

Hirata

The Global Production Engineering Company

Quarterly Financial Results for the nine-month Period ended December 31, 2015

2016.2.10

Hirata Corporation



I Financial Results

The nine-month period ended December 31, 2015 (April 1, 2015 – December 31, 2015)

Hirata



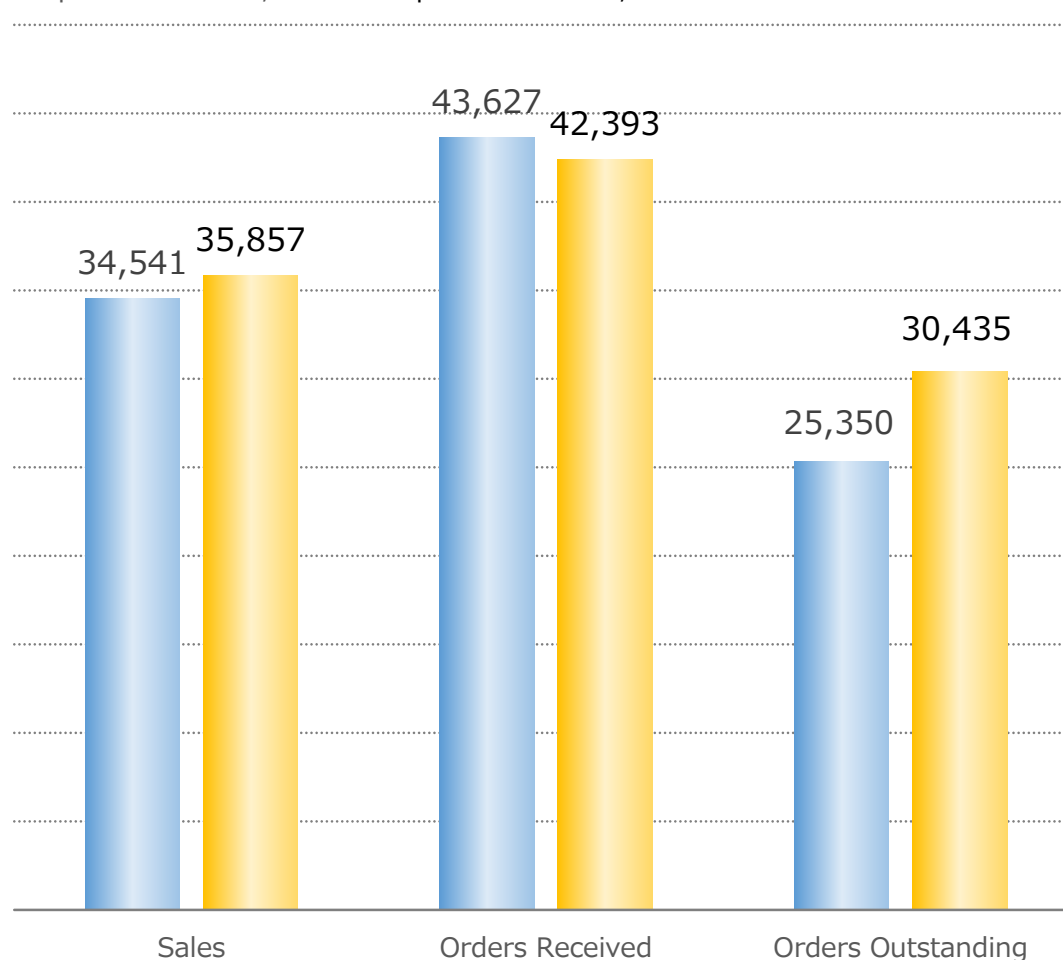
Overview

The sales increased in the field of automotive related business mainly for power train production equipment in the North America and part related equipment business in Japan. That of home appliances related business such as vacuum cleaner and tire production equipment increased as well. As a whole, the total sales increased compared with the year-earlier period, and both operating income and ordinary income also increased.

