

## Vision 2035

(Briefing on Long-Term Vision and Sixth Mid-Term Management Plan)









April 6, 2023
GS Yuasa Corporation

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## **Business Environment**

## 1. Mega Trend toward 2050



Economic and social transformation due to resource and environmental constraints

Transition to a digital economy through the Fourth Industrial Revolution

Rising geopolitical risks

Growing importance of resilience

Slowdown in global population growth rate

Source: Prepared by the Company based on "Industrial Technology Vision 2020," Ministry of Economy, Trade and Industry

## 2. Business Environment surrounding GS Yuasa



#### **Environment surrounding GS Yuasa**

#### **Mobility**

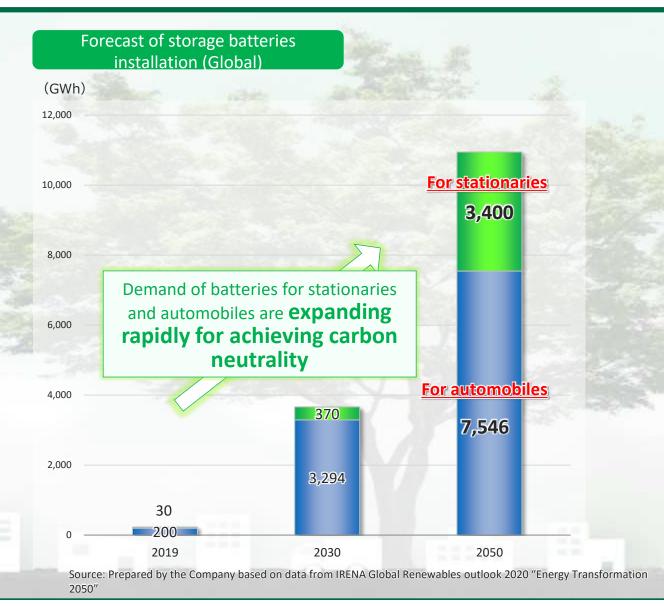
- Acceleration of electrification toward zero emissions
- Advancing levels of self-driving cars
- Acceleration of shift from ownership to use (e.g., car sharing)

#### **Public Infrastructure**

- As the introduction of renewable energy expands, the importance of storage batteries to control fluctuations and adjust supply and demand also expands. Demand for energy management is also expanding
- Increasing importance of backup for electric power, information, and communication infrastructure, etc.

#### **Specialized Batteries**

- Expanding space utilization
- Expanding marine resource exploration





Vision 2035 (Long-Term Vision)

## 1. History of GS Yuasa



#### **GS** (Japan Storage Battery)



Inventor's spirit contribute to society by developing high quality products

Founder of Japan Storage Battery Co., Ltd. Genzo Shimadzu



#### Ushering in a new EV era

2000s

Supply of lithium-ion batteries for the i-MiEV, the world's first massproduced EV



2010s Supply of lithium-ion batteries for PHEVs to Mitsubishi Motors Corporation

Mitsubishi Motors "Eclipse Cross PHEV"

Contributing to the

promotion of clean energy

Honda "EIT HVRRID"

Contributing to electrification of Japanese automakers

2010s

Supply of lithium-ion batteries for HEVs to Honda Motor Co.,Ltd.



TOYOTA "Harrier"

2020s
Supply of lithium-ion batteries for
HEVs to Toyota Motor Corporation



Contributing to the steady supply of electric power and the development of public infrastructure

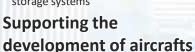
1900s

Manufacture of large-capacity storage batteries for auxiliary power



20

Development of renewable energy storage systems





Support safety from deep sea to

## Contributing to the realization of decarbonized society

20209

Delivery of a world-class storage battery facility for wind power generation For the next
100 years



Challenging spirit
develop new
businesses ahead of
time

Founder of Yuasa Storage Battery Co., Ltd. Shichizaemon Yuasa

**YUASA** (Yuasa Corporation)



Contributing to the development of the automotive industry

1910s

Manufacture of automotive lead-acid batteries



2000s Receiving orders of lithium-ion battery system for Boeing 787 in the U.S.

# outer space under harsh conditions

2010s

Installation of lithium-ion batteries on the International Space Station



2010s Mass production of Japan's first lithium-ion batteries for submarines

## 2. Philosophy and Policy on Sustainability Management



Philosophy

## **Innovation and Growth**

We are committed to people, society and the global environment through innovation and growth of our employees and business entities.

#### Policy on Sustainability Management

We are committed to utilizing advanced technologies developed in the field of stored energy solutions to deliver security and comfort to our customers around the globe, to make a real contribution to the global effort toward sustainability, and to grow corporate value.

- 1. We will strive to help address the challenges to sustainability and seek lasting growth together with the community.
- 2. We will pursue fair and healthy business practices, and maintain steadfast business foundations able to support sustained growth.
- 3. We will strive to earn the understanding and trust of a diverse range of stakeholders through dialogue.

### 3. Vision 2035



#### Vision of GS Yuasa in 2035

Based on the "Four Re's" formula, we strive for innovation in energy technology, endeavor to address the challenges facing society through the development of mobility and other public infrastructures, and seek to create comfortable living environments and play our part in the global effort toward sustainability.

Reborn

A century on and still inspired anew every day by the GS Yuasa founding spirit.

Vision 2035

Renewable

Making a genuine contribution to carbon neutrality.

**Re**liable

Committed to technical innovation and delivering solid, reliable energy.

Respect

Earning the respect of the world through solid action toward achieving the SDGs.

