

FY2012 (April 1, 2011 – March 31, 2012)

Financial Announcement

TOKYO ELECTRON

April 27, 2012



TOKYO ELECTRON

CORP IR/April 27, 2012



FY2012 (April 1, 2011 – March 31, 2012)

Consolidated Financial Summary

April 27, 2012

Results Highlights

FY2012 Financial Summary

	Net Sales	¥633.0B	-5.3% year on year
	Operating income	¥60.4B	-38.2% year on year
	Operating margin	9.5%	-5.1 pts. year on year
	Net income	¥36.7B	-48.9% year on year
	Operating cash flow	¥29.7B	-¥53.5B year on year
	Cash and cash equivalents	¥247.6B	-¥37.4B on FY11 end

Cash and cash equivalents: Cash and deposits + Certificate of deposit, etc (Securities in B/S).

Profit and Loss

FY2012 Financial Summary

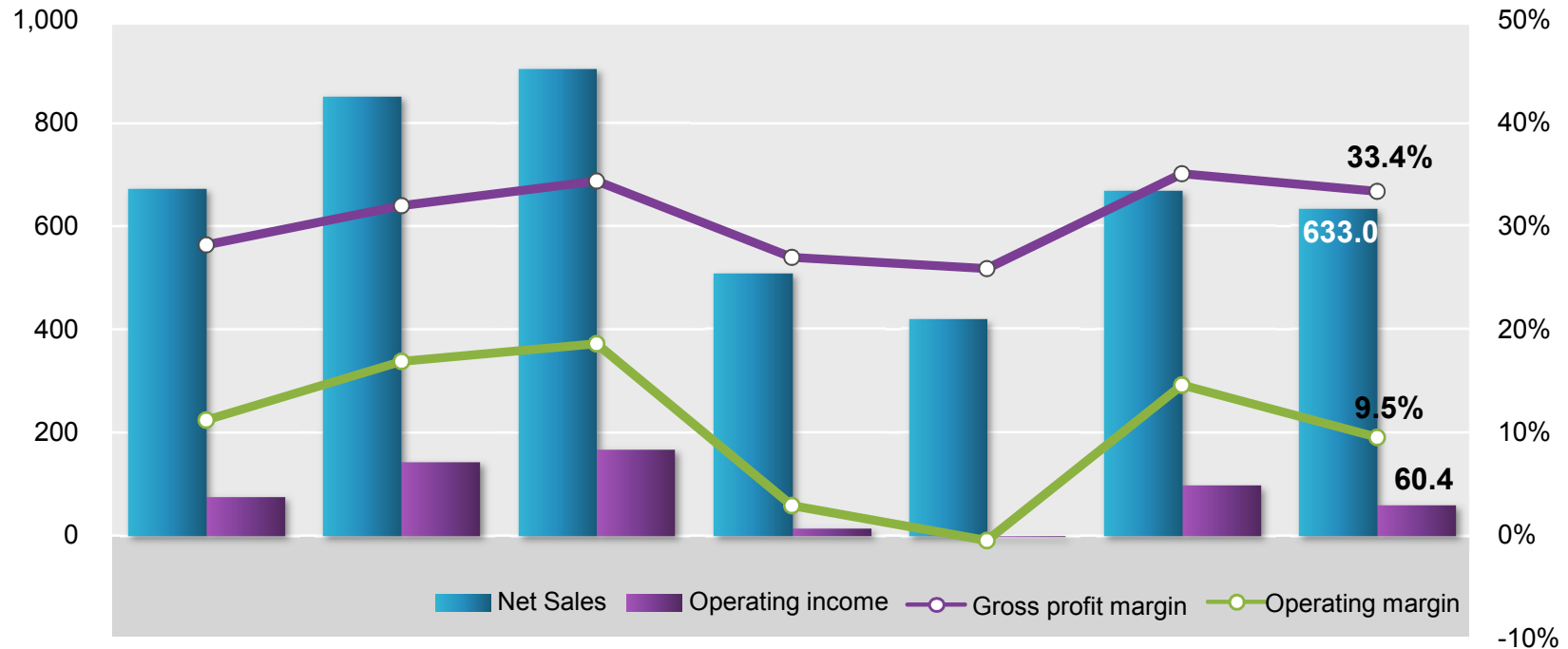
(Billions of Yen)

	FY2011	FY2012	Y o Y Change
Net sales	668.7	633.0	-5.3%
SPE	511.3	477.8	-6.5%
FPD/PVE	66.7	69.8	+4.7%
EC/CN	90.2	84.8	-5.9%
Others	0.4	0.4	+1.8%
Operating income	97.8 (14.6%)	60.4 (9.5%)	-38.2%
Income before income taxes	99.5	60.6	-39.1%
Net income	71.9	36.7	-48.9%
EPS(yen)	401.73	205.04	-49.0%
R&D expenses	70.5	81.5	+15.5%
Capital expenditures	39.1	39.5	+1.0%
Depreciation and amortization	17.7	24.1	+36.7%

1. SPE : Semiconductor Production Equipment, FPD/PVE : Flat Panel Display and Photovoltaic Cell Production Equipment, EC/CN : Electric Components and Computer Networks
2. Numbers shown in (): Profit ratios
3. Profit ratios are calculated using full amounts, before rounding.
4. FY2012 net income of 36.7B yen includes -3.5B yen corporate tax rate change effect.

Net Sales & Operating Margin FY2012 Financial Summary

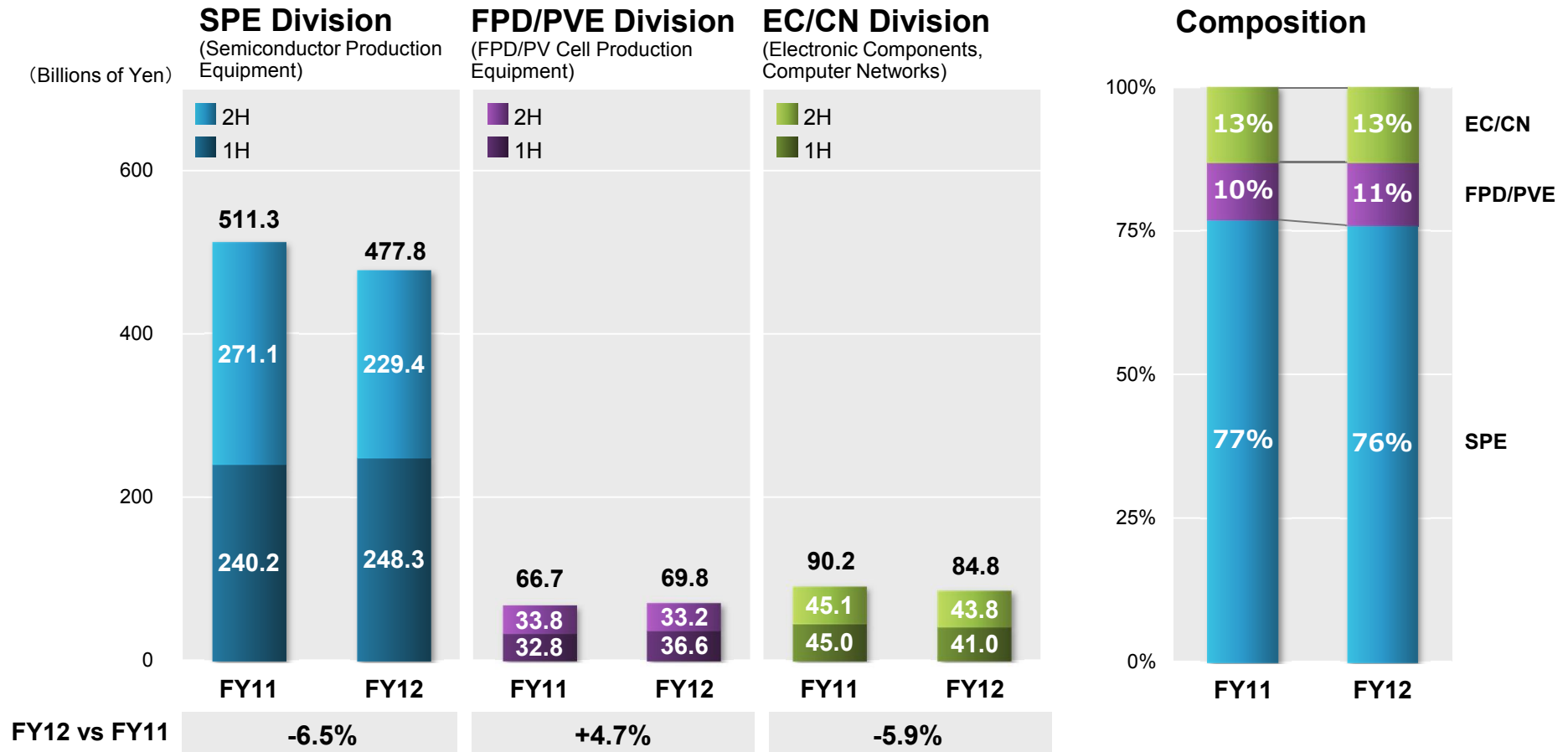
(Billions of Yen)



