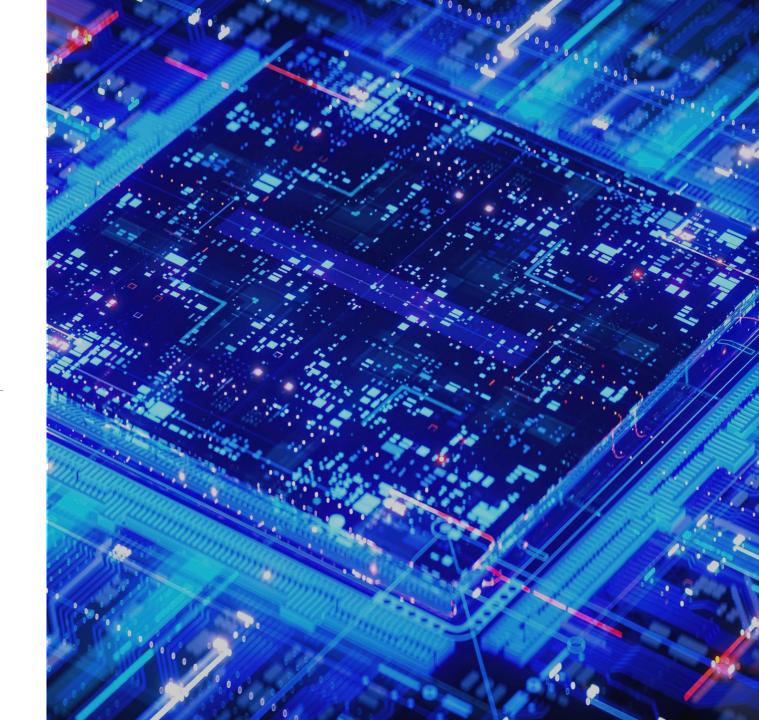
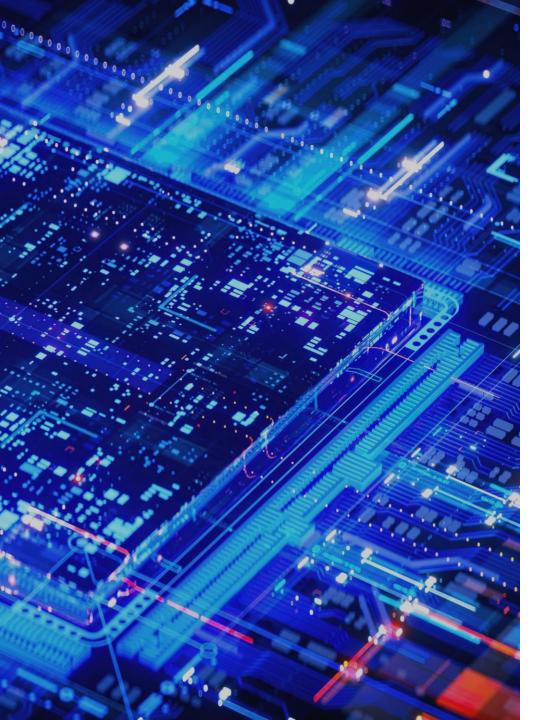


ULVAC, Inc.

FY2023/6
Business Results

(July 2022 - Jun 2023)





#### **Disclaimer regarding 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.

#### Note:

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.

## **Summary**



## Consolidated Financial Results for the Fiscal Year Ended June 30, 2023

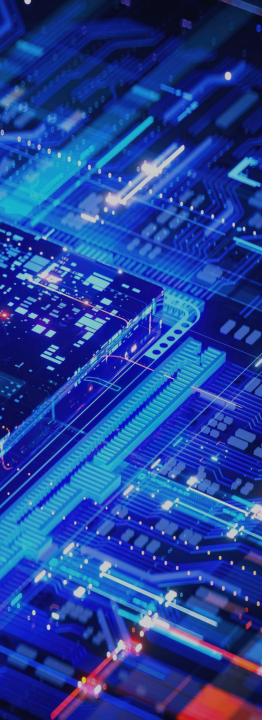
- Both orders and sales decreased vs. same period of the previous year due to a reactionary decline in LCD investments for IT panels, but Semiconductors, Electronics and Components steadily increased.
- Operating profit decreased vs. same period of the previous fiscal year due to lower sales and higher R&D expenses for Semiconductors-related and other products, which are upfront investments.
- Both sales and operating profit exceeded the previous revised forecast.

#### Review of previous mid-term management plan

- Sales exceeding the initial mid-term management plan sales target of ¥210 billion.
- Orders received grew 1.6 times from FY20/6 to ¥247.2 billion, driven by growth drivers such as logics for Semiconductors, power devices, and various electronic devices.
- Profit margin improved steadily through strengthening manufacturing capabilities until the first half of FY22/6. Thereafter, the effect
  was reduced by the impact of longer delivery times for parts and materials, etc and the target for improvement in gross profit
  margin was not achieved.

#### New mid-term management plan

- Basic policy: "Creating Social Value Through Vacuum Technology" and "Enhancing Profit and Capital Efficiency Oriented Management"
- FY26/6 target: Net sales of ¥300 billion, gross profit margin of 35% and operating profit (margin) of ¥48 billion(16%)
- Recovery in both sales and operating profit is expected from FY24/6 H2



# FY2023/6 Business Results

## **Business Results for FY2023/6**



- Both orders and sales decreased from the same period of the previous year due to a decrease in FPDs and materials, despite an increase in Semiconductors, Electronics and Components.
- Operating profit margin declined to 8.8% (-3.7 pt. YoY) due to lower sales and higher SG&A expenses, mainly due to upfront R&D expenses.

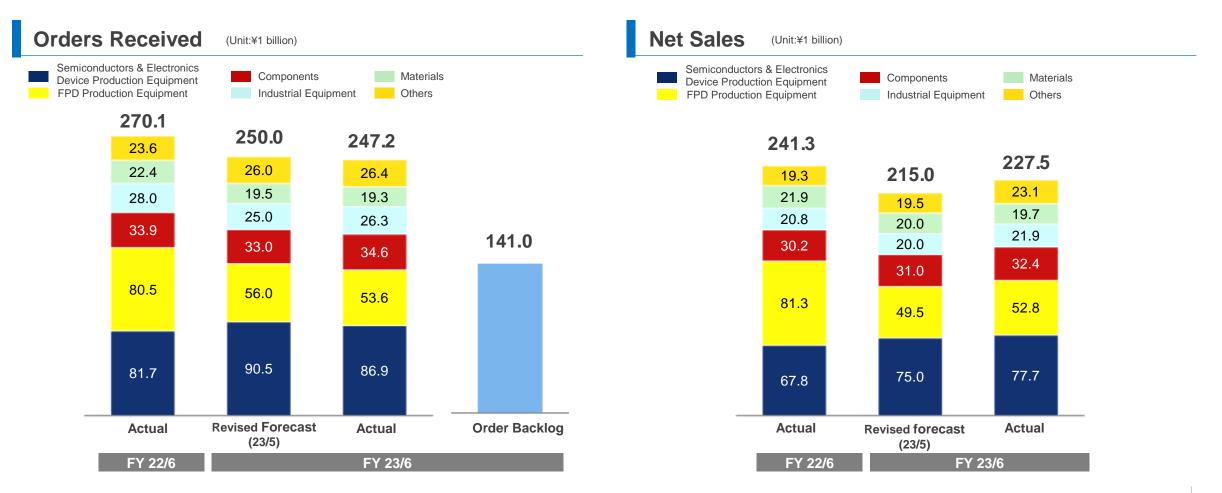
	FY22/6						
(Unit:¥1 billion)	Actual	Forecast	Actual	YoY		Vs.Forecast	
Orders Received	270.1	250.0	247.2	-22.9	-8%	-2.8	-1%
Net Sales	241.3	215.0	227.5	-13.8	-6%	+12.5	+6%
Gross Profit	73.7	-	67.2	-6.5	-9%	-	-
Gross Profit Margin	30.6%	-	29.5%	-1.1pt	-	-	-
SG&A	43.7	-	47.2	+3.5	+8%	-	-
Operating Profit	30.1	17.5	19.9	-10.2	-34%	+2.4	+14%
Operating Profit Margin	12.5%	8.1%	8.8%	-3.7pt	-	+0.6pt	-
Profit attributable to owners of parent	20.2	16.0	14.2	-6.0	-30%	-1.8	-11%
To net sales ratio	8.4%	7.4%	6.2%	-2.2pt	-	-1.2pt	-

