

# **Explanatory Material for Financial Report for the Year Ended March 31, 2012**

**May 8, 2012**



**Hitachi Cable, Ltd.**

- 1. Outline of the Financial Report for the Year Ended March 31, 2012**
2. Forecast of Business Performance for the Year Ending March 31, 2013

# 1-1. Consolidated Statement of Profit and Loss



Units: billion yen

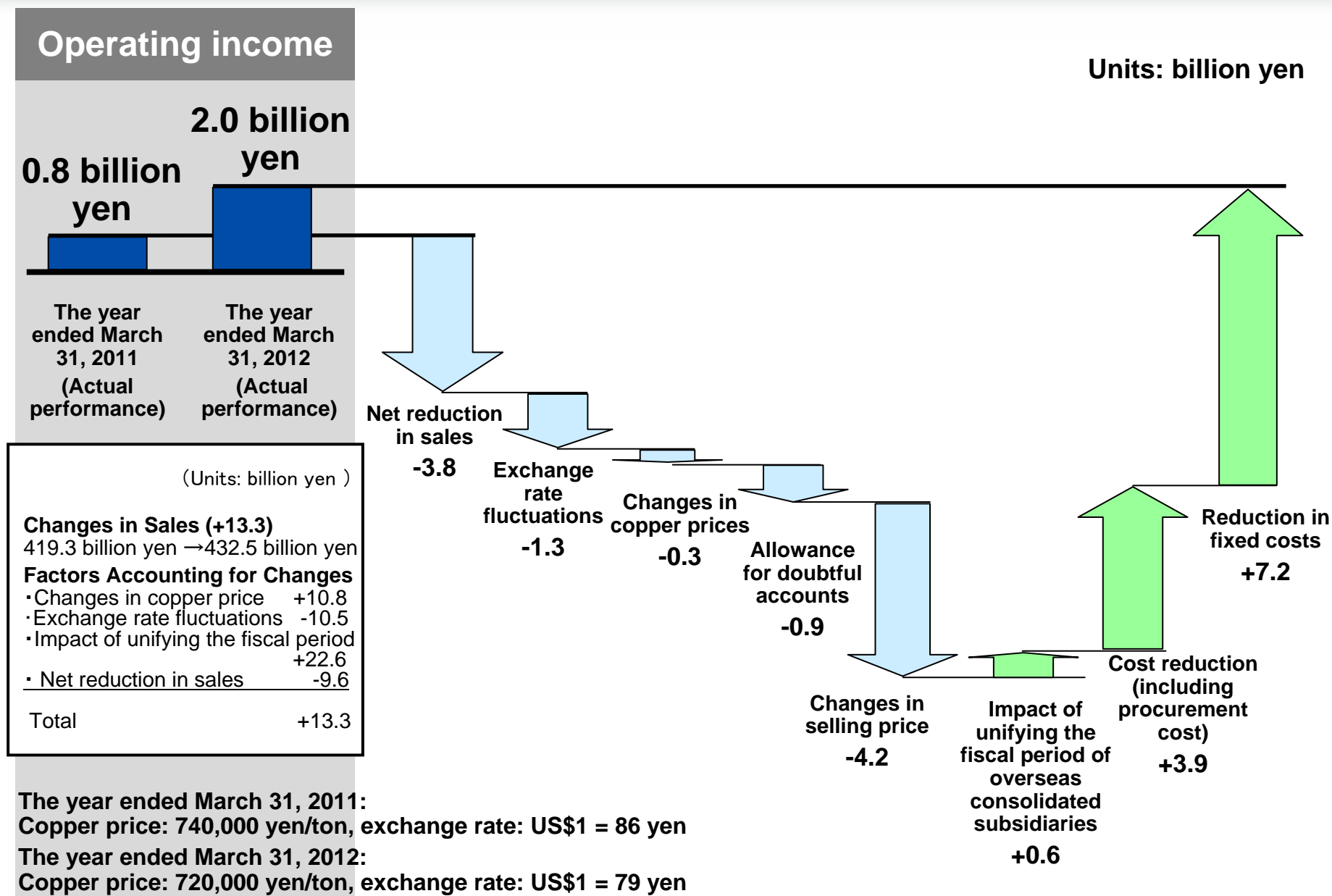
	Year Ended March 31, 2011	Year Ended March 31, 2012	Change from Previous Year	Change from Previous Forecast*
Net sales (Overseas revenue)	419.3 (118.8)	432.5 (135.4)	+13.3 (+16.7)	+10.5
Operating income	0.8	2.0	+1.2	+0.5
Non-operating income/loss	-2.6	-1.0	+1.5	-0.0
Ordinary income	-1.8	0.9	+2.7	+0.4
Extraordinary income/loss	-10.7	-22.1	-11.4	+1.9
Net income before taxes and other adjustments	-12.4	-21.1	-8.7	+2.4
Corporate taxes, etc	0.2	1.4	+1.1	+0.4
Gains to minority investors	0.3	0.3	-0.1	-0.2
Net income	-13.0	-22.8	-9.8	+2.2

