

NOTE

Accounting Standards

- Our results and outlook, described in this presentation, have been prepared in accordance with IFRS.

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- This presentation contains "forward-looking statements" that are based on Advantest's current expectations, estimates and projections. These statements include, among other things, the discussion of Advantest's business strategy, outlook and expectations as to market and business developments, production and capacity plans. Generally, these forward-looking statements can be identified by the use of forward-looking terminology such as "anticipate," "believe," "estimate," "expect," "intend," "project," "should" and similar expressions. Forward-looking statements are subject to known and unknown risks, uncertainties and other factors that may cause Advantest's actual results, levels of activity, performance or achievements to be materially different from those expressed or implied by such forward-looking statements.

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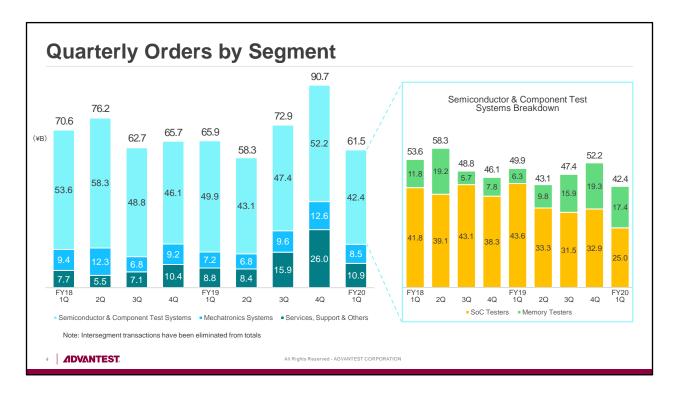
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											(¥B)
		FY19					FY20				
	1Q		2Q 3Q	4Q	1Q		QoQ		YoY		
_						Forecast	Actual	(Δ)	(%)	(Δ)	(%)
Orders		65.9	58.3	72.9	90.7	62.0	61.5	-29.3	-32.3%	-4.4	-6.7%
Sales		66.2	71.6	69.9	68.2	70.0	66.7	-1.5	-2.2%	+0.6	+0.8%
Gross Profit		39.4	41.0	39.4	36.7	-	38.0	+1.2	+3.4%	-1.4	-3.6%
Gross Margin		59.5%	57.3%	56.4%	53.8%	-	56.9%	+3.1pts		-2.6pts	
Operating Income		15.2	17.7	14.2	11.6	13.0	13.5	+1.9	+16.2%	-1.7	-11.2%
Operating Margin		22.9%	24.8%	20.4%	17.0%	18.6%	20.2%	+3.2pts		-2.7pts	
Income Before Tax		14.9	18.4	14.5	10.8	13.0	12.9	+2.1	+19.2%	-2.1	-13.7%
Net Income		12.1	14.7	11.9	14.8	10.5	10.6	-4.3	-28.8%	-1.5	-12.7%
Net Income Margin		18.3%	20.5%	17.1%	21.7%	15.0%	15.8%	-5.9pts		-2.5pts	
Backlog increased due	to M&A				+4.2						
Backlog		74.6	61.3	64.3	91.0	83.0	85.7	-5.3	-5.8%	+11.1	+14.9%
Exchange Rate	1 US\$	¥111	¥108	¥108	¥110	¥105	¥108	¥2 Appr	eciation	¥3 Appr	eciation
	1 Euro	¥125	¥121	¥119	¥121	¥120	¥118	¥3 Appreciation ¥7 Appreciation			

