

**(Reference) Summary of Q&A about the Results Presentation for Fiscal Year
Ended March 2023 (FY2022)**

- Q1. I would like to ask you about the sales and profit forecasts in FY2023. You talked about your plan to invest for growth. And regarding the rise in profit in FY2022, you referred to the impact of changes in the product mix, such as the recording of sales of evaluation equipment for rent for which customer evaluations had been completed. Could you explain a little more about the factors for the year-on-year decline in sales and profit in FY2023?
- A1. As mentioned on page 18 of the presentation material, the growth investments to be made in FY2023 include R&D expenses, depreciation of development facilities, and labor expenses, which will result in an year-on-year increase of 3.0 billion yen. To break this down, we expect 0.5 billion yen in R&D expenses, 1.0 billion yen in depreciation and 1.5 billion yen in labor expenses.
Regarding the rise in profit in FY2022, we talked about the increase in sales of front-end process equipment for semiconductors and the evaluation equipment for rent. There were cases where we rented evaluation equipment to customers and they purchased the rented equipment because a certain level of success was achieved. These cases may arise again in the future. Because they are pieces of equipment for rent and evaluation, depreciation is recorded while they are rented and evaluated by the customer, resulting in a lower book value. Accordingly, they may contribute greatly to sales or profit, depending on the project. There happened to be multiple cases of this in the second half of FY2022.
- Q2. Is the rental evaluation equipment intended for photomasks?
- A2. They are photomask etching equipment and phosphoric acid etching equipment.
- Q3. What will the growth investment trend be like in FY2024 and FY2025?
- A3. As shown on page 40 of the presentation materials, we are planning to invest a total of approx. 20.0 billion yen in the 3-year period of the new mid-term management plan.
- Q4. Does the planned total of approx. 20.0 billion yen in the 3-year period include investments related to human resources?
- A4. It includes human resources related to R&D.

Q5. In the financial forecast for FY2023, sales in the SPE field are projected to be 44.3 billion yen compared to the 41.5 billion yen in the previous fiscal year. Could you break this down by major product?

A5. To explain it in comparison with FY2022, the overall sales in the SPE field of 41.5 billion yen includes 27.1 billion yen which are sales of all GNT products. We expect sales of GNT products to be around 32.0 billion yen while total sales in the SPE field will be 44.3 billion yen. The breakdown is as follows.

	FY2022	FY2023 (plan)
Single wafer wet cleaning equipment for the manufacturing process of Si wafers.....	13.5 billion yen	→ 22.0 billion yen
Products for the manufacturing process of photomasks.....	4.9 billion yen	→ 2.0 billion yen
Single wafer phosphoric acid etching equipment for wafer processing.....	4.4 billion yen	→ 5.0 billion yen
Products for module process.....	4.3 billion yen	→ 3.0 billion yen

Q6. Regarding your explanation of each Group of GNT products under the new mid-term management plan on page 39 of the presentation materials, I understand that you will leverage your track record to maintain and increase your market share of single wafer wet cleaning equipment for Si wafer manufacturing. Could you explain what else is expected to contribute to the financial results during the period of the mid-term management plan?

Regarding module processing, I think you discussed to the hybrid bonder for memory in the previous results briefing. Could you include this point in your explanation?

A6. Products for the manufacturing process of photomasks contributed substantially to sales in FY2022 as we mentioned in our answer to an earlier question. Sales are expected to subside in FY2023 compared with FY2022, but we will continue to focus our efforts. During the period of the new mid-term management plan, we will increase our market shares of both etching equipment and cleaning equipment, thus expanding with the current product mix. At the same time, looking at photomask cleaning equipment, we are proceeding with business negotiations regarding models that incorporate the new freeze cleaning module that we are planning to launch. We will leverage these products to generate sales in the period of the new mid-term management plan.

For the phosphoric acid etching equipment for wafer processing, we are focusing our efforts on increasing market share, the acquisition of new POR, and development targeting a new process using phosphoric acid. As for the contribution to financial results in the period of the new mid-term management plan, we will acquire new POR while increasing market share.

Regarding products for module processing, a chiplet technology based on hybrid bonding is attracting considerable attention, and we recognize it as an important technology. We have engineers for front-end process equipment for semiconductors

and for back-end process equipment for semiconductors, which makes it easy to work on the technology. We are also advancing a company-wide project.

However, we have yet to reach a phase where an explosive contribution to sales can be expected during the period of the new mid-term management plan. At present, we are using a prototype to enable customers to evaluate samples. We will continue development efforts as quickly as is reasonable.

Q7. Have you already acquired POR regarding the acquisition of new customers in the EUV market for etching equipment for the manufacturing process of photomasks, the increase of market share of products for the manufacturing process of photomasks with the freeze cleaning module, and the launch of phosphoric acid etching equipment for memory for wafer processing, or are you likely to acquire POR?

Q7. We do not disclose specific answers individually, but we are getting close to acquiring POR.

Forward-looking statements including business forecasts contained in this document are based on information currently available to the company and certain assumptions the company deems reasonable, and the Company does not guarantee that they will be realized. Please note that actual results may differ materially due to various factors.