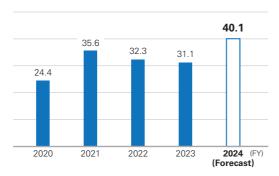
ULVAC's Vision

# Vacuum Equipment Business 1 Semiconductor Production Equipment

Semiconductors are anticipated to experience long-term growth in demand as they serve as a critical foundation for supporting a diversifying society, from generative AI and smartphones to EVs and industrial robots. ULVAC aims to contribute to societal progress and achieve mutual growth through its vacuum technologies, developed as a manufacturer of semiconductor production equipment. Furthermore, we position this business as a growth driver and will continue to actively invest in development to meet the evolving needs of our customers.

#### Orders received (Billions of yen)



#### Review of FY2023

The semiconductor market, which had been sluggish due to an oversupply of semiconductor devices, began to recover, leading the semiconductor manufacturing equipment market into a recovery phase as well. However, order received for FY2023 fell short of our plans.

FY2023 also marked a period in which the efforts we have long undertaken in customer-focused development activities and sales expansion bore fruit. During this period, we secured multiple important new customers and processes that are key to the advancement of our semiconductor business. These achievements are expected to lay the foundation for the growth of our semiconductor business and contribute to its sustained development, especially as the semiconductor market recovers and enters a growth phase from FY2024 onwards.

#### **Medium- to Long-Term Market Environment Outlook**

With the optimization of market inventories and the expanding demand for generative AI, the semiconductor market, particularly the DRAM segment, is entering a recovery and growth phase. In response to this market recovery and growth, while there may be short-term fluctuations, investment in front-end semiconductor production equipment is expected to expand across the DRAM, NAND, and Logic segments, particularly among key customers.

#### Medium- to Long-Term Initiatives

We will leverage the newly established Technology Center PYEONGTAEK to accelerate activities to create new processes and materials that will become the next pillars of the MHM process. In addition to our ongoing efforts to secure new processes in the advanced Logic segment, we will actively work to secure new processes in the DRAM segment, which is expected to see significant growth in the future. A key focus of these efforts is not only excelling in the MHM process and its applied processes, where we have strong expertise, but also delivering innovative technologies for interconnect processes that are critical to achieving higher performance and greater integration of devices. Through these efforts, we aim to create added value and contribute to industry advancements.

We will continue to invest in research and development to drive medium-to-long-term growth while strengthening relationships with advanced customers. As part of this effort, we will deepen collaborations with semiconductor research institutions, engage in activities to plant the seeds

for technologies that will flourish a decade from now, promote talent exchange, and explore collaborations with industry peers. In parallel with development activities aimed at securing new processes, we will also work to expand the adoption of already-secured processes among customers worldwide. By doing so, we aim to further increase our market share in the semiconductor PVD equipment market, which remains a key focus of our business.

#### **Recognized Business Opportunities**

- Recovery of the Advanced Logic Market and the Start of 2nm Generation Investments by Major Manufacturers
- Increased Business Opportunities Due to the Growing Importance of Advanced Packaging
- 3. Stable Investment in Mature Generation Logic Products

#### Anticipated Risks

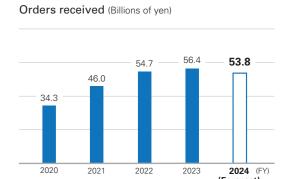
- Backlash from Overinvestment in the DRAM Market and Delays in Investment Recovery in the Advanced Logic Market
- 2. Expansion of Export Restrictions Stemming from
- 3. Suppression of Capital Investment Due to Economic Stagnation in China, as well as DRAM Regulations and a Slowdown in Semiconductor Investments
- 4. Deteriorating Performance of Certain Companies

## Strategies for Risk Mitigation and Opportunity Maximization

- Selection and focus of development that captures market needs, and appropriate allocation of development resources after assessing the feasibility and direction of new technologies.
- 2. Effective utilization of assets through standardization and commonalization of specifications. Improvement of production efficiency through consolidation of production bases. Manufacturing reform aimed at improving profit margins. Efficient business operations through the consolidation of production bases.
- Global deployment of existing products while proposing new products to key customers to secure new projects.
- 4. Strengthen technical capabilities for installation and customer support. Accumulate manufacturing technology enabling advanced technologies.
- 5. Strengthening Response to the U.S. Market

