

**FY03/2024 (full-term)
Materials for
Financial Results Briefing**

May 10, 2024

GL Sciences Inc.

TSE STD (7705)

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Highlights

Highlights (financial results)

1 【company-wide】 Lower revenues / Lower earnings

Net sales:	37,148 mil. yen	-4.0%	-1,531 mil. yen	(FY2023: 38,679 mil. yen)
Operating profit:	5,714 mil. yen	-5.3%	-320 mil. yen	(FY2023: 6,034 mil. yen)

2 【Analytical Instrument Business】 Higher revenues / Higher earnings

Net sales:	18,281 mil. yen	+6.5%	+1,118 mil. yen	(FY2023: 17,163 mil. yen)
Operating profit:	1,962 mil. yen	+3.9%	+74 mil. yen	(FY2023: 1,888 mil. yen)

(factors) **【Higher revenues】** Sales of consumables for many fields, sales of instruments increased, and overseas sales is going strong

3 【Semiconductor Business】 Lower revenues / Lower earnings

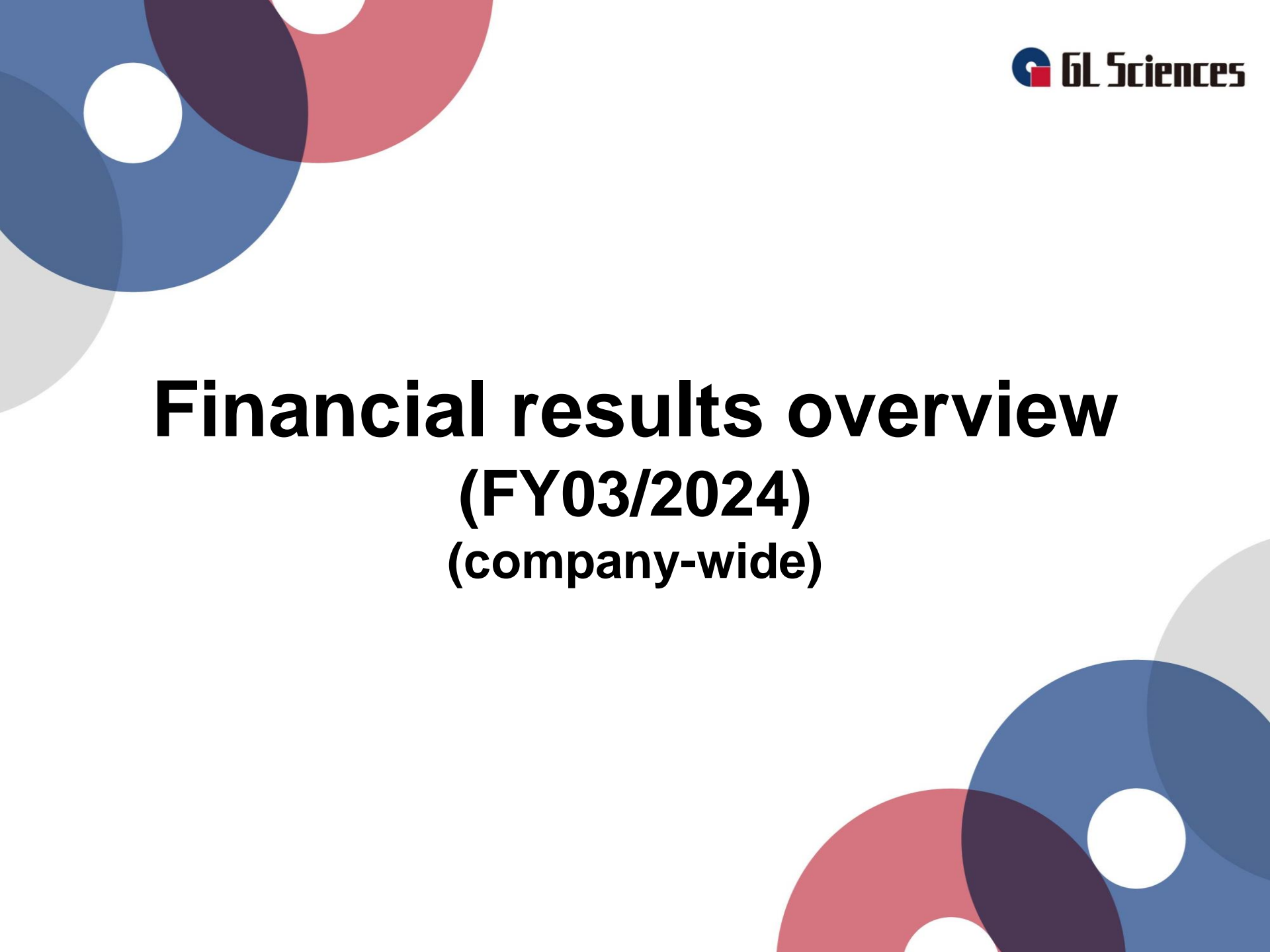
Net sales:	17,029 mil. yen	-14.9%	-2,973 mil. yen	(FY2023: 20,003 mil. yen)
Operating profit:	3,615 mil. yen	-11.1%	-452 mil. yen	(FY2023: 4,068 mil. yen)

(factors) **【Demand decline】** Stagnated stock of memories for PC/smartphones has been slightly lessened
【Order backlog】 Still at high level

4 【Automated Recognition Business】 Higher revenues / Higher earnings

Net sales:	1,836 mil. yen	+21.3%	+322 mil. yen	(FY2023: 1,513 mil. yen)
Operating profit:	134 mil. yen	+98.5%	+66 mil. yen	(FY2023: 67 mil. yen)

(factors) **【Going strong】** Products integrated into instruments:
For medical use (including vitalcheck system), entry/exit security system
Higher revenues/earnings in every subsegment



Financial results overview

(FY03/2024)

(company-wide)

Financial results overview (company-wide)

Lower revenues / Lower earnings

Both Analytical Instrument and Automatic Recognition segments achieved higher revenues/earnings, but for Semiconductor segment, demand still stayed at low level

【Analytical Instrument】 Higher revenues / Higher earnings:

Higher sales of consumables in many fields, and also of instruments
Overseas sales is also going strong (such as Asia and North America)

【Semiconductor】 Lower revenues / Lower earnings:

Stock accumulated, especially of memories (slightly lessened)
Semiconductor market is expected to continue to steadily expand (in the field of generative AI)
High level of order backlog is still maintained

【Automatic Recognition】 Higher revenues / Higher earnings:

Products integrated into instruments: For medical use (including vitalcheck system), entry/exit security system
Higher revenues / Higher earnings in every subsegment

(mil. yen)

	FY03/2023	FY03/2024	+/- %	+/- amount
Net sales	38,679	37,148	-4.0%	-1,531
Operating profit	6,034	5,714	-5.3%	-320
Operating profit rate	15.6%	15.4%	N/A	-0.2 pt
Ordinary profit	6,468	6,108	-5.6%	-359
Net profit attributable to owners of parent	3,499	3,430	-2.0%	-68

Cash Flow Statement

	FY03/2023	FY03/2024	+/- amount
Cash flow from operating activities	1,986	3,526	+1,540
Cash flow from investing activities	-3,596	-1,685	+1,910
Cash flow from financing activities	1,891	-1,188	-3,079
Increase (decrease) in cash and cash equivalents	436	819	+383
Cash and cash equivalents at beginning of period	5,611	6,047	+436
Cash and cash equivalents at end of period	6,047	6,866	+819

Key factors of increase/decrease

【Operating CF】

FY03/2023: Inventory of **Semiconductor Business** was strategically increased

FY03/2024: **Less increment** of the inventory led to improvement in operating CF

【Investing CF】

FY03/2023: **Capital investment** in the 3rd factory of Techno Quartz in China increased

FY03/2024: **Less** expenses

【Financing CF】

FY03/2023: Proceeds mainly from **long-term borrowing** of 3 bln. yen


Consolidated Balance Sheet

(mil. yen)

	FY03/ 2023	FY03/ 2024	+/- amount
Total current assets	30,038	33,350	+3,311
Property, plant and equipment	17,026	17,065	+38
Intangible assets	496	637	+141
Investments and other assets	3,449	4,513	+1,063
Total non-current assets	20,972	22,216	+1,244
Total assets	51,011	55,567	+4,555

