# Consolidated Business Results \& Forecasts 

FY2021 First Quarter Ended J une 30, 2020
July 29, 2020

SCREEN Holdings Co., Ltd.
President
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* Cautionary statement with respect to these materials; The earnings forecasts contained in these materials and communicated verbally, are made in accordance with currently available information and rational assumptions. SCREEN Holdings does not promise that the forecasts or estimates will be accurate. Therefore, it should be noted that actual results could differ significantly due to a variety of factors.
Figures have been rounded down to eliminate amounts less than 100 million JPY, except per share figures. A ratio has been rounded off
SCREEN's fiscal year (FY) encompasses the period from April 1 to March 31 of the following calendar year. (Ex. FY2021: April 1, 2020 - March 31, 2021)


## Summary

■ Business results in 1Q

- YoY: sales and profit inc reased
- SPE 1Q orders: in line with our expectations

『 FY2021 business forec ast

■ Medium-term management plan, "Value Up 2023"

## Agenda

o FY2021 1Q Business Results
FY2021 Business Situation in SPE
Financial Situation
FY2021 Business Forecast
Medium-term Management Plan, "Value Up 2023"
Appendix: Recent News/ Business Situation by Segment etc.

FY2021 1Q Business Results Yoy

| (Billions of JPY) | FY2020 |  |  |  |  | Pr2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | Full | 10 | Difference (YoY) |  |
| Netsales | 58.2 | 89.9 | 77.8 | 97.1 | 323.2 | 66.8 | 8.6 | 14.9\% |
| Operating income (to net sales ratio) | $\begin{gathered} \text { (4.4) } \\ -7.6 \% \end{gathered}$ | $\begin{array}{r} 7.8 \\ 8.7 \% \end{array}$ | $\begin{array}{r} 3.9 \\ 5.1 \% \end{array}$ | $\begin{array}{r} 5.1 \\ 5.3 \% \end{array}$ | $\begin{array}{r} 12.5 \\ 3.9 \% \end{array}$ | $\begin{array}{r} 1.8 \\ 2.8 \% \end{array}$ | 6.2 | $\frac{-}{10.4 p t}$ |
| Ordinary income | (4.2) | 7.6 | 3.7 | 4.4 | 11.6 | 1.9 | 6.2 | - |
| Profit attibutable to owners of parent | (2.9) | 5.3 | 2.3 | 0.2 | 5.0 | 1.9 | 4.9 | - |

FY2021 1Q Business Results

| (Billions of J PY) | FY2020 |  |  |  |  | Fr2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | Full | 1Q | Difference (YoY) |  |
| Netsales | 58.2 | 89.9 | 77.8 | 97.1 | 323.2 | 66.8 | 8.6 | 14.9\% |
| SPE | 41.2 | 65.6 | 51.5 | 72.0 | 230.5 | 52.6 | 11.4 | 27.9\% |
| GA | 9.8 | 12.9 | 11.5 | 11.2 | 45.5 | 7.9 | (1.8) | -19.3\% |
| FT | 4.8 | 8.0 | 12.4 | 9.8 | 35.1 | 3.6 | (1.1) | -23.8\% |
| PE | 2.1 | 2.6 | 1.7 | 3.4 | 10.0 | 2.3 | 0.2 | 11.4\% |
| Others | 0.2 | 0.6 | 0.4 | 0.5 | 1.9 | 0.2 | (0) | -11.5\% |
| Operating income (to netsales ratio) | $\begin{array}{r} (4.4) \\ -7.6 \% \end{array}$ | $\begin{array}{r} 7.8 \\ 8.7 \% \end{array}$ | $\begin{array}{r} 3.9 \\ 5.1 \% \end{array}$ | $\begin{array}{r} 5.1 \\ 5.3 \% \end{array}$ | $\begin{aligned} & 12.5 \\ & 3.9 \% \end{aligned}$ | $\begin{array}{r} 1.8 \\ 2.8 \% \end{array}$ | 6.2 | 10.4pt |
| SPE | (0) | 6.5 | 4.2 | 5.3 | 16.1 | 4.2 | 4.3 | - |
| GA | (0.2) | 1.1 | 0 | 0.4 | 1.4 | (0.3) | (0.1) | - |
| FT | (3.5) | 0.5 | 0.2 | 0.2 | (2.5) | (1.5) | 2.0 | - |
| PE | (0) | 0 | (0.1) | (0) | (0.2) | 0.1 | 0.1 | - |
| Others | (0.5) | (0.4) | (0.4) | (0.7) | (2.1) | (0.6) | (0) | - |
| Ordinary income | (4.2) | 7.6 | 3.7 | 4.4 | 11.6 | 1.9 | 6.2 | - |
| Profitattibutable to owners of parent | (2.9) | 5.3 | 2.3 | 0.2 | 5.0 | 1.9 | 4.9 | - |

