

Financial Overview FY2021

FUJIMI INCORPORATED

TSE Code: 5384

19 May 2021



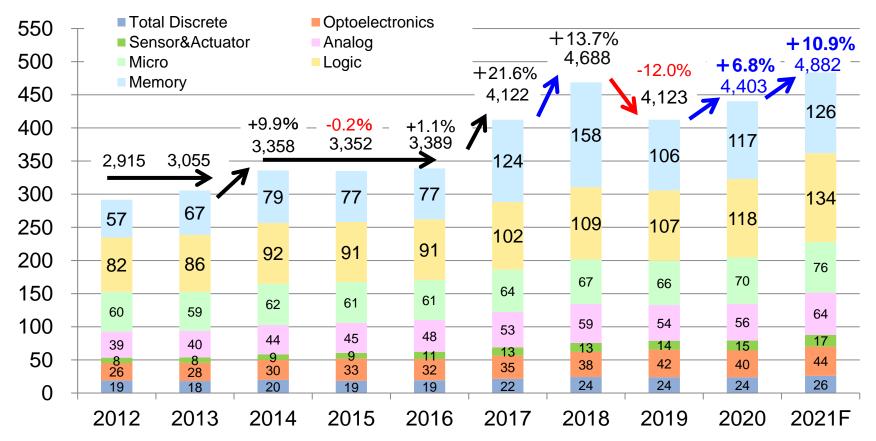
Market Overview

World Semiconductor Market: Annual Trend by Application



- According to WSTS, the market was up by 6.8% in 2020 due to 5G smartphone increase and the strong demand for semiconductors with lifestyle changes. (Additionally, the semiconductor inventory levels have increased due to concerns over the intensified US-China trade friction.)
- In 2021, although the impact of the novel coronavirus (COVID-19) is still uncertain, the market is expected to grow by 10.9% due to the accelerated digitalization of society.

\$ Billion

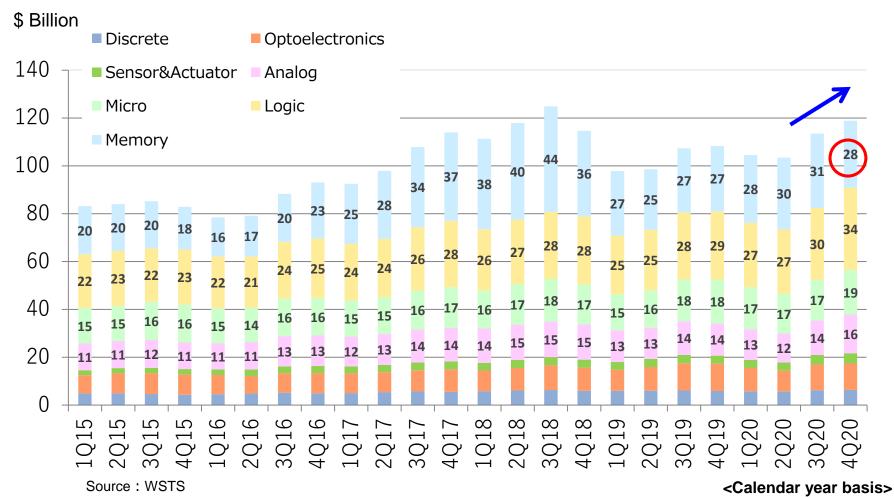


Source: WSTS, Result: 17 Mar 2021, Forecast: 1 Dec 2020

World Semiconductor Market: Quarter Trend by Application



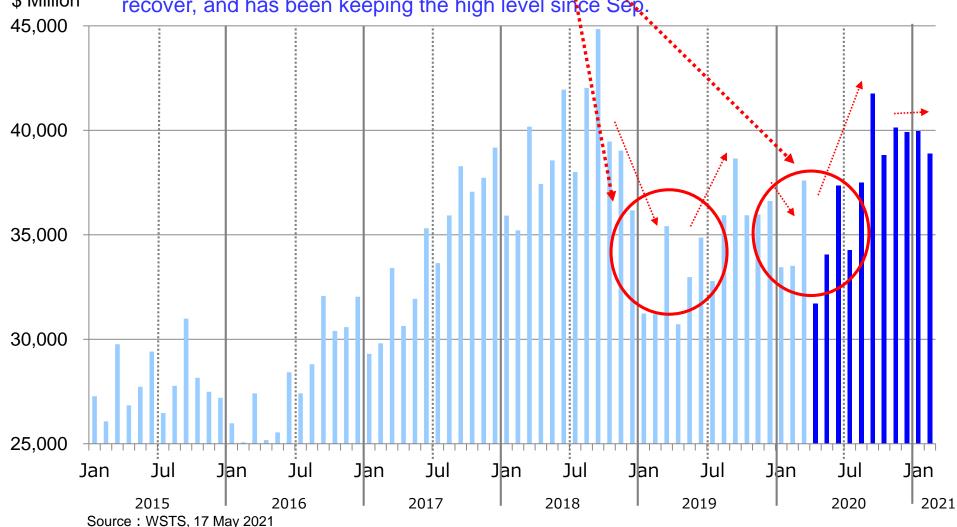
- Since 3Q20, the market has been recovering.
- In 4Q20, a pause was seen in the memory market for data centers.



World Semiconductor Market: Monthly Trend until Feb 2021



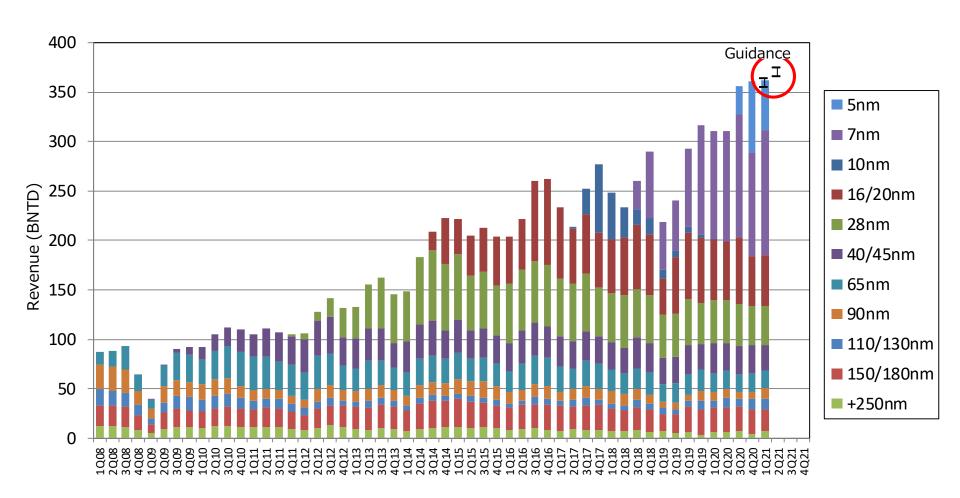
- In 2019, after a market downturn from Jan to Jul due to a reaction of the data center boom, the market recovered mainly in North America and China.
- In 2020, the market dropped from Jan due to COVID-19, but bottomed out in Apr and started to recover, and has been keeping the high level since Sep.



TSMC's Revenue: Jan - Mar 2021



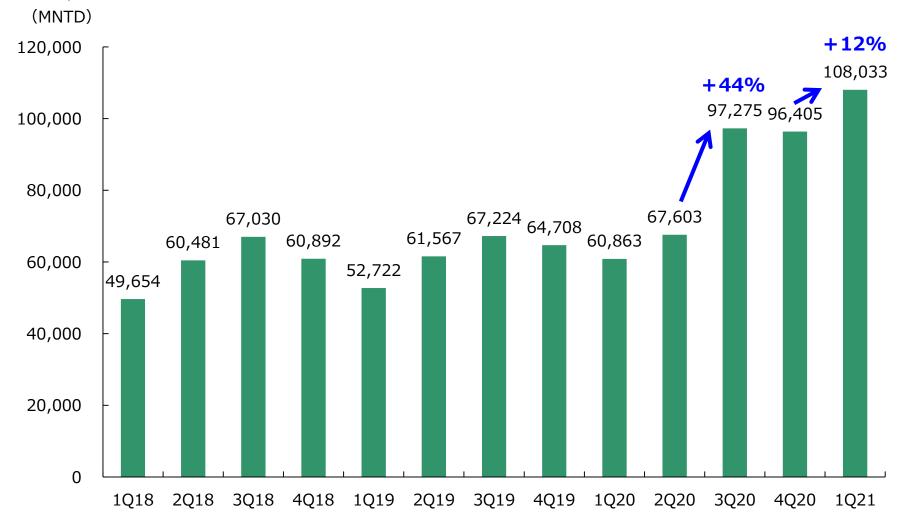
- 1Q21, the revenue hits a record high.
- 2Q21, the revenue is expected to reach a record high.
- Up in 7nm node and down in 5nm node



MediaTek's revenue: Jan - Mar 2021



- The revenue is up by 44% QoQ in 3Q20 and up by 12% QoQ in 1Q21.
- The revenue in 2021 is expected to grow by 40% YoY due to the firm demand of Chinese smartphones.



