



## CEO Remark

Olympus Corporation | President and CEO, Stefan Kaufmann | May 10, 2024

(Slide 1)

- Hello everyone. I am Stefan Kaufmann, CEO of Olympus Corporation.
- I would like to thank you all for participating in this conference.

## Disclaimer

- This material contains forward-looking statements that reflect management's current views, plans, and expectations based on information available at the time of preparation. These forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, future business decisions, and other internal and external factors that may cause the Company's actual results, performance, achievements, or financial position to be materially different from any future results expressed or implied by these forward-looking statements.
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**FY2024 provided us with numerous challenges. Our organization and people have proven to be resilient, our business model to be robust and our relationship with our customers proved to be stable.**



## OUR PURPOSE

**Making people's lives healthier, safer and more fulfilling**

## OUR CORE VALUES

 <b>PATIENT FOCUS</b> We put patients at the heart of everything.	 <b>INTEGRITY</b> We do the right thing.	 <b>INNOVATION</b> We look for new ways to make things better.	 <b>IMPACT</b> We take accountability and get things done.	 <b>EMPATHY</b> We care for one another and work together.
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## OUR GUIDING PRINCIPLES

<b>Patient safety and sustainability</b> 	<b>Innovation for growth</b> 	<b>Productivity</b> 
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## Strategic Value Pools

<b>Business and Global Expansion</b> 	<b>Strategic M&amp;A</b> 	<b>Care Pathway Enhancement</b> 	<b>Intelligent Endoscopy Ecosystem</b> 
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- Fiscal 2024 provided us with numerous challenges. In this environment, our organization and people have proven to be resilient, our business model to be robust and our relationship with our customers to be stable. For fiscal 2025, we are confident that we will see a strong recovery, bolstered by the significant potential of our strong business model and grown self confidence to overcome obstacles.
- Our Purpose and refreshed core values, the three strategic guiding principles of Patient safety and sustainability, Innovation for growth, and Productivity, and the four value pools, build the foundation and define the direction for sustainable growth in the future.

## Great progress on 'Elevate'

### Key long-term goals

Elevate is a multi-year, holistic remediation and transformation program focused on meeting four core goals

01. Strengthening our **patient safety focus** and **product quality culture**
02. Embedding sustainable, repeatable **processes** and **compliance**
03. Fostering constructive **relationships** with **health authorities**
04. Leveraging quality as a **competitive advantage**

“ We must always demonstrate an unwavering commitment to **patient safety** and maintain a **quality-first mindset**. ”

### Achievements in FY2024

- **Root Cause Analysis**  
– We undertook several initiatives to improve our ability to perform Root Cause Analyses, which is central to our efforts to create the most effective Corrective and preventive Actions.
- **Complaint Handling**  
– We have improved our complaint handling effectiveness resulting in more consistent Medical Device Reporting and responsiveness to patient safety signals.
- **Regulatory Compliance**  
– We strengthened Regulatory Compliance functions including competencies and governance.

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- As introduced in our company strategy and in relation to our first priority – Patient Safety and Sustainability, we are implementing numerous initiatives to strengthen our QA/RA system, processes and capabilities over three years from fiscal 2024 to 2026.
- So far, we have made great progress.
- To give you a few tangible examples: In fiscal 2024 we undertook several initiatives to improve our ability to perform Root Cause Analysis, which is central to our efforts to create the most effective Corrective and Preventive Actions.
- We have also improved our complaint-handling effectiveness, resulting in more consistent Medical Device Reporting and even quicker responses to patient safety signals.
- Our regulatory compliance functions have enhanced their operational impact significantly.
- The Elevate program will help to unleash Olympus' full potential, improving our sustainability and creating a strong backbone for future innovations.

# Robust FY2025 pipeline and business model

BUSINESS AND GLOBAL EXPANSION  CARE PATHWAY ENHANCEMENT	<b>Gastroenterology</b> <ul style="list-style-type: none"> <li>EVIS X1, gastrointestinal endoscopy system :Expand availability in the U.S.</li> <li>EU-ME3, Ultrasound Processor</li> <li>Aplio i800 EUS, <b>NEW</b> diagnostic ultrasound system for Endoscopic Ultrasonography</li> </ul> <ul style="list-style-type: none"> <li>ENDOCUFF VISION, colonoscope distal end attachment</li> </ul> <ul style="list-style-type: none"> <li>EndoClot, hemostasis powder</li> </ul> <ul style="list-style-type: none"> <li>ERCP<sup>1</sup> Device Portfolio</li> <li>ESD<sup>2</sup> &amp; EMR<sup>3</sup></li> </ul>	<b>Urology</b> <ul style="list-style-type: none"> <li>iTind, minimally invasive treatment device for BPH</li> <li>SOLTIVE SuperPulsed Laser System, Thulium Fiber Laser lithotripsy systems</li> <li>RenaFlex, Single-use Ureteroscope <b>NEW</b></li> <li>ESG-410, Electrosurgical Generator <b>NEW</b></li> <li>4K Camera head <b>NEW</b></li> <li>Video processor <b>NEW</b></li> </ul>	<b>Respiratory</b> <ul style="list-style-type: none"> <li>EVIS X1 Bronchoscopes</li> <li>EU-ME3, Ultrasound Processor</li> <li>EBUS-TBNA<sup>4</sup> Scopes, Probes and Needles</li> <li>Spiration Valve (SVS)</li> </ul>
	INTELLIGENT ENDOSCOPY ECOSYSTEM <ul style="list-style-type: none"> <li>First releases of Intelligent Endoscopy Ecosystem<sup>5</sup> in Europe in 2H</li> </ul>	STRATEGIC M&A <p style="text-align: center;">Continuous pipeline development</p>	

<sup>1</sup> Endoscopic Retrograde Cholangio Pancreatography <sup>2</sup> Endoscopic Submucosal Dissection <sup>3</sup> Endoscopic Mucosal Resection <sup>4</sup> Endobronchial ultrasound-guided transbronchial fine needle aspiration  
<sup>5</sup> For disclosure purposes, financial results of Intelligent Endoscopy Ecosystem are classified as Surgical Endoscopy.

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- We have successfully put in place stepping stones for future growth. A solid pipeline of growth drivers in our defined clinical focus areas is in place and we are leveraging our value pools.
- With those and our proven business model, we anticipate a strong recovery and more stable operations overall in fiscal 2025.

## FY2025 transition: Strong rebound based on value pools

### BUSINESS AND GLOBAL EXPANSION



- 1 Expected Growth momentum across GI portfolio in North America
- 2 Positive Feedback about EVIS X1
- 3 Growth opportunities in emerging markets

### CARE PATHWAY ENHANCEMENT



- 4 510(k) clearance of our first single-use ureteroscope

### INTELLIGENT ENDOSCOPY ECOSYSTEM



- 5 Successful roadshow, first releases planned in Europe for 2H of FY2025

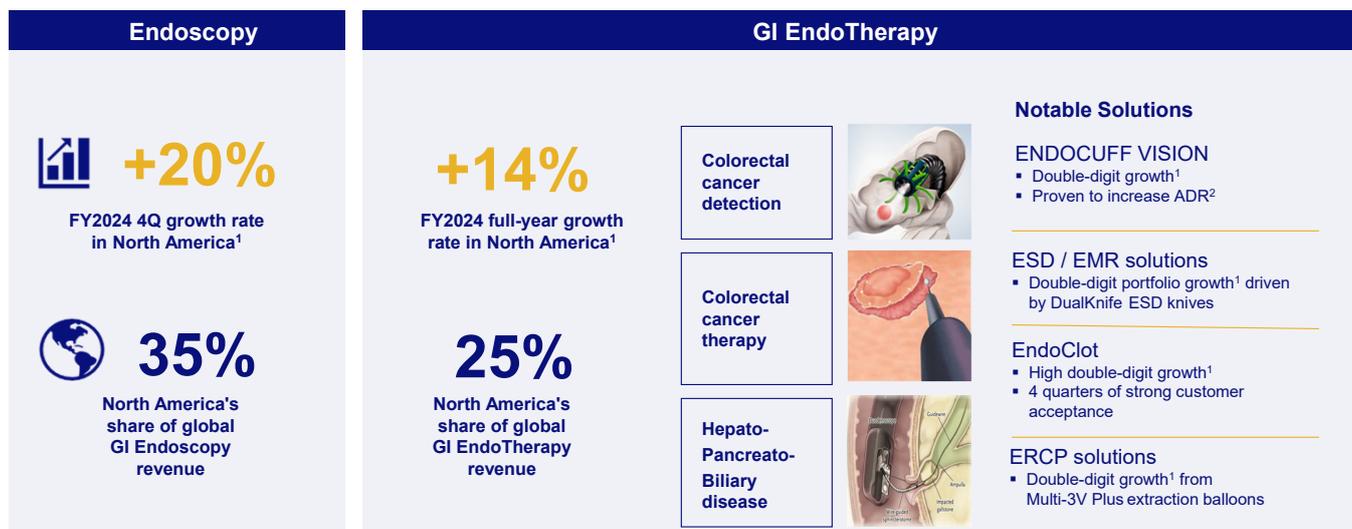
### STRATEGIC M&A



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- We identified strong opportunities across our value pools.
- With its release in the U.S., our flagship EVIS X1 sees a very high demand. In addition, our broader GI portfolio shows significant growth momentum in North America.
- The emerging markets show relevant growth opportunities and high future demand.
- Our pipeline also features relevant care pathway extensions. For example, we are very proud of the recent clearance for our first single-use ureteroscope RenaFlex.
- And there is more to come. We are excited that our Intelligent Endoscopy Ecosystem should start to see its first releases in Europe in the second half.
- Let's now have a look at those value pools in more detail.

# 1 Expected growth momentum across GI portfolio in North America



<sup>1</sup> YoY after FX adjustment <sup>2</sup> ADR = adenoma detection rate Floer M, Biecker E, Fitzlaff R, et al. Higher Adenoma Detection Rates with Endocuff-Assisted Colonoscopy — A Randomized Controlled Multicenter Trial. PLoS ONE. 2014;9(12):e114267

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- Since the introduction of EVIS X1 in the U.S. last October our GI Endoscopy business gained strong momentum and grew 20% YoY in North America, after FX adjustment. The latest order situation is very favorable, and we expect high growth in fiscal 2025. As you might be aware, the North American market accounts for about 35% of our total sales in the GI Endoscopy segment.
- Also our GI EndoTherapy business has been a strong performer. North America accounts for about 25% of our total sales in this segment and has been growing at a double-digit YoY rate for the last two years. We had strong growth from all three core clinical areas: colorectal cancer detection, colorectal cancer treatment, and Hepato-Pancreato-Biliary diseases. The colonoscope distal end attachment ENDOCUFF VISION, and the hemostasis powder EndoClot are two of our uniquely differentiated products that are high growth drivers, especially in the U.S. ESD knives and ERCP devices, such as Multi-3V plus extraction balloons, show repeated double-digit growth. We will continue to focus on these business areas and capture further global expansion opportunities.

## 2 Positive feedback about EVIS X1

We have received positive feedback on the EVIS X1 from doctors, some of which are reflected below. It aims to revolutionize the way physicians detect and treat gastrointestinal disorders.



