## Nikon

## Financial Results for the 3rd Quarter of the Year Ending March 31, 2009

## Conference in Tokyo (Feb.5, 2009) 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 $3^{\text {rd }}$ Quarter of the Year Ending March 31, 2009
II. Estimation for the Year Ending March 31, 2009
III. Market Prospect and Our Measures
IV. Reference Data

Financial Highlights for the 3rd Quarter of the Year Ending March 31,2009

|  | 07/12 (A) |  | 08/12 (B) |  | Change (B-A) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 3Qs | 3Q | 3Qs | 3Q | 3Qs |
| Net Sales <br> (Billions of yen) | 266.4 | 712.2 | 213.6 | 700.7 | -52.8 | -11.5 |
| Operating Income (Billions of yen) \% vs Net Sale | 40.2 ${ }_{\text {15.1\% }}$ | 103.5 | 0.8 | 54.8.8\% | -39.4 | -48.7 |
| Ordinary Income (Billions of yen) \% vs Net Sale | 39.3 14.8\% | 98.1 | 0.1 | $53.2$ | -39.2 | -44.9 |
| Net Income (Billions of yen) $\qquad$ | $26.0 .9$ | $60.5$ | -2.3 ${ }_{-}$ | $31.3$ | -28.3 | -29.2 |
| Exchange : US\$ <br> Rate EURO | $\begin{aligned} & 113 \\ & 164 \end{aligned}$ | $\begin{aligned} & 117 \\ & 163 \end{aligned}$ | $\begin{array}{r} 96 \\ 127 \end{array}$ | $\begin{aligned} & 103 \\ & 151 \end{aligned}$ | Impact on Net Sales: - 35.0 Op. Income: - 21.0 | Impact on Net Sales: -59.0 Op. Income: -33.0 |

3Q results recorded lower net sales and income compared to the previous year due to global economy slowdown and sharp appreciation of Yen.

## Precision Equipment Company: $3^{\text {rd }}$ Quarter

|  | 07/12 (A) |  | 08/12 (B) |  | Change (B-A) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 3Qs | 3 Q | 3Qs | 3Q | 3Qs |
| Net Sales (Billions of yen) | 69.7 | 210.1 | 41.0 | 158.2 | -28.7 | -51.9 |
| $\underset{\substack{\text { Operating Income } \\ \text { (Billions of yen) }}}{ }$ | $7.1$ | $\underset{135 \%}{28.4}$ | -3.5 | $8.6$ | -10.6 | -19.8 |
| IC Steppers \& Scanners New / Refurbished (units sold) | 36/3 | 104/13 | 8/4 | 40/14 | -28/+1 | -64/+1 |
| LCD Steppers \& Scanners units sold | 7 | 31 | 11 | 48 | +4 | +17 |

Compared to the previous year, while LCD steppers \& scanners sales were better, IC steppers \& scanners sales recorded significant drop because of capital investment cutback. Our Precision Equipment business in total resulted in a loss.

## Imaging Company: $3^{\text {rd }}$ Quarter

|  | 07/12 (A) |  | 08/12 (B) |  | Change (B-A) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 3Qs | 3Q | 3Qs | 3Q | 3Qs |
| Net Sales <br> (Billions of yen) | 177.3 | 447.6 | 156.9 | 494.1 | -20.4 | +46.5 |
| Operating Income Bilions of yen) \% vs Net Sal | 30.7 | $69.5$ | 4.0 ${ }_{2}$ | $46.0$ | -26.7 | -23.5 |
| Single-Lens Reflex DSC ( 1,000 of units sold) | 850 | 2,320 | 1,050 | 2,920 | +200 | +600 |
| Interchangeable Lenses ( 1,000 of units sold) | 1,200 | 3,400 | 1,420 | 4,050 | +220 | +650 |
| Compact DSC <br> ( 1,000 of units sold) | 2,700 | 6,730 | 2,790 | 8,700 | +90 | +1,970 |

Compared to a year ago, our sales recorded higher volume despite severer competition and slower sales of high-priced D-SLRs due to global economy slowdown. Our sales recorded higher net sales on a local currency basis. However, 3Q results recorded lower net sales and income in Yen compared to the previous year due to lower average price and sharp appreciation of Yen.

