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May 24, 2021

**SUMMARY OF THE Q&A SESSION**  
**AT THE IR MEETING FOR THE FISCAL YEAR ENDED MARCH 31, 2021**

MEITEC CORPORATION

1. Date: May 11, 2021, 16:00–16:35
2. Place: Teleconferencing Using Microsoft Teams
3. Q&A:
  - Q. The forecasts for the first half of the current fiscal year call for increased sales and profit, however in the Sales by Industrial Segments on page 24 of the explanatory materials, automobile-related sales decreased from the previous fiscal year. What industrial segments will be the drivers in the current fiscal year?
  - A. “CASE,” including automated and electric vehicles, has become an extremely important topic. CASE goes beyond existing industry boundaries, has led people from new industries to join the automobile industry, and is a topic on which the Company is focused. Looking at large segments, I believe that the automobile segment will be a driver in the current fiscal year. Furthermore, amid the COVID-19 pandemic, many companies are developing new products and converting technologies to respond to contactless environments. As such, this transition involves an extremely wide range of segments from Industrial Machinery, to Electric and Electronics, to the Precision Equipment and IT Related Hardware and Devices that are involved in those segments. Therefore, rather than focusing on specific segments, in the second half of the previous fiscal year, the Company launched sales activities targeting customers based on technological keywords and development themes, and we will continue these initiatives in the first half of the current fiscal year.
  - Q. What specific areas will you pursue in contactless-related development?
  - A. The contactless field is extremely broad. It includes tools such as e-commerce and remote environments, as well as the necessary equipment and devices. Furthermore, the creation of 5G infrastructure is progressing in Japanese society, and this trend is related to smart cities and smart homes, with the goal of everything being connected. We are engaged in sales development focused on these areas.
  - Q. Page 28 of the explanatory materials discussing progress on the Mid-term Management Plan states that there has been concrete progress in Prime engineering solutions and the digitization of design and development. Could you please provide a specific explanation of this progress?
  - A. Firstly, regarding the digitization of design and development, for many years, we have received high praise mainly for our clients’ product development and technological development using the expertise of our engineers in strong fields for Meitec and Meitec Fielders including machinery, electric and electronics, IT-related hardware and devices, control technologies, and chemicals. In future DX, rather than individual products, it is essential that we provide added value to users in an environment in which all those products are connected. We are expanding and implementing our training lineup for all engineers on basic knowledge and applications of DX. In the past year, we have created added value through DX using our development knowledge and experience. Simultaneously, right now, there is an extremely active move among companies to convert and develop their existing base of technologies and products in other fields.  
Amid this trend, for example, in automated driving sensing technology, our sensor analysis engineers have been delegated work such as concrete planning and concepts in high-phase fields. At the same time, for the job of project team formation, by transitioning to services to which the Meitec responds as a Group, we are creating a Prime group and establishing sales methods to offer solutions.

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