

# Consolidated Financial Results

for the First Quarter of Fiscal Year 2011 ending March 31, 2012  
(April 1, 2011 to June 30, 2011)

## Yamatake Corporation



Note: Segment names are abbreviated as follows.

BA: Building Automation Business  
AA: Advanced Automation Business  
LA: Life Automation Business

Current plans, targets, etc. discussed in this document that are not based on historical fact are projections of future performance. They 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 these projections.

\* Figures are rounded off.

[ FY2011 1st Quarter Financial Figures ]

Orders received	85.9 billion yen	[ up 16.9 billion yen (24.4%) compared to the same period last year ]
Net sales	44.6 billion yen	[ down 0.2 billion yen (0.5%) compared to the same period last year ]
Operating income	(0.6) billion yen	*Operating loss of 0.1 billion yen was recorded for the same period last year
Ordinary income	(0.5) billion yen	*Ordinary loss of 0.2 billion yen was recorded for the same period last year
Net income	(0.5) billion yen	*Net loss of 0.6 billion yen was recorded for the same period last year

**Orders received**

Benefiting from the recovery in capital investment, orders for the AA business increased by 8.8% compared to the same period last year. BA business orders grew significantly, by 42.9% compared to the same period last year, as a result of winning large-scale service contracts\* that cover multiple years.

\* Orders are placed for large-scale service projects that stretch over several years, and the total value of a contracts for that multi-year period is recorded as a lump sum for accounting purposes. The periods covered by contracts won by the azbil Group through such market testing range from 3 to 5 years, and thus the amounts involved are quite considerable; consequently, they account for the bulk of the growth in orders achieved by the BA business in the first quarter of the current cumulative period.

**Net sales**

The AA business achieved steady growth in sales thanks to the recovery in market conditions. The BA business has generally performed according to initial plans; however, there was a slight drop in Q1 sales owing partly to the fact that there had been several large-scale projects in the same period last year. The LA business suffered a fall in sales due to damage to its factories and a temporary interruption in the procurement of parts following the Great East Japan Earthquake and the related nuclear power plant accident\*.

\* As a result of taking such steps as transferring production equipment to other contract manufacturers, the parts supply situation is essentially back to normal, and operations at manufacturing subsidiaries have been restarted.

**Income**

In addition to lower sales, expenditures increased for social insurance premiums and accrued retirement benefits, and as a result income was down.

**Forecast**

The forecast for the second quarter of the current consolidated cumulative period has been revised as follows.

Net sales	102.0 billion yen	( +3.0%)	* Figures in parentheses indicate any increase/decrease compared to those figures published in the forecast of May 10, 2011.
Operating income	3.5 billion yen	( +40.0%)	
Ordinary income	3.3 billion yen	( +37.5%)	
Net income	1.5 billion yen	( +66.7%)	

## Consolidated Financial Results



&lt;Quarterly&gt;

(Billions of yen)

	FY2009				FY2010				FY2011		
	1Q	2Q	3Q	4Q	1Q (A)	2Q	3Q	4Q	1Q (B)	Year on Year	
										(B)-(A)	% Change
<b>Orders received</b>	66.5	51.5	42.4	47.5	69.0	54.2	47.4	46.8	85.9	16.9	24.4 %
<b>Net sales</b>	39.2	54.3	44.9	73.8	44.8	54.5	52.3	67.6	44.6	(0.2)	(0.5)%
<b>Gross profit</b>	13.0	19.6	15.8	28.0	15.4	20.0	18.8	25.5	15.3	(0.1)	(0.7)%
<i>Gross profit margin</i>	33.2 %	36.2 %	35.2 %	37.9 %	34.4 %	36.7 %	36.0 %	37.7 %	34.4 %	(0.1)	
<b>Operating income</b>	(2.6)	4.1	(0.2)	11.1	(0.1)	3.9	2.5	8.7	(0.6)	(0.5)	-
<i>Operating margin</i>	(6.6)%	7.5 %	(0.5)%	15.1 %	(0.3)%	7.2 %	4.7 %	12.8 %	(1.5)%	(1.2)	
<b>Ordinary income</b>	(2.5)	3.9	(0.1)	11.3	(0.2)	3.8	2.4	8.8	(0.5)	(0.4)	-
<b>Income before income taxes and minority interests</b>	(2.6)	3.4	(0.2)	10.5	(0.7)	3.5	2.3	8.7	(0.5)	0.2	-
<b>Net income</b>	(2.0)	1.8	(0.3)	6.7	(0.6)	1.9	1.2	5.4	(0.5)	0.0	-

**[Effects of seasonality]**

Sales for the azbil Group tend to be concentrated in the second quarter and fourth quarter accounting periods, while fixed costs are generated constantly. This means that profits in the first quarter and third quarter accounting periods are typically lower than those in the other two quarters. For historical data on sales and profits for each quarter over the past 3 years, refer to page 12.