## Instruments Company : $3^{\text {rd }}$ Quarter

|  | 07/12 (A) |  | 08/12 (A) |  | Change (B-A) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 3Qs | 3 Q | 3Qs | 3Q | 3Qs |
| Net Sales (Billions of yen) | 14.7 | 40.9 | 11.0 | 34.2 | -3.7 | -6.7 |
| Operating Income $($ Billions of yen) <br> \% vs Net | 0.8 | 1.8 | -0.6 | -1.8 | -1.4 | -3.6 |

Steady sales of higher value-added products for live-cell observation in microscope business.

Deepest-ever depression of industrial instruments business through the impact of IC, automotive and electric device industries capital expenditure cutback.

## Other Business : $3^{\text {rd }}$ Quarter

|  | 07/12 (A) |  | 08/12 (A) |  | Change (B-A) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 | 30s | 3 C | 3as | 3 Q | 30s |
| Net Sales | 4.6 | 13.5 | 4.6 | 14.2 | - | +0.7 |
| Operating Income (Billions of yen) | 1.6 | 4.0 | 0.8 | 2.362\% | -0.8 | -1.7 |

$3 Q$ net sales is progressing at the same pace as the $1^{\text {st }}$ Half.

## Balance Sheet : $3^{\text {rd }}$ Quarter



## Summary for the $3^{\text {rd }}$ Quarter of the Year Ending March 31, 2009

$-3 Q$ and $3 Q$ accumulated results recorded lower net sales and income compared to the previous year due to global economy slowdown and sharp appreciation of Yen.

Precision Equipment Company:
Contrary to recovery of LCD steppers \& scanners sales, IC steppers \& scanners sales dropped significantly, compared to the previous year, led by drop of ArF dry scanners.

Imaging Company:
Despite higher sales volume and net sales on a local currency basis than the previous year under the deterioration of market conditions, business suffered severely from lower average price and sharp appreciation of Yen severely.
-Net income of 3 Q recorded a loss since the last time in 5 years ago because of evaluation loss on valuation of investment securities due to equity market depression.
-Inventory increased but within our controllable level.
Precision Equipment Company:
Increase within our estimation due to preparation for a large-scale new product.
Imaging Company:
Increase beyond our estimation, but to be normalized by the end of March 09.

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

|  | ${ }_{(A)}^{08 / 3}$ | $\frac{1 H}{2 H}$ | and | $\frac{1 H}{2 H}$ | $\begin{gathered} \text { New } \\ \text { Estimation } \\ \text { (C) } \end{gathered}$ | $\frac{1 H}{2 H}$ | $\begin{aligned} & \text { Change } \\ & \text { (C-B) } \end{aligned}$ | $\begin{aligned} & \text { Change } \\ & (\mathrm{C}-\mathrm{A} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 955.8 | $\frac{445.8}{510.0}$ | 940.0 | $\frac{487.1}{452.9}$ | 860.0 | $\frac{487.1}{3729} 9$ | -80.0 | -95.8 |
| Operating Income | 135.2 | $\begin{aligned} & 63.3 \\ & 71.9 \end{aligned}$ | 82.0 | $\frac{54.1}{27.9}$ | 44.0 | $\begin{gathered} -54.1 \\ -10.1 \end{gathered}$ | -38.0 | -91.2 |
| Ordinary Income | 120.1 | $\frac{58.9}{61.2}$ | 79.0 | $\frac{53.1}{25.9}$ | 42.0 | $\frac{53.1}{-11.1}$ | -37.0 | -78.1 |
|  | 75.5 | $\frac{34.4}{41.1}$ | 47.0 | $\frac{33.6}{13.4}$ | 24.0 | $\frac{33.6}{-9.6}$ | -23.0 | -51. |
| $\underset{\text { Exchange : Uss }}{\text { Rate }}$ EURO | $\begin{aligned} & 114 \\ & 162 \end{aligned}$ |  | 101 |  | 100 |  |  |  |

