



[Code No: 6728]

# FY2009 1<sup>st</sup> Quarter Business Result

(Year Ending June 30, 2010)

**ULVAC**, Inc.

12th Nov.,2009





## Disclaimer regarding forward-looking statements

Forward-looking statements of the company in these presentations are based on information available at the time these documents were prepared. Ulvac's customers in the flat-panel display (FPD), semiconductor, and electronic parts industries face the challenge of the rapid pace of technological advances and fierce competition. Consequently, actual earnings may vary substantially from the projections included in these presentations due to a number of factors that could cause, directly or indirectly, performance to fluctuate. The factors that could cause results to differ materially from the statements herein include the world economy; fluctuations in the exchange rate; market conditions for flat-panel displays, semiconductors, and electric devices; and trends in capital investments.

#### Data included in the documents are stated as follows:

Figures are rounded off to the nearest unit, and rates are rounded off to the nearest unit after being determined in millions of yen





### **Business Environment in 1st Q (June 2010)**

#### Positive Factors

- Businesses related to energy devices were grown.
  - Solar Cells: Domestic investment plans took shape.
  - Environment-oriented Vehicles (Hybrid cars, etc.):
    The investment environment took an upturn due to brisk sales.
  - LED: Demand for LCD TVs expanded. The markets expanded in Taiwan, China and Korea.
- ► Concerning items related to LCD panels, investments resumed in Korea and Taiwan. The plans in China became clear.
- ► Concerning items related to memory devices, there were signs that investments in some areas recovered.
- ► Investments in items related to industrial equipment and household electric appliances became active in China.

#### **■ Negative Factors**

- ► Recovery of investments in thin-film solar cells was delayed in China, Taiwan, etc.
- ► Freezing and deferment of business investments continued in the automobile industry.
- ► There were signs that the prices for raw materials would be risen.
- ► The strong yen continued.





## 1Q(2010/6) Result

[Unit:100MYen]

			10/6 F	Result
	08/6 1Q	09/6 1Q	1Q	vs. 09/6 1Q (Changes)
Booking	395	779	411	-47%
Back-log	1,051	1,853	1,157	-38%
Sales	550	566	336	-41%
Operating Profit	15	22	-51	-
Ratio	2.8%	3.9%	-15.1%	
Net Income	2	15	-32	_
Ratio	0.4%	2.6%	-9.4%	

[Figures indicated above are rounded off to the nearest unit and may not coincide with the total.]





#### 1st Q(2010/6) Result for Net sales and Order booking by segment

#### **Net Sales by segment**

#### Order booking by segment

[Unit:100MYen]

10/6 1Q				
Segment	Sales	%		
Vacuum Equipment Business	251	75%		
FPD production equipment	157	47%		
PV production equipment	23	7%		
Semiconductor and Electric device Production Equipment	28	8%		
Component	23	7%		
Industrial Equipment	19	6%		
Vacuum Application Business	85	25%		
Materials	49	14%		
Other	36	11%		
Total	336	100%		

[Unit: 100MYen]