**※ Forecast revised in May 2023** 

#### **Orders Received and Sales Results**



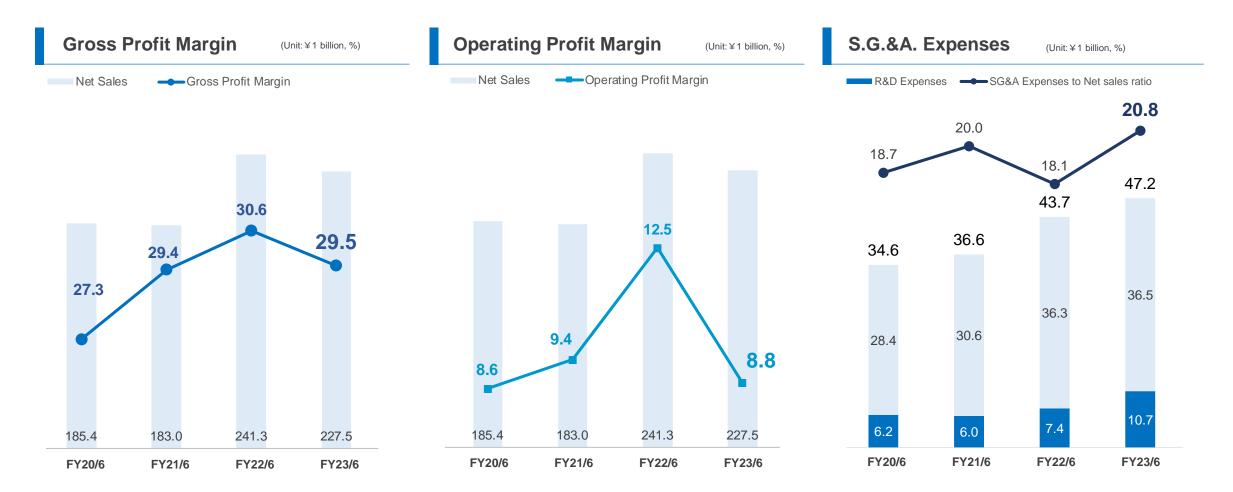
- Orders Received: Despite an increase in Semiconductor and Electronics, Components, orders received decreased from the same period of the previous year due to a reactionary decline in LCD investments for IT panels in FPDs and a decrease in materials for FPDs, etc. Order backlog was ¥141.0 billion.
- Net Sales: Exceeded the revised forecast, despite an increase in Semiconductor and Electronics, Components, vs. a decrease in FPDs and Materials



## **Profit Margins**



- Decrease in gross profit margin vs. same period of the previous year due to lower sales
- Operating profit margin declined vs. same period of the previous year due to a decline in gross profit margin and an increase in SG&A expenses (R&D Expenses).
- SG&A ratio increased due to higher R&D Expenses for semiconductor-related investments, etc.

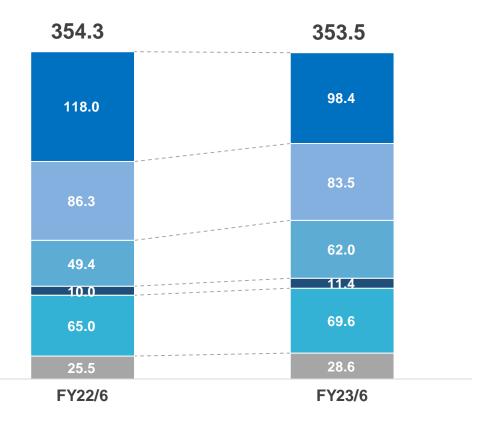


## **Consolidated Balance Sheet**



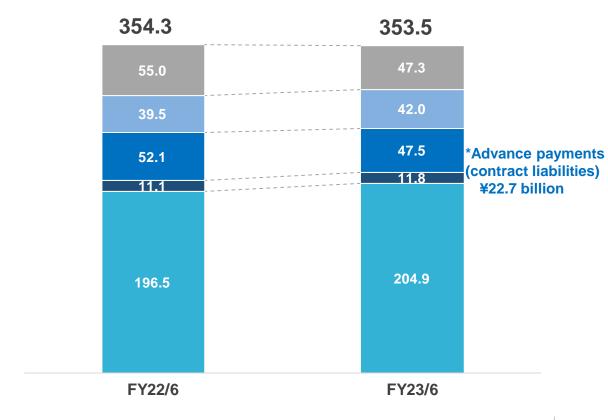
#### Assets (Unit:¥1 billion)

- Cash and deposits
- Notes and accounts receivable,trade
- Inventories
- Other current assets
- Property,plant and equipment
- Investment securities etc.



#### Liabilities and Net Assets (Unit:¥1 billion)

- Notes and accounts payable,trade
- Interest-bearing debt
- Other current liabilities
- Other non-current liabilities
- Net Assets





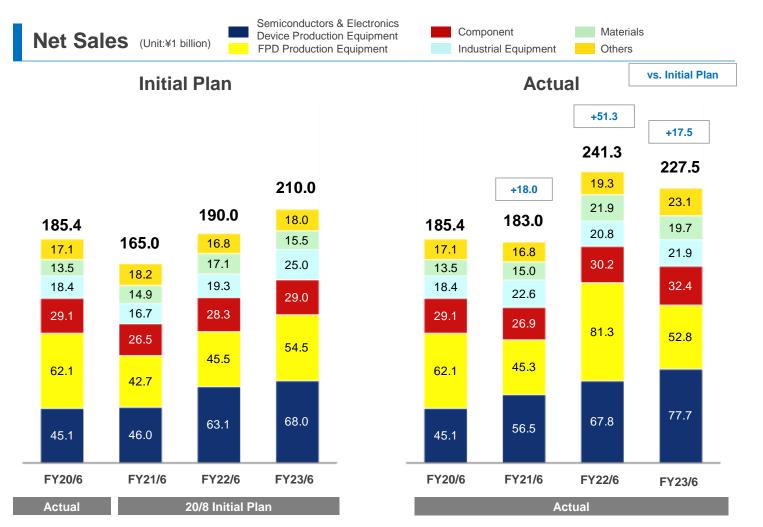
# **Review of Mid-Term Management Plan**

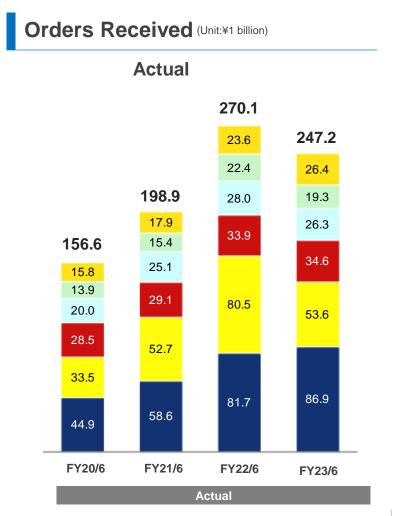
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## **Net Sales**



- Net sales: Exceeded the initial mid-term management plan in every fiscal year including FY23/6
   Semiconductor and Electronics grew much faster than planned (especially in orders)
- Orders received: Orders received exceeded every fiscal year, and the order backlog at the end
  of FY23/6 was ¥141.0 billion.



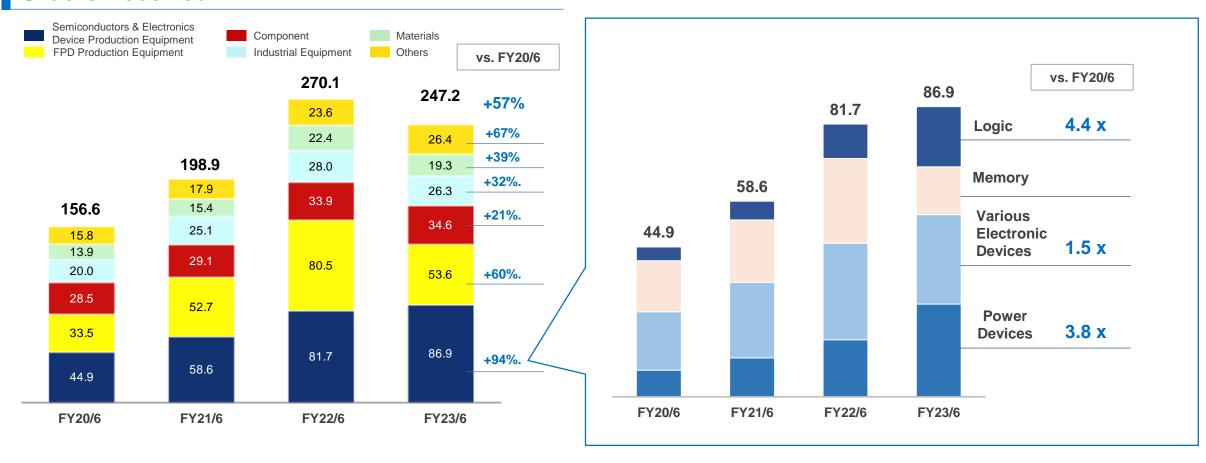


#### **Orders Received**



- Sales of Semiconductor and Electronics were driven by Power devices, various Electronic devices and Logic, etc., while Components and others also steadily increased, despite a YoY decline in FPDs due to a reactionary decline in LCD investments for IT panels and a decrease in materials for FPDs.
- Orders received in FY23/6 were ¥247.2 billion, 1.6 times from FY20/6.

