

FY2023 First Quarter (Ended May 31, 2023) Financial Briefing

July 12, 2023
RORZE CORPORATION

(Code : 6323)
<https://www.rorze.com/en/>



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. |

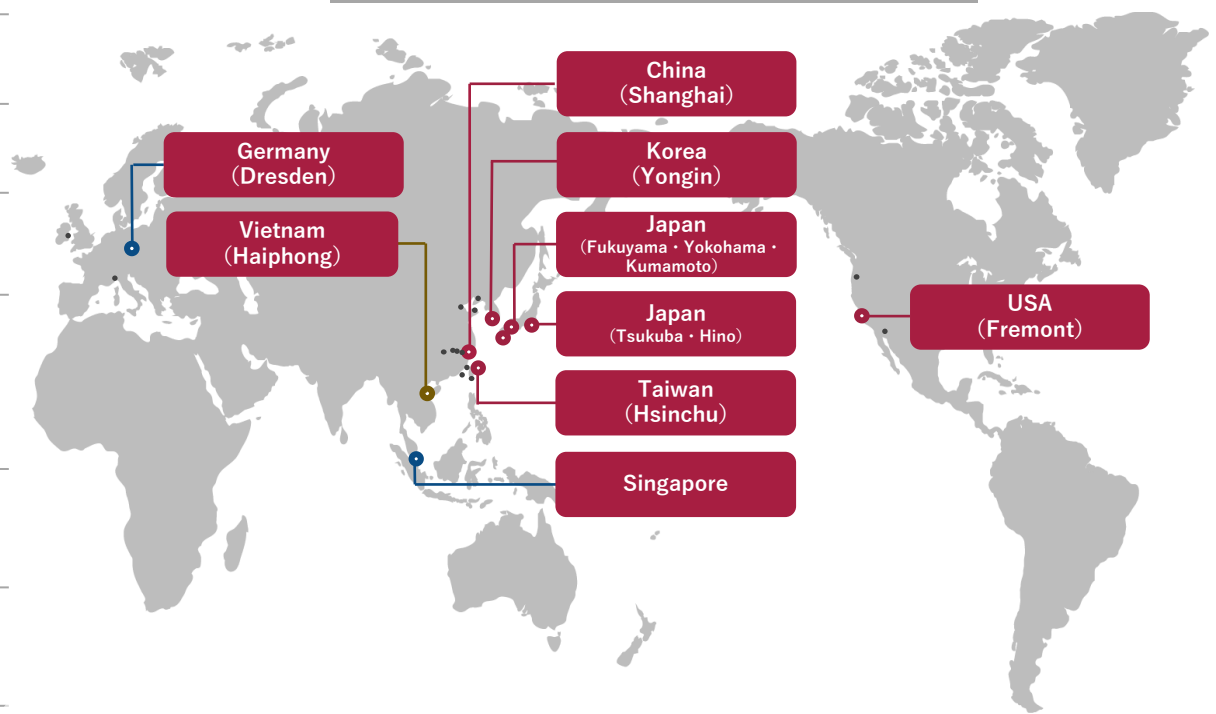
◆ Regarding the change in the presentation of the fiscal year in this document

The fiscal year has been presented based on the calendar year corresponding to the fiscal year-end date until the previous document. From this time, 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

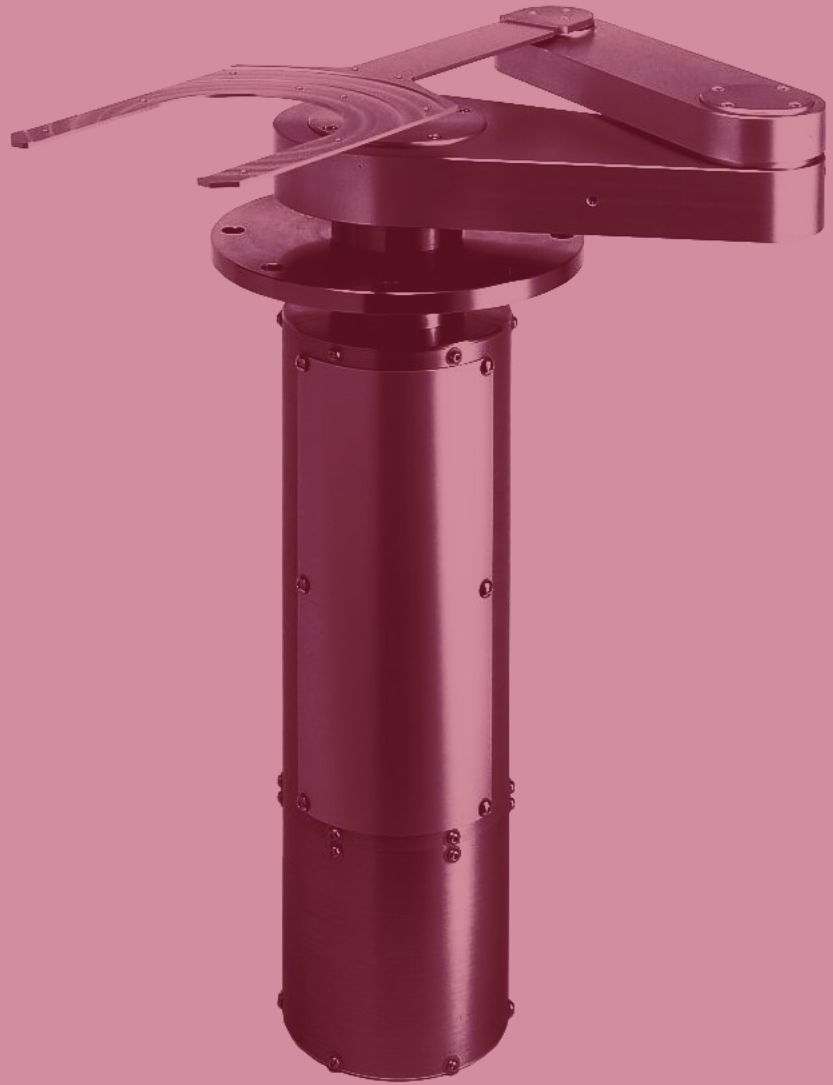
| | |
|---------------|--|
| Name | RORZE CORPORATION |
| Head Office | 1588-2 Michinoue Kannabe-cho, Fukuyama-shi, Hiroshima |
| Establishment | March 30, 1985 |
| Capital | 982 million JPY |
| Business | Development, design, manufacturing, and sales of automation system for semiconductor/FPD production and life science automation products |
| Listed Market | Prime Market of the Tokyo Stock Exchange (Securities code : 6323) |
| Employees | Consolidated : 4,078(As of May 31, 2023) Non-consolidated : 236 |
| Locations | Japan : Fukuyama · Yokohama · Kumamoto · Tsukuba · Hino Overseas : USA / Vietnam / Taiwan / Korea / Singapore/ China / Germany |

