

# **FY2009 Business Result**

## **(Year Ending June 30, 2010)**

**ULVAC, Inc.**

**16<sup>th</sup> August 2010**

## ◆ 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, solar cell, 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, solar cell, electric devices and raw material; 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

- Aim to be No.1 in the World with promotion of Innovations

*Dr. Kyuzo Nakamura, Chairman*

- Financial results and forecast
  - ▶ Summary of financial results ended June 30,2010
  - ▶ Forecast of financial ended June 30,2011
  - ▶ Business strategy

*Hidenori Suwa, President and CEO*

■ Characteristics of this economic downturn

- (i) The center of the global economy shifts from the U.S. to China
- (ii) Fields that lead the global economy shift from electronic devices and IT software to energy, environment, resources, and materials
- (iii) Besides China, India, Russia, Brazil, and the Middle East, start rapid development of manufacturing
- (iv) The new difficulty is becoming obvious that Japan's manufacturing is overwhelmingly declining in power

■ Flow of cutting-edge technologies

[Before]

From Japan to Korea and Taiwan and then to China



[Today]

From Korea and Taiwan to China

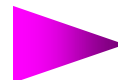
- ▶ Technologies developed in Japan are no longer superior.
- ▶ Korean and Taiwanese technologies dominate the world in many fields

■ ULVAC's growth scheme is changing

- ▶ ULVAC has grown with the support of the Japanese manufacturing industry.

[Before]

Being a Japanese company was advantageous



[Future]

It might be a disadvantage

# ULVAC's Survival Strategy

## ■ For ULVAC to survive

### (i) Products that became commodities

- Keep securing shares with drastic cost reductions
- Integrate mechanical and electronic parts, rapid expansion of manufacturing in China

### (ii) Unique new products that only ULVAC can create

- Consecutively develop new businesses in Japan

Simultaneously  
succeed in  
globalization and  
innovation

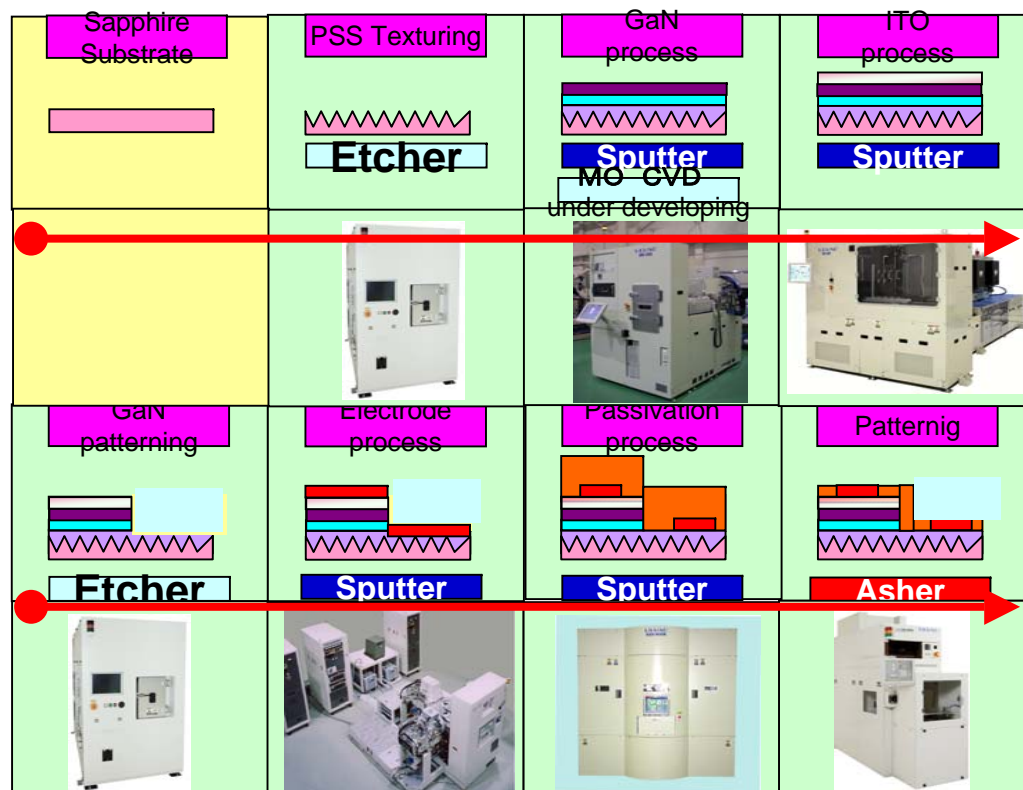
## ■ Continue drastic reforms

- Continue uncompromising reforms in all fields (development, manufacturing, and sales)
- Stay ahead and remain superior to competitors in every aspect

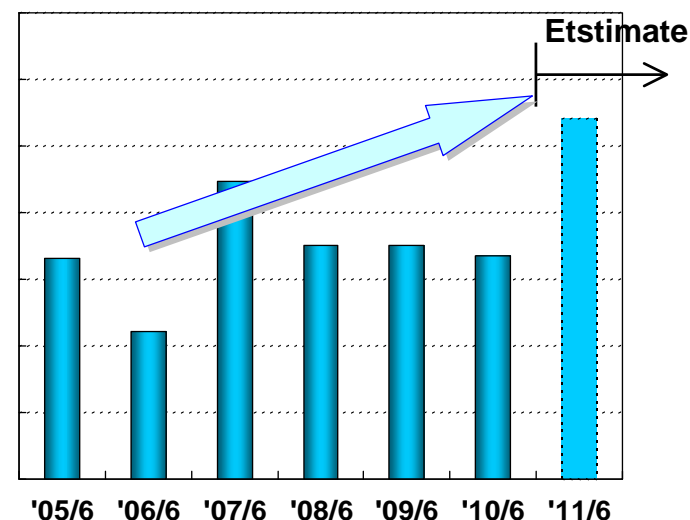
# Result of Post FPD Strategy (1)

## 1. Equipment for Digital Home Appliance Devices

- ▶ The product lineup of LED production equipment was enriched.



Sales Amount related to LED



# Result of Post FPD Strategy (2)

## 2. Energy and environment-related equipment

### ► Solar cell related equipment

- ◆ For thin-film Si solar cells, the tandem turnkey system that can improve both of the power generation efficiency and cost for was developed, and marketing was implemented.
- ◆ The Solar Cell Assessment Center was established jointly with TUV Rheinland. Authentication and marketing of materials became possible in addition to the turn key solution line.
- ◆ The CIGS solar battery manufacturing system, which had been executed with Showa Shell , was successfully developed. Order taking activities were started.
- ◆ For crystalline silicon solar cells, a variety of different technologies are now under development.

### ► PV+EV integration system

- ◆ The charging system that combines a solar photovoltaic power generation and a quick charger for EVs was commercialized.



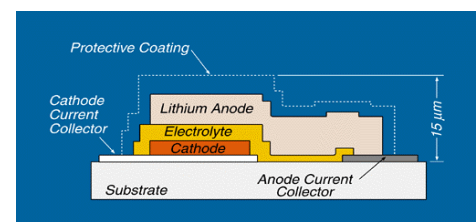
Quick charger system installed in the Chigasaki Head Office Plant

### ► Equipment for Thin-film Li Secondary Cells

- ◆ The thin-film Li battery manufacturing system was successfully developed. Order-receiving started



ULVAC Demonstration Sample



Cross-section View of Thin-film Li Secondary Cells (Example)



# Result of Post FPD Strategy (3)

## 2. Equipment for Energy/Environment

- ▶ Development of various systems for power devices
- ▶ Development of ion implanter for SiC and annealing system
- ▶ Hybrid cars and EV s related
  - ◆ The permanent magnet manufacturing system having the best performance in the world was successfully developed.
- ▶ The film capacitor manufacturing system was successfully developed.



Ion Implanter



Post-Annealing Furnace



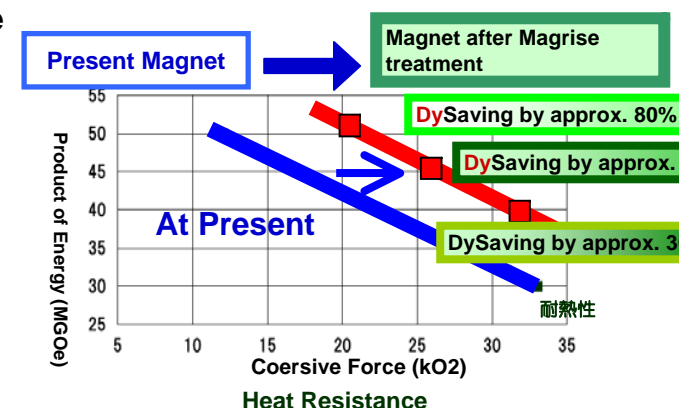
Ashing System



Sputtering System



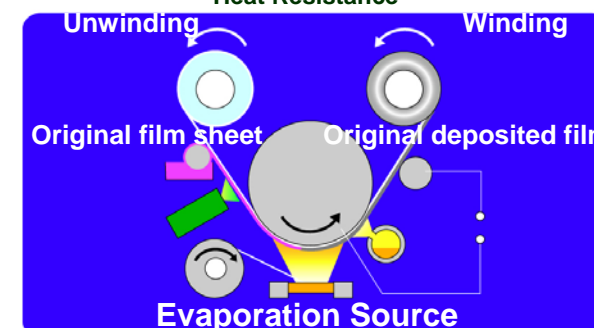
Magrise



Vacuum Roll coater  
EWE-060



Vacuum-Evaporated Film





## Result of Post FPD Strategy (4)

### 3. China market

- Every business fields from low-tech to high-tech products

- ◆ Components (Car and consumer electronics-related)
- ◆ General industrial equipment  
(Magnet, heat-treatment, vacuum evaporation roll coater)
- ◆ Electronics equipment  
(LED, VFD, Power device, Chip-resistor, SAW device, etc.)
- ◆ FPD-Semiconductor  
(TFT, PDP, 5"~300mm wafer)

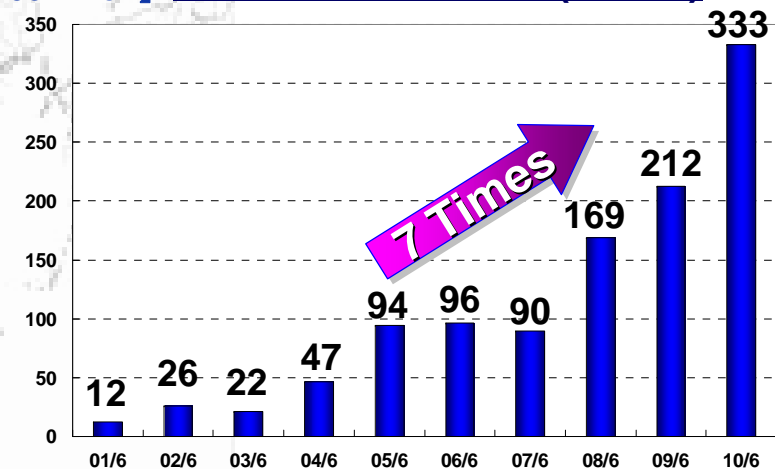


ULVAC (China) Holding Co., Ltd

- Growth of Business in China  
(June '04 → June '10)

- ▶ Expansion of business deployment  
(3 companies → 16 companies)
- ▶ Increase in sales  
(4.7 billion yen → 33.3 billion yen: 7 times)

【Unit:100M Yen】 Transition of Sales(China)



## Result of Post FPD Strategy (5)

### 4. Customer Support and OEM Production

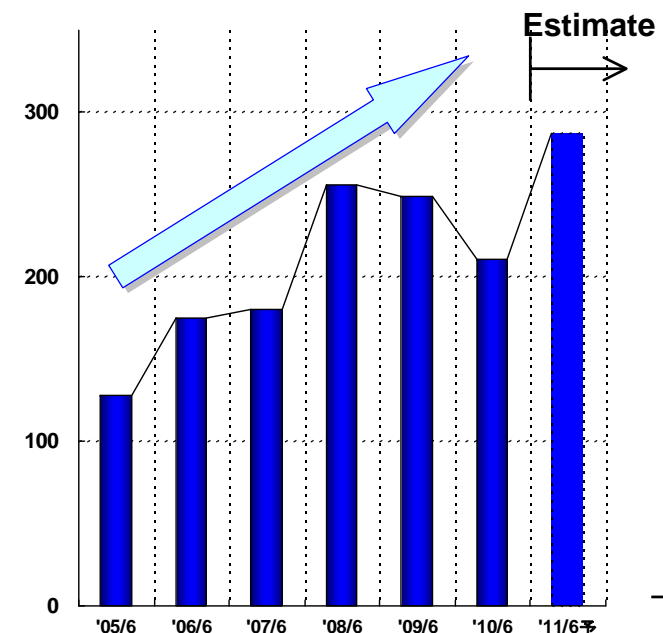
- ▶ **Material/resource field**  
Merged with technology and manufacturing section of ULVAC Material, which enabled to produce synergy effect by working closely together with equipment departments.
- ▶ **Full-fledged effort in development of new material, recycling, and refining technologies**
- ▶ **We succeeded in the development of the Cu alloy and IGZO (target for oxide semiconductor) expected to be the next-generation display, including 3D TV and an OLED**



- ▶ **We started investment in enlargement of ITO production at the Kagoshima Plant.**



**Sales Amount  
for the Materials Business**



# Promotion of Innovation

## ■ New Innovation

### ▶ Results of Recent Turnkey Products

- ◆ PV power generation /EV charging integration system
- ◆ Integrated production line for freeze-drying aseptic dosage(Micro-powder dry:  $\mu$  PD)
- ◆ Rare-earth magnet manufacturing system for hybrid cars and EVs (Magrise)



Mass Production-Ready System  
Model  $\mu$  PD2000

### ▶ Strategic Technical Cooperation

- ◆ We agreed to technical cooperation with SABIC Innovative Plastics and Exate for mass production by coating technology that will accelerate adoption of polycarbonate resin for automotive grazing.

