

FY2023 (Ended February 29, 2024) Financial Briefing

April 12, 2024

RORZE CORPORATION
(Code : 6323)

<https://www.rorze.com/ir>



Disclaimer

◆ Regarding forward-looking statements

The business forecasts and other forward-looking statements contained in this document are based on judgments made in accordance with information currently available for our company and do not constitute a guarantee or promise of the accuracy or completeness of such information. The forecast is also subject to change without notice due to changes in economic conditions, industry competition, markets and other systems.

◆ Data included in this document are stated as follows

JPY values : Rounded down to the nearest unit

Percentages : Rounded to the nearest unit after calculated in units of 1 JPY

Accounting period : The accounting periods of the consolidated, head office, and domestic and overseas subsidiaries are as follows:

	Q1 (1st Quarter)	Q2 (2nd Quarter)	Q3 (3rd Quarter)	Q4 (4th Quarter)	Full-year
Consolidated • RORZE • Domestic subsidiaries	Mar.~May.	Jun.~Aug.	Sep.~Nov.	Dec.~ The following Feb.	Mar.~ The following Feb.
Overseas subsidiaries	Jan.~Mar.	Apr.~Jun.	Jul.~Sep.	Oct.~Dec.	Jan.~Dec.

◆ Regarding the change in the presentation of the fiscal year in this document

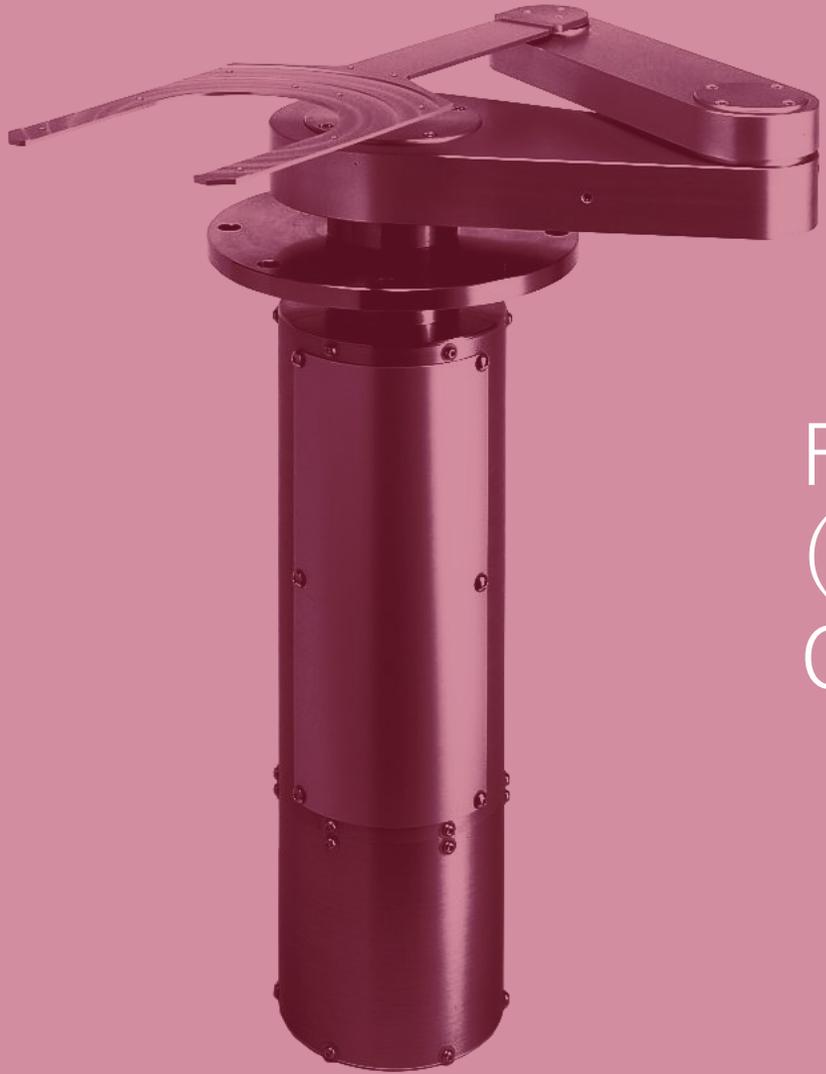
The fiscal year has been presented based on the calendar year corresponding to the fiscal year-end date until the previous document. From this fiscal year, it is based on the calendar year corresponding to the fiscal year-start date. Therefore, in this document, we refers to the "fiscal year ended February 28, 2022" as "FY2021" or "FY'21," the "fiscal year ended February 28, 2023" as "FY2022" or "FY'22," and the "fiscal year ending February 29, 2024" as "FY2023" or "FY'23“.

Corporate profile

Name	RORZE CORPORATION
Head Office	1588-2 Michinoue Kannabe-cho, Fukuyama-shi, Hiroshima
Establishment	March 30, 1985
Capital	982 million JPY
Business	Development, design, manufacturing, and sales of automation system for semiconductor/FPD production and life science automation products
Listed Market	Prime Market of the Tokyo Stock Exchange (Securities code : 6323)
Employees	Consolidated : 3,997(As of February 29, 2024) Non-consolidated : 240
Locations	Japan : Fukuyama · Yokohama · Kumamoto · Tsukuba · Hino Overseas : USA / Vietnam / Taiwan / Korea / Singapore/ China / Germany

Global network





FY2023
(March 1, 2023～ February 29, 2024)
Consolidated Business Result

Summary of FY2023

Net sales

93,247 million JPY

YoY

▲1.3%

Achievement

+5.9%

Operating profit

24,138 million JPY

YoY

▲8.6%

Achievement

+11.7%

Ordinary profit

27,076 million JPY

YoY

▲10.8%

Achievement

+25.6%

Profit attributable to owners of parent

19,576 million JPY

YoY

▲8.5%

Achievement

+24.5%

■ Full-year result exceeds the forecast while capital investment slowdown in the semiconductor fab reduces both net sales and profit from the previous fiscal year

- Sales to SPEs remain at a high level in USA, and recover sharply in China from the bottom in Q1
- Exchange rate (USD/JPY) started at 133, depreciated to 149 by Q3 end and closed at 141 in FY2023

■ Weaker JPY, stabilized part procurement and improved production efficiency support profitability.

FY2023 Consolidated business result

(Million JPY)

	FY'23 Result	FY'23 Plan	Achievement (%)	FY'22 Result	YoY (%)
Net sales	93,247	88,026	105.9	94,518	98.7
Semi	78,946	71,986	109.7	80,839	97.7
Analysis device	3,112	3,544	87.8	—	—
F P D	3,713	4,578	81.1	6,340	58.6
Life science	1,220	1,342	90.9	1,186	102.9
Motor/Controller	157	152	103.4	163	96.6
Service/Parts	6,097	6,421	94.9	5,989	101.8
Operating profit	24,138	21,619	111.7	26,418	91.4
Ordinary profit	27,076	21,553	125.6	30,344	89.2
Profit attributable to owners of parent	19,576	15,718	124.5	21,384	91.5

■ Net sales

▲ 1.3% YoY

+5.9% Achievement

• Semi

Strong sales in China and USA
+ 9.7% Achievement

• Analysis device

Recognizes from FY2023
(IAS Inc.)

