#### **OLYMPUS**



Consolidated Financial Results for the 3<sup>rd</sup> Quarter and Full-Year Forecasts for Fiscal 2022

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## **Highlights**

#### **3Q and 9M Consolidated Financial Results**

- Revenue: Growth of +23% YoY in 9 months, led by Medical. Double-digit growth vs FY2020, well above pre-pandemic level
- ✓ Operating profit: Record highs for both amount and ratio in 9 months, driven by sales recovery and SG&A efficiency\*

#### **Full-year Performance Forecasts**

- Revenue: Expected to exceed pre-pandemic level with Medical reaching a record high
- Operating profit: Expected to achieve ¥144 billion with OPM of about 17%, both record highs
- ✓ Profit\*\*: Expected to reach a record high of ¥109 billion
- Shareholder returns: Annual dividend plan to increase by ¥2/share YoY to ¥14/share with share repurchase of approximately ¥30 billion expected

<sup>\*</sup>From FY2009, when Olympus began disclosing the quarterly repor

<sup>\*\*</sup>Profit attributable to owners of parent. Figures through FY2016 are based on Japanese GAAP (JGAAP) and figures from FY2017 onward are based on IFRS.



## 01

# Consolidated Financial Results and Business Review for the 3Q of Fiscal 2022 (FY Ending March 31, 2022)

## 3Q of Fiscal 2022 (1) Consolidated Financial Results

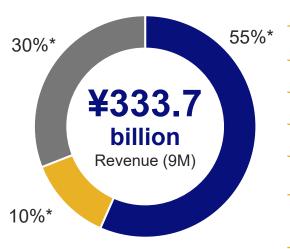
- 1 Revenue: +23% growth, led by Medical. Significant growth even compared to FY2020 (pre-pandemic)
- 2 Operating profit: Record highs in terms of both amount and ratio in 9M, driven by sales recovery and SG&A efficiency\*

	9	Months (A	pr. to Dec.)						3Q (Oct. to	Dec.)				
(Billions of yen)	FY2020	FY2021	FY2022	YoY	YoY (After FX adjustment)	vs FY2020	vs FY2020 (After FX adjustment)	FY2020	FY2021	FY2022	YoY	YoY (After FX adjustment)	vs FY2020	vs FY2020 (After FX adjustment)
Revenue	561.3	513.6	<b>1</b> 629.8	+23%	+16%	+12%	+8%	192.9	197.1	216.7	+10%	+3%	+12%	+6%
Gross profit (% of revenue)	367.6 (65.5%)	323.5 (63.0%)	411.8 (65.4%)	+27%	+22%	+12%	+9%	124.8 (64.7%)	127.5 (64.7%)	141.6 (65.3%)	+11%	+5%	+13%	+9%
Selling, general and administrative expenses (% of revenue)	278.2 (49.6%)	250.2 (48.7%)	293.6 (46.6%)	+17%	+13%	+6%	+2%	93.2 (48.3%)	88.7 (45.0%)	102.2 (47.1%)	+15%	+10%	+10%	+5%
Other income and expenses	-4.7	-8.6	-9.3	-	-	-	-	-2.8	-4.4	-6.8	-	-	-	-
Operating profit (% of revenue)	84.7 (15.1%)	64.7 (12.6%)	<b>2</b> 108.9 (17.3%)	+68%	+58%	+29%	+26%	28.9 (15.0%)	34.4 (17.5%)	32.7 (15.1%)	-5%	-13%	+13%	+6%
Adjusted operating profit (% of revenue)	89.7 (16.0%)	73.5 (14.3%)	118.8 (18.9%)	-	-	-	-	31.8 (16.5%)	38.9 (19.8%)	39.6 (18.3%)	-	-	-	-
Profit before tax (% of revenue)	80.5 (14.3%)	61.9 (12.1%)	103.6 (16.5%)	+67%				27.1 (14.0%)	33.6 (17.0%)	29.8 (13.7%)	-11%			
Profit(loss)** (% of revenue)	59.1 (10.5%)	1.6 (0.3%)	87.7 (13.9%)	+5,298%				23.1 (12.0%)	24.3 (12.3%)	25.3 (11.7%)	+4%	disclosing th	009, when Olympus ne quarterly report.	
EPS	¥45	¥1	¥68					-	-	-		**Profit(loss	) attributable to ow	ners of parent

