

# Explanatory Material for Financial Report for Third Quarter of Fiscal 2012 Ending March 31, 2013

February 1, 2013



#### Table of Contents



- 1. Outline of Financial Report for the Third Quarter of Fiscal 2012 Ending March 31, 2013
- 2. Forecast of Business Performance for Fiscal 2012 Ending March 31, 2013
- 3. Progress in Business Structural Reform

#### 1-1. Consolidated Statement of Income and Loss

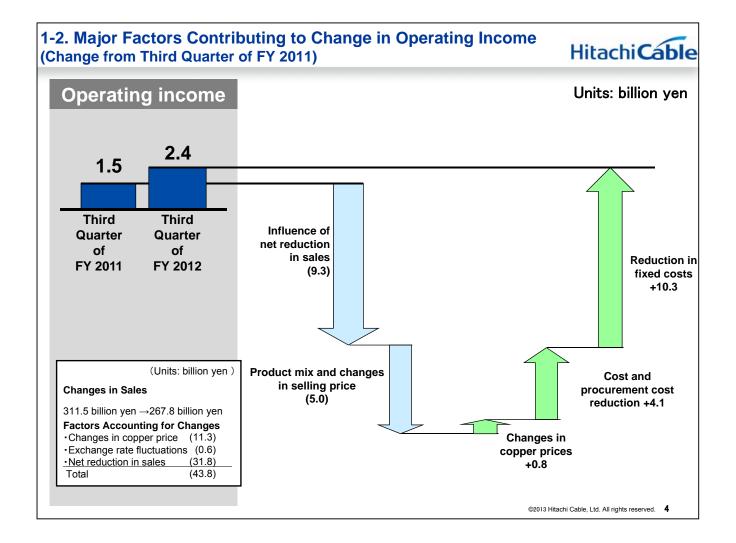
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Units: billion yen

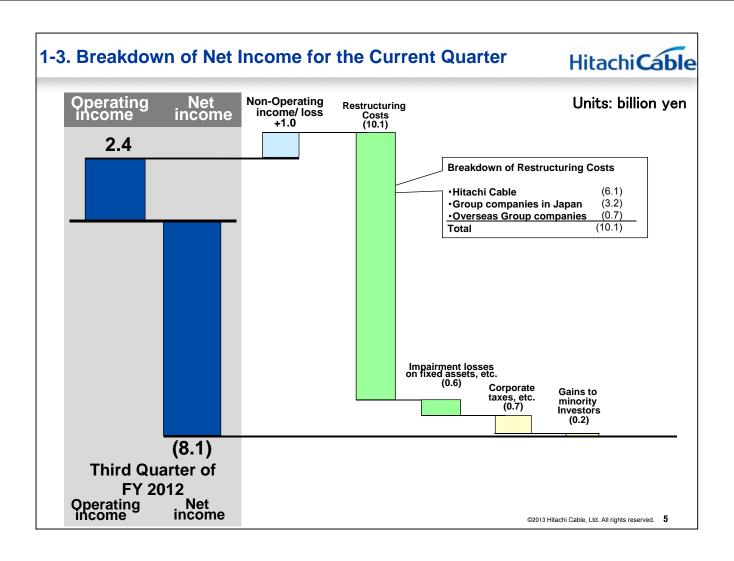
	Third Quarter of FY 2011	Third Quarter of FY 2012	Change from Third Quarter of FY 2011	Change from Previous Forecast*
Net sales	311.5	267.8	86% (43.8)	100% <b>+0.8</b>
Operating income	1.5	2.4	+0.9	+0.9
Non-Operating income/ loss	(1.0)	1.0	+2.0	+1.4
Ordinary income	0.5	3.4	+2.9	+2.3
Extraordinary income / loss	(17.0)	(10.7)	+6.4	(7.1)
Net income before taxes and other adjustments	(16.6)	(7.3)	+9.3	(4.8)
Corporate taxes, etc.	8.0	0.7	(0.1)	(0.2)
Gains to minority investors	0.2	0.2	(0.1)	(0.0)
Net income	(17.6)	(8.1)	+9.5	(4.5)

Third Quarter of FY 2012:From April 1, 2012 to December 31, 2012

Note: Figures are rounded off to the nearest 0.1 billion yen.



