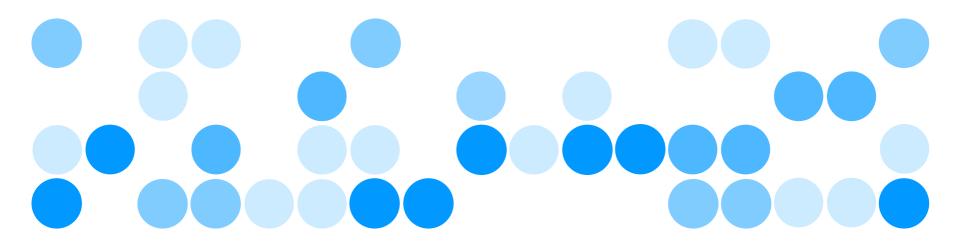


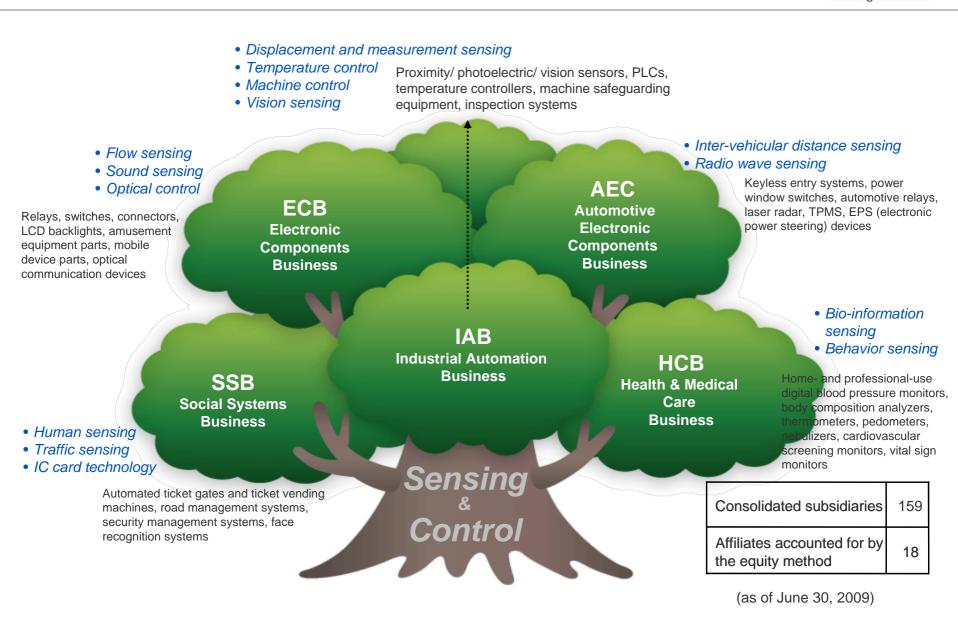
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# Financial Results for the First Quarter Ended June 30, 2009



July 31, 2009 OMRON Corporation

### **Businesses and Major Products**



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#### Notes

- 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 Company to develop new technologies and 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.
- 3. Omron has adopted FASB Statement No. 131, "Disclosures about Segments of an Enterprise and Related Information," from fiscal 2009. Prior year amounts in the consolidated financial statements (sales of SSB and operating income of each segment) have been reclassified or adjusted following adoption of the statement.

### **Executive Summary**



#### FY09 Q1 Results

- Sharp YoY drop in sales and operating income due to continuing global economic downturn beginning in FY08 2nd half.
- In spite of the global recession, Omron achieved Q1 internal plans as a result of BEP improvement of approx. 20% YoY.
- > YoY sales for all segments except HCB plunged dramatically.
- > Emergency measures and structural reform introduced in February 2009 are being carried out as planned.

<b>Consolidated</b>	FY09 Q1 Actual	YoY	<u> Margin (%)</u>
Net sales	¥106.9 bn	62.9%	
Operating income	-¥10.2 bn		
NIBT	-¥10.9 bn		
Net income	-¥7.7 bn		
(attributable to shareholders	5)		

#### **FY09 Forecast**

- > Business environment remains severe, but gradual recovery is projected in the 2nd half.
- > Sales and operating income expected to be in line with initial plans.

Consolidated	FY09 Forecast	<u>YoY</u>	<u> Margin (%)</u>
Net sales	¥510.0 bn	81.3%	
Operating income	¥0 bn	0.0%	0.0%
NIBT	-¥3.5 bn		
Net income	-¥2.0 bn		
(attributable to shareholders)			

\* Assumed exchange rates for FY09 Q2-Q4: 1 USD = ¥95; 1 EUR = ¥125

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### > Sales: ¥106.9 bn, operating loss: ¥10.2 bn – large drop from FY08/Q1.

		:	(Billions of yen)	
P/L	FY09 Q1 Actual	FY08 Q1 Actual	YoY	
Net sales	106.9	169.9	62.9%	
Gross profit	32.2	61.0	52.8%	
SG&A	33.3	44.0	75.7%	
R&D	9.1	12.2	74.9%	
Operating income (loss)	-10.2	4.8		
Non-operating income (loss), net	0.7	-0.8	—	
NIBT	-10.9	5.6	—	
Net income (loss) attributable to shareholders	-7.7	3.5	_	
<exchange rates=""></exchange>				
USD	¥96.8	¥104.3	-¥7.5	
EUR	¥131.5	¥163.5	-¥32.0	

### Large YoY drop both in Japan and overseas due to global recession.

> All segments except HCB were hit hard.

