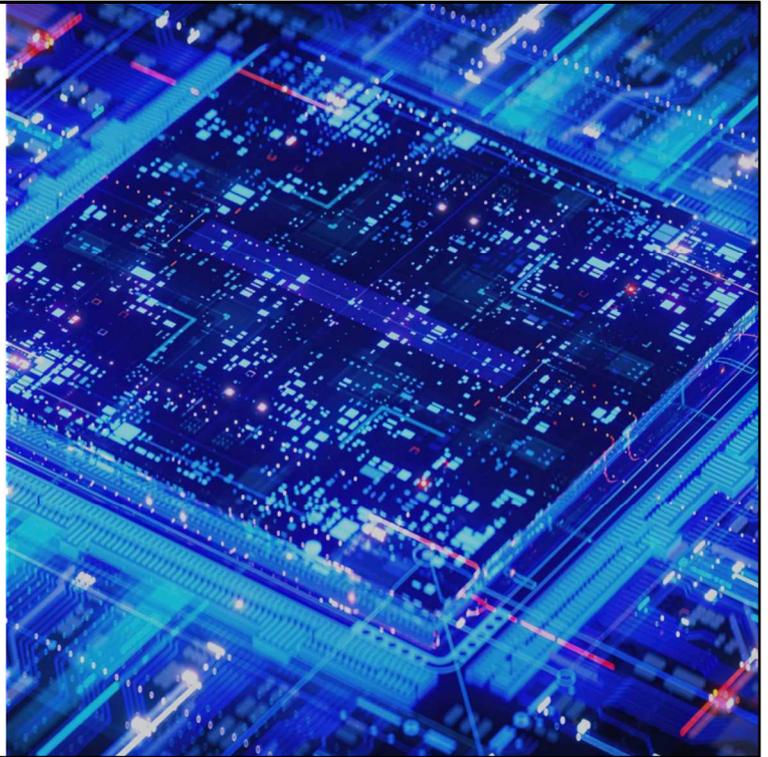


ULVAC

ULVAC, Inc.
The Third Quarter of
FY2024/6
Business Results

(Jul. 2023 – Mar. 2024)

May 14, 2024





Disclaimer regarding forward-looking statements etc.

■ Forward-looking statements

Forward-looking statements of the company in this presentation are based on information that was available at the time these documents were prepared. There are several factors that directly or indirectly impact the company performance, such as the global economy; market conditions for FPDs, semiconductor, electronic devices, and raw materials; trends in capital expenditures and fluctuations in exchange rates. Please note that actual business results may differ significantly from these forecasts and future projections.

■ Processing of numbers

Figures and percentages in this document have been rounded to the nearest unit.

This document has been translated from the Japanese initial for reference purposes only. In the event of any discrepancy between this translated document and the Japanese initial, the initial shall prevail.

Orders, sales, and operating profit (Q3 YTD): Significant increase YoY

Orders received ¥189.7 billion (+10% YoY)

- Semiconductors : Investment in Advanced logic and Memory recovered from the adjustment phase through H2 of the year.
- Electronics : Continued investment in SiC Power devices
- FPDs : Full-scale investment in EV battery mass production

Net sales ¥185.2 billion (+15% YoY)

- Increase due to an increase in orders received

Operating profit ¥20.4 billion (+60% YoY)

- Operating profit margin: **11.0%** (+3.1pt YoY)
- Particularly in Q3, there was a significant improvement mainly due to the contribution of high-margin projects (Gross profit margin was at the highest level since listing on TSE)

Orders, Sales, and Operating profit : Expected to achieve full-year plan

(Unit: ¥1 billion)	FY23/6 Q3 YTD	FY24/6 Q3 YTD	YoY	FY24/6 Plan	Progress vs. Plan
Orders Received	172.5	189.7	+10%	250.0	76%
Net Sales	161.0	185.2	+15%	245.0	76%
Operating Profit	12.7	20.4	+60%	23.0	89%

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I would like to explain our performance for Q3 of the fiscal year ending June 30, 2024.

