



Interface to the Future
- Solution by Smart Connectivity -

THine Electronics, Inc. (TSE: 6769) FY2023Q2 Business Results and Opportunities

August 3, 2023

Mid-term Strategy from 2022 to 2024

5G&Beyond-NE

TODAY'S AGENDA

- Corporate outline
- Business results in FY2023Q2
- Future opportunities under mid-term strategy, “5G&Beyond-NE”

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Corporate outline: Provider of unique value to the world, Interface to the Future - Solution by Smart Connectivity - de facto standard technology of high-speed interface, etc.

- Company Name THine Electronics, Inc.
(listed on Tokyo Stock Exchange, code: 6769)
- Founder & CEO Tetsuya Iizuka, Ph. D
- President & COO Yoichiro Minami
- Capital 1,175 million Yen
- Founded May, 1991
- Incorporated June, 1992
- Business Area Planning, Designing and Sales of Mixed Signal LSI and
Providing AI & IoT devices and solutions
- Employees 131 (consolidated basis as of June 30, 2023)



THine teams



Korea

THine Electronics Korea, Inc.
Seoul, Korea
Established in Mar. 2010

United States

THine Solutions, Inc.
Santa Clara, CA USA
Established in Feb. 2018

China

賽恩電子香港股份有限公司
THine Electronics Hong Kong, Co., Ltd.
Established in Nov.2012
前海賽恩电子(深圳)有限公司
THine Electronics Shenzhen, Co., Ltd.
Established in May 2013
上海分公司
Established in Oct.2013



Tokyo – Headquarters –



Tokyo, Japan
Start-up in May 1991

Cathay Tri-Tech

Yokohama, Japan
Acquired in Dec., 2018

Taiwan

哉英電子股份有限公司
THine Electronics Taiwan, Inc.
Taipei, Taiwan
Established in Sep. 2000



Business area

Product and solution

Application market

LSI
Biz.

<High-speed interface LSI>

V-by-One[®] HS plus
V-by-One[®] HS
V-by-One[®]
LVDS

Serial Transceiver IOHA:B

<Image signal processing>
Image Signal Processor
Camera Development Kit



- Camera solution: automotive cameras, security cameras, AR/VR, recognition camera, medical cameras, etc.
- Display solution: high-resolution displays such as 8K / 4K, gaming monitors with high refresh rate
- Drive recorders, automotive CID, exp. for EVs
- Mobile, PC, and single board computers
- OA (multi-function printers), amusement
- Industrial equipment such as inspection equipment for semiconductors and LCD displays

AI
&
IoT
Biz.

<Wireless modules>

5G/LTE/NB-IoT

<AI&IoT devices and solution>

IoT Gateway / Router

Edge AI Processor / Module

AI & IoT Solution



- Drive recorders with wireless modules
- AED monitoring modules
- IP transceivers
- Remote monitoring module for vending machines and elevators
- GPS tracker
- AI thermography with facial recognition
- IoT monitoring system for

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Financial performance in FY2023Q2

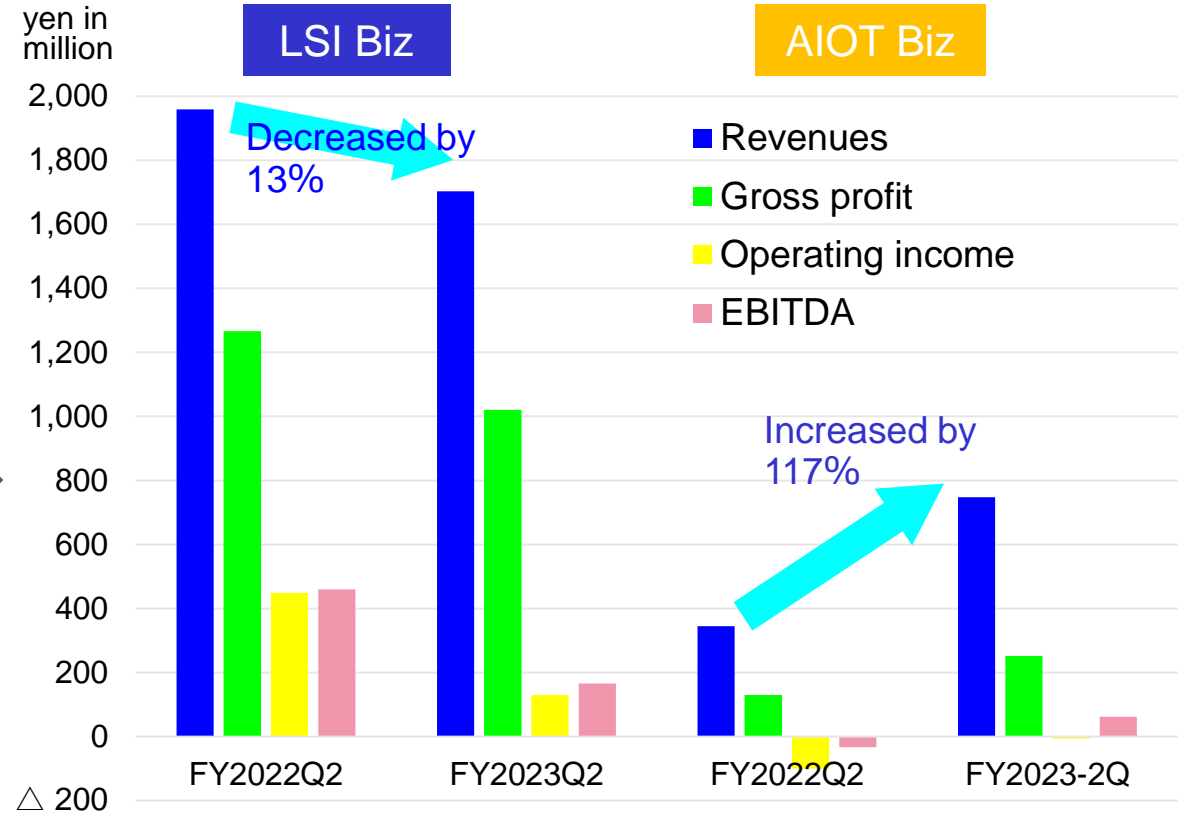
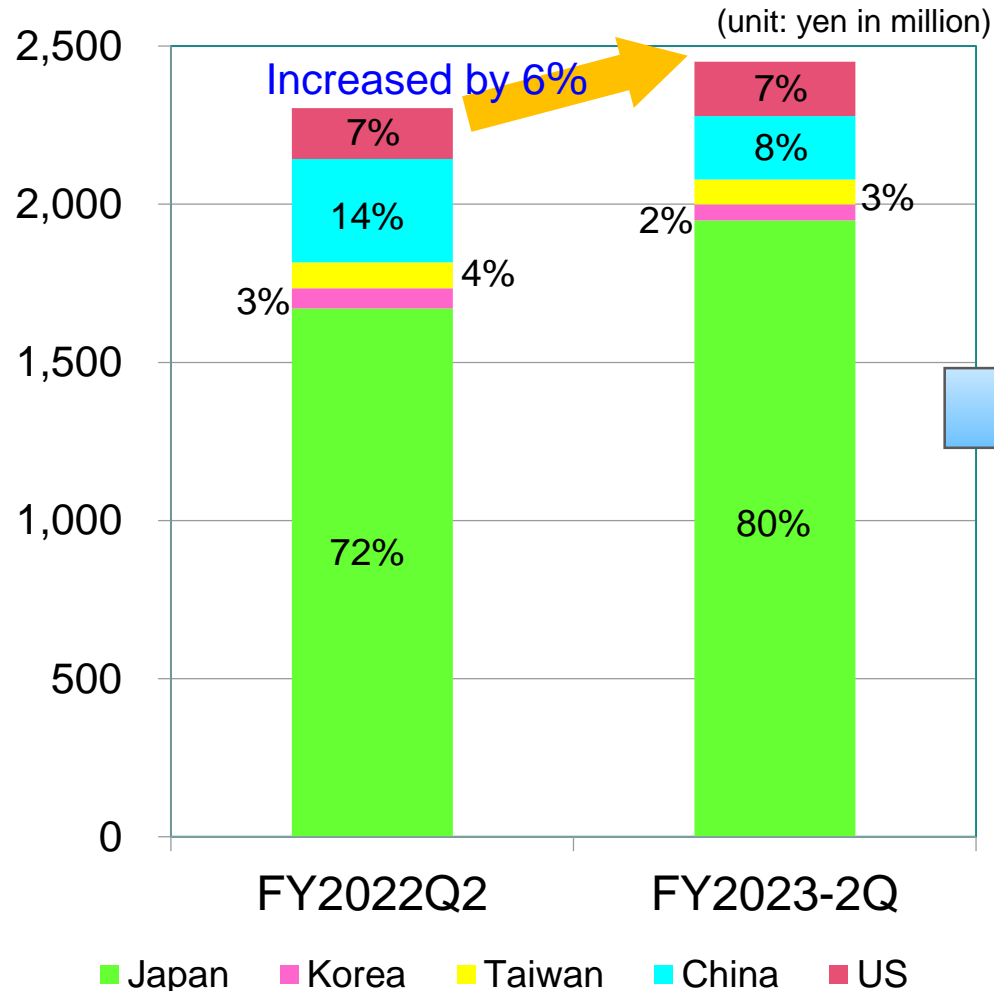
► Consolidated financial results

(yen in million)

	FY2023Q2			FY2022Q2	
		Portion%	YoY		YoY
Revenues	2,450	100.0	106.4	2,303	100.0
Gross Profit	1,272	51.9	91.2	1,395	60.6
SG&A	1,148	46.9	109.7	1,047	45.5
(R&D expenses)	519	21.2	112.0	464	20.2
Operating Income	124	5.1	35.6	348	15.1
(EBITDA)	227	9.3	53.4	426	18.5
Ordinary Income	273	11.2	40.3	678	29.4
(Reference purpose only) Ordinary Income without FX effects	126	5.2	35.2	360	15.6
Net Income Attributable to Owners of the Parent	170	7.0	29.6	577	25.1

Financial performance in FY2023Q2 by region and segment

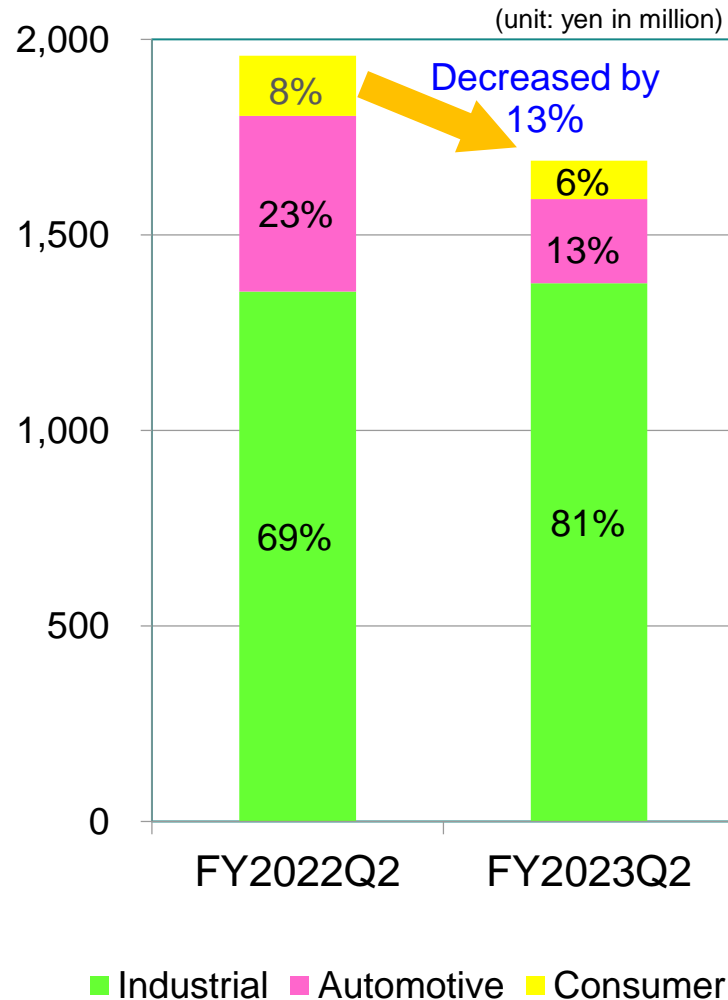
▶ Revenues by region



- ▶ Total revenues increased by 6%, especially AIOT Biz made significantly successful growth. LSI Biz decreased but has launched strategic new products for EV.
- ▶ Because sales mix has shifted more to AIOT Biz with relatively moderate GPR, consolidated GPR decreased by 9%.