**Dr. Sam Serouya**  
NYU Langone Hospital Brooklyn

The EVIS X1 is an amazing product that is now providing us gastroenterologists the ability to take the next step in therapeutic endoscopy. It enables visualization that we did not think possible, supporting **safe, efficient, and high level care for our patients.**"



**Dr. Anand Gupte**  
UF Health Shands Hospital

With **TXI technology**, optimization of texture and color brings out the topography of the mucosa in detail enhancing detection and subsequent resection of abnormal tissue. I prefer **TXI technology** during withdrawal in the colon as delineation of flat polyps or other subtle lesions is easy. I also find **RDI technology** quite helpful in identifying bleeding sites during therapeutic procedures such as after a large polyp removal or EMR<sup>1</sup> where one can see blood emanating from multiple sites."



**TXI** Texture and Color Enhancement Imaging

Optimizes the three elements of texture, color, and brightness of mucosal surfaces and supports better visibility of lesions.<sup>2</sup>

**Study<sup>3</sup> results in the endoscopic journal "Gastroenterology"**

- TXI improves both the adenoma detection rate and the number of adenomas detected
- The potential benefit of more widespread uptake in enhancing the quality of colonoscopic screening and surveillance for all patients was highlighted

**RDI** Red Dichromatic Imaging

By utilizing green, amber, and red wavelengths, it enhances the visibility of gastrointestinal bleeding sources and deep blood vessels, and makes hemostasis quick and easy.<sup>2</sup>

Dr. Serouya and Dr. Gupte are consultants of Olympus Corporation, its subsidiaries and/or its affiliates. Above are examples of situations when TXI and RDI are used. Each technology is not intended to replace histopathological sampling as a means of diagnosis. TXI and RDI are trademarks of Olympus Corporation, Olympus America, Inc., and/or their affiliates.

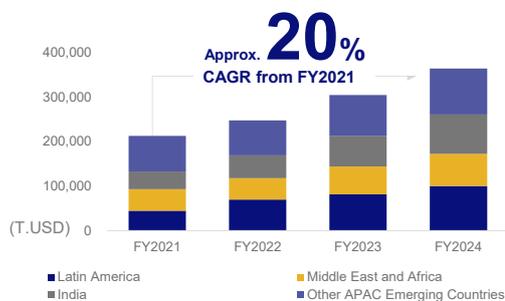
<sup>1</sup> Endoscopic Mucosal Resection <sup>2</sup> Data on file (DC00489968) <sup>3</sup> Supported by Olympus <sup>4</sup> Young E, Rajagopalan A, Tee D, Sathanathanan D, Hoile S, Singh R; "Texture and Colour Enhancement Imaging Improves Colonic Adenoma Detection: A Multicentre Randomised Controlled Trial," Gastroenterology. 2023;S0016-5085(23)05135-1. doi:10.1053/j.gastro.2023.10.008

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- Wherever I meet customers in the world, their feedback about EVIS X1 is overwhelmingly positive.
- Dr. Serouya, a U.S. clinician, claimed that "the EVIS X1 enables visualization that we did not think possible, supporting safe, efficient, and high level care for our patients."
- The EVIS X1 endoscopy system is our most advanced system. It introduces several easy-to-use technologies that aim to revolutionize the detection, characterization, confirmation, and treatment of gastrointestinal disorders.
- The imaging (visualization) advancements, including TXI and RDI, improve the quality of endoscopic diagnosis and treatment.
- A recent article in the endoscopic journal "Gastroenterology" demonstrated the clinical value of TXI, and concluded that "TXI improves both the ADR [adenoma detection rate] and the number of APCs [adenomas per colonoscopy]. To date this is the first randomized controlled study using TXI during colonoscopy and highlights the potential benefit of more widespread uptake in enhancing the quality of colonoscopic screening and surveillance for all patients."
- We are excited to continue elevating the standard of care with EVIS X1.

### 3 Growth opportunities in emerging markets

Sales growth trends in emerging markets in the Medical Business



**5%**

Emerging markets % of global sales



We continue to invest in clinician education and training in emerging countries with rapid economic growth

Training example in Kenya

✓ Launched development support project for the diagnosis of gastrointestinal diseases<sup>1</sup>

We promote endoscopic care in Kenya, where there is a shortage of endoscopists.



Training examples in India

✓ Established outreach GI screening program

Hospitals set up outreach endoscopy facilities (a mobile Endoscopy vans).



✓ Provided GI endoscopy training for surgeons

Conducting GI endoscopy training activities collaborated with surgical societies in India.

Training example in Latin America

✓ Reinforce HCP training and education, collaboration with Expert HCPs

<sup>1</sup> This program is funded by "Projects for Global Growth of Medical Technologies, in 2023" conducted by the National Center for Global Health and Medicine under the Ministry of Health, Labour and Welfare, Japan.

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- Another growth driver and opportunity for global expansion is in the emerging markets.
- In emerging countries, demand for medical equipment is expanding due to quickly growing populations, lifestyle changes resulting from rising incomes associated with economic growth, and the expansion of medical infrastructures.
- The need for gastrointestinal endoscopy, which contributes to the early detection and treatment of GI cancers, is increasing as the incidence of cancer is expected to rise in the future.
- Conversely, emerging countries are facing a shortage of highly specialized endoscopists. Therefore, we will strengthen our investment in training activities for endoscopists in emerging regions such as Africa, India, and Latin America.
- Although emerging countries still account for a low percentage of our total medical business sales, our CAGR over the past few years has been very high, at 20%, and we expect continued high growth in the future.

## 4 FDA 510(k) clearance of our first single-use ureteroscope

### Patient needs in Stone Management

✔ **Over 1.2 Billion People**  
world-wide are affected by kidney stones<sup>1</sup>

✔ **More than 1 in 10**  
people will have a kidney stone at some point in their lives<sup>1</sup>

✔ **30-50% Recurrence Rate**  
with another stone attack within 3-5 years<sup>2</sup>

✔ **Patient costs of treatment**  
per occurrence is expensive<sup>3,4</sup>



By delivering a broad range of stone management solutions including **Single Use Ureteroscopes**, Olympus is able to approach every patient, procedure, and site of care with a complete portfolio.



<sup>1</sup> Epidemiology of stone disease across the world – World J Urol. 2017 Sep;35(9):1301-1320. <sup>2</sup> Recurrent Nephrolithiasis in Adults: A Comparative Effectiveness Review of Preventive Medical Strategies – Agency for Healthcare Research and Quality (www.effectivehealthcare.ahrq.gov), published online June 15, 2011. <sup>3</sup> David B Bayne, Thomas L Chi; Urol Clin North Am. Assessing Cost-Effectiveness of New Technologies in Stone Management 2019 May; 46(2): 303-313. Epub. 2019 Mar 4. <sup>4</sup> Robert M Geraghty, Paul Cook, Valerie Walker, Bhaskar K Somani; Evaluation of the economic burden of kidney stone disease in the UK: a retrospective cohort study with a mean follow-up of 19 years. BJU Int 2020 Apr;125(4):586-594. Epub. 2020 Jan 24.

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- In addition to many opportunities for “Business and Global Expansion”, we are progressing in our “Care Pathway Enhancement” efforts.
- As the leader in endoscopy, our goal is to provide the right scope for every patient, procedure and site of care.
- The 510(k) clearance for RenaFlex, our first single-use endoscope, is therefore an important strategic milestone for us.
- RenaFlex will complement our innovative portfolio for endoscopic stone management procedures, which are in growing demand due to increasing prevalence. It will allow customers to optimize workflows, e.g. in case of unexpected events where a reusable ureteroscope may be unavailable to avoid cancellations or delays.
- Featuring the ergonomic and visualization capabilities for which Olympus is renowned, RenaFlex is scheduled to launch in the U.S. and APAC during fiscal 2025.

## 5 Successful Intelligent Endoscopy Ecosystem roadshow

### ECOSYSTEM VISION

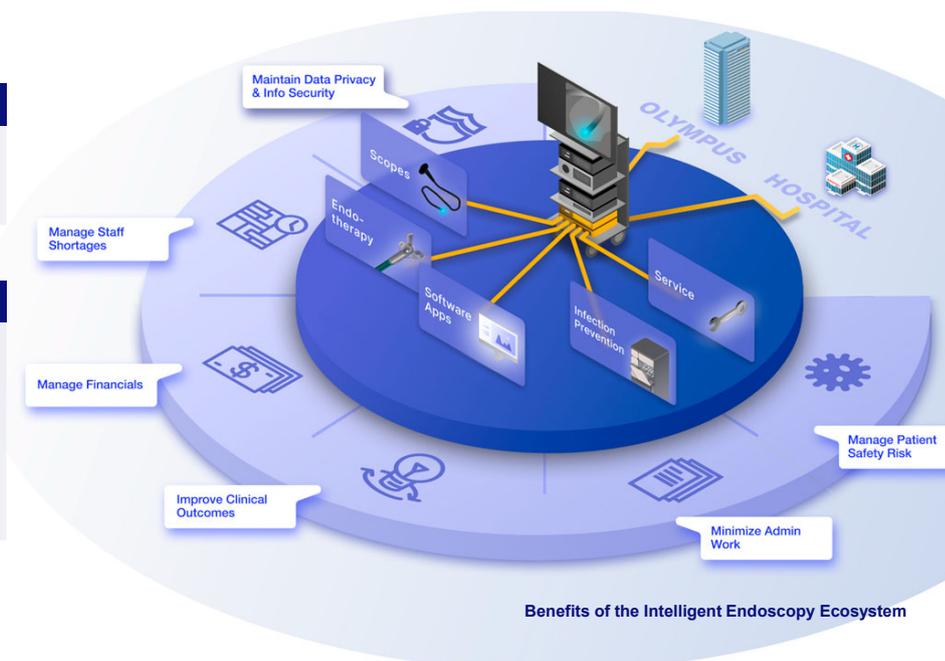
Leveraging the power of data and AI to improve clinical outcomes and efficiency

### Roadshows to 100+ HCPs<sup>1</sup>

#### Key Feedback

- **Impressed by vision** and overall confirmation that this is the right direction.
- **Valuable insights** into what value drivers to prioritize.

<sup>1</sup> Between February and April in Spain and Germany, with interested prospects and co-creation partners. Roadshow will continue.

