

# Tokyo Seimitsu Co., Ltd. Summary of FY2020/3 3<sup>rd</sup> Quarter Business Results (April to December 2019)

February 14<sup>th</sup>, 2020

## ◆ 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, “**Net profit**” denotes Net profit attributable to owner of the parent
- ◆ Information listed in this presentation is summarized in Billions of Yen (**BJPY or B**) 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.

# FY2020/3 3Q Business Results



Accumulated Results (BJPY)	FY2019/3		FY2020/3	
	3Q		3Q	YoY
Orders	81.2		60.8	-25%
Sales	74.9		64.2	-14%
Operating Profit (OP Margin)	15.0 (20%)		9.0 (14%)	-40%
Recurring Profit	15.6		9.2	-41%
Net Profit	11.4		6.5	-43%

Quarter (BJPY)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	QoQ	YoY
Orders	28.2	29.0	24.0	17.7	18.7	19.6	22.5	+14%	-6%
Sales	19.8	31.4	23.7	26.6	18.0	24.0	22.2	-7%	-6%
Operating Profit (OP Margin)	3.1 (16%)	7.1 (23%)	4.8 (20%)	5.2 (20%)	1.8 (10%)	3.8 (16%)	3.4 (15%)	-11%	-29%
Recurring Profit	3.4	7.4	4.8	5.2	1.9	3.8	3.4	-11%	-29%
Net Profit	2.6	5.3	3.5	3.3	1.4	2.8	2.3	-20%	-35%

➤ While Sales and profits decreased, Orders appear to have bottomed out in the 4Q of FY2019/3

# SPE Business Segment Results



Segment Results (Accumulated, BJPY)	FY2019/3				FY2020/3				前四半期比	前年同期比
	3Q				3Q					
Orders	54.8				38.2				-30%	
Sales	51.1				41.6				-19%	
Operating Profit (OP Margin)	9.9 (19%)				5.9 (14%)				-41%	
Quarter (BJPY)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	前四半期比	前年同期比	
Orders	19.3	20.4	15.1	10.5	10.7	12.2	15.4	+26%	+2%	
Sales	12.8	23.0	15.3	18.0	11.7	15.9	14.1	-11%	-8%	
Operating Profit (OP Margin)	1.6 (13%)	5.2 (23%)	3.1 (20%)	3.3 (18%)	1.4 (12%)	2.4 (15%)	2.1 (15%)	-12%	-31%	

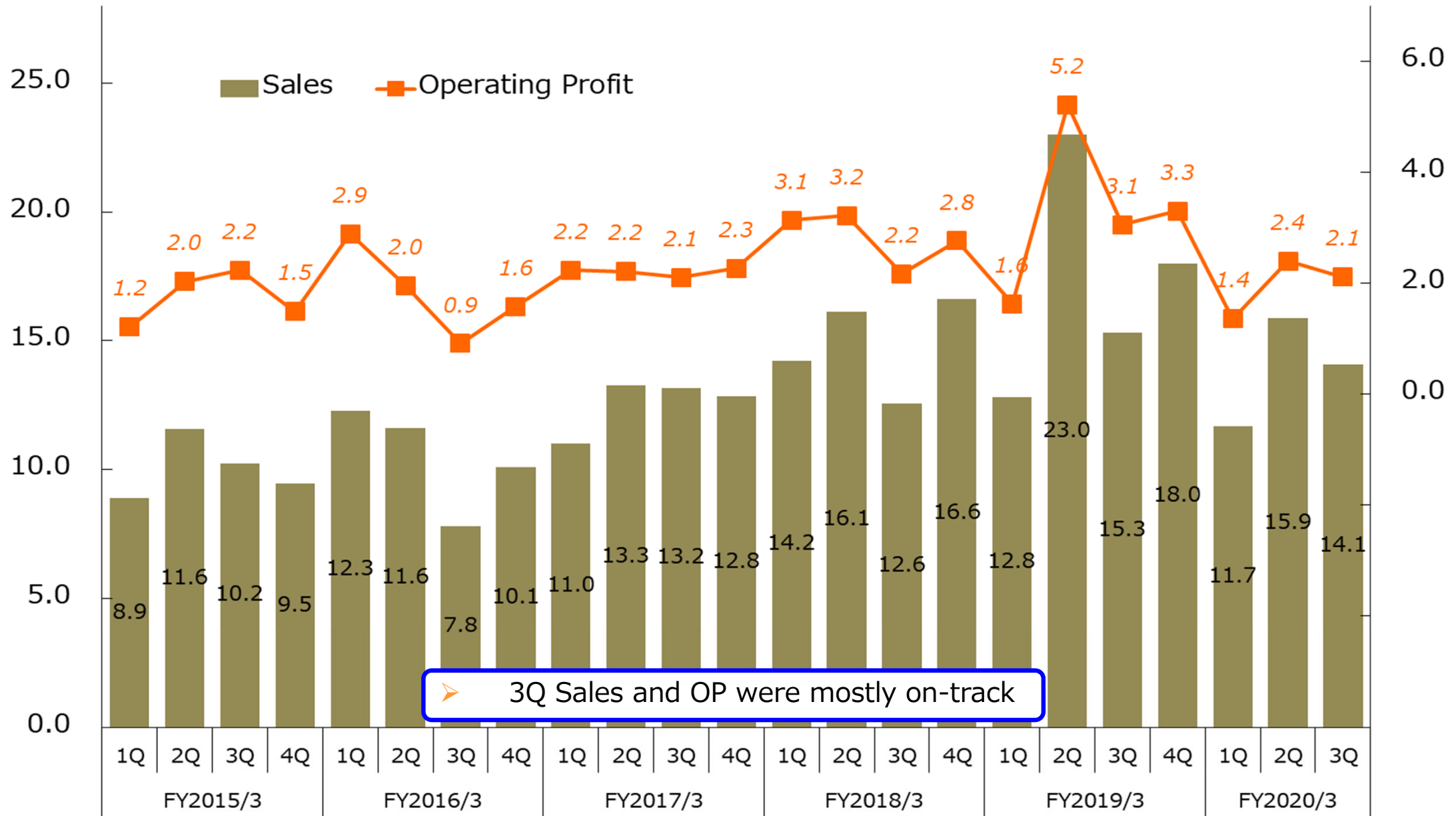
- In 3Q, while Sales and OP decreased YoY and QoQ, Orders recovered to the same level as that of 3Q of FY2019/3