(mil. yen)

	FY03/ 2023	FY03/ 2024	+/- amount
Total current liabilities	10,314	10,607	+293
Total non-current liabilities	5,119	4,750	-368
Total liabilities	15,433	15,358	-74
Total shareholders' equity	28,588	31,352	+2,763
Total accumulated other comprehensive income	1,301	2,290	+988
Non-controlling interests	5,687	6,566	+878
Total net assets	35,578	40,209	+4,630
Total liabilities and net assets	51,011	55,567	+4,555



Financial results overview

(FY03/2024)

(by segment)

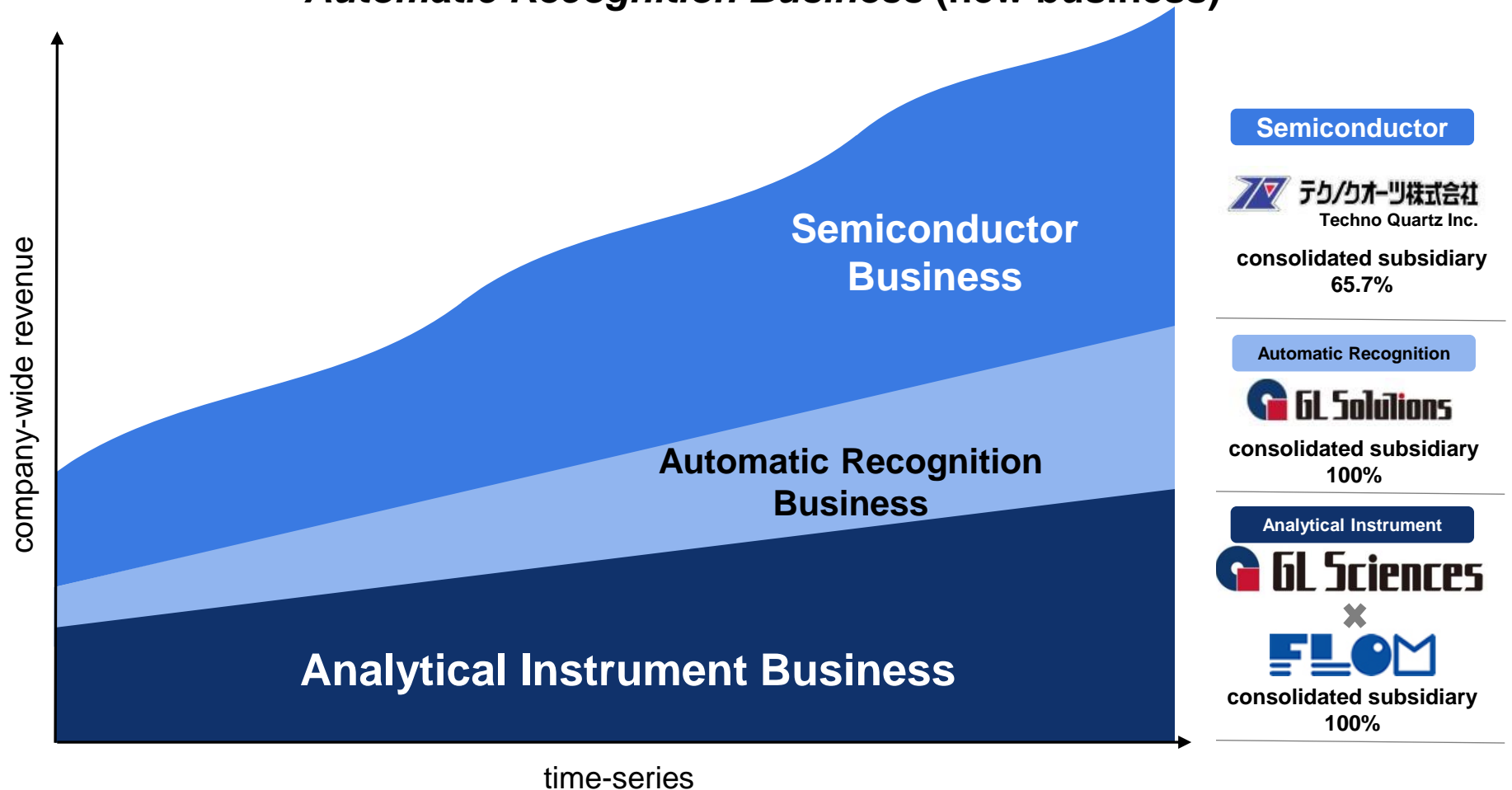
Business structure

Three business segments promote extensive growth together

Analytical Instrument Business (stably growing)

Semiconductor Business (remarkably growing)

Automatic Recognition Business (new business)



Overview by segment

[Net sales]

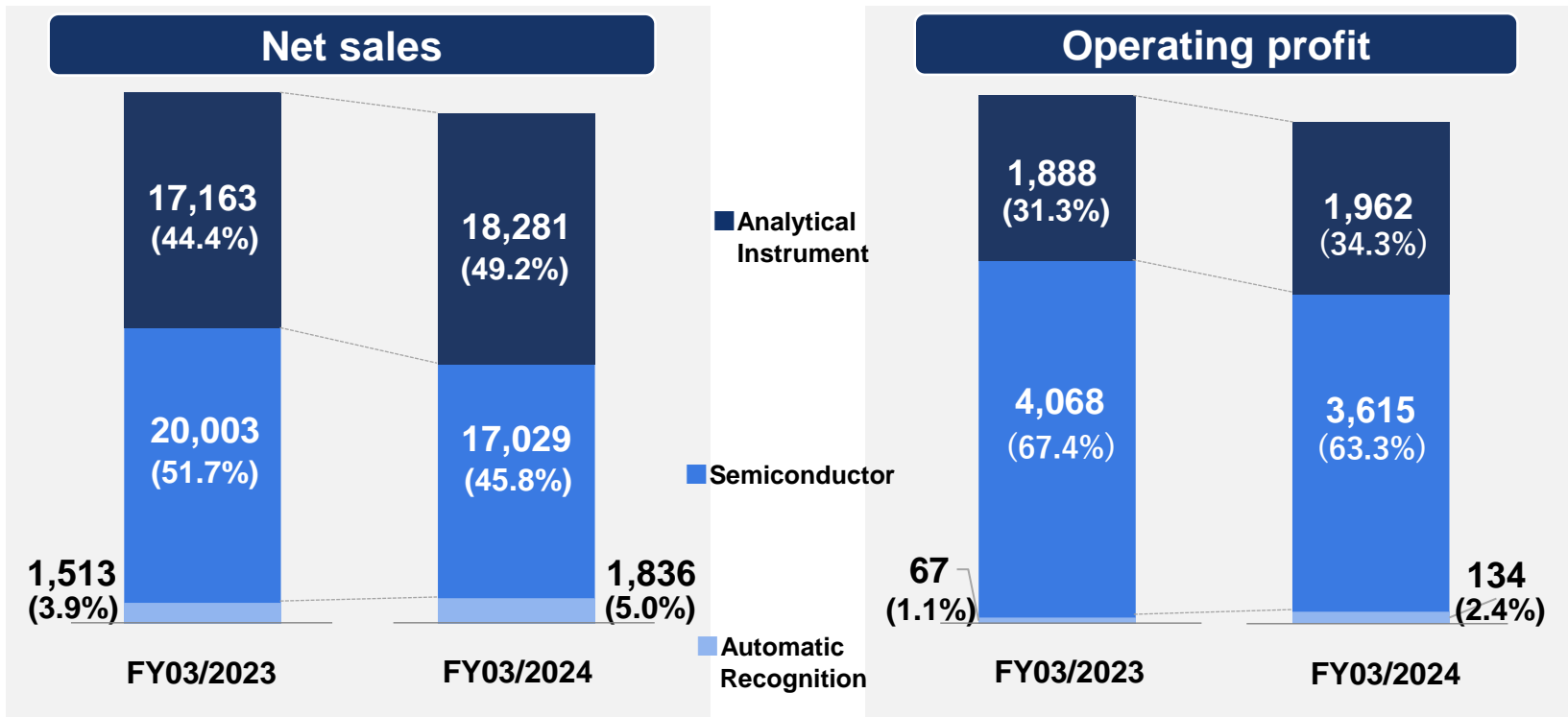
Analytical Instrument and Semiconductor segments are nearly equal. These two segments account for c.a. **95%**.

