

# TOKYO ELECTRON

## 1Q FY2009 Financial Announcement

August 8, 2008

### **Disclaimer regarding forward-looking statement**

Forecast of TEL's performance and future prospects and other sort of information published are made based on information available at the time of publication. Actual performance and results may differ significantly from the forecast described here due to changes in various external and internal factors, including the economic situation, semiconductor/FPD market conditions, intensification of sales competition, safety and product quality management, and intellectual property-related risks.

### **Processing of numbers**

For the amount listed, because fractions are rounded down, there may be the cases where the total for certain account titles does not correspond to the sum of the respective figures for account titles. Percentages are calculated using full amounts, before rounding.



**TOKYO ELECTRON**

# 1Q FY2009 Financial Summary

**1Q FY2009: April 1, 2008 - June 30, 2008**  
**FY2009: April 1, 2008 - March 31, 2009**

**August 8, 2008**

- All figures are rounded down to the nearest hundred million yen.
- YoY change (growth) is calculated using full amounts, before rounding



# 1Q FY2009 Financial Summary

## Consolidated Financial Results

(Billions of Yen)

|                      | FY2008          |                 |                 |                 | FY2009          |            |
|----------------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------|
|                      | 1Q              | 2Q              | 3Q              | 4Q              | 1Q              | YoY change |
| Net sales            | 212.4           | 263.8           | 199.8           | 229.8           | 154.8           | -27.1%     |
| SPE                  | 165.7           | 213.4           | 160.7           | 186.4           | 112.5           | -32.1%     |
| FPD                  | 21.4            | 22.2            | 10.0            | 14.3            | 17.2            | -19.3%     |
| EC/CN                | 25.1            | 28.0            | 28.9            | 28.9            | 24.9            | -1.0%      |
| Others               | 0.1             | 0.1             | 0.0             | 0.1             | 0.0             | -29.5%     |
| Gross profit         | 76.5<br>(36.0%) | 88.7<br>(33.6%) | 72.4<br>(36.2%) | 73.5<br>(32.0%) | 52.0<br>(33.6%) | -32.0%     |
| SG&A expenses        | 33.5            | 36.8            | 33.9            | 38.5            | 30.6            | -8.6%      |
| Operating income     | 43.0<br>(20.3%) | 51.9<br>(19.7%) | 38.4<br>(19.3%) | 34.9<br>(15.2%) | 21.4<br>(13.8%) | -50.2%     |
| Ordinary income      | 41.1            | 54.6            | 39.7            | 37.1            | 22.2            | -45.9%     |
| EBIT                 | 42.4            | 55.7            | 40.0            | 31.0            | 22.2            | -47.6%     |
| Net income           | 26.1            | 36.2            | 25.6            | 18.2            | 12.8            | -50.9%     |
| R&D expenses         | 14.8            | 17.0            | 15.9            | 18.2            | 14.5            | -2.0%      |
| Capital expenditures | 7.0             | 5.7             | 4.1             | 5.7             | 5.5             | -20.9%     |
| Depreciation         | 4.6             | 5.1             | 5.5             | 6.0             | 5.1             | 10.1%      |