## FY2021 1Q Business Results sy segment



## FY2021 1Q Business Results

- Sales by Segment

- Sales by Region



## Quarterly Orders Received and Order Backlog



## Business Situation

## ■ Main Initiatives and Conditions Going Fonward

- WFE: Our medium- to long-tem outlook with regard to the continued strong growth remains unchanged.
In the short term, there will be uncerta in in 2 H due to the impact of COVID-19, but at present, CY2020 is expected to grow by +0 to $5 \%$ compared with CY2019
- Foundry: Seeing firm investment in both mass-production and miniaturization
- Further strengthen relationships with customers through swiftly solutions provision and extensive support
- Logic: Mass production investment and generational changes in miniaturization proceed simulta neously
- Focus on responding to new processes and supplying equipment in a timely manner
- Memory: Some movement toward full-scale investment resumption
- Provide firm support for current investments and pay close attention to the timing for starting mass production investment
- Imaging Device: Demand seemsto have a slight sigh due to the decrease in the numbers, although the growing popularity of smartphones with multiple cameras
- Strengthen support and pay careful attention to the timing of expanding existing line and new investments
- Chinese market Continued steadily investments in both memory and foundries are expected - Continue to focus on response in a timely manner while considering the impact of COVID-19
- Other. Expecting furthergrowth in sensors, automotive devic es-relatives and power semic onductorsetc.
- Enhance product lineups, including the introduction of new small-diameter products forcompound wafers


## Composition of Sales

- By Region -destination-

- By Application Device



## Orders Received Ratio (Nonconsolidated)



- By Region (compared with FY2020): Increased in China and South Korea, however, decreased in Taiwan and North America
- 1Q Consolidated Orders: Landed at $¥ 43.0$ bn, almost in line with expectations
- By Application Device: Foundries accounted nearly $50 \%$, ma inta ining a high percentage


## Financial Situation: Trend in B/S



Total a ssets increased of $¥ 39.0$ bn compared with the end of FY2020. This waslargely due to an increase in cash and time deposits, inventories, and investment securities due to a rise in the market value of stock held.

- Cash \& time deposits and interest-bearing debt increased due to thickening cash on hand in preparation for the prolongation of COVID-19.


## Financial Situation: Cash Rows


>FCF improved from FY2020, mainly due to a decrease in purchase of property, plant and equipment
>> Operating CF will temporarily deteriorate due to the impact of COVID-19, but it tends to improve through 2Q

FY2021 Business Forec ast (as of July 20, 2020)

| (Billions of J PY) | FY2020 Result |  |  | F2021 Forecast |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1H | 2H | Full | 1H | 2H | Full |
| Netsales | 148.1 | 175.0 | 323.2 | 141.0 | 175.0 | 316.0 |
| SPE | 106.9 | 123.5 | 230.5 | 106.0 | 125.5 | 231.5 |
| GA | 22.7 | 22.7 | 45.5 | 16.0 | 21.5 | 37.5 |
| FT | 12.8 | 22.3 | 35.1 | 13.5 | 21.0 | 34.5 |
| PE | 4.7 | 5.2 | 10.0 | 4.5 | 6.0 | 10.5 |
| Others | 0.8 | 1.0 | 1.9 | 1.0 | 1.0 | 2.0 |
| Operating income (to netsales ratio) | $\begin{array}{r} 3.4 \\ 2.3 \% \end{array}$ | $\begin{array}{r} 9.1 \\ 5.2 \% \end{array}$ | $\begin{aligned} & 12.5 \\ & 3.9 \% \end{aligned}$ | $\begin{array}{r} 3.5 \\ 2.5 \% \end{array}$ | $\begin{aligned} & 14.5 \\ & 8.3 \% \end{aligned}$ | $\begin{aligned} & 18.0 \\ & 5.7 \% \end{aligned}$ |
| SPE | 6.5 | 9.6 | 16.1 | 8.5* | 14.5* | 23.0* |
| GA | 0.9 | 0.5 | 1.4 | (1.0) * | 1.0* | 0* |
| FT | (3.0) | 0.4 | (2.5) | (2.0) * | 1.0* | (1.0) * |
| PE | (0) | (0.2) | (0.2) | 0* | 0* | 0* |
| Others | (0.9) | (1.2) | (2.1) | (2.0) * | (2.0) * | (4.0) * |
| Ordinary Income | 3.4 | 8.2 | 11.6 | 3.0 | 12.0 | 15.0 |
| Profitattibutable to owners of Parent | 2.3 | 2.6 | 5.0 | 2.5 | 8.5 | 11.0 |