For the results of Q3 YTD, orders received increased 10% YoY to ¥189.7 billion, sales increased 15% YoY to ¥185.2 billion, and operating profit increased 60% YoY to ¥20.4 billion, each of which represents a significant increase.

Regarding orders received,

In Advanced logic and Memory, the adjustment phase continued, but investment has begun to recover in H2 of the year.

SiC power device investment in Japan and China, which was concentrated in the Q1, has continued consistently from Q2 onward.

Mass production investment for replacement of cathode current collector from aluminum foil to double-sided aluminum evaporated film which enables EV batteries smaller, larger in capacity and safer, was in full swing in the Q1 and increased significantly YoY.

Net sales increased YoY due to an increase in orders received.

In addition to a steady increase in sales of Semiconductors and Electronics, which have relatively high profit margins, operating profit improved significantly due to the contribution of one-time high-margin projects such as μ OLED in Q3.

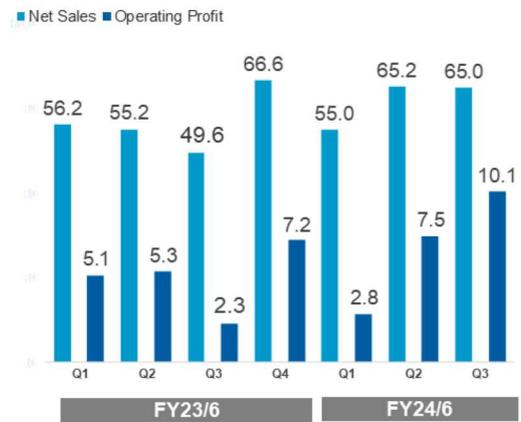
The full-year plan of ¥250 billion in orders, ¥245 billion in net sales, ¥23 billion in operating profit, and an operating margin of 9.4% is expected to be achieved.

1 Business Results for Q3 YTD

- Orders: **+10%** YoY due to active investment in Power devices and batteries, etc.
- Net sales: **+15%** YoY, Operating profit: **+60%** YoY
- Operating profit margin: improved to **11.0%** (+3.1pt YoY)

(Unit: ¥1 billion)	FY23/6 Q3 YTD	FY24/6 Q3 YTD	YoY	
			Amount	%
Orders Received	172.5	189.7	+17.2	+10%
Net Sales	161.0	185.2	+24.2	+15%
Gross Profit	48.0	57.4	+9.3	+19%
Gross Profit Margin	29.8%	31.0%	+1.1pt	-
SG&A	35.3	36.9	+1.6	+5%
Operating Profit	12.7	20.4	+7.7	+60%
Operating Profit Margin	7.9%	11.0%	+3.1pt	-
Profit attributable to owners of parent	11.8	13.3	+1.5	+13%
To net sales ratio	7.3%	7.2%	-0.1pt	-

Net Sales and Operating Profit (Unit: ¥1 billion)



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As explained in the summary, orders received increased YoY mainly due to active investment in Power devices and Battery-related business.

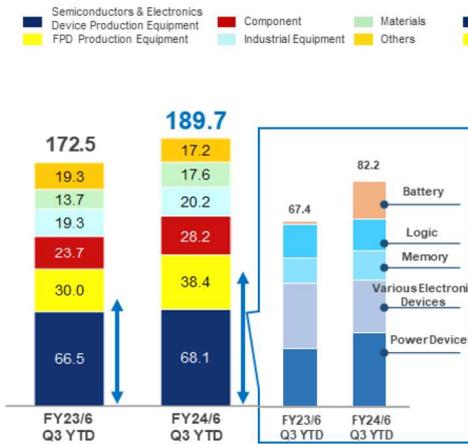
Net sales also increased YoY, and operating profit rose significantly due to an improved mix and contributions from high-margin projects, resulting in a 3.1pt improvement in the operating profit margin to 11.0% for Q3 YTD.

The graph on the right shows that operating profit has been improving each quarter.

