



**March 2013**

# **The 1<sup>st</sup> half year result**

**(1<sup>st</sup> and 2<sup>nd</sup> quarters total)**

**22<sup>nd</sup> November, 2012**



**Y.A.C. Co., Ltd.**

**(Ticker symbol: 6298)**

**<http://www.yac.co.jp>**



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**Mr. Takefumi Momose, President**

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**Mr. Hiroshi Furuhashi,  
General Manager Accounting Dep.**

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**Mr. Takefumi Momose, President**

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# 1. President's message and remarkable points

..... **Mr. Takefumi Momose, President**

# 1. Remarkable Points of Financial Result



- **Sales up and profit up, comparing to previous year, but profit underperformed.**

- **New order received: underperformed.**

**reconsideration of new capital investment affected**

- **Demand for smart phone & tablet PC is still keeping solid and firm.**



## **2. Summary of financial result: 2<sup>nd</sup> quarter, Mar.2013**

**..... Mr. Hiroshi Furuhashi  
General Manager, Accounting Dep.**

# 2-1 Business Result



(Unit: Million Yen)

	1 <sup>st</sup> half March, 2012 (consolidated)	1 <sup>st</sup> half March, 2013 (consolidated)	Change from 1 <sup>st</sup> half previous year (amount)	Change from 1 <sup>st</sup> half previous year (%)
<b>Sales</b>	<b>6,584</b>	<b>10,919</b>	<b>4,334</b>	<b>65.8%</b>
<b>Operating income</b> (operating income ratio)	<b>181</b> <b>(2.8%)</b>	<b>357</b> <b>(3.3%)</b>	<b>175</b>	<b>96.3%</b>
<b>Ordinary Income</b>	<b>162</b>	<b>292</b>	<b>129</b>	<b>79.5%</b>
<b>Net Income</b>	<b>308</b>	<b>195</b>	<b>▲113</b>	<b>▲36.7%</b>
<b>Earning/Share (yen)</b>	<b>33.41</b>	<b>21.91</b>	<b>▲11.50</b>	<b>—</b>
<b>R &amp; D expenses</b>	<b>109</b>	<b>140</b>	<b>30</b>	<b>28.0%</b>
<b>Capital expenditure</b>	<b>17</b>	<b>50</b>	<b>33</b>	<b>190.3%</b>
<b>Depreciation expenses</b>	<b>127</b>	<b>132</b>	<b>4</b>	<b>3.2%</b>

# 2-2 Sales by Business Unit



(Unit: Million Yen)

	The 1 <sup>st</sup> half March, 2012 (consolidated)	1 <sup>st</sup> half March, 2013 (consolidated)	Change from the 1 <sup>st</sup> half previous year (amount)	Change from the 1 <sup>st</sup> half previous year (%)
Memory Disk Unit	1,291	1,936	645	50.0%
Flat Panel Unit	1,868	6,746	4,877	261.1%
Semiconductor Unit	370	201	▲168	▲45.5%
Photovoltaic Unit	792	507	▲285	▲36.0%
FEL Unit	10	0	▲9	▲90.5%
Precise Heating Treatment (YAC Denko)	1,728	1,003	▲725	▲42.0%
CS Unit	523	523	0	—
<b>Total</b>	<b>6,584</b>	<b>10,919</b>	<b>4,334</b>	<b>65.8%</b>

# 2-3 New Order Received by Business Unit (Consolidated)



(Unit: Million Yen)

	The 1 <sup>st</sup> half March, 2012 (consolidated)	The 1 <sup>st</sup> half March, 2013 (consolidated)	Change from the 1 <sup>st</sup> half previous year (amount)	Change from the 1 <sup>st</sup> half previous year (%)
Memory Disk Unit	1,178	902	▲276	▲23.5%
Flat Panel Unit	7,090	4,005	▲3,084	▲43.5%
Semiconductor Unit	322	250	▲71	▲22.1%
Photovoltaic Unit	330	423	92	28.0%
FEL Unit	10	0	▲9	▲90.4%
Precise Heating Treatment (YAC Denko)	1,700	968	▲731	▲43.0%
CS Unit	523	523	0	—
<b>Total</b>	<b>11,155</b>	<b>7,074</b>	<b>▲4,080</b>	<b>▲36.6%</b>

\* Amount of new received order on Cleaning System Business is the same amount as the sales amount. Because that Business Unit takes Make to Stock manufacturing system.



