



# Financial Results for the Fiscal Year 2012 Third-Quarter

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STAR MICRONICS CO., LTD.

<http://www.star-m.jp>

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# Financial Data

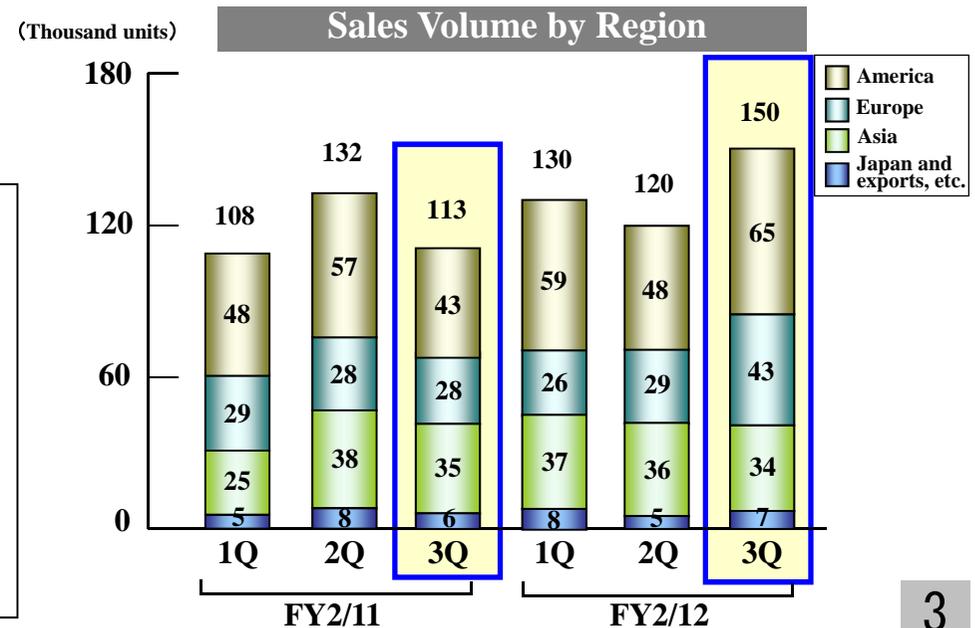
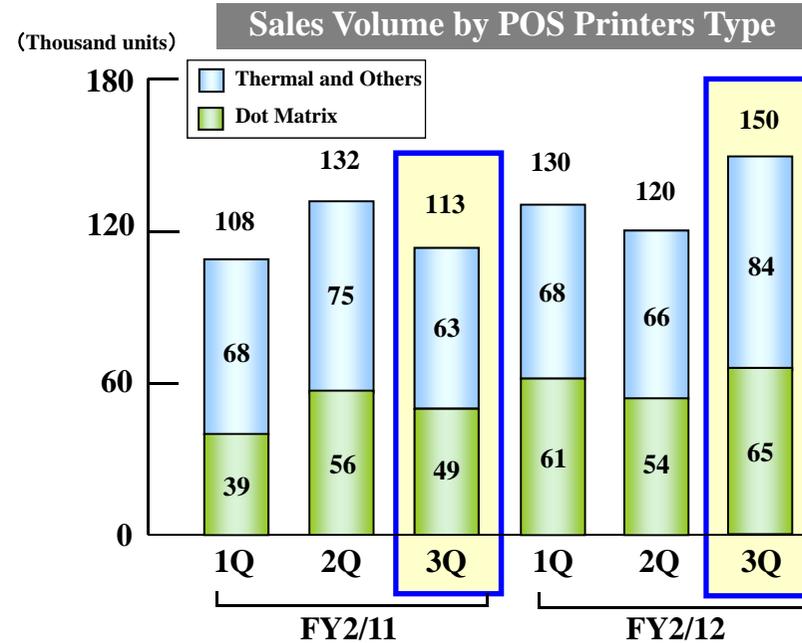
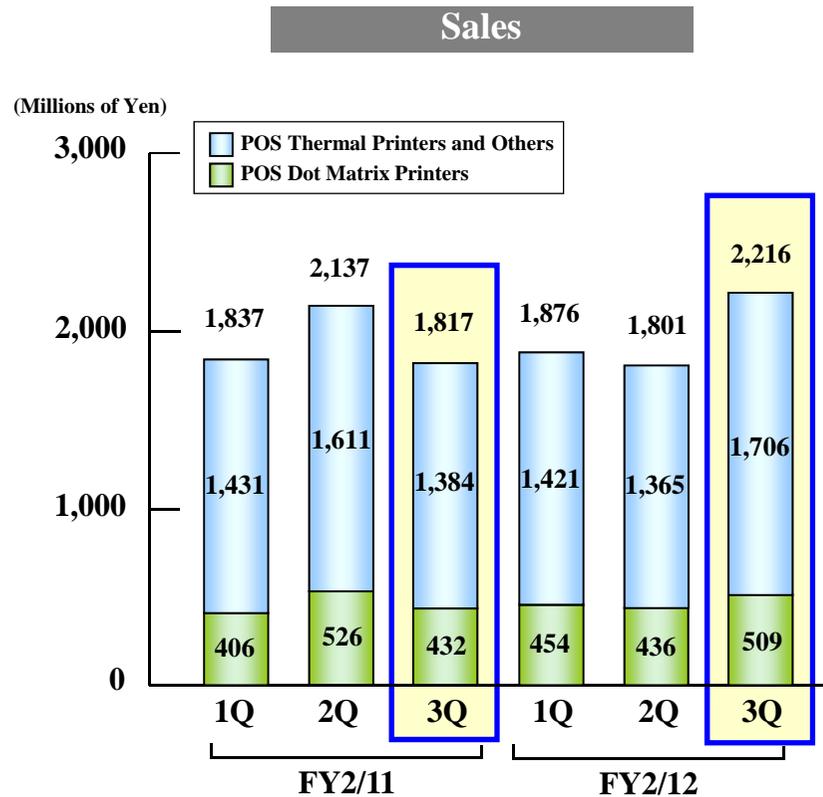


