

I am Satoshi Arata, Representative Director and President of ESPEC. Thank you for watching today.

Financial Result for the Six Months Ended September 30, 2022							
record highs. Operating profit increa	ased s		c	orders received and net sales to reach of forecasts due to part procurement			
		Year on Year		Comparison with Initial Forecasts			
Orders Received	0	Substantially increased in the Equipment Business (mainly environmental test chambers)	0	Substantially exceeded expectations in the Equipment Business (mainly environmental test chambers)			
Net Sales	0	Substantially increased in the Equipment Business (mainly environmental test chambers)	Δ	Slightly decreased mainly in the Equipment Business due to the continuation of part procurement difficulties			
Operating Profit	0	Substantially increased as a result of increased sales despite an increase in selling, general and administrative expenses	×	Decreased below forecast due to unachieved net sales, delays in production efficiency improvements, and soaring prices of parts and materials (selling, general and administrative expenses were within forecast)			
Ordinary Profit Profit Attributable to Owners of Parent	0	Increased due to the increase in operating profit	×	Below forecast due to the decrease in operating profit			
-	-	ear forecasts revised on October 28 ividends from initial forecast (Inte		¥24, Year-end: ¥45, Annual: ¥69)			
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In summary of the financial results for the first half of the fiscal year ending March 31, 2023, electronics and automobile-related investment was strong against the backdrop of societal digitalization and decarbonization, leading orders received and net sales to reach record highs.

Although operating profit increased significantly year on year, it fell short of forecasts due to part procurement difficulties and the soaring prices of parts and materials.

First, looking at year-on-year comparisons, due in part to the impact of exchange rates, orders received and net sales both increased significantly for environmental test chambers in the Equipment Business. In terms of area, the increases were mainly seen in Japan, and overseas as well in places like North America and China. Operating profit largely increased as a result of increased sales.

In comparison to initial forecasts, orders received largely exceeded expectations. Net sales decreased slightly below the forecast, mainly in Equipment Business due to part procurement difficulties.

Operating profit decreased below forecast due to unachieved net sales, in addition to delays in production efficiency improvements, as well as soaring prices of parts and materials.

Based on these conditions, second quarter forecasts and full-year forecasts were revised on October 28.

As for dividends, no changes have been made to the initial forecast.

(Millions of yer										
	FY 2021 2Q Results	FY 2022 2Q Initial Forecasts	FY 2022 2Q Results	Year on Year	Comparison with Initial Forecasts					
Orders Received	26,569	24,000	33,266	+25.2%	+38.6%					
Net Sales	17,568	23,500	22,945	+30.6%	-2.4%					
Cost of Net Sales Cost Ratio	11,686 66.5%	15,150 64.5%	15,150 66.0%	+29.6% 0.5pt melioration	+0.0% 1.5pt deterioration					
Gross Profit	5,881	8,350	7,794	+32.5%	-6.6%					
SG&A	5,485	6,400	6,399	+16.7%	-0.0%					
Operating Profit	396	1,950	1,395	+252.3%	-28.4%					
Ordinary Profit	474	2,000	1,731	+264.6%	-13.4%					
Profit Attributable to Owners of Parent	230	1,300	984	+326.8%	-24.3%					

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Here is the summary of profits and losses.

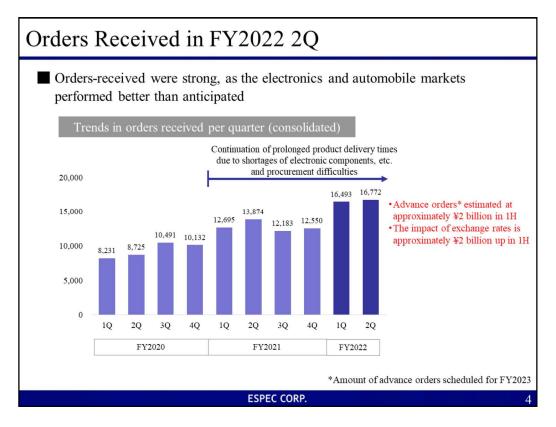
In year-on-year comparisons, there were significant increases, with orders received up 25.2%, and net sales up 30.6%. The cost of sales ratio improved by a mere 0.5 points. Selling, general and administrative expenses increased by 16.7%, but operating profit grew by 252.3% as a result of increased sales.

