

# HOYA Corporation

Q1 FY2022 Earnings Presentation  
August 4, 2022

# Forward Looking Statement

HOYA may make comments and disclose information which include forward-looking statements with respect to HOYA's plans and future performance. All statements, other than statements of historical fact, are statements that could be deemed forward-looking statements and are based on management's assumptions and beliefs in light of the information available when such statements were prepared, including exchange and interest rates, international situations, market trends and economic conditions, competition, production capacity, estimates of revenues, operating margins, capital expenditures, cash, other financial metrics, expected legal, arbitration, political, regulatory, clinical or research and development capabilities, results or practices, customer patterns or practices, reimbursement activities and outcomes, effects of pandemics or other widespread health problems such as the ongoing COVID-19 pandemic on our business, and other such estimates and results. HOYA does not guarantee the accuracy or completeness of such information and HOYA does not undertake any obligation to update any forward-looking statements as a result of new information, future events or otherwise.

# Key Takeaways

1. Record-high quarterly sales and profit
2. Life Care business achieved steady growth despite the impact of lockdowns in China
3. Information Technology business sales increased thanks to the robust sales of semiconductor blanks and FPD masks, despite the disappearance of special demand for 2.5" HDD substrates
4. Decided on additional share buyback program

# Financial Overview

(¥bn)	Q1 FY21	Q4 FY21	Q1 FY22	YoY	QoQ
Revenue	158.0	169.6	180.2	+14%	+6%
Pretax Profit	51.0	53.8	61.5	+21%	+14%
Net Profit	41.3	40.1	48.4	+17%	+21%
Cf. Operating Profit	49.4	48.1	54.2	+10%	+13%
Cf. Operating Profit Margin	31.3%	28.4%	30.1%	-1.2ppt	+1.7ppt

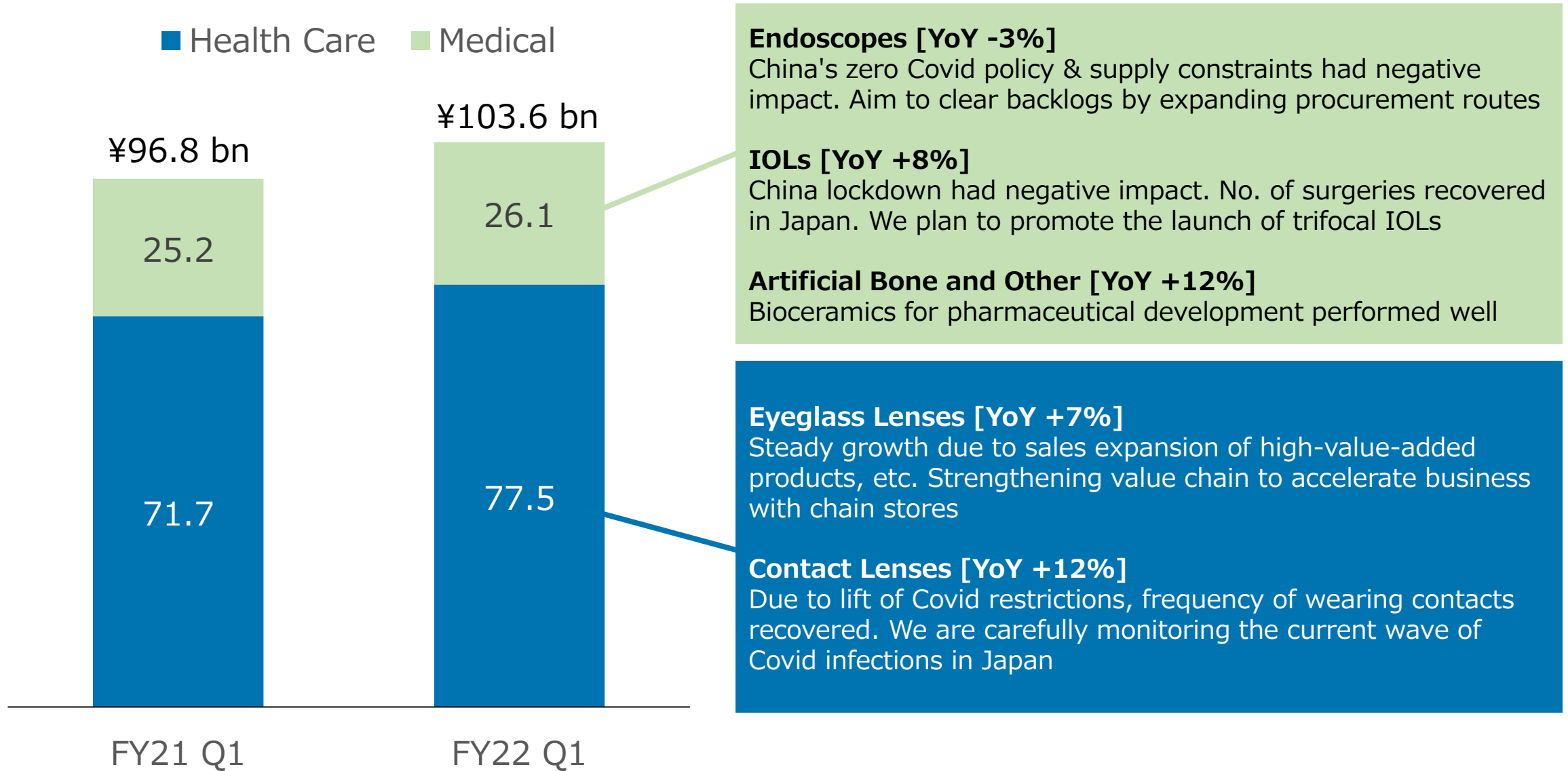
- Due to the depreciation of the yen, revenue increased ¥13.3 bn & PTP increased ¥4.3 bn  
FX rates: USD@¥131.25, EUR@¥138.75
- Excluding the FX translation impact, the real growth rate was revenue +6% YoY and PTP +12% YoY
- The difference between PTP and OP is mainly due to FX gains (¥6.8 bn)