• FPD

Transitional period of large-
scale investment in
automation

• Life science

Equipment for drug discovery
research labs leads result

FY2023 Quarterly business result

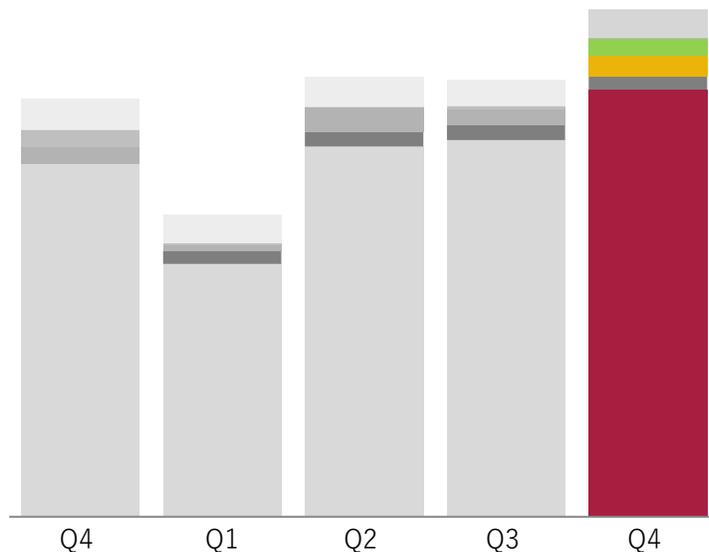
(Million JPY)

	Q1	Q2	Q3	Q4	Full-Year
Net sales	16,693	24,299	24,169	28,085	93,247
Semi	13,987	20,489	20,836	23,632	78,946
Analysis device	715	805	849	742	3,112
F P D	346	1,368	846	1,152	3,713
Life science	100	52	148	919	1,220
Motor/Controller	49	38	33	36	157
Service/Parts	1,493	1,544	1,457	1,601	6,097
Operating profit	4,718	5,234	5,810	8,375	24,138
Ordinary profit	5,208	8,670	7,448	5,750	27,076
Profit attributable to owners of parent	3,557	6,278	5,652	4,088	19,576
Exchange rate (JPY/USD)	133	144	149	141	—

Consolidated net sales have been on an upward trend since Q1, with Q4 recording the highest quarterly net sales

Trend in net sales

(Million JPY)



	Q4 FY'22	Q1 FY'23	Q2	Q3	Q4
Service/Parts	1,715	1,493	1,544	1,457	1,601
Motor/Controller	49	49	38	33	36
Life science	937	100	52	148	919
FPD	914	346	1,368	846	1,152
Analysis device	—	715	805	849	742
Semi	19,519	13,987	20,489	20,836	23,632

Semi

- Achieves record-high quarterly net sales in Q4 (Past peak: 22.3 billion in Q3 FY2022)
- Strong sales to SPEs in USA and China, with significant growth in China

Analysis device

- Delivers IAS's flagship product Expert™ to semiconductor and wafer manufacturers both domestically and internationally, achieving sales of 3.1 billion JPY in the first consolidation year

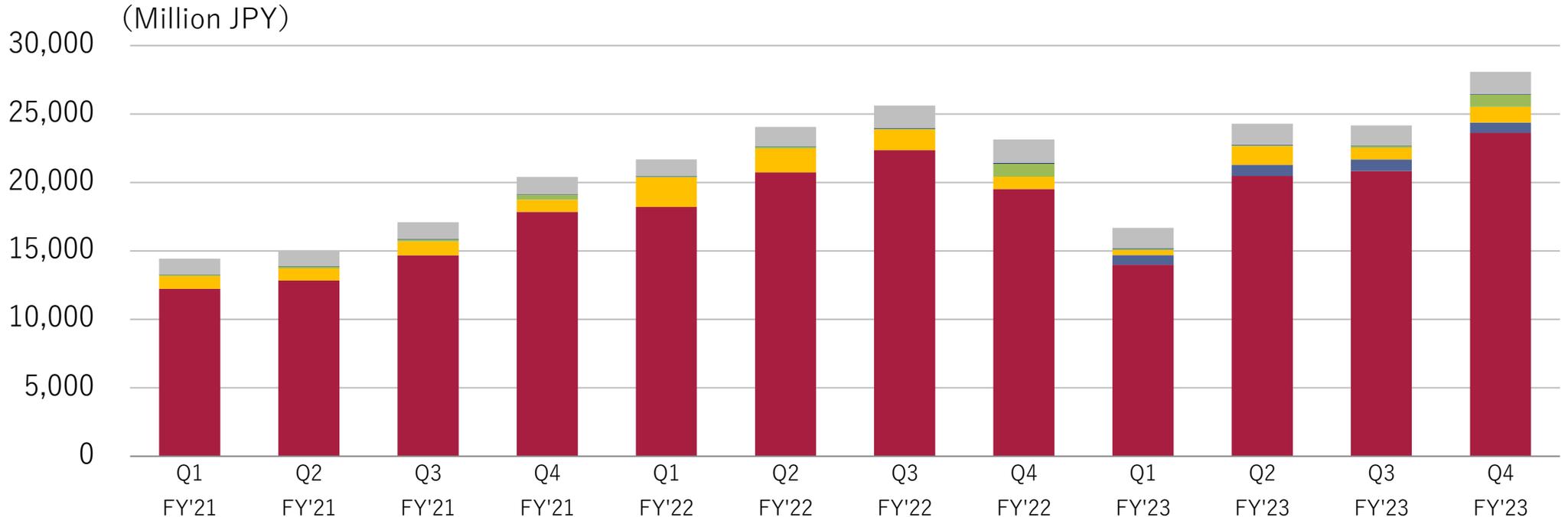
FPD

- Delivers the large substrate transfer system and the automation line in our main customer's Vietnam and Korea factory

Life science

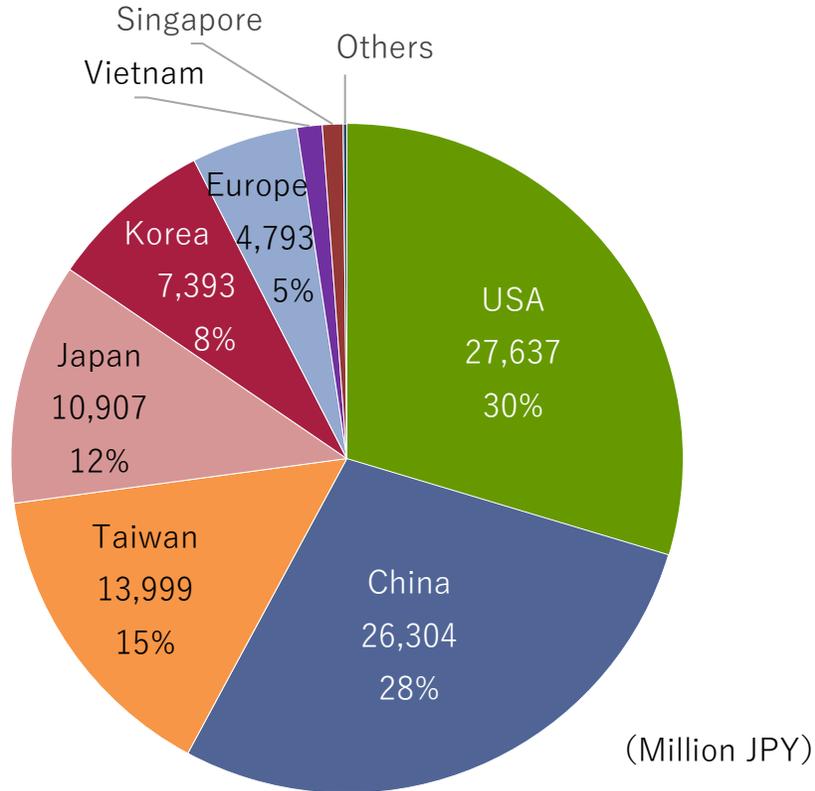
- Delivery of equipment to major pharmaceutical companies is concentrated in Q4