	FY06	FY07	FY08	FY09	FY10	FY11	FY12
Net sales	673.6	851.9	906.0	508.0	418.6	668.7	633.0
Operating income	75.7	143.9	168.4	14.7	-2.1	97.8	60.4
Gross profit margin	28.2%	32.0%	34.4%	27.0%	25.9%	35.1%	33.4%
Operating margin	11.2%	16.9%	18.6%	2.9%	-0.5%	14.6%	9.5%

Net Sales by Division

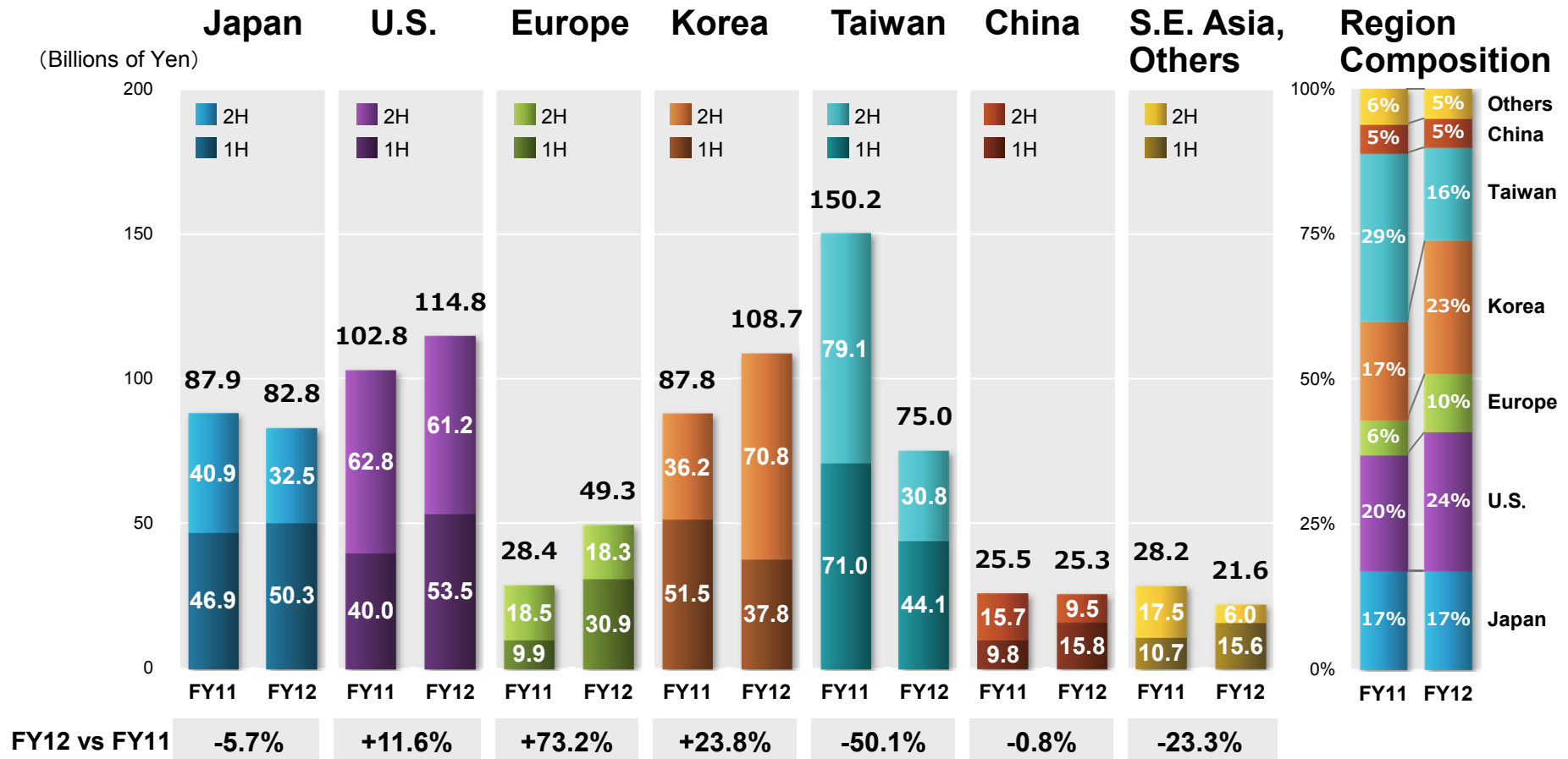
FY2012 Financial Summary



In addition to the above 3 divisions, there is "Others" division.