**Accelerate innovations by upgrading and expanding turnkey solutions.**

- Aim to be No.1 in the World with promotion of Innovations

*Kyuzo Nakamura, Chairman*

- **Financial results and forecast**

- ▶ **Summary of financial results ended June 30,2010**
- ▶ **Forecast of financial ended June 30,2011**
- ▶ **Business strategy**

***Hidenori Suwa, President and CEO***

## Conditions of June 2009

### ■ Business environment

- ▶ The economy started to recover, and capital investments rapidly recovered

### ■ The FPD and LED industries

- ▶ Capital investments became active and encouraging for the ULVAC Group

### ■ The solar cell industry

- ▶ Increased demand for residential products in Japan and generally robust capital investments.  
Slow capital investments in thin-film Si solar cells

### ■ New businesses

- ▶ The first year of practical application of electric vehicles(EV), and the market for quick chargers was established  
→ Opportunities for new businesses

### ■ Changes in the market

- ▶ Reduction of the Japanese market and the shift overseas  
→ 75% of that was for the overseas market in Vacuum Equipment

# Result of '10/6 Full Year

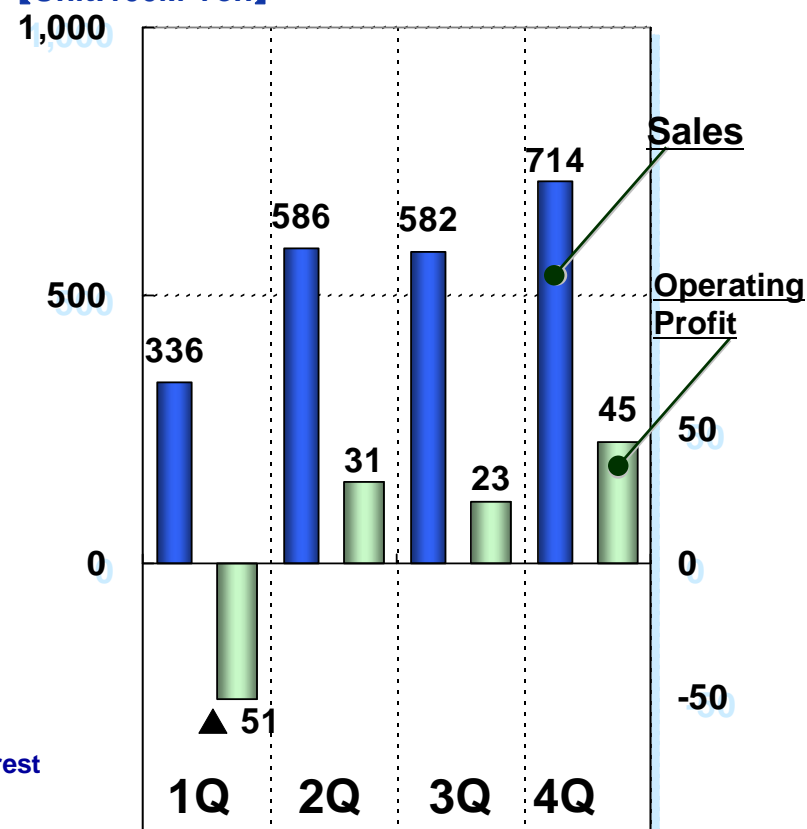
The amount of orders received exceeded the previous FY thanks to recovered investments in the areas of FPD, semiconductors, etc., though the recovery of PV was delayed. Sales dropped from the previous FY since FPD, and the semiconductor/electronics business could not cover the drop in PV. For profits, we recorded a loss for the first quarter. In the second quarter and thereafter, FPD contributed, and in terms of regions, South Korea and China contributed. As a result, profits exceeded the previous FY.

【Unit:100M Yen】

	June 08	June 09	June 10	
			Forecast	Result
Booking	2,931 (+24%)	1,722 (-41%)	2,400 (+39%)	2,217 (+29%)
Back-log	1,710	1,079		1,083
Sales	2,412 (+1%)	2,238 (-7%)	2,400 (+7%)	2,218 (-1%)
Operating Profit	91 (-45%)	35 (-62%)	56 (+61%)	48 (+38%)
Ratio	3.8%	1.6%	2.3%	2.2%
Net income	36 (-51%)	8 (-78%)	11 (+36%)	21 (+164%)

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

【Unit:100M Yen】



# Sales performance by segment

【Unit:100 million Yen】

Segmant	'09/6	Segment	10/6 Full Year		
			Forecast	Result	Changes
Vacuum Related Business	1,783	Vacuum Equipment Business	1,935	1,805	-130
Display and Electronic Device Production Equipment	1,284	FPD production equipment	922	881	-41
Semiconductor Production Equipment	142	PV production equipment	490	385	-105
Component	213	Semiconductor and Electronic device Production	205	218	13
Other	145	Component	189	201	12
Other Business	455	Industrial Equipment	129	119	-10
		Vacuum Application Business	465	413	-52
		Materials	227	211	-16
		Other	238	202	-36
Total	2,238	Total	2,400	2,218	-182

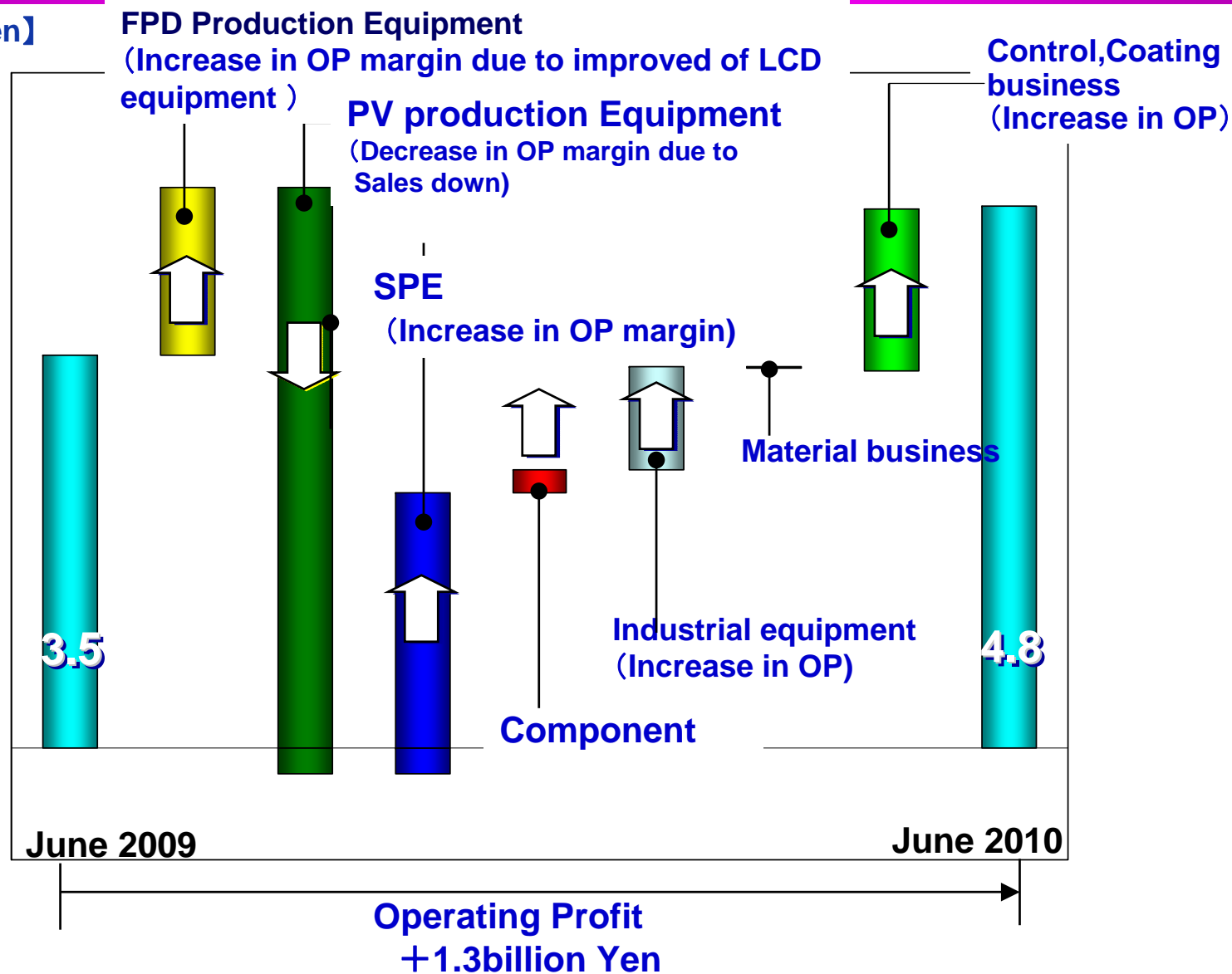
Remarks:

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



## Analysis of changes in Operating Profit(vs June 2009)

【Unit : Billion Yen】



- Aim to be No.1 in the World with promotion of Innovations

*Kyuzo Nakamura, Chairman*

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***Hidenori Suwa, President and CEO***

# Administrative Environment

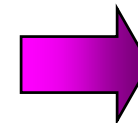
## ■ Economic overview

- ▶ Macro risk factors (financial crisis in Europe, recession risk in US economy, strong yen, etc.)
- ▶ The real economy hit rock bottom but the trend is upward

## ■ Effects on ULVAC

### ◆ Short-term conditions (positive)

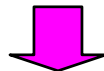
- ▶ Recovery of capital investments in semiconductors
- ▶ Vigorous capital investments in FPDs and LEDs in China, Korea, and Taiwan



**positive factors for  
business  
performance this  
fiscal year**

### ◆ Long-term conditions (negative)

- ▶ The market for existing business and the Japanese market are showing signs of slowing growth
  - Impede rapid growth in the future
- ▶ Price competition is intense due to the strong yen, rising Asian manufacturers, and the expansion of the Chinese market
  - Securing profit is increasingly difficult



- Drastic departure from dependence on existing businesses (non-equipment, non-vacuum business)
- Promote cost reductions on a global level

# Forecast of '11/6 Full Year

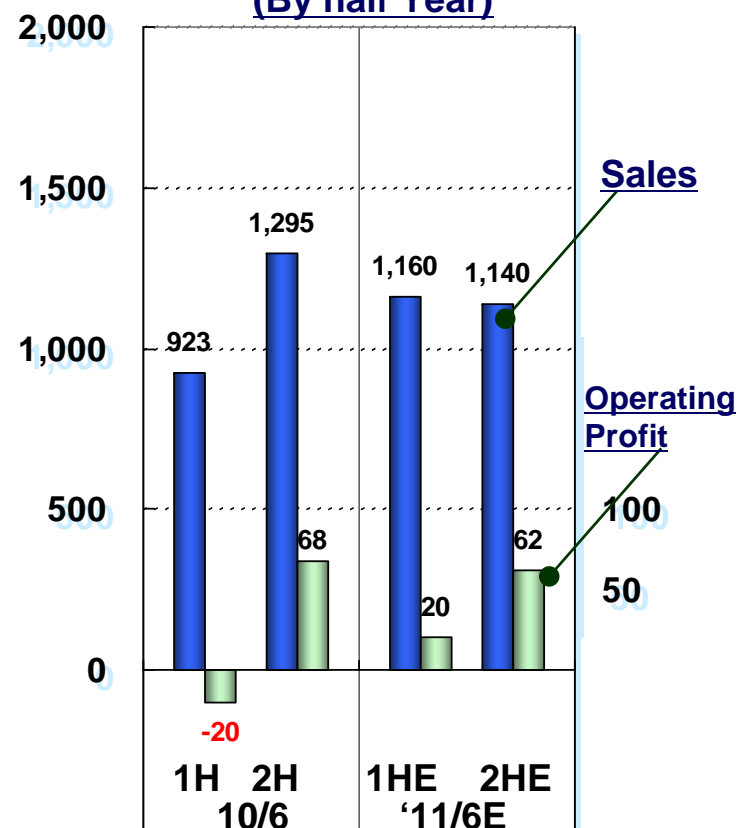
Both in terms of orders received and total sales, earnings remain strong in China and Korea. The PV business remains stagnant except in Japan and China. Earnings will recover in the semiconductor (memory, LED), components, and materials (for LCDs) sectors. For profits, FPD is up. Recovery was noted in the semiconductors, components, and materials sectors. Profit in the PV area decreased significantly.

【Unit:100million Yen】

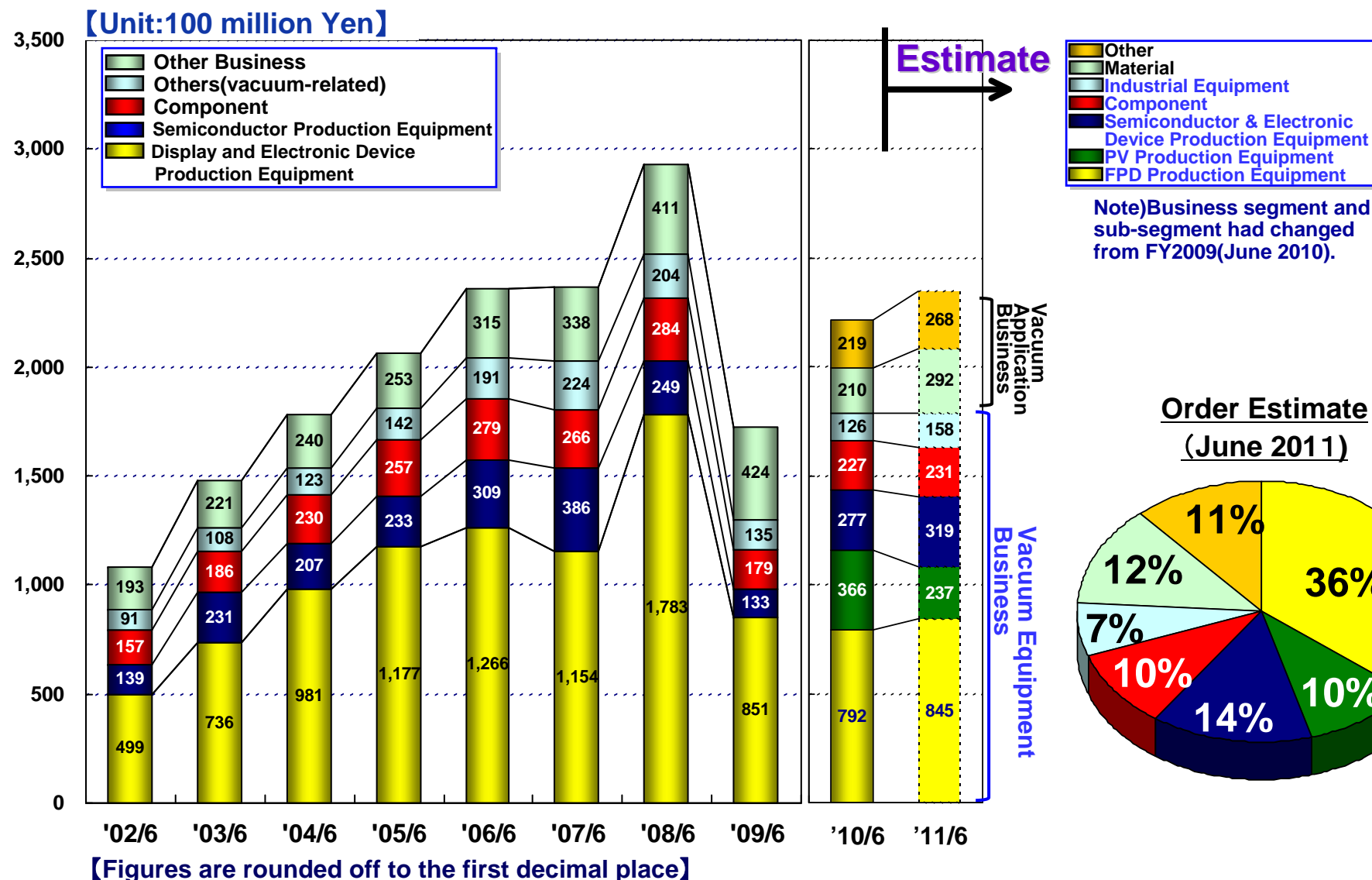
	June '10	June '11 E	
		1H	Full Year
Booking	2,217 (+29%)	1,126 (-5%)	2,350 (+6%)
Back-log	1,083	1,049	1,133
Sales	2,218 (-1%)	1,160 (+26%)	2,300 (+4%)
Operating profit	48 (+38%)	20 —	82 (+71%)
Ratio	2.2%	1.7%	3.6%
Net Income	21 (+164%)	4 —	34 (+59%)

