Takaoka Toko Group Second Quarter of Fiscal Year Ending on March 31, 2025

# Supplementary Briefing Material on Financial Results

November 12, 2024

TSE Prime Market (6617)

Takashi Ichinose President and Representative Director



# Introduction



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We sincerely reiterate our deep apologies for the great concerns and inconveniences caused to our customers, shareholders, trading partners, and all other stakeholders for approximately three years and two months after the incidents of impropriety were identified in August 2021.

<Movements since the previous financial results briefing session held on May 16, 2024>

- September 19: Announced the "Results of Total Quality Inspection" and "Receipt of Supplementary Report and Final Report from Investigation and Verification Committee"
- October 28: Announced " "SQC First" Reform based on Reflections on and Lessons from a Series of the Incidents of Impropriety, and Personnel Affairs for Directors and Executive Officers"
- \* "SQC first" refers to restoring the Company to a position where safety (S), quality (Q), and compliance (C) are the highest priorities.

In the "Results of Total Quality Inspection," we announced the completion of the total quality inspection for all products of the Group (the "Total Quality Inspection") and the results. This announcement includes the incidents of impropriety that were identified in the course of the investigation process so far (announced on May 16, 2023, January 22, 2024, and May 14, 2024), as well as eight incidents of impropriety that had been additionally identified.

In the "Receipt of Supplementary Report and Final Report from Investigation and Verification Committee," we announced the results of the investigation led by the "independent investigation and verification committee with no vested interest in us (chaired by Kazumine Terawaki)" established in January 2024.

In particular, we received the detailed reports, a supplementary report on the "evaluation and verification of responses by the senior management to incidents of disconnectors" and a final report on the "evaluation and review of the process of the comprehensive inspection we have implemented so far," for the investigation results, analysis of the causes and issues, proposal for prevention of recurrence and improvement, etc.



# 1. Incidents of Impropriety Announced in the Results of the Total Quality Inspection (September 19)

No.	Incidents
1	Extra-high-voltage transformer products: Concluded lightning impulse withstand voltage tests at less than 75%, and questioned insulation performance against lighting impulse in certain sections of the winding structure (proposal in the interim report from the Investigation and Verification Committee)
2	Non-conformance with the testing equipment location specified by JEC standards (proposal in the interim report from the Investigation and Verification Committee)
3	Non-conformance with the response characteristic specified by JEC standards (proposal in the interim report from the Investigation and Verification Committee)
4	Extra-high-voltage transformer products: Reported waveform data different from the facts of lightning impulse withstand voltage tests and current waveforms (proposal in the interim report from the Investigation and Verification Committee)
5	Instrument transformer products: Partial discharge test not conducted
6	Air disconnectors and grounding switches: Shipment test omitted
7	Acquired official certification with a false background
8	Illegally used nameplates subject to specific customers (overseas)

Regarding the above incidents, we have completed corrective actions respectively and verified the execution, as well as confirmed the shipment of products through the inspection in accordance with the official standards and specifications agreed upon with customers. We are sequentially explaining product quality and safety and discussing future measures, etc. for the customers who purchased the products subject to the incidents of impropriety.

# Introduction



2. Proposed Measures in the Supplementary and Final Reports by the Investigation and Verification Committee

#### (1) Supplementary report (evaluation and verification of responses by the senior management to incidents of disconnectors, and proposal for prevention of recurrence)

[Proposal for prevention of recurrence]

- Review and disseminate the corporate philosophy, vision, and credo
- Improve governance and provide training to comply with various internal rules
- Review the way of collecting information by the Board of Directors
- Create documents including minutes
- Establish a system to encourage the use of a consultation service and whistleblower hotline inside and outside the Company
- Break away from a "don't-rock-the-boat mentality" through compliance training for directors and executive officers
- Address excess specification problems head-on

# (2) Final report (verification of the internal control system built in the Company as of 2021 and improvement measures)

[Proposal for improvement measures]

- Keep records thoroughly
- Utilize younger and mid-career employees
- Review the way of sharing information with Directors
- Review the way of responding to emergency situations



### 3. Root Causes Common to Occurrence of a Series of Incidents

#### <Root cause (1)> Disassociation between management and work sites

- Management and headquarters were apart from work sites physically and mentally, and thoughts and policies of
  management failed to be penetrated, shared, or understood company-wide.
  On the other hand, management and headquarters did not listen to opinions and issues from work sites, and therefore the
  front-line employees' distrust in management remained.
- In contrast to management's saying "SQC first", there were inconsistency between their words and actions, and the frontline employees tended to prioritize delivery (D) and costs (C) over SQC.

