

# First Half and Second Quarter Financial Results Fiscal Year 2009 (Ending March 2010)

October 29, 2009

#### **SEIKO EPSON CORPORATION**

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#### 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.



# Changes to business incubation projects included under "Other" segment

- In line with the structural reforms for the electronic device businesses announced in March, corporate R&D on some of the business incubation projects that we plan to bring to market will be charged to other segments instead of being allocated to the "Other" segment.
- This will result in a change to the disclosed profit and loss figures for each segment starting from fiscal 2009.
- In the slides showing the fiscal 2009 outlook, fiscal 2008 segment profit and loss figures have been adjusted for the purpose of comparison.

# First Half Financial Highlights



(Billions of yen)	FY2008			FY2	009		Change (amount, %)	
	Actual	%	8/26 outlook	%	Actual	%	Y/Y	Vs. 8/26 outlook
Net sales	615.7	-	469.0	_	449.6	-	-166.1 -27.0%	-19.3 -4.1%
Operating income	28.0	4.6%	-18.0	-3.8%	-9.3	-2.1%	-37.3	+8.6
Ordinary income	27.4	4.5%	-19.0	-4.1%	-14.4	-3.2%	-41.9 -	+4.5
Net income before income taxes	20.4	3.3%	-23.5	-5.0%	-20.3	-4.5%	-40.8	+3.1
Net income	11.7	1.9%	-25.5	-5.4%	-29.1	-6.5%	-40.9 -	-3.6
EPS	¥59.69		-¥128.36		-¥146.92			
EXCh USD	¥106.11		¥96.00		¥95.49			
Exchange rate	¥162.68		¥129.00		¥133.15			

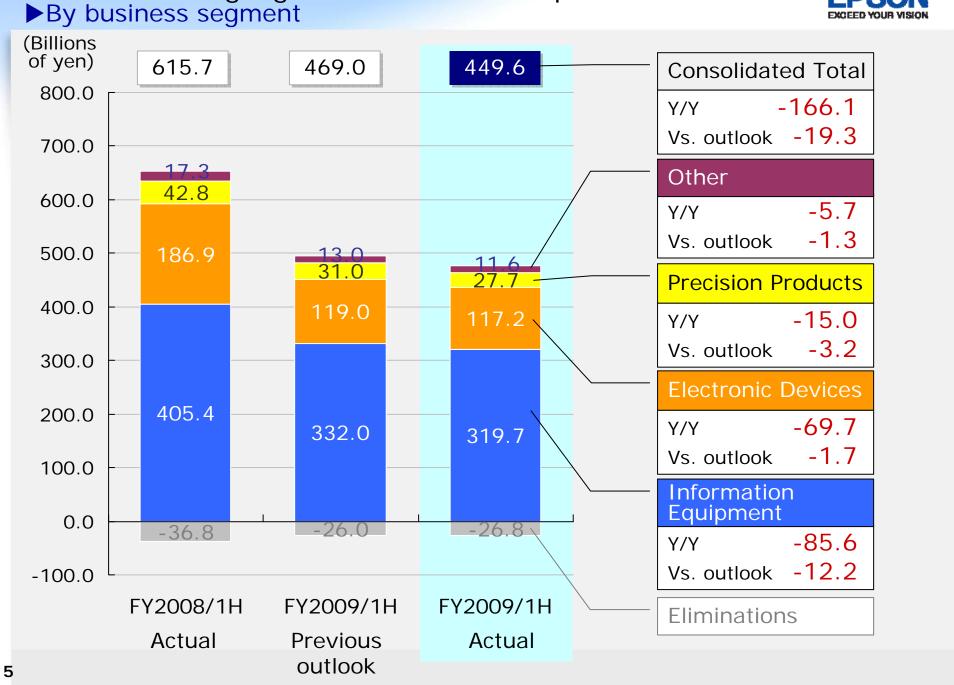
# Financial Highlights (Second Quarter) Year-over-year



(Billic		FY20	800	FY2	009	Change		
of yen)		Q2 Actual	%	Q2 Actual	%	Amount	%	
Net sales		311.5	-	236.2	-	-75.2	-24.2%	
Operating income		5.6	1.8%	3.1	1.3%	-2.4	-44.3%	
Ordina incom		5.5	1.8%	0.6	0.3%	-4.8	-88.6%	
Net in	come come taxes	4.7	1.5%	-3.5	-1.5%	-8.3	-	
Quarte net in		1.4	0.5%	-6.8	-2.9%	-8.2	-	
EPS		¥7.23		-¥34.14				
Exch ra	USD	¥107.66		¥93.65				
USD EUR rate		¥161.93		¥133.73				

