# - Financial Results for the Year Ended March 31, 2007 

## - Estimation for the Year Ending March 31, 2008

Forward-looking statements for earnings and other performance data contained herein are based on information currently available to the Company, and all potential risks and uncertainties are taken into account. The Company asks that investors understand that changes in conditions may cause actual performance to significantly differ from these projections.

## Agenda

I. Financial Results for the Year Ended March 31,2007

II . Estimation for the Year Ending March 31,2008

III Reference Data

Financial Highlights for the Year Ended March 31, 2007

| Billions of yen | 06/3 ( A ) | Previous <br> Forecast (B) | $\begin{gathered} 07 / 3 \\ \text { Actual ( C ) } \end{gathered}$ | Change ( C-A ) | Change ( C-B ) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 730.9 | 800.0 | 822.8 | + 91.9 | + 22.8 |
| Operating Income \% vs Net Sales | $66.6{ }_{9.1 \%}$ | $95.0$ <br> 11.9\% | $\begin{array}{r} 102.0 \\ 12.4 \% \end{array}$ | + 35.4 | + 7.0 |
| Ordinary Income \% vs Net Sales | $43.5{ }_{6.0 \%}$ | $82.0$ <br> 10.3\% | $\begin{aligned} & 89.6 \\ & 10.9 \% \end{aligned}$ | + 46.1 | + 7.6 |
| Net Income <br> \% vs Net Sales | $28.9$ <br> 4.0\% | $51.0$ | $54.8$ <br> $6.7 \%$ | + 25.9 | + 3.8 |

* The Previous Forecast is our estimation announced on Feb. 5, 2007

Achieved record high Net Sales, Operating Income, Ordinary Income and Net Income 2 years in a row.

## Precision Equipment Company

| Steppers \& Scanners (units sold) |  | 06/3 | 1st Half | Previous Forecast | 1st Half | $07 / 3$ <br> Actual Result | 1st Half |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2nd Half | 2nd Half |  | 2nd Half |  |
| Net Sales (Billions of yen) |  |  | 243.2 | 116.2 | 290.0 | 135.0 | 292.6 | 135.9 |
|  |  | 127.0 |  | 155.0 |  | 156.7 |  |
| Operating Income (Billions of yen) \% vs Net Sales |  | $\begin{gathered} 26.4 \\ 10.9 \% \end{gathered}$ | 12.4 | $\begin{array}{r} 45.0 \\ 15.5 \% \end{array}$ | 23.3 |  | 23.3 |
|  |  | 14.0 | 21.7 |  | $\begin{array}{r} 49.3 \\ 16.8 \% \end{array}$ | 26.0 |  |
| IC Steppers \& Scanners New / Refurbished |  |  | 159/29 | 79/12 | 165/18 | 77/ 8 | 158/22 | $77 / 8$ |
|  |  | 80/17 |  | 88/10 |  | 81/14 |  |
| LCD Steppers \& Scanners |  | 67 | 37 | 82 | 46 | 80 | 46 |
|  |  | 30 | 36 |  | 34 |  |  |
| Market Scale CY05/06 (New) | IC Steppers \& Scanners |  | 464 |  | 571 |  | 571 |  |
|  | LCD Steppers \& Scanners (TFT-array Only) | est. 147 |  | est. 125 |  | est. 125 |  |

Achieved record high Net Sales and Operating Income through sales of ArF immersion scanner and higher sales of LCD steppers \& scanners.

