



3Q 5/2024

Financial Results Presentation

12th April 2024

Code:7725

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- The information contained in this document includes forecasts of future business performance etc. These forecasts were determined by the Group based on information available at the time of publication, and contain a number of potential risks and uncertainties.
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Agenda

1. **Summary of Financial Results**
2. **Progress Updates by Division**
 - IoT Related Business (Image Sensor Inspection Business)
 - Laser Business
 - AI Image Processing Equipment Business
 - Vibration Solutions Business

-Appendix-

- Our Manager of Business Administration (Corporate Executive Headquarters, President's Office), Takenori Yoshizawa, will speak on the first point – Summary of Financial Results.
- Our CEO and President, Nobuo Kiji, will speak on the second point – Progress Updates by Division.

Summary of Financial Results

- To begin, we will outline the Group's 1-3Q cumulative earnings.

3Q (3 Month Period)

KEY POINTS

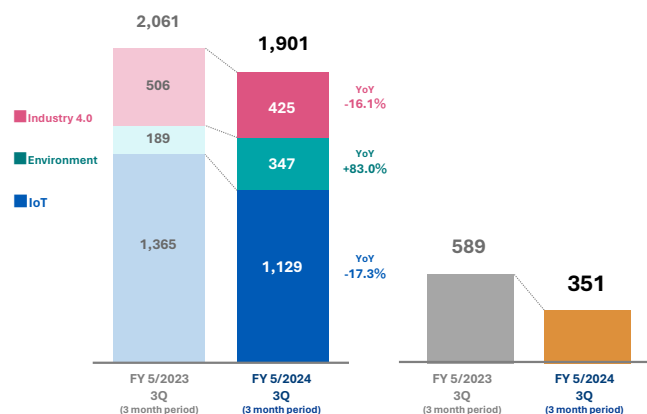
- Consolidated sales and OP for the isolated 3Q declined YoY, largely due to weakness in the IoT related business and Promotion of Industry 4.0 business.
- **IoT related business:** Although we have begun domestic sales of our new illuminator model, sales of high margin image sensor inspection use illuminators for our major overseas customer were weak.
- **Environmental Energy related business:** Exhaust gas treatment system and maintenance sales remained strong.
- **Promotion of Industry 4.0 business:** Precision vibration isolation system sales were strong, but gear testing system sales were weak. Several of our new businesses incurred temporary R&D costs.

(Million Yen)

Sales

Operating Profit

Changes in Major Management Indicators



(Million Yen)	3Q 5/23 (3 month period)	3Q 5/24 (3 month period)	YoY Growth (%)
Sales	2,061	1,901	-7.8
OP	589	351	-40.3
RP	590	378	-36.0
NP	382	279	-26.8
EPS	¥35.05	¥25.68	-

- In the standalone 3Q, we recorded ¥1.90bn sales, ¥351m OP, ¥378m RP, and ¥279m NP, with ¥25.68 EPS.
- Sales declined -7.8% year on year, and OP declined -40.3% year on year.
- There were two major reasons behind the decline in sales and OP.
- The first was the sales mix in the IoT related business: sales and OP fell year on year after high margin overseas products commanded a smaller proportion of overall sales versus domestic product sales.
- The second was slow sales of gear testing systems and an increase in one-off R&D costs for new businesses in the Promotion of Industry 4.0 business.

3Q (Cumulative)

KEY POINTS

- As with the isolated 3Q, 1-3Q cumulative sales and OP declined YoY.

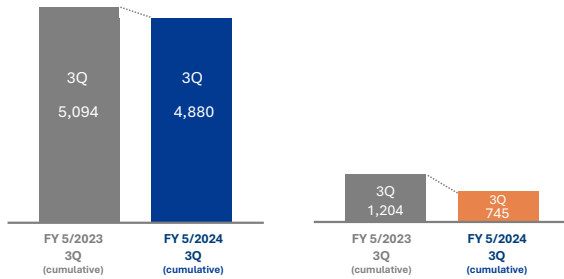
(Million Yen)

Sales

Operating Profit

Changes in Major Management Indicators

1-3Q sales and OP declined YoY



(Million Yen)	3Q 5/23 (cumulative)	3Q 5/24 (cumulative)	YoY Growth (%)
Sales	5,094	4,880	-4.2
OP	1,204	745	-38.1
RP	1,251	817	-34.7
NP	811	549	-32.3
EPS	¥74.50	¥50.54	-

- In the cumulative 1-3Q, we recorded ¥4.88bn sales, ¥745m OP, ¥817m RP, and ¥549m NP, with ¥50.54 EPS.
- Sales declined -4.2% year on year, and OP declined -38.1% year on year.
- The reasons for the decline were the same as for the standalone 3Q.

Full Year Forecast (YoY Comparison)

KEY POINTS

- In the isolated 4Q, we anticipate strong sales, particularly of image sensor inspection products in the IoT related business.
- We expect YoY growth for consolidated sales, OP, RP, and NP, with the IoT related business as a core driver.
- **We expect sales to finish at the second-highest level on record.**

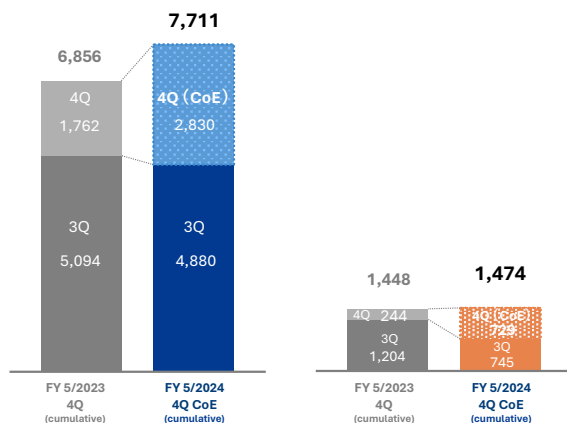
(Million Yen)

Sales

Operating Profit

Changes in Major Management Indicators

We expect sales and OP to begin growing YoY in the 4Q



(Million Yen)	4Q 5/23 (cumulative)	4Q 5/24 (cumulative)	YoY Growth (%)
Sales	6,856	7,711	12.5
OP	1,448	1,474	1.8
RP	1,503	1,521	1.2
NP	981	1,022	4.2
EPS	¥90.12	¥94.04	-

- Our full year earnings forecast is for ¥7.71bn sales, ¥1.47bn OP, ¥1.52bn RP, and ¥1.0bn NP, with ¥94.04 EPS.
- We anticipate year on year growth in both sales and OP (+12.5% for sales and +1.8% for OP).
- The major reason behind the sales and OP growth is that we expect sales to be particularly robust for image sensor inspection products in the IoT related business.
- We expect sales to finish at the second-highest level on record.