## 3Q of Fiscal 2022 (2) Endoscopic Solutions Division (ESD)







	FY2021			FY2022							
(Billions of yen)	1Q	2Q	3Q	9M	4Q	Full-year	1Q	2Q	3Q	9M	
Revenue	74.3	97.0	105.4	276.7	117.0	393.7	100.0	120.6	113.1	333.7	
Operating profit	12.4	29.9	31.6	73.9	24.9	98.8	22.7	39.0	30.0	91.6	
Other income and expenses	-0.4	-0.2	-0.8	-1.3	-4.6	-5.9	-2.2	-1.0	-0.9	-4.0	
Operating margin (After FX adjustment)	16.7%	30.8%	30.0%	26.7%	21.2%	25.1%	22.7% (23.7%)	32.3% (31.9%)	26.5% (27.0%)	27.4% (27.8%)	

\*Approx. Due to rounding, the total may not add up to 100%.

\*\*From FY2022, bronchoscopes, which were classified in the gastrointestinal endoscope segment of ESD, have been transferred into the respiratory segment of TSD. FY2021 actuals have also been restated in the same manner.

FY2022 3Q (Oct-Dec) Growth Rate vs FY2021 3Q	vs FY2021 3Q	vs FY2021 3Q (after FX adjustment)	
<ul><li>Gastrointestinal endoscope</li></ul>	4%	-3%	Strong performance in Japan and APAC including Australia and S. Korea. In addition to steady sales of EVIS X1 series, old generation scopes also contributed to sales growth. In the meantime, sales declined in China and Europe. In China, stagnation of budget execution etc. and advance delivery in 2Q made an impact. In Europe, sales declined due to impact of large-scale tender projects in UK and other countries in previous year.
Surgical endoscope	17%	9%	<ul> <li>Sales declined in China due to tough competitive environment etc., while strong performance in Europe, North America and Japan. In Europe, there were large-scale tender projects in Russia. In North America, we are promoting switch to VISERA ELITE II.</li> </ul>
■ Medical service	10%	2%	<ul> <li>Steady growth, centered in China and Europe, due to stable revenue stream based on service contracts including maintenance service, an increase in new accounts and market recovery.</li> </ul>
Total	7%	0%	+5% vs FY2020 (Reference: Managerial Basis)

## 3Q of FY2022 (3) Therapeutic Solutions Division (TSD)



#### **TSD Total**

25%*
¥203.7
billion Revenue (9M)
15%*

	FY2021			FY2022								
(Billions of yen)	1Q	2Q	3Q	9M	4Q	Full-year	1Q	2Q	3Q	9M		
Revenue	43.0	58.7	62.3	164.0	67.9	231.8	63.6	69.5	70.6	203.7		
Operating profit	3.7	6.3	13.2	23.2	7.4	30.6	14.1	16.2	13.6	43.8		
Other income and expenses	-0.3	-0.1	-0.3	-0.7	-2.2	-3.0	2.5	-0.4	-0.8	1.3		
Operating margin (After FX adjustment)	8.5%	10.7%	21.3%	14.1%	10.9%	13.2%	22.1% (23.1%)	23.3% (23.0%)	19.2% (19.5%)	21.5% (21.8%)		

\*Approx. Due to rounding, the total may not add up to 100%.

	2021 3Q (after FX adjustment
FY2022 3Q (Oct-Dec)	vs FY2021 3Q

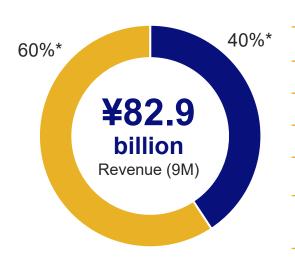
\*\*From FY2022, bronchoscopes, which were classified in the gastrointestinal endoscope segment of ESD, have been transferred into the respiratory segment of TSD. FY2021 actuals have also been restated in the same manner.

