# **Corporate Profile**

# Corporate Profile (As of March 31, 2015)

| Company Name:       | TOKYO ELECTRON DEVICE LIMITED | Group Company:                            |
|---------------------|-------------------------------|---|
| Established:        | March 3, 1986                 | PAN ELECTRON LIMITED                      |
| Capital:            | ¥2,495.75 million             | TOKYO ELECTRON DEVICE ASIA PACIFIC LTD.   |
| Employees:          | 979(consolidated)             | TOKYO ELECTRON DEVICE (SHANGHAI) LTD.     |
| World Headquarters: | 1-4, Kinko-cho, Kanagawa-ku,  | TOKYO ELECTRON DEVICE SINGAPORE PTE. LTD. |
|                     | Yokohama City, Kanagawa       | inrevium AMERICA, INC.                    |
|                     | 221-0056, Japan               | Fidus Systems Inc.                        |

#### Business Locations (As of July 1, 2015)





#### Note on forward-looking statements

This Investors Guide was prepared on July 1, 2015. Forward looking statements, including business strategies and business forecasts, were made by the Company's management, based on information available at that time, and may be revised due to changes in the business environment. Therefore, please be advised that the Company cannot guarantee the accuracy or the credibility of the statements. For the latest information, please refer to our information releases or our website.

### Contact



TOKYO ELECTRON DEVICE LIMITED

Corporate Communications Dept. E-Mail: ir-info@teldevice.co.jp

World Headquarters Yokohama East Square 1-4, Kinko-cho, Kanagawa-ku, Yokohama City, Kanagawa, JAPAN 221-0056 Tel.+81-45-443-4000 (reception)



# INVESTORS GUIDE 2015

TOKYO ELECTRON DEVICE LIMITED

# To Our Shareholders and Investors

We would like to express our appreciation to all shareholders and investors for your ongoing support.

In January 2015, TED clarified its structure for expanding its new offerings of products in new fields, including the development of private brand products. In this way, we will leverage the expertise we have cultivated in our function as a technology trading company for semiconductors, IT devices and other technologies.

We aim to become a company that works in harmony with its shareholders and other stakeholders, as well as an organization where employees are proud to work, and are working to further enhance our corporate value. Thank you for your continued support.

> Atsushi Tokushige President & Representative Director

Norivuki Kuga

Senior Executive Vice President &

### Business Results for the Fiscal Year Ended March 2015

In the fiscal year ended March 31, 2015, the Japanese economy continued to sustain a modest recovery, supported by yen depreciation and rising stock prices. In addition, the corporate operating environment improved, prompting an upswing in working conditions. Overseas economies are also showing signs of a gradual recovery, supported by increased internal demand in the United States, although slowing growth of the Chinese economy is a cause for concern.

Against this backdrop, we posted consolidated net sales of ¥111,664 million, up 9.7% year on year. Operating income amounted to ¥2,594 million, up 74.1%; reflecting an exchange loss, operating income was ¥1,358 million, up 30.7%; and net income was ¥717 million, up 84.9%.

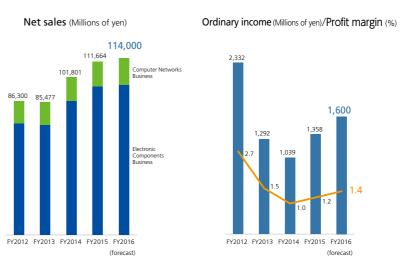
For details of operations by segment, please refer to page 5, which describes the Electronic Components Business, and page 9 for information on the Computer Networks Business.

# Outlook for the Fiscal Year Ending March 2016

Overseas economies present some uncertainties going forward. These include the potential impact of the United States' exit strategy on monetary easing and slowing growth in China. However, falling crude oil prices and monetary easing measures by the Bank of Japan make a positive contribution, leading us to anticipate ongoing recovery for the Japanese economy.

In the Electronic Components Business, in addition to expanding our development business we will step up our efforts to develop customers for our automotive and industrial equipment and cultivate new products. Furthermore, in the Computer Networks Business we plan to establish a new business style leveraging cloud computing to expand sales of new products to corporate customers. We look forward to increased revenues and profits as a result.

For the fiscal year ending March 31, 2016, we forecast consolidated net sales of ¥114.0 billion, up 2.1% year on year; ordinary income of ¥1.6 billion, up 17.8%; and net income of ¥1.05 billion, up 46.4%.



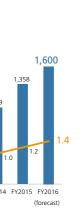
#### Shareholder Returns .....

