

**FYE03/2026 Q3**

# **Materials for Financial Results Briefing**

**(April 1, 2025 – December 31, 2025)**

**February 10, 2026**

**GLTECHNO HOLDINGS, INC.**

**TSE STD (255A)**



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# 01. Executive Summary

FYE03/2026 Q3

**Higher revenues and higher profit**

Net sales

**32,996** million yen  
 [ YoY +6.4% ]

Semiconductor Business mainly drove sales, resulting in a YoY increase in revenue.

Operating profit

**4,633** million yen  
 [ YoY +2.6% ]

Operating profit increased YoY due to sales growth, despite the impact of last year's change in inventory accounting standards in the Semiconductor Business and increased costs due to rising prices and other factors.

FYE03/2026 full-term performance and dividend forecasts

The full-term performance and dividend forecast remain unchanged from the previous announcement, with an expected YoY **increase in revenues, profit, and dividends.**

Net sales

**44,700** million yen  
 [ YoY +3.3% ]

Operating profit

**6,680** million yen  
 [ YoY +5.3% ]

Dividend forecast

**111** yen  
 [ YoY +4 yen ]

**Semiconductor Business** Steady progress in facilities expansion to augment production capacity

**Overseas**

Preparations are underway for the construction of a new plant in Ninh Binh Province, Vietnam.

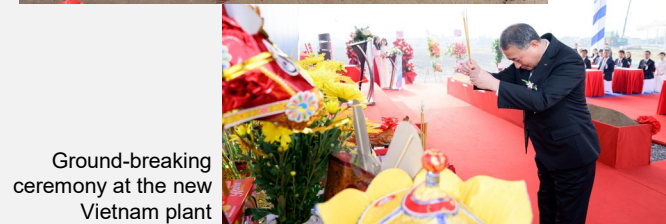
Objective: Strengthen supply chains and restructure production networks to meet growing semiconductor demand.

Expected future benefits from the new facility

- ✓ **Augmenting production capacity**  
Production capacity of **quartz products** is estimated to be worth at least **3.0 billion yen** of annual net sales when reaching fully-operational level.
- ✓ **Enhanced access and flexible and rapid response to market needs**
  - **Diversification of supply chains and strengthening of structures to address trade risks** in light of U.S. semiconductor restrictions on China
  - **Reduction in transportation costs and environmental burden**
  - Strengthening of price competitiveness by leveraging **abundant labor** and **cost advantages in personnel expenses**

Plant construction progress

A ground-breaking ceremony was held at the plant site in Ninh Binh Province, Vietnam in December 2025. Full-scale construction work commenced in January 2026.



Ground-breaking ceremony at the new Vietnam plant

**Domestic**

Preparations are underway for the launch of operations at two production buildings.

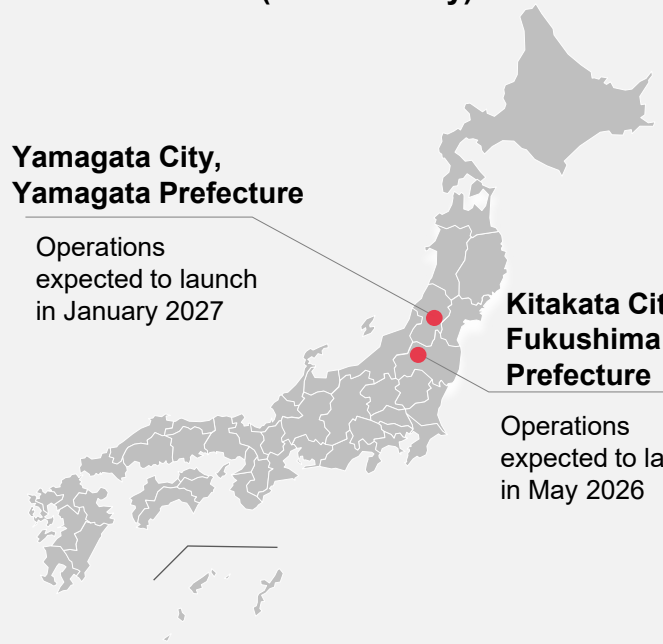
Promote augmentation of production capacity for fire-processed products (Yamagata City) and automation of machining (Kitakata City)

Yamagata City, Yamagata Prefecture

Operations expected to launch in January 2027

Kitakata City, Fukushima Prefecture

Operations expected to launch in May 2026



### Analytical Instruments Business

**Higher revenues and higher profit**

- ✓ Revenues and profit were both up, with strong sales performance, particularly for consumables, both in Japan and overseas.

<b>Net sales</b>
14,285 million yen
〔 YoY +2.2% 〕
<b>Operating profit</b>
1,317 million yen
〔 YoY +3.5% 〕

### Semiconductor Business

**Higher revenues and higher profit**

- ✓ Revenues were higher, with operating rates in our factories remaining at a high level, supported by an abundant order backlog.
- ✓ Profit was up due to sales growth, despite changes in inventory accounting standards from the previous fiscal year and rising prices.

<b>Net sales</b>
17,409 million yen
〔 YoY +10.5% 〕
<b>Operating profit</b>
3,286 million yen
〔 YoY +3.3% 〕

### Automated Recognition Business

**Higher revenues but lower profit**

- ✓ Revenues rose, with orders for multi-level parking facilities and access control systems remaining steady.
- ✓ Profit fell, mainly due to an increase in low-margin projects.

<b>Net sales</b>
1,301 million yen
〔 YoY +0.9% 〕
<b>Operating profit</b>
9 million yen
〔 YoY -75.6% 〕

# **02. Financial Results Overview (Consolidated)**

## **FYE03/2026 Q3**

## Higher revenues and higher profit

- In net sales, revenue increased by 6.4% YoY, mainly due to an abundant order backlog and high operating rates in our factories in the Semiconductor Business, as well as solid performance in the Analytical Instruments Business.
- Sales growth boosted operating profit by 2.6% YoY, despite the overlapping impact of last year’s change in inventory accounting standards in the Semiconductor Business and increased costs attributable to factors such as rising prices.

(Millions of yen)	FYE03/2025 Q3		FYE03/2026 Q3		YoY	
	Results	Sales ratio	Results	Sales ratio	+/- %	+/- amount
<b>Net sales</b>	<b>31,014</b>	-	<b>32,996</b>	-	+6.4%	+1,982
<b>Cost of sales</b>	<b>20,008</b>	64.5%	<b>21,600</b>	65.5%	+8.0%	+1,592
<b>Gross profit</b>	<b>11,006</b>	35.5%	<b>11,396</b>	34.5%	+3.5%	+389
<b>SG&amp;A expenses</b>	<b>6,492</b>	20.9%	<b>6,762</b>	20.5%	+4.2%	+270
<b>Operating profit</b>	<b>4,513</b>	14.6%	<b>4,633</b>	14.0%	+2.6%	+119
<b>Ordinary profit</b>	<b>4,913</b>	15.8%	<b>5,230</b>	15.9%	+6.5%	+317
<b>Net profit attributable to owners of parent</b>	<b>2,911</b> <sup>*1</sup>	9.4%	<b>3,523</b>	10.7%	+21.0%	+612

\*1 During the 1st half of FYE03/2025 before management integration, a portion of net profit was attributable to non-controlling interests.

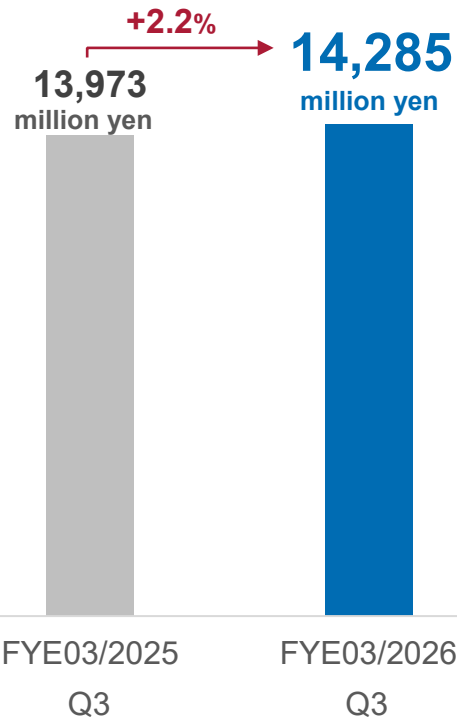
# **02. Financial Results Overview (By Segment)**

## **FYE03/2026 Q3**

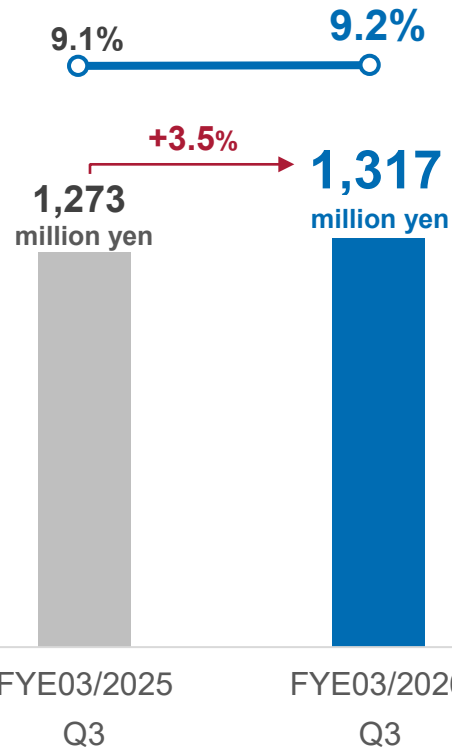
## Higher revenues and higher profit

- In net sales, revenue increased by 2.2% YoY, with consumables performing steadily in both in Japan and overseas.
- Operating profit also improved from the end of Q2 due to strong sales of in-house consumables in Q3, resulting in a 3.5% increase YoY.

