
Tokyo Seimitsu Co., Ltd.
Summary of FY2019/3 Third Quarter
Business Results
(April 2018 to December 2018)

February 13th, 2019
Tokyo Seimitsu Co., Ltd.
Ticker Symbol: 7729.T

◆ Cautionary Statement with respect to Forward-Looking Statements

- This presentation data contains “forward-looking statements” that are based on current best available information and policies.
- There are various factors such as world economic conditions and semiconductor/automobile market conditions which will directly and indirectly impact the Company’s results in the future.
- As a result, future outcomes may differ from those projected in this presentation.

◆ Wordings and Data in presentation

- Unless otherwise noted, “**SPE**” denotes our Semiconductor Production Equipment Business Segment, “**Metrology** (or **Metr.**)” denotes our Metrology Business Segment, and “**Net Profit**” denotes “Net Profit attributable to the owners of the parent”.
- Information listed in this presentation is summarized in Billions of Yen or percentage except as otherwise noted. As a result, there may be a case where the total of individual amount and total amounts in each matter may differ.

◆ Audit procedure

- This presentation is not subject to audit procedures.

FY2019/3 1Q to 3Q (Apr.-Dec. 2018) Accumulated Business Results

(Billions of Yen)	FY2018/3	FY2019/3	
	1Q to 3Q 9 months	1Q to 3Q 9 months	YoY(%)
Sales	62.9	74.9	+ 19%
SPE Segment	42.9	51.1	+ 19%
Metrology Segment	20.0	23.8	+ 19%
Operating Profit	12.5	15.0	+ 20%
SPE	8.5	9.9	+ 16%
<i>OP Margin</i>	20%	19%	-
Metrology	4.0	5.1	+ 28%
<i>OP margin</i>	20%	22%	-
Recurring Profit	12.7	15.6	+ 23%
Net Profit	9.0	11.4	+ 27%

➤ Increased Sales and Profit YoY in both business segments

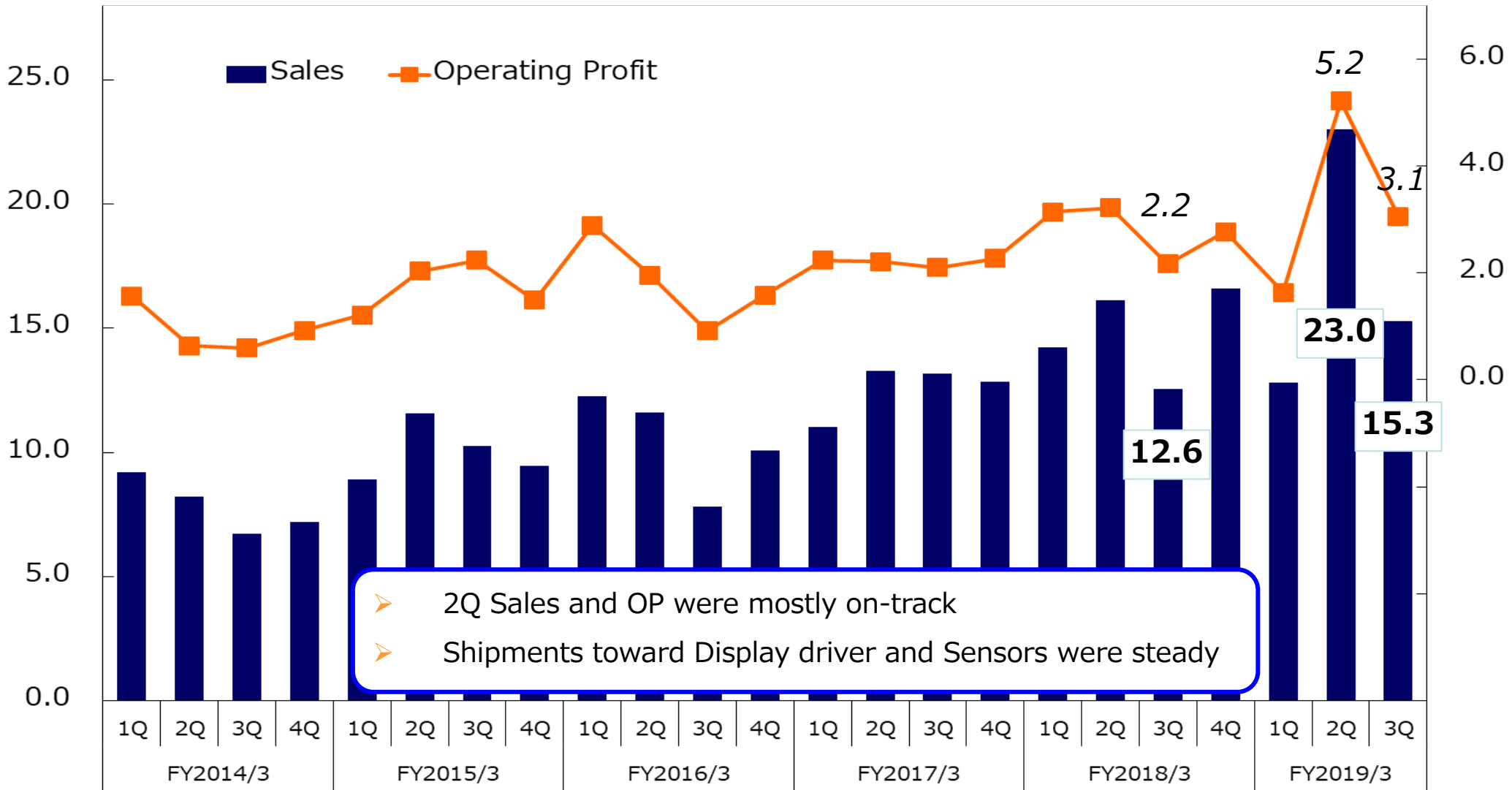
(Billions of Yen)

