# Second Quarter FY2021 Financial Results

#### Ushio Inc.

#### **November 2, 2021**

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.
- \* FY2021 starts from April 1st, 2021 through March 31st, 2022.

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## 2Q FY2021 Overview



- Net Sales and Earnings Increased to YoY for 1H FY2021 (Result)
- **Earnings Increased** to YoY for FY2021 (Full-year Forecast)
- FY2021 Annual Dividend per Share (Plan): maintain JPY 26 yen



- I. Financial Results for 1H FY2021
- II. Full-year Forecast for FY2021
- **III.** Supplementary Information



## Net Sales: 71.5 billion yen (+19.5 billion yen YoY, +37.6%)

- Optical Equipment: Sales increased by demand increase of Large Field Stepper for latest IC package substrates
- Light Source Business and Imaging Equipment: Sales increased due to recovery trend from COVID-19

## Operating Income: 6.5 billion yen (+7.6 billion yen YoY)

- Profit increased by sales increase and SGA reduction effort by structural reforms

# Profit Attribute to Owner of Parent: 6.5 billion yen (+8.4 billion yen YoY)

[Extraordinary Income] - Gain on sales of fixed assets: 1.1 billion yen (FY20\_1H: 0.0 billion yen)
 [Extraordinary Loss] - Loss on Temporary Closing and others: 0.1 billion yen (FY20\_1H: 0.8 billion yen)
 - Restructuring Costs: 0.0 billion yen (FY20\_1H: 0.8 billion yen)

## Summary of Financial Results



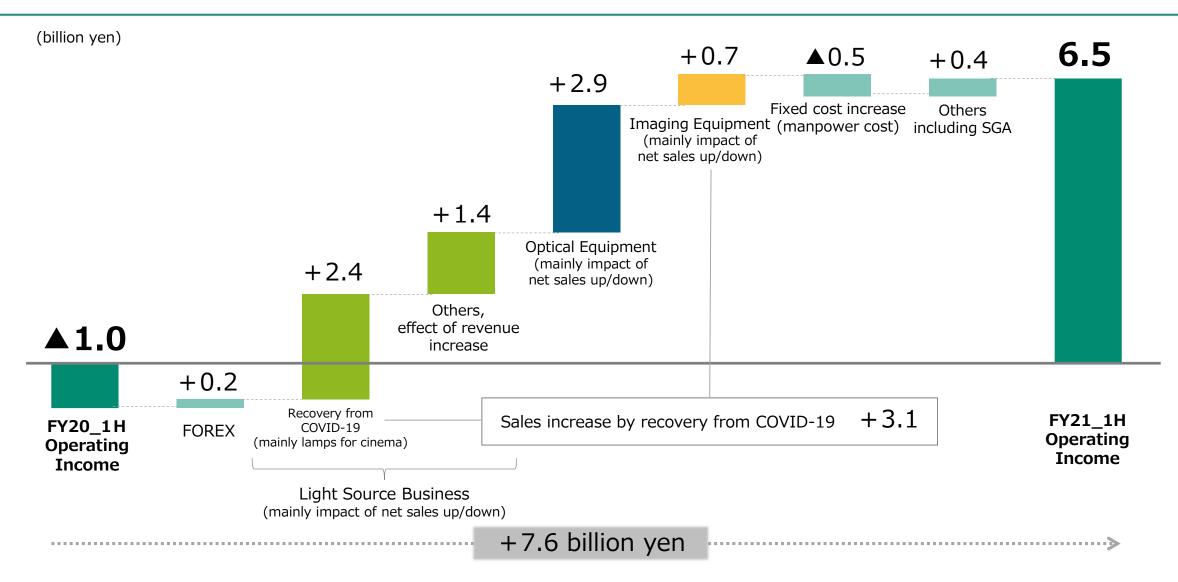
		FY20	FY21	YoY com	parison
	(billion yen)	1H	1H	Changes	%
Net Sales	let Sales		71.5	+ 19.5	+37.6
Operating Income		<b>▲</b> 1.0	6.5	+7.6	_
Operating Income (%)		▲2.1	9.2	+11.2P	-
Ordinary Income		0.4	7.6	+7.2	_
Profit Attributable to Owner of Parent		<b>▲</b> 1.9	6.5	+8.4	_
EPS (yen)		(yen) ▲16.36		+70.32	_
FOREX (yen)	USD	107	110	+3	_
TOREX (yell)	EUR	121	131	+10	_

FOREX sensitivity: Amount of impact from 1 yen fluctuations (full-year)

	Net Sales	Operating Income
vs USD	Approx. ¥1.0 billion yen	Approx. ¥0.15 billion yen

