# Results Briefing for Fiscal Year Ended March 31, 2007



CASIO COMPUTER CO., LTD.
May 10, 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.

# Fiscal 2007 Results Highlights

Billion yen

Consolidated	Fiscal 2006 (Mar/06)	Fiscal 2007 (Mar/07)	
	Results	Results	Change
Net sales	580.3	620.8	+7.0%
Operating income % of net sales	43.1 7.4%	48.1 7.7%	+11.5%
Ordinary income % of net sales	38.9 6.7%	41.4 6.7%	+6.5%
Net income % of net sales	23.7 4.1%	25.1 4.1%	+5.9%

### **Net Sales and Operating Income Highlights**

<u>FY2006</u> <u>FY2007</u>

Net Sales:  $\$580.3 \text{ bil} \longrightarrow \$620.8 \text{ bil } (+40.5 \text{ bil yen})$ 

Digital cameras +20 bil yen

Cell phones +29.5 bil yen

Timepieces +6.9 bil yen

Electronic components -11.2 bil yen

Others -4.7 bil yen

<u>FY2006</u> <u>FY2007</u>

Operating income:  $43.1 \text{ bil} \rightarrow 48.1 \text{ bil} (+5.0 \text{ bil yen})$ 

Electronics +12.1 bil yen

OPM 8.8% -10.2% (+1.4%)

Elimination +0.8 bil yen

Operating income rose on increased sales of digital cameras and cell phones Improved OPM of Stable businesses

Electronic components and others -8.0 bil yen

**Drop in TFT LCD prices** 

Casio Micronics profit suffered

#### **Forecasts for Fiscal 2008 Business Results**

Billion yen

Consolidated	Fiscal 2007 (Mar/07)	Fiscal 2008 (Mar/08)	
	Results	Forecasts	Change
Net sales	620.8	650.0	+4.7%
Operating income % of net sales	48.1 7.7%	53.0 8.2%	+10.2%
Ordinary income % of net sales	41.4 6.7%	48.0 7.4%	+15.9%
Net income % of net sales	25.1 4.1%	28.0 4.3%	+11.3%

## **Stable Businesses**

- 1. Ongoing efforts at cost of sales reduction (e.g. common use of parts, inventory control) will produce tangible effects on all product categories
- 2. Drastic revision of SGA expenses with more emphasis on productivity
- 3. Expand sales of high value-added products, concentrating on electronic dictionaries and watches

e-Dictionary

Expand sales overseas

Strengthen China operation, cultivate new markets

Timepieces

Increase brand value of G-SHOCK and OCEANUS

Sales to start in China for radio-controlled watches

# **Digital Cameras**

#### **Expand product genres and sales overseas**

#### Product strategy

Make full use of digital technologies to develop a SLR-type camera Introduce new functions to compact cameras

#### Sales Strategy

Sales start in all Best Buy retail stores across the U.S. Aim for 10% market share in major European countries

#### Profitability improvement

Products with strong appeals, common use of platforms, and better inventory management

#### **Mobile Phones**

# Growth strategy and product development based on Casio's signature technologies

Apply superior "toughness, camera, and imaging" technologies to new product development

#### Expand operations in the U.S.

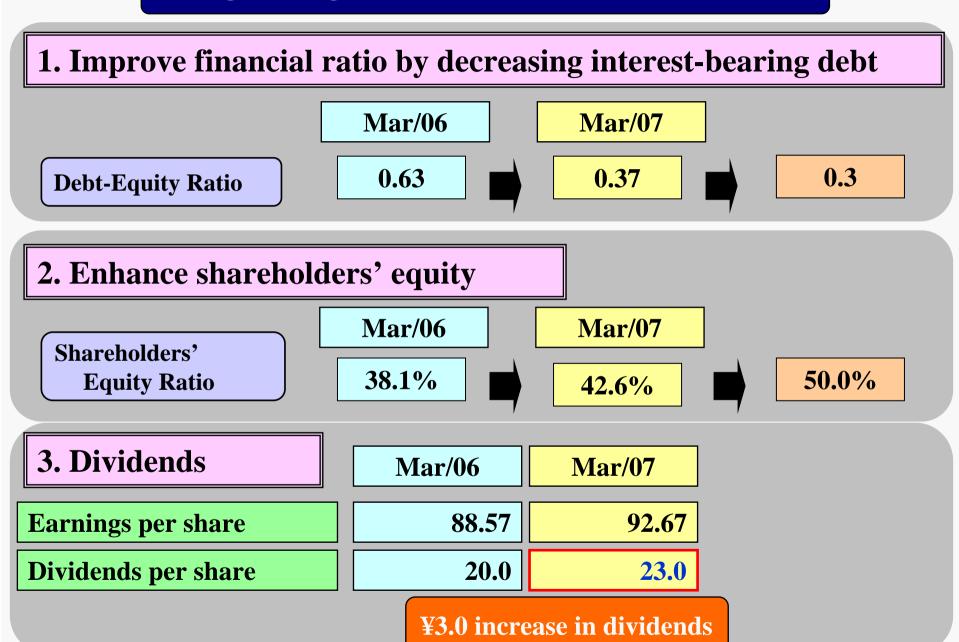
New handsets for Verizon Wireless

Expand sales by aggressively promoting consumer awareness of "toughness" handsets

