FY2024 Financial Results

Ushio Inc.

May 13, 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.



Highlights of Today's Presentation



FY2024 Results:

- While down year-on-year, revenues and earnings exceeded 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
- Inventory reduction progressed through enhanced balance sheet management, leading to improved free cash flow

FY2025 Forecasts:

- Looking to increase earnings on structural reforms
- Generate shareholder returns in line with New Growth Strategy

Progress with New Growth Strategies*:

- Business portfolio revamp progressing steadily
- Maintaining management policies and numerical targets
- For details, please see Progress Report on New Growth Strategy: https://www.ushio.co.jp/en/ir/library/brief_note/



- I. Financial Results for FY2024
- II. Full-Year Forecasts for FY2025
- III. Supplementary Information



Net Sales 177.6 billion yen

YoY Comparison: -1.8 billion yen (-1.0%)

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

Operating Profit 8.8 billion yen

YoY Comparison: -4.1 billion yen (-32.0%)

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

Profit Attributable to Owners of Parent 6.7 billion yen

YoY Comparison: -3.9 billion yen (-37.0%)

Extraordinary income

- Gain on sale of investment securities: 9.5 billion yen (FY2023: 7.0 billion yen)

Extraordinary loss

- Business restructuring expenses: 5.7 billion yen (FY2023: -)
- Impairment losses: 1.1 billion yen (FY2023: 7.1 billion yen)





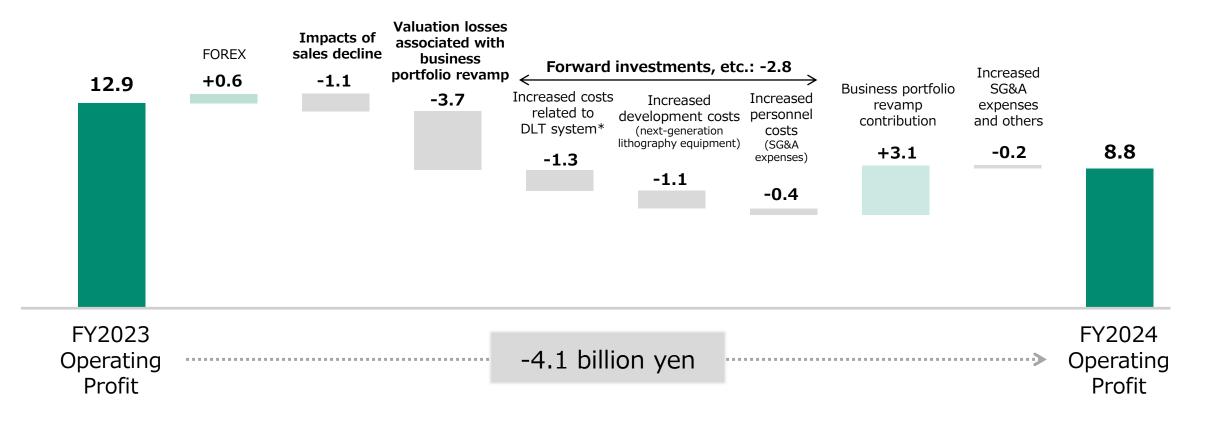
		FY2023	FY2024	YoY Com	YoY Comparison		Comparison (with forecasts)	
(Billio	ons of yen)	Results	Results	Changes	(%)	(11/6/2024)	Changes	Achievement (%)
Net Sale	S	179.4	177.6	-1.8	-1.0%	175.0	+2.6	101.5%
Operatin	g Profit	12.9	8.8	-4.1	-32.0%	7.5	+1.3	117.7%
Operating Margin		7.2%	5.0%	-2.3P	-	4.3%	+0.7P	-
Ordinary	Ordinary Profit		12.4	-3.6	-22.6%	9.5	+2.9	131.1%
Profit Attrib Owners of		10.7	6.7	-3.9	-37.0%	6.0	+0.7	113.3%
EPS (yen)		97.22	70.27	-26.95	-27.7%	62.39	+7.88	112.6%
ROE		4.5%	3.1%	-1.4P	-	2.7%	+0.4P	-
FOREX rate	USD	144	153	+9	-	150	+3	-
(yen)	EUR	156	164	+8	-	161	+3	-

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.