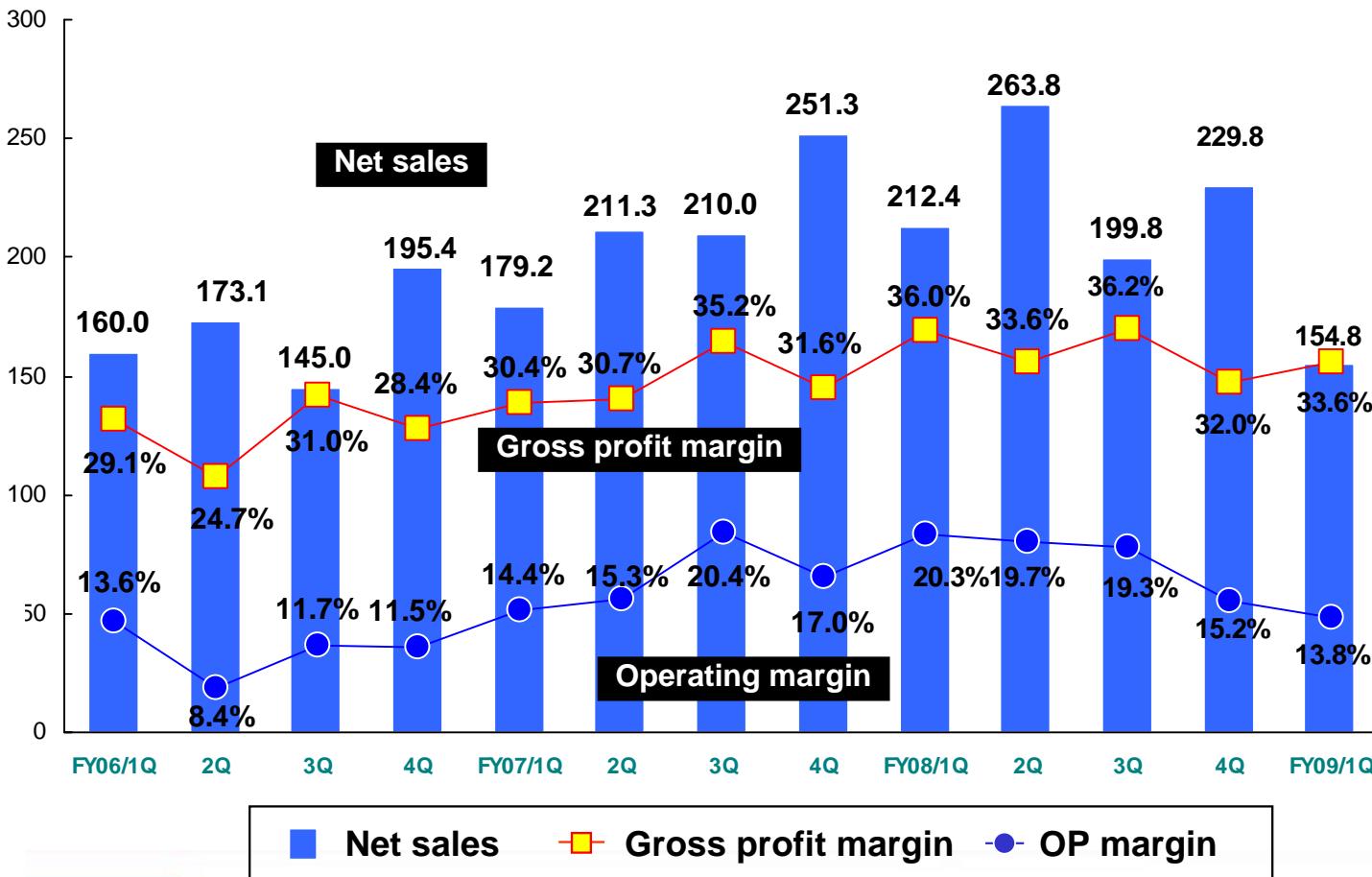
SPE: Semiconductor Production Equipment, FPD: Flat Panel Display Production Equipment,  
 EC/CN: Electronic Components / Computer Networks



# 1Q FY2009 Financial Summary

## Net Sales & Profit Ratio

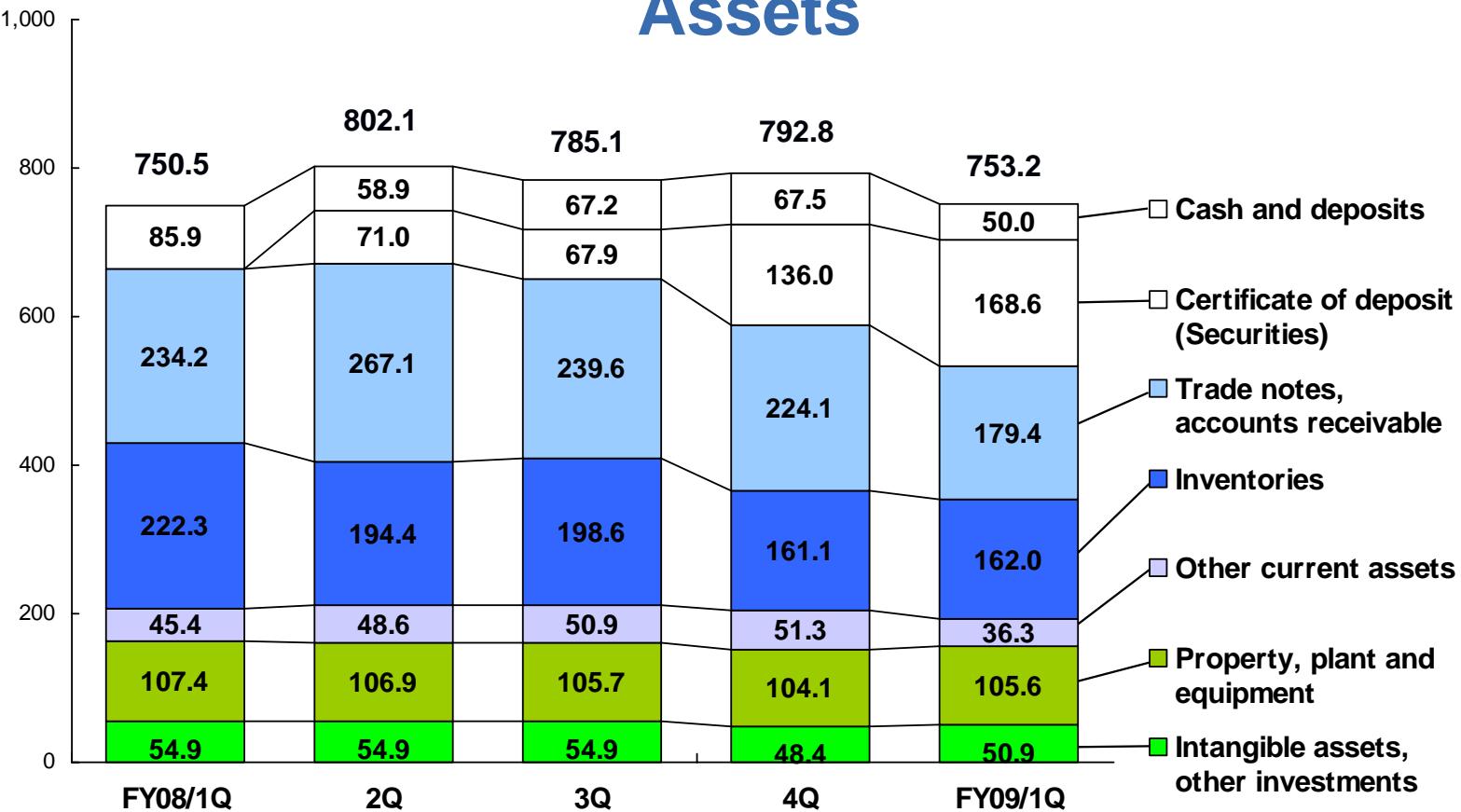
(Billions of Yen)



