

V-Technology Co., Ltd.

# FY2022 First Half Result Announcement

**Supplementary Materials** 

**November 9, 2021** 

# **Forward-Looking Statements**

#### Forward-looking statements

The Company's plans, strategies, outlooks, and other statements that are not historical facts are forward-looking statements. These items are based on currently available expectations, estimates, and projections. These expectations, estimates, and forecasts are subject to a number of potential risks, uncertainties and processes, including, but not limited to, changes in economic and market conditions, changes in the competitive environment, changes in the policies of the countries in which our customers operate, and the outcome of pending and future litigation. Therefore, these expectations, estimates, and projections are subject to change, and actual results may differ materially from those in the forward-looking statements. Accordingly, you are cautioned not to place undue reliance on these forward-looking statements. The Company assumes no obligation to update these forward-looking statements based on new information or future events.

#### Foreign Exchange Risk

• In principle, export sales of our mainstay flat panel display manufacturing equipment are conducted in yen. The Company hedges foreign exchange risk by entering into forwarding exchange contracts when receiving orders, if necessary. Therefore, the impact of exchange rate fluctuations on equipment sales is negligible.

#### Treatment of figures

- Amounts listed are rounded down to the nearest unit, and percentages are rounded off to the nearest unit, so they may not match the breakdown.

#### Finalization of provisional accounting treatment

• The provisional accounting treatment for the business combination with Nano System Solutions, Inc. on August 22, 2019, was applied in the previous consolidated fiscal year but was finalized in the second quarter of the consolidated fiscal year. Following this provisional accounting treatment's determination, comparative analysis has been conducted using figures after retrospective adjustment.

# Changes in Accounting Policies (For details, please refer to Page 7 of the Summary of Financial Statements for the first half of the Fiscal Year Ending March 31, 2022)

# 1 Changes in Accounting Policies (For details, please refer to Page 9 of the Summary of Financial Statements for the First Quarter of the Fiscal Year Ending March 31, 2022)

• The Company has adopted the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020, hereinafter referred to as the "Accounting Standard for Revenue Recognition"), etc. from the beginning of the first quarter of the fiscal year ending March 31, 2022, and will recognize revenue at the amount expected to be received in exchange for the promised goods or services when control of the goods or services is transferred to the customer.

#### 2 Application of Accounting Standards for Calculation of Fair Value, etc.

- The Company has adopted the Accounting Standard for Measurement of Fair Value (hereinafter referred to as the "Accounting Standard for Measurement of Fair Value "\* 1), etc. from the beginning of the first quarter of the fiscal year ending March 31, 2022.
- In accordance with the transitional treatment prescribed by the Accounting Standard for Market Value Calculation\*2, the Company will apply the new accounting policies prescribed by the Accounting Standard for Market Value Calculation, etc. in the future.
- · The adoption of these accounting standards will have no impact on the quarterly consolidated financial statements.
- \*1 Corporate Accounting Standard No. 30 (July 4, 2019). \*2 Based on paragraph 19 of the Corporate Accounting Standards and paragraph 44-2 of the Accounting Standard for Financial Instruments (Corporate Accounting Standard No. 10, July 4, 2019).

#### Matters related to changes in reportable segments, etc.

- Previously, segment information was omitted because the Company's only reportable segment was the "FPD business" based on quantitative criteria. In the first quarter of the fiscal year ending March 31, 2022, the Company changed its reportable segments from a single segment to two segments, "FPD business" and "Semiconductor business," due to the increase in the importance of volume, and disclosed segment information as "Other" for business segments not included in the reportable segments.
- Business segments that are generally similar in terms of markets, types of customers and services have been aggregated.