<sup>\*</sup> Previous forecast: Forecasts of business performance for FY2012 announced on October 29, 2012



#### 1-4. Consolidated Balance Sheet



Units: billion yen

	End of Fiscal 2011	End of Third Quarter of FY2012	Change from Previous Fiscal Year-End
Total assets	245.9	264.3	+18.4
Total liabilities	162.8	188.4	+25.6
Liabilities comprising interest-bearing debt	50.2	52.8	+2.7
Equity	81.2	73.9	(7.3)
Equity ratio	33.0%	28.0%	(5.0%)
Debt to equity ratio	0.60	0.70	+0.10

### 1-5. Sales by Reporting Segment



Units: billion yen

	Third Quarter of FY 2011	Third Quarter of FY 2012	Change from Third Quarter of FY 2011	Change from Previous Forecast*
Industrial infrastructure products	88.7	81.5	92%	102%
Electric Materials & Automotive Components	88.8	86.1	97%	100%
Information Systems Devices & Materials	34.0	30.5	90%	100%
Metal Materials & Component Products	68.6	41.7	61%	98%
Sales Companies & Distribution	31.4	28.0	89%	100%
Total	311.5	267.8	86%	100%

<sup>\*</sup>Previous forecast: Forecasts of business performance for FY2012 announced on October 29, 2012

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### 1-6. Operating Income by Reporting Segment



Units: billion yen

	Third Quarter of FY 2011	Third Quarter of FY 2012	Change from Third Quarter of FY 2011	Change from Previous Forecast*
Industrial infrastructure products	(0.1)	0.5	+0.5	(0.6)
Electric Materials & Automotive Components	0.9	2.5	+1.5	+0.5
Information Systems Devices & Materials	(0.1)	0.9	+1.0	+0.4
Metal Materials & Component Products	(1.5)	(2.4)	(0.8)	+0.5
Sales Companies & Distribution	2.0	1.7	(0.3)	+0.1
Adjustment amount	0.2	(0.8)	(1.0)	+0.0
Total	1.5	2.4	+0.9	+0.9

<sup>\*</sup>Previous forecast: Forecasts of business performance for FY2012 announced on October 29, 2012

<sup>·</sup> Note: Figures are rounded off to the nearest 0.1 billion yen.

<sup>•</sup> Note: Figures are rounded off to the nearest 0.1 billion yen.

### 1-7. Capital Investment, R&D Expenses, Number of Employees, Etc.



Units: billion yen

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

	Third Quarter of FY 2011	Third Quarter of FY 2012	Change from Third Quarter of FY 2011
Capital investment	8.9	7.6	86%
Depreciation	12.1	9.1	75%
R&D expenses (R&D expenses/Net sales)	6.6 (2.1%)	<b>5.7</b> (2.1%)	87%

The depreciation method for tangible fixed assets for Hitachi Cable and its consolidated subsidiaries in Japan has changed from a decliningbalance method to a straight-line method from the current consolidated fiscal year.

#### (2) Number of employees

Z) Number of emplo	Units: persons		
	End of FY2011	End of Third Quarter of FY2012	Change from the Previous Fiscal Year-End
Number of employees	14,142	12,728	(1,414)

### 1-8. Overview by Segment: Industrial Infrastructure Products



Units: billion yen

	Third Quarter of FY 2011 (Actual performance)	Third Quarter of FY 2012 (Previous forecast)*	Third Quarter of FY 2012 (Actual performance)	Change from Third Quarter of FY 2011	Change from Previous Forecast
Energy and Industrial System Products	52.9	51.0	51.5	97%	101%
Electronic & Communication Products	35.8	29.0	30.0	84%	103%
Total net sales	88.7	80.0	81.5	92%	102%
Operating income	(0.1)	1.1	0.5	+0.5	(0.6)

**Energy and Industrial** System Products [Net sales]

Net sales fell below the previous year's level, although demand for construction wires and cables was robust. This was due to weak demand for heat resistant wires and wires and cables for rolling stock, as capital investment of private enterprise slowed in Japan and demand for railway projects peaked out.

Electronic & Communication **Products** [Net sales]

Net sales in Optical Communication Products increased from the same period of the previous year, during which sales decreased as a backlash from robust reconstruction-related demand. However, net sales in Electronic Products fell short of the previous year's level due to sluggish sales of products in the electronics device market as well as in semiconductor manufacturing equipment and machine tool markets.