Quarterly trend of consolidated net sales (by segments)



■ Service/Parts	1,150	1,150	1,225	1,276	1,229	1,395	1,648	1,715	1,493	1,544	1,457	1,601
■ Motor/Controller	25	29	29	39	36	34	43	49	49	38	33	36
■ Life science	86	158	150	357	44	140	62	937	100	52	148	919
■ FPD	938	878	994	887	2,166	1,739	1,518	914	346	1,368	846	1,152
■ Analysis device	—	—	—	—	—	—	—	—	715	805	849	742
■ Semi	12,242	12,840	14,691	17,850	18,210	20,753	22,356	19,519	13,987	20,489	20,836	23,632

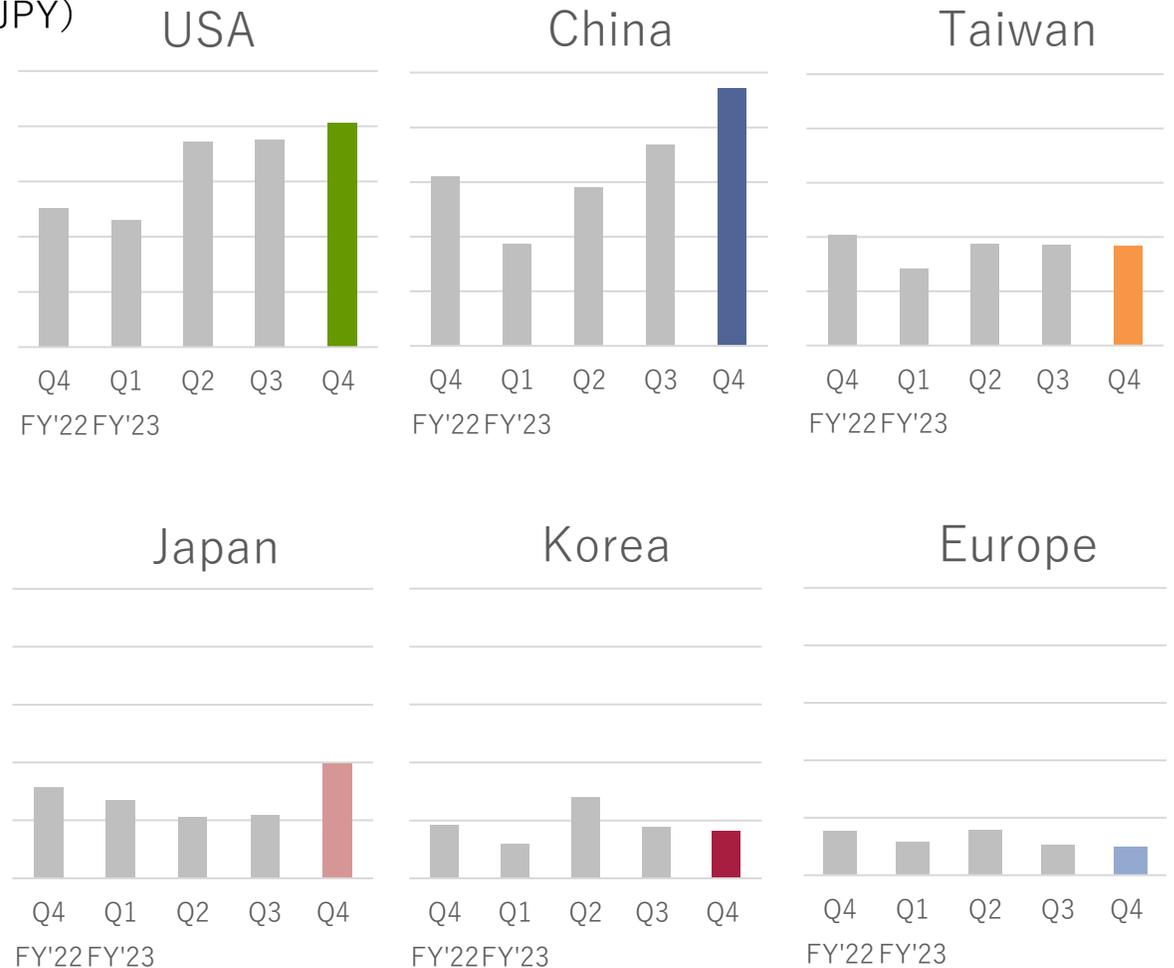
Net sales by regions



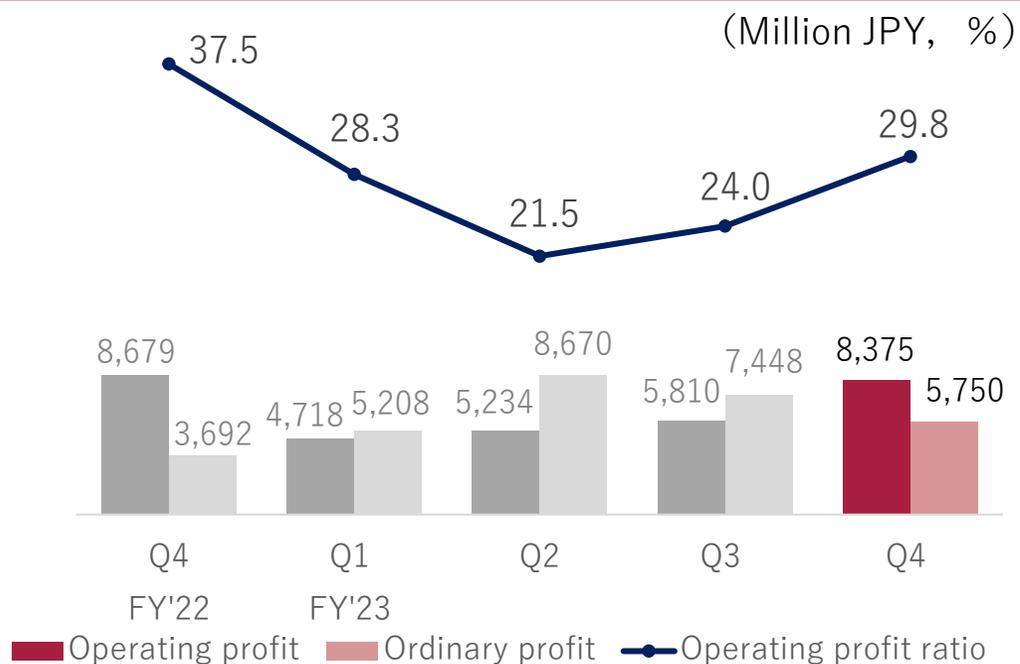
- Significant increase in sales to China, accounting for 34% of total net sales in Q4

