

# 1H FY08/3 Financial Results and Outlook

#### **Toshio Nakajima**

President and CEO

November 13, 2007

**NEC Electronics Corporation** 

http://www.necel.com/ir/en/

## Agenda



#### I. 1H FY08/3 Financial Results

- ✓ Sales and profits exceeded the original forecasts announced on May 14, 2007
- ✓ Recovered operating income mainly by diligent fixed cost reduction

#### II. FY08/3 Full-Year Forecasts

- √The full-year forecasts remain unchanged, due to uncertain market conditions in Q4.
- ✓ Committed to secure profits on an operating basis for 2H, and aim for further improvement in financial performance.

## III. Measures to Improve Performance

✓ Continue to implement new management policies announced on February 22, 2007



#### I. 1H FY08/3 Financial Results

II. FY08/3 Full-Year Forecasts

III. Measures to Improve Performance

## Financial Snapshot

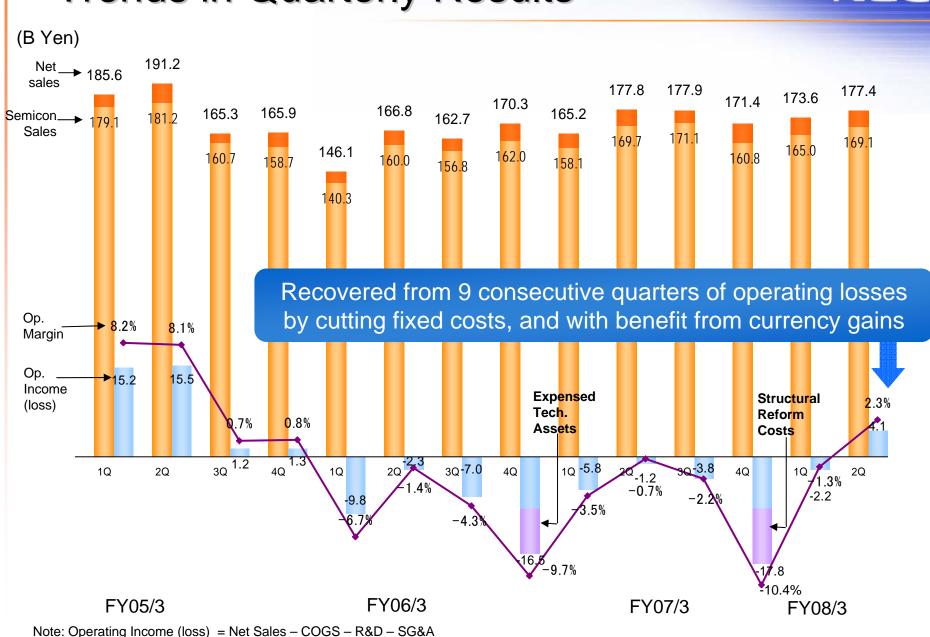


	FY08/3						
(5.4.)	Q1, June 30 Q2, Sept. 30		1H, Sept. 30				
(B Yen)	Actual	Actual	Actual	YoY	НоН		
Net Sales	173.6	177.4	351.0	+8.0	+1.7		
Semiconductor Sales	165.0	169.1	334.1	+6.3	+2.2		
Operating Income (Loss)	-2.2	4.1	1.9	+8.8	+23.5		
Income (Loss) Before Income Taxes	0.4	1.4	1.8	+7.4	+31.6		
Net Income (Loss)	-1.3	-1.7	-3.0	+4.4	+31.1		
Free Cash Flows	-5.9	16.2	10.3	-3.2	+35.5		
D/E Ratio	0.50	-	0.51	-	-		
Shareholders' Equity Ratio	39%	-	38%	-	-		
Exchange Rates	US\$1 = 119 yen 1 Euro = 160 yen	US\$1 = 120 yen 1 Euro = 164 yen	US\$1 = 120 yen 1 Euro = 162 yen		US\$ 1 yen weaker Euro 8 yen weaker		