## Precision Equipment Company

$$
06 / 3 \quad 07 / 3
$$

IC Steppers \& Scanners Sales by Technology / Region


LCD Steppers \& Scanners Sales by Generation


## Imaging Company

| Cameras \& Lenses ( 1,000 of units sold) |  | 06/3 | 1st Half | Previous Forecast | 1st Half | $\begin{gathered} \hline 07 / 3 \\ \text { Actual } \end{gathered}$ | 1st Half <br> 2nd Half |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2nd Half | 2nd Half |  |  |  |
| Net Sales (Billions of yen) |  |  | 416.6 | 196.4 | 430.0 | 206.3 | 449.8 | 206.3 |
|  |  | 220.2 |  | 223.7 |  | 243.5 |  |
| Operating Income (Billions of yen) \% vs Net Sales |  | $\begin{array}{r} 34.4 \\ 8.3 \% \end{array}$ | 15.5 | 43.0$10.0 \%$ | 18.9 | 45.7 | 18.9 |
|  |  | 18.9 | 24.1 |  | 10.2\% | 26.8 |  |
| Single-Lens Reflex |  |  | 1,340 | 790 | 2,050 | 860 | 2,090 | 860 |
|  |  | 550 |  | 1,190 |  | 1,230 |  |
| Compact DSC |  | 7,110 | 3,410 | 6,500 | 3,400 | 5,920 | 3,400 |
|  |  | 3,700 | 3,100 |  | 2,520 |  |  |
| Interchangeable Lenses |  |  | 2,020 | 1,180 | 2,300 | 900 | 2,640 | 900 |
|  |  | 840 |  | 1,400 |  | 1,740 |  |
|  | SLR-DSC | $\begin{gathered} 3,940 \\ 63,230 \end{gathered}$ |  | $\begin{gathered} 5,000 \\ 66,000 \end{gathered}$ |  | $\begin{gathered} 5,930 \\ 75,540 \end{gathered}$ |  |
| Scale F Y |  |  |  |  |  |  |  |  |  |  |

Achieved record high Net Sales and Operating Income 2 years in a row through strong sales of Single-Lens Reflex DSC and Interchangeable Lenses.

## Imaging Company

06/3
07/3
Shipment value by Products / Region


## Instruments Company

|  | 06/3 | 1st Half | Previous <br> Forecast | 1st Half | $\begin{gathered} 07 / 3 \\ \text { Actual } \end{gathered}$ | 1st Half |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2nd Half |  | 2nd Half |  | 2nd Half |
| Net Sales (Billions of yen) | 54.9 | 24.3 | 60.0 | 27.3 | 61.2 | 27.3 |
|  |  | 30.6 |  | 32.7 |  | 33.9 |
| Operating Income | $4.1$ | 0.7 | 5.0$8.3 \%$ | 1.0 | 5.1 | 1.0 |
| (Billions of yen) \% vs Net Sales |  | 3.4 |  | 4.0 |  | 4.1 |



## Other Businesses

|  | 06/3 | 1st Half | Previous <br> Forecast | 1st Half | 07/3 <br> Actual | 1st Half |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2nd Half |  | 2nd Half |  | 2nd Half |
| Net Sales (Billions of yen) | 49.8 | 22.8 | 54.0 | 26.3 | 57.2 | 26.3 |
|  |  | 27.0 |  | 27.7 |  | 30.9 |
| Operating Income | $\begin{aligned} & 1.9 \\ & 3.8 \% \end{aligned}$ | 0.1 | 2.03.7 | 1.1 | $\begin{array}{r} 2.1 \\ 3.7 \% \end{array}$ | 1.1 |
| (Billions of yen) \% vs Net Sales |  | 1.8 |  | 0.9 |  | 1.0 |



Remarks: Above chart shows a breakdown of 19.7 billion yen (06/3) and 22.8 billion yen (07/3) sales amount to outside customers.

Started manufacturing Photomask substrates for LCD.


## Inventories \& Turnover



## Interest-bearing debt and D/E ratio

Billions of yen



Improved financial structure through significant reduction of Interest-bearing debt.

## Summary for the Year Ended March 31, 2007

Achieved record high Net Sales, Operating Income, Ordinary Income and Net Income 2 years in a row.

Improved financial structure through reduction of Interestbearing debt to 105.3 Billion yen.

Increasing Cash dividend per share of common stock
$2^{\text {nd }}$ Half $\quad 11.5$
Entire year :18.0

## Agenda

## I. Financial Results for the Year Ended March 31,2007

II . Estimation for the Year Ending March 31,2008

III . Reference Data

## Performance Estimation for the Year Ending March 31, 2008

|  | $07 / 3$ <br> Actual | $08 / 3$ <br> Estimation | Change |
| :---: | :---: | :---: | :---: |
| Net Sales | 822.8 | 900.0 | +77.2 |
| Operation Income <br> \% vs Net Sales | 102.0 <br> $12.4 \%$ | 100.0 <br> $11.1 \%$ | -2.0 |
| Ordinary Income <br> \% vs Net Sales | 89.6 <br> $10.9 \%$ | 90.0 <br> $10.0 \%$ | +0.4 |
| Net Income <br> \% vs Net Sales | 54.8 <br> $6.7 \%$ | 55.0 <br> $6.1 \%$ | +0.2 |

Estimating Income level equivalent to the previous period despite reduction by half of LCD equipment sales units and increase of investment and expense for future growth.