TED considers shareholder-oriented management to be one of its topmost priorities. Accordingly, we are working to strengthen the return of profits to shareholders. Our basic policy is to augment shareholder returns, while striking a balance between the return of profits and retaining internal reserves to reinforce our management base.

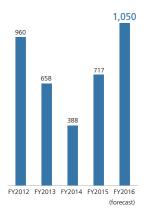
In addition to maintaining stable dividends, we have in place a dividend policy focused on returning profits in line with operating results. In the past, our target dividend payout ratio has been 35% of consolidated net income. We are now raising this level to 50% or more. We have also adopted as a management indicator dividends over equity (DOE), which is linked to return on equity (ROE), an indicator of capital efficiency.

We also plan to consider the acquisition of our own stock, responding expeditiously and flexibly in consideration of our own capital polices and changes in the management environment.

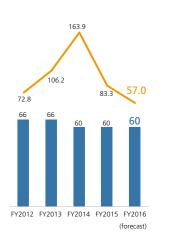
Note: Dividends over equity (DOE) indicates the extent to which a company is returning profits to shareholders with respect to shareholders' equity. DOE is calculated as "payout level x return on equity (ROF)



Net income (Millions of yen)



Dividend per share (Yen)/Payout ratio (%)



### **Management Policies**

#### Fundamental Management Policy

The TED Group works to enhance its technological capabilities and aspires to be a high-value-added business. Our fundamental management policy is to steadily increase profits and contribute to the development of an information-oriented society.

#### New Management Plan

# VISION 2020: Taking on the Challenge of Changing for Growth

The business environment in which TED operates fluctuates significantly. Under these conditions, we maintain a three-year medium-term management plan on a rolling basis. This plan sets out our forecasts for net sales, ordinary income and net income for the upcoming three years. Recently, rather than a new medium-term management plan, we have formulated an image for the growth we aim to achieve over a longer term, by around 2020. This plan, which also outlines the business strategies that will be need to achieve these goals, is "VISION 2020: Taking on the Challenge of Changing for Growth."

#### Fundamental Management Policy

#### Management Plan

Priority Measures by Business Category

Analog products

Design and

ndustrial equipmen

Medical equipment

Automotive equipment

Social infrastructure

IoT infrastructure

Data center

Programmable products

Energy-saving eco-products

Manufacturing services (DMS)

Cloud computing products

Principal Markets Mainstay Products Priority Measures

Product expansio

Global development

Customer service

maintenance services

Increases in business efficience

Operating efficiency

Production efficiency

Technical and

Service expansion

otion of private bran

R&D investment

Expansion of design and manufacturing service



Electronic

nonents Rusin

inrevium

#### [Business Strategies]

#### • Electronic Components Business

With semiconductor manufacturers restructuring and integrating, our customers are globalizing their production bases. This situation has prompted a number of changes in the business environment, such as the realignment of distributors and transfers of commercial rights. In response, we have augmented our sales activities to remain closely attuned to our customers. Differentiating ourselves by leveraging the technological capabilities we have cultivated should enable us to secure an earnings base that delivers stable growth.

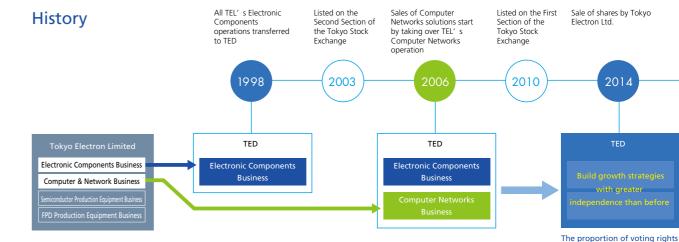
### Private Brand Business

In business related to our own "inrevium" brand, we will take advantage of our accumulated technological skills to expand our design and manufacturing services (DMS), as well as to develop proprietary products that are competitive. Furthermore, we will strive to increase customer satisfaction by thoroughly controlling the quality of our products and services. We will enter technology tie-ups and forge other alliances with development partners, augment marketing to introduce our products into new fields, and invest in R&D to develop new products. In these ways, we intend to grow a development business equipped with manufacturing functionality, generating increased profits.

# Computer Networks Business

We will round out our lineup of leading-edge products for large-scale, sophisticated data centers and cloud computing. In addition, we will further augment our maintenance system, enhancing support services and enabling us to meet increasingly diverse customer needs. By responding to the increased scale of business of our customers and changes in their business models, we will continue to provide the product groups needed to create optimal system environments and provide reliable ongoing technical support as we work to expand our business.





