

## FY 2008 Management Plan Interim Follow-up

November 2008

Masao Yoshida

President and COO

FURUKAWA ELECTRIC

- 1. Future Direction
- 2. FY2008 1H Highlights
- 3. FY2008 Full-Year Management Plan
- 4. Segment Data

# Improve ROA through the realignment of the portfolio while restricting total assets to 1 trillion yen

- Operate the transmission infrastructure business globally for telecommunications and electric power
- Strengthen our position in the niche business that differentiates Furukawa from its competitors through materials
- Tightening the traditional copper processing business
  - ⇒ Reduce costs through consolidation, realignment and higher capacity utilization

## 2. FY2008 1H Highlights

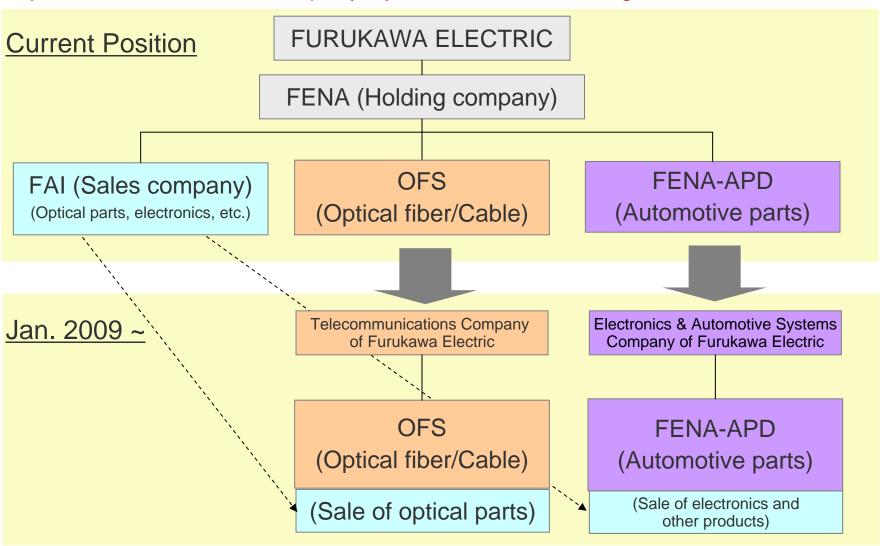
Net sales and operating income increased, and net income rose substantially thanks to the realignment of business in North America

FY07 1H Actual	Most recent forecast for FY08 1H	FY08 1H Actual	Comparison with results in FY07
577.5	595.0	583.9	+1%
21.0	21.0	21.1	+1%
22.6	12.0	17.1	-24%
14.6	13.6	25.0	+71%
	End of Mar. 08	End of Sep. 08	
	399.1	387.7	-113
	577.5 21.0 22.6	FY07 1H Actual       for FY08 1H         577.5       595.0         21.0       21.0         22.6       12.0         14.6       13.6         End of Mar. 08	FY07 1H Actual         for FY08 1H         FY08 1H Actual           577.5         595.0         583.9           21.0         21.0         21.1           22.6         12.0         17.1           14.6         13.6         25.0           End of Mar. 08         End of Sep. 08

	Variation factors below the line of non-operating income and loss				
		FY07 1H Actual	FY08 1H Actual	Difference	Factor
$\Gamma$	Foreign exchange gain and loss	+4.1	-2.8	-6.9	(Increase in foreign exchange loss on yen loans)
	Equity in income of non-consolidated subsidiaries and affiliates	+0.8	+1.1	+0.3	(Contribution by VISCAS, which deals with high-voltage cables)
	Extraordinary profit	+1.2	+13.4	+12.2	(Foreign exchange adjustment gain from the liquidation of overseas subsidiaries)
	Extraordinary loss	-5.6	-18.7	-13.1	(Slag treatment on an old factory site of Furukawa Magnesium, etc.)
	Income taxes	-1.9	+15.5	+17.4	(Tax effect of the realignment of subsidiaries in North America, etc.)
	Minority interest	-1.6	-2.3	-0.7	(Fall in deductions related to OCP, etc.)

