

Earnings Release Conference  
First Half of Fiscal Year  
Ending March 31, 2015  
*Presentation Data (Summary)*

November 5, 2014  
Nippon Chemi-Con Corporation



Challenge for Nippon Chemi-Con aimed at the next leap forward

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**M I**  
Management Innovation

### I. Results for the first half of fiscal year ending March 2015

#### ✓ Outcomes

- ⊙ Speed management
  - Enhancement of corporate governance  
Introduction of system of appointing outside directors and executive officer system (June 2014)
- ⊙ Cost reduction
  - Introduction of energy-saving formation technology  
Reducing burden of soaring electric power cost
- ⊙ Clarification of growth strategy
  - Increase in sales of aluminum electrolytic capacitors  
Brisk demand for large size products for inverters (industrial equipment, air conditioners), power conditioner in solar light generating system
  - Improvement in profitability of DLCAP™ business  
Improved profitability in IH through sales increase and productivity innovation

Best Solution & True Innovation

✓ **DLCAP™** adopted by Mazda's new Demio

Car of the Year Japan  
2014-2015



Nippon Chemi-Con Corporation



November 5, 2014

## I. Results for the first half of fiscal year ending March 2015

### Financial highlights

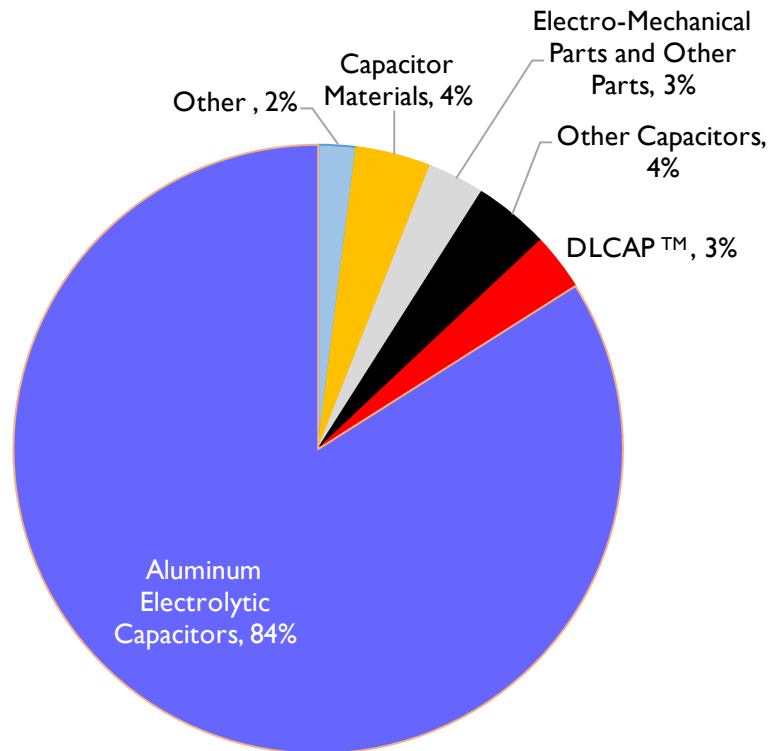
(Yen in Millions)	FY2013 IH	FY2014 IH	YoY
Net sales	54,680	61,202	111.9%
Gross profit	11,410	12,591	110.3%
S.G.A	8,982	10,116	112.6%
Personnel expenses	3,136	3,552	113.2%
Freight & transportation	1,582	1,818	114.9%
R & D	1,954	2,025	103.6%
Depreciation	503	471	93.6%
Others	1,804	2,248	124.6%
Operating Income	2,428	2,474	101.8%
Ordinary Income	1,890	3,640	192.5%
Net Income	1,409	2,982	211.6%