			(Billions
Area	FY09 Q1 Actual	FY08 Q1 Actual	YoY
Japan	49.3	72.9	67.6%
Overseas*	57.6	97.0	59.4%
Total	106.9	169.9	62.9%
* Includes direct exports Business	FY09 Q1 Actual	FY08 Q1 Actual	YoY
IAB	41.0	76.9	53.4%
ECB	26.0	34.5	75.3%
AEC	13.9	25.9	53.6%
SSB	8.0	12.0	66.5%
HCB	14.2	14.7	97.1%
Elimination & Corporate	3.8	6.0	63.6%
Total	106.9	169.9	62.9%

### **Consolidated Operating Income by Segment**

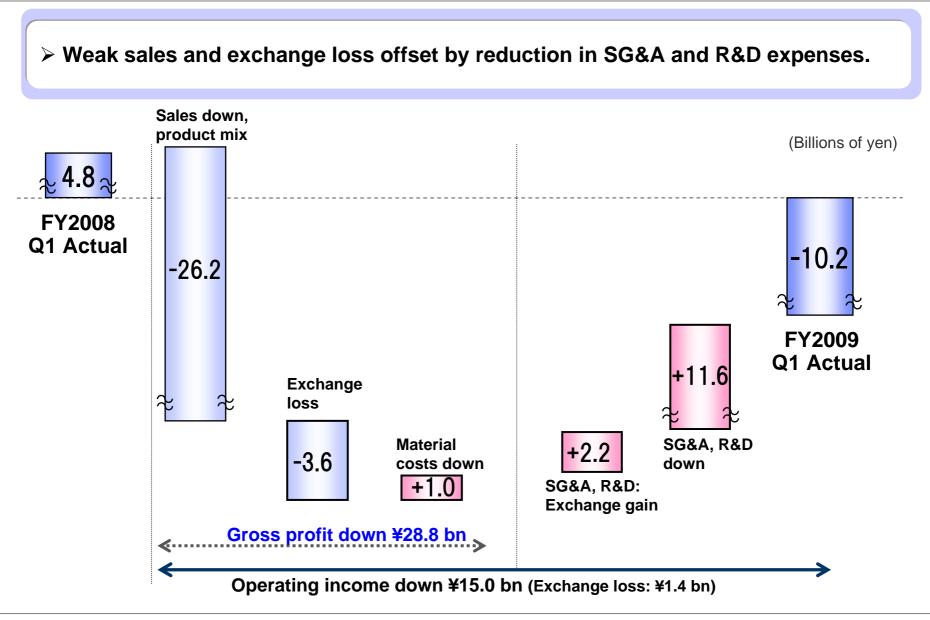


- All segments except HCB posted losses due to sluggish sales.
- > HCB improved dramatically YoY, after temporary decline in FY08/Q1.

(Billions of yen)

Business	FY09 Q1 Actual	FY08 Q1 Actual	YoY
IAB	-3.1	10.0	_
ECB	-2.2	0.6	_
AEC	-1.0	-0.8	—
SSB	-2.6	-1.5	—
НСВ	1.6	0.3	643.0%
Elimination & Corporate	-3.0	-3.7	
Total	-10.2	4.8	

### **Consolidated Operating Income Analysis (YoY)**



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- Some progress in inventory adjustments among manufacturers apparent; production beginning to recover.
- > However, IAB faces tough overall environment due to restrictions on capital investment.

	(Billic				ns of yen)
	IAB	FY09 Q1	FY08 Q1	YoY	
	IAD	Actual	Actual	101	
	Japan	16.0	30.9	51.8%	
	Overseas	25.0	46.0	54.4%	
	North America	5.0	8.2	61.4%	
	Europe	12.1	24.5	49.2%	
	Asia Pacific	3.0	4.7	62.4%	
	Greater China	4.9	8.1	60.4%	
	Exports	0.1	0.5	16.8%	
	Total	41.0	76.9	53.4%	
	Operating income	-3.1	10.0	—	
	OP margin	—	13.0%	—	
Sales by Area	Pacific 10%		Progra	mmable controllers	Vision sensors

> In Japan, slowdown in demand for electric components for industrial equipment resulting from wide-scale cutbacks in capital investment by the semiconductor and auto industries. > Overseas, conditions are sluggish overall, but in China sales of small-size LCD backlights and relays for consumer electronics are recovering.

	FY09 Q1	FY08 Q1	:	ions of yen)
ECB	Actual	Actual	YoY	
Japan	10.8	13.1	82.3%	
Overseas	15.2	21.4	71.1%	
North America	1.4	2.4	60.5%	
Europe	2.8*	3.2	87.1%	
Asia Pacific	1.7	2.6	64.3%	
Greater China	8.7	11.9	73.6%	
Exports	0.6	1.4	43.2%	
Total	26.0	34.5	75.3%	
Operating income	-2.2	0.6	<u> </u>	
OP margin	—	1.8%	—	
Salas by Araa Exports	of AEC's European rela	ay business was tra		
China Asia Dacifica	ca	-size LCD backlights	MEMS microphones	FPC connectors

 Automobile manufacturers continued to adjust inventory and cut back production.
 In Japan and North America demand decreased, but the decline in sales was relatively small in China and other developing countries with the effect of govt. stimulus measures to promote automobile purchases.

		(Billions of yen)			
AEC		FY09 Q1	FY08 Q1	YoY	
AEC		Actual	Actual	TOT	
Japan		4.2	6.8	61.8%	
Overseas		9.7	19.1	50.7%	
North America	1	4.3	9.3	46.2%	
Europe		0.4*	3.6	11.5%	
Asia Pacific		2.7	4.5	61.5%	
Greater China		1.2	1.1	109.7%	
Exports		1.0	0.7	_ 154.1%	
Total		13.9	25.9	53.6%	
Operating income	9	-1.0	-0.8	—	
OP margin		—	—	—	
Sales by Area Greater	* Part of A Exports	AEC's European rela	ay business was tra	nsferred to ECB.	
China	7%			Electric power steer (EPS) controllers	
Asia Pacific 9% 20% Europe	North	Japan 30%			
3%	America 31%	4	Passive entry systems		1

### **SSB (Social Systems Business)**

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In the public transportation system business, sales decreased due to the end of a stage of investment in new train lines and the adoption of IC cards by railway companies.

