



# Financial Results for the First Quarter Ended June 30, 2008

# August 1, 2008 OMRON Corporation

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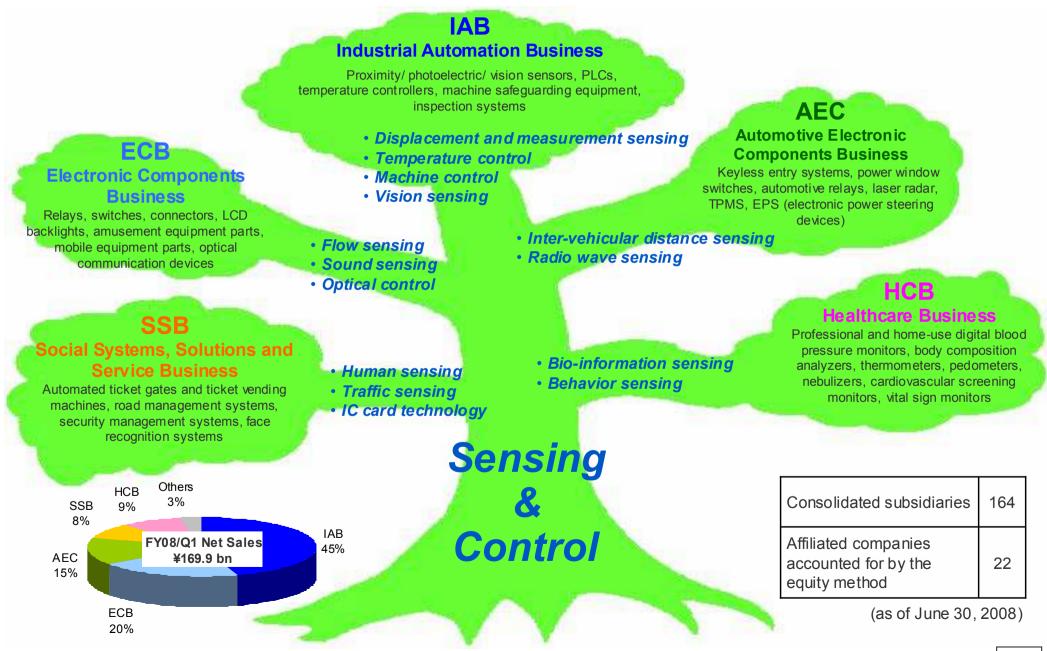
#### <u>Notes</u>

- 1. The consolidated statements of Omron Corporation (the Company) are prepared in accordance with U.S. GAAP.
- 2. Projected results and future developments are based on information available to the Company at the current time, as well as certain assumptions judged by the Company to be reasonable. Various factors could cause actual results to differ materially from these projections. Major factors influencing Omron's actual results include, but are not limited to, (i) economic conditions affecting the Company's businesses in Japan and overseas, (ii) demand trends for the Company's products and services, (iii) the ability of the Omron Group to develop new technologies and new products, (iv) major changes in the fund-raising environment, (v) tie-ups or cooperative relationships with other companies, and (vi) movements in currency exchange rates and stock markets.

### **Businesses and Major Products**

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# **1. Executive Summary**

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### **Executive Summary**

FY08 Q1 Results					
Sales & OP: Both down economy and exchange		rm last year, d	<b>lue primarily to slugg</b> *Year on year. FY(		
Consolidated	Actual	YoY*	Margin (%)		
Net sales	¥169.9 bn	96.5%			
Operating income	¥4.8 bn	49.7%	2.8%		
NIBT	¥5.6 bn	46.4%	3.3%		
Net income	¥3.5 bn	36.1%	2.1%		
Net sales: Down 3.5 loss (1% net growth			ggish domestic economy ).	y and exchange	
Operating income: Down 50.3% year on year due primarily to sales drop, soaring raw material prices, IT structure reform and increase in extraordinary expenses (see p.10).					
■ NIBT: Down 53.6%	year on year due pr	imarily to decrea	ase in operating income.		

#### FY08 Full-Year Forecast

#### No change to sales and operating income forecast

<b>Consolidated</b>	Full Year	YoY	<u> Margin (%)</u>
Net sales	¥780.0 bn	102.2%	
Operating income	¥60.0 bn	91.9%	7.7%
NIBT	¥59.0 bn	91.9%	7.6%
Net income	¥36.5 bn	86.1%	4.7%



# 2. Results for the First Quarter Ended June 30, 2008 (FY08/Q1)



(Unite: IDV billione)

#### Sales: ¥169.9 bn; OP margin: 2.8% Both down year on year due primarily to sluggish domestic economy and exchange loss (1% net growth if ¥8 bn exchange loss is excluded).