#### <Root cause (2)> Weakened on-site capabilities

- Each organization and work site could not establish a work climate to educate oneself, discover problems, or promote kaizen activities.
- In the background to this are considered a shortage of on-site personnel, lack of efforts on basic education and T-type human resource development, inflexible operation of the personnel evaluation system, mid-level managers' inability to fulfill their roles, poor communication inside and outside workplaces, and other various factors.

#### <Root cause (3)> Lack of effectiveness of structure and DX

- The quality management system (QMS) has revealed issues, such as obsolete and unutilized internal manuals, tight lead time and insufficient process control, lack of checks on intentional fraudulent activities, disregard of compliance with quality and standards.
- The operation of the internal control system had issues to be improved and strengthened, such as risk detection, prevention, and response to emergency situations, reliability in the internal whistleblower hotline, and three-line defense.
- The factory DX, which supports operational enhancement and labor saving, was delayed on computerization and automation of manufacturing and inspection processes, visualization of production processes and statuses, etc.

#### <Root cause (4)> Dispersion and shortages of resources

• In the development of a small-quantity, high-mixed business, "selection and concentration of business" did not progress, and resource distribution to each business dispersed. As a result, each work site ran short of personnel and technology was personalized, as well as SQC infrastructure development and investment in DX were postponed.



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### 4. Overview of "SQC First" Reform (4 Reforms)

Based on reflections on and lessons from a series of incidents of impropriety, we formulated four reforms as the "SQC first" reform for four root causes, aiming once again for restoring and growing to a company that prioritizes SQC. We will execute the "SQC first" reform with all our employees to restore trust of our stakeholders.

# Reform (1) Foster a culture of thinking and acting "SQC first" in an integrated manner from management to work sites

- Close the distance between management/headquarters and work sites, and build a trusting relationship each other
- Foster and entrench a "culture of thinking and acting "SQC first" in an integrated manner from management/headquarters to work sites

#### Reform (2) Advance on-site capabilities and create "people and organizations" to support these

- Advance "on-site capabilities" of each organization and work site to a higher level where employees can educate themselves and promote problem finding and kaizen
- Strengthen measures to secure, foster, and evaluate human resources and kaizen activities for "making people and organizations" to facilitate the advancement

# Reform (3) Secure "SQC first" in the structure and environment

- Improve (kaizen) the structures, such as the QMS and internal control system, and enhance quality management and risk detection, prevention, and response
- Accelerate factory DX initiatives, such as making smart factories, visualizing factories, and changing value chains

#### Reform (4) Concentrate resources (people, money, technology) through business structure reforms

 Promote structure reforms, such as business selection, concentration, and alliances, and concentrate resources (people, money, technology) to the business aiming to ensure quality and growth





# Takaoka Toko Group Financial Results Briefing Session for the Second Quarter of the Fiscal Year Ending on March 31, 2025

- 1. Business Results/Business Portfolio <YoY Analysis>
- 2. Performance of Business Segments <YoY Analysis>
- 3. Investment Performance (Capital Investments, Research & Development) <YoY Analysis>
- 4. FY2024 Business Forecast <vs. Previous Forecast>
- 5. FY2024 Second Quarter Initiatives

# 1. FY2024 Second Quarter Business Results <YoY Analysis>

- Consolidated net sales were **47,606 million yen, up 8.8% YoY**, due to increases in sales across the entire Metering Business segment and EV infrastructure business, despite a decrease in sales for 3D inspection systems.
- In terms of profit, there were decreases across the board. While there were increases in sales across the entire Metering Business segment and charging infrastructure business, these were not enough to offset a decrease in 3D inspection systems and an increase of R&D costs. As a result, Operating income was 1,961 million yen, down 12.9% YoY, ordinary income was 2,077 million yen, down 13.7% YoY, and profit attributable to owners of parent was 1,094 million yen, down 24.2% YoY.

(In millions of yen)

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	FY2024 2Q (A)	FY2023 2Q (B)	Increase (A)–(B)	YoY
Net sales*	47,606	43,774	+3,831	+8.8%
Operating income	1,961	2,253	(291)	(12.9%)
Ordinary income	2,077	2,406	(329)	(13.7%)
Profit attributable to owners of parent	1,094	1,442	(348)	(24.2%)
* Of which, net sales related to TEPCO Power Grid Inc.	19,611	19,647	(36)	(0.2%)
Net sales composition of TEPCO Power Grid Inc.	41.2%	44.9%	(3.7%)	(8.2%)
Orders received	56,578	59,886	(3,308)	(5.5%)



### 1. FY2024 Second Quarter Business Results Business Portfolio (FY2024 Second Quarter Net Sales)





9% (7%)

#### **GX Solution Business Segment**

EMS-related products (automated metering system for apartment houses/tenants, automatic environmental control system to save electricity and energy for lighting and air conditioning), charging infrastructure (quick charger for electronic vehicles, V2H), information systems, smart grid-& proposal-related business, etc.

