

### Investors' Guide

May 9, 2025

Tokyo Electron Limited



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### 1. TEL Overview



### **Company Profile**

**Established** 

November 11, 1963

Major Products and Services

Semiconductor Production Equipment

Capital

54.9 Billion Yen

Sales/Profit

Net sales 2,431.5 Billion Yen / Operating income 697.3 Billion Yen / Operating margin 28.7% (Fiscal 2025)

Number of Employees

2,347 (non-consolidated) 20,273 (consolidated)

**Global Network** 

Japan: 6 companies / 30 sites

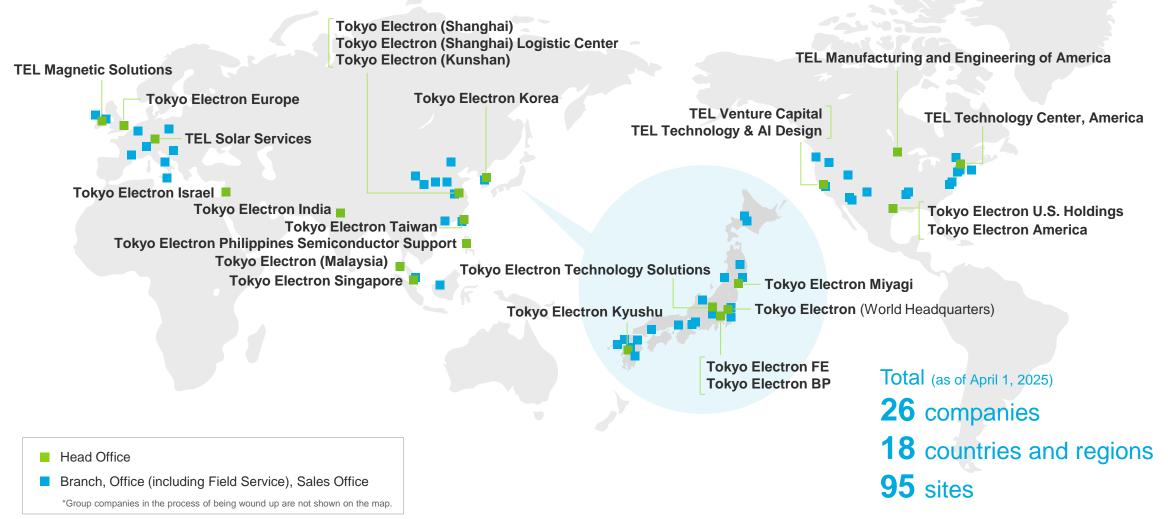
Overseas: 20 companies / 17 countries and regions / 65 sites

Total: 26 companies / 18 countries and regions / 95 sites (consolidated)

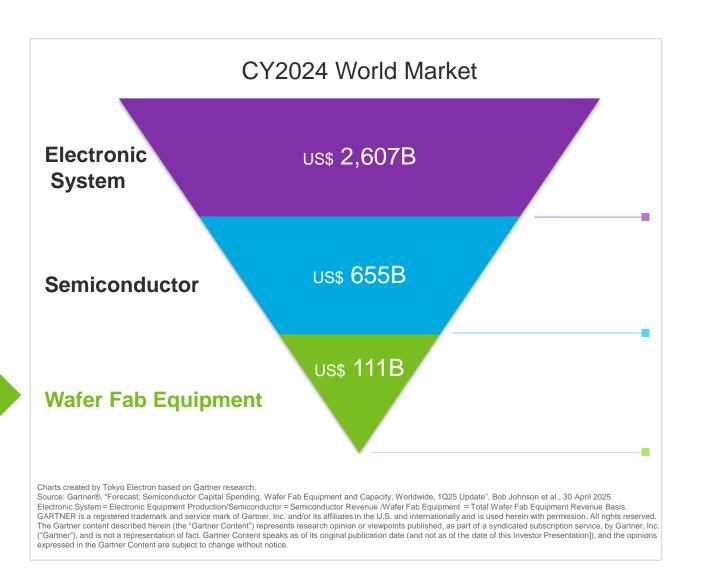
(as of April 1, 2025)



(As of Apr. 1, 2025)



### The Market TEL Participates in







The market TEL

participates in

#### TEL's Growth

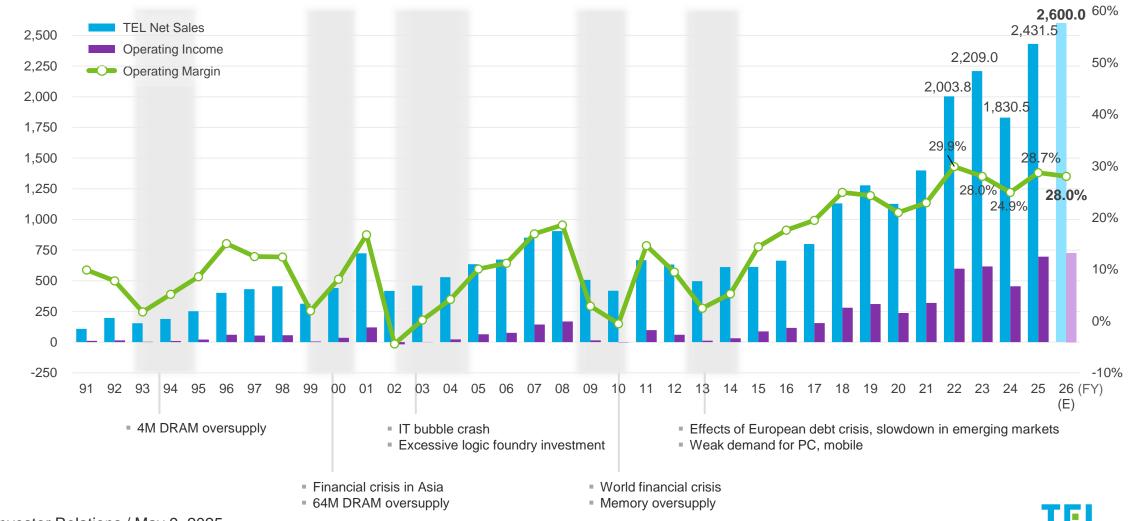


\*The diagram is an image of the expanding use of semiconductors and does not indicate the actual number of semiconductors used.

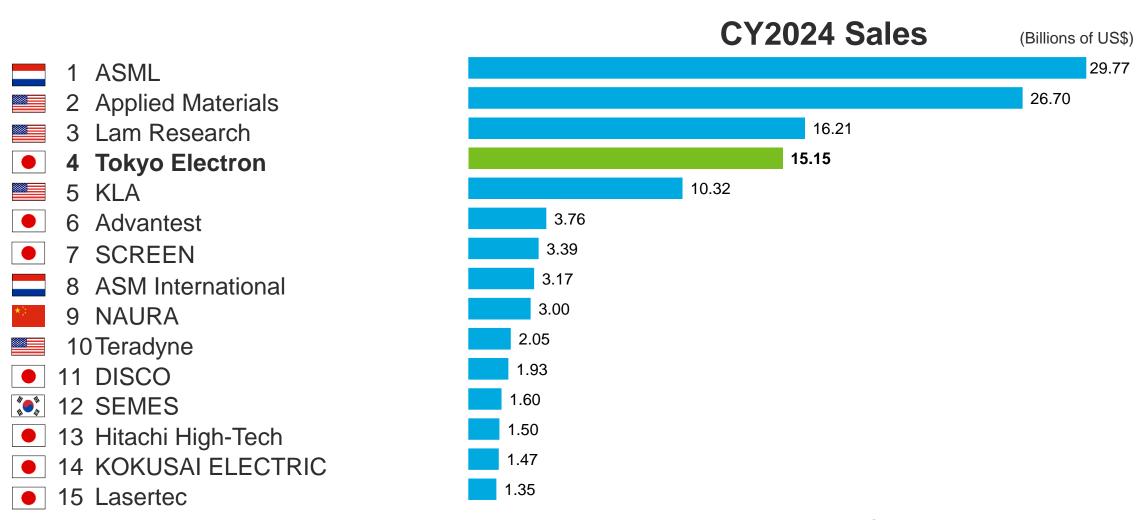


### Financial Performance: Sales and Operating Margin

(Billion Yen)

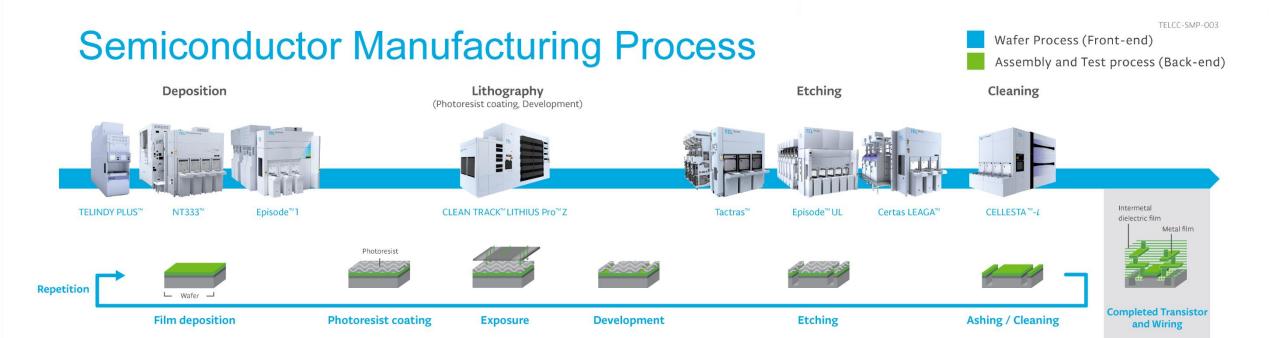


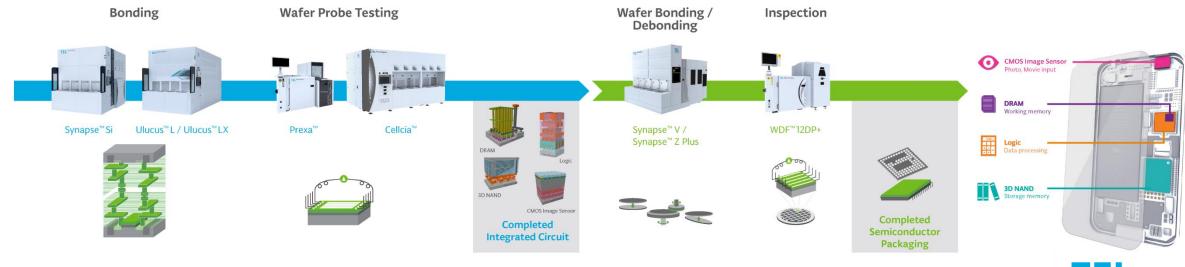
### CY2024 SPE Makers Top 15



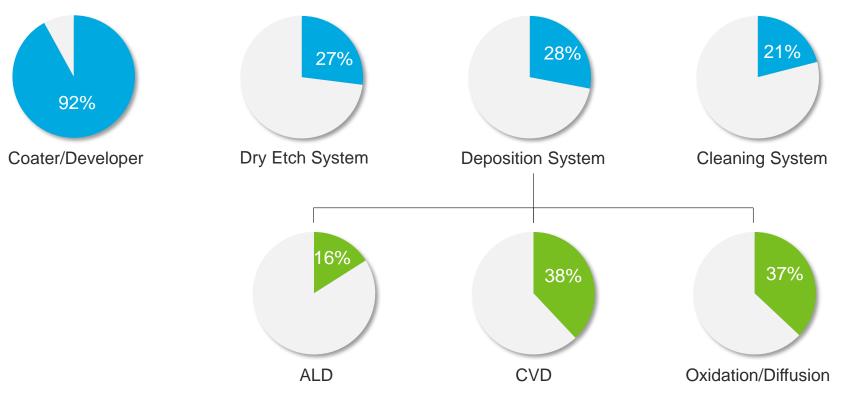
Source: TechInsights Inc., May 2025







### World Market Share of Major Products (CY2024)



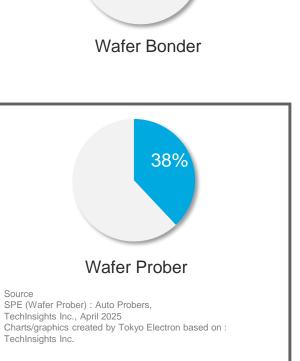


SPE (excluding Wafer Prober): Gartner®, Market Share: Semiconductor Wafer Fab Equipment, Worldwide, 2024, Bob Johnson and Menglin Cao, 21 April 2025, Revenue from Shipments basis. Chart created by TEL based on Gartner research. Gartner research. Calculations performed by TEL.

Coater/Developer: Photoresist Processing (Track), Dry Etch System: Dry Etch, Deposition System: Tube CVD + Atomic Layer Deposition Tools + Oxidation/Diffusion Furnaces + Nontube LPCVD, ALD: Atomic Layer Deposition Tools, CVD: Tube CVD + Nontube LPCVD, Oxidation/Diffusion: Oxidation/diffusion Furnaces, Cleaning System: Single Wafer Processors + Wet Stations + Batch Spray Processors + Scrubbers + Other Clean Equipment, Wafer Bonder: Wafer Bonder,

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Source

32%

#### TEL's Strengths



Have products in 4 sequential processes





Products with the world's No. 1 or No.2 market share **Major Products & Market Position\*** 

#1



Furnace Deposition Deposition

Prober

\*TEL estimate

100%

Market share of coater/developer for EUVL



No.1

Worldwide installed base

Annual increase by about 4,000~6,000 units\*1 Industry's largest installed base 96,000 units\*2

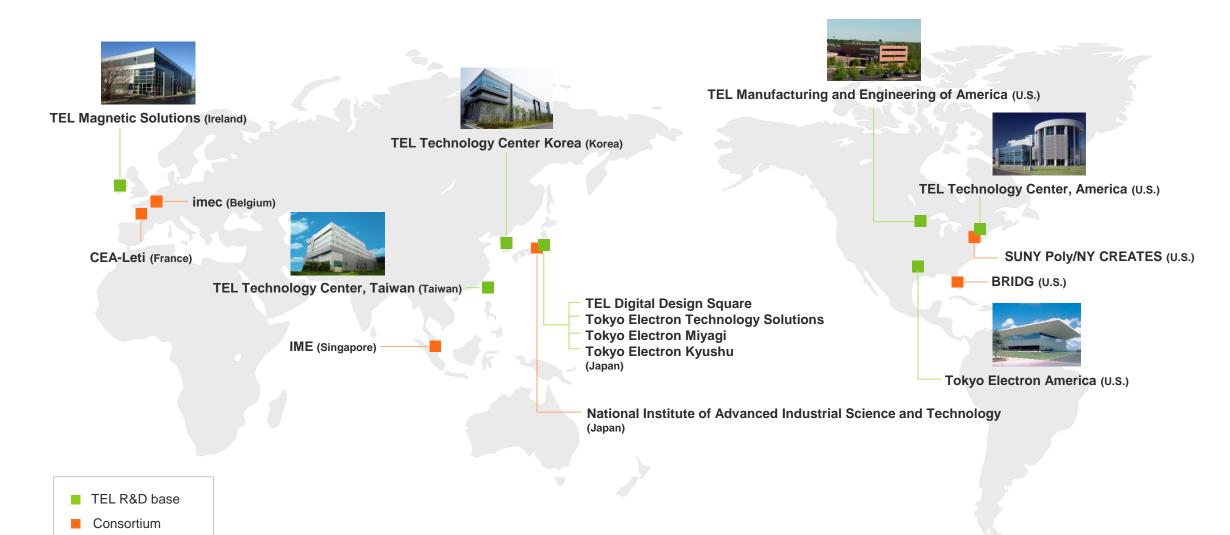
\*1 As of March 2024

\*2 As of December 2024



(As of May 10, 2024)

### R&D Map



### Strengthen R&D Capabilities

#### Yamanashi R&D building

Deposition system, gas chemical etch system, corporate R&D (Established in July 2023)



#### Miyagi R&D building

Etch system (Completion scheduled for spring 2025)



#### **Kumamoto R&D building**

Coater/Developers, surface preparation system, Bonder (Completion scheduled for autumn 2025)



#### Miyagi Technology Innovation Center

Etch system (Established in September 2021)



#### **TEL Digital Design Square**

DX, Software (Began operation in Novenmber 2020)



### Continually Pursuing the Best Products and Best Service







- Share roadmap for next several generations with customers
- Promote early engagement
- Realize maximum yield of customer devices and equipment availability from early stage of customers' mass production and reduce burden on the environment
- Further increase investment in human resources/R&D by raising operational efficiency and driving higher per-employee productivity

- Business development leveraging industry's largest installed base of 96,000 units\*
- TELeMetrics<sup>™</sup> remote maintenance
- Predictive maintenance with machine learning

\* As December 2024

### Maximize Utilization of TEL's Comprehensive Strengths

# Sales

**Customer trust** 

# Marketing

Advanced data collection and analysis abilities

**Broad product coverage** 











# FS

- Largest installed base in industry: over 96,000 units\*
- Advanced FS

\* As of December 2024

# R&D

- Strong next generation product development
- Process integration

## Manufacturing

- High quality
- Robust supply chain

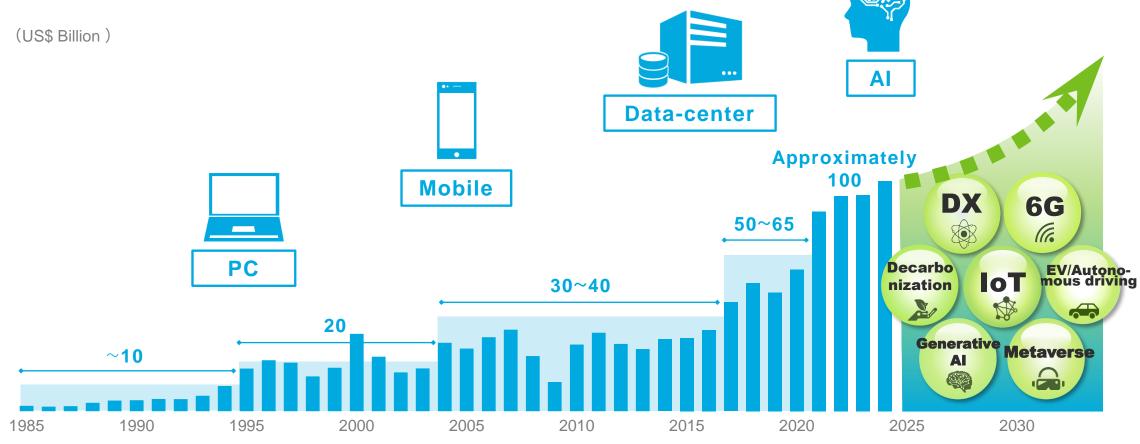
2. Semiconductor and SPE Market Outlook

# Outlook for the Semiconductor Market (2030)Autonomous. driving • **Cloud/Edge** AR/VR **\$627.6** billion **Industry 4.0** (2024)**2nd Wave** 1st Wave

Source:1990-2024 (WSTS) / 2025-2030 (IBS, January 2025)



#### WFE\* Market

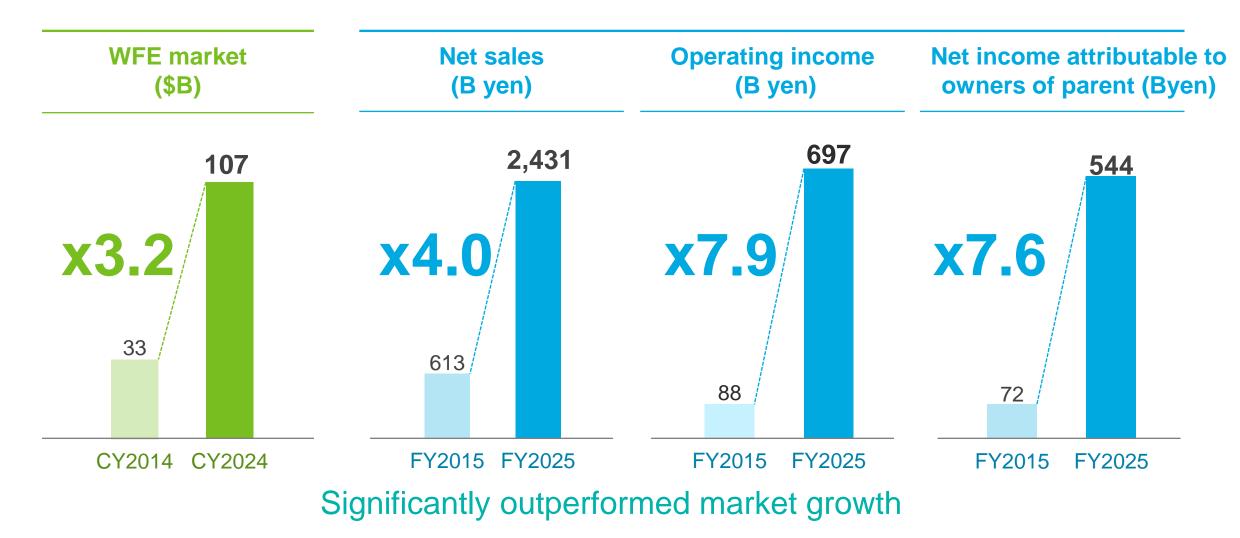


<sup>\*</sup> WFE (Wafer Fab Equipment): The semiconductor production process is divided into front-end production, in which circuits are formed on wafers and inspected, and back-end production, in which wafers are cut into chips, assembled and inspected again. WFE refers to the production equipment used in front-end production and in wafer-level packaging production.

Source : TechInsights Inc. (1985~2024)

WFE Market will grow further with progress of digitalization and evolution of semiconductors

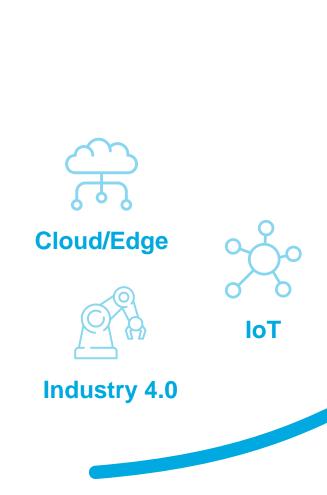
### Market and Performance Growth (FY2015 to FY2025)

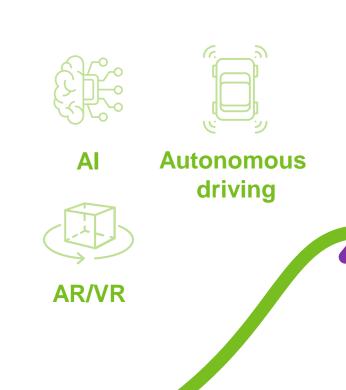


Source: TechInsights Inc.

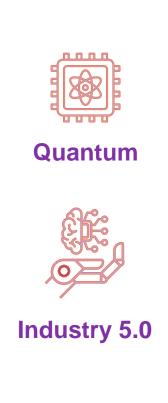
#### Outlook for the Semiconductor Market











1st Wave

2nd Wave

**3rd Wave** 

Source: SEMI 2024

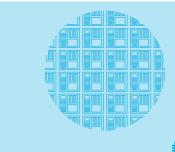
### Green Future Through Semiconductor Evolution

# Digital & Green-

Higher Speed

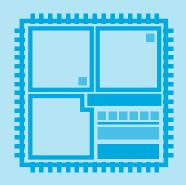
Larger Capacity Superior Reliability

Lower Power Consumption



**Physical Scaling** 





Heterogeneous Integration

### Physical Scaling x Heterogeneous Integration

Frontend

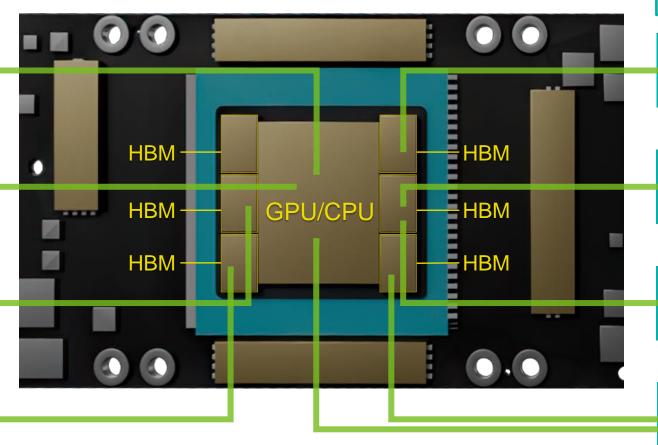
Logic
GAA \* / CFET

Logic
Backside PDN \*

DRAM VCT \* 4F<sup>2</sup> / 3D DRAM

**Super Flat Wafer** 

Al Semiconductor



Advanced Packaging

**Heat Spreader** 

3DIC
Chiplet Integration

Stack Memory HBM, etc.

