# 3Q Results Briefing for Year Ending March 31, 2009



## CASIO COMPUTER CO., LTD.

February 4, 2009

#### **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	FY2008(Mar/08)	FY2009(Mar/09)		
	Nine months (Apr 1 <sup>st</sup> - Dec 31th)	Nine months (Apr 1 <sup>st</sup> –Dec 31th)	Change	
Net sales	449.4	387.0	-13.9%	
Operating Income % of net sales	24.1 5.4%	10.8 2.8%	-55.3%	
Ordinary Income % of net sales	20.4 4.5%	7.7 2.0%	-62.5%	
Net Income % of net sales	10.9 2.4%	1.4 0.4%	-87.4%	

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# 3Q Net Sales and Operating Income Highlights

FY2008 3Q(accumulated amount) FY2009 3Q(accumulated amount)

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# Net Sales: $¥449.4bil \rightarrow ¥ 387.0bil(- ¥ 62.4bil)$

Digital cameras: 50%

**Electronic components: 40%** 

FY2008 3Q(accumulated amount) FY2009 3Q(accumulated amount) Operating

 $¥ 24.1 \text{bil} \rightarrow ¥ 10.8 \text{bil}(- ¥ 13.3 \text{bil})$ Income:

Effects of weak euro: - ¥ 3.0bil (Half is digital cameras) **Decline in unit price and drastic environmental change:** 

- ¥ 13.6bil (mainly digital cameras) **Mobile Network Solutions (MNS) + ¥ 3.3bil** 

# **Full Year Forecasts for March 2009**

#### **Billion yen**

Consolidated	FY2008(Mar/08)	FY2009(Mar/09)		
	Full year	Nine months (Apr 1 <sup>st</sup> –Dec 31th)	Full year forecasts	Change
Net Sales	623.1	387.0	540.0	-13.3%
Operating Income % of net sales	37.8 6.1%	10.8 2.8%	14.0 2.6%	<b>-62.9%</b>
Ordinary Income % of net sales	31.0 5.0%	7.7 2.0%	8.0 1.5%	-74.2%
Net Income % of net sales	12.2 2.0%	1.4 0.4%	1.5 0.3%	-87.7%

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## **Revision to Full Year Forecasts**

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Previous ForecastsRevised ForecastsNet Sales:  $¥ 580bil \rightarrow ¥ 540bil(- ¥ 40bil)$ 

**Digital cameras: 50%** 

System equipments and Electronic components and Others: 50%

**Digital cameras: 50%** 

System equipments and Electronic components and Others: 50%

# **40 Strategy toward March 2010**

### **Electronic dictionaries**

- Launch of new models
- $\rightarrow$  Featuring "action sensor" to view the display upside-down and lengthwise

#### **Accelerate expansion of sales in China Timepieces**





Normal display

View the display lengthwise

- **Expand solar-powered radio-controlled analog watch lineup Increase sales in overseas (Expand radio-controlled watch in China)**
- → New stores to start operation: world's largest selling floor space for **Casio in Hangzhou and G-Shock store in Shanghai**

#### **Cellular phones**

#### Launch of 3 high-value added new models

au

#### **SoftBank**

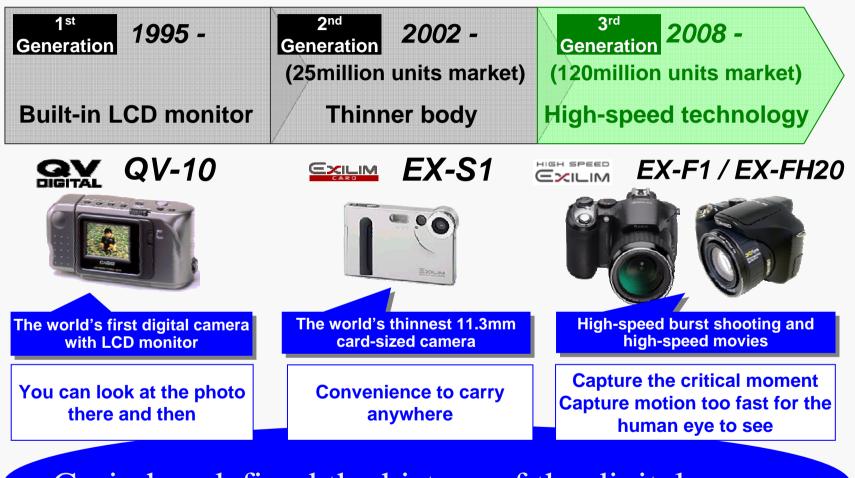
au's first model fitted with touchpad screen(CA001)

Wooo phone with world's first 3D display (H001)

**Expand models to Verizon Wireless** 

**EXILIM phone with 8.1 megapixel camera** (930CA)

## **The Evolution of Digital Cameras**



Casio has defined the history of the digital camera

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#### -7-**4Q Strategy toward March 2010 Digital Cameras Expand High-speed camera genre** Compact-size, EX-FC100 Card-size, EX-FS10 IGH SPEED 2008 Pro EX-F1 Semi-pro Compac **EX-FH20** Skilled armature Thin 2009 Compact **EX-FC100** Consumer VE/V **EX-FS10** Card

## 4Q Strategy toward March 2010

## <u>Digital cameras</u>

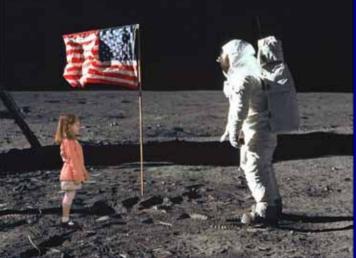
The World's first digital camera that can make composite moving images Dynamic Photo EX-Z400, EX-Z270 and EX-S12

**Create new photography culture** 

Photo-takingCrossenjoymentple

Creating pleasure

Viewing delight



## Direction of March 2010

#### **Stable businesses**

Shift from low growth & stable profitability to high growth and high profitability structure

Aim to increase by 10% in sales and over 15% in profitability

→ Electronic dictionaries and Timepieces: Expand sales in overseas and innovate new genre

#### **Expansive businesses**

Establish original genre and launch competitive products Create market by offering new way of enjoying digital camera Expand high-speed camera market with compact model With the camera technology, strengthen synergy between digital cameras and cellular phones Development of electronic components based on Casio's original technology

### Net Sales and Operating Income by Segment

<FYI>

	Billion yen						
Consolidated	March/09						
Consolidated	(53rd term)						
Net sales	Nine months	Change	Full year	Change			
Consumer	136.5	-19.3%	187.0	-18.2%			
Timepieces	63.4	-1.8%	91.0	+4.7%			
MNS	111.8	+1.0%	166.0	+0.1%			
System Equipment	29.3	-7.8%	38.0	-16.1%			
<b>Electronic components</b>	28.2	-47.5%	34.0	-50.3%			
Others	17.9	-9.3%	24.0	-14.4%			
TOTAL	387.0	-13.9%	540.0	-13.3%			
Operating income							
Electronics	17.6	-42.5%	25.3	-45.6%			
<b>Electronic Components &amp; Others</b>	-2.5	-	-5.3	-			
Elimination	-4.3	-	-6.0	-			
TOTAL	10.8	-55.3%	14.0	-62.9%			

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