

【Code No : 6728】

FY2014 1st Quarter Business Result

(Year Ending June 30, 2015)

ULVAC, Inc.
11th Nov., 2014

◆ **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), Solar cell, 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

1st Q (June '15) Result

1st Q (June 2015) Result

Net sales: Net sales in 1Q declined by 8% compared to the same period of the previous fiscal year, mainly due to a decrease in sales of FPD and PV production equipment, despite an increase in sales of semiconductor & electronic device production equipment and industrial equipment. However, the achievement rate for the forecast for the first half of the fiscal year grew roughly as anticipated.

Operating profit: Operating profit in 1Q declined by 41% compared to the same period of the previous fiscal year, mainly due to a decrease in net sales. However, the figure improved compared to the previous quarter due to a decrease in the number of low-yielding projects related to organic EL display production equipment and other reasons. The achievement rate for the forecast for the first half of the fiscal year grew slightly higher than the rate initially anticipated.

Orders received: Orders received dropped by 9% compared to the same period of the previous fiscal year, mainly due to the 1Q under review being a drop-off period in reaction to an increase in orders received for large-sized liquid crystal display (LCD) production equipment in the second half of the previous year, despite an increase in orders received for semiconductor & electronic device production equipment. However, the achievement rate for the forecast for the first half of the fiscal year grew roughly as anticipated. Going forward, we expect a recovery in orders mainly for small- to medium-sized LCD production equipment.

【Unit : Bn. Yen】

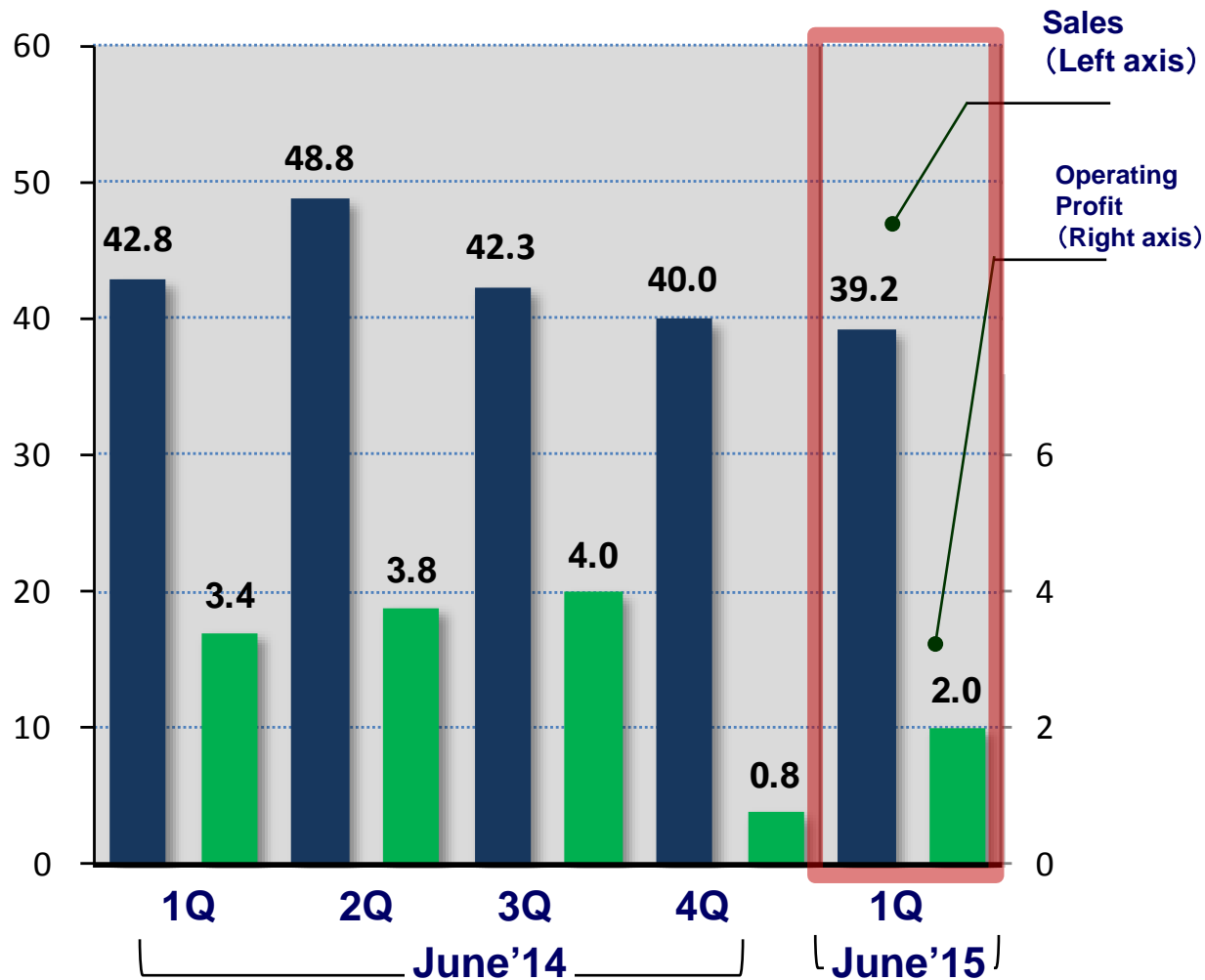
	June 2014						June 2015 Result			June '15 1H Est *
	1Q	2Q	1H	3Q	4Q	Full Year	1Q	Y-o-Y (Changes)	Q-o-Q (Changes)	
Booking	37.4	44.7	82.1	43.6	44.1	169.8	33.9	-9.4%	-23.1%	80.0
Back-log	67.0	62.7	62.7	63.5	67.2	67.2	63.5	-5.2%	-5.5%	62.2
Sales	42.8	48.8	91.6	42.3	40.0	173.9	39.2	-8.4%	-1.8%	85.0
Gross margin	10.6	11.9	23	11.3	8.8	42.6	9.3	-12.1%	6.0%	-
Ratio	24.8%	24.5%	24.6%	26.7%	22.0%	24.5%	23.8%			
SG&A	7.2	8.2	15.3	7.3	8.0	30.7	7.3	1.5%	-9.0%	-
Operating Profit	3.4	3.8	7.2	4.0	0.8	12.0	2.0	-40.6%	158.5%	4.0
Ratio	8.0%	7.8%	7.9%	9.5%	2.0%	6.9%	5.2%			4.7%
Net Income	3.3	3.7	7.1	2.7	1.8	11.5	1.4	-59.3%	-24.2%	2.5
Ratio	7.8%	7.6%	7.7%	6.3%	4.5%	6.6%	3.5%			2.9%