&lt;Quarterly&gt;

(Billions of yen)

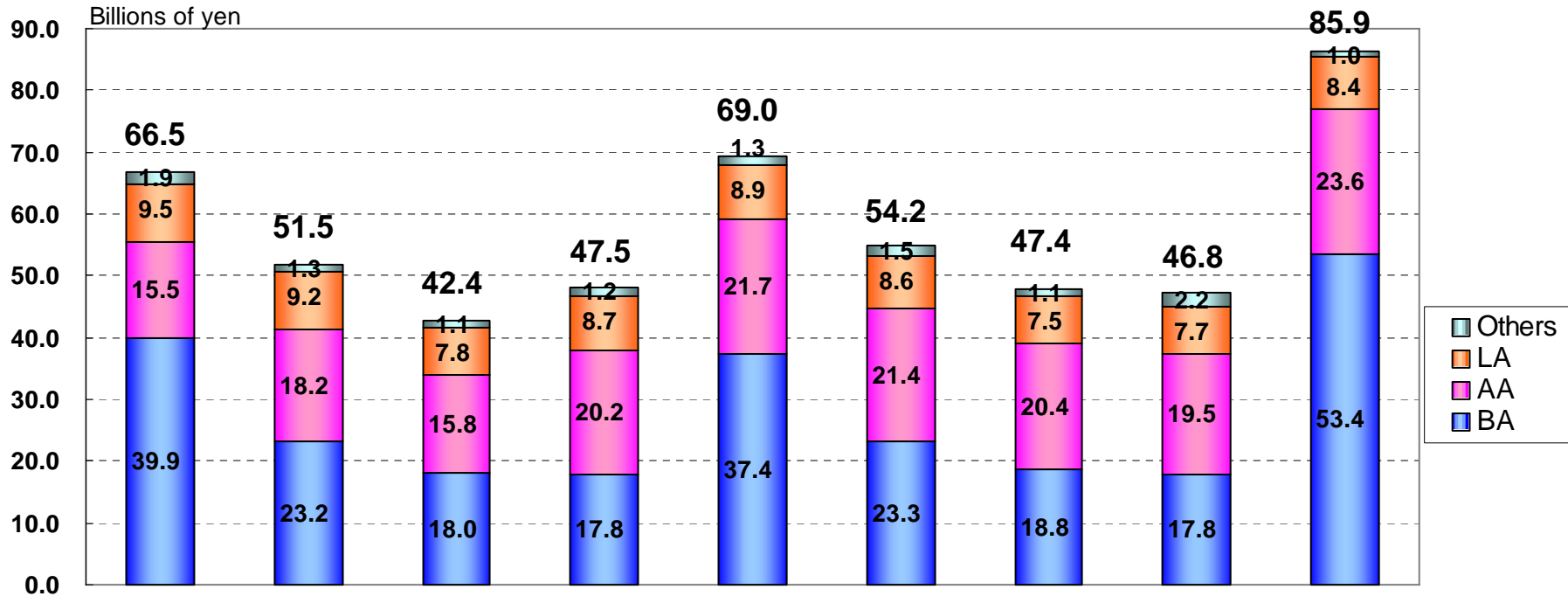
		FY2009				FY2010				FY2011		
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	Year on Year	
						(A)				(B)	(B)-(A)	% Change
BA	Orders received	39.9	23.2	18.0	17.8	37.4	23.3	18.8	17.8	53.4	16.0	42.9%
	Net sales	16.3	23.7	19.6	37.1	18.7	23.5	24.8	35.2	17.8	(0.8)	(4.5)%
	Segment profit	(0.9)	2.9	0.7	8.9	0.2	2.3	2.6	6.6	(0.9)	(1.1)	-
	%	(5.5)%	12.3%	3.3%	23.9%	1.0%	9.9%	10.5%	18.9%	(5.0)%	(6.0)	
AA	Orders received	15.5	18.2	15.8	20.2	21.7	21.4	20.4	19.5	23.6	1.9	8.8%
	Net sales	13.7	20.7	16.6	26.0	17.1	20.8	18.8	24.3	18.6	1.5	8.8%
	Segment profit	(1.7)	1.0	(1.0)	2.2	(0.2)	1.3	(0.1)	2.2	0.3	0.5	-
	%	(12.4)%	4.7%	(5.9)%	8.6%	(1.3)%	6.4%	(0.4)%	9.1%	1.6%	3.0	
LA	Orders received	9.5	9.2	7.8	8.7	8.9	8.6	7.5	7.7	8.4	(0.5)	(5.8)%
	Net sales	8.4	9.3	8.0	9.0	8.2	8.9	7.9	7.6	7.5	(0.7)	(8.8)%
	Segment profit	0.1	0.2	0.1	0.0	(0.1)	0.2	(0.1)	(0.2)	(0.1)	(0.0)	-
	%	0.7%	2.4%	0.7%	0.2%	(0.8)%	2.0%	(1.5)%	(2.9)%	(1.1)%	(0.2)	
Others	Orders received	1.9	1.3	1.1	1.2	1.3	1.5	1.1	2.2	1.0	(0.3)	(22.3)%
	Net sales	1.0	1.1	1.0	2.2	1.2	1.8	1.1	1.1	1.0	(0.1)	(12.8)%
	Segment profit	(0.1)	(0.0)	0.0	0.0	(0.0)	0.1	0.0	0.0	0.0	0.0	-
	%	(5.1)%	(3.4)%	3.7%	0.4%	(0.6)%	4.6%	3.9%	2.6%	2.0%	2.6	
Consolidated	Orders received	66.5	51.5	42.4	47.5	69.0	54.2	47.4	46.8	85.9	16.9	24.4%
	Net sales	39.2	54.3	44.9	73.8	44.8	54.5	52.3	67.6	44.6	(0.2)	(0.5)%
	Operating income	(2.6)	4.1	(0.2)	11.1	(0.1)	3.9	2.5	8.7	(0.6)	(0.5)	-
	Operating margin	(6.6)%	7.5%	(0.5)%	15.1%	(0.3)%	7.2%	4.7%	12.8%	(1.5)%	(1.2)	