(Millions of Yen)

|                           | FY2/11 Actual  |                  |              |                  |              |                  |                |                  | FY2/12 Actual |                  |               |                  |               |                  |               |                  | Y o Y        |              |
|---------------------------|----------------|------------------|--------------|------------------|--------------|------------------|----------------|------------------|---------------|------------------|---------------|------------------|---------------|------------------|---------------|------------------|--------------|--------------|
|                           | 1Q             |                  | 2Q           |                  | 3Q           |                  | 1Q~3Q Total    |                  | 1Q            |                  | 2Q            |                  | 3Q            |                  | 1Q~3Q Total   |                  | 1Q~3Q Total  |              |
|                           | Amount         | Income Ratio (%) | Amount       | Income Ratio (%) | Amount       | Income Ratio (%) | Amount         | Income Ratio (%) | Amount        | Income Ratio (%) | Amount        | Income Ratio (%) | Amount        | Income Ratio (%) | Amount        | Income Ratio (%) | Amount       | Change (%)   |
| <b>Sales</b>              |                |                  |              |                  |              |                  |                |                  |               |                  |               |                  |               |                  |               |                  |              |              |
| Special Products          | 1,837          |                  | 2,137        |                  | 1,817        |                  | 5,793          |                  | 1,876         |                  | 1,801         |                  | 2,216         |                  | 5,894         |                  | 101          | 1.7          |
| Components                | 1,522          |                  | 1,162        |                  | 899          |                  | 3,584          |                  | 765           |                  | 750           |                  | 715           |                  | 2,231         |                  | (1,353)      | (37.8)       |
| Machine Tools             | 3,778          |                  | 4,378        |                  | 4,185        |                  | 12,342         |                  | 5,468         |                  | 6,957         |                  | 6,414         |                  | 18,840        |                  | 6,497        | 52.6         |
| Precision Products        | 1,015          |                  | 1,133        |                  | 1,105        |                  | 3,255          |                  | 1,012         |                  | 1,109         |                  | 1,196         |                  | 3,318         |                  | 63           | 1.9          |
| <b>Total</b>              | <b>8,154</b>   |                  | <b>8,812</b> |                  | <b>8,008</b> |                  | <b>24,975</b>  |                  | <b>9,123</b>  |                  | <b>10,619</b> |                  | <b>10,542</b> |                  | <b>30,284</b> |                  | <b>5,309</b> | <b>21.3</b>  |
| <b>Operating Income</b>   |                |                  |              |                  |              |                  |                |                  |               |                  |               |                  |               |                  |               |                  |              |              |
| Special Products          | 159            | 8.7              | 266          | 12.5             | 189          | 10.4             | 615            | 10.6             | 121           | 6.5              | 76            | 4.2              | 301           | 13.6             | 499           | 8.5              | (116)        | (18.9)       |
| Components                | (191)          | -                | (58)         | -                | (90)         | -                | (340)          | -                | (193)         | -                | (336)         | -                | (291)         | -                | (821)         | -                | (481)        | -            |
| Machine Tools             | 262            | 7.0              | 420          | 9.6              | 213          | 5.1              | 896            | 7.3              | 828           | 15.1             | 1,464         | 21.0             | 1,471         | 22.9             | 3,764         | 20.0             | 2,867        | 319.8        |
| Precision Products        | 140            | 13.8             | 214          | 19.0             | 246          | 22.3             | 601            | 18.5             | 160           | 15.9             | 213           | 19.2             | 279           | 23.4             | 653           | 19.7             | 52           | 8.7          |
| Eliminations or Corporate | (416)          |                  | (408)        |                  | (395)        |                  | (1,219)        |                  | (436)         |                  | (452)         |                  | (454)         |                  | (1,342)       |                  | (122)        |              |
| <b>Total</b>              | <b>(45)</b>    | <b>-</b>         | <b>434</b>   | <b>4.9</b>       | <b>163</b>   | <b>2.0</b>       | <b>552</b>     | <b>2.2</b>       | <b>481</b>    | <b>5.3</b>       | <b>964</b>    | <b>9.1</b>       | <b>1,306</b>  | <b>12.4</b>      | <b>2,752</b>  | <b>9.1</b>       | <b>2,199</b> | <b>397.9</b> |
| <b>Ordinary Income</b>    | <b>9</b>       | <b>0.1</b>       | <b>213</b>   | <b>2.4</b>       | <b>98</b>    | <b>1.2</b>       | <b>321</b>     | <b>1.3</b>       | <b>605</b>    | <b>6.6</b>       | <b>939</b>    | <b>8.8</b>       | <b>1,222</b>  | <b>11.6</b>      | <b>2,767</b>  | <b>9.1</b>       | <b>2,446</b> | <b>761.3</b> |
| <b>Net Income</b>         | <b>(1,062)</b> | <b>-</b>         | <b>(20)</b>  | <b>-</b>         | <b>(57)</b>  | <b>-</b>         | <b>(1,139)</b> | <b>-</b>         | <b>261</b>    | <b>2.9</b>       | <b>690</b>    | <b>6.5</b>       | <b>562</b>    | <b>5.3</b>       | <b>1,514</b>  | <b>5.0</b>       | <b>2,654</b> | <b>-</b>     |

Assumed Exchange Rate (Full Year)

