Financial Results for Fiscal 2012, the Year Ended February 29, 2012

## STAR MICRONICS CO., LTD.

 http://www.star-m.jp2012/04/11

* Performance and achievement forecasts in this document were made based on management's judgment drawn from currently available information, and contain risks and uncertainties. Therefore, please note that actual performance may vary significantly from projections due to various factors.
■Overview of Fiscal 2012 ..... P2
■Financial Data ..... P3
$\square$ Sales by Segment ..... P4
$\square$ Segment Overview
- Special Products ..... P5
- Components ..... P6
- Machine Tools ..... P7
- Precision Products ..... P8
Operating Income by Segment ..... P9
Capital Investment ..... P10
■ Balance Sheets ..... P11
Cash Flows/Other ..... P12
- Shareholder Returns ..... P13
Medium-term Strategy ..... P14
Medium-term Targets ..... P15
Performance Indicators (10-Year Data) ..... P16
$\square$ Reference: Business Segmentsand Products P17


## Profits improved substantially, mainly due to increased sales in the Machine Tools Segment

| $\square$ Net Sales | $: ¥ 41.6$ billion $16.6 \%$ up YoY |
| :--- | :--- |
| $\square$ Operating Income | $: ¥ 3.9$ billion $176.6 \%$ up YoY |
| $\square$ Ordinary Income | $: ¥ 4.0$ billion $237.1 \%$ up YoY |
| $\square$ Net Income | $: ¥ 2.4$ billion |
|  |  |
|  | Net Income of $¥ 0.1$ billion posted |
| in the previous period. |  |

## Robust orders in the Machine Tools Segment centered on the main markets in Europe and the U.S.

Firm sales growth in the Special Products and Precision Products segments.


Sales by Segment




- In products for the automotive market, sales were essentially unchanged from the previous fiscal year, tracking recovery in production among automakers.
- Sales of components for mobile phones and the like contracted sharply, reflecting the handling of fewer low-margin products.


- Sales of wristwatch components increased as sales held firm among Japanese wristwatch makers.
- In non-wristwatch components, sales of HDD components declined primarily due to flood damage in Thailand; sales of automobile components also declined due to model changes among target customers and the impact of the earthquake and tsunami in Japan.
(Millions of Yen)

* Operating income totals exclude eliminations and corporate. ※The Operating income ratio for the fiscal year ending February 28,2010


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


|  |  | 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\% | 14,500 | 27\% |
|  | Trade notes and accounts receivable | 9,114 | 18\% | 9,288 | 19\% | 9,849 | 19\% | 10,300 | 20\% |
|  | Inventories | 9,019 | 18\% | 9,522 | 19\% | 11,378 | 22\% | 10,800 | 20\% |
|  | Other current assets | 863 | 2\% | 1,256 | 3\% | 1,433 | 3\% | 1,000 | 2\% |
|  | Total current assets | 34,345 | 68\% | 34,835 | 71\% | 38,302 | 74\% | 36,600 | 69\% |
|  | Property, plant and equipment | 11,677 | 23\% | 10,549 | 21\% | 10,289 | 20\% | 13,700 | 26\% |
|  | Other fixed assets | 4,658 | 9\% | 3,866 | 8\% | 3,333 | 6\% | 2,500 | 5\% |
|  | Total fixed assets | 16,335 | 32\% | 14,415 | 29\% | 13,622 | 26\% | 16,200 | 31\% |
|  | Total assets | 50,680 | 100\% | 49,250 | 100\% | 51,924 | 100\% | 52,800 | 100\% |
|  |  |  |  |  |  |  |  |  |  |
| Liabilities | Trade notes and accounts payable | 2,815 | 6\% | 5,862 | 12\% | 7,554 | 14\% | 5,500 | 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\% | 5,411 | 10\% |
|  | Total current liabilities | 8,828 | 18\% | 11,731 | 24\% | 14,538 | 28\% | 12,911 | 24\% |
|  | Total long-term liabilities | 592 | 1\% | 422 | 1\% | 406 | 1\% | 300 | 1\% |
|  | Total liabilities | 9,420 | 19\% | 12,154 | 25\% | 14,944 | 29\% | 13,211 | 25\% |
| Net assets | Total net assets | 41,260 | 81\% | 37,096 | 75\% | 36,980 | 71\% | 39,589 | 75\% |
| Total liabilities and net assets |  | 50,680 | 100\% | 49,250 | 100\% | 51,924 | 100\% | 52,800 | 100\% |