■ Net sales ■ Gross profit margin ● OP margin

# 1Q FY2009 Financial Summary

(Billions of Yen)

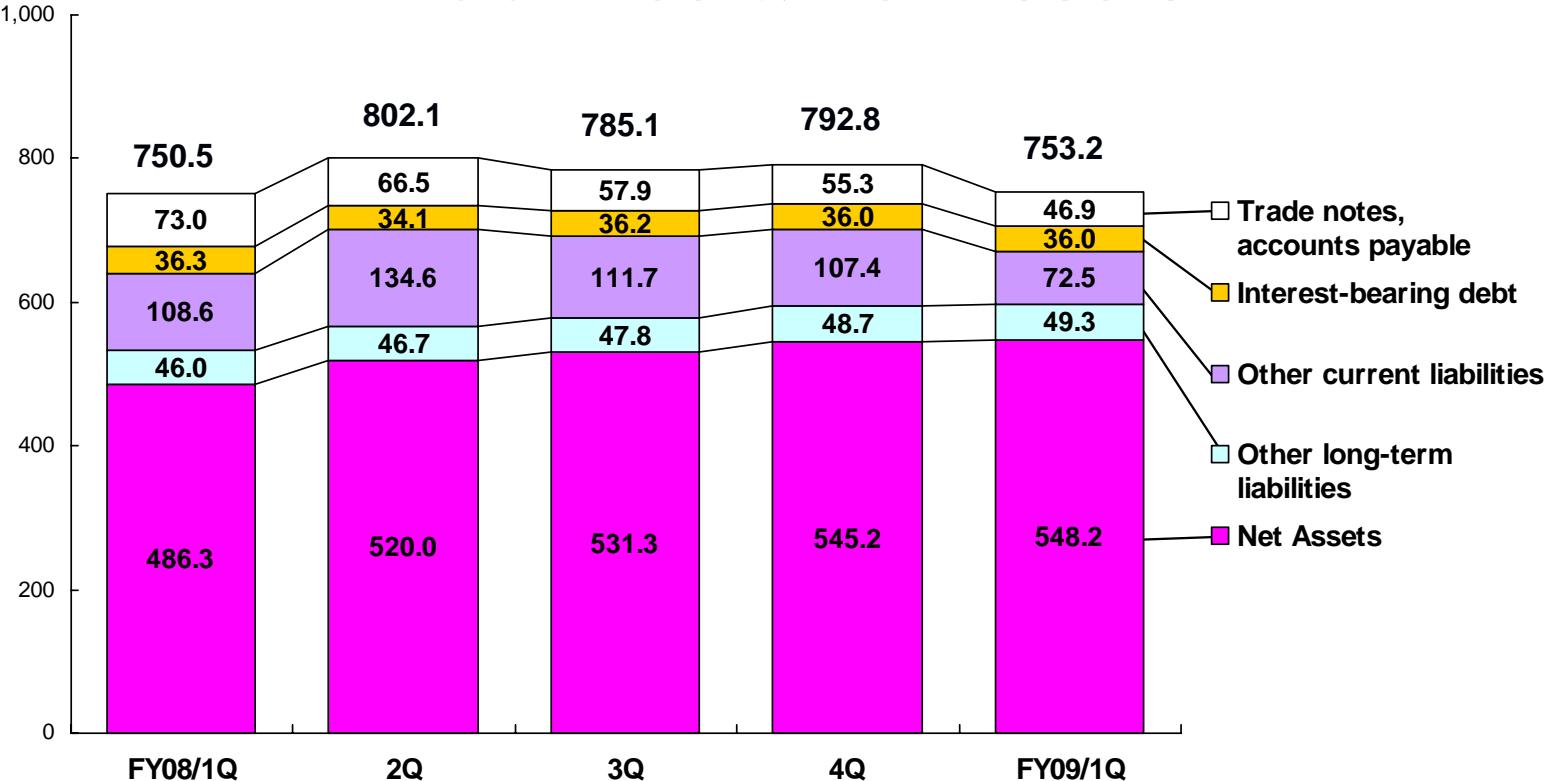


- “Certificate of deposit” is separated from “Cash and deposits” from FY08/2Q.