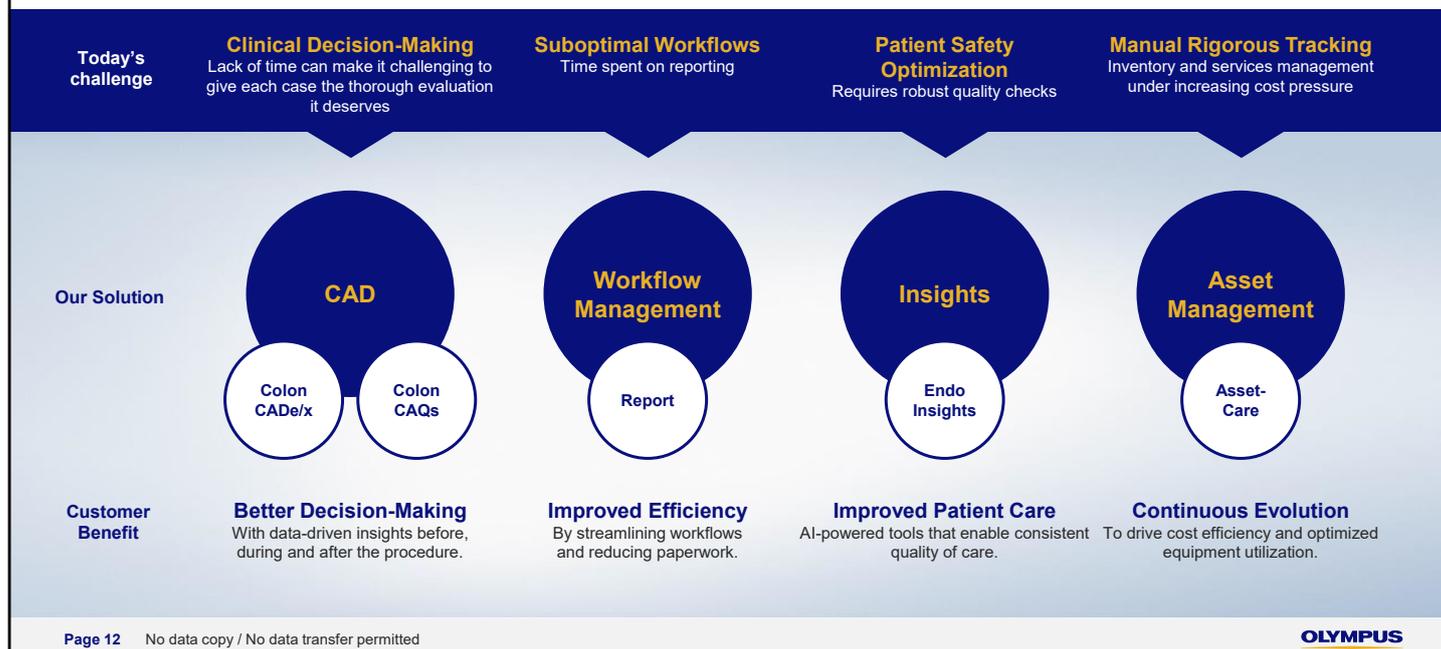


Benefits of the Intelligent Endoscopy Ecosystem

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- One important value pool for growth is our vision of the intelligent, AI driven endoscopy eco system. We are very excited to bring this vision into reality. The feedback we have received from our customers is very reassuring as we are able to address many of their currently unmet needs.
- The ecosystem we build is not limited to software products but includes endoscopes, infection prevention solutions, services, and integration with multiple hospital systems. We aim to leverage the power of data and AI to improve clinical outcomes and efficiency.

## 5 First 10 reference centers in place in Europe by end of 2024



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- Customers subscribing to our intelligent Ecosystem will find multiple artificial intelligence algorithms developed to improve their clinical outcomes, as well as solutions to improve their workflows, gain insights into their clinical performance, and manage their endoscopic assets.
- The initial solutions are cocreated with five hospitals in Europe, and we expect to open an additional 10 reference centers by the end of 2024.



We expect strong recovery in FY2025 both in sales and profit.



## OUR PURPOSE

Making people's lives healthier, safer and more fulfilling

## OUR CORE VALUES



## OUR GUIDING PRINCIPLES



## Strategic Value Pools



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- Let me close with emphasis on the fact that we expect strong recovery in fiscal 2025 both in sales and profit. Obviously some of the growth is supported by exchange rates effects, but even without these tailwinds, we will make significant progress towards our targets announced in May 2023 of revenue CAGR of approximately 5% and around 20% operating margin.
- And now, you might be curious to meet our new CFO Tatsuya Izumi, who joined us at the beginning of April. Please give him a warm welcome. The stage is yours, Tatsuya!



## **Consolidated Financial Results for Fiscal 2024 and Full-Year Forecasts for Fiscal 2025**

Olympus Corporation | Executive Officer and CFO, Tatsuya Izumi | May 10, 2024

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- Hello everyone. I am Tatsuya Izumi. I was appointed as CFO this April.
- I am proud to bring my extensive experience in the financial field and global business to Olympus. By actively engaging in dialogue with external stakeholders, I hope to contribute to further strengthening Olympus' corporate value.
- Thank you for your support.
- I would like to provide our consolidated financial results for fiscal 2024 and also to present our thinking to the full-year forecasts for fiscal 2025.

## Highlights

### Consolidated Financial Results (FY2024 Full-year)

✓ **We achieved increased revenue after FX adjustment, despite headwinds such as decreased sales in China and Noto Peninsula Earthquake. Operating profit decreased due to several one-time expenses**

- Revenue: Achieved increased revenue after FX adjustment. Record high for Medical Business in 4Q and full-year on a reporting basis
- Operating profit: Decreased due to several one-time expenses
- Adjusted operating profit : Decreased due mainly to increased expenses such as holistic remediation and transformation program "Elevate" and expenses for improving efficiency and strengthening of operational infrastructure for sustainable growth
- Profit<sup>1</sup>: Record high<sup>2</sup> of ¥242.6 billion due to a gain on transfer of Scientific Solutions Business (Evident). EPS: ¥200

### FY2025 Full-year Performance Forecasts

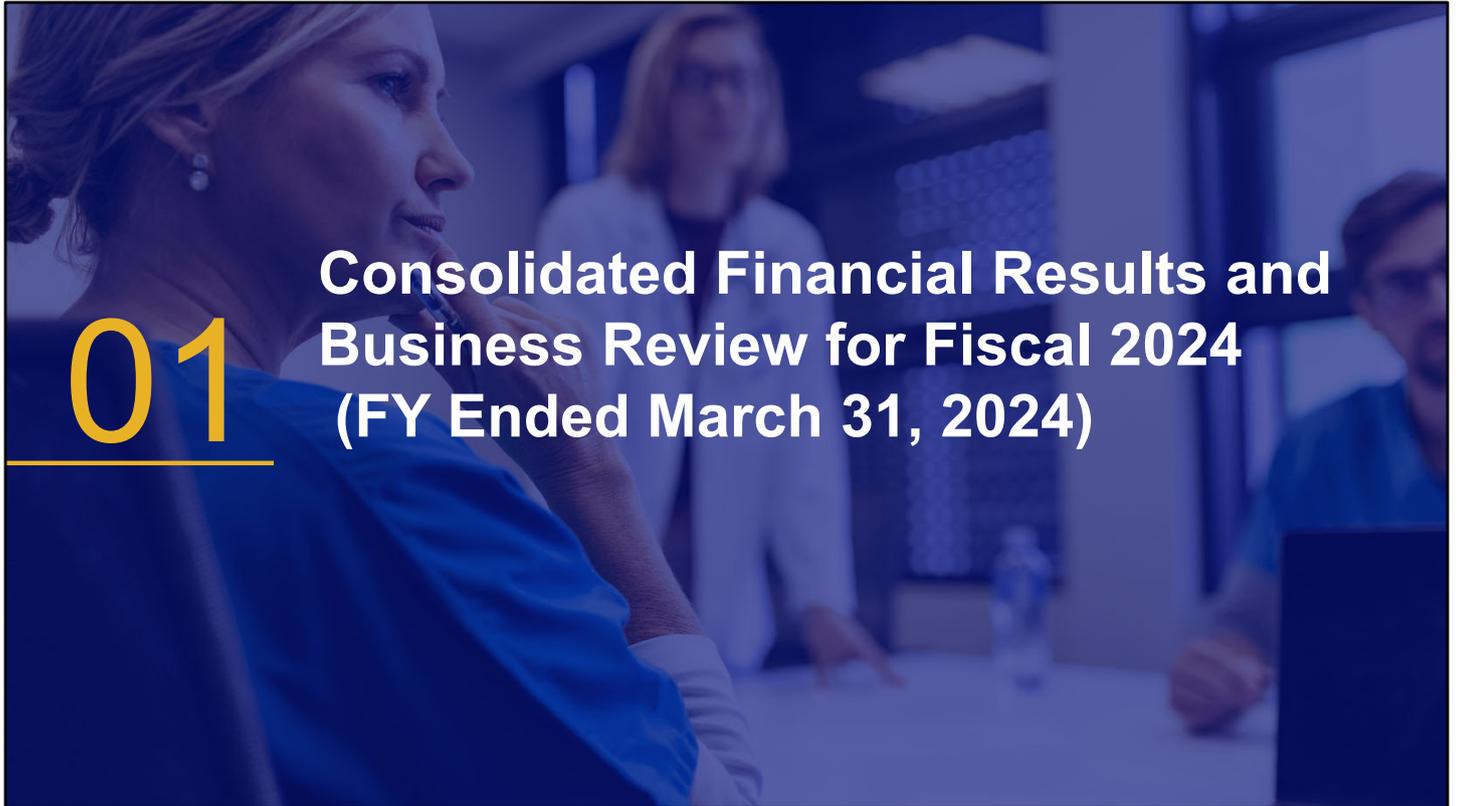
✓ **Expected to return to a growth trajectory with top line growth of 9% on a reporting basis (5% after FX adjustment). Significant operating profit growth anticipated due to higher revenue and lower one-time expenses. Adjusted operating margin is expected to be 19.4%, close to our financial guidance of 20% in company strategy**

- Revenue: Expected to achieve ¥1,021 billion, up 9% on a reporting basis (5% YoY after FX adjustment )
- Operating profit: Expected to sharply rise to ¥177 billion, significant operating profit growth expected both on a reporting basis and after FX adjustment
- Adjusted operating profit: Expected to achieve ¥198.5 billion, up 31% on a reporting basis (22% YoY after FX adjustment ), with an adjusted operating margin of 19.4%
- Profit<sup>1</sup>: Expected to be ¥121 billion with an absence of gain on transfer of Evident. EPS: Expected to be ¥106
- Shareholder returns: Plan to increase annual dividend by ¥2/share YoY to ¥20/share. Also, we have decided on a share buyback of ¥100 billion size for second consecutive fiscal year

<sup>1</sup> Profit attributable to owners of parent. <sup>2</sup> Figures through FY2016 are based on Japanese GAAP (JGAAP) and figures from FY2017 onward are based on IFRS. Since all shares of discontinued operation (Evident) were transferred in April 2023, a gain on this share transfer was recorded in the first quarter of FY2024.

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- This slide highlights our fourth quarter and full-year financial results for fiscal 2024.
- In fiscal 2024, we achieved increased revenue after FX adjustment, despite headwinds such as decreased sales in China, the Noto Peninsula earthquake, and temporary shipment suspensions of some products.
- On a reporting basis, the Medical Business reached a record high for the fourth quarter and for the full-year.
- Both operating profit and adjusted operating profit decreased due to several one-time expenses.
- Regarding total profit including both Continuing and Discontinued Operations, we posted a record high of ¥242.6 billion, with EPS of ¥200, due to a gain on the transfer of the Scientific Solutions Business (Evident) recorded in the first quarter.
- Next, I would like to describe our forecasts for the full-year fiscal 2025.
- Although operating profit declined due to multiple one-time expenses and other factors in the previous year, in fiscal 2025 we expect to return to a growth trajectory and achieve ¥1,021 billion in revenue, up 9% on a reporting basis (up 5% after FX adjustment) YoY.
- We project operating profit of ¥177 billion, marking a significant increase driven by higher revenue and lower one-time expenses, coupled with a tailwind of FX. It will also be a significant increase after FX adjustment.
- We expect adjusted operating profit of ¥198.5 billion, up 31% on a reporting basis, up 22% after FX adjustment, YoY. Adjusted operating margin is expected to be 19.4%, close to our financial guidance of 20% in company strategy.
- We project profit of ¥121 billion, with EPS of ¥106, with an absence of gain on transfer of Evident that took place in the previous year.
- Regarding dividends for fiscal 2025, we plan to issue a dividend of ¥20 per share, up ¥2 from the previous year, in light of the financial forecast under our policy of stable and gradual increase.
- Lastly, as announced in a timely disclosure released today, we have decided to undertake a share buyback of ¥100 billion, making this the second consecutive fiscal year in which we repurchased shares.