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

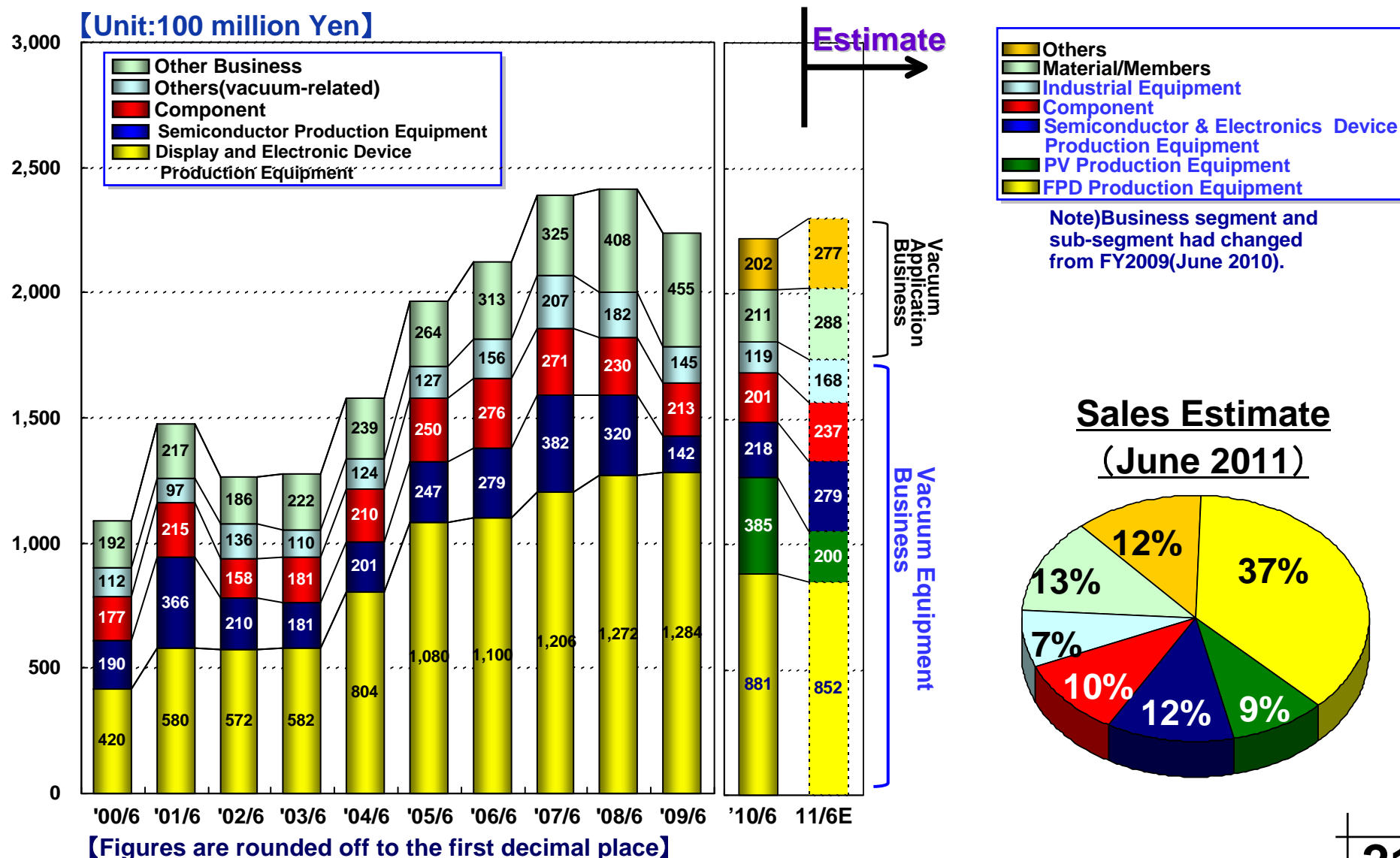
**Sale and Operating Profit  
(By half Year)**



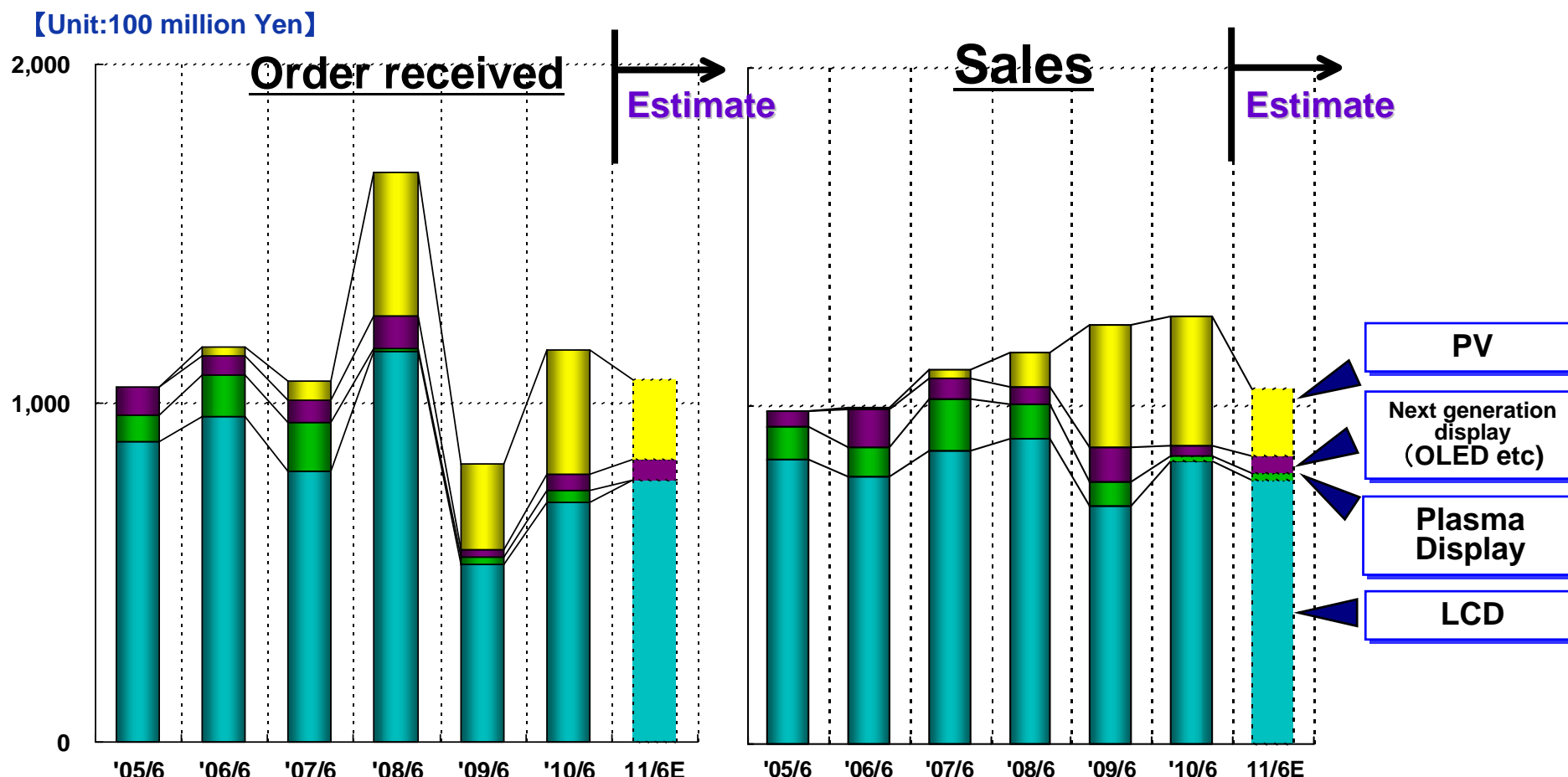
# Transition of Orders received by segment - Estimate



# Transition of Net sales by segment - Estimate



# Transition of FPD and PV (Photo Voltaic) Production Equipment - Estimate



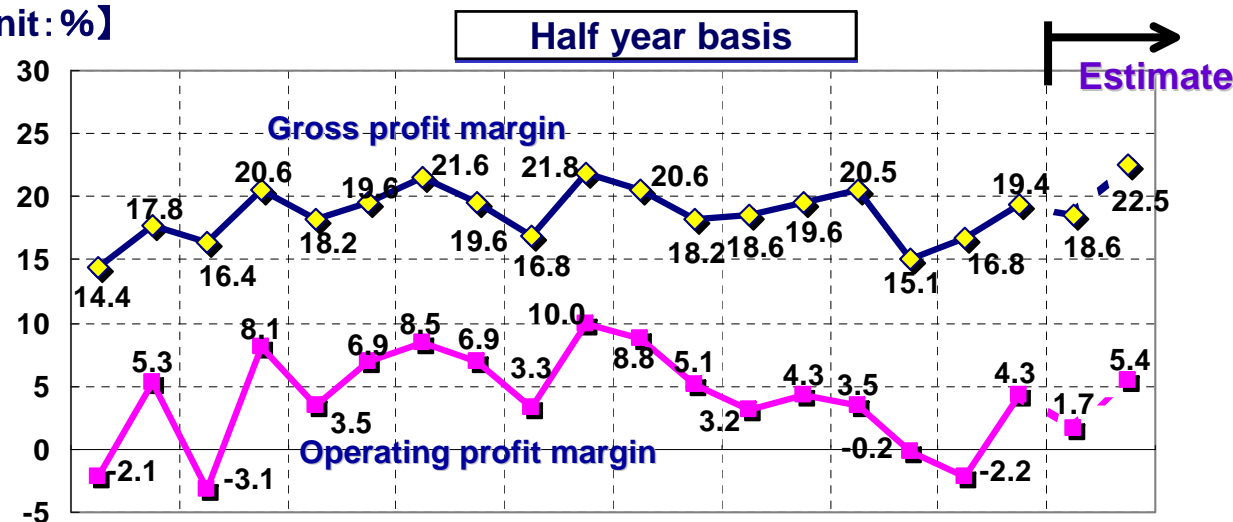
## Latest environment of order-receiving

- ◆ For LCD displays, capital investment will resume mainly in Korea, Taiwan, and China.
- ◆ For solar cells, thin-film Si type, crystalline type, etc., are anticipated.
- ◆ Inquires for products related to organic EL(OLED) as the next-generation display will be active.

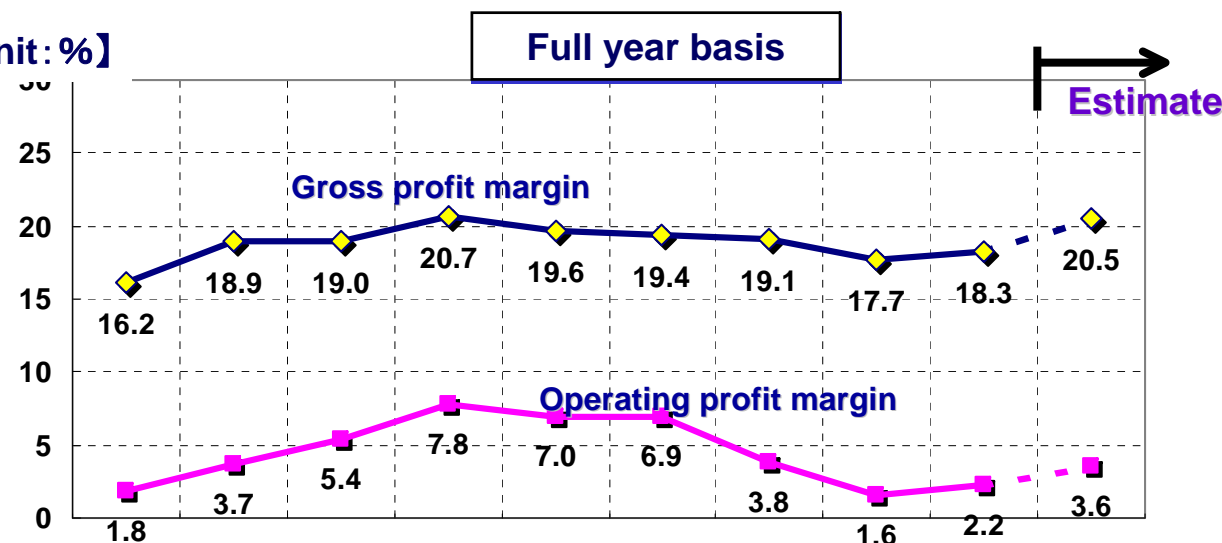


# Outlook for profitability · Estimate

【Unit: %】



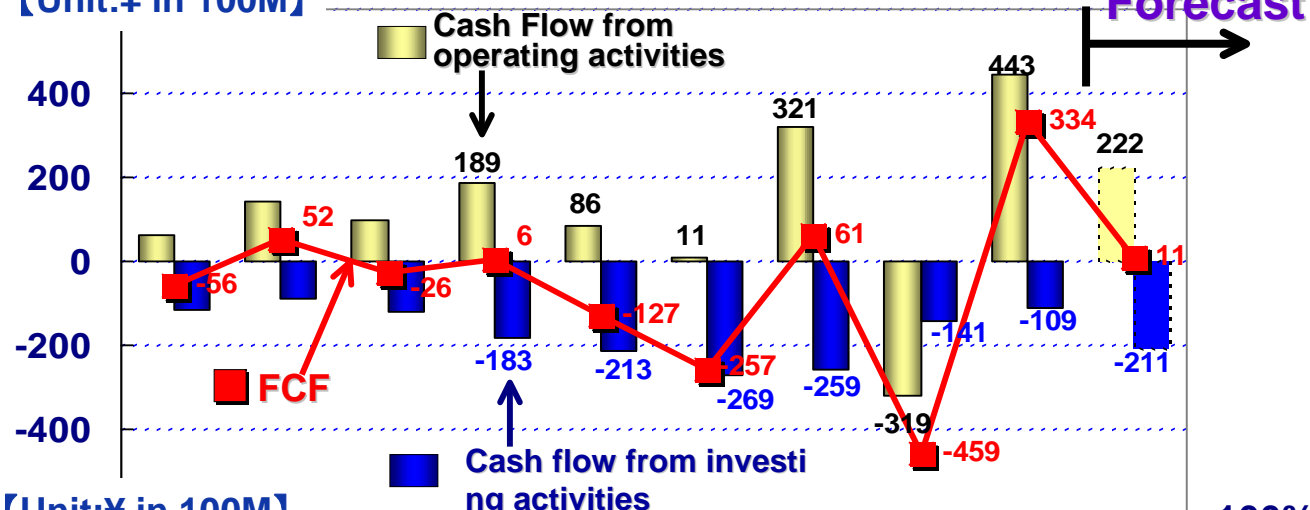
【Unit: %】



- June 2010 Forecast
- ▶ First Half
  - ◆ FPD production equipments stay strong.
  - ◆ The components for production equipments recovered.
  - ◆ Profit on products related to PV decreased.
- ▶ Second Half
  - ◆ FPD production equipments stay strong.
  - ◆ Sales increased thanks to increased production of products related to materials. Profitability increased.
  - ◆ Profit of semiconductor production equipments and components increased.

