

# Consolidated Business Results & Forecasts

FY2021 First Quarter Ended June 30, 2020

July 29, 2020

SCREEN Holdings Co., Ltd.

President
Chief Executive Officer

#### **Toshio Hiroe**

- \* 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 increased
  - SPE 1Q orders: in line with our expectations
- FY2021 business forecast
- Medium-term management plan, "Value Up 2023"



# Agenda

- 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

	FY2020					FY2021		
(Billions of JPY)	1Q	2Q	3Q	4Q	Full	1Q		ference (YoY)
Net sales	58.2	89.9	77.8	97.1	323.2	66.8	8.6	14.9%
Operating income (to net sales ratio)	(4.4) -7.6%	7.8 8.7%	3.9 5.1%	5.1 5.3%	12.5 3.9%	1.8 2.8%	6.2	- 10.4pt
Ordinary income	(4.2)	7.6	3.7	4.4	11.6	1.9	6.2	-
Profit attributable to owners of parent	(2.9)	5.3	2.3	0.2	5.0	1.9	4.9	-

# FY2021 1Q Business Results

YoY

			FY2020				FY2021	
(Billions of JPY)	1Q	2Q	3Q	40	Full	10	Differ (Yo	
Net sales	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 net sales ratio)	(4.4) -7.6%	<b>7.8</b> 8.7%	3.9 5.1%	<b>5.1</b> 5.3%	12.5 3.9%	1.8 2.8%	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	-
Profit attributable to owners of parent	(2.9)	5.3	2.3	0.2	5.0	1.9	4.9	-

SPE: Semiconductor Production Equipment BusinessFT: Display Production Equipment and Coater Business

GA: Graphic Arts Equipment Business
PE: PCB-related Equipment Business

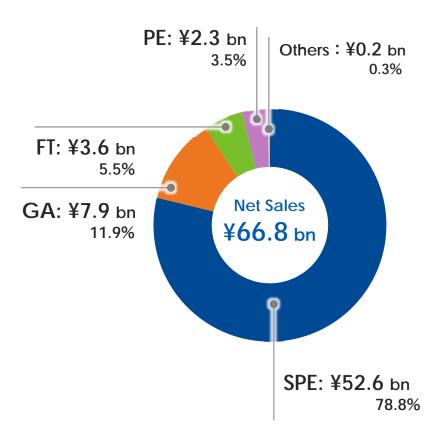


# FY2021 1Q Business Results By Segment

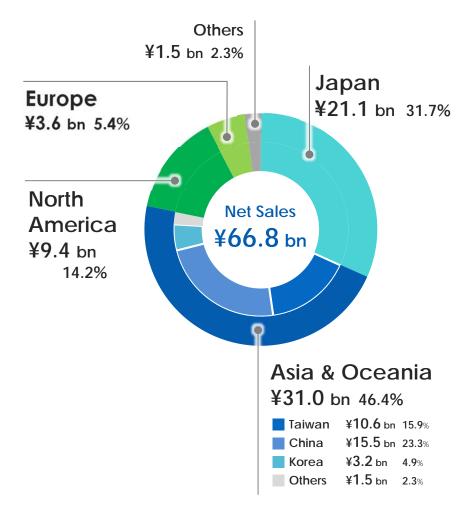
			FY2	020	FY2021
	(Bill	ions of JPY)	1Q	4 Q	1Q
SPE	<ul> <li>YoY: Both Sales and profits increased due to significant growth in foundries, despite a decline in sales for logic</li> <li>QoQ: Sales and profits declined</li> </ul>	Net sales	41.2 (0)	72.0 5.3	52.6 4.2
GA	<ul> <li>YoY: Sales and profits decreased due to sluggish sales of equipment affected by COVID-19, despite solid sales of ink and other products in the RB (recurring business)</li> <li>QoQ: RB was solid, but sales and profits declined</li> </ul>	Net sales OP	9.8 (0.2)	11.2 0.4	7.9 (0.3)
FT	<ul> <li>YoY: Sales of small and medium-sized OLEDs increased, but sales of large-sized LCD decreased</li> <li>QoQ: Sales and profits decreased mainly due to delays in setting up the equipment affected by COVID-19</li> </ul>	Net sales OP	4.8 (3.5)	9.8 0.2	3.6 (1.5)
PE	<ul> <li>YoY: Sales and profits increased due to growing sales of direct imaging equipment, supported by 5G-related investment</li> <li>QoQ: sales decreased significantly, but profit increased due mainly to fixed cost reductions</li> </ul>	Net sales OP	2.1 (0)	3.4 (0)	2.3 0.1