Growth Rate vs FY2021 3Q	vs FY2021 3Q	(after FX adjustment)	
■ GI-endotherapy	11%	6%	<ul> <li>Strong performance in Europe and North America with the number of procedures recovering. Notable momentum in ERCP, Sampling (biopsy forceps, etc) and ESD/EMR products.</li> </ul>
Urology	20%	11%	<ul> <li>The number of procedures is recovering. Strong performance in North America, led by resection electrodes for BPH and "SOLTIVE SuperPulsed Laser System" for stone lithotripsy. Also, strong performance in Europe, partially supported by large-scale projects in Russia.</li> </ul>
■ Respiratory	13%	4%	<ul> <li>Significant growth in North America due to market recovery, Veran Medical Technologies, and strong performance in respiratory-endotherapy products for EBUS-TBNA (Endobronchial ultrasound-guided transbronchial needle aspiration) and bronchoscopes including new EBUS bronchoscopes. Sales in China declined due to stagnation of budget execution etc.</li> </ul>
Other theapeutic areas	9%	3%	Strong performance in ENT, led by ENT endoscopes.
Total	13%	6%	+8% vs FY2020 (Reference: Managerial Basis)

## 3Q of FY2022 (4) Scientific Solutions Division (SSD)







	FY2021				FY2022							
(Billions of yen)	1Q	2Q	3Q	9M	4Q	Full-year	1Q	2Q	3Q	9M		
Revenue	17.8	22.6	26.6	66.9	28.9	95.9	24.8	28.3	29.7	82.9		
Operating profit	-1.6	1.8	2.7	3.0	2.0	4.9	1.9	4.6	4.9	11.4		
Other income and expenses	-0.3	0.3	0	0	-1.3	-1.2	-0.2	-0.1	-0.2	-0.5		
Operating margin (After FX adjustment)	-	8.1%	10.3%	4.4%	6.9%	5.2%	7.5% (8.1%)	16.3% (15.4%)	16.4% (15.6%)	13.7% (13.3%)		

<sup>\*</sup>Approx. Due to rounding, the total may not add up to 100%.

FY2022 3Q (Oct-Dec) Growth Rate vs FY2021 3Q	vs FY2021 3Q	vs FY2021 3Q (after FX adjustment)	
■ Life science	7%	0%	<ul> <li>Sales were flat due in part to strong performance in China in previous year, despite market recovery and improved budget execution at research institutions and universities.</li> </ul>
Industrial	15%	7%	<ul> <li>CAPEX sentiment continued to improve, driven by overall market recovery. Notable strength in industrial microscopes, driven by 5G-related electronic components and semiconductor markets. Industrial videoscopes and non-destructive testing equipment also contributed to sales growth, showing a sign of market recovery.</li> </ul>
Total	12%	4%	+6% vs FY2020 (Reference: Managerial Basis)

### **Statement of Financial Position**

Cash and deposits increased due to an increase in Operating CF

✓ Goodwill and intangible assets, etc. increased due to acquisition of Medi-Tate, etc.

✓ Approx. 72 million treasury shares (¥82.3 billion) were cancelled in June 2021

USD corporate bond (USD500M) was issued in December 2021

(Billions of yen)	End of Mar.* 2021	End of Dec. 2021	Change		End of Mar.* 2021	End of Dec. 2021	Change		
Current assets	580.1	657.3	+77.3	Current liabilities	328.4	333.3	+4.9		
Inventories	158.9	167.0	+8.1	Bonds/loans payable	31.5	51.6	+20.1		
Non-current assets	603.4	635.6	+32.3	Non current liabilities	459.6	479.4	+19.8		
Property, plant and equipment	239.2	238.2	-1.0	Bonds/loans payable	323.7	341.5	+17.8		
Intangible assets and others	236.8	242.8	+6.0	Equity	395.5	480.3	+84.8		
Goodwill	127.4	154.6	+27.3	(Equity ratio)	33.3%	37.1%	+3.8pt		
Total assets	1,183.5	1,293.0	+109.5	Total liabilities and equity	1,183.5	1,293.0	+109.5		
*Regarding acquisitions with Veran Medical Technoduring 1Q, 2Q and 3Q of FY2022. In line with this, F			emporary revisions in amounts	Interest-bearing debt: Cash and cash equivalents Net debt:	s: 275.	393.1 (+37.8 from March 2021) 275.1 (+57.6 from March 2021) 118.0			

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## **Consolidated Cash Flows**

