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# **Financial Results** **for the Second Quarter of FY2025** **(Six Months Ended September 30, 2025)**

**DAIHEN Corporation**

**December 5, 2025**

Note: This document has been translated from the original Japanese version for reference purposes only. In the event of any discrepancy between this translation and the Japanese original, the Japanese original shall prevail.

# Agenda

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- 1. FY2025 2Q Results**  
**(Six Months Ended September 30, 2025)**
- 2. FY2025 Full-year Financial Results Forecast**
- 3. Progress on the FY2026 Medium-Term Plan Initiatives**
- 4. Capital Policy and Cash Flow**

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# **FY2025 2Q Results**

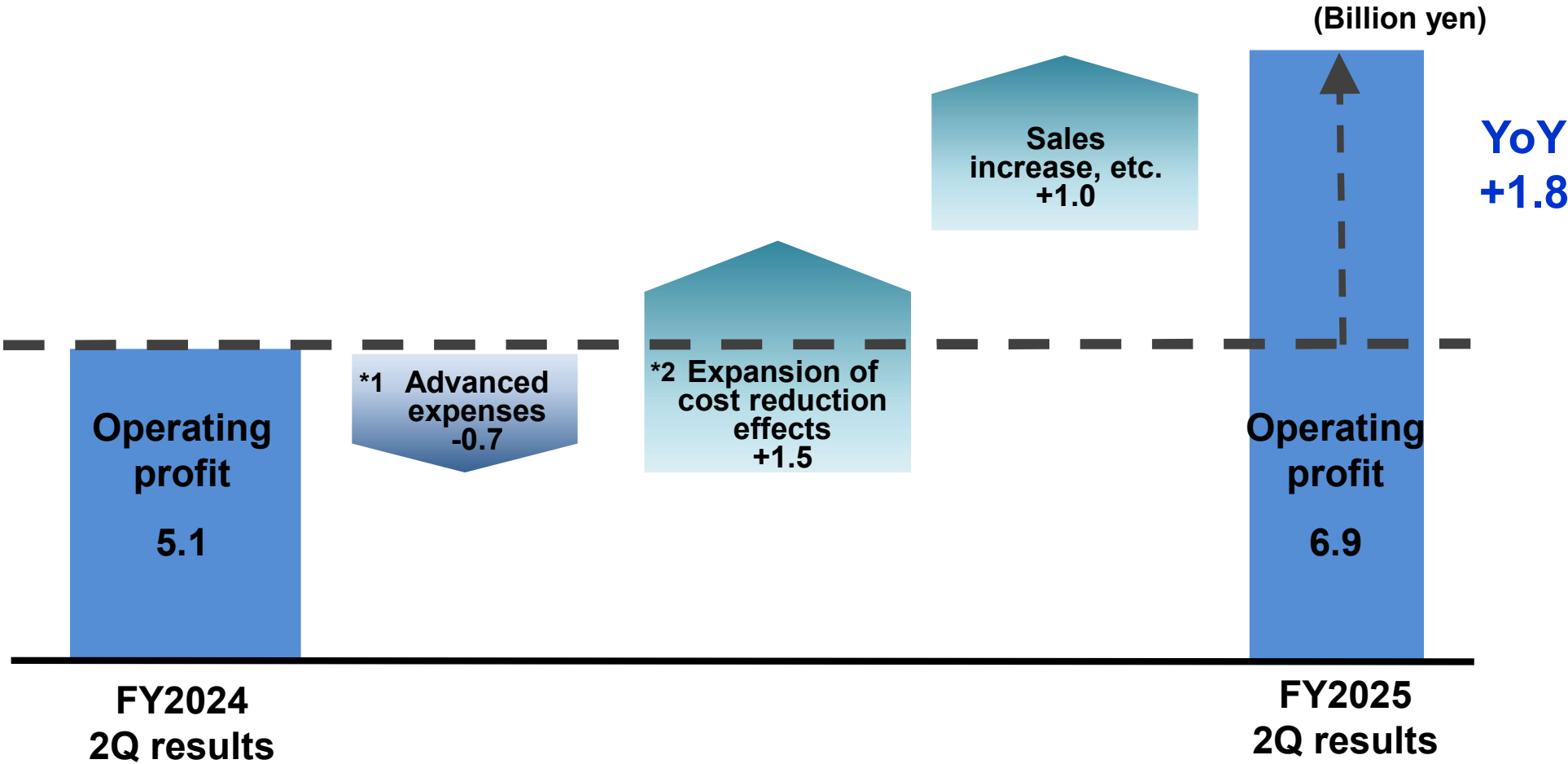
## **(Six Months Ended September 30, 2025)**

# FY2025 2Q Results (Six Months Ended September 30, 2025)

(Billion yen)

	FY2024 2Q results		FY2025 2Q results		YoY		FY2025 2Q forecast	
	(1)		(2)		(2)-(1)	Change	(3)	Change
<b>Net sales</b>	<b>96.1</b>		<b>105.2</b>		<b>+9.1</b>	<b>+9.5%</b>	<b>100.0</b>	<b>+5.3%</b>
<b>1</b> Energy Management	50.1		53.9		+3.8	+7.7%	50.0	+7.9%
<b>2</b> Factory Automation	14.2		15.2		+1.0	+7.4%	16.0	-5.0%
<b>3</b> Material Processing	31.7		36.0		+4.3	+13.5%	34.0	+6.0%
<b>Operating profit</b>	5.3%	<b>5.1</b>	6.6%	<b>6.9</b>	<b>1.8</b>	<b>+36.9%</b>	5.0%	<b>5.0</b> <b>+38.7%</b>
<b>Ordinary profit</b>	6.0%	<b>5.7</b>	7.5%	<b>7.8</b>	<b>2.1</b>	<b>+36.9%</b>	5.0%	<b>5.0</b> <b>+57.9%</b>
<b>Profit attributable to owners of parent</b>	4.4%	<b>4.2</b>	4.9%	<b>5.1</b>	<b>+0.9</b>	<b>+22.7%</b>	3.5%	<b>3.5</b> <b>+47.8%</b>
<b>Investment in development</b>	<b>3.3</b>		<b>3.5</b>		<b>+0.2</b>	<b>+6.1%</b>		
<b>Capital investment</b>	<b>3.3</b>		<b>6.2</b>		<b>+2.9</b>	<b>+87.9%</b>		
<b>Depreciation</b>	<b>3.1</b>		<b>3.1</b>		<b>+0.0</b>	<b>+0.0%</b>		

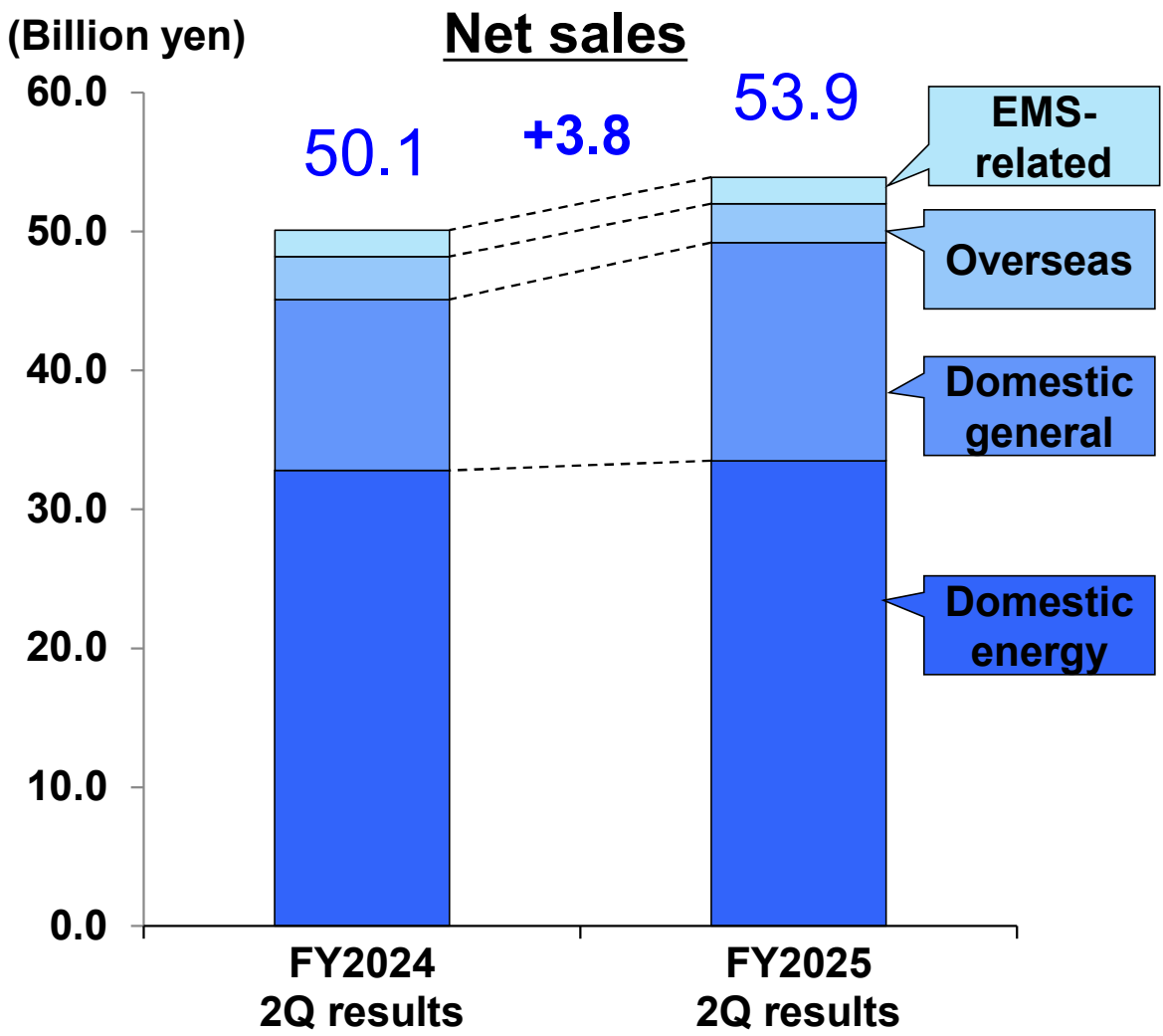
# FY2025 2Q Factors for Changes in Operating Profit (YoY)



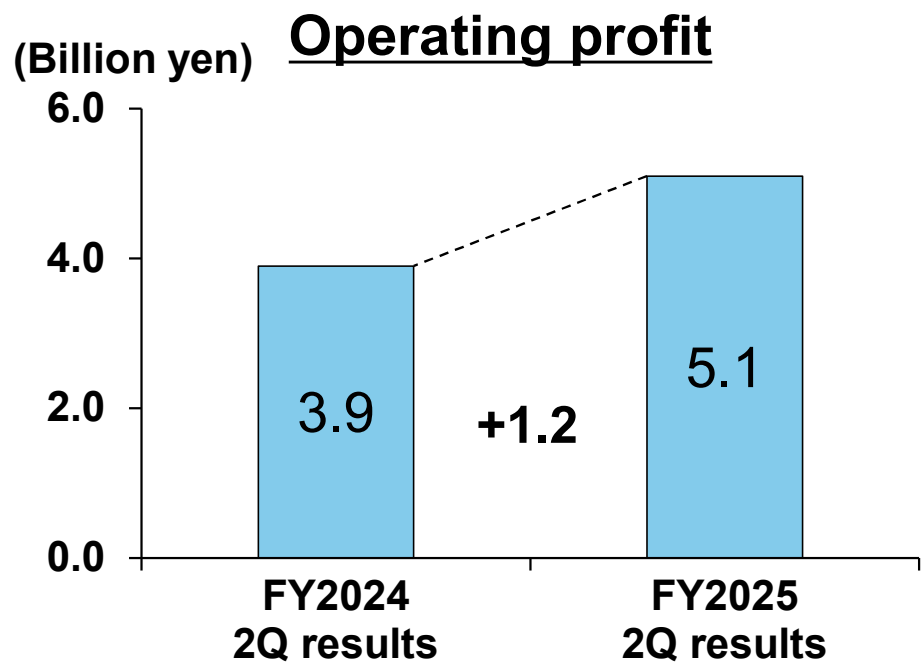
\*1 Advanced expenses: increased development funds -0.2, wage increases, etc. -0.5

\*2 Cost reduction effects: material cost savings +0.8, increased productivity +0.2, efficiency improvement in indirect operations +0.5

