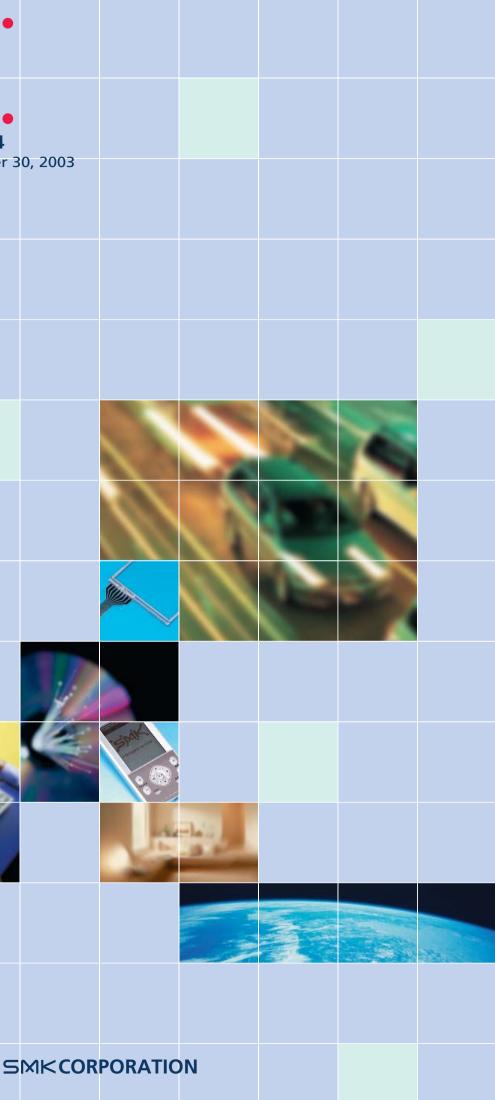




5-5, Togoshi 6-chome, Shinagawa-ku, Tokyo 142-8511, JAPAN Telephone: 81-3-3785-1111 Fax: 81-3-3785-1878 http://www.smk.co.jp/

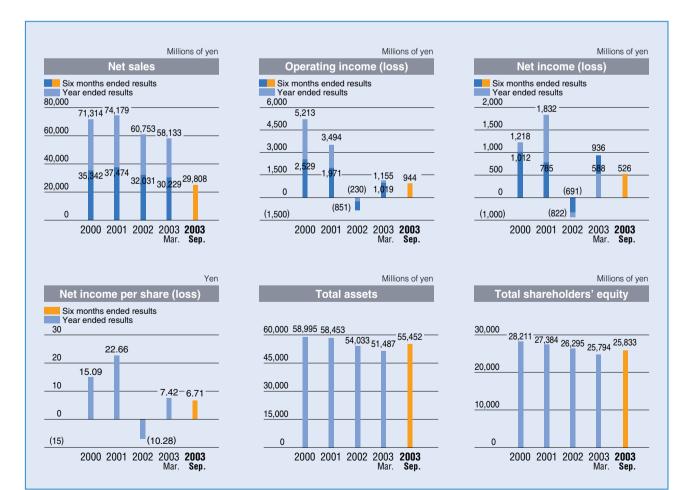


# **Financial Highlights**

SMK Corporation and Consolidated Subsidiaries

	Mill	ions of yen	Thousands of U.S. dollars	Millions of yen	
Six months ended September 30	2002	2003	2003	2003 Year ended March 31	
Operating Results					
Net sales	¥ 30,229	¥ 29,808	\$ 267,945	¥ 58,133	
Operating income	1,019	944	8,493	1,155	
Net income	936	526	4,734	588	
Financial Position					
Total assets	¥ 54,190	¥ 55,452	\$ 498,450	¥ 51,487	
Total shareholders' equity	26,511	25,833	232,214	25,794	
Per Share Data		Yen	U.S. dollars	Yen	
Net income	¥ 11.73	¥ 6.71	\$ 0.06	¥ 7.42	

Note: The U.S. dollar amounts represent translations of Japanese ven, for convenience only, at the rate of ¥111,25 = U.S. \$1,00



# **To Our Shareholders and Investors**

## **Striving for Further Growth and Development**

## **Achieving Higher than Expected Earnings**

The Japanese economy during this consolidated interim period has shown a gradual recovery trend as evidenced by steady capital investment and the stock market, where the Tokyo stock market's main index fell below the benchmark 10,000 yen level for an extended period of time, finally pulling out of its slump. In the overall electronics industry, the demand bottomed out and signs of gradual expansion have emerged.