	-		(Units: JPY billions)		
P/L	FY07 Q1	FY08 Q1	Year-on-Year (2)/(1)		
	Actual (1)	Actual (2)	%		
Net sales	176.1	169.9	96.5%		
Gross profit	64.2	61.0	95.0%		
SG&A	42.2	44.0	104.1%		
R&D	12.3	12.2	99.0%		
Operating income	9.7	4.8	49.7%		
NIBT	12.0	5.6	46.4%		
Net income	9.7	3.5	36.1%		
<exchange rates=""></exchange>					
USD	120.7	104.3	-16.4		
EUR	162.3	163.5	1.2		

\* FY07 1Q NIBT: NIBT for continuing businesses



(Unite: IPV hillions)

Year on year,

- Japan down 7%; little change abroad, with strong sales set off by exchange loss.
- ECB and AEC down; IAB, SSB and HCB same level as last year. (Overall, ¥7 bn off in-house target.)

Japan & Overseas	FY07 Q1	FY08 Q1	Year-on-Year (2)/(1)
	Actual (1)	Actual (2)	%
Japan	78.4	72.9	93.0%
Overseas*	97.7	97.0	99.3%
Total	176.1	169.9	96.5%

\*Includes direct exports

Segment	Actual	Actual	Year-on-Year
IAB	77.9	76.9	98.8%
ECB	38.2	34.5	90.3%
AEC	27.3	25.9	94.7%
SSB	13.8	14.2	102.6%
НСВ	14.8	14.7	98.8%
Others	4.1	3.8	92.9%
Total	176.1	169.9	96.5%





• All segments posted year on year decrease, though factors were not the same. (Q1 operating income ¥1.2 bn below in-house target.)

Segment	FY07 Q1	FY08 Q1	Year-on-Year (2)/(1)
	Actual (1)	Actual (2)	%
IAB	10.7	10.1	94.7%
ECB	2.5	0.7	27.0%
AEC	0.5	-0.8	—
SSB	-1.5	-1.6	—
НСВ	1.4	0.3	20.7%
Others	0.1	0.0	—
HQ Cost/ Elimination	-4.0	-3.9	—
Total	9.7	4.8	49.7%

(Units: JPY billions)

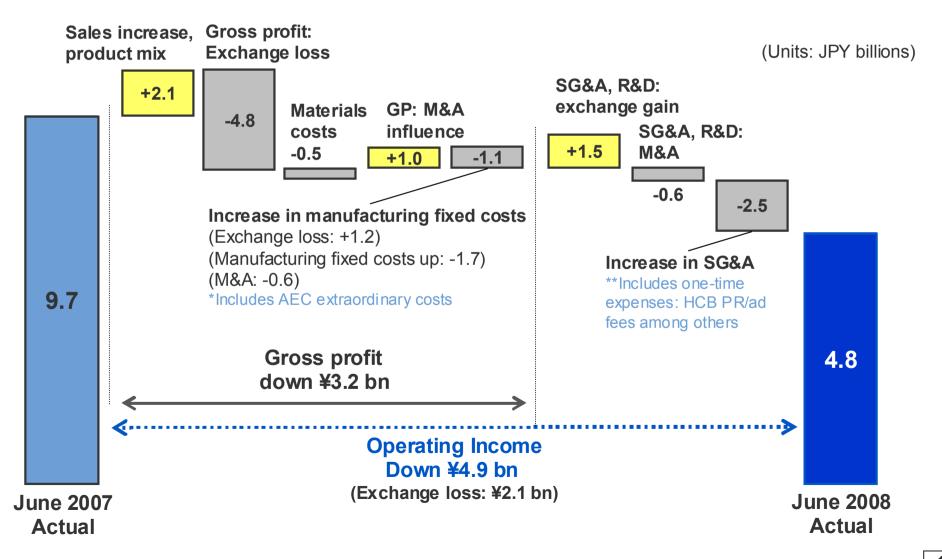


(Year on Year)



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Nosedived due to sales decline (sluggish domestic economy and exchange loss) and raw material price hike, among other factors.

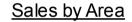


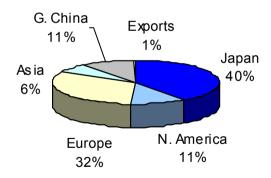
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# Sales down slightly year on year to ¥76.9 bn with 13.1% OP margin; steady abroad, but slow at home.

