

# Fiscal Year ending September 30, 2020

## Third Quarter Report

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Tokyo Stock Exchange : 6965

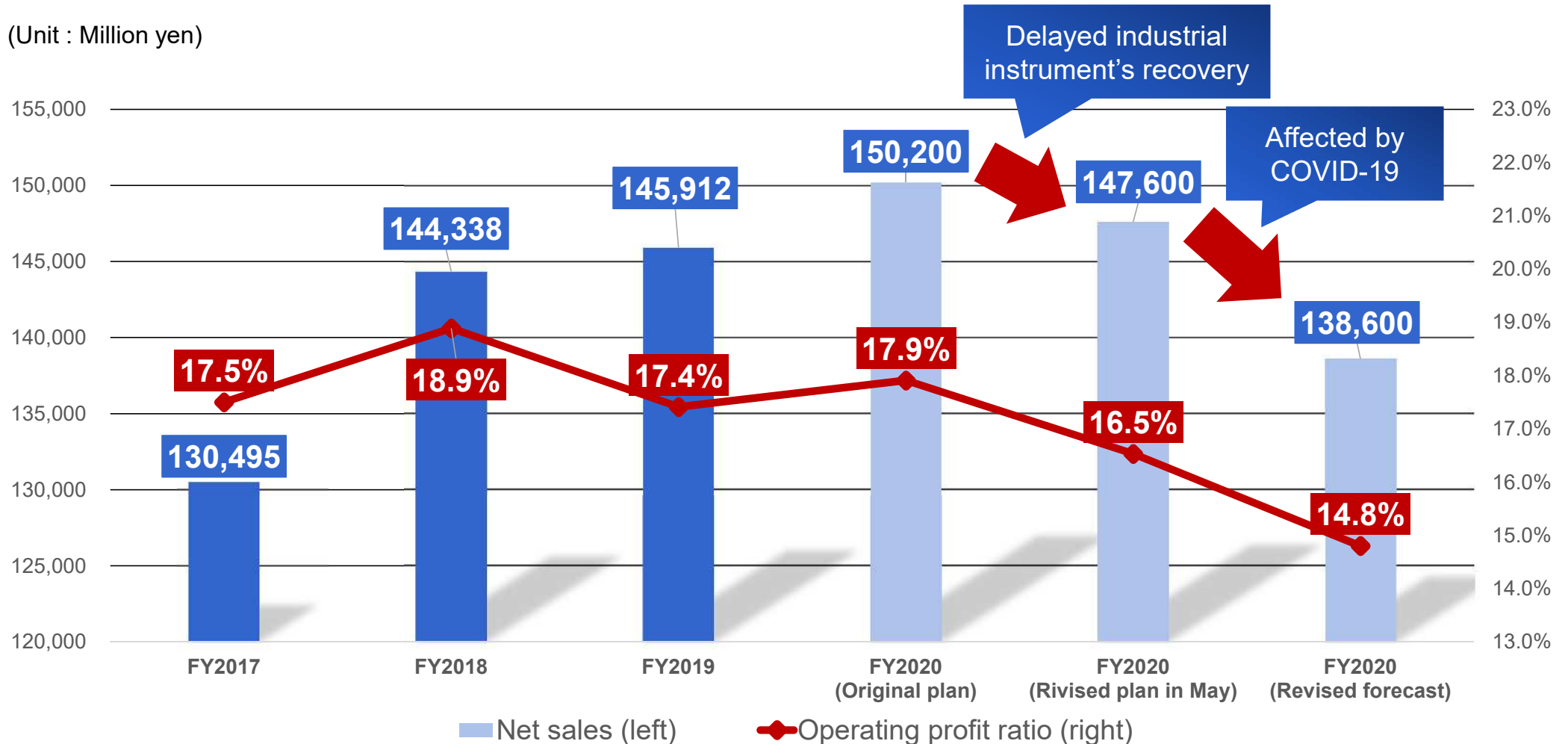
Hamamatsu Photonics K.K.

August 2020

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- The information contained in this material is based on data available as of making it. No guarantees, promises are made as to its accuracy or completeness.
- This material includes uncertain factors such as risks, economic trends and industry demands that affect actual business performance.
- Our prospects may differ from actual results.
- The financial forecast for FY2020 has been revised downward when the 3Q financial results were announced in consideration of the impact of the novel coronavirus infection(COVID-19).