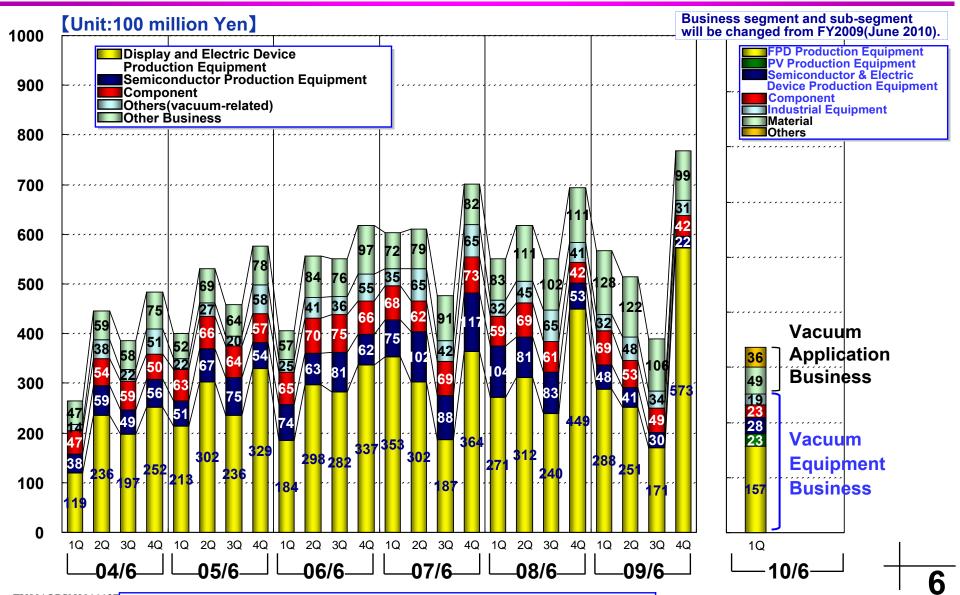
	10/6 1Q				
	Segment	Order	%		
V	acuum Equipment Business	305	74%		
	FPD production equipment	160	39%		
	PV production equipment	35	9%		
	Semiconductor and Electric device Production Equipment	42	10%		
	Component	41	10%		
	Industrial Equipment	26	6%		
Va	acuum Application Business	106	26%		
	Materials	50	12%		
	Other	56	14%		
	Total	411	100%		

[Figures indicated above are rounded off to the nearest unit and may not coincide with the total.]





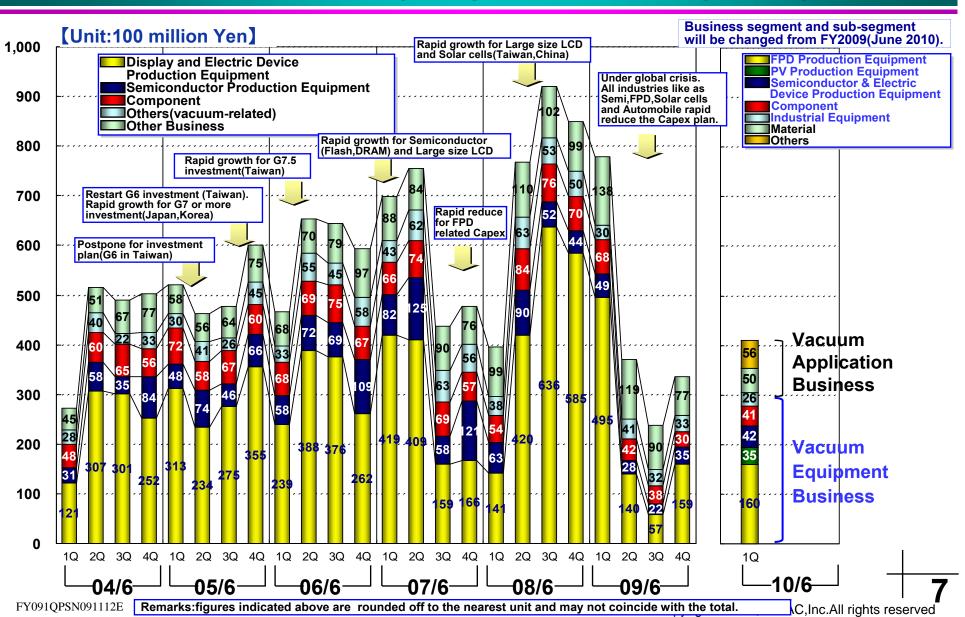
## Net sales by Segment (Quarterly base)







