SINFONIA TECHNOLOGY CO., LTD.　FY2025 Financial Results Briefing Q&A (Summary)
(May 26, 2026)

Respondent: Minoru Yamakuni, Representative Director and President

Q: How do you intend to lead the Company following your appointment as President, and what role do you believe is expected of you?

A: We recognize that the current business environment remains extremely strong. Accordingly, we intend to maintain our fundamental policies, further enhance our technological capabilities—our core strength—and leverage them for further business expansion. With all four business segments achieving growth, we believe that our role is to take an overall, comprehensive view of the business and lead it in the optimal direction.

Q: In the Aerospace field, there is a possibility that production capacity will need to be further increased over the medium to long term. What measures are being considered? In light of capacity constraints across defense-related companies, is there a possibility of joint production with other companies?

A: In anticipation of future demand expansion, we recognize that further enhancement of production capacity is an important issue. We are already considering the construction of a new factory. In addition, we believe that strengthening technological capabilities is essential for revenue expansion. In November of this year, a Technology Development Center is scheduled to commence operations in Nagoya, and we will utilize this facility to focus on training engineers and elevating our technological capabilities.

As for our production, specialized facilities are required, so we believe that in-house production at our own plants is the most efficient approach.

Q: You mentioned involvement in fields such as transport drones and microwave technologies. Which specific areas will you be responsible for, and what are your strengths compared to other companies?

A: While we refrain from disclosing details of individual projects, we plan to primarily participate in component areas such as power supplies and motors. We recognize that our long-established technological expertise, track record, and reliability are highly regarded.

Q: What assumptions are you making regarding defense orders, such as a GDP ratio of 3%?

A: We cannot comment on national budget matters, but we estimate conservatively based on projects that have already been specified.

Q: Defense orders have consistently exceeded forecasts each year. In which areas are these upsides occurring?

A: The upside was mainly attributable to the accelerated order intake of projects that had not been confirmed at the time of plan formulation.

Q: Have you factored in the impact of the situation in the Middle East in your forecast for FY2026 ?

A: At present, no material shortages have been observed, and the impact of the situation in the Middle East has not been reflected in our earnings forecast.

However, if the situation becomes prolonged, supply-side risks could emerge, and we are proceeding with considerations such as alternative components and multi-vendor sourcing.

Q: The utilization rate of Clean Transport Systems appears to have spare capacity, yet order backlog is increasing. Why is that?

A: The accumulation of order backlog is attributable to the timing of orders and delivery schedules.

Q: What is the progress of new proposals for EFEM in the semiconductor-related field?

A: Leveraging our track record in load ports and our capability to provide customized solutions backed by technological strength, we are making proposals to multiple customers. Currently, we are engaged in concrete negotiations with three companies. In these discussions, we carefully assess customer needs, including requests for new technologies and improvements to existing products, and are advancing proposal activities aimed at securing orders.

Q: How are you working to increase the market share of load ports in the semiconductor field?

A: Our load ports already have a high market share, and we recognize that there is limited room for significant share expansion in conventional areas.

On the other hand, we are proposing load ports compatible with new processes such as PLP (panel-level packaging) and tape frames, not only to SPE but also to device manufacturers. These initiatives are contributing to further share gains.

Q: How will the adoption of the new PLP standard affect the market share of load ports?

A: In responding to PLP, compatibility with new materials and large substrates such as 500 mm and 600 mm is required. As equipment becomes larger, we expect an increase in the unit price of load ports and demand for compatible EFEM.

We have already delivered prototype load ports in advance, and they are currently undergoing evaluation and verification by equipment manufacturers.

While detailed specifications remain fluid at this stage, full-scale specification finalization is expected around 2028. Going forward, we see this as a business opportunity, as we aim not only to expand share in new load ports but also to develop and consider new EFEM and robots.