# Financial Results The Fiscal Year ended on March 2009



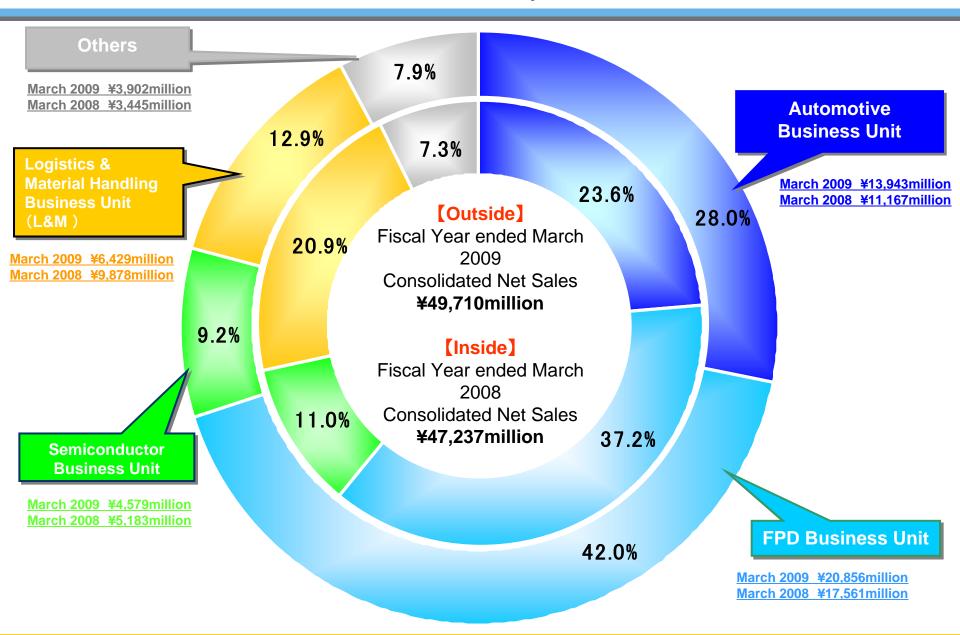




# **I Financial Results**

The Fiscal Year ended on March 2009 (March 31, 2009)

# I Financial Results Consolidated Net Sales by Business Unit



# I Financial Results Summary of Financial Results

### Overview

- Sales increased due to the scheduled sales from orders which had started production in the first half of the previous period
- Loss posted due to the increase of the cost in development and trial productions for new big orders, and the cost for sharp rise in number of sub-constructors.

#### **Consolidated Financial Results**

(¥ in millions)

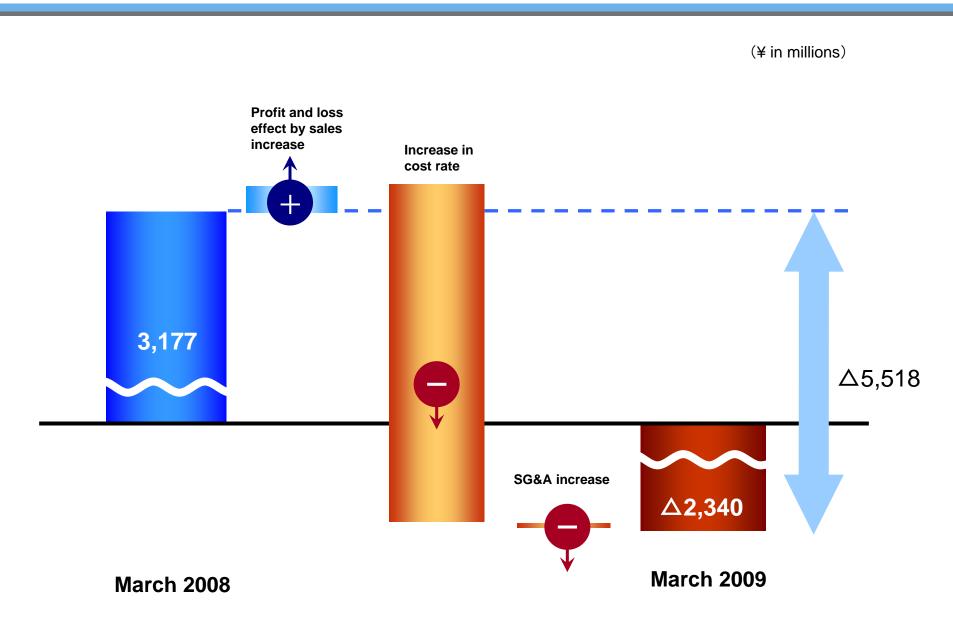
	FY 2007 Results	Forecasts for FY 2008		Results for FY 2008		
Item		Plan at the beginning	Amended Plan (Jan. 30, 2009)	Results	Achievement (%)	Rate of Change
Sales	47,237	50,000	51,300	49,710	99.4%	+5.2%
Operating Income	3,177	3,000	△1,180	△2,340		_
Ordinary Income	3,568	2,700	Δ1,770	△2,944	_	_
Net Income	1,832	1,400	Δ1,470	△2,945		_