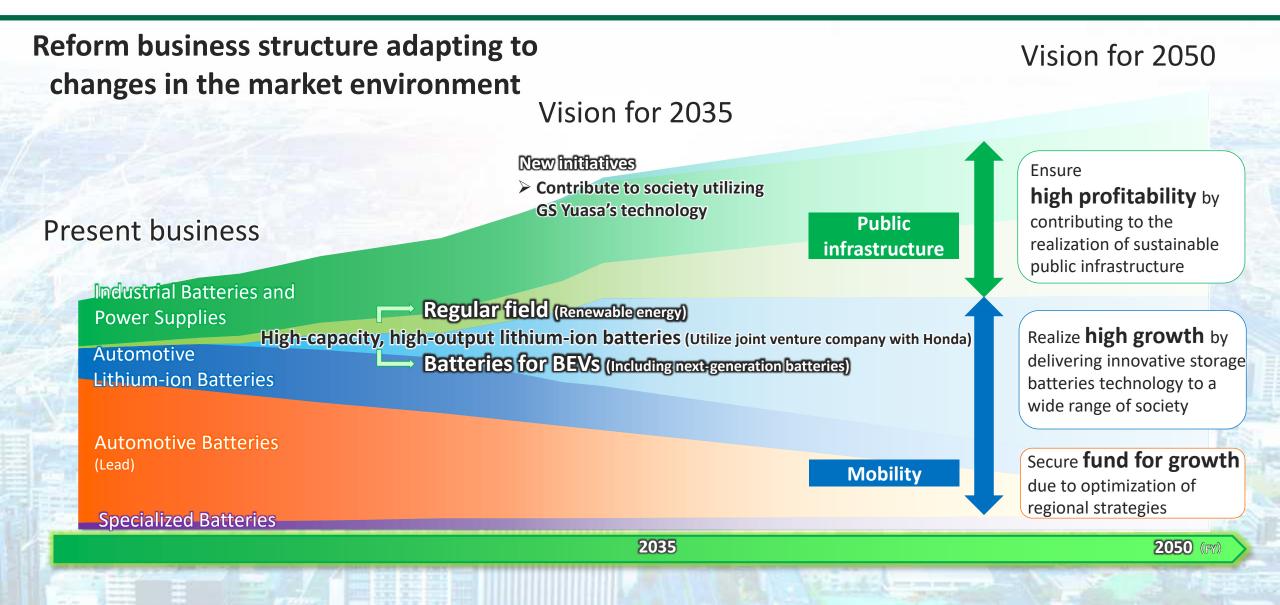
#### 3. Vision 2035



**Future Past** Automobiles Mobility (BEVs) Industrial batteries **Business** areas **Public infrastructure** and power supplies (Electricity, tele-communication, information) **Innovating** The value **Solutions & Services** "Mono" (Products) we provide Philosophy "Innovation and Growth" **Philosophy** that inherited from founders **Eternal** Commitment to Sustainable development of energy storage technology technical innovation that has polished up for more than 100 years

## 3. Toward Achieving Vision 2035 ("Innovation and Growth" of Our Business)





## 3. Toward Achieving Vision 2035 (Point of "Innovation of Growth")











#### HONDA



Knowledge cultivated through the development of lithium-ion batteries for HEVs, PHEVs, and BEVs

Research and development of a high-capacity, highoutput lithium-ion batteries "Network" and "Footwork" cultivated through industrial business

Contribute to solving social issues with our accumulated technological capabilities and R&D results

#### Mobility

Entry to BEV market by utilizing results of R&D

Supply lithium-ion batteries mainly for BEVs and also for HEVs, PHEVs, auxiliary and backup use

#### **Public infrastructure**

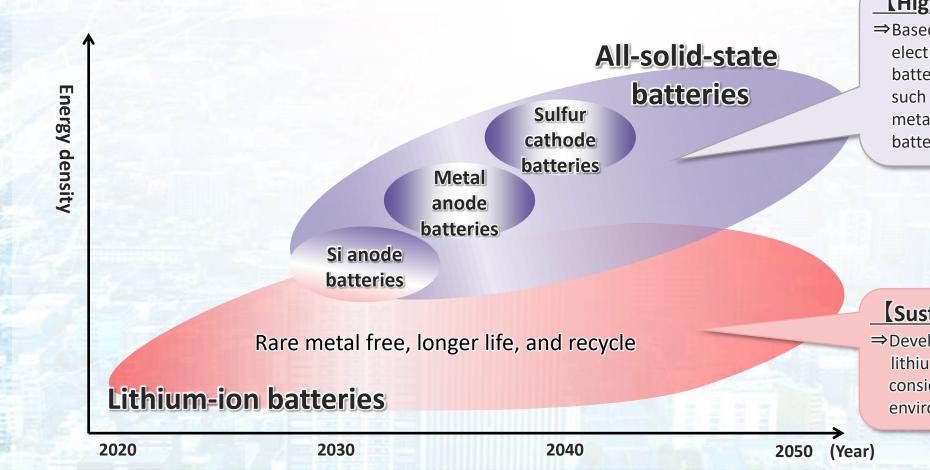
Expand presence in the growing regular field market

Supply optimal batteries for a wide range of public infrastructures such as electric power, telecommunication and information

## 3. Toward Achieving Vision 2035 (Road map of Research and Development)



Contribute to the realization of carbon neutrality through research, development and commercialization of next-generation batteries



#### (High energy density)

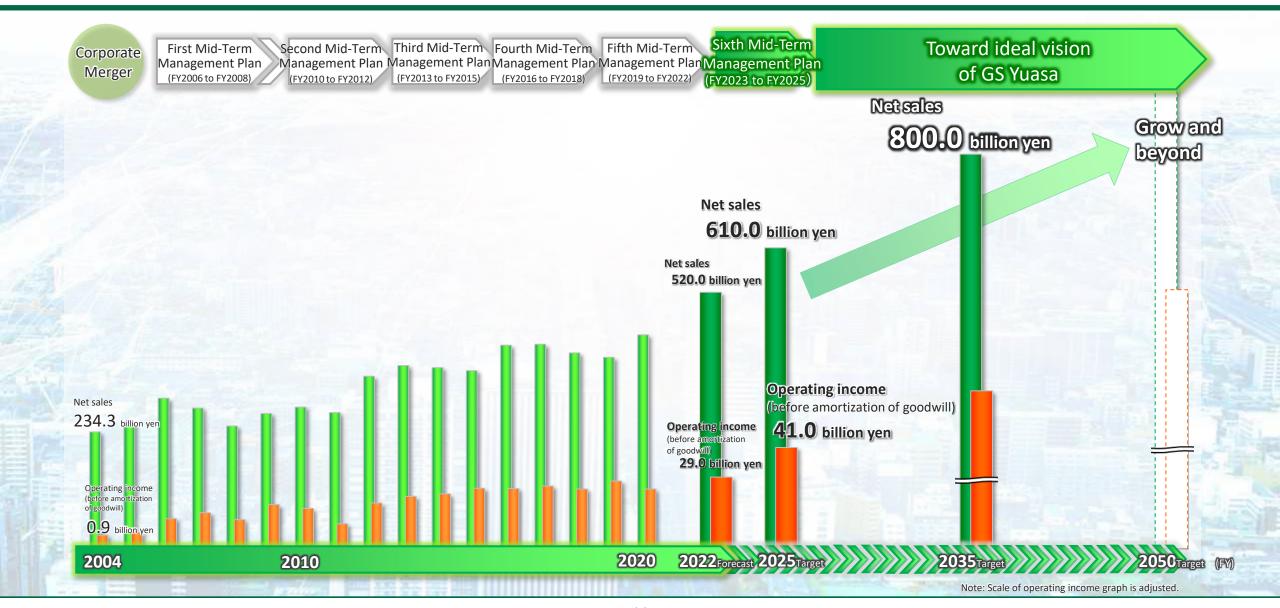
⇒Based on our unique solid electrolyte technology, develop batteries with distinctive features such as compact batteries with metal-based anode and lightweight batteries with sulfur cathode