In comparison to initial forecasts, orders received increased significantly, but net sales decreased slightly.

The cost of sales ratio fell short of the forecast by 1.5 points. Although selling, general and administrative expenses were kept within the forecast, operating profit was down 28.4%.

Perform	erformance by Segment									
						(Millions of yen)				
		FY 2021 2Q Results	FY 2022 2Q Initial Forecasts	FY 2022 2Q Results	Year on Year	Comparison with Initial Forecasts				
	Orders Received	22,763	20,200	29,209	+28.3%	+44.6%				
Equipment Business	Net Sales	14,421	20,000	19,650	+36.3%	-1.7%				
Business	Operating Profit	322	1,850	1,403	+334.9%	-24.1%				
	Orders Received	3,334	3,200	3,470	+4.1%	+8.5%				
	Net Sales	2,948	3,100	3,020	+2.4%	-2.6%				
	Operating Profit	171	150	72	-57.9%	-51.8%				
	Orders Received	610	750	747	+22.5%	-0.3%				
Other Business	Net Sales	316	550	405	+28.0%	-26.3%				
	Operating Profit	-99	-50	-80						
	Orders Received	-138	-150	-161	-	-				
	Net Sales	-119	-150	-130	-					
	Operating Profit	1	0	-0	-	-				
	Orders Received	26,569	24,000	33,266	+25.2%	+38.6%				
	Net Sales	17,568	23,500	22,945	+30.6%	-2.4%				
	Operating Profit	396	1,950	1,395	+252.3%	-28.4%				
			ESPEC CORP.							

Performance by segment can be seen here.



The business environment in the first half of FY2022 turned out different than initial assumptions, so I will explain it once more.

First, as I just explained, orders received were strong, as investment in the electronics and automobile markets was better than anticipated. This graph shows the trends in orders received per quarter. Orders received surpassed ¥16.0 billion in the first and second quarters, reaching unprecedented levels.

Our view is that these orders received include the amount of advance orders scheduled for FY2023 in conjunction with prolonged product delivery times, as well as the impact of fluctuating exchange rates.

The amount of advance orders received is estimated at \$2.0 billion, and the estimated impact of exchange rate fluctuations is an additional \$2.0 billion.

# Net Sales in FY2022 2Q

Although net sales were impacted in 1Q by the continuation of procurement difficulties in addition to lockdowns in Shanghai, there was significant recovery in 2Q as product delivery times partially improved and a system to increase production was established in response to the procurement outlook.



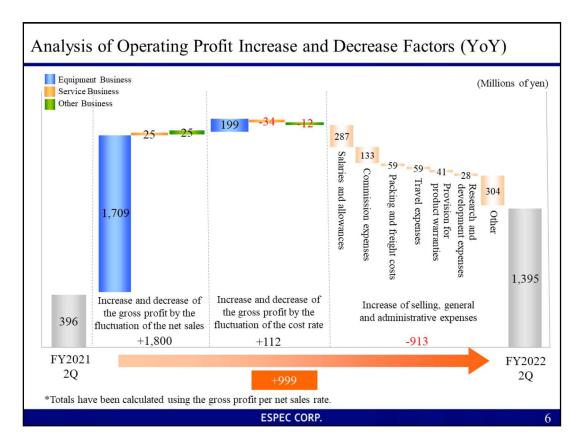
Next is net sales.

This graph shows the trends in net sales per quarter.

At the beginning of the period, it appeared that part procurement difficulties would gradually improve. However, the situation did not improve and, due in part to the impact of lockdowns in Shanghai in the first quarter as well, we got off to a rough start.