Financial performance of LSI business in FY2023Q2 by application markets

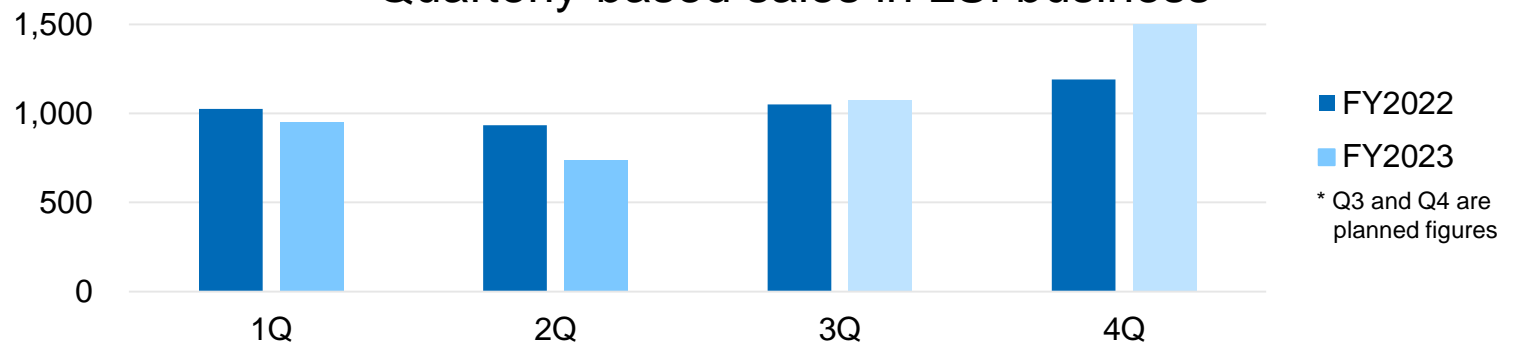
► Revenues of LSI business by application



Analysis	
Industrial: increased by 2% (81% of total)	Launched new products for industrial display markets. Successful growth in Amusement by 98% while OA and others decreased by 27% and 12% respectively.
Automotive: decreased by 52% (13% of total)	Launched new products for EV markets. The US business achieved healthy increase by 3% while the China business decreased by 83% affected by the inventory adjustment.
Consumer: decreased by 36% (6% of total)	Since June launched the new standard interface technology V-by-One [®] HS plus for high-resolution television and display markets as a solution to eco-design regulation in EU and US.

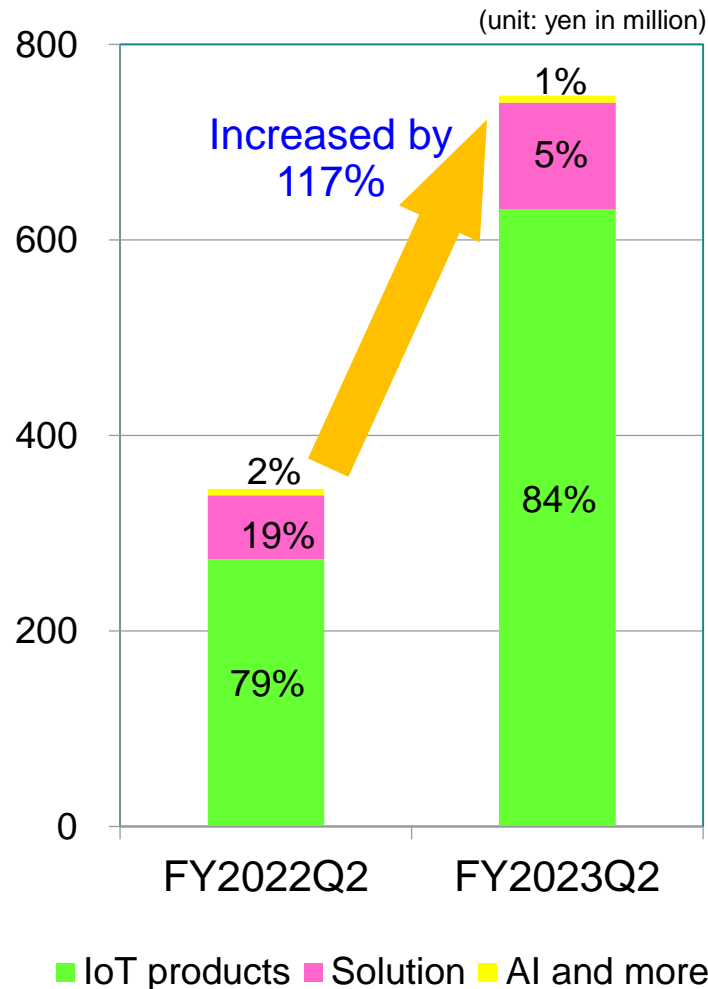
(unit: yen in million)

Quarterly-based sales in LSI business



Financial performance of AIOT business in FY2023Q2 by segment

▶ Revenues of AIOT business segments



要因分析

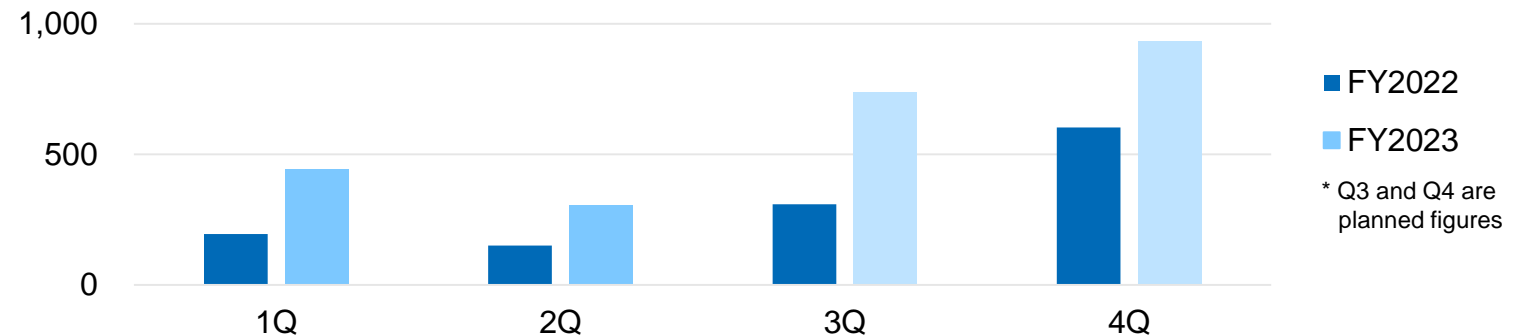
IoT products: increased by 131% (80% of total)
Large-lot-customer business in drive recorders, vending machines, and elevator monitoring systems made successful shipments resulted in significant increase.

Solution: increased by 67%
Development in providing solution performed well while business in a few customers delayed.

AI and more: increased by 11%
Focusing on newly developing solutions and products. AI-based thermometer Biz almost over due to exit from COVID-19.

(unit: yen in million)

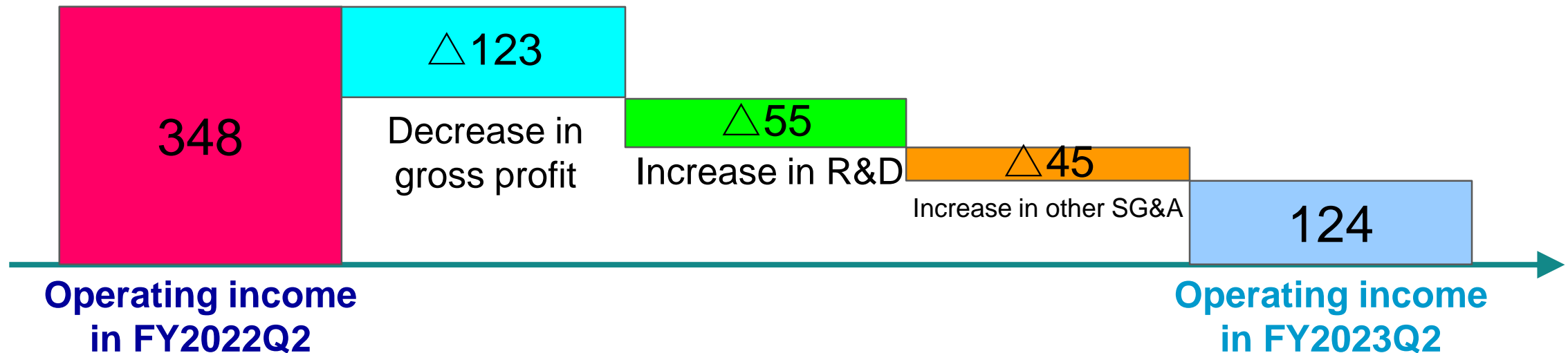
Quarterly-based sales of AIOT business



Financial performance in FY2023Q2 compared to that in FY2022Q2

- ▶ Reason of changes in operating income
 - Gross profit decreased by 9%. AIOT business made almost double and increased by 94% with a relatively moderate gross profit rate, while LSI business decreased by 19%.
 - Made intensive investment in research and development (R&D) with JPY519M, increased by 12%: developing the advanced high-speed interface standard “V-by-One[®] HS plus” technology, new V-by-One[®] HS products for display panels in EVs, image signal processing solution, high-speed serial transceiver products, advanced redriver technology, modules for edge AI, gateway products with voice communication, etc.
- * Also continued government-contracted R&D project using 300GHz communication mostly at the cost of MIAC

