## Nikon

## Financial Results for the Year Ended March 31, 2010

## Conference in Tokyo (May 11, 2010) 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 Year Ended March 31,2010

II . Estimation for the Year Ending March 31,2011

III Reference Data

## Financial Highlights for the Year Ended March 31, 2010

Nikon

| Billions of yen | 09/3 <br> (A) | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ |  | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | 10/3 Actual (C) | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | Change $\text { (C) }-(\mathrm{A})$ | Change $\text { (C) }-(B)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 879.7 | $\frac{487.1}{392.6}$ | 770.0 | $\frac{368.1}{401.9}$ | 785.5 | $\frac{368.1}{417.4}$ | - 94.2 | + 15.5 |
| Operating Income <br> \% vs Net Sales | $\begin{array}{r} 48.2 \\ 5.5 \% \end{array}$ | $\frac{54.1}{-5.9}$ | $-16.0$ | $\frac{-19.5}{3.5}$ | -13.9 -\% | $\underline{-19.5}$ | - 62.1 | +2.1 |
| Ordinary Income \% vs Net Sales | 47.7 $5.4 \%$ | $\frac{53.1}{-5.4}$ | - 19.0 | $\frac{-22.3}{3.3}$ | - 15.3 | -22.3 | - 63.0 | + 3.7 |
| Net Income \% vs Net Sales | $\underset{3.2 \%}{28.1}$ | $\frac{33.6}{-5.5}$ | $-17.0$ | $\begin{array}{r}-17.7 \\ \hline \underline{0.7}\end{array}$ | - 12.6 | - -17.7 | - 40.7 | + 4.4 |
| Exchange Rate (yen) US\$ EURO | 101 | $\begin{array}{r} \frac{106}{95} \\ \frac{163}{125} \end{array}$ | $\begin{array}{r} 93 \\ 132 \end{array}$ | $\begin{array}{r} 96 \\ \hline 90 \\ \hline 133 \\ \hline 131 \end{array}$ | $\begin{array}{r} 93 \\ 131 \end{array}$ | $\begin{array}{r} \hline 96 \\ \hline 90 \\ \hline 133 \\ \hline 129 \end{array}$ | Impact on Net Sales - 52.0 <br> Op. Income: - 27.0 | Impact on Net Sales: - 1.4 <br> Op. Income: $-1.1$ |

Achieved turnaround in 2H after last 2 half-year periods of loss with a full year result in deficit due to appreciation of Yen and extra write-down of inventory in 2Q in Precision Equipment business.

## Precision Equipment Company

| Billions of yen | $\begin{gathered} \text { 09/3 } \\ \text { Actual Result } \end{gathered}$ | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | Previous Forecast As of Feb. 4th | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | $\begin{gathered} 10 / 3 \\ \text { Actual Result } \end{gathered}$ | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 219.9 | $\frac{117.2}{102.7}$ | 140.0 | $\frac{66.3}{73.7}$ | 150.1 | $\frac{66.3}{83.8}$ |
| $\begin{gathered} \text { Operating Income } \\ \text { \%svs sel Sasas } \end{gathered}$ | $8.0$ | $\begin{aligned} & \hline \frac{12.2}{-4.2} \end{aligned}$ | - 58.0 | $\frac{-44.0}{-14.0}$ | - 58.6 | -44.0 -14.6 |
| IC Steppers \& Scanners ew / Refurbished | 61/17 units | $\begin{array}{r} \hline \frac{32 / 10}{29 / 7} \end{array}$ | 33/11 units | $\frac{18 / 4}{15 / 7}$ | 36/13 units | $\frac{18 / 4}{18 / 9}$ |
| $\begin{gathered} \text { LCD } \\ \text { Steppers \& Scanners } \end{gathered}$ | 65 units | $\frac{37}{28}$ | 44 units | $\frac{16}{28}$ | 45 units | $\frac{16}{29}$ |
|  | 200 units |  |  | - units | 112 units |  |
| LCD Steppers \& Scanners Market Scale | 137 units |  |  | - units | 74 units |  |

Sales volume declined by $40 \%$ for IC Steppers \& Scanners and 30\% for LCD Steppers \& Scanners compared to the previous year due to market stagnation. Operating Loss result recorded large deficit because of extra write-down of inventory in 2Q.

