

# FY2023 Q4

# DISCO's Tidbits

## May 2024

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## **We cannot answer questions regarding specific customers**

Please note that we cannot answer questions that may lead to the prediction of a specific customer's production capacity, investment trends, confidential production information, etc.

E.g.: In principle, we do not provide answers regarding specific customers' ordering status, equipment specifications, throughput, etc.

- ✓ Demand for generative AI continues to be steady (amount is not disclosed from this time onward).
- ✓ Demands for power semiconductor, SiC are expected to be steady.
- ✓ Investment trends of OSAT's vary by region.
- ✓ Production capacity is being strengthened by hiring personnel, and making production efficient and automated.

# Composition Ratio of All Equipment (Shipment Basis)



		FY23				(Forecast) FY24
		Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Apr-Jun
Customer	OSAT	Slightly less than 20%	Slightly less than 20%	Slightly more than 20%	Slightly less than 20%	Slightly less than 20%
Application	Memory *	Slightly more than 10%	Slightly more than 10%	20%	30%	Slightly more than 30%
	Power	35%	32%	25%	25%	25%
	Si	17%	14%	10%	10%	-
	SiC	18%	18%	15%	15%	-

\*Including generative AI related

## The Way of Thinking (no drastic changes)

- April - June (forecast), QoQ: Approx. -1 to 2p  
\*Plan was formulated based on the previous year's trend (FY23).
- GPM plan formulated by adjusting the exchange rate by product groups (dicer, laser, grinder, etc.) and/or by regional trends.
- Detailed profit plan for individual cases are not calculated.

## Image per Quarter (Billions of Yen)

	Sales	SG&A
Case 1	70-80	22.5-23.5
Case 2	80-90	23.5-24.5
Case 3	90-100	24.5-25.5
Case 4	100-110	25.5-26.5

- ✓ The company is considering purchasing land in preparation for large capital investments such as factory expansion in the future.
- ✓ Decided to construct a new building in the Haneda R&D Center (Investment amount: Approx. 13 billion yen, from FY25)
- ✓ Facility investment amount increased due to R&D equipment, etc. Smaller capital investments such as expansion of branch offices and dormitory facilities are being made as needed.

## Forecast FY24

- |         |                        |  |
|---------|------------------------|--|
| • CAPEX | Approx. 16 billion yen | Rationalization investments including for manufacturing facilities and R&D in addition to site acquisition, etc. |
| • DEP   | Approx. 12 billion yen | Mostly flat or slight increase due to manufacturing facility enhancement   |
| • R&D   | Approx. 29 billion yen | Due to an increase in personnel and development themes   |



### This material

Below are the answers to questions asked during the one-on-one meeting with analysts and investors after presentation of the financial results. Although close attention is paid to the written contents, if there are any mistakes in the information and/or data tampering by a third party, DISCO does not take any responsibility. In addition, the purpose of this document is not for soliciting investment. Please invest based on your judgement.

### Notation

The yearly accounting period from April of the current year to March of the following year is denoted by FY (Fiscal Year), and quarterly accounting periods are denoted by 1Q (April – June), 2Q (July – September), 3Q (October – December), and 4Q (January – March). Depending on the monetary unit, figures lower than the minimum unit may be rounded up or down, as a result of which the total sum may not match. Percentages are calculated based on the actual figures.

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