#### Non-consolidated Financial Results

Item	FY 2007	Forecasts for FY 2008		Results for FY 2008		
	Results	Plan at the beginning	Amended Plan (Jan. 30, 2009)	Results	Achievement (%)	Rate of Change
Sales	39,636	42,000	41,700	40,830	97.2%	+3.0%
Operating Income	2,901	2,600	△1,440	△2,906	_	_
Ordinary Income	3,250	2,300	△1,900	△3,387	_	_
Net Income	1,742	1,200	△1,330	△3,129	_	_



# I Financial Results Factor Analysis on Changing Operating Income



# I Financial Results Consolidated Net Sales by Business Unit

# ■Net Sales decreased at L&M and Semiconductor BUs, but increased at Automotive and FPD BUs due to sales from orders received in the previous period

Automotive BU : Increased due to big orders from customers in North America and domestic orders

(+24.9%)

• FPD BU : Increased due to domestic big orders (+18.8%)

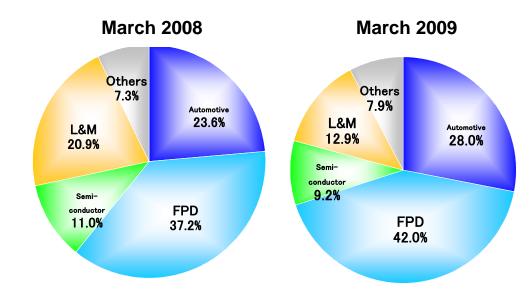
Semiconductor BU : Decreased due to prolonged market downturn (△11.7%)

L&M BU : Decreased due to sales loss in tire production facilities (△34.9%)

### Net Sales by Business Unit

¥ in millions

Business Unit	March 2008	March 2009	Rate of Change	
Automotive	11,167	13,943	+24.9%	
FPD	17,561	20,856	+18.8%	
Semiconductor	5,183	4,579	Δ11.7%	
L&M	9,878	6,429	△34.9%	
Others	3,445	3,902	+13.2%	
Total	47,237	49,710	+5.2%	



# I Financial Results Consolidated Net Sales by Region

Decreased in overseas, but overall net sales increased due to support by Automotive and FPD sales for domestic.

• Domestic : Slightly increased due to sales from Automotive and FPD production facilities (+1.3%)

• Asia : Increased due to sales from Automotive and FPD production facilities (+147.4%)

North America : Decreased from the previous period despite sales from big orders of Automotive related

equipemts.( $\triangle 17.6\%$ )

Europe

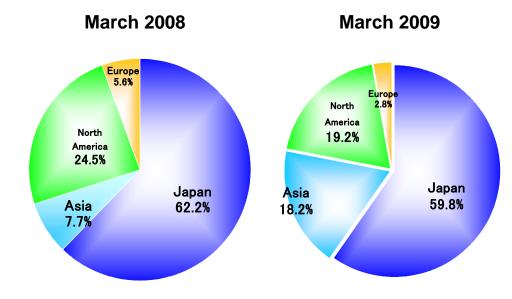
: Decreased due to downturn in Home Appliance production facilities, and the effect of

depreciation of Euro and Pound( $\triangle 47.0\%$ )

### Net Sales by Region

¥ in millions

Region	March 2008	March 2009	Rate of Change	
Japan	29,377	29,746	+1.3%	
Asia	3,646	9,022	+147.4%	
North America	11,592	9,553	△17.6%	
Europe	2,620	1,387	△47.0%	
Others	ı	0		
Total	47,237	49,710	+5.2%	



# I Financial Results Consolidated Orders Received by Business Unit

Decreased under the influence of global economic downturn and postponed investment plans of main customers.

