

# Hirata

The Global Production Engineering Company

## Quarterly Financial Results for the three-month Period Ended June 30, 2016

2016.8.10

Hirata Corporation



# I Financial Results

---

The three-month period ended June 30, 2016 (April 1, 2016 - June 30, 2016)

**Hirata**



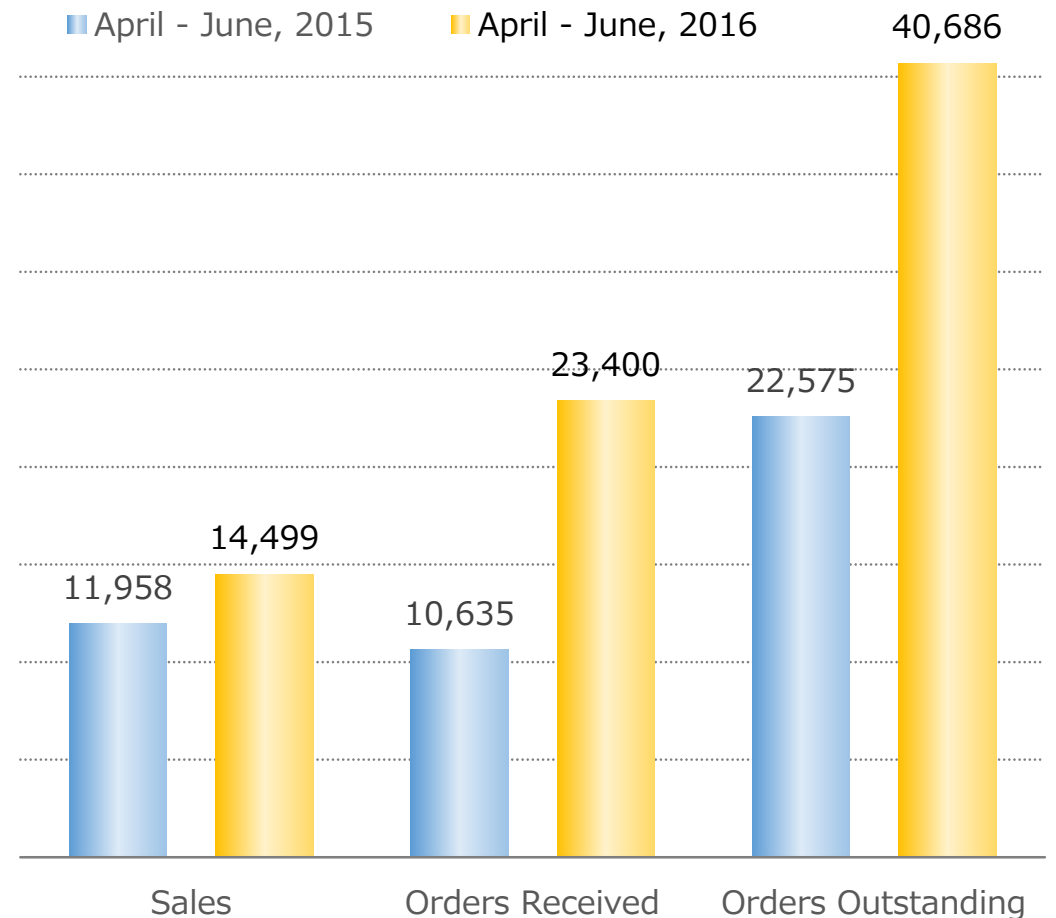
### Overview

In the field of automotive related business, the sales of power train production equipment in the North America and that of parts related business for domestic manufacturers continued strong. In addition, the sales of organic EL related equipment expanded in the field of semiconductor related business. In total, sales and profits rose compared with the year-earlier period.