		FY2023 FY2024		YoY com	nparison	Forecasts	Comparison (with forecasts)		
	(Billions of yen)	Results	Results	Changes	(%)	(11/6/2024)	Changes	Achievement (%)	
Industrial	Net Sales	82.1	78.9	-3.1	-3.9%	80.0	-1.0	98.7%	
Processes	Operating Profit [Operating Margin]	10.8 [13.2%]	9.6 [12.2%]	-1.2 [-1.1P]	-11.5% -	7.5 [9.4%]	+2.1 [+2.8P]	128.3%	
Visual	Net Sales	80.5	80.8	+0.3	+0.5%	78.0	+2.8	103.7%	
Imaging	Operating Profit [Operating Margin]	5.8 [7.3%]	0.7 [0.9%]	-5.1 [-6.4P]	-87.6% -	2.0 [2.6%]	-1.2 [-1.7P]	36.5% -	
Life	Net Sales	5.2	6.1	+0.8	+17.2%	5.5	+0.6	111.1%	
Sciences	Operating Profit [Operating Margin]	-2.3 [-44.7%]	-1.0 [-17.7%]	+1.2 [+27.0P]	-	-1.4 [-25.5%]	+0.3 [+7.8P]	-	
Photonics	Net Sales	10.2	10.3	+0.0	+0.7%	10.0	+0.3	103.1%	
Solutions	Operating Profit [Operating Margin]	-1.5 [-14.8%]	-0.4 [-4.0%]	+1.0 [+10.7P]	-	-0.6 [-6.0%]	+0.1 [+2.0P]	-	
	Net Sales	1.3	1.3	+0.0	+5.2%	1.5	-0.1	91.6%	
Others	Operating Profit [Operating Margin]	0.1 [10.4%]	0.0 [6.0%]	-0.0 [-4.4P]	-39.4% -	0.0 [0.0%]	+0.0 [+6.0P]	-	
	Net Sales	179.4	177.6	-1.8	-1.0%	175.0	+2.6	101.5%	
Total	Operating Profit [Operating Margin]	12.9 [7.2%]	8.8 [5.0%]	-4.1 [-2.3P]	-32.0%	7.5 [4.3%]	+1.3 [+0.7P] 2025 Ushio Inc., All	117.7%	





	FY2023	FY2024	YoY Com	parison
(Billions of yen)	Results	Results	Changes	(%)
Net Sales	82.1	78.9	-3.1	-3.9%
Operating Profit	10.8	9.6	-1.2	-11.5%
Operating Margin	13.2%	12.2%	-1.1P	-
Net Sales by Subsegm	nent			
UV Lamps	14.0	14.9	+0.8	+6.1% ③
OA Lamps	5.5	6.0	+0.5	+9.4%
Optical Equipment Lamps	10.2	10.9	+0.6	+6.8%
Light Source Business	29.8	31.9	+2.0	+6.9%
Lithography Equipment	32.9	29.0	-3.8	-11.7% ①
Other Optical Equipment	19.3	17.9	-1.4	-7.3% ②
Optical Equipment Business	52.2	46.9	-5.2	-10.1%
Total	82.1	78.9	-3.1	-3.9%

■ Net Sales: down 3.1 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 1.2 billion yen YoY

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





	E) (2022	EV2024	YoY Com	nparison
(Billions of yen)	FY2023 Results	FY2024 Results	Changes	(%)
Net Sales	80.5	80.8	+0.3	+0.5%
Operating Profit	5.8	0.7	-5.1	-87.6%
Operating Margin	7.3%	0.9%	-6.4P	-
Net Sales by Subsegn	nent			
Projector Lamps	12.6	10.5	-2.1	-16.7% ③
Illumination Lamps	3.6	3.6	-0.0	-1.6%
Light Source Business	16.3	14.1	-2.1	-13.3%
Cinema	31.3	31.9	+0.6	+2.2% 2
General Imaging	32.8	34.7	+1.8	+5.6% ①
Imaging Equipment	64.1	66.7	+2.5	+4.0%
Total	80.5	80.8	+0.3	+0.5%

■ Net Sales: up 0.3 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 5.1 billion yen YoY

- Recorded inventory write-down losses (¥3.2 billion) associated with business portfolio revamp
- SG&A expenses (including personnel costs) rose





Life Sciences

	FY2023	FY2024	YoY Comparison		
(Billions of yen)	Results	Results	Changes	(%)	
Net Sales	5.2	6.1	+0.8	+17.2%	
Operating Profit	-2.3	-1.0	+1.2	-	
Operating Margin	-44.7%	-17.7%	+27.0P	-	

■ Net Sales: up 0.8 billion yen YoY

- Higher sales of sodium lamps for horticulture

■ Operating Profit: up 1.2 billion yen YoY

Focused investments on promising projects and controlled costs

Photonics Solutions

	FY2023	FY2024	YoY Comparison		
(Billions of yen)	Results	Results	Changes	(%)	
Net Sales	10.2	10.3	+0.0	+0.7%	
Operating Profit	-1.5	-0.4	+1.0	-	
Operating Margin	-14.8%	-4.0%	+10.7P	-	

■ Net Sales: up 0.0 billion yen YoY

- Sales of semiconductor-related devices remained solid

■ Operating Profit: up 1.0 billion yen YoY

- Controlled costs by reviewing investment projects



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Summary of FY2025 Full-Year Forecasts



- Sales will probably decline amid ongoing weakness in semiconductor market (after excluding generative AI)
 and impact of higher yen
- Anticipating higher earnings on structural reforms*1

*1: For details, please see the "Progress Report on New Growth Strategy Phase I" https://www.ushio.co.jp/en/ir/library/brief note/

