Third Quarter FY2024 Financial Results

Ushio Inc.

February 7, 2025

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- * Amounts in the material have been rounded down to the hundred millions of yen.
- * Sales to external customers and operating profit as a percentage of sales to external customers are shown
- * FY2024 starts from April 1st, 2024 through March 31st, 2025.





Q3 FY2024 Results:

- While down year-on-year, revenues and earnings exceeded initial forecasts
 - Improved profitability by enhancing efficiency through strategic business selection
 - Investment deferrals owing to semiconductor market downturn hampered performance
 - Lifted forward growth investments
 - Posted valuation losses associated with business portfolio revamp

FY2024 Forecasts:

- Maintaining full-year forecasts
- Still plan to pay annual dividend of ¥70 per share (up ¥20 year-on-year)

New Growth Strategies:

- Business portfolio revamp progressing steadily
- Assessing impact of semiconductor market recovery delay on new growth strategy



- I. Financial Results for Q3 FY2024
- II. Full-Year Forecasts for FY2024
- III. Progress with New Growth Strategies
- IV. Supplementary Information
 - 1)Full-year forecasts (Additional Information)
 - 20thers

Q3 FY2024: Summary of Financial Results



Net Sales
128.0 billion yen

YoY Comparison: -4.4 billion yen (-3.3%)

- Industrial Processes business: Revenues dropped on semiconductor market downturn
- Visual Imaging business: Weaker yen boosted revenues

Operating Profit 7.3 billion yen

YoY Comparison: -2.8 billion yen (-27.5%)

- Posted inventory write-down losses associated with business portfolio revamp
- Lifted forward investments

Profit Attributable to Owners of Parent
5.7 billion yen

YoY Comparison: -2.9 billion yen (-33.9%)

Extraordinary income

- Gain on sale of investment securities: 0.0 billion yen (Q3 FY2023: 0.3 billion yen)
- Extraordinary loss
- Loss on valuation of investment securities: 0.5 billion yen (Q3 FY2023: 0.0 billion yen)

Q3 FY2024: Financial Highlights



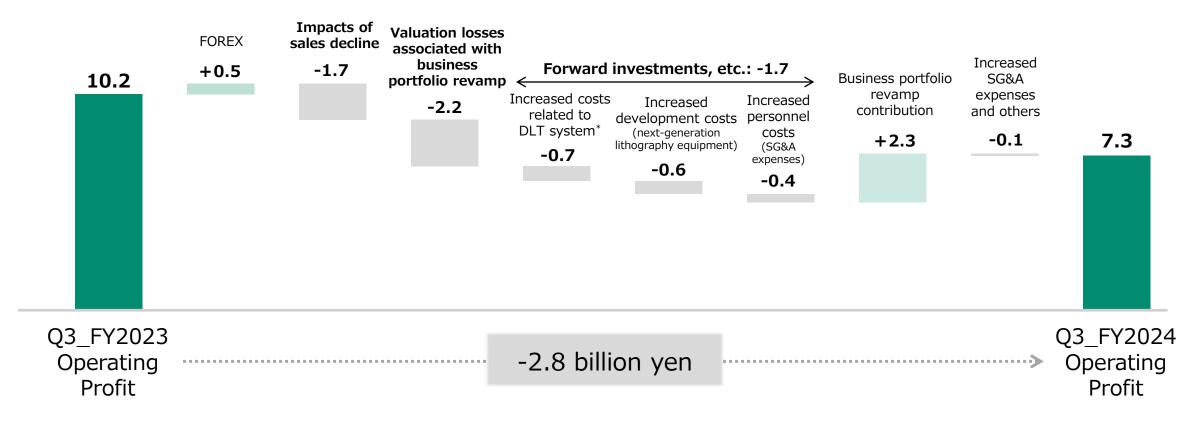
		Q3 FY2023	Q3 FY2023 Q3 FY2024		YoY Comparison	
(Bil	lions of yen)	Results	Results	Changes	(%)	
Net Sales		132.5	128.0	-4.4	-3.3%	
Operating Pro	ofit	10.2	7.3	-2.8	-27.5%	
Operating Margin		7.7%	5.8%	-1.9P	-	
Ordinary Prof	fit	12.6	10.4	-2.1	-17.1%	
Profit Attributabl Owners of Paren		8.6	5.7	-2.9	-33.9%	
EPS (yen)		76.84	58.22	-18.62	-24.2%	
FOREX rate	USD	143	152	+9	-	
(yen)	EUR	155	165	+10	-	

Q3 FY2024: YoY Variation Analysis of Operating Profit



Although business portfolio revamp contributed to performance, earnings declined owing to lower revenues, higher forward investments, etc., and valuation losses

(Billions of yen)



^{*} DLT system: lithography equipment using digital lithography technology through partnership with Applied Materials. Hereinafter referred to as the same.

