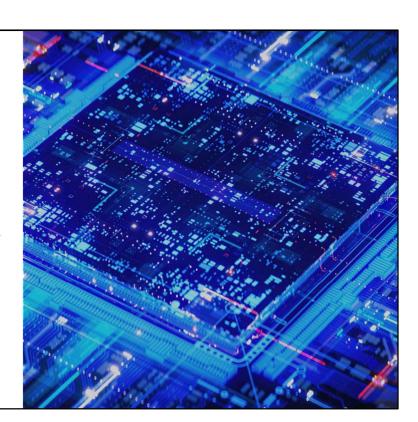
ULVAC

ULVAC, Inc.

FY2024/6 Business Results

(July 2023 - Jun 2024)

Aug.13, 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.

Product Category Change

The name of "FPD production equipment" has been changed to "Display and Energy-Related Production Equipment".

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 FY24/6

- Orders received, Net sales, and each profit item significantly exceeded YoY and the plan.
- Net sales: ¥261.1 billion, Gross profit margin: 30.9% ⇒ Highest level since listing
- FY24/6 dividend of ¥144 (+¥30 vs. previous forecast) ⇒ Record high

Forecast of Consolidated Financial Results for FY25/6

- Orders received: ¥270 billion, Net sales: ¥275 billion, Operating Profit: ¥34.5 billion
- Gross profit margin plan: 32.4%, Operating profit margin plan: 12.5%

Mid-Term Management Plan

- FY26/6 target: Net sales of ¥300 billion, Gross profit margin of 35%, and Operating profit (profit margin) of ¥48 billion (16%) remain unchanged.
- Continue to improve productivity and profit margins by strengthening manufacturing capabilities
- Continue R&D investment for growth

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There are three key points in the summary.

First, consolidated results for FY24/6 were favorable, Orders received, Net sales, and each profit item significantly exceeded both YoY and the plan.

In particular, Net sales of ¥261.1 billion and Gross profit margin of 30.9% recorded the highest level since the company went public.

We also plan to pay a dividend of ¥144, ¥30 more than the previous forecast, which will be a record high.

Second, the consolidated earnings forecast for FY25/6,

Orders received: ¥270 billion, Net sales: ¥275 billion, Operating Profit: ¥34.5 billion,

Gross profit margin and Operating profit margin are planned to be 32.4% and 12.5%, respectively.

Third, for the final year of the mid-term management plan, there is no change in the targets for FY26/6, which are Net sales of ¥300 billion, Gross profit margin of 35%, Operating profit of ¥48 billion, and Operating profit Margin of 16%.

We will continue to improve productivity and profit margins by strengthening manufacturing capabilities, and also continue to invest in R&D to achieve further growth.



FY24/6 Business Results

Business Results for FY24/6



- Orders received, Net sales, and each profit item significantly exceeded both the previous year and the plan.
- Net sales: ¥261.1 billion, Gross profit margin: 30.9% ⇒ Highest level since listing
- FY24/6 dividend of ¥144 (+¥30 vs. previous forecast) ⇒ Record high

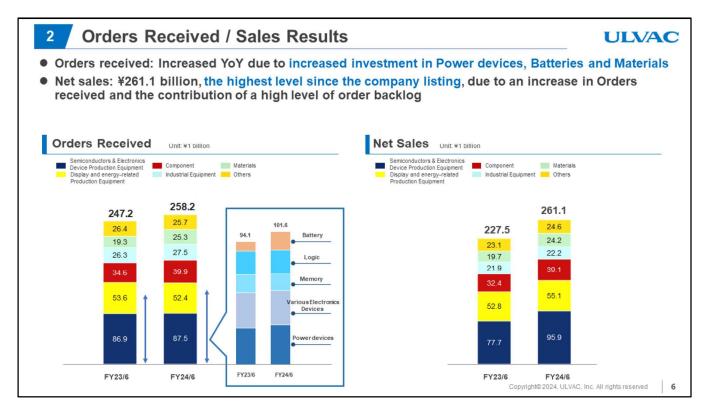
	FY23/6	FY24/6						
Unit ¥1 billion	Actual	Plan	Actual -	Yo	-	Vs.Plan		
One vi omon		, , , , , ,		Am ount	%	Am ount	%	
Orders Received	247.2	250.0	258.2	+11.0	+4%	+8.2	+3%	
Net Sales	227.5	245.0	261.1	+33.6	+15%	+16.1	+7%	
Gross Profit	67.2	-	80.7	+13.5	+20%	-	-	
Gross Profit Margin	29.5%	-	30.9%	+1.4pt	-	-	-	
SG&A	47.2	-	50.9	+3.7	+8%	-	-	
Operating Profit	19.9	23.0	29.8	+9.8	+49%	+6.8	+29%	
Operating Profit Margin	8.8%	9.4%	11.4%	+2.6pt	-	+2.0pt	-	
Profit attributable to owners of parent	14.2	16.0	20.2	+6.1	+43%	+4.2	+26%	
To net sales ratio	6.2%	6.5%	7.7%	+1.5pt	-	+1.2pt	-	
Dividend per share(Yen)	109		144	+35				