	FY2018/3				FY2019/3				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	QoQ(%)	YoY(%)
Sales	19.9	23.8	19.2	25.3	19.8	31.4	23.7	- 24%	+23%
SPE	14.2	16.1	12.6	16.6	12.8	23.0	15.3	- 33%	+22%
Metrology	5.7	7.6	6.7	8.7	7.0	8.4	8.4	+1%	+26%
Operating Profit	4.0	4.9	3.6	4.8	3.1	7.1	4.8	- 33%	+32%
SPE	3.1	3.2	2.2	2.8	1.6	5.2	3.1	- 41%	+41%
<i>OP Margin</i>	22%	20%	17%	17%	13%	23%	20%		
Metrology	0.9	1.7	1.4	2.0	1.5	1.9	1.7	- 9%	+ 20%
<i>OP Margin</i>	16%	22%	22%	23%	21%	23%	21%		
Recurring Profit	4.1	4.9	3.6	4.6	3.4	7.4	4.8	- 35%	+32%
Net Profit	2.9	3.5	2.6	3.8	2.6	5.3	3.5	- 35%	+34%

➤ Increased Sales and Profit YoY in both business segments

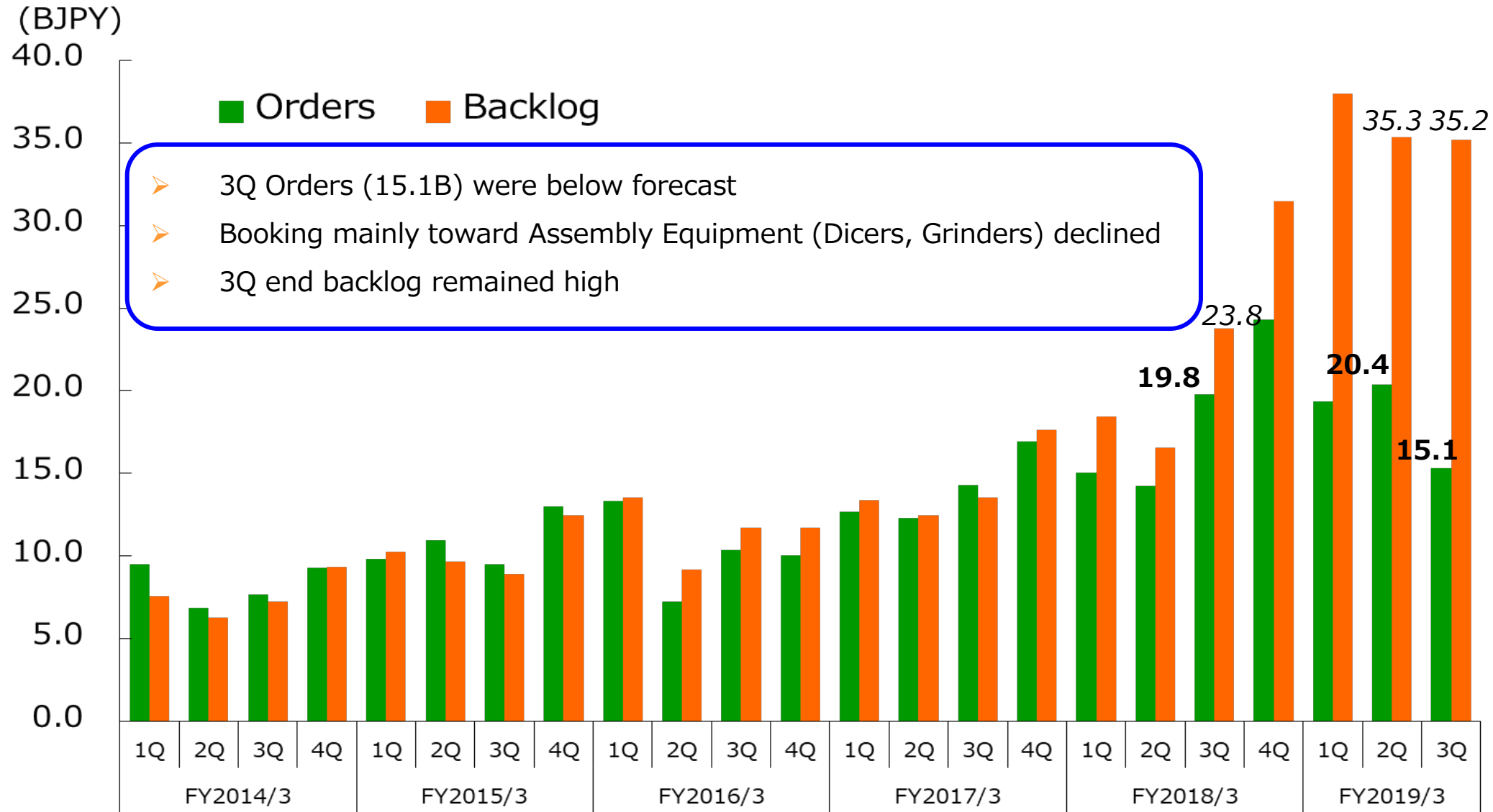
Sales (BJPY)

Operating Profit (BJPY)



