

First Quarter FY2024 Financial Results

Ushio Inc.
August 5, 2024

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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.

USHIO
Applying Light to Life



I'm Asahi, President and Chief Executive Officer of Ushio Inc.

Based on the financial results disclosed on our website today, I would like to explain the details of our financial results for the first quarter of the fiscal year ending March 31, 2025.

■ Q1 FY2024 Results

- Although both down, revenues and earnings **exceeded targets** after factoring out one-time costs
- **Efforts to select and prioritize businesses contributed to performance**, while growth and development investments **progressed on track**

■ FY2024 Forecasts

- **Retaining forecasts** for now while keeping close tabs on business climate uncertainties
- **Making progress toward expanding sales** of lithography equipment from H2

■ Progress with Share Buybacks

- **Doing well**, with around 20% of buybacks completed

Here are the topics I would like to share today.

The performance for the first quarter resulted in a decrease in revenue and profit, but after factoring out the temporary inventory valuation loss, the results exceeded our internal targets, including the effects of the yen's depreciation.

The efforts to select and prioritize businesses contributed. Forward investments and development investments for future growth are progressing as planned.

We retain the full-year forecasts for now, as we need to closely monitor fluidity of deals, foreign exchange rate trends and other business conditions.

Furthermore, for lithography equipment, orders for the second half are mostly confirmed, and we are making steady progress towards sales expansion, but we will pay close attention to the timing of inspections.

The 30 billion yen buyback of our own shares, announced in May, has progressed steadily to about 20% as of July 31.

First, I would like to explain the performance for the first quarter.

(Move on to slide 4)

I. Financial Results for Q1 FY2024

II. Full-Year Forecasts for FY2024

III. Progress with New Growth Strategies

IV. Supplementary Information

Net Sales 37.5 billion yen	YoY Comparison: -1.7 billion yen (-4.4%) <ul style="list-style-type: none"> - Industrial Processes Business: Decrease owed to prolonged deterioration in semiconductor market conditions - Visual Imaging Business: Revenues flat, as lower yen offset impact of Hollywood strikes
Operating Profit 0.3 billion yen	YoY Comparison: -1.7 billion yen (-83.3%) <ul style="list-style-type: none"> - Revenue drop drove earnings down - Higher selling, general and administrative expenses (forward investments based on new growth strategies and personnel costs) contributed to lower earnings
Profit Attributable to Owners of Parent 0.2 billion yen	YoY Comparison: -1.4 billion yen (-83.4%) Non-operating Income <ul style="list-style-type: none"> - Foreign exchange gains: 0.3 billion yen (Q1 FY2023: - billion yen) Extraordinary income - Gain on sale of investment securities: - billion yen (Q1 FY2023: 0.3 billion yen)

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Here is the performance summary.

Net sales decreased.

This is due to a sales decline in Industrial Processes business, as the impact of delays in related capital investments lead from the prolonged deterioration in semiconductor market conditions.

On the other hand, sales remained flat in Visual Imaging business with currency effects from yen's depreciation, despite a sales decrease in cinema field due to the Hollywood strike.

Operating profit decreased.

Main factors for the decrease in profit are the decrease in sales and an increase in SG&A expenses.

The increase in SG&A expenses was mainly due to forward investments based on new growth strategies and personnel costs.

Quarterly net profit decreased.

Foreign exchange gains in non-operating income due to the yen's depreciation contributed to increase, but a decrease in extraordinary income from the sale of investment securities led to the decrease.

Next, I would like to explain the details of increase and decrease in operating profit using a step-by-step chart.

(Move on to slide 6)

