



Financial Results Briefing for Fiscal Year Ended March 31, 2026

June 4, 2026

FRANCE BED HOLDINGS CO., LTD. (Securities Code: 7840)

Note: this document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

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1. Topics

Topics

Date :	Item:	Details:
February 6, 2026	Revision of full-year earnings forecasts and partial withdrawal of the medium-term management plan	<ul style="list-style-type: none">• Revision of full-year earnings forecasts for the fiscal year ended March 2026• Withdrawal of performance targets set forth in medium-term management plan (Fiscal year ending March 2027)
March 27, 2026	Consolidated earnings forecast and dividend forecast for the fiscal year ending March 2027	<ul style="list-style-type: none">• Year-end dividend forecast for the fiscal year ending March 2027 is ¥42, up ¥1 year on year

Other IR information is available on the Company's website.
<https://francebed-hd.co.jp/>

2. Performance Report for Fiscal year ended March 31, 2026

Consolidated Business Results (Fiscal year ended March 31, 2026)

Net sales continued to rise, but profit declined due to increased costs

(millions of yen)

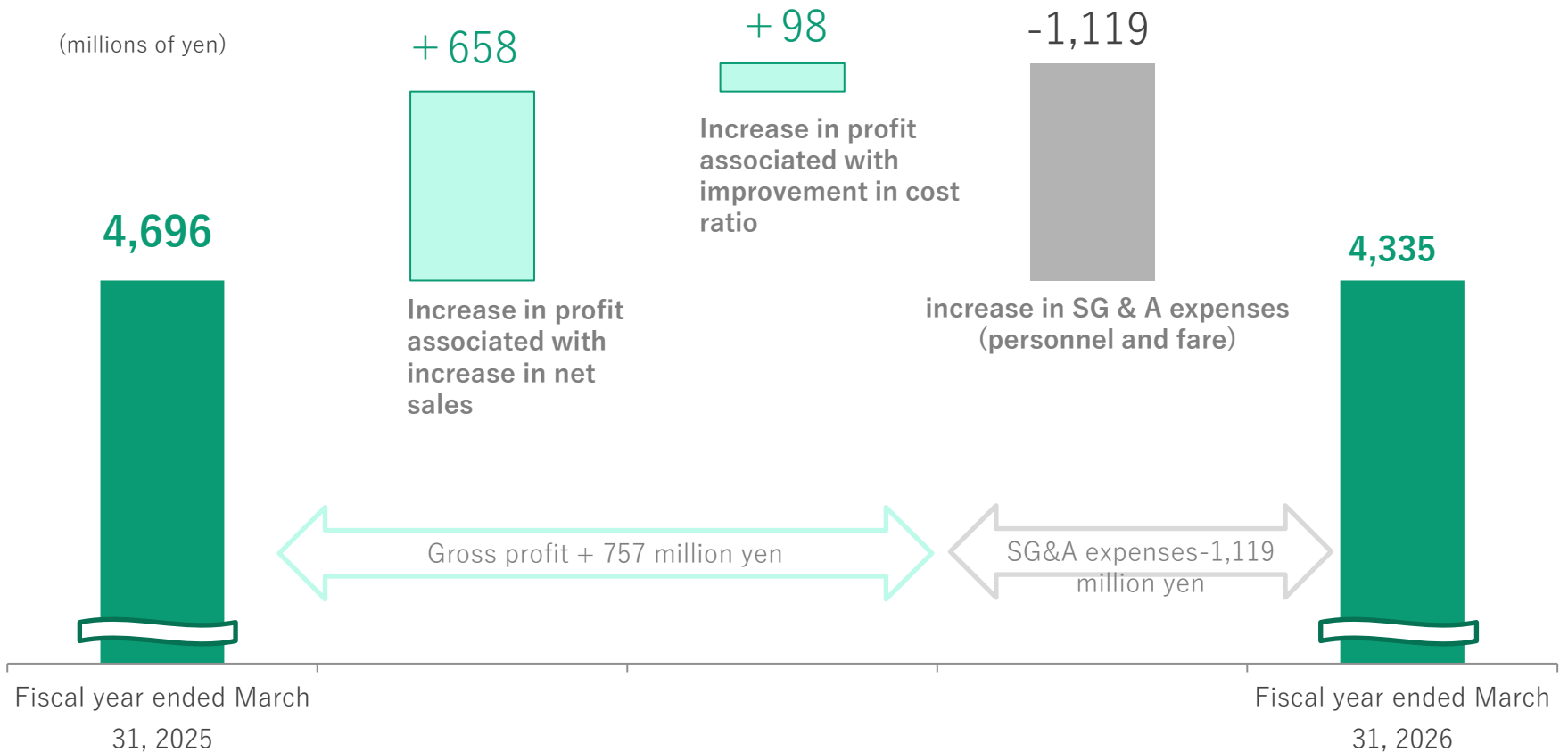
	Previous period	Current period (Fiscal year ended March 31, 2026)				
	Results	Plan (Note)	Results	Plan achievement rate	Year-on-year	
					Amount of change	Percentage change
Net sales	60,561	62,300	61,769	99.1%	1,207	1.9%
Operating profit	4,696	4,750	4,335	91.2%	▲361	▲7.7%
Ordinary profit	4,686	4,750	4,335	91.2%	▲351	▲7.4%
Profit attributable to owners of parent	2,946	3,050	2,746	90.0%	▲200	▲6.8%
Basic earnings per share (yen)	85.28	88.25	82.04	-	-	-
ROE	7.4%	-	6.7%	-	-	▲0.7pt

Note: Performance forecast announced on May 15, 2025

Consolidated Business Results (Factors Affecting Operating Profit)

The increase in net sales was outweighed by the increase in expenses, resulting in a decrease in operating profit.

(Operating profit decreased by 361 million yen (- 7.7%) year on year)



Business Results by Segment (Fiscal Year Ended the March 31, 2026)

In the Medical Services segment, profits decreased due to increased costs despite maintaining growth. In the Home Furnishings and Health segment, profits declined due to a heavy burden of fixed costs against decreased sales.

(millions of yen)

		Results FY2025	Plan FY2026	Results FY2026	Plan Achievement ratio	Year-on year change
Medical Services Business	Net sales	40,509	42,300	41,830	98.8%	3.2%
	Ordinary profit (Profit margin)	3,592 (8.8%)	3,700 (8.7%)	3,369 (8.0%)	91.0%	▲6.2%
Home Furnishings and Health Business	Net sales	19,481	19,300	19,380	100.4%	▲0.5%
	Ordinary profit (Profit margin)	1,067 (5.4%)	1,050 (5.4%)	952(4.9%)	90.6%	▲10.7%
Total	Net sales	60,561	62,300	61,769	99.1%	1.9%
	Ordinary profit (Profit margin)	4,686 (7.7%)	4,750 (7.6%)	4,335 (7.0%)	91.2%	▲7.4%

Note: Excluding Others, which is not a reportable segment.

Summary of Medical Services Business

Net sales increased and business base expanded steadily in all major areas. On the other hand, profit decreased due to an increase in fixed costs such as investment in personnel and logistics associated with growth, as well as a restriction on supply capacity in the linen supply business.

(millions of yen)	Previous Period (Fiscal year ended March 31, 2025)		Current period (Fiscal year ended March 31, 2026)		Year-on-year	
	Actual	Composition ratio	Actual	Composition ratio	Amount of change	Percentage change
Consolidated net sales	40,509	100.0%	41,830	100.0%	1,321	3.2%
(Transactions Related to rental of assistive products)	23,340	57.6%	24,976	59.7%	1,636	7.0%
(Transactions for Hospitals and Facilities)	5,424	13.3%	5,501	13.1%	77	1.4%
(Linen Supply Transactions)	3,213	7.9%	3,348	8.0%	134	4.1%
(Other sales transactions, etc. *)	8,115	20.0%	8,003	19.1%	▲111	▲1.3%
(HCSY2 months sales)	415	1.0%	-	-	▲415	—
Consolidated ordinary profit	3,592	8.8%	3,369	8.0%	▲223	▲6.2%
(Reference: Ordinary profit excluding HCSY2 months results)	3,519	8.7%	3,369	8.0%	▲149	▲4.2%

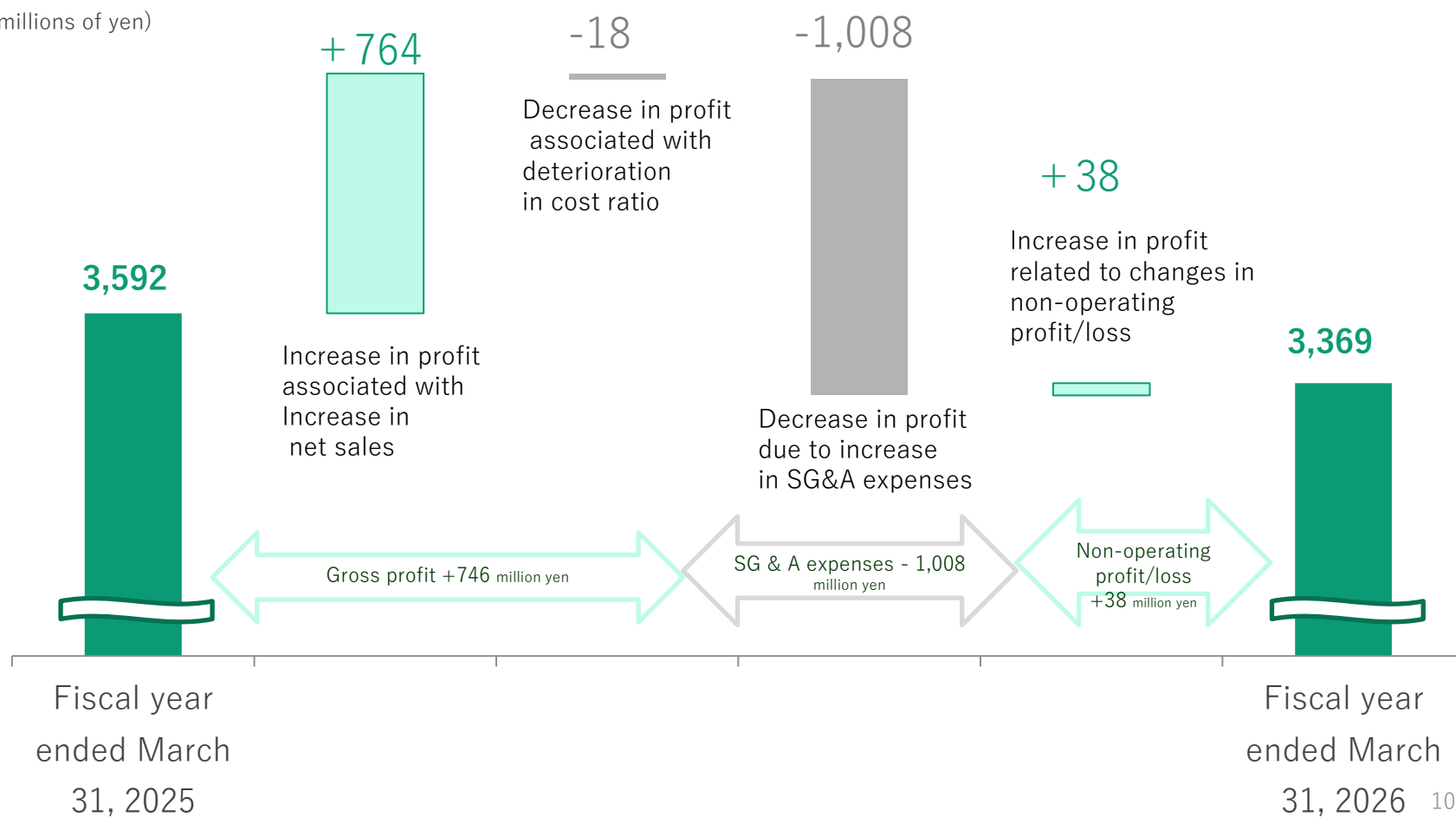
※) Wholesale, direct sales, home improvement transactions, nursing care facility transactions, etc.

