## 3rd Quarter FY2018 Financial Results

## USHIO INC.

## January 31, 2019

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.

* All figures in the material have been rounded down to the nearest billion yen.


## 3Q FY2018 Overview

■ Causal Analysis on Net Sales and Earnings Decreased
YoY For 3Q FY2018
■ Reasons and Measures on Financial Result Forecast Downward Revision for FY2018

■ Introduction on Intensification Measurement of Shareholder Returns to Enhance Shareholder Value
I. Financial Results for 3Q FY2018
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## Highlights of Financial Results

## Net Sales down $5.7 \%$ year on year to $¥ 122.3$ billion Operating Income down 19.5\% year on year to $¥ 6.9$ billion. Progress against full-year forecasts : Net Sales 68.0\%, Operating Income 55.3\%

## Net Sales : 122.3 billion yen ( $\Delta 7.4$ billion yen YoY, $\triangle 5.7 \%$ )

Light Sources Business: Equipment Business:

- Sales decreased due to conversion to solid-state light sources (LDs and LEDs)
- Sales decreased due to slowdown of new movie theaters WW and Projects decreased of imaging solution compared to the same period of FY2017.


## Operating Income : 6.9 billion yen ( $\boldsymbol{\Delta 1 . 6}$ billion yen YoY, $\boldsymbol{\Delta} 19.5 \%$ )

Cost reductions became effective on imaging equipment, on the other side, operating income decreased due to the lower net sales

## Profit Attributable to Owners of Parent : 5.6 billion yen <br> ( $\boldsymbol{\Delta} 2.8$ billion yen, $\boldsymbol{\Delta 3 3 . 3 \% \text { ) } ) ~}$

A gain on return of the substitutional portion of the employees' pension fund ( $¥ 6.0$ billion) was recorded under extraordinary income in the same period of FY2017.
*FOREX FY2018 : 1US \$ = 111 yen
FOREX sensitivity: Amount of impact from 1 yen fluctuations (full-year)

|  | Net Sales | Operating Income |
| :---: | :---: | :---: |
| against USD | Approx. $¥ 1.0$ billion | Approx. $¥ 0.15$ billion |

## Summary of Financial Results

| (billion yen) | $\begin{aligned} & \text { FY17 } \\ & \text { 1Q-3Q } \end{aligned}$ | $\begin{aligned} & \text { FY18 } \\ & \text { 1Q-3Q } \end{aligned}$ | YoY |  | Original <br> FY2018 <br> Forecast | Progress (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Changes | \% |  |  |
| Net Sales | 129.7 | 122.3 | 4 7.4 | © 5.7 | 180.0 | 68.0 |
| Operating Income | 8.5 | 6.9 | © 1.6 | © 19.5 | 12.5 | 55.3 |
| Operating Income (\%) | 6.6 | 5.6 | 41.0p | - | 6.9 | - |
| Ordinary Income | 10.8 | 9.4 | © 1.3 | © 12.3 | 14.0 | 67.8 |
| Profit Attributable to Owners of Parent | 8.5 | 5.6 | 42.8 | 433.3 | 11.5 | 49.4 |
| EPS (yen) | 66.56 | 44.43 | - 22.13 | 433.2 | 90.01 | 49.4 |
| FOREX (yen) | 112 | 111 | © 1 | - | 105 | - |
| EUR | 128 | 130 | +2 | - | 125 | - |

## Variation Analysis of Operating Income YoY



Financial Results by Business Segments

| (billion yen) |  | $\begin{gathered} \text { FY17 } \\ \text { 1Q-3Q } \end{gathered}$ | $\begin{gathered} \text { FY18 } \\ \text { 1Q-3Q } \end{gathered}$ | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Changes | \% |
| Equipment | Net Sales | 72.8 | 68.6 | -4.2 | © 5.8 |
|  | Operating Income | 0.4 | $\triangle 0.2$ | © 0.6 | - |
|  | Operating Income (\%) | 0.6 | $\triangle 0.4$ | 41.0p |  |
| Light <br> Sources | Net Sales | 54.7 | 51.6 | 4. 3 | - 5.7 |
|  | Operating Income | 7.9 | 6.7 | 41.2 | © 15.8 |
|  | Operating Income (\%) | 14.6 | 13.0 | -1.6p |  |
| Others | Net Sales | 2.1 | 2.1 | ه0.0 | 41.0 |
|  | Operating Income | 0.1 | 0.0 | 40.0 | -40.0 |
|  | Operating Income (\%) | 5.6 | 3.4 | 42.2p | - |
| Elimination and corporate | Operating Income | 0.0 | 0.4 | +0.3 | +438.2 |
| Note : Net Sales indicates sales to unatiliated Customers.Operating income ratio indicates the ratio of operating income against sales to unaffiliated customers. |  |  |  |  | USH |

