

# First Half and Second Quarter Financial Results Fiscal Year 2007 (Ending March 31, 2008)

October 31, 2007

Seiko Epson Corporation

## Disclaimer regarding forward-looking statements

The foregoing statements regarding future results reflect the Company's expectations based on information available at the time of announcement. The information contains certain forward-looking statements that are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. Such risks and uncertainties include, but are not limited to, the competitive environment, market trends, general economic conditions, technological changes, exchange rate fluctuations and our ability to continue to timely introduce new products and services.

## Numerical values presented herein

Numbers are rounded to the unit indicated.

Percentages are rounded off to one decimal place.

1) Overview

2) Details

# 1H Financial Highlights—Net Sales Comparison

## ►By business segment

(Billions  
of yen)

800.0

700.0

600.0

500.0

400.0

300.0

200.0

100.0

0.0

-100.0

677.3

656.0

656.2

15.4

46.0

231.0

417.9

FY2006/1H  
Actual

14.0

41.0

213.0

418.0

FY2007/1H  
Initial  
plan

13.4

43.8

202.2

428.1

FY2007/1H  
Actual

-33.1

-30.0

-31.4

Consolidated Total

Y/Y -21.1

Vs. plan +0.2

Other

Y/Y -1.9

Vs. plan -0.5

Precision Products

Y/Y -2.1

Vs. plan +2.8

Electronic Devices

Y/Y -28.8

Vs. plan -10.7

Information Equipment

Y/Y +10.1

Vs. plan +10.1

Eliminations

# 1H Financial Highlights—Operating Income Comparison

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## ►By business segment

(Billions  
of yen)

80.0  
70.0  
60.0  
50.0  
40.0  
30.0  
20.0  
10.0  
0.0  
-10.0  
-20.0

20.9

19.0

22.2

2.7

32.3

-8.3

-6.2

1.0

26.0

-2.0

-6.0

2.0

34.7

-9.4

-5.3

FY2006/1H  
Actual

FY2007/1H  
Initial  
plan

FY2007/1H  
**Actual**

Consolidated Total

Y/Y + 1.3

Vs. plan + 3.2

Precision Products

Y/Y -0.6

Vs. plan + 1.0

Information Equipment

Y/Y + 2.4

Vs. plan + 8.7

Electronic Devices

Y/Y -1.1

Vs. plan -7.4

Other

Y/Y + 0.8

Vs. plan + 0.6

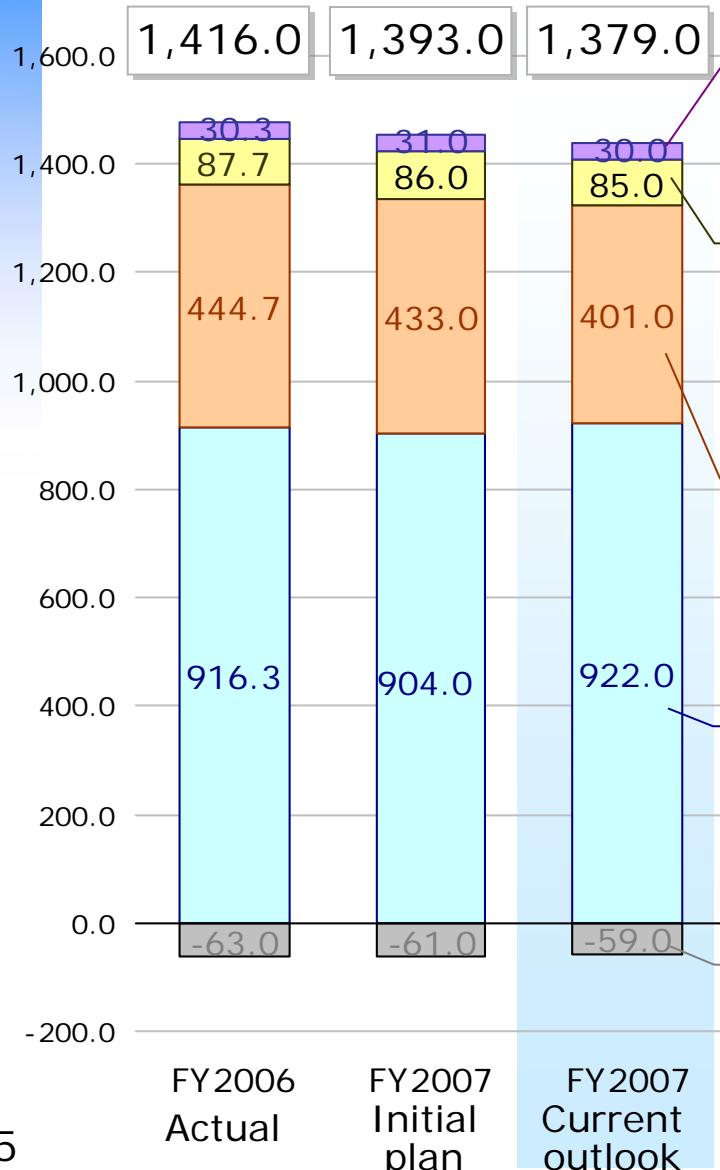
# FY2007 Business Outlook (Net Sales)

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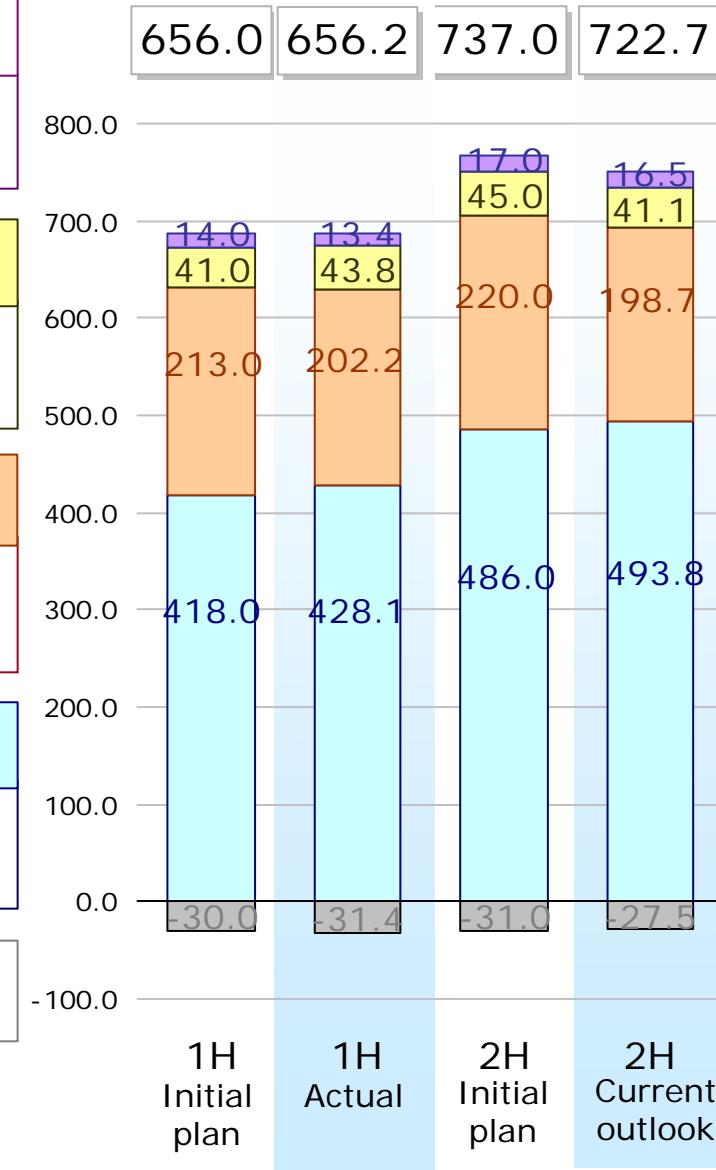
## ►By business segment

### Full Year

(Billions of yen)



