

FY2023 Second Quarter
(Ended August 31, 2023)
Financial Briefing

October 12, 2023
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.

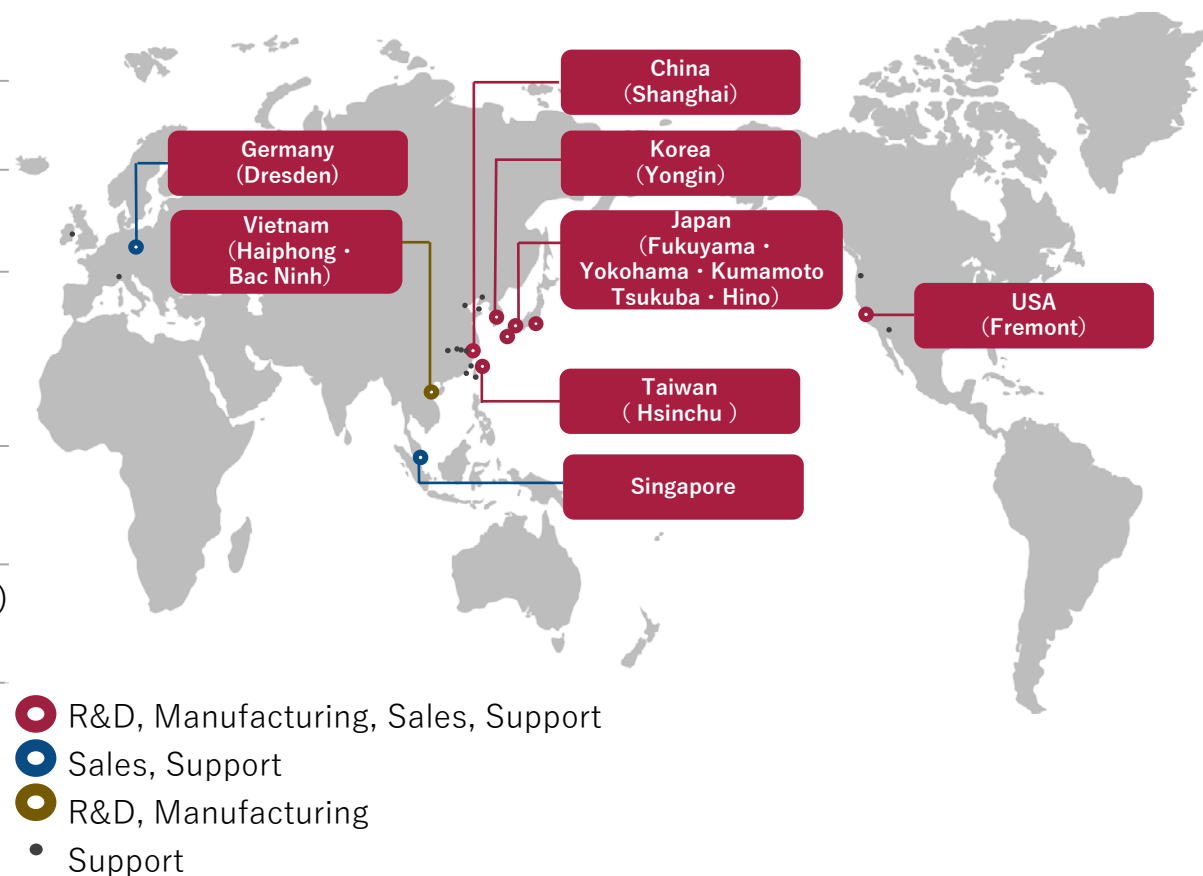
◆ Regarding the change in the presentation of the fiscal year in this document

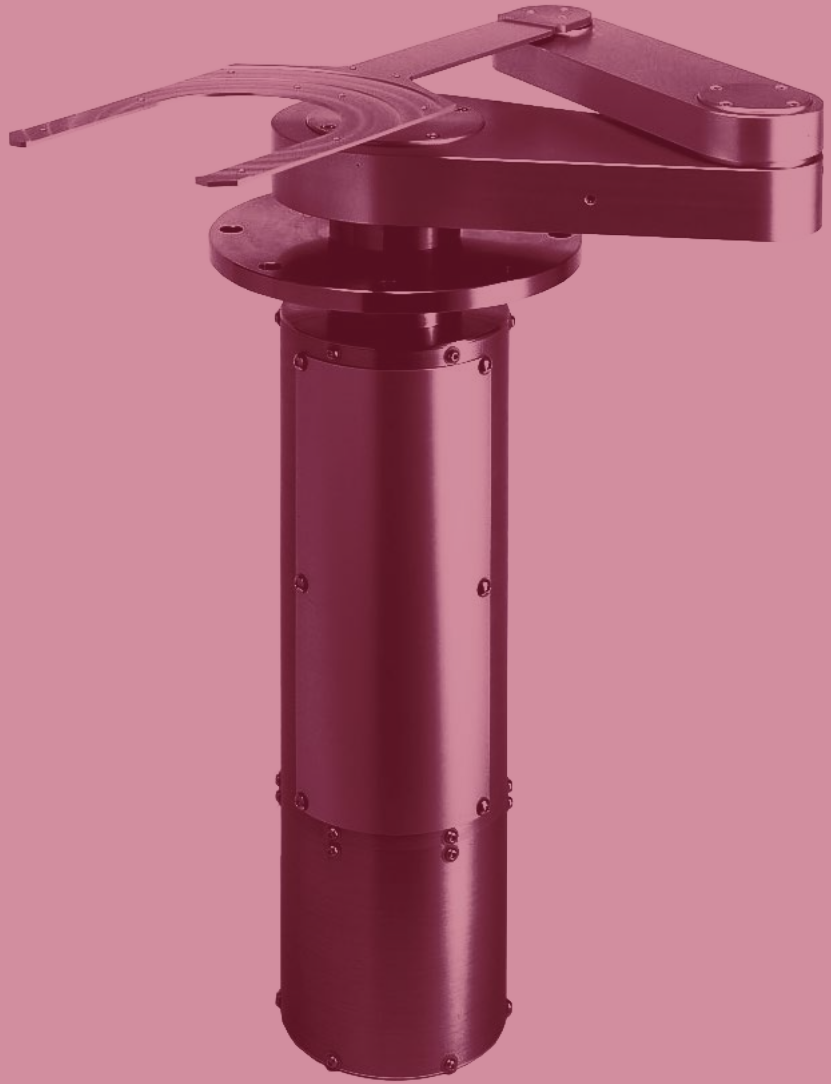
The fiscal year has been presented based on the calendar year corresponding to the fiscal year-end date until the previous document. From this fiscal year, it is based on the calendar year corresponding to the fiscal year-start date. Therefore, in this document, we refers to the "fiscal year ended February 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 : 3876(As of August 31, 2023) Non-consolidated : 237
Locations	Japan : Fukuyama · Yokohama · Kumamoto · Tsukuba · Hino Overseas : USA / Vietnam / Taiwan / Korea / Singapore/ China / Germany

Global network





FY2023 Second Quarter
(March 1~August 31, 2023)
Consolidated Business Result

Summary of Q2 FY2023

Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent
40,992 million JPY	9,952 million JPY	13,878 million JPY	9,835 million JPY
YoY ▲10.4%	YoY ▲9.0%	YoY ▲17.9%	YoY ▲20.5%