# SPE – Sales and OP



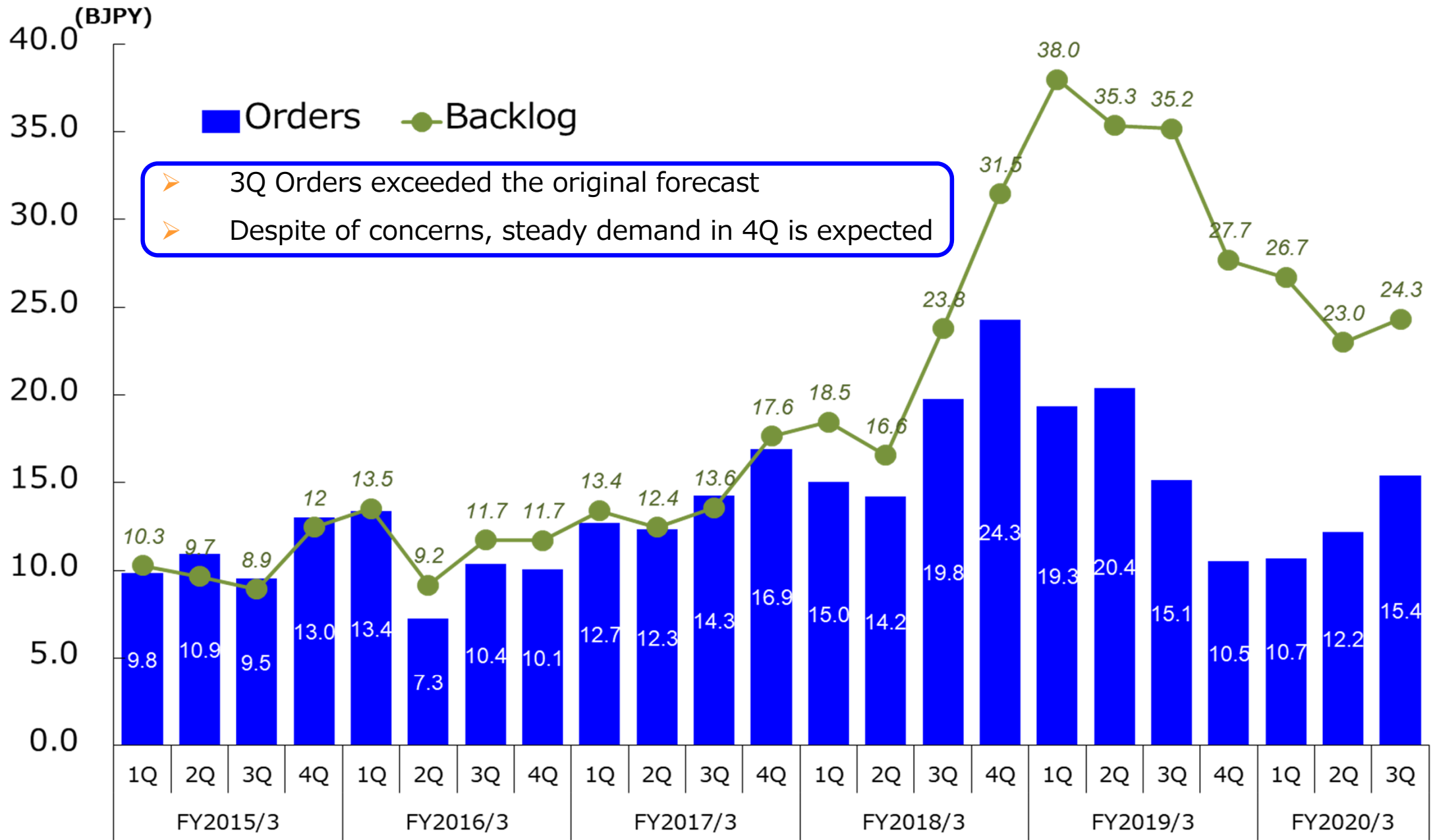
Sales (BJPY)

Operating Profit (BJPY)



