Anniversaries

# Business Results \& Forecast 

The Fiscal Year Ended March 31, 2018
May 8, 2018

[^0]SCREEN Holdings Co., Ltd. President
Chief Executive Officer
Eiji Kakiuchi

## SCREEN

## \# Key Points of FY2018 Business Results

$\square$ Operating results for the FY2018 included an increase in sales and profit for five consecutive years due to the strong performance of the SE business, with sales and profit marking a record high.

- In all business segments, FY2018 sales and profit increased YoY.
$\square$ In light of the strong results in the FY2018, we plan to increase dividends.
$\square$ The SE and FT segments maintained a high level of orders received in the 4Q.


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## Agenda

1. FY2018 Business Results
2. Business Situation in 4 Segments
3. Financial Situation
4. FY2019 Business Forecast
5. Recent Topics

# 1. FY2018 Business Results 

2. Business Situation in 4 Segments
3. Financial Situation
4. FY2019 Business Forecast
5. Recent Topics

## FY2018 Business Results (Consolidated)

| (Billions of JPY) | FY2017 |  |  |  |  | FY2018 |  |  |  |  | Difference YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | Full | 1Q | 2Q | 3Q | 4Q | Full |  | ull |
| Net sales | 62.2 | 73.8 | 73.8 | 90.2 | 300.2 | 72.9 | 80.8 | 70.3 | 115.2 | 339.3 | 39.1 | 13.0\% |
| SE | 41.2 | 50.3 | 50.6 | 63.7 | 206.0 | 46.5 | 53.2 | 45.5 | 81.8 | 227.1 | 21.0 | 10.2\% |
| GA | 9.6 | 12.4 | 10.4 | 13.2 | 45.8 | 10.8 | 13.9 | 11.8 | 16.8 | 53.4 | 7.5 | 16.5\% |
| FT | 9.3 | 8.6 | 10.8 | 9.3 | 38.1 | 12.9 | 9.9 | 9.1 | 13.2 | 45.2 | 7.1 | 18.8\% |
| PE | 1.8 | 2.1 | 1.6 | 3.3 | 8.9 | 2.3 | 3.3 | 3.4 | 2.9 | 12.1 | 3.2 | 36.7\% |
| Other | 0.1 | 0.2 | 0.3 | 0.5 | 1.2 | 0.2 | 0.3 | 0.4 | 0.3 | 1.3 | 0 | 3.1\% |
| Operating income | 5.1 | 7.0 | 9.1 | 12.4 | 33.7 | 7.3 | 9.5 | 6.8 | 18.9 | 42.7 | 8.9 | 26.7\% |
| (to net sales ratio) | 8.2\% | 9.6\% | 12.4\% | 13.7\% | 11.2\% | 10.1\% | 11.8\% | 9.8\% | 16.4\% | 12.6\% | - | 1.4 pt |
| SE | 4.3 | 6.0 | 8.0 | 10.8 | 29.3 | 6.4 | 8.1 | 5.6 | 16.0 | 36.3 | 6.9 | 23.8\% |
| GA | (0.2) | 0.8 | 0.1 | 0.7 | 1.4 | 0.1 | 1.0 | 0.3 | 1.4 | 3.0 | 1.5 | 108.0\% |
| FT | 1.2 | 0.5 | 1.1 | 1.4 | 4.3 | 1.1 | 0.7 | 0.4 | 2.2 | 4.5 | 0.1 | 4.5\% |
| PE | 0.1 | 0.1 | 0.1 | 0.2 | 0.7 | 0 | 0.3 | 0.6 | (0) | 1.0 | 0.2 | 34.8\% |
| Other | (0.3) | (0.5) | (0.3) | (0.9) | (2.1) | (0.4) | (0.7) | (0.2) | (0.8) | (2.2) | (0) | - |
| Ordinary income | 5.0 | 6.6 | 9.0 | 11.2 | 32.0 | 7.5 | 8.9 | 6.5 | 18.3 | 41.3 | 9.3 | 29.1\% |
| Profit attributable to owners of parent | 3.7 | 5.7 | 6.8 | 7.8 | 24.1 | 5.1 | 5.5 | 4.3 | 13.4 | 28.5 | 4.3 | 18.0\% |
| SE: Semiconductor Equipment Business <br> FT: Display Production Equipment and Coater Business |  |  |  |  | *From April 2017, PE has been made a reportable segment.$\square$ GA: Graphic Arts Equipment BusinessPE: PCB-related Equipment Business |  |  |  |  |  |  |  |