# Transition of net sales and operating profit ratio







(Unit : Million yen)



# Impacts of the novel coronavirus infection (COVID-19) 1

(Unit : Million yen)

	2 <sup>nd</sup> half of FY2020		Increase or decrease	Change rate (%)
	Previous forecast before consideration COVID-19	Revised forecast after consideration COVID-19		
Sales	74,625	65,625	-9,000	-12.1%

Assumed impacts of the COVID-19 on 2Q in FY2020	Impact
Impacts on shipments of our products due to the reduced number of flights primarily to Europe, the U.S. and China.	
Reduced opportunities to acquire orders from and delay in delivering our products to domestic and overseas customers due to the limited operating activities.	
Delay in receiving our products or return of our products after their shipment due to the overseas customer's suspension of their plants.	
Request for payment deferral by overseas customers due to their cash flow problems.	
Concerns about material sourcing due to suspension of operations by overseas material manufacturers.	
Demand for moving up the delivery date and production increase of optical sensors such as for X-ray CT, blood inspection and DNA inspection.	



: Positive impact



: Some positive impact



: Minor impact










: Slight negative impact



: Large negative impact

# Impacts of the novel coronavirus infection (COVID-19) 2

Industry	Overview	Impact	Affected area
Medical-bio instrument	Products for dental are affected by decrease in factory utilization rate and restrained capital investment.		Japan, Europe
	Products for PCR testing are expanded.		Asia, North America
Industrial instrument	Semiconductors expanded due to increased telework.		Japan, North America
	Non-destructive inspection is affected by reduced airport utilization (baggage inspection) and reduced vehicle production (EV battery inspection).		Japan, Asia
Analytical instrument	liquid chromatograph etc. are affected by sluggish sales activities.		Japan, North America
Academic research	Affected by project bidding delay and construction delay.		Europe, North America
Transport instrument	Affected by deduced vehicle production.		Japan, Europe

\*For the degree of impact, refer to the legend at the bottom right of the previous page.

# Consolidated financial results and forecast

\*Unit : Million yen \*Numbers are rounded down to the nearest million yen

Account item	FY2018			FY2019			FY2020					
	First 9months	Year	%	First 9months	Year	%	1Q	2Q	3Q	First 9months	Year (Forecast)	%
Net sales	107,642	144,338	100.0	108,024	145,912	100.0	34,492	38,483	30,279	103,254	138,600	100.0
Cost of sales	51,840	70,385	48.8	52,570	71,916	49.3	17,267	19,501	15,336	52,104	70,600	50.9
Gross profits	55,801	73,952	51.2	55,454	73,996	50.7	17,224	18,983	14,942	51,149	68,000	49.1
Selling, G & A expenses	25,213	33,857	23.5	26,658	35,520	24.3	9,347	8,357	8,181	25,885	34,800	25.1
R & D expenses	9,151	12,830	8.9	9,416	13,071	9.0	2,862	3,413	2,888	9,163	12,700	9.2
Operating profits	21,436	27,263	18.9	19,379	25,403	17.4	5,014	7,214	3,872	16,100	20,500	14.8
Non-operating income	811	1,205	0.8	953	1,319	0.9	212	277	238	727	900	0.6
Non-operating expenses	322	381	0.3	341	445	0.3	53	68	42	163	200	0.1
Ordinary profits	21,925	28,088	19.5	19,991	26,277	18.0	5,173	7,423	4,068	16,664	21,200	15.3
Extraordinary income	306	594	0.4	151	159	0.1	30	9	17	56	100	0.1
Extraordinary expenses	1,088	1,105	0.8	147	217	0.1	3	476	14	493	500	0.4
Pre-tax income	21,143	27,577	19.1	19,994	26,220	18.0	5,201	6,954	4,073	16,228	20,800	15.0
Income taxes etc.	5,132	6,354	4.4	4,756	6,302	4.3	1,251	1,901	900	4,052	5,500	4.0
Net profits	16,011	21,222	14.7	15,237	19,918	13.7	3,949	5,054	3,172	12,175	15,300	11.0
Exchange rate US \$	110.13	110.46		111.04	110.10		108.76	108.81	108.41	108.41	108.24	
Exchange rate EU €	132.05	131.42		125.88	124.21		120.32	120.20	119.66	119.66	120.02	
Exchange rate China RMB	16.92	16.97		16.34	16.28		15.30	15.37	15.44	15.44	15.37	