3Q Sales and OP were mostly on-track

# SPE – Orders and Backlog



# Metrology Instruments Segment

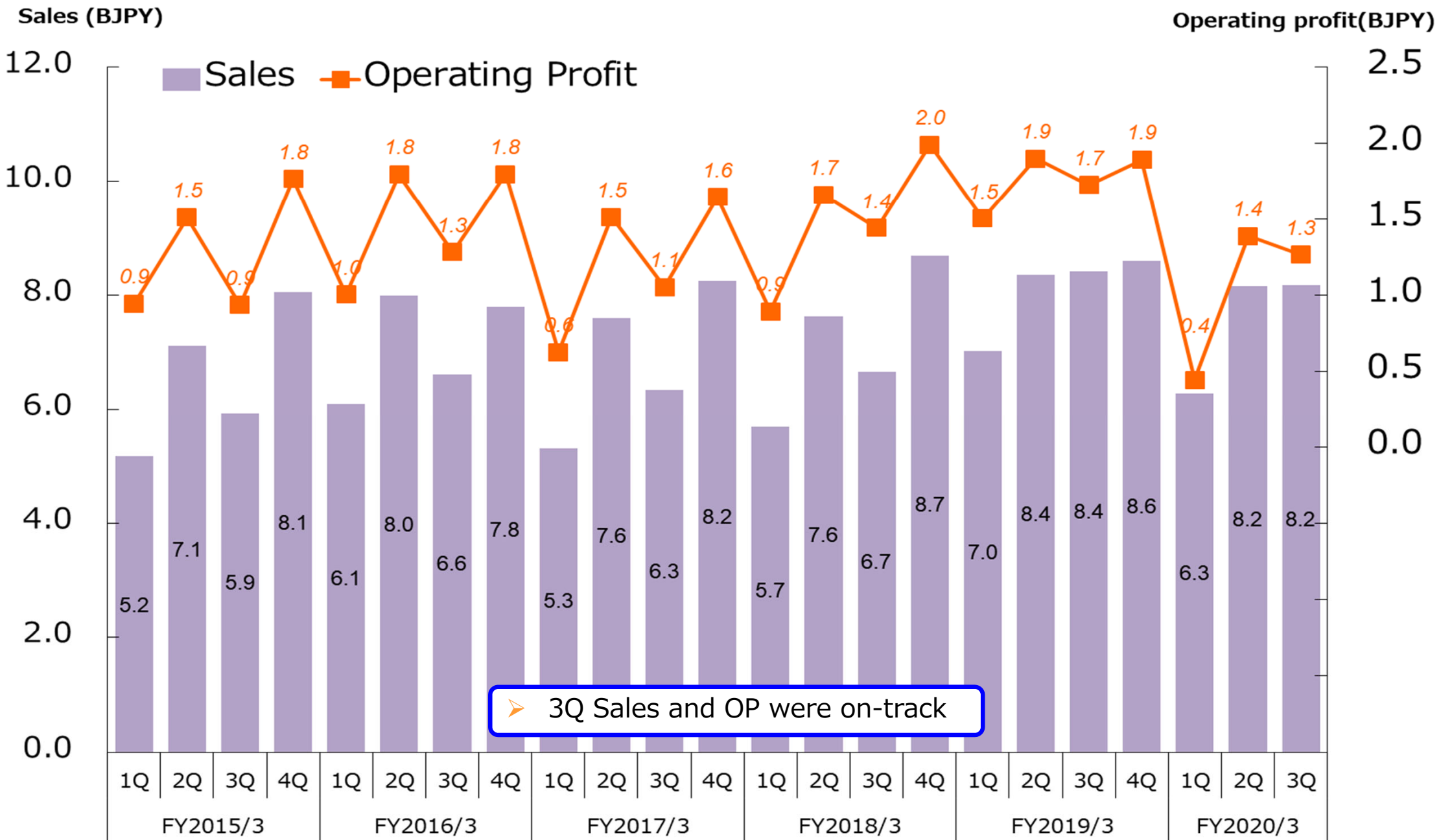


Segment Results (Accumulated, BJPY)	FY2019/3		FY2020/3		
	3Q		3Q		YoY
Orders	26.4		22.5		-15%
Sales	23.8		22.6		-5%
Operating Profit (OP Margin)	5.1 (22%)		3.1 (14%)		-40%

Quarter(BJPY)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	QoQ	YoY
Orders	8.9	8.6	8.9	7.2	8.0	7.4	7.1	-5%	-20%
Sales	7.0	8.4	8.4	8.6	6.3	8.2	8.2	+0%	-3%
Operating Profit (OP Margin)	1.5 (21%)	1.9 (23%)	1.7 (21%)	1.9 (22%)	0.4 (7%)	1.4 (17%)	1.3 (16%)	-9%	-27%

- Customers, mainly from automotive-related industry, remain cautious about their capital investment
- High Backlog kept 3Q Sales at the same level of 2Q