**Known Good Die** 



<sup>\*</sup> GAA: Gate All Around

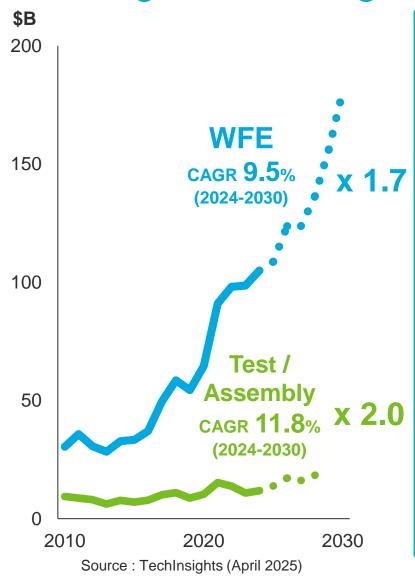
<sup>\*</sup> Backside PDN: Backside Power Delivery Network

<sup>\*</sup> VCT : Vertical Channel Transistor

### Expanding Opportunities: Wide Product Portfolio

Advanced Packaging Frontend Bonding / **Testing Deposition** Lithography Cleaning Etch Debonding Semi-batch Plasma Gas Wafer Edge Batch Single Coater/ Cleaning Prober Wafer Bonder/ Deposition Chemical **Trimming** Deposition Deposition Developer Etch Etch Debonder

#### Strategic Technologies for Future Growth



#### **Frontend**

#### Logic: GAA, BSPDN

- EUV Coater/Developer
- Gas Chemical Etch
- Conductor Etch
- PVD Metal Overburden
- CFET/Inner Spacer
   Plasma CVD for filling film
- Double-sided scrubber
- Backside/bevel cleaning
- Pattern Shaping
- Wafer Bonder
- Laser Tool

#### DRAM: 2D & 3D DRAM

- EUV Coater/Developer
- Capacitor Mold Etch
- Batch High-k Capacitor deposition
- PVD Metal Hardmask
- Supercritical Cleaning
- Backside/bevel Cleaning
- Wafer Bonder
- Laser Tool

#### NAND: Beyond 4xx

- Slit Etch
- Channel Hole Etch (Plug)
- Batch Mo deposition
- Batch Cleaning WL Separation
- Wafer Bonder
- Laser Tool

#### **Advanced Packaging**

#### **Logic Packaging**

- Interposer, Polyimide & PR Coater/Developer
- TDV Etch
- Batch High-k Capacitor depo
- Wafer Bonder
- Laser Tool

#### **HBM Packaging**

- Polyimide & PR Coater/Developer
- Metal Etch for HBM
- Aerosol Cleaning
- Temporary Bonder/Debonder

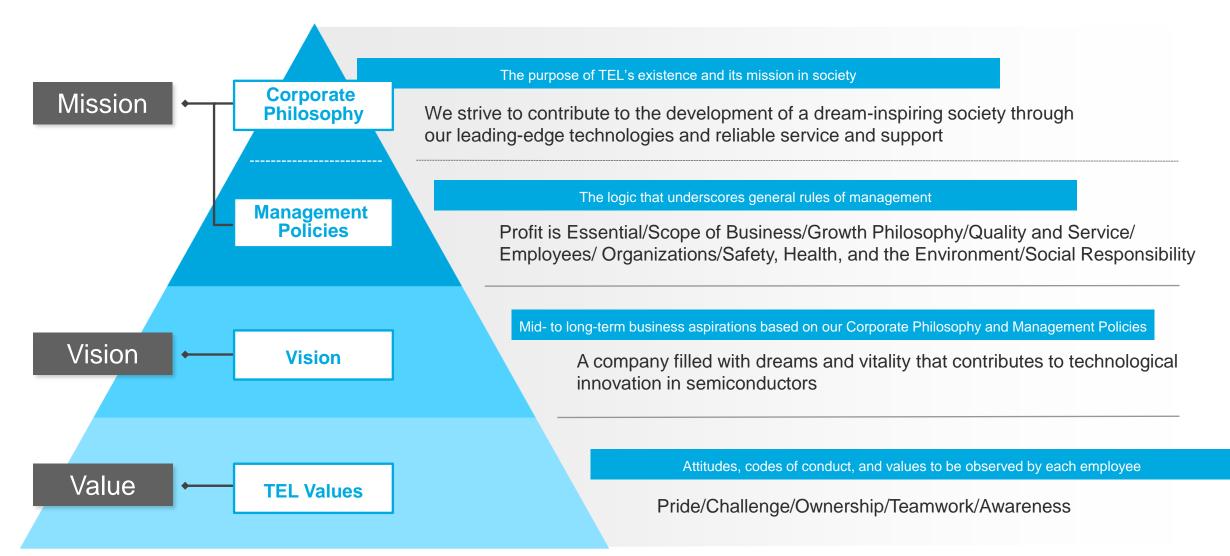
## Advanced Logic / Memory Test

Prober



3. Corporate Principles and New Medium-term Management Plan

#### Corporate Principles System



#### Vision

# A company filled with dreams and vitality that contributes to technological innovation in semiconductors

Tokyo Electron pursues technological innovation in semiconductors that supports the sustainable development of the world.

We aim for medium- to long-term profit expansion and continuous corporate value enhancement by utilizing our expertise to continuously create high value-added leading-edge equipment and technical services.

Our corporate growth is enabled by people, and our employees both create and fulfill company values. We work to realize this vision through engagement with our stakeholders.

# Technology Enabling Life

"Technology Enabling Life" is our corporate message that expresses the Corporate Principles which consist of our Corporate Philosophy, Management Policies, Vision and TEL Values.

#### **CSV**

(Creating Shared Value)

The concept is to create social and economic value by leveraging corporate expertise to solve social issues, hereby enhancing corporate value and achieving sustainable growth.



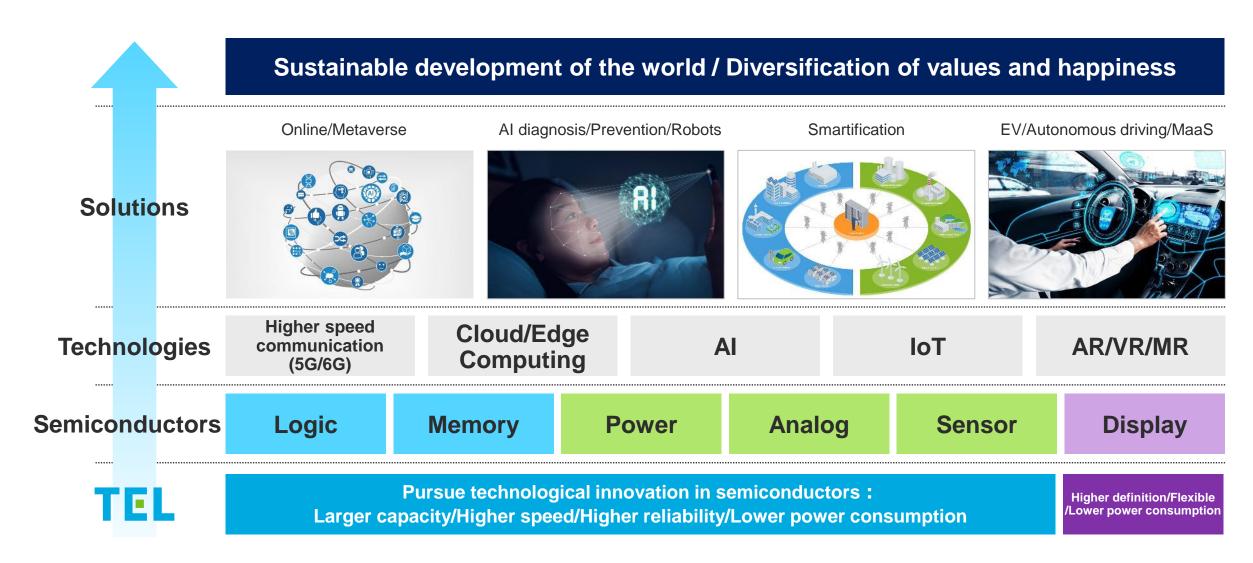


- Pursue technological innovation in semiconductors that supports the sustainable development of the world
- Continuously create high value-added leading-edge equipment and technical services
- Medium- to long-term profit expansion and continuous corporate value enhancement
- Engagement with our stakeholders

Realization of Vision = Creating Shared Value in TEL

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#### Our Approaches to Social Issues





### Vision & Medium-term Management Plan

**FY2023 FY2027** FY2031 (CY2030) Goals for 2030 Supporting sustainable development in the world 1 Driving the semiconductor market through technological innovation 2 Contributing to a sustainable global environment **Realization of Vision**  Medium- to long-term profit expansion and continuous corporate value enhancement A company filled with dreams and vitality that contributes to technological **Engaging with our stakeholders** innovation in semiconductors Medium-term Management Plan (FY2023-2027) Achievement of Financial Model (Five-year goal toward 2030)

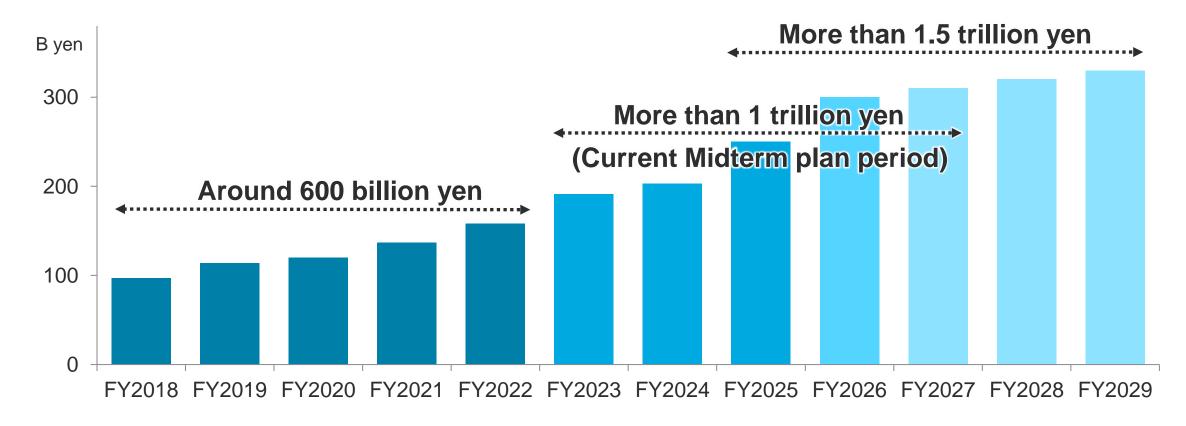
Aiming to achieve the Medium-term Management Plan by FY2027 with a view to realizing Vision in 2030

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### The New Medium-term Management Plan: Financial Targets

Financial Targets (FY2023 - FY2027)		
Net sales	≥ 3 trillion yen	
OP margin	≥ 35%	
ROE	≥ 30%	

### Aggressive Investment in R&D



Driving the creation of high-value next-generation products through further growth investments

# Investment for Growth Visioning beyond the Midterm Plan (FY2025 to FY2029)

**R&D Investment** 

Capex

Recruitment

1.5 trillion yen



700 billion yen



10,000 people year



4. Business Environment and Financial Estimates

### FY2025 Business Highlights

- Achieved record highs for both net sales and profit.
   Gross profit exceeded 1 trillion yen for the first time
  - Net sales grew +33%. Sales for DRAM grew significantly by +59% with the adoption of a wide range of equipment for HBM\*1
- Market share expanded by winning PORs\*2 with strategic products
  - Etch: <u>DRAM</u> major monopoly in capacitor etch; <u>NAND</u> new POR in channel hole etch (cryogenic etch), expansion in slit etch; <u>logic/HBM</u> adoption in advanced packaging interconnect processes
  - Wafer bonders: Significant increase in demand for temporary bonders/debonders for HBM
  - **Probers**: sales rose by leveraging the trend of expanding investments in advanced logic
- Released new products on the expectation that they will support entry into new areas
  - Episode<sup>™</sup> 1 single-wafer plasma CVD system; LEXIA<sup>™</sup>-EX sputtering system;
     Acrevia<sup>™</sup> Gas Cluster Beam system; Ulucus<sup>™</sup> LX extreme laser lift off system
- Completed share repurchase of approx. 150 billion yen

\*1 HBM: High Bandwidth Memory \*2 POR: Process of Record



#### Business Environment (WFE Market Outlook as of April 2025)

#### CY2025: Forecasting around \$110B, flat YoY

- Lull in both automotive and power semiconductor investment, and investment by emerging Chinese manufacturers
- Demand for AI servers is driving investment in leading-edge logic and HBM

#### CY2026: Double-digit growth is expected

- Expect continued and significant demand for AI servers, as well as an acceleration in investment in 2nm mass production
- Also expect higher semiconductor demand accompanying the increase in on-device AI for PCs and smartphones

Expanding business opportunities for TEL amid progress in technological innovations of both scaling and heterogeneous integration (GAA\*1, BSPDN\*2, HBM, testing) in order to achieve even higher speed, higher capacity, higher reliability and lower power consumption



### FY2026 Financial Estimates

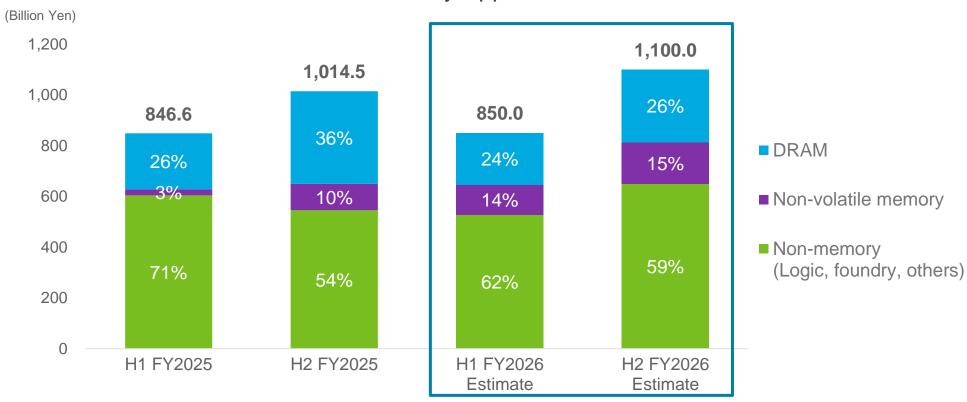
(Billion Yen)

	FY2025	FY2026 (Estimates)							
	(Actual)	H1	H2	Full Year	Full Year YoY				
Net sales	2,431.5	1,150.0	1,450.0	2,600.0	+6.9%				
Gross profit Gross profit margin	1,146.2 47.1%	527.0 45.8%	701.0 48.3%	1,228.0 47.2%	+7.1% +0.1pts				
SG&A expenses R&D Other than R&D	<b>448.9</b> 250.0 198.9	239.0 140.0 99.0	262.0 160.0 102.0	501.0 300.0 201.0	+11.6% +20.0% +1.1%				
Operating income Operating margin	697.3 28.7%	288.0 25.0%	439.0 30.3%	727.0 28.0%	+4.3% -0.7pts				
Income before income taxes	706.1	293.0	443.0	736.0	+4.2%				
Net income attributable to owners of parent	544.1	224.0	342.0	566.0	+4.0%				
Net income per share (Yen)	1,182.40	488.97	-	1,235.51	+53.11				

Expect record high revenue and OP again in FY2026
Plan 300B yen R&D investment to maximize future growth opportunities

# FY2026 SPE New Equipment Sales Forecast





Percentages on the graph show the composition ratio of new equipment sales. Field solutions sales are not included.

Expect customers to begin preparations in H2 FY2026 in anticipation for market growth in CY2026. Expect record-high half-year sales in H2 FY2026

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# FY2026 R&D Expenses and Capex Plan

#### **New Development Building**

Etch system



Kurokawa-gun, Miyagi Prefecture
Established in April 2025

#### **Tohoku Production and Logistics Center**

Deposition system



Oshu-city, Iwate Prefecture
Completion scheduled for autumn 2025

#### **New Development Building**

Coater/developer, cleaning system, bonder



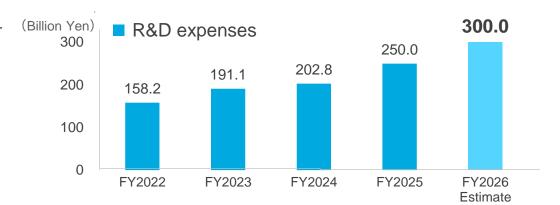
Koshi-city, Kumamoto Prefecture Completion scheduled for autumn 2025

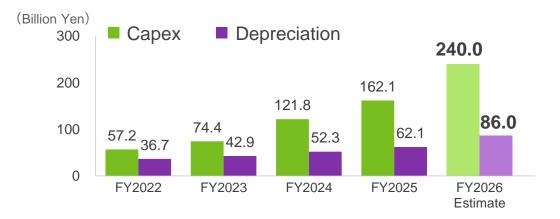
# New Production Building

Etch system



Kurokawa-gun, Miyagi Prefecture Completion scheduled for summer 2027

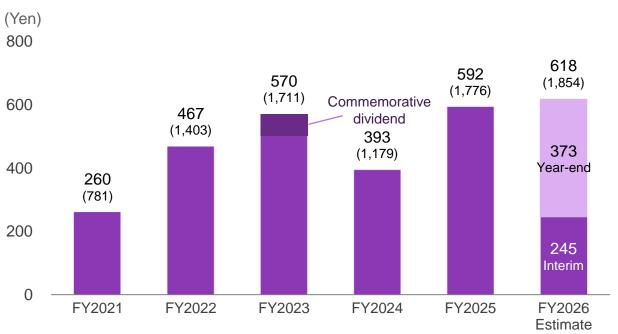




Continue aggressive R&D and capital investments for future growth

### FY2026 Dividend Forecast

#### Dividend per Share



#### **TEL** shareholder return policy

#### Dividend payout ratio: 50%

Annual DPS of not less than 50 yen\*

We will review our dividend policy if the company does not generate net income for two consecutive fiscal years

We will flexibly consider share buybacks

\*Due to the stock split on April 1, 2023, the amount has been changed from 150 yen to 50 yen.

- Dividends per share from FY2020 to FY2023 are calculated on the assumption that the stock split was conducted at the beginning of FY2020.
- FY2023 includes the 60<sup>th</sup> anniversary commemorative dividends.
- Amounts before the stock split are shown in parentheses.

Implemented a 3-for-1 common stock split on April 1, 2023. Full-year dividends are expected to be 618 yen per share

# 5. Sustainability



# Sustainability Initiatives

The 14 material issues (key issues) that require prioritized attention and actions are identified to implement sustainability initiatives through our business operation and contribute to the resolution of industrial and social issues.





Respect for Human Rights



Climate Change and Net Zero



Product Energy Efficiency



Best Products with Innovative Technology



Best Technical Service with High Added Value



**Customer Satisfaction and Trust** 



Supplier Relationship



**Employee Engagement** 



Safety First Operation



**Quality Management** 



Compliance



**Ethical Behavior** 



Information Security

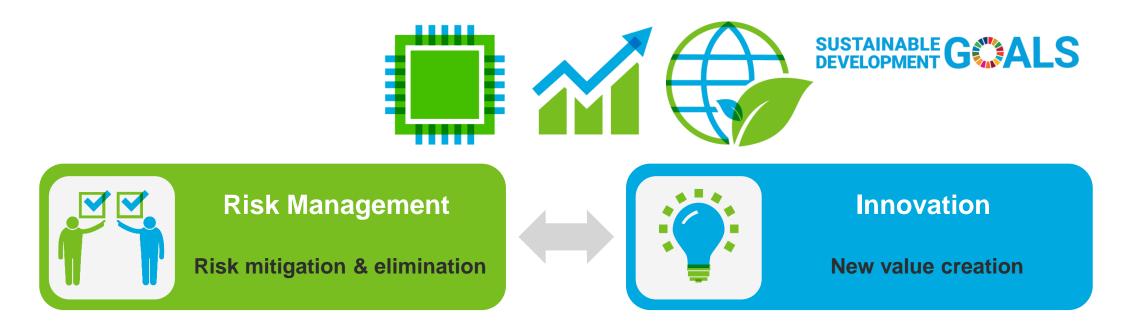


Enterprise Risk Management





# Risk Management





Sustainability-focused management aiming to remain a company that is loved and trusted by all stakeholders. Promotion of technological innovation of semiconductors and reduction of environmental impact in supply chain

# **Environmental Approaches**

# Net Zero

New target Scope 1, 2 & 3 by **2040** 

Scope 1&2: CO2 Emissions from energy use such as electricity in business activities

Scope 3 : CO2 Emissions from the use and disposal of sold equipment, material purchases and logistics, etc.

# E-COMPASS 1

Environmental Co-Creation by Material, Process and Subcomponent Solutions

**Semiconductors** 

Higher device performance and lower power consumption

**Products** 

Compatibility of equipment process performance and environmental performance

**Business activities** 

Reduction of CO2 emissions in all business activities

Promoting technological innovation of semiconductors and reducing environmental impact throughout the supply chain

# Safety & Quality

#### **Safety**

Under the "Safety First" slogan, everyone at Tokyo Electron, from top management to field representative, is actively and continuously improving safety and promoting health, giving safety and health the highest priority when carrying out different types of operations such as development, manufacturing, transportation, installation and maintenance.



Safety Goals (by FY2027) **TCIR ≤ 0.1**  TCIR: Total Case Incident Rate (Number of workplace injuries per 200,000 work hours)

#### **Incident Prevention Initiatives**

- Experiential training and VR (Virtual Reality)
- · Comprehensive safety inspections
- Feedback on safety specifications
- Safety activities for suppliers



#### Quality

The Tokyo Electron Group seeks to provide the highest-quality products and services. This pursuit of quality begins at development and continues through all manufacturing, installation, maintenance, sales and support processes. Our employees must work to deliver quality products, quality services and innovative solutions that enable customer success.