# Consolidated sales by industry

\*Unit : Million yen \*Numbers are rounded down to the nearest million yen

Application		FY2018			FY2019			FY2020					
		First 9months	Year	%	First 9months	Year	%	1Q	2Q	3Q	First 9months	Year (Forecast)	%
Medical-bio instrument	Radiographic testing	28,252	37,737	26.1	30,040	40,841	28.0	10,932	11,434	8,067	30,433	39,418	28.4
	Laboratory testing	9,681	12,863	8.9	10,474	14,420	9.9	3,043	3,728	3,759	10,530	15,149	10.9
	Other medical inst.	1,784	2,395	1.7	1,858	2,509	1.7	583	644	509	1,736	2,370	1.7
	(Subtotal)	39,717	52,994	36.7	42,373	57,771	39.6	14,559	15,806	12,336	42,701	56,938	41.1
Industrial instrument	Semiconductor inst.	15,520	21,328	14.8	13,200	18,118	12.4	3,292	4,985	4,714	12,991	18,763	13.5
	Non destructive testing	8,853	11,830	8.2	9,230	12,395	8.5	3,047	3,074	2,582	8,703	11,653	8.4
	Factory automation inst.	5,462	7,389	5.1	4,546	5,869	4.0	1,218	1,521	1,203	3,942	5,172	3.7
	Other industrial inst.	1,654	2,315	1.6	1,657	2,161	1.5	402	511	511	1,424	1,892	1.4
	(Subtotal)	31,489	42,862	29.7	28,633	38,543	26.4	7,960	10,092	9,012	27,064	37,483	27.0
Analytical instrument		11,986	15,891	11.0	12,677	16,760	11.5	4,010	4,339	3,413	11,762	15,522	11.2
Academic research		6,577	8,637	6.0	5,520	7,840	5.4	1,642	1,869	913	4,424	6,131	4.4
Measuring instrument		5,902	7,866	5.4	6,419	8,605	5.9	2,040	1,962	1,492	5,494	6,962	5.0
Transport instrument		3,903	5,236	3.6	3,758	4,919	3.4	1,241	1,154	802	3,197	3,886	2.8
Information / communication		1,191	1,558	1.1	1,284	1,724	1.2	488	395	368	1,251	1,654	1.2
Optical / photographic instrument		1,635	2,216	1.5	2,031	2,581	1.8	457	567	456	1,480	1,806	1.3
Consumer instrument		901	1,226	0.8	711	841	0.6	239	214	164	617	855	0.6
Others / not classified		4,342	5,850	4.1	4,618	6,328	4.3	1,856	2,085	1,323	5,264	7,363	5.3
Total		107,642	144,338	100.0	108,024	145,912	100.0	34,492	38,483	30,279	103,254	138,600	100.0

