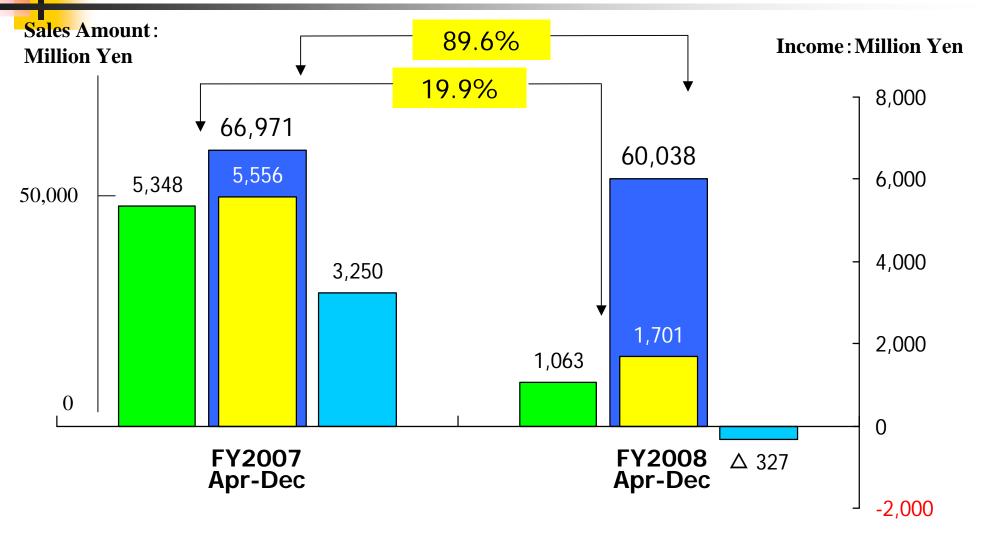
## Business Report for FY2008 From APR 2008 to DEC 2008

SMK Corporation 9th FEB 2009



### <Consolidated>3Q Financial Result (Apr-Dec)



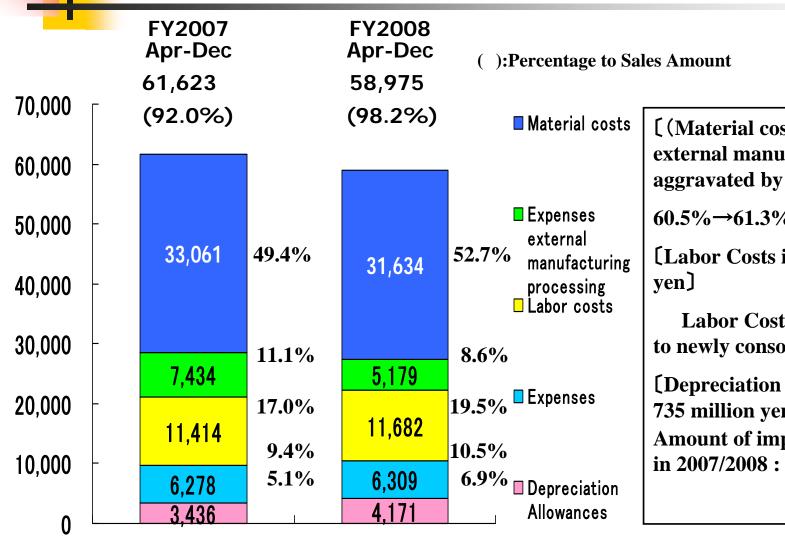
■ Net Sales
■ Operating Income
□ Ordinary Income
■ Net Income



(Unit: Million yen)



## <Consolidated> Sales Expenses



[(Material costs+ expenses for external manufacturing processing) aggravated by 0.8%]

60.5%→61.3% About 510 million yen

[Labor Costs increased by 268 million yen]

Labor Costs increased because due to newly consolidated 3 affiliates

[Depreciation Allowances increased by 735 million yen]

