

Q&A of Results Briefing FY2024 3Q

(Held on January 31, 2025)

Q1. What is the outlook for orders in 4Q?

A1. Although the recovery of domestic orders for automotive is taking time, orders for semiconductor production equipment are increasing moderately, and we have revised upward our order forecast for FY2024.

Q2. What are the trends of orders for automotive in the US?

A2. Orders for automotive in the US have increased for certain models. In the next fiscal year and beyond, we expect orders for hybrid vehicles and ICE vehicles to increase as uncertainties about the future ease.

Q3. Why did orders in Europe increase both from FY2024 2Q and FY2023 3Q despite the deteriorating macroeconomic condition?

A3. Although orders in Germany declined, we secured orders for automotive and general machinery in France, Italy, Eastern Europe, and other countries.

The overall conditions in Europe are severe, and we have revised downward our order forecast for FY2024.

Q4. In the results for 3Q, did the effect of the price increase reflect?

A4. We have implemented a total of four price increases since January 2022, and the effects of all these increases are reflected in current sales.

Given the current inflationary trend, we are implementing another price increase starting with new quotations in January 2025, which we expect to be reflected in sales from FY2025 onward.

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*Forward-looking statements in this material, including results forecasts, are based on information available at the time of disclosure and contain potential risks and uncertainties. Therefore, the actual results may differ from the estimates written in this material because of various factors. Significant factors that could impact actual results include, but are not limited to, economic conditions and social developments surrounding the Company, as well as changes in relative competitiveness due to trends in demand for the products and services provided by the Company.*

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