Units: JPY billions				
IAB	FY07 Q1	FY08 Q1	Year-on-Year (2)/(1)	
<u> </u>	Actual (1)	Actual (2)	%	
Japan	31.8	30.9	97.1%	
Overseas	46.0	46.0	99.9%	
North America	9.5	8.2	85.8%	
Europe	22.9	24.5	106.9%	
Asia	3.6	4.7	132.7%	
Greater China	8.6	8.1	94.6%	
Exports	1.5	0.5	34.0%	
Total	77.9	76.9	98.8%	
Operating income	10.7	10.1	94.7%	
OP margin	13.7%	13.1%	-0.6pt	





Sales down nearly 10% year on year to ¥34.5 bn with 2.0% OP margin. Small-size backlight business doing well, but OP dropped temporally due to raw materials price hike, capital investment increase, and amusement business downturn.

		(	Units: JPY billions)	
ECB	FY07 Q1	FY08 Q1	Year-on-Year (2)/(1)	
	Actual (1)	Actual (2)	%	Sales by Area
Japan	15.3	13.1	86.0%	
Overseas	22.9	21.4	93.2%	
North America	2.9	2.4	82.6%	Exports 4%
Europe	3.1	3.2	103.2%	G. China
Asia	2.3	2.6	113.5%	34%
Greater China	12.0	11.9	99.2%	
Exports	2.7	1.4	49.9%	Asia ov 7%
Total	38.2	34.5	90.3%	Asia <sub>9%</sub> 7% 8%
Operating income	2.5	0.7	27.0%	
OP margin	6.5%	2.0%	-4.5pt	

FY08/Q1

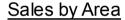
**AEC** (Automotive Electronic Components Business)

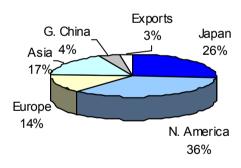
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#### Sales down over 5% year on year to ¥25.9 bn. Operating loss due primarily to weakening North American economy, soaring price of raw materials and increased one-time expenses.

(Units: JPY billions				
AEC	FY07 Q1	FY08 Q1	Year-on-Year (2)/(1)	
	Actual (1)	Actual (2)	%	
Japan	7.0	6.8	97.2%	
Overseas	20.4	19.1	93.9%	
North America	11.3	9.3	82.0%	
Europe	3.4	3.6	104.9%	
Asia	5.1	4.5	87.8%	
Greater China	0.5	1.1	202.2%	
Exports	0.0	0.7	-	
Total	27.3	25.9	94.7%	
Operating income	0.5	-0.8*	-	
OP margin	1.9%	-	-	



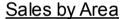


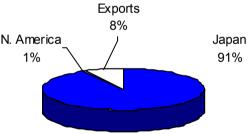
\*Includes R&D expenses transferred from HQ account.



#### Sales up nearly 3% year on year to ¥14.2 bn, operating loss. Steady both in sales and operating profit (loss).

	(Units: JPY billions)				
SSB	FY07 Q1	FY08 Q1	Year-on-Year (2)/(1)		
	Actual (1)	Actual (2)	%	<u>Sal</u>	
Japan	13.6	12.9	95.2%		
Overseas	0.2	1.3	516.0%		
North America	0.2	0.1	44.6%	N. America	
Europe	0.0	0.0	-	1%	
Asia	0.0	0.0	-		
Greater China	0.0	0.0	-		
Exports	0.0	1.1	_		
Total	13.8	14.2	102.6%		
Operating income	-1.5	-1.6	-		
OP margin	-	-	-		

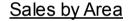


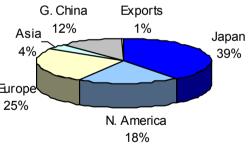




Sales close to the same term last year, ¥14.7 bn with 1.9% OP margin. OP margin down mainly as a result of temporary sales drop at home following inventory adjustment and increased PR/ad expenses.

(Units: JPY billions)				
НСВ	FY07 Q1	FY08 Q1	Year-on-Year (2)/(1)	
	Actual (1)	Actual (2)	%	
Japan	7.2	5.8	80.1%	
Overseas	7.6	8.9	116.7%	
North America	2.7	2.7	102.7%	
Europe	3.1	3.7	119.9%	
Asia	0.5	0.6	122.4%	
Greater China	1.2	1.7	146.2%	E
Exports	0.2	0.1	55.8%	
Total	14.8	14.7	98.8%	]
Operating income	1.4	0.3	20.7%	]
OP margin	9.3%	1.9%	-7.4pt	





#### Net worth ratio: 61.6%, up 1.9 pts from FY07 year-end,

due mainly to foreign currency translation adjustments (shareholders' equity).