# Realignment of Manufacturing and Sales System in North America (1) FURUKAWA ELECTRIC

Objective: Introduce the Company System of manufacturing and sales



# Realignment of Manufacturing and Sales System in North America (2)

Effects of the liquidation of FENA (planned for the end of December 2008)

- (1) Introduce the Company System of manufacturing and sales
  - ⇒ Expand business through unification and accelerate responses to customer needs
- (2) Yen loans from Furukawa Electric
  - ⇒Repaid by substitution with assets held by FENA
  - ⇒ Foreign exchange risk of yen loans will be eliminated from January 2009

(±600 million yen in non-operating income/±1 yen)

- (3) Record deferred tax assets with a loss on investment in OFS fixed
  - ⇒ Record a 21.2 billion yen writeback of income tax adjustment

Slag treatment (residue after refining magnesium) is planned on an old factory site (173,407m² in Oyama-city, Tochigi Prefecture) of the former Furukawa Magnesium Co., Ltd.

Expected cost: 11.7 billion yen

Schedule: To commence in fall 2009 after investigation;

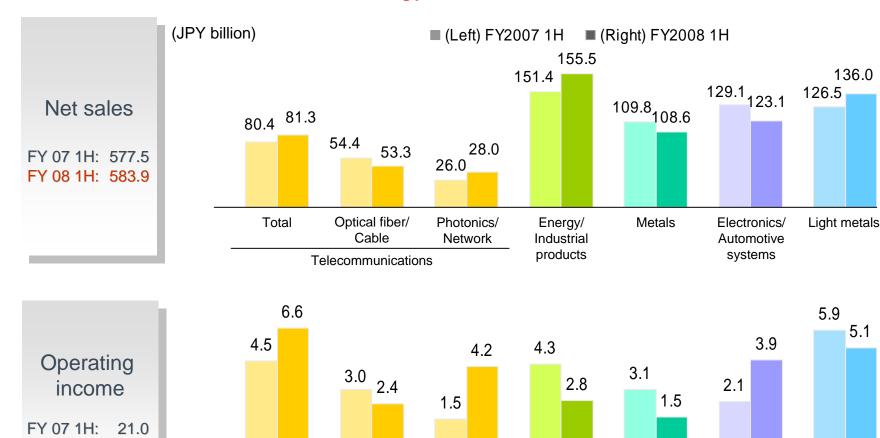
expected to take a few years

Impact on operating results:

Extraordinary loss of 11.7 billion yen to be recorded

in the second quarter of FY09/3

## Higher income from Photonics and Electronics & Automotive Systems offset lower income from Energy & Industrial Products and Metals



Photonics/

Network

Energy/

Industrial

products

Metals

Electronics/

Automotive

systems

Optical fiber/

Cable

**Telecommunications** 

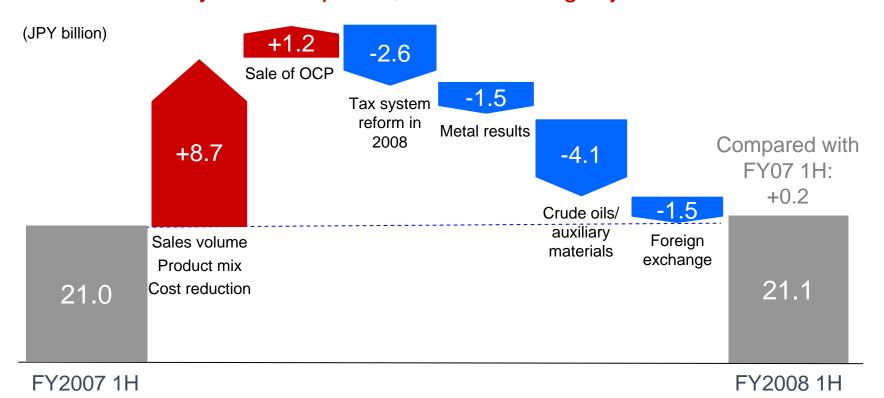
Light metals

Total

FY 08 1H: 21.1

# Factor Analysis of Operating Income FY2007 and FY2008 1H

Improvements offset the effect of the tax system reform, a rise in crude oil and auxiliary material prices, and the stronger yen



\* Metals: copper, aluminum

\* Crude oils: raw materials for fuels and petrochemical products

\* Auxiliary materials: magnesium, silver, tin, nickel, etc.

