



Financial Results Briefing Materials For FY2026 Q2

February 12, 2026

User Local, Inc. (TSE Code 3984, TSE Prime Market)

<https://www.userlocal.jp/>

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01

Executive Summary

Executive-Summary

Both Net Sales and each Profit for FY2026 Q2 cumulative period reached record highs

Achieved consecutive increase in sales and profit. Net sales for the fiscal year were 2,581 million yen (up 17.7% year on year) and operating profits was 1,217 million yen (up 21.6% year on year).

2026/6 2Q累計		
Net Sales	Operating Profits	Net Profits
¥2,581 million	¥1,217 million	¥914 million
(+17.7% YoY)	(+21.6% YoY)	(+32.1% YoY)

Generative AI-related services are steadily growing

By focusing on R&D related to generative AI and proactive sales promotion activities, usage of the enterprise-focused generative AI service “User Local ChatAI” has increased. Service adoption by major corporations and government agencies has also grown, and strong our track record continues to grow steadily.

Implementation of interim dividends starting this fiscal year to enhance shareholder return opportunities

Center dividend FY2026 is 10 yen per share and annual dividends are projected to total ¥20, targeting a payout ratio of 20%

User Local hosted a conference event

Practical content on our services and generative AI to promote service utilization



User Local Digital Marketing Day (Held on 2025/11/13)

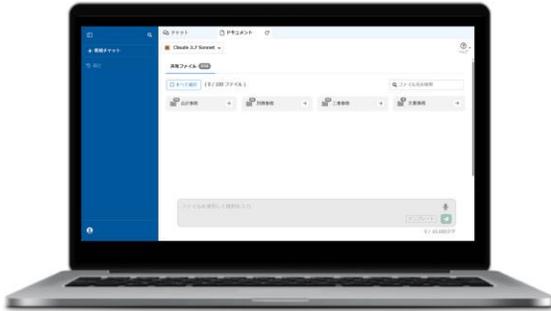


User Local Generative AI Conference (Held on 2025/12/3)

[User Local ChatAI] Customer Cases

Kyoto Prefecture

Approximately 8,000 employees across the entire agency are utilizing ChatAI to advance the digital transformation of administrative operations

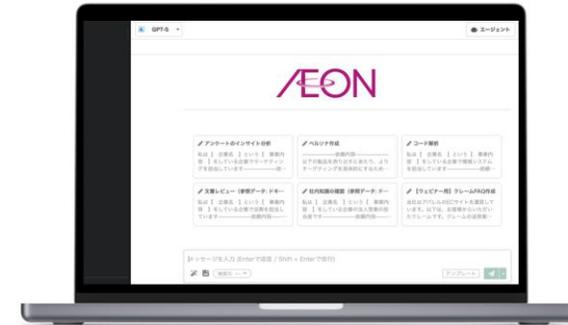


(Comment excerpt)

While administrative needs continue to diversify, we have been advancing the use of RPA and generative AI. We required a generative AI tool equipped with RAG functionality to reference vast internal documents and provide AI responses, leading to the introduction of User Local's ChatAI.

AEON Co., Ltd.

Used across more than 15 Aeon Group companies, widely utilized from headquarters to stores



(Comment excerpt)

In addition to robust security measures, User Local ChatAI features an intuitive and user-friendly UI/UX, RAG (Retrieval-Augmented Generation) capabilities that generate responses based on company-uploaded documents and files, and a fixed-fee pricing model regardless of usage volume. Its ease of use extends even to employees unfamiliar with generative AI, making it a confident choice for rollout across our group companies.

02

Company Profile · Business

Company Profile

Management philosophy

Driving global evolution by combining Big data and AI

Name

User Local, Inc.

Business

Big data analysis tools, AI-related tools development

Capital

1,214 million yen (as of June 30, 2025)

Employees

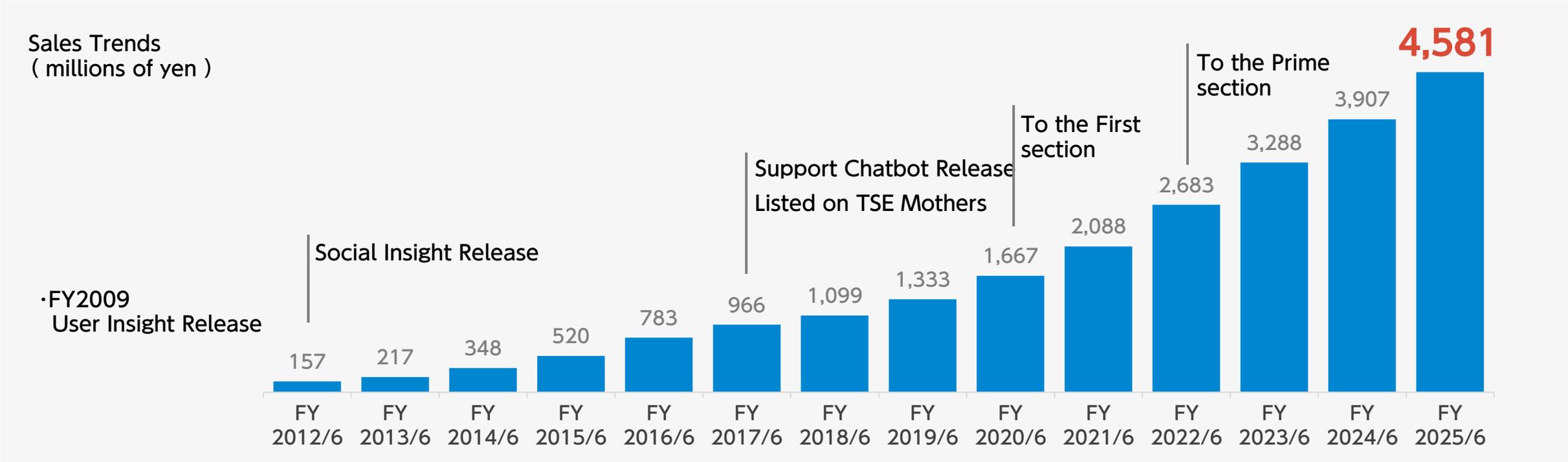
112 (as of June 30, 2025)

Head office

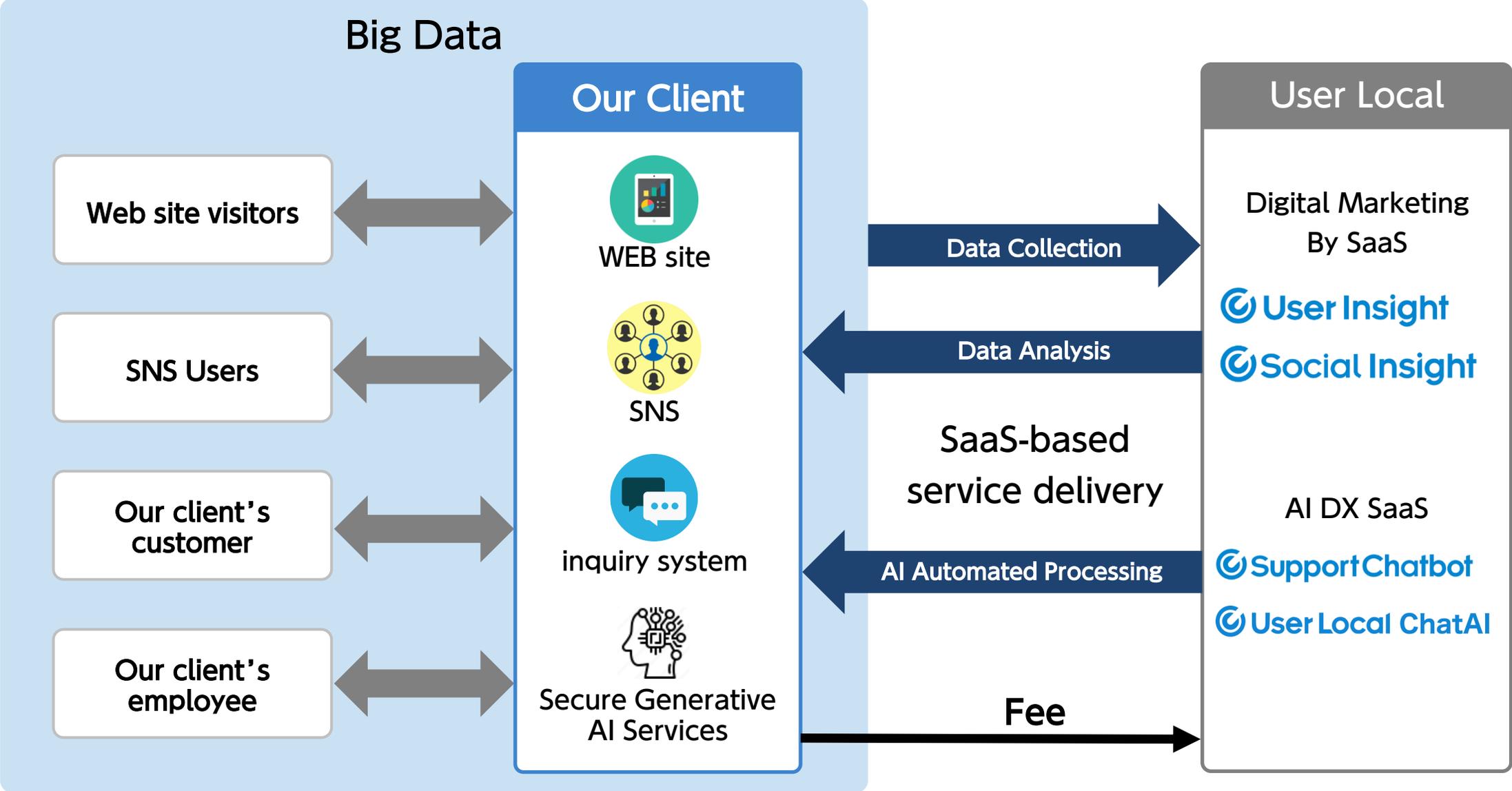
3-1-21, Shibaura, Minato-ku, Tokyo



Company outline



Business model for stable growth based on high profitability



Our Five Strength for Innovation

1. Providing in-demand services

Observing user behavior using tools developed in-house and creating services tailored to current demands

2. Virtuous cycle of algorithm Improvements

As the number of users increases, the amount and types of data increase, thereby enhancing AI precision and analysis capabilities and increasing users



5. Continuous stable growth based on high profitability

Achieving continuous stable growth based on high profitability with a broad corporate client base and low-cost operations

4. R&D of Big Data and AI

Promoting the enhancement of our AI algorithms, the application of our algorithm to existing services, and the new development of AI services

3. Securing tech personnel

User Local is a youthful company, with an average employee age of 28, and many employees with post-grad degrees working on R&D

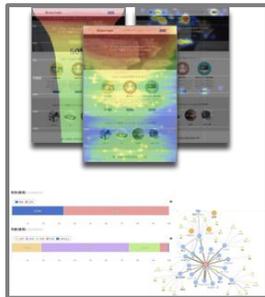
Providing in-demand services・Core values of each service

Business Development in Growth Markets of Big Data and AI

① Digital Marketing by SaaS

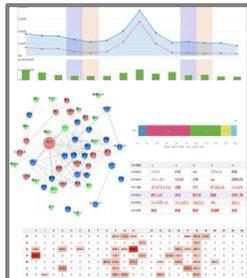
User Insight

All-in-One Web Analysis Tool



Social Insight

Analysis and operation tools to streamline SNS operations



② AI DX SaaS

Support Chatbot

AI chatbot tool to automate support operations



User Local ChatAI

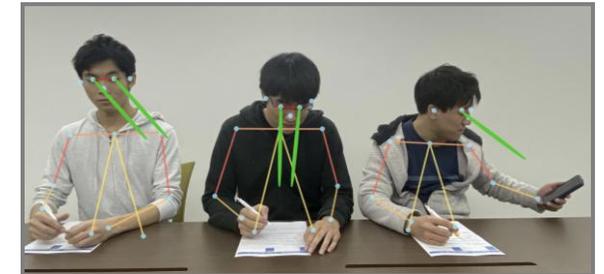
Platform of Generative AI



③ AI R&D Products

～ Exploring New Areas ～

Cheating Prevention AI



AI Text Mining

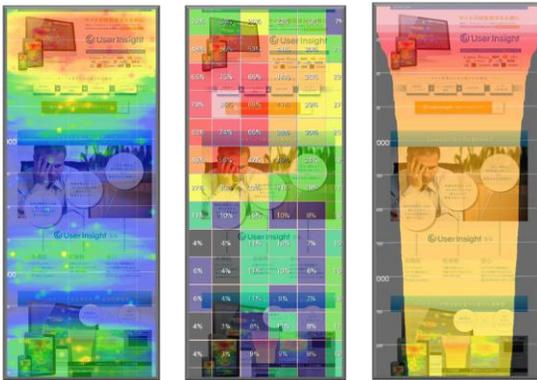


① Digital Marketing by SaaS

Comprehensive tools that support digital marketing that leads to results

User Insight

Comprehensive digital marketing tools that enables content creation, analysis, and web customer service using generative AI