Factors Affecting Increases/Decreases in Ordinary Profit of Medical Services Business

Ordinary profit of Medical Services Business decreased by 223 million yen (-6.2%) year on year.

The main factor affecting the decrease in ordinary profit was an increase in SG & A expenses.

(millions of yen)

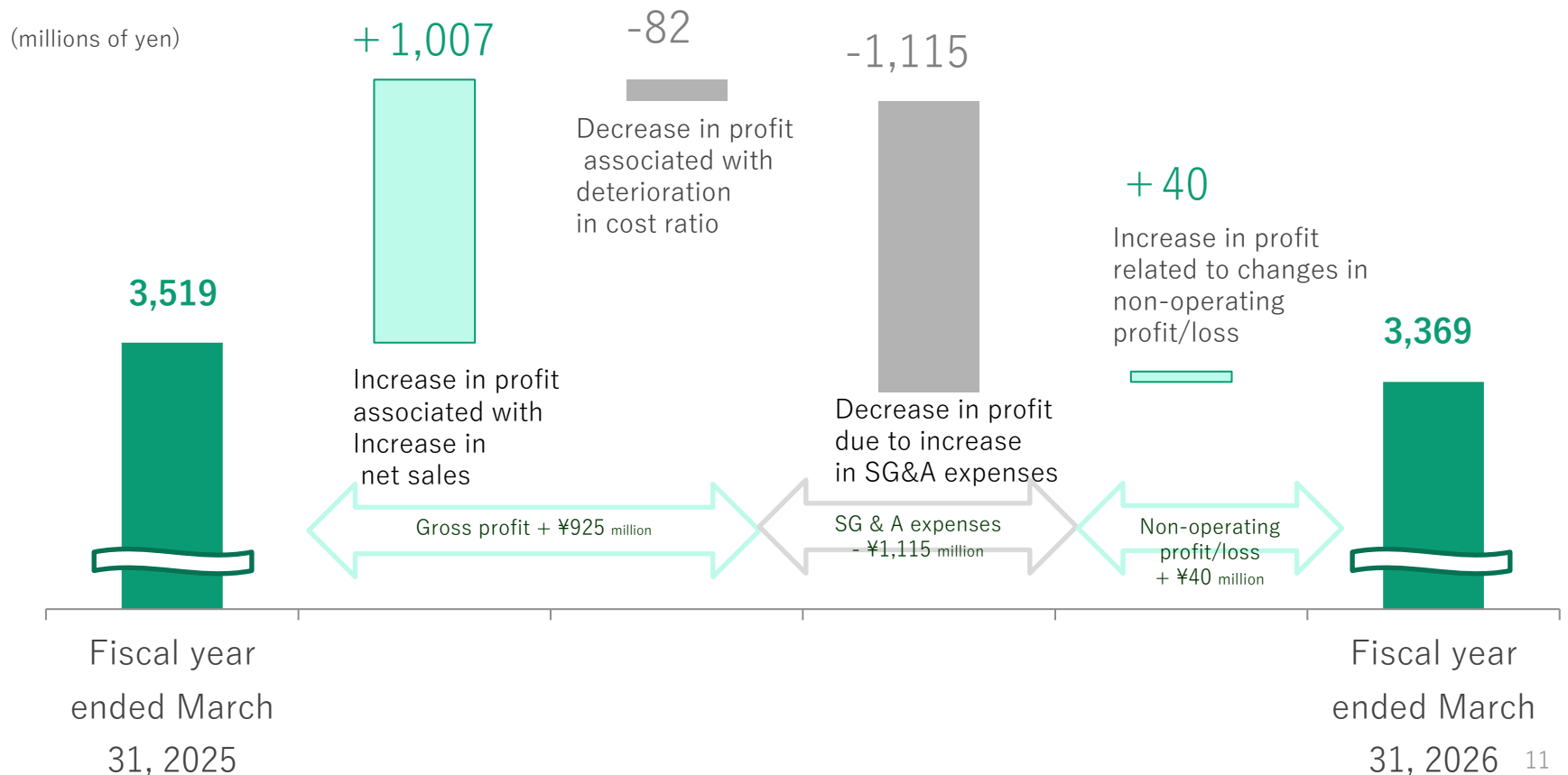


Factors Affecting Increases/Decreases in Ordinary Profit of Medical Services Business

(Excluding 2 months of HCSY in the previous fiscal year)

Decrease in profit as the increase in SG&A expenses exceeded the increase in gross profit (underlying basis)

Ordinary profit decreased by 149 million yen (-4.2%) year on year.



Summary of Home Furnishings and Health Business

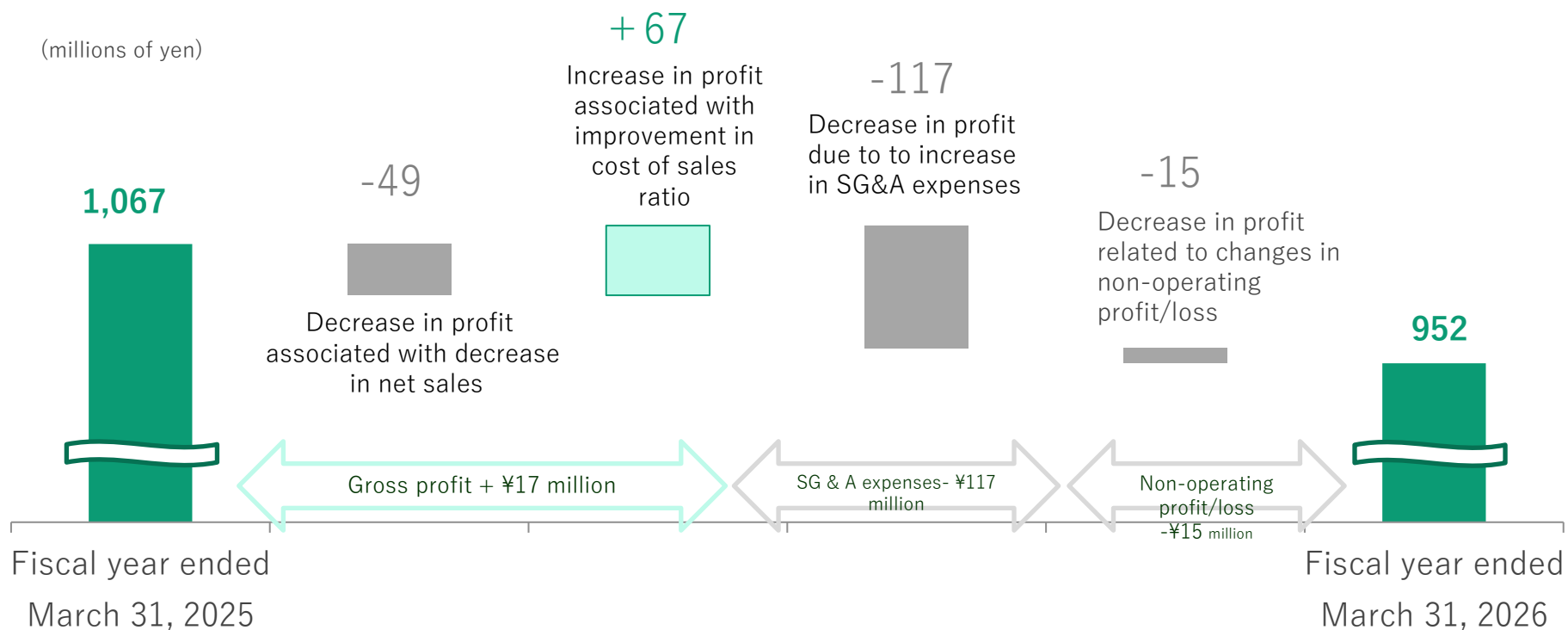
Amid a decline and downsizing of furniture retailers, and sluggish demand for durable consumer goods due to ongoing inflation, sales decreased by 0.5%, while ordinary profit declined by 10.7%, reflecting a higher fixed cost burden associated with lower sales.

(millions of yen)

	Previous period (Fiscal year ended March 2025)		Current period (Fiscal year ended March 2026)		Year-on-year	
	Results	Compositi on ratio	Results	Compositio n ratio	Amount of change	Percentage change
Consolidated net sales	19,481	100.0%	19,380	100.0%	▲100	▲0.5%
(Transactions for Furniture Retailers, etc.)	17,586	90.2%	17,135	88.4%	▲451	▲2.5%
(Transactions for hotels)	1,894	9.7%	2,245	11.5%	351	18.5%
Consolidated ordinary profit	1,067	5.4%	952	4.9%	▲114	▲10.7%

Factors Affecting Increases/Decreases in Ordinary Profit of Home Furnishing and Health Business

Gross profit maintained largely unchanged, but ordinary profit decreased by 114 million (– 10.7%) year on year due to a higher burden of fixed costs associated with lower sales.



Consolidated Balance Sheet

(millions of yen)

	As of March 31, 2025	As of March 31, 2026	Amount of change
Current assets	38,483	35,330	▲3,152
(Cash and deposits/short-term securities)	17,223	14,855	▲2,367
(Inventories)	9,287	8,056	▲1,231
Non-current assets	32,363	32,388	24
(Rental Assets)	5,393	5,701	307
Total assets	70,888	67,747	▲3,140
Total liabilities	30,281	27,584	▲2,696
(Interest-bearing debt)	17,209	17,197	▲12
Total net assets	40,607	40,162	▲444
Total liabilities and net assets	70,888	67,747	▲3,140
Equity-to-asset ratio	57.2%	59.2%	2.0pt

Consolidated Statements of Cash Flows

(millions of yen)

	Fiscal year ended March 31, 2025	Fiscal year ended March 31, 2026	Amount of change
Cash and cash equivalents at beginning of period	13,202	13,223	20
Cash flows from operating activities	7,448	6,333	▲1,115
(Depreciation)	5,094	5,033	▲60
(Increase or Decrease in Working Capital)	▲808	▲611	197
(Income taxes paid, etc.)	▲900	▲2,555	▲1,655
Cash Flow from Investing Activities	▲4,929	▲4,323	605
(Purchase of non-current assets)	▲4,951	▲5,422	▲471
Cash flows from financing activities	▲2,498	▲2,876	▲378
(Expenditures for purchase of treasury shares)	▲0	▲1,503	▲1,502
(Dividends paid)	▲1,344	▲1,359	▲15
Changes in cash and cash equivalents	20	▲867	▲888
Cash and cash equivalents at end of period	13,223	12,355	▲867

3. Performance Outlook for the Fiscal Year Ending March 31, 2027

Consolidated Business Performance Outlook of the Fiscal Year Ending March 2027

Profit expected to return to growth following the resolution of cost increase factors in the current period

(millions of yen)

	Fiscal year ended March 31, 2026 Results	Fiscal year ended March 31, 2027 Plan	Amount of change	Percentage change
Net sales	61,769	63,400	1,631	2.6%
Operating profit	4,335	4,600	265	6.1%
(Profit margin)	7.0%	7.2%	-	-
Ordinary profit	4,335	4,700	364	8.3%
(Profit margin)	7.0%	7.4%	-	-
Profit attributable to owners of parent	2,746	3,070	324	11.7%
(Profit Margin)	4.4%	4.8%	-	-
Basic earnings per share (yen)	82.04	92.00	-	-

Segment Profit Outlook for the Fiscal Year Ending March 31, 2027

Profit growth in Medical Service Business driven by efficiency improvement. Profit recovery in Home Furnishings and Health Business driven by restructuring.