■ Q2 business results recovers compared to Q1 FY2023

Increase in sales from previous quarter, primarily driven by the delivery recovery of Semi to China and USA
Decline in both net sales and profit in the consolidated business results, due to weaker trend of semiconductor industry capital investment than previous period

■ Impact of exchange rate

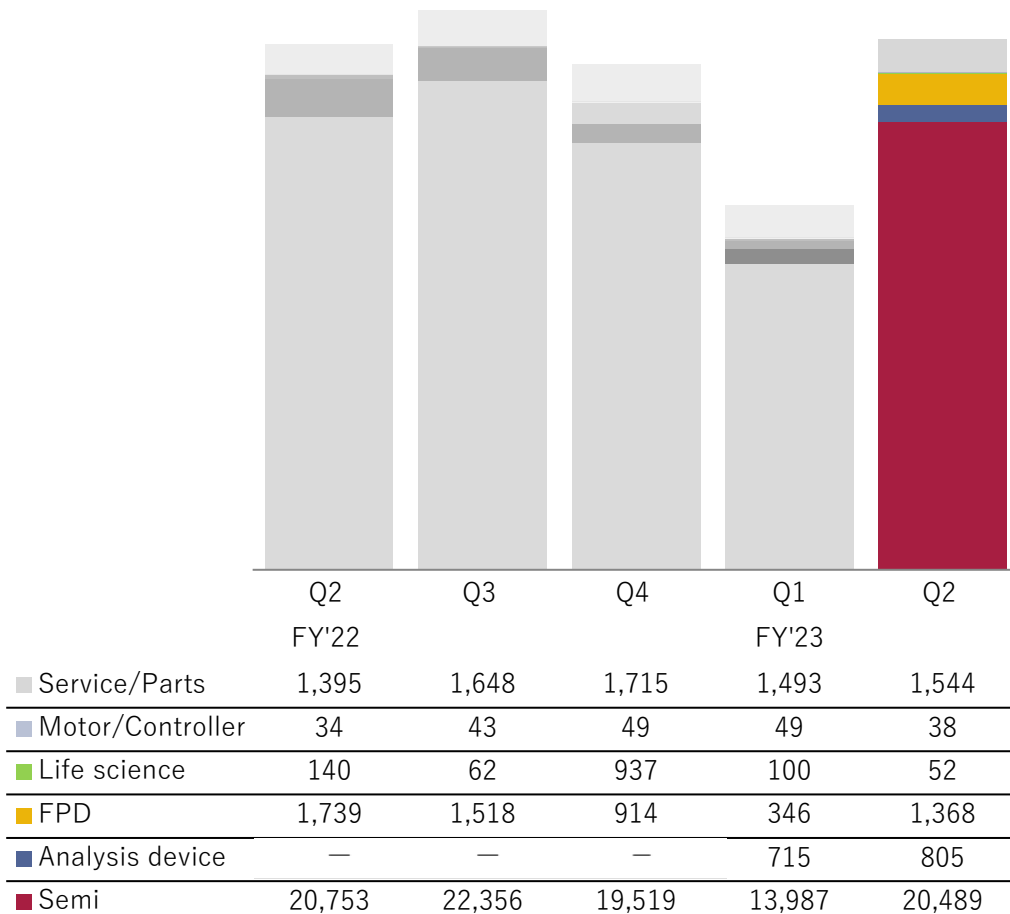
Records 3.9 billion JPY foreign exchange gain in response to the JPY depreciation from the FY2023 initial plan of 133 to 145 JPY/USD at the end of this quarter

Q2 FY2023 Consolidated business results

(Million JPY)	FY'23 Q2	FY'22 Q2	YoY (%)	Forecast H1	Achievement H1 (%)	Forecast Full-year	Achievement Full-year (%)
Net sales	40,992	45,753	89.6	43,127	95.1	88,026	46.6
Semi	34,477	38,964	88.5	35,709	96.6	71,986	47.9
Analysis device	1,521	—	—	2,087	72.9	3,544	42.9
FPD	1,715	3,906	43.9	1,646	104.2	4,578	37.5
Life science	152	185	82.4	308	49.6	1,342	11.4
Motor/Controller	87	71	123.5	76	114.9	152	57.5
Service/Parts	3,038	2,625	115.7	3,299	92.1	6,421	47.3
Operating profit	9,952	10,932	91.0	10,673	93.2	21,619	46.0
Ordinary profit	13,878	16,901	82.1	10,643	130.4	21,553	64.4
Profit attributable to owners of parent	9,835	12,366	79.5	7,633	128.8	15,718	62.6
Exchange rate(JPY/USD)	145	136	—	133	—	133	—

Trend in net sales

(Million JPY)



Semi

- Sales in China and USA drives increase to 20.5 billion JPY on a quarterly basis
- The delay in Taiwanese foundries' factory construction has an impact on Semi sales

Analysis device

- Delivers our flagship product Expert™ to domestic and international semiconductor manufacturers and wafer manufacturers, achieving a cumulative sales of 1.5 billion JPY