# Cash flow and Liabilities with interests - Estimate

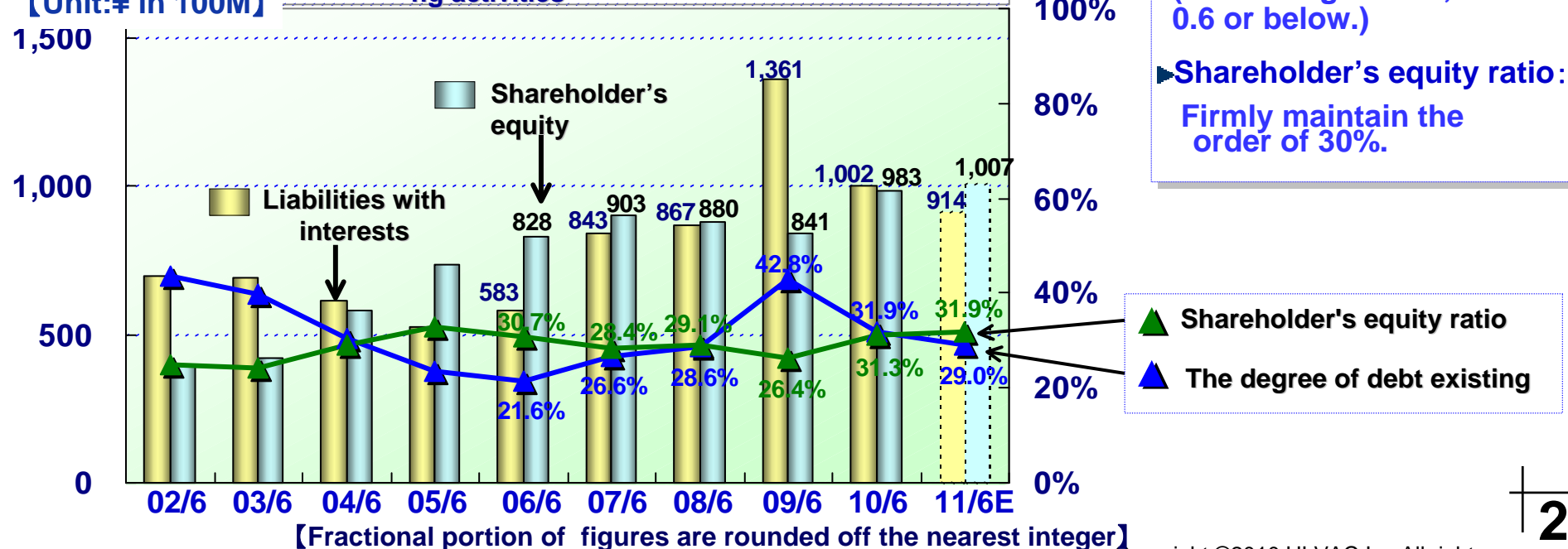
【Unit:¥ in 100M】



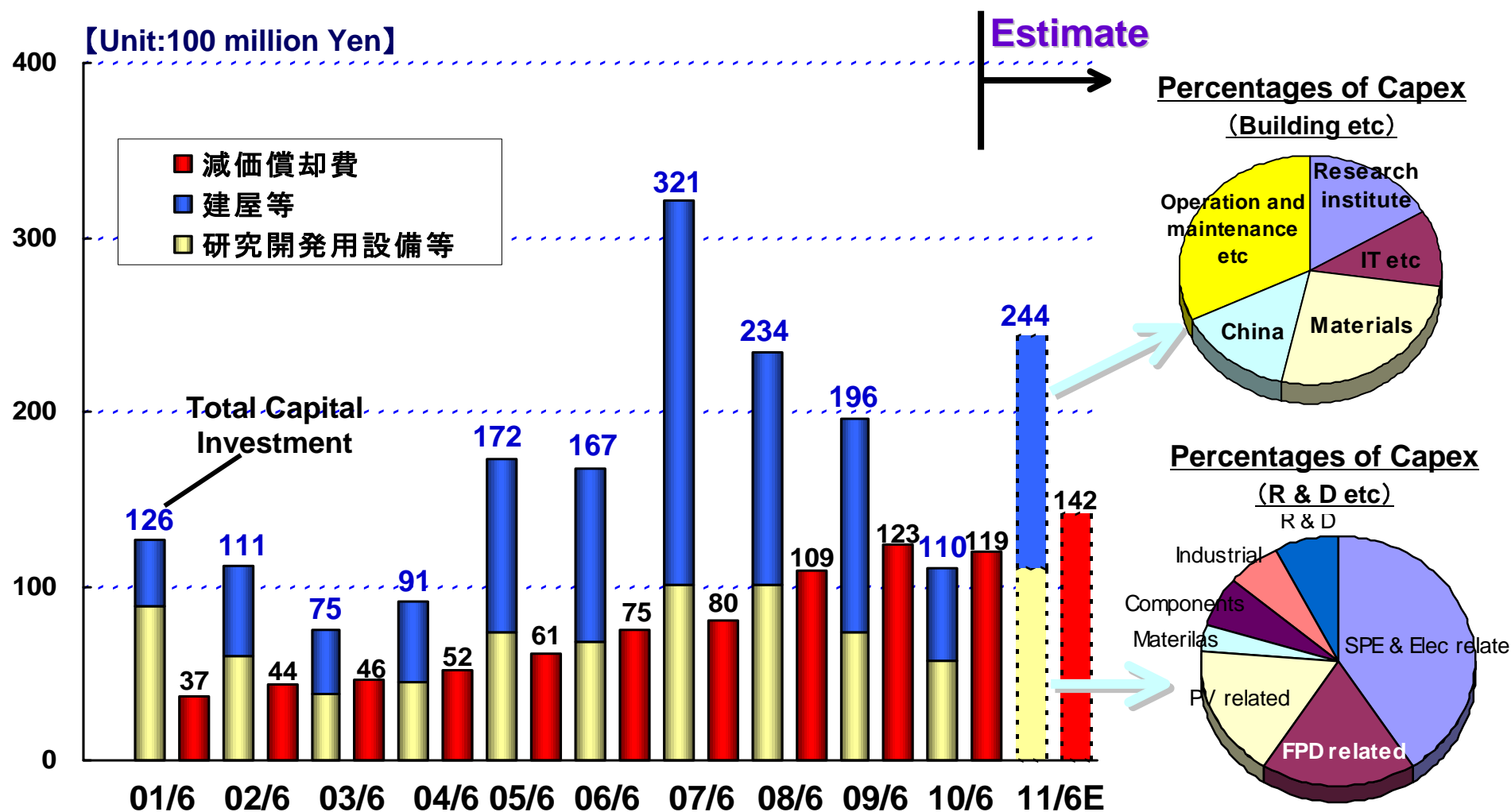
## June 2011 Term Goals

- ▶ **FCF:**  
Maintain continuous restoration of profitability.
- ▶ **D/E ratio:**  
Aim for 0.9 or below.  
(In the longer term, aim for 0.6 or below.)
- ▶ **Shareholder's equity ratio:**  
Firmly maintain the order of 30%.

【Unit:¥ in 100M】

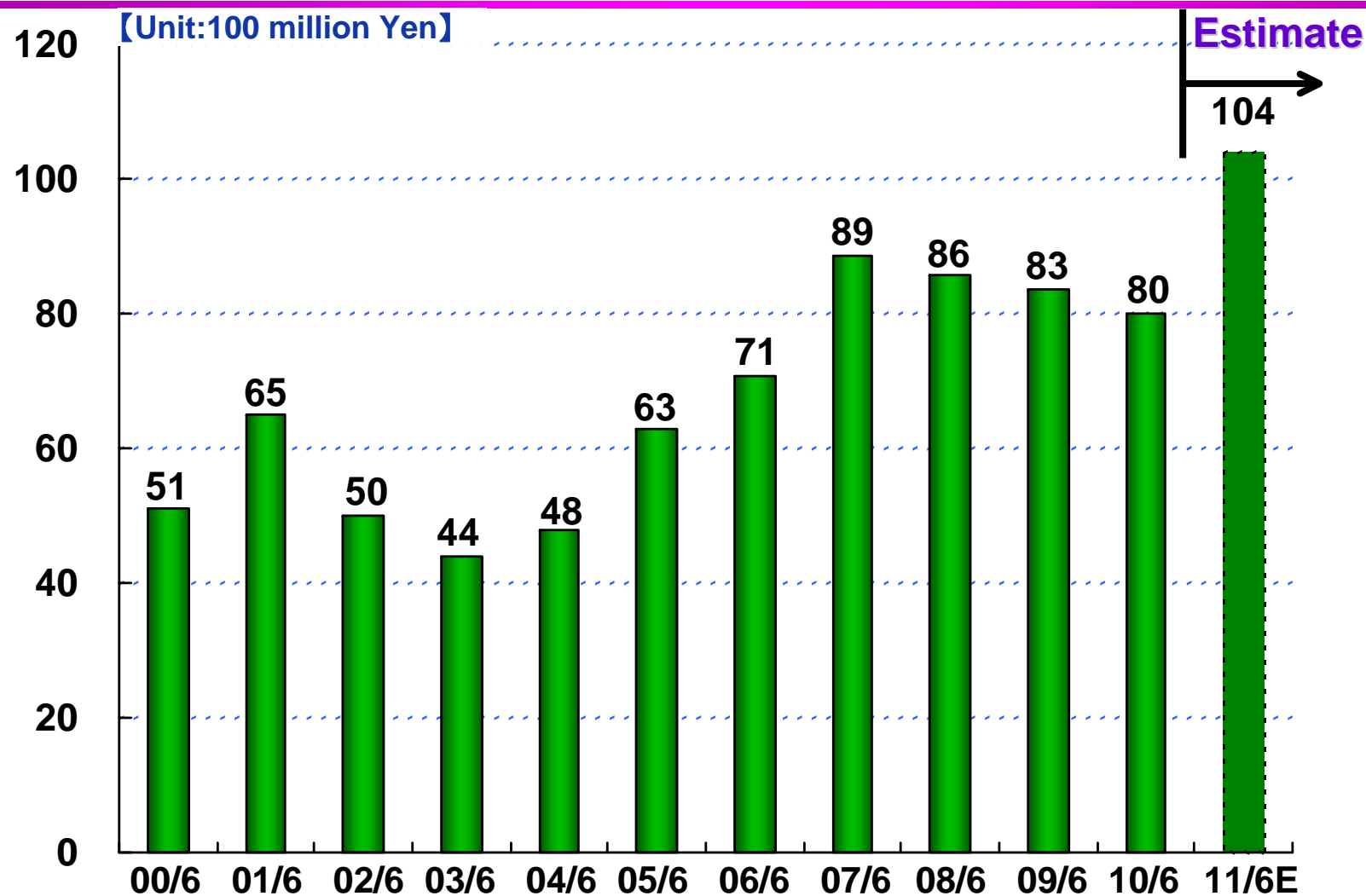


# Transition of Capital Investments and Depreciation Expenditures • Estimate



【 Fractional portion of figures are rounded off to the nearest integer】

## Transition in R&D Expenditures ・ Estimate



【 Fractional portion of figures are rounded off to the nearest integer】

- Aim to be No.1 in the World with promotion of Innovations

*Dr. Kyuzo Nakamura, Chairman*

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***Hidenori Suwa, President and CEO***

## Priority Policies (1) (June 2011 Term)

### (1) Businesses related to renewable energy

- ▶ Increase the sales of systems for solar cells. Also, work on products other than thin-film Si solar cells.
- ▶ Promote business development in the downstream areas. Increase the range of solar cell-related businesses, including conditioners for solar cells, construction of photovoltaic power plants, etc.
- ▶ Work on expanding the sales of quick chargers for EVs.

### (2) Materials Business

- ▶ Grow the materials business to be the core of ULVAC's businesses.
- ▶ Proactively implement capital investments and technical development at Japan and overseas

### (3) Review of Production System

- ▶ Review the production systems of the entire group from global points of view.
- ▶ Establish the optimum production system for achieving further cost reductions.

## **Priority Policies (2) (June 2011 Term)**

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### **(4) Restructuring of Domestic Group Companies**

- ▶ **Review the domestic sales system and businesses of manufacturing subsidiaries and implement business changes and restructuring.**

### **(5) Globalization**

- ▶ **Businesses in China**

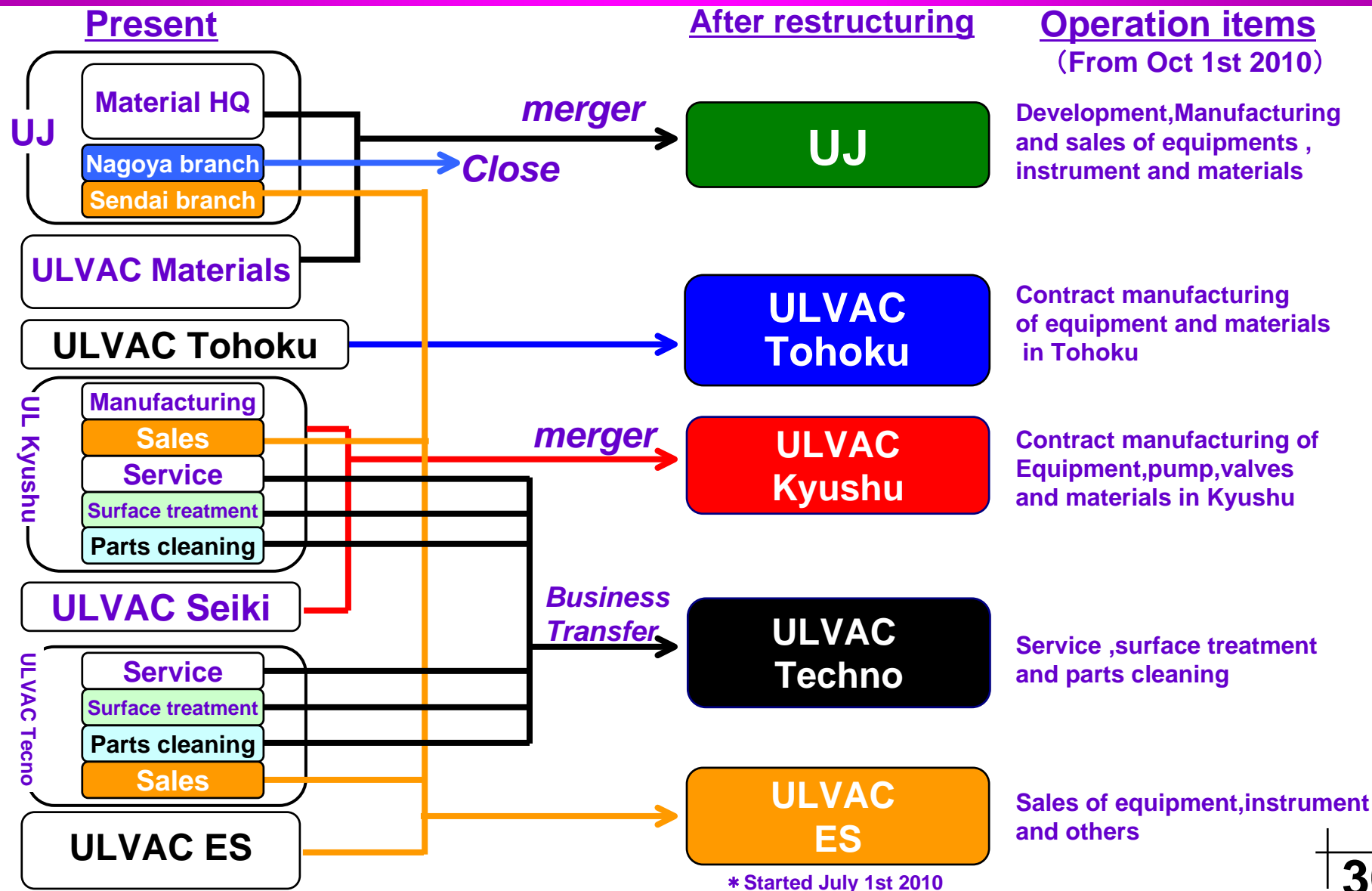
**We work on the strengthening of the management system of companies in China to ensure returns from the establishment of local corporations and the upgrading and expansion of their bases.**

- ▶ **Seeking the Post China markets**

**We work on opening up markets in the developing countries of South America, etc.**



# Restructuring of Businesses



## ■ Future Business Environment

As for markets, Japan will shrink, and the primary markets will shift to Asia on a grand scale. The yen will grow stronger. Price competition will increase with competitive manufacturers in Asia and Europe.