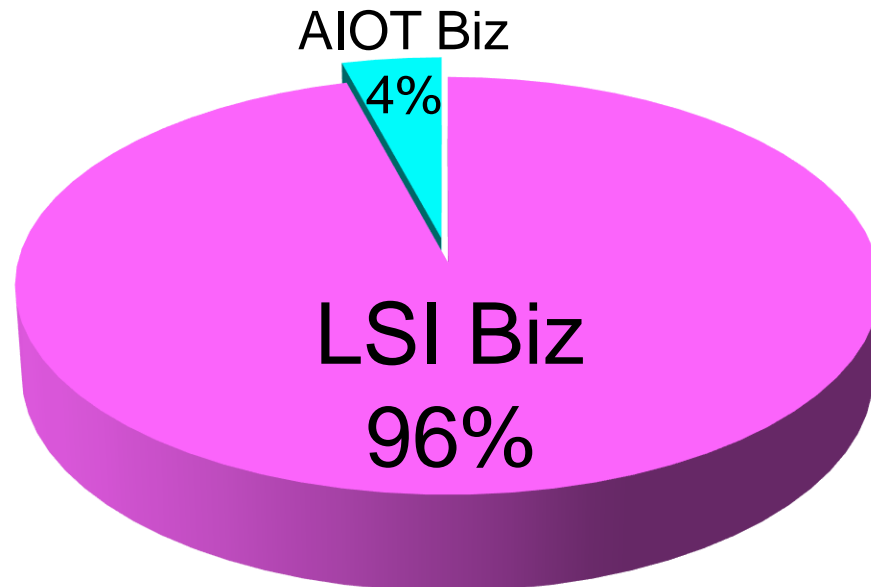
(unit: yen in million)



Financial performance of R&D in FY2023Q2

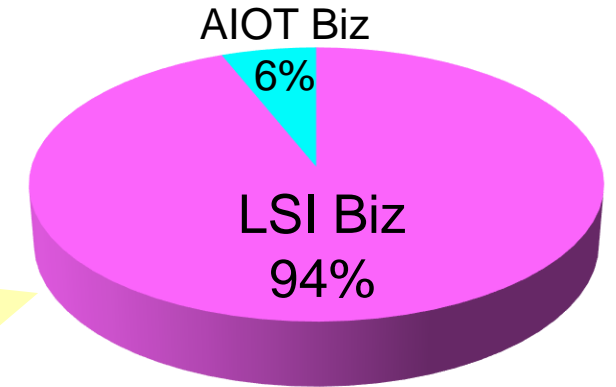
- ▶ Intensive investment in R&D
- R&D investment plan in FY2023: totally JPY1,210M (increased by 20%)

R&D plan in FY2023



Actual R&D investment in FY2023Q2

- **JPY519M**
- compared to the plan: 43%
- compared to FY'22Q2: 112%



Focused development to achieve the 5 goals of the mid-term strategy, "5G&Beyond-NE"

- New V-by-One[®]HS products for display panels of EVs
- The industry-first serial transceiver products for sensing controlling systems
- New high-speed interface standard "V-by-One[®] HS plus" technology for high-resolution TVs and gaming monitors, contributing to achieve systems under the new eco-design regulation in EU and US
- Cloud-server-linked drive recorders
- Modules for edge AI processing
- Voice-communication-support gateway products
- High-speed wireless communication technology applicable to 1000Gbps data transmission (Beyond 5G), etc.

Financial performance in FY2023Q2

► Outline of balance sheet as of the end of June, 2023

(unit: yen in million)

Assets			Liabilities and Net Assets		
	End of FY'23Q2	End of FY'22		End of FY'23Q2	End of FY'22
Cash and Cash Equivalent	7,960	7,302	Account Payable	299	282
Account Receivables	644	1,058	Other Current Liabilities	347	515
Inventories	855	1,048	Non-current Liabilities	136	136
Other Current Assets	362	358	Shareholders' Equity	9,505	9,494
Property, Plant and Equipment	203	206	Accumulated Other Comprehensive Income	65	59
Intangible Assets	82	148	Deferred Stock-based Compensation	138	128
Investments and others	444	547	Non-controlling Interests	61	52
Total Assets	10,553	10,669	Total Liabilities and Net Assets	10,553	10,669

► US-dollar-based cash as of the end of FY'23Q2 is approximately US\$8M.

► Goodwill by acquisition of Cathay Tri-Tech (AIOT business) is JPY65M in intangible assets. The amortization of goodwill will be completed in FY23.

Financial performance in FY2023Q2

▶ Outline of Cash Flow Statements

(unit: yen in million)

	FY2023Q2	FY2023Q2
Cash Flow from Operating Activity	687	168
Cash Flow from Investing Activity	2	1
Cash Flow from Financing Activity	△160	△128
Effect of Exchange Rate Changes	129	342
CCE at the beginning of the FY	7,302	7,743
CCE at the end of the Quarter	7,960	8,126

- ▶ decrease in net income before tax, account receivables and inventories, etc.
- ▶ investment in fixed asset, dividend from VC investment, etc.
- ▶ payment of dividend for FY'22, etc.
- ▶ Exchange rate
JPY133 as of the end of FY2022
JPY145 as of the end of FY2023Q2

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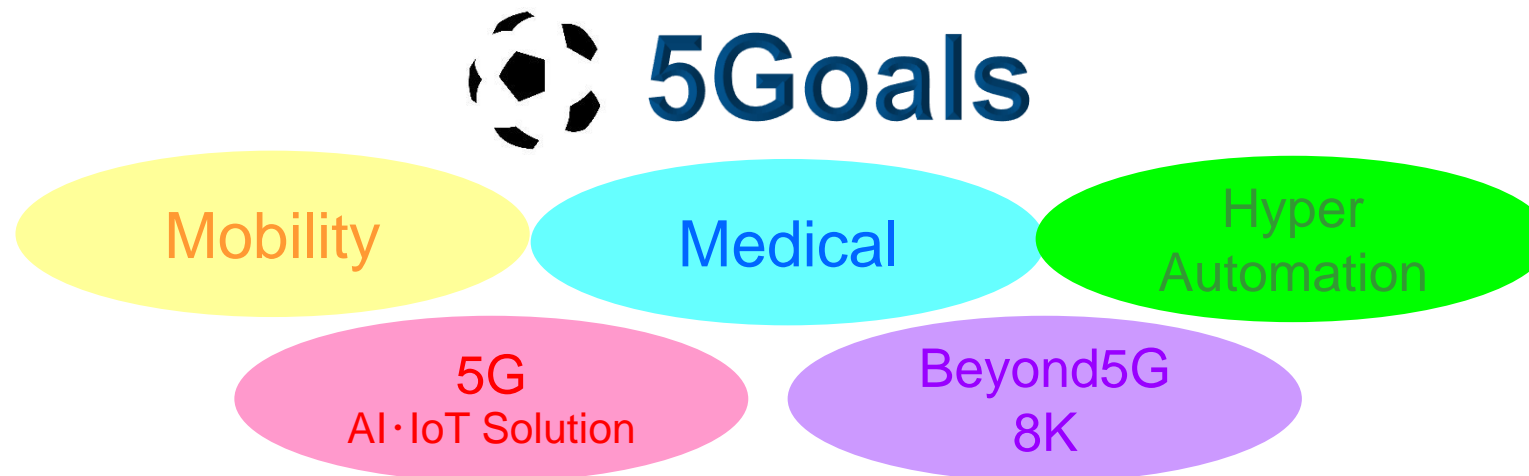
5G&Beyond-NE, the mid-term strategy from 2022 to 2024

▶ Outline of “5G&Beyond-NE”

<Basic strategy>

THine provides differentiated values for customers based on the prior mid-term strategy, “5G&Beyond,” corresponding to business environment, and contribute to customers’ innovation.

THine re-defines “**Strategic 5 Goals**”, focuses on growing application markets, and aims to achieve x3 operating income in FY2024, compared to FY2021.



5G&Beyond-NE, the mid-term strategy from 2022 to 2024



Beyond5G/8K
(contribution to emerging use cases)
Beyond5G technology applicable to
1000Gbps communication and 8K videos



5G/AI•IoT Solution
(contribution to IoT communication)
5G wireless communication
face recognizing solution
smart meters

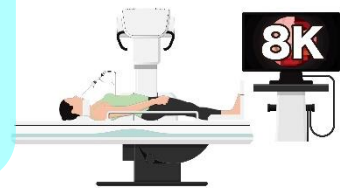
Mobility
(contribution to automotive evolution)
Automotive high-resolution /
multiple cameras and displays



**5Goals
&
Beyond**

Hyper Automation
(contribution to industrial IoT)
Serialize various IoT sensing data

Medical
(contribution to health care)
Medical cameras (endoscopes)
and high-resolution monitors



5G&Beyond-NE, the mid-term strategy from 2022 to 2024

▶ Action in FY2023

- ① Enhance growing business in **automotive and industrial markets**, contributing to support new use cases of autonomous, unmanned, and remoted situation
- ② Continuously launch new LSI products for **automotive cameras and displays**, targeting automotive markets in China
- ③ Promote products and solutions for **smart IoT communication, including drive recorders and smart meters**
- ④ Cultivate future growing opportunities in **5G, AI&IoT, medical**
- ⑤ Positively invest in **research and development** as well as **talented HR** to create value from new products
- ⑥ Achieve operational excellence in **highly-collaborative sales and production functions**, to meet customers' demand under extremely tight situation in fabrication capacities

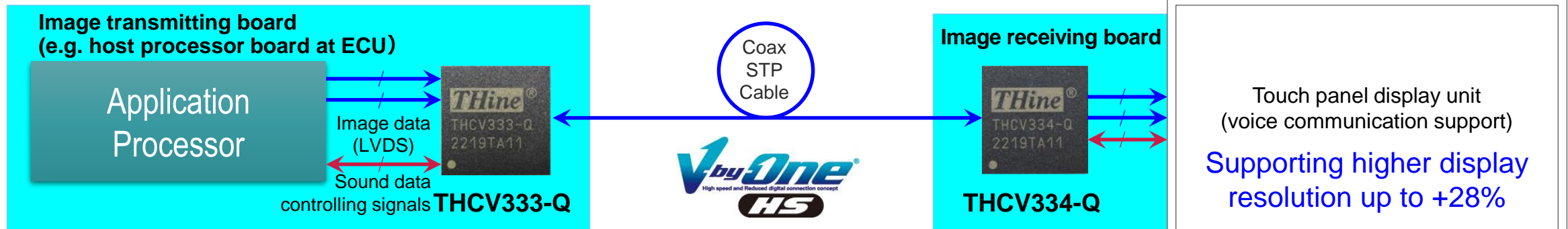
5G&Beyond-NE, the mid-term strategy from 2022 to 2024

Mobility
**Hyper
Automation**

- ▶ Enhancing user experience – simplifying cable wiring solution for in-vehicle touch panels for EVs

Start volume production shipping of new V-by-One[®]HS products for EVs and industrial equipment

- Enabling to transmit and receive fullHD60fps images, controlling signals, and voice signals only with 1 chip
- Capable to handle approximately +28% more data volume, compared to similar-class products in automotive industry
the world-fastest class SerDes support OpenLDI(LVDS)



- 1) Automotive in-vehicle touch panel display
 - Information display
 - Rear seat entertainment
 - Navigation
 - Display Audio



- 2) Industrial embedded touch panel display
 - HMI/programmable display
 - Vending machines with touch panel
 - Elevator interior panel
 - Traffic monitors