# Best Solution & True Innovation

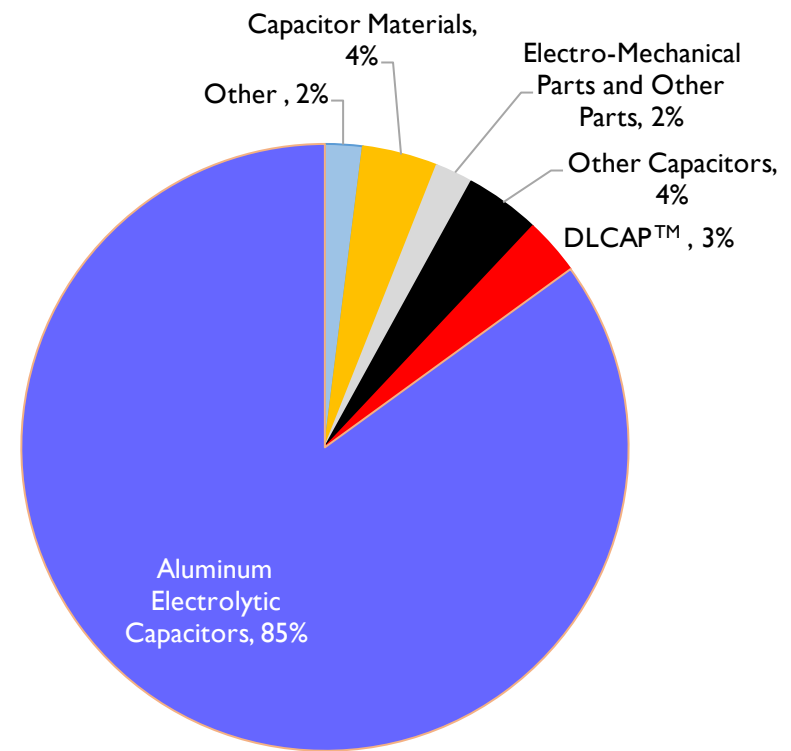
## I. Results for the first half of fiscal year ending March 2015