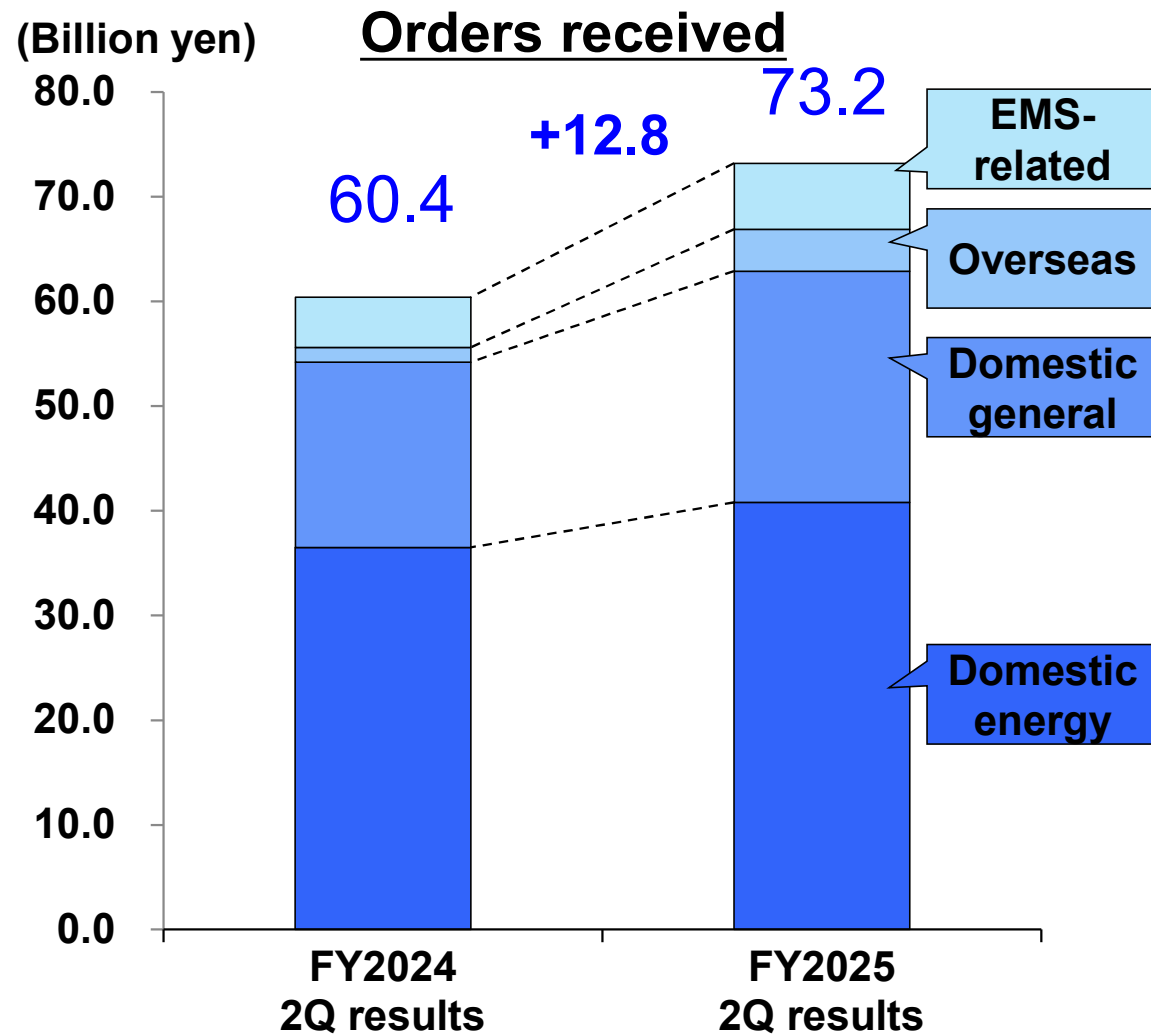
# Energy Management Segment: Net Sales and Operating Profit



▪ Sales and profit increased due to increased investments in renewable energy and renewal of power receiving and distribution systems.

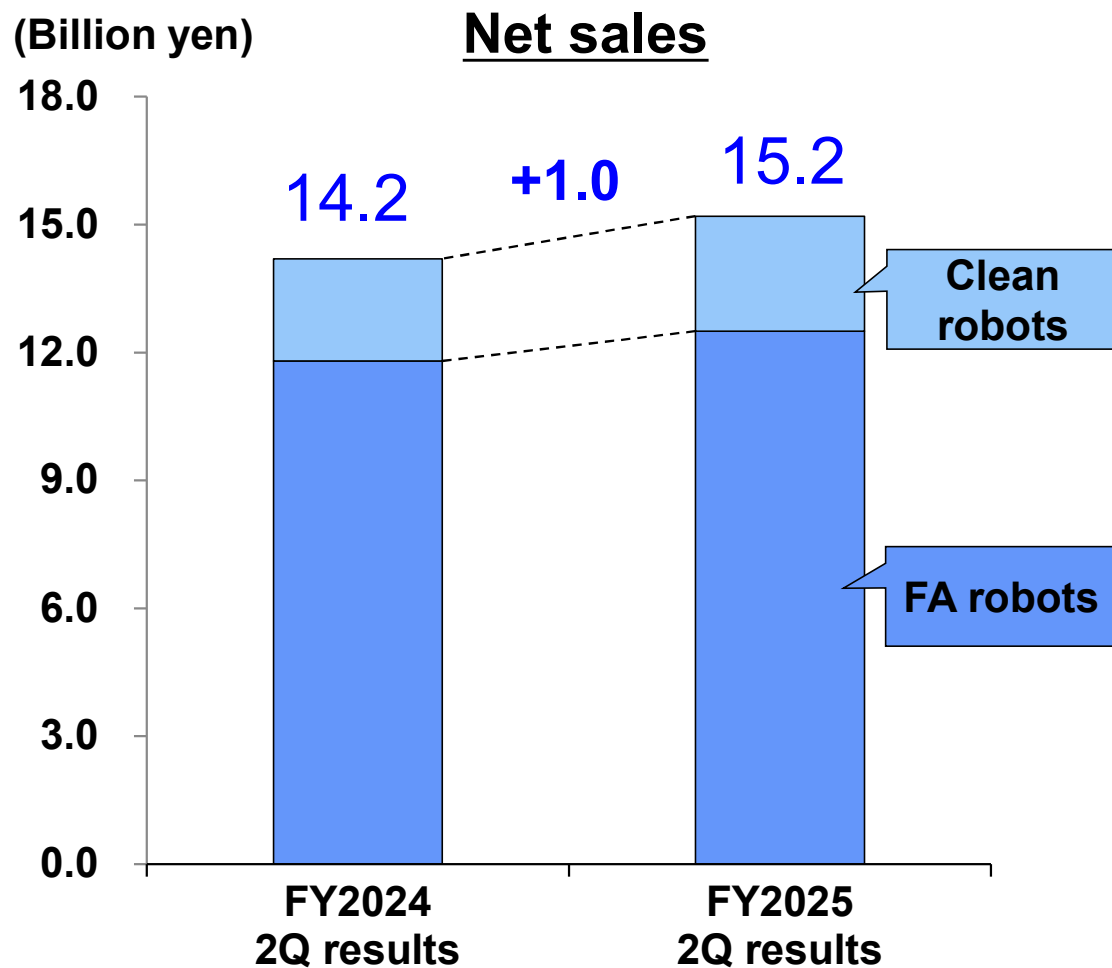


# Energy Management Segment: Orders Received

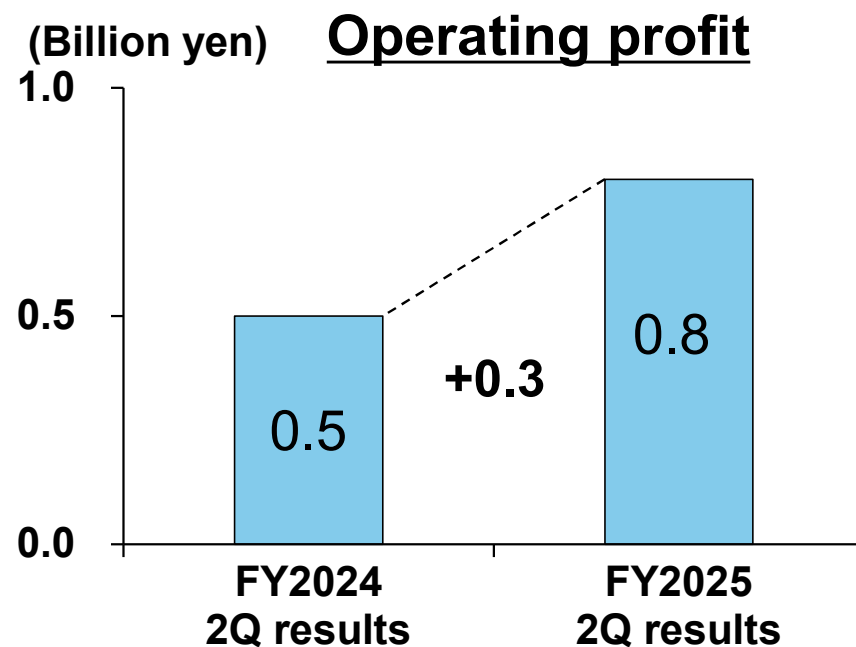


- Orders for Domestic energy increased due to heightened demand for large transformers used in substations.
- Orders for Domestic general increased due to renewable energy-related investments and growing demand for data centers, as well as in anticipation of the 2026 energy efficiency standards for transformers (Top Runner Transformer 3rd Judgment Standards).

# Factory Automation Segment: Net Sales and Operating Profit

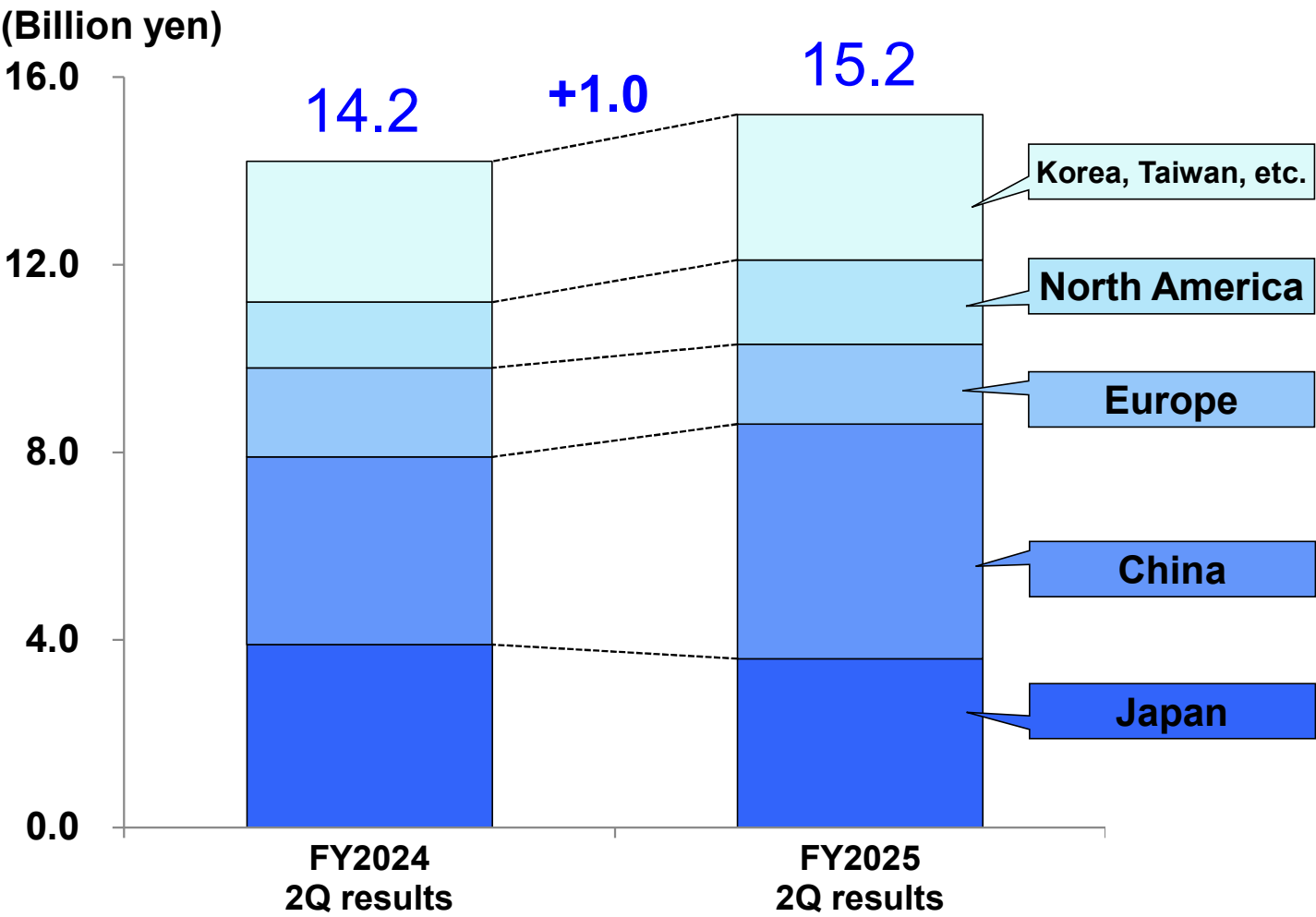


- Sales and profit increased, reflecting the results of efforts to develop new customers in the U.S. and China.
- Profit increased, driven by higher net sales and the effects of cost reduction measures.