## 1Q FY2009 Financial Summary

# Liabilities & Net Assets

(Billions of Yen)



### Debt to Equity Ratio

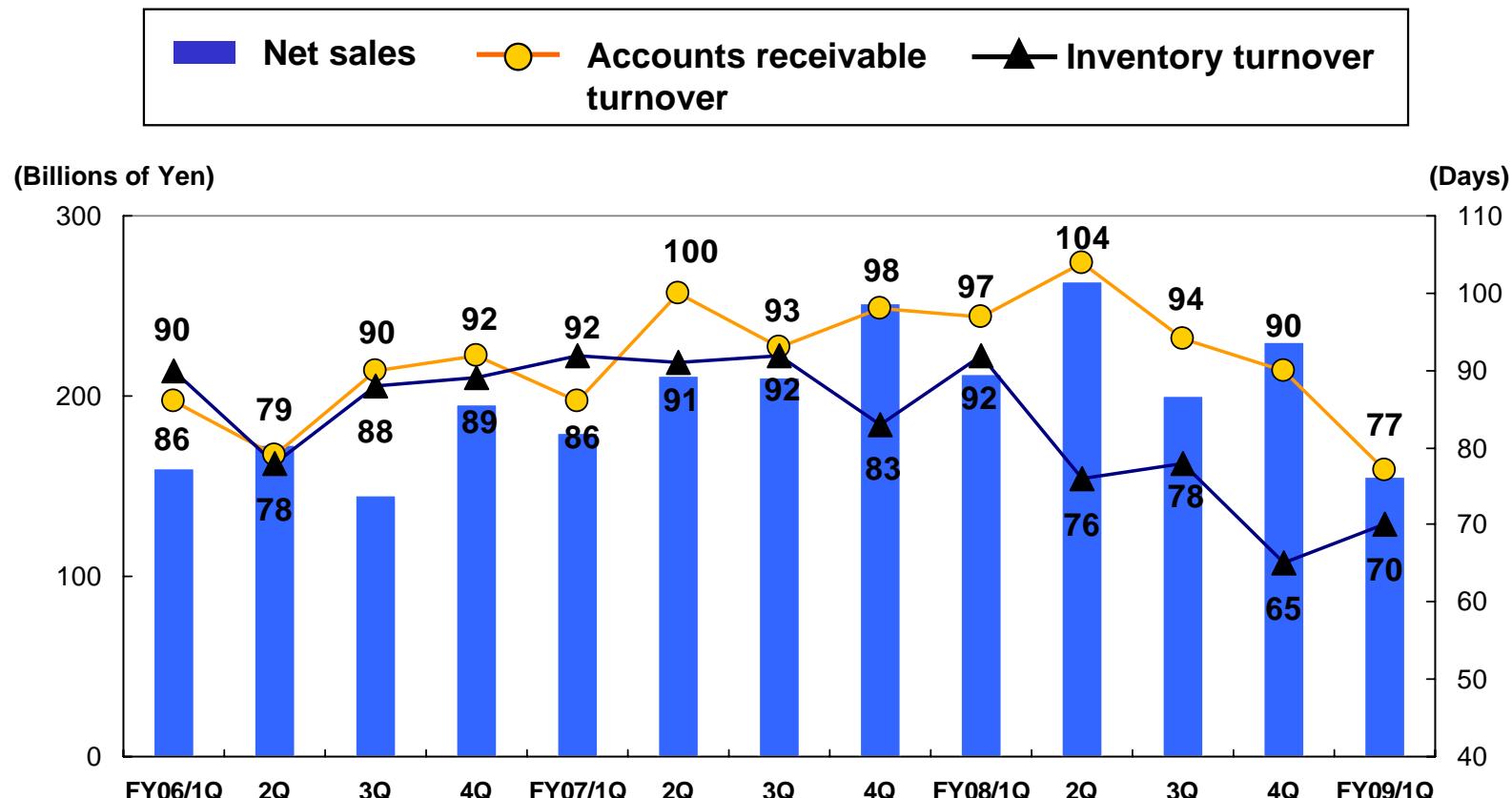
7.6%      6.7%      7.0%      6.7%      6.7%

- Equity = Net Assets – (Subscription rights to shares + Minority interest)



# 1Q FY2009 Financial Summary

## Inventory Turnover and AR Turnover



- Turnover days = Inventory or AR at the end of each quarter / last 12-month sales x 365
- For turnovers for 1Q/FY2006, 2Q/2005 figure is used, which is calculated by 6 months sales (1H/FY2005) on a basis of new accounting policy x  $\frac{1}{2}$ .