The year ended March 31, 2012(fiscal 2011): From April 1, 2011 to March 31, 2012

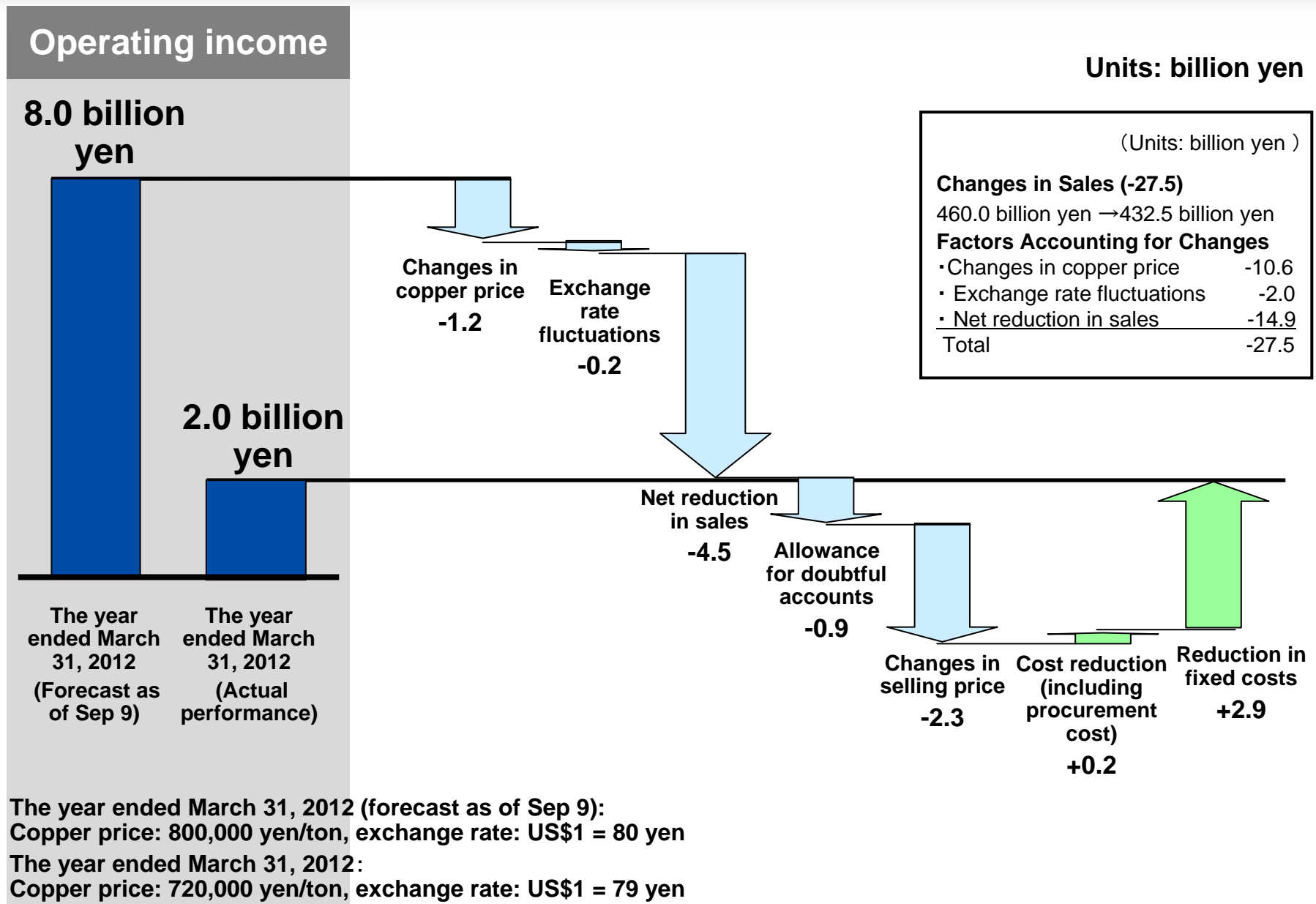
\* Change from the forecast as of February 1, 2012

Note: Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.