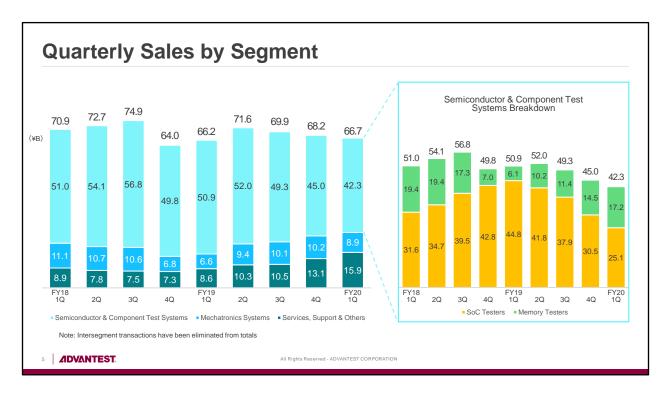
O FY2020 1Q Summary of Results

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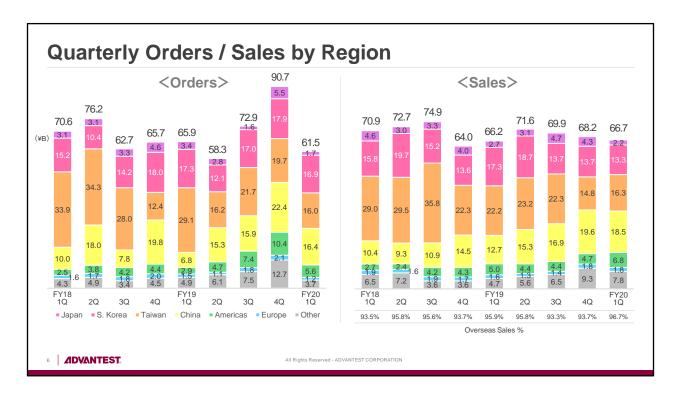
- Advantest's employees have made heroic efforts to support the company's business amidst the unprecedented changes in our business environment caused by COVID-19, as have our business partners, suppliers, and others.
- Unfortunately, in 1Q, both orders and sales came in below our April forecast. On the other hand, operating income exceeded estimates due to cost controls.
- Regarding the business impact of the COVID-19 pandemic, the impact on material
 procurement was minimal, but restrictions on movement caused sales delays for
 some products. In addition, customers requested delivery postponements for
 some products such as testers for chips used in smartphones and other consumer
 electronics.
- In addition to the impact of COVID-19, the US restrictions imposed in May on certain Chinese companies have begun to affect our business environment.
- COVID-19 has increased uncertainty about future prospects for end-user products such as smartphones, automobiles, and industrial equipment, and the investment attitude of major OSATs has changed to a wait-and-see stance as these companies attempt to discern the impact of the new trade restrictions. As a result, demand for SoC testers has fallen below expectations.
- On the other hand, in the memory sector, we captured strong demand related to data center applications, and orders were higher than expected, but this could not compensate for the decline in SoC.
- Details of orders, sales, and profits will be explained in the slides that follow.



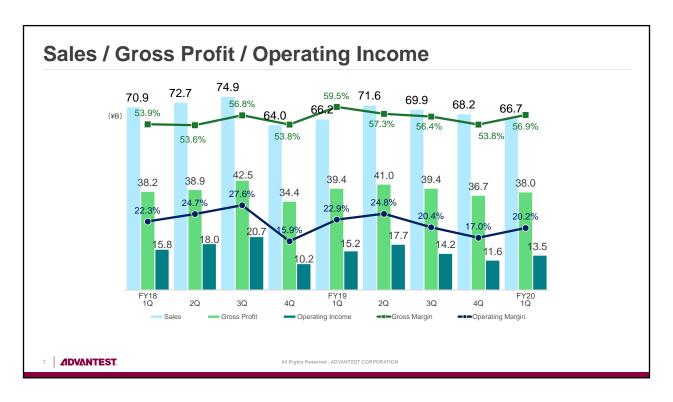
- FY2020 1Q Orders by Segment
- Semiconductor & Component Test Systems
 - ¥42.4 billion -18.8% QoQ
 - SoC tester orders came in at 25.0 billion yen, a decrease of 7.9 billion yen from 4Q.
 Although demand for HPC applications was strong, the sector overall stagnated
 due to the cautious stance of smartphone-related customers amidst COVID-19 and
 US-China friction.
 - Although memory tester orders decreased by 1.9 billion yen compared to the
 previous quarter, inquiries continued to be strong, led by server DRAM test
 applications, resulting in a total of 17.4 billion yen, which is high considering the
 volume of orders that were pulled forward into the previous quarter.
- Mechatronics Systems
 - ¥8.5 billion -32.7% QoQ
 - In conjunction with the decrease in orders for testers, orders declined.
- Services, Support & Others
 - ¥10.9 billion -58.1% QoQ
 - Orders declined in reaction to the large volume of orders related to system level test received in the previous quarter, and there was also a seasonal decrease in annual maintenance contract renewals.



