## Nikon

# Financial Results for the 3rd Quarter of the Year Ending March 31, 2010 

## Conference in Tokyo (Feb. $4^{\text {th }}, 2010$ ) 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 $3^{\text {rd }}$ Quarter of the Year Ending March 31, 2010
II. Estimation for the Year Ending March 31, 2010
III. Reference Data

Financial Highlights for the 3rd Quarter of the Year Ending March 31,2010

| Billions of yen | 09/3 (A) |  | 10/3 (B) |  | (B) - (A) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 3Qs | 3Q | 3Qs | 3Q | 3Qs |
| Net Sales | 213.6 | 700.7 | 223.4 | 591.5 | + 9.8 | -109.2 |
| Operating Income | 0.8 | 54.8 | 3.4 | -16.1 | + 2.6 | - 70.9 |
| $\begin{gathered} \text { Ordinary Income } \\ \text { \%,vs Not Salas } \end{gathered}$ | 0.1 | 53.2 | 3.7 | -18.6 | + 3.6 | -71.8 |
| $\underset{\substack{\text { \%vs N Net Sales }}}{\text { Net Income }}$ | -2.3 | 31.3 | 0 | -17.6 | + 2.3 | -48.9 |
| Exchange: US\$ <br> Rate EURO | $\begin{array}{r} 96 \\ 127 \end{array}$ | $\begin{aligned} & 103 \\ & 151 \end{aligned}$ | $\begin{gathered} 90 \\ 133 \end{gathered}$ | $\begin{array}{r} 94 \\ 133 \end{array}$ | $\begin{gathered} \text { Impact on } \\ \text { Net Sales: }-9.0 \\ \text { Op. Income: } 0.0 \end{gathered}$ | Impact on <br> Net Sales: - 58. |

Though 3Qs result was in red due to the large deficit recorded in 1H, 3Q result turned to the black thanks to the solid performance of the Imaging business. Net Sales and all Incomes increased compared to the previous 3Q.

## Precision Equipment Company: 3rd Quarter

| Billions of yen | 09/3 (A) |  | 10/3 (B) |  | (B) - (A) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 3Qs | 3Q | 3Qs | 3Q | 3Qs |
| Net Sales | 41.0 | 158.2 | 30.9 | 97.2 | -10.1 | -61.0 |
| Operating Income \% vs Net Sales | -3.5 | $8.6$ | -9.2 | - 53.2 | - 5.7 | -61.8 |
| $\begin{gathered} \text { IC Steppers \& } \\ \text { Scanners } \\ \text { New / Refurbished } \\ \text { (units sold) } \end{gathered}$ | 8/4 | 40/14 | 6/1 | 24/5 | -2/-3 | -16/-9 |
| $\begin{aligned} & \text { LCD Steppers \& } \\ & \text { Scanners } \\ & \text { (units sold) } \end{aligned}$ | 11 | 48 | 14 | 30 | + 3 | -18 |

Compared to the previous 3Q, sales volume of IC Steppers \& Scanners declined while that of LCD Steppers \& Scanners recorded increase. Deterioration of product mix led to decline of net sales and increase of operating loss.

| Billions of yen | 09/3 (A) |  | 10/3 (B) |  | (B) - (A) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 3Qs | 3Q | 3Qs | 3Q | 3Qs |
| Net Sales | 156.9 | 494.1 | 174.8 | 450.1 | + 17.9 | -44.0 |
| Operating Inscome | 4.0 | $\xrightarrow{46.0}$ | 17.4 10.0\% | 44.0 | + 13.4 | -2.0 |
| Single-Lens Reflex DSC <br> (1,000 of units sold) | 1,040 | 2,780 | 1,200 | 2,850 | + 160 | + 70 |
| $\begin{gathered} \text { Interchangeable } \\ \text { Lenses } \\ \text { (1,000 of units sold) } \end{gathered}$ | 1,500 | 3,950 | 1,750 | 4,200 | + 250 | $+250$ |
| $\underset{(1,000 \text { of units sold })}{\text { Compact DSC }}$ | 3,460 | 8,530 | 4,080 | 9,220 | $+620$ | +690 |

Maintained solid sales. Achieved of highest ever sales volume of SLR-DSC, I/L and C-DSC for a single quarter period.


Improved profitability of existing business including Industrial Equipment business, compared to the previous 3Q. Increased deficit because of integration expense, etc. for consolidation of Nikon Metrology NV (former Metris NV).

## Other Business : 3rd Quarter

| Billions of yen | 09/3 (A) |  | 10/3 (B) |  | (B) - (A) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 3Qs | 3 Q | 3Qs | 3 Q | 3Qs |
| Net Sales | 4.6 | 14.2 | 5.9 | 14.6 | +1.3 | +0.4 |
| Operating Income $\%$ vs Net Sales | $\underset{17,46}{0.8}$ | $2.3$ | 0.8 | 1.3 | - | -1.0 |

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



3Qs result stayed in deficit in Operating, Ordinary and Net Incomes due to disposal and write-down of inventory of Precision Equipment business recorded in 2Q.

3 Q result turned to the black and showed higher recovery than our estimation thanks to solid performance of the Imaging business.