Consolidated B/S	June 2007	March 2008	June 2008
Total Assets	631.8	617.4	622.9
Cash and cash equivalents	44.6	40.6	42.9
Notes and accounts receivable, trade	157.7	164.7	146.9
Inventories	101.6	95.1	105.9
Other current assets	31.7	29.7	33.8
Property, plant and equipment	160.6	152.7	156.3
Investments and other assets	135.6	134.6	137.1
Total Liabilities	225.3	246.9	237.1
Short-term debt	19.2	18.3	24.8
Long-term debt	1.4	1.5	1.7
Other liabilities	204.7	227.1	210.6
Minority e quity	1.9	2.0	2.1
Shareholders' equity	404.6	368.5	383.7

(Units: JPY billions)

#### ¥10.6 bn used in investing activities, including increased capital investment.

Consolidated C/F	June 2007	June 2008	(Ref.) Mar. 2008
Operating activities	14.1	12.8	69.0
Investing activities	-7.5	-10.6	-36.7
Free cash flow	6.6	2.2	32.3
Financing activities	-6.5	0.2	-34.5
Effect of exchange rate changes	1.6	0.0	-0.2
Net increase/decrease	1.6	2.3	-2.4
Cash and cash equivalents at end of period	44.6	42.9	40.6

(Units: JPY billions)



# 3. FY08 Interim and Full Year Forecast

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#### Initial forecast unchanged.

(Units: JPY billions)

	FY07/Interim Actual	FY08/Interim Forecast,	YoY: (2)/(1),
	(1)	Initial (2)*	%
Net sales	366.1	368.0	100.5%
Gross profit	138.9	136.7	98.4%
SG&A	87.5	89.2	101.9%
R&D	24.8	27.5	111.0%
Operating income	26.6	20.0	75.2%
NIBT	27.3	19.5	71.4%
ΝΙΑΤ	18.8	12.0	63.8%

\*Initial forecast announced on April 28, 2008.





#### Initial forecast unchanged.

(Units:	JPY	billions)
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	FY07/Full year Actual	FY08/Full year Forecast,	YoY: (2)/(1),
	(1)	Initial (2)*	%
Net sales	763.0	780.0	102.2%
Gross profit	293.3	300.5	102.4%
SG&A	176.6	183.5	103.9%
R&D	51.5	57.0	110.6%
Operating income	65.3	60.0	91.9%
NIBT	64.2	59.0	91.9%
ΝΙΑΤ	42.4	36.5	86.1%
EPS (JPY)	185.89	165.34	88.9%

\*Initial forecast announced on April 28, 2008.



# 4. Stock Repurchase

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#### Planning to repurchase treasury stock; up to 1.5 million shares or ¥5 bn.

Notice Regarding Repurchase of Omron Stock			
(From July 31 disclosure)			
OMRON Corporation today resolved at a meeting of its Board of Directors to repurchase the company's own shares.			
<ol><li>Type of shares to be repurchased:</li></ol>	Common stock of Omron Corp.		
(2) Number of shares to be repurchased:	Up to 1.5 million (0.68% of total shares issued (excluding treasury stock))*		
(3) Total cost of shares to be repurchased:	Up to JPY 5 billion		
(4) Repurchase period:	From August 4, 2008 to September 3, 2008		

\*0.63% of total issued shares including treasury stock

#### **Estimated Treasury Stock**

	June 30, 2008	After repurchase of 1.5 mil shares (As of June 30, 2008)
Shares issued (incl. treasury stock)	239,121,372	239,121,372
Treasury stock	17,444,986	18,944,986
% of treasury stock	7.3%	7.9%

