Nihon Kohden's Digital Health Solution Vision

Nihon Kohden

(Securities code: 6849)

March 3, 2026

Fighting Disease with Electronics

NIHON KOHDEN

Agenda

Ⅰ Overview of DHS Vision

Naoto Nishii, Operating Officer,
General Manager of Business Strategy Operations

Ⅱ DHS Vision in Japan

Hirohiko Ikeya, Senior Operating Officer,
General Manager of Technology Development Operations
Hiroyuki Taniguchi, General Manager of DHS Technology Development Division,
Technology Development Operations

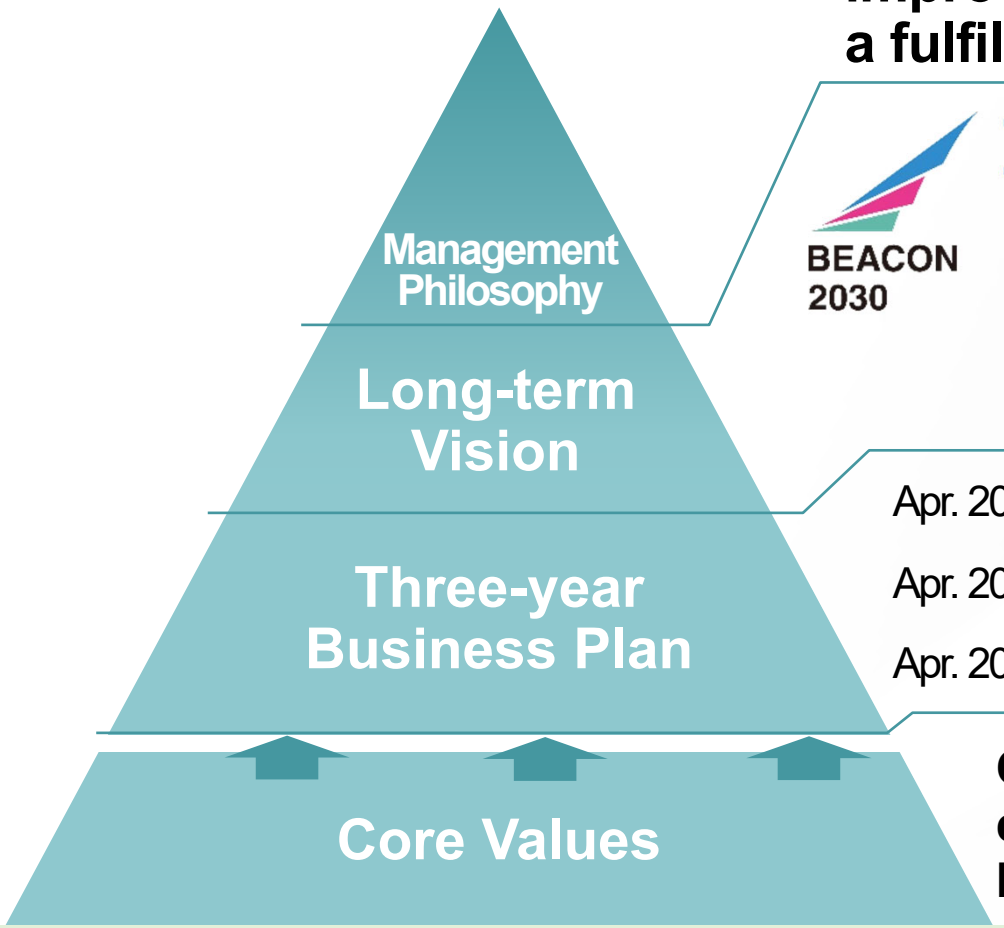
Ⅲ DHS Vision in North America

Keiichiro Yoshizawa, Operating Officer,
General Manager of North America Business Operations
Roy Sakai, President & CEO of Nihon Kohden America
Harsh Dharwad, President & CEO of Nihon Kohden Digital Health Solutions

Ⅳ Q&A

Overview of DHS Vision
- Long-term Vision and Three-year Business Plan

Long-term Vision and Three-year Business Plan



We contribute to the world by fighting disease and improving health with advanced technology, and create a fulfilling life for our employees.

BEACON 2030

Illuminating Medicine for Humanity

Create a better future for people and healthcare by solving global medical issues

Targets for FY2029	Operating Margin	15%	Overseas Sales Ratio	45%

Apr. 2027 - Mar. 2030 **BEACON 2030 Phase Ⅲ: Realize BEACON 2030**

Apr. 2024 - Mar. 2027 **BEACON 2030 Phase Ⅱ: Invest for growth**

Apr. 2021 - Mar. 2024 **BEACON 2030 Phase Ⅰ: Strengthen foundation**

Core values are shared by Nihon Kohden staff worldwide, helping to connect them and contributing to the promotion of our Management Philosophy, Long-term Vision, and Three-year Business Plan.

Integrity / Humbleness / Diversity / Initiative / Customer Centric / Goal Oriented / Creativity

Three Transformation for BEACON 2030

BEACON 2030

1 Transform into a global company creating high added value

- Promote overseas business strategies emphasizing high growth and improved profitability
- Develop sophisticated value propositions and cultivate new businesses areas in domestic business
- Create new business models by utilizing our global business foundation

2 Create a solution business providing superior customer value

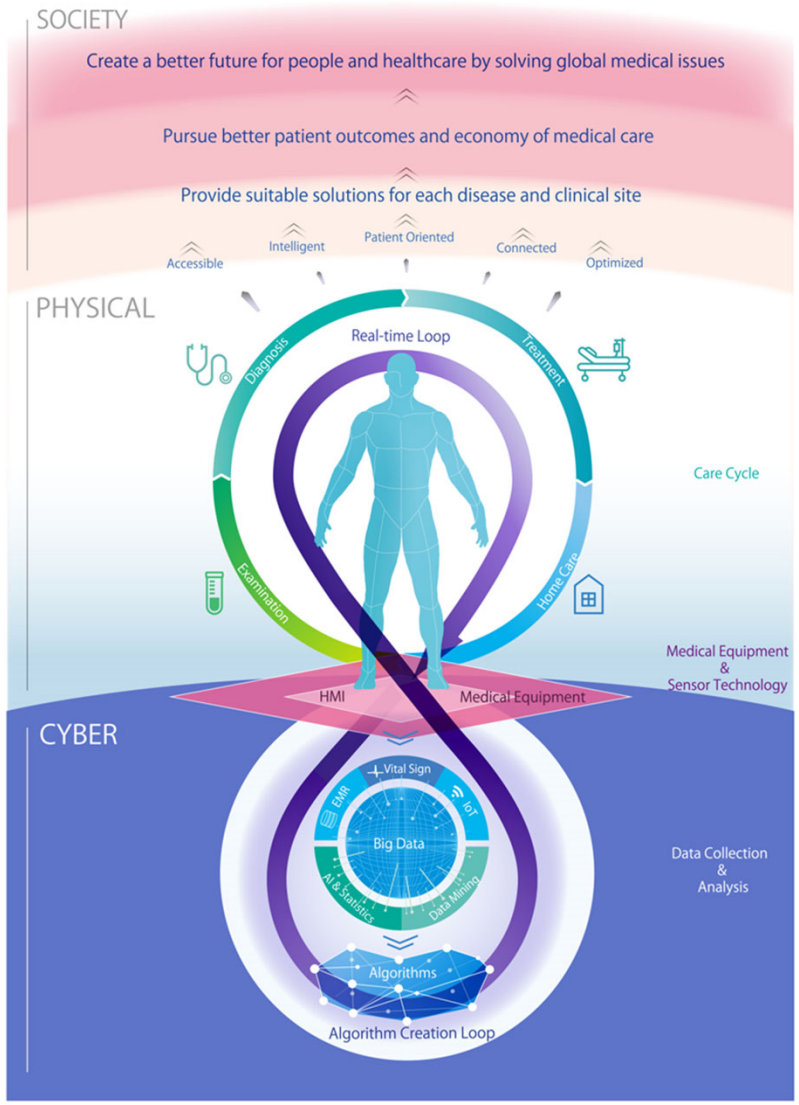
- Create a business model that helps solve medical issues
- Realize a value creation model that creates value from data, by utilizing our core strength in Human Machine Interface* technology

3 Establish a global organization founded on Operational Excellence

- Establish an organizational and governance system in line with our corporate strategy
- Establish a development, production and sales system based on Global Supply Chain Management
- Strengthen global business deployment capabilities by establishing a Center of Excellence

* Human machine interface is the user interface that connects human and machine. For Nihon Kohden, this refers to sensor technology, signal processing technology, and data analysis technology.

Value Creation Compass



●Patient outcomes and economy of medical care

We aim to create value that addresses global medical issues of achieving better patient outcomes and improving the economy of medical care.

●Suitable solutions for each disease and clinical site

We aim to provide the optimal care cycle solution for each patient, from examination, diagnosis, and treatment to home care.

●HMI technology and medical equipment

HMI technology is one of our core strengths and serves as an important touchpoint with patients throughout their clinical journey.
HMI technology and medical equipment give us access to patients and clinical sites which enable us to create value.

●Value creation from data gathered through clinical sites

Nihon Kohden will develop a data integration platform and pioneer algorithms to create new value from information. Vital sign data, IoT data and EMR information will be integrated as a big data. Algorithms for clinical prediction models will be developed using AI and data analysis.

●Real time loop to respond to clinical needs

By combining HMI technology and medical equipment used in the medical field, and new algorithms created from big data analysis, we provide solutions that can respond to clinical needs in real time.

* Human machine interface is the user interface that connects human and machine.
For Nihon Kohden, this refers to sensor technology, signal processing technology, and data analysis technology.

3 Indicators and 6 Key Measures in Three-year Business Plan

BEACON 2030 Phase II

Implement the reform of the profit structure and make investments in growth areas, and accelerate our transformation into a global MedTech company

1) Growth

Sales CAGR
FY2023 - FY2026

5%

- Enhance product competitiveness
- Focus on growth of North America Business

2) Profitability

Operating income margin
in FY2026

15%

- Implement the reform of the profit structure
- Advance global supply chain management

3) Capital efficiency

ROE
in FY2026

12%

- Introduce Nihon Kohden's own ROIC formula
- Reduce cash conversion cycle

Practice of Sustainability Management

Medical issues | Environmental issues | Social issues

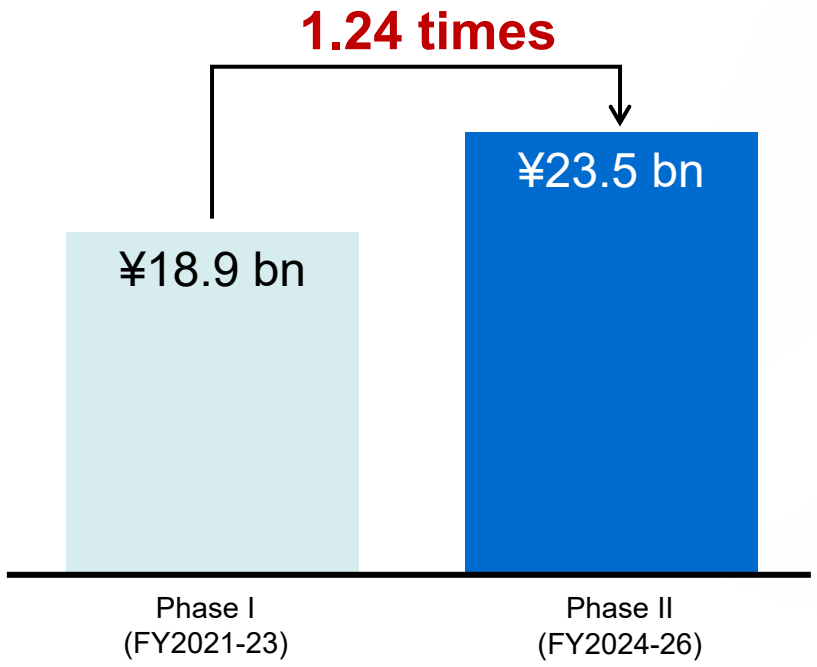
Enhance product competitiveness

R&D investments in patient monitors, ventilators, and digital health solutions.
Strengthening technological capabilities. Shortening the development time for new products

Key development areas

R&D investments in patient monitors, ventilators, and DHS

R&D costs



Strengthening technological capabilities

Common design platform	• Standardizing hardware and software platforms • Establishing a common data platform for DHS
Multi-plant design	• Strengthening cost competitiveness through global production in optimal locations • Responding to moves to prefer domestically produced products
Enhance cybersecurity measures	• Ensuring cybersecurity of the entire range of our medical devices and IT systems • Strengthening post-market surveillance capability
Strengthen QA/RA*1 structure	• Strengthening the Global Quality Management System • Responding quickly to the state-of-the-art regulations and laws related to medical equipment • Obtaining approval of SaMD

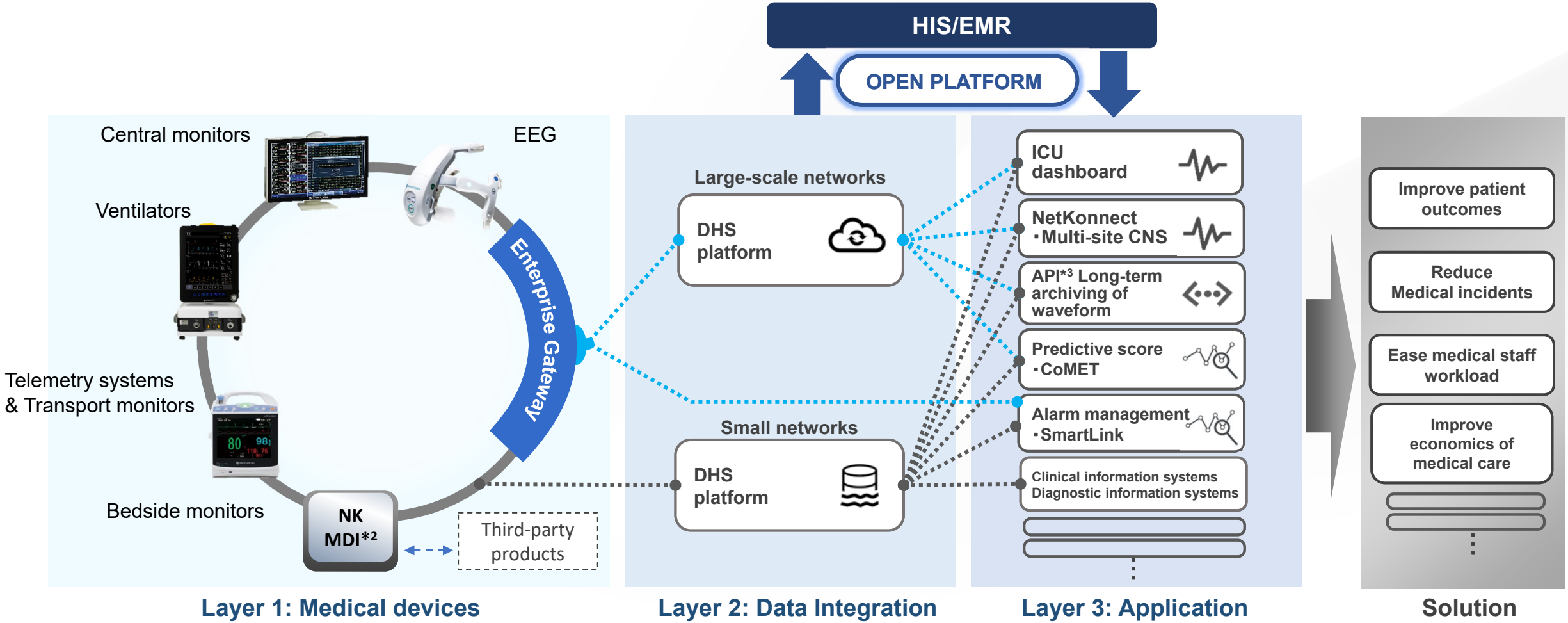
Shortening the development time for new products

- Target: Shortening time from concept development to launch by approx. 10-20% by implementing the reform of R&D process in addition to the introduction of PLM / MES systems*2.