The proportion of voting rights held by Tokyo Electron Limited declined from 55.4% to 33.8%

# **Electronic Components Business**

# **Operating Performance and Forecasts**

The fiscal year ended March 31, 2015, was characterized by yen depreciation, and demand was robust throughout the year for information and communications equipment, as well as processors and analog ICs for automotive and industrial equipment. As a result, sales in this segment increased 10.6% year on year, to ¥95,415 million. These higher sales also pushed up profits, and segment income (ordinary income) amounted to ¥692 million, up from ¥9 million in the preceding fiscal year.

For the fiscal year ending March 31, 2016, we anticipate segment sales of ¥96.5 billion, up 1.1%.

## **Business Policies**

We aim to strengthen our sales of high-value-added products, centering on analog and programmable products in the principal growth markets of industrial equipment, medical equipment, automotive equipment, social infrastructure and IoT infrastructure.



Global development, such as responding to demand by Japanese companies developing their operations overseas and strengthening sales to overseas customers Expansion of customer service and technical services

#### Suppliers Primarily Leading Semiconductor Manufacturers

TED handles products from the world's leading semiconductor manufacturers, bringing strong technological capabilities to every field.

In the fiscal year ended March 31, 2015, sales were up in all product categories except optical components. We saw particularly strong growth in specialized ICs: up 17%, boosted by car navigation and projectors; and processors: up 16%, mainly for projectors. Sales of optical components, used in smartphones, were down 18%.

#### Sales Component Ratio by

| Produc   | t Catego | r y |   |   |  |   |
|----------|----------|-----|---|---|--|---|
| FY2014   | FY2015   |     | Main  | products  | Main suppliers   | Profile of suppliers  |
| 31%      |          |     | General purpose ICs<br>ICs used for various<br>purposes                                       | Analog ICs  | Texas Instruments<br>Linear Technology                   | Manufacturer specializing in high<br>performance analog ICs                   |
| 5170     | 30%      |     | Specialized ICs<br>ICs made for specific<br>applications                                      | ICs for DLP<br>ICs for image correction ICs<br>for security | Texas Instruments<br>Pixelworks<br>Cypress Semiconductor | Supplier of a wide range of products, including DSPs and analog ICs           |
| 17%      | 18%      |     | Custom ICs<br>ICs made to customer<br>specifications  | PLD<br>ASIC   | Xilinx<br>Socionext                                      | ALL PROGRAMMABLE.<br>Leading PLD company                                      |
| 15%      | 14%      |     | Microprocessors<br>ICs used for various<br>purposes   | Microprocessors<br>DSP                                      | Freescale Semiconductor<br>Intel<br>Texas Instruments    | World's largest manufacturer of automotive and communications ICs             |
| 12%      | 13%      |     | Memory ICs<br>ICs used for memory   | FRAM<br>SRAM<br>Flash Memories                              | Cypress Semiconductor<br>IDT<br>Spansion                 | Leading manufacturer of flash memories  |
| 5%<br>7% | 5%<br>5% |     | Optical components<br>Electronic components<br>that convert electricity<br>into light for use | LED<br>Photo couplers                                       | Avago Technologies                                       | Optical component pioneer with its former<br>years as part of Hewlett-Packard |
| 13%      | 15%      |     | Electronic<br>components, etc.<br>Board products, Power<br>supplies and Software              | Evaluation boards<br>Power supplies<br>OS                   | Microsoft<br>inrevium<br>Intel                           | Windows Embedded Microsoft's OS for embedded device                           |

#### **Electronic Components Business** Net Sales (Millions of yen)



#### **Expanding New Products**

By leveraging technological capabilities, TED's strength, the Company has defined analog products and programmable products that can easily generate added value as its mainstay products. We employ these products to address the issues our customers face. We intend to grow our business by combining this strategy with an effort to expand our offering of new products.

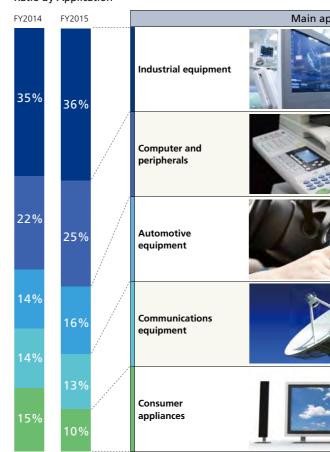
| Manufacturer                          | SEMTECH   | XMOS   |  |
|---------------------------------------|---|--|--|
| Products<br>Handled                   | Analog ICs<br>ICs for image correction<br>Power management ICs,<br>other                | Multicore processors   | FPGAs, CPLDs and other<br>PLDs                 |
| Characteristics                       | Diverse product lineup<br>Technologically superior in<br>ICs for video equipment        | Achieves low price and high<br>performance with processors<br>having 4–16 independently<br>operating cores | Strong in PLDs with ultralow power consumption |
| The Company's<br>Principal<br>Markets | Industrial equipment<br>Medical equipment<br>Automotive equipment<br>IoT infrastructure | Industrial equipment<br>Automotive equipment<br>IoT infrastructure   | Industrial equipment                           |