# Vacuum Equipment Business 2 Electronic Device Production Equipment

The electronic device market, which supports the realization of a smart society and the transition to clean energy, is expected to experience technological innovation and increased production. The proliferation of IoT, 5G, and next-generation data centers is driving greater demand for high-speed, high-capacity data communication. To provide manufacturing equipment that can be utilized globally and in a timely manner for a wide range of applications such as MEMS, communication devices, and optoelectronic devices, we are focusing on research and development, as well as technological and production innovation.



#### Review of FY2023

In FY2023, the electronic device market saw strong demand related to EVs through the third quarter, with global expansion in investments for power devices. Investment activities were particularly active in China, where the strengthening of our local sales and technical support systems proved effective. As a result, we achieved record-high levels in both order received and sales revenue. While growth slowed from the fourth quarter onwards, signs of development investments related to the transition to 8-inch wafers emerged in China.

#### Medium- to Long-Term Market Environment Outlook

With the advancement of a smart society and the transition to clean energy, the demand for technological innovation and increased production of electronic devices continues to grow. In the short term, market growth is expected to slow due to stagnation in the EV market and investments in China. However, a resumption of investments is anticipated from FY2025 onward. Additionally, the proliferation of IoT, 5G, and nextgeneration data centers is driving increasing demand for high-speed, high-capacity data communication. Over the long term, photonics-electronics convergence technology is gaining attention as a critical technology for building the next-generation communication infrastructure.

#### Medium- to Long-Term Initiatives

Through these efforts, we aim to contribute to the advancement of electronic devices while achieving sustainable growth for our business. Mid-to-Long-Term Initiatives Specifically, we aim to strengthen our marketing framework and enhance our operational structure in Europe and U.S. markets. Furthermore, we will work on reinforcing our technological and sales capabilities while actively promoting external collaborations to increase our competitiveness. In addition, we will focus on cost reduction, revising business workflows, and enhancing our service framework to achieve efficient and highly customer-satisfying business operations. Through these efforts, we are committed to realizing sustainable growth.

#### **Recognized Business Opportunities**

- 1. The spread of EVs driven by the transition to clean energy
- 2. Expansion of demand in the electronic device market and technological advancements toward realizing a smart society
- **3.** Acquisition of new customers leveraging proven track records with major customers
- 4. Increasing demand for chiplet technology for integrating multiple functions into a single package

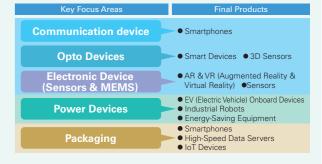
#### **Anticipated Risks**

- 1. Intensifying Competition with Rival Companies
- 2. Material Shortages Accompanying Increased Capital Investment
- 3. Expansion of Export Restrictions Stemming from Security Concerns
- 4. Slowdown in the Power Device Market Due to a Sluggish EV Market
- 5. Policy Changes in the Chinese Market

## Strategies for Risk Reduction and Maximization of Opportunities

- 1. Enhance the marketing infrastructure to develop devices that meet customer needs and differentiate technology
- 2. Promote the creation of innovation and co-creation to strengthen competitiveness
- 3. Improve productivity through the enhancement of manufacturing capabilities
- 4. Reconstruct and strengthen the global supply chain
- 5. Utilize global customer touchpoints to respond swiftly and flexibly to market fluctuations
- **6.** Monitor policy trends in the Chinese market to formulate appropriate strategies

#### **Key Focus Areas**



31 ULVAC VALUE REPORT 2024 32

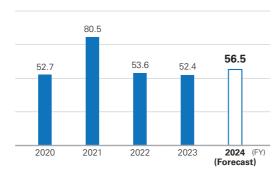
ULVAC's Vision

# Vacuum Equipment Business 3 Display & Energy-Related production equipment

Note: Starting from July 2024, the name has been changed from FPD (Flat Panel Display) Production Equipment.