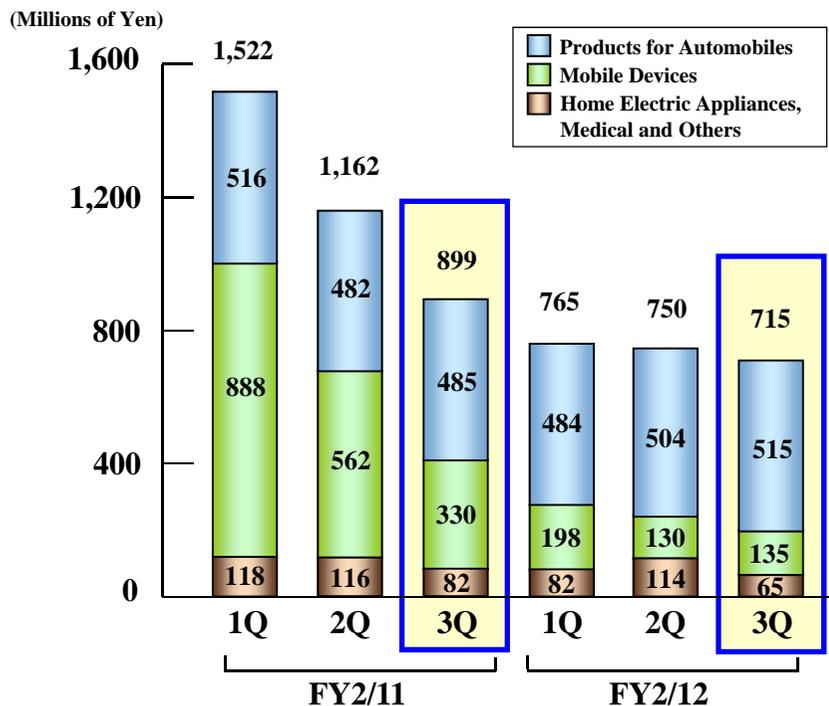
|               |      |         |  |  |  |         |         |
|---------------|------|---------|--|--|--|---------|---------|
| Exchange Rate | US\$ | ¥ 89.55 |  |  |  | ¥ 80.66 | ¥ 79.09 |
|               | EUR  | ¥117.79 |  |  |  | ¥113.38 | ¥111.20 |
|               | GBP  | ¥137.27 |  |  |  | ¥130.20 | ¥129.19 |
|               | CHF  | ¥ 83.98 |  |  |  | ¥ 91.96 | ¥ 91.57 |



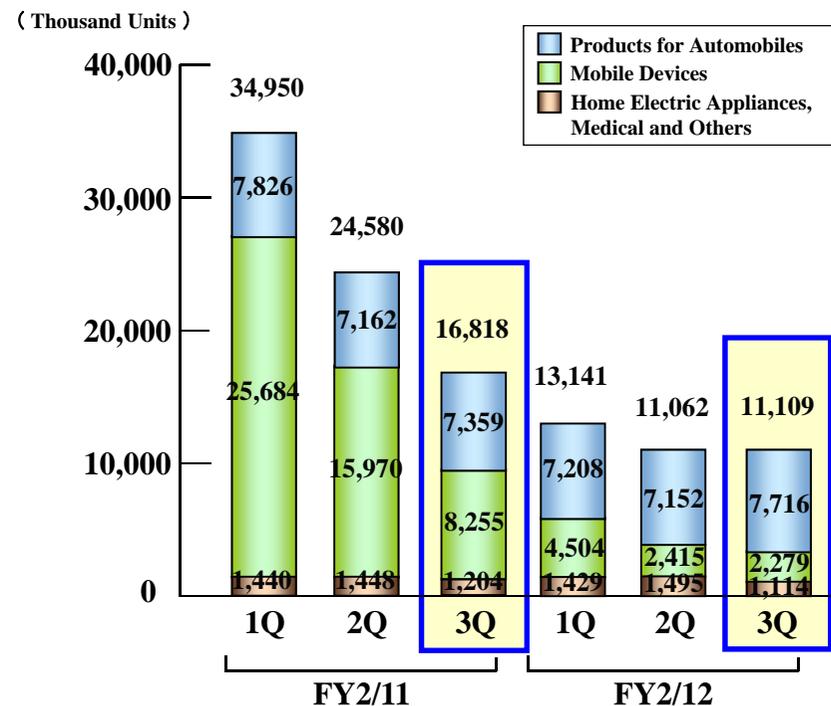
- Sales in the Americas increased due to strong demand in South America and demand continuing to recover in North America.
- Sales in the European market increased, despite financial concerns in southern Europe and political turmoil in the Middle East.
- In the Chinese market, sales growth was stymied by the effects of fiscal tightening, although dot-matrix printers enjoyed surging demand.

