# Business Report for FY2008 From APR 2008 to DEC 2008 

SMK Corporation 9th FEB 2009

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


$\square$ Net Sales $\square$ Operating Income $\square$ Ordinary Income $\square$ Net Income

## ＜Consolidated＞Sales Expenses

FY2007
Apr－Dec
61，623

（Unit：Million yen）
FY2008
Apr－Dec 58，975
（98．2\％）$\quad \square$ Material costs $\begin{aligned} & \text { 〔（Material costs＋expenses for } \\ & \text { external manufacturing processing）}\end{aligned}$ aggravated by 0．8\％］
$60.5 \% \rightarrow 61.3 \%$ 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 I ncome[FY2007 4-12 vs. FY2008 4-12]


<Consolidated> Non-operating income and loss

FY2007
Apr-Dec

FY2008
Apr-Dec
638
(1.0\%)
$\square$ Financial account balance

Revenues from and expenditure to fixed assets

Currency exchange Others

Ordinary income

## <consolidated>Extraordinary gain or loss

FY2007 FY2008
4-12
$\Delta 129$
$\Delta 1,307$
(Unit :Million yen)
$\square$ Gain from sale of fixed assetsLoss from disposal of fixed assetsImpairment lossAllowance for doubtful accounts
$\square$ Others
-1,500
Income before income taxes
Income taxes
(Current and deferred)
Net income

$$
3,250
$$

$\triangle 327$

## FY 2008 Trends in Performance (Quarterly)

(Unit :Million yen)

|  | $1^{\text {st }}$ to $2^{\text {nd }}$ QTR |  |  | $3^{\text {rd }}$ to $4^{\text {th }}$ QTR |  |  | $1^{\text {st }}$ to $4^{\text {th }}$ QTR |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st QTR <br> (08/Apr- <br> Jun) <br> (result) | 2nd QTR <br> (08/J ulSep) (result) | 1st and 2nd total (08/Apr-Sep) (result) | 3rdQTR <br> (08/OctDec) (result) | 4thQTR <br> (09/J an- <br> Mar) <br> (Plan) | 3rd and 4th total (08/Oct09/Mar) (Plan) | Sum Total <br> (08/Apr- <br> 09/Mar) <br> (Plan) |
| Net Sales | 21,357 104.6 | 23,243 98.4 | 44,600 101.3 | 15,438 67.3 | 15,962 77.2 | 31,400 72.0 | 76,000 86.7 |
| Operating income | 1,067 62.1 | 929 44.5 | 1,996 52.4 | $\triangle 933$ - | ه1,713 | வ2,646 | $\triangle 650$ - |
| Ordinary income | $\mathbf{2 , 1 4 1}$ 90.5 | 1,024 66.6 | 3,165 81.1 | -1,464 | -1,551 | 43,015 | 150 3.5 |
| Net income <br> Comparison with FY2007 (\%) | 1,493 93.4 | 217 29.4 | 1,710 73.2 | -2,037 | -1,273 | 4,310 - | $\Delta 1,600$ |

<Consolidated>FY2008 Quarterly Trends in performance (Net Sales)


## <Consolidated> Operating I ncome (Quarterly)


simik

## <Consolidated> Sales by Market 3Q Comparison


simk

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


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| Markets | CY2008 | CY2009 |
| :---: | :---: | :---: |
| Audio \& Visual |  |  |
| Car Electronics | .ijijij |  |
| Telecommunication |  |  |
| Computer |  |  |
| Amusement \& Appliance |  | $J^{i j i j}$ |

## Trend of our major markets-1



## Trend of our major markets-2



## Increase sales of connectors

… Expanded sales of earth terminal which for domestic surface wave tuner

## $\square$ Further sales expansion of

 remote control units
$\Rightarrow$ Both models of domestics and overseas

## Trend of our major markets-3



## Trend of our major markets-4

SMK's countermeasuresto the crisis

## Short-term countermeasures

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


## 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

# Onefficiency Onconsistency Impossible 

## 3[I]'s completely elimination

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

## SMK : Motto for 2009



## SMK Topics

## Business marger project SIMIK (A) HP renewal




Refiruishing the entrance

## 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/.