#### **Sustainable**

⇒Develop more sustainable lithium-ion batteries with more consideration for resources and environmental issues

## 3. Toward Achieving Vision 2035 (Growth Story of Our Business)



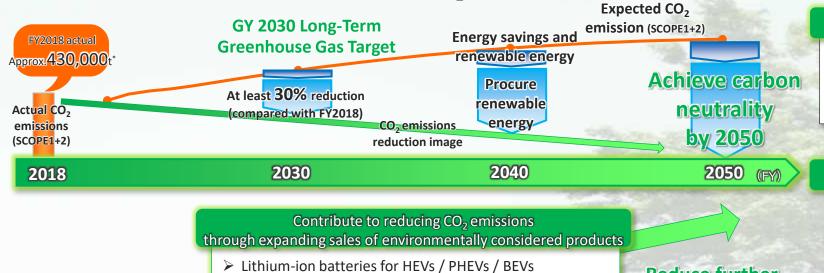


## 4. GY 2050 Carbon Neutrality Target



## We are committed to people, society and the global environment through

achieving Carbon Neutrality and reducing CO<sub>2</sub> emission by environmentally considered products



> Power conditioners / Industrial lithium-ion batteries etc.

Reduce further CO<sub>2</sub> emissions by products

#### Promote energy-saving measures

- ①Contribute to energy-saving equipment
- ②Develop prescriptions for efficient charging methods and develop new ones

#### Promote of generating renewable energy

- ①Maximize introduction in all offices and plants in Japan and overseas
- ②Introduce own products (ESS, etc.) and conduct a demonstration experiment

#### Procure renewable energy

- ①Purchase electric power that uses renewable energy
- ②Procure reports of renewable energy

> Lead-acid batteries for ISS vehicles

Reducing CO<sub>2</sub>

emissions by

products

FY2021 At least

8 million t

<sup>\*</sup> GS Yuasa Group's CO<sub>2</sub> emissions aggregation standards have been changed, and in FY2018, we are undergoing third-party verification again.

<sup>1)</sup> Recalculated using the 2018 emission coefficient obtained from the Ministry of the Environment and IEA

<sup>2)</sup> Adopted the control standard as the calculation standard, and consolidated subsidiaries that can be directly influenced are included in the scope of calculation.



## Sixth Mid-Term Management Plan (FY2023-2025)

## 1. Review of Fifth Mid-Term Management Plan (Policies, Outcomes, and Issues)



#### Fifth Mid-Term Management Policy

Based on the *Mono-Koto Zukuri* (product and service creation) concept, GS Yuasa will engage in strategic activities that lead to sustainable growth of both the lead-acid battery and lithium-ion battery businesses through creation of new value.

#### **Achievements and Issues of Efforts**

	tive Battery Business  ➤ Creating synergistic effect with GS Yuasa Energy  ➤ Converting Turkish site into a consolidated subsidiary	Issues	<ul> <li>➤ Intensifying competition in China</li> <li>➤ Revise sales price due to soaring raw material price etc.</li> </ul>
②Industri	ial Battery and Power Supply Business	1	
Achieve ments	<ul> <li>Delivery of lithium-ion batteries for wind power generation in Hokkaido</li> <li>Acquisition of the social infrastructure systems business from Sanken Electric Co., Ltd.</li> <li>Starting "Koto-zukuri business" such as STARELINK service</li> </ul>	Issues	<ul> <li>Delivery delay due to shortage of components and materials</li> <li>Secure profits in regular field business</li> </ul>
3 Automo	otive_Lithium-ion_Battery_Business	- 1	
Achieve ments	<ul> <li>Start of operation of Blue Energy No.2 plant         Production ability: FY2019 20million cells/year⇒FY2022 50million cells/year     </li> <li>Start of supply lithium-ion batteries for HEVs for Toyota             Motor Corporation</li> <li>Establishment of the BEV Battery Development Department</li> <li>Signing of basic agreement toward collaboration with Honda</li> </ul>	Issues	➤ Response to entry into EV market

## 1. Review of Fifth Mid-Term Management Plan (Management Results)



#### **Management Results**

	FY2022 (Apr. 2	022 - Mar. 2023)	
	Mid-Term Management Target (Initial)	Forecast (As of 3Q)	Achievement rate
Net sales	¥460.0 bn or more	<b>¥520.0</b> bn	+13.0 %
Operating income	¥28.0 bn or more	<b>¥29.0</b> bn	+3.6 %
ROE (Return on equity)	8 % or more	-	-
Total return ratio	30 % or more	-	-

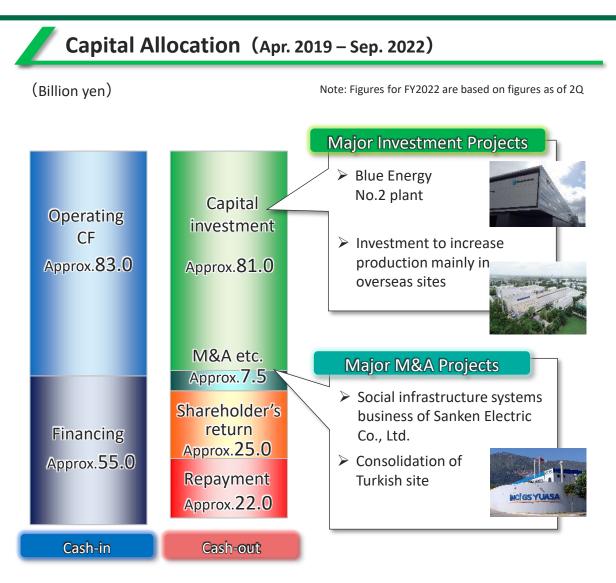
Note: The above indices are based on income before amortization of goodwill (operating income and profit).