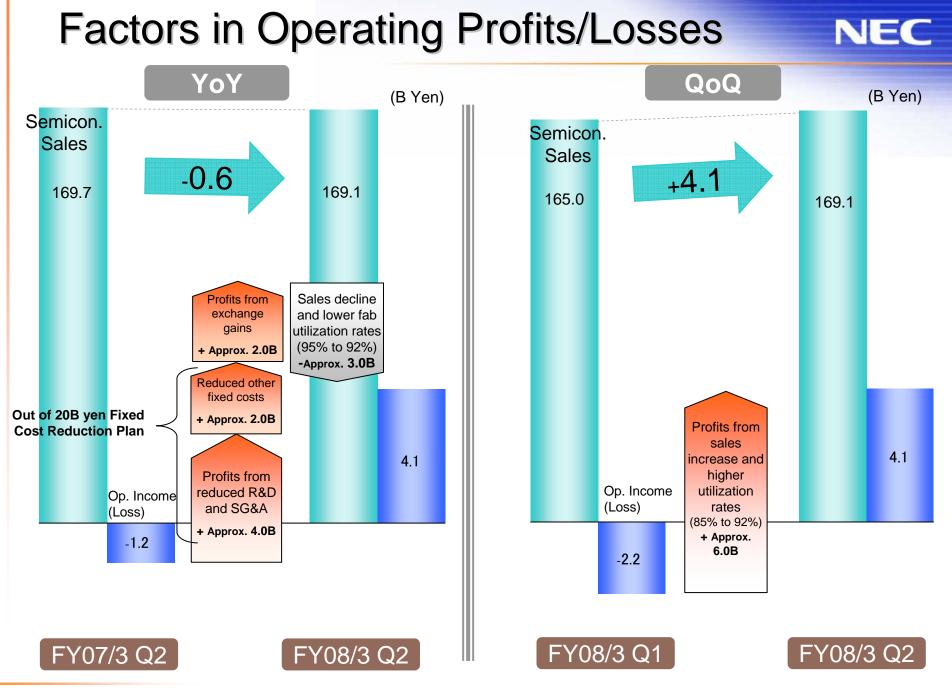
Note: NEC Electronics' consolidated information is in accordance with U.S.GAAP. However, the figure for operating income (loss) shown above represents net sales minus the cost of sales, research and development expenses, and selling, general, and administrative expenses.





