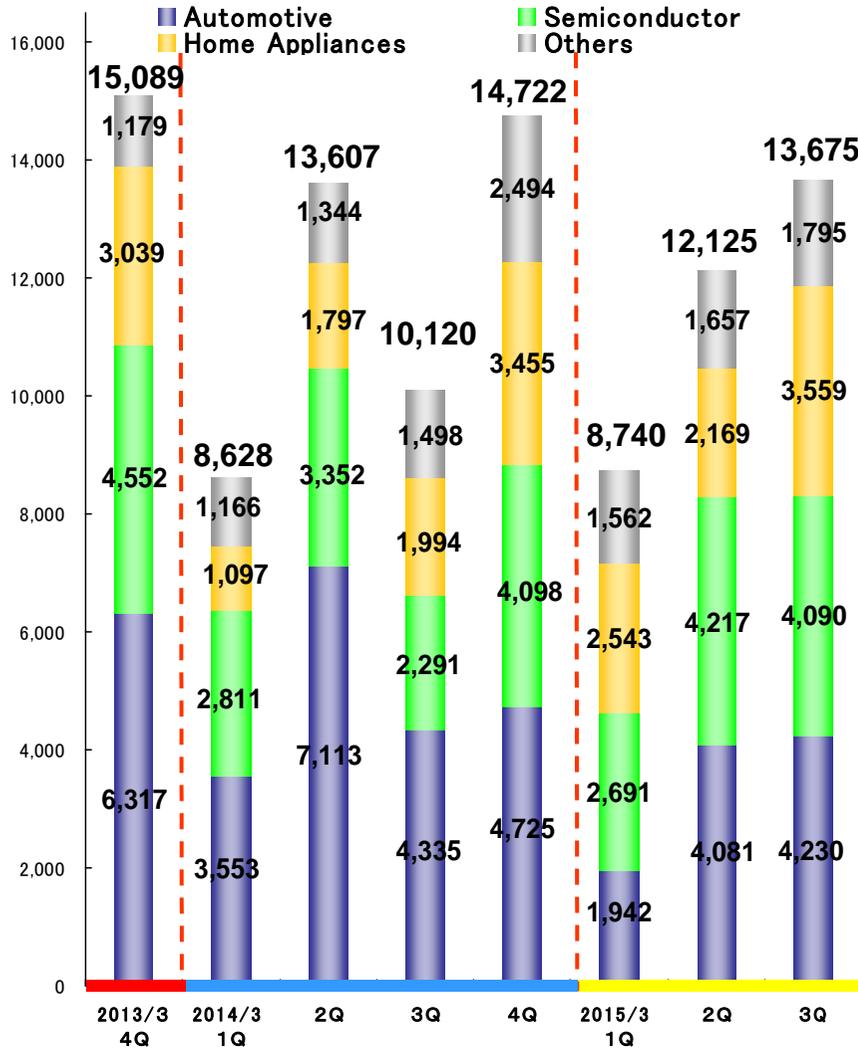
Business Segment	Apr. – Dec. 2013	Apr. – Dec. 2014	Rate of Change
Automotive	9,816	9,144	△6.8%
Semiconductor	4,338	6,801	+56.8%
Home Appliances & others	4,263	8,073	+89.4%
Others	1,607	1,330	△17.2%
TOTAL	20,026	25,350	+26.6%