Global network



- R&D, Manufacturing, Sales, Support
- Sales, Support
- R&D, Manufacturing
- Support





FY2023 First Quarter
(March 1~May 31, 2023)
Consolidated Business Result

Summary of Q1 FY2023

| Net sales | Operating profit | Ordinary profit | Profit attributable to owners of parent |
|--------------------|-------------------|-------------------|---|
| 16,693 million JPY | 4,718 million JPY | 5,208 million JPY | 3,557 million JPY |
| YoY ▲23.0% | YoY ▲6.2% | YoY ▲27.5% | YoY ▲30.6% |

Net sales

Semi sales decrease under the semiconductor industry capital investment slowdown with the inventory adjustment for declining memory demand and the tightening export restrictions in the background

Operating profit

Operating profit declines in line with lower Semi sales

Exchange rate

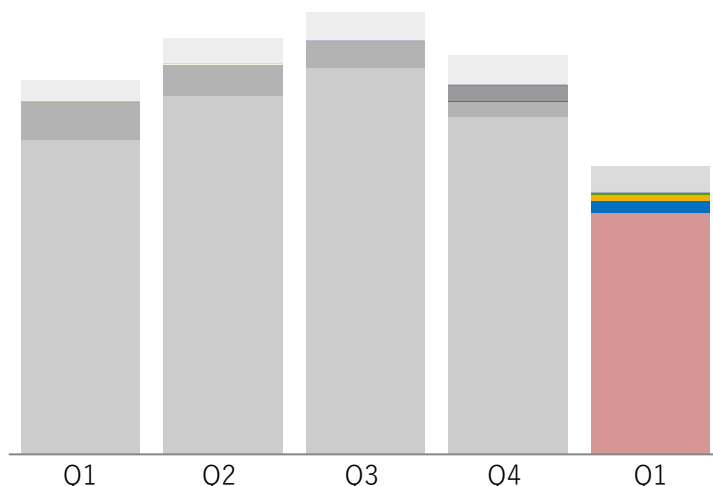
In Q1 FY2023, the actual exchange rate remains unchanged at around 133 JPY/USD, same level as the initial plan of FY2023

Q1 FY2023 Consolidated business results

| (Million JPY) | FY'23 Q1 | FY'22 Q1 | YoY (%) | Forecast H1 | Achievement H1(%) | Forecast Full-year | Achievement Full-year (%) |
|---|----------|----------|---------|-------------|-------------------|--------------------|---------------------------|
| Net sales | 16,693 | 21,688 | ▲23.0 | 43,127 | 38.7 | 88,026 | 19.0 |
| Semi | 13,987 | 18,210 | ▲23.2 | 35,709 | 39.2 | 71,986 | 19.4 |
| Analysis device | 715 | — | — | 2,087 | 34.3 | 3,544 | 20.2 |
| FPD | 346 | 2,166 | ▲84.0 | 1,646 | 21.0 | 4,578 | 7.6 |
| Life science | 100 | 44 | 123.5 | 308 | 32.6 | 1,342 | 7.5 |
| Motor/Controller | 49 | 36 | 36.9 | 76 | 65.2 | 152 | 32.6 |
| Service/Parts | 1,493 | 1,229 | 21.5 | 3,299 | 45.3 | 6,421 | 23.3 |
| Operating profit | 4,718 | 5,029 | ▲6.2 | 10,673 | 44.2 | 21,619 | 21.8 |
| Ordinary profit | 5,208 | 7,186 | ▲27.5 | 10,643 | 48.9 | 21,553 | 24.2 |
| Profit attributable to owners of parent | 3,557 | 5,126 | ▲30.6 | 7,633 | 46.6 | 15,718 | 22.6 |

Trend in net sales

(Million JPY)



| | Q1 FY'22 | Q2 | Q3 | Q4 | Q1 FY'23 |
|------------------|-------------|--------|--------|--------|-------------|
| Service/Parts | 1,229 | 1,395 | 1,648 | 1,715 | 1,493 |
| Motor/Controller | 36 | 34 | 43 | 49 | 49 |
| Life science | 44 | 140 | 62 | 937 | 100 |
| FPD | 2,166 | 1,739 | 1,518 | 914 | 346 |
| Analysis device | — | — | — | — | 715 |
| Semi | 18,210 | 20,753 | 22,356 | 19,519 | 13,987 |