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- I will now explain the consolidated financial results and provide a business review for fiscal 2024.

# Fiscal 2024 Consolidated Financial Results

- 1 Revenue: Achieved increased revenue after FX adjustment. Record high for Medical Business in 4Q and full-year on a reporting basis
- 2 Operating profit: Decreased due to several one-time expenses
- 3 Adjusted operating profit : Decreased due mainly to increased expenses such as holistic remediation and transformation program "Elevate" and expenses for improving efficiency and strengthening of operational infrastructure for sustainable growth
- 4 Profit<sup>1</sup>: Record high of ¥242.6 billion due to a gain on transfer of Scientific Solutions Business (Evident). EPS: ¥200 (¥113 in previous year)

	Full-year (Apr. to Mar.)					4Q (Jan. to Mar.)			
	(Billions of yen)	FY2023	FY2024	YoY	After FX adjustment	FY2023	FY2024	YoY	After FX adjustment
Continuing operations <sup>2</sup>	Revenue	881.9	936.2	+6%	0%	240.4	260.5	+8%	-1%
	Gross profit	596.8	625.1	+5%	-2%	163.1	173.7	+6%	-4%
	(% of revenue)	(67.7%)	(66.8%)	(-0.9%)		(67.9%)	(66.7%)	(-1.2%)	
	Selling, general and administrative expenses	420.5	473.2	+13%	+7%	114.5	132.3	+16%	+7%
	(% of revenue)	(47.7%)	(50.5%)	(+2.9%)		(47.6%)	(50.8%)	(+3.2%)	
	Other income and expenses	10.3	-108.3	-	-	-4.6	-36.8	-	-
	Operating profit	186.6	43.6	-77%	-83%	44.0	4.6	-90%	-102%
	(% of revenue)	(21.2%)	(4.7%)	(-16.5%)		(18.3%)	(1.8%)	(-16.6%)	
	<b>Adjusted operating profit</b>	<b>176.8</b>	<b>151.5</b>	<b>-14%</b>	<b>-24%</b>	<b>48.7</b>	<b>41.4</b>	<b>-15%</b>	<b>-30%</b>
	(% of revenue)	(20.0%)	(16.2%)	(-3.9%)		(20.2%)	(15.9%)	(-4.4%)	
Profit before tax	182.3	35.9	-80%		42.9	2.8	-93%		
(% of revenue)	(20.7%)	(3.8%)	(-16.8%)		(17.9%)	(1.1%)			
Profit from continuing operations	138.0	27.0	-80%		32.4	19.5	-40%		
(% of revenue)	(15.7%)	(2.9%)	(-12.8%)		(13.5%)	(7.5%)			
Profit from discontinued operation	5.6	216.0	+3,741%		2.9	-12.1	-		
Profit (loss)	143.6	242.9	+69%		35.2	7.4	-79%		
Profit (loss) attributable to owners of parent	143.4	242.6	+69%		35.2	7.4	-79%		

<sup>1</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.

<sup>2</sup> The figures from "Revenue" to Profit from continuing operations" represents continuing operations.

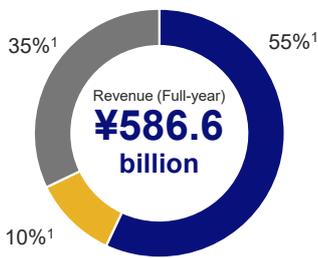
<sup>3</sup> Since all shares of discontinued operation (Evident) were transferred in April 2023, a gain on this share transfer was recorded in the first quarter of the fiscal year ending March 31, 2024.

**Dividend payment for FY2024**  
Year-end dividend of ¥18 per share

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- This is an overview of our consolidated financial results.
- Consolidated revenue amounted to ¥936.2 billion. We achieved increased revenue after FX adjustment. North America and APAC performed well. Particularly in North America, we are seeing momentum building up, led by EVIS X1, which was launched in October 2023. In the meantime, sales in China declined due to a significant impact of purchasers' decisions to delay tenders as they manage the effects of the anti-corruption campaign in various segments.
- Gross profit was ¥625.1 billion, with gross margin deteriorating 0.9 point due to an expense of approximately ¥5.2 billion for the field corrective action for high-speed insufflator and provision of approximately ¥4.2 billion for the voluntary recall of small intestine endoscopy system, etc.
- SG&A expenses were ¥473.2 billion, with SG&A ratio deteriorating 2.9 points. Major factors behind this include an increase in expenses related to the holistic remediation and transformation program "Elevate" and expenses for improving efficiency and strengthening of operational infrastructure for sustainable growth.
- Operating profit declined to ¥43.6 billion, down 77% YoY. The operating margin deteriorated 16.5 points to 4.7%.
- Regarding other income and expenses, a loss of ¥108.3 billion was posted. Major expenses include about ¥51.9 billion for the discontinuation of manufacturing and sales of electromagnetic navigation systems, etc. by Veran Medical Technologies, about ¥23 billion related to the holistic remediation and transformation program "Elevate", about ¥8.6 billion for losses related to Orthopedics Business, and about ¥10.6 billion for impairment losses on the development assets and work-in-process R&D projects in ESD. Expenses related to the holistic remediation and transformation program "Elevate" were approximately ¥31.5 billion in total, with approximately ¥8.5 billion under SG&A expenses and approximately ¥23.0 billion under other expenses.
- Adjusted operating profit declined to ¥151.5 billion, down 14% YoY, with an adjusted operating margin deteriorating 3.9 points to 16.2%.
- Profit of ¥27.0 billion from Continuing Operations was posted. In the meantime, with completion of the transfer of Discontinued Operation (Evident) in April 2023, we recorded a gain on the transfer in the first quarter of this fiscal year. Total profit including both Continuing and Discontinued Operations amounted to ¥242.6 billion, with EPS of ¥200.
- We plan to issue a year-end dividend of ¥18 per share for fiscal 2024, up ¥2 YoY, as announced previously.

# Fiscal 2024 Endoscopic Solutions Division (ESD)



(Billions of yen)	FY2023		FY2024	
	4Q	Full-year	4Q	Full-year
Revenue	152.8	551.8	167.3	586.6
Operating profit	42.1	152.8	21.1	104.7
Other income and expenses	-1.5	-3.8	-16.5	-28.4
<b>Adjusted operating profit</b>	<b>43.6</b>	<b>156.6</b>	<b>37.6</b>	<b>133.1</b>
Operating margin (After FX adjustment)	27.5%	27.7%	12.6% (9.9%)	17.8% (16.4%)
<b>Adjusted operating margin (After FX adjustment)</b>	<b>28.5%</b>	<b>28.4%</b>	<b>22.5% (20.3%)</b>	<b>22.7% (21.4%)</b>

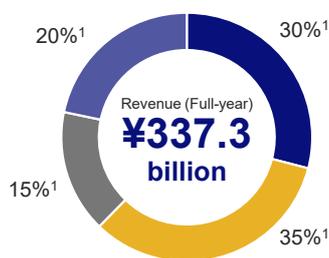
<sup>1</sup> Approx. Due to rounding, the total may not add up to 100%.

Growth Rate FY2024 vs FY2023	After FX adjustment		Incl. FX
■ GI Endoscopy	-3%	<ul style="list-style-type: none"> <li>Strong growth in North America, led by EVIS X1, after its successful launch, up 4% in full-year, up 20% in 4Q after FX adjustment. Sales declined due to significant impact of purchasers' decisions to delay tenders as they manage effects of anti-corruption campaign in China and the impact of Noto Peninsula Earthquake. Sales ratio of EVIS X1 series rose to approximately 20% in full-year and 30% in 4Q of total GI Endoscopy sales.</li> </ul>	2%
■ Surgical Endoscopy	-3%	<ul style="list-style-type: none"> <li>Good performance in Europe and APAC, led by new surgical endoscope system VISERA ELITE III, while sales declined in North America and China, which were affected by temporary shipment suspensions of some products.</li> </ul>	2%
■ Medical Service	8%	<ul style="list-style-type: none"> <li>Steady growth in all regions due to stable revenue stream based on existing service contracts including maintenance service and an increase in new accounts.</li> </ul>	16%
<b>Total</b>	<b>1%</b>		<b>6%</b>

(Slide 18)

- Next, let's take a look at the business situation in each segment.
- First is the Endoscopic Solutions Division. Revenue was ¥586.6 billion, up 6% on a reporting basis and up 1% after FX adjustment. Adjusted operating profit, excluding other income and expenses, was ¥133.1 billion, with an adjusted operating margin of 22.7%.
- I will now give a review of the full-year performance for each sub-segment.
- In GI Endoscopy, North America was strong, led by EVIS X1, after its successful launch.
- However, sales declined due to a significant impact of purchasers' decisions to delay tenders as they manage the effects of the anti-corruption campaign in China and the impact of Noto Peninsula Earthquake.
- In Surgical Endoscopy, Europe and APAC performed well, led by new surgical endoscopy system VISERA ELITE III, while sales declined in North America and China, which were affected by temporary shipment suspensions of some products.
- In Medical Service, we saw steady growth in all regions due to stable revenue stream based on existing service contracts including maintenance service and an increase in new accounts.

## Fiscal 2024 Therapeutic Solutions Division (TSD)



(Billions of yen)	FY2023		FY2024	
	4Q	Full-year	4Q	Full-year
Revenue	84.3	318.2	90.1	337.3
Operating profit(loss)	15.6	63.7	7.7	-8.5
Other income and expenses	-1.8	-0.6	-7.0	-65.5
<b>Adjusted operating profit</b>	<b>17.3</b>	<b>64.3</b>	<b>14.7</b>	<b>57.0</b>
Operating margin (After FX adjustment)	18.5%	20.0%	8.6% (9.2%)	-
<b>Adjusted operating margin (After FX adjustment)</b>	<b>20.6%</b>	<b>20.2%</b>	<b>16.3% (16.5%)</b>	<b>16.9% (16.9%)</b>

<sup>1</sup> Approx. Due to rounding, the total may not add up to 100%.