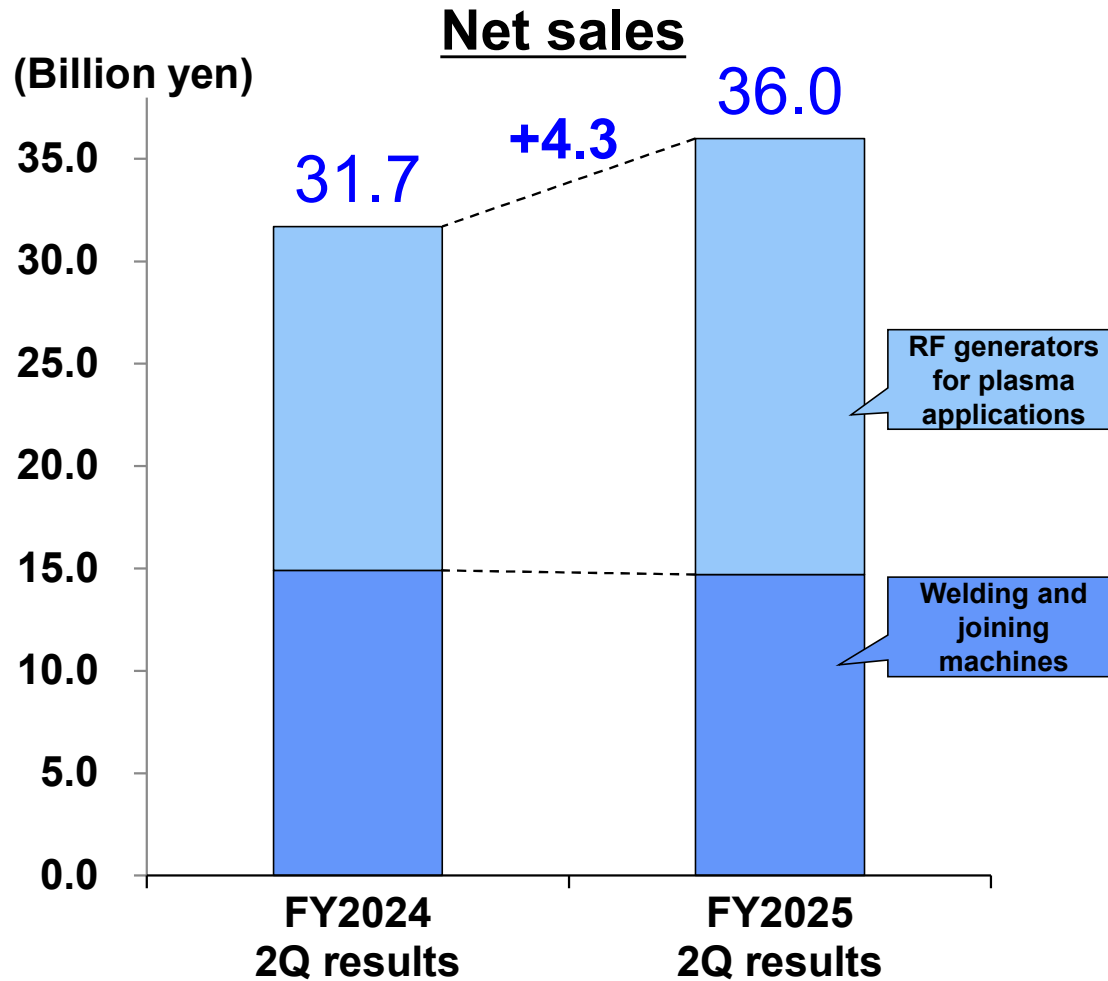


# Factory Automation: Net Sales by Region

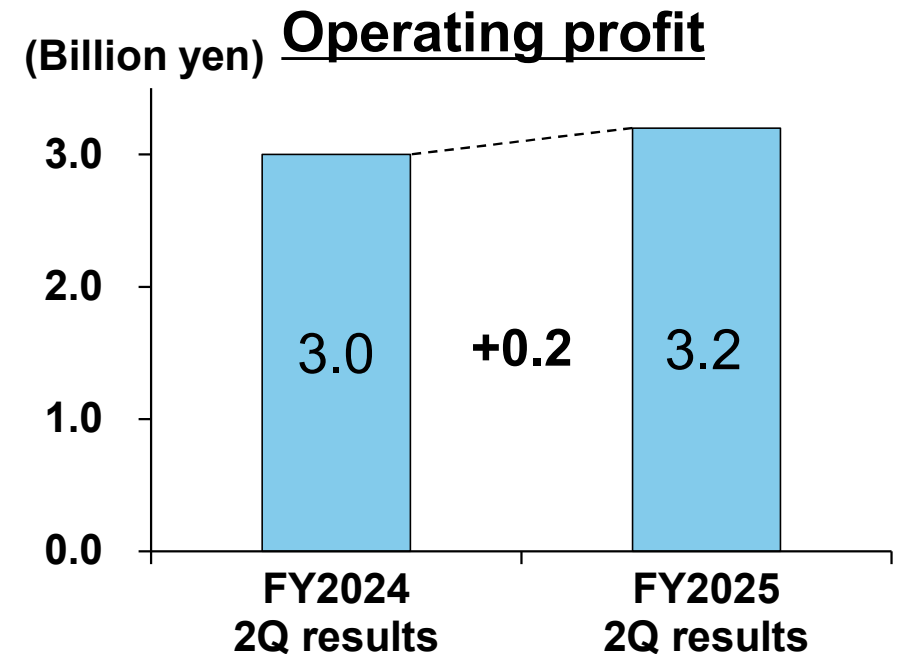


While investments remained suppressed in Japan and Europe, sales in other regions increased.

# Material Processing Segment: Net Sales and Operating Profit



- Demand for RF generators for plasma applications remained high due to continued investment in advanced semiconductors for generative AI.
- Profit increased, driven by higher net sales.



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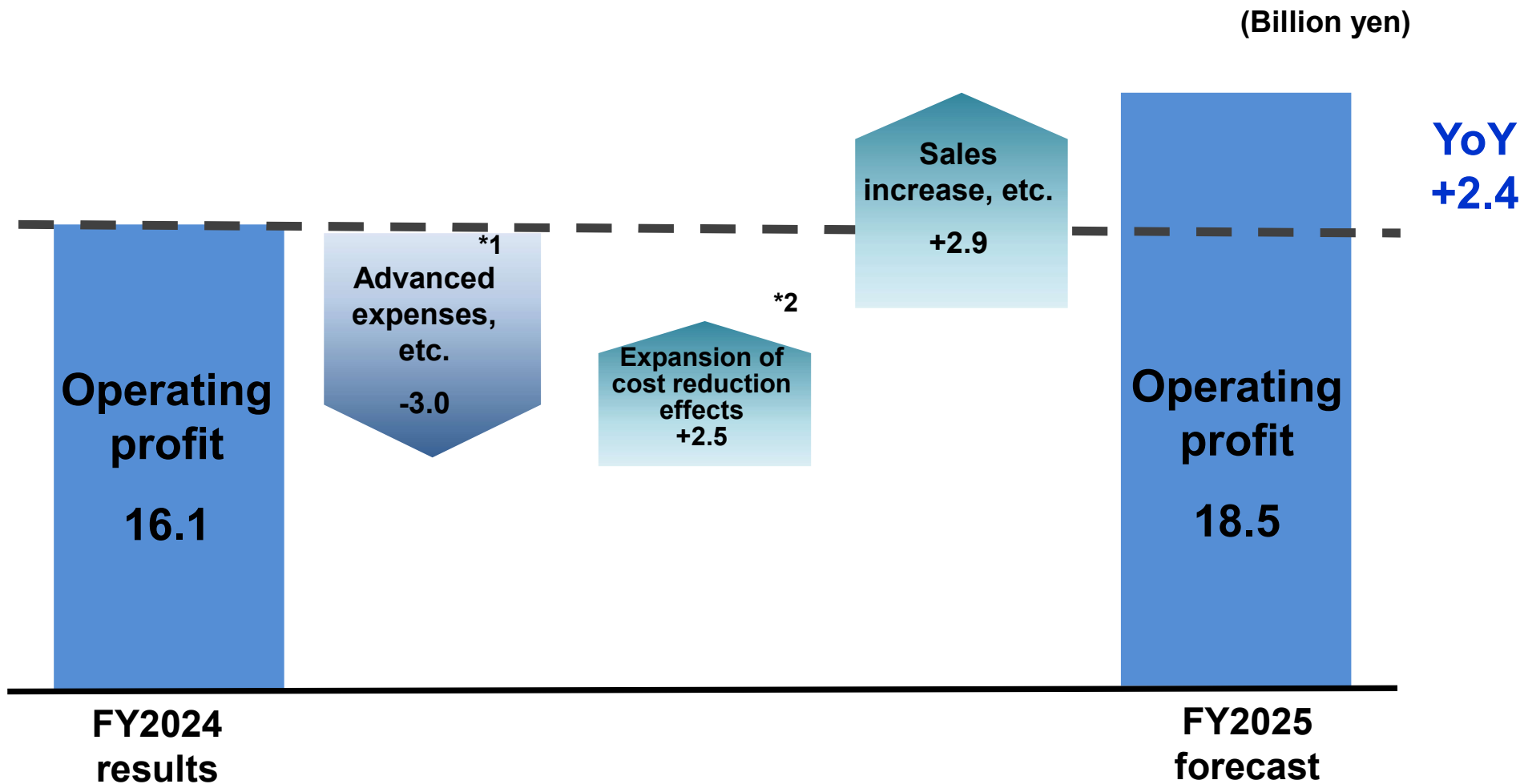
# **FY2025 Full-year Financial Results Forecast**

# Full-year Financial Results Forecast

- It is anticipated that uncertainties surrounding semiconductor-related investments will ease, while investments related to decarbonization and other areas are expected to remain robust. Reflecting the stronger-than-expected performance in the first half, the full-year financial results forecast has been revised.  
\*Net sales, operating profit, and ordinary profit have all reached record highs.

(Billion yen)							
	FY2024 results (1)		FY2025 forecast (2)		YoY		Changes between initial forecast for FY2025
					(2)-(1)	Changes	Changes (Amount)      Changes (%)
<b>Net sales</b>		<b>226.3</b>		<b>235.0</b>	<b>+8.7</b>	<b>+3.8%</b>	<b>+5.0</b> <b>+2.2%</b>
<b>1</b> Energy Management		120.8		127.0	+6.2	+5.1%	+8.0      +6.7%
<b>2</b> Factory Automation		32.7		33.0	+0.3	+0.9%	-1.0      -2.9%
<b>3</b> Material Processing		72.6		75.0	+2.4	+3.3%	-2.0      -2.6%
<b>Operating profit</b>	7.1%	<b>16.1</b>	7.9%	<b>18.5</b>	<b>2.4</b>	<b>+14.4%</b>	<b>1.5</b> <b>+8.8%</b>
<b>Ordinary profit</b>	7.6%	<b>17.1</b>	8.1%	<b>19.0</b>	<b>1.9</b>	<b>+10.6%</b>	<b>1.5</b> <b>+8.6%</b>
<b>Profit attributable to owners of parent</b>	5.3%	<b>11.9</b>	6.0%	<b>14.0</b>	<b>+2.1</b>	<b>+17.0%</b>	<b>1.0</b> <b>+7.7%</b>