Automotive BU : Decreased by half due to holding back worldwide business investment by Automotive

manufacturers ( $\triangle 54.2\%$ )

• FPD BU : Decreased from the previous period which had received domestic big orders. (△32.3%)

- Semiconductor BU : Decreased due to prolonged semiconductor market downturn (△23.2%)

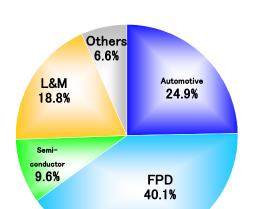
L&M BU : Reduced due to holding back and postpones of business investment by Tire

manufacturers ( $\triangle$ 31.9%)

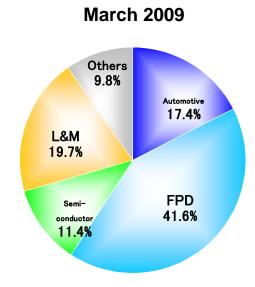
### Orders Received by Business Unit

¥ in millions

Business Unit	March 2008	March 2009	Rate of Change	
Automotive	13,904	6, 367	△54.2%	
FPD	22,430	15,176	△32.3%	
Semiconductor	5,393	4,143	Δ23.2%	
L&M	10,519	7,164	△31.9%	
Others	3,714	3,580	△3.6%	
Total	55,962	36,433	△34.9%	



March 2008



# I Financial Results Consolidated Order Backlog by Business Unit

Decreased under the influence of global economic downturn and postponed investment plans of main customers.

Automotive BU : Drastically decreased due to sales of big orders and worldwide holding back of business

investment ( $\triangle$ 82.7%)

FPD BU : Decreased due to domestic big orders (△29.9%)

Semiconductor BU : Decreased due to semiconductor market downturn despite receiving orders of organic EL

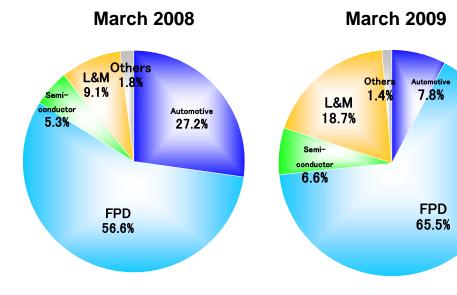
production facilities ( $\triangle 24.6\%$ )

L&M BU : Decreased in Tire production facilities, but increased in Home appliance (+24.0%)

# Order Backlog by Business Unit

¥ in millions

Business March Unit 2008		March 2009	Rate of Change	
Automotive	9,155	1,580	△82.7%	
FPD	19,002	13,322	Δ29.9%	
Semiconductor	1,774	1,338	Δ24.6%	
L&M	3,058	3,793	+24.0%	
Others	607	286	△52.9%	
Total	33,599	20,321	△39.5%	





# II Forecast for FY 2009

The Fiscal Year ended on March 2010 (March 31, 2010)

Main customers

Automotive /FPD Manufacturers

Postpone/Freeze of business investment

# **Emergency Measures**

Reorganizing and consolidating our business structure

Reducing direct and indirect labor costs, as well as conducting a total review of all expenditures

Restructuring flexible production system by personnel relocation

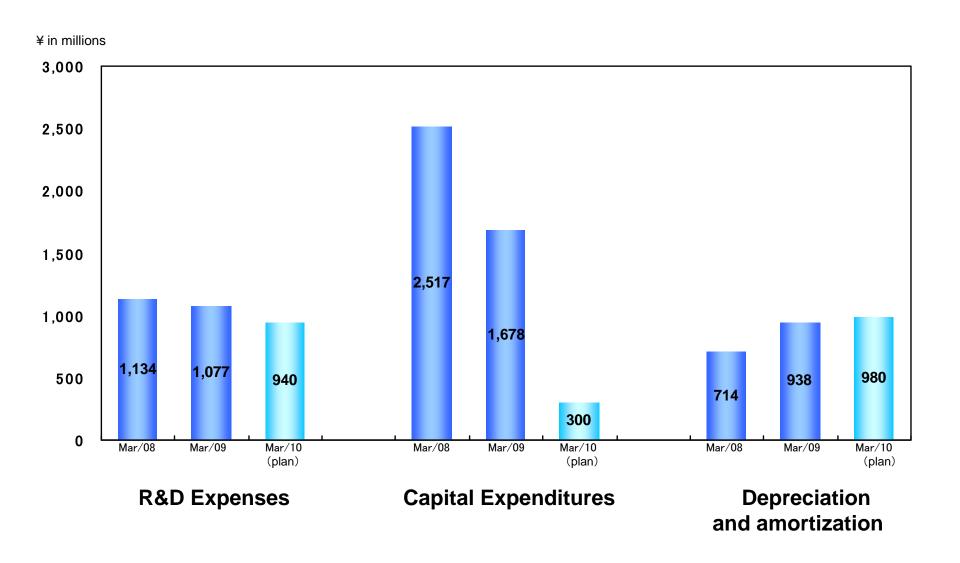
Reorganizing product development, focusing on improving product development efficiency and in shortening development cycles