			(Billions of ye
SSB	FY09 Q1	FY08 Q1	YoY
330	Actual	Actual	
Japan	8.0*	11.7	68.1%
Overseas	0	0.3	4.5%
North America	0	0	—
Europe	0	0	÷
Asia Pacific	0	0	—
Greater China	0	0	
Exports	0*	0.3	4.5%
Total	8.0	12.0	66.5%
Operating income	-2.6	-1.5	—
OP margin		—	—
* The el	ectric equipment busin		ed under "Others."

Sales by Area





AFC (automatic fare collection) systems

Transportation management systems



Security systems

Sales

- > In Japan, HCB enjoyed favorable sales of new BPM and positive impact of completion of cycle of inventory adjustments by major retailers.
- > Overseas, although sales in China were strong, driven by BPM and blood glucose monitors, sales in Europe declined substantially due to further worsening of business conditions.

				. (Bill	ions of yen)
	НСВ	FY09 Q1	FY08 Q1	YoY	
	•	Actual	Actual		
	Japan	6.8	5.8	117.0%	
	Overseas	7.4	8.9	84.1%	
	North America	2.5	2.7	91.1%	
	Europe	2.5	3.7	67.9%	
	Asia Pacific	0.5	0.6	93.2%	
	Greater China	1.8	1.7	103.5%	
	Exports	0.1	0.1	113.3%	
	Total	14.2	14.7	97.1%	
	Operating income	1.6	0.3	643.0%	
	OP margin	11.6%	1.7%	9.9P	
s by Are <sub>Asia</sub>	a Pacific 4%		Body	y composition monitors	
	Europe 18%		bod pressure		Non-invasive vascular screening devices
	18%	ma	onitors		

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### **Consolidated B/S**

- Total assets decreased due to a decrease in notes and accounts receivable and inventory reduction measures.
- Total liabilities decreased due to a decrease notes and accounts payable, and a decrease in termination and retirement benefits following recovery in the market value of pension assets.
- > Net worth ratio increased to 56.5% from 55.4% at the end of the previous fiscal year.

			(Billions of yen)
Consolidated B/S	June 2009	March 2009	June 2008
Assets	529.3	538.3	622.9
Cash and cash equivalents	51.1	46.6	42.9
Notes and accounts receivable, trade	97.8	111.0	146.9
Inventories	79.3	84.7	105.9
Other current assets	29.2	33.7	33.8
Property, plant and equipment	132.6	132.5	156.3
Investments and other assets	139.3	129.8	137.1
Liabilities	228.8	238.3	237.1
Short-term debt	36.8	33.5	24.8
Long-term debt	21.2	21.4	1.7
Notes and accounts payable, trade	52.7	58.2	90.1
Termination and retirement benefits	74.7	80.4	61.2
Other liabilities	43.4	44.8	59.3
Net Assets	300.5	300.0	385.8
Common stock and retained earnings	395.9	403.6	441.7
Accumulated other comprehensive income	-52.5	-60.7	-16.5
Treasury stock	-44.5	-44.5	-41.5
Non controlling Interests	1.6	1.6	2.1
Total Liabilities and Net Assets	529.3	538.3	622.9



Free cash flow was equivalent to previous year due to a decrease in notes and accounts receivable and a decrease in inventories, and highly selective capital investment.

June 2009	June 2008	March 2009
9.0	12.8	31.4
-7.3	-10.6	-40.6
1.7	2.2	-9.2
1.7	0.2	21.9
1.0	0	-6.6
4.4	2.3	6.0
51.1	42.9	46.6
7.4	9.3	33.5
6.8	9.9	36.8
	9.0 -7.3 1.7 1.7 1.0 4.4 51.1 7.4	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$

(Billions of yen)

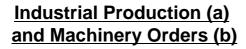


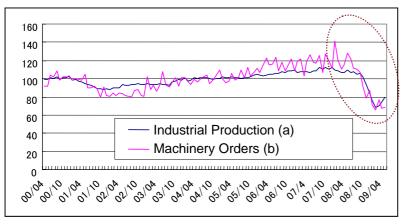
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### **Economic Indicators**

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- > Industrial production index and machinery orders recovering slightly.
- Shipment of electronic components remains in turmoil in developed countries, but is recovering in developing countries.



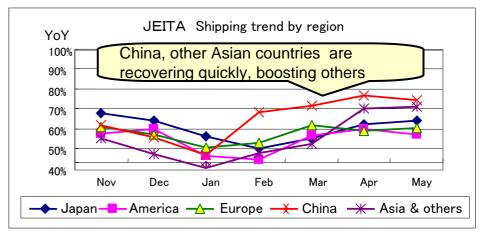


\*Source:

(a) Ministry of Economy, Trade and Industry

(b) Economic and Social Research Institute Cabinet Office

#### Shipment of Electronic Components (Year on Year)



Source: Japan Electronics and Information Technology Industries Association

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#### **External Environment**

- > Developed countries are still in a slump, but gradual recovery is projected in the 2<sup>nd</sup> half.
- > Economic recovery expected in developing countries such as Greater China, but still unstable in the 2<sup>nd</sup> half.
- Electronic and automotive component industries seem to be recovering, but likely not enough to stimulate capital investment.

(see p. 42)

(see p. 43)

➢ JPY ⇔ USD/EUR: Appreciation of the yen ongoing
 ➢ Continued stabilization of raw material costs (silver and copper)

#### **Basis for Forecast**

- Forex: 1USD = ¥95; 1EUR = ¥125 (no change)
- > Raw material costs: Silver: ¥40,000/kg; Copper: ¥480/kg (no change)
- > Objectives of Emergency Measures & Structural Reform will likely be achieved.
  - Emergency measures aimed at P/L improvement (by Mar. 2010)
    - Reduce fixed/ variable costs (approx. ¥60 bn)
    - Generate cash flow (approx. ¥25 bn)
  - Structural reform comprising "business domain reform" and "operational structure reform" (by Mar. 2011)
    - Reorganization of 3 control business
    - (1) Elimination and consolidation of production bases, (2) variable cost structure reform,
    - (3) IT structure reform (4) head office function reform

### FY09 Q2-Q4 Forecast by Segment

#### Industry

- >Gradual recovery expected in each industry.
- Electronic and automotive component industries seem to be recovering, but curtailment of capital investment continues.