# Full-year FY2025 Factors for Changes in Operating Profit (YoY)

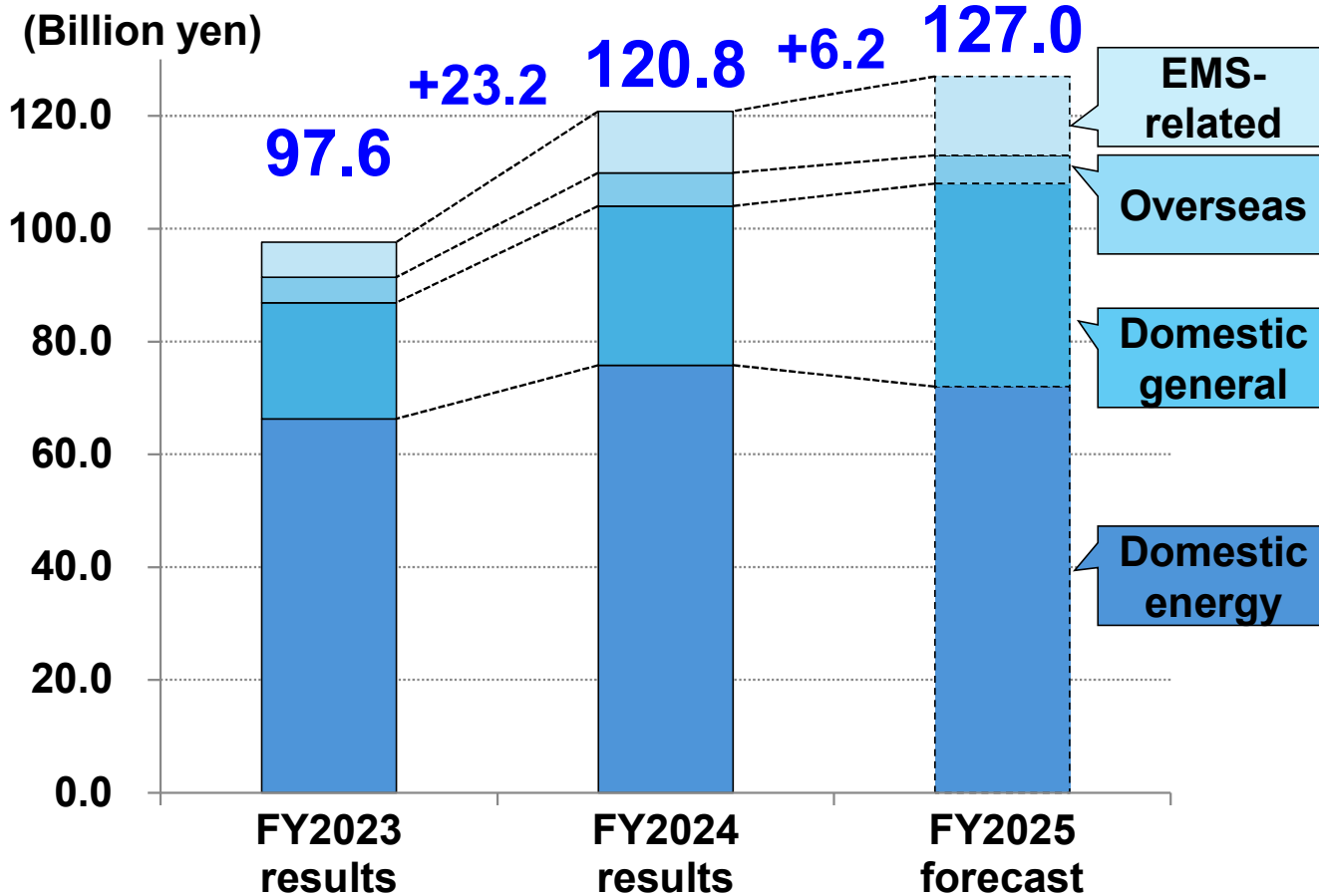


\*1 Advanced expenses, etc.: development funds -0.9, depreciation -0.8, advertising -0.2, wage increases, etc. -1.1

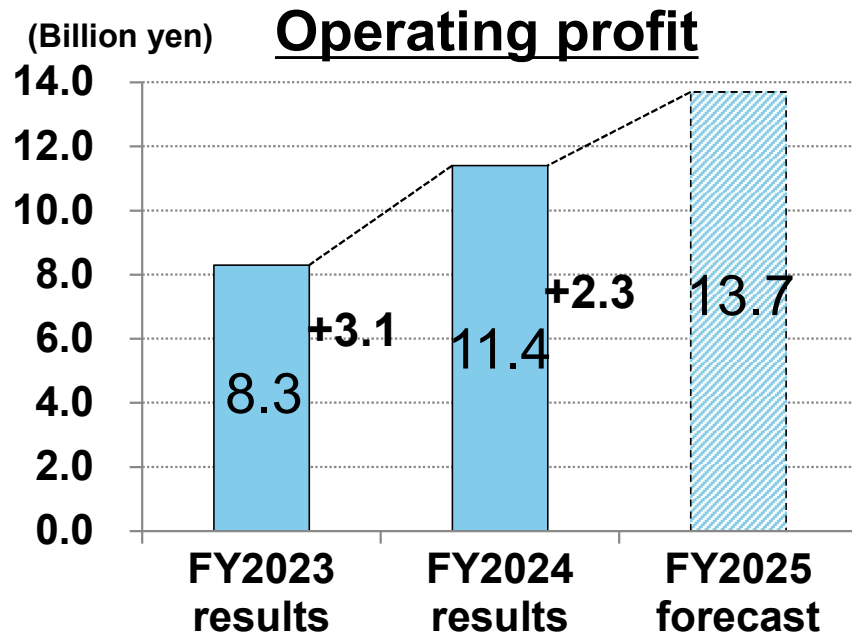
\*2 Cost reduction effects: material cost savings +1.5, increased productivity +0.2, efficiency improvement in indirect operations +0.8

# Energy Management Segment

## Net sales



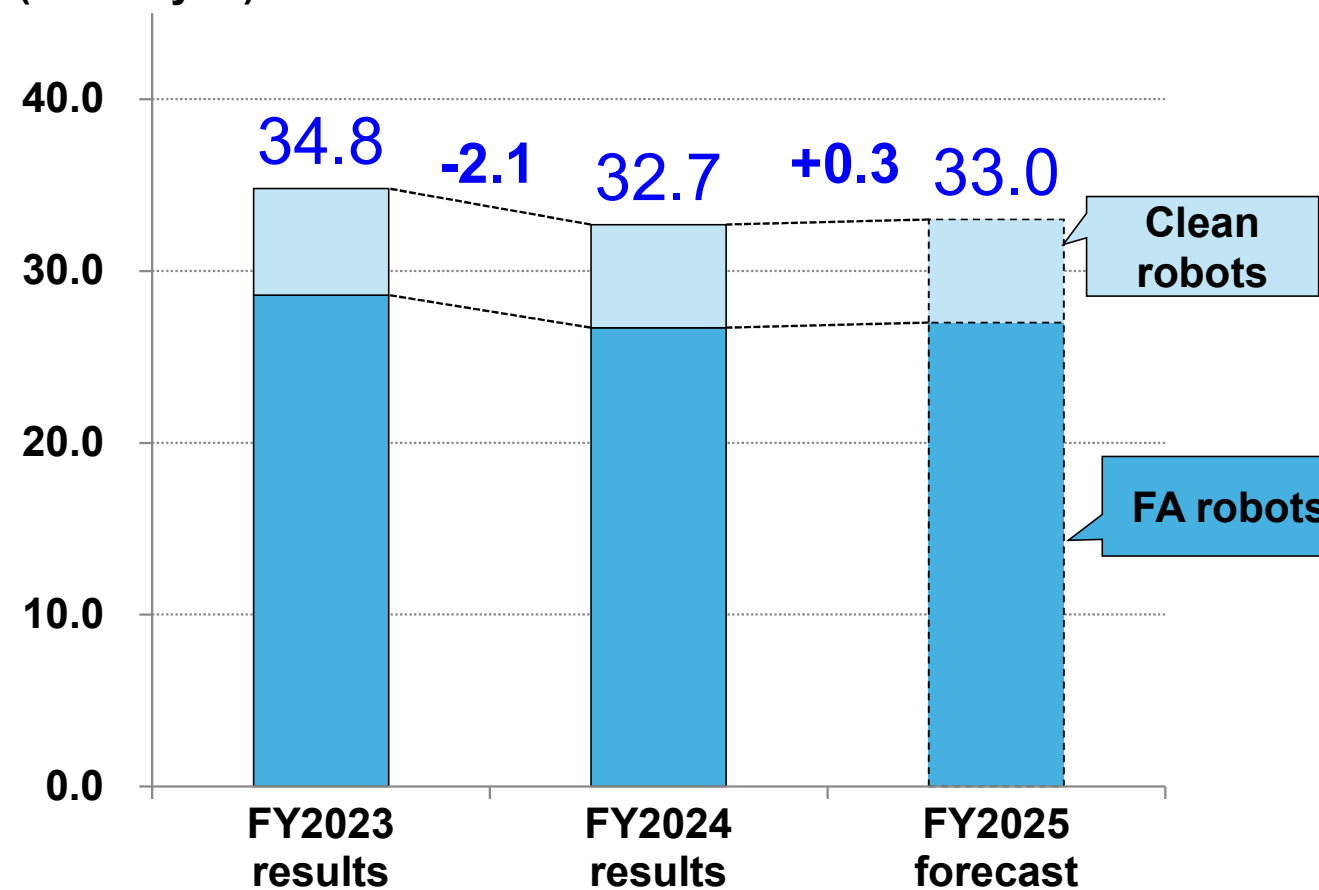
Despite a reactionary drop following increased renewal investments by power companies in the previous year, sales and profit are expected to rise due to robust renewable energy-related investments and growing renewal demand for Domestic general.



# Factory Automation Segment

## Net sales

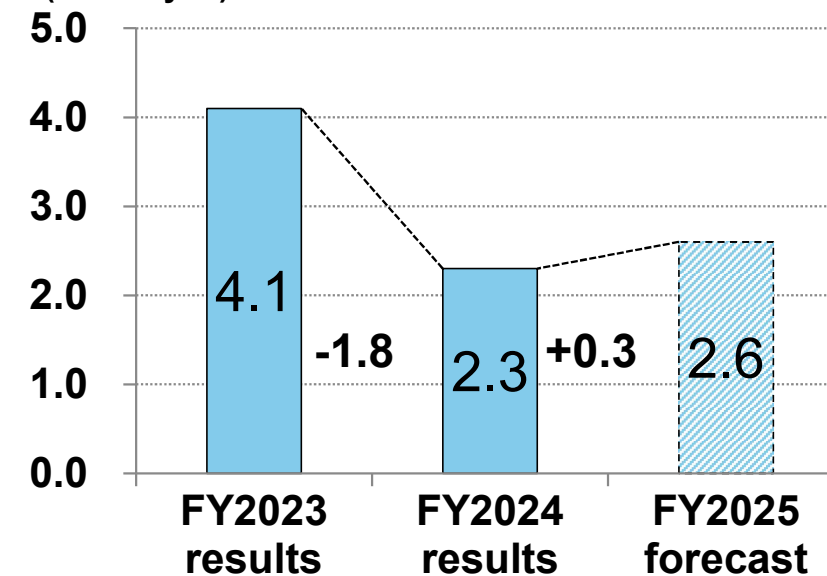
(Billion yen)



- Despite automobile-related investments in Japan tend to be postponed, sales and profit are expected to increase, driven by efforts to acquire new customers in the U.S. and Europe, as well as the effects of cost reduction measures.

## Operating profit

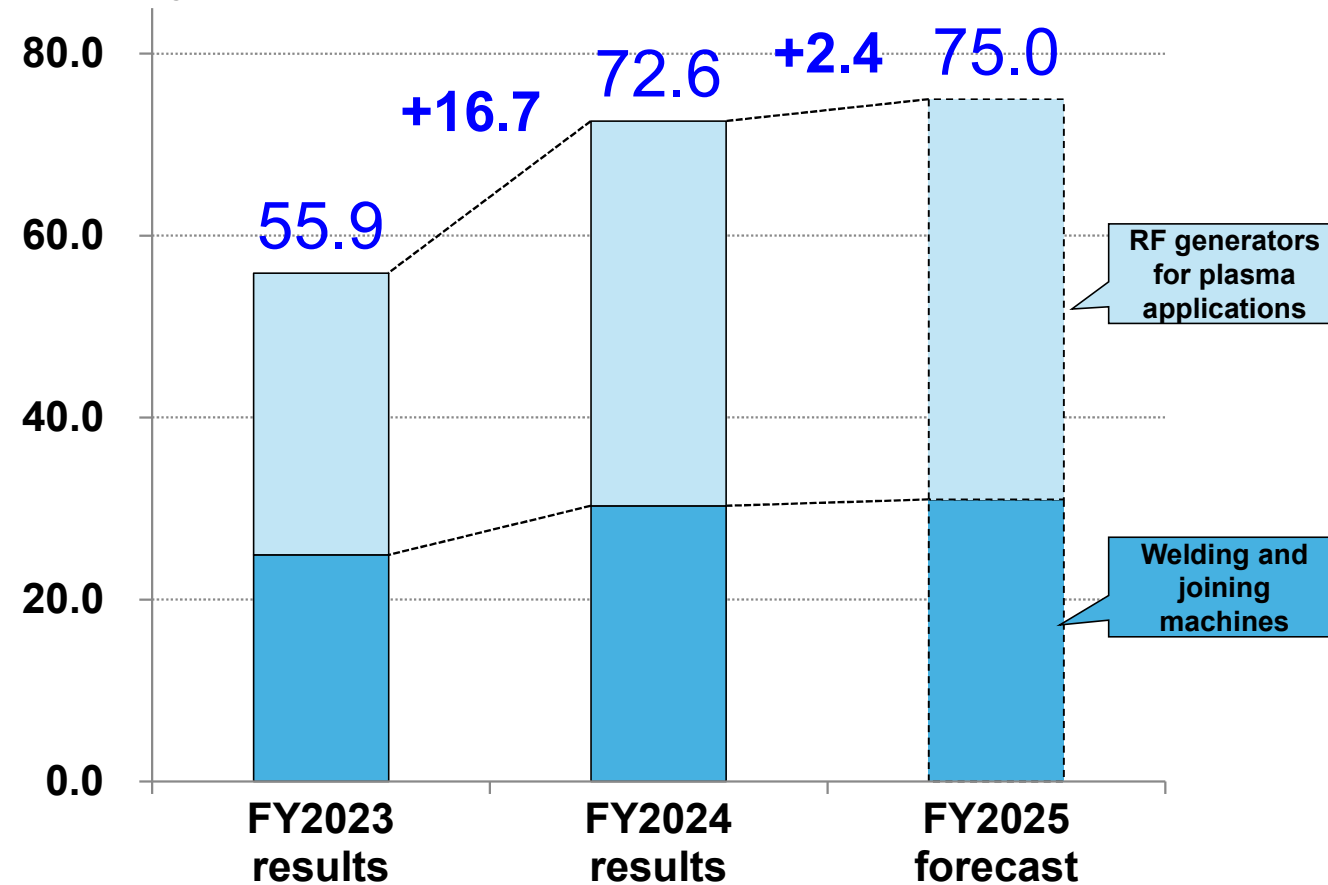
(Billion yen)