Generating articles and other content automatically with AI
Visualization of user behavior with 12 types of heat maps
Web customer service that prevents churn and leads to results

Social Insight

Social analysis tools that support from SNS operation to analysis



Campaign on SNS
Batch management of multiple SNS accounts
Batch comparison and analysis of your own and competitors' accounts
Management of in-house information

② AI DX SaaS 「Support Chatbot」

The best inquiry experience with AI

Support Chatbot

AI service that uses AI to automate responses to customer and employee inquiries



Automatic response by AI in real time,
24 hours a day, 365 days a year
Equipped with highly accurate AI
specialized in language processing
Easy to introduction and operate

② AI DX SaaS 「ChatAI」

Creating an environment where everyone can make the most of generative AI

User Local ChatAI

AI services for corporate customer that enable us to use of generative AI safely and easily



Multiple generative AI models can be used simultaneously in a secure environment that is not used for AI learning

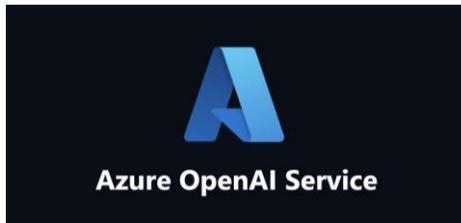
Effectively utilizing our own data and generative AI

Easily manage and accumulate internal usage data on a dashboard

② AI DX SaaS 「ChatAI」

User Local ChatAI

Multiple generative AI models can be used simultaneously



Not dependent on a single AI model, optimal generative AI can be used in a wide range of business areas



Preparation of Minutes Email writing, proofreading



Creating Excel functions

Advanced Search

② AI DX SaaS 「ChatAI」

Linking customer's internal data to Generative AI enables use as an AI for internal use (RAG)*

Operational data

(Word, PowerPoint, PDF, Excel, etc.)

経費精算 マニュアル

旅費交通費の精算手順を教えてください



- 1. 交通機関の利用履歴の収集**
電車やバス、タクシーなどの領収書やチケットを保管します。
- 2. 出張申請書の作成**
事前に出張申請書を提出して承認を得ている場合、その書類を用意します。
- 3. 精算申請書の作成**
所定の旅費交通費精算書に必要事項を記入します。通常、出発地、目的地、利用した交通機関、運賃、日付などを記入します。

メッセージを入力 (Shift + Enter で改行)

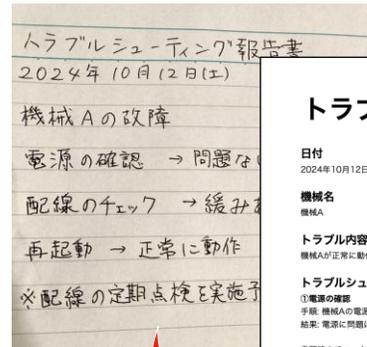
アップロード

07/4,000文字

Search for internal manuals
Create proposal materials from product data

Image data

(JPEG, PNG etc.)



トラブルシューティング報告書

日付
2024年10月12日 (土)

機械名
機械A

トラブル内容
機械Aが正常に動作しないという報告がありました。

トラブルシューティングの手順と結果

①電源の確認
手順: 機械Aの電源スイッチおよび電源ケーブルを確認しました。
結果: 電源に問題はありませんでした。正常に接続されていることを確認。

②配線のチェック
手順: 機械A内部の配線を細部までチェックしました。
結果: 配線に緩みが見られました。緩んでいた箇所を再接続しました。

③再起動
手順: 配線を再接続後、機械Aを再起動しました。
結果: 正常に動作することを確認しました。トラブルは解消されました。

追加の対応策

今後の問題を未然に防ぐため、配線の定期点検を実施する予定です。具体的なスケジュールを設定し、作業手順書を作成します。

まとめ

今回のトラブルは、機械内部の配線の緩みによるものでした。電源には問題がなく、配線の再接続により正常に動作するようになりました。今後の改善策として、配線の定期点検を行うことが決定しました。

Digitize handwritten notes and paper documents
Create code from mock images

Voice・Video data

(MP3, MP4, WAV, etc.)



第5回プロジェクト進捗会議

日付: 2023年10月2日
時間: 10:00 - 11:30
場所: 第二会議室

- 1. 前回の議事録確認**
田中さんが前回の議事録を確認。特段修正なし。
- 2. 開発進捗報告**
鈴木さんからの報告
基本機能の実装は完了。現在テストフェーズに入っている。
バグ修正のスケジュールが若干遅れ気味。次週までに修正完了予定。
新機能のアイデア提案がなされ、次回ミーティングで具体化する。ことに。
- 3. マーケティング計画の進捗**
佐藤さんからの報告
広告キャンペーンが予定より開始予定。ターゲット層は20代から30代。
ソーシャルメディアでの先行告知が好評。アクセス数が前月比2倍に。
今後の展開として、利用者の声を取り入れたコンテンツ作りを進める。
- 4. デザインレビュー**
伊藤さんからの報告
新しいUIデザインのプロトタイプが完成。全員で確認。
田中さんから、色使いについてのフィードバックがあり、修正することに。
来週中に最終版を完成させる予定。
- 5. 次回会議の予定**
次回会議は2023年10月9日 (月)、10:00から第二会議室で開催。

Preparation of meeting minutes
Review of business meetings and training

* Retrieval-Augmented Generation (RAG) is the technology that improves the accuracy of answers by combining large language models (LLMs) with external information searches.

③ AI R&D Products

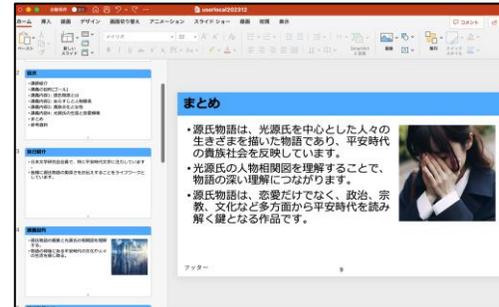
Instagram Hashtags GenAI

Automatic generation of Instagram post text and hashtags from photos



Slides GenAI

Automatically creates presentation materials by AI



GenAI Checker

Instantly determine whether a paper was written by generative AI



Proofreading AI

AI suggests correction of easily mistaken Kanji characters, correction of difficult-to-understand expressions, etc.,



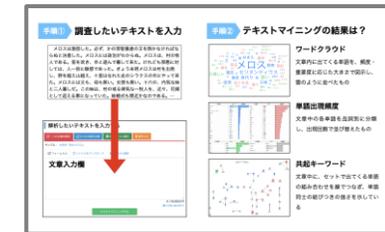
AI Writer

Easy creates the articles you want to write by linking proprietary AI and ChatGPT