#### <u>Area</u>

AB

EC

HCB

- >Recovery expected from Q2 except in Europe.
- Sharp recovery is likely in China, but conditions will remain unstable in the 2nd half.

#### Industry

- >Auto market may be bottoming out in some areas due to economic stimulus programs.
- Focusing on "green" vehicles such as hybrids and electric cars.

#### <u>Area</u>

Continued unstable demand in North America.Demand in China increasing; growth trend.

#### Industry

- Demand for lifestyle-related disease prevention remains high, but consumer spending still unstable, particularly in Japan.
- Medical equipment market in Japan still severe.
  <u>Area</u>
- Continued severe conditions in developed countries (Japan, European countries, etc.).
- Sales increasing in developing countries, particularly China.

#### Industry

- Conditions remain severe for machine tools, semiconductors and industrial machinery.
- Recovery evident for some products (automotive components and home appliances).

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#### <u>Area</u>

ECB

SSB

**Others** 

- Conditions in developing countries remain severe.
- Rapid recovery in China and Asia could lead recovery in other areas.

#### ≻<u>Industry</u>

- Curtailed investment due to stagnating conditions in railway industry.
- >Seeing demand for traffic safety systems.
- Aiming for long-term growth by strengthening appeal of "social sensors."

- >Environment-related needs increasing.
- Continuing to strengthen CO2 reduction solutions business.
- Plans to increase production of existing EMS devices.

### Projected to go according to initial plan.

(Billions of yen)

	FY09 Q1 – Q2 Forecast	FY08 Q1 – Q2 Actual	YoY
Net sales	230.0	354.7	64.8%
Gross profit	73.0	130.5	56.0%
SG&A	66.5	86.8	76.6%
R&D	19.5	25.1	77.7%
Operating income	-13.0	18.6	—
Non-operating income (loss), net	1.5	-0.7	—
NIBT	-14.5	19.3	—
Net income (loss) attributable to shareholders	-8.5	12.4	_
EPS (yen)	-38.61	56.14	_

(Billions of ven)

> Projected to go according to initial plan.

			(Dillions of yen)
	FY09 Forecast	FY08 Actual	YoY
Net sales	510.0	627.2	81.3%
Gross profit	175.0	218.5	80.1%
SG&A	135.0	164.3	82.2%
R&D	40.0	48.9	81.8%
Operating income	0	5.3	—
Non-operating income (loss), net	3.5	44.4	—
NIBT	-3.5	-39.1	—
Net income (loss) attributable to shareholders	-2.0	-29.2	_
EPS (yen)	-9.08	-132.15	_

### FY09 Consolidated Sales Forecast by Area/Segment



> Projected to go according to initial plan both Japan and Overseas, and in each business segment.

			(Billions of yen)
Area	FY09 Forecast	FY08 Actual	YoY
Japan	268.5	315.6	85.1%
Overseas*	241.5	311.6	77.5%
Total	510.0	627.2	81.3%
* Includes direct exports			
Business	FY09 Forecast	FY08 Actual	YoY
IAB	193.0	262.9	73.4%
ECB	112.0	123.9	90.4%
AEC	60.0	82.1	73.1%
SSB	66.0	72.3	91.2%
НСВ	61.5	63.8	96.4%
Elimination & Corporate	17.5	22.1	79.2%
Total	510.0	627.2	81.3%

# FY09 Consolidated Operating Income Forecast by Segment



			(Billions of yen)
Business	FY09 Forecast	FY08 Actual *	YoY
IAB	5.0	20.1	24.9%
ECB	3.0	-2.9	—
AEC	0	-7.1	
SSB	4.0	5.2	77.0%
НСВ	4.0	4.8	83.9%
Elimination & Corporate	-16.0	-14.7	<u> </u>
Total	0	53	_

\* Amounts in FY08 have been reclassified or adjusted.

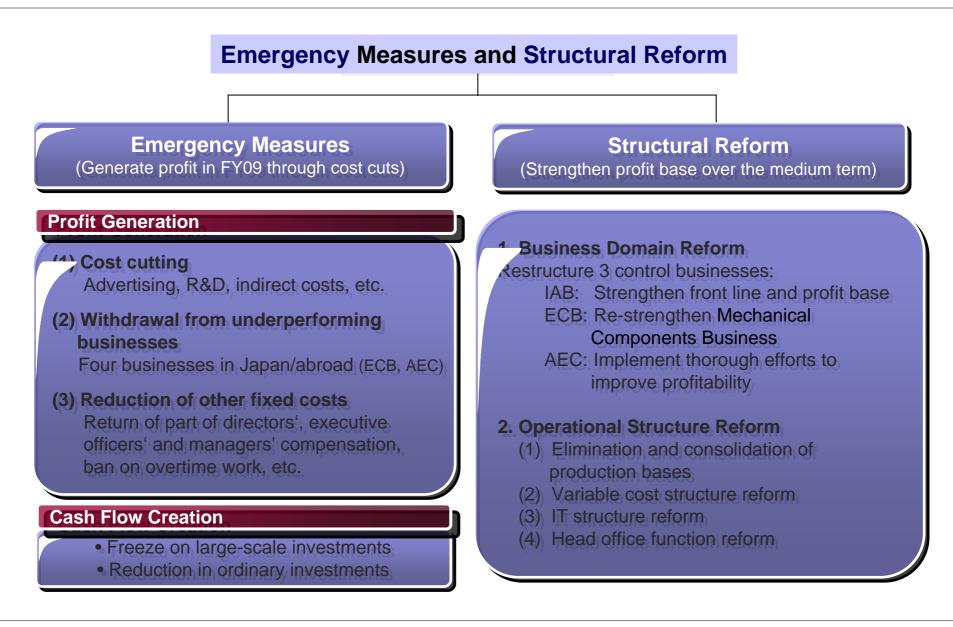
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### **Emergency Measures and Structural Reform: Schedule**