※'Net sales by regions' are based on the location of the directly traded customers.
 ex) Sales to the USA local subsidiaries of Taiwanese foundries are classified as USA

(Million JPY)



Trend in quarterly income



(JPY, Million JPY)

	Q4 FY'22	Q1 FY'23	Q2	Q3	Q4
Exchange rate (JPY/USD)	132	133	144	149	141
Foreign exchange gain	▲5,793	526	3,397	1,800	▲3,006

Operating profit

- Operating profit ratio improves by 6pt
Higher production volume reduces fixed cost burden ratio
R & D expenses temporarily decrease

Ordinary profit

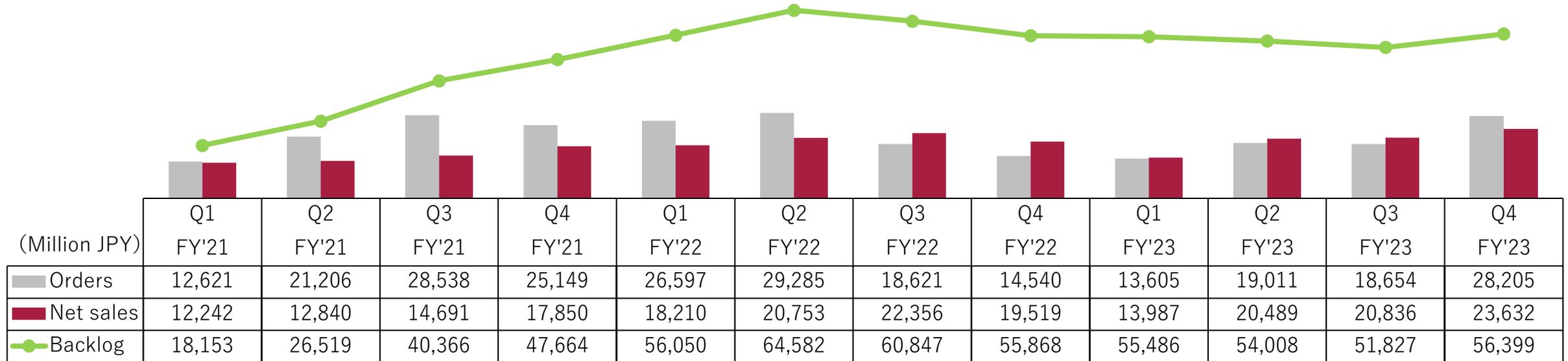
- 3 billion decrease in foreign exchange gain through the JPY appreciation

(Note) Operating profit ratio in Q4 records an increase affected by the foreign currency conversion of consolidated accounting at the time of the sharp appreciation of JPY.

Trend in orders, net sales, and backlog (Semi)

Semi

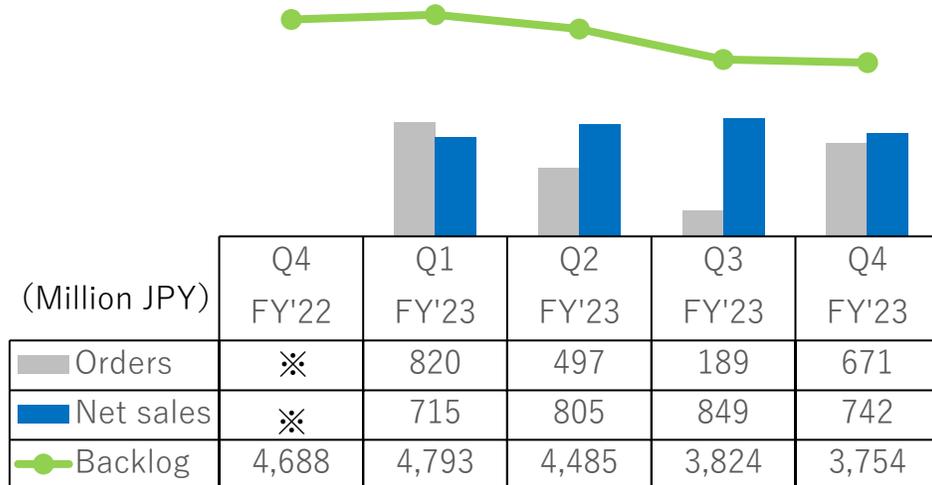
- Orders increase by 9.5 billion JPY QoQ mainly from China, USA, and Taiwan
- With them, backlog at FY2023 end increase by 4.6 billion JPY QoQ while deliveries accelerate reflected as the record high quarterly net sales



Trend in orders, net sales, and backlog (Analysis device)

Analysis device

- IAS, joining RORZE in the beginning of FY2023, continues to receive and deliver orders for its flagship product, Expert™ : fully automated vapor phase decomposition(VPD)
- Some customers take longer period in the installation and the inspection of delivered equipment
- Starts production of some module products in Vietnam

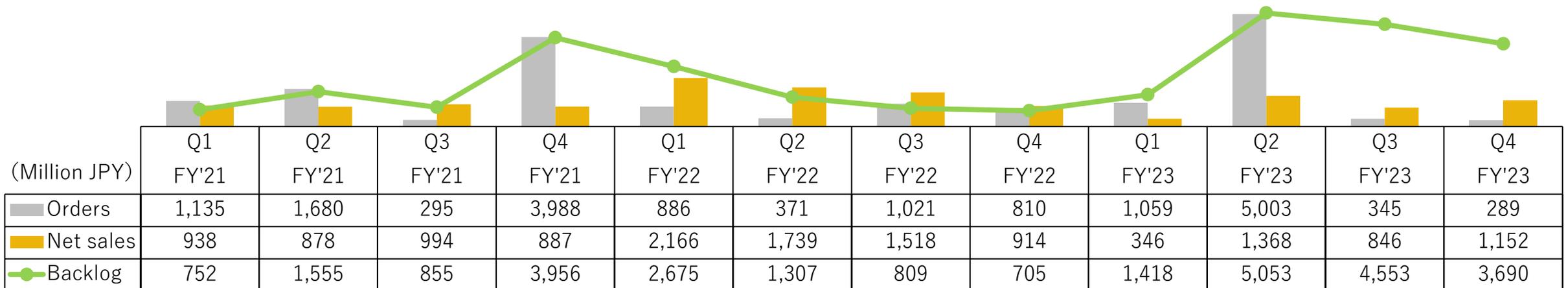


※We have not provided figures for orders and net sales, as they relate to the period before our company's consolidation

Trend in orders, net sales, and backlog (FPD)