\* Each segment amounts include internal transactions between business segments.

[Reference] FY2009/1Q to 2011/1Q  
**Orders Received by Segment**



<Quarterly>



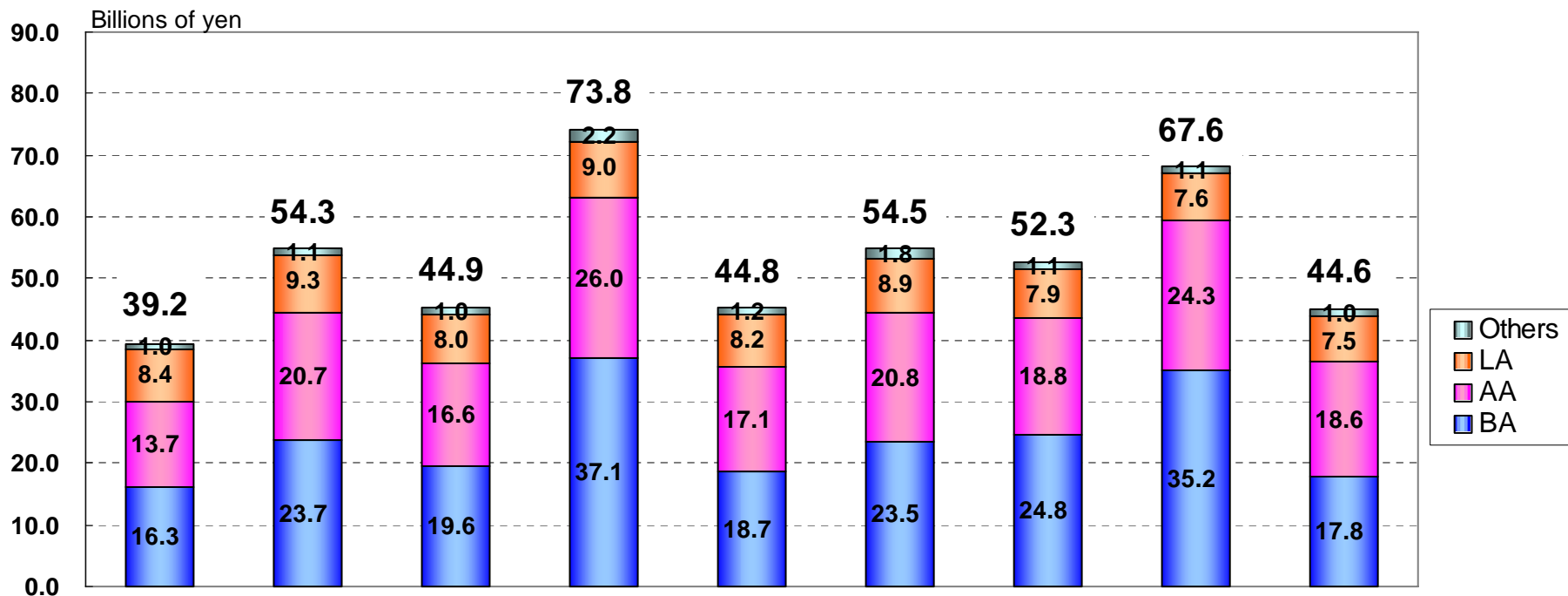
(Billions of yen)