## Estimation for Precision Equipment Company

| Steppers (units sold) |  | 07/3 <br> Actual | 1st Half | 08/3 <br> Estimation | 1st Half |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2nd Half | 2nd Half |  |
| Net Sales (Billions of yen) |  |  | 292.6 | 135.9 | 320.0 | 140.0 |
|  |  | 156.7 |  | 180.0 |  |
| Operating Income (Billions of yen) \% vs Net Sales |  |  | 23.3 | $\begin{array}{r} 44.0 \\ 13.8 \% \end{array}$ | 20.0 |
|  |  | 49.3 |  |  |  |
|  |  | 16.8\% | 26.0 |  | 24.0 |
| IC Steppers \& Scanners New/Refurbished |  | 158/22 | 7718 | 165/25 | 75/10 |
|  |  | 81/14 | 90/15 |  |  |
| LCD Steppers \& Scanners |  |  | 80 | 46 | 40 | 23 |
|  |  | 34 |  | 17 |  |
| Market <br> Scale <br> CY06/07 <br> (New) | IC Steppers \& Scanners | 571 |  | est. 510 |  |
|  | LCD Steppers \& Scanners (TFT-array Only) | est. 125 |  | est. 70 |  |

Minimizing income reduction by $10 \%$, due to expanding sales of cutting-edge IC Scanners, despite reduction by half of LCD equipment sales units.

07/3
08/3 Estimation
IC Steppers \& Scanners Sales by Technology / Region


LCD Steppers \& Scanners Sales by Generation


## Estimation for Imaging Company

| Cameras \& Lenses <br> (1,000 of units sold) |  | $07 / 3$Actual | 1st Half | $\begin{gathered} 08 / 3 \\ \text { Estimation } \end{gathered}$ | 1st Half <br> 2nd Half |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2nd Half |  |  |
| Net Sales |  |  | 449.8 | 206.3 | 480.0 | 225.0 |
|  |  | 243.5 |  | 255.0 |  |
| Operating Income |  | $\begin{array}{r} 45.7 \\ 10.2 \% \end{array}$ | 18.9 | $48.0$ | 20.0 |
|  | \% vs Net Sal |  | 26.8 |  | 28.0 |
| Single-Lens Reflex DSC |  | 2,090 | 860 | 2,500 | 1,300 |
|  |  | 1,230 | 1,200 |  |  |
| Compact DSC |  |  | 5,920 | 3,400 | 7,500 | 3,800 |
|  |  | 2,520 |  | 3,700 |  |
| Interchangeable Lenses |  | 2,640 | 900 | 3,500 | 1,900 |
|  |  | 1,740 | 1,600 |  |  |
| Market | SLR-DSC |  | $\begin{gathered} \hline 5,930 \\ 75,540 \end{gathered}$ |  | $\begin{gathered} 7,000 \\ 79,000 \end{gathered}$ |  |
| Scale <br> F Y |  |  |  |  |  |  |  |

Raising Sales and Income through sales extension of Single-Lens Reflex DSC and recovery of Compact DSC competitiveness.

## 08/3 Estimation

## Shipment value by Products / Region



## Estimation for Instruments Company

|  | $\begin{gathered} 07 / 3 \\ \text { Actual } \end{gathered}$ | 1st Half | 08/3 <br> Estimation | 1st Half |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2nd Half |  | 2nd Half |
| Net Sales (Billions of yen) | 61.2 | 27.3 | 67.0 | 28.0 |
|  |  | 33.9 |  | 39.0 |
| Operating Income (Billions of yen) \% vs Net Sales | $5.1$ | 1.0 | $\begin{gathered} 6.0 \\ 9.0 \% \end{gathered}$ | 1.0 |
|  |  | 4.1 |  | 5.0 |



Targeting record highs in Net Sales and Operating Income through strong sales of Bio-science related products.