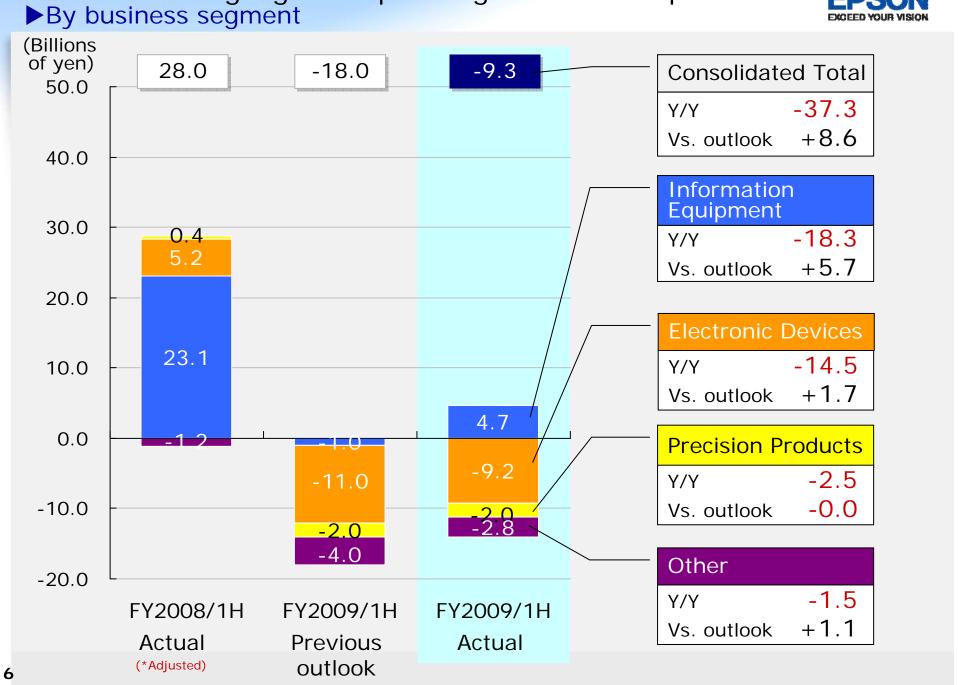
### 1H Financial Highlights—Net Sales Comparison





## 1H Financial Highlights—Operating Income Comparison





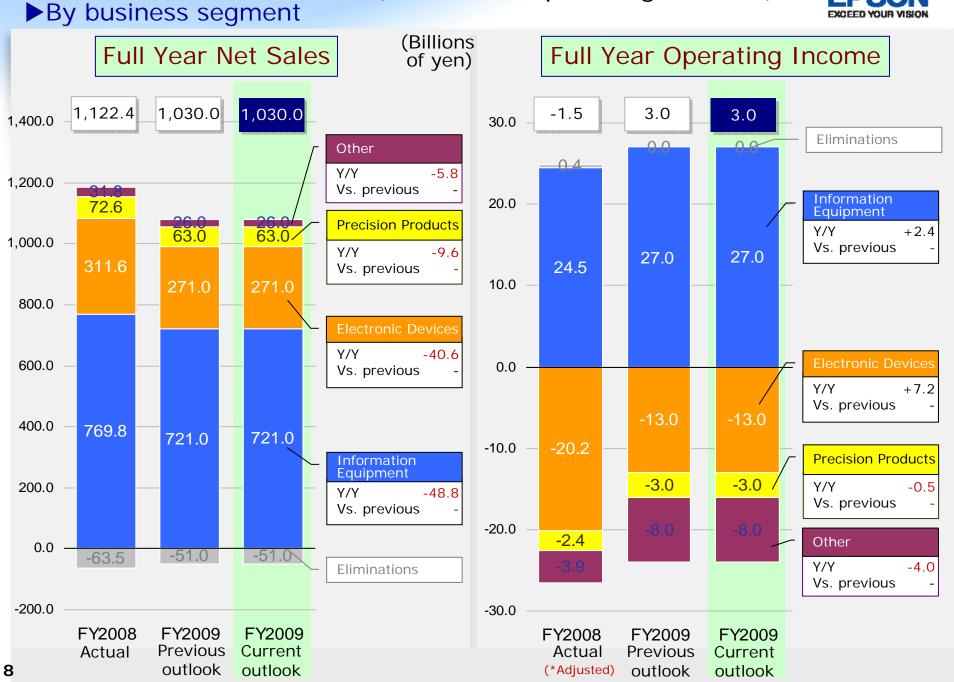
# Full-Year Business Outlook



(Billions of yen)	FY2008			FY2	009		Change (amount, %)		
	Actual	%	8/26 outlook	%	Current outlook	%	Y/Y	Vs. 8/26 outlook	
Net sales	1,122.4	-	1,030.0	-	1,030.0	-	-92.4 -8.2%		
Operating income	-1.5	-0.1%	3.0	0.3%	3.0	0.3%	+4.5		
Ordinary income	5.3	0.5%	0.0	0.0%	0.0	0.0%	-5.3		
Net income before income taxes	-89.5	-8.0%	-4.5	-0.4%	-4.5	-0.4%	+85.0		
Net income	-111.3	-9.9%	-8.5	-0.8%	-8.5	-0.8%	+102.8		
EPS	-¥566.92		-¥42.66		-¥42.67	Curr			
EXC USD	¥100.53		¥96.00		¥94.00	<ul><li>Current outlook:</li><li>2H exchange rate assumption</li></ul>			
USD EUR rate	¥143.48		¥127.00		¥132.00		USD: ¥92.00		
			EUR: ¥130.00						

