

# Miraial Co., Ltd.

## Results for Fiscal 2007

March 16, 2007



ミライアル株式会社

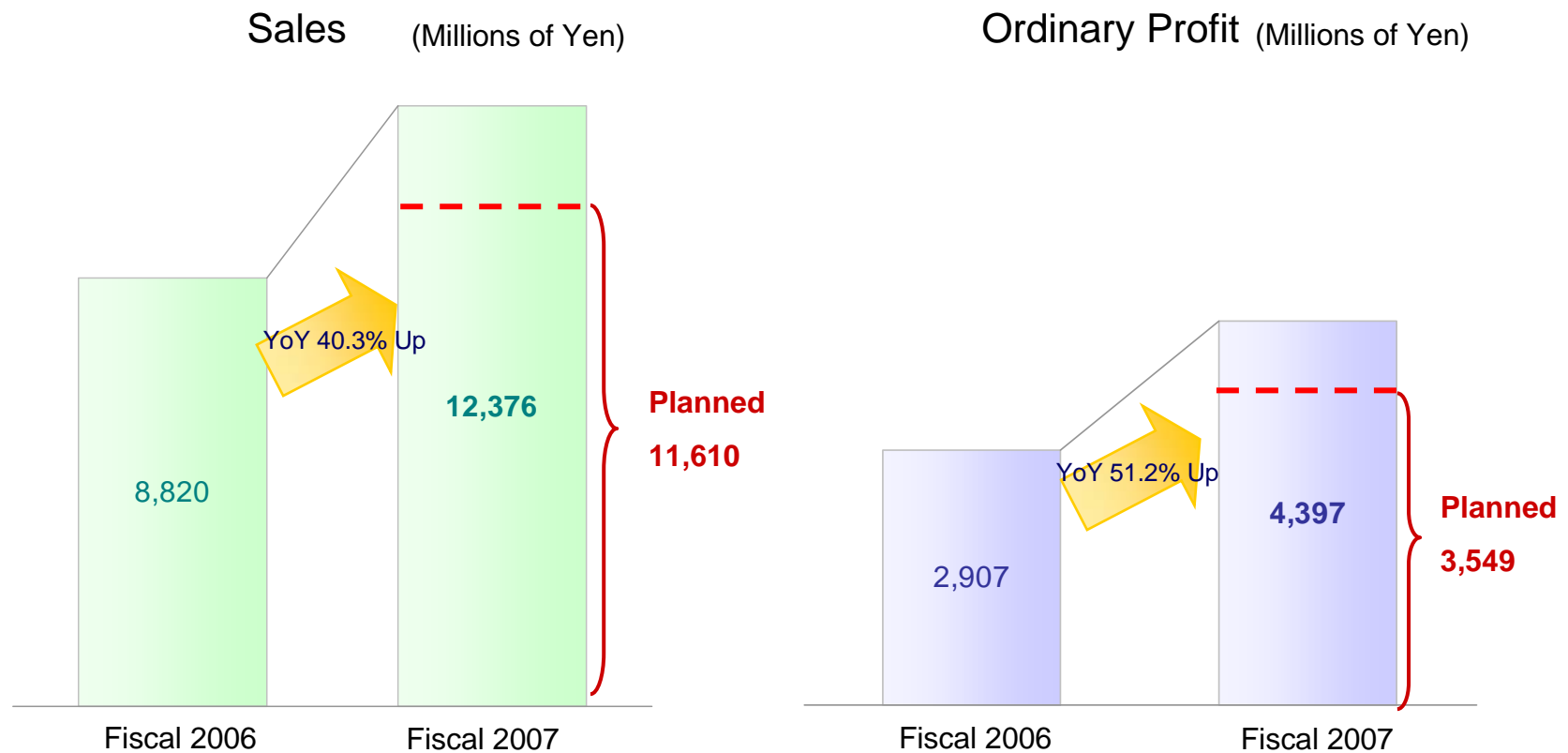


# **Overview of Results for Fiscal 2007 (ended January 31, 2007)**

# Performance for Fiscal 2007

## Sales & Ordinary Profit (Non-Consolidated)

Targets have been achieved in both sales and ordinary profit



# Performance for Fiscal 2007

# Income Statement (Non-Consolidated)

## Income Statement

(Millions of Yen & %)

	Fiscal 2006			Fiscal 2007		
	Amount	Percentage	YoY Change (%)	Amount	Percentage	YoY Change (%)
Sales	8,820	100.0	19.9	12,376	100.0	40.3
Gross Profit	4,186	47.5	25.5	5,963	48.2	42.4
Selling & Admin. Expenses	1,242	14.1	29.6	1,565	12.7	26.0
Operating Income	2,944	33.4	23.9	4,397	35.5	49.4
Ordinary Profit	2,907	33.0	23.3	4,397	35.5	51.2
Net Income before Taxes	2,927	33.2	26.6	4,389	35.4	50.0
Net Income	1,826	20.7	28.4	2,656	21.4	45.5
Capital Investment	907			1,665		
Depreciation	574			687		

# Performance for Fiscal 2007 Sales by Segment (Non-Consolidated)

## Sales by Segment

(Millions of Yen & %)

	Fiscal 2006			Fiscal 2007		
	Amount	Percentage	YoY Change (%)	Amount	Percentage	YoY Change (%)
Semiconductor Products	7,864	89.2	28.9	11,387	92.0	44.8
Fluid System Products	524	5.9	(21.0)	525	4.2	0.1
Others	431	4.9	(27.3)	464	3.8	7.7
Total	8,820	100.0	19.9	12,376	100.0	40.3

※ For this consolidated fiscal year, control of consolidated subsidiaries are those deemed to be acquired on January 31, 2007, which is the end of this consolidated fiscal year, and only the balance sheet is consolidated.