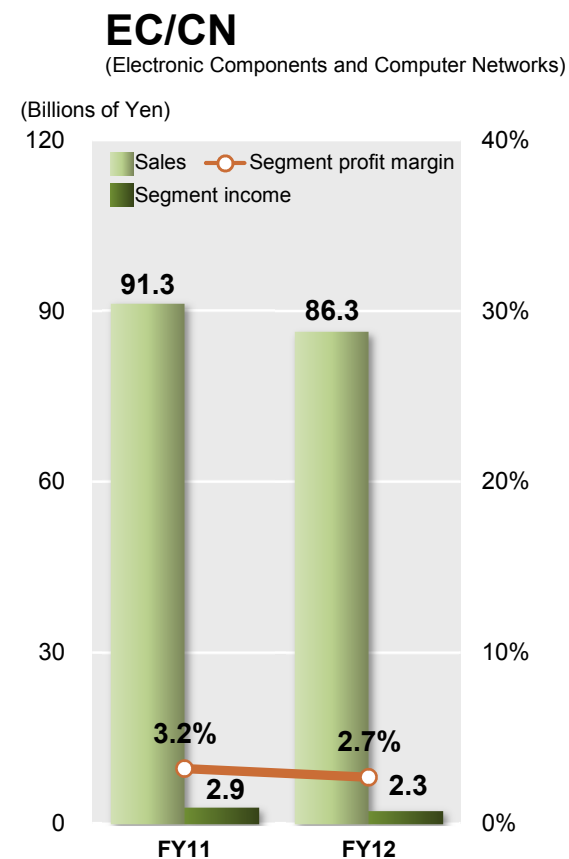
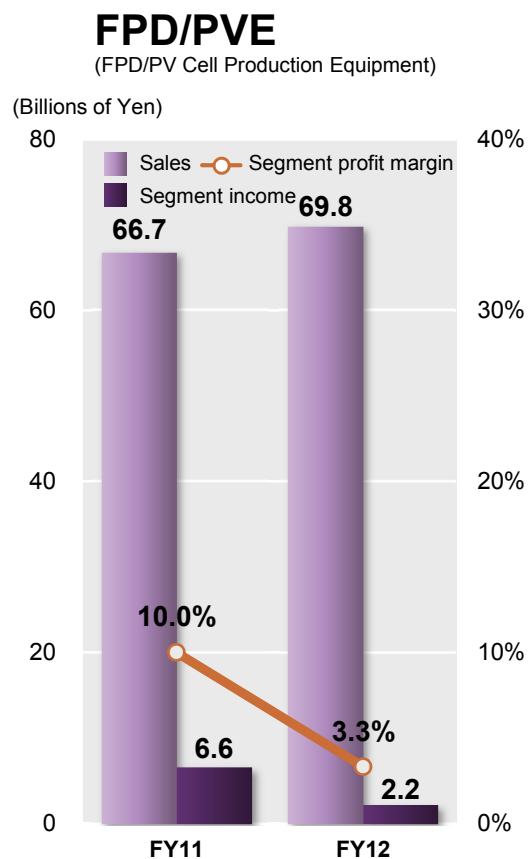
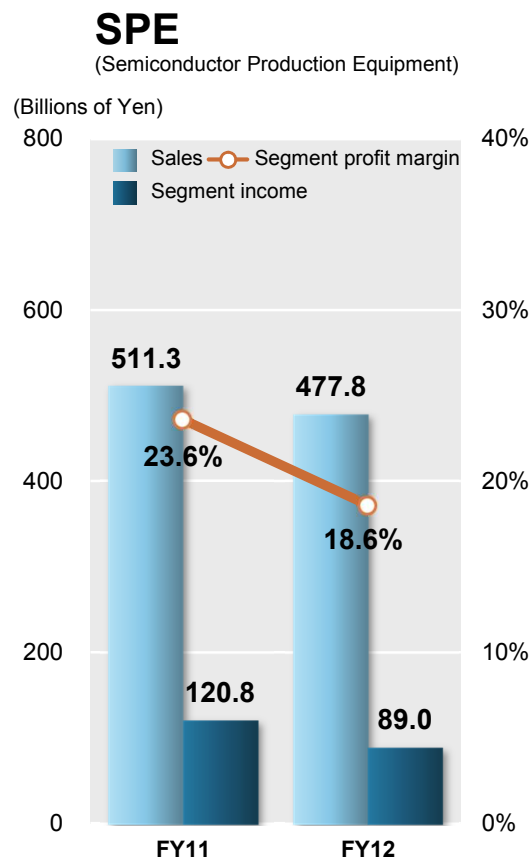
SPE Sales by Region

FY2012 Financial Summary



Segment Information

FY2012 Financial Summary



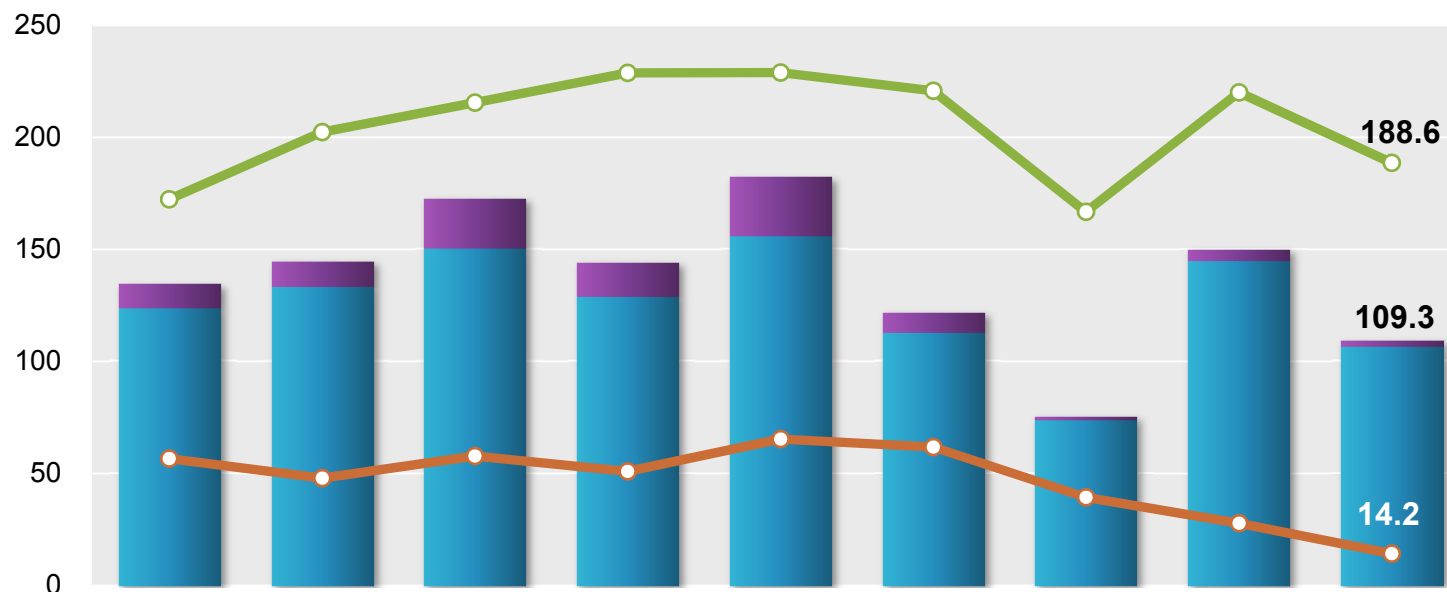
The reportable segments by the company provide separate financial information pertaining to the various segments of the company, which is reviewed periodically by the management to evaluate corporate performance as well as make decisions about the allocation of management resources.

1. Segment income is adjusted against income before income taxes in the consolidated statement of income.
2. Profit ratios are calculated using full amounts, before rounding.