### Half Year



# FY2007 Business Outlook (Operating Income)

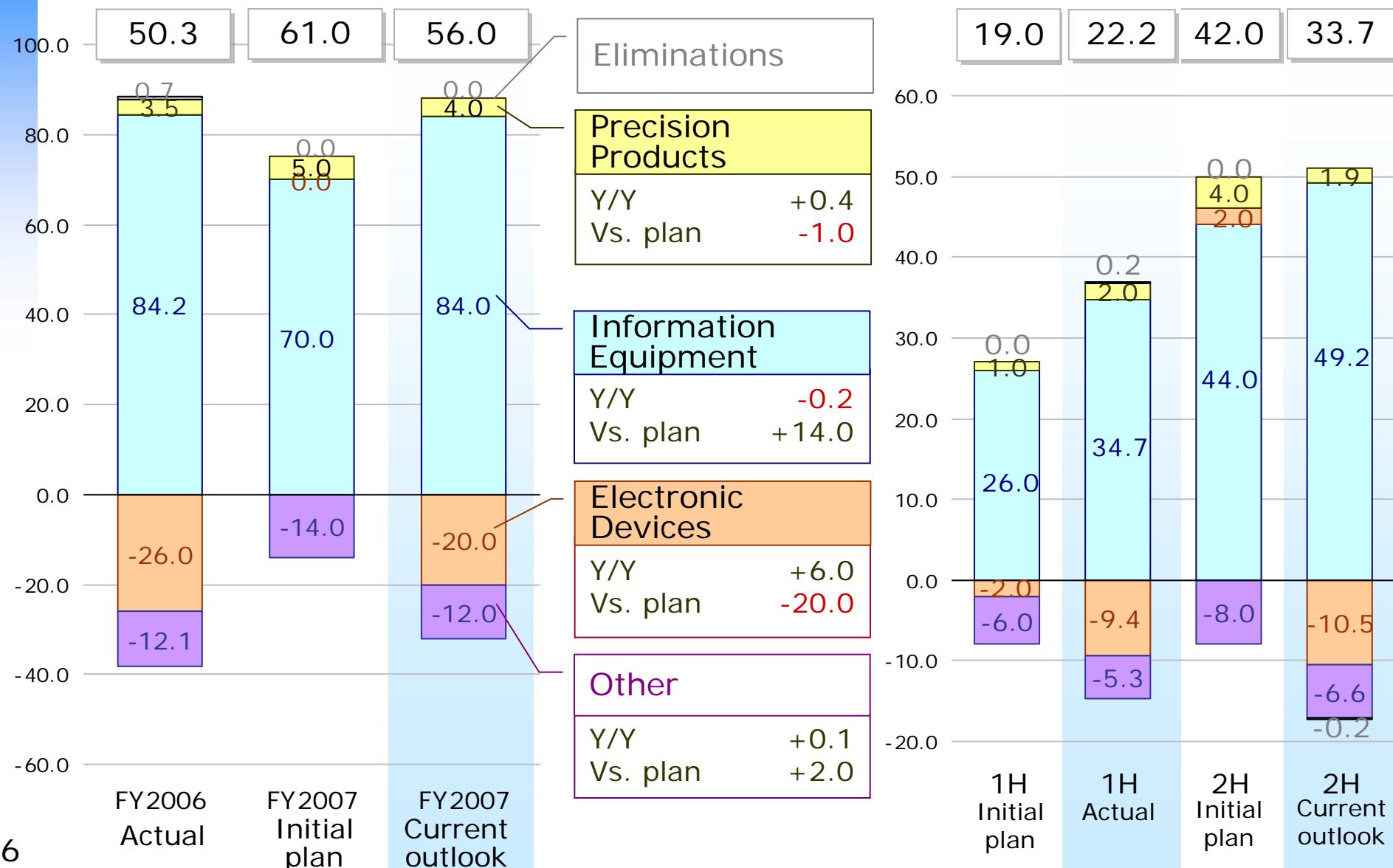
## ►By business segment

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### Full Year

(Billions of yen)

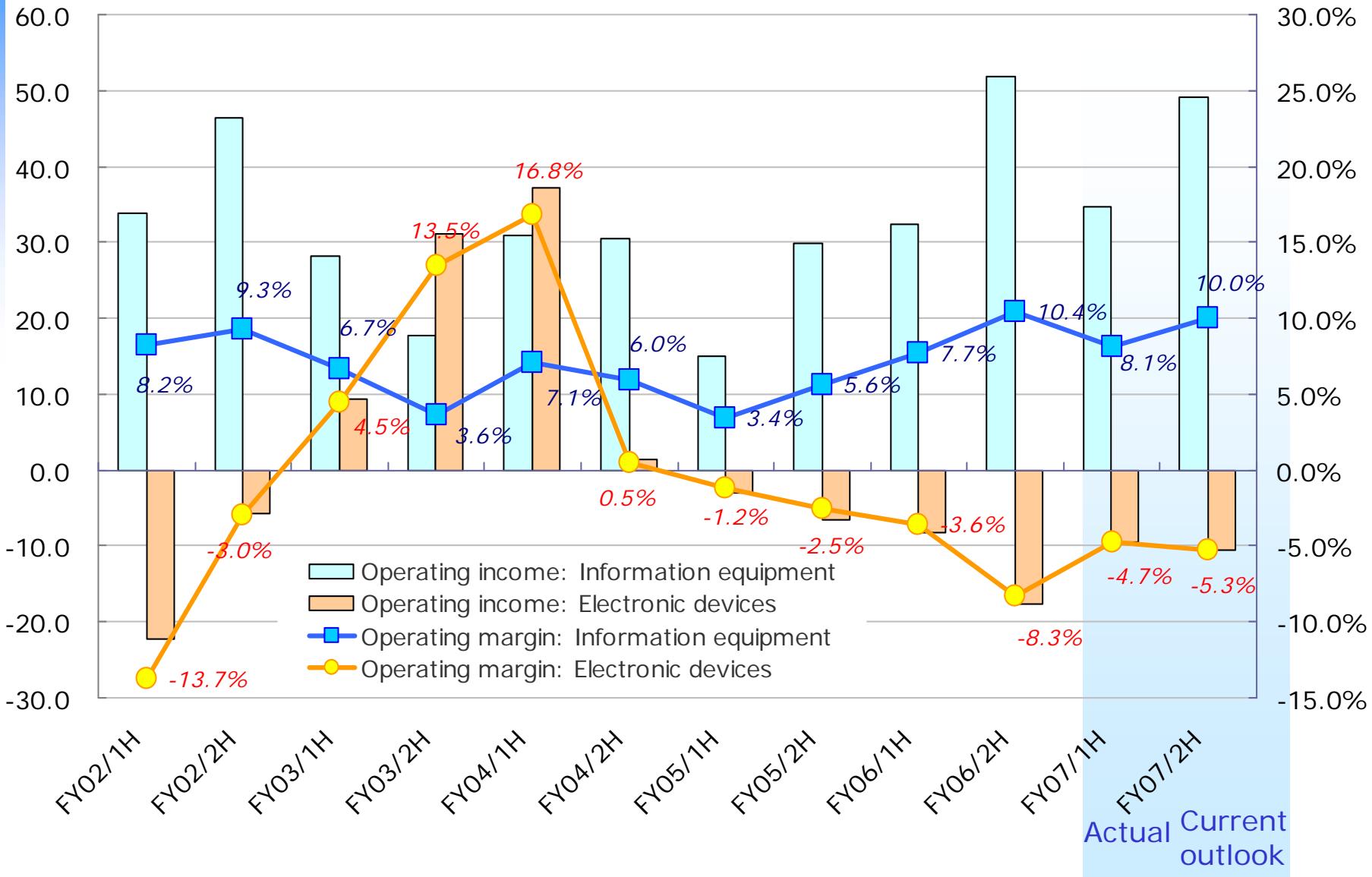
### Half Year



# Operating Income Trend

Operating income (billions of yen)

Operating margin



## Information Equipment Segment

### Inkjet Printers

Optimize balance between short-term profits and mid-term growth

Expand printer unit shipments with an eye toward future consumable sales

- Bolster the product lineup and launch competitive new products
  - Make products more enjoyable and easier to use with a print speed fast enough for SOHO
  - Superior specifications compared to competitors' models
- Pursue stringent cost reductions
- Continue efforts to raise the ratio of genuine Epson consumables



Grow the business and industrial segments into a core profit center in the mid-term

- Launch the Epson Stylus Pro 11880 high-speed 64-inch LFP with a new type of Micro Piezo print head
- Launch inkjet mini labs



### Projectors

- Bolster the product lineup

- Launch competitive, compelling new products for home, business, and education



# FY2007 Outlook Highlights

## Electronic Devices Segment

### Small- & Medium-Sized Displays

Progress in reorganization of display business announced March 14

- C-STN and MD-TFD are proceeding according to plan
- a-TFT and LTPS
  - a-TFT: Improve capacity utilization
  - LTPS :Steady market growth in fields for high-resolution displays
  - However, anticipated improvements in model mix resulting from a portfolio realignment have fallen behind schedule
- Reductions in fixed expenses are proceeding according to plan
- Develop new applications for our core Photo Fine Vistarich technology, with its ultra-wide viewing angles, high pixel densities, and fast response times

### HTPS

- Meet growing demand in business and education projector markets as home projector shipments level off
- Work on cutting costs

### Quartz Devices

- Shipments to mobile phone, PC and digital consumer electronics markets to grow
- Respond to the erosion of prices by also expanding in higher added value segments

1) Overview

2) Details

# First-Half Financial Highlights

(Billions of yen)	FY2006		FY2007				Change (amount, %)	
	Actual	%	Initial plan	%	Actual	%	Y/Y	Vs. plan
Net sales	677.3	-	656.0	-	656.2	-	-21.1 -3.1%	+0.2 +0.0%
Operating income	20.9	3.1%	19.0	2.9%	22.2	3.4%	+1.3 +6.2%	+3.2 +17.2%
Ordinary income	20.8	3.1%	19.0	2.9%	25.8	3.9%	+4.9 +23.8%	+6.8 +36.0%
Net income before income taxes	16.2	2.4%	16.0	2.4%	22.1	3.4%	+5.9 +36.7%	+6.1 +38.5%
Net income	0.4	0.1%	7.0	1.1%	3.2	0.5%	+2.8 +688.9%	-3.7 -53.5%
EPS	¥2.10		-		¥16.59			
Exchange rate	USD	¥115.38	¥114.00		¥119.33			
	EUR	¥145.97	¥148.00		¥162.30			