# Material Processing Segment

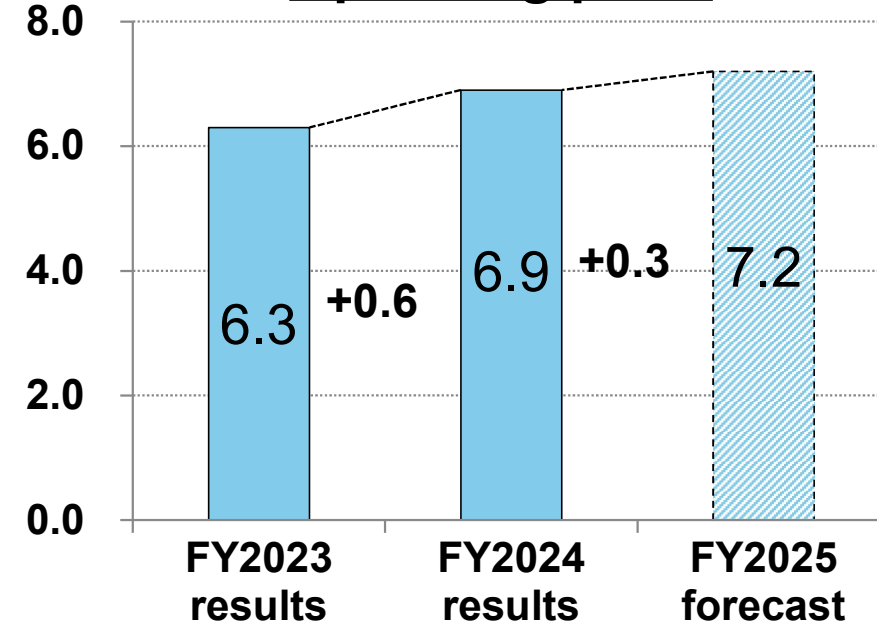
## Net sales

(Billion yen)



- Demand for RF generators for plasma applications is expected to increase due to growing semiconductor-related investments.
- Sales in welding and joining are expected to grow through synergies with Lorch.

## (Billion yen) Operating profit





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# Progress on the FY2026 Medium-Term Plan Initiatives

# Medium-Term Plan for FY2026

## Our vision

A company that actively contributes to solving social challenges in priority areas by integrating our proprietary technologies, such as power conversion technology, high-precision and high-speed control technology, and high-frequency technology with a variety of cutting-edge technologies

## Basic policies

- 1 Expand the scope of development that contributes to solving social challenges
- 2 Innovate distributor sales and expand sales in new areas
- 3 Pursue automation and build an optimal production system
- 4 Enhance human capital based on a long-term human resource development plan

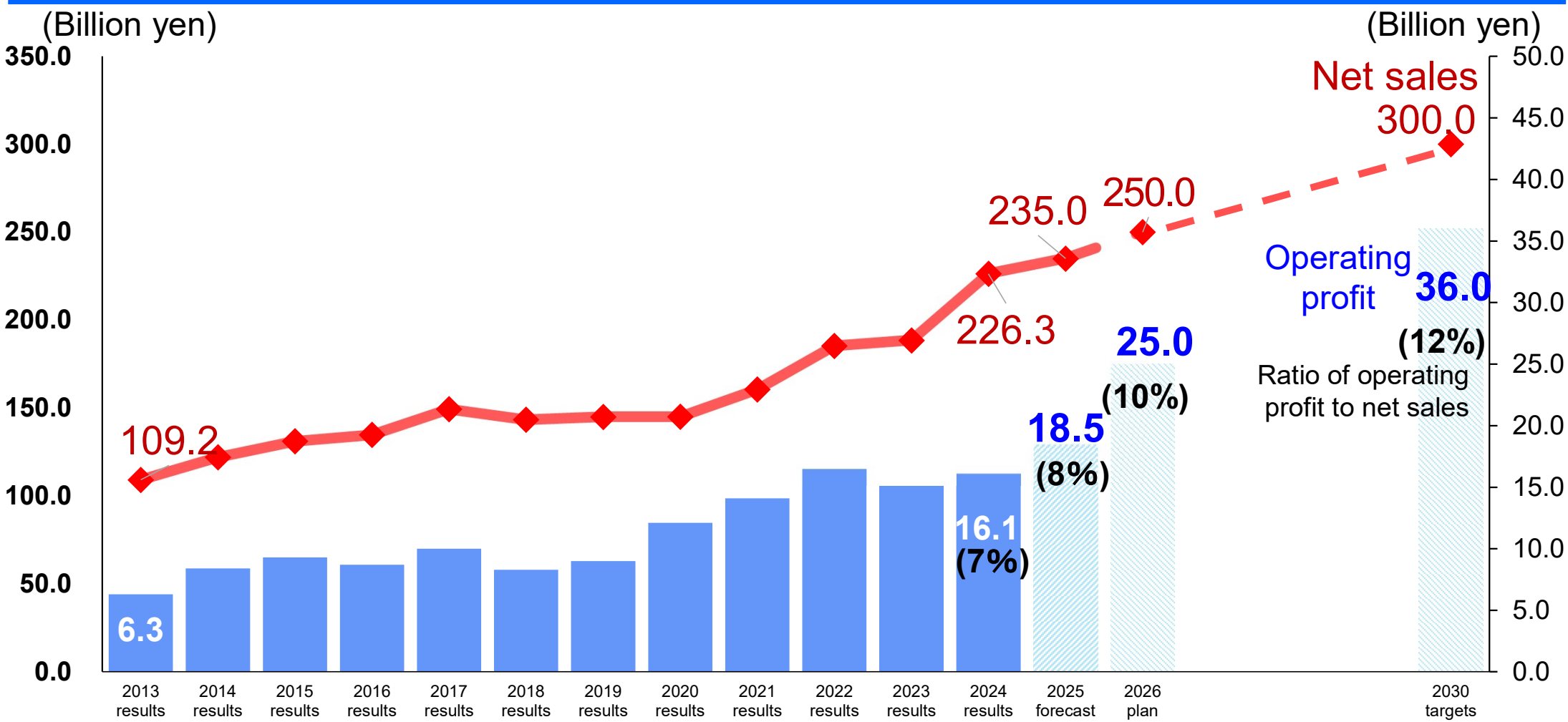
## Financial targets

	(FY2023 results)	FY2026 plan	FY2030 plan
Net sales	(188.5 billion yen)	250.0 billion yen or more	300.0 billion yen or more
Ratio of operating profit to net sales	(8.0%)	10% or more	12% or more
ROE	(13.3%)	12% or more	12% or more
Development funds ratio	(4.1%)	6% or more	6% or more
Payout ratio	(24.5%)	30% or more	30% or more

## Non-financial targets

CO<sub>2</sub> emissions (Scope 1 + 2): 46% reduction from FY2013 by FY2027  
 CO<sub>2</sub> emissions (Scope 3): 25% reduction from FY2020 by FY2030

# Medium-Term Plan Targets



# Medium-Term Plan for FY2026 Key Strategic Priorities

## Our vision

A company that actively contributes to solving social challenges

## Basic policies

Expand the scope of development that contributes to solving social challenges

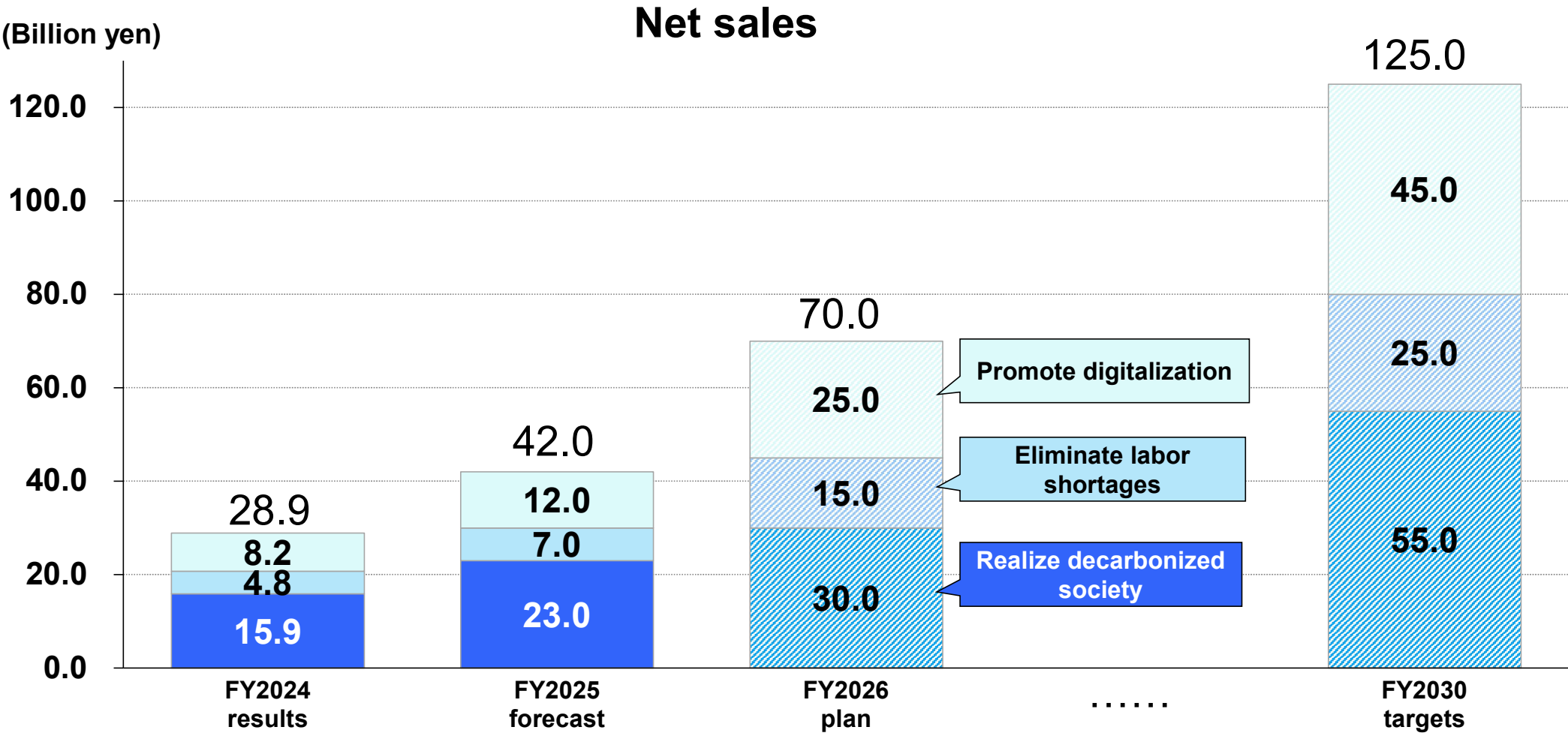
- Realize decarbonized society
- Eliminate labor shortages
- Promote digitalization

# Themes for Expanding the Scope of Development that Contributes to Solving Social Challenges

Social challenges	Main development themes	Net sales targets			...	(Billion yen)
		FY2024	FY2025	FY2026		FY2030
Realize decarbonated society	Next-generation power distribution-related equipment (DC power distribution, etc.)	15.0	23.0 (+4.0)*	30.0		55.0
	Renewable energy storage battery systems for self-consumption					
	Grid storage battery systems					
	Charging infrastructure equipment and systems					
	Power receiving systems for high-capacity users					
	Joining machines for lighter EVs					
Eliminate labor shortages	Robot systems suited to high-mix, low-volume production	6.0	7.0 (-2.0)*	15.0		25.0
	Enhance lineup of collaborative robots					
	De-skilling joining machines					
Promote digitalization	Energy-saving generators for semiconductor manufacturing equipment	9.0	12.0	25.0		45.0
	Space-saving robots for semiconductor manufacturing equipment					
	Plasma sources for chamber cleaning					
Total		30.0	42.0 (+2.0)*	70.0		125.0

\*Figures in parentheses represent comparisons with the initial plan.