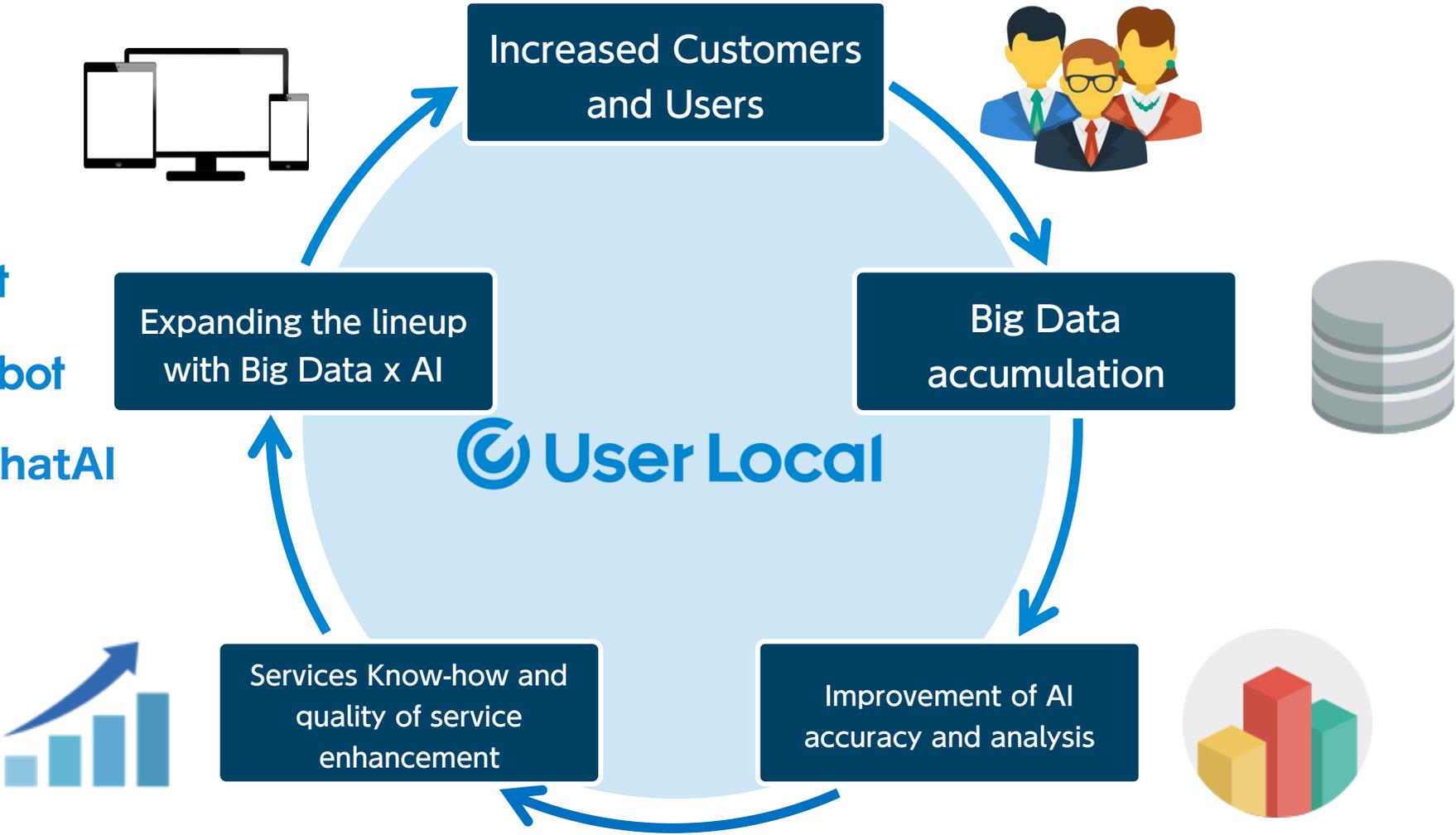
Text Mining Tool

Analyzes and visualizes the emotions and other information in sentences



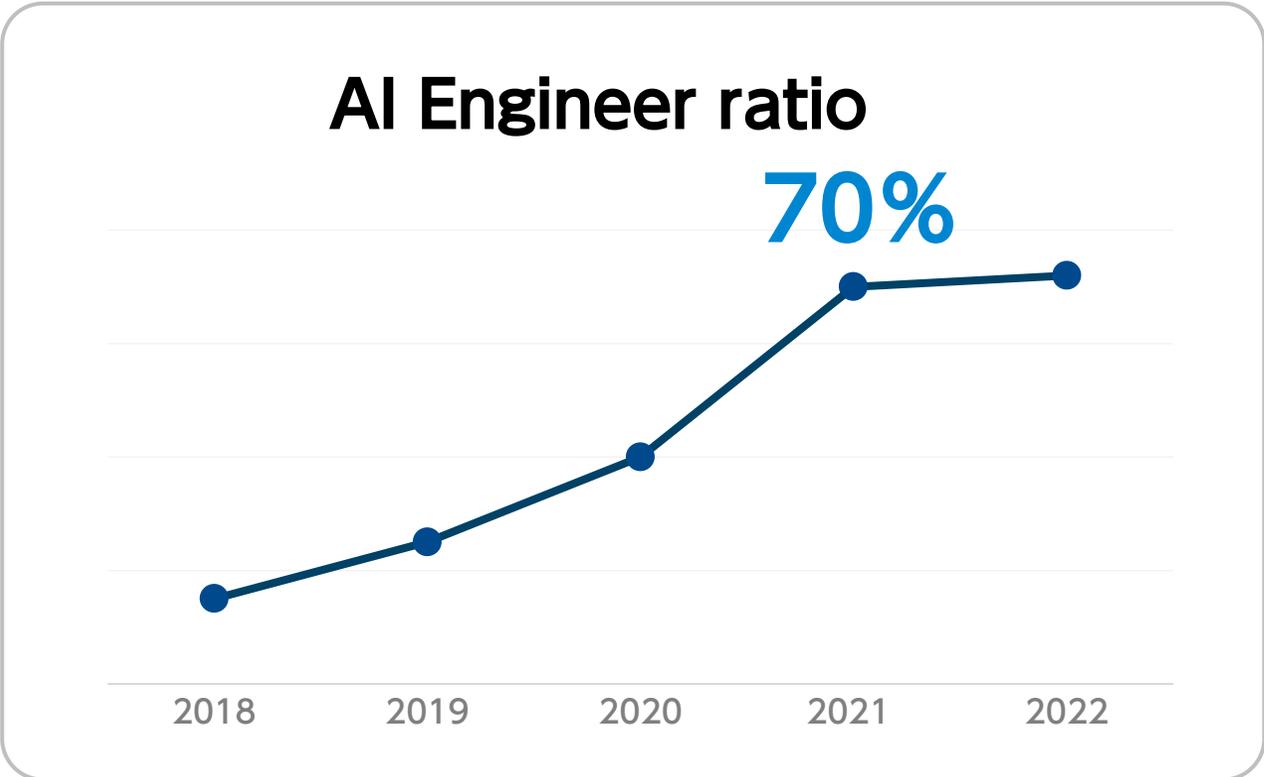
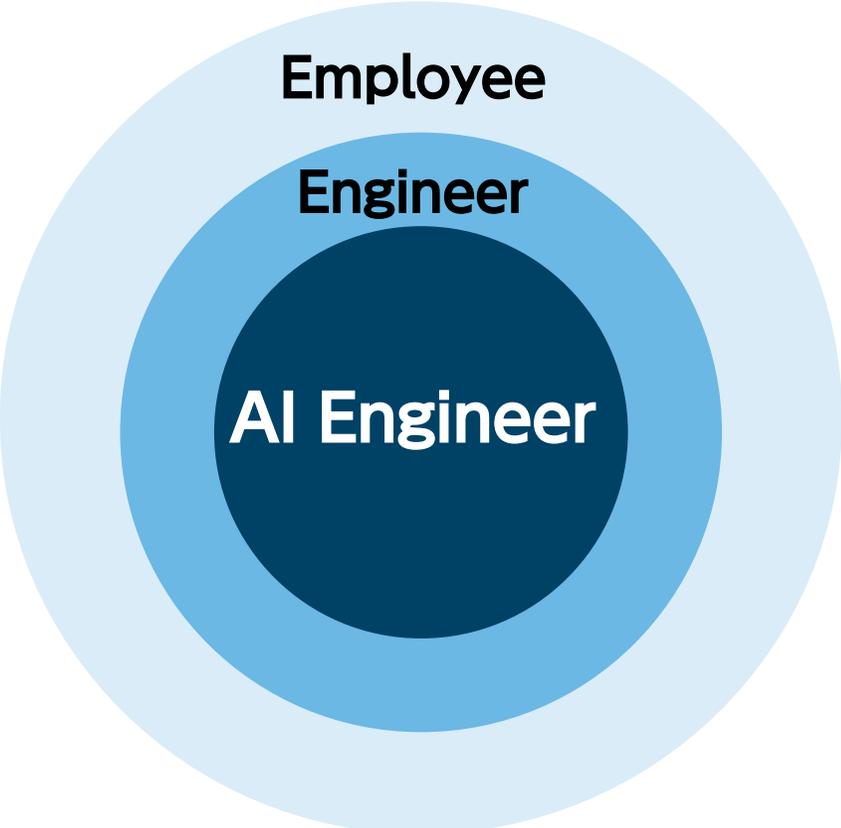
Virtuous cycle of algorithm Improvements

- 🔄 User Insight
- 🔄 Social Insight
- 🔄 Support Chatbot
- 🔄 User Local ChatAI



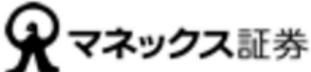
Securing tech personnel and R&D of Big Data and AI

Strengthening hiring and in-house training of AI engineers to respond to the progress of AI technology and needs for social implementation



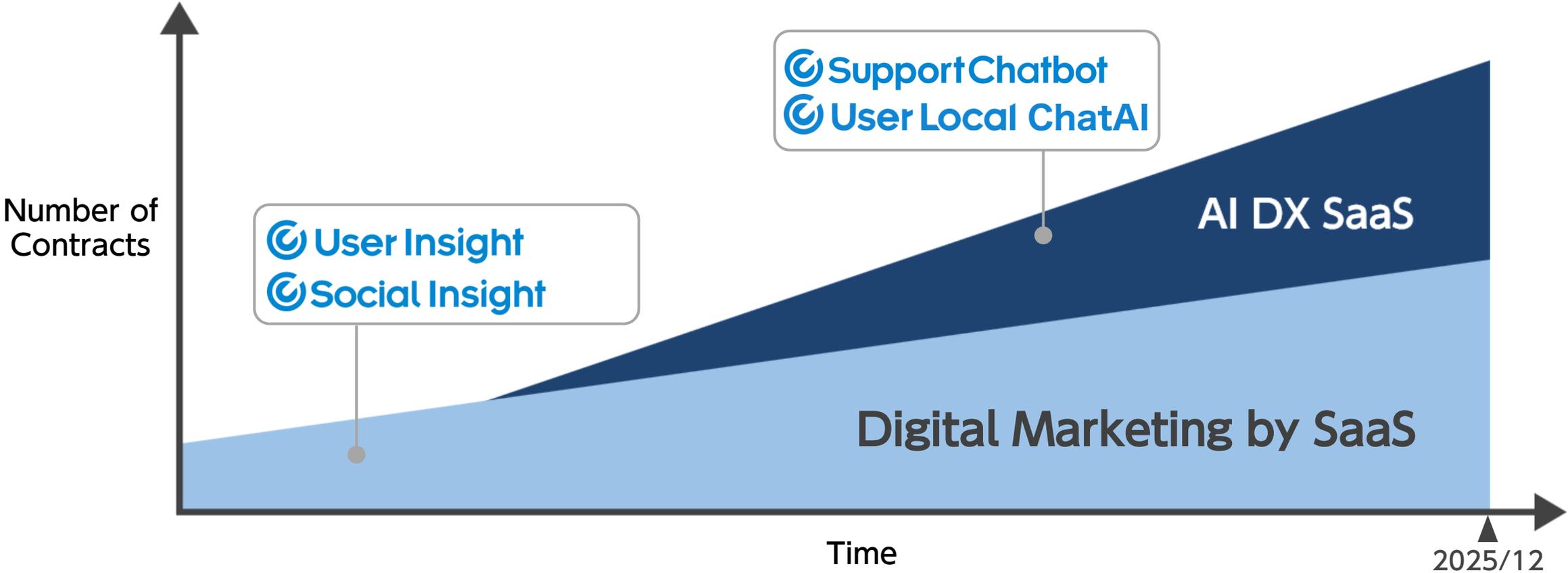
Ratio of AI engineers in the Development Department increased to more than 70%, accelerating research and development of our proprietary technologies and Customer-oriented service implementation is progressing

Introduced to major companies and government agencies in recognition of its outstanding service capabilities

Government Agencies Local Governments, Universities	    
Manufacturer Electronic devices, automobiles, food, etc	     
ICT Software, Information and communication, etc.	    
Financial Institutions Banks, securities, etc.	   
Media Publishing, newspapers, etc.	   
Others	    

AI DX by SaaS · Digital Marketing by SaaS sales increased and reached record highs

Developing new services and recurring revenue model lead to sustainable growth



03

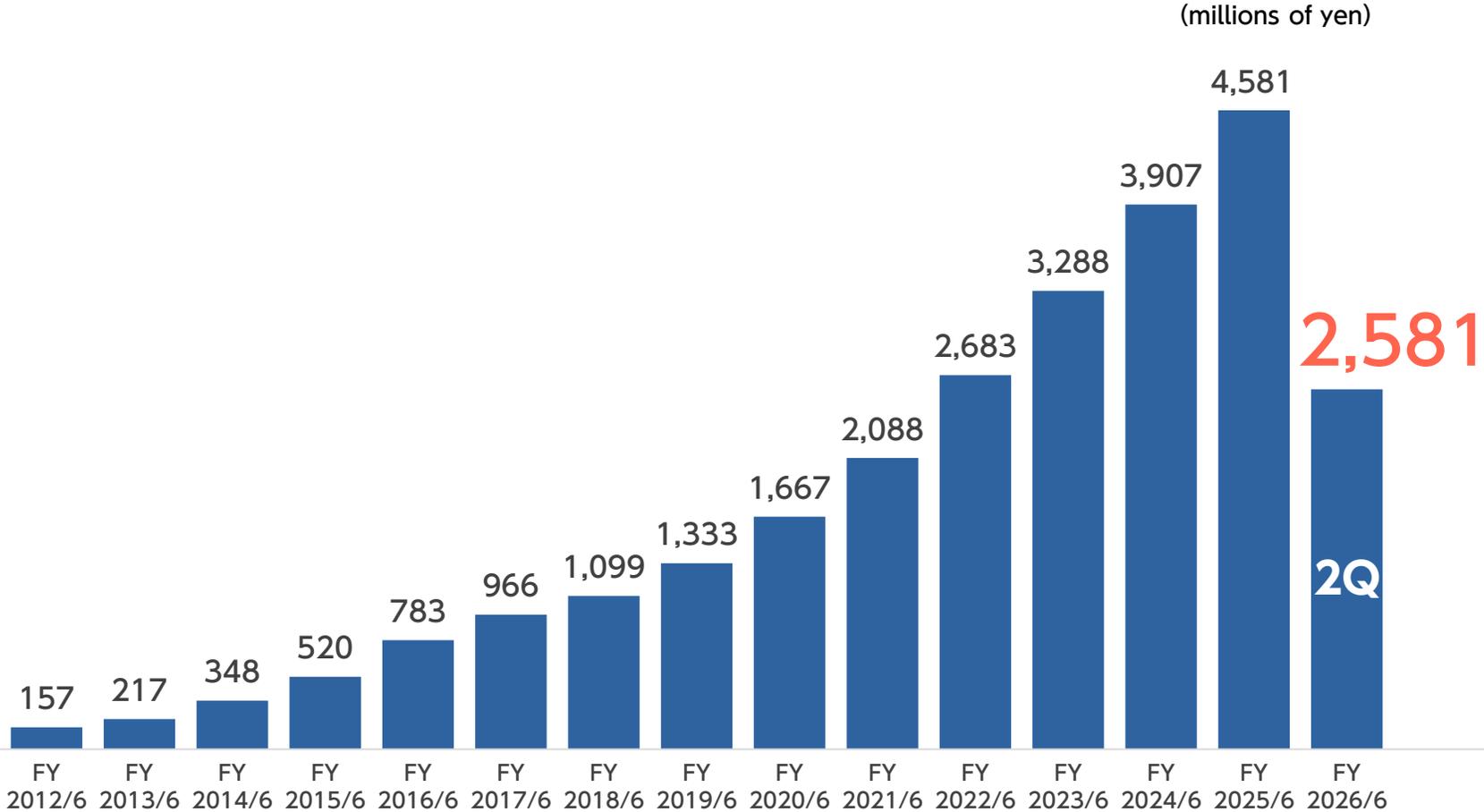
Financial Results for FY2026 Q2

FY2026/6 Comparison of forecasts and actual results

Net Sales is 2,581 million yen(progress 48.8%), Operation Profit is 1,217 million yen(progress 55.1%)

