



SHOFU INC.

Q2 Financial Results Briefing for the Fiscal Year Ending March 2026

November 14, 2025

Event Summary

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[Participants]		
[Number of Speakers]	2	
	Tetsuo Takami Fumitaka Yamazaki	President & COO Director, Senior Managing Executive Officer, Corporate Planning
[Analyst Names]*	Takahiro Mori	Nomura Securities

*Analysts that SCRIPTS Asia was able to identify from the audio who spoke during Q&A or whose questions were read by moderator/company representatives.

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Presentation

Moderator: Mr. Yamazaki, Director, Senior Managing Executive Officer, Corporate Planning, will give an overview of the financial results for Q2 of the fiscal year ending March 31, 2026, and the outlook for the current fiscal year, and then Mr. Takami, President & COO, will discuss the progress of the medium-term management plan.

Before we begin, we would like to share several requests and important notices. This briefing will be followed by a financial report and a question-and-answer session. Questions can be submitted via the raise-your-hand function in the control panel or the Q&A function.

To ask a question, please click on the raise-hand button on the control panel or use the Q&A function to enter your question in the text field.

Please click on the raised button and we will nominate you in turn. If you are asking your question by phone, please raise your hand with an asterisk nine, unmute with an asterisk six, and ask your question.

Q&A questions are always welcome. Please understand that we may not be able to answer all questions due to time constraints. Please note that the chat function is not available, so if you have any problems, please let us know through the Q&A function.

We will also ask you to complete a three-minute questionnaire after the briefing. We appreciate your cooperation.

Mr. Yamazaki, Director, Senior Managing Executive Officer, will now give an overview of the financial results and the outlook for the current fiscal year.

Yamazaki: Hello everyone. I am Mr. Yamazaki, Director, Senior Managing Executive Officer. Thank you very much for taking time out of your busy schedule today to attend our financial results briefing for Q2 of the fiscal year ending March 31, 2026. Please note that today's financial results briefing will be held using the financial results presentation materials that were already released on November 6.

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Financial Summary

Consolidated Financial Results for FY2026 Q2 YTD

Financial Forecasts for FY2026

Progress in the Medium-Term Management Plan
(capex/sales of strategic shareholdings/Shareholder Return Policy)

1

I would like to begin with an overview of our Q2 results and the outlook for the full fiscal year. After that, President Takami will talk about the progress of the mid-term management plan.

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Financial Summary

■ Financial Summary



**In this deck, Q2 YTD refers to results for the first six months of FY2026.*

FY2026 Q2 YTD results

Net sales ¥19,095mn (Overseas sales 58.1%)
Operating income ¥2,813mn

- Domestic net sales increased by 4.5% YoY. Overseas revenue grew by approx. 0.4% YoY on a local-currency basis, despite regional fluctuations. As a result, total net income increased by 1.1% YoY.
- Operating income declined by 7.5% YoY. While the product mix improved and gross profit margin rose, SG&A expenses increased YoY. As a result, operating income came in **below the initial forecast**, though the decline was smaller than initially anticipated.
- Q2 YTD impact of the U.S. tariffs was limited to about ¥95mn. Based on estimates of effects for the full year, we will take a flexible approach for measures as necessary while closely looking at policy trends.

FY2026 outlook

Net sales ¥40,876mn (Overseas sales 58.6%)
Operating income ¥5,236mn

- We expect sales to increase by 5.6% YoY due to continued sales growth in Japan and overseas in existing products (mainly filling and restoration materials and CAD/CAM materials), as in the previous period. Assumptions are premised on a stronger yen than current forex rates (Forex assumptions: ¥140.00/\$, ¥150.00/€, ¥20.00/RMB)
- Expect sales to reach a record high for the fifth consecutive year. We also expect profits to remain at a high level.

Shareholder returns

- Dividend policy: Payout ratio of 40%+ and DOE of 3.0%+ on a consolidated basis
- Dividend forecast for FY26 : ¥53/share (H1: ¥21/share, H2: ¥32/share)

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I will now begin with an overview of our Q2 results.

This page is summary information. Net sales for Q2 were JPY19,095 million and operating income was JPY2,813 million.

Domestic sales, especially of PEEK materials, showed steady growth, while overseas sales were affected by local business conditions in some regions, but excluding the impact of exchange rate fluctuations, overall sales increased 1.1% from the previous year.

On the other hand, compared to the forecast, sales fell below the forecast both domestically and internationally, despite the positive impact of exchange rate fluctuations, resulting in a 7.6% decrease in sales on a real basis.

Foreign exchange fluctuations had a negative impact of JPY176 million compared to the previous year and a positive impact of JPY668 million compared to the forecast.

Operating income decreased by 7.5% from the previous year due to an increase in selling, general and administrative expenses despite an increase in gross profit margin but increased by 13% compared to the forecast.

The impact of exchange rate fluctuations on operating income was JPY184 million compared to the previous year and a positive JPY283 million compared to the forecast.

As for the forecast for the full year, there is no change from the initial forecast. Considering the decrease in sales in H1, excluding exchange rate fluctuations, the target for H2 will be higher, but we will aim to achieve

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the plan by implementing sales expansion measures in each region in Japan and overseas at a faster pace. The Company aims to achieve record highs in both sales and profit.

With respect to shareholder returns, we intend to maintain the dividend payout ratio of 40% and DOE of 3%, which is our policy during the period of this medium-term management plan, and plan to pay an annual dividend forecast of JPY53 per share for the current fiscal year.

■ Consolidated Financial Results for FY2026 Q2 YTD

Key earnings highlights for FY2026 Q2 YTD



(¥mn, %)

	FY25 Q2 YTD Actual	FY26 Q2 YTD Actual	Change YoY	FY26 Q2 YTD Forecast	FY26 Forecast
	(% of sales)	(% of sales)	(% change)	(% of progress)	(% of progress)
Net sales	18,887 (100.0)	19,095 (100.0)	208 (1.1)	19,943 (95.8)	40,876 (46.7)
(Domestic sales)	7,653 (40.5)	7,994 (41.9)	341 (4.5)	8,472 (94.4)	16,931 (47.2)
(Overseas sales)	11,233 (59.5)	11,101 (58.1)	- 132 (-1.2)	11,471 (96.8)	23,945 (46.4)
Gross profit	11,343 (60.1)	11,534 (60.4)	191 (1.7)	11,895 (97.0)	24,253 (47.6)
(SG&A)	8,301 (44.0)	8,721 (45.7)	419 (5.1)	9,406 (92.7)	19,016 (45.9)
Operating income	3,042 (16.1)	2,813 (14.7)	- 228 (-7.5)	2,489 (113.0)	5,236 (53.7)
Ordinary income	3,006 (15.9)	2,962 (15.5)	- 44 (-1.5)	2,580 (114.8)	5,363 (55.2)
Net income	2,364 (12.5)	2,597 (13.6)	232 (9.8)	1,908 (136.1)	4,701 (55.2)
EPS	66.58	73.02	6.44	53.69	132.28
ROE	5.7%	6.0%	0.3P	4.6%	10.9%
Forex					
\$	152.30	146.57	- 5.73	140.00	140.00
€	165.46	167.74	2.28	150.00	150.00
RMB	21.06	20.53	- 0.53	20.00	20.00

Effect of forex fluctuations: Net sales -¥176mn (vs FY25 Q2 YTD)
Net income = net income attributable to owners of parent

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I would like to continue with a more detailed explanation of Q2 results for the fiscal year ending March 31, 2026.

A summary of the current year's results is shown here. Domestic sales increased 4.5% YoY due to higher sales of CAD/CAM materials for molars, PEEK blocks, and other CAD/CAM-related materials.

Overseas, sales declined 1.2% due to the impact of business confidence in Europe and the impact of geopolitical risks in the Asian region, as well as the negative impact of exchange rate fluctuations. Excluding the impact of foreign exchange rate fluctuations, overseas sales were down compared to the forecast, although sales growth of 0.4% was secured.

As a result, overall sales increased by 1.1% YoY, and on a local currency basis, excluding the effect of exchange rate fluctuations, sales increased by only 2%.