[Operating profit]

The former is c.a. **30%** and the latter is c.a. **60%**.

(mil. yen)

	Net sales	Sales share	Operating profit	Operating profit share
Analytical Instrument Business	18,281	49.2%	1,962	34.3%
Semiconductor Business	17,029	45.8%	3,615	63.3%
Automatic Recognition Business	1,836	5.0%	134	2.4%

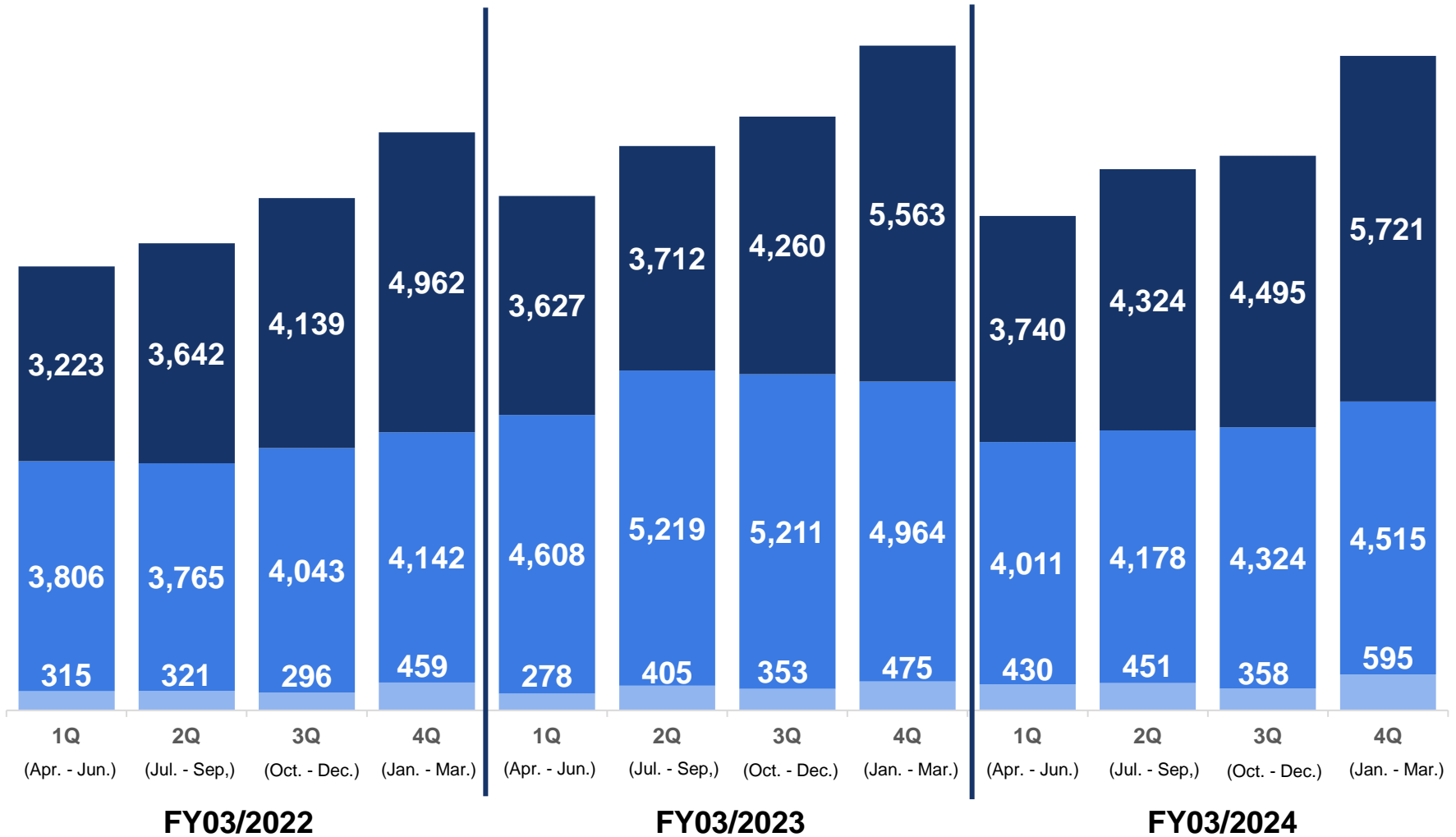


Q by Q transition of Net sales (by segment)

- Analytical Instrument
- Semiconductor
- Automated Recognition

Net sales

(mil. yen)

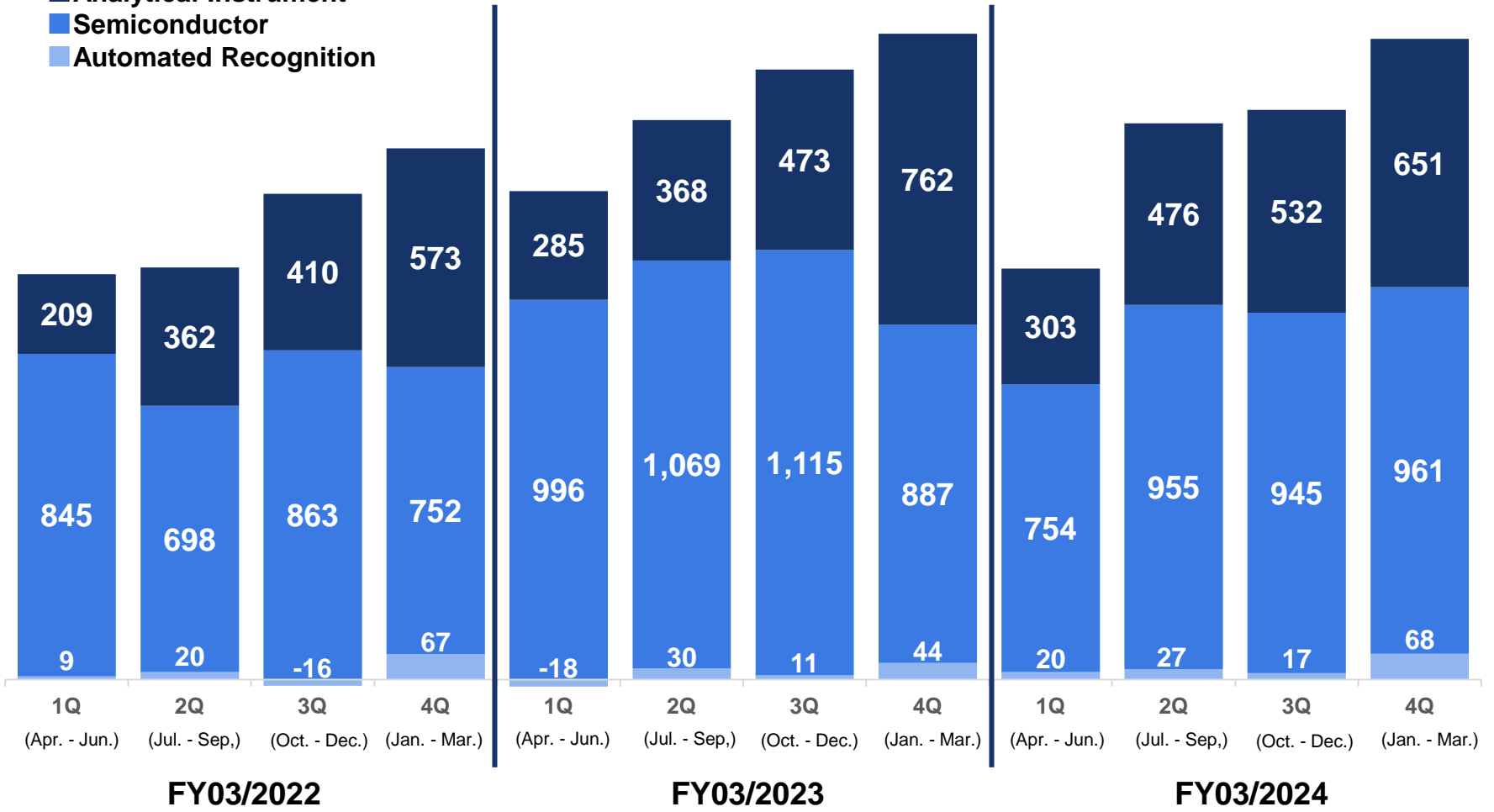


Q by Q transition of Operating profit (by segment)