- FCF: Positive ¥58.1 billion. Considering expenditures for acquisition of Medi-Tate (¥21.6 billion) and for reversal of provision for career support for external opportunity program (¥11.2 billion), FCF was positive ¥90.9 billion
- Financing CF: Minus ¥9.3 billion due to debt repayments and dividend payments, while financing through issuance of USD corporate bond

#### 9 Months (Apr. to Dec.)

(Billions of yen)	FY2021	FY2022	Change	
Profit before tax	61.9	103.6	+41.7	
CF from operating activities	89.0	115.3	+26.2	
CF from investing activities	-115.0	-57.1	+57.9	
Free cash flow	-26.0	58.1	+84.1	
CF from financing activities	52.0	-9.3	-61.3	
Cash and cash equivalents at end of period	187.7	275.1	+87.4	
	Major one-off items for F	/2022 9M (Apr. to Dec.)		
	Operating CF: Outflow of rexternal opportunity progra	reversal of provision for career support for am	¥11.2 billion	
	Investing CF: Outflow of a	¥21.6 billion		



## Forecasts for Fiscal 2022

### **Fiscal 2022 Consolidated Forecasts**

- 1 Revenue: Expected to exceed pre-pandemic level with Medical reaching a record high
- 2 Operating profit: Expected to achieve ¥144 billion with OPM of about 17%, both record highs
- Profit\*: Expected to reach a record high of ¥109 billion

(Billions of yen)		FY2022 Forecasts as of Nov 5	Late	FY2022 est Forecasts	Change	vs Nov 5	vs Nov 5 (After FX adjustment)	vs FY2021	vs FY2020	FY2021** (Actual)	FY2020** (Actual)
Revenue		856.0	1	862.0	+6.0	+1%	0%	+18%	+14%	730.5	755.2
Gross profit	(% of revenue)	561.0 (65.5%)		567.0 (65.8%)	+6.0	+1%	0%	+23%	+17%	459.5 (62.9%)	482.8 (63.9%)
Selling, general and a expenses	dministrative (% of revenue)	400.0 (46.7%)		405.0 (47.0%)	+5.0	+1%	+1%	+13%	+6%	357.0 (48.9%)	381.2 (50.5%)
Other income and exp	enses	-17.0		-18.0	-	-	-	-	-	-20.5	-9.4
Operating profit	(% of revenue)	144.0 (16.8%)	2	144.0 (16.7%)	0	0%	-3%	+76%	+56%	82.0 (11.2%)	92.2 (12.2%)
Adjusted operating	orofit (% of revenue)	161.5 (18.9%)		162.5 (18.9%)	-	-	-	-	-	102.1 (13.5%)	103.1 (14.1%)
Profit before tax	(% of revenue)	139.0 (16.2%)		139.0 (16.1%)				vidend forecast for FY2022		76.8 (10.5%)	86.6 (11.5%)
Profit attributable to o	wners of parent (% of revenue)	109.0 (12.7%)	3	109.0 (12.6%)		Year-end dividend of ¥14 per share  *Profit attributable to owners of parent. Figures through FY2016 are based on Japanese GAAP (JGAAP) and figures from FY2017 onward are based on IFRS.			65.7 (9.0%)	60.6 (8.0%)	
EPS		¥85		¥85			" in the table are amounts relate	ed to continuing operation	only.	¥10	¥39

## Fiscal 2022 Forecasts by Business Segment

- 1 ESD and TSD: Medical revenue and operating profit expected to reach record highs, exceeding pre-pandemic levels
- Elimination and Corporate: Revised to strengthen operational infrastructure such as QA/RA and IT and to implement measures to improve operational efficiency

(Billions of yen)		FY2022 Forecasts as of Nov 5	FY2022 Latest Forecasts	Change	vs Nov 5	vs Nov 5 (After FX adjustment)	vs FY2021	FY2021 (Actual)
ESD	Revenue	453.0	<b>1</b> 459.0	+6.0	+1%	0%	+17%	393.7
	Operating profit	127.0	131.0	+4.0	+3%	+1%	+33%	98.8
TOD	Revenue	276.0	277.0	+1.0	0%	-1%	+19%	231.8
TSD	Operating profit	55.0	57.0	+2.0	+4%	2%	+87%	30.6
SSD	Revenue	114.0	114.0	0	0%	-1%	+19%	95.9
	Operating profit	15.5	15.5	0	0%	-4%	+213%	4.9
Others	Revenue	13.0	12.0	-1.0	-8%	-8%	+31%	9.2
	Operating profit	-2.5	-2.5	0	0%	¥0 billion	-¥1.8 billion	-0.7
Elimination and corporate	Operating profit	-51.0	<b>2</b> -57.0	-6.0	-¥6 billion	-¥5.8 billion	-¥5.4 billion	-51.6
Consolidated Total	Revenue	856.0	862.0	6.0	1%	0%	+18%	730.5
	Operating profit	144.0	144.0	0	0%	-3%	+76%	82.0