# Performance for Fiscal 2007

## Balance Sheet (Consolidated)

(Millions of Yen & %)

	Fiscal 2006		Fiscal 2007		
	Amount	Percentage	Amount	Percentage	Change
Current Assets	-	-	10,456	54.1	-
Cash on Hand and in Banks	-	-	4,717		-
Trade Notes & Accounts Receivable	-	-	3,811		-
Inventories	-	-	1,214		-
Others	-	-	713		-
Non-Current Assets	-	-	8,888	45.9	-
Tangible Assets	-	-	6,778		-
Others	-	-	2,109		-
Total Assets	-	-	19,344	100.0	-
Current Liabilities	-	-	4,923	25.5	-
Trade Notes & Accounts Payable	-	-	1,578		-
Current Portion of Long Term Loans	-	-	474		-
Others	-	-	2,870		-
Non-Current Liabilities	-	-	3,387	17.5	-
Long Term Loans	-	-	1,766		-
Others	-	-	1,620		-
Total Liabilities	-	-	8,310	43.0	-
Total Net Assets	-	-	11,033	57.0	-
Total Liabilities and Net Assets	-	-	19,344	100.0	-

# Performance for Fiscal 2007

# Balance Sheet (Non-Consolidated)

(Millions of Yen & %)

	Fiscal 2006		Fiscal 2007		
	Amount	Percentage	Amount	Percentage	YoY Change
<b>Current Assets</b>	7,590	59.6	8,311	50.6	720
Cash in Hand and in Banks	4,558		4,274		(283)
Trade Notes and Accounts Receivable	2,325		3,071		746
Inventories	581		793		211
Others	125		171		46
<b>Non-Current Assets</b>	5,151	40.4	8,109	49.4	2,957
Tangible Assets	3,596		5,083		1,486
Others	1,554		3,025		1,470
<b>Total Assets</b>	12,742	100.0	16,420	100.0	3,678
<b>Current Liabilities</b>	2,849	22.4	4,524	27.6	1,674
Trade Notes and Accounts Payable	1,082		1,520		438
Current Portion of Long Term Loans	464		334		(129)
Others	1,302		2,668		1,366
<b>Non-Current Liabilities</b>	1,917	15.0	1,666	10.1	(251)
Long Term Loans	1,601		1,266		(334)
Others	315		399		83
<b>Total Liabilities</b>	4,766	37.4	6,190	37.7	1,423
<b>Total Net Assets</b>	7,975	62.6	10,230	62.3	2,254
<b>Total Liabilities and Net Assets</b>	12,742	100.0	16,420	100.0	3,678

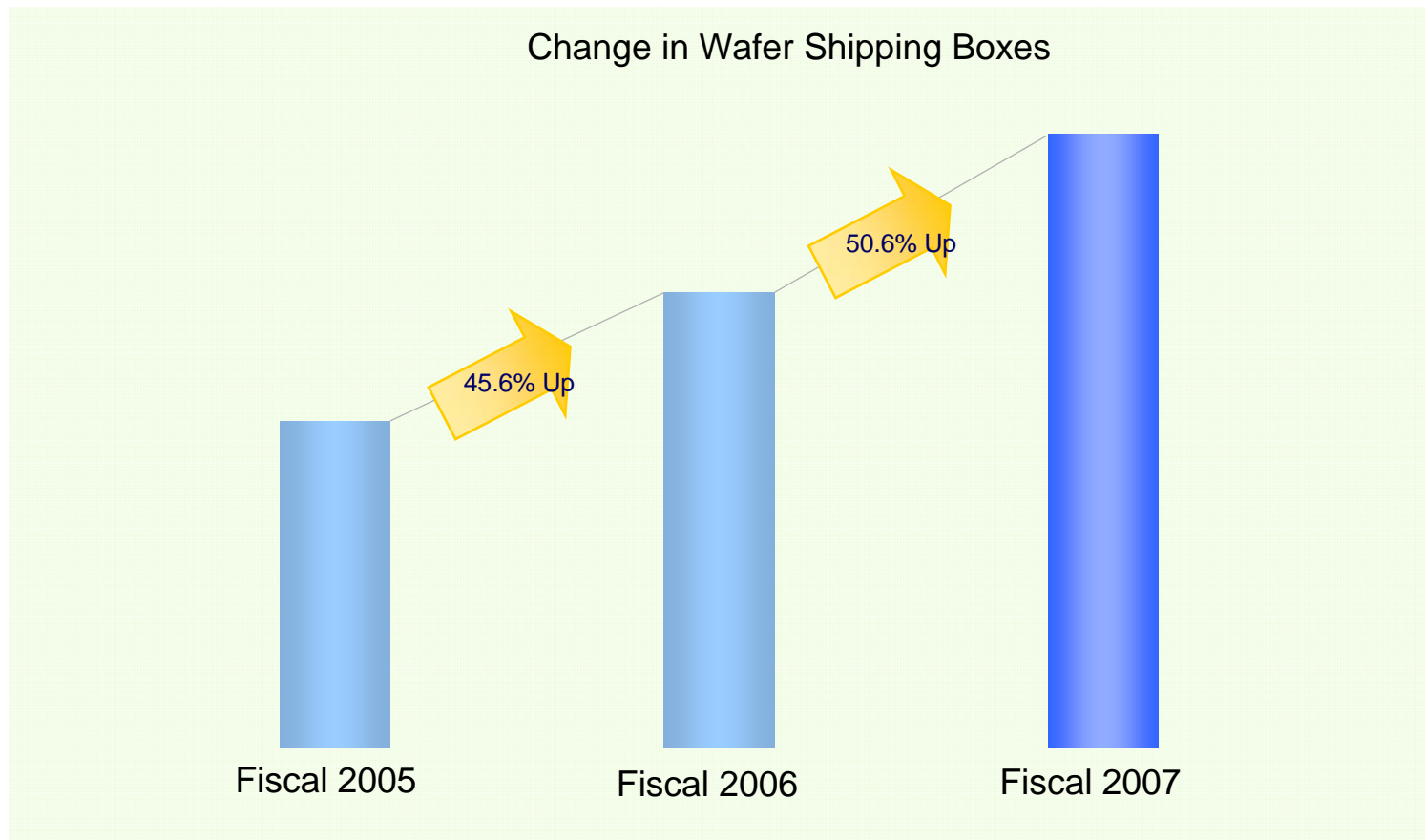
(Millions of Yen)

	Fiscal 2006	Fiscal 2007	YoY Change
Cash Flow from Operating Activities	1,735	3,576	1,841
Cash Flow from Investing Activities	(1,962)	(2,799)	(836)
Cash Flow from Financing Activities	1,785	(818)	(2,604)
Cash and Cash Equivalents, End of Year	4,435	4,393	(41)

※ The figures for the fiscal 2006 are only for the company, and the figures for fiscal 2007 are consolidated.