Operating income

Although net sales decreased, operating income surpassed the previous year's level due to cost reduction effects. However, net sales fell below the previous forecast as a result of a drop in sales of heat resistant wires and wires and cables for rolling stock.

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

<sup>\*</sup> Forecasts as of October 29, 2012

# 1-9. Overview by Segment: Electric Materials & Automotive Components



Units: billion yen

		Third Quarter of FY 2011 (Actual performance)	Third Quarter of FY 2012 (Previous forecast)*	Third Quarter of FY 2012 (Actual performance)	Change from Third Quarter of FY 2011	Change from Previous Forecast
	Automotive Components	31.4	33.0	32.6	104%	99%
	Electric Materials	57.5	53.0	53.5	93%	101%
	Total net sales	88.88	86.0	86.1	97%	100%
(	Operating income	0.9	2.0	2.5	+1.5	+0.5

**Automotive Components** [Net sales]

Net sales exceeded the previous year's level thanks to an increase in the number of automobiles sold globally, but primarily in North America, as opposed to weakened demand in the Japanese market in the 3Q as a result of the expiration of the government's new eco-car subsidy program. Growth in the automotive electronic components business, on which Hitachi Cable focuses, also contributed to the sales increase.

**Electric Materials** [Net sales]

Net sales of products for automotive electronics decreased as the government's new eco-car subsidy program terminated. Regarding heavy electrical machinery, sales of products for pole-mounted transformers sold well, while those of products for general and industrial use dropped in line with decreased demand in overseas markets. In addition, due to a drop in the price of copper, the primary material sales of the Electric Materials segment as a whole decrease below the level of previous year.

Operating income

Although net sales decreased, operating income exceeded both the level of the second quarter of FY 2011 and the forecast due to cost reduction effects and growth in automotive electronic components, on which Hitachi Cable focuses.

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

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# 1-10. Overview by Segment: Information Systems Devices & Materials



Units: billion yen

	Third Quarter of FY 2011 (Actual performance)	Third Quarter of FY 2012 (Previous forecast)*	Third Quarter of FY 2012 (Actual performance)	Change from Third Quarter of FY 2011	Change from Previous Forecast
Information Networks	18.4	19.0	19.0	103%	100%
Wireless Systems	7.6	8.0	7.8	103%	98%
Compound Semiconductor Products	7.9	3.5	3.7	46%	105%
Total net sales	34.0	30.5	30.5	90%	100%
Operating income	(0.1)	0.5	0.9	+1.0	+0.4

**Information Networks** [Net sales]

Net sales for Information Networks as a whole exceeded the previous year's level thanks to strong sales of network devices as a result of solid capital investment demand by mobile phone carriers, despite a sales decrease in optical transmission devices due to inventory adjustment. Sales in the network integration business also fell below the previous year's level as the number of large-scale projects was reduced.

**Wireless Systems** [Net sales]

Net sales in total exceeded the previous year's level due mainly to favorable sales of products and works for mobile phone carriers who had obtained new licenses for a frequency band known as the "platinum band," although sales of broadcasting facilities decreased.

Compound Semiconductor **Products** [Net sales]

Net sales sharply decreased from the previous year's level. Sales of products for optical devices dropped as demand for optical discs slumped. Sales of products for high-frequency devices were also dropped due to competition from other materials.

Operating income

Operating income exceeded the level of the second quarter of FY 2011 as well as the forecast due to the cost reduction effects and product mix improvement despite the decrease in sales

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

Forecasts as of October 29, 2012

Forecasts as of October 29, 2012

# 1-11. Overview by Segment: Metal Materials & Component Products



	Third Quarter of FY 2011 (Actual performance)	Third Quarter of FY 2012 (Previous forecast)*	Third Quarter of FY 2012 (Actual performance)	Change from Third Quarter of FY 2011	Change from Previous Forecast
Copper Strips	23.1	19.0	18.4	80%	97%
Copper Products for Electrical Use	29.4	14.0	13.5	46%	97%
Lead Frames	9.4	7.0	7.3	78%	104%
Package Materials	6.8	2.5	2.4	36%	97%
Total net sales	68.6	42.5	41.7	61%	98%
Operating income	(1.5)	(2.9)	(2.4)	(8.0)	+0.5