# TEL Values as codes of conduct



# **Engagement**



#### Career



# Corporate growth is enabled by People, and our employees both create and fulfill company values

#### Retention



#### Work-life balance



# Diversity, Equity and Inclusion



Global · Generation · Gender



# Human Rights Initiatives

The five focus areas in human rights (Tokyo Electron Group Human Rights Policy)

Freedom, equality & non-discrimination

Freely chosen employment

Product safety & workplace health and safety

Freedom of association Appropriate working hours & breaks/ holidays/vacations

Human Rights Due Diligence









Commitment

**Commitment to respecting** 

human rights

Assessment of human rights risks

**Assessment** 

in business and supply chains

- Human rights risk assessment
- Human rights impact assessment

Remediation

Actions to reduce risks based on assessment results

- Feedback sheet publication
- Program development and review according to issues

Report

Regular disclosure of information

- Publication of the Integrated Report
- Postings on the website

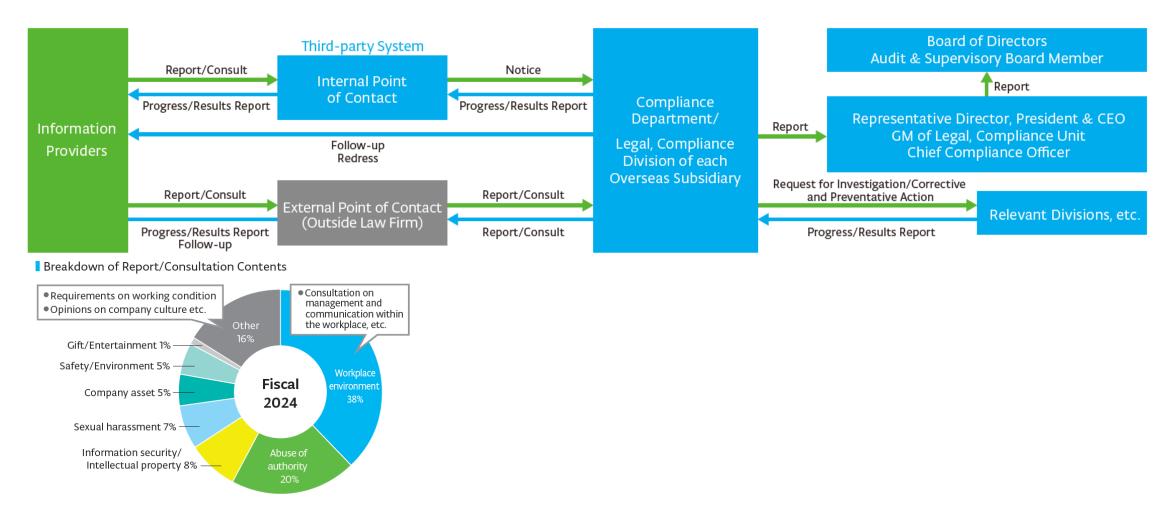
**Group Human Rights Policy** Awareness and implementation

Revision of Tokyo Electron

Education



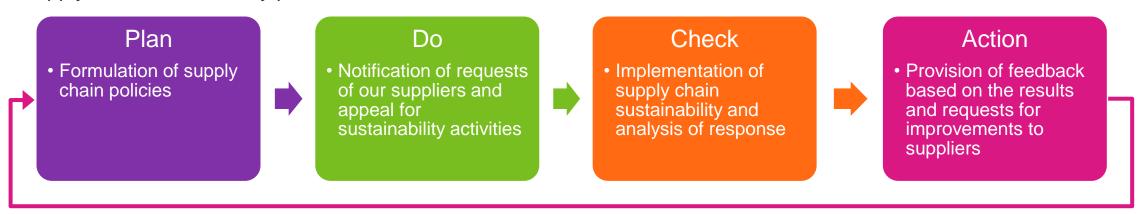
# Internal Reporting System



Respect for human rights with a strong sense of integrity

# Supply Chain Management

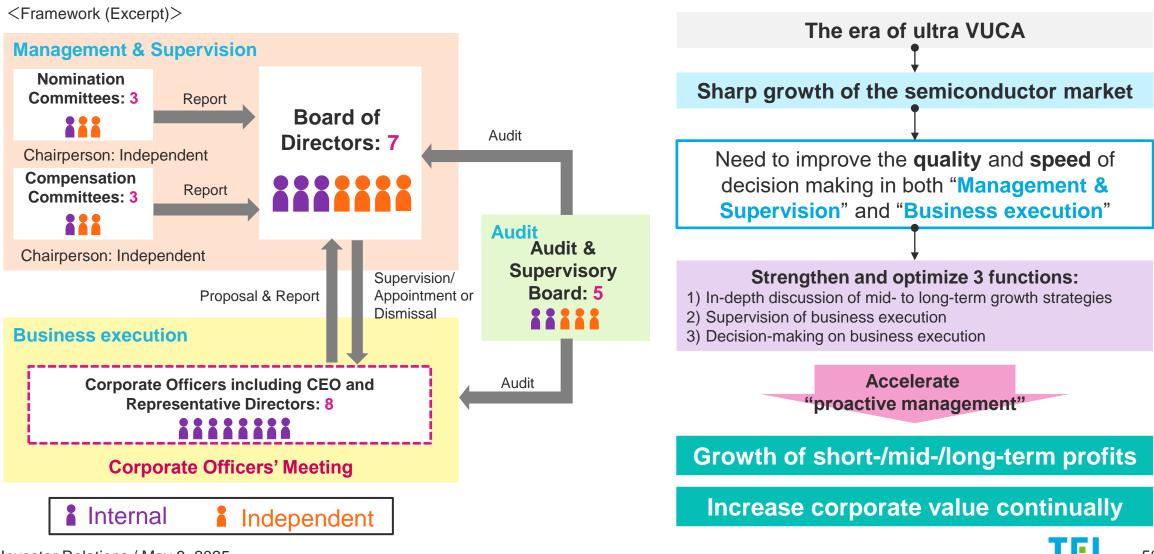
Supply chain sustainability process



- Annual Sustainability Assessment
  - Assessment base on RBA code of conduct
  - Corrective Action Plans
- RBA Audit
  - At primary manufacturing sites
  - Continuous improvement in respective operations

Pursuit of sustainability conscious operations throughout the supply chain

# Corporate Governance Framework (Audit & Supervisory Board System)



## Evaluation of the Effectiveness of the Board of Directors

Survey administered to all corporate directors and Audit & Supervisory Board members

Interviews of all corporate directors and Audit & Supervisory Board members by external experts

Report by external experts

Deliberations at internal meetings

Meetings for exchanges of opinions by independent directors and independent Audit & Supervisory Board members

Discussion and self-evaluation by the Board of Directors

Internal and external experts analyze and evaluate the effectiveness of the Board of Directors

### Global Initiatives

#### **Sustainable Development Goals (SDGs)**

Clarify initiatives through business by materiality and deploy company-wide







8 働きがいも 経済成長も

















#### **Participation in International Initiatives**

Signed the UN Global Compact, joined the Responsible Business Alliance (RBA), endorsed the Task Force on Climate-related Financial Disclosures (TCFD)

**WE SUPPORT** 







#### **External Evaluation on our ESG Initiatives**

Highly rated by evaluation organizations around the world

Member of **Dow Jones** Sustainability Indices

Powered by the S&P Global CSA



MSCI ESG Leaders

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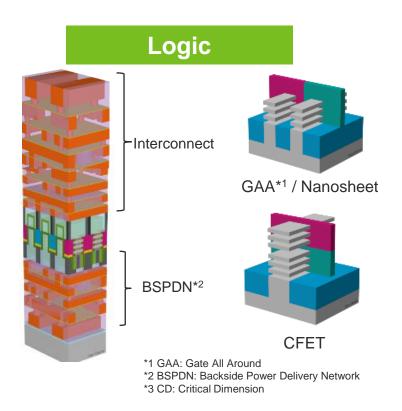


6. Diversifying Semiconductor Technology

~ Technology Roadmap~

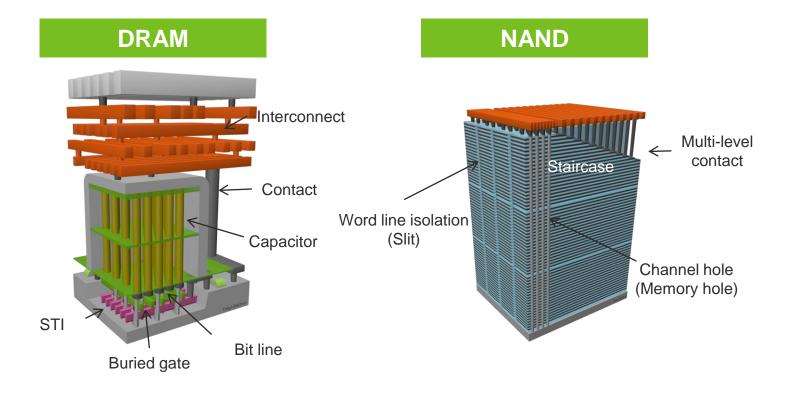


# Semiconductor Devices: Direction of Development



# Through miniaturization with structural changes

- Lowered cost per transistor
- Lower power consumption
- Higher speed



#### Through miniaturization

- Lower cost per bit
- Lower power consumption
- Higher speed

#### Through new structures

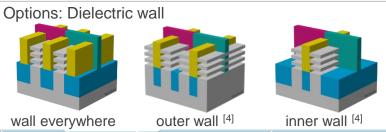
Lower cost per bit

#### Through high stacking

Lower cost per bit



# Logic Technology Roadmap (Generic)



 $^{\mbox{\scriptsize [1]}}$  Chih-Hao Chang (TSMC) et al., IEDM 2022

[2] Shien-Yang Wu (TSMC) et al., IEDM 2022

[3] Sandy Liao (TSMC) et al., IEDM 2024 [4] Mertens and Horiguchi (imec), EDTM 2024

Source: TEL estimates

(Ocheno)				wall everywhere	outer wall [4]	inner wall [4]	S	ource: TEL estimates
Year of HVM (20k/month)	2022~24	2025~2026	2027~28	2029~30	2031~32	2033~34	2035~36	2037~38
Node	3nm	2nm/18A/16A	14A	10A	7A	5A	3A	2A
	2~1 Fin	GAA NS	GAA NS scalin	g GAA NS extension	CFET	2 <sup>nd</sup> Gen. CFET	3 <sup>rd</sup> Gen. CFET	2D material stack
Transistor								IL/HK  CD materials TMDC
								2D material: TMDC MoS <sub>2</sub> , WS <sub>2</sub> , MoSe <sub>2</sub> , WSe <sub>2</sub> etc.
Poly Pitch [nm]	48~	.45 <sup>[1]</sup>	4	45~42 48 <sup>[3]</sup> ~		45	~39	36
Min. Metal Pitch [nm]	23	<b>3</b> <sup>[2]</sup>	20	18	17	16 14		12
Interconnect booster	Cu Barrier/Seed CIP Backside PDN (HPC)		Cu CIP or Ru subtractive	Ru subtractive AR>3, Airgap	New alloy AR>5, Airgap, BEOL Transistor			
EUV Patterning Technology	EUV MP*1, SE*2		,	·		High-NA MP, SI EUV MP, SE	Ξ	
Resist		CAR*3		CAR (+MOR*4)	CAR+MOR			

\*1 MP: Multi-Patterning, \*2 SE: Single-Exposure, \*3 CAR: Chemically Amplified Resist, \*4 MOR: Metal Oxide Resist

Logic scaling will continue by changing transistor structure and material evolution

# DRAM Technology Roadmap (Generic)

	Aivi recilifology ixoadifiap (Genetic)								So	urce: TEL estir	nates	
Year of HVM (20k/month)	2023-24	2025	2026	2027	2027 2028		2030	2031	2032	2033	2034	2035
Node	1b	1c	1d	0a		<b>0</b> b	0c		0d	0	е	
		2D										
Cell layout /		6F <sup>2</sup>	4F <sup>2</sup>	<sup>2</sup> VCT* [1,2]					3D	hil		
Structure	The state of the s				Property	[1] Seokhan Pa	nnel Transistor rk (Samsung) et al. (Samsung) et al., Il	, IEDM 2023 EDM 2023				
F [nm] in 6F <sup>2</sup>	13~12.5	12~11	10	9	9		7 (3D		(3D ~1xxL)		(3D >1yyL)	
Cap. pitch [nm]	39~37.5	36~33	30	2	27		24 21			4		Capacitor
Cap. A.R.	>50	>55	>65	>7	70	>75	>75 >80			A.R.		
Cap. Mat.	ZrAl	HfO		Alternative (HfZrO Anti Ferro. etc)								
WL	Ti	N	Poly-Si		Low R meta	al				WL		
Peri. CMOS		HKMG	nMOS HKMG pMOS	Bone	ding					FinFET		
HBM	HBM3E (8/12Hi,24/36)	GB)	HBM4 (12/16Hi,36/48	GB)	HBM4E (16Hi,64GB)		HBM5 (16,20Hi, 64/80	GB)	HBM5E		HBM6	

# NAND Technology Roadmap (Generic)

	Triab redifficion y reduction (deficie)								So	ource: TEL e	stimates	
Year of HVM (20k/month)	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035
Stack (~1.3x/1.5years)	3x	xL	4xxL	5x	xL	7xxL	1x)	αL	*1yyyL	*1z:	zzL	*2xxxL
Tier	2 (	or 3	3 or 4	3 (	or 4	3 - 5	4 -	- 6	5 - 7	6 -	8	7 - 10
Vertical pitch [nm]	39	- 45	38 - 43	38	- 42	37 - 41	36 -	- 40	35 - 39	34 -	38	33 - 37
Memory height [μm]	12	- 14	15 - 19	18	- 27	24 - 36	34 -	- 45 MILC/MI	45 - 62	57 - Fer	74	70 - 84 Resistive
Charge trap (CT)	Contin	nuous CT				CT isolation			— Мо	Fe/ NAN		
Channel	Poly Si (	grain CIP		MILC	1/MIC <sup>2</sup>	TiN/W -	No.					
WL metal	Wo	or Mo	Mo			Continu	ous CT	CT is	olation			
Layout/Structure		r array onding	Bonding		or	Bonding Multi Bondir			ory holes b/w slits		FeNA	ND ReNAND
Peri. CMOS	Poly S	Si Gate				HKMG	Verti	cal Pitch {				
*Trand Extranolation								Tier -				

<sup>\*</sup>Trend Extrapolation

Multi Bonding

Bonding

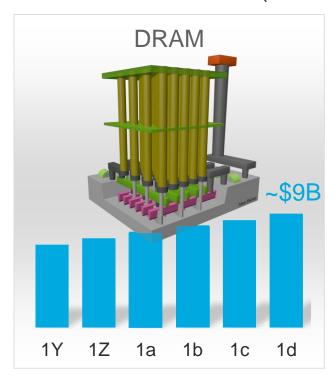
<sup>&</sup>lt;sup>1</sup> Metal induced lateral crystallization, N. Ishihara (Kioxia) et al., VLSI 2023

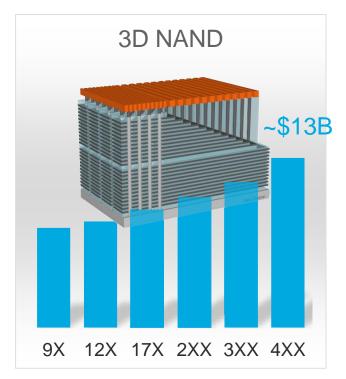
<sup>&</sup>lt;sup>2</sup> Metal induced crystallization

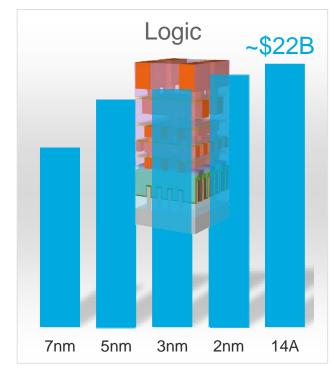
<sup>&</sup>lt;sup>3</sup> Jeehoon Han (Samsung) et al., IEDM 2023

# Raising Added-value in SPE

### WFE investment (100k WSPM\*, Greenfield/TEL estimates)





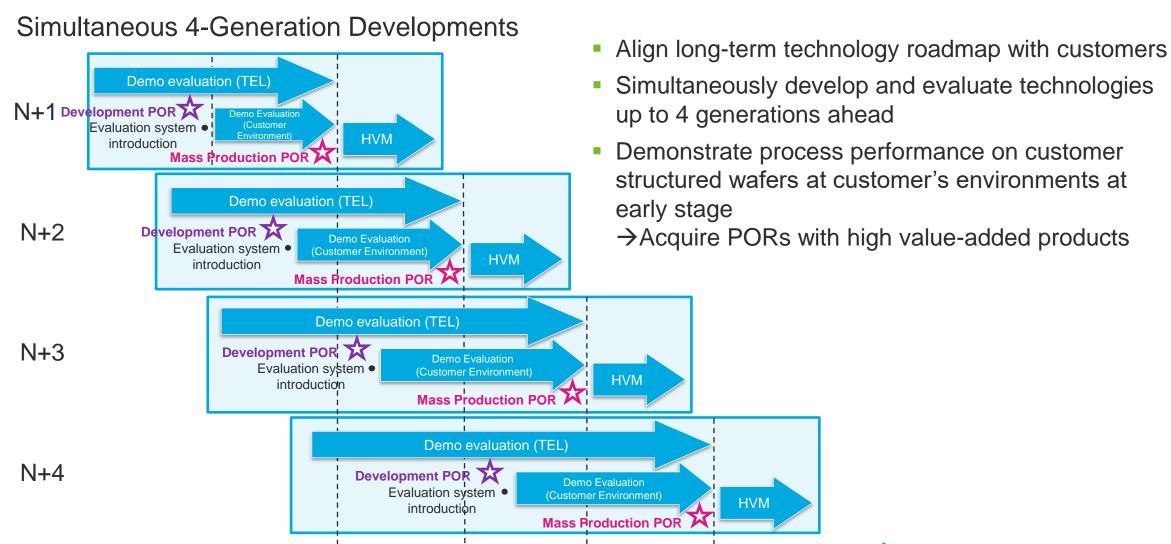


Expanding business opportunities for SPE manufacturers on arrival of new applications and rising level of technological difficulty

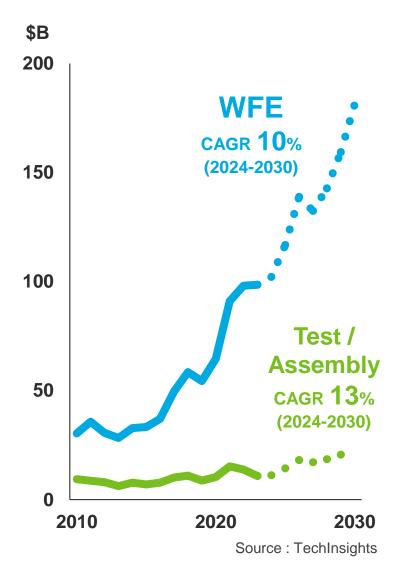
7. SPE New Equipment Initiatives



# **Development Efforts**



# Our Growth Opportunities in the Frontend Market



- CAGR driven by AI-related devices to continue to drive high growth of WFE's CAGR
- Leveraging TEL's strengths to address high-growth market areas:
  - Leading-edge logic: The etch market is expected to grow by 2.7 times, the deposition market by 2.5 times\*
  - DRAM: The etch market is expected to grow by 2.3 times, exceeding the CAGR of WFE\*
- By introducing new products focused on the key technological inflection points, we aim to further expand our areas of entry

\* TEL Estimates



# Growth opportunities at Technological Inflection Points in Frontend Process

## Logic: GAA\*1, BSPDN\*2, CFET

- Adaption of High-NA lithography, combined with multi-patterning and MOR technologies, presents
  opportunities for new technology Acrevia<sup>™</sup>
- Adoption of multi-patterning to increase demand for deposition, etch, and cleaning processes.
- GAA and CFET transistors to drive an increase in gas chemical etch processes
- New materials like ruthenium and structural innovations such as air gaps to generate fresh opportunities

#### ■ DRAM: HBM, VCT\*3, 3D DRAM

- Adoption of multi-patterning driving increased demands in deposition and etch
- Capacitor formation remains essential, driving ongoing demand for advanced etch and deposition
- 3D DRAM leading to increased processes in deposition, etch and gas chemical etch

### NAND: Beyond 4xx

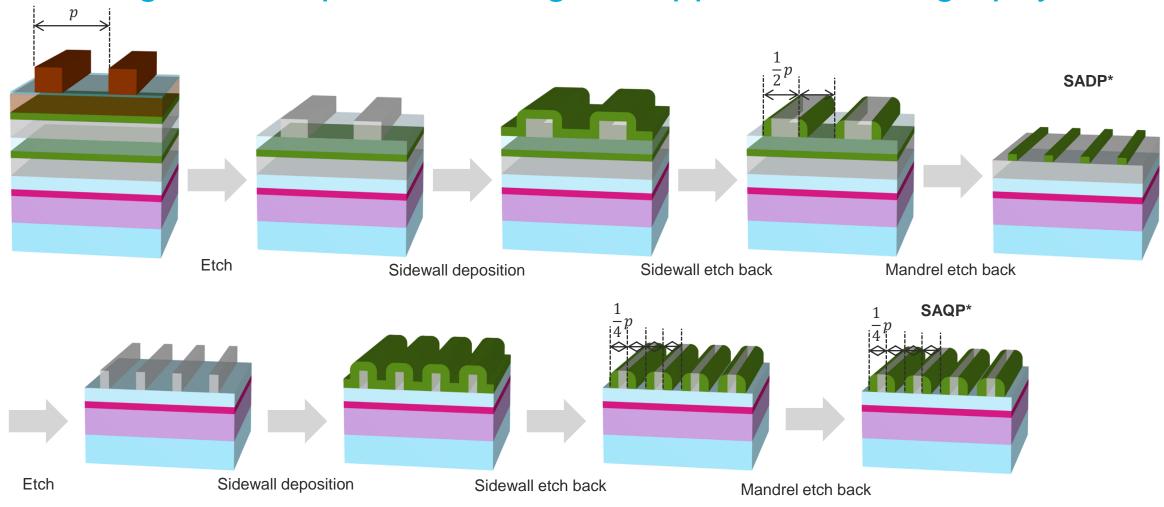
- Increased layer counts leading to higher investments in deposition and etching processes
- High aspect ratio etch to become increasingly important
- New materials such as molybdenum, and low-resistance channel silicon to be utilized



7-1. Frontend, Patterning Technologies



# Self-aligned Multiple Patterning to Supplement Lithography



SADP: Self-aligned double patterning SAQP: Self-aligned quadruple patterning

# EUV Lithography Technology Roadmap in Logic

 $^{\mbox{\scriptsize [1]}}$  Chih-Hao Chang (TSMC) et al., IEDM 2022

[2] Shien-Yang Wu (TSMC) et al., IEDM 2022

[3] Sandy Liao (TSMC) et al., IEDM 2024

[4] Mertens and Horiguchi (imec), EDTM 2024

Source: TEL estimates

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Node	3nm	2nm/18A/16A	14A	10A	<b>7A</b>	5A	3A	2A
Transistor	2~1 Fin	GAA NS	GAA NS scaling	GAA NS extension	CFET	2 <sup>nd</sup> Gen. CFET	3 <sup>rd</sup> Gen. CFET	2D material stack  IL/HK  IL/HK  2D material: TMDC  MoS <sub>2</sub> , WS <sub>2</sub> , MoSe <sub>2</sub> , WSe <sub>2</sub> etc.
Poly Pitch [nm]	48~	45 <sup>[1]</sup>	45	5~42	48 [3] ~42	45	~39	36
Min. Metal Pitch [nm]	23	<b>3</b> [2]	20	18	17	16	14	12
EUV Patterning Technology	Е	UV MP, SE		EUV MP, S High NA S			High NA MP, S EUV MP, SE	E
Resist		CAR		CAR (+MOR)		CAR-	+MOR	

MP: Multi-Patterning, SE: Single-Exposure, CAR: Chemically Amplified Resist, MOR: Metal Oxide Resist

Enhancing versatility of coater/developer to respond to future EUV lithography technologies including MOR and high-NA EUV

Investor Relations / May 9, 2025

# Coater/Developer: CLEAN TRACK™ LITHIUS Pro™ Z for EUV

LITHIUS Pro<sup>™</sup> Z released in 2012 (> 3000 systems shipped)

New features to support EUV CAR\*1/MOR\*2 to be released as on an ongoing basis

# **High Reliability**

High share in EUV market

# **High Productivity**

Maximizes output of EUV lithography tools, and reduces chemical consumption

# **High Versatility**

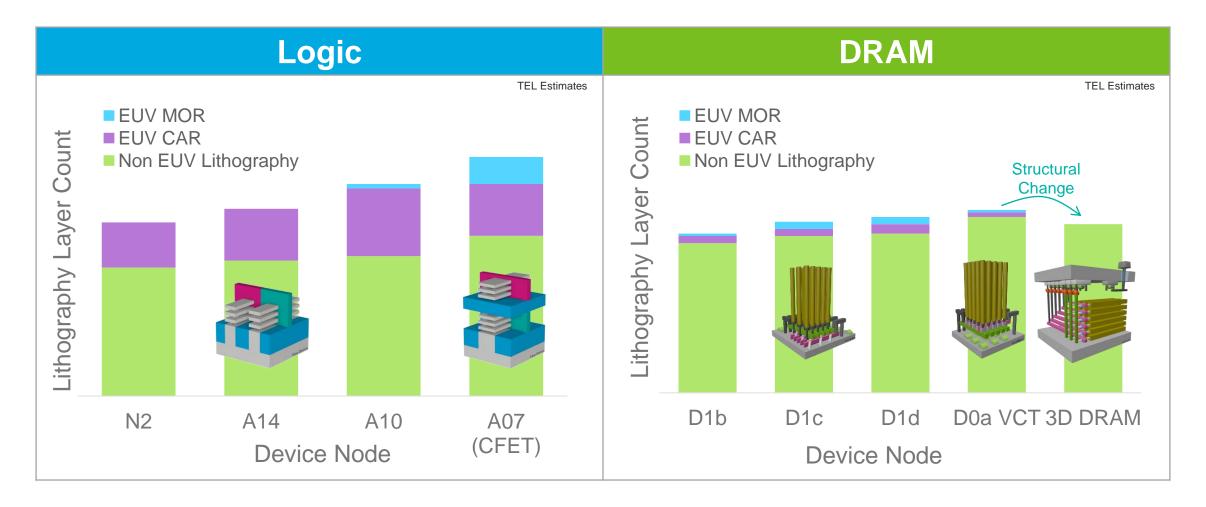
Supports CAR, MOR and underlayers



\*1 CAR: Chemically Amplified Resist \*2 MOR: Metal Oxide Resist

LITHIUS Pro™ Z platform with its proven mass production for various litho tools, ensures high reliability and productivity for EUV litho, along with high versatility for next-generation EUV

# Outlook on Lithography Layer Count

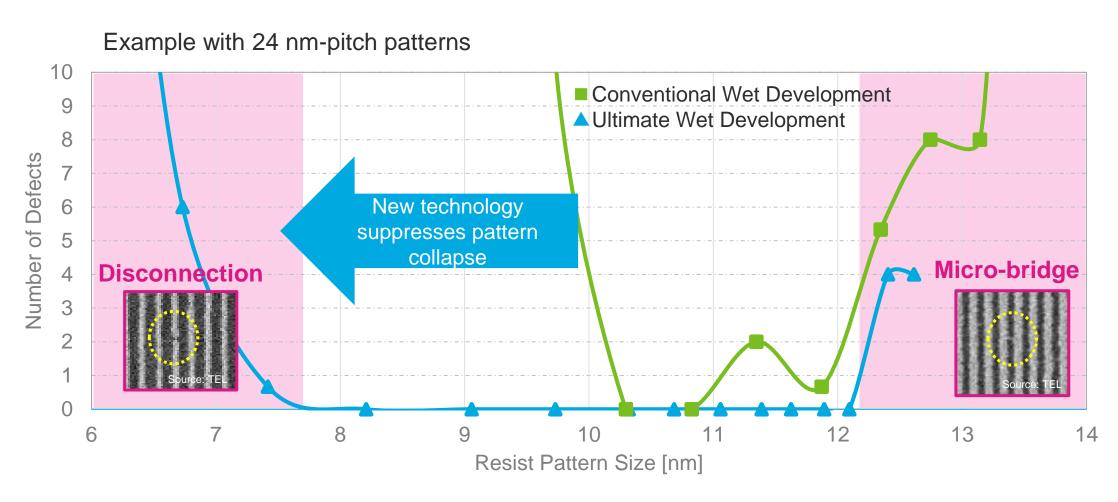


MOR expected for Logic 10A/ DRAM D1b, development ongoing for MOR

TEL

Investor Relations / May 9, 2025

# Example of MOR Process: The Ultimate Wet Development



The Ultimate Development technology enables the suppression of pattern collapse

# Example of MOR Solution: The Ultimate Wet Development

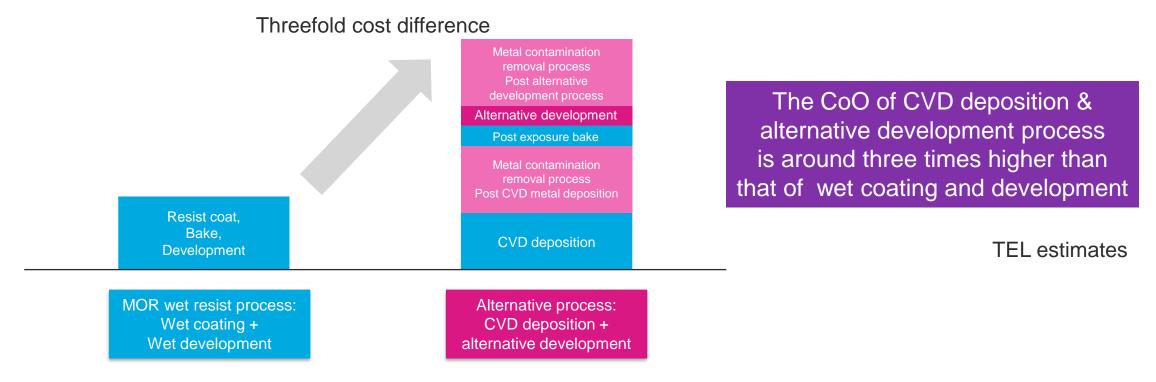
\*1 Based on internal information and development targets
\*2 Based on results of developing 24 nm-pitch lines