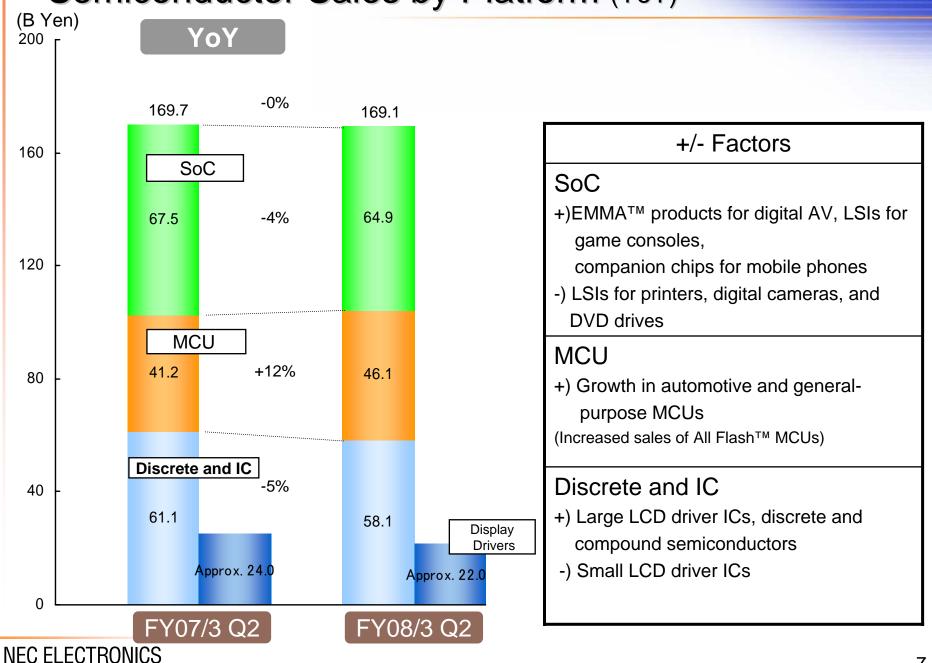


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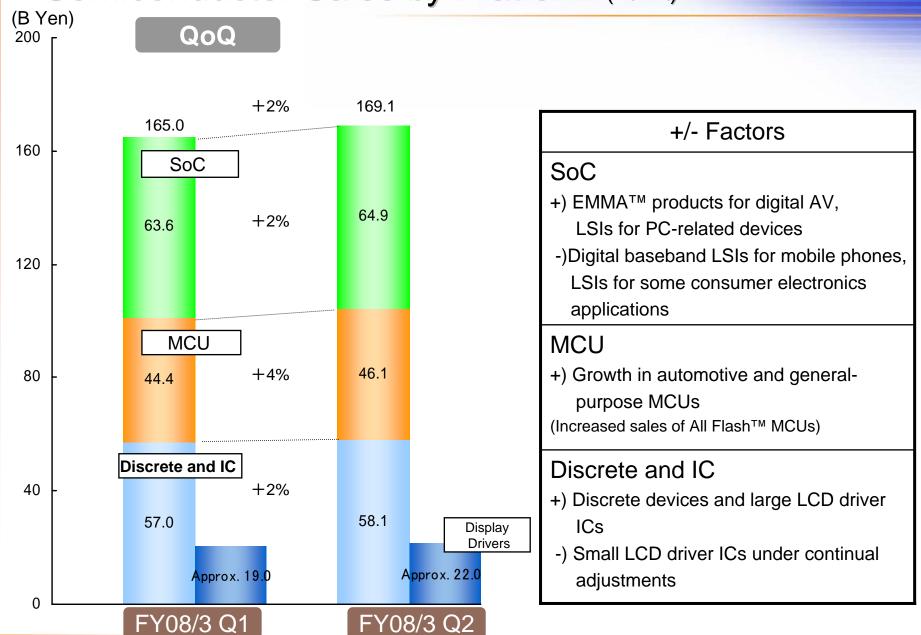






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#### NEC Semiconductor Sales by Application YoY QoQ (B Yen) 169.7 169.1 169.1 165.0 Communications Communications 17.1 17.1 24.6 -31% -18% 20.7 Decline in small LCD driver ICs Decline in mobile phone chips 32.6 Computing & Peripherals Computing & Peripherals 32.6 29.5 -6% +10% 34.7 Decline in LSIs for printers Increase in Large LCD driver ICs Consumer Electronics **Consumer Electronics** 34.5 +4% +13% 34.5 33.0 Increase in LSIs for game Increase in "EMMA" products 30.7 consoles Auto & Industrial **Auto & Industrial** +1% 27.7 27.7 +7% 27.4 Increase in Automotive 25.8 Increase in Automotive Multi-Market ICs Multi-Market ICs +10% 24.9 24.9 23.3 +7% 22.6 Increase in All Flash MCUs Increase in All Flash MCUs Discrete, Opt., & Microwave Discrete, Opt., & Microwave +2% +5% 32.4 32.4 31.7 30.8 Increase in discrete Increase in discrete and compound semiconductors FY08/3 Q1 FY08/3 Q2 FY07/3 Q2 FY08/3 Q2

## **Balance Sheet**



	(B Yen)	Sept. 30, 2006	Mar. 31, 2007	Sept. 30, 2007
	Cash and Cash Equivalents	222.0	185.4	191.4
	Accounts Receivable	116.7	99.5	100.3
	Inventories	80.3	79.2	80.2
	PP&E	308.6	296.2	282.5
	Other Assets	49.4	35.6	33.6
Total	Assets	777.0	695.9	687.9
	Accounts Payable	169.2	132.5	130.0
	Debt Payable	146.0	136.0	132.9
	Other Liabilities	159.5	157.5	158.7
Liabil	ities	474.8	426.0	421.6
Mino	rity Shareholders' Equity	4.2	4.8	5.3
Share	eholders' Equity	298.0	265.1	261.1
Liabil	ities and Shareholders' Equity	777.0	695.9	687.9
D/E F	Ratio (Gross)	0.49	0.51	0.51
Equit	y Ratio	38%	38%	38%
Refere	ences			
Deferr	red Tax Assets	11.8	10.7	11.2
Deferr	ed Tax Liabilities	10.8	10.9	13.7