# 1-2. Major Factors Contributing to the Change in Operating Income (From Previous Year)

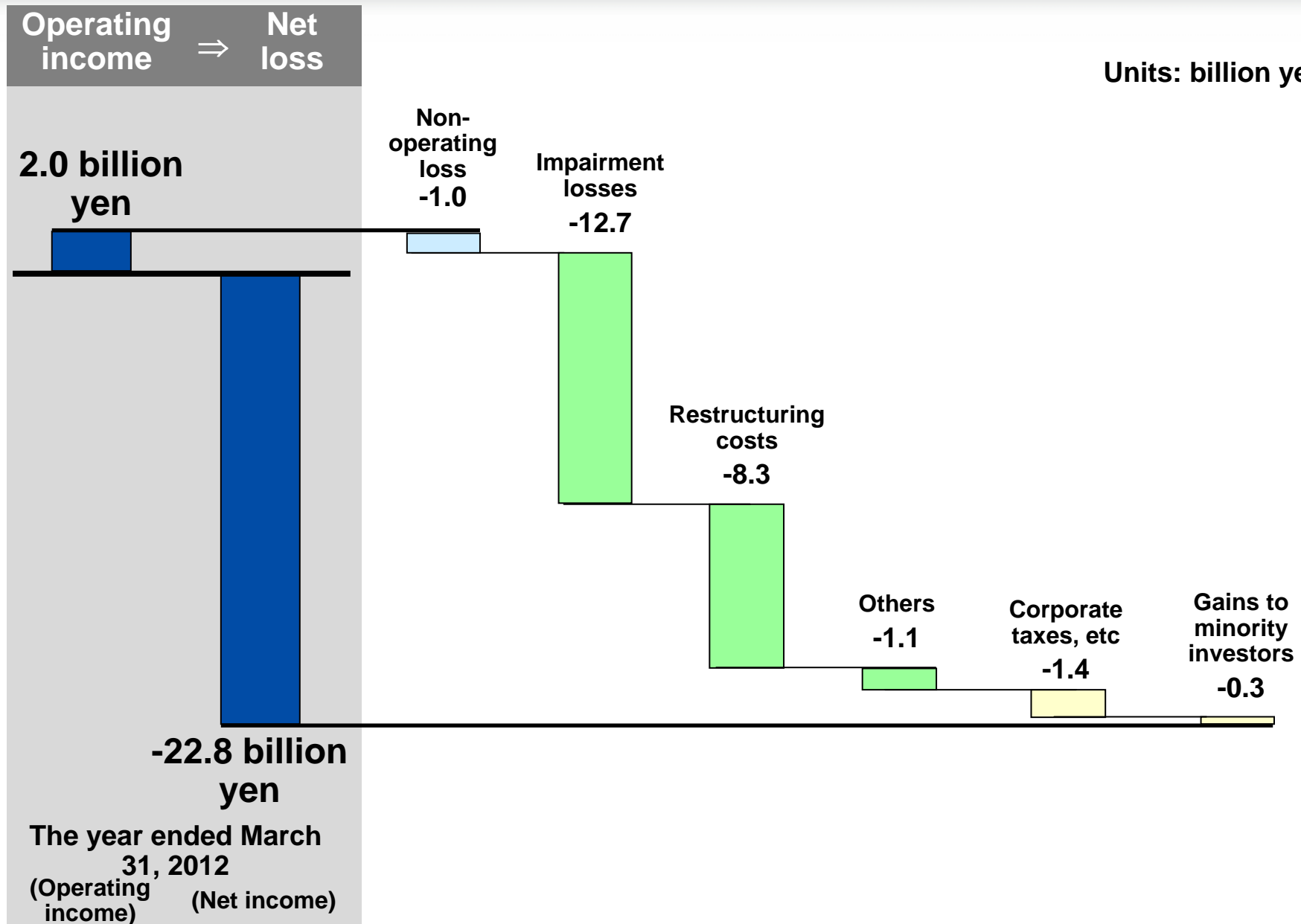


# 1-3. Major Factors Contributing to the Change in Operating Income (From Forecast, as of Sep 9)



# 1-4. Breakdown of Net Income

Units: billion yen



# 1-5. Sales by Reporting Segment

Units: billion yen

	Year Ended March 31, 2011	Year Ended March 31, 2012	Change from Previous Year	Change from Previous Forecast*
Industrial Infrastructure Products	86.1	91.4	106%	102%
Electronic & Automotive Products	147.5	164.3	111%	103%
Information Systems Devices & Materials	52.6	48.0	91%	102%
Metal Materials & Component Products	97.2	86.6	89%	101%
Sales Companies	35.8	42.2	118%	108%
<b>Total</b>	<b>419.3</b>	<b>432.5</b>	<b>103%</b>	<b>102%</b>

\* Change from the forecast as of February 1, 2012

Note: Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.