※The above comments relate to the first three quarters of fiscal 2012

### Sales

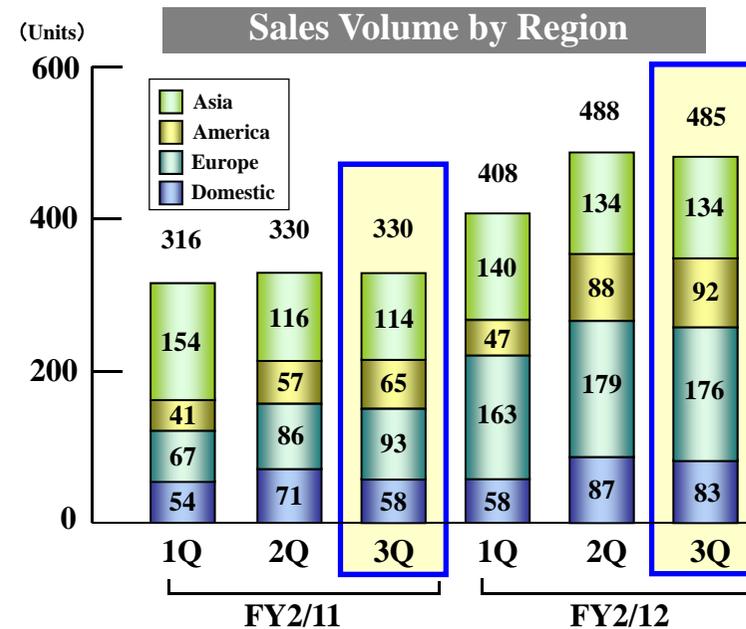
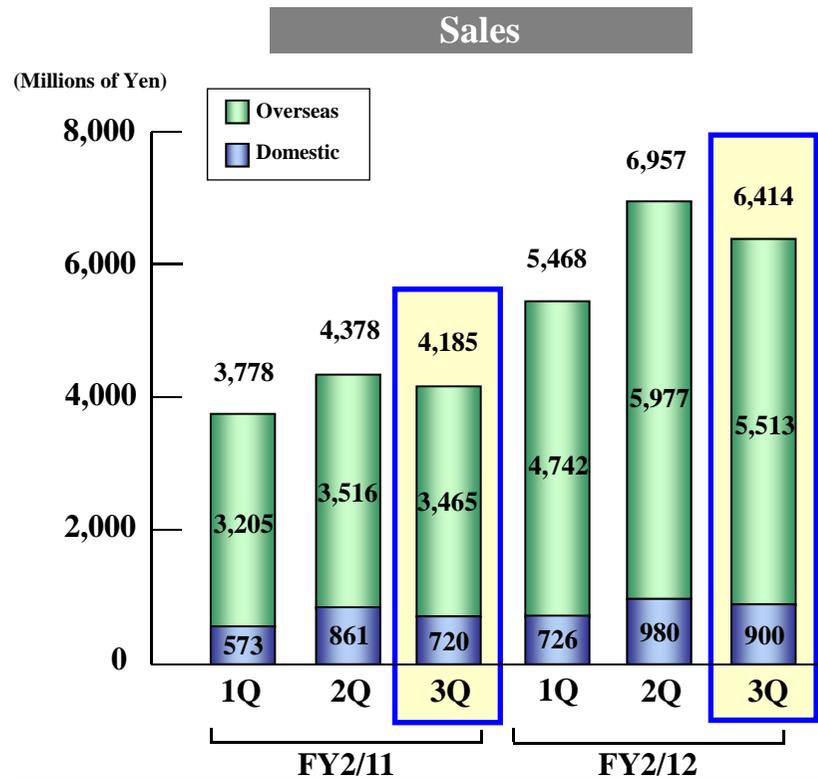