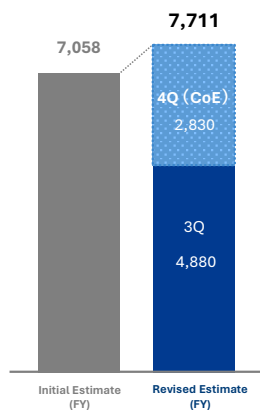
Upward Revision to the Results Forecast (Versus Original CoE)

KEY POINTS

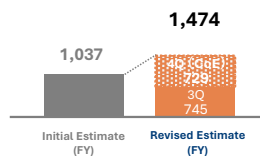
- We now expect sales volumes for image sensor inspection related products to exceed initial expectations, largely due to strong capex demand from our main domestic customer in the IoT related business.
- As a result, we have raised our forecasts for consolidated sales, OP, RP, and NP from our initial estimate.

(Million Yen)

Sales



Operating Profit

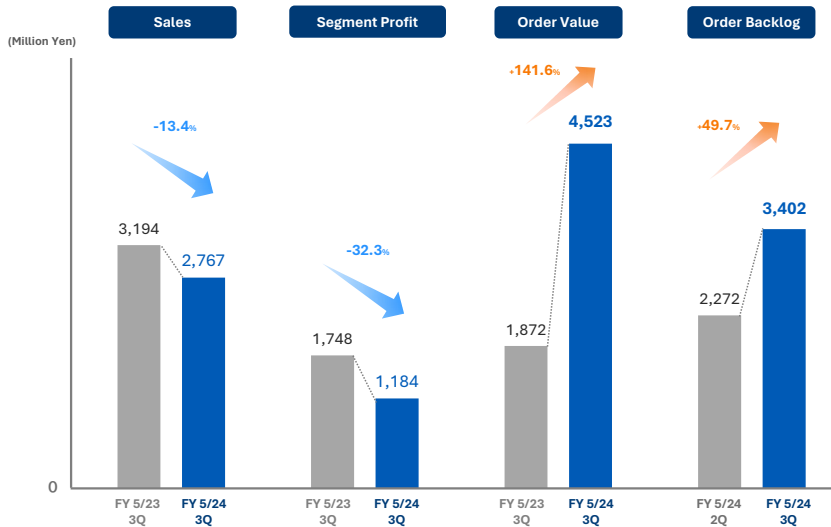


Changes in Major Management Indicators

(Million Yen)	Initial FY Estimate	Revised FY Estimate	YoY Growth (%)
Sales	7,058	7,711	9.3
OP	1,037	1,474	42.2
RP	1,025	1,521	48.3
NP	655	1,022	56.0
EPS	¥60.28	¥94.04	-

- We have revised up our full year earnings outlook due mainly to strong capex demand from our major domestic customer in the IoT related business, implying stronger image sensor inspection product sales than initially forecast.
- Our full year earnings estimate is for ¥7.71bn sales, ¥1.47bn OP, ¥1.52bn RP, and ¥1.0bn NP, with ¥94.04 EPS.
- The revised full year estimate includes higher sales and OP than the initial estimate.
- The major reason behind the improved sales and OP outlook is that we expect stronger image sensor inspection product sales in the IoT related business than initially forecast.

Sales and OP declined, but order value increased, largely due to robust capex from our main domestic customer



➤ Order value increased due to robust capex, largely at our main domestic customer. This is likely because of its ongoing efforts to boost production capacity and utilization.

➤ In particular, demand for Pupil Lens Modules® and our new line of illuminators increased.

➤ We received 2 large scale orders (¥1,828 million) in the 3Q 5/24. We expect approx. ¥294 million to be included in 4Q sales.

➤ We still lack visibility on the capex situation at our major overseas customer. Although we expected gradual recovery in the smartphone and mobile device image sensor markets to begin in 2024 after recent years of negative growth, the company remains cautious on new investment.

Additionally

➤ We have seen new demand for illuminator modification projects as we create added value for our image sensors. A number of projects are in the works.

➤ Overseas feedback for our Pupil Lens Modules® was positive. We will continue sales efforts with an eye to installing mass-produced models.

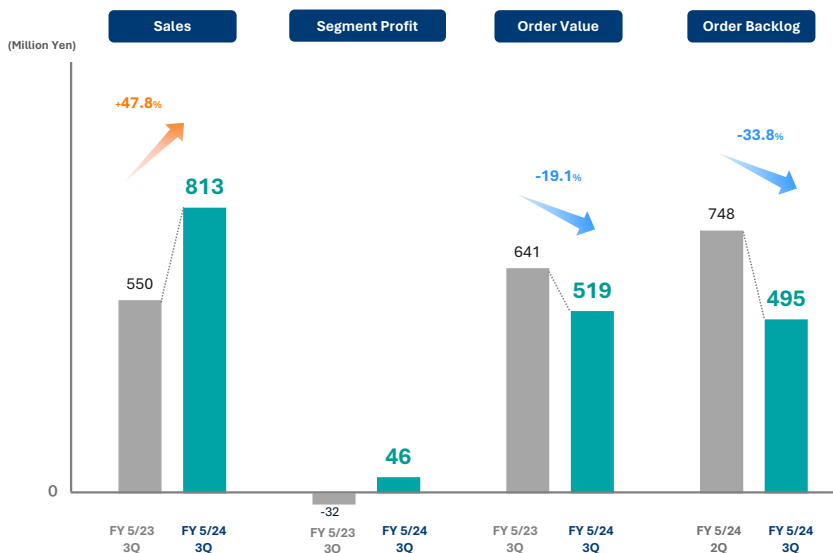
- Customer capex in the IoT related business (main products: image sensor inspection use illuminators and the Pupil Lens Module®) was sluggish at our major overseas customer but strong at our major domestic customer.
- We received large orders amounting to ¥1.83bn in the 3Q, mostly for our new illuminator mode and the Pupil Lens Module®.