#### **FY2021 1Q Business Results**

#### Sales by Segment



#### Sales by Region



# **Quarterly Orders Received and Order Backlog**



#### SPE

#### **Business Situation**

#### Main Initiatives and Conditions Going Forward

Market Outlook etc.

- WFE: Our medium- to long-term outlook with regard to the continued strong growth remains unchanged.
  In the short term, there will be uncertain in 2H 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 simultaneously
  - 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 seems to 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
- O 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 further growth in sensors, automotive devices-relatives and power semiconductors etc.
  - Enhance product lineups, including the introduction of new small-diameter products for compound wafers



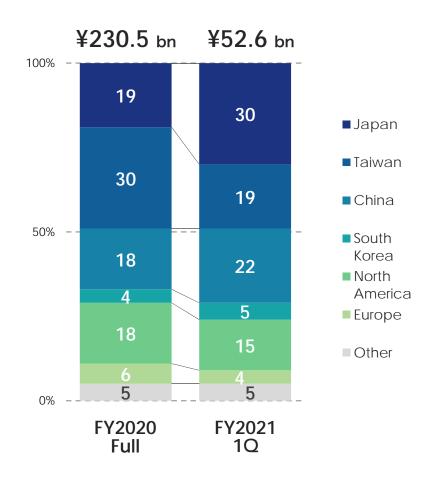
## **Composition of Sales**

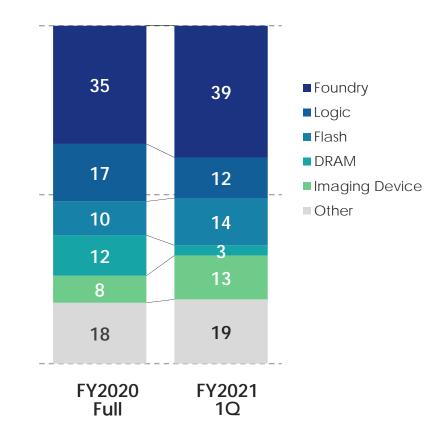


#### By Region (Consolidated) / By Application Device (Nonconsolidated)





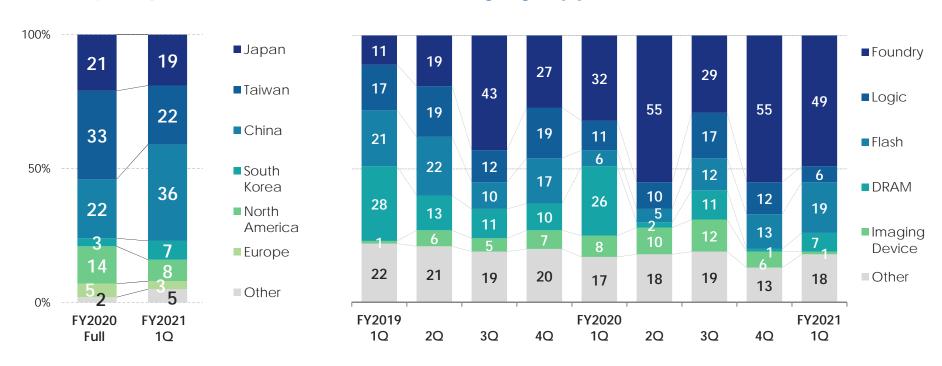