#### **Segment Results**

(Billion yen)

		FY2022 Target (Initial)			022 (As of 3Q)	Cha	nge
		Net sales Operating income		Net sales	Operating income	Net sales	Operating income
Automotive	Japan	85.0	7.0	88.0	5.0	+3.0	-2.0
Batteries	Overseas	200.0	13.0	240.0	14.0	+40.0	+1.0
Power S	atteries and Supplies	100.0	8.0	108.0	9.0	+8.0	+1.0
	eries	55.0	1.0	69.0	1.0	+14.0	±0.0
Specialized E Oth	Batteries and ners	20.0	-1.0	15.0	0.0	-5.0	+1.0
То	tal	460.0	28.0	520.0	29.0	+60.0	+1.0

Note: Operating income is operating income before amortization of goodwill.



### 2. Policies and Issues



#### Sixth Mid-Term Management Policy

Positioning this period as one for laying the foundation for reform to realize the vision envisioned in Vision 2035, we will implement a variety of measures to reform our business structure.

#### **Implementation Measures**

1) Development-of-batteries-for-BEVs-

- > Development of a high-capacity, high-output lithium-ion batteries by utilizing joint venture company with Honda
- Measures > Establishment of production and supply systems of batteries for BEVs to expand mobility and public infrastructure business
- ②Reinforcement\_of\_earning\_capacity\_in\_existing\_business\_
  - > Thorough value-added creation and improvement in profitability

- ➤ Maximization of profits due to unparalleled superiority in Industrial Batteries and Power Supplies Business in Japan
- > Transformation of regional strategy including review of business in China, maximization of profits by concentrating resources at main sites
- 3DX / new business

- ➤ DX promotion to enable business structure transformation
- Creation of new business that contribute to solving social issues

## 3. Management Target



**Management Plan Period** 

## Three years from April 2023 to March 2026

#### **Mid-Term Management Targets (targets for FY2025)**

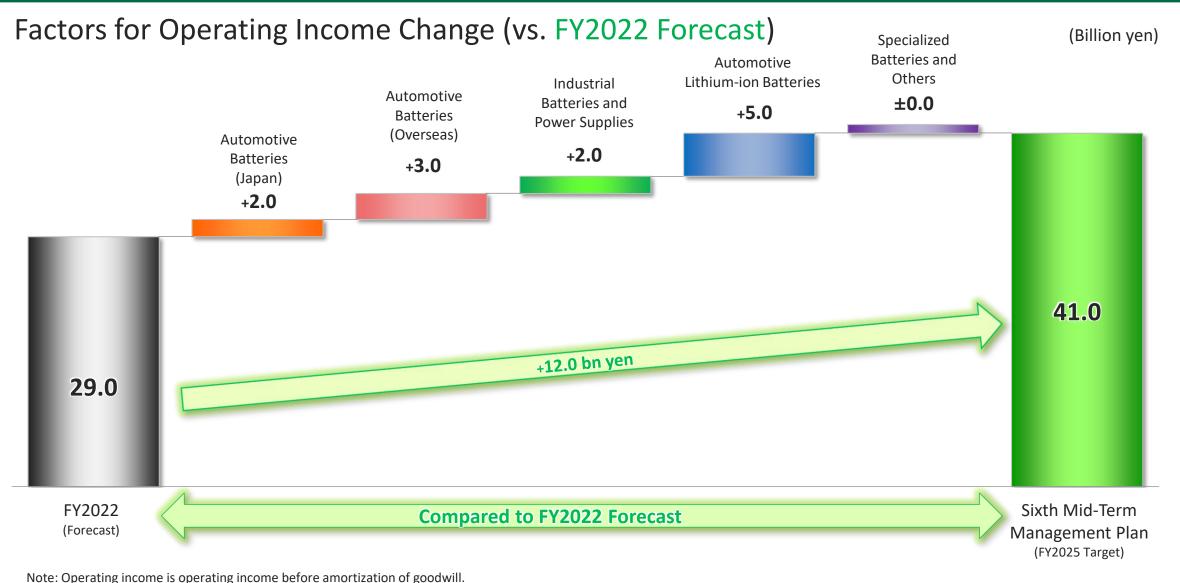
	Fifth Mid-Term Management Final Target (FY2022 Forecast)	Sixth Mid-Term Management Target (FY2025 Target)	Difference
Net sales	520.0 billion yen	<b>610.0</b> billion yen	+17.3 %
Operating income	29.0 billion yen	<b>41.0</b> billion yen	+41.4 %
ROE (Return on equity)	-	<b>8</b> % or more	-
ROIC (Return on invested capital)	-	<b>10</b> % or more	-
Total return ratio	-	<b>30</b> % or more	-
Domestic lead price quote	341,000 yen/t	<b>342,000</b> yen/t	-
LME	<b>2,300</b> US\$/t	<b>2,000</b> US\$/t	-
Exchange rate	<b>120</b> yen/US\$	<b>140</b> yen/US\$	-

Notes:1. ROE is based on net income before the amortization of goodwill, and ROIC is relative to operating income before the amortization of goodwill.

<sup>2.</sup> ROIC is calculated as operating income before amortization of goodwill, etc. ÷ invested capital (fixed assets (excluding goodwill, etc.) + working capital). Invested capital is the average of the beginning and end of the period.

# 4. Changes of FY2022 Target and Sixth Mid-Term Management Plan Target





## **5. Segment Targets**



(Billion yen)

F١	/2022
Fo	orecast

## FY2025 Target

### Change

Automotive Batteries	Japan	
	Overseas	
Industrial Batteries and Power Supplies		
Automotive Lithium-ion Batteries		
Specialized Batteries and Others		

Total

	Operating
Net sales	income
	(Op. income ratio: %)
00.0	5.0
88.0	(5.7)
	(3.7)
240.0	14.0
240.0	(5.8)
	0.0
108.0	9.0
	(8.3)
69.0	1.0
	(1.4)
15.0	0.0
	( - )
520.0	29.0

Net sales	Operating income (Op. income ratio: %)
100.0	7.0 (7.0)
240.0	17.0 (7.1)
140.0	11.0 (7.9)
110.0	6.0 (5.5)
20.0	0.0
610.0	41.0 (6.7)

	Operating
Net sales	income
	(Op. income ratio: PP)
+12.0	+2.0
+12.0	(+1.3)
100	+3.0
±0.0	(+1.3)
.22.0	+2.0
+32.0	(-0.4)
+41.0	+5.0
	(+4.1)
+5.0	±0.0
	( - )
00.0	+12.0
+90.0	(+1.1)

Note: Operating income is operating income before amortization of goodwill and operating income ratio is operating income ratio before amortization of goodwill.