#### YoY Variation Analysis of Operating Income

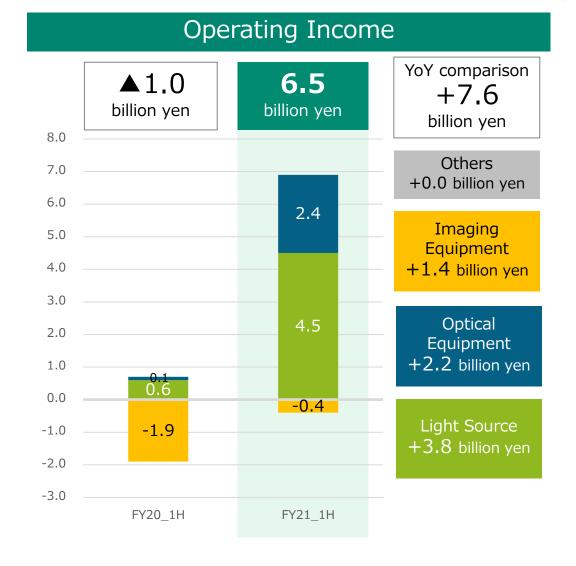




### Financial Results by Business Segments







#### **Business Environment**



#### **■** Electronics Field

With technology evolution, such as, IoT and 5G, new investments and operations remain strong

- FPD: LCD panel production for mobile devices and monitors remain strong due to stay-at-home demand increase.
   From 2H, demand will settle down and adjust to supply-demand balance.
- Semiconductor and PCB: Demand increased due to IoT technological innovation and 5G implementation, investments are increasing and operations remain strong
- While IoT evolution which brought data process capacity increase, latest package market achieves high rate of growth with progress of high speed data processing and low power consumption of semiconductor

#### ■ Visual Imaging Field

Markets are in recovery trend, as economic activities started to resume due to expansion of COVID-19 vaccinations globally

- · Cinema: Movie theater operations resumed and operating rate is improving in mainly Europe and the United States
- · General imaging: Markets are in recovery trend globally, belated in Europe and the United States
- OA equipment: Demand in in recovery trend in Europe, the United States and Asia.

#### ■ Common

Careful observation on procurement trend of semiconductor and electrical parts and power supply limit in China are continuously required

### Light source business



	FY20	FY21	YoY comp	oarison
(billion yen)	1 H	1 H	Changes	%
Net Sales	21.0	28.0	+6.9	+33.1
UV lamp	13.9	18.8	+4.8	+34.9
Halogen lamp	3.9	5.1	+1.1	+29.9
Solid State light source	3.0	3.9	+0.8	+29.0
Operation Income	0.6	4.5	3.8	+566.4
Operating Income (%)	3.2%	16.1%	+12.9P	_

**UV lamp** sales comparison to FY2020 (YoY)

- ♦ UV lamp (+1.1 billion yen, +20%)
- Sales increased, as LCD panel production for mobile devices and monitors is strong due to stay-at-home demand increase
- Demand stayed steady for semiconductor and PCB markets
- ♦ Lamps for cinema (+2.0 billion yen, +170%)
- Sales increased, as movie theaters in Europe and the United States resumed gradually, in addition to ones in China
- ♦ Lamps for data projector (+0.5 billion yen, +38%)
- · Sales increased, as projector demand recovered from COVID-19
- ♦ Lamps for optical equipment (+0.9 billion yen, +39%)
- Care222 sales increase contributed mainly, however, lower sales than initially expected

Halogen lamp sales comparison to FY2020 (YoY)

- $\Diamond$  Lamps for OA (+0.3 billion yen, +16%)
- $\cdot$  Sales increased, as demand for OA equipment recovered from COVID-19
- ♦ Others (+0.7 billion yen, +64%)
- Sales increased of heater lamps for semiconductor market mainly

**Solid state light source** sales comparison to FY2020 (YoY)

- ♦ Solid state light source (+0.8 billion yen, +29%)
- · Sales increased, as sensor- and sorting-related markets recovered from COVID-19

#### Equipment business



### **Optical equipment**

	FY20	FY21	YoY comp	oarison
(billion yen)	1 H	1 H	Changes	%
Net Sales	16.3	24.4	+8.1	+49.7
Operating income	0.1	2.4	+2.2	_
Operating income (%)	1.0%	9.9%	+9.0P	_

#### Sales comparison to FY2020 (YoY)

- ♦ UV equipment (+3.0 billion yen, +31%)
- Sales increased of Large field stepper for latest IC package and Direct imaging equipment for printed circuit boards
- ♦ Cure equipment (+1.1 billion yen, +58%)
  - · Sales increased for LCD-related equipment in China
- **♦** Others (+3.9 billion yen, +88%)
  - · Sales increased of EUV related products for EUV lithography mask inspection