Operating income decreased 7.5% YoY to JPY2,813 million as a result of an increase in the ratio of selling, general and administrative expenses due to higher personnel expenses resulting from new hires and salary increases, as well as higher R&D and advertising expenses, while the gross profit margin increased due to an improved product mix.

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The impact of exchange rate fluctuations on operating income was minus JPY184 million compared to the previous year.

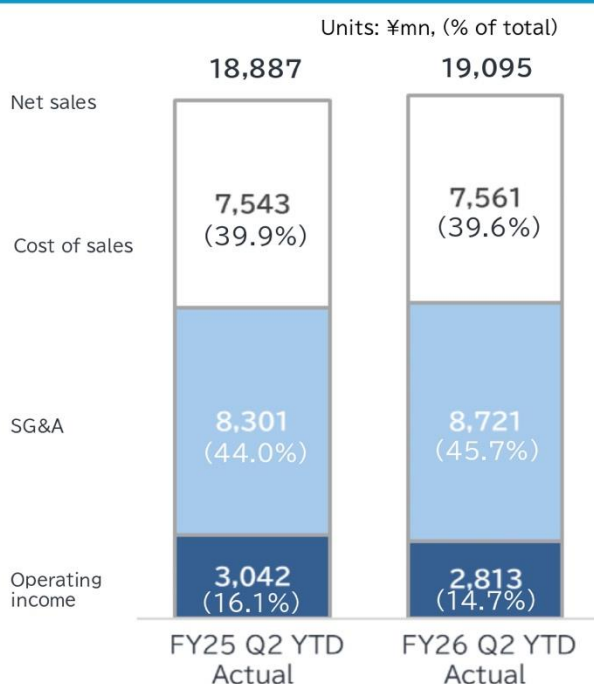
For non-operating income and expenses, the decrease in ordinary income was reduced by foreign exchange losses, which are included in non-operating income and expenses, from JPY133 million in the previous fiscal year to JPY31 million in the current fiscal year. In addition, extraordinary gains from the sale of strategic stock holdings were recorded, resulting in a YoY increase in net income.

Sales are slightly behind the full-year forecast, with a sink rate of 46.7%, and profits are slightly ahead, with growth of 53.7%.

Since there have been some changes in overseas markets, especially in Europe, China, and Asia, and in the market environment and competitive environment, we will strive to achieve our plans by understanding the situation in each region and taking appropriate measures.

■ Consolidated Financial Results for FY2026 Q2 YTD

Operating income (YoY)



Net sales: +¥208mn (+1.1%)

Solid performance in Japan and resilient overseas sales led to slight YoY revenue growth.

Operating income: -¥228mn (-7.5%)

Operating income decreased due to higher SG&A expenses, despite an improved gross profit margin from a better product mix.

Cost of sales ratio: +0.3pt

Improvement driven by a better product mix and the forex impact related to unrealized profits.

SG&A ratio: +1.7pt

Mainly due to increased headcount and higher salary levels.

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I would like to continue with the profit structure.

Operating income declined JPY228 million or 7.5%, against a sales increase of JPY208 million.

Although the gross profit margin increased by 0.3 percentage points, the ratio of selling, general and administrative expenses increased by 1.7 percentage points, resulting in a 1.4 percentage point decrease in the operating profit margin to 14.7%.

Although the operating income margin declined from the previous year due to the negative impact of exchange rate fluctuations, it exceeded the full-year forecast of 12.8%.

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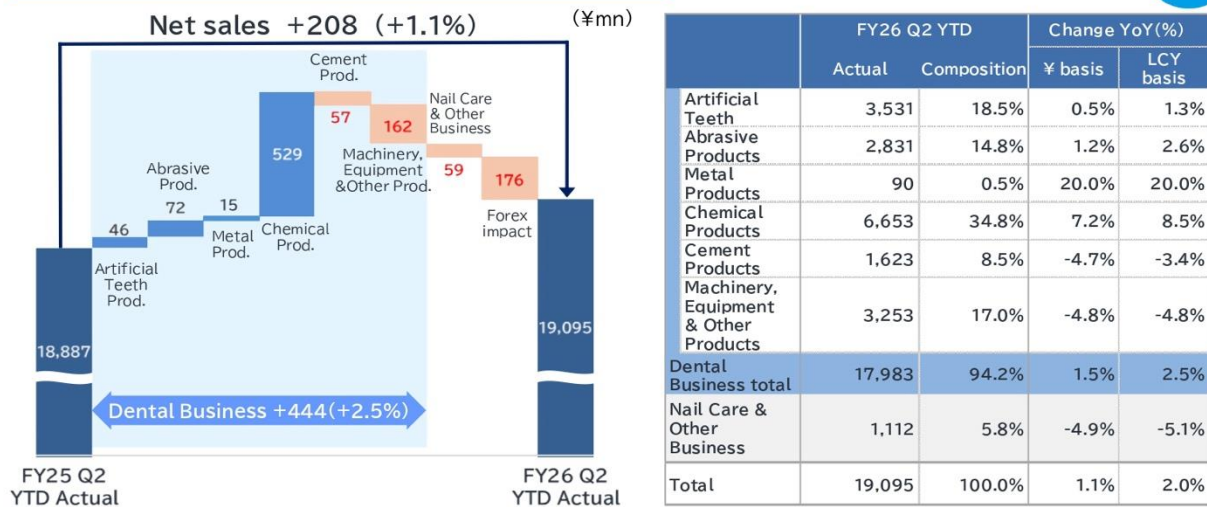
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Net sales by product category (YoY)



- Sales of artificial teeth softened due to a rebound from the strong Q1 sales expansion in China, but remained resilient, staying roughly flat YoY on a cumulative 2Q basis.
- Sales of chemical products continued to be driven by restorative materials, our core chairside offering.
- Sales of abrasive products remained stable, while sales of cement products declined as demand normalized following concentrated orders in the previous fiscal year.
- Sales of Machinery, Equipment & Other Products softened as demand for CAD/CAM-related products came off its prior peak.

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Next, I will explain sales by product category.

First of all, artificial teeth were affected by price competition in South Korea and Taiwan, in addition to the impact of a rebound in China in Q1.

On the other hand, in Japan and Europe, sales of digital-related materials for dental prostheses and CAD/CAM materials such as zirconia CAD/CAM materials have been strong. In India, sales of ceramic materials, which are powder ceramic materials, also remained strong.

In the chemical products business, except for a decline in sales of analog materials and crown restorative materials in Europe, sales were firm in all regions, especially for restorative and conservative materials.

As for cement in India, there was a concentration of demand from H2 of the previous fiscal year to H1 of the previous fiscal year, and although there has been a reactionary effect from this, the current level is about double the level before this special demand occurred, and we believe that our share of the market is expanding.

Other special notes are as noted.

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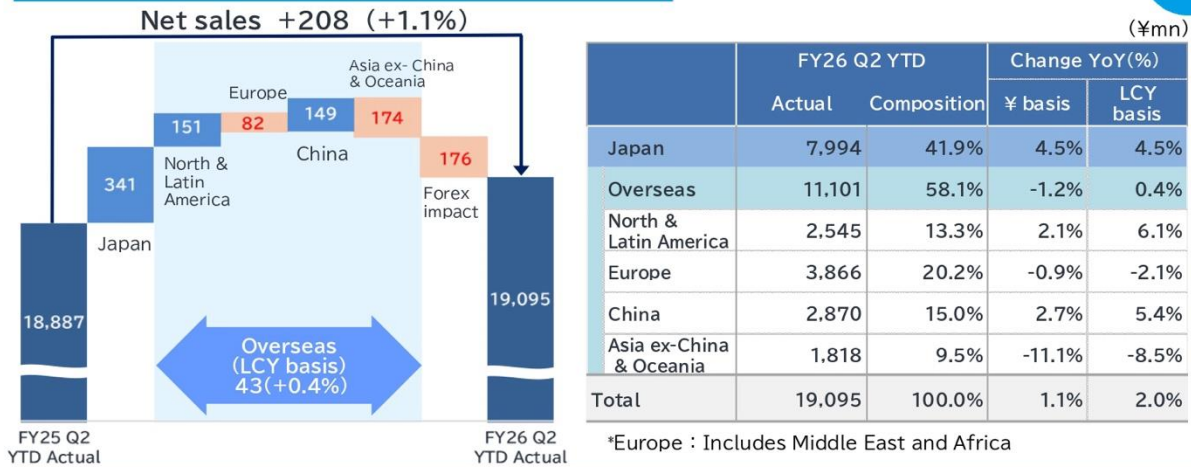
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Net sales by region (YoY)