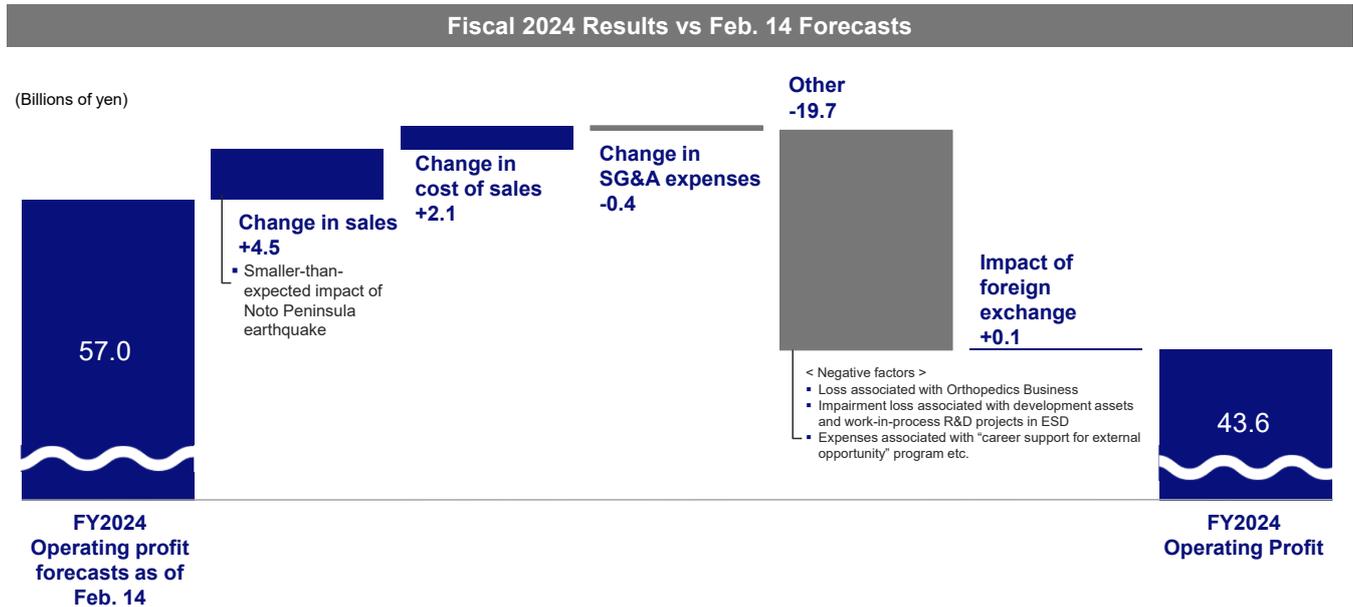
Growth Rate FY2024 vs FY2023	After FX adjustment		Incl. FX
■ GI EndoTherapy	6%	▪ Growth centered on North America and China. Notable momentum across disease areas of HPB <sup>2</sup> (e.g. ERCP Products) and CRC <sup>3</sup> therapies (e.g. ESD/EMR products). 14% growth in North America for full-year and 11% for 4Q after FX adjustment.	12%
■ Urology	-1%	▪ Growth centered on Europe and APAC, while sales decreased due to temporary shipment suspensions of some products. Strong momentum in resection electrodes mainly used for BPH treatments.	6%
■ Respiratory	-3%	▪ Growth centered on North American and Europe, while sales decreased due to the impact of supply shortages of some products and purchasers' decisions to delay tenders as they manage the effects of the anti-corruption campaign in China.	3%
■ Other therapeutic areas	-5%	▪ Sales decreased mainly due to sale of Gyrus Medical.	1%
<b>Total</b>	<b>0%</b>		<b>6%</b>

<sup>2</sup> HPB = hepato-pancreato-biliary <sup>3</sup> CRC = colorectal cancer

### (Slide 19)

- Next, the Therapeutic Solutions Division. Revenue was ¥337.3 billion, up 6% on a reporting basis and on a par with the previous year after FX adjustment. Adjusted operating profit, excluding other income and expenses, was ¥57.0 billion, with an adjusted operating margin of 16.9%.
- I will now give a review of the full-year performance for each sub-segment.
- In GI EndoTherapy, growth centered on North America and China. Momentum was notable across the disease areas of HPB (Hepato-Pancreato-Biliary) and CRC (Colorectal Cancer) therapies.
- In Urology, growth centered on Europe and APAC, while sales decreased due to temporary shipment suspensions of some products. We saw strong momentum in resection electrodes mainly used for BPH (Benign Prostatic Hyperplasia) treatments.
- In Respiratory, growth centered on North America and Europe, while sales decreased due to the impact of supply shortages of some products and purchasers' decisions to delay tenders as they manage the effects of the anti-corruption campaign in China.
- In Other therapeutic areas, sales decreased mainly due to sale of Gyrus Medical.

## Fiscal 2024 Factors that Affect Consolidated Operating Profit (vs. Previous Forecast)



(Slide 20)

- This slide shows the factors that affected operating profit compared to the forecast presented in February when we announced the third quarter results.
- Although the impact of the Noto Peninsula Earthquake was smaller than expected, we recorded additional expenses in Other Expenses, including losses related to the Orthopedics Business and impairment losses on development assets and work-in-process R&D projects in ESD. This was because those assets/projects were reduced to their recoverable amounts to reflect changes in the market environment and other factors that made it impossible to achieve the expected revenues.
- Although these expenses had not been factored in as of February 14, when the third quarter results were announced, we believe that we need to make improvements to enhance the accuracy of budgeting and forecasting.

## Consolidated Statement of Financial Position

- 1** While there was an increase in cash and equivalents due to transfer of Evident and FX impact (approx. ¥108.0 billion), there was a decrease in assets associated with impairment loss of Veran Medical Technologies and cash payments due to share buyback (approx. ¥180.0 billion), etc. As a result, total assets increased slightly
- 2** Intangible assets and goodwill decreased due mainly to impairment loss of Veran Medical Technologies
- 3** Assets held for sale and liabilities directly associated with assets held for sale changed due to completion of the transfer of Evident

(Billions of yen)	End of Mar. 2023 <sup>1</sup>	End of Mar. 2024	Change		End of Mar. 2023 <sup>1</sup>	End of Mar. 2024	Change
Current assets	726.4	800.3	+74.0	Current liabilities	461.9	431.7	-30.2
Inventories	163.0	190.0	+27.0	Bonds/loans payable	50.0	70.0	+20.0
Assets held for sale	169.6	0.1	<b>3</b> -169.6	Liabilities directly associated with assets held for sale	43.3	-	<b>3</b> -43.3
Non-current assets	782.3	733.9	-48.5	Non current liabilities	405.6	345.3	-60.2
Property, plant and equipment	238.7	260.0	+21.2	Bonds/loans payable	290.1	229.6	-60.5
Intangible assets	116.8	92.0	<b>2</b> -24.8	Equity	641.2	757.2	+116.0
Goodwill	181.3	180.3	<b>2</b> -1.0	(Equity ratio)	42.4%	49.4%	+7.0pt
<b>Total assets</b>	<b>1,508.7</b>	<b>1,534.2</b>	<b>1</b> +25.5	<b>Total liabilities and equity</b>	<b>1,508.7</b>	<b>1,534.2</b>	<b>+25.5</b>

<sup>1</sup> In the 3Q of FY2024, the consolidated statement of financial position as of March 31, 2023 was retrospectively adjusted due to the adjustment of the fair value of the assets acquired and liabilities assumed of Odin Medical Ltd. which was acquired in December 2022

(Slide 21)

- This is our financial position as of March 31, 2024.
- The balance sheet increased by ¥25.5 billion.
- While there was an increase in cash and equivalents due to the transfer of Evident and FX impact (approx. ¥108.0 billion), there was a decrease in assets associated with the impairment loss of Veran Medical Technologies and cash payments due to share buyback etc. As a result, total assets increased slightly.
- Intangible assets and goodwill decreased due mainly to the impairment loss of Veran Medical Technologies.
- With completion of the transfer of Evident, “Assets held for sale” decreased by ¥169.6 billion and “Liabilities directly associated with assets held for sale” decreased by ¥43.3 billion.
- The equity ratio rose to 49.4 %, up 7.0 points from the end of March 2023.

## Consolidated Cash Flows

- 1 FCF: FCF increased significantly due to receipt of consideration for transfer of Evident, despite a decrease in operating CF due mainly to corporate tax payment related to gain on transfer of Evident. Adjusted FCF was ¥70.9 billion
- 2 Financing CF: Minus ¥276 billion due mainly to share buyback (approx. ¥180 billion), repayment of long-term debts, and dividend payment

Full-year (Apr. to Mar.)

		FY2023	FY2024	Change	
Continuing operations	Discontinued operation	Profit before tax	182.3	35.9	-146.4
		CF from operating activities (Operating CF)	98.5	42.4	-56.1
		CF from investing activities (Investing CF)	-58.4	360.0	+418.4
		Free cash flow (FCF)	40.1	402.4	+362.3
		<b>Adjusted Free cash flow (Adjusted FCF)</b>	<b>85.3</b>	<b>70.9</b>	<b>-14.3</b>
		CF from financing activities (Financing CF)	-143.2	-276.0	-132.8
		Cash and cash equivalents at end of period	205.5	340.9	+135.4

Major adjusted items for FY2023

Operating CF: Tax payments and investments for reorganization of SSD, etc.	-¥42.4 billion
Operating CF: Additional contributions to pension plan assets at overseas subsidiaries	-¥12.2 billion
Investing CF: Proceeds from sale of fixed assets (land), etc.	+¥19.1 billion
Investing CF: Acquisition of investment securities, businesses and subsidiaries, etc.	-¥7.6 billion
Investing CF: Temporary financial burden for reorganization of Scientific Solutions Business, etc.	-¥2.1 billion

Major adjusted items for FY2024

Operating CF: Corporate tax payment on gain on transfer of Evident	-¥87.3 billion
Investing CF: Receipt of consideration for transfer of Evident, etc.	+¥385.2 billion
Investing CF: Collection of loan from Evident, etc.	+¥52.0 billion
Investing CF: Reimbursement for purchase consideration, etc. (net) associated with rescission of acquisition of Taewoong Medical Co., Ltd	-¥12.5 billion

(Slide 22)

- This slide shows the status of cash flows.
- Cash flow from operating activities was plus ¥42.4 billion. It decreased YoY due mainly to the payment of corporate tax related to a gain on the transfer of Evident.
- Cash flow from investing activities was plus ¥360.0 billion. It increased YoY due to the receipt of the transfer consideration of Evident and the collection of loan from Evident, etc.
- Free cash flow stood at ¥402.4 billion. Adjusted free cash flow was plus ¥70.9 billion, considering extraordinary factors such as acquisitions, transfers, and reorganizations of businesses.
- Note that the loss associated with the exit from electromagnetic navigation business of Veran Medical Technologies had a negligible impact on cash flows, and was primarily an impairment of goodwill and intangible assets.
- Cash flow from financing activities was minus ¥276.0 billion due mainly to share buyback, repayment of long-term debts, and dividend payment.
- As a result, cash and cash equivalents stood at ¥340.9 billion as of the end of March 2024, an increase of ¥135.4 billion.



02

## Forecasts for Fiscal 2025

(Slide 23)

- Next, I would like to explain our full-year forecasts for fiscal 2025.