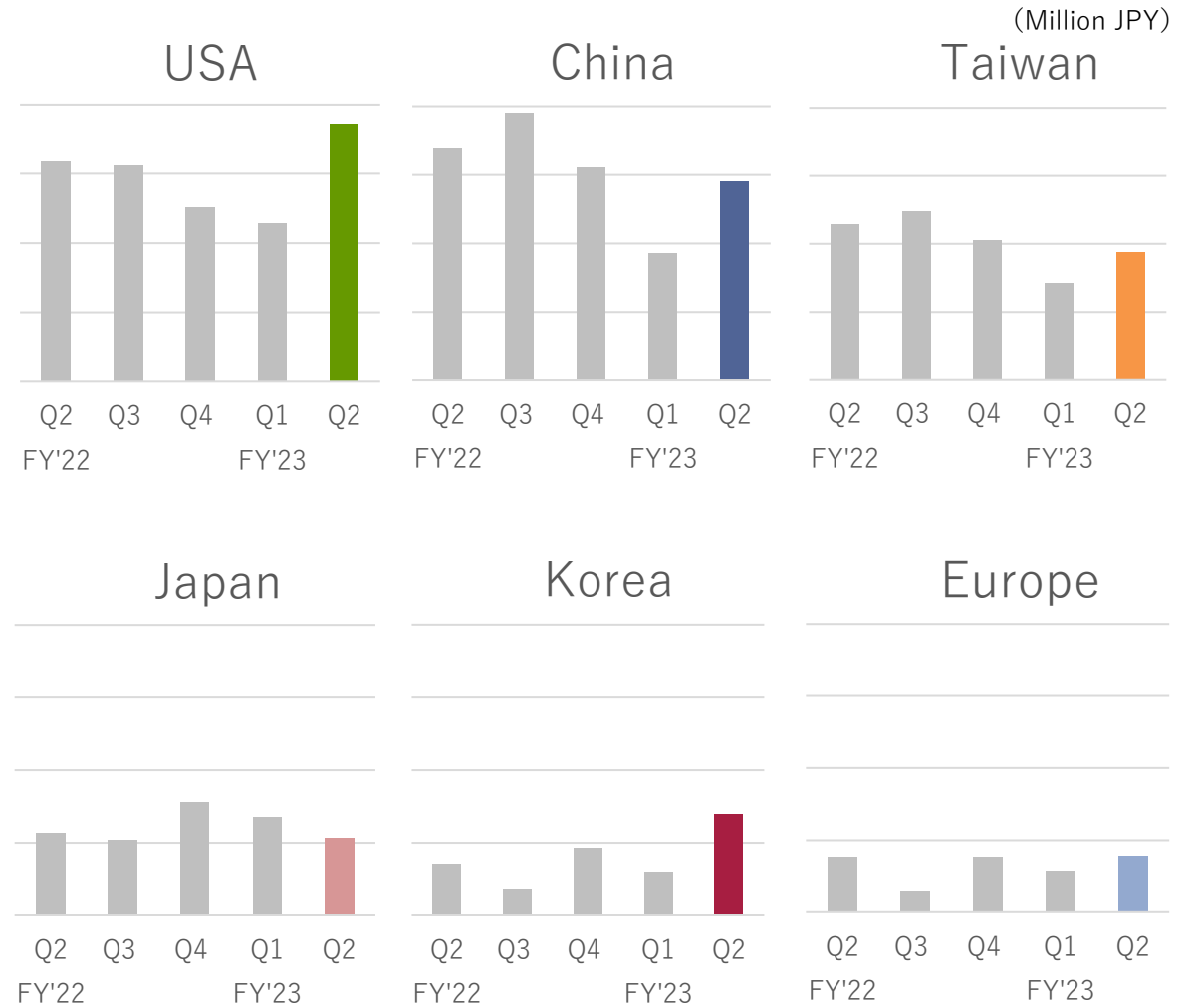
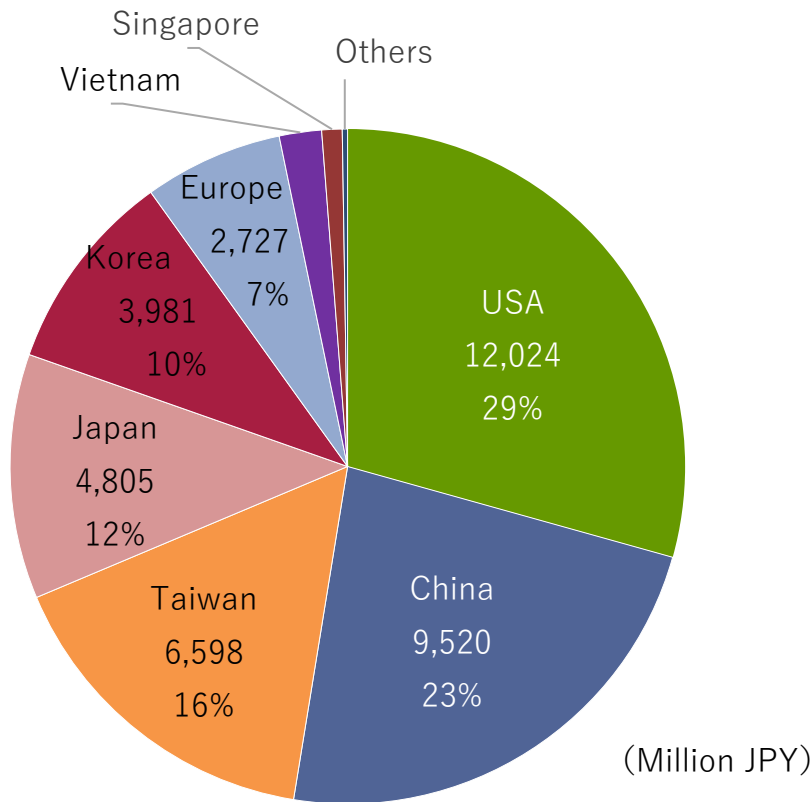
FPD

- Increase in installation of the automation line in our main customer's Vietnam and Korea factory

Life science

- Installs in domestic pharmaceutical manufacturers on the current quarter and in Chinese customers on the previous quarter

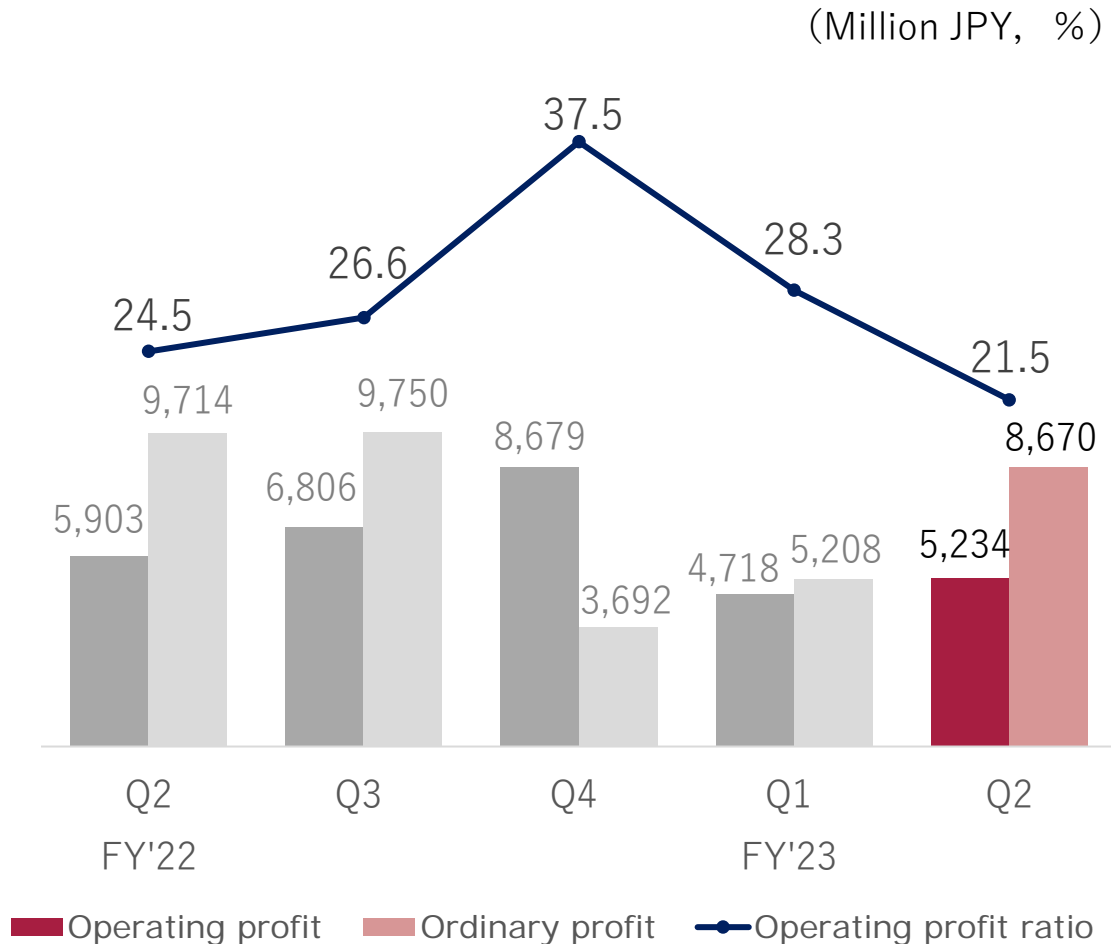
Net sales by regions



- Unchanged ranking from previous period and sales increase in each region except Japan

※'Net sales by regions' are based on the location of the directly traded customers

