

Tokyo Seimitsu Co., Ltd. Earnings Conference for FY2025/3 3Q

February 4th, 2025

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* This transcript is an English translation and summary of information provided verbally in Japanese.

◆ Cautionary Statement with respect to Forward-Looking Statements

- ◆ This presentation data and information verbally provided contain “forward-looking statements” that are based on current best available information and policies.
- ◆ There are various factors such as world economic conditions and semiconductor/automobile market conditions which will directly and indirectly impact the Company’s results in the future.
- ◆ As a result, future outcomes may differ from those projected in this presentation.

◆ Wordings and Data in presentation

- ◆ Unless otherwise noted, “**SPE**” denotes our Semiconductor Production Equipment Business Segment, “**Metrology (or Metr.)**” denotes our Metrology Business Segment, “**Net profit**” denotes Net profit attributable to owner of the parent, and “**MTP**” denotes “Mid-term Business Plan.”
- ◆ Information listed in this presentation is summarized in Billions of Yen (**BJPY or B**) or percentage except as otherwise noted. As a result, there may be a case where the total of individual amount and total amounts in each matter may differ.
- ◆ Effective from FY2023/3, income and expenses of foreign subsidiaries are converted to Japanese Yen using the average rate during the period, instead of the previous end-of-period rate. Accordingly, the figures for FY2022/3 stated in Supplementary statement are retroactively applied average rate for the period.

◆ Audit procedure

- ◆ This presentation is not subject to audit procedures.

FY2025/3 3Q Business Results



Company-Wide results (BJPY)	FY2024/3	FY2025/3	
	1-3Q	1-3Q	YoY
Orders	89.6	110.4	+23%
Sales	88.9	103.1	+16%
Operating profit (Margin)	14.4 (16%)	19.1 (19%)	+33%
Recurring profit	15.1	19.8	+31%
Net profit	10.6	18.1	+71%

Segment Results (BJPY)		FY2024/3	FY2025/3	
		1-3Q	1-3Q	YoY
SPE	Orders	62.5	81.2	+30%
	Sales	64.5	77.4	+20%
	Operating profit (Margin)	10.9 (17%)	15.6 (20%)	+43%
Metr.	Orders	27.2	29.2	+8%
	Sales	24.3	25.8	+6%
	Operating profit (Margin)	3.5 (14%)	3.5 (14%)	-0%

- Sales and profits increased YoY, mainly in SPE
- Orders increased YoY in both segments

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- ◆ Hello everyone, I am Kimura, President and COO of Tokyo Seimitsu. Thank you very much for your continued support.
- ◆ Let me explain our business performance for the Third quarter (3Q) of FY2025/3.
- ◆ First, on page 3, the results for the accumulated 3Q results show that shipments and installations progressed mostly as planned, and both sales and profits increased Year-over-Year (YoY).
- ◆ Orders also increased YoY in both segments.
- ◆ The results by segment is as shown in the bottom row.

Quarterly Results



Company-wide results (BJPY)	FY2024/3				FY2025/3				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	QoQ	YoY
Orders	29.5	29.9	30.1	31.2	37.4	33.7	39.2	+16%	+30%
Sales	26.6	36.9	25.4	45.8	29.6	41.8	31.7	-24%	+25%
Operating profit (Margin)	4.3 (16%)	7.1 (19%)	3.0 (12%)	10.9 (24%)	4.1 (14%)	9.3 (22%)	5.7 (18%)	-39%	+89%
Recurring profit	4.7	7.4	3.0	11.4	4.3	8.8	6.6	-25%	+122%
Net profit	3.2	5.3	2.1	8.8	3.6	10.0	4.6	-54%	+121%