## Fiscal 2025 Consolidated Forecasts

✓ Expected to return to a growth trajectory with top line growth of 9% on a reporting basis (5% after FX adjustment). Significant operating profit growth anticipated due to higher revenue and lower one-time expenses. Adjusted operating margin is expected to be 19.4%, close to our financial guidance of 20% in company strategy

- 1 Revenue: Expected to achieve ¥1,021 billion, up 9% on a reporting basis (5% YoY after FX adjustment)
- 2 Operating profit: Expected to sharply rise to ¥177 billion, significant operating profit growth expected both on a reporting basis and after FX adjustment
- 3 Adjusted operating profit: Expected to achieve ¥198.5 billion, up 31% on a reporting basis (22% YoY after FX adjustment), with an adjusted operating margin of 19.4%
- 4 Profit<sup>1</sup>: Expected to be ¥121 billion with an absence of gain on transfer of Evident. EPS: Expected to be ¥106
- 5 Shareholder returns: Plan to increase annual dividend by ¥2/share YoY to ¥20/share. Also, we have decided on a share buyback of about ¥100 billion for second consecutive fiscal year

(Billions of yen)	FY2024	FY2025 Forecasts	Change	vs FY2024	After FX adjustment
Revenue	936.2	1021.0	+84.8	+9%	+5%
Gross profit	625.1	699.0	+73.9	+12%	+7%
(% of revenue)	(66.8%)	(68.5%)	(+1.7%)		
Selling, general and administrative expenses	473.2	501.0	+27.8	+6%	+3%
(% of revenue)	(50.5%)	(49.1%)	(-1.5%)		
Other income and expenses	-108.3	-21.0	-	-	-
Operating profit	43.6	177.0	+133.4	+306%	+276%
(% of revenue)	(4.7%)	(17.3%)	(+12.7%)		
<b>Adjusted operating profit</b>	<b>151.5</b>	<b>198.5</b>	<b>+47.0</b>	<b>+31%</b>	<b>+22%</b>
(% of revenue)	<b>(16.2%)</b>	<b>(19.4%)</b>	<b>(+3.3%)</b>		
Profit before tax	35.9	171.0			
(% of revenue)	(3.8%)	(16.7%)			
Profit (loss)	27.0	121.0			
(% of revenue)	(2.9%)	(11.9%)			
Profit (loss) attributable to owners of parent	242.6	121.0			
(% of revenue)	(25.9%)	(11.9%)			
EPS	¥200	¥106			

<sup>1</sup> Profit attributable to owners of parent

Dividend forecast for FY2025

5 Year-end dividend of ¥20 per share

(Slide 24)

- This slide displays our full-year forecasts for fiscal 2025.
- As Stefan explained earlier, we view fiscal 2025 as the year in which we return to a growth trajectory, expecting top line growth of 9% on a reporting basis and 5% after FX adjustment.
- In addition, as we completed the process to eliminate future concerns in the previous fiscal year, one-time expenses that had a large toll on the previous year's results are expected to decrease, and with the tailwind of FX pushing up revenue, we expect a significant increase in operating profit. It is also expected to increase significantly after FX adjustment.
- Adjusted operating margin is expected to be 19.4%, close to our financial guidance of 20% in company strategy.

## Fiscal 2025 Forecasts by Business Segment

- 1** ESD: Revenue expected to grow, led by expanded sales of EVIS X1, which was launched in the U.S. and China, and clearance of order backlog related to Noto Peninsula Earthquake. Significant operating profit growth expected, driven by higher revenue and lower one-time expenses
- 2** TSD: Significant operating profit growth expected, driven by revenue growth centered on GI, Urology and Respiratory areas, coupled with lower one-time expenses

(Billions of yen)		FY2024	FY2025 Forecasts	Change	vs FY2024	After FX adjustment
ESD	Revenue	586.6	<b>1</b> 645.0	+58.4	+10%	+6%
	Operating profit	104.7	162.0	+57.3	+55%	+44%
TSD	Revenue	337.3	<b>2</b> 363.0	+25.7	+8%	+4%
	Operating profit	-8.5	54.5	+63.0	-	-
Others	Revenue	12.3	13.0	+0.7	+6%	+4%
	Operating profit	-7.8	1.0	+8.8	-	-
Elimination and Corporate	Operating profit(loss)	-44.8	-40.5	+4.3	-	-
<b>Consolidated Total</b>	Revenue	936.2	1,021.0	+84.8	+9%	+5%
	Operating profit	43.6	177.0	+133.4	+306%	+276%

(Slide 25)

- Moving on to forecasts by segment.
- In ESD, we expect revenue growth to be led by expanded sales of EVIS X1, which was launched in the U.S. and China, and clearance of order backlog related to the Noto Peninsula Earthquake.
- In TSD, we expect revenue growth to be centered on the GI, Urology and Respiratory areas.
- As a result, combined with lower one-time expenses compared to fiscal 2024, we project significant operating profit growth in both divisions.



## Capital Allocation

(Slide 26)

- Lastly, I would like to explain capital allocation.

## Capital Allocation

- ✓ Prioritize allocation to business investment
- ✓ Stable and gradual dividend increase
- ✓ Flexible buyback of company shares



(Slide 27)

- Our capital allocation policy remains unchanged.
- Strategic investments in highly profitable existing businesses and growth opportunities will be given top priority in allocation, and shareholder returns will be based on stable and gradual dividend increase. We will consider share buyback when there are surplus funds available, after securing sufficient liquidity on hand for working capital and investments.

## Shareholder Returns

- ✓ Decided on a share buyback of ¥100 billion size for second consecutive fiscal year after securing sufficient liquidity on hand for working capital and investments, based on our capital allocation policy
- ✓ Plan to increase annual dividend by ¥2/share YoY to ¥20/share, seventh consecutive year of dividend growth

### Status of Share Buyback

FY2024

**¥ 180 billion**

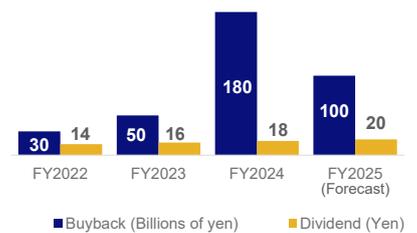
- ✓ May 15, 2023 to November 6, 2023  
Total number of shares repurchased: 51,032,000 shares  
: 4.03%<sup>1</sup> of total number of shares outstanding
- ✓ November 10, 2023 to March 22, 2024  
Total number of shares repurchased: 37,446,500 shares  
: 3.08%<sup>1</sup> of total number of shares outstanding

FY2025

**NEW ¥ 100 billion**

- ✓ Total number of shares to be repurchased 60,000,000 shares (maximum)  
: 5.15%<sup>1</sup> of total number of shares outstanding (excluding treasury shares)
- ✓ Repurchase Period  
May 13, 2024 to December 31, 2024

Recent history of shareholder returns



<sup>1</sup> Percentage of total number of shares outstanding is the figure at the time of the resolution by the Board of Directors

(Slide 28)

- As announced today, we have decided on share buyback of ¥100 billion.
- Based on our capital allocation policy, this decision represents share buyback in the amount of ¥100 billion for the second consecutive fiscal year, while securing sufficient liquidity for working capital and future investments.
- The annual dividend forecast is ¥20.
- Going forward, we continue to allocate capital to ensure stable returns to shareholders, with top priority being placed on business investments that increase shareholder value.
- This concludes my presentation. Thank you for your attention.

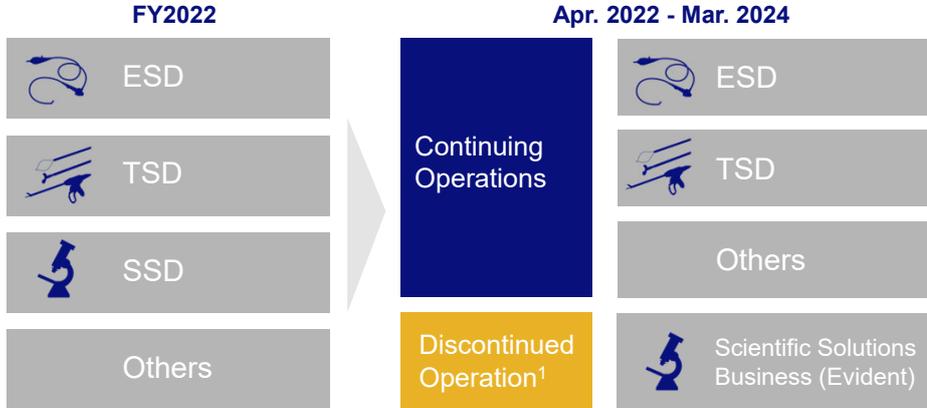
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# Appendix

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# Changes in Reporting Structure

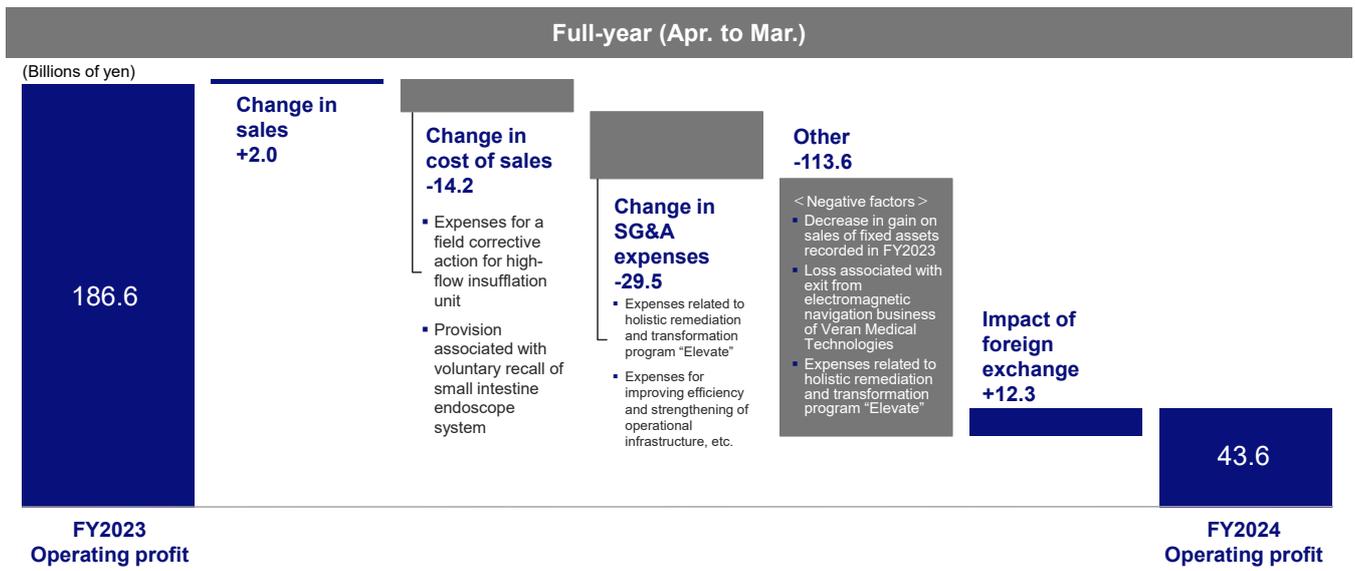
With completion of divestiture of Scientific Solutions Business (Evident) in FY2024 1Q, it is disclosed as a discontinued operation from FY2023 2Q to FY2024 (based on IFRS)



- Profit (loss) from Discontinued Operation is disclosed in Consolidated Financial Results
- Performance of Discontinued Operation is disclosed as supplementary information

<sup>1</sup> In the six months ended September 30, 2022, Olympus Corporation concluded a share transfer agreement related to the transfer of our Group's Scientific Solutions Business with K.K. BCJ-66, a special purpose company indirectly owned by funds advised by Bain Capital Private Equity, LP (together with its affiliates, "Bain Capital"). The amounts presented for revenue, operating profit, profit before tax and profit from continuing operations are the amounts from continuing operations from which the discontinued operation has been excluded, while the amounts presented for profit and profit attributable to owners of parent are aggregates of continuing operations and discontinued operation. The transfer of all shares was completed in April 2023.