### Sales by product group

FY2013 IH



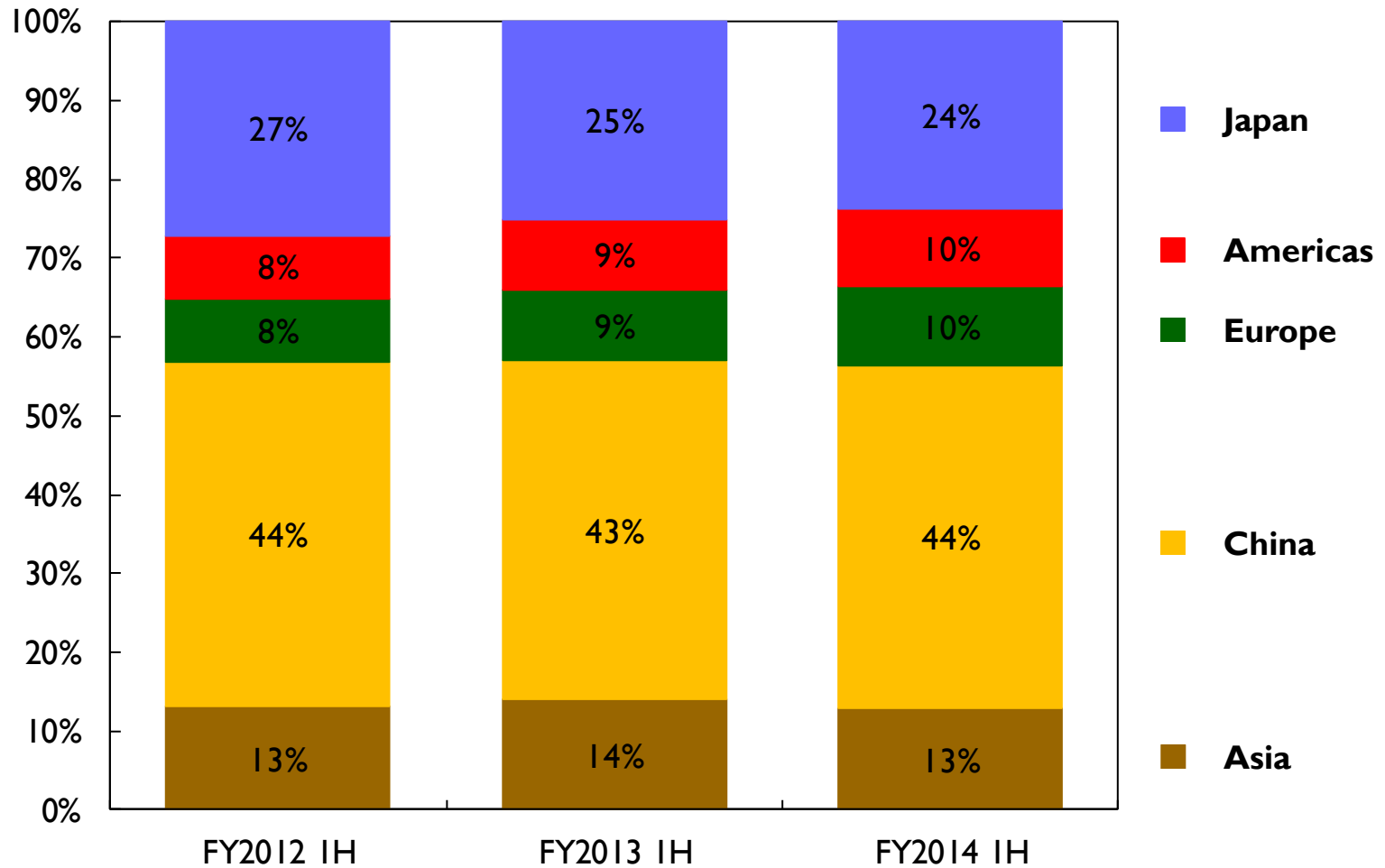
FY2014 IH



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