#### **Imaging equipment**

	FY20	FY21	YoY comparison	
(billion yen)	1 H	1 H	Changes	%
Net Sales	13.4	17.6	+4.2	+31.4
Operating income	<b>▲</b> 1.9	▲0.4	+1.4	+76.8
Operating income (%)	<b>▲</b> 14.4%	<b>▲</b> 2.5%	+11.9P	_

#### Sales comparison to FY2020 (YoY)

- **♦** Cinema (+1.8 billion yen, +32%)
  - · Sales increased of DCP mainly in China due to recovery from COVID-19
- ♦ General imaging (+2.2 billion yen, +34%)
  - · Sales increased of imaging-related products in China and US

(Operating income) Impact of SGE reduction by structural reform



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## Summary of Financial Results FY21



# Revised upward at each profit level resulted in improved product mix, cost improvement and expense control in light source business and optical equipment business

		F	FY21 Forecast				FY20	
(billi	ion yen)	New Revision	Revision on 2021.6.29	Changes	1 H	Achievement rate (%)	Result	Achievement rate (%)
Net Sales		150.0	150.0	-	71.5	47.7	118.5	+31.4
Operating Incon	ne	11.0	9.0	+2.0	6.5	59.7	0.7	+10.2
Operating Incon	ne (%)	7.3	6.0	+1.3P	9.2	-	0.6	+6.7P
Ordinary Incom	е	12.5	10.5	+2.0	7.6	61.5	3.4	+9.0
Profit Attributab Owner of Parent		10.0	8.0	+2.0	6.5	65.1	▲0.6	+10.6
EPS (yen)		82.93	66.35	+16.58	53.96	65.1	<b>▲</b> 5.70	+88.63
ROE (%)		4.6	3.8	+0.9P	3.0	-	▲0.3	+5.0
Dividend per year	r (yen)	26	26	-	-	-	26	-
EODEY (von)	USD	105	105	-	110	-	106	▲1
FOREX (yen)	EUR	125	125	-	131	-	123	+2

FOREX sensitivity: Amount of impact from 1 yen fluctuations (full-year)

	Net Sales	Operating income
vs USD	Approx. 1.0 billion yen	Approx. 0.15 billion yen

## Financial Results by Sub-segment



		FY21 (F	-ull-year Fore	ecast)	FY21		FY20	
	(billion yen)	New Revision	Revision on 2021.8.3	Changes	1 H	Achieve -ment rate (%)	Result	Changes
	Net Sales	58.0	58.0	-	28.0	48.3	45.7	+12.2
Light source	Operating Income	8.0	7.0	+1.0	4.5	56.4	3.2	+4.7
	Operating Income (%)	13.8%	12.1%	+1.7P	16.1%	-	7.1%	+6.7P
	Net Sales	50.0	50.0	-	24.4	48.9	38.9	+11.0
Optical equipment	Operating Income	3.0	2.0	+1.0	2.4	81.1	0.8	+2.1
equipment	Operating Income (%)	6.0%	4.0%	+2.0P	9.9%	<b>–</b>	2.2%	+3.8P
	Net Sales	39.0	39.0	-	17.6	45.2	31.0	+7.9
Imaging equipment	Operating Income	0.0	0.0	-	▲0.4	-	▲3.4	+3.4
equipinone	Operating Income (%)	0.0%	0.0%	-	▲2.5%	-	<b>▲</b> 11.2%	+11.2P
	Net Sales	3.0	3.0	-	1.4	49.5	2.7	+0.2
Others	Operating Income	0.0	0.0	_	0.0	-	0.0	▲0.0
	Operating Income (%)	0.0%	0.0%	-	1.2%	-	2.1%	▲2.1P
Total	Net Sales	150.0	150.0	-	71.5	47.7	118.5	+31.4
	Operating Income	11.0	9.0	+2.0	6.5	59.7	0.7	+10.2
	Operating Income (%)	7.3%	6.0%	+1.3P	9.2%	-	0.6%	+6.7P

