

# FY 2012 THIRD QUARTER (CUMULATIVE) CONSOLIDATED FINANCIAL RESULTS

(April 1, 2012 to December 31, 2012)

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## 1. FINANCIAL RESULTS FOR THE NINE MONTHS ENDED DECEMBER 31, 2012

### (1) Consolidated Results of Operations

|                               | Net sales<br>(millions of yen) | Operating income<br>(millions of yen) | Ordinary income<br>(millions of yen) | Net income<br>(millions of yen) |
|-------------------------------|--------------------------------|---------------------------------------|--------------------------------------|---------------------------------|
| Nine months ended Dec.31,2012 | 90,856 (-6.9%)                 | 2,098 (18.1%)                         | 1,574 (141.0%)                       | 318 (-%)                        |
| Nine months ended Dec.31,2011 | 97,585 (-9.4%)                 | 1,776 (-56.5%)                        | 653 (-78.4%)                         | -1,347 (-%)                     |

Note1: Comprehensive income: 1,897 million yen (-%) for the year ended Dec.31, 2012 / -3,328 million yen (-%) for the year ended Dec.31, 2011

Note2: Indication of percentages shows the ratio of increase or decrease from the third quarter of the previous fiscal year.

|                               | Net income per share<br>(yen) | Diluted net income<br>per share (yen) |
|-------------------------------|-------------------------------|---------------------------------------|
| Nine months ended Dec.31,2012 | 2.62                          | -                                     |
| Nine months ended Dec.31,2011 | -11.11                        | -                                     |

### (2) Consolidated Financial Position

(Millions of yen)

|                         | Total assets | Net assets | Shareholders'<br>equity ratio |
|-------------------------|--------------|------------|-------------------------------|
| As of December 31, 2012 | 139,545      | 34,456     | 24.5%                         |
| As of March 31, 2012    | 136,130      | 33,293     | 24.3%                         |

<Reference> Shareholders' equity: 34,208 million yen as of Dec.31, 2012 / 33,027 million yen as of Mar.31, 2012

## 2. DIVIDEND INFORMATION

|                            | Dividend per share |                |               |                 |         |
|----------------------------|--------------------|----------------|---------------|-----------------|---------|
|                            | First quarter      | Second quarter | Third quarter | Fiscal-year-end | Annual  |
| Fiscal year 2011           | -                  | 0.00yen        | -             | 3.00yen         | 3.00yen |
| Fiscal year 2012           | -                  | 3.00yen        | -             |                 |         |
| Fiscal year 2012(forecast) |                    |                |               | 3.00yen         | 6.00yen |

Note1: Revision to recently disclosed dividend forecast: No

## 3. FISCAL YEAR 2012 CONSOLIDATED FINANCIAL FORECAST (April 1, 2012 to March 31, 2013)

(Millions of Yen)

|           | Net sales<br>(percentage change from<br>the previous year) | Operating income<br>(percentage change from<br>the previous year) | Ordinary income<br>(percentage change from<br>the previous year) | Net income<br>(percentage change from<br>the previous year) | Net income<br>per share |
|-----------|--|---|--|---|-------------------------|
| Full Year | 125,000 (-5.2%)  | 4,500 (11.2%)   | 3,500 (16.0%)  | 1,500 (243.8%)  | 12.36yen                |

Note: Revision to recently disclosed financial forecast: Yes

#### 4. OTHER

(1) Changes in significant subsidiaries during the nine months ended December 31, 2012 (changes to specified subsidiaries accompanying the change in scope of consolidation): No

(2) Application of particular accounting method for quarterly consolidated financial statements: Yes

(3) Changes in accounting policies, changes in accounting estimates, restatement of revisions

- Changes in accounting policies according to revision of accounting standards, etc. : No

- Changes in accounting policies due to reasons other than above : Yes

- Changes in accounting estimates : Yes

- Restatement of revisions : No

(4) Number of shares outstanding (common share)

- Number of shares outstanding at the end of the period (including treasury stock)

- Number of treasury stocks at the end of the period

- Average number of shares outstanding during nine months ended December 31

|                     |             |                     |             |
|---------------------|-------------|---------------------|-------------|
| Dec./2012:          | 125,490,302 | Mar./2012:          | 125,490,302 |
| Dec./2012:          | 4,174,215   | Mar./2012:          | 4,160,433   |
| Apr./2012-Dec./2012 | 121,326,007 | Apr./2011-Dec./2011 | 121,346,330 |

\* The above description about future matters including financial forecast is based upon information available as of the present time and assumptions we considered valid. Due to various factors, our actual performance could greatly differ from the forecast. For assumptions and notes regarding the forecasts, refer to "Qualitative Information concerning the Forecast of Consolidated Business Results".