Environmental Energy Related Business

Environmental Energy
Related Business



Sales and OP increased due to strong demand,
largely for exhaust gas treatment systems



➤ Sales of drying deodorizer equipment were strong.
➤ Exhaust gas treatment system equipment and high margin maintenance project sales were robust.
➤ Due to energy price hikes, we have seen demand for energy-saving construction projects.

➤ Cost increases and delivery delays for some components continued due to socioeconomic instability and parts shortages, with delivery times for electronic devices particularly affected.

Additionally

➤ We have installed the prototype of our new AE sensor (failure prediction) at customers. We plan to gather more operational data, conduct further improvement work, and officially launch it by the end of 2024.
➤ We expect AE sensor installation to lead to an improvement in the efficiency of our maintenance operations and a reduction in costs.

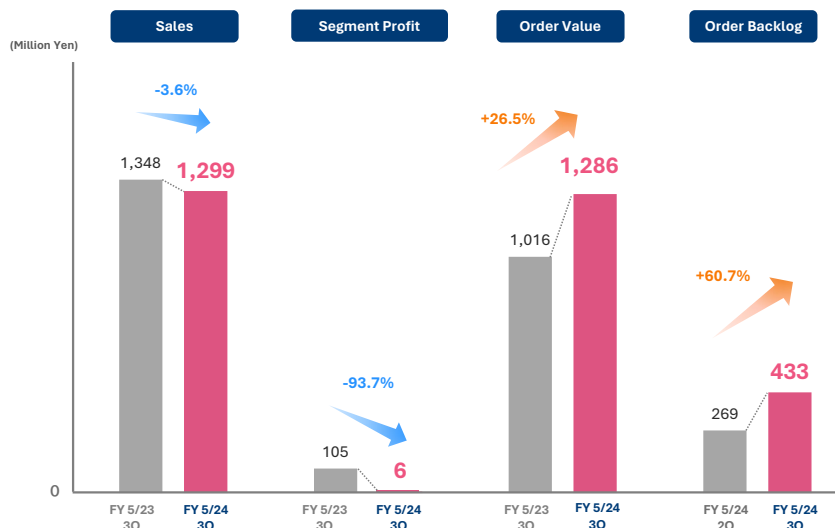
- In the Environmental Energy related business (main products: drying deodorizers and exhaust gas treatment systems), sales of drying deodorizer equipment were strong. Sales of equipment and high margin maintenance for exhaust gas treatment systems were also strong.
- We are tackling the ongoing issues of socioeconomic instability and parts shortages increasing costs and delivery times for some parts by making advance arrangements to ensure that we do not miss out on future opportunities.
- Highlights included installing a demo of our new AE sensor (failure prediction) at customers. We plan to cycle data collection and product improvement, and officially launch it by the end of 2024.

Promotion of Industry 4.0 Business

Promotion of Industry 4.0 Business



Sales and OP declined due to low gear testing system sales and R&D costs for new businesses



➤ Due to a higher appetite for capex among customers and the efforts of our overseas sales team, precision vibration system sales were robust, particularly overseas. Also, although it was not recorded in the 3Q order value, we received one large order (¥122 million). We expect to record the order in the 4Q.

➤ Due to negative growth in the machine tools industry and the ongoing economic downturn in China, gear testing system sales were weak.

Additionally

- We conducted a demo of our vibration monitoring app for an overseas customer. If customer feedback is positive, we expect it to lead to recurring orders.
- We delivered AI image processing equipment to a major household appliance manufacturer. Feedback has been positive, with the potential for further orders.
- We received a first order from a car manufacturer for gear roughness testing equipment.
- In the Laser business, we expect to release our SiC wafer dicing equipment in December 2024. Work is progressing on schedule.

- In the Promotion of Industry 4.0 business (main products: precision vibration isolation systems and gear testing systems, and part of the laser business), precision vibration isolation systems sales were strong. Conversely, overseas sales of gear testing systems were slow, and divisional sales and OP declined.
- Additionally, one-off R&D costs for new businesses such as the laser and AI image processing equipment businesses weighed on divisional profit.
- Highlights included the expansion of sales of our new vibration monitoring app (an app that measures and visualizes vibrations) within the precision vibration isolation system business, and the installation of a demo at an overseas customer.
- In the gear testing system business, we delivered our new AI image processing equipment to a major household appliance manufacturer, and we see the potential for further orders if feedback is positive.
- In the laser business, we are on schedule to release our new SiC wafer dicing equipment around December 2024.

Progress Updates by Division

- We will now talk about progress in each division.
- As we progress with our businesses, we work towards our mid-term theme of furthering and growing existing businesses and creating new businesses in the semiconductor and next generation factory industries.

IoT Related Business (Image Sensor Inspection)

- Inter Action's products synthesise humans and technology, and the core is our image sensor inspection business. Here are its progress and future developments.

High-End Segment Strategy 1/2: Major Customers

Semiconductor Related Market

IoT Related Business



For our major domestic customer, we will demonstrate leadership on three axes.
For our major overseas customer, we will continue installations of our Pupil Lens Modules®.