- Precision Equipment Company:

Recorded Operating loss due to sales reduction and deterioration of product mix.

- Imaging Company:

Maintained solid sales performance in all of SLR-DSC, I/L and C-DSC.
Achieved higher Net Sales and Operating Income compared to the previous 3Q. Increased in both Net Sales and Operating Income compared to the previous 3Qs with negative impact of Yen appreciation excluded.

- Instruments Company:

Increased in deficit due to the stagnant market of Industrial Equipment business as well as the expense of Nikon Metrology NV consolidation in spite of steady Biological Microscope business.

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Performance Estimation for the Year Ending
March 31, 2010

| Billions of yen | 09/3 <br> (A) | $\frac{3 Q \mathrm{Q}}{4 \mathrm{Q}}$ | Previous est. <br> as of Nov. 52009 <br> (B) <br> (B) | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | New est. <br> (C) | $\frac{3 \mathrm{Qs}}{4 \mathrm{Q}}$ | Change $(\mathrm{C})-(\mathrm{A})$ | Change $(\mathrm{C})-(\mathrm{B})$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 879.7 | $\frac{700.7}{179.0}$ | 760.0 | $\frac{368.1}{391.9}$ | 770.0 | $\frac{591.5}{178.5}$ | - 109.7 | +10.0 |
| Operating \%ovs Nets sales | $48.2{ }_{5.5 \%}$ | $\frac{54.8}{-6.6}$ | -18.0 | $\frac{-19.5}{1.5}$ | $-16.0$ | -16.1 | -64.2 | + 2.0 |
| Ordinary Income \% vs Net Sales | $47.7$ | $\frac{53.2}{-5.5}$ | - 24.0 | $\frac{-22.3}{-1.7}$ | - 19.0 | $\frac{-18.6}{-0.4}$ | -66.7 | + 5.0 |
| Net Income \% vs Net Sales | $28.1$ | $\frac{31.3}{-3.2}$ | - 21.0 | $\frac{-17.7}{-3.3}$ | - 17.0 | $\frac{-17.6}{0.6}$ | -45.1 | + 4.0 |
| $\begin{aligned} & \text { Exchange : US\$ } \\ & \text { Rate EURO } \end{aligned}$ | $\begin{aligned} & 101 \\ & 144 \end{aligned}$ | $\begin{array}{r}103 \\ \hline 94 \\ \hline 151 \\ \hline 122\end{array}$ | $\begin{array}{r} 93 \\ 132 \end{array}$ | $\begin{array}{r} 96 \\ 90 \\ \frac{93}{133} \\ \hline \end{array}$ | $\begin{array}{r} 93 \\ 132 \end{array}$ | 94 90 133 130 |  |  |

Basing on 3Q result, Net Sales and Incomes are revised upward. All Incomes in 2 H will move into the black. This will lead to turnaround in the black in the coming fiscal year.

## Estimation for Precision Equipment Company

|  | 09/3 | $\frac{30 \mathrm{~s}}{4 \mathrm{Q}}$ | Previous est. as of Nov. 52009 | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | New. Est. | $\frac{30 \mathrm{~s}}{4 \mathrm{Q}}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Billions of yen |  | 158.2 |  | 66.3 |  | 97.2 |
| Net Sales | 219.9 | 61.7 | 140.0 | 73.7 | 140.0 | 42.8 |
| Operating Income | 8.0 | $\begin{gathered} 8.6 \\ -0.6 \end{gathered}$ | -58.0 | $\frac{-44.0}{-14.0}$ | -58.0 | -53.2 |
| $\begin{gathered} \text { IC Steppers \& } \\ \text { Scanners } \\ \text { New / Refurbished } \end{gathered}$ | 61/17 | $\frac{40 / 14}{21 / 3}$ | 33/13 | $\frac{18 / 4}{15 / 9}$ | 33/11 | 24/5 |
| $\begin{aligned} & \text { LCD Steppers \& } \\ & \text { Scanners } \\ & \text { (units sold) } \end{aligned}$ | 65 | $\frac{48}{17}$ | 44 | $\frac{16}{28}$ | 44 | $\frac{30}{14}$ |
| Market Scale CY08/09 IC Steppers \& Scanners units sold | 296 |  | Approx. 100 |  | 105 |  |
| Market Scale CY08/09 LCD Steppers \& Scanners (TFT-array Only) <br> (units sold) | Approx. 110 |  | Approx. 70 |  | Approx. 70 |  |

No change in estimated Net Sales and Incomes. Expecting sale of an "NSR-S620", cutting-edge ArF immersion tool in February. Acquired firm order of LCD Scanners for China.