Net Sales

170.0 billion yen (down ¥7.6 billion YoY)

- Industrial Processes (down ¥2.9 billion YoY)
 - ·Lower sales of existing lithography equipment. DLT system sales to be recognized despite delays in some deals
- Visual Imaging (down ¥4.8 billion YoY)
 - •While projector sales remained solid, shift to solid-state light sources in the cinema business and higher yen detracted from performance

Operating Profit

10.0 billion yen (up ¥1.1 billion YoY)

- Industrial Processes (down ¥3.1 billion YoY)
 - ·Reflected lower sales and higher forward investments related to DLT systems
- Visual Imaging (up ¥3.7 billion YoY)
 - ·Improved profitability by lowering inventory write-downs recorded a year earlier and undertaking structural reforms

Profit Attributable to Owners of Parent

FOREX rate

7.0 billion yen*2 (up ¥0.2 billion YoY)

*2: While assuming gain on sales of investment securities (including cross-shareholdings) and business restructuring expenses, have excluded them from forecasts as they are hard to estimate at this juncture

Foreign exchange rates: USD = ¥140, EUR = ¥155

(Reference) Forex sensitivity: Annual impact from 1 yen fluctuation

[vs USD] Net sales: Approximately ¥1.00 billion, Operating profit: Approximately ¥0.12 billion



Key risks and responses

Risk 1: Additional tariffs on cinema and general imaging projectors exported to United States

We manufacture around 80% of these projectors in China, exporting some to the United States.

Response: Mitigate impact by lifting production ratio in Canada, which currently accounts for around 20% of the total

Risk 2: Additional tariffs on light source exports to United States

Mainly produce these offerings in Japan and the Philippines, shipping some to the United States

Response: Alleviate impact by adjusting prices to pass on costs

Risk 3: Key indirect impact concerns

- Delayed or standstill investment decisions in semiconductor sector in response to uncertainties surrounding tariff and other developments
- · Impacts of tariffs on foreign films on U.S. cinema operations and Hollywood film production

Forecasts reflect some but not all impacts owing to high uncertainty

We will keep monitoring trends and act as necessary to minimize their impacts on performance

FY2025 Full-Year Forecasts: Summary



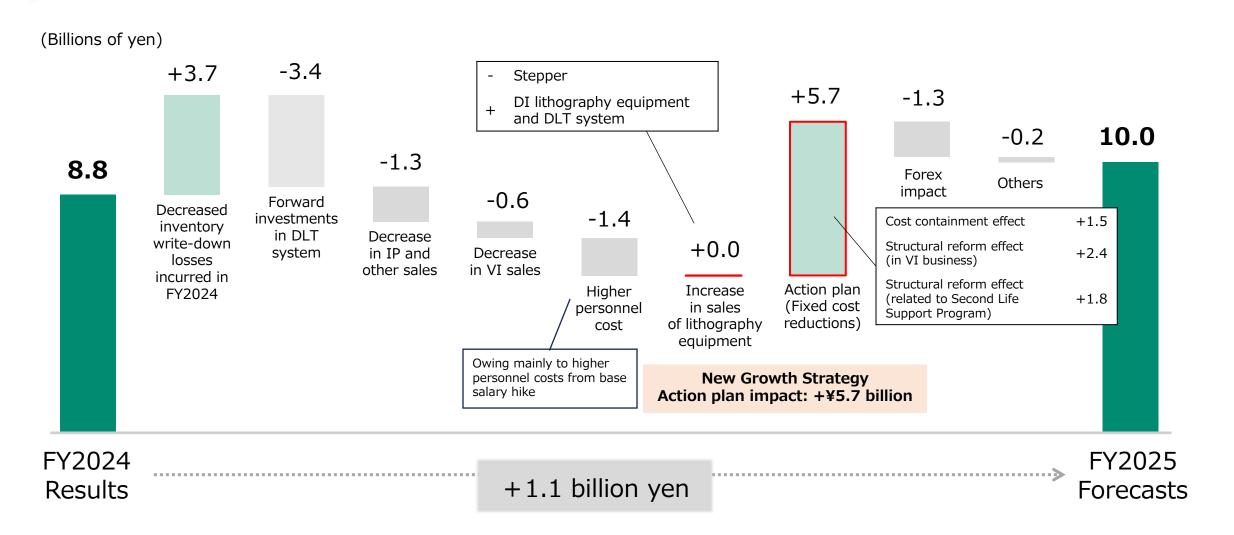
		FY2024	FY2025	YoY Comparison		
(Bil	lions of yen)	Results	Forecasts	Changes	(%)	
Net Sales		177.6	170.0	-7.6	-4.3%	
Operating Profit		8.8	10.0	+1.1	+13.3%	
Operating Margin		5.0%	5.9%	+0.9P	-	
Ordinary Profit		12.4	10.5	-1.9	-15.7%	
Profit Attributable to Owners of Parent		6.7	7.0	+0.2	+3.0%	
EPS (yen)		70.27	79.45	+9.18	+13.1%	
ROE		3.1%	3.5%	+0.4P	-	
Annual dividend (yen)		70	70	-	-	
FOREX rate	USD	153	140	-13	-	
(yen)	EUR	164	155	-9	-	