- O FY2020 1Q Sales by Segment
- Semiconductor & Component Test Systems
 - ¥42.3 billion -5.9% QoQ
 - In SoC testers, some smartphone-related customers requested delivery postponements.
 - Sales of memory testers increased steadily in response to rising orders.
- Mechatronics Systems
 - ¥8.9 billion 13.1% QoQ
 - Our nanotechnology business experienced installation delays due to the impact of COVID-19.
- Services, Support & Others
 - ¥15.9 billion +21.0% QoQ
 - The order backlog of our system-level test business steadily converted into sales.

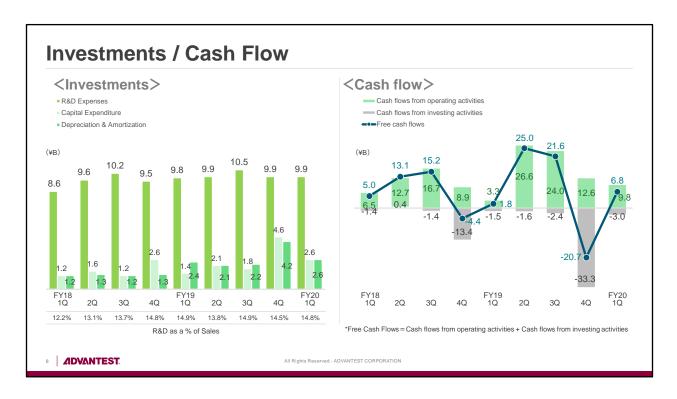


- O FY2020 1Q Orders / Sales by Region
 - China Mobile-related orders showed weakness.
 - Americas / Other
 System-level test orders shrank in North America and SE Asia.
 - Taiwan / Japan
 There was a seasonal decline in service orders.
- FY2020 1Q Sales by Region
 - There was no significant change in any region.



O FY2020 1Q Sales / Gross Profit / Operating Income

- Gross margin 56.9%
 Although our product mix deteriorated slightly, gross profit margin increased as amortization of intangible assets related to the order backlog of Essai, which Advantest acquired in January, decreased.
- SG&A ¥24.5 billion
- Operating income ¥13.5 billion
- Operating margin 20.2%



FY2020 1Q R&D Expenses/Capex/D&A

R&D Expenses ¥9.9 billion

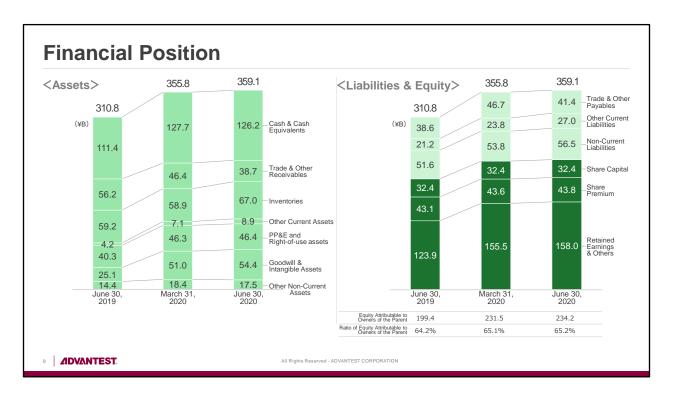
• R&D to sales ratio 14.8%

• Capex ¥2.6 billion

Depreciation and Amortization ¥2.6 billion
 Acquisition price allocation related to the acquisition of Essai was completed in 1Q, and amortization of intangible assets other than the order backlog has begun.