Semi

- Sales decline in line with capital investment slowdown in the background of lower demand for semiconductors, memory in particular, Taiwanese foundries' construction progress, and postponement of delivery under the tightening export restrictions

Analysis device

- “Analysis device” by IAS, joins net sales from the current fiscal year, with 700 million JPY quarterly sales scale mainly for semiconductor device and wafer manufacturers in both Japan and overseas

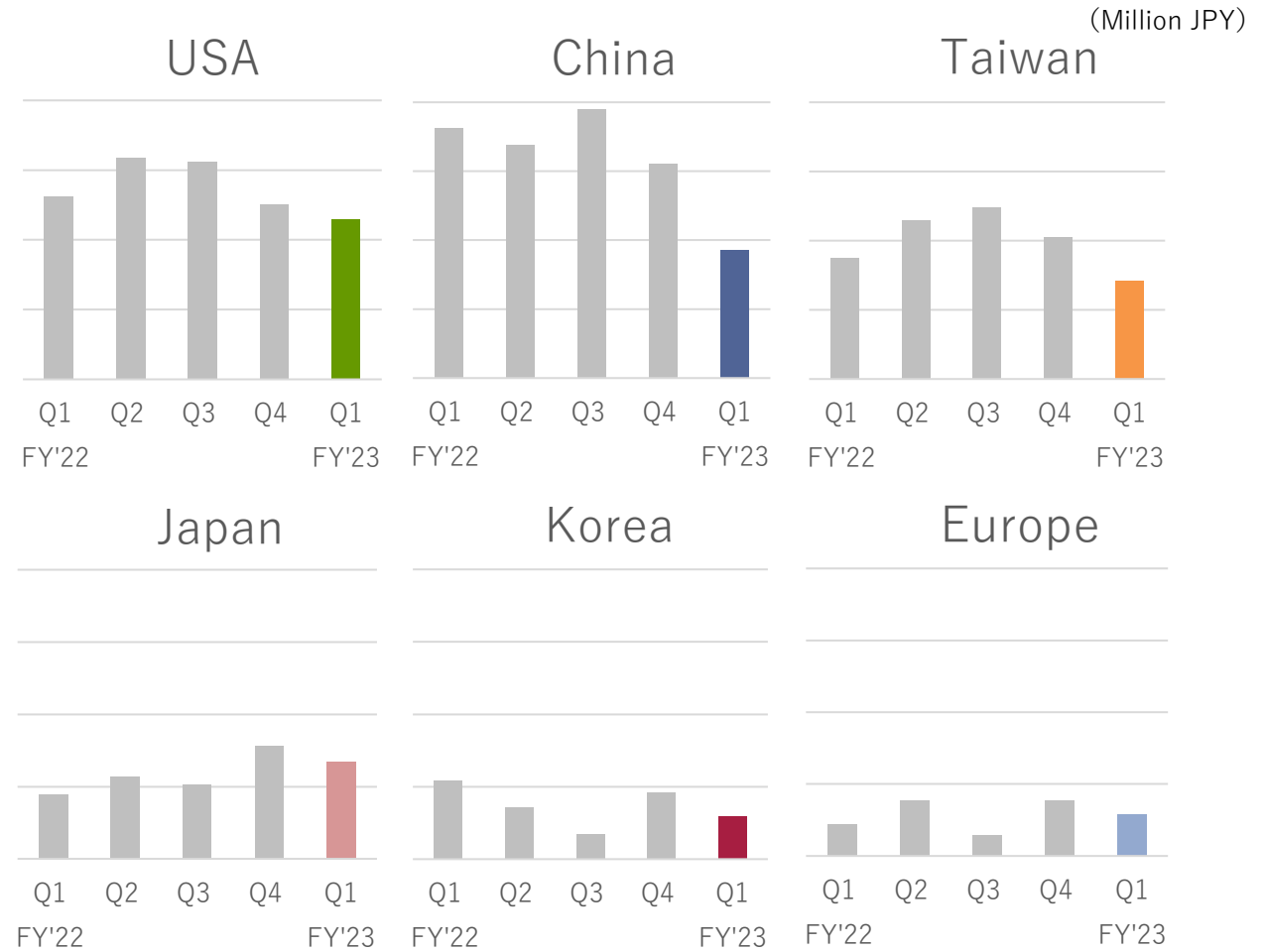
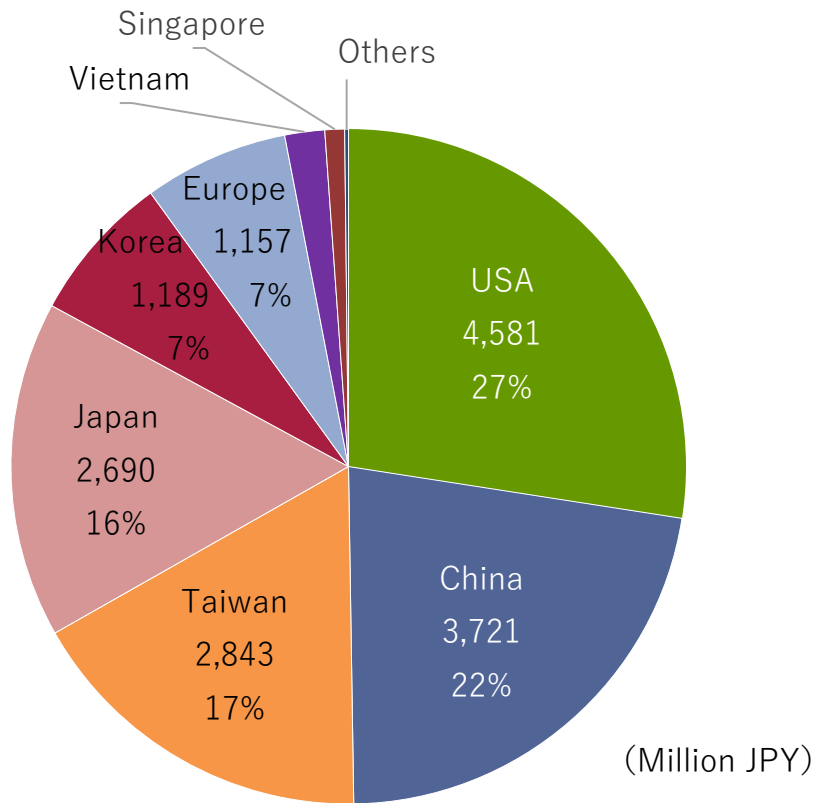
FPD

