## 2Q FY2017 (Apr. 1, 2016 - Sep. 30, 2016) Financial Announcement

October 28, 2016
Agenda:
> 2Q FY2017 Consolidated Financial Summary
Tetsuro Hori, Representative Director, Executive Vice President \& General Manager
$>$ Business Environment and Financial Estimate Revisions


## 2Q FY2017 Consolidated Financial Summary

2Q FY2017: July 1, 2016 - September 30, 2016
FY2017: April 1, 2016 - March 31, 2017
October 28, 2016
Tetsuro Hori
Representative Director, Executive Vice President \& General Manager

## FY2017 First Half Highlights

- Net sales of $¥ 352.7 \mathrm{~B}$ (+3.5\% YoY)
- High sales to Taiwan of over $¥ 80 \mathrm{~B}$ per half-year for the last two half-year periods on booming investment in advanced nodes in foundry, and miniaturization investment by DRAM manufacturers
- Sales to China set new semiannual record high of $¥ 54 B$ on foundry and 3D NAND investment
- Net income per share: $¥ 255.83$ (+7.4\% YoY)
- Upwardly revised forecasts for full-year results and dividend on higher than expected sales in 1 H and 2 H


## Financial Summary

|  | FY2016 |  | FY2017 |  | (Reference) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1H | 2 H | 1H | Change | announced on May 12 |
| Net sales | 340.9 | 322.9 | 352.7 | +3.5\% | 330.0 |
| Gross profit <br> Gross profit margin | $\begin{array}{r} 136.0 \\ 39.9 \% \end{array}$ | $131.1$ $40.6 \%$ | $\begin{array}{r} 138.6 \\ 39.3 \% \end{array}$ | $\begin{gathered} +2.0 \% \\ -0.6 p t s \end{gathered}$ |  |
| SG\&A expenses | 74.7 | 75.6 | 78.6 | +5.2\% |  |
| Operating income <br> Operating margin | 61.2 <br> 18.0\% | $55.5$ | $60.0$ 17.0\% | $\begin{aligned} & -2.0 \% \\ & -1.0 p t s \end{aligned}$ | $\begin{aligned} & 49.0 \\ & 14.8 \% \end{aligned}$ |
| Income before income taxes | 57.5 | 48.9 | 54.4 | -5.4\% | 39.0 |
| Net income attributable to owners of parent | 41.3 | 36.5 | 41.9 | +1.4\% | 29.0 |
| R\&D expenses | 37.5 | 38.7 | 39.8 | +5.9\% |  |
| Capital expenditures | 4.8 | 8.5 | 9.4 | +94.7\% |  |
| Depreciation and amortization | 9.3 | 9.8 | 8.1 | -12.6\% |  |

## Large growth in foundry sales compared to initial forecasts

1. In principle, export sales of Tokyo Electron's mainstay semiconductor and FPD production equipment are denominated in yen. While some settlements are denominated in dollars, exchange risk is hedged as forward exchange contracts are made individually at the time of booking.
2. Profit ratios are calculated using full amounts, before rounding.

## Financial Performance

## (Billion Yen)



## OP margin rose to $18.5 \%$ despite increased R\&D, SG\&A expenses QoQ

## Segment Information



1. Segment income is based on income before income taxes.
2. R\&D expenses such as fundamental research and element research are not included in above reportable segments.
3. As of 1Q FY2016, the PV production equipment business was no longer material as stipulated in the Accounting Standard for Disclosures about Segments of an Enterprise and Related Information. Therefore, it has been excluded from segmental reporting.
4. Composition of net sales figures is based on sales to customers, and the PV production equipment business are included in Others.

## SPE Sales by Region



## Balance Sheet

Assets
(Billion Yen)


Liabilities \& Net Assets
(Billion Yen)


[^0]
## Inventory Turnover and Accounts Receivable Turnover



[^1]
## Cash Flow



* Cash flow from investing activities excludes changes in deposits with periods to maturity of over 3 months.
** Free cash flow = cash flow from operating activities + cash flow from investing activities excluding changes in deposits with periods to maturity of over 3 months.
${ }^{* * *}$ Cash on hand includes the total of cash + deposits with periods to maturity of over 3 months.


## [Correction] Quarterly Order Volume and Backlog

An error in the reporting of some order volumes and backlog has been corrected.
Please refer to the Financial Review and Appendix for details.
The correction applies only to orders and has no impact on our audited financial statements.