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Period from Feb. 2009 – Mar. 2011 designated "Revival Stage;" currently implementing emergency measures and structural reform. "Grand Design 2010" (GD2010) **Omron's long-term management vision** 3rd Stage 1<sup>st</sup> Stage 2<sup>nd</sup> Stage Abandon the 3rd stage and designate 26-month period until Mar. 2011 as "Revival Stage;" New Long-term focus on structural reform Management Vision Feb. 2009 (Post-GD2010) Emergency Measures **Revival Stage** (Structural Reform Period) Apr. 2010 Mar. 2011 Apr. 2001 Apr. 2004 Apr. 2008 Apr. 2009

(1) Cut Costs, Restrain Investment and Reduce Inventories

- > Emergency measures being carried out according to plan
- > Expect approx. ¥60 bn P/L improvement and generation of approx.¥25 bn cash flow

	through profit generation (part of es") and other measures	Target value (approx. annual)	Progress in Q1 (% compared to target)
Reduce fixed costs	<ul> <li>Labor costs, overhead costs</li> <li>Depreciation (restraint on investments)</li> <li>Depreciation (impairment of fixed assets)</li> </ul>	¥55 bn	<ul> <li>Labor costs reduced according to target (100%)</li> <li>Administrative costs reduced 125% compared to target (some may be recorded in Q2 or later ) including reduction of depreciation by ¥2bn (YoY)</li> </ul>
Reduce variable costs	Raw material costs and others	¥5 bn	Approx. 80% compared to internal plan
		¥60 bn	

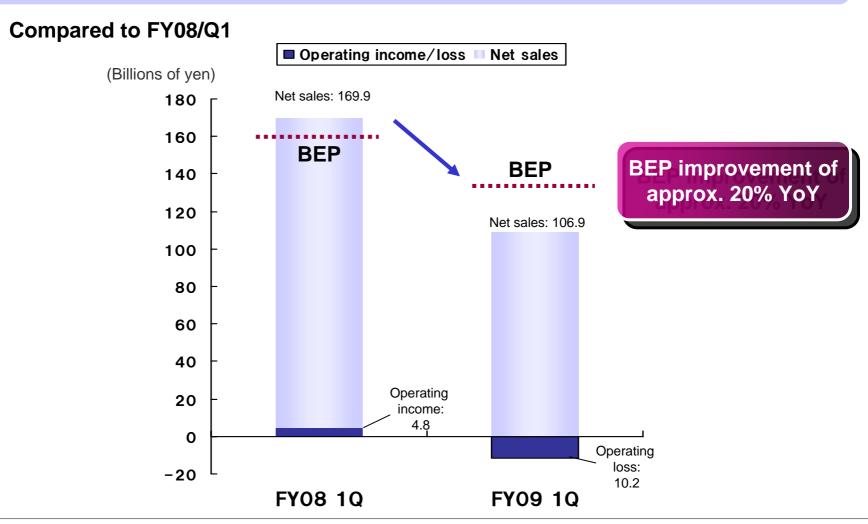
Cash flow creation (items for cash flow improvement in FY09)		Target value (approx. annual)	Progress in Q1
Reduce inventories	Inventories	¥15 bn	Reduced by approx. ¥5 bn compared to March 31
Restrain investments	New capital investment	¥10 bn	According to annual plan
		¥25 bn	



# **Emergency Measures: Progress to Date**

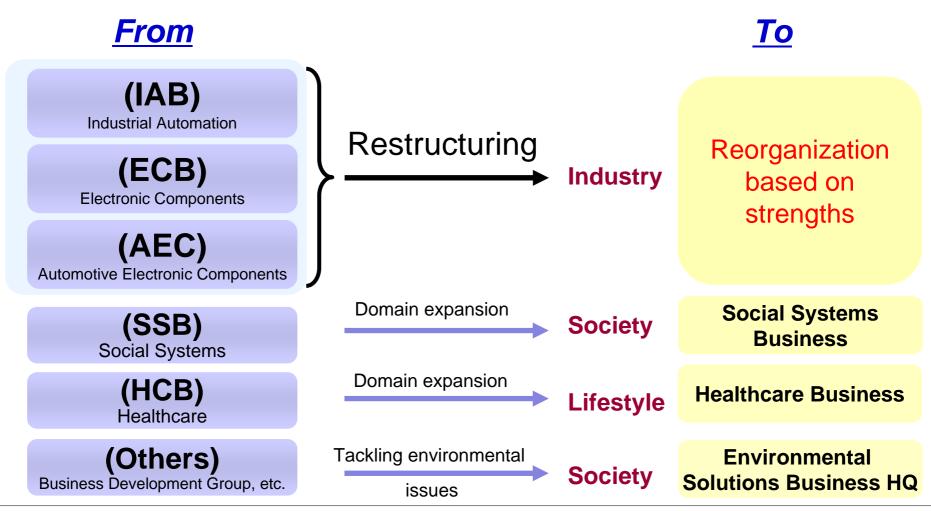
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Significant improvement in BEP through reduction of fixed costs (overhead) and other measures.



Structural Reform: Progress to Date (1) Business Domain Reform

- > Omron's business domains to be reorganized as Industry, Society and Lifestyle.
- Omron will focus on its strengths and avoid dispersion of management resources when reorganizing its three control-based businesses (Industry).



