



FY2012 First Half Results Meeting

Results for the six months ended September 30, 2012

FY2012 : Year ending March 31, 2013

November 7, 2012

Ryosan Company, Limited

Code : 8140 / Stock listings: Tokyo Stock Exchange (First Section)

URL : <http://www.ryosan.co.jp/eng/>

RYOSAN

Results for FY2012 First Half and Forecasts for Whole Financial Year

Management Efforts for Second Half of FY2012

Changes in Net Sales by Segment

Supplementary Material

Notice

Business forecasts and all statement related to the future contained in this presentation are based on information currently possessed by the Company and on certain assumptions which we judge to be rational. Actual business performance may differ greatly depending on a variety of factors. The following is a list of major factors:

- Economic conditions in key markets (Japan and the rest of Asia), rapid changes in consumption trends and supply-demand balance for products
- Sharp fluctuations in the dollar-yen exchange rate
- Substantial fluctuation in prices in capital markets

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Overview of Consolidated Results

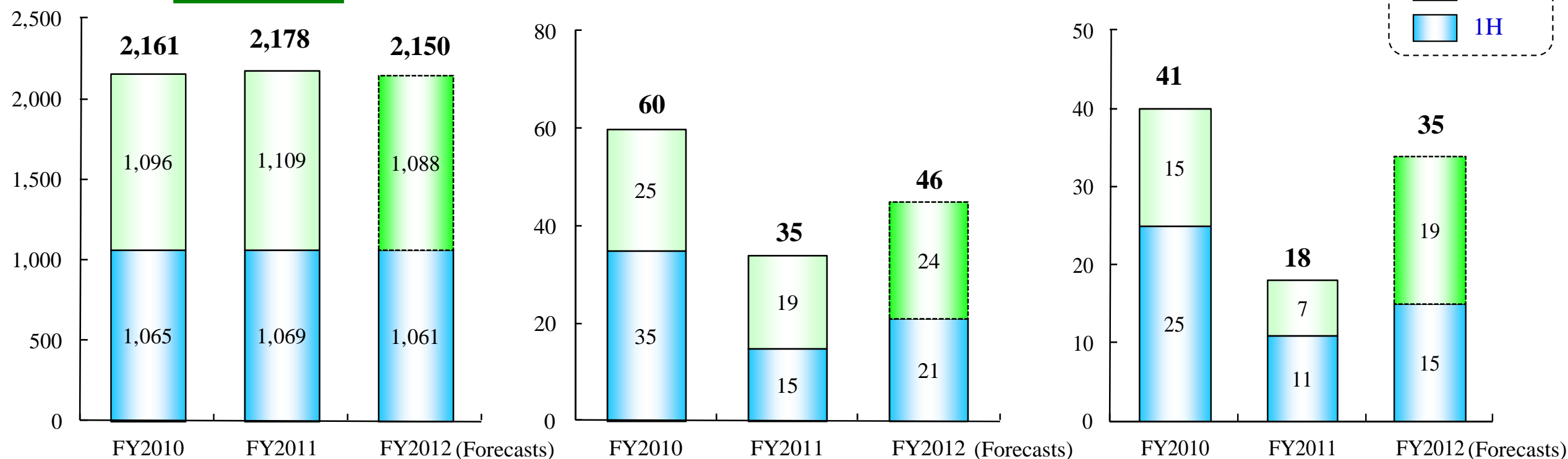
Unit: 100 millions of yen

	FY2011				FY2012						
	1H	2H	Of Total	%	1H (Results)		2H (Forecasts)		Of Total	%	% Chg. YoY
						% Chg. YoY		% Chg. YoY			
Net sales	1,069	1,109	2,178	%	1,061	(0.8)%	1,088	(1.9)%	2,150	%	(1.3)%
Gross margin	82	85	167	7.7	86	+4.3	87	+3.3	174	8.1	+3.8
SG & A expenses	66	65	132	6.1	64	(2.9)	63	(4.0)	128	6.0	(3.5)
Operating income	15	19	35	1.6	21	+34.6	24	+28.1	46	2.1	+31.0
Ordinary income	20	23	44	2.1	25	+21.0	28	+20.3	54	2.5	+20.6
Net income	11	7	18	0.9	15	+37.1	19	+154.0	35	1.6	+84.3
Earnings per share	¥32.94	¥22.96	¥55.90		¥46.40		¥58.19		¥104.59		+87.1