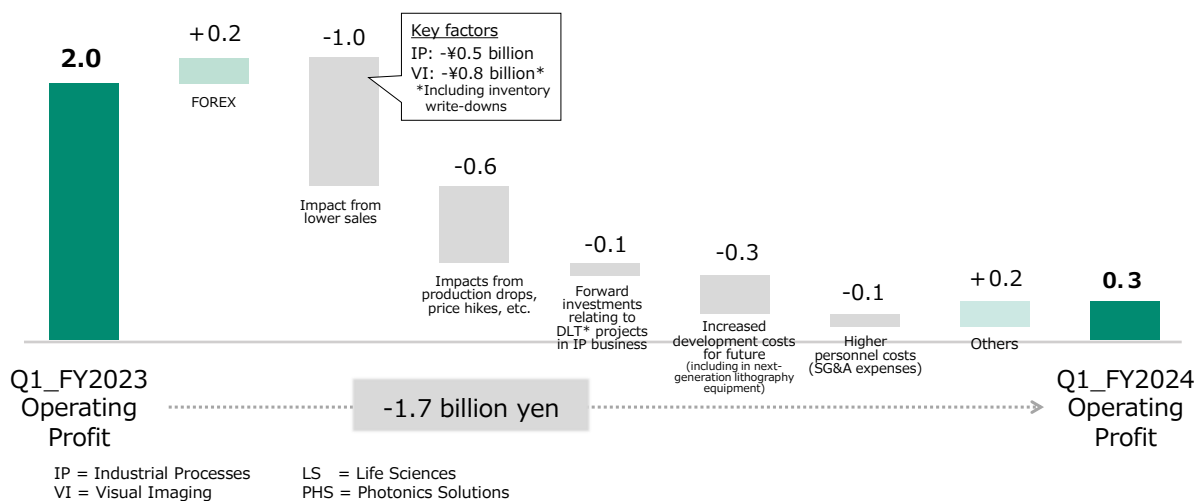
Q1 FY2024 Summary of Financial Results

(Billions of yen)	Q1 FY2023 Results	Q1 FY2024 Results	YoY Comparison		
			Changes	(%)	
Net Sales	39.2	37.5	-1.7	-4.4%	
Operating Profit	2.0	0.3	-1.7	-83.3%	
Operating Margin	5.2%	0.9%	-4.3P	-	
Ordinary Profit	2.8	1.4	-1.3	-48.4%	
Profit Attributable to Owners of Parent	1.7	0.2	-1.4	-83.4%	
EPS (yen)	15.36	2.92	-12.44	-81.0%	
FOREX rate (yen)	USD	136	155	+ 19	-
	EUR	148	167	+ 19	-

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YoY Variation Analysis of Operating Profit for Q1 FY2024

(Billions of yen)



* DLT: Digital Lithography Technology. Hereinafter referred to as the same.

Here is the main breakdown of the 1.7 billion yen decrease in operating profit. Although currency effects of the yen's depreciation contributed to increase, profit decreased due to the lower sales, the expansion of forward investments for future growth and the impact of increased related personnel costs.

For more details, I would like to explain the financial results by segment.

(Move on to slide 8)

Q1 FY2024 Financial Results by Business Segments

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(Billions of yen)		Q1 FY2023 Results	Q1 FY2024 Results	YoY Comparison	
				Changes	(%)
Industrial Processes	Net Sales	17.4	15.5	-1.8	-10.8%
	Operating Profit [Operating Margin]	2.2 [12.9%]	1.0 [6.7%]	-1.1 [-6.1P]	-53.3% -
Visual Imaging	Net Sales	17.6	17.5	-0.0	-0.4%
	Operating Profit [Operating Margin]	0.6 [3.5%]	-0.4 [-2.7%]	-1.0 [-6.2P]	- -
Life Sciences	Net Sales	1.3	1.5	+0.1	+11.3%
	Operating Profit [Operating Margin]	-0.4 [-32.7%]	-0.1 [-11.1%]	+0.2 [+21.6P]	- -
Photonics Solutions	Net Sales	2.5	2.5	+0.0	+1.9%
	Operating Profit [Operating Margin]	-0.3 [-12.9%]	-0.0 [-2.3%]	+0.2 [+10.6P]	- -
Others	Net Sales	0.2	0.2	+0.0	+2.1%
	Operating Profit [Operating Margin]	-0.0 [-22.9%]	0.0 [1.1%]	+0.0 [+24.0P]	- -
Total	Net Sales	39.2	37.5	-1.7	-4.4%
	Operating Profit [Operating Margin]	2.0 [5.2%]	0.3 [0.9%]	-1.7 [-4.3P]	-83.3% -

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Q1 FY2024: Industrial Processes Results

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(Billions of yen)	Q1 FY2023 Results	Q1 FY2024 Results	YoY Comparison	
			Changes	(%)
Net Sales	17.4	15.5	-1.8	-10.8%
Operating Profit	2.2	1.0	-1.1	-53.3%
Operating Margin	12.9%	6.7%	-6.1P	-
Net Sales by Subsegment				
UV Lamps	3.3	3.7	+0.4	+13.4% ③
OA Lamps	1.3	1.4	+0.1	+9.4%
Optical Equipment Lamps	2.7	2.7	-0.0	-0.2%
Light Source Business	7.4	8.0	+0.5	+7.6%
Lithography Equipment	5.4	3.8	-1.5	-28.5% ①
Other Optical Equipment	4.6	3.7	-0.9	-19.7% ②
Optical Equipment Business	10.0	7.5	-2.4	-24.4%
Total	17.4	15.5	-1.8	-10.8%

■ Net Sales: Down 1.8 billion yen YoY

- Equipment sales dropped on curtailed and postponed capital investments ①
- Maintenance revenues decreased owing to lower operations of light sources for EUV mask inspections ②
- Steady operations of installed equipment contributed to sales ③

■ Operating Profit: Down 1.1 billion yen YoY

- Earnings declined from lower revenues
- Expanded forward (development) investments for growth in lithography equipment

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Industrial Processes business experienced a decrease in sales and profit.

Amid a gradual recovery trend in the semiconductor market, sales of UV lamps increased due to solid operations of related equipment and the currency effect from the yen's depreciation.

On the other hand, sales of lithography equipment decreased owing to the continued impact of investment restraint and postponement.

Furthermore, although profit margins for EUV mask inspection light sources improved due to cost reduction efforts, maintenance income from the light sources decreased owing to lower operations.

Operating profit decreased due to a decrease in revenue from lithography equipment and the expansion of development investments for future growth.