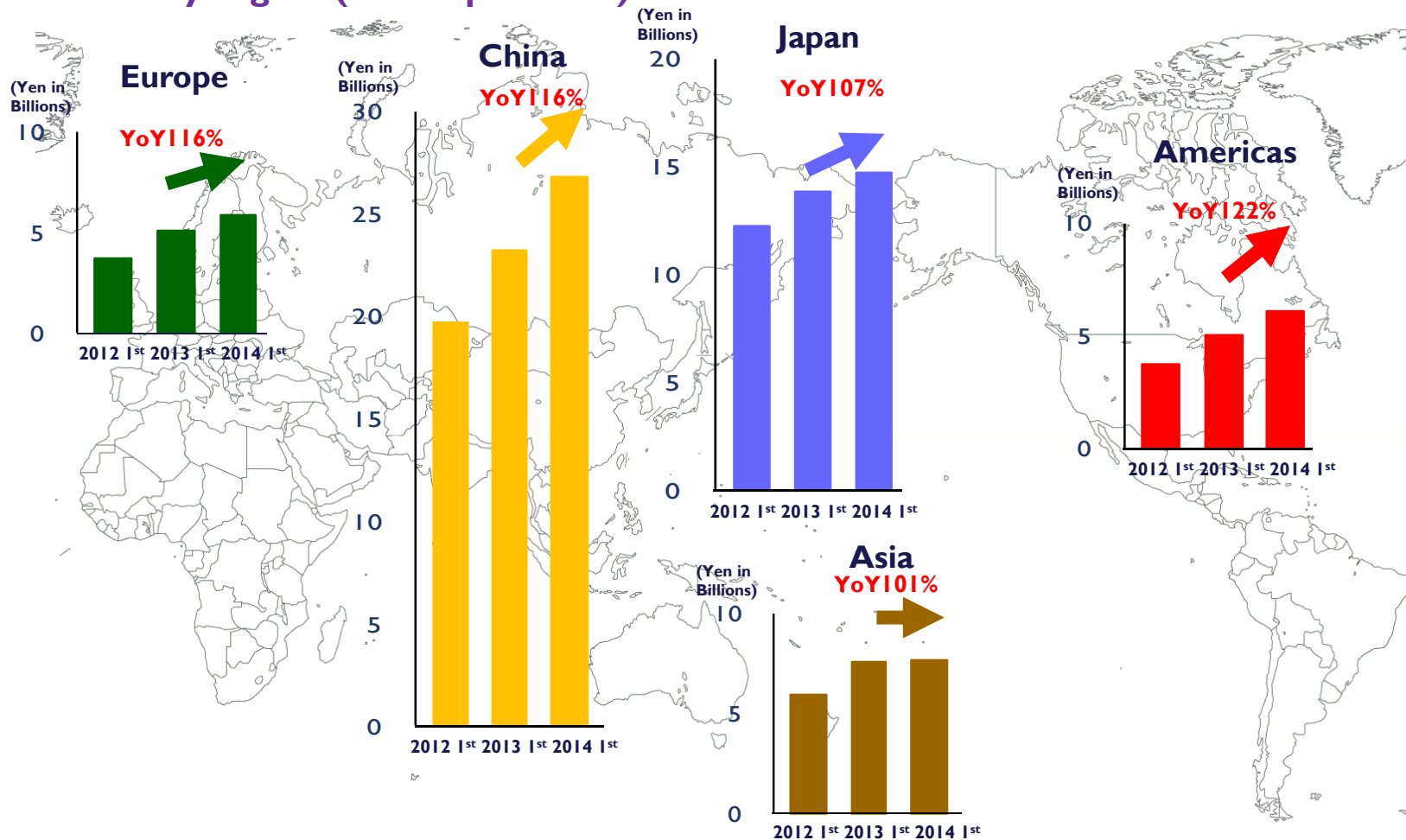
## I. Results for the first half of fiscal year ending March 2015