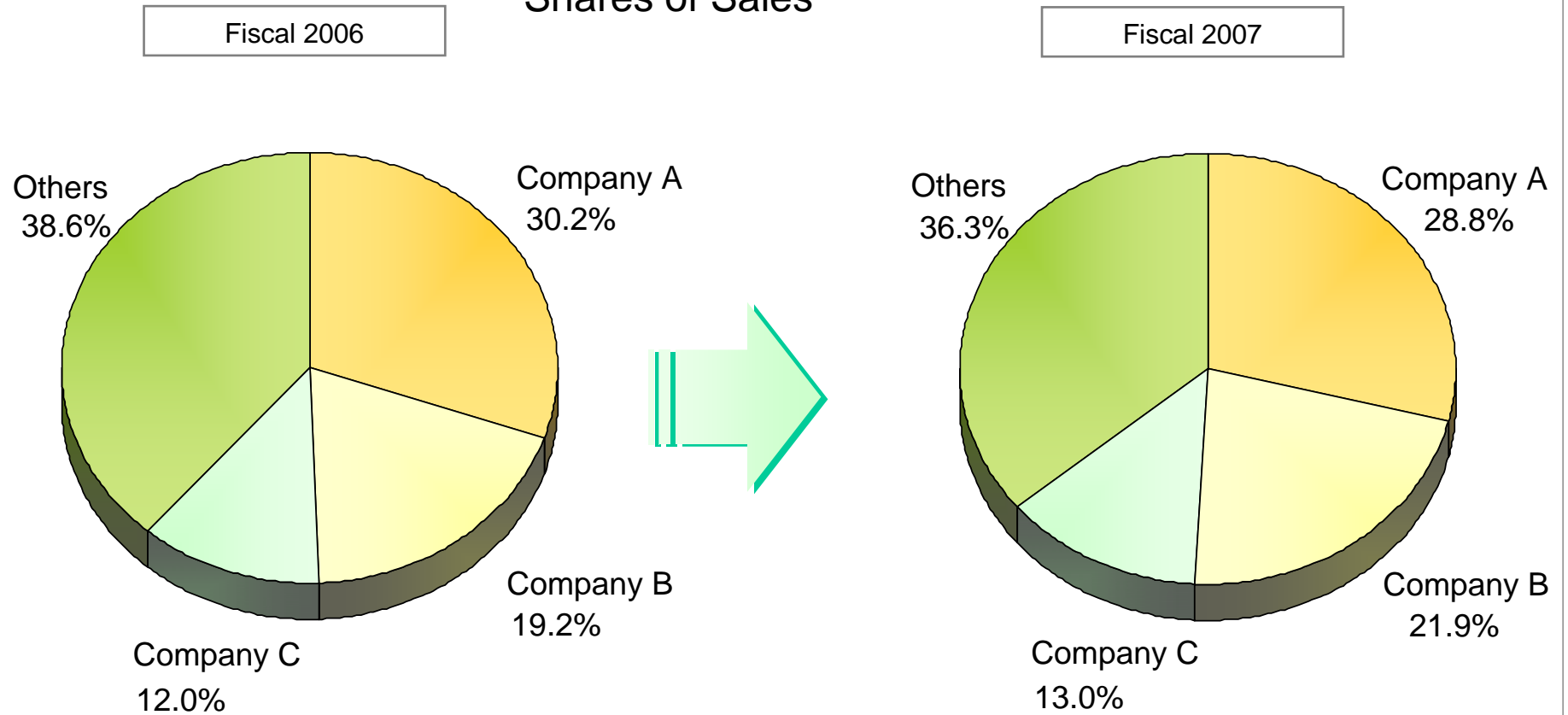
# Performance for Fiscal 2007 Point (1): Excellent FOSB Sales

Achieved 50.6% YoY increase in “FOSB” sales



# Performance for Fiscal 2007 Point (2): Change in Major Customer Base

## Major Customers' Shares of Sales





**Performance Forecasts for  
Fiscal 2008  
(ending January 31, 2008)**

# Forecasts for Fiscal 2008 (1)

# Income Statement (Consolidated)

## Income Statement

(Millions of Yen & %)

	Projected Fiscal 2008 (Interim)			Projected Fiscal 2008		
	Amount	Percentage	YoY Change (%)	Amount	Percentage	YoY Change (%)
Sales	8,498	100.0	-	17,995	100.0	-
Gross Profit	3,356	39.5	-	7,225	40.2	-
Selling & Admin. Expenses	1,204	14.2	-	2,435	13.5	-
Operating Income	2,151	25.3	-	4,789	26.6	-
Ordinary Profit	2,139	25.2	-	4,767	26.5	-
Net Income before Taxes	2,139	25.2	-	4,767	26.5	-
Net Income	1,322	15.6	-	2,965	16.5	-
Capital Investment	1,846			3,160		
Depreciation	403			967		

## Sales by Segment

(Millions of Yen & %)

	Projected Fiscal 2008 (Interim)			Projected Fiscal 2008		
	Amount	Percentage	YoY Change (%)	Amount	Percentage	YoY Change (%)
Plastic Molding	7,053	83.0	-	15,000	83.3	-
Semiconductors	6,773	79.7	-	14,436	80.2	-
Others	280	3.3	-	564	3.1	-
Molding Machines	1,445	17.0	-	2,995	16.7	-
Total	8,498	100.0	-	17,995	100.0	-

# Forecasts for Fiscal 2008 (3) Income Statement (Non-Consolidated)

## Income Statement

(Millions of Yen & %)

	Performance for Fiscal 2007			Projected Fiscal 2008		
	Amount	Percentage	YoY Change (%)	Amount	Percentage	YoY Change (%)
Sales	12,376	100.0	40.3	15,000	100.0	21.2
Gross Profit	5,963	48.2	42.4	6,462	43.1	8.4
Selling & Admin. Expenses	1,565	12.7	26.0	1,724	11.5	10.2
Operating Income	4,397	35.5	49.4	4,738	31.6	7.7
Ordinary Profit	4,397	35.5	51.3	4,715	31.4	7.2
Net Income before Taxes	4,389	35.4	50.0	4,715	31.4	7.4
Net Income	2,656	21.4	45.5	2,913	19.4	9.7
Capital Investment	1,665			2,960		
Depreciation	687			851		