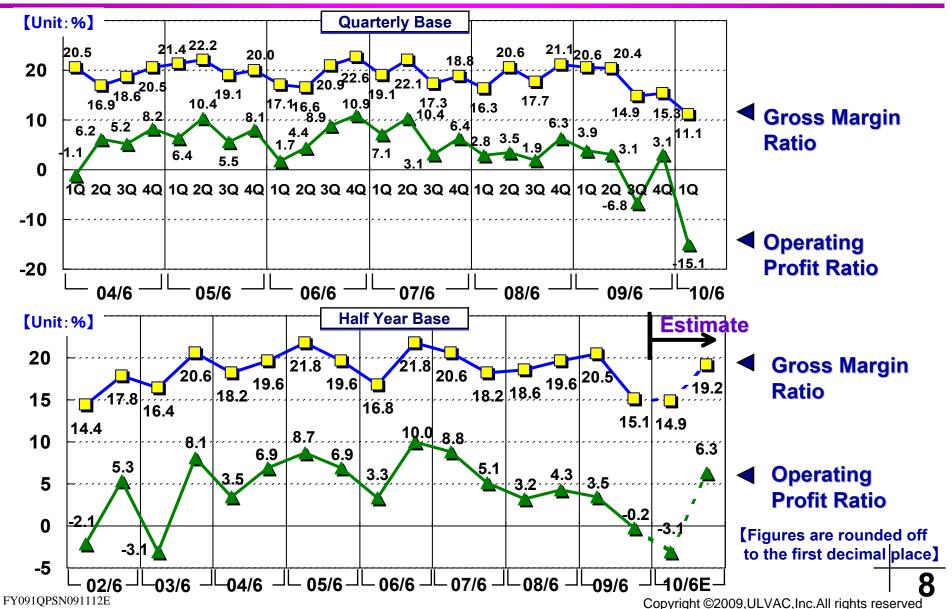
## Order received by Segment (Quarterly base)







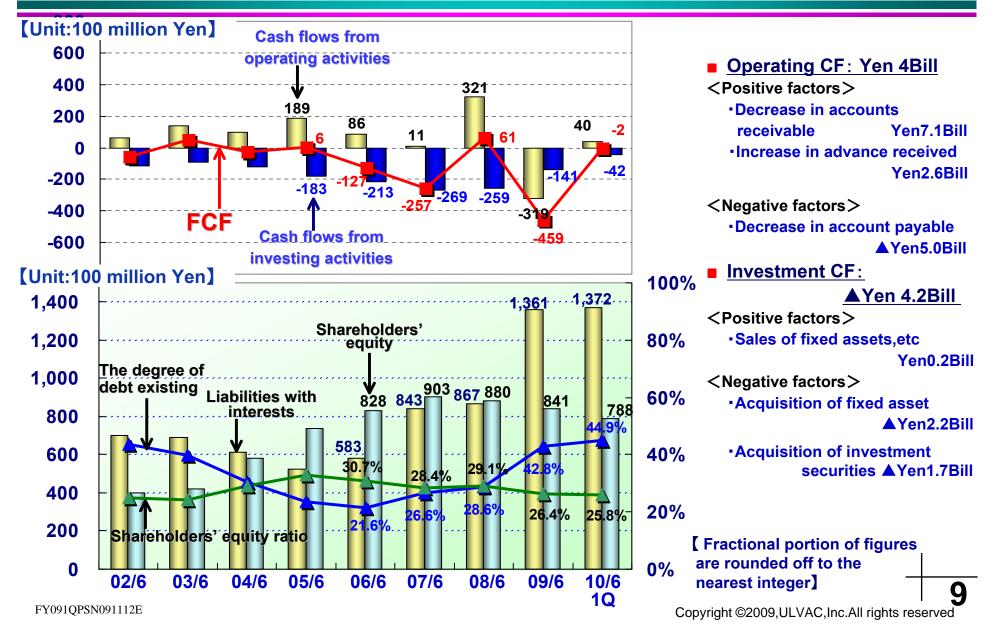
## Transition of Profitability · Estimate







#### **Cash Flow and Liabilities with Interests**







## Forecast for 2010/6

[Unit:100MYen]

[Unit: 100MYen]	( <del>-</del>			
	10/6 Fo			
	1H	Full Year	09/6 Result	
Booking	1,110	2,120	1,722	
Back-log	1,193	803	1,079	
Sales	1,000	2,400	2,238	
Operating Profit	-31	56	35	
Ratio	-3.1%	2.3%	1.6%	
Net Income	-37	11	8	
Ratio	-3.7%	0.5%	0.4%	

[Sales and profit forecast will not change, but booking and back-log forecast will be changed slightly]

Remarks: figures in brackets are rounded off to the nearest number.





