## Financial Results for the Fiscal Year 2013 Second Quarter STAR MICRONICS CO., LTD. http://www.star-m.jp

2012/09/27

## Contents

■Overview of Fiscal 2013
Second Quarter P2
■Financial Data P3
■ Segment Overview

- Special Products P4
- Components P5
- Machine Tools P6
- Precision Products P7
■Operating Income by Segment P8
■ Capital Investment ..... P9
Balance Sheets ..... P10
-Cash Flows/Other ..... P11
■Shareholder Returns ..... P12
Performance Indicators (10-Year Data) ..... P13
$\square$ Reference: Business Segmentsand Products P14

Operating income and ordinary income declined, owing to sales in the Machine Tools business falling

| Net Sales | $: ¥ 19.5$ billion |  |
| :--- | :--- | :--- |
| Operating Income | $¥ 1.1$ billion |  |
| Ordinary Income | $:$ | $¥ 17.2$ billion down YoY |
| Net Income | $:$ | $¥ 1.9$ billion $17.2 \%$ down YoY |
| $103.4 \%$ up YoY |  |  |

Net income increased as a result of posting insurance income in connection with damage from the Thai floods as an extraordinary gain.

## Financial Data

(Millions of Yen)

|  | Second Quarter |  |  |  |  | Full-Year |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q for FY2/12 |  | 2Q for FY2/13 <br> Actual |  |  | $\begin{gathered} \text { FY2/12 } \\ \text { Actual } \end{gathered}$ |  | FY2/13 Forecast |  |  |
|  | Amount | Income Ratio (\%) | Amount | Income Ratio (\%) | $\begin{gathered} \text { YoY } \\ \text { Change (\%) } \end{gathered}$ | Amount | Income Ratio (\%) | Amount | Income Ratio (\%) | $\begin{gathered} \text { YoY } \\ \text { Change (\%) } \end{gathered}$ |
| Sales |  |  |  |  |  |  |  |  |  |  |
| Special Products | 3,678 |  | 3,892 |  | 5.8 | 7,806 |  | 8,340 |  | 6.8 |
| Components | 1,515 |  | 1,681 |  | 11.0 | 2,944 |  | 3,120 |  | 6.0 |
| Machine Tools | 12,426 |  | 11,791 |  | (5.1) | 26,639 |  | 24,120 |  | (9.5) |
| Precision Products | 2,122 |  | 2,229 |  | 5.1 | 4,263 |  | 4,320 |  | 1.3 |
| Total | 19,742 |  | 19,595 |  | (0.7) | 41,654 |  | 39,900 |  | (4.2) |
| Operating Income |  |  |  |  |  |  |  |  |  |  |
| Special Products | 198 | 5.4 | 100 | 2.6 | (49.1) | 581 | 7.4 | 540 | 6.5 | (7.1) |
| Components | (530) | - | (121) | - | - | (955) | - | (220) | - |  |
| Machine Tools | 2,292 | 18.4 | 1,839 | 15.6 | (19.7) | 5,365 | 20.1 | 3,350 | 13.9 | (37.6) |
| Precision Products | 373 | 17.6 | 329 | 14.8 | (12.0) | 762 | 17.9 | 650 | 15.0 | (14.7) |
| Eliminations or Corporate | (888) |  | (955) |  |  | $(1,801)$ |  | $(2,020)$ |  |  |
| Total | 1,446 | 7.3 | 1,193 | 6.1 | (17.5) | 3,952 | 9.5 | 2,300 | 5.8 | (41.8) |
| Ordinary Income | 1,545 | 7.8 | 1,279 | 6.5 | (17.2) | 4,025 | 9.7 | 2,500 | 6.3 | (37.9) |
| Net Income | 951 | 4.8 | 1,936 | 9.9 | 103.4 | 2,426 | 5.8 | 2,900 | 7.3 | 19.5 |


| ROE (\%) | - | - | 6.7 |  |
| :--- | :---: | :---: | :---: | :---: |
| Cash Dividends Applicable to the Year | $¥ 13$ | $¥ 15$ | $¥ 26$ |  |
| DOE (\%) | - | - | 3.7 |  |

※ROE(Return on Equity) $=$ Net Income/Shareholders' Equity (average for the beginning and end of the period)x 100(\%)
※DOE (Dividend on Equity) =The ratio of the non-consolidated dividend per common share (annual) /consolidated net assets per share(year average)x 100(\%)

| 2nd Half |  | Full-Year |
| :---: | :---: | :---: |
| Assumed <br> Exchange Rate | Sensitivity of operating <br> ncome eo a al change in <br> foreign exchange rates | Assumed <br> Exchange Rate |
| $¥ 80.00$ | $¥ 29$ million | $¥ 79.87$ |
| $¥ 100.00$ | $¥ 25$ million | $¥ 101.73$ |
| $¥ 120.00$ | $¥ 6$ million | $¥ 122.86$ |
| $¥ 83.00$ | $¥ 20$ million | $¥ 84.44$ |

## Special Products



- Sales of thermal printers were brisk in the Americas, owing to new contracts that were won in North America and the introduction of the new BSC10 thermal printers in emerging markets.
- Sales in European markets were comparable to the previous fiscal year despite being impacted by debtrelated concerns.
- Sales of dot-matrix printers in Asia declined, mainly in reaction to the economic slowdown in China.
- In Japan, sales of thermal printers grew, most notably for the POS market.