#### SPE

## Orders Received Ratio (Nonconsolidated)

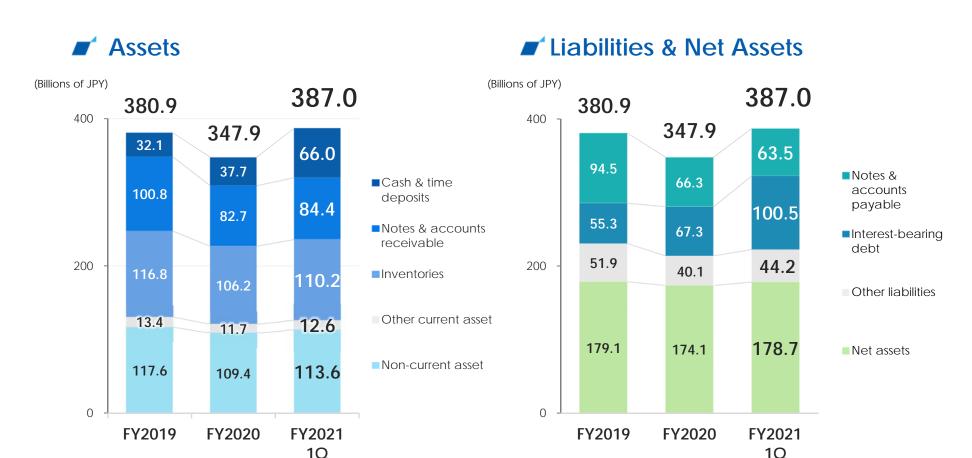
#### ■ By Region -destination- ■ Quarterly by Application Device



- 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%, maintaining a high percentage



#### Financial Situation: Trend in B/S

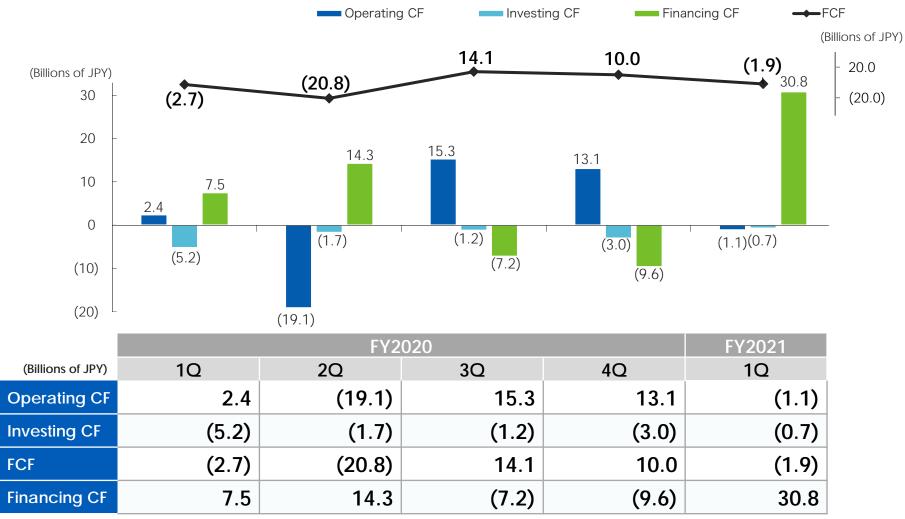


Equity Ratio 50.0% (FY2020 4Q) **46.1**%

Total assets increased of ¥39.0 bn compared with the end of FY2020. This was largely 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 Flows**



\* FCF: Free Cash Flow

- >> 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 Forecast (as of July 29, 2020)

			FY2020 Result		ı	FY2021 Forecast		
	(Billions of JPY)	1H	2H	Full	1H	2H	Full	
Net	sales	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	
	erating income et sales ratio)	3.4 2.3%	<b>9.1</b> 5.2%	12.5 3.9%	3.5 2.5%	14.5 8.3%	18.0 5.7%	
	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) *	
Ord	linary Income	3.4	8.2	11.6	3.0	12.0	15.0	
	t attributable to ers of Parent	2.3	2.6	5.0	2.5	8.5	11.0	

<sup>\*</sup> Forecast operating income by segment: approximate numbers per ¥0.5 bn