- Reason for the error:

A programming error caused some orders to be recorded in duplicate at a U.S. subsidiary, resulting in errors in order volume and backlog

- Scope of correction:

The order backlog from March 31, 2011 to the current period and the order volume since the April to June 2011 quarter have been corrected

- Impact:

The discrepancies range between underreporting of $0.4 \%$ to overreporting of $1.9 \%$ of the consolidated order volume
The orders backlog of $2.8 \%$ ( $¥ 10.4$ billion) as of June 30, 2016 was overstated

- Preventative measures:

We have confirmed that this issue has not occurred in other regions. We will undertake to prevent such issues in the future for unaudited items through improved business process verification and the careful checking of numbers

## Business Environment and Financial Estimate Revisions

October 28, 2016
Toshiki Kawai
Representative Director, President \& CEO

## FY2017 First Half Highlights

## - SPE

- Etching system: Expanded sales, with YoY growth of over 10\% exceeding market growth
- Deposition system: Captured NT333 ${ }^{\text {TM }}$ POR in logic
- Cleaning system: Expanded 3D NAND batch process share and improved customer adoption of bevel process
- Coater/developer: Maintained high share in immersion and EUV. Proved abilities of new technologies to customers
- Test system: Grew penetration of Cellcia ${ }^{\text {TM }}$ to 3D NAND customers. Expanded sales driven by FOWLP* business
- FS business**: Developed new remanufactured equipment, high value-added services initiatives


## - FPD

- Captured etching system, coater/developer orders for G10.5 size
- New product, PICP ${ }^{\text {Tм *** }}$ etching system for small/medium panels, adopted by multiple customers

> Steady progress towards achieving medium-term plan

## Business Environment (Outlook as of Oct. 2016)

## - SPE Capex

CY2016 WFE* capex expected to be \$33B as foundry investment has grown beyond initial expectations. Positive growth is also forecast for CY2017, driven by 3D NAND and logic investment for advanced nodes

- FPD Capex

CY2016 demand for TFT Array Process** FPD manufacturing equipment forecast to increase $30 \%$ YoY, primarily for small/medium panels for mobile devices. Further investment growth is also forecast for CY2017 on continued small/medium panel investment and G10.5 ramp-up

## Continued growth in the equipment market on active investment in next generation technologies

* WFE (Wafer Fab Equipment): The semiconductor production process can be divided into two sequential sub-processes: front-end (wafer fabrication) and back-end (assembly and test) production. WFE is used in the front-end production process.
** TFT Array Process: Process for manufacturing substrate that realizes display images


## Quarterly Orders, Order Backlog

July - September 2016


High level on advanced logic and 3D NAND investment

## Composition of SPE Orders by Application: Equipment Only



## Expanded logic investment for advanced nodes

## SPE Orders by Region <br> (Billion Yen)



Increased orders from logic customers in the U.S. and Europe

## Revisions of FY2017 Financial Estimates

## Revision of FY2017 Financial Estimates

|  | FY2016 (Actual) | FY2017 (Estimates) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $1^{\text {st }}$ half | $2^{\text {nd }}$ half |  | Full year |  | Full year YoY change |
|  |  | Actual | New estimates | Adjustments* | $\begin{gathered} \text { New } \\ \text { estimates } \end{gathered}$ | Adjustments* |  |
| Net sales | 663.9 | 352.7 | 409.2 | +25.2 | 762.0 | +48.0 | +14.8\% |
| SPE | 613.0 | 327.0 | 385.4 | +24.4 | 712.5 | +47.5 | +16.2\% |
| FPD | 44.6 | 25.4 | 23.5 | +0.5 | 49.0 | - | +9.7\% |
| SG\&A expenses | 150.4 | 78.6 | 85.3 | +6.3 | 164.0 | +8.0 | +13.5 |
| Operating income Operating margin | $\begin{gathered} 116.7 \\ 17.6 \% \end{gathered}$ | $\begin{gathered} 60.0 \\ 17.0 \% \end{gathered}$ | $\begin{gathered} 80.0 \\ 19.6 \% \end{gathered}$ | $\begin{array}{r} +5.0 \\ +0.1 p t s \end{array}$ | $\begin{array}{r} 140.0 \\ 18.4 \% \end{array}$ | $\begin{aligned} & +16.0 \\ & +1.0 p t s \end{aligned}$ | $\begin{aligned} & +23.2 \\ & +0.8 p t s \end{aligned}$ |
| Extraordinary income/loss | -12.9 | -7.9 | 0.0 | +0.0 | -8.0 | +2.0 | +4.9 |
| Income before income taxes | 106.4 | 54.4 | 79.5 | +4.5 | 134.0 | +20.0 | +27.5 |
| Net income attributable to owners of parent | 77.8 | 41.9 | 58.0 | +2.0 | 100.0 | +15.0 | +22.1 |
| Net income per share (Yen) | 461.10 | 255.83 | 353.54 | +12.15 | 609.57 | +91.39 | +148.47 |

