

# FY2015 1<sup>st</sup> Quarter Consolidated Results (Fiscal year ended March 31, 2016)

August 12, 2015



1. Business Results

2. Financial Forecast for FY2015



# 1. Business Results

## FY2015 Statements of Income 1st Quarter (Apr. 2015 - Jun. 2015)



(Billions of yen)		FY2014	FY2015	Char	nge
		Q1	Q1	Amt.	%
Net Sale	es	64.2	70.6	+6.4	+10.0%
Gross P	rofit	22.6	26.1	+3.4	+15.4%
Operatir	ng Income	2.8	4.4	+1.6	+56.9%
%		4.4%	6.3%	+1.9p	_
Ordinary Income		2.3	5.1	+2.7	+118.5%
%		3.7%	7.3%	+3.6p	_
Income before incomte taxes		2.3	5.1	+2.7	+118.5%
Profit attributable to owners of parent		0.9	3.7	+2.7	+297.2%
%		1.5%	5.3%	+3.8p	_
Exchange	USD	102.1	121.4	+ 19.2	+18.9%
Rates (JPY)	EUR	140.0	134.2	-5.8	- 4.2%

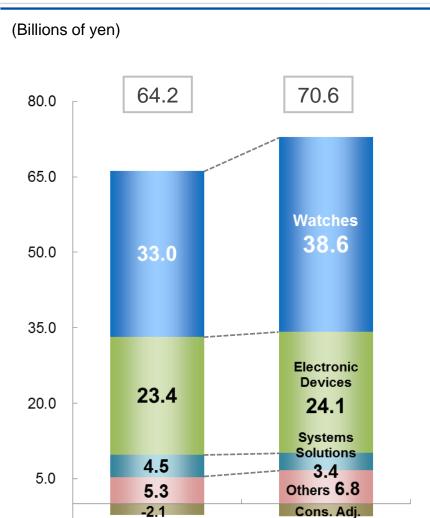
## Sales by Reported Segments (Apr. 2015 - Jun. 2015)

-2.4

FY2015

Q1





-10.0

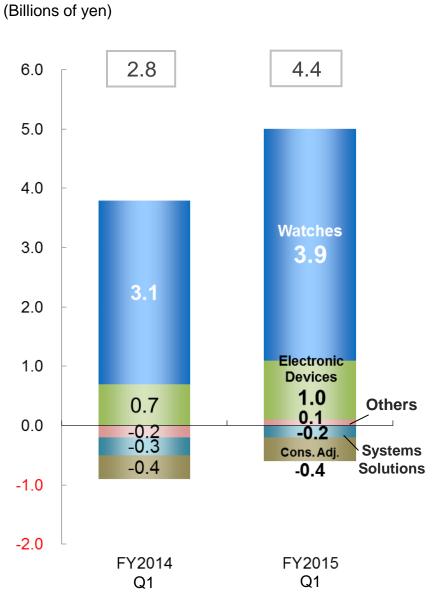
FY2014

Q1

	Net Sales					
(Billions of yen)	FY2014 Q1	FY2015 Q1	Change			
Watches	33.0	38.6	+5.5			
Electronic Devices	23.4	24.1	+0.7			
Systems Solutions	4.5	3.4	-1.0			
Sub Total	61.0	66.3	+5.2			
Others	5.3	6.8	+1.4			
Cons. Adj.	- 2.1	-2.4	-0.2			
Cons. Total	64.2	70.6	+6.4			