# Fiscal 2024 Factors that Affected Consolidated Operating Profit



## Fiscal 2024 Results vs. February Forecasts

(Billions of yen)		FY2024 Forecasts as of February	FY2024 Full-year results	Change	vs February	After FX adjustment
Continuing operations <sup>1</sup>	Revenue	924.0	936.2	+12.2	+1%	+1%
	Gross profit	615.0	625.1	+10.1	+2%	+1%
	(% of revenue)	(66.6%)	(66.8%)	(+0.2%)		
	Selling, general and administrative expenses	470.0	473.2	+3.2	+1%	0%
	(% of revenue)	(50.9%)	(50.5%)	(-0.3%)		
	Other income and expenses	-88.0	-108.3	-	-	-
	Operating profit	57.0	43.6	-13.4	-24%	-24%
	(% of revenue)	(6.2%)	(4.7%)	(-1.5%)		
	<b>Adjusted operating profit</b>	<b>145.0</b>	<b>151.5</b>	<b>+6.5</b>	<b>+5%</b>	<b>+4%</b>
	(% of revenue)	<b>(15.7%)</b>	<b>(16.2%)</b>	<b>(+0.5%)</b>		
Profit before tax	51.0	35.9				
(% of revenue)	(5.5%)	(3.8%)				
Profit from continuing operations	24.0	27.0				
(% of revenue)	(2.6%)	(2.9%)				
Discontinued operation <sup>2</sup>	Profit from discontinued operation	228.0	216.0			
	Profit (loss)	252.0	242.9			
	Profit (loss) attributable to owners of parent	252.0	242.6			
	(27.3%)	(25.9%)				
Continuing operations	EPS	¥208	¥200			

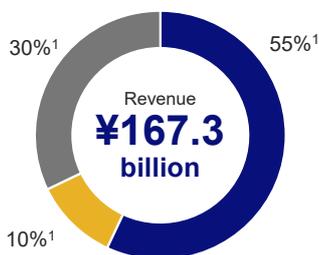
<sup>1</sup> The figures from "Revenue" to "Profit from continuing operations" represents continuing operations.

<sup>2</sup> Since all shares of discontinued operation (Evident) were transferred in April 2023, a gain on this share transfer is expected to be recorded in the first quarter of the fiscal year ending March 31, 2024.

## Fiscal 2024 Results by Segment

		Full-year (Apr. - Mar)				4Q (Jan. - Mar.)			
(Billions of yen)		FY2023	FY2024	YoY	After FX adjustment	FY2023	FY2024	YoY	After FX adjustment
ESD	Revenue	551.8	586.6	+6%	+1%	152.8	167.3	+9%	0%
	Operating profit	152.8	104.7	-31%	-40%	42.1	21.1	-50%	-64%
TSD	Revenue	318.2	337.3	+6%	0%	84.3	90.1	+7%	-3%
	Operating profit(loss)	63.7	-8.5	-	-	15.6	7.7	-51%	-51%
Others	Revenue	11.9	12.3	+3%	-2%	3.3	3.1	-6%	-12%
	Operating profit(loss)	-0.9	-7.8	-	-	0	-8.8	-	-
Elimination and Corporate	Operating profit(loss)	-28.9	-44.8	-	-	-13.6	-15.5	-	-
<b>Consolidated Total</b>	Revenue	881.9	936.2	+6%	0%	240.4	260.5	+8%	-1%
	Operating profit	186.6	43.6	-77%	-83%	44.0	4.6	-90%	-102%
Discontinued operation	Revenue	135.4	0	-	-	44.4	0	-	-
	Operating profit	7.0	348.3	-	-	5.6	0.2	-	-

## 4Q of Fiscal 2024 Endoscopic Solutions Division (ESD)

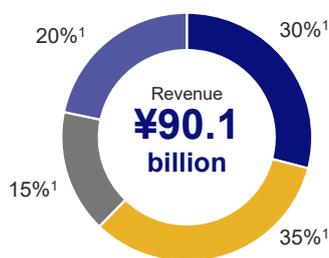


(Billions of yen)	FY2023 4Q	FY2024 4Q
Revenue	152.8	167.3
Operating profit	42.1	21.1
Other income and expenses	-1.5	-16.5
<b>Adjusted operating profit</b>	<b>43.6</b>	<b>37.6</b>
Operating margin (After FX adjustment)	27.5%	12.6% (9.9%)
<b>Adjusted operating margin (After FX adjustment)</b>	<b>28.5%</b>	<b>22.5% (20.3%)</b>

<sup>1</sup> Approx. Due to rounding, the total may not add up to 100%.

Growth Rate FY2024 4Q vs FY2023 4Q	After FX adjustment		Incl. FX
■ GI Endoscopy	0%	<ul style="list-style-type: none"> <li>Growth of +20% after FX adjustment in North America, where EVIS X1 was successfully launched. On the other hand, sales declined due to significant impact of purchasers' decisions to delay tenders as they manage effects of anti-corruption campaign in China and the impact of Noto Peninsula Earthquake. Sales ratio of EVIS X1 series rose to approximately 30% of total GI Endoscopy sales.</li> </ul>	9%
■ Surgical Endoscopy	-16%	<ul style="list-style-type: none"> <li>Sales declined in China due to significant impact of purchasers' decisions to delay tenders as they manage the effects of the anti-corruption campaign.</li> </ul>	-10%
■ Medical Service	10%	<ul style="list-style-type: none"> <li>Steady growth in all regions due to stable revenue stream based on service contracts including maintenance service and an increase in new accounts.</li> </ul>	21%
<b>Total</b>	<b>0%</b>		<b>9%</b>

# 4Q of Fiscal 2024 Therapeutic Solutions Division (TSD)



(Billions of yen)	FY2023 4Q	FY2024 4Q
Revenue	84.3	90.1
Operating profit(loss)	15.6	7.7
Other income and expenses	-1.8	-7.0
<b>Adjusted operating profit</b>	<b>17.3</b>	<b>14.7</b>
Operating margin (After FX adjustment)	18.5%	8.6% (9.2%)
<b>Adjusted operating margin (After FX adjustment)</b>	<b>20.6%</b>	<b>16.3% (16.5%)</b>

<sup>1</sup> Approx. Due to rounding, the total may not add up to 100%.

Growth Rate FY2024 4Q vs FY2023 4Q	After FX adjustment		Incl. FX
■ GI EndoTherapy	5%	<ul style="list-style-type: none"> <li>Growth centered on North America and China. Notable momentum across disease areas of CRC<sup>2</sup> therapy (e.g. ESD/EMR products), HPB<sup>3</sup> (e.g. ERCP Products) and CRC*** detection (e.g. ENDOCUFF VISION).</li> </ul>	14%
■ Urology	2%	<ul style="list-style-type: none"> <li>Sales increased mainly in Europe, where sales of resection electrodes mainly used for BPH treatments increased, while sales decreased in China due to significant impact of purchasers' decisions to delay tenders as they manage the effects of the anti-corruption campaign.</li> </ul>	13%
■ Respiratory	-5%	<ul style="list-style-type: none"> <li>Sales increased in Europe and the U.S., where sales of therapeutic devices mainly used in EBUS-TBNA were strong, while sales decreased in China, which was impacted by supply shortages of some products and purchasers' decisions to delay tenders as they manage the effects of the anti-corruption campaign.</li> </ul>	5%
■ Other therapeutic areas	-16%	<ul style="list-style-type: none"> <li>Sales decreased mainly in energy devices, which were affected by suspension of shipments of some products and discontinuation of handling other companies' products in Japan.</li> </ul>	-8%
<b>Total</b>	<b>-3%</b>		<b>7%</b>

<sup>2</sup> CRC = colorectal cancer <sup>3</sup> HPB = hepato-pancreato-biliary

## Fiscal 2024 Growth Rate by Sub-segment

	1Q		2Q		3Q		4Q	
	YoY	After FX adjustment	YoY	After FX adjustment	YoY	After FX adjustment	YoY	After FX adjustment
GI Endoscopy	3%	0%	-5%	-8%	1%	-3%	9%	0%
Surgical Endoscopy	24%	19%	-2%	-5%	6%	1%	-10%	-16%
Medical Service	13%	8%	14%	8%	14%	8%	21%	10%
<b>ESD Total</b>	9%	5%	1%	-3%	6%	1%	9%	0%
GI EndoTherapy	9%	5%	11%	6%	14%	9%	14%	5%
Urology	8%	2%	1%	-4%	3%	-2%	13%	2%
Respiratory	2%	-2%	2%	-2%	2%	-3%	5%	-5%
Other therapeutic areas	5%	1%	-5%	-9%	12%	7%	-8%	-16%
<b>TSD Total</b>	7%	2%	2%	-2%	8%	3%	7%	-3%

## Key Product Catalysts: Endoscopic Solutions Division (As of May. 10, 2024)



### ESD Key priorities for FY2025

- Focus on further expanding sales of EVIS X1 gastrointestinal endoscopy system globally
- Collaborate with Canon Medical Systems to bring next-generation endoscopic ultrasound systems to the market. Expect to expand globally, starting with Europe, Japan, and Asia Pacific
- Maximize market potential in emerging countries
- Aim to introduce VISERA ELITE III surgical endoscopy system in the U.S. (at the end of FY2025) and China (FY2026) to improve market competitiveness
- Plan to roll out the Intelligent Endoscopy Ecosystem concept and some related products in Europe

Expected Growth rates  
in FY2025

**10%**

YoY

**6%**

After FX  
adjustment

#### Growth driver now

##### GI Endoscopy

- EVIS X1
- EVIS EXERA III (US, EU)
- EVIS LUCERA ELITE (China)
- EU-ME3 (EU, Japan, AP)

##### Surgical Endoscopy

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

#### Just launched / Coming soon

##### GI Endoscopy

- Aplio i800 EUS, diagnostic ultrasound system for EUS (EU, Japan, AP)
- EU-ME3 (US)

##### Surgical Endoscopy

- VISERA ELITE III (US)

##### Focus Area

- First releases of Intelligent Endoscopy Ecosystem<sup>1</sup>(EU)

#### Beyond

##### GI Endoscopy

- Single-use duodenoscope
- EU-ME3(China)

##### Surgical Endoscopy

- VISERA ELITE III (China)

##### Focus Area

- Intelligent Endoscopy Ecosystem<sup>1</sup>

<sup>1</sup> For disclosure purposes, financial results of Intelligent Endoscopy Ecosystem are classified as Surgical Endoscopy.