## Major Strategies for Growth in FY2008 1H

**FURUKAWA ELECTRIC** 

Global operation of the transmission infrastructure business and strengthening our position in the niche business

<u>Theme</u>	Project implemented		
Global expansion/ Production hike	<pre><optical cables=""> <high-voltage cables=""> <semiconductor tapes=""> <electrolytic copper="" foil=""></electrolytic></semiconductor></high-voltage></optical></pre>	Established a system for increased production in Europe Commenced production in Argentina Increased capacity by 30% in Shenyang, China Doubled capacity in Japan Increased capacity by 15% in Taiwan and 20% in Japan	
Realignment of businesses and subsidiaries	<optical cables=""> <electric parts=""></electric></optical>	Consolidated domestic production into Chiba Newly consolidated acquired subsidiaries	
Improvement in finance	Recorded a gain on reversal of foreign currency translation adjustments due to the liquidation of a subsidiary in Canada Continued to reduce interest-bearing debt		

## 3. FY 2008 Full-Year Management Plan

## FY2008 Forecast (Revised on November 10) FURUKAWA ELECTRIC

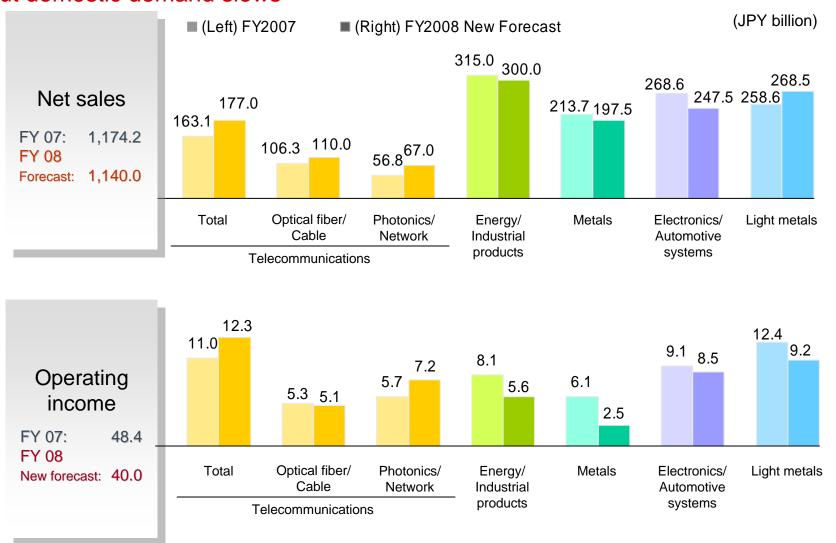
An increase in net income is expected because of the realignment of business in North America, despite the economic slowdown

(JPY billion)		Y08 us forecast	FY08 new forecast	Difference
Net sales	1,2	210.0	1,140.0	-70.0
Impact of the tax reform in	2008	-6.5	-5.7	
Operating income		46.0	40.0	-6.0
Foreign exchange gain or	loss on loans	-6.5	-9.2	
Ordinary profit		34.5	26.0	-8.5
Extraordinary gain/loss		+10.1	-14.0	
Income tax adjustments, e	tc.	-14.7	+20.8	
Net income		24.1	29.0	+4.9
EPS	JF	PY 34	JPY 41	+7
Assumptions:			(1H Actual/2H Forecast)	
Exchange rate (yen per U.S. dollar) 100			103	(←105/100)
Dubai crude oil (\$/B) 111		89	(←115/62)	
Copper price (yen per kg) 900		704	(←907/500)	
Aluminum base pri	ce (yen per kg)	320	330	(←345/325)