Orders, Order Backlog

FY2012 Financial Summary

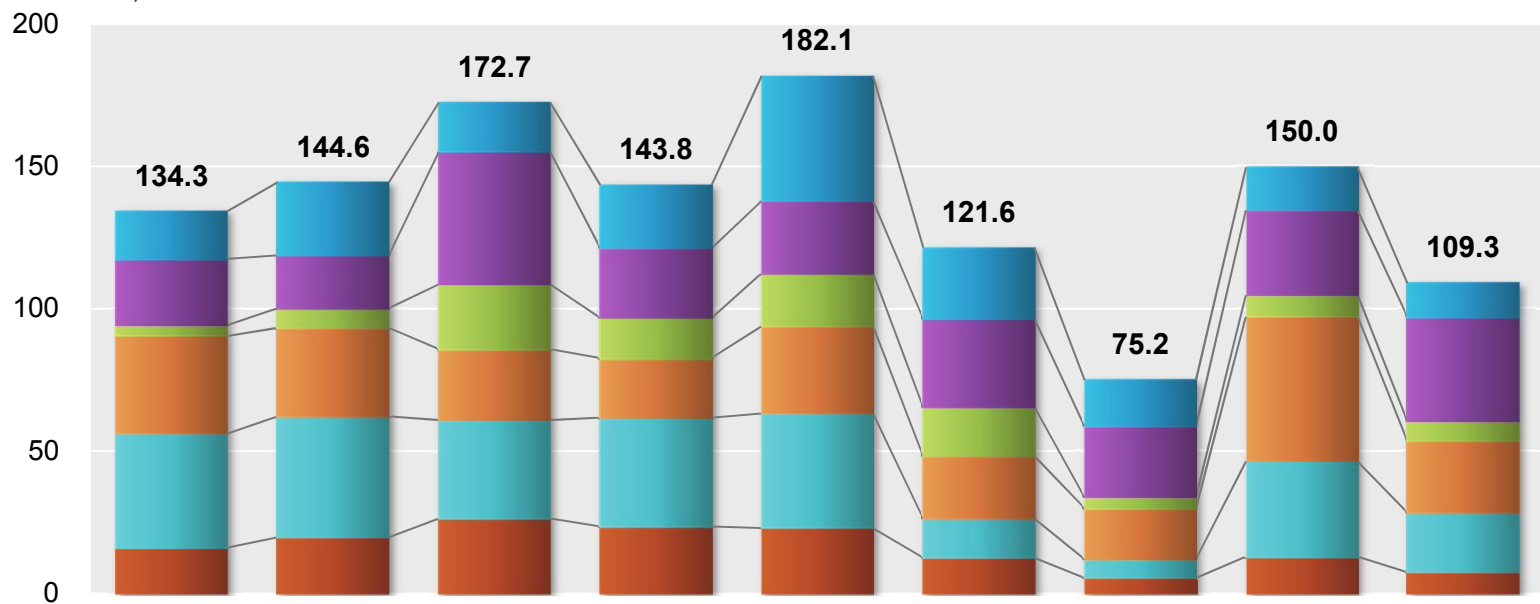
(Billions of Yen)



	FY10/4Q	FY11/1Q	2Q	3Q	4Q	FY12/1Q	2Q	3Q	4Q
SPE Orders	123.6	133.2	150.2	128.6	155.8	112.6	73.5	144.9	106.4
FPD/PVE Orders	10.6	11.4	22.4	15.2	26.3	8.9	1.7	5.0	2.8
SPE Order backlog	172.3	202.3	215.5	228.8	228.9	220.7	166.7	220.1	188.6
FPD/PVE Order backlog	56.7	47.9	57.8	51.0	65.4	61.8	39.4	27.8	14.2

Orders by Region: SPE, FPD/PVE FY2012 Financial Summary

(Billions of Yen)



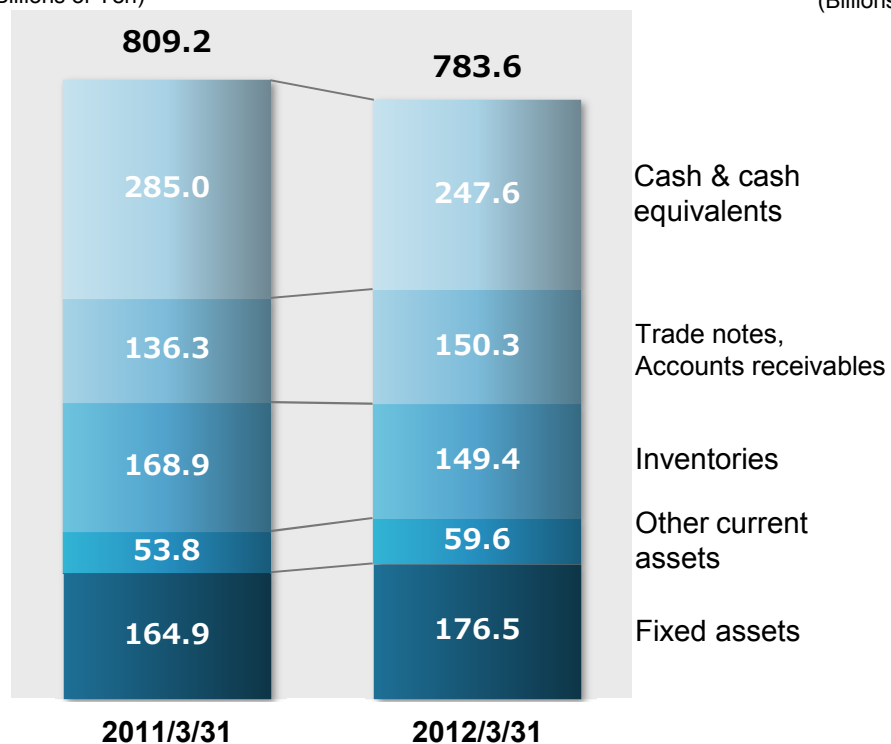
	FY10/4Q	FY11/1Q	2Q	3Q	4Q	FY12/1Q	2Q	3Q	4Q
Japan	16.8	25.6	17.3	22.2	43.9	25.0	16.3	14.9	11.7
U.S.	23.3	18.6	46.6	24.5	25.4	31.1	24.8	29.7	36.8
Europe	3.8	6.9	22.8	14.1	18.6	17.2	3.9	7.6	7.0
Korea	34.3	31.1	24.9	21.0	30.7	21.9	17.9	51.1	25.1
Taiwan	40.0	42.5	34.6	38.2	40.3	13.7	6.6	33.5	21.0
China, S.E. Asia, Others	16.1	19.7	26.3	23.5	22.9	12.5	5.4	12.9	7.4

Balance Sheet

FY2012 Financial Summary

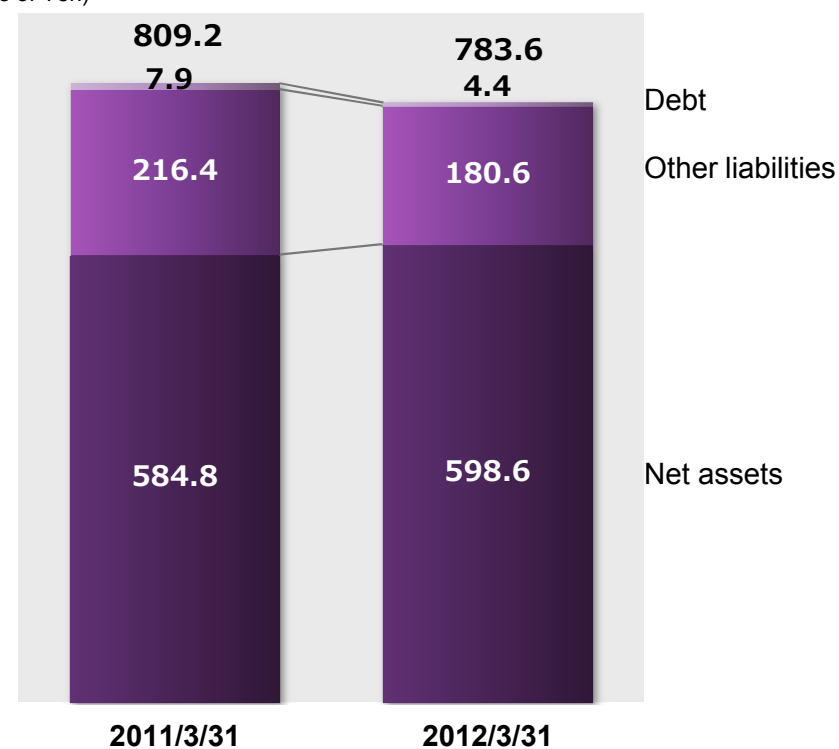
Assets

(Billions of Yen)