* Figures announced on Aug 2014 without change.

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

Sales and Operating Profit(Quarterly)

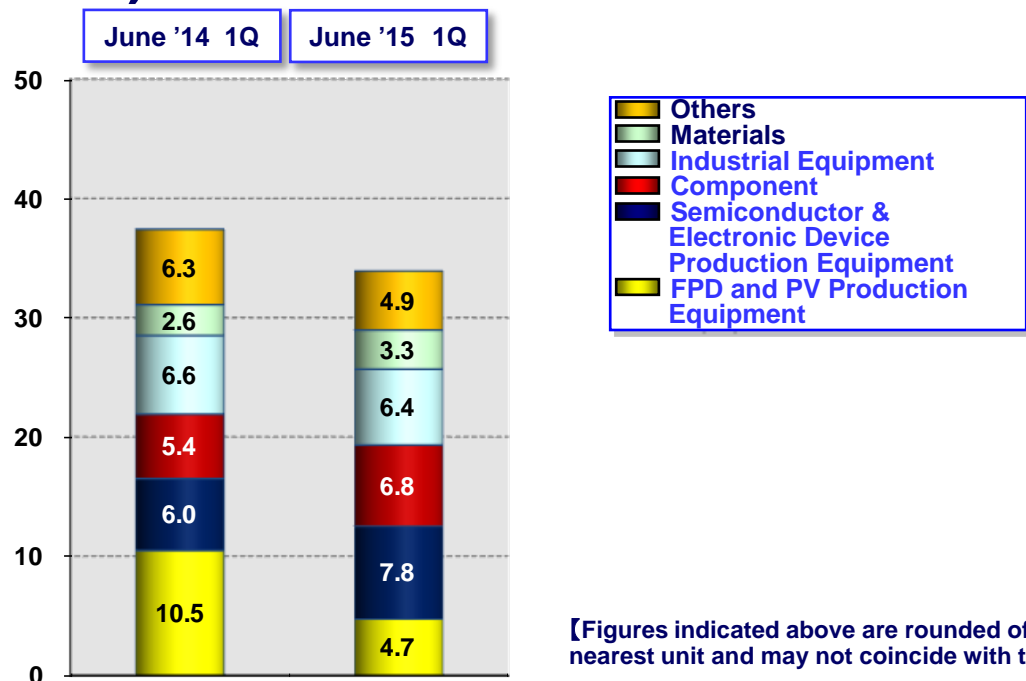
【Unit : Bn. Yen】



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

Orders Received (By segment)