Net sales

Operating income

Net income



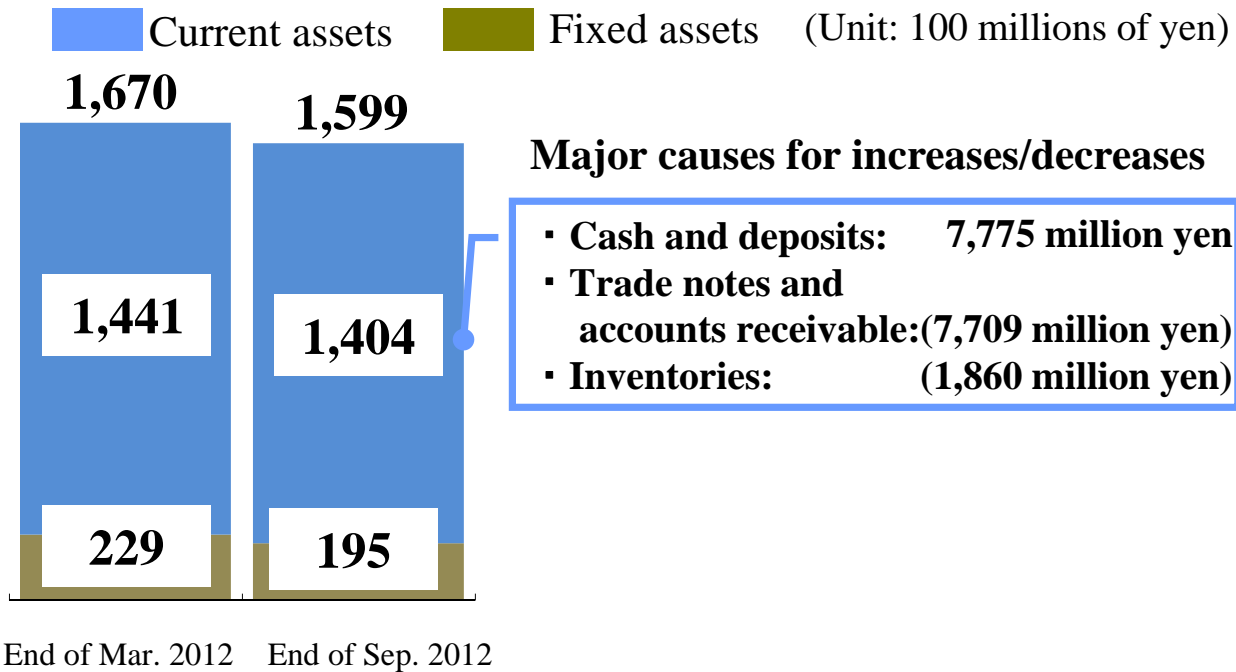
Overview of Results by Business Segment

Unit: 100 millions of yen

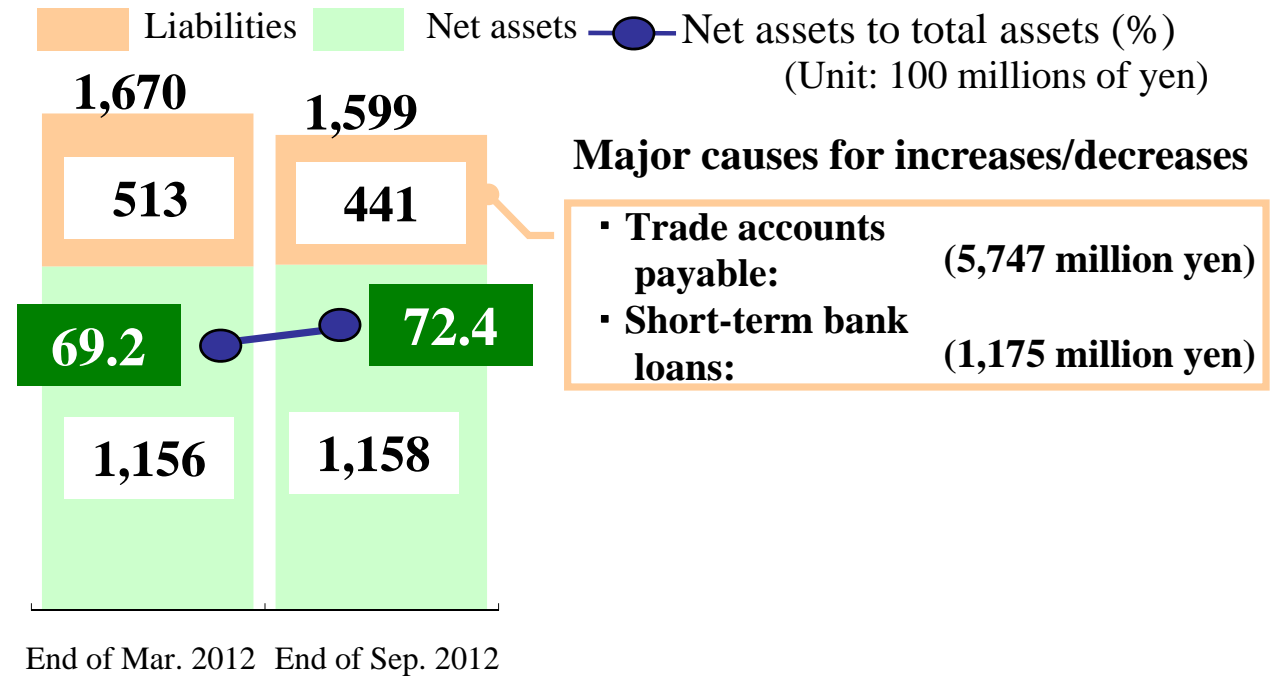
		FY2011			FY2012					
		1H	2H		1H (Results)		2H (Forecasts)			
						% Chg. YoY		% Chg. YoY	% Chg. YoY	
Semiconductors	Sales	649	674	1,323	671	+3.4%	678	+0.6%	1,350	+2.0%
	Operating income	11	12	24	17	+55.3	19	+52.9	37	+54.0
Electronic Components	Sales	278	275	554	268	(3.5)	271	(1.6)	540	(2.5)
	Operating income	10	7	18	9	(13.0)	9	+33.2	19	+5.3
Electronic Equipment	Sales	111	135	246	96	(13.8)	113	(15.7)	210	(14.8)
	Operating income	2	5	8	4	+48.7	4	(20.2)	9	+2.5
Ryosan Products (Heat sinks)	Sales	30	23	54	25	(16.2)	24	+1.9	50	(8.3)
	Operating income	1.9	0.2	2.2	1.3	(33.7)	1.7	+608.3	3.0	+36.4
Unallocable Operating expenses		▲11	▲6	▲17	▲11	-	▲10	-	▲22	-
Consolidated	Sales	1,069	1,109	2,178	1,061	(0.8)%	1,088	(1.9)%	2,150	(1.3)%
	Operating income	15	19	35	21	+34.6	24	+28.1	46	+31.0