	Major Domestic Customer Existing	Major Overseas Customer Existing								
Capex (Customer)	Expected to remain robust due to increasing market share and added value to smartphone sensors Tendency to push back investment in other types of image sensors such as vehicle-mounted	Though market conditions for smartphones and image sensors are gradually improving, the customer is still cautious over new capex								
Business Trends	<table border="1"> <tr> <th>Illuminators</th> <th>Pupil Lens Modules®</th> </tr> <tr> <td>Demand for our new illuminator model is strong. Maintaining 100% market share. Demand for vehicle-mounted illuminators remains moderate due to capex trends at customers.</td> <td>Due to increased customer demand, sales and orders were above our initial estimates. Market share is generally stable, remaining flat.</td> </tr> </table>	Illuminators	Pupil Lens Modules®	Demand for our new illuminator model is strong. Maintaining 100% market share. Demand for vehicle-mounted illuminators remains moderate due to capex trends at customers.	Due to increased customer demand, sales and orders were above our initial estimates. Market share is generally stable, remaining flat.	<table border="1"> <tr> <th>Illuminators</th> <th>Pupil Lens Modules®</th> </tr> <tr> <td>Customer demand remains low. Unclear when demand will recover.</td> <td>Jan 2024: 1st and 2nd models delivered April 2024: 3rd model completed and delivered. If customer feedback is positive, we will gradually shift to mass production</td> </tr> </table>	Illuminators	Pupil Lens Modules®	Customer demand remains low. Unclear when demand will recover.	Jan 2024: 1 st and 2 nd models delivered April 2024: 3 rd model completed and delivered. If customer feedback is positive, we will gradually shift to mass production
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Future Strategy	<ul style="list-style-type: none"> 3 action points to demonstrate leadership <ul style="list-style-type: none"> ① Product homogenization = modification projects <ul style="list-style-type: none"> ➢ Currently proposing a mechanism that adjusts minute differences between individual products. If feedback is positive, we will install it. The customer was to consider implementation in April 2024 ⇒ postponed until after June. ② Space-saving = new illuminator model <ul style="list-style-type: none"> ➢ Help improve productivity per area at customers (ongoing installation) ③ Data utilization <ul style="list-style-type: none"> ➢ Formulate solutions that utilize inspection data, in addition to regular inspections. Continue R&D to improve accuracy. Continue installing equipment to automate production of the Pupil Lens Module®. On track to start operation in FY 2026. Maintain focus on improving product value. 	<ul style="list-style-type: none"> To continue offering our existing equipment. Development of next generation equipment under ongoing consideration. Shift to mass production The 3rd model is currently under customer evaluation. The exact timing of mass production is unclear, as it also depends on the customer's business conditions. Progressing efforts towards automated production of the Pupil Lens Module®, to ensure stable mass production. Continuous collaboration with partner companies. The jointly developed product is scheduled to be completed around May 2024. ⇒ Expected from August onwards, accounting for coordination with partner companies and customers. 								

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- The first key point is to demonstrate leadership to our industry-top domestic and overseas customers, and expand and hold our market share.
- We have managed to grow our share at our major domestic customer with sales of our new model of illuminator. As the revised full year forecast shows, even as overseas illuminator demand slumps, we are now competitive enough to grow sales and OP year on year, and have created a wide gap between us and our competitors. We plan to make value-add proposals on three axes to continue demonstrating leadership to our major domestic customer.
- The first axis involves eliminating differences between products. By eliminating differences, our customer can save time on fine-tuning each product, improving productivity. We can add unique adjustment functions to our illuminators by modifying the installed products, and although the schedule has changed from our original plan, we expect to gradually introduce the changes from June 2024. In the medium term, we plan to demonstrate our leadership through unique methods such as combining these modifications with the data utilization in the third axis.
- The second axis involves space saving. We aim to improve our customer's productivity per area by shrinking the space needed for each illuminator and cutting back on time needed for testing. We have begun to offer our new, space-saving illuminator model this fiscal year, and as the proportion of orders contributed by the new model is growing, we believe the project is progressing well. In the medium term, we believe our main focus will be on expanding the illuminated area for each product.
- The third axis involves data utilization. We believe that by utilizing inspection data, we can improve the accuracy of analysis, thereby improving the quality of customer products. We plan to leverage illumination data that only we can provide to differentiate ourselves from competitors.
- Market conditions for the Pupil Lens Module® have been good, boosting sales. Looking to the future, we have resolved to regain our lost market share with continuous R&D and the introduction of automation to improve efficiency, thereby sharpening our competitive edge. We expect it to take time before we regain all of our lost share, but will work on strategies to regain it by approximately FY 5/25.
- With our major overseas customer, we plan to continue offering the latest version of our existing model, and work on the development of next generation equipment. Additionally, we are still uncertain of when capex demand will recover, but believe that in the medium term the recovery will focus on demand for high-end devices.
- In January 2024, we installed the 1st and 2nd models of the Pupil Lens Module® at our overseas customer, and installed the 3rd in April. We had also planned to launch a new Pupil Lens Module® model in May 2024 in collaboration with our partner company, but accounting for adjustments to be made with our partner and customers, we expect the full launch to be from August onwards.

High-End Segment Strategy 2/2: Other Customers

Semiconductor Related Market

IoT Related Business



We are progressing with new installations of vehicle-mounted illuminators at US customers.

	European Customers Existing	Chinese Customers Existing	US Customers New
Capex (Customer)	Shifting towards capex focused on vehicle-mounted (sensing application) illuminators.	Proactive, but in the early stages of producing high-end image sensors, so expected to take time.	Proactive, but we have no sales history here. Low-priced illuminator makers are competitors.
Business Trends	No big movements.	No big movements.	Progressed installation of a demo vehicle-mounted illuminator in collaboration with our partner. (Aiming to install approx. June 2024)
Future Strategy	<ul style="list-style-type: none"> In the low-end market, to continue our approach with illuminators and leverage our technological superiority to gain orders. Continue to respond to enquiries (vehicle-mounted illuminators, illuminators for later production stages, retrofitting etc.). 	<ul style="list-style-type: none"> To continue offering our existing equipment. Development of next generation equipment under consideration. 	<ul style="list-style-type: none"> Aim to install a demo vehicle-mounted illuminator in ongoing collaboration with our partner (initially low-end model). Installation planned for approx. June 2024 ⇒ Work is progressing on schedule.

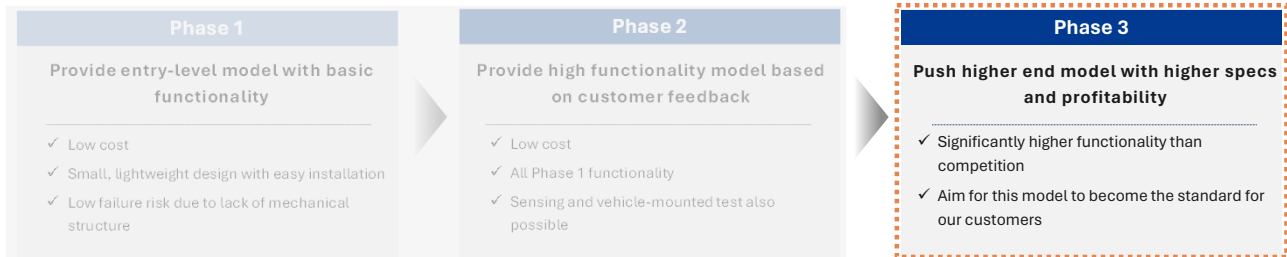
- We are expanding sales to other high-end device manufacturers using the technological prowess and brand power we have built at our major customers.
- We expect the vehicle-mounted device market to grow to rival the mobile device market in the future, but it is still unclear which customer within the vehicle-mounted device market will come out on top.
- We believe it is vital that we work with high-end device manufacturers other than our major customers, and we plan to establish an overseas sales technology department from next fiscal year, strengthening our corporate structure to break into the overseas market.
- In particular, we target US customers, and have made good progress with installation of a demo machine.