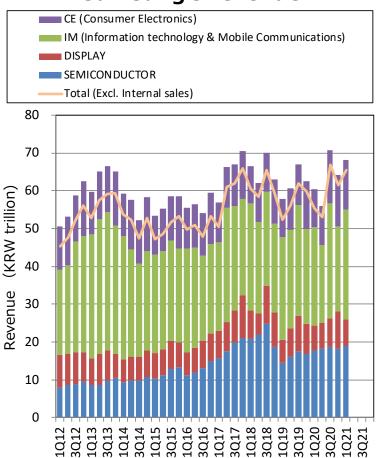
Source: The graph is created by Fujimi with MediaTek's public information.

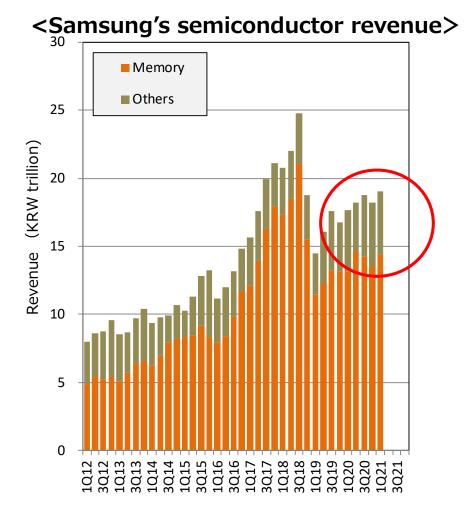
Samsung's Revenue: Jan - Mar 2021



- Semiconductor revenue had a pause in 4Q20, but is up in 1Q21.
- DRAM revenue is good for PCs and mobiles.
- NAND revenue is good for data centers, PCs and mobiles.

<Samsung's revenue>





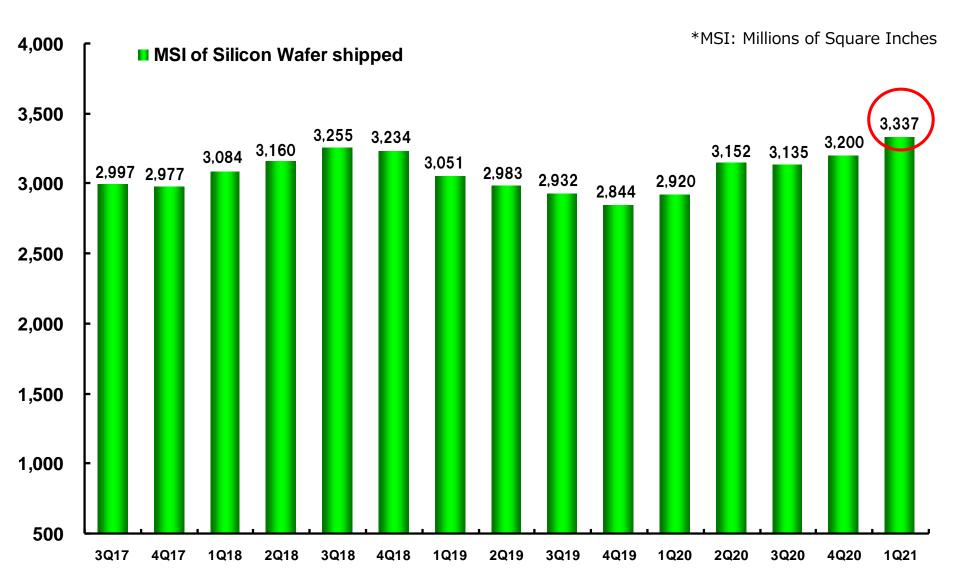
Source: Graphs are created by Fujimi with Samsung Electronics' public information.

<Calendar year basis>

Worldwide Silicon Wafer Area Shipment : Quarterly



Silicon wafer area shipment in 1Q21 hits a record high.



Source: SEMI, 3 May 2021

<Calendar year basis>

Market Summary: Apr 2020 - Mar 2021



Macro Environment

- Stay-at-home demand for data centers and PCs increased due to the spread of COVID-19.
- Supply chain risks increased due to the spread of COVID-19 and the intensified US-China trade friction.

Semiconductor Market

- Production of advanced logic devices, mainly for Chinese smartphones, continued at a high level to build inventory and mitigate supply chain risks.
- Production of advanced memory devices continued at a high level in 1H FY2021 due to firm demand for data centers and PCs fueled by stay-at-home and to build inventory and mitigate supply chain risks, but had a pause for data centers in 2H.
- Shipment of silicon wafer area increased due to firm demand for semiconductor, and to build inventory and mitigate supply chain risks.

Non-Semiconductor Market

 Markets of automobiles and industrial machineries bottomed out in 1H FY2021 and started to recover in 2H FY2021.



Financial Overview

Financial Results: FY2021



Millions of Yen	FY2020	FY2021						
		Original Forecast @May 2020	Revised Forecast @Nov 2020	Revised Forecast @Feb 2021		vs FY2020	vs Revised Forecast @Feb 2021	
Net Sales	38,408	-	39,500	41,000	41,956	+9.2%	+0.4%	
Operating Income Margin	6,007 15.6%	-	6,800 17.2%	7,350 17.9%	7,639 18.2%	+27.2% -	+2.2%	
Ordinary Income Margin	6,177 16.1%	-	6,850 17.3%	7,350 17.9%	7,709 18.4%	+24.8%	+3.0%	
Net Income Margin	4,270 11.1%	-	5,200 13.2%	5,500 13.4%	5,607 13.4%	+31.3%	+1.1%	

vs FY2020:

- Sales and income up due to strong demand for CMP products related to advanced semiconductor devices and products for silicon wafer.
- Operating income and ordinary income both hit record highs for two consecutive years.
- Net income hit a record high for three consecutive years.

Financial Results: 1H & 2H FY2021



Millions of Yen	FY	2020	FY2021							
	1H	2H	1H	vs 1H FY2020	vs 2H FY2020	2H	vs 2H FY2020	vs 1H FY2021		
Net Sales	18,884	19,523	20,427	+8.2%	+4.6%	21,529	+10.3%	+5.4%		
Operating Income Margin	2,863 15.2%	3,144 16.1%	3,718 18.2%	+29.9% -	+18.3% -	3,920 18.2%	+24.7%	+5.4% -		
Ordinary Income Margin	2,974 15.8%	3,202 16.4%	3,694 18.1%	+24.2%	+15.3%	4,015 18.7%	+25.4%	+8.7%		
Net Income Margin	2,212 11.7%	2,058 10.5%	2,855 14.0%	+29.1% -	+38.7%	2,752 12.8%	+33.8%	(3.6%)		

⁻ The second half financials are higher than the first half due to strong demand for products for silicon wafers. Meanwhile, CMP products revenue is almost same between the first half and the second half due to a pause of demand for memory devices in the second half.