Exchange rates used in 7/27 outlook (1H):  
 USD:118.00 / EUR:161.00

# Second-Quarter Financial Highlights

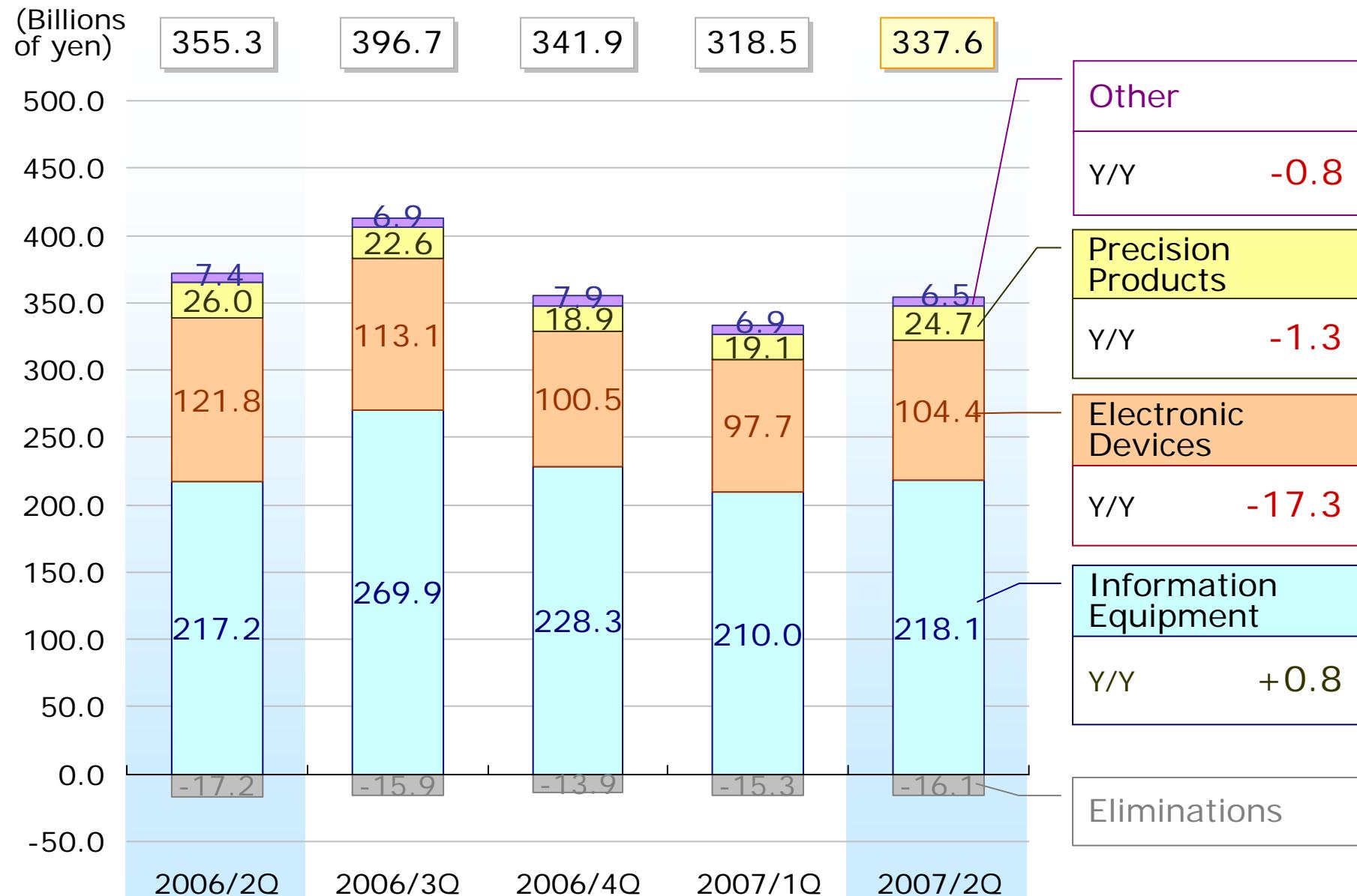
► Versus the year-ago period



(Billions of yen)	FY2006		FY2007		Change	
	2Q Actual	%	2Q Actual	%	Amount	%
Net sales	355.3	-	337.6	-	-17.6	-5.0%
Operating income	13.9	3.9%	10.5	3.1%	-3.3	-24.0%
Ordinary income	14.5	4.1%	12.8	3.8%	-1.7	-11.7%
Net income before income taxes	10.6	3.0%	9.8	2.9%	-0.7	-7.3%
Quarterly net income	6.0	1.7%	1.9	0.6%	-4.1	-67.7%
Exchange rate	USD	¥116.26	¥117.87			
	EUR	¥148.16	¥161.88			

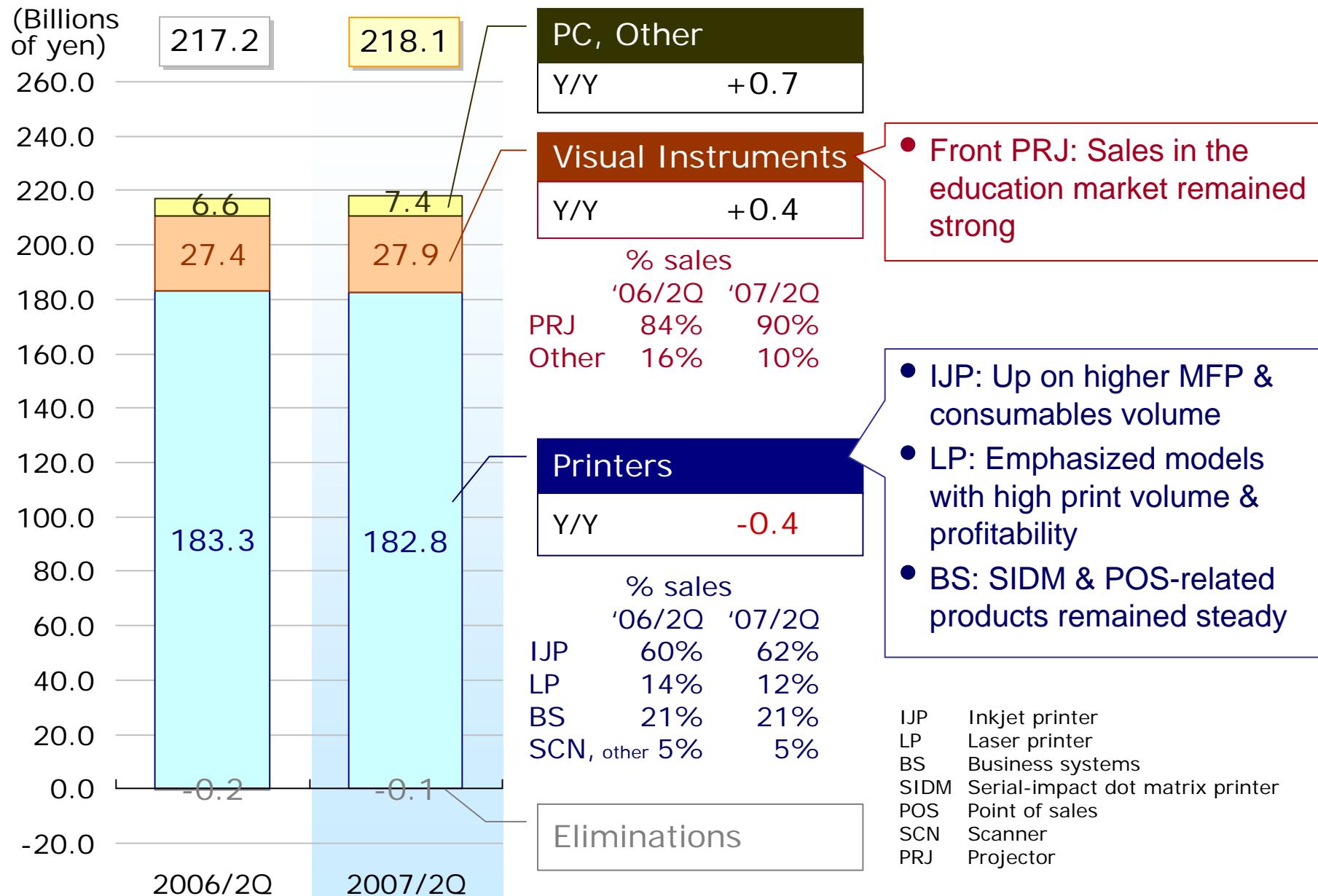
# Quarterly Net Sales

## ►By business segment



# Quarterly Net Sales Comparison

## ► Information-related equipment segment



# Quarterly Net Sales Comparison

## ► Electronic device segment

(Billions  
of yen)

140.0

120.0

100.0

80.0

60.0

40.0

20.0

0.0

-20.0

121.8

104.4

26.2

24.9

75.2

-4.5

26.8

20.6

59.5

-2.5

### Quartz Devices

Y/Y

+0.6

### Semiconductors

Y/Y

-4.3

### Displays

Y/Y

-15.6

% sales

'06/2Q

'07/2Q

	'06/2Q	'07/2Q
C-STN	16%	11%
MD-TFD	27%	14%
a-TFT	34%	50%
LTPS	7%	6%
HTPS	16%	19%

- Volume up on solid demand from mobile phone and digital equipment markets, but ASPs down

- LCD-Dr: Volume down

- C-STN/MD-TFD: Volume & ASPs down
- a-TFT: ASPs down, revenue up on higher volume
- LTPS: Revenue down on lower ASPs
- HTPS: Revenue flat on higher volume & lower ASPs