Display devices are increasingly in demand as essential information infrastructure tools for facilitating communication. Additionally, the demand for high-efficiency energy devices, which contribute to stable energy supply and reduced environmental impact, is growing year by year. By providing manufacturing equipment and services that contribute to the coexistence of societal development and a sustainable global environment, we aim to enhance our business value and drive further growth.





#### **Review of FY2023**

In the display field, centered on televisions, panel manufacturers have generated significant profits, leading to a full-scale investment in 8th generation IT-oriented OLED panels. Investments have expanded on a scale that exceeds initial projections. ULVAC has been pushing forward with the development of equipment to accommodate the size increase from the 6th generation to the 8th generation in the IT-oriented OLED panel market, aiming to achieve the number one market share in sputtering systems. Moreover, we are addressing the challenges associated with longevity and high brightness in IT-oriented OLED panels, which affect costs, by engaging in new technological development. In the energy sector, a roll-to-roll dual-side deposition system that contributes to the miniaturization, increased capacity, and improved safety of EV batteries has commenced operation.

In the energy sector, We began operations of a large scale evaporation roll-to-roll equipment that contributes to the miniaturization, increased capacity, and enhanced safety of EV batteries. Additionally, we are advancing the development of new equipment aimed at improving battery material efficiency by replacing copper foil anode current collectors with copper-deposited resin films. Furthermore, we are advancing the development of new equipment that replaces the copper foil in battery anodes with copper-deposited resin film, aiming to enhance the efficiency of battery materials.

#### Medium- to Long-Term Market Environment Outlook

In the display sector, in addition to the full-scale introduction of 8th generation IT-oriented OLED panels from last fiscal year, an increase in new capital investments is expected to meet the demand for automotive applications and larger displays. Furthermore, with the advancement of information infrastructure, the promotion of electric vehicles (EVs), and the expansion of generative Al utilization, the display demand centered on IT panels is predicted to remain robust. By providing sputtering equipment for IT-oriented OLED panels (G8.7) and transparent electrode sputtering equipment for touch sensors, we aim to expand our market share.

In the EV battery market, while the application of vacuum technology is expected to achieve miniaturization, increased capacity, and enhanced safety, the adoption of next-generation batteries in vehicles tends to be delayed. However, battery manufacturers are progressing with mass production prototyping and strengthening of production systems, and a full-scale investment is expected in the mid to long term. Particularly, productivity improvements through the widening of aluminum double-sided vapordeposited film widths and the development of equipment for replacing anode current collectors with copper will be key differentiators.

#### Medium- to Long-Term Initiatives

In the EV battery market, we are developing equipment that contributes to improving customer productivity by establishing mass production technology for simultaneous, high-speed deposition on both sides. In particular, we are strengthening the development of equipment that supports increased film width and copper deposition technology for anode current collectors. Furthermore, aiming to expand the applications of vacuum technology, we are advancing the development of new material deposition technologies based on the vacuum deposition technology for metallic lithium used in EV batteries, which was adopted under the Green Innovation Fund Project led by the Ministry of Economy, Trade and Industry (METI) and NEDO. This effort seeks to achieve further differentiation in the market. We will further accelerate technological development in preparation for full-scale investment in new current collector materials from 2026 onwards.

#### **Recognized Business Opportunities**

- 1. The trend toward larger and higher-resolution display substrates to support the OLED transition in IT panels.
- **2.**The growing global adoption of EVs driving increased demand for lithium-ion batteries.
- **3.** The accelerated adoption of vacuum technology aimed at improving EV battery performance, including enhanced safety measures.

#### Anticipated Risks

- Delayed investments or project cancellations in the display sector due to a worsening supply-demand balance.
- 2. Postponement of investments or project cancellations caused by economic stagnation within China.
- 3. Intensified competition in the EV battery market due to the entry of competing manufacturers.
- 4. Restrictions on handling and supply chain disruptions resulting from the strategic positioning of batteries as critical materials due to international geopolitical conditions.

