

Agenda

- I . Financial Results for the Year Ended
March 31,2013
- II . Estimation for the Year Ending
March 31,2014**
- III . Reference Data

◆ LCD division is expected to increase sales. Although sluggish market conditions are likely to continue for Imaging Company, the overall sales and income show positive forecasts, 10% and 67% up on the year, respectively.

Precision Equipment Company

Investment in lithography tools has been remained low, but a recovery is expected in the 2nd half. LCD division expects to maintain the current high market share as the LCD market expands. Both sales and income are expected to improve 17% and 23%, respectively.

Imaging Company

Persistent contraction is likely for the compact camera market, but the market for digital camera—interchangeable lens type is expected to keep up the current growth. Both sales and income are forecasted to rise 8% and 55% each.

Instruments Company

Bioscience division strives to expand the share of biological microscopes for general research and clinical use while awaiting a recovery of government spending. Industrial Instruments division attempts to capture new demands from automotive and aircraft industries, etc. Sales is expected to grow 17% with reduced loss.

◆ Annual dividend per share: 41 yen (interim dividend 10 yen)

Estimation for the Year Ending March 31, 2014



Billions of yen	13/3 Actual	1H 2H	14/3 Estimation	1H 2H	Change
Net Sales	1010.4	<u>497.2</u> 513.2	1110.0	<u>507.0</u> 603.0	+ 99.6
Operating Income % vs Net Sales	51.0 5.0%	<u>37.1</u> 13.9	85.0 7.7%	<u>25.0</u> 60.0	+ 34.0
Ordinary Income % vs Net Sales	48.3 4.8%	<u>39.5</u> 8.8	85.0 7.7%	<u>25.0</u> 60.0	+ 36.7
Net Income % vs Net Sales	42.4 4.2%	<u>32.0</u> 10.4	65.0 5.9%	<u>16.0</u> 49.0	+ 22.6
FCF	-13.2		50.0		+ 63.2
Exchange Rate (yen)	83	<u>79</u> 87	95		Impact on Net Sales Approx. +107.0
US\$	107	<u>101</u> 114	125		Impact on Op. Income Approx. +33.0
EURO					

Although the business environment remains tough, the corporation will improve profitability and increase in profit.

Estimation for Precision Equipment Company



Billions of yen	13/3 Actual	1H 2H	14/3 Estimation	1H 2H
Net Sales	179.0	<u>80.4</u> 98.6	210.0	<u>80.0</u> 130.0
Operating Income % vs Net Sales	13.0 7.3%	<u>7.2</u> 5.8	16.0 7.6%	<u>-2.0</u> 18.0
IC Steppers & Scanners New / Refurbished (units sold)	25/15	<u>9/5</u> 16/10	38/15	<u>10/7</u> 28/8
LCD Steppers & Scanners (units sold)	43	<u>25</u> 18	50	<u>33</u> 17
IC Steppers & Scanners Market Scale CY12/13	222 units		Approx. 200 units	
LCD Steppers & Scanners Market Scale CY12/13	66 units		Approx. 80 units	