# II Forecast for FY 2009 Earnings Forecast

(¥ in millions)

	March 2009	March 2010 (Forecast)				
	(Results)	First Half Year	Second Half Year	Full Year	Rate of Change	
Sales	49,710	18,500	18,000	36,500	△26.6%	
Automotive	13,943			6,400	△54.1%	
FPD	20,856			17,000	△18.5%	
Semiconductor	4,579			2,500	△45.4%	
L&M	6,429			6,900	+7.3%	
Others	3,902			3,700	△5.2%	
Operating income (Ratio)	△2,340 (△4.7%)	300(1.6%)	300(1.7%)	600(1.6%)		
Ordinary income (Ratio)	△2,944 (△5.9%)	180(1.0%)	200(1.1%)	380(1.0%)		
Net Income (Ratio)	△2,945 (△5.9%)	90(0.5%)	105(0.6%)	195(0.5%)		

# I Forecast for FY 2009 R&D Expenses, Capital Expenditures, Depreciation Expenses





# **Ⅲ Medium-Term Business Plan**

### 

FY 2009 — FY 2011 Medium-Term Business Plan

"NEXT PLAN"

- New New
- **Enterprise**
- X Different X (Creating new business models)
- Together

FY 2006 — FY 2008 "1 • 2 • 3 • 4PLAN"

Create the foundation such as strengthen well organized management system

FY 2009 — FY March 2011 "NEXT PLAN"

Creating new business models

Under drastically-altered business circumstances

■Efforts towards to survive ■Set up our own sales business model in line with mid-and-long term growth strategy

are carried on and build up a new business structure.

The managerial target as sales amount and profit will be developed on every fiscal year.



# Ⅲ Medium-Term Business Plan Five Priority Activities

1. Plan and develop original **bulk products** 

Develop and launch original bulk products with annual sales of at least 3 billions yen

#### 2. Lower break-even sales volumes

- 1) Lower fixed costs
- 2) Improve gross profit margin

**Five Priority Activities** 

#### 3. Thorough individual profitability management

- 1) Manage forecast and actual earnings more rigorously
- 2) Eliminate less-making projects of 30 million ven or less

#### 4. Improve production efficiency

- 1) Improve the degree of standardization and common resource sharing (MAP)
- 2) Promote Kaizen activities (eliminate wait time, waste and inconsistency across the whole manufacturing process)

#### 5. Improve Quality

- 1) Further promote QC50 activities
- 2) Mandate routine third-party inspections
- 3) Apply concept sheets and design reviews more rigorously
- 4) Organize evaluation meeting for preventative measure.



# III Medium-Term Business Plan Technology strategy / management

# Technology Strategy

Make energy-saving and environmental-friendly technology the basic concepts of our products development

Upgrade pick-and-carry and control technology

Upgrade our manufacturing technology to world-class "Monozukuri"

#### Management

- 1. Improve sales capability
- 2. Improve project management ability
- 3. Upgrade quality standard

- 4. Reinforce procurement activities
- 5. Reinforce lean business promotion system
- 6. Challenge a changing environment

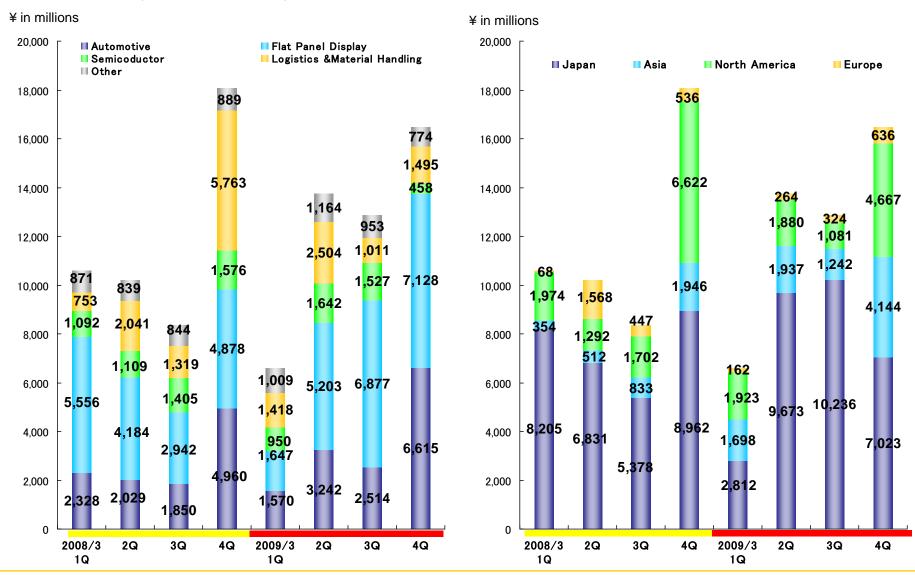


# IV Reference Data

The Fiscal Year ended on March 2009 (March 31, 2009)