# Forecasts for Fiscal 2008 (4) Sales by Segment (Non-Consolidated)

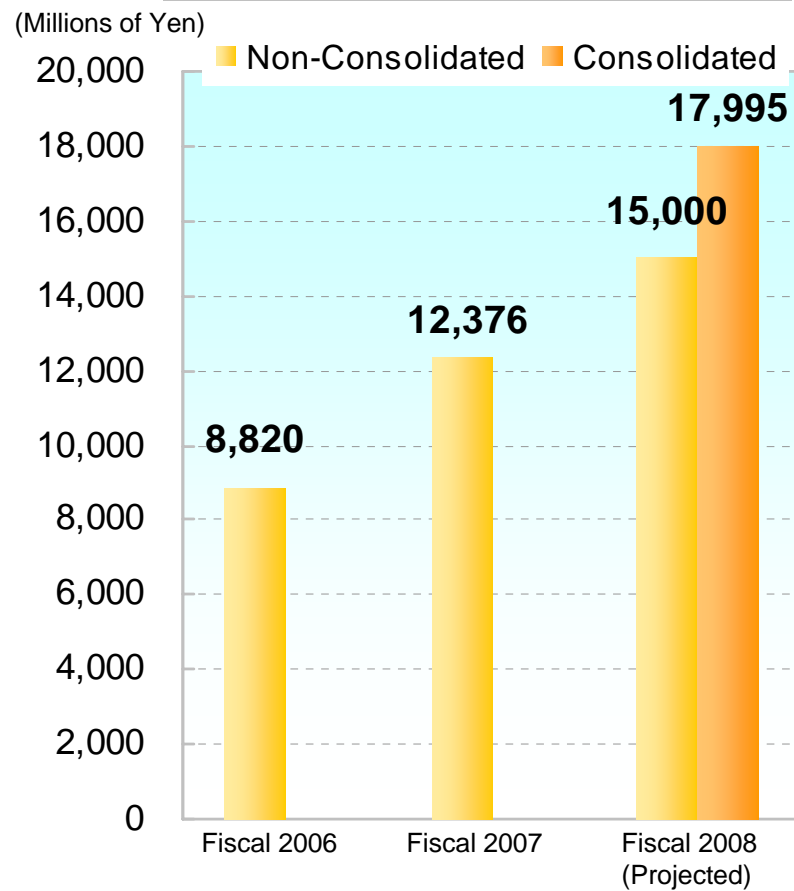
## Sales by Segment

(Millions of Yen & %)

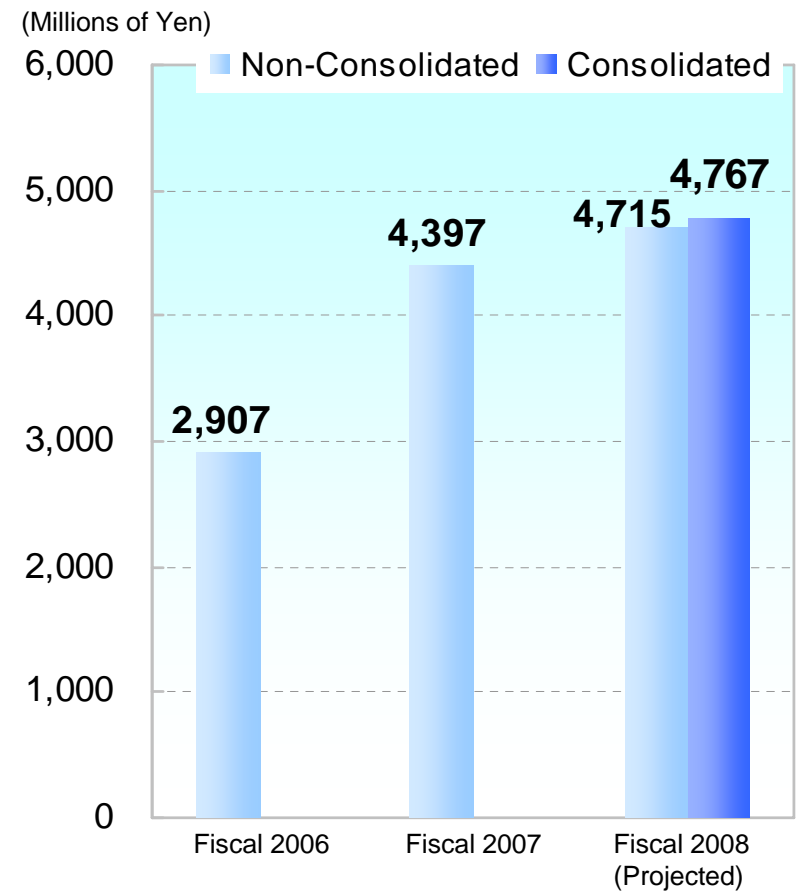
	Performance for Fiscal 2007			Projected Fiscal 2008		
	Amount	Percentage	YoY Change (%)	Amount	Percentage	YoY Change (%)
Semiconductor Products	11,387	92.0	44.8	14,436	96.2	26.8
Others	989	8.0	3.5	564	3.8	(43.0)
Total	12,376	100.0	40.3	15,000	100.0	21.2

