First Half and Second Quarter Financial Results
Fiscal Year 2009 (Ending March 2010)

October 29, 2009

## SEIKO EPSON CORPORATION

## Disclaimer regarding forward-looking statements

The foregoing statements regarding future results reflect the Company's expectations based on information available at the time of announcement. The information contains certain forwardlooking 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, technological changes, exchange rate fluctuations and our ability to continue to timely introduce new products and services.

## Numerical values presented herein

Numbers are rounded to the unit indicated.
Percentages are rounded off to one decimal place.

## Changes to business incubation projects included under "Other" segment

- In line with the structural reforms for the electronic device businesses announced in March, corporate R\&D on some of the business incubation projects that we plan to bring to market will be charged to other segments instead of being allocated to the "Other" segment.
- This will result in a change to the disclosed profit and loss figures for each segment starting from fiscal 2009.
■ In the slides showing the fiscal 2009 outlook, fiscal 2008 segment profit and loss figures have been adjusted for the purpose of comparison.


## First Half Financial Highlights

| (Billions of yen) | FY2008 |  | FY2009 |  |  |  | Change (amount, \%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Actual | \% | $\begin{gathered} 8 / 26 \\ \text { outlook } \end{gathered}$ | \% | Actual | \% | Y/Y | Vs. 8/26 outlook |
| Net sales | 615.7 | - | 469.0 | - | 449.6 | - | $\begin{aligned} & -166.1 \\ & -27.0 \% \end{aligned}$ | $\begin{aligned} & -19.3 \\ & -4.1 \% \end{aligned}$ |
| Operating income | 28.0 | 4.6\% | -18.0 | -3.8\% | -9.3 | -2.1\% | -37.3 | +8.6 |
| Ordinary income | 27.4 | 4.5\% | -19.0 | -4.1\% | -14.4 | -3.2\% | -41.9 | +4.5 |
| Net income before taxes | 20.4 | 3.3\% | -23.5 | -5.0\% | -20.3 | -4.5\% | -40.8 | +3.1 |
| Net income | 11.7 | 1.9\% | -25.5 | -5.4\% | -29.1 | -6.5\% | -40.9 | -3.6 |
| EPS | $¥ 59.69$ |  | $-¥ 128.36$ |  | - $¥ 146.92$ |  |  |  |
| ${ }_{\text {, }}^{\times}$ | ¥106.11 |  | $¥ 96.00$ |  | $¥ 95.49$ |  |  |  |
|  | $¥ 162.68$ |  | $¥ 129.00$ |  | $¥ 133.15$ |  |  |  |

Financial Highlights (Second Quarter)
-Year-over-year EXGEED YOUR VISION

| (Billions of yen) |  | FY2008 |  | FY2009 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q2 Actual | \% | Q2 Actual | \% | Amount | \% |
| Net sales |  | 311.5 | - | 236.2 | - | -75.2 | -24.2\% |
| Operating income |  | 5.6 | 1.8\% | 3.1 | 1.3\% | -2.4 | -44.3\% |
| Ordinary income |  | 5.5 | 1.8\% | 0.6 | 0.3\% | -4.8 | -88.6\% |
| Net income before income taxes |  | 4.7 | 1.5\% | -3.5 | -1.5\% | -8.3 | - |
| Quarterly net income |  | 1.4 | 0.5\% | -6.8 | -2.9\% | -8.2 | - |
| EPS |  | 77.23 |  | $-¥ 34.14$ |  |  |  |
|  | USD | $¥ 107.66$ |  | $¥ 93.65$ |  |  |  |
|  | EUR | $¥ 161.93$ |  | $¥ 133.73$ |  |  |  |

## 1H Financial Highlights-Net Sales Comparison

-By business segment


1H Financial Highlights-Operating Income Comparison -By business segment EXGEED YOUR VISION