Q1 FY2024: Visual Imaging Results

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(Billions of yen)	Q1 FY2023 Results	Q1 FY2024 Results	YoY Comparison	
			Changes	(%)
Net Sales	17.6	17.5	-0.0	-0.4%
Operating Profit	0.6	-0.4	-1.0	-
Operating Margin	3.5%	-2.7%	-6.2P	-
Net Sales by Subsegment				
Projector Lamps	3.0	2.8	-0.2	-8.0% ②
Illumination Lamps	0.7	0.9	+0.1	+18.1%
Light Source Business	3.8	3.7	-0.1	-2.7%
Cinema	6.7	5.9	-0.7	-11.4% ①
General Imaging	6.9	7.8	+0.8	+11.6% ③
Imaging Equipment	13.7	13.7	+0.0	+0.3%
Total	17.6	17.5	-0.0	-0.4%

■ Net Sales: Down 0.0 billion yen YoY

- Lower digital cinema projector sales reflected reduced investment appetite stemming from impacts of strikes and other factors ①
- Sales for cinema declined owing to lower cinema operations ②
- Steady capital investments to cater to growing video production needs ③
- Lower yen contributed to sales gains

■ Operating Profit: Down 1.0 billion yen YoY

- Posted inventory write-downs for maintenance parts
- Selling, general and administrative expenses rose (primarily personnel costs)

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Visual Imaging business experienced a decrease in sales and profit.

In the cinema field, impact of Hollywood strike led to a decrease in investment appetites in theaters, resulting in a decrease in sales of digital cinema projectors. Operation of theaters also decreased due to the impact, leading to a decrease in projector lamp sales for cinema.

On the other hand, in the general imaging field, demand for video production continued to be solid. As such, with currency effect from the yen's depreciation, overall sales remained flat.

Operating profit decreased due to the temporary inventory write-downs recorded for maintenance service parts related to discontinued products. Planned wage increases in the U.S. also caused a decrease in profit.

Q1 FY2024: Life Sciences and Photonics Solutions Results

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Life Sciences

(Billions of yen)	Q1 FY2023 Results	Q1 FY2024 Results	YoY Comparison	
			Changes	(%)
Net Sales	1.3	1.5	+0.1	+11.3%
Operating Profit	-0.4	-0.1	+0.2	-
Operating Margin	-32.7%	-11.1%	+21.6P	-

■ Net Sales: Up 0.1 billion yen YoY

- Increased sodium lamp sales

■ Operating Profit: Up 0.2 billion yen YoY

- Profit margins improved on sales of lamps for which we had previously written down inventories
- Continued to constrain investments

Photonics Solutions

(Billions of yen)	Q1 FY2023 Results	Q1 FY2024 Results	YoY Comparison	
			Changes	(%)
Net Sales	2.5	2.5	+0.0	+1.9%
Operating Profit	-0.3	-0.0	+0.2	-
Operating Margin	-12.9%	-2.3%	+10.6P	-

■ Net Sales: Up 0.0 billion yen YoY

- Lifted sales to semiconductor-related customers

■ Operating Profit: Up 0.2 billion yen YoY

- Boosted earnings from constraining investments

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Life Sciences business experienced an increase in sales and profit.

Sales of sodium lamps for plant cultivation, which had previously recorded inventory write-downs, have increased, contributing to an improvement in profit margins.

Photonics Solutions business experienced an increase in sales and profit.

Sales for semiconductors have increased due to the recovery of the semiconductor market. Operating profit increased due to a reduction in SG&A expenses as a result of selective investments.

Q1 Progress (by Segment) toward Full-Year Forecasts for FY2024

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	(Billions of yen)	FY2024 Forecasts Unchanged	Q1 FY2024 Results	Progress rate	Outlook for Q2 and Beyond
Industrial Processes	Net Sales	79.0	15.5	19.7%	<ul style="list-style-type: none"> Lithography equipment sales should return to growth path from H2, with sales increasing Forward investments in DLT projects and development investments in next-generation lithography equipment progressed as planned, with growth expected in H2
	Operating Profit [Operating Margin]	3.5 [4.4%]	1.0 [6.7%]	30.0% -	
Visual Imaging	Net Sales	78.0	17.5	22.5%	<ul style="list-style-type: none"> Cinema lamp sales should be flat owing to Hollywood strikes Digital cinema projector sales should expand from Q2 on seasonal demand, while sales from general imaging deals should increase Continued striving to streamline operations
	Operating Profit [Operating Margin]	4.5 [5.8%]	-0.4 [-2.7%]	- -	
Life Sciences	Net Sales	5.0	1.5	30.9%	<ul style="list-style-type: none"> Revenues and earnings should remain flat from Q2 Will continue to constrain investments
	Operating Profit [Operating Margin]	-2.0 [-40.0%]	-0.1 [-11.1%]	8.6% -	
Photonics Solutions	Net Sales	11.5	2.5	22.2%	<ul style="list-style-type: none"> Sales should stay flat Development investments should rise
	Operating Profit [Operating Margin]	-1.0 [-8.7%]	-0.0 [-2.3%]	5.9% -	
Others	Net Sales	1.5	0.2	19.2%	
	Operating Profit [Operating Margin]	0.0 [0.0%]	0.0 [1.1%]	- -	
Total	Net Sales	175.0	37.5	21.5%	
	Operating Profit [Operating Margin]	5.0 [2.9%]	0.3 [0.9%]	6.9% -	

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Based on the progress in the first quarter, I would like to explain the outlook for each segment from the second quarter onwards.

Industrial Processes business is expected to return to a growth path with an increase in lithography equipment sales as planned from the second half of the year. We are targeting further growth from next fiscal year and beyond by newly adding digital lithography system to our product line.

On the other hand, we will continue investments for future growth as planned, with an increase expected from the second quarter onwards. As a result, the improvement in profit margin for the current fiscal year should be limited, but we will steadily promote initiatives to achieve growth and expansion in the next fiscal year and beyond.

