

FY2006(ending March 31, 2007) to mark Yamatake's 100th year

FY2004-FY2006

### Overview of FY2005 and Business Plan

Statements made in these documents with regards to Yamatake's plans, targets and strategies and other statements without historical facts are forward-looking statements about the future performance of Yamatake. These projections are based on management's assumptions, intent and expectations in light of the information currently available to it, and therefore these statements are not guarantees of future performance. Due to various factors, actual results may differ from those discussed in these documents.

May 17, 2006

Yamatake Corporation

### Operating Results for FY2005 ending March 31,2006

	FY2004	FY2005			Difference	
	(March 31, 2005)	(March 31,2006)				
Actual (a)		Original Est.	Revised Est.	Actual(b)	(b)-(a)	%
		(May 12, 2005)	(Nov.10,2005)	(May 16,2006)	(b)-(a)	/0
Sales	<b>180.8</b> bil.yen	<b>188.0</b> bil.yen	<b>188.0</b> bil.yen	188.3 bil.yen	7.6 bil.yen	4.2%
Op.income	<b>9.4</b> bil.yen	<b>11.5</b> bil.yen	<b>12.3</b> bil.yen	13.5 bil.yen	4.2 bil.yen	44.5%
% to Net Sales		6.1%	6.5%	7.2%		
Net income	3.7 bil.yen *1	<b>7.8</b> bil.yen	<b>8.8</b> bil.yen	<b>9.8</b> bil.yen **2	6.1 bil.yen	164.2%

<u>ROE</u> <u>3.8%</u> <u>9.3%</u>

- Achieved an operating income of 13.0 bill.yen laid out in the medium-term management plan for FY2006 one year earlier.
  - Sales and profits both rose in comparison with the previous fiscal year.
  - Sales and profits both exceeded target figures. Profits in particular were much higher than envisaged.
  - Orders totaled 195.3 billion yen, 18.6 billion yen more than for the previous fiscal year, representing an increase of 10.5%.

<sup>※1 :</sup> An extraordinary charge of 3.5 billion yen was recorded by the shift to a DC pension plan. Without this charge, ROE would be 6.1%.

<sup>\*2 :</sup>Net income includes an increase in extraordinary profit of 1.7 billion yen made from the land sale of part of the site of Yamatake's Industrial Operations Tokyo office, etc.

# Operating Plan for FY2006 ending March 31, 2007

	FY2004	FY2005	FY2006	Difference	
	(March 31, 2005)	(March 31, 2006)	(March 31, 2007)		
	Actual	Actual(a)	Plan(b)	(b)-(a)	%
Sales	180.8 bil.yen	188.3 bil.yen	<b>230.0</b> bil.yen	41.7 bil.yen	22.1%
Op.income	9.4 bil.yen	13.5 bil.yen	16.0 bil.yen **1	2.5 bil.yen	18.4%
% to Net Sales	5.2%	7.2%	7.0%		
Net income	3.7 bil.yen	9.8 bil.yen	<b>9.0</b> bil.yen	-0.8 bil.yen	-8.1%

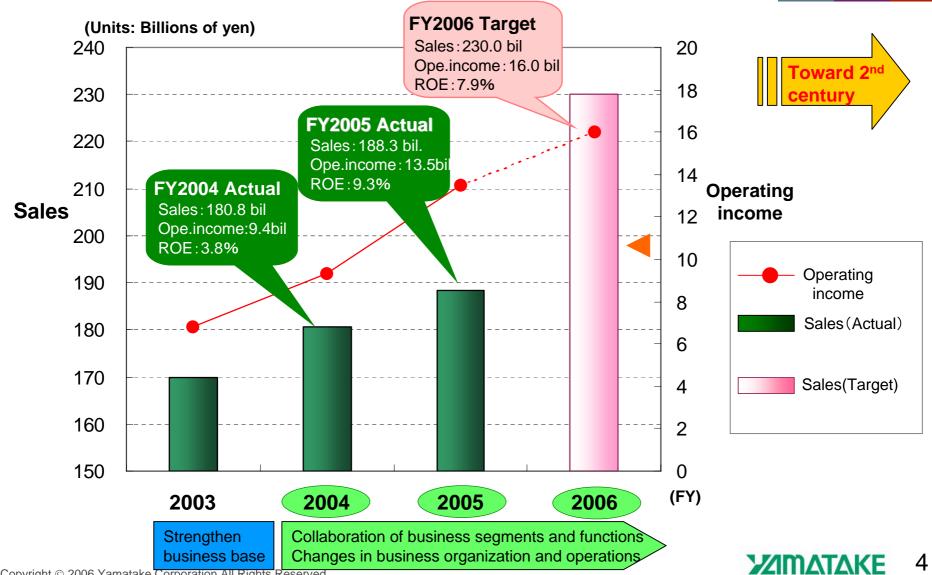
ROE	<u>3.8%</u>	<u>9.3%</u>	<u>7.9%</u>	(About 1.1 bil.yen,15%)**2
[Reference]	6.1%	7.5% <b>※2</b>		

- Goal is to achieve business growth in excess of the targets laid out in the medium-term management plan(FY2004~FY2006) through collaboration with Kimmon Manufacturing.
  - Targets for the final year set at sales of 230.0 bill. yen and operating income of 16.0 bill. yen; both of these figures are significantly higher than the targets laid out in the medium-term management plan-namely, sales of 200.0 bill. yen, and operating income of 13.0 bil. yen.