Orders for FPD and PV production equipment decreased in 1Q due to it being a drop-off period in reaction to an increase in investments in large-sized LCDs (liquid crystal display) production equipment in the second half of the previous year. (Going forward, we expect a recovery in orders mainly for small- to medium-sized LCDs production equipment.) Orders for semiconductor & electronic device production equipment and components increased.



【Unit : Bn. Yen】

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

June 2013 1Q (Y-T-D)		
Segment	Order	%
Vacuum Equipment Business	28.5	76%
FPD and PV production equipment	10.5	28%
Semiconductor and Electronic device Production Equipment	6.0	16%
Component	5.4	14%
Industrial Equipment	6.6	18%
Vacuum Application Business	8.9	24%
Materials	2.6	7%
Others	6.3	17%
Total	37.4	100%

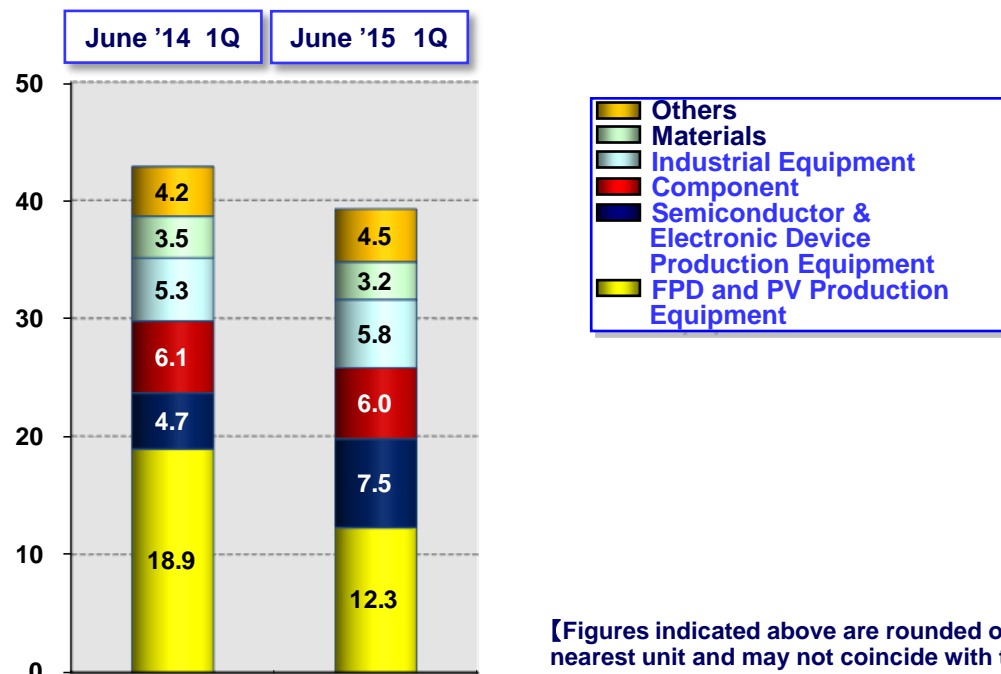
June 2014 1Q (Y-T-D)			Y-o-Y (Changes)
Segment	Order	%	
Vacuum Equipment Business	25.7	76%	-10%
FPD and PV production equipment	4.7	14%	-55%
Semiconductor and Electronic device Production Equipment	7.8	23%	29%
Component	6.8	20%	26%
Industrial Equipment	6.4	19%	-3%
Vacuum Application Business	8.2	24%	-8%
Materials	3.3	10%	27%
Others	4.9	15%	-22%
Total	33.9	100%	-9%

1st Q (June '15) Result

Net Sales(By segment)

Net sales of FPD and PV production equipment decreased temporarily in 1Q due to the timing of orders received in the previous fiscal year (going forward, the orders for large-sized LCDs production equipment that were concentrated in the second half of the previous fiscal year are expected to contribute to sales revenue in 2Q and 3Q).