FY2020 1Q Cash Flow

Free cash flow ¥6.8 billion



- O Balance Sheet for Period Ending June 30th, 2020
 - Total Assets ¥359.1 billion
 - Cash & Cash Equivalents ¥126.2 billion
 - Equity Attributable to Owners of the Parent Up 0.1 points from the end of the previous fiscal year



Semiconductor Tester Market Trends: July 2020 Outlook

CY20 Forecast

- SoC Tester Market: YoY Decline Predicted
- OSAT investment stances have changed drastically following the imposition of new restrictions on certain Chinese companies by the
 US. Amid concern over the overall slowdown in smartphones, there is a growing trend in the industry to suspend investment in testers,
 with some exceptions. This offsets the growth in demand for testers for advanced process products
- It may take 6 months to a year for the supply chain fluctuations related to Chinese companies to settle down and the tester market to return to normal
- In addition, end demand deceleration due to COVID-19 is restraining demand for testers across a wide range of sectors such as automotive and display
- Memory Tester Market: YoY Growth Predicted
- In the first half of the calendar year, tester investment in both DRAM and NVM progressed more than previously expected, thanks to active data center investment. Despite an expected pause in the second half of the calendar year, CY21 should see further market expansion as memory density and speed increase

	CY17 Actual	CY18 Actual	CY19 Actual	CY20 Estimates
SoC Tester Market	Approx. \$2,200M	Approx.\$2,550M	Approx. \$2,700M	Approx. \$2,400M (January estimate: approx. \$2,700M)
Memory Tester Market	Approx. \$750M	Approx. \$1,150M	Approx. \$650M	Approx. \$1,000M (January estimate: approx. \$800M)

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Semiconductor Tester Market Trends: July 2020 Outlook

- · Regarding Advantest's business environment.
- OSAT investment stances have changed dramatically since the US announced tighter restrictions on certain Chinese companies in May. Advantest estimates that semiconductor production volumes for data center-related demand are high, but OSAT investment is expected to remain sluggish for the time being, given the risk that demand from major fabless companies affected by the restrictions may disappear.
- It may take 6 months to a year for the equipment market adjustment that may occur due to fluctuations in the supply chain to be completed.
- In addition, the end-product demand slowdown associated with COVID-19 is restraining tester demand across a wide range of sectors, including automotive and displays.
- Given these circumstances, we have reduced our outlook for the CY20 SoC tester market to approximately \$2,400M. Advantest's SoC market share is expected to decrease this year due to our customer mix.
- In the memory sector, lifestyle changes imposed by COVID-19 in the first half of CY20, such as remote work and distance learning, stimulated data center investment, leading to strong orders for memory testers. Demand is expected to drop in the second half of CY20, but we have raised our forecast for the calendar year to around \$1,000M.
- Advantest has not changed our view that increased needs for test and reliability
 assurance stemming from higher semiconductor performance will drive future
 demand for testers. We believe that from next year, the tester market will enter
 into medium-term growth amid the expansion of 5G commercialization,
 millimeter-wave development, and the expansion of HPC/AI demand.
- However, the consequences of the US-China economic decoupling are very hard to predict, so the company will seek to deal cautiously with this situation without underestimating its potential impact.