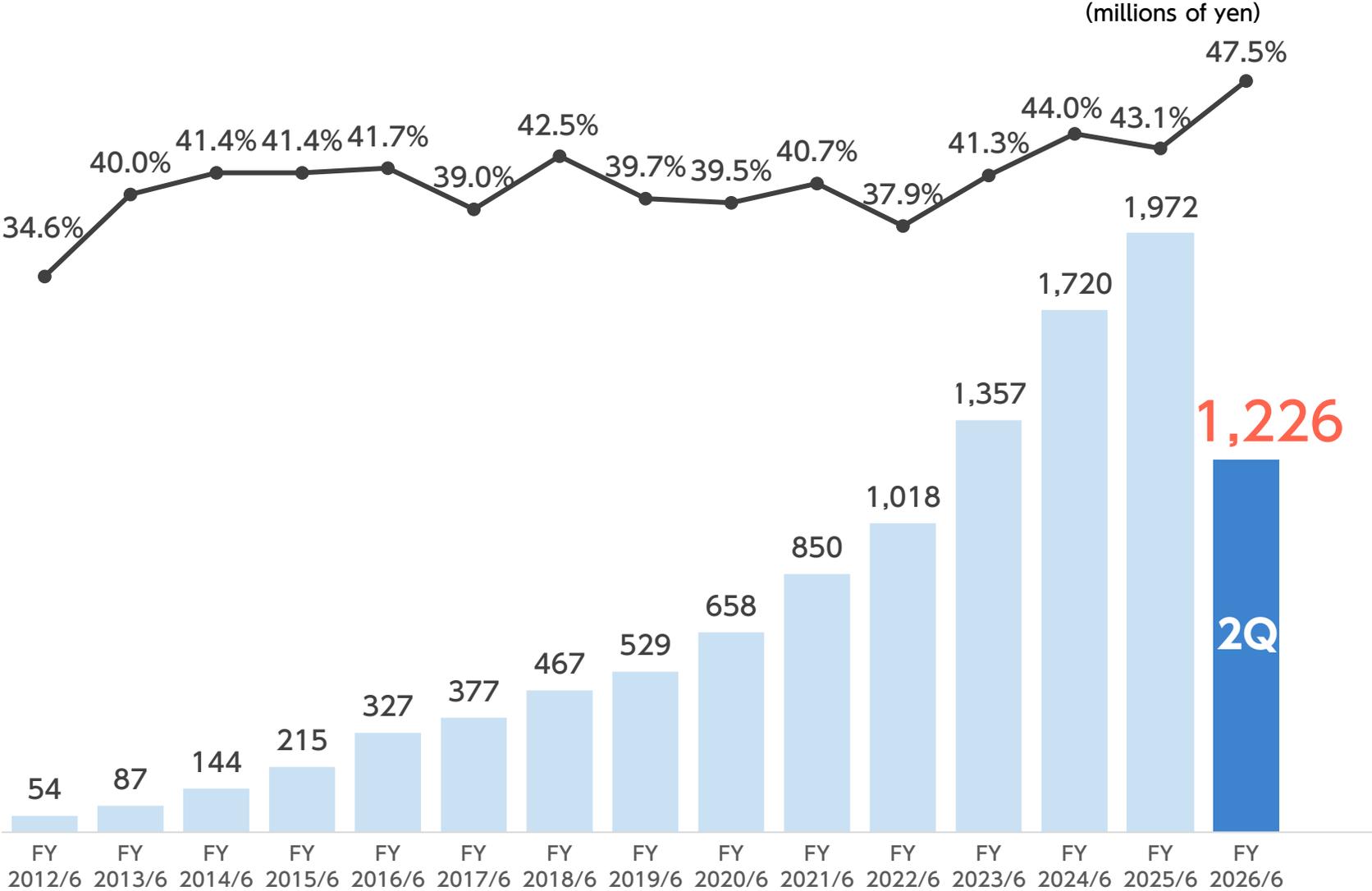
(millions of yen)	FY 2026/6 Q2	FY 2026/6 Q2	YoY	FY 2026/6 Forecasts	Progress rate
Net Sales	2,193	2,581	+17.7%	5,284	48.8%
Operating Profit	1,001	1,217	+21.6%	2,207	55.1%
Ordinary Profit	1,000	1,226	+22.5%	2,207	55.5%
Profit	692	914	+32.1%	1,523	60.0%

Net Sales



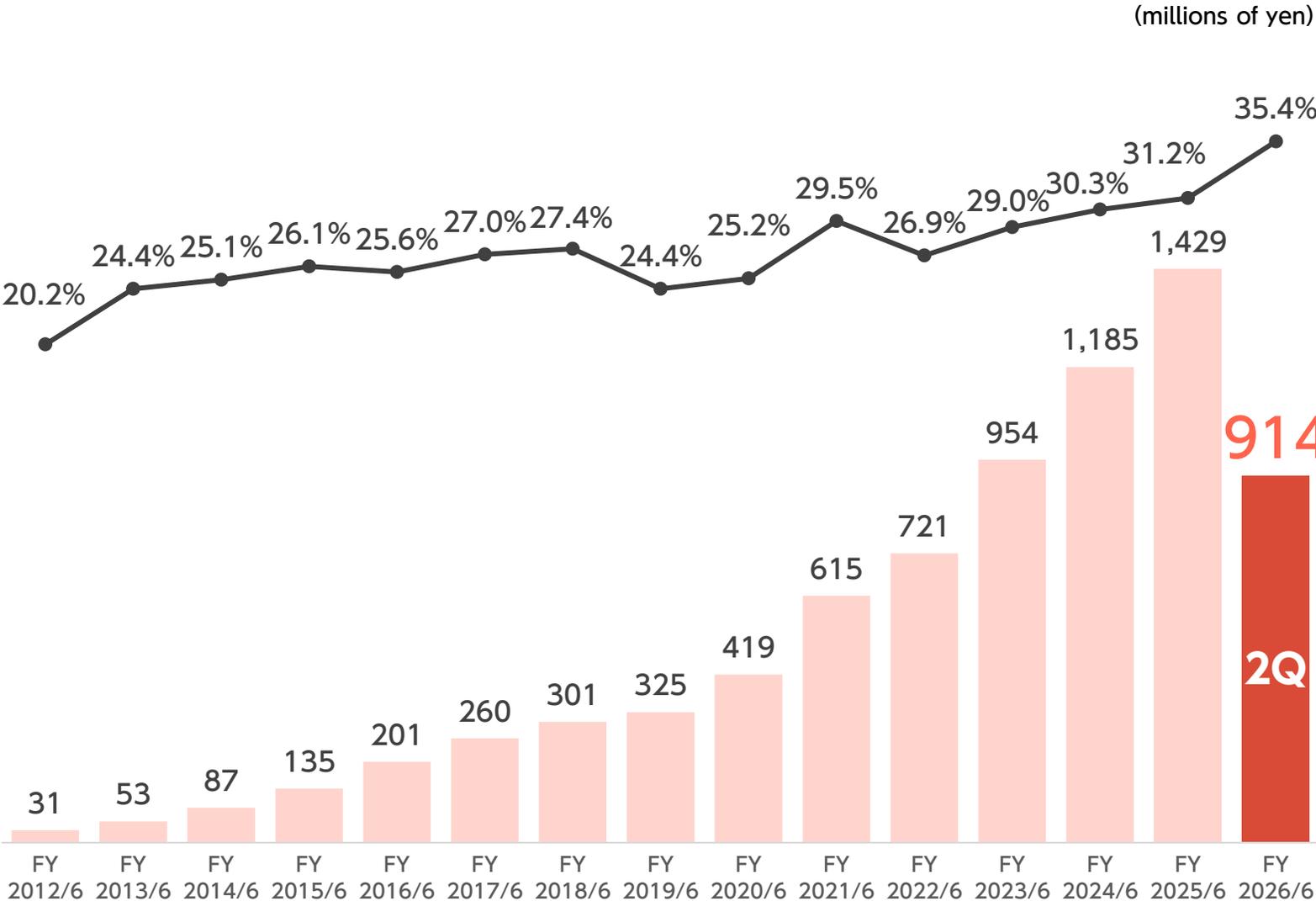
Increased **17.7%** from the previous year, reaching a new record high

Ordinary Profit and Ordinary Profit Margin



Ordinary profit
+22.5% YoY

Profit and Net Profit Margin

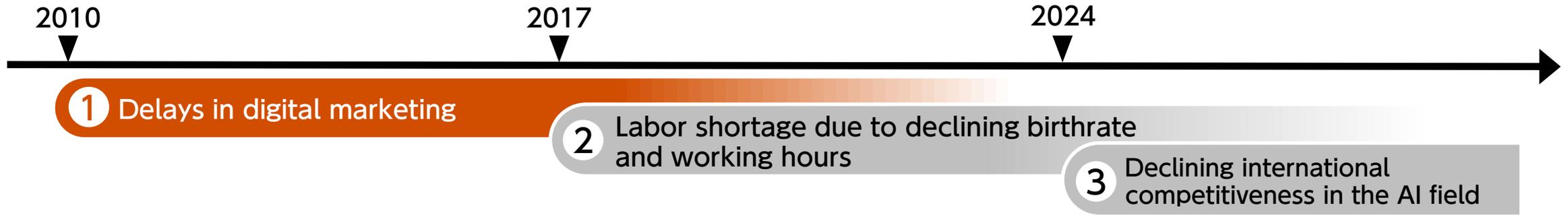


Profit
+32.1% YoY

04

Future Focus Areas

Focus Areas (1) From Founding and launch of business to around 2017, before the company went public



Social issue

1

Slow response of companies to digital marketing in the face of rapid expansion of Internet advertising



Our solutions

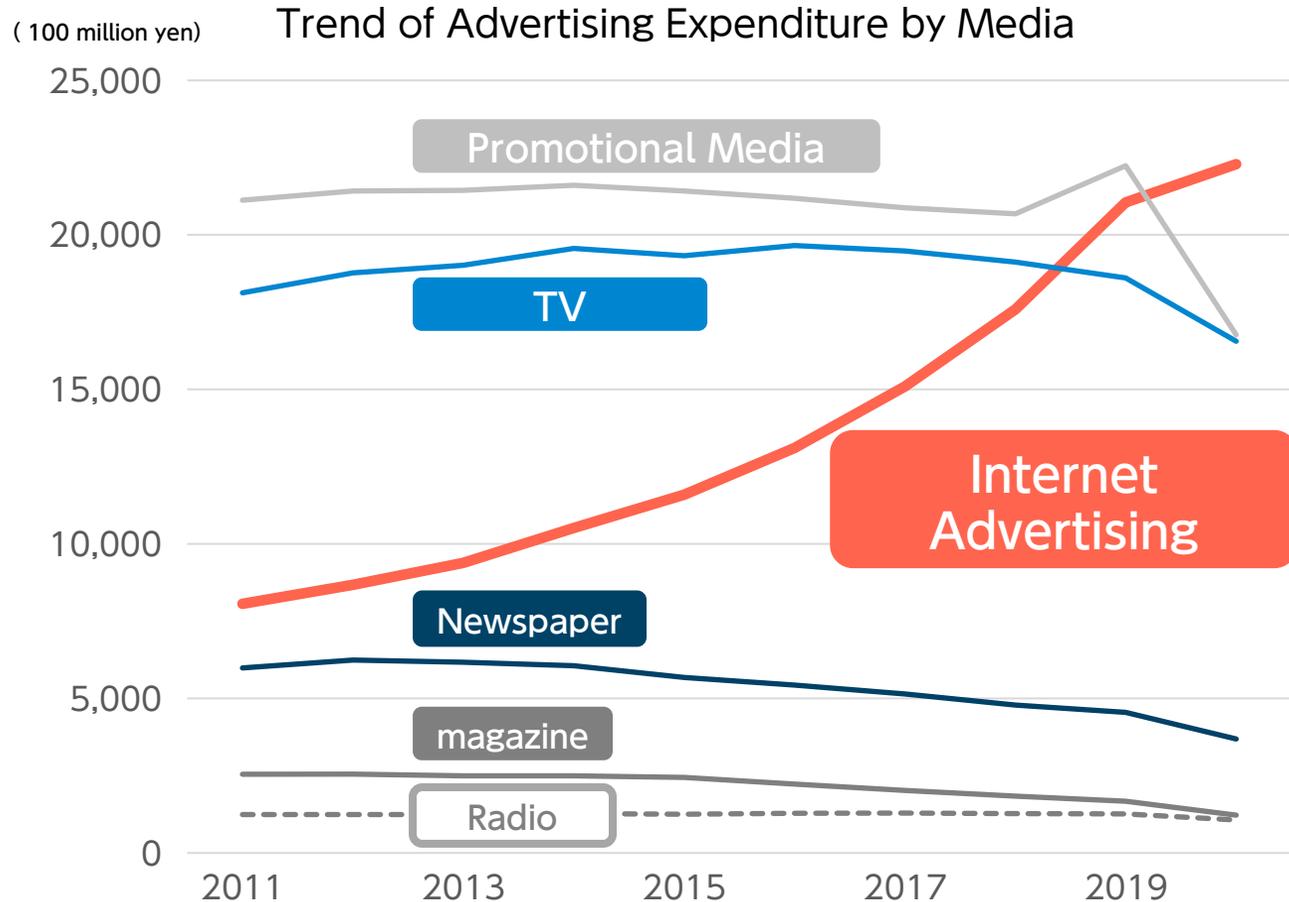
 

Supporting effective digital marketing by utilizing data from over billions of websites and SNS and our analytical technology