Consolidated Balance Sheet & Consolidated Statement of Cash Flows

Assets



Liabilities/net assets/net assets to total assets



Cash flow

(Unit: millions of yen)

	FY2011 First Half	FY2012 First Half
Operating CF	(4,712)	6,260
Investment CF	(382)	1,491
Financial CF	407	(1,249)
Free CF	(5,094)	7,751
Balance of cash and cash equivalents	38,183	40,387

Major causes for increases/decreases

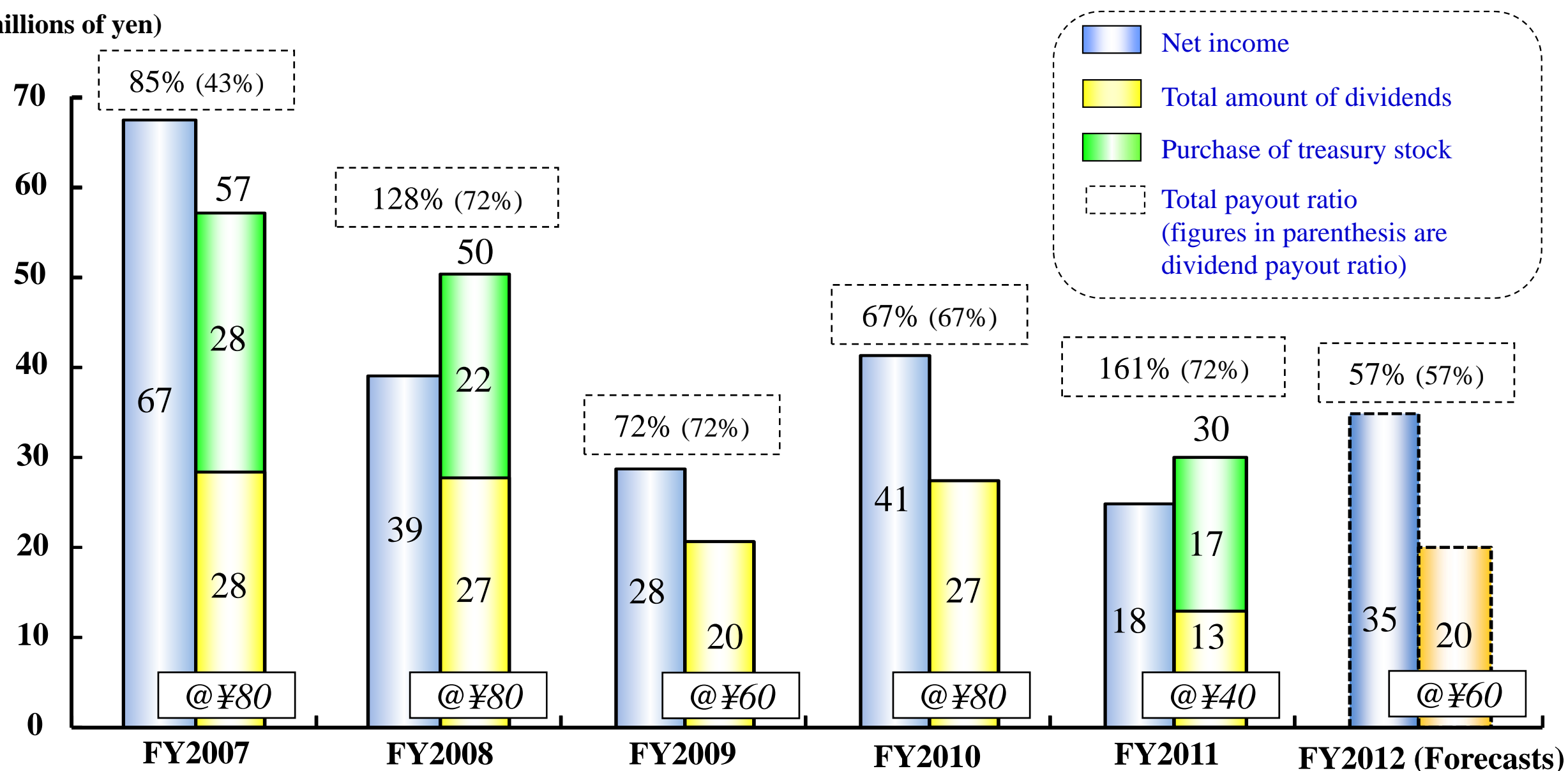
- Income before income taxes and minority interests: 2,544 million yen
- Decrease in notes and accounts receivable-trade: 6,928 million yen
- Decrease in inventories: 1,476 million yen

- Withdrawal of time deposits: 1,500 million yen

- Cash dividends paid: (669 million yen)
- Decrease in short-term loans payable: (516 million yen)

Trends in Net Income, Total Amount of Dividends, and Purchase of Treasury Stock

(100 millions of yen)



<<Trends in Purchase of Treasury Stock>>

	FY2007	FY2008	FY2009	FY2010	FY2011
Amount (100 millions of yen)	28.8	22.5	-	-	17.2
Number of stocks (10,000 shares)	100.0	100.0	-	-	100.0

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Management Efforts for Second Half of FY2012

Laying the foundation

- ◇ Improvement in the profit structure
- ◇ Improvement in the financial structure

Promotion of globalization

- ◇ Strengthening the efforts in rapidly growing emerging markets
- ◇ Strengthening the response to Japanese clients becoming more globalized