## Financial Results by Sub-segment / Comment on after 2H



			FY21		Comment on after 2H
	(billion yen)	New Revision	1H	(ref) 2H	Comment on after 211
	Net Sales	58.0	28.0	29.9	·UV lamps: Stay-at-home demand (LCD panel) settle down and supply adjustment stage. Semiconductor demand is solid
Light source	Operating Income	8.0	4.5	3.4	<ul> <li>Lamps for cinema: Demand in recovery trend mainly in Europe and US</li> <li>Care222: Upward trend in orders and inquiries in 2H compared to 1H.</li> <li>Strengthen PR activities in 2H to expand sales</li> </ul>
	Operating Income (%)	13.8%	16.1%	11.6%	•Lamps for OA: Demand in recovery trend. Monitor the trend of material procurement at customers' side
	Net Sales	50.0	24.4	25.5	·Large field stepper for latest IC package substrates: grow steadily in 2H ·Direct imaging equipment: Strong orders for high-definition models mainly
Optical equipment	Operating Income	3.0	2.4	0.5	•EUV light source for EUV lithograph mask inspection: lower demand in 2H due to postponed projects to next fiscal year
	Operating Income (%)	6.0%	9.9%	2.2%	<ul> <li>Continued aggressive investment for next-generation exposure equipment (more investment compared to 1H)</li> </ul>
	Net Sales	39.0	17.6	21.3	Circums Decreased from COVID 10, house on investment and accounts
Imaging equipment	Operating Income	0.0	<b>▲</b> 0.4	0.4	<ul> <li>Cinema: Recovery trend from COVID-19, however, investment movements recover for real will become full-fledged after FY23</li> <li>General imaging: Demand in recover trend mainly in Asia and US</li> </ul>
	Operating Income (%)	0.0%	<b>▲</b> 2.5%	2.1%	General imaging. Demand in recover trend mainly in Asia and 03
	Net Sales	3.0	1.4	1.5	
Others	Operating Income	0.0	0.0	▲0.0	
	Operating Income (%)	0.0%	1.2%	<b>▲</b> 1.2%	
	Net Sales	150.0	71.5	78.4	
Total	Operating Income	11.0	6.5	4.4	
	Operating Income (%)	7.3%	9.2%	5.7%	Convright © 2008 Ushio Inc. All rights reserved. 14



(as of November 2<sup>nd</sup>, 2021)

# Cinema-related market: Moves toward steady recovery in Europe, the United States and China, but limited in Asia (excluding China)

 Movie theater operations have resumed mainly in Europe and the United States as COVID-19 vaccination expanded and market is in recovery trend worldwide

Along with Hollywood blockbusters releases, movie theater operations will be improved further

- →As of 2Q FY21: Screen operation worldwide × operation rate = **Approximately 60%**
- Movie theaters in South East Asia closed in 2Q due to resurgence of COVID-19 and operations are still limited at this moment but they will be improved in a step-by-step manner

#### <Operation status in main area>

Main area	Status of movie theater operation and resumption
North America (20%)	• About 80% of movie theaters resumed operation. Operation will be improving along with increase of blockbuster releases towards to the year-end
China (35%)	<ul> <li>Approximately 90% of movie theaters resumed operation. Sales and box-office revenue mainly for domestic movies are favorably recovering</li> </ul>
EMEA (20%)	· About 80% of movie theaters resumed operation. Still operations are limited considering profitability but in loosening regulation trend overall

(%) indicates percentage of screen number in worldwide

## Latest Status of Promising Products: Optical Equipment



Product	Latest Status and Comment after 2H	Sales Forecast
Large Field Stepper for latest IC package substrates	<ul> <li>Continuous growth of IC package market. Orders and inquiries are promising</li> <li>Increasing production capacity (1.3 times) will be contributing to sales in FY22</li> <li>Investment in development of Next-generation lithography equipment (high productivity X high resolution)</li> </ul>	No change from 1Q  FY2018 FY2019 FY2020 FY2021 FY2022 Result Result Result Forecast Plan
Direct Imaging Exposure System	<ul> <li>With evolution of IoT and 5G, package substrates market and print circuit boards market are growing steady</li> <li>Sales of high resolution model (2µmL/S) has started and will be contributing to sales in FY22         Target: latest IC package (Fan-out) and organic package substrates markets     </li> </ul>	No change from 1Q  FY2018 FY2019 FY2020 FY2021 FY2022 Result Result Result Forecast Plan
EUV Light Source for Mask Inspection	<ul> <li>As partial sales shifted to FY22 due to customer reasons, Market continues to grow without any market condition changes in medium- to long-term</li> <li>Maintenance demand increase as planned</li> </ul>	No change from 1Q  Maintenance  Light source  FY2018 FY2019 FY2020 FY2021 FY2022  Result Result Result Forecast Plan