520.0

(5.6)

## 5. Segment Targets and Strategies (Automotive Batteries (Japan))



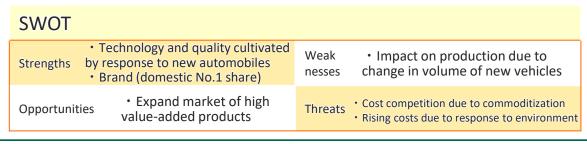
#### **Automotive Batteries (Japan)**

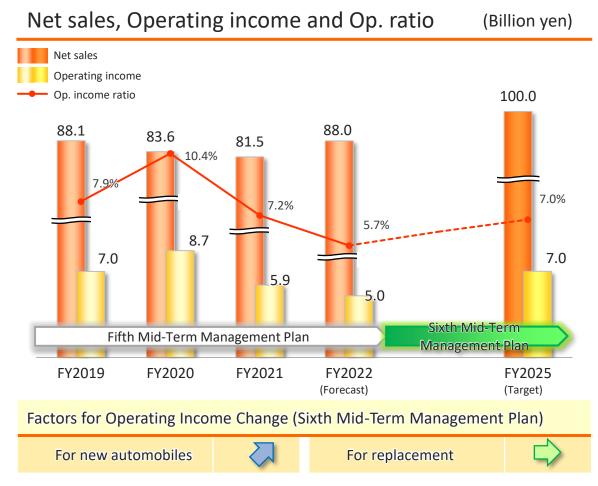
#### **Business Policy**

Build an optimal supply system in response to change of business environment and improve profit rate

#### Strategies and Important Tasks

- > [Production]
  - Establish supply system that enables both rapid response to demand fluctuations and inventory reduction
- > [Sales For new automobiles]
  - Improve profit ratio due to optimal price revision such as raw material prices
- [Sales For replacement]
  - · Rebuilt marketing strategies and maintain high market share
  - Improve efficiency utilizing IoT and DX





Note: Operating income is operating income before amortization of goodwill and operating income ratio is operating income ratio before amortization of goodwill

## 5. Segment Targets and Strategies (Automotive Batteries (Overseas))



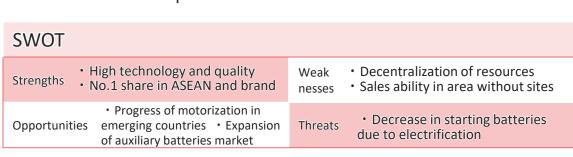
#### **Automotive Batteries (Overseas)**

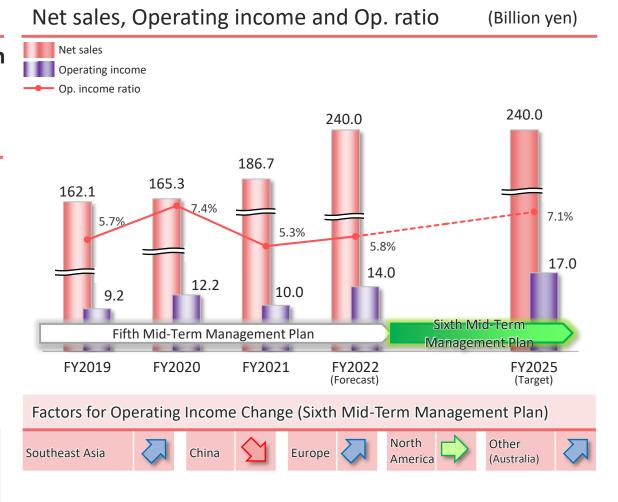
#### **Business Policy**

Reform management structure for the future by selection and concentration and strengthen profitability

#### Strategies and Important Tasks

- > [Southeast Asia]
  - Maximize profit by strengthening sales in ASEAN area
- ➤ [China] Promote fundamental review of business
- ➤ [Europe] Supply steadily to Europe utilizing Turkish site and expand sales to the Middle and Near East or North Africa
- ➤ [Other (Australia)] Strengthen production base and expand market share of replacement batteries

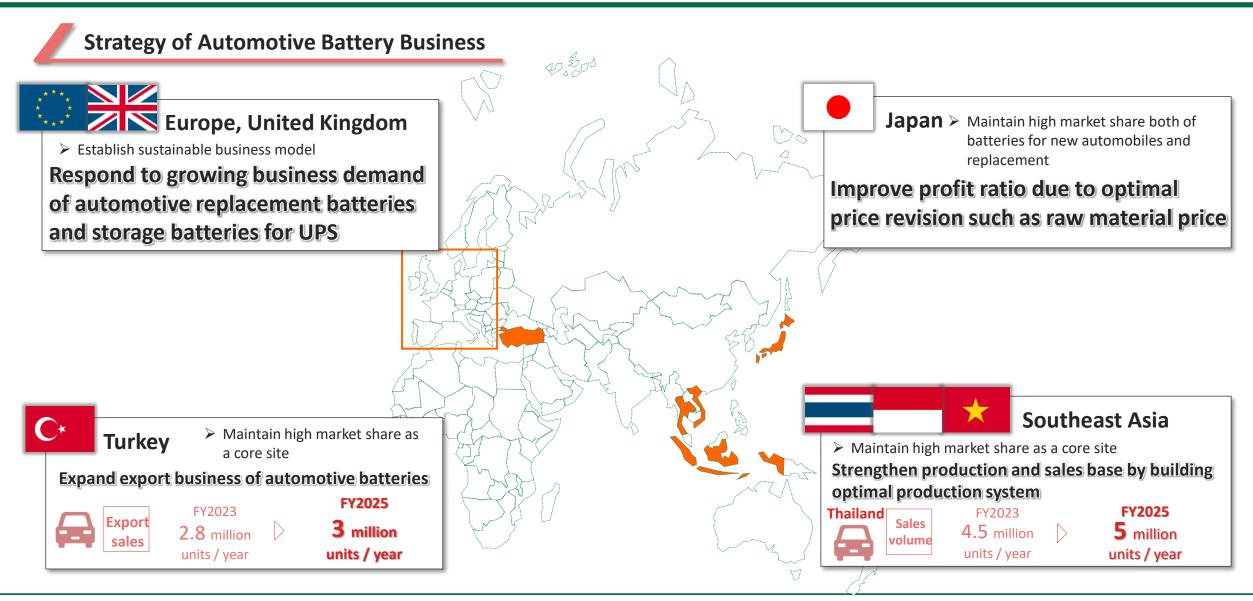




Note: Operating income is operating income before amortization of goodwill and operating income ratio is operating income ratio before amortization of goodwill