*1 QA: Quality Assurance, RA: Regulatory Affairs,*2 PLM: Product Life-cycle Management, MES: Manufacturing Execution System.

Overview of our DHS Vision

Providing total solutions through a three-layer open platform and enhanced components. This structure is highly evaluated for its linkage with HIS/EMR*1 and its high scalability.



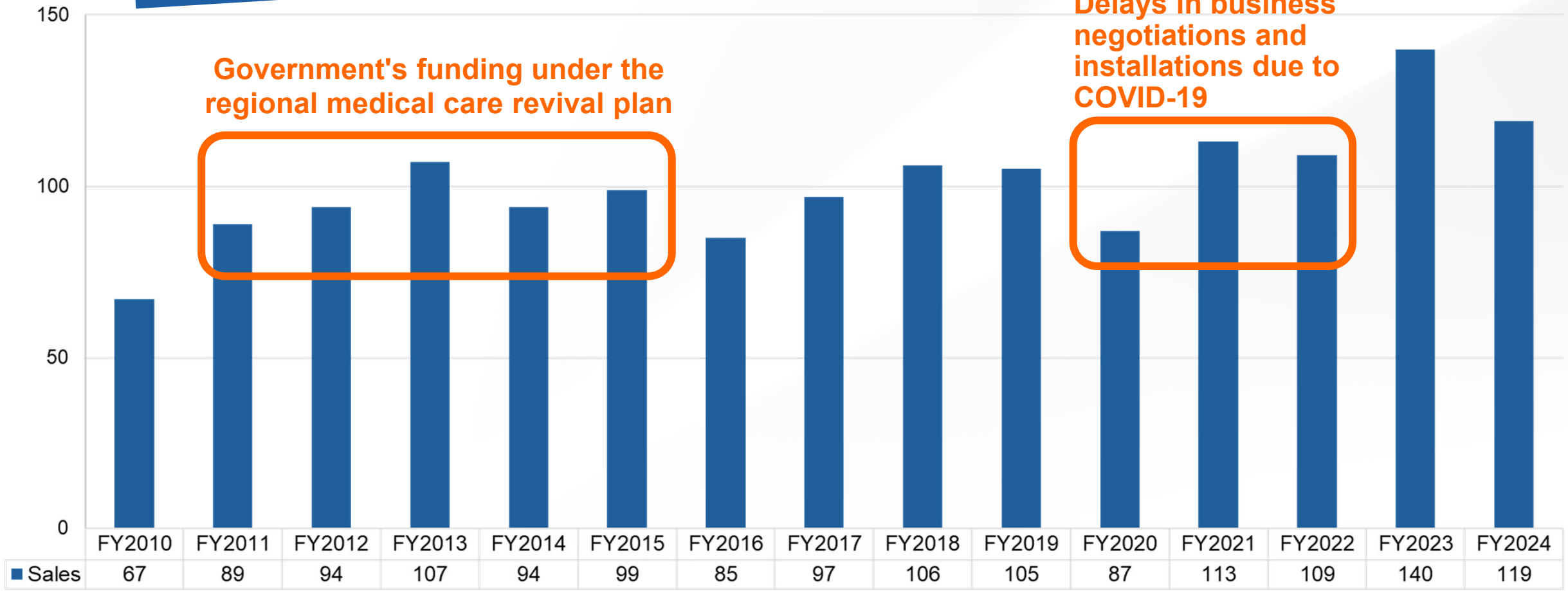
*1 HIS: Hospital Information System, EMR: Electronic Medical Record, *2 MDI: Medical Device Integration, *3 API: Application Programming Interface.

DHS Vision in Japan

Sales of ITS+DHS products in Japan

Sales CAGR +4% (from FY2010 to FY2024)

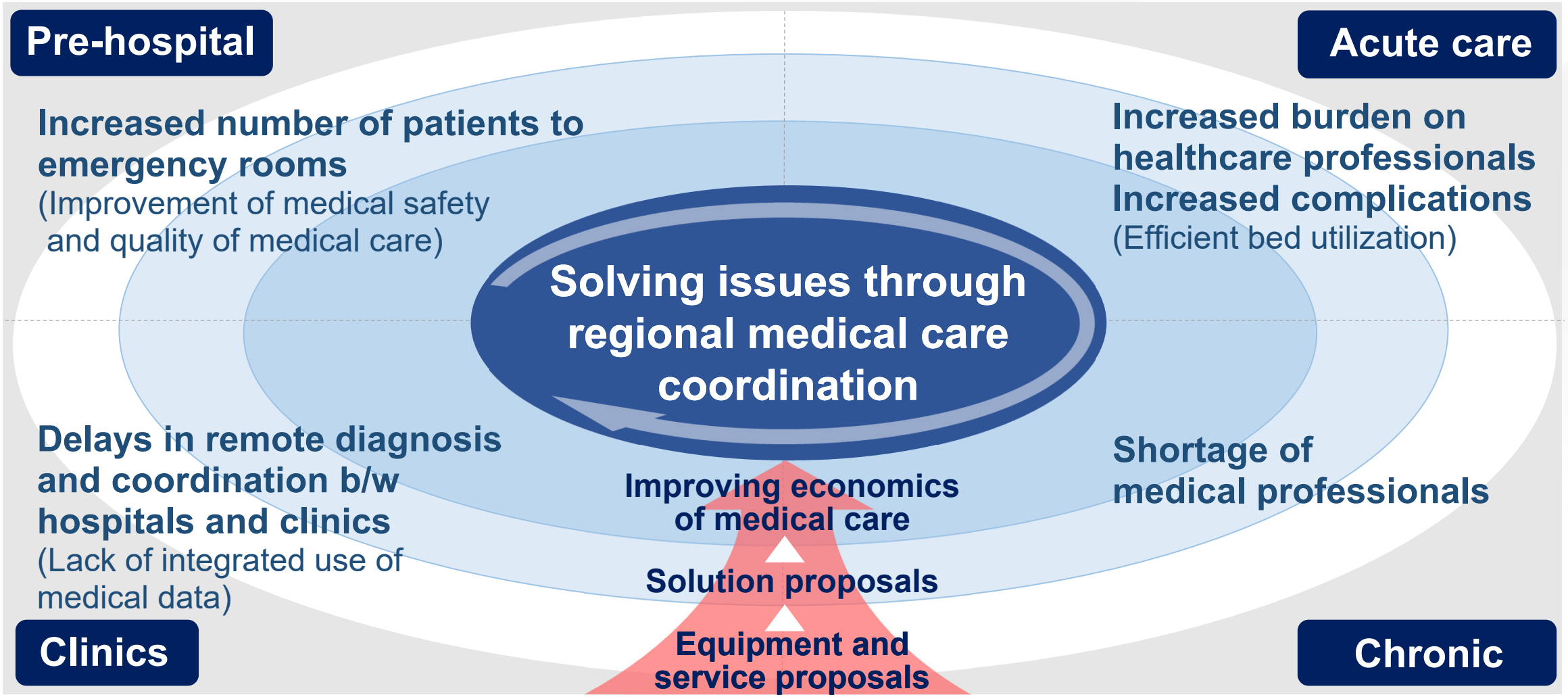
(100 million yen)



	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024
Sales	67	89	94	107	94	99	85	97	106	105	87	113	109	140	119

Medical issues and Nihon Kohden's solutions in Japan

Contributing to improving economics of medical care and resolving issues throughout the care cycle. Strengthening solution proposals mainly for IT systems and DHS[*1] products



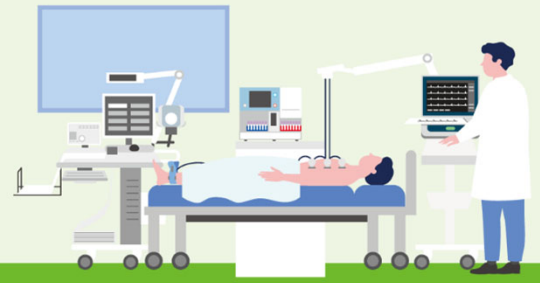
NIHON KOHDEN

*1 DHS: Digital Health Solution.

Providing data platform from medical devices with high market share

Pre-hospitals (Emergency care)

AEDs	Defibrillators
No.1	No.1



Examination rooms

EEGs	ECGs
No.1	No.2

Operating rooms / Wards

Patient monitors	Ventilators
No.1	No.2

Providing data platforms to collect, store, and visualize real-time data obtained from medical devices

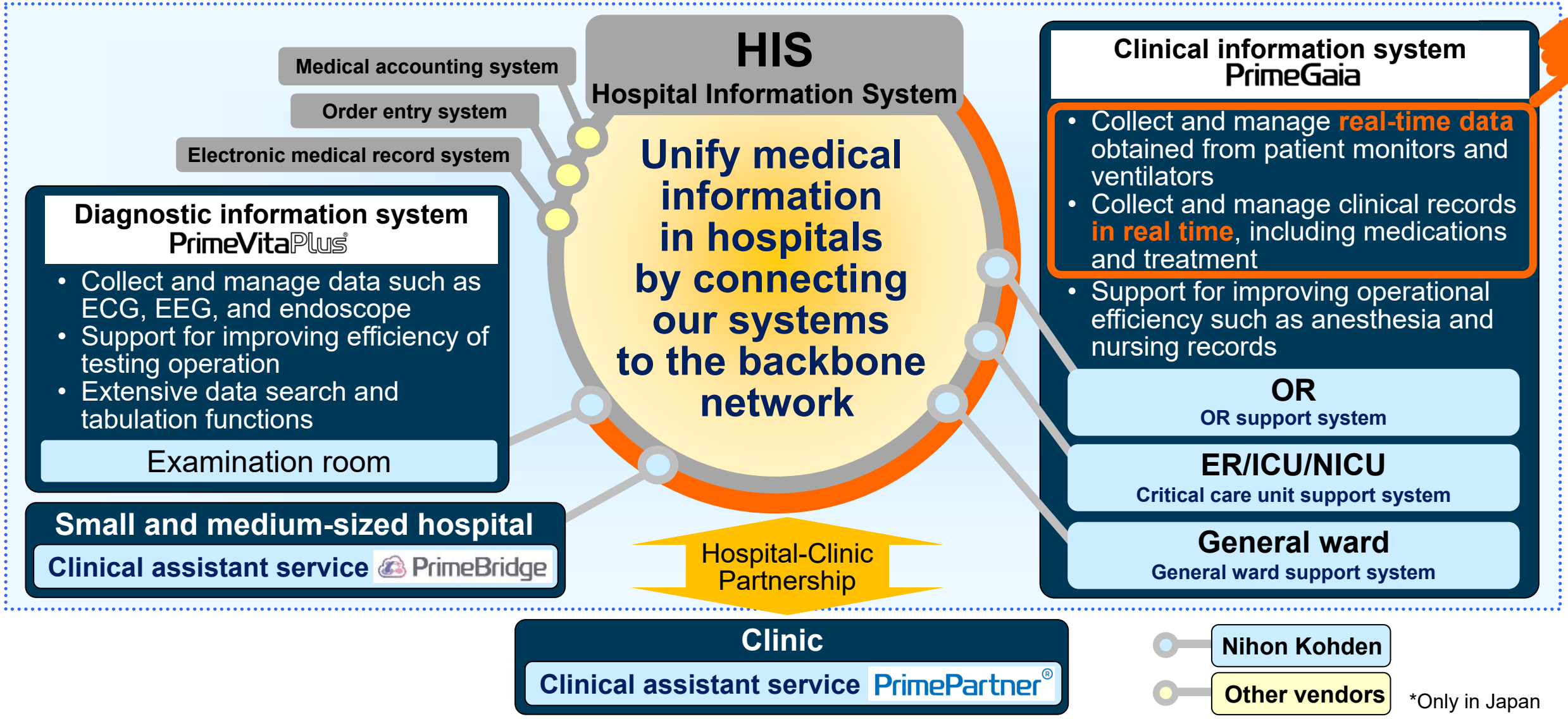
Diagnostic information systems	No.1

Clinical information systems	No.1

* Market share is in FY2024 (Yano Research Institute). Patient monitors market share by revenues, other markets share by unit shipments.
IT systems market share is the Company's estimate based on installations at DPC hospitals.

IT Solution Business

✓ **Contributing to easing medical staff workload and improving the economics of medical care**



DOWELL becomes consolidated subsidiary
(Acquired 90.3% shares in February 2026)

DOWELL Co., Ltd.