C-STN Color STN

MD-TFD Mobile digital thin-film diode

a-TFT Amorphous-silicon TFT

LTPS Low-temperature polysilicon TFT

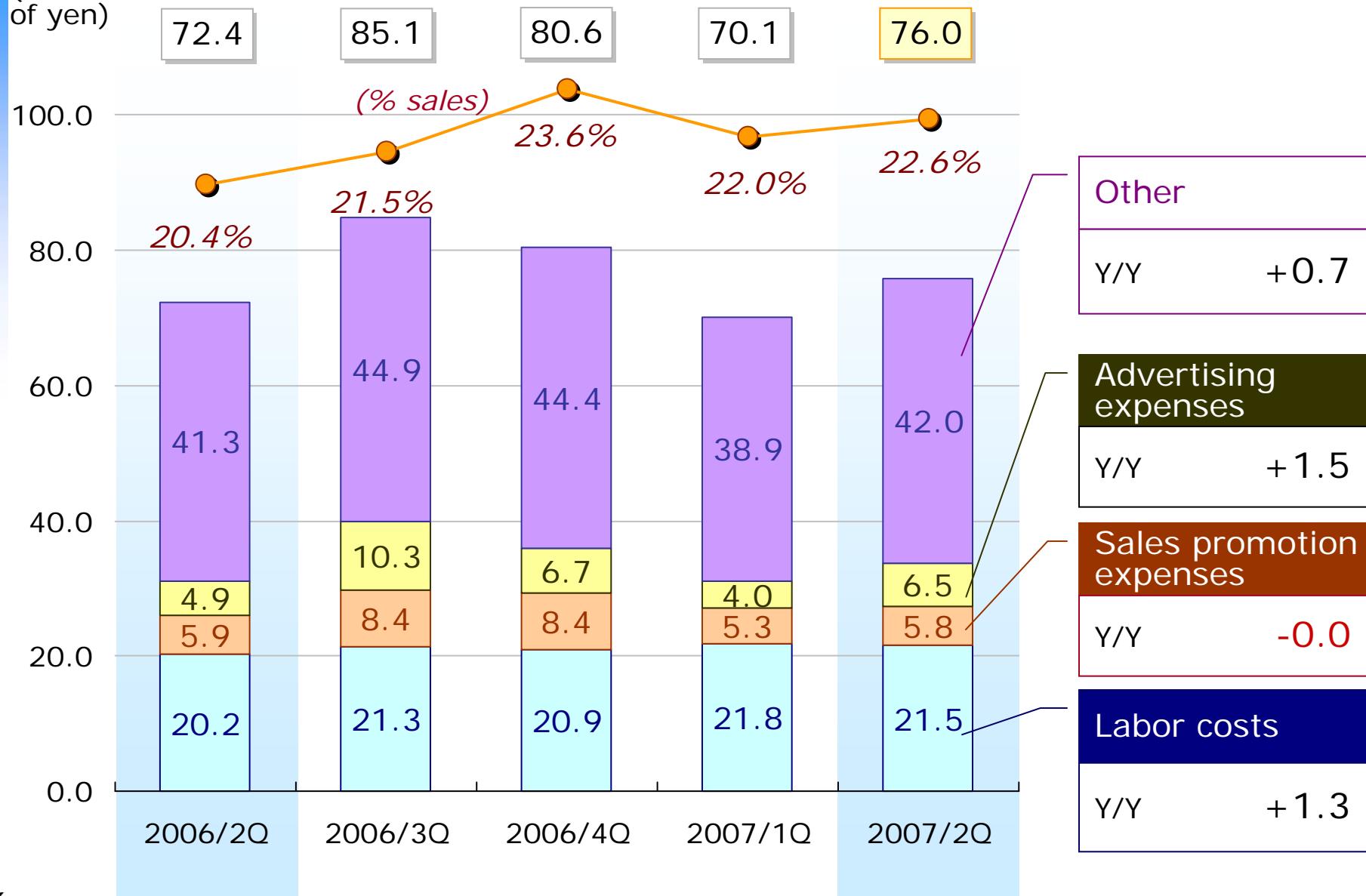
HTPS High-temperature polysilicon TFT

LCD-Dr LCD Driver

Eliminations

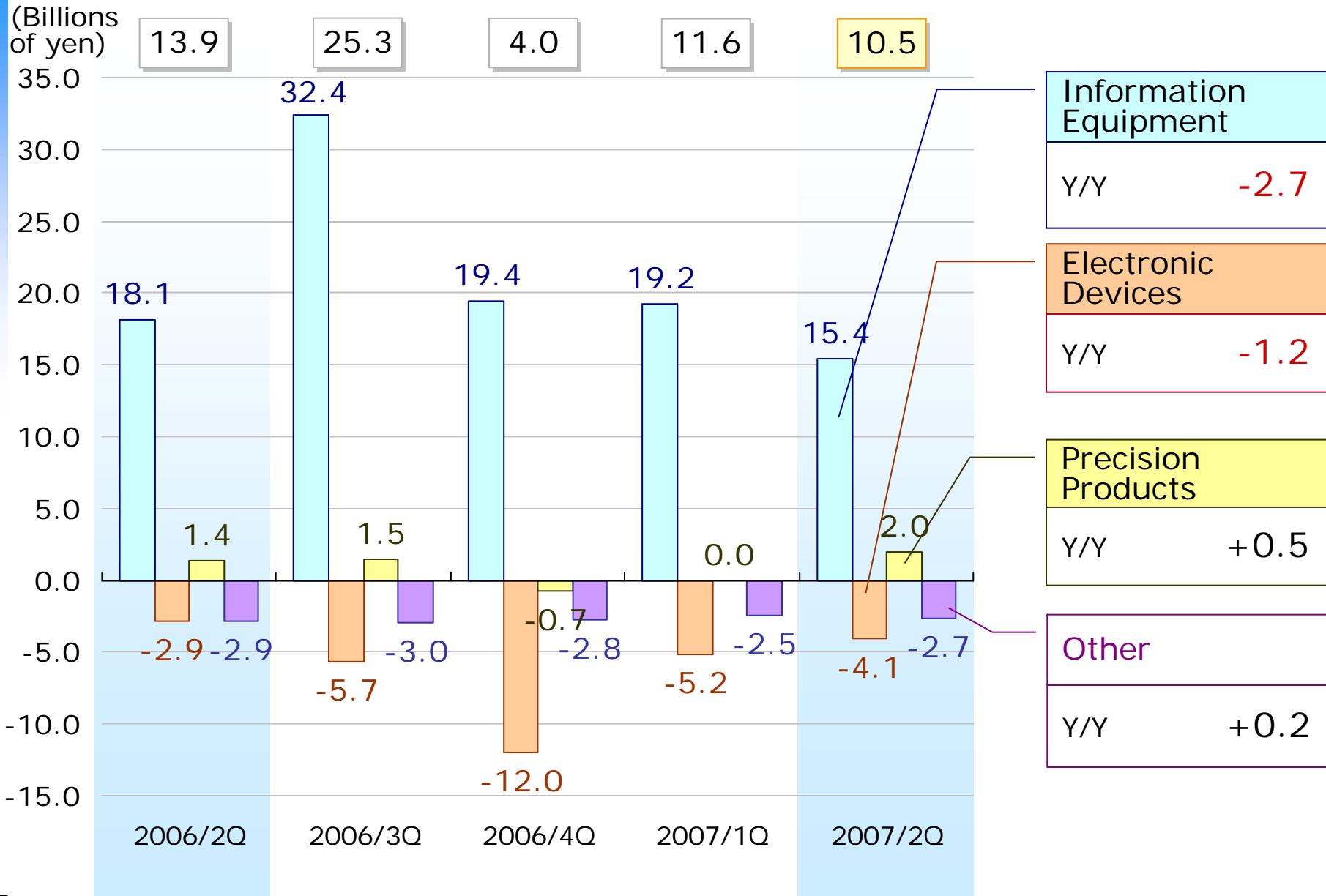
# Quarterly Selling, General and Administrative Expenses

(Billions  
of yen)



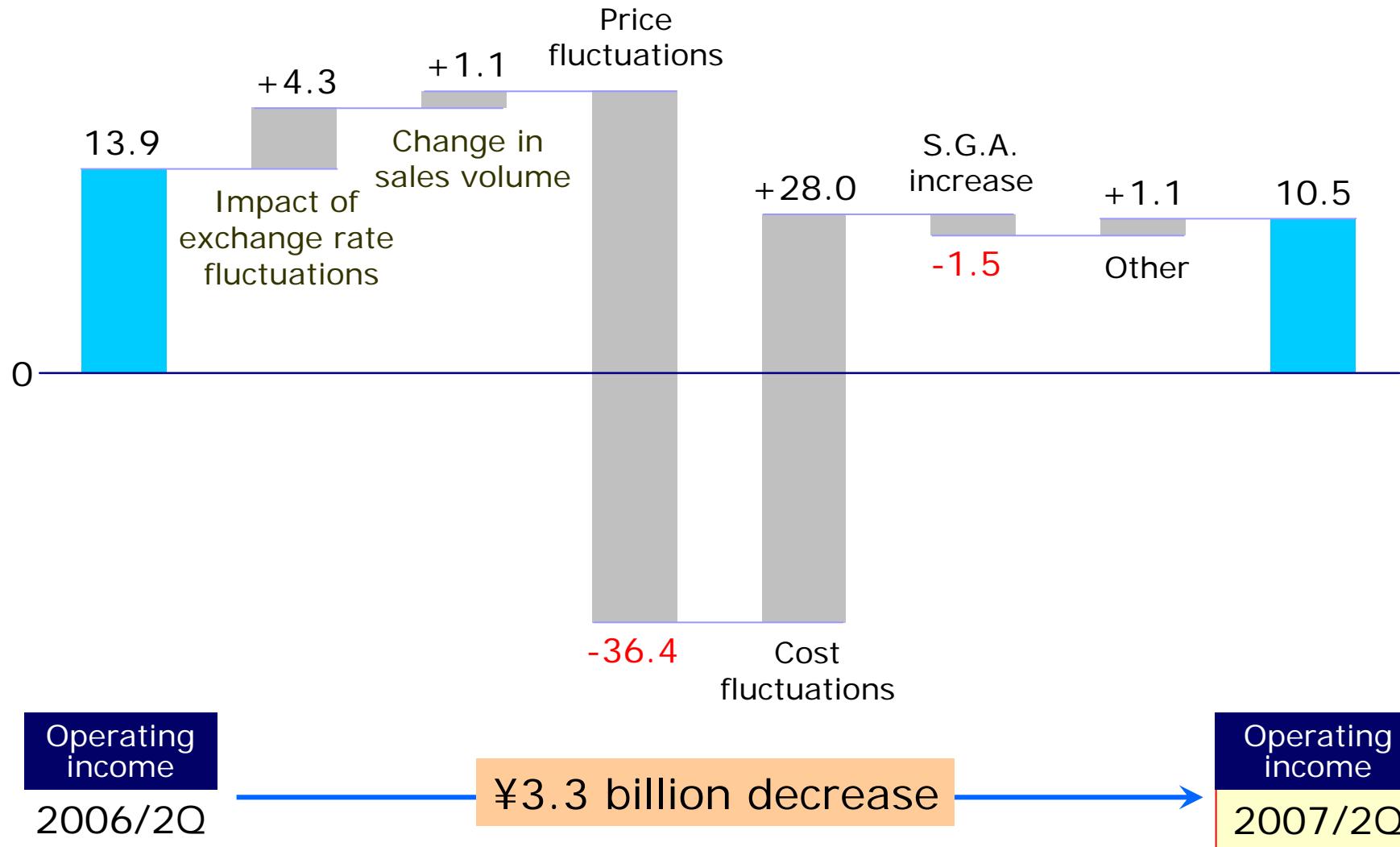
# Quarterly Operating Income

## ►By business segment



# Operating Income Fluctuation Cause Analysis

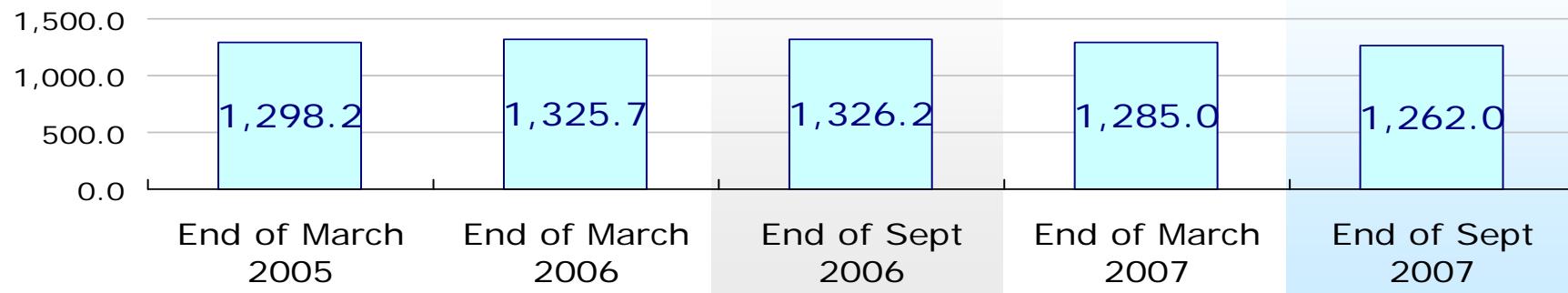
(Billions of yen)