[Consolidated subsidiary] MintWave Co., Ltd.

#### Metering Business Segment

35% (32%)

Smart meters Voltage transformers for metering Electricity meter replacement work, etc.

[Consolidated subsidiaries] WATT LINE SERVICE Co., Ltd. Toko Electric (Suzhou) Co., Ltd. Toshiba Toko Meter Systems Co., Ltd. FY2024 2Q Net sales Segment composition  $\underline{47,600}$ (43,800) Real estate leasing

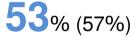
#### **Other Businesses**

### % (1%)

Power plant equipment (high voltage transformer, switching equipment, control equipment), power distribution equipment (switches, pole-mounted transformers, controllers for distribution automation), disconnectors, construction for receiving substations, etc.

> [Consolidated subsidiaries] TAKAOKA ENGINEERING CO., LTD. TAKAOKA CHEMICAL CO., LTD. Toko Kizai Corporation

Electric Equipment Business Segment



(In millions of yen)

The number in ( ) is FY2023 2Q sales and composition ratio.

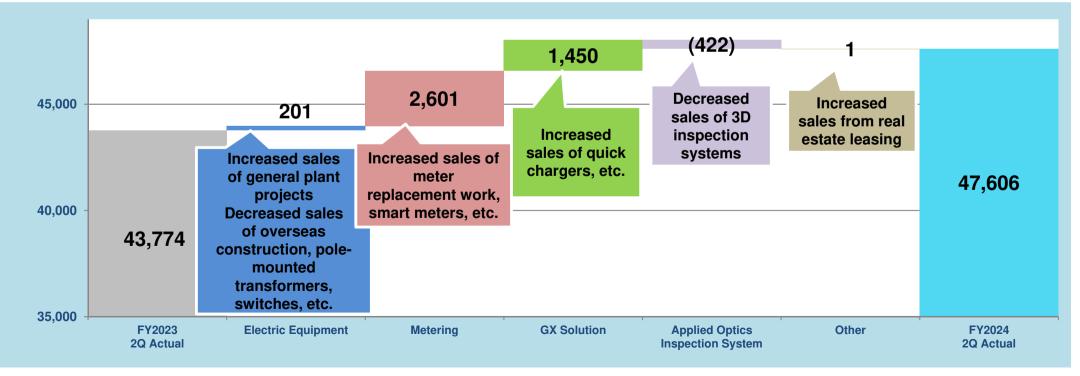
# 1. FY2024 Second Quarter Business Results: Net Sales <YoY Analysis>



(In millions of yen)

#### [Net sales by segment]

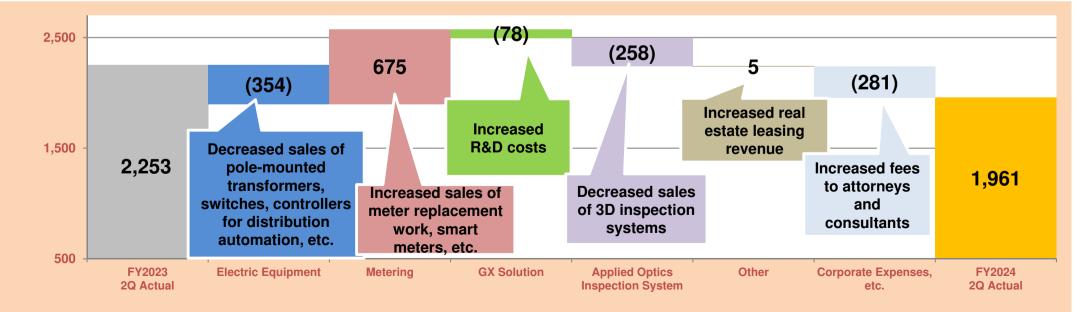
		FY2024 2Q		FY2023 2Q		YoY	
	Segment	Amount (A)	Ratio	Amount (B)	Ratio	Change (A)–(B)	Percent change
	Electric Equipment Business	25,064	52.6%	24,863	56.8%	+201	+0.8%
	Metering Business	16,555	34.8%	13,954	31.9%	+2,601	+18.6%
	GX Solution Business	4,616	9.7%	3,166	7.2%	+1,450	+45.8%
	Applied Optics Inspection System Business	879	1.8%	1,302	3.0%	(422)	(32.4%)
	Other (real estate leasing)	489	1.0%	488	1.1%	+1	+0.2%
N	et sales by segment: Total	47,606	_	43,774	_	+3,831	+8.8%



