STATE OF THE COMPANY





WAKEUP CALL





NEAR-TERM IMPLICATIONS





WHAT DO WE DO?



Adjustment

Beyond hardware

Back to basics









MODEL

	2019	2020	2021	2022	2023	2024		Model ^{*1}	
	Adjusted ^{*1}							Model	
Revenue (oku yen)	6,204	6,357	8,894	12,282	11,648	10,100		Grow @SAM+	
Gross margin	43%	48%	54%	56%	57%	55%		55%	
Operating margin	12%	19%	29%	35%	32%	27%		-30% → 25 –	30%

*1: \$1 = 100yen, €1 = 120yen, continuing business-basis and not including NREs



BEYOND HARDWARE





DIGITALIZATION





BACK TO BASICS



BACK TO BASICS

- Centralization
- Process
- Standardization

Upstream design

- Modular architecture
 → scale, reuse, upgrade
- Constant update

Efficiency

Productivity

Embedded compute

Digitalization

 Vertical that moves the needle

Purposefulness

ILLUSTRATIVE PURPOSEFUL INVESTMENTS



NPU: Neural Processing Unit



To Make Our Lives Easier

by complementing human capabilities









(FORWARD-LOOKING STATEMENTS)

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