### Sales by region (all the products)



## I. Results for the first half of fiscal year ending March 2015

### Sales by region (all the products)

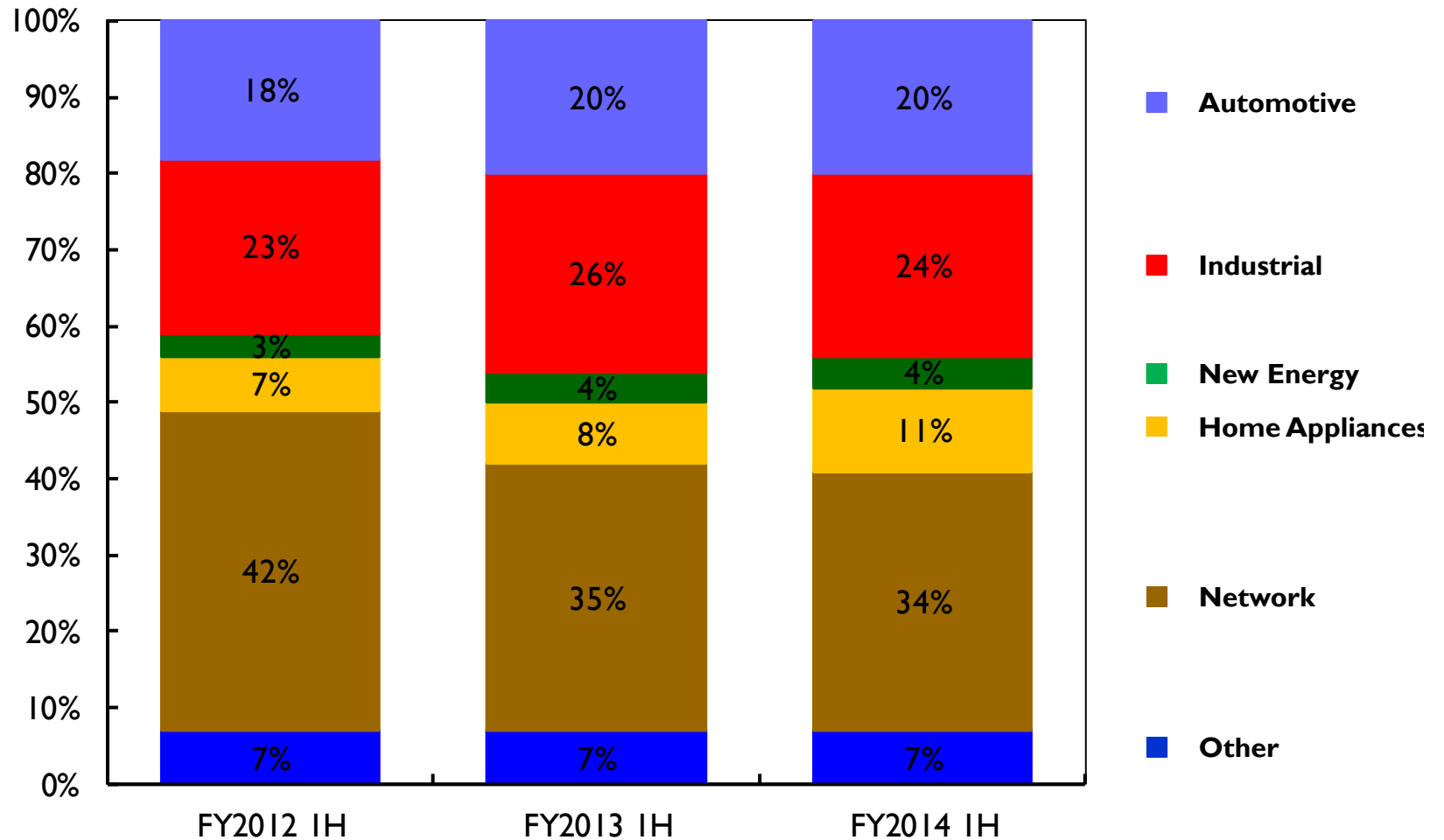