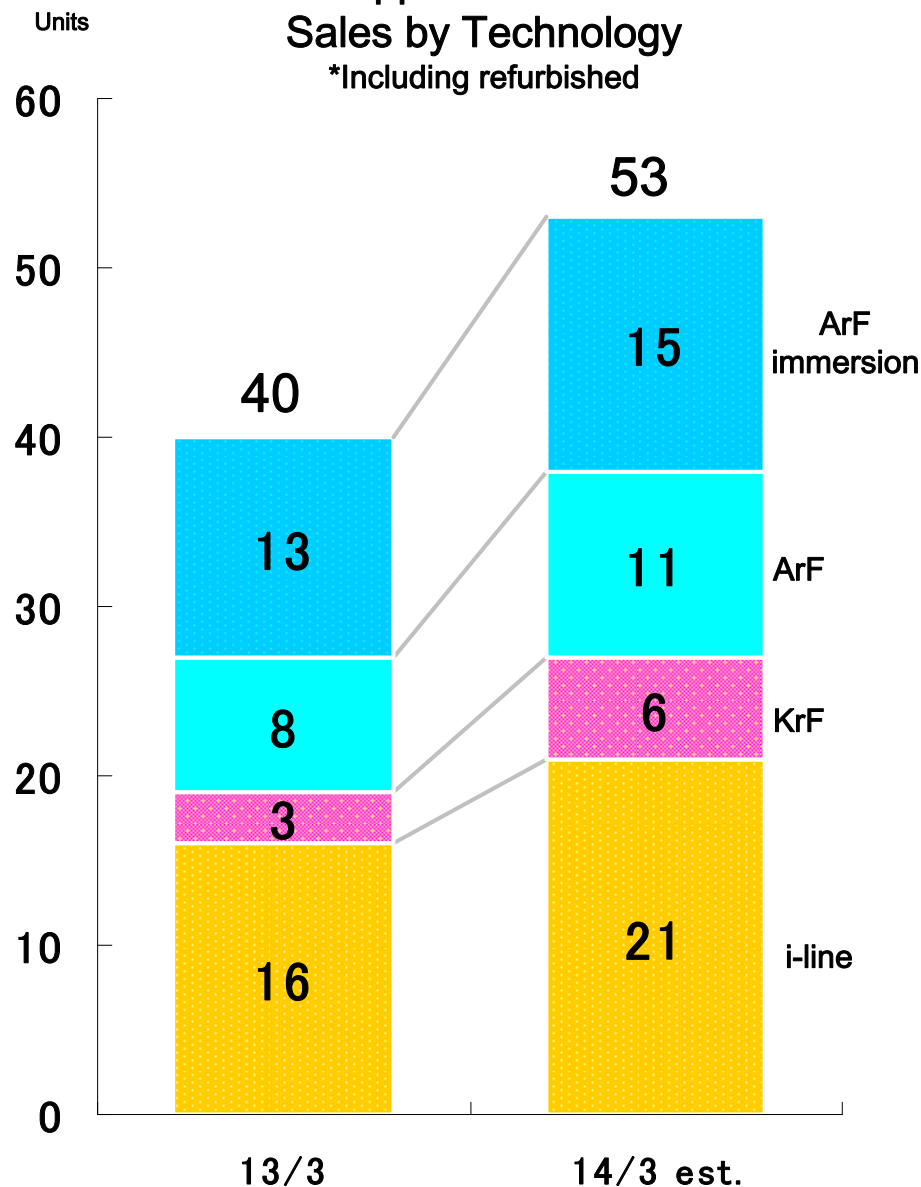
Although the market for IC steppers/scanners shrinks, the improved competitiveness will help increase the sales volume. LCD division is expected to maintain the high market share with an expectation of market recovery.