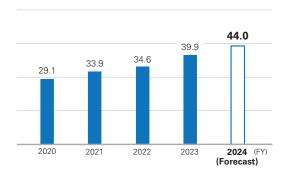
## Strategies for Risk Mitigation and Maximizing Opportunities

- Strengthening marketing and product planning capabilities to address next-generation technologies beyond FPD (Flat Panel Display).
- 2. Co-creating advanced technologies with leading companies and research institutions.
- **3.** Transitioning to standardized and modular designs to improve production efficiency.
- 4. Reconstructing and enhancing the framework of the global supply chain.

## Vacuum Equipment Business 4 Components

Aiming to become a global leader in vacuum and cryogenic technology solutions, we provide high-value-added products such as vacuum pumps, vacuum gauges, helium leak detectors, power supplies for various deposition systems, and cryogenic equipment. Through proactive development investments and collaboration with external partners, we strive to create outstanding products and services while maximizing customer satisfaction.

#### Orders received (Billions of yen)



#### Review of FY2023

Investment in the mass production of OLEDs for IT panels gained momentum, leading to a significant increase in sales of related products such as cryopumps and valves. In addition to traditional automotive parts and home appliances, the increased capital investment in EV lithium-ion batteries boosted sales of leak testing equipment, achieving steady growth, particularly in the Chinese market. By accurately identifying and responding to demand trends, the Components business as a whole achieved orders and sales exceeding the previous year. Furthermore, production technology improvement initiatives took root, advancing the development of an efficient production system with controlled fixed costs.

Medium- to Long-Term Market Environment Outlook Semiconductors, electronic devices, optical films, displays, EV batteries, and general industries are recognized as markets expected to grow in the medium-to-long-term.

With the growth of our key customers—manufacturers of vacuum deposition equipment—demand for DC power supplies and dry pumps for equipment installation is also expected to increase steadily. On the other hand, while the temporary slowdown in EV adoption has delayed demand for related equipment, the trend toward electrification is expected to persist in the medium-tolong-term. Additionally, rising demand for Al servers. cooling systems for EVs and hybrids, and the resurgence of OLED investments are anticipated to provide further tailwinds. Furthermore, China's silicon wafer market is exhibiting a trend of increasing supply, not only for PV applications but also for semiconductor use. As a result, demand for MCZ (Monocrystalline Pulling Equipment) is expected to grow. In the medical field, demand for 4K cryocoolers for MRI applications continues to rise steadily.

#### Medium- to Long-Term Initiatives

We have positioned DC power supplies, helium leak detectors, dry pumps, and cryogenic refrigerators as strategic products. Leveraging new product development and core technologies, we are actively pursuing market entry and business expansion. In particular, we will

strengthen external collaborations to accelerate market entry while focusing on expanding our product lineup for semiconductors and electronic devices and growing our business in Europe and North America. Additionally, to enhance product quality and improve production efficiency, we will advance production technologies and optimize production systems at all locations, while also driving the digital transformation (DX) of production processes.

#### Recognized Business Opportunities

- A business environment that allows for leveraging synergies with the equipment business in sectors such as semiconductors, electronic devices, and displays.
- Robust market conditions in areas such as semiconductors, electronic devices, optical films, IT panels, and EV batteries.
- Growth of the measurement equipment market driven by the increasing adoption of EVs.
- 4. Business growth opportunities in European, U.S., and Chinese markets, as well as the home appliance market.

#### **Anticipated Risks**

- 1. The emergence of late-entry, low-cost manufacturers improving their product quality.
- 2. Delays in the development of strategic products.
- 3. Slow progress in external collaborations.
- **4.** Rising raw material procurement costs and delays in passing these costs onto sales prices.
- 5. Increased burden of capital and development investments.

#### Strategies for Risk Mitigation and Maximizing Opportunities

- 1. Releasing differentiated products through collaboration
- Focusing development resources on strategic products
- 3. Improvement of production technology at all manufacturing sites, and promotion of systematization of production processes
- 4. Establishing sales and service networks in new markets

#### What are Components?

We supply vacuum pumps, vacuum gauges, vacuum valves, helium leak detectors, gas analysis equipment, and power supplies for deposition to vacuum equipment manufacturers and machinery manufacturers.