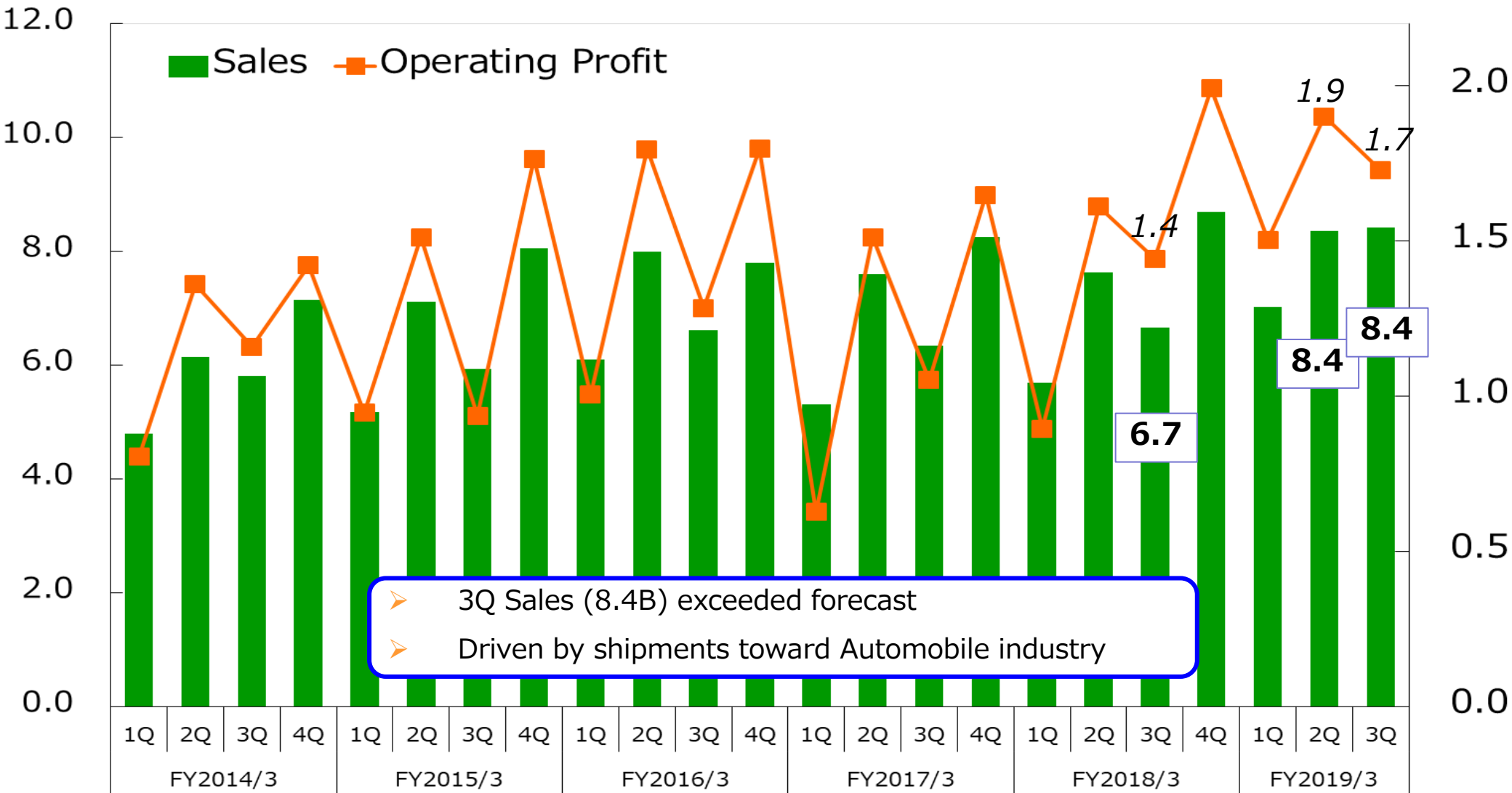
➤ 2Q Sales and OP were mostly on-track
 ➤ Shipments toward Display driver and Sensors were steady

