# Third Quarter Results Briefing for Year Ending March 31, 2007



CASIO COMPUTER CO., LTD.

**February 1, 2007** 

#### **Forward-looking Statements**

Earnings estimates and expectations that are not historical fact included in this report are forward-looking statements.

Although such forward-looking statements reflect the judgment of management based on information currently available to it, various factors could cause actual results to differ materially.

# **Third Quarter Results Highlights**

# Billion yen

Consolidated	FY2006 (Mar/06)		FY2007 (Mar/07)			
	Nine months (Apr-Dec)	Full year	Nine months (Apr-Dec)	Change	Full year forecasts	Change
Net sales	417.3	580.3	446.8	+7.1%	630.0	+8.6%
Operating income % of net sales	28.7 6.9%	43.1 7.4%	33.3 7.5%	+16.0%	51.0 8.1%	+18.3%
Ordinary income % of net sales	25.5 6.1%	38.9 6.7%	27.9 6.3%	+9.4%	46.0 7.3%	+18.2%
Net income % of net sales	15.0 3.6%	23.7 4.1%	17.0 3.8%	+12.9%	27.5 4.4%	+15.8%

# 9 Months Net Sales and Operating Income Highlights

Q1-Q3 FY2006 Q1-Q3 FY2007

Sales: 417.3 billion  $\rightarrow 446.8$  billion +29.5 billion yen)

Digital cameras +17.7 bil yen Timepieces +6.5 bil yen

Cell phones +19 bil yen Electronic components -12.5 bil yen

# Q1-Q3 FY2006 Q1-Q3 FY2007

Operating income : ¥28.7 billion→ ¥33.3 billion(+4.6 billion yen)

Electronics +9.7 billion yen

**OPM 8.1%**  $\longrightarrow$  **9.7%** (+1.6%)

Increased sales of digital cameras and cell phones boosted operating income and margin Improved OPM of Stable businesses

Electronic components and others -5.8 billion yen

Drop in TFT LCD prices Casio Micronics profit suffered

# **Full Year Forecasts for March 2007**

# Billion yen

Consolidated	FY2006 (Mar/06)		FY2007 (Mar/07)			
	Nine months (Apr-Dec)	Full year	Nine months (Apr-Dec)	Full year forecasts	Change	
Net sales	417.3	580.3	446.8	630.0	+8.6%	
Operating income % of net sales	28.7 6.9%	43.1 7.4%	33.3 7.5%	51.0 8.1%	+18.3%	
Ordinary income % of net sales	25.5 6.1%	38.9 6.7%	27.9 6.3%	46.0 7.3%	+18.2%	
Net income % of net sales	15.0 3.6%	23.7 4.1%	17.0 3.8%	27.5 4.4%	+15.8%	

# **Outlook 1: Five Strategic Businesses**

## **Digital cameras**

<Q3>

Sales superb in Japan, growing steadily overseas. Profitability exceeds the company projection.

Overseas unit sales rose 40% year on year.

Test marketing went well at Best Buy.

10 megapixel camera EX-Z1000 recorded strong sales both in and outside Japan.

Affordable EX-Z60 and Z70 added to sales expansion in foreign markets.

<Q4>

New products launch --- EX-V7, the world's slimmest DSC with a 7x optical zoom lens; EX-Z75, an affordable 7.2 megapixel camera.

ASP in Q3 was above expectations; full year OPM will exceed the original projection.

#### e-Dictionaries

Dominance in Japanese market drives up the profitability.

<03>

Continue to hold over 50% of the Japanese market. Maintain high OPM (16%). Steady growth of overseas markets, which now make up 15% of e-Dicionary sales as planned for this fiscal year

<Q4>

JAPAN: completely new lineup of 18 models boasts improved native pronunciation and touch panels for hand-written input.

CHINA: new models with native pronunciation function to be introduced.

Seek to further improve profitability by expanding high value-added models.

# **Outlook 2: Five Strategic Businesses**

## **Timepieces**

Solid sales in line with company's plan to raise the ratio of radio-controlled watches to 45%.

<Q3>

Continue to promote OCEANUS brand of RC watches.

Top-of-the-line OCEANUS model launched to reach high-end retailers.

<Q4>

With a focus on OCEANUS, seek to expand sales of high-priced models (full metal analog watches and five bands compatible models).

#### **Cell phones**

<03>

Seek to keep high market share with the launch of two high-end handset models in Q4

Both Japan and overseas sales in line with company projection. No. 1 share in the domestic KDDI 'au' market.

