# Full-Year Financial Results 

Fiscal Year 2005
(Ending March 2006)

April 25, 2006

## SEIKO EPSON CORPORATION

## Disclaimer

When reviewing this information please note that the information was created as of the date of the information, should be considered in the context of the circumstances prevailing at that time and is only correct as of that date. The information contains certain forward-looking statements that are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. Such risks and uncertainties include, but are not limited to, the competitive environment, market trends, general economic conditions, exchange rate fluctuations and our ability to continue to timely introduce new products and services.

This report is a simple translation of the Japanese version of full year financial results of FY2005 explanatory presentation prepared in Japanese. No reclassification nor rearrangement has been made.

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## President <br> 1. Overview <br> Seiji Hanaoka

$$
\begin{aligned}
& \text { 2. Detailed Managing Director } \\
& \text { Explaration Kenji Kubota }
\end{aligned}
$$

## Net Sales (Full Year) by business segment



## Operating Income (Full Year)

by business segment


## FY2006 Business Outlook by business segment



## FY2006 Business Outlook Highlights

(Actual / Outlook)
Operating income (Billions of yen)


## Achieving the FY2006 Business Outlook

Mid-Range Business Plan: Creativity and Challenge 1000

| Reform the management <br> structure and drive <br> innovations in management |
| :---: |

## Achieve the FY2006 plan

## Epson Group <br> Mid-Range Business Policies

5 Reform the corporate culture
Reform the executive remuneration system

Change the mindset of all employees

1. Oyervieys

## President

## Seiji Hanaoka

2. Detailed

Explanation
Managing Director Kenji Kubota

1) FY2005 Full-Year Financial Results
2) FY2006 Eusiriess Outlook

| (Billions of yen) | FY2004 |  | FY2005 |  |  |  | Change (amount, \%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Actual | \% | $\begin{gathered} 3 / 16 \\ \text { Outlook } \end{gathered}$ | \% | Actual | \% | Yoy | $\begin{aligned} & \text { Vs. } \\ & \text { previous } \\ & \text { outlook } \end{aligned}$ |
| Net sales | 1,479.7 | - | 1,553.0 | - | 1,549.5 | - | $\begin{aligned} & +69.8 \\ & +4.7 \% \end{aligned}$ | $\begin{array}{r} -3.4 \\ -0.2 \% \end{array}$ |
| Operating income | 90.9 | 6.1\% | 24.0 | 1.5\% | 25.7 | 1.7\% | $\begin{array}{r} -65.2 \\ -71.7 \% \end{array}$ | $\begin{array}{r} +1.7 \\ +7.3 \% \end{array}$ |
| Ordinary income | 85.3 | 5.8\% | 26.0 | 1.7\% | 27.9 | 1.8\% | $\begin{array}{r} -57.3 \\ -67.2 \% \end{array}$ | $\begin{array}{r} +1.9 \\ +7.6 \% \end{array}$ |
| Net income before income | 73.6 | 5.0\% | -22.0 | -1.4\% | -20.0 | -1.3\% | -93.6 | +1.9 |
| Net income | 55.6 | 3.8\% | -23.0 | -1.5\% | -17.9 | -1.2\% | -73.6 - | +5.0 |
| EPS | ¥283.60 |  | - 7117.13 |  | -¥91.24 |  |  |  |
| 器USD | $¥ 107.55$ |  | 7113.00 |  | 7113.31 |  |  |  |
| \% ${ }_{\text {¢ }}^{\text {O}}$ | $¥ 135.19$ |  | $¥ 137.00$ |  | 7137.86 |  |  |  |

## Net Sales Comparison (Full Year)

- Information-related equipment



## Net Sales Comparison (Full Year)

Electronic device


## Statistics of Balance Sheet Items



Inventories


## Statistics of Balance Sheet Items

Interest-bearing liabilities \& ratio of interest-bearing liabilities


Shareholder's equity \& equity ratio


## Fourth Quarter Financial Highlights

Versus the year-ago period

|  | FY2004 |  | FY2005 |  | Change |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (Billions of | 4Q Actual | \%/Sales | 4Q Actual | $\%$ /Sales | Amount | \% Change |
| yen) | 366.6 | - | 374.2 | - | +7.6 | $+2.1 \%$ |
| Net Sales | -5.8 | $-1.6 \%$ | 2.6 | $0.7 \%$ | +8.5 | - |
| Operating <br> Income | -6.2 | $-1.7 \%$ | 1.1 | $0.3 \%$ | +7.4 | - |
| Ordinary <br> Income | -12.1 | $-3.3 \%$ | -39.9 | $-10.7 \%$ | -27.8 | - |
| Net Income <br> Before income taxes | -4.2 | $-1.2 \%$ | -25.8 | $-6.9 \%$ | -21.5 | - |
| Net Income |  |  |  |  |  |  |