Financial Forecast: FY2022



Millions of Yen	FY2020	FY2021	FY2022		
			Forecast	vs FY2021	
Net Sales	38,408	41,956	43,500	+3.7%	
Operating Income	6,007	7,639	8,500	+11.3%	
Margin	15.6%	18.2%	19.5%	-	
Ordinary Income	6,177	7,709	8,600	+11.5%	
Margin	16.1%	18.4%	19.8%	-	
Net Income	4,270	5,607	6,200	+10.6%	
Margin	11.1%	13.4%	14.3%	-	

- Sales and incomes are expected to be higher due to strong demand for CMP products related to advanced semiconductor devices and products for silicon wafer in the firm semiconductor market.
- Assumed exchange rate: JPY105/USD

Financial Forecast: 1H & 2H FY2022



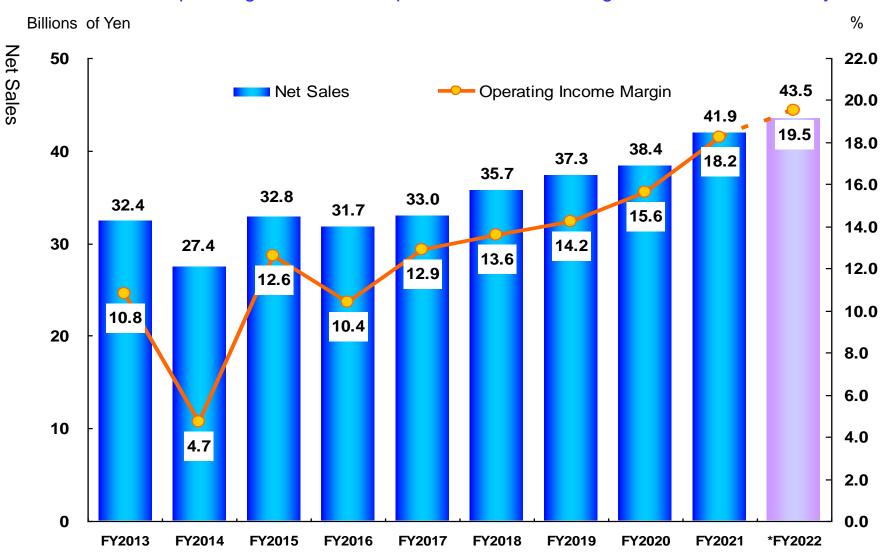
Millions of Yen	FY2	2021	FY2022						
	1H	2H	1H Forecast	vs 1H FY2021	vs 2H FY2021	2H Forecast	vs 2H FY2021	vs 1H FY2022	
Net Sales	20,427	21,529	21,000	+2.8%	(2.5%)	22,500	+4.5%	+7.1%	
Operating Income	3,718	3,920	3,800	+2.2%	(3.1%)	4,700	+19.9%	+23.7%	
Margin	18.2%	18.2%	18.1%	-	-	20.9%	-		
Ordinary Income	3,694	4,015	3,850	+4.2%	(4.1%)	4,750	+18.3%	+23.4%	
Margin	18.1%	18.7%	18.3%	-	-	21.1%	-		
Net Income	2,855	2,752	3,000	+5.1%	+9.0%	3,200	+16.2%	+6.7%	
Margin	14.0%	12.8%	14.3%	-	-	14.2%	-		

⁻ The second half sales is expected to be higher than the first half based on the assumption that demand for both semiconductor-related and non-semiconductor-related applications will increase in the second half due to the economy recovery after COVID-19.

Annual Trends in Net Sales and Operating Income Margin

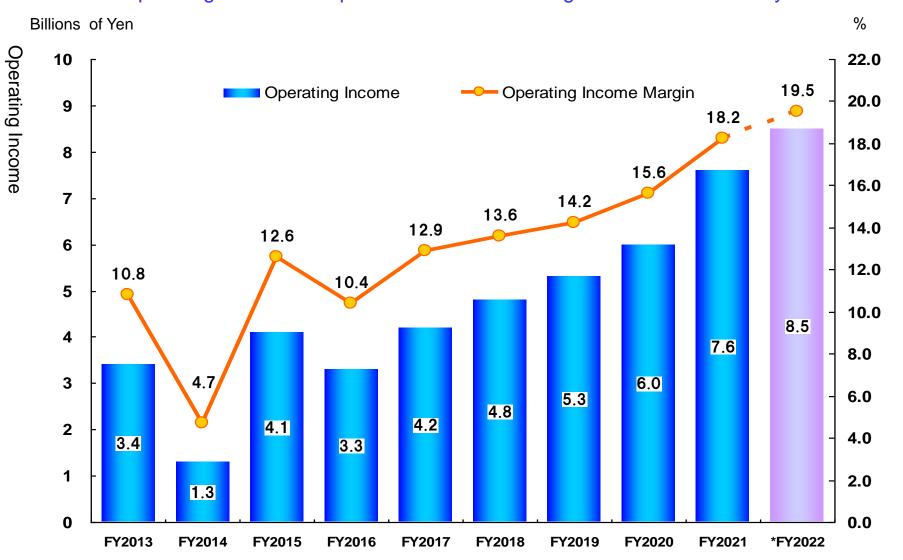


Sales and operating income are expected to hit record highs for six consecutive years.





Operating income is expected to hit a record high for six consecutive years.





Net Sales Breakdown by Application

Net Sales Breakdown: FY2021 Results



Millions of Yen	FY2020	FY2	2021
			vs FY2020
Silicon	13,118	14,472	+10.3%
- Lapping	3,838	4,604	+20.0%
- Polishing	9,006	9,621	+6.8%
- Cutting	273	245	(10.2%)
CMP	17,361	20,037	+15.4%
Hard Disk	2,164	1,705	(21.2%)
- for Aluminum Disk	1,961	1,668	(15.0%)
- for Glass Disk	203	36	(81.9%)
SM / TS*1	5,483	5,688	+3.7%
- GI*2; Abrasives	3,571	3,779	+5.8%
- GI ; Non-Abrasives	1,912	1,909	(0.2%)
Fujimi Brand Products Total	38,128	41,903	+9.9%
Others	279	52	(81.1%)
Net Sales	38,408	41,956	+9.2%

^{*1} SM / TS : Specialty Materials / Thermal Spray

^{*2} GI : General Industry

Net Sales Breakdown: 1H & 2H FY2021 Results



Millions of Yen	FY2	2020			FY20)21		
	1H	2H	1H	vs 1H FY2020	vs 2H FY2020	2H	vs 2H FY2020	vs 1H FY2021
Silicon	6,458	6,660	6,788	+5.1%	+1.9%	7,683	+15.4%	+13.2%
- Lapping	1,834	2,004	2,158	+17.7%	+7.7%	2,446	+22.0%	+13.3%
- Polishing	4,487	4,519	4,521	+0.8%	+0.0%	5,100	+12.9%	+12.8%
- Cutting	137	136	108	(20.4%)	(20.0%)	136	+0.2%	+25.3%
CMP	8,483	8,878	10,055	+18.5%	13.3%	9,982	+12.4%	(0.7%)
Hard Disk	1,094	1,070	938	(14.2%)	(12.4%)	766	(28.4%)	(18.3%)
- for Aluminum Disk	983	978	926	(5.7%)	(5.3%)	741	(24.2%)	(20.0%)
- for Glass Disk	111	92	11	(89.7%)	(87.6%)	25	(72.4%)	+122.9%
SM / TS*1	2,689	2,794	2,619	(2.6%)	(6.3%)	3,068	+9.8%	+17.1%
- GI*2; Abrasives	1,740	1,831	1,699	(2.3%)	(7.2%)	2,080	+13.6%	+22.4%
- GI ; Non-Abrasives	949	963	920	(3.0%)	(4.5%)	988	+2.6%	+7.4%
Fujimi Brand Products Total	18,724	19,404	20,401	+9.0%	+5.1%	21,501	+10.8%	+5.4%
Others	160	119	25	(84.1%)	(78.7%)	27	(77.1%)	+7.6%
Net Sales	18,884	19,524	20,427	+8.2%	+4.6%	21,529	+10.3%	+5.4%

^{*1} SM / TS : Specialty Materials / Thermal Spray

^{*2} GI : General Industry

Net Sales Breakdown: FY2022 Forecast



Millions of Yen	FY2020	FY2021	FY2	2022
			Forecast	vs FY2021
Silicon	13,118	14,472	15,150	+4.7%
- Lapping	3,838	4,604	4,650	+1.0%
- Polishing	9,006	9,621	10,300	+7.0%
- Cutting	273	245	200	(18.5%)
CMP	17,361	20,037	21,000	+4.8%
Hard Disk	2,164	1,705	1,700	(0.3%)
- for Aluminum Disk	1,961	1,668	1,650	(1.1%)
- for Glass Disk	203	36	50	+35.7%
SM / TS*1	5,483	5,688	5,600	(1.6%)
- GI*2; Abrasives	3,571	3,779	3,700	(2.1%)
- GI ; Non-Abrasives	1,912	1,909	1,900	(0.5%)
Fujimi Brand Products Total	38,128	41,903	43,450	+3.7%
Others	279	52	50	(5.5%)
Net Sales	38,408	41,956	43,500	+3.7%