Sales Volume by Region


## Components

Sales
Sales Volume by Markets



This segment is scheduled to be terminated at the end of the current fiscal year. The Star Micronics Group is responding to final shipment requests and carrying out necessary tasks for the transfer of operations. Against this backdrop, sales rose in step with increased production by automakers, coupled with sales price revisions.

## Machine Tools

Sales Volume by Region


- In the U.S. market, sales were brisk as capital investment gained momentum in the medical-related and automobile sectors.
- Sales in Europe were lower, reflecting lackluster market conditions.
- In the Asian market, sales grew buoyed by robust capital investment among customers in the automobile and motorcycle-related sectors in Southeast Asia.
- In the Japanese market, sales rose atop a recovery in production mainly among automakers.



## Precision Products

Sales


## Operating Income by Segment

(Millions of Yen)



## Capital Investment

【Main Capital Investment Track Record and Plans】


## Balance Sheets

(Millions of Yen)

|  |  | Feb. 2010 Actual |  | Feb. 2011 Actual |  | Feb. 2012 Actual |  | Feb. 2013 Forecast |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | Component percentages | Amount | Component percentages | Amount | Component percentages | Amount | Component percentages |
| Assets | Cash and deposit | 15,349 | 30\% | 14,769 | 30\% | 15,640 | 30\% | 14,100 | 27\% |
|  | Trade notes and accounts receivable | 9,114 | 18\% | 9,288 | 19\% | 9,849 | 19\% | 10,500 | 20\% |
|  | Inventories | 9,019 | 18\% | 9,522 | 19\% | 11,378 | 22\% | 11,000 | 21\% |
|  | Other current assets | 863 | 2\% | 1,256 | 3\% | 1,433 | 3\% | 900 | 2\% |
|  | Total current assets | 34,345 | 68\% | 34,835 | 71\% | 38,302 | 74\% | 36,500 | 70\% |
|  | Property, plant and equipment | 11,677 | 23\% | 10,549 | 21\% | 10,289 | 20\% | 13,200 | 25\% |
|  | Other fixed assets | 4,658 | 9\% | 3,866 | 8\% | 3,333 | 6\% | 2,800 | 5\% |
|  | Total fixed assets | 16,335 | 32\% | 14,415 | 29\% | 13,622 | 26\% | 16,000 | 30\% |
|  | Total assets | 50,680 | 100\% | 49,250 | 100\% | 51,924 | 100\% | 52,500 | 100\% |


| Liabilities | Trade notes and accounts payable | 2,815 | 6\% | 5,862 | 12\% | 7,554 | 14\% | 5,400 | 10\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Short-term debt | 2,000 | 4\% | 2,000 | 4\% | 2,000 | 4\% | 2,000 | 4\% |
|  | Other current liabilities | 4,012 | 8\% | 3,869 | 8\% | 4,983 | 10\% | 5,604 | 10\% |
|  | Total current liabilities | 8,828 | 18\% | 11,731 | 24\% | 14,538 | 28\% | 13,004 | 24\% |
|  | Total long-term liabilities | 592 | 1\% | 422 | 1\% | 406 | 1\% | 300 | 1\% |
|  | Total liabilities | 9,420 | 19\% | 12,154 | 25\% | 14,944 | 29\% | 13,304 | 25\% |
| Net assets | Total net assets | 41,260 | 81\% | 37,096 | 75\% | 36,980 | 71\% | 39,196 | 75\% |
| Total liabilities and net assets |  | 50,680 | 100\% | 49,250 | 100\% | 51,924 | 100\% | 52,500 | 100\% |

## Cash Flows/Other

Cash Flows

| (Millions of Yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Feb. 2010 <br> Actual | Feb. 2011 <br> Actual | Feb. 2012 <br> Actual | Feb. 2013 <br> Forecast |
| Net cash provided by operating activities | 4,768 | 3,520 | 4,466 | 2,400 |
| Net cash used in investing activities | $(1,194)$ | $(1,517)$ | (393) | $(3,200)$ |
| Free cash flow | 3,574 | 2,003 | 4,073 | (800) |
| Net cash used in financing activities | $(3,976)$ | $(1,813)$ | $(2,092)$ | $(1,200)$ |
| Cash and cash equivalents at end of year | 14,372 | 13,217 | 14,735 | 12,855 |