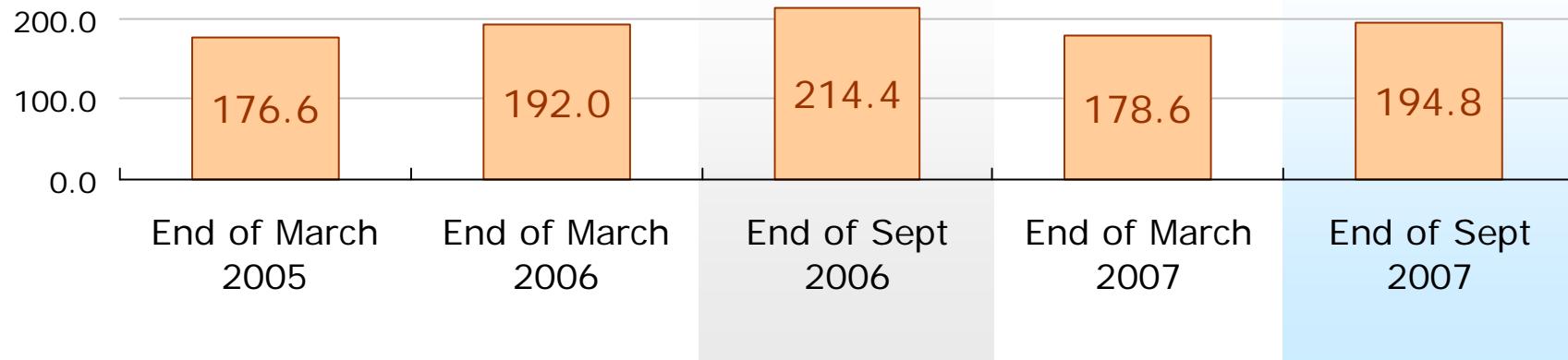
# Statistics of Balance Sheet Items

(Billions of yen)

## Total assets



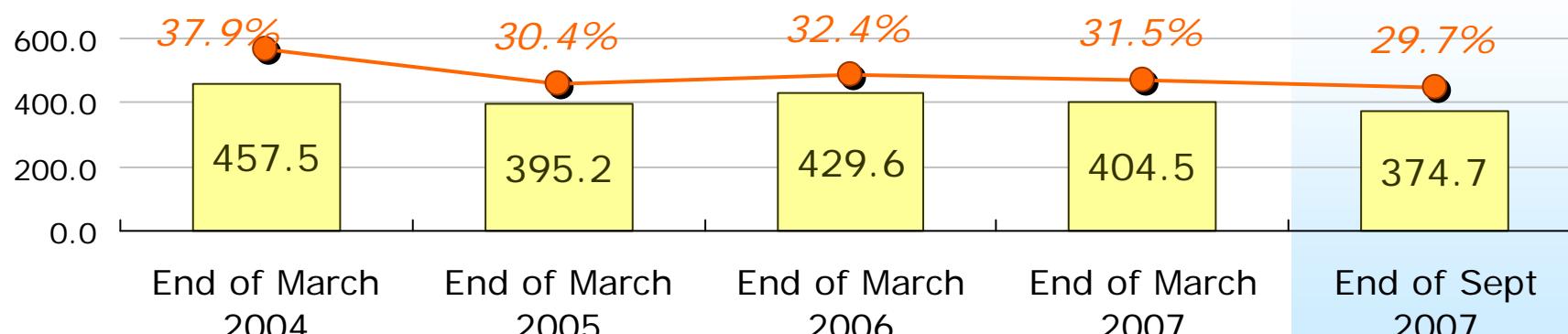
## Inventories



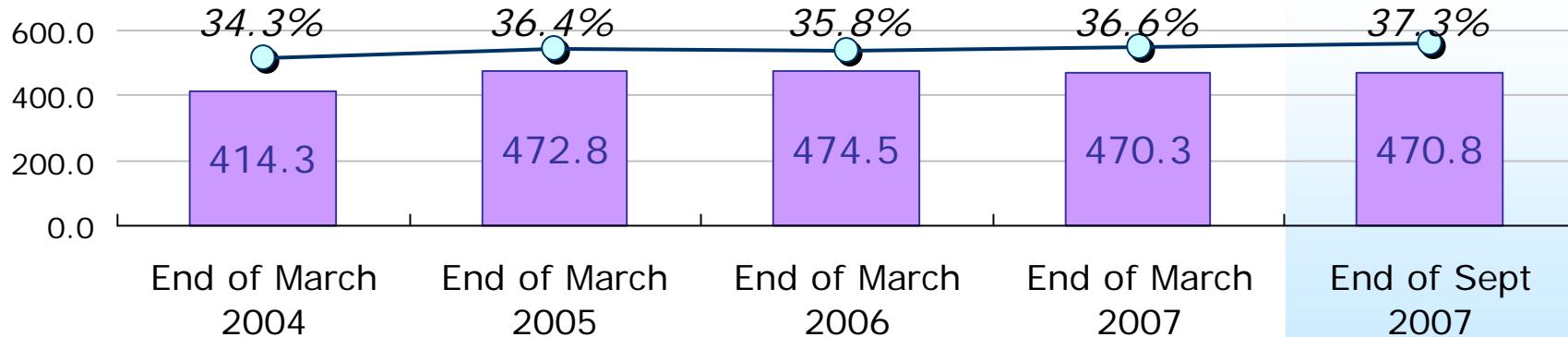
# Statistics of Balance Sheet Items

(Billions of yen)

## Interest-bearing liabilities & ratio of interest-bearing liabilities



## Shareholder's equity & equity ratio



The definition of shareholder equity changed due to changes in accounting standards  
End of Sept 2007: Shareholder equity = total net assets - minority interests in subsidiaries

# FY2007 Business Outlook

(Billions of yen)	FY2006		FY2007				Change (amount, %)	
	Actual	%	Initial plan	%	Current outlook	%	Y/Y	Vs. plan
Net sales	1,416.0	-	1,393.0	-	1,379.0	-	-37.0 -2.6%	-14.0 -1.0%
Operating income	50.3	3.6%	61.0	4.4%	56.0	4.1%	+5.6 +11.2%	-5.0 -8.2%
Ordinary income	49.0	3.5%	60.0	4.3%	60.0	4.4%	+10.9 +22.2%	- -
Net income Before income taxes	3.4	0.2%	55.0	3.9%	53.0	3.8%	+49.5 +1425.0%	-2.0 -3.6%
Net income	-7.0	-0.5%	30.0	2.2%	23.0	1.7%	+30.0 -	-7.0 -23.3%
EPS	-\$36.13		¥152.78		¥117.13			
Exchange rate	USD	¥117.02	¥114.00		¥117.00			
	EUR	¥150.09	¥148.00		¥161.00			