# Metrology – Sales and OP

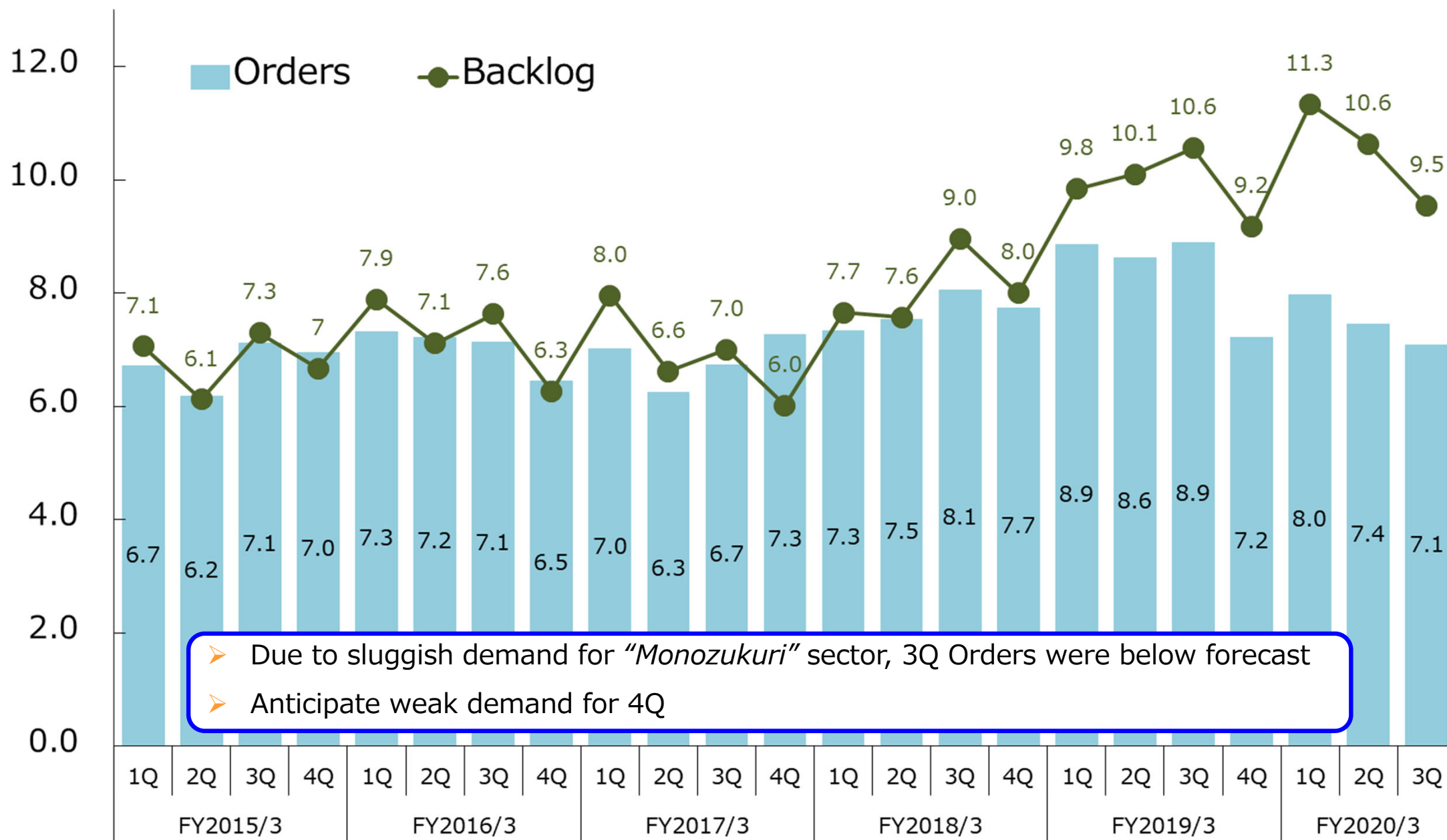




# Metrology – Orders and Backlog



(BJPY)

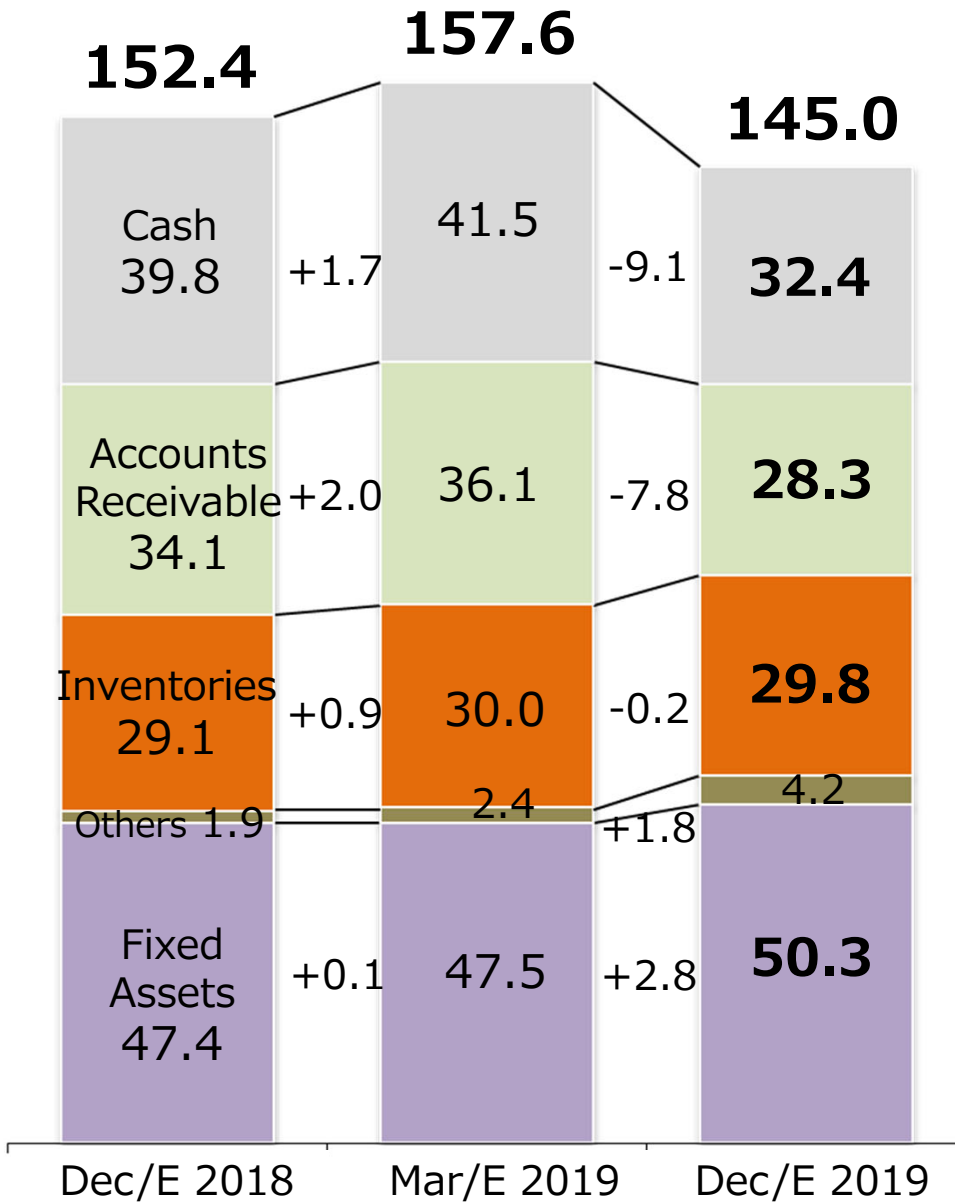


➤ Due to sluggish demand for "Monozukuri" sector, 3Q Orders were below forecast  
➤ Anticipate weak demand for 4Q