Think beyond DOWELL

- Head office: Sapporo, Hokkaido, Japan
- Representative Director: Yoshihiro Shindo
- Establishment: 1996
- Business: R&D and sales of medical information systems, ISO/IEC 27001: 2013 certified
- Employees: Approx. 100
- Installation base: More than 300 facilities in Japan
- Future outlook: Minor effect in FY25
- Schedule: Planning to consolidate B/S in FY25 4Q and P/L in FY26 1Q
- Strengths: SEs deeply rooted in medical practice, strong R&D capabilities for IT systems, and capabilities to support medical staff especially in operating rooms

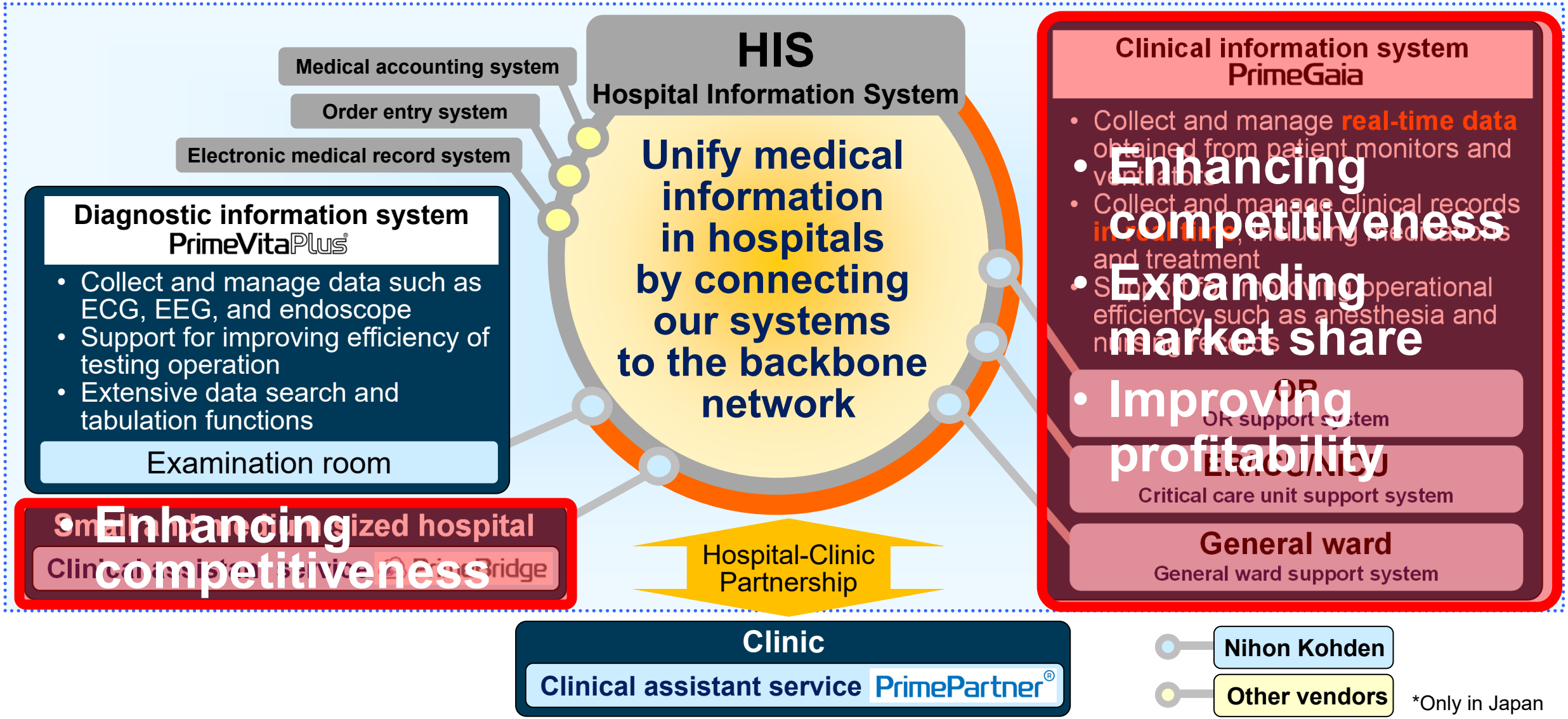
- **Main products:**
  Perioperative management systems including anesthesia records, surgical scheduling and nursing records, telemedicine systems, and medical device management systems

- **High affinity with our Solution Business (ITS+DHS*)**
- **Contributing to enhancement of quality and economics of medical care by delivering IT solutions that support enhanced data usage and greater operational efficiency in medical practice**
- **Developing next-generation perioperative solutions by combining both companies' original technologies and clinical expertise cultivated over the years with advanced technologies**
- **Expanding our market share of patient monitors in operating rooms**

* ITS: IT Solution, DHS: Digital Health Solution.

IT Solution Business

✓ **Contributing to easing medical staff workload and improving the economics of medical care**



ITS + DHS: Clinical Support in Critical Care

DHS
(Software/Apps)

Research support in critical care
(Planned)

Support for treatment decision-making based on patient's condition, treatment stage, and historical clinical data

Optimization of alarm management
✓ Patient-specific alarm settings

Optimization of patient condition monitoring
✓ Organ-based patient management (Neurological, Cardiovascular, Respiratory)
✓ Early Warning Scores (Detecting deterioration)

Research

Patient Management Support

Aggre-gation

PrimeGaia +DHS

ER admission

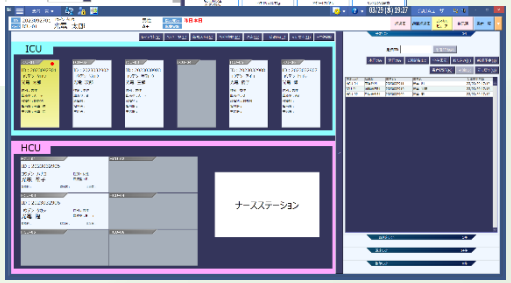
ICU

Order Issuance

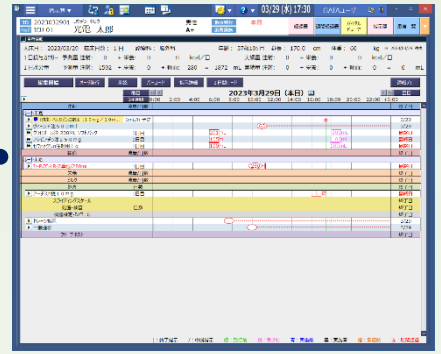
Order Execution

ITS
(PrimeGaia)

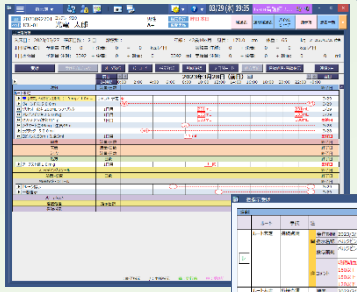
Emergency input



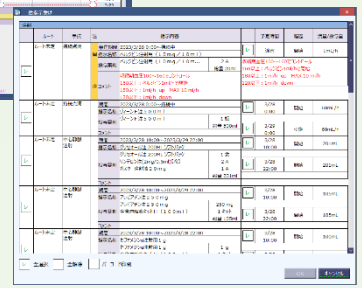
Patient List



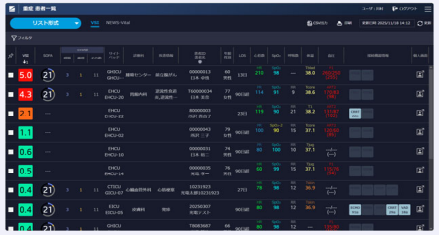
Order List



Order List



Order Details



Collect and manage **real-time data obtained from medical devices such as patient monitors***

✓ Waveforms ✓ Alarms
✓ Numerical data ✓ Settings

Collect and manage **real-time clinical records and progress data*** after ER/ICU admission

✓ Medications ✓ Treatment
✓ Fluid balance

*** Key differenciators are high-value data not stored in EMRs**

NIHON KOHDEN

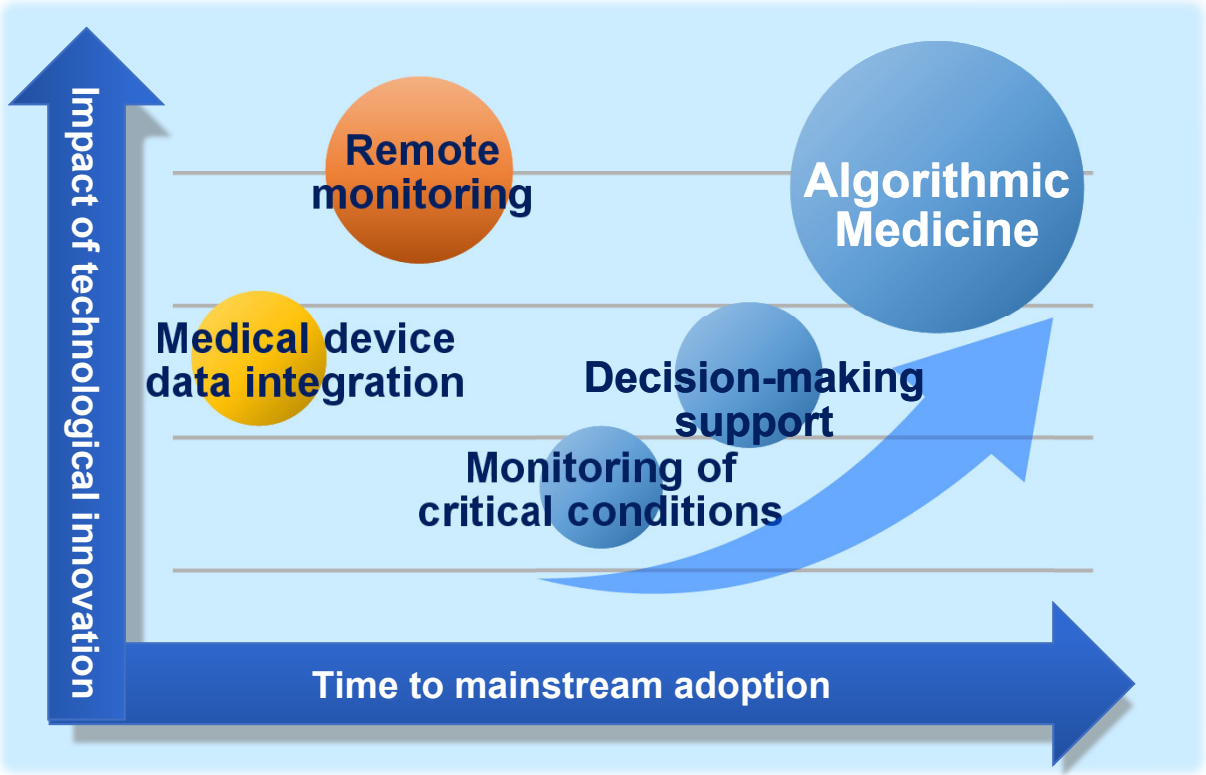
Overview of Nihon Kohden's DHS vision in Japan

✓ **Investigating the creation of new customer value to solve medical issues in two areas: DHS Vision for Acute Care and DHS Vision for Regional Medical Care**

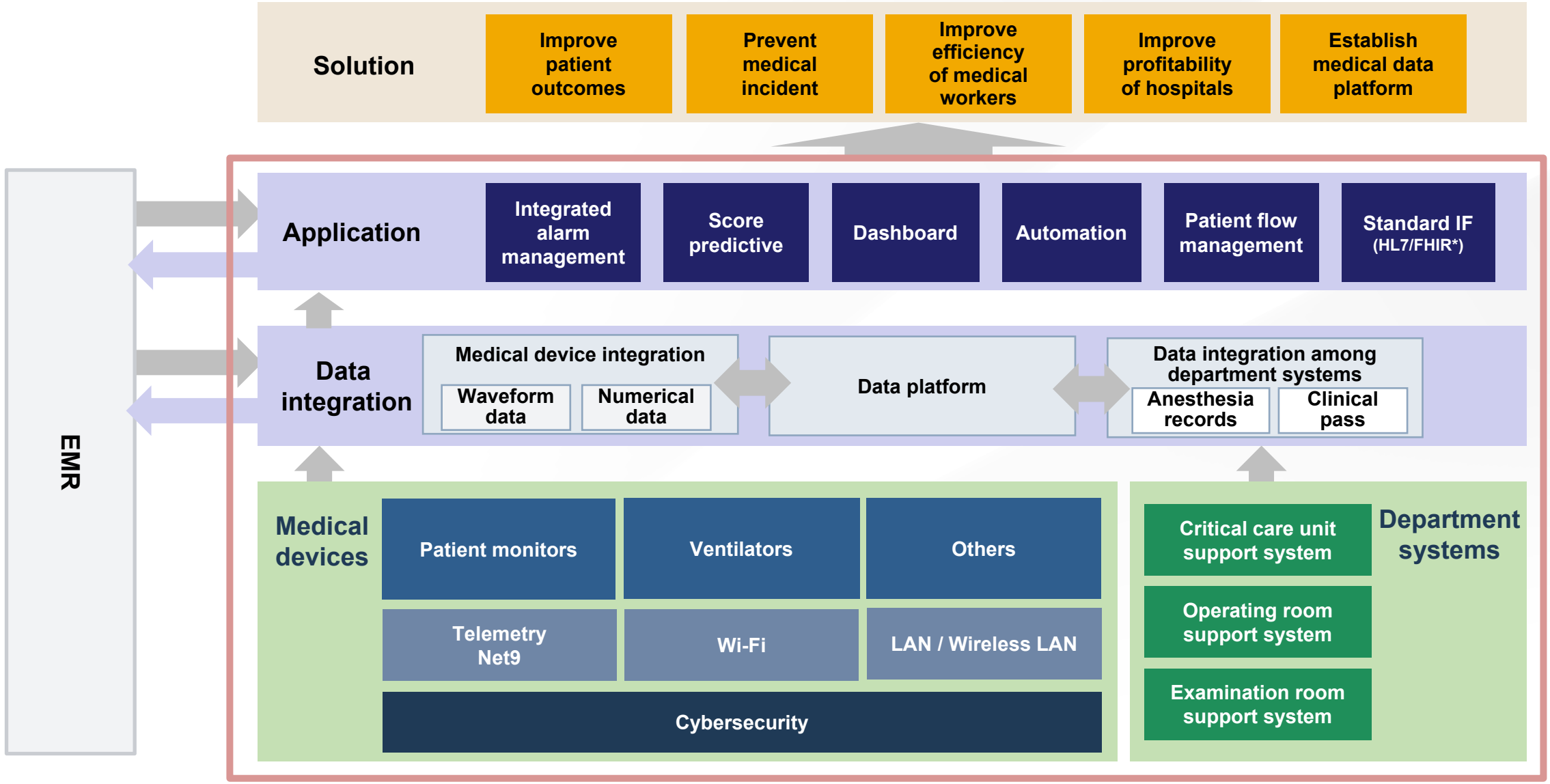
DHS Vision for Acute Care

DATA

DHS Vision for Regional Medical Care



Nihon Kohden Digital Health Platform



* HL7/Fast Healthcare Interoperability Resources are new standards and specifications for medical data exchange.