Income statements



Operating profit

- Increase in cost of sales through the JPY depreciation leads to pushing down operating profit and decline in operating profit ratio

Ordinary profit

- 3.9 billion JPY of foreign exchange gains through the JPY depreciation, Q1:0.5 Q2:3.4 billion JPY Resulting from the accounting conversion of foreign currency receivables
- Operating profit in Q4 FY2022 records an increase affected by the foreign currency conversion of consolidated accounting at the time of the sharp appreciation of JPY

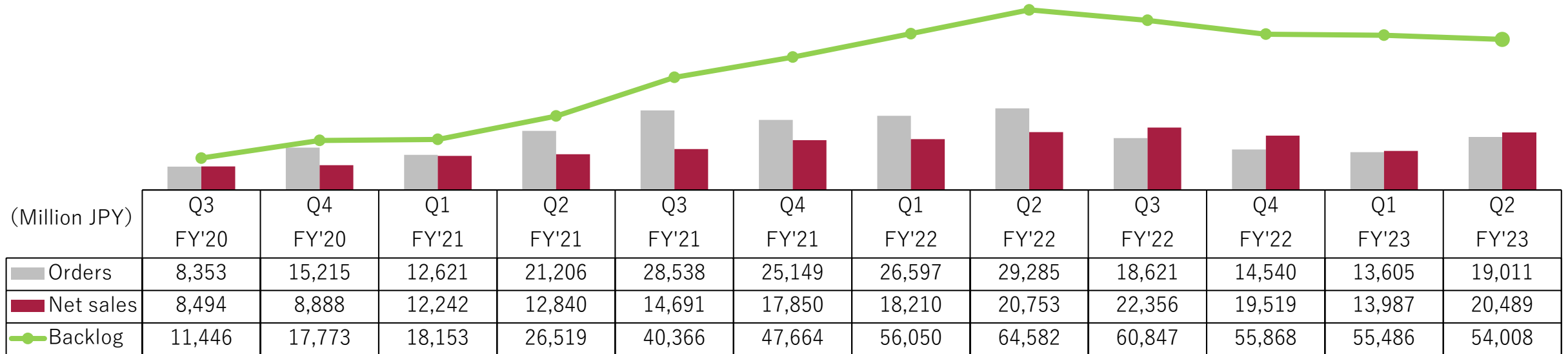
Trend in orders, net sales, and order backlog (Semi)

Semi

- Orders and net sales increase

Backlog decreases modestly but remains at a high level

- In orders from China, major SPEs' and new customers' lead increase



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

Analysis device

- IAS, joining RORZE in March 2023, receives orders of 500 million JPY for its flagship product, Expert™ : Fully Automated VPD, in Q2 FY 2023

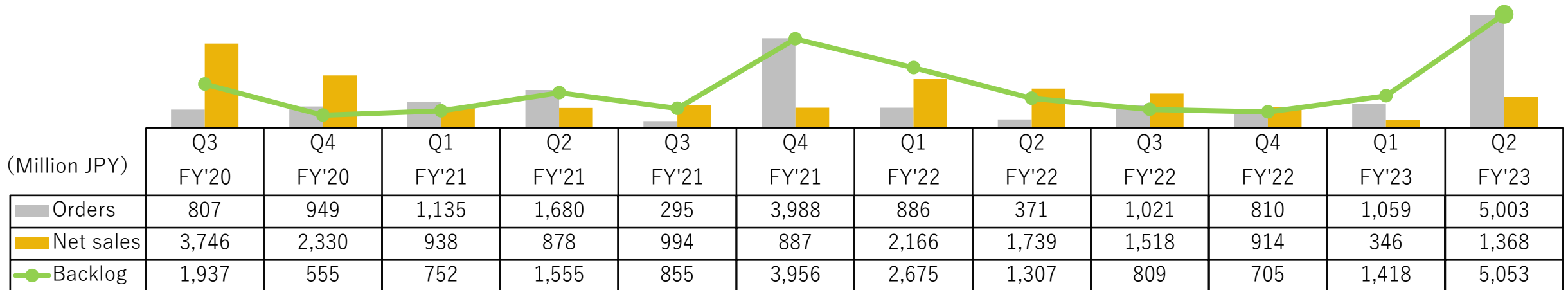


(Million JPY)	Q4 FY'22	Q1 FY'23	Q2 FY'23
Orders	0	820	497
Net sales	0	715	805
Backlog	4,688	4,793	4,485

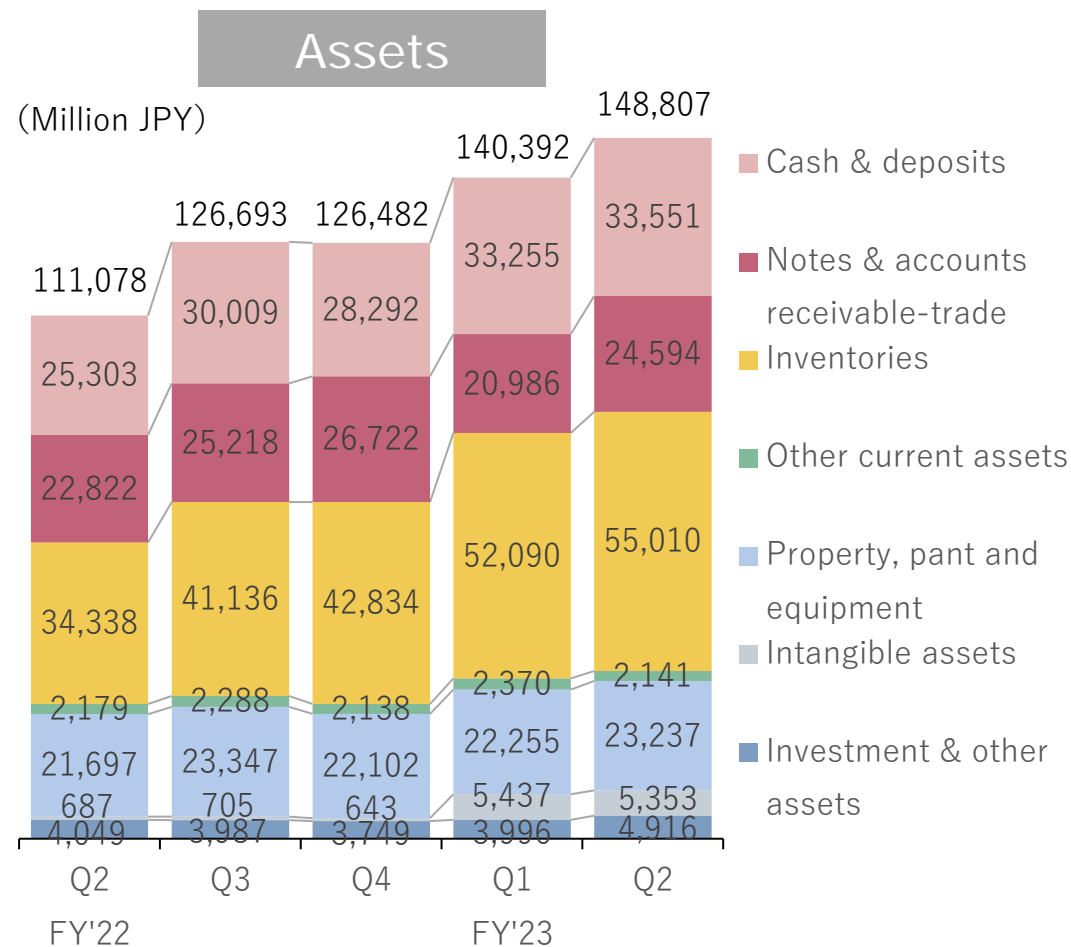
Trend in orders, net sales, and backlog (FPD)