## 1Q FY2009 Financial Summary

### Cash Flow

(Billions of Yen)

|  | FY2008 |       |       |       |       | FY2009 |
|--|--------|-------|-------|-------|-------|--------|
|  | 1Q     | 2Q    | 3Q    | 4Q    | Total | 1Q     |
| Cash flow from operating activities        | -29.5  | 50.0  | 20.6  | 75.6  | 116.9 | 34.6   |
| Cash flow from investing activities        | -4.6   | -3.9  | -38.9 | 17.3  | -30.1 | -0.6   |
| Cash flow from financing activities        | -14.2  | -2.1  | -10.4 | -0.2  | -27.0 | -10.0  |
| Net increases in cash and cash equivalents | -48.4  | 43.9  | -28.7 | 92.3  | 59.1  | 24.0   |
| Cash and cash equivalents at end of term   | 85.9   | 129.9 | 101.1 | 193.4 |       | 217.6  |



## 1Q FY2009 Financial Summary

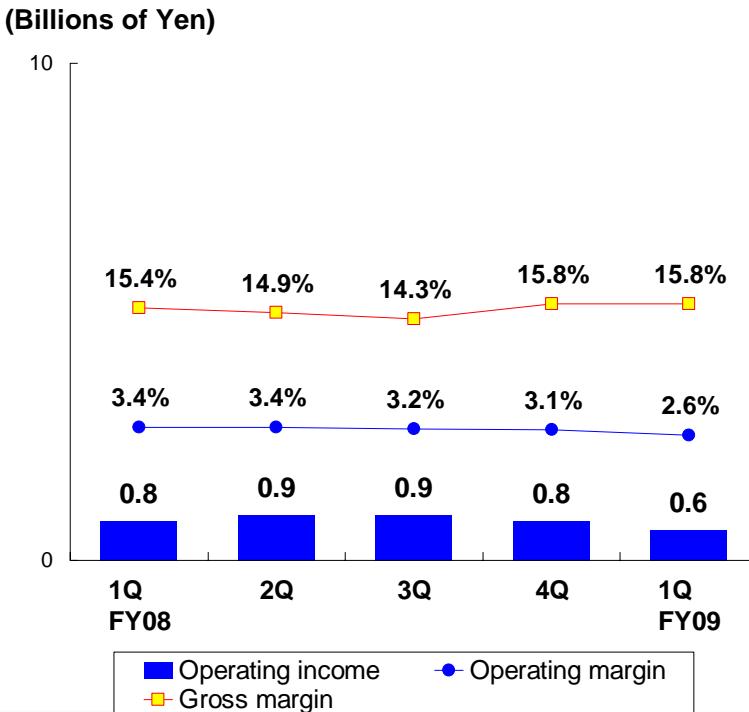
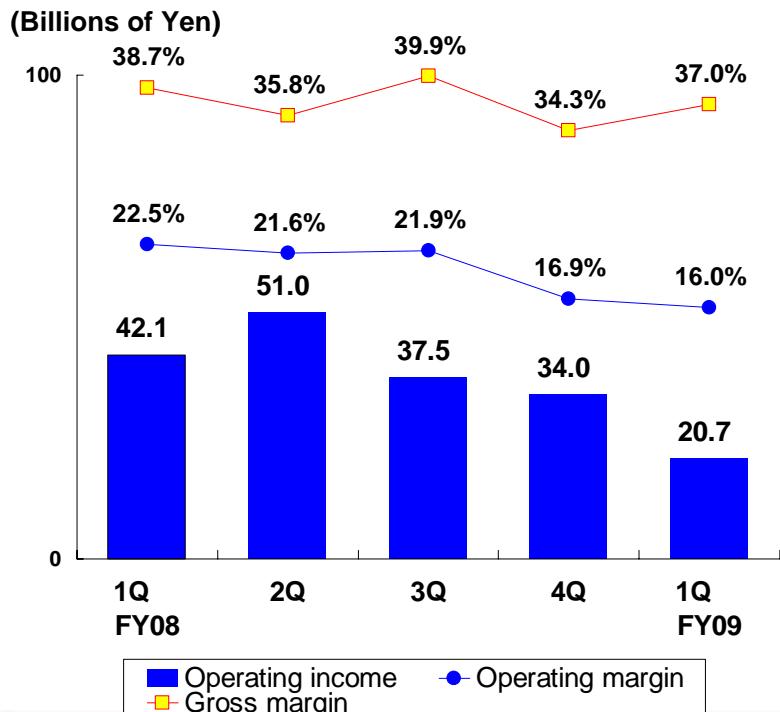
# Segment Information by Business Type

### Industrial electronic equipment

(SPE, FPD, other)

### Electronic components & Computer networks

(Electronic components, Computer networks)



- Segment gross margin is provided for reference.