## Operating Income by Reported Segments (Apr. 2015 - Jun. 2015) SEIKO





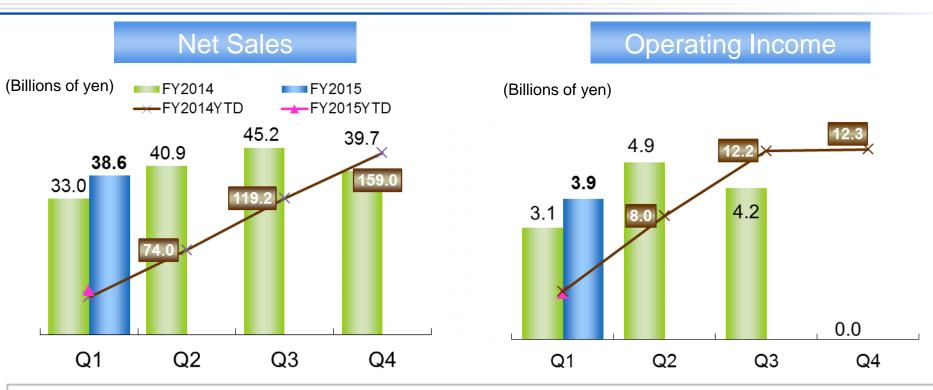
	Operating Income					
(Billions of yen)	FY2014 Q1	FY2015 Q1	Change			
Watches	3.1	3.9	+0.8			
Electronic Devices	0.7	1.0	+0.2			
Systems Solutions	-0.3	-0.2	+0.0			
Sub Total	3.5	4.7	+1.1			
Others	- 0.2	+0.1	+0.4			
Cons. Adj.	- 0.4	-0.4	+0.0			
Cons. Total	2.8	+4.4	+1.6			



# Information by Reported Segments

### Watches Business





Watches: (In Japan) In addition to the favorable growth in sales for the ASTRON and Grand Seiko, Japanese-made mechanical watches sold well due to demand from tourists from other countries. The PROSPEX also performed strongly, particularly in diver's watches. In addition, the LUKIA and TISSÉ, which are ladies' models, grew steadily.

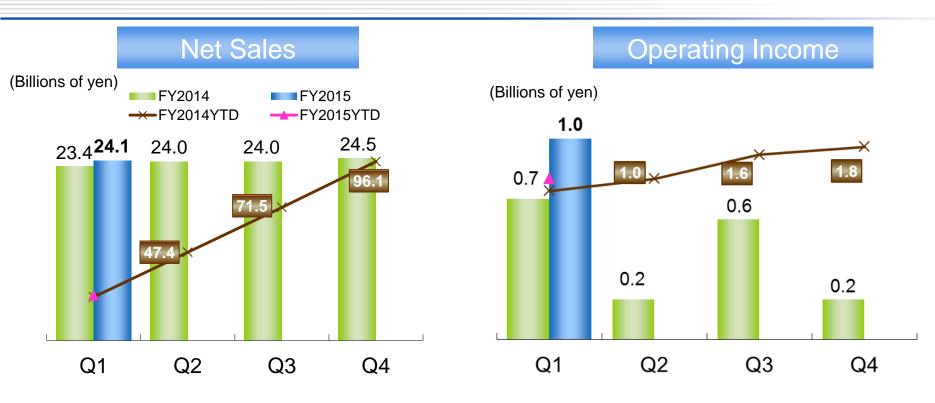
Watches: (In Overseas) Sales grew for the ASTRON and other models in Europe, including France and Germany, although there were delays in the United States due to inventory adjustment by customers.

Movements

: Demand overall was sluggish, even though the trend away from standard movements and toward value-added movements is continuing.

### **Electronic Devices Business**





• Electronic devices : Sales of semiconductors were firm, particularly those for automobiles and smartphones.

Sales of quartz crystals increased for GPS, surveillance cameras and others.