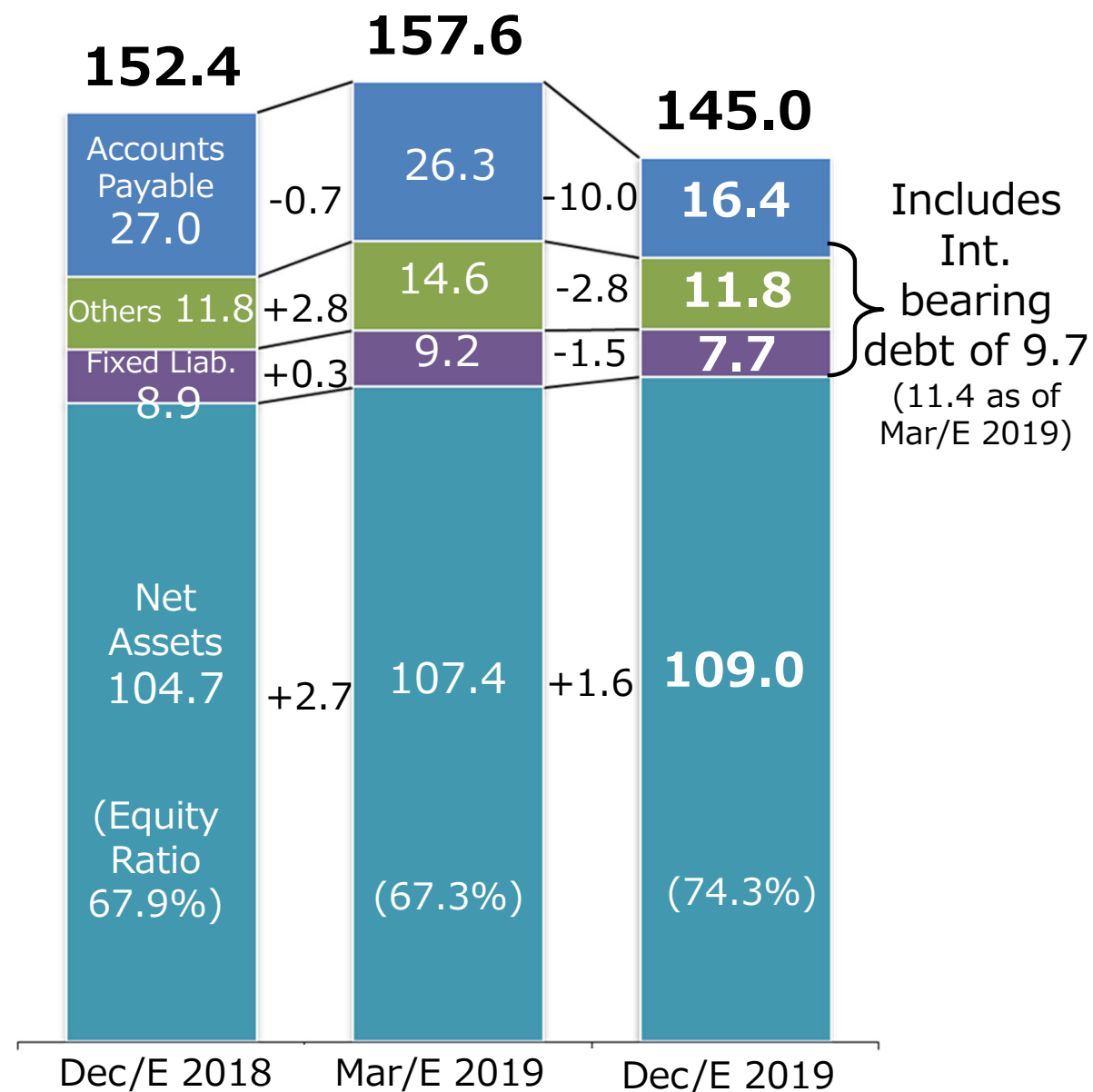
# Balance Sheet



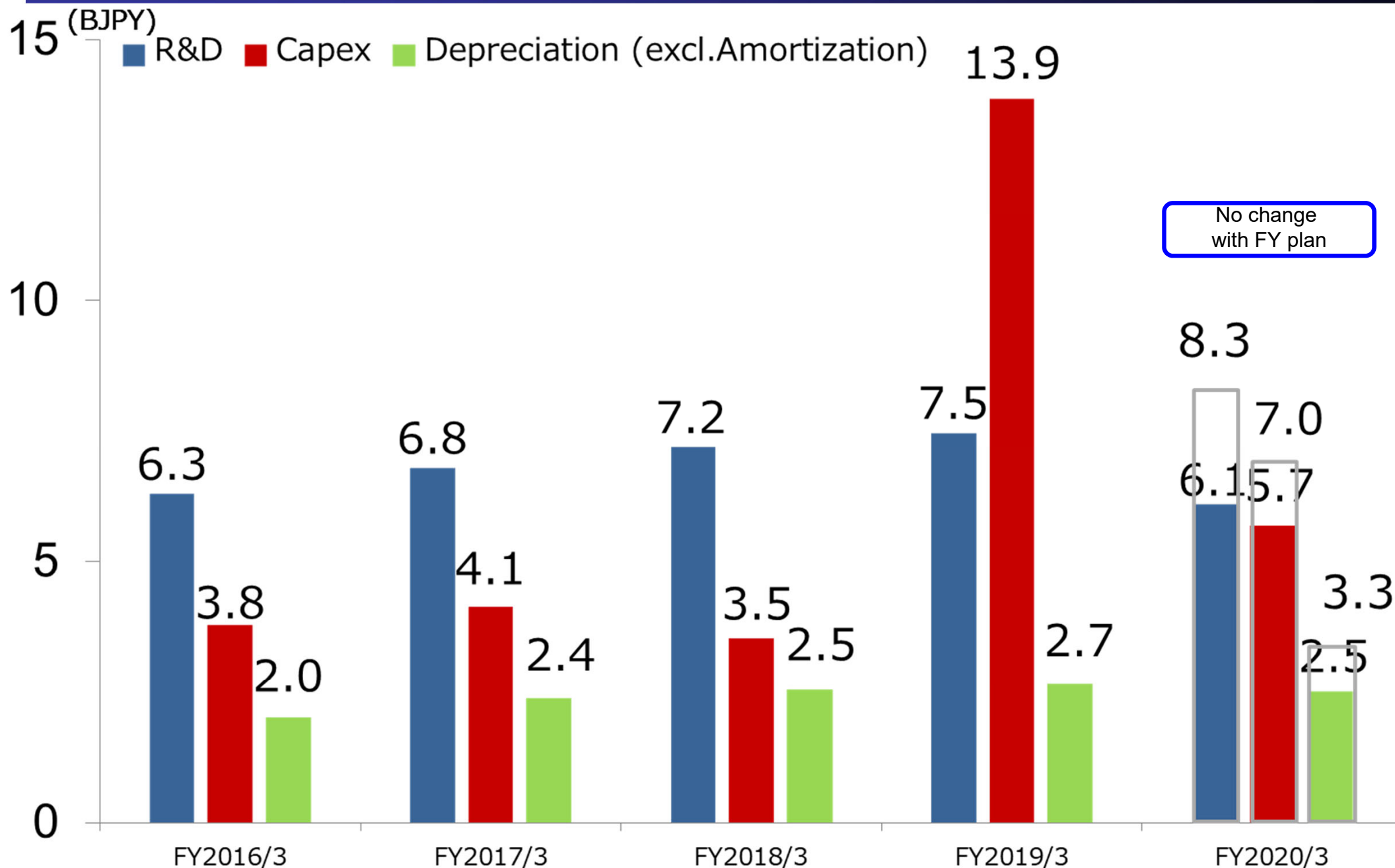
## Assets (BJPY)