(Reference) Forex sensitivity: Annual impact from 1 yen fluctuation

[vs USD] Net Sales: Approximately ¥1.00 billion, Operating profit: Approximately ¥0.12 billion

YoY Variation Analysis of Operating Profit for FY2025





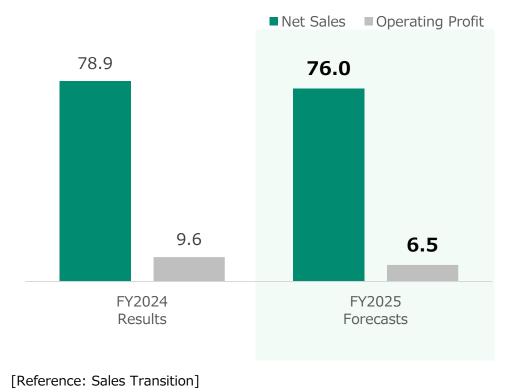
FY2025 Full-Year Forecasts: By Business Segments



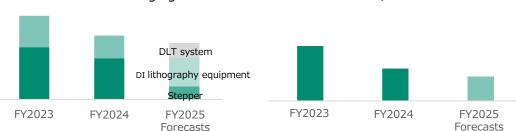
		FY2024	FY2025	YoY Comparison			
	(Billions of yen)	Results	Forecasts	Changes	(%)		
	Net Sales	78.9	76.0	-2.9	-3.7%		
Industrial Processes	Operating Profit [Operating Margin]	9.6 [12.2%]	6.5 [8.6%]	-3.1 [-3.6P]	-32.5% -		
	Net Sales	80.8	76.0	-4.8	-6.1%		
Visual Imaging	Operating Profit [Operating Margin]	0.7 [0.9%]	4.5 [5.9%]	+3.7 [+5.0P]	+516.7%		
	Net Sales	6.1	6.0	-0.1	-1.8%		
Life Sciences	Operating Profit [Operating Margin]	-1.0 [-17.7%]	-0.6 [-10.0%]	+0.4 [+7.7P]	-		
	Net Sales	10.3	10.5	+0.1	+1.8%		
Photonics Solutions	Operating Profit [Operating Margin]	-0.4 [-4.0%]	-0.4 [-3.8%]	+0.0 [+0.2P]	-		
	Net Sales	1.3	1.5	+0.1	+9.2%		
Others	Operating Profit [Operating Margin]	0.0 [6.0%]	0.0 [0.0%]	-0.0 [-6.0P]	-		
	Net Sales	177.6	170.0	-7.6	-4.3%		
Total	Operating Profit [Operating Margin]	8.8 [5.0%]	10.0 [5.9%]	+1.1 [+0.9P]	+13.3%		

FY2025 Full-Year Forecasts: Industrial Processes





Lithography Equipment for EUV Light Source for EUV Mask Advanced Packaging Inspection



■ Business environment assumptions

While generative AI-related markets should grow, expecting only a moderate recovery in overall semiconductor market, and will monitor impact of U.S. tariff measures on semiconductor sector

- Overcapacity to keep afflicting substrate market, with investments remaining weak
- Demand for smartphones, PCs, and other final products to slowly recover
- Demand for power semiconductors and electronic devices to remain uncertain
- Rising uncertainties from tariff and other developments fueling concerns over customers delaying investment decisions

■ Net Sales: down 2.9 billion yen YoY

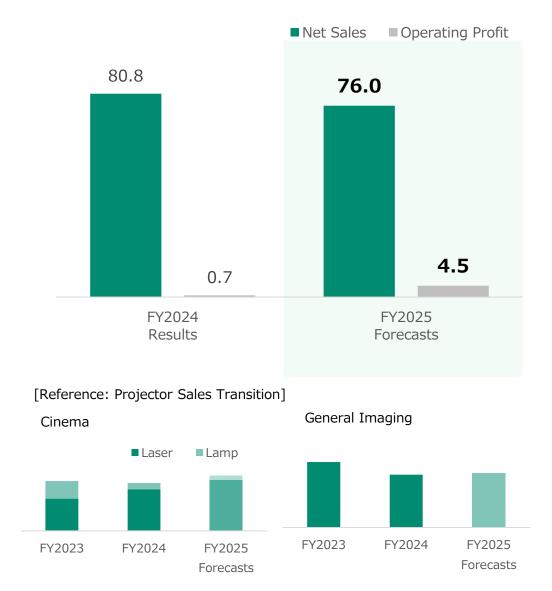
- Stepper sales to decline. Sales of direct imaging lithography equipment to edge up
- DLT system sales to be recognized from Q4 despite some deal delays amid market uncertainties
- UV lamp and other light source demand to remain unchanged owing to stable operations
- EUV sales down owing to lower prices, albeit with cost reductions helping maintain profitability