Q3 FY2024: Financial Results by Business Segment



		Q3 FY2023	Q3 FY2024	YoY Com	parison
	(Billions of yen)	Results	Results	Changes	(%)
Industrial	Net Sales	60.3	54.6	-5.7	-9.5%
Processes	Operating Profit [Operating Margin]	8.0 [13.3%]	7.1 [13.0%]	-0.9 [-0.3P]	-11.6% -
Visual	Net Sales	59.2	60.3	+1.1	+1.9%
Imaging	Operating Profit [Operating Margin]	4.5 [7.8%]	1.4 [2.4%]	-3.1 [-5.3P]	-68.3% -
	Net Sales	4.0	4.4	+0.4	+11.9%
Life Sciences	Operating Profit [Operating Margin]	-1.6 [-41.7%]	-0.7 [-17.7%]	+0.8 [+24.0P]	-
Photonics	Net Sales	7.9	7.6	-0.3	-4.0%
Solutions	Operating Profit [Operating Margin]	-0.8 [-10.7%]	-0.3 [-4.3%]	+0.5 [+6.3P]	-
	Net Sales	0.9	0.9	+0.0	+3.4%
Others	Operating Profit [Operating Margin]	0.0 [5.6%]	0.0 [3.2%]	-0.0 [-2.4P]	-41.6% -
	Net Sales	132.5	128.0	-4.4	-3.3%
Total	Operating Profit [Operating Margin]	10.2 [7.7%]	7.3 [5.8%]	-2.8 [-1.9P]	-27.5% -





	Q3 FY2023	Q3 FY2024	YoY Com	parison	
(Billions of yen)	Results	Results	Changes	(%)	
Net Sales	60.3	54.6	-5.7	-9.5%	
Operating Profit	8.0	7.1	-0.9	-11.6%	
Operating Margin	13.3%	13.0%	-0.3P	-	
Net Sales by Subsegme	ent				
UV Lamps	10.5	11.2	+0.6	+6.1%	3
OA Lamps	4.1	4.6	+0.5	+12.0%	
Optical Equipment Lamps	8.0	8.4	+0.3	+4.4%	
Light Source Business	22.7	24.2	+1.5	+6.6%	
Lithography Equipment	23.8	17.2	-6.6	-27.7%	1
Other Optical Equipment	13.7	13.0	-0.6	-4.5%	2
Optical Equipment Business	37.5	30.3	-7.2	-19.3%	
Total	60.3	54.6	-5.7	-9.5%	

■ Net Sales: Down 5.7 billion yen YoY

- A semiconductor market downturn prompted investment postponements, with equipment sales dropping ①
- EUV-related maintenance revenues were down ②
- Robust operations and weak yen boosted revenues ③

■ Operating Profit: Down 0.9 billion yen YoY

- Impact of lower lithography equipment sales and higher forward investments
- Constrained SG&A expenses by paring projects

Q3 FY2024: Visual Imaging Results



	Q3 FY2023	Q3 FY2024	YoY Com	nparison	
(Billions of yen)	Results	Results	Changes	(%)	
Net Sales	59.2	60.3	+1.1	+1.9%	
Operating Profit	4.5	1.4	-3.1	-68.3%	
Operating Margin	7.8%	2.4%	-5.3P	-	
Net Sales by Subsegr	nent				_
Projector Lamps	9.5	8.3	-1.1	-12.4%	3
Illumination Lamps	2.4	2.7	+0.2	+9.3%	
Light Source Business	12.0	11.0	-0.9	-7.9%	
Cinema	23.5	24.4	+0.9	+4.0%	2
General Imaging	23.7	24.8	+1.1	+4.8%	1
Imaging Equipment	47.2	49.3	+2.0	+4.4%	
Total	59.2	60.3	+1.1	+1.9%	

■ Net Sales: Up 1.1 billion yen YoY

- Despite fewer large deals than in previous term, revenues rose on weaker yen ①
- Weaker yen supported higher revenues despite negative impact of Hollywood strike ②
- Sales of lamps declined owing to lower cinema operations 3

■ Operating Profit: Down 3.1 billion yen YoY

- Recorded inventory write-down losses associated with business portfolio revamp
- SG&A expenses (including personnel costs) rose

Q3 FY2024: Life Sciences and Photonics Solutions Results



Life Sciences

	Q3 FY2023	Q3 FY2024	YoY Coi	mparison
(Billions of yen)	Results	Results	Changes	(%)
Net Sales	4.0	4.4	+0.4	+11.9%
Operating Profit	-1.6	-0.7	+0.8	-
Operating Margin	-41.7%	-17.7%	+24.0P	-

■ Net Sales: Up 0.4 billion yen YoY

- Higher sales of sodium lamps for horticulture

■ Operating Profit: Up 0.8 billion yen YoY

Focused investments on promising projects and controlled costs

Photonics Solutions

	Q3 FY2023	Q3 FY2024	YoY Coi	mparison
(Billions of yen)	Results	Results	Changes	(%)
Net Sales	7.9	7.6	-0.3	-4.0%
Operating Profit	-0.8	-0.3	+0.5	-
Operating Margin	-10.7%	-4.3%	+6.3P	-

■ Net Sales: Down 0.3 billion yen YoY

- Sales of laser modules for industrial applications declined

■ Operating Profit: Up 0.5 billion yen YoY

- Controlled costs by reviewing investment projects



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Remain as announced on November 6, 2024