Net sales of semiconductor & electronic device production equipment increased by approximately 58%, mainly for shipment to Korea and China.



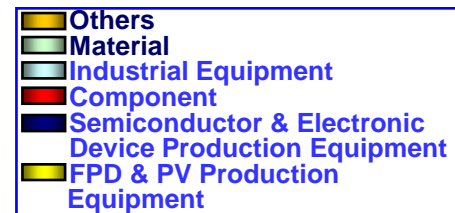
【Figures indicated above are rounded off to the nearest unit and may not coincide with the total.】

【Unit : Bn. Yen】

June 2014 1Q (Y-T-D)		
Segment	Sales	%
Vacuum Equipment Business	35.1	82%
FPD and PV production equipment	18.9	44%
Semiconductor and Electronic device Production Equipment	4.7	11%
Component	6.1	14%
Industrial Equipment	5.3	12%
Vacuum Application Business	7.7	18%
Materials	3.5	8%
Others	4.2	10%
Total	42.8	100%

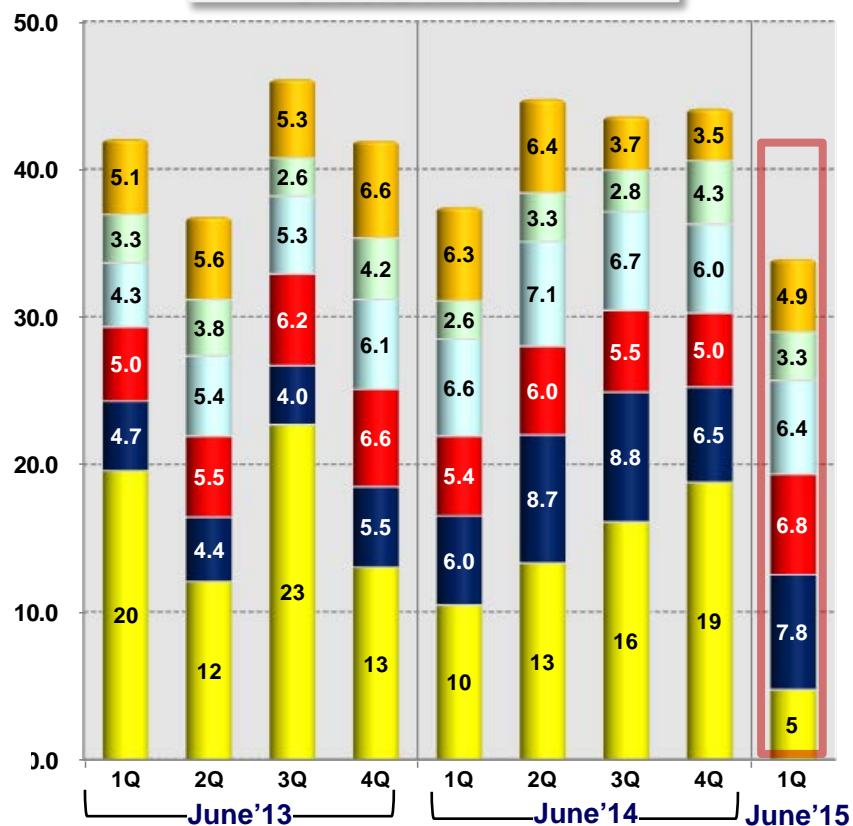
June 2014 1Q (Y-T-D)			Y-o-Y (Changes)
Segment	Sales	%	
Vacuum Equipment Business	31.6	80%	-10%
FPD and PV production equipment	12.3	31%	-35%
Semiconductor and Electronic device Production Equipment	7.5	19%	58%
Component	6.0	15%	-2%
Industrial Equipment	5.8	15%	8%
Vacuum Application Business	7.7	20%	-1%
Materials	3.2	8%	-9%
Others	4.5	11%	7%
Total	39.2	100%	-8%

Orders Received and Net Sales by Segment (Quarterly base)