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## FY2018 Business Results (Consolidated)

| >>Comparison (YoY) |  |  |  |  | Comparison (YoY) <br> Net sales $\xrightarrow{\text { : sales }} 300.239 .3$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Billions of JPY) | FY2017 | FY2018 | Difference |  |  |
|  | Full | Full |  |  |  |
| Net sales | 300.2 | 339.3 | 39.1 | 13.0\% | $\underbrace{}_{\text {FY2017 }}$ |
| Operating income (to net sales ratio) | $\begin{array}{r} 33.7 \\ 11.2 \% \end{array}$ | $\begin{aligned} & 42.7 \\ & 12.6 \% \end{aligned}$ | $\begin{aligned} & 8.9 \\ & 1.4 \mathrm{pt} \end{aligned}$ | 26.7\% | Operating income |
| Ordinary income | 32.0 | 41.3 | 9.3 | 29.1\% | $33.7 \longrightarrow 42.7$ |
| Profit attributable to owners of parent | 24.1 | 28.5 | 4.3 | 18.0\% | FY2017 FY2018 |

>>Comparison (QoQ)

| (Billions of JPY) | FY2018 | FY2018 | Difference |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q |  |  |
| Net sales | 70.3 | 115.2 | 44.8 | 63.8\% |
| Operating income (to net sales ratio) | $\begin{aligned} & 6.8 \\ & 9.8 \% \end{aligned}$ | $\begin{aligned} & 18.9 \\ & 16.4 \% \end{aligned}$ | $\begin{array}{r} 12.0 \\ 6.7 \mathrm{pt} \end{array}$ | 175.5\% |
| Ordinary income | 6.5 | 18.3 | 11.7 | 179.6\% |
| Profit attributable to owners of parent | 4.3 | 13.4 | 9.0 | 207.2\% |

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## FY2018 Business Results (Consolidated)

-Sales by Segment


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Quarterly Net Sales and Operating Income (Consolidated)


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Quarterly Orders Received and Orders Backlog (Consolidated)

2. Business Situation in 4 Segments

## 3. Financial Situation

4. FY2019 Business Forecast
5. Recent Topics

## SE >> Business Environment

| >>Comparison (YoY) |  |  |  |  | Comparison (YoY) <br> Net sales $206.0 \overbrace{}^{227.1}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Billions of JPY) | $\begin{gathered} \hline \text { FY2017 } \\ \hline \text { Full } \\ \hline \end{gathered}$ | $\begin{gathered} \text { FY2018 } \\ \hline \text { Full } \end{gathered}$ | Difference |  |  |
|  |  |  |  |  |  |
| Net sales | 206.0 | 227.1 | 21.0 | 10.2\% |  |
| Operating income (to net sales ratio) | $\begin{array}{r} 29.3 \\ 14.2 \% \end{array}$ | $\begin{aligned} & 36.3 \\ & 16.0 \% \end{aligned}$ | $\begin{aligned} & 6.9 \\ & 1.8 p t \end{aligned}$ | 23.8\% | FY2017 FY2018 |
| >>Comparison (QoQ) |  |  |  |  | Operating income |
|  | FY2018 | FY2018 | Differ |  | 36.3 |
| (Billions of JPY) | 3Q | 4Q |  |  | $29.3 \rightarrow$ |
| Net sales | 45.5 | 81.8 | 36.3 | 79.9\% |  |
| Operating income (to net sales ratio) | $\begin{array}{r} 5.6 \\ 12.5 \% \end{array}$ | $\begin{aligned} & 16.0 \\ & 19.6 \% \end{aligned}$ | $10.3$ 7.2pt | 183.2\% | FY2017 FY2018 |

- Sales and profit increased YoY and QoQ. Full-year net sales and operating income marked a new record high.
4Q Sales ( $¥ 81.8 \mathrm{bn}$.) and 4Q profit ( $¥ 16.0 \mathrm{bn}$.) were the highest for a single quarter.
- Sales for the full year, although demand from foundries decreased, investment from memory and logic chip manufacturers remained strong.
As for batch-type cleaning equipment, demand for FRONTIER lineup for 200 mm wafers expanded.