In Visual Imaging business, sales of digital cinema projectors in the cinema field are expected to increase from the second quarter and beyond due to seasonality. In the general imaging field, with the number of deals starting to pile up, both sales and profits are expected to increase. The first quarter started with a deficit, but we aim to achieve the planned figures through sales recovery from the second quarter onwards and efforts to improve management efficiency.

The Life Sciences and Photonics Solutions businesses are as described on the slide.

This concludes the explanation for the first quarter financial results.

I will not go into the details of the full-year forecasts, which is in the next chapter, as we retain our previously announced forecasts.

Next, I would like to explain shareholder returns.

(Move on to slide 20)

I. Financial Results for Q1 FY2024

II. Full-Year Forecasts for FY2024

III. Progress with New Growth Strategies

IV. Supplementary Information

Summary of FY2024 Full-Year Forecasts

Revenues and earnings should decline owing to dip in lithography equipment sales and expanded forward investments (performance is expected to recover from FY2025*)

Net Sales

- **175.0 billion yen (Down 4.4 billion yen YoY)**

- Industrial Processes (Down ¥3.1 billion YoY)
 - Lower lithography equipment sales and EUV light source maintenance revenues
- Visual Imaging (Down ¥2.5 billion YoY)
 - Reduced sales owing to lower investments and capacity utilization restraints, primarily in cinema area, offsetting solid demand for general imaging equipment

*For details, please see the New Growth Strategy: [Financial Results / Financial Presentation | USHIO INC.](#)

Operating Profit

- **5.0 billion yen (Down 7.9 billion yen YoY)**

- Industrial Processes (Down ¥7.3 billion YoY)
 - Decrease reflecting lower sales, impact from temporary reduction in lithography equipment production and expanded forward investments
- Visual Imaging (Down ¥1.3 billion YoY)
 - Decrease owing to lower sales

Profit Attributable to Owner of Parent

- **4.5 billion yen* (Down 6.2 billion yen YoY)**

- * Execution of the sale of certain policy shares and other securities is planned for FY2024, but their impacts on performance have not been factored into those forecasts

FOREX rate

- **Foreign exchange rates: USD=145 yen, EUR=155 yen**

(Reference) Forex sensitivity: Annual impact from 1 yen fluctuation
[vs USD] Net sales: Approximately ¥1.00 billion, Operating profit: Approximately ¥0.12 billion

Remain as announced on May 14, 2024

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FY2024 Full-Year Forecast : Summary

(Billions of yen)	FY2023 Results	FY2024 Forecasts	YoY Comparison		
			Changes	(%)	
Net Sales	179.4	175.0	-4.4	-2.5%	
Operating Profit	12.9	5.0	-7.9	-61.5%	
Operating Margin	7.2%	2.9%	-4.4P	-	
Ordinary Profit	16.0	6.5	-9.5	-59.6%	
Profit Attributable to Owners of Parent	10.7	4.5	-6.2	-58.3%	
EPS (yen)	97.22	46.79	-50.43	-51.9%	
ROE	4.5%	2.0%	-2.5P	-	
Annual dividend (yen)	50	70	+20	-	
FOREX rate (yen)	USD	144	145	+1	-
	EUR	156	155	-1	-

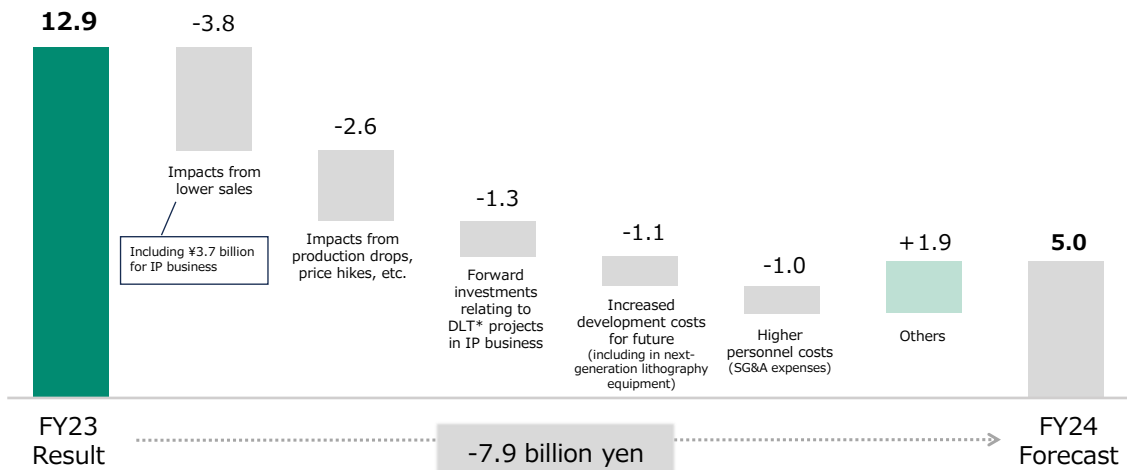
(Reference) Forex sensitivity: Annual impact from 1 yen fluctuation
 [vs USD] Net Sales: Approximately ¥1.00 billion, Operating profit: Approximately ¥0.12 billion

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Remain as announced on May 14, 2024