Focus Areas (1) From Founding and launch of business to around 2017, before the company went public

Social issue① Delays in digital marketing

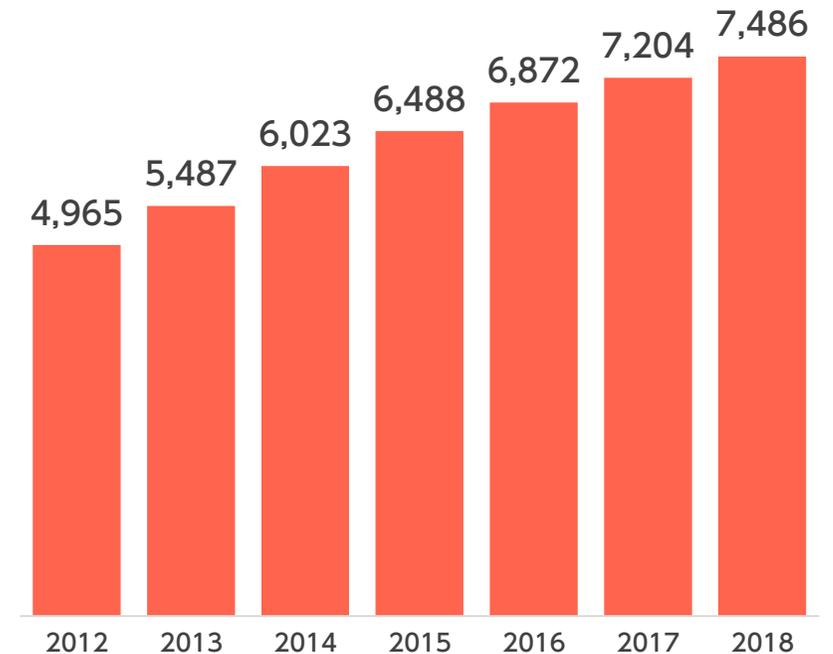
Internet Advertising Spending Increases and It is imperative for companies to respond to digital marketing



出典: 電通「2023年 日本の広告費」

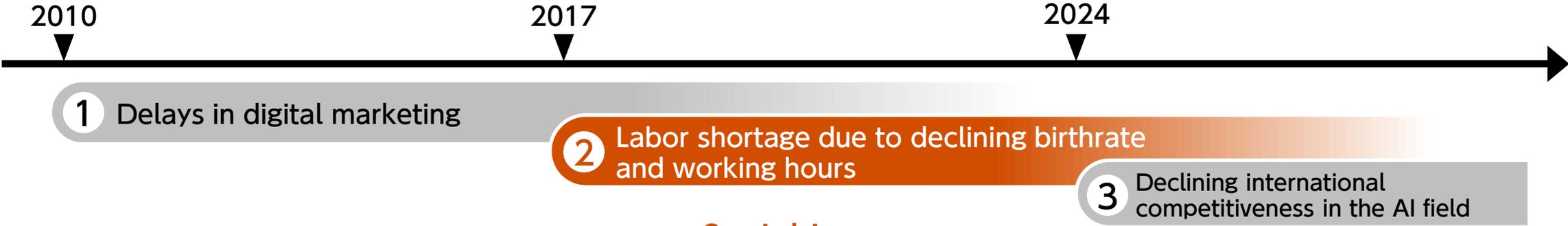
Trends in SNS User Numbers

(million people)



出典: 株式会社ICT総研「2016年度SNS利用動向に関する調査」

Focus Areas (2) From 2017 to 2023



Social issue

2 Shortage of labor force due to decrease in working population caused by declining birthrate and decrease in working hours caused by diversification of work styles

Our solutions

 **Support Chatbot**

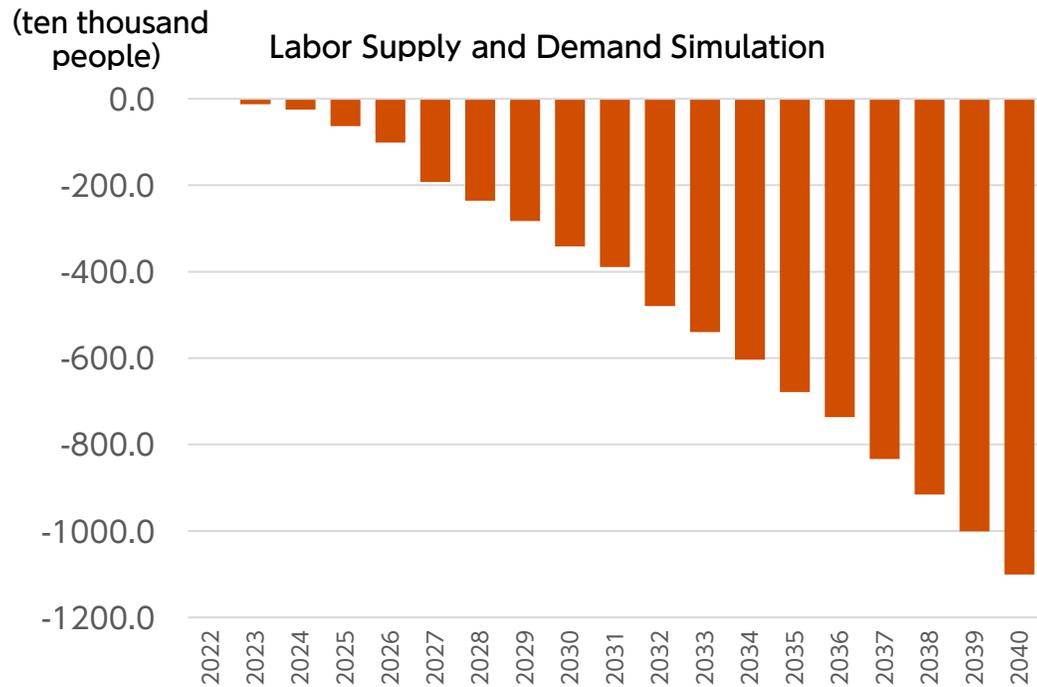
Provides chatbots to support automation and streamlining of internal and external inquiry response operations

Focus Areas (2) From 2017 to 2023

Social issue② Labor shortage due to declining birthrate and working hours

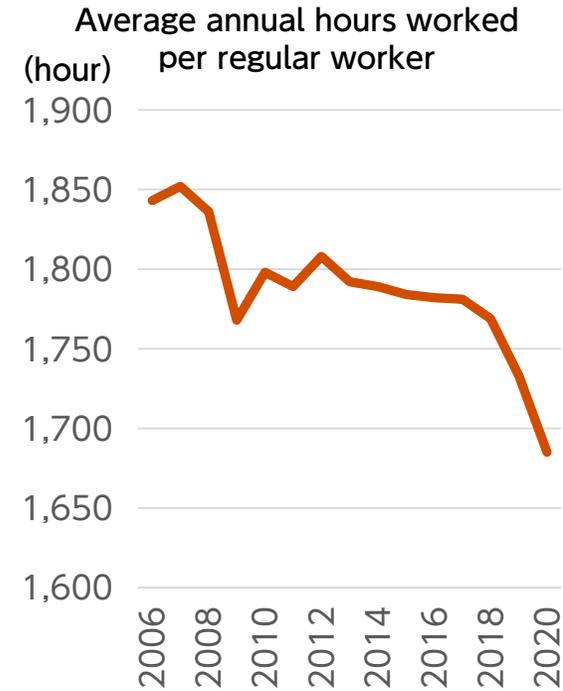
In the late 2010s, the shortage of domestic workforce became a serious issue

Decrease in workforce



リクルートワークス研究所「未来予測2040 労働供給制約社会がやってくる」より作成

Diversification of work styles



出典：厚生労働省「毎月勤労統計調査」



Telework



Improvement of paid leave utilization rate



Reduction of overtime hours



Balancing Childcare and Work

Focus Areas (2) From 2017 to 2023

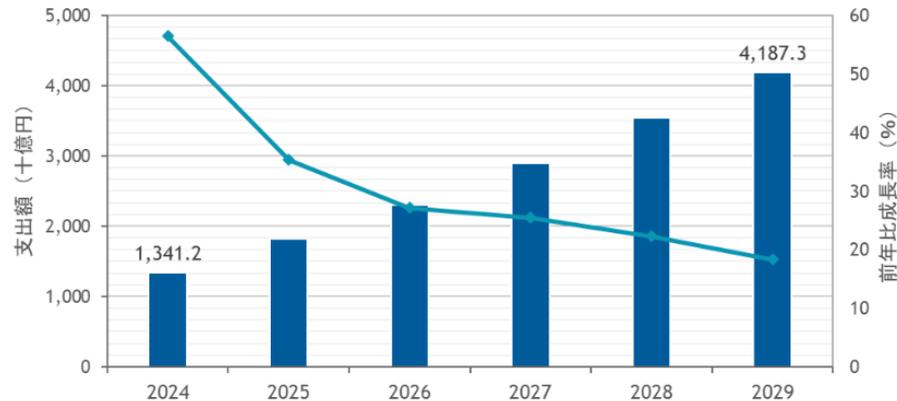
Social issue② Labor shortage due to declining birthrate and working hours

The Corona Disaster from around 2020 will accelerate the shift to online and DX

In line with the expansion of the AI and DX market, we are particularly focusing on the development of DX support tools

Domestic AI System Market Forecast

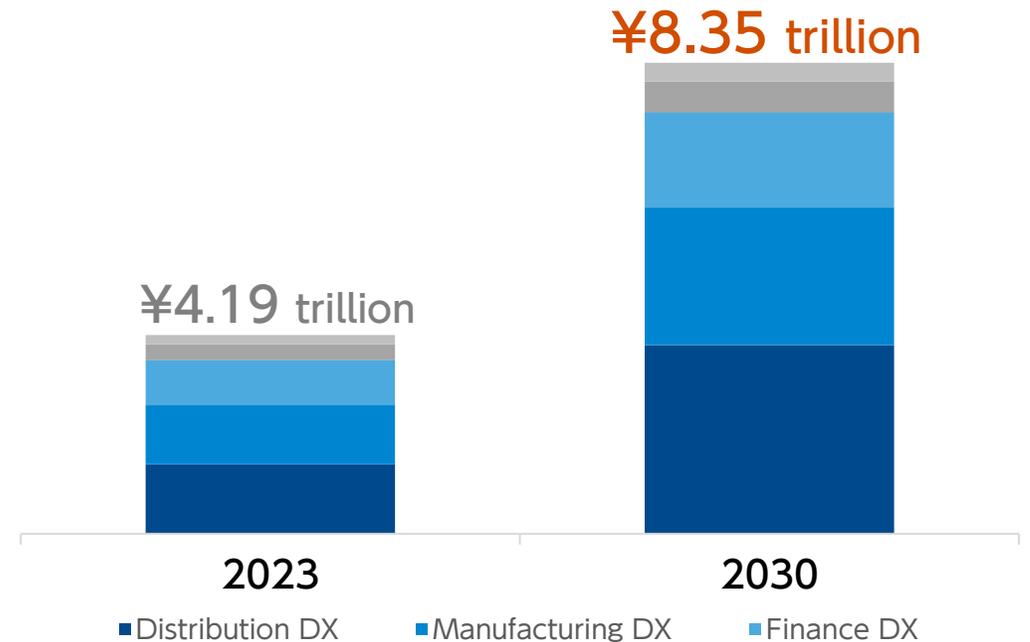
The compound annual growth rate (CAGR) from 2024 to 2029 will be 25.6%, to **4,187.3 billion yen** in 2029