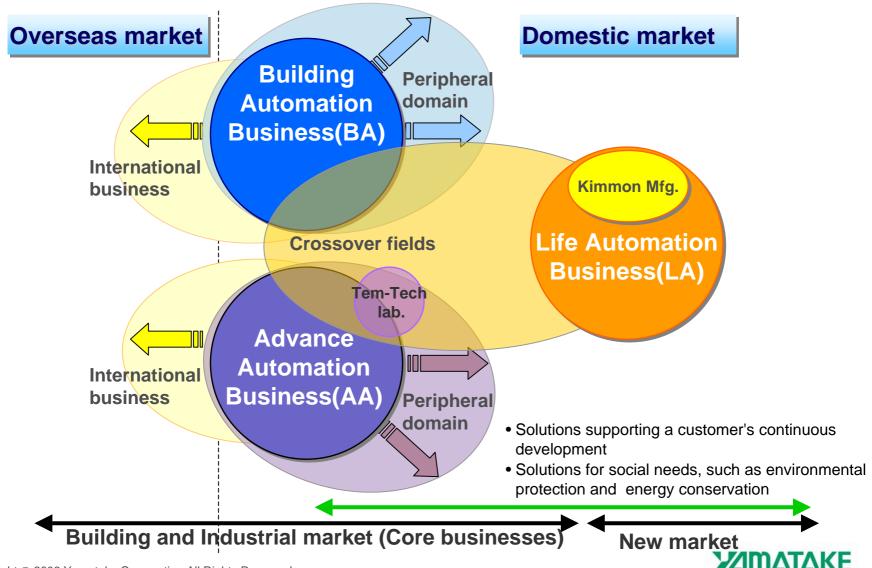
X1: Kimmon's sales and profits are consolidated in FY2006. Consolidated adjustment account by this consolidation has been allocated to expenses.

<sup>※2:</sup> ROE and increase in net income for FY2006 without an extraordinary profit from the land sale of part of the site of Yamatake's Industrial Operations Tokyo office, and sales of investment securities.

### FY2004-FY2006 Medium Term Goals and Challenges



# Expansion of Yamatake's Business Field

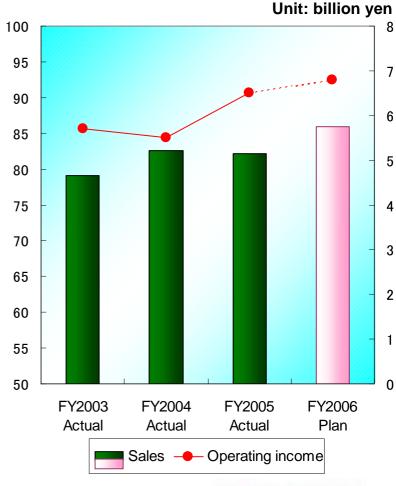


# **Building Automation Business**

### [Business environment and measures]

- ✓ In the market for new buildings, office buildings developments, which declined sharply in FY2005, have started to recover. The factory market has grown steadily.
- ✓ Due to the implementation of amended regulations related to environmental conservation, opportunities are increasing in the solution business centered on energy savings.
- ✓ Need for security of office buildings and factories is growing with the implementation of the Private Information Protection Law.
- Strengthen profitability and competitiveness by developing high-performance, high-profit products and bringing them to the market.
- Expand the existing buildings business centered on Yamatake's ESCO (tems) business
- Cultivate business targeting the factory HVAC market in collaboration with AA business\*.
- Expand the security business by strengthening the product line.

### Sales and operating income



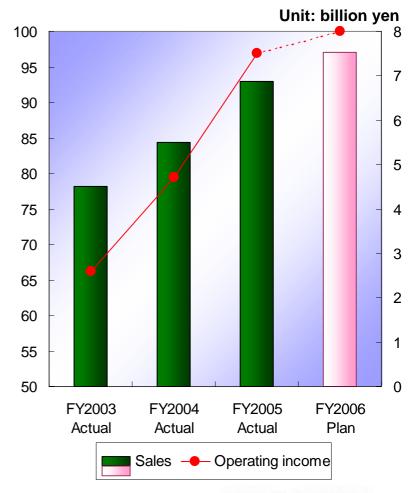
<sup>\*</sup>AA business: Advanced Automation business

### **Advanced Automation Business**

### [Business environment and measures]

- ✓ High level of domestic capital investment will continue in FY2006.
- ✓ Needs for safety and reliability are increasing, such as in the tracking of products for quality control, and stable operation of plants.
- ✓ Investment is increasing in high value-added products, such as semiconductor-related materials.
- Expand further the product business
  - Develop business using Yamatake's original technologies
- Expand further business in overseas markets
  - Concentrate on China and other areas of Asia
- ▶ Continue to improve profitability as follows:
  - Shift to high-profit products, reform business process and reduce manufacturing cost, etc.