## Sales forecast by Segment

#### [Unit:100 million Yen]

	09/6		
	Segment		
	Vacuum Related Business	1,783	
	Display&Electric Device Production Equipment	1,284	
	Semicondoctor Production Equipment	142	
	Component	213	
	Other	145	
0	ther business	455	
	Total	2,238	

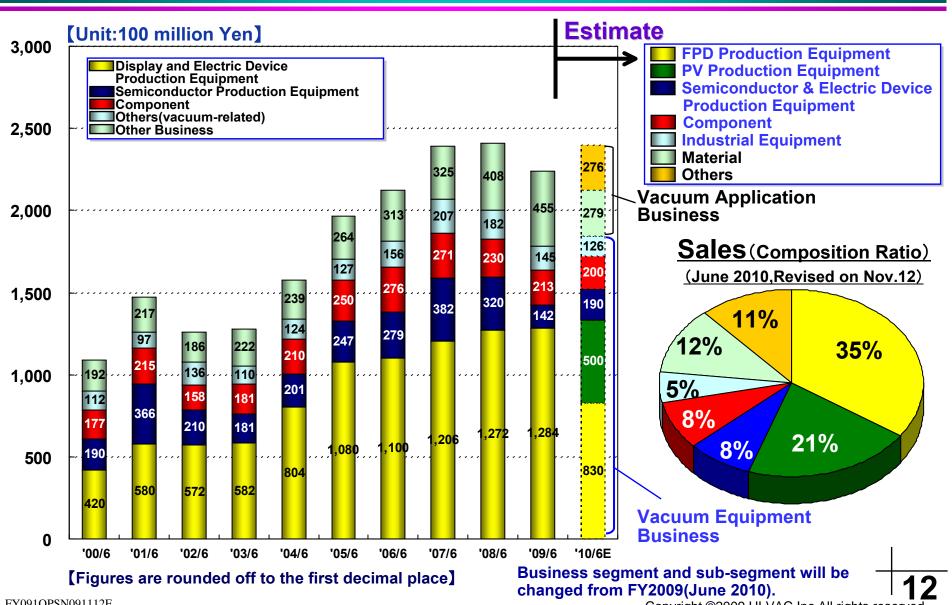
10/6				
		F'cast(Nov.12 Revised)		
Segment	Plan	Salae	Vs.Forecast (Change)	Factor
Vacuum Equipment Business	1,861	1,846	-1%	
FPD Production Equipment	720	830	15%	Restart of investment at Korea and Taiwan
PV Production Equipment	680	500	-26%	Delayed for investment plan around Asia region
Semicondoctor & Electric Device Production Equipment	150	190		Increase of investment for memory-size shrink and LED related
Component	191	200	5%	Increase of investment for FPD and SPE related
Industrial Equipment	120	126	5%	Increase of investment for ECO-car related
Vacuum Application Business	539	<b>555</b>	3%	
Materials	263	279	6%	Recovery of LCD production utilization
Others	276	276	0%	
Total	2,400	2,400	0%	

[Remarks:figures indicated above are rounded off to the nearest unit and may not coincide with the total.]





