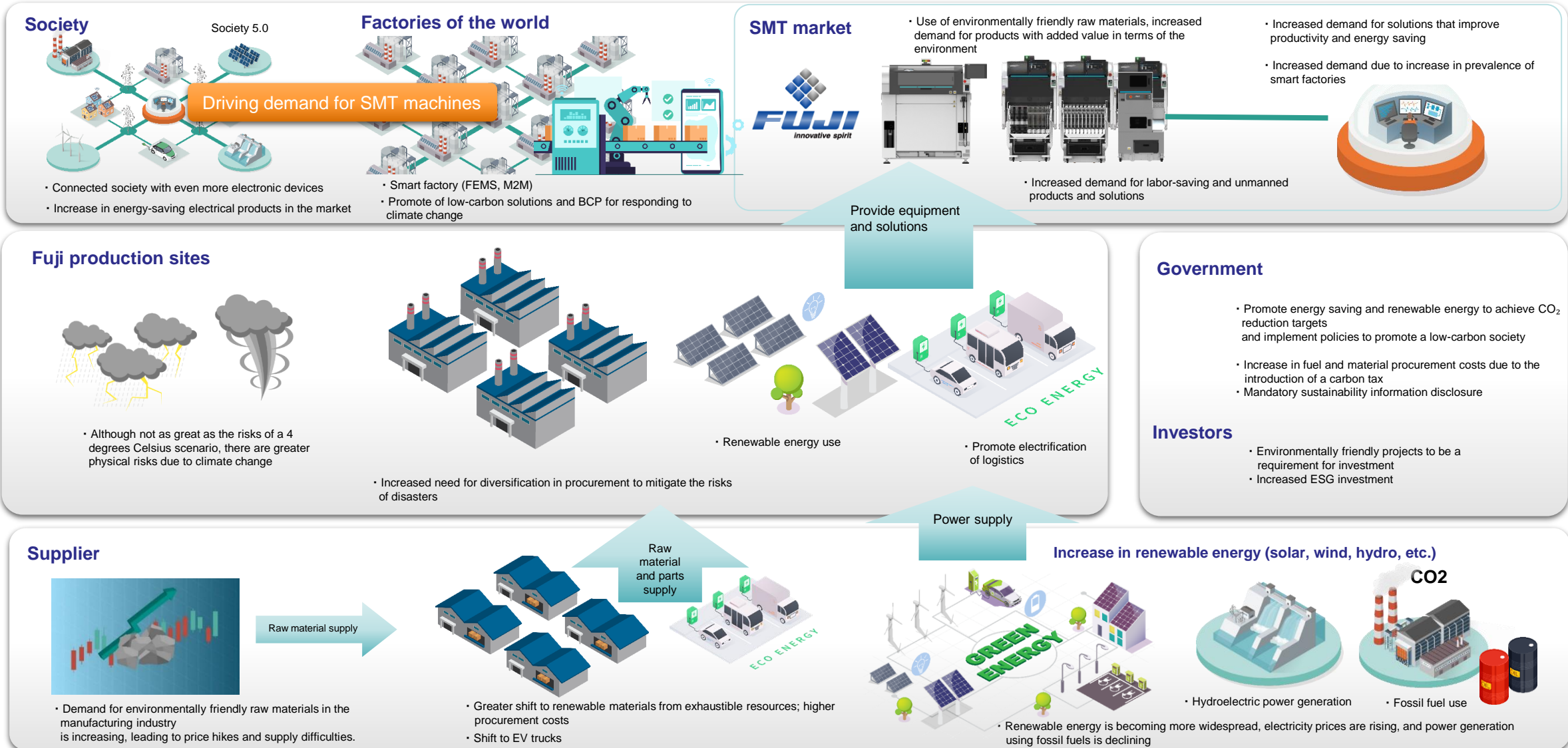


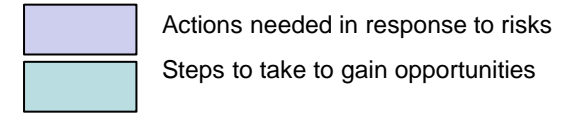
Society in the future under the 1.5 degrees Celsius scenario