SPE - Order and Backlog

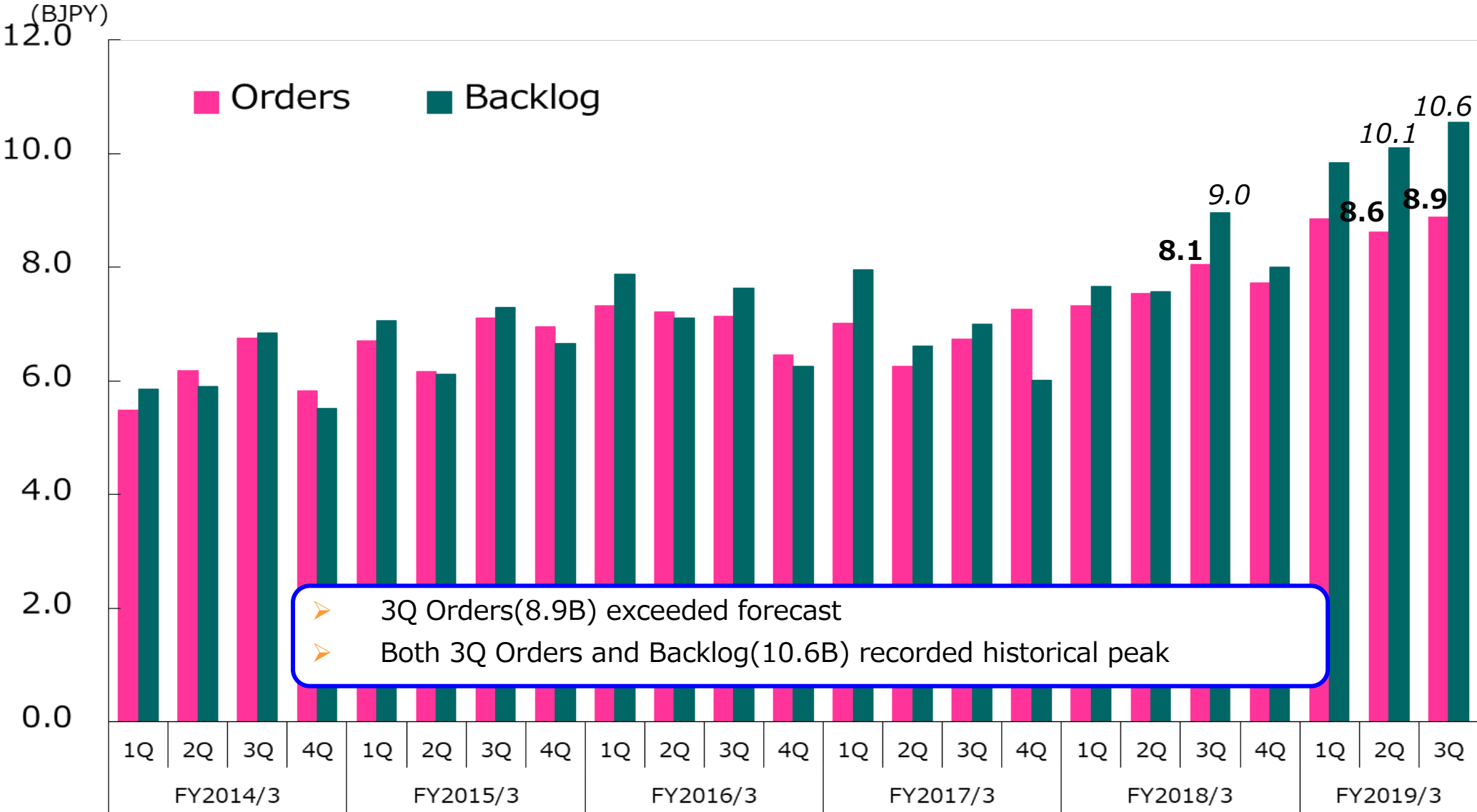


Sales (BJPY)

Operating profit(BJPY)



➤ 3Q Sales (8.4B) exceeded forecast
 ➤ Driven by shipments toward Automobile industry