#### Orders Received (Unit:\(\frac{1}{2}\)1 billion)



## **Review of the Previous Mid-Term Management Plan (1)**



## **Basic Policy**

Development Investment for Growth (Selection and Concentration)

**Profit-Oriented Management Through a Change in Structure** 

Priority Strategies	Outcome and progress evaluation
Strengthening the Growing Business Strengthening Research and Development	<ul> <li>Semiconductors: Growth through entry into new customers and new processes in addition to MHM process</li> <li>Electronics: Power and optical-devices, etc., grew strongly in Japan and China.</li> <li>FPDs: Start of mass production for EV battery equipment</li> </ul>
Enhancing Manufacturing Capabilities	Profit margin improved steadily through FY22/6 1H, but the effect was reduced by longer delivery times for parts and materials, and the profit margin target was not achieved.
Enhancing Group Management Efficiency	Integration of domestic manufacturing subsidiaries, integration of overseas subsidiaries, etc.
Strengthening of Management Basis	<ul> <li>Introduction of new personnel system</li> <li>Various systems in place to improve productivity</li> <li>Expansion of financial base</li> </ul>

## **Review of the Previous Mid-Term Management Plan (2)**



		Net Sales	Initial Target	Actual	Evaluation		Contents, Factors, etc.			
	Strengthing the	FY20/6 Actual				vs. FY20/6				
	<ul><li>Growing Businesses</li><li>Semiconductors</li></ul>	¥19.6 billion	¥32 billion	¥33.1 billion	0	+69%	Growth in Logic MHM for legacy node in new transactions			
	• Electronics	¥25.6 billion	¥41 billion	¥44.6 billion		+74%	Favorable investment in power devices, etc.			
	• FPDs	¥62.1 billion	¥48 billion	¥52.8 billion	0	-15%	<ul> <li>LCD investment continued and battery investment started</li> </ul>			
	Stable Business Basis									
	<ul> <li>Components</li> </ul>	¥29.1 billion	¥31 billion	¥32.4 billion		+11%	Favorable investment in EV/Li batteries, etc.			
	<ul> <li>Materials</li> </ul>	¥13.5 billion	¥16 billion	¥19.7 billion	0	+46%	Growth in Semiconductors and Electronics			
	Customer Support	CS as a nercent	age of net sales	28%	Δ		<ul> <li>Temporary decrease in utilization rate of FPDs- related equipment</li> </ul>			
	Strengthing of Manage	ment <sub>vs</sub>	. FY20/6 Net sales							
	<ul><li>Basis</li><li>ULVAC CRYOGENI</li></ul>	CS	1.3 x	1.0 x	$\triangle$		<ul> <li>Decrease in investment in OLEDs for smartphones</li> </ul>			
	ULVAC COATING		1.7 x	1.1 x	Δ		Delay in expanding sales to the     Semiconductors field			
	• ULVAC-PHI		1.2 x	1.6 x	0		<ul> <li>New products well received and Chinese market growth</li> </ul>			

#### **Profit Margin Improvement Results**



- Profit margins steadily improved through FY22/6 H1, although the profit margin target was not achieved due to reduced effects from longer delivery times of parts and materials etc., However, the average profit margin over the 3-year period of the Mid-Term Management Plan improved from 26.1% until FY17/6 to 28.7% until FY20/6, and to 29.8% until FY23/6 realizing steady improvement.
- Gradually shifting to planned production system mainly for semiconductors and power devices



#### **Profit margin improvement efforts**

#### **Technical Design Reform**

Improve the completeness of technical drawings Design Value Engineering enhancement



Specialization of production sites Improving manufacturing productivity

#### Integ Glob

#### **Procurement Reform**

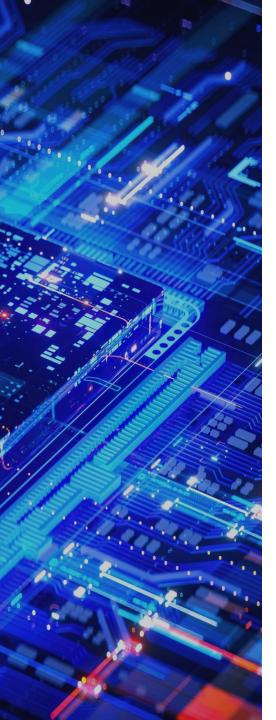
Integrated Purchasing System Global Supply Chain

## **Strengthening the Information System Basis**

Business Process Standardization Improvement of productivity and business management

#### **Impact of Longer Delivery Times for Parts**

- Decreased productivity due to process rearrangement, double workload, longer lead time, etc.
- 2) Volume discounts due to modularization and commonization of parts, etc., were not favorable due to prioritization of delivery date negotiations.
- 3) Time lag in price pass-through of parts price hikes
- ⇒ Decrease in profit margin improvement due to strengthening manufacturing capabilities
- \*There is also a time lag (sales decline) in sales contribution.



# **New Mid-Term Management Plan**



## **Basic Corporate Philosophy**

The ULVAC Group aims to contribute to the development of industry and science by comprehensively utilizing its vacuum and peripheral technologies through the mutual cooperation and collaboration of the Group companies.

#### Our Goal for 2050

A company that utilizes vacuum technology to create value for the world with its partners and continues to contribute to the future of people and the planet

**Economic growth and social abundance>** Use the latest technological development to contribute to the realization of a safe, secure, affluent and convenient society

<Human happiness> Contribute to the creation of a society in which all people can lead happy lives.

<Environment> Contribute to creation of an environmentally friendly and sustainable society

#### Vision 2032

Continue to be a "Field of Potentiality" for the Future

#### **Materiality**

- Promotion of creation and co-creation with vacuum technology as the core
- Development of diverse human resources and promotion of their advancement; cultivation resilient organizations
- Respect for human rights and responsible conduct in the value chain
- Contribution to a sustainable global environment



#### Previous Mid-Term Management Plan

- Development investment ⇒ Sales exceeded the initial plan due to the growth of Semiconductor and Electronics
- Orders received were ¥247.2 billion (1.6 times from FY20/6), almost achieving the sales plan of ¥250 billion (subsequently revised downward), which was revised upward at the beginning of FY22/6 ⇒ Business expansion in response to the market was realized.
- On the other hand, two issues remained: (1) sales progress was low relative to orders received due to the impact of longer delivery times for parts and materials, and (2) the profit margin target was not achieved due to lower results in improving the profit margin by strengthening manufacturing capabilities.

#### **New Mid-Term Management Plan -**

- Semiconductor and Electronics + Battery market growing mid- to long-term = Growth opportunities
- Steady improvement in growth strategy and market competitiveness
- Promoting profit margin improvement and establishment of ¥300 billion production system by enhancing productivity through strengthening manufacturing capabilities (currently promoting a gradual shift to planned production)



## < Basic Policy >

Creating Social Value through Vacuum Technology

**Enhancing Profit and Capital Efficiency Oriented Management** 

## **Priority Strategies**

## Strengthening Product Competitiveness in Growth Businesses

# **Strengthening Management Base**

**Improving Global** 

**Productivity** 

#### **Point**

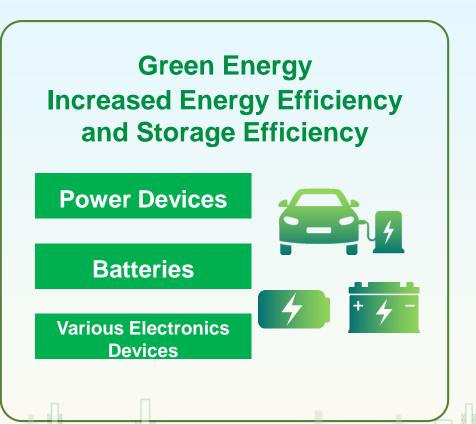
- Promoting innovation through co-creation
- Expansion Semiconductor and Electronics equipment business
- > Strengthen customer service business
- Strengthening manufacturing capabilities
- Promoting digitization
- Strengthen ESG management
- Strengthening financial basis and CF management
- Promoting human resource management

#### Semiconductor and Electronics, Battery markets to grow in the Mid- to Long-Term



- "Smart Society, Digitalization, Metaverse" x "Al" x "Green Energy"
  Semiconductors and Electronics, Batteries: "Technological Innovation" x "Investment in Production Increasement"
- Establishment of Regional Supply Chain (Government Support)