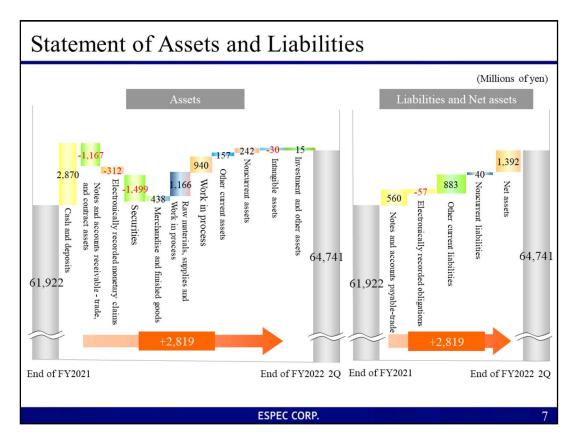
In the second quarter, despite the uncertainty of procurement conditions, product delivery times partially improved and a system to increase production was established in response to the procurement outlook. As a result, we were able to secure over \$14.0 billion in net sales.

Furthermore, the impact of exchange rate fluctuations was an additional \$1.7 billion in the first half of the year.



Here is an analysis of operating profit increase and decrease factors.

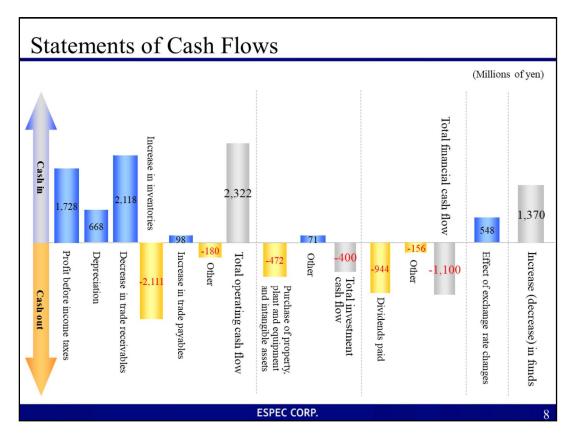
As you can see, despite an increase in selling, general and administrative expenses, operating profit increased year on year by roughly ¥1.0 billion mainly as a result of increased sales in Equipment Business.



Next, I will talk about the status of assets and liabilities.

Because inventory assets increased due to an increase of raw materials due to securing parts, production delays due to part shortages, and shipment delays caused by COVID-19, assets increased by approximately ¥2.8 billion.

For net assets, there was a foreign exchange difference of approximately \$1.3 billion in foreign currency translation adjustment, which resulted in an increase to net assets.



Next are the Statements of Cash Flows.

As seen here, capital increased by approximately ¥1.3 billion.

Equipment Business								
	FY 2021 2Q Results	FY 2022 2Q Initial Forecasts	FY 2022 2Q Results	Year on Year	(Millions of yen) Comparison with Initial Forecasts			
Orders Received	22,763	20,200	29,209	+28.3%	+44.6%			
Net Sales	14,421	20,000	19,650	+36.3%	-1.7%			
Operating Profit Profit Ratio(%)	322 2.2%	1,850 9.3%	1,403 7.1%	+334.9%	-24.1%			
		les increased year on utheast Asia, Europe,		aiwan.				
Energy Device E	quipment							
Orders received i	,	vstems for secondary l r, but net sales decreas nts.		2				
Semiconductor	r Equipment							
Automobile-relate and net sales incr	-	med firmly, orders rec	ceived were largely	unchanged year on	ı year,			
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Next, I will talk about the analysis by segment.

In the Equipment Business segment, product delivery times continue to be prolonged, but both orders received and net sales increased year on year, and operating profit increased significantly as well.

In comparison to initial forecasts, orders received exceeded forecasts significantly, but net sales fell slightly short due to prolonged product delivery times. Due to unachieved net sales and a lack of progress in improvements to the sales cost ratio, operating profit fell below the forecast.

The status of each product group is as seen here.

(Millions of ye								
	FY 2021 2Q Results	FY 2022 2Q Initial Forecasts	FY 2022 2Q Results	Year on Year	Comparison with Initial Forecasts			
Orders Received	3,334	3,200	3,470	+4.1%	+8.5%			
Net Sales	2,948	3,100	3,020	+2.4%	-2.6%			
Operating Profit Profit Ratio(%)	171 5.8%	150 4.8%	72 2.4%	-57.9%	-51.8%			
Year on year, ord		ased and net sales enance services, su	were largely uncha uch as maintenance	anged as a result of agreements.	Strong			

Next is Service Business.