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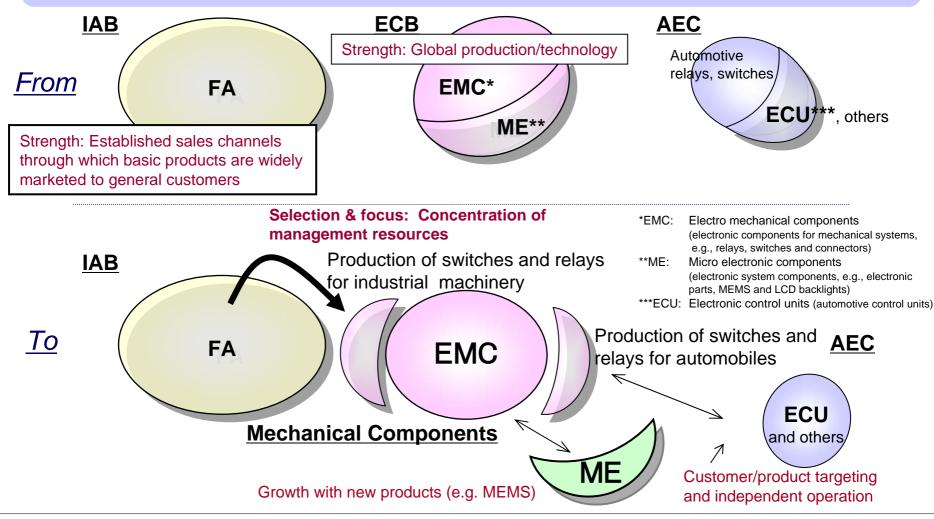
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# **Structural Reform: Progress to Date**

#### (2) Concentrating Management Resources on 3 Control-based Businesses (IAB,ECB,and AEC)

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Concentrate on strengths: IAB's sales strength (sales channels for generalpurpose products) and ECB's global production/technological strengths (mechanical components).



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#### **Structural Reform: Progress to Date** (3) Bolstering IAB Sales Capabilities

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Increase market share in Japan by strengthening sales capabilities, using channels for general-purpose products.

Strengthen sales force to increase market share in Japan by 5%

Increase competitiveness of general-purpose products by strengthening domestic frontline staff

- Shift resources to frontline (approx. 300 employees)
- Strengthen collaborative relationships with domestic sales channels
- Integrate ECB's channel sales function into IAB

Expanding cost-competitiveness on a global level by accelerating development/production in China

Note: Market share based on NECA data.

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Improve profitability through centralized production by EMC with global production strength of mechanical components.

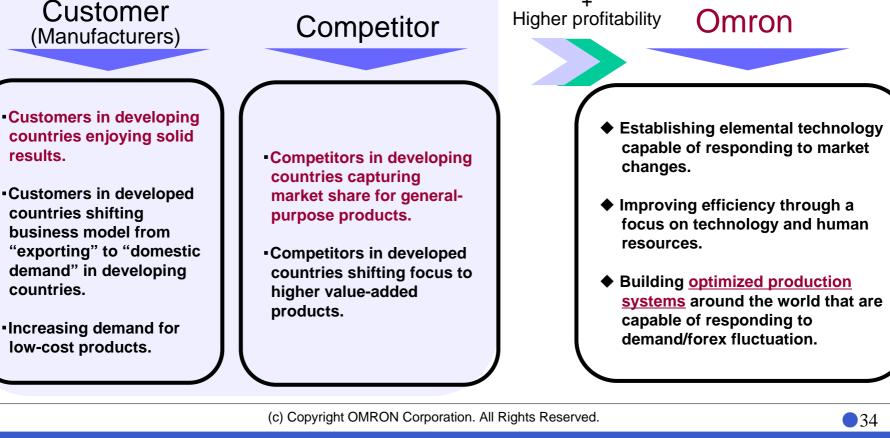
Strengthen production force to improve gross profit ratio by 5% points.

- **Establishment of Electronic and Mechanical Components Business** Company (EMC): ECB will become EMC as of Sep. 21, 2009
  - Strengthen business by concentrating on main strength of 3 control-based BCs, mechanical components (relays, switches and connectors), in one BC.
- Differentiate technologies and improve profitability
- Share materials, molds and processing technologies among 3 control-based BCs
- Reassign some sites to EMC
  - Omron Izumo (from IAB to EMC)
  - Omron Takeo (from IAB to EMC)
  - Omron lida (relay production will be transferred from AEC to EMC)
- Strengthen production capabilities by accelerating independent operation of various businesses (including P/L responsibility)
- Operation of relay business, then switch business, will be handled more or less independently.
- \* EMC: Electronic and Mechanical Components Business Company
- \* Mechanical components: Relays, switches, connectors

Market environment: Growth of emerging



(1) Current Environment and Future Direction for Mechanical Components Business



> Rapid changes in environment for mechanical components business, competition becoming more severe with growth of emerging markets.

 $\succ$  Omron is working to improve profitability and ability to respond to markets.

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### Improving production capabilities and increasing productivity through a three-tiered factory system.

### **Tiered factory system**

### Mother factory (Japan)



- Establishing elemental technologies
- Supplying key parts and equipment for assembly and inspection.

### Mass production factory (worldwide)



- High volume production of general-purpose products
- Supporting sub-contractors

### Sub-contractors (worldwide)



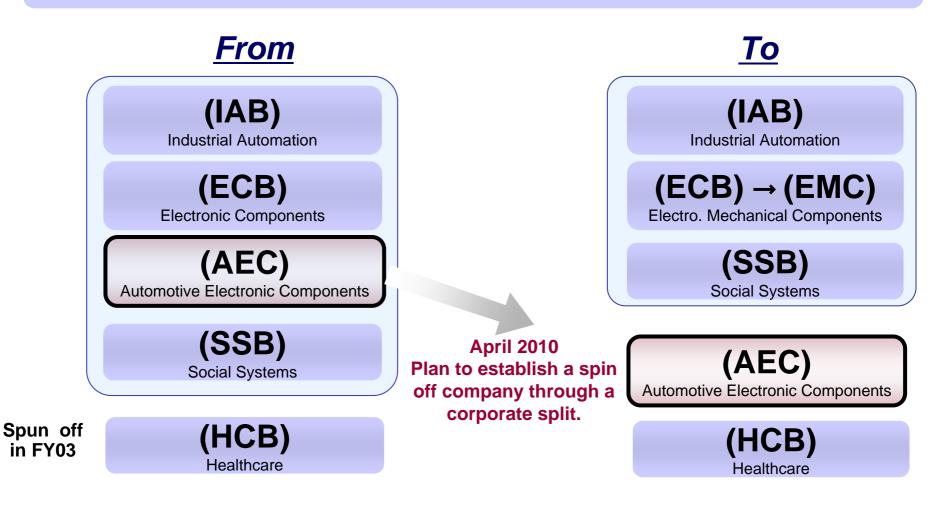
• Low volume production of general-purpose products