- Sales in Korea and Vietnam decrease

Life science

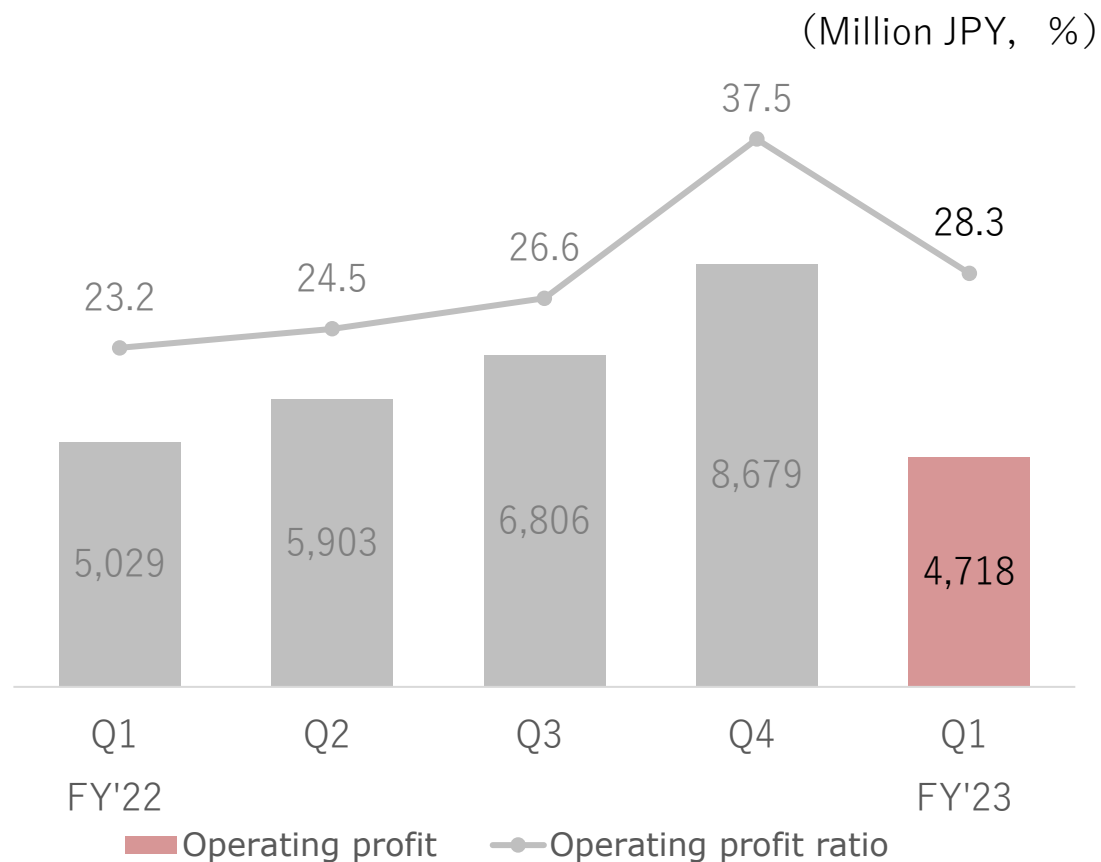
- Sales increase YoY with sales of automation equipment to China

Net sales by regions



Sales in China fall significantly and sales in USA come back to the 1st

Operating profit

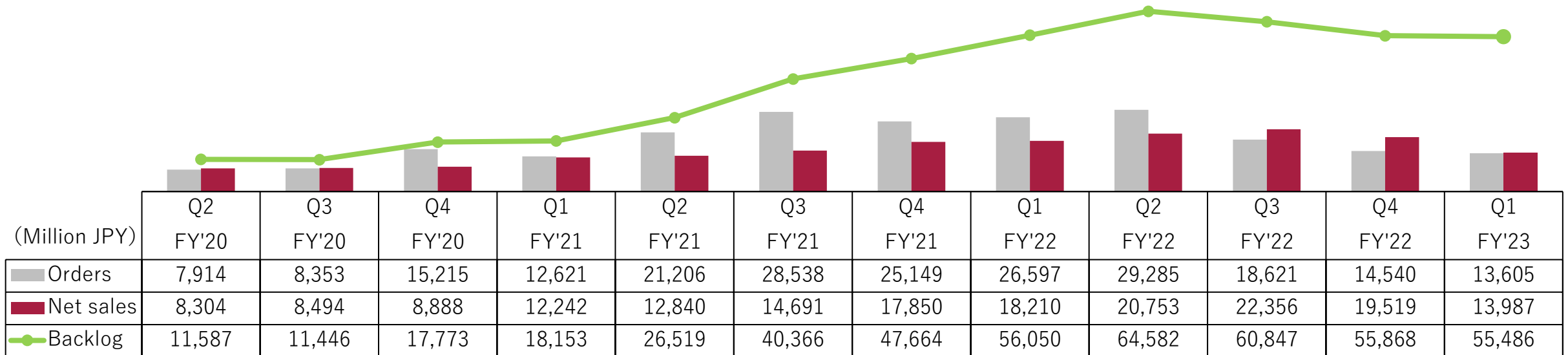


- Operating profit decreases due to lower sales of Semi
- While SG&A ratio increases, operating profit ratio rises 5% YoY with lower cost rate partially caused by the YoY depreciation of JPY
- Operating profit in Q4 FY2022 records an increase affected by the foreign currency conversion of consolidated accounting at the time of the sharp appreciation of JPY