Profitability is high as development costs for US models are low

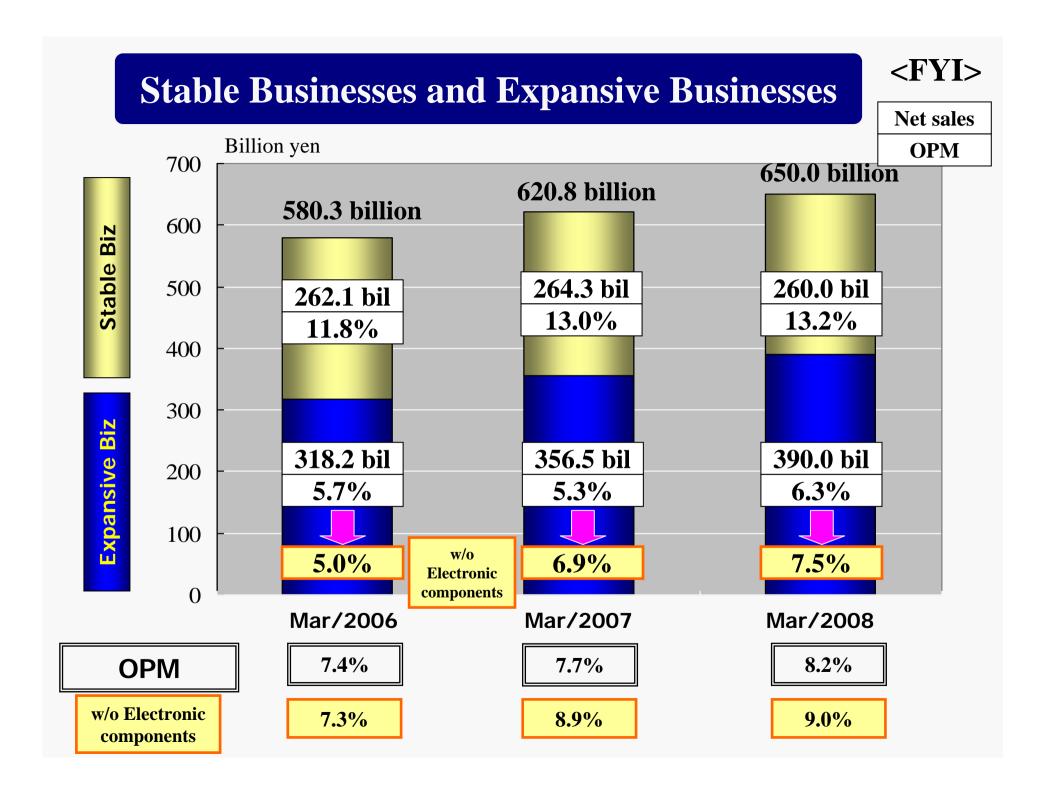
Development of W-CDMA handsets with an eye to next potential markets

#### **Strengthening Financial Structure and Dividends**



# **Management Policies**

- The second beginning: Inventions to drive growth for the company entering next 50 years
- Achieve 10% profit in its 1st year of the new era
- Net sales target of 1 trillion yen, operating profit target of 100 billion yen in 3 years
- Radical strengthening of Casio Micronics patented W-CSP technology to expand market
- Enhance returns to shareholders (dividend payout ratio of 30%)
- Aim to be a leading company in corporate social responsibility



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

<FYI>
Billion yen

Consolidated	Fiscal 2007 (Mar/07)	Fiscal 2008 (Mar/08)		
Net Sales	Results	Forecasts	1H forecasts	Change
Consumer	229.4	245.0	115.0	+6.8%
Timepieces	77.9	80.0	40.0	+2.6%
MNS	171.3	175.0	85.0	+2.2%
System Equipment	48.6	50.0	25.0	+2.9%
<b>Electronic Components</b>	62.8	70.0	30.0	+11.5%
Others	30.8	30.0	15.0	-2.5%
Total	620.8	650.0	310.0	+4.7%
<b>Operating Income</b>				
Electronics	53.9	58.0	27.2	+7.6%
Electronic Components & others	-0.8	1.0	0.3	-
Elimination	-5.0	-6.0	-3.0	-
Total	48.1	53.0	24.5	+10.2%

# **END**