FY20 Forecast

									(¥B
		FY19				FY20			
		Results	1Q	2Q	1H	2H	Full-Year	vs. F	
0.1		007.0	Results	Forecast	Forecast	Forecast	Forecast	(Δ)	(%)
Orders		287.8	61.5	55.5	117.0	123.0	240.0	-47.8	-16.6%
Sales		275.9	66.7	73.3	140.0	120.0	260.0	-15.9	-5.8%
Operating Incon	ne	58.7	13.5	14.2	27.7	17.3	45.0	-13.7	-23.3%
Operating Margir	ı	21.3%	20.2%	19.4%	19.8%	14.4%	17.3%	-4.0pts	
Income Before	Гах	58.6	12.9	14.2	27.1	17.3	44.4	-14.2	-24.2%
Net Income		53.5	10.6	11.3	21.9	13.9	35.8	-17.7	-33.1%
Net Income Marg	gin	19.4%	15.8%	15.5%	15.6%	11.6%	13.8%	-5.6pts	
Backlog		91.0	85.7	68.0	68.0	71.0	71.0	-20.0	-22.0%
Exchange Rate*	1 US\$	¥109	¥108	¥105	¥106	¥105	¥106	¥3 Appre	eciation
	1 Euro	¥121	¥118	¥120	¥119	¥120	¥119	¥2 Appre	eciation

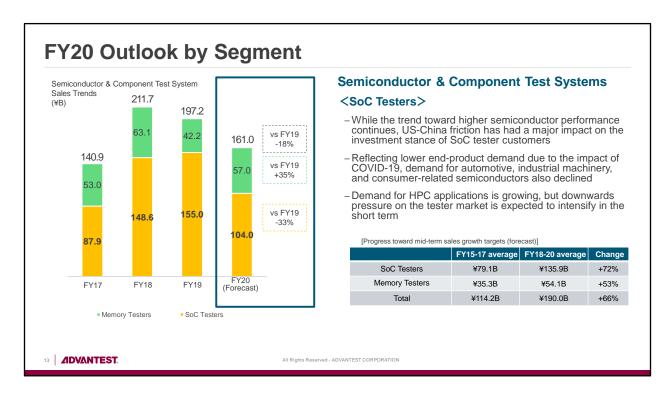
^{*} Our latest forecast for the impact of exchange rate fluctuations on FY20 operating income is plus ¥600 million per 1 yen of JPY depreciation vs USD, and minus ¥150 million per 1 yen of JPY depreciation vs the euro.

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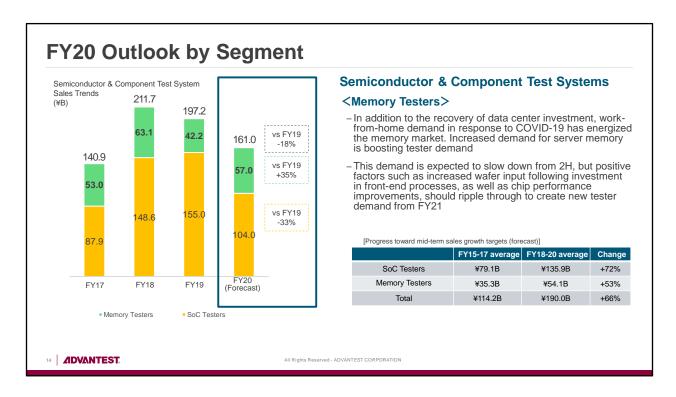
FY20 Forecast

- FY20 sales and profits are expected to decline due to slumping final demand amidst exacerbated US-China friction and COVID-19.
- For 2Q, we forecast orders of ¥55.5 billion, sales of ¥73.3 billion, operating income of ¥14.2 billion, income before tax of ¥14.2 billion, and net income of ¥11.3 billion. For the full year, we forecast orders of ¥240 billion, sales of ¥260 billion, operating income of ¥45 billion, income before tax of ¥44.4 billion, and net income of ¥35.8 billion.
- As mentioned earlier, Advantest believes that the impact of US-China friction should not be underestimated, and that it will take time for SoC demand to recover.
- This forecast assumes exchange rates for the second quarter and beyond of ¥105 yen = 1 USD and ¥120 = 1 euro in each quarter. For the full year, we assume rates of ¥106 = 1 USD and ¥119 = 1 euro.
- We expect orders to bottom out in 2Q.
- Gross profit margin for the full year is expected to drop from the previous year's 56.7% to about 53%. This is due to an increased manufacturing headcount associated with the consolidation of Essai, and the impact of lower demand for high-end SoC testers.
- Operating income margin is also expected to decline from the previous fiscal year. However, we expect to achieve 17% of the operating profit target of the current mid-term management plan.