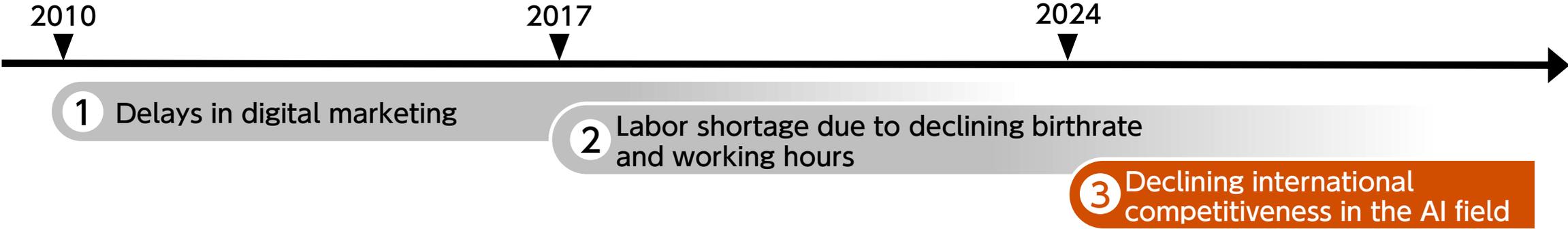
出典: IDC Japanプレスリリース「国内AIシステム市場予測を発表」(2025/5/1)

DX domestic market research

Projected to surpass **8 trillion yen** in FY2030



Focus Areas (3) From 2024



Social issue

3 Japan's international competitiveness in the rapidly expanding AI field on a global scale is declining



Our solutions

User Local ChatAI

Supporting the utilization of generative AI models used globally Other business support tools specialized for specific fields will be provided in succession

Focus Areas (3) From 2024

Social issue③ Declining international competitiveness in the AI field

Japan's competitiveness in the global market in the field of AI is declining

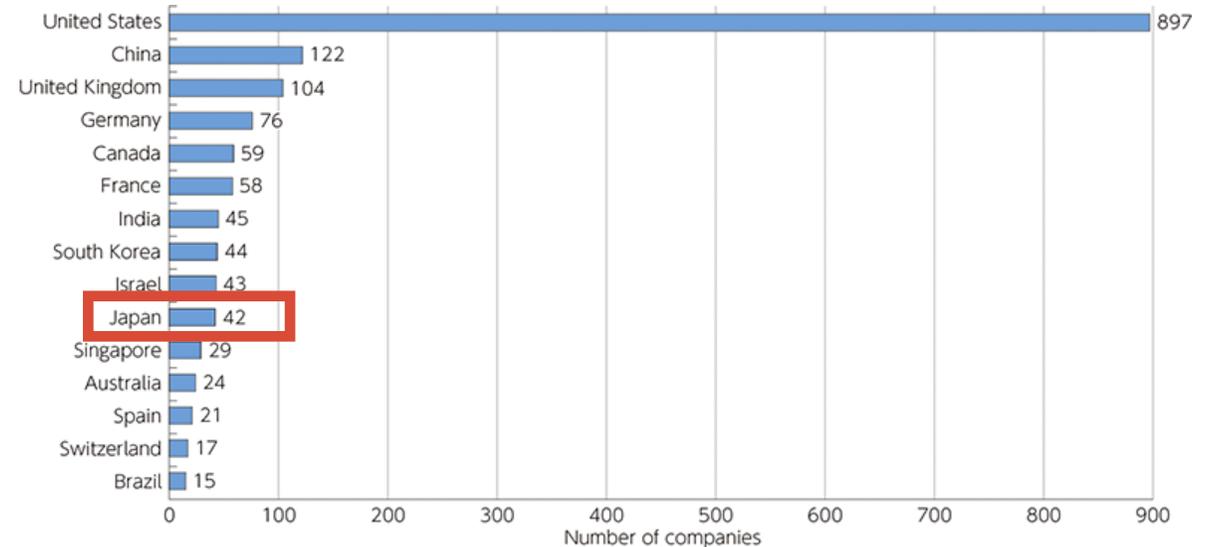
Top 15 AI Ranking by Country

	2020年	2021年	2022年	2023年
1	米国	米国	米国	米国
2	中国	中国	中国	中国
3	イギリス	イギリス	イギリス	イギリス
4	ドイツ	ドイツ	ドイツ	ドイツ
5	カナダ	カナダ	カナダ	カナダ
6	オーストラリア	オーストラリア	オーストラリア	オーストラリア
7	シンガポール	韓国	韓国	シンガポール
8	韓国	シンガポール	シンガポール	韓国
9	インド	スイス	スイス	スイス
10	イスラエル	イスラエル	インド	インド
11	日本 Japan	日本 Japan	イスラエル	イスラエル
12	スイス	インド	日本 Japan	日本 Japan
13	オランダ	オランダ	イタリア	オランダ
14	イタリア	イタリア	オランダ	イタリア
15	フランス	オーストリア	デンマーク	オーストリア

Source: "Information and Communications White Paper 2024" (Ministry of Internal Affairs and Communications)

Number of newly funded AI companies

(by country, 2023)

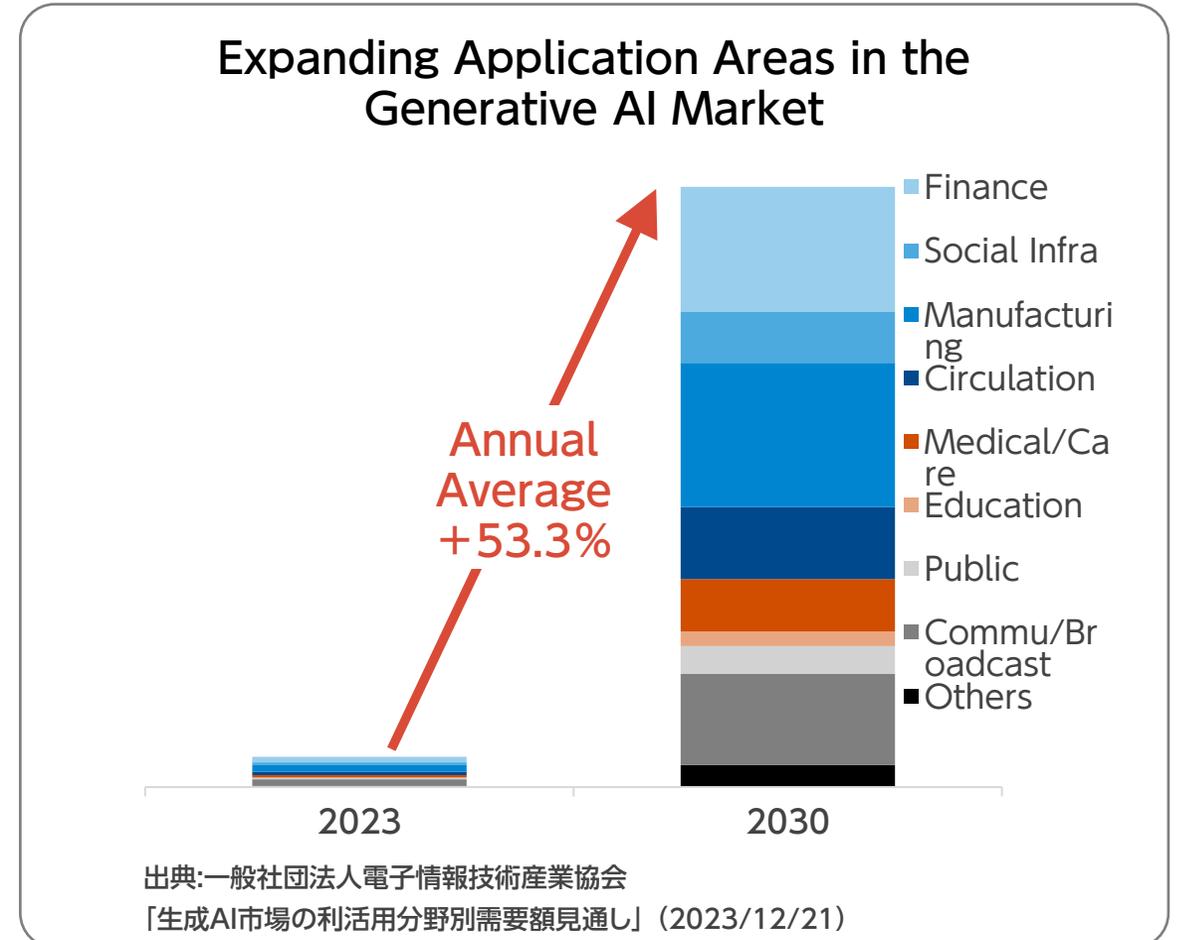
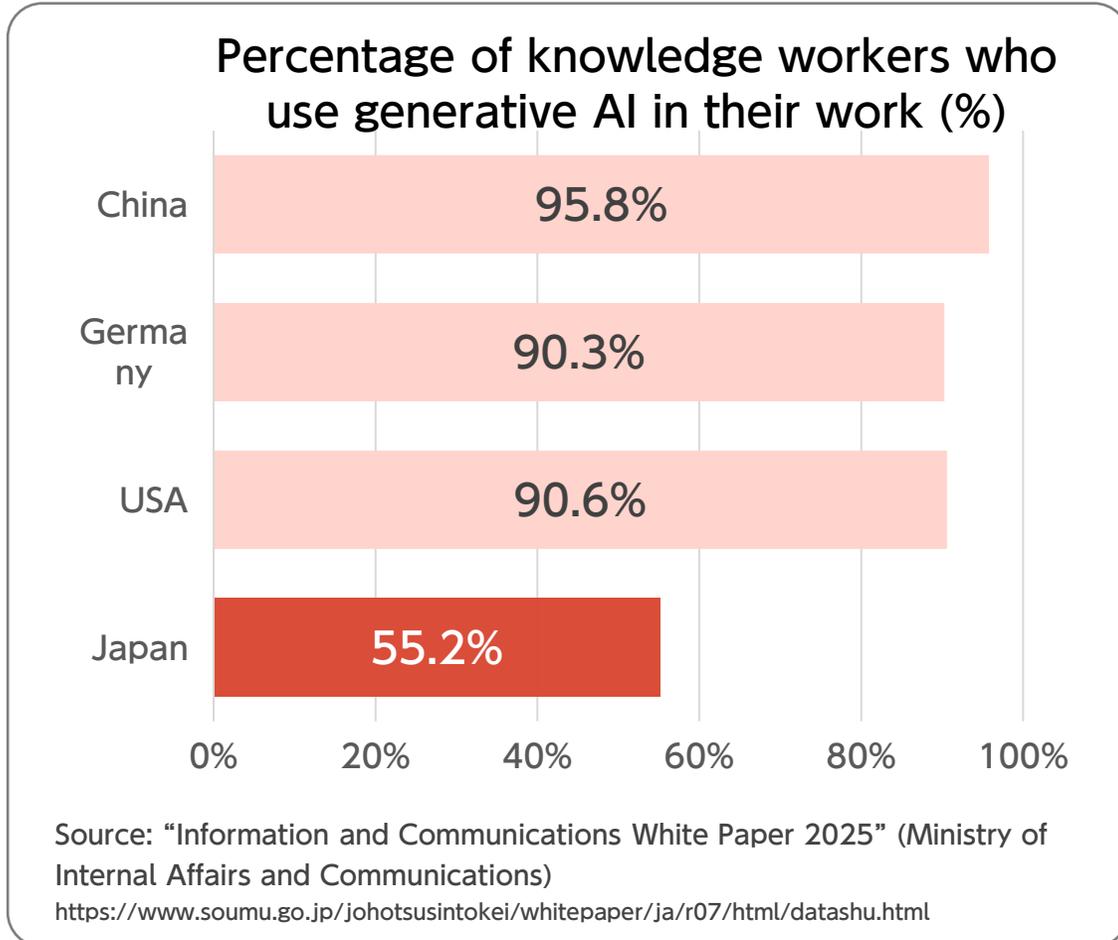