#### Products for a Wide Range of Applications

Our customers center on major appliance and electronics manufacturers, and the applications for which the products we sell are used in a broad range of final products.

In the fiscal year ended March 31, 2015, sales of products used in computer peripheral equipment such as POS terminals, printers and projectors were up 27%. Sales of products for automotive equipment, chiefly car navigation, rose 28%, and sales of products for medical and other industrial equipment expanded 14%.

#### Sales Component Ratio by Application



| oplications |   | Main customers   |
|-------------|---|--|
|             | Medical equipment,<br>semiconductor testing<br>devices,robots,<br>measuring equipment       | Toshiba<br>Panasonic<br>Hitachi<br>Mitsubishi Electric       |
|             | Multifunctional printers,<br>PCs and peripheral<br>devices, projectors and<br>POS terminals | Toshiba<br>Panasonic<br>Hitachi<br>Fuji Xerox                |
|             | Car navigation systems and car audio equipment  | Alps Electric<br>Panasonic<br>Hitachi<br>Mitsubishi Electric |
|             | Smartphones, transmission<br>equipment, and base<br>stations                                | NEC<br>Panasonic<br>Hitachi<br>Fujitsu                       |
|             | Digital cameras, flat screen<br>TVs, AV equipment, and<br>major home appliances             | Sony<br>Toshiba<br>Panasonic<br>Yamaha                       |

Note: Major customers are indicated with abbreviated group names, arranged in order of Japanese syllabary.

# **Private Brand Business**

# **Operating Performance and Forecasts**

In the fiscal year ended March 31, 2015, sales of our private brand products (specialized ICs) grew 34.6%, to ¥3,722 million, bolstered by robust demand for use in digital cameras and car navigation and due to expansion of design and manufacturing services (DMS) for board products used in industrial equipment.

For the fiscal year ending March 31, 2016, we forecast sales of ¥4.3 billion, up 15.5% year on year.

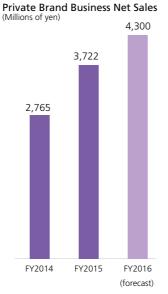
# **Business Policies**

By promoting the development of new products, such as energy-saving eco-products, we aim to expand sales of our private brand products.

Meanwhile, in design and manufacturing services (DMS), we intend to step up efforts focusing on the automotive equipment market, as well as those for industrial equipment and medical equipment.

(Measures) • Promotion of private brand product development, also taking new fields into consideration

Expansion of design and manufacturing services (DMS) providing our leading-edge technologies



Note: Sales of our private brand energy-saving eco-products will be included from the fiscal year ending March 31, 2016. Note: inrevium sales belong to the Electronic Components Business.

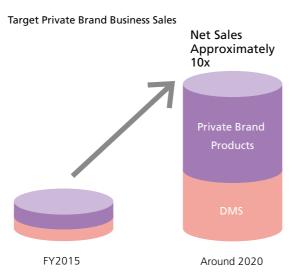
#### Private Brand Business under VISION2020

The Private Brand Business comprises private brand products and design and manufacturing services (DMS). We aim to increase the proportion of this business to total sales to 20% by expanding product categories and reinforcing services in each category.

#### Private Brand Business

We will strengthen our marketing efforts to enter new product fields. We also intend to apply our R&D investment toward forging collaborative relationships with development partners and developing new products, thereby promoting the development of competitive proprietary products.

We aim to expand our development business and augment profits by providing high-value-added products swiftly.



#### Design and Manufacturing Services (DMS)

By leveraging the technological expertise we have cultivated to date, we will extend our service offerings. In applications, we will focus on development targeting the automotive equipment sector, as well as areas in which we have a strong development track record, including video and broadcasting equipment, industrial equipment and medical equipment. Also, in addition to the design services we have concentrated on in the past, we will reinforce our mass-production system. Going forward, we will continue working to augment customer satisfaction by implementing thorough quality control on our products and services.