Amount of impact due to tax revision in 2007/2008 : About 440 million yen

Operating Income

5,348

1,063



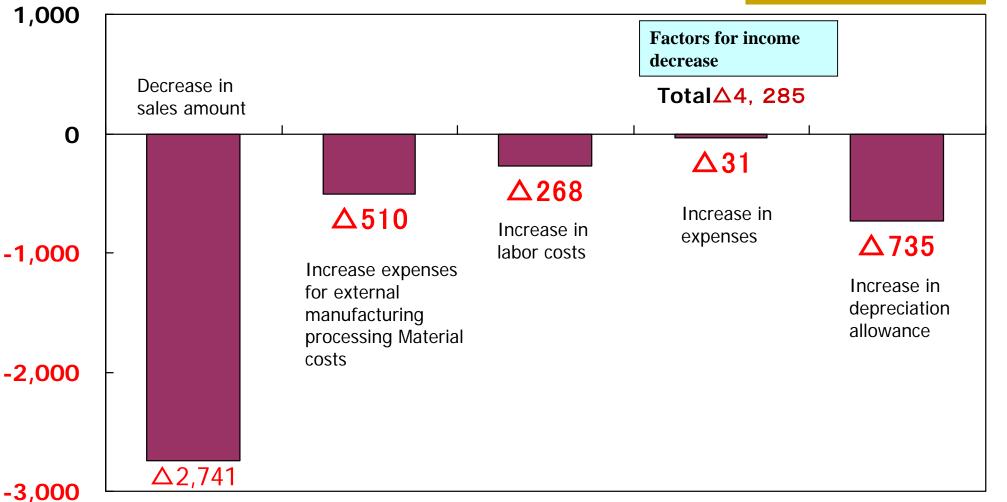


## Consolidated > Analysis of Sales Expenses

(Unit: Million yen)

Analysis of Factors Resulting In Increase/Decrease of Consolidated Operating Income[FY2007 4-12 vs. FY2008 4-12]