## Liabilities and Net Assets (BJPY)



# R&D, Capex and Depreciation



# FY2020/3 Forecast



Full Year Results And Forecast (BJPY)	FY2019/3		FY2020/3		
	FY		FY(f)	Vs prev. Forecast	YoY
<b>Sales</b>	<b>101.5</b>		<b>86.0</b>	<b>±0</b>	<b>-15%</b>
<b>Operating Profit (OP Margin)</b>	<b>20.2 (20%)</b>		<b>12.0 (14%)</b>	<b>±0</b>	<b>-41%</b>
<b>Recurring Profit</b>	<b>20.8</b>		<b>12.1</b>	<b>±0</b>	<b>-42%</b>
<b>Net Profit</b>	<b>14.7</b>		<b>9.0</b>	<b>±0</b>	<b>-39%</b>
<b>Dividend per Share</b>	<b>125 Yen (incl. 20Yen commemorative)</b>		<b>76 Yen</b>	<b>±0</b>	<b>-49 Yen</b>

## Per Segment

<b>(SPE)</b>	Orders	65.3			
	Sales	69.1	<b>55.0</b>	<b>±0</b>	<b>-20%</b>
<b>(Metr.)</b>	Orders	33.6			
	Sales	32.4	<b>31.0</b>	<b>±0</b>	<b>-4%</b>

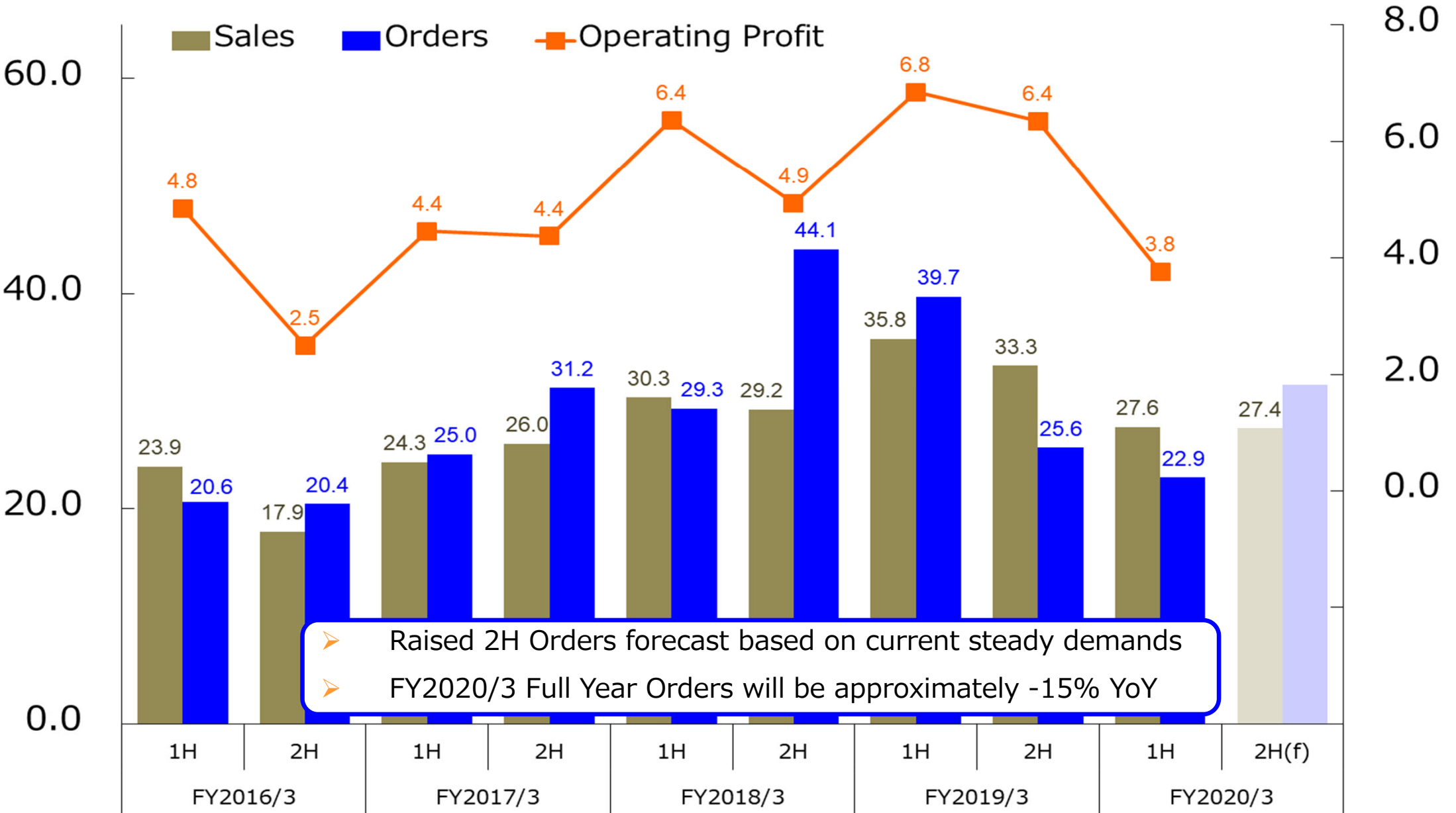
➤ No change in forecast previously announced on November 8<sup>th</sup>, 2019