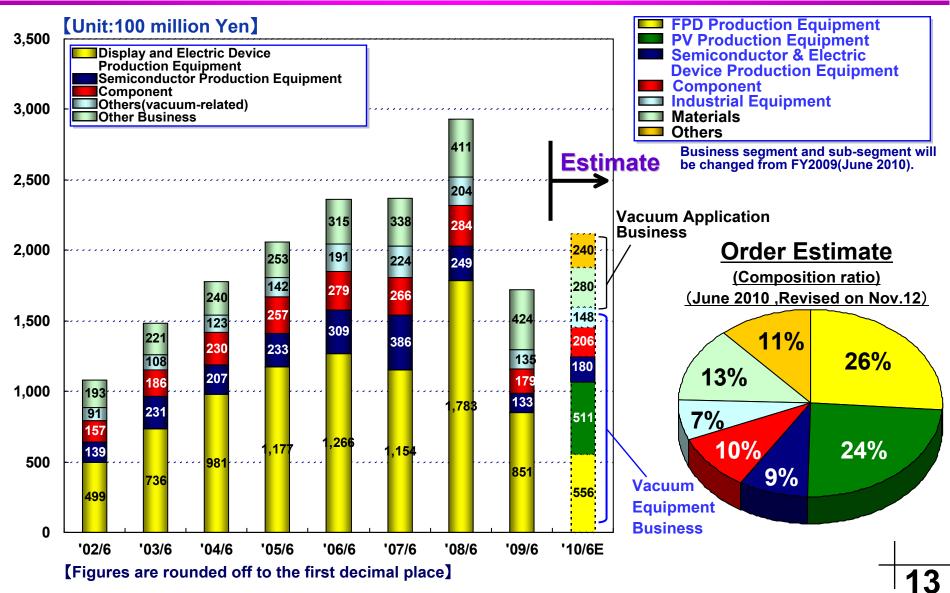
## Transition of Net sales by segment • Estimate







### Transition of Orders received by segment · Estimate







### **Business Environment (in 2<sup>nd</sup>Q and thereafter)**

#### **■ Environment Surrounding ULVAC**

- ► Semiconductors and FPD are back on course for recovery, but they are still in a knife-edge situation.
- ► Investments related to energy/environment-related areas are robust.

#### Existing Areas

- Semiconductors: Resumption of investments is expected by major memory manufacturers in 2010.
- ► LCD Panels: Investment plans by two or more companies took shape in China.

#### Post FPD Items

- ► LED: The business is robust in Japan. The market shifted to China from Taiwan. The business in Korea will also be enhanced.
- Solar Cells: The market will grow, but investors are taking a waitand-see attitude.
- ► Environment-oriented Vehicles: The areas of capacitors and power semiconductors will grow favorably.
- Secondary Battery: Expectations are placed on thin-film lithium secondary and NAS batteries.
- ► China: Investments in industrial equipment and household electric appliances will continue.