#### Latest Status of Promising Products: Care222 as disinfection and Virus Inactivation Solution



Step 3

	To DO	Status	Step 0	Step 1	Step
	Build production system	Competed	Base foundation Tal	ceoff to growt	h Tow
	Brand value improvement  Challenge to improve further recognition  Opened brand site in July 2021  Strengthen promotion activities, such as  Actively participating in exhibitions and advertising		system -Brand value improvement -Product expansion -Product expansion	Space rastructure high affinity g equipment/ onditioners/	Challeng MaaS ma Severe us environm Vehicles/A /Marine ve
STEP0	Product expansion	Promote to safe and secure environment needs continuously  • Applying to certification worldwide  Despite of delay in UL certification, expect sales to increase after certified  Expect ACGIH* revision in 2022  • Collaboration/product development • expanding product lineup			FY20
STEP1	Space infrastructure with high affinity	<ul> <li>Phase to expand sales by collaboration with partners</li> </ul>		Lower sale expected d certificatio	ue to UL
STEP2	Challenge to MaaS market Severe usage environment	• Implementing efforts to signing in vehicles, aircraft and marine vessels			

oward growth trajectory Medical care Further growth nge to through medical narket/ site development usage ments **Hospital sites** (Medical treatment /Aircraft vessels /Infection prevention) FY2023 022 Target: More than 10.0 billion yen →No change FY2021 FY2022 FY2020 Result **Forecast** Plan

<sup>\*</sup>UL standard: Product safety standard Underwriters Laboratories Inc.: UL defines

<sup>\*</sup>ACGIH: American Conference of Governmental Industrial Hygienists, which prescribes Threshold Limit Values (TLVs)



### Dividend per share

FY2021 annual dividend (plan) will be maintained 26 yen per share in a stable and consistent manner



## Share Buyback

Ushio purchases own treasury shares, taking flexible approach. We retain our treasury shares of approximately 5% of the total numbers of issued shares at maximum and cancel the excess portion of the treasury shares in each year.



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#### Care 222 as Disinfection and Virus Inactivation Solution



#### FY2022 Press release on Care222

■ Acuity Brands Filtered Far-UVC Module with Ushio Care222<sup>®</sup> Technology is the First to be UL Certified Release announced on August 16, 2021



https://www.ushio.com/acuity-brands-filtered-far-uvc-module-with-ushio-care222-technology-is-the-first-to-be-ul-certified/

■ Ushio Taiwan, Inc. concluded long strategic contract with Delta Electronics, Inc. and has started supplying Care222 module.

Release announced on July 22<sup>nd</sup>, 2021 (only in Japanese):

https://clean.ushio.com/jp/news/210722.html



■ Research Confirms Ushio's Care222 Far UV-C Technology Is Effective Against a Variant of SARS-CoV-2, the Virus That Causes COVID-19

Release announced on July  $6^{th}$ , 2021 :

https://www.ushio.co.jp/en/news/1002/2021-2021/500814.html



■ unDevelopment Corporation to incorporate Ushio Care222 Filtered Far UV-C Module into new unSafelite<sup>TM</sup> UV Sanitizing Columns for Elevators



Release announced on June 28th, 2021

https://www.ushio.com/wp-content/uploads/2021/06/uvdevelopment-ushio-care222-filtered-far-uv-c-uvsafelite-elevator.pdf

### **EUV Light Source for Mask Inspection**



## **USHIO**

**EUV light source for nextgeneration semiconductor mass-production process** Development, Production, Sales



Mask Inspection equipment manufacturer/
Research & development institution



## Semiconductor device manufacturers

Increase EUV light source needs for inspection and development

Contribution of Ushio's EUV light source



Expect to expand business opportunities of EUV light source for mask inspection





Next-generation semiconductor mass-production needs with EUV lithography technology evolution

#### Ushio EUV Light Source Development History

2000 EUV light source development started

2001 Established EUVA\*

\*Extreme Ultraviolet Lithography System Development Association

2013 Withdrew from Lithography related development

2016 Delivered EUV light source to TNO

2018 Delivered first EUV light source for inspection (for test purpose)

2019 Delivered and received first acceptance for mass production process

#### Ushio Strength

Long business experience in semiconductor industry

+

Many years of experience in EUV technology (Compact/High-brightness/High Power)

### Sales Expansion of Exposure Equipment for Latest IC Package Substrates





#### **Large Field Stepper (UX-5)** Production and sales

• World wide share: Maintain 100%

High-end BGA substrate exposure market (self-survey)



Cutting-edge & Next generation package demand expansion



#### Package substrate manufacturer

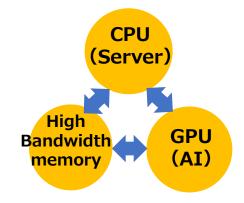
Chip Mounting

Server Installed

With IoT evolution, demand increased for servers for data centers processing high capacity and high speed data processing

#### Data center market

- >20% growth per year (self-survey)
- ⇒ Expanding Adoption of next-generation package substrates