### Sales and operating income



### **Life Automation Business**

With the addition of Kimmon Manufacturing, it establishes the foundation for developing Yamatake's third core business.

#### Care services business

- Expand the business domain (group home, support and services to obviate nursing care and prevent lifestyle-related diseases among the elderly, and nighttime in-home nursing care to cope with changes in the nursing care insurance system and health insurance law.)

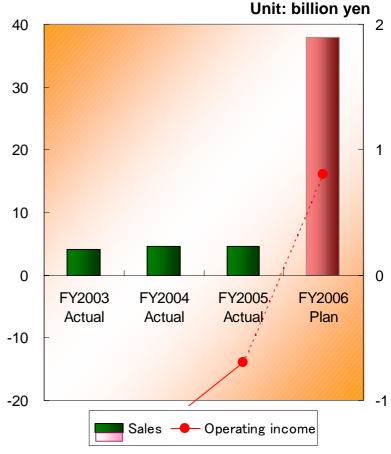
### ► Lifeline measurement & metering business

- Develop and release new products (flowmeters, and other meters).
- Reinforce the strength and scope of proposals through synergy of Yamatake and Kimmon.

### ► Cultivation of business based on proprietary technologies and collaboration

- Expand businesses in urban disaster prevention and environmental recycling.
- Investigate businesses based on next-generation DNA chips.

### Sales and operating income



\* Yamatake consolidates Kimmon's PL starting in FY2006



# Enhancing product power with original technologies & new products

Solution Services **MainSTEP** (Operation **Knowledge Base)** 





"Sukovaka Seikatsu" is a support service designed to obviate nursing care and to prevent lifestylerelated diseases among the elderly

Systems, Controllers

Savic-net FX Savic-net FX security system



**Products & technologies** for promoting LA **businesses** 

Sensors

**Enhance BA Systems** 

Cooling Tower Controller **MIZCON Plus** 



Digital MassFlow Controller **CMQ-V** series





systems

New capacitive-type humidity sensor using Actival-Mini MEMS technology



Proportional Valve for Fan Coil Units



**Energy Meter** 



Digital Fiber-Optic sensor **HPX-AGseries** 

**Enhance scope of** products for AA **business** 

### **Changes in Business Operations**

Transform the corporate culture and business foundation

Enhance productivity & solution-finding capabilities through collaboration between functions

- Structuring & transparency of business operations
- Consolidating & integrating geographically, functionally

Sales and Staff

R&D and Engineering functions

Improve staff productivity, and strengthen management planning and management control functions.

Generate synergy by promoting collaboration between in-house companies, and thus expand orders.

(Improvement in staff operations, integration of Head Office functions, and consolidation of sales function in Tokyo area.)

Reinforce of product development capability by linking and strengthening product development and engineering function, and accelerating business development.

(Yamatake Technology Center to be completed in Oct 2006.)

Manufacturing

(Integration and reorganization of manufacturing facilities)

Enhance responsiveness to customer demands, reduce costs and increase speed by shifting to a production system reorganized according to technologies, products and functions.

(Reorganization of manufacturing facilities in Japan to be completed in 2007. Expandsion of two factories in China: Operation in Shenzhen to start in Oct 2006.)





# Dividend for FY2005 and Dividend forecast for FY2006

To promote return to our shareholders, we plan to increase normal dividend for FY2006 plans by 10 yen.

(Unit: Yen)

		First-half	Year-end	Annual
FY2006	Forecast	25	+ 25	= 50

### Rise of normal dividend by ¥10 annually

# **Changes in Dividend**

	FY2003	FY2004	FY2005	FY2006
	(Actual)	(Actual)	(Plan)	(Forecast)
	Annual	Annual	Annual	Annual
Dividend per share	14.0 <sup>yen</sup>	23.0 <sup>yen</sup>	<b>50.0</b> yen	<b>50.0</b> yen
Normal dividend	14.0 <sup>yen</sup>	23.0 <sup>yen</sup>	<b>40.0</b> yen	<b>50.0</b> yen
Commemorative dividend	0.0 yen	0.0 yen	<b>10.0</b> yen	<b>0.0</b> yen
Total dividend	1.03 bil.yen	1.69 bil.yen	<b>3.68</b> bil.yen	<b>3.68</b> bil.yen
Dividend on equity ratio	1.1%	1.7%	<b>3.3%</b> ※1	3.2%
Payout ratio	31.8%	45.6%	<b>37.6%</b> <sup>※2</sup>	40.9%

- ※ 1: Normal dividend 2.7% + commemorative dividend of 10 yen (0.6%)
- ※ 2: Normal dividend 30.0% + commemorative dividend of 10 yen (7.6%)

- \* Dividend on equity ratio : total dividend / shareholder's equity
- \* Payout ratio: total dividend / net income





# Toward Yamatake's Second Century