Strengthening of efforts to use multi-vendors

- ◇ Aim to restructure business by proactively injecting management resources in overseas semiconductor business

Promotion of Globalization (Strengthening the Efforts in Rapidly Growing Emerging Markets)

Making inroads into the Indian market

1. Name: Singapore Ryosan Pte Ltd India Branch office

**2. Location: Bangalore, Karnataka, India
#18 Second Floor, Team Work Building,
Chinnaswamy Mudaliar Road(Off: Queens
Road), Tasker Town, Bangalore 560051,
Karnataka, India**

3. No. of employees : 3 Total

◆ **Launch of sales expansion activities focused on regional Indian customers**



Making inroads into the European market

- 1. Name: Ryosan Europe GmbH**
- 2. Location: Munich, Deutschland
Freisingerstr. 30/2 OG rechts, 85737 Ismaning,
Deutschland**
- 3. No. of employees: 4 Total**

◆ Launch of service and support provision to customers that made inroads in Europe



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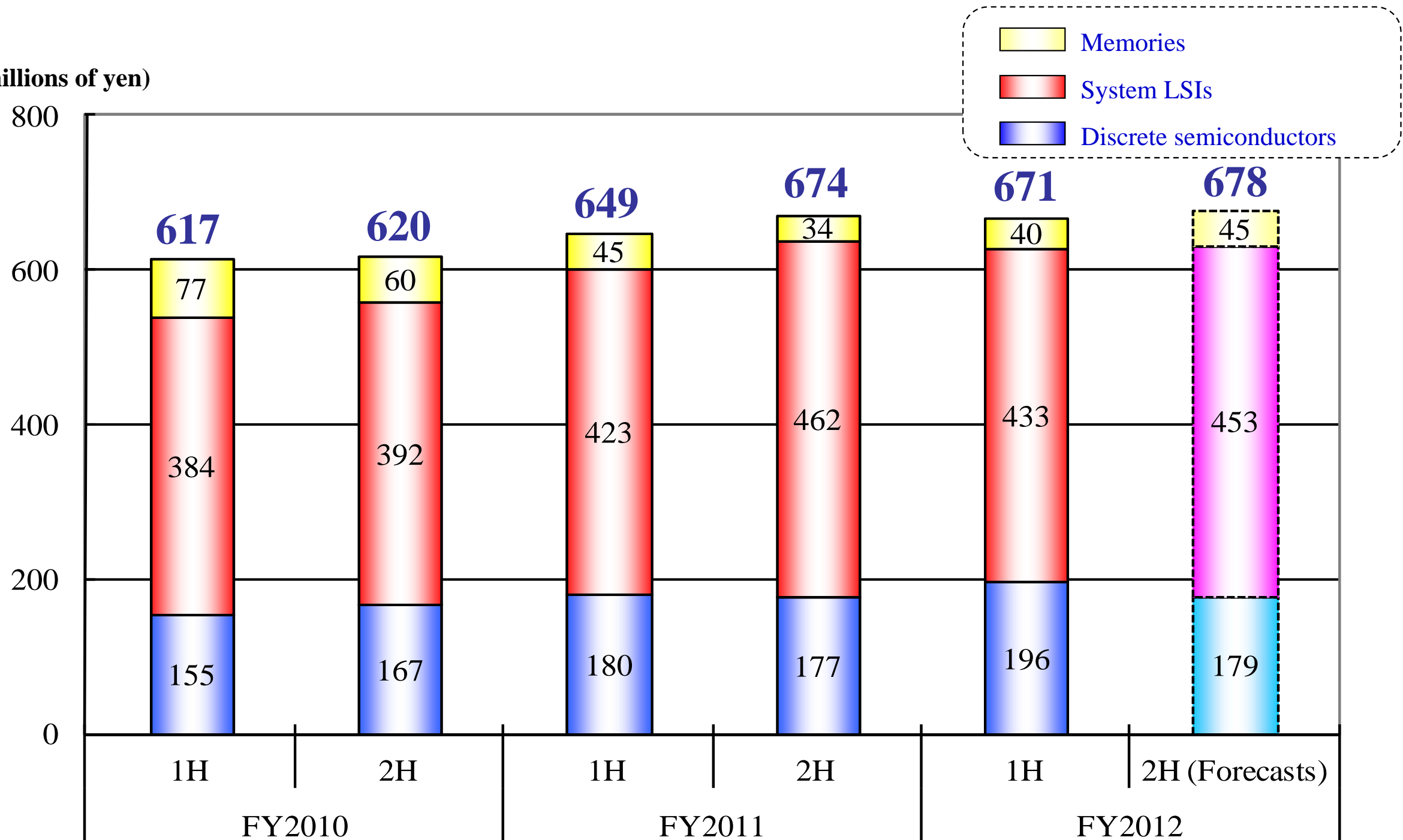
Supplementary Material

Change in Net Sales for Semiconductors (By product)

Overall conditions since FY10: Business performance was driven by system LSIs for in-vehicle electrical components and digital cameras, etc., which are main products.

FY12 Forecast: 2nd half results are forecast to be nearly the same as the 1st half. The whole year forecast is 135 billion yen or +2.0% compared to the previous fiscal year.

