# Fiscal 2006 Third Quarter, ended December 31, 2005 Business Results

1 February, 2006

Victor Company of Japan, Ltd.



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#### **Summary of Business Results in Fiscal 2006 3Q**

### 1. Difficulty for Consumer Electronics business

- Difficulty for Display business in U.S. and Audio/Video Systems business globally
- Décrease in sales for Digital Video Storage business due to reduced lineup
- Positive point: stable growth for Camcorder and Mobile Entertainment businesses
- 2. Continuous business recovery for Professional Electronics, Components & Devices and Software & Media
  - Hit music software from SAS, SMAP music artists, etc.

## 3. Reduction of inventory both in amount and in turnover days

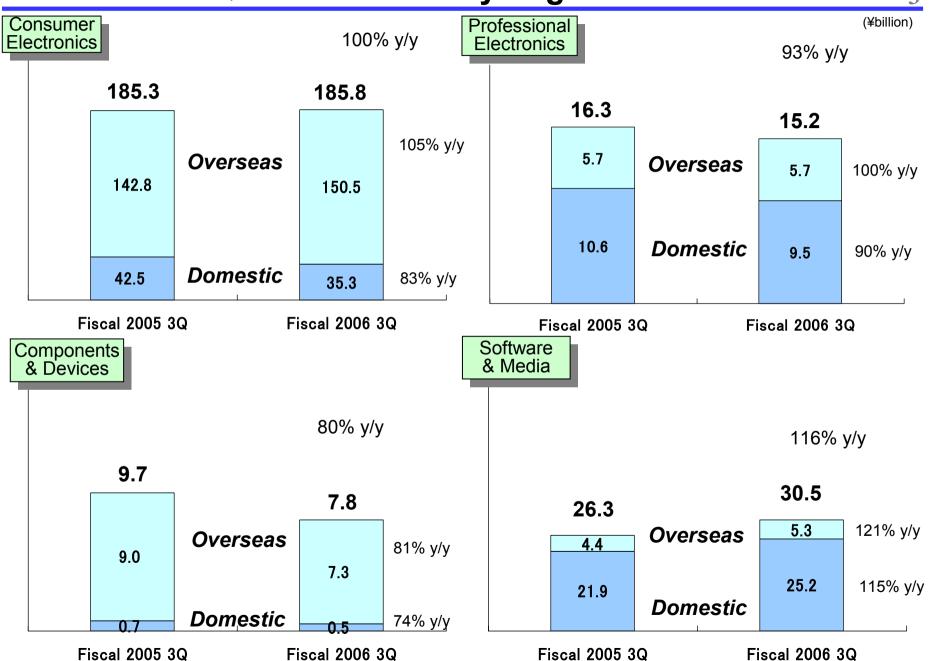
#### Fiscal 2006 3Q Consolidated Financial Results

(¥billion)

	2005/10~2005/12			2005/4~2005/12		
	Results	FY05	Change vs FY05	Results	FY05	Change vs FY05
Net Sales	240.5	239.2	101%	627.8	649.3	97%
Operating	0.6%	3.1%	20%	-0.4%	1.8%	
income (loss)	1.5	7.4	-5.9	(2.2)	11.8	-14.0
Ordinary income	0.1%	2.7%	2%	-1.3%	1.5%	
(loss)	0.1	6.5	-6.3	(8.3)	9.7	-18.0
	0.0%	2.0%	2%	-2.4%	0.1%	
Net income (loss)	0.1	4.7	-4.6	(15.2)	0.3	-15.6