Five forces analysis of 1.5 degrees Celsius scenario

Growing demand for electronic equipment, factory automation equipment, EVs, and semiconductors in a world that also demands energy saving and low carbon emissions

The world of the 2030s under a 1.5 degrees Celsius increase



SMT pick and place machine related industries

Seller (parts and raw materials)

- Increased procurement costs due to environmental regulations
- Low-carbon technology will increase demand for related raw materials, leading to price hikes and supply difficulties.
- Greater shift to renewable materials (green materials)
- Increased need for diversification in procurement to mitigate the risks of disasters caused by climate change

- Cooperation and collaboration with suppliers to investigate using new materials and construction methods
- Investigate diversification in procurement
- Strengthening of cooperation with suppliers of renewable materials

Seller (energy)

- Rising electricity costs due to higher ratios of renewable energy sources in the power supply
- Increase investment in renewable energy

New entrant to industry

- No particular impact from climate change

- Strengthening of cooperation (Alliances, M&A)

Industry

- Increased use of renewable energy
- Increased procurement costs due to higher raw material costs
- Environmental considerations (low-carbon robots, energy-efficient technology, lightweight) designs are essential
- R&D strengthening for smart factories

- Shift to low-carbon products and factories

- R&D strengthening for smart factories

Replacement part

- No particular impact from climate change

Buyer (customer)

- Increased demand for electronic equipment to realize a connected society, leading to increased demand for SMT pick and place machines.
- Increased capital investment due to increased demand for solutions and electrical products that enhance productivity and energy-saving performance
- Increased demand for use of environmentally friendly raw materials and products with high added value in terms of the environment
- Automation and remote operation is progressing in various fields due to labor-saving efforts in response to more frequent extreme weather events and infectious diseases

- Development and sales of products that meet the low-carbon needs of customers
- Establish products and services that are suited to automation and optimization initiatives in factories
- Promoting LCA compliance for major products and disclosure of carbon footprint

Government and regulations

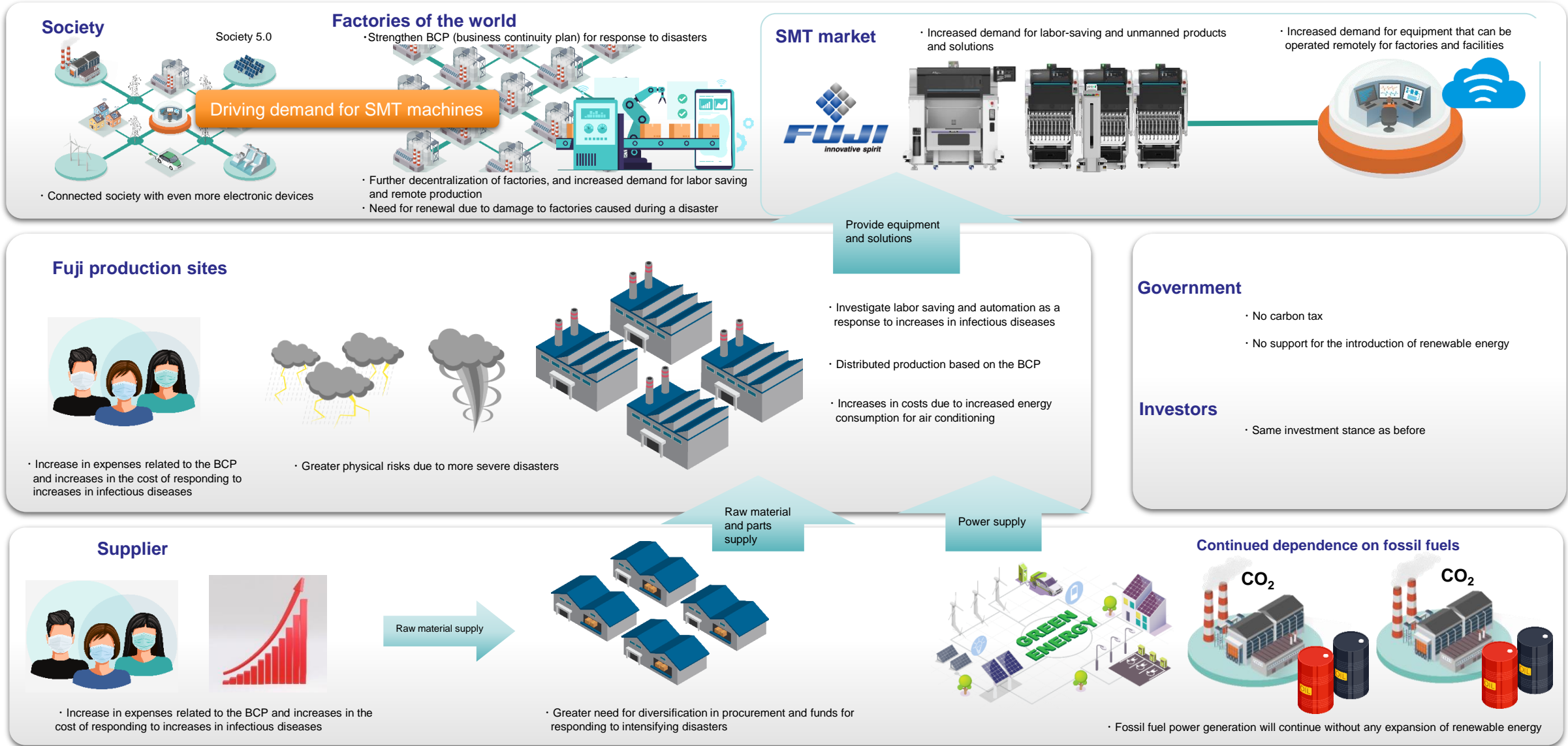
- Introduction of carbon tax and regulation of CO₂ emissions
- To achieve the CO₂ reduction target, promote energy saving and renewable energy, implement low-carbon policies, and also enhance subsidies.
- Eliminate subsidies for fossil fuels
- Promote policies to popularize EVs
- Mandatory sustainability information disclosure