## Business Forecast for FY2021 By segment


*Forec ast operating income by segment: approximate numbers per $¥ 0.5$ bn

| (Eillions offpn) | 1H | 2H | Full |
| :---: | :---: | :---: | :---: |
| Depreciation and amortization | 4.8 | 5.2 | 10.0 |
| Capital expenditures | 4.0 | 7.0 | 11.0 |
| R\&D expenses | 10.0 | 12.0 | 22.0 |
| Cash dividends pershare (JPY) | - | - | 60 |
| Assumed exchange rate | $\begin{aligned} & \text { 1USD }=¥ \mathbf{1 0 5 , ~ 1 E U R = ~} ¥ \mathbf{1 1 5} \\ & \text { *Assumed exc hange rate sensitivity (Operating income base) } \\ & \gg \text { To USD: } ¥ 90 \text { million To EUR: } ¥ 20 \text { million } \end{aligned}$ |  |  |

## Analysis of Comparison in Operating Income

■ PY2021 Forec ast-Comparison with FY2020

>P Expect signific a nt improvement in profita bility, mainly in SPE

* Operating Income Factor: approximate numbers per 0.5 bn


## Establishing a presence in the industry as a "Solution Creator"

- Enhance coporate value by creating innovation and a sustainable growth cycle
- Generate cash flows equivalent to profits which are eamed in pursuit of profitability a nd effic iency
- ESG initia tives for Susta inable Comoration

[^0]
## Business Environment

$\checkmark$ Rapid shift to DX with the establishment of new value
$\checkmark$ Servers, 5G, Al, loT, sensors, and power control devices become the growth drivers
$\checkmark$ Growing demand of diversifying displays
$\checkmark$ Acceleration of investment on new energy with growing a wareness of the environment and resources.
$\checkmark$ Shift of demand from la rge-volume printing to high-mix, sma ll-lot printing

> SCREEN's technologies, products, and senvices are becoming ever more indispensable to people's lives

1. Enhance coporate value by creating innovation and a sustainable growth cycle

- Focus on strategic development investment and strengthen the business portfolio by promoting open innovation and $M \& A$
- Endeavorto create new businesses (ex. life sciences, inspection \& measurement, energy, and AI)

2. Generate cash flows equivalent to profits whic $h$ are eamed in pursuit of profitability and efficiency
$\square$ Enhance capital effic iency on each business by introducing ROIC indic ators
$\square$ Strengthen investment in growth fields by stably generating operating cash flows

## 3. ESG initiatives for Sustainable Coporation

- Formulate the medium-tem plan, "Sustainable Value 2023", based on Sustainable Value (social value) policy for socially susta inable development and execute the plan


## Enhance social value on "Sustainable Value 2023"

## E : Reduce environmental impact through business

- Contribute to the realization of a decarbonized society based on the science-based targets (SBT) framework
- Contribute to the realization of a recycling-oriented society through protection of water resources, reduction of waste, and response to environmentally regulated substances


## S: Create a great place to work and involve in solving social issues

- Execute new ways to work susta inably
$\square$ Promote social contribution activities through industry-academia-govemment colla borations


## G:Strengthen risk management and business continuity plan

- Maintain Group risk management structure and execute the policy
- Strengthen supply chain management based on Responsible Business Alliance(RBA)

*ESG stands for environmental, social and govemance.


## Strategies by Segment

## SPE

- Increase market share in cleaning equipment segment
- Continue to transform toward profitability
- Strengthen after-sales service
- Improve CCC* by strengthening SCM
*Cash Conversion Cycle
<Targets in the final year>
Net Sales $¥ 280$ bn $\sim \neq 300$ bn
Operating Income to Net Sales Ratio 18 ~20\%
<Market Outlook> WFE market will grow at CAGR of 7\% to over \$65 bn in 2023


## GA

$\square$ Expand inkjet products for the commercial printing market and the packaging market (flexible, comugate etc.)