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

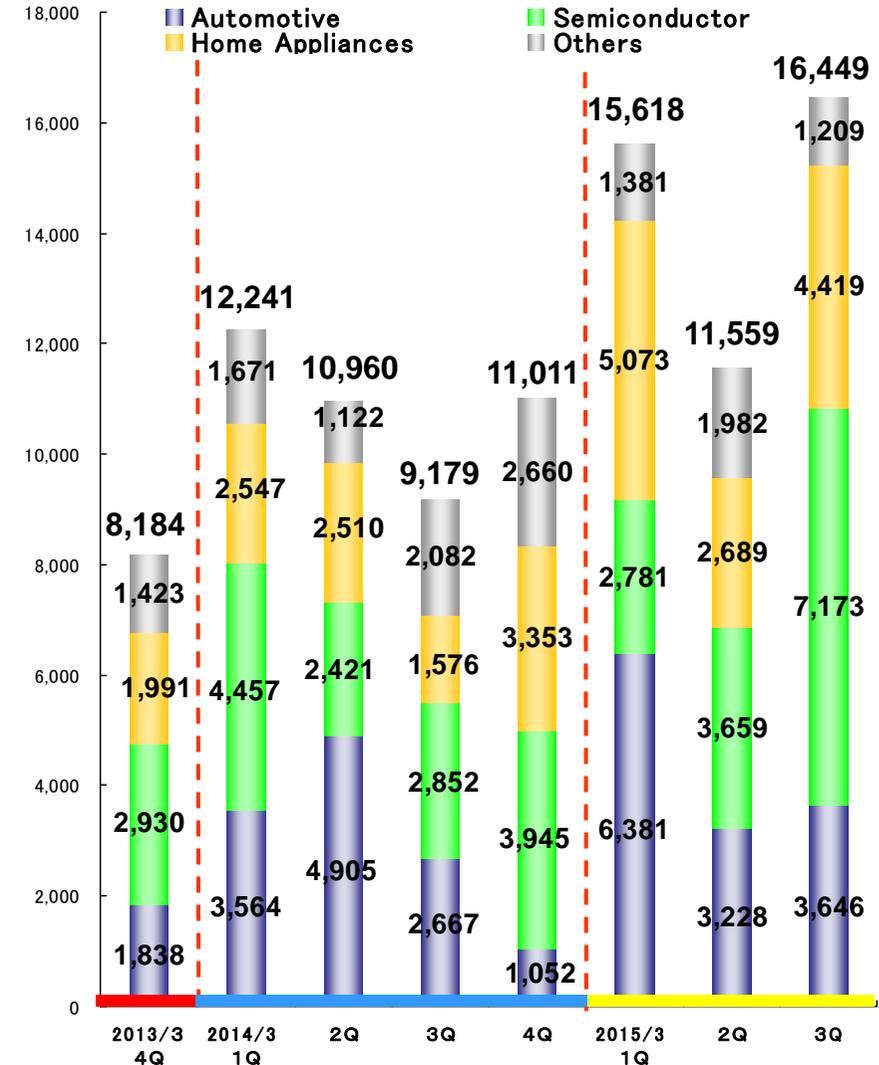
## Divisional Net Sales Transition by Quarter

(Unit: millions of Yen)