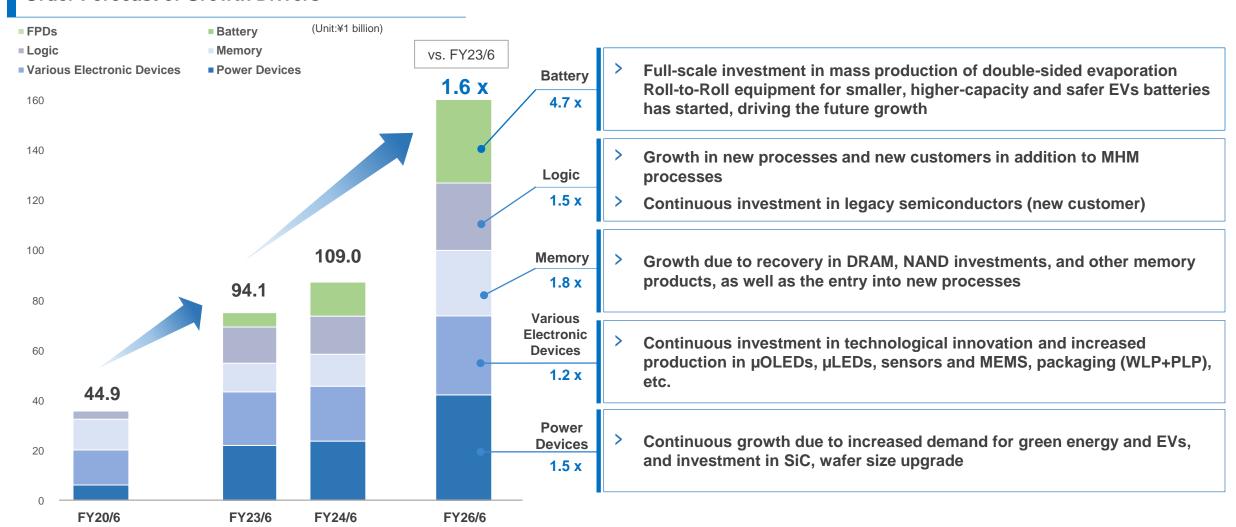


Building regional supply chain Attracting Factories with Government Support

#### Growth Drivers (Power, Various Electronics Devices, Semiconductors and Batteries)



#### **Order Forecast of Growth Drivers**



## **New Mid-Term Management Plan Numerical Targets (1)**

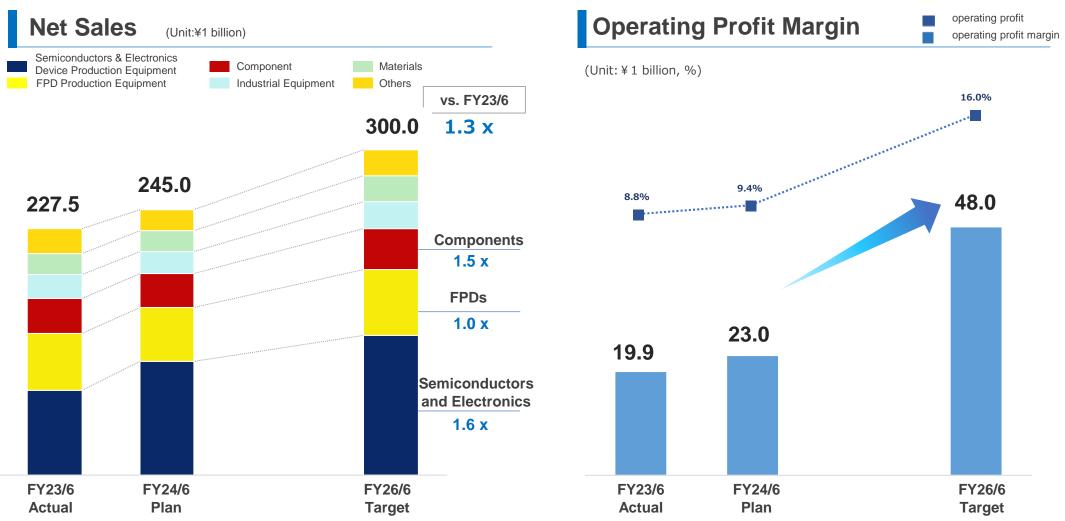


	FY23/6		FY26/6 Target				
	Actual						
				vs. FY23/6			
Net Sales	¥227.5 billion		¥300.0 billion	+ ¥72.5 billion (+32%)			
Gross Profit Margin	29.5%		35%	+5.5pt			
Operating Profit(Margin)	¥19.9 billion (8.8%)		¥48.0 billion (16%)	+ ¥28.1 billion (+7.2pt)			
ROE	7.3%		14%	+6.7pt			
Operating CF (Cumulative total for 3 years)	¥60.5 billion		¥63.0 billion	+ ¥2.5 billion (+4%)			

## **New Mid-Term Management Plan Target (2)**



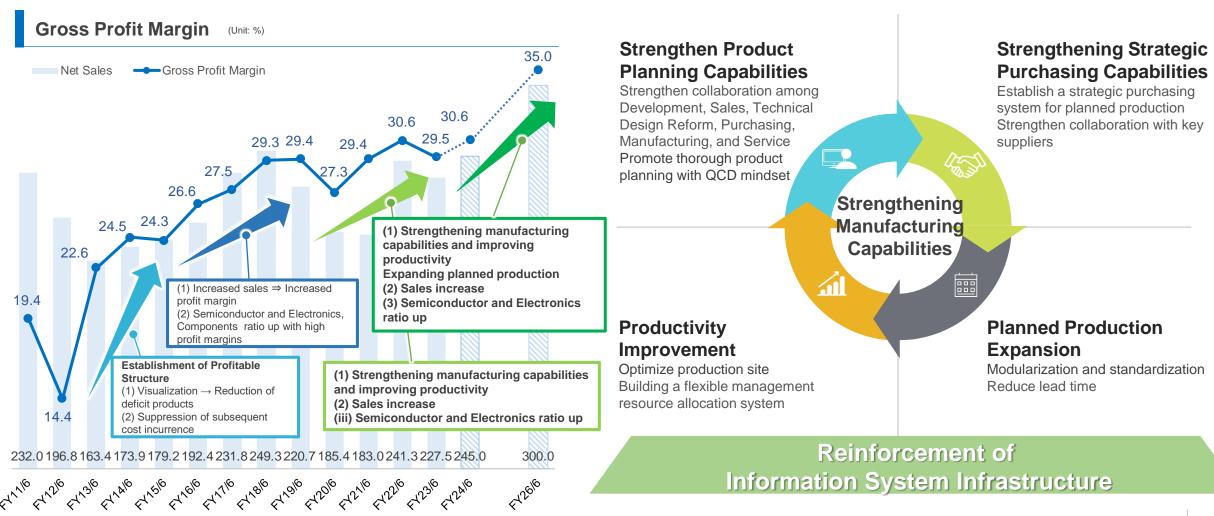
- Net sales and operating profit both expected to recover from the second half of FY24/6.
- Further improvement in net sales and operating profit in FY25/6, aiming for net sales of ¥300 billion and operating profit of ¥48 billion in FY26/6.



#### 7

## Improved productivity and profit margins by strengthening manufacturing capabilities ULVAC

- Promote improvement in profit margin by strengthening product planning capabilities, deepening technical design reforms, and improving productivity through strategic procurement reforms and planned production expansion.
- Expand planned production system for Semiconductors, power devices, batteries, etc.
  - Aim to improve profit margin, including the effect of increased sales





- Semiconductors capex in adjustment phase in the short term, but investment expected to expand in mid- to longterm
- Logic: MHM process, new customers, new process entry; Memory: Market recovery, growth from new process entry

#### **Order Forecast Semiconductors Capital Investment Forecast** ■ Logic ■ NAND ■ DRAM ■ Others ■ Logic ■ Nonvolatile Memory ■ DRAM (Unit: bn US\$) (Unit:¥1 billion) vs. CY22/12 vs. FY23/6 60 1.1 x 1.6 x 100 50 DRAM 2.4 x 80 40 35.0 32.3 Nonvolatile Memory 60 30 1.4 x 40 20 Logic 1.5 x 20 10 CY22/12 CY23/12 CY24/12 CY25/12 FY23/6 FY24/6 FY26/6

#### Memory

- Current investment weak but investment expected to recover from CY24
- Growth through entry into new processes in addition to market recovery,

#### Logic

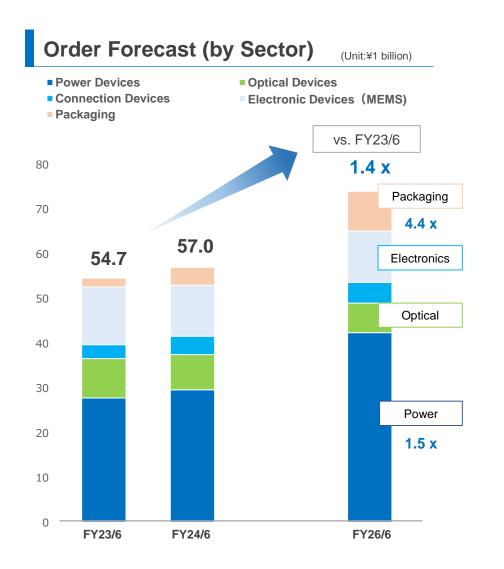
- Steady growth in MHM process and other advanced Logic investments
- New customers: Continuous investment in production expansion in the legacy field Start of new customer business in the advanced Logic field
- New process: MHM process highly evaluated, second vendor expected
- > Increased investment to build regional supply chains in the U.S. and other countries

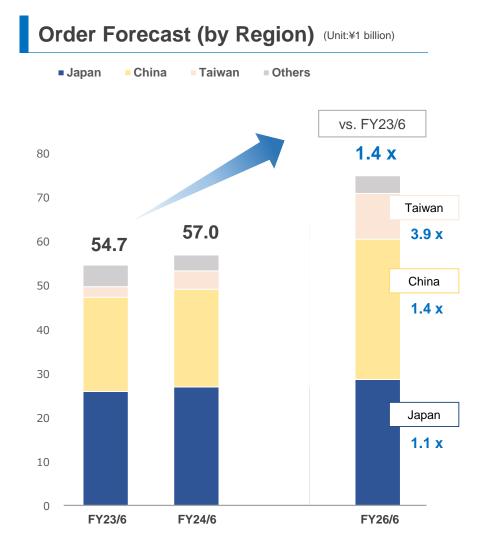
Source: Our projections based on SEMI, etc.

