**Business Overview** and Financial Highlights

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## **Business Overview and Financial Highlights**

# Semiconductor Production Equipment

- Coater/Developer
- Etch System
- **Deposition System**
- Cleaning System
- Wafer Prober

# Sales by Region -Southeast Asia **4.6**% -Europe **9.2**% China **9.9**% North America 11.3% - Japan **13.8**% Taiwan **16.0**% —South Korea 35.2%

Semiconductor devices are broadly used in mobile devices, such as smartphones and tablets, as well as the data center servers that are indispensable for the processing of big data. With the arrival of the IoT, semiconductor applications will expand in all fields, from consumer electronics and automobiles to medicine and healthcare. Tokyo Electron provides a wide range of semiconductor production equipment used to manufacture such semiconductors along with superior technical support and service. The main categories of our product lineup are coater/developers, etch systems, deposition systems and cleaning systems used in wafer processing as well as wafer probers used in the wafer testing process. In addition, we also offer such products as electrochemical deposition systems and wafer bonders/debonders used in advanced packaging processes.



LITHIUS Pro™ Z

600 612.2 613.1

14

Net Sales

15

(Billions of ven)

1,200

300



1.130.7



39.6 40.2 40.3

663.9

16

**─ ─** Gross Profit Margin

17



ALD System NT333™



Single Wafer Deposition System



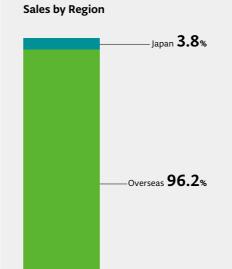
Single Wafer Cleaning System



Wafer Probe

# **FPD** Production Equipment

- FPD Coater/Developer
- FPD Etch/Ash System
- Inkjet Printing System for Manufacturing OLED Panels



Flat panel displays (FPDs) are an essential part of everyday life, employed in such products as TVs, smartphones and tablets. Going forward, FPDs are expected to see new growth in demand for such applications as virtual reality (VR) and augmented reality (AR) head-mounted displays. Tokyo Electron supplies coater/ developers and etch/ash systems for manufacturing FPDs along with solid technical support and service. We also offer an inkjet printing system for manufacturing OLED panels using largesized substrates to take advantage of the expanding OLED display market.



FPD Coater/Developer Exceliner™.



FPD Plasma Etch/Ash System



Inkjet Printing System for Manufacturing OLED Panels Elius™ 2500

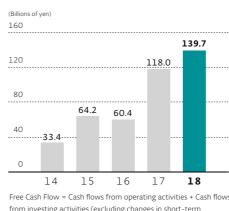
Cash Dividends per Share

## **Net Sales and Gross Profit Margin**

#### Operating Income and **Operating Margin**

#### (%) (Billions of ven) (Billions of ven) 204.3 320 210 48 160 116.8 88.1 32.2 14 15 16 17 15 16 17 Net Income (Loss) Attributable to Owners of Parent Operating Income **- - O** Operating Margin **---** ROE

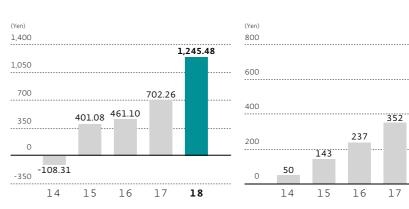
#### Net Income (Loss) Attributable to Owners of Parent and ROE



Free Cash Flow

### from investing activities (excluding changes in short-term investments with original maturities of less than one year)

#### Net Income (Loss) per Share



The amounts in this report in billions, millions and thousands of yen; thousands of U.S. dollars; and thousands of shares as of and for the years ended March 31, 2016 and prior are rounded to the nearest unit. Such amounts as of and for the years ended March 31, 2017 and onward, including year-on-year differences, are truncated at the nearest unit. Accordingly, totals for the years ended March 31, 2017 and onward do not necessarily agree with the sum of the corresponding individual amounts.