#### FY2009 Business Outlook (Net Sales/Operating Income)





# SE15/ Mid-Range Business Plan



Epson is committed to the relentless pursuit of innovation in compact, energy-saving, high precision technologies; delivering products and services that emotionally engage customers; and becoming a company that provides essential products and services

Changes in type of value sought by customers

Determine whether we can provide customer value

Determine whether we can demonstrate sufficient competitive advantage

Maximize as an Epson strength

- Shift management resources to growth & priority areas
- Move ahead by focusing on areas in which we can leverage our strengths

Printer business

Projector business

Quartz device/ sensor business

### Inkjet Printer Business Growth Strategy



#### Consumer

Drive growth by stimulating new demand



#### **Emerging**

Drive growth by realizing customer value in developing markets

# Micro Piezo Technology

#### **Business**

Drive growth in existing office markets by evolving the benefits of inkjet



#### Commercial/Industrial



ME models

Drive growth by taking the lead in defining the next-generation printing industry

### **Projector Business Growth Strategy**



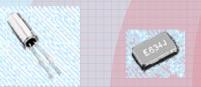


### Quartz Device/Sensor Business Growth Strategy



#### Tuning forks

Roll out strategy to become No. 1





AT

Provide value while meeting the needs of a broad range of customers

#### Optical devices

Adopt business models that exploit the physical properties of crystal and our original processing technologies

#### Sensing devices

Expand by creating
high-value-added products
built around crystal
sensing devices offering
vastly superior
levels of accuracy