YoY Variation Analysis of Operating Profit for FY2024



* DLT: Digital Lithography Technology

Remain as announced on May 14, 2024

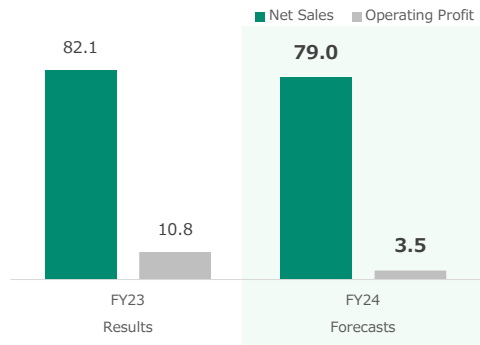


FY2024 Full-Year Forecast : By Business Segments

	(Billions of yen)	FY2023 Results	FY2024 Forecasts	YoY Comparison	
				Changes	(%)
Industrial Processes	Net Sales	82.1	79.0	-3.1	-3.8%
	Operating Profit [Operating Margin]	10.8 [13.2%]	3.5 [4.4%]	-7.3 [-8.8P]	-67.8% -
Visual Imaging	Net Sales	80.5	78.0	-2.5	-3.1%
	Operating Profit [Operating Margin]	5.8 [7.3%]	4.5 [5.8%]	-1.3 [-1.5P]	-23.6% -
Life Sciences	Net Sales	5.2	5.0	-0.2	-4.1%
	Operating Profit [Operating Margin]	-2.3 [-44.7%]	-2.0 [-40.0%]	+0.3 [+4.7P]	- -
Photonics Solutions	Net Sales	10.2	11.5	+1.2	+12.3%
	Operating Profit [Operating Margin]	-1.5 [-14.8%]	-1.0 [-8.7%]	+0.5 [+6.1P]	- -
Others	Net Sales	1.3	1.5	+0.1	+14.9%
	Operating Profit [Operating Margin]	0.1 [10.4%]	0.0 [0.0%]	-0.1 [-10.4P]	- -
Total	Net Sales	179.4	175.0	-4.4	-2.5%
	Operating Profit [Operating Margin]	12.9 [7.2%]	5.0 [2.9%]	-7.9 [-4.4P]	-61.5% -

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FY2024 Full-Year Forecasts : Industrial Processes



■ Business environment assumptions

While demand to remain weak, emerging signs of gradual recovery

- Semiconductor market should gradually recover from second half of 2024
- In advanced packaging market, investments should remain sluggish, but demand should gradually recover and expand from 2025 on generative AI-related investments
- In flat panel display market, demand should bottom out but remain sluggish

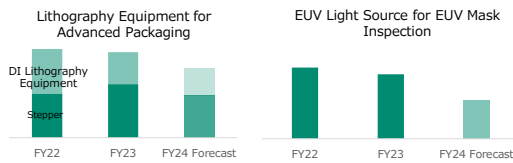
■ Net Sales: Down 3.1 billion yen YoY

- 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 7.3 billion yen YoY

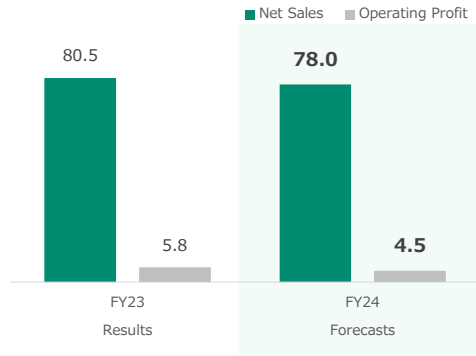
- Expanding forward (development) investments needed for future growth
→ Including in digital lithography system*, next-generation lithography equipment, and EUV light source
- Projecting losses from lower operating levels owing to temporary reduction in lithography equipment production

[Reference: Sales Transition]

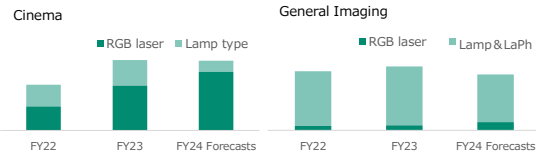


*Direct Imaging lithography equipment using digital lithography technology through partnership with Applied Materials

FY2024 Full-Year Forecasts : Visual Imaging



[Reference: Projector Sales Transition]



■ Business environment assumptions

While demand should be firm, keeping tabs on impact of worsening 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 deteriorating Chinese economy

■ Net Sales: Down 2.5 billion yen YoY

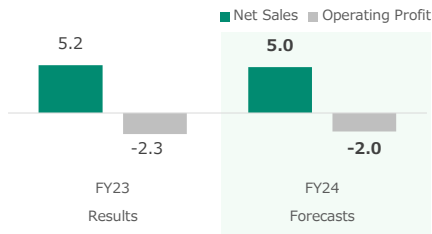
- Cinema (digital cinema projector) sales will probably decline on lower capital investments
- Anticipating higher general imaging equipment sales on robust demand
- Projector lamp sales should decrease owing curtailed cinema operations and shift to solid-state light sources

■ Operating Profit: Down 1.3 billion yen YoY

- Earnings to decline because of lower revenues
- Higher raw material prices for projector lamps should detract from profitability