- In Japan, sales grew solidly YoY, driven not only by **restorative materials** and **abrasive products**, but also by **CAD/CAM materials (PEEK Block)**, which continued to expand steadily.
- In North & Latin America, performance remained firm, led mainly by **restorative materials**.
- In Europe, sales started to recover after a Q1 adjustment, although we continue to monitor demand trends for **laboratory materials in Germany** with caution.
- In China, sales were roughly flat YoY on a cumulative Q2 basis, despite some reactionary effects following strong Q1 demand. Although some Asian markets were affected by **geopolitical factors**, India continued to deliver solid growth, excluding the reaction to **concentrated cement product** demand in the prior period.

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Next, I will explain sales by region.

As in Q1, sales increased in Japan, North and Latin America, and China, but declined in Europe, which benefited from local business conditions, and in Asia and Oceania, which were affected by geopolitics in some regions.

However, the decline in sales in Europe, Asia, and Oceania was smaller than in Q1, and sales in Q2 alone increased in both areas.

In China, on the other hand, sales declined in both the previous quarter and the forecast when looking at Q2 alone due to a rebound from Q1.

Other special notes are as noted.

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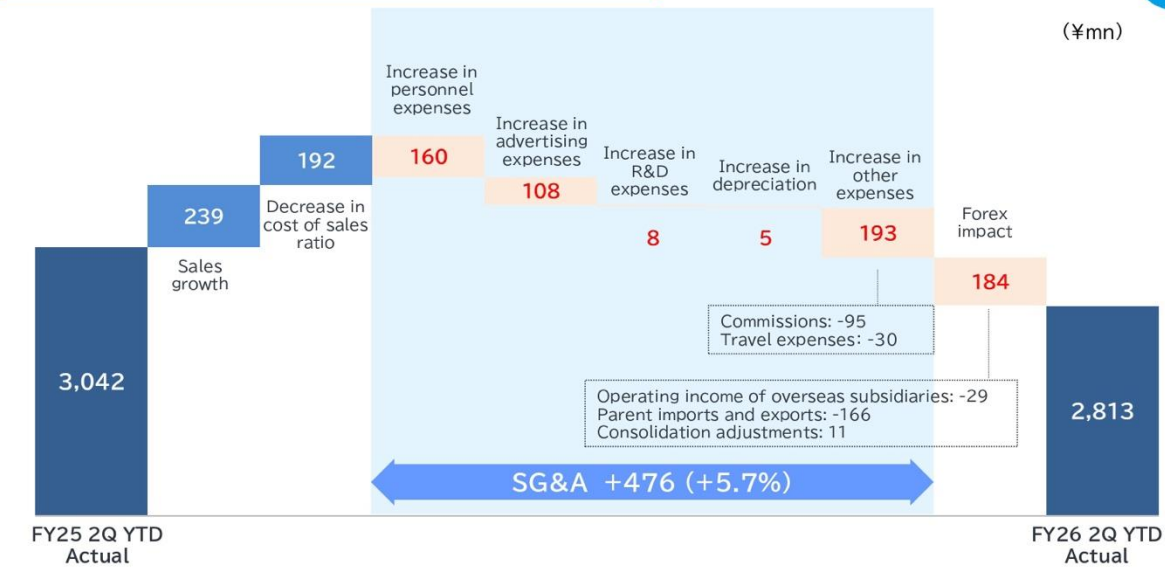
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Operating income swing factors (YoY)



- Gross profit margin improved, driven by a favorable product mix.
- Personnel expenses increased due to increased headcount and higher salaries, mainly overseas.
- Advertising costs rose along with enhanced sales activities, and other expenses (including travel expenses) also increased.

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The following chart shows the factors that contribute to changes in operating income.

The special items are as stated, but I would like to provide a few additional explanations.

Positive factors include an increase in revenue and a rise in gross margin. Negative factors include an increase in selling, general, and administrative expenses, such as labor costs, advertising, and other expenses.

The decrease in the cost of sales ratio was due to a favorable change in the product mix in sales, mainly due to an increase in the composition of chemical products.

Selling, general and administrative, SG&A, expenses were planned to increase by 12.1% on a full-year basis in the initial forecast, based on the idea of aggressively promoting market development, strengthening sales force, and R&D investment in Japan and overseas. Although the progress of implementation has been delayed at this point, the increase was 5.7% over the previous year, and as a result, operating income decreased by 7.5%.

Personnel expenses consisted roughly of one-third of the increase in personnel and two-thirds of the increase in salary levels.

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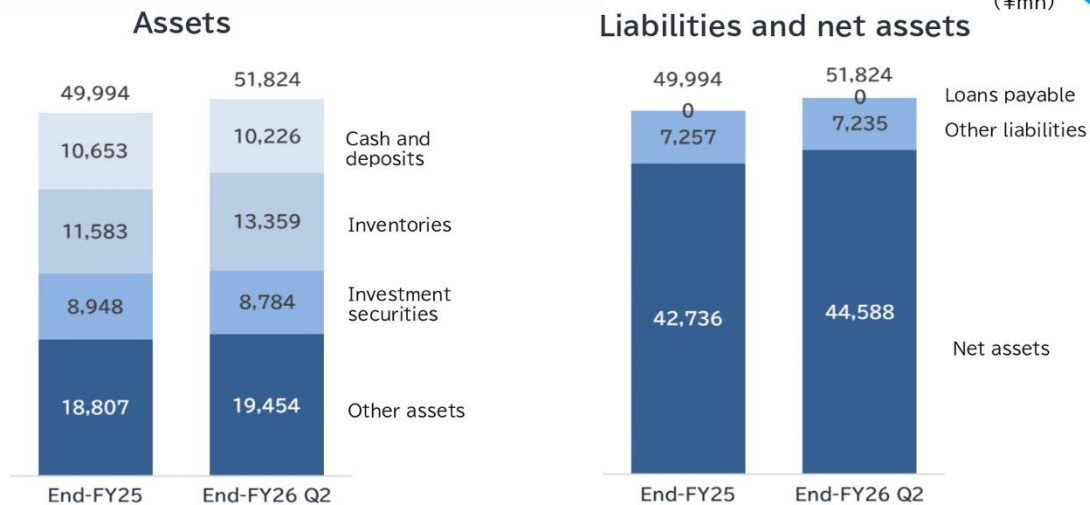
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Balance sheet



High equity ratio (85.8%): Continuing to pursue capital-efficient management.

- Investment securities decreased due to the reduction of policy stockholdings (-¥164 mn)
- Inventory increased as we expanded our sales base (+¥1,776mn)

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I will now explain the balance sheet.

Investment securities decreased due to the sale of strategic holdings, while inventories increased due to the expansion of the sales base.

The main factors behind this increase in inventory are a temporary increase in the number of products purchased individually and based on contracts with suppliers, as well as increased sales in Germany and China. Inventory at overseas bases is on the rise due to the expansion of our sales base, but we believe that this will be adjusted to an appropriate level over the course of the fiscal year.

Although the equity ratio remains high at 85.8%, we intend to continue to promote management with an awareness of capital efficiency.

