## Nikon

## Financial Results for the $2^{\text {nd }}$ Quarter of the Year Ending March 31, 2009

## Conference in Tokyo (Nov.6, 2008) NIKON CORPORATION

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 First Half of the Year Ending March 31, 2009 

II . Estimation for the Year Ending March 31, 2009

III . Reference Data

## Financial Highlights for the First Half of the Year Ending March 31,2009

|  | $\begin{gathered} 07 / 9 \\ \text { (A) } \end{gathered}$ | Previous Forecast as of August 6, 2008 <br> (B) | 08/9 <br> Result (C) | Change (C-B) | Change (C-A) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales <br> (Billions of yen) | 445.8 | 455.0 | 487.1 | +32.1 | +41.3 |
| Operating Income (Bilions of yen) \% vs Net Sal | $63.3$ | $50.0$ 11.0\% | $54.1$ | +4.1 | -9.2 |
| Ordinary Income (Billions of yen) \% vs Net S | $58.9$ | $48.0$ | $\begin{array}{r} 53.1 \\ \quad 10.9 \% \\ \hline \end{array}$ | +5.1 | -5.8 |
| Net Income (Billions of yen) | $34.4$ | ${ }_{\text {c }}^{29.0}$ | $\begin{aligned} & 33.6 \\ & 6.9 \% \end{aligned}$ | +4.6 | -0.8 |
| Exchange : US\$ Rate EURO | $\begin{aligned} & 119 \\ & 162 \end{aligned}$ | $\begin{aligned} & 102 \\ & 159 \end{aligned}$ | $\begin{aligned} & 106 \\ & 163 \end{aligned}$ | $\begin{gathered} \text { Impact on } \\ \text { Net Sales: }+13.2 \end{gathered}$ | Impact on Net Sales:-24.1 Op. Income: -8.8 |

Net Sales increased and Operating Income decreased against 1H of the previous year. All of Net sales, Operating Income, Ordinary income and Net income achieved higher results than our previous forecast.

Financial Highlights for the $2^{\text {nd }}$ Quarter of the Year Ending March 31,2009

|  | 07/9 <br> (A) | Previous Forecast as of August 6, 2008 <br> (B) | 08/9 <br> Result (C) | Change (C-B) | Change (C-A) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales (Billions of yen) | 222.3 | 217.1 | 249.3 | +32.2 | +27.0 |
| Operating Income (Billions of yen) $\%$ vs Net Sales | $27.2$ | $21.3$ | $25.3$ | +4.0 | -1.9 |
| $\begin{gathered} \text { Ordinary Income } \\ \text { Billions ofy } \\ \% \text { vs Net tateses } \end{gathered}$ | $\underset{10.3 \%}{22.8}$ | $18.9$ | $24.0$ | +5.1 | +1.2 |
| $\underset{\substack{\text { Net Income } \\ \text { (Billions of yen) } \\ \text { \% vs Net Sales }}}{ }$ | $\begin{gathered} 11.0 \\ 4.9 \% \\ \hline \end{gathered}$ | $\begin{gathered} 11.0 \\ 5.1 \% \\ \hline \end{gathered}$ | $\begin{gathered} 15.7 \\ \hline 6.3 \% \\ \hline \end{gathered}$ | +4.7 | +4.7 |
| Exchange : US\$ <br> Rate EURO | $\begin{aligned} & 118 \\ & 163 \end{aligned}$ | $\begin{aligned} & 100 \\ & 155 \end{aligned}$ | $\begin{aligned} & 108 \\ & 162 \end{aligned}$ | Impact on Net Sales: +13.2 | $\begin{gathered} \text { Impact on } \\ \text { Net Sales:-10.1 } \end{gathered}$ |

Compared to 2Q of the previous year, the Precision Equipment business suffered from IC market slowdown while the Imaging business showed a steady growth.

## Precision Equipment Company: $1^{\text {st }}$ Half



Despite recovery of LCD steppers \& scanners sales volume, IC steppers \& scanners sales volume dropped by half. Revision of accounting method also had negative effect on operating income compared to 1 H of the previous year.

## Precision Equipment Company



Imaging Company: $1^{\text {st }}$ Half
(A)
Net Sales
(Billions of yen)

Despite concern of economy slowdown, achieved substantial sales increase of all products over 1H of the previous year. Achieved record high Net Sales and Operating Income for 1 H .