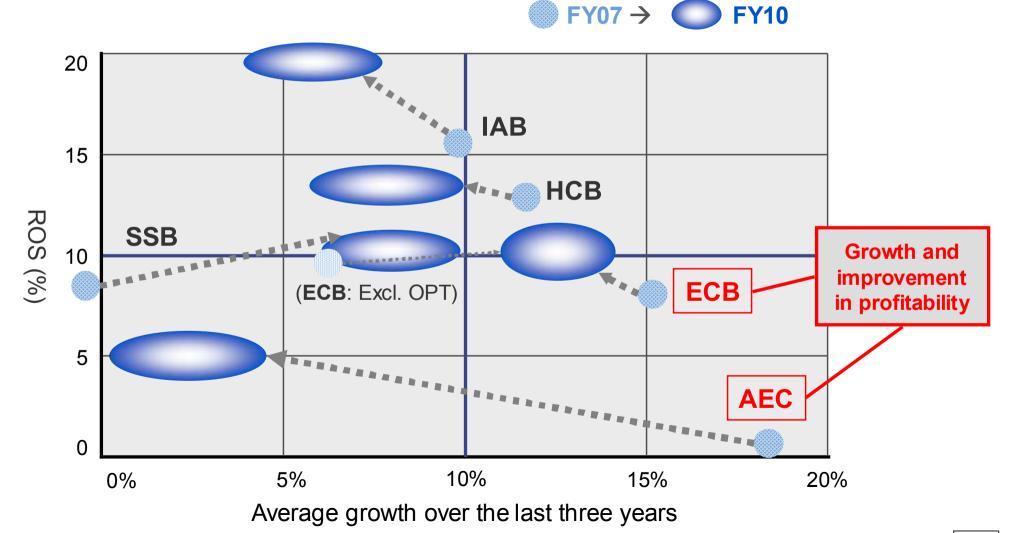


## **Reference**

- GD2010 3<sup>rd</sup> Stage Updates
- Exchange Rates
- Raw Material Prices



#### Aiming for Growth and Improved Profitability of Five Businesses in FY10



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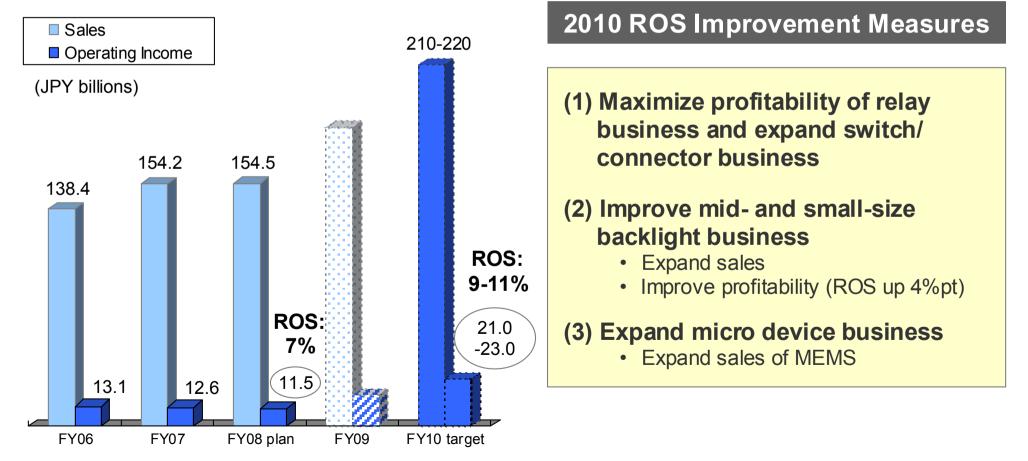




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#### Task: Achieve ROS of at least 10% in FY10