Estimation for Precision Equipment Company

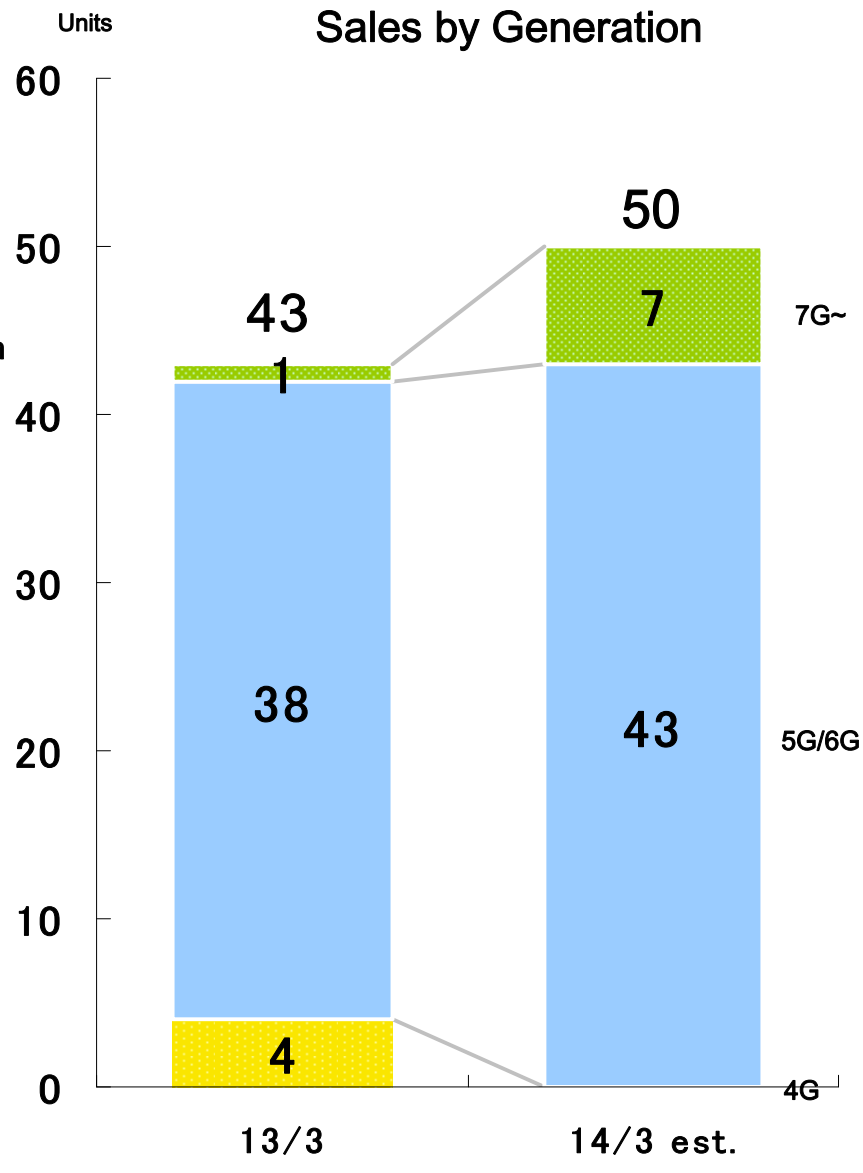


IC Steppers & Scanners Sales by Technology

*Including refurbished



LCD Steppers & Scanners Sales by Generation



Estimation for Imaging Company

Billions of yen 1,000 of units sold	13/3 Actual	1H 2H	14/3 Estimation	1H 2H
Net Sales	751.2	<u>381.0</u> 370.2	810.0	<u>390.0</u> 420.0
Operating Income % vs Net Sales	60.7 8.1%	<u>41.8</u> 18.9	94.0 11.6%	<u>42.0</u> 52.0
Digital camera – Interchangeable Lens Type	6,980	<u>3,450</u> 3,530	7,100	<u>3,400</u> 3,700
Interchangeable Lens	9,710	<u>4,770</u> 4,940	9,800	<u>4,700</u> 5,100
Compact DSC	17,140	<u>8,260</u> 8,880	14,000	<u>6,500</u> 7,500
D-CIL Market Scale	19,230		21,000	
IL Market Scale	29,640		32,000	
C-DSC Market Scale	68,080		60,000	

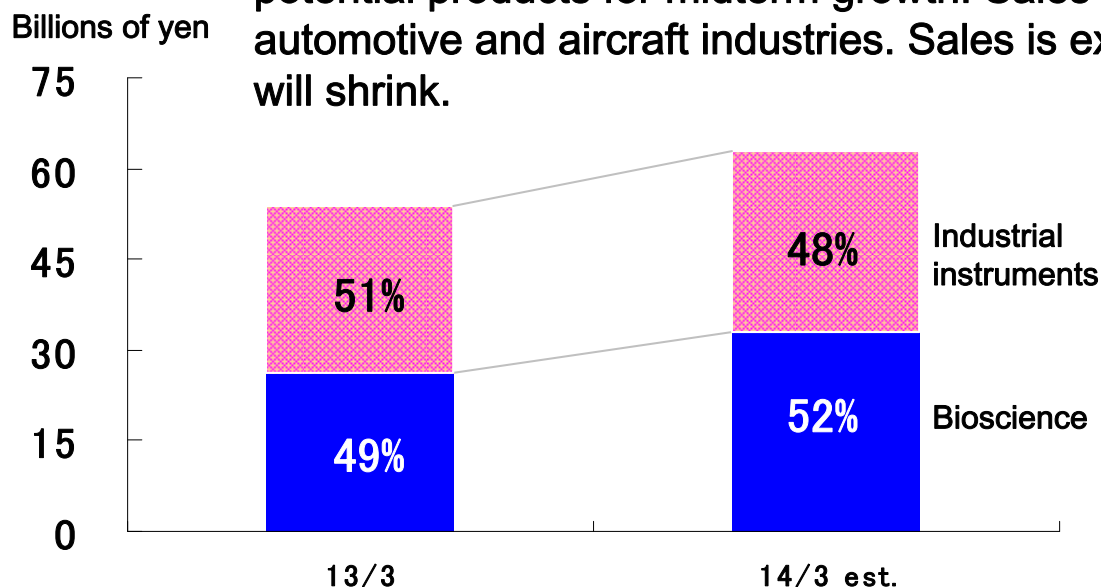
Sales in the entry class of D-SLR shift more to newer products. New product launch of mid-class cameras is also expected to help the performance. Compact DSC aims for profitability. Operating income will be buoyed in part by weak yen, but the substantial income is also expected to grow.