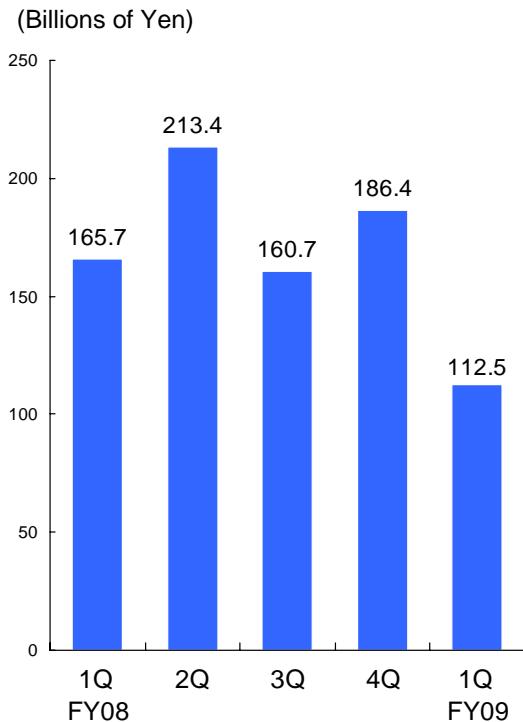


# 1Q FY2009 Financial Summary

## Sales by Division

### SPE Division

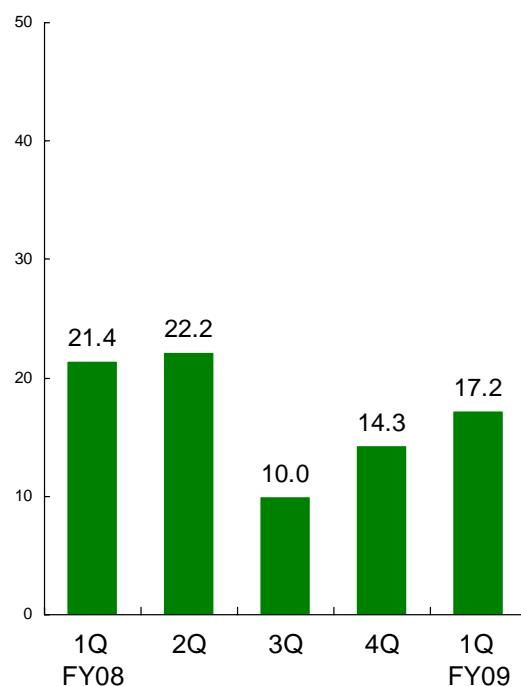
(Semiconductor Production Equipment)



### FPD Division

(FPD Production Equipment)

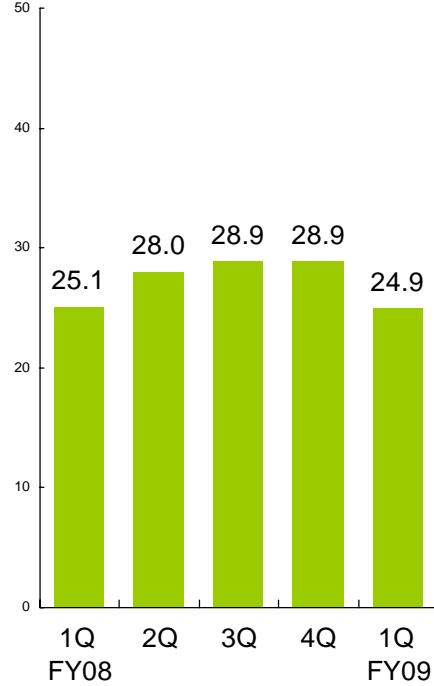
(Billions of Yen)



### EC/CN Division

(Electronic components/Computer networks)

(Billions of Yen)