^{*1} SM / TS : Specialty Materials / Thermal Spray

^{*2} GI : General Industry

Net Sales Breakdown: 1H & 2H FY2022 Forecast



Millions of Yen	FY2	2021			FY20)22		
	1H	2H	1H Forecast	vs 1H FY2021	vs 2H FY2021	2H Forecast	vs 2H FY2021	vs 1H FY2022
Silicon	6,788	7,683	7,500	+10.5%	(2.4%)	7,650	(0.4%)	+2.0%
- Lapping	2,158	2,446	2,300	+6.5%	(6.0%)	2,350	(3.9%)	+2.2%
- Polishing	4,521	5,100	5,100	+12.8%	+0.0%	5,200	+1.9%	+2.0%
- Cutting	108	136	100	(8.2%)	(26.7%)	100	(26.6%)	+0.2%
CMP	10,055	9,982	10,100	+0.4%	+1.2%	10,900	+9.2%	+7.9%
Hard Disk	938	766	775	(17.4%)	+1.1%	925	+20.6%	+19.4%
- for Aluminum Disk	926	741	750	(19.1%)	+1.1%	900	+21.4%	+20.0%
- for Glass Disk	11	25	25	+119.1%	(1.7%)	25	(0.5%)	+1.2%
SM / TS*1	2,619	3,068	2,600	(0.7%)	(15.3%)	3,000	(2.2%)	+15.4%
- GI*2; Abrasives	1,699	2,080	1,750	+3.0%	(15.9%)	1,950	(6.2%)	+11.5%
- GI ; Non-Abrasives	920	988	850	(7.6%)	(14.0%)	1,050	+6.2%	+23.5%
Fujimi Brand Products Total	20,401	21,501	20,975	+2.8%	(2.4%)	22,475	+4.5%	+7.2%
Others	25	27	25	(1.9%)	(8.8%)	25	(8.9%)	+0.0%
Net Sales	20,427	21,529	21,000	+2.8%	(2.5%)	22,500	+4.5%	+7.1%

^{*1} SM / TS : Specialty Materials / Thermal Spray

^{*2} GI: General Industry

Silicon Wafer Business



≪Full Year≫

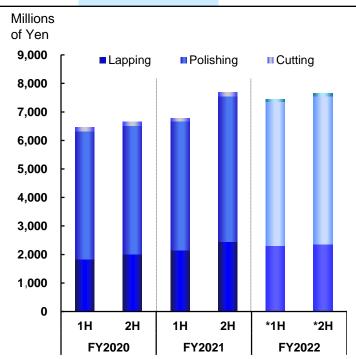
Millions of Yen	FY2020	FY2021		FY2	2022
	<u>-</u>		vs FY2020	Forecast	vs FY2021
Silicon	13,118	14,472	+10.3%	15,150	+4.7%
- Lapping	3,838	4,604	+20.0%	4,650	+1.0%
- Polishing	9,006	9,621	+6.8%	10,300	+7.0%
- Cutting	273	245	(10.2%)	200	(18.5%)

≪Half	Year≫
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Millions of	FY2020		FY20	FY2021			022
Yen -	1H	2H	1H	2H		1H Forecast	2H Forecast
Silicon	6,458	6,660	6,788	7,683		7,500	7,650
- Lapping	1,834	2,004	2,158	2,446		2,300	2,350
- Polishing	4,487	4,519	4,521	5,100		5,100	5,200
- Cutting	137	136	108	136		100	100

FY2021: Sales up due to high production levels in the semiconductor industry. Lapping was low in FY2020 due to the market slowdown of 6"and 8" silicon wafers, on the other hand, up by 20% in FY2021 due to the market recovery of automobiles and industrial machineries.

FY2022: Sales up based on the assumption that high production levels in the semiconductor industry will continue.



*Forecast

CMP Business



≪Full Year≫

Millions of Yen	FY2020	FY2021		FY2	2022
		vs FY2020		Forecast	vs FY2021
CMP	17,361	20,037	+15.4%	21,000	+4.8%

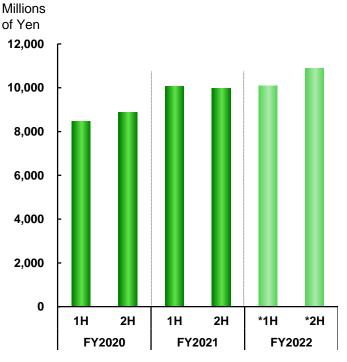
≪Half Year≫	« I	Half	Yea	r≫
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Millions of	FY2020		FY2	021	FY2022		
Yen —	1H	2H	1H	2H	1H Forecast	2H Forecast	
СМР	8,483	8,878	10,055	9,982	10,100	10,900	

FY2021: Sales up due to strong demand for advanced semiconductor devices.

FY2022: Sales up due to strong demand for advanced semiconductor devices based on the assumption that the semiconductor market will be good continuously.

Although sales in 1H FY2022 up slightly assuming the continuous inventory adjustment of memory devices, sales in 2H FY2022 up assuming the economy recovery after COVID-19 and 5G expansion.



*Forecast

Hard Disk Business



≪Full Year≫

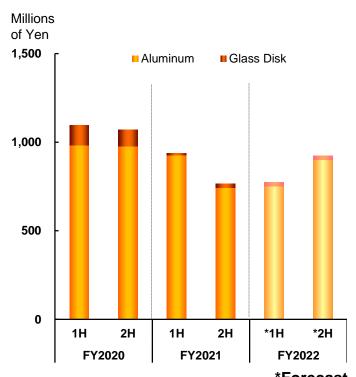
Millions of Yen	FY2020	FY2	2021	FY2022			
			vs FY2020	Forecast	vs FY2021		
Hard Disk	2,164	1,705	(21.2%)	1,700	(0.3%)		
- For Aluminum Disk	1,961	1,668	(15.0%)	1,650	(1.1%)		
- For Glass Disk	203	36	(81.9%)	50	+35.7%		



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Millions of Yen	FY2020		FY2	FY2021			022	
	1H	2H	1H	2H		1H Forecast	2H Forecast	
Hard Disk	1,094	1,070	938	766		775	925	
- For Aluminum Disk	983	978	926	741		750	900	
- For Glass Disk	111	92	11	25		25	25	

FY2021: Sales down due to market shrinkage and a customer's manufacturing process change.

FY2022: Sales is almost the same level as FY2021 assuming demand recovery for aluminum disk in 2H.



General Industry Business



≪Full Year≫

Millions of Yen	FY2020	FY2	2022		
	_		vs FY2020	Forecast	vs FY2021
SM / TS*1	5,483	5,688	+3.7%	5,600	(1.6%)
- GI*2; Abrasives	3,571	3,779	+5.8%	3,700	(2.1%)
- GI ; Non-Abrasives	1,912	1,909	(0.2%)	1,900	(0.5%)

^{*1} SM / TS : Specialty Materials / Thermal Spray

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Millions of Yen	FY2020		FY2	021	FY2022		
	1H	2H	1H	2H	1H Forecast	2H Forecast	
SM / TS	2,689	2,794	2,619	3,068	2,600	3,000	
- GI; Abrasives	1,740	1,831	1,699	2,080	1,750	1,950	
- GI; Non-Abrasives	949	963	920	988	850	1,050	

Abrasives

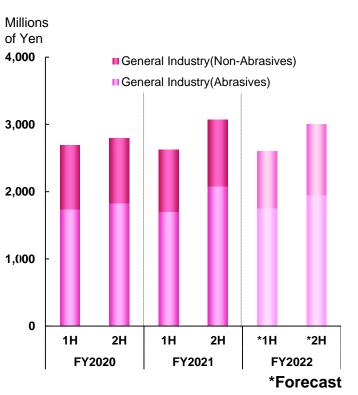
FY2021: Sales up due to demand recovery for automobiles and industrial

machineries in 2H.

FY2022: Sales is almost the same level as FY2021.

Non-Abrasives

FY2022: Sales is almost the same level as FY2021 assuming strong demand for SPE*3 offsetting weak demand for catalyst supports.