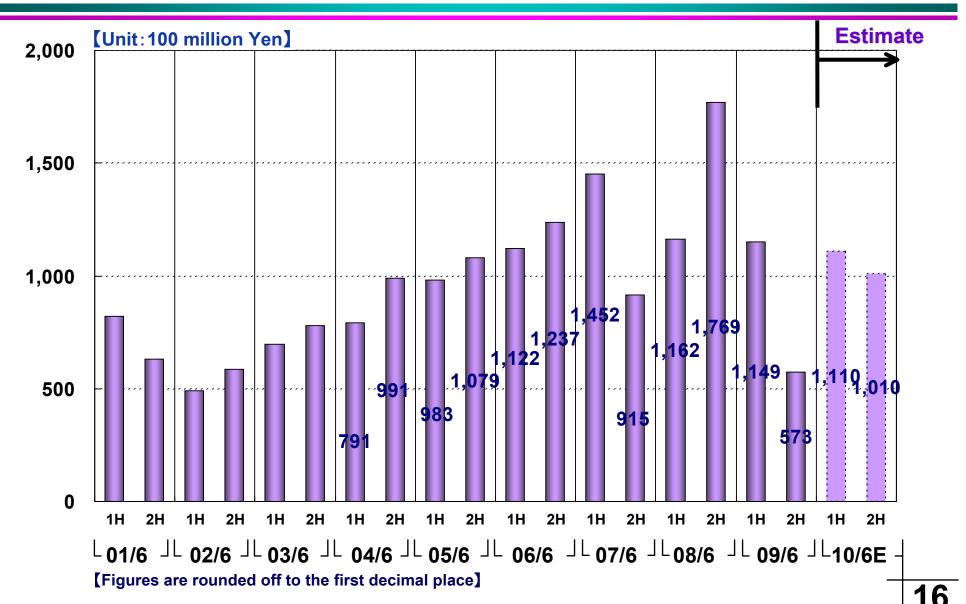
## **Innovation begins**

in a vacuum

# ULVAC

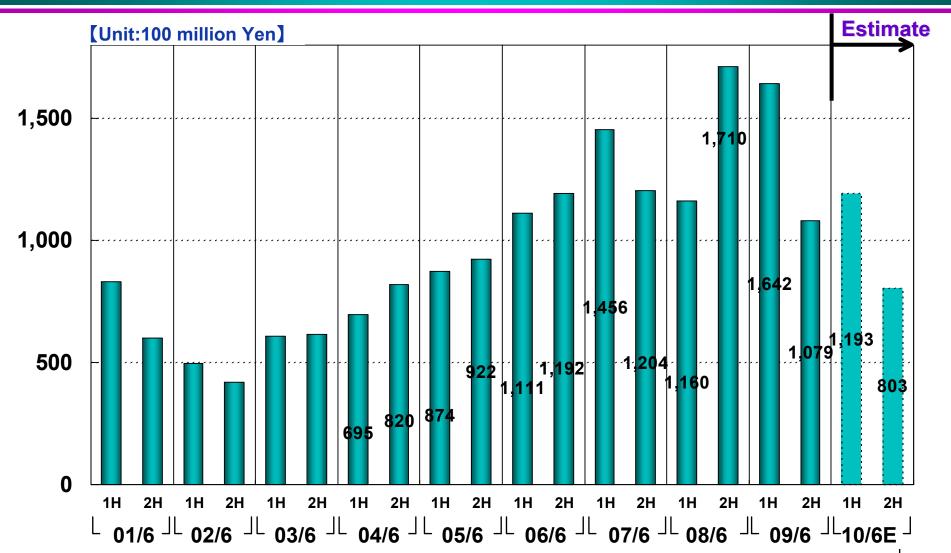


#### **Transition of Orders received • Estimate**





## Transition of Orders Backlogs · Estimate

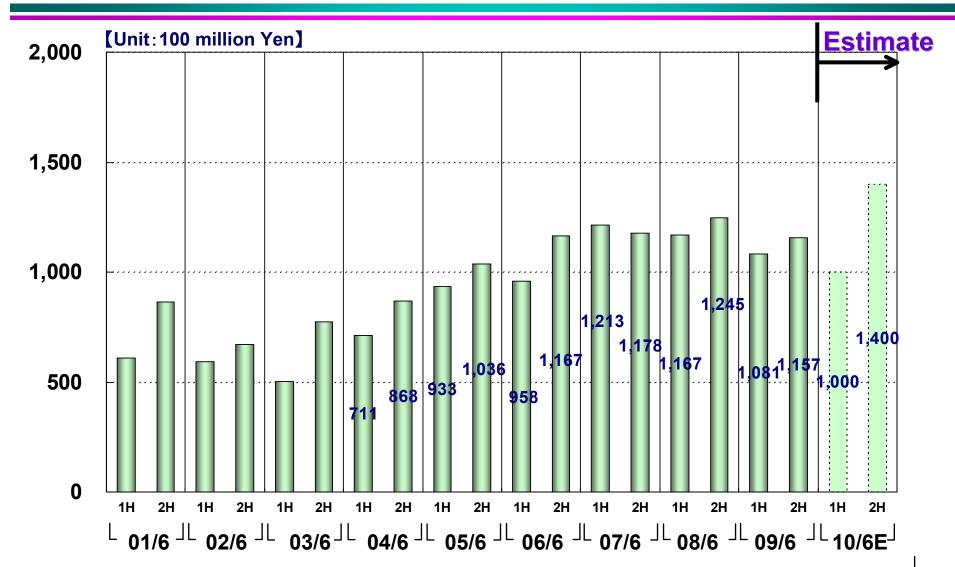


[Figures are rounded off to the first decimal place]