### Sales Volume by Markets

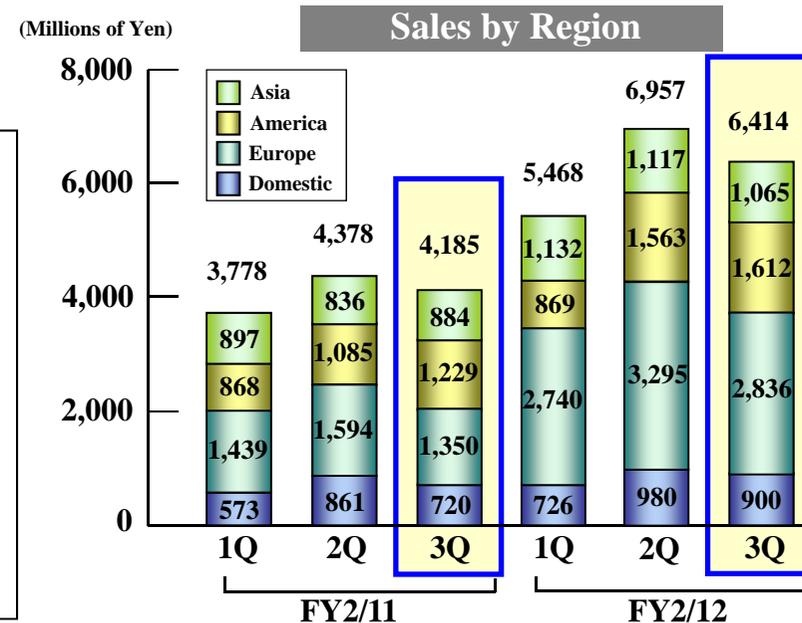


- Sales of products to the automobile market were on a par with the same period a year earlier, owing to a recovery in production by automakers.
- Sales of components for mobile phones and the like contracted sharply, reflecting the handling of fewer low-margin products.