## 2-4 Outstanding Balance of Order Received

by Business Unit (Consolidated)



(Unit: Million Yen)

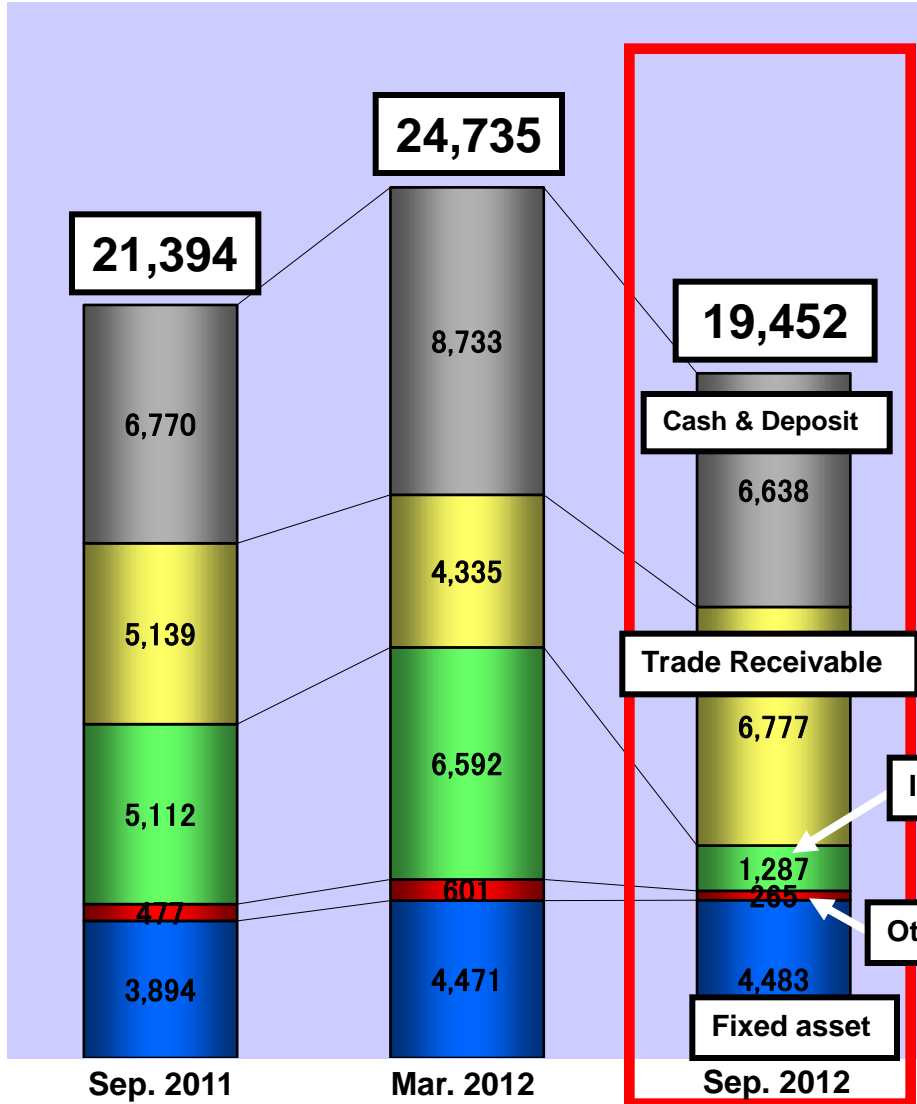
	The 1 <sup>st</sup> half March, 2012 (consolidated)	The 1 <sup>st</sup> half March, 2013 (consolidated)	Change from the 1 <sup>st</sup> half previous year (amount)	Change from the 1 <sup>st</sup> half previous year (%)
Memory Disk Unit	327	250	▲76	▲23.3%
Flat Panel Unit	6,983	3,483	▲3,499	▲50.1%
Semiconductor Unit	90	64	▲26	▲29.2%
Photovoltaic Unit	244	393	148	60.5%
FEL Unit	0	0	0	—
Precise Heating Treatment (YAC Denko)	1,852	1,018	▲833	▲45.0%
CS Unit	0	0	0	—
<b>Total</b>	<b>9,498</b>	<b>5,210</b>	<b>▲4,287</b>	<b>▲45.1%</b>