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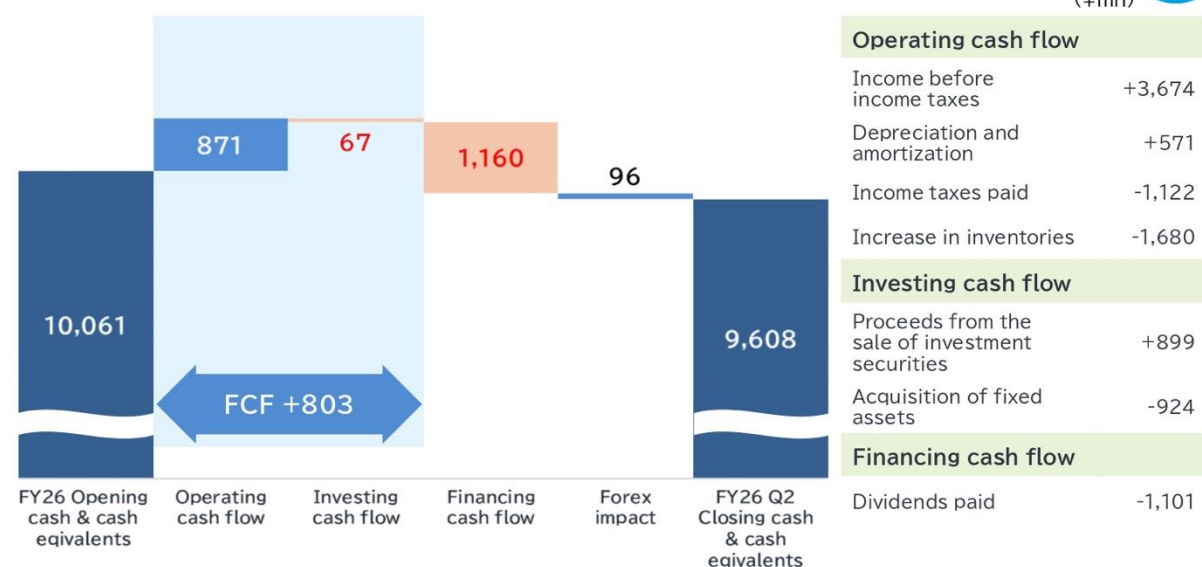
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Cash flows



- Investment cash flow improved from -¥607 million in Q1 to -¥67 million, mainly due to the sale of investment securities (+¥899 million).
- Although operating cash flow was temporarily dragged down by an increase in inventories, our underlying earnings power remains solid.

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Next, we will discuss the statement of cash flows.

Operating cash flow decreased YoY due to an increase in inventories, but free cash flow was positive at JPY800 million, an increase YoY, due to the use of JPY899 million in proceeds from sales of investment securities and JPY924 million for the acquisition of tangible fixed assets.

Acquisition of property, plant and equipment includes the acquisition of fixed assets related to the head office plant and the second production site in China.

The main financing cash flow was the payment of dividends, totaling JPY11.01 billion or JPY31 per share, although this was the dividend paid at the end of the previous fiscal year.

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Summary of full-year forecasts

- Seeking balanced growth across all regions, with a focus on chemical products and overseas markets
- Unlike the previous FYE, which benefited from forex tailwinds, the current plan is based on a stronger yen. Operating and ordinary income are projected to decline, **but we expect growth in the topline and in net income, due to business growth**
- The impact of U.S. tariffs on profit is estimated to be up to ¥260mn for the full year. We are implementing structural countermeasures in anticipation of a prolonged impact while taking other short-term actions, including pricing strategy.

We expect new all-time highs for sales and net income despite the stronger yen

- Actively investing in production facilities
- Steady progress in line with the medium-term plan, supported by rising overseas sales ratio and business expansion across regions, enhancing confidence in achieving MTP targets

Initiatives in place are showing tangible results toward the realization of the current medium-term management plan

- Strengthening the foundation for long-term corporate value through restructuring of production and supply systems, and the recruitment and development of talent
- Building an organization that can flexibly respond to regulatory changes and policy shifts across regions, preventing any gaps in business operations

Full-scale preparations underway to create a solid management base for the future

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I would like to continue by explaining our full-year forecast for the fiscal year ending March 31, 2026.

Here is a summary of the revised factors that form the assumptions for the full-year forecast and special notes.

First, the full-year forecast based on Q2 remains unchanged from the initial forecast. Net sales are expected to reach a record high for the fifth consecutive year.

Operating income and ordinary income are expected to decrease as a result of the selection of a stronger yen, but excluding the impact of exchange rate fluctuations, the trend of increased income is expected to continue, and net income is expected to reach a record high for the sixth consecutive fiscal year, as it includes the sale of policy stock holdings, as was the case in the previous fiscal year.

This fiscal year is the second year of the Fifth Medium-term Management Plan announced last year, and although net sales are expected to decrease slightly from the plan, profits are expected to exceed the medium-term management plan.

We do not intend to revise our growth investment plan at this time, as we have confirmed that the growth of our main products, which was the premise of the plan, is progressing as planned. We will continue to build a structure and system that can respond quickly and flexibly to future changes in demand and business risks.

We expect the impact of the US tariffs to be a negative factor of up to JPY260 million for the full year, but we have left the forecast unchanged, including this factor.

As for measures to reduce this impact, it is necessary to consider price pass-through, but the facility level and timing are still under consideration, and at this time, we are not implementing any price increase in conjunction with this.

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Comparison of key metrics

	FY25 Actual		FY26 Forecast		Change YoY	
	(% of sales)		(% of sales)		(% change)	
Net sales	38,698	(100.0)	40,876	(100.0)	2,178	(5.6)
(Domestic sales)	16,012	(41.4)	16,931	(41.4)	919	(5.7)
(Overseas sales)	22,685	(58.6)	23,945	(58.6)	1,259	(5.6)
Gross profit	22,991	(59.4)	24,253	(59.3)	1,261	(5.5)
(SG&A)	17,599	(45.5)	19,016	(46.5)	1,417	(8.1)
Operating income	5,392	(13.9)	5,236	(12.8)	- 156	(-2.9)
Ordinary income	5,523	(14.3)	5,363	(13.1)	- 159	(-2.9)
Net income	4,317	(11.2)	4,701	(11.5)	384	(8.9)
EPS	121.52		132.28		10.76	
ROE	10.3%		10.9%		0.6pt	
Forex						
\$	152.48		140.00		-12.48	
€	163.62		150.00		-13.62	
RMB	21.03		20.00		-1.03	

*Effect of forex fluctuations (YoY): Net sales -¥1.825mn
*Net income = net income attributable to owners of parent

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Next, here is a summary of key indicators.

Sales are expected to be minus JPY1,825 million due to foreign exchange assumptions, so the apparent growth rate is somewhat low, but we plan for steady growth both in Japan and overseas.

Gross profit margin declined 0.1 point YoY. In addition, selling, general and administrative expenses are planned to increase by JPY1,417 million, and due to the impact of exchange rate fluctuations, operating income is expected to decrease by 2.9% YoY, and the operating income margin is expected to decrease to 12.8% YoY. However, excluding the effect of exchange rate fluctuations on sales and operating income, the operating margin would be 13.7%.

Due to the decrease in operating income, ordinary income is also expected to decrease by the same amount.

Net income is expected to increase by 8.9% due to an extraordinary gain of JPY863 million from the sale of investment securities, an increase of JPY446 million over the previous year.