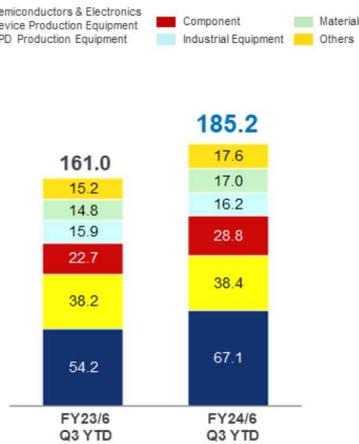
2 Both orders and sales increased YoY

- Orders increased YoY due to continued investment in Power devices and Battery-related activities.
- Net sales increased YoY due to an increase in orders received
- Orders backlog is high at ¥148.5 billion

Orders received (Unit: ¥1 billion)



Net sales (Unit: ¥1 billion)



Semiconductor & Electronics

Semiconductor

Investment in Advanced logic and Memory will recover through the second half of the year

Electronic Components

Power Device (SiC) Investment Active in Japan and China

Increased investment in packaging, etc.

FPD

Full-scale investment in mass production of smaller, higher capacity, and safer EV batteries

The graph on the left shows that orders received increased significantly YoY to ¥189.7 billion.

Power devices and Batteries were the main drivers.

Semiconductors had been in an adjustment phase due to inventory adjustments and other factors, but investment in Advanced logic and Memory began to recover in H2 of the year.

In Electronic devices field, among Power devices, SiC investment is active in Japan and China.

In addition, although the scale of investment in Packaging included in Various electronic devices is still not that large, it is becoming more active, with orders totaling about ¥6 billion in the Q3 YTD.

In FPD, panel-related investment decreased YoY, but EV battery-related investment was concentrated and active in Q1, driving the increase in orders.

The increase in orders and sales in Components was largely due to the impact of the transfer of the leak test equipment business from General industries, which amounted to around ¥5 billion.

In General industries, the decline in this business was offset by growth in freeze-drying equipment and magnet-related sintering furnace business.

As a result, the order backlog remained high at ¥148.5 billion.

Net sales in the right graph increased by ¥24.2 billion YoY to ¥185.2 billion, including an increase in Semiconductors and Electronics from ¥54.2 billion to ¥67.1 billion.

Battery-related sales included in FPD are also large equipment, contributed to the Q3 YTD at a level exceeding ¥9 billion.

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Both gross profit margin and operating profit margin improved

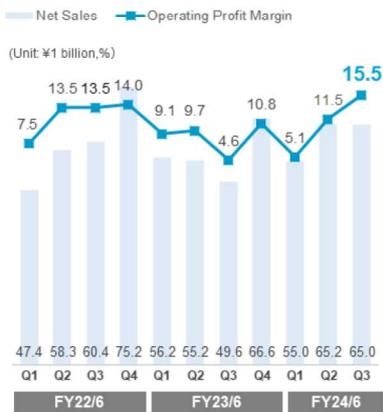


- Gross profit margin (33.8%) and operating profit margin (15.5%) both improved mainly due to the contribution of high-margin projects
- Gross profit margin at highest level since listing

Gross profit margin



Operating profit margin



S.G.&A. Expense



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Looking at the quarterly profit margin, the profit margin in Q3 has improved significantly.