#### **Private Brand Products**

#### inrevium SEA (inrevium Smart Energy Assist)



- Smart control systems for air conditioner and freezer compressors
- For the Asia Pacific region

#### Falcon Link



Remote control units for various devices and equipment

For developers and manufacturers of fabrication and testing equipment, as well as data center operators

#### Design and Manufacturing Services (DMS)

#### Leveraging FPGA Technologies

We have entered development partnership agreements with two major FPGA manufacturers, Altera and Xilinx. This structure enables manufacturerindependent development, enabling us to offer DMS to even more customers.

#### **Applying Semiconductor Manufacturers' Technologies**

Technologies DLP technologies involve MEMS optical control devices using Texas Instruments' digital micromirror device (DMD) Currently, this technology is mainly used in imaging and video equipment, but going forward



**XILINX** ALLIANCE PROGRAM

# Strengthening Overseas business

.....

### Expanding Existing Businesses

Distribution activities are expanding, chiefly for overseas businesses, as Japanese companies move their production offshore. However, integrating domestic and overseas sales organizations goes beyond distribution and includes a number of support systems to ensure a customer's development and manufacturing proceed smoothly, including local technical and design support.

#### Establishing a New business Model

We are setting up a new business model for providing Japanese technology to local companies overseas. In the past, our business has concentrated on importing semiconductor devices; now we plan to apply advanced Japanese technological expertise to products for export.

We expect this strategy to generate sales of ¥30.0 billion in the fiscal year ending March 31, 2016, accounting for 31.1% of net sales.

#### Technology Collaborations

#### Development of an 8K4K Image Assessment Platform with Fidus Systems, Inc.



We are working together to build a platform, leveraging design and imageprocessing technologies that employ FPGA. As this platform will be compatible with multiple image interfaces, we anticipate sales to a broad scope of customers.

**Commencement of Macro Testing Module Development** with Smics Co., Ltd.



This development combines Smics' macro testing technologies and TED's imageprocessing technologies. We expect the resulting module to find application in business development across a wide range of testing markets.

#### Leveraging Texas Instruments' DLP

we anticipate its application in machine vision and other industrial fields.



#### **Employing Linear Technology'** Dust Network Technology

Linear Technology uses Dust Networks for wireless industrial networking. Its energysaving, highly reliable wireless sensor networks for the IoT market are expected to be used in a host of fields.

TED proposes peripheral parts and equipment based on Dust Gateway and undertakes commissioned design to meet customers' application needs. Our total service extends to consigned manufacturing for mass production.





# **Computer Networks Business**

# **Operating Performance and Forecasts**

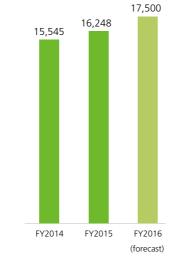
In the fiscal year ended March 31, 2015, sales in this segment expanded 4.5%, to ¥16,248 million, boosted by demand stemming from capital investment aimed at government agencies. However, segment income (ordinary income) fell 35.3%, to ¥666 million, reflecting a reversal of the allowance for doubtful accounts and falling interest rates on maintenance services.

For the fiscal year ending March 31, 2016, we forecast sales of ¥17.5 billion, up 7.7% year on year.

#### **Business Policies**

With our principal markets related to the cloud and big data, we will reinforce sales of cloud-related products, rapid-storage products and security products.

**(Measures)** • Product expansion in principal markets Maintenance service expansion through our support center



**Computer Networks Business** 

Net sales

(Millions of yen)

#### Lineup Centered on Highly Specialized Products

TED handles network and storage devices, as well as software, in the competitive cloud and big data-related markets.

In the fiscal year ended March 31, 2015, robust demand for networking equipment for government agencies and solid demand for new cloud products (software) pushed up equipment sales 6.4%, while sales of maintenance services rose 0.9%.

#### Sales Component Ratio

| FY2014 | FY2015 | Main produ  | icts   | Main suppliers  | Profile of suppliers  |
|--------|--------|---|--|---|---|
| 55%    | 56%    | Network products<br>Distribution of Internet connection<br>loads and security enhancement                         | Load balancing devices<br>Firewall<br>LAN switches | F5 Networks<br>Infoblox<br>Extreme Networks<br>Thales<br>Arista Networks        | Manufacturer of load balancing<br>devices which allow several tens of<br>thousands of simultaneous<br>connections |
|        |        | Storage products<br>Realization of large-volume data<br>storage and cost cutting with<br>integration technologies | SAN switches<br>General storages<br>Flash storages | Brocade Communications<br>Systems<br>EMC<br>SanDisk (Fusion-io)<br>Pure Storage | BROCADE<br>Manufacturer of SAN Switches which<br>optimize data processing of external<br>storage device           |
| 36%    | 35%    | Software, etc.<br>Database management, cloud<br>management systems  | Database<br>Virtualization<br>middleware           | Oracle<br>Pivotal Software<br>Basho Technologies<br>Dialogic                    | Pivotal<br>Belleviewe<br>Database<br>Software to configure data   |

#### Sharpening Our Focus on Cloud Services

With the market environment for cloud services expected to expand further, TED is concentrating on the cultivation and sales of new products in the cloud field, an area of competitive advantage.