## Full-Year Business Outlook

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| (Billions <br> of yen) | FY2008 |  | FY2009 |  |  |  | Change (amount, \%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Actual | \% | 8/26 outlook | \% | Current outlook | \% | Y/Y | Vs. 8/26 outlook |
| Net sales | 1,122.4 | - | 1,030.0 | - | 1,030.0 | - | $\begin{aligned} & -92.4 \\ & -8.2 \% \end{aligned}$ |  |
| Operating income | -1.5 | -0.1\% | 3.0 | 0.3\% | 3.0 | 0.3\% | +4.5 |  |
| Ordinary income | 5.3 | 0.5\% | 0.0 | 0.0\% | 0.0 | 0.0\% | -5.3 |  |
| Net income before taxes | -89.5 | -8.0\% | -4.5 | -0.4\% | -4.5 | -0.4\% | +85.0 |  |
| Net income | -111.3 | -9.9\% | -8.5 | -0.8\% | -8.5 | -0.8\% | +102.8 | - |
| EPS | $-7566.92$ |  | $-\neq 42.66$ |  | - $¥ 42.67$ |  |  |  |
| N ${ }_{\sim}^{\sim}$ | $¥ 100.53$ |  | $¥ 96.00$ |  | $¥ 94.00$ | - Current outlook: 2 H exchange rate assumption |  |  |
|  | $¥ 143.48$ |  | $¥ 127.00$ |  | $¥ 132.00$ | USD: $¥ 92.00$ |  |  |
|  |  |  |  |  |  | EUR: $¥ 130.00$ |  |  |

FY2009 Business Outlook (Net Sales/Operating Income) -By business segment


## SE15/ Mid-Range Business Plan

exceed your vision
Epson is committed to the relentless pursuit of innovation in compact, energy-saving, high precision technologies; delivering products and services that emotionally engage customers; and becoming a company that provides essential products and services

Changes in type of value sought by customers

| Determine whether we can <br> provide customer value |  |
| :---: | :---: |
| Determine whether we can demonstrate <br> sufficient competitive advantage | Maximize as <br> an Epson <br> strength |




## Quartz Device/Sensor Business Growth Strategy

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## 1) FY2009 1H Financial Results

2) FY2009 Business Outlook

## First Half Financial Highlights

| (Billions of yen) | FY2008 |  | FY2009 |  |  |  | Change (amount, \%) |  |
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Financial Highlights (Second Quarter)

- Year-over-year EXGEED YOUR VISION

| (Billions of yen) |  | FY2008 |  | FY2009 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q2 Actual | \% | Q2 Actual | \% | Amount | \% |
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| Quarterly net income |  | 1.4 | 0.5\% | -6.8 | -2.9\% | -8.2 | - |
| EPS |  | $¥ 7.23$ |  | $-¥ 34.14$ |  |  |  |
|  | USD | $\not ¥ 107.66$ |  | $¥ 93.65$ |  |  |  |
|  | EUR | $¥ 161.93$ |  | $¥ 133.73$ |  |  |  |

Quarterly Net Sales
-By business segment
(Billions of yen)


Quarterly Net Sales Comparison
-Information equipment segment

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## Quarterly Net Sales Comparison

- Electronic devices segment

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(Billions of yen)

```
\(99.2 \quad 66.3\)
```

120.0
120.0


## Quarterly Selling, General and Administrative Expenses

## (Billions of yen)



Quarterly Operating Income -By business segment
(Billions of yen)



| Precision <br> Products |  |
| :--- | :--- |
| $\mathrm{Y} / \mathrm{Y}$ | -0.9 |
|  |  |
| Other |  |
| $\mathrm{Y} / \mathrm{Y}$ | -0.6 |



Operating Income Fluctuation Cause Analysis

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(Billions of yen)


## Statistics of Balance Sheet Items

(Billions of yen)
Total assets


I nventories


## Statistics of Balance Sheet Items

## (Billions of yen)

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


Shareholders' equity \& equity ratio

*Starting from FY2008, lease obligations are included in interest-bearing liabilities
*Shareholder equity $=$ total net assets - minority interests in subsidiaries

## 1) FY2009 1H Financial Results

## 2) FY2009 Business Outlook

## Full-Year Business Outlook

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| (Billions of yen) | FY2008 |  | FY2009 |  |  |  | Change (amount, \%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
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| Ordinary income | 5.3 | 0.5\% | 0.0 | 0.0\% | 0.0 | 0.0\% | -5.3 |  |
| Net income before taxes | -89.5 | -8.0\% | -4.5 | -0.4\% | -4.5 | -0.4\% | +85.0 |  |
| Net income | -111.3 | -9.9\% | -8.5 | -0.8\% | -8.5 | -0.8\% | +102.8 | - |
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|  |  |  |  |  |  | EUR: $¥ 130.00$ |  |  |

Net Sales Outlook by Business
-Information-related equipment segment


Net Sales Outlook by Business

- Printer business

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Net Sales Outlook by Business
-Electronic devices segment

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## Operating Income Trend

Operating Income (Billions of yen)


Operating margin


Outlook for Capital Expenditure and Depreciation \& Amortization Expenses
(Billions of yen)
■ Capital expenditures


Depreciation and amortization


Free Cash Flow Outlook
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(Billions of yen)


## Main Management Indicators



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