## Business Environment

## Electronics

Field

Visual Imaging
Field

## Semiconductors- and electrical components-related markets

- Solid demand for various electronic devices due to advances in IoT, 5G, and automotive applications
- Solid demand for electronic devices for smaller and more sophisticated smartphones
- Demand related to M-SAP settled down
- Unclear demand for PD board due to Chinese economic slowdown


## FPD-related markets

-Middle-small panel: settled down after transferred from LCD to OLED

- Large-size panel: Equipment investment demand increased mainly in LCD market but operation slowdown due to panel supply being in adjustment stage


## Cinema field

-Continuous increase installations of new movie theaters in China, however, settled down of new movie theaters in other countries

- More than half of new movie theaters install solid-state type light source projectors, still $90 \%$ of installed projectors employed Xenon lamps
-Continuous replacement of light source part in Chine (Xenon lamp to solid-state light)


## General Imaging field

- Trend of increasing visual imaging needs in the entertainment field


## Data Projector field

-Continuous increase of the rate of solid-state light sources employed in high-illuminate projectors

Overall
General slowdown in business due to Chinese economic slowdown caused by an impact of U.S.-China trade friction

## Business Segment Overview

Equipment Business


FY17_1Q-3Q FY18_1Q-3Q
Note : Net sales indicates sales to unaffiliated customers.

| Equipment Business |  |  |
| :---: | :---: | :---: |
| Net Sales (billion yen) |  | YoY |
| 72.8 1.2 | 68.6 | $\begin{aligned} & \mathbf{\Delta} 4.2 \text { billion } \\ & \mathbf{\Delta} 5.8 \% \end{aligned}$ |
|  | 1.6 | $\begin{aligned} & +0.4 \text { billion } \\ & +33.1 \% \end{aligned}$ |
| 48.2 | 42.9 | $\begin{aligned} & \mathbf{\Delta} 5.3 \text { billion } \\ & \mathbf{1 1 . 0 \%} \end{aligned}$ |
| 23.3 | 24.0 | $\begin{aligned} & +0.6 \text { billion } \\ & +2.8 \% \end{aligned}$ |

## Business Overview (3Q)

## Imaging Equipment

## Cinema : ^10\%

- Digital cinema projector (DCP) Sales volume decreased YoY
- Lower initial acceptance in high value-added RGB laser projectors due to reduced product performance for certain customers


## General Imaging : © 12\%

- Decreased in solutions-based projects YoY
- Shipment delayed due to new product spec failed


## Optical Equipment

## UV equipment : + 0\%

- Demand settled down for direct imaging exposure systems for M-SAP, which had expanded in the previous fiscal year
- Sales increased of projection lithography equipment for electronic devices centered on smartphones


## Cure equipment : +4\%

- Sales volume of photo-alignment equipment decreased
- Sales increased of LCD-related equipment


## Business Segment Overview

## Light Sources Business

Net Sales (billion yen) YoY


Note : Net sales indicates sales to unaffiliated customers.