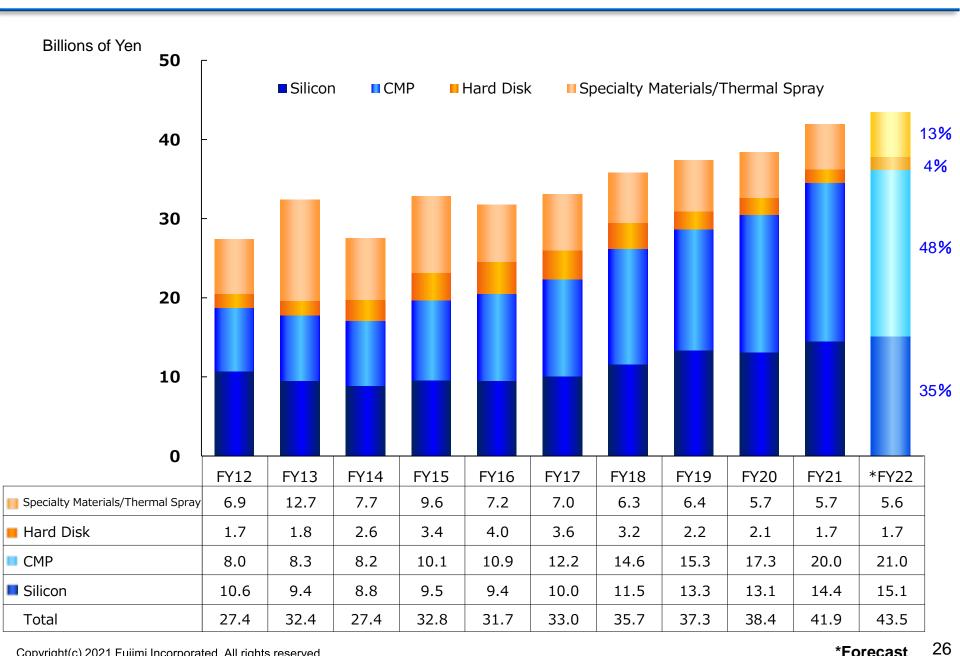


*3 SPE: Semiconductor Production Equipment

^{*2} GI: General Industry

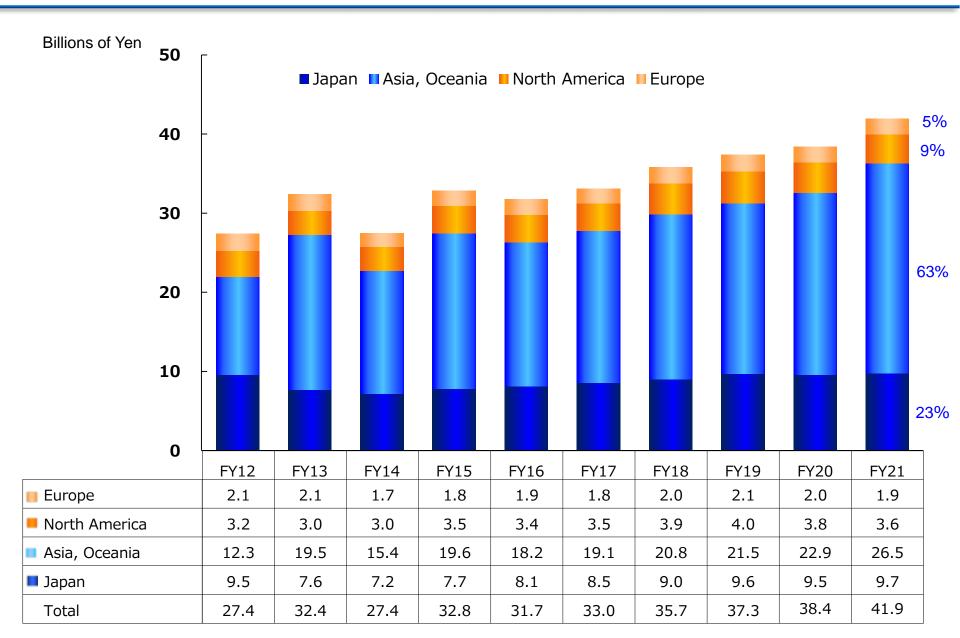
Net Sales Breakdown by Application





Net Sales Breakdown by Region





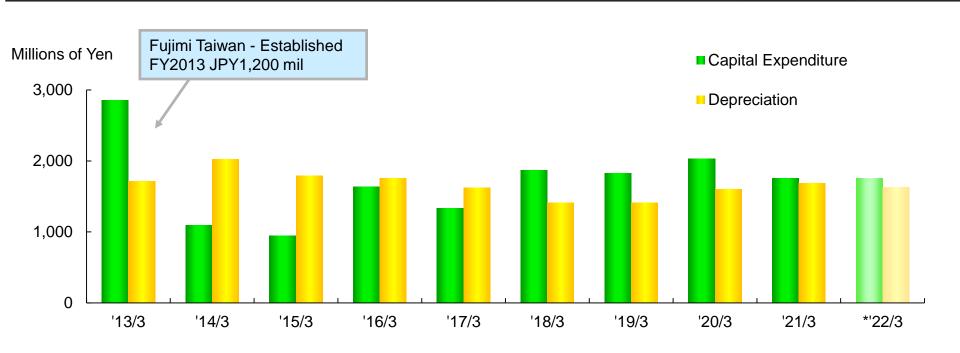


Capital Expenditure Depreciation R&D Expense

Capital Expenditure / Depreciation : FY2021 Results / FY2022 Forecast



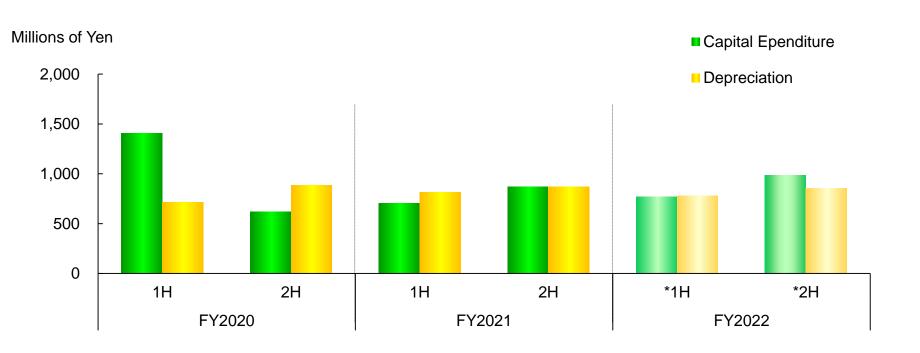
Millions of	FY2020		FY2	FY2022			
Yen		Forecast		vs FY2020	vs FY2021 Forecast	Forecast	vs FY2021
Capital Expenditure	2,030	2,100	1,574	(22.5%)	(25.0%)	1,800	+14.4%
Depreciation	1,598	1,700	1,687	+5.6%	(0.7%)	1,650	(2.2%)



Capital Expenditure / Depreciation : 1H & 2H FY2021 Results / 1H & 2H FY2022 Forecast



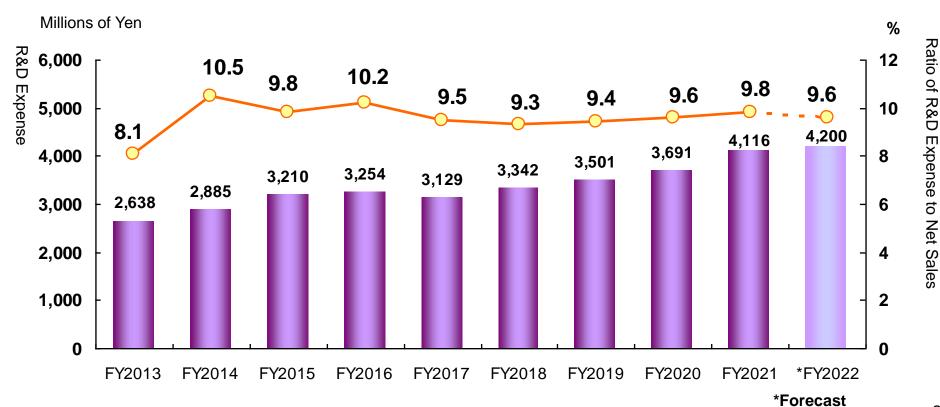
Millions of	FY20)20		FY2021				FY2022						
Yen	1H	2H	1H	2H	vs 2H FY2020	vs 1H FY2021	1H Forecast	vs 1H FY2021	vs 2H FY2021	2H Forecast	vs 2H FY2021	vs 1H FY2022		
Capital Expenditure	1,409	621	704	870	+40.1%	+23.6%	800	+13.6%	(8.0%)	1,000	+14.9%	+25.0%		
Depreciation	715	883	815	872	(1.2%)	+7.1%	800	(1.8%)	(8.4%)	850	(2.6%)	+6.3%		