Under these circumstances, although we did not attain our initial target in net sales, we achieved earnings that surpassed forecasts as a result of our concerted corporate efforts.

## **Becoming a Leading Supplier of Information** Infrastructure

As our corporate philosophy states, "SMK is committed to the advancement of mankind through development of the information society by integrating its current technological strengths and creating advanced technology." In other words, with the goal to "establish our position as the leading supplier for information technology infrastructure in the global information society," we have been promoting efficient research and development. To accomplish this, new technologies are being proactively employed and all group resources are also being integrated. In addition, marketing activities suitable for the global market have been adopted by focusing on our production and sales bases located around the world.

## **Restructuring Business Divisions and Seeking Business Efficiency**

With regard to the improvement of management efficiency, we have successfully established a management system that is able to respond immediately to various changes and enhance corporate governance. The new management system includes the separation of the responsibilities of chairman and president as of April 2002 and the introduction of executive officers and outside directors. Furthermore, the former three divisions (KK, Connector and Component for System Control (CSC)) were reorganized and a new division system (Connection System (CS), Functional Components (FC) and Touch Panel (TP)) was established in September 2003. Through this new system, product development and production systems will be integrated and superior business activities will be developed through efficient business operations.



As for our response to globalization, emphasis has been placed on entry into the booming Chinese market. We will further expand business opportunities in the Chinese market by taking appropriate measures for the future as well as emphasizing our existing production and sales bases.

We will be promoting product development that will be more epoch-making than before, while building upon our foundation in "manufacturing." In addition, a focus will be placed on cultivating new markets, in which growth will be expected, centering on the information technology market.

## **Approach to Environmental Issues**

We strive to produce products and parts that are environmentally friendly and take pride in our efforts to encourage environmental consciousness in every employee by formulating an "Environmental Charter." In addition to efforts to acquire the international standard of environmental preservation in domestic and international works, ISO 14001, we proactively incorporate corporate management that places sufficient consideration on the environment, such as the issuing of our first environmental report in July 2003.

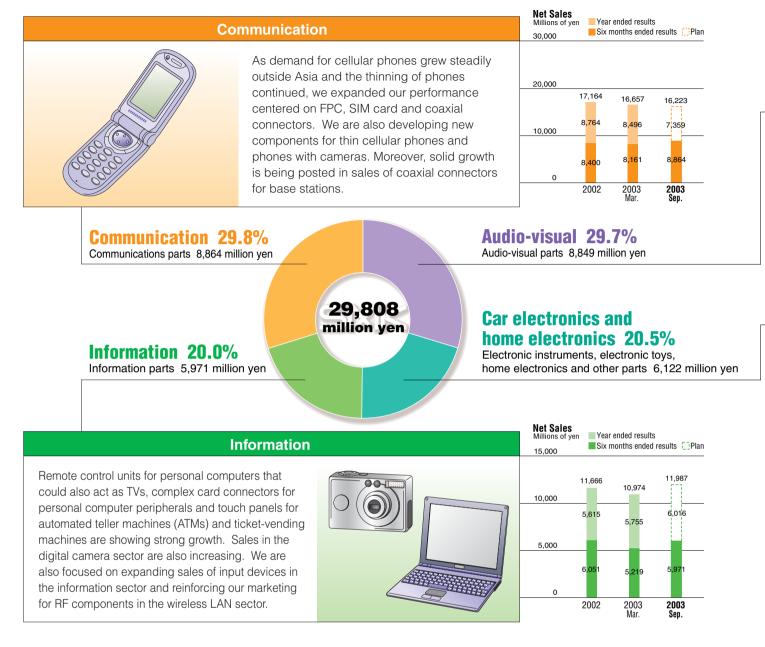
The overview of our Group's management policy is as stated above. We are fully committed to continually realize such growth and enhance corporate value through unrelenting efforts of management and renewed ideas. We earnestly hope that you, our shareholders, will continue to provide us with your further understanding and support.

