## SCREEN

## DAINIPPON SCREEN MFG.CO.,LTD. Business Results <br> The Second Quarter Ended September 30, 2008

November 11, 2008

## Business Results The Second Quarter Ended September 30, 2008 President \& COO Masahiro Hashimoto

## Agenda

- Business Results and Analysis
- Quarterly Net Sales\& Operating Income/Orders Received\& Order Backlog
- Business Environment
- Semiconductor Production Equipment
-FPD Production Equipment
- Graphic Arts Equipment \& Other Electronic Equipment
- Revision of Business Forecast
- Future Initiatives


## SCREEN

Business Results for 2Q 2009/3 (Consolidated)
(Billions of YEN)

| (Billions of JP YEN) | 1Q | 2Q |  | 1H |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Result | Forecast | Result | Forecast | Result |
| Net sales | 52.0 | 70.9 | 70.7 | 123.0 | 122.8 |
| Operating income (loss) | (0.8) | 4.6 | 4.8 | 3.8 | 4.0 |
| Ratio to net sales | -1.6\% | 6.5\% | 6.8\% | 3.1\% | 3.3 \% |
| Ordinary income (loss) | (1.1) | 2.3 | 3.3 | 1.2 | 2.1 |
| Income (loss) before income taxes | (3.5) | - | 3.2 | - | (0.3) |
| Net income (loss) | (3.0) | 1.4 | 1.7 | (1.6) | (1.2) |

## Analysis of Business Results

## Sales 1H Result $¥ 122.8$ bn Forecast $¥ 123.0$ bn (Achievement rate 99.9\%)

|  | Result (Achievement rate) |  | Points |
| :---: | :---: | :---: | :--- |
| SPE | $¥ 58.0 \mathrm{bn}$ | $(100.1 \%)$ | As planned |
| FPD | $¥ 28.7 \mathrm{bn}$ | $(99.2 \%)$ | Essentially in line with the plan |
| Other equip | $¥ 3.9 \mathrm{bn}$ | $(87.2 \%)$ | Decrease due to capex curtailment and <br> intensifying competition |
| GA | $¥ 31.0 \mathrm{bn}$ | $(101.9 \%)$ | Steady both in CTP and inkjet related products |

## Operating income 1H Result ¥4.Obn Forecast $¥ 3$.8bn

|  | Result | Points |
| :---: | ---: | ---: |
| Electric Equipment <br> \&Components | $¥ 2.2 \mathrm{bn}$ | SPE : Basically in line with the plan |
|  |  | FPD : Just over the forecast |
| GA | $¥ 1.7 \mathrm{bn}$ | Increase by healthy sales and foreign exchange gains |

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Quarterly Net Sales and Operating Income (Consolidated)


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Quarterly Orders Received and Order Backlog (Consolidated)


Semiconductor Production Equipment Business Environment (Capex Ratio)

## Lower level of Capex ratio than ever

Semiconductor Capex ratio= SPE sales $\div$ Device sales


DNS' estimate based on SEMI statistic

Totally low level of orders other than firm logic manufacturers


Semiconductor Production Equipment

1. Investment forecast by device

| DRA M | Capex curtailment owing to a drop in memory prices <br> M aintain investment only for miniaturization |
| :--- | :--- |
| NA ND | Continued low level of Capex |
| Logic | Remain firm |
| Foundry | Cautious stance in line with low factory operating ratio |

2 . Topic
Release new bevel etching unit for "SU-3100"
(Chemical processor)
$\longrightarrow$ Reinforce product performance for miniaturization

## SCREEN <br> FPD Production Equipment <br> Half-yearly Orders Received by Glass Substrate Size (Nonconsolidated)



## FPD Production Equipment

Topic ■ Show the printed panel sample of OLED by Nozzle-Printer at FPD International 2008

4.2inch OLED by Nozzle-Printer


Spotlighted SCREEN's booth

Nozzle Printer of emitting layer


Mass-production line of large OLED panels

■ Firm sales in Europe
> Contributed by new channel of CTP sales

- Severe conditions in the domestic market
$>$ Impacted by high material prices

(Sales of OEM products are recorded according to the locations of our OEM partners)
(Excluding sales by Inca Digital Printers)

■ Steadily rise unit sales of Inkjet equipment
$>$ Planned to release new products after the next fiscal year
■ Expand the printer consumables business along with unit sales increase


## Graphic Arts Equipment

## Topics

■ Steadily rise unit sales of Inkjet equipment
> Favorable growth in mainstay Truepress Jet520
> Steady sales of Inca's large-format printers for signs \& displays

■ Truepress Jet2500UV


Truepress Jet520
>Expected sales expansion in 2 H
>Truepress Jet2500UV won the "Product of The Year" award at SGIA show held on October 15, 2008 in Atlanta


Truepress Jet2500UV

## Revision of Business Forecasts

| (Billions of JP YEN) |  | 1H | 2H |  | Total year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Results | Previous forecast (May 12) | Revised forecast (Nov.10) | Previous forecast (May 12) | Revised forecast (Nov.10) | Change |
| Net sales |  | 122.8 | 150.0 | 112.1 | 273.0 | 235.0 | (38.0) |
|  | SPE | 58.0 | 77.0 | 39.9 | 135.0 | 98.0 | (37.0) |
|  | FPD | 28.7 | 34.0 | 34.2 | 63.0 | 63.0 | - |
|  | Other Equip | 3.9 | 5.5 | 6.0 | 10.0 | 10.0 | - |
|  | GA | 31.0 | 32.5 | 30.9 | 63.0 | 62.0 | (1.0) |
|  | Others | 1.0 | 1.0 | 0.9 | 2.0 | 2.0 | - |
| Operating Income |  | 4.0 | 8.9 | 1.1 | 12.7 | 5.2 | (7.5) |
| Ordinary Income (loss) |  | 2.1 | 8.3 | (1.9) | 9.5 | 0.2 | (9.3) |
| Net Income (loss) |  | (1.2) | 4.8 | (2.7) | 3.2 | (4.0) | (7.2) |

Initiatives for Changing Business Environment

## "Emergency measures" for rapid change of business environment

> Cost reduction (by $¥ 4$ bn from the previous plan)

Financing in diverse methods at early stage
> Keeping cash on hand
> Raise $¥ 15$ bn in funds by indirect financing under the unstable finance market

Reviewing the 3-year business plan
> Scheduled to announce a new plan in the next spring

## Future Initiatives

## Management Challenge

Creation of new business and expansion of existing business domains for rebuilding business portfolio

## Business Challenges

<SPE>

- Lower break-even point
- Improve profits of SU-3100
<FPD>
- Increase sales of production equipment for OLED panels
$<G A>$
- Expand inkjet related product lineup


## Summary

■ Ended 1H as planned, however, revised 2H forecast downward, affected by drastic changes in the SPE business environment

■ Make every attempt to reduce costs with severe business environment

■ Implement sales expansion of production equipments for OLED Panels and Inkjet related products

