#### **ADVANTEST.**

Advantest Corporation Information Meeting

# FY2008 Guidance & Structural Reforms

February 25, 2009

Toshio Maruyama Representative Board Director President and CEO

All Rights Reserved - Advantest Corporation

### Presentation:

Toshio Maruyama Representative Board Director, President and CEO



# 1. FY2008 Guidance

# 2. Structural Reforms

All Rights Reserved - Advantest Corporation

2009/2/25

FY2008 Gu	idance	,	ADVANTEST.
			( In Billions of Yen)
	FY2007	FY2008 (Forecast)	Y on Y (% change)
Sales	182.8	75.0	-59.0
Operating Income	22.7	-50.0	-
Non- operating Income	0.8	-4.0	-
Income before Tax	23.5	-54.0	-
Net Income	16.6	-78.0	-
All Rights Reserved - Advantest Corporation 2009/2/25			

Forecast for FY2008 (including costs related to structural reforms):

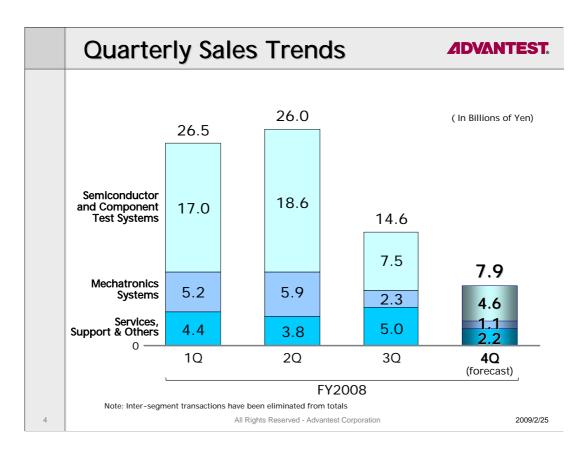
• Sales: 75.0 billion yen (-59% year-on-year)

• Operating Income: -50.0 billion yen

• Non-Operating Income: -4.0 billion yen

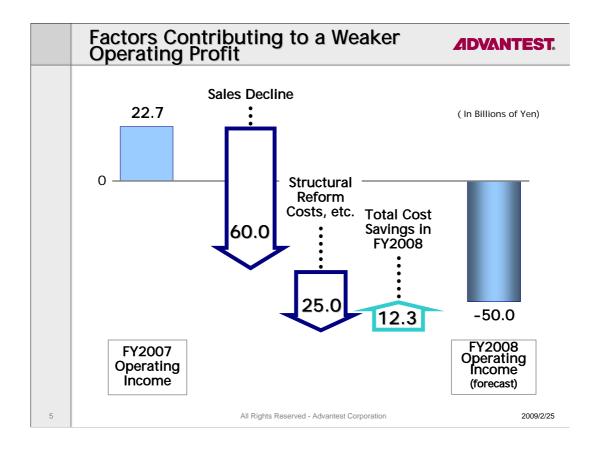
• Income before Tax: -54.0 billion yen

• Net Income: -78.0 billion yen



### **Quarterly Sales Trends:**

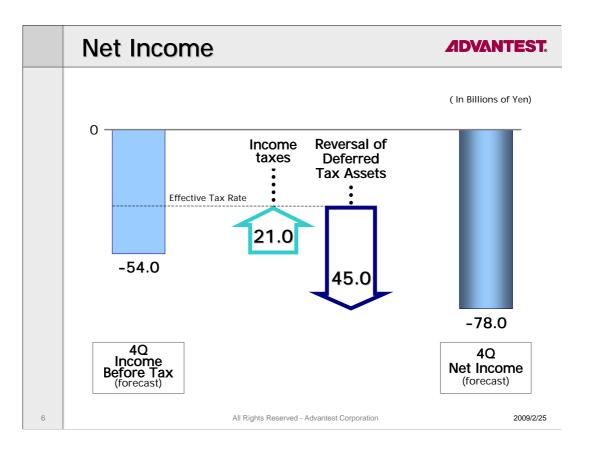
 We expect a further sequential sales decline in the fourth quarter of FY2008.



FY2008 Operating Profit Forecast: -50.0 billion yen

- · Chief factors influencing our operating profit:
  - Sales gap: 60.0 billion yen
  - · Costs related to structural reforms: 25.0 billion yen
  - Cost savings in FY2008:
    12.3 billion yen

Note: further details of our structural reforms may be found on pages 10-14.



FY2008 Net Income Forecast: -78.0 billion yen

- Chief factors contributing to net loss:
  - Income taxes: +21.0 billion yen
  - Reversal of deferred tax assets: -45.0 billion yen

FY2008 Dividend Forecast			<b>ADVANTEST.</b>
	Interim	End of year	Total Annual
FY2007	25 yen	25 yen	50 yen
FY2008 (forecast)	25 yen	<b>5</b> yen	<b>30</b> yen
Y on Y Change			-20 yen

#### FY2008 Dividend Forecast:

- Our end-of-year dividend forecast has been revised from 25 yen, as announced on October 30 2008, to 5 yen.
- Our total annual dividend for FY2008 is now expected to be 30 yen, a decrease of 20 yen from FY2007.