(100 millions of yen)

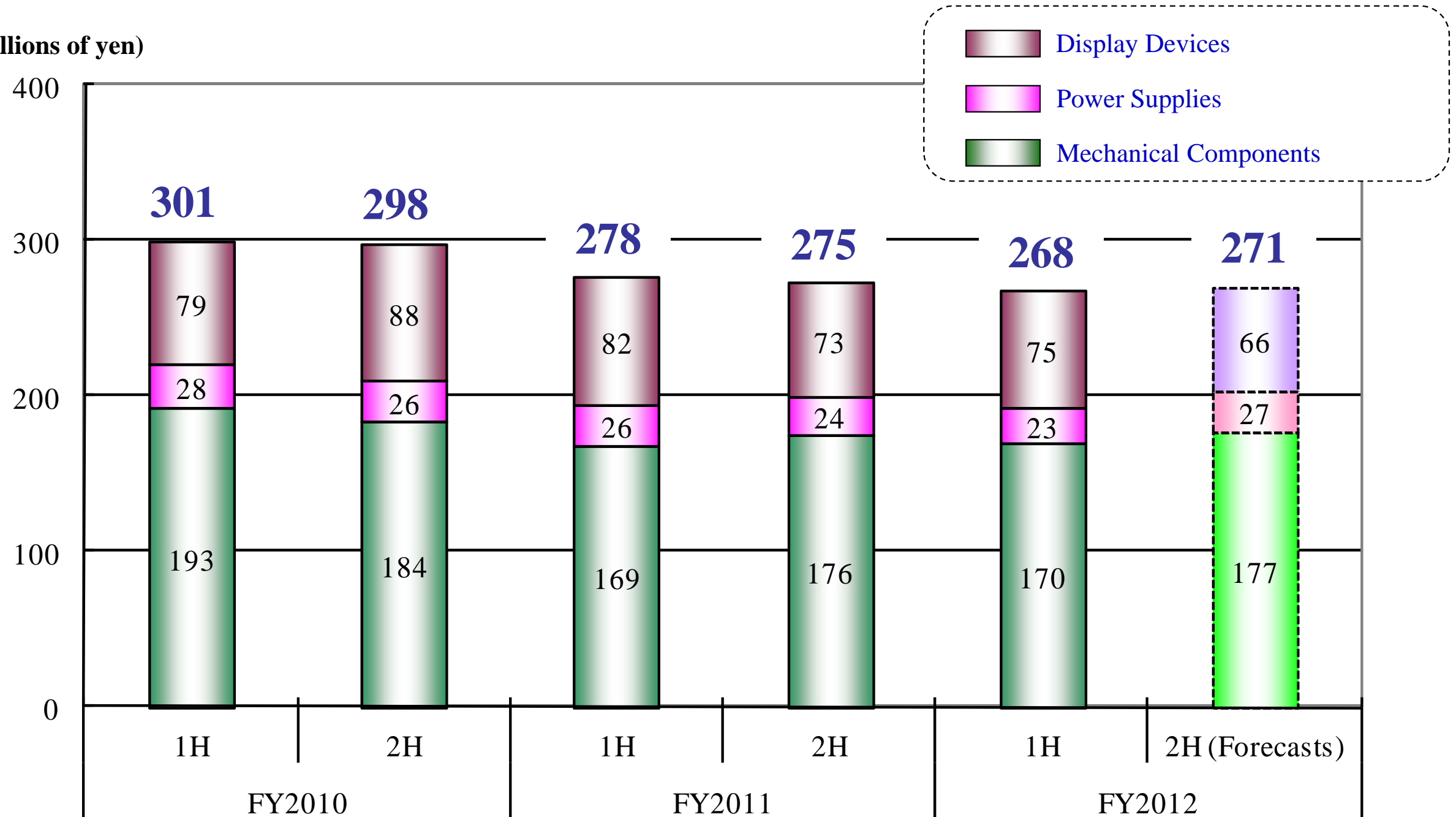


Change in Net Sales for Electronic Components (By product)

Overall conditions since FY10 : There is a decreasing trend for income due to a decrease in mechanical components for game consoles, etc.

FY12 Forecast: 2nd half results are forecast to be nearly the same as the 1st half. The whole year forecast is 54 billion yen or -2.5% compared to the previous fiscal year.

(100 millions of yen)