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## I. Results for the first half of fiscal year ending March 2015

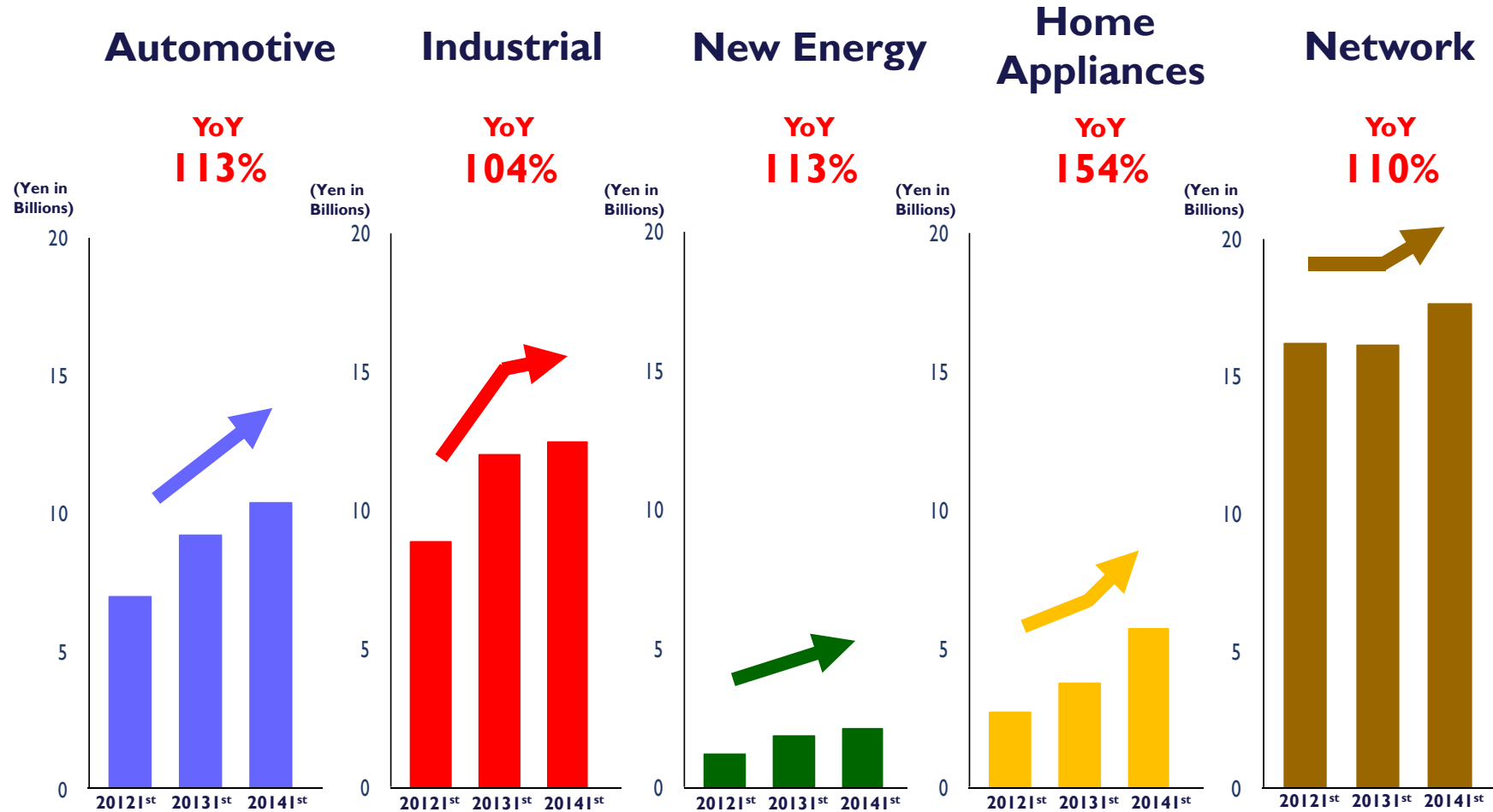
### Sales by market (Aluminum electrolytic capacitors)



