

## 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 customers in the area.

**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 metaverse as one of the 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 is the impact of the parts shortage expected 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:** What is the impact of the Shanghai lockdown on FY2022 performance?

**A5:** We are taking measures to minimize the impact on sales by delivering products to customers without going through Shanghai, but we will continue to closely monitor the future lockdown.

**Q6:** What is your strategy for achieving the GLP2023 sustainability goal of promoting the advancement of female employees? (female manager ratio:  $\geq$  15%)

**A6:** We believe that the ratio of female managers 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.