Through the TED support center, we provide quality control and post-installation maintenance services. As a result, we have in place a structure for the total provision of services related to the introduction of leading-edge IT devices.

(Graph at right) In 2014, the scale of the Japanese market for public cloud services rose 33.6% year on year, to a value of ¥180.4 billion. By 2019, the market is forecast to triple in size from the 2014 level, to a value of ¥533.7 billion

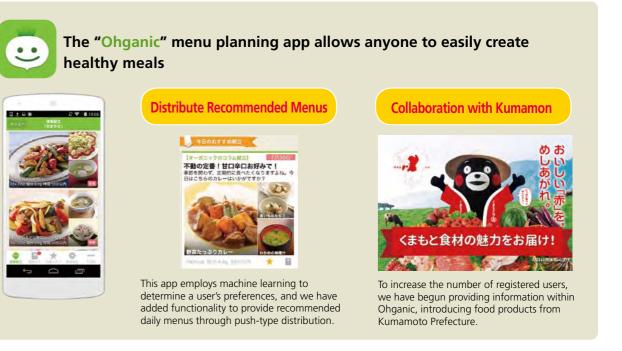
#### Expanding New Products

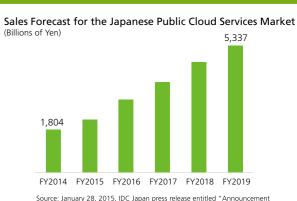


Next-generation virtualization platform Integrated server and storage For general companies

#### "Ohganic," an App Using a Proprietary System

"Ohganic," a free menu-suggesting app that TED provides, offers users suggestions on nutritionally balanced menus. As of June 2015, the app had been downloaded 142,000 times, and the number of menu items had expanded to 4 million, so users can quickly search for optimal menus. This app was made possible by a sensitivity-analysis algorithm TED developed, as well as high-speed data processing and service operation and management systems. We plan to utilize Ohganic's proprietary systems to develop business-oriented (BtoB) businesses.





of Forecasts for the Japanese Public Cloud Services Market" (Japanese only)



#### **Corporate cyber-security solutions**

- Tracks and records dubious activity on networks over long periods
- For government agencies and general companies





Current assets/Current ratio (Millions of yen)

Total liabilities/Debt-equity ratio (Millions of yen)



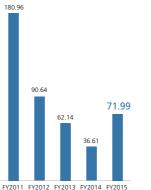
\*Current ratio = Current assets / Current liabilities

### Per Share Data and Others

Earnings per share (EPS)\*

Book-value per share

2.191 2,206



\*Earnings per share (EPS) = Net income / Average number of shares issued in the term

end of the term / Number of shares issued at the end of the term

FY2011

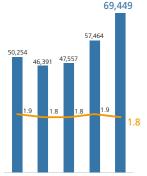
(%)

Dividend on equity ratio



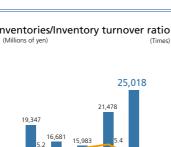
FY2011 FY2012 FY2013 FY2014 FY2015

dividend / Net income of net assets at the beginning



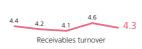
EY2011

\*Asset turnover ratio = Net sales / Average total assets at the beginning and end of the term



FY2011 FY2013 FY2014 FY201

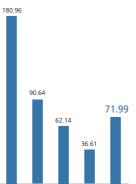
\*Inventory turnover ratio = Net sales / Average inventories at the beginning and end of the term

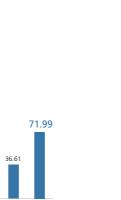


FY2011 FY2012 FY2013 FY2014 FY2015

\*Receivables turnover = Net sales / Average notes and accounts receivable at the beginning and end of the term \*Payables turnover = Cost of sales / Average accounts payable at the beginning and end of the term













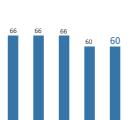
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Dividend per share