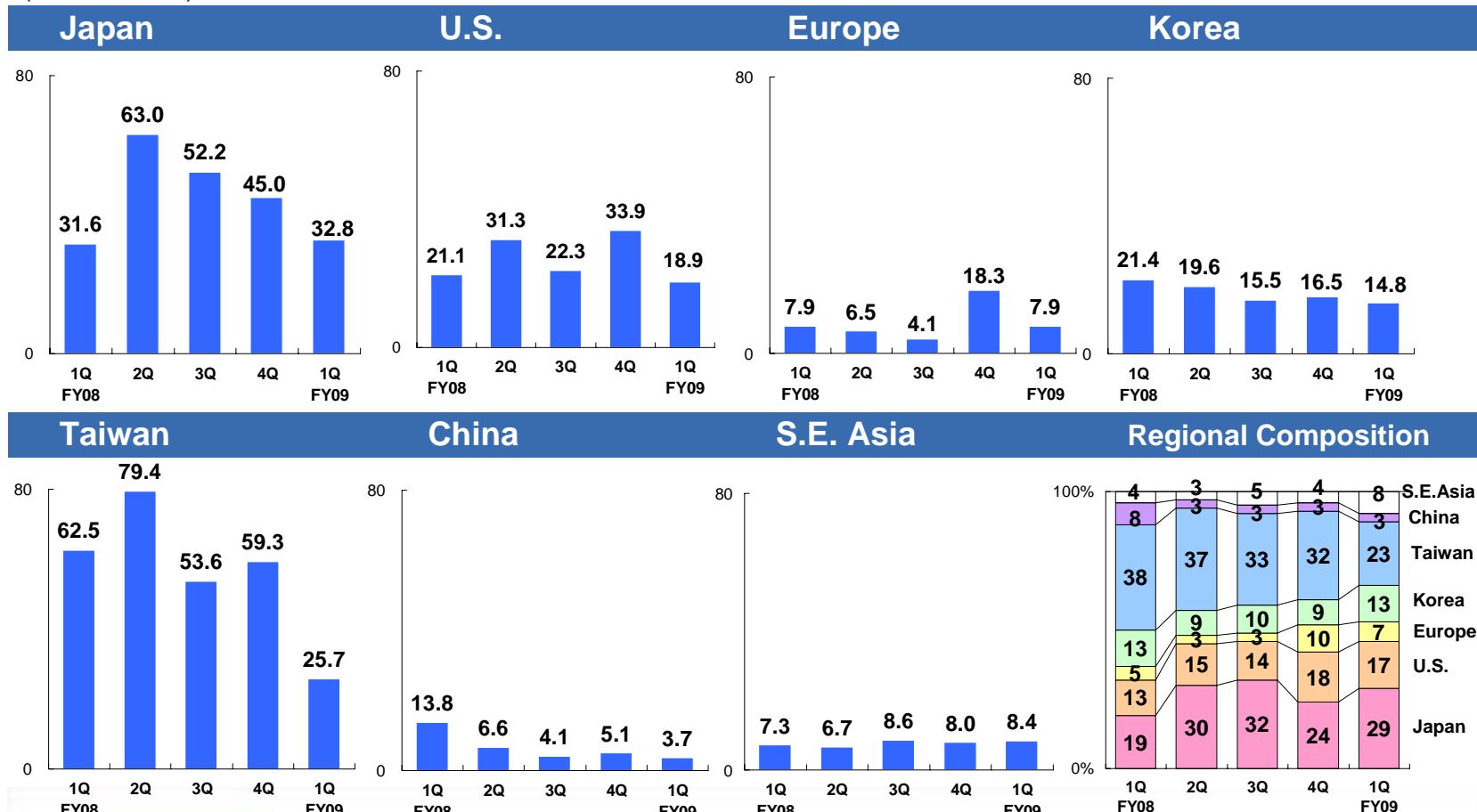
- In addition to the above 3 divisions, there is "Others" division. (1Q/FY09 sales of less than 0.1 billion yen)



# 1Q FY2009 Financial Summary

## SPE Sales by Region

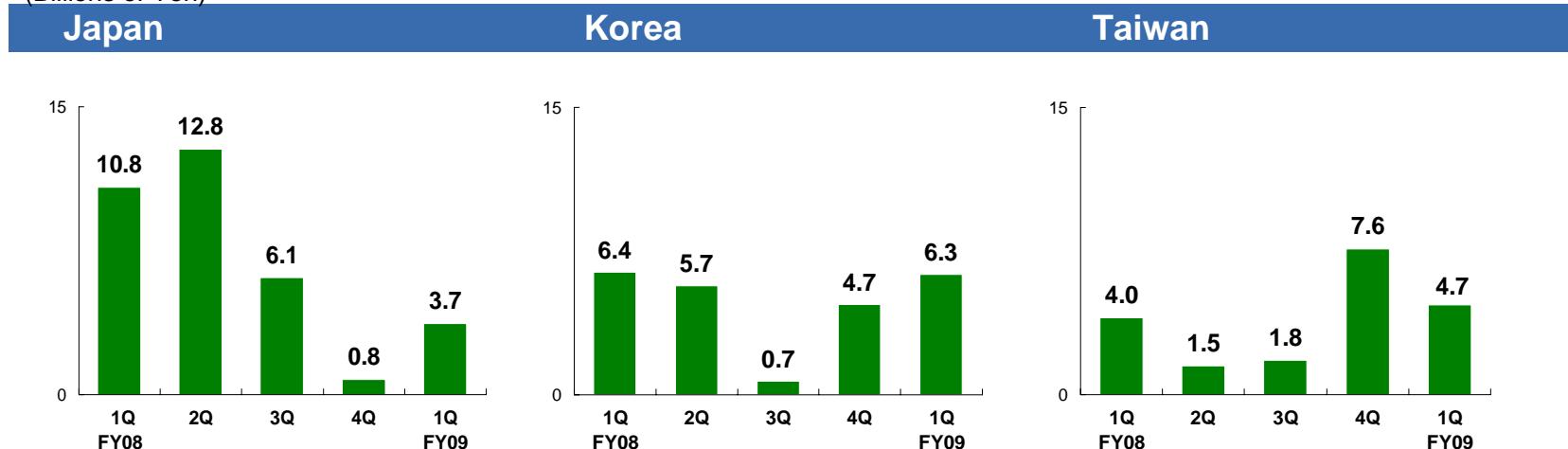
(Billions of Yen)