# 2-5 Historical Figure of B/S



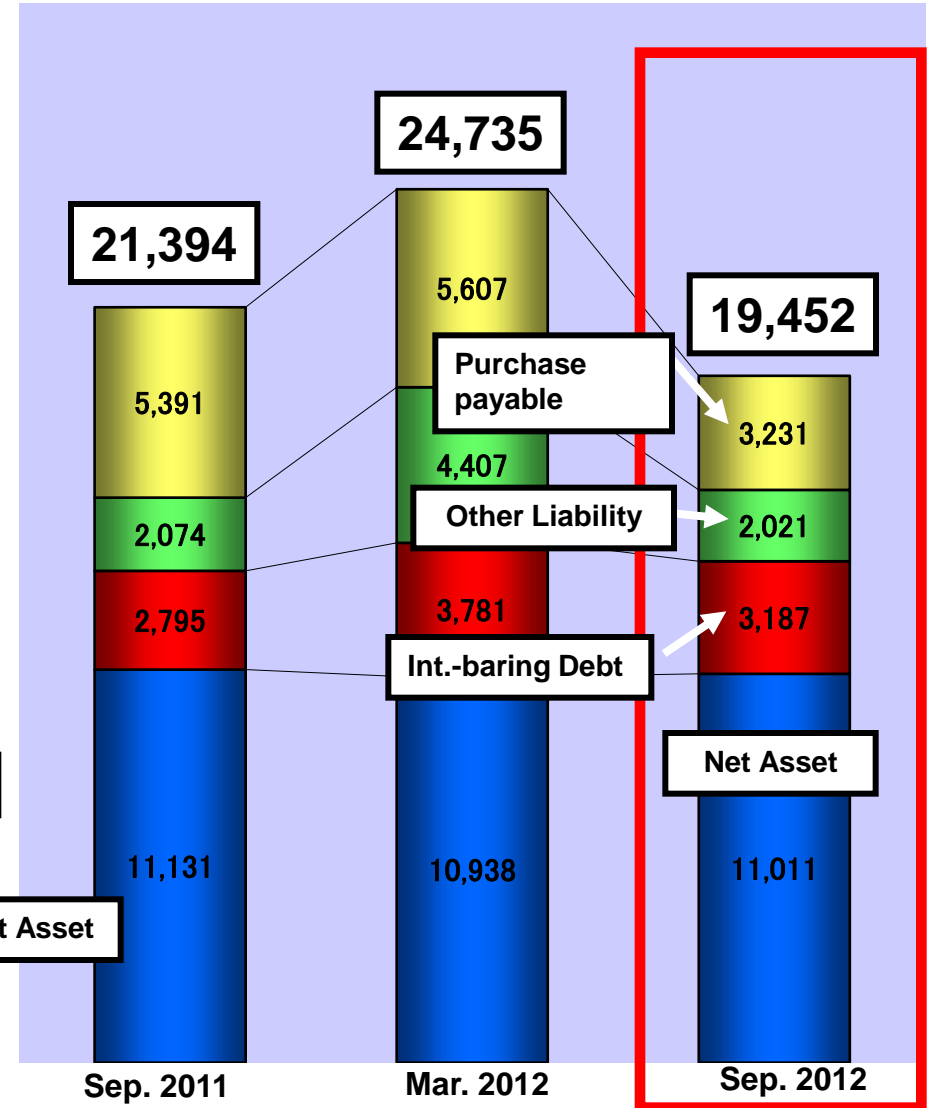
## Asset

(Unit: Million Yen)



## Liability & Net Asset

(Unit: Million Yen)



# 2-6 Summary of Cash Flow Statement



(Unit: Million yen)

	The 1 <sup>st</sup> half March, 2011 (consolidated)	The 1 <sup>st</sup> half March, 2012 (consolidated)	The 1 <sup>st</sup> half March 2013 (consolidated)
CF from operating activities	2,103	467	▲1,125
CF from investing activities	▲13	462	▲65
CF from financing activities	▲429	▲728	▲876
Cash and cash equivalent at end of period	6,834	6,675	6,540

A decorative banner at the top of the slide features a collage of images: a golden mechanical part, a grid pattern, the aurora borealis, a bright sun, solar panels, and a person in a suit.

# **3. Outlook of consolidated financial result of Mar. 2013**

**Mr. Takefumi Momose, President**

## 《Hard Disk》

**Clients postpone capital investment with decreasing of PC demand**

- **To start the sales of Laser Scriber (Glass cutter for smart phone and tablet PC)**
- **Applying conveyer /handling technology to the other fields:  
To start a medical specimen conveyer system and battery conveyer system**

## 《Flat Panel》

Market of organic EL for smart phone and tablet PC is expanding

- To increase the market share of high density dry etching system and annealing equipment for the above market.
- To approach to the new field by applying the plasma technology.

## 《Semiconductor》

Demand for smart phone, image sensor and automobile is strong and stable despite of overall market is shrinking

- To penetrate into power semiconductor market on a full scale
- To tap the new clients such as semiconductor test development business (Test House)

## 《Photovoltaic》

Because of discontinuation of governmental financial support in Europe market is declining, but high efficient power generating panel demand will expand in near future.

- To promote the sales of mini-turn-key system for high efficient power generating equipment
- To apply precise cleaning technology to new fields



## 《FEL(Field Emission Lamp)》

- To commercialize the automobile lamp and UV lamp

## 《Precise heat treatment》

Automobile industry is requiring the more lighter parts.

- To penetrate into automobile industry on a full scale.

## 《CS》

- To globalize the marketing & production: US, Korea, China and EU area.
- To penetrate into a new business.

