

## Machine Tool Segment

### **Q. Most recent lead time for EDMs**

A. The lead time is normally about a couple of months but has been most recently extended to several months owing to disorder in the supply chain.

### **Q. About the status of a price raise, the range and time of a price raise, and its regional differences**

A. We raised the machine prices by a few percent to about 10 percent in the West in autumn 2021 ahead of other regions. In Japan, we raised the prices of the products ordered in February 2022 or later by a few percent to about 10 percent. In Greater China and Asia, where people are sensitive to prices, we will consider the price raise carefully with a full understanding of the competitive environment.

### **Q. Results and a goal of after-sales service**

A. We cannot present the details, and we do not satisfy the rate of utilization of after-sales service in Japan. We will make a great effort to ask our customers to use our after-sales service regularly by strengthening our base from a single service. We are developing the Sodick Care+ service in the U.S. and have acquired customers using the service ahead of other areas. In China, sales of after-sales service are low, so we will strengthen the after-sales service in the future.

### **Q. Risk factors in the Second-half Plan**

A. We are worried that customers take more time to make a decision to invest in facilities owing to global inflation. In addition, regarding China, there is short-term concern about geopolitical risks connected mainly with U.S.-China relations and about the risk of physical distribution stagnation due to the Zero-COVID policy. On the other hand, in medium and long-term projections for the next fiscal year and later, we expect a demand in EV-related industries and in the aerospace industry and medical products-related industries in the West.

## ■ Industrial Machinery Segment

### **Q. Projections for the second half of FY22 to the next fiscal year**

A. We expect that there will be a growing demand for high value-added injection molding machines in the future too. In car-mounted components-related industries for next-generation automobiles, including EVs, our company's small size injection molding machines have high performance in insert molding using materials, such as silicone. So, we think that sales of the machines will change steadily in Japan, the U.S., Greater China, and the Asia region.

Sales of lenses for smartphones are sluggish, but it seems that customers in smartphone lens-related industries are also to enter the lens market in the medical field in Greater China. We expect that there will be a demand for high-end machines from the second half to the next fiscal year.

## ■ Others

### **Q. The influence of a lockdown in China on our business activities**

A. In Shanghai, we closed the office of a sales subsidiary owing to the lockdown for about two months, but there were little impact as we could take orders relatively smoothly through online business negotiations. However, shipping and installation of machines have been influenced owing to physical distribution stagnation.