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Question-and-Answer Session

Results Briefing for the Fiscal Year Ended December 31, 2024

Outline of briefing session

16:30-17:30 on Friday, February 14, 2025 (Zoom webinar)

For institutional investors and analysts

Question 1. What is the difference between the forecast and the actual results for FYE December 2024?

Answer Regarding net sales, the recovery of PCs and general-purpose servers was not as strong as expected, so our target was not achieved. Operating income also fell short of expectations, mainly because net sales fell short of expectations.

Question 2. What is the financial forecast for FYE December 2025?

Answer Investment in AI servers is expected to continue, with PCs and general-purpose servers expected to continue recovering in the second half of the year.

Question 3. Medium-Term Management Plan: What are the 2027 sales targets for existing businesses?

Answer Net sales for existing business are expected to be driven by the CZ Series and AP Series of adhesion improvers. We also expect the demand for substrates capable of handling high frequencies to increase, and so we are closely watching the situation.

Question 4. Medium-Term Management Plan: Application development

Answer Currently, our chemicals are mainly used for electronic and package substrates. We are considering an area closer to semiconductors.

Question 5. Medium-Term Management Plan: Operating income to net sales

Answer The lower limit is indicated. That does not indicate a deterioration. Furthermore, we will invest in our businesses to achieve further growth. Investment in human capital is also important. While we will be making investments, we will also strive to make the best use of our own management resources, improve efficiency as much as possible, and work to increase the ratio of operating income to net sales.