- **●UX-5** Strength (Feature)
  - 1. Large-area projection
  - → High productivity & low CoO
  - 2. Non-contact mask work
  - → Yield enhancement
- 3. Deep focal depth
- → Process margin & substrate warping
- 4. High Resolution/alignment accuracy
- → Pitch miniaturization & process margin

## Direct Imaging (DI) Exposure System





## **Direct Imaging Exposure System**

Development · Production · Sales





Print-wired board demand increasing as application innovation



**Print-wired board** Package substrate manufacturer

**High Density** 

**Multi-layering** 



Downsizing

#### As 5G progressed

Innovation of each application and demand increasing

**Data Center Base Station Demand increasing** 

**Smartphone Communication Device Demand increasing** 

**Vehicle Installation Demand increasing** 

**5G** Service Started and expanding around the world

Ushio Strength

High Resolution (High end products)

World's fastest High Productivity (Middle end products)

● World wide share: 20% (self-survey)

Customer-first maintenance support capability

## Reference: Summary of Quarterly Financial Results



		FY20				FY21		YoY comparison	
(billion yen)		1Q	2Q	3Q	4Q	1Q	2Q	Changes	%
Net Sales		23.6	28.3	30.4	36.1	34.9	36.6	+8.2	+29.2
Operating Income		<b>▲</b> 0.7	<b>▲</b> 0.3	0.6	1.1	2.5	3.9	+4.3	_
Operating Income (%)		▲3.1	<b>▲</b> 1.1	2.2	3.2	7.4	10.9	+12.1P	_
Ordinary Income		0.3	0.0	1.2	1.7	3.3	4.3	+4.2	_
Profit Attributable to Owner of Parent		<b>▲</b> 1.0	▲0.9	0.9	0.3	3.3	3.1	+4.0	_
EPS (yen)		▲8.76	<b>▲</b> 7.60	7.66	2.99	28.02	25.94	+33.54	_
FOREX (yen)	USD	108	106	105	105	110	110	+4	_
	EUR	118	124	124	128	132	130	+7	_