### Business Forecast for FY2021 By Segment

		(Billions of JPY)	1Q Result	Full Forecast
SPE	<ul> <li>&gt;&gt; Operating income ratio expected to recover to the 10% range for the full fiscal year</li> <li>&gt;&gt; Sales mix of a diverse range of applications expected</li> <li>&gt;&gt; Due in part to the impact of COVID-19, the forecast will be more restrained in 1H</li> </ul>	Net sales OP	<b>52.6</b> 4.2	231.5 23.0*
GA	<ul> <li>Outlook for a tough year due to COVID-19-affected macroeconomic</li> <li>Continue to improve sales ratio of RB (recurring business) mainly in ink</li> </ul>	Net sales OP	<b>7.9</b> (0.3)	37.5 0*
FT	<ul><li>&gt;&gt; Reflect some delayed or freezing projects due to COVID-19</li><li>&gt;&gt; Expect to improve profitability by increasing OLED sales ratio</li></ul>	Net sales OP	<b>3.6</b> (1.5)	<b>34.5</b> (1.0)*
PE	>> An improved product mix expected, as investment in 5G mobile is the driver	Net sales OP	2.3 0.1	10.5 0*

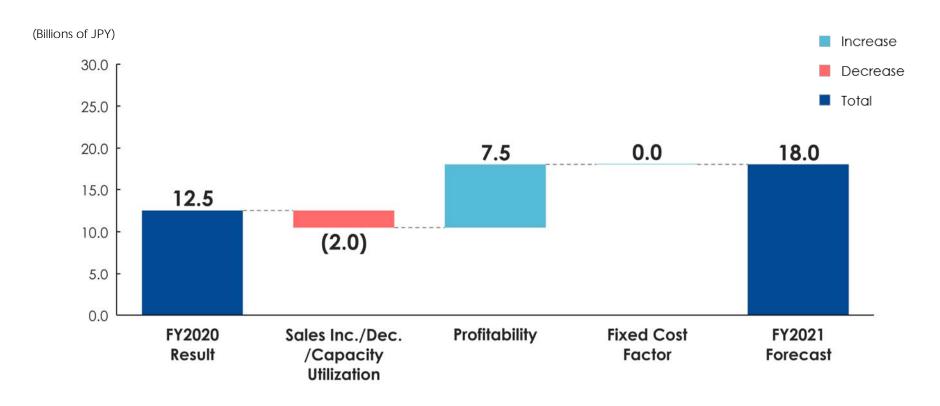
\*Forecast operating income by segment: approximate numbers per ¥0.5bn

(Billions of JPY)	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 per share (JPY)		1	60		
Assumed exchange rate	1USD=¥105, 1EUR=¥115  * Assumed exchange rate sensitivity (Operating income base)  >> To USD: ¥90 million To EUR: ¥20 million				

## Analysis of Comparison in Operating Income

FY2021

# FY2021 Forecast -Comparison with FY2020



>> Expect significant improvement in profitability, mainly in SPE

<sup>\*</sup> Operating Income Factor: approximate numbers per 0.5 bn

#### Medium-term Management Plan Value Up 2023

# "Value Up 2023"

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

**Toward 2023** 

- Enhance corporate value by creating innovation and a sustainable growth cycle
- Generate cash flows equivalent to profits which are SCREEN Value)
  SCREEN Value) earned in pursuit of profitability and efficiency
- ESG initiatives for Sustainable Corporation

Sustainable Value (Social Value)

**Economic Value** 

FY2021 FY2022 FY2023 FY2024

<sup>\*</sup> Since uncertainty has been climbing in the market amid the COVID-19 pandemic in the first fiscal year, the term of medium-term management plan is extended to four years, not three years as usual.

#### **Business Environment**



- ✓ Rapid shift to DX with the establishment of new value
- ✓ Servers, 5G, AI, IoT, sensors, and power control devices become the growth drivers
- ✓ Growing demand of diversifying displays
- ✓ Acceleration of investment on new energy with growing awareness of the environment and resources.
- ✓ Shift of demand from large-volume printing to high-mix, small-lot printing.

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



#### **Basic Plan**



#### Enhance corporate 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
- Endeavor to create new businesses (ex. life sciences, inspection & measurement, energy, and AI)

# 2. Generate cash flows equivalent to profits which are earned in pursuit of profitability and efficiency

- Enhance capital efficiency on each business by introducing ROIC indicators
- Strengthen investment in growth fields by stably generating operating cash flows

#### 3. ESG initiatives for Sustainable Corporation

■ Formulate the medium-term plan, "Sustainable Value 2023", based on Sustainable Value (social value) policy for socially sustainable development and execute the plan

\*ESG stands for environmental, social and governance.