## Business Overview (3Q)

## Discharge Lamp

## UV lamps : + 3\%

-Sales decreased for OLED-related lamps due to the impact of investment restraint
-Sluggish operation for Middle-small panels and demand increased for large LCD panels

## Lamps for cinema : © 7\%

-Demand for lamps slowdown due to conversion to solid-state light sources in China
-Price dropped due to intensified competition

## Lamps for data projectors : $\mathbf{A 1 9 \%}$

- Sales decreased for a specific user which had expanded in the previous FY
-Demand for lamps decreased due to conversion to solid-state light sources in the market


## Halogen Lamp

## Lamps for OA : A 7\%

-Shipment delay due to Chinese economic slowdown

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## Full-Year Forecast Results Revision

## Reasons on Financial Result Forecast Downward Revision for FY2018

a) Smart phone demand decreasing
b) Lamp demand decreased due to conversion to solid-state light sources
c) Lower initial acceptance of new products matching market requirement
d) Investment interest decreased due to Chinese economic slowdown

| (billion yen) | Previous (a) | Revised (b) | (b)-(a) |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Changes | \% |
| Net Sales | 180.0 | 165.0 | -15.0 | $\mathbf{8} 8.3$ |
| Operating Income | 12.5 | 8.5 | -4.0 | - 32.0 |
| Operating Income (\%) | 6.9 | 5.2 | -1.7p | - |
| Ordinary Income | 14.0 | 10.5 | - 3.5 | - 25.0 |
| Profit Attributable to Owners of Parent | 11.5 | 11.5 | - | - |
| EPS (yen) | 90.01 | 90.24 | - | - |
| FOREX (yen) USD | 105 | 110 | + 5 | - |
| EUR | 125 | 130 | + 5 | - |

## Net Sales Revision by Sub-segments

| (billion yen) |  |  | Previous (a) | Revised (b) | Changes (b)-(a) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | Equipment | Imaging equipment | 60.0 | 55.5 | -4.5 |
|  |  | Optical equipment | 37.5 | 35.0 | - 2.5 |
|  |  | Illumination and others | 1.5 | 2.0 | +0.5 |
|  |  | Sub-total | 99.0 | 92.5 | 46.5 |
|  | Light Sources | Discharge lamps | 64.5 | 58.0 | - 6.5 |
|  |  | Halogen lamps | 12.5 | 11.5 | -1.0 |
|  |  | Sub-total | 77.0 | 69.5 | - 7.5 |
|  | Others | Machinery for industrial use and other | 4.0 | 3.0 | © 1.0 |
|  |  | Total | 180.0 | 165.0 | $\triangle 15.0$ |
| Operating Income |  |  | 12.5 | 8.5 | -4.0 |

## Reasons for Deterioration and Enhancement Measures

| Light Sources |  |  | Equipment |  |
| :---: | :---: | :---: | :---: | :---: |
|  | UV Lamps | Lamps for Data Projector | Imaging Equipment | Optical Equipment |
| Reas on | Demand Slowdown for FPD (OLED and Middlesmall LCD panes) | Accelerated conversion to solid-state light sources | New product not meeting market requirement | Demand slowdown for M-SAP |
| Meas urem ent | Strengthen <br> Implement to mainta <br> -Review produ - Acceleration of IT at Ov | oduct lineups <br> easurements profitability <br> location efficiency <br> robotics implementation <br> a factories | Product <br> modifications to improve performance (in action) <br> Improvement of design review process and market data | Develop competitive products for upcoming demands |

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## Intensification of Shareholder Returns to enhance shareholder value

Ushio announced the following measurement to enhance shareholder value through strengthening shareholder returns and improving capital efficiency. Ushio will continuously conduct shareholder returns and improve capital efficiency.

|  | Previous state | Additional Measurement <br> (as of January 31, 2019) |
| :---: | :---: | :---: |
| Annual Dividend | 30 yen | $\mathbf{5 0}$ yen |

## Shareholder Return Policy (After the changes)

Ushio always recognizes that profit return to shareholders is one of the most important duties as a listed company. The basic policy is to return profits to shareholders in a stable and consistent manner. Ushio purchases own treasury shares, taking flexible approach. We retain our treasury shares of approximately 5\% of the total number of issued shares at maximum and cancel the excess portion of the treasury shares in each year.