## Transforming into a Truly Global Medtech Company

## **Key Product Catalysts: Endoscopic Solutions Division** (As of Feb 4, 2022)



#### **Corporate Strategy of ESD: Further strengthen leadership in endoscopy**



#### **Maintain leadership in** conventional endoscopy

through continued innovation and commercial excellence



#### Complement our portfolio with single-use endoscopes

to provide a comprehensive set of product offerings

#### **Growth driver now**

#### GI endoscopy

- EVIS LUCERA ELITE (Japan, China)
- EVIS EXERA III (US, EU)

#### Surgical endoscopy

- VISERA ELITE II 2D/3D/IR (EU, Japan)
- VISERA ELITE II 2D (US)
- VISERA ELITE (China)
- VISERA 4K UHD (US, EU, Japan, China)

#### **Just launched / Coming soon**

#### GI endoscopy

- EVIS X1 (EU, Japan)
- TJF-Q190V, duodenoscope (US)
- ENDO-AID, endoscopy CAD platform for EVIS X1 (EU)

#### Surgical endoscopy

- VISERA ELITE II 3D/IR (US)
- VISERA ELITE II 2D/3D/IR (China)

#### **Beyond**

#### GI endoscopy

- EVIS X1 (US, China)
- 3D function for EVIS X1
- Single-use duodenoscope

#### Surgical endoscopy

 New generation surgical endoscopy system (EU, Japan)

Revenue growth CAGR in ESD\*

\*CAGR for FY2021 to FY2023, starting from FY2020

## **Key Product Catalysts: Therapeutic Solutions Division** (As of Feb 4, 2022)



#### **Corporate Strategy of TSD: Focus and scale our TSD business**



#### **GI** endotherapy

Expand and accelerate portfolio in existing product categories and explore growth opportunities in adjacent areas



#### **Urology**

Establish leadership in BPH and enhance position in stone management through portfolio expansion



#### Respiratory

Strengthen leadership and expansion of lung cancer portfolio by executing Olympus/Veran synergies while also expanding the BLVR\* market

#### **Growth driver now**

#### **GI** endotherapy

- Visiglide series
- ESD Knife
- EZ Clip / QuickClip Pro
- EndoJaw

#### Urology

- Resection electrode
- SOLTIVE SuperPulsed Laser System for stone + soft tissue (US, EU)

#### Respiratory\*\*\*

- Bronchoscope, EBUS scope
- ViziShot series
- Spiration Valve System

#### **Just launched / Coming soon**

#### **GI** endotherapy

- 5 products (US)
- 5 products (EU)
- 6 products (Japan)
- 3 products (China)

#### Urology

 iTind, non-surgical device for Benign Prostatic Hyperplasia (US, EU)

#### Respiratory\*\*\*

- Veran Electromagnetic Navigation system (US)
- Single-use bronchoscope (US)
- EBUS scope (US)

#### **Beyond**

#### **GI** endotherapy

Single-use cholangioscope

#### **Urology**

Single-use ureteroscope

#### Respiratory\*\*\*

- Veran Electromagnetic Navigation system (EU)
- EVIS X1 bronchoscope (US)
- Single-use bronchoscope

\*Bronchoscopic Lung Volume Reduction

\*\*CAGR for FY2021 to FY2023, starting from FY

\*\*CAGR for FY2021 to FY2023, starting from FY2020

~8%

Revenue growth CAGR in TSD\*\*

<sup>\*\*\*</sup>From FY2022, bronchoscopes, which were classified in the gastrointestinal endoscope segment of ESD, have been transferred into the respiratory segment of TSD

## **TSD:** Growth drivers in Urology

#### SOLTIVE™ SuperPulsed Laser System<sup>1</sup>

Innovative laser platform for treatment of kidney stones

**Procedure:** 

Laser lithotripsy for kidney stone patients

Market:

Overall Urology Stone Management ¥180B (4% CAGR)<sup>2</sup>

**Product:** 

- Olympus pioneered the use of Thulium Fiber Laser (TFL) technology for kidney stone treatment through the Soltive launch. Clinical research indicates that Soltive may offer the potential for shorter procedure times, better patient outcomes and lower procedure costs than those performed with Ho:YAG lasers.3
- Driving strong above-market revenue growth with FY22 Revenue ahead of plan by almost 20%.
- We expect double-digit growth over next 3 years driven by continued market share capture, increased utilization in existing accounts, and continued portfolio enhancements.

Already launched in the US, Canada, Europe, and Asia

#### PLASMA+™ Advanced Energy System<sup>1</sup>

Advanced bipolar platform for treatment of BPH

**Procedure:** 

Soft tissue resection for BPH

Market:

Overall BPH ¥95B (12% CAGR)<sup>2</sup>

**Product:** 

- Olympus has a long history of leadership with differentiated PLASMA technology in Urology, offering an integrated platform of resectoscopes, electrodes and energy generators.
- As a product leader, we differentiate with our complete suite of procedural solutions and electrodes designed to treat BPH, a platform which can also be used to treat bladder cancer patients.
- We expect mid single-digit growth over next 3 years driven by population/procedure growth and launch of 3rd-generation PLASMA+ system.

Already launched in Europe, Australia. US and Asia to follow in FY2022





<sup>1</sup> Note: Products or devices presented include future technology which may be pending regional regulatory approval and are not available for sale in all regions.

<sup>&</sup>lt;sup>2</sup> Overall Stone Management & BPH market size & growth include procedures and product categories beyond those specifically applicable to Soltive & PLASMA+ (such as minimally invasive BPH treatment).

<sup>&</sup>lt;sup>3</sup> Ryan, JR; Nguyen, MH; Linscott, JA; Nowicki, SW; Jumper, BM; Ingimarsson, JP; "PD54-07: Thullium Fiber Laser Results in Shorter Operating Times During Ureteroscopy and Laser Lithotripsy;" The Journal of Urology, September 2021; accessed Nov. 2, 2021.

<sup>&</sup>lt;sup>3</sup> Disclaimer: These abstract study findings are early analysis and may change with further, more complete analysis. Generalizability of economic impact to other institutions is not specific and is limited.

## **FY2022 Key Initiatives**

## FY2022

## Further strengthen our position as a global medtech company



Deepening profitable growth strategy in Medical business



Further improvement of efficiency and effectiveness through Transform Olympus



Continued steady investment in product development for future growth



ESG initiatives that contribute to a sustainable society



Completed share transfer of Olympus Systems Corporation to Accenture

Established Olympus Innovation Ventures, a corporate venture capital fund

Selected as "Dow Jones Sustainability World Index (DJSI World)"

Formulated strategic initiatives for Medical business (Olympus Investor Day 2021)

Officially decided to split Scientific Solutions Division, and proceeding with examination regarding a possible transfer of all shares in new company to a third party

## **Progress of Reorganization of Scientific Solutions Division**

- Inked absorption-type company split contract on Jan 14, 2022, to transfer Scientific Solutions Business to Evident Corporation, which is newly established wholly owned subsidiary of Olympus, effective April 1, 2022 (planned)
- ✓ Proceeding with examination regarding a possible transfer of all shares in Evident to a third party after split



Biological microscopes



Industrial microscopes



Non-destructive testing instruments





Industrial videoscopes X-ray fluorescence (XRF) analyzers

Establishment of a management structure suited to respective business characteristics of medical and scientific business will accelerate our efforts to achieve sustainable growth and improve profitability, and will contribute to enhancement of corporate value of our entire group