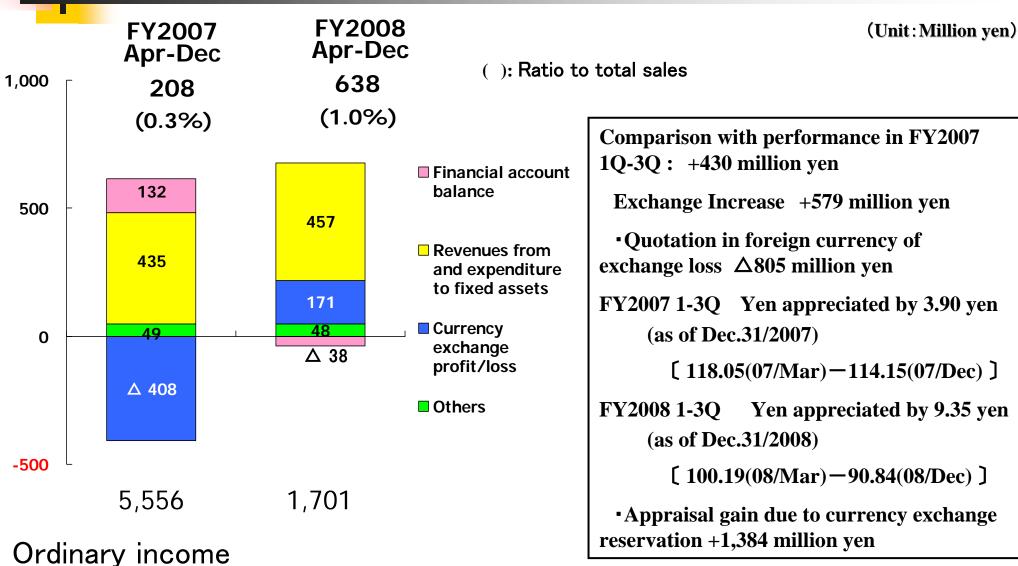
Total △4,285 Million yen







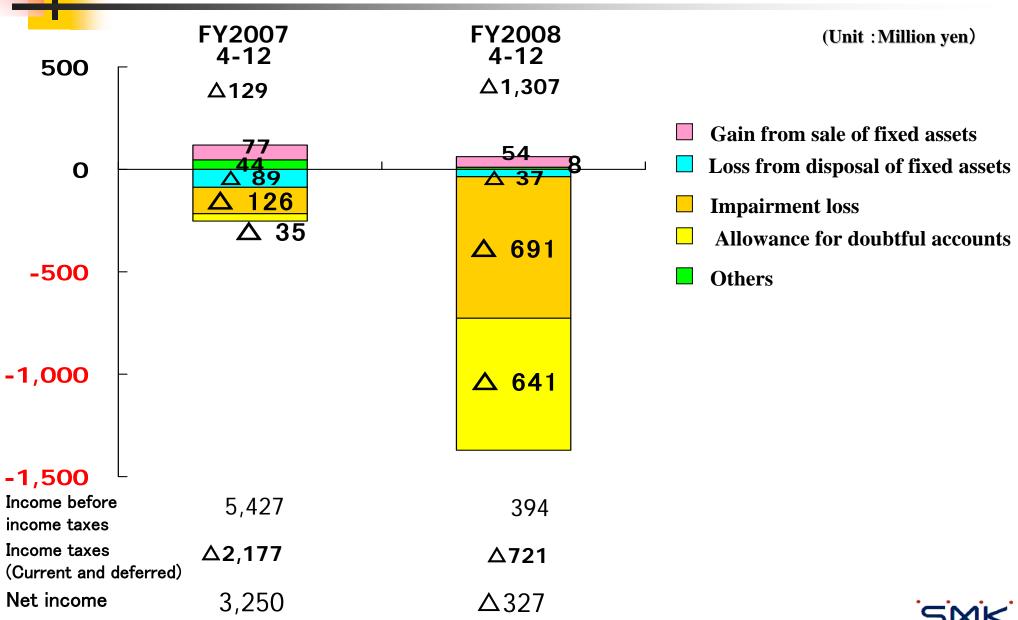
## Consolidated > Non-operating income and loss







## Consolidated > Extraordinary gain or loss





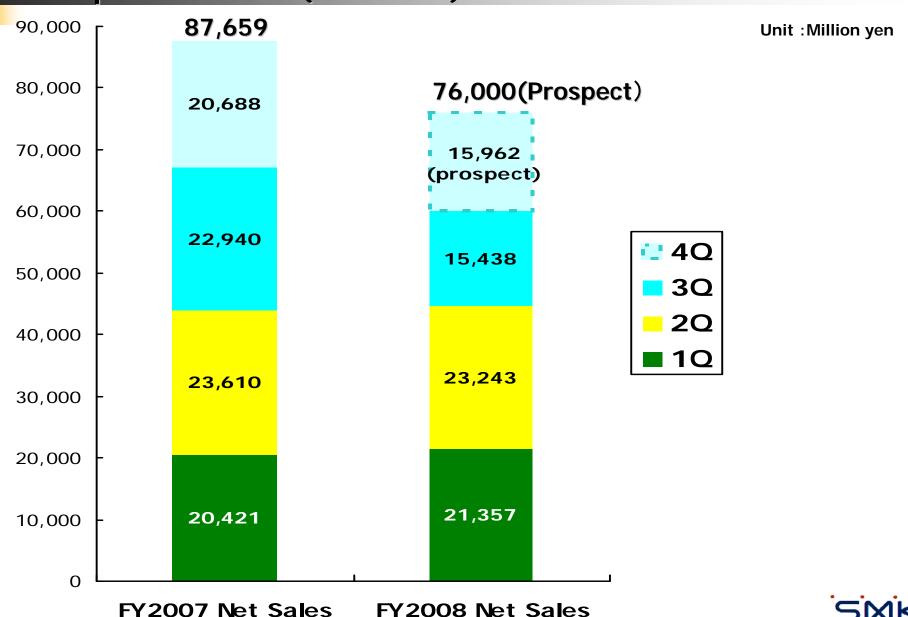
### FY 2008 Trends in Performance (Quarterly)