Estimation for Instruments Company



Billions of yen	13/3 Actual	1H 2H	14/3 Estimation	1H 2H
Net Sales	53.8	$\frac{23.7}{30.1}$	63.0	$\frac{27.0}{36.0}$
Operating Income % vs Net Sales	- 4.9 -%	$\frac{-2.9}{-2.0}$	-1.5 -%	$\frac{-2.5}{1.0}$

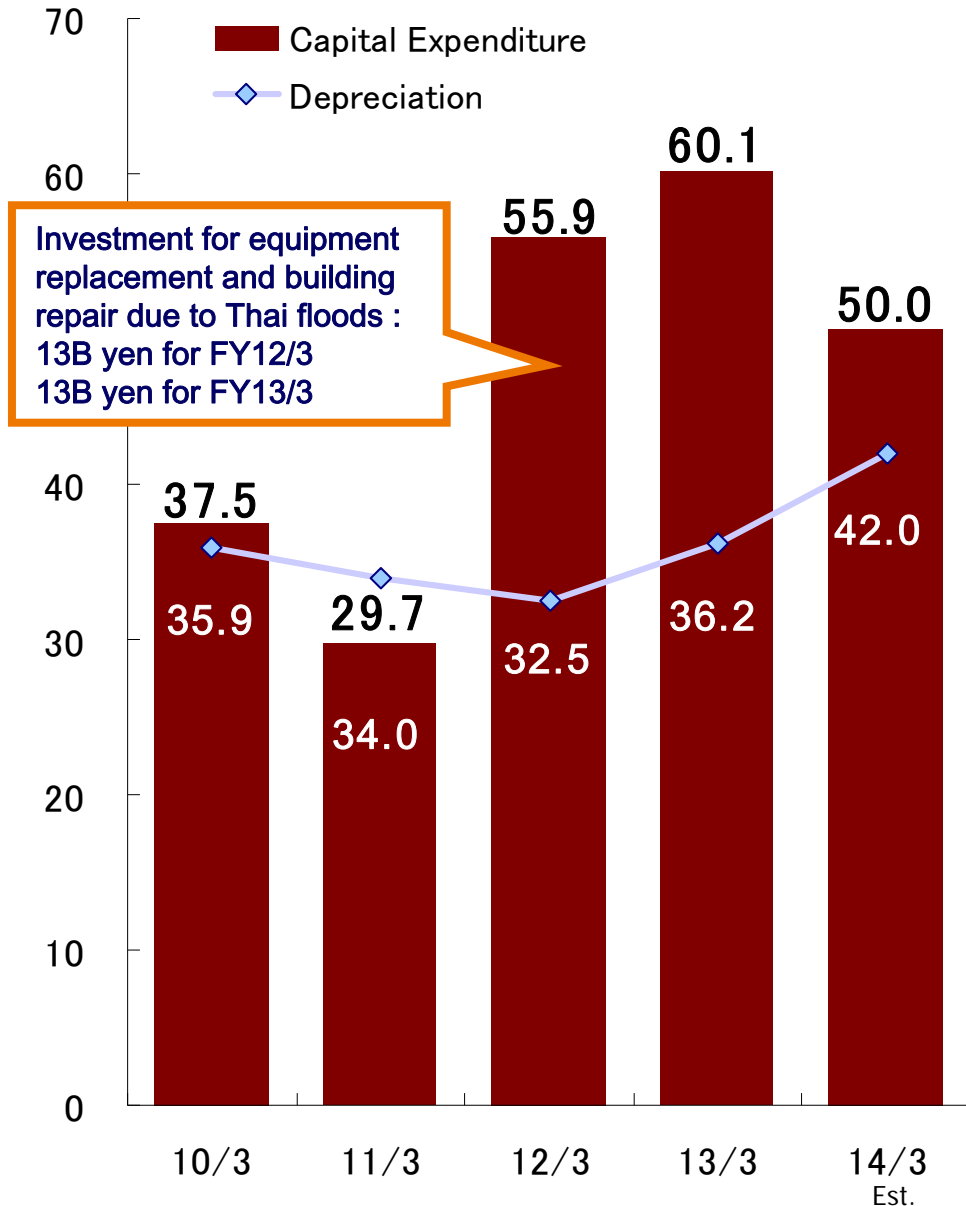
Non-contact 3D metrology tools and X-ray inspection systems are identified as potential products for midterm growth. Sales expansion campaign will focus on automotive and aircraft industries. Sales is expected to grow 17%, while the loss will shrink.



Estimation for Capital Expenditure, Depreciation and R&D



Billions of yen [Capital Expenditure & Depreciation]



Billions of yen [R&D]

