## Supplement for the Results for the Year Ending March 31, 2012

1. Results

|  | 3 months information |  |  |  | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { FY2011 } \\ \text { 4Q } \\ 1 / 2011-3 / 2011 \end{gathered}$ |  | $\begin{gathered} \text { FY2012 } \\ \text { 4Q } \\ 1 / 2012-3 / 2012 \end{gathered}$ |  |  |
|  | Amount | Profit Ratio | Amount | Profit Ratio |  |
| Net sales | 190.6 | - | 177.5 |  | -6.9\% |
| Gross profit | 67.3 | 35.3\% | 56.4 | 31.8\% | -16.1\% |
| Operating income | 29.7 | 15.6\% | 17.4 | 9.8\% | -41.1\% |
| Ordinary income | 30.1 | 15.8\% | 17.3 | 9.8\% | -42.5\% |
| Income before income taxes | 27.9 | 14.6\% | 14.6 | 8.2\% | -47.6\% |
| Net income | 19.8 | 10.4\% | 9.3 | 5.2\% | -53.0\% |


| (Billions of Yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 12 months information |  |  |  | Change |
| FY2011Full year$4 / 2010-3 / 2011$ |  | FY2012Full year$4 / 2011-3 / 2012$ |  |  |
| Amount | Profit Ratio | Amount | Profit Ratio |  |
| 668.7 |  | 633.0 |  | -5.3\% |
| 234.7 | 35.1\% | 211.4 | 33.4\% | -9.9\% |
| 97.8 | 14.6\% | 60.4 | 9.5\% | -38.2\% |
| 101.9 | 15.2\% | 64.0 | 10.1\% | -37.2\% |
| 99.5 | 14.9\% | 60.6 | 9.6\% | -39.1\% |
| 71.9 | 10.8\% | 36.7 | 5.8\% | -48.9\% |

2. Net Sales by Division and Region

| (Consolidated) |  |  |  | (Billions of Yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 months information |  | Change | 12 months information |  | Change |
|  | $\begin{gathered} \text { FY2011 } \\ \text { 4Q } \\ 1 / 2011-3 / 2011 \\ \hline \end{gathered}$ | $\begin{gathered} \text { FY2012 } \\ \text { 4Q } \\ 1 / 2012-3 / 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { FY2011 } \\ \text { Full year } \\ 4 / 2010-3 / 2011 \\ \hline \end{gathered}$ | FY2012 <br> Full year 4/2011-3/2012 |  |
| Semiconductor Production Equipment Japan | 24.0 | 15.8 | -34.0\% | 87.9 | 82.8 | -5.7\% |
| Overseas | 131.6 | 122.0 | -7.3\% | 423.3 | 394.9 | -6.7\% |
| U.S. | 41.8 | 32.6 | -22.2\% | 102.8 | 114.8 | 11.6\% |
| Europe | 12.9 | 8.7 | -31.9\% | 28.4 | 49.3 | 73.2\% |
| Korea | 19.1 | 50.2 | 161.6\% | 87.8 | 108.7 | 23.8\% |
| Taiwan | 43.8 | 21.1 | -51.7\% | 150.2 | 75.0 | -50.1\% |
| China | 7.7 | 5.6 | -27.3\% | 25.5 | 25.3 | -0.8\% |
| Southeast Asia | 6.0 | 3.5 | -41.4\% | 28.2 | 21.6 | -23.3\% |
| Total | 155.7 | 137.8 | -11.5\% | 511.3 | 477.8 | -6.5\% |
| FPD/PV Production Equipment |  |  |  |  |  |  |
| Japan | 2.5 | 5.0 | 95.6\% | 14.6 | 14.9 | 2.6\% |
| Overseas | 9.3 | 11.5 | 24.3\% | 52.1 | 54.9 | 5.3\% |
| Total | 11.8 | 16.5 | 39.7\% | 66.7 | 69.8 | 4.7\% |
| Electronic Components \& Computer Networks |  |  |  |  |  |  |
| Japan | 20.4 | 20.0 | -2.0\% | 79.1 | 73.0 | -7.8\% |
| Overseas | 2.4 | 2.9 | 18.6\% | 11.0 | 11.8 | 7.1\% |
| Total | 22.9 | 22.9 | 0.2\% | 90.2 | 84.8 | -5.9\% |
| Others |  |  |  |  |  |  |
| Japan | 0.1 | 0.1 | 4.4\% | 0.4 | 0.4 | 1.8\% |
| Overseas | - | - | - | - | - | - |
| Total | 0.1 | 0.1 | 4.4\% | 0.4 | 0.4 | 1.8\% |
| Total |  |  |  |  |  |  |
| Japan | 47.2 | 41.0 | -13.0\% | 182.1 | 171.3 | -5.9\% |
| Overseas | 143.4 | 136.4 | -4.8\% | 486.5 | 461.7 | -5.1\% |
| Total | 190.6 | 177.5 | -6.9\% | 668.7 | 633.0 | -5.3\% |