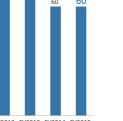
FY201

issued

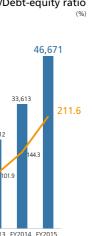


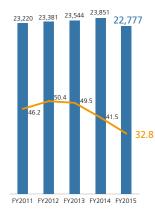
\*Dividend per share = Paid interim dividend

and year-end dividend / Number of shares





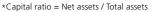


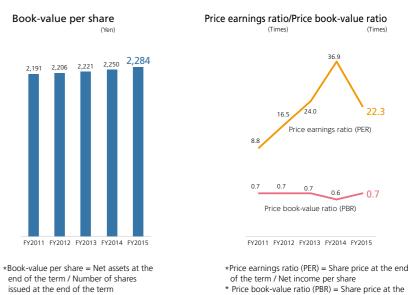


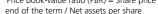
Net assets/Capital ratio

(Millions of yen)

\*Debt-equity ratio = Liabilities / Shareholders' equity







Payout ratio/Dividend on equity ratio (%) 163.9 106.2 83.3

Payout ratio

- 2.6 2.7

\*Payout ratio = Paid interim dividend and year-end

\* Dividend on equity ratio = Total dividend / Average





Note: Per-share figures in the above graphs reflect amounts after the stock split (100 shares for one) on October 1, 2014.

|   | Consolidated Balance S               | heet                  | (Millions of yen)      |
|---|--------------------------------------|-----------------------|------------------------|
|   | Account                              | FY2014                | FY2015                 |
|   |                                      | as of March 31, 2014) | (as of March 31, 2015) |
| 0 | Assets                               |                       |                        |
|   | Current assets                       | 51,578                | 63,615                 |
|   | Non-current assets                   | 5,886                 | 5,833                  |
|   | Property, plant and equipme          | ent 989               | 902                    |
|   | Intangible fixed assets              | 1,349                 | 1,099                  |
|   | Investments and other asset          | s 3,547               | 3,831                  |
|   | Total assets                         | 57,464                | 69,449                 |
| 2 | Liabilities                          |                       |                        |
|   | Current liabilitie                   | 25,310                | 33,799                 |
|   | Long-term liabilities                | 8,302                 | 12,872                 |
|   | Total liabilities                    | 33,613                | 46,671                 |
| ß | Net assets                           |                       |                        |
|   | Shareholders' equity                 | 23,288                | 22,056                 |
|   | Capital stock                        | 2,495                 | 2,495                  |
|   | Capital surplus                      | 5,645                 | 5,645                  |
|   | Retained earnings                    | 15,147                | 14,618                 |
|   | Treasury stock                       | —                     | (703)                  |
|   | Accumulated other comprehensive inco | me 563                | 721                    |
|   | Total net assets                     | 23,851                | 22,777                 |
|   | Total liabilities and net assets     | 57,464                | 69,449                 |

## Consolidated Statement of Income (Millions of yen)

|   |   | ( )- )                                  |
|---|---|---|
|   | FY2014                                  | FY2015                                  |
| Account                                   | From April 1, 2013 to<br>March 31, 2014 | From April 1, 2014 to<br>March 31, 2015 |
| Net sales                                 | 101,801                                 | 111,664                                 |
| Cost of sales                             | 86,865                                  | 95,104                                  |
| Gross profit                              | 14,935                                  | 16,559                                  |
| Selling, general and administrative expen | <b>ses</b> 13,444                       | 13,965                                  |
| Operating income                          | 1,490                                   | 2,594                                   |
| Non-operating income                      | 75                                      | 60                                      |
| Non-operating expenses                    | 526                                     | 1,295                                   |
| Ordinary income                           | 1,039                                   | 1,358                                   |
| Extraordinary income                      | —                                       | 1                                       |
| Extraordinary losses                      | 317                                     | 4                                       |
| Income before income taxe                 | <b>s</b> 722                            | 1,354                                   |
| Income, taxes, current                    | 248                                     | 680                                     |
| Income, taxes, deferred                   | 85                                      | (42)                                    |
| Net income                                | 388                                     | 717                                     |
|   |   |   |

Note: The above amounts are rounded down to the nearest million yen.

|   | <b>Consolidated Statement of (</b>                                 | Cash Flows  | (Millions of yen)                                 |
|---|--|---|---|
|   | Account  | FY2014<br>From April 1, 2013 to<br>March 31, 2014 | FY2015<br>From April 1, 2014 to<br>March 31, 2015 |
| 4 | Cash flow from operating activities                                | (7,664)   | (5,011)   |
| 5 | Cash flow from investing activities                                | (1,086)   | (262)   |
| 6 | Cash flow from financing activities                                | 8,879   | 6,200   |
|   | Effect of exchange rate changes on cash and cash equivalent        | is 16   | 75  |
|   | Net increase (decrease) in cash and cash equivalents               | 144   | 1,002   |
|   | Cash and cash equivalents at beginning of yea                      | 1,141   | 1,285   |
|   | Increase in cash and cash equivalents from newly consolidated subs | idiaryr —   | 14  |
|   | Cash and cash equivalents at end of year                           | ar 1,285  | 2,302   |
|   |  |   |   |

Note: The above amounts are rounded down to the nearest million yen.