#### Electronics: Power devices, growth mainly in Japan and China



 Various Electronics devices such as Power Devices and Packaging will continue to grow mainly in Japan and China due to investment in technological innovation and production increasement.

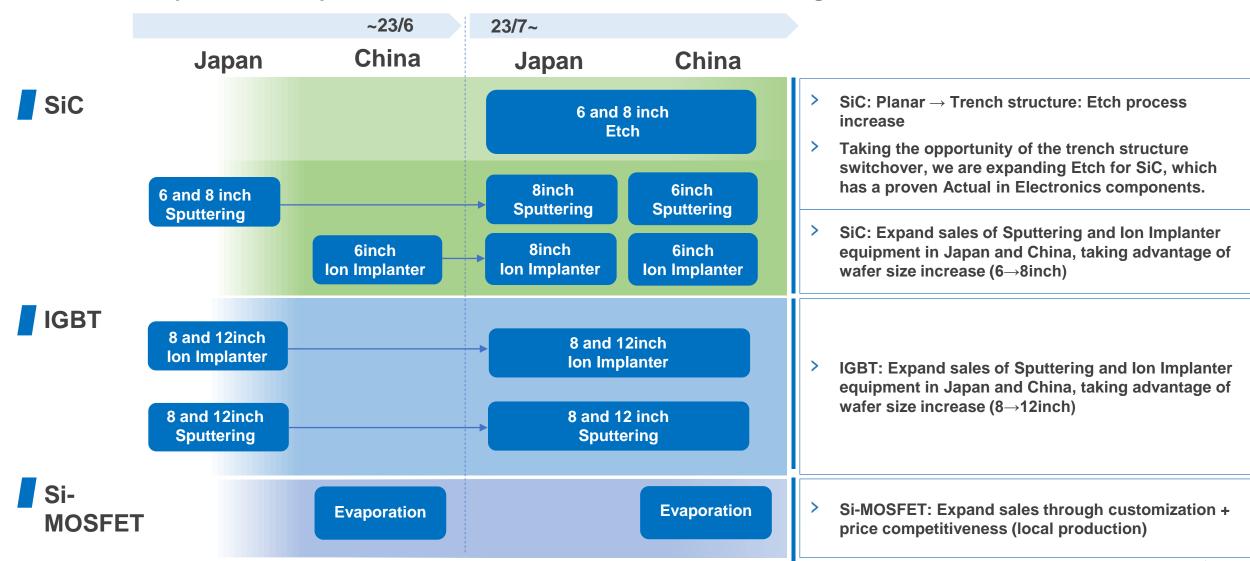




#### Electronics: Power Devices: Increased investment due to SiC and wafer size increase ULVAC



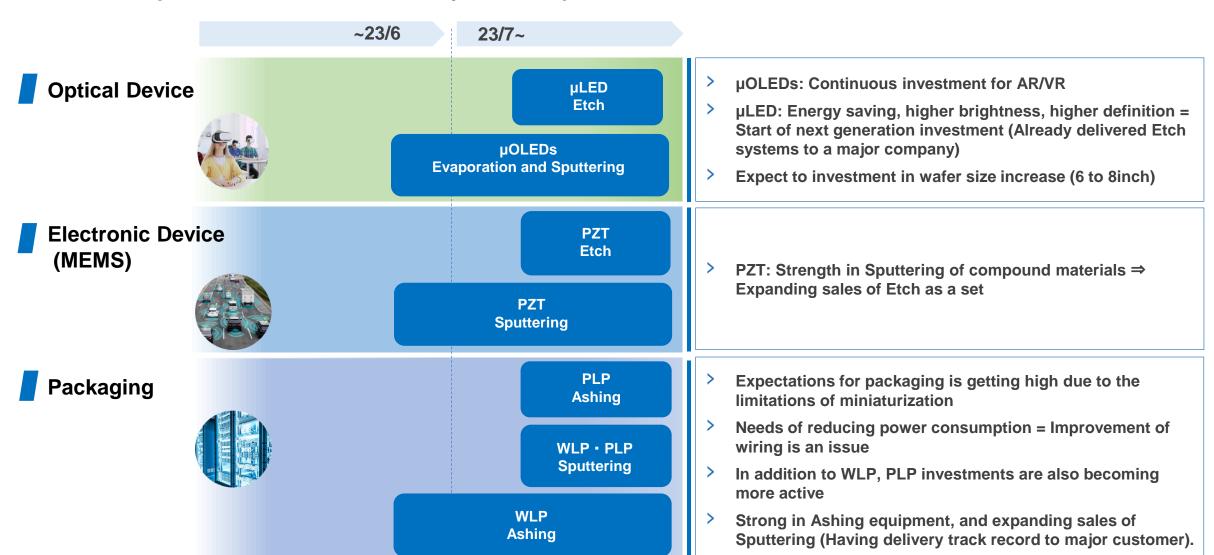
- Investment in power devices continues to expand, mainly for SiC
- Business expansion in response to wafer size increase and structural changes



#### **Electronics: Various Electronic Device Fields**

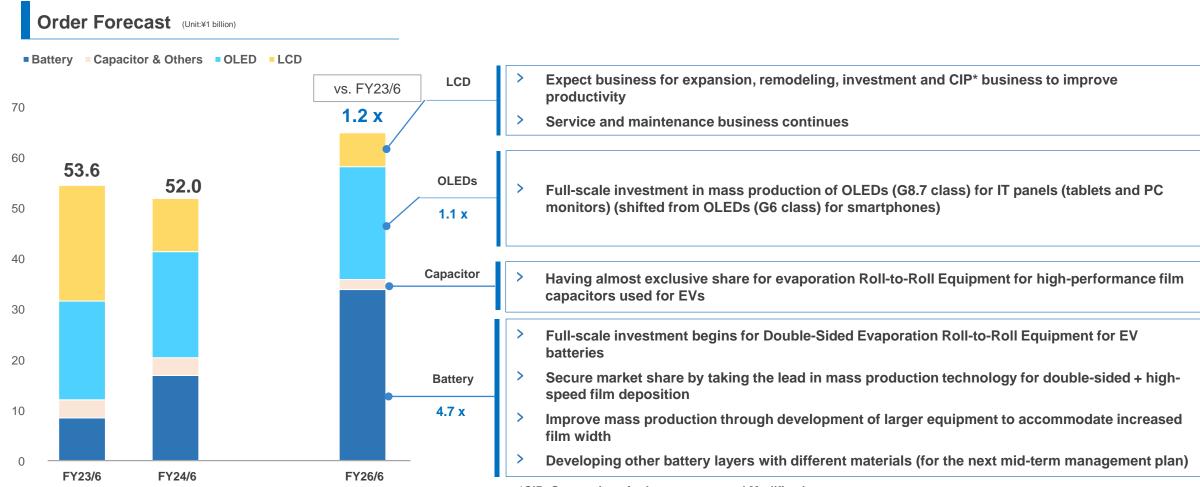


Track record in variety of fields and broad lineup of equipment → Growth through investment in technological innovation, production increase and entry into new processes





- Full-scale investment in double-sided Evaporation Roll-to-Roll Equipment for EV batteries begins ⇒ FY26/6: Orders expected to exceed ¥30 billion
- Also began investing in sputtering equipment for large size substrate OLEDs for IT panels



\*CIP: Suggestions for Improvement and Modification

Anode current collector (ACC)

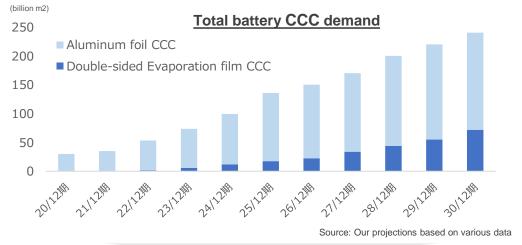
Cathode current collector (CCC

Anode

#### **Battery Business**

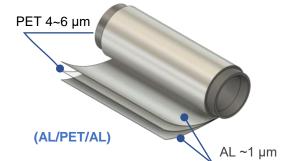


- Full-scale investment to replace conventional metal foil with Double-sided Evaporation film to realize smaller, larger-capacity, and safer EVs batteries
- Secure market share in Double-sided Evaporation Roll-to-Roll Equipment: Further differentiation through development of new equipment for improved mass production and deployment of other materials