## 5. Segment Targets and Strategies (Automotive Batteries)





## 5. Segment Targets and Strategies (Industrial Batteries and Power Supplies)



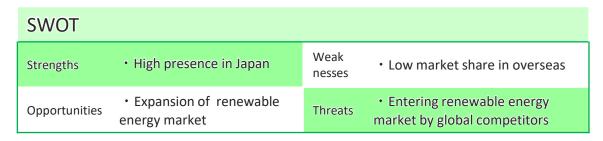
#### **Industrial Batteries and Power Supplies**

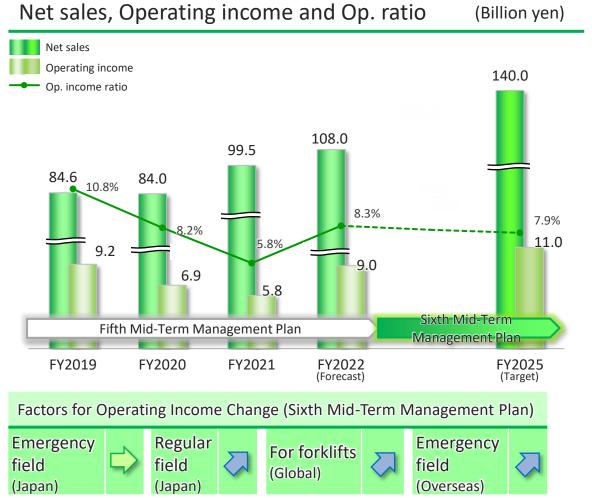
#### **Business Policy**

## Building a business foundation to capture the growth of the next generation

#### **Strategies and Important Tasks**

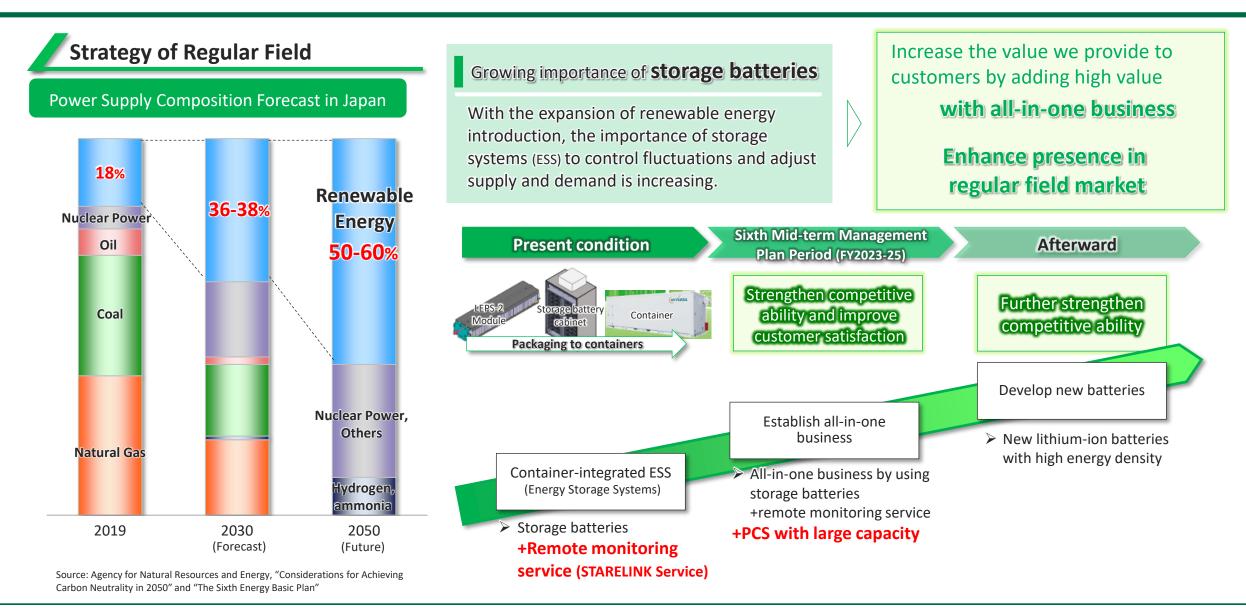
- > [Emergency field (Japan)]
  - Expand our remote monitoring services
  - Maximize profit by utilizing unparalleled superiority
- > [Regular field (Japan)]
  - · Setting the stage for a second pillar of business
- > [Emergency field (Overseas)]
  - Strengthen competitive ability by expanding product lineup





## 5. Segment Targets and Strategies (Industrial Batteries and Power Supplies)





## 5. Segment Targets and Strategies (Automotive Lithium-ion Batteries)



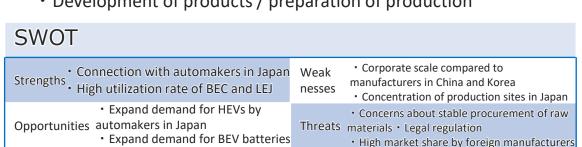
#### **Automotive Lithium-ion Batteries**

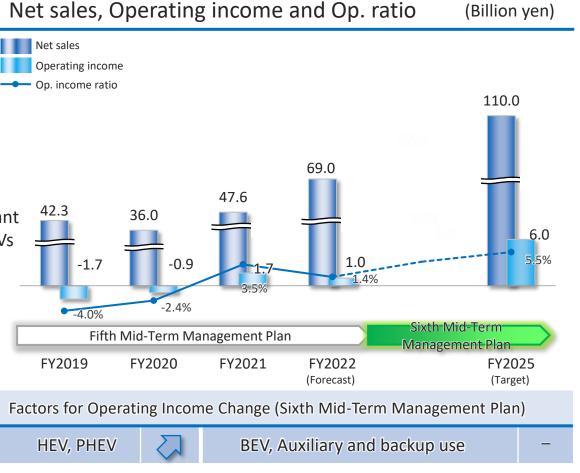
#### **Business Policy**

Achieve sustainable growth in the lithium-ion battery business by taking carbon neutrality and government targets as opportunities

