

QA Summary (for institutional investors and analysts) for FY12/2021 Earnings Briefing

Q1: Q4 orders rebounded, but what is the outlook for this year?

A1: We do not announce order forecast, but the current outlook is roughly the same as last year's orders. We are careful because there are continuing uncertainties around things like the spread of the Covid variants, short supply of semiconductors, Chinese economic outlook, etc.

Q2: Will this year's planned SG&A increase (excluding R&D) continue next year, or is the increase of a temporary nature?

A2: SG&A expenses in relation to R&D facility expansion in Japan for this year are basically of one-off nature. On the other hand, the increase in personnel costs required for getting the new ALD subsidiary to the full-scale operation will stay next year and onward. Some other large part of the SG&A increase this year has to do with the surge of production volume and shipments.

Q3: What are your responses to climate change in terms of the environment?

A3: Necessary preparations are being made to address TCFD disclosure guideline in accordance with the revision of the Corporate Governance Code.

Q4: What is the status of independent outside directors' thinking and consideration?

A4: Of the six directors, two are independent outside directors and one is outside director, which we believe is sufficient and compliant with the Corporate Governance Code.