(millions of yen)

		Fiscal year ended March 31, 2026 Results	Fiscal year ended March 31, 2027 Plan	Amount of change	Percentage change
Medical Services Business	Net sales	41,830	43,700	1,870	4.4%
	Ordinary profit (profit margin)	3,369 (8.0%)	3,700 (8.4%)	331	9.8%
Home Furnishings and Health Business	Net sales	19,380	19,400	20	0.1%
	Ordinary profit (profit margin)	952 (4.9%)	1,000 (5.1%)	48	5.0%
Other	Net sales	557	300	▲257	▲46.1%
	Ordinary profit (profit margin)	3 (0.6%)	- (-)	▲3	-
Total	Net sales	61,769	63,400	1,631	2.6%
	Ordinary profit (profit margin)	4,335 (7.0%)	4,700 (7.4%)	364	8.3%

Medical Services Business

Financial Targets for fiscal year ending March 31, 2027 (profit/Loss by Segment)

(millions of yen)

		Fiscal year ended March 31, 2026 Results	Fiscal year ending March 31, 2027 Plan	Amount of change	Percentage change
Medical Services Business	Net sales	41,830	43,700	1,870	+4.4%
	Ordinary Profit	3,369	3,700	331	+9.8%

Main Measures

1. Strengthening the revenue base through rental expansion in urban areas and promotion of customer acquisitions
2. Improving cost efficiency through enhancement of service center functions and business process reforms
3. Enhancing productivity and profitability through digitization of contract documents and other initiatives

While continuing to expand the rental business, improve profitability through strengthening organizational capabilities and enhancing operational efficiency

Home Furnishings and Health Business

Financial Targets for fiscal year ending March 31, 2027 (profit/Loss by Segment)

(millions of yen)

		Fiscal year ended March 31, 2026 Results	Fiscal year ended March 31, 2027 Plan	Amount of change	Percentage change
Home Furnishings and Health Business	Net sales	19,380	19,400	20	+0.1%
	Ordinary profit	952	1,000	48	+5.0%

Main measures

1. Reducing manufacturing and logistics costs through structural reforms, including factory reorganization.
2. Improving profitability through tighter control of inventory losses and a review of the cost structure.
3. Maintaining and strengthening the revenue base through enhanced proposals of high-value-added products and solutions for the hotel segment

While improving profitability through the realization of structural reform effects, maintain and strengthen the revenue base by focusing on high-value-added areas

Capital Investment for the Fiscal Year Ending March 31, 2027

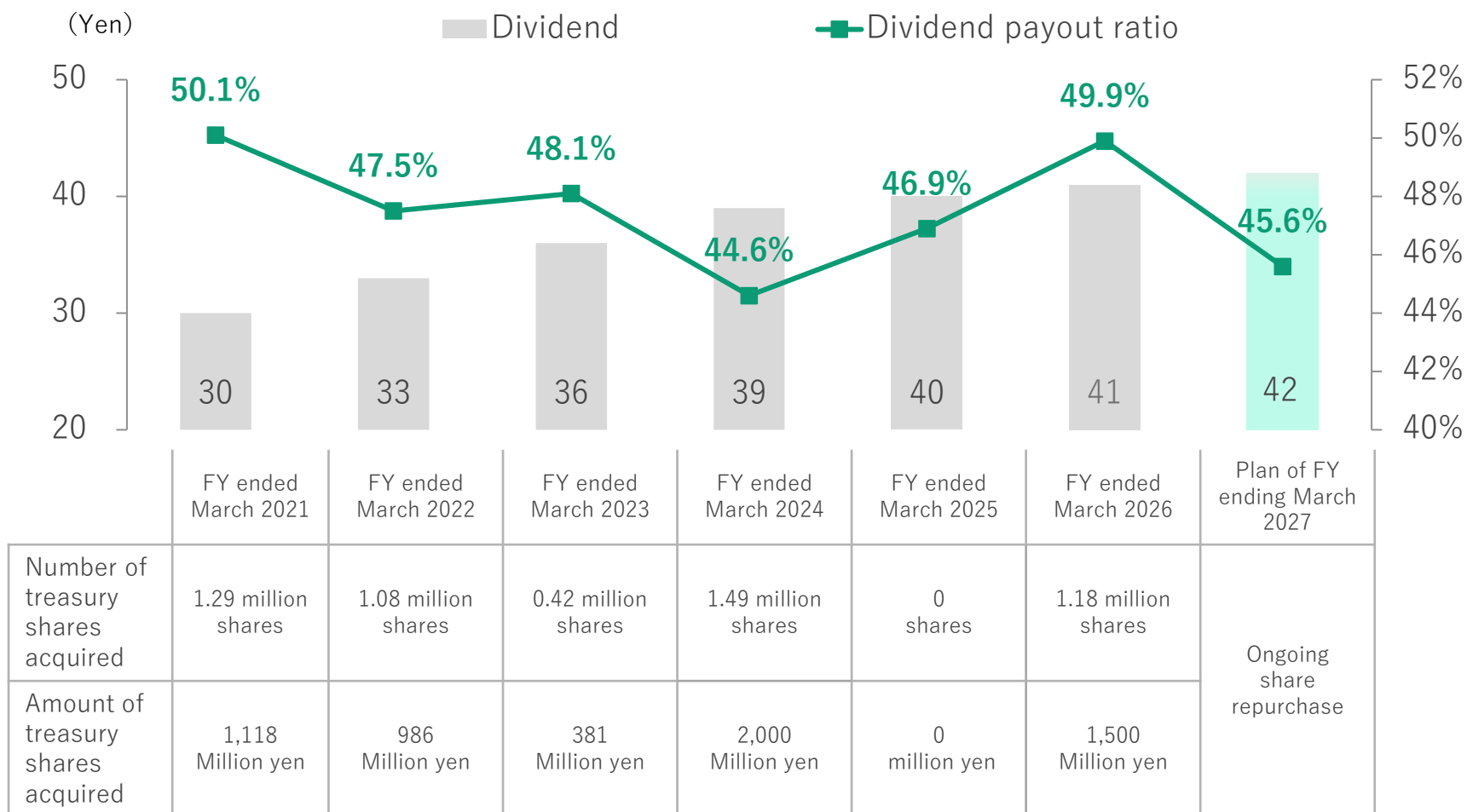
(millions of yen)

	Fiscal year ended March 31, 2025 Results	Fiscal year ended March 31, 2026 Results	Fiscal year ending March 31, 2027 Plan
Capital Investment	4,944	4,995	4,850
Rental Assets	3,832	3,993	3,800
Service Center	264	345	315
Depreciation	5,094	5,033	5,015

While controlling new rental investments, improve profitability through higher asset turnover and enhanced service center functions.

Shareholder Return

Targeting a consolidated dividend payout ratio of approximately 50% while acquiring treasury stock on a sustained basis.



※1: 1000 shares or less are rounded down.

※2: 3 million shares were cancelled in May 2023, and **3.65 million shares were cancelled in March 2025.**

Consolidated Financial Results for the Last Five Fiscal Years

(millions of yen)

		Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025	Fiscal year ended March 31, 2026
Interim	Net sales	25,978	28,244	28,366	29,250	29,259
	Ordinary profit (Profit margin)	1,901 (7.3%)	1,958 (6.9%)	2,071 (7.3%)	2,145 (7.3%)	1,765 (6.0%)
Full Year	Net sales	54,398	58,578	59,151	60,561	61,769
	Ordinary profit (Profit margin)	3,959 (7.2%)	4,485 (7.6%)	4,657 (7.8%)	4,686 (7.7%)	4,335 (7.0%)

4. Key Future Initiatives

Recognition of Business Environment and Basic Policy for Profit Structure Reform

Medical Services Business

- ✓ Stable demand growth against the backdrop of aging population

Capturing growing markets



Improve profitability

Home Furnishings and Health Business

- ✓ Demand fluctuates due to changes in the market environment

Responding to changes in the environment



Rebuild earnings base

Shift to a rental-based business

Future Initiatives _ Medical Services Business

1

Expansion of rental service



Development of revenue sources independent of long-term care insurance

Rental of furniture and home appliances
Rental of hearing aids
Monitoring services, etc.

2

Strengthening nursing care robotics and ICT segment



Expansion of high value-added services

Bed with monitoring sensor
M-Sleep Bio

3

Improving operational efficiency



Enhancing Cost Resilience through DX/Automation

Digitalization of Contracts and Invoicing
Automation of business processes
Improving efficiency through the use of generative AI

Achieve both sales growth and profitability improvement

Future Initiatives _ Home Furnishings and Health Business

1

Expansion of growth areas



Strengthening hotel rental and e-commerce businesses

Expansion of rental products lineup for hotels
Strengthening EC channels
Expansion of sales of down quilts.

2

Reduction of manufacturing costs



Shifting to Business Operations that Prioritize Earnings

Consolidation of woodworking plants (2→1)
Closure of unprofitable showrooms
Reduction of processing expenses at mattress plants

3

Optimization of production system

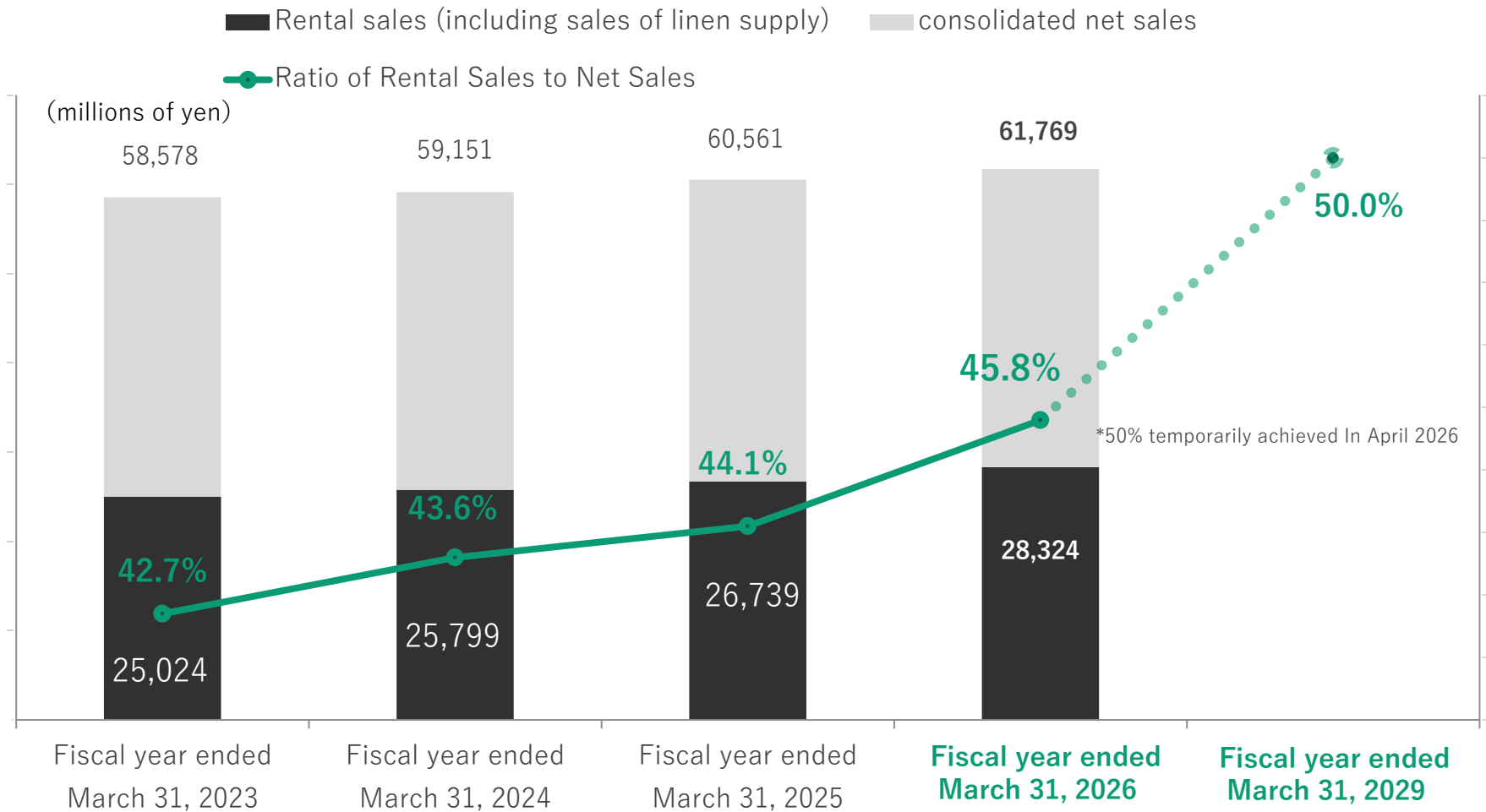


Shifting to Business Operations that Prioritize Earnings

Model Consolidation
Changed from order production to planned production

Structural reforms to transform into a profitable business structure

Future Initiatives _ Group-wide



Stabilization and growth of profit structure through shift to rental business

Performance Targets for the Fiscal Year Ending March 31, 2027

Aim to achieve revenue and profit growth.