The world economic conditions are further deteriorating. Expecting Yen appreciation to continue, the Imaging business will proceed with further production adjustment. Our annual forecasts are lowered.
Estimated exchange rate: US\$1=90 yen, Euro 1=115 yen
(Lowered from last estimation: US\$ 1=95 yen, Euro 1=125 yen )

## Estimation for Precision Equipment Company

|  | 08/3 | $\frac{3 \mathrm{Qs}}{4 \mathrm{Q}}$ | $\begin{gathered} \text { Previous Estimation } \\ \text { as of November 6, } \\ 2008 \end{gathered}$ | $\frac{1 H}{2 H}$ | New Estimation | $\frac{3 Q s}{4 \mathrm{Q}}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales (Billions of yen) | 290.8 | $\frac{210.1}{80.7}$ | 245.0 | $\frac{117.2}{127.8}$ | 230.0 | $\frac{158.2}{71.8}$ |
| Operating Income (Billions of yen) | 43.3 | $\frac{28.4}{14.9}$ | 18.0 | $\frac{12.2}{5.8}$ | 11.0 | $\frac{8.6}{2.4}$ |
|  | 146/18 | $\frac{104 / 13}{42 / 5}$ | 74/20 | $\frac{32 / 10}{42 / 10}$ | 62/18 | 40/14 |
| $\begin{aligned} & \text { LCD Steppers \& } \\ & \text { Scanners } \\ & \text { (units sold) } \end{aligned}$ | 45 | $\frac{31}{14}$ | 65 | $\frac{37}{28}$ | 65 | $\frac{48}{17}$ |
| Market Scale CY07/08 IC Steppers \& Scanners (units sold) | 564 |  | Approx. 300 |  | 296 |  |
|  | Approx. 70 |  | Approx. 100 |  | Approx. 100 |  |

Lowered estimated sales volume of IC Steppers \& Scanners to 62 systems. LCD steppers \& scanners estimated sales volume remains unchanged although product mix will change. These will result in lower net sales and income.

## Estimation for Precision Equipment Company

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

Units


LCD Steppers \&
Scanners
by Generation

## Estimation for Imaging Company

|  | 08/3 | $\frac{308}{40}$ |  | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | $\begin{gathered} \text { New } \\ \text { Estimatio } \end{gathered}$ | $\frac{308}{40}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 586.1 | ${ }^{4437.6}$ | 625.0 | 337.2 287.8 | 570.0 | 494.1 7 |
| Onemememe | 84,0.0. | $\frac{69.5}{14.5}$ | 62.098 | $\frac{42.0}{20.0}$ | 35.0 | 46.0 -11.0 |
|  | 3,090 | $\xrightarrow{2.320}$ | 3,500 | $\frac{1,870}{1,630}$ | 3,300 | $\frac{2,920}{380}$ |
|  | 4,450 | $\frac{3,400}{1,050}$ | 4,900 | $\frac{2,630}{2,270}$ | 4,600 | $\frac{4,050}{550}$ |
| c.ammand | 8,550 | $\frac{6,730}{1,820}$ | 10,000 | $\frac{5,910}{4.090}$ | 10,000 | $\frac{8,700}{1,300}$ |
|  | 7,720 |  | 9,500 |  | 9,500 |  |
|  | 13,070 |  | 16,000 |  | 16,000 |  |
| Namesisid | 98,570 |  | 115,000 |  | 110,000 |  |
|  |  |  | $\begin{aligned} & \text { sadd } \begin{array}{l} \text { iond } \end{array} \end{aligned}$ |  | on, slowd |  |

## Estimation for Imaging Company

Shipment value by Products
Shipment value by Region



## Estimation for Instruments Company

|  | 08/3 | $\frac{3 Q s}{4 Q}$ | Previous Estimation as of November 6, 2008 | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | New <br> Estimation | $\frac{3 Q s}{4 Q}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales (Billions of yen) | 59.0 | $\frac{40.9}{18.1}$ | 52.0 | $\frac{23.2}{28.8}$ | 44.0 | $\frac{34.2}{9.8}$ |
| Operating Income (Billions of yen) \% vs Net Sales | $4.1$ | $\frac{1.8}{2.3}$ | 0.0 | $\frac{-1.3}{1.3}$ | -3.0 | $\frac{-1.8}{-1.2}$ |



Expecting steady sales for biological microscope.