## Shareholder Return Transition



| Fiscal Year End | March 2014 | March 2015 | March 2016 | March 2017 | March 2018 | March 2019 (Plan) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Amount of dividends | 3.4 <br> Dividends 26 yen + Anniversary 4 yen | $3.1$ <br> Dividends 24 yen | 3.3 <br> Dividends 26 yen | $3.3$ <br> Dividends 26 yen | $3.3$ <br> Dividends 26 yen | 6.3 <br> Dividends 50 yen |
| Share buyback | 1.0 | 0.4 | 3.1 | 1.2 | 0.0 | $\begin{gathered} 2.5 \\ \text { (Note } 1 \text { : Plan) } \end{gathered}$ |
| Total Return Ratio | 41.1\% | 31.9\% | 58.9\% | 64.5\% | 30.3\% | $\begin{gathered} \text { 77.3\% } \\ \text { (Note } 2 \text { : Plan) } \end{gathered}$ |

Note 1 : Total amount of dividends is calculated by each fiscal year end dividends. Share buyback is based on actual purchased number in each fiscal year.
Note 2 : Ratio may be changed based on factors, such as buyback status and so on.
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Reference: Summary of Quarterly Financial Results

| (billion yen) | FY17 |  |  |  | FY18 |  |  |  |  | $\begin{gathered} \text { FY18 } \\ 3 Q \end{gathered}-{ }^{\text {F18 }}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | Changes | \% | Changes | \% |
| Net Sales | 41.7 | 43.4 | 44.5 | 43.6 | 39.9 | 42.6 | 39.7 | -4.7 | -10.8 | -2.8 | - 6.7 |
| Operating Income | 2.8 | 2.8 | 2.9 | 1.5 | 2.5 | 2.8 | 1.5 | ©1.3 | -47.2 | ©1.2 | -44.8 |
| Operating <br> Income (\%) | 6.7 | 6.5 | 6.6 | 3.6 | 6.4 | 6.6 | 3.9 | ②.7p | - | ②.7p | - |
| Ordinary Income | 3.9 | 3.0 | 3.7 | 1.2 | 3.9 | 3.2 | 2.2 | ©1.5 | -40.6 | -1.0 | 431.4 |
| Profit Attributable to Owners of Parent | 6.5 | 1.7 | 0.2 | 2.4 | 2.2 | 1.2 | 2.1 | +1.9 | +942.3 | +0.9 | +73.3 |
| EPS (yen) | 51.32 | 13.62 | 1.63 | 19.55 | 17.67 | 9.79 | 16.97 | +15.34 | +942.8 | +7.18 | +73.3 |
| Forex (yen) |  |  |  |  |  |  |  |  |  |  |  |
| USD | 111 | 111 | 113 | 110 | 108 | 111 | 113 | - | - | +2 | - |
| EUR | 122 | 130 | 132 | 134 | 130 | 129 | 130 | -2 | - | +1 | - |
|  |  |  |  |  |  |  |  |  |  | U51 |  |

Reference: Summary of Quarterly Financial Results by business segments

| (billion yen) | FY17 |  |  |  | FY18 |  |  | $\begin{aligned} & \text { FY18 } \\ & 3 Q-3 Q 17 \end{aligned}$ |  | $\begin{gathered} \text { FY18 } \\ 3 Q-2 Q 18 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 30 | changes | \% | changes | \% |
| Equipment |  |  |  |  |  |  |  |  |  |  |  |
| Net Sales | 22.5 | 24.1 | 26.1 | 24.7 | 21.8 | 24.8 | 21.9 | -4.1 | 416.0 | $\mathbf{\Delta} 2.8$ | © 11.5 |
| Operating Income | 0.0 | © 0.0 | 0.4 | - 0.9 | 0.0 | 0.1 | $\triangle 0.4$ | - 0.8 | - 214.3 | 土 0.6 | © 360.7 |
| Operating Income Ratio (\%) | 0.2 | © 0.1 | 1.6 | © 3.7 | 0.0 | 0.7 | - 2.1 | - 3.7p | - | - 2.8p | - |
| Light Sources |  |  |  |  |  |  |  |  |  |  |  |
| Net Sales | 18.2 | 18.6 | 17.8 | 17.6 | 17.3 | 17.2 | 17.1 | $\triangle 0.7$ | $\triangle 4.0$ | - 0.0 | © 0.5 |
| Operating Income | 2.6 | 2.8 | 2.4 | 2.4 | 2.5 | 2.3 | 1.8 | - 0.6 | - 26.0 | - 0.4 | 420.3 |
| Operating Income Ratio (\%) | 14.4 | 15.3 | 14.0 | 13.8 | 14.8 | 13.4 | 10.8 | - 3.2p | - | - 2.7p | - |
| Others |  |  |  |  |  |  |  |  |  |  |  |
| Net Sales | 0.8 | 0.6 | 0.6 | 1.2 | 0.7 | 0.6 | 0.7 | +0.0 | +14.4 | +0.0 | +11.7 |
| Operating Income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0 | - 0.0 | - 24.7 | +0.0 | +9.8 |
| Operating Income Ratio (\%) | 7.6 | 3.2 | 5.4 | 0.7 | 3.0 | 3.6 | 3.6 | -1.8p | - | © 0.1p |  |
|  |  |  |  |  |  |  |  |  |  | 15 | $\\| \square$ |