## Imaging Company

Shipment value by Products


Shipment value by Region


## Instruments Company : $1^{\text {st }}$ Half



## Other Business : $1^{\text {st }}$ Half



## Balance Sheet : $1^{\text {st }}$ Half



## Balance Sheet : 1st Half

Inventories

Bond, Debt and
Cash \& time deposit


## Summary for the First Half of the Year Ending March 31, 2009

- Net Sales achieved its highest-ever results 6 years in a row for 1 H .
- Operating Income, Ordinary Income and Net Income decreased compared to 1 H of the previous year.


## Precision Equipment Company:

Despite recovery of LCD steppers \& scanners sales, operating income decreased compared to 1 H of the previous year due to IC market slowdown.

## Imaging Company:

Achieved record high Net Sales and Operating Income through substantial sales increase of all products despite economic slowdown concern and severer competitive market conditions.

Comparison to 1 H of the previous year:
Negative effect of "Lower of cost or market value method"
8.0 billion yen to Operating Income
6.5 billion yen to Ordinary Income

Negative effect of currency exchange rate:
24.1 billion yen to Net Sales
8.8 billion yen to Operating Income

Interim cash dividend per share of common stock: 12.5 yen

Agenda

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## Performance Estimation for the Year Ending March 31, 2009

|  | ${ }^{08 \beta}$ | \%axay | ${ }_{\text {Esalchay }}^{\text {Nan }}$ | $\begin{aligned} & \text { Change } \\ & \text { (C-B) } \end{aligned}$ | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Nuestes | 955.8 | 980.0 | 940.0 | -40.0 | -15.8 |
| Oenaing | 135.2 | 130.0 was | 82.0 | -48.0 | -53.2 |
| Ofinam (hame | 120.1 2004 | 125.0 | 79.0 ass | -46.0 | -41.1 |
| Nethome | 75.5 cm | $78.0{ }_{\text {aso }}$ | 47.0 ose | -31.0 | -28.5 |
| Cote | $\begin{aligned} & 114 \\ & 162 \end{aligned}$ | $\begin{aligned} & 101 \\ & 157 \end{aligned}$ | $101$ |  |  |

Lowered our estimation considering revision of estimated exchange rate (US\$ 1=95 yen, Euro 1=125 yen), capital expenditure cut-down for IC/LCD manufacture and slowdown of consumer mind /severer competitive environment.

## Estimation for Precision Equipment Company

|  | 08/3 | $\frac{1 H}{2 H}$ |  | $\frac{1 H}{2 H}$ | $\begin{gathered} \text { New } \\ \text { Estimation } \end{gathered}$ | $\frac{1 H}{2 H}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales (Billions of yen) | 290.8 | $\frac{140.4}{150.4}$ | 290.0 | $\frac{115.0}{175.0}$ | 245.0 | $\frac{117.2}{127.8}$ |
| Operating Income (Billions of yenn) | 43.3 | $\frac{21.3}{22.0}$ | 44.0 | $\frac{13.0}{31.0}$ | 18.0 | $\frac{12.2}{5.8}$ |
|  | 146/18 | $\begin{aligned} & 68 / 10 \\ & 78 / 8 \end{aligned}$ | 105/20 | $\frac{36 / 8}{69 / 12}$ | 74/20 | 32/10 |
| $\begin{aligned} & \text { LCD Steppers \& } \\ & \text { Scanners } \\ & \text { (units sold) } \end{aligned}$ | 45 | $\frac{24}{21}$ | 70 | $\frac{38}{32}$ | 65 | $\frac{37}{28}$ |
| Market Scale CY07/08 IC Steppers \& Scanners (units sold) | 564 |  | Approx. 400 |  | Approx. 300 |  |
|  | Approx. 70 |  | Approx. 110 |  | Approx. 100 |  |

Review of capital expenditure for IC exposure tools is rapidly progressing from summer '08 and the market of the tool will drop near to the half of the previous year. Capital expenditure for LCD exposure tools also began from September.