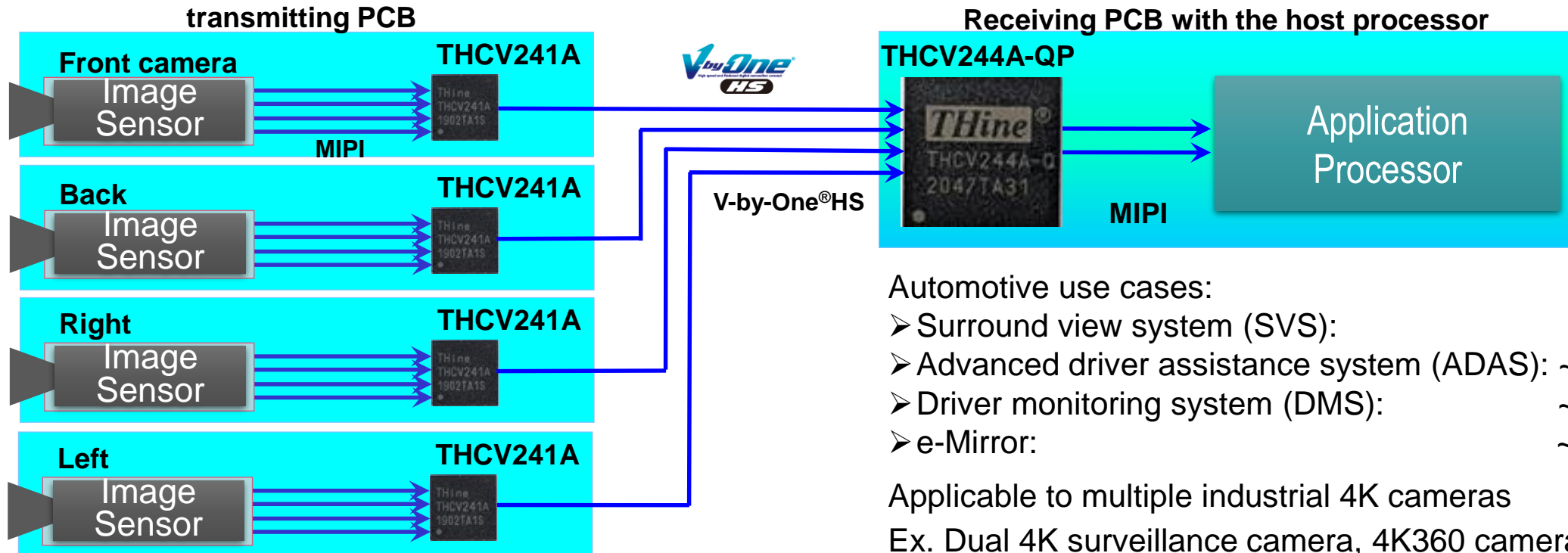
5G&Beyond-NE, the mid-term strategy from 2022 to 2024

- ▶ Contribution to high-resolution automotive cameras

Mobility
**Hyper
Automation**

4-camera-supporting V-by-One[®]HS

- Receiving max.4-camera images of full-HD60fps
- The lowest power consumption in the industry with enhanced noise tolerance



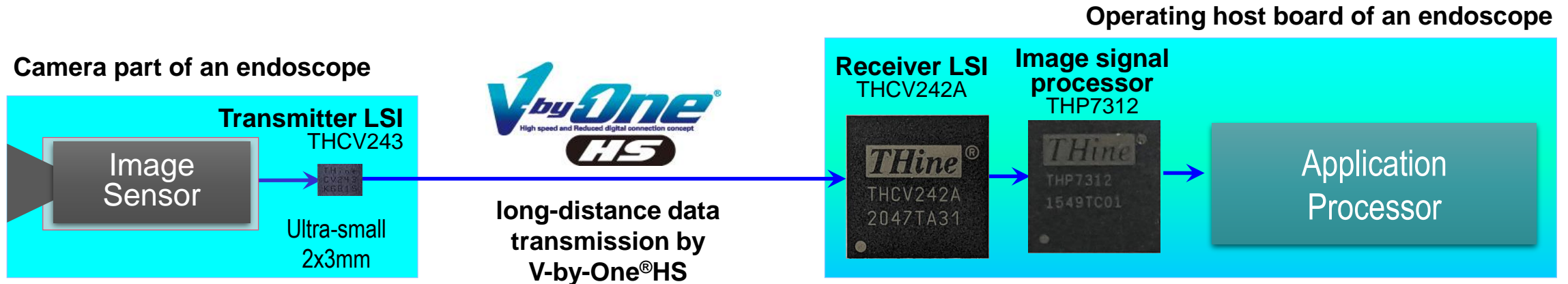
5G&Beyond-NE, the mid-term strategy from 2022 to 2024

► Contribution to evolving medical cameras

Medical

V-by-One[®] HS product supports 4K medical cameras

- Contributing to achieve 4K high-resolution endoscope cameras
- The world smallest V-by-One[®] HS product enables to transmit images from 4K cameras to operating equipment for several meters through just one cable
- THine's image signal processor applicable simultaneously
- Contributing for users to apply AI-based machine learning with 4K images for higher detection rates for early-stage cancers



5G&Beyond-NE, the mid-term strategy from 2022 to 2024

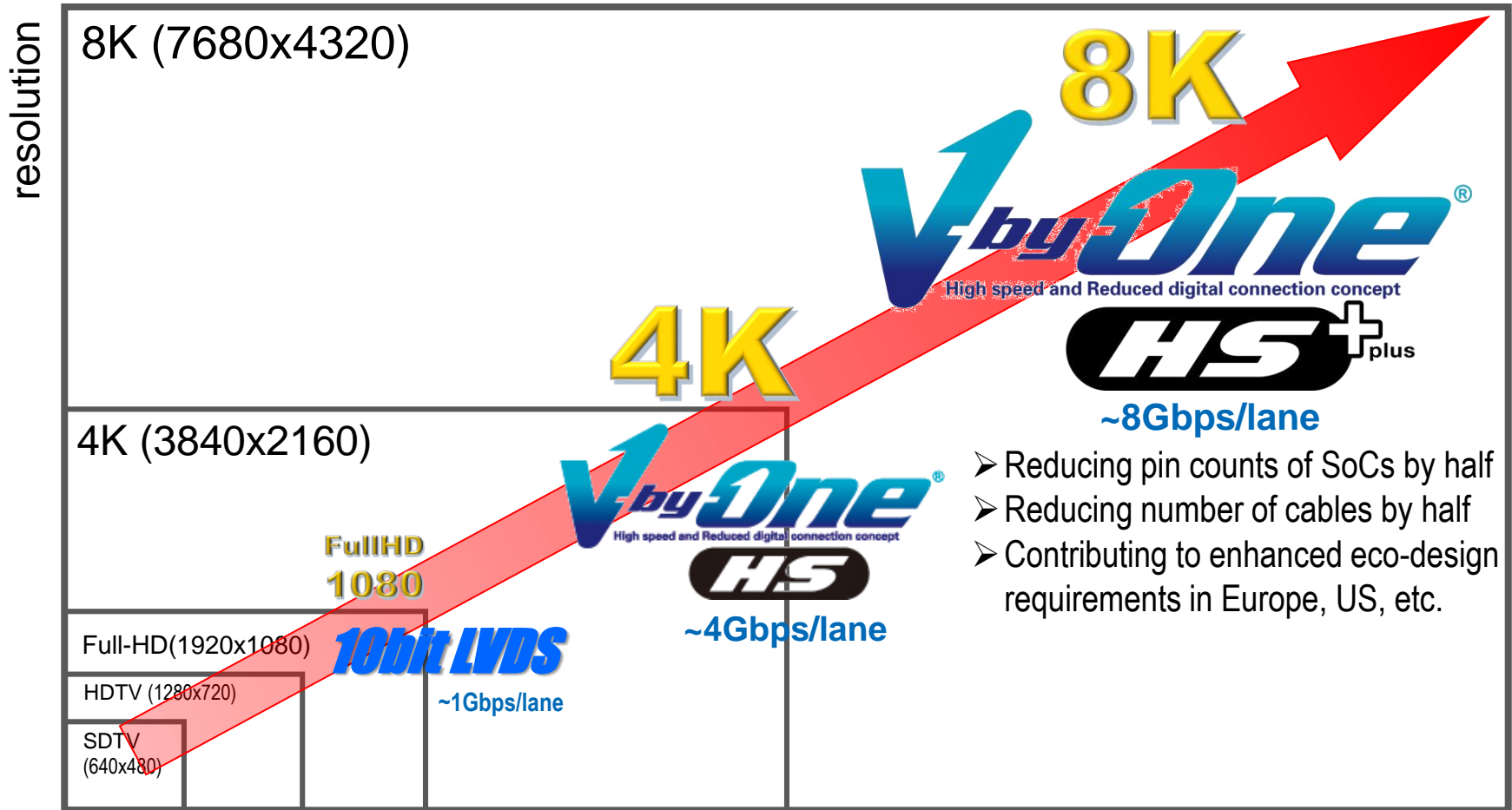
► Contribution to video data transmission

Mobility

Medical

Beyond 5G/8K

Pioneering high-speed interface technology, including *de facto* standard



- Reducing pin counts of SoCs by half
- Reducing number of cables by half
- Contributing to enhanced eco-design requirements in Europe, US, etc.



Contribution to TV's evolution

2003 Launched the industry-first 10-bit LVDS in volume production, supporting 1.07-billion color depth, compared to 16.4-million colors at the time

2011 THine's V-by-One® HS became *de facto* standard of the internal interface of TVs, licensing it to hundreds of licensees. In 2012, IEEE gave THine an honorable award for pioneering *de facto* standard for moving

2023 Launched the new standard V-by-One®HS plus to achieve energy-efficiency TVs and gaming monitors

5G&Beyond-NE, the mid-term strategy from 2022 to 2024

- ▶ Contribution to high-speed video data transmission

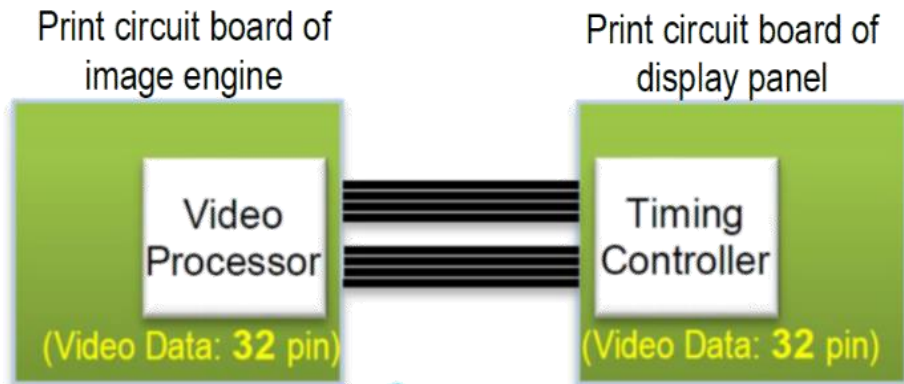
Mobility
Medical
Beyond 5G/8K

Providing “V-by-One[®]HS plus Standard” since June, 2023

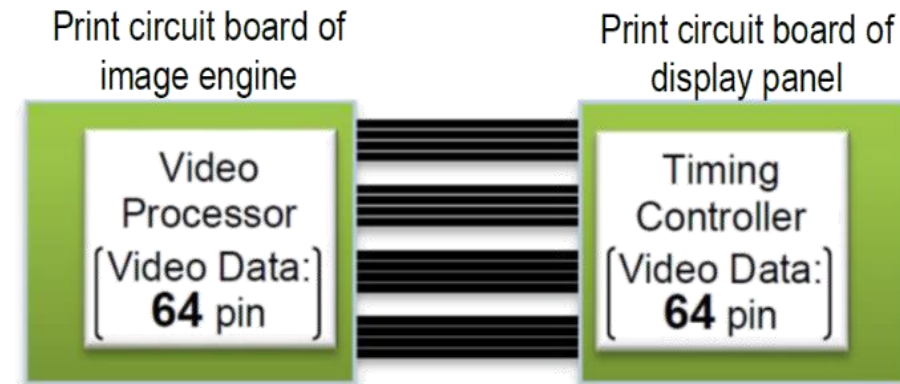
- Double-speed interface technology of today’s *de facto* standard V-by-One[®] HS for 4K/8K TVs and displays
- Contributing to enhanced eco-design requirements in Europe, US, etc.

