

# Revision of Consolidated Forecast for the Fiscal Year Ending March 31, 2006 and Ongoing/Future Actions

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Victor Company of Japan, Ltd.

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# 1. Fiscal 2006 1H Consolidated Financial Results and Reasons for Decline in Performance



(¥billion)	Forecast	Original forecast	FY05 results	Changes vs original forecast	Changes vs FY05
Net sales	385.0	430.0	410.2	90%	94%
Operating income (loss)	(4.0)	7.0	4.3	-11.0	-8.3
Net income (loss)	(16.5)	(4.0)	(4.4)	-12.5	-12.1



# Operating income (loss) by segment Actual VS FY05

y segment	Actual forecast	vs FY05 1H	
Consumer electronics	(3.2)	-9.8	
Professional electronics	(0.7)	0	
Components & Devices	(0.1)	+1.3	
Software & Media	8.0	+0.5	

## 1.DVD recorder business fell into a vicious circle.

- Unexpected increase of service expense for products already introduced in the market (parts defect issue occurred in addition to software problems)
- Obliged to reduce product lineup by half
- 2.Unable to take a leading position in the expanding flat panel displays market
  - Delay in introducing outsourced developed LCD TVs
  - Delay in taking action against market price decline

#### 2. JVC Vision



Every employee must understand this vision in order to accelerate business recovery.

# JVC

To create truly moving experiences and provide total satisfaction for our customers through high quality image and sound.

We aim to be No.1 in niche markets with our unique products.

We would like our customers and partners to appreciate and support our vision.



## Measurement for all management activities

User target determination

Differentiated technologies for each customer segment

Product lineup composition (high/middle/ low end)

Sales negotiation procedures with dealers

Store front maintenance



We must be a company that creates value for its customers by establishing high-value-added management and high-speed management.

### 3. Business Environment and Factors for Difficulties



**Short lead time** to market

**Business environment surrounding** 

digital CE market

**Short product** lifecycle

Severe price deflation

**Increasing man-power** requirement for development

Reasons for difficulties

Unable to catch up with the speed of digital age, as we were weaker than other companies in fundamental management aspects

Lack of "time to market" perspective

Software bug elimination through design process reform & lead time reduction

Implementing cost reductions including design VE **Establishing a production** system that eliminates waste through lead time reduction

#### <Original plan>

- 1. Promote management operation reform
- 2. Review manufacturing sites
- 3. Review employment structure

Take further steps for management and structural reforms

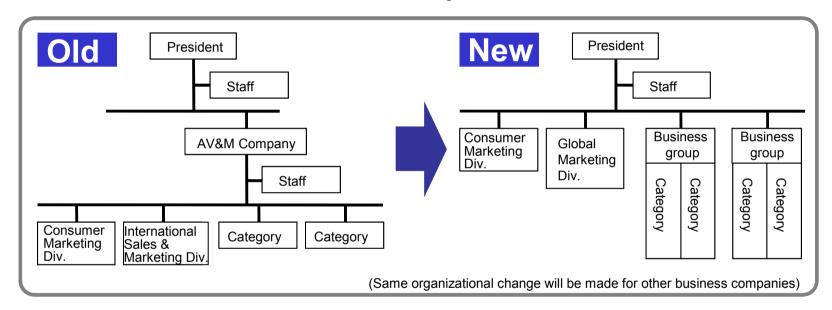
### 4. Company-Wide Organizational Reform



Dissolution of company system and reorganization into smaller-scale business groups



To make management transparent and realize high-speed management in order to respond to the demands of the times



Sales and marketing divisions of consumer electronics goods under direct control of head quarters



To strengthen management from the view point of market

Streamlined cooperative support departments and unification of staff departments



To reinforce front line and to reduce size of rear departments

### 5. Objectives of Management Reform



### Operational reform

Ongoing activity themes

- ➤ Inventory reduction → IPS normalization
- ➤ Product quality reform
- ➤ Cost management reform
- "Insourced-and-outsourced" production strategy
- ➤ Development management reform

# Company-wide organizational reform

- Dissolution of company system
- ➤ CE sales/marketing divisions under direct control of HQ
- Streamlined cooperative support departments and unification of staff departments
- ➤ Establishment of new business development meeting

## **Employment** structural reform

➤ Employee reduction from 500 to 700

## Production sites review

➤ Reduction of 1 to 2 production sites

# To change JVC corporate culture by reforming management and business schematic

- Transparent management
- Quick decision and action
- Challenging targets
- Self responsible management

Each work must be managed from the view point of customers

- Open discussion
- Seamless organization
- Team work
- Fostering of younger employees

### 6. Realignment of Priority Businesses



### Five priority businesses (Leap Ahead 21 plan)

Highdefinition display

Digital HD storage

Network AV system

Components & Devices

Software & Media

### Consumer electronics priority businesses

The most important growth business

- ➤ Display (D-ILA/FPD/CRT)
- **≻Optical disk**

#### **Core business**

- **≻**Camcorder
- **≻**Car electronics
- **≻AV** system

Realignment

#### The most important growth business

**D-ILA** hybrid projection system

#### **Core business**

- **≻**Display
- **≻**Camcorder
- >Car electronics
- **≻AV** system
- New business
   D-ILA front projector for consumer use
   Net-K2 license business

#### 7. Fiscal 2006 Consolidated Financial Forecast



# We must strengthen the management foundation for the coming final year of the Leap Ahead 21 plan

(¥billion)

FY2006

**Forecast** 

Original forecast

FY05 results

Changes vs original forecast

Changes vs FY05

**Net sales** 

860.0

930.0

840.6

92%

102%

Operating Income (loss)

7.0

25.0

10.4

-18.0

-3.4

Net income (loss)

(11.5)

7.0

(1.9)

-18.5

-9.6