# **1. QUALITATIVE INFORMATION ABOUT CONSOLIDATED BUSINESS RESULTS** **FOR THE NINE MONTHS ENDED DECEMBER 31, 2012**

## **(1) QUALITATIVE INFORMATION ABOUT CONSOLIDATED OPERATING RESULTS**

Conditions have remained as adverse as ever in the electronics industry during the nine months ended December 31, 2012, as a consequence of persistently sluggish demand attributable to the European sovereign debt crisis, a slowdown of economic growth in China and other emerging countries, and delays in the improvement of employment circumstances in the U.S. To accelerate operating development in an "environmentally-friendly and energy saving" market less susceptible to economic conditions under these circumstances, the Company group has shifted its resources to markets where energy-saving technologies are absolutely required, most notably, automotive, white goods, industrial equipment, and LED lighting. To this end, the Company group has aggressively promoted various structural reforms, including the miniaturization or introduction of eight-inch production lines in the front-end wafer processes and the startup of semiconductor production lines in subsidiaries in China. Despite these efforts, net sales during the nine months ended December 31, 2012 were 90,856 million yen, a decrease of 6,728 million yen (6.9%) as compared to the same period in the previous year. This was mainly due to our inability to offset the declining demand for its products for TVs by expanding sales of products for the energy-saving-oriented new market, as well as decreasing sales attributable to the strong yen. For income, meanwhile, the Company group has promoted reforms in its earnings structure such as the reallocation of plants, the discontinuation of unprofitable products, and the thorough curtailment of fixed costs. As a result, operating income was 2,098 million yen, an increase of 322 million yen (18.1%) as compared to the same period in the previous year, and ordinary income was 1,574 million yen, an increase of 921 million yen (141.0%) as compared to the same period in the previous year. The Company group recorded quarterly net income of 318 million yen (quarterly net loss of 1,347 million yen in the same period in the previous year).

Overview of business by segment is as follows.

In the semiconductor device business, demand for automotive products temporarily declined due to the unsatisfactory sales of Japanese cars in the Chinese market in the third quarter, but sales of automotive products progressed favorably as a whole for the cumulative nine months from the beginning of the current fiscal period as it was boosted by an ongoing response to the business continuity plan (BCP) and development of electrification. Though sales of products for white goods exceeded the levels of the same period in the previous year, they fell short of the planned targets, mainly due to the extensive influence of the deteriorating European economy and a delay in demand expansion for products for energy-saving air conditioners from lower-than-expected adoption rates for inverters in the Chinese market. In addition, stagnant demand continued to weigh heavily on sales of products for TVs following the previous period. For LED lighting products, our work to expand sales channels brought about the hoped-for results in improving sales. As a result, net sales from this segment were 69,291 million yen, a decrease of 1,290 million yen (1.8%) as compared to the same period in the previous year. Meanwhile, operating income was 4,464 million yen, an increase of 286 million yen (6.9%) as compared to the same period in the previous year, due mainly to our efforts to improve profitability through structural reform and an improved product mix.

For the CCFL business, the demand for products for TVs remained low. As a result, net sales from this segment were 749 million yen, a decrease of 904 million yen (54.7%) as compared to the same period in the previous year. For income, we were forced to record operating loss of 522 million yen (operating loss of 777 million yen in the same period in the previous year), although income improved to some degree.

For the PM business, audio products for overseas markets progressed favorably and sales of products for OA equipment also increased as compared to the same period in the previous year. However, sales of products for TVs plodded along sluggishly following the previous period. As a result, net sales from this segment were 11,113 million yen, a decrease of 3,196 million yen (22.3%) as compared to the same period in the previous year. For income, we were forced to record operating loss of 555 million yen (operating loss of 873 million yen in the same period in the previous year), although income improved to some degree.

For the PS business, orders received for products for telecommunication facilities progressed favorably. In markets for public agencies, we planned to harness demand for restoration but failed to attain actual results since many of the projects in fields related to the segment have yet to get moving. In addition, sales in other markets for private demand remained sluggish because of the still protracted weakness of corporate investments. Sales of "environmentally-friendly and energy saving" related products such as photovoltaic power conditioners remained steady in the second half, though not at levels high enough to buoy sales as a whole in this segment. As a result, net sales from this segment were 9,702 million yen, a decrease of 1,337 million yen (12.1%) as compared to the same period in the previous year, and operating income was 386 million yen, a decrease of 426 million yen (52.4%) as compared to the same period in the previous year.