## Estimation for Other Businesses

|  | 07/3 <br> Actual | 1st Half | $08 / 3$ <br> Estimation | 1st Half |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2nd Half |  | 2nd Half |
| Net Sales | 57.2 | 26.3 | 60.0 | 30.0 |
| (Billions of yen) |  | 30.9 |  | 30.0 |
| Operating Income (Billions of yen) \% vs Net Sales | $\begin{array}{r} 2.1 \\ 3.7 \% \end{array}$ | 1.1 | $\underset{3.3 \%}{2.0}$ | 1.0 |
|  |  | 1.0 |  | 1.0 |



## 08/3 Estimation



Remarks: Above chart shows a breakdown of 22.8 billion yen (07/3) and 34.0 billion yen (08/3) sales amount to outside customers.

Expanding sales of new business, Photomask substrates for LCD.

## Estimation for Capital Expenditure, Depreciation and R\&D

[Capital Expenditure \&


## Estimation for Cash Flows and D/E ratio



## Summary of Estimation for the Year Ending March 31, 2008

-Precision Equipment Company:
[LCD Steppers \& Scanners] Estimating Income level equivalent to the previous period despite reduction by half of sales units and increase of investment and expense for future growth.
[IC Steppers \& Scanners] Expanding sales of cutting-edge products (ArF / ArF immersion) significantly due to their high competitiveness.
-Imaging Company:
Raising Sales and Income through sales extension of Single-Lens Reflex DSC and recovery of Compact DSC competitiveness.

## Agenda

## I. Financial Results for the Year

 Ended March 31,2007II . Estimation for the Year Ending March 31,2008

III . Reference Data

## Exchange Rate

07/3 Actual

|  | Exchange Rate |  | Financial Impact* |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $07 / 3$ <br> Forecast | $07 / 3$ <br> Result | Net Sales <br> (Billions of yen) | Operating <br> Income <br> (Billions of yen) |
| US\$ | 115 | 118.05 | +13.0 | +0.8 |
| EURO | 150 | 157.33 | +12.0 | +1.2 |
| Total |  | +25.0 | +2.0 |  |

*Change from foreign exchange rate of previous estimation.
08/3
Estimation

|  | Exchange Rate | Financial impact from fluctuation <br> by 1 yen |  |
| :---: | :---: | :---: | :---: |
|  | $08 / 3$ <br> Forecast | Net Sales <br> (Billions of yen) | Operating Income <br> (Billions of yen) |
| US\$ | 115 | approx. 1.8 | approx. 0.9 |
| EURO | 150 | approx. 1.1 | approx. 0.8 |

## Earning Estimation for the Year Ending March 31, 2008

| Billions of yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,000900 | Net Sales 900 ( $1^{\text {st }}$ Half $410 / 2^{\text {nd }}$ Half 490 ) Operating Income 100.0 | Billions of yen |  | 07/3 <br> Actual |  | $08 / 3$ <br> Estimation |  |
|  |  | Operating | 1st Half |  | 44.0 |  | 42.0 |
| 800 | Selling, General and Administrative Expenses 250.0 | Income | 2nd Half |  | 58.0 | 100.0 | 58.0 |
| 700 |  | Non-operating Income |  |  | 7.1 |  | 6.0 |
| 600 |  | Non-operating Expenses |  |  | 19.5 |  | 16.0 |
| 500 |  | Ordinary Income | 1st Half | 89.6 | 37.1 | 90.0 | 36.0 |
| 400 | Cost of Sales 550.0 |  | 2nd Half |  | 52.5 |  | 54.0 |
| 300 |  | Special gain and loss |  |  | -1.7 |  | - 1.0 |
| 200 |  | Income Taxes |  |  | 33.0 |  | 34.0 |
| 100 |  | Net | 1st Half |  | 23.2 |  | 21.0 |
|  |  | Income | 2nd Half |  | 31.6 |  | 34.0 |

## Quarterly Net Sales by segments



## Quarterly Operating Income by segments

Billions of yen


## Management Index



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Nikon
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## NIKON CORPORATION