# Financial Highlights of First Half in FY2022

#### 1. Sales and profit largely in line with plan, SEMI business in stead growth

- Sales and profit (Page4-5, 9)
  - Sales largely in line with 1H plan, profit above plan
  - Semiconductor business is growing and has a strong presence as the second largest business
- Orders (Page8)
  - Orders in the semiconductor business grew, but orders for LCDs, which were in the low investment phase, decreased compared to the previous quarter when large orders were received.
  - Q3 orders are expected to be higher than Q2 due to progress in new product evaluations and the conclusion of semiconductor-related business negotiations.

#### 2. Downward revision of full-year forecast

- Reasons for revision (Page15)
  - (1) Delay in new product launch due to new coronavirus, (2) Delay in production plan due to prolonged delivery of semiconductor materials, (3) Change in customers' capital investment plans and delivery dates

    Product Development and Individual Product Status

#### 3. Product Development and Individual Product Status

- Product Development System (Page17~18)
  - Strengthening ties with top manufacturers and accelerating development through selection and concentration of resources.
- Status of Products (Page18~20)
  - Photomask inspection systems (Page17)
  - Exposure Systems for Semiconductor Packages(Page17)
  - MiniLED/µLED, OLED Manufacturing Equipment(Page17)
  - Individual Product Status by Subsidiary (Page18-19)



# **Profit and Loss**

- Despite progress in the semiconductor business, overall sales and profits declined
  - Net income increased year on year mainly due to the conversion of a subsidiary into a wholly owned subsidiary

	FY2021 1 <sup>st</sup> half		FY	(Reference)		
(Million of JPY)	Amount	Margin	Amount	Margin	Y/Y Change	1H Forecast at Augst 11
Net sales	28,220	100.0%	27,127	100.0%	▲3.9%	27,300
Gross profit	7,334	26.0%	7,309	26.9%	▲0.3%	_
Operating profit	2,941	10.4%	2,542	9.4%	▲13.6%	2,100
Ordinary profit	2,877	10.2%	2,462	9.1%	<b>▲14.4%</b>	2,050
Net profit attributable to owners of parent	1,477	5.2%	1,893	7.0%	28.2%	1,650



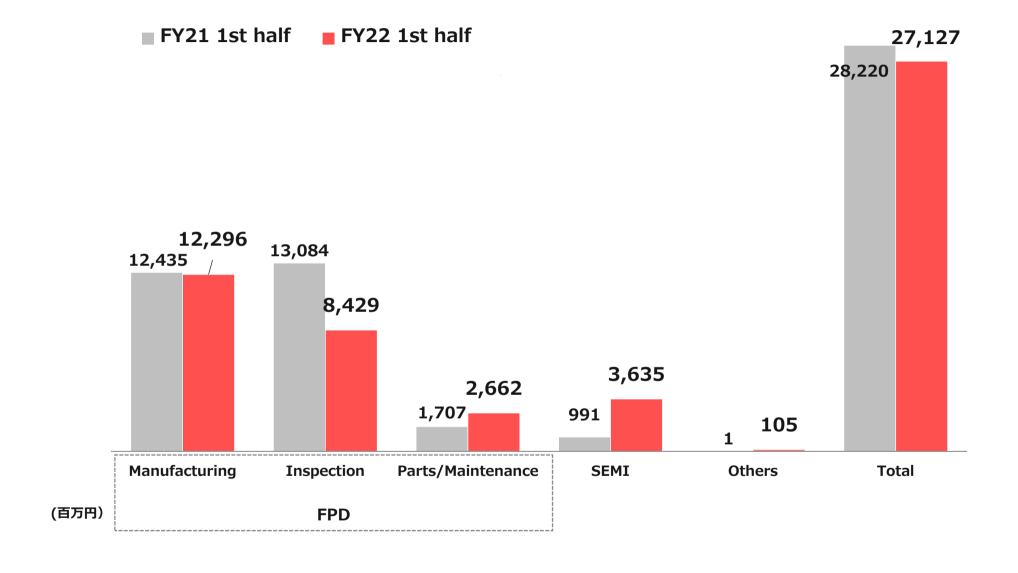
# **Profit and Loss(by business segments)**

