Financial Results for Fiscal 2015, the Year Ended February 28, 2015 STAR MICRONICS CO., LTD. http://www.star-m.jp

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## Contents

■Overview of Fiscal 2015
P2
■Financial Data P3
$\square$ Sales by Segment P4
■ Segment Overview

- Special Products P5
- Machine Tools P6
- Precision Products P7

■Operating Income by Segment P8
■Capital Investment / R\&D Costs P9
Balance Sheets ..... P10
Cash Flows ..... P11
■Key Financial Indicators ..... P12

- Shareholder Returns ..... P13
■Medium-term Strategy ..... P14
- Medium-term Targets ..... P15
Performance Indicators (10-Year Data) ..... P16
- Reference
Business Segments and Products ..... P17


## Overview of Fiscal 2015

## Sales increased year on year, and earnings substantially increased year on year.

| $\square$ Net Sales | $:$ | $¥ 50.95$ billion | $17.2 \%$ | up |
| :--- | :--- | ---: | ---: | :--- | YoY

Due also to the yen weakening, sales increased across all business segments, centered on machine tools.

Substantially higher earnings on sales growth year on year.

## Financial Data

(Millions of Yen)

|  | FY2/14Actual |  |  | FY2/15Actual |  |  | FY2/16 Forecast |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Full-Year |  |  | Full-Year |  |  | 1st Half |  | 2nd Half |  | Full-Year |  |  |
|  | Amount | Income Ratio (\%) | $\begin{gathered} \text { 2013/2014 } \\ \text { Change (\%) } \end{gathered}$ | Amount | Income Ratio (\%) | $\begin{gathered} \text { 2014/2015 } \\ \text { Change (\%) } \end{gathered}$ | Amount | Income Ratio (\%) | Amount | Income Ratio (\%) | Amount | Income <br> Ratio (\%) | $\begin{aligned} & \text { 2015/2016 } \\ & \text { Change (\%) } \end{aligned}$ |
| Sales |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Special Products | 9,455 |  | 21.1 | 11,555 |  | 22.2 | 5,900 |  | 7,000 |  | 12,900 |  | 11.6 |
| Machine Tools | 26,969 |  | 17.8 | 34,578 |  | 28.2 | 17,400 |  | 18,400 |  | 35,800 |  | 3.5 |
| Precision Products | 3,891 |  | (0.8) | 4,824 |  | 24.0 | 2,500 |  | 2,600 |  | 5,100 |  | 5.7 |
| Cloud Services | - |  | - | - |  | - | - |  | - |  | - |  | - |
| Micro Audio Components | 3,166 |  | (2.1) | - |  | - | - |  | - |  | - |  | - |
| Total | 43,481 |  | 14.9 | 50,957 |  | 17.2 | 25,800 |  | 28,000 |  | 53,800 |  | 5.6 |
| Operating Income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Special Products | 975 | 10.3 | 279.0 | 1,739 | 15.1 | 78.2 | 720 | 12.2 | 1,380 | 19.7 | 2,100 | 16.3 | 20.7 |
| Machine Tools | 3,597 | 13.3 | 15.3 | 5,398 | 15.6 | 50.1 | 2,600 | 14.9 | 3,040 | 16.5 | 5,640 | 15.8 | 4.5 |
| Precision Products | 140 | 3.6 | (60.6) | 692 | 14.4 | 394.2 | 400 | 16.0 | 380 | 14.6 | 780 | 15.3 | 12.6 |
| Cloud Services | - | - | - | - | - | - | (90) | - | (160) | - | (250) | - | - |
| Micro Audio Components | 143 | 4.5 | - | - | - | - | - | - | - | - | - | - | - |
| Eliminations or Corporate | $(2,250)$ |  |  | $(2,354)$ |  |  | $(1,030)$ |  | $(1,140)$ |  | $(2,170)$ |  |  |
| Total | 2,606 | 6.0 | 65.0 | 5,476 | 10.7 | 110.1 | 2,600 | 10.1 | 3,500 | 12.5 | 6,100 | 11.3 | 11.4 |
| Ordinary Income | 3,219 | 7.4 | 42.8 | 6,150 | 12.1 | 91.1 | 2,700 | 10.5 | 3,600 | 12.9 | 6,300 | 11.7 | 2.4 |
| Net Income | 1,143 | 2.6 | (50.3) | 4,695 | 9.2 | 310.7 | 2,200 | 8.5 | 2,700 | 9.6 | 4,900 | 9.1 | 4.4 |


| ROE (\%) | 2.7 | 9.8 |  | 9.7 |
| :---: | :---: | :---: | :---: | :---: |
| Cash Dividends Applicable to the Year | $¥ 34$ | $¥ 44$ |  | ¥46 |
| DOE (\%) | 3.4 | 3.9 |  | 3.9 |

$※$ 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(\%)

|  | DOE (Dividend on Equity) =The ratio of the non-consolidated dividend per common share (annual) /consolidated net assets per share(year average)x 100(\%) |  |  | Full-Year Assumption | Foreign Exchange Sensitivity |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Exchange Rate | US\$ | ¥ 97.65 | ¥105.86 | $¥ 115.00$ | ¥18 million |
|  | EUR | ¥129.69 | $¥ 140.43$ | $¥ 130.00$ | $¥ 38$ million |
|  | GBP | ¥152.71 | ¥174.21 | ¥175.00 | $¥ 8$ million |
|  | CHF | $¥ 105.36$ | $¥ 115.62$ | $¥ 123.00$ | $¥ 32$ million |

## Sales by Segment

(Millions of Yen)


## Special Products



- In the U.S. and Japanese markets, sales centered on applications for payment systems using smartphones and tablets (mobile POS system) were strong. Sales also grew in the European market alongside the gradual economic recovery.
- Sales increased in the Asian market, with sales of dotmatrix printers increased in China .