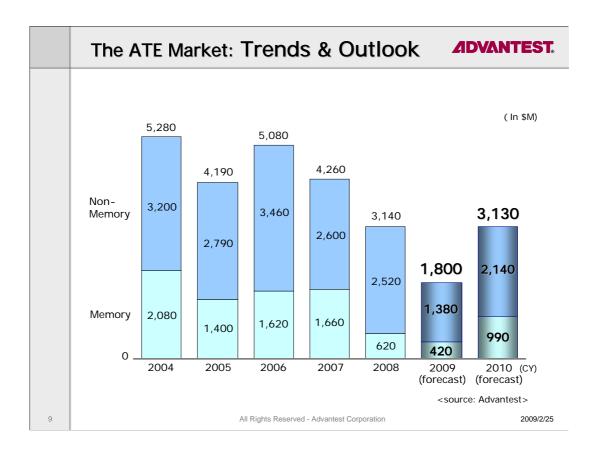


# 1. FY2008 Guidance

# 2. Structural Reforms

All Rights Reserved - Advantest Corporation

2009/2/25



### Background to our Newly Implemented Structural Reforms:

- We expect the ATE market decline in FY2009 to outstrip that of FY2008. Further, we do not predict an immediate recovery even in FY2010.
  - Therefore, we have decided to implement a sweeping new round of structural reforms.

## Structural Reforms In Detail

**ADVANTEST.** 

# Workforce Rightsizing

# **Payroll Reduction**

# Focus on Selected Businesses

10

All Rights Reserved - Advantest Corporation

2009/2/25

## Major Structural Reform Measures:

- Workforce Rightsizing
- Payroll Reduction
- · Focus on Select Markets

# **Workforce Rightsizing**

**ADVANTEST.** 

Our Target: to rightsize our workforce to 3,400 employees by March 31, 2009

Rightsizing of temporary workforce (started in November 2008) Voluntary retirement program (started in February 2009)

## 1,200 total layoffs in FY2008

All Rights Reserved - Advantest Corporation

2009/2/25

### Workforce Rightsizing:

- By the end of March 2009, we aim to reduce our total workforce to 3,400.
  - Temporary employees' contracts will not be renewed (implemented in November 2008)
  - Permanent employees are being offered voluntary retirement

(implemented in February 2009)

We expect to reach our target of 1,200 total layoffs in FY2008

# **Payroll Reduction**

#### **ADVANTEST.**

## **Executives**

- · Deep compensation cuts
- · Termination of bonuses

## **Managers**

- Salaries will be cut by 5-20%
- Termination of bonuses

All Rights

2009/2/25

## **Payroll Reduction**

Executives

Compensation will be reduced by 50-60% Termination of bonuses

Managers

Salaries will be reduced by 5-20%

Termination of bonuses

## **Focus on Selected Markets**

#### **ADVANTEST.**

- 1) Streamlining our Businesses, Realigning our Resources
  - Unprofitable product lines will be pruned to reduce fixed costs
  - A portion of our resources will be redirected to new businesses
    1) New Concept Product Initiative will identify and commercialize new product opportunities
    - 2) Selective entry into new markets
- 2) Increasing R&D & Production Efficiency
  - · Four manufacturing subsidiaries will be consolidated into one
  - · Four software subsidiaries will be consolidated into one
- 3) Radical Cost-Cutting through Infrastructure Savings
  - Consolidation and elimination of business facilities and other sites
  - Administrative overhead will be cut to the bone

13

All Rights Reserved - Advantest Corporation

2009/2/25

#### Focus on Select Markets:

Streamlining our businesses, realigning our resources:

Pruning unprofitable product lines will reduce fixed business costs

Resources will be redirected to new businesses

- The New Concept Product Initiative will identify and commercialize new product opportunities
- · Advantest will selectively enter new markets

Increasing R&D and production efficiency

Consolidation of subsidiaries

 Four manufacturing subsidiaries will be consolidated into one, as will four software subsidiaries

Radical cost-cutting through infrastructure savings

Consolidation and elimination of business facilities and other sites

A merciless review of other overhead costs

## Structural Reforms: Related Costs & Cost Savings

**ADVANTEST.** 

Anticipated Costs Related to Structural Reforms to be Posted in 4Q FY2008:

25 billion yen

**Anticipated Cost Savings in FY2009:** 

25 billion yen

All Rights Reserved - Advantest Corporation

2009/2/25

#### NOTE

- ·Prepared in accordance with US GAAP
- Cautionary Statement with Respect to Forward-Looking Statements

This presentation contains "forward-looking statements" that are based on Advantest's current expectations, estimates and projections. These statements include, among other things, a discussion of Advantest's business strategy, outlook and expectations as to market and business developments, production and capacity plans. These forward-looking statements can be identified by use of forward-looking terminology 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. These factors include: (i) changes in demand for the products and services produced and offered by Advantest's customers, including semiconductors, communications services and electronic goods; (ii) circumstances relating to Advantest's customers, including semiconductors, communications services and electronic goods; (ii) circumstances relating to Advantest's investment in technology, including its ability to develop in a timely fashion products that meet the changing needs of semiconductor manufacturers and communications network equipment and component makers and service providers; (iii) significant changes in the competitive environment in the major markets where Advantest purchases materials, components and supplies for the production of its products or where its products are produced, distributed or sold; and (iv) changes in economic conditions, currency exchange rates or political stability in the major markets where Advantest procures materials, components and supplies for the production of its principal products or where its produced, distributed or sold. A discussion of these and other factors which may affect Advantest's actual results, levels of activity, performance or achievements is contained in the "Operating and Financial Review and Prospects", "Key Information - Risk Factors" and "Information on the Company" sections and elsewhere in A