## SE >> Business Environment (Comparison YoY)

■Sales by Application Device (Nonconsolidated)


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## SE >> Orders Received Ratio (Nonconsolidated)

■Quarterly by Application Device
■Comparison (YoY) by Region


- Consolidated orders received in the 4Q totaled $¥ 72.5$ bn. (the second highest on record)
- 1Q demand for memory will continue to drive results, and the high plateau situation will stay.


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GA >> Business Environment


- Sales and profit increased YoY and QoQ.
- Sales of POD equipment and ink expanded.


## FT >> Business Environment

>>Comparison (YoY)

|  | FY2017 | FY2018 | (Billions of JPY) |  |  |
| :--- | ---: | ---: | ---: | ---: | :---: |
|  | Full | Full |  | Difference |  |
| Net sales | 38.1 | 45.2 | 7.1 | $18.8 \%$ |  |
| Operating income | 4.3 | 4.5 | 0.1 | $4.5 \%$ |  |
|  | $11.5 \%$ | $10.1 \%$ | -1.4 pt |  |  |

>>Comparison (QoQ)

| (Billions of JPY) | FY2018 | FY2018 | Difference |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q |  |  |
| Net sales | 9.1 | 13.2 | 4.1 | 45.7\% |
| Operating income (to net sales ratio) | $\begin{aligned} & 0.4 \\ & 5.1 \% \end{aligned}$ | $\begin{array}{r} 2.2 \\ 16.9 \% \end{array}$ | $\begin{array}{r} 1.7 \\ 11.8 p t \end{array}$ | 386.1\% |

Comparison (YoY)
Net sales


Operating income


- Due to the strong market, sales and profit increased YoY and QoQ. Although fixed costs increased owing in part to the founding of SCREEN Laminatech Co., Ltd., the operating income ratio stayed above $10 \%$.

FT > Quarterly Orders Received by Generation (Nonconsolidated)


- Consolidated orders received in the 4Q ( $¥ 24.6$ bn.) remained high, especially for large sized products.
- Although we expect a temp drop in the 1Q, we prospect orders received to recover from the 2Q onward.


## PE >> Business Environment

 >>Comparison (YoY)
>>Comparison (QoQ)

| (Billions of JPY) | FY2018 | FY2018 | Difference |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q |  |  |
| Net sales | 3.4 | 2.9 | (0.5) | -15.1\% |
| Operating income (to net sales ratio) | $\begin{array}{r} 0.6 \\ 17.9 \% \end{array}$ | $\begin{array}{r} (0) \\ -0.1 \% \end{array}$ | $\begin{gathered} (0.6) \\ -18.0 \mathrm{pt} \end{gathered}$ | -100.4\% |

Operating income


- Due to the strong market, sales and profit increased YoY. Sales and profit decreased QoQ.
- This segment recorded its highest net sales, reaching $¥ 10.0$ billion for the first time.


## 3. Financial Situation

4. FY2019 Business Forecast
5. Recent Topics

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Cash Flows (Consolidated)

>>FY2018 Free Cash Flow : $¥ 17.6$ bn.
2. Business Situation in 4 Segments
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5. Recent Topics

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## Business Forecast for FY2019 (Consolidated)