## Precision Equipment Company



## Imaging Company

| Billions of yen <br> Cameras \& Lenses (1,000 of units sold | $\begin{gathered} 09 / 3 \\ \text { Actual Result } \end{gathered}$ | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | Previous Forecast As of Feb. 4th | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | $\begin{gathered} 10 / 3 \\ \text { Actual Result } \end{gathered}$ | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 596.5 | $\frac{337.2}{259.3}$ | 560.0 | $\frac{275.3}{284.7}$ | 569.5 | $\underline{275.3}$ |
|  | $40.0$ | $\begin{array}{r} \frac{42.0}{-2.0} \\ \hline \end{array}$ | $50.0$ | $\frac{26.5}{23.5}$ | 52.1 | $\underline{26.5}$ |
| $\begin{aligned} & \text { Single-lens Reflex } \\ & \text { DSC } \end{aligned}$ | 3,420 | $\frac{1,740}{1,680}$ | 3,550 | $\frac{1,660}{1,890}$ | 3,670 | 1,660 2,010 |
| Interchangeable Lenses | 4,870 | $\begin{aligned} & \hline 2,450 \\ & 2,420 \\ & \hline \end{aligned}$ | 5,150 | $\begin{aligned} & \hline \frac{2,450}{2,700} \\ & \hline \end{aligned}$ | 5,450 | 2,450 3,000 |
| Compact DSC | 10,330 | $\frac{5,060}{5,270}$ | 11,500 | $\frac{5,130}{6,370}$ | 11,510 | $\frac{5,130}{6,380}$ |
| SLR-DSC Market Scale | 9,130 |  | 10,000 |  | 10,880 |  |
| $\begin{gathered} \text { IL } \\ \text { Market Scale } \end{gathered}$ | 14,800 |  | 16,000 |  | 17,720 |  |
| $\begin{gathered} \text { C-DSC } \\ \text { Market Scale } \end{gathered}$ | 103,690 |  | 98,000 |  | 102,740 |  |

Increased in Operating Income under severe market condition despite lower Net Sales than the previous year due to appreciation of Yen. Sales volume increased by $11 \%$ for Compact DSC while shipment volume of its market was slightly lower than the previous year.

## Imaging Company

## Sales value ratio by Product



## Instruments Company

| Billions of yen | $09 / 3$ | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | Previous <br> Forecast <br> As of Feb. 4th | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | $10 / 3$ | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 44.6 | $\frac{23.2}{21.4}$ | 45.0 | $\frac{17.8}{27.2}$ | 45.1 | $\frac{17.8}{27.3}$ |
| Operating Income <br> \% vs Net Sales | -2.7 | $\frac{-1.3}{-1.4}$ | -10.0 | $\frac{-2.6}{-7.4}$ | -9.3 | $\frac{-2.6}{-6.7}$ |

Billions of yen


## Balance Sheet



Inventories
Interest-bearing Debt and Cash \& Time Deposit

Inventories

Billions of yen


Interest-bearing Debt and
Cash \& Time Deposit

Billions of yen


## Cash Flow



## Summary for the Year Ended March 31, 2010

Operating Income secured in the black in the 2nd Half.
Revenue decreased and deficit recorded in incomes due to stagnant market, Yen appreciation as well as extra write-down of inventory in 2 Q in the Precision Equipment business.

Precision Equipment Company

- Slow sales due to stagnant market of both IC and LCD steppers and scanners.
- Implementation of structural reform such as reorganization of manufacturing and servicing subsidiaries and inventory reexamination.

Imaging Company

- Lower net sales than the previous year due to Yen appreciation despite sales volume increase of all products groups.
- Higher operating income compared to the previous year due to various measures like expense squeezing, cost down by procurement reform and extension of overseas procurement.