Sales Volume by POS Printers Type
(Thousand Units)



## 4 America $\square$ Europe <br> $\triangle$ Asia <br> Japan and exports, etc.

## Machine Tools



- Sales in the European market increased sharply, reflecting solid sales amid a continuing recovery in orders, mainly in the automotive-related sector.
- Sales in the U.S. market were at the same level year on year, primarily due to a lagging recovery in sales in the mainstay medical equipment-related sector.
- Sales increased substantially in the Asian market, with strong sales in the automobile-,communications-,and medical equipment-related sectors in mainly East Asia.
- Sales increased significantly in the Japanese market, reflecting strong sales primarily in the automotive-related sector.


## Sales Volume by Region




## Precision Products

Sales


Sales of Non-wristwatch Components


- Sales of wristwatch components increased markedly due to strong sales to wristwatch makers.
- In non-wristwatch components, overseas sales were brisk for automotive-related components , for medical equipment-related components.
Consequently overall sales in non-wristwatch components increased year on year.


## Operating Income by Segment

(Millions of Yen)

*Operating income totals exclude eliminations and corporate.

| $\square$ Special Products | $\square$ Machine Tools | $\square$ Precision Products |
| :--- | :--- | :--- |
| $\square$ Cloud Services | $\square$ Micro Audio Components | $\multimap$ Operating Income Ratio |

## Capital Investment / R\&D Costs

Capital Investment
(Millions of Yen)
5,000





【Scheduled Main Uses of Capital Investment】

|  | Breakdown |
| :--- | :--- |
| Special <br> Products | Dies, etc., for new models |
| Machine <br> Tools | Productive facilities for <br> Rationalization, replacement and <br> maintenance, etc. |
| Precision <br> Products | Extension of domestic factory and <br> expansion of production facilities, etc. |
| Head Office <br> and Others | Related to information systems, etc. |



R\&D Costs

|  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | FY2/13 | FY2/14 | FY2/15 | FY2/16(Est.) |  |
| R\&D costs | 1,894 |  | 1,946 |  | 1,947 |

## Balance Sheets



## Cash Flows



## Key Financial Indicators



## Shareholder Returns

(Yen)


## 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.


## Medium-term Targets

- Net Sales

■Operating Income
$\square$ Net Income
$\square$ ROE (Return on Equity)
$11 \%$ or more
■EPS (Earnings Per Share) $¥ 140$ or more

Consolidated Dividend Payout Ratio 40\% or more DOE (Dividend on Equity) 4.5\% or more
(100 Millions of Yen)

|  | FY2/15 Actual |  | FY2/16 Plan |  | FY2/18 Targets |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Amount | Income Ratio | Amount | Income Ratio | Amount | Income Ratio |
|  |  |  |  |  |  |  |
| Special Products | 115 |  | 129 |  | 150 |  |
| Machine Tools | 345 |  | 358 |  | 385 |  |
| Precision Products | 48 |  | 51 |  | 55 |  |
| Cloud Services | - |  | - |  | 10 |  |
|  | Total | 509 |  | 538 |  | 600 |
| Operating Income | 54 | $10.7 \%$ | 61 | $11.3 \%$ | 80 | $13.3 \%$ |
| Ordinary Income | 61 | $12.1 \%$ | 63 | $11.7 \%$ | 80 | $13.3 \%$ |
| Net Income | 46 | $9.2 \%$ | 49 | $9.1 \%$ | 60 | $10.0 \%$ |


| ROE | $9.8 \%$ | $9.7 \%$ | $11.0 \%$ |
| :--- | :---: | :---: | :---: |
| EPS | $¥ 111.36$ | $¥ 116.04$ | $¥ 142.09$ |
| Cash Dividends Applicable <br> to the Year | $¥ 44$ | $¥ 46$ | $¥ 60$ |
| DOE | $3.9 \%$ | $3.9 \%$ | $4.5 \%$ |

## 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(\%) | $\begin{aligned} & \text { EPS } \\ & \text { (Yen) } \end{aligned}$ | ROE <br> (\%) | $\begin{gathered} \text { DOE } \\ (\%) \end{gathered}$ | Dividends <br> Per Share (Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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 | 50,957 | 5,476 | 10.7 | 6,150 | 12.1 | 4,695 | 9.2 | 111.36 | 9.8 | 3.9 | 44.0 |
| FY2/16(Est.) | 53,800 | 6,100 | 11.3 | 6,300 | 11.7 | 4,900 | 9.1 | 116.04 | 9.7 | 3.9 | 46.0 |

## Reference:Business Segments and Products

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