	FY2009				FY2010				FY2011
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
BA	39.9	23.2	18.0	17.8	37.4	23.3	18.8	17.8	53.4
AA	15.5	18.2	15.8	20.2	21.7	21.4	20.4	19.5	23.6
LA	9.5	9.2	7.8	8.7	8.9	8.6	7.5	7.7	8.4
Others	1.9	1.3	1.1	1.2	1.3	1.5	1.1	2.2	1.0
<b>Consolidated</b>	<b>66.5</b>	<b>51.5</b>	<b>42.4</b>	<b>47.5</b>	<b>69.0</b>	<b>54.2</b>	<b>47.4</b>	<b>46.8</b>	<b>85.9</b>

\* Each segment amounts include internal transactions between business segments.

# Net Sales by Segment

<Quarterly>



(Billions of yen)

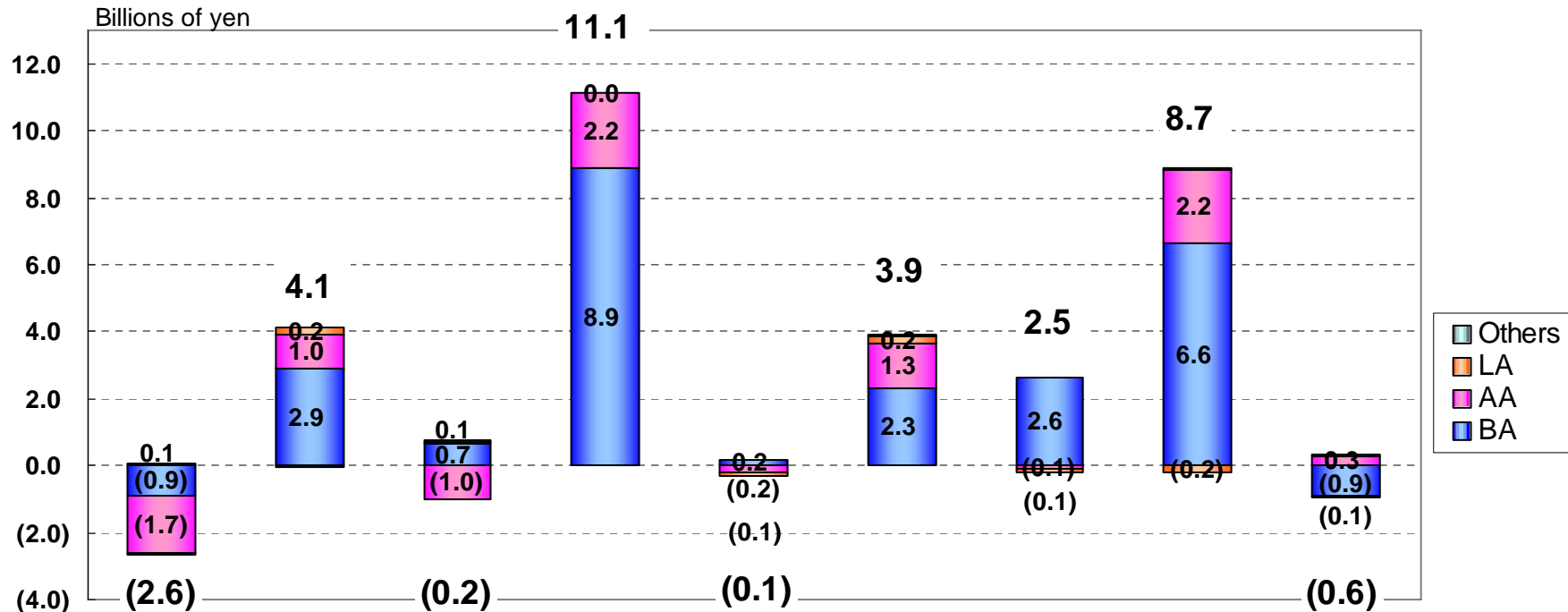
	FY2009				FY2010				FY2011
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
BA	16.3	23.7	19.6	37.1	18.7	23.5	24.8	35.2	17.8
AA	13.7	20.7	16.6	26.0	17.1	20.8	18.8	24.3	18.6
LA	8.4	9.3	8.0	9.0	8.2	8.9	7.9	7.6	7.5
Others	1.0	1.1	1.0	2.2	1.2	1.8	1.1	1.1	1.0
Consolidated	39.2	54.3	44.9	73.8	44.8	54.5	52.3	67.6	44.6

\* Each segment amounts include internal transactions between business segments.