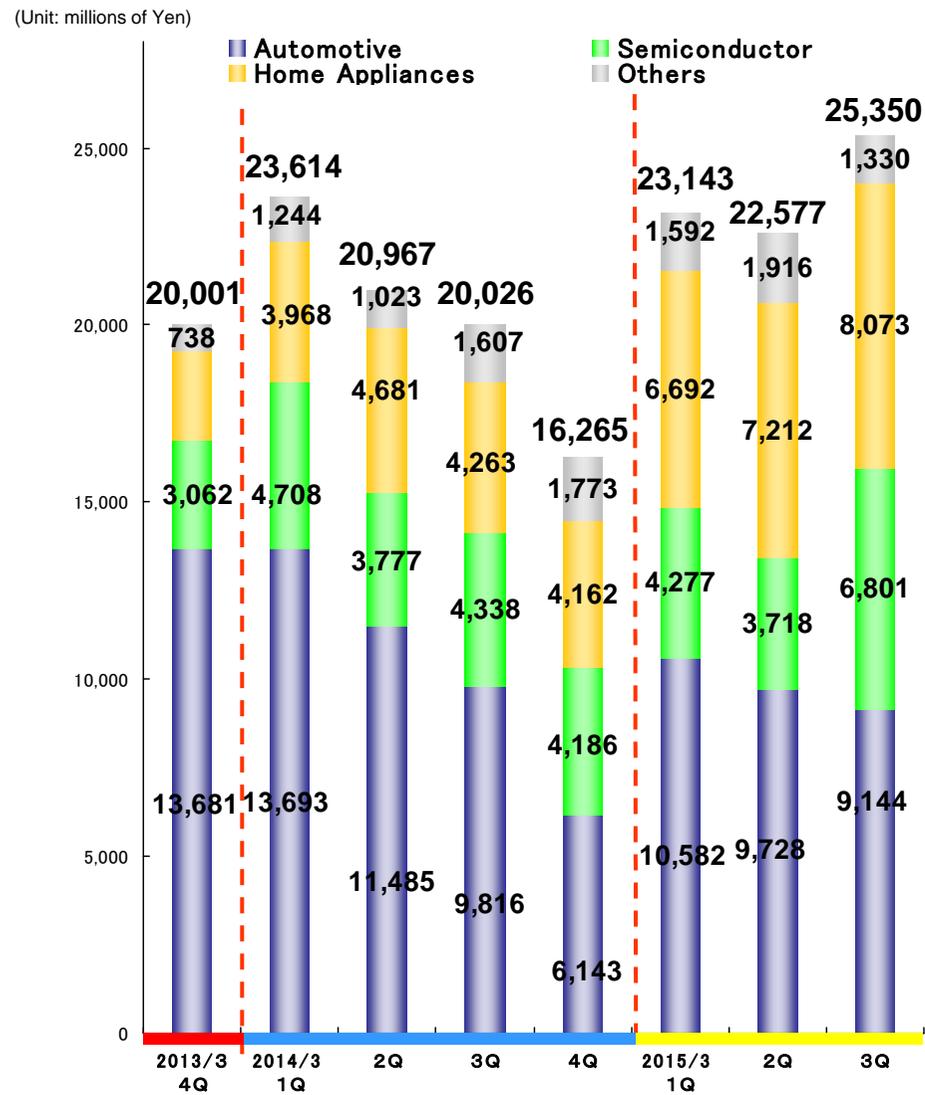
## Divisional Orders Received Transition by Quarter

(Unit: millions of Yen)



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

Divisional Orders Outstanding Transition by Quarter



## II Topics

### Hirata's subsidiaries participated in China International Industry Fair

**Various types of robots, automated equipment for smart-phones and automobile components were displayed and there were lots of inquiries from customers.**

Hirata Automated Machinery (Shanghai) Co., Ltd. and Hirata Mechanical Equipment Sales (Shanghai) Co., Hirata's subsidiaries, made a presentation at the 16<sup>th</sup> China International Industry Fair took place in Shanghai New International Expo Center from November 4 to November 8, 2014. They showed machine-base robots with tripe axis at tip section, SCARA-type robots, automated equipment for smart-phone and automobile components, aiming at increasing Hirata group including those 2 companies, awareness and increasing in orders in China. The people in Hirata's robot department supported those 2 companies in the exhibition.

Many people came to their booth and they have received more than 200 inquiries from customers so far.

Hirata group is delighted to focus on business activity in China market based on various kinds of precious information they obtained in the exhibition.



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

**The nine-month period ended December 31, 2014 (April 1, 2014 - December 31, 2014)**

## III March 2015 Fiscal Year Forecast Earnings Forecast

Note: For the fiscal year ending March 31, 2015, Hirata revised its earnings forecasts on February 12, 2015.

(Unit: millions of Yen)

	First Half April-September 2014	Second Half October 2014 – March 2015	Full Year
<b>Sales</b>	20,865	31,134	52,000
<b>Automotive</b>	6,024	9,975	16,000
<b>Semiconductor</b>	6,908	11,091	18,000
<b>Home Appliances &amp;     others</b>	4,712	7,287	12,000
<b>Others</b>	3,220	2,779	6,000
<b>Operating Income(ratio)</b>	842(4.0%)	1,157(3.7%)	2,000(3.8%)
<b>Ordinary Income(ratio)</b>	818(3.9%)	1,081(3.5%)	1,900(3.7%)
<b>Net Income(ratio)</b>	452(2.2%)	647(2.1%)	1,100(2.1%)

## 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.