In year-on-year comparisons, both orders received and net sales increased.

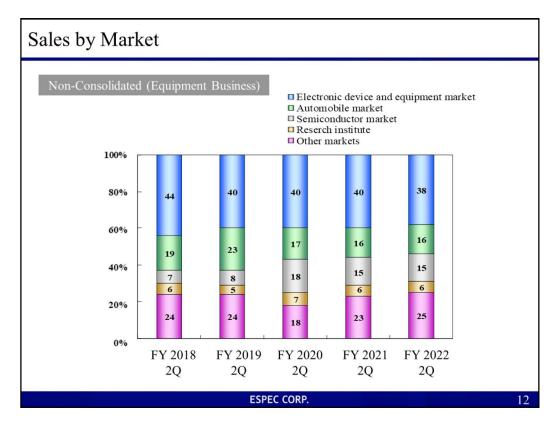
Operating profit decreased, as selling, general and administrative expenses, such as the operational expenses of the "network service," which began in April, increased.

In comparison to initial forecasts, orders received increased, but net sales and operating profit decreased.

The status of each service group is as seen here.

	FY 2021 2Q Results	FY 2022 2Q Initial Forecasts	FY 2022 2Q Results	Year on Year	(Millions of yen) Comparison with Initial Forecasts
Orders Received	610	750	747	+22.5%	-0.3%
Net Sales	316	550	405	+28.0%	-26.3%
Operating Profit Profit Ratio(%)	-99 -31.5%	-50 -9.1%	-80 -19.8%	-	
Environmental I	Preservation, Plar		n year as forest cre	ation was firm and	orders were
	ant production sys		factories.		

In Other Business, which involves environmental preservation and plant production system business, orders received and net sales both increased year on year, but there was an operating loss.



Here is the breakdown of sales by market for ESPEC alone.

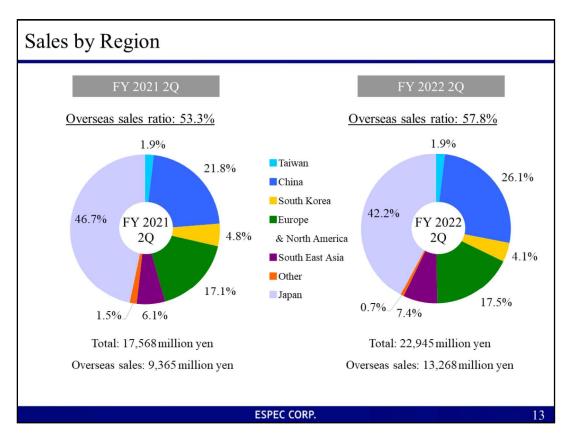
First, in the electronic device and equipment market displayed in blue that is the core market of ESPEC's business, orders received, including those for cutting-edge technology fields such as 5G or IoT, were strong, and net sales increased. The percentage of this business among sales declined by 2 points to 38%.

The automobile market, displayed in green, was strong, mainly for automated driving and electrification of vehicles, and orders received and net sales both increased significantly. The percentage of this business among sales remained the same as the previous year at 16%.

In the semiconductor market, displayed in gray, the percentage of this business among sales remained the same as the previous year at 15%, as both orders received and net sales were steady.

Research institute, displayed in orange, refer to private or national and public research facilities. This market makes up 6-8% of sales in an average year.

"Other markets" at the very bottom includes various kinds of industries such as chemistry, construction materials, food products, and cosmetics, and makes up 20-25% of sales in an average year.



Next, I will explain net sales by region.

Due in part to the impact of exchange rates, overseas sales notably increased, leading the overseas sales ratio to increase by 4.5 points year on year to 57.8%.

By region, China's percentage increased as sales were strong, mainly in automobiles and electronic component-related products.