# Net Sales and Operating Income by Segment FY2007 and FY2008 New Forecast

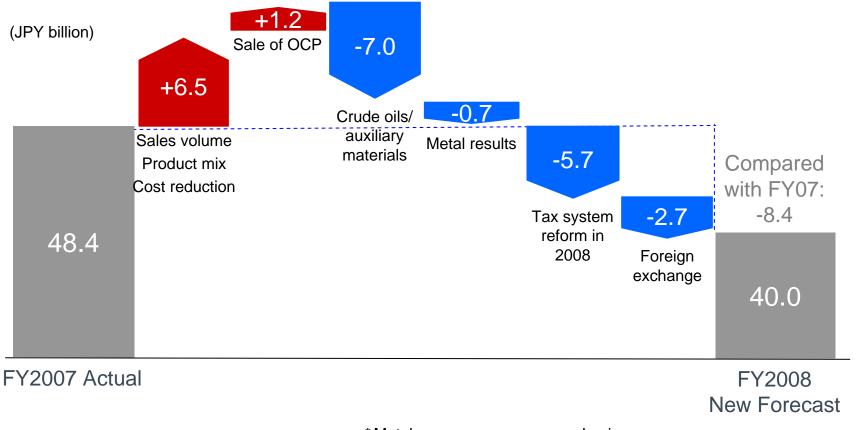
**FURUKAWA ELECTRIC** 

Overseas infrastructure for telecommunications and electric power is firm, but domestic demand slows



## Factor Analysis of Operating Income FY2007 and FY2008 New Forecast

A decline in income from crude oils, auxiliary materials and metals is expected to be offset by improvements, but income is forecast to fall reflecting the tax system reform and foreign exchange



\* Metals: copper, aluminum

\* Crude oils: raw materials for fuels and petrochemical products

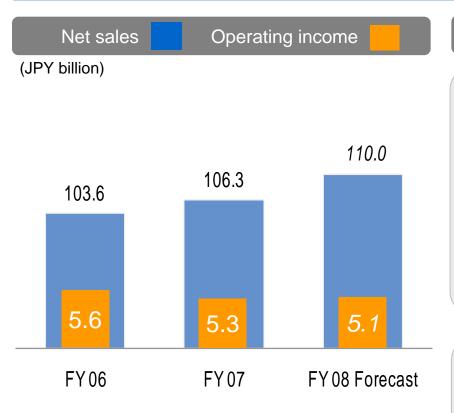
\* Auxiliary materials: magnesium, silver, tin, nickel, etc.

Global operation of the transmission infrastructure business and strengthening our position in the niche business

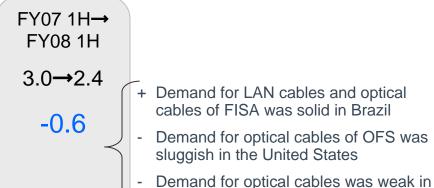
<u>Theme</u>	Project implemented	
Global expansion/ Production hike	<pre><optical cables=""> <semiconductor lasers=""> <high-voltage cables=""> <electrolytic copper="" foil=""> <glass substrate=""> <wire harnesses=""></wire></glass></electrolytic></high-voltage></semiconductor></optical></pre>	Add capacity in Shenyang, China
Realignment of businesses and subsidiaries	<subsidiaries and="" in="" n<="" north="" subsidiaries="" td=""><td>merica&gt; Liquidate FENA Make Inoue Manufacturing a wholly- owned subsidiary Merge Furukawa Circuit Foil</td></subsidiaries>	merica> Liquidate FENA Make Inoue Manufacturing a wholly- owned subsidiary Merge Furukawa Circuit Foil
Improvement in finance	Reduce foreign exchange risk Continue to reduce interest-bearing debt	

## 4. Segment Data

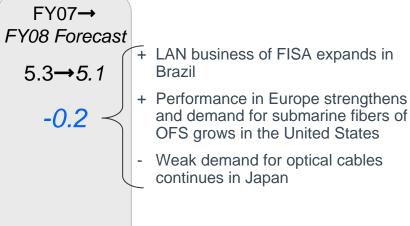
## Telecommunications < Optical Fiber/Cable>



Factors influencing operating income (JPY billion)