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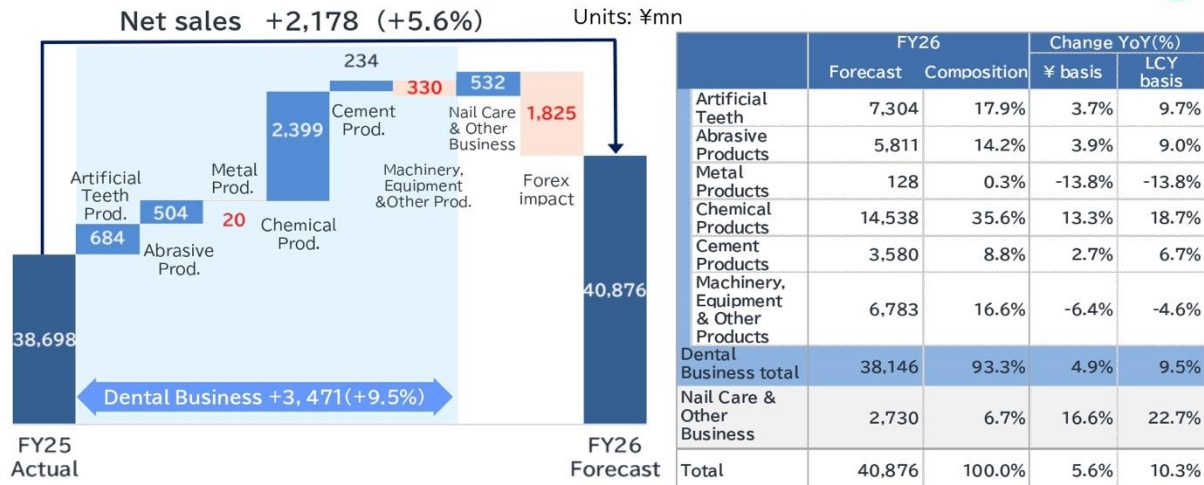
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Net sales by product category (YoY)



- Chemical products are expected to drive overall performance, with the Dental Business projected to grow 9.5% year on year on a local currency basis
- Artificial teeth:** Strong CAD/CAM zirconia disc demand in Europe/US. In China, despite lower sales in some low-margin products from rising competition, we aim to expand share through strategic pricing while securing sufficient profitability.
- Machinery, Equipment & Other Products:** Sales decline expected in a pullback from last year's demand surge for CAD/CAM crowns and intraoral scanners following inclusion in insurance coverage the previous FY but CAD/CAM market penetration is progressing. Demand remains firm, with sales fluctuations seen as typical for this product category.

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This chart shows sales by product category.

We plan to continue to see growth driven by chemical products, but we also expect steady growth not only in chemical products but also in materials such as artificial teeth, abrasives, and cement.

For chemical products, while North America, Latin America, and Europe are expected to grow by less than 10% on a local currency basis, China and Asia are expected to grow by more than 20%, and the contribution from emerging countries is increasing.

Although the full-year forecast remains unchanged, the hurdle for H2 of the fiscal year is higher than the forecast for the Q2 cumulative total, with sales declining in local currency terms in both Japan and overseas and in each region. We will strive to achieve the plan by understanding the current status of each district and taking appropriate measures.

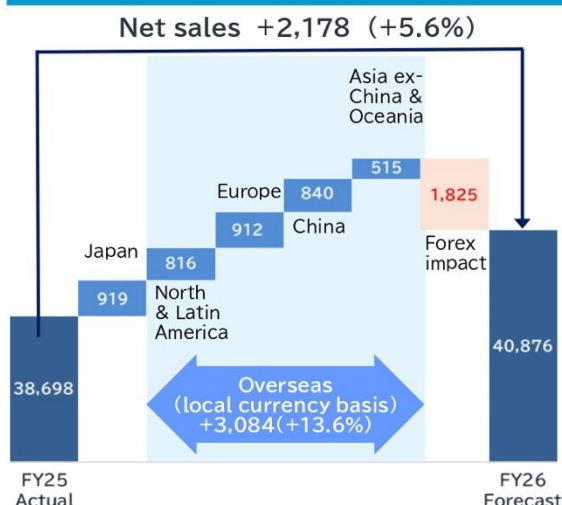
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Net sales by region (YoY)



Units: ¥mn

	FY26		Change YoY(%)	
	Forecast	Composition	¥ basis	LCY basis
Japan	16,931	41.4%	5.7%	5.7%
Overseas	23,945	58.6%	5.6%	13.6%
North & Latin America	5,345	13.1%	6.9%	16.3%
Europe	8,175	20.0%	2.6%	11.4%
China	6,210	15.2%	9.2%	14.8%
Asia ex-China & Oceania	4,214	10.3%	4.7%	12.8%
Total	40,876	100.0%	5.6%	10.3%

*Europe : Includes Middle East and Africa

- Underlying growth expected in all regions; overseas sales projected to grow over 10% ex. forex
- Balanced growth expected in all regions, led by Japan, Europe, and China; steady expansion in Asia
- Closely monitoring US tariff policies and US-China trade tensions; swift response planned if any impact materializes

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This is sales by region.

In Japan, we expect demand for molars, CAD/CAM resin blocks, and PEEK to expand, as well as for peripheral materials such as adhesive systems.

Overseas, all areas are expected to grow by more than 10% in local currency terms.

In addition, in North America and Central and South America, we are expecting steady growth in artificial teeth, CAD/CAM materials made of zirconia, and diamond abrasives made in Vietnam; and in Europe, CAD/CAM materials made of zirconia and resin teeth. In Europe, we are also selling CAD/CAM materials made of zirconia and resin teeth. In Asia, we expect sales to increase in such product areas as ceramics and grinding materials in India, which are also included in artificial teeth, and diamond grinding materials made in Vietnam.

Recently, we have been affected by price competition with local manufacturers in China, the trend toward digitalization in Europe, and geopolitical risks in the Asian region, but we intend to compensate for these factors by expanding in the field of filling and restoration materials, where we have technological superiority.

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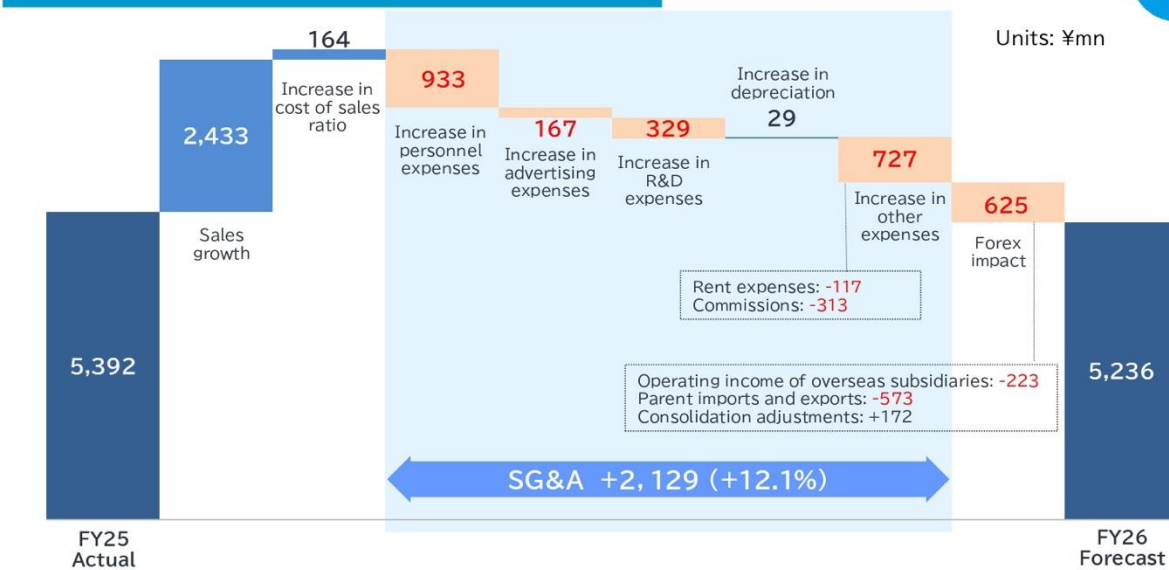
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Operating income swing factors (YoY)



- Improved gross margin through a better sales mix, driven by rising proportion of chemical products
- Strategic upfront investments to support global expansion, including sales network enhancement, talent acquisition, and R&D
- Plan based on a stronger yen, and incorporates temporary expenses related to redevelopment of HQ plant and expansion of overseas sites into earnings projections.

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The next section shows the factors that contribute to changes in operating income.

Despite the effect of increased sales and a lower cost of sales ratio, operating income is expected to decrease from the previous fiscal year due to an increase in selling, general and administrative expenses as a result of continued aggressive investments in market development, sales force enhancement and R&D in Japan and overseas, as well as the negative impact of exchange rate fluctuations caused by the assumed strong yen.

Although there are positive factors for the cost of sales ratio, such as an increase in the composition ratio of chemical products, the decline in the cost of sales ratio has been limited to a small amount due to factors such as personnel investments to change work systems in response to a slight delay in factory construction, as well as increased personnel investments for the establishment of future production systems both domestically and overseas.