Exchange rates used in 7/27 outlook (full year):  
USD:116.00 / EUR:158.00

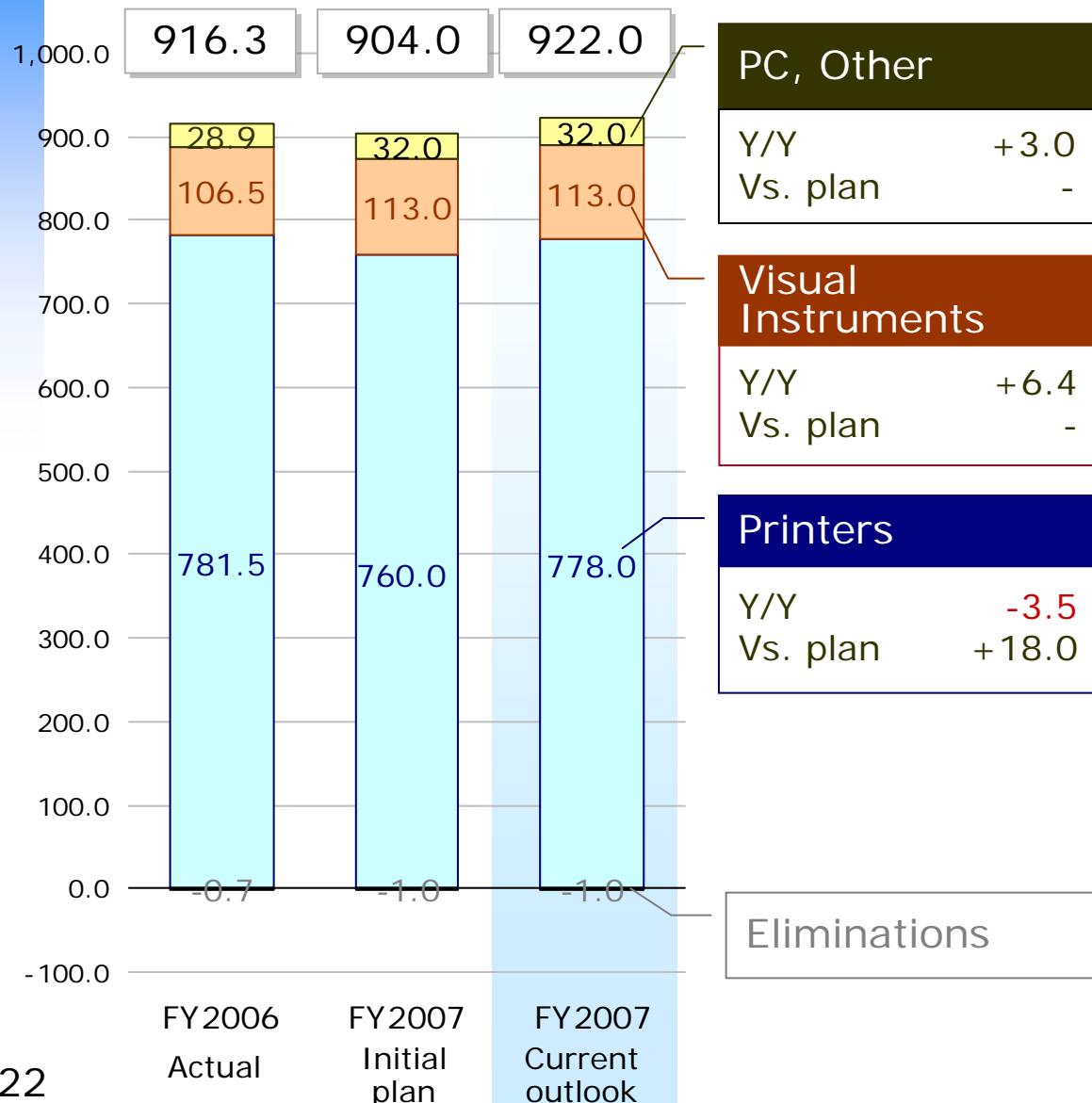
# Net Sales Outlook by Business

## ►Information-related equipment segment

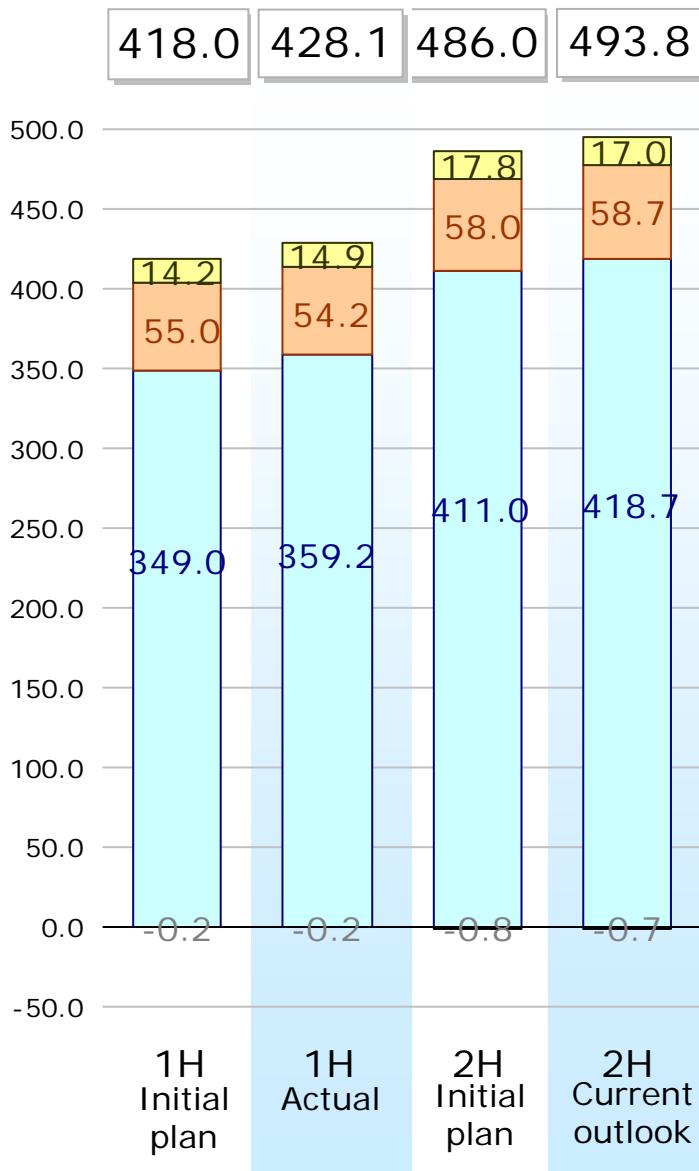
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### Full Year

(Billions of yen)



### Half Year



# Net Sales Outlook by Business

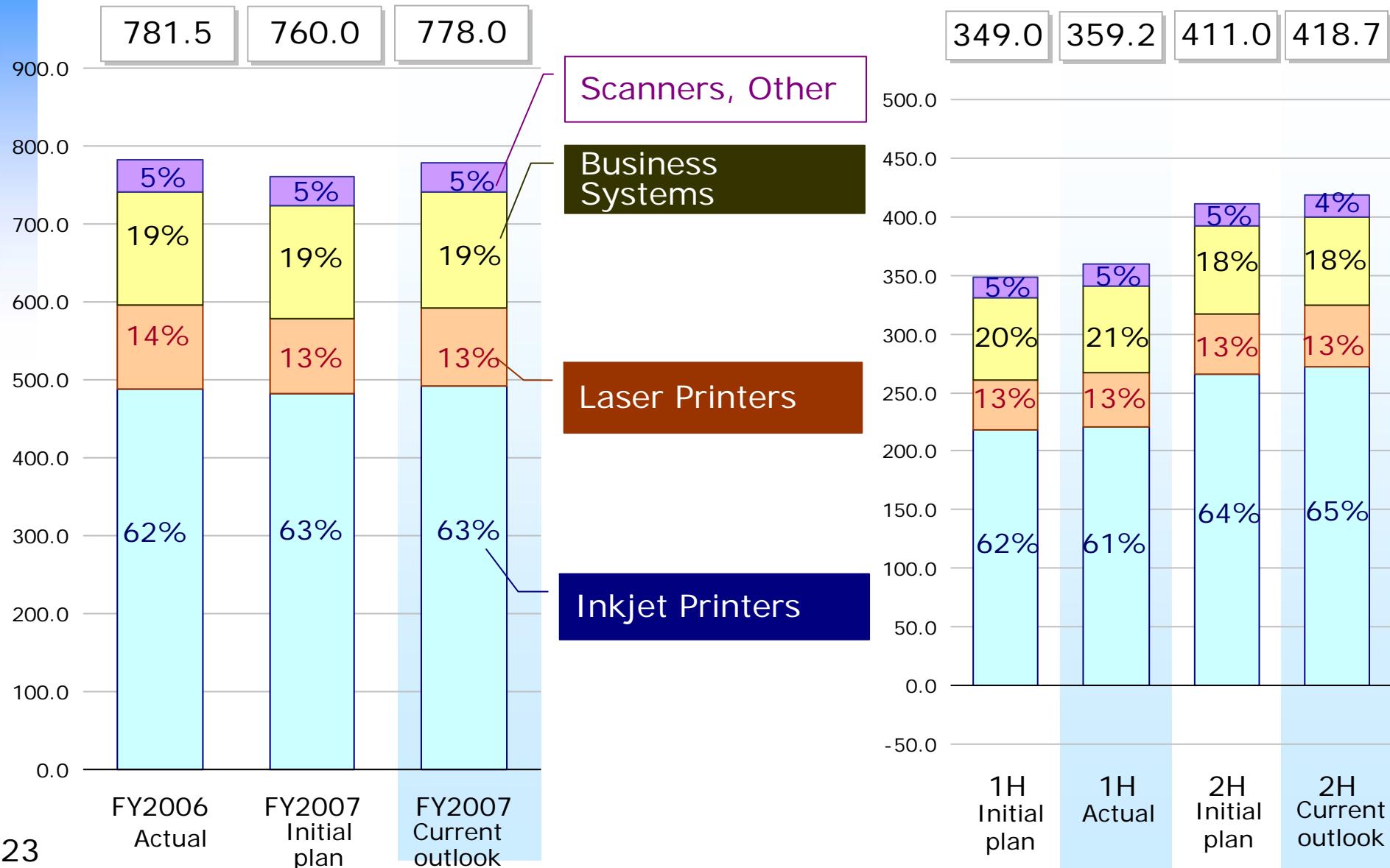
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## ►Printer business

### Full Year

(Billions of yen)