# Performance Trends

## Sales Trends

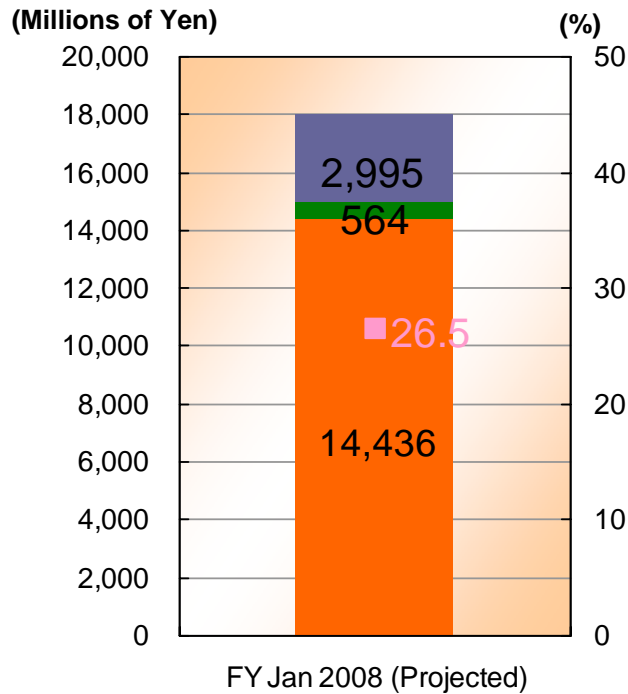


## Ordinary Profit Trends



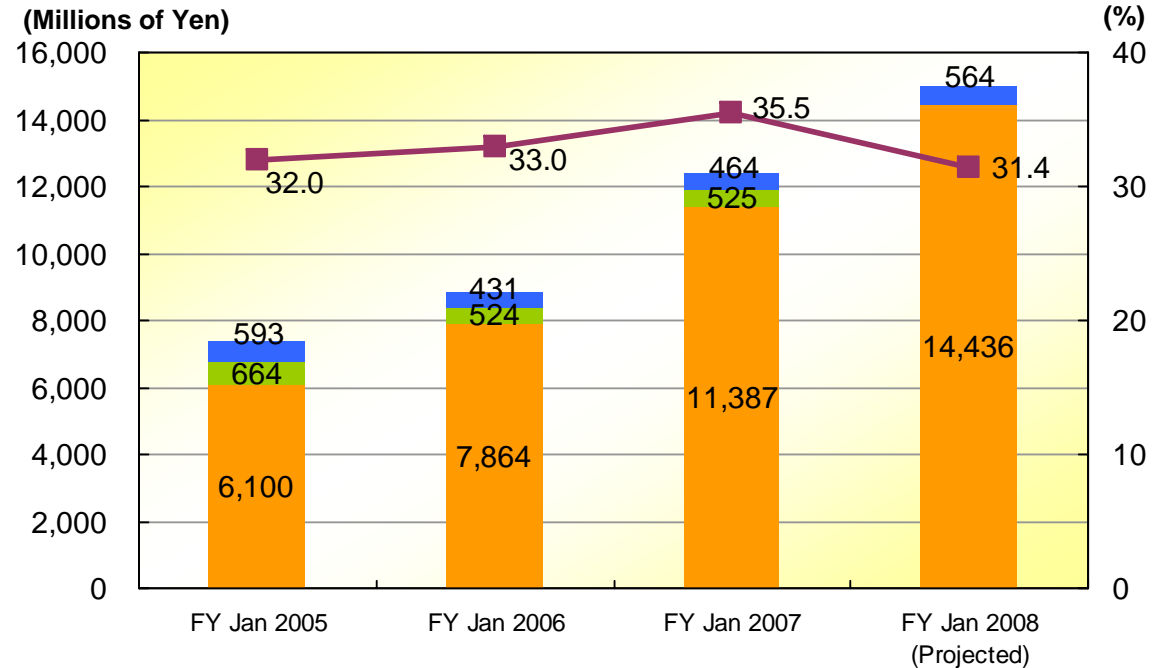
# Performance Trends (by Segment)

Consolidated



- Molding Machines
- Other Products
- Semiconductor Products
- Ordinary Profit Ratio

Non-Consolidated

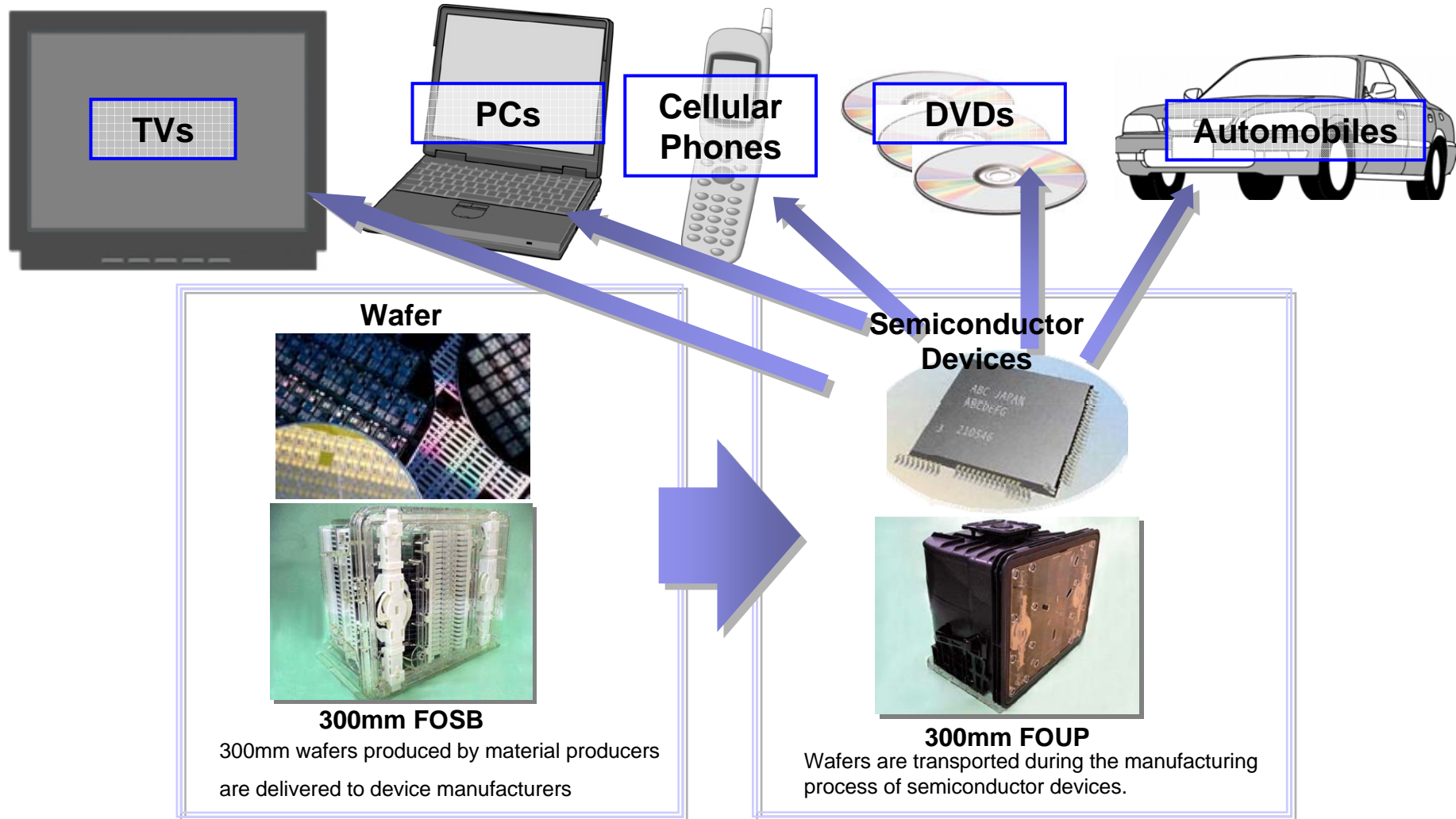


- Semiconductor Products
- Other Products
- Fluid System Products
- Ordinary Profit Ratio

※ Fluid system products are included in "Other Products" because they have accounted for only a small portion.

# Future Business Strategies

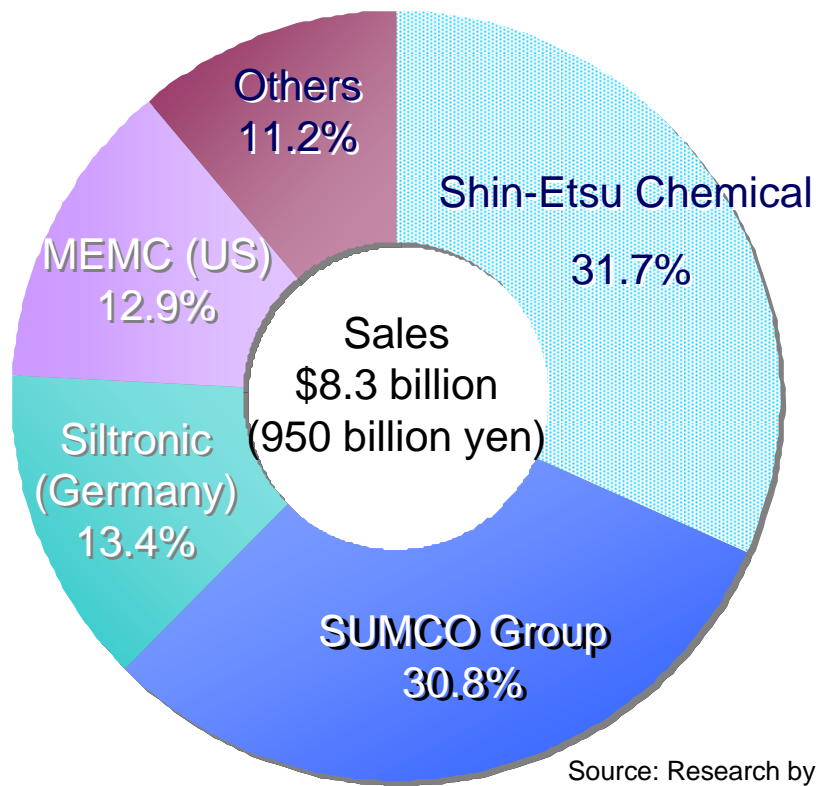
# Industry Environment (1)