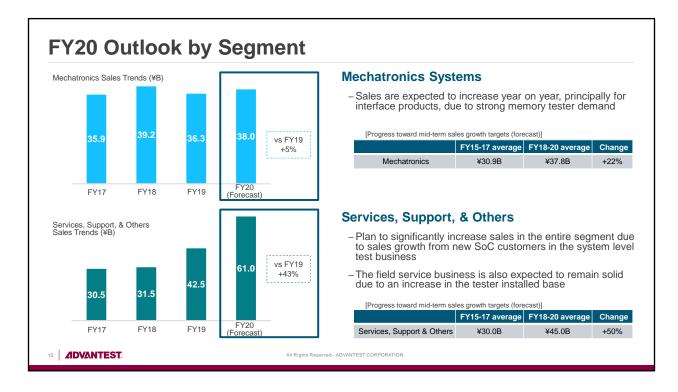
SoC Tester Business Outlook

- The technology roadmap driving higher semiconductor performance, greater complexity, and higher capacities will continue to be favorable to Advantest in 2020. Customer positivity towards investment in advanced products is unchanged. In addition, US-China friction is driving inventory build-up, which also factors into the current strength of semiconductor production.
- However, from May onwards, we have seen growing concern that OSAT
 utilization ratios will decrease in future due to the full implementation of US
 trade restrictions on Chinese companies in September, and investment appetite
 is likely to decline.
- In addition, demand for testers for automotive, industrial machinery and consumer products is expected to be weak due to the slumping end-product decline associated with COVID-19.
- Demand for SoC testers for HPC is growing due to data center investment expansion, but downwards pressure on tester demand is expected to exceed growth for the time being, so we expect a significant decline in sales this fiscal year.
- Although 5G demand has temporarily stagnated due to the effects of COVID-19 and the reinforcement of trade restrictions on Chinese companies, we expect it to recover from 4Q onwards as the supply chain stabilizes



Memory Tester Business Outlook

- In the first half of CY20, work-from-home policies were implemented around the world, and investment in memory testers for data centers picked up actively. Advantest benefited from DRAM and 3D NAND capex addressing server capacity growth.
- Tester sales are expected to slow down somewhat in the second half of FY20 due to a pause in demand for memory for servers and fears of a slowdown in smartphone demand.
- With data traffic volume growth expected to continue, demand for memory should keep growing from FY21.
- Technological drivers such as DRAM node shrinks, the shift to LPDDR5 and DDR5, expanding demand for HPC, and increasing 3D NAND capacities will create tester demand that Advantest is poised to capture from every direction.



Mechatronics / Services & Other Business Outlook

- Strong demand for memory testers underpins our expectation of increased sales of device interface products. We forecast sales of ¥38.0 billion this fiscal year.
- In the Services & Other business, we expect solid field services sales. In addition to the consolidation effect of the Essai acquisition, sales of SoC system-level test products to new customers acquired in FY19 will contribute to a significant increase in sales. Therefore, we forecast total segment sales of ¥61.0 billion.

Measures for Medium- to Long-Term Growth

Grand Design

(Mid- to Long-Term Management Policy · FY18-27)

<Vision statement>

Adding Customer Value in an Evolving Semiconductor Value Chain

<Management Goals>

¥300B - ¥400B in annual sales

- Improve market share by 1% a year by focusing on growth areas and strengthening partnerships with customers (CY17 results: 36% → CY27 target: 46%)
- Develop new business around our core business area

Mid-Term Plan (FY18-20 Average)

•		
	Conservative	Base
Yearly market growth rate	0%	4%
Sales	¥230.0B	¥250.0B
Operating Margin	15%	17%
ROE	15%	18%
EPS	¥135	¥170