## ■ Actions by ULVAC

“Daring departure from dependence on existing businesses (non-equipment/ non-vacuum businesses”

“Promotion of cost reduction on the global level”

## ■ Mid- and long-term policies to be emphasized

(1) Policies related to renewable energy (PV, EV)

(2) Material business, entrusted processing

(3) Deployment of turnkey solutions

(4) Growth in China

(5) Change of business in the areas (divisions, companies) where growth is slowing down

(6) Daring review of production systems and production bases

## Future Growth Strategies- Taking off from Post FPD -

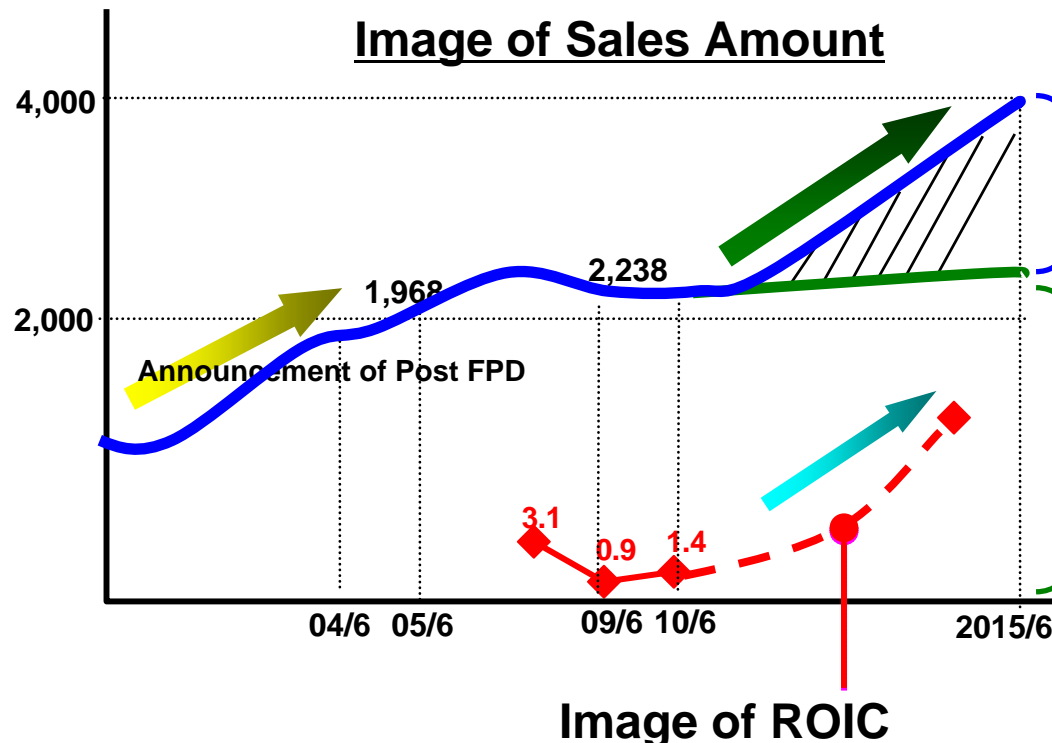
Started the Post FPD Strategy (2004)



Aim for mid- and long-term growth through development of new products and upgrading and expansion of new businesses.

Development of new products and upgrading and expansion of new businesses

[Unit: 100 mil. Yen]



Existing Businesses

- **Promotion of Innovation**
  - Upgrading and expansion of turnkey products
  - Large-size OLED for TV production equipment
  - High-efficiency PV production equipment
  - LED production equipment(MOCVD)
  - Coating technology for PC-resin (grazing for automobiles)
- **Upgrading and Expansion of Non-system, Post-vacuum Businesses**
  - Renewable energy related(Conditioner for PV ,Photovoltaic power plant,PV quick charger etc)
  - Material business
  - Coating business
- **M&A, Capital Participation, Alliance**

### Financial Strategies

- Acquisition of CF from Operating activities to realize strategic growth investing
- Start approaches for improving ROIC
- Improve the operating fund efficiency (Shortening of CCC)

**Innovation begins**

**in a vacuum**

**ULVAC**

# ULVAC Overview

## ■ Business Division in Each Segment

### ▶ Vacuum Equipment Business

- FPD production equipment : FPD(LCD、OLED、PDP etc) production equipment
- PV production equipment : Solar cell (Thin film, c-Si, Compound etc) production equipment
- Semiconductor and electric device production equipment : Memory, LED etc production equipment
- Component : Vacuum pump, Gauge, Power supply etc
- Industrial Equipment : Vacuum heat treatment furnace, Roll coater etc.

### ▶ Vacuum Application Business

- Material : Sputtering target, Advanced material, Solar cell member
- Other : Surface Analytical Equipment, Controllers etc

## ■ Operational Result(10/6)

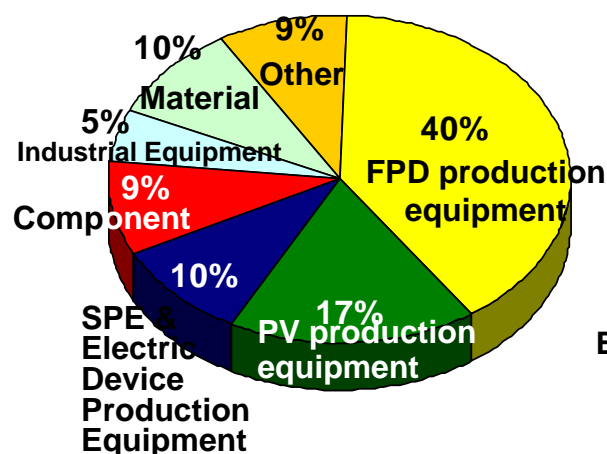
【 Unit: Bill Yen】

Net Sales	222
Operating Profit	4.8
Net Income	2.1
Shareholder's equity	103
Employee	7,169