R&D Expense: FY2021 Results / FY2022 Forecast



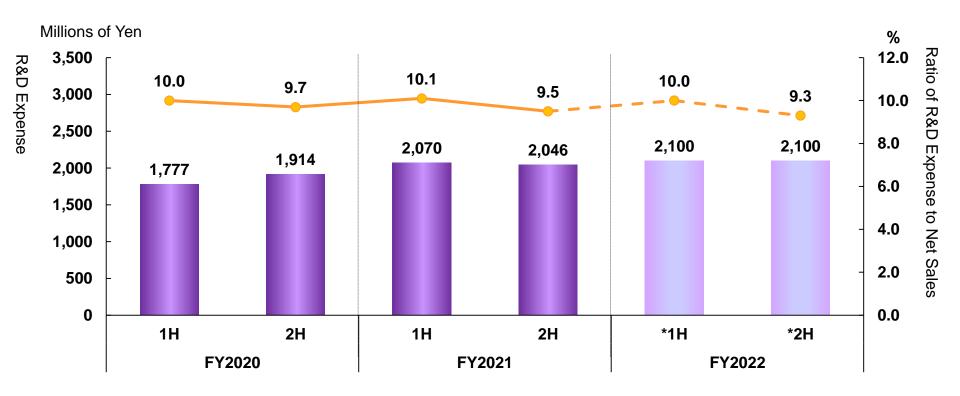
Millions of	FY2020		FY2	2021		FY2022		
Yen		Forecast		vs FY2020	vs FY2021 Forecast	Forecast	vs FY2021	
R&D Expense	3,691	4,000	4,116	+11.5%	+2.9%	4,200	+2.0%	



R&D Expense: 1H & 2H FY2021 Results / 1H & 2H FY2022 Forecast



Millions of						FY2022						
Yen	1H	2H	1H	2H	vs 2H FY2020	vs 1H FY2021	1H Forecast	vs 1H FY2021	vs 2H FY2021	2H Forecast	vs 2H FY2021	vs 1H FY2022
R&D Expense	1,777	1,914	2,070	2,046	+6.9%	(1.1%)	2,100	+1.4%	+2.6%	2,100	+2.6%	+0.0%

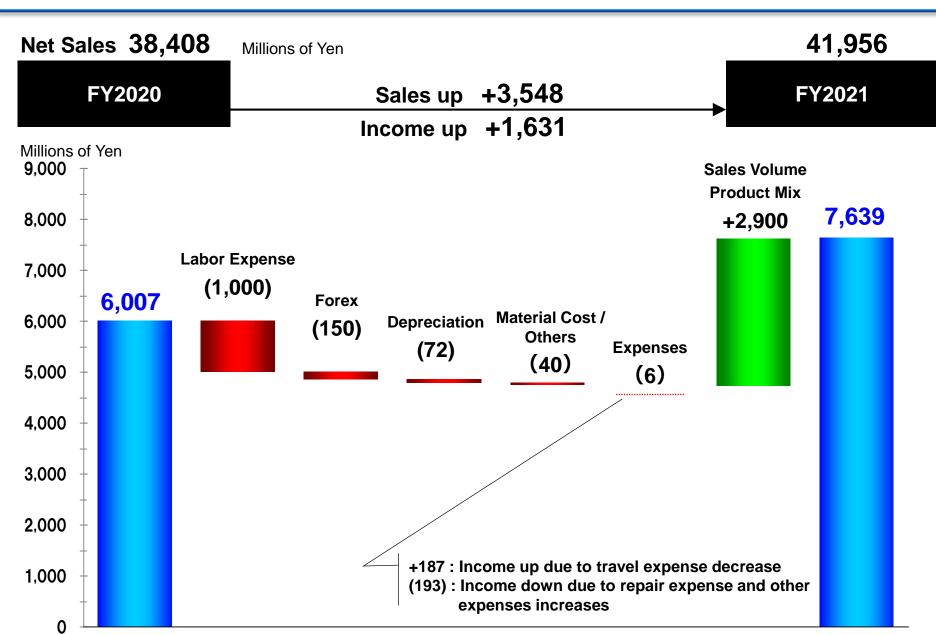




Operating Income Analysis

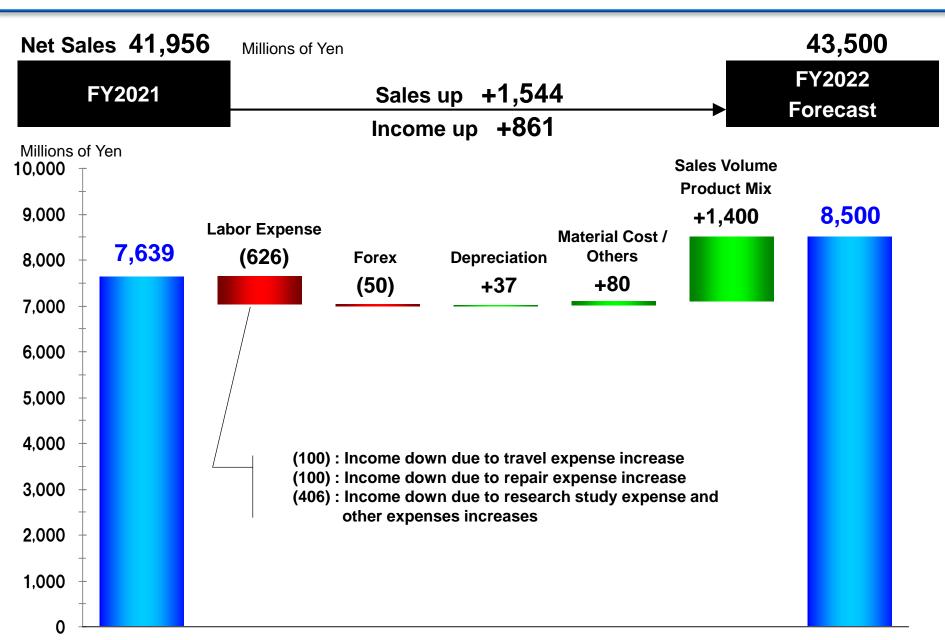
Operating Income Analysis: FY2021 vs FY2020





Operating Income Analysis: FY2022 Forecast vs FY2021







Shareholder Returns

Shareholder Returns



- Profit Distribution Policy
 - 1. Payout ratio: 50% or higher
 - 2. Continuous and stable distribution

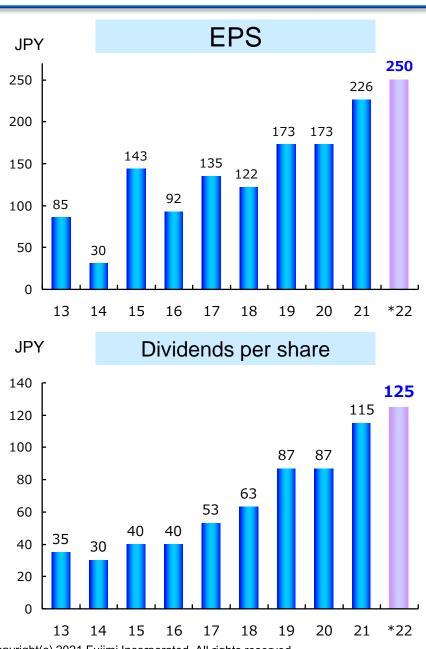
- Dividends per share

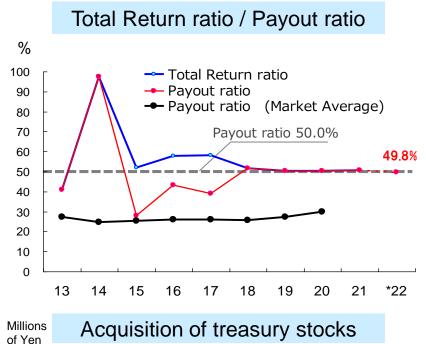
Payout ratio is over 50% for three consecutive years.

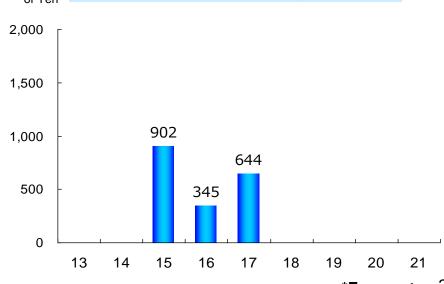
	FY20)19/3	FY20)20/3	FY2021/3	
	Forecast 11 May 2018	Actual 10 May 2019	Forecast 10 May 2019	Actual 13 May 2020	Forecast 4 Nov 2020	Actual 12 May 2021
Interim dividend	JPY40	JPY40	JPY40	JPY40	JPY50	JPY50
Year-end dividend	JPY40	JPY47	JPY40	JPY47	JPY50	JPY65
Total dividend	JPY80	JPY87	JPY80	JPY87	JPY100	JPY115
Payout ratio	50.6%	50.3%	54.9%	50.3%	47.5%	50.7%