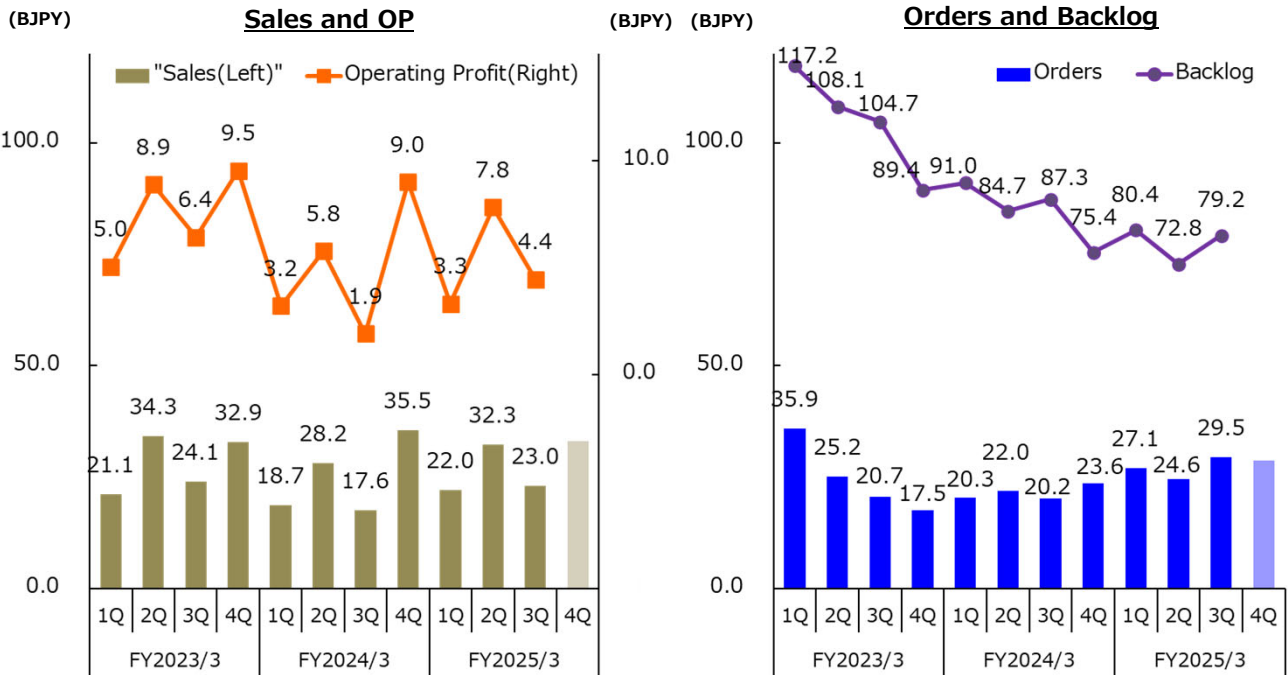
➤ Sales and profit increased YoY

Segment Results (BJPY)		FY2024/3				FY2025/3				
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	QoQ	YoY
SPE	Orders	20.3	22.0	20.2	23.6	27.1	24.6	29.5	+20%	+46%
	Sales	18.7	28.2	17.6	35.5	22.0	32.3	23.0	-29%	+31%
	Operating profit (Margin)	3.2 (17%)	5.8 (20%)	1.9 (11%)	9.0 (25%)	3.3 (15%)	7.8 (24%)	4.4 (19%)	-43%	+133%
Metr.	Orders	9.2	8.0	10.0	7.6	10.3	9.1	9.8	+8%	-2%
	Sales	7.9	8.7	7.8	10.3	7.6	9.5	8.7	-9%	+11%
	Operating profit (Margin)	1.0 (13%)	1.4 (16%)	1.1 (14%)	1.9 (19%)	0.8 (10%)	1.5 (16%)	1.2 (14%)	-19%	+12%

➤ Both segments increased in sales and profits YoY

- ◆ This Page 4 explains the quarterly results in the 3Q.
- ◆ In the upper row, 3Q sales and profits increased YoY.
Note that sales and profits have decreased Quarter-over-Quarter (QoQ), mainly due to high-level of sales amount recorded in 2Q.
- ◆ The results by segment is as shown in the bottom row.