(Unit: Million yen)

	1st to 2nd QTR		3 <sup>rd</sup> to 4 <sup>th</sup> QTR			1st to 4th QTR	
	1st QTR (08/Apr- Jun) (result)	2nd QTR (08/Jul- Sep) (result)	1st and 2nd total (08/Apr-Sep) (result)	3rdQTR (08/Oct- Dec) (result)	4thQTR (09/Jan- Mar) (Plan)	3rd and 4th total (08/Oct- 09/Mar) (Plan)	Sum Total (08/Apr- 09/Mar) (Plan)
Net Sales	<b>21,357</b> 104.6	<b>23,243</b> 98.4	<b>44,600</b> 101.3	<b>15,438</b> 67.3	<b>15,962</b> 77.2	<b>31,400</b> 72.0	<b>76,000</b> 86.7
Operating income	<b>1,067</b> 62.1	<b>929</b> 44.5	<b>1,996</b> 52.4	△933 –	Δ1,713 -	Δ2,646 -	Δ <b>650</b> –
Ordinary income	<b>2,141</b> 90.5	<b>1,024</b> 66.6	<b>3,165</b> 81.1	△1,464 –	△1,551 –	Δ3,015 -	<b>150</b> 3.5
Net income Comparison with FY2007 (%)	<b>1,493</b> 93.4	<b>217</b> 29.4	<b>1,710</b> 73.2	Δ2,037 –	△1,273 –	∆3,310 -	Δ1,600 –

### <Consolidated>FY2008 Quarterly Trends

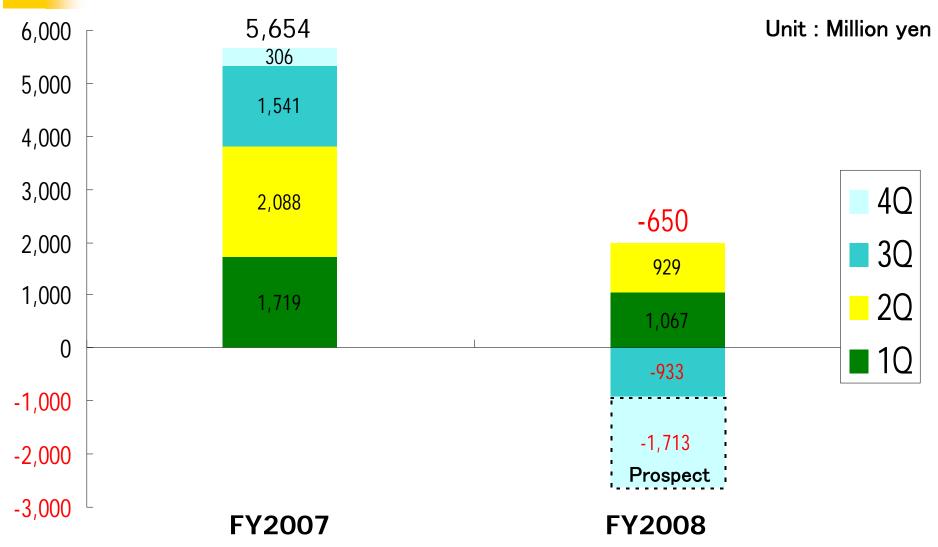
in performance (Net Sales)