	Ultimate Wet Development Technology	Conventional Wet Technology	Alternative Technology
Base Technology	Coater/Developer	Coater/Developer	Etch
Process Ambient	Atmospheric	Atmospheric	Vacuum
Reaction	Chemicals	Chemicals	Corrosive Gas
Throughput*1	4x	4x	1x
Chemical Consumption*1	50% (vs. conventional)	100 %	N/A (uses gas) exhaust processed in combustion abatement post process
Anti-Pattern Collapse*1 Performance	< 8 nm* <sup>2</sup>	> 10 nm* <sup>2</sup>	< 8 nm*1
Footprint*1	In-Line	In-line	Additional Footprint

Evaluation of Ultimate Wet Development ongoing with key customers, with emphasis on productivity (throughput, footprint, maintainability, utilize existing facilities)

# Cost Comparison of MOR Wet Resist Process to Alternative Process

#### Resist Process Cost Comparison



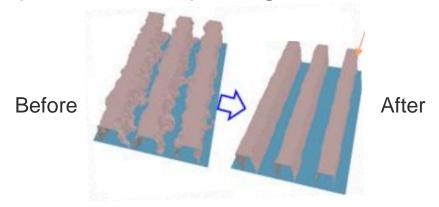
MOR wet resist process is superior to alternative process (CVD & alternative development) not only in terms of operational advantages including cost, TAT, queue time management, equipment footprint and power consumption, but the wet process also demonstrates superior data in terms of process performance

Investor Relations / May 9, 2025

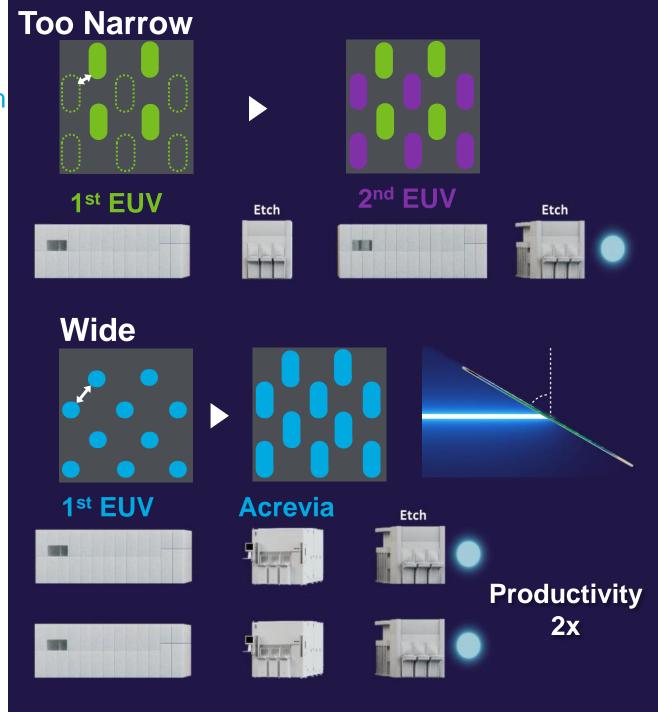
# Acrevia™

#### TEL's Original Gas Cluster Beam (GCB) System

- Beam Angle is freely Adjustable
- LSP (Location Specific Processing) Wafer Scan
  - → Enable 3 Dimetional Etching
- Drastically Improve EUV productivity
   by EUV step reduction with fine patterning
- Realize yield by removing defect between pattern and improving LER/LWR\*



\* LER/LWR: Line Edge Roughness / Line Width Roughness



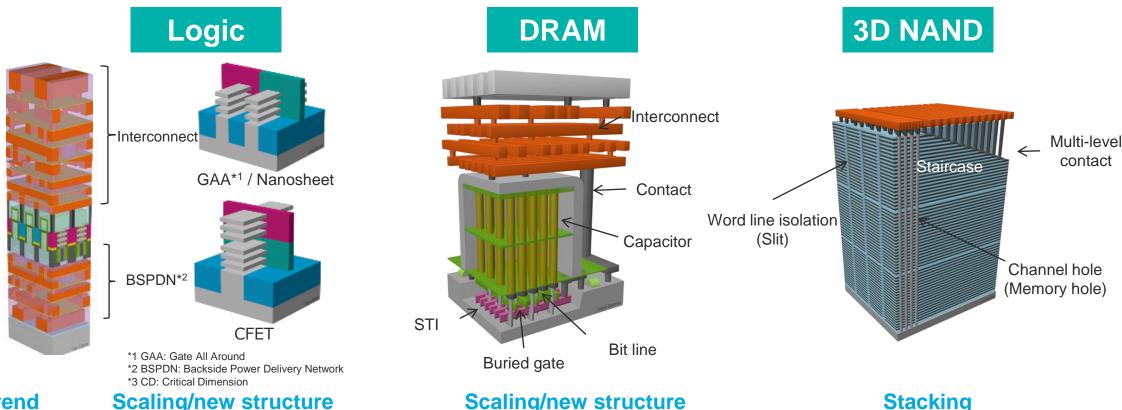
# 7-2. Frontend, Unit Process



# 7-2-1. Etch System



#### Requirements and Various Etch Technologies



#### **Device trend**

**Technology** Required

High selectivity through precise ion control Low-damage process Profile control (vertical, etc.)

#### **Scaling/new structure**

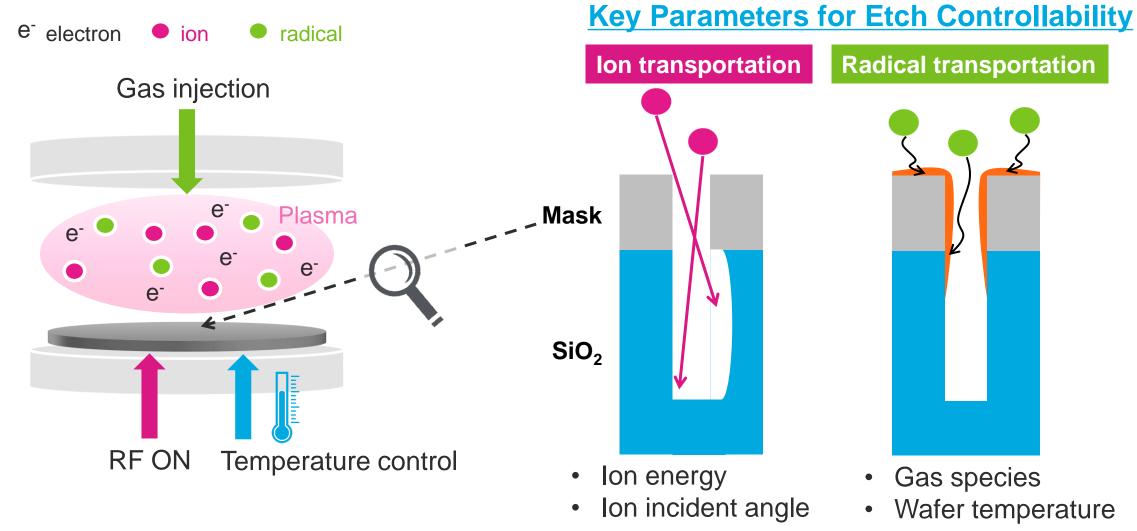
Small CD\*3, high aspect ratio capacitor etch Scaled mask etch (EUV, multi patterning) HBM (increase in interconnect, etc.)

#### **Stacking**

Fast and vertical high aspect ratio etch Depth monitoring and process control Within wafer uniformity control

Etch technology with precise controllability is required for further evolution of devices

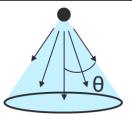
## Overview of Etching and Key Parameters



## Our Unique Technology 1: HERB™

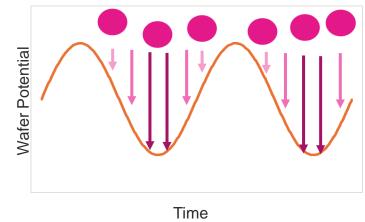
# **Ion transportation** Mask SiO<sub>2</sub>

# Conventional Technology (Sine wave)



The force attracting ions varies

→incident angle varies

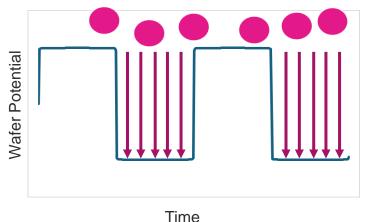


(HERB™: <u>High Efficiency Rectangular Bias™</u>)



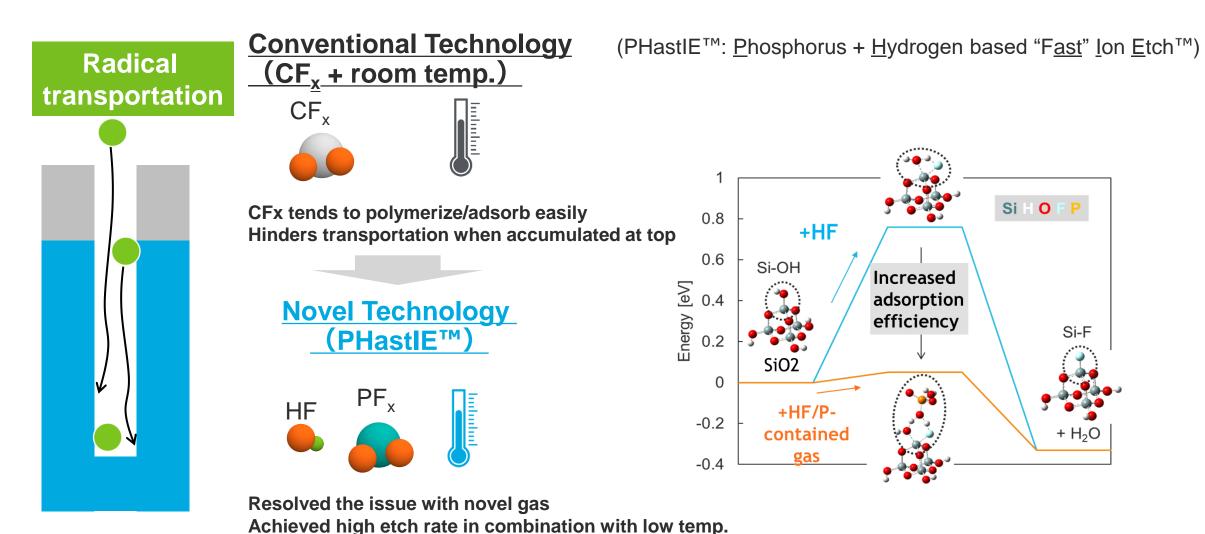
Force attracting ions are strong and consistent

→incidence angle becomes perpendicular





# Our Unique Technology 2: PHastIE™



#### Novel Cryogenic HARC Etch



**Beyond** 



**Process** 

Cryogenic temp.

More Linear, Deeper & Faster

**Plasma Control** 

Deep-learning Optimization

**Environment** 

**Power Consumption** 

Less Power

**-43**%

**-83**%

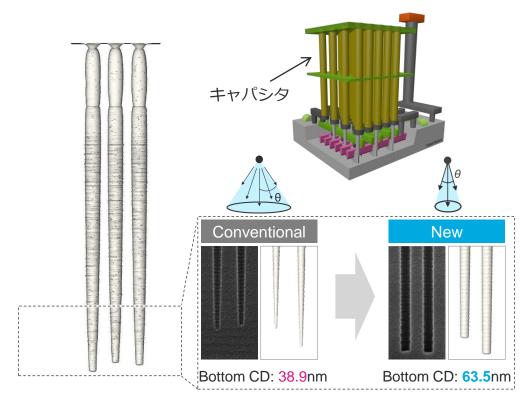
CO<sub>2</sub>e

Less Carbon Footprint

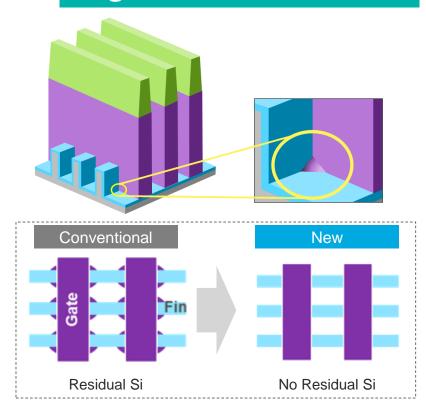
Presented world's first new cryogenic process in 2023 (@VLSI 2023), achieving both high process and environmental performance

#### Future of New Etch Technologies

## DRAM: Capacitor SiO<sub>2</sub> Etch

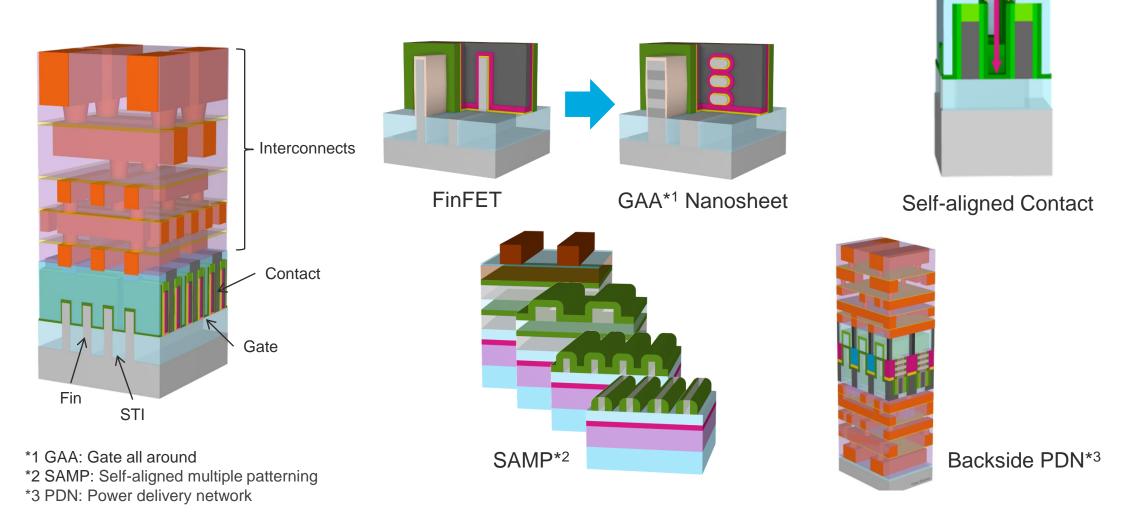


#### **Logic: Gate Silicon Etch**



New technologies created through the development of ideal etching process development, will be applied to a variety of critical processes

## **Business Opportunities in Logic**

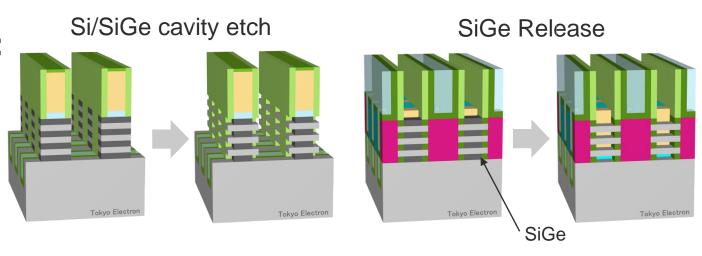


Respond to changes in device manufacturing and EUV lithography for further scaling

#### Initiative for GAA Nano Sheet Structures

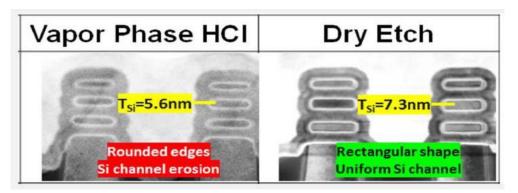
#### Nano Sheet process challenges:

- Uniformity in rectangle shape
- Mitigation of roughness/residue on patterned surface



#### TEL's initiative: Gas chemical etch

- High etch selectivity
- High uniformity
- Residue removal/decreased roughness



Source: N. Loubet, et al., IBM, TEL Technology Center, America (IEDM2019)

Leveraging the advantages of gas chemical etch to contribute to leading-edge processes

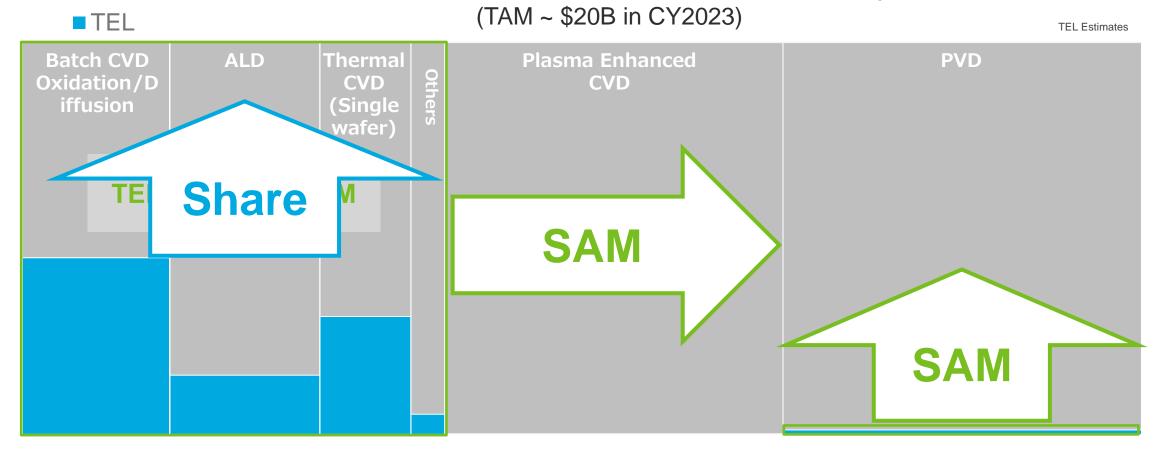
# 7-2-2. Deposition System



# Business Strategy in the Thin Film Deposition Market

**Expanding Market Share and SAM**\*

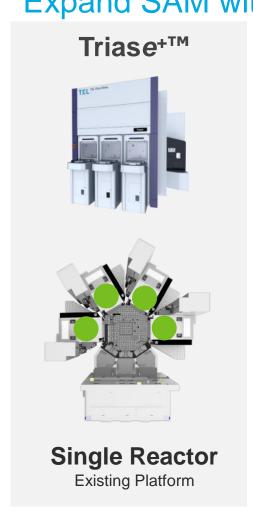
TEL's Market Share and SAM in Thin Film Deposition



\* SAM: Served Available Market

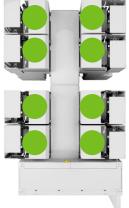


# Strategies in the Film Formation Business 1: Expand SAM with Single Wafer CVD



Episode™ 1





**Single Reactor**Equipped with up to eight process modules

#### Episode™ 2 DMR\*





\*Duo Matched Reactor

Achieved high productivity
by processing 2 wfs/PM

#### Episode™ 2 QMR





**Quad Matched Reactor** 

Equipped with a newly developed high-density plasma source

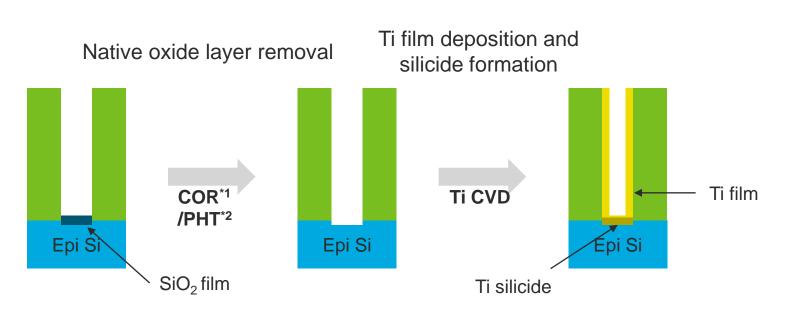
Scheduled for release in 2026

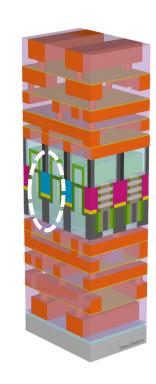
Released in July 2024



#### Episode™ 1: Contact Formation Process

Example of process flow



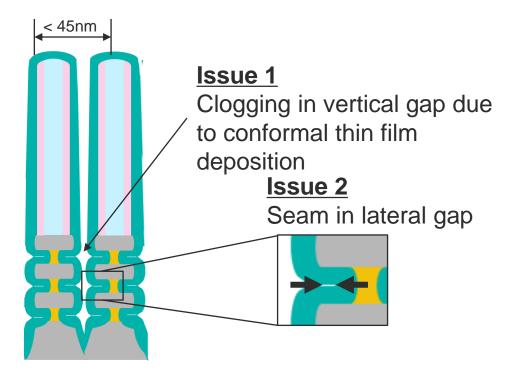


\*1 COR: Chemical Oxide Removal \*2 PHT: Post Heat Treatment

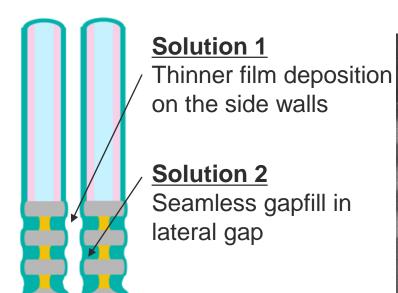
Multiple types of process modules are equipped on a high-vacuum transfer module, and low-resistance contacts are achieved by sequentially processing native oxide layer removal and metal film formation

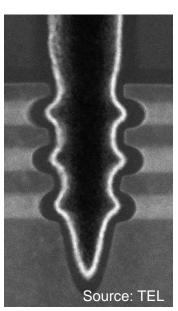
# Episode™ 1: Inner Spacer Formation - Lateral Gapfill

Issues:
Leak due to dielectric breakdown due to etching



Solutions : Improve lateral gapfill performance





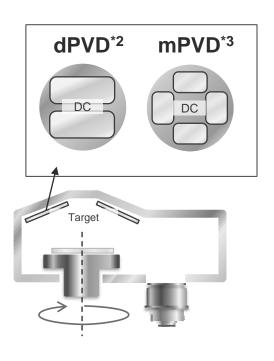
Realized seamless lateral gapfill using a unique thin film deposition technique and laterally uniform film modification using a newly developed high-density plasma

# Strategies in the Film Formation Business 2: SAM Expansion with PVD

#### LEXIA™ -EX Released in December 2024

- Oblique angle sputter with wafer rotation system
  - Excellent thickness uniformity (1σ 0.5%)
- Unique multi-cathode\*1 configuration
  - High deposition rate
  - Capability of tuning film composition ratio with multiple materials
- High throughput (~100WPH)
- Significant footprint reduction vs conventional model





# Strategies in the Film Formation: Growth in Batch Thermal Process/Deposition

#### Major applications

- Silicon process in general (dummy gate, channel Si, etc.)
- Batch ALD high-k (capacitor dielectric)
- Plasma/Thermal ALD-SiN/SiO<sub>2</sub>
- Batch molybdenum (word line)

#### Development plans

- Increase load port size (8 lots, 200 wafers/batch)
- Improve exhaust conductance to mitigate pattern loading effect
- Enhance energy efficiency (elevate heater performance)
- Enhance labor reduction (one-touch start-up, self-maintenance, DX)

#### TELINDY™ PE-II



# 7-2-3. Cleaning System



# Single Wafer Cleaning Strategy

- Single wafer cleaning
  - Bevel wet etch
    - Expect annual market growth rate of around 10%
    - Contribute to improving customers' yields.
       Maintain a high market share by differentiating through performance in precisely removing film from the outer part of the wafer
  - Prevent pattern collapse
     Expand market share by TEL original technology to reduce collapse of high aspect ratio pattern
  - Metal etch