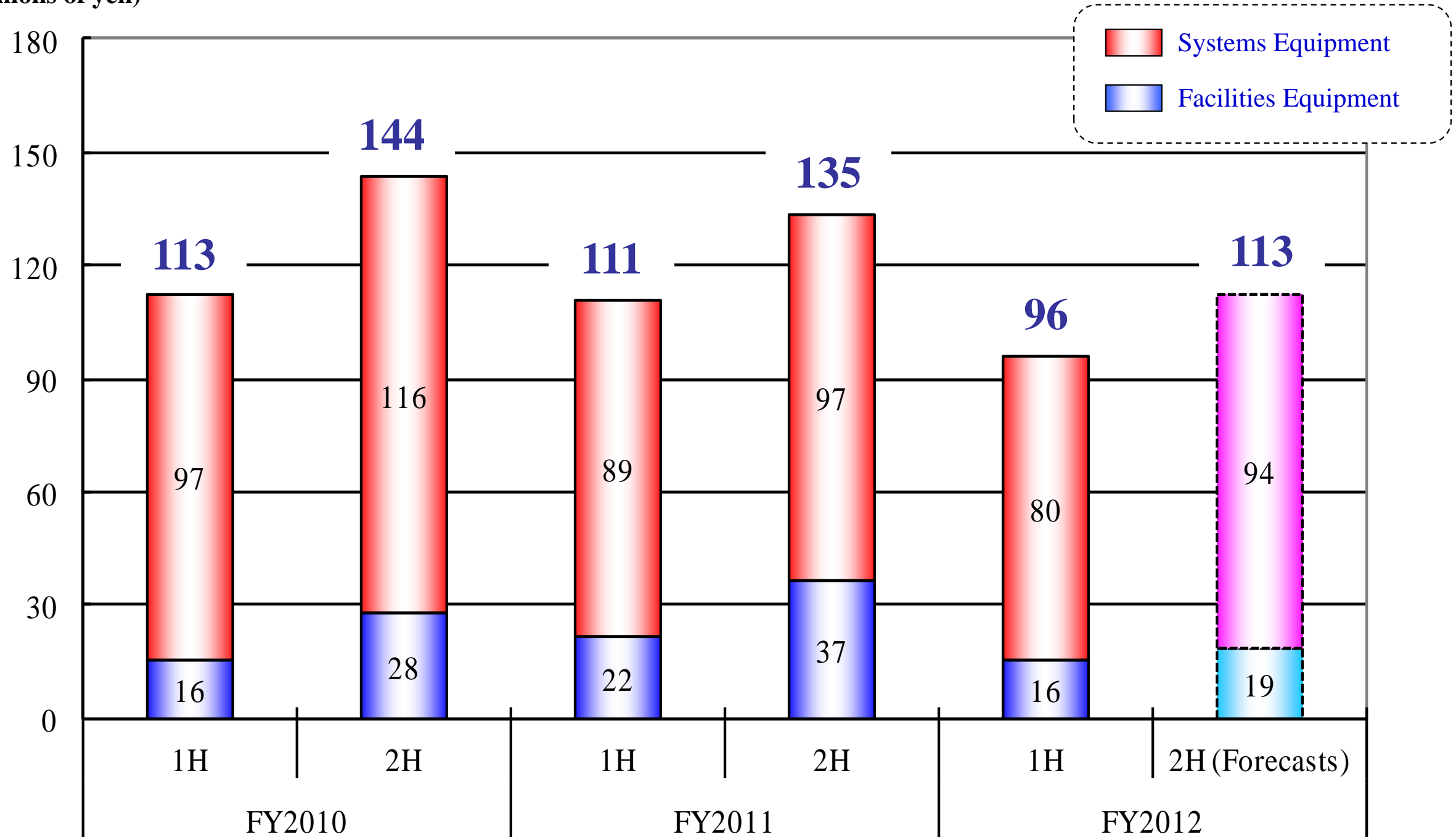


Change in Net Sales for Electronic Equipment (By product)

Overall conditions since FY10: There is a decreasing trend for income due to a decrease in systems equipment for in-vehicle electrical components, etc.

FY12 Forecast: The whole year forecast is 21 billion yen or -14.8% compared to the previous fiscal year even though systems equipment for MFP, etc. is expected to increase in the 2nd half.

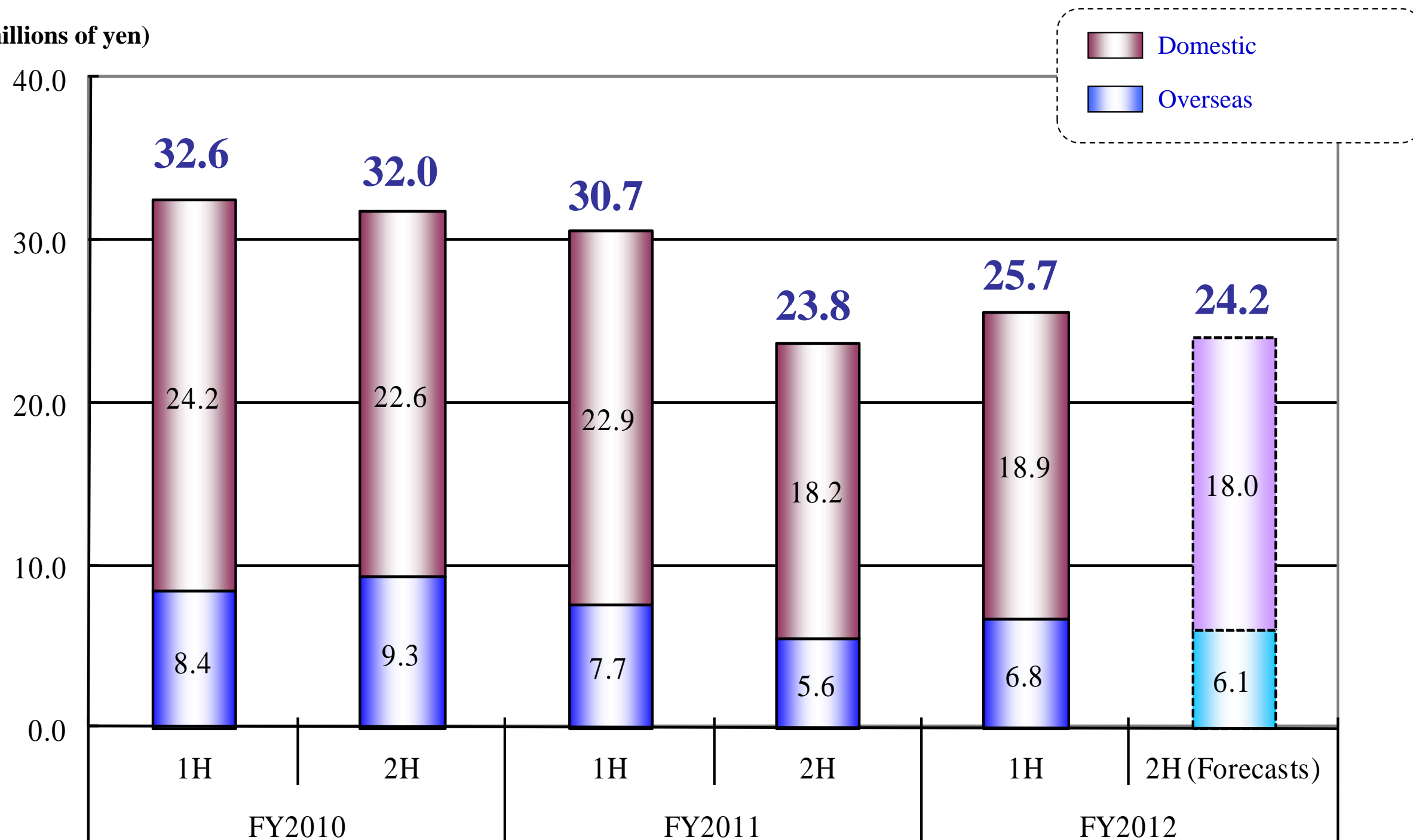
(100 millions of yen)