FPD

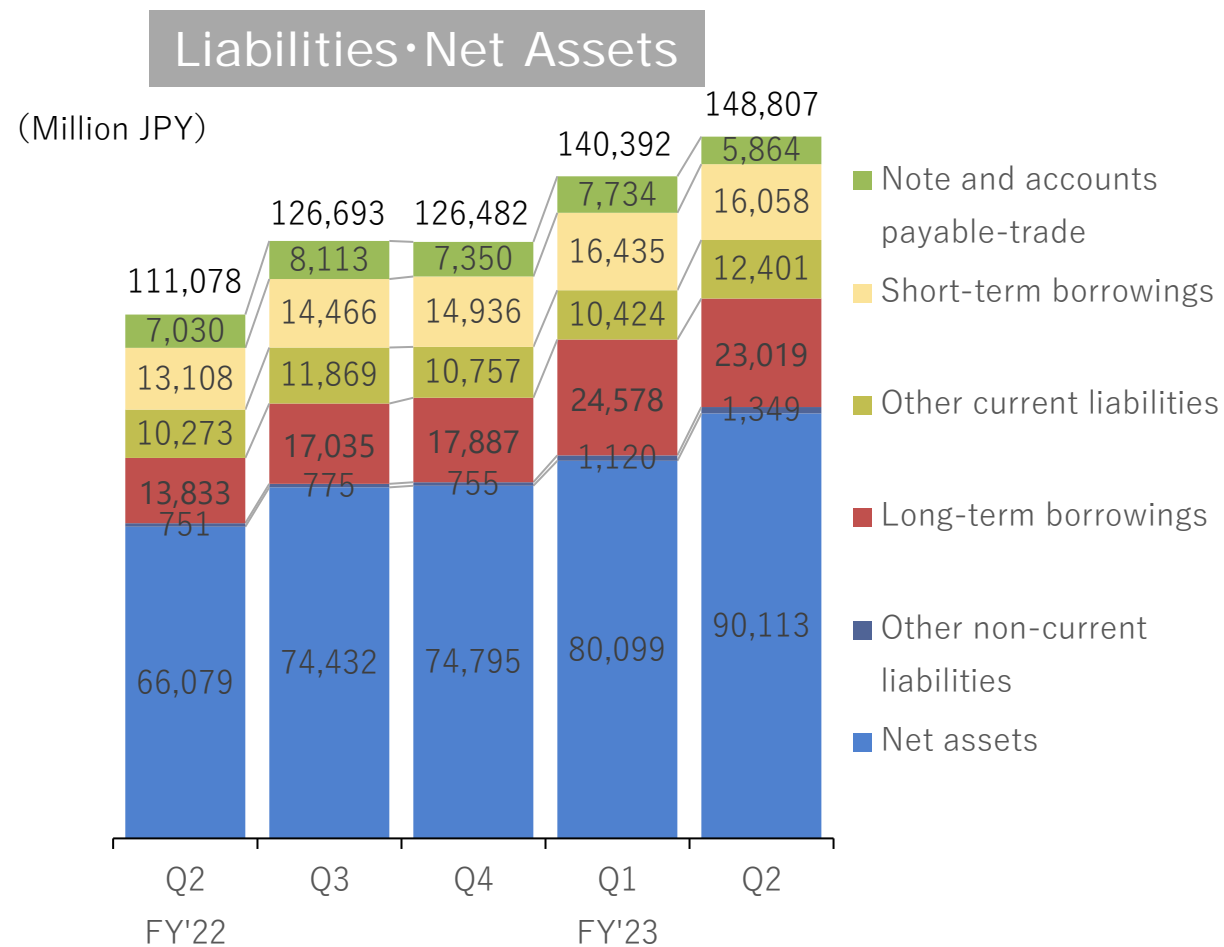
- Orders significantly increase to 5 billion JPY, including a bulk order worth approximately 2.6 billion JPY from major customers
- Order details : Mainly INDEX large substrate transfer system, Laser cutting equipment and Display module equipment