Launched new dedicated SPM chambers for controlling selectivity for metal in order to solve reduced yield issues caused by dry etch damage and residue

Without bevel wet etch

Conventional drying technology

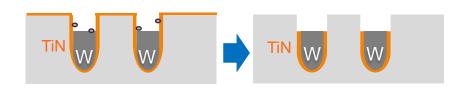
Pattern collapses occur

With bevel wet etch

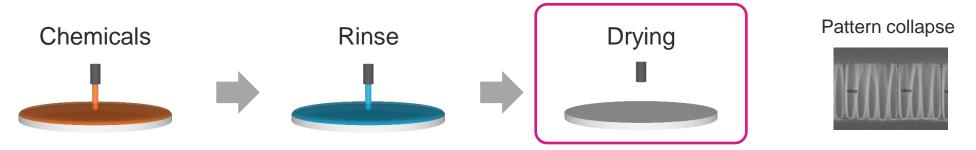
New drying technology

No collapse

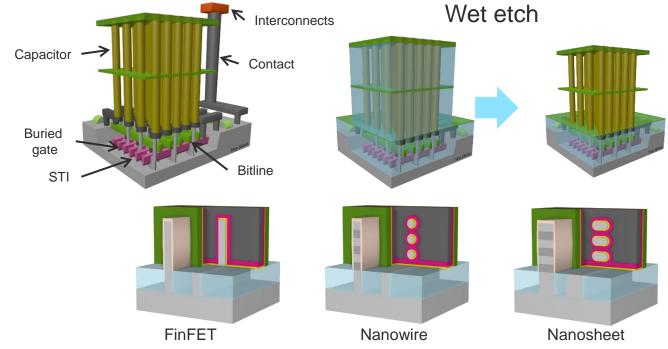
Metal etch process



# Technology Challenges in Cleaning for State-of-the-Art Devices



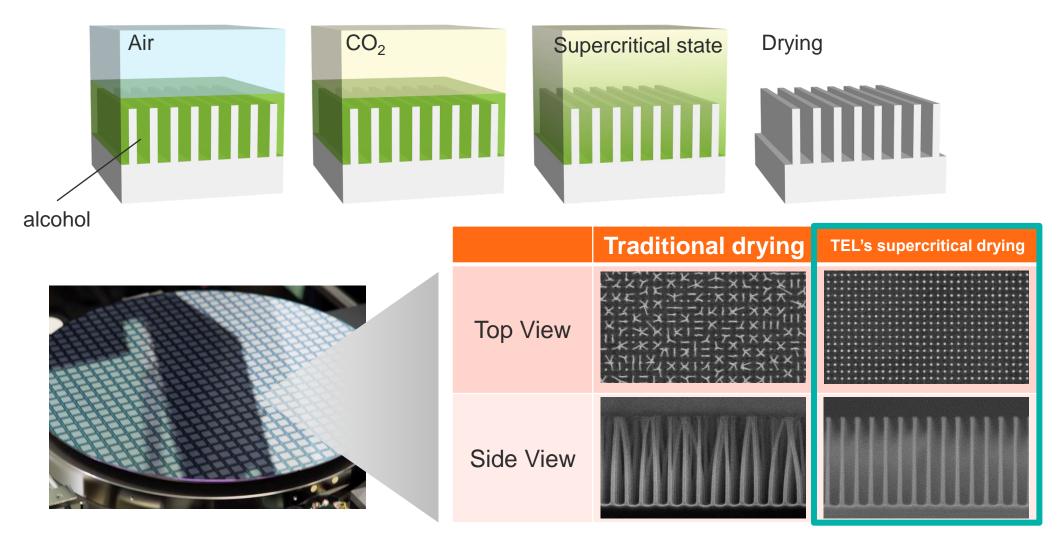
- DRAM
  - Post-STI etch cleaning
  - Mold wet etch after capacitor electrode formation
- Logic
  - Post-fin etch cleaning
  - Post-nanowire/nanosheet formation cleaning



Drying technology more difficult due to further scaling and higher aspect ratios
Investor Relations / May 9, 2025

In device manufacturing

# Supercritical Drying Technology



Supercritical drying technology prevents pattern collapse

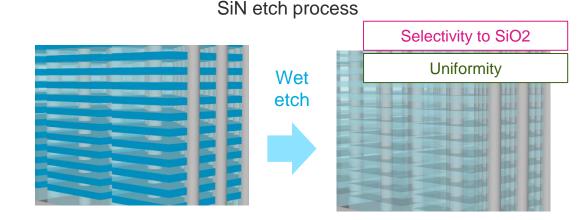
## Batch and Scrubber Cleaning Strategy

#### Batch cleaning

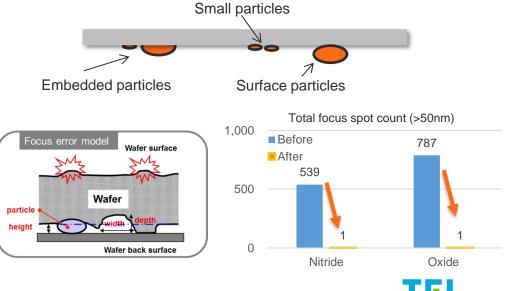
SiN etch and W etch processes for 3D NAND
 Focus on processes that require long durations and advanced process technology. Differentiate by realizing high uniformity, high selectivity and high productivity in wet etch

#### Scrubber cleaning

Pre-lithography process
 Provide high-value solutions such as reducing particles brought in by wafers, contributing to the improvement of exposure tool availability which have grown increasingly important due to the introduction of EUV

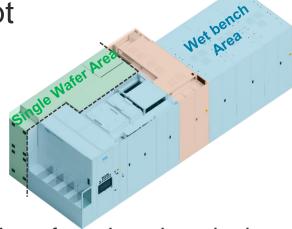


#### Wafer back and defocus diagram



#### **ZEXSTA**<sup>TM</sup>





A combination of wet bench + single-wafer process

Method	Features			
Wet Bench	High-temp/ long-duration process, wet etch			
Single Wafer	Advanced drying technology, particle control			

- Target Application
  - Advanced wet etch + advanced dry tech



- Highly selective wet etch process will be required for also 3D DRAM in addition to 3D NAND
- High throughput + surface cleanliness



 High surface cleanliness is required for logic and DRAM

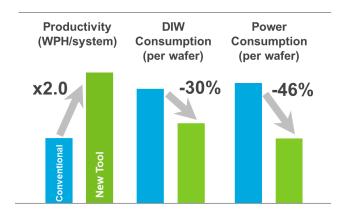
TEL will contribute to customer technology development by continuing to create new value, overcoming the constraints of traditional equipment classifications

## **Development of Cleaning Systems**

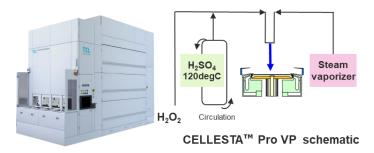
# High Productivity Wet Bench (EXPEDIUS™-R)



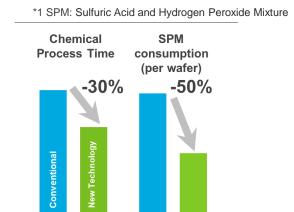
Industry's first large-batch process (increased wafer counts)



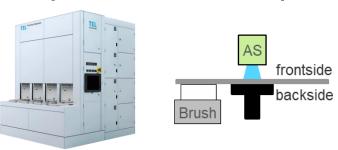
#### SPM\*1 Vapor Technology (CELLESTA™ Pro VP)



Enabled higher temperature process due to a more effective rection by adding water vapor to chemicals

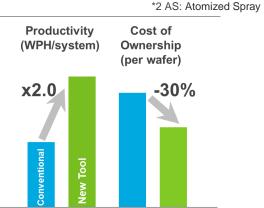


# Simultaneous Scrubber (CELLESTA™ MS2)



A tool enabling AS\*2 process on wafer frontside and physical brushing process on wafer backside simultaneously in a single chamber

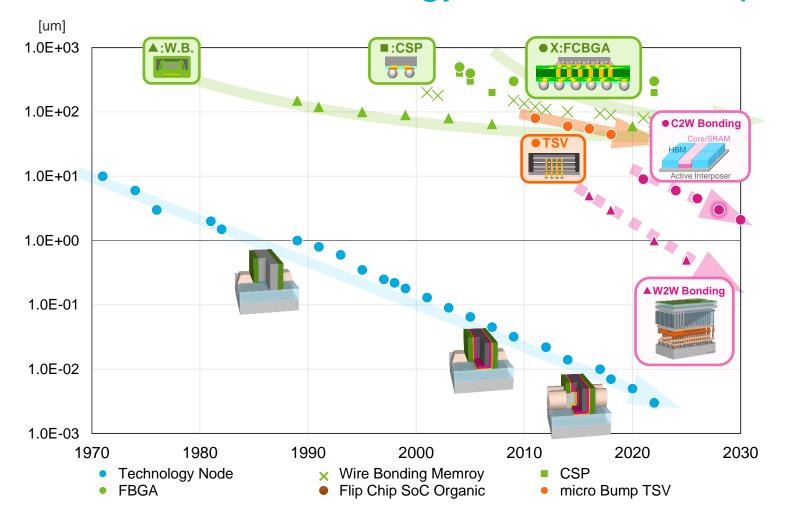
\*2 AS: Atomized Spray

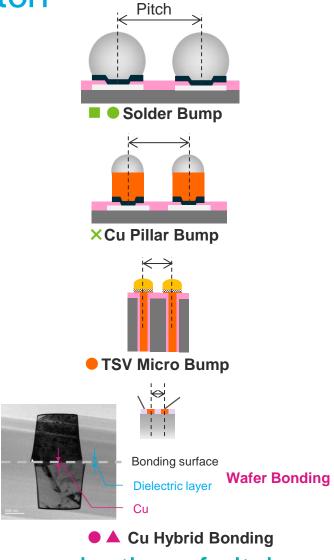


7-3. Backend Business Strategy



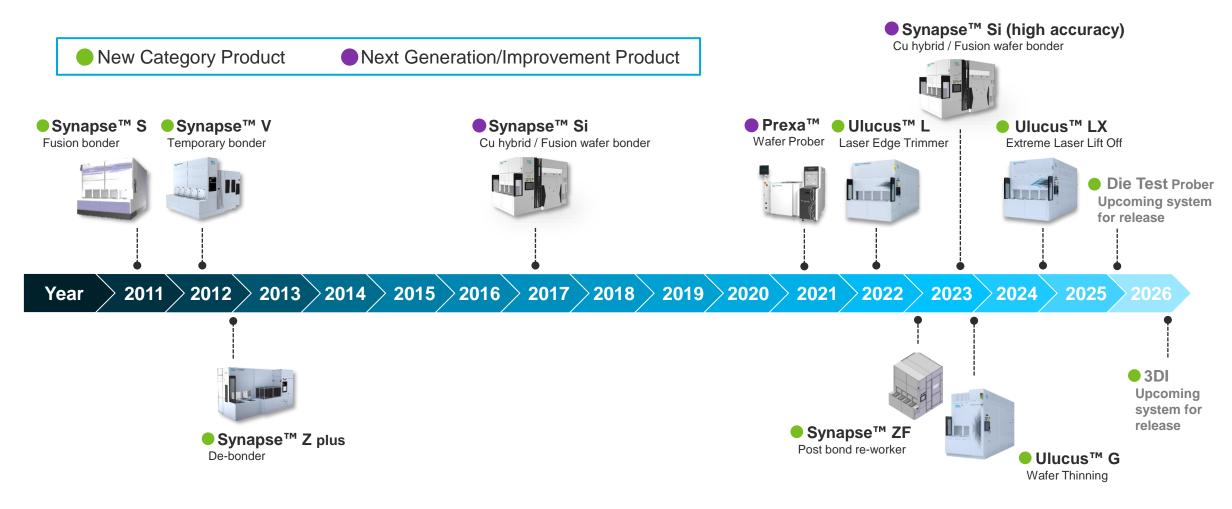
#### Semiconductor Technology Node and Bump Pitch





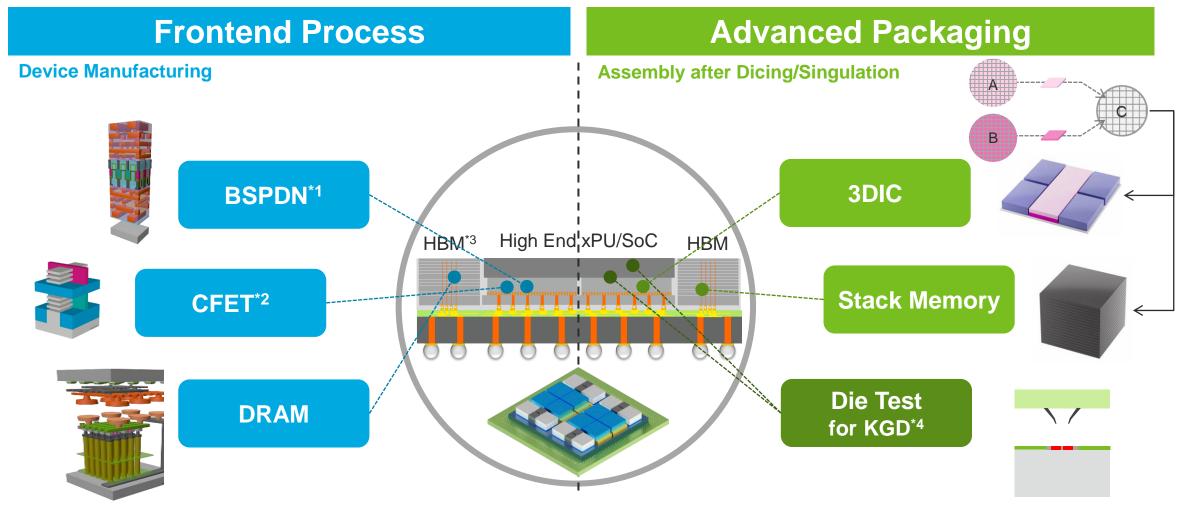
Introduction of wafer bonding technology accelerates further reduction of pitch

# History of Product Launches in Assembly and Test\* Systems



Accelerating product development to prepare for the era of 3D integration

## 3DI / Test Business Expands Opportunities for HPC/AI Device



<sup>\*1</sup> BSPDN: Back Side Power Delivery Network

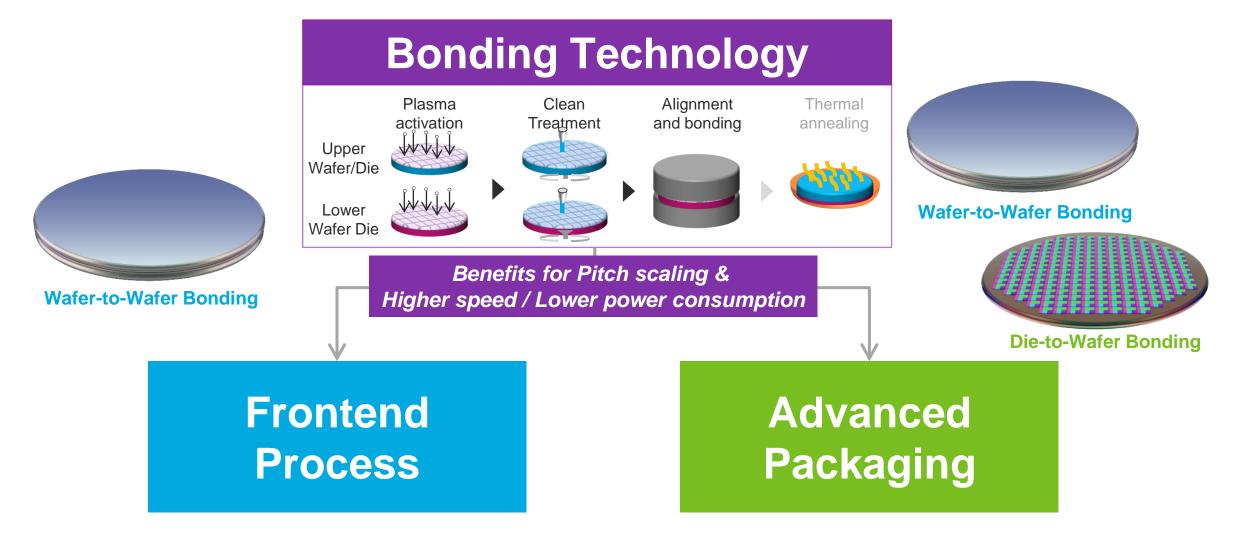


<sup>\*2</sup> CFET: Complementary Field Effect Transistor

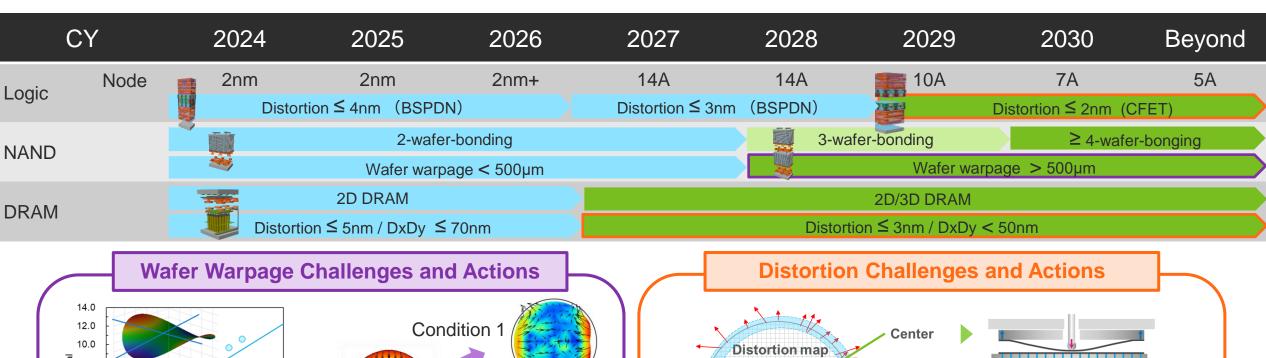
<sup>\*3</sup> HBM: High Bandwidth Memory

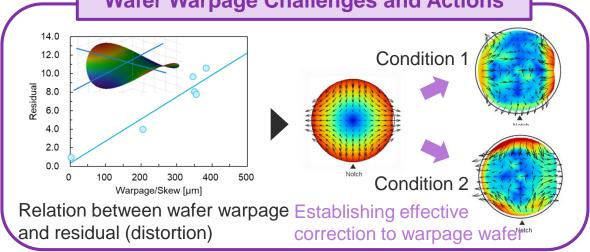
<sup>\*4</sup> KGD: Known Good Die

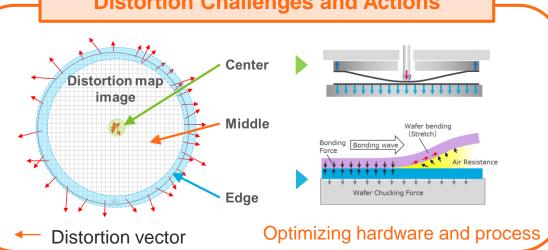
## TEL's Opportunities for Bonding Technology



# Wafer Bonder Technology Roadmap and Challenges



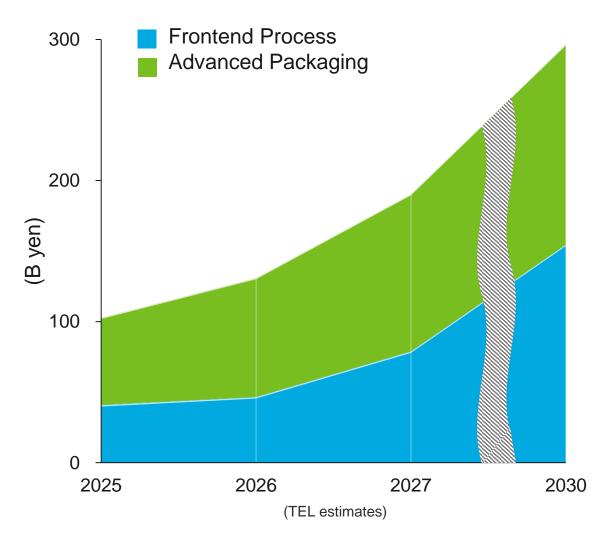




TEL is developing various technologies in advance to prepare for next-generation devices

101

#### **Bonding Process Equipment TAM\***



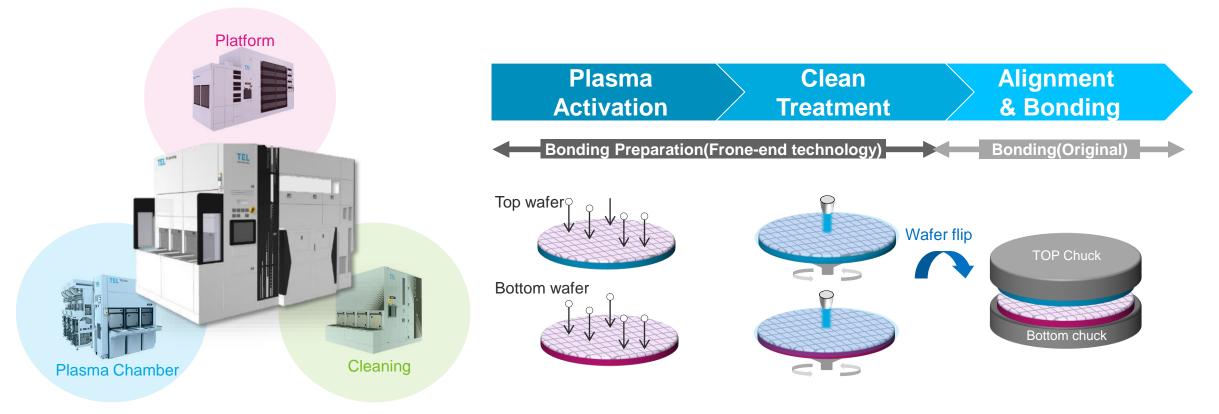
# Anticipating a TAM CAGR of 24% from CY2025 to CY2030

- Projected to achieve 300 billion yen by CY2030
- Encompassing both frontend processes and advanced packaging equipment
- Addressing bonding/debonding, slicing, and thinning process equipment utilizing various technologies

\* TAM: Total Available Market



## Wafer-to-Wafer Permanent Bonder Synapse™ Si



- TEL's existing broad technology and business contributing effective product development/CIPs
- Making good progress with major memory, logic customers towards high volume manufacturing
- Leading W2W Fusion/Cu hybrid bonding technology for next generation device manufacturing

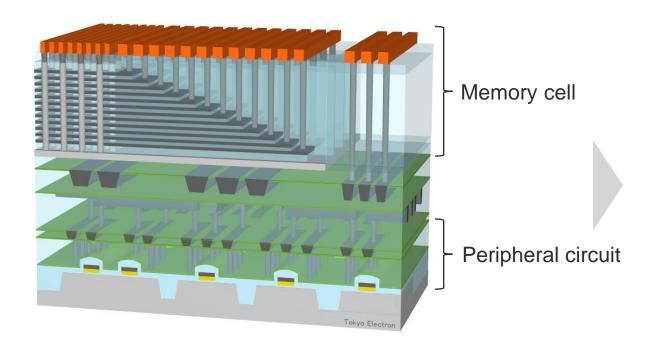
# Broad Applications and Expansion of Bonding Technology

Application	Frontend Process						
	CIS*1	NAND	DRAM		Logic		
Stacking Device	Pixel + ( Peripheral ) + Logic	3D NAND : + Cell + Cell + Peripheral	( Si Substrate ) ( Si Peripheral Cell	Si Substrate ) + Peripheral + Cell + Si Substrate )	BSPDN BSPDN & CFET  Logic  + Logic  + Si Substrate  Si Substrate		
Bonding	Wafer to Wafer (CHB <sup>*3</sup> /Fusion)	Wafer to Wafer (CHB)	l l	afer to Wafer CHB/Fusion)	Wafer to Wafer (CHB/Fusion)		
Structure	The same of the sa						
Status	HVM*4	R&D~HVM R&D	R&D	R&D	R&D~HVM R&D		

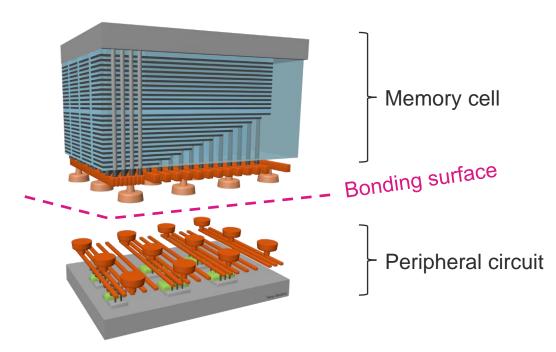
The design of future devices is transitioning from single bonding to multi-bonding structures