## Expect sustained profit growth amid continuing technological innovation in the equipment market

## FY2017 Financial Estimates (comparison with estimates announced on May 12)

- Net sales: $¥ 762.0 \mathrm{~B}$ (+¥48.0B)
- Increased sales driven by increased investment in advanced nodes by foundry customers
- R\&D expenses: $¥ 80.0 \mathrm{~B} \Rightarrow ¥ 84.0 \mathrm{~B}$ (+¥4.0B)
- Increased investment in focus areas (Etching, deposition, etc.)
- Capex: $¥ 18.0 \mathrm{~B} \Rightarrow ¥ 25.0 \mathrm{~B}$ (+¥7.0B)
- R\&D and manufacturing-related investment




## Accelerate upfront investment to achieve further growth and reach Medium-term Plan targets

## FY2017 Dividend Forecast



# Dividend per share expected to be at record high for the third consecutive year 

## Appendix

## Financial Performance



## Financial Summary

(Billion Yen)

|  | FY2016 |  |  | FY2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1 Q | 2Q | YoY Change |
| Net sales | 185.1 | 158.7 | 164.2 | 147.9 | 204.7 | +10.6\% |
| Gross profit <br> Gross profit margin | $\begin{aligned} & 70.3 \\ & 38.0 \% \end{aligned}$ | $\begin{aligned} & 62.0 \\ & 39.1 \% \end{aligned}$ | $69.1$ | $57.3$ | $\begin{aligned} & 81.3 \\ & 39.7 \% \end{aligned}$ | $\begin{array}{r} +15.7 \% \\ +1.7 \mathrm{pts} \end{array}$ |
| SG\&A expenses | 39.3 | 36.5 | 39.1 | 35.2 | 43.4 | +10.5\% |
| Operating income <br> Operating margin | $\begin{aligned} & 30.9 \\ & 16.7 \% \end{aligned}$ | $25.5$ | $30.0$ 18.3\% | $\begin{aligned} & 22.0 \\ & 14.9 \% \end{aligned}$ | $37.9$ <br> 18.5\% | $\begin{array}{r} +22.4 \% \\ +1.8 \mathrm{pts} \end{array}$ |
| Income before income taxes | 28.4 | 25.1 | 23.8 | 16.1 | 38.2 | +34.5\% |
| Net income attributable to owners of parent | 21.8 | 17.8 | 18.6 | 12.6 | 29.2 | +33.7\% |
| R\&D expenses | 20.0 | 18.3 | 20.3 | 17.7 | 22.0 | +10.2\% |
| Capital expenditures | 2.6 | 2.8 | 5.6 | 3.8 | 5.5 | +105.9\% |
| Depreciation and amortization | 4.7 | 4.9 | 4.9 | 3.9 | 4.2 | -11.5\% |

1. In principle, export sales of Tokyo Electron's mainstay semiconductor and FPD production equipment are denominated in yen. While some settlements are denominated in dollars, exchange risk is hedged as forward exchange contracts are made individually at the time of booking.
2. Profit ratios are calculated using full amounts, before rounding.

## Segment Information <br> SPE

(Semiconductor Production Equipment)


Composition of Net Sales
FPD
(Flat Panel Display Production Equipment)
Yen)


Others

1. Segment income is based on income before income taxes.
2. R\&D expenses such as fundamental research and element research are not included in above reportable segments.
3. Composition of net sales figures is based on the sales to customers.

## SPE Sales by Region



Taiwan



China
(Billion Yen)


Europe
(Billion Yen)
60

30

S.E. Asia, Others
(Billion Yen)


Korea


Region Composition


TEL.