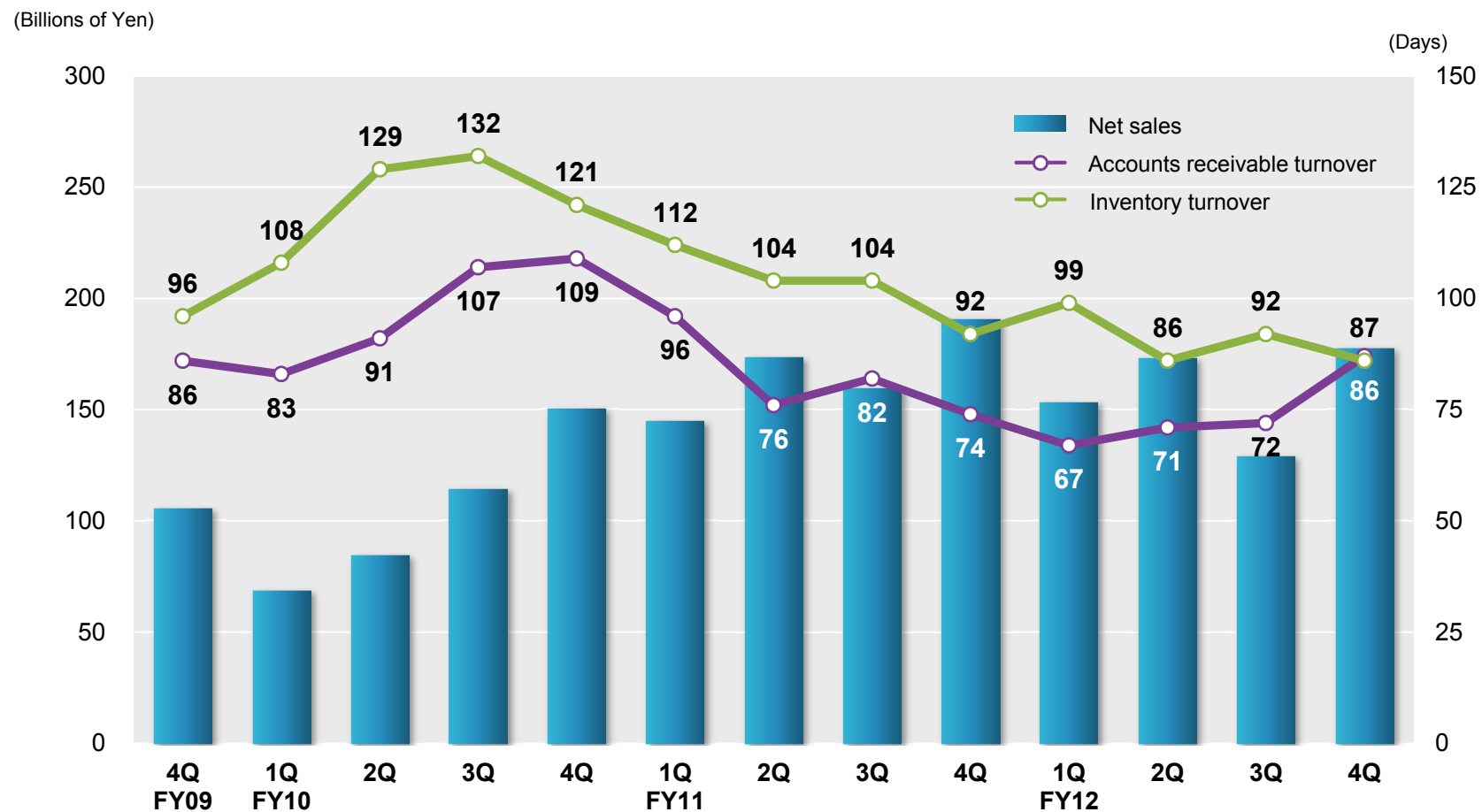
Liabilities & Net Assets

(Billions of Yen)



Cash and cash equivalents: Cash and deposits + Certificate of deposit, etc (Securities in B/S).

Inventory Turnover and AR Turnover FY2012 Financial Summary



*Turnover days=Inventory or AR at the end of each quarter/ last 12 months sales × 365

Cash Flow

FY2012 Financial Summary

(Billions of Yen)

	FY2011	FY2012
Cash flow from operating activities	83.2	29.7
Cash flow from investing activities	-35.8	-8.3
Payment for purchase of property, plant, equipment and others	-35.8	-39.3
Term deposits over 3 months	-	31.0
Cash flow from financing activities	-5.2	-27.3
Cash and cash equivalents at end of term	165.0	158.7
Cash and deposits at end of term (certificates of deposit, etc included)	285.0	247.6

Supplement Data



TOKYO ELECTRON

CORP IR/April 27, 2012



Profit and Loss

(Billions of Yen)