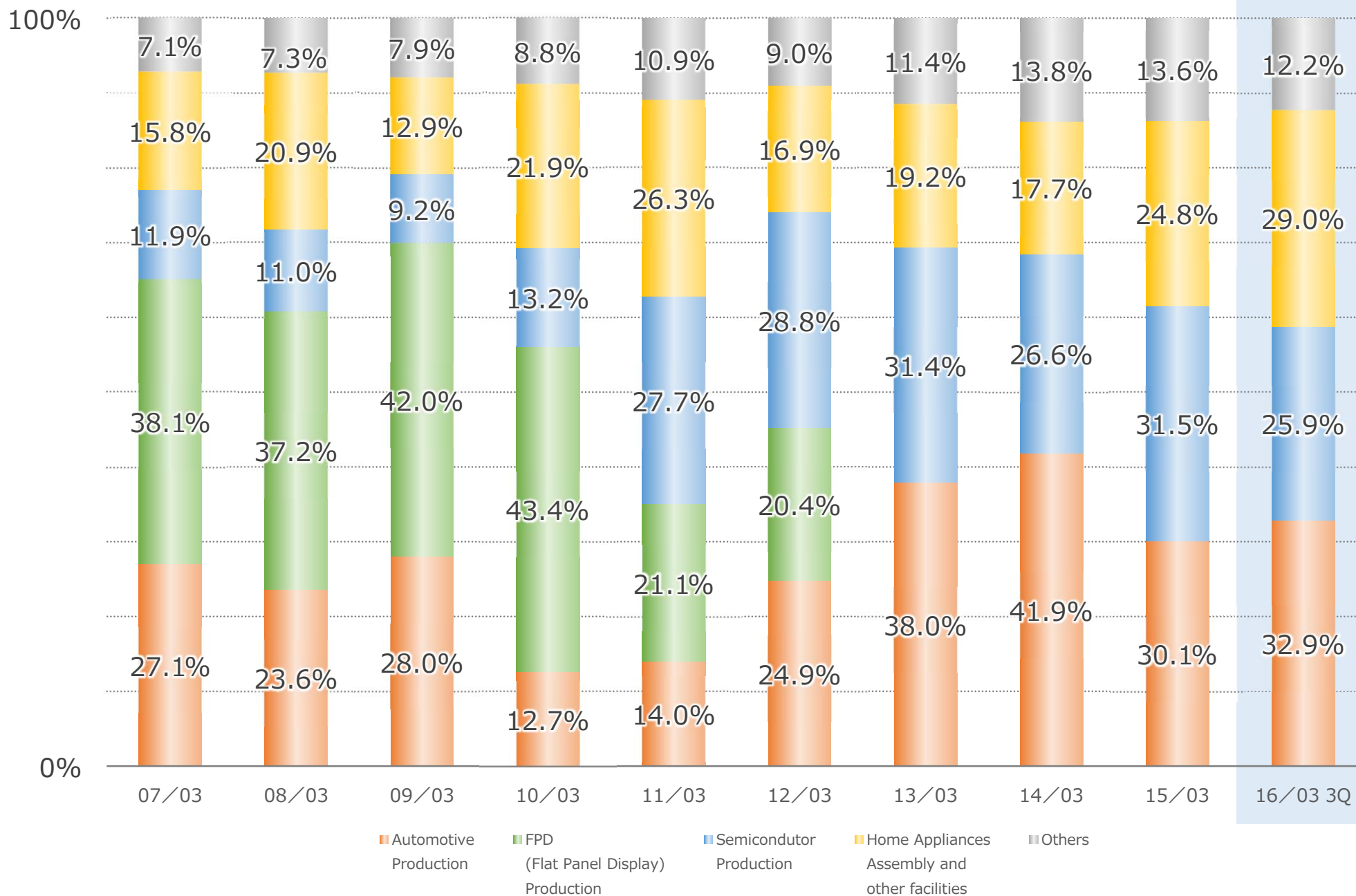
(Unit: millions of Yen)

	Apr. - Dec. 2014	Apr. - Dec. 2015	Rate of Change
Sales	34,541	35,857	+3.8%
Operating Income	1,311	2,282	+74.0%
Ordinary Income	1,228	2,240	+82.3%
Profit Attributable to owners of the parent company	667	1,380	+106.8%