## Estimation for Precision Equipment Company



## Estimation for Imaging Company

| Billions of yen | 09/3 | $\frac{3 Q^{2}}{4 Q}$ | Previous est. as of Nov. 5200 | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | New est. | $\frac{3 \mathrm{Qs}}{4 \mathrm{Q}}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 596.5 | $\frac{494.1}{102.4}$ | 560.0 | $\frac{275.3}{284.7}$ | 560.0 | $\frac{450.1}{109.9}$ |
| Operating Income | 40.0 | $\frac{46.0}{-6.0}$ | 50.0 | $\frac{26.5}{23.5}$ | 50.0 | $\frac{44.0}{6.0}$ |
| $\begin{aligned} & \text { Single-Lens Reflex } \\ & \text { DSC } \\ & \text { (1,000 of units sold) } \end{aligned}$ | 3,420 | $\frac{2,780}{640}$ | 3,550 | $\frac{1,660}{1,890}$ | 3,550 | 2,850 700 |
|  | 4,870 | $\frac{3,950}{920}$ | 5,150 | $\frac{2,450}{2,700}$ | 5,150 | 4,200 |
|  | 10,330 | $\frac{8,530}{1,810}$ | 11,500 | $\frac{5,130}{6,370}$ | 11,500 | $\frac{9,220}{2,280}$ |
|  | 9,130 |  | 10,000 |  | 10,000 |  |
|  | 14,800 |  | 16,000 |  | 16,000 |  |
|  | 103,690 |  | 98,000 |  | 98,000 |  |

Full year estimation unchanged in consideration of currency exchange risk and severe competitive environment while sales started steadily in 4Q.

## Estimation for Imaging Company

Sales value by Products


Sales value by Region


## Estimation for Instruments Company

## Nikon

| Billions of yen | 09/3 | $\frac{3 Q s}{4 Q}$ | Previous est. as of Nov. 5 2009 | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | New est. | $\frac{3 Q s}{4 Q}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 44.6 | $\frac{34.2}{10.4}$ | 45.0 | $\frac{17.8}{27.2}$ | 45.0 | $\frac{29.6}{15.4}$ |
| Operating Income \% vs Net Sales | - $2.7{ }_{\text {- }}$ | $\frac{-1.8}{-0.9}$ | - 10.5 | $\frac{-2.6}{-7.9}$ | - 10.0 | -8.3 -1.7 |



A sign of recovery of Industrial Equipment business is appearing in some regions.

Estimated Operating Income is revised upward with further cost reduction.

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

09/3: Capital Expenditure 3.5 / Depreciation 3.0 10/3: Capital Expenditure2.0 / Depreciation 3.0 (Billions of yen)
[Capital Expenditure \& Depreciation
Billions of yen


* 09/3 \& 10/3: Include the amount of acquisition of Lease asset by change of Accounting Standard for Lease Transactions
[R\&D]

Estimation for Cash Flows

Billions of yen


## Summary of Estimation for the Year Ending March 31, 2010

Securing profitability in Operating Income of 2H, we aim to move into the black in the next fiscal year and get back on track for steady growth in FY12/3.

Precision Equipment Company:

- We will concentrate all our strength to accomplish high performance of "NSR-S620", cutting-edge ArF immersion tool on schedule and lead to produce good result in next year.
- We acquired firm order of LCD Scanners for China, and will do our utmost to ship and start them operating with special care.
- Structural reform such as reorganization of manufacturing and servicing subsidiaries will continue on schedule.

Imaging Company:

- We will win tough competition in each business aspect of product planning, development, manufacturing, sales and service. Our challenge is to improve profitability.
- Concentration to develop next generation DSC with interchangeable lenses will continue.

Instruments Company:
Pursuing Post Merger Integration process of Nikon Metrology NV which is now fully consolidated, and aim to produce synergy of integration as early as possible.

Cash dividend per share of common stock: 8 Yen (entire year) as planned.

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## Reference Data: Exchange Rate

10/3

| Estimation | Exchange Rate | Financial <br> fluctuation by 1 yen |  |
| :---: | ---: | ---: | ---: |
| Billions of yen | 10/3 <br> 4Q Forecast | Net Sales <br> (4Q ) | Operating Income <br> $(4 Q)$ |
| U S \$ | 90 | Approx. 0.5 | Approx. 0.1 |
| EURO | 130 | Approx. 0.2 | Approx. 0.2 |

## Reference Data:

Earning Estimation for the Year Ending March 31, 2010

| Billions of yen |  | 09/3 <br> Actual |  | Previous Est. as of Nov.5, 2009 |  | New Est. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Income | 1H | 48.2 | 54.1 | -18.0 | -19.5 | -16.0 | -19.5 |
|  | 2 H |  | -5.9 |  | 1.5 |  | 3.5 |
| Non-operating Income / expense |  |  | -0.5 |  | -6.0 |  | -3.0 |
| Ordinary Income | 1H | 47.7 | 53.1 | -24.0 | -22.3 | -19.0 | -22.3 |
|  | 2 H |  | -5.4 |  | -1.7 |  | 3.3 |
| Extra ordinary gain \& loss |  |  | -8.5 |  | -6.0 |  | -3.0 |
| Income Taxes |  |  | 11.1 |  | -9.0 |  | -5.0 |
| Net Income | 1H | 28.1 | 33.6 | -21.0 | -17.7 | -17.0 | -17.7 |
|  | 2 H |  | -5.5 |  | -3.3 |  | 0.7 |

## Reference Data: Quarterly Net Sales by segments

Billions of yen


## Reference Data: Quarterly Operating Income by segments



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