## Balance Sheet

Assets
(Billion Yen)


Liabilities \& Net Assets
(Billion Yen)


[^2]
## Corrections to Quarterly Orders, Order Backlog

| (Before correction) | 11/1-3 | 4-6 | 7-9 | 10-12 | 12/1-3 | 4-6 | 7-9 | 10-12 | 13/1-3 | 4-6 | 7-9 | 10-12 | 14/1-3 | 4-6 | 7-9 | 10-12 | 15/1-3 | 4 | 7 | 10-12 | 16/1-3 | 4-6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SPE Orders |  | 112. | 73.5 | 144.9 | 106.4 | 76 | 66.9 | 91.3 | 108.2 | 97.7 | 151.3 | 143.4 | 154.4 | 137.2 | 142.4 | 167.2 | 179.7 | 156.6 | 122.4 | 159.3 | 187.8 | 197.4 |
| Consolidated orders |  | 144.2 | 94.9 | 170.5 | 131. | 101.5 | 95.8 | 113.6 | 139.6 | 137.3 | 183.6 | 175.4 | 199. | 152.2 | 147.4 | 172.2 | 188.9 | 170.3 | 135.2 | 173.7 | 200.0 | 213.5 |
| SPE Order backlog | 228.9 | 220. | 166.7 | 220. | 188.6 | 15 | 118.7 | 142.6 | 141.6 | 164.5 | 196.0 | 237.2 | 209.9 | 211.0 | 217.0 | 252.3 | 260.4 | 276.7 | 222.6 | 235.4 | 273.7 | 340.3 |
| Consolidated order backlog | 308.8 | 299.9 | 221.6 | 263.0 | 216.6 | 185.8 | 149.1 | 180.0 | 180.8 | 215.0 | 247.6 | 284.6 | 265.1 | 248.8 | 253.3 | 288.6 | 295.7 | 310.3 | 260.3 | 275.3 | 311.1 | 376.7 |


| corre | 11/1-3 | 4-6 | 7-9 | 10-12 | 12/1-3 | 4-6 | 7-9 | 10-12 | 13/1-3 | 4-6 | 7-9 | 10-12 | 14/1-3 | 4-6 | 7-9 | 10-12 | 15/1-3 | 4-6 | 7-9 | 10-12 | 16/1-3 | 4-6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SPE Orders |  | 112.4 | 73.3 | 145.0 | 106.3 | 76.0 | 66.8 | 91.2 | 108.3 | 97.7 | 151.4 | 143.3 | 154.2 | 136.6 | 140.5 | 164.3 | 179.2 | 153.4 | 122.8 | 157.9 | 188.6 | 197.4 |
| Consolidated orders |  | 143.9 | 94.8 | 170.6 | 131 | 101.5 | 95.7 | 113.5 | 139.7 | 137.3 | 183.7 | 175.2 | 199.5 | 151.6 | 145.4 | 169.3 | 188.4 | 167.1 | 135.5 | 172.4 | 200.8 | 213.5 |
| SPE Order backlog | 228.5 | 220.2 | 166.0 | 219 | 187.9 | 156.9 | 117.8 | 141.7 | 140.8 | 163.7 | 195.3 | 236.4 | 208.8 | 209.3 | 213.3 | 245.7 | 253.3 | 266.4 | 212.6 | 224.1 | 263.2 | 329.9 |
| Consolidated order backlog | 308.4 | 299.3 | 220.9 | 262.3 | 215.9 | 185.0 | 148.3 | 179.0 | 180.0 | 214.2 | 246.9 | 283.8 | 264.0 | 247.1 | 249.7 | 282.0 | 288.6 | 300.0 | 250.4 | 264.0 | 300.7 | 366.3 |


| (Difference) | 11/1-3 | 4-6 | 7-9 | 10-12 | 12/1-3 | 4-6 | 7-9 | 10-12 | 13/1-3 | 4-6 | 7-9 | 10-12 | 14/1-3 | 4-6 | 7-9 | 10-12 | 15/1-3 | 4-6 | 7-9 | 10-12 | 16/1-3 | 4-6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SPE Orders |  | -0.2 | -0.1 | 0.0 | -0.0 | -0.0 | -0.0 | -0.1 | 0.1 | 0.0 | 0.1 | -0.1 | -0.1 | -0.6 | -1.9 | -2.9 | -0.4 | -3.1 | 0.3 | -1.3 | 0.8 | 0.0 |
| Consolidated orders |  | -0.2 | -0.1 | 0.0 | -0.0 | -0.0 | -0.0 | -0.1 | 0.1 | 0.0 | 0.1 | -0.1 | -0.1 | -0.6 | -1.9 | -2.9 | -0.4 | -3.1 | 0.3 | -1.3 | 0.8 | 0.0 |
| SPE Order backlog | -0.3 | -0.5 | -0.7 | -0.6 | -0.7 | -0.7 | -0.8 | -0.9 | -0.8 | -0.8 | -0.6 | -0.8 | -1.0 | -1.7 | -3.6 | -6.6 | -7.0 | -10.2 | -9.9 | -11.2 | -10.4 | -10.3 |
| Consolidated order backlog | -0.3 | -0.5 | -0.7 | -0.6 | -0.7 | -0.7 | -0.8 | -0.9 | -0.8 | -0.8 | -0.6 | -0.8 | -1.0 | -1.7 | -3.6 | -6.6 | -7.0 | -10.2 | -9.9 | -11.2 | -10.4 | -10.3 |