# Steady increase in semiconductor-related sales and profits

Profit and loss		FY21 1 <sup>st</sup> half	FY22 1 <sup>st</sup> half				
		Amount	Amount Y/Y Information on segments				
	Net sales	991 (3.5%)	<b>3,635</b> (13.4%)	+266.8%	Consists of NSS, Lithotec Japan (LTJ), OHT and VTech's semiconductor and PCB businesses, etc.		
SEMI	Profit(loss▲)	89	324	+264.0%	Sales and profit grew due to the acquisition of LTJ as a subsidiary and increased sales and profit of NSS and OHT		
	Margin		8.9%	▲0.1%	Profitability improved by 2.4 percentage points from Q1 (6.5%) due to growth in sales at subsidiaries and for Z-CSET		
	Net sales	<b>27,227</b> (96.5%)	23,386 (86.2%)	▲14.0%	Consists of FPD equipment business of V-Tech and OHT, deposition mask business (VET), salvage (VSC), etc.		
FPD	Profit(loss▲)         2,936         2,322         ▲20.9%           Margin         10.8%         9.9%         ▲0.9%		2,322	▲20.9%	<ul><li>Sales largely in line with plan</li><li>Profit decreased due to change in product mix</li></ul>		
			<ul> <li>In VET (Vapor Deposition Mask), evaluation with customers and process improvement work are in progress with the aim of contributing to business performance in the second half.</li> </ul>				
	Net sales	1	105	_	Consists of OLED lighting business (Lumiotec), etc.		
Other	Profit(loss▲)	<b>▲84</b>	▲105	_	In the lighting business, preparation for sales of lighting fixtures and development of production system are progressing.		
	Margin	_	_	_	progressing.		
	Net sales	28,220 (100.0%)	<b>27,127</b> (100.0%)	▲3.9%			
Total	Profit(loss▲)	2,941	2,542	▲3.9%	_		
	Margin	<b>991</b> (3.5%)	<b>3,635</b> (13.4%)	266.8%			

