Financial Results for Fiscal 2014, the Year Ended February 28, 2014 STAR MICRONICS CO., LTD. http://www.star-m.jp

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[^0]
## Overview of Fiscal 2014

## Operating income and ordinary income increased significantly.

Net Sales : $¥ 43.48$ billion $14.9 \%$ up YoY
■Operating Income : $¥ 2.60$ billion $65.0 \%$ up YoY
-Ordinary Income
: $¥ 3.21$ billion
42.8\% up YoY
$\square$ Net Income
: $¥ 1.14$ billion
50.3\% down YoY

Net sales increased due to the yen's depreciation, a recovery in the Machine Tools Segment in the second half of the fiscal year, and other factors.

$\checkmark$
Operating income and ordinary income increased substantially on the back of increased sales.

Net income declined significantly because of recording a patent right settlement as an extraordinary loss, especially in relation to the previous fiscal year, when an extraordinary gain on insurance income was posted.

## Financial Data

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(Millions of Yen)

|  | FY2/13 Actual |  |  | FY2/14Actual |  |  | FY2/15 Forecast |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Full-Year |  |  | Full-Year |  |  | 1st Half |  | 2nd Half |  | Full-Year |  |  |
|  | Amount | Income <br> Ratio (\%) | $\begin{gathered} \hline \text { 2012/2013 } \\ \text { Change (\%) } \end{gathered}$ | Amount | Income Ratio (\%) | $\begin{gathered} \text { 2013/2014 } \\ \text { Change (\%) } \end{gathered}$ | Amount | Income <br> Ratio (\%) | Amount | Income Ratio (\%) | Amount | Income Ratio (\%) | $\begin{gathered} \hline \text { 2014/2015 } \\ \text { Change (\%) } \end{gathered}$ |
| Sales |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Special Products | 7,806 |  | (0.0) | 9,455 |  | 21.1 | 4,780 |  | 5,460 |  | 10,240 |  | 8.3 |
| Micro Audio Components | 3,233 |  | 9.8 | 3,166 |  | (2.1) | - |  | - |  | - |  | - |
| Machine Tools | 22,897 |  | (14.0) | 26,969 |  | 17.8 | 14,540 |  | 17,460 |  | 32,000 |  | 18.7 |
| Precision Products | 3,922 |  | (8.0) | 3,891 |  | (0.8) | 2,080 |  | 2,180 |  | 4,260 |  | 9.5 |
| Total | 37,858 |  | (9.1) | 43,481 |  | 14.9 | 21.400 |  | 25,100 |  | 46,500 |  | 6.9 |
| Operating Income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Special Products | 257 | 3.3 | (55.7) | 975 | 10.3 | 279.0 | 570 | 11.9 | 770 | 14.1 | 1,340 | 13.1 | 37.3 |
| Micro Audio Components | (191) | - | - | 143 | 4.5 | - | - | - | - | - | - | - | - |
| Machine Tools | 3,120 | 13.6 | (41.8) | 3,597 | 13.3 | 15.3 | 2,010 | 13.8 | 3,050 | 17.5 | 5,060 | 15.8 | 40.6 |
| Precision Products | 355 | 9.1 | (53.3) | 140 | 3.6 | (60.6) | 220 | 10.6 | 280 | 12.8 | 500 | 11.7 | 256.7 |
| Eliminations or Corporate | $(1,963)$ |  |  | $(2,250)$ |  |  | $(1,050)$ |  | $(1,150)$ |  | $(2,200)$ |  |  |
| Total | 1,579 | 4.2 | (60.0) | 2,606 | 6.0 | 65.0 | 1,750 | 8.2 | 2,950 | 11.8 | 4,700 | 10.1 | 80.3 |
| Ordinary Income | 2,254 | 6.0 | (44.0) | 3,219 | 7.4 | 42.8 | 1,900 | 8.9 | 3,100 | 12.4 | 5,000 | 10.8 | 55.3 |
| Net Income | 2,299 | 6.1 | (5.2) | 1,143 | 2.6 | (50.3) | 1,300 | 6.1 | 2,300 | 9.2 | 3,600 | 7.7 | 214.9 |


| ROE (\%) | 6.0 | 2.7 |  | 8.0 |
| :---: | :---: | :---: | :---: | :---: |
| Cash Dividends Applicable to the Year | ¥30 | $¥ 34$ |  | $¥ 38$ |
| DOE (\%) | 3.3 | 3.4 |  | 3.5 |

※ROE (Return on Equity) =Net Income/Shareholders' Equity (average for the beginning and end of the period)x 100(\%)


[^1]
## Sales by Segment

(Millions of Yen)


| $\square$ Special Products | $\square$ Micro Audio Components |
| :--- | :--- |
| $\square$ Machine Tools | $\square$ Precision Products |

## Special Products



Sales of thermal printers rose on the back of robust growth in demand from markets in North America and Japan. Other contributing factors included new orders captured in the European market, as well as the yen's depreciation.

- Sales of dot-matrix printers increased year on year, due partly to the positive impact of currency exchange rates, despite stagnant demand from markets in Europe and Asia.