■ Operating Profit: down 3.1 billion yen YoY

- DLT systems-related forward investments to increase
- Anticipating gradual improvement in capacity utilization rate for lithography equipment

FY2025 Full-Year Forecasts: Visual Imaging





■ Business environment assumptions

While demand should remain firm, will monitor impacts of Chinese economy and U.S. tariff measures

Cinema market

- Cinema operations and projector replacement demand should remain strong
- Trend toward projectors employing solid-state light sources should continue
- Performance impact of concerns over prospective tariffs on foreign films remains unclear

General imaging market

Demand should be solid for large-scale productions and advanced video production needs

■ Net Sales: down 4.8 billion yen YoY

- Unit sales of cinema and general imaging projectors should both increase
- Projector lamp sales to decline amid shift to solid-state light sources
- Yen's appreciation to lower sales

■ Operating Profit: up 3.7 billion yen YoY

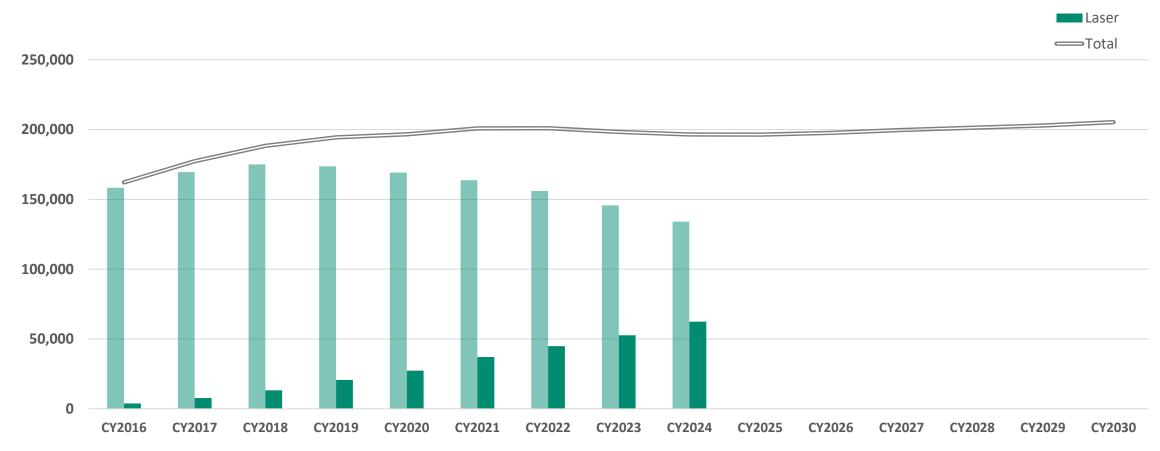
- Profitability should improve on lower inventory write-downs and structural reforms

Supplementary Information on Visual Imaging Business



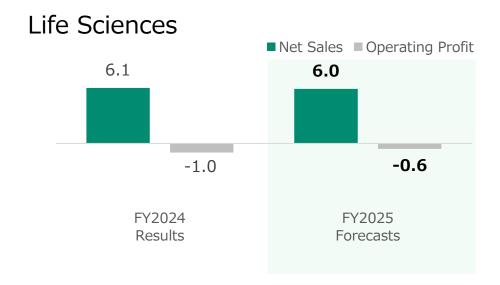
Lamp

■ Cinema Screen Numbers and Light Source Trend Forecasts



FY2025 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: down 0.1 billion yen YoY

- Sales to be flat for environmental hygiene solutions and medical equipment

■ Operating Profit: up 0.4 billion yen YoY

Should improve profitability by more closely monitoring new business projects and controlling costs

■ Business environment assumptions

Demand to remain stable, primarily for semiconductor and other industry applications

■ Net Sales: up 0.1 billion yen YoY

- Sales likely to remain flat, primarily in semiconductor-related areas

■ Operating Profit: up 0.0 billion yen YoY

Looking to improve profitability by reviewing development projects

Shareholder Returns



Dividends per Share

(Dividend policy) Generating stable returns

Will set dividend floor of ¥70 per share annually for FY2024-FY2026 in line with New Growth Strategy

FY2025: ¥70 per share (plan)

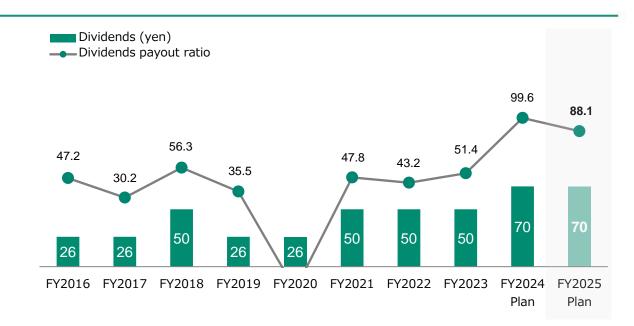


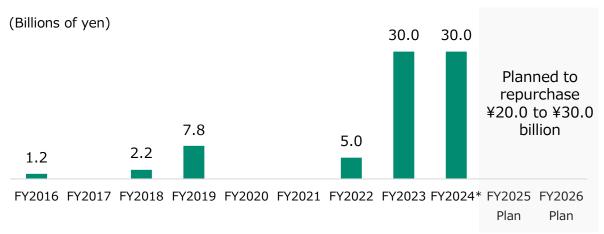
[Buyback policy] Flexibly repurchase shares