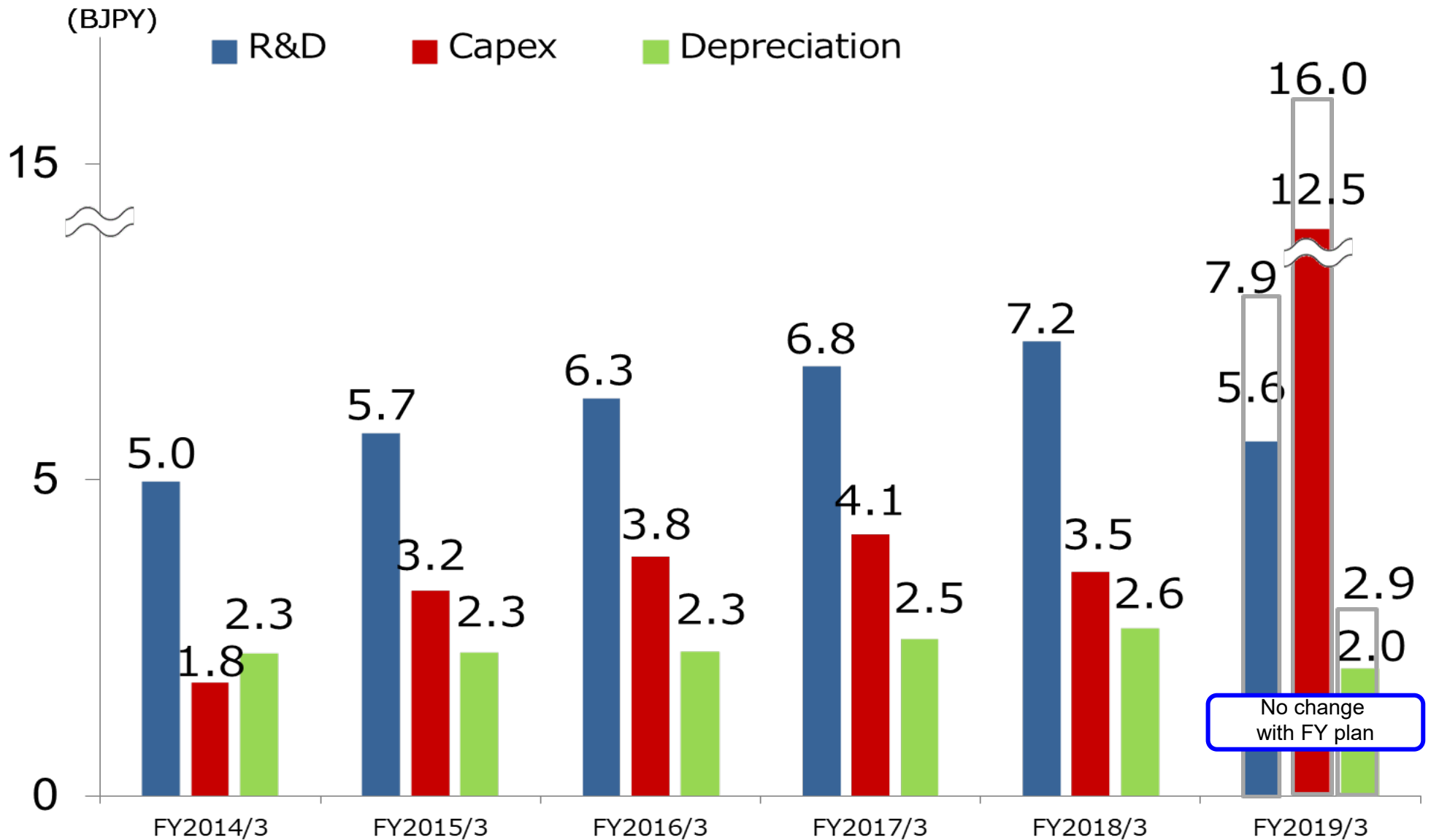


Assets (Billions of Yen)	Mar/E 2018	Dec/E 2018	Diff.	Liabilities, Net Assets (Billions of Yen)	Mar/E 2018	Dec/E 2018	Diff.
Cash	37.2	39.8	+2.6	Accounts Payable(*2)	21.9	27.0	+5.1
Accounts Receivable (*1)	33.4	34.2	+0.7	Short term Debt	1.3	1.3	±0.0
Inventories	22.3	29.1	+6.8	Others	9.6	10.5	+0.9
Others	2.0	1.9	-0.1	Total Current Liabilities	32.8	38.8	+6.0
Total Current Assets	95.0	105.0	+10.0	Total Fixed Liabilities	0.7	8.9	+8.2
Fixed Assets	37.9	47.4	+9.5	Total Liabilities	33.5	47.7	+14.2
Total Assets	132.9	152.4	+19.5	Net Assets	99.4	104.7	+5.3
				Total (int. bearing debt)	132.9 (1.3)	152.4 (11.4)	+19.5 (+10.1)

(*1) Incl. Trade notes and Electronically Recorded Monetary Claims (*2) Incl. Trade notes and Electronically Recorded Obligations-operating

➤ Purchased Land and Buildings of *Hino* Plant (for SPE).

R&D, Capex, Depreciation



Premises of business forecasts for FY2019/3

SPE

- Demand toward SPE is in a declining-mode
- Recovery in short-term is unlikely to realize
- However, our production status remains tight