Sales Volume by POS Printers Type
(Thousand Units)

(Thousand Units)

$\square$ Thermal and Others $\square$ Dot Matrix

## Micro Audio Components



Sales Volume by Markets
(Millions of Units)


- After fulfilling its responsibility to supply customers with products, this business segment was closed following the transfer of business operations to Foster Electric Company, Limited, which was completed on January 1, 2014.


## Machine Tools

## Sales Volume by Region



(Millions of Yen) Sales by Region

[^2]
## Precision Products

## Sales

Sales of Non-wristwatch Components



- Sales of wristwatch components fell after a recovery due to a decline in the first half despite rebounding in the second half as watch-makers made inventory adjustments.
- In non-wristwatch components, sales increased because of the positive effect of currency exchange rates and brisk sales for air conditioning-related components and automobile-related components, although HDD component sales declined.


## Operating Income by Segment

(Millions of Yen)

*Operating income totals exclude eliminations and corporate.

## Capital Investment

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| $\square$ Special Products | $\square$ Micro Audio Components | $\square-$ Depreciation |
| :--- | :--- | :--- |
| $\square$ Machine Tools | $\square$ Precision Products | $\square$ Head Office and Others |

(Millions of Yen)

|  |  | Feb. 2012 Actual |  | Feb. 2013 Actual |  | Feb. 2014 Actual |  | Feb. 2015 Forecast |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | Component percentages | Amount | Component percentages | Amount | Component percentages | Amount | Component percentages |
| Assets | Cash and deposit | 15,640 | 30\% | 13,987 | 27\% | 15,279 | 26\% | 15,800 | 26\% |
|  | Trade notes and accounts receivable | 9,849 | 19\% | 9,148 | 17\% | 12,115 | 20\% | 14,200 | 23\% |
|  | Inventories | 11,378 | 22\% | 11,398 | 22\% | 12,748 | 22\% | 12,600 | 20\% |
|  | Other current assets | 1,433 | 3\% | 1,291 | 2\% | 1,089 | 2\% | 1,000 | 2\% |
|  | Total current assets | 38,302 | 74\% | 35,826 | 68\% | 41,232 | 70\% | 43,600 | 71\% |
|  | Property, plant and equipment | 10,289 | 20\% | 13,476 | 26\% | 14,326 | 24\% | 14,200 | 23\% |
|  | Other fixed assets | 3,333 | 6\% | 3,261 | 6\% | 3,742 | 6\% | 4,000 | 6\% |
|  | Total fixed assets | 13,622 | 26\% | 16,737 | 32\% | 18,069 | 30\% | 18,200 | 29\% |
|  | Total assets | 51,924 | 100\% | 52,564 | 100\% | 59,302 | 100\% | 61,800 | 100\% |
|  |  |  |  |  |  |  |  |  |  |
| Liabilities | Trade notes and accounts payable | 7,554 | 14\% | 5,281 | 10\% | 5,651 | 10\% | 5,600 | 9\% |
|  | Short-term debt | 2,000 | 4\% | 2,000 | 4\% | 2,000 | 3\% | 2,000 | 3\% |
|  | Other current liabilities | 4,983 | 10\% | 4,269 | 8\% | 5,428 | 9\% | 7,075 | 12\% |
|  | Total current liabilities | 14,538 | 28\% | 11,550 | 22\% | 13,080 | 22\% | 14,675 | 24\% |
|  | Total long-term liabilities | 406 | 1\% | 303 | 1\% | 523 | 1\% | 800 | 1\% |
|  | Total liabilities | 14,944 | 29\% | 11,854 | 23\% | 13,604 | 23\% | 15,475 | 25\% |
| Net assets | Total net assets | 36,980 | 71\% | 40,710 | 77\% | 45,697 | 77\% | 46,325 | 75\% |
| Total liabilities and net assets |  | 51,924 | 100\% | 52,564 | 100\% | 59,302 | 100\% | 61,800 | 100\% |

## Cash Flows/Other

Cash Flows
(Millions of Yen)

|  | Feb.2012 <br> Actual | Feb.2013 <br> Actual | Feb.2014 <br> Actual | Feb.2015 <br> Forecast |
| :--- | ---: | ---: | ---: | ---: |
| Net cash provided by operating activities | 4,466 | 483 | 2,596 | 5,700 |
| Net cash used in investing activities | $(393)$ | $(1,907)$ | $(2,455)$ | $(1,500)$ |
| Free cash flow | 4,073 | $(1,424)$ | 141 | 4,200 |
| Net cash used in financing activities | $(2,092)$ | $(1,201)$ | $(1,394)$ | $(1,700)$ |
| Cash and cash equivalents at end of year | 14,735 | 13,198 | 14,080 | 15,800 |