## 

(Billion yen)
SPE+FPD+PVE Orders
SPE Orders

| (Before correction) | SPE+FPD+PVE Orders |  |  |  |  |  |  |  | SPE Orders |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 11/4-6 | 7-9 | 10-12 | 12/1-3 | 4-6 | 7-9 | 10-12 | 13/1-3 | 4-6 | 7-9 | 10-12 | 14/1-3 | 4-6 | 7-9 | 10-12 | 15/1-3 | 4-6 | 7-9 | 10-12 | 16/1-3 | 4-6 |
| Japan | 25.0 | 16.3 | 14.9 | 11.7 | 10.0 | 16.3 | 11.5 | 18.7 | 17.5 | 20.1 | 18.4 | 19.8 | 20.4 | 24.9 | 24.0 | 40.8 | 29.0 | 29.0 | 20.4 | 25.1 | 18.7 |
| U.S. | 31.1 | 24.8 | 29.7 | 36.8 | 24.0 | 18.4 | 31.7 | 24.9 | 26.4 | 29.8 | 35.3 | 38.9 | 35.1 | 34.7 | 39.5 | 30.7 | 23.9 | 22.6 | 26.1 | 32.1 | 13.0 |
| Europe | 17.2 | 3.9 | 7.6 | 7.0 | 6.8 | 7.7 | 5.0 | 7.7 | 9.8 | 14.4 | 7.2 | 17.0 | 15.0 | 19.0 | 10.8 | 12.7 | 8.9 | 9.4 | 7.9 | 29.1 | 11.2 |
| Korea | 21.9 | 17.9 | 51.1 | 25.1 | 9.7 | 7.3 | 5.2 | 10.5 | 17.0 | 18.9 | 20.5 | 29.5 | 17.3 | 22.1 | 40.8 | 35.1 | 14.8 | 9.3 | 35.5 | 19.4 | 35.7 |
| Taiwan | 13.8 | 6.6 | 33.5 | 21.0 | 20.0 | 16.7 | 31.3 | 41.0 | 14.4 | 37.3 | 34.6 | 41.8 | 37.0 | 30.5 | 34.5 | 41.3 | 48.3 | 37.8 | 34.6 | 35.1 | 85.8 |
| China | 12.5 | 5.4 | 12.9 | 3.7 | 4.4 | 5.4 | 6.4 | 10.2 | 6.2 | 26.9 | 24.9 | 4.8 | 4.7 | 4.5 | 14.2 | 14.2 | 25.7 | 10.4 | 26.9 | 28.2 | 21.1 |
| S.E. Asia, Others |  |  |  | 3.7 | 3.6 | 2.8 | 3.6 | 2.4 | 6.0 | 3.6 | 2.2 | 2.2 | 7.5 | 6.4 | 3.2 | 4.5 | 5.6 | 3.7 | 7.5 | 18.5 | 11.6 |
| Total | 121.6 | 75.2 | 150.0 | 109.3 | 78.8 | 75.0 | 94.9 | 115.6 | 97.7 | 151.3 | 143.4 | 154.4 | 137.2 | 142.4 | 167.2 | 179.7 | 156.6 | 122.4 | 159.3 | 187.8 | 197.4 |
| (After |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| correction) | 11/4-6 | 7-9 | 10-12 | 12/1-3 | 4-6 | 7-9 | 10-12 | 13/1-3 | 4-6 | 7-9 | 10-12 | 14/1-3 | 4-6 | 7-9 | 10-12 | 15/1-3 | 4-6 | 7-9 | 10-12 | 16/1-3 | 4-6 |
| Japan | 25.0 | 16.3 | 14.9 | 11.7 | 10.0 | 16.3 | 11.5 | 18.7 | 17.5 | 20.1 | 18.4 | 19.8 | 20.4 | 24.9 | 24.0 | 40.8 | 29.0 | 29.0 | 20.4 | 25.1 | 18. |
| U.S. | 30.8 | 24.7 | 29.7 | 36.7 | 24.0 | 18.3 | 31.6 | 25.0 | 26.4 | 29.9 | 35.1 | 38.7 | 34.5 | 32.8 | 36.6 | 30.3 | 20.7 | 22.9 | 24.8 | 32.9 | 13. |
| Europe | 17.2 | 3.9 | 7.6 | 7.0 | 6.8 | 7.7 | 5.0 | 7.7 | 9.8 | 14.4 | 7.2 | 17.0 | 15.0 | 19.0 | 10.8 | 12.7 | 8.9 | 9.4 | 7.9 | 29.1 | 1. |
| Korea | 21.9 | 17.9 | 51.1 | 25.1 | 9.7 | 7.3 | 5.2 | 10.5 | 17.0 | 18.9 | 20.5 | 29.5 | 17.3 | 22.1 | 40.8 | 35.1 | 14.8 | 9.3 | 35.5 | 19.4 | 35. |
| Taiwan | 13.8 | 6.6 | 33.5 | 21.0 | 20.0 | 16.7 | 31.3 | 41.0 | 14.4 | 37.3 | 34.6 | 41.8 | 37.0 | 30.5 | 34.5 | 41.3 | 48.3 | 37.8 | 34.6 | 35.1 | 85.8 |
| China | 12.5 | 5.4 | 12.9 | 3.7 | 4.4 | 5.4 | 6.4 | 10.2 | 6.2 | 26.9 | 24.9 | 4.8 | 4.7 | 4.5 | 14.2 | 14.2 | 25.7 | 10.4 | 26.9 | 28.2 | 21. |
| S.E. Asia, Others |  |  |  | 3.7 | 3.6 | 2.8 | 3.6 | 2.4 | 6.0 | 3.6 | 2.2 | 2.2 | 7.5 | 6.4 | 3.2 | 4.5 | 5.6 | 3.7 | 7.5 | 18.5 | 11.6 |
| Total | 121.3 | 75.1 | 150.1 | 109.2 | 78.8 | 74.9 | 94.8 | 115.7 | 97.7 | 151.4 | 143.3 | 154.2 | 136.6 | 140.5 | 164.3 | 179.2 | 153.4 | 122.8 | 157.9 | 188.6 | 197. |