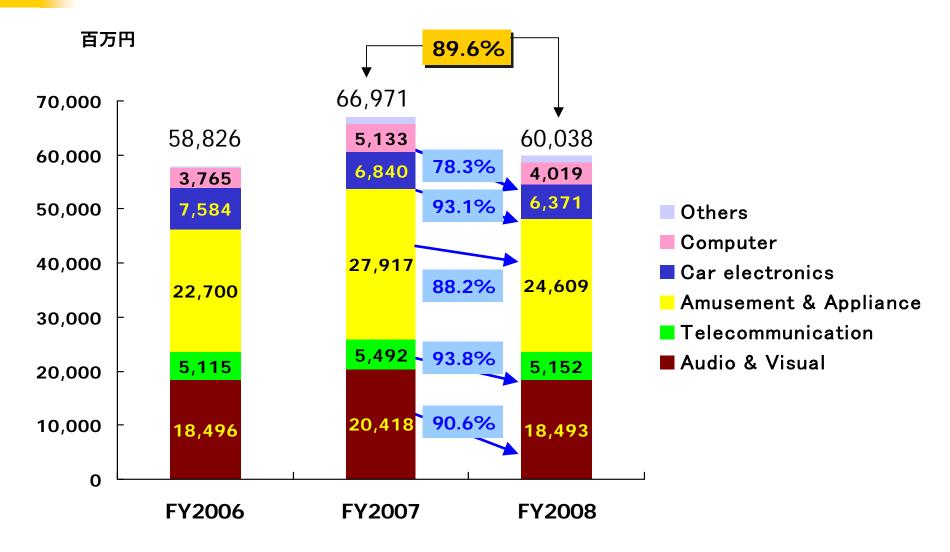
## Consolidated > Operating Income (Quarterly)