Operating profit

(mil. yen)

- Analytical Instrument
- Semiconductor
- Automated Recognition

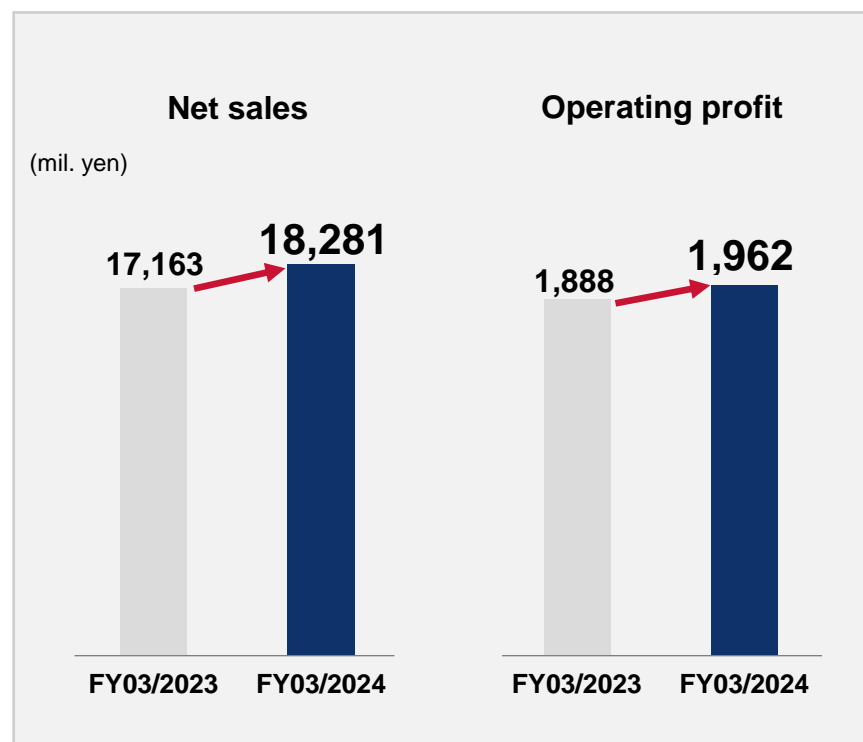


Financial results overview (by segment): Analytical Instrument Business

Higher revenues / Higher earnings

【Higher revenues】 Sales of consumables for many fields and overseas sales are going strong (mil. yen)

	FY03/2023	FY03/2024	+/- %	+/- amount
Net sales	17,163	18,281	+6.5%	+1,118
Operating profit	1,888	1,962	+3.9%	+74
Operating profit rate	11.0%	10.7%	N/A	-0.3 pt



Factors, etc.

< Domestic net sales >

【Sales increased in many fields】

- Consumables related to such as food, environment, contract testing, and inorganic chemistry
 - In particular, sales of **LC columns, components, standard reagents** and products related to **after-sales services** were on the up
- Sales of GC-related instruments / third-party instruments were on the up (e.g. **GLS/third-party LC instruments** for water quality analysis and contract testing, **customized ones for carbon neutral researches**)

(There were only limited influences of such as delay in equipment work at some customers)

< Overseas net sales >


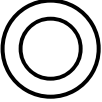



【Higher revenues】

- In broad regions mainly in **Asia** and **North America**
 - Sales of **LC columns for pharmaceutical companies** and **consumables for environment analysis** were on the up
- Sales of OEM products also continued to go strong

Analytical Instrument Business

(Our strength)

Domestically, **sales staff with technical expertise in analytics** sell instruments after **offering applications** adapted to each customer's needs and roll out their business around **sales of consumables** necessary after installation

	What to sell	Product knowledge	After sales	Profit rate
Instruments makers in general	Only their own products	 Only for their own instruments	Mainly support for maintenance and updates	
Dealers in general	Wide variety of products from partnering makers	While dealing with various products, they sometimes need support of makers concerning professional domains	Consumables are also offered as needed Availability of technical consultations is limited	
GL Sciences	Own products plus third-party products	 Also for third-party products by applying knowledge of our own products	Consumables are also offered as needed Not only responding to technical consultations, applications (applied data) are offered	 By selling our own products, better profit rate can be achieved than pure dealers

Analytical Instrument Business

Sales share by region

Domestic: **77%** and Overseas: **23%** (mainly Asia), both maintaining steady growth
(mil. yen)

	FY03/2023	FY03/2024	YoY		FY03/2024 share (%)
			+/- %	+/- amount	
Domestic	13,224	14,071	+6.4%	+846	77.0%
Overseas	3,938	4,210	+6.9%	+271	23.0%
North America	434	544	+25.2%	+109	3.0%
Asia	2,572	2,717	+5.6%	+144	14.8%
Others	931	948	+1.9%	+17	5.2%
Total (Domestic + Overseas)	17,163	18,281	+6.5%	+1,118	100.0%