# 1-6. Operating Income by Reporting Segment

Units: billion yen

	Year Ended March 31, 2011	Year Ended March 31, 2012	Change from Previous Year	Change from Previous Forecast*
Industrial Infrastructure Products	-1.1	-0.2	+0.9	-0.5
Electronic & Automotive Products	3.0	2.4	-0.6	+0.1
Information Systems Devices & Materials	0.8	0.5	-0.3	+0.6
Metal Materials & Component Products	-3.2	-2.1	+1.1	+0.3
Sales Companies	1.9	2.1	+0.3	+0.1
Adjustment amount	-0.6	-0.8	-0.1	-0.2
<b>Total</b>	<b>0.8</b>	<b>2.0</b>	<b>+1.2</b>	<b>+0.5</b>

\* Change from the forecast as of February 1, 2012

Note: Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.



# 1-7. Consolidated Balance Sheet, Cash Flows

Units: billion yen

	End of Fiscal 2010	End of Fiscal 2011	Change from Previous Fiscal Year-End
Total assets	270.8	245.9	-24.9
Total liabilities	164.7	162.8	-1.8
Liabilities comprising interest-bearing debt	43.9	50.2	+6.3
Equity	103.9	81.2	-22.7
Equity ratio	38.4%	33.0%	-5.4
Debt to equity ratio	0.41	0.60	+0.19

	Year Ended March 31, 2011	Year Ended March 31, 2012	Change from Previous Year
cash flows from operating activities	14.3	7.4	-7.0
Cash flows from investing activities	-5.1	-12.6	-7.6
Free Cash flows	9.3	-5.3	-14.5

Note: Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.

# 1-8. Capital Investment, R&D Expense, and Number of Employees

## (1) Capital investment, Depreciation and R&D expenses

Units: billion yen

	Year Ended March 31, 2011	Year Ended March 31, 2012	Change from Previous Year
Capital investment	10.2	12.9	127%
Depreciation	20.1	16.7	83%
R&D expense (R&D expense/Net sales)	9.0 (2.2%)	8.8 (2.0%)	97%

## (2) Number of employees

Units: persons

	End of Fiscal 2010	End of Fiscal 2011	Change from Previous Fiscal Year-End
Number of employees	16,064	14,142	-1,922

# 1-9. Overview by Segment: Industrial Infrastructure Products



Units: billion yen

	Year Ended March 31, 2011 (Actual performance)	Year Ended March 31, 2012 (Forecast as of Feb 1)	Year Ended March 31, 2012 (Actual performance)	Change from Previous Year	Change from Previous Forecast*
Industrial Systems Products and Power & Energy businesses	72.0	75.0	76.1	106%	102%
Optical Communication Products	14.1	15.0	15.2	108%	102%
Total net sales	86.1	90.0	91.4	106%	102%
Operating income	-1.1	0.3	-0.2	+0.9	-0.5

Industrial Systems Products and Power & Energy businesses [Net sales]	Orders for construction wires decreased temporarily in the second and third quarters. However, sales exceeded the level of the previous year, during which sales were negatively affected by the earthquake disaster, thanks to demand for restoration efforts following the disaster during the first quarter and to high year-end demand in the fourth quarter.
Optical Communication Products [Net sales]	Sales were slightly slow in the second and third quarters due to a rebound in demand from disaster restoration efforts during the first quarter. However, sales increased in the fourth quarter, exceeding the level of the previous period due to the completion of inventory adjustment and a rise in demand from restoration efforts.
Operating income	Owing to higher sales, operating income for Industrial Systems Products and Power & Energy businesses and Optical Communication Products increased compared with the previous year. Compared to the forecast, although net sales increased, operating income was lower than the previous forecast due to a poor product mix.

\* Change from the forecast as of February 1, 2012

Note: Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.

# 1-10. Overview by Segment: Electronic & Automotive Products

Units: billion yen

	Year Ended March 31, 2011 (Actual performance)	Year Ended March 31, 2012 (Forecast as of Feb 1)	Year Ended March 31, 2012 (Actual performance)	Change from Previous Year	Change from Previous Forecast*
Automotive Components	35.1	39.0	40.3	115%	103%
Electronic Products	46.9	49.0	50.5	108%	103%
Magnet Wire Products	65.5	72.0	73.5	112%	102%
Total net sales	147.5	160.0	164.3	111%	103%
Operating income	3.0	2.3	2.4	-0.6	+0.1

<b>Automotive Components</b> [Net sales]	Since auto manufacturers resumed production during the second quarter following their forced halt in operations as a result of the earthquake disaster, demand for automotive components has been steady and sales have therefore surpassed the previous year's level.
<b>Electronic Products</b> [Net sales]	Sales decreased due to consistently weak demand for products in the solar battery market as well as to globally stagnant electronics and semiconductor markets. However, net sales surpassed the previous year's level due to the impact of unifying fiscal periods of overseas consolidated subsidiaries.
<b>Magnet Wire Products</b> [Net sales]	Sales on the whole surpassed the previous year's level due to steady performance in automotive components as a result of greater demand for automobiles despite a decrease of sales in the heavy machinery sector and indirect effects of the flooding damage in Thailand.
<b>Operating income</b>	Although operating income for Automotive Components exceeded that of the same period of the previous year, operating income for this segment decreased on a year-on-year basis due to a sharp decrease in Electronic Products following the downturn in the electronics market and to poor performance by Magnet Wires Products due to decreased demand for heavy machinery use.