December 2003



Makemon Tetsuva Nakamura President and Chief Operating Office

# Sales and Market-wise Overview



## Audio-visual

In the audio-visual equipment market, we are ramping up to meet part needs globally. In digital television, DVD recorders and other growing segments, we are incorporating new technologies in core products including thin-type CRT sockets and standard remote control featuring a back-lighting function. As for home network needs, we are bolstering sales of coaxial connectors and intelligent remote control units.

## **Car electronics & home electronics**

In the electronic instrument parts sector, steady sales growth is being posted in touch panels for car navigation systems within the genuine parts market and the automobile accessories market. Sales of coaxial connectors for the ETC are increasing as well. We are also upgrading our anti-smudge touch panel with the latest technology. In the home electronics segment, we struggled due to the sluggish domestic demand for air conditioners. However, sales performance grew for comfort and health home electronic products such as air purifiers and shower toilets (bidet equipped toilet seats). We will further reinforce sales of products, including newly developed multifunctional control panels for hot water systems.

## **Outlook for this Fiscal Year**

As for future prospects, the Japanese economy has started to show promising trends including the recovery of the long-slumping stock market, with the Tokyo stock market's main index exceeding its benchmark 10,000 yen level, and roaring corporate capital investment despite the continually weak personal consumption. On the other hand, uncertain factors still exist including the ongoing appreciation of yen as well as the uncertain direction of the U.S. economy. However, overall, the downturn appears to have finally ended and a gradual strengthening of the economy is being generated.

In our electronic component industry, the steadily expanding digital products will expect further diversification, expansion of product types and networking. In addition, the cellular phone and IT related areas have also started to thrive, hence future growth and expansion are greatly anticipated.

Amidst the progressively tough economic environment, our company will strive to assure continued growth, based on our efforts in promoting globalization and enhanced employment of IT. In order to accomplish this, we will respond quickly to growth areas, cultivate new markets and integrating the strengths of our group. This will be accomplished through developing new products and technologies that correspond to customer needs, upgrading manufacturing technologies, establishing efficient sales systems, reviewing cost structures, and other measures.

As for our consolidated business performance for this fiscal year, we anticipate net sales will increase 3.2% year-on-year to 60,000 million yen, and net income will be 950 million yen.

# SMK's NEW LINEUP I

# Industry First! Achieved a mounted height of 0.85mm (as of September, 2003)

### Features

\*Contributing to miniaturization and thinning of consumer product design with ultra short profile \*Adopting original technology of an easy flip-lock system \*Sliding type connection resistant to bending



0.3mm spacing FPC connector, easy flip-lock type, EC-LP series

# Developed stereo earphone-microphone with a square connector

Demands for earphone-microphone are increasing in recent years as cellular phones are manufactured with more functions. This new product incorporates earphones with stereo function. They facilitate music enjoyment for cellular phones and PDA with silicon audio function, which are expected to grow in the near future.

Earphones with stereo

Adopted RC-5240

standard 10P flat type

function

connector

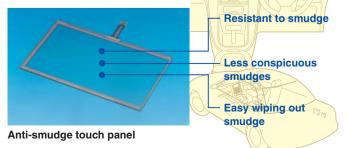


Stereo earphone-microphone combination with a square connector

# Developed "Anti-smudge touch panel" which is resistant to finger-prints

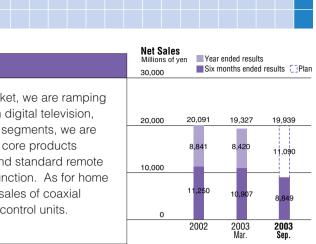
This new product is a touch panel consisting of film and glass. The uppermost layer of film, the part of the upper electrodes, is given a special micro-mat processing.