Change in Net Sales for Ryosan Products (By area)

Overall conditions since FY10: There is a decreasing trend for income due to a decrease in heat sinks for TVs/FA equipment, etc.
 FY12 Forecast: 2nd half results are forecast to be nearly the same as the 1st half. The whole year forecast is 5 billion yen or -8.3% compared to the previous fiscal year.

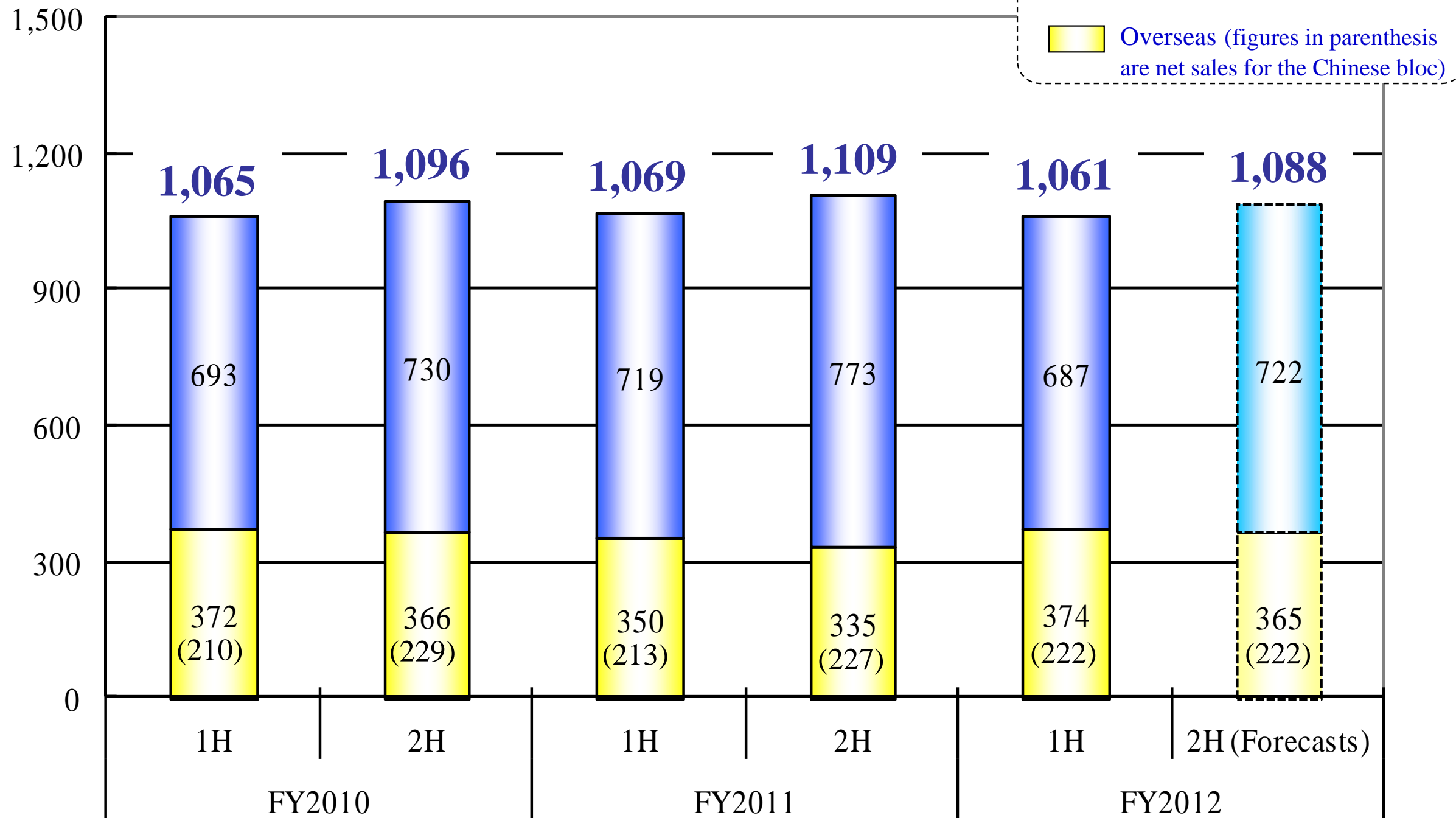
(100 millions of yen)



Change in Net Sales for Domestic/Overseas

The overseas sales ratio hovered around 30-35%. Approximately 60% of overseas sales or 21-23 billion yen is the Chinese bloc. Out of the figure, approximately 35% is sales for local customers. The whole year FY12 forecast is 141 billion yen domestically and 74 billion yen overseas.