Net sales



Operating profit margin



Factors, etc.

**Domestic** Sales ratio 76.0%

**Instruments:** The renewal demand for in-house water quality analysis equipment that had been concentrated in the previous fiscal year has run its course, and the number of sales cases for third-party equipment recorded in Q3 was lower than in the previous fiscal year.

**Consumables:** A wide variety of products kept going strong. **Products for environmental analysis and for pharmaceutical companies in particular performed strongly. Stable growth continued, particularly in consumables.**

**Overseas** Sales ratio 24.0%

- **Though the impact of the slowdown in the Chinese economy was a factor, performance in other regions was generally steady.** Sales of consumables, especially liquid chromatography columns, remained steady, with sales of related peripheral equipment also adding to revenues.

Despite a sluggish North American market due to the reversal of special demand in the same period last year, enhanced sales structures in other regions contributed to revenue growth both in Japan and overseas.

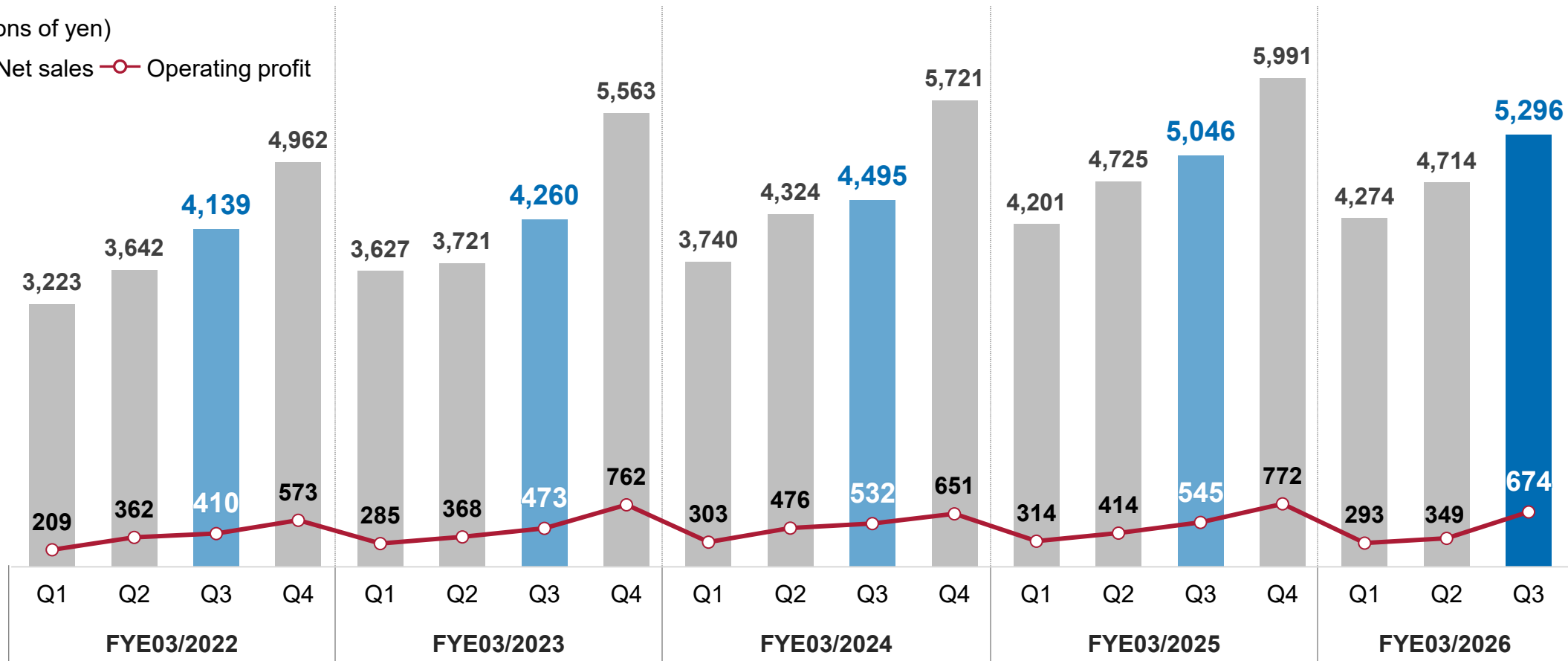
(Millions of yen)	FYE03/2025 Q3	FYE03/2026 Q3	YoY		Proportion FYE03/2026 Q3
			+/- %	+/- amount	
<b>Domestic</b>	<b>10,720</b>	<b>10,857</b>	+1.3%	+136	76.0%
<b>Overseas</b>	<b>3,252</b>	<b>3,427</b>	+5.4%	+175	24.0%
<b>North America</b>	<b>446</b>	<b>384</b>	-14.0%	-62	2.7%
<b>Asia</b>	<b>2,034</b>	<b>2,128</b>	+4.6%	+93	14.9%
<b>Others</b>	<b>771</b>	<b>915</b>	+18.6%	+143	6.4%
<b>Total (Domestic + Overseas)</b>	<b>13,973</b>	<b>14,285</b>	+2.2%	+312	100.0%

Seasonality arising from the timing of sales recognition in the domestic market results in a second-half skew.

In-house consumables also enjoyed special demand in Q3, greatly improving operating profit YoY.

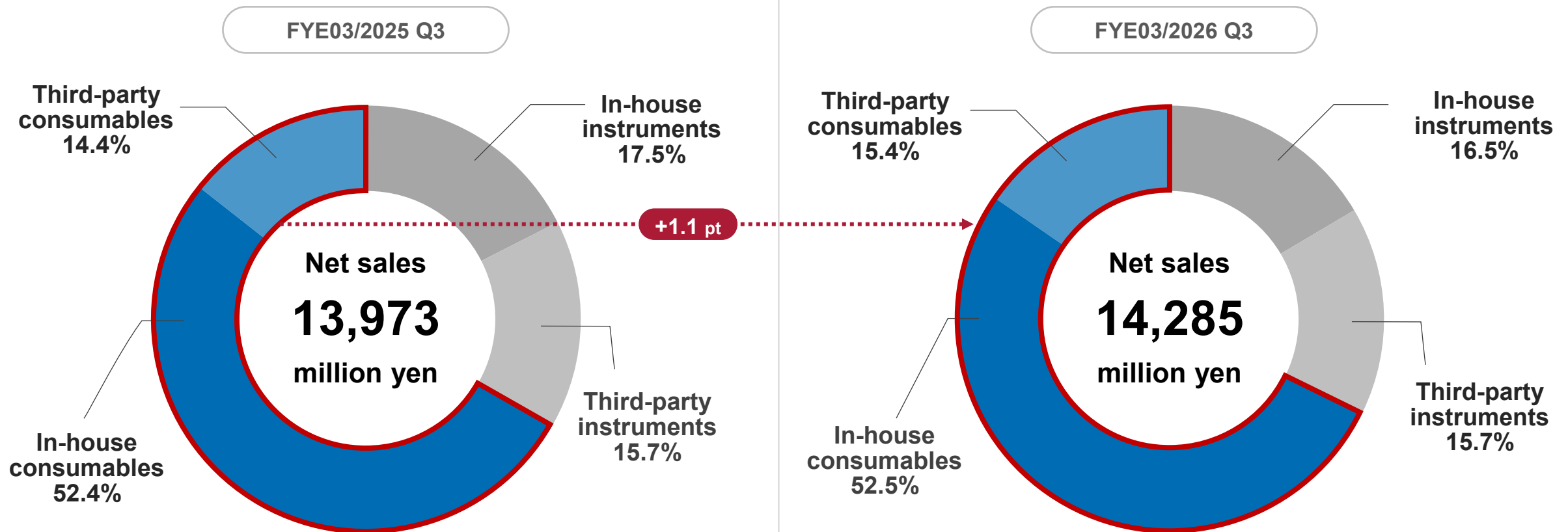
(Millions of yen)

■ Net sales ○ Operating profit



The Analytical Instruments Business has a stable earnings structure anchored by sales of consumables, which account for approximately 70% of its total sales.