# Consolidated sales by industry of Electron tube segment

\*Unit : Million yen \*Numbers are rounded down to the nearest million yen

Application		FY2018			FY2019			FY2020					
		First 9months	Year	%	First 9months	Year	%	1Q	2Q	3Q	First 9months	Year (Forecast)	%
Medical-bio instrument	Radiographic testing	8,283	11,326	19.6	8,545	11,239	18.9	2,746	3,128	2,197	8,071	10,311	18.7
	Laboratory testing	5,883	7,763	13.4	6,530	8,865	14.9	2,054	2,511	2,218	6,783	9,464	17.2
	Other medical inst.	150	194	0.3	206	252	0.4	42	100	44	186	238	0.4
	(Subtotal)	14,316	19,283	33.4	15,281	20,356	34.2	4,843	5,739	4,461	15,043	20,016	36.3
Industrial instrument	Semiconductor inst.	6,796	9,181	15.9	6,420	8,867	14.9	1,674	1,803	2,518	5,995	8,699	15.8
	Non destructive testing	3,892	5,327	9.2	4,358	5,806	9.7	1,481	1,455	1,389	4,325	5,693	10.3
	Factory automation inst.	930	1,251	2.2	980	1,269	2.1	219	306	199	724	922	1.7
	Other industrial inst.	514	800	1.4	332	434	0.7	89	135	75	299	411	0.7
	(Subtotal)	12,132	16,559	28.7	12,090	16,376	27.5	3,464	3,700	4,182	11,346	15,729	28.5
Analytical instrument		6,814	9,087	15.7	7,817	10,244	17.2	2,476	2,677	1,912	7,065	9,292	16.8
Academic research		2,969	3,811	6.6	1,772	2,336	3.9	503	397	218	1,118	1,514	2.7
Measuring instrument		2,874	3,942	6.8	3,514	4,852	8.1	1,178	1,157	854	3,189	3,912	7.1
Transport instrument		0	0	0.0	3	4	0.0	5	1	5	11	11	0.0
Information / communication		56	65	0.1	48	65	0.1	11	12	15	38	40	0.1
Optical / photographic instrument		1,457	1,989	3.4	1,664	2,122	3.6	416	518	422	1,356	1,648	3.0
Consumer instrument		5	6	0.0	4	4	0.0	1	0	0	1	1	0.0
Others / not classified		2,238	3,039	5.3	2,397	3,234	5.4	709	819	649	2,177	2,987	5.4
Total		42,862	57,781	100.0	44,590	59,593	100.0	13,606	15,020	12,718	41,344	55,150	100.0



# Consolidated sales by industry of Opto-semiconductor segment

\*Unit : Million yen \*Numbers are rounded down to the nearest million yen

Application		FY2018			FY2019			FY2020					
		First 9months	Year	%	First 9months	Year	%	1Q	2Q	3Q	First 9months	Year (Forecast)	%
Medical-bio instrument	Radiographic testing	19,901	26,335	39.0	21,460	29,564	44.8	8,177	8,304	5,868	22,349	29,093	44.5
	Laboratory testing	1,192	1,683	2.5	1,329	1,887	2.9	472	586	699	1,757	2,536	3.9
	Other medical inst.	590	768	1.1	609	805	1.2	191	232	202	625	810	1.2
	(Subtotal)	21,683	28,786	42.6	23,399	32,256	48.9	8,840	9,123	6,770	24,733	32,442	49.6
Industrial instrument	Semiconductor inst.	5,546	6,728	10.0	3,287	4,184	6.3	833	1,923	1,476	4,232	5,731	8.8
	Non destructive testing	3,268	4,278	6.3	3,095	4,128	6.3	912	908	732	2,552	3,556	5.4
	Factory automation inst.	4,077	5,496	8.1	2,916	3,729	5.6	913	1,044	927	2,884	3,847	5.9
	Other industrial inst.	1,081	1,445	2.1	1,241	1,630	2.5	296	325	370	991	1,324	2.0
	(Subtotal)	13,973	17,946	26.6	10,539	13,671	20.7	2,955	4,201	3,507	10,663	14,464	22.1
Analytical instrument		4,590	6,050	9.0	4,333	5,725	8.7	1,415	1,545	1,374	4,334	5,769	8.8
Academic research		1,004	1,309	1.9	913	1,167	1.8	292	609	355	1,256	1,588	2.4
Measuring instrument		2,549	3,312	4.9	2,417	3,114	4.7	716	707	571	1,994	2,606	4.0
Transport instrument		3,697	4,980	7.4	3,664	4,801	7.3	1,184	1,124	774	3,082	3,737	5.7
Information / communication		1,120	1,474	2.2	1,195	1,608	2.4	468	379	348	1,195	1,569	2.4
Optical / photographic instrument		167	214	0.3	151	208	0.3	41	36	28	105	138	0.2
Consumer instrument		895	1,219	1.8	707	836	1.3	233	215	158	606	840	1.3
Others / not classified		1,534	2,205	3.3	1,864	2,619	4.0	557	579	411	1,547	2,197	3.4
Total		51,211	67,494	100.0	49,182	66,006	100.0	16,701	18,518	14,296	49,515	65,350	100.0