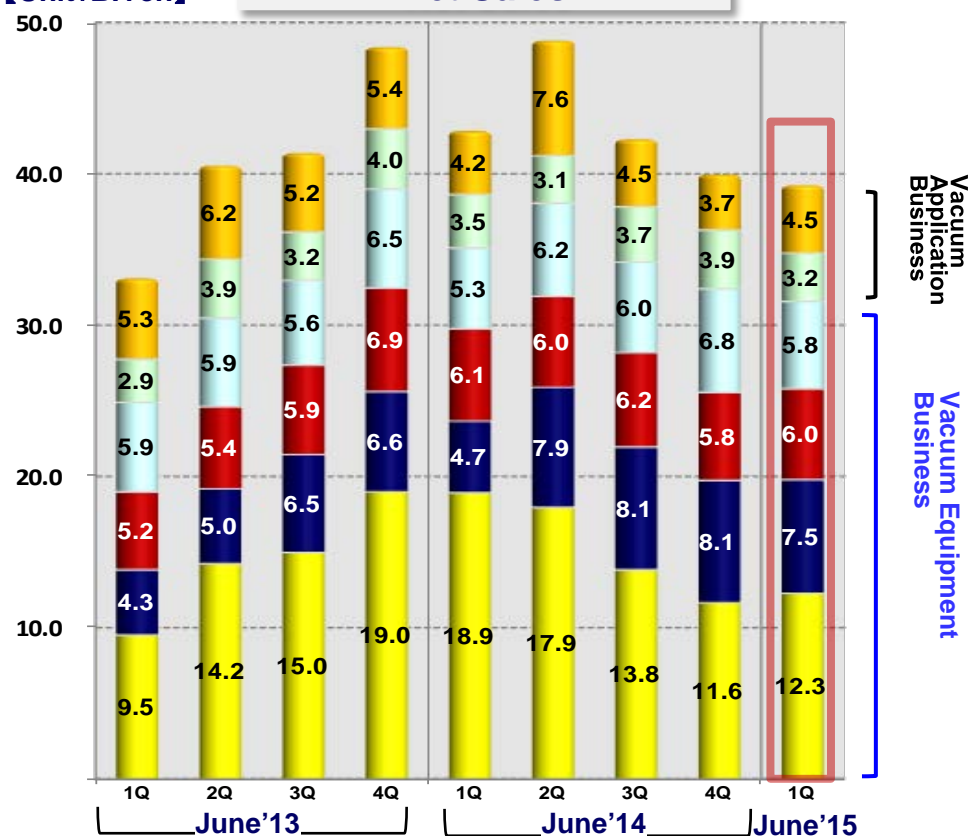
【Unit: B.Yen】

Orders Received



【Unit: B.Yen】

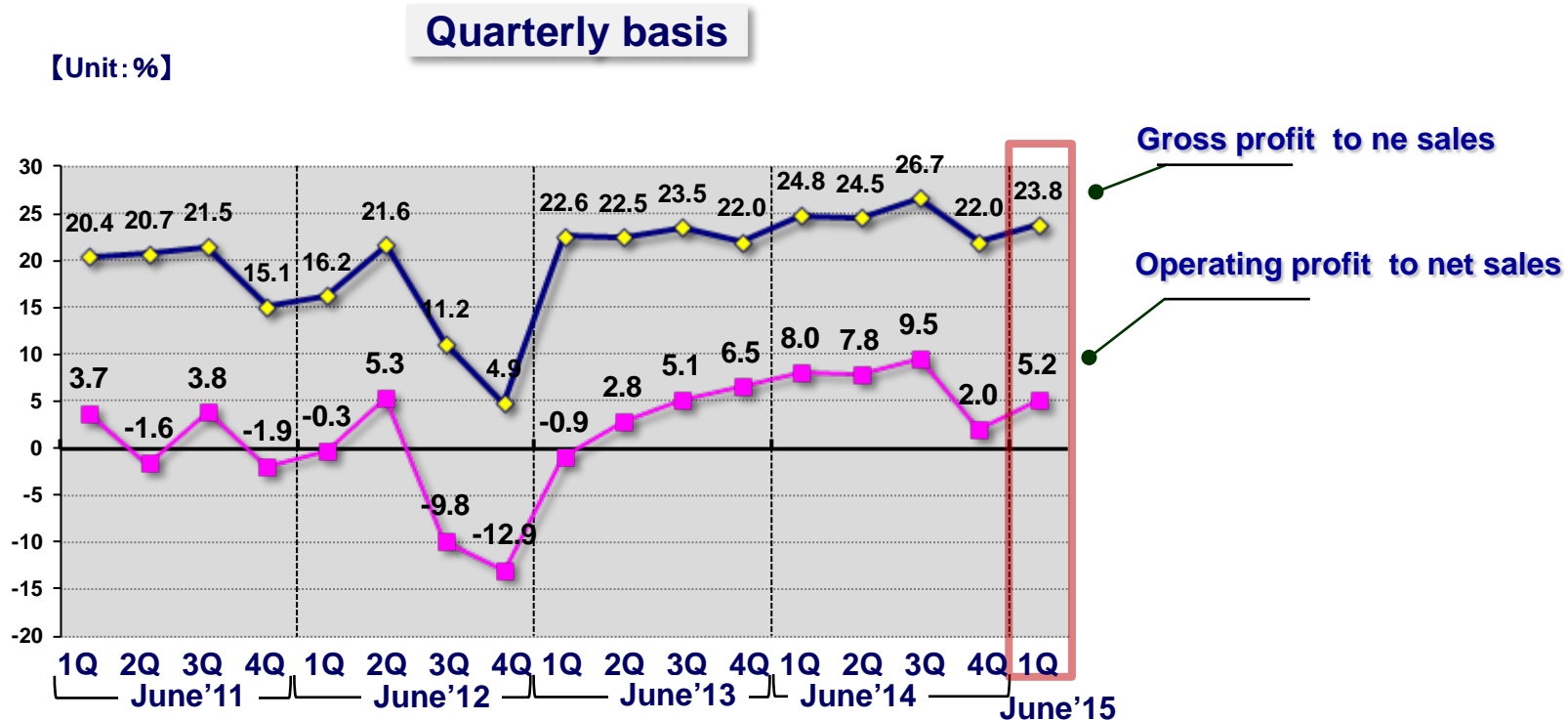
Net Sales



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

Outlook for profitability

Due to a decrease in the number of low-yielding projects related to organic