5. Reference

Profile of Our Company



FRANCEBED HOLDINGS

Logo Mark

Company name France Bed Holdings Co., Ltd.

Head office Shinjuku Square Tower 5F, 6-22-1 Nishi-Shinjuku, Shinjuku-ku, Tokyo

Date of establishment March 30, 2004

Share capital 3 billion yen



Listing category Tokyo Stock Exchange Prime Market

Representative Shigeru Ikeda, Representative Director, Chairperson and President

Number of Employees 1,834 (consolidated) * As of the end of March 2026

Business Business management of subsidiaries mainly engaged in the business related to the development, production, sale, rental, lease, etc. of household beds, medical care and nursing care beds, assistive products, other furniture, and bedding goods, etc.

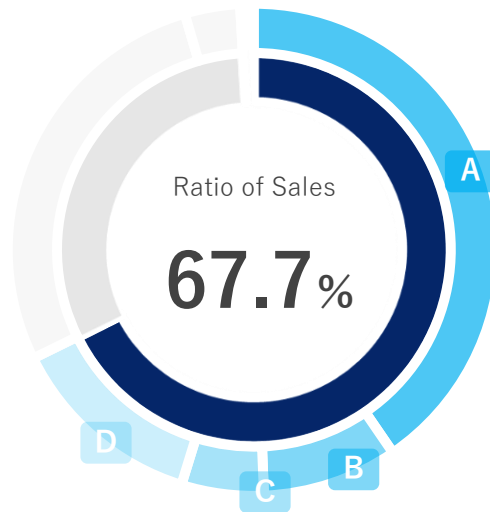
Main history of Our Group

1949	Established Futaba Seisakusho, a private store, in Mitaka City, Tokyo (Manufacture of vehicle seats such as scooters).	
1952	Reorganized to Futaba Seisakusho Co., Ltd.	
1961	Company name was changed to "France Bed Co., Ltd." (launch of the first split bed in Japan in 1956)	
1963	Former France Bed Co., Ltd. Listed on the Second Section of the Tokyo Stock Exchange	
1966	Former France Bed Co., Ltd. Listed on the First Section of the Tokyo Stock Exchange	Split bed "France bed"
1983	Launched Japan's first home rental business for medical beds	
1984	Began providing (renting) assistive products to residents in Fuchu City, Tokyo	Recuperation bed
1987	Established former "France Bed Medical Service Co., Ltd." (The rental department became independent from France Bed Sales Co., Ltd.)	
1990	Established France Bed Medical Homecare Research Foundation	
2000	Public long-term care insurance system launched based on Long-Term Care Insurance Act Since then, the former "France Bed Medical Service Co., Ltd." started the Long-Term Care Insurance assistive products rental business.	
2004	Established Our Company (pure holding company) through share transfer, listed on the First Section of Tokyo Stock Exchange and delisted from former France Bed Co., Ltd.	
2009	Merger of former France Bed Co., Ltd. and former France Bed Medical Services Co., Ltd. (now FRANCE BED CO., LTD.) Acquired shares of Tsubasa Co., Ltd. And made it a subsidiary of France Bed Co., Ltd.	
2020	Acquired shares of Kasidas Corporation as France Bed Co., Ltd.'s subsidiary	
2021	Acquired shares of Home Care Service Yamaguchi Co., Ltd. as France Bed Co., Ltd.'s subsidiary	

Breakdown by Segment (as of March 31, 2026)

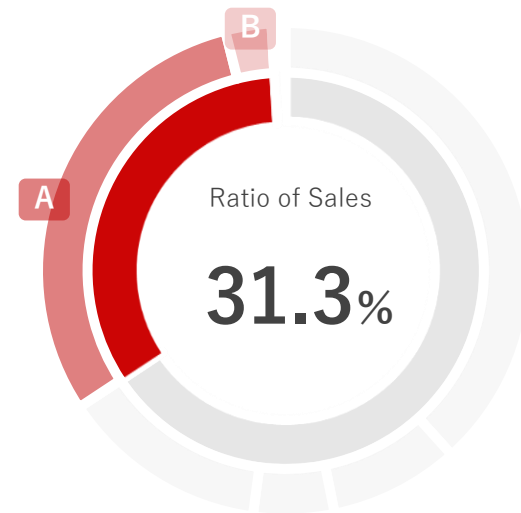
Consolidated Net Sales **61,769** million yen

Medical Services Business



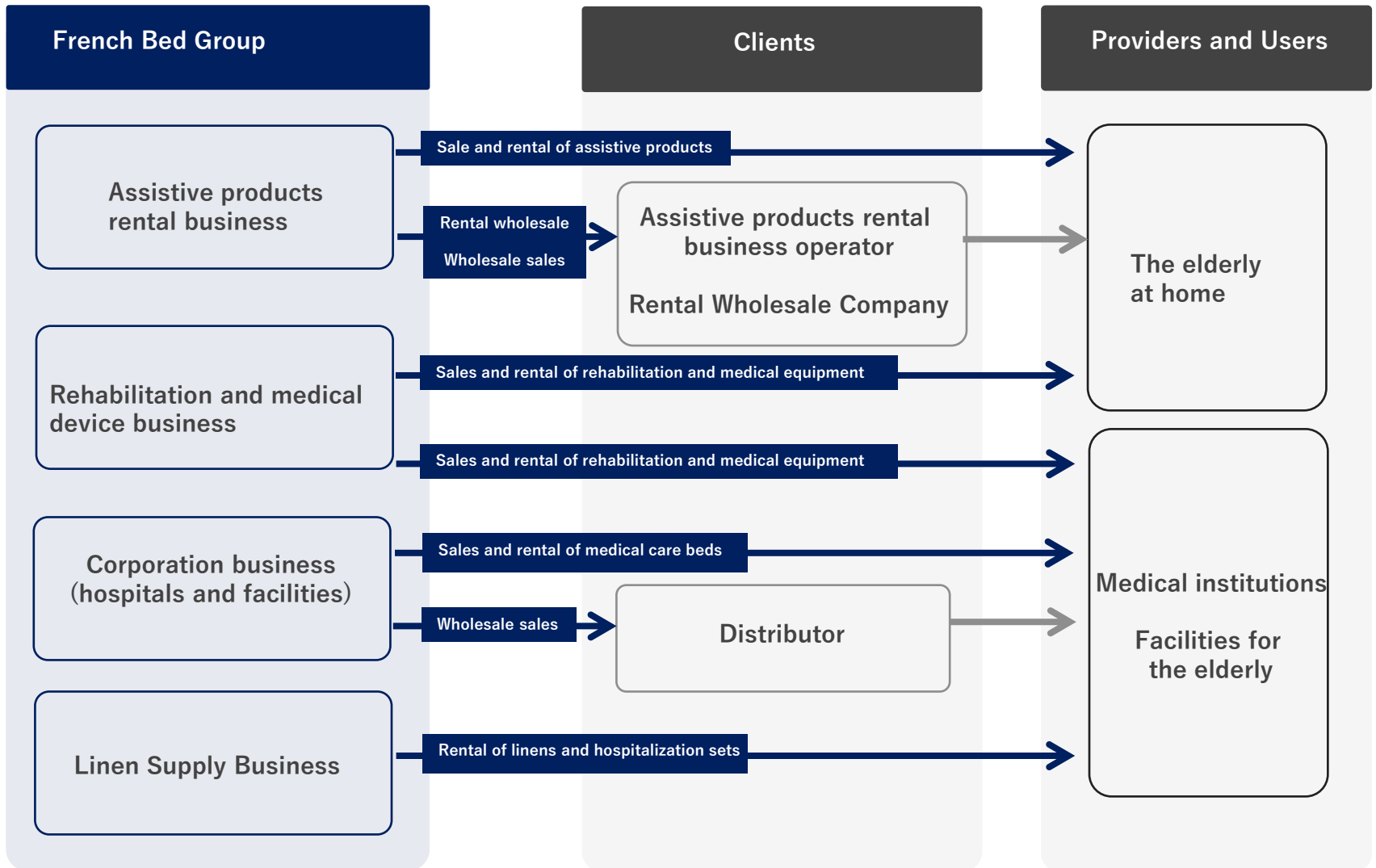
- A** Nursing care rental and rental wholesale sales
- B** Hospitals and facilities sales
- C** Linen Supply Sales
- D** Other sales (retail and wholesale of assistive products, etc; home renovation services, etc.)