# Expand the Scope of Development that Contributes to Solving Social Challenges



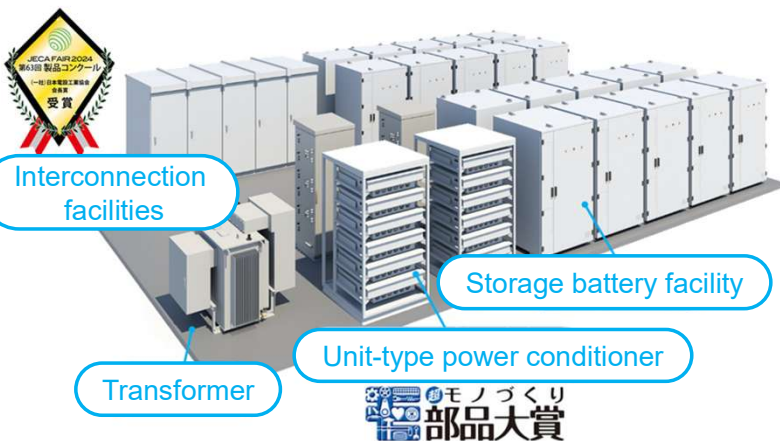
# Expand the Scope of Development that Contributes to Solving Social Challenges

## [Market Environment]

- Growing demand for grid storage batteries that can be deployed early in the supply-demand balancing market.
- Rising demand for storage battery installations, driven by output curtailment issues at solar power plants.

## [Expanded Deliveries of Grid Storage Battery]

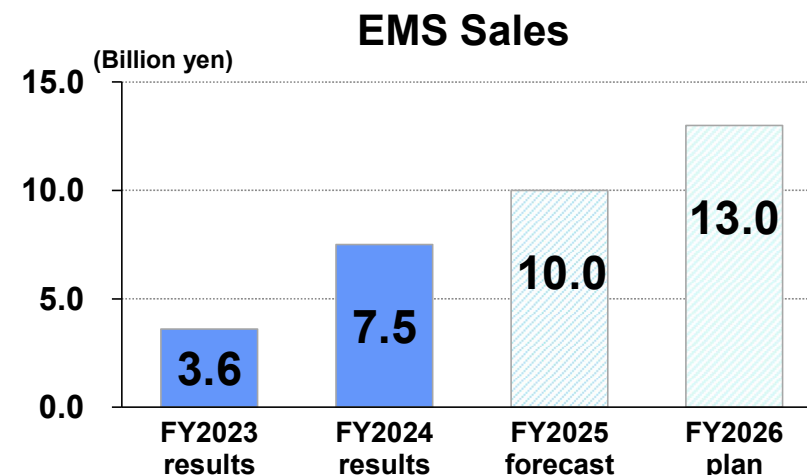
- Our storage battery systems are highly evaluated for low noise and easy installation, driving significant order and sales growth for high-voltage storage facilities.



- ✓ Can be delivered separately.
- ✓ Low-noise design helps reduce the costs of noise mitigation measures for neighboring communities.
- ✓ Obtained wide-area certification for waste processing.
- ✓ Obtained “JC-STAR\* ★1” conformance label.

High-capacity storage battery system (2MW/8MWh)

Realize decarbonated society



## Conclusion of a supply agreement for stationary batteries with CATL

(August 2025)

In order to reliably respond to the many inquiries for battery packages, we are working to ensure a **stable supply of batteries**, which are the key components.

(Contract period: August 6, 2025 to March 31, 2026)

# Expand the Scope of Development that Contributes to Solving Social Challenges

Realize decarbonated society

## Development and Start of Orders for Storage Battery Package for Disaster Prevention

### [Background of Development]

- The majority of emergency generators (approx. 200,000 units nationwide) installed under the Fire Service Act and the Building Standards Act are diesel-powered and used only in emergencies.
- Revisions to the Fire Service Act-related notice (issued July 30, 2025) permit installation of lithium-ion storage battery systems as combined regular/emergency power sources (expected to drive demand\* for the replacement of existing emergency generators). Fire service certification is planned (first in Japan).

**\*Market size: 80.0 billion yen per year** (Company estimate)

### [Features (Comparison with Emergency Generators)]

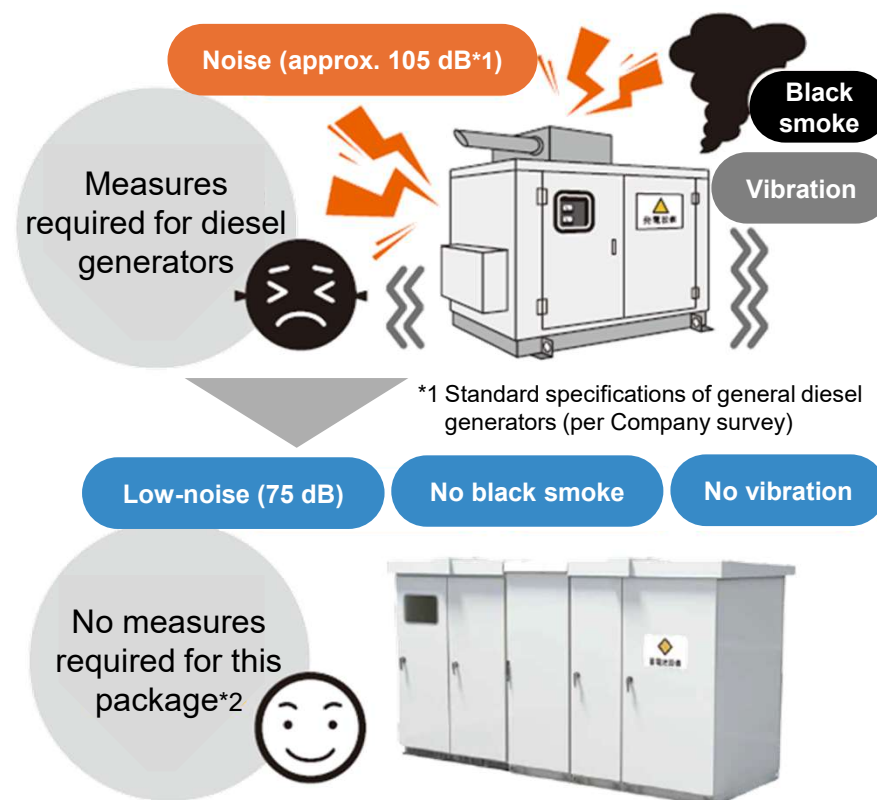
#### 1. Enhanced capital investment effects

- Reduces electricity costs through peak-shaving during normal operation.
- Reduces maintenance costs.

#### 2. Safe and secure operation

- Reduces costs and effort for noise, vibration, and black smoke countermeasures.
- Prevents unexpected startup failures and abnormal shutdowns through constant use.

(December 2025)





# Increased Demand for Power Receiving and Distribution Systems (Energy Management)

## [Market Environment]

- The expansion of power-receiving facilities and substations is anticipated due to new and expanded data centers and semiconductor plants.
- ⇒ Inquiries and orders for industrial transformers and large transformers for substations are steadily increasing, and these trends are expected to continue.

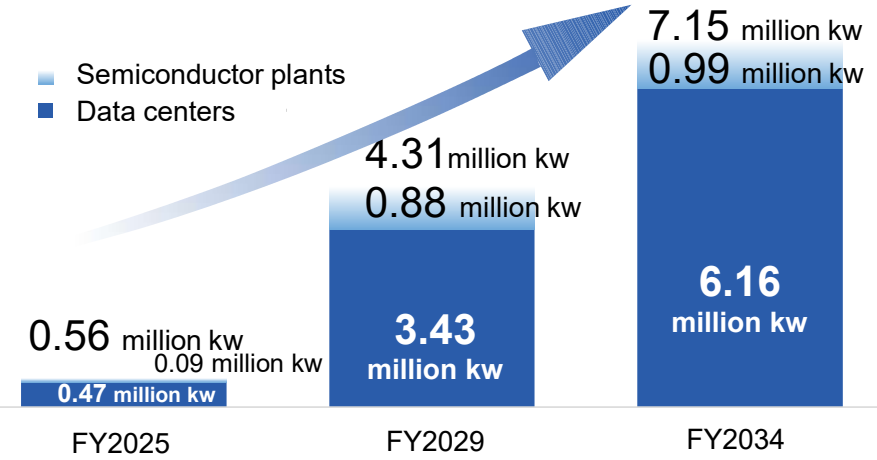
## [Production Integration of Industrial Oil-Immersed Power Transformers (SHIHEN TECHNICAL)] (Construction commenced in May 2025)

- The production of industrial oil-immersed transformers currently manufactured at DAIHEN Electric Machine Corporation (Osaka), a group subsidiary, will be integrated into SHIHEN TECHNICAL Corporation (Kagawa) to enhance production capacity and cost competitiveness.
- The former plant site of DAIHEN Electric Machine Corporation will be considered for effective utilization, including expanding production capacity for mold transformers for data centers, which are in high demand.
- Additionally, expanding sales opportunities and profitability by fully utilizing group production sites, including newly consolidated subsidiaries.



Image of the New Plant of Industrial Oil-Immersed Power Transformers (To be completed in October 2026)

Increase in maximum power demand due to new and expanded data centers and semiconductor plants\*



Increase production capacity	
Industrial oil-immersed power transformers	1.7 times previous levels
Large transformers	1.3 times previous levels (deliveries from FY2029 and onward) ⇒ further increasing production capacity

# Expand the Scope of Development that Contributes to Solving Social Challenges

Eliminate labor shortages

## [Market Environment]

- Demand for production automation remains resilient due to labor shortages and rising wages. The industrial robotics market is expected to continue expanding over the medium to long term.

## [Our initiatives]

- Expand products and solutions to widen the scope of robot applications ⇒ Expand sales globally

### Tablet TP (May 2025)

- Automatically generates program by specifying start and end points of welding operations.
- Awarded the 2025 'CHO' MONODZUKURI Innovative Parts and Components Awards, recognized for its simple operation that helps eliminate labor shortages.



Tablet TP

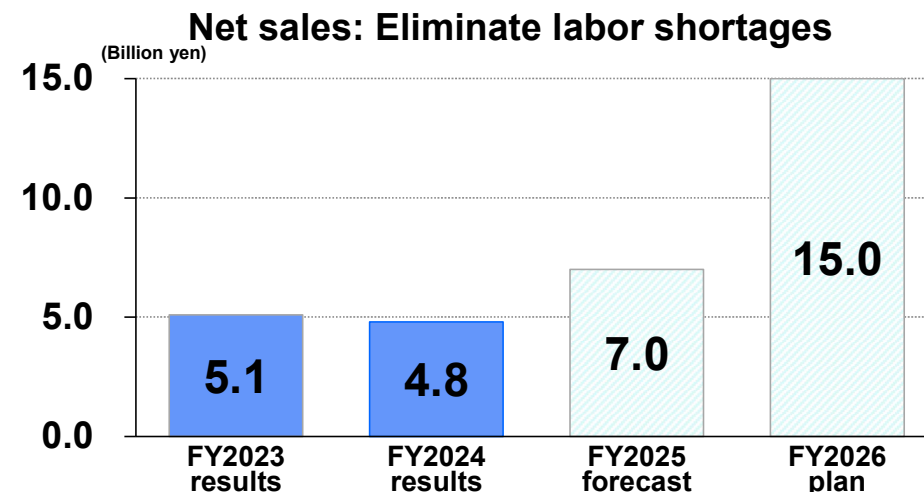
### Autonomous mobile robot

Now exhibiting at

**2025国際ロボット展**  
INTERNATIONAL ROBOT EXHIBITION 2025

- Our proprietary product that serves as both a collaborative robot and a mobile robot (utilizing a tool changer to support multiple functions).
- Automates various tasks by navigating freely throughout the factory.

