

Hirata

The Global Production Engineering Company

Quarterly Financial Results for the six-month Period Ended September 30, 2016

2016.11.24

Hirata Corporation



I Financial Results

The six-month period ended September 30, 2016 (April 1, 2016 - September 30, 2016)

Hirata



Overview

The sales increased rapidly in the field of semiconductor related business mainly for organic EL deposition equipment. As to the sales of the automotive related business, power train production equipment in the North America and parts related equipment business in Japan also went well. As a result, the second-quarter sales figures reached a new high in this period ever. Each profit marked the largest-ever figure as well. Both the number of orders received and orders outstanding were up more than double, which also recorded the highest-ever figure.

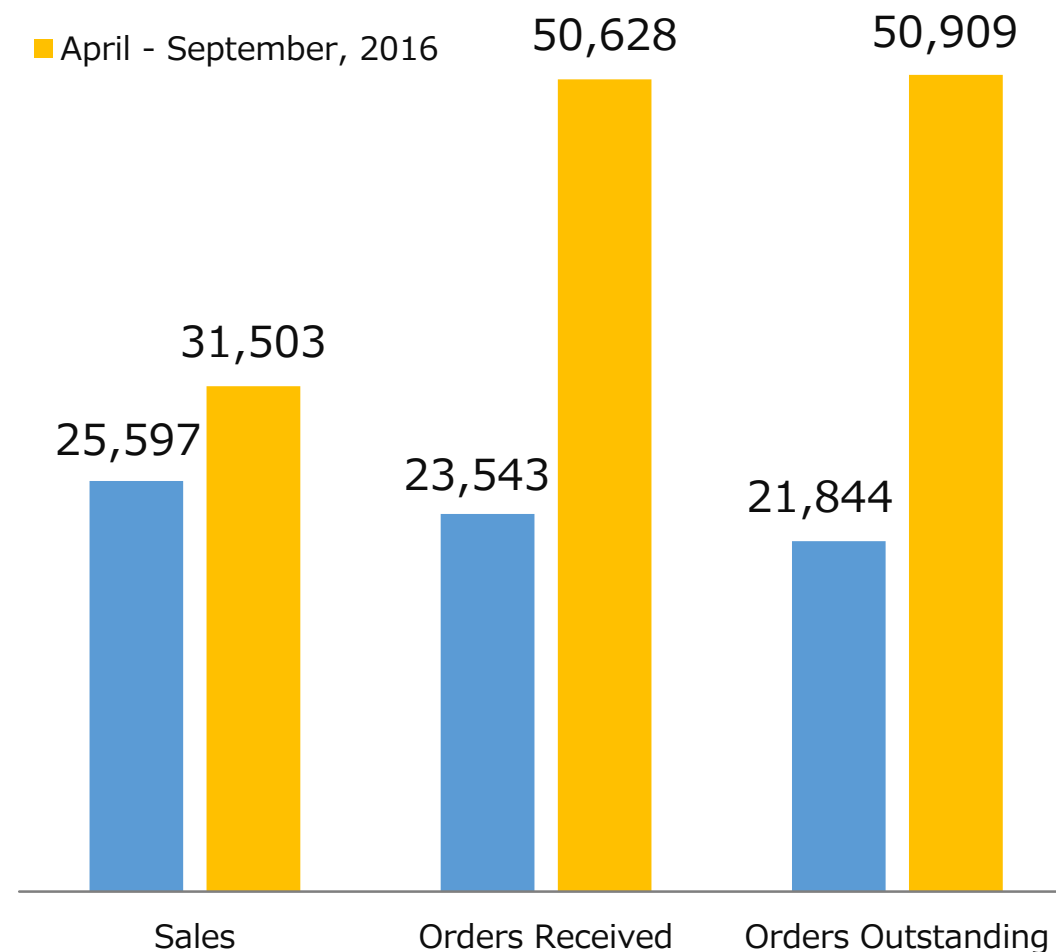
(Unit: millions of Yen)

	April - September 2015	April - September 2016	Rate of Change
Sales	25,597	31,503	+23.1%
Operating Income	1,713	3,287	+91.9%
Ordinary Income	1,637	2,964	+81.1%
Profit attributable to owners of the parent company	958	1,903	+98.6%