Shareholder Returns



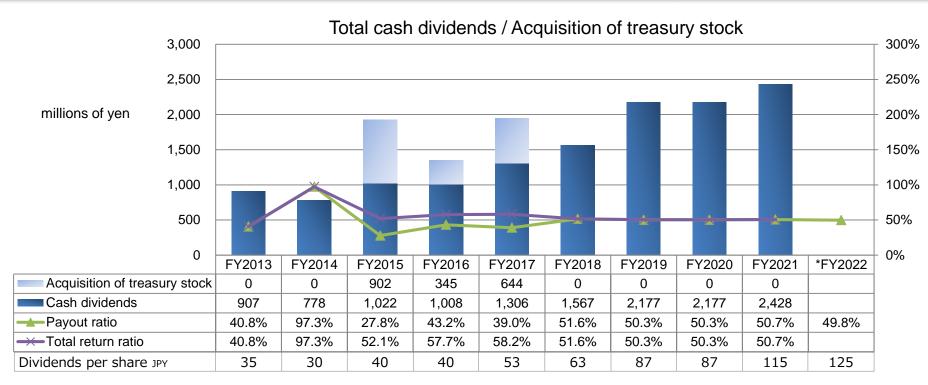




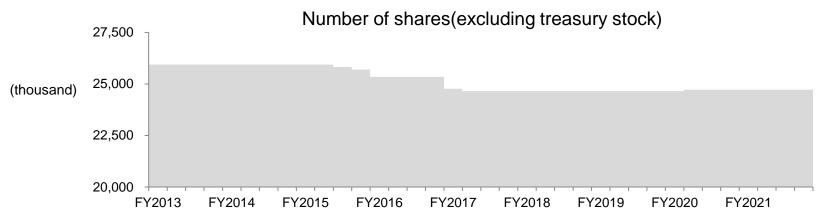


Dividend History





*Forecast



FY2021 Financial Overview / FY2022 Forecast



FY2021 Financial Results vs FY2020

Net Sales	+9.2%	:	Strong demand for CMP products related to advanced semiconductor devices and products for silicon wafers
Operating Income	+27.2%	:	Sales increase and favorable sales mix
Ordinary Income	+24.8%	:	Record highs for two consecutive years in both operating income and ordinary income
Net Income	+31.3%	:	Record high for three consecutive years
СМР	+15.4%	:	Record high for six consecutive years due to strong demand for advanced semiconductor devices
Silicon Wafer	+10.3%	:	Sales up for polishing products and lapping products due to high production levels in the semiconductor industry
Hard Disks	(21.2%)	:	Sales down due to a customer's manufacturing process change
General Industry	+3.7%	:	
Shareholder Returns		:	Payout ratio over 50% for three consecutive years

FY2022 Financial Forecast					
Net Sales	+3.7%	:	Strong demand for advanced semiconductor-related products		
Operating Income	+11.3%	:	Sales increase and favorable sales mix		
Ordinary Income	+11.5%	:			
Net Income	+10.6%	:	Expected to be record highs in Operating/Ordinary/Net Income		



Supplementary Data

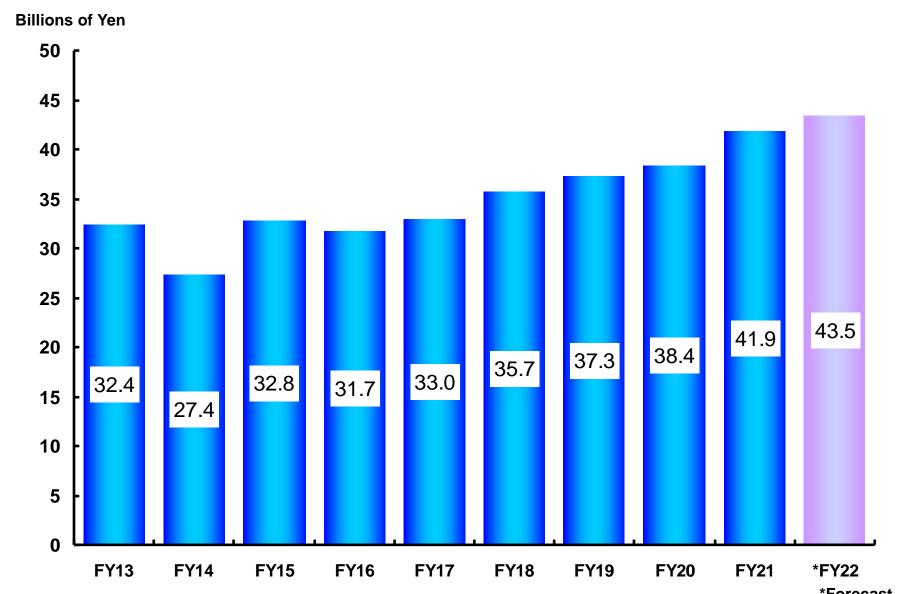
Number of Employees



	FY	2020	FY2021			
	As of 31	Mar 2020	As of 31 Mar 2021			
	Full-time	*Temporary	Full-time	*Temporary	vs FY2020	
	i dii-tiirie				Full-time	*Temporary
FUJIMI INCORPORATED	636	192	670	187	+34	(5)
FUJIMI CORPORATION	108	1	117	2	+9	+1
FUJIMI TAIWAN LIMITED	86	2	91	2	+5	-
FUJIMI-MICRO TECHNOLOGY SDN.BHD	66	5	69	4	+3	(1)
FUJIMI EUROPE GmbH	5	2	5	2	-	-
FUJIMI KOREA LIMITED	4	1	4	1	-	-
FUJIMI SHENZHEN TECHNOLOGY. CO.,LTD	3	1	2	1	(1)	-
Total	908	204	958	199	+50	(5)

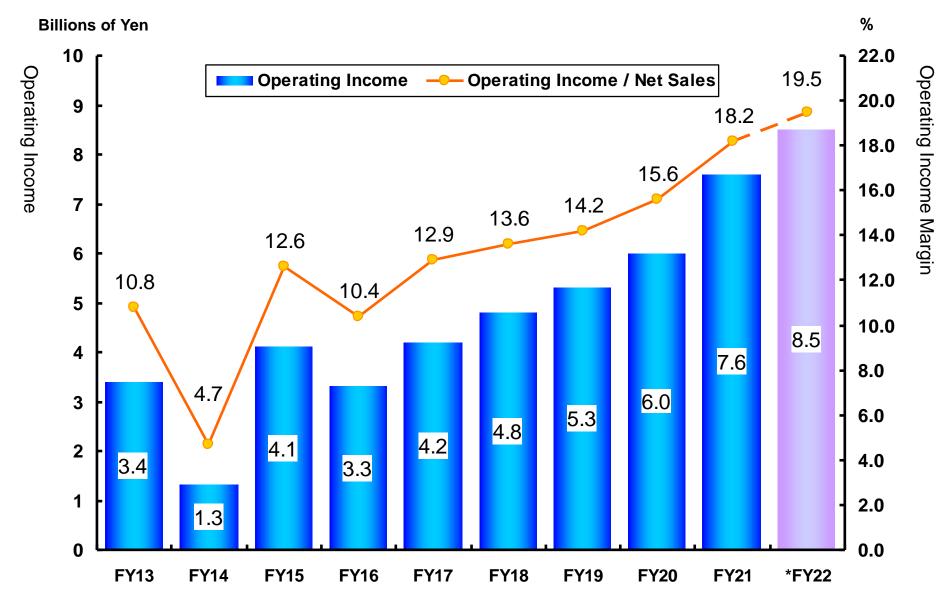
^{*} Temporary: average number of employee(s) for the term