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

Semi


- Orders decline in the background of the slowdown in semiconductor industry capital investment, the decreasing early orders with improving lead time and the tightening export restrictions between USA and China
- Backlog keeps at a high level affected by the customers' inventory and delivery adjustment



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

Analysis device

- Orders, net sales, and backlog for “Analysis device” of IAS, joining RORZE in March 2023, are as follows

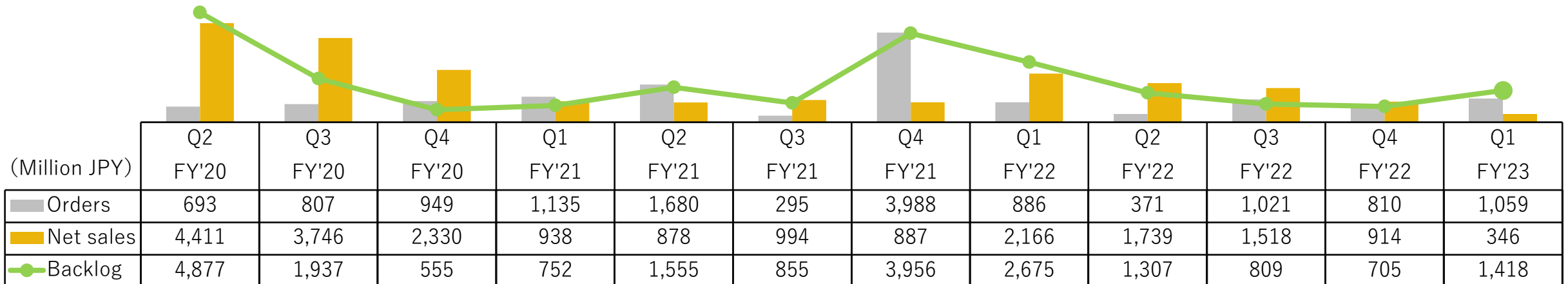


| (Million JPY) | Q4 FY'22 | Q1 FY'23 |
|---------------|-------------|-------------|
| Orders | 0 | 820 |
| Net sales | 0 | 715 |
| Backlog | 4,688 | 4,793 |

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

FPD

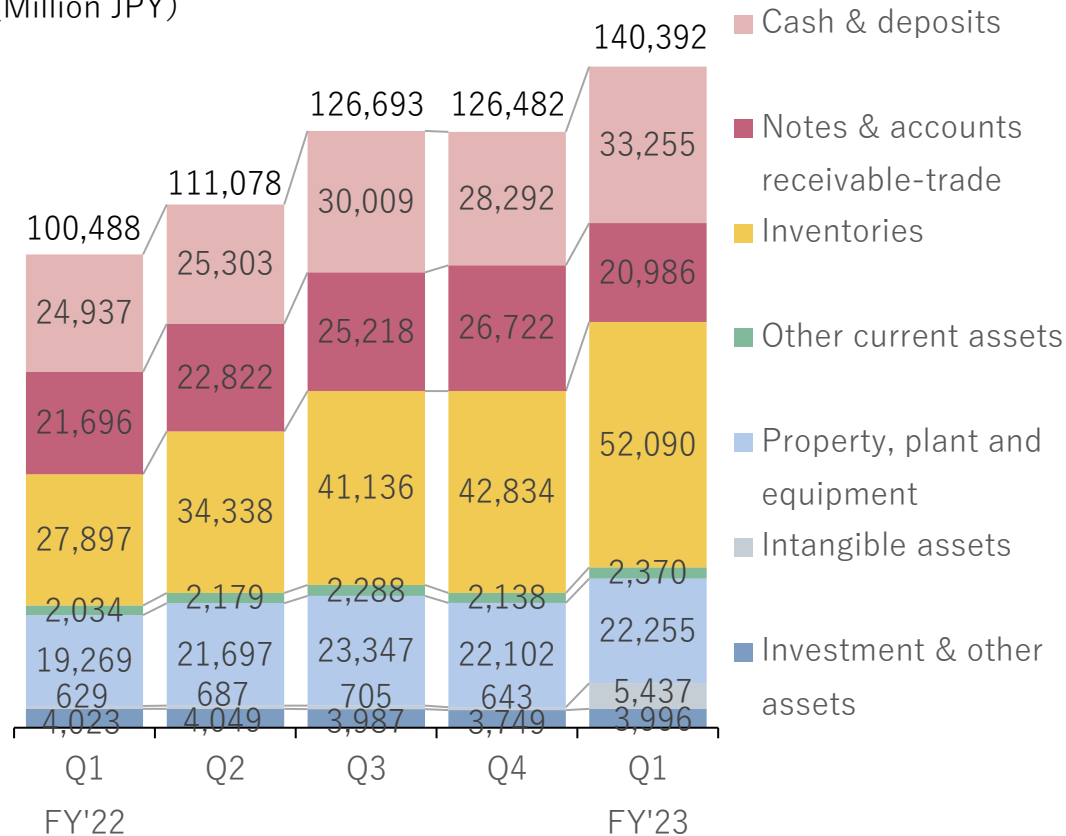
- Continues to receive orders for the automation line in the customer's back-end factory, and backlog remains stable
- Received a bulk order worth 25 billion KRW (approx. 2,600 million JPY) from our major customer, which will be recorded in Q2 FY2023 business results