- 1 3		(110)	(=:0)	(/	(5.5)		
Copper Strips [Net sales]	adjustm copper	ent, while copper fo strips for semicondu	nutomotive on-board il for mobile termina uctor and electronics the previous year's	ls had a favorable pe markets continued	erformance. Net	sales in	
Copper Products for Electrical Use [Net sales]	Japan. S	Sales were also nega products for electric	rious year's level due atively affected by de al use and other fab nternational projects	creased domestic caricated products and	apital investme	nt demand f	for
Lead Frames [Net sales]	markets	continued to fall. The	rious year's level as he poor performance structuring of busine	was also attributed	due to the cutb		ics
Package Materials [Net sales]		s fell below the previons remained at a l	vious year's level as ow level.	sales of products for	memory and s	pecific-use	
Operating income		ng income was lowe	r than the previous y	ear's result as well a	as the forecast,	affected	

<sup>\*</sup> Forecasts as of October 29, 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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#### Table of Contents



- 1. Outline of Financial Report for the Third Quarter of Fiscal 2012 Ending March 31, 2013
- 2. Forecast of Business Performance for Fiscal 2012 Ending March 31, 2013
- 3. Progress in Business Structural Reform

### 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 (Previous forecast)*  Year Ending March 31, 2013 (Forecast)		Change from Previous Year	Change from Previous Forecast
Net sales	432.5	360.0	360.0	83% (72.5)	100% <b>0.0</b>
Operating income	2.0	4.0	4.0	+2.0	0.0
Non-operating income/loss	(1.0)	0.0	1.5	+2.5	+1.5
Ordinary income	0.9	4.0	5.5	+4.6	+1.5
Extraordinary income/loss	(22.1)	(11.5)	(16.0)	+6.1	(4.5)
Net income before taxes and other adjustments	(21.1)	(7.5)	(10.5)	+10.6	(3.0)
Corporate taxes, etc. and gains to minority investors	1.6	1.5	2.5	+0.9	+1.0
Net income	(22.8)	(9.0)	(13.0)	+9.8	(4.0)

Actual performance for FY 2011: Copper price of 720 thousand yen/ton, exchange rate of US\$1 = 79 yen
First to third quarter of FY 2012 (actual performance): Copper price of 670 thousand yen/ton, exchange rate of US\$1 = 80 yen;
Fourth quarters of FY 2012 (forecast): Copper price of 700 thousand yen/ton, exchange rate of US\$1 = 88 yen
Actual performance for FY 2011 factors in the impact of revisions at overseas consolidated subsidiaries.
Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.
\*Forecasts as of October 29, 2012

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2-2. Major Factors Contributing to Change in Operating Income Hitachi Cable (From Previous Year) Operating income Units: billion yen 4.0 2.0 The year ending The year ending March 31, 2012 March 31, 2013 Reduction in (Actual performance) (Forecast) fixed costs Influence of +12.0 net reduction in sales (11.6)**Reduction in sales** 432.5 billion yen → 360.0 billion yen [Increase and decrease factor] Reduction in cost Exchange rate fluctuations +2.8 Revisions at overseas and procurement Revisions at overseas (22.6)consolidated subsidiaries cost etc. +5.0 consolidated subsidiaries Changes in copper price (12.2) Net reduction (40.5)Product mix and changes Exchange rate in selling price (72.5)**Total** fluctuations (3.2)+0.4
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#### 2-3. Net Sales Forecast by Reporting Segment



Units: billion yen Year Ended March 31, Year Ending March 31 2012 2013 2013 Change from Previous Forecast Change from Previous Year (Actual performance) (Previous forecast)\* (Forecast) 67.0 **Energy & Industrial System Products** 70 4 95% 102% 49.6 37.0 38.5 78% 104% **Electronic & Communication Products** 103.0 105.5 102% 120.0 88% Industrial Infrastructure Products 44.5 **Automotive Components** 50.5 45.0 88% 99% 72.0 72.5 88% 101% **Electric Materials** 82.7 117.0 117.0 **Electric Materials & Automotive Components** 133.2 88% 100% 27.3 29.0 28.5 104% 98% Information Networks 12.0 107% 11.2 13.0 92% Wireless Systems **Compound Semiconductor Products** 9.5 5.0 5.0 53% 100% 97% 47.0 45.5 95% **Information Systems Devices & Materials** 48.0 **Copper Strips** 29.1 23.0 23.0 79% 100% 19.0 52% 100% Copper Products for Electrical Use 36.7 19.0 9.5 9.5 73% 100% **Lead Frames** 13.1 7.6 3.5 46% 100% 3.5 **Package Materials** Metal Materials & Component Products 86.5 55.0 55.0 64% 100% Sales Companies & Distribution 44.8 38.0 37.0 83% 97% **Total** 432.5 360.0 360.0 83% 100%