NIHON KOHDEN

Phase II: Launching a series of 1st gen DHS products

FY2024

1) Dashboard software for monitoring patient condition for general wards

2) Dashboard software for monitoring patient condition for critical care units

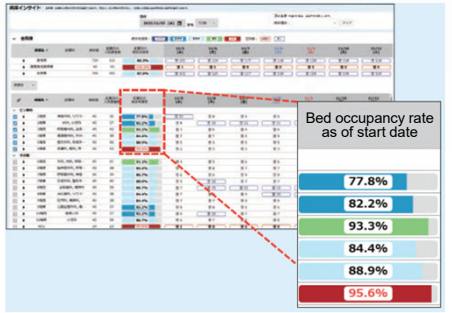
FY2025

NEW!

3) On-site alarm analytics software

NEW!

4) Admission and discharge management software



5) Integrated dashboard for PFM centers*

Clinical information system PrimeGaia

* Patient Flow Management centers manage bed utilization and patient intake by collecting and analyzing in-hospital data in real time.

NIHON KOHDEN

1) Dashboard software for monitoring patient condition for general wards

Supporting early activation of RRS*1 in hospital by calculating and displaying EWS*2 based on patients' vital signs obtained from EMR

- **Reducing emergency calls in hospital**
- **Preventing return to ICUs**
- **Reducing length of hospital stay**

*1 RRS: Rapid Response System is designed to detect and respond to signs of sudden deterioration in inpatient conditions.
*2 EWS: Early Warning Scores quantify patients' vital signs to identify acutely ill patients.

2) Dashboard software for monitoring patient condition for critical care units

- **Displaying EWS[*1], SOFA score[*2], and vital signs clearly in the list**
- **Enables to review details of patients data obtained from EMR and clinical information systems by category**

Improving patient outcomes by early intervention

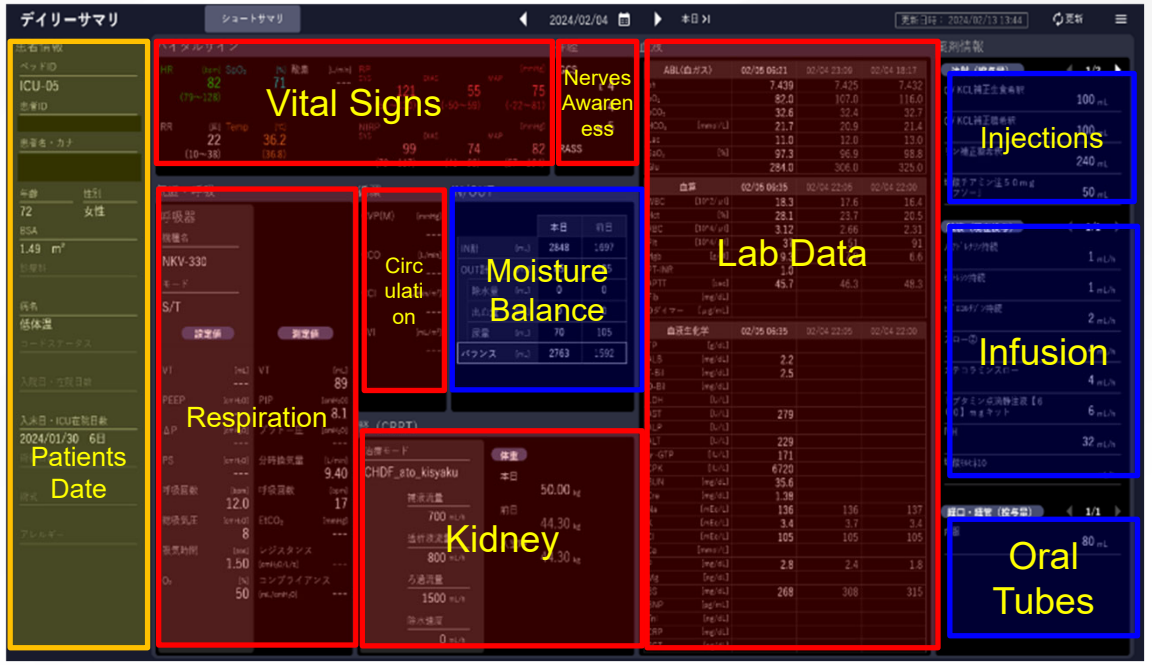
Reducing length of hospital stay in ICU

SOFA

EWS

List of critically ill patients

Details for critically ill patients



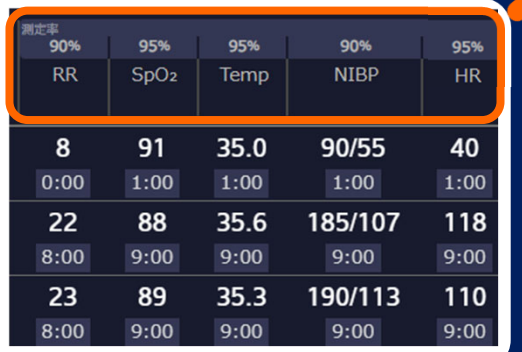
*1 EWS: Early Warning Scores quantify patients' vital signs to identify acutely ill patients.
*2 SOFA: Sequential Organ Failure Assessment scores assess the degree of systemic organ dysfunction by scoring six variables: respiratory, coagulation, liver, cardiovascular, central nervous system, and renal function, each on a five-point scale.

NIHON KOHDEN

Customer feedback

Do you feel it has contributed to improving the quality of medical care?

- We were able to reaffirm the importance of vital sign measurement because measurement rate in general wards was visualized.
- It enables early detection of deterioration in patients' conditions before RRS is activated, leading to improvement of the quality of medical care.



Do you feel it has contributed to easing medical staff workload?

- We have reduced the workload related to information sharing within the team thanks to a function that allows us to pin patients to a screen, enabling easy, quick, reliable sharing information about at-risk patients.

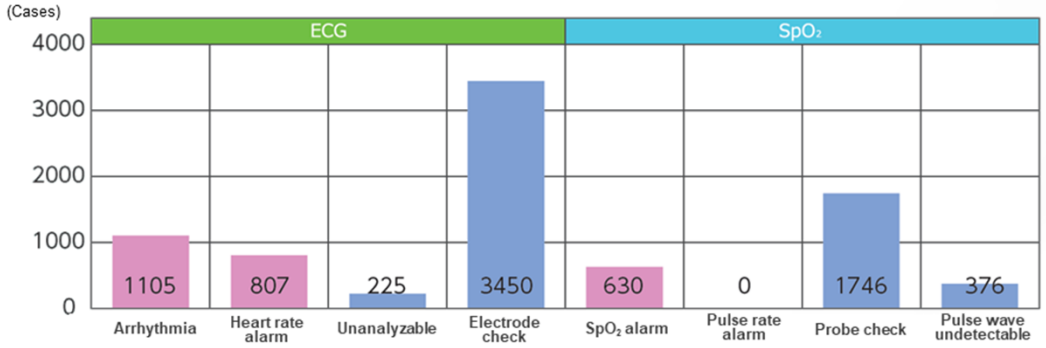
3) Alarm solution

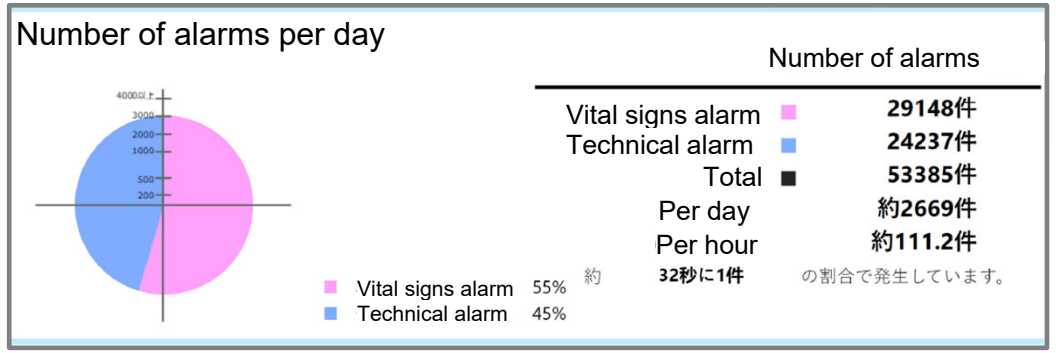
As Is

Alarm report

Proposing operational improvements using numbers and graphs based on alarm data collected and analyzed by service reps

* Number of new contract hospitals in FY2024: 177
(Target: 600 hospitals in Japan for 3 years)



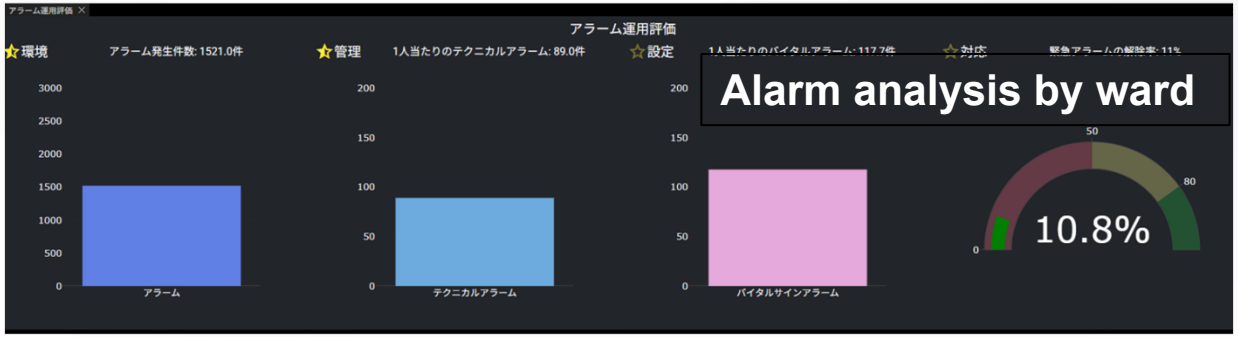


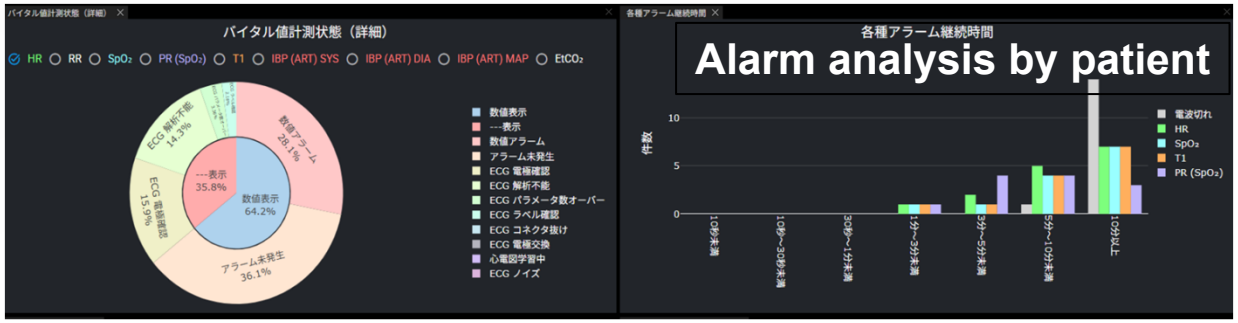
To Be

NEW!

On-site alarm analytics software

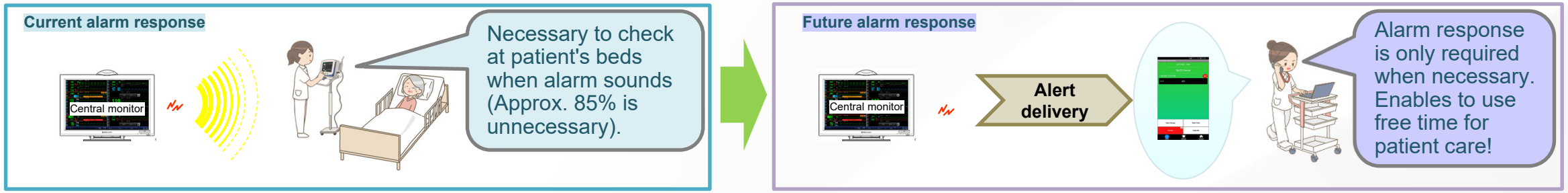
Visualizing and analyzing **real-time** alarm status and causes for **each patient on-site**
Supporting advanced alarm management in clinical practice



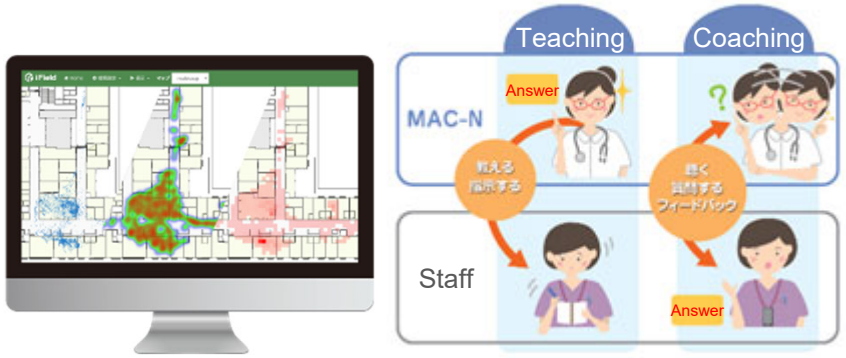


3) Alarm solution (Future plans)

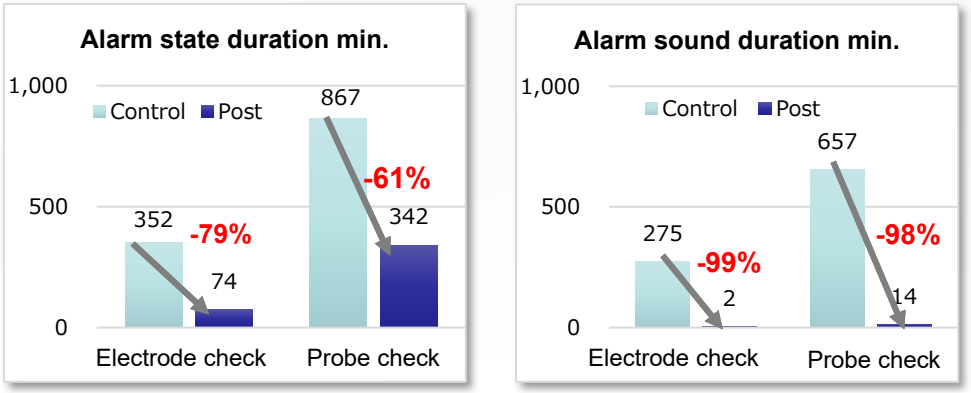
- **R&D investment in improved alarm algorithms for patient monitors**
- **Consideration of specifications for distributed alerts and confirmation of effectiveness of implementation**



- **Establishment of consulting methods for effective ward alarm management**



Consulting contents



Reduce technical alarms effectively*

* Subjects: A total of 160 patients in four wards at one medical institution in Japan, before and eight months after consulting service, per ward per day.