# SPE – Sales/Orders incl. Forecasts



Sales,Orders(BJPY)

Operating Profit(BJPY)

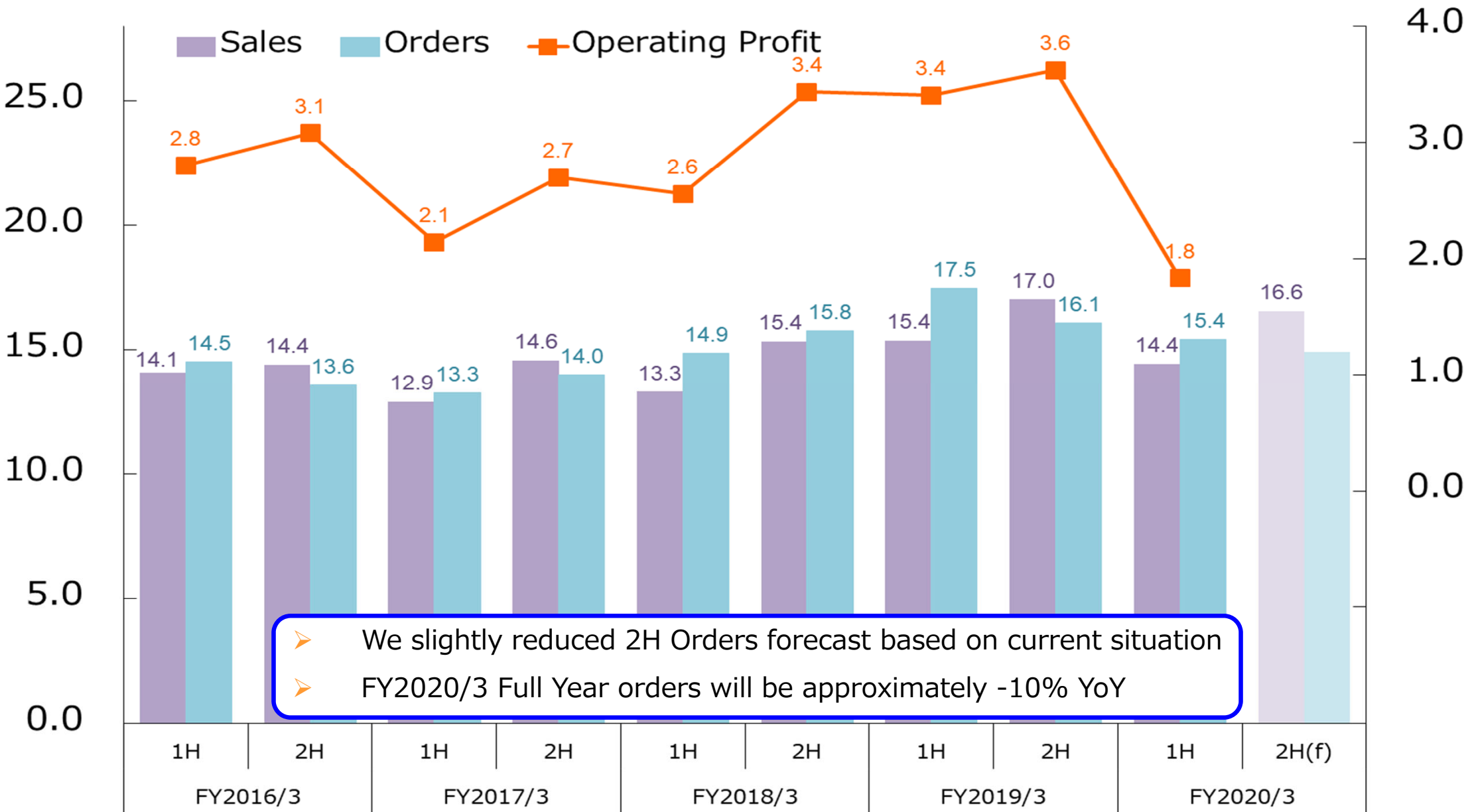


# Metrology – Sales/Orders incl. Forecasts



Sales,Orders(BJPY)

Operating Profit(BJPY)