# Segment Profit (Operating Income)



<Quarterly>



(Billions of yen)

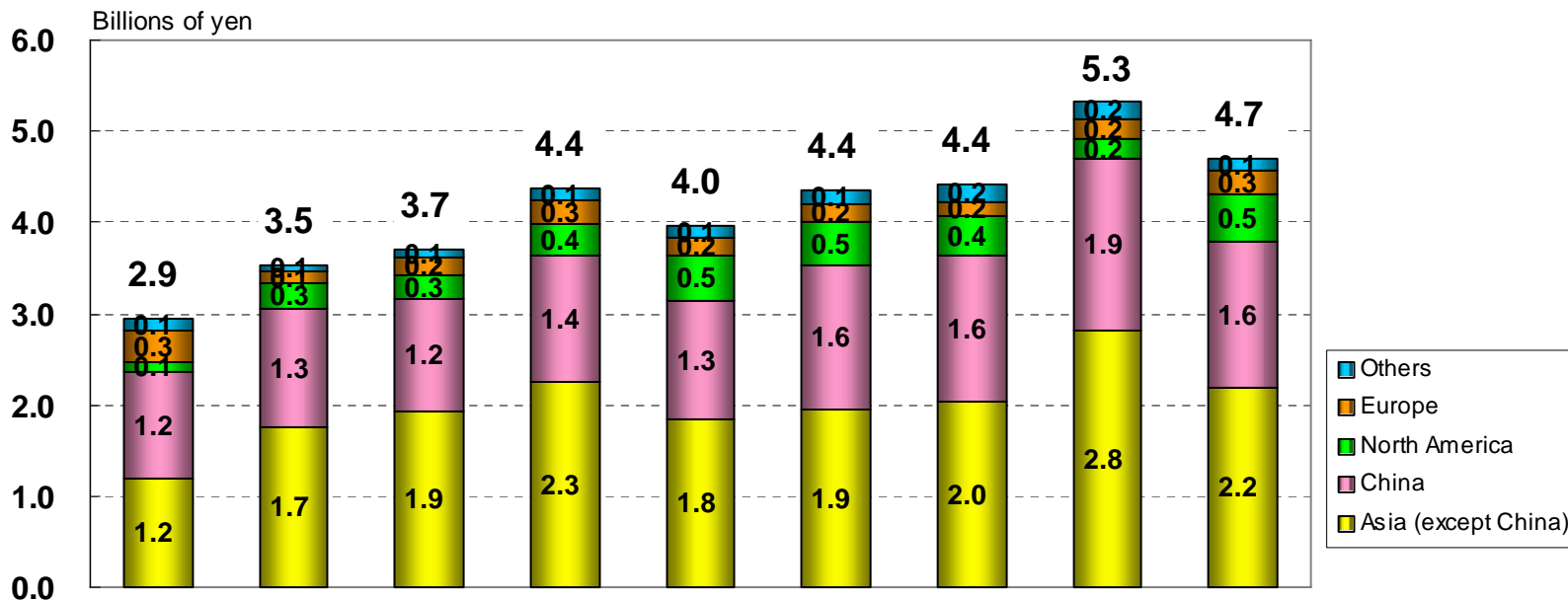
	FY2009				FY2010				FY2011
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
BA	(0.9)	2.9	0.7	8.9	0.2	2.3	2.6	6.6	(0.9)
AA	(1.7)	1.0	(1.0)	2.2	(0.2)	1.3	(0.1)	2.2	0.3
LA	0.1	0.2	0.1	0.0	(0.1)	0.2	(0.1)	(0.2)	(0.1)
Others	(0.1)	(0.0)	0.0	0.0	(0.0)	0.1	0.0	0.0	0.0
Consolidated	(2.6)	4.1	(0.2)	11.1	(0.1)	3.9	2.5	8.7	(0.6)

\* Each segment amounts include internal transactions between business segments.

# International Business (Overseas Sales)



<Quarterly>



(Billions of yen)

	FY2009				FY2010				FY2011		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	Year on Year	
					(A)				(B)	(B)-(A)	% Change
Asia (except China)	1.2	1.7	1.9	2.3	1.8	1.9	2.0	2.8	2.2	0.3	18.7 %
China	1.2	1.3	1.2	1.4	1.3	1.6	1.6	1.9	1.6	0.3	23.2 %
North America	0.1	0.3	0.3	0.4	0.5	0.5	0.4	0.2	0.5	0.0	7.4 %
Europe	0.3	0.1	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.1	29.1 %
Others	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.1	0.0	1.2 %
<b>Total</b>	<b>2.9</b>	<b>3.5</b>	<b>3.7</b>	<b>4.4</b>	<b>4.0</b>	<b>4.4</b>	<b>4.4</b>	<b>5.3</b>	<b>4.7</b>	<b>0.7</b>	<b>18.7 %</b>

\* International business (overseas sales) figures include only the sales of overseas affiliates and direct exports; indirect exports are excluded.