4) Admission and discharge management software NEW!

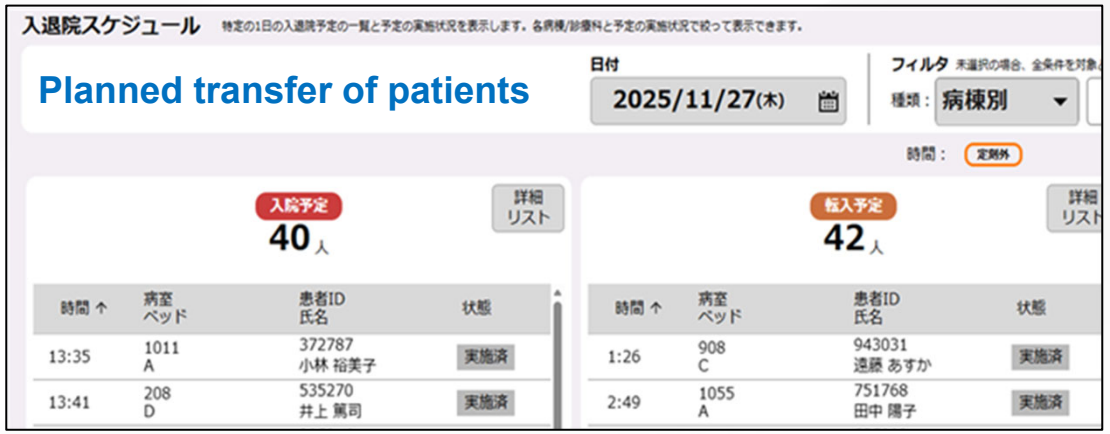
- Automatically acquiring, aggregating, and visualizing information necessary for hospital bed management in real time from EMRs
- Supporting hospital bed management by sharing information and clarifying criteria on admission, discharge, and transfer

Improving hospital bed occupancy rate

Optimizing length of hospital stay

Reducing length of hospital stay

Optimizing hospital management / Improving economics of medical care



5) Nihon Kohden's unique solutions for PFM center NEW!

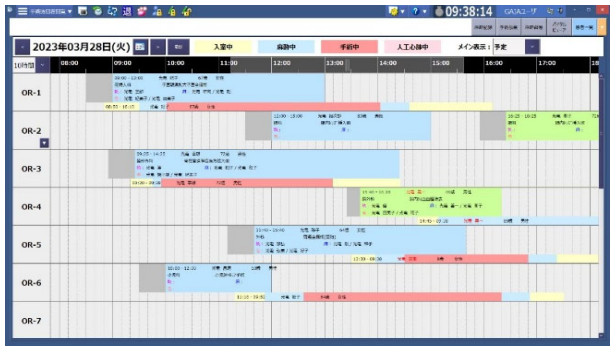
Aggregating surgical status, hospital bed availability, patient condition, and alarm occurrence status at PFM center* in the hospital

Improving outcomes with appropriate patient management

Improving economics of medical care by improving hospital bed occupancy rate

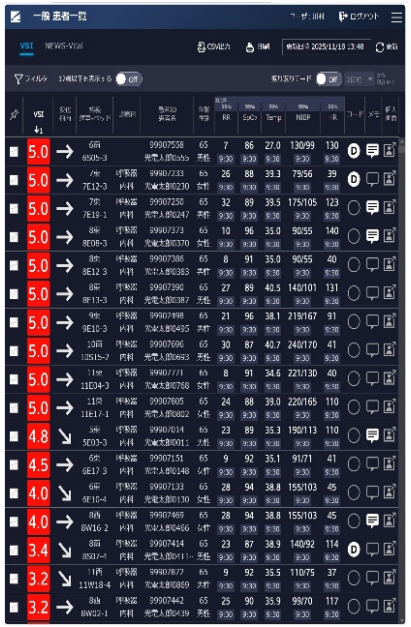
* Patient Flow Management centers manage bed utilization and patient intake by collecting and analyzing in-hospital data in real time.

(1) Surgical status (PrimeGaia)

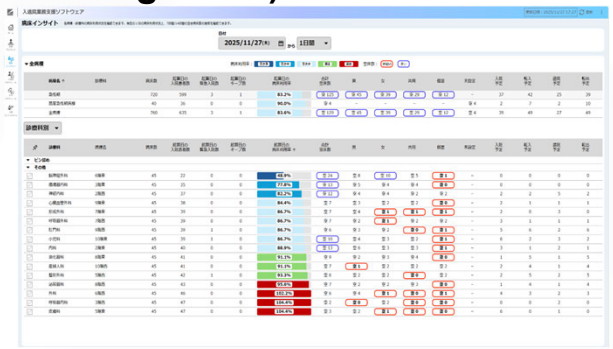


(2) Monitoring patient condition for critical care units

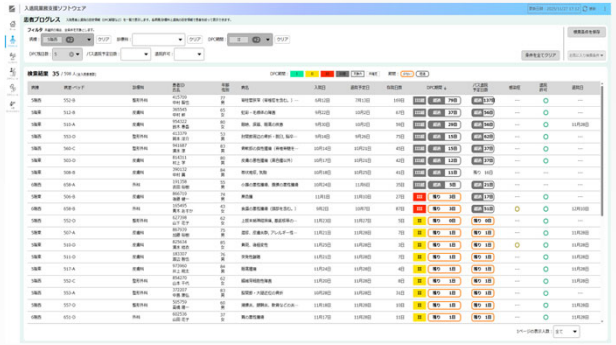
(3) Monitoring patient condition for general wards



(4) Hospital bed availability (Admission and discharge management)



(5) Patient progress*1 DPC*2 length of admission



(6) Ward alarm occurrence status

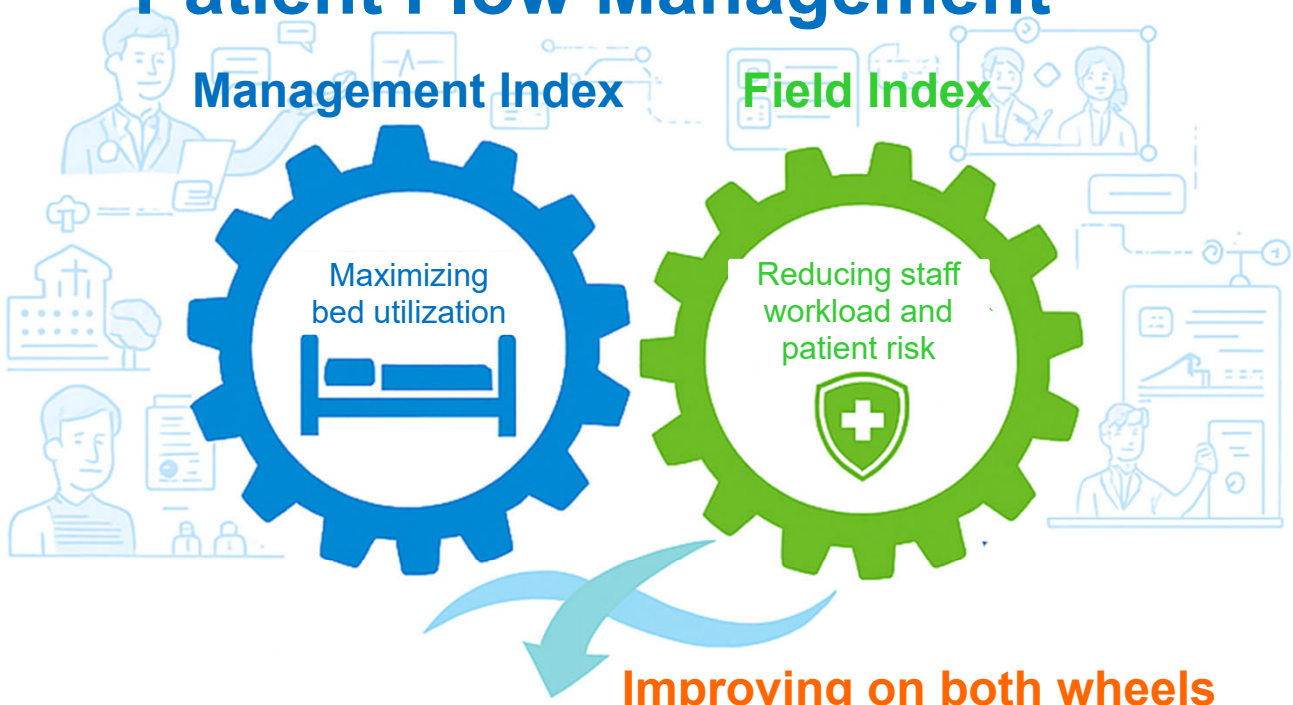
*1 Patient progress: patient's length of stay in hospital, DPC period, and expected number of days until discharge from clinical pass.
*2 DPC: Diagnosis Procedure Combination is comprehensive evaluation based on medical treatment group classification.

Support sustainable and staff-friendly hospital management

Patient Flow Management

PFM center

Visualizing hospital bed management



Sustainable and staff-friendly hospital management

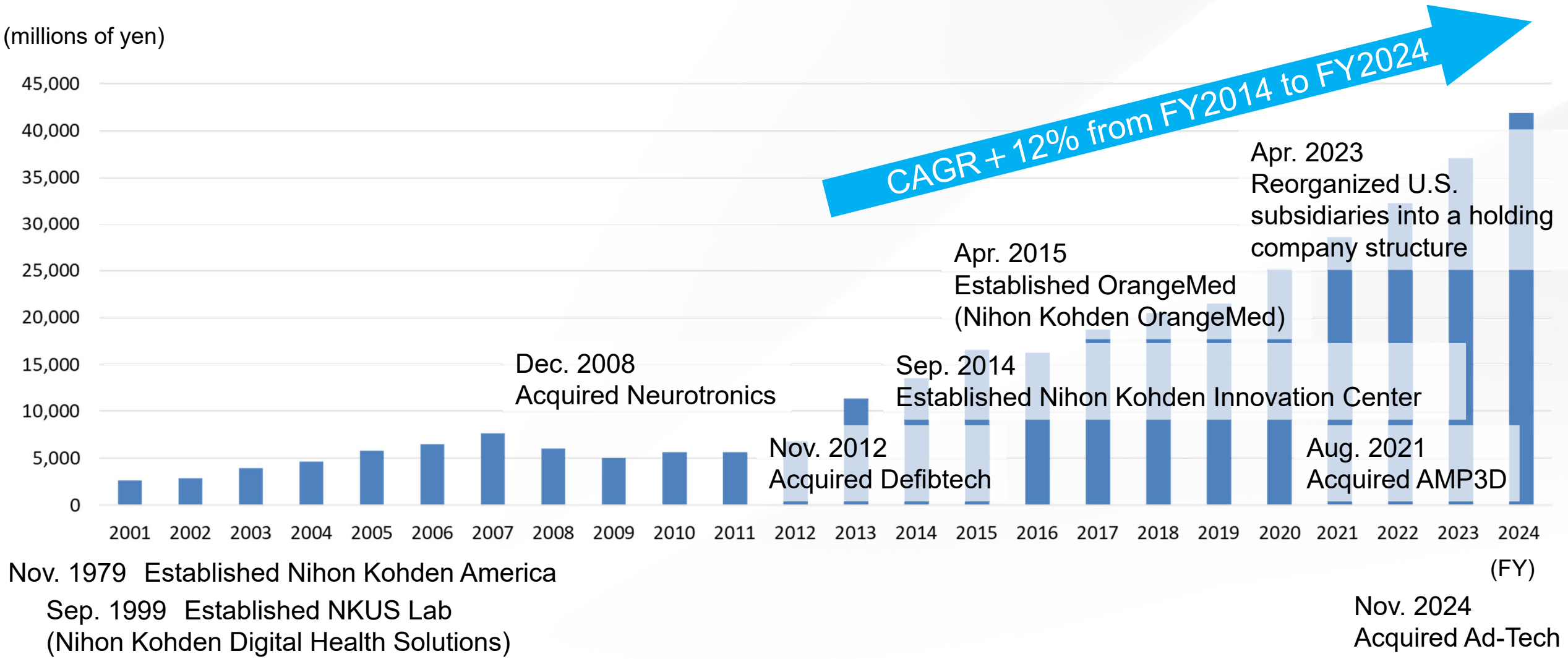
Digital Health Solution

- **Ambulances** — Remote triage*1
- **ERs**
- **Examination rooms** — Testing support
- **ORs** — Robotic anesthesia/ Anesthesia management/ Operating room management/
- **ICUs** — Critically ill patients management/ Circulation and respiratory management/ Neurocritical Care
- **Wards** — Ward patient management/ Alarm management
- **Clinics/ Regional hospitals** — Discharge support*2

*1 Collaboration with other companies. *2 Future plans.