Low-End Segment Strategy

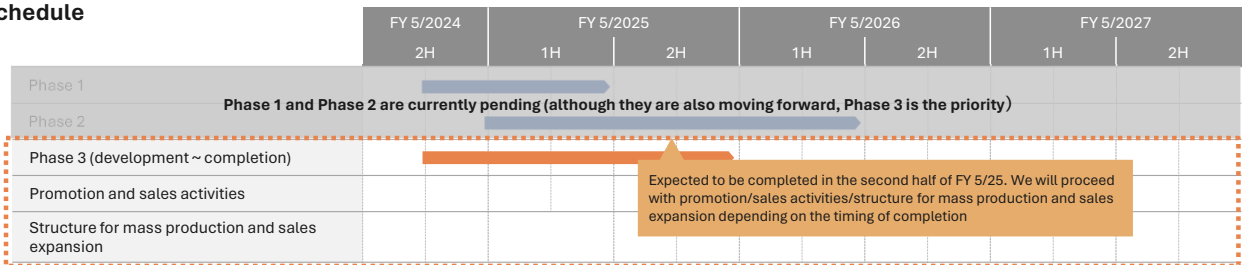


We are working on the development of low-spec illuminators for low-end image sensor manufacturers. By lowering specs and pricing to suit customer needs, we target large scale acquisition of new customers and 100% market share. ⇒ **Phase 3 is ahead of schedule, in collaboration with our partner.**

Steps in the development and sale of low-end illuminators



Schedule

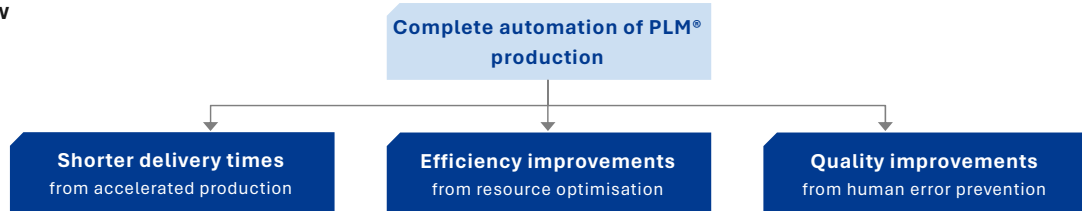


- We hope to utilize the product development capabilities and brand power we have built at our high-end customers with low-end sensor customers as well.
- This will expand sales and at the same time eliminate opportunities for our competition to grow.
- We planned to progress from Phase 1 to Phase 2 and subsequently Phase 3, but due to a strategic collaboration with overseas partner companies, we have been able to commence Phase 3 directly.
- Through developments in the low-end market, we hope to expand our customer base within the image sensor market.

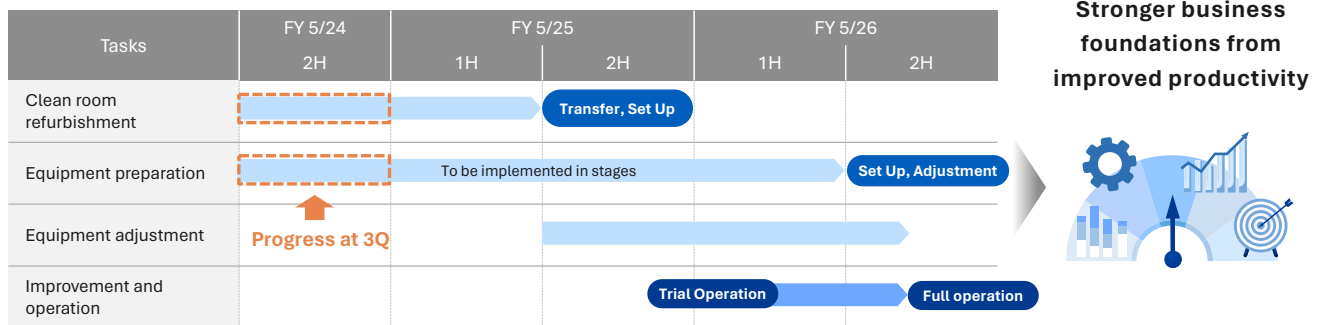
Pupil Lens Module® Production Automation Project

Work is generally on schedule. Some of the automatic production line equipment has been completed. Refurbishment work on the clean room is underway.

Overview



Project Schedule



- We have made good progress on setting up an automated production line for the Pupil Lens Module®.
- Currently, we are unable to share any concrete data, but automation will allow significant improvements in quality, cost, and delivery times.
- We are progressing the business, aiming for a scenario where we further improve our competitiveness by regaining our domestic Pupil Lens Module® share, breaking into overseas markets, and establishing automated production lines.

Laser Business

➤ Next, we will talk about progress in the laser business.

Laser Business 1/2: Products for SiC Wafer Dicing

New Business

Semiconductor Related Market

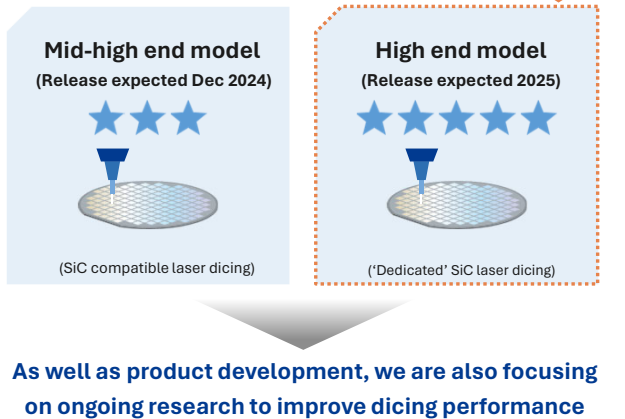
Promotion of Industry 4.0 Business



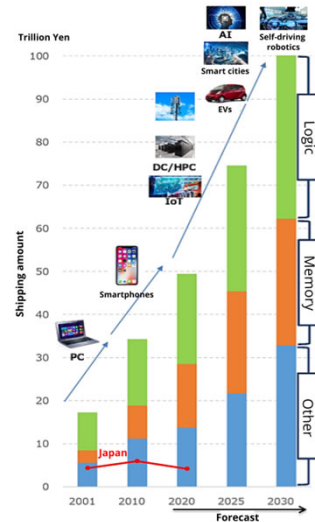
We are developing multiple laser dicing equipment models for the SiC Wafer Dicing process in power semiconductor manufacturing.
 ⇒ Work is on schedule. We expect the second model (high-end) to be released around 1H 5/25.

