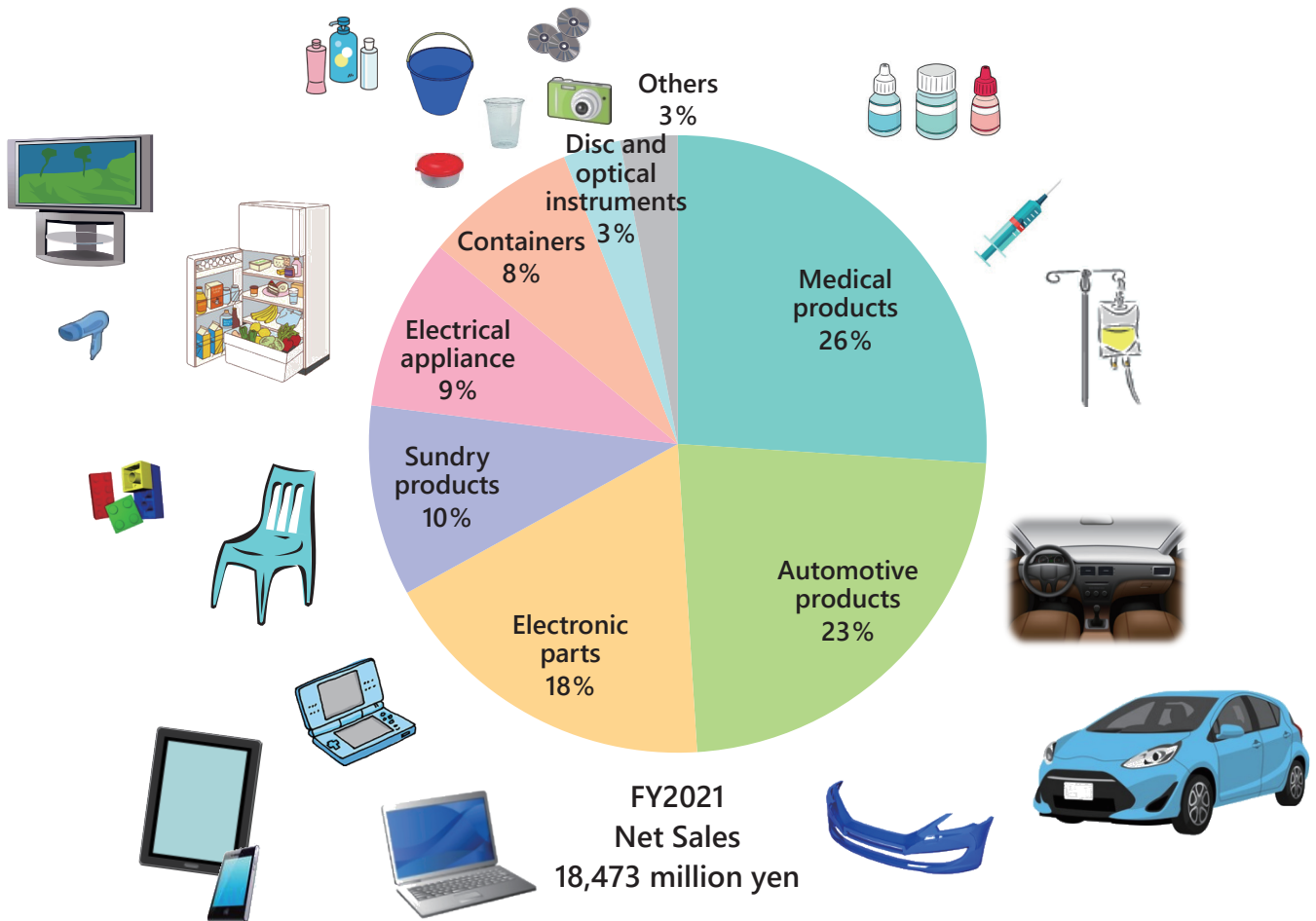


# Sales by End-User Industry

## YUSHIN Robots are used in a Wide Range of Industries

Our robots operate in plants where plastic products are made by injection molding machines, and we expand our business in wide range of industries where plastic are used. Our sales in medical and automotive industry is growing recently. We have increased sales in automotive as many parts have been replaced by plastic, and the industry needs lightweight parts. In medical area, they have replaced glass materials with disposable plastic from the aspect of good hygiene and mass-production. These are the good areas for us as our robots excel at high-speed and high-accuracy.

In the year ended March, 2021, the sales ratio for medical area ranked top for the first time. It was due to a large-scale medical project and the demand for Covid-19 test kit. The downturn in domestic automotive market gave negative impact on the sales, but the sales ratio for that area was the top on the list for the past few years. We expect higher sales in this area when the market recovers. The sales in electronic parts industry increased in the second half of the year as Chinese market recovered.



**Future Growth Strategy** By expanding our business into a variety of industries, we can disperse risk posed by the decline in a specific industry. We will try to keep existing sales mix so that a specific area does not account for a large portion of the sales. In the meantime, we expect the demand for plastic increases for the automotive and medical much more than now; the former for lightweight, the latter good hygiene. We expect these industries will be the main driver for the business growth in the areas. We will also put in a good amount of effort to develop products which satisfy the market needs.