## **(2) QUALITATIVE INFORMATION ABOUT CONSOLIDATED FINANCIAL POSITION**

Total assets as of the end of December 31, 2012 were 139,545 million yen, an increase of 3,415 million yen from the end of the previous consolidated fiscal year. The main causes are cash and deposits increased by 1,724 million yen, merchandise and finished goods increased by 1,058 million yen, work in process increased by 2,498 yen, property, plant and equipment increased by 1,734 million yen and notes and accounts receivable-trade decreased by 3,536 million yen.

Total liabilities were 105,089 million yen, an increase of 2,252 million yen from the end of the previous consolidated fiscal year. The main causes are increases in loans by 1,653 million yen, accrued expenses by 983 million yen, bonds payable by 4,100 million yen and provision for retirement benefits by 774 million yen, and a decrease in notes and accounts payable-trade by 3,305 million yen and commercial papers by 2,000 million yen.

Total net assets were 34,456 million yen, an increase of 1,162 million yen from the end of the previous consolidated fiscal year. The main causes are increases in foreign currency translation adjustment by 1,639 million yen.

### (3) QUALITATIVE INFORMATION ABOUT CONSOLIDATED FINANCIAL FORECAST

The consolidated business results for the third quarter were lower than expected due to the decrease of Japanese car sales in the Chinese market and sluggish demand for consumer products. Looking into the future, we expect that demand for automotive products will recover momentum and that demand for products for white goods will expand, however, our business conditions may continue to be severe especially for consumer products. With regard to the consolidated business results for the full year, we revise our forecast as below in consideration of factors such as the outlook on the aforesaid stringent external circumstances and the consolidated business results for the third quarter.

#### [Forecast of Consolidated Business Results for the Full-year ending March 31, 2013]

(Millions of Yen)

|                  | Forecast of the consolidated business results of the full-year ending March 31, 2013 | Increase or decrease as compared to the same period in the previous year | Forecast of the consolidated results of the full-year announced in November 2012 |
|------------------|--|--|--|
| Net Sales        | 125,000  | -5.2%  | 131,000  |
| Operating Income | 4,500  | 11.2%  | 6,000  |
| Ordinary Income  | 3,500  | 16.0%  | 4,500  |
| Net Income       | 1,500  | 243.8%   | 2,500  |

## **2. QUARTERLY CONSOLIDATED FINANCIAL STATEMENTS**

### **(1) QUARTERLY CONSOLIDATED BALANCE SHEETS**

Millions of yen

|  | March 31<br>2012      | December 31<br>2012          |
|--|-----------------------|------------------------------|
| <b>ASSETS</b>                          |                       |                              |
| Assets                                 |                       |                              |
| Current assets                         |                       |                              |
| Cash and deposits                      | 9,901                 | <b>11,625</b>                |
| Notes and accounts receivable-trade    | 29,989                | <b>26,452</b>                |
| Merchandise and finished goods         | 11,391                | <b>12,450</b>                |
| Work in process                        | 18,269                | <b>20,767</b>                |
| Raw materials and supplies             | 10,855                | <b>10,756</b>                |
| Deferred tax assets                    | 391                   | <b>467</b>                   |
| Other                                  | 3,542                 | <b>3,482</b>                 |
| Allowance for doubtful accounts        | (60)                  | <b>(58)</b>                  |
| Total current assets                   | <u>84,280</u>         | <u><b>85,944</b></u>         |
| Noncurrent assets                      |                       |                              |
| Property, plant and equipment          |                       |                              |
| Buildings and structures, net          | 16,246                | <b>16,783</b>                |
| Machinery, equipment and vehicles, net | 17,399                | <b>17,320</b>                |
| Tools, furniture and fixtures, net     | 691                   | <b>783</b>                   |
| Land                                   | 4,281                 | <b>4,776</b>                 |
| Lease assets, net                      | 4,081                 | <b>4,369</b>                 |
| Construction in progress               | 4,601                 | <b>5,002</b>                 |
| Total property, plant and equipment    | <u>47,301</u>         | <u><b>49,036</b></u>         |
| Intangible assets                      |                       |                              |
| Software                               | 234                   | <b>386</b>                   |
| Other                                  | 687                   | <b>775</b>                   |
| Total intangible assets                | <u>922</u>            | <u><b>1,162</b></u>          |
| Investments and other assets           |                       |                              |
| Investment securities                  | 1,622                 | <b>1,521</b>                 |
| Deferred tax assets                    | 176                   | <b>165</b>                   |
| Other                                  | 2,075                 | <b>1,957</b>                 |
| Allowance for doubtful accounts        | (249)                 | <b>(242)</b>                 |
| Total investments and other assets     | <u>3,624</u>          | <u><b>3,402</b></u>          |
| Total noncurrent assets                | <u>51,849</u>         | <u><b>53,600</b></u>         |
| Total assets                           | <u><u>136,130</u></u> | <u><u><b>139,545</b></u></u> |