North America's and Europe's percentages increases as sales were strong for automobiles and electronic components and devices in North America, and for automobile-related products in Europe.

Southeast Asia's percentage increased with sales increasing mainly in Malaysia, Thailand, and Singapore.

In Japan, although both orders received and net sales increased, the percentage among sales decreased.

	FY 2021	FY 2022		FY 202	2 (N	Millions of yen)		
	Full Year	Full Year	1H Results	Forecast	s (Revised on Oc	(Revised on Oct 28)		
	Results	Initial Forecasts	TTT TCC50445	2H	Full year	Year on Year		
Orders-received	51,303	50,000	33,266	25,733	59,000	+15.0%		
Net sales	41,852	50,000	22,945	29,055	52,000	+24.2%		
Gross profit	14,003	18,000	7,794	10,005	17,800	+27.1%		
Profit ratio (%)	33.5%	36.0%	34.0%	34.4%	34.2%	127.170		
SG&A	12,034	13,000	6,399	7,401	13,800	+14.7%		
SG&A ratio (%)	28.8%	26.0%	27.9%	25.5%	26.5%			
Operating profit	1,968	5,000	1,395	2,604	4,000	+103.2%		
Profit ratio(%)	4.7%	10.0%	6.1%	9.0%	7.7%			
Ordinary profit	2,322	5,100	1,731	2,619	4,350	+87.3%		
Profit ratio(%)	5.5%	10.2%	7.5%	9.0%	8.4%			
Profit attributable	1,905	3,600	984	1,916	2,900	+52.2%		
to owners of parent Profit ratio (%)	4.6%	7.2%	4.3%	6.6%	5.6%	+32.2%		
Capital expenditures	910	1,840	489	1,351	1,840*	+102.2%		
Depreciation expenses	1,253	1,380	664	716	1,380*	+10.1%		
R&D expenditures	1,035	1,330	499	831	1,330*	+28.5%		
Basic earnings per share(yen)	84.89	160.92	43.96	85.54	129.50	+52.6%		

In terms of our forecast for FY2022, we do not foresee orders received continuing at the same level as the first half of the year. For the second half of the year, we have left our initial forecast unchanged, and project  $\pm$ 59.0 billion for the full year.

Net sales are forecast to slightly exceed the initial forecast at  $\pm 52.0$  billion, but this difference is almost entirely due to changes in the assumed exchange rate. At the beginning of the period, the full-year assumed rate was  $\pm 120$ , but this was revised to  $\pm 140$ .

Operating profit has been downwardly revised from  $\pm 5.0$  billion to  $\pm 4.0$  billion. This revision is based on the lack of progress in improvements to production efficiency due to procurement difficulties as well as further parts and material price surges. In addition, selling, general and administrative expenses are expected to increase.

Furthermore, order backlogs have surpassed \$30.0 billion as of the end of the first half of the year. It is projected that it will still take time to clear the remaining balance of orders received, but we will concentrate fully on securing earnings.

As for capital investment and R&D expenses, although we have fallen behind on progress, we essentially intend to proceed according to the initial plan.

# Recognition of the Operating Environment

• Although the momentum of orders-received in 1H will calm down, sales are forecast to be strong primarily in cutting-edge technology fields such as IoT and next-generation automobiles.

•There are concerns about the deceleration of the global economy caused by issues between the U.S. and China, fluctuations in exchange rates, and rising energy prices.

Equipment Business	Environmental Test Chambers	<ul> <li>Japan: Active investments related to electronic components and devices, EV, and automated driving.</li> <li>China: Active investments mainly related to electronic components, EV, and semiconductors Concerns about the impact of zero-COVID policies.</li> <li>ASEAN: Steady investment centered on semiconductor-related products.</li> <li>North America: Active investment mainly related to EV, electronic components and devices, and semiconductors.</li> </ul>
Business	Energy Device Equipment	Europe: Active investment mainly related to EV, automated driving and semiconductors. Steady investment mainly for rechargeable batteries.
02	Semiconductor Equipment	Investment will continue, mainly for automotive sector.
Service Business	After-sales Service and Engineering, Laboratory Testing Services and Facility Rentals	After-sales Service and Engineering: Expect similar level of demand as in the previous fiscal year. Laboratory Testing Services: Continued testing demand in cutting-edge technology fields, mainly for secondary batteries.
Other Business	Environmental Preservation, Plant Production Systems	Despite steady performance in forest creation, plant production systems are sluggish.
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Here is our recognition of the operating environment.