# 1. FY2024 Second Quarter Business Results: Income <YoY Analysis>



		FY2024	2Q	FY2023 2Q		YoY	
Segment		Amount (A)	Profit margin	Amount (B)	Profit margin	Change (A)–(B)	Percent change
	Electric Equipment Business	2,003	+8.0%	2,358	+9.5%	(354)	(15.1%)
	Metering Business	2,556	+15.4%	1,880	+13.5%	+675	+35.9%
	GX Solution Business	(417)	(9.0%)	(339)	(10.7%)	(78)	+23.1%
	Applied Optics Inspection System Business	99	+11.3%	357	+27.4%	(258)	(72.2%)
	Other (real estate leasing)	334	+68.3%	329	+67.4%	+5	+1.7%
Inco	ome by segment: Total	4,576	+9.6%	4,587	+10.5%	(11)	(0.2%)
Corporate expenses, etc. (incl. consolidated adjustments		(2,615)	_	(2,334)	_	(280)	_
Ope	erating income	1,961	+4.1%	2,253	+5.1%	(291)	(12.9%)

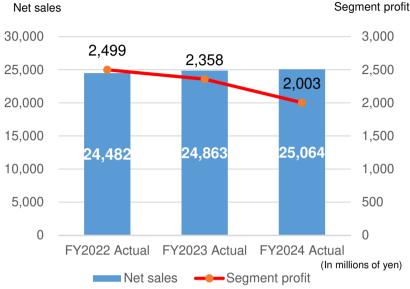


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(In millions of yen)

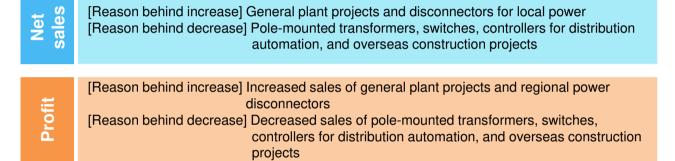
### 2. Performance of Business Segments <YoY Analysis>





#### ofit Electric Equipment Business Segment

Electric Equ	(In millions of yen)				
	FY2024 FY2023 Increase				
	2Q (A)	2Q (B)	(A – B)		
Net sales	25,064	24,863	+201	+0.8%	
Segment profit	2,003	2,358	(355)	(15.1%)	



#### Net sales Segment profit 3.000 20.000 2.556 18,000 2,500 16,000 1.880 14,000 2,000 12,000 1.300 10.000 1.500 16,555 8.000 13,954 1.000 12,842 6,000 4,000 500 2,000 0 0 FY2022 Actual FY2023 Actual FY2024 Actual (In millions of yen) Net sales ---- Segment profit

#### Metering Business Segment

(In millions of yen)

	FY2024 2Q (A)	FY2023 2Q (B)	Increase (A – B)	YoY
Net sales	16,555	13,954	+2,601	+18.6%
Segment profit	2,556	1,880	+676	+36.0%

[Reason behind increase] Electric meter replacement work, smart meters, and instrument transformers

[Reason behind decrease] —



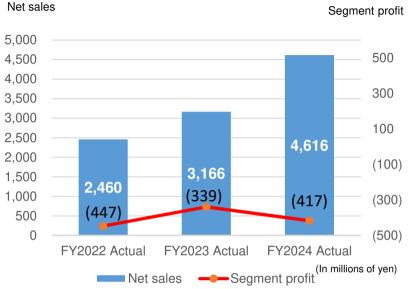
Net sales

[Reason behind increase] Increased sales of electric meter replacement work, smart meters, and instrument transformers

[Reason behind decrease] -

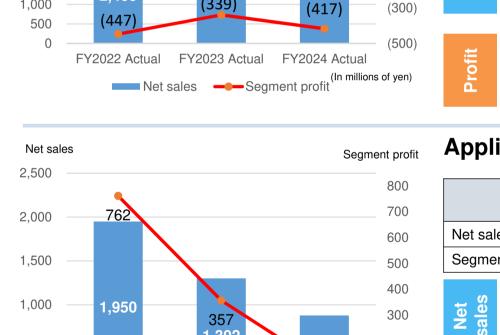
### 2. Performance of Business Segments <YoY Analysis>





