Financial Results for the Fiscal Year 2016 Second Quarter

STAR MICRONICS CO., LTD. http://www.star-m.jp Code 7718

September 30, 2015
Overview of Fiscal 2016 ..... P2Second Quarter- Financial DataP3
■Quarterly information ..... P4
(Net Sales and Operating Income)

- Segment Overview
- Special Products ..... P5
- Machine Tools ..... P6
- Precision Products ..... P7


## Overview of Fiscal 2016 Second Quarter

Year-on-year increase in revenue; substantial improvement in operating income.

- Net Sales

■ Operating Income
-Ordinary Income

- Net Income
: $¥ 27.17$ billion $19.0 \%$ up YoY
: $¥ 2.85$ billion $23.6 \%$ up YoY
: $¥ 2.47$ billion $1.3 \%$ down YoY
: $¥ 1.85$ billion $12.2 \%$ down YoY

In addition to robust sales mainly in the Machine Tools Segment, increase in sales also as a result of the positive flow-on effects of the weak yen.

Operating income increased substantially on the back of increased sales.

Ordinary income impacted by the incidence of a foreign exchange loss recorded as a non-operating expense.
(Millions of Yen)

|  | Second Quarter |  |  |  |  | Full-Year |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 2 \mathrm{Q} \text { for } \mathrm{FY} 2 / 15 \\ \text { Actual } \end{gathered}$ |  | $\begin{gathered} 2 \mathrm{Q} \text { for } \mathrm{FY} 2 / 16 \\ \text { Actual } \end{gathered}$ |  |  | FY2/15 Actual |  | FY2/16 <br> Forecast |  |  |
|  | Amount | Income <br> Ratio (\%) | Amount | Income <br> Ratio (\%) | $\begin{gathered} \text { YoY } \\ \text { Change (\%) } \end{gathered}$ | Amount | Income <br> Ratio (\%) | Amount | Income <br> Ratio (\%) | $\begin{gathered} \text { YoY } \\ \text { Change (\%) } \end{gathered}$ |
| Sales |  |  |  |  |  |  |  |  |  |  |
| Special Products | 5,598 |  | 5,396 |  | (3.6) | 11,555 |  | 11,600 |  | 0.4 |
| Machine Tools | 14,923 |  | 19,238 |  | 28.9 | 34,578 |  | 38,900 |  | 12.5 |
| Precision Products | 2,320 |  | 2,538 |  | 9.4 | 4,824 |  | 5,000 |  | 3.6 |
| Cloud Services | - |  | - |  | - | - |  | - |  | - |
| Total | 22,843 |  | 27,173 |  | 19.0 | 50,957 |  | 55,500 |  | 8.9 |
| Operating Income |  |  |  |  |  |  |  |  |  |  |
| Special Products | 946 | 16.9 | 724 | 13.4 | (23.5) | 1,739 | 15.1 | 1,820 | 15.7 | 4.6 |
| Machine Tools | 2,174 | 14.6 | 2,976 | 15.5 | 36.9 | 5,398 | 15.6 | 6,400 | 16.5 | 18.5 |
| Precision Products | 334 | 14.4 | 359 | 14.2 | 7.7 | 692 | 14.4 | 710 | 14.2 | 2.5 |
| Cloud Services | - | - | (86) | - | - | - | - | (220) | - | - |
| Eliminations or Corporate | $(1,147)$ |  | $(1,120)$ |  |  | $(2,354)$ |  | $(2,210)$ |  |  |
| Total | 2,307 | 10.1 | 2,853 | 10.5 | 23.6 | 5,476 | 10.7 | 6,500 | 11.7 | 18.7 |
| Ordinary Income | 2,503 | 11.0 | 2,471 | 9.1 | (1.3) | 6,150 | 12.1 | 6,200 | 11.2 | 0.8 |
| Net Income | 2,115 | 9.3 | 1,856 | 6.8 | (12.2) | 4,695 | 9.2 | 4,700 | 8.5 | 0.1 |