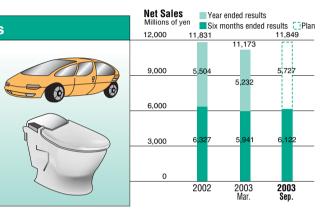
This new product enhances the lineup of touch panel and the Company's share in the car navigation market is expected to increase.



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В



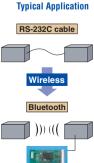


## Developed Bluetooth<sup>™</sup> Serial Port Adapter

- Features -
- Acquired Bluetooth<sup>™</sup> logo qualification
- Compatible with Bluetooth<sup>™</sup> Serial Port Profile
- Realizes Bluetooth<sup>™</sup> wireless communication, with little
- modification applied to the design of existing devices



Bluetooth<sup>™</sup> Serial Port Adapter



# **Consolidated Balance Sheets**

SMIK Corporation and Consolidated Subsidiaries

As of September 30

	Million	s of yen	Thousands of U.S. dollars	Millions of yen
Assets	2002	2003	2003	As of March 31 2003
Current assets				
Cash and cash equivalents	¥ 5,963	¥ 7,058	\$ 63,447	¥ 6,575
Time deposits	202	231	2,079	231
Notes and accounts receivable, trade	17,754	18,863	169,555	15,608
Allowance for doubtful accounts	(180)	(19)	(175)	(115)
Inventories	5,656	5,472	49,189	4,924
Deferred income tax assets	351	585	5,254	1,179
Other current assets	1,748	1,519	13,656	2,027
	31,494	33,709	303,005	30,429
Investments and long-term loans				
Investment securities	2,659	3,308	29,732	2,834
Long-term loans receivable	133	391	3,515	94
Other investments	1,725	1,372	12,333	1,454
Allowance for doubtful accounts	(338)	(512)	(4,603)	(541)
	4,179	4,559	40,977	3,841
Property, plant and equipment				
Land	3,643	3,620	32,537	3,641
Buildings	15,435	15,244	137,025	15,378
Machinery and equipment	36,119	35,847	322,226	35,339
Construction in progress	24	_	_	5
	55,221	54,711	491,788	54,363
Less-Accumulated depreciation	(38,450)	(38,731)	(348,148)	(37,996)
·	16,771	15,980	143,640	16,367
Other assets				
Deferred income tax assets	1,674	1,063	9,552	759
Intangible assets	72	141	1,276	91
•	1,746	1,204	10,828	850
Total assets	¥ 54,190	¥ 55,452	\$ 498,450	¥ 51,487

Short-term loans payable	
Notes and accounts payable, trac	de
Accrued income taxes	
Reserve for bonus	
Accounts payable - non trade	
Other current liabilities	

ng-term liabilities
Corporate bond
Long-term debt
Liability for employees' retirement benefits
Other long-term liabilities

	Million	s of yen	Thousands of U.S. dollars	Millions of
Liabilities and shareholders' equity	2002	2003	2003	As of March 31 2003
Current liabilities				
Short-term loans payable	¥ 8,989	¥ 8,584	\$ 77,156	¥ 8,680
Notes and accounts payable, trade	7,627	7,240	65,080	6,038
Accrued income taxes	93	71	636	29
Reserve for bonus	550	626	5,630	496
Accounts payable - non trade	5,342	6,126	55,065	5,088
Other current liabilities	1,383	1,345	12,093	1,341
	23,984	23,992	215,660	21,672
Long-term liabilities				
Corporate bond		300	2,697	300
Long-term debt	3,175	4,077	36,647	2,959
Liability for employees' retirement benefits	141	859	7,717	366
Other long-term liabilities	379	391	3,515	396
	3,695	5,627	50,576	4,021
Shareholders' equity				
Common stock				
Authorized: 2002.9 198,313,000 sha	ares			
2003.9 195,961,274 sha	ares			
2003.3 198,313,000 sha	ares			
Issued and outstanding: 2002.9 81,351,726 sha	ares 7,996		—	—
2003.9 79,000,000 sha	ares —	7,996	71,882	—
2003.3 79,000,000 sha	ares —		_	7,996
Capital reserve	12,057	12,057	108,378	12,057
Earnings reserve	8,902	7,669	68,938	7,729
Foreign exchange translation adjustment	(1,323)	(1,605)	(14,430)	(1,425)
Unrealized losses on securities available for sal	e (337)	(28)	(251)	(307)
Treasury stock	(784)	(256)	(2,303)	(256)
	26,511	25,833	232,214	25,794
Total liabilities and shareholders' equity	¥ 54,190	¥ 55,452	\$ 498,450	¥ 51,487

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Note: The U.S. dollar amounts represent translations of Japanese yen, for convenience only, at the rate of ¥111.25 = U.S.\$1.00.