\* Change from the forecast as of February 1, 2012

**Note:** Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.

# 1-11. Overview by Segment: Information Systems Devices & Materials



Units: billion yen

	Year Ended March 31, 2011 (Actual performance)	Year Ended March 31, 2012 (Forecast as of Feb 1)	Year Ended March 31, 2012 (Actual performance)	Change from Previous Year	Change from Previous Forecast*
Information Networks	24.5	26.5	27.3	111%	103%
Wireless Systems	15.7	11.5	11.3	72%	98%
Compound Semiconductor Products	12.5	9.0	9.5	76%	106%
Total net sales	52.6	47.0	48.0	91%	102%
Operating income	0.8	-0.1	0.5	-0.3	+0.6

<b>Information Networks</b> [Net sales]	Sales exceeded those of the previous year owing to sales growth in information network products due to greater demand for capital investment by mobile phone telecommunications carriers and solid demand in the integration business.
<b>Wireless Systems</b> [Net sales]	Sales fell below the previous year's level due to poor performance during an off-peak demand period for mobile phone base station products that lasted until the third quarter, although demand gradually improved throughout the fourth quarter.
<b>Compound Semiconductor Products</b> [Net sales]	Sales fell below the previous year's level due to a drop in sales of optical device products as a result of the poorly performing electronics market, as well as a decrease in high frequency device product sales due to competition with alternative materials.
<b>Operating income</b>	Operating income in this segment recorded a year-on-year decrease as net sales decreased. Compared with the forecast, operating income increased, owing to a better-than-expected shipment increase in Information Networks and improvement in product mix.

\* Change from the forecast as of February 1, 2012

Note: Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.

# 1-12. Overview by Segment: Metal Materials & Component Products



Units: billion yen

	Year Ended March 31, 2011 (Actual performance)	Year Ended March 31, 2012 (Forecast as of Feb 1)	Year Ended March 31, 2012 (Actual performance)	Change from Previous Year	Change from Previous Forecast*
Copper Strips	31.7	29.5	29.1	92%	99%
Copper Products	39.1	36.5	36.7	94%	101%
Lead Frames	12.7	12.5	13.2	104%	105%
Package Materials	13.7	7.5	7.6	56%	102%
Total net sales	97.2	86.0	86.6	89%	101%
Operating income	-3.2	-2.4	-2.1	+1.1	+0.3

<b>Copper Strips [Net sales]</b>	Sales fell below the previous year's level as demand for products in the electronics and semiconductor markets continued to decrease.
<b>Copper Products [Net sales]</b>	Although sales were favorable in copper products for electrical use and related products owing to strong demand in restoration projects after the earthquake and shipment of superconductors, overall sales were lower than the previous year's level as a result of the withdrawal of the copper tube business in Japan.
<b>Lead Frames [Net sales]</b>	Sales were affected by the sluggish electronics and semiconductor markets. However, net sales surpassed the previous year's level as a result of unifying fiscal periods of overseas consolidated subsidiaries.
<b>Package Materials [Net sales]</b>	Sales dropped below the previous year's level due to weakening demand in memory and specified uses, in addition to withdrawal from the chip on film (COF) for LCDs business.
<b>Operating income</b>	Deficits shrank from the previous year due to completion of withdrawal from the COF for LCDs business in Package Materials.

\* Change from the forecast as of February 1, 2012

Note: Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.

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1. Outline of Financial Report for the Year Ended March 31, 2012
- 2. Forecast of Business Performance for the Year Ending March 31, 2013**