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Orders received for FY24/6 totaled ¥258.2 billion, an increase of ¥11 billion YoY, Net sales increased by ¥33.6 billion to ¥261.1 billion, Operating profit increased by ¥9.8 billion to ¥29.8 billion, Both of these figures were significantly higher than FY23/6 and the plan.

Net sales and Gross profit margin, in particular, reached the highest level since the company's listing.

We also plan to increase the dividend per share by ¥35, from ¥109 in FY23/6 to ¥144, a record high.

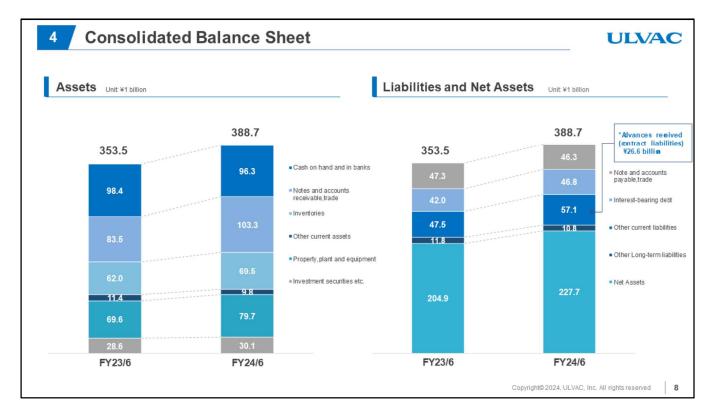


The left graph shows Orders received, which increased by ¥11 billion YoY to ¥258.2 billion due to increased investment in Power devices and Batteries, etc., in addition to increased investment in Materials, etc.

Net sales on the right reached ¥261.1 billion, the highest level since the company was listed on the stock exchange, due to the increase in Orders received and the contribution to Net sales of the order backlog of ¥141 billion at the beginning of FY24/6.



Gross profit margin on the left was 30.9%, the highest level since the company's listing, due to increased Net sales and an improved mix. The Operating profit margin in the middle also improved significantly to 11.4%, driven by an improved Gross profit margin and, as shown in the graph on the right, a lower SG&A expenses ratio.



On the consolidated balance sheet, assets such as accounts receivable and inventories increased due to the increase in Net sales.



Review of Mid-Term Management Plan and FY25/6 Consolidated Earnings Forecast

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1 Progress of Mid-Term Management Plan



 Mid-term management plan targets (FY26/6): Net sales of ¥300 billion and Operating profit margin of ¥48 billion (16%) remain unchanged.