Although the momentum of orders received in the first half of the year will calm down, sales are forecast to be strong primarily in cutting-edge technology fields such as IoT and next-generation automobiles. However, there are concerns about the deceleration of the global economy caused by issues between the U.S. and China, fluctuations in exchange rates, and rising energy prices.

As you can see, it is our view that sales of environmental test chambers will continue to be active in Japan, China, North America, and Europe.

In the ASEAN region, although it appears that it will still take time for economic activities to normalize due to the COVID-19 pandemic, it is projected that investment will be steady, mainly centered on semiconductor-related products.

For energy device equipment, we see steady investment mainly for rechargeable batteries.

For semiconductor-related equipment, we see continuing investment centered on products for automobiles.

Service Business and Other Business are as seen here.

# Main Initiatives in FY2022 Equipment Business • Enhance product lineup to address testing demand in cutting-edge technology fields • Globally develop customized products through overseas market launch of large-scale products • Launch products for the European market • Strengthen sales with a focus on global customers Strengthen sales with a focus on global customers After-sales Service and Engineering: Expand preventative maintenance services through "super support service plan," a new service Laboratory Testing Services: Enhance testing services for cutting-edge technology fields New Business Strengthen initiatives toward market permeation in the pharmaceutical cold chain business and food machinery business

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The main initiatives in FY2022 can be seen here.

There has been no change to the direction of our growth strategy since the beginning of the period. In each business, we will advance initiatives toward growth.

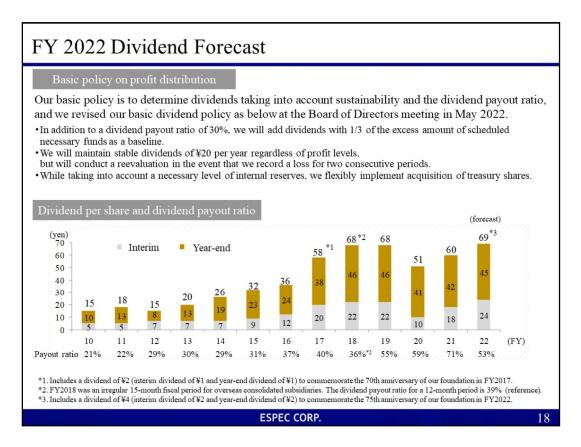
Segm	Segment Financial Forecasts									
						(	Millions of yen)			
		FY 2021	FY 2022		FY	2022				
		Full Year	Full Year	_ 1H_	Forecast	s (Revised on C	oct. 28)			
		Results	Initial Forecasts	Results	2H	Full Year	Year on Year			
Equipment Business	Orders-Received	43,535	41,900	29,209	21,790	51,000	+17.1%			
	Net sales	34,518	42,100	19,650	24,749	44,400	+28.6%			
Dusmess	Operating profit	1,370	4,620	1,403	2,356	3,760	+174.3%			
	Orders-Received	6,771	6,600	3,470	3,249	6,720	-0.8%			
	Net sales	6,407	6,500	3,020	3,450	6,470	+1.0%			
	Operating profit	618	350	72	158	230	-62.8%			
	Orders-Received	1,265	1,800	747	832	1,580	+24.8%			
Other Business	Net sales	1,188	1,700	405	1,025	1,430	+20.4%			
Dusiness	Operating profit	-23	30	-80	90	10	-			
	Orders-Received	-269	-300	-161	-139	-300	-			
	Net sales	-261	-300	-130	-169	-300	-			
	Operating profit	2	0	-0	0	0	-			
	Orders-Received	51,303	50,000	33,266	25,733	59,000	+15.0%			
	Net sales	41,852	50,000	22,945	29,055	52,000	+24.2%			
	Operating profit	1,968	5,000	1,395	2,604	4,000	+103.2%			
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Here are the segment financial forecasts.