Q2 FY2023 Balance sheet



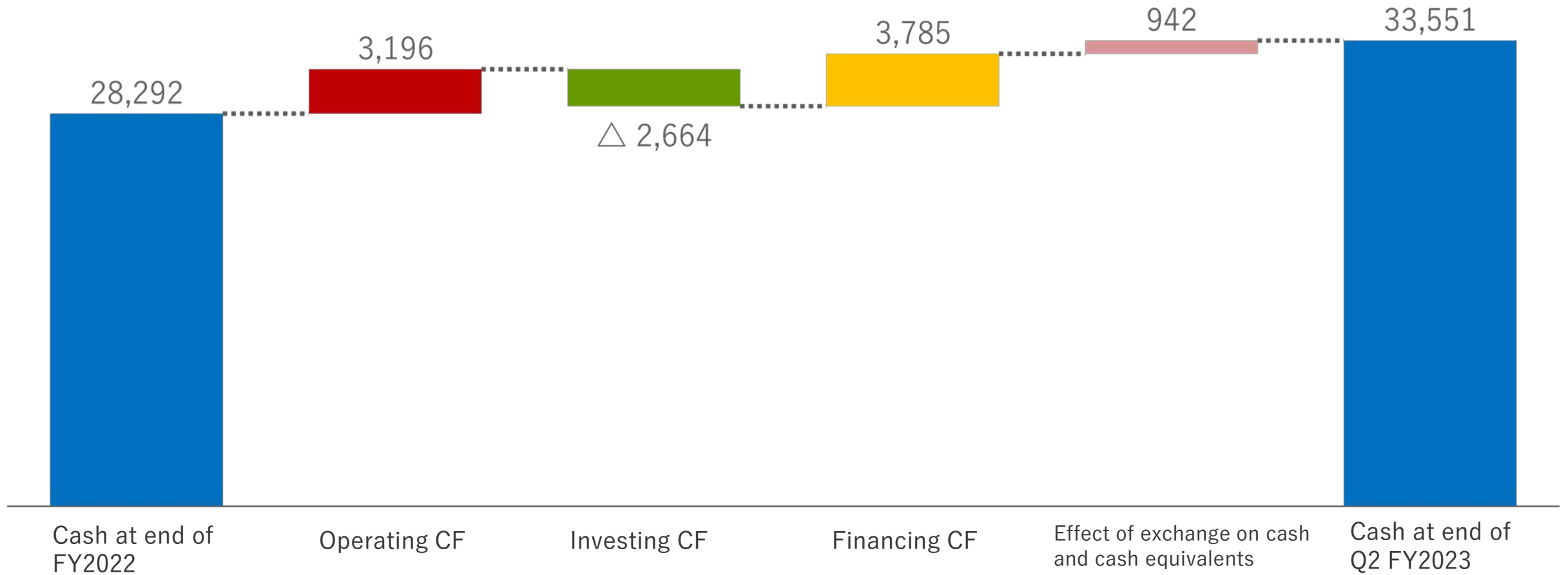
• Inventories increase 12.2 billion JPY

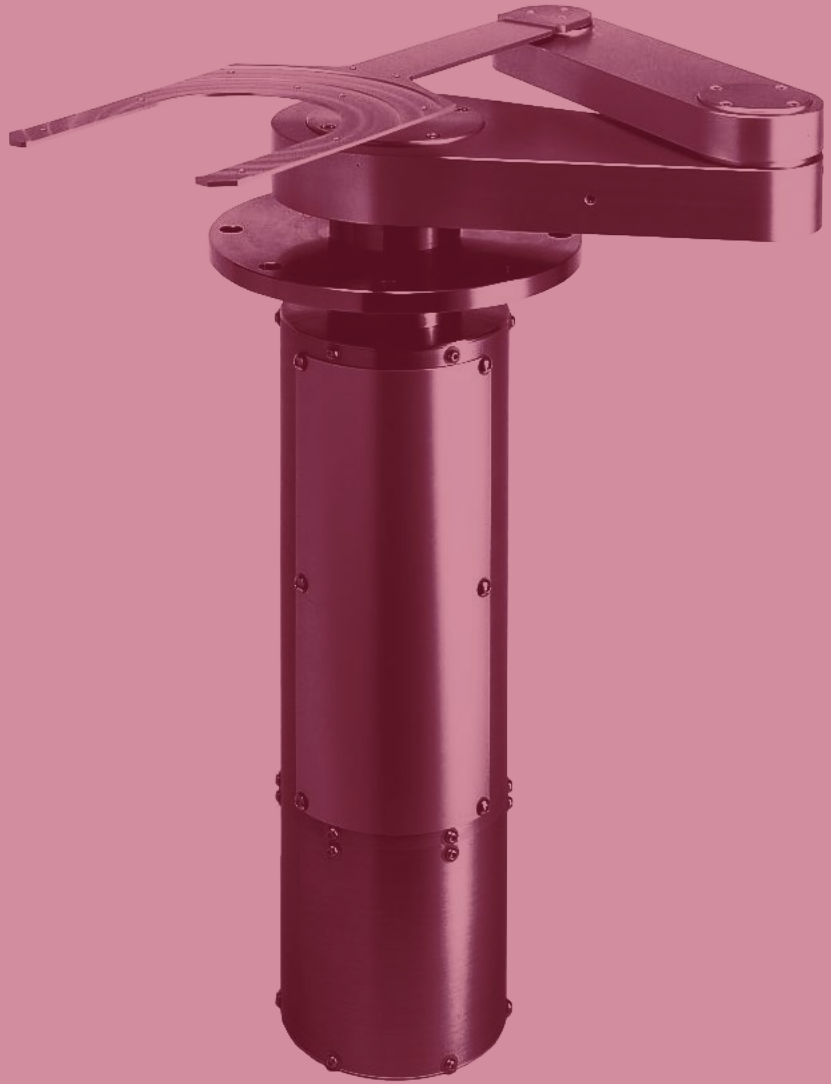


• Interest-bearing debt increase 6.3 billion JPY

Q2 FY2023 Cash-Flow

(Million JPY)



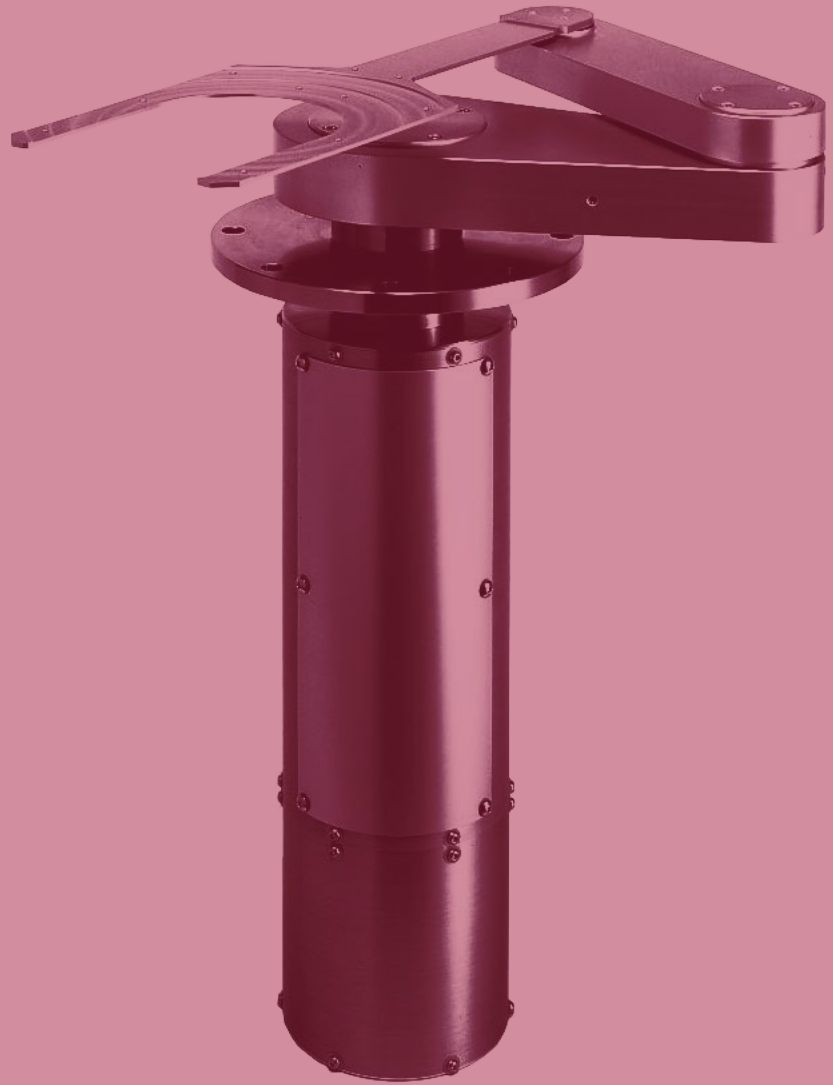


FY2023 Business Forecast

Future outlook and forecast for FY2023

(Million JPY)	Q2 FY'23	FY'23 H1 plan	FY'23 Full-year plan
Net sales	40,992	43,127	88,026
Semi	34,477	35,709	71,986
Analysis device	1,521	2,087	3,544
FPD	1,715	1,646	4,578
Life science	152	308	1,342
Motor/Controller	87	76	152
Service/Parts	3,038	3,299	6,421
Operating profit	9,952	10,673	21,619
Ordinary profit	13,878	10,643	21,553
Profit attributable to owners of parent	9,835	7,633	15,718

- Capital investment in the semiconductor industry gradually recovers from an adjustment phase
- Expects sales increase in the second half, particularly to SPEs in China and USA
- Expects recovery and expansion of capital investment in the semiconductor industry from next year onwards, driven by the increasing demand for investments in areas of high-performance-computing such as generative AI and data centers
- Analysis device : Sales postponed from the first half are to be recorded in the second half
- FPD : The bulk order is to be delivered in the next fiscal year
- Life science : Shipments are concentrated at the end of FY2023



Topics

Vietnamese subsidiary receives commendation from the Minister of Planning and Investment of Vietnam

- Vietnamese subsidiary RORZE ROBOTECH CO., LTD. is honored by the Minister of Planning and Investment of Vietnam for its significant contribution to the development and the economic activities of Hai Phong city and industrial park, on the occasion of the 30th anniversary of the establishment of Hai Phong Economic Zone Authority.



