# Third Quarter Results Briefing for Year Ending March 31, 2015



CASIO COMPUTER CO., LTD.

**January 29, 2015** 

#### **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.

YOY

Change

+13.0

+8.7

+10.4

+7.3

of yen)

FY2015	Third Qu	iarter K	esults Hig	hlights

Q3

(Oct–Dec)

85.1

10.2

12.0%

10.9

7.3

FY2015 Third Quarter Results Highlights
(billions o

FY2014

**Cumulative** 

**Total** 

232.1

17.3

7.5%

16.9

10.4

**Q3** 

(Oct–Dec)

80.4

6.8

8.4%

7.1

4.7

Consolidated

**Net sales** 

**Operating** 

income

**OPM** 

**Ordinary** 

income

**Net income** 

$\sim$			

**Cumulative** 

Total

245.1

26.0

10.6%

27.3

17.7

FY2015 (ending March 2015)

YOY

Change

+4.7

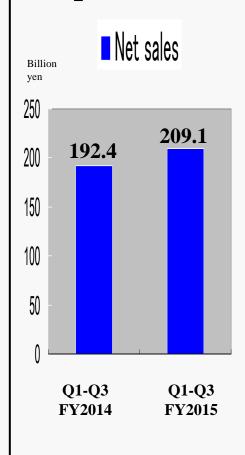
+3.5

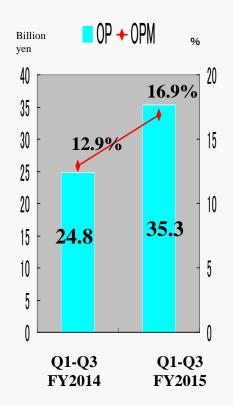
+3.8

+2.6

## **Main Driver for the First 9 Months Earnings**

#### **Improved OPM for Consumer Segment (12.9%→16.9%)**





- **◆** Improved brand mix of watches
- →Strong sales of GPS hybrid wave ceptor watches from G-SHOCK and OCEANUS lines
- ◆ Surge in profit thanks to expanded lineup of original, high-end digital cameras such as TR series and a new genre EX-FR10
- ◆ Surge in profit and sales thanks to expanded lineup of localized calculator products
  - <Localized products>
  - General calculators
    - →India: check function
    - →Indonesia: 12, 14 and 16 digits display
    - →China: voice function
  - Scientific calculators
    - →Can display many local languages such as Japanese and Chinese

## **FY2015 Financial Forecasts**

(billions of yen)

	FY2015				
Consolidated	Full Year Forecasts				
	Announced	Revised	Revised amount	YOY change	
Net sales	350.0	350.0	0	+28.2	
Operating income	35.0	36.5	+1.5	+9.9	
OPM	10.0%	10.4%	_	_	
Ordinary income	33.0	37.0	+4.0	+11.3	
Net income	23.0	26.0	+3.0	+10.0	

## Strategies for Achieving "V15"

#### Aiming to become a company with consistent earnings

#### Consumer Segment

- 1. Timepieces
- ◆Expand sales of high-priced watches
  - The world's first GPS hybrid wave ceptor watch and Bluetooth watches that connect to smartphones
- 2. Electronic Dictionaries, Calculators, Electronic Musical Instrument
- ◆Expand sales abroad of localized calculators and scientific calculators equipped with a new, high-resolution display
- ◆Expand sales of high-priced keyboards and digital pianos
- ◆Launch of a new genre product "Trackformer", DJ equipment
- ◆Cultivate emerging markets by enhancing educational business and marketing activities
- 3. Digital Cameras
- ◆Strengthen unique genre products (TR series, EX-FR10, ZR series)

## Strategies for Achieving "V15"

#### System Equipment Segment

#### 1. Signage

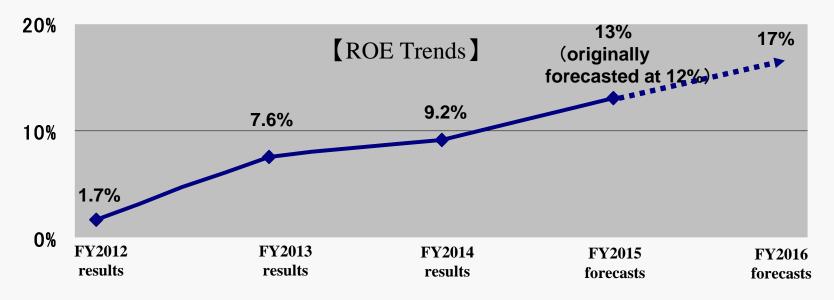
◆Utilize Casio Signage as a tool for boosting sales of Casio products such as watches and digital cameras

#### 2. Projectors

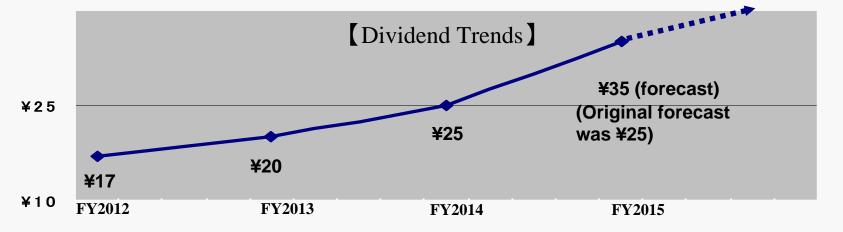
- ◆Double sales and turn a profit with the launch of new, competitively-priced projectors
- 3. Other system equipment
  - ◆Reallocation of 150 employees (¥1.2 bil cut per year)
  - ◆Launch of high-value added products

### **Shareholder Return**

◆Improve profitability and enhance ROE



◆Emphasis on shareholder return centering on dividend



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



(billions of yen)

Consolidated	FY2015	
Net Sales	Q1-Q3	Full year
Consumer	209.1	289.0
System equipment	28.3	48.5
Others	7.6	12.5
TOTAL	245.1	350.0
<b>Operating Income</b>		
Consumer	35.3	46.3
System equipment	(6.2)	(4.8)
Others	(0.2)	0
Adjustment	(2.9)	(5.0)
TOTAL	26.0	36.5

## **END**