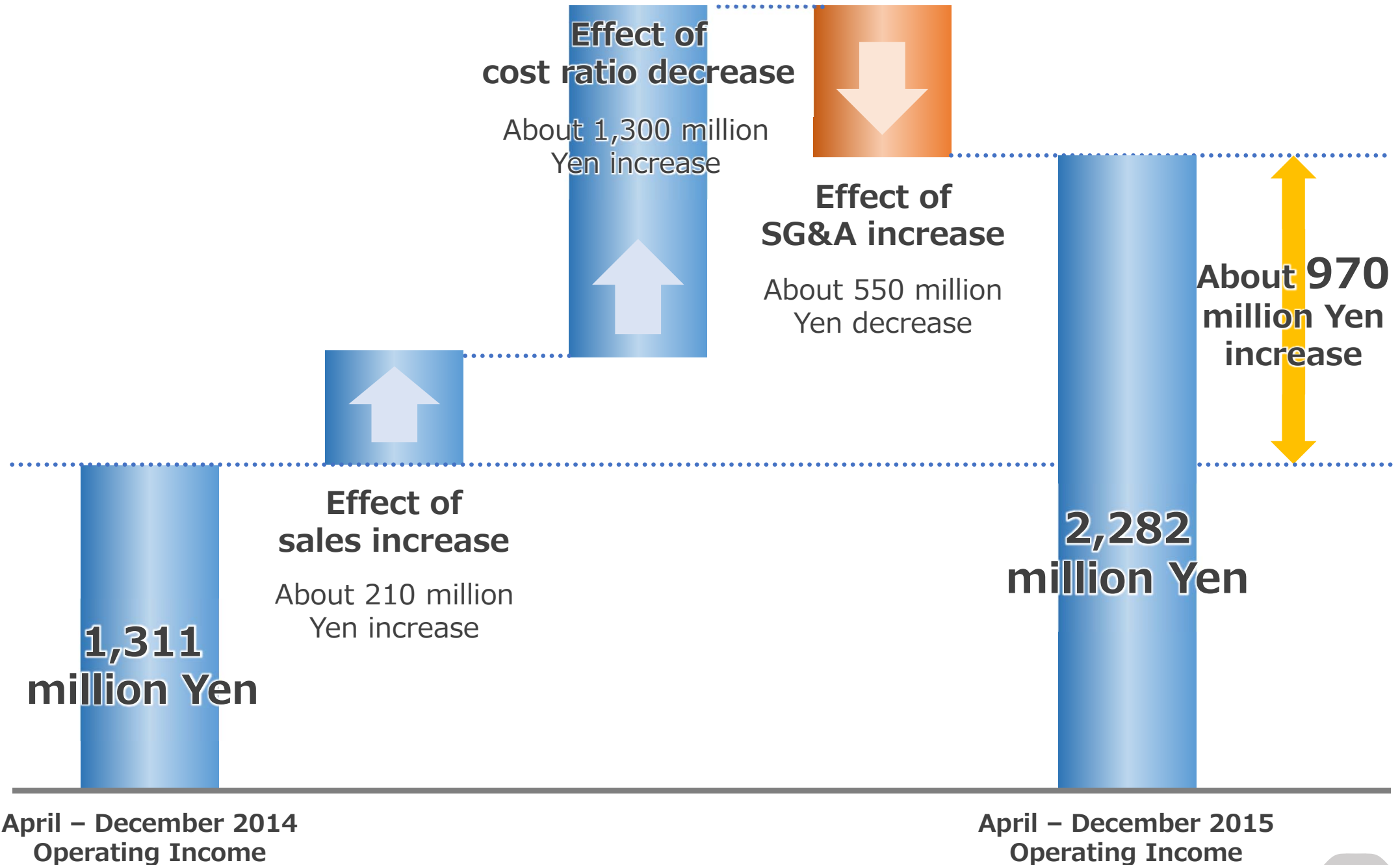
■ April - December, 2014 ■ April - December, 2015 (Unit: millions of Yen)



I Financial Results Net Sales by Business Unit



*The figure of FPD related business was integrated into that of semiconductor related business since April 2012.



I Financial Results

Net Sales, Orders Received and Orders Outstanding by Business Unit

(Unit: millions of Yen)

	Business Unit	Apr. – Dec. 2014	Apr. – Dec. 2015	Rate of Change
Net Sales	Automotive	10,254	11,792	+ 15.0%
	Semiconductor	10,999	9,277	△15.7%
	Home Appliances & others	8,271	10,413	+ 25.9%
	Others	5,015	4,374	△12.8%
	TOTAL	34,541	35,857	+ 3.8%
Orders Received	Automotive	13,255	16,650	+ 25.6%
	Semiconductor	13,615	12,659	△7.0%
	Home Appliances & others	12,183	8,893	△27.0%
	Others	4,573	4,188	△8.4%
	TOTAL	43,627	42,393	△2.8%
Orders Outstanding	Automotive	9,144	14,661	+ 60.3%
	Semiconductor	6,801	7,056	+ 3.7%
	Home Appliances & others	8,073	7,651	△5.2%
	Others	1,330	1,065	△20.0%
	TOTAL	25,350	30,435	+ 20.1%