Strategies and Important Tasks

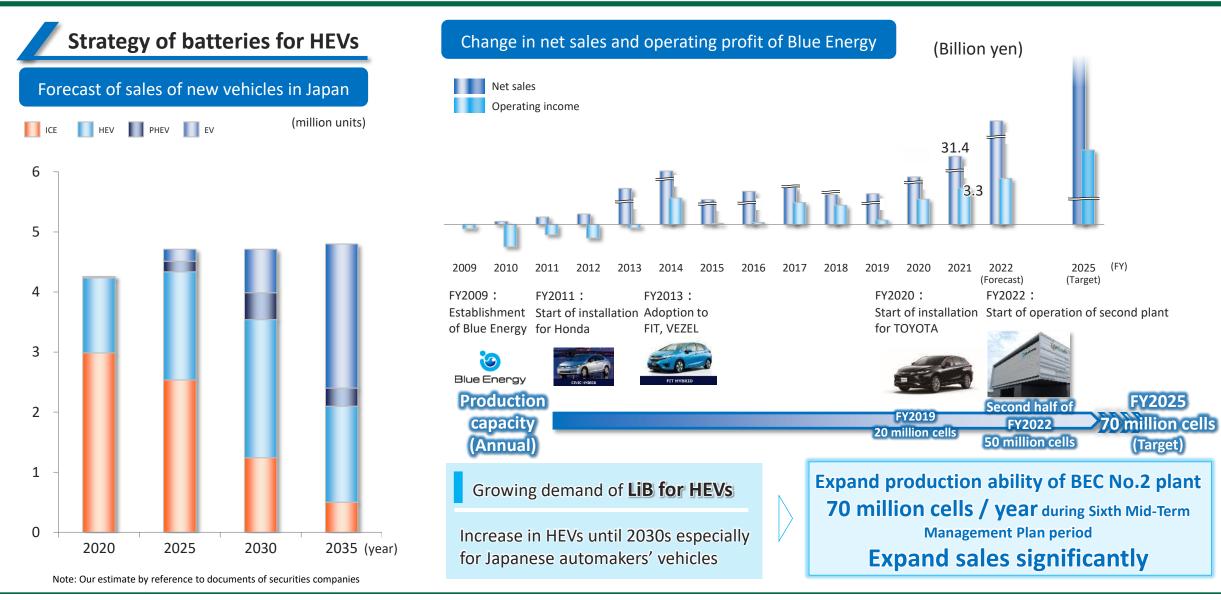
- ➤ [HEV. PHEV]
  - Improve yield rate and plant utilization rate
  - Establish further increasing production system of Blue Energy No.2 plant
  - Strengthen development and production systems of batteries for PHEVs
- > [BEV] Strengthen development systems of batteries for BEVs
  - Prepare for entering market of batteries for BEVs
- > [Auxiliary and backup use]
  - Development of products / preparation of production





## 5. Segment Targets and Strategies (Automotive Lithium-ion Batteries)





## 5. Segment Targets and Strategies (Automotive Lithium-ion Batteries)



**Strategy of batteries for BEVs** 



Research and development of a high-capacity, high-output lithium-ion batteries

Plan to establish a joint venture company for research and development



Utilize knowledge cultivated through the collaboration with Honda and development of lithium-ion batteries for HEVs, PHEVs, and EVs

Manufacture batteries for BEVs and ESS in GS Yuasa Group

#### Mobility

#### **Public infrastructure**

Contributing to the realization of a carbon-neutrality for a wide range of customers

Production ability

20GWh-/-year

(Target)

## 5. Segment Targets and Strategies (Specialized Batteries and Others)



#### **Specialized Batteries and Others**

#### **Business Policy**

Contribute to the building of new public infrastructure through batteries with the highest level of performance and quality

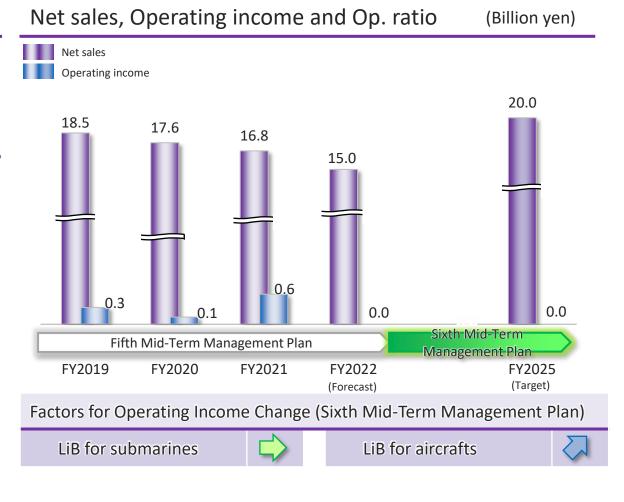
Strategies and Important Tasks

- > [Specialized batteries business]
  - Improve profitability due to efforts to strengthen the foundation of the defense industry
  - · Development of next-generation LiB for submarines
  - Response to expand sales of LiB for aircrafts
  - Expand sales of LiB for satellites

#### > [Others]

- Increase in environmental response costs
- Increase in costs for DX and creation of new business.

SWOT			
Strengths	<ul><li> The only one specialized batteries manufacturers in Japan</li><li> High technology and reliability</li></ul>	Weak nesses	<ul><li>Delay in digitalization</li><li>Aging equipment</li></ul>
Opportunities	<ul> <li>Formulation of the Three Principles on Defense Equipment Transfer</li> <li>Expansion of new market such as for space use</li> </ul>	Threats	<ul> <li>Higher costs due to increased development difficulty</li> <li>Increased social responsibility</li> </ul>



## 6. Financial Policy and Capital Policy



#### **Financial Policy**

- ➤ Maintain a shareholders' equity ratio of 40% or more while investing in growth in mobility and public infrastructure
- Target of total return ratio before amortization of goodwill, etc. is 30% or more (achieve both investment in growth and stable dividends to shareholders)

	FY2025 targets (Apr. 2025 – Mar. 2026)
Interest-bearing debt to operating cash flow ratio*1	Approx. 3 years
Total return ratio*2	30 % or more
Equity ratio	maintain 40 % or more

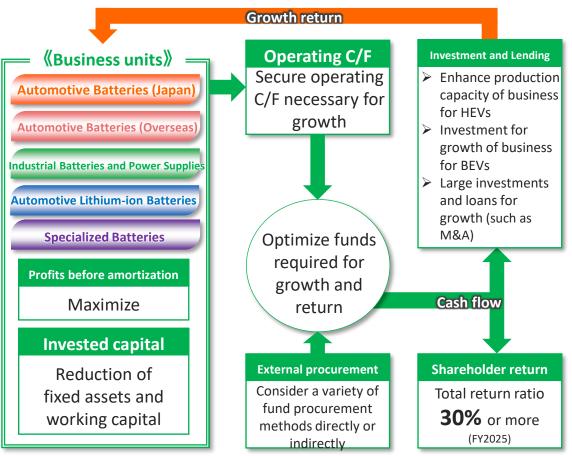
<sup>\*1</sup> Interest-bearing debts (including lease obligations) / operating cash flow