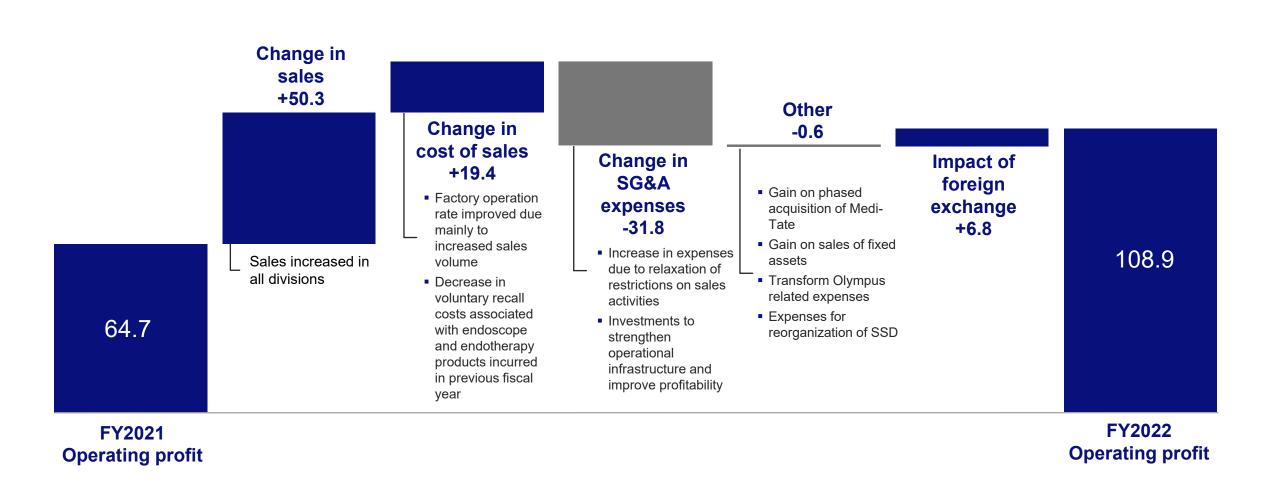
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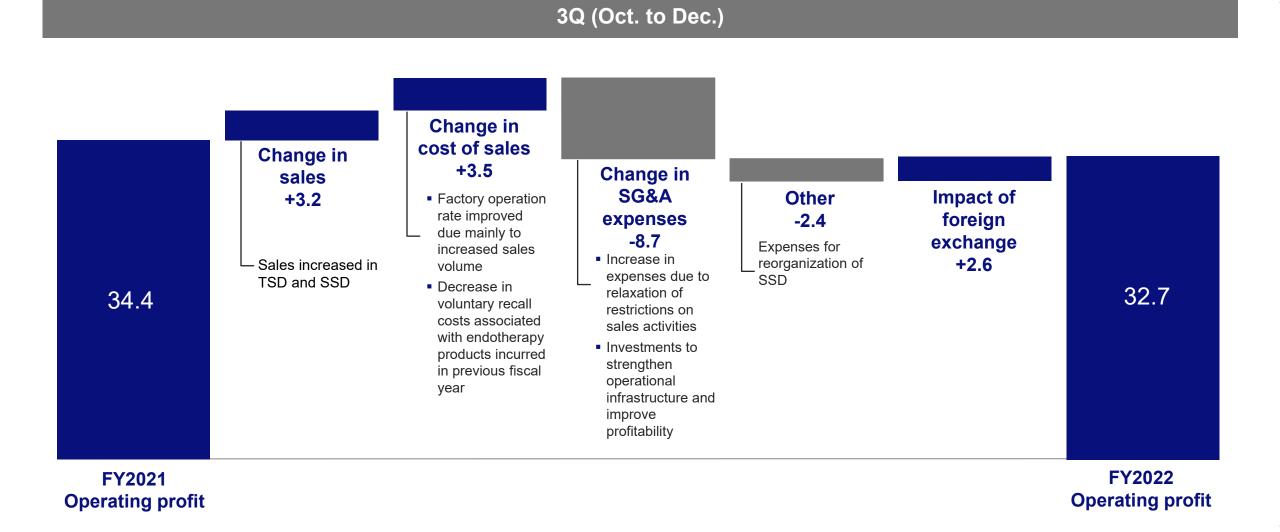
## **Appendix**