Progress of product development

Several types of dicing equipment using different technologies are currently in development



Market growth forecast and future plans



We expect high growth from the semiconductor market due to the increase in applications and technological advances

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Semiconductor market growth and technological advancement mean semiconductor manufacturing equipment needs are also changing

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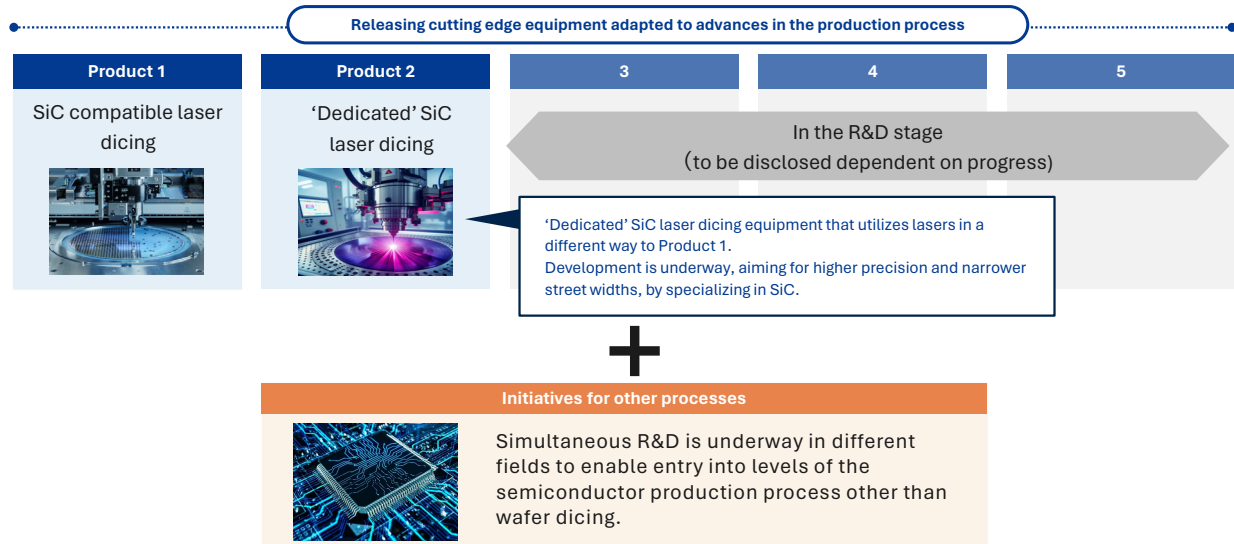
We will continue R&D, aiming to release products that are up to date with changing needs (likely mainly for back-end processing)

- In the laser business, we have a C&C (collaboration & commercialization) strategy, aiming mainly at the semiconductor industry.
- We plan to release the first machine model around December 2024.
- We also plan to release the second high-end model in the first half of 2025.
- We will continue to focus on the growth and changing technological needs of the semiconductor industry to release industry-leading equipment.

Laser Business 2/2: Products for SiC Wafer Dicing and For Other Production Processes

We are working on the development of 5 types of laser dicing equipment with different specifications (two of which are as mentioned on the previous page). R&D projects for equipment for processes other than wafer dicing is also underway to enable entry into new levels of the production process.

Portfolio of SiC wafer dicing equipment



- We are currently developing five different models of SiC wafer dicing equipment.
- For the medium term, we aim to introduce equipment for processes other than wafer dicing.

AI Image Processing Equipment Business

- Next, we will talk about progress in the AI image processing equipment business.

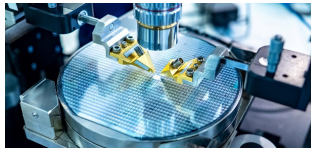
AI Image Processing Equipment Business

Work on products for the semiconductor market is on schedule.

There has been a change in schedule for our next-generation factory market projects.

For the Semiconductor market

Development of equipment for semiconductors



- Started receiving enquiries from semiconductor equipment manufacturers.
- R&D underway in collaboration with customers.
- Demo unit installed. Aiming to start mass-production after evaluation.

Expected Schedule

Nov 2023	Customer interviews (completed)
Jan 2024 (est.)	Demo unit installation (completed)
Jun 2024 (est.)	Feedback evaluation
Oct 2024 (est.)	Mass production model orders received
Sep 2025 (est.)	Mass production model installed (customer operations begin)

For the Next Generation Factory Market

In-house resources are insufficient due to receiving too many enquiries, leading to longer lead times for each project.

Aim to grow the business and improve profitability by selecting and focusing on customers/projects



Strengthen recruitment

Expected Schedule

End Dec 2023	Demo unit launch at a major home electronics manufacturer (completed)
Mar 2024 (est.)	Order expected from a major musical instrument manufacturer ⇒ Now expected from April
Apr 2024 (est.)	Order expected from a gear manufacturer
Jul 2024 (est.)	Order expected from a major home electronics manufacturer (2 nd unit)

- The development of AI image processing equipment for semiconductors is on schedule, and we installed demos at customers in January 2024. We also plan to evaluate feedback in June.
- There have been schedule changes to a major musical instrument manufacturer order for the development of AI image processing equipment for next generation factories, but schedules for other orders are on plan.
- In addition to progressing the business, our ambition is for our employees to be able to take pride in it, be passionate about it, and grow confidence while working for it. With that in mind, while we receive more enquiries than our limited resources can handle, we plan to focus on developing solutions for products with high added value.
- We have resolved to grow the business while setting growth strategies in places such as defining our target customers and strengthening our marketing.
- This business is mainly operated by our subsidiary Tokyo Technical Instruments, and Tokyo Technical has developed another new product, a roughness measuring device. We have received a new order for that product from a major automobile manufacturer.
- We also plan to release the new gear testing system model around November 2024. We hope to grow our existing businesses in tandem with our new businesses.

Vibration Solutions Business

- Next, we will talk about progress in the vibration solutions business.