## 2-1. Forecast of Business Performance for the Year Ending March 31, 2013

Units: billion yen

	Year Ended March 31, 2012 (Actual performance)		Year Ending March 31, 2013 (Forecast)		Change from Previous Year	
	First-half	Full-year	First-half	Full-year	First-half	Full-year
<b>Net sales</b>	<b>210.4</b>	<b>432.5</b>	<b>185.0</b>	<b>380.0</b>	<b>-25.4</b>	<b>-52.5</b>
<b>Operating income</b>	<b>1.4</b>	<b>2.0</b>	<b>4.0</b>	<b>12.0</b>	<b>+2.6</b>	<b>+10.0</b>
<b>Non-operating income/loss</b>	<b>-1.1</b>	<b>-1.0</b>	<b>0.0</b>	<b>0.0</b>	<b>+1.1</b>	<b>+1.0</b>
<b>Ordinary income</b>	<b>0.3</b>	<b>0.9</b>	<b>4.0</b>	<b>12.0</b>	<b>+3.7</b>	<b>+11.1</b>
<b>Extraordinary income/loss</b>	<b>-8.5</b>	<b>-22.1</b>	<b>-1.5</b>	<b>-4.0</b>	<b>+7.0</b>	<b>+18.1</b>
<b>Net income before taxes and other adjustments</b>	<b>-8.2</b>	<b>-21.1</b>	<b>2.5</b>	<b>8.0</b>	<b>+10.7</b>	<b>+29.1</b>
<b>Corporate taxes, etc and gains to minority investors</b>	<b>0.8</b>	<b>1.6</b>	<b>0.7</b>	<b>2.0</b>	<b>-0.1</b>	<b>+0.4</b>
<b>Net income</b>	<b>-9.1</b>	<b>-22.8</b>	<b>1.8</b>	<b>6.0</b>	<b>+10.9</b>	<b>+28.8</b>

Assumptions for the forecast: Copper price: 700,000 yen/ton, exchange rate: US\$1 = 80 yen

Note: Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.



## 2-2. Net Sales Forecast by Reporting Segment



Units: billion yen

	Year Ended March 31, 2012 (Actual performance) New Segments		Year Ended March 31, 2013 (Forecast) New Segments		Change from Previous Year	
	First-half	Full-year	First-half	Full-year	First-half	Full-year
Power and Industrial Systems	35.2	70.5	33.0	66.0	-2.2	-4.5
Optical Communication Products	3.9	7.7	4.0	8.0	+0.1	+0.3
<b>Industrial Infrastructure Products</b>	<b>39.2</b>	<b>78.2</b>	<b>37.0</b>	<b>74.0</b>	<b>-2.2</b>	<b>-4.2</b>
Automotive Components	20.2	52.4	22.5	46.0	+2.3	-6.4
Electronic Products	20.9	43.4	18.0	36.0	-2.9	-7.4
Magnet Wire Products	37.5	83.0	36.5	74.0	-1.0	-9.0
<b>Electronic &amp; Automotive Products</b>	<b>78.7</b>	<b>178.7</b>	<b>77.0</b>	<b>156.0</b>	<b>-1.7</b>	<b>-22.7</b>
Information Networks	11.9	27.3	11.5	28.0	-0.4	+0.7
Wireless Systems	5.1	11.3	6.5	12.5	+1.4	+1.2
Compound Semiconductor Products	5.8	9.5	3.5	7.5	-2.3	-2.0
<b>Information Systems Devices &amp; Materials</b>	<b>22.9</b>	<b>48.1</b>	<b>21.5</b>	<b>48.0</b>	<b>-1.4</b>	<b>-0.1</b>
Copper Strips	17.1	29.1	14.5	30.0	-2.6	+0.9
Copper Products	21.6	36.7	10.0	21.0	-11.6	-15.7
Lead Frames	6.6	13.4	5.5	11.0	-1.1	-2.4
Package Materials	5.0	7.6	2.0	4.0	-3.0	-3.6
<b>Metal Materials &amp; Component Products</b>	<b>50.3</b>	<b>86.9</b>	<b>32.0</b>	<b>66.0</b>	<b>-18.3</b>	<b>-20.9</b>
<b>Sales Companies &amp; Distribution</b>	<b>19.4</b>	<b>40.7</b>	<b>17.5</b>	<b>36.0</b>	<b>-1.9</b>	<b>-4.7</b>
<b>Total</b>	<b>210.4</b>	<b>432.5</b>	<b>185.0</b>	<b>380.0</b>	<b>-25.4</b>	<b>-52.5</b>

Year Ended March 31, 2012 (Actual performance): Copper price: 720,000 yen/ton, exchange rate: US\$1 = 79 yen;

Year Ending March 31, 2013 (Forecast): Copper price: 700,000 yen/ton, exchange rate: US\$1 = 80 yen

The figures for each segment (new segment) for the year ended March 31, 2012 have not been audited by accountants.

Note: Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.