# Life Care

(¥bn)	Q1 FY21	Q4 FY21	Q1 FY22	YoY	QoQ
Revenue	96.8	106.1	110.8	+14%	+4%
Pretax Profit	21.8	19.5	25.0	+15%	+28%
Cf. Operating Profit	20.6	19.8	21.6	+5%	+9%
Cf. Operating Profit Margin	21.3%	18.6%	19.5%	-1.8ppt	+0.9ppt

- Constant currency basis: Revenue +7%; PTP +8%

# Life Care: Revenue by Product (Constant Currency Basis)

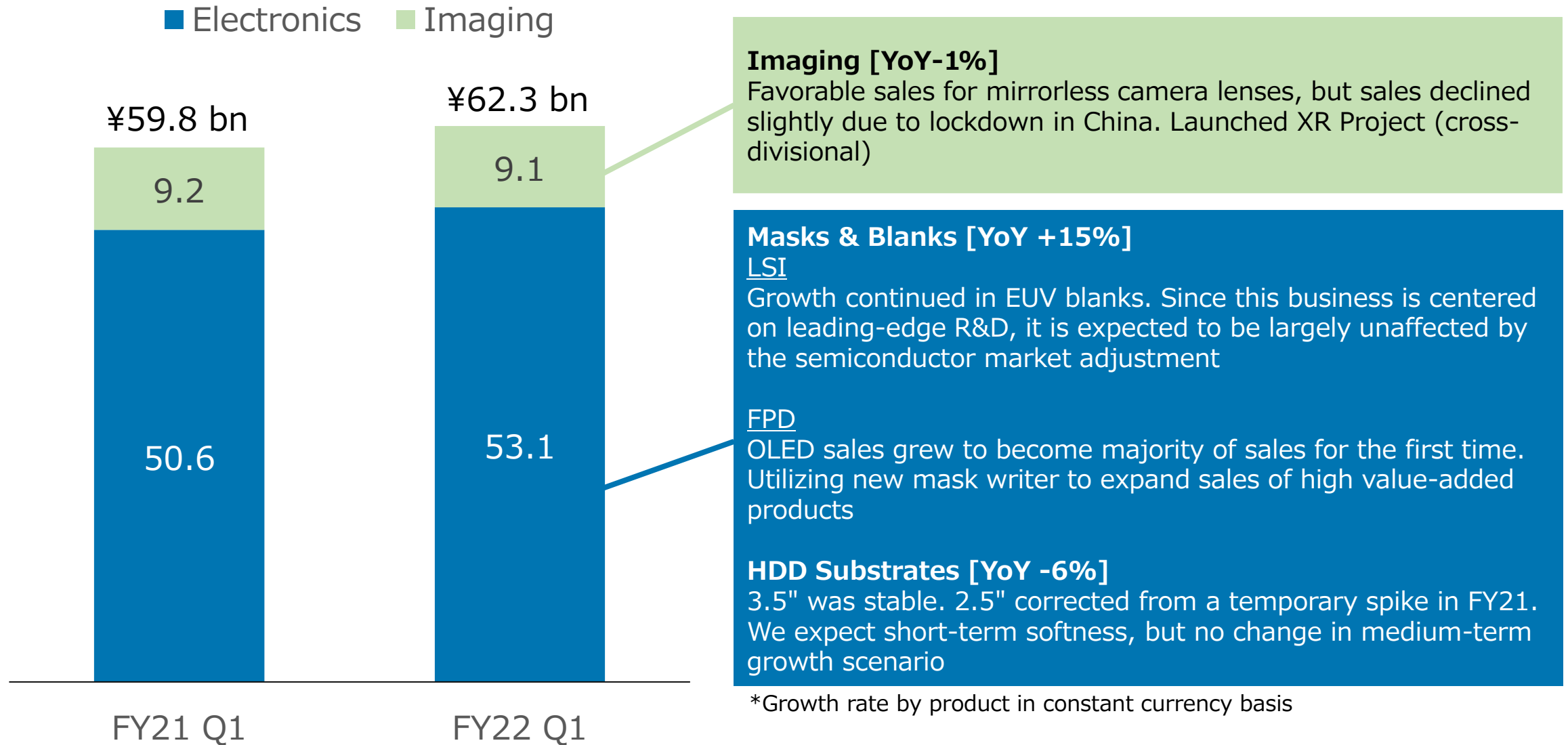


# Information Technology (IT)

(¥bn)	Q1 FY21	Q4 FY21	Q1 FY22	YoY	QoQ
Revenue	59.8	62.3	68.3	+14%	+10%
Pretax Profit	30.0	30.5	35.6	+19%	+17%
Cf. Operating Profit	29.7	29.6	33.5	+13%	+13%
Cf. Operating Profit Margin	49.6%	47.5%	49.1%	-0.5ppt	+1.6ppt

- Constant currency basis: Revenue +4%; PTP +9%

# IT: Revenue by Product (Constant Currency Basis)





# Highlights from the Balance Sheet & Cash Flow

## Shareholder Return

- Completed 60 bn yen share buyback on July 15. Plan to cancel all shares
- Cash and cash equivalents were at the same level QoQ as a result of a more than ¥30 bn increase in cash due to FX fluctuations, despite a cash outlay of over ¥30 bn for share buybacks & dividends
- At today's Board of Directors meeting (August 4), the Company resolved to repurchase up to ¥60 bn of its own shares

## CAPEX \*

- Result in Q1: 7.4 bn yen (YoY ¥-2.5 bn)
- Annual FY22 is expected to be around ¥30 bn \*\*

## D&A

- Q1 results: ¥12.0 bn (YoY ¥+1.7 bn)

\* CF base. Acquisition of PPE

\*\* Cash outflow basis. No change from the previous outlook

# Q2/H1 Guidance

For Q2, although revenue is expected to increase, profit is expected to be flat-ish YoY due to change in product mix and conservative estimates of FX gains and losses, etc.

## FY2022 Q2 Guidance

(¥bn)	Q2 FY21	Q2 FY22	YoY	QoQ
Revenue	162.6	179.8	+11%	-0%
Pretax Profit	54.0	53.5	-1%	-13%
Net Profit	43.0	42.1	-2%	-13%

## FY2022 H1 Guidance

(¥bn)	H1 FY21	H1 FY22	YoY
Revenue	320.6	360.0	+12%
Pretax Profit	105.0	115.0	+10%
Net Profit	84.3	90.5	+7%

FX Rate Assumption  
USD@¥125  
EUR@¥135