DHS Vision in North America

Sales in North America



NIHON KOHDEN

Sales composition by product category

Automated External Defibrillators

Automated Chest Compression Devices

Ventilators

Treatment Equipment 24%⇒26%

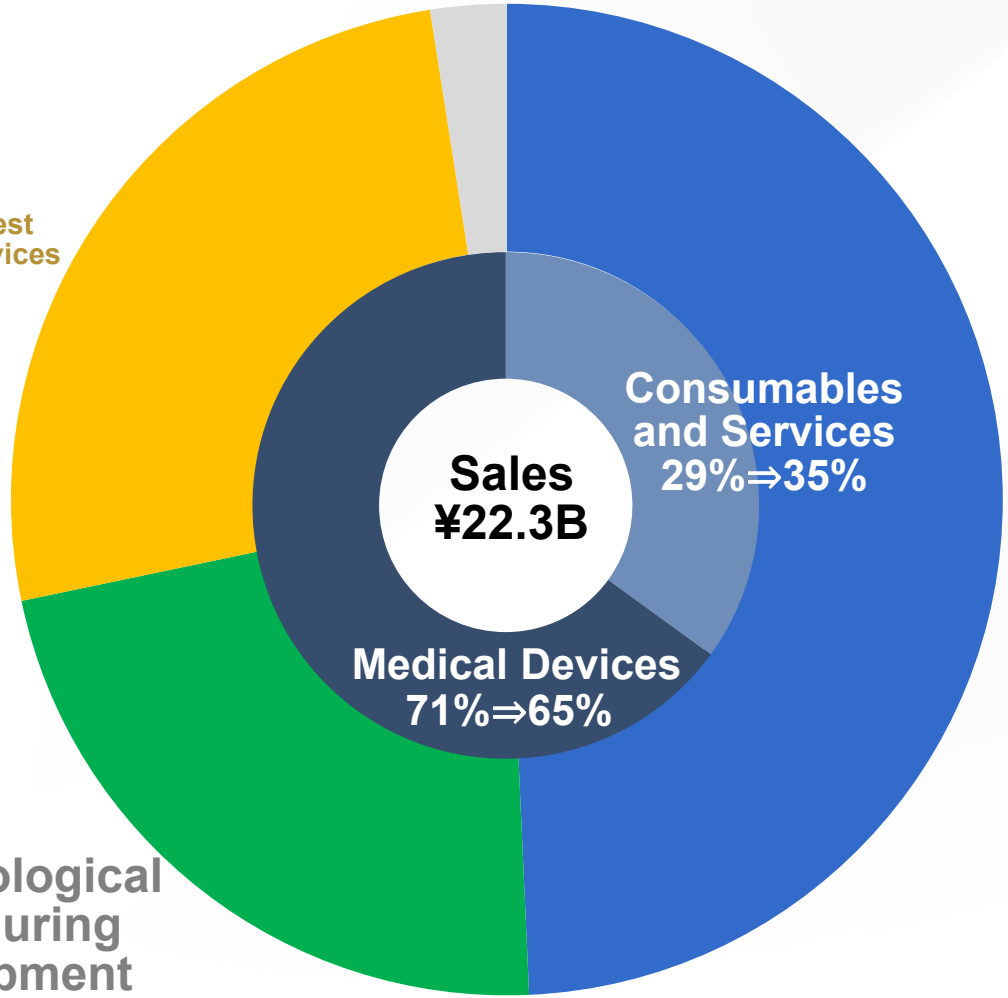
Home Sleep Recorder

EEG Headset

EMG electrodes for neuromuscular monitoring

Physiological Measuring Equipment 12%⇒22%

(FY2024 1H ⇒ FY2025 1H)



Bedside Monitors

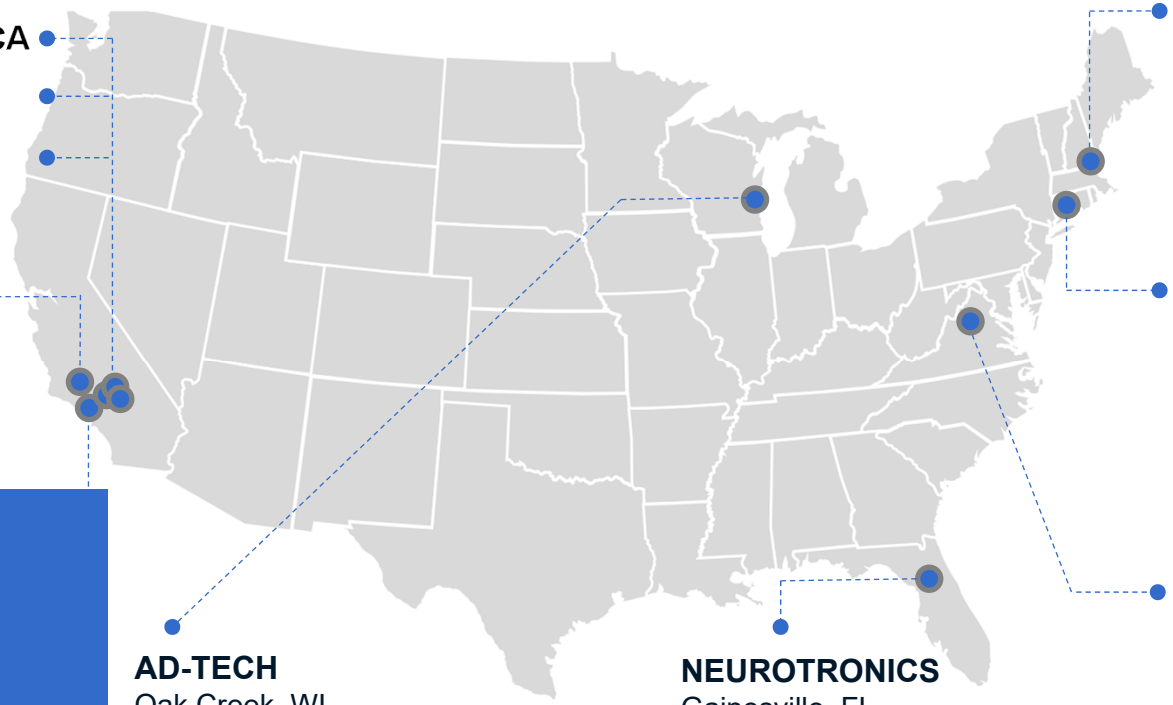
SpO_2 Probe

Patient Monitors 63% ⇒ 49%

DHS products = 9%
(of patient monitoring)

Driving innovation across the U.S.

U.S. R&D and Engineering Centers



NIHON KOHDEN NORTH AMERICA

NIHON KOHDEN AMERICA (HQ)

NIHON KOHDEN AMERICA (FULFILLMENT CENTER)

NIHON KOHDEN ORANGEMED
Santa Ana, CA
- Development, production, and sales of ventilators

NIHON KOHDEN DIGITAL HEALTH SOLUTIONS, INC.
Irvine, CA
- Development of innovative and high-value added solutions based on data from medical devices

AD-TECH
Oak Creek, WI
- Development, production, and sales of specialized electrodes for epilepsy treatment and neurodiagnostic procedures (Acquired in 2024)

NEUROTRONICS
Gainesville, FL
- Development and production of sleep analysis software and solutions (Acquired in 2008)

NIHON KOHDEN INNOVATION CENTER
Cambridge, MA
- Exploration of innovative research themes with universities, hospitals, and venture companies

DEFIBTECH
Guilford, CT
- Development, production, and sales of resuscitation products such as AEDs and automated chest compression devices. Manufacturing of select BSMs (Acquired in 2012)

AMP3D
Charlottesville, VA
- R&D of algorithms and software for patient condition management (Acquired in 2021, Absorbed into NKDHS in 2025)

Multisided platform with DHS as the core

Physicians
Clinical decision support, predictive analytics

Nurses
Workflow automation, alerts, and integrated dashboards

Hospital Admin
Cost-saving insights, operational KPIs

Patients
Easy access to health records and personalized care tools

CIO
Scalable, interoperable platform with low maintenance overhead

Device Vendors
Plug-and-play integration with DHP ecosystem

EMS Providers
Real-time data exchange at affordable rates

Researchers
Secure, anonymized data access and APIs for innovation

NIHON KOHDEN

* CIO: Chief Information Officer, EMS: Emergency Medical Service, API: Application Programming Interface

North America healthcare challenges

Understanding hospital challenges to deliver meaningful solutions

PATIENT CARE CHALLENGES

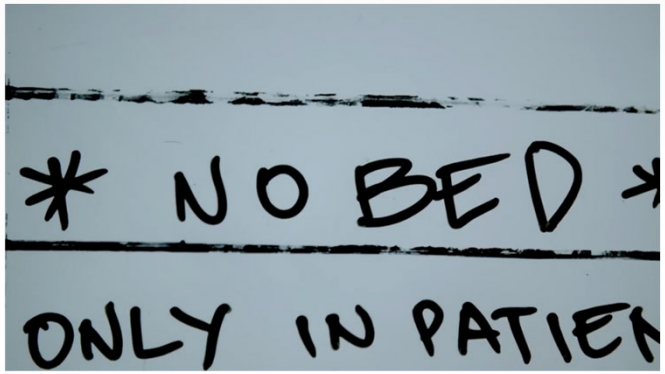
- Rising **patient care complexity**
- **Access** and equity issues
- **Siloed data** limits real-time insights

OPERATIONAL CHALLENGES

- **Workforce** shortages and burnout
- Technology **integration** challenges
- **Cybersecurity** threats

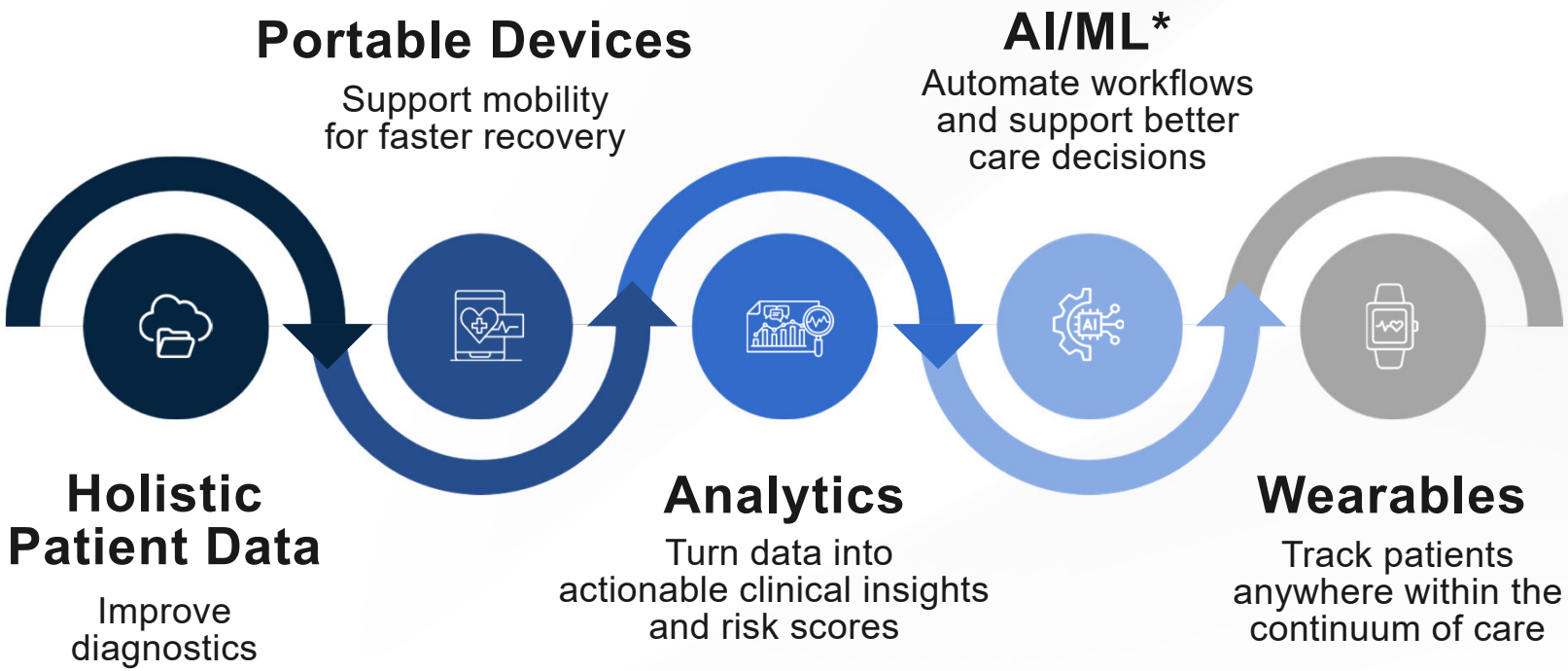
FINANCIAL CHALLENGES

- **Escalating** healthcare costs
- **Reduced** reimbursement rates
- Potential **cost pressure** from **tariffs**