FPD

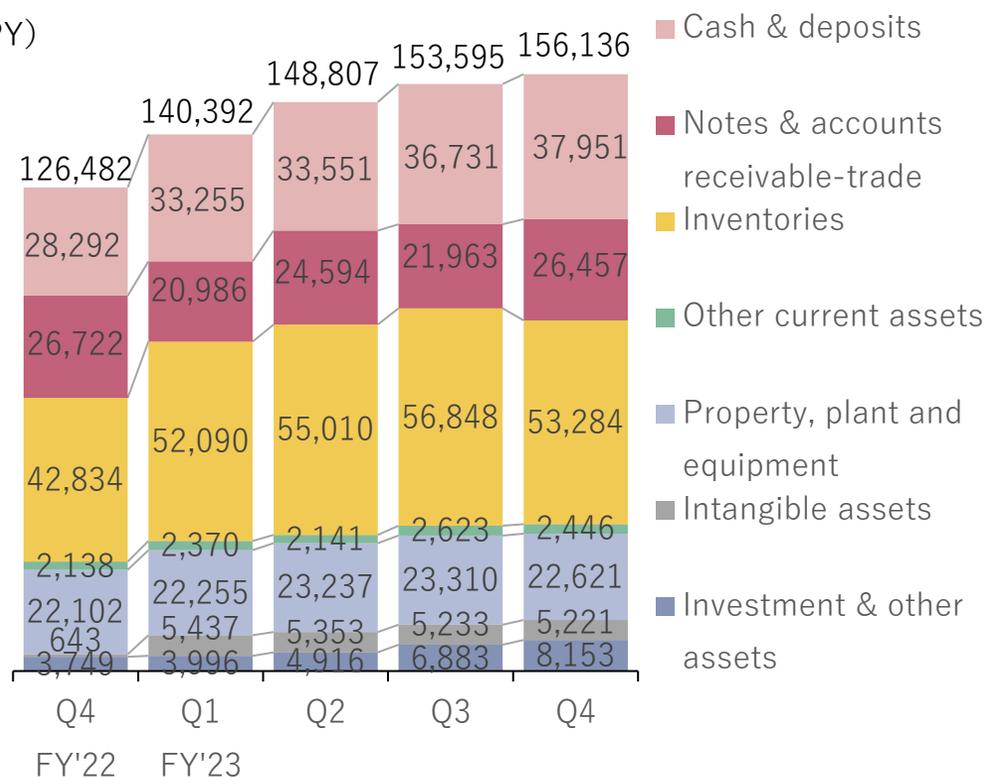
- Progresses delivers of the transfer equipment in Korea and the automation line in Vietnam
- The bulk order of large substrate transfer system is to be delivered in FY2024



Q4 FY2023 Balance sheet

Assets

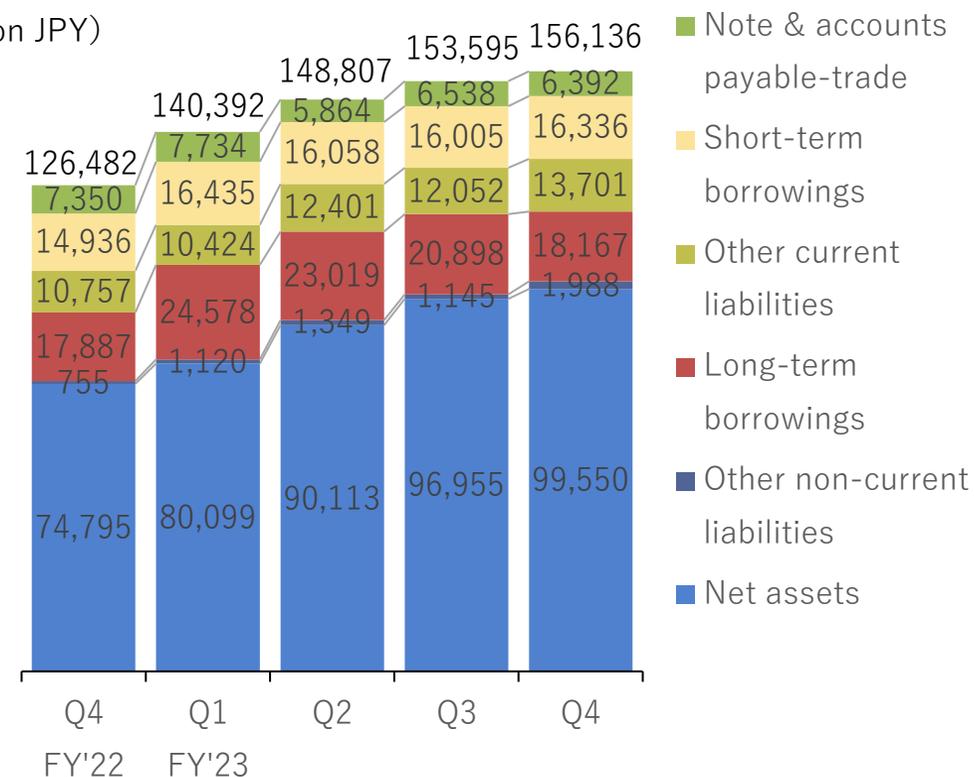
(Million JPY)



- Inventories increase by 10.4 billion JPY, peaking out in Q3
- Intangible assets increase by 4.2 billion JPY by the acquisition of IAS Inc.

Liabilities · Net Assets

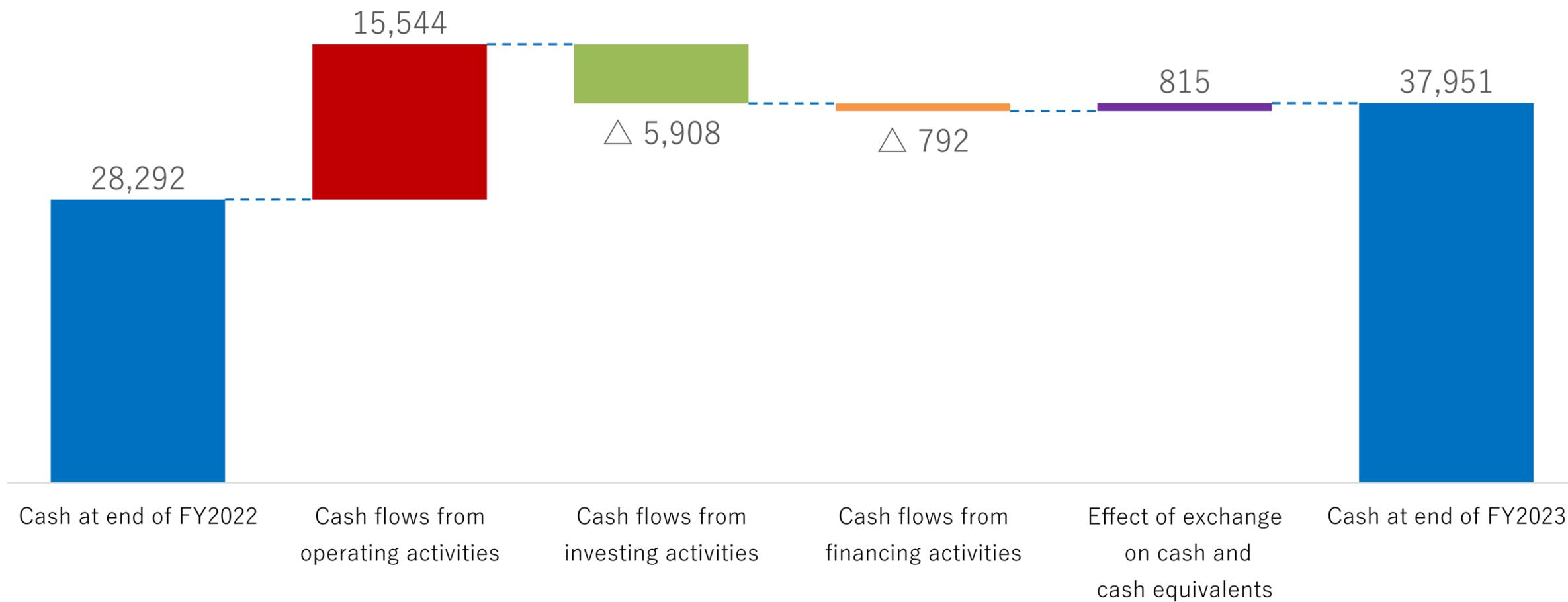
(Million JPY)