# Assets

As of March 31, 2015, total assets amounted to ¥69,449 million, up ¥11,984 million from the end of the preceding fiscal year. Principal increases were in notes and accounts receivable and merchandise and finished goods.

### **2** Liabilities

Total liabilities stood at ¥46,671 million at fiscal year-end, up ¥13,058 million from one year earlier. This rise stemmed mainly from higher levels of short-term borrowings and long-term debt.

# **8** Net assets

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Total net assets were ¥22,777 million, an increase of ¥1,073 million. This was attributable mainly to purchases of our own shares.

# **4** Cash flow from operating activities

Net cash used in operating activities amounted to ¥5,011 million (compared to ¥7,664 million used in the previous fiscal year). This situation was mainly because uses of cash, notably an increase in receivables, outpaced sources of cash, such as the increase in payables.

# **6** Cash flow from investing activities

Net cash used in investing activities was ¥262 million (compared to ¥1,086 million in cash used in the previous year). Payments for the acquisition of software were the primary reason.

# 6 Cash flow from financing activities

Net cash provided by financing activities amounted to ¥6,200 million (compared to ¥8,879 million in cash provided in the previous fiscal year). This was due mainly to increases in shortterm borrowings and long-term debt.

# **Stock Information**

(As of March 31, 2015)

| Securities code   | 2760  | Shareholders Number of shares held                                      | Shareholding<br>ratio |
|---|---|---|-----------------------|
| Number of authorized shares                                   | 25,600,000 shares   | Tokyo Electron Limited 3,532,700  | 33.8                  |
| Number of issued shares                                       | 10,445,500 shares   | Tokyo Electron Device Employee Shareholder Association 433,764          | 4.2                   |
| Number of shareholders  | 7,967 shareholders  | The Master Trust Bank of Japan, Ltd. (ESOP Trust Account 75722) 317,100 | 3.                    |
| Trading unit  | 100 shares  | The Master Trust Bank of Japan, Ltd. (BIP Trust Account 75723) 157,700  | 1.                    |
|   |   | Japan Trustee Services Bank, Ltd (Trust Account) 105,300                | 1.                    |
| Distribution of Shar  | es  | Stock Price and Trading Volume  |                       |
| secu  | ncial institutions,<br>irities firms, etc. 9.7%<br>preign companies,<br>c. 5.1% | (Yen)<br>2,000  |                       |
| viduals, etc.<br>7%<br>Number<br>Shares I<br>Sharehol<br>Type | by companies der 50.5%  |   | , <sub>+</sub> + ()   |

# Directors, Auditors and Executive Officers

(As of June 17, 2015)

#### **Corporate Director**

| Atsushi Tokushige  |
|--------------------|
| Noriyuki Kuga      |
| Katsuyuki Amano    |
| Yasuo Hatsumi      |
| Akihiro Kamikogawa |
| Masami Hasegawa    |
| Yukio Saeki        |
| Tetsuo Tsuneishi   |
| Kunio Ishikawa     |
| Hisayoshi Fuwa     |
|                    |

Audit & Supervisory Board Audit & Supervisory Board Outside Audit & Supervisory Bo



#### Audit & Supervisory Board Member

| Audit & Supervisory Board Member         | Hiroshi Takei    |
|--|------------------|
| Audit & Supervisory Board Member         | Takashi Nakamura |
| Outside Audit & Supervisory Board Member | Hisami Fukumori  |
| Outside Audit & Supervisory Board Member | Kazuko Naruse    |

#### **Executive Officers**

| Atsushi Tokushige  |
|--------------------|
| Noriyuki Kuga      |
| Yasuo Hatsumi      |
| Akihiro Kamikogawa |
| Masami Hasegawa    |
| Yukio Saeki        |
| Hideki Hayashi     |
| Masunori Asano     |
| Yoshinao Jozen     |
| Tatsushi Yasumura  |
| Kazuki Shinoda     |