Home Furnishings and Health Business

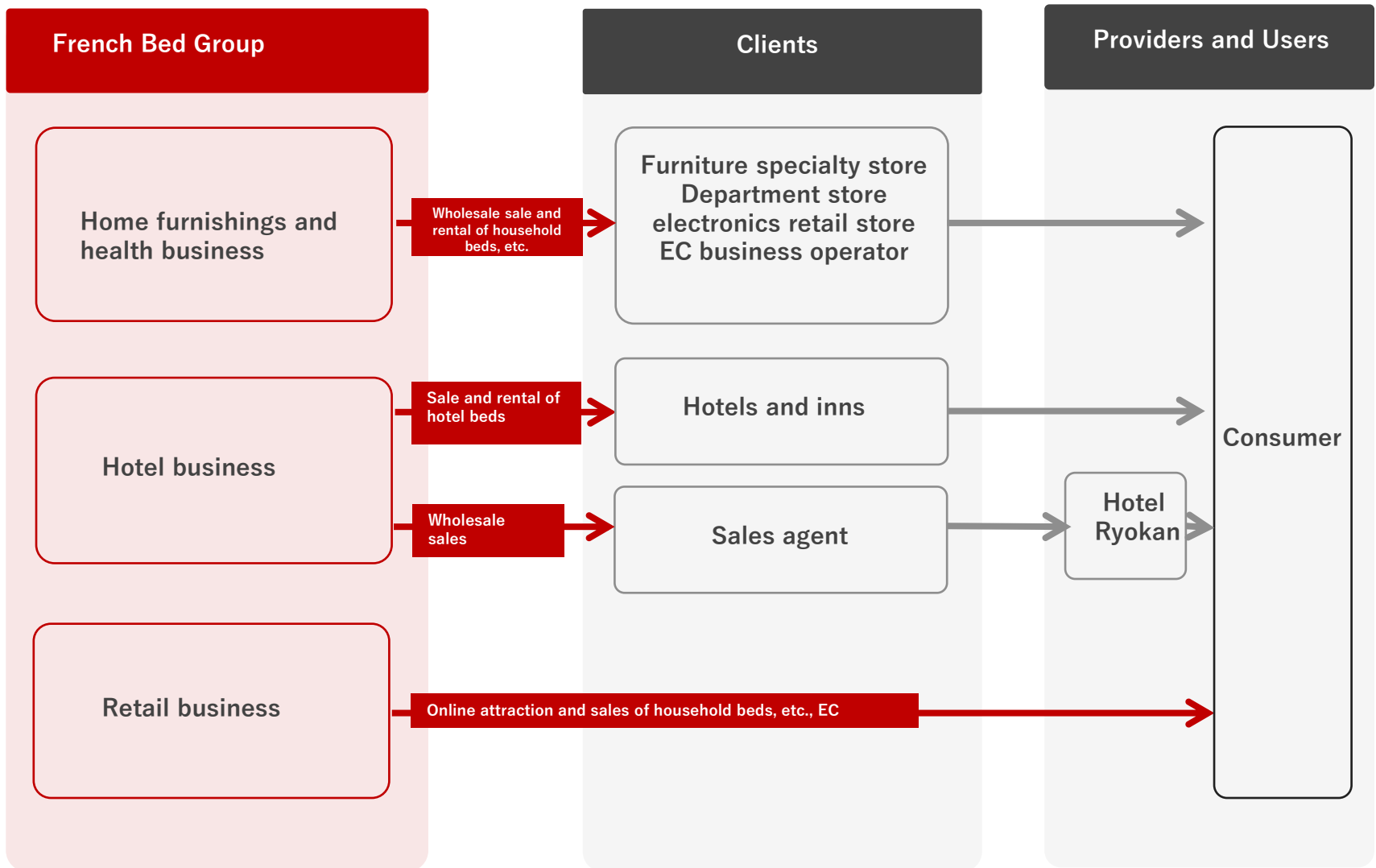


- A** Wholesale sales of furniture retailers and department stores
- B** Hotels sales

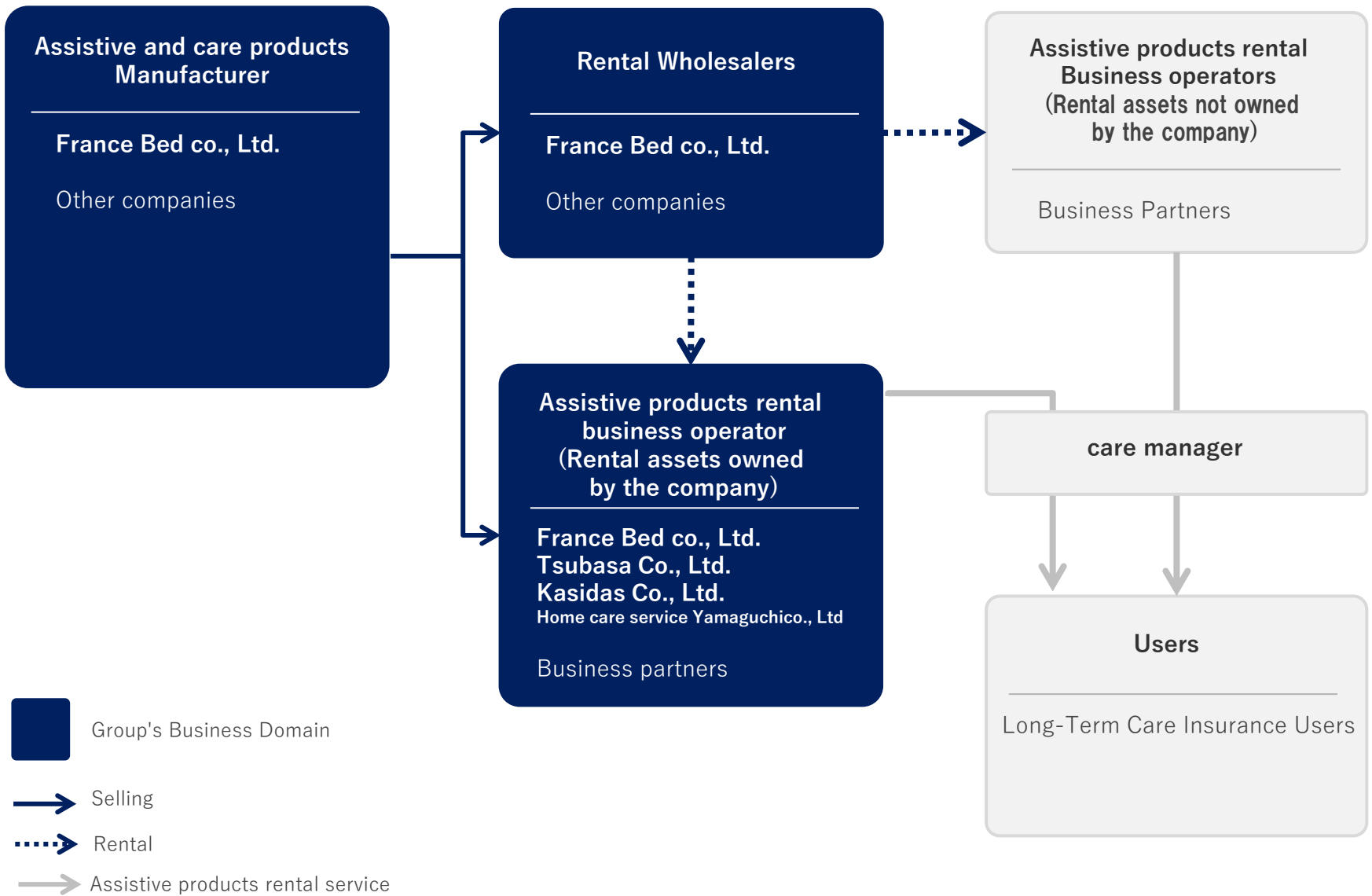
Business Model (Medical Services Business)



Business Model (Home Furnishings and Health Business)



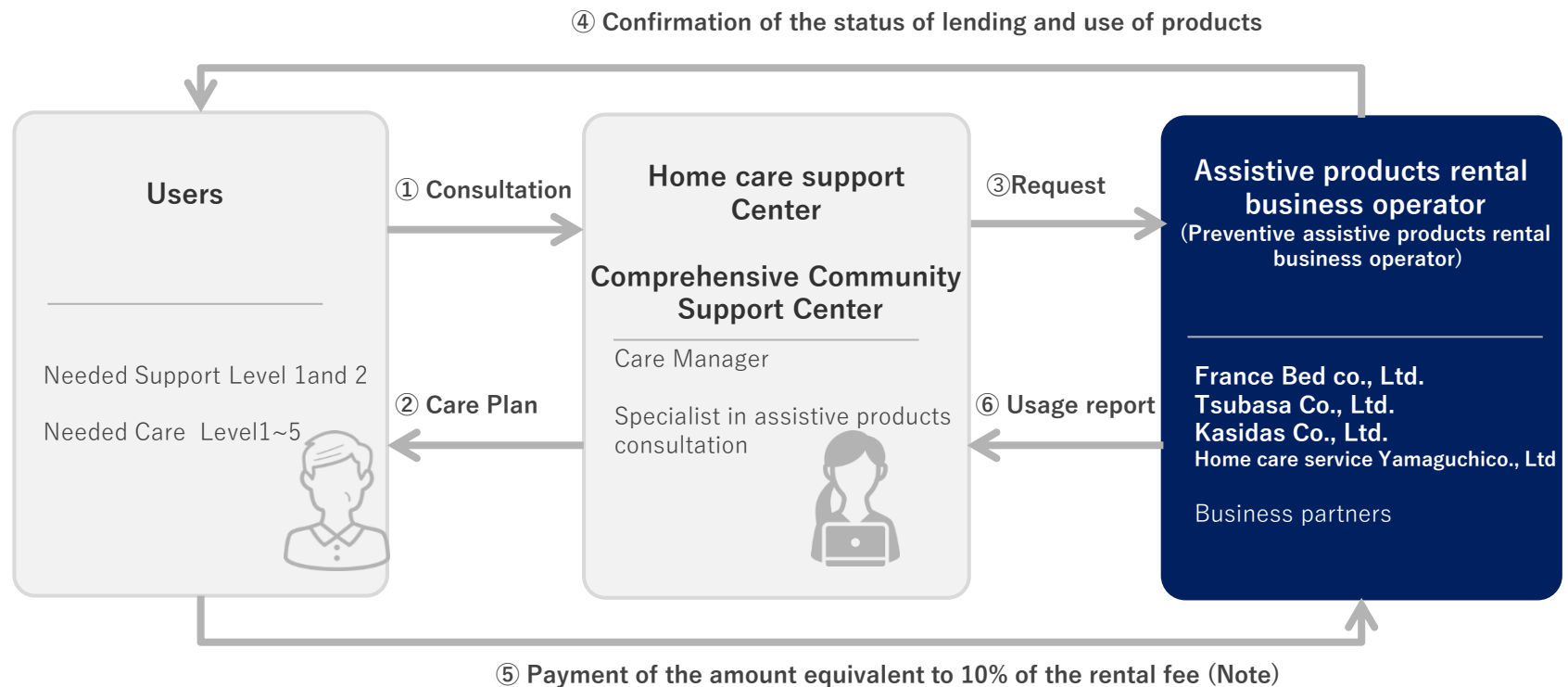
Distribution Structure of Assistive Products Rental Business and Business Domain of Our Company



Assistive Products Rental Service

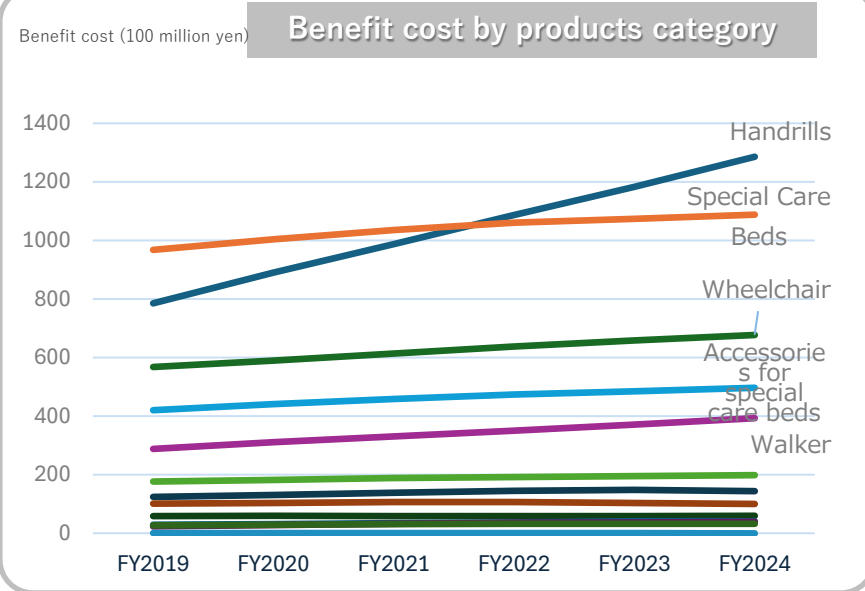
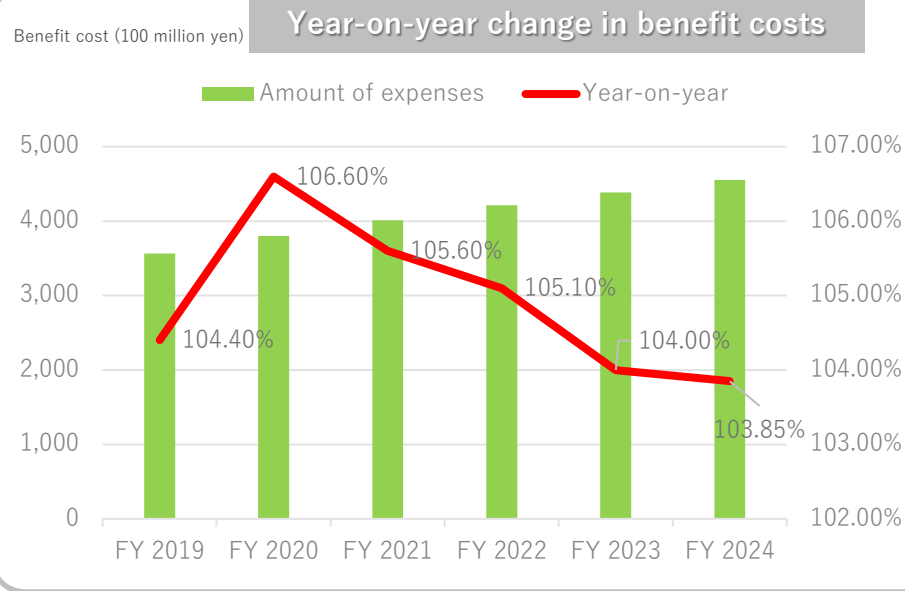
Assistive products rental service