- Strengthen recuming business
<Targets in the final year>
Net Sales $¥ 45$ bn $\sim \neq 50$ bn
Operating Income to Net SalesRatio 6~8\%
<Market Outlook>Marketing Communic ation/Transaction market will grow at CAGR of 8\%, Packaging market will grow at CAGR of 20\% (Both POD markets, 2020-2026)


## F

- Commerc ia lize inkjet equipment business for la rge-size OLED TVs
- Commercialize energy-related business
<Targets in the final year>
Net Sales $¥ 45$ bn $\sim \neq 50$ bn
Operating Income to Net SalesRatio $8 \sim 10 \%$
<Market O utlook> Display ma nufacturing equipment market will grow at CAGR of $1 \%(2020-2022)$


## PE

- Increase market share of existing equipment
$\square$ Work on new product development and launch on the market
<Targets in the final year>
Net Sales $¥ 12 b n \sim \neq 14 b n$
Operating Income to Net Sales Ratio $8 \sim 10 \%$
<Market Outlook> PCB market will grow
at CAGR of 6-7\% (2020-2024)


## New Business

- Inspection \& measurement: Bec ome profitable by solution business
- Life sciences: Become profitable in tablet printing and cell fields
- Launch new project in growing market by strengthening marketing


## Numerical Targets of Economic Value

| Netsales |
| :--- |
| Operating Income |
| to NetSales Ratio |
| ROE |
| Operating Cash Fow |

Shareholder Retums

Achieve net sales of $¥ 400$ bn or above in the final year

Achieve15\% or above in the final year

Achieve15\% or above in the final year

Cumulative total of $¥ 120$ bn in 4 years >AAchieve a net cash position

Achieve a consolidated total retum ratio of 30\% or above from PY2022
(Continue $\mathbf{2 5 \%}$ or above in FY2021)
*The above figures are predicated on organic growth.

| Targets | Changes in three year |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  |  | FY2018 | FY2019 | FY2020 |
| 1. Expand Sales <br> Consolidated annual net sales <br> Approx. $¥ 300$ bn | Net sales | $¥ 339.3 \mathrm{bn}$ | $¥ 364.2 \mathrm{bn}$ | $¥ 323.2 \mathrm{bn}$ |
| 2. Maintain and Improve Profitability <br> Operating income ratio in the final <br> yearof the plan 13\%orabove | Operating <br> income <br> ratio | $12.6 \%$ | $8.1 \%$ | $3.9 \%$ |
| 3. Maintain and Improve Capital Efficiency <br> ROE Approx.15\% | ROE | $18.2 \%$ | $10.3 \%$ | $2.8 \%$ |

- Esta blished robust business foundations supported by annual net sales of $¥ 300.0$ bn thanks to the success of growth investment
- In 1H of the three-yearplan, the ratio of operating income to net sales and market capita lization hit record highs, while our targets for net cash flows a nd other performance indiceshave been met
- On the other hand, we have seen growth in sales in 2 H , albeit with temporary operational confusion. Some issues must be addressed to offset a decrease in profitability a nd create cash flows in a disadvantageous environment arising from the deterioration of market conditions
>> Based on the new medium-term management plan, we will refresh our focus on pursuing improvement in comorate value


## Appendix>> Recent News (May 12 to J uly 29, 2020)

- Develops UV inkjet printing system for a luminum rolls for PTP sheets that improves traceability by adding variable information for individual pha maceutical packages
- Kyoto Institute of Technology and SCREEN signed an agreement related to comprehensive technology exchanges.
- Started an MBA education program in a business-academic alliance with Doshisha University
- Develops the newest model of a cellular morphology analysis and imaging system that supports drug discovery and regenerative medicine research
- Continued selected for the FISE4G ood Index Series, FISE Blossom J a pan Index


## SPE

- Launches new spin processor for single wafer cleaning
- System delivers exceptional cost performance even for wide range of compound wafers
- Chosen for the Global Niche Top Companies Selection 100 by the Ministry of the Economy, Trade and Industry in 2020
- Adds high-speed monochrome model to Truepress, Jet520HD series
- Strengthens lineup forpackage printing market as part of strategic business plan
- Develops high-speed, water-based inkjet system for flexible packaging

| $\square^{\wedge}$ Comparison (YoY) | Fr2020 | Fr2021 | Difference |  |
| :---: | :---: | :---: | :---: | :---: |
| (Billions of JPY) | 19 | 19 |  |  |
| Netsales | 41.2 | 52.6 | 11.4 | 27.9\% |
| Operating income (to netsales ratio) | $\begin{gathered} (0) \\ -0.1 \% \end{gathered}$ | $\begin{aligned} & 4.2 \\ & 8.1 \% \end{aligned}$ | 4.3 | 8.2pt |


| $\square$ Comparison (QoQ) | Fr2020 | Fr2021 | Difference |  |
| :---: | :---: | :---: | :---: | :---: |
| (Billions of JPY) | 4Q | 19 |  |  |
| Netsales | 72.0 | 52.6 | $(19.3)$ | -26.8\% |
| Operating income (to netsales ratio) | $\begin{aligned} & 5.3 \\ & 7.5 \% \end{aligned}$ | $\begin{aligned} & 4.2 \\ & 8.1 \% \end{aligned}$ | (1.0) | $\begin{array}{r} -20.4 \% \\ 0.7 p t \end{array}$ |