Aluminum foil → Double sided
evaporation(Al/PET/Al)
⇒Realization of smaller size, larger capacity,
lighter weight, and improvement safety

PET 4~6 µm

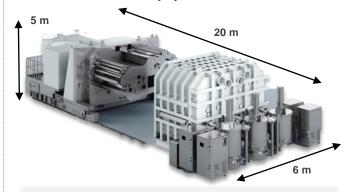


Cathode current collector (CCC)

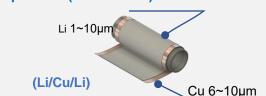
#### **ULVAC's Strengths**

- High-speed, long-length deposition with thermal damage suppression
- 2 Improved mass production through wider film widths

## Double-sided Evaporation Roll-to-Roll Equipment



Under development: anode
Graphite + silicon coating film → Lithium
Evaporation (from FY28/6)



- Evaporation Roll-to-Roll Equipment for EV film capacitors: Over 90% market share for high-speed single-sided deposition on thin film
- Evaporation Roll-to-Roll Equipment for EV batteries: One time deposition on both sides realizing required thickness (competitor: multiple depositions necessary)
- High-quality double-sided evaporation films are realized by heat removal technology, etc.
- Secure market share by (1) developing equipment for wider film = improving production efficiency(FY25/6~), and (2) developing other EV battery layers using different materials, etc.,

## Panel display business

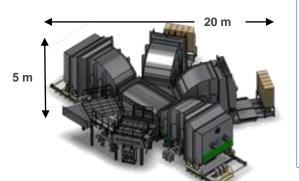


- Secure market share for OLEDs (G8.7 class) sputtering equipment for IT panels by utilizing low-particle deposition technology
- Data analysis service reduces man-hours and improves yield for customers → Expand customer support business

#### ULVAC's Strengths \_\_\_\_\_

Low-particle deposition for high-definition and large size substrates

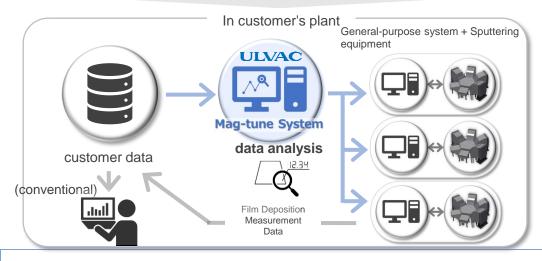
# Vertical Sputtering System (G10.5) Multi Chamber Sputtering System (G6) for OLED ULVAC 90% market share Key Strengths: Usage of large cathodes Key Strengths: Low Particle



- → Higher definition OLEDs→ Lower particle required
- Secure No.1 share of Sputtering Equipment for OLED (G8.7) for IT panels with large size and low particle technology

#### ULVAC's Strengths \_\_\_\_\_

2 Largest number of Sputtering systems installed



- When the film quality changes during Sputtering operation (deposition on substrate)
  - Conventional: Film quality adjustment by individual skills New proposal: Automatic data analysis with ULVAC's know-how (Mag-tune)
  - →Automatic process tuning to maintain film uniformity (proven track record of adoption)
  - ⇒Expand CIP\* business for man-hour reduction and yield improvement

Large panel transport know-how

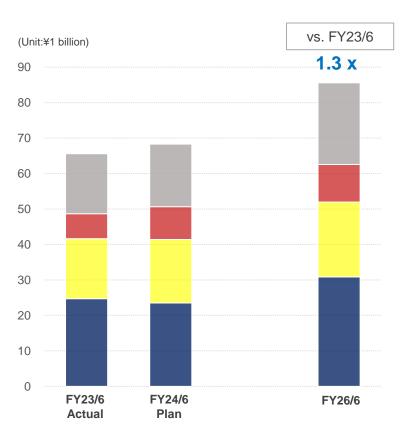
## **Customer Support (Stable Business Basis)**



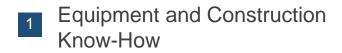
 Grow customer support business by expanding existing business, strengthening support for strategic regions, and reinforcing development proposal-based CIP\*.

#### Breakdown of CS orders (Reference)





#### **ULVAC's Strengths**



Large Number of Equipment Deliveries

Expansion of Existing Business

Delivery record for Semiconductor and Electronics, FPD equipment: approx. more than 7,000 units

- → Continue to support equipment already delivered + Expand business by increasing the number of equipment deliveries
- Strengthening support for strategic areas
  Strengthening support for the Chinese market, where the number of equipment deliveries are increasing rapidly
  Strengthening support by expanding U.S. Business
- Strengthening Development Proposal-Based CIP Expanding Comprehensive engineering services, including incidental equipment, by leveraging our strength in construction know-how

\*CIP: Continuous Improvement Process

## **Components and Materials (Stable Business Basis)**



• Components and materials business, also grew as a stable business basis

## Components

#### **ULVAC's Strengths**

- Equipment Know-How → Improvement of specifications for pumps, measuring equipment, and power supplies
- 2 East Asia Service Network

#### Order Forecast (Unit:¥1 billion) Measuring equipment Power Supply Cryopumps Others vs. FY23/6 **Growth Driver** 1.4 x 50 34.6 **Medium and Small Pumps and** Leak Detectors for EV/Li **Batteries** 30 Cryopumps for FPD and Semiconductor 20 10 \*Leak test equipment: Change from General industries to Components in FY24/6 (1.2x if leak test equipment is added in FY23/6) FY23/6 FY26/6

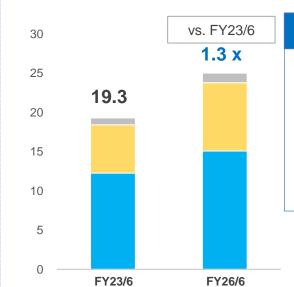
## Materials

#### **ULVAC's Strengths**

- High quality sintered targets for advanced Semiconductors (W and WSi)
- High market share in metal and IGZO targets for FPD

#### Order Forecast (Unit:¥1 billion)





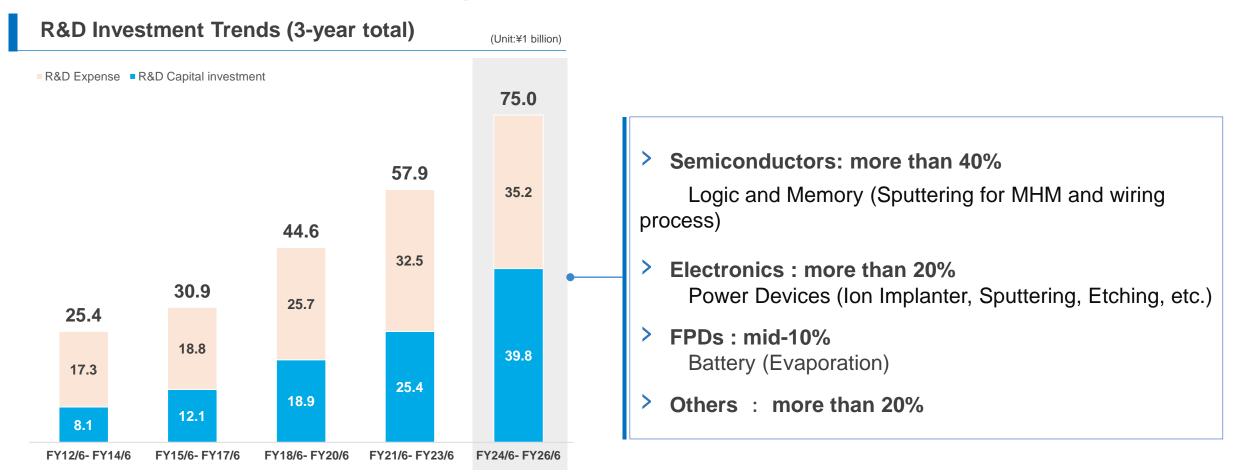
#### **Growth Driver**

- Market growth and share gain in advanced semiconductor
- Power Device market growth
- Recovery of FPD customer utilization rate

## **R&D Investment: Strengthening R&D for Growth Drivers**



- Strengthening R&D for growth drivers (Semiconductors, power devices, batteries, etc.)
- Construction of Korea Technology Center: Strengthening collaboration and technical support, accelerating product and technology development close to the customer
  - ⇒ Continuous R&D investment for further growth