### Aims of factory reorganization

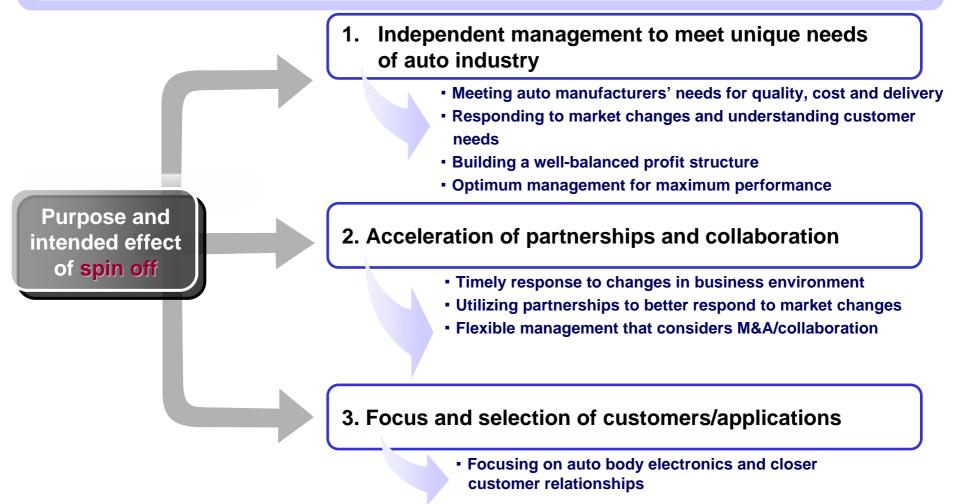
- Responding to changing customers/competitors worldwide (BRICs, local production for local consumption)
- 2. Strengthening production at major sites
- 3. Enabling flexible response to fluctuations in demand
- 4. Minimizing the impact of forex fluctuations
- 5. Reducing logistics costs

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Taking changes in external/internal environments as opportunities, Omron will carry out spin off as part of sweeping reform of operational structure.

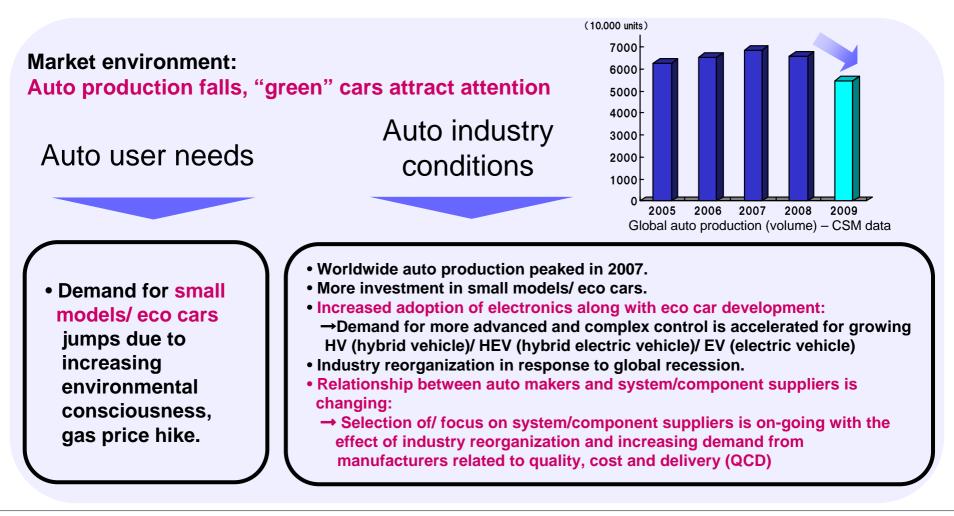


- Taking changes in external/internal environments as opportunities, Omron will carry out spin off as part of sweeping reform of operational and profit structure.
- Independent management will allow AEC to meet unique needs of auto industry; will consider partnerships and collaboration.

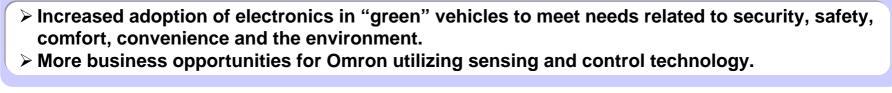


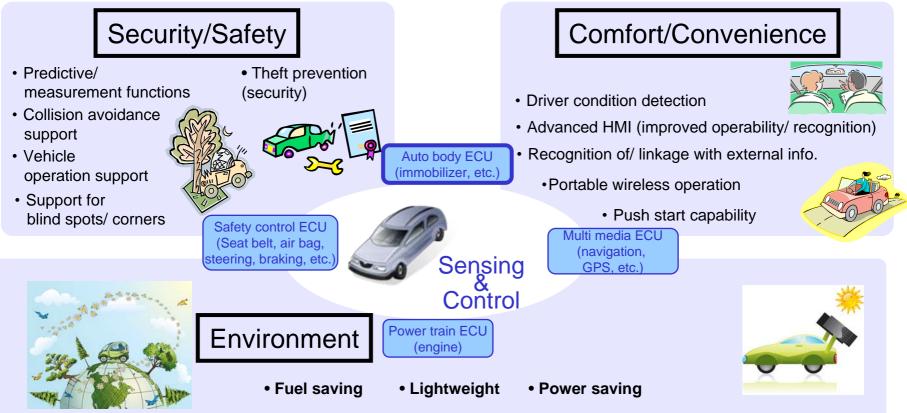
### AEC Structural Reform (3) Background and Business Environment of Spin Off

- > Auto production is decreasing, but electronics adoption is increasing in "green" cars, others.
- Closer co-work between auto makers and system/component suppliers becomes important, and industry reorganization will be developing.