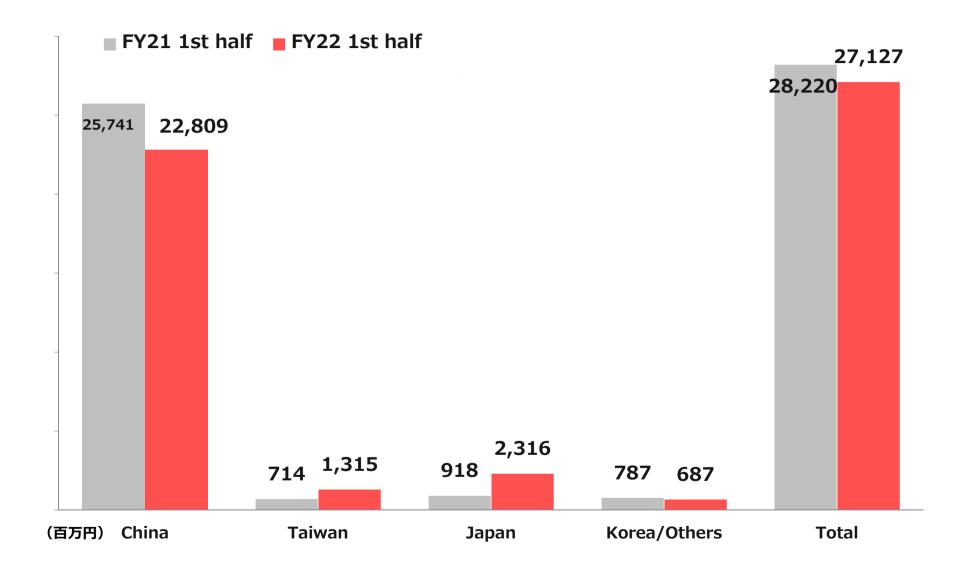


# Sales by business segments(for details)





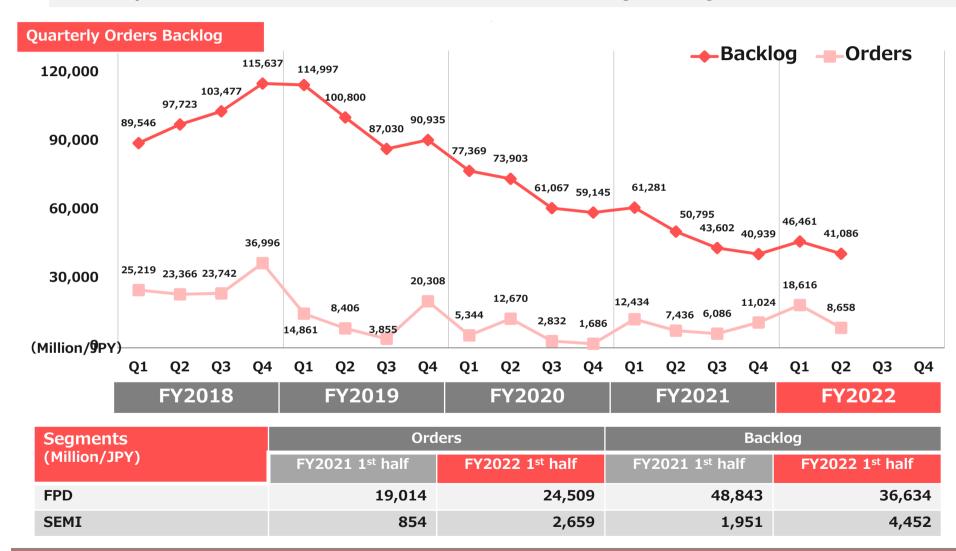
# **Sales by Countries**





# Transition of Quarterly Orders Received and Backlog

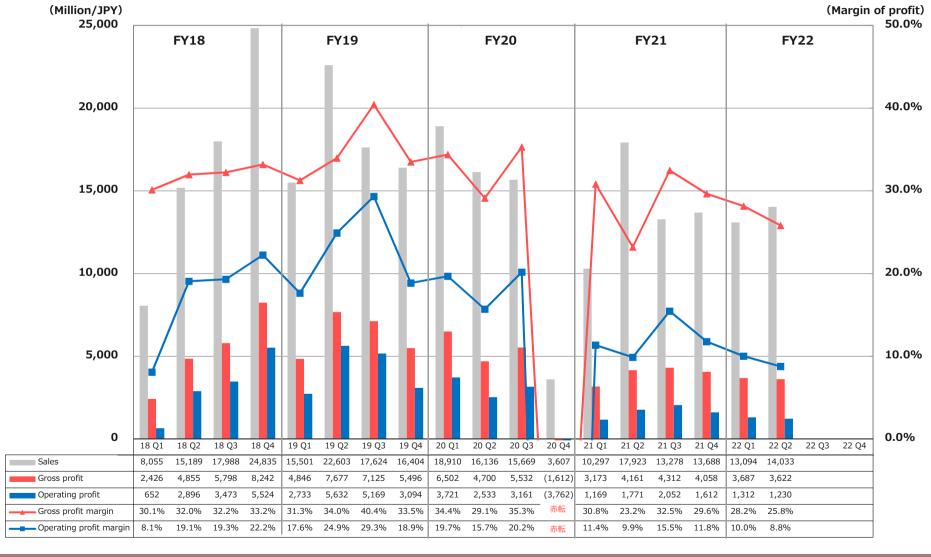
- ► Orders in the first half increased year on year
  - New products under VT development and orders in the semiconductor business are expected to contribute to the increase in orders in Q3 over Q2.