## Estimation for Precision Equipment Company

IC Steppers \& Scanners
Sales by Technology
IC Steppers \& Scanners
Sales by Region


LCD Steppers \&
Scanners
by Generation

Units


## Estimation for Imaging Company

|  | 08/3 | $\frac{1 H}{2 H}$ |  | $\frac{1 H}{2 H}$ | $\begin{gathered} \text { New } \\ \text { Estimation } \end{gathered}$ | $\frac{1 H}{2 H}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { Net Sales } \\ & \text { (Billions of yen) } \end{aligned}$ | 586.1 | $\frac{270.3}{315.8}$ | 620.0 | $\frac{310.0}{310.0}$ | 625.0 | 337.2 <br> 28.8 |
| Operating Income <br> (Billions of yen) | 84.0 | $\frac{38.8}{45.2}$ | 80.0 | $\frac{36.0}{44.0}$ | 62.09 .98 | $\frac{42.0}{20.0}$ |
|  | 3,090 | $\frac{1,470}{1,620}$ | 3,300 | $\frac{1,750}{1,550}$ | 3,500 | $\frac{1,870}{1,630}$ |
|  | 4,450 | $\frac{2,200}{2,250}$ | 4,700 | $\frac{2,400}{2,300}$ | 4,900 | $\frac{2,630}{2,270}$ |
|  | 8,550 | $\frac{4,030}{4,520}$ | 9,300 | $\frac{4,900}{4,400}$ | 10,000 | $\frac{5,910}{4,090}$ |
|  | 7,720 |  | 8,800 |  | 9,500 |  |
| Market Scale | 13,070 |  | 15,000 |  | 16,000 |  |
|  | 98,570 |  | 120,000 |  | 115,000 |  |

Raised our estimation of Net Sales due to good result in 1H. Lowered Operating Income estimation due to expected slowdown of consumer mind /severer competitive environment and the effect of the strong Yen.

## Estimation for Imaging Company

Shipment value by Products
Shipment value by Region



## Estimation for Instruments Company

|  |  | 08/3 | $\frac{1 H}{2 H}$ | Previous <br> Estimation as of August 6, 2008 | $\frac{1 H}{2 H}$ | New Estimation | $\frac{1 H}{2 H}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales <br> of yen) | 59 | $\frac{26.3}{32.7}$ | 58.0 | $\frac{24.0}{34.0}$ | 52.0 | $\frac{23.2}{28.8}$ |
| Operating Income <br> (Billions of yen) \% vs Net Sales |  | $4.1$ | $\frac{0.9}{3.2}$ | $4.0$ | $\frac{-0.5}{4.5}$ | 0.0 | $\frac{-1.3}{1.3}$ |
| Billions of yen |  |  |  |  |  |  |  |
| 60 60 | $1 \%$ $14 \%$ | $\begin{gathered} \text { 1\% } \\ \text { 11\% } \end{gathered}$ | $\begin{aligned} & \text { 1\% } \\ & \text { 6\% } \end{aligned}$ | Semiconductor Inspection Equipment | Expecting steady growth of Net Sales for biological microscope |  |  |
| 50 40 | 23\% | 26\% | $23 \%$ | Measuring Instruments | and severe sales of industrial |  |  |
| 30 | 19\% | 18\% | 19\% | Industrial Microscopes | nditur | ut-down. |  |
| 20 10 | 43\% | 44\% | 51\% | Biological Microscopes |  |  |  |
| 0 | 08/3 <br> Actual | Previous Est. | New Est. |  |  |  |  |

## Estimation for Other Business

|  | 08/3 | $\frac{1 H}{2 H}$ | $\begin{gathered} \text { Previous } \\ \text { Estimation } \\ \text { as of August } 6,2008 \end{gathered}$ | $\frac{1 H}{2 H}$ | New Estimation | $\frac{1 H}{2 H}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales (Billions of yen) | 19.8 | $\begin{array}{r} 8.9 \\ 10.9 \end{array}$ | 12.0 | $\frac{6.0}{6.0}$ | 18.0 | $\frac{9.6}{8.4}$ |
| Operating Income (Billions of yen) \% vs Net Sales | 3.6 | $\frac{2.5}{1.1}$ | $2.0$ | $\frac{1.5}{0.5}$ | 2.0 | $\frac{1.5}{0.5}$ |

Billions of yen


Glass business will expand its sales thanks to Photomask substrates for LCD.

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



The above include acquisition of lease asset in accordance with accounting rules revision.

## Estimation for Cash Flows



## Summary of Estimation for the Year Ending March 31, 2009 < Future outlook of the market (the 2H onward) >

## From "Ready for stormy weather" to " Under stormy weather" <br> Severe business environment of capital investment and consumers spending to continue for the moment.

- The IC steppers \& scanners business suffers from the stormy weather severer than expected with steep drop of memory IC price. In the LCD steppes \& scanners business, the panel manufacturers are successively revising their Capital expenditure plan.
- The Imaging business faces a strong concern on progress of the global stagnant consumer spending and evaluation of Japanese Yen while sales results achieved highest-ever record up to 1 H .
- The business management and control will be executed assuming that it will take long time before the recovery.