RORZE SYSTEMS VINA CO., LTD. constructs a new factory

<Rendering>



<Overview of the new factory>

Address	Bac Ninh Province, Vietnam
Schedule	Completion : November 2023(Plan)
Area	Land: 15,000m ² / Building: Approx. 2,700m ²
Investment amount	6.4 million USD Land : 2.85 million USD Factory : 3.55 million USD

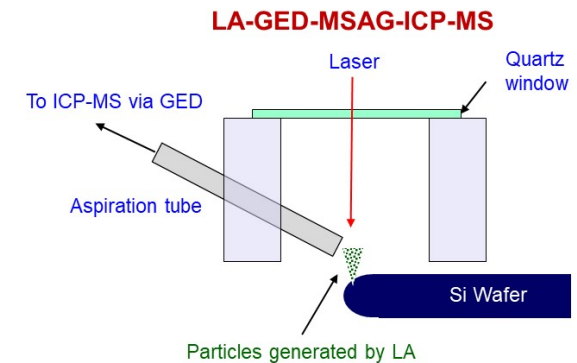
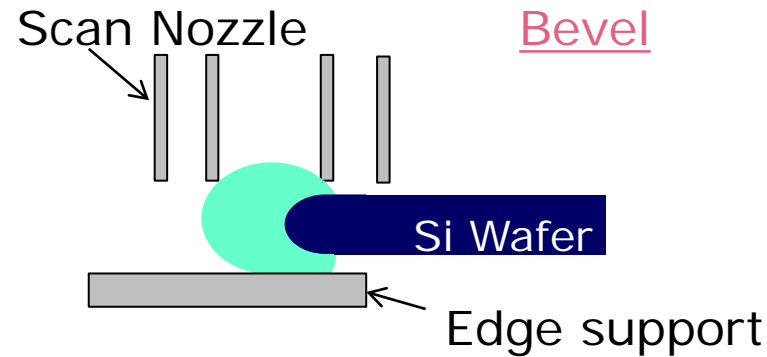
<Progress of construction : The 2nd week of September 2023>



- The location is within the industrial park area where the customer's factory is situated
- To meet the growing demand for FPD in Vietnam

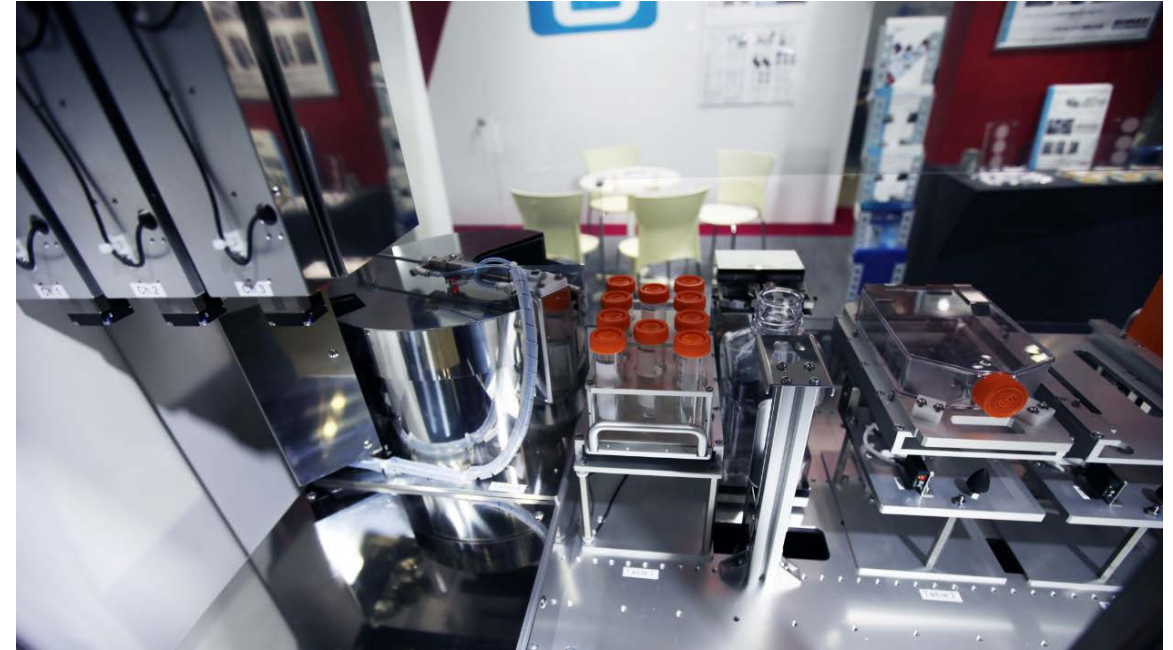
Analysis device : New laser ablation device (Expert_LA)

	Conventional VPD	New product
Sampling method	Etching the surface with a chemical solution, and collecting residues with pure water	Collecting the sample vaporized by laser ablation as it is
Accurate quantitative analysis	○	◎
Whole-wafer analysis	○	▲
Local analysis on the wafer (Specific location、 Bevel)	▲	◎
Depth-wise analysis	×	◎



Enables novel analysis

RORZE Lifescience Inc. exhibits at 'Regenerative Medicine Japan'

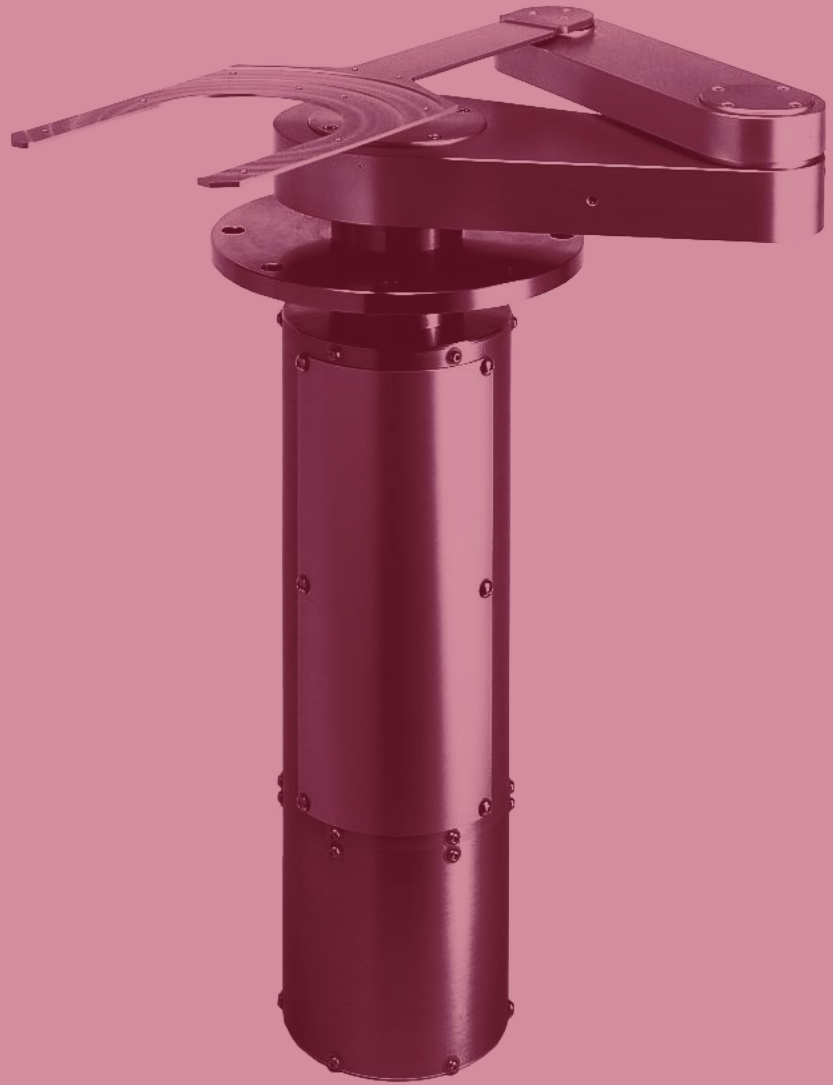


Exhibiting an automated system for cell culture passaging

RORZE Lifescience Inc. is exhibiting at the expo
'Regenerative Medicine Japan 2023'