Q1 FY2023 Balance sheet

Assets

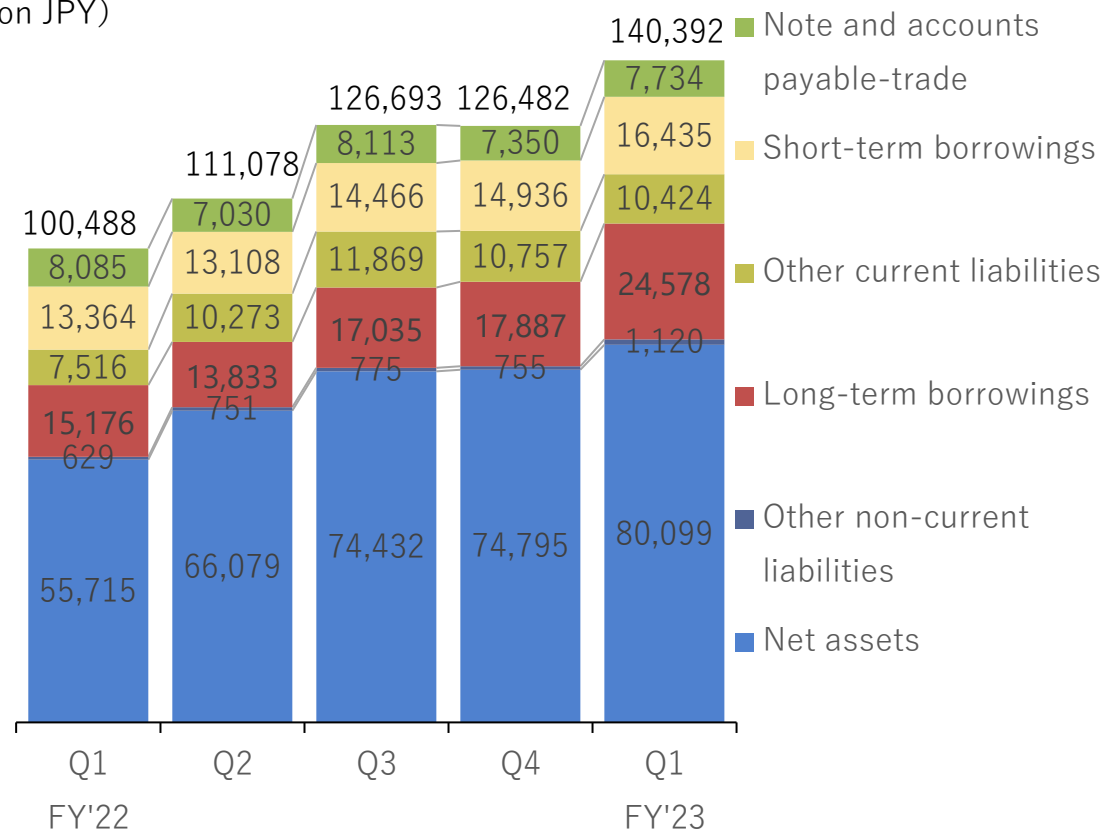
(Million JPY)



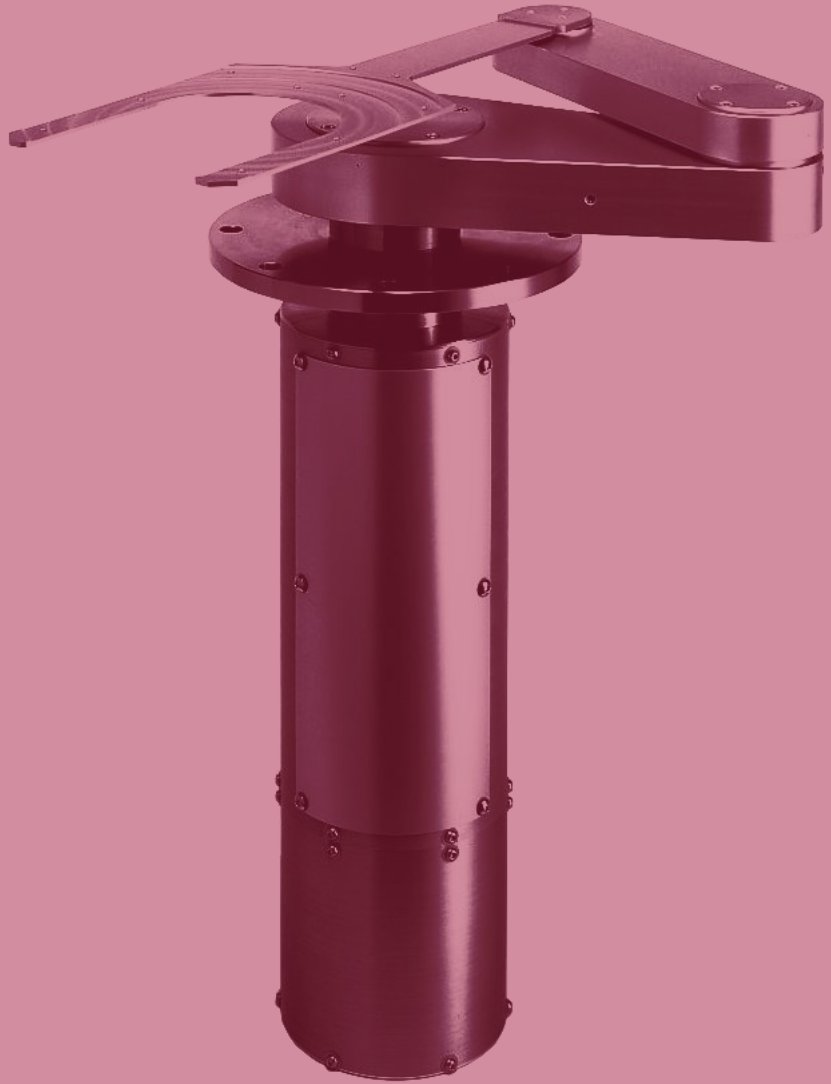
Increase in inventories + 9,256 million JPY