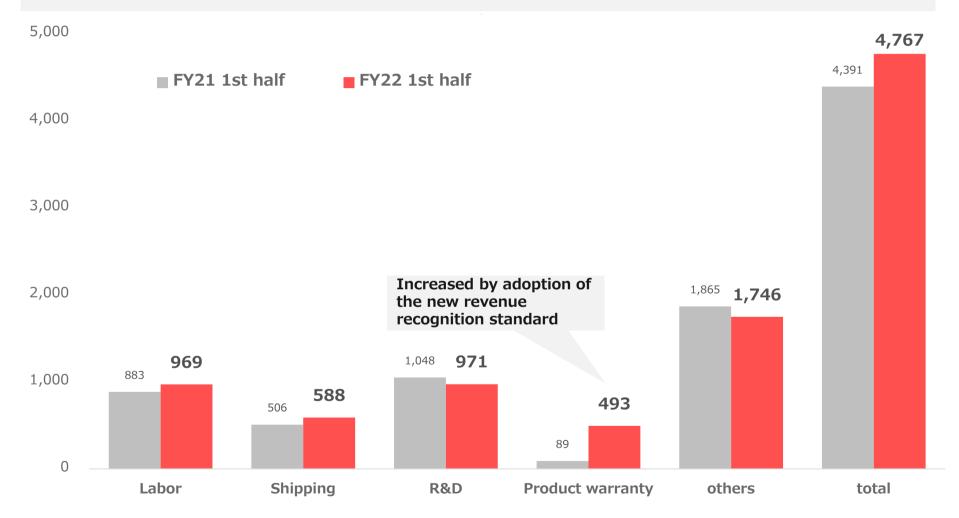
# **Transition of Quarterly Sales and Profit**

Quarterly sales and profit changed due to differences in customers and sales composition



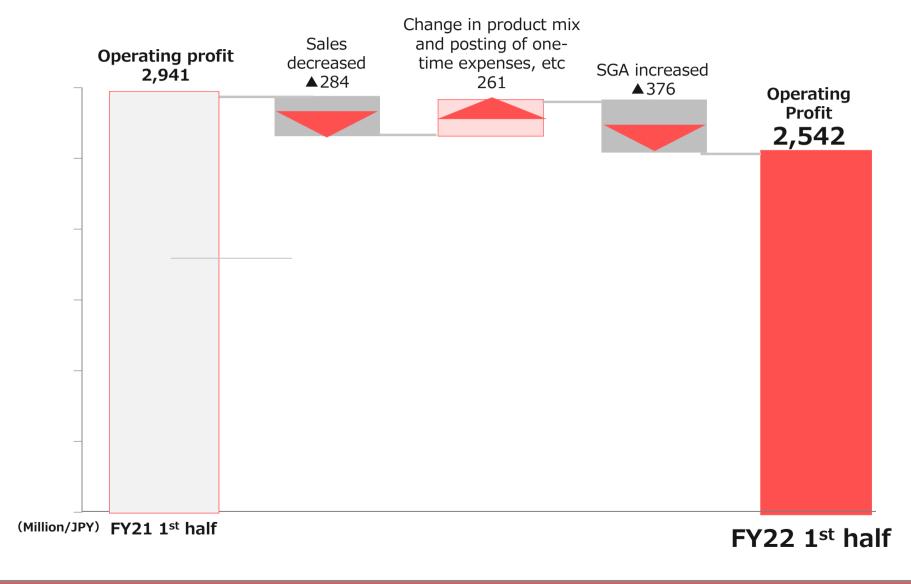
# SG&A(Selling, general and administrative) Expenses

Excluding the impact of the change in accounting policy (adoption of the new revenue recognition standard), overall results were almost the same as the previous fiscal year.