#### **GX Solution Business Segment**

(In millions of yen)



1,302

FY2023 Actual

----Segment profit

500

0

FY2022 Actual

Net sales

	FY2024		Increase	YoY
	2Q (A)	2Q (B)	(A – B)	
Net sales	4,616	3,166	+1,450	+45.8%
Segment profit	(417)	(339)	(78)	+23.0%

[Reason behind increase] DC Fast Charger for EV, EMS-related business [Reason behind decrease] -

[Reason behind increase] Increased sales of DC Fast Charger for EV and EMS-related products [Reason behind decrease] Increased R&D costs and sales expenses

#### **Applied Optics Inspection System Business Segment**

(In millions of yen)

				· · · ·
	FY2024		Increase	YoY
	2Q (A)	2Q (B)	(A – B)	
Net sales	879	1,302	(423)	(32.5%)
Segment profit	99	357	(258)	(72.3%)

sales

Net

200

100

0

(In millions of yen)

Profit

879

99

FY2024 Actual

[Reason behind increase] -

[Reason behind decrease] 3D inspection systems

[Reason behind increase] -[Reason behind decrease] Decreased sales of 3D inspection systems

# **3. First Half Investment Performance** (Capital Investments, Research & Development)



### **Capital investments**

(In hundred millions yen)					
	FY2024 Plan	FY2024 1H Actual (A)	FY2023 1H Actual (B)	Increase (A-B)	
Revenue growth and new domains	40.5	12.6	5.5	+7.1	
Maintenance and replacement	32.6	7.1	4.0	+3.1	
Total	73.1	19.7	9.5	+10.2	

	FY2024 Plan	FY2024 1H Actual (A)	FY2023 1H Actual (B)	Increase (A-B)	
New domains	33.4	13.4	10.9	+2.5	
Core businesses	12.5	4.8	5.3	(0.6)	
Total	45.9	18.2	16.2	+1.9	

Туре	Details	Type Details	
Revenue growth and new domains	Production facilities of next-generation smart meters	New domains • Development of next-generation	smart meters
	<ul> <li>Building facilities for DSO system development</li> </ul>	<ul> <li>Development of new type of DC</li> </ul>	Fast Charger for EV
Maintenance and replacement • Seismic retrofitting of Oyama Plant		Core businesses • Model change for switching equ	ipment
	<ul> <li>Updating of testing equipment for trace PCB devices</li> </ul>	<ul> <li>Development of internal sensor- regulator</li> </ul>	equipped voltage
Maintenance and replacement 36%	FY2024 1H 19.7 (In hundred millions of yen)	Core businesses 26% FY2024 1H 18.2 (In hur	New domains 74%
		Takaoka Toko Co., Ltd. 2024. All right	s reserved. 13

#### (In hundred millions ven)

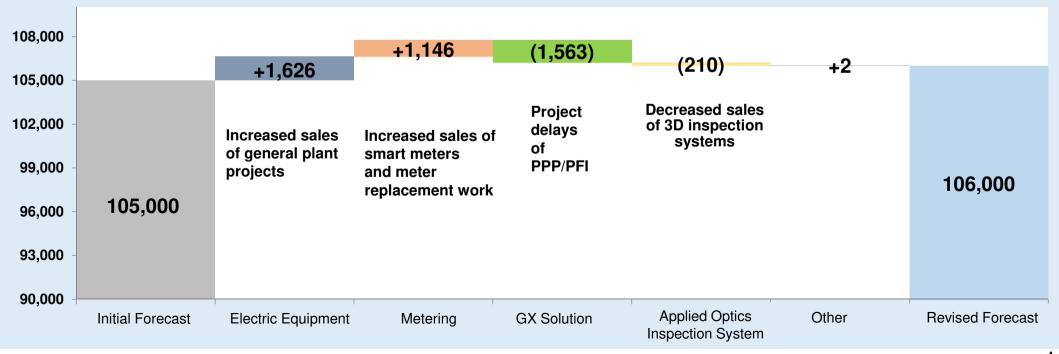
# 4. FY2024 Business Forecast: Net Sales



#### [Net sales by segment]

(In millions of yen)

	Revised Forecast		Initial Forecast		Change	
Segment	Amount (A)	Ratio	Amount (B)	Ratio	Increase (A)-(B)	Percent change
Electric Equipment Business	59,492	56.1%	57,866	55.1%	+1,626	+2.8%
Metering Business	32,818	31.0%	31,672	30.2%	+1,146	+3.6%
GX Solution Business	10,612	10.0%	12,175	11.6%	(1,563)	(12.8%)
Applied Optics Inspection System Business	2,100	2.0%	2,310	2.2%	(210)	(9.1%)
Other (real estate leasing)	978	0.9%	976	0.9%	+2	+0.3%
Net sales by segment: Total	106,000		105,000		+1,000	+1.0%