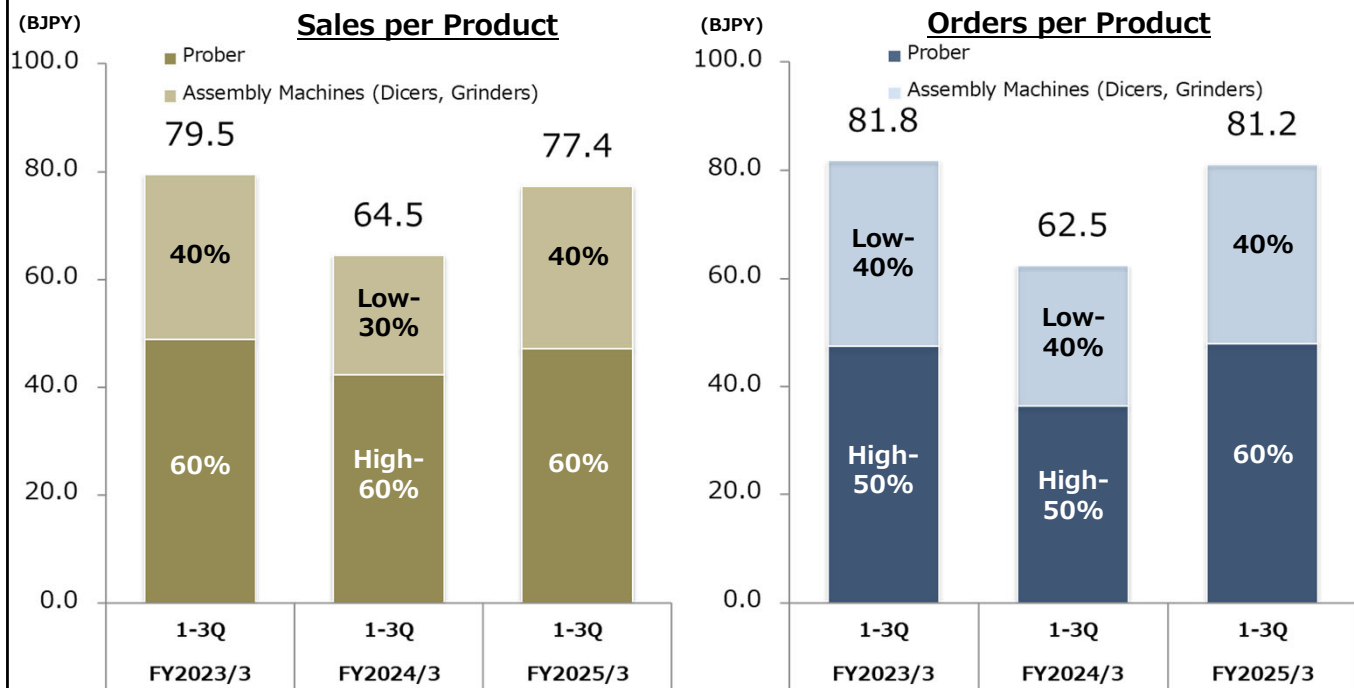
SPE – Quarterly Trend



- Sales · OP: 3Q results were generally within expectations, 4Q sales expected to increase QoQ
- Orders: 3Q orders were better than forecast, with solid demand for Gen. AI and HPC offsetting weak consumer and power semis demand

- ◆ Page 5 shows the graph of the quarterly trends of SPE segment.
- ◆ Left side (Sales): Sales were generally as planned, and 4Q sales are also expected to increase QoQ.
- ◆ Right side (Orders): 3Q Orders were exceeded our expectations. The demand for probers and grinders related to generative AI and to High-performance computing (HPC) was strong, which offset the weak consumer demand and power semiconductor demand.
- ◆ 4Q Orders are expected to be at the same high-level as the 3Q, and total Orders in 2nd half (2H) will be better than amount guided in November.

SPE – per Product

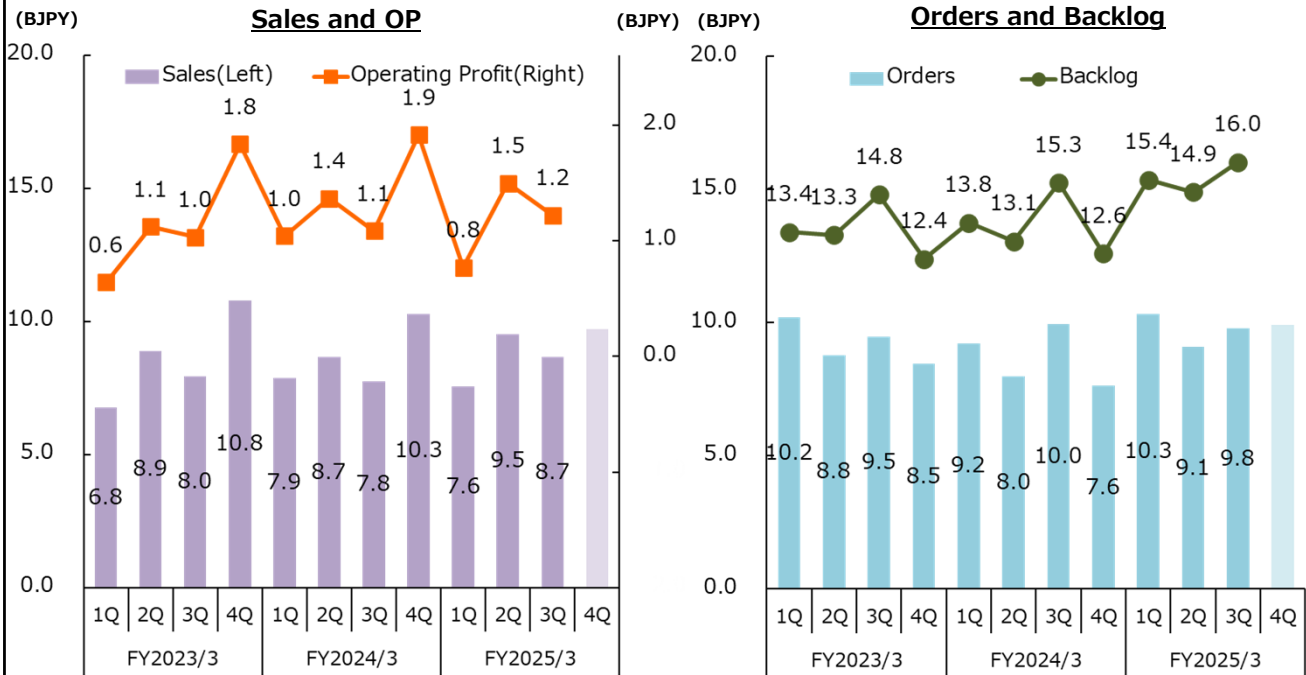


➤ No significant changes in composition

◆ Page 6 shows the trend in SPE sales and orders by products (accumulated 3Q).

◆ There is no significant change in composition.