※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.2012 <br> Actual | Feb.2013 <br> Actual | Feb.2014 <br> Actual | Feb.2015 <br> Forecast |
| :--- | ---: | ---: | ---: | ---: |
| Total asset turnover | 0.8 times | 0.7 times | 0.8 times | 0.8 times |
| Equity ratio | $70.2 \%$ | $76.1 \%$ | $75.5 \%$ | $73.6 \%$ |
| Return on equity(ROE) | $6.7 \%$ | $6.0 \%$ | $2.7 \%$ | $8.0 \%$ |
| Return on assets(ROA) | $8.0 \%$ | $4.3 \%$ | $5.8 \%$ | $8.3 \%$ |
| Earnings per share(EPS) | $¥ 56.94$ | $¥ 54.66$ | $¥ 27.17$ | $¥ 85.51$ |
| Book value per share(BPS) | $¥ 866.94$ | $¥ 951.14$ | $¥ 1,063.52$ | $¥ 1,079.73$ |
| Dividend on equity (DOE) | $3.0 \%$ | $3.3 \%$ | $3.4 \%$ | $3.5 \%$ |

Research and Development Costs
(Millions of Yen)

|  | Feb.2012 <br> Actual | Feb.2013 <br> Actual | Feb.2014 <br> Actual | Feb.2015 <br> Forecast |
| :--- | ---: | ---: | ---: | ---: |
| R\&D costs | 1,807 | 1,894 | 1,946 | 1,825 |

## Shareholder Returns


$\square$
Year-end dividend per share
Interim dividend per share
$\longrightarrow$ DOE

## Medium-term Strategy

We aim to ensure profitability and raise growth opportunities, and steadily make sustained returns to shareholders, by optimizing the allocation of business resources and by restructuring our businesses.

$\square$ Net Sales
$\square$ Operating IncomeNet Income
■ Return on Equity(ROE)
Earnings Per Share(EPS)

- Shareholder Returns


## $¥ 53.0$ billion

$¥ 7.5$ billion
$¥ 5.5$ billion
$10 \%$ or more
$¥ 100$ or more
Consolidated dividend payout ratio $40 \%$ or more Dividend on equity 4.5\% or more
(100 Millions of Yen)

|  | FY2/14 Actual |  | FY2/15 Plan |  | FY2/17 Targets |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :--- |
|  | Amount | Income Ratio | Amount | Income Ratio | Amount | Income Ratio |
| Sales |  |  |  |  |  |  |
| Special Products | 94 |  | 102 |  | 120 |  |
| Machine Tools | 269 |  | 320 |  | 360 |  |
| Precision Products | 38 |  | 42 |  | 50 |  |
| Micro Audio Components <br> Total | 31 |  | - |  | - |  |
|  | 434 |  | 465 |  | 530 |  |
| Operating Income | 26 | $6.0 \%$ | 47 | $10.1 \%$ | 75 | $14.2 \%$ |
| Ordinary Income | 32 | $7.4 \%$ | 50 | $10.8 \%$ | 75 | $14.2 \%$ |
| Net Income | 11 | $2.6 \%$ | 36 | $7.7 \%$ | 55 | $10.4 \%$ |


| Return on Equity(ROE) | $2.7 \%$ | $8.0 \%$ | $11.0 \%$ |
| :---: | :---: | :---: | :---: |
| Earnings Per Share(EPS) | $¥ 27.17$ | $¥ 85.51$ | $¥ 130.65$ |
| Cash Dividends Applicable |  |  |  |
| to the Year |  |  |  |

## Performance Indicators (10-Year Data)

|  | Net Sales (Millions of Yen) | Operating Income (Millions of Yen) | Income <br> Ratio(\%) | Ordinary Income (Millions of Yen) | Income Ratio(\%) | Net Income (Millions of Yen) | Income Ratio(\%) | $\begin{aligned} & \text { EPS } \\ & \text { (Yen) } \end{aligned}$ | $\begin{gathered} \text { ROE } \\ (\%) \end{gathered}$ | $\begin{gathered} \text { DOE } \\ (\%) \end{gathered}$ | Dividends <br> Per Share (Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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 | 37,858 | 1,579 | 4.2 | 2,254 | 6.0 | 2,299 | 6.1 | 54.66 | 6.0 | 3.3 | 30.0 |
| FY2/14 | 43,481 | 2,606 | 6.0 | 3,219 | 7.4 | 1,143 | 2.6 | 27.17 | 2.7 | 3.4 | 34.0 |
| FY2/15(Est.) | 46,500 | 4,700 | 10.1 | 5,000 | 10.8 | 3,600 | 7.7 | 85.51 | 8.0 | 3.5 | 38.0 |

## Reference:Business Segments and Products

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[^0]:    ※ From the fiscal year ending February 2014, the Components Segment has been renamed the Micro Audio Components Segment.

[^1]:    Foreign exchange sensitivity: Sensitivity of operating income to a $¥ 1$ change in foreign exchange rates.

[^2]:    Sales in the U.S. increased on the back of steady growth in the medical equipment and other sectors, helped partly by the positive impact of currency exchange rates.

    - Sales in the Asian market rose atop growth in demand from the mobile device-related, medical equipment and other sectors in East Asia, despite sluggish sales in the Chinese market.
    - Sales in the mainstay European marketed increased after lackluster conditions in the first half of the fiscal year began to recover gradually from the summer onward, and were also aided by the impact of currency exchange rates.
    - Sales in the Japanese market increased toward the second half of the fiscal year, centered on the automobile-related sector.