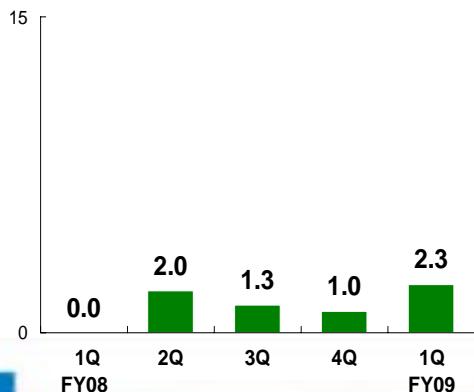
## 1Q FY2009 Financial Summary

# FPD Equipment Sales by Region

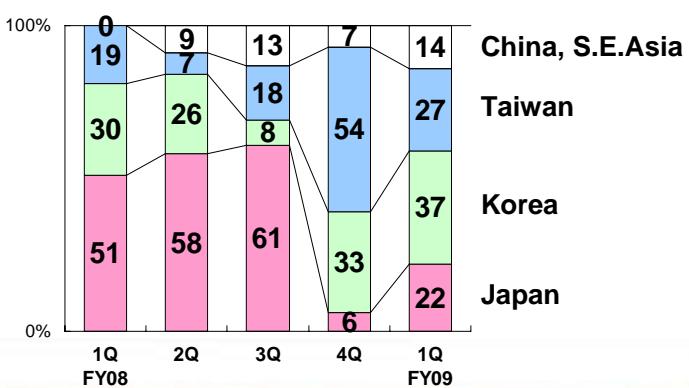
(Billions of Yen)



## China, Southeast Asia & Other

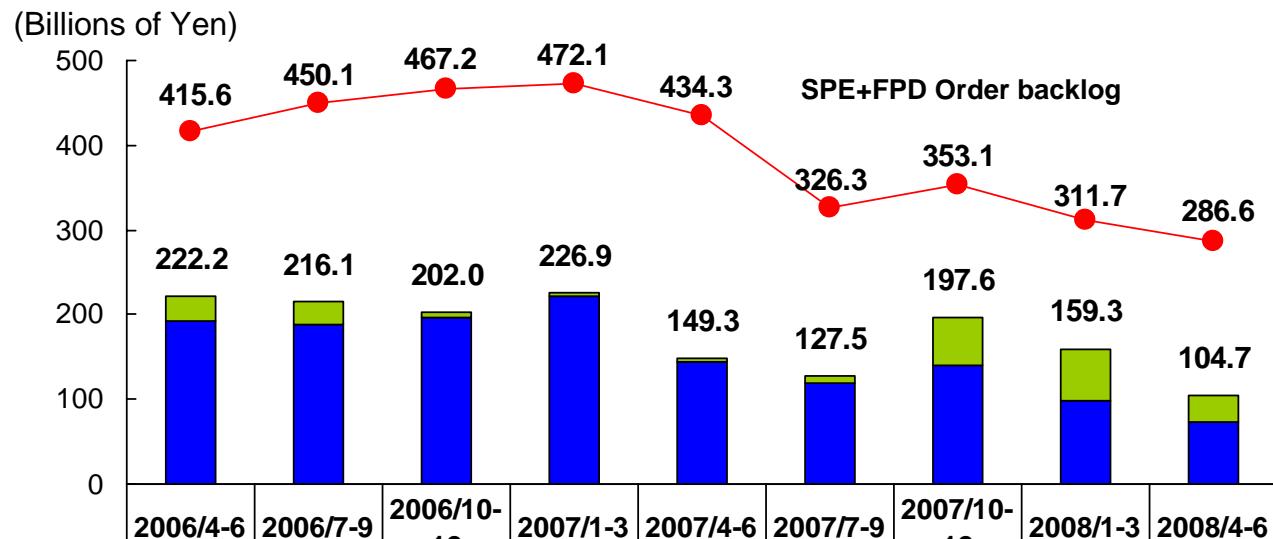


## Regional Composition



# 1Q FY2009 Financial Summary

## SPE+FPD Orders, Order Backlog



|                          |       |       |       |       |       |       |       |       |       |
|--------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| FPD Production Equipment | 29.6  | 27.5  | 5.5   | 4.2   | 4.1   | 7.3   | 57.3  | 61.0  | 31.9  |
| SPE                      | 192.6 | 188.6 | 196.4 | 222.7 | 145.2 | 120.2 | 140.3 | 98.3  | 72.7  |
| Order total              | 222.2 | 216.1 | 202.0 | 226.9 | 149.3 | 127.5 | 197.6 | 159.3 | 104.7 |
| Order backlog            | 415.6 | 450.1 | 467.2 | 472.1 | 434.3 | 326.3 | 353.1 | 311.7 | 286.6 |

Order backlog  
breakdown

|     |       |       |       |       |       |       |       |       |       |
|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| FPD | 99.7  | 103.6 | 83.1  | 65.2  | 47.9  | 33.1  | 80.3  | 127.1 | 141.7 |
| SPE | 315.8 | 346.4 | 384.1 | 406.9 | 386.4 | 293.1 | 272.7 | 184.6 | 144.8 |