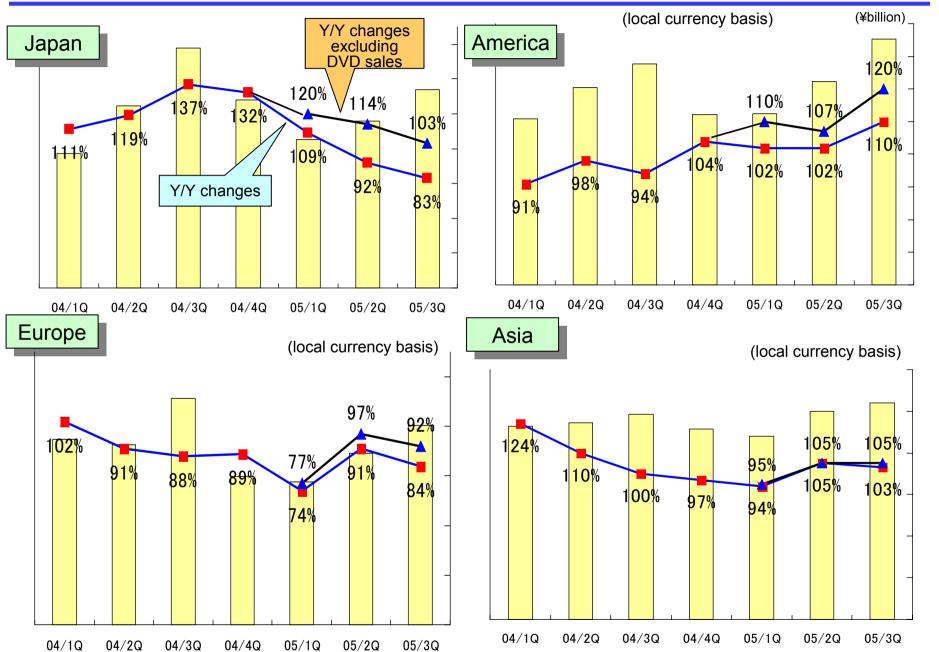






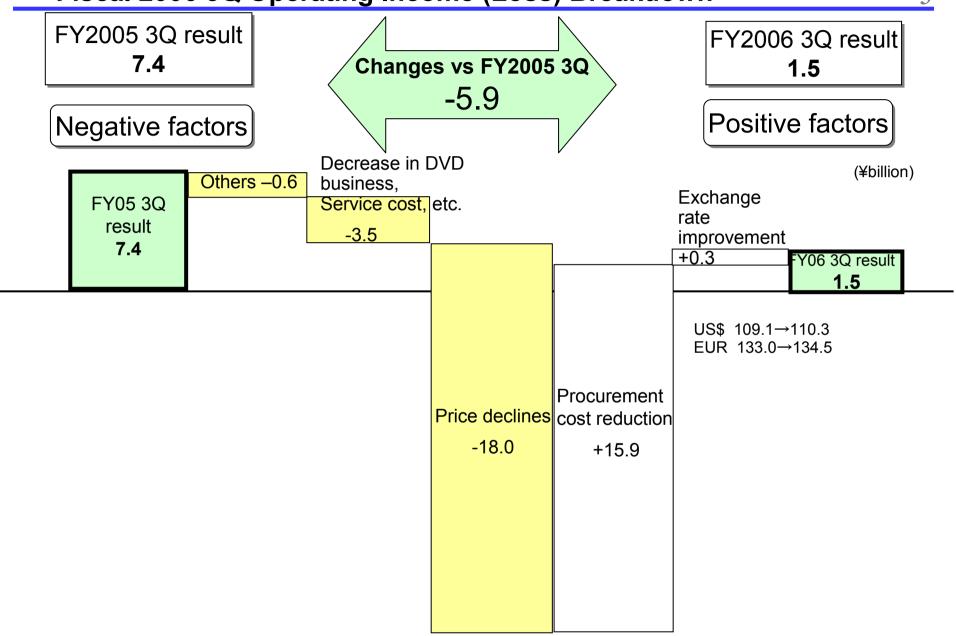
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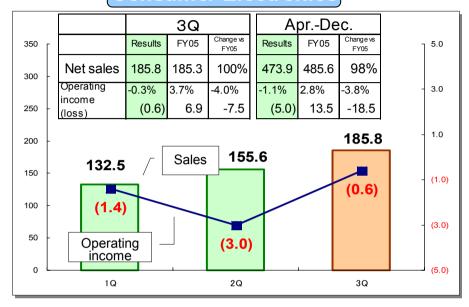
#### Fiscal 2006 3Q Operating Income (Loss) Breakdown