|   | March 31<br>2012      | December 31<br>2012   |
|---|-----------------------|-----------------------|
| <b>LIABILITIES AND NET ASSETS</b>                     |                       |                       |
| Liabilities   |                       |                       |
| Current liabilities                                   |                       |                       |
| Notes and accounts payable-trade                      | 18,530                | 15,224                |
| Short-term loans payable                              | 23,746                | 20,406                |
| Current portion of bonds                              | —                     | 20,000                |
| Commercial papers                                     | 14,500                | 12,500                |
| Lease obligations                                     | 1,044                 | 1,233                 |
| Income taxes payable                                  | 514                   | 266                   |
| Provision for directors' bonuses                      | —                     | 37                    |
| Accrued expenses                                      | 6,516                 | 7,500                 |
| Other   | 1,078                 | 1,971                 |
| Total current liabilities                             | <u>65,930</u>         | <u>79,140</u>         |
| Noncurrent liabilities                                |                       |                       |
| Bonds payable   | 20,000                | 4,100                 |
| Long-term loans payable                               | 7,506                 | 12,500                |
| Lease obligations                                     | 3,201                 | 3,283                 |
| Deferred tax liabilities                              | 356                   | 753                   |
| Provision for retirement benefits                     | 4,073                 | 4,847                 |
| Provision for directors' retirement benefits          | 45                    | 19                    |
| Asset retirement obligations                          | 60                    | 60                    |
| Other   | 1,662                 | 384                   |
| Total noncurrent liabilities                          | <u>36,906</u>         | <u>25,948</u>         |
| Total liabilities                                     | <u>102,837</u>        | <u>105,089</u>        |
| Net assets  |                       |                       |
| Shareholders' equity                                  |                       |                       |
| Capital stock   | 20,896                | 20,896                |
| Capital surplus                                       | 18,302                | 17,574                |
| Retained earnings                                     | 7,220                 | 7,538                 |
| Treasury stock  | (3,922)               | (3,926)               |
| Total shareholders' equity                            | <u>42,497</u>         | <u>42,083</u>         |
| Accumulated other comprehensive income                |                       |                       |
| Valuation difference on available-for-sale securities | 15                    | (28)                  |
| Foreign currency translation adjustment               | (9,485)               | (7,846)               |
| Total accumulated other comprehensive income          | <u>(9,469)</u>        | <u>(7,874)</u>        |
| Minority interests                                    | <u>265</u>            | <u>247</u>            |
| Total net assets                                      | <u>33,293</u>         | <u>34,456</u>         |
| Total liabilities and net assets                      | <u><u>136,130</u></u> | <u><u>139,545</u></u> |

**(2) QUARTERLY CONSOLIDATED STATEMENTS OF INCOME AND  
QUARTERLY CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**

Millions of yen

| <b>QUARTERLY CONSOLIDATED STATEMENTS OF INCOME</b> | Nine months<br>ended<br>Dec.31, 2011 | <b>Nine months<br/>ended<br/>Dec.31, 2012</b> |
|--|--------------------------------------|---|
| Net sales  | 97,585                               | <b>90,856</b>                                 |
| Cost of sales                                      | <u>78,396</u>                        | <u><b>71,495</b></u>                          |
| Gross profit                                       | <u>19,189</u>                        | <u><b>19,361</b></u>                          |
| Selling, general and administrative expenses       | <u>17,412</u>                        | <u><b>17,262</b></u>                          |
| Operating income                                   | <u>1,776</u>                         | <u><b>2,098</b></u>                           |
| Non-operating income                               |                                      |   |
| Interest income                                    | 6                                    | <b>4</b>                                      |
| Dividends income                                   | 30                                   | <b>28</b>                                     |
| Foreign exchange gains                             | —                                    | <b>58</b>                                     |
| Miscellaneous income                               | 351                                  | <b>413</b>                                    |
| Total non-operating income                         | <u>389</u>                           | <u><b>504</b></u>                             |
| Non-operating expenses                             |                                      |   |
| Interest expenses                                  | 512                                  | <b>512</b>                                    |
| Compensation expense                               | 204                                  | <b>33</b>                                     |
| Foreign exchange losses                            | 403                                  | —   |
| Miscellaneous loss                                 | 392                                  | <b>482</b>                                    |
| Total non-operating expenses                       | <u>1,512</u>                         | <u><b>1,028</b></u>                           |
| Ordinary income                                    | <u>653</u>                           | <u><b>1,574</b></u>                           |
| Extraordinary income                               |                                      |   |
| Gain on sales of noncurrent assets                 | 3                                    | <b>229</b>                                    |
| Total extraordinary income                         | <u>3</u>                             | <u><b>229</b></u>                             |
| Extraordinary loss                                 |                                      |   |
| Loss on retirement of noncurrent assets            | 24                                   | <b>49</b>                                     |
| Loss on disaster                                   | 296                                  | —   |
| Loss on valuation of investment securities         | —                                    | <b>47</b>                                     |
| Special retirement expenses                        | 61                                   | —   |
| Total extraordinary losses                         | <u>382</u>                           | <u><b>97</b></u>                              |
| Income before income taxes and minority interests  | <u>273</u>                           | <u><b>1,706</b></u>                           |
| Income taxes                                       | <u>1,612</u>                         | <u><b>1,408</b></u>                           |
| Income (loss) before minority interests            | <u>(1,339)</u>                       | <u><b>298</b></u>                             |
| Minority interests in income (loss)                | <u>8</u>                             | <u><b>(19)</b></u>                            |
| Net income (loss)                                  | <u><u>(1,347)</u></u>                | <u><u><b>318</b></u></u>                      |

