

Financial Results of FY2022 3Q: Q&A Summary

Q1: It was previously explained that mobile sales usually follow development trends. What is the background for the decline in mobile sales in 3Q?

A1: Due to worldwide inflation, consumers are tending to refrain from replacing their smartphones. As a result, smartphone manufacturers are delaying their capital investment for development.

Q2: Was the order intake plan for T&M for the fiscal year also changed, along with the sales plan?

A2: We changed the order intake for T&M for the fiscal year from 78 billion yen to 73 billion yen, the same as for the sales plan.

Q3: Looking forward to the next fiscal year, what are the expected movements in each region?

A3: In the next fiscal year, we expect investment demand from US operators for 5G-SA, and a recovery of capital investment in Asia, especially in China due to the containment of COVID, along with an increase in investment for 5G utilization areas centered on IoT.

Q4: What will be the effect from price pass-on this time?

A4: We believe that by revising the prices, we will be able to compensate for the increased costs of materials and labor.

Q5: What is the impact of exchange rate fluctuations?

A5: In the T&M business, a 1 yen depreciation against the US dollar has the effect of boosting annual operating profit by approximately 100 million yen.