<https://www.accretech.jp/>

<https://ir.accretech.jp/ja/index.html>



# Supplementary Data



# Segment Information



	(BJPY)	Fiscal Year				Quarter							
		FY2017/3	FY2018/3	FY2019/3	FY2020/3 (3Q)	FY2019/3				FY2020/3			
						1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Orders	SPE	56.232	73.327	65.335	38.247	19.339	20.360	15.120	10.515	10.694	12.177	15.375	
	Metr.	27.254	30.651	33.573	22.507	8.859	8.621	8.880	7.212	7.974	7.446	7.086	
	Total	83.487	103.979	98.909	60.754	28.199	28.981	24.000	17.727	18.668	19.624	22.461	
Backlog	SPE	17.647	31.452	27.670	24.303	37.969	35.333	35.152	27.670	26.689	22.991	24.303	
	Metr.	6.015	7.996	9.165	9.538	9.837	10.100	10.555	9.165	11.333	10.623	9.538	
	Total	23.663	39.448	36.836	33.842	47.806	45.434	45.707	36.836	38.022	33.615	33.842	
Sales	SPE	50.291	59.523	69.117	41.614	12.822	22.996	15.301	17.996	11.676	15.874	14.063	
	Metr.	27.501	28.671	32.403	22.613	7.018	8.357	8.426	8.601	6.285	8.157	8.170	
	Total	77.792	88.194	101.520	64.228	19.841	31.353	23.727	26.598	17.962	24.031	22.233	
OP	SPE	8.820	11.292	13.195	5.869	1.630	5.215	3.053	3.296	1.358	2.399	2.111	
	Metr.	4.839	5.990	7.025	3.095	1.503	1.901	1.727	1.893	0.443	1.387	1.265	
	Total	13.659	17.283	20.221	8.965	3.134	7.116	4.780	5.190	1.802	3.786	3.376	
OP Margin	SPE	17.5%	19.0%	19.1%	14.1%	12.7%	22.7%	20.0%	18.3%	11.6%	15.1%	15.0%	
	Metr.	17.6%	20.9%	21.7%	13.7%	21.4%	22.8%	20.5%	22.0%	7.1%	17.0%	15.5%	
	Total	17.6%	19.6%	19.9%	14.0%	15.8%	22.7%	20.1%	19.5%	10.0%	15.8%	15.2%	

# Statements of Income



(BJPY)	Fiscal Year				Quarter							
	FY2017/3	FY2018/3	FY2019/3	FY2020/3 (3Q)	FY2019/3				FY2020/3			
					1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net Sales	77.792	88.194	101.520	64.228	19.841	31.353	23.727	26.598	17.962	24.031	22.233	
Cost of goods sold	48.152	53.818	60.430	38.907	11.933	18.926	13.614	15.954	10.862	14.687	13.357	
Gross Profit on Sales	29.640	34.375	41.090	25.320	7.907	12.426	10.112	10.644	7.100	9.344	8.876	
Selling, general and administrative expenses	15.981	17.092	20.869	16.355	4.773	5.309	5.331	5.454	5.297	5.557	5.499	
Operating profit	13.659	17.283	20.221	8.965	3.134	7.116	4.780	5.190	1.802	3.786	3.376	
Non-operating income	0.318	0.170	0.688	0.312	0.235	0.303	0.029	0.121	0.131	0.078	0.102	
Non-operating expenses	0.112	0.138	0.104	0.109	0.014	0.008	0.011	0.069	0.038	0.018	0.051	
Recurring Profit	13.864	17.316	20.805	9.168	3.354	7.411	4.798	5.241	1.895	3.846	3.426	
Extraordinary gains	0.583	0.004	0.058	0.055	0.002	-	-	0.055	0.002	0.010	0.043	
Extraordinary losses	0.032	0.002	0.419	0.042	-	-	-	0.419	-	-	0.042	
Profit before income taxes and minority interests	14.415	17.318	20.443	9.181	3.357	7.411	4.798	4.877	1.897	3.856	3.427	
Total Income tax and others	4.464	4.542	5.719	2.668	0.790	2.056	1.290	1.582	0.505	1.009	1.153	
Net Profit attributable to Owners of the Parent	9.909	12.717	14.665	6.543	2.551	5.340	3.484	3.288	1.402	2.859	2.281	
Net Profit per Share (Yen)	239.32	306.41	352.92	157.18	61.43	128.52	83.84	79.12	33.70	68.69	54.80	
Net Profit per Share (diluted) (Yen)	237.80	304.02	350.23	156.14	-	-	-	-	-	-	-	

# Balance Sheet



(BJPY)		FY2017/3	FY2018/3	FY2019/3	FY2020/3 (3Q)
Current Assets	Cash and cash equivalents	33.853	37.220	41.518	32.384
	Accounts Receivable ※1	28.409	33.439	36.146	28.296
	Inventories	17.313	22.325	29.995	29.810
	Others	3.215	3.364	2.434	4.230
	Total	82.792	96.349	110.094	94.722
Total Fixed Assets		31.670	36.645	47.478	50.260
Total Assets		114.463	132.995	157.573	144.983
Current Liabilities	Accounts Payable ※2	15.789	21.870	26.328	16.438
	Others	10.781	10.936	14.620	11.804
	Total	26.570	32.807	40.948	28.243
Total long-term liabilities		0.698	0.833	9.220	7.742
Total Liabilities		27.269	33.640	50.169	35.986
Total Net Assets		87.194	99.354	107.403	108.997
Total Liabilities and Net Assets		114.463	132.995	157.573	144.983
Total interest-bearing debt		1.332	1.351	11.415	9.667
Equity Ratio(%)		75.5%	74.0%	67.3%	74.3%
ROE(%)		12.0%	13.8%	14.4%	-

※1: Incl. Electronically recorded monetary claims

※2: Incl. Electronically recorded obligations—operating

# Expenses and Cash Flows



(BJPY)	FY2017/3	FY2018/3	FY2019/3	FY2020/3 (3Q)
R&D expenses	6.791	7.194	7.469	6.102
Capex	4.145	3.547	13.872	5.691
Depreciation (excl. Amortization)	2.380	2.541	2.655	2.505

(BJPY)	FY2017/3	FY2018/3	FY2019/3	FY2020/3 (1H)
Cash flows from operating activities	12.809	10.931	12.932	2.157
Cash flows from investing activities	-3.486	-4.649	-13.952	-2.789
Free cash flows	9.322	6.281	-1.020	-0.631
Cash flows from financing activities	-2.953	-3.163	5.443	-3.786
Adjustments	-0.130	0.147	-0.223	-0.297
Cash and cash equivalents at the end of year	33.825	37.090	41.290	36.574