(単位:百万円)

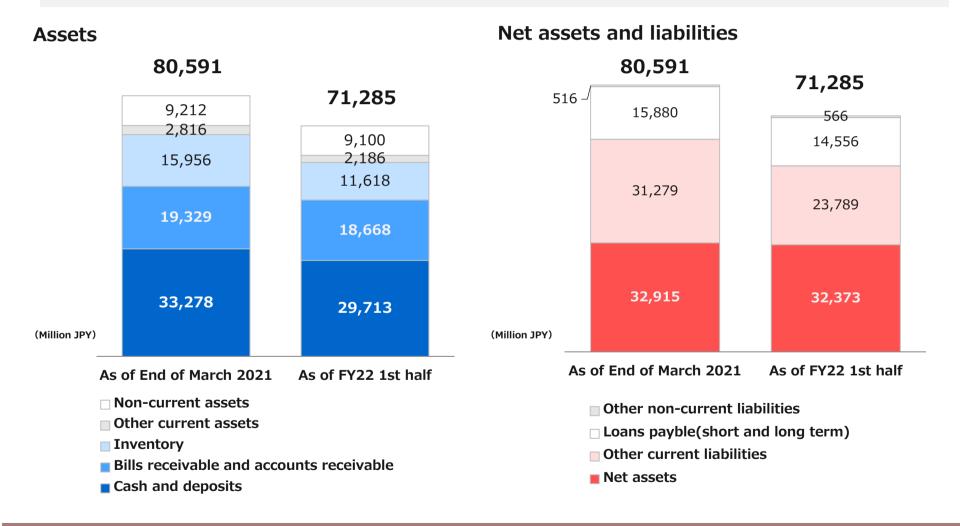
# Analysis of differences in consolidated operating profit





## **Transition of Consolidated Balance Sheets**

- Cash and cash equivalents decreased by 3,565 million yen due to payment of dividends and loans to non-controlling shareholders, etc.
- ▶ Other current liabilities decreased by 7,490 million yen due to decrease in advances received and income taxes payable



# **Transition of Cash Flows**

- Operating CF was 671 million yen due to a decrease in inventory assets from sales, net income, and a decrease in advances received (6,407 million yen).
- Financing CF was ▲3,825 million yen due to repayment of debt, dividend payment to non-controlling shareholders, and making the Chinese sales company a wholly owned subsidiary.

		FY2021 FY21 1st half	FY2021 FY22 1st half	
	Profit before income taxes	3,147	2,948	
	Notes and accounts receivable - trade (increase ▲)	▲2,062	491	
Cash flows from	Inventories (increase▲)	4,809	4,719	
operating activities	Notes and accounts payable - trade (decrease▲)	▲281	11	
	Other	8,980	<b>▲</b> 7,498	
	Total	14,593	671	
Cash flows from inve	esting activities: Total	▲447	<b>▲</b> 442	
	Proceeds from loans payable	13,899	70	
Cash flows from	Repayments of loans payable	▲9,040	<b>▲</b> 1,394	
financing activities	Other	<b>▲</b> 557	▲2,501	
	Total	4,302	▲3,825	
Effect of exchange rate change on cash and cash equivalents		26	30	
Net increase (decrease) in cash and cash equivalents (decrease▲)		18,474	▲3,565	
Cash and cash equivalents at beginning of period		11,981	33,158	
Cash and cash equivalents at end of period		30,455	29,593	



# **Business Forecast**



# The earnings and dividend forecast of FY2022

- Reasons for forecast revision
  - New products: Delays in bringing some new products with high profit margins to market, and delays in joint evaluations with customers due to the re-emergence of the new coronavirus infection
  - Conventional equipment: Production disruptions due to delays in delivery of semiconductor materials, postponement due to changes in customers' investment plans
- No revision of dividend forecast

Earnings forecast (Million JPY)	FY22(12months)				FY21	New Forecast
	(As of May 12)		(As of November 8)		(actual)	vs. previous year
	Amount (Million JPY)	Margin	Amount (Million JPY)	Margin		Percentage change
Net sales	60,000	_	53,000	_	55,186	<b>▲</b> 4.0%
Gross profit	7,200	12.0%	5,000	9.4%	6,604	▲24.3%
Ordinary profit	7,050	11.8%	4,900	9.2%	6,836	▲28.3%
Net profit attributable to owners of parent	4,300	7.2%	3,750	7.1%	3,513	6.7%
EPS(JPY)	444.70		387.82		363.41	_