\* The accounting year used by overseas affiliates ends on December 31.



# FY2011 1st Quarter Consolidated Balance Sheets



(Billions of yen)

	FY2010		FY2011	Difference (B)-(A)		FY2010		FY2011	Difference (B)-(A)
	1Q Jun.2010	(A) 4Q Mar.2011	(B) 1Q Jun.2011			1Q Jun.2010	(A) 4Q Mar.2011	(B) 1Q Jun.2011	
<b>Current assets</b>	<b>154.7</b>	<b>164.4</b>	<b>154.3</b>	<b>(10.1)</b>	<b>Liabilities</b>	<b>84.4</b>	<b>86.1</b>	<b>77.9</b>	<b>(8.2)</b>
<b>Cash &amp; deposits</b>	49.8	48.6	47.4	(1.1)	<b>Current liabilities</b>	<b>68.7</b>	<b>65.5</b>	<b>57.2</b>	<b>(8.3)</b>
<b>Notes &amp; accounts receivable - trade</b>	60.9	76.0	63.8	(12.3)	<b>Notes &amp; accounts payable - trade</b>	33.1	33.9	31.9	(2.1)
<b>Inventories</b>	19.0	13.8	17.1	3.3	<b>Short-term loans &amp; Bonds</b>	14.4	5.7	5.6	(0.1)
<b>Others</b>	24.9	26.0	26.0	0.0	<b>Others</b>	21.1	25.9	19.8	(6.1)
<b>Noncurrent assets</b>	<b>55.0</b>	<b>53.1</b>	<b>52.4</b>	<b>(0.7)</b>	<b>Noncurrent liabilities</b>	<b>15.7</b>	<b>20.6</b>	<b>20.7</b>	<b>0.1</b>
<b>Property, plant &amp; equipment</b>	26.9	25.7	25.2	(0.5)	<b>Long-term loans &amp; Bonds</b>	0.7	6.2	6.1	(0.0)
<b>Intangible assets</b>	6.7	5.8	5.4	(0.4)	<b>Others</b>	15.0	14.5	14.6	0.1
<b>Investments &amp; other assets</b>	21.3	21.6	21.8	0.2					
					<b>Net assets</b>	<b>125.2</b>	<b>131.4</b>	<b>128.8</b>	<b>(2.6)</b>
					<b>Shareholders' equity</b>	<b>122.6</b>	<b>128.8</b>	<b>125.9</b>	<b>(2.9)</b>
					<b>Capital stock</b>	10.5	10.5	10.5	-
					<b>Capital surplus</b>	17.2	17.2	17.2	(0.0)
					<b>Retained earnings</b>	97.5	103.7	100.8	(2.9)
					<b>Treasury stock</b>	(2.6)	(2.6)	(2.6)	(0.0)
					<b>Total accumulated other comprehensive income</b>	<b>1.0</b>	<b>0.8</b>	<b>1.2</b>	<b>0.3</b>
					<b>Subscription rights to shares &amp; Minority interests</b>	<b>1.6</b>	<b>1.8</b>	<b>1.8</b>	<b>0.0</b>
<b>Total assets</b>	<b>209.6</b>	<b>217.5</b>	<b>206.7</b>	<b>(10.8)</b>	<b>Total liabilities &amp; net assets</b>	<b>209.6</b>	<b>217.5</b>	<b>206.7</b>	<b>(10.8)</b>

# FY2011 2nd Quarter (Cumulative period) Revision to Consolidated Results Forecast



On May 10, 2011, when the Group's financial results were announced, a consolidated results forecast was published for the second quarter of the current consolidated cumulative period of fiscal year 2011. This forecast has now been revised in the light of trends evident in the results for the first quarter of the current consolidated cumulative period.