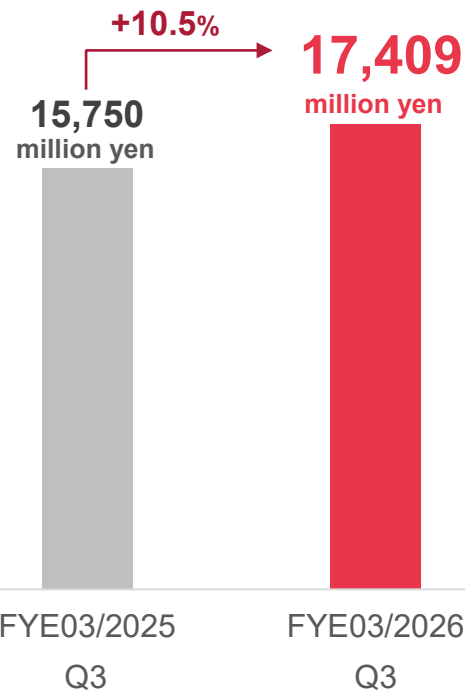
This fiscal year, sales initiatives targeting the Japanese market were effective, and sales of third-party consumables also remained steady.



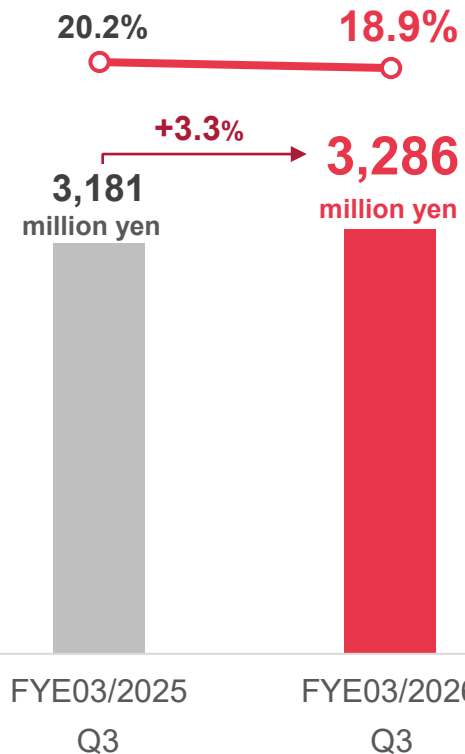
## Higher revenues and higher profit

- Net sales increased by 10.5% YoY, mainly due to an abundant order backlog and high operating rates in our factories.
- Operating profit increased 3.3% YoY due to the revenue growth effect, despite a decline in the operating profit margin, impacted by last year's change in inventory accounting standards in the Semiconductor Business and increased costs due to rising prices.

Net sales



Operating profit margin



Factors, etc.

### <Latest market trends>

- Demand for generative AI-related products continues to trend upward. Although demand for personal computers, smartphones, and autonomous driving applications remains sluggish, rising device prices and signs of supply constraints are coming into view.

⇒ Orders are trending toward recovery.

### <Responses to future demand expansion>

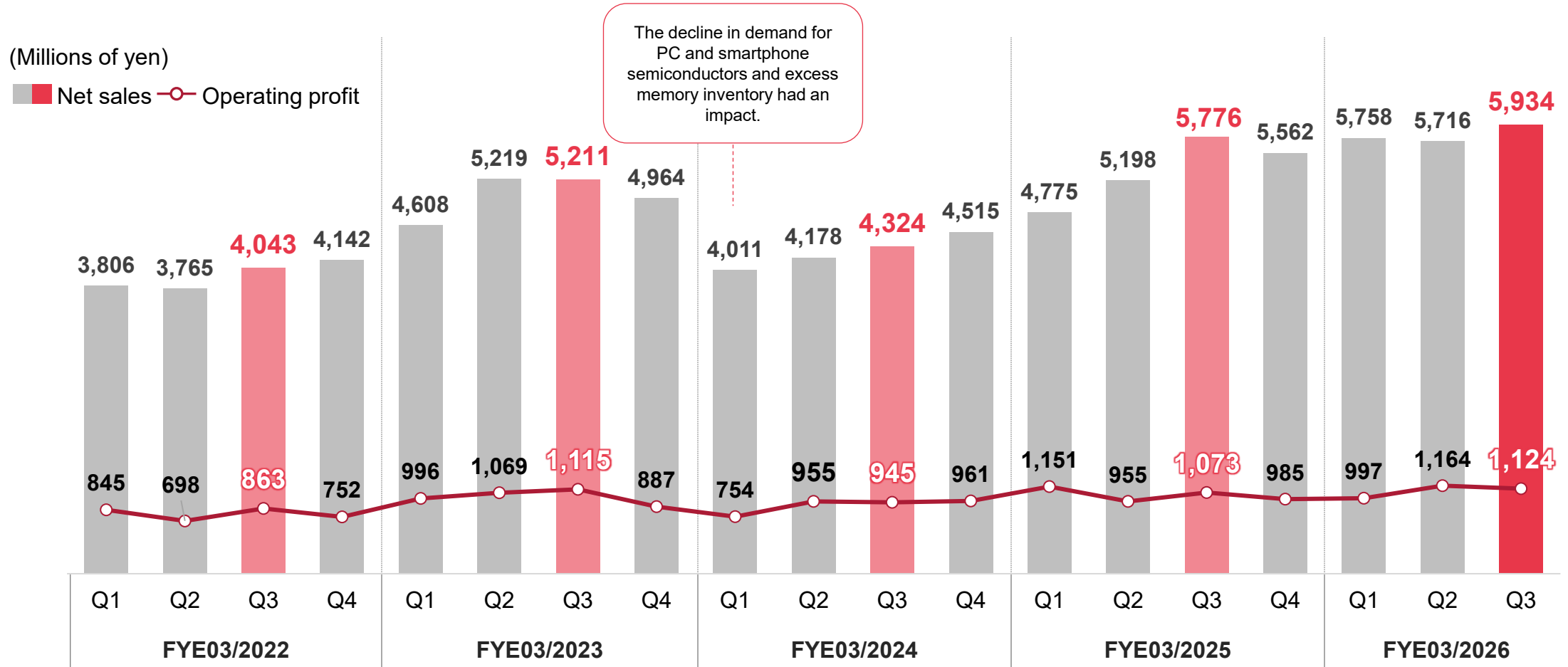
- Expanding markets by developing and extending **highly value-added products**
- Preparation for **robust increase in production output** in Japan and overseas

Overall growth was driven by expansion of overseas demand, with overseas sales climbing to over 60% of total sales.

The cultivation of new demand kept sales stable YoY in Japan as well.

(Millions of yen)	FYE03/2025 Q3	FYE03/2026 Q3	YoY		Proportion FYE03/2026 Q3
			+/- %	+/- amount	
<b>Domestic</b>	<b>6,306</b>	<b>6,378</b>	+1.1%	+71	36.6%
<b>Overseas</b>	<b>9,443</b>	<b>11,030</b>	+16.8%	+1,586	63.4%
<b>North America</b>	<b>678</b>	<b>818</b>	+20.7%	+140	4.7%
<b>Asia</b>	<b>8,744</b>	<b>10,168</b>	+16.3%	+1,423	58.4%
<b>Others</b>	<b>20</b>	<b>43</b>	+108.7%	+22	0.3%
<b>Total (Domestic + Overseas)</b>	<b>15,750</b>	<b>17,409</b>	+10.5%	+1,658	100.0%

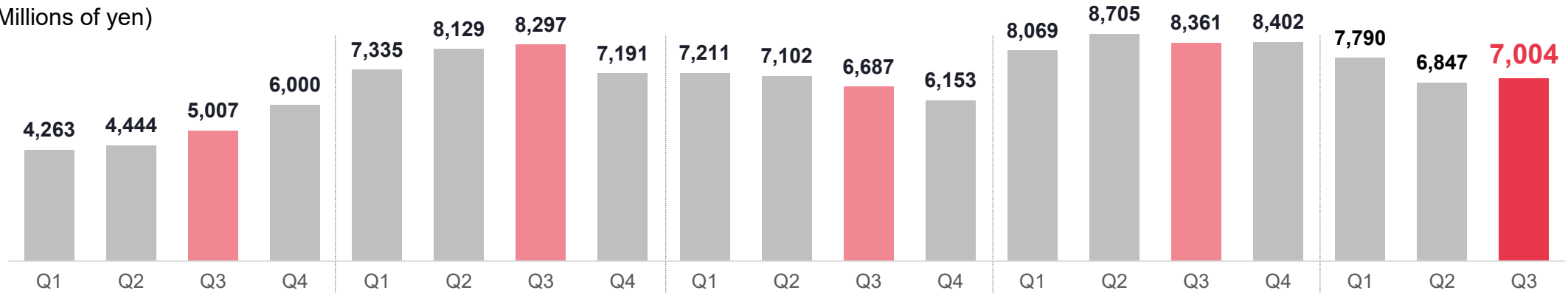
While the operating profit margin declined somewhat from Q2, a recovery trend in the business environment kept both net sales and operating profit at high levels.