Dividend (forecast and actual, JPY)	(As of May 12)	(As of November 8)	FY21 (actual)
1 <sup>st</sup> half	60	Not changed (Payment will start in December 6)	60
2 <sup>nd</sup> half	60	Not changed	60



# Overview of Vtec and Major Subsidiaries



# Overview of V-Technology(1/2)

#### 1. Delay in the development of new products and businesses related to FPD

R&D activities with overseas customers were the most affected by the reemergence of the new coronavirus infection (Delta stock).

- 1 Almost all of our partners (customers) in the development of next-generation FPD technology are in China.
- ② Travel to China (customer's visit to Japan) → Serious impact on verification using actual equipment at the customer's site (or our demonstration equipment)
- 3 Limitations of online communication

#### 2. List of major new products/new businesses related to FPD

New Products/New business	Purpose	Customer(Partner)	region	
Laser annealing equipment	MiniLED	Company A		
Luser annealing equipment	μLED	В		
Fine Hybrid Mask(FHM, for OLED depsition)		C′ D	China	
Vertical deposition equipment	OLED	Е		
Salvage service for small and mid sized OLED		F、G		

All cases heavily impacted and delayed



# Overview of V-Technology(2/2)

#### 3. R&D

#### Efforts to catch up and accelerate the development of new products and businesses

#### **1)**Strengthen ties with top global manufacturers

- Domestic and overseas
- Semiconductor, Display
- Photomasks

#### 2 Focus and select development resources

- Priority Fields
  - > Semiconductors
  - > Photomasks
- · Establishment of Innovation Center

#### **4** Enhancement of development capabilities for component technologies

- Laser, UV and other "optical" processing technologies
- Technology combining new optical systems and AI
- High-definition and ultra-precision control

#### 4. Photomask equipment

### **Developing high-resolution exposure** system for advanced packages

#### 1.OLED

- (1) Inspection
- √High sensitivity, low pseudo-defect, high tact
- ✓ Rapidly increasing evaluation of delivered
- 2 Repair
- √ High-definition

#### 2.SEMI

✓ Strengthen and expand FPD technology, inspection Compact Repair System and mask writer for 1st layer



Photomask repair



Photomask inspection

#### 5. PKG for Semiconductor

#### Advanced packaging technology

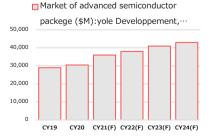
Joint evaluation with global manufacturers

**High evaluation** mainly in resolution and tact

Aiming for early orders



PKG exposure system (image

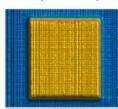


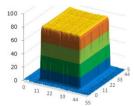
# Overview of major subsidiaries and so on(1/2)

#### 1. Deposition mask for **OLED(VET)** and Vertical deposition EQ(VT)

Time required for commercialization, but evolution continues

- Delay in joint evaluation with customer (Covid19)
- Good results from deposition evaluation in VT deposition system





Film thickness measurement result (x50)

- Improved manufacturing yield
- Larger OLED
  - > Application study for G8.5H
  - > Targeting medium-sized panels

#### **Deposition mask** (Fine Hybrid Mask)



- Adopts a hybrid structure of resin and metal
- Lightest weight/highest definition/highest positioning accuracy
- No assembly work required

#### Vertical deposition EQ



Smaller footprint than the horizontal deposition method; in principle, easier to accommodate larger substrates

#### 2. VSC(Salvage service for OLED)

#### Semiconductor shortage to hit

- Production of IP-based driver ICs continues to be delayed, and full-scale operation is expected to be delayed until 2022
- 2022 Chinese panel shipments expected to be 2.5 times that of the previous year
- Collaboration with several driver IC manufacturers underway

#### **Mura Correction effect**



Demura EQ

#### 3. Agriculture (tomato production technology)

#### Establishment of JV in China and progress in system development

① 愛美客農業科技(蘇州)有限公司



Phase1 House approximately1ha (10,000m) Tomato cultivation using the imec® system

#### ② Business

1. JV and partner tomato sales

#### **Brand Concept**

Grown with the most advanced and latest film cultivation from Japan Safe, delicious, and healthy. The one and only brand tomato!