Metrology – Quarterly Trend



- **Sales · OP:** 3Q results were generally within expectations, 4Q sales expected to increase QoQ
- **Orders:** Investment in new equipment for ICE was stagnant, but orders for replacement demand and charge/discharge testing systems were solid

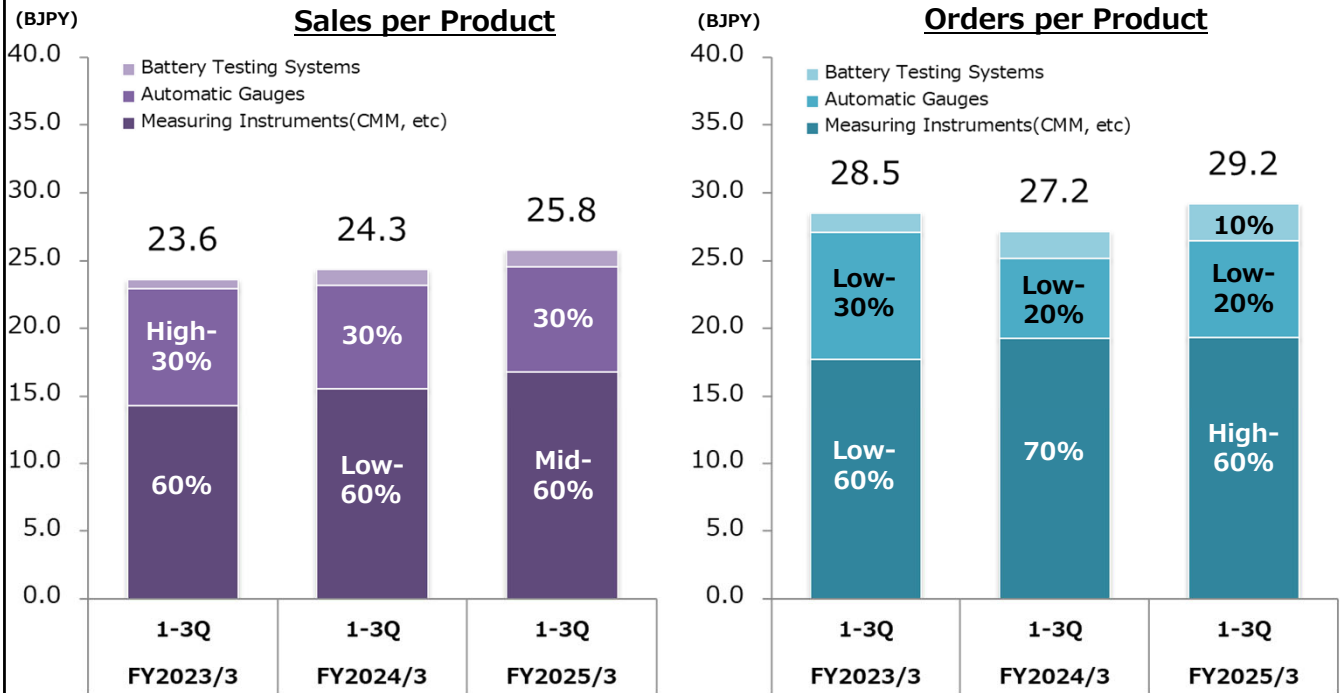
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- ◆ Page 7 shows the graph of the quarterly trends of Metrology segment.
- ◆ Left side (Sales): 3Q sales were generally as planned, as with SPE segments. 4Q sales are expected to increase QoQ.
- ◆ Right side (Orders) :3Q orders were at a high level due to steady demand of replacements and orders for charge/discharge testing systems for domestic autos, despite the continued slow situation with investment in new production lines for ICE vehicle.
- ◆ 4Q Orders are expected to be at the same level as the 3Q.

Metrology – per Product



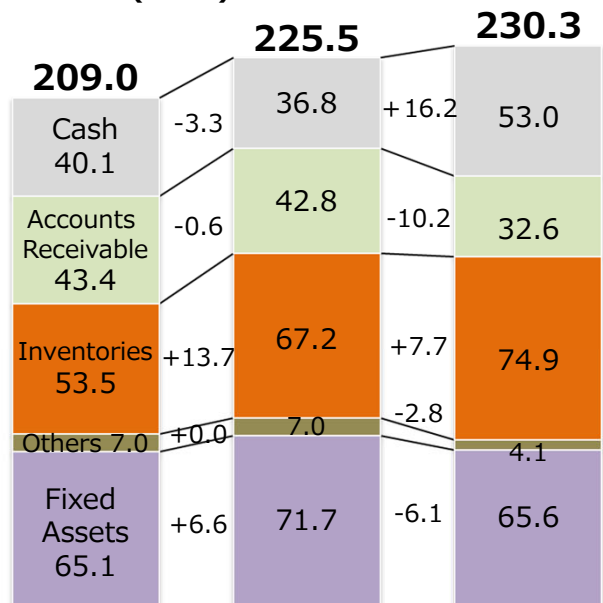
➤ Orders for charge/discharge testing systems increased in composition

- ◆ Page 8 shows the trend in Metrology sales and orders by products (accumulated 3Q).
- ◆ Right side (Orders) : Orders for charge/discharge testing systems remained at around 10% for the accumulated 3Q, owing to an orders for the development of various types of battery for vehicles.