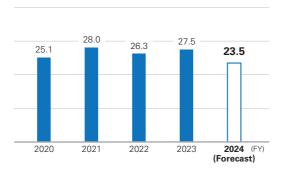
33 ULVAC VALUE REPORT 2024 34

ULVAC's Vision

## Vacuum Equipment Business 5 **Industrial Equipment**

In this business, we contribute to society by reducing environmental impact and fostering health and happiness. We globally provide vacuum heat treatment furnaces for brazing used in heat exchanger manufacturing and vacuum melting furnaces for magnet materials used in EV motors, with a particular focus on China. Additionally, we are working to expand the sales of vacuum freeze-drying equipment, primarily in Japan, for use in pharmaceuticals and other applications.

#### Orders received (Billions of yen)



#### Review of FY2023

We further promoted the expansion of vacuum heat treatment furnaces in the global market, leveraging the mass production system established at our China base. By optimizing production efficiency and focusing on customer-centric sales activities, particularly in the growth market of China, we achieved an increase in order volume. Meanwhile, for vacuum freeze-drying equipment, projects postponed in fiscal year 2022 were concentrated in fiscal year 2023, resulting in order received significantly exceeding our plan.

#### Medium- to Long-Term Market Environment Outlook

With the global advancement of carbon neutrality policies, demand for manufacturing equipment related to renewable energy—such as EVs, wind power generation, and energy storage—is expected to continue increasing steadily in the future. In the medical field, demand for vacuum freeze-drying equipment for biopharmaceuticals, such as injectable drugs, is expected to grow. On the other hand, following the COVID-19 pandemic, while domestic companies are aiming to strengthen their production systems with a view toward overseas expansion, the demand in the diagnostic drug sector has recently plateaued, leading to the postponement or cancellation of some projects and a more cautious approach in this area.

#### Medium- to Long-Term Initiatives

For vacuum heat treatment furnaces, we aim to expand orders in the global market while pursuing further improvements in safety and quality. On the other hand, for vacuum freeze-drying equipment, we are making continuous improvements to meet the diverse needs of our customers while striving to enhance quality to comply with strict industry standards. Additionally, we are focusing on technology development through industry-academia

collaboration. Together with Osaka University, we are advancing the development of vacuum freeze-drying storage technology for red blood cells. Furthermore, we are participating in Meijo University's efforts to develop dry powder inhalers, working toward the realization of innovative technologies in the medical field.

#### **Recognized Business Opportunities**

- 1. Growing demand for heat exchangers for cooling automotive electronic components, such as EVs.
- 2. Increasing demand for heat exchangers for data center cooling.
- 3. Growing demand for high-performance magnets.
- 4. Growing demand for freeze-drying technology for pharmaceuticals.
- 5. Enhanced competitiveness in overseas markets due to strengthened global production systems.

#### Anticipated risks

- **1.** Expansion of export regulations due to security concerns.
- 2. Shift of domestic pharmaceutical companies' production and sales to overseas markets.
- 3. Revision of investment plans by companies due to the global decline in magnet distribution prices.

### **Risk Mitigation and Opportunity Maximization**

- 1. Improvement of vacuum heat treatment furnace performance for magnets and promotion of joint development with key customers.
- 2. Compliance with overseas standards for lyophilizers and enhancement of quality.
- 3. Diversification of raw material suppliers to reduce cost risks



Batch-type vacuum heat Vacuum Brazing Furnace



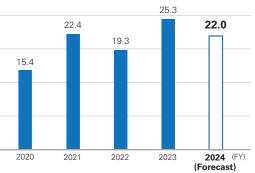
Lyophilizer

### Vacuum Application Business 1 Material

About ULVAC

The products of this business are indispensable for the manufacturing of various applications such as semiconductors and electronic devices, displays, and others that support a smart society. We will stably supply high-performance, high-quality materials such as sputtering targets and functional materials globally, as a reliable partner to our customers.