(100 millions of yen)



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Main Clients

<<Top 40 companies by net sales>>

	Top 1-10	Top 11-20	Top 21-30	Top 31-40
Clients (alphabetical order)	Canon DENSO HITACHI Mitsubishi Electric NEC NIKON OMRON Panasonic PIONEER Wacom	ALPINE ALPS Electric Brother Industries Calsonic Kansei CASIO COMPUTER Fuji Film Mamiya-OP NINTENDO SAMSUNG Group (K) Sumitomo Wiring Systems	ADVANTEST Clarion Fuji Xerox JVC KENWOOD KONICA MINOLTA HOLDINGS Stanley Electric Sumitomo Electric Industries TOSHIBA TEC YAMAHA YAZAKI Group	Fujitsu Furuno Electric GS Yuasa Corporation Hyundai Motor Group (K) JRC MiTAC (T) Sharp TAKATA TOSHIBA YASKAWA Electric
Percentage Sales of all clients	(Top 10) 52%	(Top 20) 68%	(Top 30) 75%	(Top 40) 78%

(alphabetical order)

<<Top 5 companies by net sales for each business segment>>

Semiconductors	Electronic Equipment
HITACHI Mitsubishi Electric NEC NIKON PIONEER	DENSO Fuji Xerox HITACHI NIKON Panasonic
(Top 5) 50%	(Top 5) 54%
Electronic Components	Ryosan Products
Canon Calsonic Kansei Mitsubishi Electric NEC NINTENDO	DENSO FANUC HITACHI Mitsubishi Electric Panasonic
(Top 5) 31%	(Top 5) 44%

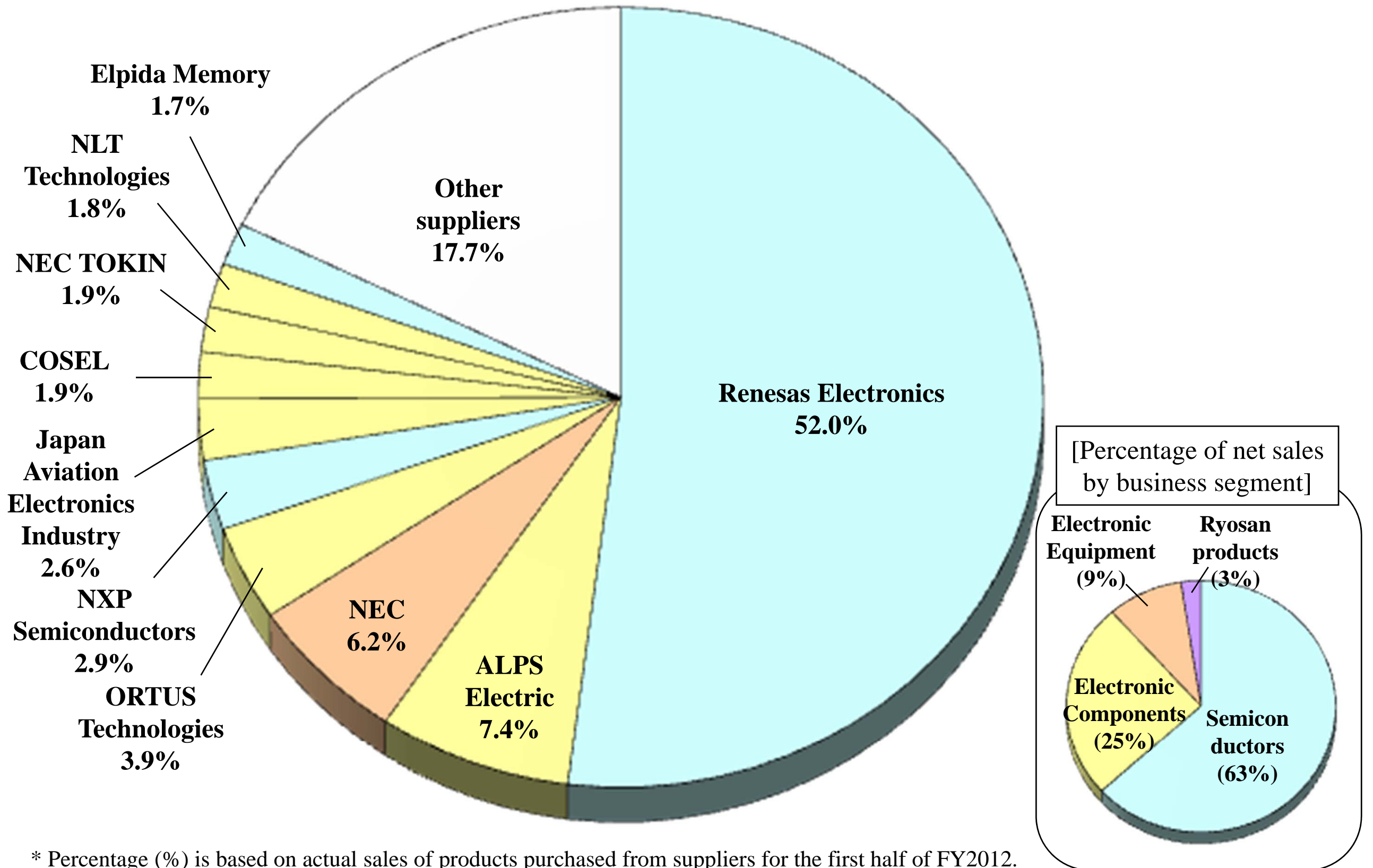
(alphabetical order)

* Honorifics omitted

* Ranking and percentage (%) are based on actual sales for the first half of FY2012.

* (T) and (K) represent clients in Taiwan and Korea, respectively.

Main Suppliers



* Percentage (%) is based on actual sales of products purchased from suppliers for the first half of FY2012.