# Industry Environment (2)

## Trends in World Production of Silicon Wafers – 70% are produced in Japan

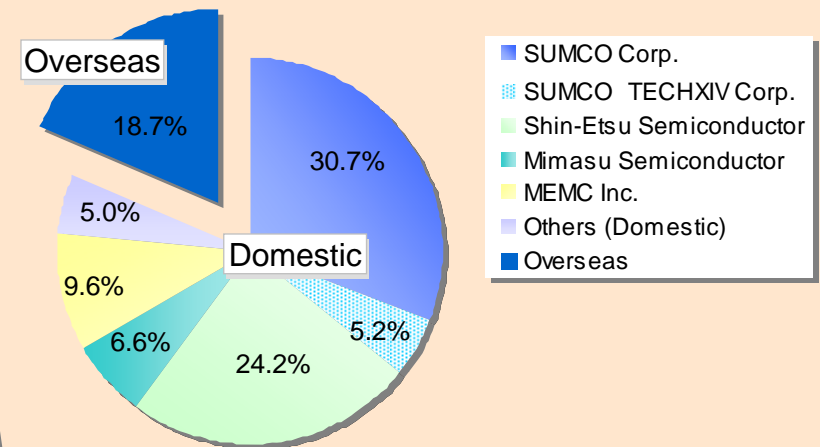
Global Share of Silicon Wafers (2005)



Source: Research by Nihon Keizai Shimbun and Gartner Dataquest, based on sales

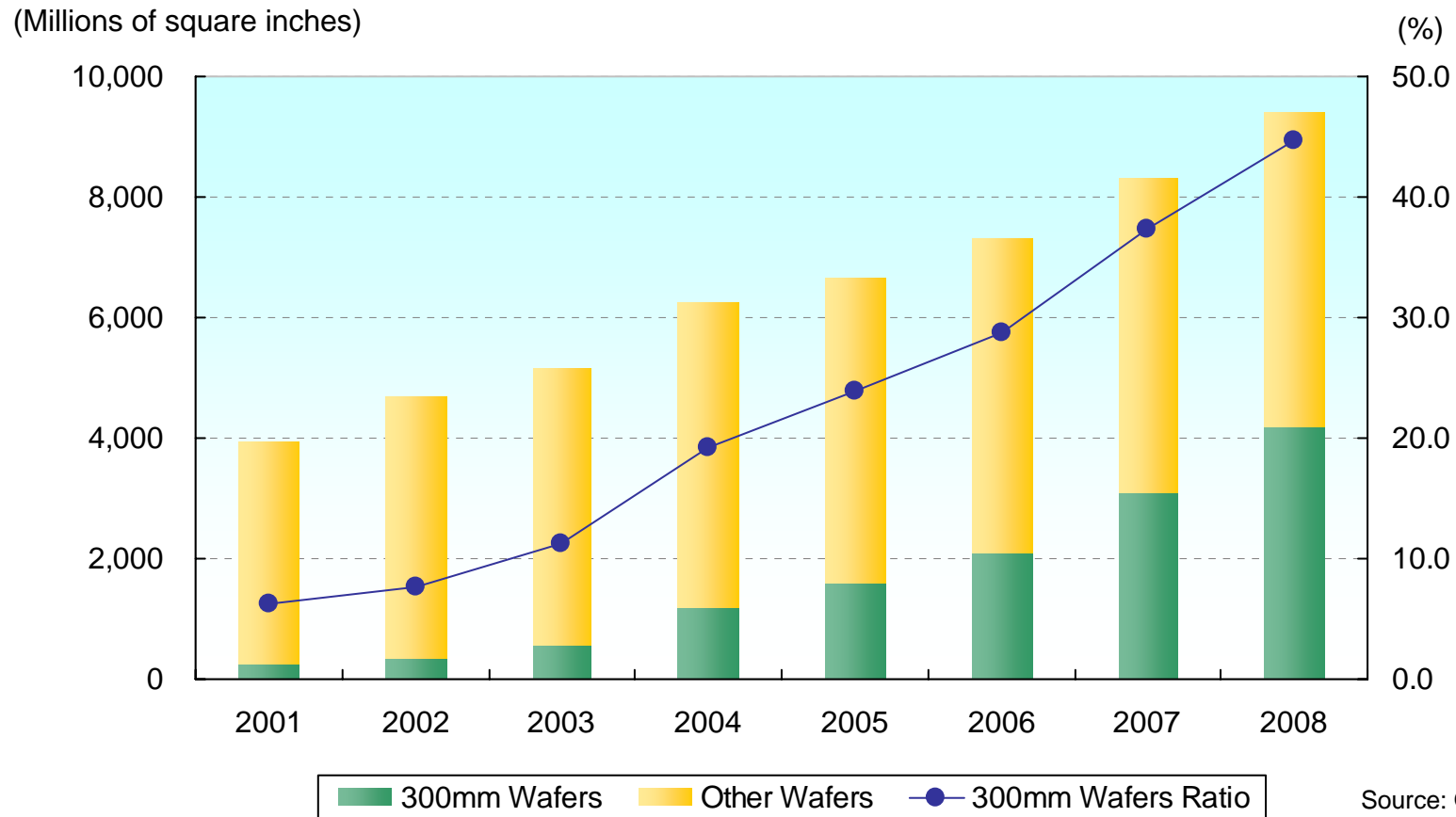
Share of FOSB Delivery by Customer

Fiscal 2006



# Industry Environment (3)

## Trends in Production of Silicon Wafers



# Future Business Strategies (1) Improving Manufacturing Technology

## Sanjo Seiki Co., Ltd. became a Subsidiary

Improve corporate value by utilizing synergies in technology for standing injection molding machines