#### Orders received (Billions of yen)



#### Review of FY2023

In the growing semiconductor market, particularly in the logic and memory sectors, utilization rates have recovered, and the expanding demand for Al-related products has supported our performance. Products utilizing our powder metallurgy technology have been recognized for their technological superiority, leading to an increase in orders. W/WSi products have been evaluated by major memory manufacturers, and mass production is progressing. Additionally, in the display market, the increased production of OLEDs has contributed to sales, and demand for IGZO-based products is also on the rise. Furthermore, we have advanced efforts such as consolidating the functions of our manufacturing bases, transferring production to overseas group companies, and improving layouts, thereby establishing an efficient production system.

#### Medium- to Long-Term Market Environment Outlook In the semiconductor sector, the expanding demand for generative Al-related products is expected to continue

driving growth. In addition to AlCu, Ti, W, and WSi target products for semiconductor manufacturers, the demand for MoSi targets for masks used in advanced processes is also anticipated to increase. Meanwhile, in the display market, while the utilization rates of OLED production lines remains strong, the operating rate of LCD production lines is showing a downward trend. The main investments are focused on the G8.6 large OLED production lines, and we are set to begin supplying targets for rotary-type equipment. With the recovery in the utilization rates across the display industry and the progress of new investments in OLED, the sales volume of targets is showing an upward trend. We continue to maintain high quality and the No. 1 market share in Metal targets.

#### Medium- to Long-Term Initiatives

In this business, we will continue to supply highvalue-added materials, such as sputtering targets and functional materials, as a partner to our customers. In particular, for semiconductor device manufacturers, we anticipate the expansion of mass production lines for W/WSi products and the growing demand for MoSi products for high-precision masks, which are essential in advanced processes. In addition, we will strengthen the pre-development of materials in collaboration with the equipment business, aiming to differentiate ourselves in terms of technology, cost, and quality, while striving to improve customer satisfaction. Furthermore, through the review of our site functions, we will focus on optimizing factory equipment and human resources, updating

equipment, and advancing digitalization and semiautomation in production to enhance our manufacturing capabilities. Additionally, we aim to increase the recognition of ULVAC targets and expand our market share based on the evaluation and mass production at leading semiconductor manufacturers.

#### **Recognized Business Opportunities**

- 1. Recovery of semiconductor investments and customer factory utilization rates, along with increased demand for high-precision masks for advanced semiconductors
- 2. Continued investment in electronic device-related
- 3. Expansion in demand for IGZO-based displays.

#### **Anticipated risks**

- 1. Intensified price competition with competitors.
- 2. Delays in development and mass production
- 3. Instability in raw material supply and price increases.

### **Risk Mitigation and Opportunity Maximization**

- 1. Expansion of sputtering target products for semiconductors and semiconductor masks using core powder metallurgy technologies.
- 2. Securing profits through improvements in production technology, production efficiency, optimization of production bases, and quality enhancement.
- 3. Diversification and stabilization of raw material procurement, and promotion of recycling.

35 ULVAC VALUE REPORT 2024 ULVAC VALUE REPORT 2024 36

### Surface Analysis Business

Surface analysis is a technology that reveals the chemical structure of extremely shallow regions of solid surfaces and is an indispensable method for the research and development of new materials as well as quality control. The target material fields and markets are diverse, and its applications are expanding not only in university and corporate research laboratories but also in daily operations such as product inspection. In this business, we will globally expand advanced surface analysis equipment and services that meet customer needs.

#### Review of FY2023

In FY2023, the market size decreased due to the temporary contraction of the Chinese market. However, in this business, by introducing the new mass spectrometer nanoTOF 3+ with improved mass resolution and strengthening sales to key semiconductor customers, we achieved results that exceeded the planned sales target. Additionally, we are accelerating our efforts toward growth, such as establishing a new company in Nanjing, China, and strengthening our sales base in Europe and India. We will continue to monitor market trends and work on establishing a solid foundation for medium- to long-term growth.

#### Medium- to Long-Term Market Environment Outlook and Initiatives

In this business, we are working to strengthen our competitiveness in the global market and build a sustainable growth foundation. Specifically, we aim to expand our global market share through further strengthening of marketing, utilizing software solutions for product development, and launching new products. In the growing Chinese and emerging markets, we are promoting the provision of new products tailored to regional needs and strengthening our sales structure. Additionally, we are advancing our entry into the semiconductor market and working on building a foundation for next-generation business growth.