Source: "Information and Communications White Paper 2024" (Ministry of Internal Affairs and Communications)

Focus Areas (3) From 2024

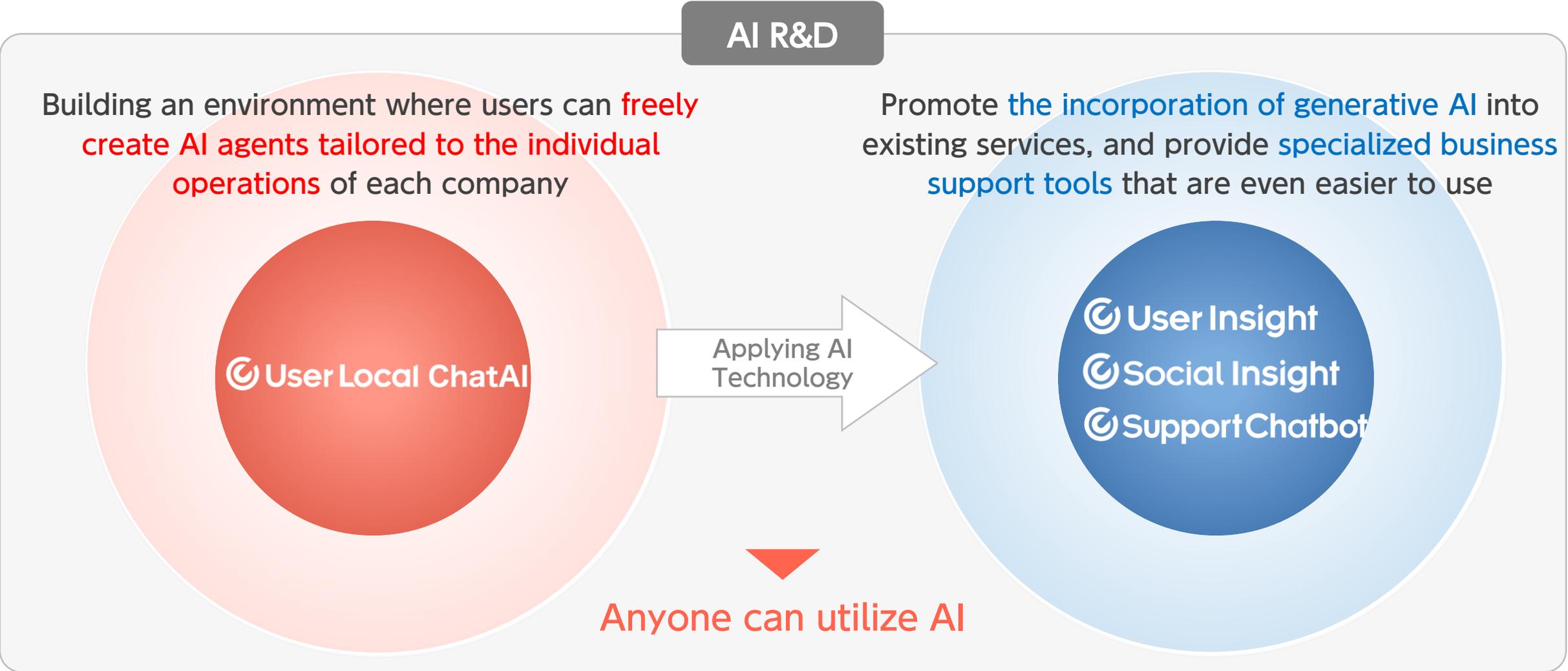
Social issue③ Declining international competitiveness in the AI field

While the lack of progress in the use of generative AI in Japanese business, its application areas are expected to expand significantly in the future



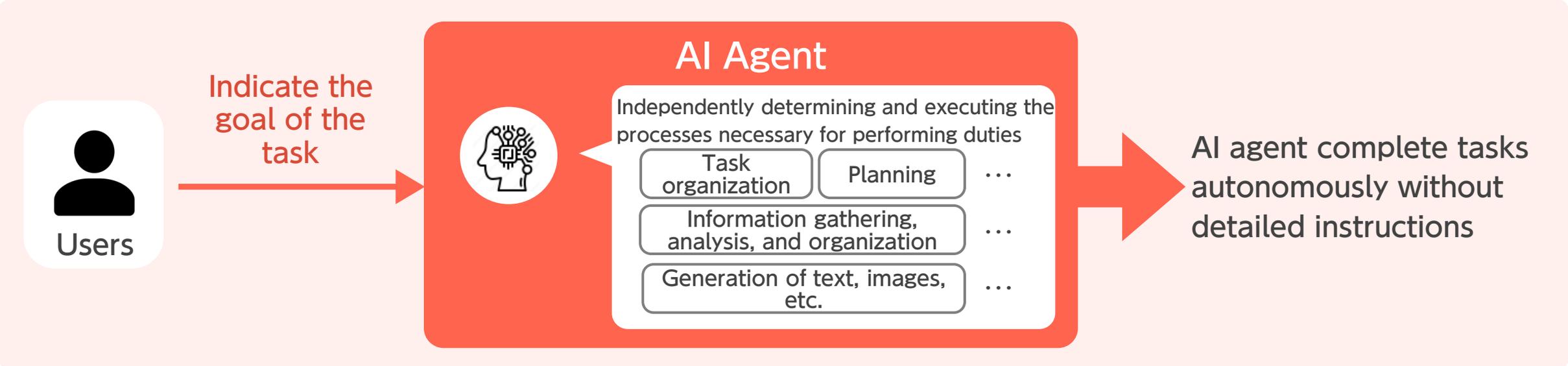
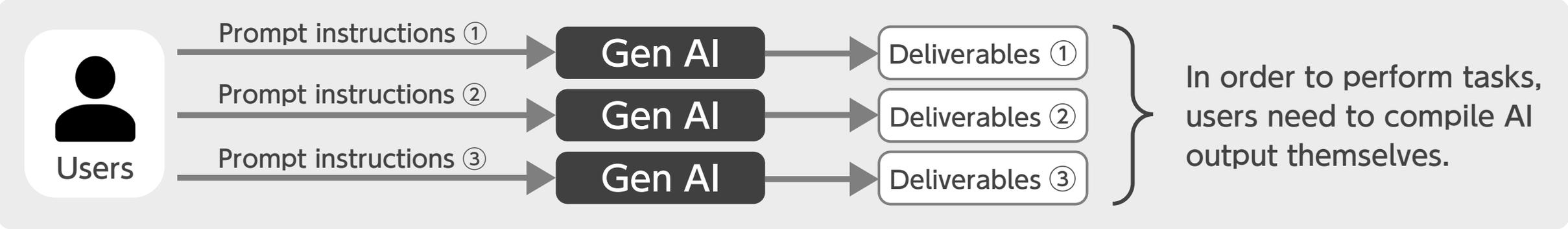
Focus areas

Advancing AI R&D centered on ChatAI, while also integrating this AI technology into existing services to support further business utilization of AI.



What is an AI Agent?

AI autonomously performs tasks as an agent without specific instructions from users
Anyone can utilize AI regardless of skill level, as it does not depend on user instructions

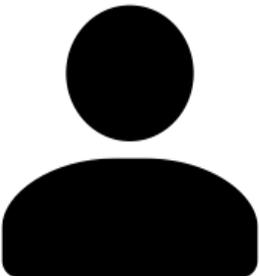


UserLocal ChatAI implemented [Custom AI Agent]

Custom AI Agent

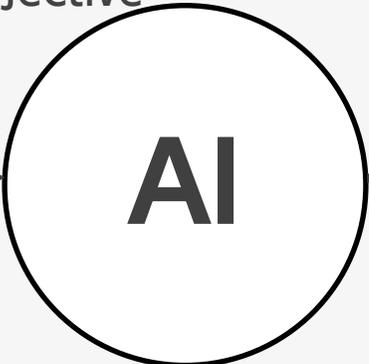
Create the optimal agent tailored to your company's operations

① I want to automate company analysis

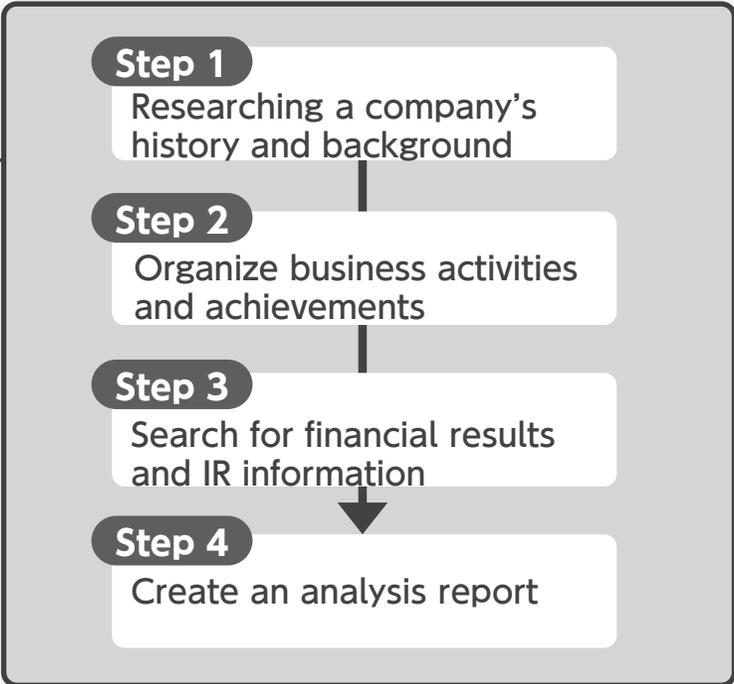


User

② AI thinks through the tasks necessary to achieve the objective



③ Generate AI agents to automate company analysis



UserInsight implemented [AI Article Generation Agent Mode]



AI agents engage in conversational dialogue to delve deeper into your desired topic, automatically generating highly original articles

記事生成 / AIからの質問

森のバター

2025年11月11日(火) 作成

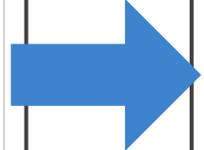
AIからの質問に回答

AIからの質問

「森のバター」についての記事作成をご希望ですが、主にどの観点にフォーカスしたいですか？(例:アボカドという食材の由来・歴史、栄養価や健康効果、食べ方・レシピ、他の“○○のバター”との比較、流通・市場、雑学/ネタ等) また、想定する読者層(年齢や興味関心)、記事の目的(食育、健康啓発、雑学紹介、レシピ提案など)があれば教えてください。

特に知りたい・掘り下げてほしいポイントや、この記事に入れたいテーマ、逆に省きたい情報があれば、具体的にご記載ください。

指示を入力(任意)



← 一覧に戻る 構成案から作り直す < > 変更を保存 3,069文字 ダウンロード

森のバターと海のミルクの秘密に迫る！アボカドと牡蠣の奇跡の栄養バランス

森のバターと呼ばれるアボカドの魅力とは

アボカドが「森のバター」と呼ばれる理由

アボカドが「森のバター」と呼ばれるのは、その濃厚でクリーミーな味わいと高い脂肪含有量によるものです。アボカドの果肉には約20%の脂肪分が含まれており、不飽和脂肪酸が豊富に含まれています。特に、オレイン酸、リノール酸、リノレン酸といった成分は、体に良い脂質として知られています。これらの理由から、アボカドは植物性の栄養価が高い果物として「森のバター」という名で親しまれています。

豊富な栄養成分がもたらす健康効果

アボカドは脂肪分が豊富でありながら、健康への多くの恩恵を与えてくれます。不飽和脂肪酸の一種であるオレイン酸は血液の流れをスムーズにし、悪玉コレステロール値を抑制する効果があります。また、アボカドには抗酸化作用で知られるビタミンEが豊富に含まれており、冷え性の改善や美肌効果も期待されます。さらに、糖質が少ない点も特筆すべきで、健康志向の方にとって非常に優れた果物と言えるでしょう。