Vibration Solutions Business

New Business

Next-Gen Factory Business

Promotion of Industry 4.0 Business



We aim to achieve growth by creating business opportunities on three axes: **strengthening our existing vibration isolation technology, our vibration monitoring app, and our vibration generator.**

	Precision Vibration Isolation Systems Existing	Vibration Monitoring App New	Vibration Generator New
Product Overview	Equipment that removes nano-level vibrations. Mainly delivered to display manufacturers, university research facilities, etc.	An app that can measure and visualize vibrations. An add-on to precision vibration isolation systems. Helps improve customer productivity.	Equipment that generates nano-level vibrations. Enables customers to reproduce vibrational environments. Used when customers make new capex.
Business Trend	Demand remained steady as customers' appetite for capex increased. Added value to the equipment by selling it as a set with the monitoring app.	Received an enquiry from an organic EL manufacturer in China and completed the installation of a prototype model, which is now in operation.	Development completed, sales expansion activities underway.
Future Strategy	<ul style="list-style-type: none"> Continue to respond to enquiries (display manufacturers, universities, etc.). Considering targeting the semiconductor market. 	<ul style="list-style-type: none"> Plan to install 4 demo units at Korean company in April 2024. On schedule. Currently collecting measurement data for installation of a new monitoring app equipped with AI functions. 	<ul style="list-style-type: none"> Have received enquiries. Planning to install equipment at customers in the next fiscal year. Continue sales expansion activities.

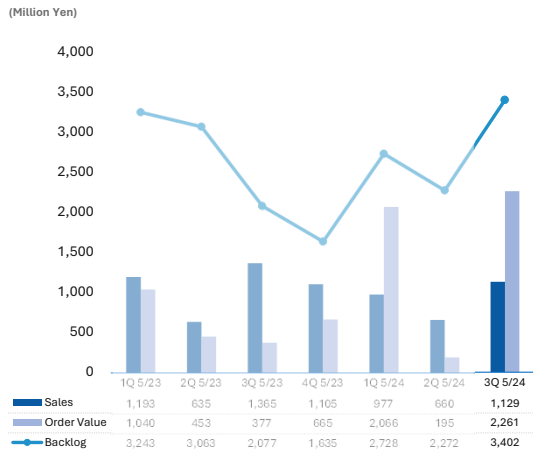
- We plan to grow the vibration solutions business on three axes as well.
- The first axis involves the extension of existing businesses, which is to say the expansion of precision vibration isolation system sales. Currently, our main customers are display manufacturers or university-affiliated research institutes, but we plan to do marketing based on how we predict the semiconductor market will change, with a particular focus on developing products for the latter stages of semiconductor production.
- The second axis involves the vibration monitoring app. We offer an app that allows customers to measure vibrations with high accuracy. We are currently installing four demo programs at a major Korean display manufacturer.
- Currently, there is a problem among semiconductor and display-related device manufacturers: they are unable to accurately convey their vibration requirements to production equipment manufacturers. The reason for that is the difficulty in accurately measuring vibration data. We believe that if our customers are able to accurately measure vibrations, they can clarify their vibration requirements, reduce issues with equipment after installation, and improve yield.
- The third axis involves the vibration generator. This is closely connected to the second axis. If semiconductor and display-related manufacturers are able to clarify their vibration requirements, production equipment manufacturers will need to deliver products that meet those requirements. We aim to expand sales of our vibration generator, which facilitates the creation of testing environments in which production equipment manufacturers can reproduce requested vibrations and meet their customer's requirements.
- We will continue to grow our existing businesses and create new businesses.
- Organic growth will take time, but we expect capital efficiency to be extremely good once we do grow these businesses. In addition, once we have determined the target, we expect to continue growing the business with an eye on M&A possibilities to achieve further discontinuous growth.
- Human synthesised with human, technology synthesised with technology, human synthesised with technology – always developing attractive businesses with products true to our Group values, we hope that our management with personnel at its heart will contribute to our stakeholders' prosperity and happiness as we build the Inter Action brand to global renown, and aim for the pride, passion, and growing confidence of our employees.
- That concludes our presentation. Thank you for your attention.

Appendix ①

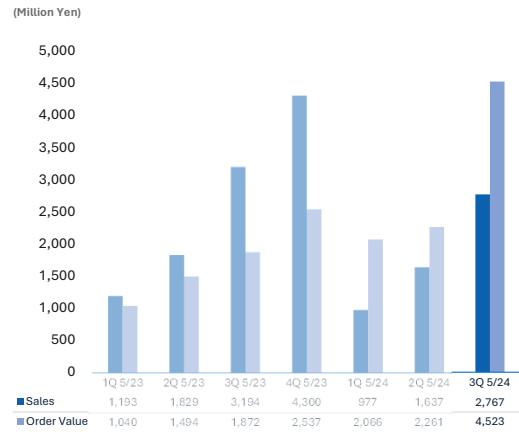
Sales, Order Value, and Order Backlog



Sales/Order Value/Order Backlog (by quarter)



Sales/Order Value (cumulative)

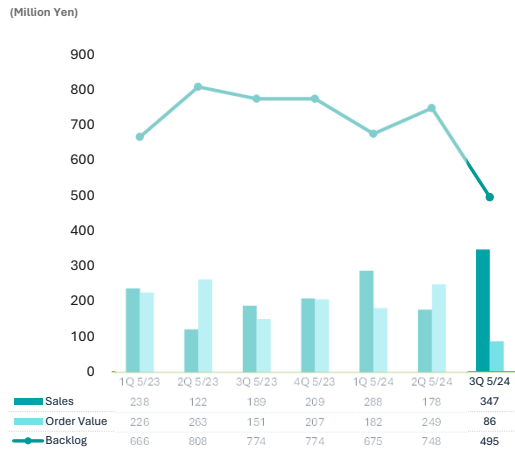


Environmental Energy Related Business

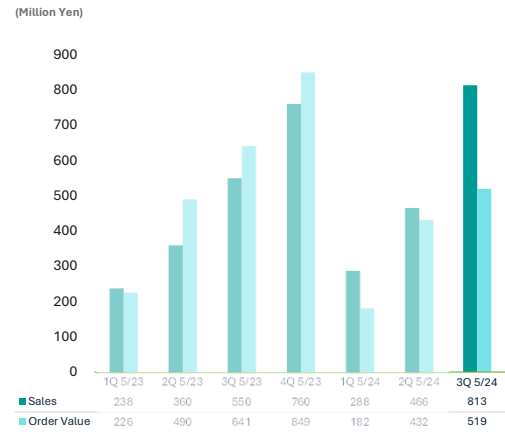
Environmental Energy
Related Business



Sales/Order Value/Order Backlog (by quarter)