- **Strict business circumstances will continue but we anticipate growth of sales and profit**

- **Unfortunately profit will be under performed**

**Profit of Flat Panel business will be squeezed because of increase of setting up cost.**

**Sales of Photovoltaic and Precise Heat Treatment will decrease.**

# 3-3 Outlook of March 2013 (consolidated)



(Unit: Million Yen)

	March 2012	March 2013 (forecast)	Changes from previous year (forecasted amount)	Changes from previous year (forecasted %)
<b>Sales</b>	<b>12,378</b>	<b>17,000</b>	<b>4,622</b>	<b>37.3%</b>
<b>Operating income (operating income ratio)</b>	<b>181</b>	<b>300</b>	<b>119</b>	<b>65.7%</b>
<b>Ordinary Income</b>	<b>150</b>	<b>250</b>	<b>100</b>	<b>66.7%</b>
<b>Net Income</b>	<b>343</b>	<b>150</b>	<b>▲193</b>	<b>▲56.3%</b>
<b>Earning/Share (yen)</b>	<b>37.77</b>	<b>16.82</b>	<b>▲20.95</b>	<b>—</b>

# 3-4 Sales Plan by Business

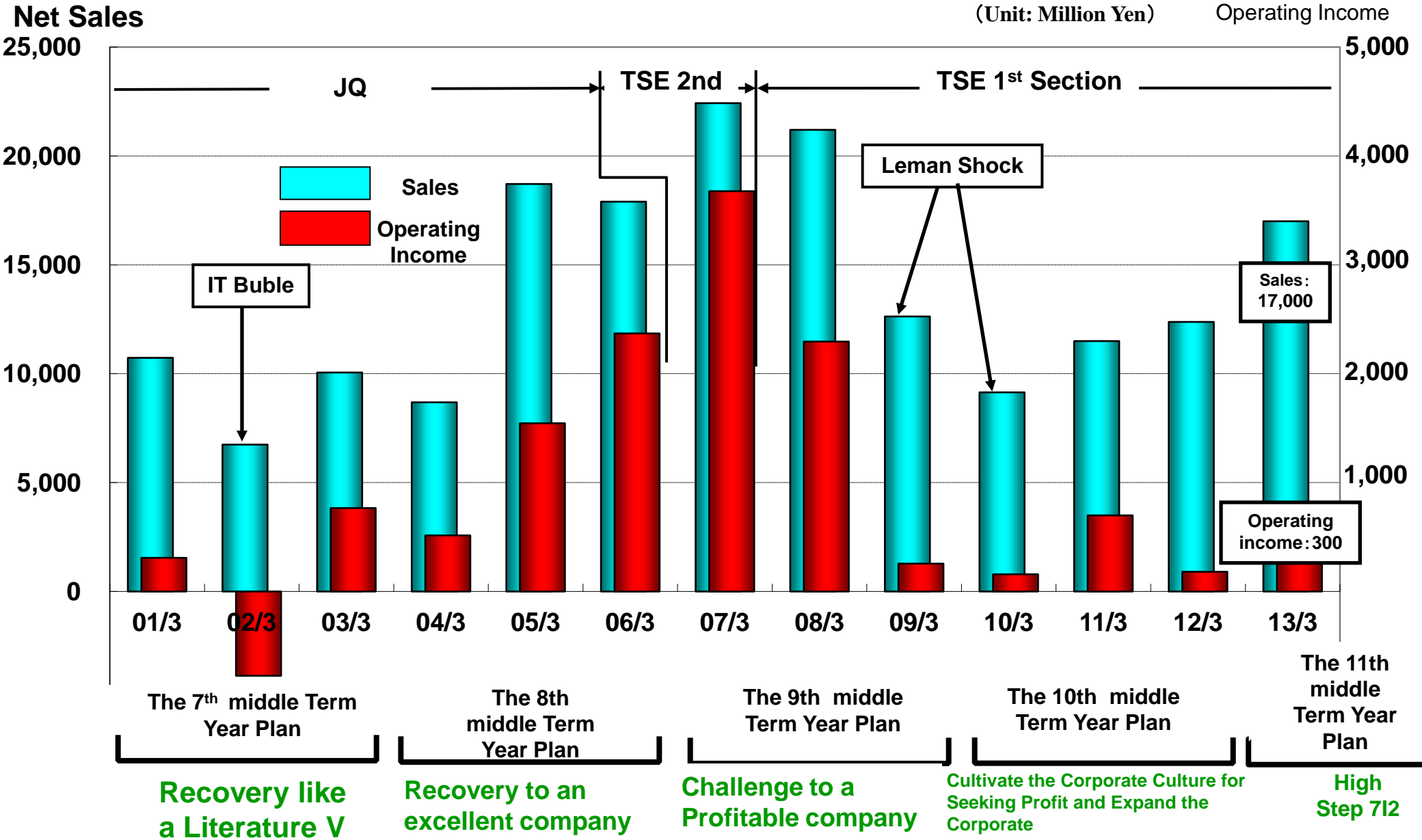


(Unit: Million Yen)

	March 2012	March 2013 (forecast)	Changes from previous year (forecasted amount)	Changes from previous year (forecasted %)
Memory Disk Unit	2,777	3,700	923	33.2%
Flat Panel Unit	3,512	7,700	4,188	119.2%
Semiconductor Unit	682	600	▲82	▲12.0%
Photovoltaic Unit	1,140	1,100	▲40	▲3.5%
FEL Unit	12	0	▲12	—
Precise Heating Treatment (YAC Denko)	3,049	2,500	▲549	▲18.0%
CS Unit	1,206	1,400	194	16.1%
Total	12,378	17,000	4,622	37.3%