## Reference: Quarterly Sales by Sub-segment

(billion yen)


## Reference: Quarterly Other Income and Expenses

| (billion yen) | FY17 |  |  |  | FY18 |  | 3Q | $\begin{aligned} & \mathrm{FY} 18-{ }^{\mathrm{FY} 17} \\ & 3 Q-3 Q \end{aligned}$ |  | $\begin{aligned} & \text { FY18 } \\ & 3 \mathrm{FY} 18 \\ & \hline \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q |  | changes | \% | changes | \% |
| Other Income | 1.3 | 0.5 | 1.3 | 0.4 | 1.5 | 0.6 | 1.1 | 0.1 | -13.4 | +0.4 | +76.9 |
| Interest income | 0.2 | 0.3 | 0.2 | 0.4 | 0.4 | 0.4 | 0.4 | +0.1 | +58.6 | +0.0 | +2.6 |
| Dividend income | 0.6 | 0.0 | 0.6 | 0.0 | 0.6 | 0.0 | 0.7 | +0.0 | +6.2 | +0.7 | +2,772.8 |
| Realized and unrealized profit on trading securities, net | 0.1 | 0.0 | 0.2 | © 0.1 | 0.0 | 0.0 | $\triangle 0.1$ | - 0.3 | © 143.1 | - 0.1 | © 251.2 |
| Gain on specified money in trust | 0.0 | 0.0 | 0.0 | ⓪.0 | 0.0 | 0.0 | $\triangle 0.0$ | ⓪.0 | ©172.9 | © 0.0 | © 229.4 |
| Others | 0.1 | 0.0 | 0.0 | 0.2 | 0.4 | 0.0 | 0.0 | +0.0 | +130.9 | +0.0 | +0.9 |
| Other Expenses | 0.1 | 0.2 | 0.4 | 0.8 | 0.1 | 0.1 | 0.4 | $\triangle 0.0$ | $\triangle 5.1$ | +0.2 | +151.0 |
| Interest expenses | 0.1 | 0.1 | 0.1 | 0.2 | 0.0 | 0.1 | 0.1 | +0.0 | +20.3 | +0.0 | +20.0 |
| Exchange loss | 0.0 | 0.1 | 0.2 | 0.4 | - | - | - | $\triangle 0.2$ | © 100.0 | - | - |
| Others | 0.0 | 0.0 | 0.0 | 0.1 | 0.0 | 0.0 | 0.2 | +0.2 | +445.4 | $+0.2$ | +581.1 |
| Other Income and Expenses | 1.1 | 0.2 | 0.8 | $\triangle 0.3$ | 1.4 | 0.4 | 0.6 | $\triangle 0.1$ | -17.8 | +0.2 | +49.5 |