#### Wafer Bonding Application for 3D NAND

#### **Current structure**



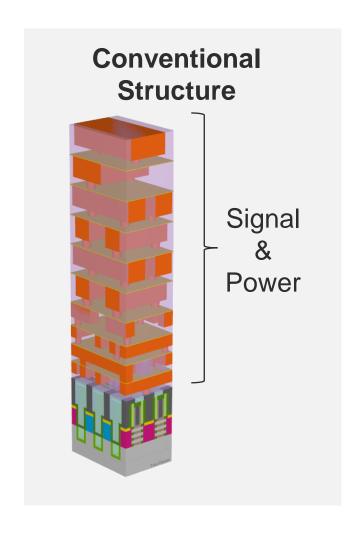
#### **New structure**

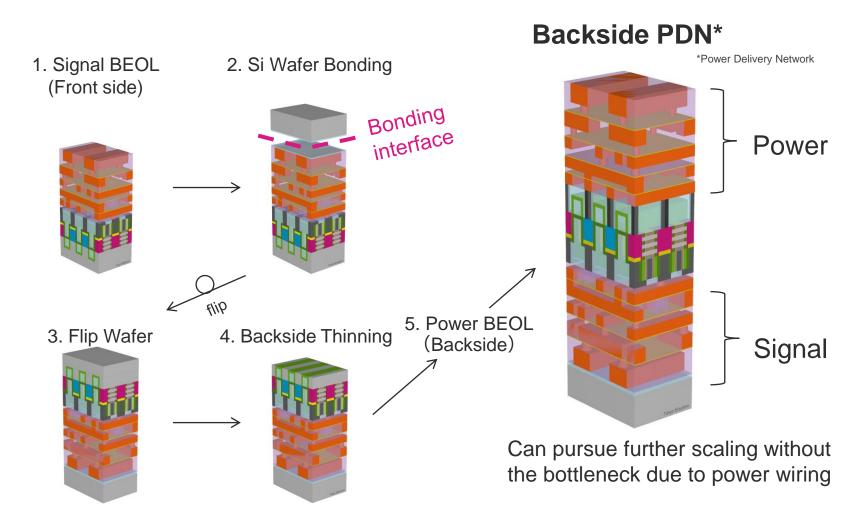


- Peripheral circuit performance deteriorates due to exposure to high temperature during memory cell manufacturing
- ✓ Long interconnects wiring

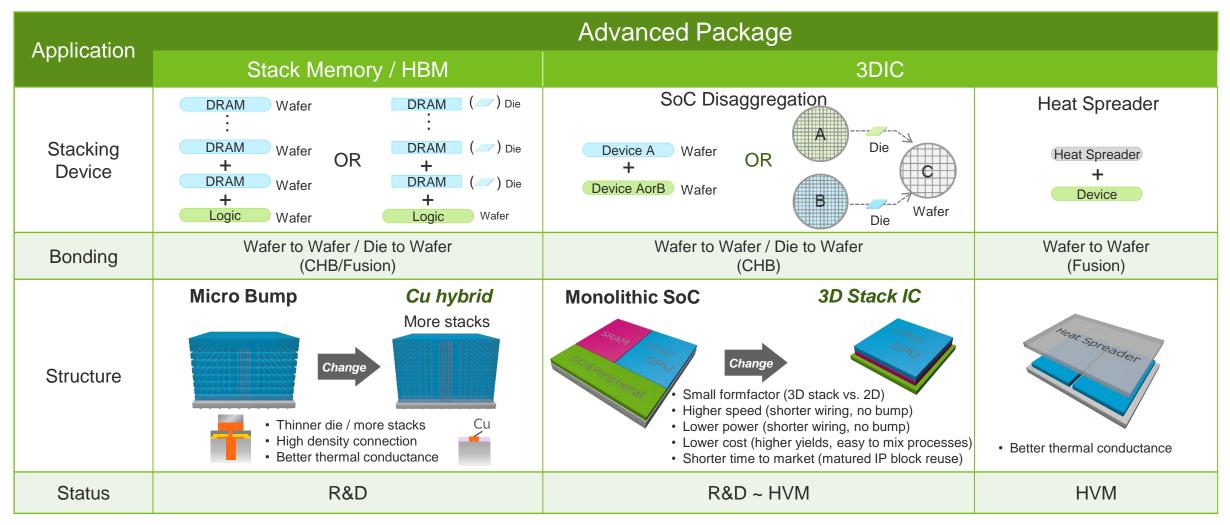
- ✓ Peripheral circuit is manufactured on the separate wafer and bond to the memory cell wafer
  - higher peripheral circuit performance
  - shorter TAT\* process
- ✓ Shorter interconnects wiring

#### Wafer Bonding Application for Logic Backside PDN





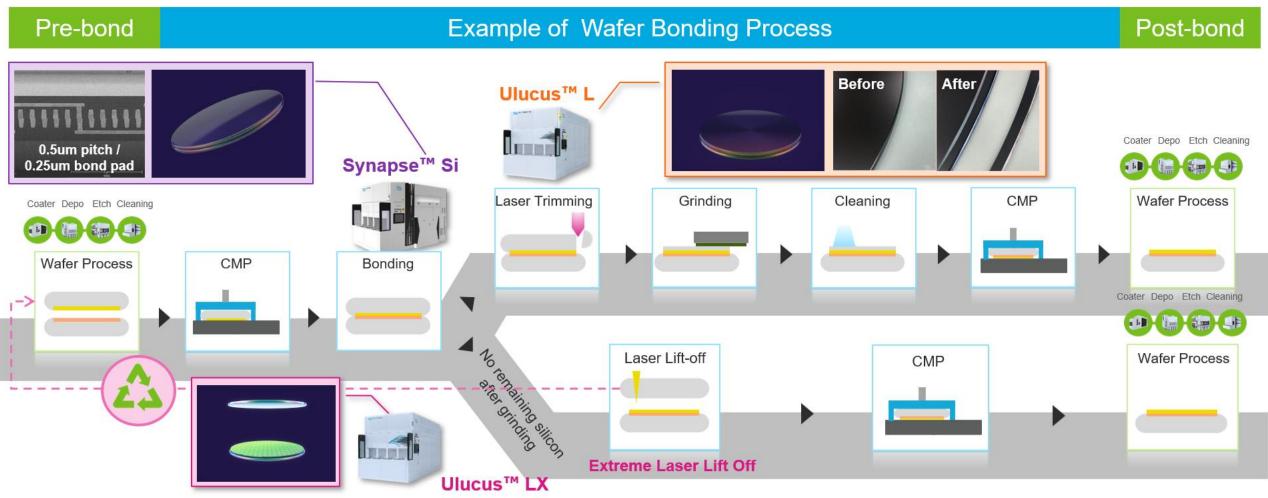
# Broad Applications and Expansion of Bonding Technology



The opportunity for CHB/fusion bonding is growing to encompass advanced packaging

TEL

## Frontend Wafer Bonding Process and TEL Products



Integrating various TEL equipment enables next generation wafer bonding processes that deliver high performance and process efficiency

## Laser Trimming System: Ulucus™ L

### Concept

- Edge trimming on bonded wafer
- Latest platform utilizing super clean technology from the front-end process, with the integration of laser control technology

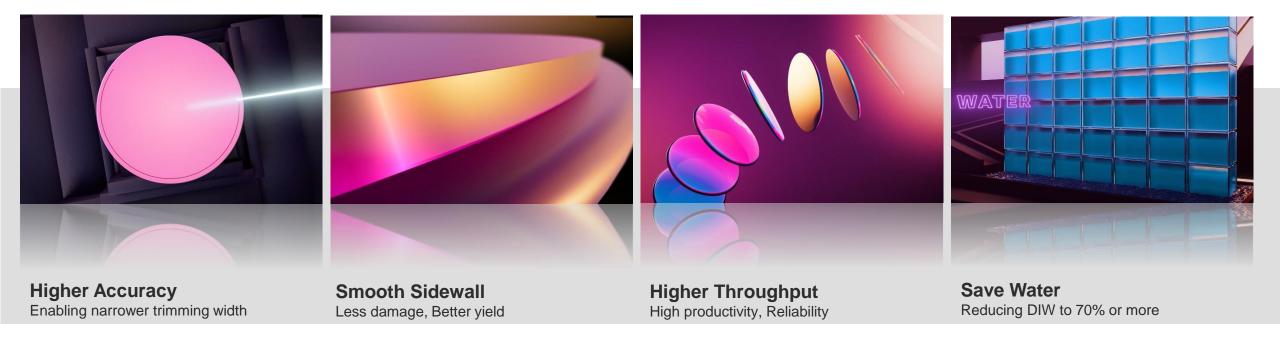


Laser technology realizes high accuracy and quality trimming processes, and environment-friendly capability through the reduction of DIW usage

## **Laser Trimming System**

Revolutionize wafer bonding process with laser technology

Enhance yield and significantly reduce the use of DIW in the edge trimming process



## Introducing Ulucus™ LX for Post-Wafer Bonding Process

Si wafer B

## Extreme laser lift-off (XLO) technology

- Advanced thinning and critical technology for post-wafer bonding process
- Unique laser technology enables separation of the Si-substrate from the device layer

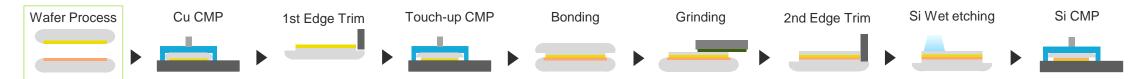


- Enhanced efficiency in silicon active areas
- Fewer process steps required
- Reduced need for DI water usage and CO<sub>2</sub> emission
- Opportunity for wafer reuse
- Equipment released in December 2024

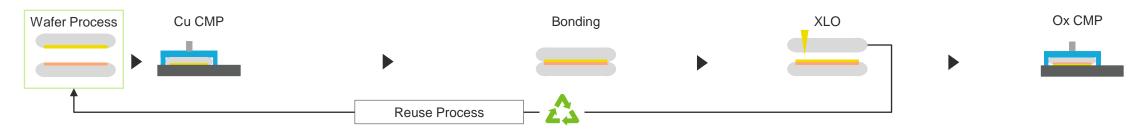


## Ulucus™ LX Advantages

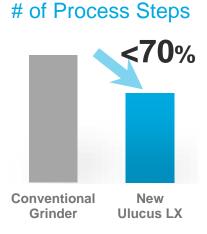
### Permanent Bonding Process with Grinding & Blade Edge Trimming (Conventional)

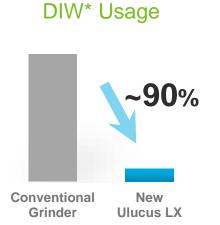


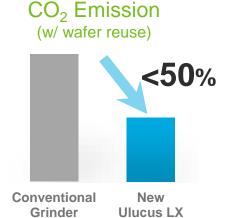
### Permanent Bonding Process with XLO (Extreme Laser Lift Off)











→ Advantage Over Grinder

No Silicon Sludge

Source: TEL

**Ulucus LX** 

Grinder

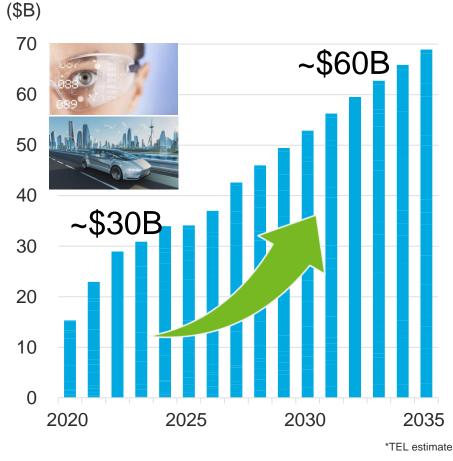
8. MAGIC Market and Field Solutions Business Initiatives

### **MAGIC Market**

- MAGIC Market to double
- Development & sales for MAGIC specialty applications
- Demo line ready for 200mm MAGIC
  - ✓ Yamanashi, Kumamoto, Miyagi
  - ✓ Massachusetts, Minnesota, Florida



### Market Estimates





## **Equipment for Mature Generations**

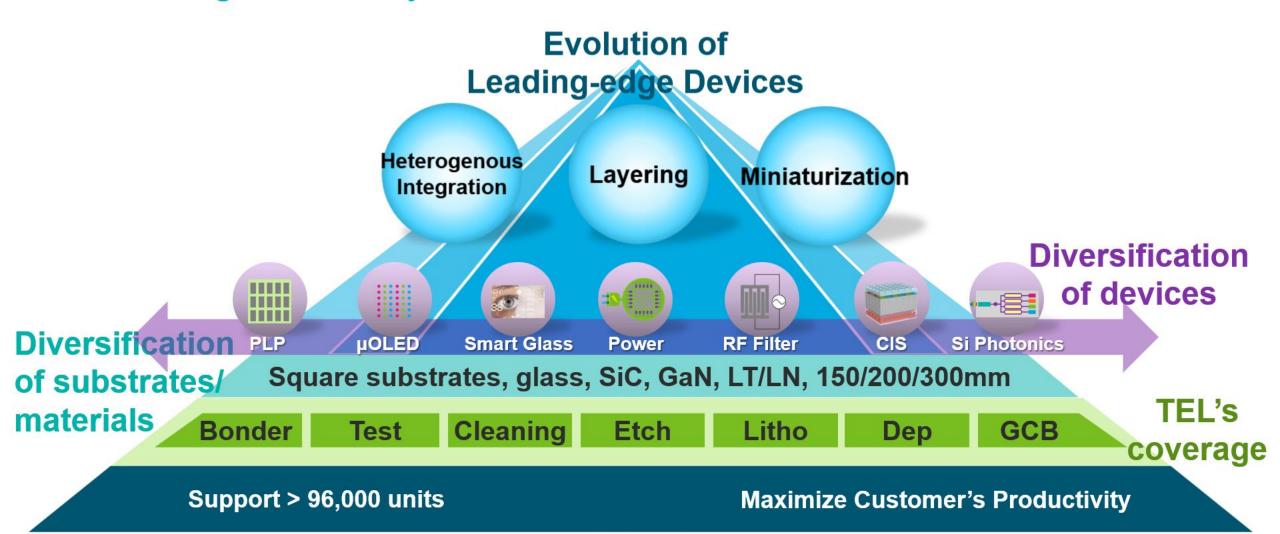
- Reengineered equipment for 200mm wafer
  - Thermal deposition systems, coater/developer, etch systems, etc.
  - Sales expansions not only for replacement demand of existing customers, but also for emerging customers
- Equipment for power devices
  - Equipment for SiC wafer, 300mm etch system
  - Respond to rapid growth in demand for power devices, such as for automotive



SiC epitaxial CVD system

By integrating our technological assets with new technologies, improve productivity and reduce impact on the environment

## Providing Diverse Systems and Solutions for Diverse Needs



**Field Solutions** 

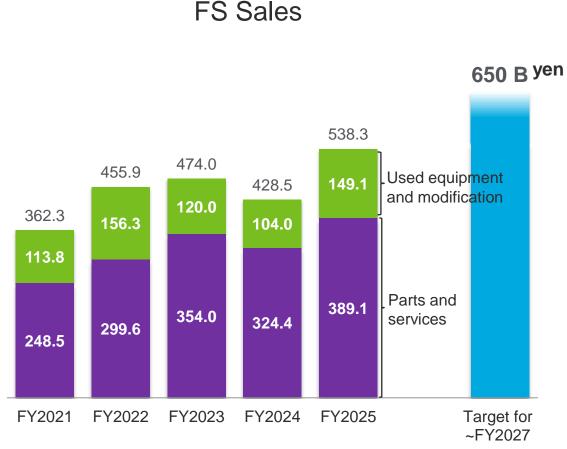


## Basic Strategy for Field Solutions (FS)

- Expand sales for equipment for mature (legacy) nodes
- Deploying solution business based on installed base
- Development and promotion of advanced Field Solutions
  - Providing leading-edge and sustainable support that utilizes the latest technology, such as DX
  - Development of remote maintenance support and training tools
- Enhancing the front-lines engineers and capabilities
  - Continuous skill improvement for field engineers

Support customers to maximize their business operations through services with high added value

## Field Solutions (FS) Sales Results and Business Contents



### Parts and repair

- Predictive maintenance for parts deterioration
- Appropriate parts inventory management and prompt delivery

### Services

- Providing "comprehensive contract type" services that encompass everything from equipment delivery to after-care maintenance
- Proposing solutions that address customer demands and maximizing equipment utilization rates

### Modification

- Productivity improvement
- Yield improvement

SAM\*1 is expanding with 96,000\*2 installed base currently and increasing by approx. 4,000 to 6,000 units each year

### **Advanced Field Solutions**

### **TELeMetrics**<sup>™</sup>



- Monitoring data on individual equipment
- Knowledge management and accumulation of problem case studies

### Remote Support



- Minimization of downtime through predictive maintenance of equipment
- Remote support that enables prompt response even under travel restrictions

### Strengthen Global System

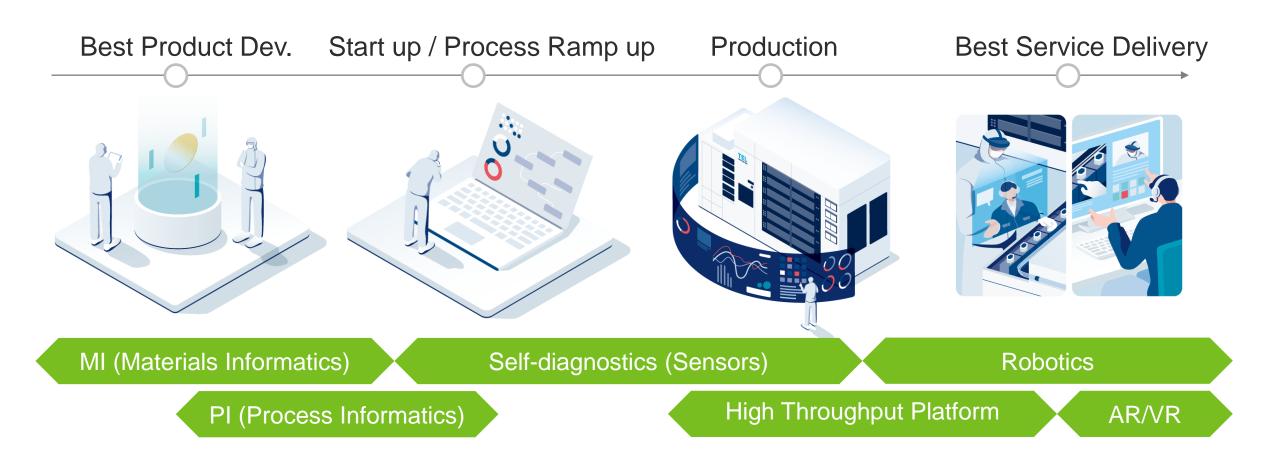


- Provision of support that takes advantage of time differences
- Parts management and delivery through advanced logistics
- Engineer training program

Proposing solutions with high added value centered around "TELeMetrics™" that utilize DX

9. Digital Transformation (DX) Initiatives

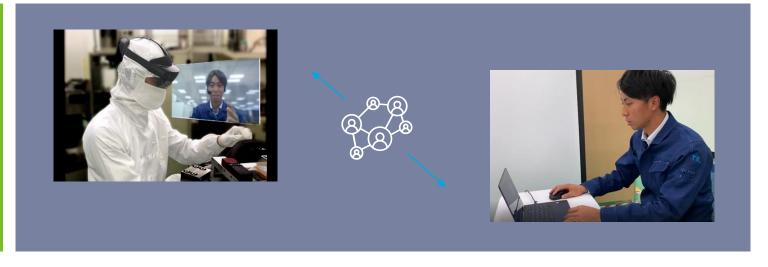
## Leveraging Digital Transformation (DX)



Developing digital enablers for use throughout the business to leverage productivity and profitability

## Leveraging Digital Transformation (DX) in Field Solutions

Maximize work efficiency for startup and maintenance in the Clean Room by using smart glasses and remote expert support. Use of AR/VR and DX including digital twin technology.





Use of robots for parts replacement without human assistance is expected to minimize downtime and improve the quality of engineering work.

### **TEL DX Vision**

 The tide of DX ripples throughout the industrial world as a whole, and the semiconductor industry is no exception. It is positioned as a part of the solution toward further demands for die miniaturization and layering



Al Chip



Autonomous



Cloud Service



AR/VR

### **TEL DX Vision**

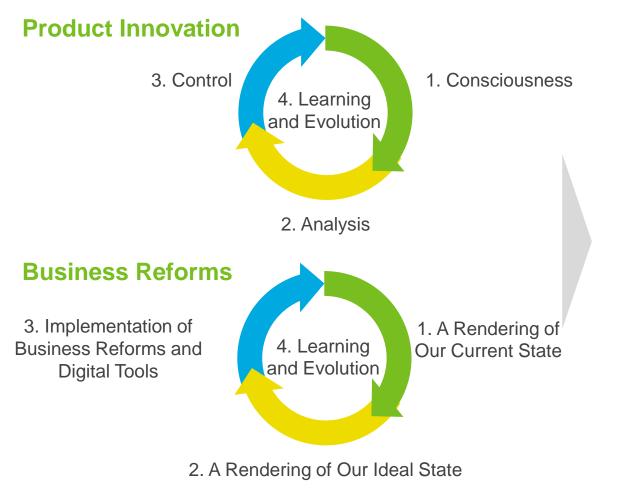
A global company where all employees drive enterprise value creation sustainably through activities such as value addition and efficiency improvements by leveraging digital technology

DX activities are ultimately a method and an opportunity to realize sustainable creation of corporate value. We have defined the image we must achieve (our "To-Be Image") in order to realize transformation

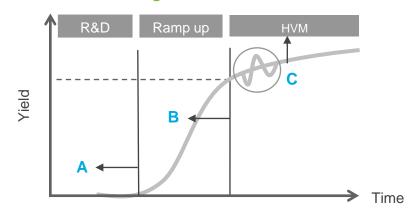
## TEL DX Grand Design

A company filled with dreams and vitality that contributes to **TEL Vision** technological innovation in semiconductors **TEL Medium-term** Achieving the Financial Model in TEL's Medium-term Management Plan **Management Plan** Net Sales ≥ 3 trillion yen Operating Margin ≥ 35% **Product Competitiveness Customer Responsiveness** The 4 Materialities **Higher Productivity Management Foundation** A global company where all employees drive enterprise value creation sustainably through activities such as value **TEL DX Vision** addition and efficiency improvements by leveraging digital technology Innovative enhancement of materiality through DX activities that connect PLM steps **DX Application Development** Manufacturing **Field DX Business Enhancing the Management Foundation through digitization and digital technology Platform** Skill Consciousness DX Data Governance **Development** and Culture Infrastructure and Platform

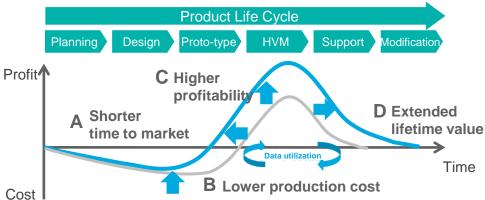
## Steps of DX Activities



### DX in Contributing to Customers' Value Creation



### DX in Raising Capital Efficiency



Solving issues of a higher dimension through digital transformation

## Relationships between Projects in DX-related Developments

### **Equipment Foundation**

- Development of equipment frames
- Development of equipment foundation technologies

### Added Value Application

- Development of equipment AEPC
- Development of service tools
- Development related to measuring instruments

#### **DX Foundation**

- Company-wide DX training
- Data lake maintenance
- Maintenance of environments for DX development

## Capital Efficiency/ Management Foundation Application

- Development of apps for equipment
- Development of apps for the field
- Development of apps for GBP







Time

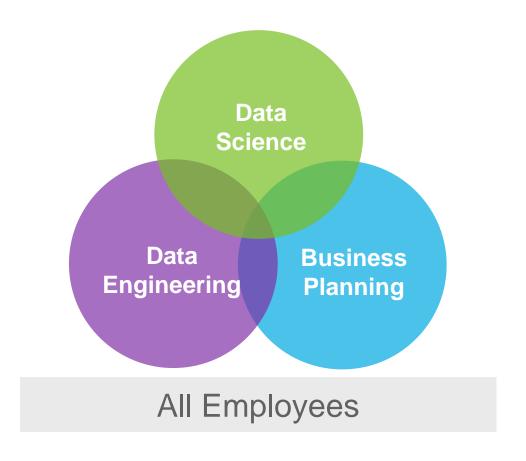


**Talents** 

Through a DX foundation and DX that improves capital efficiency, we will improve the quality and speed of our work, and transition toward a use of time that creates even greater value

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## DX Engineer Training Plan



The ability to understand and utilize knowledge of information science, such as cutting-edge information processing, artificial intelligence and statistics

The ability to realize a form of data science that meaningfully contributes to TEL's creation of corporate value, and to practice and operate data science in a manner that fits our purposes