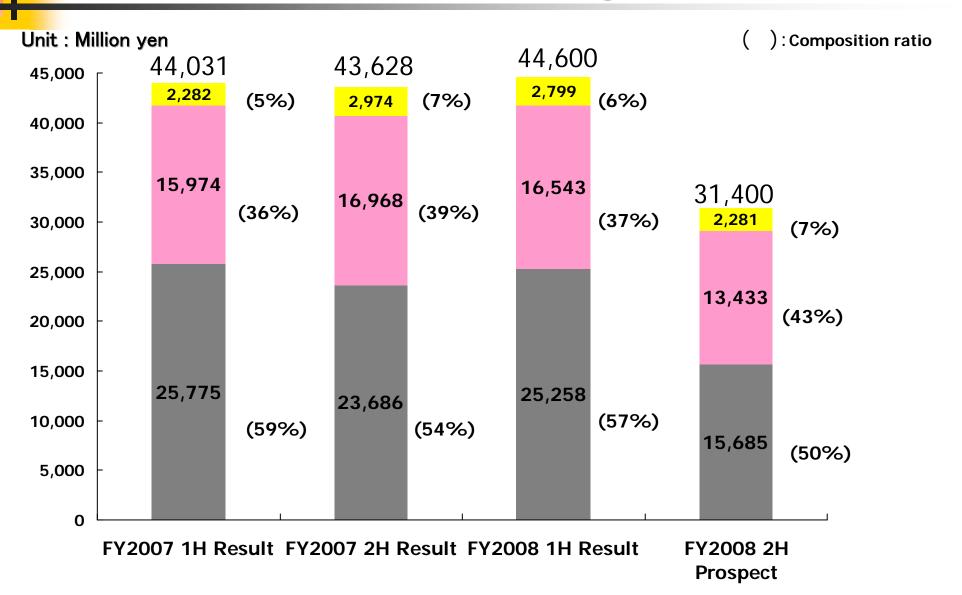


### Consolidated > Sales by Market 3Q Comparison





### Reference: < Consolidated > Net Sales by Product Division

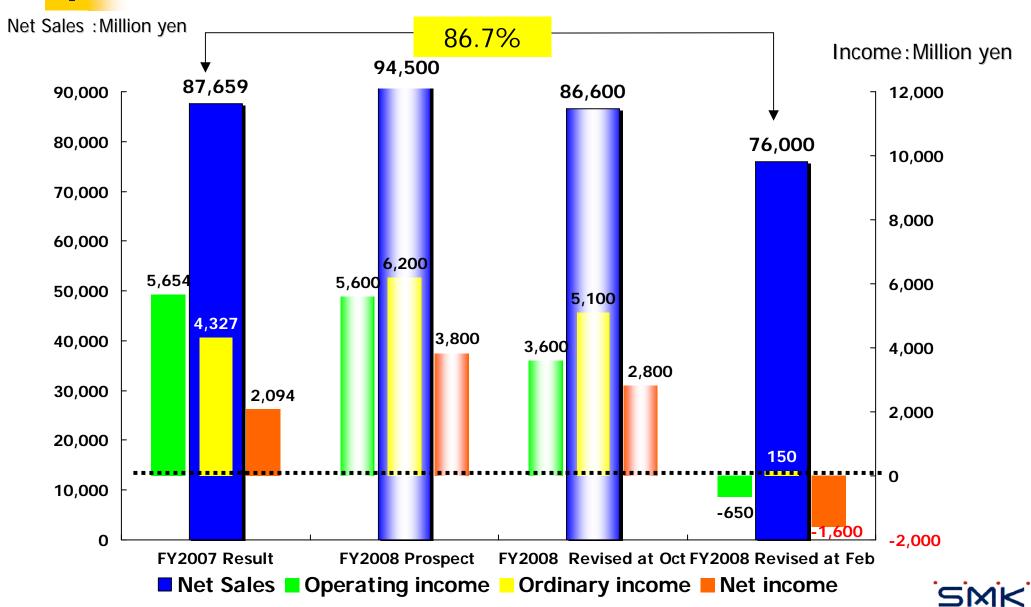








#### <Consolidated> Forecast of fiscal term(FY2007,FY2008)

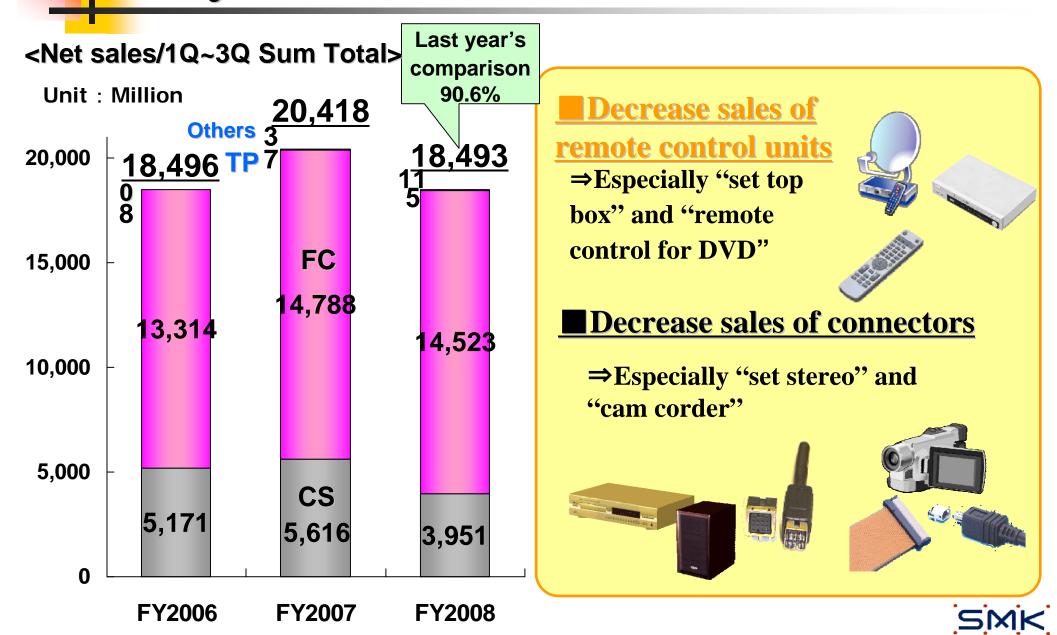




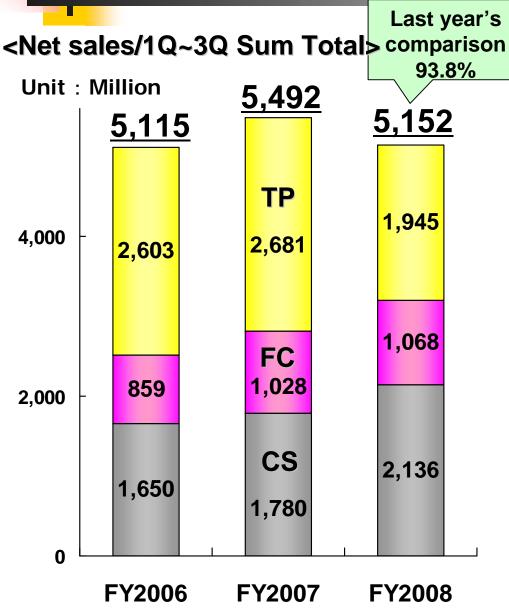
### **Surrounding SMK Market Environment**