| 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 activites | 4,768 | 3,520 | 4,466 | 4,960 |
| Net cash used in investing activities | $(1,194)$ | $(1,517)$ | (393) | $(5,060)$ |
| Free cash flow | 3,574 | 2,003 | 4,073 | (100) |
| Net cash used in financing activities | $(3,976)$ | $(1,813)$ | (2,092) | $(1,180)$ |
| Cash and cash equivalents at end of year | 14,372 | 13,217 | 14,735 | 13,600 |

※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 | $80.1 \%$ | $73.9 \%$ | $70.2 \%$ | $73.7 \%$ |
| Return on equity (ROE) | - | $0.4 \%$ | $6.7 \%$ | $8.5 \%$ |
| Return on assets (ROA) | - | $2.4 \%$ | $8.0 \%$ | $5.7 \%$ |
| Earnings per share(EPS) | $(¥ 187.95)$ | $¥ 3.71$ | $¥ 56.94$ | $¥ 76.05$ |
| Book value per share(BPS) | $¥ 921.55$ | $¥ 845.31$ | $¥ 866.94$ | $¥ 925.35$ |
| Dividend on equity (DOE) | $2.2 \%$ | $2.5 \%$ | $3.0 \%$ | $3.3 \%$ |

Research and Development Costs

|  | (Millions of Yen) |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| R\&D costs | Feb. 2010 <br> Actual | Feb.2011 <br> Actual | Feb.2012 <br> Actual | Feb.2013 <br> Forecast |



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
■Operating Income
■ Net Income
$\square$ Operating Income Ratio
■ Shareholder Returns

## $¥ 50$ billion

$¥ 6$ billion
$¥ 5$ billion
$12 \%$ or more
Consolidated dividend payout ratio $40 \%$ or more Dividend on equity $4.5 \%$ or more

|  | FY2/12 Actual |  | FY2/15 Targets |  | $\begin{gathered} \text { 2012/2015 } \\ \text { Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount |  | Amount |  |  |
| Sales |  |  |  |  |  |
| Special Products | 78 |  | 100 |  | 28.1\% |
| Components | 29 |  | 0 |  | - |
| Machine Tools | 266 |  | 350 |  | 31.3\% |
| Precision Products | 42 |  | 50 |  | 17.2\% |
| Total | 416 |  | 500 |  | 20.0\% |
|  |  | (Income Ratio) |  | (Income Ratio) |  |
| Operating Income | 39 | 9.5\% | 60 | 12.0\% | 51.8\% |
| Ordinary Income | 40 | 9.7\% | 60 | 12.0\% | 49.0\% |
| Net Income | 24 | 5.8\% | 50 | 10.0\% | 106.1\% |


| Cash Dividends Applicable <br> to the Year | $¥ 26$ | $¥ 48$ |
| :---: | :---: | :---: |


|  | Net Sales (Millions of Yen) | Operating <br> Income (Millions of Yen) | $\begin{array}{\|c\|} \hline \text { Income } \\ \text { Ratio (\%) } \\ \hline \end{array}$ | Ordinary <br> Income (Millions of Yen) | $\begin{gathered} \hline \text { Income } \\ \text { Ratio (\%) } \\ \hline \end{gathered}$ | Net Income (Millions of Yen) | $\begin{gathered} \hline \text { Income } \\ \text { Ratio (\%) } \\ \hline \end{gathered}$ | $\begin{gathered} \text { EPS } \\ \text { (Yen) } \end{gathered}$ | $\begin{aligned} & \text { ROE } \\ & (\%) \end{aligned}$ | $\begin{aligned} & \text { DOE } \\ & \text { (\%) } \end{aligned}$ | Dividends Per <br> Share <br> (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.) | 39,300 | 2,800 | 7.1 | 3,000 | 7.6 | 3,200 | 8.1 | 76.05 | 8.5 | 3.3 | 30.0 |


| Segment | Products |  |  |
| :--- | :--- | :--- | :--- |
| Special Products | POS Printers |  |  |
| Card Reader/Writers |  |  |  |