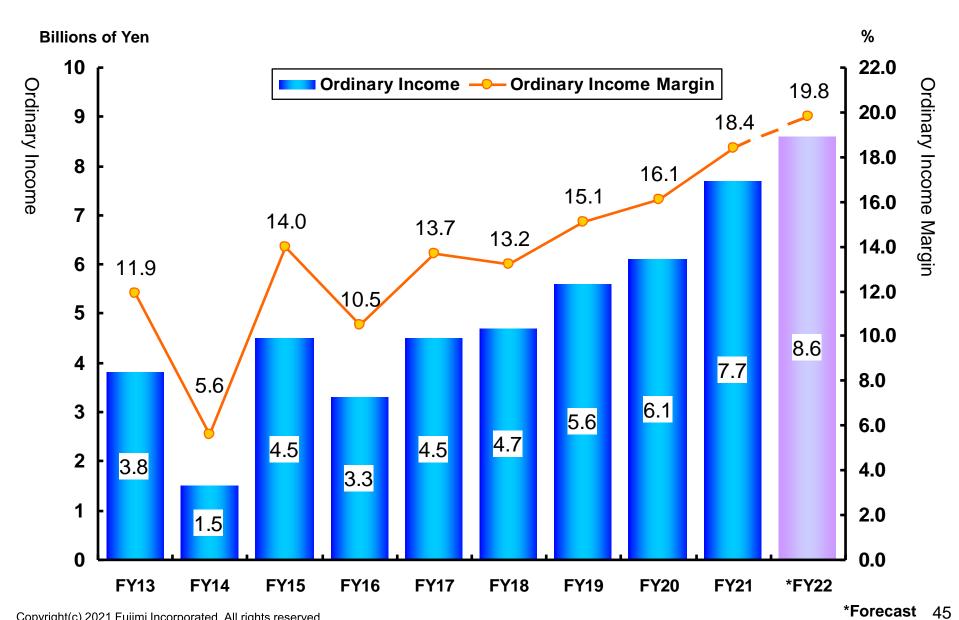
Operating Income





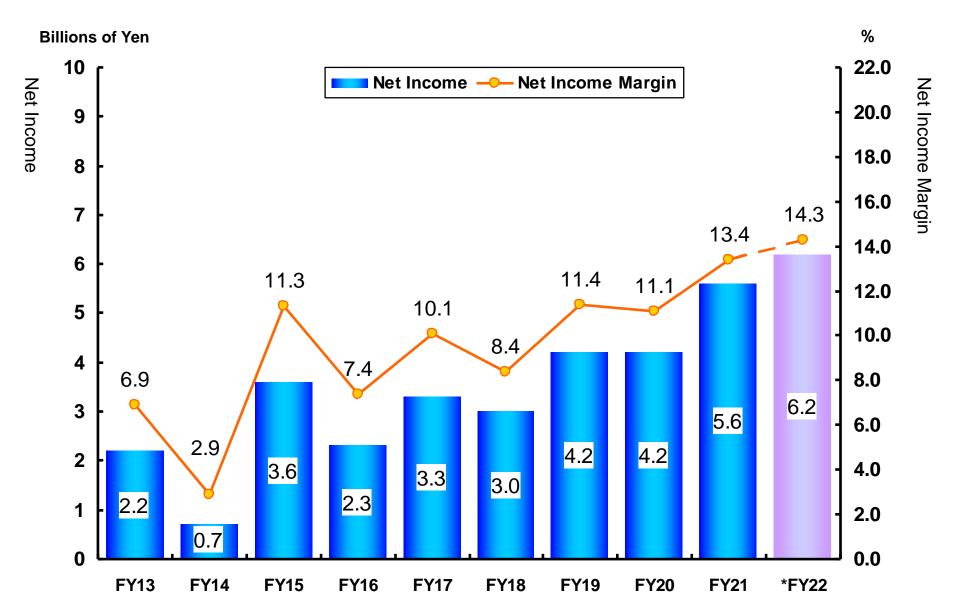
Ordinary Income





Income Attributable to Owners of Parent

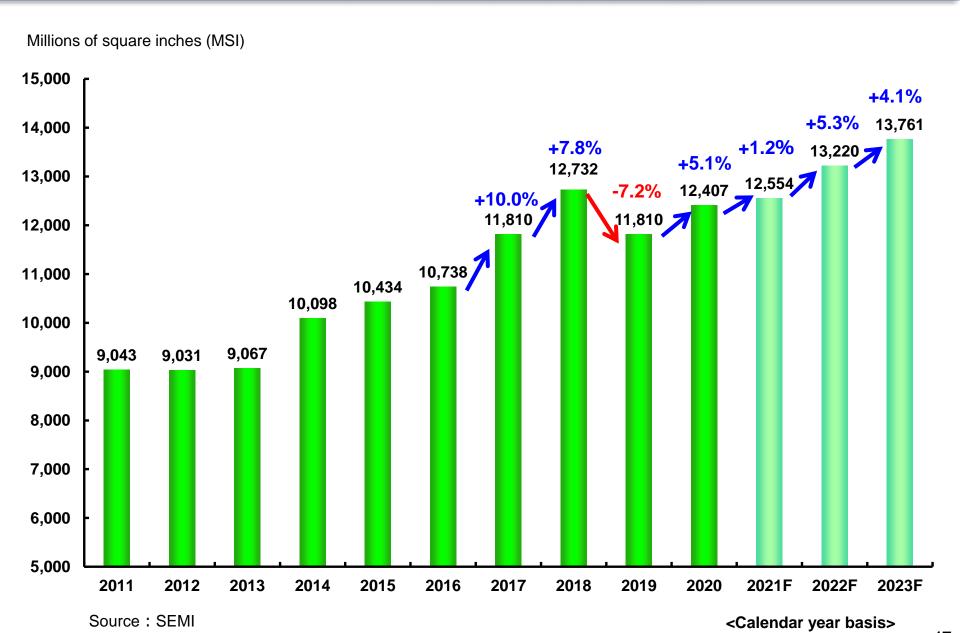




Annual Shipments of Silicon Wafers - Worldwide

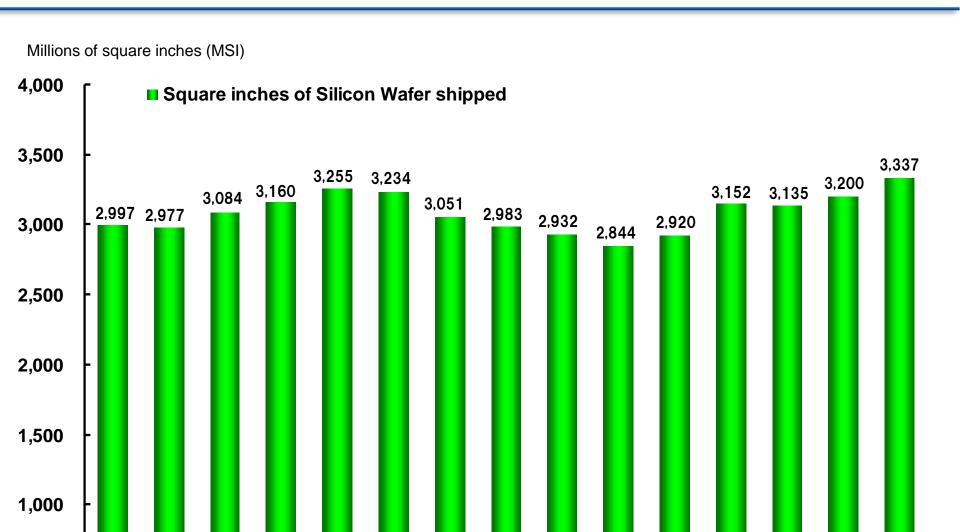
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Quarterly Shipments of Silicon Wafers - Worldwide





3Q19

4Q19

1Q20

2Q19

Source: SEMI

3Q17

500

<Calendar year basis>

4Q20

3Q20

2Q20

1Q21

4Q17

1Q18

2Q18

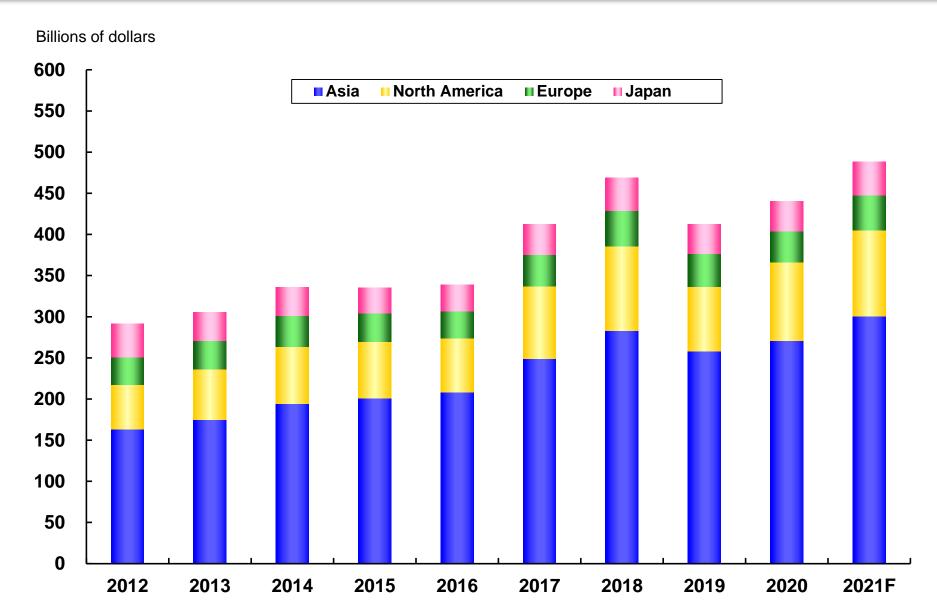
3Q18

4Q18

1Q19

Semiconductor Market Scale by Region





Source: WSTS(2021/3/7)