# 3-5

## Movement of Financial Result vs. The 10<sup>th</sup> Middle Term Year Plan (Consolidated)



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# **(Appendix) Introduction of YAC**

- 1. Basic information**
- 2. Special Features**
- 3. Global network**
- 4. Introduction of YAC group company**
- 5. Major products**

# 1 Basic Information

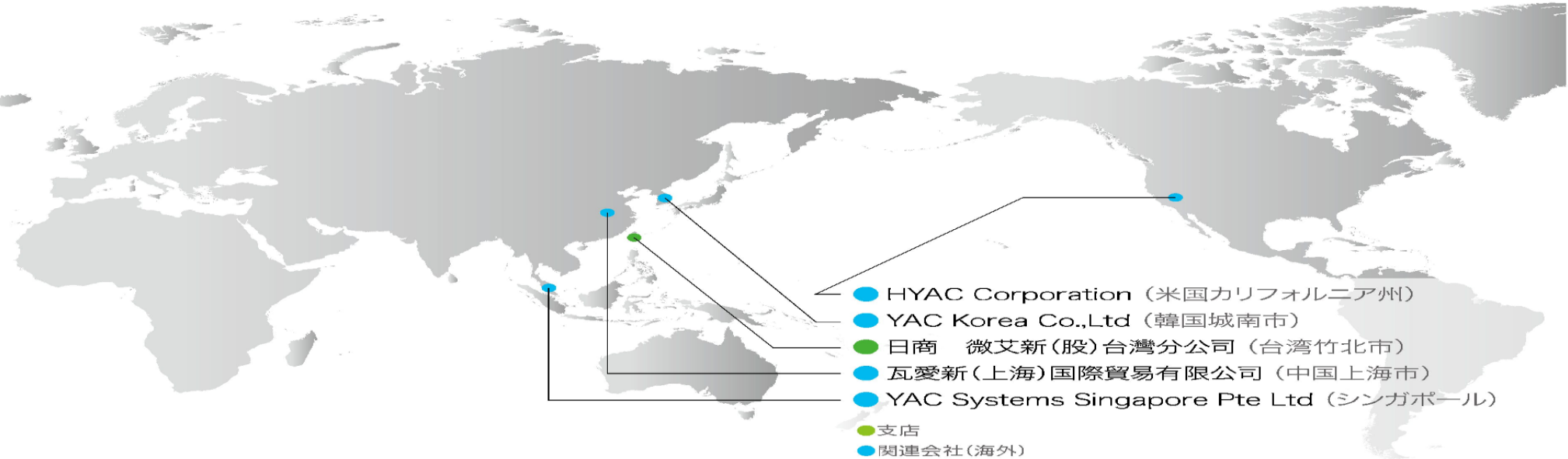


<b>Corporate Name</b>	Y.A.C. Co., Ltd.
<b>Ticker code</b>	6298 (TSE the 1 <sup>st</sup> section)
<b>Established</b>	May, 1973
<b>Representative</b>	Takefumi Momose, president
<b>Offices</b>	Head Quarter:3-11-10 Musashino, Akishima-Shi, Tokyo Japan Sales Office :Osaka, Akishima, Shinchu (Taiwan) Factories :Akishima,Yamanashi, Kumamoto, Ohita
<b>Group Companies (consolidated)</b>	YAC Denko Co., Ltd. (Ohme-Shi, Tokyo) YAC Niigataseiki Co., Ltd. (Myuukou City, Niigata Pre.) HYAC Corporation (California, U.S.A.) YAC Systems Singapore Pte. Lt. (Singapore) YAC KOREA CO.,LTD (Korea) YAC (Shanghai) International Trade Co., Ltd. (PRC)
<b>Non Consolidated</b>	ND Material Co., Ltd.
<b>Paid up Capital</b>	¥2,766 million
<b>Major Products and services</b>	Developing, Manufacturing & Selling of Electronics Related Equipment and Cleaning System
<b>Account Closing</b>	March 31