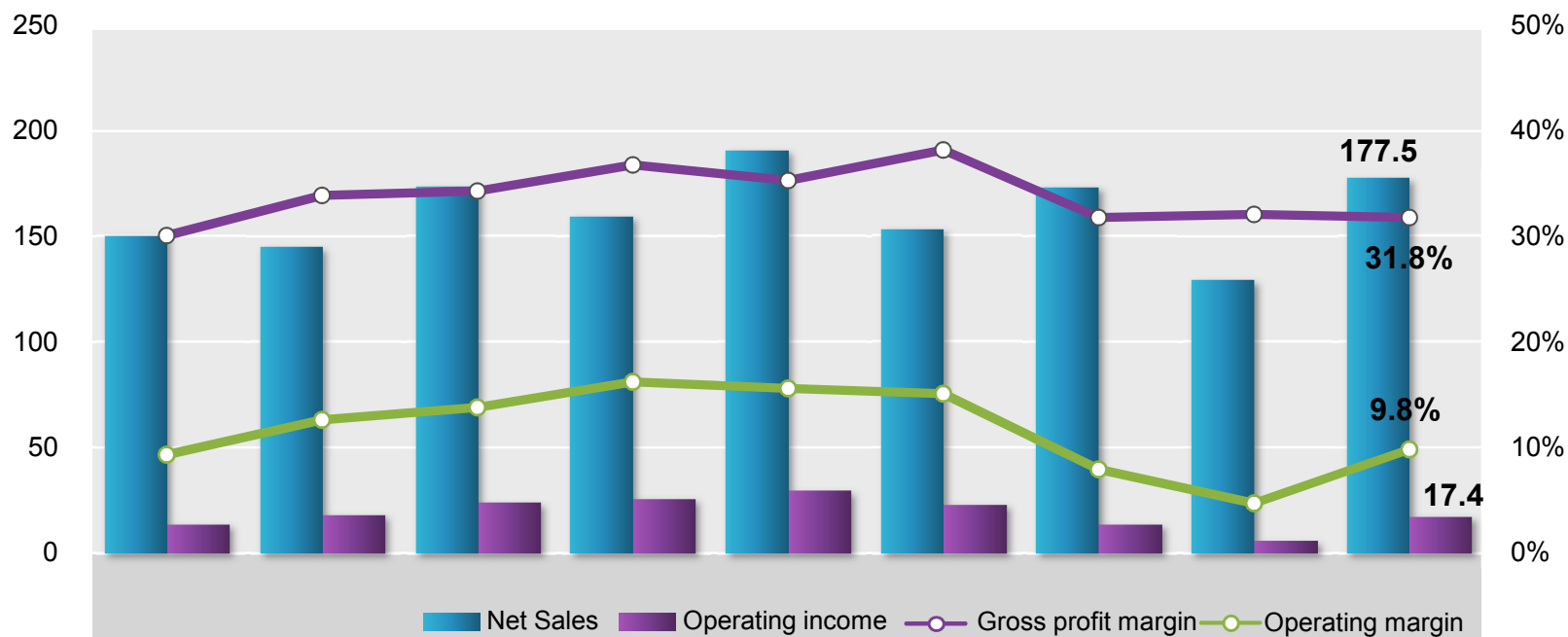
	FY2011				FY2012			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net sales	144.8	173.5	159.6	190.6	153.1	173.2	129.1	177.5
Gross profit	49.1 (33.9%)	59.5 (34.3%)	58.7 (36.8%)	67.3 (35.3%)	58.4 (38.2%)	55.0 (31.8%)	41.4 (32.1%)	56.4 (31.8%)
Operating income	18.3 (12.6%)	24.0 (13.8%)	25.8 (16.2%)	29.7 (15.6%)	23.0 (15.1%)	13.7 (7.9%)	6.0 (4.7%)	17.4 (9.8%)
Income before income taxes	19.2	25.7	26.6	27.9	23.4	15.8	6.7	14.6
Net income	14.7	18.7	18.6	19.8	16.6	10.0	0.7	9.3
R&D expenses	14.8	19.2	16.8	19.5	18.1	22.9	18.7	21.6
Capital expenditures	3.7	12.6	12.4	10.2	5.9	16.6	7.6	9.3
Depreciation and amortization	3.7	4.0	4.6	5.2	4.7	5.7	6.4	7.1

In principle, export sales of Tokyo Electron's mainstay semiconductor and FPD/PV cell production equipment are denominated in yen. While some settlements are denominated in dollars, exchange risk is hedged as forward exchange contracts are made individually at the time of booking. Accordingly, the effect of exchange rates on profits is negligible.

1. Numbers shown in (): profit ratios
2. Profit ratios are calculated using full amounts, before rounding.

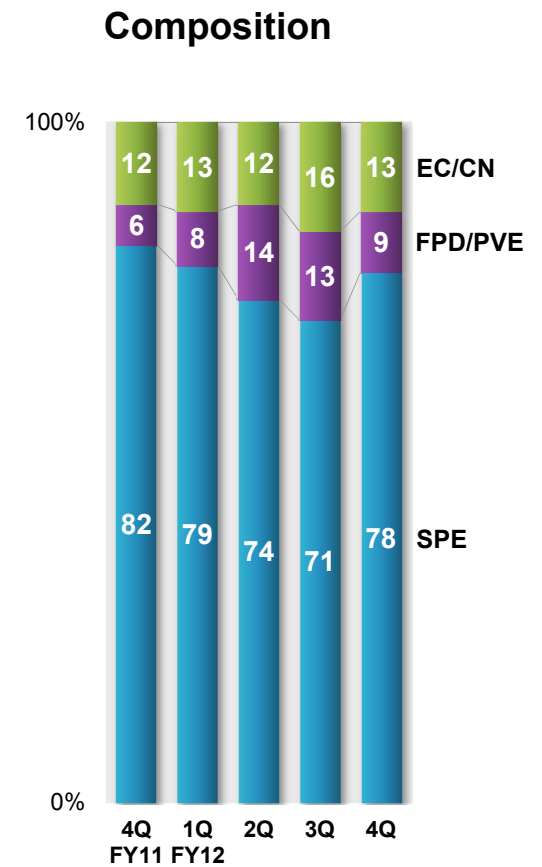
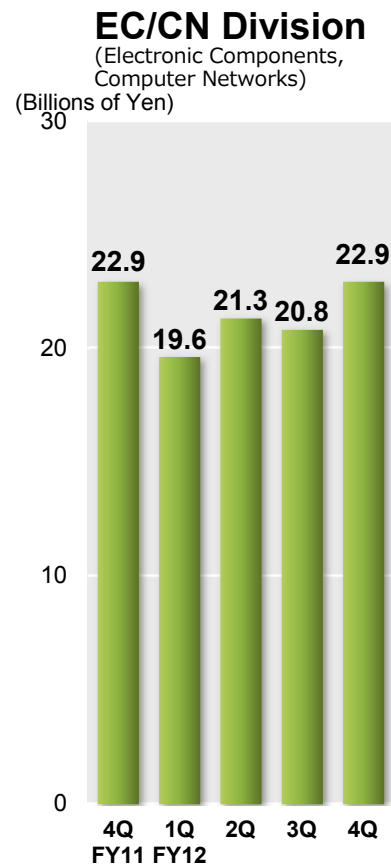
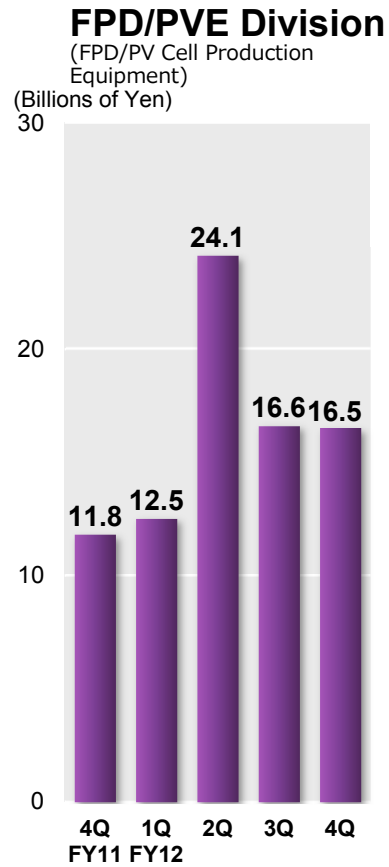
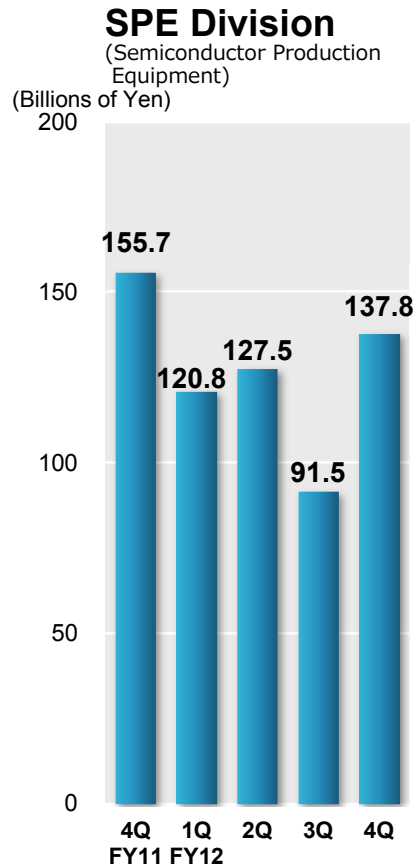
Net Sales & Operating Margin