(Unit: millions of Yen)

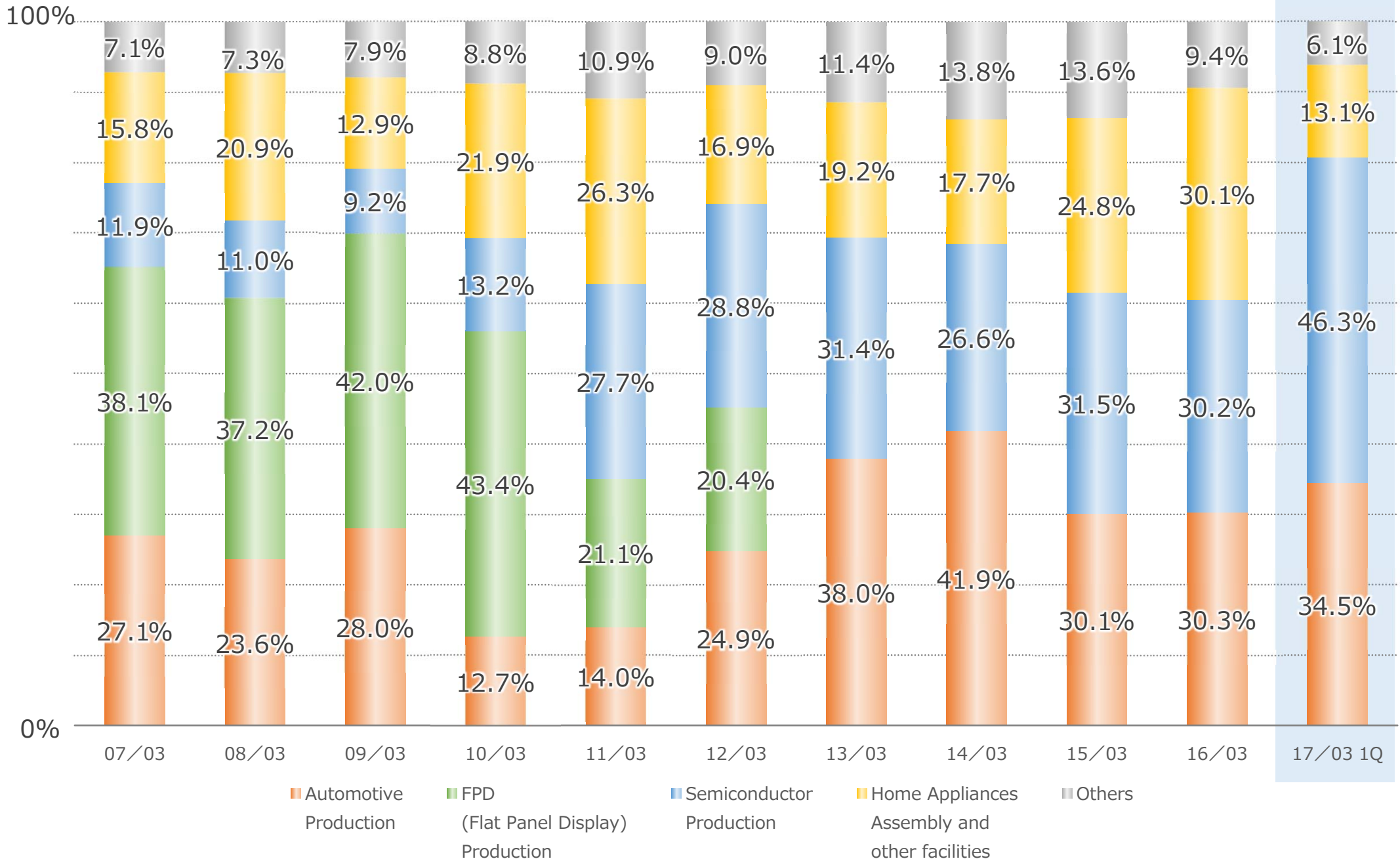
	April- June 2015	April- June 2016	Rate of Change
Sales	11,958	14,499	+21.2%
Operating Income	886	1,519	+71.5%
Ordinary Income	904	1,335	+47.6%
Profit attributable to owners of the parent company	456	789	+72.9%

(Unit: millions of Yen)