		FY2023	FY2024	YoY Con	nparison
(Bi	llions of yen)	Results	Forecasts	Changes	(%)
Net Sales		179.4	175.0	-4.4	-2.5%
Operating Profit	<u>.</u>	12.9	7.5	-5.4	-42.2%
Operating Margin		7.2%	4.3%	-2.9P	-
Ordinary Profit		16.0	9.5	-6.5	-41.0%
Profit Attributable to Owners of Parent		10.7	6.0	-4.7	-44.4%
EPS (yen)		97.22	62.39	-34.83	-35.8%
ROE		4.5%	2.7%	-1.8P	-
Annual dividend (yen)	50	70	20	-
FOREX rate	USD	144	150	+6	-
(yen)	EUR	156	162	+6	-

^{*} Forex assumption for Q4: USD=145 yen, EUR=155 yen (Forex results for the first nine months of FY2024: USD =152 yen, EUR=165 yen) (Reference) Forex sensitivity: Annual impact from 1 yen fluctuation





	(Billions of yen)	FY2024 Forecasts (Remains as 11/6/2024)	Q3 FY2024 Results	Progress rate	Outlook for Q4
Industrial	Net Sales	80.0	54.6	68.3%	Production adjustments should increase one-time costs
Processes	Operating Profit [Operating Margin]	7.5 [9.4%]	7.1 [13.0%]	94.7%	 Looking to lift forward growth investments Higher projected sales of lithography equipment will probably include low-margin deals
	Net Sales	78.0	60.3	77.4%	• Concernal factors and project postponements should cause sales
Visual Imaging	Operating Profit [Operating Margin]	2.0 [2.6%]	1.4 [2.4%]	72.8%	 Seasonal factors and project postponements should cause sales to decline
	Net Sales	5.5	4.4	81.7%	
Life Sciences	Operating Profit [Operating Margin]	-1.4 [-25.5%]	-0.7 [-17.7%]	56.9% -	Will keep controlling costs by concentrating investments
Photonics	Net Sales	10.0	7.6	76.2%	
Solutions	Operating Profit [Operating Margin]	-0.6 [-6.0%]	-0.3 [-4.3%]	55.1%	Will continue to control costs by reviewing investment projects
	Net Sales	1.5	0.9	65.7%	
Others	Operating Profit [Operating Margin]	0.0 [0.0%]	0.0 [3.2%]	-	
	Net Sales	175.0	128.0	73.2%	
Total	Operating Profit [Operating Margin]	7.5 [4.3%]	7.3 [5.8%]	98.6%	Copyright © 2025 Ushio Inc., All Rights Reserved 1

Shareholder Returns



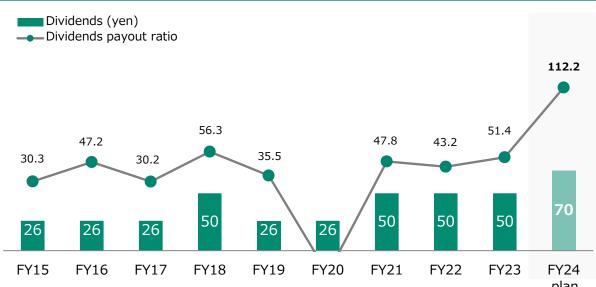
Dividends per Share

[Dividend policy]

Generating stable returns

Will set dividend floor of ¥70 per share annually for FY2024~FY2026

FY2024: Plan to increase to ¥70



Share Buybacks

[Buyback policy] Flexibly repurchase shares

FY2024~FY2026: Invest cumulative ¥50.0-¥60.0 billion in share repurchases

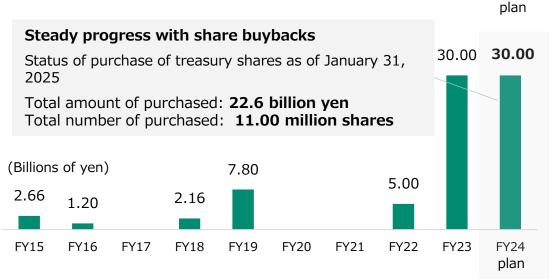
Announcement on May 14, 2024

Acquisition period: May 24, 2024~April 30, 2025

Total purchase: 30.0 billion yen (max)

Total number of shares purchased: 20.00 million shares

(max)



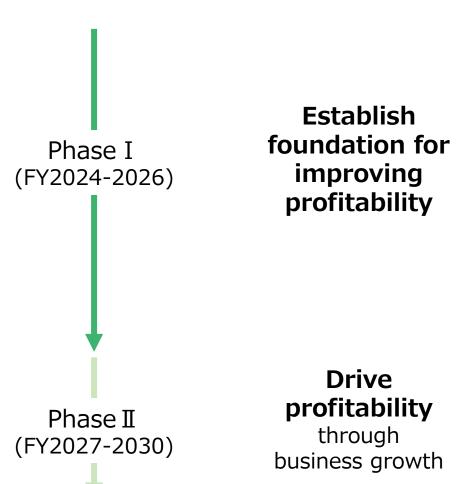


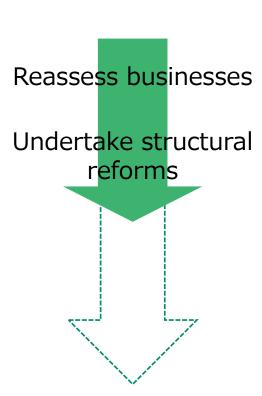
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Progressing as planned toward implementing and completing the revamp in Phase I, and have begun formulating action plans for next phase