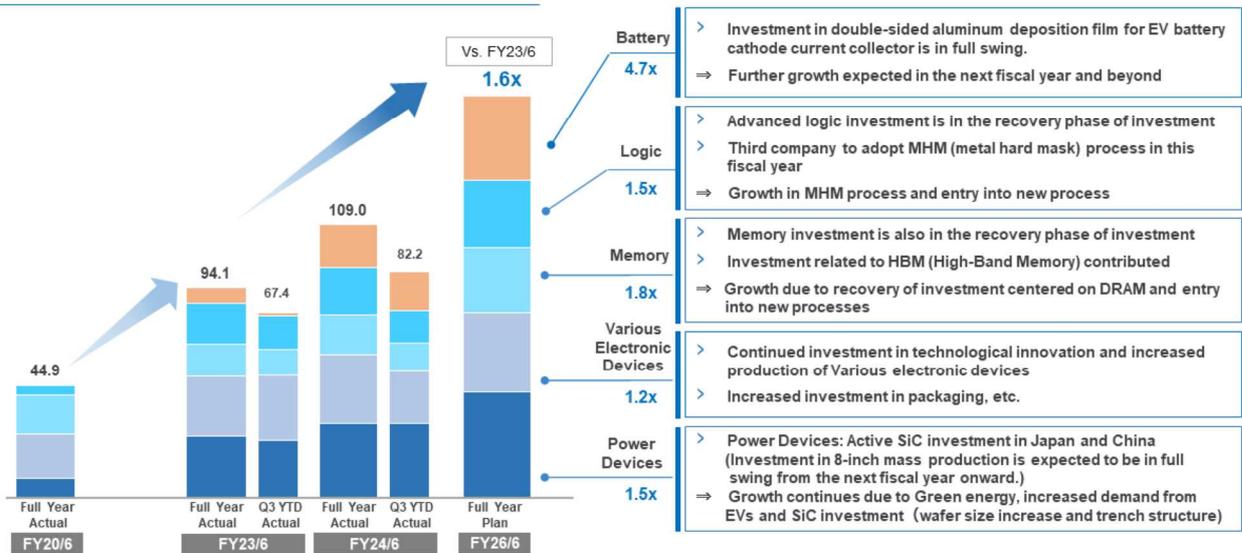
In addition to a steady increase in sales of Semiconductors and Electronics, which have relatively high profit margins, high-margin projects contributed in Q3, and as a result, gross profit margin, operating profit margin improved to 33.8%,15.5% respectively.

Gross profit margin reached the highest level since ULVAC was listed on the stock exchange.

4 Growth Drivers Growing Steadily

Growth Driver Orders Received

(Unit: ¥1 billion)



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As you can see, growth drivers are steadily driving the business growth.

From the bottom up,

In Power devices, SiC investment has been active since Q1 in Japan as well as in China. Japanese power device manufacturers started SiC investment in 6-inch devices, but they are now considering 8-inch devices and some of them have started to invest, but the full-scale investment in 8-inch SiC devices is expected to start in H2 of the next fiscal year.

SiC investment is also expected to continue in China.

In Various electronic devices, technological innovation and investment to increase production are continuing.

As the limits to miniaturization of semiconductors are beginning to be seen, investment in Packaging for energy saving is becoming more active, and although the scale of orders is still small at around ¥6 billion in the Q3 YTD, we expect the business to grow further in the future.

As for Memory, DRAM investments are recovering from the inventory adjustment phase. HBM-related investment is contributing to this recovery.

Investment in Advanced logic devices is also expected to gradually recover from the adjustment phase.

Especially for the MHM process, as it was adopted by the third company, we hope to grow the business further and also entering into new processes.

The first round of investment in double-sided aluminum deposition film for cathode current collectors of EV batteries went into full swing from the Q4 of the previous fiscal year to the Q1 of the current fiscal year.

These equipment will start operating sequentially from the current Q4 to the Q1 of the next fiscal year,

All companies are planning to invest in the next stage of growth.

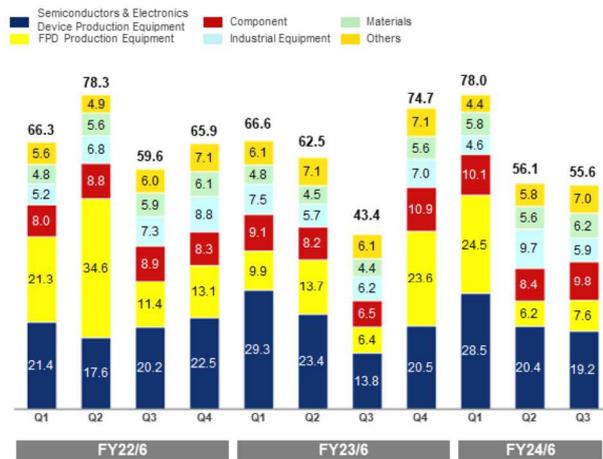
Growth drivers are steadily driving the business expansion.