Of the increase in selling, general and administrative expenses, personnel expenses are mainly due to the strengthening of the sales structure in each overseas area, and the overall increase in personnel expenses is about 11%.

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Forex impact

FY2026 Forecast

Units: ¥mn

	Forex rate		Consolidated earnings impact		Per yen of ¥1 strength	
	FY25	FY26 Forecast	Sales	Operating income	Sales	Operating income
USD	152.48	140.00	-593	-278	-47	-22
EUR	163.62	150.00	-656	-254	-48	-18
RMB	21.03	20.00	-319	-220	-310	-195

- FY26 guidance assumes YoY appreciation (\$:¥12.48 appreciation YoY)
- Overseas sales ratio is on an upward trend; yen appreciation will have a negative impact on performance (\$: Every ¥1 of yen appreciation against the yen drags down sales by ¥47 million and operating income by ¥22 million)

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Lastly, I would like to explain the impact of foreign exchange rate fluctuations on our full-year forecast.

The exchange rates for the current period forecast are set at JPY140 to the dollar, JPY150 to the euro, and JPY20 to the Chinese yuan.

The impact of these three currencies on the current operating income forecast is JPY754 million, but including them, the overall impact is a negative JPY796 million.

Since our company's domestic production is approximately 85% and we export it, a strong yen is a negative factor. The impact and sensitivity of a JPY1 appreciation on sales and operating income are as shown in the table.

In both cases, only inventories continue to be affected by foreign exchange fluctuations related to adjustments to realized gains and losses.

This concludes my presentation of the Q2 financial results and the outlook for the full year. Thank you very much.

Next, President Takami will explain the progress of the medium-term management plan.

Takami: My name is Takami, President & COO. Once again, thank you very much for attending our financial results briefing today. I will now explain the progress of the medium-term management plan.

In particular, we will discuss in detail our policies regarding capital expenditure, sales of policy shareholdings, and shareholder management.

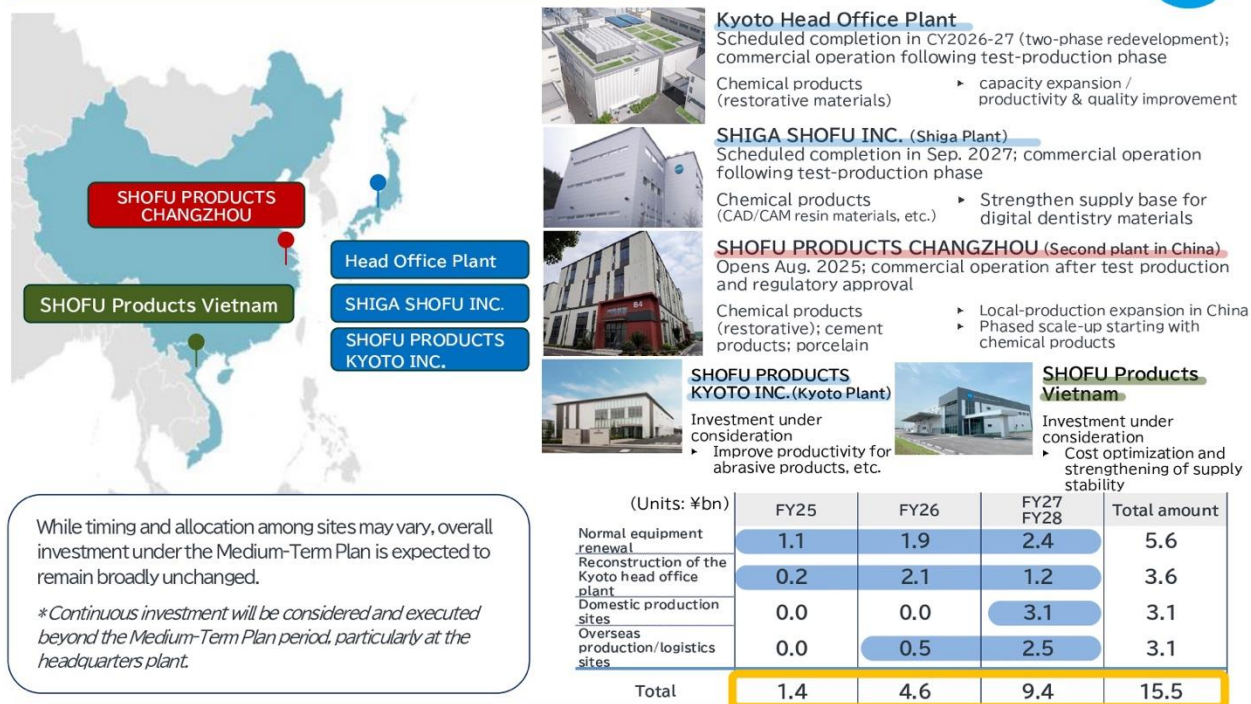
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Progress in Key Investment Sites and Production System Restructuring under the Medium-Term Plan



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First, I would like to explain the progress of capital investment in our medium-term management plan.

Demand remained strong in the Group, particularly for chemical engineering products and digital-compatible materials. In order to ensure medium-term growth, it is essential to strengthen our production and supply systems.

Under the current medium-term management plan, we plan to invest a total of JPY15.5 billion over the four years from 2025 to 2028, which will be the largest investment ever made by our company.

First, regarding the restructuring of the headquarters plant, we are currently rebuilding the aging buildings and completely renewing the production lines at the headquarters plant, mainly in the field of chemical engineering products.

The new plant is designed to improve productivity, promote automation, and increase capacity. This new factory was designed with the aim of improving productivity, promoting automation, and increasing capacity, so simply put, it will be possible to secure production capacity that is approximately double the current level, and up to approximately three times that level when efficiency is taken into account.

Construction is scheduled to be completed between 2026 and 2027, with some of the facilities starting operations in H2 of the fiscal year ending March 31, 2028, the final year of the medium-term management plan, but full contribution to sales is expected after the fiscal year ending March 31, 2029.

Next, we are planning to construct a new plant in Shiga Shofu. Construction is scheduled to be completed in September 2027.

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We are strengthening our supply system for digital products such as CAD/CAM resin materials to prepare for future expansion of demand.

Overseas, we opened a new plant in Changzhou, China, in August 2025, and are currently conducting test production in preparation for commercial operation. The Company is positioned as a supply base for chemical products and cement for the Chinese market, and because of the time required for the Chinese regulatory procedures, we expect it to take approximately two and a half years before commercial production is in full swing.

As for Shofu Products Kyoto and the Vietnam base, we are currently examining future demand trends and optimal placement and will continue to consider the timing and details of specific investments from a multifaceted perspective.

Our policy is to make decisions while securing a wide range of options from the perspectives of production stability and cost optimization.

Overall, steady progress has been made in strengthening the production base, centered on the head office plant, Shiga Shofu, and Changzhou in China. Although there have been delays in some of the planned processes, we are generally on track to complete construction and start operations within the mid-term plan period and are making steady progress toward establishing a stable supply and a foundation for long-term growth.

Progress on Strategic Shareholdings Disposal and Capital Efficiency Improvement



【Progress on the disposal of strategic shareholdings】



- Proceeds are allocated to growth investments, contributing to improved capital efficiency
- As of Sep 2025, strategic shareholdings accounted for **14.3% of net assets**
- In FY26, we have fully disposed of two holdings and partially disposed of another through Q2
- Counterparty-held shares of our stock decreased by **56K shares (0.16% of total outstanding shares)**

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I will continue with an explanation of the progress of the sale of policy shareholdings.

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Based on the key policies of our medium-term management plan, which are to improve capital efficiency and to ensure management with an awareness of the cost of capital, we are continuing to reduce our strategic shareholdings.

As for progress, cumulative sales through Q2 of the fiscal year ended March 31, 2025, and the fiscal year ending March 31, 2026, totaled JPY1,769 million, and sales are progressing at a faster pace than planned.