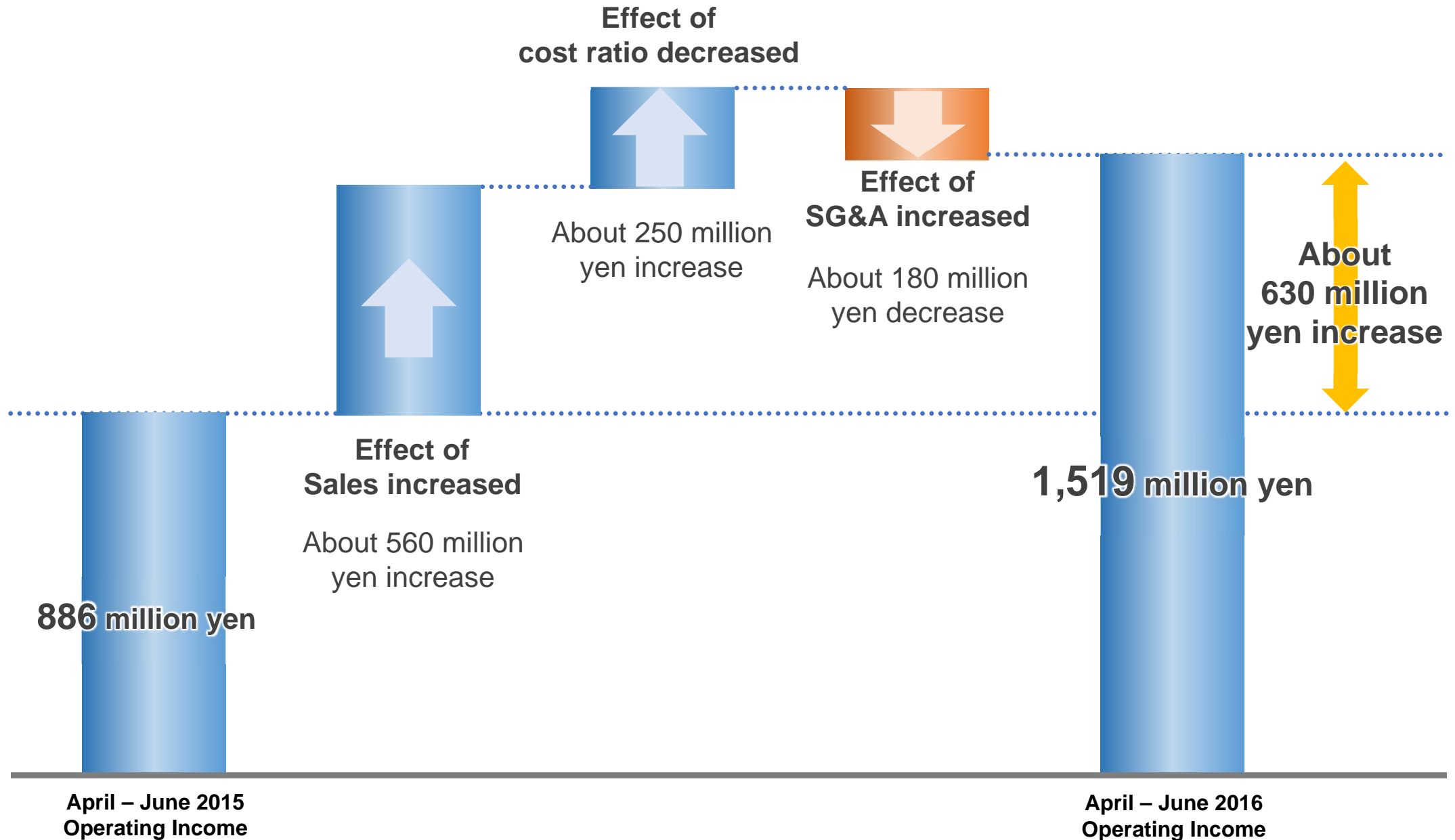


# I Financial Results

## 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	April – June 2015	April - June 2016	Rate of Change
Net Sales	Automotive	4,172	4,999	+19.8%
	Semiconductor	2,424	6,714	+176.9%
	Home Appliances & others	3,635	1,897	△47.8%
	Others	1,726	888	△48.5%
	<b>TOTAL</b>	<b>11,958</b>	<b>14,499</b>	<b>+21.2%</b>
Orders Received	Automotive	2,370	7,377	+211.2%
	Semiconductor	3,894	10,865	+179.0%
	Home Appliances & others	2,793	2,564	△8.2%
	Others	1,577	2,593	+64.4%
	<b>TOTAL</b>	<b>10,635</b>	<b>23,400</b>	<b>+120.0%</b>
Orders Outstanding	Automotive	8,001	17,543	+119.3%
	Semiconductor	5,143	12,964	+152.1%
	Home Appliances & others	8,329	7,555	△9.3%
	Others	1,101	2,621	+138.0%
	<b>TOTAL</b>	<b>22,575</b>	<b>40,686</b>	<b>+80.2%</b>



## Introducing Hirata's award-winning contents

### ● Partnership Award from Dyson

Hirata Corporation(Hirata) is pleased to announce that it received the Partnership Award from Dyson at its annual Supplier Day held in Nusajaya, Malaysia on June 16, 2016. Hirata was chosen for the third successive year. This time, Hirata was honored for its delivery management, technological capabilities, and quality control based on Dyson's strict requirements for motor manufacturing systems. During the presentation of the award, Dyson showed a video of the launch of its Dyson Supersonic™ hair dryer in Tokyo in April. It featured Sir James Dyson, founder and owner of Dyson, telling the media how Hirata has partnered with Dyson throughout the years.



## Hirata's effort for reconstruction assistance after Kumamoto earthquakes

Hirata engaged in reconstruction assistance as shown below after Kumamoto earthquakes happened in April.

**1** Head office relocation from Tokyo to Kumamoto

**2** Recruiting more than 100 term employees

**3** Supporting to employees  
•special leave, special payment for disaster, and loan for reconstruction