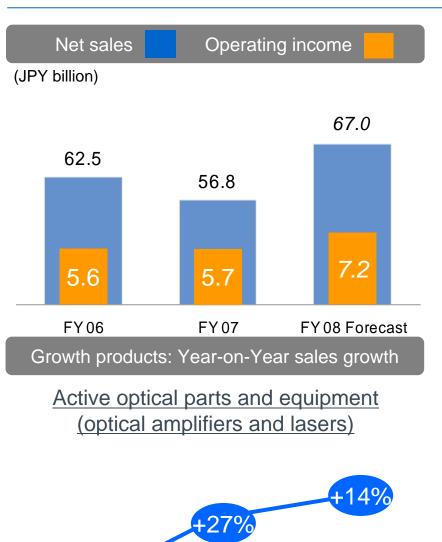


Japan

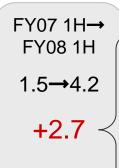


### Telecommunications < Photonics/Network>

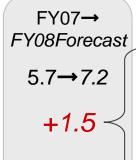
#### **FURUKAWA ELECTRIC**



### Factors influencing operating income



- Up 1.2 due to the sale of loss-making subsidiaries in the United States in FY07 1H
- + Demand for optical amplifiers and lasers for NGN was solid in Japan
- + Demand for optical parts for FTTH was firm in Japan
- + Demand for routers and CATV-related products was strong in Japan

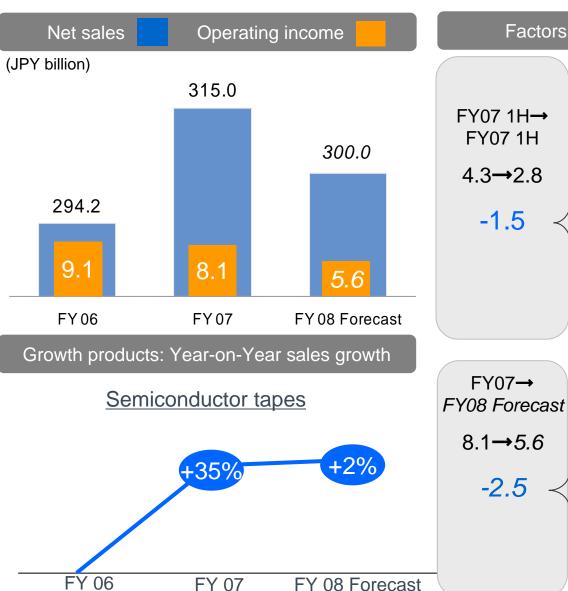


- Up 1.2 due to the sale of loss-making subsidiaries in the United States in FY07 1H
- + Firm demand for optical amplifiers and lasers continues
- Demand for CATV-related products slows in Japan

FY 08 Forecast

FY 07

**FY 06** 



### Factors influencing operating income

FY07 1H→ FY07 1H

4.3→2.8

-1.5

FY07→

8.1→5.6

-2.5

### Energy

- + Demand for high-voltage cables was solid in Shenyang, China
- + Demand for high-voltage parts was firm in Japan
- Weak demand for copper wires and industrial wires in Japan

Industrial products

- Demand for semiconductor tapes slowed slightly
- Demand for form products was lackluster Common
- Effect of tax reform: -0.2

Energy

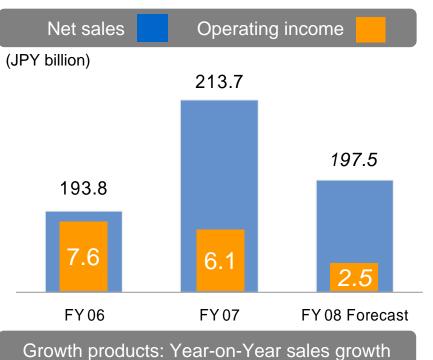
- + Demand for high-voltage cables continues to be strong in Shenyang, China
- Demand for copper wires and industrial wires remains weak in Japan

Industrial products

- Demand for semiconductor tapes slows
- Demand for form products remains sluggish

#### Common

Effect of tax reform: -0.4







- 3.1→1.5
- Demand for copper strips and pipes declined
- Demand for commodity copper foils fell
- Effect of tax reform: -0.5