## Appendix>> Composition of Sales (Nonconsolidated)

- Total Sales Ratio of Cleaning Equipment by Product in FY2021 1Q



## Appendix>> Business Situation



| $\square^{\wedge}$ Comparison (QoQ) | Fr2020 | Fr2021 | Difference |  |
| :---: | :---: | :---: | :---: | :---: |
| (Billion of f PY) | 4 Q | 19 |  |  |
| Netsales | 11.2 | 7.9 | (3.2) | -29.4\% |
| Operating income (to netsales ratio) | $\begin{aligned} & 0.4 \\ & 3.7 \% \end{aligned}$ | $\begin{array}{r} (0.3) \\ -5.0 \% \end{array}$ | $(0.8)$ | -8.7pt |

## Appendix>> Business Situation

| $\square^{\text {A }}$ Comparison (YoY) | Fr2020 | Fr2021 | Difierence |  |
| :---: | :---: | :---: | :---: | :---: |
| (Billions of JPY) | 19 | 1Q |  |  |
| Netsales | 4.8 | 3.6 | (1.1) | -23.8\% |
| Operating income (to netsales ratio) | $\begin{gathered} (3.5) \\ -74.0 \% \end{gathered}$ | $\begin{gathered} (1.5) \\ -41.4 \% \end{gathered}$ | 2.0 | 32.6pt |


| $\square^{\wedge}$ Comparison (QoQ) | Fr2020 | Fr2021 | Difference |  |
| :---: | :---: | :---: | :---: | :---: |
| (Billion of J PY) | 4Q | 10 |  |  |
| Netsales | 9.8 | 3.6 | (6.2) | -62.9\% |
| Operating income (to netsales ratio) | $\begin{aligned} & 0.2 \\ & 2.3 \% \end{aligned}$ | $\begin{gathered} (1.5) \\ -41.4 \% \end{gathered}$ | (1.7) | -43.7pt |

## Appendix>> Business Sítuation



| $\square^{\star}$ Comparison (QoQ) | Fr2020 | Fr2021 | Difference |  |
| :---: | :---: | :---: | :---: | :---: |
| (Billions of JPY) | 4Q | 10 |  |  |
| Netsoles | 3.4 | 2.3 | (1.1) | -32.3\% |
| Operating income (to netsales ratio) | $\begin{gathered} (0) \\ -2.0 \% \end{gathered}$ | $\begin{aligned} & 0.1 \\ & 5.2 \% \end{aligned}$ | 0.1 | 7.3pt |

## Appendix>> Changes in Main Index

| (Billions of JPY) | Pr2017 | Fr2018 | Fr2019 | Fr2020 | $\begin{aligned} & \text { FY2021 } \\ & \text { (July Forecast) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Netsales | 300.2 | 339.3 | 364.2 | 323.2 | 316.0 |
| Operating income | 33.7 | 42.7 | 29.6 | 12.5 | 18.0 |
| Operating income ratio (\%) | 11.2 | 12.6 | 8.1 | 3.9 | 5.7 |
| Total assets | 300.6 | 365.8 | 380.9 | 347.9 | - |
| Equity | 142.8 | 170.8 | 179.1 | 173.9 | - |
| Equity ratio (\%) | 47.5 | 46.7 | 47.0 | 50.0 | - |
| ROE (\%) | 18.4 | 18.2 | 10.3 | 2.8 | - |
| Depreciation and amortization | 5.3 | 5.7 | 6.8 | 8.8 | 10.0 |
| Capital expenditures | 8.2 | 14.4 | 24.0 | 7.9 | 11.0 |
| RSD expenses | 17.7 | 20.8 | 22.8 | 21.5 | 22.0 |
| EPS (JPM) | 511.96 | 608.62 | 387.10 | 107.37 | 235.70 |
| Cash Dividends ( PY) | 87 | 110 | 97 | 30 | 60 |




[^0]:    * Since uncerta inty has been climbing in the market a mid the COVID-19 pandemic in the first fisc al year, the term of medium-term management plan is extended to four years, not three years as usual.