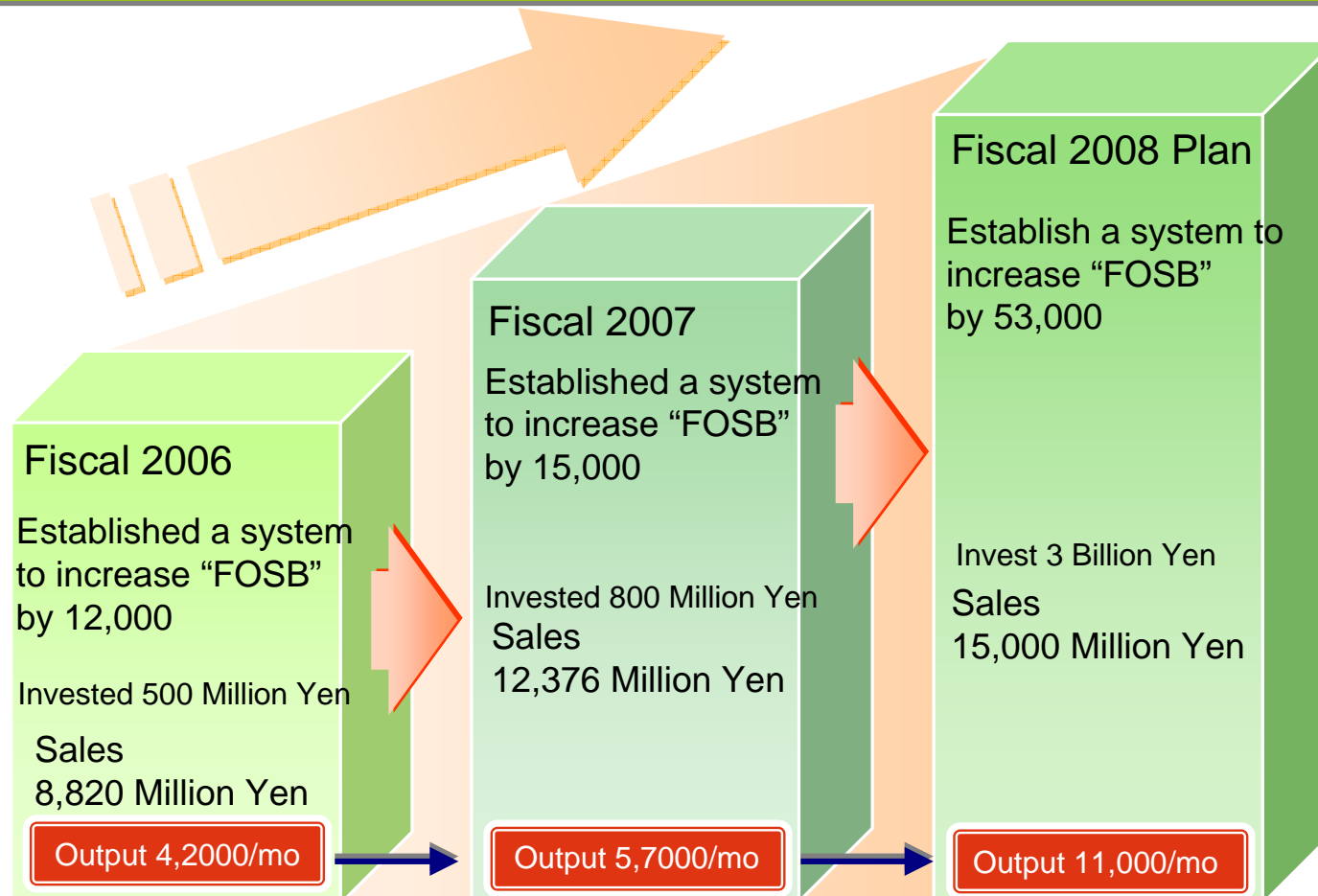
### 【Corporate Profile of Sanjo Seiki Co., Ltd.】

Representative	Nobuo Hori, President and Chairman
Head Office Address	2-18-21 Naka-Aoki, Kawaguchi-shi, Saitama
Date of Foundation	October 18, 1956
Num of Employee	177
Major Factories	Main Factory: Kawaguchi-shi, Saitama Hagi Factory: Hagi-shi, Yamaguchi Mine Factory: Mine-shi, Yamaguchi
Performance	【Fiscal Year Ended September 2006】
	Sales                    2,822 Million Yen Ordinary Profit    83 Million Yen



## Future Business Strategies (2)-1: Strengthening Delivery Capabilities by Enhancing Facilities

Establish a system for increasing “FOSB” production to 11,000/month



## Future Business Strategies (2)-2: Strengthening Delivery Capabilities by Enhancing Facilities

### Constructing A New Factory: “Sumiyoshi 3<sup>rd</sup> Factory”

A r e a	Site Area: 14,280m <sup>2</sup> , Gross Floor Area: 10,095m <sup>2</sup>
Production Capabilities	300mm Silicon Wafer-Related Products 【1 <sup>st</sup> Period】 26,000/mo      【2 <sup>nd</sup> Period】 53,000/mo
Construction Plan	Scheduled Completion Time 【1 <sup>st</sup> Period】 May 2007      【2 <sup>nd</sup> Period】 October 2007
Capital Investment	Total 3 Billion Yen
R e m a r k s	<ul style="list-style-type: none"> <li>▪ Building size enlarged to enhance the manufacturing line.</li> <li>▪ Molding rooms cleaned, and indirect manufacturing and research sections moved to and concentrated at Sumiyoshi Factory for streamlining.</li> </ul>