FY2024 Full-Year Forecasts : Life Sciences and Photonics Solutions

Life Sciences



■ Business environment assumptions

Demand should remain stable for medical equipment and other offerings

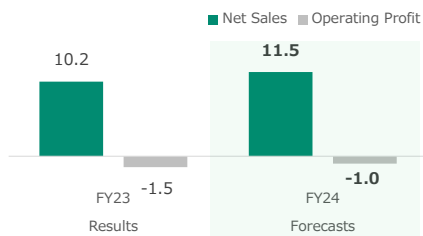
■ Net Sales: Down 0.2 billion yen YoY

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

■ Operating Profit: Up 0.3 billion yen YoY

- Further reducing SG&A expenses while selectively judging new business projects

Photonics Solutions



■ Business environment assumptions

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

■ Net Sales: Up 1.2 billion yen YoY

- Anticipating higher sales in semiconductor, industrial sensor, and other markets

■ Operating Profit: Up 0.5 billion yen YoY

- Projecting higher earnings on increased sales and pared development investment

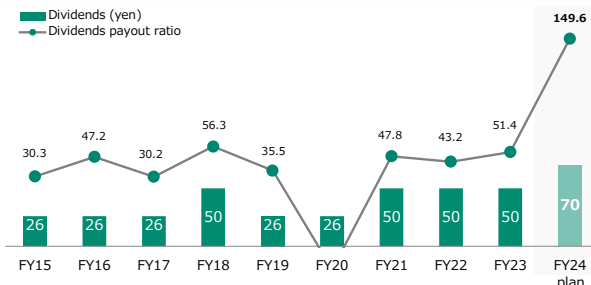
Dividends per Share

[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)

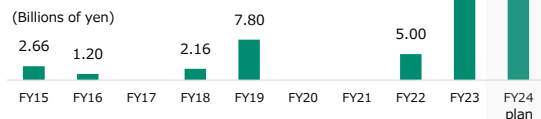
Total number of shares purchased: 20.00 million shares (max)

Steady progress with share buybacks

Status of purchase of treasury shares as of July 31, 2024

Total amount of purchased: **6.0 billion yen**

Total number of purchased: **2.88 million shares**



The dividend for the current fiscal year is expected to be 70 yen per share as initially planned, which is an increase by 20 yen, in line with the new growth strategy policy.

Share buybacks of up to 30 billion yen are progressing steadily. As of July 31, the cumulative total is 6.0 billion yen, 2.88 million shares, with a progress rate of about 20%. For more details, please check the release dated August 2.

Finally, I would like to explain the progress of our new growth strategy announced in May.

(Move on to slide 22)

I. Financial Results for Q1 FY2024

II. Full-Year Forecasts for FY2024

III. Progress with New Growth Strategies

IV. Supplementary Information

● **Step up advanced packaging business growth**

Progressed steadily toward contributing to performance in FY2025 through new equipment: Digital Lithography System

- Did well in gaining market recognition and negotiating deals
- Set up internal cross-functional project team established to accelerate efforts to generate sales
- Progressed on track in establishing mass production structure

Progressed well in negotiating deals and developing of next-generation steppers and direct imaging lithography equipment

● **Revamp business portfolio**

Initiated specific actions to execute relevant operations in Phase 1 (FY2024~2026)

- Reviewed criteria for assessing development themes and narrowed down new business creation projects
- Stringently assessed potential and competitiveness of unprofitable and low-margin businesses in each sub-segment
- Began shifting resources to priority businesses

I would like to explain the progress of the main measures of our new growth strategy, 'Step up advanced packaging business growth' and 'Revamp business portfolio.'

Regarding the 'Step up advanced packaging business growth,' after the strategic partnership with Applied Materials, we set up internal cross-functional project team and accelerated efforts.

Evaluation by major customers has progressed, and the response is recognized as favorable, and we are making steady progress towards future inquiries and orders. Preparations for mass production structure is also proceeding as planned.

Thus, we are progressing well towards the performance contribution from fiscal year 2025 of digital lithography system, which we are going to line-up.

Negotiating deals and development of next-generation steppers and direct imaging lithography equipment are also progressing well.

Regarding the 'Revamp business portfolio,' we have started taking specific actions in the targeted businesses to bolster unprofitable and low-margin businesses.

We have reviewed criteria for assessing development themes, narrowed down new business creation projects, and are advancing the realization of balanced development investments.

We have broken down businesses to sub-segment level and are stringently assessing potential and competitiveness of each.

Through these activities, we are advancing the shift of resources to priority businesses.

We will continue to accelerate these efforts to more reliably achieve the goals set out in our new growth strategy.

This concludes my presentation for today.

- I. Financial Results for Q1 FY2024
- II. Full-Year Forecasts for FY2024
- III. Progress with New Growth Strategies
- IV. Supplementary Information

(New) Business Segments and Main Products

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

Reference: Summary of Quarterly Financial Results



(Billions of yen)	FY2023				FY2024	YoY Comparison		
	Q1	Q2	Q3	Q4	Q1	Changes	(%)	
Net Sales	39.2	45.7	47.5	46.9	37.5	-1.7	-4.4%	
Operating Profit	2.0	2.9	5.2	2.7	0.3	-1.7	-83.3%	
Operating Margin	5.2%	6.4%	11.0%	5.9%	0.9%	-4.3P	-	
Ordinary Profit	2.8	3.4	6.3	3.4	1.4	-1.3	-48.4%	
Profit Attributable to Owners of Parent	1.7	2.4	4.4	2.0	0.2	-1.4	-83.4%	
EPS (yen)	15.36	21.65	40.72	20.06	2.92	-12.44	-81.0%	
FOREX rate (yen)	USD	136	144	149	147	155	+ 19	-
	EUR	148	158	159	160	167	+ 19	-