Instruments Company

- Acquisition and integration of Metris NV (currently Nikon Metrology NV) as a strategic step for a great leap of measuring instrument business.

Cash dividend per share of common stock:4 yen for the 2nd Half (8 yen for an entire year)

## Agenda

## I . Financial Results for the Year Ended March 31,2010 <br> II . Estimation for the Year Ending March 31,2011

III . Reference Data

## Estimation for the year ending March 31, 2011

| Billions of yen | 10/3 Actual | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | $\begin{gathered} 11 / 3 \\ \text { Estimation } \end{gathered}$ | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 785.5 | $\frac{368.1}{417.4}$ | 880.0 | $\frac{395.0}{485.0}$ | +94.5 |
| Operating Income | -13.9 | -19.5 5.6 | 52.0 | $\underline{74.5}$ | +65.9 |
| Ordinary Income | -15.3 | -22.3 7.0 | $\underset{5}{50.0}$ | 7.0 43.0 | +65.3 |
| Net Income | - 12.6 | -17.7 5.1 | $30.0$ | 4.0 26.0 | +42.6 |
| FCF | 56.4 | $\frac{15.6}{40.8}$ | 50.0 |  | - 6.4 |
| Exchange Rate <br> (yen) <br> US\$ <br> Euro | $\begin{array}{r} 93 \\ 131 \end{array}$ | $\begin{array}{r} \frac{96}{90} \\ \frac{133}{129} \end{array}$ | $\begin{array}{r} 90 \\ 120 \end{array}$ |  | $\begin{array}{\|c\|} \hline \text { Financial Impact for Net Sales } \\ \text { est. }-30.0 \\ \text { Finanacial Impact or operating Inoom } \\ \text { est. }-12.0 \\ \hline \end{array}$ |

Estimating turnaround in the black in full year thanks to significant improvement of Precision Equipment business with continuously steady Imaging business.

## Estimation for Precision Equipment Company

| Billions of yen | $10 / 3$ <br> Actual | $\frac{1 H}{2 H}$ | $11 / 3$ <br> Estimation | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ |
| :---: | :---: | :---: | :---: | :---: |
| Net Sales | 150.1 | $\frac{66.3}{83.8}$ | 210.0 | $\begin{array}{r} 80.0 \\ 130.0 \end{array}$ |
| Operating Income <br> \% vs Net Sales | $-58.6$ | $\frac{-44.0}{-14.6}$ | 3.0 | $\frac{-8.0}{11.0}$ |
| IC Steppers \& Scanners New / Refurbished | 36/13 units | $\frac{18 / 4}{18 / 9}$ | 48/22 units | $\frac{17 / 9}{31 / 13}$ |
| $\begin{gathered} \text { LCD } \\ \text { Steppers \& Scanners } \end{gathered}$ | 45 units | $\frac{16}{29}$ | 58 units | $\underline{24}$ |
| IC Steppers \& Scanners Market Scale | 112 units |  | est. 200 units |  |
|  <br> Scanners <br> Market Scale | 74 units |  | est. 110 units |  |

Estimating turnaround in the black thanks to the market recovery and reduction of fixed cost by structural reform and also there will be no extra expense like write-down of inventory of the previous year.

## Estimation for Precision Equipment Company



Estimation for Imaging Company

| Billions of yen Cameras \& Lenses (1,000 of units sola) | $10 / 3$ | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | 11/3 <br> Estimation | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | Actual | 2H |  |  |
| Net Sales | 569.5 | $\frac{275.3}{294.2}$ | 590.0 | $\frac{280.0}{310.0}$ |
| $\underset{\text { \%perating Income set sales }}{\substack{\text { On }}}$ | $52.1$ | $\frac{26.5}{25.6}$ | 52.0 | 20.0 |
| $\begin{aligned} & \text { Single-lens Reflex } \\ & \text { DSC } \end{aligned}$ | 3,670 | $\frac{1,660}{2,010}$ | 4,200 | $\frac{1,900}{2,300}$ |
| Interchangeable Lenses | 5,450 | $\frac{2,450}{3,000}$ | 6,150 | $\frac{2,800}{3,350}$ |
| Compact DSC | 11,510 | $\frac{5,130}{6,380}$ | 12,500 | $\frac{5,700}{6,800}$ |
| SLR-DSC Market Scale | 10,880 |  | 12,000 |  |
|  | 17,720 |  | 20,000 |  |
| $\begin{gathered} \text { C-DSC } \\ \text { Market Scale } \end{gathered}$ | 102,740 |  | 105,000 |  |