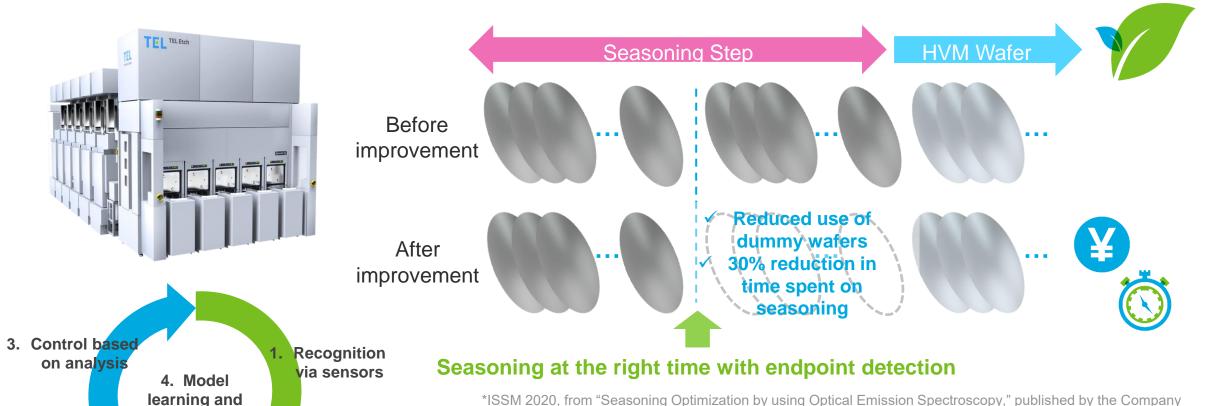
The ability to organize issues and their backgrounds, derive solutions, and connect them to our business

Utilizing data and digital technology in our day-to-day business operations in order to optimize our business operations and create added value

Engaging in planned training to foster personnel who can capitalize data science in TEL's business

## Example Activity 1 – Increasing Productivity of Equipment:

Improving Utilization of Etch Equipment



\*ISSM 2020, from "Seasoning Optimization by using Optical Emission Spectroscopy," published by the Company

Feedback from the sensor provided an appropriate understanding of chamber conditions and improved utilization of equipment

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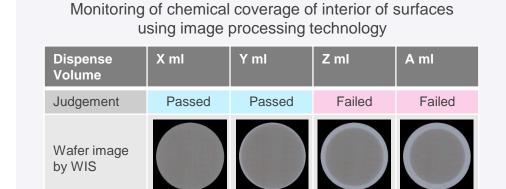
evolution

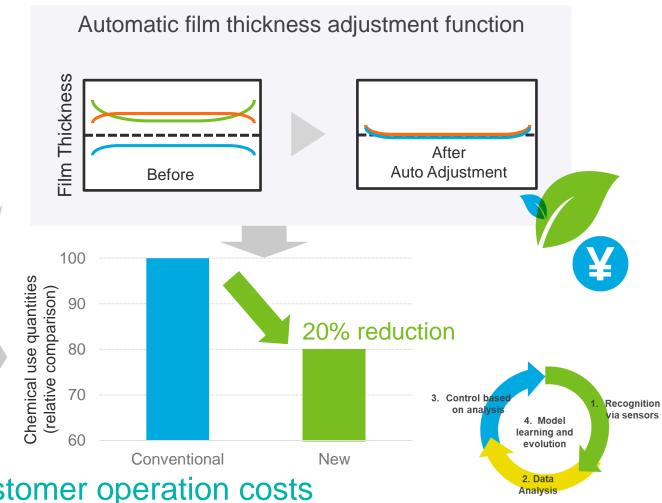
2. Data **Analysis** 

## Example Activity 2 – Increasing Operation Cost of Equipment:

Reducing Chemicals of Coater/Developer



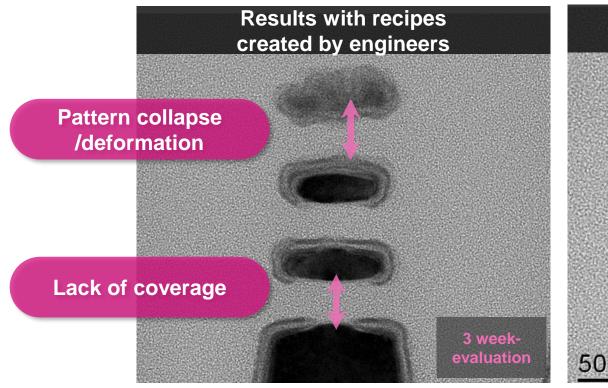


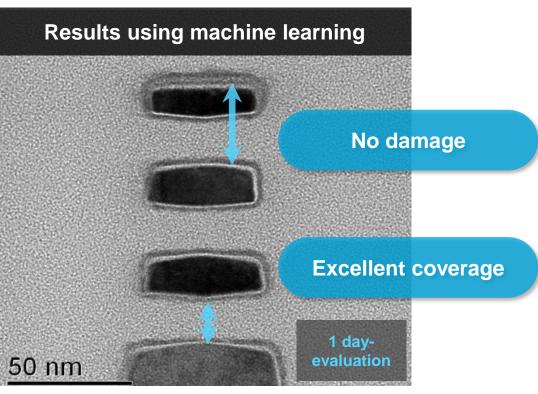


Contributed to customer operation costs and the environment by using machine learning

## Example Activity 3 – Increasing Productivity of R&D:

### **Process Informatics**

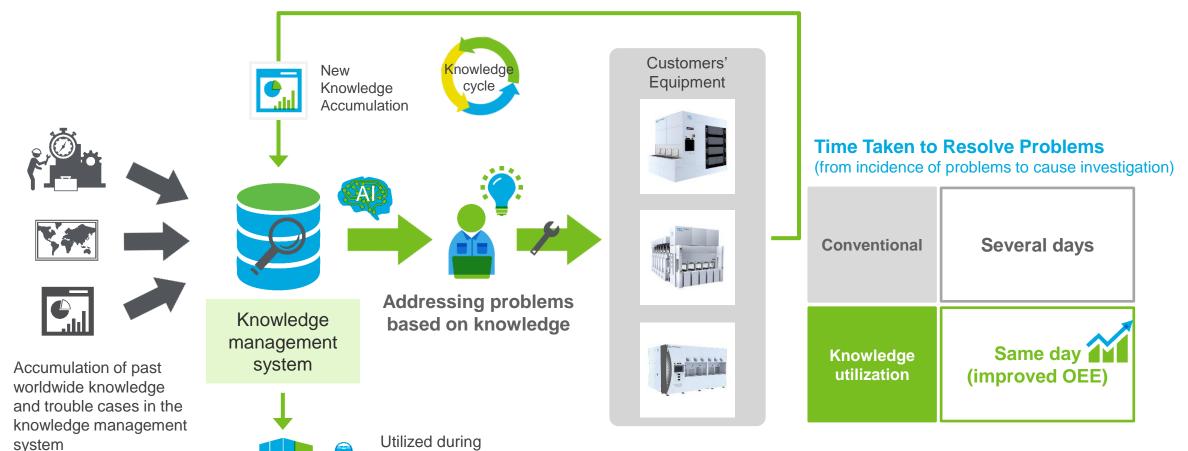




Source: Tokyo Electron Technology Solutions Limited / Tokyo Electron Limited

Achieved good step coverage with no pattern deformation in the ALD process by machine learning

## Example Activity 4 – Improving Overall Equipment Effectiveness



OEE: Overall Equipment Effectiveness FMEA: Failure Mode and Effects Analysis

Using the Knowledge Management System to reduce the time taken to resolve problems and improve equipment operation rates

development of

FMEA as well

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## Example Activity 5 – Increasing Productivity of Operations:

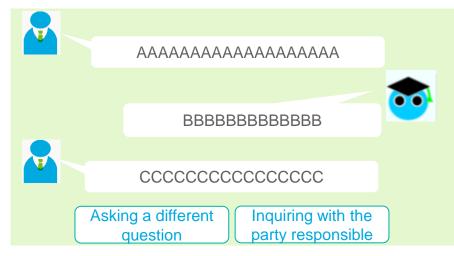
Optimizing Business Operations by Implementing Chat-bots in Back-Office Work

Responding department

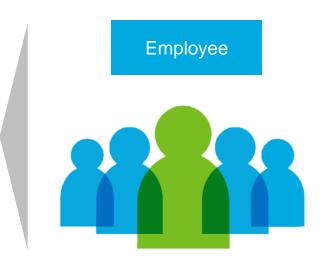


- Reduce the number of inquiries, man-hours spent on inquiries
- Share know-how to resolve issue of tasks becoming too personalized, train younger employees

Legal Department, Finance Department, Personnel Department, General Affairs Department



- Make it possible to answer using choices or free input
- If chat-bot cannot provide an automated answer, make it possible to use the system to engage in inquiries
- Realize a smarter system by analyzing user histories and adding FAQs

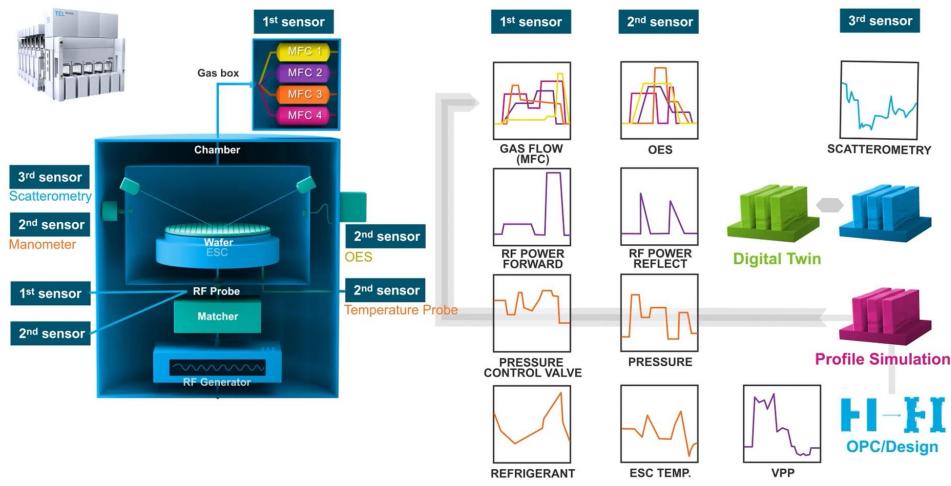


- Make it possible to ask questions any time without hesitation
- Clarify the departments responding to inquiries
- Reduce variability in answers based on the person in charge

Reduced the number of man-hours spent by employees answering questions with introducing chat-bots in multiple departments

## Digital Technologies to Increase Customer Value 1:

Example in Etch Equipment



Aiming to maximize customer value using all digital technologies

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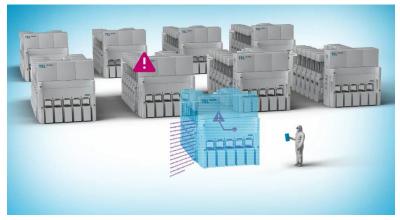
## Digital Technologies to Increase Customer Value 2:

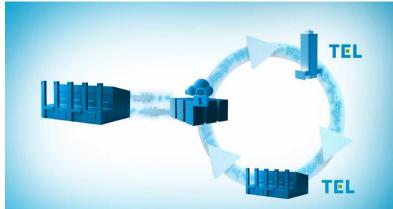
Example in Etch Equipment

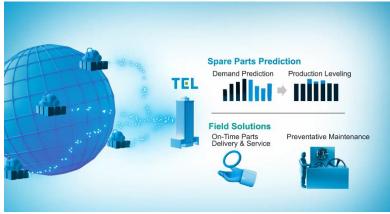












Aiming to maximize customer value using all digital technologies

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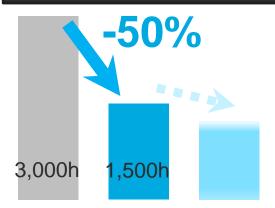
10. Procurement and Manufacturing Strategy

# Continuous Production Innovation in Pursuit of Safety, High Quality and High Reliability

- Build a production system able to quickly respond to market changes
- Shorten time from new product development to mass production
- Shorten production lead times: Achieve 100% module shipment
- Utilize DX and automation in manufacturing, and expand automated warehouse
- Significantly reduce equipment start-up time (One-touch start-up)
  - Reduce start-up time up to 75% (primary target), One-touch (final target)



### Shorten start-up time



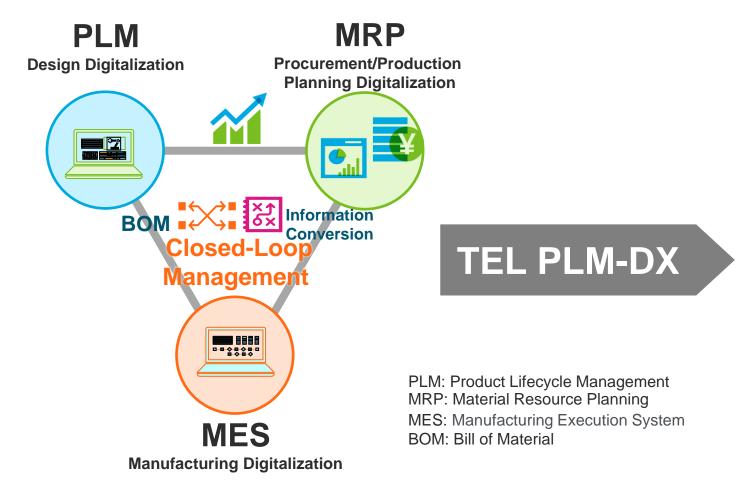
Conventional → after production innovation

### Expected outcome from shorten start-up time

- Enhance productivity and start-up quality
- Reduce accident risks
- Optimize resources and the work-life balance



## Efforts to Utilize TEL PLM-DX and Improve Productivity and Efficiency



- Improve core system
  - Production leveling < 12 months</li>
  - MRP processing capability for procurement increased 10-fold
- Introduce PLM-DX and BOM concept
  - Enhance production capability up to 2 times within 3 years
  - Minimize manufacturing lead time
  - 3-fold increase in design efficiency
  - Reduce new product development period by half

"Shift Left" production plan toward the business scale of 1 trillion-yen procurement

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## Build a Sustainable Supply Chain

- Tokyo Electron supports

  SUFFICIAL SUPPORTS

  TOKYO ELECTRON SUPPORTS

  SDGS
- Fair and transparent relationships and reliable trust relationship with our business partners
  - Implement CSR/BCP assessments based on industry codes of conduct
  - Share knowledge in such areas as safety, quality, the environment and compliance

Production trend briefings
twice a year
(procurement amount ratio: 90%)

Partners Day
once a year
procurement amount ratio: 65%

### E-COMPASS

Applaud environmental impact reduction activities, adding environmentally related items to assessment studies

- √ Reduce CO₂ emissions and the amount of energy usage
- ✓ Introduce renewable energy
- ✓ Promote resource conservation
- ✓ Promote waste reduction and recycling
- ✓ Promote activities for reducing the environmental impact of logistics





## Procurement BCP and Proactive Procurement Activities

Mid- and long-term forecast
Promote "Shift Left" procurement strategy
Build BCP system resilient to
procurement difficulty

Safety stock Inventory liquidity

Oversee whole supply chain from upstream to downstream

Visualize and grasp risks

Visualize supply chain

Supply chain responsive
to any kind of risks
(Raw materials, parts,
processing and assembly)
Strong and reliable supply chain

Risk management on business partners
Strengthen partnership

### **Measures for procurement BCP**

### Early procurement of parts

- Early procurement for long term
- Ensure inventory exchange flexibility among factories
- Inventory reductions in total

### Secure semiconductor devices

- Secure semiconductor devices for our equipment
- Visualize and streamline distribution channel
- Collaborate with semiconductor makers
- = TEL can be a customer of our customers

### Parts and Suppliers

- Identify and analyze risk parts
- Multi sourcing of producing countries
- Standardization, centralization and decentralization of parts
- Measures to secure capacity for us

## New Production Building Construction at Tokyo Electron Miyagi

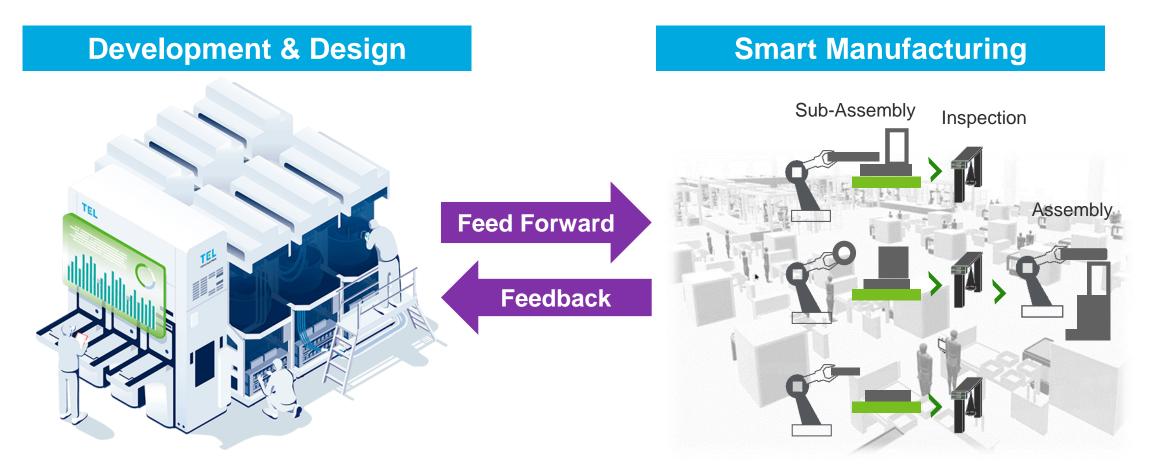
- Total floor area: Approx. 88,600m² (planned; excluding the ancillary facility area)
- Structure: Steel frame structure with a base isolation system
- Number of floors: 5 above ground
- Construction cost: Approx. 104B yen
- Purpose: Manufacture of etch systems

New Production Building (Completion scheduled for summer 2027)



Realize the Smart Production concept by automating logistics functions and mechanizing manufacturing processes to provide high production capacity/quality/efficiency production lines

## Smart Manufacturing to Achieve High Quality and Productivity



By centralizing development and production in TEL Miyagi, we ensure continuous concurrent engineering and advanced manufacturing capabilities

### Vision for Smart Production

Achieve sustainable manufacturing for the future

# Overwhelming Efficiency

through automation and standardization

# **Enhancing Adaptability**

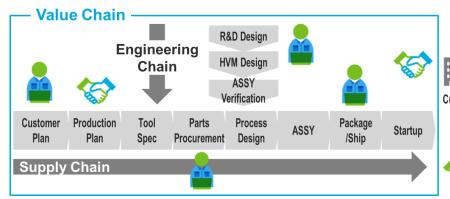
to internal and external environmental changes

# **Product & Service Quality Improvement**

through enhanced value chain

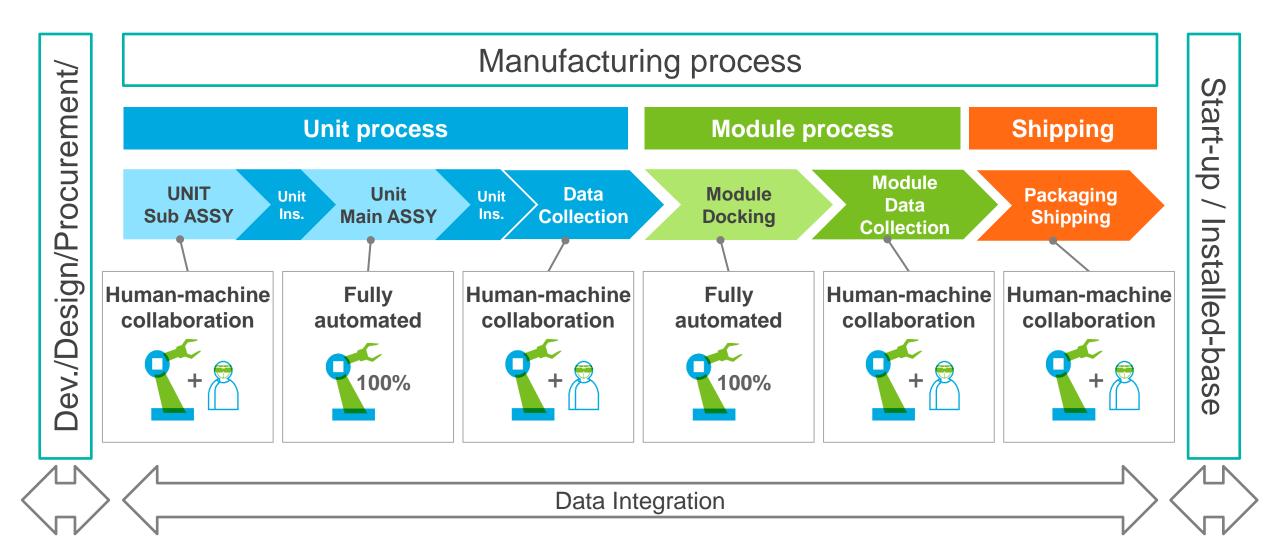








## **Concept of Smart Production**



Appendix: Data Section

# **Financial Summary**

(Billion yen)

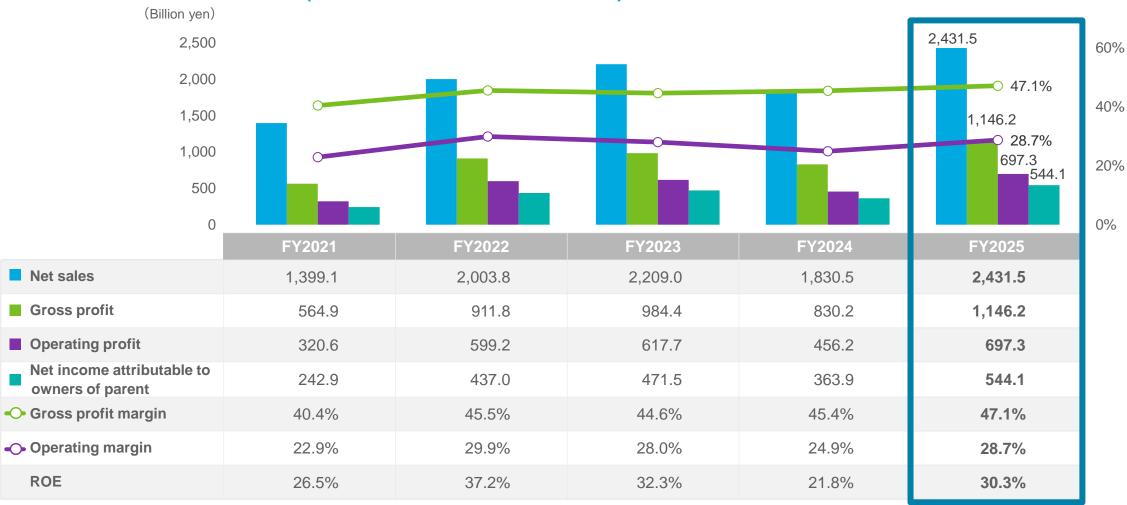
	FY2024	FY2025	FY2025 vs FY2024	(Reference) FY2025 estimates announced on February 6, 2025
Net sales	1,830.5	2,431.5	+32.8%	2,400.0
Gross profit Gross profit margin	830.2 45.4%	1,146.2 47.1%	+38.1% +1.7pts	1,129.0 47.0%
SG&A expenses	374.0	448.9	+20.0%	449.0
Operating income Operating margin	456.2 24.9%	697.3 28.7%	+52.8% +3.8pts	680.0 28.3%
Income before income taxes	473.4	706.1	+49.1%	691.0
Net income attributable to owners of parent	363.9	544.1	+49.5%	526.0
EPS (Yen)	783.75	1,182.40	+50.9%	1,142.47
R&D expenses	202.8	250.0	+23.2%	254.0
Capital expenditures	121.8	162.1	+33.1%	170.0
Depreciation and amortization	52.3	62.1	+18.7%	63.0

<sup>1.</sup> In principle, export sales of Tokyo Electron's products is denominated in yen. Although some sales and expenses are denominated in foreign currencies, the impact of foreign exchange rate fluctuations on profits is negligible, unless extreme fluctuations occur.



<sup>2.</sup> Profit ratios are calculated using full amounts, before rounding.

# Financial Trend (FY2021~FY2025)

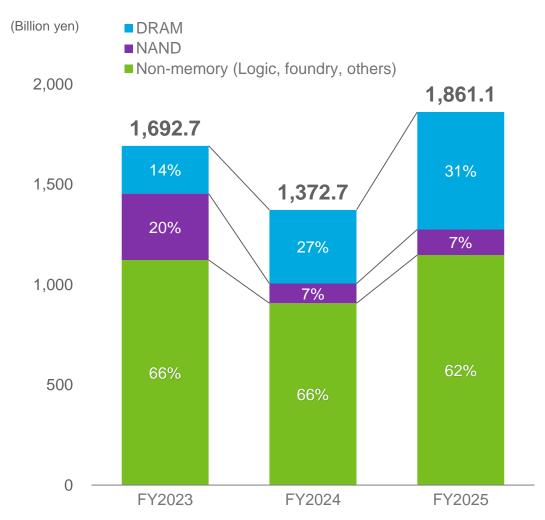


From the beginning of FY2022, the Company applies "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29).