1) FY2009 1H Financial Results

2) FY2009 Business Outlook

# First Half Financial Highlights

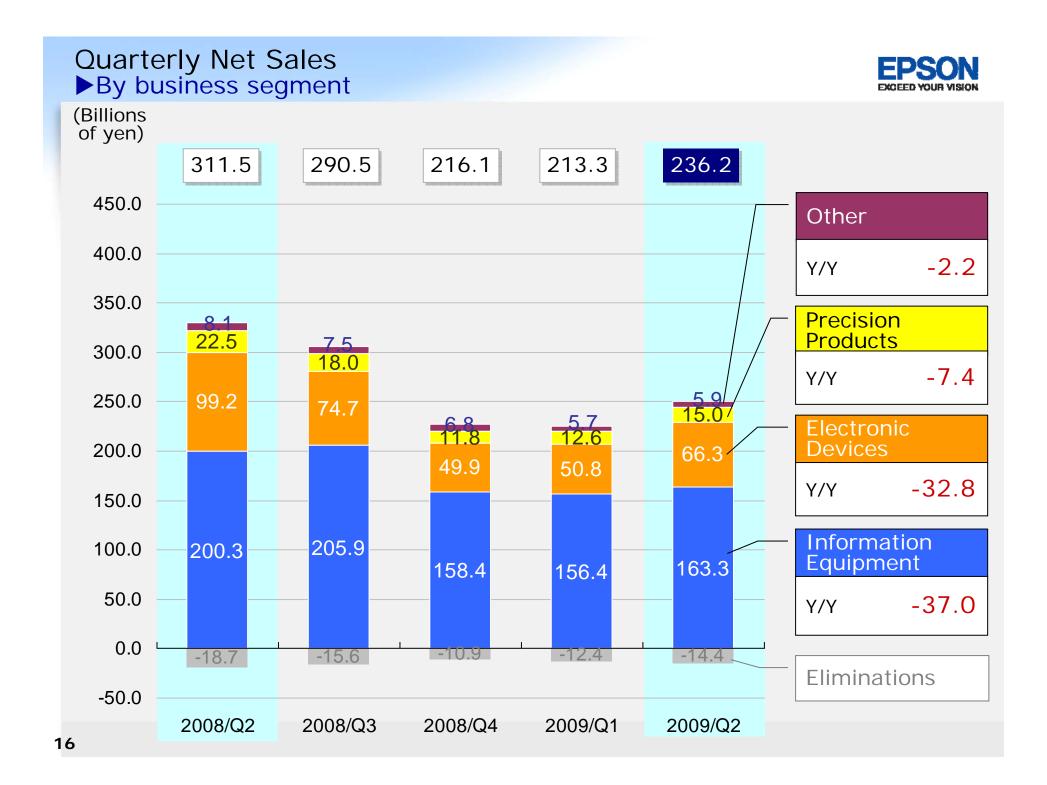


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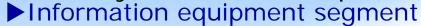
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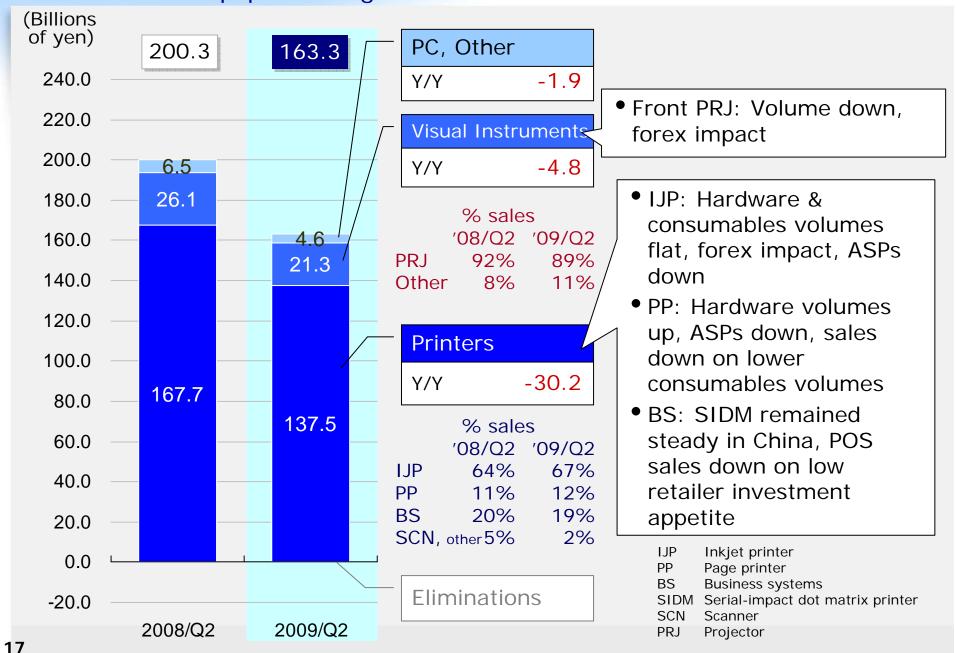
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#### Quarterly Net Sales Comparison



