# Interim Financial Statements Briefing Session for 2016/03 Term 

( From April 1, 2015 to September 30, 2015 )

SEIKOH GIKEN
November 17, 2015

## I. Overview of Interim Financial Results for 2016/03 Term

II. Forecast of Consolidated Financial Results for 2016/03 Term
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Interim Consolidated Financial Results for 2016/03 Term Highlights (Part1)

| ( $\ddagger$ Million) | 2016/03 Term <br> (Interim) | 2015/03 Term (Interim) | Year-on-year percentage change | Estimated value of business results <br> (May 14, 2015) |
| :---: | :---: | :---: | :---: | :---: |
| Sales Amount | 5,904 | 5,346 | 10.4\% | 5,840 |
| Optical Disc Mold Group | 3,657 | 3,249 | 12.6\% | 3,533 |
| Optical <br> Communicati <br> ons Group | 2,247 | 2,097 | 7.2\% | 2,307 |
| Operating Profit | 433 | 227 | 90.9\% | 315 |
| Ordinary Profit | 462 | 274 | 68.1\% | 320 |
| Net income for the quarter | 252 | 102 | 146.0\% | 130 |

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## Interim Consolidated Financial Results for 2016/03 Term Highlights (Part2)

| ( $¥$ Million) | 2016/03 Term <br> (Interim) | 2015/03 Term <br> (Interim) | Year-on-year <br> percentage <br> Change |
| :---: | ---: | ---: | ---: |
| Orders Received | 6,140 | 5,570 | $10.2 \%$ |
| Orders Backlog | 1,292 | 1,018 | $26.9 \%$ |


| Equipment <br> Investment | 593 | 296 | $99.9 \%$ |
| :---: | :---: | :---: | :---: |
| Depreciation <br> Expenses | 446 | 440 | $1.5 \%$ |
| R \& D Expenses | 173 | 167 | $3.8 \%$ |

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## Business Results by Segment Optical Disc Mold Group

| (¥ Million) | 2016/03 Term <br> (Interim) | 2015/03 Term <br> (Interim) | Year-on-year <br> percentage <br> change |
| :---: | ---: | ---: | ---: |
| Sales Amount | 3,657 | 3,249 | $12.6 \%$ |
| Operating <br> Expenses | 3,354 | 3,128 | $7.2 \%$ |
| Operating Profit | 308 | 126 | $143.9 \%$ |
| Operating Profit <br> Ratio | $8.4 \%$ | $3.9 \%$ |  |

## Sales Amounts by Product Optical Disc Mold Group

 ¥ Million

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## Business Results by Segment Optical Communications Group

| (¥ Million) | 2016/03 Term <br> (Interim) | 2015/03 Term <br> (Interim) | Year-on-year <br> Percentage <br> change |
| :---: | ---: | ---: | :---: |
| Sales Amount | 2,247 | 2,097 | $\mathbf{7 . 2 \%}$ |
| Operating <br> Expenses | 2,122 | 1,995 | $6.3 \%$ |
| Operating <br> Profit | 125 | 101 | $23.8 \%$ |
| Operating <br> Profit <br> Ratio | $5.6 \%$ | $4.8 \%$ |  |

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First half Second half First half Second half First half

## Consolidated Balance Sheet

| [Assets] | $2016 / 03$ Term | Amount |  |
| :---: | ---: | ---: | ---: |
| 2015/03 Term | Amose/Decrease) |  |  |
| (Increasent Assets | 14,545 | 14,236 | 309 |
| Fixed Assets | 10,156 | 10,013 | 142 |
| Total Assets | 24,701 | 24,250 | 451 |

[Liabilities and Net Assets]

| Current Liabilities | 2,449 | 2,184 | 246 |
| :---: | ---: | ---: | ---: |
| Fixed Liabilities | 1,028 | 1,042 | $(13)$ |
| Net Assets | 21,223 | 21,022 | 201 |
| Total Liabilities/Net <br> Assets | 24,701 | 24,250 | 451 |

## Consolidated Cash Flow Statement

| ( $¥$ Million) | $2016 / 03$ Term | $2015 / 03$ Term |
| :---: | ---: | ---: |
| CF - Operating | 460 | 665 |
| CF - Investing | $(840)$ | $(646)$ |
| CF- Financing | $(77)$ | $(50)$ |
| Increase in Cash | $(449)$ | $(70)$ |
| Balance at the beginning | 2,526 | 2,601 |
| of term | 2,076 | 2,530 |
| Balance at the end of term |  |  |

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# Focus on small size, precision, and optics 

 Expansion of Existing Business + Creation of New Businesses

## Fundamental Policies for Fiscal Year 2015

1) Value creation through cooperation within the Group (between companies/ between organizations)
2) Strengthening of the business foundation
(1) Strengthen sales capabilities
(2) Raise productivity
3) Develop new business fields and create new products fast

## Forecast of Consolidated Business Results for 2016./03 Term

| (¥ Million) | Results for <br> the <br> first half | Forecast <br> of the <br> second half | Forecast <br> of the <br> 2016/03 Term | Results <br> for the <br> 2015/03 Term |
| :---: | ---: | ---: | ---: | ---: |
| Sales Amount | 5,904 | 6,265 | 12,170 | 11,517 |
| Operating <br> Profit | 433 | 366 | 800 | 548 |
| Ordinary <br> Profit | 462 | 377 | 840 | 644 |
| Net profit | 252 | 167 | 420 | 303 |
| Equipment <br> Investment |  |  | 1,766 | 819 |
| Depreciation <br> Expenses |  |  |  | 1,130 |

## Plan for the 2nd half by division (Precision machinery related products)

| ( Million) | Results for <br> the <br> first half | Forecast <br> of the <br> second half | Forecast <br> of the <br> $2016 / 03$ Term | Results <br> for the <br> 2015/03 Term <br> Sales Amount$\quad 3,657$ |
| :---: | ---: | ---: | ---: | ---: |
| Operating <br> Profit | 306 | 184 | 7,320 | 6,814 |

Taking steps for growth centered on the molded products business

- Development of new markets and new customers through thin-wall micro molding
- Expansion of new order receipts and sales of precision molds
- Construction of the new Chitose factory of Fuji Electronics Industries


## Plan for the 2nd half by division (Optical related products)

| (¥ Million) | Results for <br> the <br> first half | Forecast <br> of the <br> second half | Forecast <br> of the <br> $2016 / 03$ Term | Results <br> for the <br> 2015/03 Term <br> Sales Amount$\quad 2,247$ |
| :---: | ---: | ---: | ---: | ---: |
| Operating <br> Profit | 125 | 183 | 4,850 | 4,702 |

Strengthening of marketing capabilities geared at growth markets Strengthening of price competitiveness

- Strengthening of marketing capabilities geared at data centers and China offshore markets
- Development of new products and technologies surrounding multi-core and coherent applications
- Exhaustive cost reductions in procurement and manufacture


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