**4** Setting up of shareholder special benefit plan  
Shareholders choose either of them.  
•Donations for rebuilding Kumamoto Castle  
•Prepaid card with donations for rebuilding Kumamoto Castle

**5** Supporting to business partner of 244 companies

**6** Realizing comprehensive partnership with Kumamoto University



TV commercial about the head office relocation from Tokyo to Kumamoto



Shareholder special benefit prepaid card called "QUO" card

©2010 Kumamoto prefecture KUMAMON #K1761



# II March 2017 Fiscal Year Forecast

The three-month period ended June 30, 2016 (April 1, 2016 – June 30, 2016)

**Hirata**



\* There is no change on our earnings forecast.

(Unit: millions of Yen)

	Achievement of fiscal year ended March 2016		Forecast of fiscal year ending March 2017	
<b>Sales</b>	53,048		<b>60,000</b>	
Automotive	16,065		<b>20,000</b>	
Semiconductor	16,014		<b>20,000</b>	
Home Appliances & others	16,000		<b>15,000</b>	
Others	4,968		<b>5,000</b>	
<b>Operating Income (ratio)</b>	2,924	(5.5%)	<b>3,500</b>	<b>(5.8%)</b>
<b>Ordinary Income (ratio)</b>	2,825	(5.3%)	<b>3,500</b>	<b>(5.8%)</b>
<b>Profit attributable to owners of the parent company (ratio)</b>	1,713	(3.2%)	<b>2,300</b>	<b>(3.8%)</b>

## Measures in order to achieve our business plan

We expect that the sales exceed the previous sales, which is the highest ever. In order to achieve our business plan for sure, we make effective use of internal resources and outsourcing partially for the automotive and semiconductor related business, which are expecting a robust growth in revenue. A facility adding to an existing factory will be completed in October and the new one will be used for consignment manufacturing projects of organic EL expecting a large increase in production.

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.