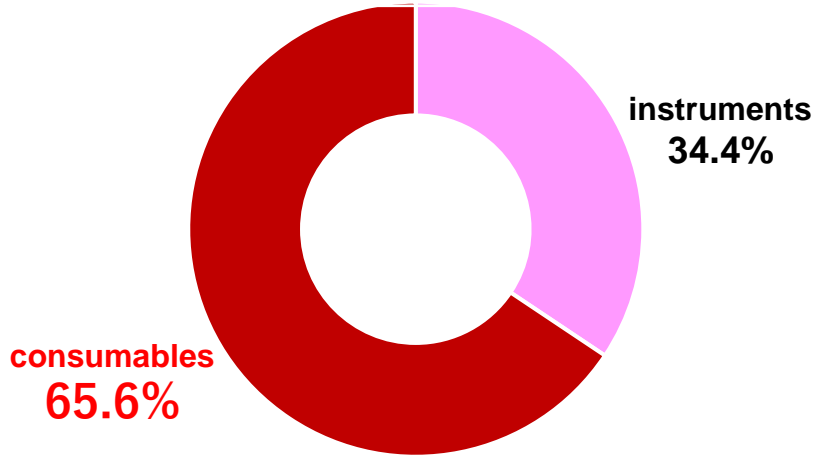
Analytical Instrument Business

Sales share by item

Sales share

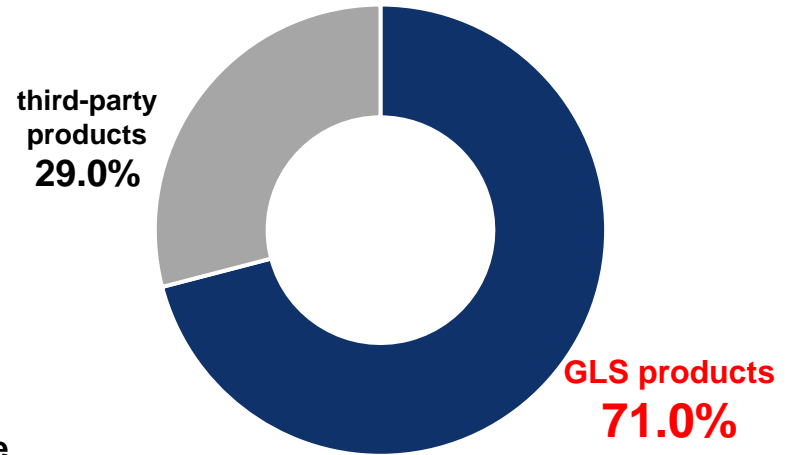
consumables vs instruments

consumables: c.a. 70%



GLS products vs third-party products

GLS products: c.a. 70%



GLS alone

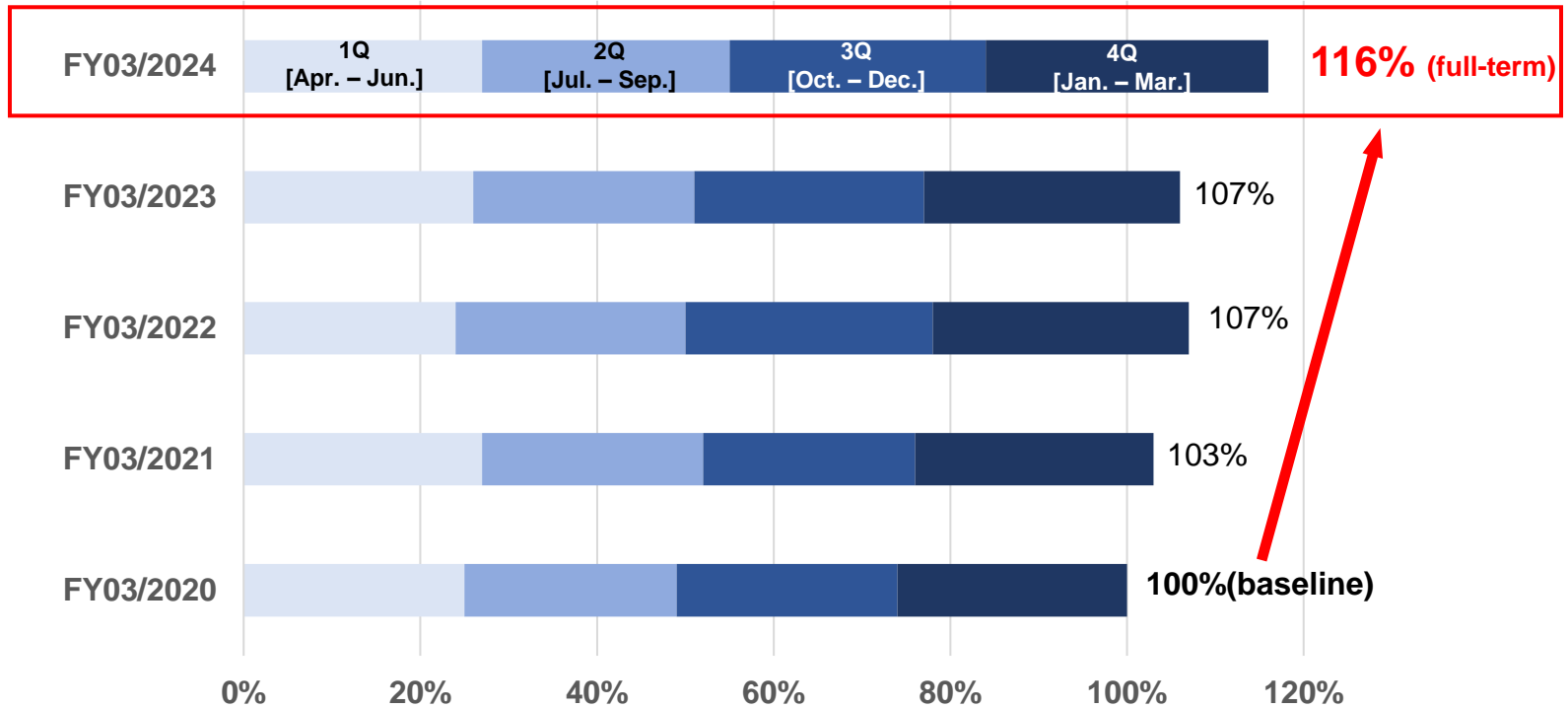
Net sales sorted by trade (domestic)

Chemical & Industry is the largest, accounting for c.a. 40%

	Chemical & Industry	Academic & Government	Pharmaceutical & Biochemical	Food & Environment
FY03/2024	37.7%	29.1%	17.2%	16.0%
FY03/2023	37.4%	23.4%	19.6%	19.7%

Sales of our original consumable “Inert Family*” is **going strong**

In FY03/2024, sales reached **116%**
(based on the annual average sales in FY03/2020 (pre-COVID-19) as 100%)



Note: Data are of GL Sciences alone, meaning overseas consolidated subsidiaries are not included

* Inert Family: Among the **original consumables** manufactured by our Analytical Instrument Business segment, this is a principal product line and contributes very highly to overall profit
There are mainly three types: **LC column**, **Solid-phase extraction cartridge**, and **GC column**

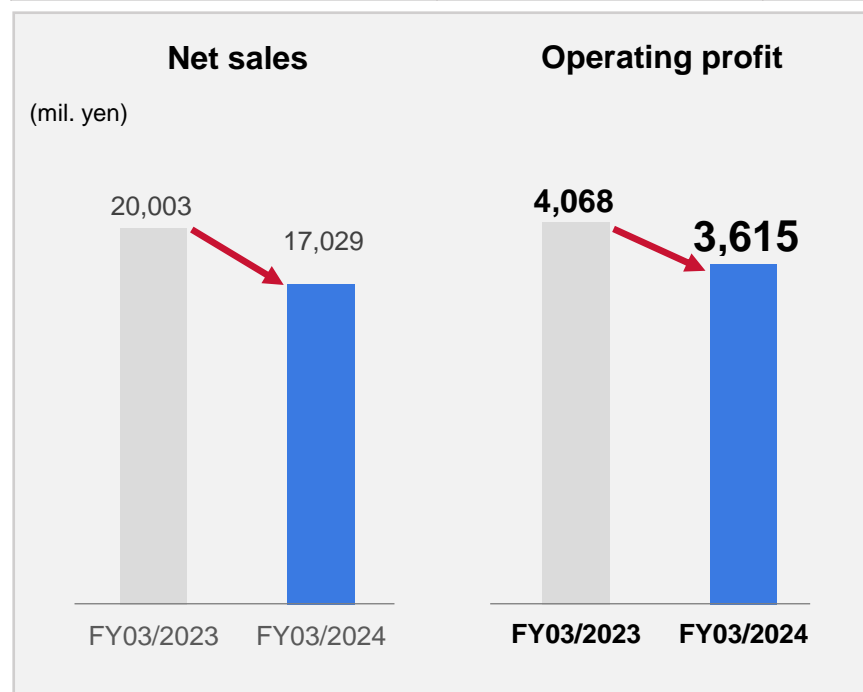
Financial results overview (by segment): Semiconductor Business

Lower revenues / Lower earnings

Despite demand decline for semiconductors for PC/smartphones,
overall order backlog continued to stay at high level

(mil. yen)

	FY03/2023	FY03/2024	+/- %	+/- amount
Net sales	20,003	17,029	-14.9%	-2,973
Operating profit	4,068	3,615	-11.1%	-452
Operating profit rate	20.3%	21.2%	N/A	+0.9 pt



Factors, etc.

NEGATIVE FACTORS

【Demand decline】

- Stagnated stock mainly of memories has been slightly **lessened**

POSITIVE FACTORS

【Efforts to restore semiconductor markets】

- Exploitation of **new demands**
- Preparation for **increasing domestic production output**
- Promotion of **operational improvement**

【Demand expansion in **generative AI markets**】

- Constructing new/additional factories of cutting-edge semiconductors (domestic and overseas)
- Proactive capital investment → Expectation of steady growth