For the current fiscal year ending March 31, 2026, we plan to sell JPY1 billion annually, and we have already sold JPY899 million by Q2. The transition has been very steady. As for the remainder, we intend to ensure the execution of this fiscal year's plan of JPY1 billion.

As for the details of the execution of the stocks held at the beginning of the period, we sold all of two stocks and partially sold one stock. As in the previous year, we are proceeding with a planned, phased sale of the property.

As a result, for the fiscal year ended September 30, 2025, the ratio of policy shareholdings to net assets as of the end of September was 14.3%. We believe that we are making steady progress toward the reduction to around 10% targeted in our mid-term plan.

In addition, progress has been made in the dissolution of cross-shareholdings. The number of our company's shares held by the other party has decreased by 56,000 shares or 0.16% of the total number of shares issued and outstanding, and both parties are making steady progress in dissolving their cross-shareholdings.

Regardless of the annual sales plan set for the medium-term management plan, our policy is to sell shares in order of availability. We will proceed with sales opportunities that contribute to the improvement of capital efficiency, taking into account the market environment and our relationship with our holdings, as and when the timing is right.

The funds obtained from the sale will be used appropriately as a source of funds for investment in growth, leading to an increase in corporate value. We will continue to ensure cost-conscious management and implement capital policies that lead to increased shareholder value.

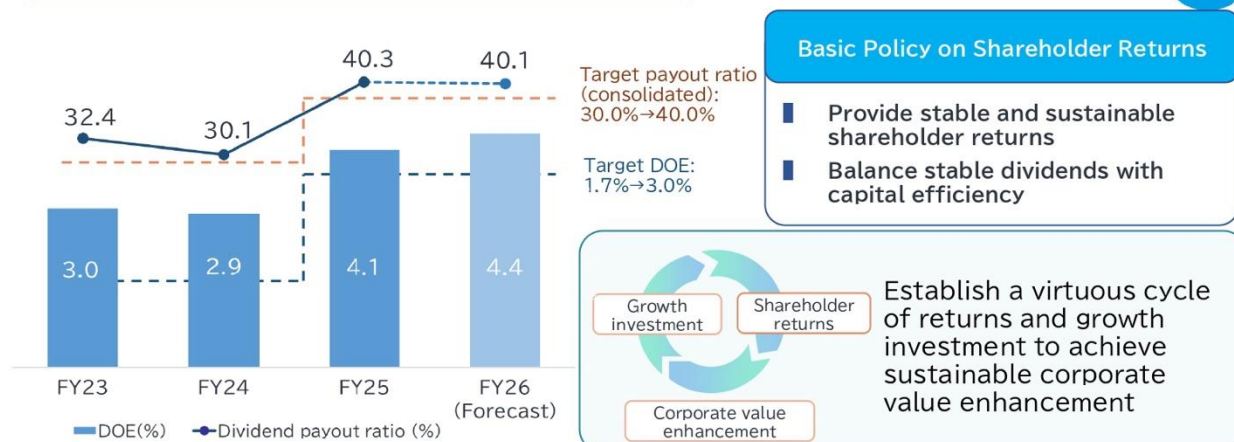
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Shareholder Return Policy under the Medium-Term Plan



Dividend Policy

- DOE: 3.0% or higher
- Payout ratio: 40.0% or higher (consolidated basis)
- In principle, dividends will not be reduced from the previous year

Share Repurchases

- Consider based on market conditions including liquidity; currently not planned
- Repurchases may be considered as part of the process of unwinding of strategic shareholdings

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Next, I will explain our shareholder return policy.

As I mentioned earlier, one of the key themes of our medium-term management plan is to improve capital efficiency and increase shareholder value.

We have a clear policy of capital allocation that balances investment in growth and shareholder returns. We take seriously the comments we have received through dialogue with investors regarding capital adequacy and capital efficiency, and we recognize that this is an important initiative for improving our corporate value over the medium to long term.

First, regarding our dividend policy, our dividend policy for the medium-term management plan period is to maintain or increase dividends compared to the previous year, in principle, with a DOE of at least 3% and a dividend payout ratio of at least 40%.

In the previous fiscal year ended March 31, 2025, DOE was 4.1% and the dividend payout ratio was 40.3%, both of which exceeded the target levels. For the current fiscal year, we continue to provide stable shareholder returns, with a DOE of 4.4% and a payout ratio of 40.1% projected.

While the Company reviews the number of dividends according to trends in net income as appropriate, it is our basic policy to firmly adhere to our 40% dividend payout ratio policy. In this way, we are building a structure in which profit growth naturally leads to increased shareholder returns while at the same time maintaining a stable level of returns.

Next, regarding the acquisition of our own shares, we do not envision any specific implementation at this time, taking into account market conditions such as liquidity. However, as the reduction of policy shareholdings

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progresses and the capital structure is reviewed, we believe there is room to consider share buybacks as a future option from the perspective of improving capital efficiency and optimizing capital policy.

We are committed to achieving sustainable growth in corporate value by expanding our business through investment in growth and by returning profits to shareholders as a virtuous cycle.

We will continue to enhance returns to shareholders while maintaining both stable dividends and improving capital efficiency in accordance with the capital allocation policy set forth in the medium-term management plan.

Advancing the Foundation to the Next Stage in the Current Medium-Term Plan



Connecting current achievements to the next MTP and long-term growth strategy

■ Solidify our foundation through the steady execution of the 5th Medium-Term Plan

- ▶ Rebuild production, R&D, and sales functions
- ▶ Build mechanisms to consistently generate growth

■ Transition from the current Medium-Term Plan to the next, shaping a future-oriented growth phase

- ▶ Enhance both organic growth and transformational growth through partnerships and M&A
- ▶ Advance cross-functional “co-creation” by integrating R&D, production, and sales
- ▶ Achieve sustainable growth in global markets centered on dental materials and broader healthcare domains

■ Evolve into an organization that flexibly adapts to change, grounded in our philosophy

- ▶ Put our corporate philosophy — “Contribution to dentistry through innovative business activities” — into practice

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Finally, I would like to discuss the results of the current mid-term management plan and our direction leading to the next mid/long-term growth strategy.

The Company is currently restructuring its business foundations, including production, R&D, and sales, in line with the Fifth Medium-term Management Plan.

Steady progress is being made by creating a framework for generating business growth by strengthening our production system, refining our portfolio of themes in R&D, and updating our sales structure, which we regard as a solid foundation for supporting our growth.

A year and a half have passed since the start of the current medium-term management plan, and we are keenly aware of the next phase of our growth.

In addition to organic growth, we are evolving into a system that creates new value through collaboration with external parties, such as partnerships, alliances, and M&A. We are also placing even more emphasis on co-creation across R&D, production, and sales, and building a system where we can create together. We

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believe that strengthening our organizational foundation in order to transforming into a company that provides value from a market perspective, rather than a product perspective, is an urgent issue.

In terms of business domains, many business opportunities are emerging in the medical and healthcare fields, not limited to conventional dental materials. In the global market, the business structure in each region has been steadily strengthened, and the foundation for sustainable growth is being developed.

And our philosophy has always been at the core of our growth.

Our management philosophy, contribute to global dental care through creative corporate activities, is our standard of judgment and a compass that shows us the direction we should go, even in a rapidly changing environment.

With this philosophy as a starting point, we will move forward to the next stage as a corporate entity that creates new value while flexibly responding to change.

With regard to long-term growth strategies, we are focusing on ensuring that the results of the current medium-term management plan will lead to the next step, and both sides of management and execution are currently engaged in specific and careful discussions. We would like to take some time now and will have another opportunity to inform you as soon as we are ready to do so.

With our philosophy as a starting point, we are making steady progress toward sustainable enhancement of our corporate value. We will continue to take on the challenges of the next stage of growth, building on the foundation laid by the current medium-term management plan.

We sincerely hope that you, our investors, will look forward to our future evolution and growth, and as always, we sincerely appreciate your frank opinions and dialogue.

This concludes my explanation. Thank you very much for your kind attention to the end.

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Question & Answer

Moderator [M]: I will now move to the question-and-answer session.