### Half Year



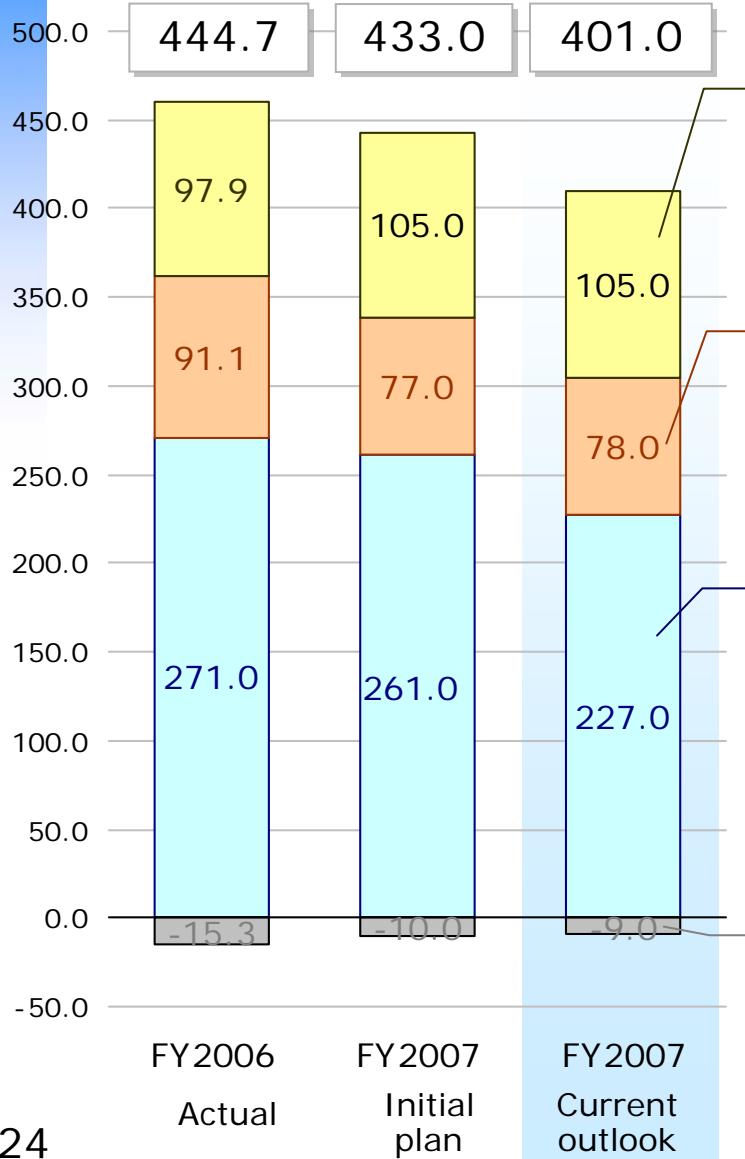
# Net Sales Outlook by Business

## ► Electronic device segment

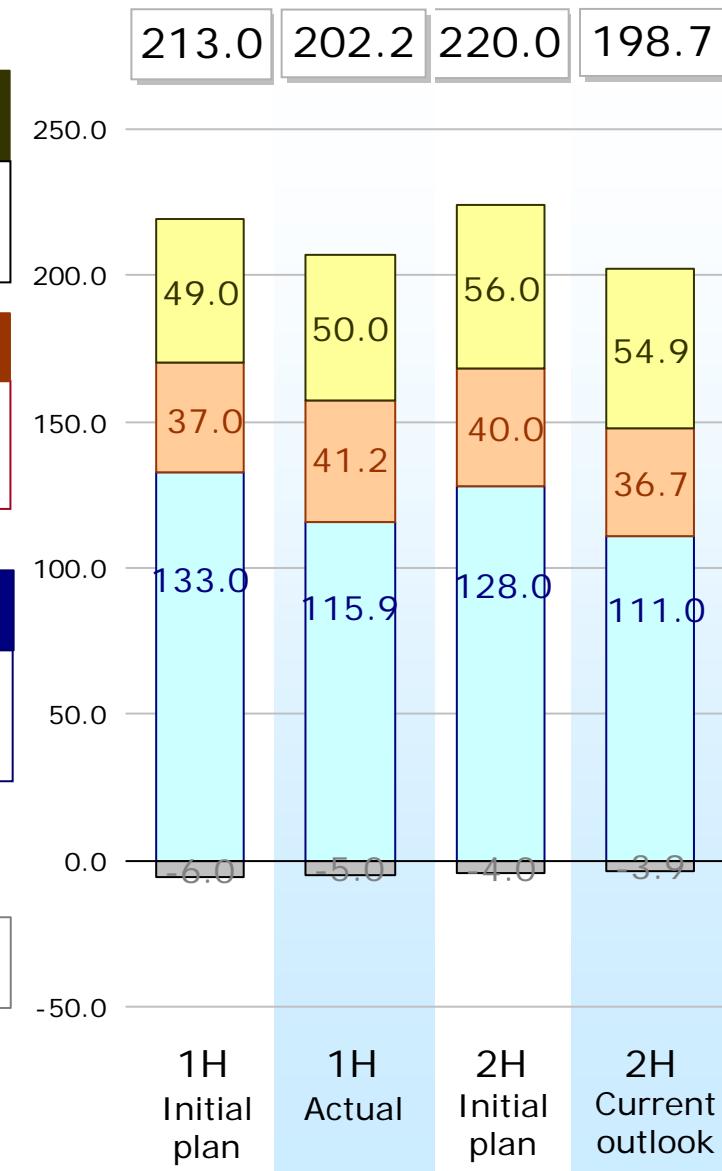
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### Full Year

(Billions of yen)



### Half Year



# Net Sales Outlook by Business

## ►Display business

### Full Year

(Billions of yen)