EL display production equipment, which lowered profitability in the previous quarter, both gross profit to net sales and operating profit to net sales improved compared to 4Q in the previous fiscal year.



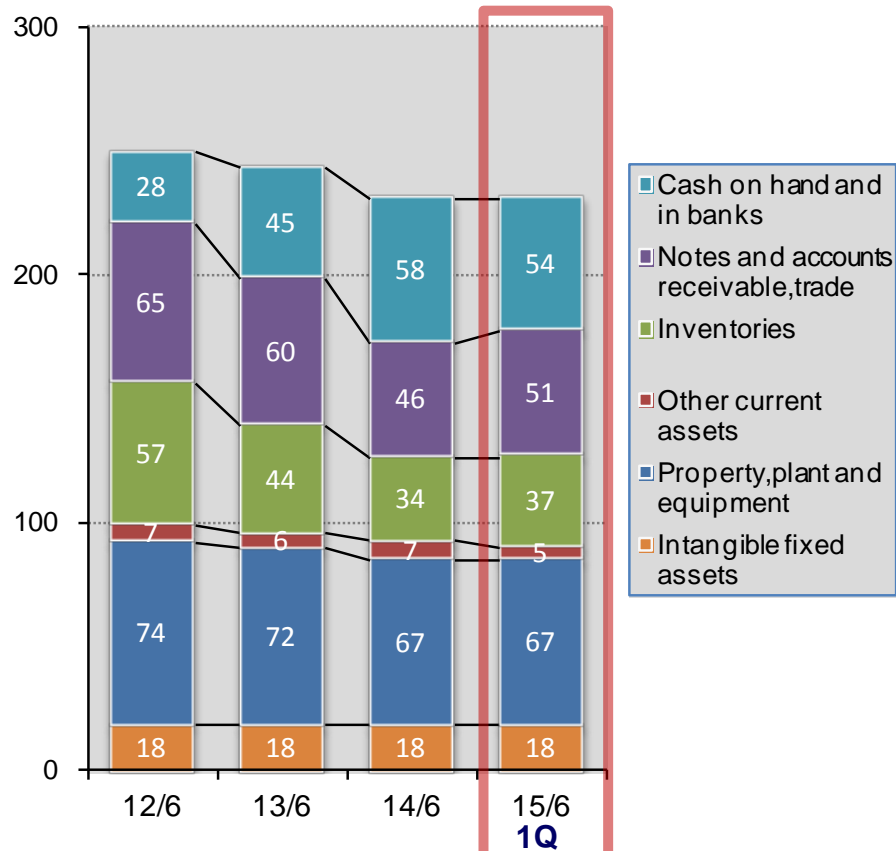
[Figures are rounded off to the first decimal place]