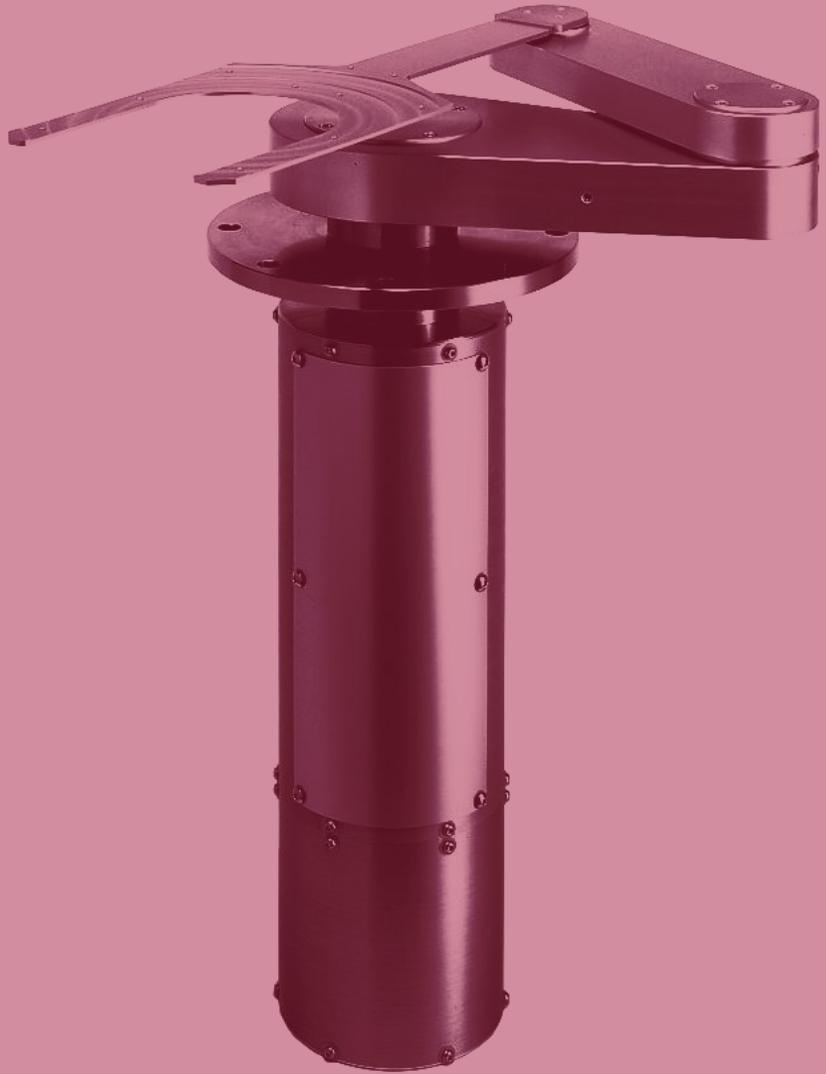


- Advance received(Other current liabilities)increase by 2.4 billion JPY
- Borrowings increase by 1.6 billion JPY

FY2023 Consolidated cash flows

(Million JPY)





FY2024 Business Forecast

Future outlook and forecast for FY2024

【Market environment】

- From the perspective of economic security, there is a growing movement in various countries to strengthen domestic production of semiconductors through subsidy policies and corporate attraction
- Proactive capital investment in the semiconductor fab in China continues with the impact of US export restrictions on China
- Expansion of capital investment demand for AI semiconductors and HBM, such as those needed for generative AI and data center
- Investment in the semiconductor fab for advanced packaging accelerates to achieve high device density and functionality expansion



【Future outlook and initiatives】

- Semi
 - Increases production at Chinese factory to improve the local production ratio of EFEM for China
 - Focuses on shortening lead time and implementing more automated assembly line
 - Accelerates the development of new products
- Analysis device
 - Expands orders for mainstay device and incorporates sales and service function within RORZE group
- FPD
 - Delivers the bulk order in the previous fiscal year and expects new orders for the automation line in Vietnam
- Life science
 - Increase in demand for automation by domestic pharmaceutical manufacturers