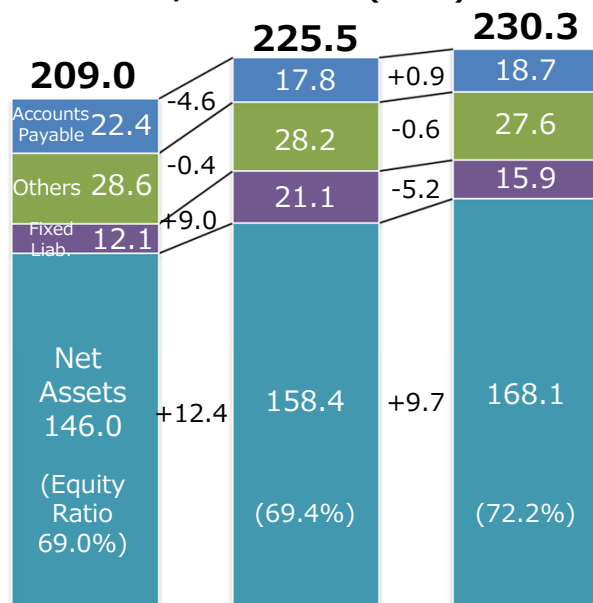
Balance Sheet



Assets (BJPY)



Liabilities / Net Assets (BJPY)



Mar/E 2023 Mar/E 2024 Dec/E 2024 Mar/E 2023 Mar/E 2024 Dec/E 2024

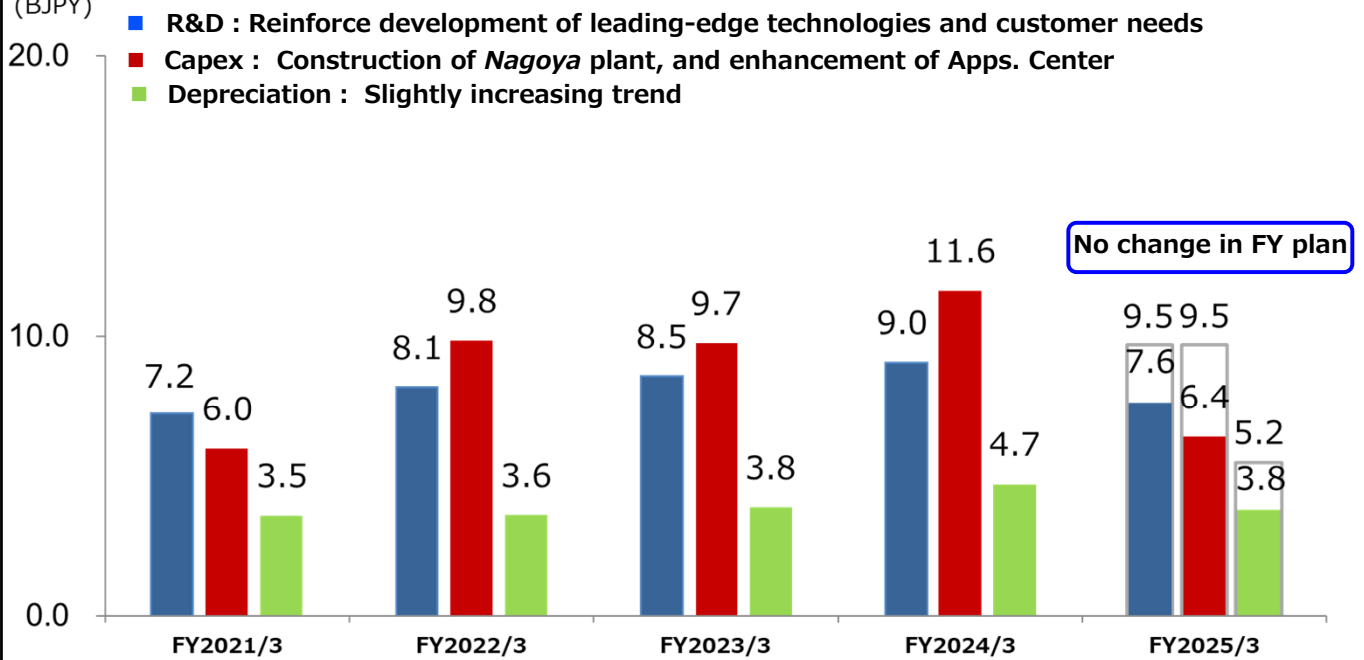
- **Assets:** Cash increased due to the collection of AR and the transfer of fixed assets (2Q) etc.
- **Liabilities and Net Assets:** Long-term debt decreased

- ◆ Page 9 explains the balance sheet.
- ◆ Total assets at the end of December 2024 amounted to ¥230.3B.
- ◆ On the assets section on the left, Cash has increased from March 2024 mainly owing to the transfer of fixed assets in the 2Q and a collection of accounts receivable.
- ◆ On the right side, Total liabilities decreased due to the repayment of loans payable.
- ◆ The equity ratio at the end of December 2024 reached 72.2%.

R&D, Capex and Depreciation



(BJPY)



➤ No change in FY2025/3 R&D and other plans

- ◆ Page 10 explains the accumulated 3Q results of R&D, capex and depreciation, and the full-year plan.
- ◆ The results up to the 3Q are as you can see. There are no changes in FY2025/3 plan.
- ◆ Here is a description of the FY2025/3 3Q results so far.

