

## Question-and-Answer Session

Financial Results Briefing Outline

Thursday, November 10, 2022, 4:00 p.m. – 5:00 p.m. /Japan Standard Time

Zoom Webinar

For institutional investors and financial analysts

**Question1. What are your thoughts on sales of the CZ Series for the fourth quarter?**

Answer: We believe the fourth quarter will be on par or better than the third quarter.

**Question2. What impact will chiplets (EMIB) have?**

Answer: A major semiconductor manufacturer has announced that it will start mass-producing new CPUs geared toward servers. We believe we will start to see action involving EMIB in the near future as well. This will serve as a tailwind for the CZ Series.

**Question3. Sales, general, and administrative expenses have increased this fiscal year, especially labor costs. What are your thoughts for the next fiscal year?**

Answer: This is currently under scrutiny. We are thinking to keep hiring at the same level next fiscal year. We also expect business travel to increase to a certain extent, which will lead to considerable costs in the next fiscal year as well.

**Question4. In the third quarter, EXE experienced poor sales. What are its prospects going forward?**

Answer: In the third quarter, EXE experienced worse sales than we expected, and we believe it has bottomed out. We believe sales will recover gradually starting in the fourth quarter, but we do not expect full-fledged recovery of sales until the second half of next year and onward.

**Question5. What are the future prospects for CZ-8201 and CZ-8401?**

Answer: We believe sales of 8201 and 8401 will grow as package substrates become denser.

**Question6. About chemical adhesion**

Answer: In the future, it is likely that package substrates in domains where CZ cannot be used will emerge, in which case chemical adhesion would be required. At MEC, we are also fully committed to developing chemical adhesives.

**Question7. Looking at the results leading up to the third quarter, it appears that there are high hurdles in terms of profit for the fourth quarter.**

Answer: Toward the end of the year, we expect benefits from price revisions to CZ, increase sales of CZ to Korea, recovery of EXE, and more, which is why we have not revised the figures.