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

| (Billions of JPY) | FY2017 | FY2018 |  |  | FY2019 |  |  | Difference YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Full | Result |  |  | Forecast |  |  |  |  |
|  | Result | 1H | 2H | Full | 1H | 2H | Full |  |  |
| Net sales | 300.2 | 153.8 | 185.5 | 339.3 | 176.0 | 208.0 | 384.0 | 44.6 | 13.2\% |
| SE | 206.01 | 99.8 | 127.3 | 227.1 | 115.5 | 144.5 | 260.0 | 32.8 | 14.4\% |
| GA | 45.8 | 24.8 | 28.6 | 53.4 | 27.0 | 29.0 | 56.0 | 2.5 | 4.8\% |
| FT | 38.1 | 22.8 | 22.3 | 45.2 | 25.0 | 25.0 | 50.0 | 4.7 | 10.5\% |
| PE | 8.9 | 5.7 | 6.4 | 12.1 | 7.0 | 7.0 | 14.0 | 1.8 | 14.8\% |
| Other | 1.2 | 0.5 | 0.7 | 1.3 | 1.5 | 2.5 | 4.0 | 2.6 | 202.1\% |
| Operating income | 33.7 | 16.9 | 25.8 | 42.7 | 21.0 | 32.0 | 53.0 | 10.2 | 24.0\% |
| (to net sales ratio) | 11.2\% | 11.0\% | 13.9\% | 12.6\% | 11.9\% | 15.4\% | 13.8\% | - | 1.2pt |
| SE | 29.3 | 14.5 | 21.7 | 36.3 | 77.5* | 27.5* | 45.0* |  |  |
| GA | 1.4 | 1.2 | 1.7 | 3.0 | 7.5* | 2.5* | 4.0* | - |  |
| FT | 4.3 | 1.8 | 2.7 | 4.5 | 3.0* | 2.5* | 5.5* | - |  |
| PE | 0.7 | 0.3 | 0.6 | 1.0 | 0.5* | 0.5* | 7.0* | - |  |
| Other | (2.1) | (1.1) | (1.0) | (2.2) | (7.5)* | (7.0)* | (2.5)* | - |  |
| Ordinary income | 32.0 | 16.4 | 24.8 | 41.3 | 20.0 | 31.0 | 51.0 | 9.6 | 23.4\% |
| Profit attributable to owners of parent | 24.1 | 10.6 | 17.8 | 28.5 | 13.5 | 23.5 | 37.0 | 8.4 | 29.8\% |

Assumed Exchange Rate>> USD1 $=¥ 105$ EUR1 $=¥ 130$

## <br>) FY2019 Market Outlook and Initiatives

## SE

$\square$ SCREEN expects the annual value of the WFE (wafer fab equipment) market to reach more than USD 50bn., which will continue to grow.

- In growth markets, our major products did well, securing higher POR and creating new business domains.
$\square$ Investment in DRAM will ramp up, including in miniaturization.
- In the cleaning equipment business, we will accelerate the switch to the SU-3300 of single wafer cleaning equipment with the aim of making it a global standard.
$\square$ Foundries and logic : Investment in miniaturization (to $10 \mathrm{~nm}>$ ) is proceeding apace.
- We will enhance our ability to provide new device solutions with our differentiated LT-3100 of annealing equipment.


Single wafer cleaning equipment SU-3300
$\square$ Chinese market: The market is set to enter a period of full-scale expansion.

- We aim to bolster growth from our superior position in all product categories.
$\square$ After-sales service: Expansion will continue.
- We aim to expand this business amid strong growth.

GA
$\square$ We will shift to a high earnings structure.

- We will strengthen our earnings power by raising sales of POD equipment and expanding our after-sales businesses (ink and services).


Digital printing equipment Truepress Jet520NX
$\square$ We aim to ensure the sustainability of our business portfolio and expand our business scale.

- In the display business, we will expand our product lineup, including for G10 products and above.
- In new business fields, we aim to expand sales and profits, including for polyimide (PI) coaters for flexible substrates and coater/dryers for lithium-ion batteries.


Coater/developer SK Series

## PE

$\square$ Heighten our market presence by expanding sales.

- We aim to expand our sales and earnings by bolstering our product lineup of automotive inspection equipment and direct imaging equipment capable of high-speed processing for copper circuit patterning for high-performance HDI substrates.


Direct imaging equipment Ledia 6

New Business: Move on to the sales growth phase


- We aim to raise sales and expand our product lineup while firming up our customer base.

Automated Forged parts inspection system IM-3200

## 1) Total Consolidated Shareholder Return Ratio

## : Aim for $25 \%$ or above

- We expect to increase per-share dividends by $¥ 110$, in light of the strong results in the fiscal year ended March 31, 2018. * Forecasts announced in January: $¥ 100$
- Taking into consideration results forecasts for the fiscal year ending March 31, 2019, we expect to pay out per-share dividends of $¥ 155$.