Markets	CY2008	CY2009
IVIGIROUS	012000	012007
Audio & Visual		
Car Electronics		
Telecommunication		
Computer		
Amusement & Appliance		

#### Audio & Visual market



#### **Electric component market**



#### Increase sales of connectors



Expanded sales of earth terminal which for domestic surface wave tuner

Further sales expansion of remote control units



⇒Especially for domestic remote control unit models (genuine&after market)

Decrease sales of touch panels

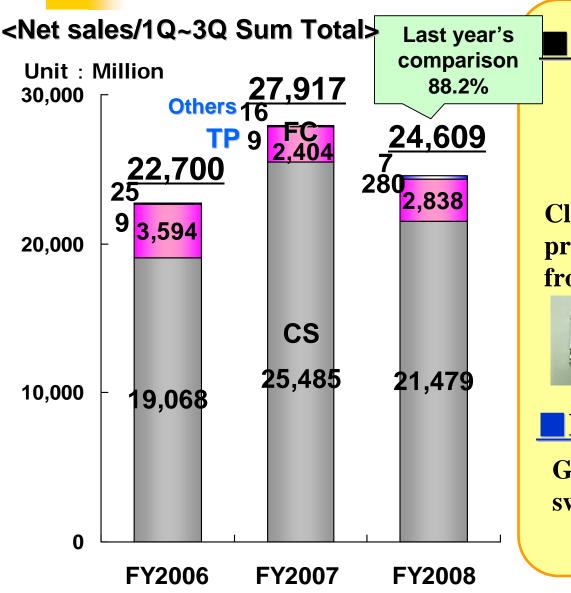


⇒Both models of domestics and overseas





#### **Telecommunication Market**



## **Decrease sales of connectors**In mobile phone market,

decrease in demand of "Highend model" (After 3Q)



Clients decreasing and adjusting production leading to reduced sales from connectors.





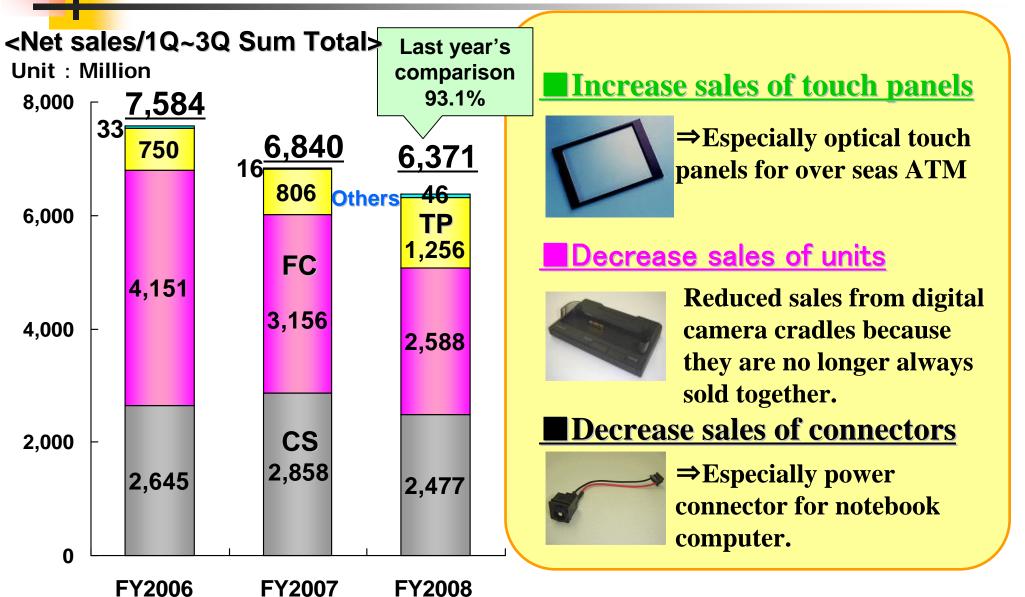


#### **Increase sales of switches**

Gain of sales for all sorts of small switches.