Important Measures for FY20

- Continue to invest for long-term growth while flexibly responding to recent changes in our business environment
- While the market trends that will support our medium- to long-term growth, such as semiconductor performance gains and the increasing importance of test, remain unchanged, Advantest will promote measures to deepen engagement with important customers and maintain and expand market share
- Maintain and expand market share in the 5G millimeter-wave range semiconductor and high-end memory sectors
- Strengthen partnerships through comprehensive quality improvement proposals such as factory automation
- Enhance ESG management with climate change response measures

	FY19 Actual	FY20 Forecast
R&D Expenses	¥40.1B	¥41.0B
Capex	¥9.9B	¥10.0B
Depreciation	¥10.9B	¥11.0B

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O Initiatives for Mid- to Long-Term Growth

- Since our business environment continues to be uncertain at present, Advantest
 will strive to respond flexibly to urgent expenses and restrict unnecessary
 expenditures.
- On the other hand, we will maintain a certain level of R&D spending. Even from CY21, there will be no change in customer roadmaps targeting higher semiconductor performance and functionality.
- To secure every opportunity to expand our business by leveraging our comprehensive technological capabilities, Advantest will boost engagement with customers and implement measures to maintain and expand our market share.
- Specifically, we are providing technical support for device development and evaluation support in fields such as 5G millimeter waves, HPC/AI, high-end memory, and system level test.
- These ongoing initiatives will lead to future business expansion. At present, we believe that these and other measures to strengthen our foundation for the future are progressing well.

Advantest has partnered with PDF Solutions, the largest provider of big data semiconductor analytics, to further realize the company's Grand Design - Based on PDF Solutions software, the companies will jointly develop Advantest Cloud, enabling Advantest to provide an analysis environment and platform that covers the whole process from design to wafer/final test and system level test Symptom will drive sales of software from both

Synergy will drive sales of software from both companies

 Advantest is cementing this partnership with PDF Solutions through a capital investment of approximately \$65M

(From an Advantest presentation published in April 2018)

Production processes

Wafer test/Final test

Semiconductor Value Chain

Product / System Level Test

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IC System Level

> Design/ valuation

Expansion of Data Analysis Solutions

- In order to achieve the vision laid out in our Grand Design, Advantest has
 partnered with and invested in PDF Solutions (below, PDFS) in the United States,
 the semiconductor industry's largest provider of database platforms and data
 analysis solutions for manufacturing data and test data.
- Through this partnership, the companies will jointly develop "Advantest Cloud," based on the PDFS Exensio data analysis solution platform. This will be a new platform for big data analysis comprehensively covering workflows from IC design to wafer manufacturing, wafer test, assembly, final test, and system level test. As customer devices evolve, we will provide an environment for yield management and online monitoring that also employs AI and machine learning to create customer value.
- In terms of sales, Advantest will strive to further expand recurring business by a mutual sales arrangement whereby both companies will sell one another's software.
- Advantest is also cementing this partnership with PDFS through the acquisition of approximately 9% of PDFS's common shares through third-party allotment, representing a capital investment of approximately \$65M.
- This alliance is a first step to generate synergies with our hardware-dependent business model and further grow recurring business.
- As a strategic investment to plant Advantest's presence in the cloud, AI, and data analytics fields shown in the graphic on this slide, the initiative targets mediumto long-term growth.

Concerning Share Repurchase

Capital Policy Under the Current Mid-Term Management Plan

- ✓ In order to strengthen its business growth infrastructure and maintain a sound financial status, Advantest aims to create a cumulative free cash flow of 85 to 100 billion yen over the period of the new mid-term management
- √ Hold of 50 to 60 billion yen for stable business activities
- ✓ Regarding the use of excess funds, Advantest will prioritize business investments for growth such as M&A, R&D, facility enhancements, etc. Set 100 billion yen as its cumulative total M&A investment frame for the mid-term management plan period
- ✓ Continue its policy of improving dividend levels through the growth of earnings per share, based on a semi-annual consolidated payout ratio of 30%
- ✓ If residuals are retained for a long time, the company will consider flexibly reviewing its dividend payout ratio and improving total shareholder returns by, for instance, repurchasing stock, taking into consideration our projected growth investments