Orders are on a recovery trend, with Q3 orders exceeding 6.0 billion yen for the first time in one and a half years, and the order backlog also increasing somewhat.

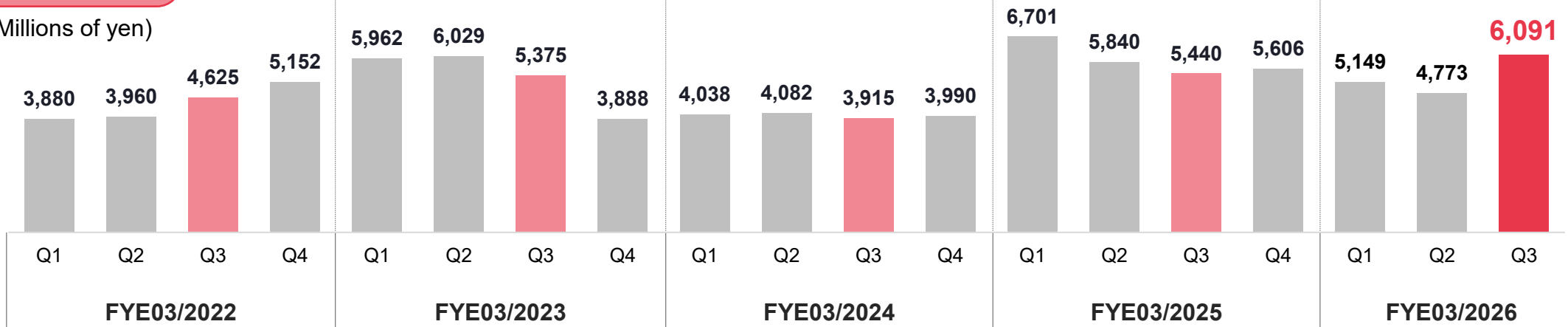
Order backlog

(Millions of yen)



Order amount

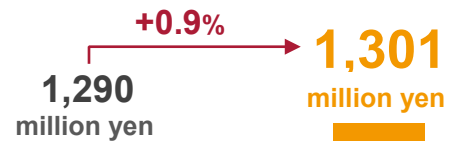
(Millions of yen)



## Higher revenues but lower profit

- Net sales increased by 0.9% YoY, with steady progress made on development projects for multi-level parking systems and the sale and deployment of access control systems.
- Operating profit decreased as the proportion of low-margin projects in the sales share remained high.

Net sales



FYE03/2025

Q3

FYE03/2026

Q3

Operating profit margin

40  
million yen

FYE03/2025

Q3

-75.6%

9  
million yen

FYE03/2026

Q3

Factors, etc.

### <Status by product type>

- **Products for installation and Finished products**  
Growth struggled due to a continued decline in demand for residential and building facilities.
- **Others for automated recognition**  
In addition to various system projects, sales of custom IC tags for residential use are also performing well.

### <Regarding profitability>

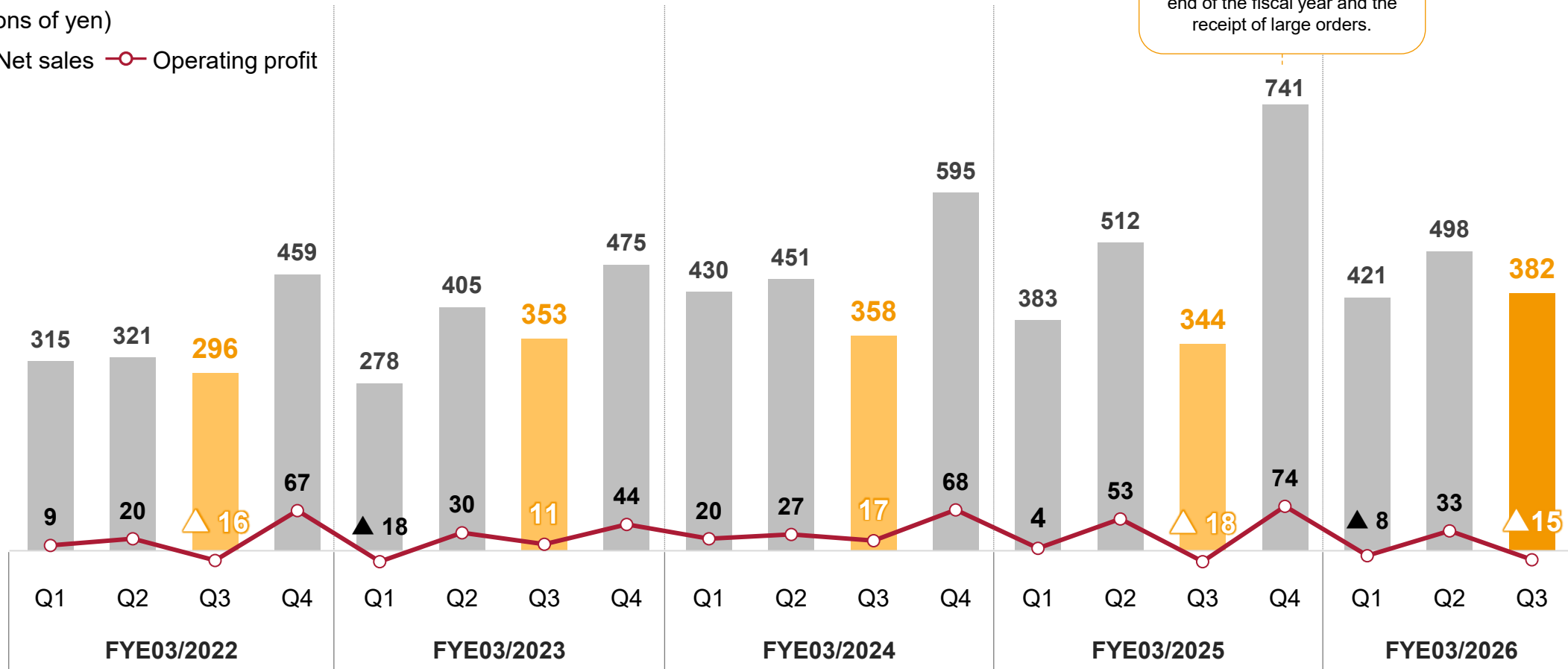
- Although high-margin product groups remain sluggish, we are promoting multiple development projects for installed products in anticipation of future recovery and expansion.

Although net sales remained steady, an operating loss was recorded again following Q1 due to the impact of the project mix.

(Millions of yen)

■ Net sales ○ Operating profit

Significant increase in revenue and profit due to a concentration of orders at the end of the fiscal year and the receipt of large orders.



# **03. Performance/Dividend Forecasts**

**FYE03/2026**

The full-term performance forecast remains unchanged from the previous announcement, with an expected YoY increase in revenues and profit.

	(Millions of yen)	FYE03/2025 Full-term results	FYE03/2026 Full-term forecasts*	YoY	
				+/- %	+/- amount
Net sales		43,261	44,700	+3.3%	+1,438
Operating profit		6,344	6,680	+5.3%	+335
Operating profit margin		14.7%	14.9%	-	+0.2 pt
Ordinary profit		6,626	6,760	+2.0%	+133
Net profit attributable to owners of parent		4,064 <sup>*1</sup>	4,810 <sup>*2</sup>	+18.3%	+745
Annual dividend (yen)		107	111	+3.7%	+4

\*1 During the 1st half of FYE03/2025 before management integration, a portion of net profit was attributable to non-controlling interests.