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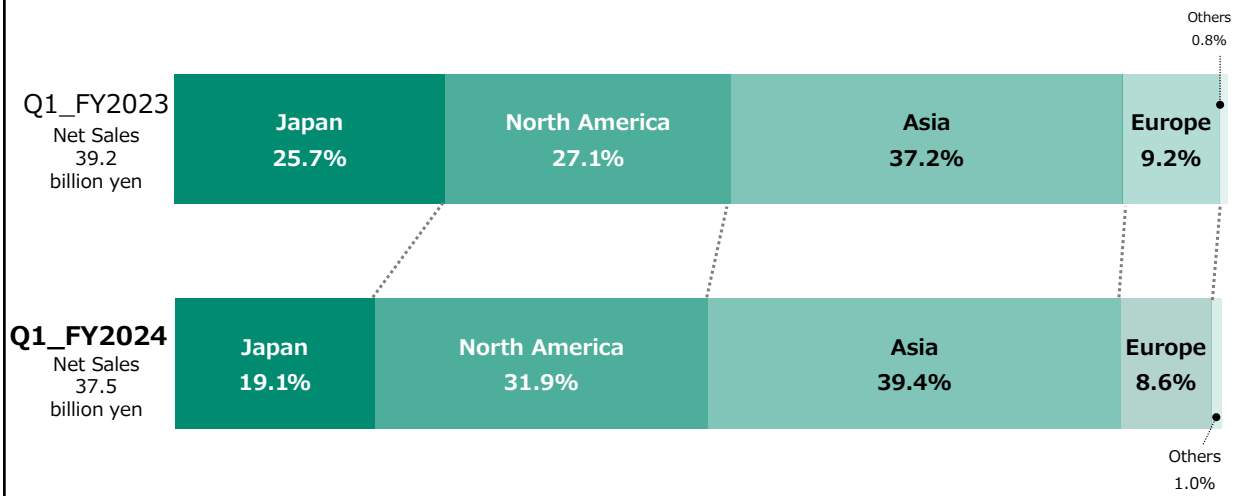
Reference: Summary of Quarterly Financial Results by Business Segments

USHIO

	(Billions of yen)	FY2023				FY2024	YoY Comparison	
		Q1	Q2	Q3	Q4	Q1	Changes	(%)
Industrial Processes	Net Sales	17.4	20.3	22.5	21.7	15.5	-1.8	-10.8%
	Operating profit	2.2	1.7	4.0	2.8	1.0	-1.1	-53.3%
	Operating Margin	12.9%	8.4%	18.1%	13.1%	6.7%	-6.1P	-
Visual Imaging	Net Sales	17.6	21.2	20.3	21.2	17.5	-0.0	-0.4%
	Operating profit	0.6	2.3	1.5	1.2	-0.4	-1.0	-
	Operating Margin	3.5%	11.2%	7.8%	6.1%	-2.7%	-6.2P	-
Life Sciences	Net Sales	1.3	1.3	1.3	1.1	1.5	+0.1	+11.3%
	Operating profit	-0.4	-0.7	-0.4	-0.6	-0.1	+0.2	-
	Operating Margin	-32.7%	-57.1%	-36.1%	-54.6%	-11.1%	+21.6P	-
Photonics Solutions	Net Sales	2.5	2.5	2.8	2.3	2.5	+0.0	+1.9%
	Operating profit	-0.3	-0.3	-0.1	-0.6	-0.0	+0.2	-
	Operating Margin	-12.9%	-14.9%	-5.0%	-28.9%	-2.3%	+10.6P	-
Others	Net Sales	0.2	0.3	0.3	0.3	0.2	+0.0	+2.1%
	Operating profit	-0.0	-0.0	0.1	0.0	0.0	+0.0	-
	Operating Margin	-22.9%	-16.7%	51.7%	23.5%	1.1%	+24.0P	-
Total	Net Sales	39.2	45.7	47.5	46.9	37.5	-1.7	-4.4%
	Operating profit	2.0	2.9	5.2	2.7	0.3	-1.7	-83.3%
	Operating Margin	5.2%	6.4%	11.0%	5.9%	0.9%	-4.3P	-

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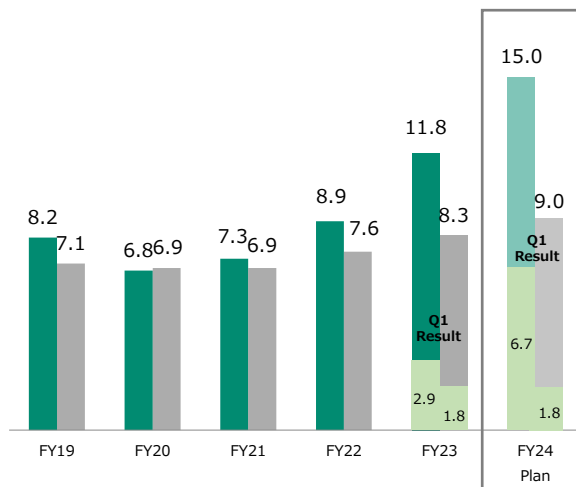
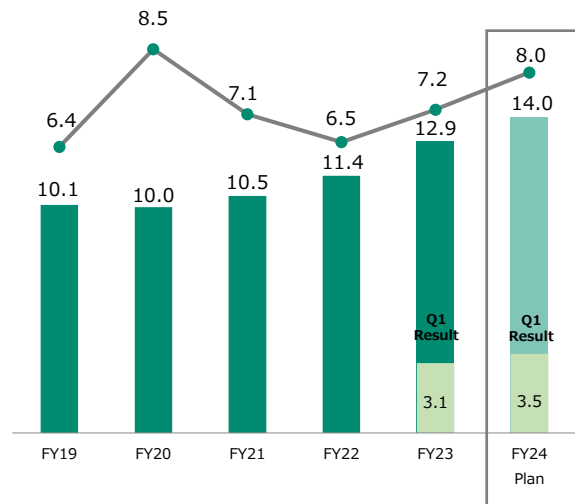
Reference: Sales Ratio by Region