|  | USD |
| :---: | :---: |
|  | EUR |

$\frac{¥ 104.51}{¥ 136.94}$
$\frac{¥ 116.94}{¥ 140.70}$

## Quarterly Net Sales By business segment



## Quarterly Net Sales Comparison

- Information-related equipment
(Billions of yen)

| ions of yen) |  | 238.6 | PC, Other |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 232.0 |  |  |  |
| 260 |  |  | Versus the year-ago period | -2.4 |
| 240 |  |  | Visual Instruments |  |
|  | 13.4 |  |  |  |
| 200 | 26.9 | 27.4 | Versus the year-ago period | +0.5 |
| 180 | 195.0 | 201.9 | \%/Sales |  |
|  |  |  | '04/4Q | 05/4Q |
| 160 |  |  | PRJ 63\% | 78\% |
|  |  |  | PTV 5\% | 5\% |
| 140 |  |  | Other 32\% | 17\% |
| 120 |  |  | Imaging \& Informatio |  |
| 100 |  |  |  |  |
|  |  |  | Versus the year-ago period | +6.8 |
| 80 |  |  | \%/Sales |  |
| 60 |  |  | '04/4Q '05/4Q |  |
| 40 |  |  | IJP 62\% | 62\% |
|  |  |  | LP 16\% | 16\% |
| 20 |  |  | BS 16\% | 18\% |
|  |  |  | SCN, other 6\% | 4\% |
| -20 |  |  | Elimination |  |
|  | 2004/4Q | 2005/4Q |  |  |

## Quarterly Net Sales Comparison



## Quarterly Selling, General and Administrative Expenses



## Quarterly Operating Income

## -By business segment

(Billions of yen)


## Operating Income Fluctuation Cause Analysis

(Billions of yen)


# 1) FY200う Full-Year Financial Results 

## 2) FY2006 Business Outlook

FY 2006 Business Outlook
Year-on-year comparison

| (Billions of yen) |  | FY2005 |  | FY2006 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Actual | \%/Sales | Outlook | \%/Sales | Amount | \% Change |
| Net Sales |  | 1,549.5 | - | 1,555.0 | - | +5.4 | +0.4\% |
| Operating Income |  | 25.7 | 1.7\% | 40.0 | 2.6\% | +14.2 | +55.3\% |
| Ordinary Income |  | 27.9 | 1.8\% | 40.0 | 2.6\% | +12.0 | +42.9\% |
| Net Income <br> Before income taxes |  | -20.0 | -1.3\% | 33.0 | 2.1\% | +53.0 | - |
| Net Income |  | -17.9 | -1.2\% | 14.0 | 0.9\% | +31.9 | - |
| EPS |  | -¥91.24 |  | ¥71.30 |  |  |  |
|  | USD | $¥ 113.31$ |  | $¥ 112.00$ |  |  |  |
|  | EUR | $¥ 137.86$ |  | $¥ 135.00$ |  |  |  |

## FY 2006 Business Outlook (Net Sales)

- By business segment



## Net Sales Outlook by Business

- Information equipment segment
(Billions of yen)

| PC, other |  |
| :--- | :--- |
| Year-on-year | $\mathbf{- 4 . 3}$ |


| Visual <br> Instruments |
| :--- |
| Year-on-year +2.3 |


|  |
| :--- |
| Information |
| Year-on-year -32.0 |

Eliminations


FY2006 1H
FY2006 2H Outlook Outlook

## Net Sales Outlook by Business

Imaging \& Information business

| (Billions <br> of yen) <br> 900 |
| :--- | 840.0

## Net Sales Outlook by Business

Visual Imaging business


Net Sales Outlook by Business
$\rightarrow$ Electronic device segment


## Net Sales Outlook by Business $>$ Display business



## FY 2006 Business Outlook (Operating Income)

By business segment
(Billions of yen)


## Outlook for Capital Expenditure and Depreciation \& Amortization Expenses

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Capital (lures / Depreciation and 
```

(Billions of yen)


## Main Capital Investment Topics

Investment strategy: Focus on strategic investments

- Invest in finished product businesses \& new products
- Invest in shift to small amorphous-silicon LCDs
- Invest in quartz business production increases, etc.


## Free Cash Flow Outlook

(Billions of yen)


## Main Management Indicators



# EPSON 

EXCEED YOUR VISION


[^0]:    Numerical values: Any portion of an amount less than the unit stated is disregarded. Percentages: Rounded off to one decimal place.