# 4. FY2024 Business Forecast: Income



(In millions of ven)

#### [Income by segment]

**Revised Forecast** Initial Forecast Change Segment Percent Amount (A) Ratio Amount (B) Ratio Increase (A)-(B) change Electric Equipment Business 5.734 +9.6% 4.782 +8.3% +952 +19.9% Metering Business 4,226 +12.9% 3,825 +12.1% +401+10.5% **GX** Solution Business (318) (3.0%) +0.1% (332)(2,371.4%)14 +13.0% Applied Optics Inspection System Business 230 +11.0%301 (71)(23.6%)Other (real estate leasing) 611 +62.5% 597 +61.2% +14 (2.2%) Income by segment: Total 10,483 **∔9.9%** 9.518 +9.1% +965 (10.1%)Corporate expenses, etc. (incl. consolidated (5, 483)(5,518)(35)adjustments) Operating income 5,000 +4.7% +3.8% 4,000 +1,000+25.0%

5,000 -		+952	+401	(332)	(71)	+14	+35		
4,000		1002							
3,000 -		Increased sales of general plant projects	Increased sales of smart meters and	Decreased	Decreased sales of 3D inspection			5,000	
2,000 -	4,000		meter replacement	sales of PPP/PFI	systems		Efficient use of basic R&D costs		
1,000 -			work						
0 -			1		1				
	Initial Forecast	Electric Equipment	Metering	GX Solution	Applied Optics Inspection System	Other	Corporate expenses, etc.	Revised Forecast	

# Branding of a "SERA" series

Branding of the DC Fast Charger for EV series as a new "SERA" series The new brand name, with our thoughts, is given to the DC Fast Charger for EV that we sell and develop, encapsulating our even greater and more serious commitment to engaging in the charger infrastructure business, which will support the EV society of the future.

#### [Purpose]

yourside Strengthen branding of the EV infrastructure and improve awareness and images of Takaoka Toko's brand by renaming the EV infrastructure (DC Fast Charger for EV) with the highest cumulative sales volume in Japan and promoting products and Services.

#### [Wrap advertisements]

Updated the design of the wrap advertisements at three ground facilities in Shimbashi, Minato-ku and one in Roppongi to a new brand design SERA.

### [Our thoughts behind SERA]



[Shimbashi] Wrap advertisement with a new design]

[Roppongi]



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[Image of logos affixing to products]





Seamless Energy Relation & Activation

[Brand logo]



# Demonstration Test (PoC) of EV Charging Service "aima CHARGE" Services Started at TIMES Shibuya Honmachi No. 24 and TIMES Station Kawasaki

#### ♦ Overview

- We aim to be a company providing solutions to meet customer needs (sales of services and solutions) rather than just manufacturing and selling equipment (sales of physical products alone). <u>As for DC Fast Charger for EV</u>, we are <u>not only developing, manufacturing, and selling</u> products as a manufacturer, but also <u>providing new services</u>, such as a "rental," "leasing," and "charging," <u>in collaboration with other companies</u>.
- Among these, <u>a "charging service business" (service name: "aima CHARGE," collaborating with PARK24 CO., LTD. and TIMES24 CO., LTD.) started a demonstration test at "TIMES Shibuya Honmachi No. 24" in July 8. Furthermore, the second test also started at "TIMES Station Kawasaki." As a trail period, "TIMES Shibuya Honmachi No. 24" was <u>used free of charge from July 8 to August 31, 2024, and "TIMES Station Kawasaki" from September 1 to September 30, 2024. (The free trial period is currently over.)
  </u></u>









#### 【EV充電サービスの実証試験(PoC)の概要】

<サービス名称>	aima CHARGE (あいまチャージ)
<利 用 料 金>	44円/kWh(税込)。
<利 用 シー ン>	EV充電は、出かけた先で用事の合間に、
<設置場所>	タイムズ渋谷本町第 24(19番車室)から開始。
	・随時、商業施設等にも設置拡大予定(2024年度中 10 ヶ所程度) ・設置箇所は aima CHARGE の Web サイト (下記) に掲載予定。
< 充 電 器 出 力>	15kW 急速充電器 SERA シリーズ***(CHAdeMO規格))
<開 始 時 期>	2024年7月8日(月)
< Web 뿟 イ ኑ>	https://aima-charge.com
<充 電 ア ブ リ>	aima CHARGE アプリ。 App Store (iPhone), Google Play (Android) にて近日公開予定
	59