#### **ECB Sales and Operating Income**



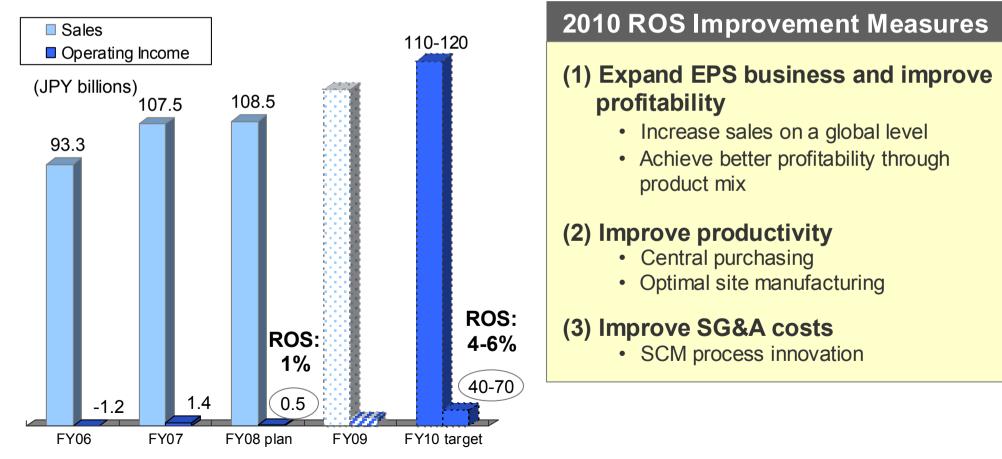




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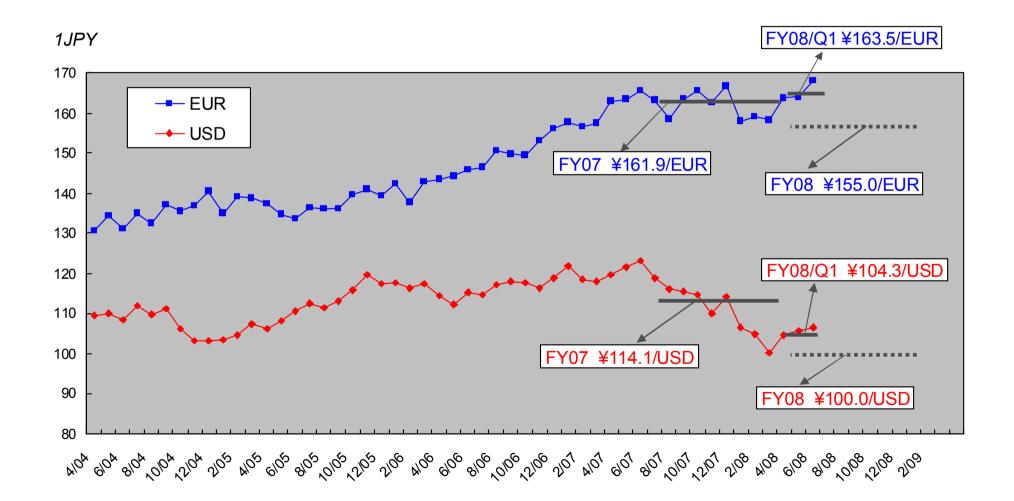
#### Task: Achieve ROS of 5% in FY10

#### AEC Sales and Operating Income



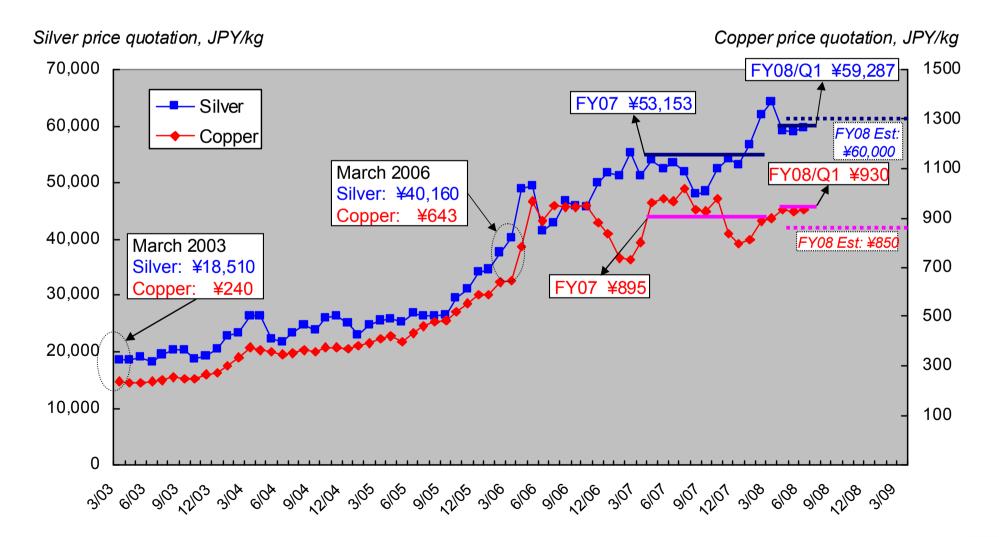


#### USD: Weak since second half of 2007 EUR: Remaining strong





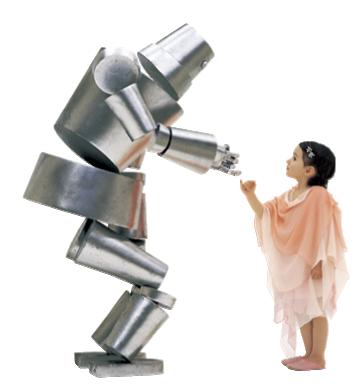
#### Silver: Soaring since second half of 2007 Copper: Has remained high for years







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