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## **Cash Flows**



	FY07/3			
(B Yen)	1H	1Q	2Q	1H
Cash Flows from Operating Activities	34.6	1.5	27.7	29.1
Cash Flows from Investing Activities	-21.1	-7.3	-11.5	-18.8
Free Cash Flows	13.4	-5.9	16.2	10.3



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#### FY08/3 Full-Year Forecasts



The full-year forecasts remain unchanged, due to uncertain market conditions in Q4, however, we are committed to securing operating profits in 2H as well, and aim for further improvements in financial performance

	FY07/3							
	Full-Year		1H		Full-Year			
(B Yen)	Actual	Original Forecasts (as of May 14)	Actual	Difference	Original Forecasts (as of May 14)	Forecasts (as of Nov. 13)	Difference	
Net Sales	692.3	335.0	351.0	+16.0	690.0	690.0	О	
Semiconductor Sales	659.6	325.0	334.1	+9.1	670.0	670.0	О	
Operating Income (Loss)	-28.6	-5.0	1.9	+6.9	0	0	0	
Income (Loss) Before Income Taxes	-35.4	-12.0	1.8	+13.8	-10.0	-10.0	0	
Net Income (Loss)	-41.5	-15.0	-3.0	+12.0	-15.0	-15.0	0	

#### **Exchange Rates**

US\$1=	117 yen	115 yen	120 yen	5 yen weaker	115 yen	2H 115 yen	
Euro1=	149 yen	150 yen	162 yen	12 yen weaker	150 yen	2H 155 yen	

Note 1: Operating Income (Loss) = Net Sales - COGS - R&D - SG&A.

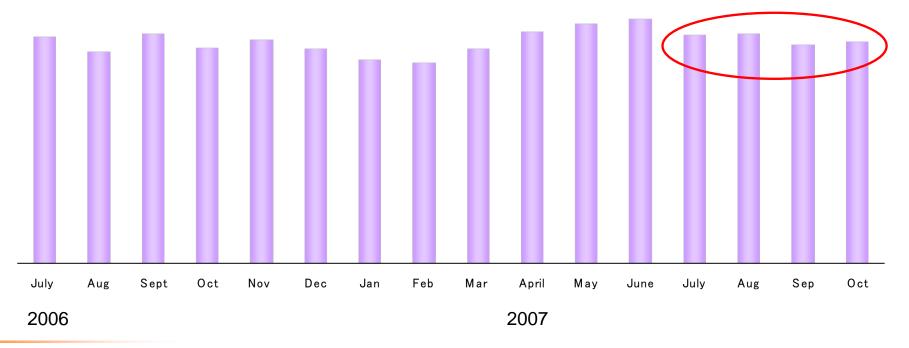
Note 2: Forecasts as of November 13, 2007.

#### Trends in Amount of Orders



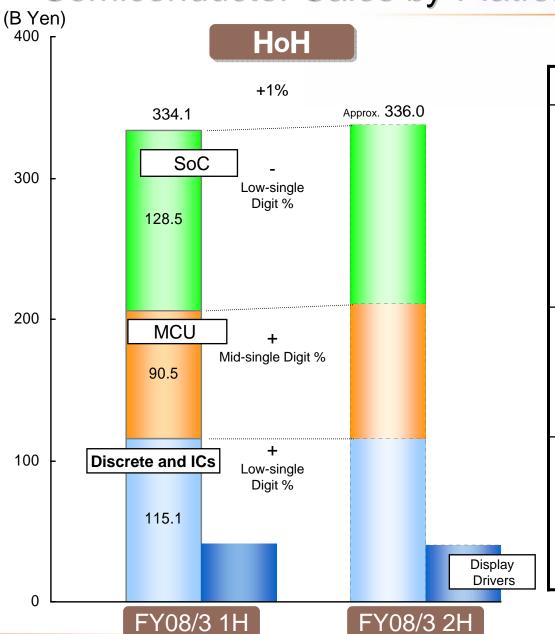
Orders for general-purpose products, such as microcontrollers and discrete devices are healthy, however, adjustments in LCD driver ICs and mobile phone related LSIs due to various factors

Amount of Orders (Monthly)



#### Semiconductor Sales by Platform (HoH Forecast)





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#### +/- Factors

#### SoC

- +) EMMA<sup>™</sup> products for digital AV LSIs for DVD drive
- Digital baseband LSIs for mobile phones, LSIs for digital cameras