Participated in the 17th China International Industry Fair 2015, a leading trade show for manufacturing in China, aiming to expand orders received in Chinese market

● Appeal of Hirata's technological capabilities and readiness

Hirata participated in the 17th China International Industry Fair 2015, which took place on November 3–7, 2015, in Shanghai. This is a leading trade show for manufacturing in China which lots of crown companies gathered. Hirata has had success with customer acquisition in the prior fairs.

Our new organization, International Business Headquarters, launched this April, worked closely with subsidiary companies in Japan, Taiwan and China for this Fair. In there, Hirata exhibited 8th generation glass substrate transfer robot for glass and/or panel for televisions and tablets, compact appliance assembly system called "ACS-MD", EFEM(Equipment Front End Module) for semiconductor related production equipment, equipment being operated only with a direct current of 24 volts called "Eco electric stopper" and so on, making an appeal of Hirata groups' technological capabilities and readiness to Chinese market.



The picture shows : ACS-MD(at the bottom left), 10th generation glass substrate transfer robot(at the upper left), EFEM(at the right) and so on



The participants who seem to be interested in one of Hirata's equipment called ACS-MD for assembling device of small home electric appliances.

— Smoother trading conditions with UL standards in the automobile industry of North America

● Acquired UL standards, NITW, UL508A, which is a standard in America

December 2015, Hirata acquired UL standards, NITW, UL508A on control panel manufactured in our Kumamoto plant. This is a safety standard for mainly electrical equipment, which Underwriters Laboratories Inc. develops. There are some states and local governments requiring to have UL standards, which is highly trusted in America, for business. Acquired this standard brings smoother trading conditions in America.

UL-listed products/equipment are required especially in automobile industry in North America. Acquired this standard skips some on-sited tests, shortens work period, reduces costs and enhances Hirata's competitiveness.



This is the control panel, acquired UL standards, for automobile related equipment



UL Certification mark

II March 2016 Fiscal Year Forecast

The nine-month period ended December 31, 2015 (April 1, 2015 – December 31, 2015)

Hirata



II March 2016 Fiscal Year Forecast Earnings Forecast

Note: For the fiscal year ending March 31, 2016, Hirata revised its earnings forecasts on February 10, 2016.

(Unit: millions of Yen)

	Achievement of fiscal year ended March 2015		Forecast of fiscal year ending March 2016	
Sales	52,145		55,000	
Automotive	15,713		16,000	
Semiconductor	16,402		16,000	
Home Appliances & others	12,916		17,000	
Others	7,113		6,000	
Operating Income (ratio)	2,123	(4.1%)	2,700	(4.9%)
Ordinary Income (ratio)	1,962	(3.8%)	2,700	(4.9%)
Profit attributable to owners of the parent company (ratio)	946	(1.8%)	1,700	(3.1%)

Cash dividend per share

Note: For the fiscal year ending March 31, 2016, Hirata revised its expected dividends on February 10, 2016.

(Unit: millions of Yen)

	Second Quarter	End of period	TOTAL	Dividend ratio (%)
Previous Forecast	—	15.00	15.00	11.1
Revised Forecast	—	30.00	30.00	18.0
Current results	—			
Results in the previous term (April 2014 – March 2015)	—	15.00	15.00	16.4

Transition of cash dividend per share and dividend ratio

(Unit: millions of Yen)

	April 2011 – March 2012	April 2012 – March 2013	April 2013 – March 2014	April 2014 – March 2015	April 2015 – March 2016
Cash dividend per share	15.00	12.50	12.50	15.00	30.00
Dividend ratio (%)	32.2	46.1	15.5	16.4	18.0

Please be noted that dividend ratio is on a consolidated basis.

Forecasts and other forward-looking statements presented here represent judgment we made based on information available at the time this presentation was prepared, and involve risks or uncertainties, such as economic conditions, competition with rival companies, and exchange rate. Readers should understand, therefore, that actual results may be significantly different from forecasts referred to or stated here due to changes in business environments and other factors.