## SEIKO

## FY2010 Consolidated Results

(Fiscal year ended March 31, 2011)

May 13, 2011

## SEIKO

- The forecasted results which appear in this report have been prepared based solely on the information which was available to us as of the date on which the report was released. As a result, actual results may differ from the forecasted figures due to a number of factors, such as changes in the business environment in the future.


## SEIKO

## Consolidated Results -Full Year-

| (Billions of yen) | FY2009 |
| :--- | ---: |
| Sales | 230.8 |
| Gross Profit | 76.3 |
| Operating Income | 2.0 |
| $\%$ | $0.9 \%$ |
| Ordinary Income | -1.9 |
| $\%$ |  |
| Income before <br> income taxes | - |
| Net Income | -2.4 |
| $\%$ |  |
| Exchange Rate <br> (JPY) | USD |


| FY2010 | Change |
| :---: | :---: |
| 313.9 | +83.1 |
| 96.6 | +20.3 |
| 11.7 | +9.7 |
| 3.7\% | +2.8\% |
| 6.6 | +8.5 |
| 2.1\% | - |
| 5.1 | +7.5 |
| 2.2 | +5.8 |
| 0.7\% | - |
| 85.7 | -7.2 |
| 113.2 | -18.0 |



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## Consolidated Results -4th Quarter-

| (Billions of yen) |  | $\begin{gathered} \text { FY2009 } \\ \text { Q4 } \end{gathered}$ | $\begin{gathered} \text { FY2010 } \\ \text { Q4 } \end{gathered}$ | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales |  | 79.5 | 77.3 | -2.2 | Sales \& Operating Income |  |
| Gross Profit |  | 24.4 | 22.8 | -1.7 | same level as in the previous fiscal year |  |
| Operating Income |  | 2.0 | 2.3 | +0.3 | Extraordinary Income/Loss : -3.1 |  |
| \% |  | 2.5\% | 2.9\% | +0.5\% |  |  |
| Ordinary Income |  | 0.8 | 1.7 | +0.8 | Extraordinary Income 0.3 <br> Extraordinary Loss 3.4 |  |
| \% |  | 1.1\% | 2.2\% | +1.1\% | Loss on disaster* <br> Loss on change equity Loss on retirement of noncurrent assets etc. | 1.5 |
| Income before income taxes |  | 2.0 | -1.4 | -3.4 |  | 0.7 1.2 |
| Net Income |  | 1.9 | -2.1 | -3.9 | *Loss or damage of noncurrent |  |
| \% |  | 2.3\% | - | - | Equipments and Inventories | 0.1 |
| Exchange Rate (JPY) | USD | 90.7 | 82.3 | -8.4 | Shutdown loss | 0.8 |
|  | EUR | 125.5 | 112.7 | -12.8 | Total | 1.5 |

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## Sales by Reported Segments



| (Billions of yen) | FY2008 <br> (Full Year) | FY2009 <br> (Full Year) | FY2010 <br> (Full Year) |
| :---: | ---: | ---: | ---: |
| Watch $^{* 1}$ | 93.6 | 87.0 | 107.0 |
| Electronic <br> Components | 28.5 | 100.2 | 167.5 |
| Clock | 11.4 | 9.1 | 9.4 |
| Optical <br> Products | 26.7 | 24.4 | 22.9 |
| Other <br> Business*2 | 20.3 | 18.3 | 16.0 |
| Cons. Total | 174.0 | 230.8 | 313.9 |
| Exc. Rate <br> (JPY) | USD | 100.6 | 92.9 |

[^0]
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## Operating Income by Reported Segments

| (Billions of yen) | FY2008 <br> (Full Year) | FY2009 <br> (Full Year) | FY2010 <br> (Full Year) |
| :---: | ---: | ---: | ---: |
| Watch $^{* 1}$ | 1.7 | 2.8 | 8.0 |
| Electronic <br> Components | -1.0 | 3.9 | 6.2 |
| Clock | -0.2 | -0.8 | -0.5 |
| Optical <br> Products | -0.4 | -0.5 | 0.2 |
| Other <br> Business | -2.6 | -0.7 | -0.9 |
| Segments Total | -2.5 | 4.7 | 12.9 |
| Cons. Adj. \& HQ | -1.0 | -2.7 | -1.3 |


| Cons. Total | -3.5 | 2.0 | 11.7 |
| :---: | :--- | :--- | :--- |

[^1]
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## Information of Reported Segments

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## Watch Business



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## Watch Business



Composition Ratio of Sales of
SWC Complete Watch by Brand


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## Watch Business

## Brand Business - Overseas

North America : In the US market, thanks to a favorable sales of newly introduced low to mid-priced Solar Models at department stores and other large distribution outlets, the SEIKO brand registered increased sales over the previous year.

Europe : In countries such as the UK, despite performing better than other competitor brands, SEIKO brand recorded decreased yen based sales due to the impact of the strong yen.

Asia : In Asia, brands performed well overall. In particular, although the figures are still not very large, sales in China and India increased significantly over the previous year due to expansion into new retail outlets.

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## Watch Business

## Brand Business - Japan -

- The 50th anniversary limited edition model of GRAND SEIKO sold well, becoming the driving force behind the sale of high-priced products.
- In the SEIKO brand, the key men's BRIGHTZ line registered increased sales, centered on new radio-wave controlled solar models.
- As for ladies, the TISSÉ line continued to sell well thanks to high appraisal of its reasonable price setting and varied product lineup.


## Watch Movement Business

In addition to key standard movement, increased demand for high-added-value models, centered on chronographs, also contributed to better sales and profits.