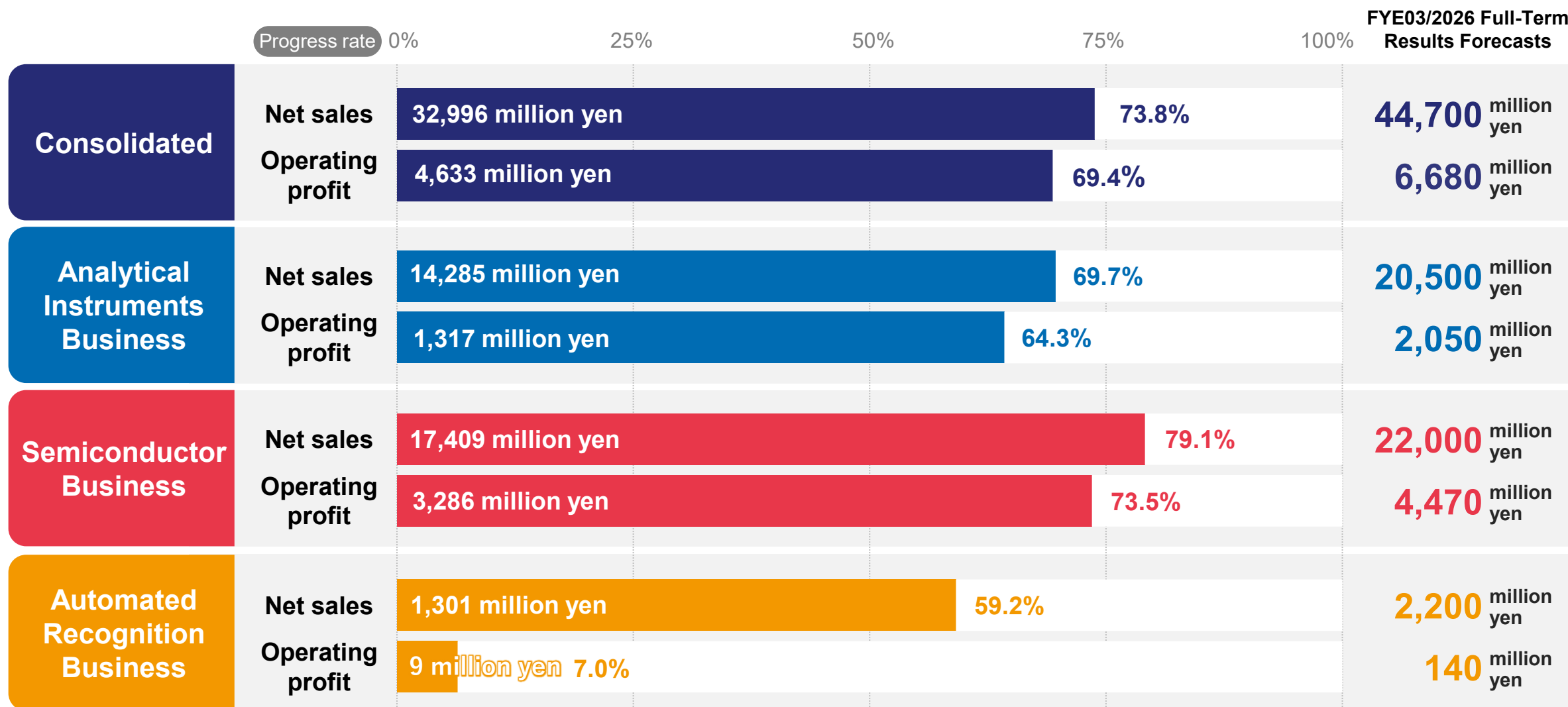
\*2 It is fully attributable to owners of parent for the full-term.

\*Assumed exchange rate: 1 USD = 150 JPY

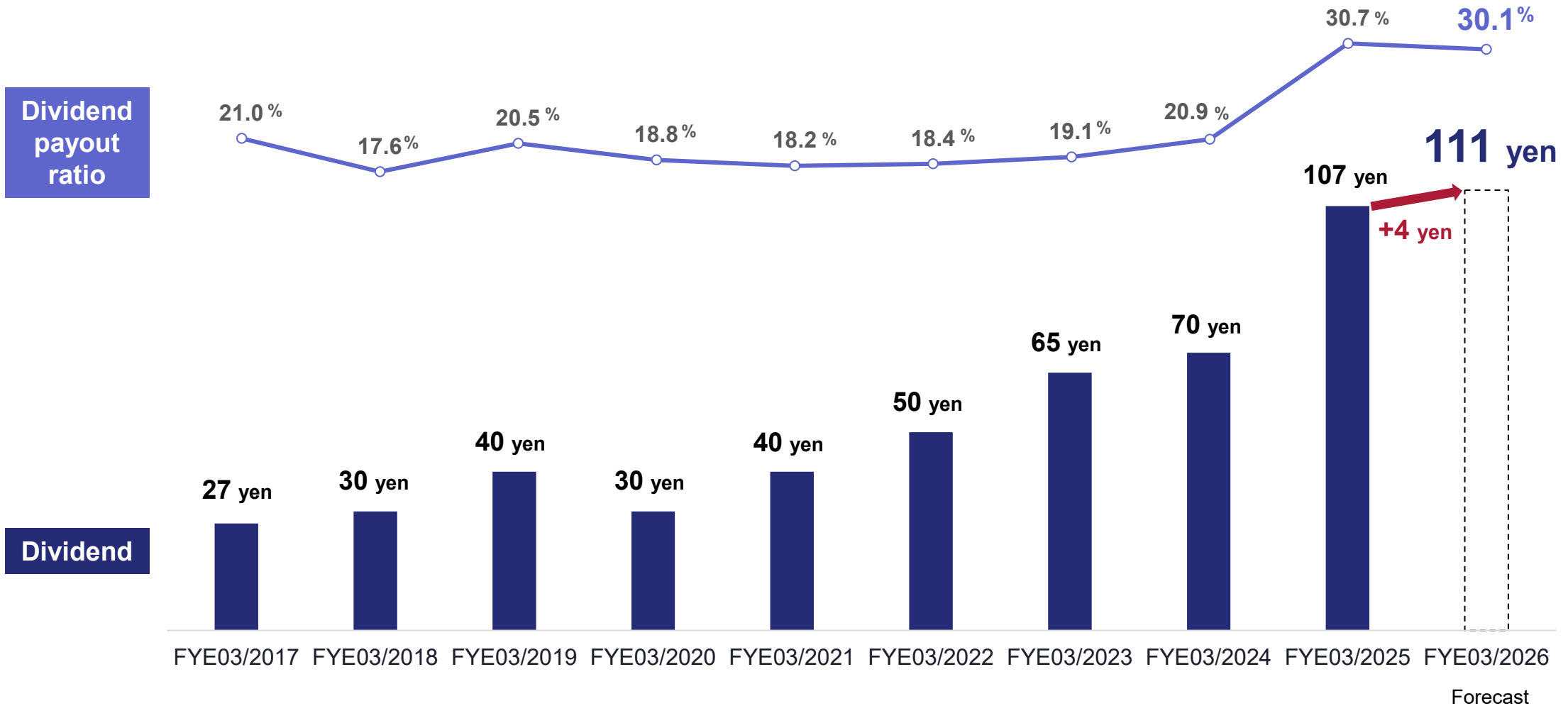
## Performance Forecasts By Segment (FYE03/2026)

	(Millions of yen)	FYE03/2025 Full-term results	FYE03/2026 Full-term forecasts	YoY	
				+/- %	+/- amount
<b>Analytical Instruments Business</b>	Net sales	19,965	20,500	+2.7%	+534
	Operating profit	2,045	2,050	+0.2%	+4
	Operating profit margin	10.2%	10.0%	-	-0.2 pt
<b>Semiconductor Business</b>	Net sales	21,313	22,000	+3.2%	+686
	Operating profit	4,167	4,470	+7.3%	+302
	Operating profit margin	19.6%	20.3%	-	+0.7 pt
<b>Automated Recognition Business</b>	Net sales	1,982	2,200	+11.0%	+217
	Operating profit	115	140	+21.6%	+24
	Operating profit margin	5.8%	6.4%	-	+0.6 pt

**Although operating profit in the Automated Recognition Business remains under strain, consolidated performance overall has remained generally consistent with typical years.**