# 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

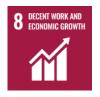
- Execute new ways to work sustainably
- Promote social contribution activities through industry-academia-government collaborations

#### 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 governance.



# 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 ¥280bn ~ ¥300bn
  Operating Income to Net Sales Ratio 18 ~ 20%
- <Market Outlook > WFE market will grow at CAGR of 7% to over \$65 bn in 2023



- Expand inkjet products for the commercial printing market and the packaging market (flexible, corrugate etc.)
- Strengthen recurring business
- <Targets in the final year >
  Net Sales ¥45bn ~ ¥50bn
  Operating Income to Net Sales Ratio 6 ~ 8%



# **Strategies by Segment**



#### FT

- Commercialize inkjet equipment business for large-size OLED TVs
- Commercialize energy-related business
- <Targets in the final year>
  Net Sales ¥45bn ~ ¥50bn
  Operating Income to Net Sales Ratio 8 ~10%
- <Market Outlook > Display manufacturing equipment market will grow at CAGR of 1% (2020-2022)

#### PE

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

#### **New Business**

- ☐ Inspection & measurement: Become 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**



Net sales	Achieve net sales of ¥400bn or above in the final year
Operating Income to Net Sales Ratio	Achieve15% or above in the final year
ROE	Achieve15% or above in the final year
Operating Cash Flow	Cumulative total of ¥120 bn in 4 years >>Achieve a net cash position
Shareholder Returns	Achieve a consolidated total return ratio of 30% or above from FY2022 (Continue 25% or above in FY2021)

<sup>\*</sup>The above figures are predicated on organic growth.



#### Reference>> Review on Challenge 2019

Townsto	Changes in three year					
Targets		FY2018	FY2019	FY2020		
1. Expand Sales	Net sales	¥339.3bn	¥364.2bn	¥323.2bn		
Consolidated annual net sales Approx. ¥300 bn						
2. Maintain and Improve Profitability	Operating	12.6%	8.1%	3.9%		
Operating income ratio in the final year of the plan 13% or above	income ratio					
3. Maintain and Improve Capital Efficiency	ROE	18.2%	10.3%	2.8%		
ROE Approx.15%						

- Established robust business foundations supported by annual net sales of ¥300.0 bn thanks to the success of growth investment
  - In 1H of the three-year plan, the ratio of operating income to net sales and market capitalization hit record highs, while our targets for net cash flows and other performance indices have been met
- On the other hand, we have seen growth in sales in 2H, albeit with temporary operational confusion. Some issues must be addressed to offset a decrease in profitability and 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 corporate value

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

# HD

- Develops UV inkjet printing system for aluminum rolls for PTP sheets that improves traceability by adding variable information for individual pharmaceutical 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 FTSE4Good Index Series, FTSE Blossom Japan Index

# SPE

- Launches new spin processor for single wafer cleaning
  - System delivers exceptional cost performance even for wide range of compound wafers