The service allows users to use assistive products useful for daily life and nursing care at a cost equivalent to **10%** of the rental fee (Note).



Note: Because of the amendment of the Long-Term Care Insurance Act (Act No. 123 of 1997) in April 2018, the copayment ratio became **20%** or **30%** for those with income above a certain level from August 1, 2018. Please check with your local government for details.

Long-Term Care Benefit Cost, etc. for Assistive Products Rental Service



(100 million yen) Changes in benefits cost by category of products

	FY2019			FY2020			FY2021			FY2022			FY2023			FY2024		
	amount	ratio	y-to-y	amount	ratio	y-to-y	amount	ratio	y-to-y	amount	ratio	y-to-y	amount	ratio	y-to-y	amount	ratio	y-to-y
Total number	3,566	100.00%	104.40%	3,800	100.00%	106.60%	4,012	100.00%	105.60%	4,215	100.00%	105.10%	4,384	100.00%	104.00%	4,553	100.00%	103.85%
Handrail	785	22.00%	112.90%	890	23.40%	113.40%	987	24.60%	110.90%	1,087	25.80%	110.10%	1,183	27.00%	108.80%	1,286	28.24%	108.71%
Special bed (nursing care bed)	968	27.10%	100.90%	1,004	26.40%	103.70%	1,035	25.80%	103.10%	1,061	25.20%	102.50%	1,074	24.50%	101.20%	1,088	23.89%	101.26%
Wheelchair	568	15.90%	102.70%	590	15.50%	103.90%	614	15.30%	104.10%	638	15.10%	103.90%	658	15.00%	103.10%	677	14.87%	102.90%
Special bed (nursing care bed) accessories	420	11.80%	101.80%	441	11.60%	105.00%	458	11.40%	103.90%	474	11.20%	103.50%	485	11.10%	102.30%	497	10.91%	102.44%
Walker	288	8.10%	107.80%	311	8.20%	108.00%	330	8.20%	106.10%	350	8.30%	106.10%	371	8.50%	106.00%	393	8.63%	105.86%
Bedsore prevention tool	176	4.90%	98.80%	182	4.80%	103.40%	188	4.70%	103.30%	192	4.60%	102.10%	195	4.40%	101.60%	198	4.35%	101.46%
Slope	124	3.50%	103.70%	131	3.40%	105.60%	138	3.40%	105.30%	145	3.40%	105.10%	148	3.40%	102.10%	144	3.16%	97.19%
Mobile lift	101	2.80%	99.30%	103	2.70%	102.00%	106	2.60%	102.90%	106	2.50%	100.00%	103	2.30%	97.20%	100	2.20%	97.20%
Wheelchair accessories	58	1.60%	101.80%	59	1.60%	101.70%	58	1.40%	98.30%	58	1.40%	100.00%	58	1.30%	100.00%	59	1.29%	101.52%
Walking stick	29	0.80%	106.30%	31	0.80%	106.90%	34	0.80%	109.70%	37	0.90%	108.80%	41	0.90%	110.80%	41	0.90%	100.70%
Position transducer	23	0.60%	122.20%	28	0.70%	121.70%	32	0.80%	114.30%	35	0.80%	109.40%	37	0.80%	105.70%	39	0.85%	105.20%
Dementia geriatric wandering sensing device	27	0.80%	104.50%	29	0.80%	107.40%	31	0.80%	106.90%	32	0.80%	103.20%	32	0.70%	100.00%	32	0.71%	100.93%
Automatic excretion treatment apparatus	0.82	0.00%	85.50%	0.77	0.00%	93.90%	0.65	0.00%	84.40%	0.53	0.00%	81.50%	0.45	0.00%	84.90%	0.39	0.01%	86.27%

※Ministry of Health, Labour and Welfare's Monthly Statistical Report on Nursing Care Benefit Costs.
 ※Figures for each fiscal year are totals for reviews conducted from May of the current year to April of the following year.

Medium-term Management Plan **(Fiscal Year Ended March 31, 2025 to** **Fiscal Year Ending March 31, 2027)**

(Reference) Background and Challenges of the Current Medium-term Management Plan

Challenges and Background

Medical Services Business

- Progress of the super-aged society and expansion of medical and nursing care needs.
- Concentration of population in urban areas and depopulation of population in other areas
- Increase in costs due to the 2024 logistics problem and labor shortage
- Lack of successors in the welfare equipment rental business

Home Furnishings and Health Business

- Shrinking trend in the domestic furniture and interior market
- Oligopoly of major furniture retailers and closure of small and medium-sized furniture stores
- Changes in distribution structure due to increased purchase on the Internet
- Strong demand for high-quality beds and health devices

Theme

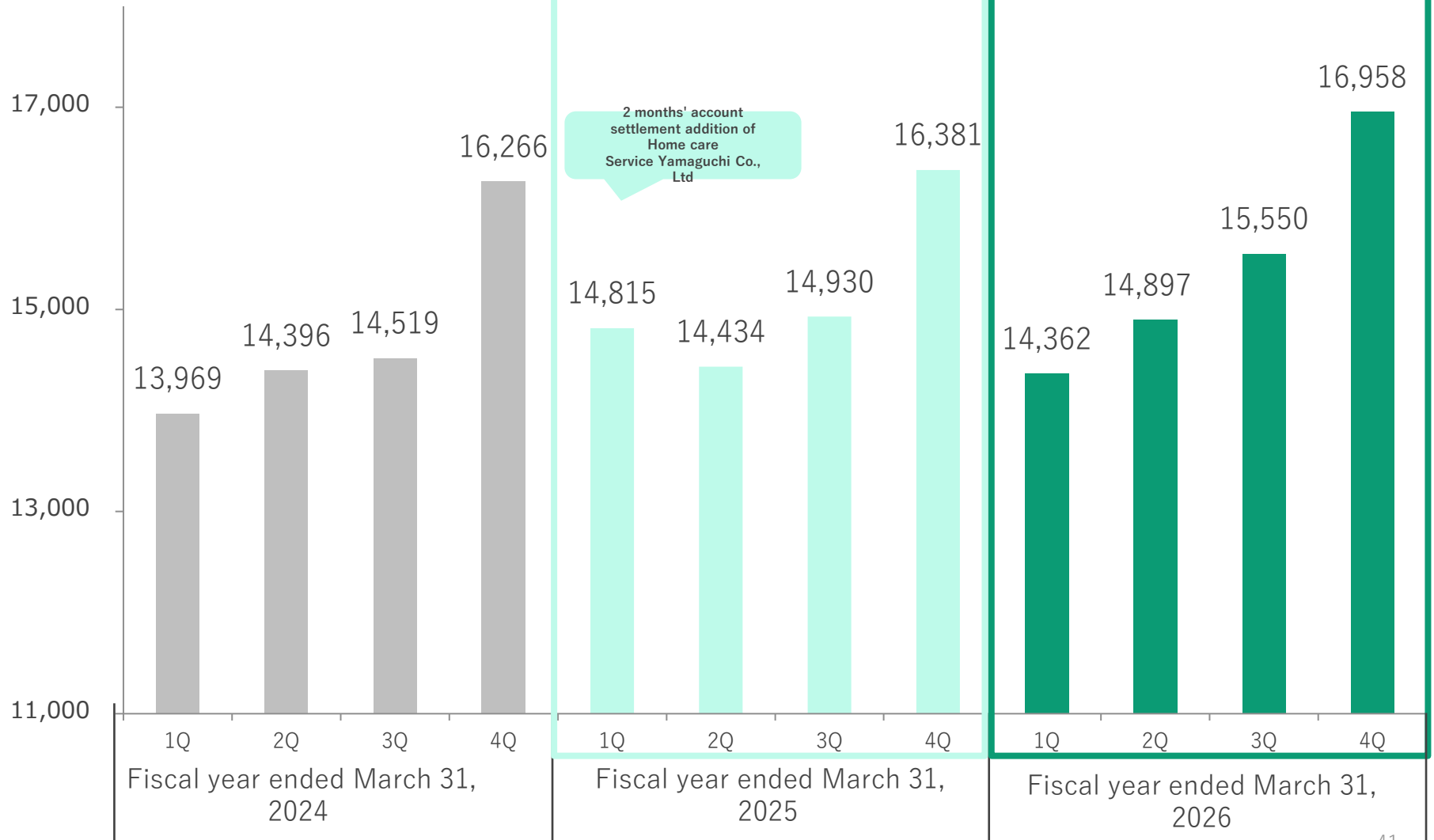
- ① **Continued focus and further allocation of management resources to the senior-care business**
- ② **Expansion of rental business**

Consolidated Financial Results (Quarterly Consolidated Net Sales)

60,561 million yen

61,769 million yen

(millions of yen)