FY2024-FY2026: Invest cumulative ¥50.0-¥60.0 billion in share repurchases in line with New Growth Strategy

FY2025-FY2026:

Planned to repurchase ¥20.0 to ¥30.0 billion





* Including shares repurchased up to April 4, 2025



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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 projector general imaging
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			FY2	YoY Cor	mparison		
(Billions o	of yen)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Changes	(%)
Net Sales		39.2	45.7	47.5	46.9	37.5	48.1	42.4	49.5	+2.6	+5.6%
Operating Profit		2.0	2.9	5.2	2.7	0.3	3.9	3.1	1.4	-1.3	-48.3%
Operating Margin		5.2%	6.4%	11.0%	5.9%	0.9%	8.2%	7.4%	2.9%	-3.0P	-
Ordinary Prof	fit	2.8	3.4	6.3	3.4	1.4	3.9	5.0	1.9	-1.4	-42.7%
Profit Attribut to Owners of		1.7	2.4	4.4	2.0	0.2	2.0	3.4	1.0	-1.0	-49.9%
EPS (yen)		15.36	21.65	40.72	20.06	2.92	20.26	36.07	11.56	-8.50	-42.4%
FOREX rate	USD	136	144	149	147	155	153	149	154	+7	-
(yen)	EUR	148	158	159	160	167	166	162	160	+0	-

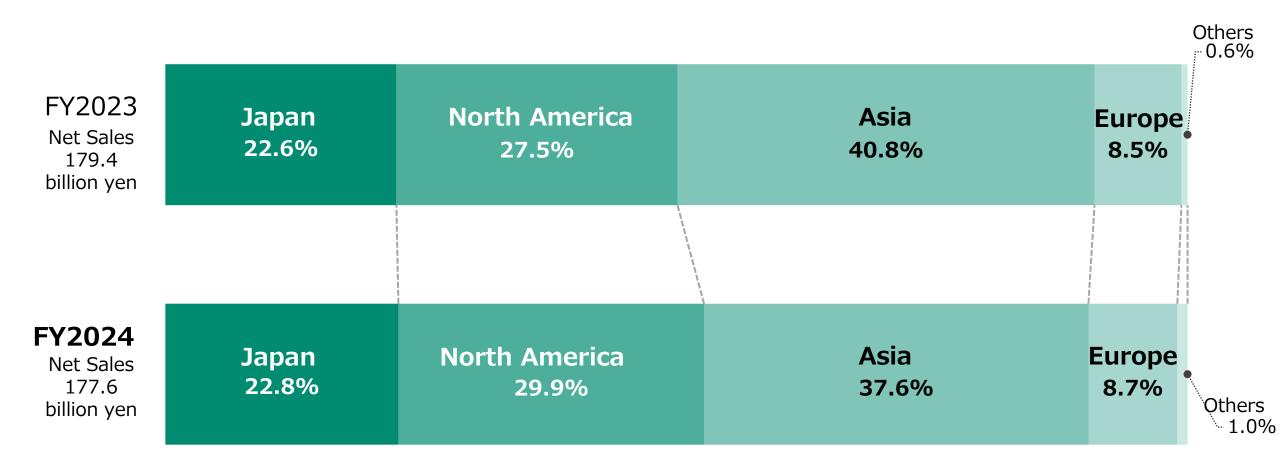
Reference: Summary of Quarterly Financial Results by Business Segments