- Prompt access to policy and regulation information
- Subsidy assurance

Investors

- Environmentally friendly projects as a requirement to investment
- Increased ESG investment

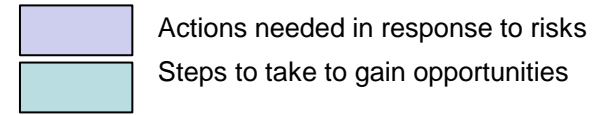
Society in the future under the 4 degrees Celsius scenario



Five forces analysis of 4 degrees Celsius scenario

Physical risks increase as the trend toward low-carbon solutions weakens and warming continues

The world of the 2030s under a 4 degrees Celsius increase



SMT pick and place machine related industries

Seller (parts and raw materials)

- No environmental regulations are being introduced, and there is no significant change in the cost of procuring raw materials
- The shift toward renewable materials is not progressing
- Physical risks emerge for some factories and resource suppliers

- Establish a risk-resistant procurement system
- Implement BCP measures that include the supply chain

New entrant to industry

- No particular impact from climate change

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Industry

- Implementation of conventional renewable energy and energy saving measures
- Increased risk of downtime at production lines and disruptions to logistics due to severe disasters
- Increased expenses for BCP measures

- Establish a flexible production system that can respond to demand

Buyer (customer)

- Increased demand for electronic equipment to realize a connected society, leading to increased demand for SMT pick and place machines
- As a measure under the BCP, the decentralization of production sites is progressing, and demand for SMT pick and place machines is increasing
- Need for renewal due to damage to factories caused during a disaster
- Automation and remote operation is progressing in various fields due to labor-saving efforts in response to more frequent extreme weather events and infectious diseases

- Establish products and services that are suited to automation and optimization initiatives in factories

Seller (energy)

- No change in electricity prices due to no progress in switching to renewable energy

- Optimization of conventional electricity supplies and investment in renewable energy

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Replacement part

- No particular impact from climate change

Government

- The trend toward low-carbon solutions is weakening, and carbon taxes and other regulations are not progressing
- No support is provided for renewable energy
- No support is provided for the introduction of green products such as EVs, relying on the market instead

- Prompt access to policy information

Investors

- Same investment stance as before