- In line with the above policy, Advantest will conduct a share repurchase to promote efficient use of capital and to deliver shares upon exercise of stock options (stock acquisition rights), while taking into consideration current cash position and medium- to long-term growth investment progress trends
- Total number of shares to be acquired: Up to 2.5 million shares (Equivalent to 1.3% of outstanding shares excluding treasury stock)
- Total cost of acquisition: Up to ¥15 billion
- Period of acquisition: From July 31, 2020 to October 30, 2020

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Advantest's Capital Policy

- Over the past two years and three months, free cash flow has been trending at a faster pace than initially expected, supported by higher-than-expected earnings growth.
- As a result, based on present levels of cash on hand, our outlook for growth investments, and the state of our external environment, Advantest will conduct a share repurchase to promote efficient use of capital.
- A portion of the acquired shares will be used to deliver shares upon exercise of stock options (stock acquisition rights), but the main purpose of the share repurchase is to improve capital efficiency in line with our capital policy.

Summary

- FY20 sales and profits are expected to decline due to slumping final demand amidst exacerbated US-China friction and COVID-19
- SoC semiconductor test customers are particularly uncertain about the future, but there are also strong trends toward higher semiconductor performance and reliability that will drive Advantest's growth
- In Advantest's core business, which is a pillar of medium- to long-term growth, the company is making steady
 progress with measures to strengthen its foundation in areas such as 5G, RF and memory
- With regard to expansion into adjacent business domains, which is considered a medium- to long-term priority, in addition to reinforcing the company's system level test business through M&A over the last two years, Advantest is also expanding its solutions in the cloud / data analytics area
- Advantest will improve capital efficiency through a share repurchase

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Summary

- At the present moment, we expect FY20 sales and profits to decline due to slumping final demand amidst exacerbated US-China friction and COVID-19.
- SoC semiconductor test customers are particularly uncertain about near future, but we believe that the strong trends toward higher semiconductor performance and reliability, which will drive Advantest's future growth, remain unchanged.
- In Advantest's core business, which is a pillar of medium- to long-term growth, the company is making steady progress with measures to strengthen its foundation in areas such as 5G, RF and memory.
- With regard to expansion into adjacent business domains, which is considered a
 medium- to long-term priority, in addition to reinforcing the company's system
 level test business through M&A over the last two years, Advantest is also
 expanding our cloud / data solutions utilizing semiconductor test data. This
 investment is not M&A, but a partnership that complements and reinforces our
 technical strengths.
- Advantest will improve capital efficiency by conducting a share repurchase.

ESG & External Evaluation

- Ranked Number 1 Global SPE Supplier by VLSIresearch customer satisfaction survey
- Announced support for Task Force on Climate-related Financial Disclosures (TCFD) recommendations
- Adopted as a constituent stock of the MSCI Japan Empowering Women Index (WIN) and the WIN Select Index
- Planning donations in multiple countries for relief of COVID-19 victims and those affected by disasters such as the 2020 Kyushu Floods

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ESG & External Evaluation

- Lastly, we would like to share with you a quick overview of Advantest's ESG and external evaluation milestones since January.
- Advantest was ranked Number 1 Global SPE Supplier in the annual customer satisfaction survey conducted by VLSIresearch.
- We announced our support for the Task Force on Climate-related Financial Disclosures (TCFD) recommendations.
- Advantest was adopted as a constituent stock of the MSCI Japan Empowering Women Index (WIN) and the WIN Select Index.
- Finally, we are planning donations in multiple countries in connection with COVID-19 and the 2020 Kyushu Floods. Advantest extends our deepest sympathies to the victims of these disasters. Even in Japan, COVID-19 is still spreading, but we are confident that it will be overcome through the efforts of healthcare workers and the general public.