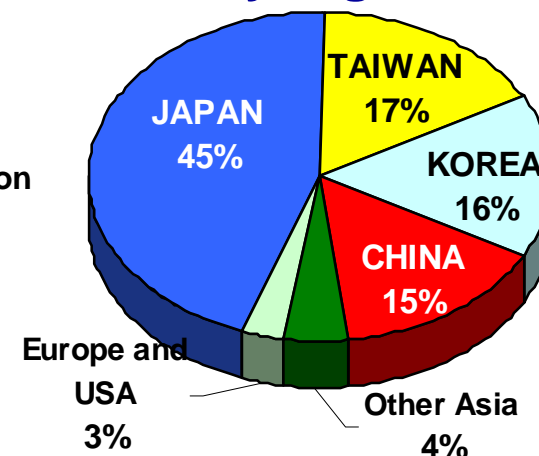
## ■ Sales Result

【 Unit: Bill Yen】

### By Segment

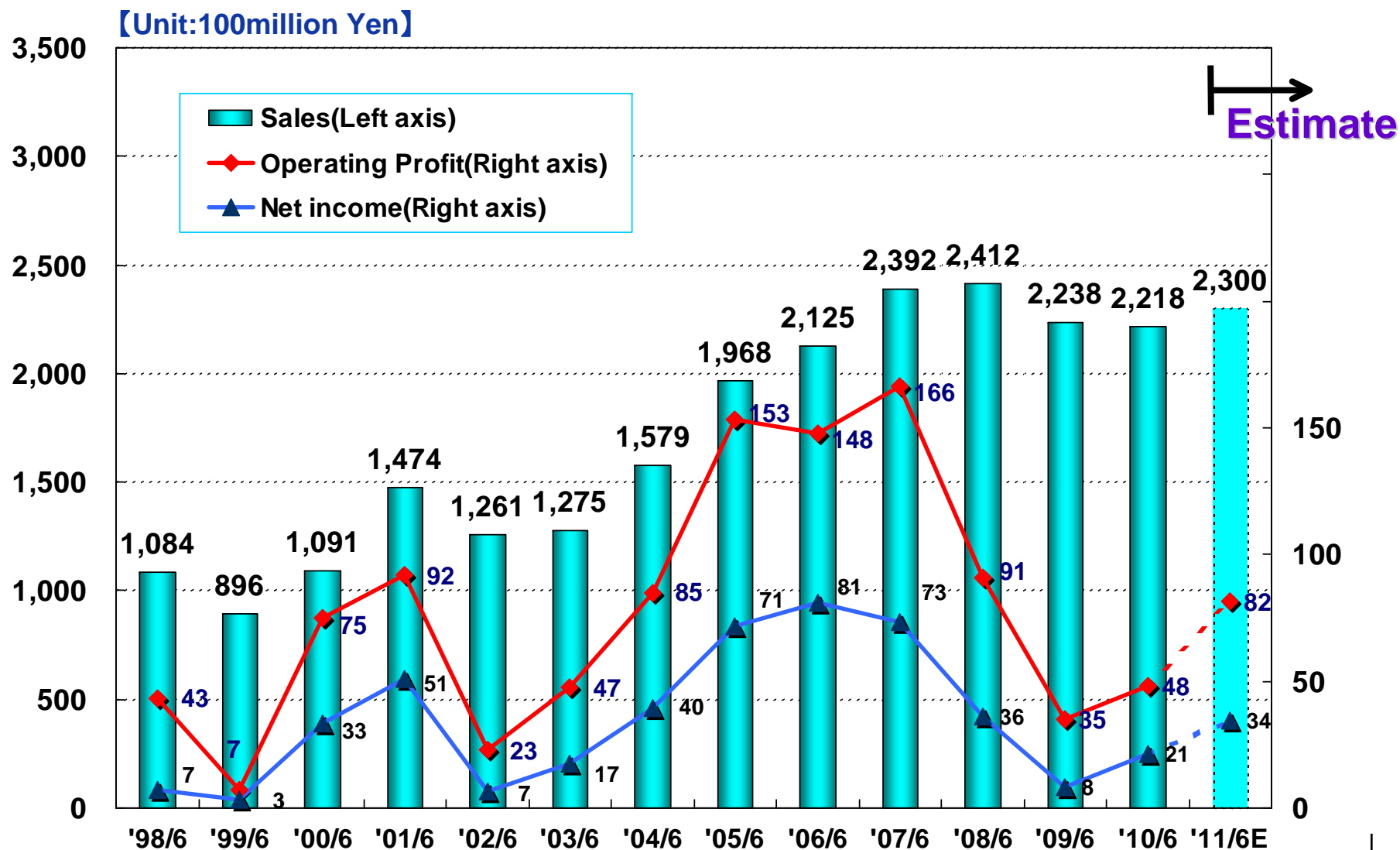


### By region



# Transition of Net sales and Profit-Estimate

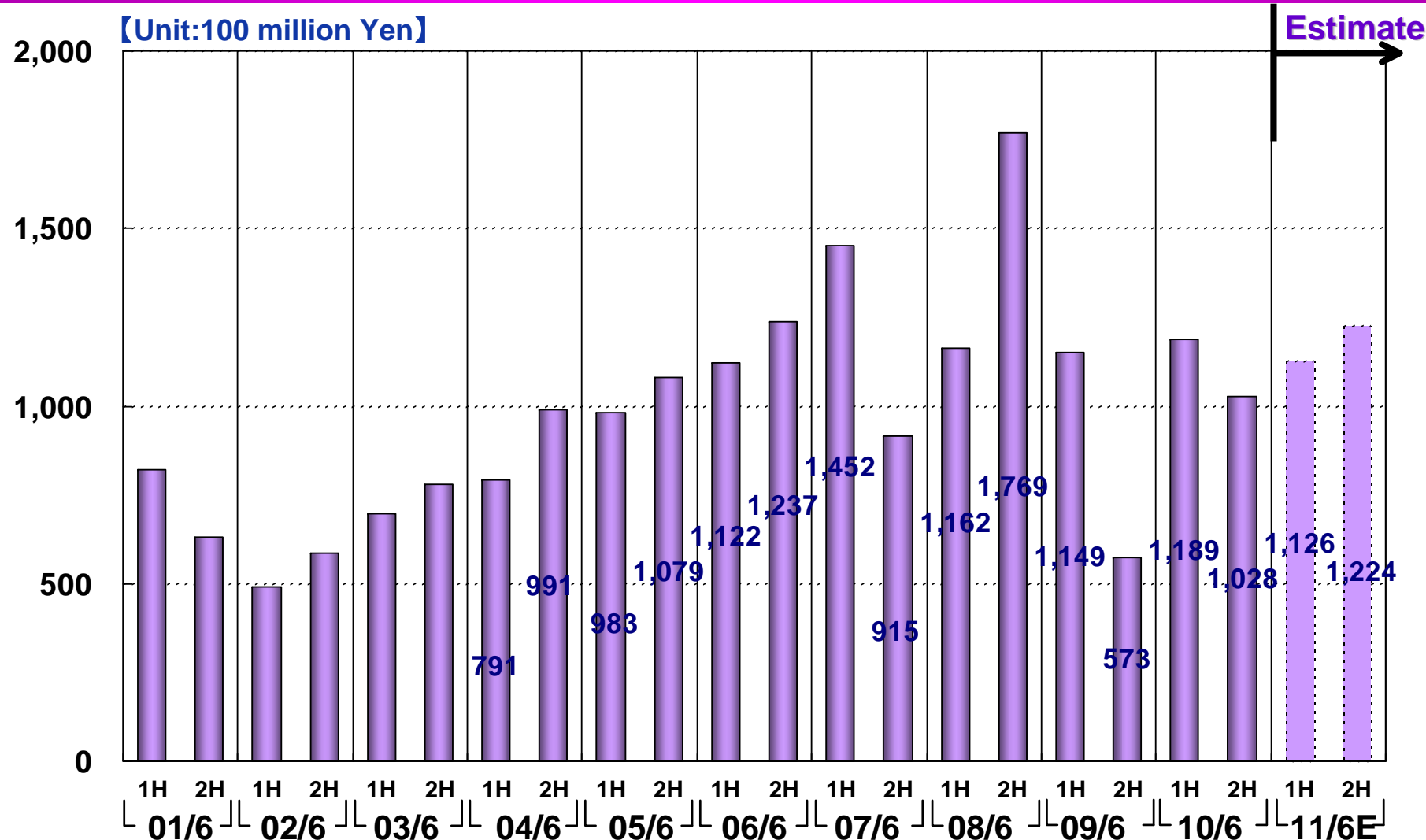
Appendix



【Figures are rounded off to the first decimal place】

# Transition of Orders Backlogs - Estimate

Appendix

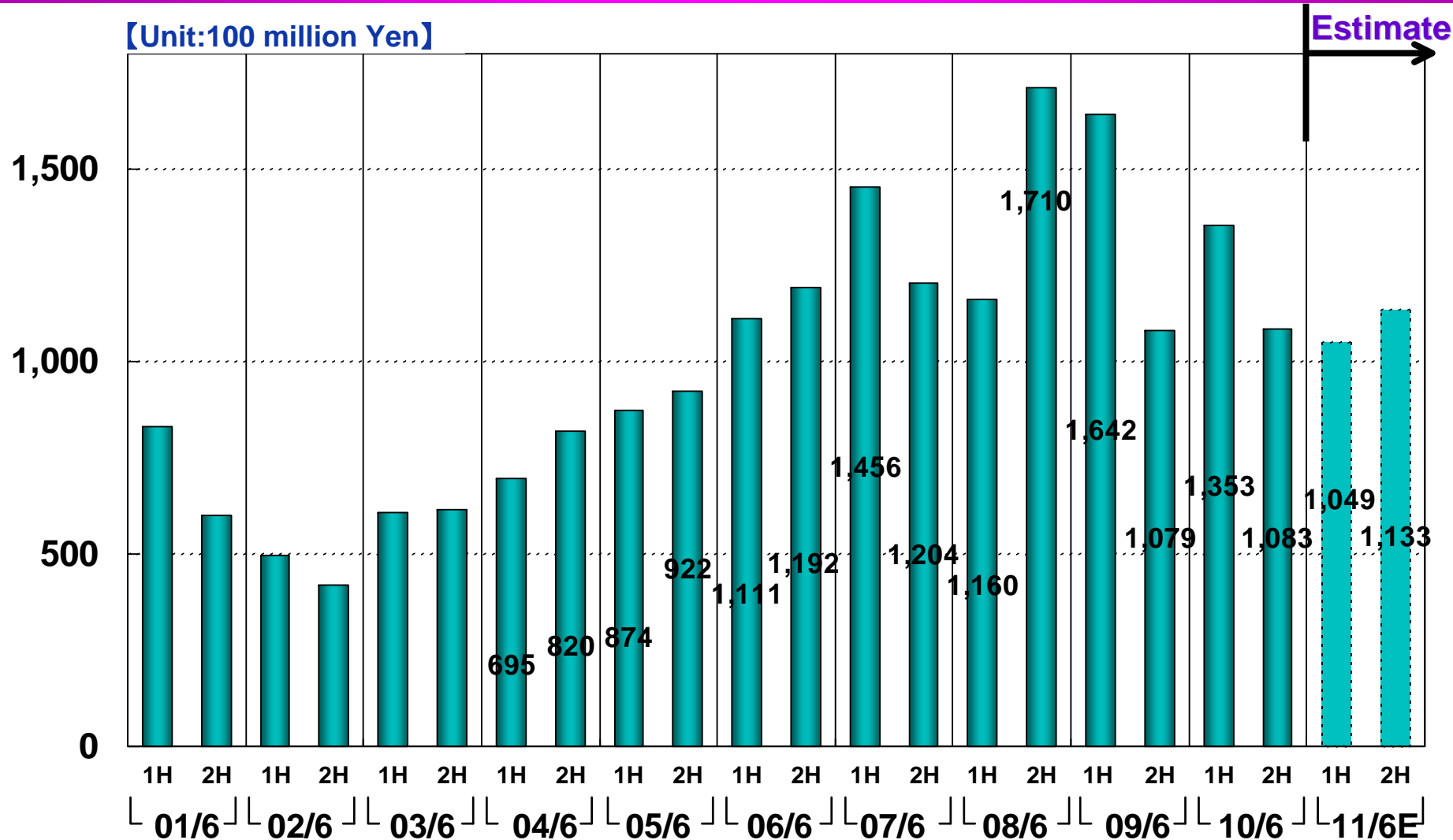


【Figures are rounded off to the first decimal place】



# Transition of Orders Backlogs - Estimate

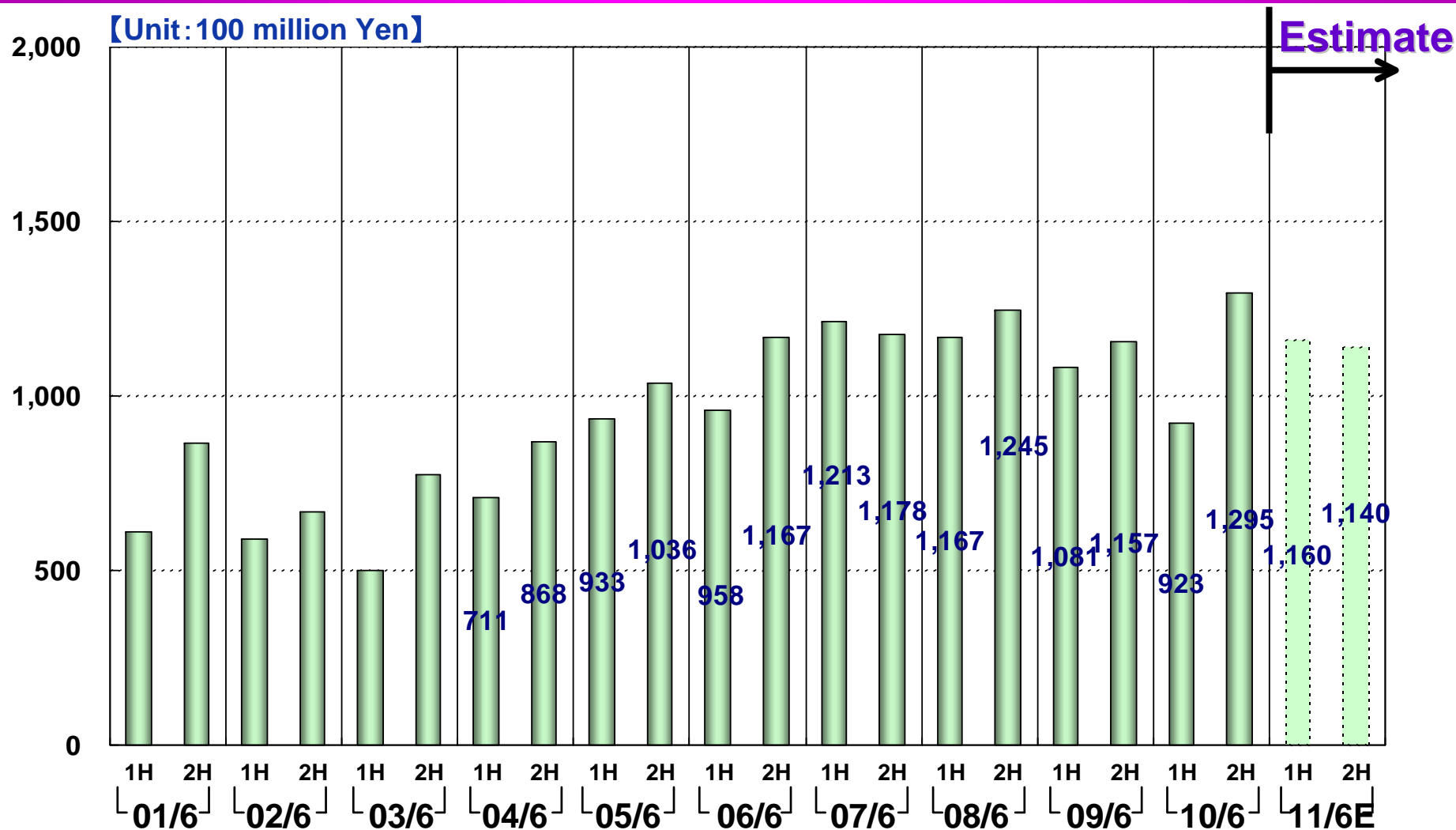
Appendix



【Figures are rounded off to the first decimal place】

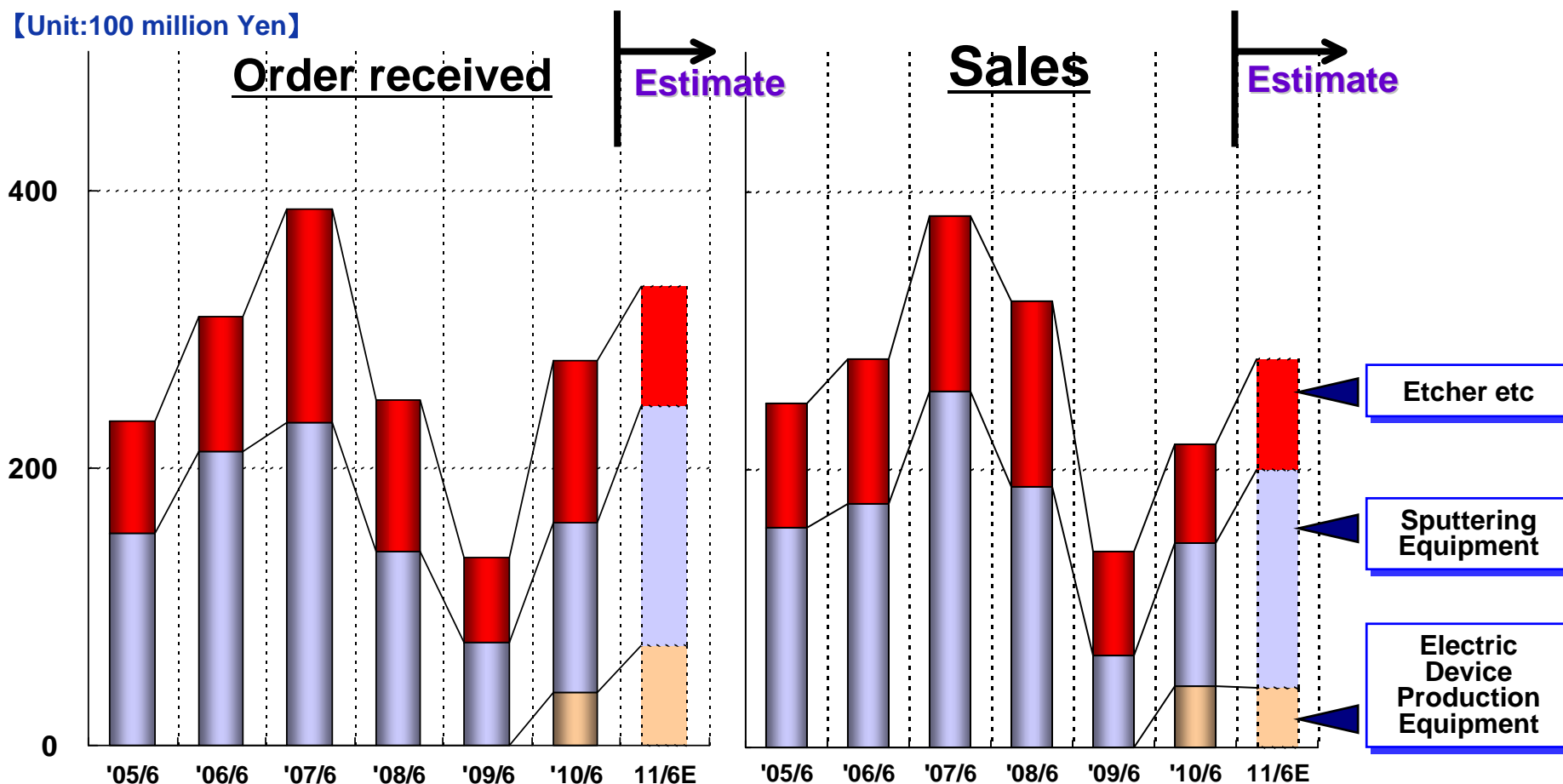
# Transition of Net Sales - Estimate

Appendix



【Figures are rounded off to the first decimal place】

# Transition of Semiconductor and Electric Device Production Equipment・Estimate

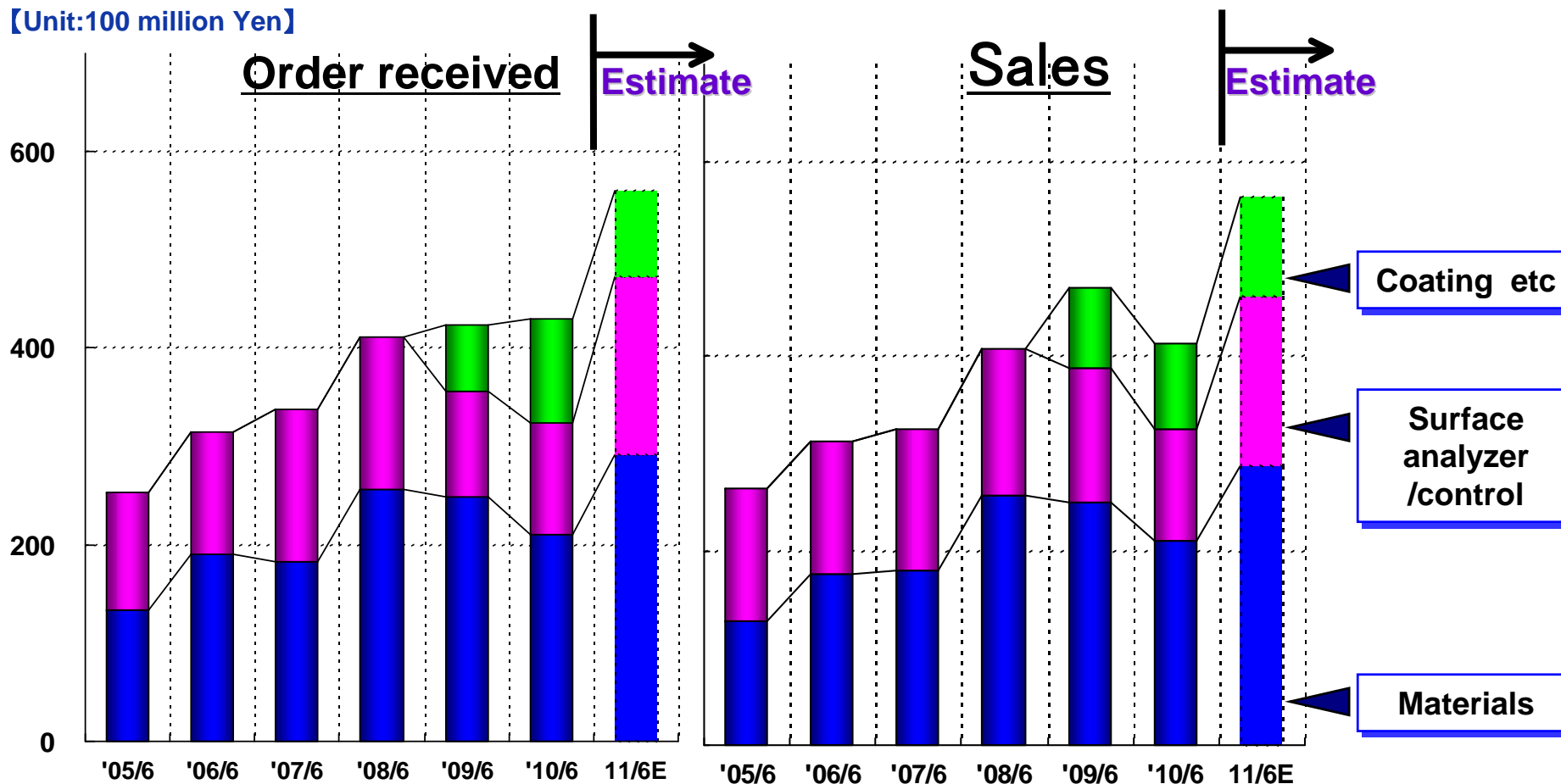


## Latest environment for order-receiving

- ◆ Investments in DRAM and flash memory recovered.
- ◆ Businesses related to LEDs continued to grow. Markets in Japan, Taiwan, China, Korea, etc., grew.
- ◆ Inquiries and orders received for power semiconductors, etc., related to hybrid cars and EVs are robust.