## 3Q of Fiscal 2022 Factors that Affected Consolidated Operating Profit





## 3Q of Fiscal 2022 Factors that Affected Consolidated Operating Profit



## 3Q of Fiscal 2022 by Segment

9 Months (Apr. to Dec.)

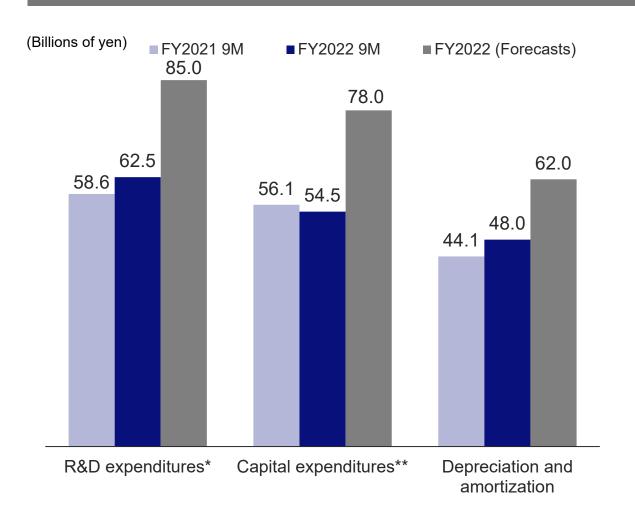
3Q (Oct. to Dec.)

		FY2021	FY2022	YoY	After FX adjustment	FY2021	FY2022	YoY	After FX adjustment
ESD	Revenue	276.7	333.7	+21%	+14%	105.4	113.1	+7%	0%
	Operating profit	73.9	91.6	+24%	+18%	31.6	30.0	-5%	-10%
TSD	Revenue	164.0	203.7	+24%	+17%	62.3	70.6	+13%	+6%
	Operating profit	23.2	43.8	+89%	+82%	13.2	13.6	+3%	-2%
SSD	Revenue	66.9	82.9	+24%	+17%	26.6	29.7	+12%	+4%
	Operating profit	3.0	11.4	+284%	+252%	2.7	4.9	+78%	+58%
Others	Revenue	6.0	9.5	+58%	+54%	2.8	3.3	+17%	+15%
	Operating profit(loss)	-1.5	-1.5	¥0	+¥0.1 billion	-0.6	-0.3	+¥0.2 billion	+¥0.2 billion
Elimination and Corporate	Operating profit(loss)	-33.8	-36.4	- ¥2.6 billion	- ¥2.5 billion	-12.5	-15.4	- ¥2.9 billion	- ¥2.7 billion
Consolidated Total	Revenue	513.6	629.8	+23%	+16%	197.1	216.7	+10%	+3%
	Operating profit	64.7	108.9	+68%	+58%	34.4	32.7	-5%	-13%

<sup>\*</sup>From FY2022, bronchoscopes, which were classified in the gastrointestinal endoscope segment of ESD, have been transferred into the respiratory segment of TSD. FY2021 actuals have also been restated in the same manner.

## **Expenditures**, etc.

#### 9 Months (Apr. to Dec.) and Full-year Forecasts



(Billions of yen)	FY2021	FY2022
R&D expenditures* (a)	58.6	62.5
Capitalization of R&D expenditures (b)	11.6	12.4
R&D expenses in P/L (a-b)	47.0	50.2

(Billions of yen)	FY2021	FY2022		
Amortization	6.4	6.8		
	End of Sep. 2021	End of Dec. 2021		
R&D assets	59.9	60.1		

<sup>\*</sup>Capitalization of R&D expenditures (b) is included in R&D expenditures.

<sup>\*\*</sup>Capitalization of R&D expenditures (b) is included in capital expenditures.

In addition, the Olympus Group has adopted IFRS #16 "Leases" from FY2020, and right-of use assets below are included in capital expenditures.

<sup>(</sup>FY2021 9M: ¥17.8 billion, FY2022 9M: ¥11.3 billion, FY2022 Full-year Forecast: ¥13.0 billion)

## Foreign Exchange and Sensitivity

#### Foreign exchange rate

(Yen)	FY2020 3Q	FY2020 9M	FY2021 3Q	FY2021 9M	FY2022 3Q	FY2022 9M	FY2022 Annual Forecasts
Yen/U.S. dollar	109	109	105	106	114	111	112
Yen/U.S. Euro	120	121	125	122	130	131	130
Yen/CNY	15	16	16	15	18	17	17

#### Forex sensitivity (annual)

(Billions of yen)	Revenue	Operating profit
U.S. dollars (per yen)	2.3	1.0
Euro (per yen)	1.6	0.7
CNY (per yen)	6.8	4.5