Balance sheet

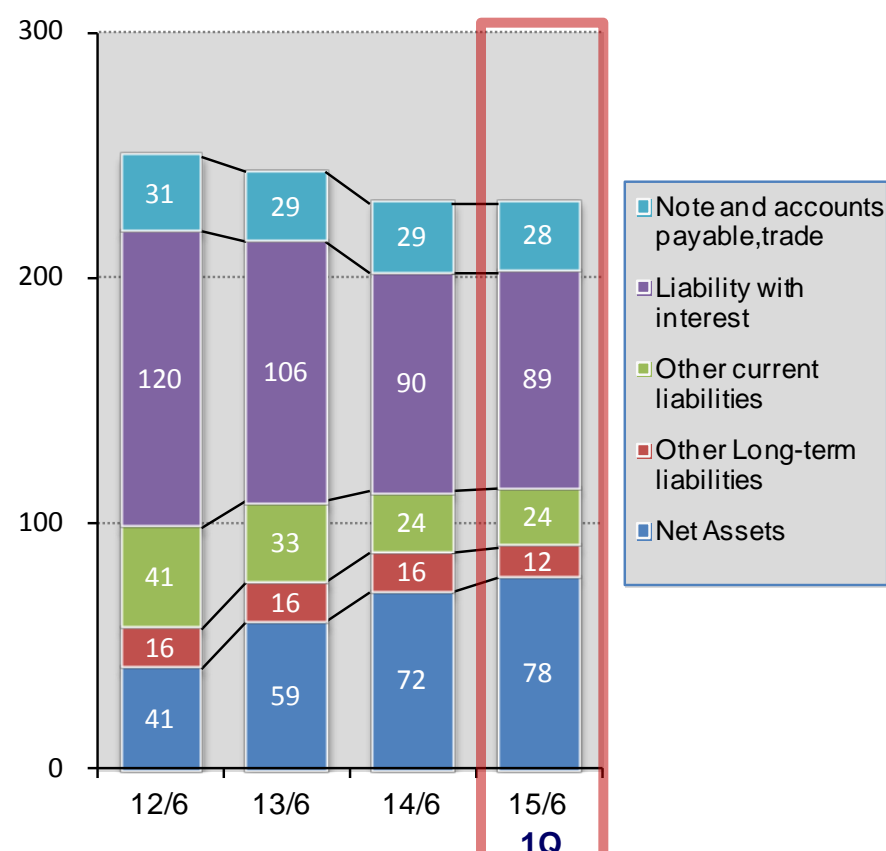
As for assets, cash and bank deposits decreased by 3.9 billion yen, and notes and accounts receivable-trade and inventory increased by 4.2 billion yen and 2.2 billion yen, respectively.
As for liabilities, interest-bearing debts decreased by 0.9 billion yen. As a result, net assets increased by 6.0 billion yen.