# Four New Directors Appointed

- Mr. Suzuki, who has led HOYA's growth for many years, and Ms. Uchinaga, an external director, retired from the board.
- Ms. Hasegawa and Ms. Nishimura were newly appointed as outside directors, and CEO Mr. Ikeda and CFO Mr. Hirooka were appointed as inside directors, bringing the total number of directors to 8.

## New External Directors



Takayo Hasegawa  
CEO, SWCC Showa  
Holdings Co., Ltd.



Mika Nishimura  
GILDE HEALTHCARE  
PARTNERS  
Operational Partner

## New Internal Directors



Eiichiro Ikeda  
CEO



Ryo Hirooka  
CFO

# Independent Directors' Skills Matrix

- Ms. Hasegawa is expected to contribute her expertise in technology development, and Ms. Nishimura is expected to demonstrate her knowledge of the overseas medical industry.
- The representation of female directors and executive officers has increased from 11.1% to 30% from the same period last year.

	Skill Set of External Independent Directors						
	Corporate Management	Global Business	Finance/ Accounting	IT/ Technology	M&A	Human Resource Development/ Diversity	Medical
Mitsudo Urano	●	●				●	
Shuzo Kaihori	●	●		●			
Hiroaki Yoshihara	●	●	●	●	●		
Yasuyuki Abe	●	●		●	●		
Takayo Hasegawa	●	●		●		●	
Mika Nishimura		●			●	●	●

# Notes

- ✓ Accounting standard: IFRS
- ✓ The fiscal year ending March 2023 is referred to as “FY22” throughout this document.
- ✓ Figures less than 100 million yen are rounded down. Accordingly, some discrepancies may occur among totals. Ratios are calculated using actual numbers.
- ✓ Operating profit is calculated as reference information for investors; calculated by deducting finance income/costs, share of profits(loss) of associates, foreign exchange gain/loss and other temporary gain/loss from pretax profit.
- ✓ We have omitted a detailed breakdown of financial statements. Please refer to the tanshin or the quarterly report for detailed numbers.  
<https://www.hoya.com/en/investor/kessan/>

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**HOYA**