Comparison of video data transmission systems in case of 8K60fps or 4K240fps

Video data transmission by V-by-One[®] HS plus
Only 16 lanes required, reducing pin counts of LSIs
 and lowering power consumption



Current video data transmission
 requires **32 lanes**



* These images are for illustrative purposes only.



5G&Beyond-NE, the mid-term strategy from 2022 to 2024

▶ Contributing to Simplifying Sensing & Control Systems

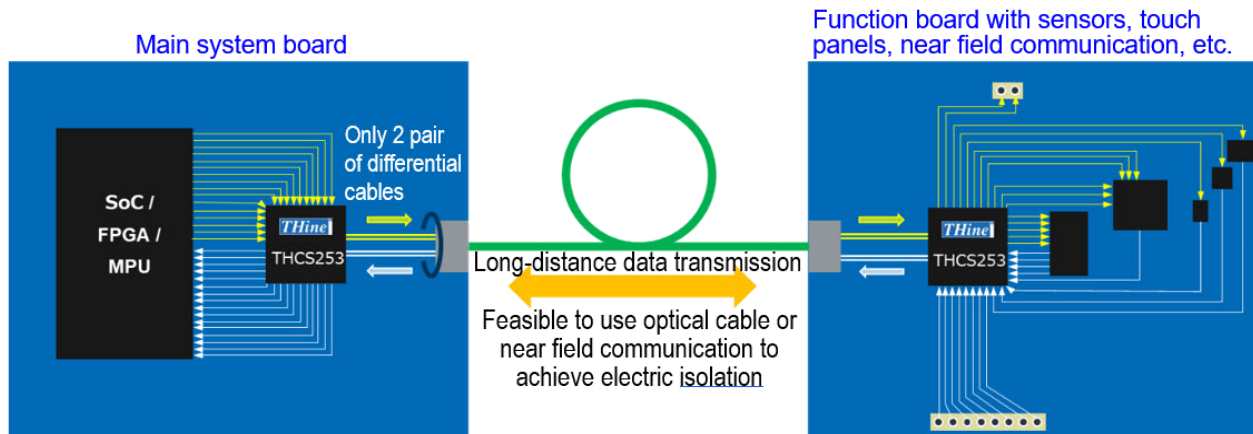
Hyper
Automation

Launching the industry-first unique serial transceiver products

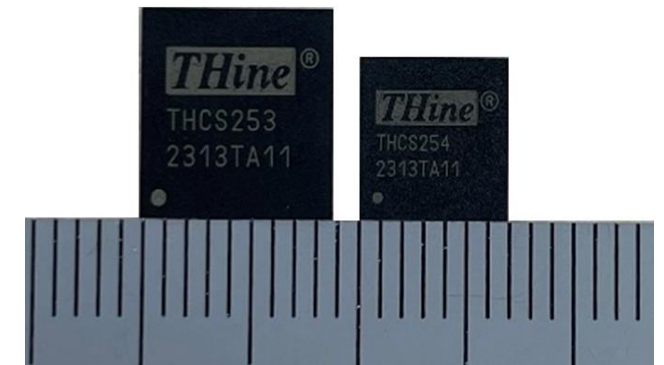
➤ Reducing sensing cables by up to 88%, allowing future expansion for additional sensors with the same platform systems with minimal redesign efforts, applicable for various applications:

- **Warehouse robotics, factory AGV, manufacturing robotics, vending machines** with 2 controlling signals
- **Industrial equipment for measuring, analysis, inspection, and manufacturing**, reducing expensive cables
- **AI-enabled sensing systems** with independent clocks between AI-processing boards and sensor boards
- **Drones and unmanned vehicles with batteries** for reducing weight
- **Printers, projectors, and consumer electronics** with miniaturizing wide FFC (flexible flat cables)

The new serial transceiver products enable to simplify the wiring systems



The new serial transceiver products



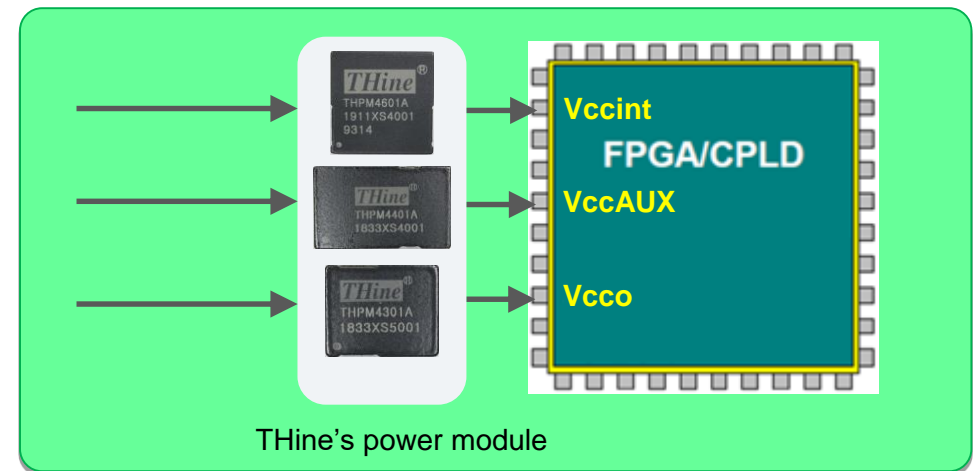
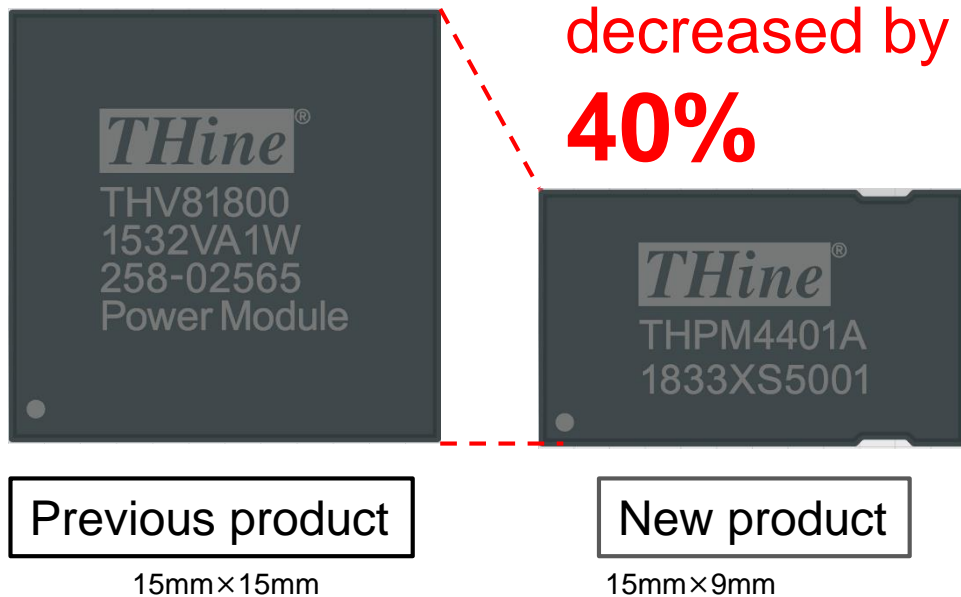
5G&Beyond-NE, the mid-term strategy from 2022 to 2024

- ▶ Reducing designing hours and developing period

Hyper
Automation

Advanced power module products

- Module products of complicated power supply circuits, achieving miniaturization, higher-efficiency, excellent heat dissipation by original packaging technology
- Suitable for the most advanced LSI, for example FPGA·SoC·ASSP, etc.



THine's optimized power modules enable system developing engineers to reduce designing hours and developing period

5G&Beyond-NE, the mid-term strategy from 2022 to 2024

▶ TVS for high-speed data transmission

Mobility

Medical

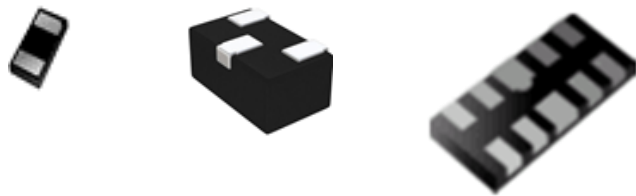
Hyper Automation

5G AI/IoT

Protect costly processors using advanced miniaturized manufacturing process

THine’s TVS (Transient Voltage Suppressor) solution suitable for protecting processors with high-speed data communication

- Protect processors and SoCs from static electricity and power fluctuation
- Keep high-speed signal integrity
- Small package, suitable for data line of HDMI, DisplayPort, USB3.0 Type-C, CML, Ethernet, LVDS, MIPI, etc.



Line-ups of TVS products
(from the left, THTVS411, THTVS312, THTVS514)

Product number	THTVS411 Small package	THTVS312 Small-sized 2ch product, suitable for differential lanes	THTVS514 Standard 10-pin package, suitable for differential 2 lanes
Package	0603 (0.6x0.3x0.25mm)	1006 (1.0x0.6x0.4mm)	2510 (2.5x1.0x0.55mm)
Frequency	DC ~ 8GHz	DC ~ 6GHz	DC ~ 6GHz
V _{rw} Max	4V	3.6V	5.5V
IEC6100-4-2 test results			
Contact	±20kV	±17kV	±12kV
Air	±25kV	±20kV	±17kV