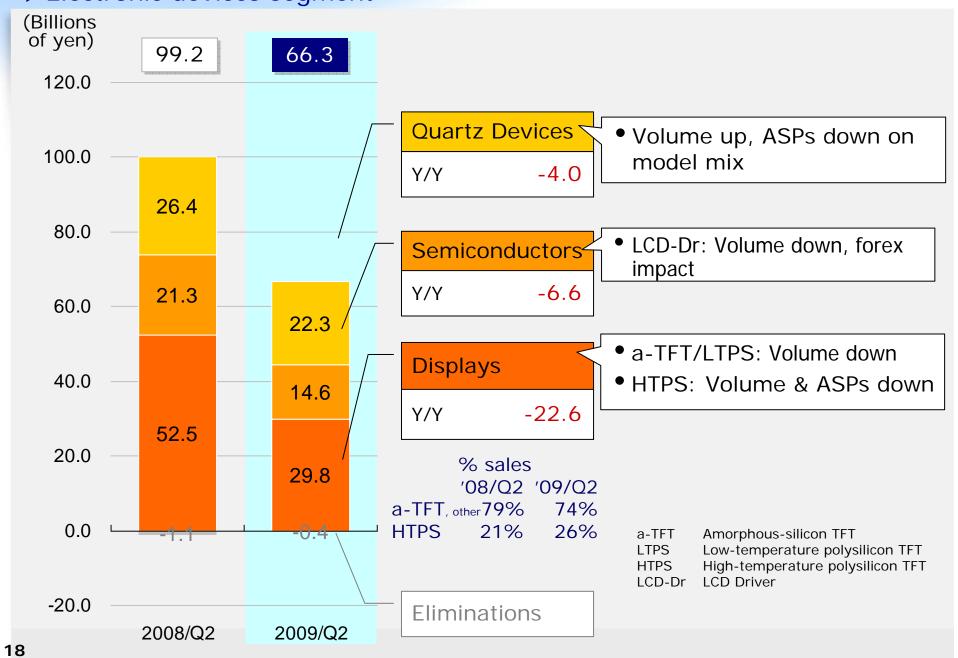




#### **Quarterly Net Sales Comparison**

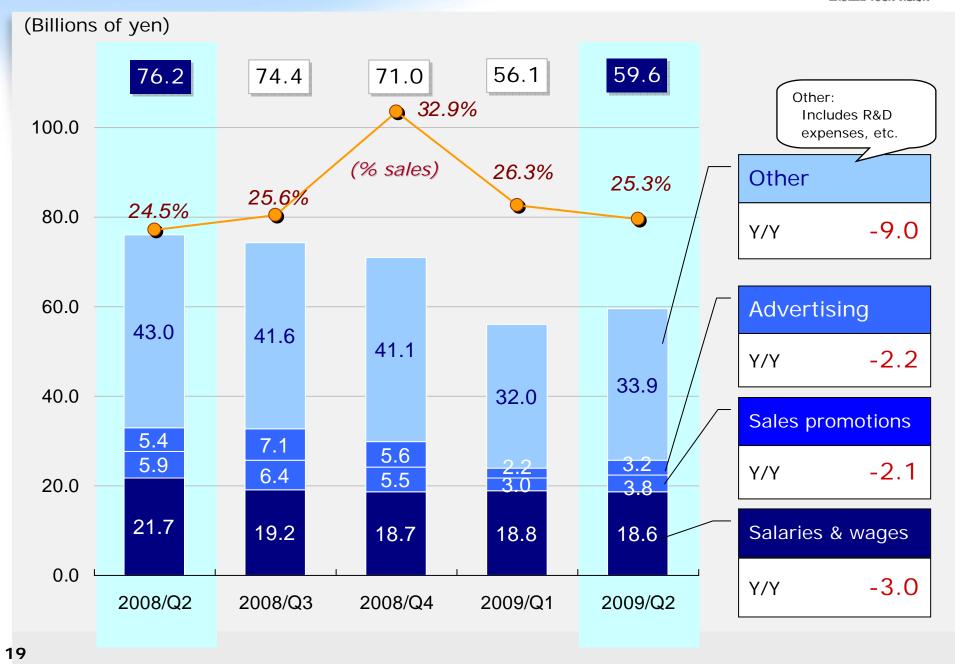


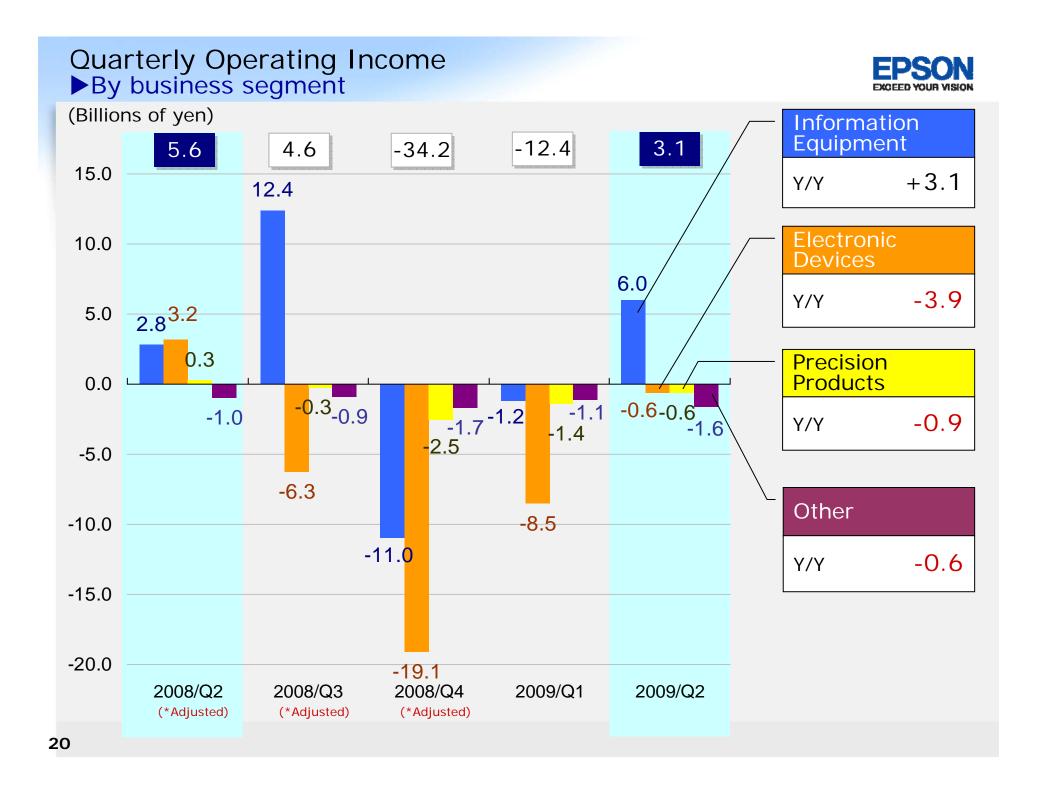
► Electronic devices segment



#### Quarterly Selling, General and Administrative Expenses

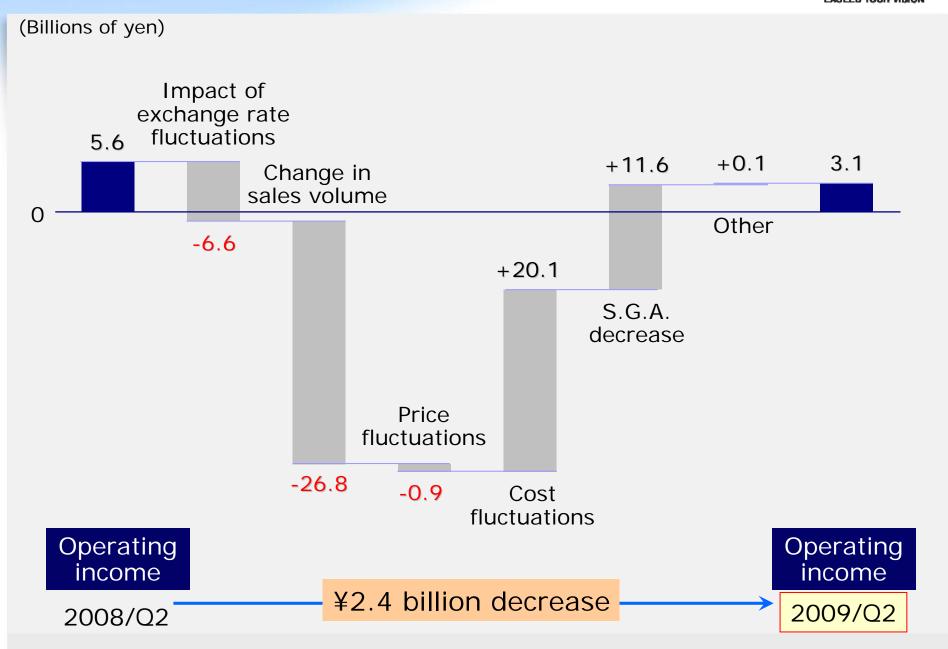






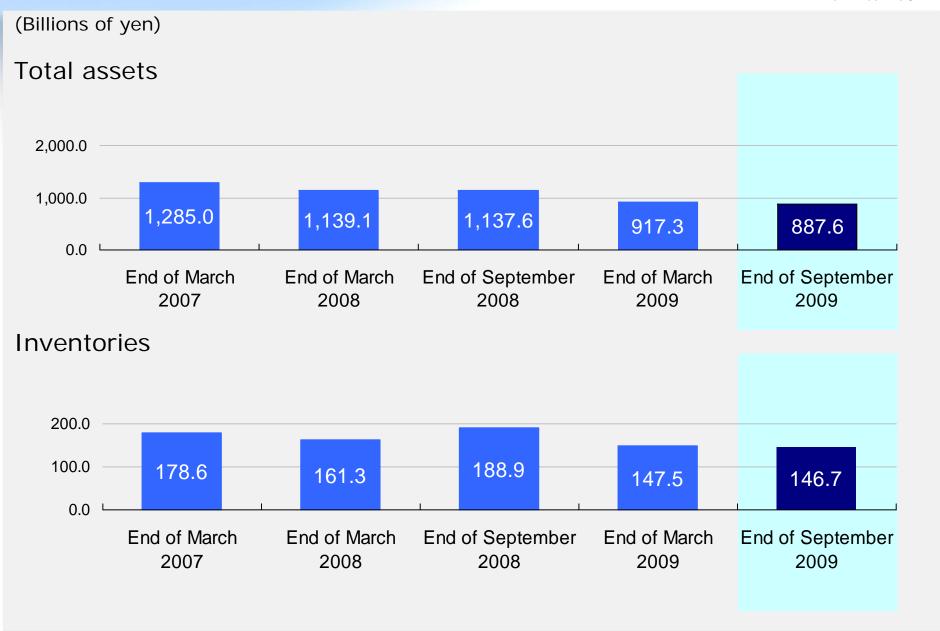
#### Operating Income Fluctuation Cause Analysis





#### Statistics of Balance Sheet Items



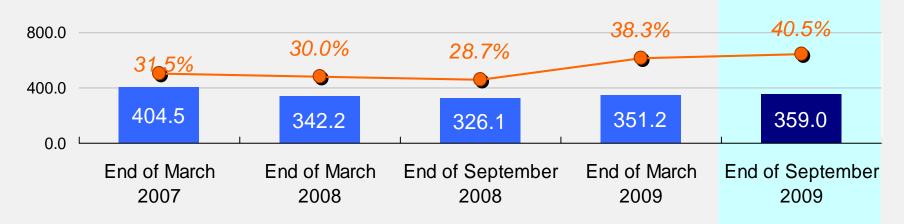


#### Statistics of Balance Sheet Items

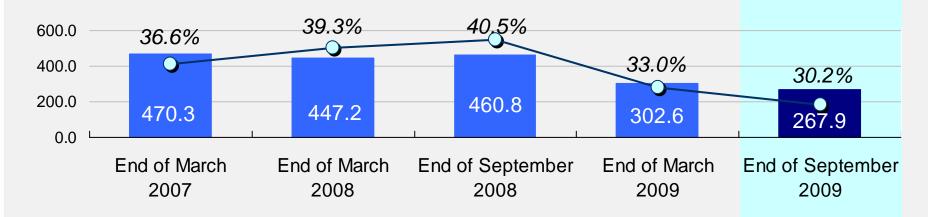


(Billions of yen)

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



#### Shareholders' equity & equity ratio



<sup>\*</sup>Starting from FY2008, lease obligations are included in interest-bearing liabilities

<sup>\*</sup>Shareholder equity = total net assets - minority interests in subsidiaries