Premises of FY2025/3 2H Forecast

(Blue : changed by February)



Sales · OP

SPE : Proceed shipment and installation processes as planned

- Gen.AI : sales in 2H to be same level as in 1H (FY2025/3 Sales are expected to double YoY)
- China Demands : Shipment and installation of orders continue as planned
- Power Semis : Shipment and installation of orders continue as planned for both Si/SiC
- Global OSATs : Sales from a recovery in 2H orders in the 2H are not factored in

Metr. : Sales of Measuring Inst. and Auto. Gauges to recover moderately; an increase from charge/discharge testing system likely be from next Fiscal year due to its long lead-time

Profits : Factored an increase of material costs – CR(Cost Reduction) is also in progress

Order trends

SPE : Gen. AI and China demand to support our market amid stagnant consumer apps demand

- Gen.AI & HPC : Increasing demand for Prober, and firm demand for Grinder for AI packages
- China Demands : Certain level of demand likely continues except for power semis
- Power Semis : Sluggish trend likely continue about 1~1.5 year in both Si/SiC
- Global OSATs : UTR is on a gradual recovery – equip. demand to increase driven by high-ends

Metr. : While investment in new production lines is uncertain, we will capture business opportunities in the areas of replacements and charge/discharge testing systems

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- ◆ Here are the assumptions for the FY2025/3 2H forecast with the changes from November assumptions in blue.
- ◆ In the upper section, while the premises for sales and profits have not changed from the November, The earnings forecast has been revised based on the current shipment plan.
- ◆ In the lower section, the premises for the order trend has been changed in part.
- ◆ Demand for generative AI and HPC is stronger now than which expected in November.
- ◆ Demand in China continues to be stable now. At present, there is no direct impact on our company due to various regulations. We will continue to monitor future developments.
- ◆ Demand for power semis have slowed down even more than expected in November. Now we assume that the market will remain sluggish for about 1.5 year.

FY2025/3 Forecast



Company-wide Results And Forecast (BJPY, JPY)	FY2024/3		FY2025/3		
	Full Year		Full Year (forecast)	vs. PrevFcst	YoY
Sales	134.7		146.0	+1.0	+8%
Operating Profit (OP Margin)	25.3 (19%)		28.5 (20%)	+0.5	+13%
Recurring Profit	26.5		28.5	+0.5	+8%
Net Profit	19.4		23.3	+0.3	+20%
Dividend per Share	192Yen		228Yen	-	+36Yen

Quarter(BJPY) Per Segment	FY2024/3				FY2025/3					
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q(f)	vs. PrevFcst	
SPE	Orders	20.3	22.0	20.2	23.6	27.1	24.6	29.5		
	Sales	18.7	28.2	17.6	35.5	22.0	32.3	23.0	33.2	+1.0
Metr.	Orders	9.2	8.0	10.0	7.6	10.3	9.1	9.8		
	Sales	7.9	8.7	7.8	10.3	7.6	9.5	8.7	9.7	±0.0

- FY forecast (previously disclosed on Nov. 2024) revised (SPE/Upward)
- Forex assumption unchanged (¥145 / US\$) (Forex impact is minimal: High ratio of Yen-based business)

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- ◆ Based on premises explained in previous page, we have revised SPE sales forecast upward. Consequently, the Company revised each profits for FY2025/3 full year as set out in this page.
- ◆ Here is a description of the FY2025/3 forecasts so far.
- ◆ Lastly, the Company would like to announce to you the followings.
- ◆ The FY2025 full year earnings will be disclosed in May 2025, and simultaneously, the Company will disclose new mid-term business plan starting from beginning of FY2026/3.
- ◆ We are currently coordinating the date of disclosure to May 9th, Friday, and we will provide information as soon as preparations are complete.
- ◆ That's all from myself. Thank you very much for your attention.



Investor Relations Site



<https://www.accretech.com/en/ir/index.html>

Sustainability Information Site



<https://www.accretech.com/en/sustainability/index.html>

補足資料

Supplementary Data

セグメント別業績推移 Segment Information



(百万円) Million Yen		会計期間 Fiscal Year				四半期 Quarter							
		2021年 3月期 FY2021/3	2022年 3月期 FY2022/3	2023年 3月期 FY2023/3	2024年 3月期 FY2024/3	2024年3月期 FY2024/3				2025年3月期 FY2025/3			
						1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Orders 受注額	半導体 SPE	93,181	152,896	99,366	86,082	20,345	21,957	20,175	23,604	27,081	24,631	29,456	
	計測 Metr.	23,878	33,159	36,960	34,802	9,225	7,981	9,963	7,632	10,336	9,082	9,781	
	合計 Total	117,060	186,056	136,326	120,885	29,571	29,938	30,139	31,236	37,417	33,713	39,237	
Backlog 高仕残	半導体 SPE	50,619	102,370	89,371	75,398	90,993	84,710	87,300	75,398	80,433	72,785	79,205	
	計測 Metr.	6,301	9,904	12,428	12,606	13,758	13,061	15,253	12,606	15,362	14,911	16,031	
	合計 Total	56,920	112,274	101,799	88,004	104,752	97,771	102,553	88,004	95,796	87,697	95,236	
Sales 売上高	半導体 SPE	71,745	101,145	112,365	100,055	18,722	28,241	17,585	35,505	22,046	32,280	23,036	
	計測 Metr.	25,359	29,556	34,436	34,624	7,895	8,678	7,772	10,278	7,580	9,532	8,661	
	合計 Total	97,105	130,702	146,801	134,680	26,618	36,919	25,357	45,784	29,626	41,812	31,698	
Op. 営業利益	半導体 SPE	13,565	24,698	29,866	19,899	3,208	5,773	1,912	9,004	3,314	7,824	4,449	
	計測 Metr.	1,996	3,628	4,628	5,408	1,042	1,365	1,084	1,916	768	1,497	1,220	
	合計 Total	15,562	28,327	34,494	25,307	4,250	7,138	2,997	10,921	4,083	9,322	5,670	
OP Margin 営業利益率	半導体 SPE	18.9%	24.4%	26.6%	19.9%	17.1%	20.4%	10.9%	25.4%	15.0%	24.2%	19.3%	
	計測 Metr.	7.9%	12.3%	13.4%	15.6%	13.2%	15.7%	14.0%	18.6%	10.1%	15.7%	14.1%	
	合計 Total	16.0%	21.7%	23.5%	18.8%	16.0%	19.3%	11.8%	23.9%	13.8%	22.3%	17.9%	