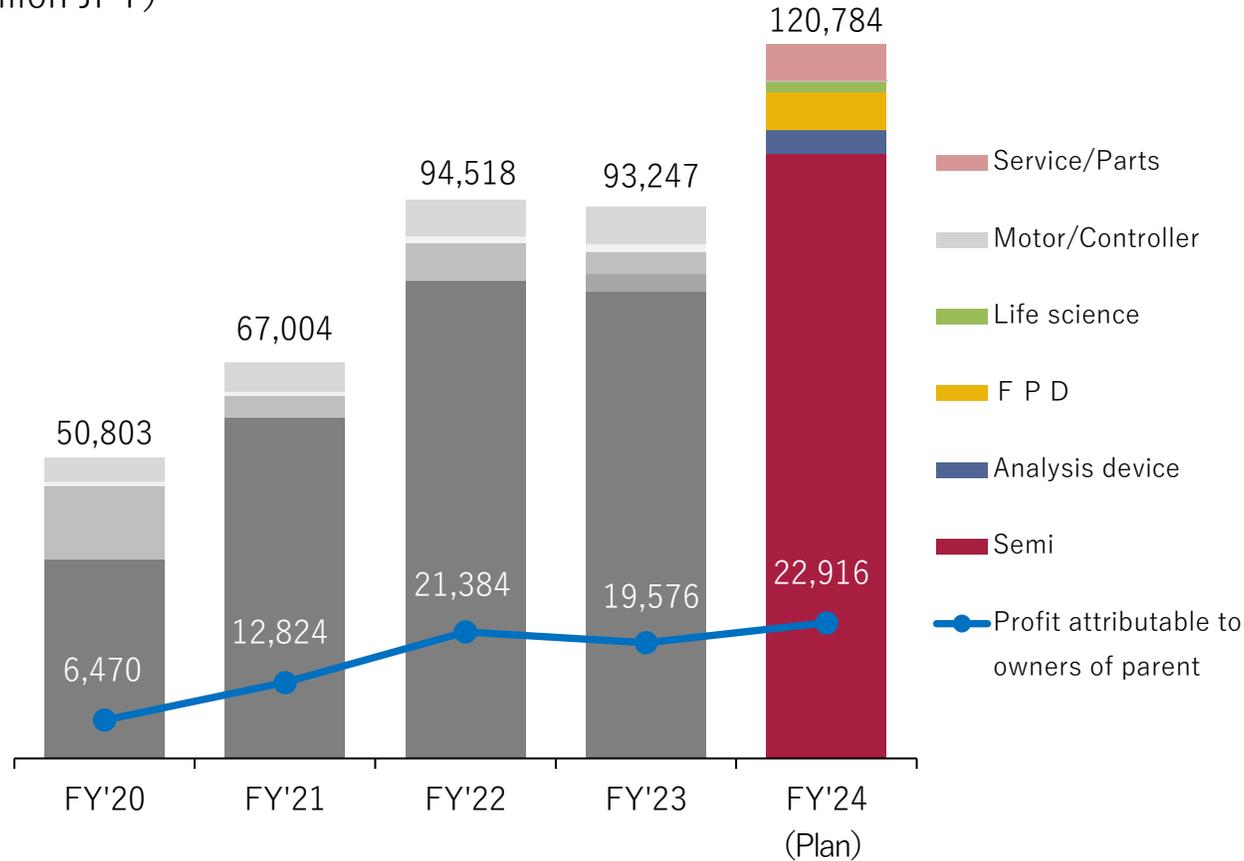
FY2024 Consolidated business forecast

	(Million JPY)		
	FY'24 Plan	FY'23 Result	YoY(%)
Net sales	120,784	93,247	129.5
Semi	102,399	78,946	129.7
Analysis device	3,841	3,112	123.4
F P D	6,511	3,713	175.3
Life science	1,300	1,220	106.6
Motor/Controller	109	157	69.3
Service/Parts	6,623	6,097	108.6
Operating profit	31,617	24,138	131.0
Ordinary profit	31,518	27,076	116.4
Profit attributable to owners of parent	22,916	19,576	117.1
Exchange rate(JPY/USD) ※	144	141	—

※ Until the previous fiscal year (ended in February 2024), we had been using the period-end exchange rates. However, starting from the current fiscal year, both plan and result are based on the average exchange rates for the period.

FY2024 Consolidated business forecast

(Million JPY)

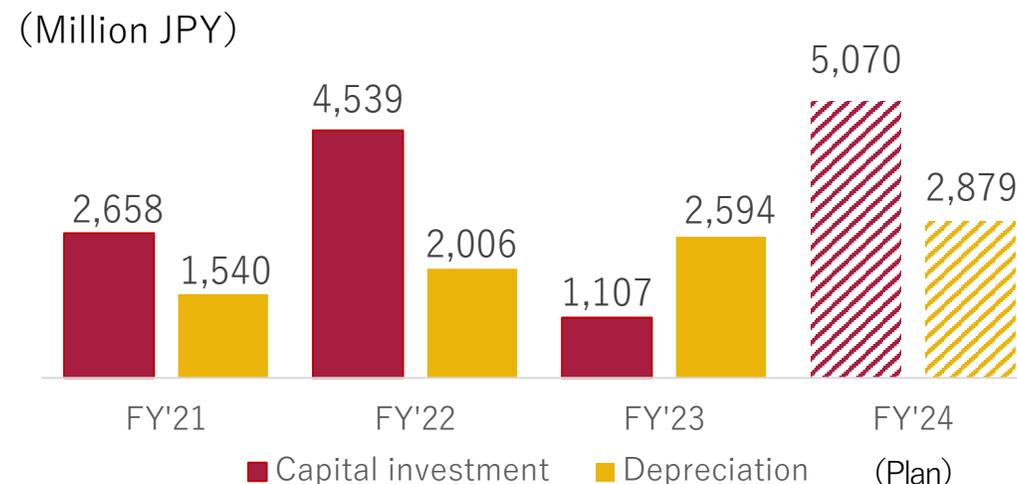


- Expects sales to reach a record high of 120.7 billion JPY, 30% increase YoY
- Responds to demand with higher production capacity in Vietnam and assembling capability in China
- Expects 31% increase in operating profit YoY, driven by Semi sales increase
- Without significant foreign exchange gain from the previous fiscal year, operating profit growth is moderated to 16% YoY

Capital investment · Depreciation · R&D

◆ Capital investment · Depreciation

- Installation of machinery required for the automated assembly line and renewal of processing machinery at the Vietnam factory
- Enhancing service network in USA, Singapore and so on
- Factory site for future production expansion
- Depreciation is expected to be 2.8 billion JPY
IAS Inc.'s annual goodwill amortization is 470 million JPY based on 10year amortization period



◆ R&D

- New products in vacuum wafer handling system
- Equipment for advanced packaging line
- Developing foundational technologies for next-generation products

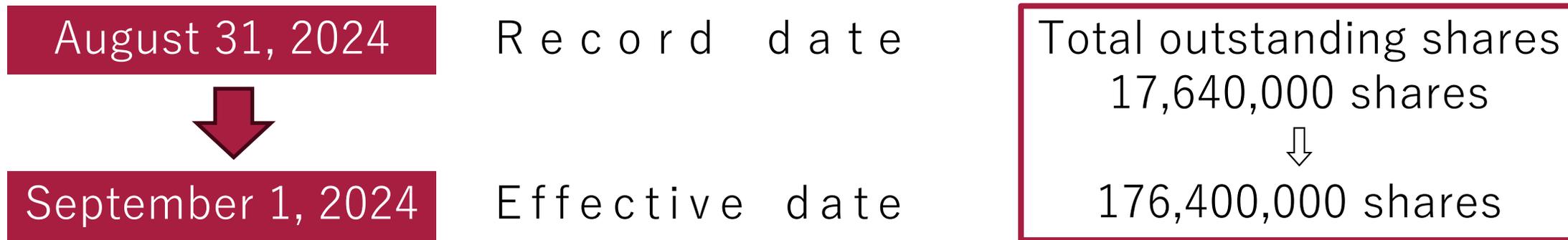




Topics

Stock split

10-for-1 stock split effective September 1, 2024, with a record date of August 31



(1) Dividend

The stock split will take effect on September 1, 2024, and the year-end dividend for FY2023, the record date of which is February 29, 2024, will be paid based on the number of shares before the stock split.

(2) Change in the amount of capital

The stock split will not change the amount of capital.

※For details, please refer to the disclosure materials announced on April 11, 2024