■ April - September, 2015

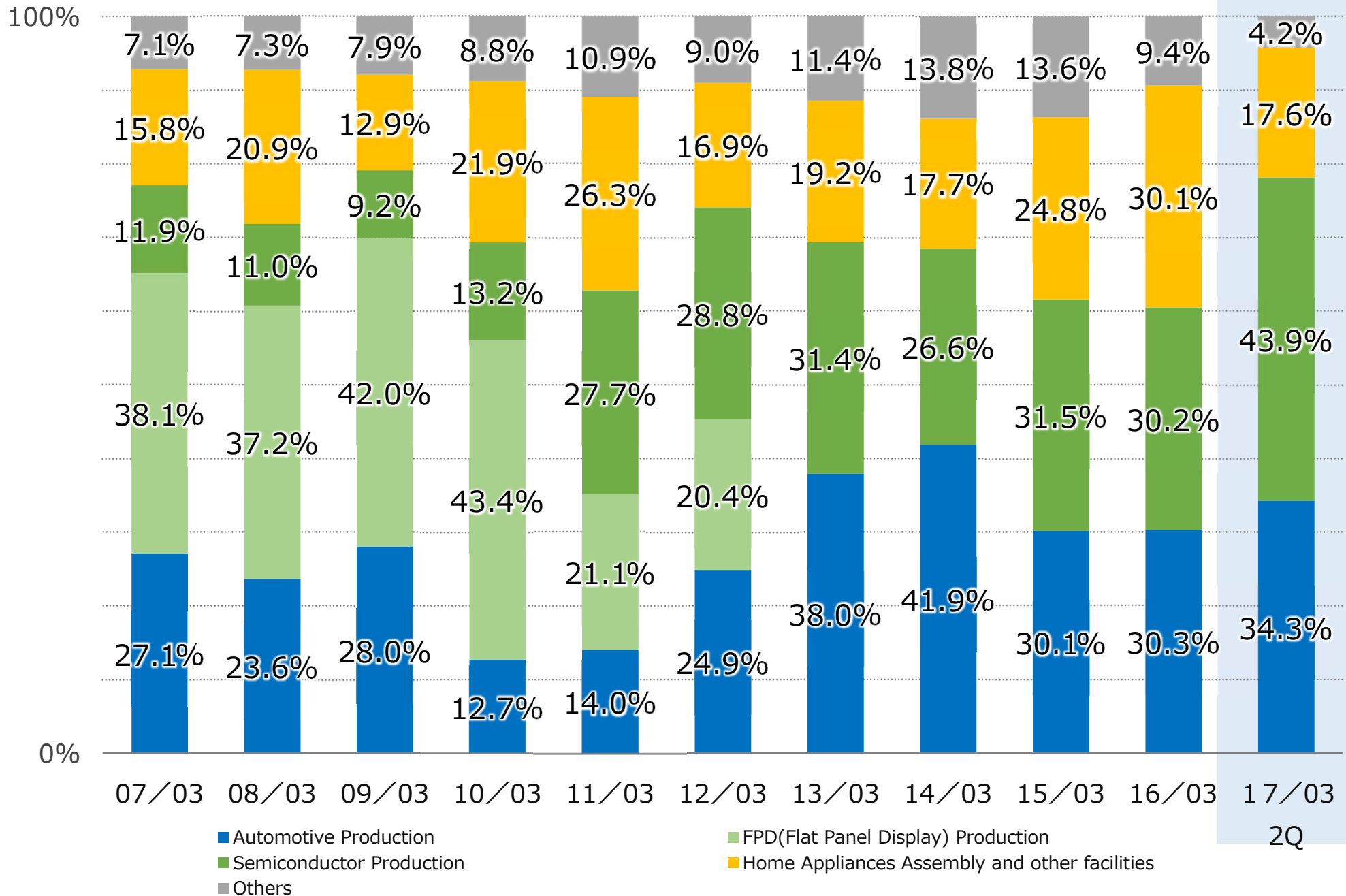
■ April - September, 2016

(Unit: millions of Yen)