* Special Products is including Cloud Services in consolidated earning report and other disclosure information.

| ROE (\%) | - | - | 9.8 |  |
| :--- | :---: | :---: | :---: | :---: |
| Cash Dividends Applicable to the Year | $¥ 19$ | $¥ 23$ | 9.2 |  |
| DOE (\%) | - | - | $¥ 44$ |  |

* 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(\%)
*Foreign exchange sensitivity: Sensitivity of operating income to a $¥ 1$ change in foreign exchange rates

| , | 位 | 促 |  |  | Exchange Rate | Exchange Rate | sensitivity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Exchange Rate | US\$ | $¥ 102.47$ | $¥ 120.24$ | $¥ 105.86$ | $¥ 120.12$ | $¥ 120.00$ | $¥ 11$ million |
|  | EUR | $¥ 140.43$ | $¥ 134.17$ | $¥ 140.43$ | $¥ 132.09$ | $¥ 130.00$ | $¥ 24$ million |
|  | GBP | $¥ 171.02$ | $¥ 183.30$ | $¥ 174.21$ | $¥ 181.65$ | $¥ 180.00$ | $¥ 3$ million |
|  | CHF | $¥ 114.97$ | $¥ 127.21$ | $¥ 115.62$ | $¥ 126.11$ | $¥ 125.00$ | $¥ 16$ million |

## Quarterly information <br> (Net Sales and Operating Income)



## Special Products

Sales Volume by Region


## Machine Tools



- Sales in the United States increased substantially with firm results in the medical equipment-related sector.
- In Europe, sales also increased mainly on the back of robust results in the automotive-related sectors.
- Sales grew significantly in the Asian market. This was largely attributable to strong sales in the automobile-related sector primarily in East Asia.
- While market conditions spearheaded by the automobilerelated sector were sound, sales in the Japanese market were on a par with levels recorded in the corresponding period of the previous fiscal year.



## Precision Products



- Sales of wristwatch components increased due to strong sales to wristwatch makers.
- In addition to the positive effects of depreciation in the value of the yen, sales of non-wristwatch components also increased owing primarily to robust sales of medical equipment-related components.


## Sales of Non-wristwatch Components



## Capital Investment / R\&D Costs

Capital Investment
(Millions of Yen)


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

【Main Capital Investment Track Record and Plans】

|  | Breakdown |
| :--- | :--- |
| Special <br> Products | Dies for new models, etc |
| 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. |

and Others $\quad$ Related to information systems, et


## R\&D Costs

(Millions of Yen)

|  | FY2/13 | FY2/14 | FY2/15 | FY2/16(Est.) |
| :--- | ---: | ---: | ---: | ---: | ---: |
| R\&D costs | 1,894 | 1,946 | 1,947 | 2,020 |

## Balance Sheets



## Cash Flows



## Key Financial Indicators

■Medium-term Targets (FY2/18)

- EPS : ¥140 or more
- ROE : $\mathbf{1 1 \%}$ or more
$\leadsto$ ROE (Return on Equity)
(\%)



## Shareholder Returns



## Performance Indicators (10-Year Data)

|  | Net Sales (Millions of Yen) | Operating Income (Millions of Yen) | Income 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 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.) | 55,500 | 6,500 | 11.7 | 6,200 | 11.2 | 4,700 | 8.5 | 111.15 | 9.2 | 3.8 | 46.0 |

## Reference:Business Segments and Products

## star



Cash Drawer and Receipt Printer mPOP


## Machine <br> Tools



CNC Swiss Type Automatic Lathe ST-20


CNC Swiss Type Automatic Lathe
SR-38 type B


CNC Swiss Type Automatic Lathe SW-12RII

Precision
Products

Wristwatch Components


Non-Wristwatch Components
(Automotive, Air Conditioning, HDD and Medical Components)