Millions of yen

| <b>QUARTERLY CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME</b> | Nine months<br>ended<br>Dec.31, 2011 | <b>Nine months<br/>ended<br/>Dec.31, 2012</b> |
|--|--------------------------------------|---|
| Income (loss) before minority interests                          | (1,339)                              | <b>298</b>                                    |
| Other comprehensive income                                       |                                      |   |
| Valuation difference on available-for-sale securities            | (367)                                | <b>(44)</b>                                   |
| Foreign currency translation adjustment                          | <u>(1,621)</u>                       | <u><b>1,643</b></u>                           |
| Total other comprehensive income                                 | <u>(1,989)</u>                       | <u><b>1,598</b></u>                           |
| Comprehensive income   | <u><u>(3,328)</u></u>                | <u><u><b>1,897</b></u></u>                    |
| Comprehensive income attributable to                             |                                      |   |
| Comprehensive income attributable to owners of the parent        | (3,326)                              | <b>1,913</b>                                  |
| Comprehensive income attributable to minority interests          | (1)                                  | <b>(15)</b>                                   |

**(3) SEGMENT INFORMATION****[Information on Net Sales, Incomes or Losses by Individual Reportable Segments]****NINE MONTHS ENDED DECEMBER 31, 2011**

Millions of yen

|                                    | Reportable Segments   |       |        |        | Total  | Adjusted Amount | Amount stated in Quarterly Consolidated Statements of Income |
|------------------------------------|-----------------------|-------|--------|--------|--------|-----------------|--|
|                                    | Semi-conductor Device | CCFL  | PM     | PS     |        |                 |  |
| Sales                              |                       |       |        |        |        |                 |  |
| (1) Sales to Customers             | 70,582                | 1,653 | 14,309 | 11,039 | 97,585 | —               | 97,585   |
| (2) Intersegment Sales or Transfer | 986                   | —     | 441    | 0      | 1,428  | (1,428)         | —  |
| Total                              | 71,568                | 1,653 | 14,751 | 11,040 | 99,014 | (1,428)         | 97,585   |
| Operating Income (loss) by segment | 4,177                 | (777) | (873)  | 813    | 3,340  | (1,563)         | 1,776  |

**NINE MONTHS ENDED DECEMBER 31, 2012**

Millions of yen

|                                    | Reportable Segments   |       |        |       | Total  | Adjusted Amount | Amount stated in Quarterly Consolidated Statements of Income |
|------------------------------------|-----------------------|-------|--------|-------|--------|-----------------|--|
|                                    | Semi-conductor Device | CCFL  | PM     | PS    |        |                 |  |
| Sales                              |                       |       |        |       |        |                 |  |
| (1) Sales to Customers             | 69,291                | 749   | 11,113 | 9,702 | 90,856 | —               | 90,856   |
| (2) Intersegment Sales or Transfer | 762                   | —     | 758    | 0     | 1,522  | (1,522)         | —  |
| Total                              | 70,053                | 749   | 11,872 | 9,703 | 92,378 | (1,522)         | 90,856   |
| Operating Income (loss) by segment | 4,464                 | (522) | (555)  | 386   | 3,772  | (1,674)         | 2,098  |