5G&Beyond-NE, the mid-term strategy from 2022 to 2024

- ▶ Real-time-based AI image diagnosis from remoted video cameras

Hyper Automation

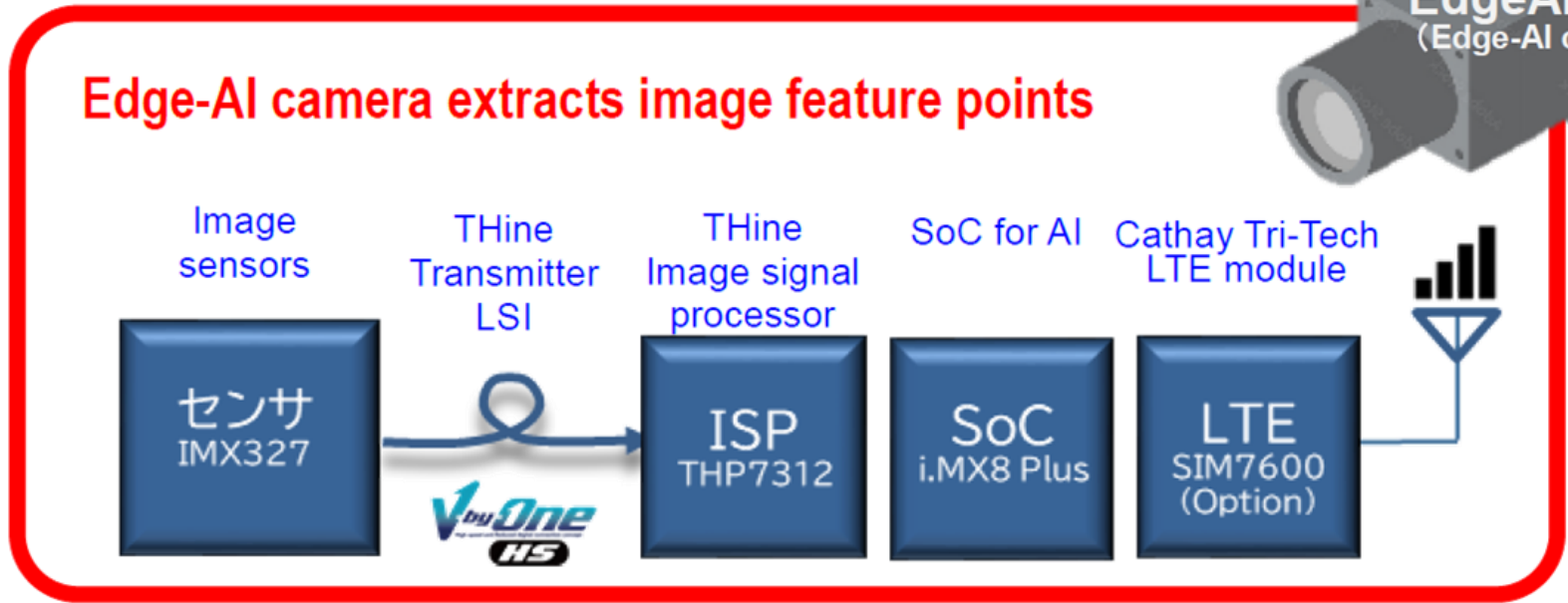
5G AI/IoT

Solution by EdgeAI-Link™, a cloud-linked Edge-AI cameras

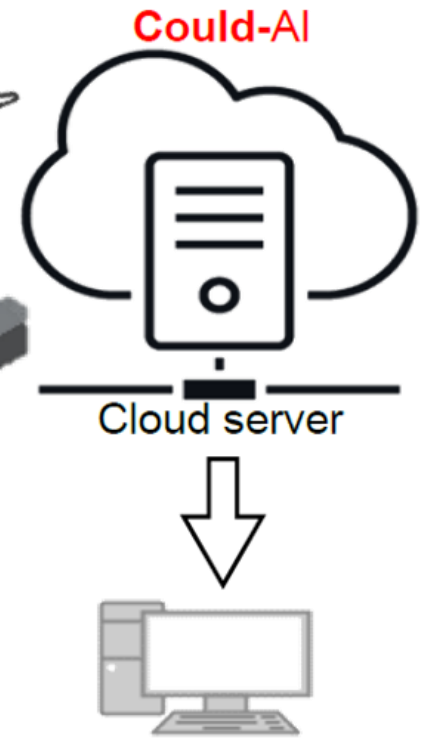
Advantages to use cloud-linked Edge-AI in addition to Cloud-AI:

- Achieving real-time AI diagnosis
- Drastically reducing costs of video data communication with AI diagnostic accuracy
- No need to communicate privacy data to cloud servers

EdgeAI-Link™, a cloud-linked Edge-AI camera



Communicating AI-extracted image feature points



Real-time AI diagnosis available from remoted cameras

5G&Beyond-NE, the mid-term strategy from 2022 to 2024

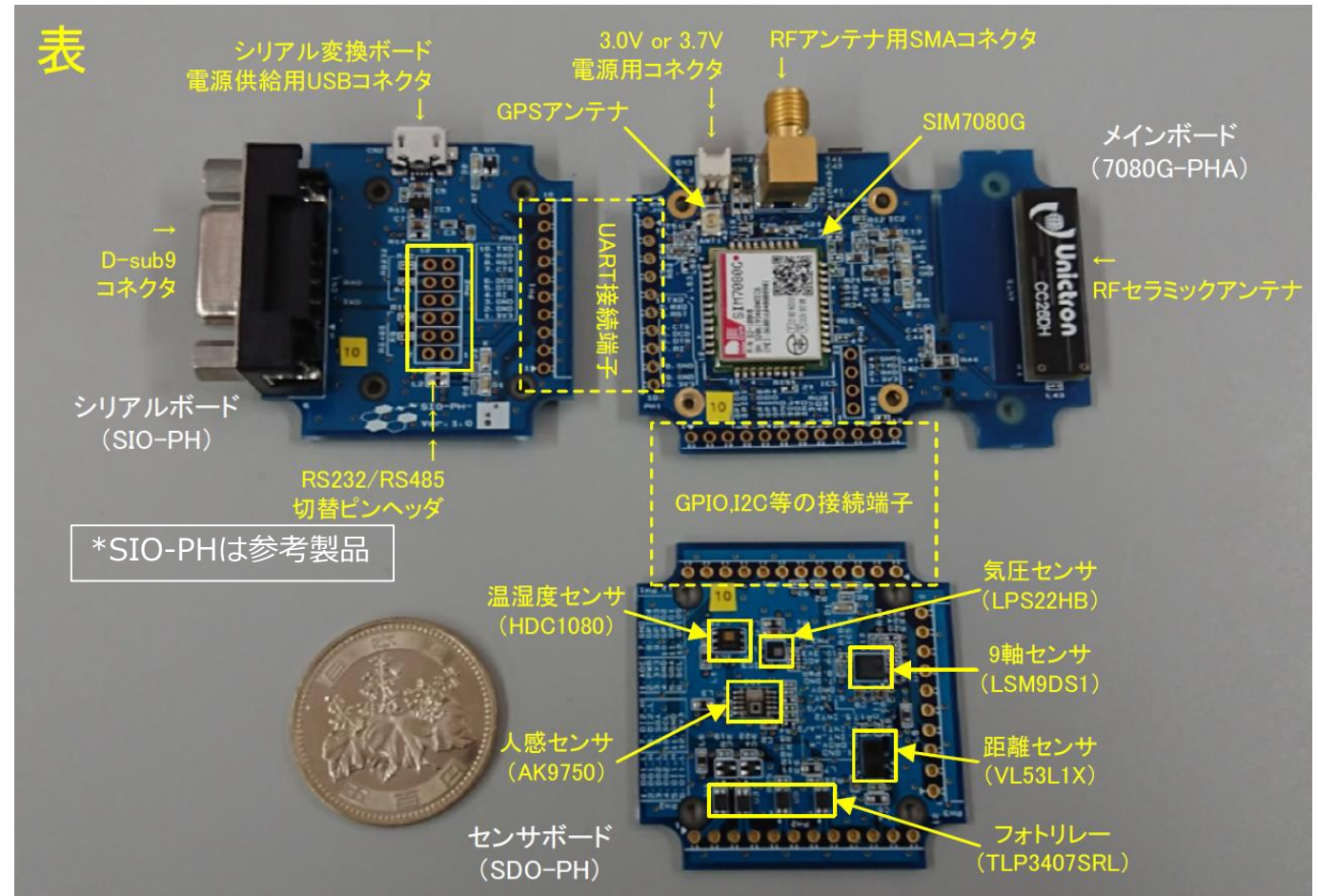
▶ contribution to sensing IoT

5G AI/IoT

IoT modem board product: 7080G-PHA

◆ specification :

- ❑ Supporting Rel.14-based Cat-M1/NB1/NB2 with global module applicable to Japanese 3 carriers as well as abroad carriers
- ❑ Loading various sensors and building IoT system readily on small-sized PCB with cellular and GPS antenna
- ❑ Extension board available to support serial port of RS232C/485
- ❑ Direct connect pin available to each functional port on the module
- ❑ Ultra-low voltage designing suitable for dry batteries
- ❑ Supporting MicroSIM card (3FF), eSIM (inside / outside), and SoftSIM
- ❑ Loading RTOS(TX3.0) to support Edge-based processing or outside-based control with using memory area of modules



5G&Beyond-NE, the mid-term strategy from 2022 to 2024

▶ Contribution to various IoT use cases

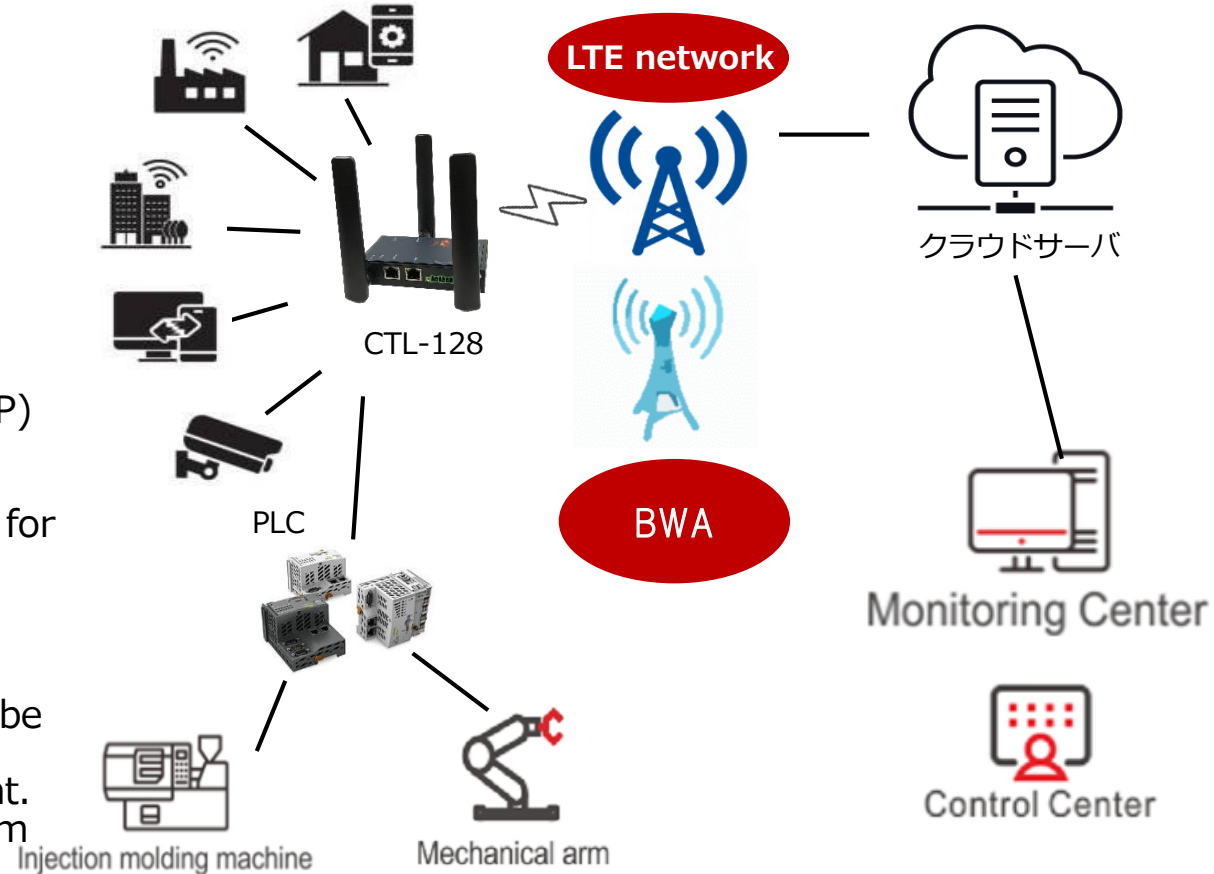
Wireless LAN router with LTE module: CTL-128