#### FY2006 3Q Sales Results by Segment

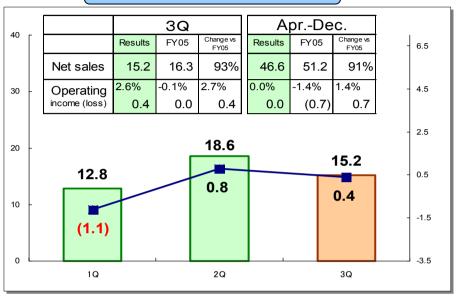


#### Consumer Electronics

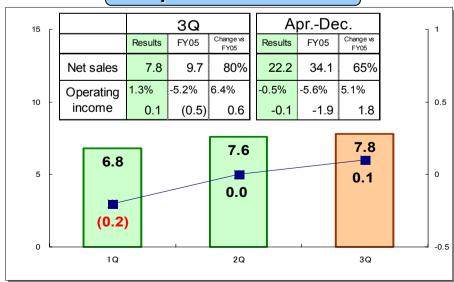


#### Professional Electronics

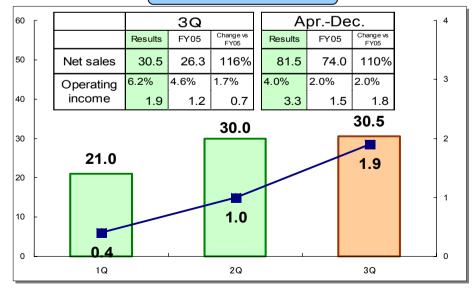
(¥billion)



#### Components & Devices



#### Software & Media

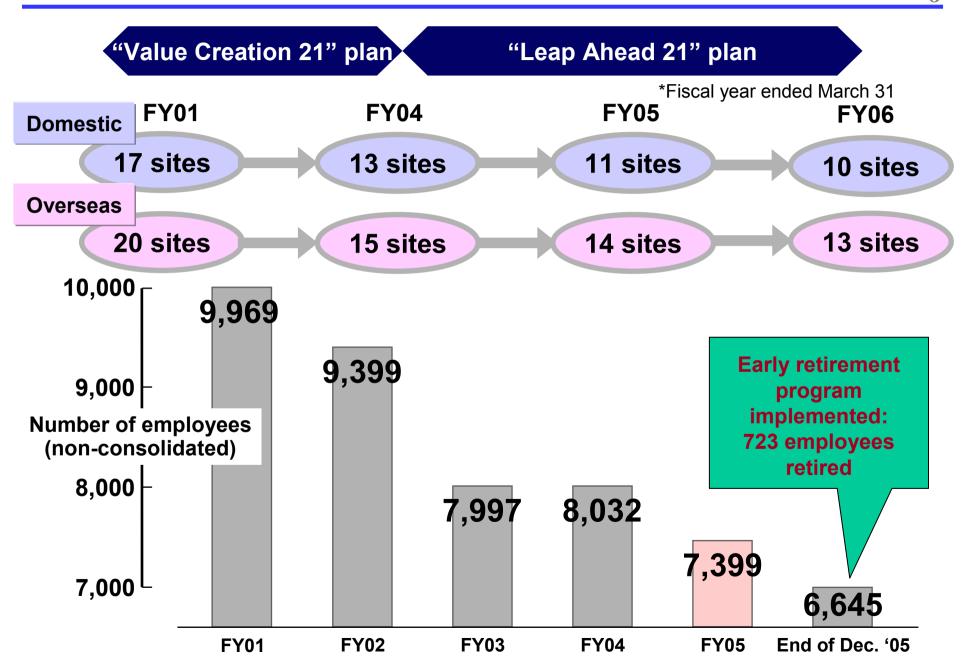




(¥billion)

	Results
Gain on sales of property, plant	
and equipment	1.21
	(0.04)
Others	(0.04)
Total	1.17

#### Changes in Number of Employees and Manufacturing Sites The Perfect Experience/



#### **Trend in Asset and Inventory**



(¥billion)