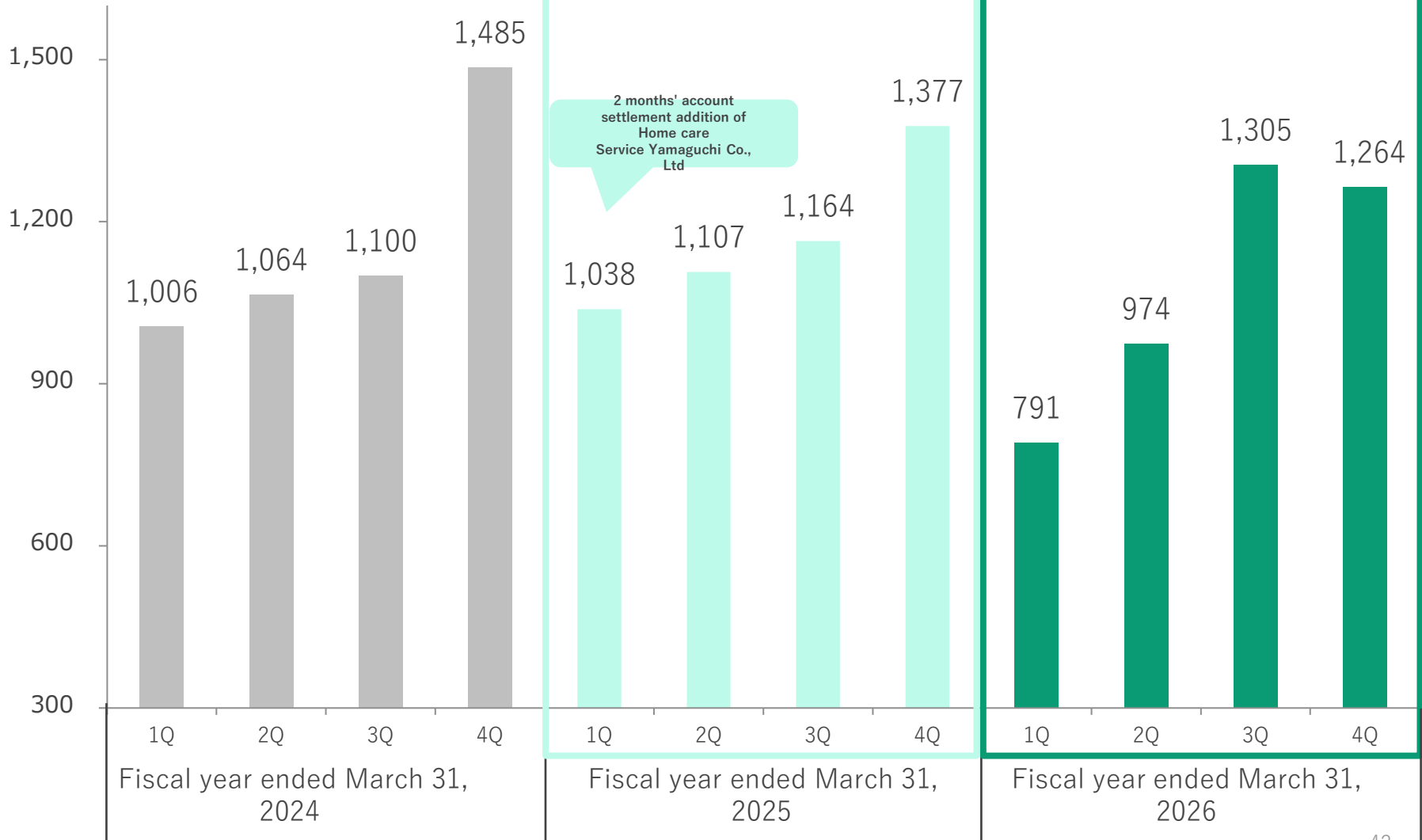


Consolidated Financial Results (Quarterly Consolidated Ordinary Profit)

4,686 million yen

4,335 million yen

(millions of yen)

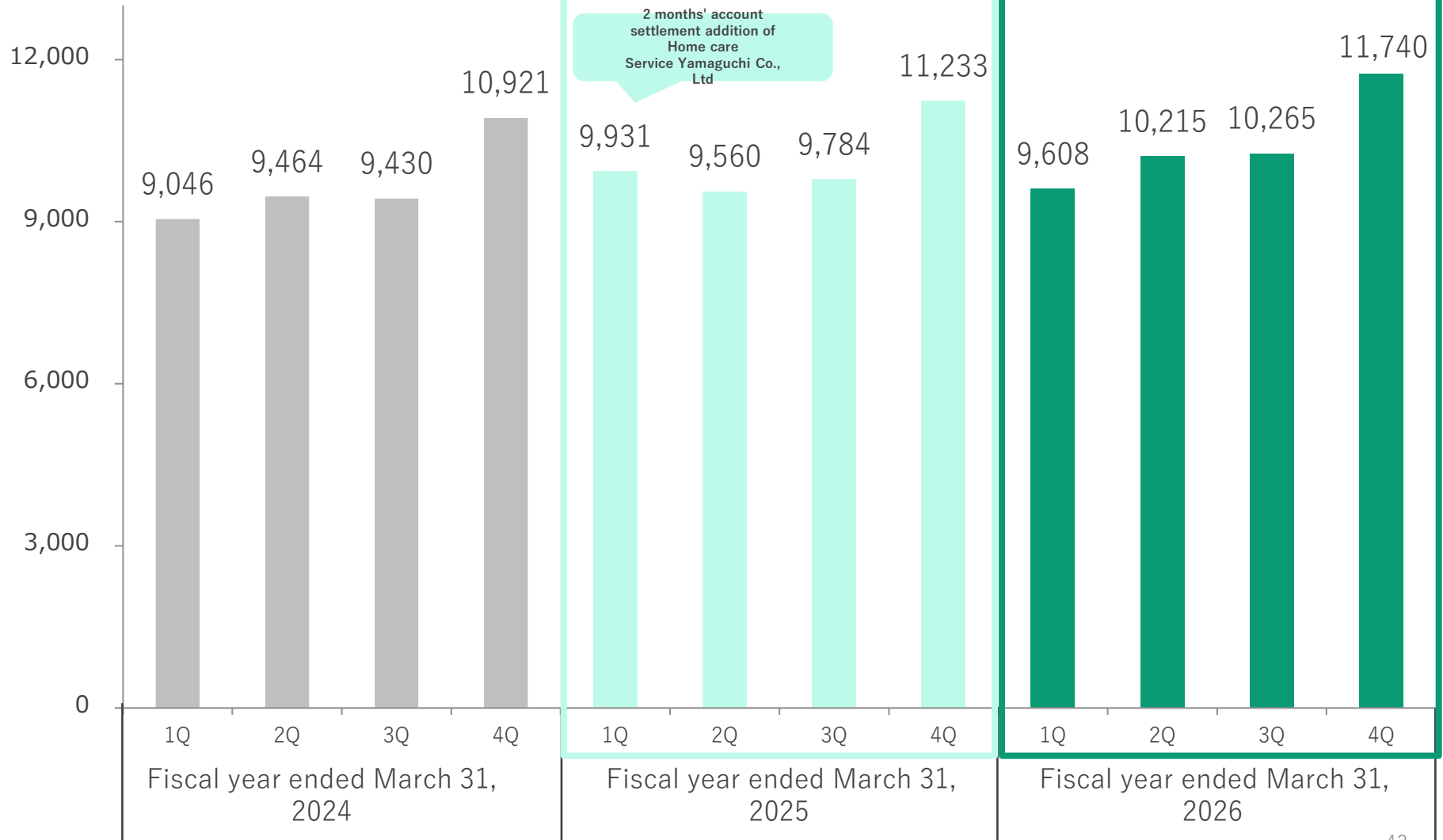


Summary of Medical Services Business (Quarterly Consolidated Net Sales)

40,509 million yen

41,830 million yen

(millions of yen)

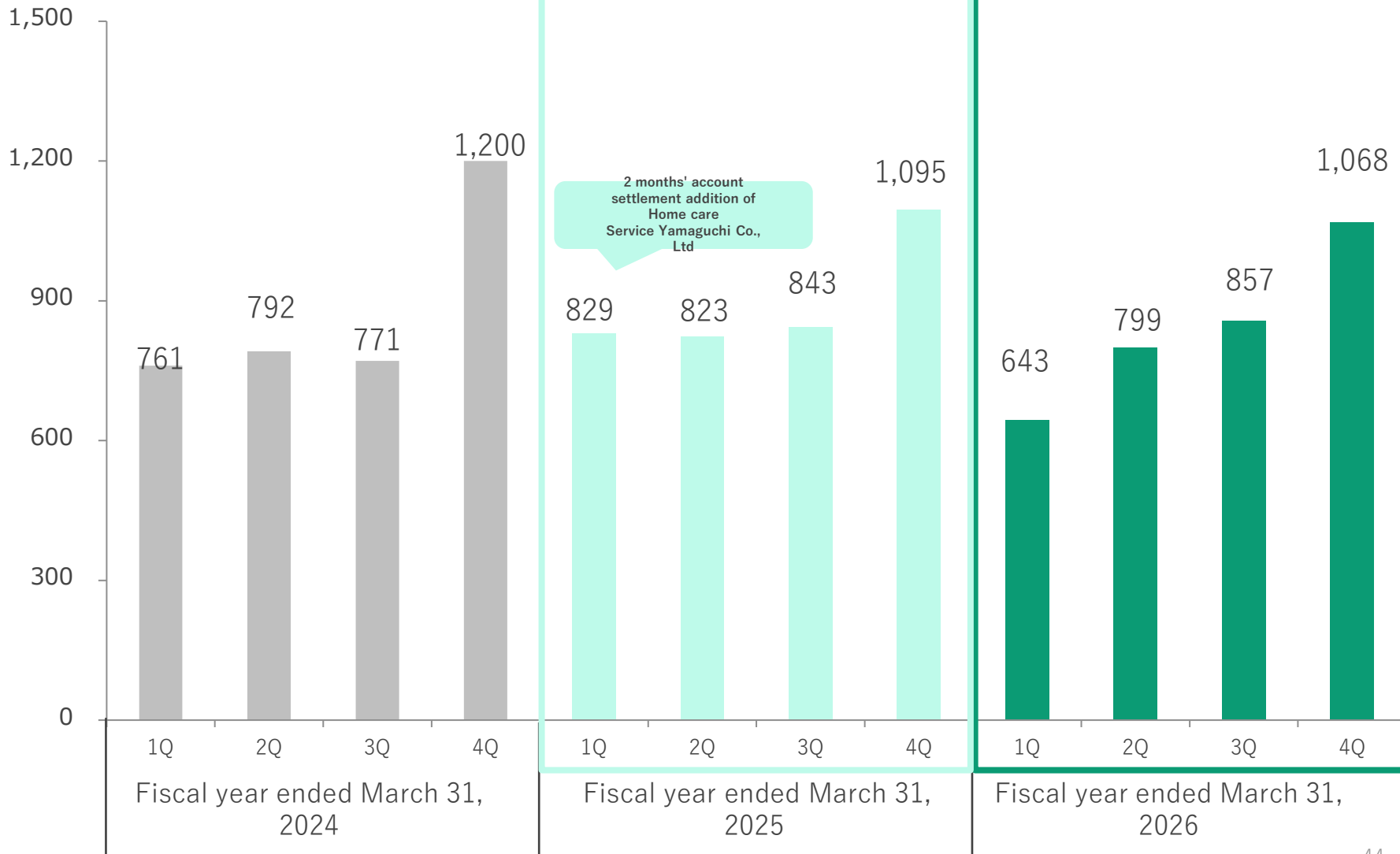


Summary of Medical Services Business (Quarterly Ordinary Profit)

3,592 million yen

3,369 million yen

(millions of yen)

