

Financial Results of FY2021: Q&A Summary

Q1: Why didn't revenue in the T&M Business for FY2021 reach the announced value of 77.0 billion yen?

A1: The main reason was that sales in the Japanese market fell short of the January forecast. Another reason was the lockdown in the Shanghai area due to the spread of the COVID-19, which prevented us from making deliveries to local customers.

Q2: What are the drivers for achieving the revenue plan for the T&M Business in FY2022?

A2: We expect demand for measuring instruments for 5G development, aimed at the expanded 5G service areas in the Americas (C-band) and Europe. We also expect to see demand for measuring instruments for IoT/Automotive in Asia and the Americas.

Q3: Please give us some background on how you see the growth of the metaverse in terms of 5G utilization.

A3: Inquiries and orders are increasing from new customers in the new field of AR/VR related products. Demand is emerging, and we expect the market to grow.

Q4: When do you expect the impact of the parts shortage to be resolved?

A4: We expect the parts shortage to continue in FY2022. We will continue to take measures to reduce the risk of parts procurement difficulties affecting production plans.

Q5: How will the Shanghai lockdown impact FY2022 performance?

A5: We are taking measures to minimize the impact on sales by delivering products to customers via locations outside Shanghai. But we will continue to closely monitor future lockdowns.

Q6: What is your strategy for achieving the sustainable development goal in GLP2023 concerning the advancement of women (the proportion of women in management positions of 15% or more)?

A6: We believe that the ratio of women in management positions will increase through efforts to secure diverse human resources, such as the introduction this year of career paths that place more emphasis on work-life balance.