## First Quarter Financial Results Fiscal Year 2010 (Ending March 2011)

July 30, 2010
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 segment reporting based on new management approach

■ Under our new management approach, Head Office expenses that were allocated to the various segments and business in proportion to their respective sales will be consolidated under the Corporate Segment from fiscal 2010.

- The functions of subsidiaries that provided services to the Epson Group and whose results were reported under the "Other" segment have been transferred to the various businesses.

■ In the slides showing the fiscal 2010 outlook, fiscal 2009 segment profit and loss figures have been adjusted for the purpose of comparison.

## 1) FY2010 Q1 Financial Results

## 2) FY2010 Business Outlook

Financial Highlights (First Quarter)

| (Billions of yen) |  | FY2009 |  | FY2010 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q1 Actual | \% | Q1 Actual | \% | Amount | \% |
| Net Sales |  | 213.3 | - | 239.2 | - | +25.8 | +12.1\% |
| Operating Income |  | -12.4 | -5.8\% | 10.7 | 4.5\% | +23.1 | - |
| Ordinary Income |  | -15.0 | -7.1\% | 11.2 | 4.7\% | +26.2 | - |
| Net Income <br> Before Income Taxes |  | -16.8 | -7.9\% | 10.7 | 4.5\% | +27.5 | - |
| Quarterly Net Income |  | -22.3 | -10.5\% | 7.9 | 3.3\% | +30.3 | - |
| EPS |  | $-\nVdash 113.24$ |  | $¥ 39.76$ |  |  |  |
|  | USD | 797.32 |  | $¥ 92.01$ |  |  |  |
|  | EUR | $¥ 132.57$ |  | $¥ 116.99$ |  |  |  |

Quarterly Net Sales
-By business segment


Quarterly Net Sales Comparison
-Information Equipment Segment
(Billions of yen)

(Billions of yen)


Quarterly Selling, General and Administrative Expenses


Quarterly Operating Income -By business segment


## Operating Income Fluctuation Cause Analysis

(Billions of yen)


* Profit and loss figures for FY2009 were calculated using the previous standard.


## Statistics of Balance Sheet Items

## (Billions of yen)

Total assets



## Statistics of Balance Sheet Items

(Billions of yen)
Interest-bearing liabilities \& ratio of interest-bearing liabilities


Shareholders' equity \& equity ratio


[^0]
## 1) FY2010 Q1 Financial Results

2) FY2010 Business Outlook

FY2010 Business Outlook

- Year-over-year

| (Billions of yen) | FY2009 |  | FY2010 |  |  |  | Change (amount, \%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Actual | \% | Previous Outlook | \% | Current Outlook | \% | Y/Y | Vs. Prev. Outlook |
| Net Sales | 985.3 | - | 1,013.0 | - | 1,013.0 | - | $\begin{array}{r} +27.6 \\ +2.8 \% \end{array}$ | - |
| Operating Income | 18.2 | 1.8\% | 27.0 | 2.7\% | 27.0 | 2.7\% | $\begin{array}{r} +8.7 \\ +48.1 \% \end{array}$ | - |
| Ordinary Income | 13.8 | 1.4\% | 24.0 | 2.4\% | 24.0 | 2.4\% | $\begin{array}{r} +10.1 \\ +73.0 \% \end{array}$ | - |
|  | -0.7 | -0.1\% | 12.0 | 1.2\% | 12.0 | 1.2\% | +12.7 | - |
| Net Income | -19.7 | -2.0\% | 0 | - | 0 | - | +19.7 | - |
| EPS | $-¥ 99.34$ |  | $¥ 0.00$ |  | $¥ 0.00$ |  |  |  |
| To ${ }_{\text {® }}^{\text {x }}$ USD | $¥ 92.85$ |  | $¥ 85.00$ |  | $¥ 87.00$ | Excha | nge rate assu Y2010/Q2 o | umptions nward |
| con | $\not ¥ 131.15$ |  | $¥ 125.00$ |  | $¥ 112.00$ |  | $\begin{aligned} & \neq 85.00 \\ & ¥ 110.00 \end{aligned}$ |  |

FY2010 Business Outlook (Net Sales)

- By business segment


Net Sales Outlook by Business
-Information Equipment Segment


Net Sales Outlook by Business
-Printer Business



FY2010 Business Outlook (Operating Income)

- By business segment


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


| Breakdown by segment | FY2009 Actual |  | FY2010 Outlook |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Cap. Ex. | D\&A | Cap. Ex. | D\&A |
| Information Equipment | 12.5 | 24.4 | 21.0 | 26.0 |
| Electronic Devices | 9.8 | 10.4 | 18.0 | 12.0 |
| Precision Products | 1.8 | 3.9 | 3.0 | 4.0 |
| Corporate/Other | 1.6 | 8.5 | 4.0 | 8.0 |

## Free Cash Flow Outlook

(Billions of yen)


## Main Management Indicators



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[^0]:    *Starting from FY2008, lease obligations were included in interest-bearing liabilities
    *Shareholder equity $=$ total net assets - minority interests in subsidiaries