**We will maintain the target dividend payout ratio of 30%, with a planned increase of 4 yen per share for FYE03/2026.**



# 04. APPENDIX

**Company Name** GLTECHNO HOLDINGS, INC.

**Foundation** October 1, 2024

**Representative  
Director and President** Yoshihiro Nagami

**Head Office** Shinjuku Square Tower 30F,  
6-22-1 Nishi Shinjuku, Shinjuku-ku, Tokyo, 163-1130 Japan

**Capital** JPY 300,000,000

**Number of Employees** 1,192 (as of March 31, 2025, excluding part-time employees)

**Consolidated Sales** 43,261 million yen (FYE03/2025)

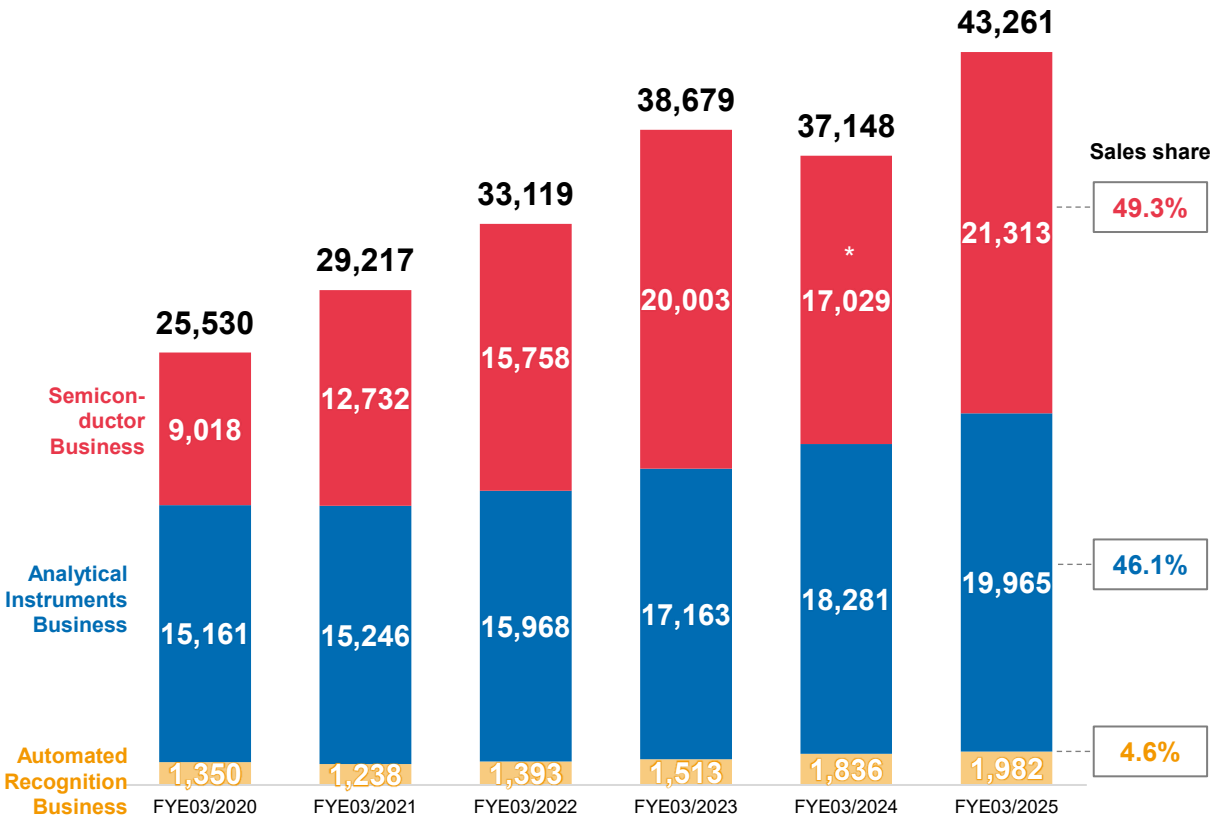


## Building a solid growth foundation and sales and profit growth through three businesses that support society

Net sales by segment

(Millions of yen)

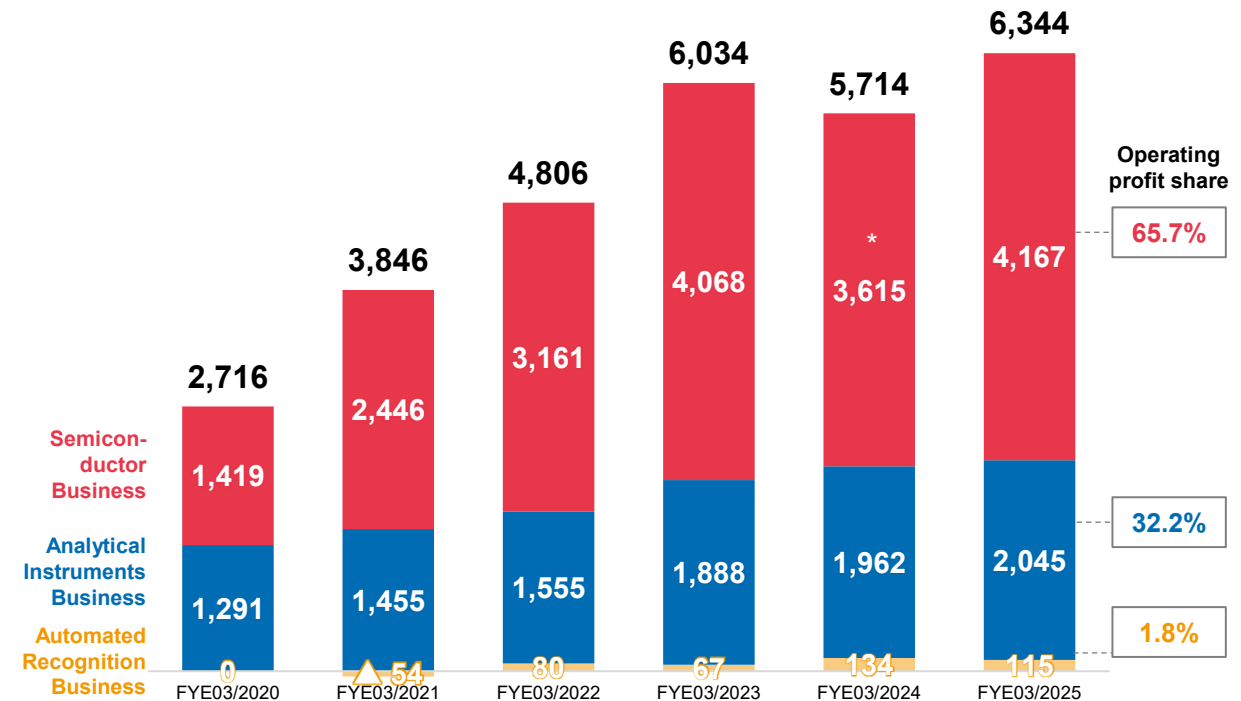
October 2024  
Establishment of GLTECHNO HOLDINGS



Operating profit by segment

(Millions of yen)