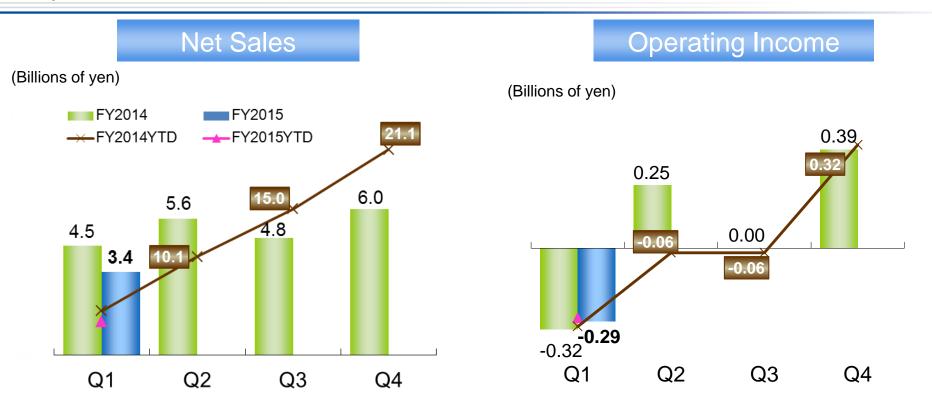
Mechatronics: Earnings improved, although the situation continues to be challenging.

• Other: Thermal printers and inkjet print heads were on a recovery trend, although radiation

measuring equipment performed sluggishly.

## Systems Solutions Business

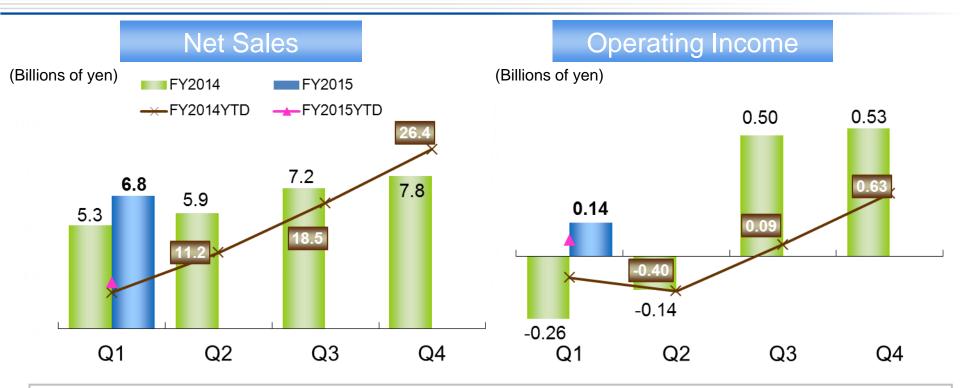




Payment terminal-related products performed steadily, although sales fell year on year due to stagnation in communication modules and products for the restaurant industry.

### **Others**



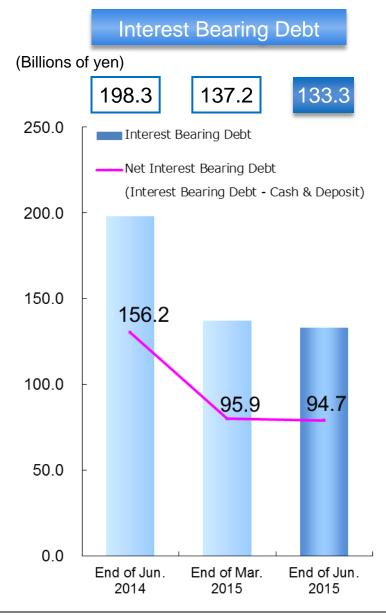


- Clocks: Sales and income increased compared to the same period of the previous fiscal year, reflecting steady sales growth in Japan despite a difficult environment resulting from the yen depreciation.
- Other: In the Wako Business, demand from tourists from other countries grew significantly year on year. Watches saw sales growth, driving overall sales for Wako, especially imported watches as well as Grand Seiko and ASTRON.