# Best Solution & True Innovation

## I. Results for the first half of fiscal year ending March 2015

### Sales by market (Aluminum electrolytic capacitors)

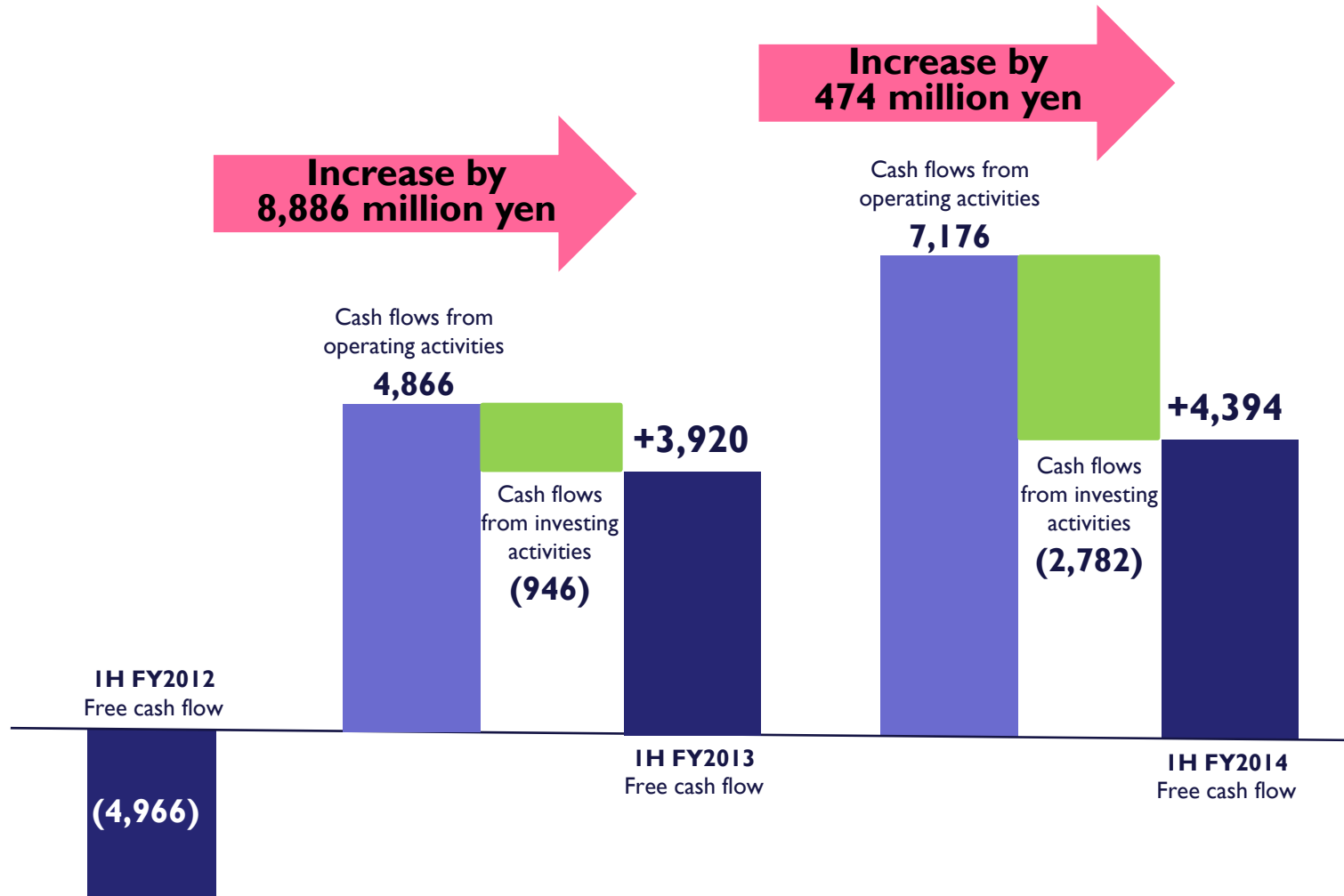


# Best Solution & True Innovation

## I. Results for the first half of fiscal year ending March 2015

### Increase in free cash flow

(Yen in Millions)



## 2. Future initiatives in fiscal year ending March 2015

### ✓ Future initiatives

#### ⊙ Speed management

- **Merger of consolidated 4 subsidiaries in Iwate area (October 2014)**  
Improvement in productivity and profitability by covering whole process from material processing through assembling

#### ⊙ Cost reduction

- **Promoting global supply-chain management**  
Optimization of total lead time  
(productivity improvement in overseas factories, innovation in production control)

#### ⊙ Clarification of growth strategy

- **Steady profitability in DLCAP™ business**  
Growth in sales for new automobile models and new markets  
Further innovation in production

## 3. Forecast for the full fiscal year ending March 2015

While uncertain external environment is expected, no revision has been made from the initial forecast

(Yen in Millions)	FY2013 (Actual Results)	FY2014 (Initial Forecast)	YoY
Net sales	113,962	118,000	103.5%
Operating Income	4,933	5,200	105.4%
Ordinary Income	4,304	4,800	111.5%
Net Income	3,315	3,500	105.6%
Average Exchange Rate JPY / US\$ for 2H	101.62/1US\$	102.00/1US\$	



(Yen in Millions)	FY2014 Forecast (No revision)	YoY
Net sales	118,000	103.5%
Operating Income	5,200	105.4%
Ordinary Income	4,800	111.5%
Net Income	3,500	105.6%
Average Exchange Rate JPY / US\$ for 2H	102.00/1US\$	