<Q4>

#### Launch of 2 new, high value-added handsets:

- W51CA boasts the industry's longest viewing time of up to 5 hours and 30 minutes of one-segment TV broadcasts in high picture quality, all in a slim body
- W51H has a 2.9-inch wide display and security function with smart sensor fingerprint recognition

Two new models will comprise a large share of Q4 cell phone sales, boosting profitability.

# **Outlook 3: Five Strategic Businesses**

#### **Electronic components**

#### **TFT**

Seek to increase sales volume for portable GPS navigation devices.

<Q3>

The number of customers for the new genre (GPS devices) has expanded steadily, but the business has not yet regained profitability due to larger-than-expected price drops in the existing genres (digital cameras and mobile phone).

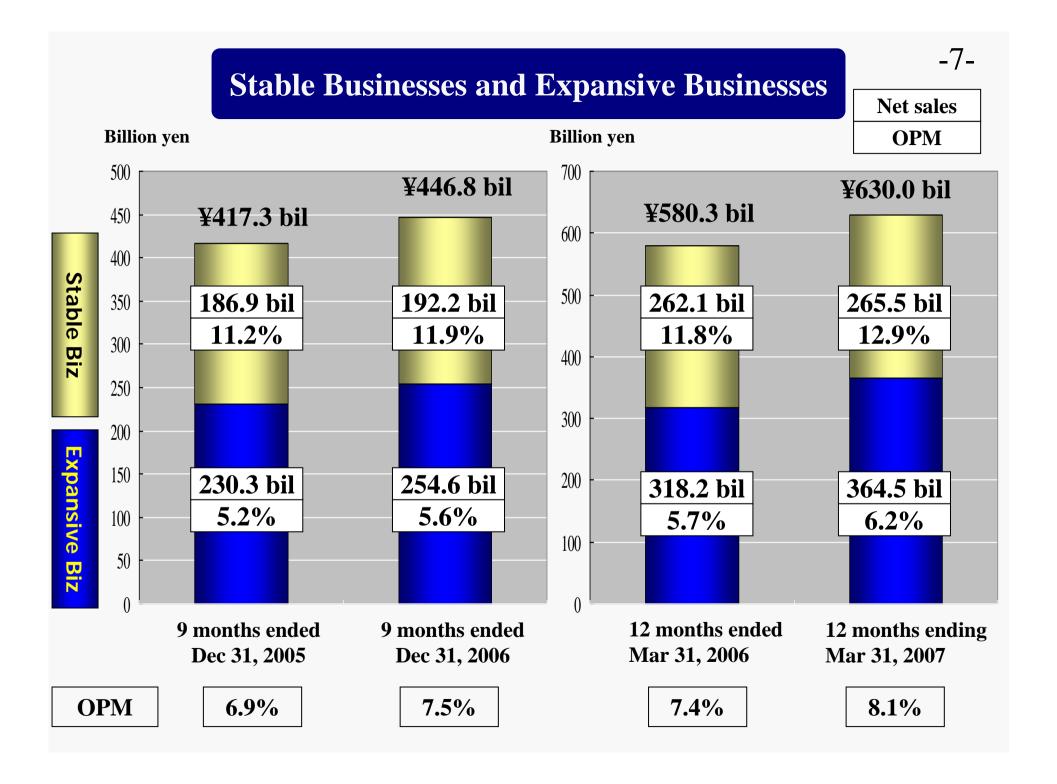
<Q4>

Continued price fall is expected in the existing genres, nonetheless seek to increase sales in the new genre and secure increased revenue year-on-year, aiming for profit recovery up with the level of Q4 last year.

#### **Casio Micronics**

<Q4>

Currently in its final stage of getting a new COF production-line up and running at a new plant.



# **Net Sales and Operating Income by Segment**

<FYI>
Billion yen

Consolidated	March/07 (51st term)				
Net sales	Nine months	Change	Full year	Change	
Consumer	169.4	+8.8%	233.0	+9.0%	
Timepieces	57.8	+12.6%	78.0	+9.7%	
MNS	118.8	+22.3%	171.0	+22.2%	
System Equipment	34.6	+4.2%	50.0	+2.8%	
<b>Electronic components</b>	43.3	-22.5%	65.0	-12.1%	
Others	22.9	-4.8%	33.0	+0.3%	
TOTAL	446.8	+7.1%	630.0	+8.6%	
Operating income					
Electronics	37.0	+35.4%	57.5	+37.7%	
Electronic Components & others	0.1	-99.1%	-0.5	-	
Elimination	-3.7	-	-6.0	-	
TOTAL	33.3	+16.0%	51.0	+18.3%	

# **END**