■ Feature of CTL-128

- 1) Supporting Japanese communication carriers: NTT docomo/KDDI/SoftBank*/Rakuten Mobile* and MVNO [loading wireless module SIM7600JC-HG]
- 2) Supporting local BWA, private LTE (self-operated BWA, sXGP)
- 3) Wireless LAN as standard equipment (IEEE802.11b/g/n)
- 4) Supporting VPN: PPTP, L2pt, IPsec, Open VPN, etc.
- 5) Can be equipped with a wide variety of protocols developed for industrial use
- 6) Users' applications can be developed, embedded and used according to user needs.
- 7) Serial port [RS485/RS232C] as standard equipment
- 8) Supports PLCs of more than 300 makers worldwide and can be coupled with many industrial facilities, enabling easy data collection, reporting, alarm functions and facility management.
- 9) Compact and light weight design: size: 127.0x83.0x24.0 mm weight approx. 250g
- 10) Wide operating temperature range: -30°C~70°C

5G AI/IoT

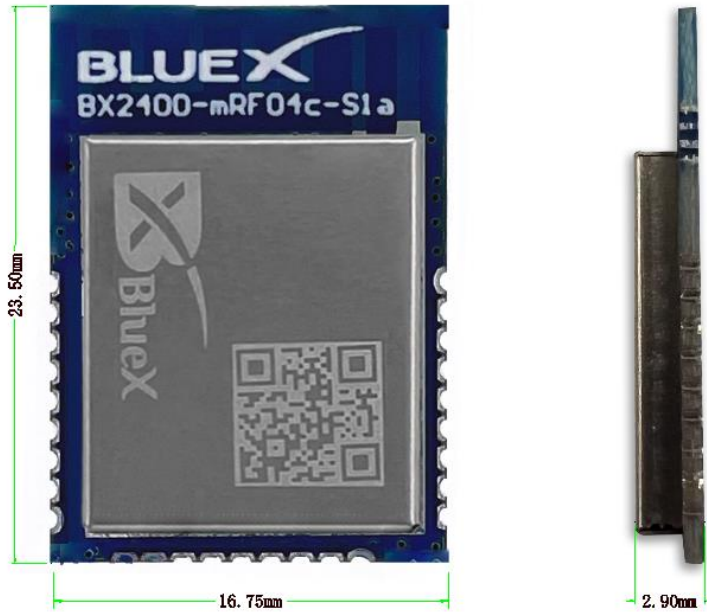


5G&Beyond-NE, the mid-term strategy from 2022 to 2024

► Contribution to various IoT use cases

5G AI/IoT

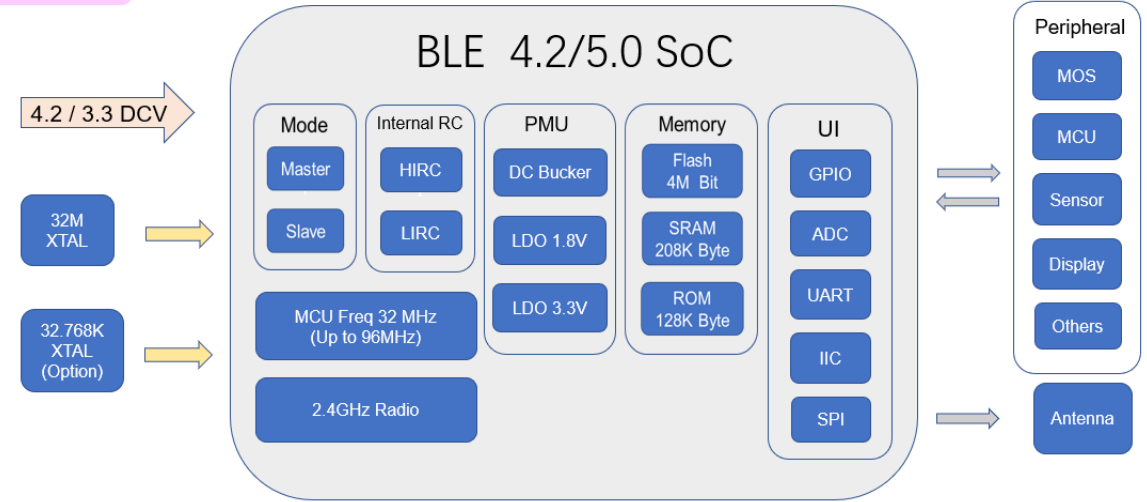
Bluetooth Module BLUE X : mRF04c-S1a



Features of Bluetooth Module:

This Bluetooth module have ARM CPU core inside, enabling executing application programs without outside host CPU

- Users can originally develop application by structuring development environment
- In terms of customized development, Cathay Tri-Tech can made its technical supports



Applicable frequency: 2.4 GHz ISM band with protocol of BLE 4.2 / 5.0

Operating temperature: -25°C ~ +80°C

Current consumption: with 4.3V on-chip DCDC converter: Rx: 4.3mA, Tx: 4.4mA
with 3.3V on-chip DCDC converter: Rx: 5.5mA, Tx: 5.7mA

Supporting digital interfaces:

- Up to 14 GPIO
- Internal Quad-SPI flash interface
- General purpose SPI interface (supporting both of SPIM and SPIS mode)
- Support 2xUART: supporting flow controls up to 1Mbps and all baud rates below 1Mbps, also supporting IRDA
- Supporting 2x I2C: programmable master/slave up to 1Mbps
- Supporting 2x timers
- Supporting a watchdog timer
- Supporting 5x PWM output

5G&Beyond-NE, the mid-term strategy from 2022 to 2024

▶ Innovating solution of beyond 5G and 8K, obtaining beyond growth advantages

Beyond 5G/8K

R&D toward 1000Gbps ultra-high-speed data transmission

the National Institute of Information and Communications Technology (NICT)



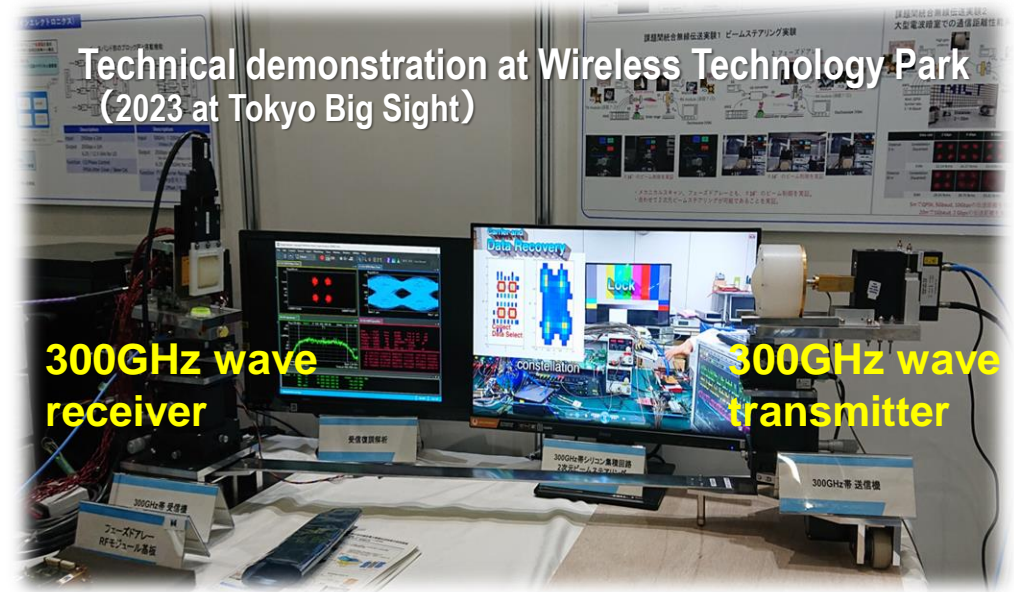
8K TV, remote medical diagnosis, eSports, etc.

Ministry of Internal Affairs and Communications

Hiroshima University

Nagoya Institute of Technology

Tokyo University of Science



5G&Beyond-NE, the mid-term strategy from 2022 to 2024

► Contribution to SDGs

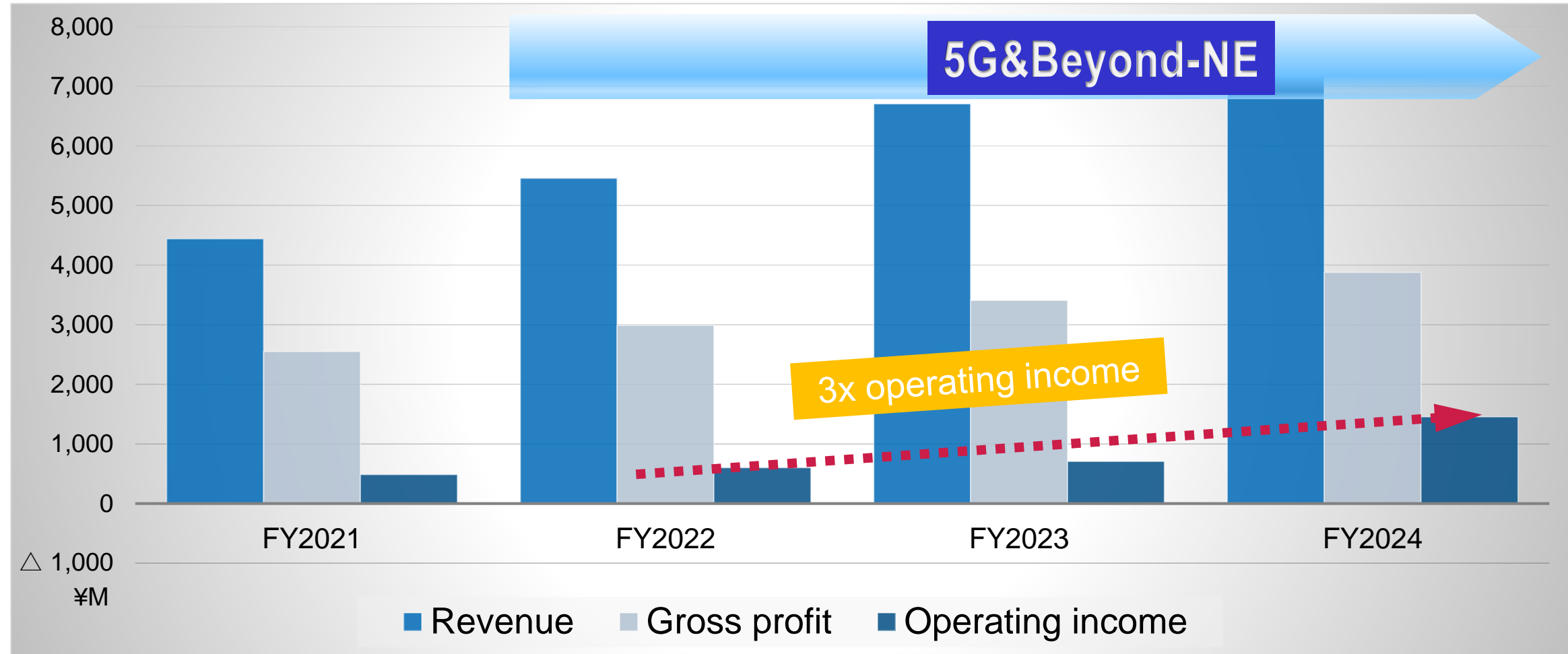
Interface to the Future - Solution by Smart Connectivity -



- ✓ V-by-One[®] HS plus contributes to reduce energy consumption in high-resolution displays
- ✓ Smarter data transmission in automotive sensing
- ✓ Reducing number of cables by high-speed data transmission technology
- ✓ Reducing energy consumptions by achieving low power consumption and by achieving heat efficiency in power system
- ✓ Reducing energy consumptions in transporting and delivering through AI and IoT technology

5G&Beyond-NE, the mid-term strategy from 2022 to 2024

- ▶ Focusing on growing markets, achieving strategic 5 Goals, aiming to achieve **3x operating income** in FY2024, compared to FY2021



5G&Beyond-NE, the mid-term strategy from 2022 to 2024

► Forecast in FY2023

FY2023 is the second year of the mid-term strategy, “5G&Beyond-NE”

Forecasting increase in sales and operating income through consequent 3 fiscal years.