食材としてのアボカドの多様な使い方

アボカドは料理の幅を広げる万能な食材です。そのクリーミーな味わいを活かして、スムージーやディップ、サラダなどに使用されることが多いです。また、和食のアレンジとして寿司や丼に取り入れるのも人気があります。単にそのままカットして食べるだけでなく、焼き料理やグリルなど、さまざまな調理法も楽しめます。保存の際には、酸化防止のためにレモン果汁を振りかけると風味を保つことができます。このように、アボカドはデザートからメインディッシュまで多彩に楽しめる万能な果物です。

海のミルクと呼ばれる牡蠣の豊かさ

牡蠣が「海のミルク」と呼ばれる背景

牡蠣が「海のミルク」と呼ばれる理由は、その豊富な栄養価にあります。牡蠣はタンパク質やビタミン、ミネラルがバランス良く含まれており、これらの栄養価が牛乳に匹敵することからその名が付けられました。特に亜鉛や鉄分といったミネラルが豊富で、これらは健康維持や免疫力向上に不可欠な成分です。また、濃厚でクリーミーな味わいも「海のミルク」と呼ばれるひとつの要因と言えるでしょう。

牡蠣の主な栄養素とその効能

牡蠣には亜鉛、タウリン、ビタミンB群、鉄分、カルシウム、さらにはオメガ3脂肪酸など、さまざまな栄養素が含まれています。亜鉛は免疫機能を維持する効果があります。また、タウリンは肝機能をサポートし、疲労回復に寄与します。さらに、ピ

AIでリライト

By setting conditions, it is possible to generate articles tailored to the intended audience

Social Insight implemented [AI Topic Summary]



AI automatically classifies, aggregates, and summarizes content posted on X (formerly Twitter) to generate reports

Example of [AI Topic Summary]

(Regarding posts containing the keywords “Kohaku” and “Kohaku Uta Gassen”)

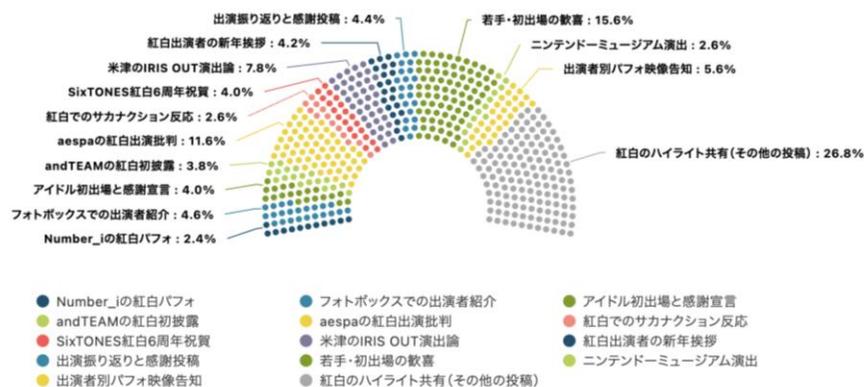
Overall Summary and Topic Distribution Graph

第76回NHK紅白:米津・HANAの圧巻と賛否の波紋

14 トピック | 2025年12月31日 ~ 2026年1月1日

サマリー

2025年大晦日の第76回NHK紅白を巡り、米津玄師の新曲「IRIS OUT」をHANAと共に初披露したパフォーマンスが大反響。衣装や演出、チェンソーマンとの関連を指摘する称賛投稿が多数上がる一方、aespaの出場や披露時間を巡る原爆関連の批判や司会者の対応をめぐる論争が同時に拡大。出演アーティストの喜び報告や舞台裏写真、特別企画の紹介も多く投稿され、祝祭性と政治的・倫理的議論が混在した年末の話題となった。



Topic-Based Summaries and Post Categorization

● Number_iの紅白パフォ



第76回NHK紅白でのNumber_i(平野紫耀ら)の出演に関する話題。リハや本番の様態、写真やフルパフォー映像への誘導、メンバーの様子(平野の話題など)や“GOD_i”のパワフルな歌とダンスを称える反応、公式の感謝投稿や配信案内、関連メディア記事や企業からのお祝い投稿が含まれる。

12 投稿

● フォトボックスでの出演者紹介



NHK紅白の公式アカウントがスペシャルフォトボックス企画「紅白 Look Up Photo」を連続投稿。出演アーティスト(King & Prince、MILK、BE:FIRST、&TEAM、Mrs. GREEN APPLE、HANA、乃木坂46、Perfume、AKB48、FRUITS ZIPPER、ちゃんみな、ILLITなど)ごとに撮影の様子や衣装・ポーズングの見どころを短いコメント付きで紹介し、リハ中の動画や記念写真を届ける告知・ビジュアル中心の投稿群。

23 投稿

● アイドル初出場と感謝宣言

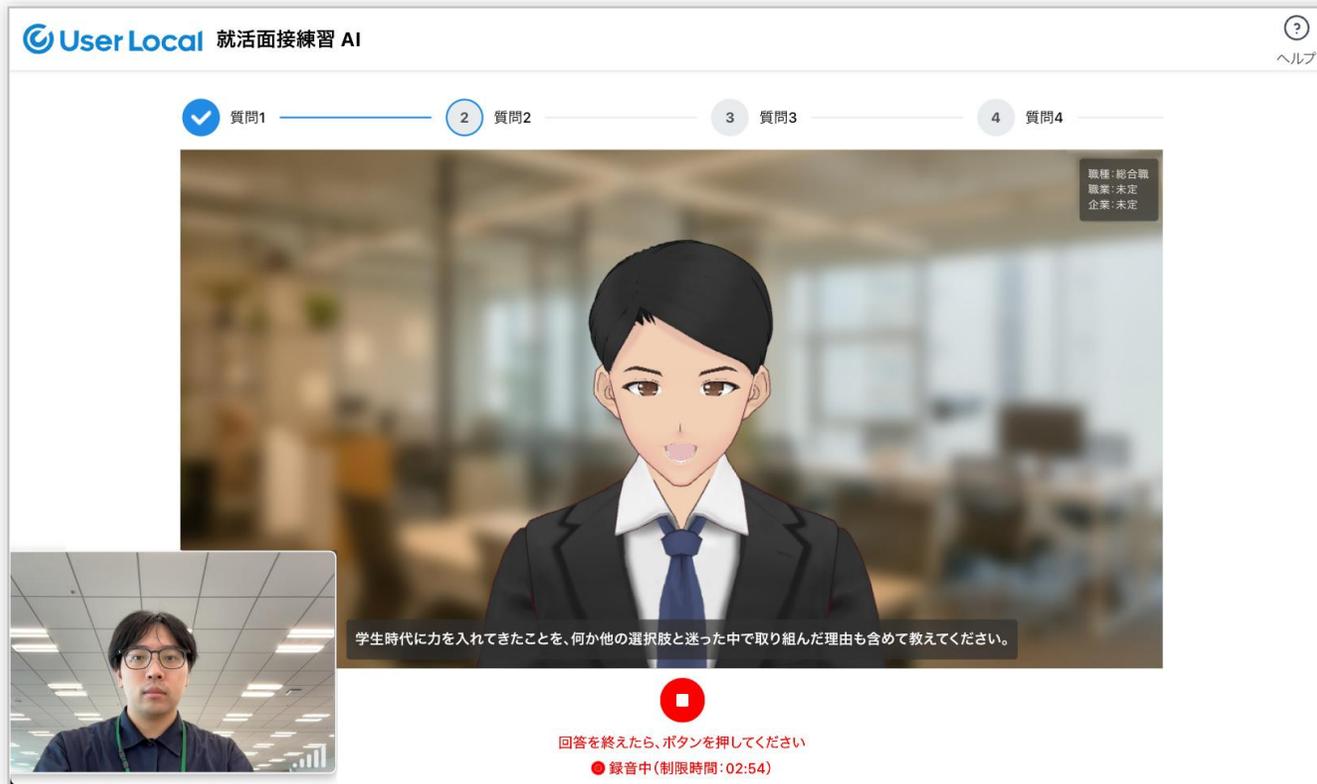


第76回NHK紅白歌合戦でFRUITS ZIPPERが念願の初出場を果たし、『わたしの一番かわいいところ』を披露したことを中心に、メンバーや公式が感謝と喜びを表明。楽屋や年越しの様子を伝える投稿や、ファン向けプレゼント告知、他出演グループ(CANDY TUNE)や朝ドラ『あんぱん』スペシャルステージのパフォーマンス紹介も含まれ、当日の配信案内や舞台裏の報告で祝祭的なムードが広がっている。

20 投稿

Free release of Practice interviews with an AI interviewer [UserLocal Job Interview Practice AI]

Generative AI evaluates job seekers' speaking style and conversation content, providing detailed analysis of areas for improvement and strengths



UserLocal Job Interview Practice AI
URL: https://ai-tool.userlocal.jp/interview_ai

1. Questions anticipating the interview content of your desired company

Based on desired job types, occupations, and company information, AI generates personalized questions for users. It can also generate more in-depth questions considering their background and achievements based on their entry sheet content.

2. Mock interviews that simulate the real thing

Practice interviews with an avatar interviewer through voice dialogue, simulating a real online interview experience.

3. AI-driven multi-faceted evaluation and feedback

AI evaluates user responses from multiple perspectives such as “thinking skills,” “action skills,” and “motivation/drive.” Detailed reports summarizing improvement points and evaluation criteria for each response enable objective self-analysis.

Developing generative AI support tools specialized for individual tasks

Continuously developing business support tools focused on specific tasks by combining our proprietary AI with generative AI



Automatic creation of presentation materials

Automates all the tedious work of creating presentation materials

UserLocal Slides GenAI

URL: https://ai-tool.userlocal.jp/powerpoint_maker/



Auto-generate articles you want to write

Even long articles are automatically generated by simply entering two or three words

UserLocal AI Writer

URL: <https://ai-writer.userlocal.jp/>



Determining whether text was written by generative AI

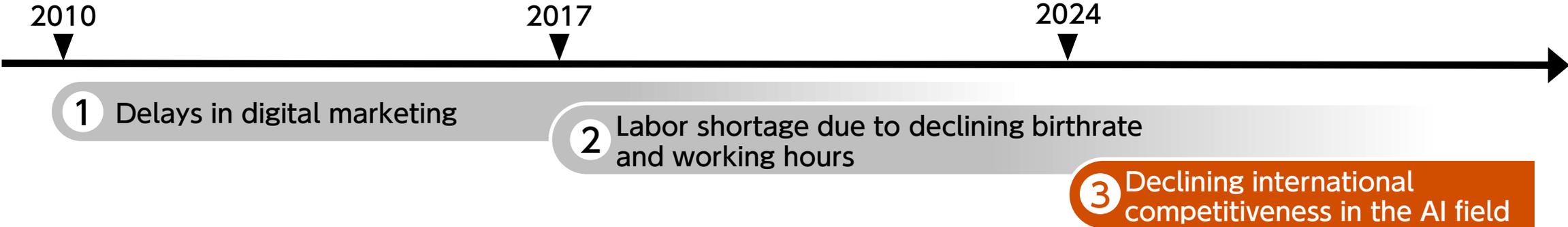
Automatic determination of the possibility that the sentence was created by AI using our proprietary algorithm that uses machine learning to detect phrasing and vocabulary biases unique to generative AI

UserLocal GenAI Checker

URL: https://ai-tool.userlocal.jp/ai_classifier



Future Focus Areas



Continuing making proactive growth investments in R&D of **AI-related services** and sales promotion

User Local ChatAI

GenAI Business Support Tools

Caution Regarding These Materials

User Local, Inc. (the "Company") created these materials to aid investors' understanding of the Company and circumstances currently surrounding the Company.

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The Company makes no representations or warranties of any kind, expresses or implies, about the completeness and accuracy.

The materials and information provided in this announcement include so-called "forward-looking statements." These statements are based on current assumptions that include a degree of projection, forecasting, and risk. They contain uncertainties that may lead to results that differ substantially from the content of these statements.

These risks and uncertainties include general industry and market circumstances, together with general domestic and international economic circumstances, including changes in interest rates and foreign exchange rates.

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