5 Orders received and Net sales by Segment(Quarterly)

- Orders received and net sales are expected to achieve full-year plan of ¥250 billion and ¥245 billion respectively.

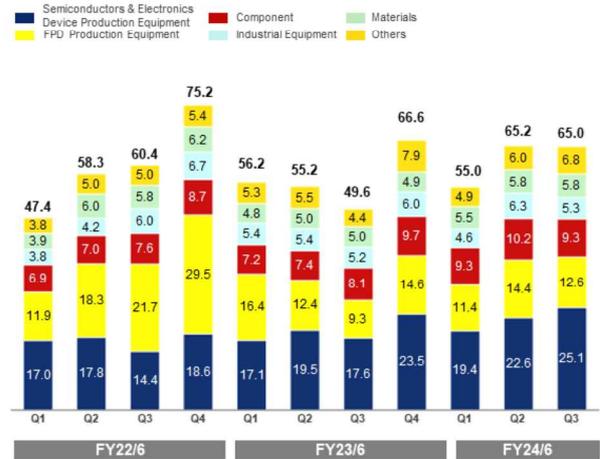
Orders received

(Unit: ¥1 billion)



Net sales

(Unit: ¥1 billion)



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For the quarterly trends in orders received as in the left-hand side graph, orders received in Q1 were high, due in part to the concentration of orders for Power devices and Battery-related equipment. Orders in the Q2 and Q3 were almost in line with our plan, and we expect orders in the Q4 to exceed ¥60 billion, exceeding the full-year plan of ¥250 billion.

Net sales are also expected to exceed the initial plan of ¥245 billion.

Utilizing Sustainable Finance

Underlying all of ULVAC's business activities is our basic corporate philosophy: "We aim to contribute to industries and science by comprehensively utilizing its vacuum and peripheral technologies. Together with our partners, we will pursue cutting-edge technologies in vacuum technology and contribute to the creation of a sustainable society through vacuum technology while fulfilling our social responsibilities.

As part of this effort, we will utilize the following sustainable finance programs that emphasize our contribution to solving environmental and social issues.

- **Signed "Mizuho Eco Finance" Loan Agreement with Mizuho Bank, Ltd.**

The agreement was concluded in evaluation of ULVAC's endorsement of the TCFD, setting of greenhouse gas emission reduction targets, and the release of a number of environmentally friendly products under the ULVAC Green Products Certification Program, which are aimed at transitioning to a decarbonized society.

- **Signed Agreement for "Analysis Loan for ESG/SDGs Promotion" with Sumitomo Mitsui Banking**

The agreement was concluded in evaluation of ULVAC's (1) contribution to the reduction of environmental burdens through initiatives to reduce greenhouse gas emissions and vacuum technology to improve the efficiency of Power devices and energy saving of Various electronic devices, (2) contribution to the improvement of customer satisfaction and promotion of smart society and digitalization through initiatives to improve the quality of products and services, and (3) strengthening of its commitment to sustainability through its core businesses.

- **Received "DBJ Environmental Rating" from Development Bank of Japan**

ULVAC received the rating in evaluation of our: (1) Group-wide efforts to reduce the environmental impact of our production processes in order to achieve our 2030 greenhouse gas emission reduction targets; (2) Efforts to conserve and recycle resources throughout the product lifecycle with environmentally friendly products and address climate change; and (3) Research and development of next-generation semiconductors and compact, lightweight storage batteries for electrification of automobiles by utilizing "vacuum technology".

Selected as a constituent of the MSCI Japan Equity Women's Activity Index (WIN)

ULVAC was selected by Morgan Stanley Capital International (MSCI) as a constituent of the MSCI Japan Equity Women's Activity Index (WIN), an index constructed by MSCI for companies that excel in gender diversity.

We will continue to create an environment in which a diverse range of human resources can play an active role in order to enhance corporate value and realize a sustainable society.

2024 CONSTITUENT MSCI日本株 女性活躍指数 (WIN)

Certified with a "B" score in CDP's "Climate Change Report 2023"

ULVAC received a "B" score in the Climate Change Report 2023 issued by CDP, an international non-governmental organization (NGO) that operates an environmental information disclosure system.