## 2-3. Operating Income/Loss Forecast by Reporting Segment



Units: billion yen

	Year Ended March 31, 2012 (Actual performance) New Segments		Year Ending March 31, 2013 (Forecast) New Segments		Change from Previous Year	
	First-half	Full-year	First-half	Full-year	First-half	Full-year
Industrial Infrastructure Products	-0.4	-1.0	1.5	4.0	+1.9	+5.0
Electronic & Automotive Products	0.9	2.6	2.5	5.5	+1.6	+2.9
Information Systems Devices & Materials	-0.3	0.5	0.2	2.0	+0.5	+1.5
Metal Materials & Component Products	-0.5	-2.1	0.0	0.5	+0.5	+2.6
Sales Companies & Distribution	1.3	2.8	0.8	2.0	-0.5	-0.8
Adjustment amount	0.4	-0.8	-1.0	-2.0	-1.4	-1.2
<b>Total</b>	<b>1.4</b>	<b>2.0</b>	<b>4.0</b>	<b>12.0</b>	<b>+2.6</b>	<b>+10.0</b>

Year Ended March 31, 2012 (Actual performance): Copper price: 720,000 yen/ton, exchange rate: US\$1 = 79 yen;

Year Ending March 31, 2013 (Forecast): Copper price: 700,000 yen/ton, exchange rate: US\$1 = 80 yen

The figures for each segment (new segment) for the year ended March 31, 2012 have not been audited by accountants.

Note: Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.

## 2-4. Change of Reporting Segment Structure

Units: billion yen

Year Ended March 31, 2012 (Actual performance) Former Segments			Year Ended March 31, 2012 (Actual performance) New Segments			
	Net sales	Operating income		Net sales	Operating income	
Industrial Systems Products and Power & Energy businesses	76.1	-		Power and Industrial Systems	70.5	-
Optical Communication Products	15.2	-		Optical Communication Products	7.7	-
<b>Industrial Infrastructure Products</b>	<b>91.4</b>	<b>-0.2</b>		<b>Industrial Infrastructure Products</b>	<b>78.2</b>	<b>-1.0</b>
Automotive Components	40.3	-		Automotive Components	52.4	-
Electronic Products	50.5	-		Electronic Products	43.4	-
Magnet Wire Products	73.5	-		Magnet Wire Products	83.0	-
<b>Electronic &amp; Automotive Products</b>	<b>164.3</b>	<b>2.4</b>		<b>Electronic &amp; Automotive Products</b>	<b>178.7</b>	<b>2.6</b>
Information Networks	27.3	-		Information Networks	27.3	-
Wireless Systems	11.3	-		Wireless Systems	11.3	-
Compound Semiconductor Products	9.5	-		Compound Semiconductor Products	9.5	-
<b>Information Systems Devices &amp; Materials</b>	<b>48.0</b>	<b>0.5</b>	<b>Information Systems Devices &amp; Materials</b>	<b>48.1</b>	<b>0.5</b>	
Copper Strips	29.1	-	Copper Strips	29.1	-	
Copper Products	36.7	-	Copper Products	36.7	-	
Lead Frames	13.2	-	Lead Frames	13.4	-	
Package Materials	7.6	-	Package Materials	7.6	-	
<b>Metal Materials &amp; Component Products</b>	<b>86.6</b>	<b>-2.1</b>	<b>Metal Materials &amp; Component Products</b>	<b>86.9</b>	<b>-2.1</b>	
Sales Companies	42.2	2.1	Sales Companies & Distribution	40.7	2.8	
Adjustment amount	-	-0.8	Adjustment amount	-	-0.8	
<b>Total</b>	<b>432.5</b>	<b>2.0</b>	<b>Total</b>	<b>432.5</b>	<b>2.0</b>	

(1) Hitachi Cable Logi-Tech, Ltd., the Group's logistics company, has been re-classified from Industrial Systems Products and Power & Energy businesses into the Sales Companies & Distribution.

(2) As a result of consolidation of operations in Europe and North America, Hitachi Cable Manchester Inc. has been re-classified from Optical Communication Products into Automotive Components. Hitachi Cable America Inc. and Hitachi Cable Europe Ltd. have been re-classified from Sales Companies into Automotive Components.

(3) As a result of restructuring operations in Southeast Asia, Hitachi Cable (Johor) Sdn. Bhd. has been re-classified from Electronic Products into Magnet Wire Products.

Note: Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.

## 2-5. Capital Investment, R&D Expense, and Number of Employees

### (1) Capital investment, Depreciation and R&D expense

Units: billion yen

	Year ended March 31, 2012 (Actual performance)	Year ending March 31, 2013 (Forecast)	Change from previous year
Capital investment	12.9	11.0	-1.9
Depreciation	16.7	13.5	-3.2
R&D expense (R&D expense/Net sales)	8.8 (2.0%)	9.0 (2.4%)	+0.2

### (2) Number of employees

Units: persons

	End of fiscal 2011 (Actual number)	End of fiscal 2012 (Forecast)	Change from previous fiscal year-end
Number of employees	14,142	13,200	-942