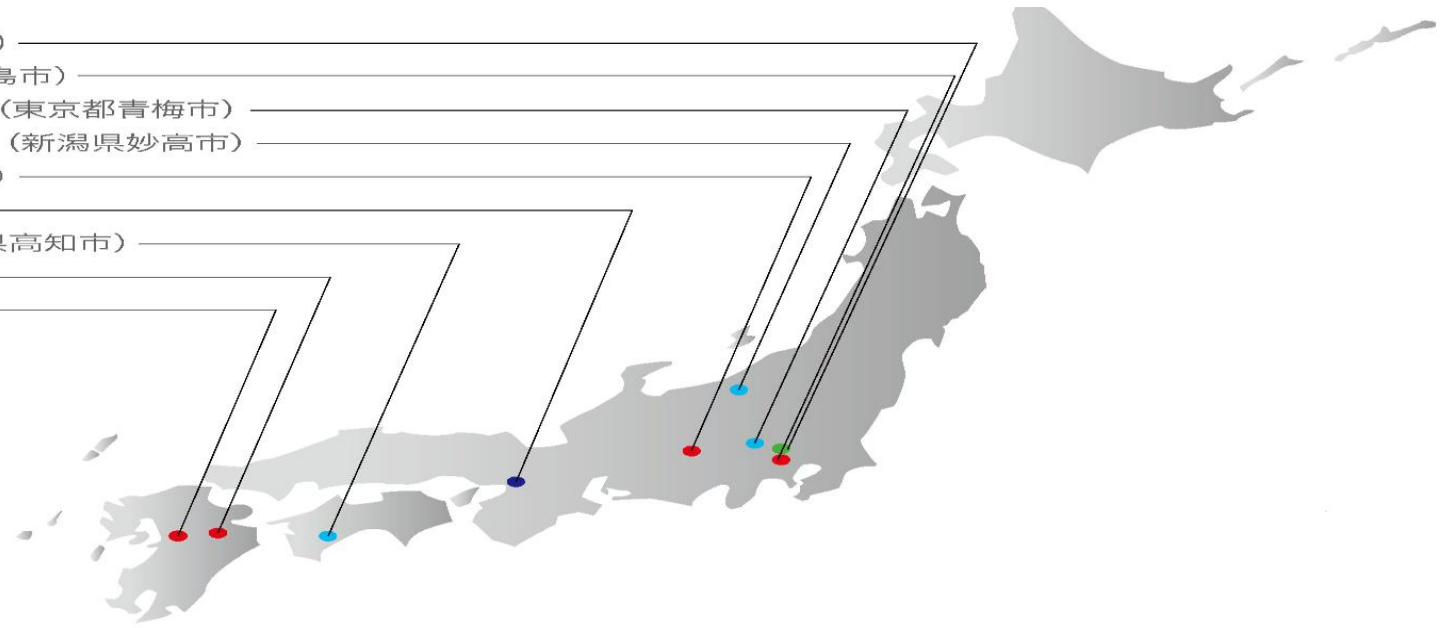
- **Business Diversified in 7 Fields.**
- **Fables Management.**
- **Challenging for M&A and Alliance.**
- **Global Enterprise Focusing Asia.**
- **All-in-one Management with Employee.**
- **Strict Budget Control System**



# 3 Global Network



- 本社・本社工場 (東京都昭島市)
- テクニカルセンター (東京都昭島市)
- 株式会社ワイエイシイデンコー (東京都青梅市)
- ワイエイシイ新潟精機株式会社 (新潟県妙高市)
- 山梨工場 (山梨県南アルプス市)
- 大阪営業所 (大阪府大阪市)
- 株式会社NDマテリアル (高知県高知市)
- 大分工場 (大分県大分市)
- 熊本工場 (熊本県大津町)
- 本社
- 研究開発・生産拠点
- 販売・メンテナンス拠点
- 関連会社(国内)