We have already received many questions in Q&A, but if you still want to ask questions, please click on a raised hand or enter your question by text in the Q&A. If you are called on and raise your hand, we will ask you to unmute yourself. Please unmute yourself and state your company name and name followed by your question.

If you are joining us by phone, please raise your hand with an asterisk nine to be assigned, then unmute with an asterisk six and ask your question. We will answer your questions by raising hands.

Now, Mr. Mori, please unmute and ask your question after your company name and name.

Mori [Q]: I am Mori from Nomura Securities. Thank you very much. Two please. First of all, please tell us about the business climate.

With the risk of recession and worsening global business confidence, and with the current downturn in dental implants and cosmetic dentistry, other companies are seeing a slight deterioration in their business. Please tell us about the extent to which your business is affected by these economic conditions, which product groups are affected most, or whether you have few of them and are more defensive. Please also tell us about your product portfolio and the impact of economic conditions.

Takami [A]: Yes, thank you. I will now give you, my response.

Regarding the business climate, our company really deals mainly with basic materials for treatment. For example, we rarely deal with large machines that require capital investment, and we do not have any overseas operations for implants or other advanced treatment materials that are self-funded in Japan. Therefore, the treatment is really basic as far as dental treatment is concerned.

In this context, there is no economic impact, and while it is not zero, it seems to be limited compared to the overall economy.

Mori [Q]: Thank you. Second.

I think you have a new plan in mind, but your company is a cautious and careful company with a sense of management speed that differs from the world of stocks. How much do you take this sense of speed into account in your next plan?

Takami [A]: Yes. As you say, we are aware that this is one of the issues we need to address. We would like to grow with speed in the future, and in doing so, as I mentioned earlier, we believe that M&As are a necessary way to buy time.

In that sense, we want to work on growth with speed. We would like to strengthen our efforts in various areas.

Mori [M]: Thank you. That is all.

Takami [M]: Thank you.

Moderator [M]: Thank you very much, Mr. Mori.

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Okay, next, would anyone like to raise their hand? Yes. Since no one seems to have raised their hand, we will first take questions about the content that has been sent in the Q&A chat.

Participant [Q]: The first is, the growth of foreign chemical products, which has been a growth driver for the past several years, appears to be slowing. What factors are having a strong impact by region, Europe, North America, China, etc.? Is this due to price competition, our product lineup, or a problem with your sales structure? If there are any, please tell me temporary factors and structural factors separately.

Takami [A]: Thank you. There are various factors depending on the region. In China, for example, competition is intensifying as Chinese companies have been growing in recent years.

We would like to further strengthen our sales efforts and make clear the difference between us and other companies in terms of the quality of our products.

In Europe and developed countries, competition for composite resins and chemical products is very tough, but there was some inventory adjustment, especially in Q1 of this fiscal year. Since Q2, the numbers have been recovering, so we view this as merely a temporary issue.

We are planning to compete with Chinese companies by manufacturing mainly plastic products and chemical products made in China and selling them in China, although it will take some time before we can start commercial operations at our plant in Changzhou, China.

Yamazaki [A]: I am Yamazaki, if I may add a little more, in the chemical and industrial products segment, there are three major product areas: filling and restorative materials, as mentioned earlier; and dental crown materials, which are used for crowns of teeth; and in Japan, CAD/CAM materials. In addition to these three, there are denture materials, and filling and restorative materials, mainly filling and restorative materials and so-called [inaudible] products, have continued to grow steadily.

Now, in terms of dental crown materials, in Europe, there is some replacement by CAD/CAM; and in some places, CAD/CAM is being replaced by CAD/CAM made of zirconia material; and in China the rise of local manufacturers has led to price wars.

Some of these factors are structural, and in order to resolve them, in Europe the entire market is shifting to digital, so we are currently working to strengthen our product lineup so that we can keep up with this trend.

Yes, that is all.

Moderator [M]: I will now proceed to the next question that we have received.

Participant [Q]: Profit margins are continuously deteriorating, but how regularly and to what extent are you able to pass on prices for raw materials and logistics costs?

Is there a guideline for the frequency of price increases over the past three years and a policy for future periodic price increases, e.g., a few percent once a year? That is all.

Takami [A]: Regarding price increases, we have been doing this on a regular basis. However, there is also the issue of competitive products, so we are raising prices while keeping a close eye on this issue. In this respect, we are not raising prices at a clearly determined time, but we are raising prices in response to competing products.

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In Japan, we have not revised or raised prices in recent years, but we have raised prices since about two years ago, and there has been no decrease in sales volume as a result. From that point of view, we would really like to go with the timing.

As for the impact on costs, Mr. Yamazaki would like to give a brief explanation. Mr. Yamazaki?

Yamazaki [A]: With regard to the cost of sales, it is true that the price of individual raw materials has risen, which has affected the cost of sales in some areas, but the ratio of materials to the total cost of sales is very low, so these factors do not have a significant impact on the overall gross profit margin. We would like to improve our profit margin by expanding the volume more than that.

Takami [M]: Thank you.

Moderator [M]: Okay, I will read out the next question, the question that we have received.

Participant [Q]: In the dental industry, the shift toward digital prosthetics has been accelerating with the adoption of CAD/CAM technology. What area of the digital realm does SHOFU place the most importance on? That would be the zirconia material, scanner, and milling software.

Takami [A]: For our company, we will focus on materials in the digitalization of CAD/CAM.

As for materials, we believe that both milling and 3D printers will continue to grow. Among these, the specific material that you mentioned is zirconia, which is becoming increasingly popular not only in Japan but also around the world. We started out as a manufacturer of artificial teeth, and the proportion of artificial teeth is very high, but in the future, even these will be replaced, so we would like to focus on zirconia and 3D printer ink materials to respond to the rapid shift to digitalization.

Regarding machines, it's not that we're not naturally good at machines, but we would like to purchase advanced machines from other companies, develop the materials to be used in them, and bring them to market.

I have explained the situation of our digitization. Software is also a different field from our specialty, so we are thinking of collaborating with other companies.

Moderator [M]: Thank you very much. I will now read the next question on your behalf.

Participant [Q]: What strategy do you plan to use to raise the ratio of overseas sales over the next three to five years? Please explain what, where, and how.

Takami [A]: For our company, as for items to focus on overseas, we will continue to focus on chemical engineering products, which we have been doing in the past, and among them, filling and restoration materials.

We would like to expand our product line, which we call Giomer, using our proprietary S-PRG technology, to as many teachers as possible, using KOLs and such teachers as billboards, not only in Japan but also in other parts of the world, where we have established a network of KOLs.

The other is cement, which we have also recently introduced. There is a very large market here as well.

We would like to expand such things in the future, and there are two uses for cement there. There are two types of cement: cement used for bonding objects and cement used for filling and restoration materials.

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There is a very large market for both. In particular, we will be focusing on cement, a filling and repair material, as there is very high demand in emerging countries and other areas.

We would like to set specific numbers from now on, but we would like to focus on products such as filling and restoration materials and cement, both in emerging and developed countries.

There is one more thing, diamond bars that are manufactured in our company in Vietnam. We are planning to expand this product worldwide and have already started sales in Japan ahead of other countries. The numbers for this are also growing steadily.

Since the beginning of this year, we have been selling diamond bars to overseas customers as well, and we would like to continue to focus on sales in this area.

Thank you very much.

Moderator [M]: Thank you very much. Does anyone have any other questions? Please raise your hand or fill out the Q&A.

Do you have any questions? Since there seem to be no questions, we will end the question-and-answer session, albeit a little earlier than scheduled.

Finally, Mr. Takami would like to greet you.

Takami [M]: Thank you all very much for taking time out of your busy schedule today to attend our briefing. Thank you for your continued support. Thank you very much for your time today.

Moderator [M]: With that, we will conclude the financial results briefing of SHOFU INC. for Q2 of the fiscal year ending March 31, 2026.

As mentioned at the beginning of this presentation, we would appreciate your cooperation in filling out a questionnaire after the event. After this, the screen will switch to the questionnaire screen. We appreciate your cooperation.

Thank you very much for your participation to the end of today's meeting.

[END]

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