Turning challenges into opportunities

Our innovation roadmap to support continuous, intelligent care



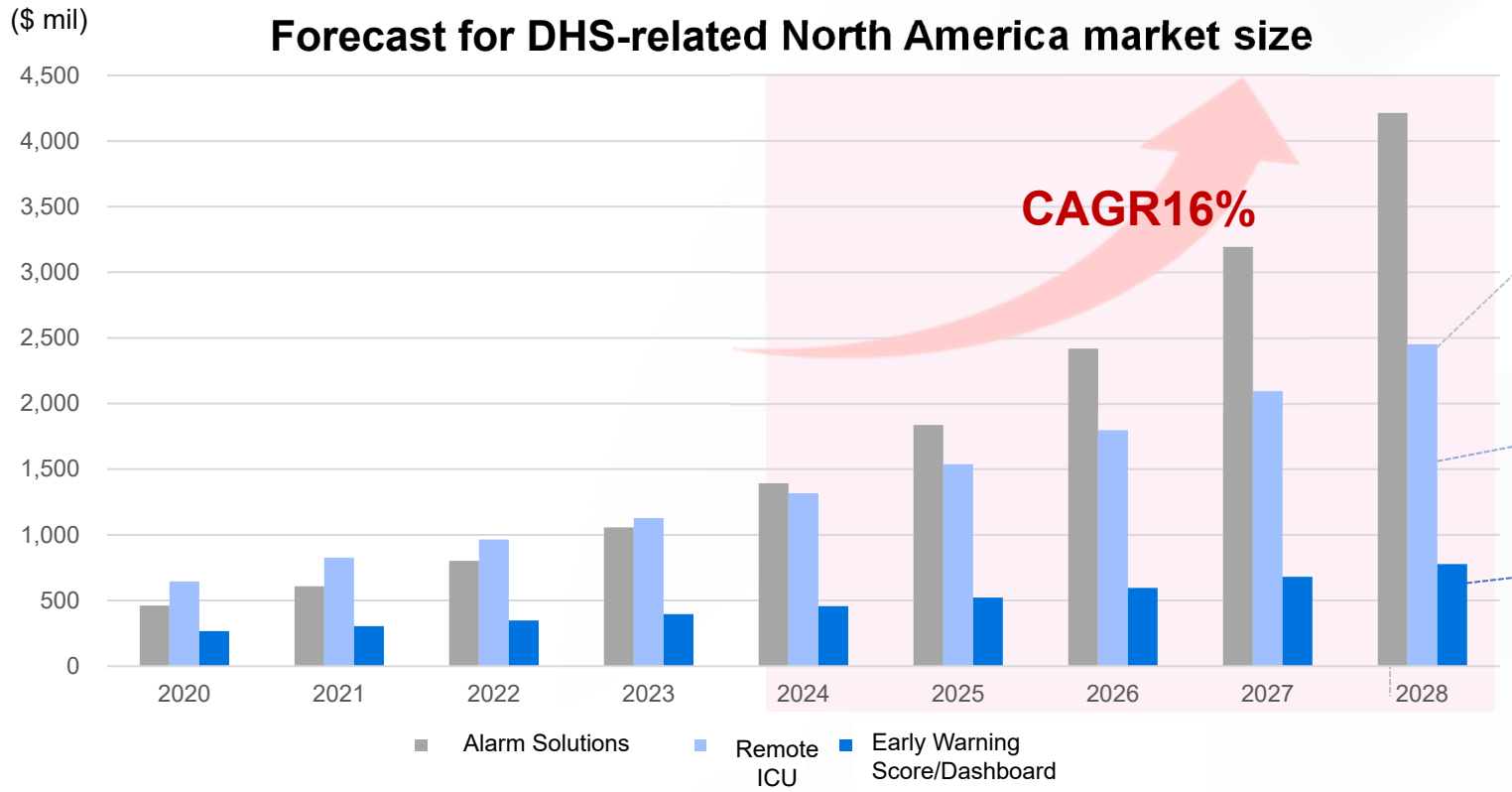
Meeting these opportunities requires innovation, trust, and partnership — core values that drive Nihon Kohden's approach.

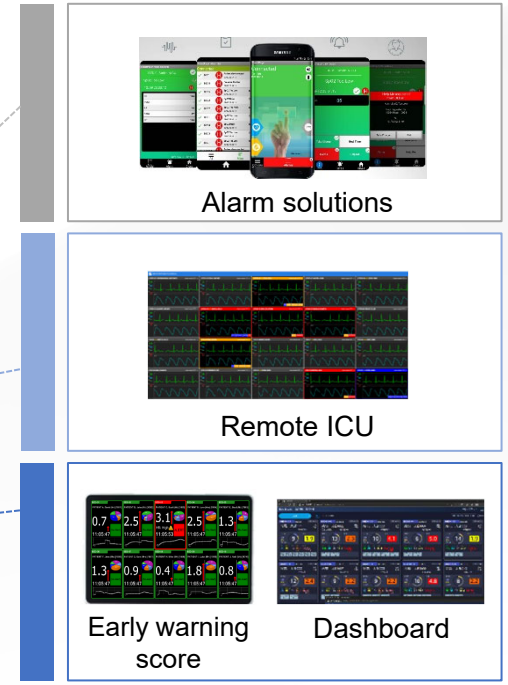
NIHON KOHDEN

* AI: Artificial Intelligence, ML: Machine Learning

Market demand for DHS expected to remain strong

DHS products such as Alarm Solutions, Remote ICU, and Early Warning Score and Dashboard in North America





Sources:
The Company's estimate based on Markets and Markets's report: CLINICAL RISK GROUPING SOLUTIONS MARKET BY PRODUCT (2017-2024), CLINICAL ALARM MANAGEMENT MARKET BY COMPONENT (2016-2023), and Mordor Intelligence's report: GLOBAL TELE INTENSIVE CARE UNIT MARKET (2021-2026).

Holistic real-time patient data solutions

Interconnected solutions to address the most critical challenges

Patient Monitoring

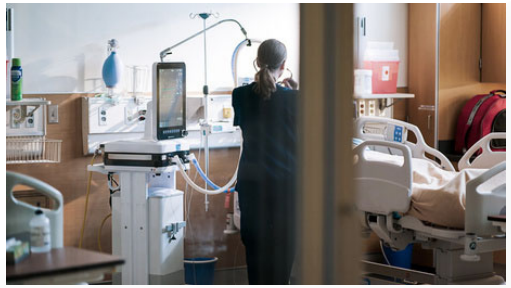
Complete physiological monitoring, integrated across old and new systems

Digital Health Solutions

Interconnecting core solutions — to improve care, cost, and workflows

Ventilation

Full suite of respiratory solutions – invasive and non-invasive



Consumables

Reliable sensors and accessories for consistent care

Neurology

Comprehensive brain monitoring and diagnostics

Innovative, relevant solutions

Improve Patient Outcomes and Reduce Adverse Events

Control Costs and Grow Health System Profitability

Smart Devices

Clinical decision support from augmented intelligence and closed-loop systems, to drive efficiencies and support decision-making

Patient-Centricity

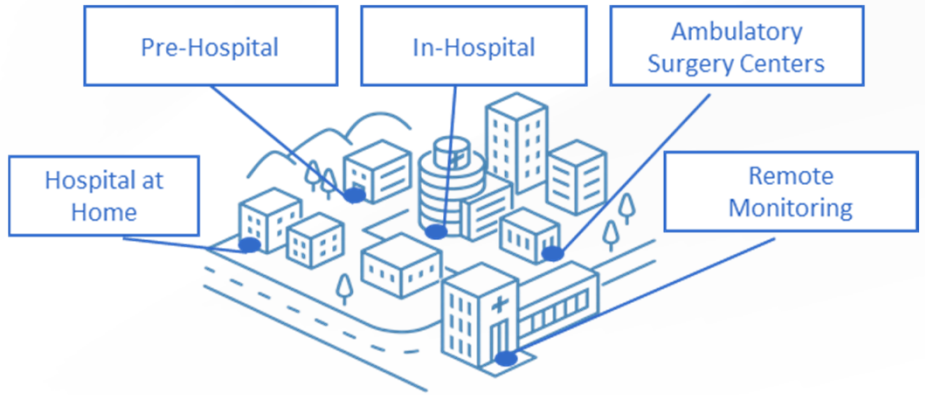
Mobility of patients, personalized data; Acquire, view, and assess holistic patient data anywhere with minimized hardware footprint

Connectivity

Continuous, expanded care ecosystem solutions; Remote monitoring, wearable sensors, hospital at home

Expanded Portfolio

Meaningful solutions (HW, SW, Services) and breakthrough technologies across the continuum of care



Optimization

Automation and machine learning to increase operational efficiencies without compromising quality of care

One Platform. More Value

Improve Patient Outcomes and Reduce Adverse Events

Control Costs and Grow Health System Profitability

Identify risk sooner, optimize care

Augmented Intelligence

- Decision Support
- Risk Scores
- Alarm Management
- Automation / Optimization
- Research Tools
- Dashboards

Simplify patient data acquisition & utilization

Nihon Kohden Digital Health Platform

- DIGITAL HEALTH PLATFORM (DHP)
- Medical Device Integration
- Remote Monitoring
- Waveform Data
- Numerical Data

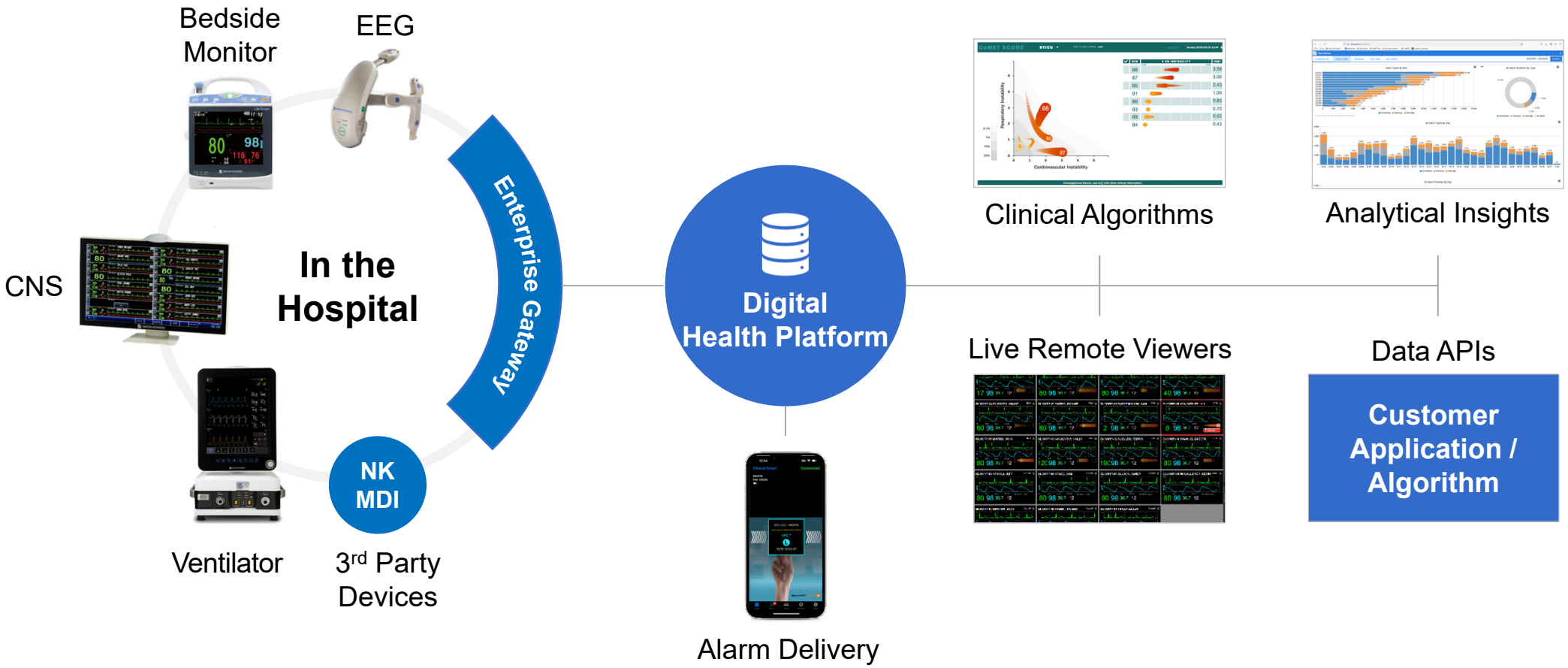
Liberate the power of medical device data