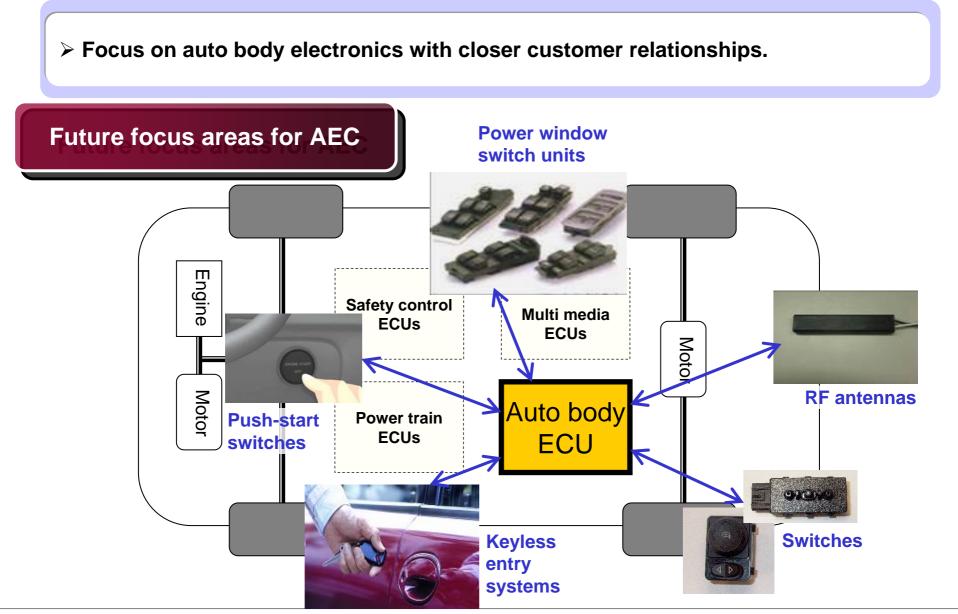


# Safer cars through sensing and control technology.

\* ECU: Electronic control unit

(5) Direction of Business After Spin Off

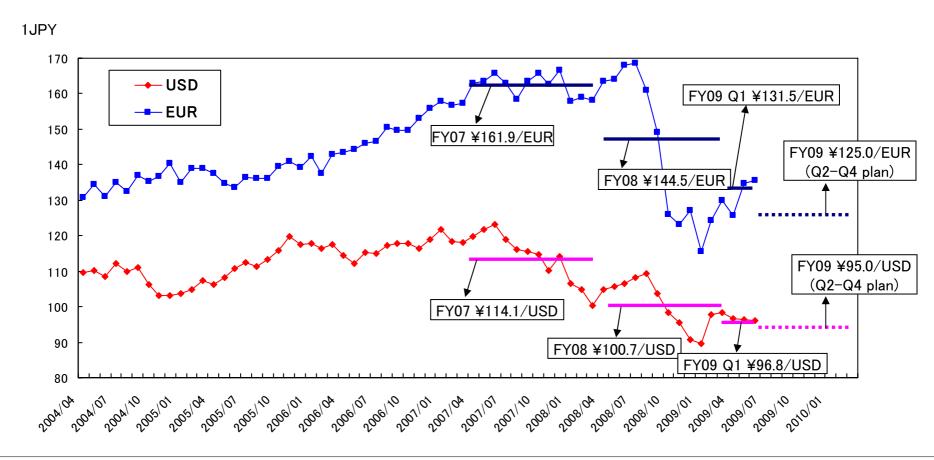




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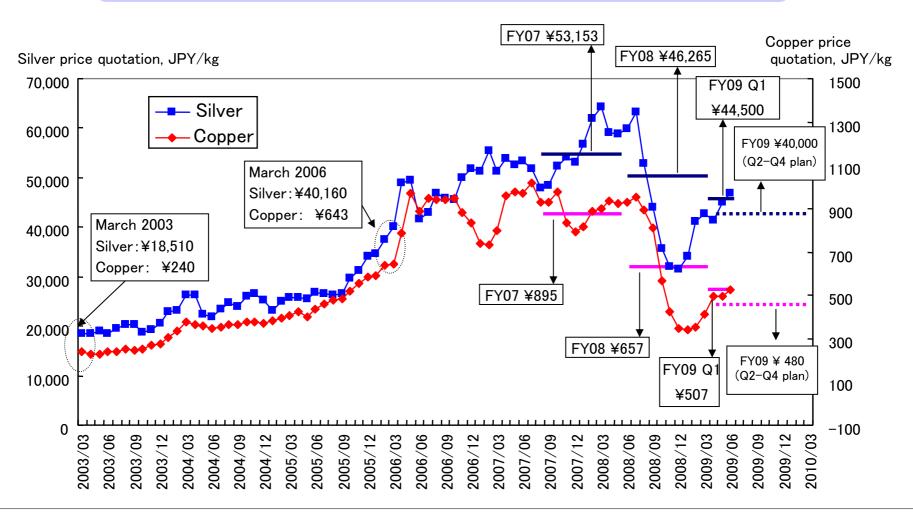
FY09/Q1: Yen depreciated against USD and EUR. (Yen was weaker than anticipated in FY09 plan.)



### **Raw Material Prices**



### FY09/Q1: Silver and copper prices dropped YoY.



# "Shaping Our Sense of Security" with Sensing and Control Technology



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