1) FY2009 1H Financial Results

2) FY2009 Business Outlook

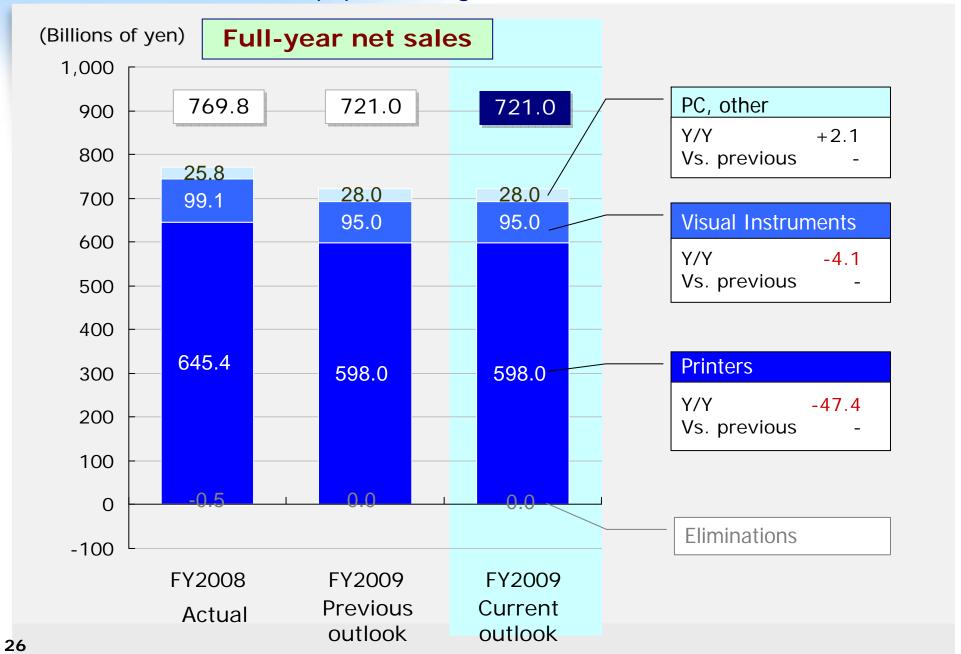
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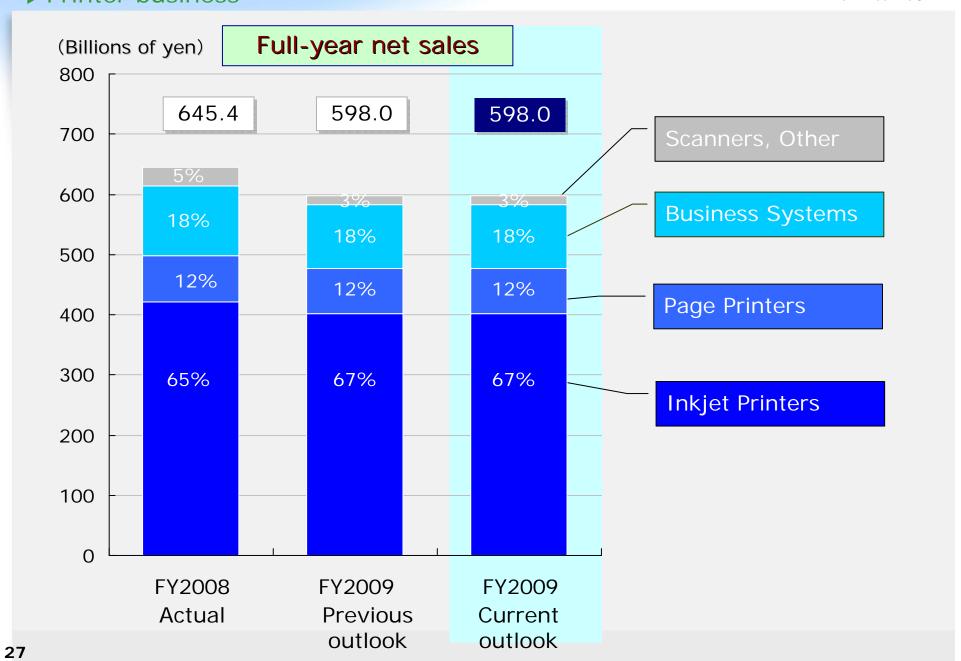
Net Sales Outlook by Business
Information-related equipment segment