271.0    261.0    227.0

300.0

250.0

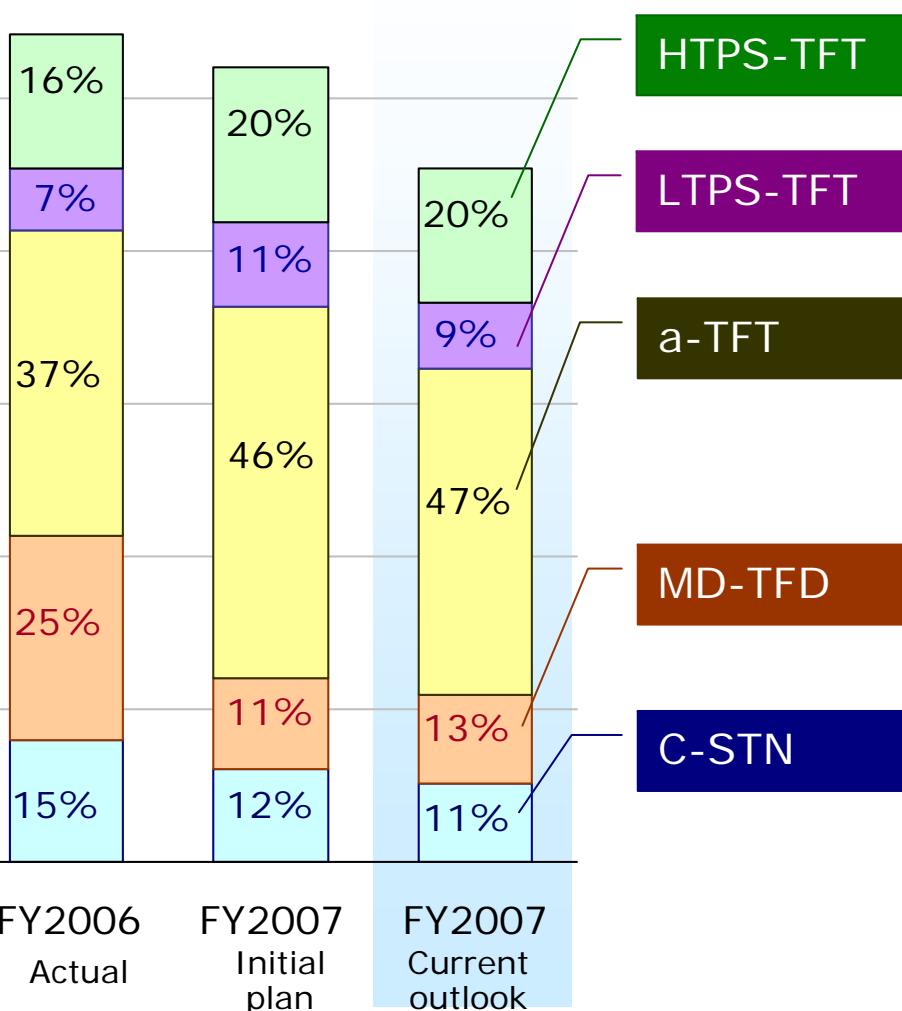
200.0

150.0

100.0

50.0

0.0



### Half Year

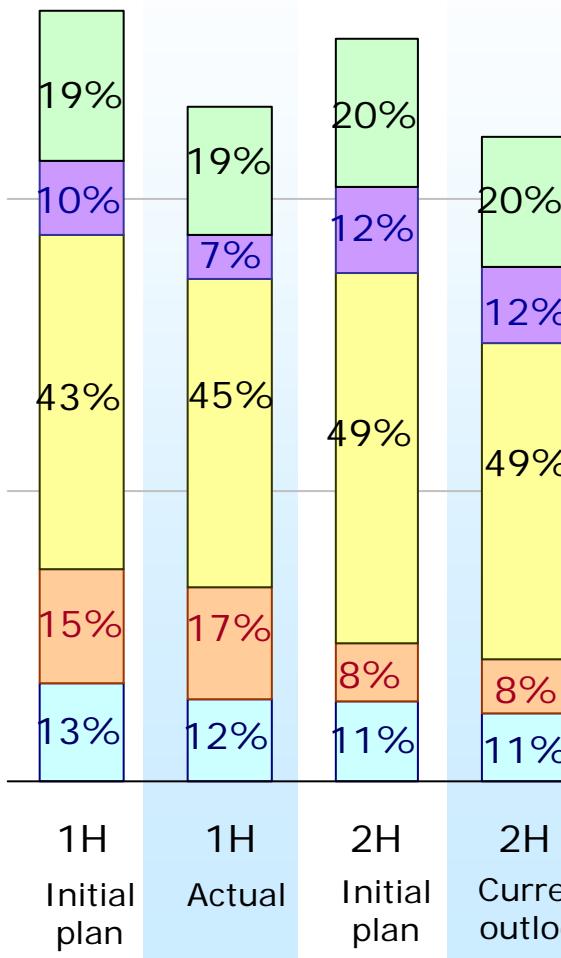
133.0    115.9    128.0    111.0

150.0

100.0

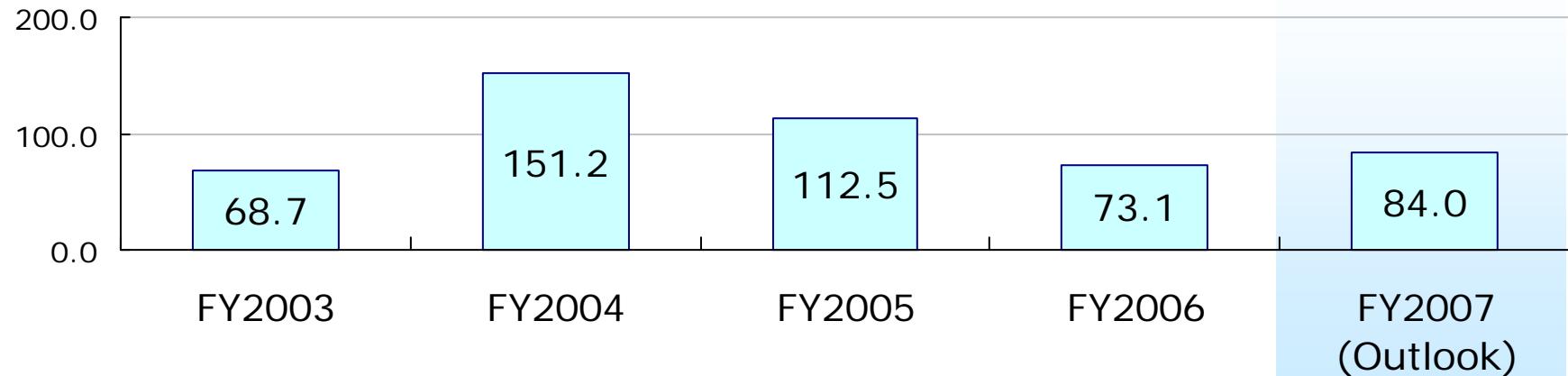
50.0

0.0

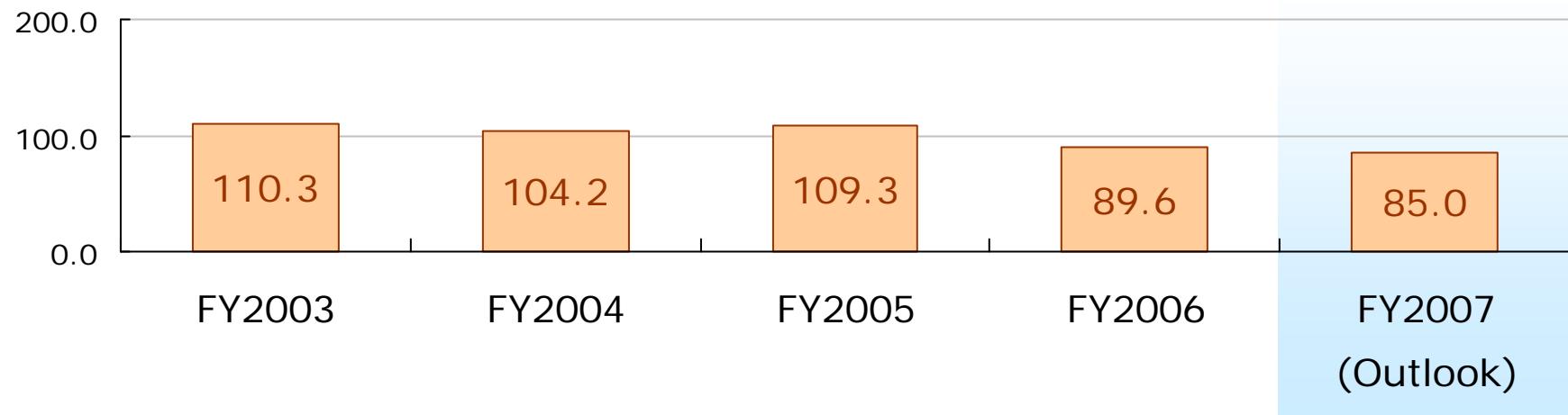


# Outlook for Capital Expenditure and Depreciation & Amortization Expenses

## Capital Expenditures

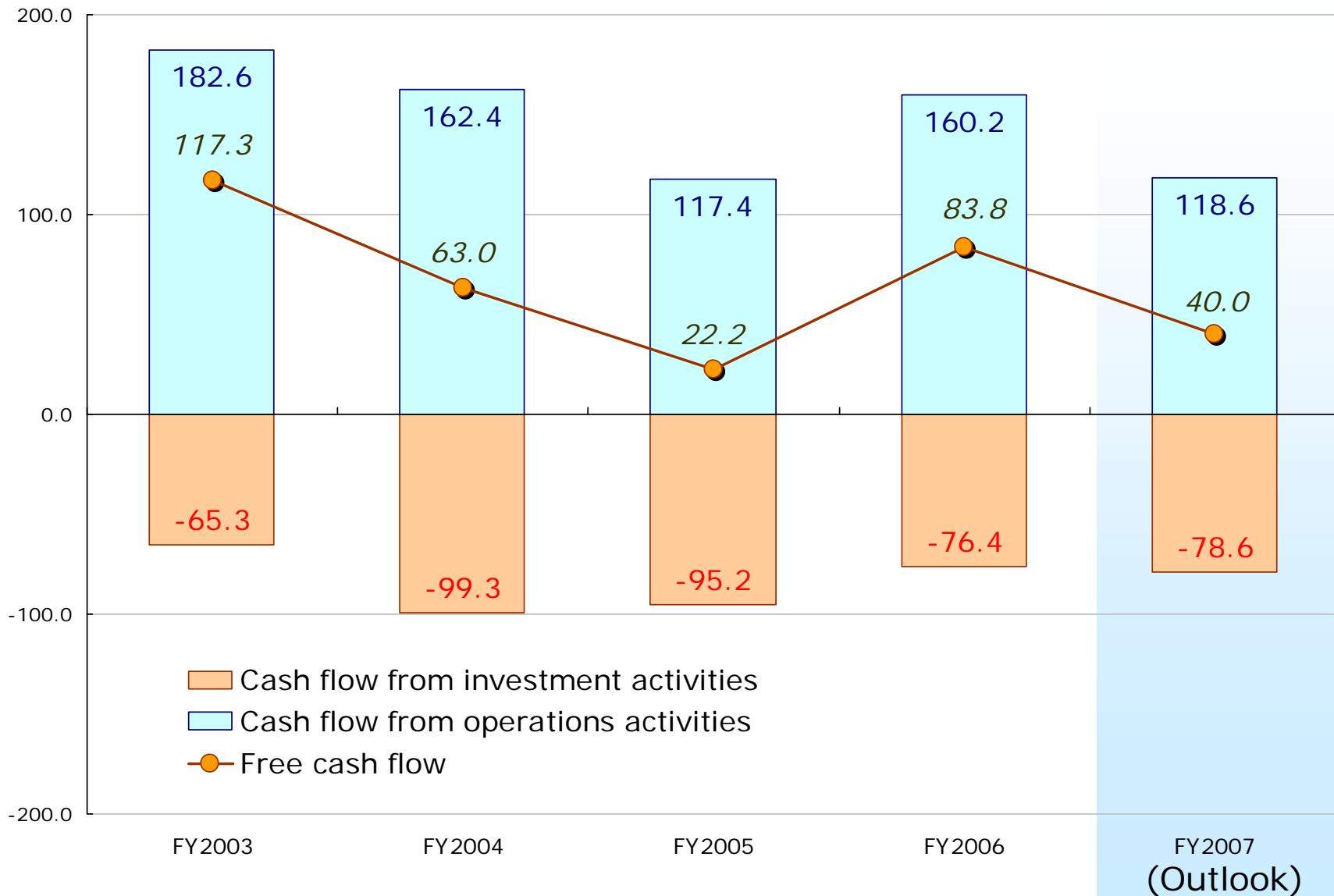


## Depreciation and Amortization Expenses

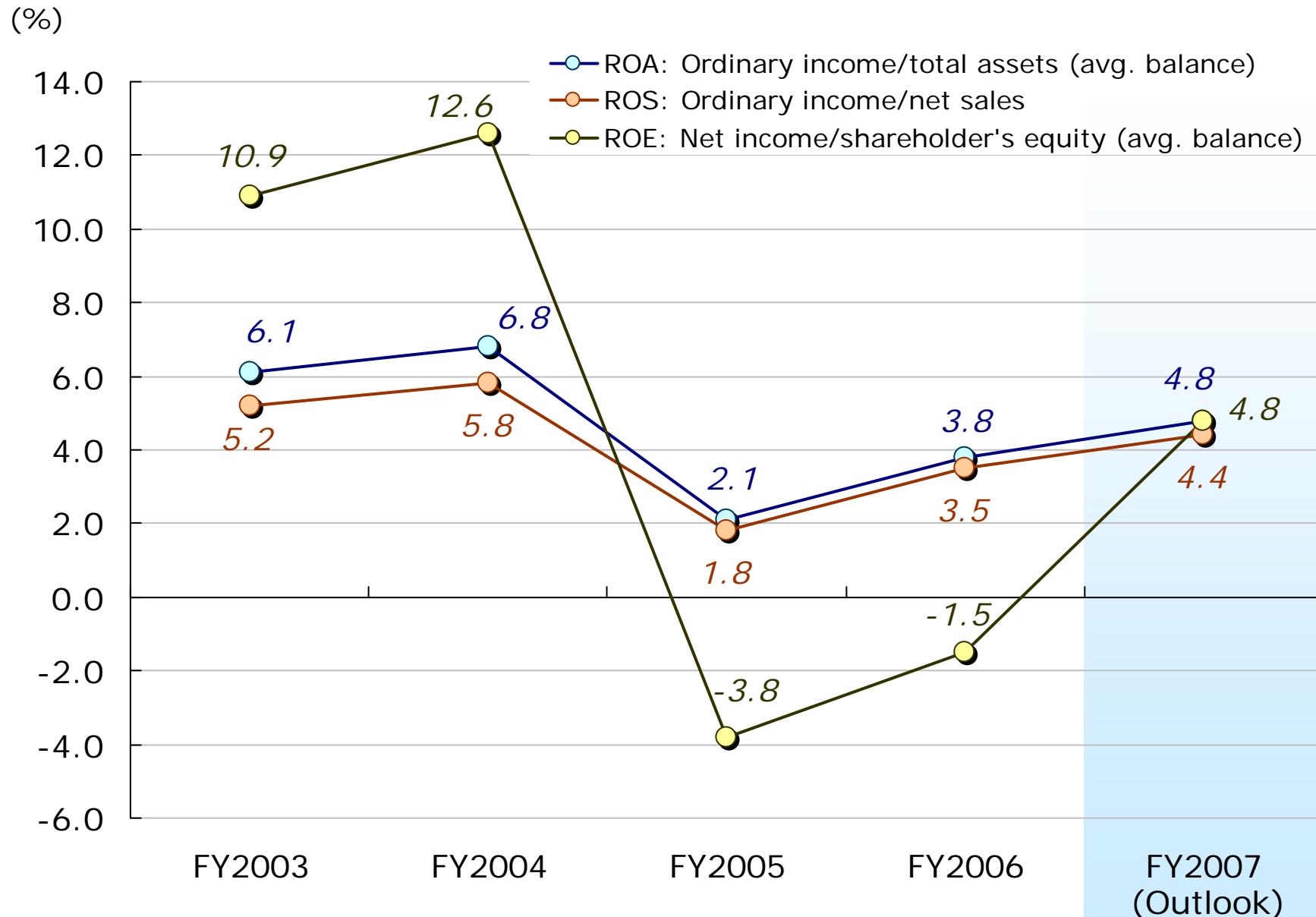


# Free Cash Flow Outlook

(Billions of yen)



# Main Management Indicators



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