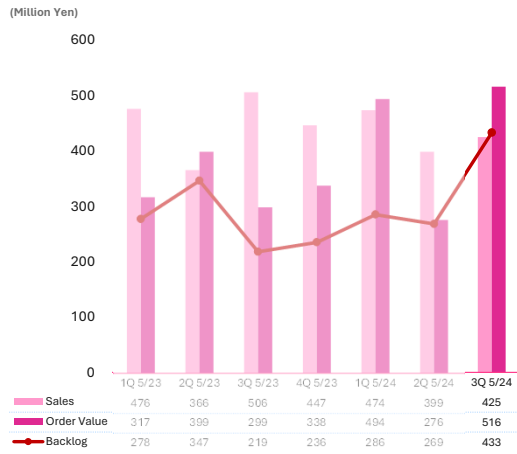


Sales/Order Value (cumulative)

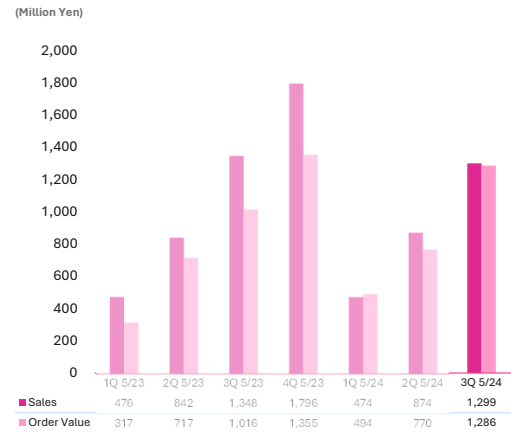




Sales/Order Value/Order Backlog (by quarter)



Sales/Order Value (cumulative)



Consolidated Results

IoT Related Business

Environmental Energy Related Business

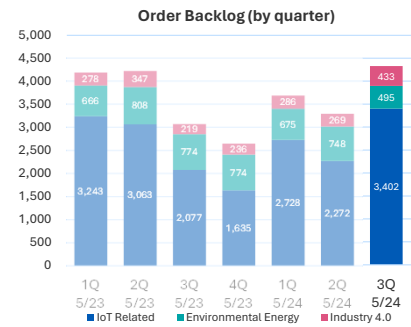
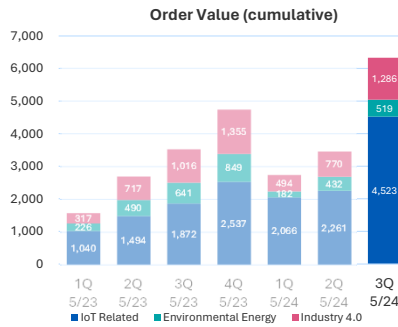
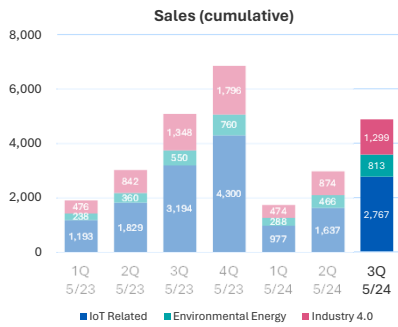
Promotion of Industry 4.0 Business



3Q 5/24 Results

(Million Yen)

Business Division	Sales		Order Value		Order Backlog	
	Results	YoY Growth	Results	YoY Growth	Results	YoY Growth
IoT related business	2,767	-13.4%	4,523	141.6%	3,402	63.8%
Environmental Energy related business	813	47.8%	519	-19.1%	495	-36.0%
Promotion of Industry 4.0 business	1,299	-3.6%	1,286	26.5%	433	97.7%
Total	4,880	-4.2%	6,328	79.3%	4,331	41.1%



Appendix ②
Company Information

Company Information

Name	INTER ACTION Corporation	Exchange	Tokyo Stock Exchange
Established	June 25, 1992	Prime Market	
Representative	Nobuo Kiji CEO & President	Code	7725
Capital	1,760 million yen	Fiscal Year	June 1 to May 31
Employees	126 (entire group; as of May 2023)	URL	https://www.inter-action.co.jp
HQ Address	14 th Fl. Yokohama Kanazawa High-Tech Centre 1-1 Fukuura, Kanazawa Ward, Yokohama City Kanagawa Prefecture 236-000 TEL: 045-788-8373 FAX: 045-788-8371	Group Companies	AIR GASES TECHNOS CO., LTD. MEIRITZ SEIKI CO., LTD. Tokyo Technical Instruments Inc. Xian INTER ACTION Solar Technology Corporation Shaanxi Chaoyangyitong Precision Device Co., Ltd. MEIRITZ KOREA CO.,LTD Taiwan Tokyo Technical Instruments Corp. TOKYO TECHNICAL INSTRUMENTS (SHANGHAI) CO.,LTD Lastec Co., Ltd.
Offices	Naka Ward, Yokohama City Koshi City, Kumamoto Prefecture Nagasaki City, Nagasaki Prefecture		

Company Information



KPIs

Equity Spread
ROE

Dividend Policy

Total Payout Ratio 30%

M&A Policy

- Growing fields, or fields with growth potential
- Fields in which our accumulated technological expertise and business know-how can be used to develop the business
- NPV positive when estimated cash flow is discounted by the WACC for the next 5 years

Mailing List

We send information relating to INTER ACTION Group to our mailing list.

Mailing list information on our website:

https://www.inter-action.co.jp/ir/ir_mail/

Registered information will be used solely for our mailing list.

Details on how we handle personal information is available on our website. Please see our privacy policy here:

<https://www.inter-action.co.jp/privacy/>

Contact

INTER ACTION Corporation

Investor Relations Division, Business Administration Team

10th Floor of Industry & Trade Center Building, 2 Yamashita Town, Naka Ward,
Yokohama City, Kanagawa Prefecture 231-0023

TEL: 045-263-9220

Or please contact us through our online inquiry form:

<https://www.inter-action.co.jp/inquiry/>

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