Exch.rate 2005/9 2005/12 2005/3 **Gross asset** US\$ 107 113 118 **EUR** 136 140 139 56days 135.8 goods 98.1 505.3 491.6 486.9 466.5

Inventory (62days) (53days) 51days 132.8 124.7 118.0 **Finished** 102.4 95.6 87.2 37.7 30.8 30.4 29.1 **Materials &** 

End of Dec. '04 End of Mar. '05 End of Sep. '05 End of Dec. '05

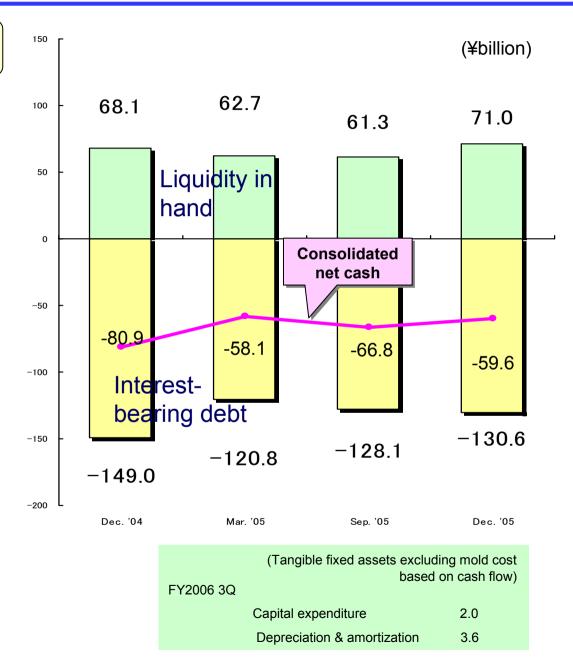
End of Dec. '04 End of Mar. '05 End of Sep. '05 End of Dec. '05

Work-in-process

#### Fiscal 2006 3Q Cash Flow

### Consolidated statements of cash flow

Income (loss) before income taxes	1.3
Depreciation	6.5
Decrease (increase) in inventory	17.8
Operating capital	(13.4)
Net cash provided by operating activities	12.2
Fixed asset	(5.3)
Others	1.3
Net cash used in investing activities	(4.0)
Free cash flow	8.2
Net cash used in financing activities	0.7
Other adjustments	8.0
Net increase (decrease) in cash	9.7
Cash at the beginning of the year	61.3
Cash at the end of 1H	71.0



#### **Objectives in Fiscal 2006 4Q**

### **Consumer Electronics**

#### Launch of:

- New LCD TVs featuring new GENESSA/DynaPix
- New HD-ILA Hybrid projection TV
- New Hard Disk Drive camcorder "Everio"
- New Car DVD/CD receiver

## Professional Electronics

- Sales expansion of HDV camcorder for professional
- Launch of new security purpose products (disk recorder and surveillance camera)

### Components & Devices

- Sales expansion of FDB motor
- Launch of new pick up for Car CD/DVD
- Turning business profitable by expanding sales of VIL circuit board

### Software & Media

- Software: new DVD release from music artists SAS, Love Psychedelico, Lemioromen, and new CD release from COCCO
- Media: sales expansion of 8cm DVD disc and DVC tape

#### **Fiscal 2006 Business Forecast**

Perfect Experience,'—

(¥billion)

(Consolidated)

•			
	Forecast announced	Fiscal 2005	Change vs
	on Oct.14	results	fiscal 2005
Net Sales	860.0	840.6	102%
Operating	0.8%	1.2%	
income	7.0	10.4	-3.4
Ordinary	0.0%	0.9%	
income	0.0	7.3	-7.3
Net income	-1.3%	-0.2%	
(loss)	(11.5)	(1.9)	-9.6

(Non-consolidated)

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	Forecast announced	Fiscal 2005	Change vs			
	on Oct.14	results	fiscal 2005			
Net Sales	465.0	448.8	104%			
Ordinary	0.5%	1.3%				
income	2.5	5.9	-3.4			
Net income	-1.1%	1.0%				
(loss)	(5.0)	4.6	-9.6			