#### GΔ

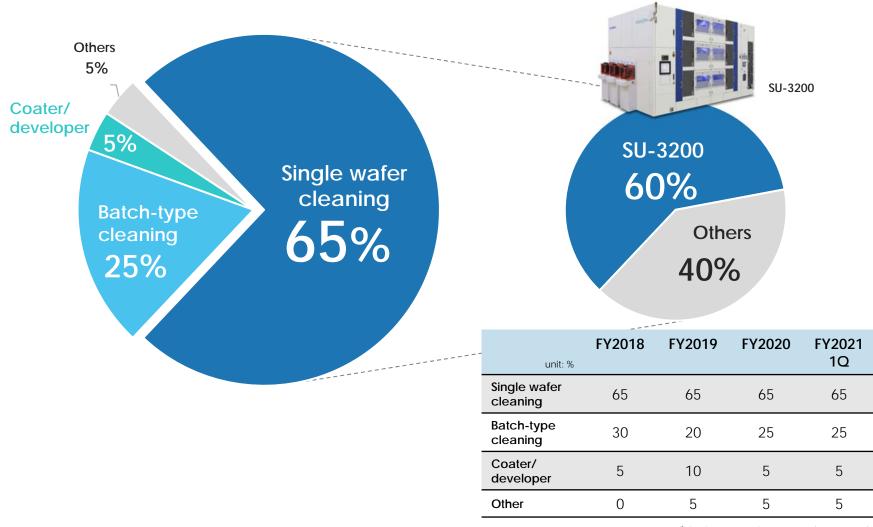
- Chosen for the Global Niche Top Companies Selection 100 by the Ministry of the Economy, Trade and Industry in 2020
- Adds high-speed monochrome model to Truepress, Jet520HD series
- Strengthens lineup for package printing market as part of strategic business plan
- Develops high-speed, water-based inkjet system for flexible packaging

Comparis	✓ Comparison (YoY)		FY2021	Diffor	onoo
	(Billions of JPY)		10	Differ	ence
	Net sales	41.2	52.6	11.4	27.9%
	Operating income (to net sales ratio)	<b>(0)</b> -0.1%	<b>4.2</b> 8.1%	4.3	- 8.2pt

■ Comparison (QoQ)		FY2020	FY2021	Differ	
(Billions of JPY)		4Q	10	Diller	ence
	Net sales	72.0	52.6	(19.3)	-26.8%
	Operating income (to net sales ratio)	<b>5.3</b> 7.5%	<b>4.2</b> 8.1%	(1.0)	-20.4% 0.7pt

# Appendix>> Composition of Sales (Nonconsolidated)

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



<sup>\*</sup> Ratio: approximate numbers per 5%



Comparison (YoY)  (Billions of JPY)		FY2020	FY2021	Diffor	2002
		10	10	Diller	ence
Net sales		9.8	7.9	(1.8)	-19.3%
	Operating income (to net sales ratio)	<b>(0.2)</b> -2.3%	<b>(0.3)</b> -5.0%	(0.1)	- -2.7pt

■ Comparison (QoQ)		FY2020	FY2021	Differen	
(Billions of JPY)		4Q	10	Diller	ence
	Net sales	11.2	7.9	(3.2)	-29.4%
	Operating income (to net sales ratio)	<b>0.4</b> 3.7%	<b>(0.3)</b> -5.0%	(8.0)	-8.7pt

Comparison (YoY)		FY2020	FY2021	Difference	
(Billions of JPY)		10	10		
	Net sales	4.8	3.6	(1.1)	-23.8%
	Operating income (to net sales ratio)	<b>(3.5)</b> -74.0%	<b>(1.5)</b> -41.4%	2.0	- 32.6pt

■ Comparison (QoQ)		FY2020	FY2021	Difference	
	(Billions of JPY)	4Q	10	Difference	
	Net sales	9.8	3.6	(6.2)	-62.9%
	Operating income (to net sales ratio)	<b>0.2</b> 2.3%	<b>(1.5)</b> -41.4%	(1.7)	-43.7pt

■ Comparison (YoY)		FY2020	FY2021	Difference	
(Billions of JPY)		10	10		
	Net sales	2.1	2.3	0.2	11.4%
	Operating income (to net sales ratio)	<b>(0)</b> -2.3%	<b>0.1</b> 5.2%	0.1	- 7.5pt

■ Comparison (QoQ)		FY2020	FY2021	Difference	
	(Billions of JPY)	4Q	10	Difference	
	Net sales	3.4	2.3	(1.1)	-32.3%
	Operating income (to net sales ratio)	<b>(0)</b> -2.0%	<b>0.1</b> 5.2%	0.1	- 7.3pt

# Appendix>> Changes in Main Index

(Billions of JPY)	FY2017	FY2018	FY2019	FY2020	FY2021 (July Forecast)
Net sales	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
R&D expenses	17.7	20.8	22.8	21.5	22.0
EPS (JPY)	511.96	608.62	387.10	107.37	235.70
Cash Dividends (JPY)	87	110	97	30	60