# **Consolidated Statements of Income**

## SMI< Corporation and Consolidated Subsidiaries

Six months ended September 30

	Million	s of yen	Thousands of U.S. dollars	Millions of yen
	2002	2003	2003	Year ended March 31 2003
Net sales	¥ 30,229	¥ 29,808	\$ 267,945	¥ 58,133
Cost of sales	26,025	25,532	229,500	50,498
Selling, general and administrative expenses	3,185	3,332	29,952	6,480
Operating income	1,019	944	8,493	1,155
Other income				
Interest and dividend income	65	57	515	104
Rent income	344	353	3,171	686
Gain on sales of fixed assets	4	37	332	63
Gain on return of substitutional portion of retirement ber	efits 1,735	_	_	1,862
Other	118	64	573	141
Total other income	2,266	511	4,591	2,856
Other expenses				
Interest expenses	101	76	680	186
Foreign exchange loss, net	656	240	2,155	685
Loss on disposal of fixed assets	99	36	328	232
Loss from devaluation of investment securities	29	1	13	235
Bad debt expenses	81	16	142	251
Directors and statutory auditors retirement bene	efits 145	_	_	145
Special retirement benefits	153	2	16	155
Amortization of the effect of the adoption of the	new			
standard for retirement benefits	347	236	2,120	594
Other	143	117	1,053	295
Total other expenses	1,754	724	6,507	2,778
Income before income taxes	1,531	731	6,577	1,233
Income taxes				
Current	46	107	965	41
Deferred	549	98	878	604
Net income	¥ 936	¥ 526	\$ 4,734	¥ 588
	١	(en	U.S. dollars	Yen
Net income per share	¥ 11.73	¥ 6.71	\$ 0.06	¥ 7.42

Note: The U.S. dollar amounts represent translations of Japanese yen, for convenience only, at the rate of ¥111.25 = U.S.\$1.00.