Progress to date

- Streamlining through strategic business selection
- Prioritizing projects
- Reviewing investments in unprofitable businesses
- Optimizing personnel allocations





Generating savings (profit contribution) by revamping business portfolio while also incurring one-time costs to drive growth

Details

Details

Sav	/in	gs
¥2.3	bil	lion

Deta	Savings	
 Streamlining operations through strategic business selection 	Visual Imaging	¥0.7 billion
 Reviewing investments in unprofitable businesses 	Life Sciences, Photonics Solutions	¥0.6 billion
Prioritizing projects	New businesses, EUV business, etc.	¥1.0 billion

One-time costs ¥2.2 billion

Bolstering financial position Reviewing asset valuations to enhance future profitability	Products and maintenance parts in Visual Imaging business	¥1.7 billion
• Reallocating resources to reorganize assets Assessing projects with low growth potential to reorganize related assets	Industrial Processes, Life Sciences, Photonics Solutions	¥0.5 billion

Savings

Costs

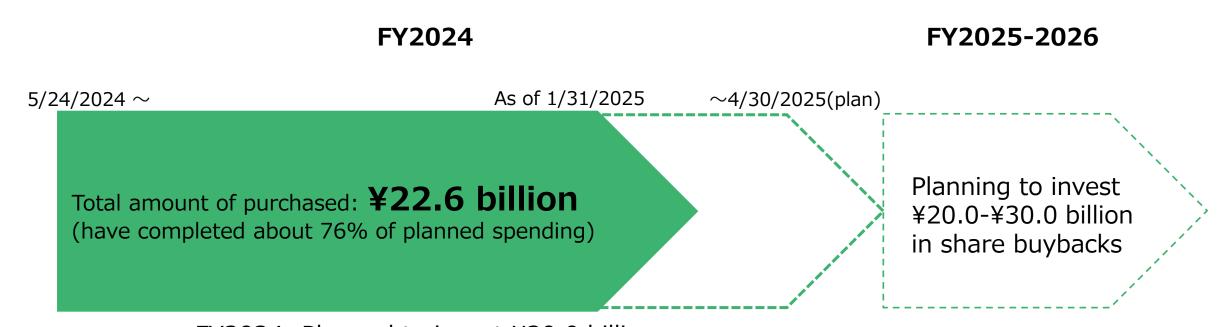


Steadily implementing measures to further enhance profitability through structural reforms

	 Progressing toward generating revenues from digital lithography systems for advanced packaging next fiscal year
Industrial	 Accelerating advanced technology development for steppers and direct imaging lithography equipment
Processes	 In EUV business, monitoring market and technology trends and curbing some investments while shifting personnel to growth areas
	Assessing impact of prolonged semiconductor market downturn on medium-term outlook
Visual Imaging	 Focusing on high-end areas offering competitive edges and high profitability Deploying structural reform measures to boost profitability
Life Sciences	 Paring down business projects by reassessing new ones and deciding to terminate more than half of them and more closely monitoring ongoing projects
Photonics Solutions	 Reviewing investment projects and reviewing development items and personnel while taking steps to boost profitability



Buying back shares as planned as planned to optimize capital under New Growth Strategy



FY2024: Planned to invest ¥30.0 billion

Phase I: Planned to invest total of ¥50.0-¥60.0 billion



Improving operational efficiency through optimizing organizational workforce

Background behind expansion of the program

- Aiming for streamlined structure by improving labor productivity in line with the business portfolio revamp
- Conducting a special offering for a limited time, expanding the eligibility and enhancing the benefits of
 the "Second Life Support Program," which has been in operation. This initiative aims to support the
 diversifying career perspectives and life plans of its employees, while also considering the optimization of
 its organizational workforce for the further growth of USHIO

Outline of the special offering

Applicable to: Employees meeting specific criteria

Offering period: March through June 2025

Benefits: Special retirement lump-sum payments, Support for re-employment

Profit/Loss Impact: To be recorded in the financial results for FY2024 and FY2025

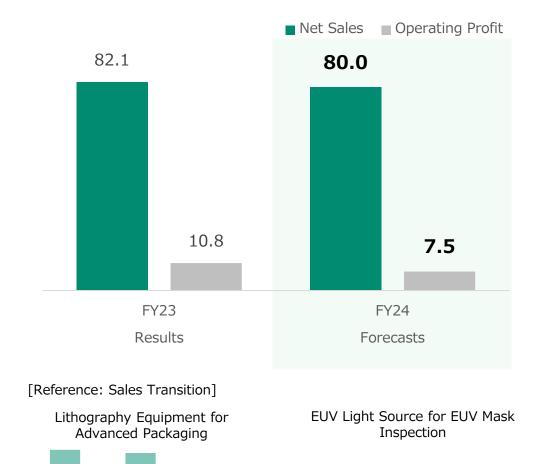


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FY2024 Full-Year Forecasts: Industrial Processes