Liabilities·Net Assets

(Million JPY)



Increase in interest-bearing debt + 8,189 million JPY



FY2023 Business Forecast

Future outlook and forecast for FY2023

(Million JPY)

| | Q1 FY'23 | FY'23 H1 plan | FY'23 Full-year plan |
|--|-------------|------------------|-------------------------|
| Net sales | 16,693 | 43,127 | 88,026 |
| Semi | 13,987 | 35,709 | 71,986 |
| Analysis device | 715 | 2,087 | 3,544 |
| FPD | 346 | 1,646 | 4,578 |
| Life science | 100 | 308 | 1,342 |
| Motor/Controller | 49 | 76 | 152 |
| Service/Parts | 1,493 | 3,299 | 6,421 |
| Operating profit | 4,718 | 10,673 | 21,619 |
| Ordinary profit | 5,208 | 10,643 | 21,553 |
| Profit attributable to owners of parent | 3,557 | 7,633 | 15,718 |

- While demand for capital investment in the semiconductor industry continues to be in an adjustment phase, shipment of Semi equipment is expected to be recovered from Q2 FY2023 onwards
- While SPEs in China looks enhancing their capacity, they would hesitate to give orders actively for their manufacture equipment in the short run under the current inventory level on hand
- Expects market conditions will gradually improve as equipment shipment will achieve significant level from somewhere in the second half of this year
- 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



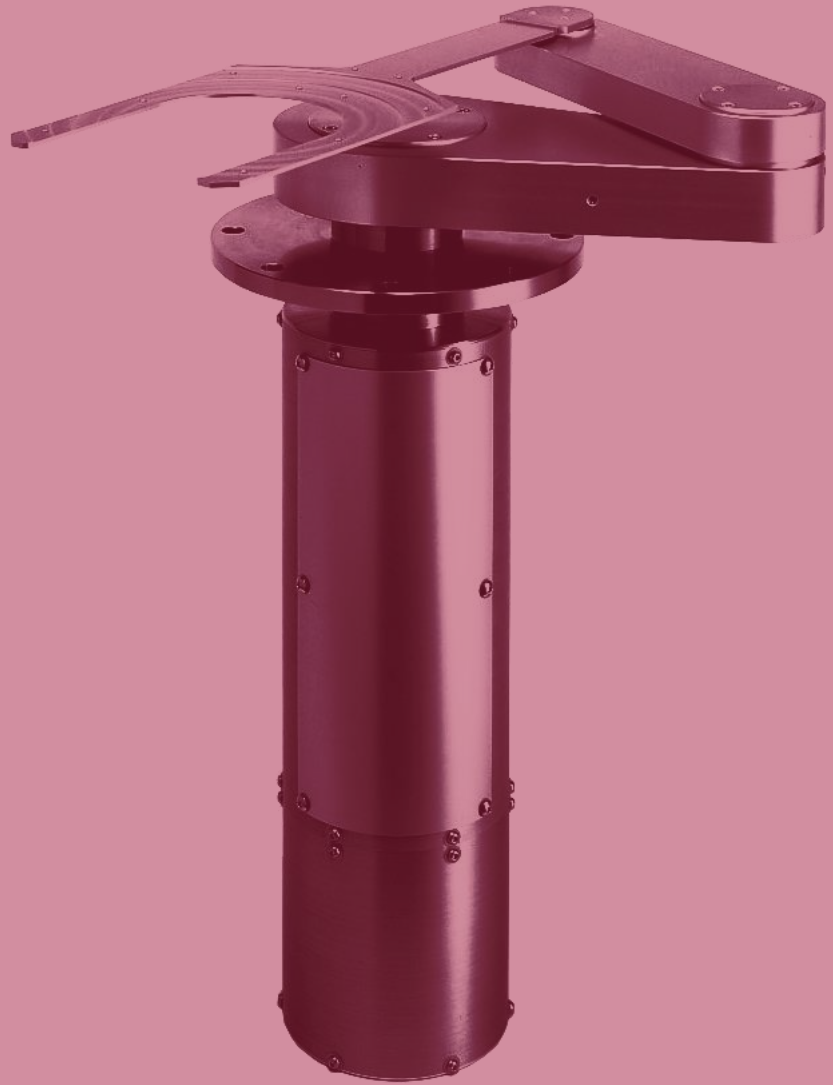
Topics

Awards “Supplier Award 2023” from Siltronic



Honored to receive Supplier Award 2023 from Siltronic in Germany (Awards for the 3rd time in a row since last time)

RORZE awarded “Supplier Award 2023” from Siltronic AG, a leading global silicon wafer manufacturer in Germany, consecutively since 2021, and received high praise for the performance, reliability, and service of our products