損益計算書 Statements of Income



(百万円) Million Yen	会計期間 Fiscal Year				四半期 Quarter							
	2021年 3月期 FY2021/3	2022年 3月期 FY2022/3	2023年 3月期 FY2023/3	2024年 3月期 FY2024/3	2024年3月期 FY2024/3				2025年3月期 FY2025/3			
					1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
売上高 Net Sales	97,105	130,702	146,801	134,680	26,618	36,919	25,357	45,784	29,626	41,812	31,698	
売上原価 Cost of goods sold	60,190	77,694	84,967	79,917	15,415	22,387	14,894	27,220	17,753	24,757	17,960	
売上総利益 Gross Profit on Sales	36,914	53,008	61,834	54,762	11,203	14,531	10,462	18,564	11,873	17,054	13,738	
販売費および一般管理費 Selling, general and administrative expenses	21,351	24,681	27,339	29,454	6,952	7,392	7,465	7,643	7,790	7,732	8,067	
営業利益 Operating profit	15,562	28,327	34,494	25,307	4,250	7,138	2,997	10,921	4,083	9,322	5,670	
営業外収益 Non-operating income	540	987	965	1,404	563	245	52	541	287	39	539	
営業外費用 Non-operating expenses	235	153	162	259	103	22	64	67	41	531	-422	
経常利益 Recurring Profit	15,867	29,160	35,297	26,453	4,710	7,361	2,985	11,394	4,329	8,829	6,632	
特別利益 Extraordinary gains	1,354	390	103	824	26	-	3	794	10	4,483	0	
特別損失 Extraordinary losses	1,074	34	2,099	21	-	14	-	7	-	-	157	
税引前利益 Profit before income taxes and minority interests	16,147	29,516	33,301	27,255	4,736	7,347	2,989	12,181	4,339	13,312	6,474	
法人税等合計 Total Income tax and others	3,978	8,132	9,607	7,791	1,456	1,998	897	3,437	754	3,310	1,870	
非支配株主に帰属する四半期純利益 Net Profit attributable to minority interests	-6	57	62	84	33	46	24	-19	31	6	29	
親会社株主に帰属する当期純利益 Net Profit attributable to Owners of the Parent	12,175	21,326	23,630	19,378	3,245	5,302	2,067	8,763	3,554	9,996	4,574	
1株当たり当期純利益(円) Net Profit per Share (Yen)	293.83	522.52	581.33	480.49	80.63	131.49	51.23	217.00	87.89	247.09	113.07	
潜在株式調整後 1株当たり当期純利益(円) Net Profit per Share (diluted) (Yen)	291.43	517.51	575.62	475.42	-	-	-	-	-	-	-	

貸借対照表 Balance Sheet



(百万円) (Million Yen)		2022年3月期 FY2022/3	2023年3月期 FY2023/3	2024年3月期 FY2024/3	2025年3月期(3Q末) FY2025/3 (3Q)
流動資産 Current Assets	現金及び預金 Cash and cash equivalents	49,033	40,080	36,782	53,023
	売上債権※1 Accounts Receivable※1	38,367	43,403	42,801	32,621
	在庫 Inventories	40,325	53,482	67,225	74,933
	その他 Others	6,103	7,005	7,022	4,090
	合計 Total	133,829	143,972	153,831	164,668
固定資産合計 Total Fixed Assets		56,457	65,060	71,693	65,624
総資産 Total Assets		190,287	209,032	225,524	230,292
流動負債 Current Liabilities	買入債務※2 Accounts Payable※2	29,876	22,359	17,845	18,680
	その他 Others	25,765	28,588	28,156	27,648
	合計 Total	55,641	50,947	46,002	46,328
固定負債合計 Total long-term liabilities		3,564	12,057	21,094	15,880
負債合計 Total Liabilities		59,206	63,004	67,097	62,208
純資産合計 Total Net Assets		131,081	146,028	158,427	168,083
負債・純資産合計 Total Liabilities and Net Assets		190,287	209,032	225,524	230,292
有利子負債合計 Total interest-bearing debt		5,497	14,191	25,171	21,089
自己資本比率 Equity Ratio(%)		68.1%	69.0%	69.4%	72.2%
自己資本利益率 ROE(%)		17.4%	17.3%	12.9%	-