<sup>\*2</sup> The total return ratio for FY2025 is before goodwill amortization

	Sixth Mid-Term Management Plan 3-year total
Operating cash flow	¥140.0 bn
Investing cash flow	-¥190.0 bn
Free cash flow	-¥50.0 bn

#### **Capital Policy**

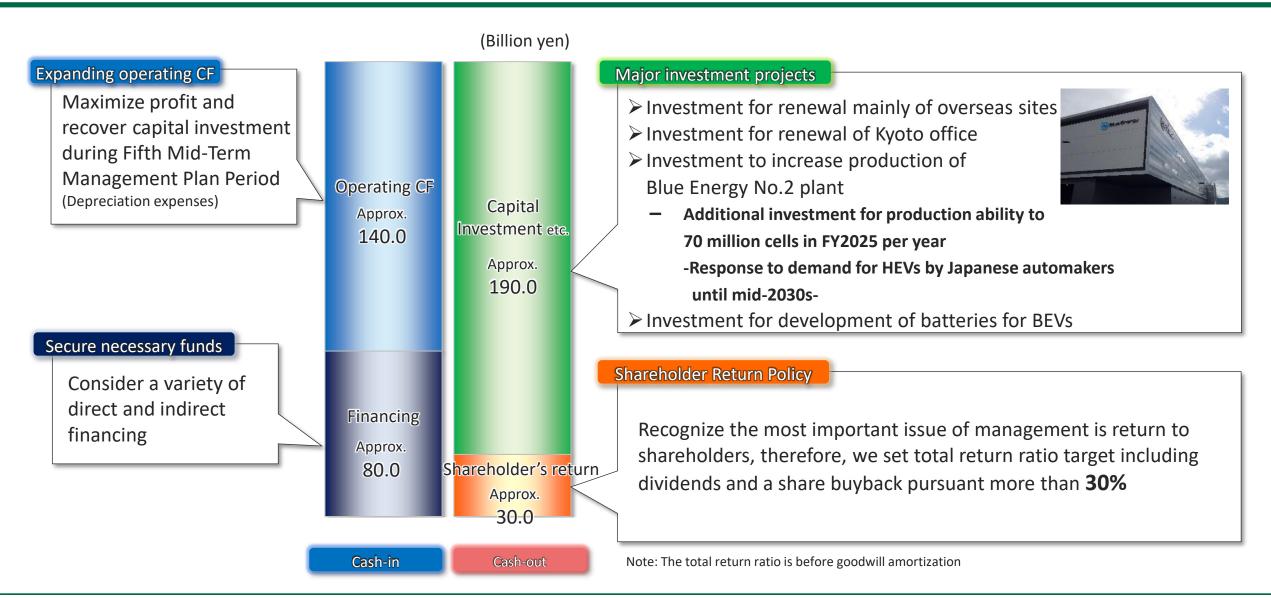
➤ Achieve both investment in growth and shareholder returns by maximizing profits through ROIC management and utilizing optimal financing



Note: The total return ratio is before goodwill amortization

## 7. Capital Allocation (FY2023-2025)





## 8. Capital Investment, Depreciation, R&D Costs



		Fifth Mid-Term Management Plan (FY2019-2022)	Sixth Mid-Term Management Plan (FY2023-2025)	(Billion yen)
		Actual (4years total)	Plan (3years total)	Change
Capital Investment		102.0	190.0	+88.0
Automotive		12.4	12.0	-0.4
Batteries		22.8	20.0	-2.8
Industrial Batteries	and Power Supplies	8.5	16.0	+7.5
Automotive Lithiun	n-ion Batteries	29.6	105.0	+75.4
Others		28.6	37.0	+8.4
Depreciation		67.0	65.0	-2.0
Automotive Lithium	n-ion Batteries	14.1	24.0	+9.9
R&D Costs		46.6	60.0*	+13.4
(Ratio of R&D expe	nses to net sales)	2.7%	3.3%	+0.6 <sub>P</sub>

Note: Figures for FY2022 are based on figures as of 2Q  $\,$ 

<sup>\*</sup>R&D costs in equity method affiliates are included

## 9. Medium-term Environmental Target (FY2023-2025)



Accelerate the reduction of environmental impact from our business activities and expand our contribution to the circular economy

Reduction of CO<sub>2</sub> emissions 15% or more (compared with FY2018)

- >Implementation of energy conservation measures through energy visualization
- ► In-house consumption of renewable energies through the introduction of solar power generation equipment
- > Replacement of old equipment with energy-saving equipment



Solar power generation facility of Ritto office

**Reducing water use** 

15% or more (compared with FY2018) Percentage of environmentally considered products in total sales

45% or more

Increasing usage rate of recycled lead

**70%** or more

## 10. Initiatives for Sustainability (Materiality)



Materiality		Major Activities and targets				
	Environment – Contribute to sustainability of the global environment as an energy device company					
E	<ul> <li>Developing and popularizing environmentally considered products</li> <li>Promoting environmental protection</li> </ul>	<ul> <li>▶ Ratio of reduction of CO₂ emissions 15% or more (compared with FY2018)</li> <li>▶ Ratio of reduction of water use 15% or more (compared with FY2018)</li> <li>▶ Ratio of recycled lead used 70% or more</li> <li>▶ Percentage of environmentally considered products in total sales 45% or more</li> </ul>				
Social – Respect for human rights and contribution to society						
S	<ul> <li>Respect for individuality</li> <li>Respect for diversity</li> <li>Human resources development</li> <li>Enhancement of work environments and occupational health and safety</li> <li>Provision of high-quality products</li> <li>Responsible procurement promotion</li> </ul>	<ul> <li>Promotion of human rights education and thorough management of human rights risks</li> <li>Promotion of diversity &amp; inclusion</li> <li>Promotion of work-life balance and health management</li> <li>Promotion of human resource development programs</li> <li>Promotion of occupational health and safety risk management</li> <li>Strengthening of product safety management, promotion of quality improvement and strengthening of quality communication</li> <li>Responses to responsible mineral procurement and managing CSR risks in the supply chain</li> </ul>				
	Governance – Promotion of fair, transparent, and swift group-wide governance					
G	<ul> <li>Thoroughly fulfilling our CSR and ensuring compliance</li> <li>Protection of intellectual property</li> <li>Thorough management of confidential information</li> </ul>	<ul> <li>Promotion of compliance education, provision and thorough of legal information</li> <li>Thorough avoidance of infringement and elimination of counterfeit products</li> <li>Promotion of security measures and information security training</li> </ul>				



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