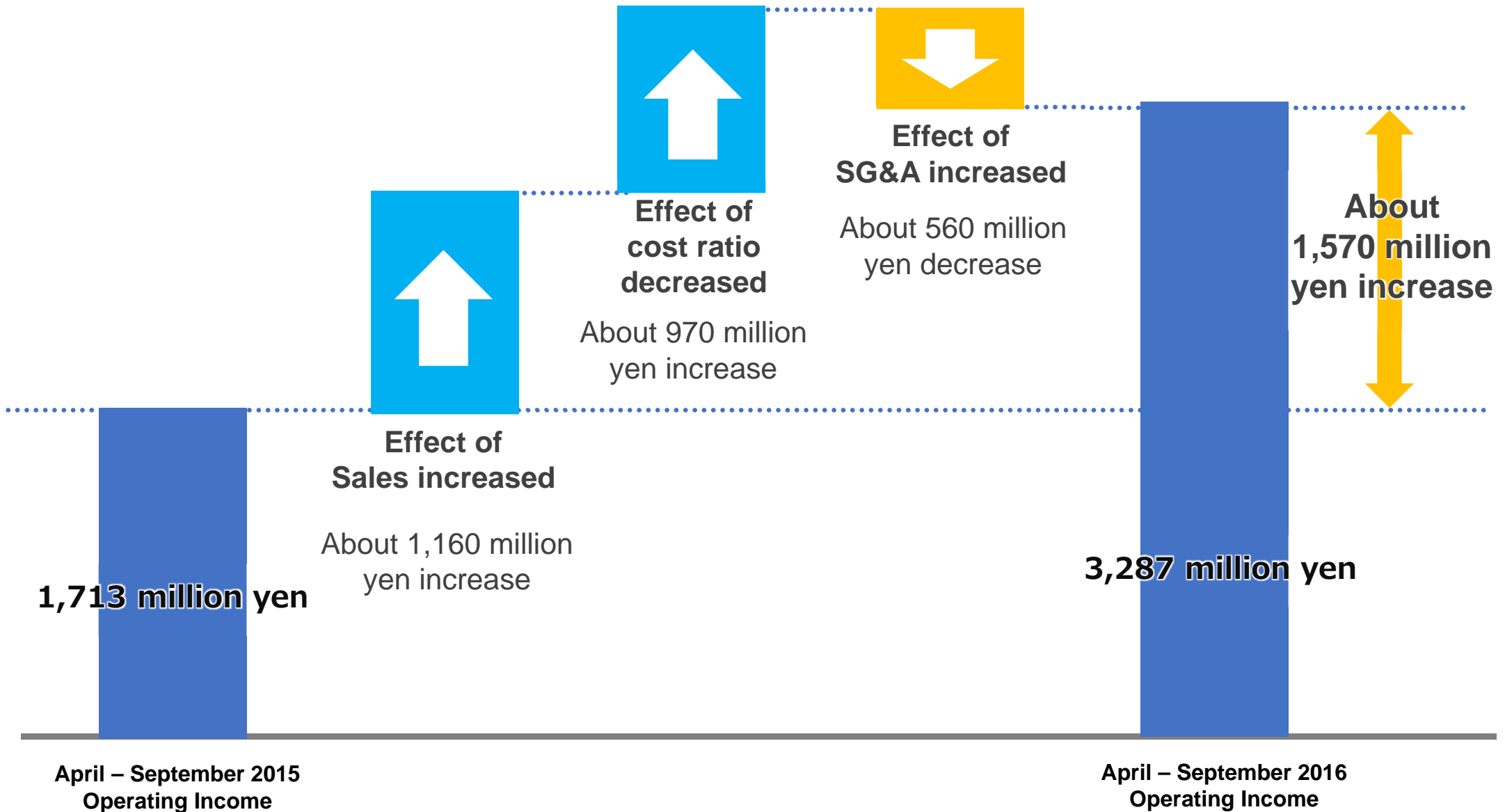


I Financial Results

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. – Sep 2015	Apr. – Sep 2016	Rate of Change
Net Sales	Automotive	8,661	10,791	+ 24.6%
	Semiconductor	6,299	13,825	+ 119.5%
	Home Appliances & others	7,360	5,550	△24.6%
	Others	3,276	1,336	△59.2%
	TOTAL	25,597	31,503	+ 23.1%
Orders Received	Automotive	6,319	22,098	+ 249.7%
	Semiconductor	8,037	19,283	+ 139.9%
	Home Appliances & others	5,528	6,077	+ 9.9%
	Others	3,657	3,169	△13.3%
	TOTAL	23,543	50,628	+ 115.0%
Orders Outstanding	Automotive	7,462	26,473	+ 254.8%
	Semiconductor	5,411	14,270	+ 163.7%
	Home Appliances & others	7,339	7,414	+ 1.0%
	Others	1,631	2,750	+ 68.6%
	TOTAL	21,844	50,909	+ 133.1%

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
Supporting to business partner of 244 companies

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

4 Donation for restoring support of Kumamoto Castle

5 Setting up of shareholder special benefit plan
Shareholders choose either 1 or 2
1. Donations for rebuilding Kumamoto Castle
2. Prepaid card with donations for rebuilding Kumamoto Castle
• Offering benefits to shareholders who would like to have

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

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II March 2017 Fiscal Year Forecast

The six-month period ended September 30, 2016 (April 1, 2016 – September 30, 2016)

Hirata



* We upgraded our earnings forecast on November 11, 2016.

(Unit: millions of Yen)

	Achievement of fiscal year ended March 2016		Forecast at the beginning of April for fiscal year ending March 2017		Assessment figure for fiscal year ending March 2017 (updated on Nov. 11, 2016)	
Sales	53,048		60,000		70,000	
Automotive	16,065		20,000		26,000	
Semiconductor	16,014		20,000		26,000	
Home Appliances & others	16,000		15,000		15,000	
Others	4,968		5,000		3,000	
Operating Income (ratio)	2,924	(5.5%)	3,500	(5.8%)	5,000	(7.1%)
Ordinary Income (ratio)	2,825	(5.3%)	3,500	(5.8%)	4,500	(6.4%)
Profit attributable to owners of the parent company (ratio)	1,713	(3.2%)	2,300	(3.8%)	3,300	(4.7%)

Reasons for upgrading our sales estimate & measures in order to achieve our business plan

It is expected that the sales and each profit for the whole fiscal year largely surpass the forecast released previously. This is because we have received many orders mainly for the field of semiconductor and automotive related business. After the third-quarter, we absorb heavily loaded work in an extended facility for organic EL related business and are to meet our goal by completing current orders without fail.

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.