Actual performance for FY 2011: Copper price of 720 thousand yen/ton, exchange rate of US\$1 = 79 yen
First to third quarter of FY 2012 (actual performance): Copper price of 670 thousand yen/ton, exchange rate of US\$1 = 80 yen;
Fourth quarters of FY 2012 (forecast): Copper price of 700 thousand yen/ton, exchange rate of US\$1 = 88 yen
Actual performance for FY 2011 factors in the impact of revisions at overseas consolidated subsidiaries.
The figures for each segment for the year ended March 31, 2012 have not been audited by accountants.
Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.

\*Forecasts as of October 29, 2012

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#### 2-4. Operating Income/Loss Forecast by Reporting **Segment**



Units: billion yen

	Year Ended March 31, 2012 (Actual performance)	Year Ending March 31, 2013 (Previous forecast)*	Year Ending March 31, 2013 (Forecast)	Change from Previous Year	Change from Previous Forecast
Industrial Infrastructure Products	(0.4)	2.0	1.0	+1.4	(1.0)
Electric Materials & Automotive Components	1.9	3.0	3.5	+1.6	+0.5
Information Systems Devices & Materials	0.5	2.0	2.0	+1.5	0.0
Metal Materials & Component Products	(2.1)	(4.0)	(3.0)	(0.9)	+1.0
Sales Companies & Distribution	2.8	2.0	2.0	(8.0)	0.0
Adjustment amount	(8.0)	(1.0)	(1.5)	(0.7)	(0.5)
Total	2.0	4.0	4.0	+2.0	0.0

Actual performance for FY 2011: Copper price of 720 thousand yen/ton, exchange rate of US\$1 = 79 yen
First to third quarter of FY 2012 (actual performance): Copper price of 670 thousand yen/ton, exchange rate of US\$1 = 80 yen;
Fourth quarters of FY 2012 (forecast): Copper price of 700 thousand yen/ton, exchange rate of US\$1 = 88 yen
Actual performance for FY 2011 factors in the impact of revisions at overseas consolidated subsidiaries.
The figures for each segment for the year ended March 31, 2012 have not been audited by accountants.
Figures are rounded off to the nearest 0.1 billion yen. Totals and sums of figures may not agree.
\*Forecasts as of October 29, 2012

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



Units: billion yen

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

	Year ended March 31, 2012 (Actual performance)	Year ending March 31, 2013 (Previous forecast)*	Year ending March 31, 2013 (Forecast)	Change from Previous Year	Change from Previous Forecast
Capital investment	12.9	11.0	11.0	85%	100%
Depreciation	16.7	12.5	12.5	75%	100%
R&D expense (R&D expense/Net sales)	8.8 (2.0%)	9.0 (2.5%)	9.0 (2.5%)	103%	100%

The depreciation method for tangible fixed assets for Hitachi Cable and its consolidated subsidiaries in Japan has changed from a decliningbalance method to a straight-line method from the current consolidated fiscal year. \* Forecasts as of October 29, 2012

#### (2) Number of employees

	End of fiscal 2011 (Actual number)	End of fiscal 2012 (Forecast)	Change from previous fiscal year-end	
Number of employees	14,142	11,250	(2,892)	