【Order backlog】

- High level of **order backlog** is maintained

Semiconductor Business

Sales share by region

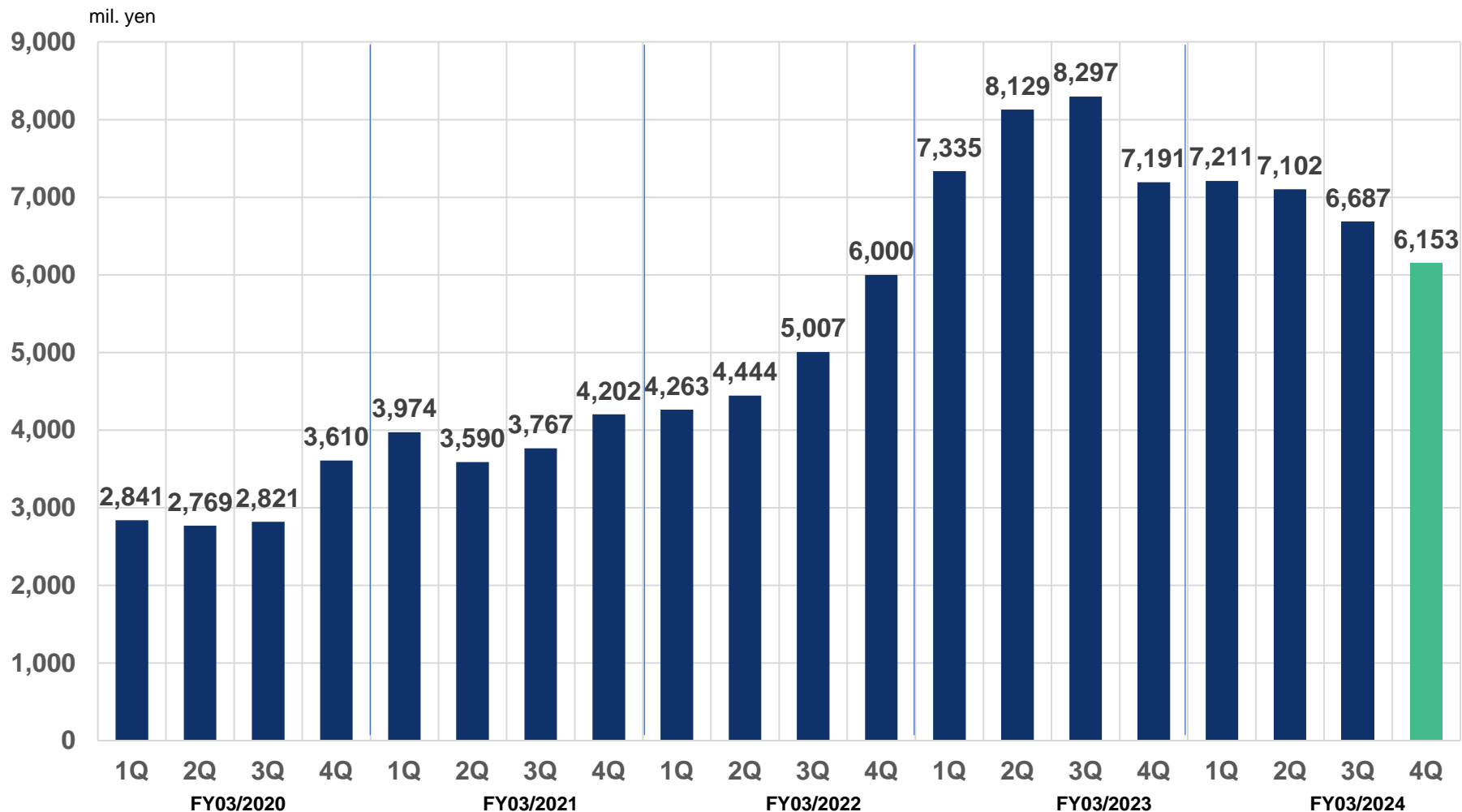
Domestic and overseas sales are nearly equal

mil. yen

	FY03/2023	FY03/2024	YoY		FY03/2024 share (%)
			+/- %	+/- amount	
Domestic	9,895	8,192	-17.2%	-1,703	48.1%
Overseas	10,107	8,837	-12.6%	-1,269	51.9%
North America	792	687	-13.4%	-105	4.0%
Asia	9,306	8,136	-12.6%	-1,169	47.8%
Others	8	14	+72.9%	+6	0.1%
Total (Domestic + Overseas)	20,003	17,029	-14.9%	-2,973	100.0%

Semiconductor Business

Transition of order backlog



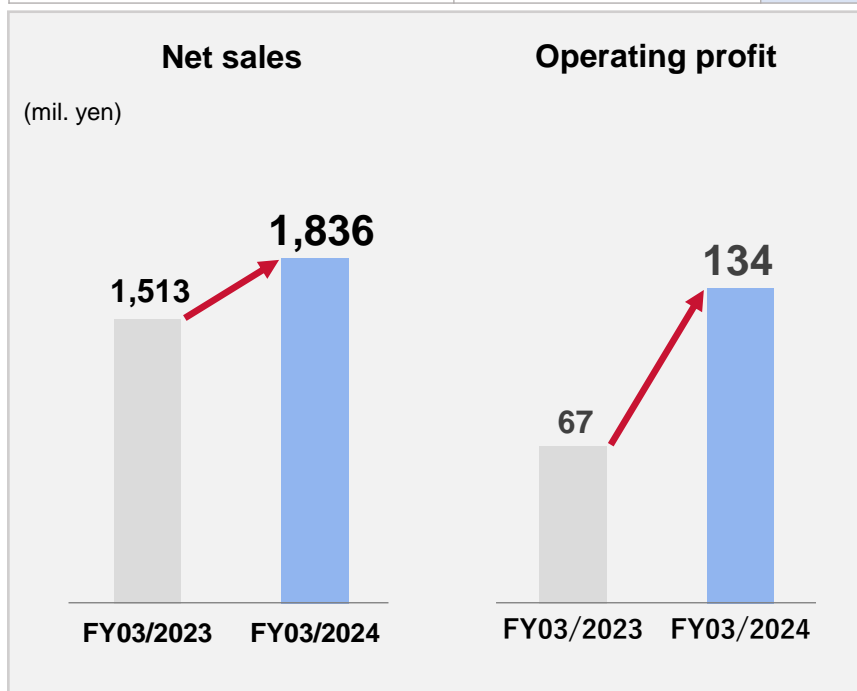
Financial results overview (by segment): Automated Recognition Business

Higher revenues / Much higher earnings

Higher revenues/earnings in every subsegment

(mil. yen)

	FY03/2023	FY03/2024	+/- %	+/- amount
Net sales	1,513	1,836	+21.3%	+322
Operating profit	67	134	+98.5%	+66
Operating profit rate	4.5%	7.3%	N/A	+2.8 pt



Factors, etc.

Higher revenues/earnings were achieved in **every subsegment** (“Products integrated into instruments”, “Finished products” and “Others”)

【Recovery trend】

- **Plans for procurement by customers** in many fields have turned to recovery and **mid- to long-term forecasts** have been shared/agreed

【+ Steady shipment】

- **Products integrated into instruments**, with secure microcontrollers
 - For **medical use** (including vitalcheck system)
 - **Entry/exit security system**
- Other automated recognition products for **housing facilities**

Progress relative to full-term performance forecasts

Both Net sales and Operating profit ended up almost the same as the forecasts

(mil. yen)

		FY03/2024 forecasts*	FY03/2024 actual	achieved
Net sales	<i>Analytical Instrument</i>	18,310	18,281	99.8%
	<i>Semiconductor</i>	16,450	17,029	103.5%
	<i>Automated Recognition</i>	1,780	1,836	103.2%
	Total	36,540	37,148	101.7%
Operating profit		5,780	5,714	98.9%
Ordinary profit		6,050	6,108	101.0%
Net profit attributable to owners of parent		3,500	3,430	98.0%

* Performance forecasts as amended on Oct. 31, 2023

Measures and progress (FY03/2024)

Each segment has proactively promoted its efforts to business improvement

Measures

Progress (full term)