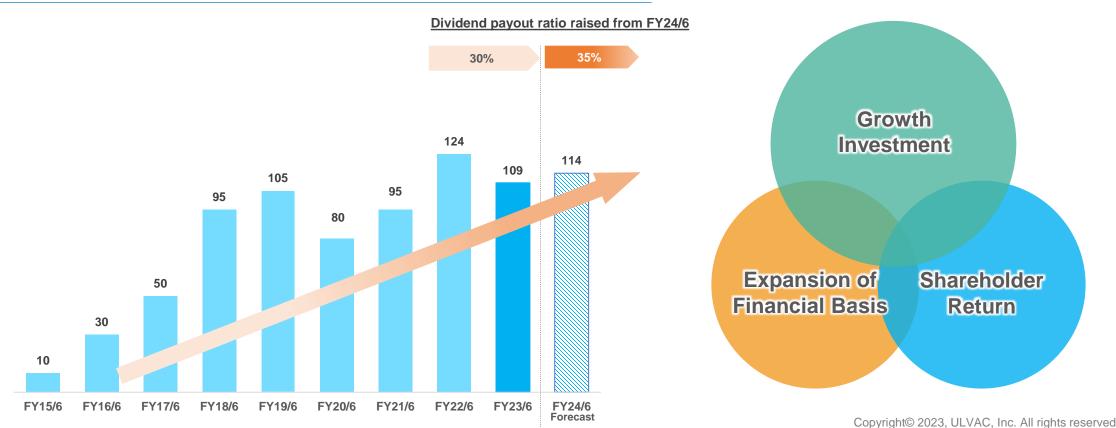


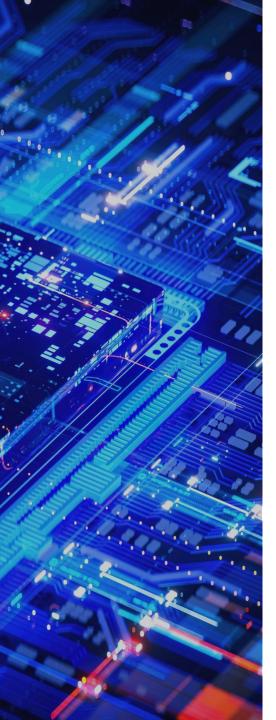
#### **Shareholder Return**



- Accelerate development investment in growth areas, particularly Semiconductor and Electronics
- Positioning shareholder returns as one of our most important policies, we aim to increase dividends over the long term through further growth.
- From FY24/6, increase performance-linked dividend payout ratio from 30% to 35% from the viewpoint of long-term dividend increase.
- In an industry that is subject to rapid changes and technological innovation, we are expanding our financial base to meet these risks and capital needs.

Dividend per Share (Unit: Yen)



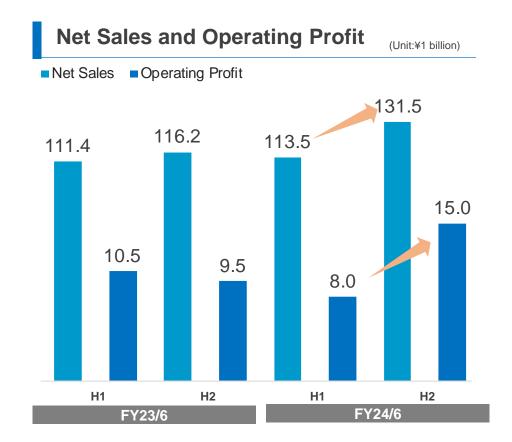


FY2024/6 Consolidated Earnings Forecast



- Orders: Plan to increase to ¥250 billion by continuous growth in Semiconductor and Electronics
- Sales: Plan to increase sales ¥245 billion due to planned production expansion of Semiconductor and Electronics, etc.
- Operating Profit Margin: Plan to improve to 9.4% (+0.6 pt. YoY)

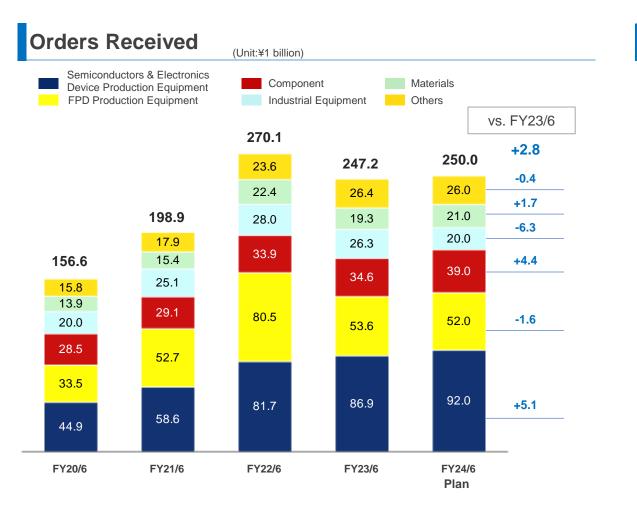
	FY23/6	FY24/6					
(Unit:¥1 billion)	Actual	H1	H2	Full Year	YoY		
Orders Received	247.2	131.0	119.0	250.0	+2.8	+1%	
Net Sales	227.5	113.5	131.5	245.0	+17.5	+8%	
Operating Profit	19.9	8.0	15.0	23.0	+3.1	+15%	
Operating Profit Margin	8.8%	7.0%	11.4%	9.4%	+0.6pt	-	
Profit attributable to owners of parent	14.2	5.5	10.5	16.0	+1.8	+13%	
To net sales ratio	6.2%	4.9%	8.0%	6.5%	+0.3pt	-	



#### **Orders and Sales Plan**



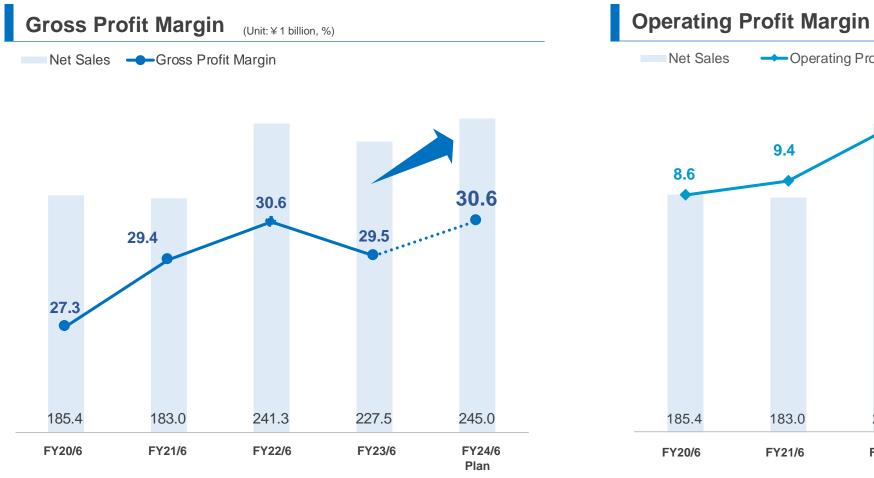
- Orders: Plan to increase to ¥250 billion due to continuous growth in Semiconductor and Electronics
- Sales: Plan to increase to ¥245 billion due to planned production expansion of Semiconductor and Electronics, etc.

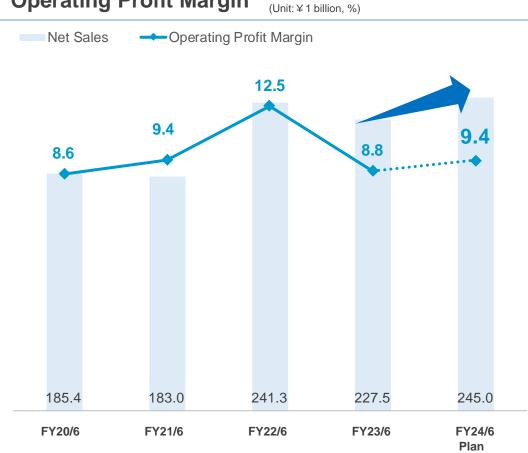






Improvement effects will be gradual due to the lingering effects of longer delivery times of parts and materials for projects already ordered, but we plan to increase gross profit margin and operating profit margin by strengthening manufacturing capabilities, improving productivity, and increasing sales.