Share Repurchase of treasury stock

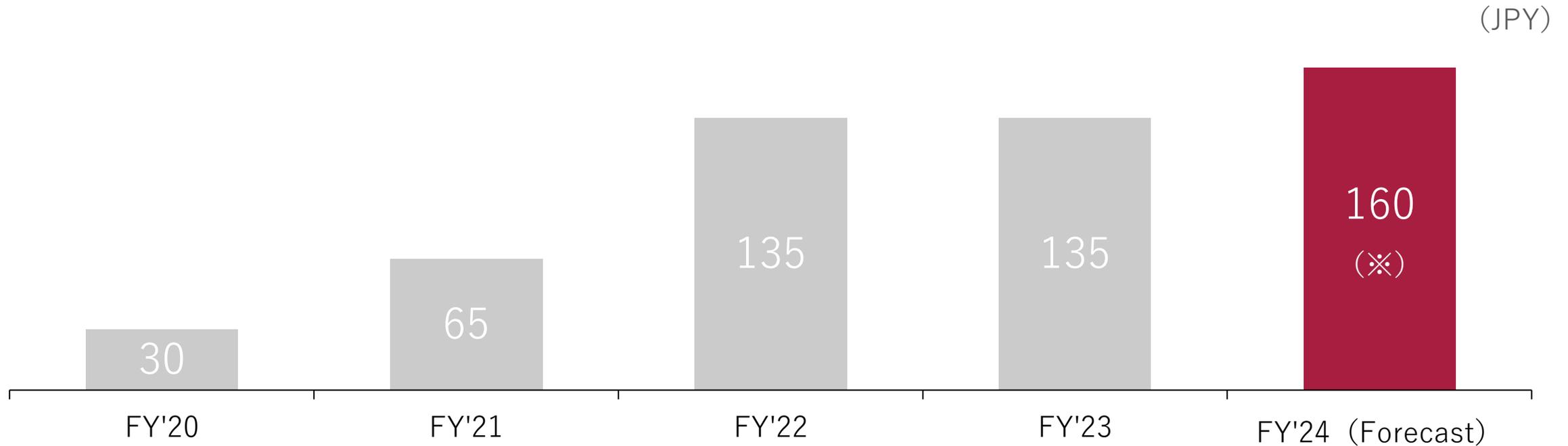
- To implement an agile capital policy

- | | |
|---|--|
| (1) Class of the Share Repurchased | Common stock |
| (2) Total number of shares to be repurchased | Up to 15,000 shares
(0.085% of total outstanding shares excluding treasury stock) |
| (3) Total purchase price for repurchase of shares | Up to 500 million JPY |
| (4) Repurchase period | From April 12, 2024 to May 10, 2024 |
| (5) Repurchase method | Market purchases on the Tokyo Stock Exchange |

(Reference) Treasury Stock as of February 29, 2024

Total outstanding shares (excluding treasury stock)	17,620,209 shares
Treasury stock	19,791 shares

Trend in year-end dividend



Dividend forecast : 160 JPY per share※

※The above year-end dividend is stated in the amount before the stock split scheduled to be implemented this time.



Reference

Semi

Unit



Atmospheric Robot



Aligner



Load Port

System



EFEM



Vacuum Platform

System



Wafer Sorter



N2 Purge Wafer Stocker



Equipment
manufacturers(SPE)

Process equipment
Inspection equipment



End -user
Device manufacturers
Wafer manufacturers

RORZE

Advanced packaging line

Advanced packaging

Method for connecting chiplet to achieve higher device density and functionality expansion with smaller footprint

■ Packaging on PCB

Front-end One chip per wafer

Current main market for RORZE's wafer handling equipment

Back-end One chip per package

Packaging on PCB with mounter
(Each semiconductor communicates through the PCB)

■ Packaging on Silicon Wafer

Middle-end Instead of packaging in back-end,

- Forming vertical holes that penetrate silicon by thinning the wafer (TSV : Through Silicon Via)
- **Stacking multiple wafers in 3D** on interposer※

Expands new market, driving demand for RORZE's handling system
(Front-end + Middle-end)

- Advanced packaging line
 - Tape Frame Sorter
 - PLP EFEM

※**Interposer** : A substrate that mediates the continuity of circuits on both sides through penetrating electrodes
(such as silicon interposer, glass interposer, and organic interposer)

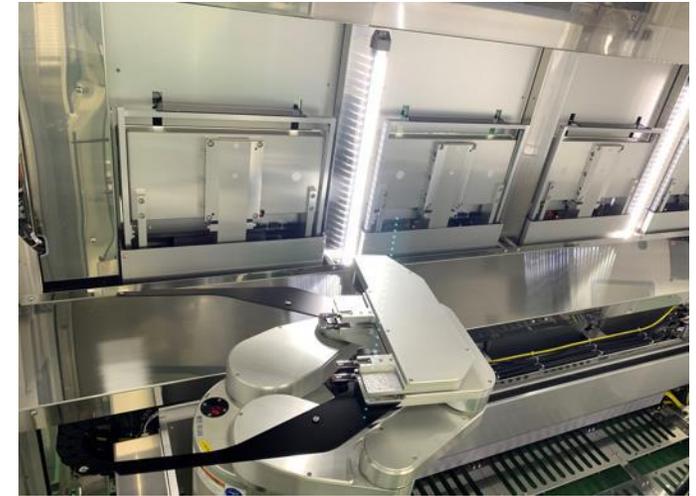
Advanced packaging line



PLP EFEM



Tape Frame Sorter



Analysis device



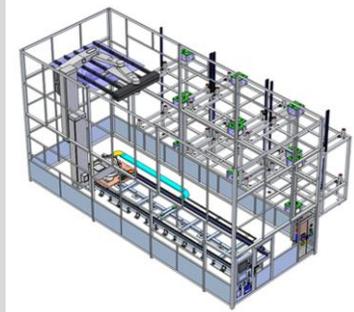
Semiconductor industry
SPEs
End-user
Device manufacturers
Wafer manufacturers

Other industry
Research institution
Environmental measuring
Instrument manufacturer
Chemical manufacturer

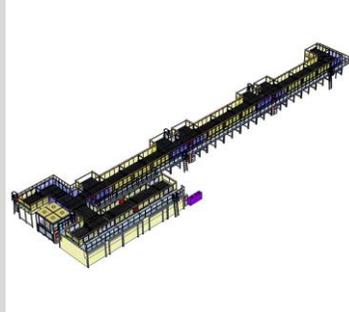
FPD

RORZE

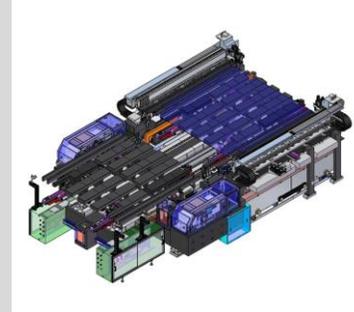
RORZE SYSTEMS
(Subsidiary in Korea)



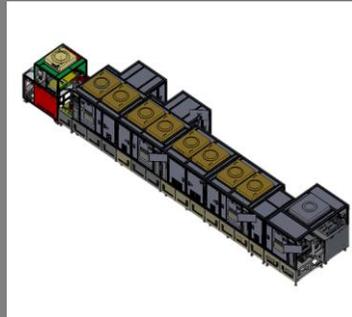
INDEX extra-large substrate transfer system



In-line returnable transfer system



Laser cutting equipment



Display module equipment



Cell type extra-large packing equipment



Front-end :
FPD manufacturers
Glass for FPD
manufacturers



Back-end :
FPD manufacturers

Life science



Incubator
SCALE48



CO₂ Incubator with medium exchange
function & cell imaging function
CellKeeper® II 48Plus



Mobile robot



Automatic medium
exchange system
CellFarm(L)-360™



Scheduling software
Green Button Go™ ※
(※Product of Biosero)



Drug discovery,
Regenerative
medicine
(universities,
pharmaceutical
companies)

Initiative for automation of cell sheet culture with CellSeed Inc.

To automate and enhance efficiency in cell (sheet) culture utilizes RORZE Lifescience Inc.'s cell culture incubator (Cellkeeper®) for automatic media exchange and cell imaging functions, along with SellSeed inc.'s cell sheet collection technology (UpCell®)

Additionally, various processes such as cell detachment during passaging will be reevaluated from an industrial perspective to achieve the ultimate automation of cell (sheet) culture

Automation of cell culture

CellKeeper



Incubator with medium exchange function & cell imaging function

Automation of cell sheet culture

Development



Automation of cell sheet collection

Development



UpCell® : Temperature-responsive cell cultureware for "Cell Sheet" engineering

<https://www.cellseed.com/en/business/product/upcell.html>
(CellSeed Inc. HP)

Thank you