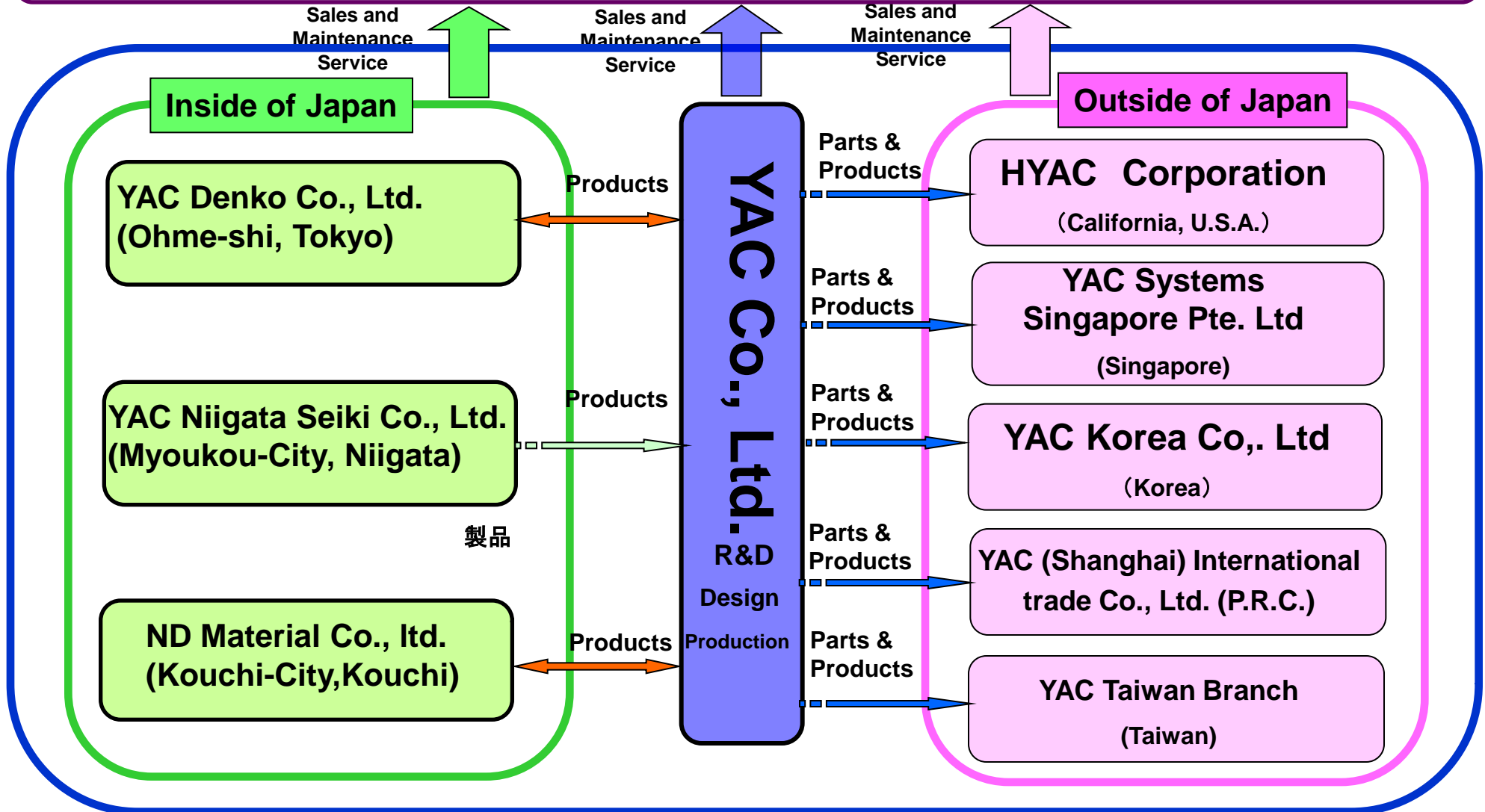


# 4

## Functions of YAC and It's Group Companies



### Clients domestic and outside of Japan



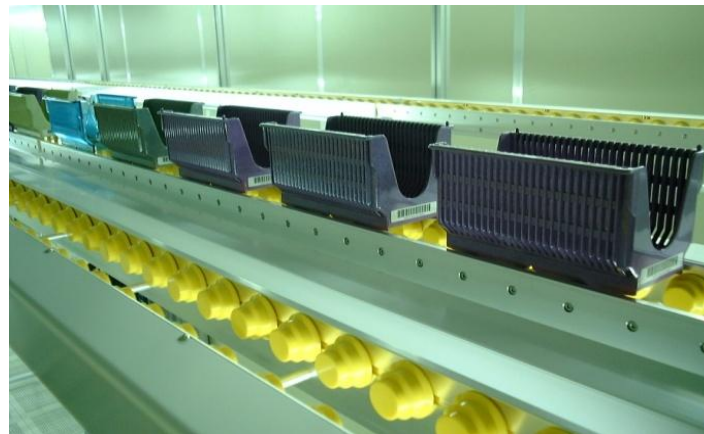
# 5-1 Memory disk Equipment Area



<b>Banisher</b>	The disk surface precise polishing equipment to eliminate the nano-size projections on the disk surface after the process of magnetic film generating.
<b>Wiping System</b>	The equipment to remove particles on the disk surface and to equalize the lubricant agent after the process of magnetic film generating.
<b>UV Curing</b>	UV Curing Surface-reforming for Hard Disk
<b>Clean Conveyer (for Hard Disk Factories)</b>	The roller type clean conveyer system - Easier line designing by module concept - Higher transport efficiency than AGV or OHT by free loading and unloading as-needed.
<b>Clean Conveyer (for Semiconductor , Solar cell Factories)</b>	The roller type clean conveyer system - Larger width and higher load bearing & transporting speed are required. - Semiconductor: for 300mm wafer cassette transporting, - Solar cell :for Glass Substrate or 5inch wafer cassette transporting.
<b>Clean Conveyer (for LCD Factories)</b>	The roller type clean conveyer system - Larger width and higher load bearing & transporting speed are required for transporting Glass. substrate cutting by panel size.