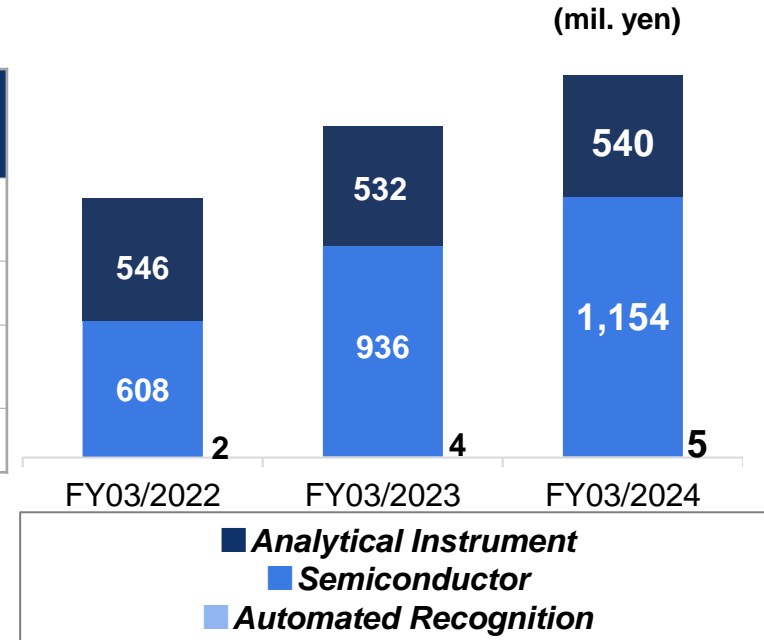
	Measures	Progress (full term)
Analytical Instrument Business	<ul style="list-style-type: none"> To strengthen sales of LC columns 	<ul style="list-style-type: none"> Overseas sales helped full-term sales results exceed those of FY03/2023. Sales increased not only due to price revision and foreign exchange, but also on the quantity basis.
	<ul style="list-style-type: none"> To expand business areas in relation to the next-generation energies and carbon-neutral technologies 	<ul style="list-style-type: none"> Sales of GC-related instruments is going strong, mainly those for chemical/industry trade and for academia, including customized ones.
Semiconductor Business	<ul style="list-style-type: none"> To respond to the control over export to China by the USA 	<ul style="list-style-type: none"> There were few impacts on the performance in FY03/2024. Approaches to makers of semiconductor manufacturing devices in China will continue for the next FY03/2025, in view of risks of regulations which might be tightened in the future.
Automated Recognition Business	<ul style="list-style-type: none"> To put devices equipped with secure microcontrollers to market 	<ul style="list-style-type: none"> OEM manufacturing of finished products and OEM development of products integrated into devices have both proceeded smoothly. In addition, discussions on specifications in order for realizing inquiries from new similar markets have become more active.
	<ul style="list-style-type: none"> To start providing solutions targeted at parking markets 	<ul style="list-style-type: none"> Following a range of assessment and verification during 2Q through to 4Q, specifications for mass-production have been largely determined. Aiming at market release during FY03/2026, prototyping for mass-production and manufacturing the first lot are planned.

Transitions of depreciation and capital investment

FY03/2022 - FY03/2024

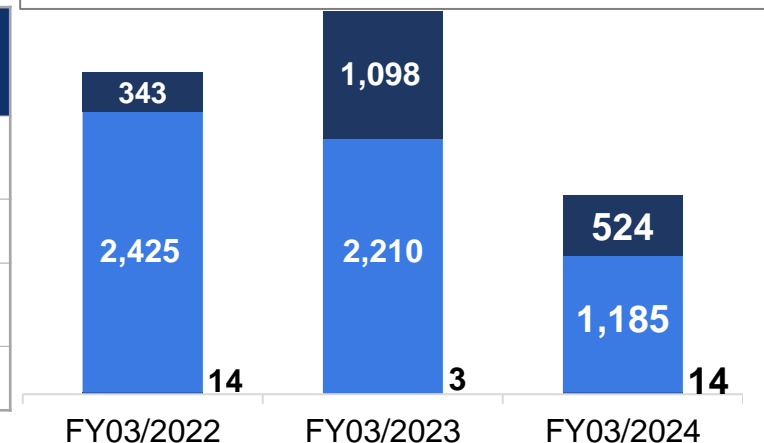
【Depreciation】

	FY03 2022	FY03 2023	FY03 2024	+/- %	+/- amount
Analytical Instrument	546	532	540	+1.5%	+7
Semiconductor	608	936	1,154	+23.3%	+217
Automated Recognition	2	4	5	+21.0%	+0
Total	1,157	1,472	1,698	+15.4%	+226



【Capital investment】

	FY03 2022	FY03 2023	FY03 2024	+/- %	+/- amount
Analytical Instrument	343	1,098	524	-52.2%	-573
Semiconductor	2,425	2,210	1,185	-46.4%	-1,025
Automated Recognition	14	3	14	+315.0%	+10
Total	2,783	3,312	1,722	-48.0%	-1,589



Performance/Dividend forecasts (FY03/2025)

Performance/Dividend forecasts (FY03/2025) (company-wide)



Revenues are expected to grow steadily

(Performance forecasts for the joint holding company are planned to be announced as appropriate)

(mil. yen)

	FY03/2024 actual	FY03/2025 (forecasts*)	+/- % (YoY)	+/- amount (YoY)
Net sales	37,148	39,120	+5.3%	+1,971
Operating profit	5,714	5,980	+4.7%	+265
Operating profit rate	15.4%	15.3%	N/A	-0.1 pt
Ordinary profit	6,108	6,030	-1.3%	-78
Net profit attributable to owners of parent	3,430	3,320	-3.2%	-110
Annual dividend (yen)	70	N/A*	N/A	N/A

(Note)
The Company is going to carry out management integration with Techno Quartz Inc. by establishing a joint holding company on October 1, 2024.
The above-described performance forecasts are calculated assuming current organization of the Company.

* Dividend after management integration is yet to be determined

Performance forecasts (by segment) (FY03/2025)



Revenues are expected to grow steadily

(Performance forecasts for the joint holding company are planned to be announced as appropriate)

(mil. yen)

		FY03/2024 actual	FY03/2025 (forecasts*)	+/- % (YoY)	+/- amount (YoY)
<i>Analytical Instrument Business</i>	Net sales	18,281	19,200	+5.0%	+918
	Operating profit	1,962	2,130	+8.5%	+167
	Operating profit rate	10.7%	11.1%	N/A	+0.4 pt
<i>Semiconductor Business</i>	Net sales	17,029	17,960	+5.5%	+930
	Operating profit	3,615	3,730	+3.2%	+114
	Operating profit rate	21.2%	20.8%	N/A	-0.4 pt
<i>Automated Recognition Business</i>	Net sales	1,836	1,960	6.7%	+123
	Operating profit	134	120	-10.8%	-14
	Operating profit rate	7.3%	6.1%	N/A	-1.2 pt

(Note)

The Company is going to carry out management integration with Techno Quartz Inc.

by establishing a joint holding company on October 1, 2024.

The above-described performance forecasts are calculated assuming current organization of the Company.

<i>Analytical Instrument Business</i>	<ul style="list-style-type: none">• Domestic: Efforts to expand values for customers
<i>Semiconductor Business</i>	<ul style="list-style-type: none">• Overseas: Sales expansion of GLS products• Ongoing sales expansion to makers of semiconductor manufacturing devices in China• To embody future capital investment plan
<i>Automated Recognition Business</i>	<ul style="list-style-type: none">• Collaboration with partner companies in relation to systems• New development and usage expansion in relation to modules

Measures (FY03/2025): *Analytical Instrument Business*

Domestic: Efforts to expand values for customers

- **To follow more third-party instruments** (handled by our field engineers*)
- **To enhance products database** (in view of utilizing EC sites)

* Field engineers are engineers in charge of installation, maintenance and other operations of instruments

Overseas: Sales expansion of GLS products

- Among GLS products which have been sold mainly in Japan, especially instruments with plenty of actual sales results should be offered more widely to overseas markets



Fully Automatic Solid Phase Extraction System
AquaTrace ASPE899



Purge & Trap Sample Concentration System
PT 7000

Measures (FY03/2025): *Semiconductor Business*

Ongoing sales expansion to makers of semiconductor manufacturing devices in China

To embody future capital investment plan

- To expand **manufacturing capacity** for fire-processed* products
- To **automate** part of machining **processes**

* **Fire processing** is a kind of glass processing method for quartz products. Without using machines, dull surface of a glass can be rendered transparent by burning with a burner or other tool. Welding is also a kind of fire processing.