DI Lithography

Equipment

FY22

FY23

FY24 Forecast

FY22

FY23

FY24 Forecast

■ Business environment assumptions

While the generative AI-related market should grow, demand recovery of the semiconductor market overall remains uncertain

- Recovery of the semiconductor market overall should be further delayed
- The advanced packaging market related to generative AI should grow
- In flat panel display market, demand should bottom out but remain sluggish

■ Net Sales: Down 2.1 billion yen YoY

- UV lamp sales should rise on gradual operational recovery
- Lithography equipment sales should drop on postponed investments
- EUV mask inspection light sources maintenance revenues should decline

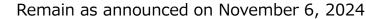
■ Operating Profit: Down 3.3 billion yen YoY

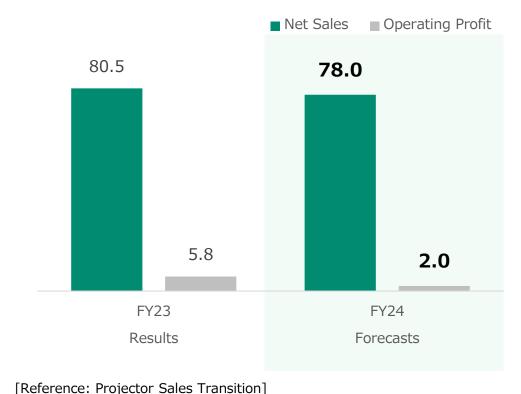
- Expanding forward (development) investments needed for future growth
 - ightarrow Including in digital lithography system*, next-generation lithography equipment, and EUV light source
- Projecting losses from lower operating levels owing to temporary reduction in lithography equipment, but profitability should improve by enhancing efficiency through strategic business selection

^{*}Direct Imaging lithography equipment using digital lithography technology through partnership with Applied Materials

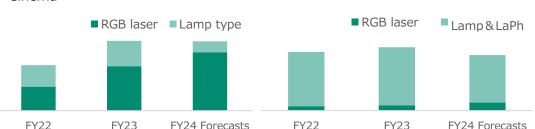
FY2024 Full-Year Forecasts: Visual Imaging







Cinema General Imaging



■ Business environment assumptions

While demand should be firm, keeping tabs on impact of Chinese economy and Hollywood strike

Cinema market

- Temporarily reduced cinema operations owing to Hollywood strike
- Despite the need for digital cinema projector, investment appetites will probably weaken

General imaging market

 While demand should be solid for large-scale productions and advanced video production needs, will closely monitor impact of Chinese economy

■ Net Sales: Down 2.5 billion yen YoY

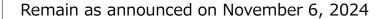
- Cinema (digital cinema projector) sales will probably decline on lower capital investments
- Anticipating higher general imaging equipment sales on robust demand
- Projector lamp sales should decrease owing curtailed cinema operations and shift to solid-state light sources

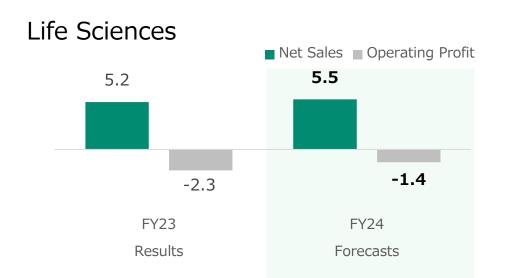
■ Operating Profit: Down 3.8 billion yen YoY

- Earnings to decline because of lower revenues
- Higher raw material prices for projector lamps should detract from profitability
- Recorded valuation losses associated with business portfolio revamping

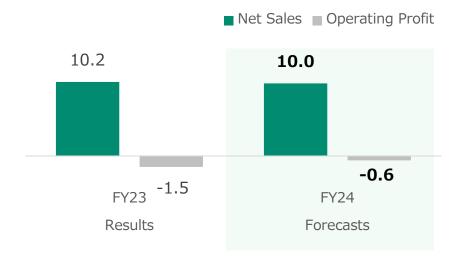
FY2024 Full-Year Forecasts: Life Sciences and Photonics Solutions







Photonics Solutions



■ Business environment assumptions

Demand should remain stable for medical equipment and other offerings

■ Net Sales: Up 0.2 billion yen YoY

 Sales to be flat for environmental hygiene solutions and medical equipment, with sodium lamp sales rising

■ Operating Profit: Up 0.9 billion yen YoY

 With sales rising, profitability should improve by enhancing efficiency through strategic business selection

■ Business environment assumptions

Ongoing demand for photonics on need to improve energy efficiency in industrial applications and other factors

■ Net Sales: Down 0.2 billion yen YoY

Semiconductor-related sales should increase but revenues should decrease in other areas

■ Operating Profit: Up 0.9 billion yen YoY

Profitability should improve by enhancing efficiency through strategic business selection



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(New) Business Segments and Main Products