## Balance Sheets as of Jun. 30, 2015

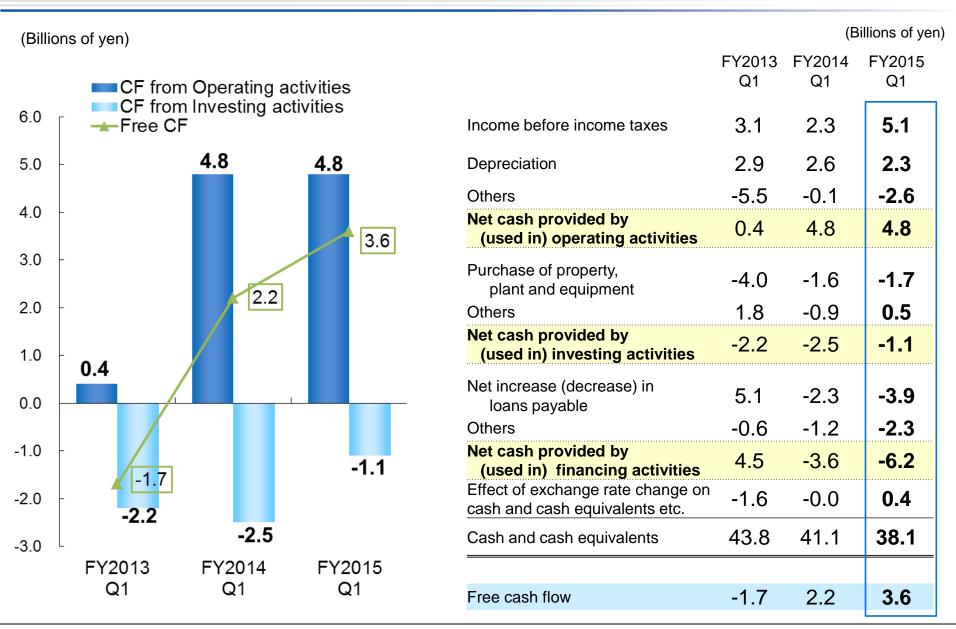


(Billions of yen)	Jun. 30, 2014	Mar. 31, 2015 (a)	Jun. 30, 2015 (b)	Change (b) – (a)
Inventories	61.8	62.9	69.4	+6.5
Interest Bearing Debt	198.3	137.2	133.3	-3.9
Net Assets	69.2	92.5	96.0	+3.4
Total Assets	369.9	333.7	331.4	-2.2
Equity Capital Ratio	18.2%	27.1%	28.4%	+1.4p
Net Debt Equity Ratio	2.2	1.0	0.9	-0.0
Number of Employees	13,539	13,565	13,789	+224



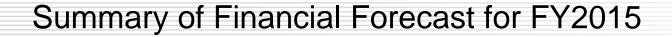
### Statement of Cash Flow







## 2. Financial Forecast for FY2015





(Billions of yen)			FY2015 Forecast					
		FY2014 Actual	Previous	(May.12)	Latest ( Aug.11)			
			1 <sup>st</sup> Half	Full year	1 <sup>st</sup> Half	Full Year		
Ne	t Sales	293.4	140.0	320.0	150.0	320.0		
Оре	erating Income	11.6	6.5	16.0	9.5	16.0		
	%	4.0%	4.6%	5.0%	6.3%	5.0%		
Ord	inary Income	12.3	6.5	16.0	9.5	16.0		
	%	4.2%	4.6%	5.0%	6.3%	5.0%		
	it attributable to ers of parent	21.7	5.0	12.0	7.0	12.0		
	%	7.4%	3.6%	3.8%	4.7%	3.8%		

Change vs. Previous					
1 <sup>st</sup> Half	Full year				
+10.0	±0.0				
+3.0	±0.0				
+1.7p	±0.0p				
+3.0	±0.0				
+1.7p	±0.0p				
+2.0	±0.0				
+1.1p	±0.0p				