			FY2	023			FY2	.024		YoY Con	nparison
	(Billions of yen)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Changes	(%)
	Net Sales	17.4	20.3	22.5	21.7	15.5	22.0	17.0	24.3	+2.5	+11.79
Industrial Processes	Operating profit	2.2	1.7	4.0	2.8	1.0	4.1	1.8	2.5	-0.3	-11.2%
Processes	Operating Margin	12.9%	8.4%	18.1%	13.1%	6.7%	19.1%	10.9%	10.4%	-2.7P	
	Net Sales	17.6	21.2	20.3	21.2	17.5	21.6	21.1	20.5	-0.7	-3.6%
Visual	Operating profit	0.6	2.3	1.5	1.2	-0.4	0.3	1.5	-0.7	-2.0	
Imaging	Operating Margin	3.5%	11.2%	7.8%	6.1%	-2.7%	1.6%	7.5%	-3.5%	-9.6P	
	Net Sales	1.3	1.3	1.3	1.1	1.5	1.5	1.4	1.6	+0.4	+34.8%
Life Sciences	Operating profit	-0.4	-0.7	-0.4	-0.6	-0.1	-0.3	-0.2	-0.2	+0.3	
Sciences	Operating Margin	-32.7%	-57.1%	-36.1%	-54.6%	-11.1%	-25.4%	-16.7%	-17.6%	+37.0P	
	Net Sales	2.5	2.5	2.8	2.3	2.5	2.5	2.4	2.6	+0.3	+16.6%
Photonics Solutions	Operating profit	-0.3	-0.3	-0.1	-0.6	-0.0	-0.2	-0.0	-0.0	+0.5	
Solutions	Operating Margin	-12.9%	-14.9%	-5.0%	-28.9%	-2.3%	-8.6%	-2.0%	-3.1%	+25.8P	
	Net Sales	0.2	0.3	0.3	0.3	0.2	0.3	0.3	0.3	+0.0	+10.2%
Others	Operating profit	-0.0	-0.0	0.1	0.0	0.0	0.0	-0.0	0.0	-0.0	-37.9%
	Operating Margin	-22.9%	-16.7%	51.7%	23.5%	1.1%	8.8%	-0.6%	13.2%	-10.3P	
	Net Sales	39.2	45.7	47.5	46.9	37.5	48.1	42.4	49.5	+2.6	+5.6%
Total	Operating profit	2.0	2.9	5.2	2.7	0.3	3.9	3.1	1.4	-1.3	-48.3%
	Operating Margin	5.2%	6.4%	11.0%	5.9%	0.9%	8.2%	7.4%	2.9%	-3.0P	