In Equipment Business, orders received, net sales, and operating profit have respectively been revised in comparison to initial forecasts.

In Service Business, orders received and net sales will not change much from initial forecasts, but operating profit has been revised based on results in the first half of the year and the outlook.

The forecast for Other Business also has been revised as seen here.

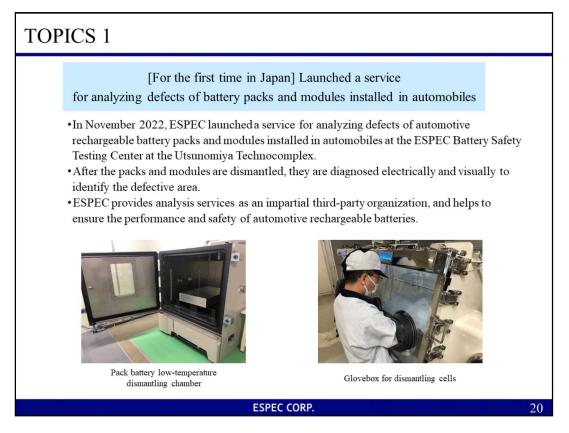


There have been no changes to the dividend forecast.

For FY2022 dividends, we will pay an annual dividend of 69 yen per share, comprising an interim dividend of 24 yen per share and year-end dividend of 45 yen per share, which incorporate the 4 yen per share commemorative dividend to mark the 75th anniversary of the company's founding.



The main ESG initiatives can be seen here.



For topics, in November 2022, ESPEC launched a service for analyzing defects of automotive battery packs and modules at the ESPEC Battery Safety Testing Center within the Utsunomiya Technocomplex.

We are being commissioned to perform safety tests on several hundred batteries per year at the Battery Safety Testing Center. By harnessing the advanced testing technology and knowledge gained through those results, we will expand our range of services, and help to ensure the performance and safety of automotive batteries.



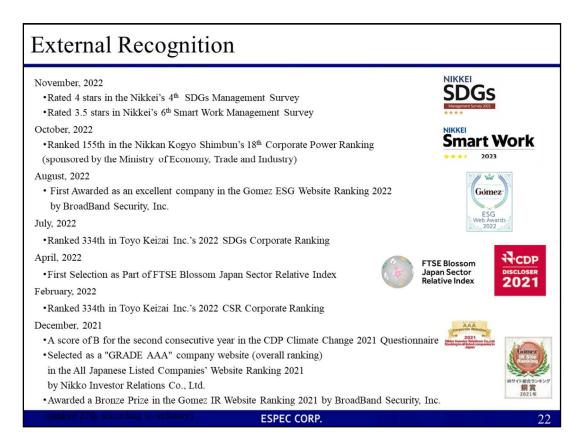


In August 2022, we signed an agreement with the University of Hyogo aimed at promoting SDGs. We will collaborate and cooperate in areas such as biodiversity conservation, education and human resource development, and environment and energy.

We also launched a project called "ESPEC's 50-Year Forest" using the "corporate forests" system under the Ministry of Agriculture, Forestry and Fisheries in Sanda City, Hyogo Prefecture.

This is a project to commemorate the 75th anniversary of our founding. The first tree-planting festival was held just the other day. Approximately 200 people including employees participated and planted roughly 4,000 trees. We selected saplings based on carbon fixation and biodiversity functions.

By raising these saplings into a forest, we hope to make contributions to the environment such as  $CO_2$  fixation, flood prevention, and water purification.



The last topic is about external recognition.

We received a higher ranking than last year in both the Nikkei SDGs Management Survey and the Smart Work Management Survey.

We will continue to advance initiatives that help to solve social issues.

This concludes my explanation. Thank you. These materials contain forward-looking statements, including the Company's present plans and forecasts of performance, that reflect the Company's plans and forecasts based on the information presently available. These forward-looking statements are not guarantees of future performance, and plans, forecasts, and performance are subject to change depending on future conditions and various other factors.

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