## Reference: Quarterly Extraordinary Income and Losses

| (billion yen) | FY17 |  |  |  | FY18 |  | 3Q | $\begin{aligned} & F \mathrm{~F} 18 \\ & 3 Q-3 \mathrm{~F} 17 \end{aligned}$ |  | $\begin{aligned} & \text { FY18 } \\ & 3 Q-2 \mathrm{~F} 18 \\ & \hline \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 20 | 3Q | 4Q | 1Q | 2Q |  | changes | \% | changes | \% |
| Extraordinary Income | 6.2 | 0.0 | 1.0 | 5.2 | 0.0 | 0.0 | 1.7 | +0.7 | +70.3 | +1.7 |  |
| Gain on sales of non-current assets | 0.1 | 0.0 | 0.0 | 0.2 | 0.0 | 0.0 | 0.0 | +0.0 | +695.6 | +0.0 | +525.6 |
| Gain on sales of investment securities | 0.0 | $\triangle 0.0$ | 0.9 | 4.9 | - | - | 1.7 | +0.7 | +73.7 | +1.7 |  |
| Gain on return of the substitutional portion of the employees' pension fund | 6.0 | 0.0 | - | - | - | - | - | - | - | - | - |
| Extraordinary Losses | 0.0 | 0.7 | 0.2 | 1.9 | 0.7 | 0.9 | 0.4 | +0.1 | +55.1 | $\triangle 0.5$ | - 54.1 |
| Loss on disposal of property, plant and equipment | 0.0 | 0.1 | 0.0 | 0.1 | 0.0 | 0.0 | 0.0 | © 0.0 | © 73.4 | © 0.0 | © 15.1 |
| Special retirement expenses | 0.0 | 0.2 | 0.1 | 0.0 | - | - | - | © 0.1 | © 100.0 | - | - |
| Loss on revision of retirement benefit plan | - | - | - | - | 0.0 | - | - | - | - | - | - |
| Business structural reform expenses | - | - | - | - | 0.6 | 0.6 | 0.4 | +0.4 | - | © 0.1 | - 29.2 |
| Impairment loss | - | 0.1 | - | 1.7 | - | - | - | - | - | - | - |
| Loss on sales of shares of subsidiaries and associates | - | 0.1 | - | - | - | - | - | - | - | - | - |
| Others | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.2 | $\triangle 0.0$ | - 0.1 | © 143.6 | - 0.3 | © 115.7 |
|  |  |  |  |  |  |  |  |  |  | 15 | $\square$ |

## Reference: Sales Ratio by region



## Reference: R\&D Expenses

$\square$ R\&D Expenses (billion yen)
_ Ratio of R\&D Expenses to Net Sales (\%)


Reference：Half Year Transition 《Other Income and Expenses • Extraordinary Income and Losses》

| （billion yen） | $\begin{aligned} & \text { FY17 } \\ & \text { 1Q-3Q } \end{aligned}$ | $\begin{aligned} & \text { FY18 } \\ & \text { 1Q-3Q } \end{aligned}$ | $\begin{array}{cc} \mathrm{FY} 18 & \mathrm{FY} 17 \\ 1 \mathrm{Q}-3 \mathrm{Q} & -1 \mathrm{Q}-3 \mathrm{Q} \end{array}$ |  | （billion yen） | $\begin{aligned} & \text { FY17 } \\ & \text { 1Q-3Q } \end{aligned}$ | $\begin{aligned} & \text { FY18 } \\ & 1 Q-3 Q \end{aligned}$ | $\begin{array}{cc} \mathrm{FY} 18 & \mathrm{FY} 17 \\ 1 \mathrm{Q}-3 \mathrm{Q} & -1 \mathrm{Q}-3 \mathrm{Q} \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Changes | \％ |  |  |  | Changes | \％ |
| Other Income | 3.1 | 3.3 | $+0.1$ | ＋5．2 | Extraordinary Income | 7.2 | 1．8 | － 5.4 | © 74.9 |
| Interest income | 0.9 | 1．2 | $+0.3$ | ＋40．9 | Gain on sales of non－current assets | 0.1 | 0.0 | －0．0 | －49．7 |
| Dividend income | 1.4 | $1.4$ | ＋0．0 | ＋3．4 | Gain on sales of investment securities | 1.0 | $1.7$ | ＋0．7 | ＋71．7 |
| Realized and unrealized profit on trading securities， | 0.4 | － | 00.4 | －100．0 | Gain on return of the substitutional portion of the employees＇pension fund | 6.0 | － | 土 6.0 | A100．0 |
|  |  |  |  |  | Extraordinary Losses | 1.0 | 2. | $+1.0$ | ＋96．4 |
| money in trust |  |  |  |  | Loss on disposal of property， plant and equipment | 0.2 | 0.0 | 00.1 | © 76.4 |
| Others |  |  |  |  | Special retirement expenses | 0.3 | － | 00.3 | A100．0 |
| er Expenses |  |  |  |  | Loss on revision of retirement benefit plan | － | 0.0 | $+0.0$ | － |
| Interest expenses | ． 3 | ． 3 | ＋0．0 | ＋3．7 | Business structural reform expenses | － | $1.7$ | ＋1．7 | － |
| Exchange loss | ． 4 | － | 00.4 | A100．0 | Impairment loss | 0.1 | － | 00.1 | －100．0 |
| Others | 0.0 | 0.3 | $+0.2$ | ＋327．8 | Loss on sales of shares of subsidiaries and associates | 0.1 | － | 00.1 | A100．0 |
| Other Income and Expenses | 2.2 | 2.5 | $+0.3$ | ＋15．6 | Others | 0.1 | 0.2 | $+0.0$ | ＋60．9 |