※1: 電子記録債権、契約資産を含む

Incl. Electronically recorded monetary claims

※2: 電子記録債務を含む

Incl. Electronically recorded obligations-operating

各種費用, キャッシュフロー Expenses and Cash Flows



(百万円) (Million Yen)	2022年3月期 FY2022/3	2023年3月期 FY2023/3	2024年3月期 FY2024/3	2025年3月期(3Q) FY2025/3(3Q)
試験研究費 R&D expenses	8,146	8,542	9,042	7,595
設備投資 Capex	9,793	9,725	11,602	6,376
減価償却費 (のれんの償却を除く) Depreciation (excl. Amortization of goodwill)	3,551	3,832	4,673	3,765

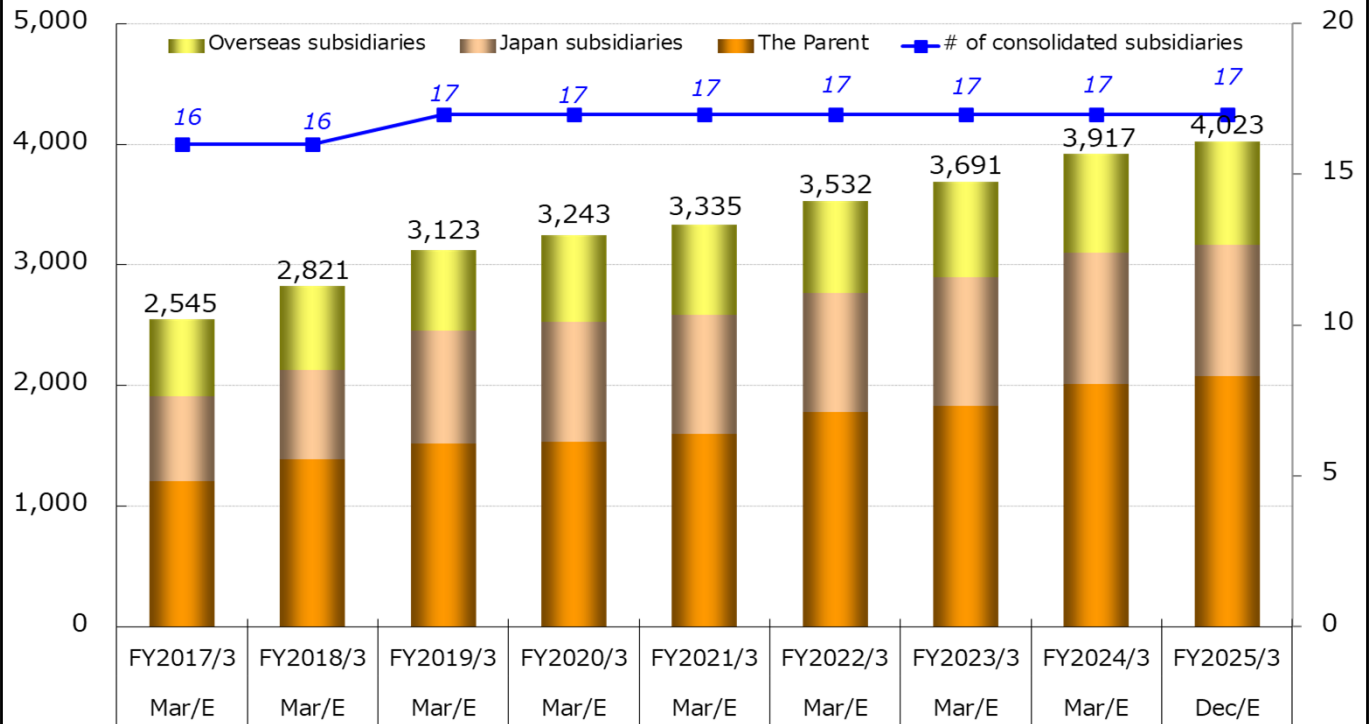
(百万円) (Million Yen)	2022年3月期 FY2022/3	2023年3月期 FY2023/3	2024年3月期 FY2024/3	2025年3月期(上期) FY2025/3(1H)
営業活動によるキャッシュフロー Cash flows from operating activities	23,837	1,000	4,892	19,997
投資活動によるキャッシュフロー Cash flows from investing activities	-8,990	-8,421	-10,563	7,929
フリーキャッシュフロー Free cash flows	14,846	-7,421	-5,671	27,926
財務活動によるキャッシュフロー Cash flows from financing activities	-10,346	-2,174	1,616	-6,732
現金及び現金同等物に係る換算差額等 Adjustments	882	625	755	381
現金及び現金同等物の期末残高 Cash and cash equivalents at the end of year	49,006	40,036	36,736	58,312

Number of employees



Number of Employees (person)

of Consolidated Subsidiaries



Note) Above figures include part time employees as at the end of each term