Multi-Function Scanning X-ray Photoelectron Spectrometer

### Manufacturing and Sales of Mask Blanks for Semiconductors and FPD

Mask blanks are essential components for the fabrication of electronic circuits in semiconductors and FPDs, which are used in fields such as smartphones, displays, IoT, automotive, and communications. The demand for these components tends to increase, especially as devices evolve. To effectively capture the wave of market growth, we will respond to the needs of our customers.

#### **Review of FY2023**

The display market showed a recovery trend starting from the fourth quarter of fiscal year 2023, driven by a recovery from temporary inventory adjustments by panel manufacturers and the full-scale investment in IT OLED panels. The semiconductor market experienced growth that exceeded expectations, fueled by the expanding demand for generative AI and investments in legacy technologies, particularly in China.

#### Medium- to Long-Term Market Environment Outlook and Initiatives

In this business, based on our medium-term management plan, we aim for growth that exceeds the market growth rate by 30%. In the semiconductor sector, we will focus on maximizing the value of existing products, enhancing quality, and strengthening our delivery system to meet customer needs. Additionally, we will accelerate the development of high-value-added products to further strengthen our revenue base. In the FPD sector, we will promote the development of products for high-definition OLEDs, which are expected to see market activation, and aim to expand our market share. Furthermore, we will actively work on strengthening the production system that supports growth markets and creating new businesses.



Large Mask Blanks



Mask Blanks for Ultra-LSI

Strengthening

Product

Planning

Capabilities

**Improving** 

Productivity

Manufacturing

Capabilities

Strengthening Information System Infrastructure

Enhancing

Strategic

Procuremen<sup>3</sup>

Capabilities

Expanding

Planned

Production

# Manufacturing and Customer Support that Supports Business

ULVAC's Vision

## Strengthening Manufacturing Capabilities

#### **Strengthening Product Planning Capabilities**

About ULVAC

At ULVAC, we are enhancing the collaboration across various business processes (development, sales, technical design, procurement, manufacturing, etc.), further promoting product modularization and standardization, and working to strengthen our product planning capabilities.

#### **Enhancing Strategic Procurement Capabilities**

We are strengthening our collaboration with key suppliers and further enhancing our strategic purchasing power to support planned production of products.

#### **Improving Productivity**

We are advancing production at the most optimal locations for each product and working on further improving productivity by flexibly reallocating management resources across different businesses within ULVAC.

#### **Expanding Planned Production**

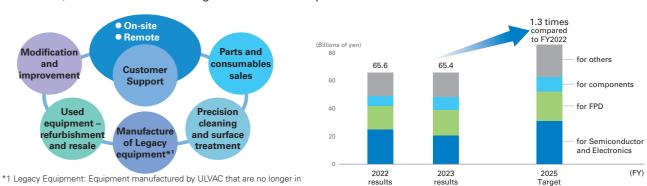
We are expanding planned production for semiconductor, power device, battery equipment, and other areas, while continuing to work on reducing lead times.

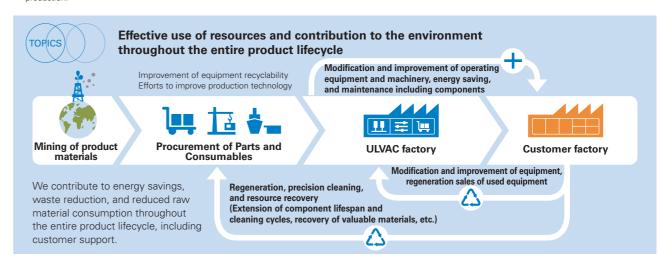
#### Strengthening Information System Infrastructure

To further promote efficient production, we are reviewing business processes and advancing digitalization through the implementation of various information systems, aiming to achieve further improvements in productivity.

## Customer Support

We view providing comprehensive coverage across the product lifecycle as a business opportunity within ULVAC. By strengthening the support system in regions where ULVAC should particularly focus, as well as driving business by proactively proposing improvements and enhancements to existing equipment for customers, we aim to further strengthen ULVAC's comprehensive services.





37 ULVAC VALUE REPORT 2024 38