## Reference: Balance Sheet

- Assets(billion yen)
- Liabilities/Total Net Assets (billion yen)



## Reference: Capital Expenditures, Depreciation and Amortization.

(billion yen) $\square$ Capital Expenditures Depreciation and Amortization


| (billion yen) | $\begin{gathered} \text { FY17 } \\ \text { 3Q } \end{gathered}$ | $\begin{gathered} \text { FY18 } \\ \text { 3Q } \end{gathered}$ | YoY |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Changes | \% |
| Capital Expenditures | 3.3 | 4.7 | +1.4 | +44.1 |
| Depreciation and Amortization | 5.0 | 4.8 | $\triangle 0.2$ | ④.4 |

Note 1. Capital Expenditures = Property, Plant and Equipment + Intangible assets (excluding Goodwill)
Note 2. Increase of Goodwill not included in Capital Expenditures: FY17_3Q: $¥ 0.3$ billion, $F Y 18$ _3Q: $¥ 0.5$ billion

## Reference: Cash Flow



| FY17_3Q |  |
| :--- | :--- |
| Cash and Cash Equivalents  <br> at the Beginning of the FY 50.9 <br> Cash and Cash Equivalents <br> in the End of the FY 63.3 |  |

FY18_3Q

Cash and Cash Equivalents at the Beginning of the FY 66.0 Cash and Cash Equivalents 62.6

## Press Release : Ushio Inc. and Kobe University have achieved the world's first successful reduction of bacteria using ultraviolet irradiation that is harmless to normal human skin

Ushio Inc. (hereinafter "USHIO") has succeeded, for the first time in the world, in killing bacteria by directly irradiating normal human skin with 222-nm light at $500 \mathrm{~mJ} / \mathrm{cm} 2$ without causing erythema as a sign of acute injury, in cooperation with a group led by Professor Ryosuke Kuroda, Chairman of the Department of Orthopaedic Surgery, Kobe University Graduate School of Medicine.

In the destruction of multidrug-resistant bacteria, 254-nm UVC light has been used more frequently than UVC light of other wavelengths. However, since direct irradiation of $254-\mathrm{nm}$ UVC light to the human body at $10 \mathrm{~mJ} / \mathrm{cm} 2 \mathrm{causes}$ sunburn-like skin redness (erythema) a sign of acute skin injury, direct UVC irradiation to the human body was considered to be harmful. In a recent clinical study, it was confirmed that 222-nm light when applied to skin at a high irradiation dose of $500 \mathrm{~mJ} / \mathrm{cm} 2$, did not cause acute skin injury, suggesting that 222 nm light has a great potential in applications for UV sterilization and disinfection in medical and nonmedical fields.