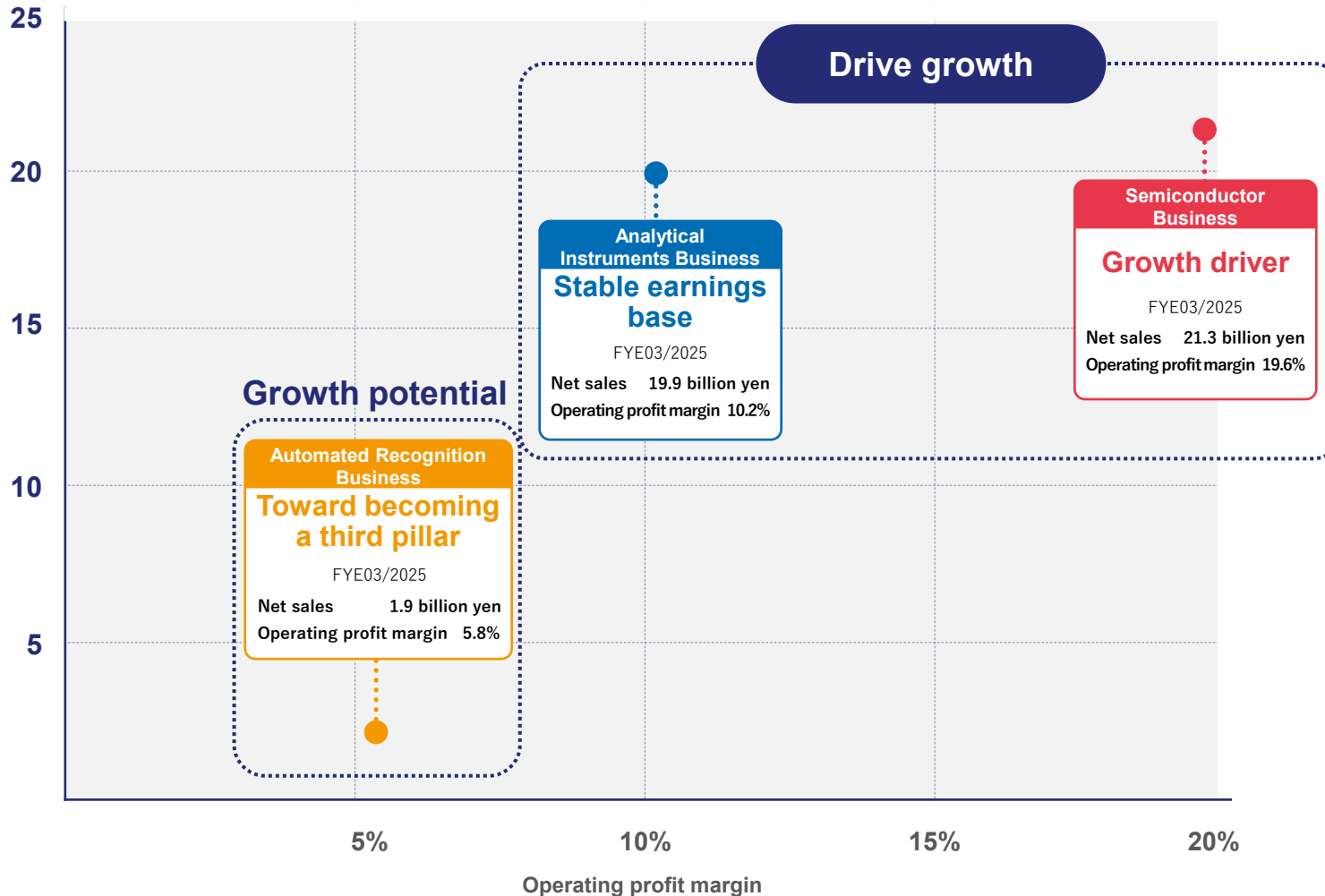
October 2024  
Establishment of GLTECHNO HOLDINGS



\*Net sales and profit in the Semiconductor Business for FYE03/2024 declined due to the impact of stagnant memory inventory accompanying a decline in demand for personal computers and smartphones.

# Aiming for steady earnings growth with the double engine of “a stable Analytical Instruments Business” and “a growing Semiconductor Business”

Net sales (Billions of yen)



## Analytical Instruments Business

**GL Sciences Inc.**

Comprehensive services from planning, development, production, sales, and support for analytical instruments and various consumables such as columns essential for these instruments

**Point** Not susceptible to economic swing, growing steadily

## Semiconductor Business

**Techno Quartz Inc.**

Manufacturing and sales of semiconductor-related products, primarily high-purity quartz glass and crystalline silicon parts for semiconductor manufacturing equipment

**Point** Grew up big in the context of sharp increase in semiconductor manufacturing equipment in operation.

## Automated Recognition Business

**GL Solutions Inc.**

Manufactures and sells related products as a pioneer in automatic identification technology (RFID) that enables contactless reading and writing of IC tag information.

**Point** Needs are expanding as IoT penetrates various fields.

[Mission]

## Reason for being

### Drive Human and Societal Potential

Our mission puts into words the reason for our inception and existence as a corporate entity. Since its founding, the GLTECHNO Group has remained steadfast in its core philosophy to build trusting relationships and enable people to pursue their purpose in the world. The organization defines itself as a catalyst for driving human potential. As a catalyst, we stimulate reactions to propel others toward something completely new. Our corporate activities and the provision of value not only foster our own growth but shape our ideal form as an organization driving the potential of industry and society. We will never waver from this corporate mission. We will never compromise our commitment to this founding philosophy.

[Vision]

## Our ideal future state

### Aspire to Create Boundless Value

Our vision gives shape to our ideal form. Our aspirations to create boundless value free us to take the road less traveled so that we may drive every avenue of potential for the future. The GLTECHNO Group has walked the walk for over half a century, never constrained by conventional business practices and precedents since its founding. We will continue our efforts to create new value by considering the ideas of each and every person invaluable to the GLTECHNO Group.

[Corporate Message]

## Corporate Message

### Search for a Way.

*Search for a Way* embodies the approach of the GLTECHNO Group to always explore better means and methods to foster growth for our customers, for society, and for ourselves. Our approach shapes the organization as one supporting the lives of all humanity across generations while contributing to society at large through scientific innovation.

Through management integration, we will capture growth opportunities, accelerate investment decision-making, and aim to further enhance corporate value.

(Established in October 2024)

- Improvement of management efficiency
- Optimal allocation of management resources
- Acceleration of decision-making

### GL Sciences Inc.

(Established in 1968)

**Analytical Instruments Business**

Supporting all kinds of analysis with chromatography technology

The Company provides comprehensive support from planning and development to sales and support of analytical instruments and consumables such as columns. This enables the company to support a wide range of industries in compounds analysis.

Chromatography-related consumables

Gas chromatographs

Sample pretreatment devices

### Techno Quartz Inc.

(Established in 1976)

**Semiconductor Business**

Supporting global semiconductor manufacturing with cutting-edge processing technology

The company specializes in the manufacturing and sales of high-purity quartz glass and crystalline silicon parts. These products are used in semiconductor manufacturing equipment.

Machining

Flame processing

Diffusion bonding

Silicon processing

### GL Solutions Inc.

(Established in 2013)

**Automated Recognition Business**

Realizing a more comfortable society with contactless IC card technology

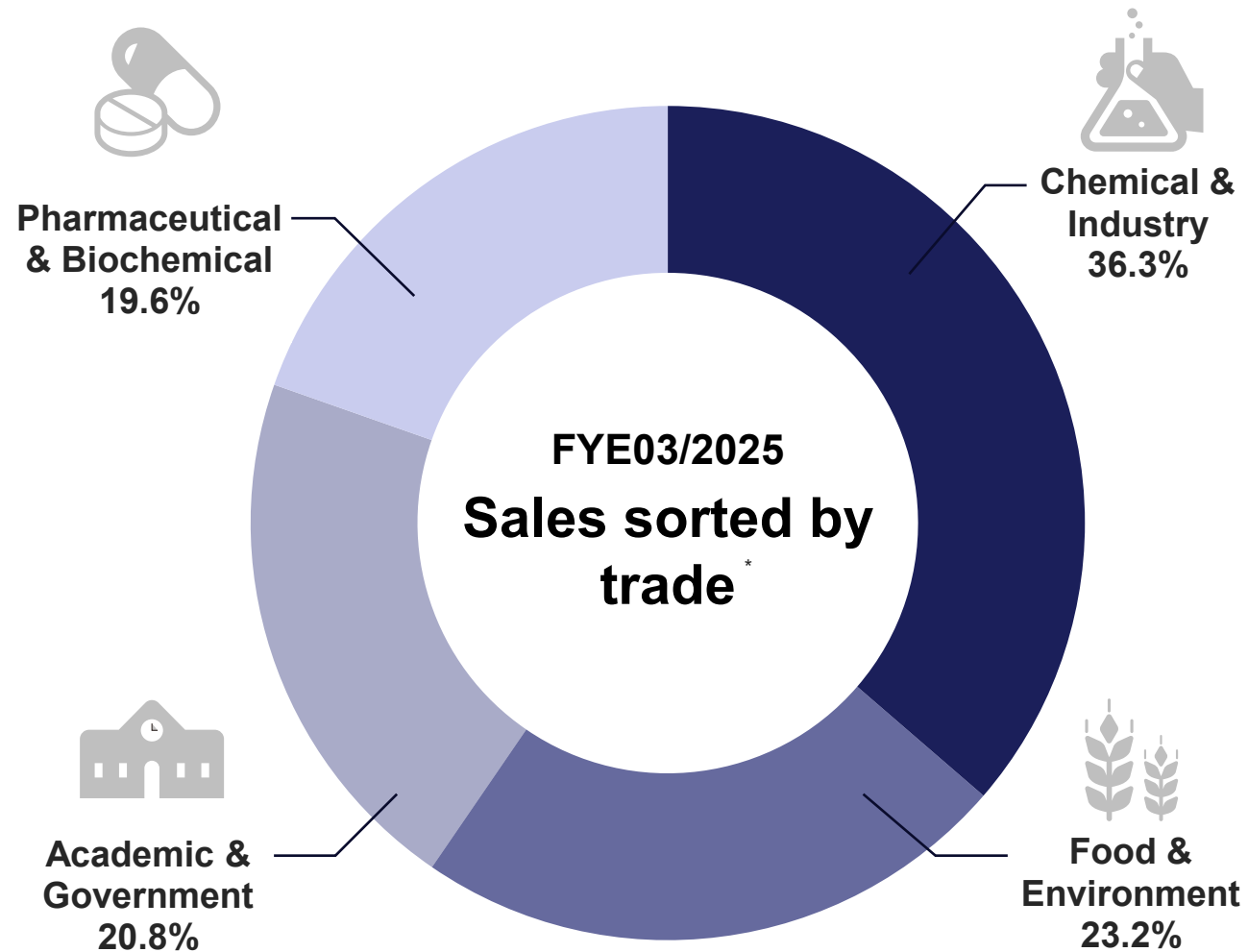
As a pioneer in contactless IC tag reading and writing technology (RFID), it contributes to the evolution of the information society by leveraging cutting-edge technology.