**Banisher**



**Clean conveyer for hard disk**



**High speed clean conveyer for semiconductor**

# 5-2 Flat Panel Display Equipment Area



<b>Plasma Dry Etching System</b>	<p>The equipment to generate the micro transistors which control the directions of liquid crystals in each cell. After eliminating of the area except hardened area by exposure, this equipment eliminates the exposed thin film by using plasma.</p>
<b>Annealing</b>	<p>Heat treatment equipment which improve the film quality. YHR series is RTA equipment indispensable to the highly minute panel production which targeted the future LTPS smart phone. This equipment keeps performance that suitable for mass production of highly minute panel, LTPS, and will further contribute to improvement of smart phone.</p>
<b>Desk top plasma ashing system (PACK)</b>	<p>YAC has developed the first batch type Ashing System using the plasma technology in Ashing process for semiconductors in Japan. Thereafter YAC has been offering manufacturing process technique, which is used in surface reforming and in the field of sterilization. The PACK series is the desk top model, which a pump and the RF Gen. are packable in an special rack.</p>



Plasma Dry Etching System



Annealing system



Desk top plasma ashing (Pack series)

# 5-3 Semiconductor Equipment Area



## IC Test Handler (For Logic ICs)

The equipment to make automatic sorting based on the test result signal from the tester in the IC testing process.  
It also makes high or low temperature testing environment (-55 deg.C to 155 deg.C) as the occasion demands.



**C912** : Capability of tri-temp testing and the best for R&D



**A/H343** : Simultaneously testing of 4 units  
Normal temperature to high temperature  
Low vibrating and low dust



**A/H543** : High speed and simultaneously testing of 4 units.  
Normal temperature to high temperature

# 5-4 Photovoltaic Equipment Area



PV (mono crystal and multi-crystalline) manufacturing equipment

Whole line for Mono-crystal and Multi-crystalline type of solar cells with in-line system and batch system

## Features

- Texturing.....Batch system and in-line system
- Diffusion Furnace.....P-coating equipment/tube (batch) type/in-line equipment
- PSG(ISO).....Batch type and in-line type equipment
- Antireflection film forming.....PECVD
- Circuit Printing.....Screen printer/Drying Oven
- Circuit forming.....Baking furnace
- Other related equipment



“e-line” : PSG/ISO



“e-wet” : Texturing

# 5-5 FEL Equipment Area



## Manufacturing of nano-diamond thin film

We developed emitter which is coated by nano-diamond film on the surface of metallic materials

### Features of FEL

- Different as previous fluoresce light, non toxic substance like mercury / lead.
- Compare with a LED lamp it is very high energy efficiency and does not require cooling.
- long life
- Flexible control of light wave length and color mixture. Less generate heat compare with fluoresce light and LED.



Prototype product



Prototype product



Emission photograph

# 5-6 Precise Heating Treatment Equipment Area (YAC Denko)

<p><b>Heating equipment for Flat Panel Display (FTP)</b></p>	<p>Heating equipment for LCD panel manufacturing: MB/MS series                  Heating equipment for LCD and OLED panel manufacturing: MT series                  Hot plate type heating equipment for LCD panel manufacturing                  Decompression type drying equipment for LCD and OLED panel and Walking Beam type consecutive heating treatment furnace</p>
<p><b>PV related equipment</b></p>	<p>Vertical glass heating furnace, EVA bridge furnace for thin film type of solar cell, walking beam type continuous drying furnace and vertical multistage diffusion furnace.</p>
<p><b>Heating Furnace equipment for precision parts</b></p>	<p>Consecutive muffle kiln with mesh belt conveyer (Muffle), consecutive muffles kiln with mesh belt conveyer (Muffles) and various type of testing kiln for electronics parts.</p>
<p><b>Heater and other related equipment</b></p>	<p>Radiant pat heater (PD/GPD)                  Infrastructure unit (BD/SG)                  Infrastructure unit heater (PS/PU/PH/PM) and other industrial heaters.</p>
<p><b>Heater for automobile parts</b></p>	<p>Furnace for automobile industry (High tension sheet steel tempering equipment)                  Furnace for molding and pre-heater for molding</p>



Annealing for IGZO,OLED



Various type of heater



Tempering equipment for high tension sheet steel Roller-Hass type



Vertical heater



# 5-7 CS Equipment Area



<b>Dress shirt pressing machines</b>	Pressing machine by using heated panel and hot air. Standard type of product functions are diversified into 3 unit such as for pressing collar&cuff, tuck&sleevs and body, but operating speed are rapid. We have another type of product which can press tuck&sleeve and body by one unit so called Bodysleeve type.
<b>Wool finishers</b>	pressing equipment for jacket and pants
<b>Bagging machines</b>	The machine to bag automatically the finished item we have two type of machine, one is to bag items with dress hanger another is to bag by folding.
<b>apparel equipment</b>	We have various type of machines which are used in the production line of making apparel such as sponging machine, fusing machine and pressing machine



Bagging machine  
(Dress hanger type)



Body-sleeve pressing machine for  
dress shirts



Finisher for  
pants



Finisher for jacket



*Well, Today should be  
a Fascinating and Prosperous Day, again !*



*Flexible High-Technology Company*

**Y.A.C. Co., Ltd.**

The prospects described in this document is based on the information we have as of the time this document is published, and the actual result may differ from such prospects due to various unexpected factors.