Basic Policy

- Creating Social Value Through Vacuum Technology
- Enhancing Profit and Capital Efficiency Oriented Management

Priority Strategies

- 1. Strengthening Product Competitiveness in Growth Businesses
- 2. Improving Global Productivity
- 3. Strengthening Management Base

	FY23/6 Actual	FY24/6 Actual	FY25/6 Plan	FY26/6 Target		
Net Sales	¥227.5 billion	¥261.1 billion	¥275.0 billion	¥300.0 billion		
Gross Profit Margin	29.5%	30.9%	32.4%	35%		
Operating Profit Margin(%)	¥19.9 billion (8.8%)	¥29.8 billion (11.4%)	¥34.5 billion (12.5%)	¥48.0 billion (16%)		
ROE	7.3%	9.7%	10.1%	14%		

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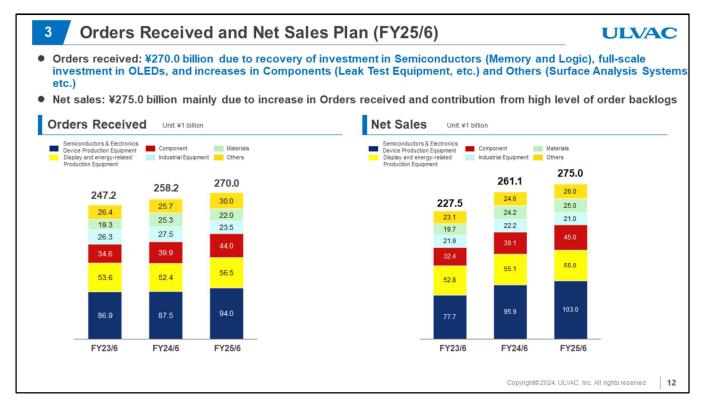
In FY24/6, the first year of the mid-term management plan, both Net sales and Operating profit exceeded the initial plan. We will continue to steadily increase sales and profits in FY25/6, and focus on achieving our goals for the final year FY26/6, which include Net sales of ¥300 billion, Operating profit of ¥48 billion, Operating profit margin of 16%, and ROE of 14%.

Forecast for FY25/6 ULVAC Orders received: ¥270.0 billion (+5% YoY) due to recovery of investment in Semiconductors (Memory and Logic) and full-scale investment in OLEDs. Net sales: ¥ 275.0 billion (+5% YoY), mainly due to increased Orders received and contribution from high level of backlog Operating profit margin: 12.5% (+1.1 pt YoY) Expect to increase both sales and income in 1H and 2H FY25/6 YoY. FY24/6 FY25/6 Plan **Net Sales and Operating Profit** ■ Net Sales ■ Operating Profit Unit: ¥1 billion 146.0 140.9 Orders Received 258.2 134.0 136.0 270.0 +11.8 +5% 129.0 20.5 120 2 19.5 Net Sales 261.1 129.0 146.0 275.0 +13.9 +5% 14 0 Operating Profit 29.8 20.5 14.0 34.5 +4.7 +16% 10.3 Operating Profit Margin 11.4% 10.9% 14.0% 12.5% +1.1pt Profit attributable to 20.2 23.0 +14% 9.0 14.0 +2.8 owners of parent 7.7% 7.0% 9.6% 8.4% +0.6pt FY24/6

The forecast for FY24/6, Orders received and Net sales are expected to increase to ¥270 billion and ¥275 billion, respectively, and Operating income to ¥34.5 billion and Operating profit margin to improve to 12.5%, due to the recovery of investment in Memory and Logic in Semiconductors and the full-scale investment in OLEDs.

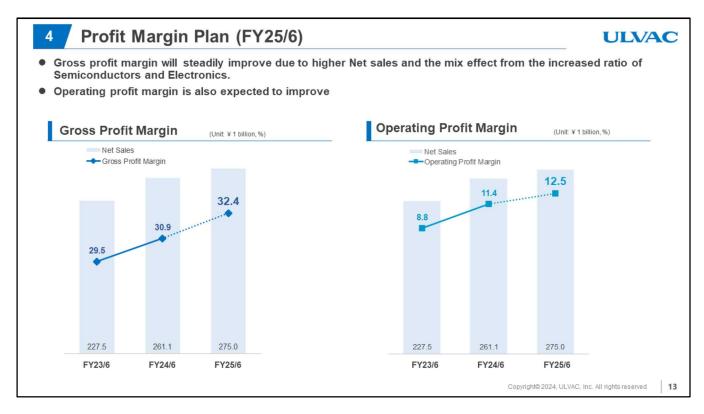
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Both sales and income are expected to increase YoY in both 1H and 2H of FY25/6.