(Billions of yen)

	FY2010							FY2011					
	1Q Actual	2Q Actual	1H Actual	3Q Actual	4Q Actual	2H Actual	Full year Actual	1Q Actual	2Q	1H Forecast			
										Initial (A) <small>May 10, 2011</small>	Revised (B) <small>July 29, 2011</small>	Difference	
												(B) - (A)	% Change
<b>Net Sales</b>	44.8	54.5	99.3	52.3	67.6	119.9	219.2	44.6		99.0	102.0	3.0	3.0%
<b>Operating income</b>	(0.1)	3.9	3.8	2.5	8.7	11.1	14.9	(0.6)		2.5	3.5	1.0	40.0%
<b>Ordinary income</b>	(0.2)	3.8	3.7	2.4	8.8	11.2	14.9	(0.5)		2.4	3.3	0.9	37.5%
<b>Net income</b>	(0.6)	1.9	1.3	1.2	5.4	6.6	7.9	(0.5)		0.9	1.5	0.6	66.7%

\*Note that the consolidated results forecast for the fiscal year ending March 31, 2012 will remain unchanged for the time being. This decision is based on concerns regarding the possible impact on Japan's economy of the expansion of power restrictions, throughout the country and for the foreseeable future, as well as a slowdown in overseas economies and uncertainties regarding future exchange rates.

# Revision to Consolidated Results Forecast by Segment



(Billions of yen)

	FY2010								FY2011					
	1Q Actual	2Q Actual	1H Actual	3Q Actual	4Q Actual	2H Actual	Full year Actual	1Q Actual	2Q	1H Forecast				
										Initial (A) May 10, 2011	Revised (B) July 29, 2011	Difference		
												(B) - (A)	% Change	
<b>BA</b>	<b>Net sales</b>	18.7	23.5	42.2	24.8	35.2	59.9	102.1	17.8		44.0	44.0	-	-
	<b>Segment profit</b>	0.2	2.3	2.5	2.6	6.6	9.2	11.7	(0.9)		2.2	2.2	-	-
	<b>%</b>	1.0%	9.9%	5.9%	10.5%	18.9%	15.4%	11.5%	(5.0)%		5.0%	5.0%	-	-
<b>AA</b>	<b>Net sales</b>	17.1	20.8	37.9	18.8	24.3	43.1	81.0	18.6		39.0	41.0	2.0	5.1%
	<b>Segment profit</b>	(0.2)	1.3	1.1	(0.1)	2.2	2.1	3.2	0.3		1.3	1.7	0.4	30.8%
	<b>%</b>	(1.3)%	6.4%	2.9%	(0.4)%	9.1%	4.9%	4.0%	1.6%		3.3%	4.1%	0.8	
<b>LA</b>	<b>Net sales</b>	8.2	8.9	17.1	7.9	7.6	15.5	32.6	7.5		15.0	16.0	1.0	6.7%
	<b>Segment profit</b>	(0.1)	0.2	0.1	(0.1)	(0.2)	(0.3)	(0.2)	(0.1)		(0.9)	(0.3)	0.6	-
	<b>%</b>	(0.8)%	2.0%	0.6%	(1.5)%	(2.9)%	(2.2)%	(0.7)%	(1.1)%		(6.0)%	(1.9)%	4.1	
<b>Others</b>	<b>Net sales</b>	1.2	1.8	3.0	1.1	1.1	2.2	5.1	1.0		2.0	2.0	-	-
	<b>Segment profit</b>	(0.0)	0.1	0.1	0.0	0.0	0.1	0.1	0.0		(0.1)	(0.1)	-	-
	<b>%</b>	(0.6)%	4.6%	2.5%	3.9%	2.6%	3.3%	2.8%	2.0%		(5.0)%	(5.0)%	-	-
<b>Consolidated</b>	<b>Net sales</b>	44.8	54.5	99.3	52.3	67.6	119.9	219.2	44.6		99.0	102.0	3.0	3.0%
	<b>Operating income</b>	(0.1)	3.9	3.8	2.5	8.7	11.1	14.9	(0.6)		2.5	3.5	1.0	40.0%
	<b>Operating margin</b>	(0.3)%	7.2%	3.8%	4.7%	12.8%	9.3%	6.8%	(1.5)%		2.5%	3.4%	0.9	

\* Each segment amounts include internal transactions between business segments.