## Reference: Summary of Quarterly Financial Results by Business Segments

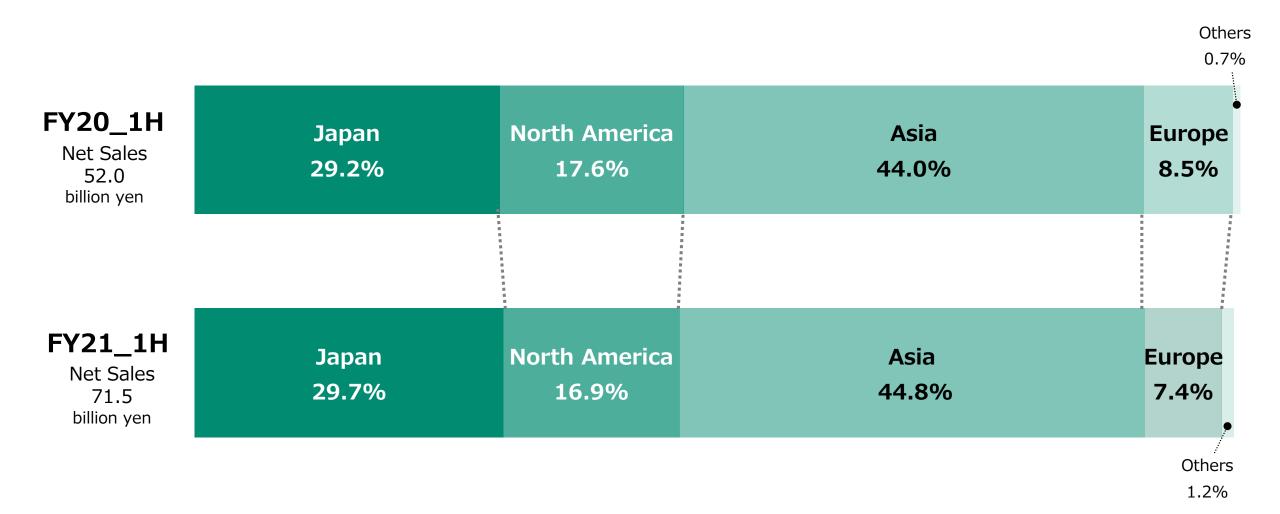


		FY20			FY21		
	(billion yen)	1Q	2Q	3Q	4Q	1Q	2Q
Light source	Net Sales	10.4	10.5	11.6	13.0	13.6	14.3
	Operating Income	0.4	0.1	0.7	1.7	1.9	2.5
	Operating Income (%)	4.6	1.8	6.8	13.5	14.3	17.8
Optical equipment	Net Sales	7.1	9.2	9.4	13.1	12.4	12.0
	Operating Income	0.0	0.0	0.0	0.6	1.0	1.3
	Operating Income (%)	1.1	0.9	0.8	4.6	8.7	11.3
Imaging equipment	Net Sales	5.4	7.9	8.5	9.0	8.2	9.4
	Operating Income	<b>▲</b> 1.2	<b>▲</b> 0.6	▲0.2	<b>▲</b> 1.2	▲0.4	0.0
	Operating Income (%)	▲23.9	▲8.0	<b>▲</b> 3.3	<b>▲</b> 14.1	<b>▲</b> 5.8	0.3
Others	Net Sales	0.6	0.5	0.7	0.8	0.6	0.8
	Operating Income	▲0.0	0.0	0.0	0.0	▲0.0	0.0
	Operating Income (%)	<b>▲</b> 3.6	0.1	4.3	6.1	▲0.2	2.2
Total	Net Sales	23.6	28.3	30.4	36.1	34.9	36.6
	Operating Income	▲0.7	▲0.3	0.6	1.1	2.5	3.9
	Operating Income (%)	▲3.1	<b>▲</b> 1.1	2.2	3.2	7.4	10.9

YoY comparison			
Changes	%		
+3.7	+35.4		
+2.3	_		
+16.0P	_		
+2.8	+30.5		
+1.2	<del>-</del>		
+10.4P	_		
+1.4	+17.9		
+0.6	_		
+8.3P	_		
+0.2	+52.5		
+0.0	<del>-</del>		
+2.2P	_		
+8.2	+29.2		
+4.3	_		
+12.1P	_		