(Compared to Original Forecasts: approx. -3.0B Main factors: Sluggish sales of LSIs for printers, digital cameras)

#### **MCU**

+) Growth in auto and general-purpose MCUs

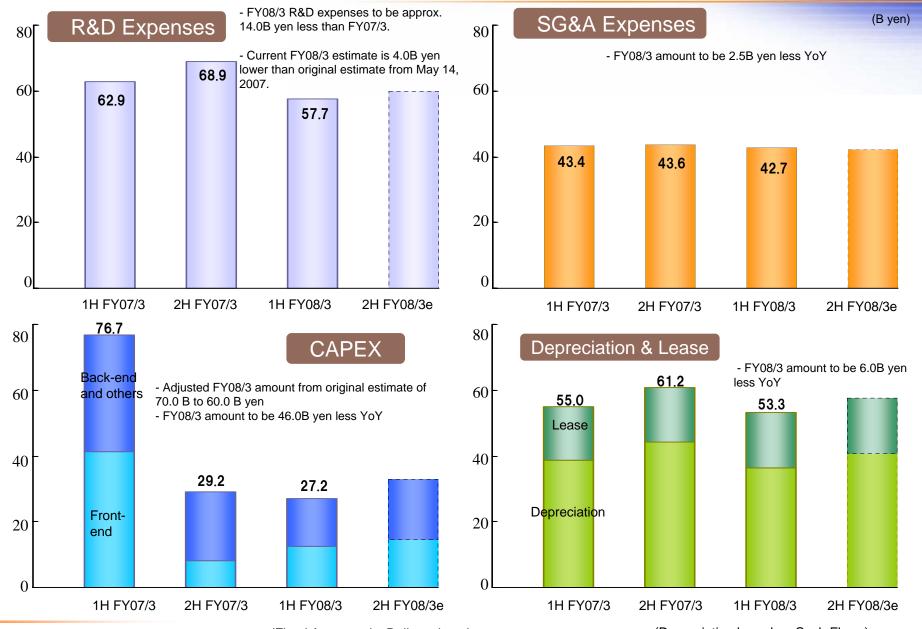
(Compared to Original Forecasts: approx. +1.0B Main Factors: Strong growth in All Flash™ MCUs)

#### Discrete and ICs

- +) Recovery and growth in small LCD driver ICs
- -) Large LCD drivers

(Compared to Original Forecasts: approx. -7.0B Main Factors: inventory adjustments for LCD driver ICs)

#### FY07/3 & FY08/3 Op. Expenses and CAPEX NEC



## Non-Operating Income/Loss



#### Book Structural Reform Costs mainly in 2H

	FY07/3					FY08/3				
	Full-year		1H			2H			Full-Year	
(B Yen)	Actual	Original Forecasts (As of May 14, 2007)	Actual	Difference	Original Forecasts (As of May 14, 2007)	Present Forecasts (As of Nov. 13, 2007)	Difference	Original Forecasts (as of May 14, 2007)	Present Forecasts (As of Nov. 13, 2007)	Difference
Non-OP. Incon (Loss)	-6.8	-7.0	±0	+7.0	-3.0	Approx. -10.0	Approx. -7.0	-10.0	-10.0	0
Income	Transfer of the photomask business and assets •NEC Fabserve, a wholly-owned subsidiary, transferred its photomask business to Dai Nippon Printing Co., Ltd. in June, 2007									
			Closure of Indonesia Plant  •Test and Assembly utilizing throughhole packaging  •Enter liquidation in Nov. 2007							
Loss					Costs related to Consolidation of manufacturing lines  Loss from disposal or sale of fixed assets  Recording costs related to litigations					
				(Lasa) Na	Reforms	s related Str	uctural			

Note 1: Operating Income (Loss) = Net Sales – COGS – R&D – SG&A.

Note 2: Forecasts as of November 13, 2007.