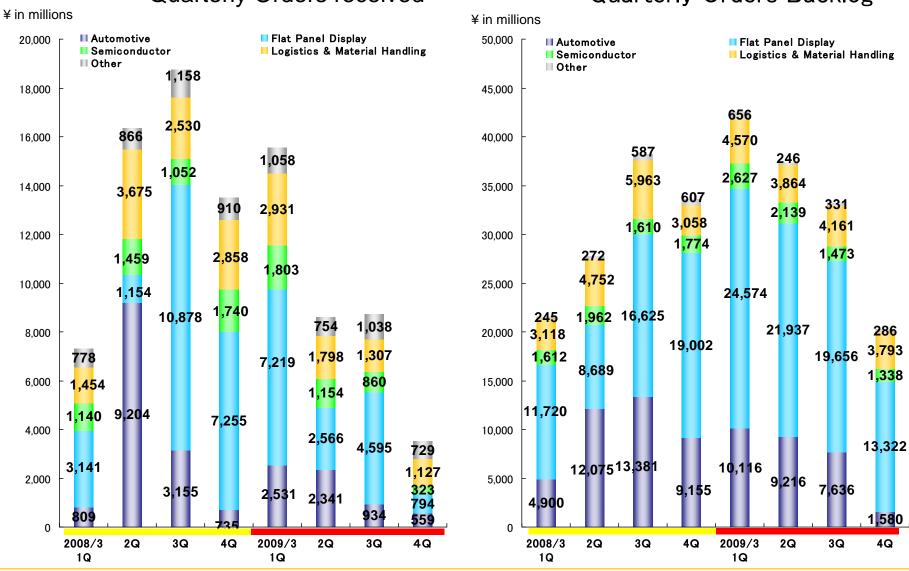
# Quarterly Net Sales by Business Unit

### Quarterly Net Sales by Region

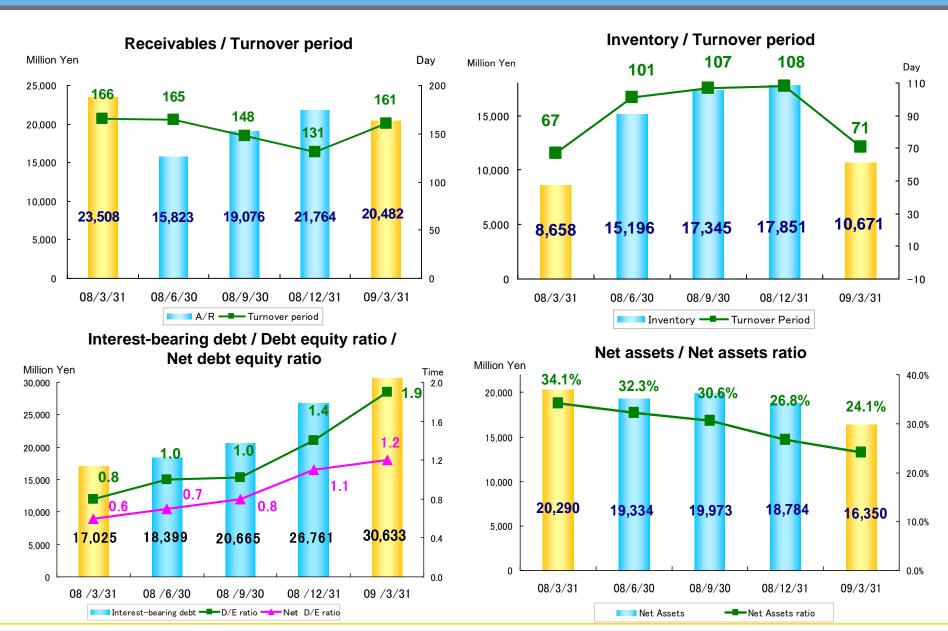




# Quarterly Orders Backlog



### IV Reference Data Financial Index



Business forecasts and future outlook in this document are decided by our own based on information available when we created it, they may have some potential risks and uncertainty including economic trends, competitions with other companies, exchange rates. Please understand that the actual performance could be different drastically from mentioned or defined future forecasts by various factors such as changes in business environment.