# Transition of Vacuum Application Business (Other Business)

[Unit:100 million Yen]



## Latest environment of order-receiving

- ◆ For businesses related to materials, target materials for LCDs recovered. Aim to increase sales by increasing production.
- ◆ For businesses related to surface analysis, investments recovered mainly in private-sector companies. Businesses in Asia are also favorable.
- ◆ Inquiries for PV/EV integration system increased. Expectations for mid- and long-term growth increased.

# Balance Sheet (Assets)

【Unit:100million Yen】

	June 09	June 2010	Changes
<b>Current Assets</b>	<b>1,993</b>	<b>1,992</b>	<b>△ 1</b>
<b>Fixed Assets</b>	<b>1,188</b>	<b>1,146</b>	<b>△ 42</b>
Property, plant and equipment	965	896	△ 69
Intangible assets	38	44	6
Investments	184	206	22
<b>Total assets</b>	<b>3,181</b>	<b>3,138</b>	<b>△ 43</b>

**Assets: down 4.3 billion yen**

**Current asset: down 0.1 billion yen**

◆Cash/deposits

up 8.3 billion yen

◆Note and accounts receivable,trade

up 11.0 billion yen

◆Inventories

down 18.5 billion yen

**Fixed asset: down 4.2 billion yen**

◆Property,plant and equipment

down 6.9 billion yen

【Figures included in the balance sheet are rounded off to the nearest unit and may not coincide with the total.】

# Balance Sheet(Liabilities and Net assets)

*Appendix*

【Unit:100million Yen】

	June 09	June 10	Changes
<b>(Liabilities)</b>			
Current liabilities	1,518	1,396	△ 122
Fixed liabilities	762	717	△ 45
<b>Total liabilities</b>	<b>2,279</b>	<b>2,113</b>	<b>△ 166</b>
<b>(Net assets)</b>			
<b>Total net assets</b>	<b>902</b>	<b>1,025</b>	<b>123</b>
<b>Total liabilities and net assets</b>	<b>3,181</b>	<b>3,138</b>	<b>△ 43</b>

Liabilities : up 16.6 billion yen

- ◆Notes and accounts payable,trade up 19.7 billion yen
- ◆Short-term borrowings/long-term loans down 31.0 billion yen
- ◆Commercial paper down 5 billion yen

Net asset: up 12.3 billion yen

- ◆Common stock,capital surplus up to 14.8 billion yen (finance at Jan.2010)
- ◆Net income 2.1 billion yen booked
- ◆Minority interests down 1.8 billion yen
- ◆Valuation and translation adjustments down 1.5 billion yen

【Figures included in the balance sheet are rounded off to the nearest unit and may not coincide with the total.】

# Main New Plants and New Bases (2010/6)

Appendix

## China

### ■ ULVAC Materials Suzhou



◆ Will start operation in Oct. 2010  
(Suzhou)

### ■ ULVAC (SUZHOU) Co., Ltd Expansion Plant (Phase3)



◆ Will start operation  
in Oct.2010  
(Suzhou)

- New plant construction
- Plant expansion
- New customers support base

## Japan

### ■ New Chiba Institute for Super materials



◆ Started operation in July.2010  
(Tomisato, Chiba)

### ■ New Customers Support Center



◆ Started operation in Nov.2009  
(Hashimoto, Wakayama)

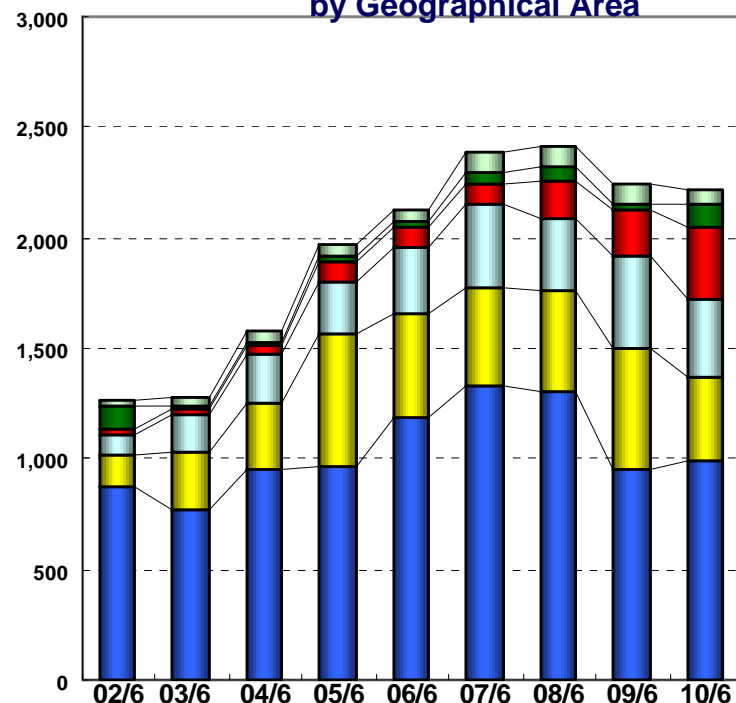
### ■ ITO target Plant expansion



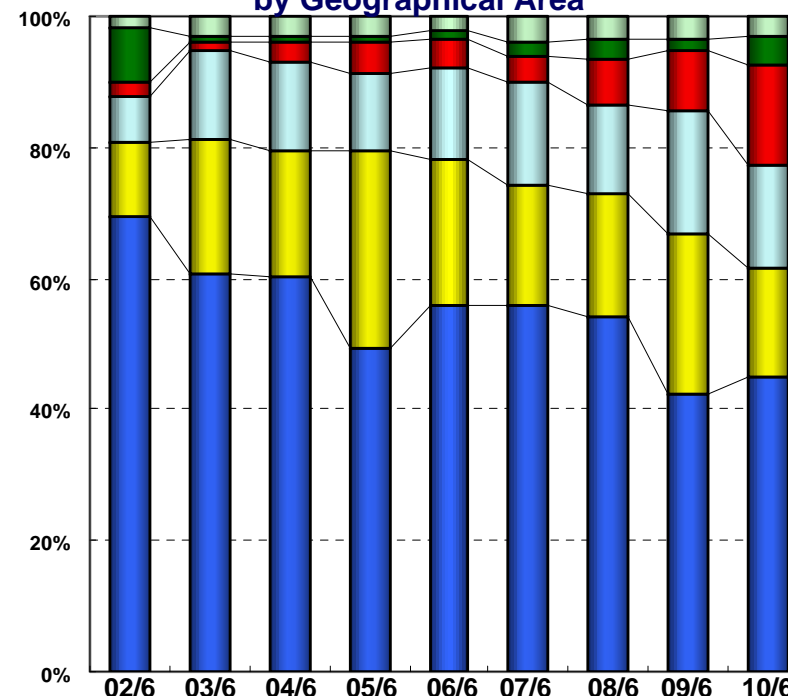
◆ Will start operation in Jan, 2011  
(Kirishima, Kagoshima)

# Transition of Net Sales Percentage by Geographical Area

**[Unit:100 million Yen]** Transition of Net Sales  
by Geographical Area



Transition of Net Sales Percentage  
by Geographical Area



**[Unit:100 million Yen]**

	02/6		03/6		04/6		05/6		06/6		07/6		08/6		09/6		10/6		
	Sales	Ratio	Sales	Ratio	Sales	Ratio	Sales	Ratio	Sales	Ratio	Sales	Ratio	Sales	Ratio	Sales	Ratio	Sales	Ratio	vs.09/6
JAPAN	874	69%	773	61%	953	60%	968	49%	1,189	56%	1,334	56%	1,307	54%	949	42%	995	45%	5%
TAIWAN	147	12%	261	20%	304	19%	597	30%	473	22%	442	18%	451	19%	551	25%	369	17%	-33%
KOREA	87	7%	172	13%	211	13%	231	12%	292	14%	379	16%	326	14%	413	18%	354	16%	-14%
CHINA	26	2%	22	2%	47	3%	94	5%	96	5%	90	4%	169	7%	212	9%	333	15%	57%
Other Asia	102	8%	9	1%	16	1%	21	1%	26	1%	51	2%	70	3%	33	1%	98	4%	196%
Europe and USA	24	2%	38	3%	47	3%	57	3%	48	2%	95	4%	89	4%	80	4%	70	3%	-12%
<b>Total</b>	<b>1,261</b>	<b>100%</b>	<b>1,275</b>	<b>100%</b>	<b>1,579</b>	<b>100%</b>	<b>1,968</b>	<b>100%</b>	<b>2,125</b>	<b>100%</b>	<b>2,392</b>	<b>100%</b>	<b>2,412</b>	<b>100%</b>	<b>2,238</b>	<b>100%</b>	<b>2,218</b>	<b>100%</b>	<b>-1%</b>

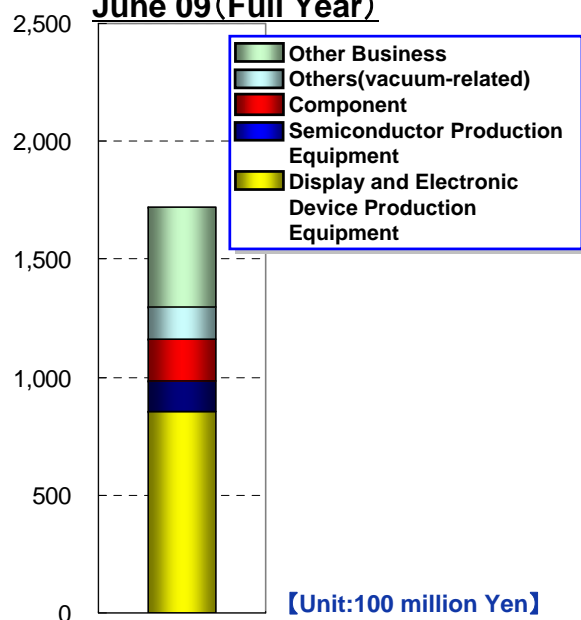
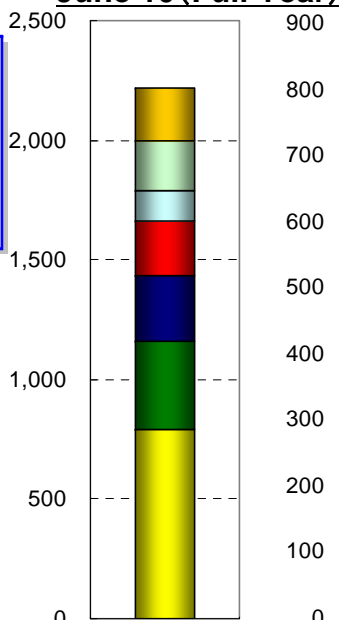
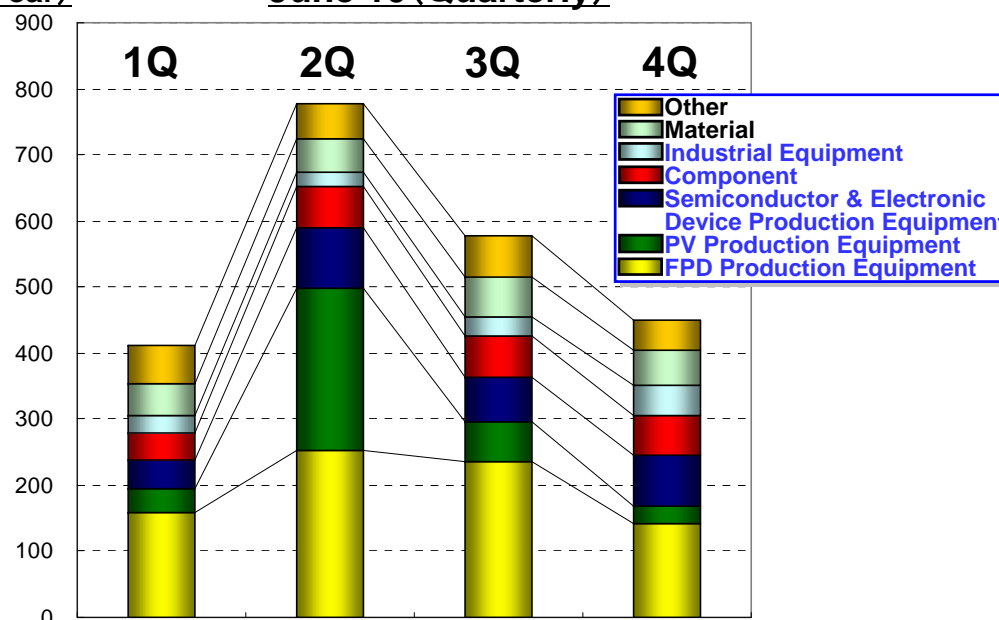
**[Figures in brackets indicate percentage change over the preceding year, which is rounded to the nearest unit in millions of yen.]**



# Major R&D Themes and Achievements

	Major R&D Themes	Major Achievements
FPD production equipment	LCD (Large size substrate, LTPS) OLED etc	① IGZO TFT characteristics in large-scale substrate
PV production equipment	PV (Thin film, Crystal, Compound) High efficiency PV	① Developed and Launched the New PE-CVD System "CIM-1400" for Microcrystal Silicon Layer Utilized in Tandem Type Thin-film Silicon Photovoltaic Modules Production Turnkey line.
Semiconductor and Electronic device Production Equipment	Non Volatile, memory, DRAM etc. Power device, MEMS, LED etc	① Started sales of new plasma ashing system, Luminous NA-8000 that works with wide range of organic film processes of semiconductor and electronics parts ② Started sales of materials for low dielectric constant interlayer insulation with improved durability against plasma damage Started sales of ULKS Ver. 3
Component	Energy /Environment, Biotechnology	① Started cryogenic freezer business with helium gas circulation freezer that does not use liquid helium ② Started sales of leak detector, Heliot Zero for automatic helium leak test system ③ Started sales of small, high speed, low priced new automatic helium leak tester, ALT-S Series ④ Started sales of system diagnostic system FABISEQ that collects and analyzes data of a system ⑤ Launches the system "MPEC-opt1300" for evaluating the distributions of TCO Haze and solar cell local conversion efficiency for evaluating thin-film characteristics in the tandem type thin-film solar cell production process.
Industrial Equipment	Energy /Environment, Health care	① Micro Powder Dry system for powder process: launched a fully packaged process line, integrated from dosing to powder filling, for pharmaceutical freeze drying processes.
Materials	Advanced materials	① Announces IGZO TFT characteristics in large-scale substrate
Others	Analysis, Control, Energy /Environment,	① Launch of Charging System Combining Photovoltaic Power Generation Facility with Quick Charger for Evs First Order from Chigasaki City for a Power Generation and Charging System for Municipal Parking Lot ② Announced Resonance Shear Measurement System (RSM-1), the world's first ever commercially available solution for the evaluation of viscosity, friction, and lubrication properties for confined liquids at nano-scale thickness.