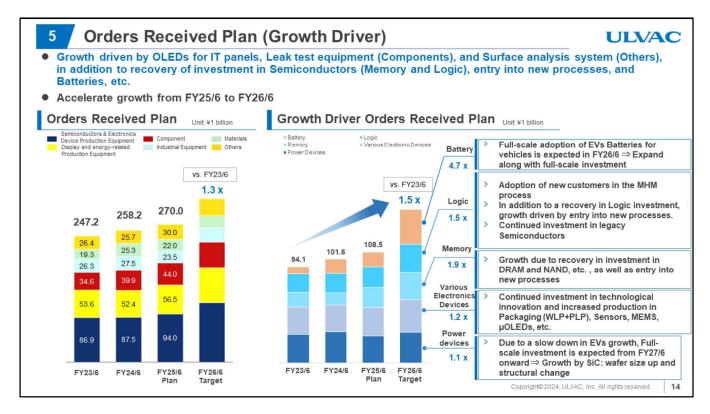


Orders received is expected to be ¥270 billion, due to the recovery of investment in Semiconductors such as Memory and Logic, the full-scale investment in OLEDs, as well as an increase in Leak Test Equipment categorized in Components and Surface Analysis Systems categorized in Others.

Net sales are forecast to increase to 275 billion due to the increase in Orders received and the high level of orders backlog at the beginning of 475 at 475 billion.



Regarding the profit margin, we expect Gross profit margin to improve to 32.4% and Operating profit margin to improve to 12.5% due to the increase in Net sales and the mix effect from the increased ratio of Semiconductors and Electronics.

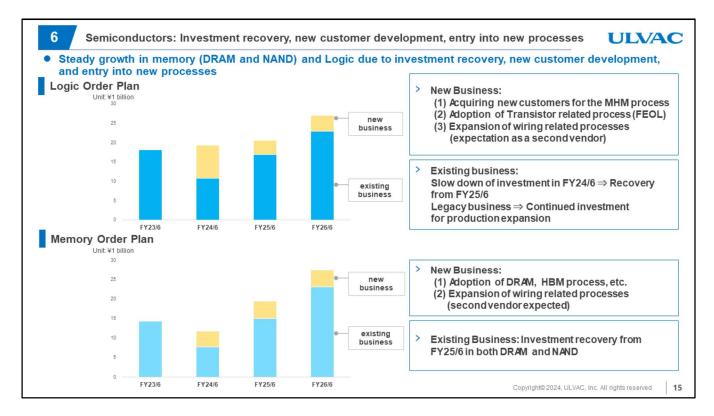


For growth drivers, from the bottom of the graph

- (1) In Power devices, due to the slowdown in EVs growth, we expect the full-scale investment in SiC 8-inch to begin in FY27/6 onward, about one year later than originally planned.
- (2) In various Electronics devices, investments in Packaging and μ OLEDs are expected to continue.
- (3) Memory and Logic will grow steadily as investment recovers and entry into new processes.
- (4) Investment related to Batteries is expected to begin from FY26/6, due to the full-scale adoption of Batteries for automotive EVs.

In FY26/6, we aim to increase Orders received by 1.5 times vs. FY23/6 for overall growth drivers.

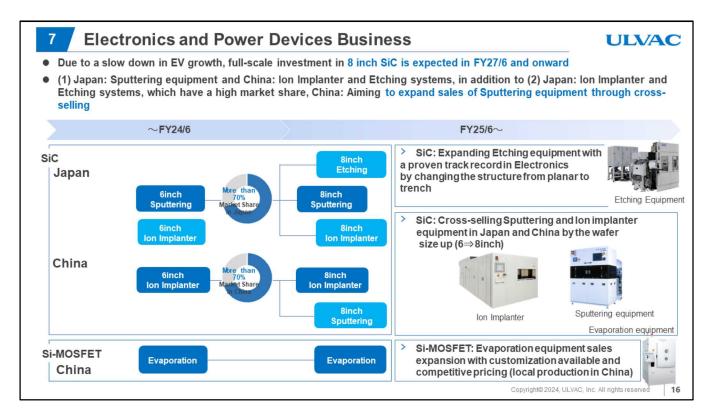
Overall consolidated growth will be driven by OLEDs for IT panels, Leak test equipment, and Surface Analysis Systems.