Net sales, gross profit, operating profit and net income reached record high

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## SPE New Equipment Sales by Application

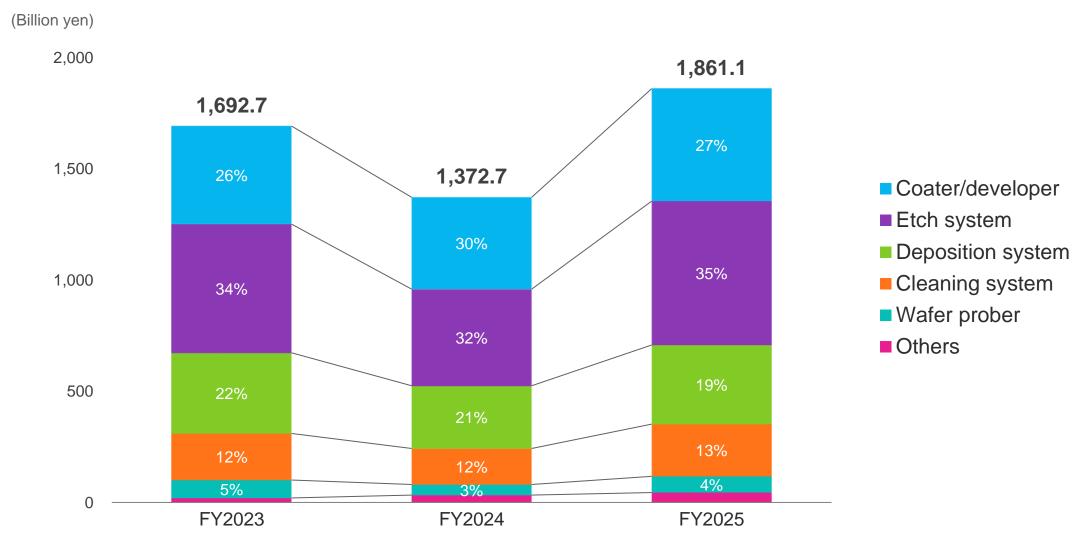


- DRAM: Leading-edge investment (HBM etc.) was a significant contributor for higher sales and a larger composition ratio
- Non-volatile memory: Sales were on an upward trajectory despite the composition ratio remaining unchanged as customer investment eased towards a recovery
- Non-memory: Sales rose significantly on active investment in leading-edge nodes as well as demand for mature nodes

<sup>1.</sup> SPE: Semiconductor Production Equipment

<sup>2.</sup> Percentages on the graph show the composition ratio of new equipment sales. Field Solutions sales are not included.

## SPE New Equipment Sales by Product



Percentages on the graph show the composition ratio of new equipment sales. Field Solutions sales are not included.

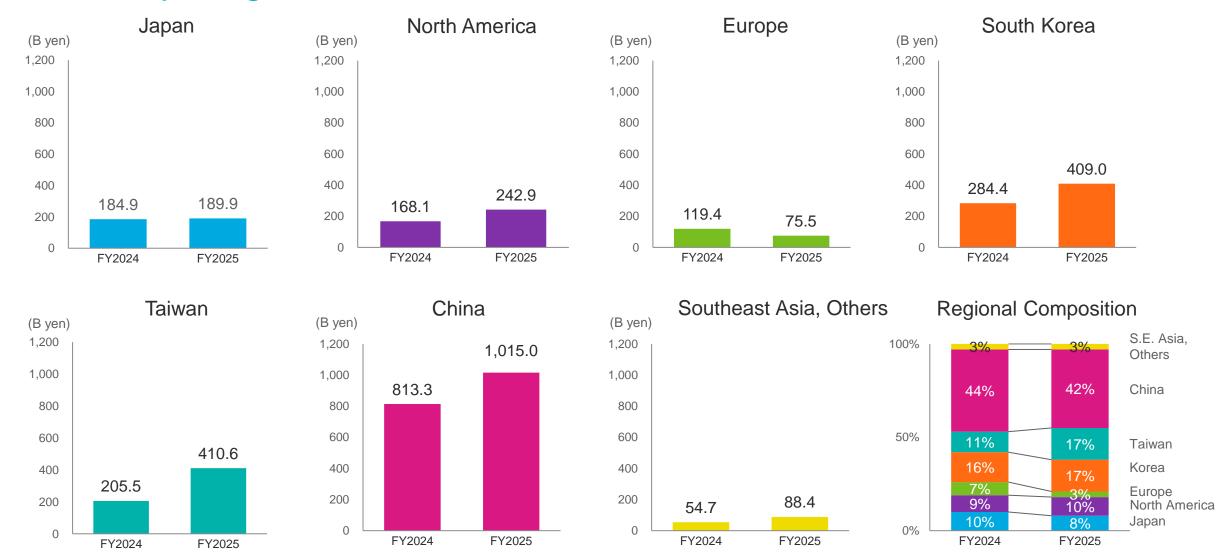


#### Field Solutions Sales



- Field Solutions sales in FY2025 were 538.3B yen, up 25.6% YoY
- Both parts and services and used equipment and modification sales were in good shape along with the recovery of customers' fab utilization rates

# Sales by Region



# Financial Summary (Quarterly)

(Billion yen)

	FY2024		FY20	vs.	VS.		
	Q4	Q1	Q2	Q3	Q4	Q3 FY2025	Q4 FY2024
Net sales	547.2	555.0	566.5	654.5	655.4	+0.1%	+19.8%
Gross profit Gross profit margin	256.1 46.8%	264.0 47.6%	259.9 45.9%	311.7 47.6%	310.5 47.4%	-0.4% -0.2pts	+21.3% +0.6pts
SG&A expenses	110.8	98.2	111.7	112.1	126.7	+13.1%	+14.3%
Operating income	145.2	165.7	148.1	199.6	183.7	-7.9%	+26.6%
Operating margin	26.5%	29.9%	26.2%	30.5%	28.0%	-2.5pts	+1.5pts
Income before income taxes	157.8	167.2	153.6	200.1	185.1	-7.5%	+17.3%
Net income attributable to owners of parent	124.9	126.1	117.7	157.2	142.9	-9.1%	+14.4%
R&D expenses	58.4	53.4	62.0	61.8	72.7	+17.7%	+24.5%
Capital expenditures	32.9	23.9	53.3	50.2	34.6	-31.1%	+4.9%
Depreciation and amortization	15.3	13.2	14.5	16.0	18.3	+14.4%	+19.7%

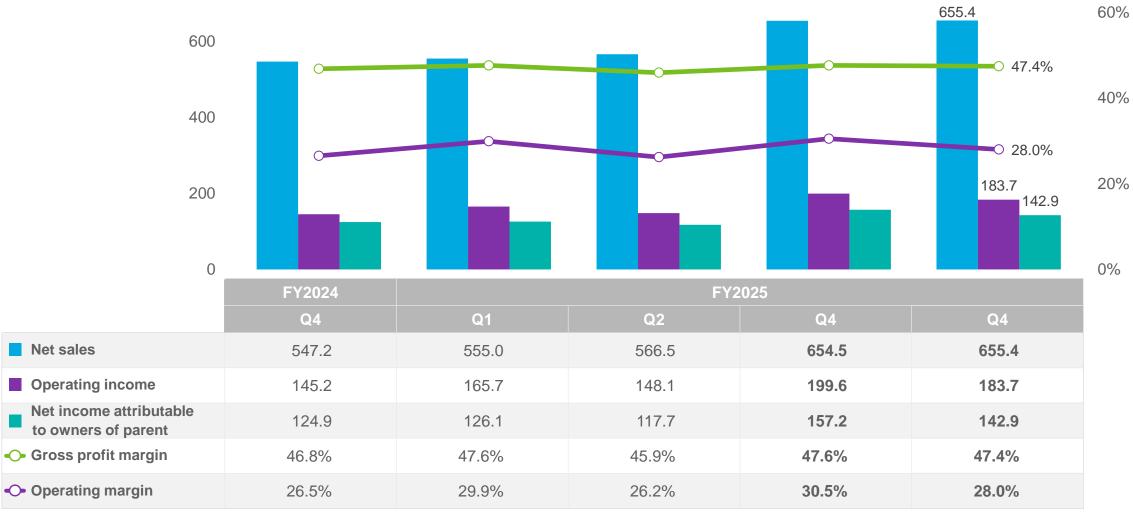
<sup>1.</sup> In principle, export sales of Tokyo Electron's products is denominated in yen. Although some sales and expenses are denominated in foreign currencies, the impact of foreign exchange rate fluctuations on profits is negligible, unless extreme fluctuations occur.



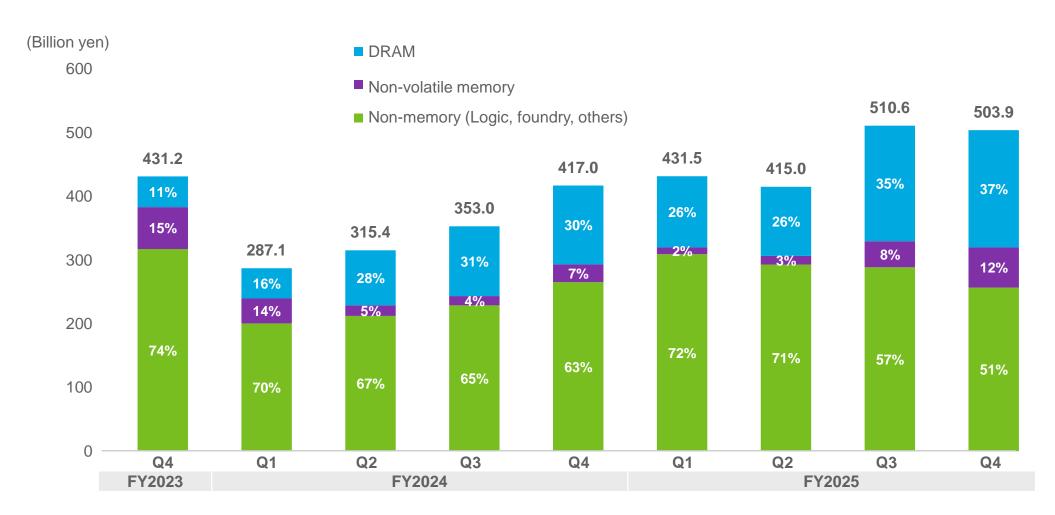
<sup>2.</sup> Profit ratios are calculated using full amounts, before rounding.

# Financial Performance (Quarterly)

(Billion Yen)



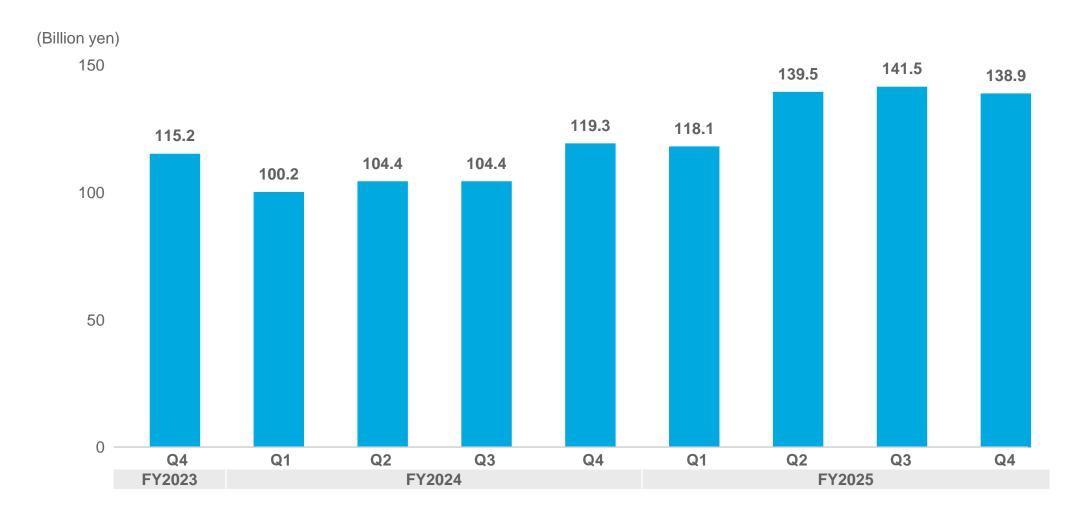
# SPE New Equipment Sales by Application (Quarterly)



<sup>1.</sup> SPE: Semiconductor Production Equipment

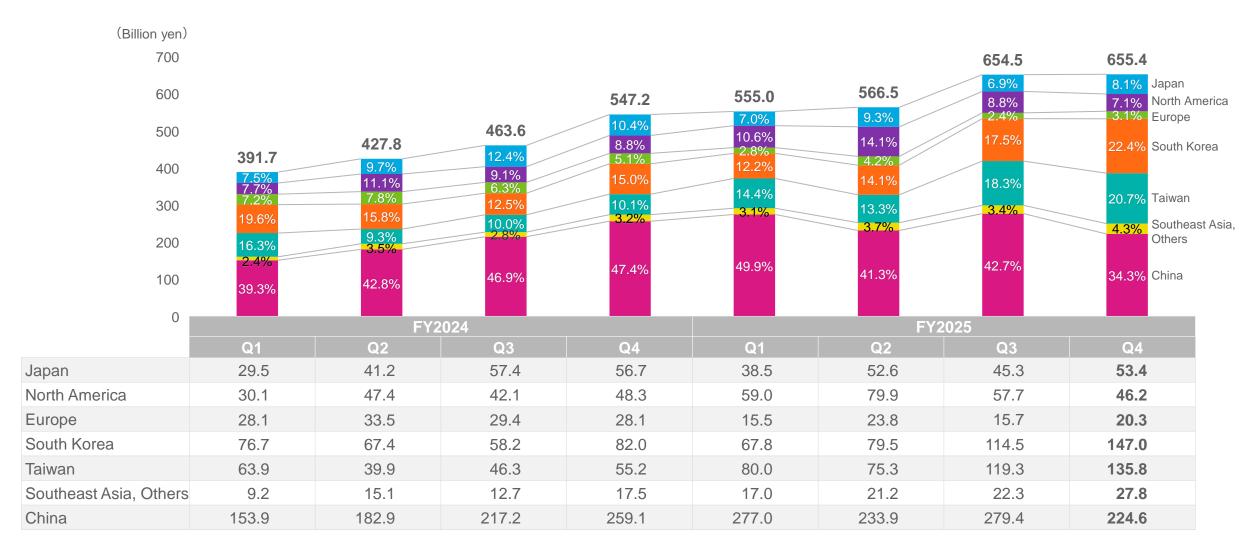
<sup>2.</sup> Percentages on the graph show the composition ratio of new equipment sales. Field Solutions sales are not included.

# Field Solutions Sales (Quarterly)

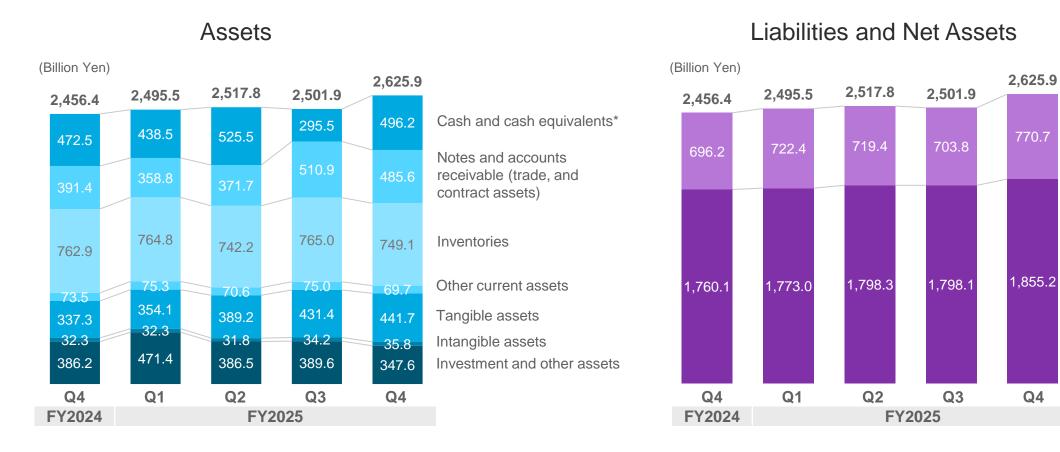




# Composition of Net Sales by Region (Q1 FY2024 - Q4 FY2025)



## Balance Sheet (Quarterly)



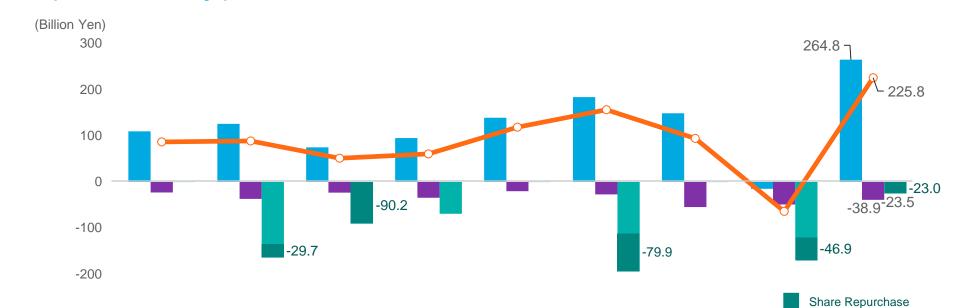
Liabilities

Net assets

Investor Relations / May 9, 2025

<sup>\*</sup>Cash and cash equivalents: "Cash and deposits" + "Short-term investments", etc. ("Securities" in Balance Sheet).

# Cash Flow (Quarterly)



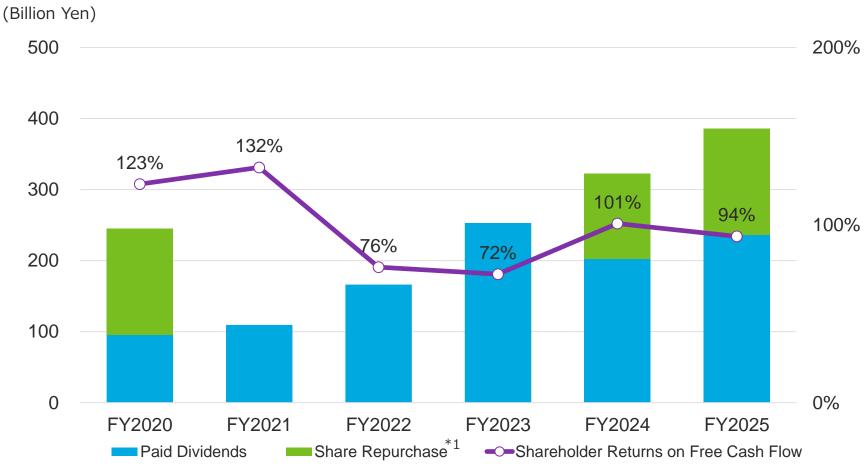
-300										
	FY2023		FY2	024		FY2025				
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Cash flow from operating activities	109.6	125.7	74.8	95.0	139.0	183.7	148.6	-15.0	264.8	
Cash flow from investing activities*1	-23.1	-36.8	-23.4	-34.4	-20.3	-27.3	-54.4	-49.0	-38.9	
Cash flow from financing activities	-0.5	-164.1	-90.8	-69.3	-0.6	-194.4	-0.6	-170.1	-23.5	
Free cash flow*2	86.5	88.8	51.4	60.6	118.7	156.4	94.1	-64.1	225.8	
Cash on hand*3	473.1	401.0	362.6	352.4	472.5	438.5	525.5	295.5	496.2	

<sup>\*1</sup> Cash flow from investing activities excludes changes in time deposits and short-term investments.

<sup>\*2</sup> Free cash flow = "Cash flow from operating activities" + "Cash flow from investing activities" (excluding changes in "Time deposits" and "Short-term investments").

<sup>\*3</sup> Cash on hand includes "Cash and cash equivalents" + "Time deposits and short-term investments" with original maturities of more than three months.

#### **Shareholder Returns Trend**



\*1 Paid dividends are shown based on their payment date.

Aim for continuous high level of cash generation and shareholder returns

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# Consolidated 10-year Financial Summary

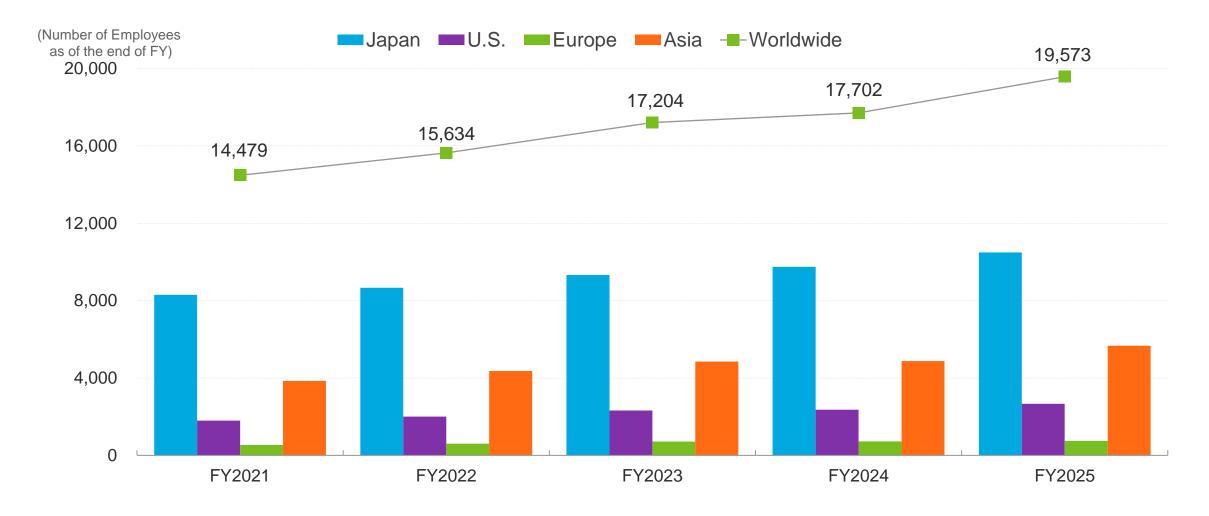
(Millions of yen)

									(IVIIIIO	is or you
	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025
Net sales	663,949	799,719	1,130,728	1,278,240	1,127,286	1,399,102	2,003,805	2,209,025	1,830,527	2,431,56
Gross profit	267,209	322,291	475,032	526,183	451,941	564,945	911,822	984,408	830,269	1,146,28
Gross profit margin	40.2%	40.3%	42.0%	41.2%	40.1%	40.4%	45.5%	44.6%	45.4%	47.19
SG&A expenses	150,420	166,594	193,860	215,612	214,649	244,259	312,551	366,684	374,006	448,96
Operating income	116,789	155,697	281,172	310,571	237,292	320,685	599,271	617,723	456,263	697,31
Operating margin	17.6%	19.5%	24.9%	24.3%	21.0%	22.9%	29.9%	28.0%	24.9%	28.7
Ordinary income	119,399	157,549	280,737	321,662	244,979	322,103	601,724	625,185	463,185	707,72
Income before income taxes	106,467	149,116	275,242	321,508	244,626	317,038	596,698	624,856	473,439	706,11
Net income attributable to oweners of parent	77,892	115,208	204,371	248,228	185,206	242,941	437,076	471,584	363,963	544,13
R&D expenses	76,287	83,800	97,103	113,980	120,268	136,648	158,256	191,196	202,873	250,01
Capital expenditures	13,341	20,697	45,603	49,754	54,666	53,868	57,288	74,432	121,841	162,1
Depreciation and amortization	19,257	17,872	20,619	24,323	29,107	33,843	36,727	42,927	52,339	62,1
Interest-bearing debt	_	-	-	_	_	_	_	-	-	
Equity	562,369	643,094	767,146	880,748	819,301	1,012,977	1,335,152	1,587,595	1,746,835	1,839,92
Total assets	793,367	957,447	1,202,796	1,257,627	1,278,495	1,425,364	1,894,457	2,311,594	2,456,462	2,625,98
Debt-to-equity ratio	_	-	-	_	-	_	_	-	-	
Equity ratio	70.9%	67.2%	63.8%	70.0%	64.1%	71.1%	70.5%	68.7%	71.1%	70.1
ROE	13.0%	19.1%	29.0%	30.1%	21.8%	26.5%	37.2%	32.3%	21.8%	30.3
Cash flow from operating activities	69,398	136,948	186,582	189,572	253,117	145,888	283,387	426,270	434,720	582,17
Cash flow from investing activities	-150,013	-28,893	-11,833	-84,033	15,951	-18,274	-55,632	-41,756	-125,148	-169,6
Cash flow from financing activities	-138,600	-39,380	-82,549	-129,761	-250,374	-114,525	-167,256	-256,534	-325,012	-388,8
Vet income per share (Yen)	153.70	234.09	415.16	504.53	390.19	520.73	935.95	1,007.82	783.75	1,182.4
Cash dividends per share (Yen)	79.00			253.00				,	393.00	592.
Number of amplayees	40.000	44 044	44.040	40.740	42.027	44.470	45 004	47.004	47 700	19,57
Number of employees	10,629	11,241	11,946	12,742	13,837	14,479	15,634	17,204	17,702	19,5

- 1: From FY2019, the Company adopts "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No. 28, revision on February 16, 2018). "Total assets" and "equity ratio" for FY2018 have been restated in the table in accordance with the revised accounting standard.
- 2: From the beginning of FY2022, the Company applies "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29).
- 3:The Company implemented a 3-for-1 common stock split on April 1, 2023. Net income per share and dividend per share (yen) are the figures after the stock split.



# Worldwide Employees





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