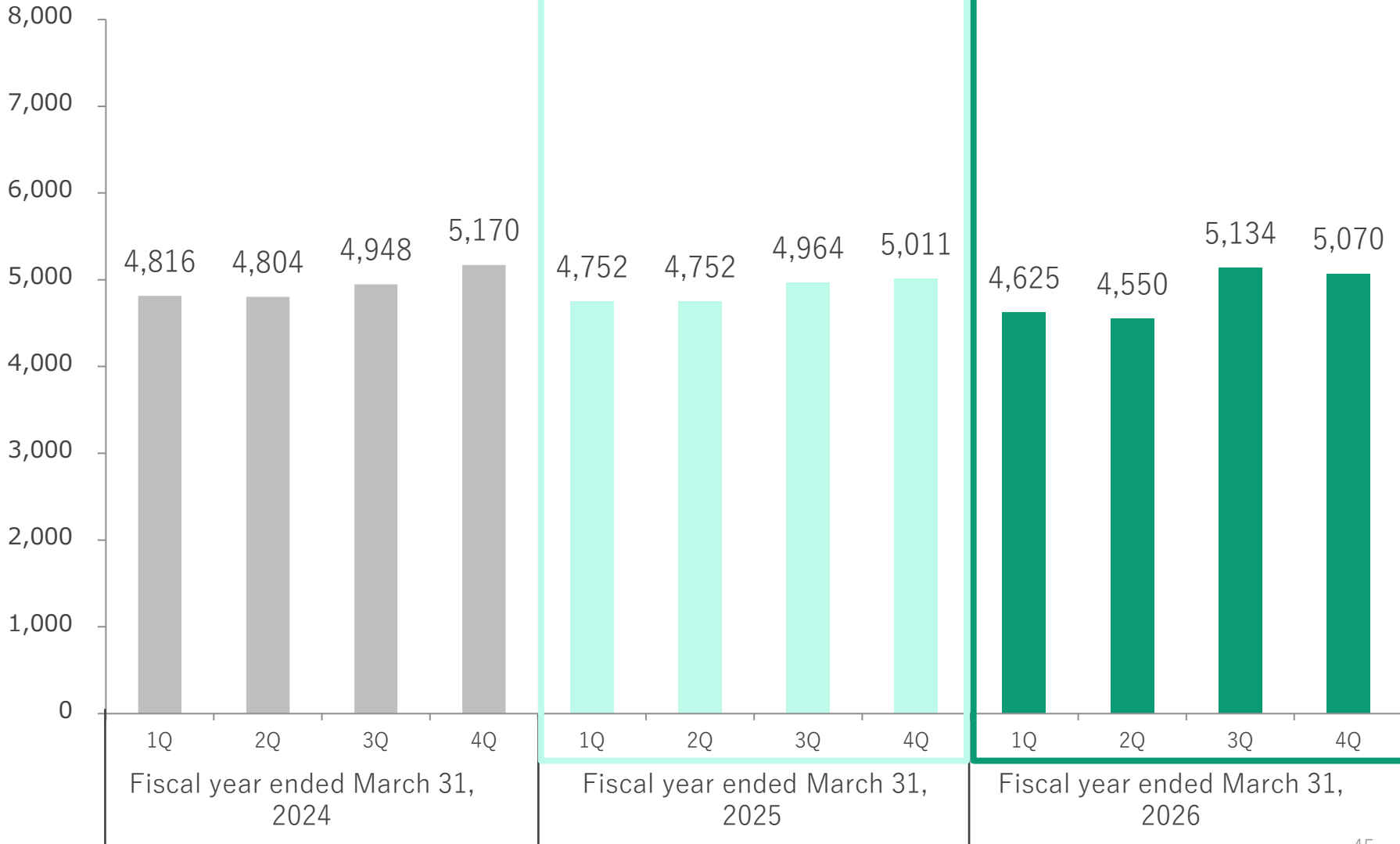


Summary of the Home furnishings and Health Business (Quarterly Net Sales)

19,481 million yen

19,380 million yen

(millions of yen)

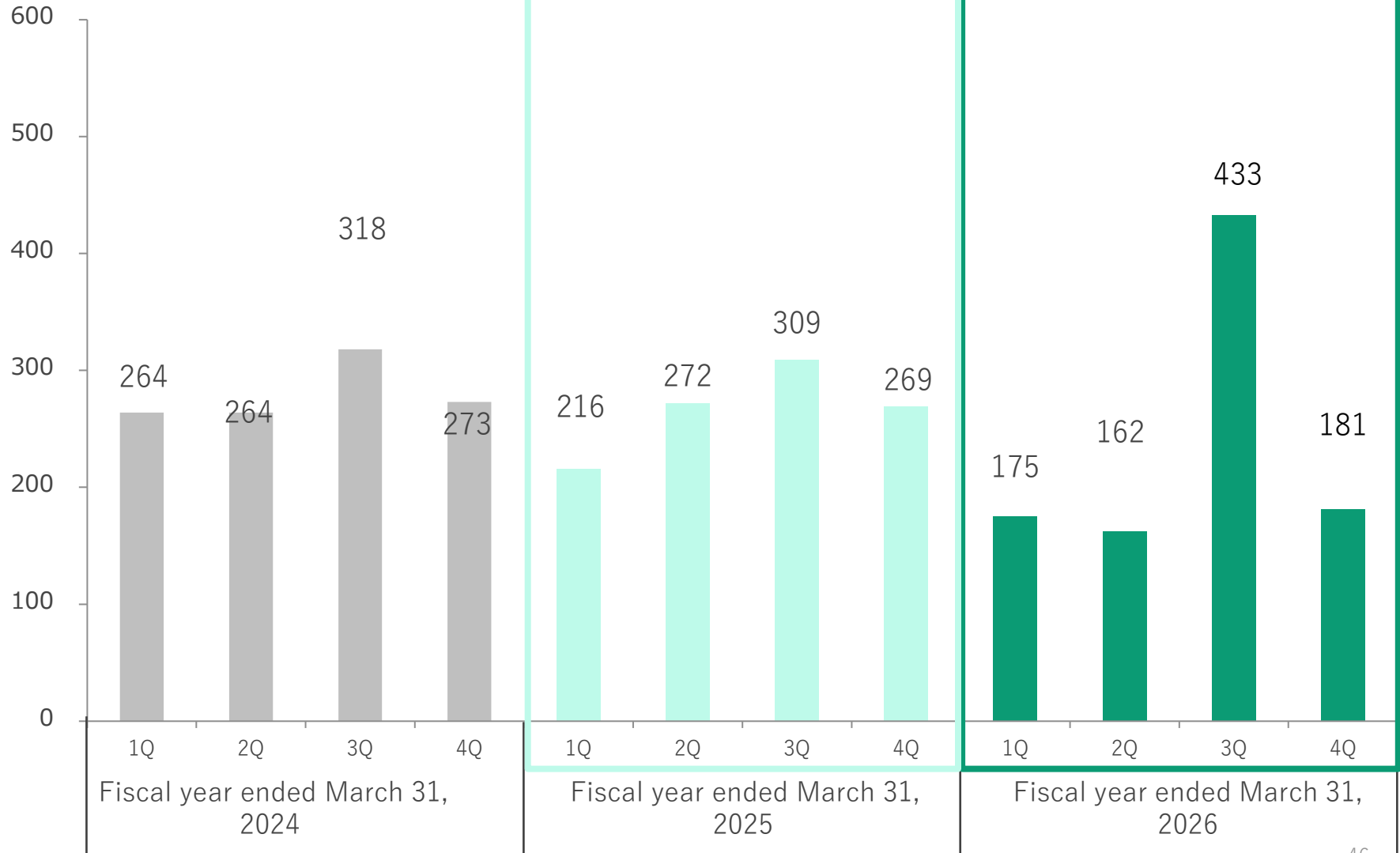


Summary of Home Furnishings and Health Business (Quarterly Ordinary Profit)

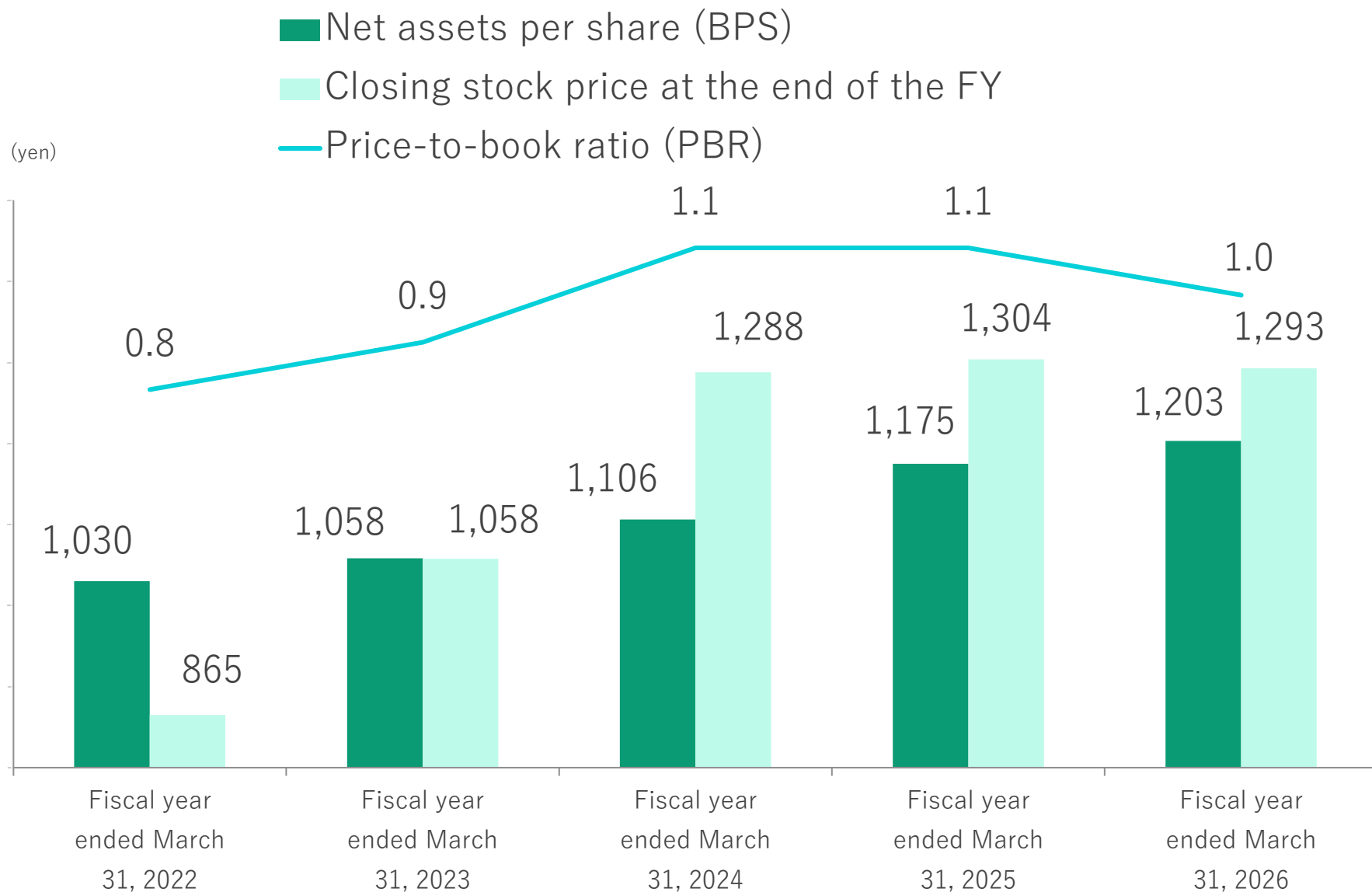
1,067 million yen

952 million yen

(millions of yen)



BPS, Stock Price and PBR



Additional Remarks

(Contact)

Accounting / General Affairs Department Email: ir@francebed-hd.co.jp

(Cautionary Note Concerning Forward-looking Statements)

This presentation contains forward-looking statements, including our forecasts, beliefs, expectations, intentions and strategies. These statements are based on assumptions and beliefs in light of the information currently available to us. Actual results may differ materially from those predicted due to various factors, including contingencies and future business operations and the possibility of fluctuations due to changes in internal or external circumstances. We assume no obligation to revise any forward-looking statements.

Factors contributing to the above uncertainties and fluctuations include:

Factors are not limited to these.

- Economic conditions and changes in demand and market conditions in major markets
- Political situation in major markets and various regulations such as trade regulations
- Exchange rate fluctuations
- Business development of competitive products and services, pricing policies, alliances, and M&A, ect.
- Changes in the strategies of our alliance partner
- Our ability to implement cost reduction and capital investment as planned
- Our ability to develop new products and bring them to market