As for Semiconductors, Memory has been adopted in the HBM process for DRAM, and we aim to continue to grow through investment recovery and increased adoption in processes around the wiring related processes, etc. Logic is expanding its business opportunities in new processes, including adoption of the MHM process by its third and fourth new customers in FY24/6, and in the transistor-related processes.

In the graph, the new business that was realized in FY24/6 are included as part of the existing business in FY25/6.

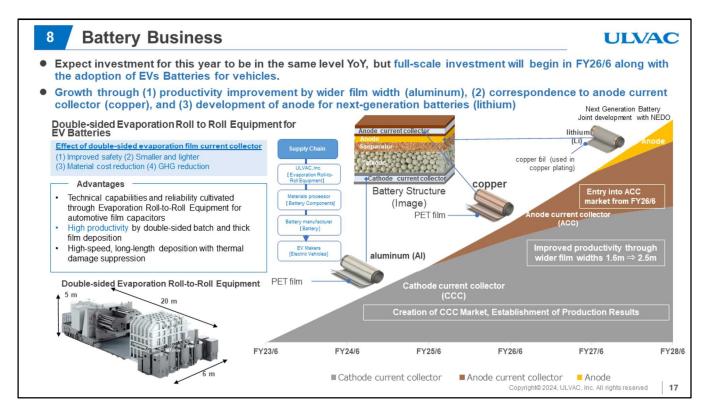
Moving forward, we will continue to expand business opportunities in new processes.



In the Power device business, due to the slowdown in EV growth, full-scale investment in 8-inch SiC is expected in FY27/6 onward.

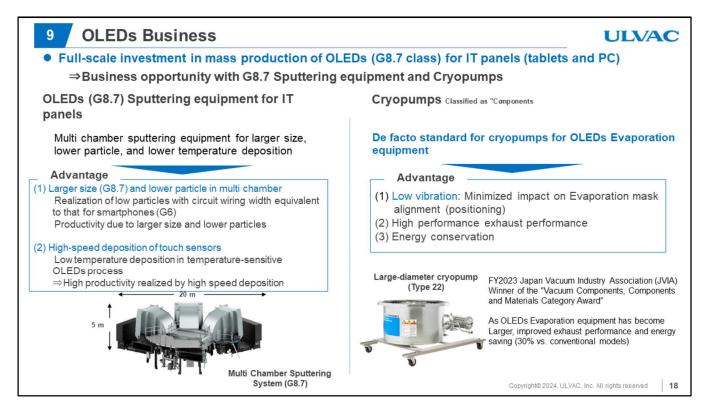
In addition to Sputtering equipment for Japan and Ion Implanter for China, where we have a high market share, we aim to expand sales by cross-selling Ion Implanter and Etching equipment to Japan and Sputtering equipment to China.

We will also continue to expand sales of Evaporation equipment for Si-MOSFETs in the Chinese market.



In the Battery business, investment has begun in replacing conventional metal foil with double-sided evaporation film using plastic film, a technology that improves safety and extends driving range by reducing size and weight. We expect the investment in FY25/6 to be about the same amount as in FY24/6, but full-scale investment is expected to begin in FY26/6, when the technology will be adopted for EVs Batteries used in vehicles.

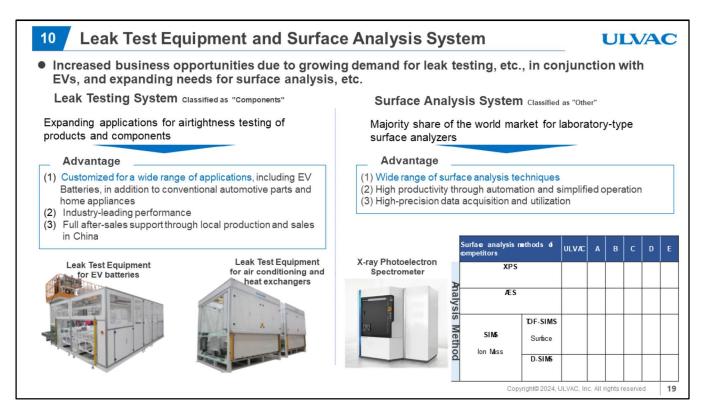
From now on, we will further improve the productivity of the cathode current collector by widening the aluminum double-sided evaporation film, and promote the replacement of the anode current collector with copper double-sided evaporation film. As a future initiative, we are developing an anode for next-generation batteries using lithium.