## 4. Sales forecast for the fiscal year ending March 2015

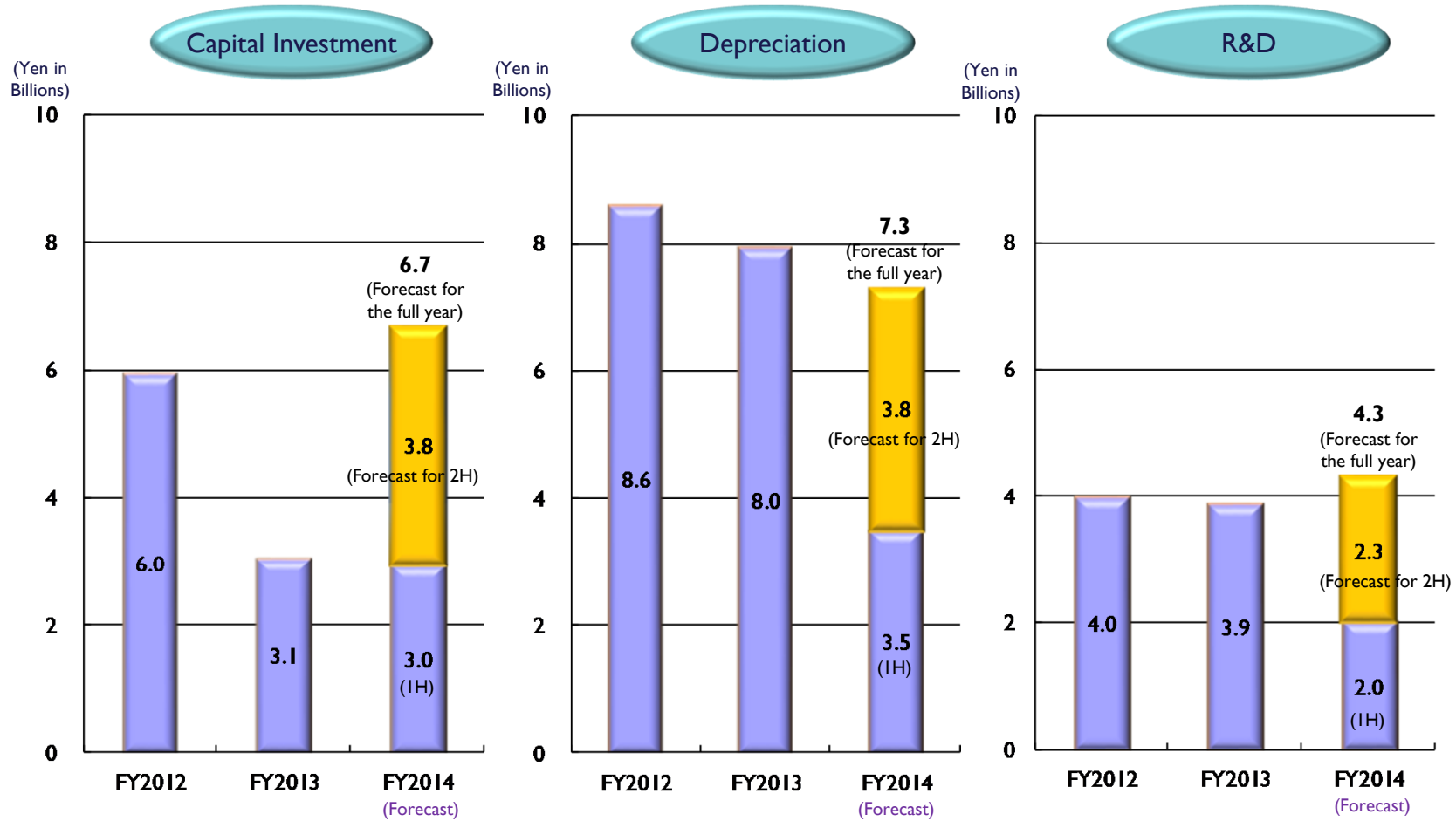
### FY2014 Sales forecast by product group

(Yen in Millions)	FY2013 (Actual Results)	FY2014 (Forecast)	YoY
Aluminum Electrolytic Capacitors	96,329	101,200	105.1%
(Conductive Polymer Capacitors)	10,145	10,200	100.5%
DLCAP™	3,391	4,400	129.8%
Other Capacitors	4,708	3,800	80.7%
Electro-Mechanical Parts and Other Parts	2,771	2,200	79.4%
Capacitor Materials	4,923	4,600	93.4%
Other	1,837	1,800	98.0%
Total	113,962	118,000	103.5%

#### To achieve the initial goals

- ✓ Aluminum electrolytic capacitors
  - Japan Closely monitor demand trend of power conditioner for PV
  - China Closely monitor economic situation
  - Conductive polymer capacitors Respond to downturn in demand for PC, game console, etc.
- ✓ DLCAP™
  - Automobiles market Expand sales in new models
  - Other markets Expand sales in new fields/markets
- ✓ Other capacitors
  - Increase market share of Multilayer ceramic capacitors, Metal oxide varistors in niche in automotive and industrial equipment market
- ✓ Electro-Mechanical Parts and Other Parts
  - Move into profit, expand sales in automotive and industrial equipment market

5. Forecast for the full fiscal year ending March 2015  
 Capital Investment, Depreciation, R&D



{Note}

The projected performance figures in this material are based on information available to Nippon Chemi-Con's management at the time this material was prepared. There are many uncertain factors inherent in forecasting, and there might be cases in which actual results differ from forecast values. Nippon Chemi-Con undertakes no obligation to publicly update or revise any forward-looking statements included in this material.

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