#### 2. Sales of imec materials

#### imec®



- \*Realization of high concentration and high sugar content
- \*Safe and secure
- \*Patented in many countries around the world
- \*Can be grown in any soil Even inexperienced people can learn in a short time

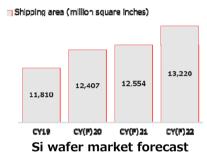


# Overview of major subsidiaries and so on(2/2)

#### 4. Nano System Solutions

Silicon wafer capital investment in full swing, 300mm wafer fabs continue to operate at full capacity

- Responding to an increase in inquiries, building a track record, and expanding market share
- Developing inspection technology that can guarantee a higher level of quality





Si wafer inspection

#### 5. OHT

Development theme: Electrical inspection and image inspection Create products that do not exist anywhere else in the world

**EPIS**(Electrical Picture Inspection System)

>Visualize the current flowing in a circuit



#### **Applications**

 PCB for semiconductor packages

#### 6. Lithotech Japan

| Expanding sales to overseas customers, supported by VT Group sales companies

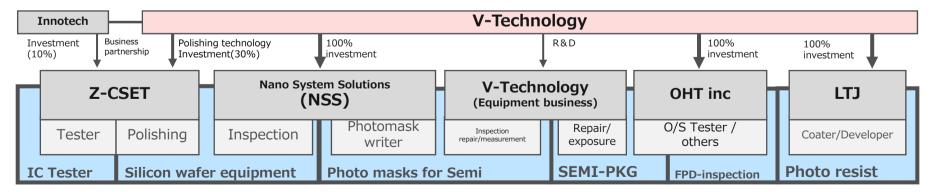
Increase in inquiries from overseas manufacturers, etc.



Automatic coater/developer

(Ref) Capital relationship with major equipment-related subsidiaries, and products and target markets (light blue)

#### Expand business through M&A, business alliances, and R&D



# Sustainability



# **Management Philosophy and Sustainability**

We will work to achieve sustainable growth of the company and realize our management philosophy from the perspective of sustainability.

#### **Mission**

Contributing to society with fervor and great ambition, through our worldclass innovative manufacturing solutions.

# Management Policy

We aim to become one of the world's leading manufacturing solution providers by expanding our scale and stabilizing our earnings with our unique strengths. We aim to become one of the world's leading manufacturing solution providers.

Business	FPD		SEMI			Agriculture, and the others	
Measures	M&A	R&D		Customer		SCM	Human Resources

#### **Environment** Society Governance Separation of supervision and · Director Udaka Appears at "The · LED light source for exposure execution 2nd COME BACK Women's Judo" system > 5 directors (including 2 outside **Event for Mivagi Judo Federation** > Electricity consumption is reduced directors), establishment of **Instructors** by about 90%. Nomination and Compensation Committee, etc. Sustainability Strengthen risk management Capital participation in Nexify Technology, Inc. > Establishment of headquarters ➤SiC (Silicon Carbide) Applied system/ Affiliate Company Management Office Products and Systems / High Voltage DC Power Transmission / Dialogue with stakeholders EV NexFi > Establish a system for information disclosure and dialogue

**Exective and Employee** action guidelines

- 1. Have I lacked in spiritual vigor?
- 2. Have I been responsible for my speech and behavior?
- 3. Have I committed myself to work with zeal and effort?



# V-TECHNOLOGY