Asset

【Unit :Bn.Yen】



Liabilities and Net assets



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

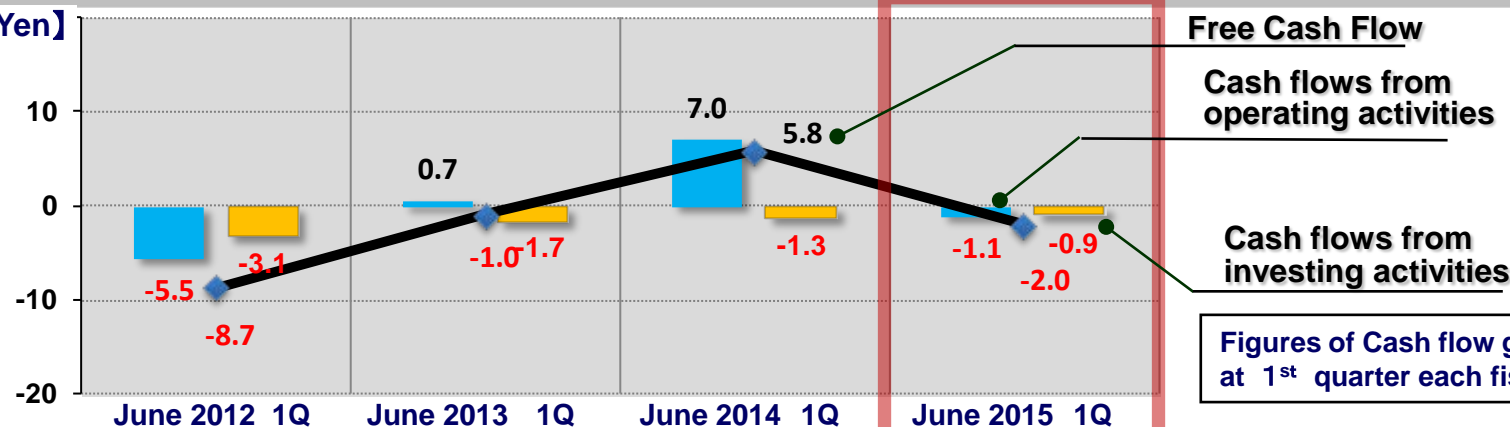
1st Q (June '15) Result

Cash Flow and Liabilities with Interests

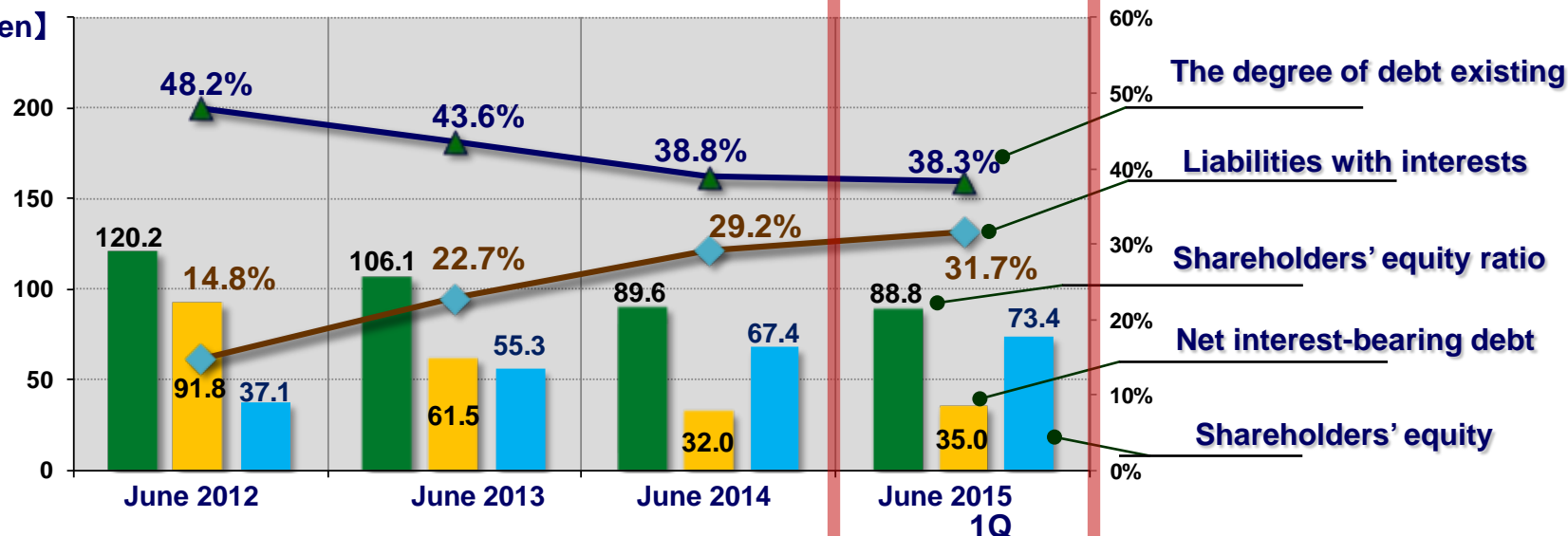
The degree of debt existing dropped compared to the end of the previous fiscal year and the shareholder's equity ratio improved to 31.7%.

Operating activities resulted in a slight net cash outflows due to a temporary increase in operating capital.

【Unit:Bn.Yen】



【Unit:Bn.Yen】



ULVAC