New Business Segment	Main Products	Product Examples
Industrial Processes	Light Source: UV lamps, OA lamps, Optical equipment lamps, etc. Equipment: Lithography equipment, Curing equipment, EUV light source for mask inspection, Maintenance service etc.	UV lamps OA lamps Stepper Direct imaging lithography equipment EUV light source for EUV mask inspection
Visual Imaging	Light Source: Cinema lamps, Data projector lamps, etc. Equipment: Digital cinema projectors, Projectors for general imaging, Peripheral equipment, Maintenance, etc.	Cinema lamps Data projector lamps Digital cinema projector general imaging Digital cinema equipment
Life Sciences	Light Source: Care222 related products Equipment: UV Medical Devices, etc.	Devices using "Care222," Filtered Far UV Technology UV Medical Devices "TheraBeam series"
Photonics Solutions	Light Source: Solid-state light sources (Laser Diode/LED)	Solid-state light sources (LD/LED) Laser module

Reference: Summary of Quarterly Financial Results



			FY2	023	FY2024			
(Billions of yen)		Q1	Q2	Q3	Q4	Q1	Q2	Q3
Net Sales		39.2	45.7	47.5	46.9	37.5	48.1	42.4
Operating Profit		2.0	2.9	5.2	2.7	0.3	3.9	3.1
Operating Margin		5.2%	6.4%	11.0%	5.9%	0.9%	8.2%	7.4%
Ordinary Profit		2.8	3.4	6.3	3.4	1.4	3.9	5.0
Profit Attributable to Owners of Parent		1.7	2.4	4.4	2.0	0.2	2.0	3.4
EPS (yen)		15.36	21.65	40.72	20.06	2.92	20.26	36.07
FOREX rate (yen)	USD	136	144	149	147	155	153	149
	EUR	148	158	159	160	167	166	162

YoY Comparison					
Changes	(%)				
-5.0	-10.6%				
-2.1	-40.3%				
-3.7P	-				
-1.3	-20.7%				
-0.9	-22.3%				
-4.65	-11.4%				
+0	-				
+2	-				

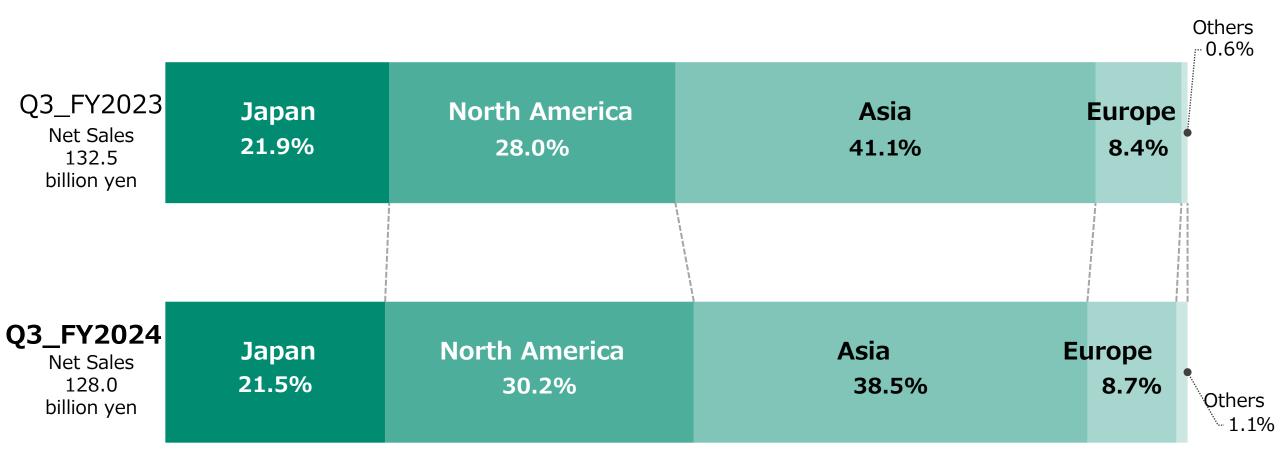
Reference: Summary of Quarterly Financial Results by Business Segments