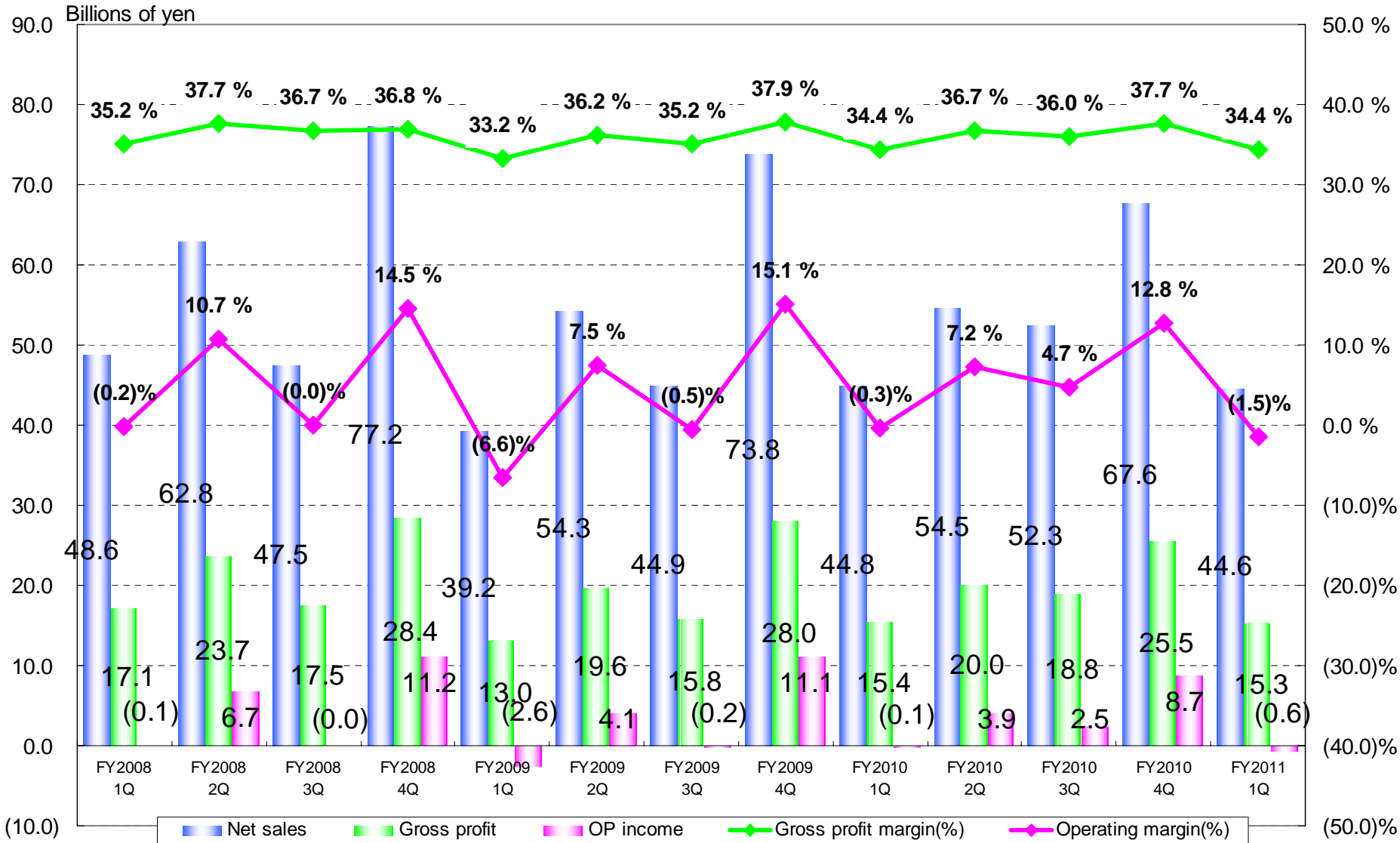
**BA:** This segment generally performed according to initial plans, and it is expected to achieve published targets.

**AA:** Despite the slowdown in overseas economies and concerns about the impact of the high yen on Japan's export-based industries, this segment is expected to continue to perform well thanks to the robust recovery in capital investment in Japan and overseas.

**LA:** It is expected that the impact of the March 11 disaster and following nuclear power plant accident – resulting in supply chain disruptions and temporary suspension of operations at manufacturing subsidiaries – will be less than initially envisaged.

[Reference]

# Net Sales, Profit and Profit Margin (Quarterly)



\* Sales for the azbil Group tend to be concentrated in the second quarter and fourth quarter accounting periods, while fixed costs are generated constantly. This means that profits in the first quarter and third quarter accounting periods are typically lower than those in the other two quarters.

# From “Yamatake” to “Azbil”



On the 105<sup>th</sup> anniversary of the company’s founding, and the 5<sup>th</sup> anniversary of the debut of “azbil,” Yamatake Corporation will change its name.

**April 1, 2012**

**Azbil Corporation**

Simultaneously the other main Group companies in Japan will add “Azbil” to their company names.

**To realize safety, comfort and fulfillment in people's lives, and contribute to global environmental preservation through "human-centered automation."**



These 3 characters appear in azbil corporate advertising. From the left: Billy, Ippei and Lisa. Their initials represent the 3 core businesses of the azbil Group: B for Building, I for Industrial, and L for Life. As the azbil Group grows, so too will they grow.