# Order received by Segment

**Appendix**
**[Unit:100 million Yen]**
**June 09(Full Year)**

**June 10(Full Year)**

**June 10(Quarterly)**


09/6 Full Year		
Segment	Order	%
Vacuum Related Business	1,298	75%
Display and Electronic Device Production Equipment	851	49%
Semiconductor Production Equipment	133	8%
Component	179	10%
Other	135	8%
Other Business	424	25%
<b>Total</b>	<b>1,722</b>	<b>100%</b>

10/6 Full Year		
Segment	Order	%
Vacuum Equipment Business	1,788	81%
FPD production equipment	792	36%
PV production equipment	366	17%
Semiconductor and Electronic device Production Equipment	277	12%
Component	227	10%
Industrial Equipment	126	6%
Vacuum Application Business	429	19%
Materials	210	9%
Other	219	10%
<b>Total</b>	<b>2,217</b>	<b>100%</b>

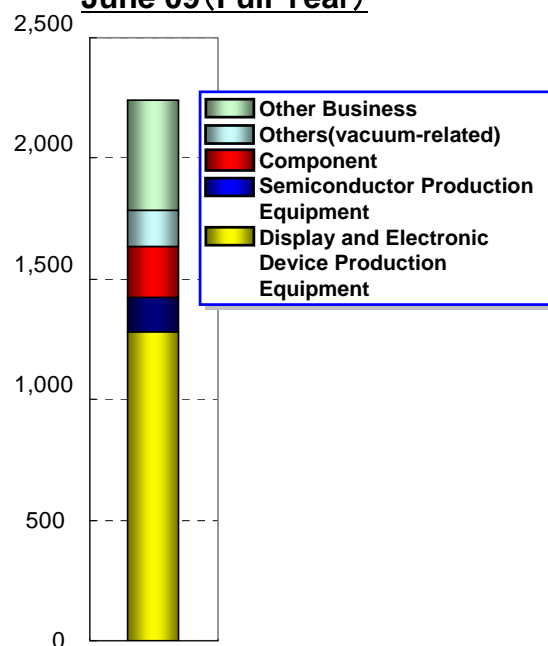
1Q		2Q		3Q		4Q	
Order	%	Order	%	Order	%	Order	%
305	74%	675	87%	456	79%	352	78%
160	39%	253	32%	236	41%	143	32%
35	9%	246	32%	59	10%	26	6%
42	10%	90	12%	67	12%	77	17%
41	10%	63	8%	64	11%	60	13%
26	6%	23	3%	30	5%	47	10%
106	26%	104	13%	121	21%	99	22%
50	12%	49	6%	58	10%	53	12%
56	14%	55	7%	62	11%	46	10%
<b>411</b>	<b>100%</b>	<b>778</b>	<b>100%</b>	<b>577</b>	<b>100%</b>	<b>451</b>	<b>100%</b>

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

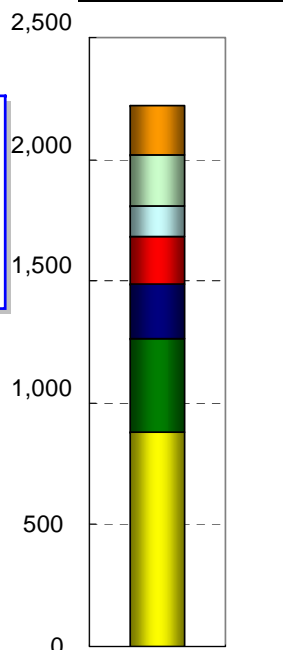
# Net Sales by Segment

【Unit:100 million Yen】

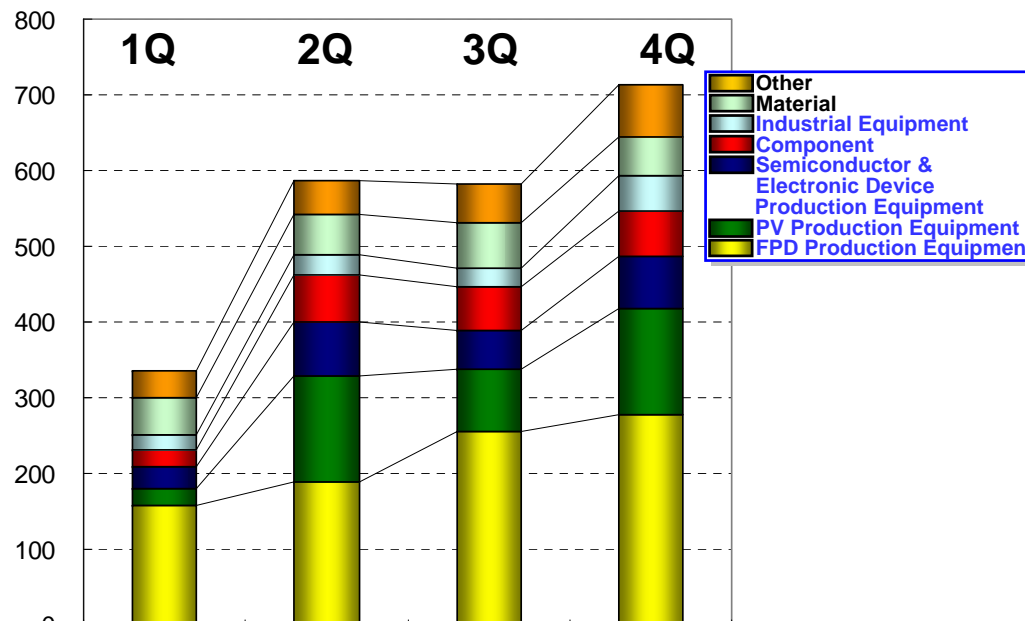
**June 09(Full Year)**



**June 10(Full Year)**



**June 10(Quarterly)**



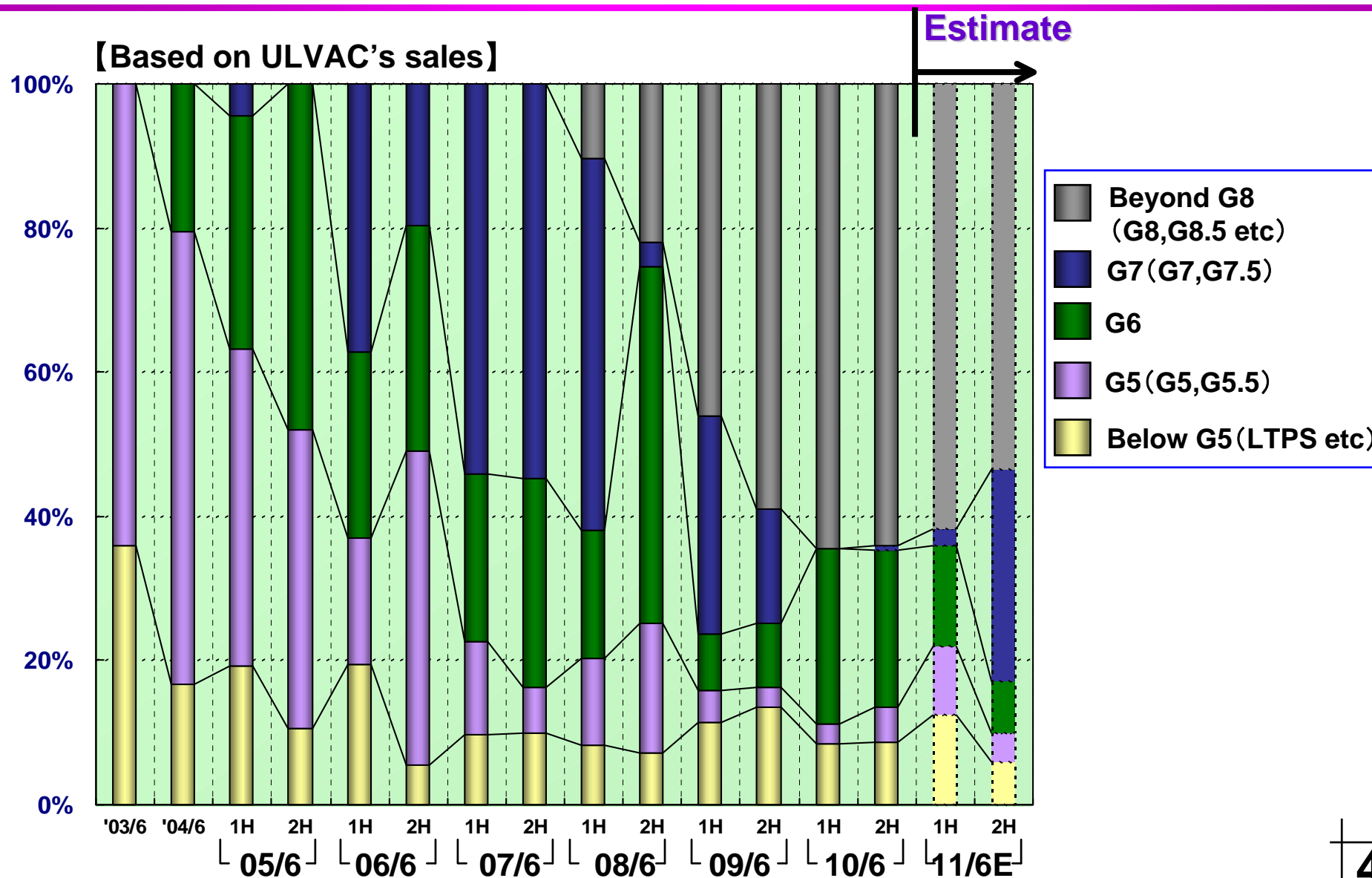
09/6 Full Year		
Segment	Sales	%
Vacuum Related Business	1,783	80%
Display and Electronic Device Production Equipment	1,284	57%
Semiconductor Production Equipment	142	6%
Component	213	10%
Other	145	6%
Other Business	455	20%
<b>Total</b>	<b>2,238</b>	<b>100%</b>

10/6 Full Year		
Segment	Sales	%
Vacuum Equipment Business	1,805	81%
FPD production equipment	881	40%
PV production equipment	385	17%
Semiconductor and Electronics device Production Equipment	218	10%
Component	201	9%
Industrial Equipment	119	5%
Vacuum Application Business	413	19%
Materials	211	10%
Other	202	9%
<b>Total</b>	<b>2,218</b>	<b>100%</b>

1Q		2Q		3Q		4Q	
Sales	%	Sales	%	Sales	%	Sales	%
251	75%	490	83%	471	81%	593	83%
157	47%	189	32%	256	44%	279	39%
23	7%	140	24%	82	14%	140	20%
28	8%	71	12%	51	9%	67	9%
23	7%	61	10%	56	10%	61	9%
19	6%	28	5%	26	4%	46	6%
85	25%	97	17%	110	19%	121	17%
49	14%	52	9%	59	10%	51	7%
36	11%	44	8%	52	9%	69	10%
<b>336</b>	<b>100%</b>	<b>586</b>	<b>100%</b>	<b>582</b>	<b>100%</b>	<b>714</b>	<b>100%</b>

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

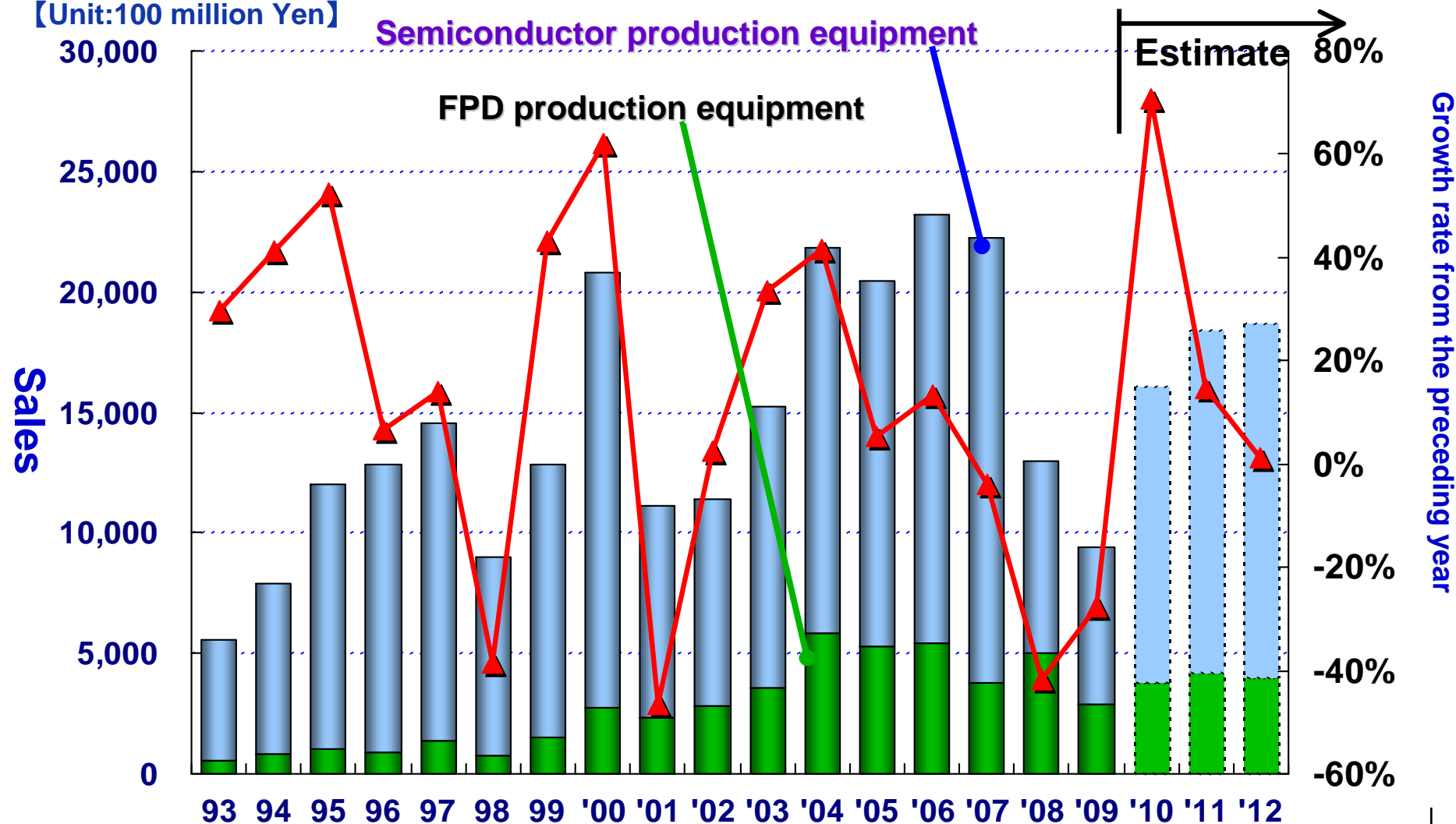
# Transition of generations of LCD production equipment



# Outlook of Semiconductor and FPD production equipment

< Sales projections of production equipment made in Japan >

[Unit:100 million Yen]



[Source: July 2010 SEAJ]

(Sales: Sales of Japanese manufacturers  
(including overseas bases) in Japan and abroad)

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# ULVAC