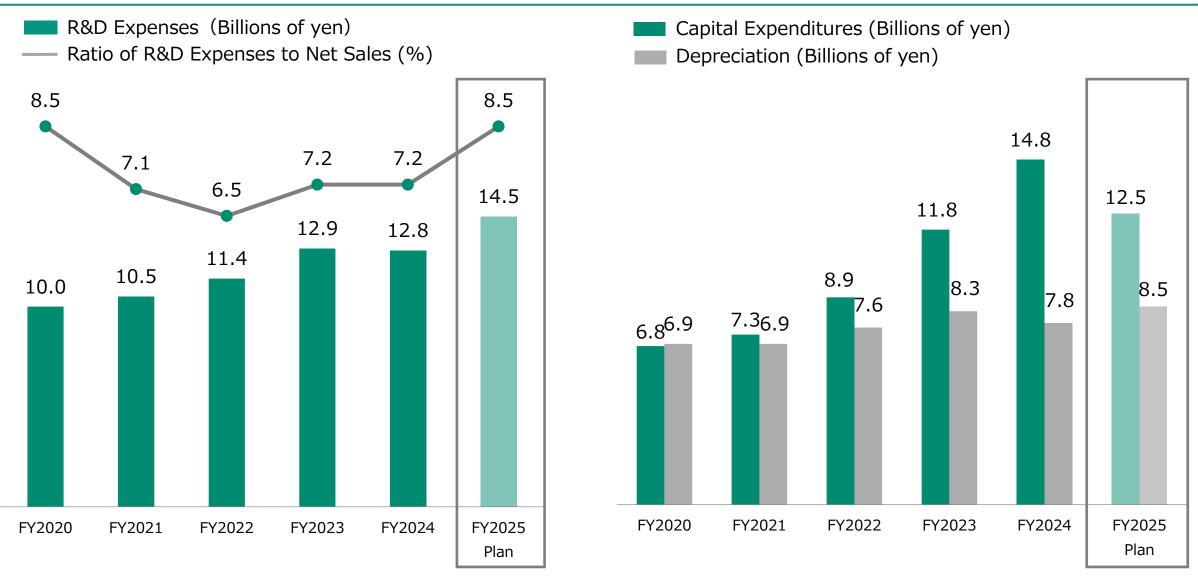
Reference: Sales Ratio by Region





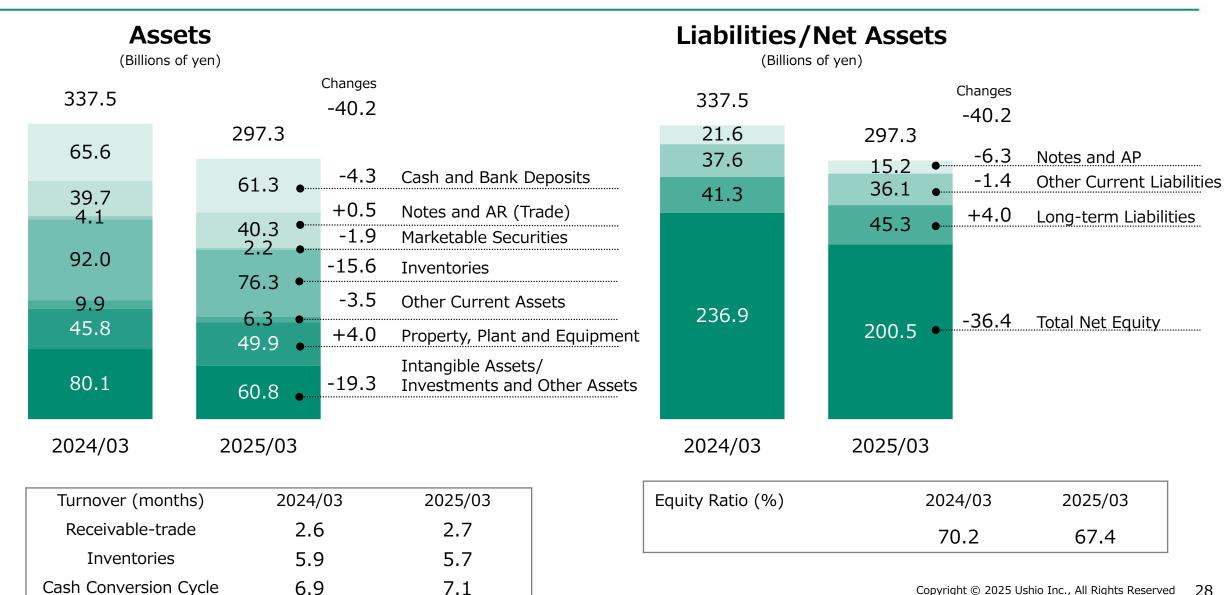
Reference: R&D Expenses/Capital Expenditures and Depreciation





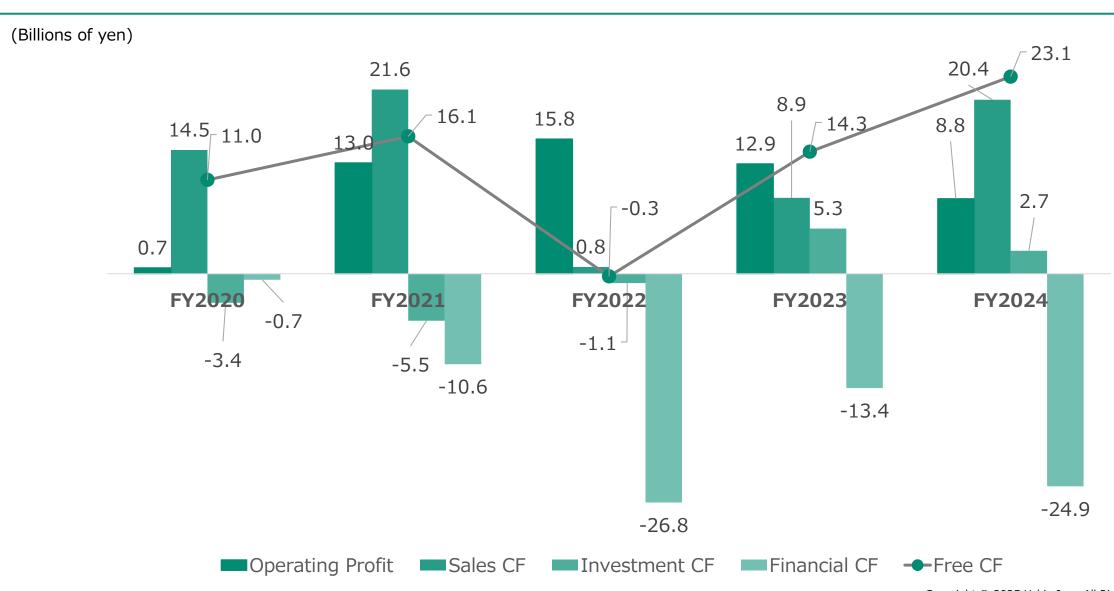
Reference: Balance Sheet





Reference: Cash Flow





Glossary

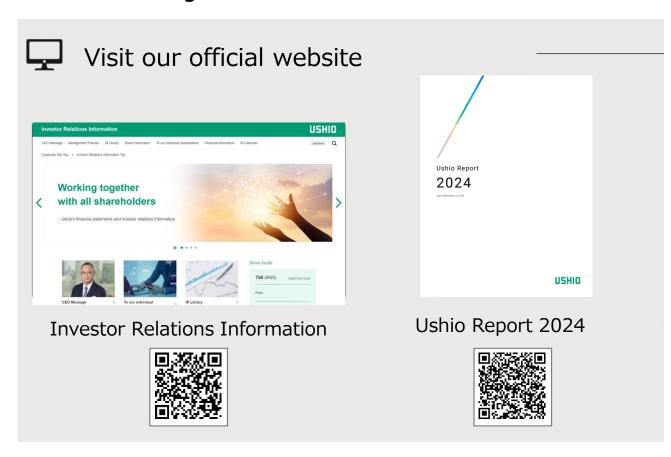


AI	Artificial Intelligence
DCP	Digital Cinema Projector
DI	Direct Imaging: An exposure technique that draws patterns directly without using a mask
DLT	Digital Lithography Technology
EUV	Extreme Ultraviolet Radiation
FPD	Flat Panel Display
OA	Office Automation
Advanced packaging	An advanced packaging 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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