## 2-6. supplement :Net Sales Forecast by Reporting Segment



Units: billion yen

	Year Ended March 31, 2012 (Actual performance)	Impact of unifying the fiscal period	Year Ended March 31, 2012 ( Except Impact of unifying the fiscal period )	Year Ended March 31, 2013 (Forecast)	Change from Previous Year
	A	B	C=A-B	D	D-C
Power and Industrial Systems	70.5	0.0	70.5	66.0	-4.5
Optical Communication Products	7.7	0.0	7.7	8.0	+0.3
<b>Industrial Infrastructure Products</b>	<b>78.2</b>	<b>0.0</b>	<b>78.2</b>	<b>74.0</b>	<b>-4.2</b>
Automotive Components	52.4	8.6	43.8	46.0	+2.2
Electronic Products	43.4	3.1	40.2	36.0	-4.2
Magnet Wire Products	83.0	7.1	75.8	74.0	-1.8
<b>Electronic &amp; Automotive Products</b>	<b>178.7</b>	<b>18.8</b>	<b>159.9</b>	<b>156.0</b>	<b>-3.9</b>
Information Networks	27.3	0.0	27.3	28.0	+0.7
Wireless Systems	11.3	0.0	11.3	12.5	+1.3
Compound Semiconductor Products	9.5	0.2	9.3	7.5	-1.8
<b>Information Systems Devices &amp; Materials</b>	<b>48.1</b>	<b>0.2</b>	<b>47.9</b>	<b>48.0</b>	<b>+0.1</b>
Copper Strips	29.1	0.0	29.1	30.0	+0.9
Copper Products	36.7	0.0	36.7	21.0	-15.7
Lead Frames	13.4	1.0	12.5	11.0	-1.5
Package Materials	7.6	0.0	7.6	4.0	-3.6
<b>Metal Materials &amp; Component Products</b>	<b>86.9</b>	<b>1.0</b>	<b>85.9</b>	<b>66.0</b>	<b>-19.9</b>
<b>Sales Companies &amp; Distribution</b>	<b>40.7</b>	<b>2.6</b>	<b>38.1</b>	<b>36.0</b>	<b>-2.1</b>
<b>Total</b>	<b>432.5</b>	<b>22.6</b>	<b>409.9</b>	<b>380.0</b>	<b>-30.0</b>

Year Ended March 31, 2012 (Actual performance): Copper price: 720,000 yen/ton, exchange rate: US\$1 = 79 yen;

Year Ending March 31, 2013 (Forecast): Copper price: 700,000 yen/ton, exchange rate: US\$1 = 80 yen

The figures for each segment (new segment) for the year ended March 31, 2012 have not been audited by accountants.

Note: Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.

## 2-7. supplement : Operating Income/Loss Forecast by Reporting Segment



Units: billion yen

	Year Ended March 31, 2012 (Actual performance)	Impact of unifying the fiscal period	Year Ended March 31, 2012 ( Except Impact of unifying the fiscal period )	Year Ended March 31, 2013 (Forecast)	Change from Previous Year
	A	B	C=A-B	D	D-C
Industrial Infrastructure Products	-1.0	0.0	-1.0	4.0	+5.0
Electronic & Automotive Products	2.6	0.5	2.1	5.5	+3.4
Information Systems Devices & Materials	0.5	-0.0	0.6	2.0	+1.5
Metal Materials & Component Products	-2.1	-0.1	-2.1	0.5	+2.6
Sales Companies & Distribution	2.8	0.2	2.6	2.0	-0.6
Adjustment amount	-0.8	-0.0	-0.8	-2.0	-1.2
<b>Total</b>	<b>2.0</b>	<b>0.6</b>	<b>1.4</b>	<b>12.0</b>	<b>+10.6</b>

Year Ended March 31, 2012 (Actual performance): Copper price: 720,000 yen/ton, exchange rate: US\$1 = 79 yen;

Year Ending March 31, 2013 (Forecast): Copper price: 700,000 yen/ton, exchange rate: US\$1 = 80 yen

The figures for each segment (new segment) for the year ended March 31, 2012 have not been audited by accountants.

Note: Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.

Business performance and other figures in this document for fiscal 2012 and beyond represent forecasts or targets as of May 8, 2012. These figures are based on certain assumptions deemed reasonable at the time in which the Company prepared this document. Actual business performance may vary significantly from these forecasts and targets.

Listed below are the primary factors that may result in such variations.

- Economic conditions in key markets (particularly Japan, the United States and Asia)
- The capacity of the Company and members of its group companies to respond to rapid technological changes, to develop new products and technologies, to bring products to market in a timely manner, and to achieve low-cost production
- Fluctuations in product and materials markets and in the conditions of such markets
- Fluctuations in exchange rates
- Conditions for raising capital
- The capacity of the Company and members of its group companies to respond to fluctuating demand for products and materials, market conditions for products and materials, exchange rates and other circumstances
- Safeguarding the Company's own patents and securing rights to use patents owned by other companies
- Partnership with other companies in areas such as product development
- Fluctuations in the stock market

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