Expecting steady growth of our sales volume and market volume of SLR-DSC and IL. We plan to secure the same level of profit as the previous year even under further appreciation of Yen.

## Estimation for Imaging Company

## Sales value ratio by Product



## Estimation for Instruments Company



Billions of yen


Planning to increase in Net Sales and reduction of loss in Operating Income without no extra integration expense as in the previous year.
Expecting considerable recovery to continue in Industrial equipment business in 2 H , Operating loss will improve near to break-even.

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

[Capital Expenditure \& Depreciation]
Billions of yen


Billions of yen


[^0]
## Summary of Estimation for the Year Ending March 31, 2011

Market environment: Change from global recession to recovery as a basic tone with difference existing depending on the industries and regions.
Exchange rate of Yen: Continuation of high yen value.
Further enhancement of our main business competitiveness and profitability to secure return to the growth track.

Precision Equipment Company

- Accomplishment of high performance of "NSR-S620D", cutting-edge ArF immersion tool as planned for securing purchase order.
- Aggressive marketing of LCD scanners including active Chinese market.

Imaging Company

- Establishment of solid profit structure through strengthening procurement and production system to secure profit under even appreciating Yen.
- Development acceleration of new generation digital cameras.
- Enhancement of sales, servicing and brand value in the rapidly growing emerging markets.

Instruments Company

- Enhancement and expansion of bio-science and industrial instruments businesses.

Estimated cash dividend per share of common stock: 19 yen for a year (5 yen for the 1st Half)

Our dividend is decided based on our return policy aiming to total return disposition of $25 \%$ or more to shareholders with the following conditions:

- Endeavor to enhance competitiveness through investment to development of the business and technology for future growth.
- Stable cash dividend in view of greater importance to shareholders.
- Higher reflection of our business performance.


## Agenda

I . Financial Results for the Year Ended March 31,2010
II. Estimation for the Year Ending March 31,2011

III . Reference Data

## Exchange Rate

## 11/3

Estimation

|  | Rate <br> Forecast | Net Sales | Operating <br> Income |
| :---: | ---: | ---: | ---: |
| US\$ | 90 | Approx. 4.9 <br> Billions of yen | Approx. 0.7 <br> Billions of yen |
| EURO | 120 | Approx. 1.4 <br> Billions of yen | Approx.0.9 <br> Billions of yen |

## Estimation for the Year Ending March 31, 2011

| Billons of yen |  | 10/3 |  | 11/3 est. |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Income | 1H | -13.9 | -19.5 | 52.0 | 7.5 |
|  | 2 H |  | 5.6 |  | 44.5 |
| Non-operating income / expenses-net |  | -1.4 |  |  | -2.0 |
| Ordinary Income | 1H | -15.3 | -22.3 | 50.0 | 7.0 |
|  | 2H |  | 7.0 |  | 43.0 |
| Extra ordinary income / expenses-net |  |  | -2.3 |  | -2.0 |
| Income Taxes |  |  | -5.0 |  | 18.0 |
| Net Income | 1H | -12.6 | -17.7 | 30.0 | 4.0 |
|  | 2H |  | 5.1 |  | 26.0 |

## Quarterly Net Sales by segment



## Quarterly Operating Income by segment



## NIKON CORPORATION


[^0]:    * After 09/3 : Include the amount of acquisition of Lease asset by change of Accounting Standard for Lease Transactions