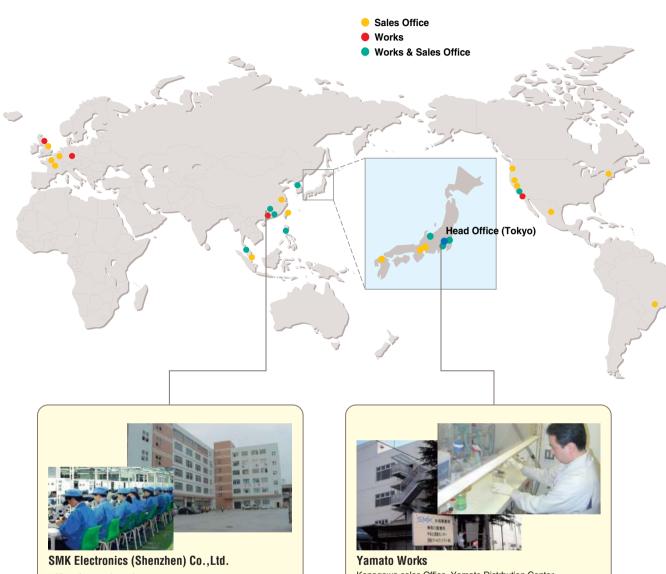


SMK Corporation and Consolidated Subsidiaries Six months ended September 30

_	Million	s of yen	Thousands of U.S. dollars	Millions of yen
	2002	2003	2003	Year ended March 31 2003
Cash flows from operating activities				
Income before income taxes	¥ 1,531	¥ 731	\$ 6,577	¥ 1,233
Depreciation and amortization	1,589	1,596	14,345	3,138
Increase (decrease) in liability for employees' retirement benefits		492	4,419	(886)
Increase (decrease) in allowance for doubtful accounts		6	53	245
Interest and dividend income	(65)	(57)	(515)	(104)
Interest expenses	101	76	680	186
Foreign exchange loss, net	396	39	347	412
Directors and statutory auditors retirement benefits	145	—	—	145
Special retirement benefits	153	2	16	155
Loss on disposal of fixed assets	99	36	328	232
Loss from devaluation of investment securities	29	1	13	235
(Increase) decrease in notes and accounts receivable, trade	(3,466)	(3,759)	(33,787)	(1,019)
(Increase) decrease in inventories	(188)	(746)	(6,708)	505
Increase (decrease) in notes and accounts payable, trade	2,257	2,540	22,829	66
Other	<sup>´</sup> 50	223	2,012	(51)
Subtotal	1,607	1,180	10,609	4,492
Receipts for interest and dividend income	65	42	382	<b>9</b> 6
Payments of interest expenses	(118)	(77)	(688)	(200)
Payments of directors and statutory auditors retirement benefi		<u> </u>	(	(145)
Payments of special retirement benefits	(141)	(2)	(16)	(186)
Receipts of tax refund	160	70	626	94
Payments of income taxes	(69)	(92)	(829)	(222)
Net cash provided by operating activities	1,359	1,121	10,084	3,929
Cash flows from investing activities				
Payments into time deposits	_	(12)	(105)	(1)
Proceeds from time deposits	29	(12)	(103)	(1)
Proceeds from redemption of investment securities	25	100	899	
Purchases of fixed assets	(1,084)	(1,569)	(14,107)	(2,601)
Proceeds from sale of fixed assets	120	416	3,736	333
Purchases of intangible fixed assets	120	-	(625)	(25)
Purchases of investment securities	(503)	(70)		
Proceeds from sale of investment securities	· ,	(1)	(9)	(501)
Purchases of subsidiarie's stock	0	(1)	(10)	0
	(1)	(1)	(12)	(1)
Payment on loans receivable	(217)	(48)	(431)	(344)
Proceeds from loans receivable	54	64	578	52
Other Net each used in investing activities	(1 507)	(1 110)	16	(2,000)
Net cash used in investing activities	(1,597)	(1,119)	(10,060)	(3,088)
Cash flows from financing activities				
Increase (decrease) in short-term loans receivable	(8)	200	1,800	(631)
Proceeds from long-term debt	1,171	1,500	13,483	2,153
Payments of long-term debt	(1,524)	(637)	(5,726)	(2,298)
Proceeds from issuance of corporate bond	( , , = , ,	(	(-,	287
Payment of redemption of corporate bond	_	(90)	(808)	
Purchases of treasury stock	(120)	(14)	(126)	(416)
Proceeds from sale of treasury stock	18	7	67	18
Dividends paid	(319)	, (311)	(2,794)	(322)
Net cash provided by (used in) financing activities	(782)	655	5,896	(1,209)
Effect of exchange rate changes on cash and cash equivalents	(207)	(174)	(1,573)	(247)
Increase (decrease) in cash and cash equivalents	(1,227)	483	4,348	(615)
Cash and cash equivalents at beginning of year	7,190	6,575	59,103	7,190
Decrease in cash and cash equivalents due to exclusion from consolidation		(0)	(3)	.,
Cash and cash equivalents at end of six months and year	¥ 5,963	¥ 7,058	\$ 63,447	¥ 6,575
equivalence at one of oix monthly and your	1 0,000	,000	φ 00, <del>1</del> 11	1 0,070

Note: The U.S. dollar amounts represent translations of Japanese yen, for convenience only, at the rate of ¥111.25 = U.S.\$1.00.