## Future Business Strategies (2)-3: Strengthening Delivery Capabilities by Enhancing Facilities

### Points Regarding the new “Sumiyoshi 3<sup>rd</sup> Factory”

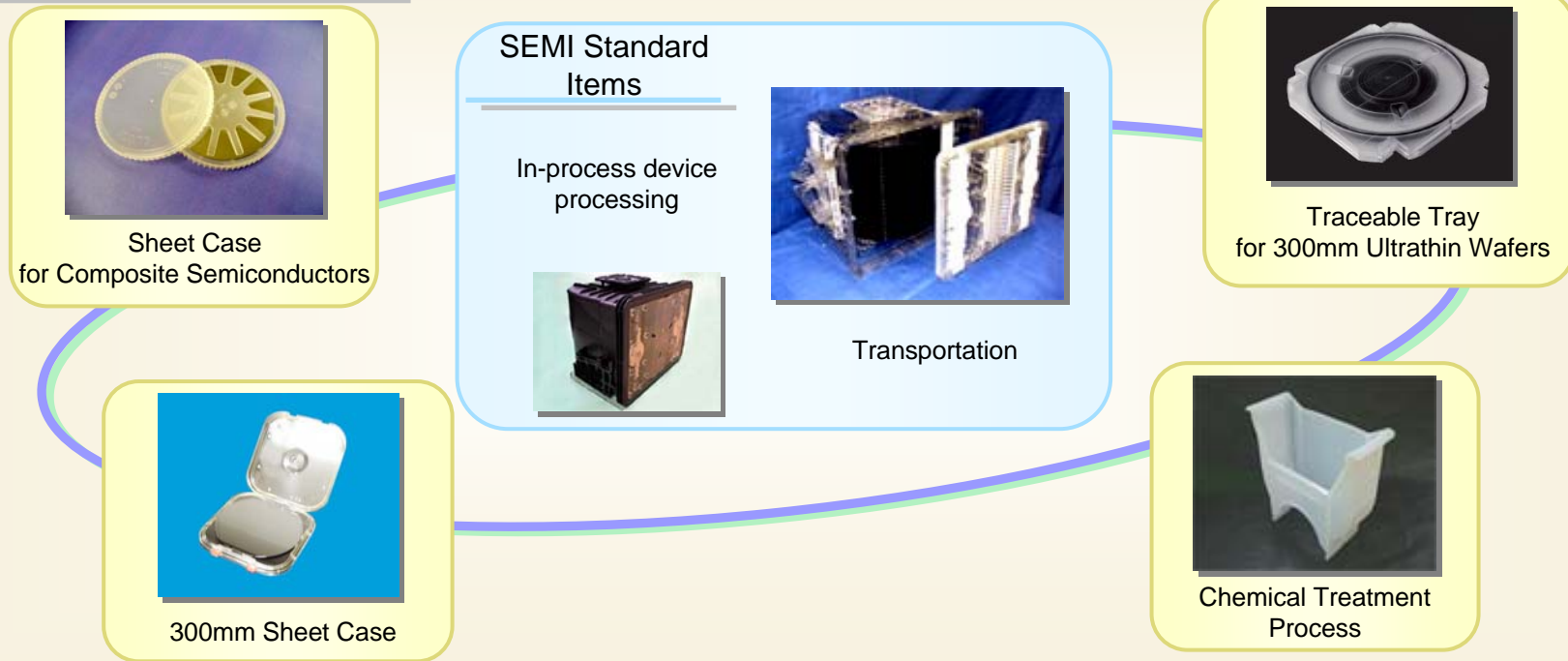
- Dedicated to the next generation NewFOSB (Auto Door FOSB)
  - Improved cleanliness of molding factory
  - Streamlined production by introducing dedicated transportation robots
  - Research and development of a die vacuum device
  - Synchronized production ⇒ inspection ⇒ assembly to ensure management of production and yields per lot
- 
- When launching the 3<sup>rd</sup> Factory, primarily personnel who have cultivated the manufacturing and production technologies with existing products will be assigned.
  - From April, 110 new graduate employee will be appropriately assigned step by step.

# Future Business Strategies (3): Strengthening Selling to Achieve No.1 in Sales/Profits

Expand sales in the 300mm peripheral device market by utilizing trustworthiness built in the 200mm market

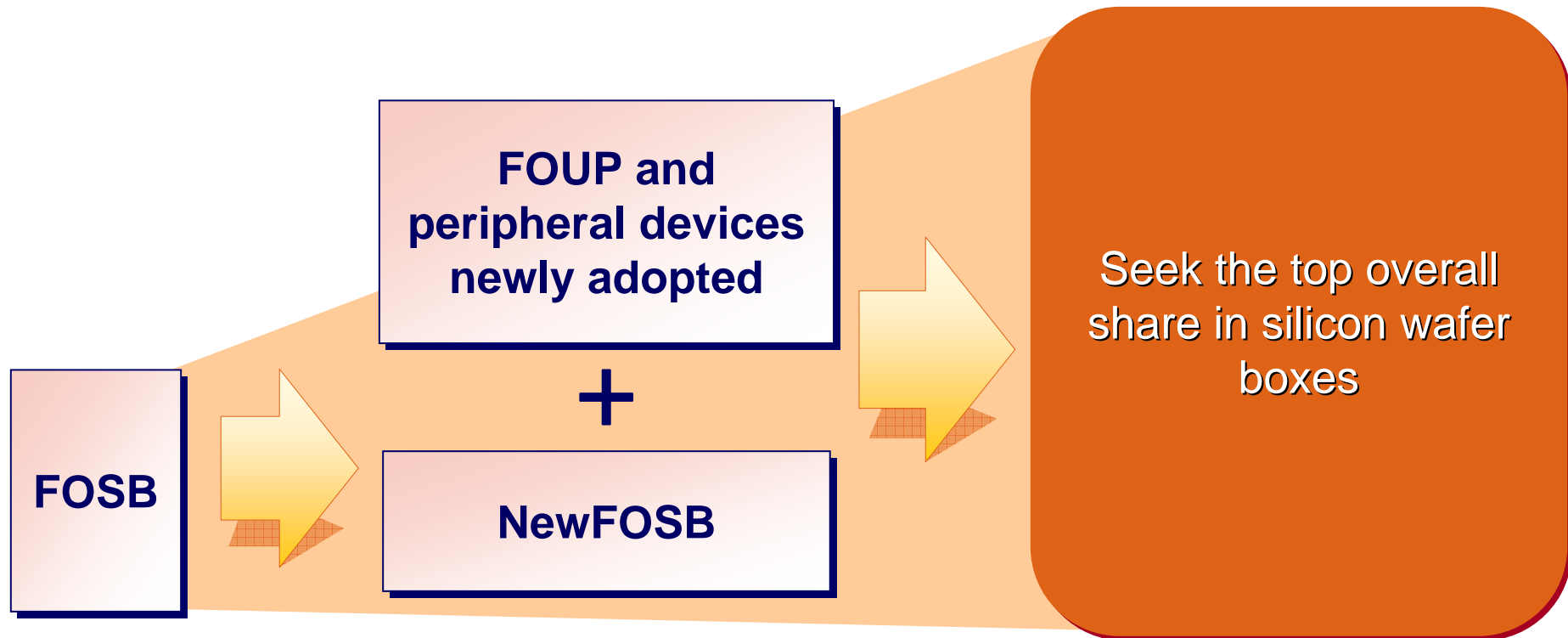
Newly developing silicon wafer peripheral devices outside the SEMI standard

## Make-to-Order Products



# Future Vision Targeting an Overall Larger Share in Silicon Wafer Boxes

Improve overall share in silicon wafer boxes, focusing on NewFOSB



## “The Future of Miraial”

For tomorrow,

“Watch the future” “Think the future” “Create the future”

Pursue dreams and creation

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