Embedded readers/writers

Wall-mounted readers/writers

Key management boxes

The Analytical Instruments Business, which supports the Company’s stable growth, contributes to society in a wide range of fields.



**Diverse customer base**

- Environment and water quality
- Automotive interior materials
- Food and beverages
- Petrochemicals
- Cosmetics
- Life sciences
- Energy
- Metals and mining

\*Sales sorted by trade for GL Sciences Inc. in Japan

**Toward sustainable growth**

**FYE03/2025 - FYE03/2027**

**New Mid-term  
Management Plan  
FYE03/2027 Plan**

<b>Net Sales</b>	<b>50.0 bn yen</b>
<b>Operating Profit</b>	<b>7.7 bn yen</b>
<b>Operating Margin</b>	<b>15.5%</b>
<b>ROE</b>	<b>&gt; 13%</b>

**FYE03/2022 - FYE03/2024  
FYE03/2024 Actual**

<b>Net Sales</b>	<b>37.1 bn yen</b>
<b>Operating Profit</b>	<b>5.7 bn yen</b>
<b>Operating Margin</b>	<b>15.4%</b>
<b>ROE</b>	<b>10.8%</b>

**FYE03/2019 - FYE03/2021  
FYE03/2021 Actual**

<b>Net Sales</b>	<b>29.2 bn yen</b>
<b>Operating Profit</b>	<b>3.8 bn yen</b>
<b>Operating Margin</b>	<b>13.2%</b>
<b>ROE</b>	<b>10.0%</b>

# NETWORK A global network

## GLTECHNO HOLDINGS, INC.

### GL Sciences Inc.

Shinjuku Square Tower 30F, 6-22-1 Nishi Shinjuku, Shinjuku-ku, Tokyo  
Established: February 1968

FLOM Corporation

GLOS Co., Ltd.

GL Sciences (Shanghai) Limited

GL Sciences B.V.

GL Sciences, Inc. (USA)

### Techno Quartz Inc.

Harmony Tower 12F, 1-32-2 Honcho, Nakano-ku, Tokyo  
Established: October 1976

AISINTEC CO., LTD

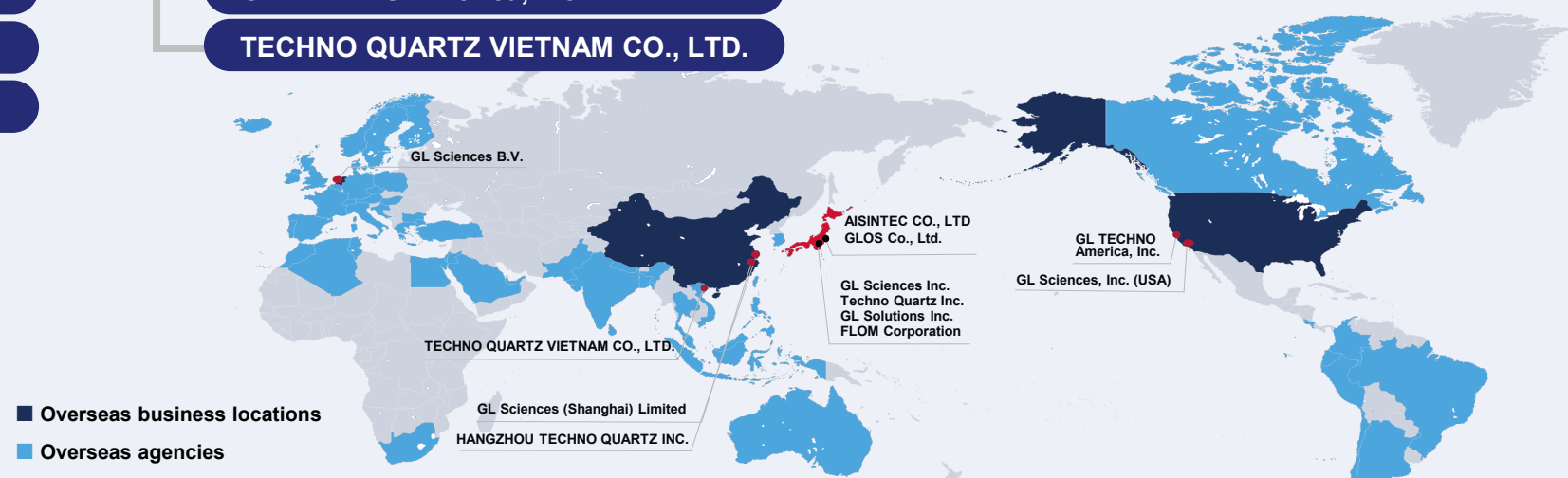
HANGZHOU TECHNO QUARTZ INC.

GL TECHNO America, Inc.

TECHNO QUARTZ VIETNAM CO., LTD.

### GL Solutions Inc.

Ueno East Building G1F, 1-3-5 Matsugaya, Taito-ku, Tokyo  
Established: April 2013



## Basic Philosophy

Based on our corporate philosophy of “growing into a truly socially responsible company,” the GLTECHNO Group will contribute to society by creating an environment where employees feel happy to work, by creating and challenging ourselves for sustainable corporate growth, and by addressing environmental issues through manufacturing improvements and new technologies. In addition, we will fairly distribute any profits we earn among the company, shareholders, employees, and society, and contribute to the sustainable development of the earth and society with our technology and profits. Our eternal slogan is “Let’s advance together on our only way to success!” and we will work with our stakeholders to solve social issues.

### Basic Policy

#### 1. Sustainable improvement of corporate value

In an ever-changing business environment, we will improve our competitiveness and productivity by increasing our resilience and responding flexibly.

#### 2. Contribution to environmental protection

We aim to realize a better future by promoting collaboration and co-creation with stakeholders on issues such as responding to climate change and working toward a recycling-oriented society.

#### 3. Resolving social issues through business

We will continue to contribute to society through our core business activities.

#### 4. Promoting the development and active participation of human resources who support corporate activities

We will continue to take on new challenges to solve our customers’ problems, develop human resources who can contribute to society, and provide an environment where they can work safely and healthily with a sense of fulfillment and pride.

#### 5. Strengthening the governance system

We not only comply with laws and regulations and other social rules, but also strive to meet the expectations of all stakeholders.

## We support healthy, safe, and secure living through our products and services.

Toward a carbon-neutral society  
Contributions to environmental assessment technologies

In the fields of next-generation energy and carbon neutrality, analysis of substances such as hydrogen and ammonia is essential for evaluating research results and determining energy efficiency. GL Sciences Inc. contributes to realizing a carbon-neutral society by developing, manufacturing, and selling custom-made instruments based on customer requests.

Toward a healthier society  
Contributions to PFAS analysis

Per- and polyfluoroalkyl substances (PFAS) are used in fluorine-based water repellent agents, waterproofing agents, greases, etc., and are said to have low decomposition properties and remain in the environment for long periods. GL Sciences Inc. contributes to a healthier and safer society by providing products and services for PFAS analysis in tap water, drinking water, wastewater, and food.

For a safe and convenient digital society  
Contributions to semiconductors

Semiconductors are indispensable to our lives, as they contribute greatly to infrastructure and national security. The components used in semiconductor manufacturing equipment are made from materials that are resistant to heat and chemicals. Techno Quartz Inc. contributes to the realization of a safe and convenient society by providing components made from difficult-to-process materials with high precision.

Toward an even safer, more secure society  
Contributions to digital utilization

My Number Cards can be used not only as identification cards but also for electronic applications such as municipal services and e-Tax. GL Solutions Inc. contributes to creating a society where data can be shared safely and conveniently by providing devices that read data for electronic applications and health insurance cards.



# Search for a Way.



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## Disclaimer

Materials in this document include prospects of business performance for the future, but they are solely forecasts determined by the Company based on currently available information and accordingly contain potential risks and uncertainty. Therefore, depending on various risks and uncertain elements, actual business performance may substantially differ from the future prospects as described herein.

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