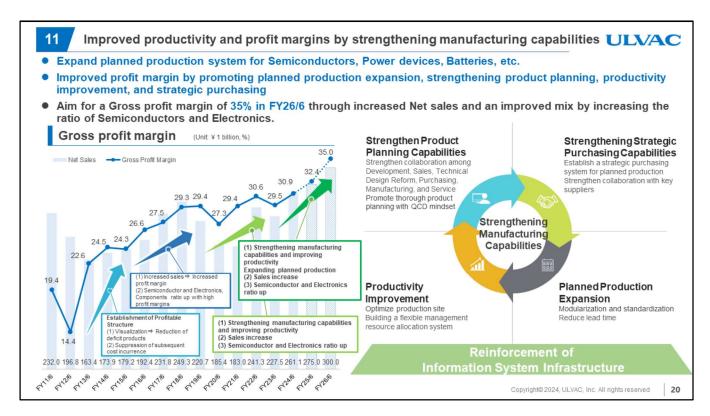
The OLEDs business for tablets and PCs will also see full-scale investment in mass production. The substrate will be enlarged from the conventional G6 size for smartphones to G8.7 size for IT panels such as tablets and PCs.

We have already developed a multi chamber G8.7 Sputtering equipment with semiconductor specifications which generates less microscopic dust called particles and can correspond to a circuit wiring width equivalent to that of a smartphone and we expect to receive relatively large orders from FY25/6 1H.

In addition, the Cryopumps used for OLED evaporation equipment have been highly regarded for their low-vibration characteristics and have become the de facto standard, which will open up business opportunities for IT OLEDs as well.



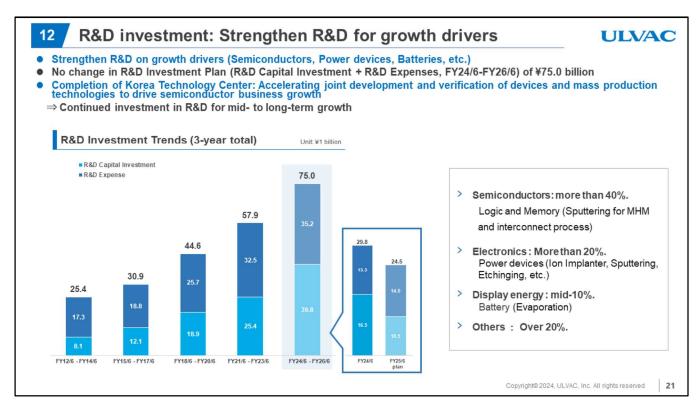
Business opportunities are also increasing for Leak Test Equipment to meet the growing demand for leak testing due to the shift to EVs, and for Surface Analysis System, which holds a majority share of the global market, due to a growing need for surface analysis.



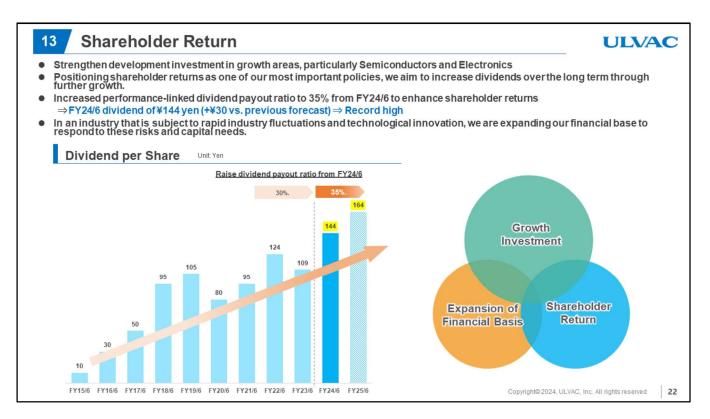
We will continue to make efforts to strengthen manufacturing capabilities, a key strategy of the mid-term management plan.