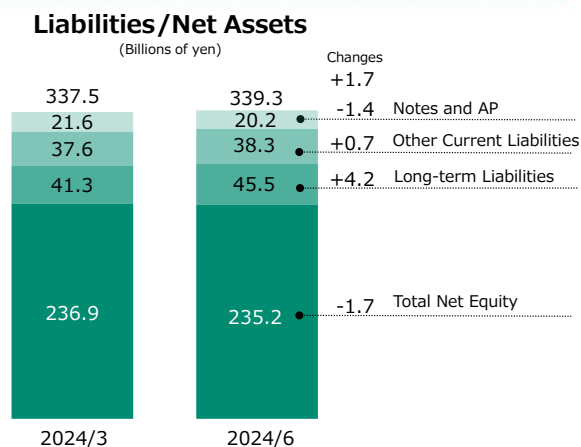
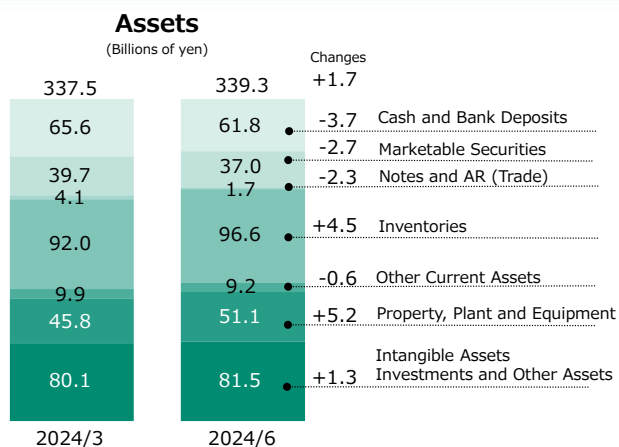
Reference: R&D Expenses/Capital Expenditures and Depreciation

■ R&D Expenses (Billions of yen)
 — Ratio of R&D Expenses to net sales (%)

■ Capital Expenditures (Billions of yen)
 ■ Depreciation (Billions of yen)



Reference: Balance Sheet

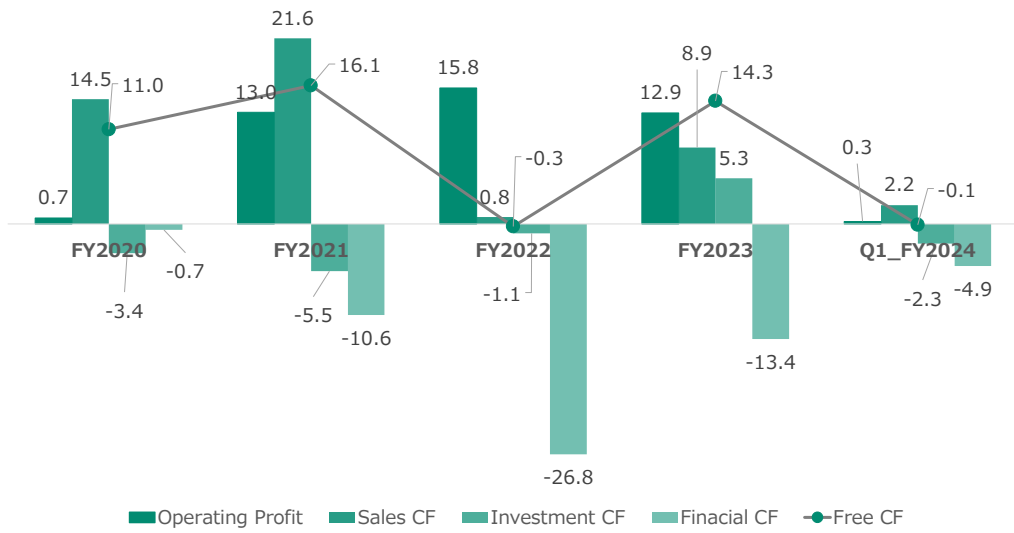


Turnover (months)	2024/3	2024/6
Receivable-trade	2.6	3.1
Inventories	5.9	7.5
Cash Conversion Cycle	6.9	8.9

Equity Ratio (%)	2024/3	2024/6
	70.2	69.3


Reference: Cash Flow

(Billions of yen)



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

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Contact:
Investor Relations Office Ushio Inc.
Email: ir@ushio.co.jp
<https://www.ushio.co.jp/en/ir/>