Cash dividend forecast -Left axis - -Total consolidated shareholder return ratio -Right axis
*1 Cash dividends on FY2018 will be distributed to the upcoming 77th ordinary general meeting of shareholders scheduled on June 26, 2018.
*2 Dividend amounts shown above are calculated reflecting the share consolidation (a one-for-five consolidation ) implemented on October 1, 2016.

## 2 Growth Investment and ROE



■Plan for FY2019

- R\&D expenses: Targeting next-generation technology
- Capital expenditures: Expand production capacity with enhancing production efficiency for the SE and FT segments and invest in IT
$\sum$ First Year Starts off on a Good Note, achievable the target on Operating income to net sales ratio one year ahead.

TARGETS
1 Achieve fiscal year net sales of approximately $¥ 300$ bn.
Expand sales
2 Achieve an operating income to net sales ratio of $13 \%$ or above in the final fiscal year of the plan Maintain and improve profitability
3 Achieve ROE of approximately 15\% Maintain and improve capital efficiency

## FY2019 FORECAST

- Net sales : $¥ 384$ bn.
- Net sales exceeded $¥ 300$ bn. for 3 consecutive years for the first time.
- Operating income to net sales ratio : 13.8\%
- ROE : 15\% or above

The above forward-looking numerical amounts are goals for organic growth.
2. Business Situation in 4 Segments
3. Financial Situation
4. FY2019 Business Forecast

## 5. Recent Topics

## > Recent Topics

## $\square$ HD>>

- Certified "Health and Productivity Management Organization Recognition Program 2018 - White 500 - "
- Joins One-Stop Bioresource Project in Kyoto University
$\square$ SE>
- Distribution and Support Agreement on Purion Ion Implant Platform to Japan Market with Axcelis Technologies, Massachusetts in US.
- Partners with Taiwan's National Tsing Hua University
$\square$ GA>>
- Receives 2018 Technology Award from Japanese Society of Printing Science and Technology


## $\square$ FT>>

- We Plan to Build New Manufacturing Facility in Hikone for Display Production and Coating Equipment
- Expand production capacity with enhancing production efficiency and profitability


## ESG-Related Initiatives



World agreement "Goals for Sustainable Development" to 2030

The SCREEN Group recognizes significant similarities between its Corporate Philosophy and the UN's Sustainable Development Goals (SDGs). In line with this recognition, the Group places emphasis on and is proactively taking on the initiatives particular 6 High-Materiality Tasks listed below among 17 goals. The Group is thus helping to create a peaceful and prosperous society in which no one is left behind while supporting sustainable growth in regions around the globe.
>> 6 High-Materiality Tasks



## - Evaluation of the Board of Directors' Effectiveness

- The results are posted on our website under IR information.
- Strengthening of our engagement with shareholders and other investors
- In September and February, we conducted surveys of investors and analysts regarding the Company's IR activities. The average of all scores was 4.3 out of 5 . We will give serious consideration to the valuable opinions that everyone provided and aim to reflect them in management, such as by holding dialogues with voting rights holders and otherwise enhancing our engagement with investors going forward.

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■For Reference>> Changes in Main Index

| (Billions of JPY) | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | 235.9 | 237.6 | 259.6 | 300.2 | 339.3 |
| Operating <br> income | 8.9 | 17.1 | 23.5 | 33.7 | 42.7 |
| Operating income <br> ratio (\%) | 3.8 | 7.2 | 9.1 | 11.2 | 12.6 |
| Total assets | 232.3 | 249.5 | 270.0 | 300.6 | 366.1 |
| Equity | 86.4 | 110.8 | 119.6 | 142.8 | 170.8 |
| Equity ratio(\%) | 37.2 | 44.4 | 44.3 | 47.5 | 46.7 |
| ROE(\%) | 6.7 | 12.3 | 16.3 | 18.4 | 18.2 |
| Depreciation and <br> amortization | 4.1 | 4.8 | 5.0 | 5.3 | 5.7 |
| Capital <br> expenditures | 4.5 | 6.6 | 6.3 | 8.2 | 14.4 |
| R\&D expenses | 12.2 | 13.9 | 15.1 | 17.7 | 20.8 |
| EPS (JPY) | 114.15 | 255.35 | 396.75 | 511.96 | 608.62 |

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Fit your needs, Fit your future


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[^0]:    *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.