なお、EVユーザーの利便性の更なる向上を目指して、株式会社 e-Mobility Power の 充電ネットワークへの提携につきましても、準備が整い次第、実施してまいります。 最新の情報は、aima CHARGE Web サイトをご確認ください。

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# **Overseas Business Initiatives**



### **Expanding Overseas EPC Business**

Takaoka Engineering (TEC), our group company, is expanding through three approaches: expanding core power generation and substation plant business, developing peripheral businesses like water supply and sewerage infrastructure, and capturing growth fields such as renewable energy. In the first half of FY2024, projects were completed in two countries, and a new order was received in one additional country, accumulating achievements as an EPC constructor and contributing to stable power supply globally.

#### Major completed projects

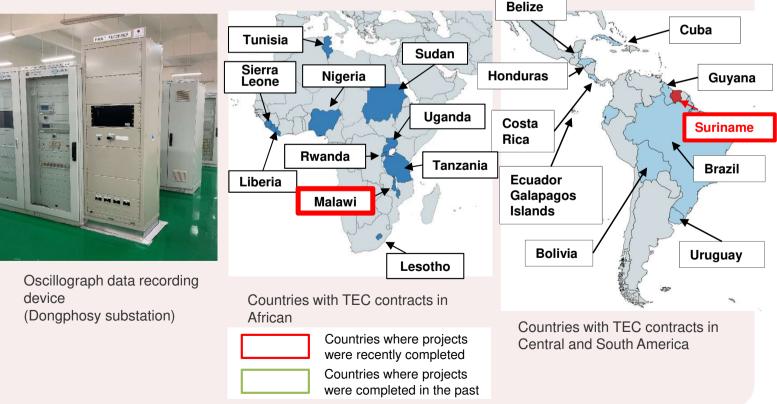
- Republic of Malawi
   Project to improve Kanengo Substation
- Lao People's Democratic Republic Oscillograph data recording device

#### Major new order

 Republic of Suriname Economic and social development plan (Supply of disaster prevention equipment)



Panoramic view of the completed Kanengo Substation



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# **Smart Meter Business**

### FY2024 1H results of Toshiba Toko Meter Systems Co., Ltd.

- In the first half of FY2024, net sales increased YoY (up 26%) mainly due to an increase in sales share of electric smart meters and launch of new gas-related products in the second half of FY2023.
- The continued weak yen has led to soaring material costs. However, we managed to minimize the impact on profits through the activities to reduce the cost of parts, etc., for VA development of electric smart meters and reviewing sales prices of some industrial products. Despite the increased fixed costs due to the development for next-generation smart meters and capital investment, operating profit increased YoY (up 34%) as a result of the revenue increase and cost reduction activities.

### **Development status of next-generation electric smart meters**

- Development for the introduction of next-generation electric smart meters\* from FY2025 is progressing smoothly. We are also promoting design and arrangements for establishing our manufacturing lines to achieve full process automation.
- Preparation for ordering next-generation smart meters by power utilities has already started, and the same market share as the current smart meters is expected in the early days of the launch.
- \* By introducing next-generation smart meters, data can be acquired every five minutes (six times more frequent than the current 30 minutes). This allows meticulous operation of power distribution systems, reduction of power loss and CO<sub>2</sub> emissions, and expansion of the introduction capacity of renewable energy. In addition, metering gas and water will be possible through the communication network for next-generation electric smart meters. Allowing power utility, gas, and water companies to operate the metering system together may streamline system maintenance and reduce social costs.



DX

Promotion

3,809

Total

6,390

### DX Business Initiatives: Utilizing Generative AI – Starting Operation of AI Help Desk

- AI Help Desk run by generative AI launched as a labor-saving measure for tasks involving fielding inquiries addressed to corporate departments and to speed up the responses.
- Having AI understand and automatically answer questions can contribute to speeding up responses and reducing operators' person-hours.