# Consolidated sales by industry of Imaging and measurement instruments segment

\*Unit : Million yen \*Numbers are rounded down to the nearest million yen

Application		FY2018			FY2019			FY2020					
		First 9months	Year	%	First 9months	Year	%	1Q	2Q	3Q	First 9months	Year (Forecast)	%
Medical-bio instrument	Radiographic testing	0	6	0.0	0	3	0.0	7	0	0	7	7	0.0
	Laboratory testing	2,595	3,404	19.8	2,597	3,650	19.8	516	631	837	1,984	3,139	19.1
	Other medical inst.	916	1,270	7.4	943	1,321	7.2	310	238	236	784	1,157	7.0
	(Subtotal)	3,511	4,680	27.3	3,540	4,974	27.0	834	869	1,073	2,776	4,304	26.2
Industrial instrument	Semiconductor inst.	3,168	5,406	31.5	3,485	5,032	27.3	781	1,273	713	2,767	4,285	26.0
	Non destructive testing	1,693	2,223	12.9	1,777	2,459	13.4	648	709	460	1,817	2,393	14.5
	Factory automation inst.	97	133	0.8	131	211	1.1	6	44	42	92	97	0.6
	Other industrial inst.	43	48	0.3	35	48	0.3	16	38	61	115	136	0.8
	(Subtotal)	5,001	7,810	45.5	5,428	7,750	42.1	1,453	2,065	1,277	4,795	6,917	42.0
Analytical instrument		412	522	3.0	362	572	3.1	92	64	84	240	305	1.9
Academic research		2,485	3,381	19.7	2,713	4,197	22.8	792	773	338	1,903	2,844	17.3
Measuring instrument		346	414	2.4	158	236	1.3	47	24	31	102	185	1.1
Transport instrument		13	14	0.1	17	19	0.1	0	4	0	4	4	0.0
Information / communication		12	16	0.1	42	51	0.3	8	4	4	16	41	0.2
Optical / photographic instrument		12	14	0.1	216	251	1.4	0	13	5	18	18	0.1
Consumer instrument		0	1	0.0	0	1	0.0	3	0	6	9	11	0.1
Others / not classified		251	318	1.9	268	362	2.0	498	567	318	1,383	1,821	11.1
Total		12,043	17,169	100.0	12,744	18,412	100.0	3,727	4,383	3,136	11,246	16,450	100.0

# Consolidated sales forecast by business segment

\*Unit : Million yen \*Numbers are rounded down to the nearest million yen

Segment	FY2018		FY2019		FY2020				
	First 9 months	Year	First 9 months	Year	1Q	2Q	3Q	First 9 months	Year (Forecast)
Electron tube	42,862	57,781	44,590	59,593	13,606	15,020	12,718	41,344	55,150
Opto-semiconductor	51,211	67,494	49,182	66,006	16,701	18,518	14,296	49,515	65,350
Imaging and measurement instruments	12,043	17,169	12,744	18,412	3,727	4,383	3,136	11,246	16,450
Others and adjustments	1,525	1,893	1,508	1,901	456	563	128	1,147	1,650
<b>Total</b>	<b>107,642</b>	<b>144,338</b>	<b>108,024</b>	<b>145,912</b>	<b>34,492</b>	<b>38,483</b>	<b>30,279</b>	<b>103,254</b>	<b>138,600</b>

\*Including inter-segment sales

# Electron tube's consolidated performance

\*Unit : Million yen \*Numbers are rounded down to the nearest million yen

Account item	FY2018			FY2019			FY2020					
	First 9 months	Year	%	First 9 months	Year	%	1Q	2Q	3Q	First 9 months	Year (Forecast)	%
Net sales	42,862	57,781	100.0	44,590	59,593	100.0	13,606	15,020	12,718	41,344	55,150	100.0
Cost of sales	18,827	25,341	43.9	19,074	25,491	42.8	5,811	6,271	5,525	17,607	23,650	42.9
Gross profits	24,035	32,440	56.1	25,515	34,101	57.2	7,795	8,749	7,192	23,736	31,500	57.1
Selling, G & A expenses	7,324	10,002	17.3	7,762	10,454	17.5	2,652	2,488	2,284	7,424	9,900	18.0
R & D expenses	2,025	2,740	4.7	2,268	3,145	5.3	795	887	839	2,521	3,450	6.3
Segment profits	14,685	19,697	34.1	15,484	20,501	34.4	4,346	5,375	4,069	13,790	18,150	32.9