⇒ Aim to expand sales in the automobile and industrial equipment sectors, mainly in Japan and Europe



モノづくり  
部品大賞



Collaborative robot



Mobile robot



Autonomous mobile robot

## Autonomous mobile robot

Eliminate labor shortages



# Market Environment for Semiconductor Manufacturing Equipment

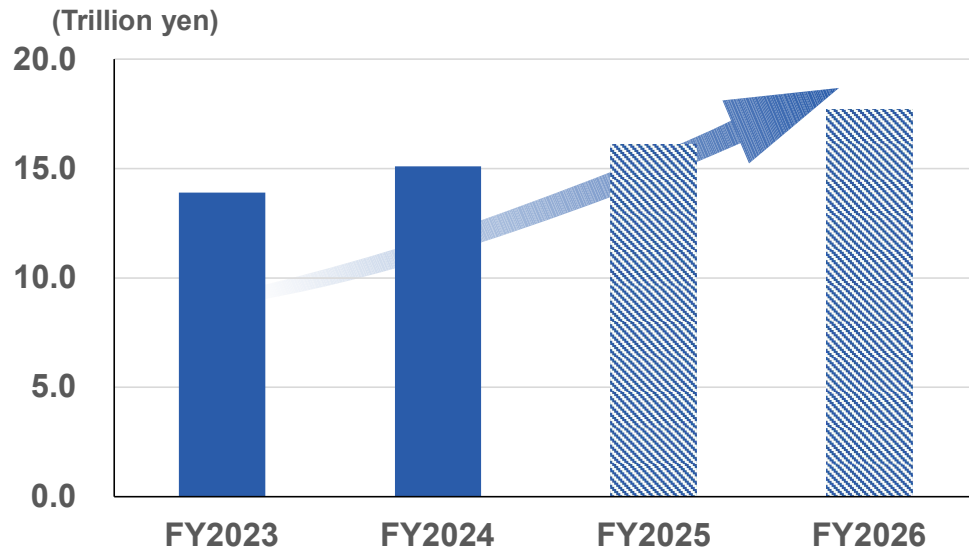
## RF generator systems

- In FY2025, investments will be led by advanced logic and memory, mainly for generative AI. Further growth is anticipated in FY2026, driven by plans for new semiconductor plant construction.

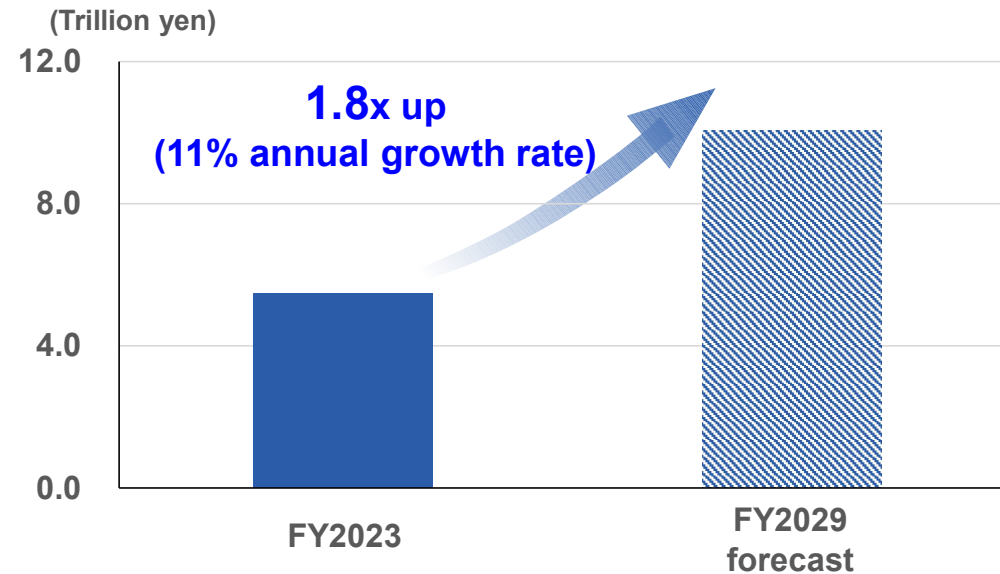
## Clean transfer robots

- The advanced packaging market—including technologies such as FOPLP, which enable high-speed and high-performance in semiconductors—is projected to reach approximately 10 trillion yen by 2029.

Front-end semiconductor manufacturing equipment market\*<sup>1</sup>



Outlook for the Advanced Packaging Market\*<sup>2</sup>



\*1: Prepared based on forecasts by SEMI (Semiconductor Equipment and Materials International); exchange rate: 145 JPY/USD

\*2: Prepared based on forecasts by Yole Intelligence; exchange rate: 145 JPY/USD



# Expand the Scope of Development that Contributes to Solving Social Challenges

## [Our initiatives]

### RF generator systems

- Deploy our proprietary high-performance power supply systems—designed to enable deep trenching and miniaturization in the etching process—for use in cutting-edge memory and logic devices
- Deliver our products to back-end semiconductor manufacturing processes, such as FOPLP\*, where the market is expected to expand

### Accelerating market launch of transport robots for advanced packaging

- In addition to semiconductor wafer transfer robots, expand our product lineup for transport applications across various processes in the advanced packaging field including FOPLP\*.
- ⇒ Expand sales to Taiwanese manufacturers with strong FOPLP-related demand, as well as domestic equipment manufacturers

### Robots for atmospheric environment (June 2025)

- Achieves low vibration, low profile, and long stroke, adaptable to a wide range of transport areas
  - Industry-leading high payload (20kg)
- ⇒ Adopted as a standard installation by major domestic manufacturers



500/600mm Panel transport

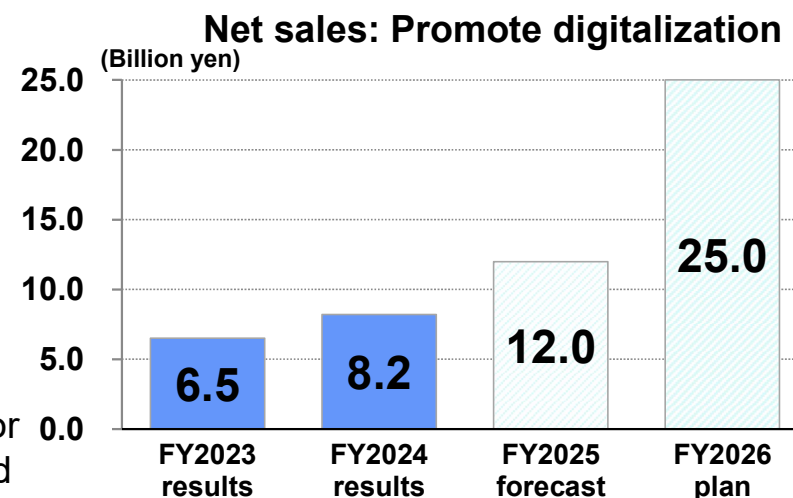
### Robots for vacuum environment (September 2025)

- High-speed, low-vibration, and high-precision transport achieved through proprietary vibration control
  - Space-saving design realized by developing a SCARA-type robot
- ⇒ Received orders from major domestic equipment manufacturers for 500/600mm transport robots



300mm Panel transport

## Promote digitalization



\*FOPLP (Fan-Out Panel Level Package): A technology that is one of the advanced packaging techniques, achieving miniaturization and high integration by forming wiring layers that connect semiconductor chips and printed circuit boards on a square-shaped substrate.

## 2 Innovate Distributor Sales and Expand Sales in New Areas

Strategy for expanding sales of standardized products

### “Welbee The Short Arc” Series, the definitive welding machine integrating features of various equipment types

**[First Series]** (Launched in FY2024)

**350A-class machine for use across diverse industries**  
(from 5 models to 1 model)

- High-end performance at reasonable prices  
⇒ Increased domestic market share (56% to 59%)
- 70% reduction in same-class inventory
- Production person-hours cut via automation by 6,000 hours per year



**[Second Series]** (To be launched in January 2026)

**High-output 500A-class machines for thick plate welding** (from 25 models to 2 models)

- Welding stabilization for large structures such as ships, steel frames, and bridges enables de-skilling  
⇒ Further increase market share
- Profitability gains from horizontally deploying production automation achieved by the first series

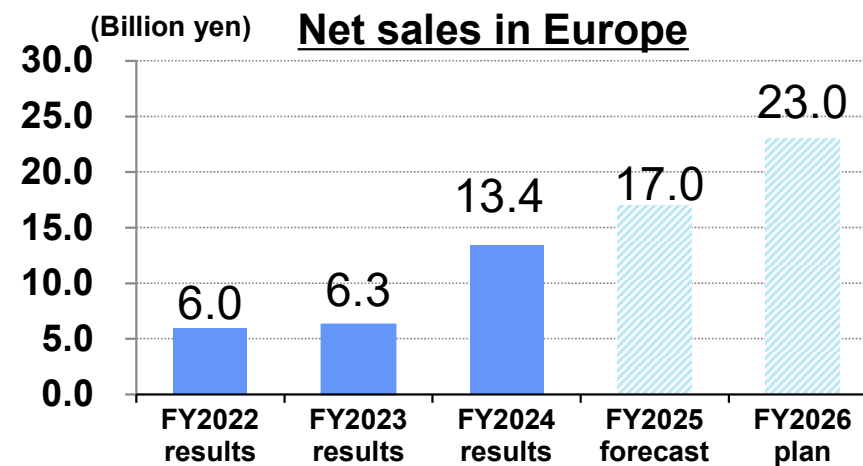


## 2 Innovate Distributor Sales and Expand Sales in New Areas

Expansion of Business  
in Europe and the U.S.

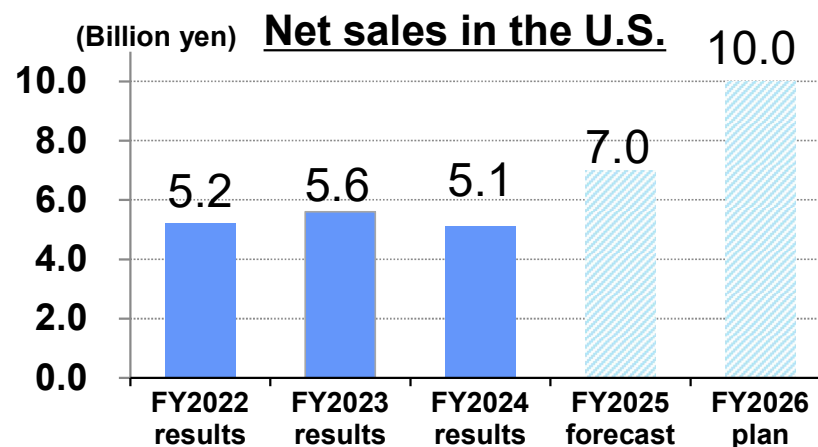
### Business in Europe

- Conducting sales activities to meet user needs by leveraging strengths of six group companies for mutual product supply to boost system proposals and cost competitiveness. Additionally, developing a system that includes education on introducing robots into Lorch's sales channels
- Aim to increase market share by expanding sales through synergies among the six group companies (establishing No. 1 position in Europe for welding peripheral systems)



### Business in the U.S.

- In FY2025, expanded sales to new customers in the U.S. Midwest, a key region for the automobile industry, by leveraging Force Design, a U.S.-based Sler acquired in the previous fiscal year
- Exploring new local sites and M&A to expand our customer base in the U.S. Southwest, a key region for the construction equipment and automobile industries



### 3 Pursue Automation and Build an Optimal Production System

[Factory where robots manufacture robots  
(Rokko Business Office)]



Robot assembly  
automation

Packaging automation

By FY2024

Automated robot production assembly processes  
⇒ **90% automation rate for assembly**

In FY2025

Automate interbay transportation, packaging, and shipping processes  
⇒ **75% automation rate for in-factory logistics**

[Fully automated factory for transformer manufacturing  
(Juso Business Office)]

- **Renewal of the pole-mounted transformer factory commencing in January 2026**



- Full automation in FY2027 (20% reduction in total costs)
- Implement the Juso Business Office as a model factory and deploy it across group companies to maximize synergy



Automation of core assembly processes  
that require a high level of skill (completed in FY2024)

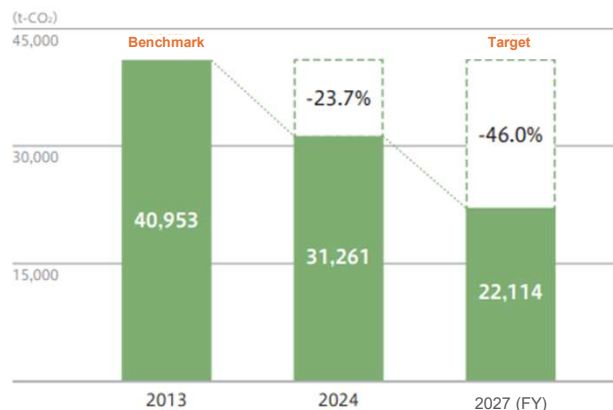


# Initiatives to Reduce CO<sub>2</sub> Emissions

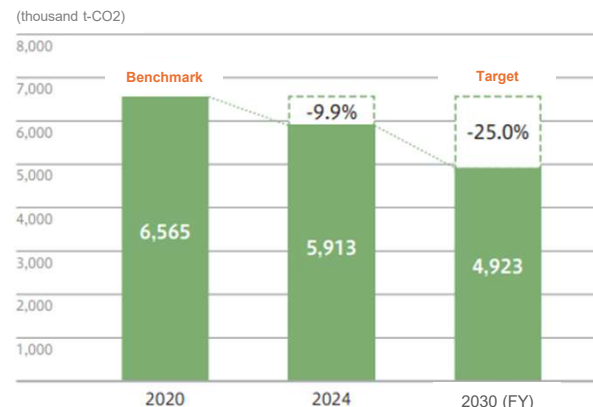
## [CO<sub>2</sub> emissions (Scope 1 + 2)]

Target: **46% reduction vs. FY2013 (FY2027 goal)**

- Achieved 23.7% reduction by installing solar power generation facilities at key sites and by energy-saving initiatives across our business.
- Planning 100% renewable energy operation at the Rokko Business Office and Juso Business Office, including inter-site power sharing.