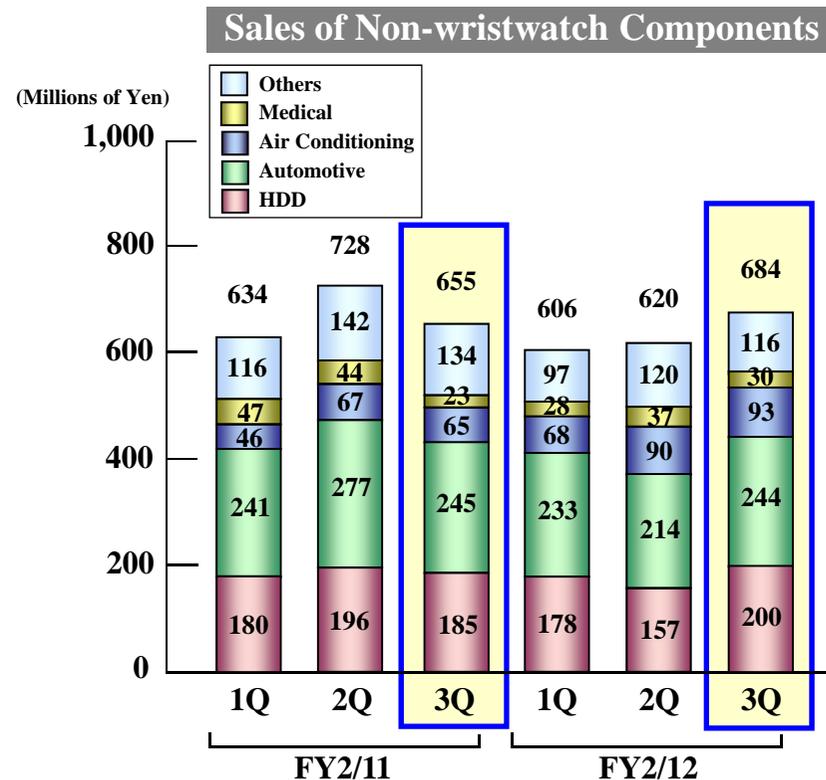
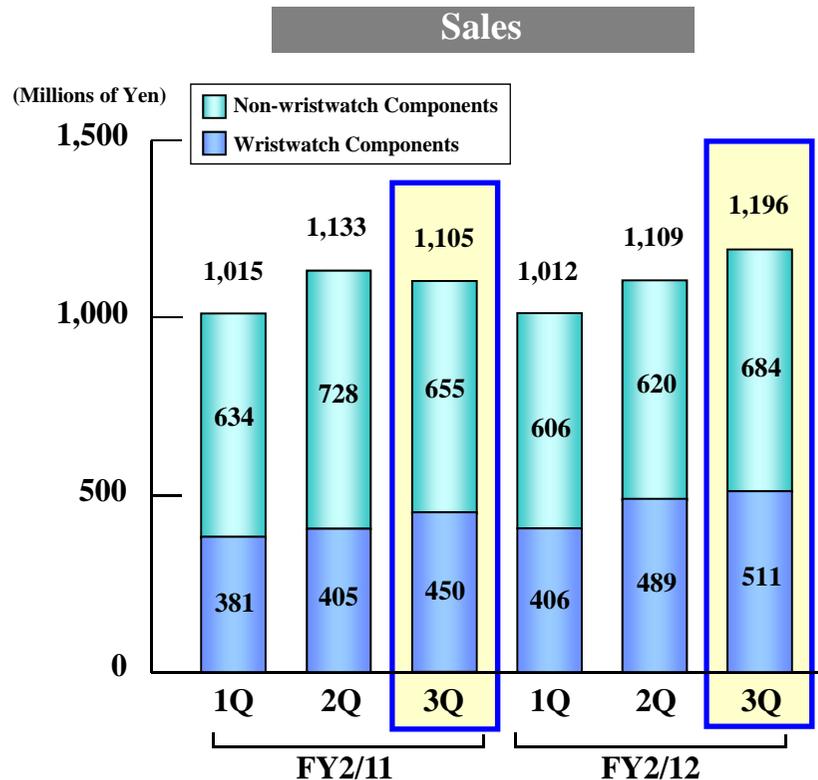
※The above comments relate to the first three quarters of fiscal 2012



- Sales in the European market increased substantially due to increased capital investment among companies in export-related sectors, tracking a recovery in exports triggered by a weaker euro.
- Sales in the U.S. market increased from a pickup in capital investment that was seen not only in medical-related sectors, but in the automobile sector as well.
- The Asian markets saw strong orders on the back of robust capital investment in automobiles and motorcycles.
- Sales in Japan grew as automakers restored their production activities.



※The above comments relate to the first three quarters of fiscal 2012



- Sales of wristwatch components increased as sales held firm among Japanese wristwatch makers.
- Non-wristwatch components saw sales of Automotive parts decline, primarily due to model changes among target customers and the impact of the earthquake and tsunami. Sales of HDD components declined, partly because unit sales prices fell in Japan and overseas.

※The above comments relate to the first three quarters of fiscal 2012

| Segment            | Products  |  |
|--------------------|---|--|
| Special Products   | POS Printers<br>Card Reader/Writers   |  <p>POS Printer<br/>TSP100ECO</p>  <p>Card Reader/Writer<br/>TCP300 II</p>               |
| Components         | Micro Audio Components  |  <p>Speaker<br/>SAC-30A</p>  <p>Magnetic Sounder<br/>TMX-12F</p>                         |
| Machine Tools      | CNC Automatic Lathes,<br>etc.   |  <p>Swiss Type Automatic Lathe<br/>ST-38</p>  <p>Turning Center<br/>SF-25</p>          |
| Precision Products | Wristwatch Parts,<br>Optical Connector Parts,<br>Automotive Parts,<br>Medical Equipment Parts |  <p>Wristwatch Components</p>  <p>HDD and Other Digital Equipment<br/>Components</p> |