#### Net Sales Outlook by Business

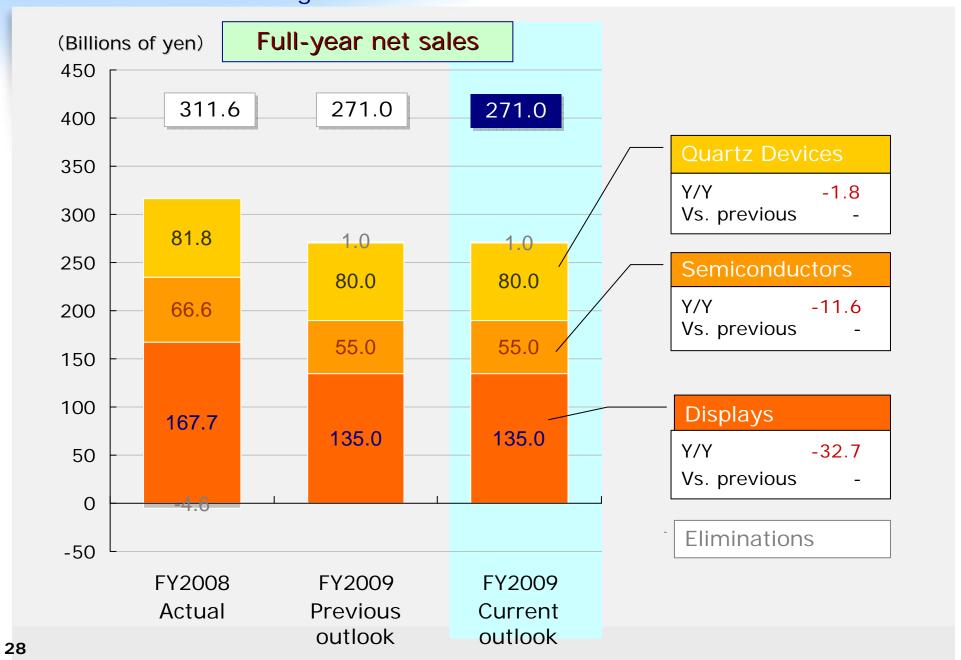


▶ Printer business



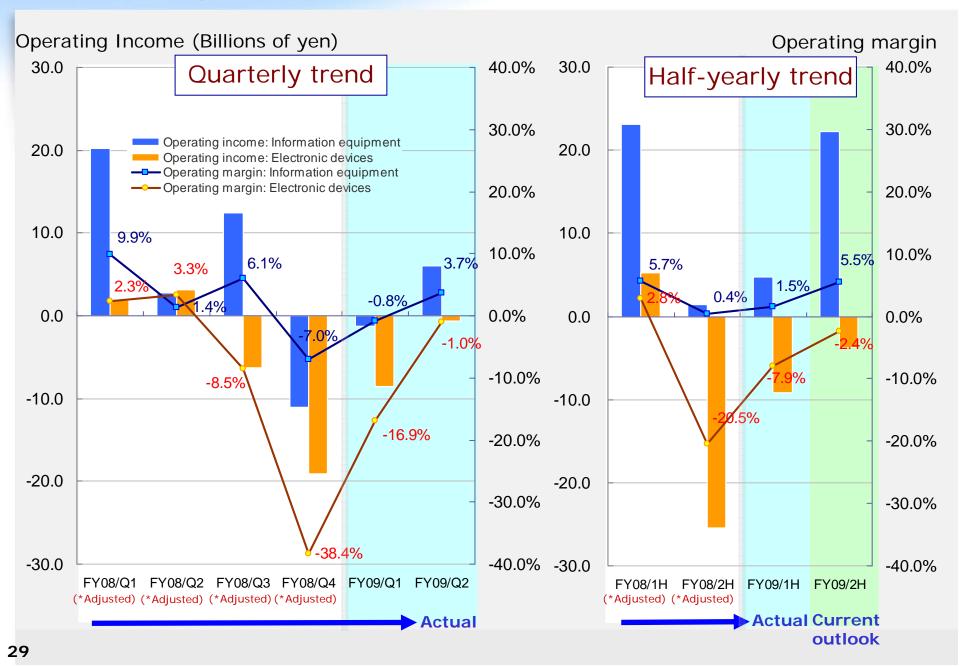
# Net Sales Outlook by Business Electronic devices segment





# Operating Income Trend





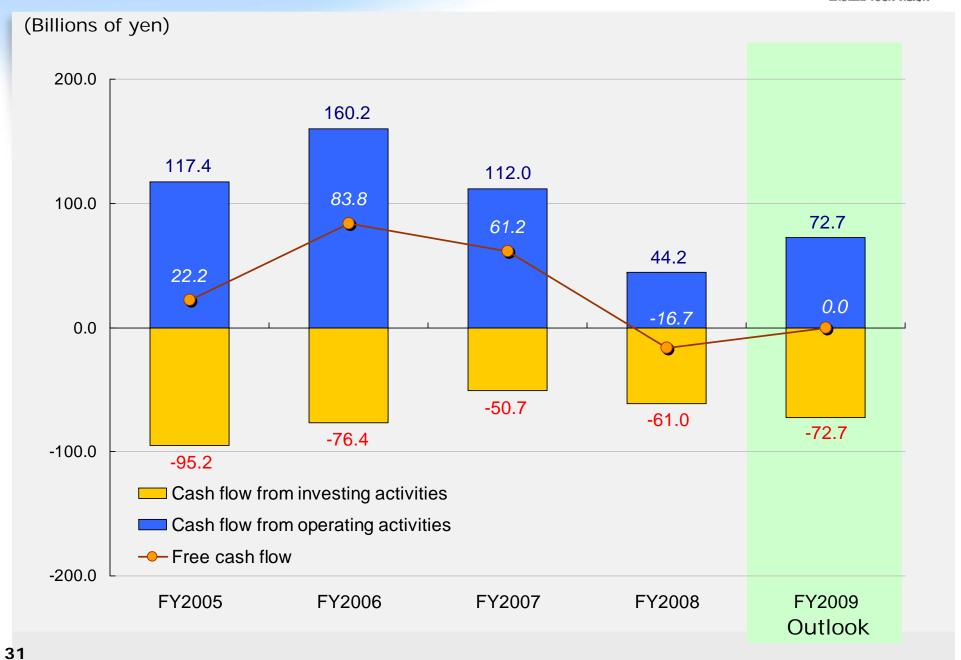
# Outlook for Capital Expenditure and Depreciation & Amortization Expenses



(Billions of yen) Capital expenditures 200.0 112.5 100.0 73.1 63.9 55.6 58.0 0.0 FY2005 FY2006 FY2009 FY2007 FY2008 Outlook Depreciation and amortization 200.0 109.3 89.6 79.2 78.4 100.0 57.0 0.0 FY2005 FY2006 FY2007 FY2008 FY2009 Outlook

## Free Cash Flow Outlook





# Main Management Indicators