Period : October 11 (Wed.) to 13 (Fri.), 2023

Venue : PACIFICO YOKOHAMA



Reference

Semi

RORZE

Unit



Atmospheric
Robot



Aligner



Load Port

System



EFEM



Vacuum Platform

System



Wafer Sorter



N2 Purge Wafer Stocker



Equipment
manufacturers(SPE)

Process equipment

Inspection equipment



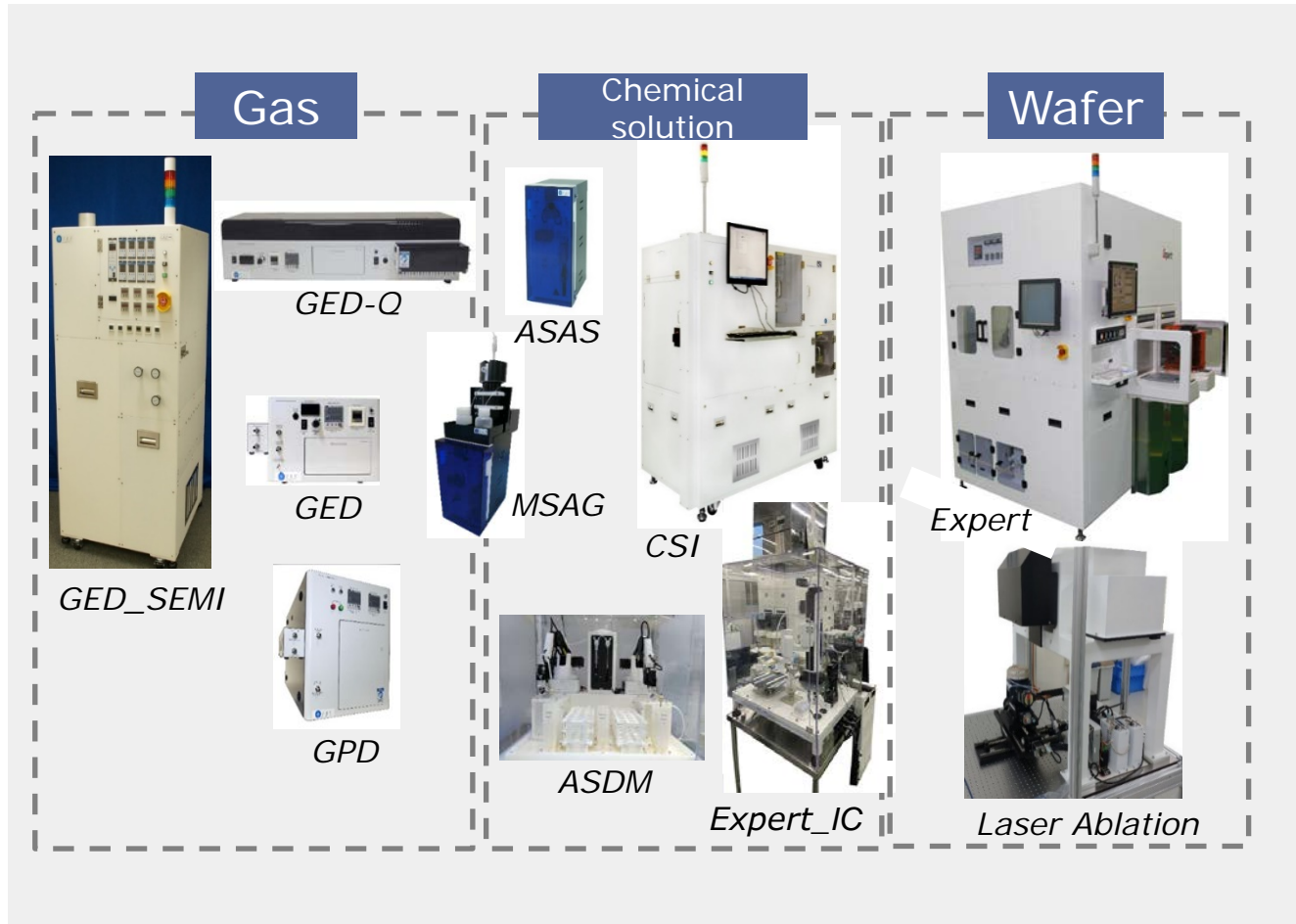
End -user

Device manufacturers

Wafer manufacturers

RORZE

Analysis device



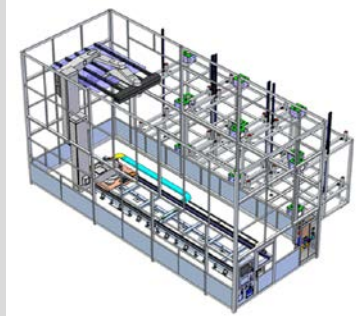
Semiconductor industry
SPE s
End-user
Device manufacturers
Wafer manufacturers

Other industry
Research institution
Environmental measuring
instrument manufacturer
Chemical manufacturer

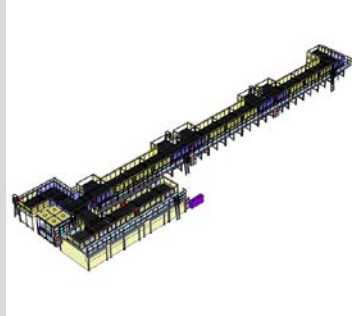
FPD

RORZE

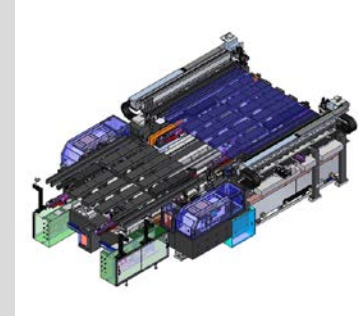
RORZE SYSTEMS
(Subsidiary in Korea)



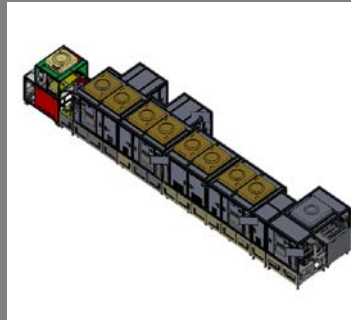
INDEX extra-large substrate transfer system



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)

Thank you