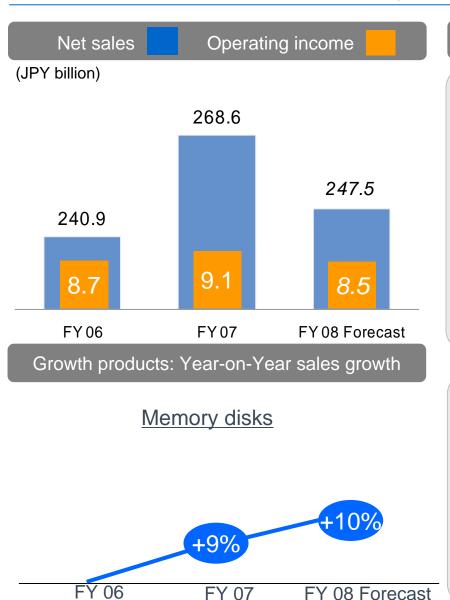
### Electrolytic copper foils



FY07→ FY08 Forecast

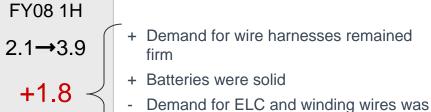
6.1→2.5

- Inventories of copper strips and pipes are adjusted
- Inventories of commodity copper foils are adjusted
- + Processing charges are revised
- Effect of tax reform: -1.0

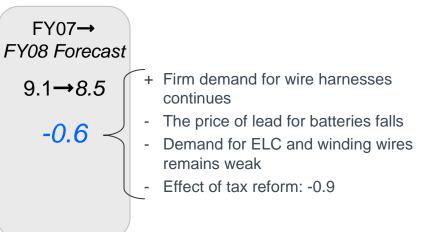


#### Factors influencing operating income

FY07 1H→

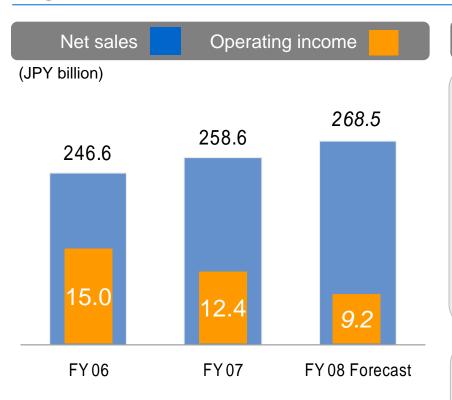


- Demand for ELC and winding wires was sluggish
- Effect of tax reform: -0.4

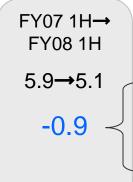


## Light Metals (The Furukawa-Sky Group)

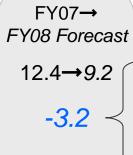
#### **FURUKAWA ELECTRIC**



### Factors influencing operating income



- + Sales of plates, etc. increased overall
- Crude oil and auxiliary material prices rose: -2.4
- Effect of tax reform: -1.4



- + Crude oil and auxiliary material prices fall
- + Demand for photovoltaic power generation substrate holders increases
- Export of plates slows
- Effect of tax reform: -3.1

Thank you for your attention.



#### **Forward-Looking Statements**

Projections of future sales and earnings in these materials are "forward-looking statements." Management offers these projections in good faith and on the basis of information presently available. Information in these statements reflects assumptions about such variables as economic trends and currency exchange rates.

Forward-looking statements incorporate known and unknown risks as well as other uncertainties that include, but are not limited to, the following items.

- Economic trends in the U.S., Europe, Japan and elsewhere in Asia, particularly with regard to consumer spending and corporate capital expenditures.
- Changes in exchange rates of the U.S. dollar, euro, and Asian currencies.
- The Furukawa Electric Group's ability to respond to rapid advances in technology.
- Changes in assumptions involving financial and managerial matters and the operating environment.
- Current and future trade restrictions and related matters at foreign countries.
- Changes in the market value of securities held by the Furukawa Electric Group.

Due to the above factors, actual sales, earnings, and other operating results may differ significantly from the figures in the plans contained in these materials. In addition, following the release of these materials, the Furukawa Electric Group assumes no obligation to publicly announce any revisions to forward-looking statements in these materials.

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