Number of inquiries

in FY2023

#### [Start of operation]

Start date: Monday, May 20, 2024 Objective: Inquiries to the five corporate departments

(Corporate Affairs Department, Employee Relations & Human Resources Department, Finance & Accounting Department, Human Resource Development Center, and DX Promotion Department)

Corporate

Affairs

262

Employee

**Relations & HR** 

704

Finance &

Accounting

1,518

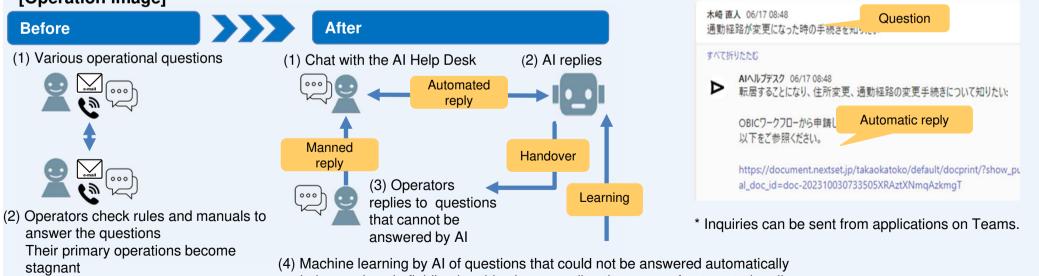
**HR** Development

Center

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Remarks: In preparation before starting, we consolidated the QAs responded by operators so far in each department in an Excel format and let AI perform machine learning.

#### [Operation image]



Labor savings in fielding inquiries by expanding the scope of automated replies

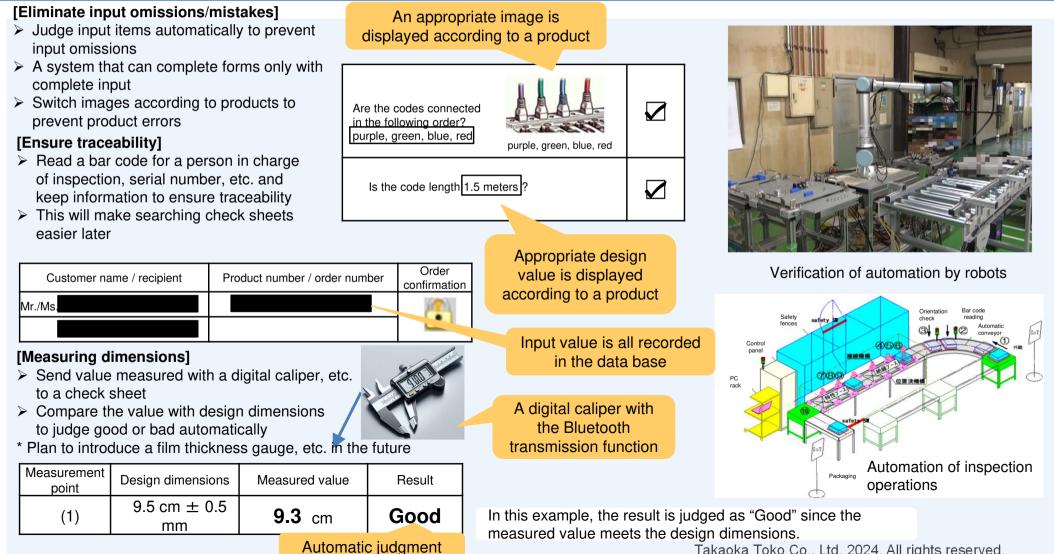
#### [Future development]

We will improve the quality of automatic answers, aiming at a 30% automatic answer rate (currently 12% on average)



# **DX Business Initiatives: DX at Factories**

As part of the reform measures in light of the incidents of impropriety, we focus on "digitalizing manufacturing and inspection check sheets," "visualizing work person-hours," and "automating manufacturing and inspection lines" for rebuilding guality.





# **Initiatives for Promoting Diversity**

- We have promoted various initiatives, aiming to be a <u>company respecting diversity, such as</u> <u>gender identity, sexual orientation, and sexual expression, and creating a workplace where</u> <u>all employees, including LGBTQ+ individuals, can work their own way with peace of mind</u>.
- In FY2024, we are proactively promoting diversity with initiatives such as: nurturing female candidates for managerial positions and their superiors; holding "roundtable discussions for fathers" to encourage male employees to take childcare leave; corporate endorsement of "IKUKYU.PJT," a project to encourage taking childcare leave by male employees; offering basic training regarding LGBTQ+; introducing a same-gender partnership system; maintaining internal use of common names for LGBTQ+ people; and corporate endorsements of outside campaigns such as "Business for Marriage Equity" and "Business Support for LGBT Equality in Japan."



Logo of "Business for Marriage Equality"



Logo of "IKUKYU.PJT"

Logo of "Business Support for LGBT Equality in Japan



### Cautionary statement regarding the performance forecast

Performance forecasts in this document have been made based on information available as of its publication date, and actual operating results may differ from such forecasts due to various factors.



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