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



**Units: persons** 

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 Ending March 31, 2013 (Forecast)	Change from Previous Year
	Α	В	C=A-B	D	D/C
Energy & Industrial System Products	70.4	0.0	70.4	67.0	95%
Electronic & Communication Products	49.6	2.8	46.8	38.5	82%
Industrial Infrastructure Products	120.0	2.8	117.2	105.5	90%
Automotive Components	50.5	8.1	42.4	44.5	105%
Electric Materials	82.7	7.1	75.6	72.5	96%
Electric Materials & Automotive Components	133.2	15.2	118.0	117.0	99%
Information Networks	27.3	0.0	27.3	28.5	104%
Wireless Systems	11.2	0.0	11.2	12.0	107%
Compound Semiconductor Products	9.5	0.2	9.3	5.0	54%
Information Systems Devices & Materials	48.0	0.2	47.8	45.5	95%
Copper Strips	29.1	0.0	29.1	23.0	79%
Copper Products for Electrical Use	36.7	0.0	36.7	19.0	52%
Lead Frames	13.1	0.9	12.2	9.5	78%
Package Materials	7.6	0.0	7.6	3.5	46%
Metal Materials & Component Products	86.5	0.9	85.6	55.0	64%
Sales Companies & Distribution	44.8	3.6	41.3	37.0	90%
Total	432.5	22.6	410.0	360.0	88%

Actual performance for FY 2011: Copper price of 720 thousand yen/ton, exchange rate of US\$1 = 79 yen First to third quarter of FY 2012 (actual performance): Copper price of 670 thousand yen/ton, exchange rate of US\$1 = 80 yen; Fourth quarters of FY 2012 (forecast): Copper price of 700 thousand yen/ton, exchange rate of US\$1 = 88 yen The figures for each segment for the year ended March 31, 2012 have not been audited by accountants. 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 Ending March 31, 2013 (Forecast)	Change from Previous Year
	Α	В	С=А-В	D	D-C
Industrial Infrastructure Products	(0.4)	(0.1)	(0.3)	1.0	+1.3
Electric Materials & Automotive Components	1.9	0.6	1.4	3.5	+2.1
Information Systems Devices & Materials	0.5	(0.0)	0.6	2.0	+1.5
Metal Materials & Component Products	(2.1)	(0.1)	(2.1)	(3.0)	(1.0)
Sales Companies & Distribution	2.8	0.2	2.6	2.0	(0.6)
Adjustment amount	(8.0)	(0.0)	(8.0)	(1.5)	(0.7)
Total	2.0	0.6	1.4	4.0	+2.6

Actual performance for FY 2011: Copper price of 720 thousand yen/ton, exchange rate of US\$1 = 79 yen
First to third quarter of FY 2012 (actual performance): Copper price of 670 thousand yen/ton, exchange rate of US\$1 = 80 yen;
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#### Table of Contents



- 1. Outline of Financial Report for the Third Quarter of Fiscal 2012 Ending March 31, 2013
- 2. Forecast of Business Performance for Fiscal 2012 Ending March 31, 2013
- 3. Progress in Business Structural Reform

#### 3-1. Progress in Business Structural Reform I



#### Selection and concentration of business operations

# **Alliance**

- Reinforce Copper Products and Lead Frames businesses through the alliance with Sumitomo Metal Mining Co., Ltd.
  - (To be completed in FY 2013)
- Strengthen and widen the wire and cable business through a strategic and comprehensive alliance with ZHONGTIAN **TECHNOLOGY (ZTT) Group** (To be continued in FY 2013)

#### **Restructuring of** operating structure

- Consolidate production bases in the Southeast Asia region [Lead Frames: 3 bases to 1] [Electronic wires: 3 bases to 1] (To be completed in FY 2012)
- Design and development functions of electronic products, electric materials, and industrial rubber businesses will be consolidated to Hitachi Cable (To be completed in March 2013)
- Consolidate industrial rubber production bases into the Philippine plant and Tohoku Rubber [4 bases to 2]

(To be completed in March 2013)

#### Consolidation of production center

- Consolidate production bases of Tonichi Kyosan Cable, Ltd. [2 bases to 1] (To be completed in March 2013)
- Transfer of business
- A distribution subsidiary will be transferred to Hitachi Transport System, Ltd. (To be completed in March 2013)

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#### 3-2. Progress in Business Structural Reform II



#### ■Cost reduction measures

Cost cuts

Relocation of the head office of Hitachi Cable

(To be moved in March 2013)

 Hitachi Cable's sharing of office space with Hitachi Densen Shoji's Osaka and Chubu offices

(Completed in October 2012)