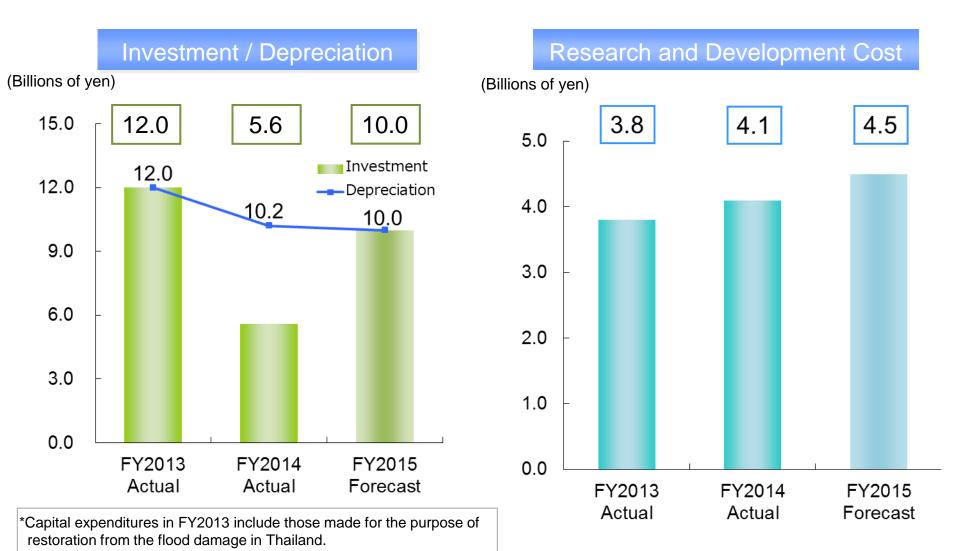
## Financial Forecasts for FY2015 by Reported Segments



	Net Sales				Operating Income			
(Billions of yen)	FY2014	FY2015 Forecast		Change	FY2014	FY2015 Forecast		Change
	Actual	Previous (May.12)	Latest (Aug.11)	vs. Previous	Actual	Previous (May.12)	Latest (Aug.11)	vs. Previous
Watches	159.0	170.0	175.0	+5.0	12.3	13.0	13.5	+0.5
Electronic Devices	96.1	110.0	100.0	-10.0	1.8	5.0	4.0	-1.0
Systems Solutions	21.1	24.0	24.0	±0.0	0.3	1.0	1.0	±0.0
Sub Total	276.3	304.0	299.0	-5.0	14.5	19.0	18.5	-0.5
Others	26.4	26.0	30.0	+4.0	0.6	0.5	1.0	+0.5
Cons. Total	293.4	320.0	320.0	±0.0	11.6	16.0	16.0	±0.0

## Investment / Research and Development Cost





<sup>\*</sup>Capital expenditures in FY2014 decreased due to replacement of some investments with operating lease, and change of timing for some investments to FY2015, and other factors.

## **Exchange Rate**



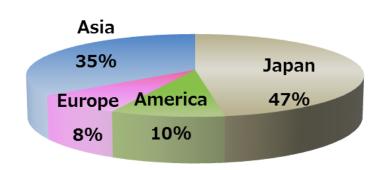
#### **Sensitivity by Exchange Rate** (Jul.2015 - Mar.2016)

	USD	EUR
Forecast Exc. Rate	JPY 110.0	JPY130 .0
For Sales (Millions of yen)	1,200	100
For Income (Millions of yen)	180	50

#### FY2015

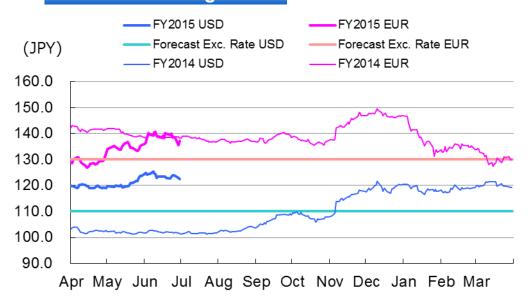
		Q1	Forecast Exc. Rate
A	USD	121.4	110.0
Average	EUR	134.2	130.0
Closing	USD	122.4	110.0
date	EUR	137.2	130.0

#### Sales by Area



\* FY2014 Actual data

#### **Trend of Exchange Rate**





◆ The forecasted results which appear in this report are based on the information which we have obtained as of now, and on certain assumptions deemed reasonable. As a result, actual results, etc. may differ significantly from the forecasted figures due to a wide range of factors.

Numbers are cut off to the unit indicated, unless otherwise specified.



# End