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## Progress of New Management Policies



(Announced on Feb. 22, 2007)

#### **Executing New Management Policies**

	_	Items and Primary Measures	<b>Status</b> (as of Nov. 13, 2007)
	eallocate evelopment	Reduce technology outsourcing costs roughly equivalent to 600 people	Completed
re	esources	Shift development equivalent to approx. 400 employees	Halfway Complete (Expect to complete all 400 by the end of the fiscal year)
М	anufacturing	Reorganization and consolidation	Negotiating with
	Front-end	<ul> <li>Expand capacity at 8-inch lines in Kyushu and Kansai</li> <li>Consolidate and shift to larger wafer production lines</li> <li>8-inch line in Yamagata, 6-inch lines in Kansai and Kyushu</li> </ul>	Customers  Shifting equipment and production underway
	Back-end	Shifting production of some general-purpose products overseas	
	orporate eorganization	Established 3 business units (SoC, Microcomputer, and Discrete and IC), and enhance profit management by business units	Reorganization complete; new business units operational
	educe Fixed osts for FY08/3	Reduce technology outsourcing, fixed production costs by limiting CAPEX etc, and other fixed costs including personnel costs	Underway Aim to reduce by 20B yen from FY07/3



#### Advanced Process Technology Dev't and Mfg.

## Accelerate development of fundamental process technology and focus on differentiated process technology

- 40nm Process Technology (NEC Electronics' next generation after 55nm)
  - ➤ Plan to begin mass production at NEC Yamagata from the end of FY09/3
- 32nm Process Technology
  - ➤ Development: Decide and announce strategy by the end of CY2007 (collaboration with strategic partners).
  - ➤ Manufacturing: In discussion



#### Mobile Handset System LSIs

#### Focus on selling "M2" dual-mode communications platform

- ➤ R&D is complete. Development costs are being reduced significantly.
- ➤ M2 shipping in autumn, contributing to sales and profits.
- Target new design-ins inside and outside of Japan.

### Display Driver Business



Enhance competitiveness of this core business, which has a large share in the growing display driver market.

- In negotiations to establish strategic alliances.
  - ➤ Maintain technological advantages
  - In discussions to establish alliances with partners with production capabilities and strengthen NEC Electronics' market position



Help improve cost competitiveness by reducing wafer procurement costs





#### **Entering Market for Car Navigation Applications**

- Achieved world-leading performance of 1920MIPS utilizing ARM11 quad core parallel processing technology
- Sales target: 10B yen in 2010, 30B yen in 2015
- Mass Production: Begins in 2H FY09/3

#### Reinforcing Power MOSFET Business

- Establishing 8-inch dedicated line at NEC Kansai
- Mass production: Begins in 2H FY09/3
- Production Capacity: Max. approx. 10K wafers/month
- Estimated CAPEX: approx. 10B yen



## Notice Concerning the NEC Electronics' Shares Lifted from Grace Period for Delisting

As announced by the Tokyo Stock Exchange (TSE) on July 10, 2007, the ratio of the number of the company' shares held by the "special few" as of March 31, 2007, exceeded the TSE's previous listing criteria, and the company's shares were placed in a grace period for the purpose of delisting from April 1, 2007 to March 31, 2008.

According to the TSE, on November 1, 2007, NEC Electronics' shares were lifted from the grace period, no longer meeting the TSE's new criteria for delisting.

#### Conclusions



- ■1H financial results exceeded the original forecasts announced on May 14, 2007, and operating profits recovered
- We are committed to <u>securing operating profits in 2H</u>, and strive to improve financial performance further; however, <u>the full-year</u> <u>forecasts remain unchanged</u> due to uncertainties in Q4 market conditions.
- Improve development efficiency and establish strategic alliances with partners to sustain growth in FY09/3 and beyond



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#### **Cautionary Statements**

The statements in this presentation with respect to the plans, strategies and forecasts of NEC Electronics and its consolidated subsidiaries (collectively "we") are forward-looking statements involving risks and uncertainties. We caution you in advance that actual results could differ materially from such forward-looking statements due to several factors. The important factors that could cause actual results to differ materially from such statements include, but are not limited to: general economic conditions in our markets, which are primarily Japan, North America, Asia and Europe; demand for, and competitive pricing pressure on, our products and services in the marketplace; our ability to continue to win acceptance of its products and services in these highly competitive markets; and movements in currency exchange rates, particularly the rate between the yen and the U.S. dollar. Among other factors, a worsening of the world economy; a worsening of financial conditions in the world markets, and a deterioration in the domestic and overseas stock markets, would cause actual results to differ from the projected results forecast.

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