(Billions of Yen)

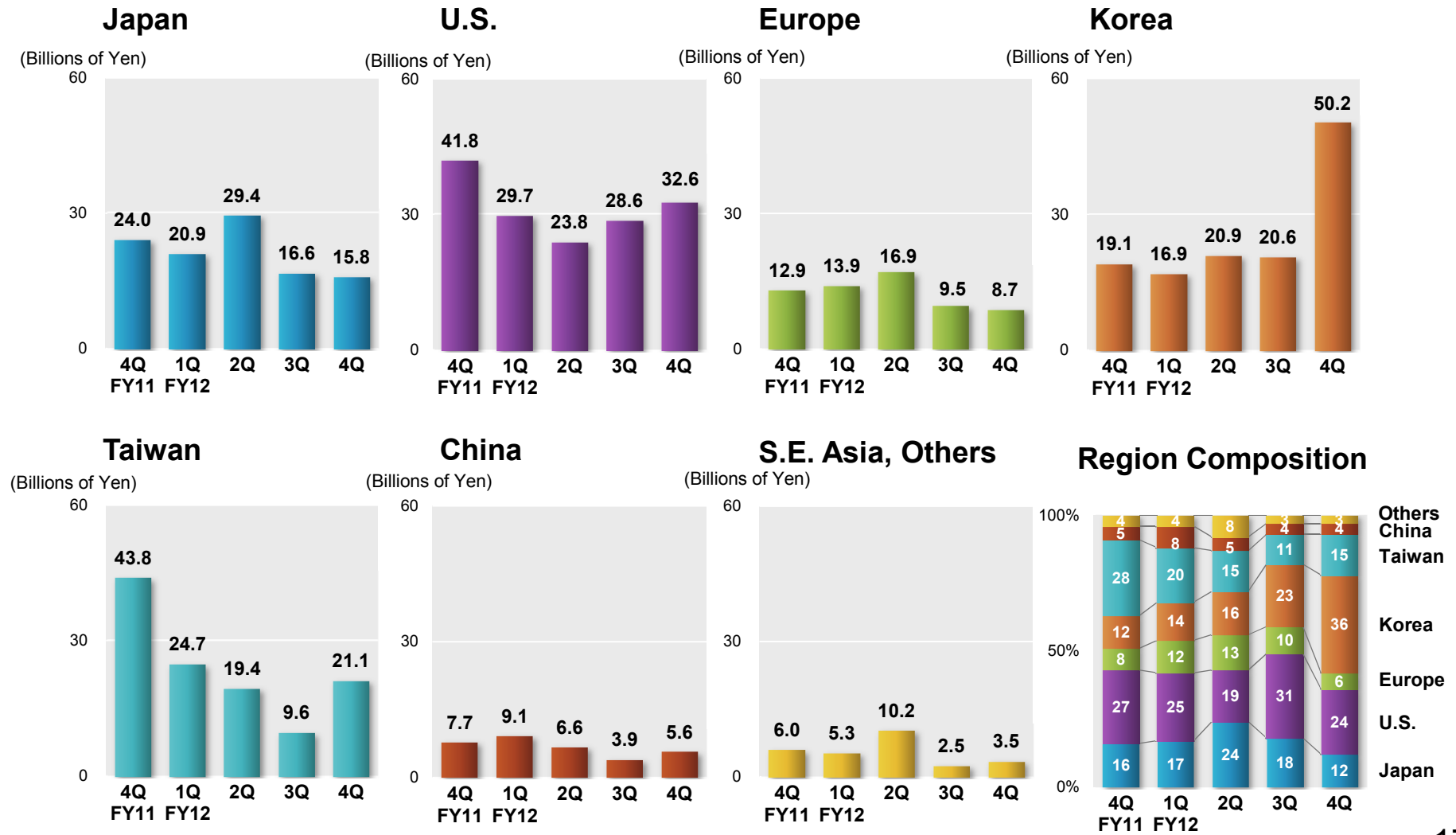


	FY10/4Q	FY11/1Q	2Q	3Q	4Q	FY12/1Q	2Q	3Q	4Q
Net Sales	150.4	144.8	173.5	159.6	190.6	153.1	173.2	129.1	177.5
Operating income	13.9	18.3	24.0	25.8	29.7	23.0	13.7	6.0	17.4
Gross profit margin	30.1%	33.9%	34.3%	36.8%	35.3%	38.2%	31.8%	32.1%	31.8%
Operating margin	9.3%	12.6%	13.8%	16.2%	15.6%	15.1%	7.9%	4.7%	9.8%