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



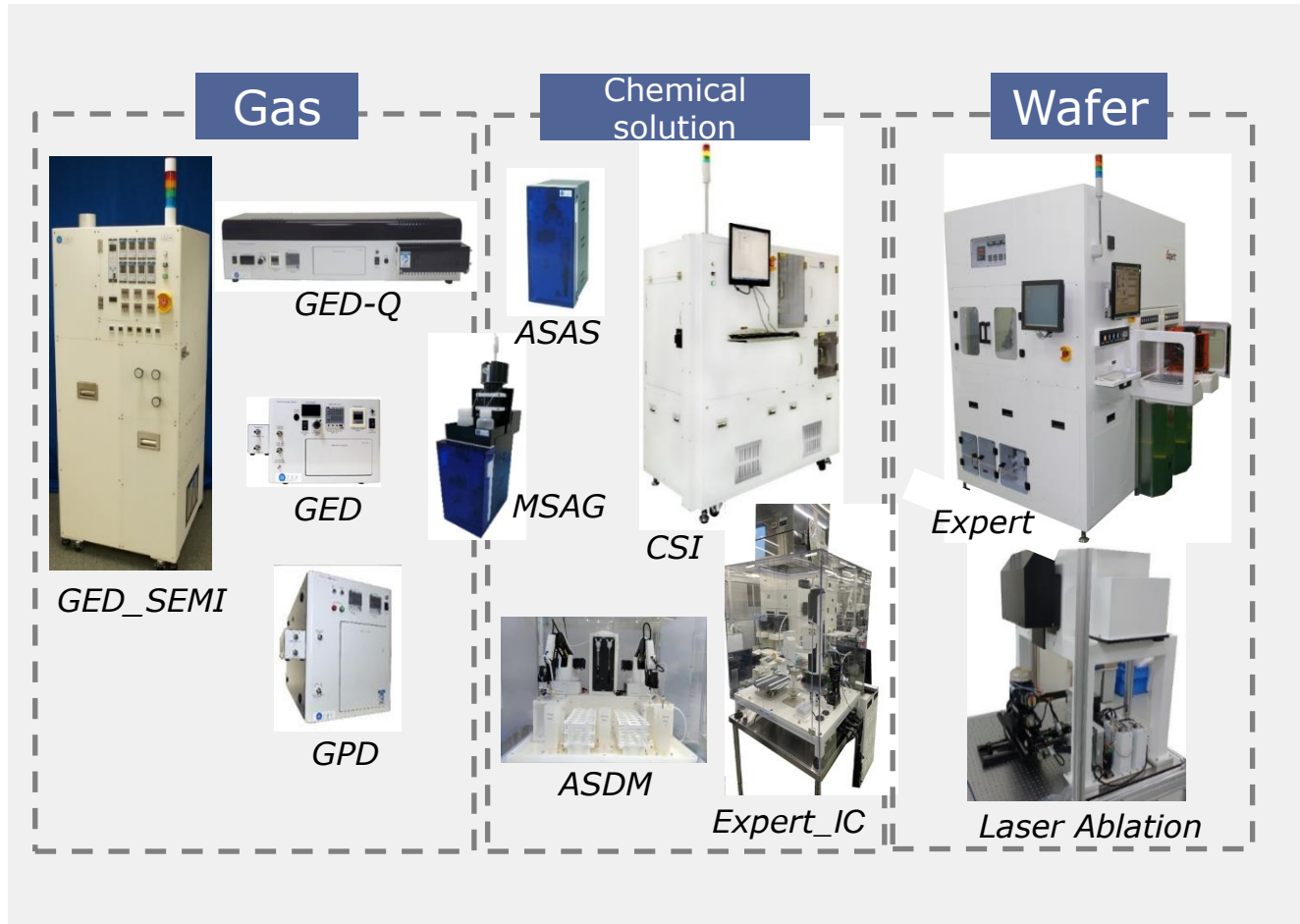
End -user

Device manufacturers

Wafer manufacturers

RORZE

Analysis device



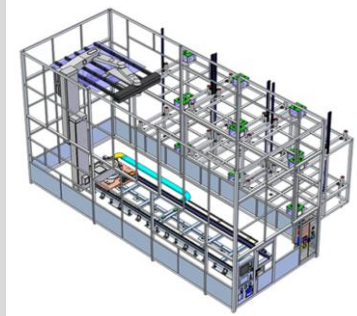
Semiconductor industry
SPE s
End-user
Device manufacturers
Wafer manufacturers

Other industry
Research institution
Environmental measuring
instrument manufacturer
Chemical manufacturer

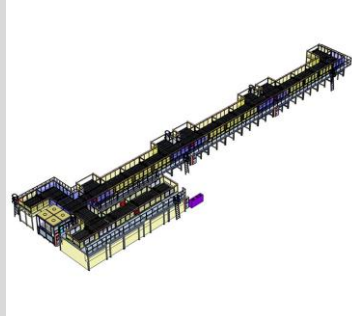
FPD

RORZE

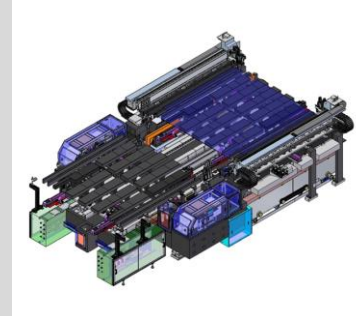
RORZE SYSTEMS
(Subsidiary in Korea)



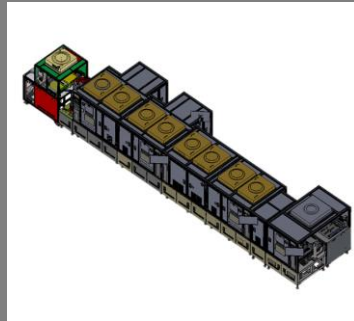
INDEX extra-large substrate transfer system



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