Next to Zao-South Factory



Kitakata Factory of AISINTEC

Measures (FY03/2025): *Automated Recognition Business*

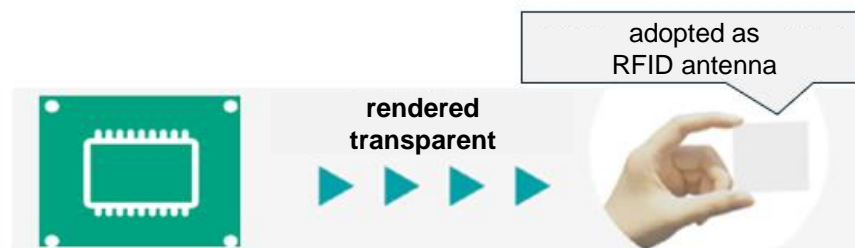
Collaboration with partner companies in relation to systems

- **Sales collaboration of instruments equipped with modules** handled by this segment
- To promote popularization of **systems for disaster prevention/response**
- To add more functions to renewal systems



New development and usage expansion in relation to modules

- Sales expansion and application of readers for IC cards for transport services
- **Stricter security measures** by incorporating secure microcontrollers
- To appeal convenience of film antennas
(used as transmissive antenna and as flexible antenna)



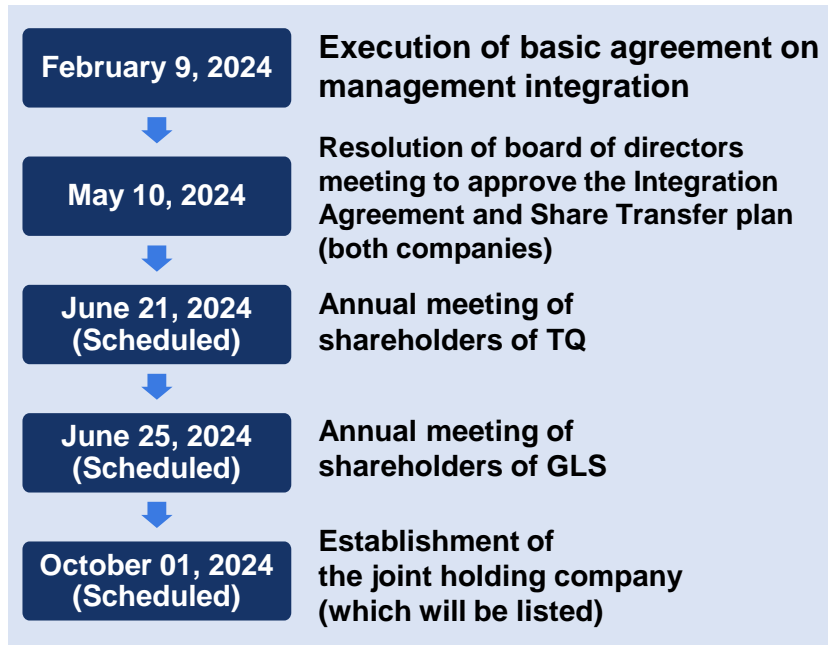
Topics

Management integration with Techno Quartz Inc.

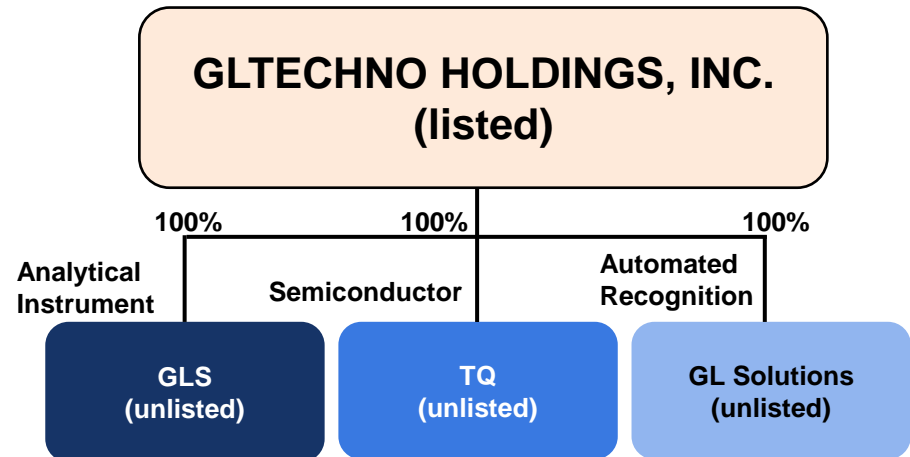
Overview of management integration

Method of integration	Management integration by means of joint share transfer
Share transfer ratio	GL Sciences (GLS) : Techno Quartz (TQ) = 1 : 2.10

Future schedule



Structure of the joint holding company



* GL Solutions, a subsidiary of GLS, will be a subsidiary wholly and directly owned by the joint holding company on or after Oct. 1, 2024



Background and purposes of the management integration

To build up a robust base of group management
by separating group management from operational companies

To accelerate improvement in corporate values
by allocating optimum management resources and by capturing opportunities for growth more strongly

Shared management philosophy

"A stockholder and a staff show the sociality sufficiently to society, and raise the existence value, and win prosperity of a staff individual and make maintenance of an enterprise and development be, and distribute the technology and the benefit obtained from there among society justly."

Company name	 GL Sciences GL Sciences Inc.	 テクノクォーツ株式会社 Techno Quartz Inc.
Line of business	Analytical Instrument Business	Semiconductor Business
Main products	Instruments/consumables for gas chromatograph and liquid chromatograph	Quartz glass & silicone products for semiconductor manufacturing devices
Category	Manufacturing industry (development, manufacture, sales)	Manufacturing industry (development, manufacture, sales)
Customers	In many fields (chemical, government, environment, pharmaceutical, etc.)	Mainly those involved in semiconductor manufacturing devices
Suppliers	From wide variety of suppliers	Highly dependent on certain suppliers
Features	Market volatility is small, and gradual but steady growth can be anticipated. Revenue base is stable, not much affected by economy.	Investment directly leads to growth. Even though somewhat susceptible to economic trend, remarkable growth can be anticipated in the future.

Overview of the new joint holding company

Trade name	GLTECHNO HOLDINGS, INC.	
Head office	6-22-1, Nishi-Shinjuku, Shinjuku-ku, Tokyo	
Organizational structure	Company with Audit and Supervisory Board	
Prospective representatives and directors	Representative Director and President Representative Director and Vice President Director Outside Director (Audit and Supervisory Board Member) Outside Director (Audit and Supervisory Board Member) Outside Director (Audit and Supervisory Board Member)	Yoshihiro Nagami Ikunobu Sonoda Osamu Serizawa Takahiro Saito Yumiko Nagasawa Taketo Morita
Capital	300 mil. yen	
Scheduled establishment	October 1, 2024	
Fiscal term	Fiscal year ended March 31	
Stock Exchange	Standard market of the Tokyo Stock Exchange	

Managerial goal of the group for FY03/2027

Net sales: 50 bln. yen

Purposes	Approaches	
Capture opportunities for growth	Strengthen group management base	<ul style="list-style-type: none"> • Formulate group-wide managerial strategies • Manage & accumulate know-hows centrally • Pursue inorganic growth
	Optimize managerial resources allocation	<ul style="list-style-type: none"> • Proactively invest in growing fields
Improve managerial efficiency	Consider centralized administrative functions	<ul style="list-style-type: none"> • Strategies-related tasks Company-wide strategies & resources allocation, etc. • Administrative tasks General affairs, accounting, finance, IR, etc. • Personnel-related tasks Recruitment, education, fostering, etc. • IT-related tasks DX promotion, future system planning, etc.
Accelerate decision-making	Separate development of strategies for group management from business operations	<ul style="list-style-type: none"> • Clarify profitability & managerial accountability in each business • Make each business independent to accelerate decision-making and improve agility • Strengthen businesses of subsidiaries

* Medium-term business plan is to be announced around September 2024

Approaches to ESG management

◆ We use electricity from 100% renewable energy certified as non-fossil

Our Fukushima Factory has been using electricity from 100% renewable energy in every manufacturing facility since December 2022.

◆ Sale & purchase agreement executed with Yamagata Sun & Forest Association Credit

Techno Quartz executed a sale & purchase agreement executed with “Yamagata Sun & Forest Association Credit” through “J-credit scheme”, which has contributed to environment preservation project of Yamagata Pref.



Approaches to ESG management

◇ “Silver accreditation” as an excellent healthy company

GL Sciences filed “Healthy Company Declaration” to Tokyo Federation of Health Insurance Societies, and worked together on fitness of us all. This approach led to acquiring “Excellent Healthy Company (Silver accreditation)”.



◇ Techno Quartz awarded “Medal with Dark Blue Ribbon”

Techno Quartz had long supported local society through, for example, utilizing enterprise version of hometown tax donation program, securing labor forces, and project for supporting UIJ turn employment. Such activities were appreciated by Yamagata City and Yamagata Pref., both of which recommend Techno Quartz as a recipient of this medal.



Disclaimer

Materials in this document include prospects of business performance for the future, but they are solely forecasts determined by the Company based on currently available information and accordingly contain potential risks and uncertainty. Therefore, depending on various risks and uncertain elements, actual business performance may substantially differ from the future prospects as described herein.

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【Contact for this document】

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支える、あらゆる分析を。

Separation Sciences for All