#### **Transition of Net Sales · Estimate**

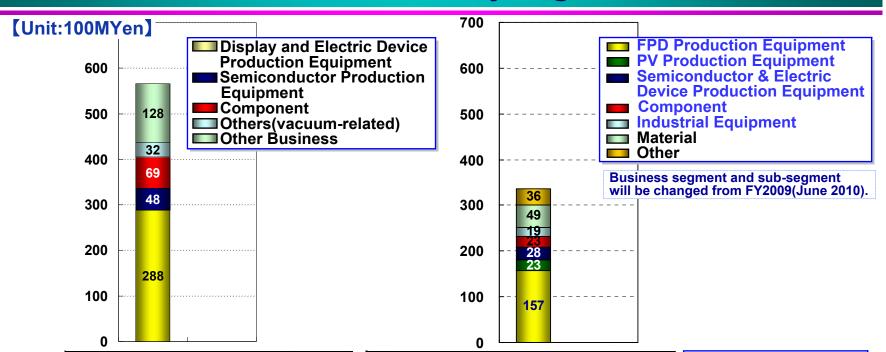


[Figures are rounded off to the first decimal place]





### 1<sup>st</sup> Quarter Net Sales (By segment)



09/6 1Q				
Segmant	Sales	%		
Vacuum Related Business	438	77%		
Display and Electric Device Production Equipment	288	51%		
Semiconductor Production Equipment	48	8%		
Component	69	12%		
Other	32	6%		
Other Business	128	23%		
Total	566	100%		

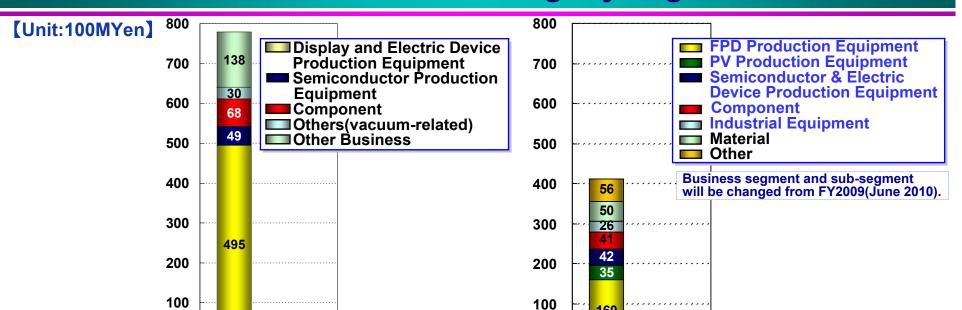
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Other	36	11%		
Total	336	100%		

#### Remarks:

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### 1<sup>st</sup> Quarter Order Booking (By segment)



09/6 1Q				
Segmant	Order	%		
Vacuum Related Business	641	82%		
Display and Electric Device Production Equipment	495	63%		
Semiconductor Production Equipment	49	6%		
Component	68	9%		
Other	30	4%		
Other Business	138	18%		
Total	779	100%		

<u> </u>				
10/6 1Q				
Segment	Order	%		
Vacuum Equipment Business	305	74%		
FPD production equipment	160	39%		
PV production equipment	35	9%		
Semiconductor and Electric device Production Equipment	42	10%		
Component	41	10%		
Industrial Equipment	26	6%		
Vacuum Application Business	106	26%		
Materials	50	12%		
Other	56	14%		
Total	411	100%		

160

0

### Remarks:

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