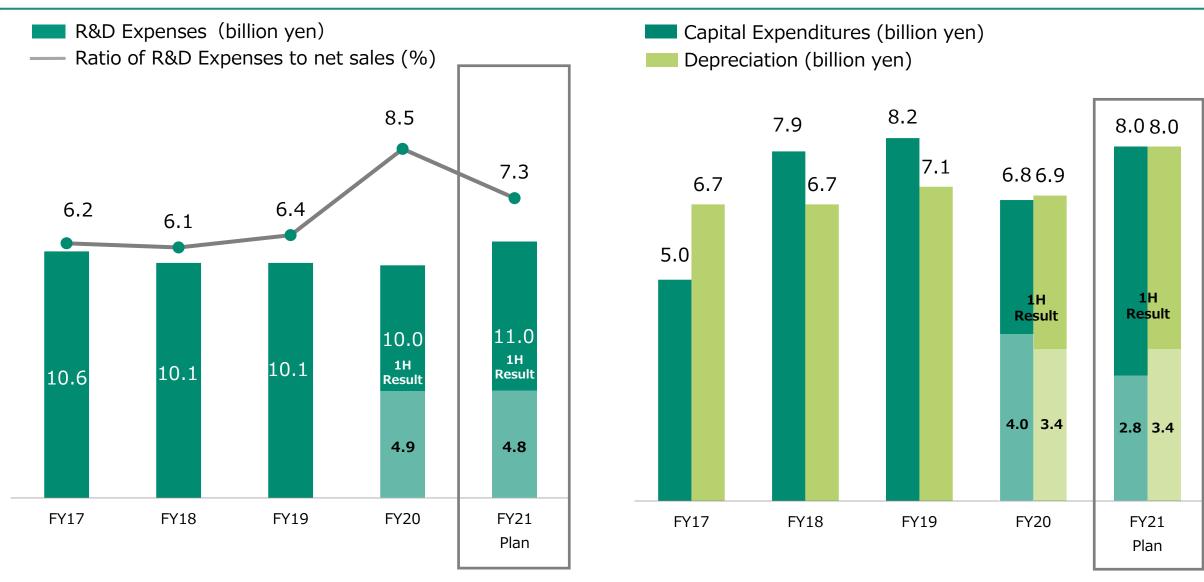
## Reference: Sales Ratio by Region





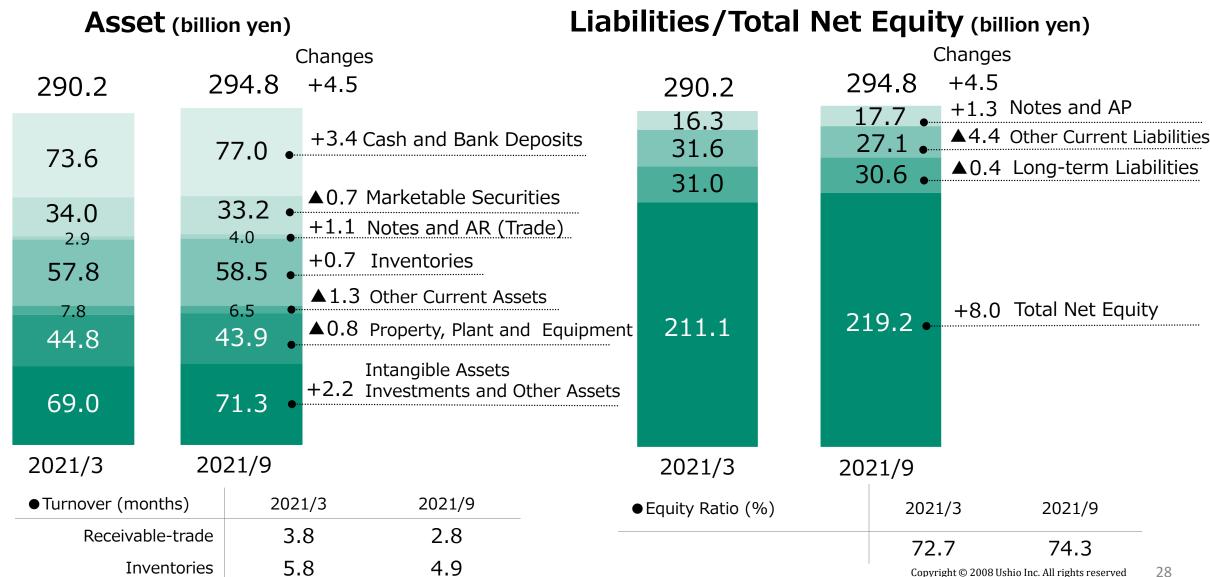
## Reference: R&D Expenses/Capital Expenditures and Depreciation





#### Reference: Balance Sheet

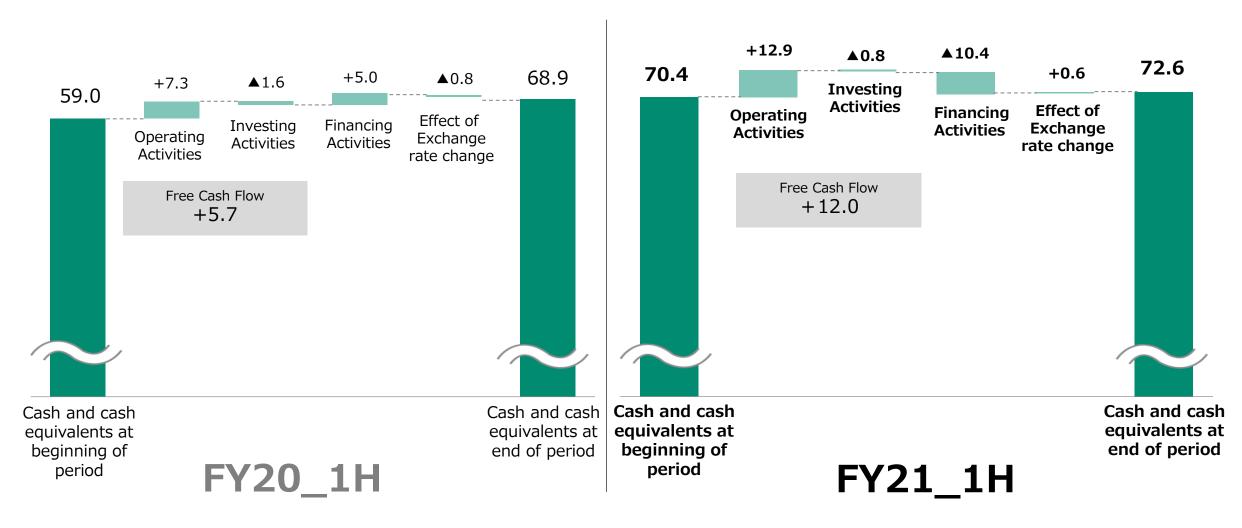




#### Reference: Cash Flow



(billion yen)







AI	Artificial Intelligence			
BGA	Ball Grid Array			
COF	Chip on Film			
CoO	Cost of Ownership			
CPU	Central Processing Unite			
DCP	Digital Cinema Projector			
DI	Direct Imaging			
EUV	Extreme Ultraviolet Radiation			
FPD	Flat Panel Display			
GPU	Graphic Processing Unit			
IoT	Internet of Things			
OA	Office Automation			
OLED	Organic Light Emitting Diode			
RGB	Red Green Blue			
TNO	The Netherlands Organization of Applied Scientific Research			
UV	Ultraviolet			
5G	5 <sup>th</sup> Generation			

# **USHIO**

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