		FY2023			FY2024			YoY Comparison		
	(Billions of yen)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Changes	(%)
Industrial Processes	Net Sales	17.4	20.3	22.5	21.7	15.5	22.0	17.0	-5.5	-24.5%
	Operating profit	2.2	1.7	4.0	2.8	1.0	4.1	1.8	-2.2	-54.5%
	Operating Margin	12.9%	8.4%	18.1%	13.1%	6.7%	19.1%	10.9%	-7.2P	-
	Net Sales	17.6	21.2	20.3	21.2	17.5	21.6	21.1	+0.7	+3.5%
Visual Imaging	Operating profit	0.6	2.3	1.5	1.2	-0.4	0.3	1.5	-0.0	-1.1%
Imaging	Operating Margin	3.5%	11.2%	7.8%	6.1%	-2.7%	1.6%	7.5%	-0.3P	-
	Net Sales	1.3	1.3	1.3	1.1	1.5	1.5	1.4	+0.1	+8.8%
Life Sciences	Operating profit	-0.4	-0.7	-0.4	-0.6	-0.1	-0.3	-0.2	+0.2	-
Sciences	Operating Margin	-32.7%	-57.1%	-36.1%	-54.6%	-11.1%	-25.4%	-16.7%	+19.4P	-
	Net Sales	2.5	2.5	2.8	2.3	2.5	2.5	2.4	-0.3	-13.0%
Photonics Solutions	Operating profit	-0.3	-0.3	-0.1	-0.6	-0.0	-0.2	-0.0	+0.0	-
Solutions	Operating Margin	-12.9%	-14.9%	-5.0%	-28.9%	-2.3%	-8.6%	-2.0%	+3.0P	-
	Net Sales	0.2	0.3	0.3	0.3	0.2	0.3	0.3	+0.0	+7.1%
Others	Operating profit	-0.0	-0.0	0.1	0.0	0.0	0.0	-0.0	-0.1	-
	Operating Margin	-22.9%	-16.7%	51.7%	23.5%	1.1%	8.8%	-0.6%	-52.3P	-
Total	Net Sales	39.2	45.7	47.5	46.9	37.5	48.1	42.4	-5.0	-10.6%
	Operating profit	2.0	2.9	5.2	2.7	0.3	3.9	3.1	-2.1	-40.3%
	Operating Margin	5.2%	6.4%	11.0%	5.9%	0.9%	8.2%	7.4%	-3.7P	-

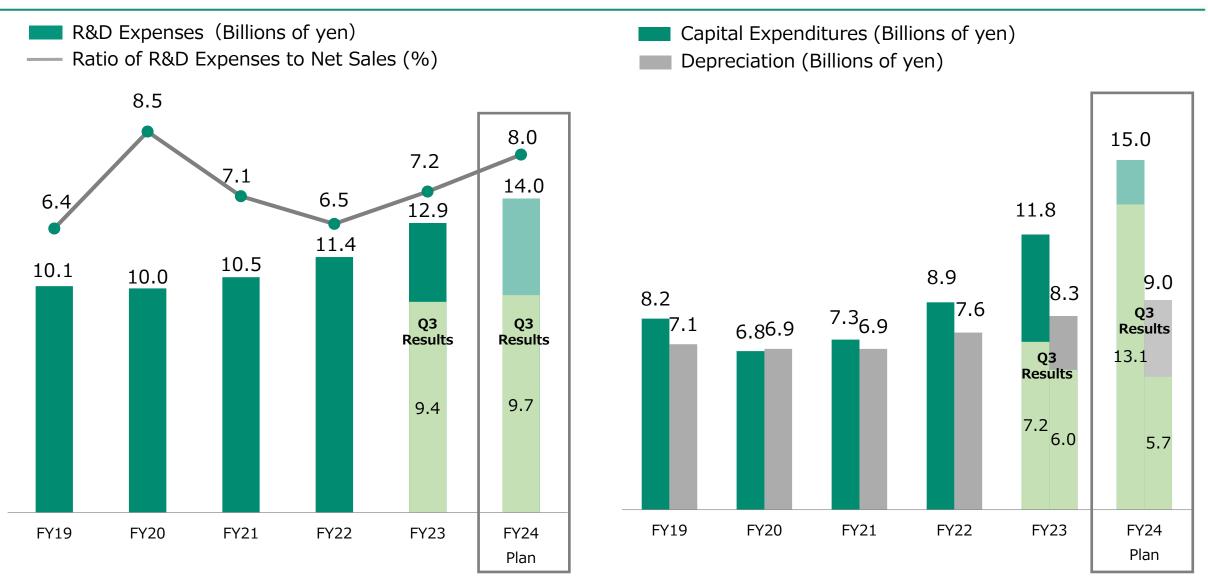
Reference: Sales Ratio by Region





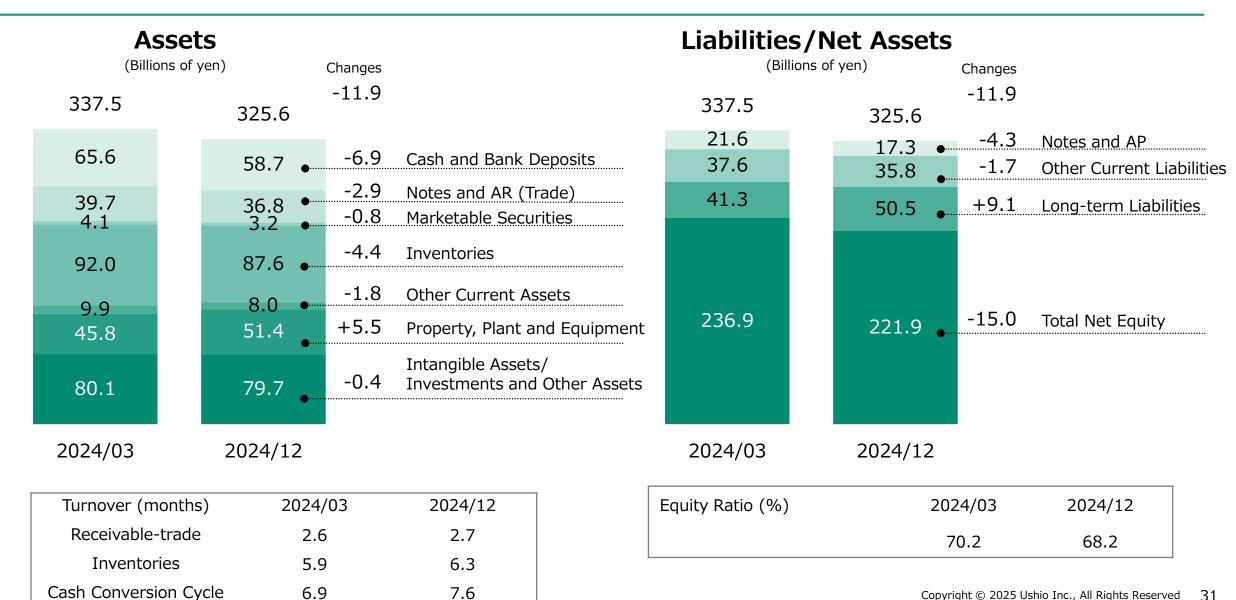
Reference: R&D Expenses/Capital Expenditures and Depreciation