It was also certified with a "C" score in Water Security 2023.



We will procure funds from Mizuho Bank, Sumitomo Mitsui Banking Corporation, and the Development Bank of Japan through sustainable finance.

In addition, ULVAC was selected as a constituent of the MSCI Japan Equity Women's Activity Index,

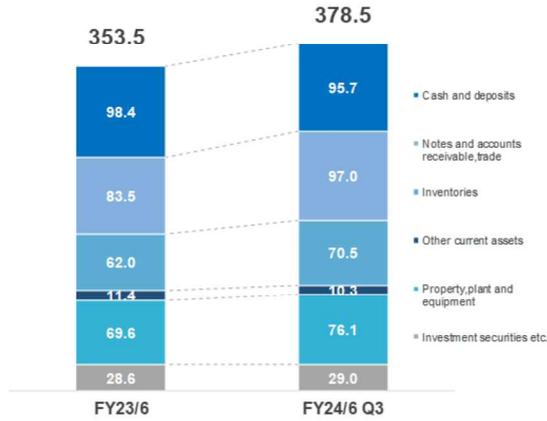
We have also received a "B" score in CDP's Climate Change Report 2023.

We are actively working to solve environmental and social issues.

(Unit: ¥1 billion)	FY23/6				FY24/6				YoY	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Amount	%	
	Orders Received	66.6	62.5	43.4	74.7	78.0	56.1	55.6	+12.2	+28%
Net Sales	56.2	55.2	49.6	66.6	55.0	65.2	65.0	+15.4	+31%	
Gross Profit	16.5	16.8	14.7	19.1	15.3	20.1	22.0	+7.2	+49%	
Gross Profit Margin	29.3%	30.5%	29.7%	28.7%	27.7%	30.8%	33.8%	+4.1pt	-	
SG&A	11.3	11.5	12.5	11.9	12.4	12.6	11.9	-0.6	-5%	
Operating Profit	5.1	5.3	2.3	7.2	2.8	7.5	10.1	+7.8	+343%	
Operating Profit Margin	9.1%	9.7%	4.6%	10.8%	5.1%	11.5%	15.5%	+10.9pt	-	
Profit attributable to owners of parent	4.1	5.3	2.4	2.4	1.1	5.7	6.4	+4.0	+166%	
To net sales ratio	7.2%	9.6%	4.9%	3.6%	2.1%	8.8%	9.9%	+5.0pt	-	

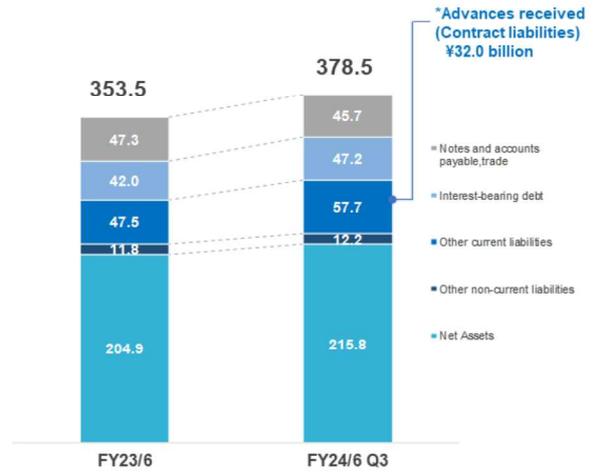
Assets

(Unit: ¥1 billion)



Liabilities and Net Assets

(Unit: ¥1 billion)



Solving Social Issues

Smart and Digital Society
Realization



Green Energy Conversion
Low Power Consumption

Memory

Logic IC

Sensor ·
Electronic Devices

Power Device

Battery

Miniaturization/ High performance/ Low power consumption



Wafer



Glass



Plastic

Vacuum Thin Film
Processing Technology

Sputtering

Vacuum Evaporation

CVD

Etching/ Ashing

Ion Implanter

Components

Materials

Customer Support