#### Optimization of personnel structure in Japan

Reduction of personnel In Japan

- Early retirement: 1,112 [include person of temporary transfer to outside Hitachi Cable] (From December, 2012 to March, 2013)
- Transfer to external organizations: Approx. 110 (From October, 2012 to March, 2013)
- Forecast of the number of employees (including part-time workers and temporary staff)

Units: persons

	End of March 2012	End of March 2013	Change
Japan	7,700	5,550	(2,150)
Overseas	7,700	6,500	(1,200)
Total	15,400	12,050	(3,350)

### Depreciation, Number of Employees (Consolidated)

(1) Depreciation, etc. [Units: million yen]

Ì	Depi colation, etc.	FY 2011				FY 2012			
		1st Quarter (3month)	2nd Quarter (6month)	3rd Quarter (9month)	Total	1st Quarter (3month)	2nd Quarter (6month)	3rd Quarter (9month)	Total
									[forecast]
	Industrial Infrastructure Products	1,057	2,142	3,264	4,629	880	1,759	2,654	3,500
	Electric Materials & Automotive Components	812	1,655	2,505	3,692	699	1,414	2,244	2,800
	Information Systems Devices & Materials	887	1,819	2,757	3,739	671	1,255	1,850	3,000
	Metal Materials & Component Products	1,150	2,336	3,322	4,336	704	1,420	2,156	2,900
	Sales Companies and distribution	75	157	237	320	61	123	181	300
De	preciation	3,981	8,109	12,085	16,716	3,015	5,971	9,085	12,500
	Industrial Infrastructure Products	766	1,823	2,858	4,630	758	1,599	2,201	3,200
	Electric Materials & Automotive Components	609	1,329	1,856	2,980	631	1,349	2,161	2,300
	Information Systems Devices & Materials	566	1,313	1,961	2,587	580	1,203	1,981	3,200
	Metal Materials & Component Products	545	1,142	1,994	2,495	312	796	1,209	2,100
	Sales Companies and distribution	41	119	195	241	35	41	66	200
Increase in tangible fixed assets and intangible fixed assets		2,527	5,726	8,864	12,933	2,316	4,988	7,618	11,000
R&	D expenses	2,166	4,411	6,573	8,776	1,877	3,798	5,729	9,000
	R&D expenses/Net sales	2.1%	2.1%	2.1%	2.0%	2.1%	2.1%	2.1%	2.5%
Int	erest-bearing debt	51,297	53,903	54,055	50,176	47,989	48,386	52,845	56,000
Fin	ance	△ 144	△ 275	△ 451	△ 703	△ 110	△ 216	△ 363	△ 700

<sup>\*\*</sup>The depreciation method for tangible fixed assets for Hitachi Cable and its consolidated subsidiaries in Japan has changed from a declining-balance method to a straight-line method from the current consolidated fiscal year.

(2) Number of Employees [Units: Persons]

<u></u>	E/Mambor of Employees								
		Jun-11	Sep-11	Dec-11	Mar-12	Jun-12	Sep-12	Dec-12	Mar-13
									[forecast]
	Industrial Infrastructure Products	6,395	6,404	6,313	5,344	4,907	4,984	4,305	-
	Electric Materials & Automotive Components	4,569	4,532	4,450	4,352	4,117	4,065	4,209	-
	Information Systems Devices & Materials	1,174	1,166	1,135	1,035	1,028	1,016	981	1
	Metal Materials & Component Products	1,950	1,858	1,799	1,665	1,505	1,499	1,459	_
	Sales Companies and distribution	1,095	1,090	1,052	1,090	1,115	1,123	1,107	1
	Staff	775	769	744	656	650	644	667	_
lτ	otal	15.958	15.819	15.493	14,142	13.322	13.331	12.728	11.250

#### **Notes**



Business performance and other figures in this document for fiscal 2012 and after represent forecasts or targets as of February 1, 2013. These figures are based on certain assumptions deemed reasonable at the time at which the Company prepared this document. Actual business performance may vary significantly from these forecasts and

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 of companies to respond to rapid technological changes, to develop new products and technologies, to bring products to market in a timely fashion, 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 of companies to respond to fluctuating demand for and supply of 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
- Partnerships with other companies in areas such as product development
- Fluctuations in the stock market

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