\*Including inter-segment sales

# Opto-semiconductor's consolidated performance

\*Unit : Million yen \*Numbers are rounded down to the nearest million yen

Account item	FY2018			FY2019			FY2020					
	First 9 months	Year	%	First 9 months	Year	%	1Q	2Q	3Q	First 9 months	Year (Forecast)	%
Net sales	51,211	67,494	100.0	49,182	66,006	100.0	16,701	18,518	14,296	49,515	65,350	100.0
Cost of sales	26,296	35,368	52.4	26,114	35,913	54.4	9,355	10,482	8,033	27,870	37,300	57.1
Gross profits	24,914	32,125	47.6	23,067	30,093	45.6	7,346	8,035	6,264	21,645	28,050	42.9
Selling, G & A expenses	5,880	7,857	11.6	6,214	8,505	12.9	2,037	2,089	1,857	5,983	7,950	12.2
R & D expenses	2,093	2,946	4.4	2,087	3,033	4.6	473	537	540	1,550	2,050	3.1
Segment profits	16,940	21,320	31.6	14,766	18,554	28.1	4,835	5,409	3,866	14,110	18,050	27.6

\*Including inter-segment sales

# Imaging & measurement instrument's consolidated performance

\*Unit : Million yen \*Numbers are rounded down to the nearest million yen

Account item	FY2018			FY2019			FY2020					
	First 9 months	Year	%	First 9 months	Year	%	1Q	2Q	3Q	First 9 months	Year (Forecast)	%
Net sales	12,043	17,169	100.0	12,744	18,412	100.0	3,727	4,383	3,136	11,246	16,450	100.0
Cost of sales	5,751	8,365	48.7	6,400	9,247	50.2	1,904	2,112	1,650	5,666	8,100	49.2
Gross profits	6,292	8,803	51.3	6,343	9,164	49.8	1,822	2,271	1,487	5,580	8,350	50.8
Selling, G & A expenses	3,246	4,461	26.0	3,615	4,841	26.3	1,232	1,069	1,217	3,518	4,850	29.5
R & D expenses	587	757	4.4	470	637	3.5	64	159	57	280	350	2.1
Segment profits	2,457	3,584	20.9	2,256	3,685	20.0	525	1,044	212	1,781	3,150	19.1

\*Including inter-segment sales

# Capital investment, R & D expenses, Depreciation

\*Unit : Million yen \*Numbers are rounded down to the nearest million yen

		FY2015		FY2016		FY2017		FY2018		FY2019		FY2020	
		Amount	% to sales	Amount	% to sales	Amount	% to sales	Amount	% to sales	Amount	% to sales	Amount	% to sales
Capital investment	1Q	3,122	10.9	1,441	4.8	4,441	14.8	4,235	12.4	2,052	5.7	4,659	13.5
	2Q cumulative	7,283	11.7	3,888	6.2	6,901	10.6	7,939	10.9	7,100	9.5	9,792	13.4
	3Q cumulative	11,787	13.1	6,513	7.1	11,026	11.5	10,467	9.7	11,097	10.3	12,151	11.8
	Year	14,338	11.9	9,315	7.6	13,572	10.4	14,221	9.9	17,412	11.9	-	-
R & D expenses	1Q	2,717	9.5	2,748	9.2	2,872	9.6	3,012	8.8	3,095	8.7	2,862	8.3
	2Q cumulative	5,479	8.8	5,862	9.3	5,824	9.0	6,057	8.3	6,372	8.6	6,275	8.6
	3Q cumulative	8,510	9.4	8,825	9.7	8,707	9.1	9,151	8.5	9,416	8.7	9,163	8.9
	Year	11,615	9.6	11,873	9.7	11,776	9.0	12,830	8.9	13,071	9.0	-	-
Depreciation	1Q	1,633	5.7	2,262	7.6	2,132	7.1	2,184	6.4	2,437	6.8	2,575	7.5
	2Q cumulative	3,585	5.8	4,704	7.5	4,413	6.8	4,566	6.2	5,064	6.8	5,393	7.4
	3Q cumulative	5,902	6.5	7,184	7.9	6,822	7.1	7,151	6.6	7,878	7.3	8,399	8.1
	Year	8,561	7.1	9,888	8.1	9,441	7.2	10,261	7.1	10,950	7.5	-	-

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