Scope of calculation:  
Consolidated companies excluding Lorch Schweißtechnik GmbH



Scope of calculation:  
Eleven domestic business offices and plants (Juso Business Office, Rokko Business Office, Mie Business Office, Chitose Plant, Kanehira Plant, Tottori Plant, Oita Plant, Matsudo Plant, Eniwa Plant, Hirosaki Plant, and Kagawa Plant)

## [CO<sub>2</sub> emissions (Scope 3)]

Target: **25% reduction vs. FY2020 (FY2030 goal)**

- Gradually introducing power sharing not only within our sites but also with suppliers.



Aiming to establish a new business model through our own initiatives.



# Summary of FY2026 Financial Plan, Market Environment, and Our Initiatives

	FY2023 results	FY2024 results	FY2025 forecast	Changes from FY2025	(Billion yen) FY2026 plan
Net sales	188.5	226.3	235.0	— +15.0 →	250.0
Ratio of operating profit to net sales	8.0%	7.1%	7.9%	— +2.1P →	10% or more
ROE	13.3%	8.8%	9.8%	— +2.2P →	12% or more

## [Market environment and our initiatives]

- Further expansion of investments in renewable energy and data centers  
⇒ Increase business opportunities and improve profitability through investments in production automation and increased production capacity  
Improve profitability of newly consolidated subsidiaries
  - Recovery in semiconductor-related investments  
⇒ Improve profitability through full-scale operation of the new RF generator plant and cost reductions in advanced products
  - Expansion of robot market  
⇒ Increase market share by expanding our customer base, and increase profitability through fully automated production
- Market environment remains generally favorable.
  - Achieve performance targets by increasing profitability through the completion of medium-term plans.

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# Capital Policy and Cash Flow

# Returns to Stakeholders

## Balanced Return of Profit in Line with Targeted “Returns”

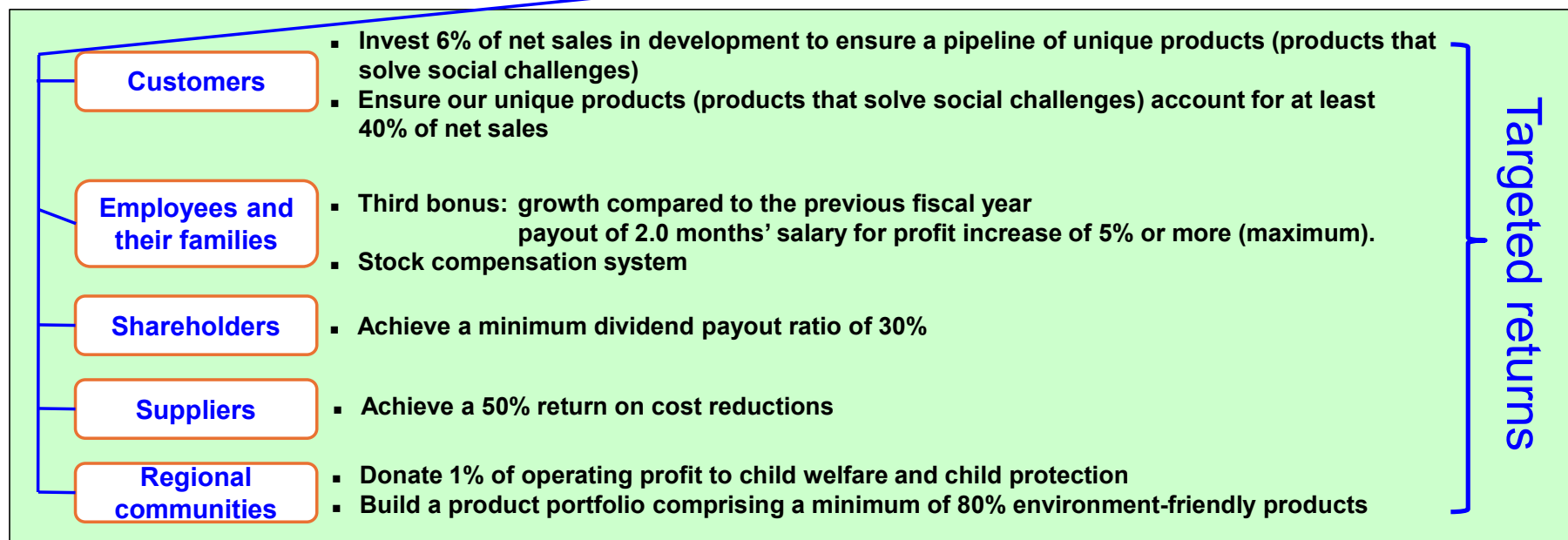
	FY2023 results	FY2024 results	FY2025 forecast
Net sales	188.5 billion yen	226.3 billion yen	235.0 billion yen
Ratio of operating profit to net sales	8.0% (15.1 billion yen)	7.1% (16.1 billion yen)	7.9% (18.5 billion yen)
ROE	13.3%*	8.8%	9.8%

FY2026 plan
250.0 billion yen or more
10% or more (25.0 billion yen or more)
12% or more

\*ROE excluding gain on bargain purchase, etc.: 9.2%

### DAIHEN Group's Goal

**Achieving “simultaneous contentment for all,”** which was said in 1985 by Keijiro Kobayashi, the 5th President



# Capital Policy and Cash Flow

## Basic policy on capital policy

- ◆ Continue to pursue balanced return of profit to stakeholders in line with Targeted “Returns” and proactive investments  
⇒ Achieving both a robust equity base (target equity ratio: 50%) and **improved capital efficiency (Medium-Term ROE target: 12% or higher)**
- ◆ Under the current medium-term plan, generate operating cash flow exceeding investment levels by curbing the increase in working capital

## Cash allocation (3-year cumulative)

### Current Medium-Term Plan

#### <Inflow>

Operating CF  
65.0  
billion yen

Reduction of strategic shareholdings

#### <Outflow>

(1) M&A investments  
10.0 billion yen

(2) Growth investments  
20.0 billion yen

(3) Ordinary investments  
20.0 billion yen

(4) Shareholder return  
13.0 billion yen  
Debt repayments  
2.0 billion yen

Enhancing shareholder returns and growth investments

- Acquiring new customers for existing businesses, expanding peripheral businesses, capital participation in partner companies, etc.

- Automation
- R&D Center
- Renewable energy utilization
- Employee welfare facilities etc.

- Renewal investments within depreciation expenses

- Dividend payout ratio of 30% or higher

- Proceeds from the reduction of strategic shareholdings will be allocated to shareholder returns and growth investments ⇒ improve ROE

- Stakeholder returns within the scope of operating CF

Invest in development to ensure a continuous pipeline of unique products

Provide a third bonus to employees

Donate 1% of profit to local communities for social welfare purpose

## FY2025 2Q results

<Inflow> 9.0 billion yen

(1) Operating CF 4.2 billion yen  
(2) Sale of investment securities 0.5 billion yen  
(3) Net increase (decrease) in borrowings, etc. 4.3 billion yen

<Outflow> 8.7 billion yen

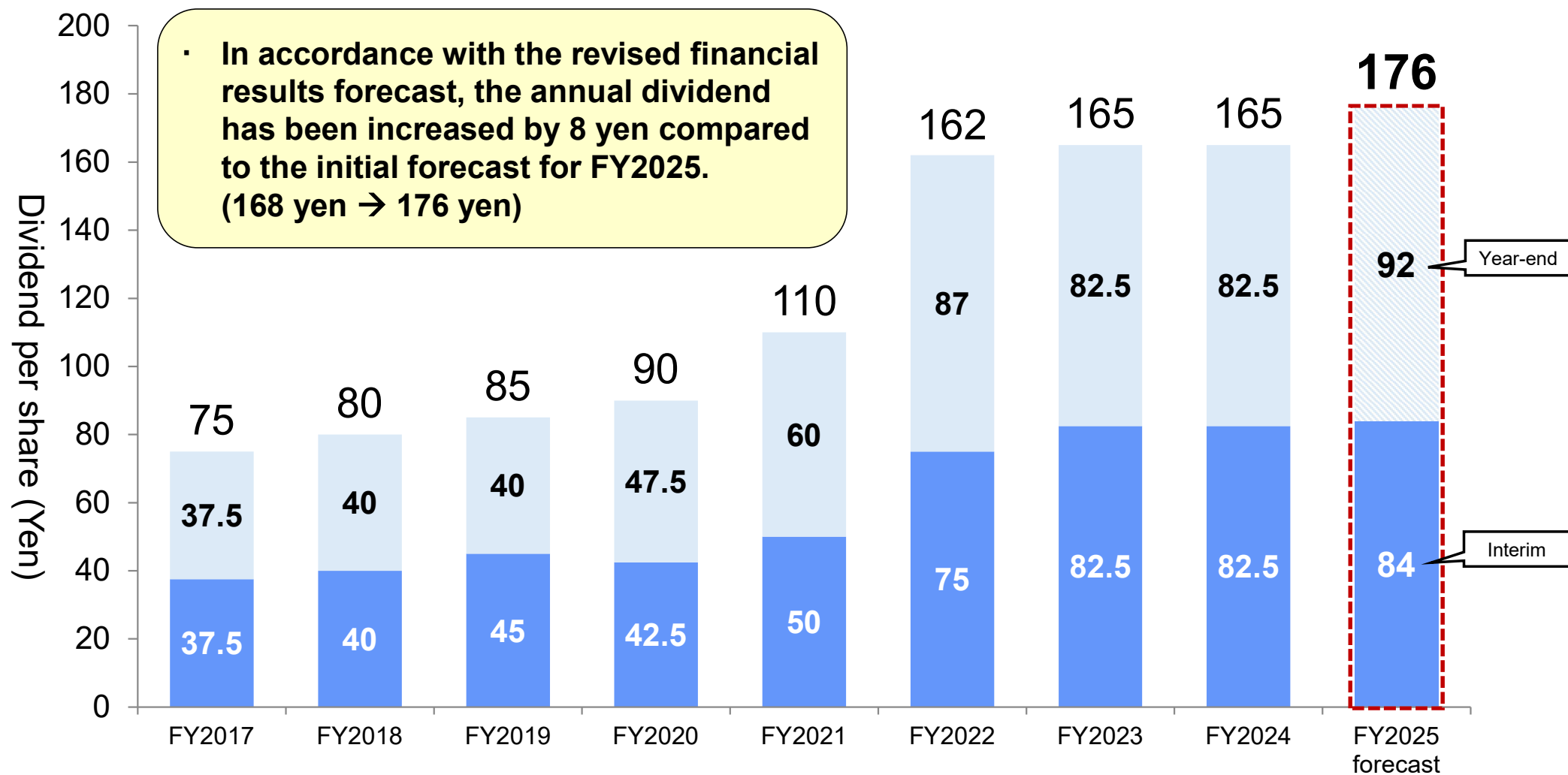
(1) Purchase of non-current assets\* 6.7 billion yen  
(2) Shareholder return (Dividends paid) 2.0 billion yen

\*Payment basis

### <Initiatives for the second half of FY2025>

- Reduction of strategic shareholdings (Ongoing)
  - Secondary offering to individual shareholders (Completed)
- ⇒ Enhancing capital efficiency and share liquidity

# Dividends



# Note on Forward-Looking Statements

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- These materials contain forward-looking statements, including the outlook and expectations of the Company (including its consolidated subsidiaries).  
These statements are grounded in judgements and assumptions based on the information currently available to the Company. Actual financial results in the future may differ significantly due to uncertainties inherent in the judgements and assumptions, as well as changes in business operations or external and internal conditions.
- There are numerous factors that involve the above-mentioned uncertainties and potential changes, including the following:
  - Changes in economic conditions, demand, and market environment in key markets
  - Political developments and various trade or regulatory policies in key markets
  - Fluctuations in foreign exchange markets
  - Fluctuations in raw material prices
  - Business development by competitors such as product/service strategies, pricing policies, and M&A activities
  - Strategic changes by partners related to our business alliances