Reference: Balance Sheet

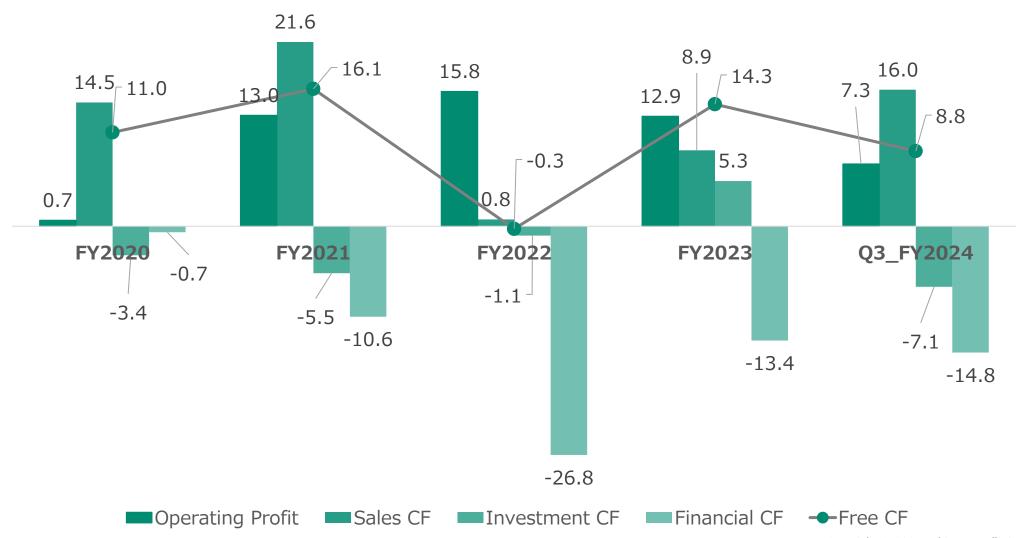




Reference: Cash Flow



(Billions of yen)



Glossary

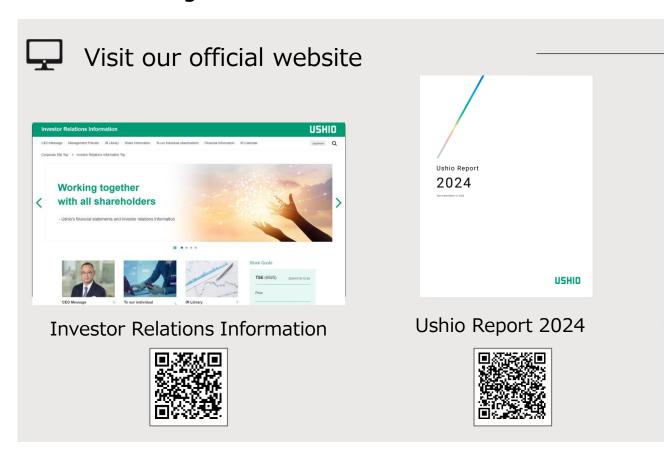


AI	Artificial Intelligence
DCP	Digital Cinema Projector
DI	Direct Imaging: An exposure technique that draws patterns directly without using a mask
DLT	Digital Lithography Technology
EUV	Extreme Ultraviolet Radiation
FPD	Flat Panel Display
OA	Office Automation
Advanced packaging	An advanced packaging field for 2.xD and 3D integration of semiconductors, including chiplets

IR Website and Email Newsletter



The investor relations portal on our website presents an array of useful information. We invite you to **register on the portal** to stay up to date with statutory disclosures, announcements, and other content through our email newsletter.





Received Excellence Award in "2024 Internet IR Award" by Daiwa Investor Relations Co. Ltd.



Selected as an AAA-grade website in All Japanese Listed Companies' Website Ranking in 2024 by Nikko Investor Relations Co., Ltd.







<Disclaimer>

This report contains forward-looking statements, including earnings forecasts, which are based on information currently available to the Company and on certain assumptions deemed to be reasonable. Please be advised that actual results may differ substantially from those forward-looking statements due to various factors.



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