#### Computer market





### SMK's countermeasures to the crisis

## **Short-term countermeasures**

- Finding new clients
- Strengthening relationships with clients
- New and further tillage

 Enhanced development efforts for new products and technologies and subsequent investment

Mid- and long-term countermeasures

## **Short-term defensive tactics**

- Inventory reduction
- Labor cost reduction
- Restraining recruitment
- Zero overtime and 20% cut in expenditure
- Organizational streamlining
- Pertinent management resource distribution

Mid- and long-term defensive tactics



Basic attitude: Expand business come along with fair profit

(Inefficiency (Inconsistency (Impossible

**3[I]'s completely elimination** 



Our target



- \*Technology, product development
- \*Active capital investment
- \*Environmental management
- \*New business



### SMK: Motto for 2009



"Enhance power to overcome changes"

## **SMK Topics**

# 

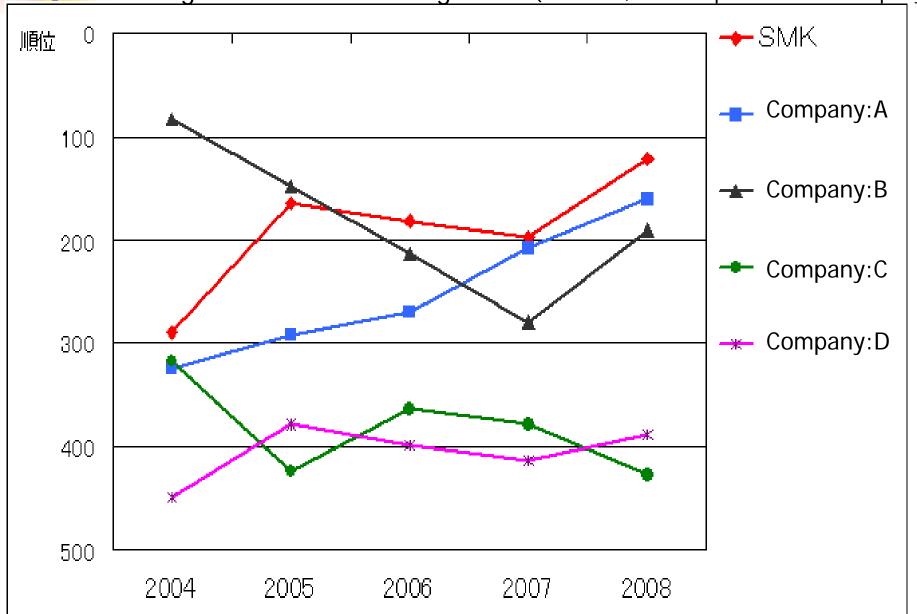
HP renewal





#### **Quote from Nikkei industrial newspaper**

Findings environment management (2008Dec, total respondent 510 company)





### **Notice**

All information in this material concerning the forecast of business achievements, projections of general business conditions and our business strategies is dependent on our conclusion made to a normally foreseeable extent applying information reasonably accessible to us at the time of preparation of this material. However, the reality is that it contains risks and uncertainties which may cause result to materially differ from business projections, stated or implied, due to situations which are unforeseeable under normal conditions, or of results which are beyond a reasonably foreseeable outcome at that time.

Despite our active efforts to disclose information which is considered to be important to investors of our company, total dependence on the business projections in this material, stated or implied, must be refrained from when decisions of any kind are made regarding our company.

\*The materials for this presentation to our investors is available on the IR Information Section of our Web site, http://www.smk.co.jp/.

