# Financial Results for the Fiscal Year 2012 First Quarter 

# STAR MICRONICS CO., LTD. http://www.star-m.jp 

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|  |  |  |  |  |  |  |  |  |  | (Millions of Yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | FY2/11 |  |  |  |  |  |  |  | FY |  | Change <br> (\%) <br> YoY |
|  |  | 1Q Actual |  | 2Q Actual |  | 3Q Actual |  | 4Q Actual |  | 1Q Actual |  |  |
|  |  | Amount | Income <br> Ratio <br> (\%) | Amount | Income <br> Ratio <br> (\%) | Amount | Income <br> Ratio <br> (\%) | Amount | Income <br> Ratio <br> (\%) | Amount | Income <br> Ratio $\qquad$ |  |
| Sales |  |  |  |  |  |  |  |  |  |  |  |  |
| Special Products |  | 1,837 |  | 2,137 |  | 1,817 |  | 1,989 |  | 1,876 |  | 2.1 |
| Components |  | 1,522 |  | 1,162 |  | 899 |  | 816 |  | 765 |  | (49.7) |
| Machine Tools |  | 3,778 |  | 4,378 |  | 4,185 |  | 6,943 |  | 5,468 |  | 44.7 |
| Precision Products |  | 1,015 |  | 1,133 |  | 1,105 |  | 993 |  | 1,012 |  | (0.3) |
| Total |  | 8,154 |  | 8,812 |  | 8,008 |  | 10,742 |  | 9,123 |  | 11.9 |
| Operating Income |  |  |  |  |  |  |  |  |  |  |  |  |
| Special Products |  | 159 | 8.7 | 266 | 12.5 | 189 | 10.4 | 125 | 6.3 | 121 | 6.5 | (23.8) |
| Components |  | (191) | - | (58) | - | (90) | - | (217) | - | (193) | - | - |
| Machine Tools |  | 262 | 7.0 | 420 | 9.6 | 213 | 5.1 | 1,278 | 18.4 | 828 | 15.1 | 215.3 |
| Precision Products |  | 140 | 13.8 | 214 | 19.0 | 246 | 22.3 | 122 | 12.4 | 160 | 15.9 | 14.5 |
| Eliminations or Corporate |  | (416) |  | (408) |  | (395) |  | (433) |  | (436) |  |  |
| Total |  | (45) | - | 434 | 4.9 | 163 | 2.0 | 875 | 8.2 | 481 | 5.3 | - |
| Ordinary Income |  | 9 | 0.1 | 213 | 2.4 | 98 | 1.2 | 872 | 8.1 | 605 | 6.6 |  |
| Net Income |  | $(1,062)$ | - | (20) | - | (57) | - | 1,301 | 12.1 | 261 | 2.9 | - |
| Exchange Rate | US\$ | ¥ 90. |  |  |  |  |  |  |  | ¥ 82 |  |  |
|  | EUR | ¥125. |  |  |  |  |  |  |  | $¥ 112$ |  |  |
|  | GBP | ¥141. |  |  |  |  |  |  |  | $¥ 131$ |  |  |
|  | CHF | ¥ 85. |  |  |  |  |  |  |  | ¥ 87 |  |  |



- Sales of thermal printer products are increasing atop firm growth in South America and recovering demand in the North American market.
- In the brisk Chinese market, sales are growing on robust demand for dot-matrix printers.
- Sales in the European market are lower due mainly to financial concerns in southern Europe and political turmoil in the Middle East, overshadowing a recovery in demand centered on Germany.
(Thousand Units)


FY2/11



- In products for the automobile market, sales are declining on production cutbacks by automakers due to the March 2011 earthquake.
- Sales of products for the mobile phone market are falling sharply, reflecting contraction in the handling of lessprofitable products.

- In the European market, sales are rising sharply on high capital investment by export-sector companies.
- Sales in the Asian market are higher, as growth in East Asian markets is joined by robust capital investment in automobiles and motorcycles in Southeast Asian markets.
- In the U.S. market, growth in capital investment has emerged in medical-related and automobile-related fields.


- Wristwatch component sales are increasing on firm sales of Japanese-made wristwatches, coupled with a swift recovery in production following the Great East Japan Earthquake, notwithstanding the impact on some makers.
- In non-wristwatch components, sales of car audio components and HDD components was flat year on year, reflecting model changes among customers for the former and a decline in low-priced PC sales in Japan for the latter.

Sales of Non-wristwatch Components


| Segment | Products |  |  |
| :--- | :--- | :--- | :--- |
| Special Products | POS Printers <br> Card Reader/Writers | Micro Audio Components |  |