# Key Product Catalysts: Therapeutic Solutions Division (As of May. 10, 2024)



## TSD Key priorities for FY2025

### GI EndoTherapy

- Expand clinically differentiated product offerings in key areas of focus: ERCP, ESD, Luminal Patency and Hemostasis devices

### Urology

- Expand leadership in BPH through iTind market development while maintaining resection as a primary revenue and profit growth
- Drive lithotripsy growth through SOLTIVE SuperPulsed Laser System

### Respiratory

- Drive growth in lung cancer with stronger emphasis around updated EBUS-TBNA offering.
- Reinforce strength in respiratory endoscopy through continued focus on driving adoption of X1 bronchoscopy platform

Expected Growth rates  
in FY2025

**8%**

YoY

**4%**

After FX  
adjustment

## Growth driver now

### GI EndoTherapy

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

### Urology

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

### Respiratory

- Single-use bronchoscope (US)
- Bronchoscope, EBUS scope
- ViziShot series
- Spiration Valve System
- EVIS X1 bronchoscope (Japan, EU, AP)

## Just launched / Coming soon

### GI EndoTherapy

- 3 product (US)
- 3 products (EU)
- 1 products (Japan)
- 2 product (China)

### Urology

- ESG-410, Electrosurgical Generator (US, Japan, AP)
- Single-use ureteroscope (US, AP, Japan)
- SOLTIVE SuperPulsed Laser System (Japan)
- iTind (US, EU, AP)
- Resection electrodes (China)
- OES ELITE Ureteroscope (China)

### Respiratory

- New EBUS scope (US, China)
- EVIS X1 bronchoscope (US)
- Endoscopic Ultrasound Processor (EU, Japan, AP)

## Beyond

### GI EndoTherapy

- Single-use cholangioscope

### Urology

- Cystoscope
- Camera head
- Video processor

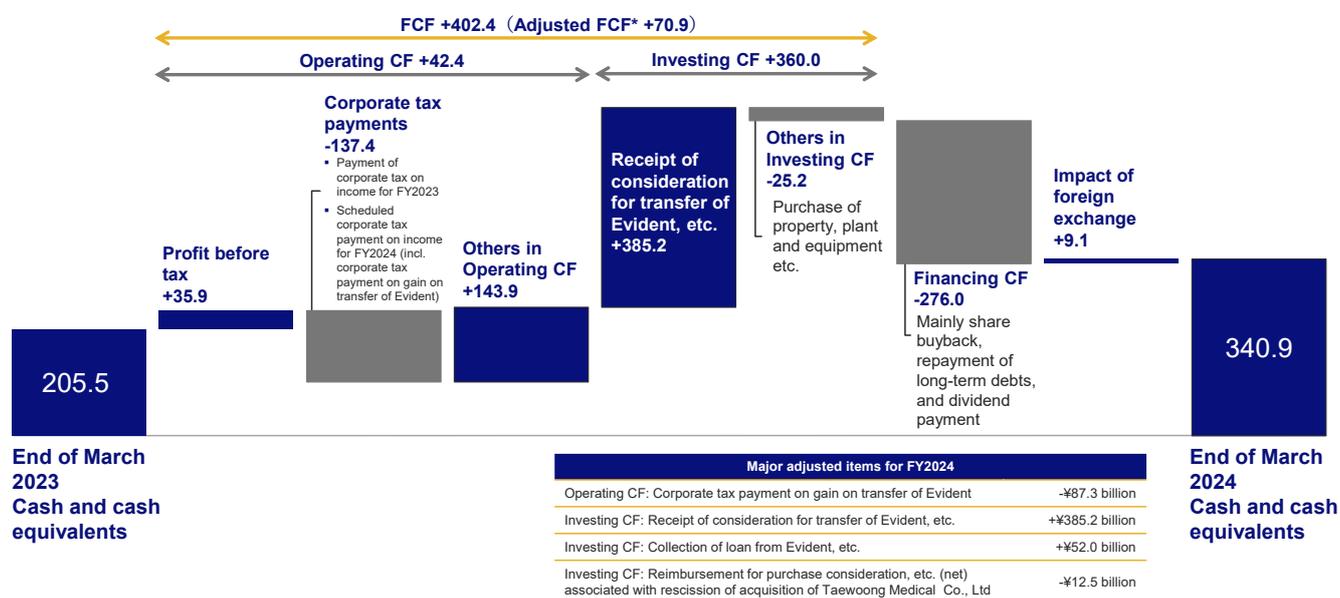
### Respiratory

- Slim EBUS scope
- EVIS X1 bronchoscope (China)

# Fiscal 2024 Other income and expenses

Full-year Results				3 Months(Jan. - Mar.)			
(Billions of yen)	FY2023	FY2024	Change	(Billions of yen)	FY2023	FY2024	Change
<b>Other income</b>	23.7	4.7	-19.0	<b>Other income</b>	1.8	1.3	-0.5
Major items	<ul style="list-style-type: none"> <li>Gain on sales of land 16.4 (Elimination and Corporate)</li> <li>Medi-Tate Reversal of conditional consideration 1.4 (TSD)</li> </ul>	<ul style="list-style-type: none"> <li>Gain on transfer of collagen business 1.1 (Others)</li> </ul>		Major items			
<b>Other expenses</b>	13.9	112.6	+98.7	<b>Other expenses</b>	6.4	38.1	+31.7
Major items	<ul style="list-style-type: none"> <li>Transform Olympus cost 2.4 (ESD, TSD, Elimination and Corporate)</li> <li>Expenses related to QA/RA 1.9 (ESD, TSD, Elimination and Corporate)</li> <li>Impairment of development assets 1.8 (ESD, TSD)</li> </ul>	<ul style="list-style-type: none"> <li>Veran Medical Technologies Inc. related loss 51.9 (TSD)</li> <li>Expenses related to the holistic remediation and transformation program "Elevate" 23.0 (ESD, TSD)</li> <li>Impairment of development Assets etc. 12.9 (ESD, TSD)</li> <li>Loss associated with Orthopedics Business 8.6 (Others)</li> <li>Expenses related to career support for external opportunity 5.9 (ESD, TSD, Elimination and Corporate)</li> <li>Expenses associated with acquisition of Taewoong Medical and rescission of its contract 2.0 (TSD)</li> </ul>		Major items	<ul style="list-style-type: none"> <li>Expenses related to QA/RA 1.6 (ESD, TSD, Elimination and Corporate)</li> </ul>	<ul style="list-style-type: none"> <li>Impairment of development Assets etc. 11.5 (ESD, TSD)</li> <li>Loss associated with Orthopedics Business 8.6 (Others)</li> <li>Expenses related to holistic remediation and transformation program "Elevate" 6.0 (ESD, TSD)</li> <li>Expenses related to career support for external opportunity 3.8 (ESD, Elimination and Corporate)</li> <li>Expenses associated with acquisition of Taewoong Medical and rescission of its contract 2.0 (TSD)</li> <li>Veran Medical Technologies Inc. related loss 1.0 (TSD)</li> </ul>	

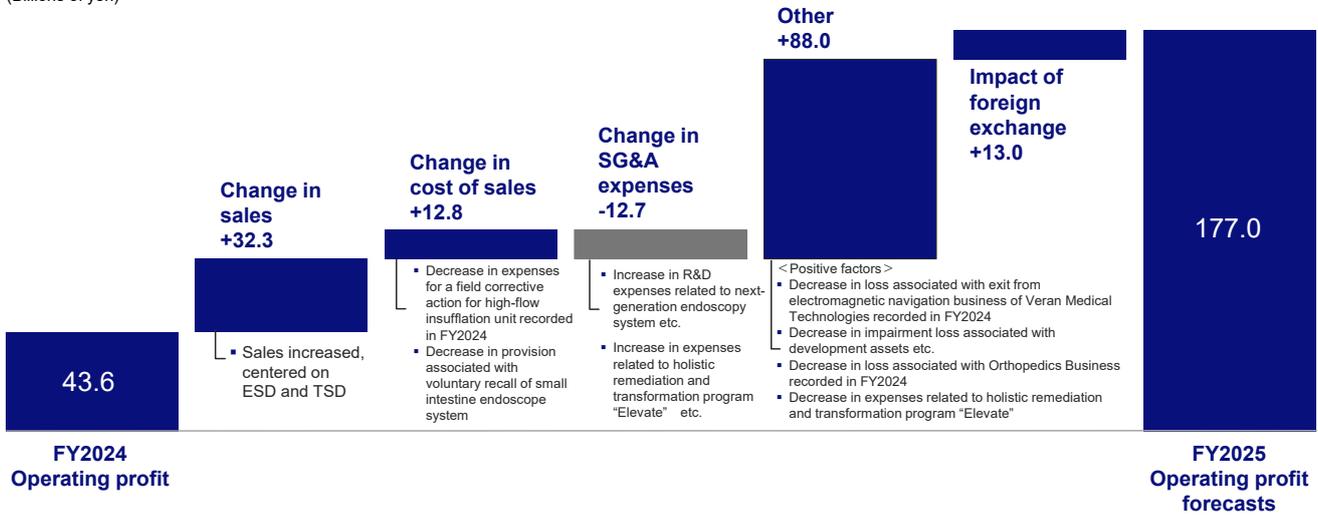
# Fiscal 2024 Consolidated Cash Flows Major Items



# Fiscal 2025 Forecast Factors that Affect Consolidated Operating Profit

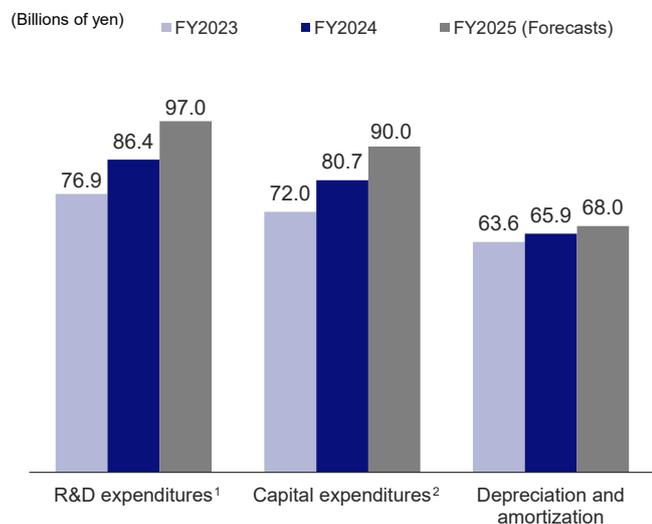
## Fiscal 2025 Forecasts vs Fiscal 2024 Results

(Billions of yen)



## Expenditures: Fiscal 2023 and 2024 Actuals and Fiscal 2025 Forecasts

### Full-year results and Forecasts



(Billions of yen)	FY2023	FY2024
R&D expenditures <sup>1</sup> (a)	76.9	86.4
Capitalization of R&D expenditures (b)	12.6	15.6
R&D expenses in P/L (a-b)	64.3	70.8

(Billions of yen)	FY2023	FY2024
Amortization	8.4	8.3
	End of Dec. 2023	End of Mar. 2024
R&D assets	62.6	60.6

<sup>1</sup> Capitalization of R&D expenditures (b) is included in R&D expenditures.  
<sup>2</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.  
 (FY2023: ¥10.5 billion, FY2024: ¥14.8 billion, FY2025 Forecast: ¥14.0 billion)

## Foreign Exchange and Sensitivity

As a general rule, we use average value for latest month as exchange rates for full-year forecasts

### Foreign exchange rate

(Yen)	FY2023 1Q	FY2023 2Q	FY2023 3Q	FY2023 4Q	FY2024 1Q	FY2024 2Q	FY2024 3Q	FY2024 4Q	FY2025 Forecasts
Yen/U.S.dollar	129.57	138.37	141.59	132.34	137.37	144.62	147.89	148.61	151
Yen/Euro	138.12	139.34	144.30	142.10	149.47	157.30	159.11	161.31	163
Yen/CNY	19.58	20.19	19.87	19.34	19.56	19.94	20.44	20.63	21

### Forex sensitivity (annualized impact)

(Billions of yen)	Revenue	Operating profit
U.S. dollar (per yen)	2.6	0.5
Euro (per yen)	1.6	0.5
CNY (per yen)	5.2	2.7

\*Forex sensitivity (annualized impact) is calculated based on the FY2024 4Q results.

## Acronyms

Acronyms	Term
ADR	Adenoma Detection Rate
APAC	Asia Pacific
BPH	Benign Prostatic Hyperplasia
CRC	Colorectal Cancer
EBUS-TBNA	Endobronchial Ultrasound-guided Transbronchial Fine Needle Aspiration
EMR	Endoscopic Mucosal Resection
ERCP	Endoscopic Retrograde Cholangio Pancreatography
ESD	Endoscopic Submucosal Dissection
HPB	Hepato-pancreato-biliary