Net Sales by Division



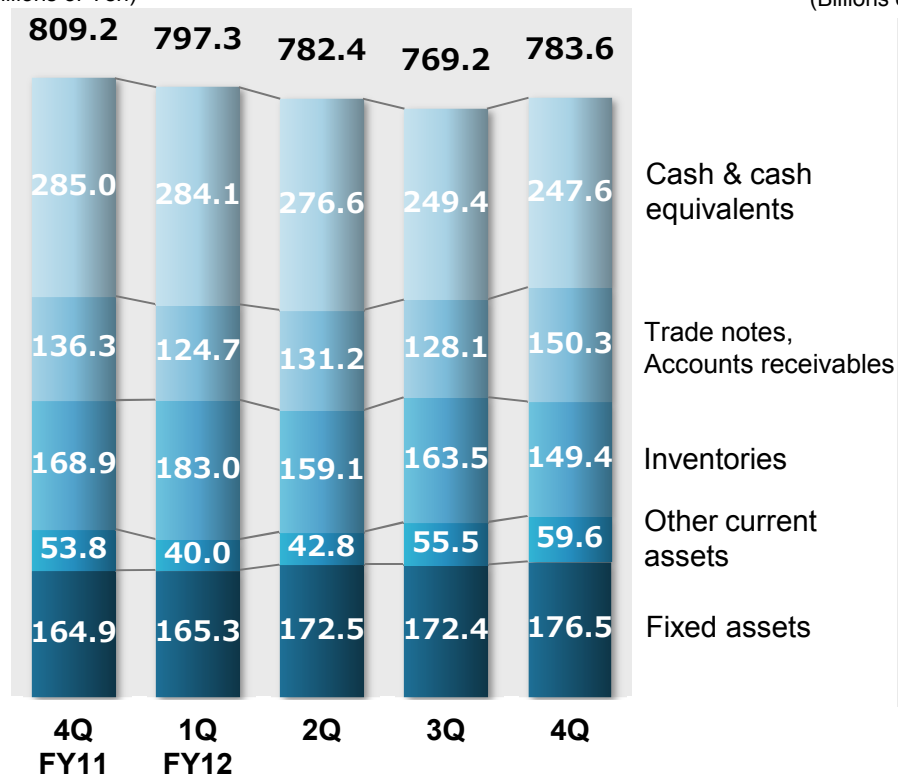
SPE Sales by Region



Balance Sheet

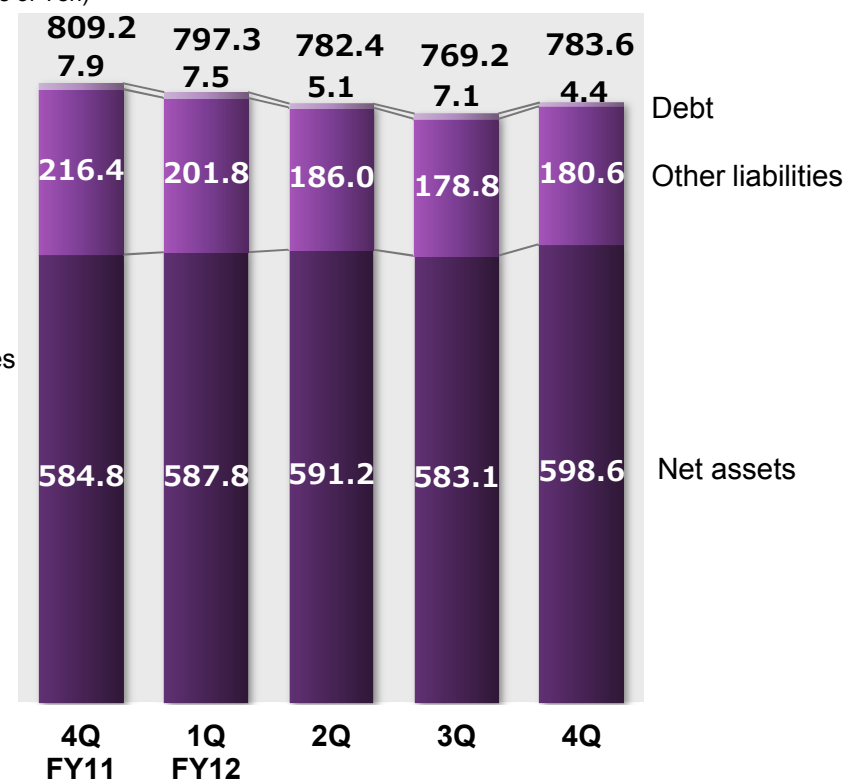
Assets

(Billions of Yen)



Liabilities & Net Assets

(Billions of Yen)



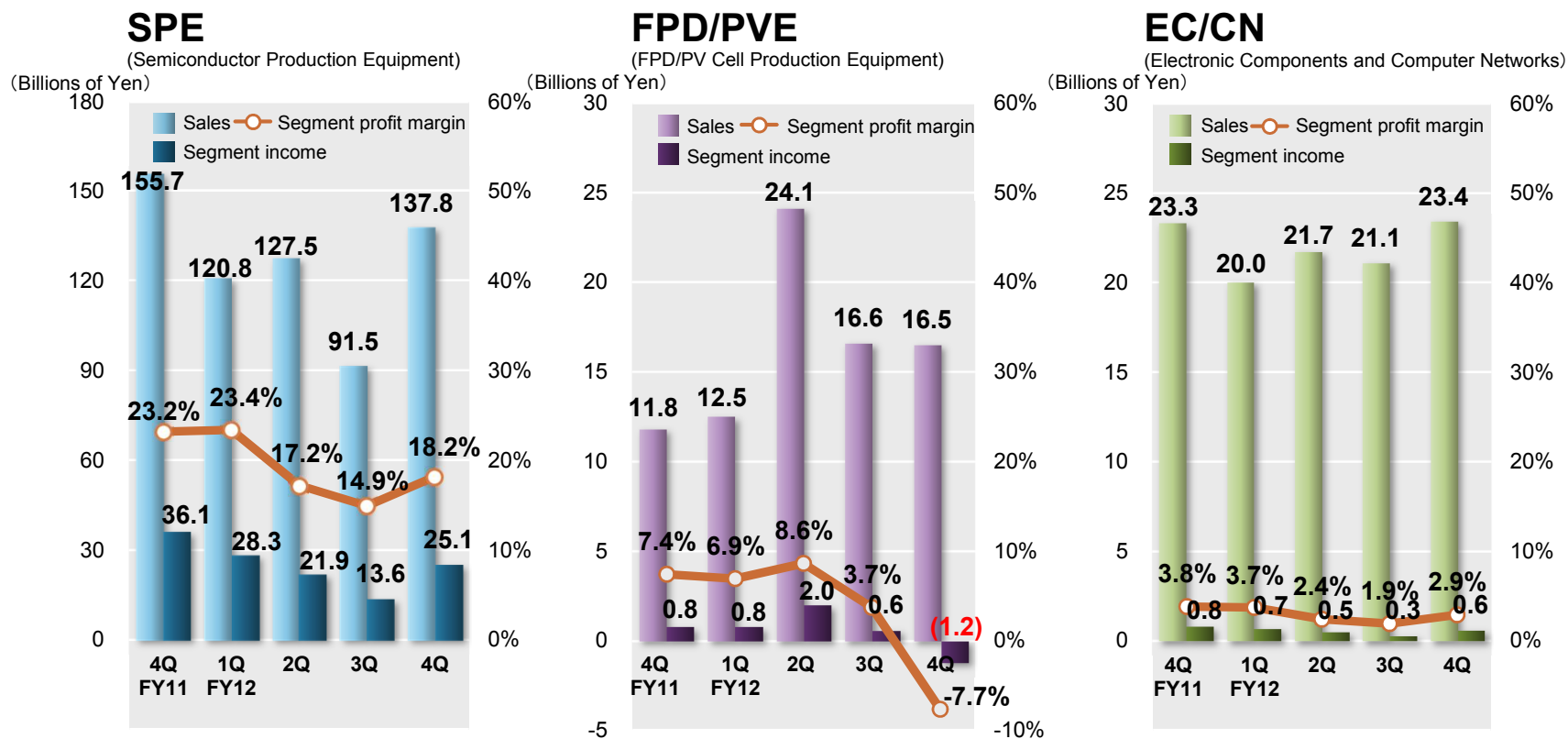
Cash and cash equivalents: Cash and deposits + Certificate of deposit, etc (Securities in B/S).

Cash Flow

(Billions of Yen)

	FY2011		FY2012			
	3Q	4Q	1Q	2Q	3Q	4Q
Cash flow from operating activities	-21.4	63.4	18.0	8.6	-4.9	7.9
Cash flow from investing activities	-10.9	-8.9	-58.7	-13.7	53.3	10.8
Payment for purchase of property, plant, equipment and others	-10.9	-8.9	-4.7	-12.2	-14.1	-8.1
Term deposits over 3 months	-	-	-54.0	-1.4	67.4	19.0
Cash flow from financing activities	-2.5	-3.0	-14.2	-2.5	-7.7	-2.8
Cash and cash equivalents at end of term	113.2	165.0	110.1	101.1	141.4	158.7
Cash and deposits at end of term (certificates of deposit, etc included)	233.2	285.0	284.1	276.6	249.4	247.6

Segment Information



The reportable segments by the company provide separate financial information pertaining to the various segments of the company, which is reviewed periodically by the management to evaluate corporate performance as well as make decisions about the allocation of management resources.

1. Segment income is adjusted against income before income taxes in the consolidated statement of income.
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Number of Employees

(person)

	FY2008	FY2009	FY2010	FY2011	FY2012
Japan	7,789	7,865	7,820	7,908	8,004
U.S.	1,281	1,226	1,017	1,084	1,150
Europe	450	376	310	305	313
Asia	909	924	921	1,046	1,217
Total	10,429	10,391	10,068	10,343	10,684