Sales of industrial instruments expected severer than the previous forecast due to capital expenditure cut-down.

## Estimation for Other Business

|  | 08/3 | $\frac{3 \mathrm{Qs}}{4 \mathrm{Q}}$ | $\begin{gathered} \text { Previous } \\ \text { Estimation } \\ \text { as of November 6, } 6, \\ \text { 2008 } \end{gathered}$ | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | New Estimation | $\frac{3 \mathrm{Qs}}{4 \mathrm{Q}}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { Net Sales } \\ \text { (Billions of yen) } \end{gathered}$ | 19.8 | $\frac{13.5}{6.3}$ | 18.0 | $\frac{9.6}{8.4}$ | 16.0 | $\frac{14.2}{1.8}$ |
| Operating Income (Billions of yen) $\%$ vs Net Sales | 3.6 | $\frac{4.0}{-0.4}$ | $2.0$ | $\frac{1.5}{0.5}$ | 1.0 | $\underline{-1.3}$ |

Billions of yen


## 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



## Market Prospect and Our Measures

Economy recovery and calm-down of Yen appreciation in a short term are not expected. "Stormy weather" will continue. Minimizing decline of our business performance, we will get ready for immediate acceleration at recovery to start.

Management measures for urgency:

- Monthly remuneration cut for directors, officers and managers.
(Bonus is automatically adjusted in line with the business results.)
- Postponement/Reduction/Cancellation of capital expenditure \& investment.
- Further reduction of business expenses, mainly those to outside the group.
- Production adjustment implementation including layoff and personnel reduction at our overseas and domestic production facilities.


## Market Prospect and Our Measures

Under the difficult business conditions, most important are to propose new products and services "exceeding the expectation" of our customers.

## Precision Equipment Company:

- Accomplishment of every target of the next generation immersion scanner for double patterning.
- Enrichment of KrF/i-line steppers \& scanners, service business and development of the new fields.

Imaging Company:

- Establishment of business structure overcoming further appreciation of Yen.
- Development of next generation digital cameras and proposal of the new services.

Instruments Company:

- Clarification of the concentrating segments in the field of bioscience and industrial instruments, and enhancement of new development.
- Promotion to personnel efficiency.


## Reference Data: Exchange Rate

09/3
Estimation

|  | Exchange Rate | Financial Impact from <br> fluctuation by 1 yen |  |
| :---: | :---: | :---: | :---: |
|  | 09/3 4Q <br> Forecast | Net Sales <br> (4Q) | Operating Income <br> (4Q ) |
|  | 90 | Approx.0.6 <br> billions of yen | Approx.0.2 <br> billions of yen |
| EURO | 115 | Approx.0.3 <br> billions of yen | Approx.0.15 <br> billions of yen |

## Reference Date:

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

| Billions of yen |  | $\begin{gathered} \hline 08 / 3 \\ \text { Actual } \\ \hline \end{gathered}$ |  | $\begin{gathered} 09 / 3 \\ \text { Estimation } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Income | 1H | 135.2 | 63.3 | 44.0 | 54.1 |
|  | 2H |  | 71.9 |  | -10.1 |
| Non-operating Income |  |  | 8.2 |  | 10.0 |
| Non-operating Expenses |  |  | 23.2 |  | 12.0 |
| Ordinary Income | 1H | 120.1 | 58.9 | 42.0 | 53.1 |
|  | 2 H |  | 61.2 |  | -11.1 |
| $\begin{aligned} & \text { Extra ordinary } \\ & \text { gain \& loss } \end{aligned}$ |  |  | -3.4 |  | -5.0 |
| Income Taxes |  |  | 41.2 |  | 13.0 |
| Net Income | 1H | 75.5 | 34.4 | 24.0 | 33.6 |
|  | 2H |  | 41.1 |  | -9.6 |

## Reference Data: Quarterly Net Sales by segments



Reference Data: Quarterly Operating Income by segments


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## NIKON CORPORATION