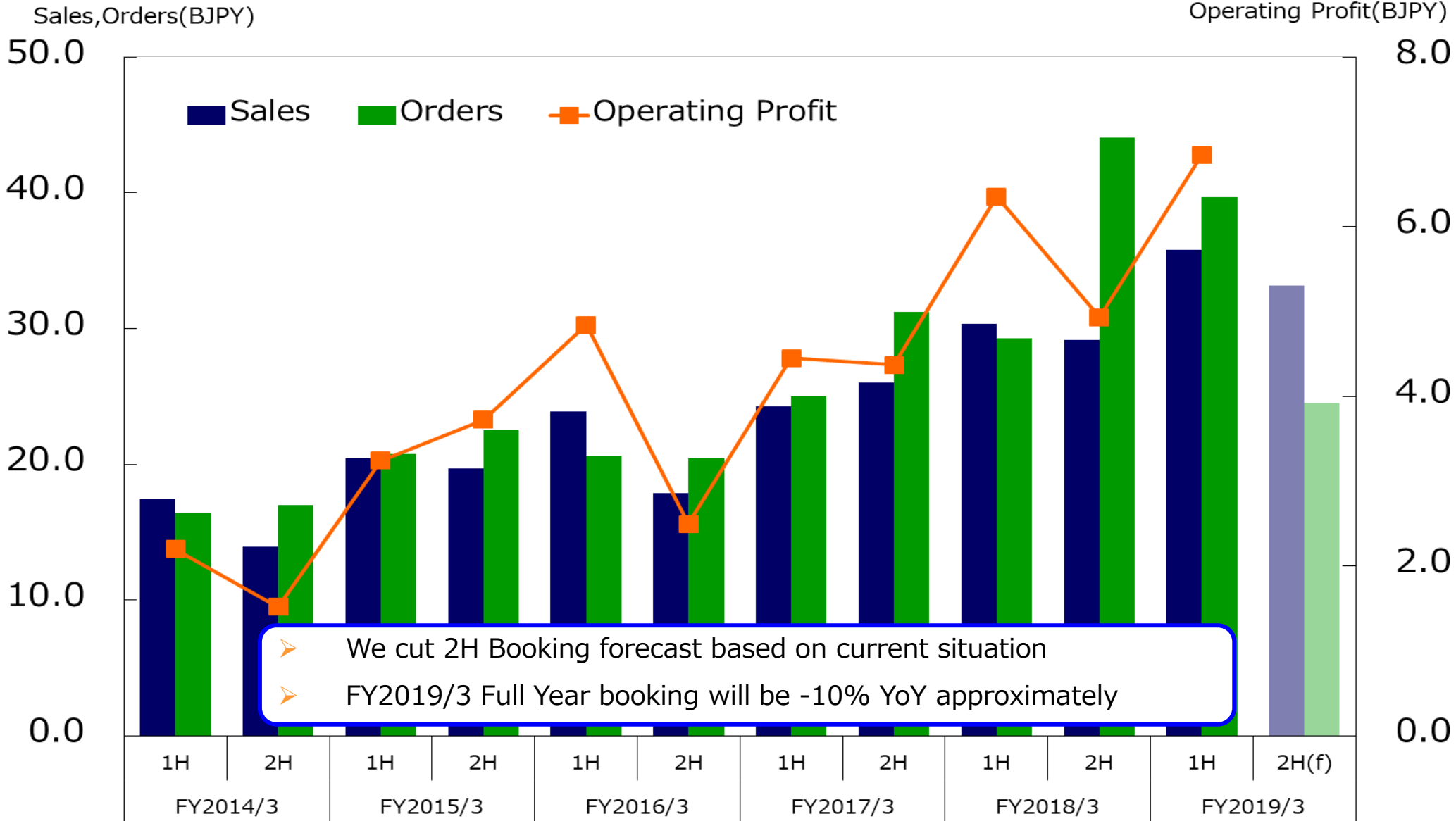
Metrology

- Demand for manufacturing in Japan continues to be active mainly in Automotive related industry
- The influence of US-China trade friction and various trade negotiations to be carefully watched