In Semiconductors, Power devices, Batteries, and other products, we are working to improve profit margins by expanding planned production, strengthening product planning capabilities, improving productivity, and reinforcing strategic purchasing capabilities.

Combined with an increase in Net sales and an improved mix due to a higher ratio of Semiconductors and Electronics, we are aiming for a gross profit margin of 35% for FY26/6.



We are continuing to invest in R&D with a focus on growth drivers such as Semiconductors, Power devices, and Batteries for mid- to long-term growth. Our R&D investment plan remains unchanged at ¥75 billion over three years. With the completion of the Korea Technology Center in May 2024, we will drive the growth of our Semiconductor business by accelerating joint development and verification of devices and mass production technologies.



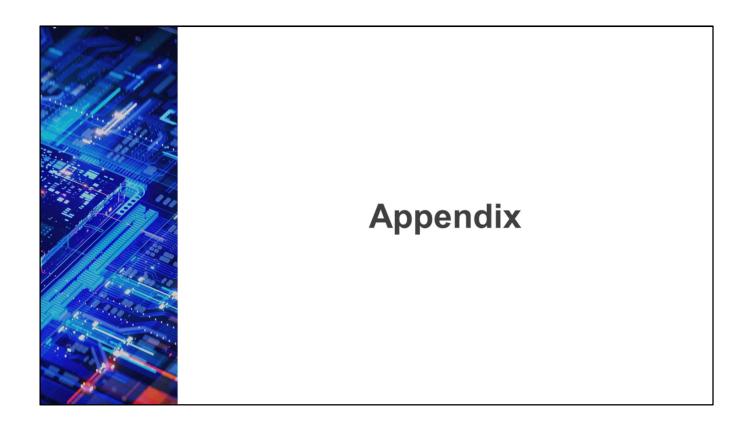
In terms of shareholder returns, the company aims to increase dividends over the long term through further growth by expanding development investment in growth areas, particularly in Semiconductors and Electronics.

To enhance shareholder returns, we have increased the performance-based dividend payout ratio from 30% to 35%, effective FY24/6.

For FY24/6, the company expects to pay a dividend of ¥144, an increase of ¥30 from the previous forecast, making a record high.

In the previous fiscal year, results exceeded both the previous year and the plan. In terms of orders, growth is expected to continue in the current fiscal year due to the recovery of investment in Memory and Logic and the full-scale investment in OLEDs. From the next fiscal year onward, growth drivers will grow further with the addition of full-scale investment in Batteries. In addition, we are confident that we can achieve steady growth in a wide range of equipment groups, including Leak Test equipment and Surface Analysis Systems.

We will also continue to make our efforts to improve profitability and invest in R&D to realize medium- to long-term growth.



Consolidated Financial Results (Quarterly Actual)



	FY 23/6				FY 24/6					
Unit: ¥1 billion	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Amount	⁄οΥ %
Orders Received	66.6	62.5	43.4	74.7	78.0	56.1	55.6	68.5		-8%
Net Sales	56.2	55.2	49.6	66.6	55.0	65.2	65.0	75.9	+9.3	+14%
Gross Profit	16.5	16.8	14.7	19.1	15.3	20.1	22.0	23.3	+4.2	+22%
Gross Profit Margin	29.3%	30.5%	29.7%	28.7%	27.7%	30.8%	33.8%	30.7%	+2.0pt	-
SG&A	11.3	11.5	12.5	11.9	12.4	12.6	11.9	13.9	+2.0	+17%
Operating Profit	5.1	5.3	2.3	7.2	2.8	7.5	10.1	9.4	+2.2	+30%
Operating Profit Margin	9.1%	9.7%	4.6%	10.8%	5.1%	11.5%	15.5%	12.3%	+1.5pt	-
Profit attributable to owners of parent	4.1	5.3	2.4	2.4	1.1	5.7	6.4	6.9	+4.5	+188%
To net sales ratio	7.2%	9.6%	4.9%	3.6%	2.1%	8.8%	9.9%	9.1%	+5.5pt	-

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