3. Orders

|  | 3 months information |  | Change |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { FY2011 } \\ \text { 4Q } \\ 1 / 2011-3 / 2011 \end{gathered}$ | $\begin{gathered} \text { FY2012 } \\ \text { 4Q } \\ 1 / 2012-3 / 2012 \end{gathered}$ |  |
| Semiconductor Production Equipment | 155.8 | 106.4 | -31.7\% |
| FPD/PV Production Equipment | 26.3 | 2.8 | -89.0\% |
| Electronic Components \& Computer Networks | 21.9 | 21.7 | -1.1\% |
| Others | 0.1 | 0.1 | 4.4\% |
| Total | 204.2 | 131.1 | -35.8\% |


|  |  | (Billions of Yen) |  |
| ---: | ---: | ---: | :---: |
| 12 months information |  |  |  |
| FY2011 <br> Full year <br> $4 / 2010-3 / 2011$ | FY2012 <br> Full year <br> $4 / 2011-3 / 2012$ |  |  |
| 567.9 | 437.6 | $-23.0 \%$ |  |
| 75.4 | 18.5 | $-75.3 \%$ |  |
| 91.0 | 84.2 | $-7.4 \%$ |  |
| 0.4 | 0.4 | $1.8 \%$ |  |
| 734.8 | 540.9 | $-26.4 \%$ |  |

## 4. Order Backlog

| (Consolidated) |
| :--- | |  | (Billions of Yen) |  |  |
| :--- | ---: | ---: | ---: |
|  | FY2011 <br> as <br> as $3 / 31 / 2011$ | FY2012 <br> as of $3 / 31 / 2012$ | Change |
| Semiconductor Production Equipment | 228.9 | 188.6 | $-17.6 \%$ |
| FPD/PV Production Equipment | 65.4 | 14.2 | $-78.3 \%$ |
| Electronic Components \& Computer Networks | 14.3 | 13.7 | $-4.1 \%$ |
| Total | 308.8 | 216.6 | $-29.8 \%$ |

## 5. Capital Expenditures, Depreciation and R\&D Expenses

(Consolidated)

|  | 3 months information |  |  |
| :--- | ---: | ---: | ---: |
|  | FY2011 | FY2012 | Change |
|  | $4 \mathrm{4Q}$ | 4 Q |  |
|  | $1 / 2011-3 / 2011$ | $1 / 2012-3 / 2012$ |  |
| Capital expenditures | 10.2 | 9.3 | $-8.9 \%$ |
| Depreciation | 5.2 | 7.1 | $36.4 \%$ |
| R\&D expenses | 19.5 | 21.6 | $10.6 \%$ |


| (Billions of Yen) |  |  |
| ---: | ---: | ---: |
| 12 months information |  |  |
| FY2011 <br> Full year <br> $4 / 2010-3 / 2011$ | FY2012 <br> Full year <br> $4 / 2011-3 / 2012$ | Change |
| 39.1 | 39.5 | $1.0 \%$ |
| 17.7 | 24.1 | $36.7 \%$ |
| 70.5 | 81.5 | $15.5 \%$ |

## 6. Number of Employees

(Consolidated)

|  | Year ended 3/31/2011 | Year ended 3/31/2012 |
| :--- | ---: | ---: |
| Japan | 7,908 | 8,004 |
| U.S. | 1,084 | 1,150 |
| Europe | 305 | 313 |
| Asia | 1,046 | 1,217 |
| Total | 10,343 | 10,684 |

* In principle, export sales of Tokyo Electron's mainstay semiconductor and FPD/PV 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.
* Percentages are calculated using full amounts, before rounding.