## **Global Network**



•Manufactured products: Connectors, cable harnesses, jacks and switches



#### ASIA

SMK High-Tech Taiwan Trading Co., Ltd. SMK Electronics (H.K.) Ltd. SMK Trading (H.K.) Ltd. SMK Dongguan Gaobu Factory SMK Electronics (Shenzhen) Co.,Ltd. SMK Electronics (Shenzhen) Co., Ltd. Shanghai Representative Office SMK Electronics Singapore Pte. Ltd. SMK Electronics (Malaysia) Sdn. Bhd. SMK Electronics (Phils.) Corporation SMK Korea Co., Ltd.

SMK Europe N.V. SMK Europe N.V., U.K. Branch SMK Europe N.V., France Branch SMK Europe N.V., German Office SMK (U.K.) Ltd. SMK Hungary Kft.

FUROPE

NORTH AMERICA SMK Electronics Corporation U.S.A. SMK Electronics Corporation U.S.A., East Office

SMK Electronics Corporation U.S.A., San Jose Office SMK Electronics Corporation U.S.A., Los Angeles Office SMK Electronics Corporation U.S.A., Seattle Office SMK Electronics Corporation U.S.A., Guadalajara Office SMK Manufacturing, Inc. SMK Electronica S.A. de C.V.

SOUTH AMERICA SMK São Paulo Indústria Eletrônica Ltda.

## Corporate Data (As of September 30

SMK Corporation **Company Name:** Established: January 15, 1929 Manufacture and sale of various electronic **Major Operations:** machinery and parts used in power, communications and electronic equipment other industrial machinery, information equipment, etc. 7,996,828,021 yen Capital: Stock Exchange Listing: Tokyo Stock Exchange **Transfer Agent:** The Mitsubishi Trust and Banking Corporation Independent Auditors: Shin Nihon & Co. Tokyo, Japan



### **Directors and Auditors**

Chairman and Chief Executive Officer	Terutaka Ikeda
President and Chief Operating Officer	Tetsuya Nakamura
Executive Deputy President	Mikio Ito
Director	Yuji Tanahashi
Auditor	Jun Sugimoto
Auditor	Yoshio Tada
Auditor	Takeshi Nakamura
Corporate Executive Officers	
Senior Executive Vice President	Tetsuo Murase
Senior Executive Vice President	Shigenobu Oyashiki

# Shares and Shareholders

Authorized shares:	195,961,274
Issued shares:	79,000,000
Number of shareholders:	15,539

## Major shareholders (top ten)

Nippon Life Insurance Company Mizuho Corporate Bank, Ltd. The Mitsubishi Trust and Banking Corporation Mizuho Bank, Ltd. Terutaka Ikeda Japan Trustee Services Bank, Ltd. Dai Nippon Printing Co., Ltd. UFJ Bank, Limited The Bank of Tokyo-Mitsubishi, Ltd. SMK Cooperating Company Share Holding Association

30,	20	03)							

	Employees (SMK-Group):	7,293
	Head office:	5-5, Togoshi 6-chome, Shinagawa-ku,
С		Tokyo 142-8511, Japan
		TEL 81-3-3785-1111
nt,		FAX 81-3-3785-1878
	Subsidiaries & Affiliate	s:
	Domestic:	Subsidiaries - 10 companies
		Affiliates - 3 companies
	Overseas:	Subsidiaries - 20 companies
tion	Website:	http://www.smk.co.jp/

Senior Executive Vice President	Kenji Ko
Executive Vice President	Tadashi
Executive Vice President	Takushi
Executive Vice President	Hajime `
Vice President	Mitsuru
Vice President	Takashi
Vice President	Toru Kai
Vice President	Yu Hoso
Vice President	Hirozum
Vice President	Yoshiyu
Vice President	Yasumit

Kenji Kobayashi
Tadashi Yamoto
Takushi Suzuki
Hajime Yamada
Mitsuru Ito
Takashi Hirawata
Toru Kaneyoshi
Yu Hosoya
Hirozumi Kawabata
Yoshiyuki Yonejima
Yasumitsu Ikeda

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Shareholder Shares Owned (1,000 shares)	Percentage of Shares (%)
4,001	5.06
3,844	4.87
2,250	2.85
2,214	2.80
2,009	2.54
1,925	2.44
1,795	2.27
1,788	2.26
1,760	2.23
1,717	2.17