## Summary of Estimation for the Year Ending March 31, 2009 < Our business policy and measures (the 2H onward) >

Careful and precise management based on our identity, strength and challenge.

- Development of product exceeding expectations and overwhelming competitions with integration of not only the product development but also marketing, manufacturing, sales and servicing
- Strict control of inventory and account receivable
- Careful selection of expense and investment, and implementation of investment necessary for medium and long term growth even under severe management environment.
- Taking this opportunity, promotion of further cost reduction through manufacturing competitiveness enhancement, procurement innovation and thorough review of our cost structure including measure for currency exchange risk.

Maintaining annual dividend of 25 yen per share.
No change to our financial targets of Medium Term Management Plan (Net sales: 1,200 billion yen, Operating income: 160 billion yen)

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# I . Financial Results for the First Half of the Year Ending March 31, 2009 <br> II . Estimation for the Year Ending March 31, 2009 

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## Exchange Rate

09/3
Estimation

|  | Exchange Rate | Financial Impact from <br> fluctuation by 1 yen |  |
| :---: | :---: | :---: | :---: |
|  | 09/3 2H <br> Forecast | Net Sales <br> (2H) | Operating Income <br> (2H ) |
| US\$ | 95 | Approx.1.3 <br> billions of yen | Approx.0.7 <br> billions of yen |
| EURO | 125 | Approx.0.6 <br> billions of yen | Approx.0.5 <br> billions of yen |

## Earning Estimation for the Year Ending March 31, 2009

| Billions of yen |  | 08/3 Actual |  | $\begin{gathered} 09 / 3 \\ \text { Estimation } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Income | 1H | 135.2 | 63.3 | 82.0 | 54.1 |
|  | 2 H |  | 71.9 |  | 27.9 |
| Non-operating Income |  |  | 8.2 |  | 8.4 |
| Non-operating Expenses |  |  | 23.2 |  | 11.4 |
| Ordinary Income | 1H | 120.1 | 58.9 | 79.0 | 53.1 |
|  | 2 H |  | 61.2 |  | 25.9 |
| Extra ordinary gain \& loss |  |  | -3.4 |  | -1.5 |
| Income Taxes |  |  | 41.2 |  | 30.5 |
| Net Income | 1H | 75.5 | 34.4 | 47.0 | 33.6 |
|  | 2 H |  | 41.1 |  | 13.4 |

## Precision Equipment Company: $2^{\text {nd }}$ Quarter

|  | $\begin{gathered} 07 / 9 \\ (\mathrm{~A}) \end{gathered}$ | Previous Forecast as of August 6, 2008 <br> (B) | $\begin{gathered} \text { 08/9 } \\ \text { Result ( C ) } \end{gathered}$ | Change (C-B) | Change (C-A) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales <br> (Billions of yen) |  | 57.1 | 59.3 | 42 | $-19$. |
| Operating Income <br> (Billions of yen) <br> \% vs Net Sales |  | $6.8$ | $5.9$ | $-0 .$ | $-7$. |
| IC Steppers \& Scanners New / Refurbished (units sold) |  | $19 / 3$ | $15 / 5$ | $-4 / 4$ | $-21 /-1$ |
| LCD Steppers \& Scanners (units sold) |  | $21$ | $20$ | $-1$ | 4 |

Imaging Company: 2 ${ }^{\text {nd }}$ Quarter

|  | $\begin{aligned} & \text { O7/9 } \\ & (A) \end{aligned}$ | (8) | $\begin{gathered} \text { osif } \\ \text { Resuli ( }) \end{gathered}$ | Come | Chane |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Netsales | 125.0 | 145.1 | 172.3 | +27.2 | +47.3 |
| Oenaing name | 12.2 | 12.9 | 18.9 | +6.0 | +6.7 |
| Single-Lens Refle DSC (1,000 of units sold) | 710 | 930 | 1,050 | +120 | +340 |
| Interchangeable Lenses (1,000 of units sold) | 1,090 | 1,270 | 1,500 | +230 | +410 |
| Comman Sos | 2,000 | 2,180 | 3,190 | +1,010 | +1,190 |

## Quarterly Net Sales by segments



## Quarterly Operating Income by segments



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Nikon
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## NIKON CORPORATION