This technology has the following potential uses:

- Disinfection of surgical sites during surgery
- Treatment of infected chronic wounds
- Minimization of the transmission (airborne or contact infection) of avian influenza virus (H1N1), severe acute respiratory syndrome coronavirus (SARS-CoV),
Middle East respiratory syndrome coronavirus (MERS-CoV), dengue virus, and Ebola virus
- Ultraviolet devices for hand disinfection
- Additional disinfection function of hand dryers or other devices
-Sterilization of spore-forming bacteria and noroviruses
-Infection prevention for hospitals, airplanes, passenger ships, airports, food processing facilities, etc.
In collaboration with research organizations in Japan and abroad, USHIO is currently investigating and confirming the 222-nm ultraviolet irradiation device in the present study (development name, SafeZone UVCR) does not cause chronic skin disorders (skin cancer) and acute and chronic eye disorders. USHIO continues the collaborative research on the SafeZone UVC with Kobe University to commercialize it for use in surgical field disinfection and sterilization during orthopedic surgery. In nonmedical fields, USHIO aims to commercialize the SafeZone UVC for use in infection prevention at nursing homes, food processing facilities, airports, airplanes, passenger ships, etc., The SafeZone UVC device will contribute to the realization of a safe and healthy society using "light technology."



## Press Release : New LUMINITY Series saves the Xenon Heyday

USHIO, one of the largest and most trusted names in the manufacturing of high-pressure xenon lamps today, proudly introduces the LUMINITY series.

LUMINITY is the result of a substantial R\&D effort that extends the lifespan of numerous xenon lamps with additional working hours between 100-500 hours.


Movie theatres across the globe can now improve operational profitability, prolong functional rentability of their facilities, and safeguard the excellent quality rendition of movies true to the xenon tradition.

- Main Feature
-The Longest Lamp Life in the industry
- Approved by projector manufacturers

| Lamp type | Warranty | Projector Model |
| :---: | :---: | :---: |
| DXL-40BAF/LU | 1900 | DP2K-20C, DP2K-23B, DP4K-23B |
| DXL-60SN/LU | 1000 | NC2500S, NC3200S, NC3240S |
| DXL-65BA/L | 900 | DP2K-32B, DP4K-32B |



LUMINITY is the superhero that takes outstanding quality to the next super level. As an established supplier to those making the now happens, we invest in helping them secure a profitable present as they contemplate their future ahead.

## Reference: Features of USHIO Group's Light Sources

|  | Lamp Projector |  | Laser Projector |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Light Source | Super High-Pressure UV Lamp | Xenon Lamp | LaPH | RGB Laser (CP-RGB Series) | RGB Laser |
| Christie's Line up |  |  |  |  |  |
|  | Variety of Projectors (3LCD/1DLP/ 3 DLP) | CP Series Roadie and others | Crimson Series | CP4325-RGB*  <br> CP232-RGB*  <br> CP2315-RGB* $\quad$ On sale | Non Dolby Projector (CP42LH EWD /6P) Dolby Vision Projector (E3LH) |
| Lumen | <30,000 | <45,000 | <30,000 | $\begin{aligned} & <23,000 \\ & <35,000 \end{aligned}$ | <60,000 |
| Use | General Projection (Office, Home, Education, Hall, Event) | - Cinema <br> - General Projection (Hall \& Event) | Non-Cinema General Projection (Hall \& Event) | - Cinema | - Laser Cinema <br> (Dolby Cinema, etc.) <br> - General Projection <br> (Industrial VR, Theme park attraction) |
| Price | Low | Medium | Medium | Medium - High | High |
| Life | Medium** | MediumLong** | Medium | Long | Long |
| Color | $\triangle \bigcirc$ | $\bigcirc$ | $\triangle$ | (0) | (0) |
| * The industry's first - Lightest \& Hi-Quality RGB Laser Projector <br> ** Lamp replacement is necessary. Some lamp projectors. Mercury Lamp for general projection, Xenon Lamp for Cinema, may have longer life than LaPh projector. |  |  |  |  | 32 USH\|D |


| DCP | Digital Cinema Projector |
| :--- | :--- |
| EUV | Extreme Ultraviolet Radiation |
| FPD | Flat Panel Display |
| IoT | Internet of Things |
| M-SAP | Modified Semi Additive Process |
| OA | Office Automation |
| OLED | Organic Light Emitting Diode |
| RGB | Red Green Blue |
| UV | Ultraviolet |
| 5G | $5^{\text {th }}$ Generation |

## USHID

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