※The year-end balance of cash and cash equivalents shown here differs from the cash and cash equivalents shown in the balance sheets, mainly because it does not include time deposits over 3-month period.
Financial Benchmarks

|  | Feb.2010 <br> Actual | Feb.2011 <br> Actual | Feb.2012 <br> Actual | Feb.2013 <br> Forecast |
| :--- | ---: | ---: | ---: | ---: |
| Total asset turnover | 0.5 times | 0.7 times | 0.8 times | 0.8 times |
| Equity ratio | $80.1 \%$ | $73.9 \%$ | $70.2 \%$ | $73.3 \%$ |
| Return on equity(ROE) | - | $0.4 \%$ | $6.7 \%$ | $7.7 \%$ |
| Return on assets(ROA) | - | $2.4 \%$ | $8.0 \%$ | $4.8 \%$ |
| Earnings per share(EPS) | $(¥ 187.95)$ | $¥ 3.71$ | $¥ 56.94$ | $¥ 68.92$ |
| Book value per share(BPS) | $¥ 921.55$ | $¥ 845.31$ | $¥ 866.94$ | $¥ 914.97$ |
| Dividend on equity (DOE) | $2.2 \%$ | $2.5 \%$ | $3.0 \%$ | $3.4 \%$ |

Research and Development Costs
(Millions of Yen)

|  | Feb.2010 <br> Actual | Feb.2011 <br> Actual | Feb.2012 <br> Actual | Feb.2013 <br> Forecast |
| :--- | ---: | ---: | ---: | ---: |
| R\&D costs | 1,950 | 1,754 | 1,807 | 1,889 |

## Shareholder Returns

## Medium-term Targets

- Consolidated dividend payout ratio : 40\% or more
- Dividend on equity : 4.5\% or more


| $\square$ Year-end dividend per share | $\square$ Interim dividend per share |
| :--- | :--- | :--- |
| $\square$ |  |

* The dividend payout ratio for the fiscal year ended February 28, 2010 has not been calculated because a net loss was incurred.


## Performance Indicators (10-Year Data)

|  | Net Sales (Millions of Yen) | Operating Income (Millions of Yen) | Income <br> Ratio(\%) | Ordinary Income (Millions of Yen) | Income <br> Ratio(\%) | Net Income (Millions of Yen) | Income <br> Ratio(\%) | $\begin{aligned} & \text { EPS } \\ & \text { (Yen) } \end{aligned}$ | $\begin{gathered} \text { ROE } \\ (\%) \end{gathered}$ | $\begin{gathered} \text { DOE } \\ (\%) \end{gathered}$ | Dividends Per Share (Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY2/03 | 38,611 | 2,407 | 6.2 | 1,874 | 4.9 | 434 | 1.1 | 7.77 | 0.9 | 1.2 | 10.0 |
| FY2/04 | 43,331 | 3,549 | 8.2 | 3,593 | 8.3 | 2,425 | 5.6 | 44.12 | 5.4 | 1.3 | 11.0 |
| FY2/05 | 49,689 | 6,343 | 12.8 | 6,357 | 12.8 | 3,775 | 7.6 | 70.13 | 8.2 | 1.7 | 15.0 |
| FY2/06 | 54,788 | 8,108 | 14.8 | 8,386 | 15.3 | 5,151 | 9.4 | 95.60 | 10.1 | 2.2 | 21.0 |
| FY2/07 | 62,670 | 10,444 | 16.7 | 10,862 | 17.3 | 7,012 | 11.2 | 131.09 | 12.2 | 3.0 | 32.0 |
| FY2/08 | 73,883 | 14,651 | 19.8 | 15,170 | 20.5 | 8,080 | 10.9 | 150.74 | 12.8 | 4.7 | 56.0 |
| FY2/09 | 56,952 | 8,544 | 15.0 | 8,923 | 15.7 | 4,338 | 7.6 | 85.66 | 7.3 | 3.8 | 45.0 |
| FY2/10 | 29,180 | $(3,984)$ | - | $(3,884)$ | - | $(8,555)$ | - | (187.95) | - | 2.2 | 22.0 |
| FY2/11 | 35,717 | 1,428 | 4.0 | 1,194 | 3.3 | 161 | 0.5 | 3.71 | 0.4 | 2.5 | 22.0 |
| FY2/12 | 41,654 | 3,952 | 9.5 | 4,025 | 9.7 | 2,426 | 5.8 | 56.94 | 6.7 | 3.0 | 26.0 |
| FY2/13(Est.) | 39,900 | 2,300 | 5.8 | 2,500 | 6.3 | 2,900 | 7.3 | 68.92 | 7.7 | 3.4 | 30.0 |

## Reference: Business Segments and Products




Wristwatch Parts, Optical Connector Parts, Automotive Parts, Medical Equipment Parts