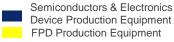
# **Appendix**

## **Revised Sales Target**

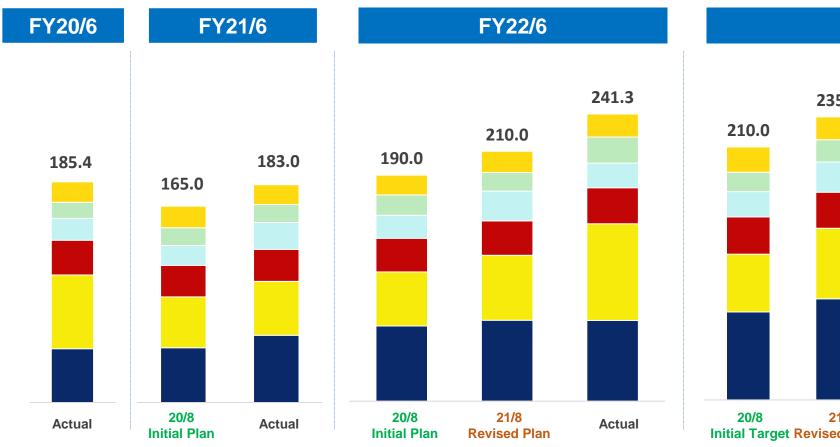


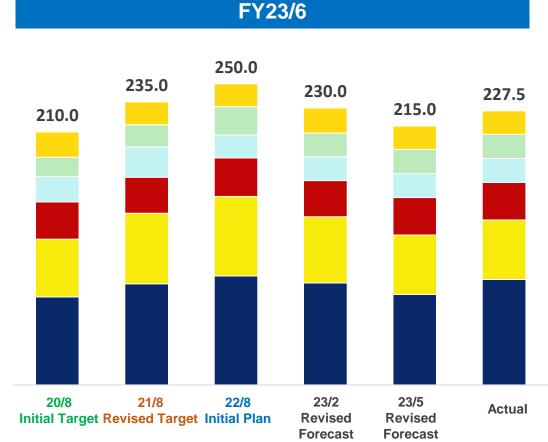
**Net Sales** 

(Unit:¥1 billion)









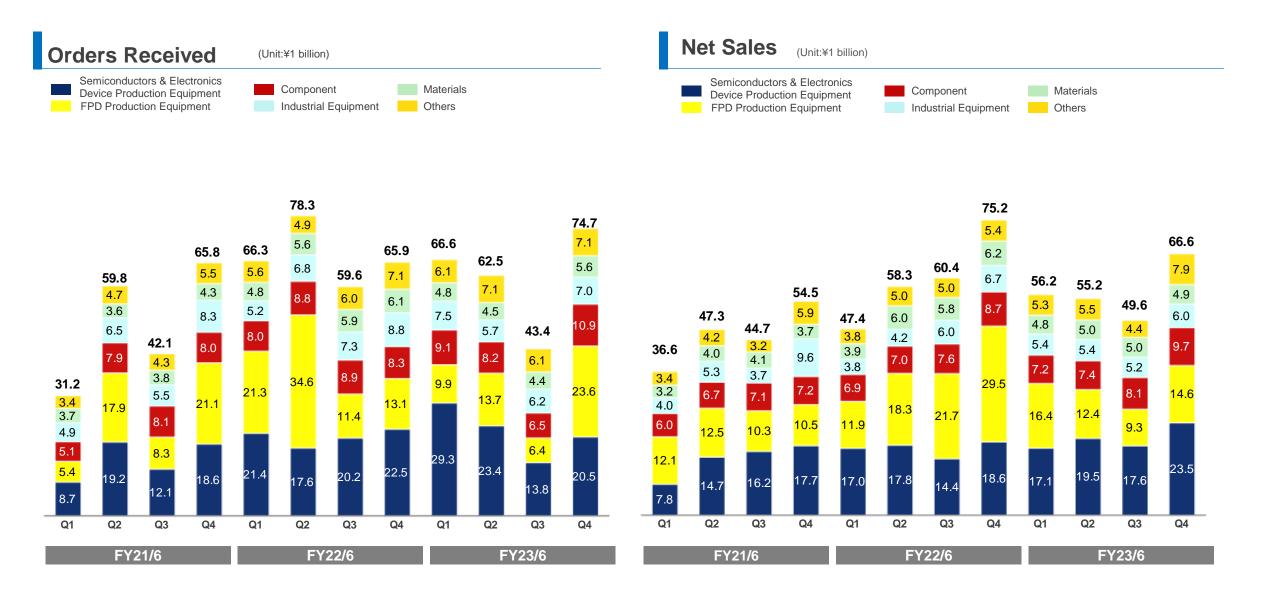
## **Quarterly Consolidated Financial Results**



	FY 22/6				FY 23/6					
(Unit:¥1 billion)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Yo Amount	γ %
Orders Received	66.3	78.3	59.6	65.9	66.6	62.5	43.4	74.7	+8.8	+13%
Net Sales	47.4	58.3	60.4	75.2	56.2	55.2	49.6	66.6	-8.6	-11%
Gross Profit	13.2	18.9	18.6	23.0	16.5	16.8	14.7	19.1	-3.9	-17%
Gross Profit Margin	27.9%	32.4%	30.8%	30.6%	29.3%	30.5%	29.7%	28.7%	-1.9pt	-
SG&A	9.7	11.0	10.5	12.5	11.3	11.5	12.5	11.9	-0.5	-4%
Operating Profit	3.6	7.8	8.1	10.5	5.1	5.3	2.3	7.2	-3.3	-32%
Operating Profit Margin	7.5%	13.5%	13.5%	14.0%	9.1%	9.7%	4.6%	10.8%	-3.2pt	-
Profit attributable to owners of parent	2.2	5.9	5.6	6.4	4.1	5.3	2.4	2.4	-4.0	-62%
To net sales ratio	4.7%	10.1%	9.3%	8.6%	7.2%	9.6%	4.9%	3.6%	-4.9pt	-

## Orders Received and Sales by Product Category (Quarterly Results)





## **Changes in Capital Investment and R&D Expenses**



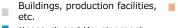
#### **Capital Expenditure**

(Unit:¥1 billion)

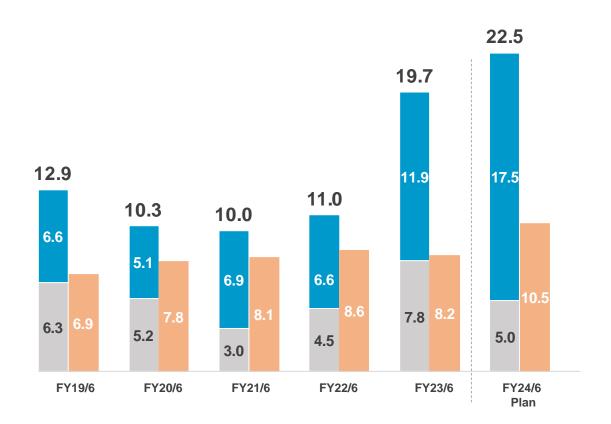
Depreciation and amortization

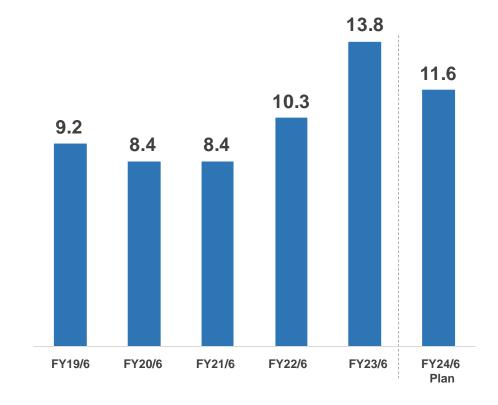
**R&D Expenses** 

(Unit:¥1 billion)



 Research and Development Facilities





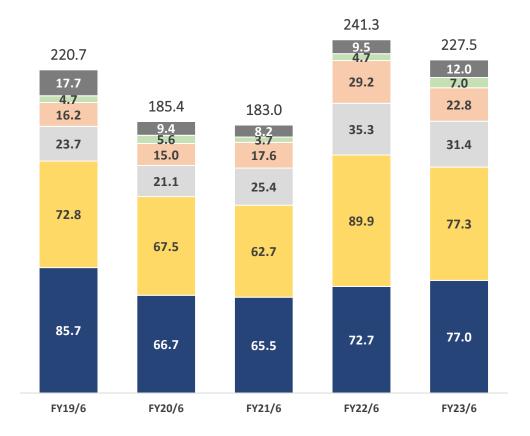
## Sales by Region (Actual)



#### **Net Sales**

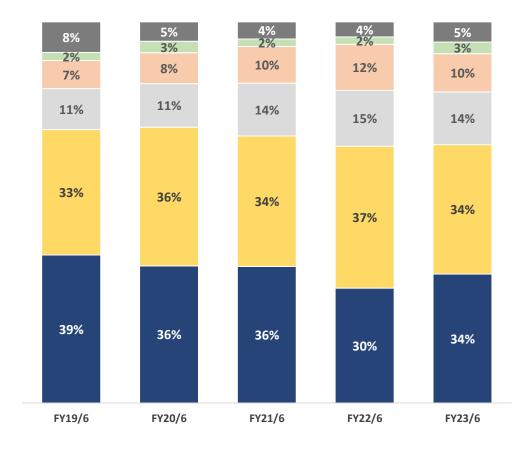
(Unit:¥1 billion)

■ Japan ■ China ■ Korea ■ Taiwan ■ Other Asia ■ Europe, others



## **Percentage of Net Sales**

■ Japan ■ China ■ Korea ■ Taiwan ■ Other Asia ■ Europe, others



## ULVAC's Value Creation "Here & There, Near your side": Expanding Investment Opportunities in the Mid- to Long-Term







## **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

Vacuum Thin Film Processing Technology

Wafer Glass

Plastic

Sputtering Vacuum Evaporation

CVD

**Etching/ Ashing** 

Ion Implanter

Components

**Materials** 

**Customer Support** 