(yen in million)

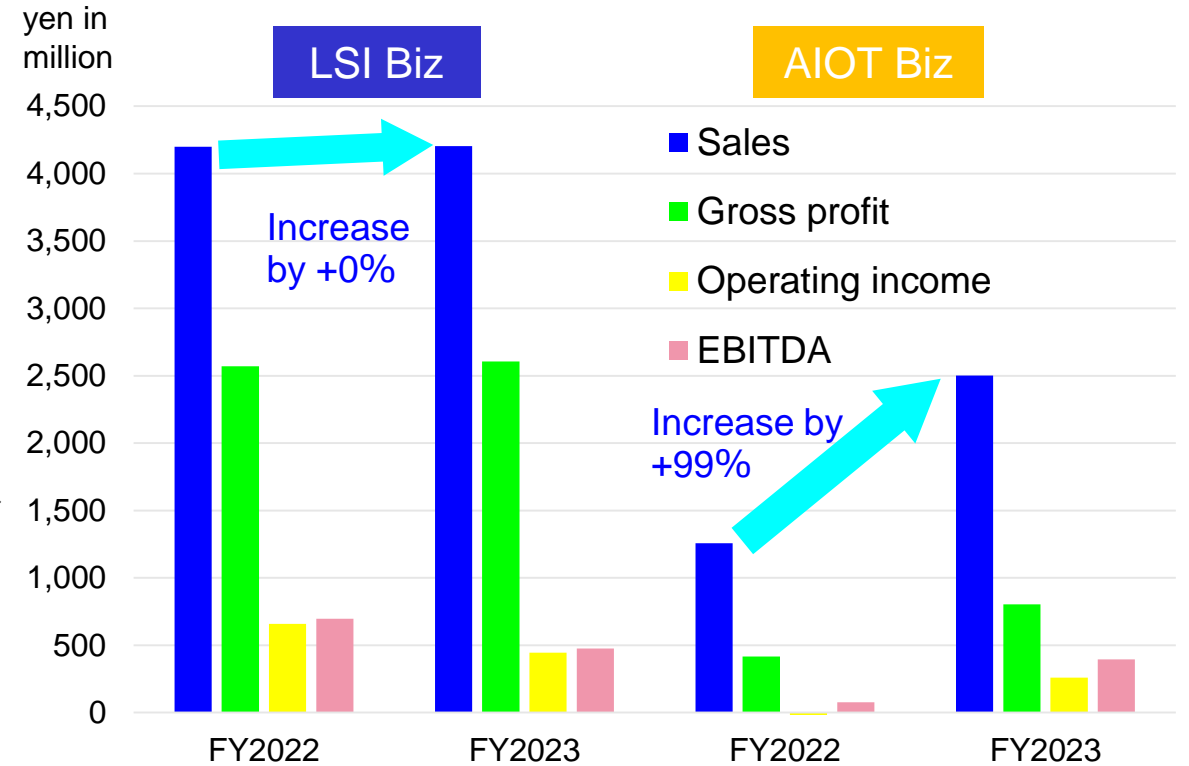
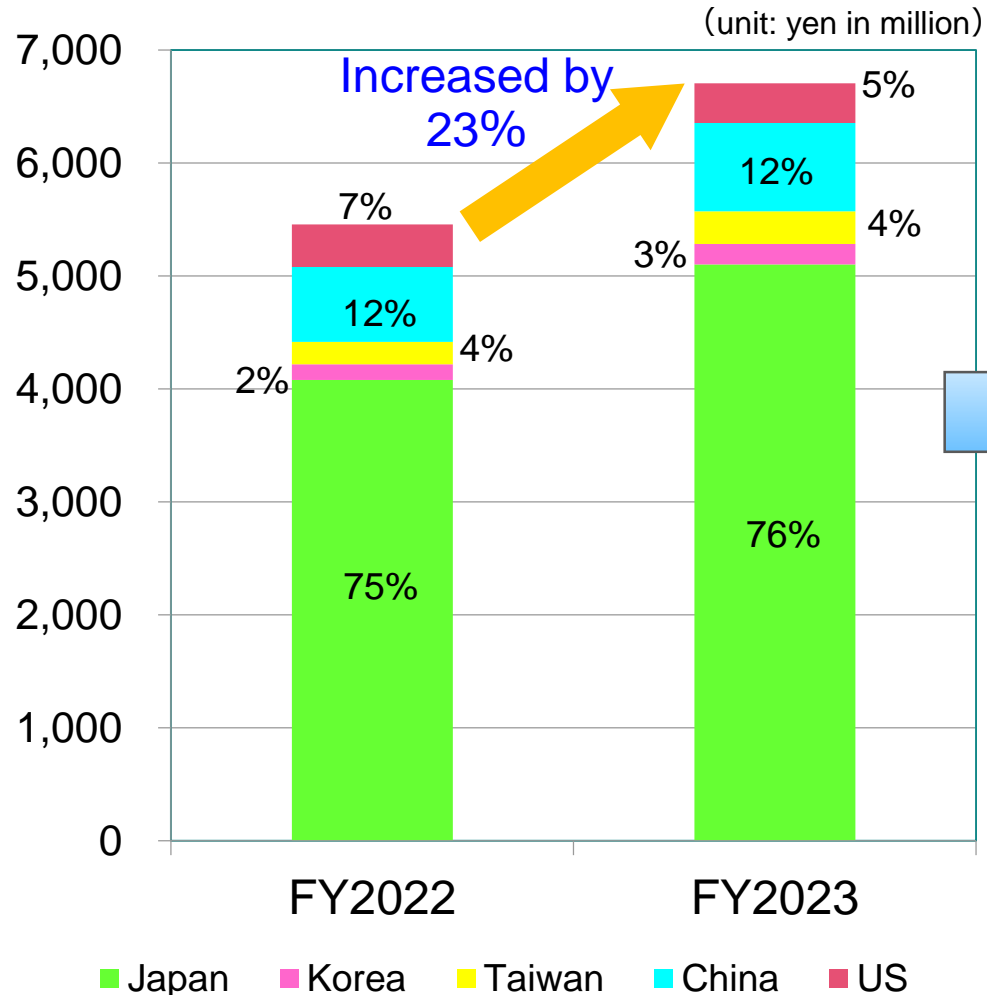
	Forecast in FY2023			FY2022 results		FY2021 results	
		Portion%	YoY		Portion%		Portion%
Revenues	6,705	100.0	123.1	5,456	100.0	4,441	100.0
Gross Profit	3,408	50.8	114.8	2,987	54.8	2,549	57.4
SG&A	2,701	40.3	113.2	2,386	43.7	2,063	46.5
(R&D expenses)	1,210	18.0	119.8	1,009	18.5	801	18.1
Operating Income	706	10.5	117.4	601	11.0	485	10.9
EBITDA	876	13.0	113.0	775	14.2	644	14.5
Ordinary Income	707	10.6	78.1	906	16.6	698	15.7
(Ordinary Income* without foreign currency exchange gain or loss)	707	10.6	111.2	636	11.7	491	11.1
Net income attributable to Owner of the Parent	479	7.2	59.5	820	15.0	727	16.4

※Assumed JPY/USD rate in FY2023: JPY130/1USD. The forecast above does not include exchange gain/loss of JPY/USD forecast.

cf. Exchange gain in JPY/USD : JPY270M (FY2022) / JPY207M(FY2021)

5G&Beyond-NE, the mid-term strategy from 2022 to 2024

► Forecast in FY2023 by region and segment

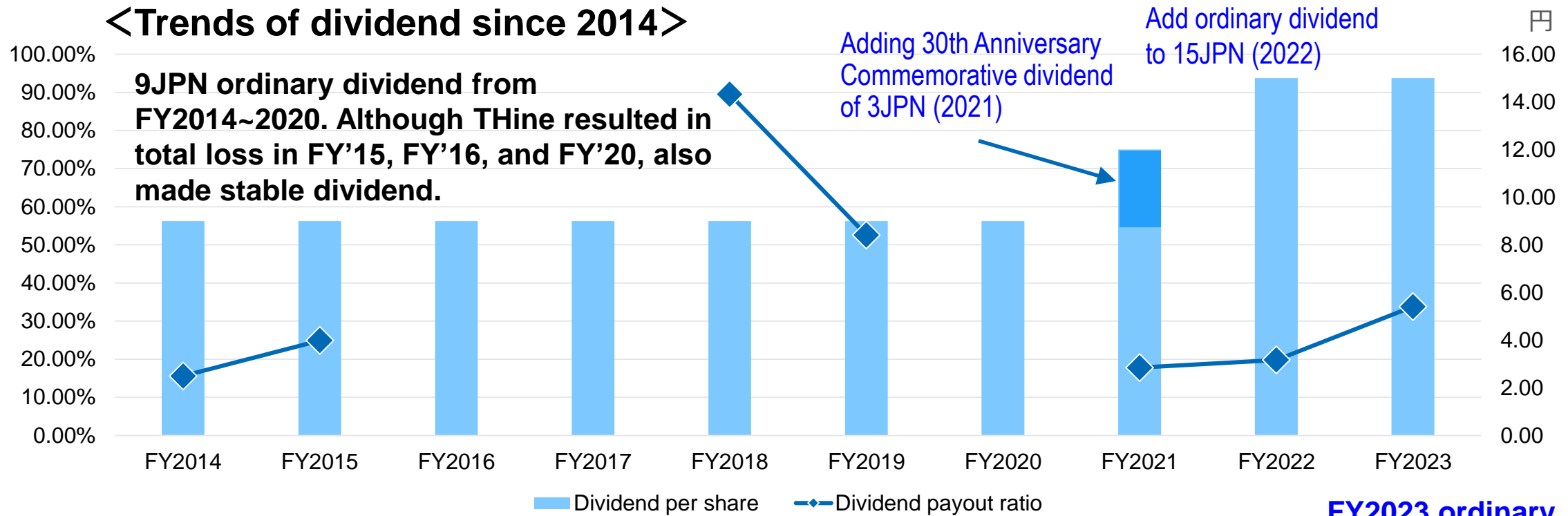


- In FY2023 AIOT Biz highly contributes to achieve sales growth by +23%, promoting automotive business (drive recorders, etc.) and IoT solutions for infrastructure markets.
- For LSI Biz THine focuses on automotive and industrial markets and positively invests in R&D, increased by +22%, to capture future growth opportunities after FY2024.

5G&Beyond-NE, the mid-term strategy from 2022 to 2024

► Shareholder return policy

The entire team will work together to realize our growth strategy and implement shareholder returns based on performance growth.



**FY2023 ordinary dividend forecast:
15JPN payout ratio 33.8%**

Interface to the Future

- Solution by Smart Connectivity -

URL <https://www.thine.co.jp/>

Contact: IR Team, General Dept.

mail: investors@thine.co.jp phone: +81-3-5217-6660

9-1, Kanda-mitoshiro-cho, Chiyoda-ku, Tokyo, 101-0013 Japan

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