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## Electronic Components Business



## Electronic Components Business



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## Electronic Components Business

## Mechatronics

- Pivots parts performed well, but sales of motor parts declined.
- F/P shutters for digital single-lens reflex cameras and mirror-less camera systems were bullish, and sales expanded.
- Due to growing demand for small thermal printers, especially in Asia, sales increased steadily.


## Electronics Components

- Thanks to the recovery of orders from Asia, VRs for flat-panel TVs and E2PROM memory for automobiles performed well. However, sales remained at the same level as the previous year due to the impact of the suspension of operations following the Great East Japan Earthquake.
- The timing IC field, such as oscillator ICs and RTCs, entered a period of adjustment in the second half of the year, and sales remained sluggish.
- Sales of quartz oscillators increased thanks to rise in demand from China.
- Sales of micro batteries and other battery products were slightly down from the previous term due to the impact of the suspension of operations following the Great East Japan Earthquake and other factors.


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## Electronic Components Business

## System Applications

- Mobile communications modules for the domestic security market performed well.
- Sales of large inkjet printers for overseas were sluggish due mainly to worldwide restraints on capital investment, as well as the impact of the strong yen.
- Sales of order entry systems did not increase due to the cooling of domestic capital investment.


## Scientific Instruments

Thanks to the launch of new products, such as a thermal analysis device and X-ray coating thickness gauge, and discovery of customers in China, where expansion of the analysis and measurement market is striking, sales of analysis and measurement devices were buoyant.

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## Clock Business



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## Optical Products Business



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## Other Businesses



## Retail Business

- After May we began implementing such reforms as starting business on Sundays and national holidays and withdrawing from the unprofitable restaurant business.
- Fourth-quarter sales and profits declined due to the impact of the Great East Japan Earthquake.


## Other Business

- In Sporting Goods area, the slump in golf equipment continued, and both sales and profits were sluggish.
- On the other hand, Facility Clock business performed well.
*Excluded whole CRONOS.


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## Other Businesses




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## Balance Sheet

| (Billions of yen) | 31 March <br> 2009 | 31 March <br> $2010(\mathrm{a})$ | 31 March <br> $2011(\mathrm{~b})$ | Change <br> $(\mathrm{b})-(\mathrm{a})$ |
| :--- | ---: | ---: | ---: | ---: |
| A/R | 26.0 | 50.9 | 50.9 | -0 |
| Inventories | 34.5 | 57.8 | 61.0 | +3.2 |
| Tangible Fixed assets | 85.5 | 163.2 | 162.9 | -0.4 |
| Loan Payable | 142.0 | 255.1 | 237.9 | -17.2 |
| Net Assets | 32.5 | 42.6 | 46.3 | +3.7 |
| Total Assets | 226.7 | 406.0 | 400.5 | -5.5 |
| Equity Capital Ratio | $12.6 \%$ | $8.7 \%$ | $9.3 \%$ | $+0.6 \%$ |
| Debt Equity Ratio | 4.3 | 4.7 | 4.1 | -0.6 |
| Employee Number | 7,291 | 18,639 | 18,442 | -197 |

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## Cash Flow



|  | (Billions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | FY2008 | FY2009 | FY2010 |
| Income before income tax and minority interests | -3.7 | -2.4 | 5.1 |
| Depreciation and amortization | 5.7 | 11.6 | 16.8 |
| Others | -7.9 | 6.5 | -1.4 |
| Net cash provided by (used in) operating activities | -6.0 | 15.7 | 20.5 |
| Purchase of property, plant and equipment | -10.3 | -4.2 | -13.3 |
| Others | -3.0 | 15.5 | 4.7 |
| Net cash provided by (used in) investing activities | -13.2 | 11.3 | -8.7 |
| Net loans | 23.5 | -13.5 | -16.6 |
| Others | -1.7 | -0.6 | 2.2 |
| Net cash provided by (used in) financing activities | 21.8 | -14.1 | -14.4 |
| Cash and cash equivalents at end of period | 16.8 | 55.3 | 51.9 |
| Free cash flow | -19.2 | 27.0 | 11.8 |

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Financial Forecast for FY2011

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## Summary of Financial Forecast for FY2011

| (Billions of yen) | FY2010 <br> Actual | FY2011 <br> 1st Half | FY2011 <br> Full Year | Mid Term Plan <br> (2nd Year) |
| :--- | ---: | ---: | ---: | ---: |
| Sales | 313.9 | 150.0 | 315.0 | 380.0 |
| Operating Income | 11.7 | 4.0 | 12.0 | 15.5 |
| \% | $3.7 \%$ | $2.7 \%$ | $3.8 \%$ | $4.1 \%$ |
| Ordinary Income | 6.6 | 2.0 | 8.0 | 11.5 |
| \% | $2.1 \%$ | $1.3 \%$ | $2.5 \%$ | $3.0 \%$ |
| Net Income | 2.2 | 0.5 | 4.0 | 7.5 |
| \% | $0.7 \%$ | $0.3 \%$ | $1.3 \%$ | $2.0 \%$ |

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## Financial Forecasts for FY2011 by Segment



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## Investment / Research and Development Cost



## SEIKO

## Borrowings Balance



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## Exchange Rate

-Index of sensitivity by exchange rate

| (Bill. JPY) | USD | EUR |
| :--- | :---: | :---: |
| Sales | appox 2.2 | approx 0.2 |
| Op. Income | approx 0.8 | approx 0.1 |

-Sales by Aria -
<Historical Rate>




[^0]:    *1 : Including whole CRONOS Sales.
    *2 : Excluding whole CRONOS Sales.

[^1]:    *1 : Including whole CRONOS Sales.
    *2 : Excluding whole CRONOS Sales.