| (Difference) | 11/4-6 | 7-9 | 10-12 | 12/1-3 | 4-6 | 7-9 | 10-12 | 13/1-3 | 4-6 | 7-9 | 10-12 | 14/1-3 | 4-6 | 7-9 | 10-12 | 15/1-3 | 4-6 | 7-9 | 10-12 | 16/1-3 | 4-6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Japan |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. | -0.2 | -0.1 | 0.0 | -0.0 | -0.0 | -0.0 | -0.1 | 0.1 | 0.0 | 0.1 | -0.1 | -0.1 | -0.6 | -1.9 | -2.9 | -0.4 | -3.1 | 0.3 | -1.3 | 0.8 | 0.0 |
| Europe |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Korea |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Taiwan |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| China |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| S.E. Asia, Others |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total | -0.2 | -0.1 | 0.0 | -0.0 | -0.0 | -0.0 | -0.1 | 0.1 | 0.0 | 0.1 | -0.1 | -0.1 | -0.6 | -1.9 | -2.9 | -0.4 | -3.1 | 0.3 | -1.3 | 0.8 | 0.0 |

- 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.

- Exchange Risk

In principle, export sales of Tokyo Electron's mainstay semiconductor and FPD panel production equipment are denominated in yen. While some settlements are denominated in dollars, exchange risk is hedged as forward exchange contracts are made individually at the time of booking. Accordingly, the effect of exchange rates on profits is negligible.
FPD: Flat panel display


[^0]:    *Cash and cash equivalents: Cash and deposits + Short-term investments, etc. (Securities in B/S).

[^1]:    Turnover days = inventory or accounts receivable at the end of each quarter / last 12 months sales $\times 365$

[^2]:    *Cash and cash equivalents: Cash and deposits + Short-term investments, etc. (Securities in B/S).