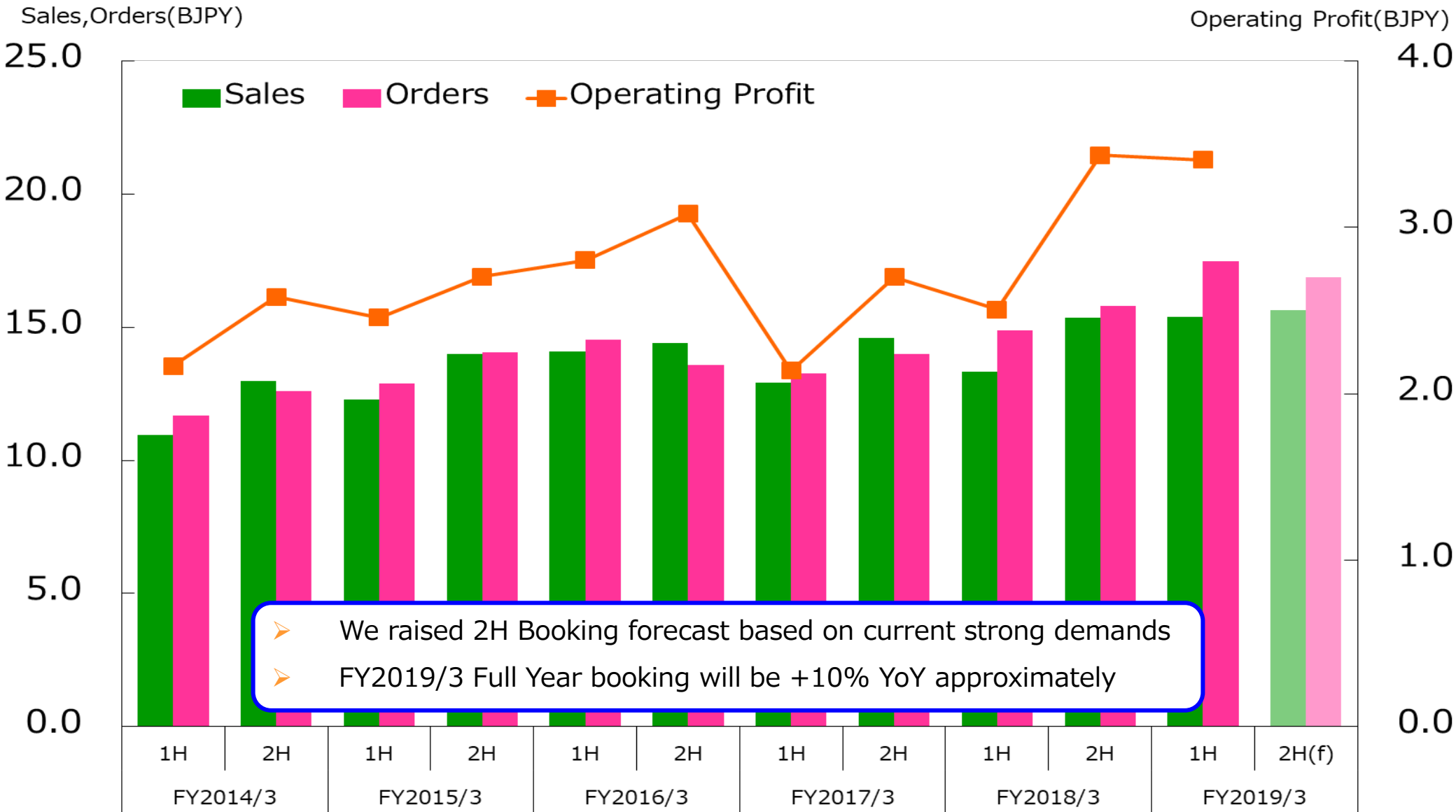
(Billions of Yen except dividend)	FY2019/3	Diff. from prev. forecast
	Full Year Fcst	Full Year
Sales	100.0	±0.0
SPE	69.0	±0.0
Metrology	31.0	±0.0
Operating Profit	18.7	±0.0
OP Margin	19%	-
Recurring Profit	18.9	±0.0
Net Profit	13.6	±0.0
Dividend per share	98 Yen(Ordinary) 20 Yen(Commemorative)	± 0 Yen

Previous announcement: Nov. 13th, 2018

SPE Segment – Sales/Orders trend incl. Forecasts



Metrology Segment – Sales/Orders trend incl. Forecasts



Purchase of shares of FUJITSU TELECOM NETWORKS FUKUSHIMA LIMITED (Feb 1st, 2019)

- **Process of purchasing FTNF's shares completed**
- **FTNF will provide testing Charge/Discharge testing system as a group company of ACCRETECH**
- **FTNF realizes us expanding our "Physical Metrology" into "Electric" ones**
- **Impact to consolidated business results is minimal**



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