Data Sources





DIGITAL HEALTH ECOSYSTEM

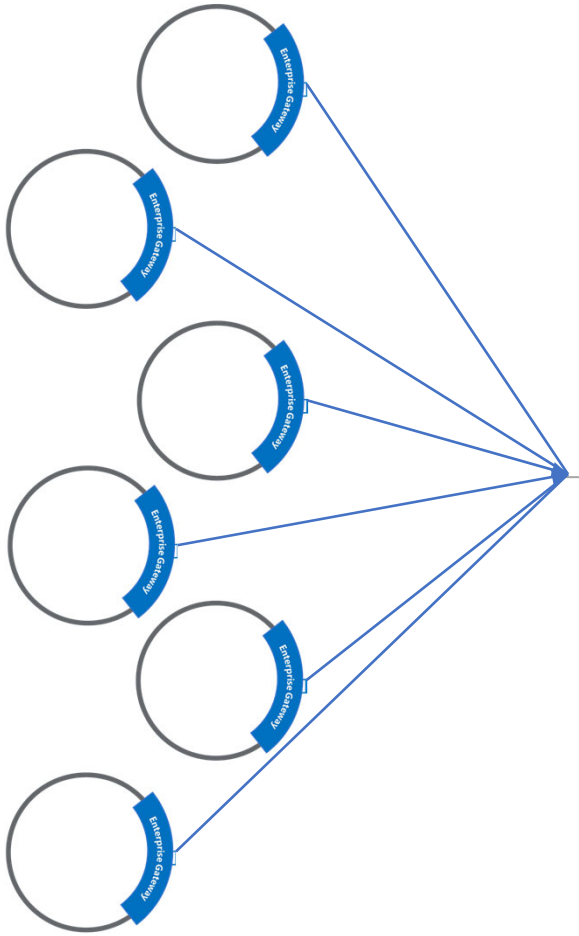


* MDI: Medical Device Integration, API: Application Programming Interface

DIGITAL HEALTH ECOSYSTEM

Enterprise Level Monitoring

Multiple hospitals one DHP



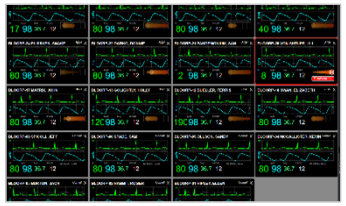
Digital Health Platform

Alarm Delivery

Clinical Algorithms

Analytical Insights

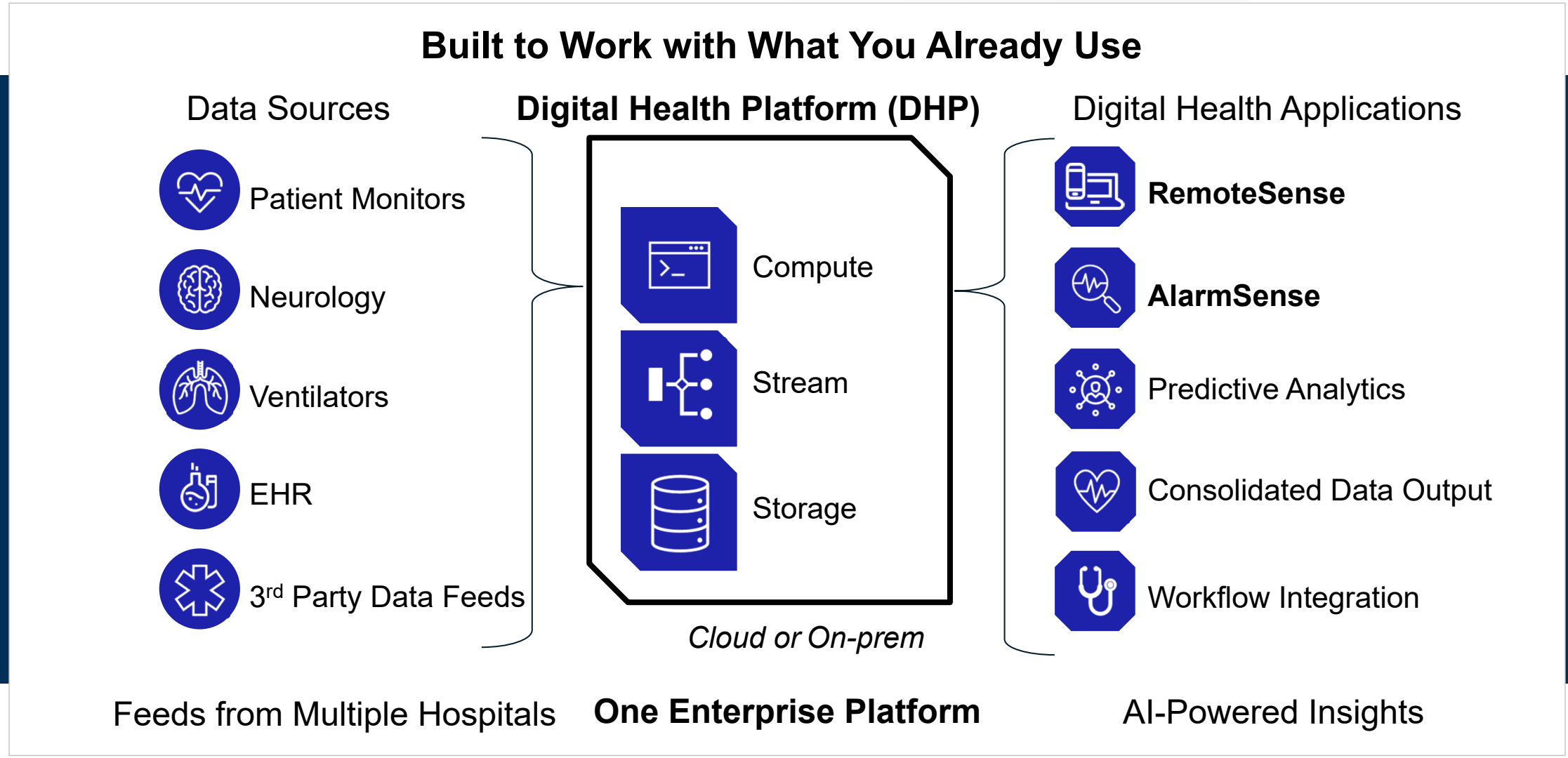
Live Remote Viewers



Data APIs

Customer Application / Algorithm

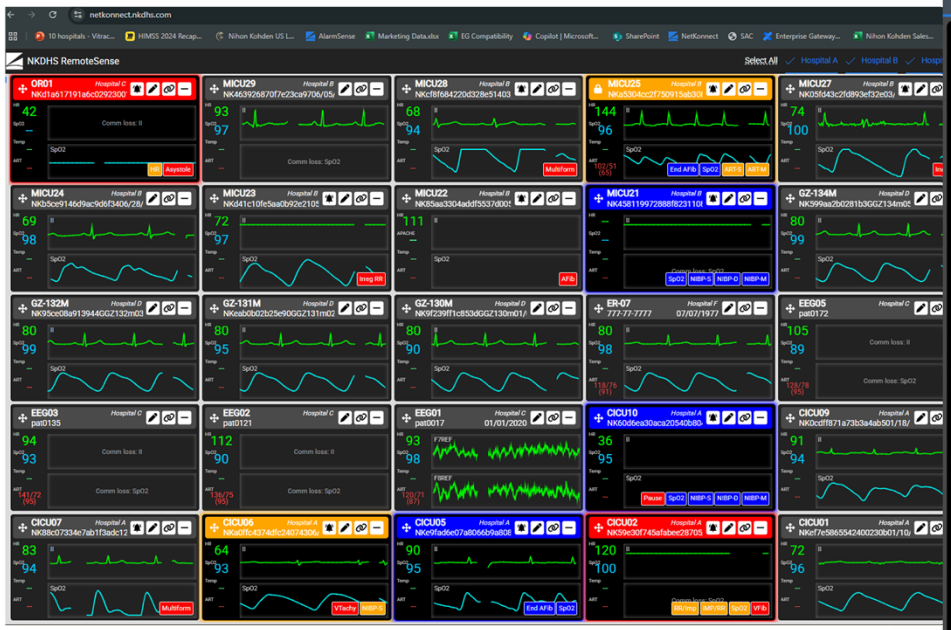
DIGITAL HEALTH PLATFORM

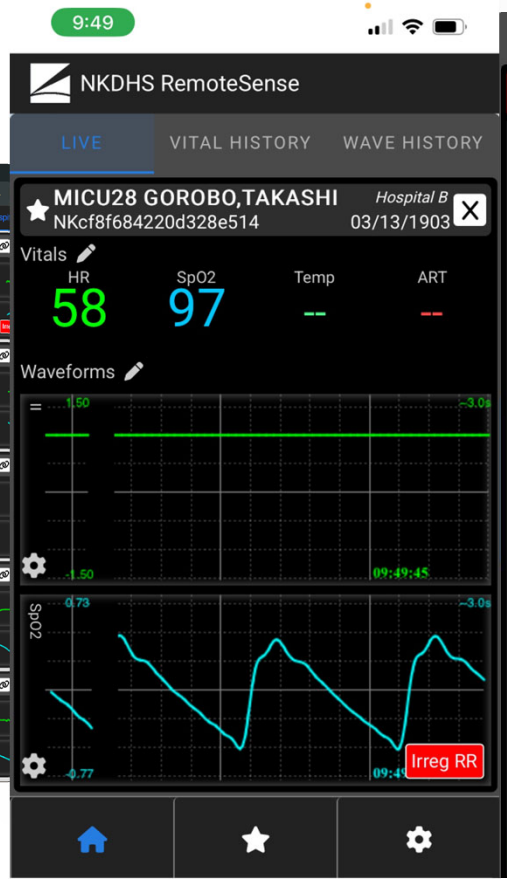


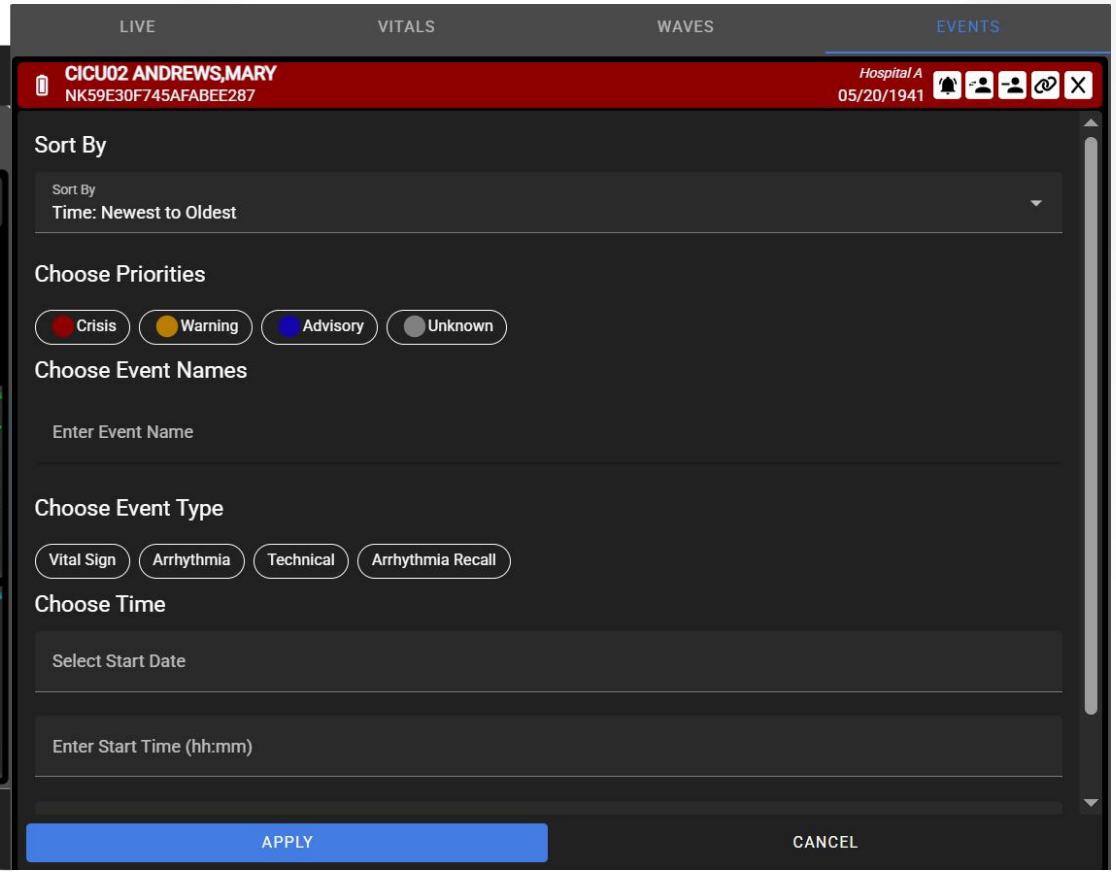
RemoteSense

Expanding Remote Monitoring

- Send waveform snippets directly to EMR
- Supports ADT workflow and alarm silencing
- Monitor up to 48 patients across multiple hospitals from anywhere
- Internet accessible live display of vitals & waveforms







NIHON KOHDEN

* ADT: Admission, Discharge, and Transfer

Key Characteristics of DHP for AI/ML

Unifying Data

Device Agnostic:

Medical Device and EMR Data Integration

Live: Secure / Scalable / Reusable:

Capable of streaming subscribed Live data

Accessible:

Secure, Accessible and Patient Centric Data Repository

Non-proprietary efficient format

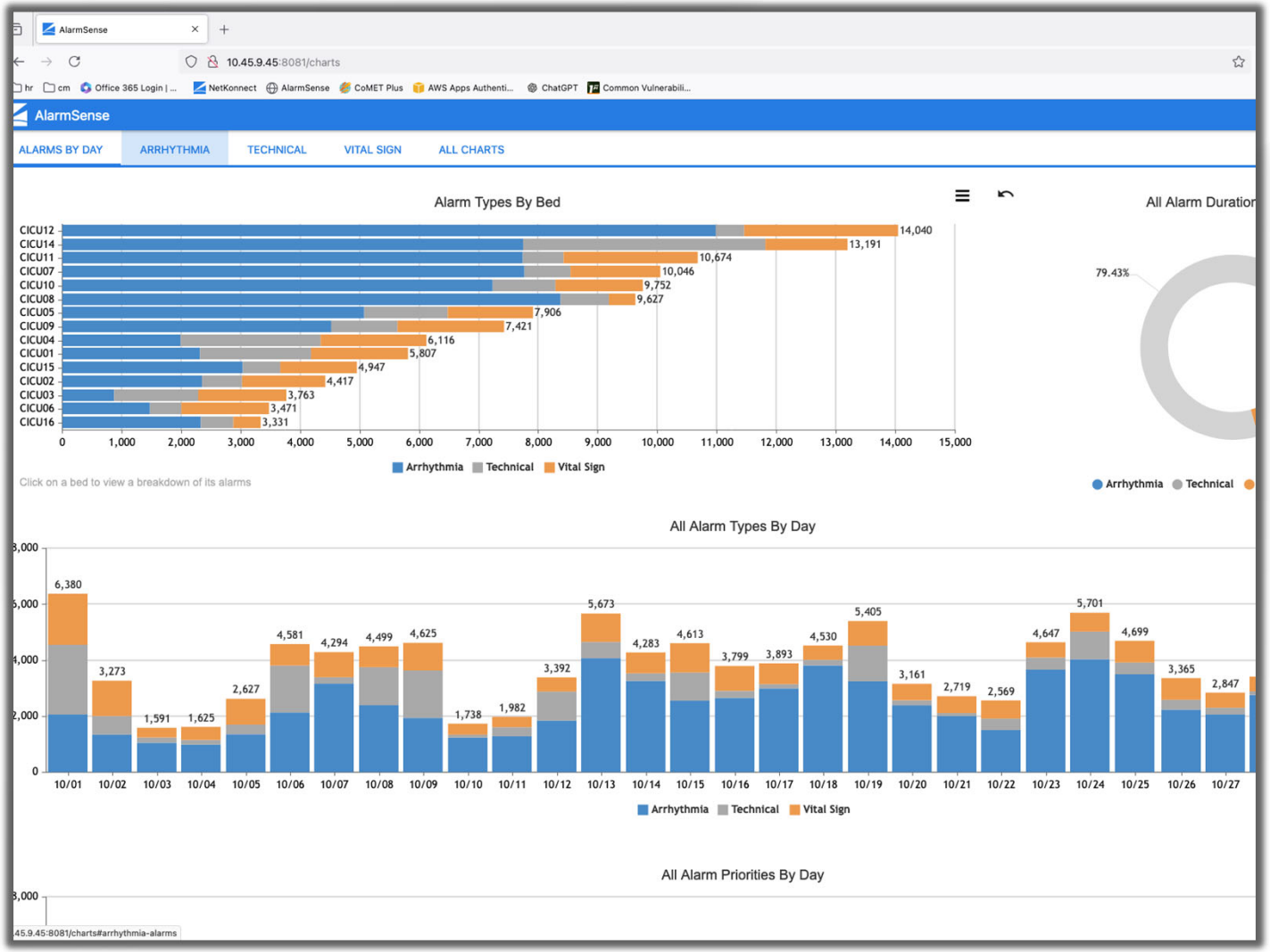
Highly accessible

* AI: Artificial Intelligence, ML: Machine Learning

AlarmSense

Reducing Alarm Fatigue

- Web-based application that uses DHP data from any bedside or telemetry monitor
- Visualizes alarm trends by unit, bed, or time, categorized by alarm type
- Simulates the impact of changing thresholds and delays—without affecting live systems
- Exports insights in PDF, CSV, PNG, or JPEG formats for review and collaboration
- Supports data-driven decisions to reduce non-actionable alarms and improve patient safety
- Enables quality and clinical teams to identify high-alarm areas and optimize alarm settings

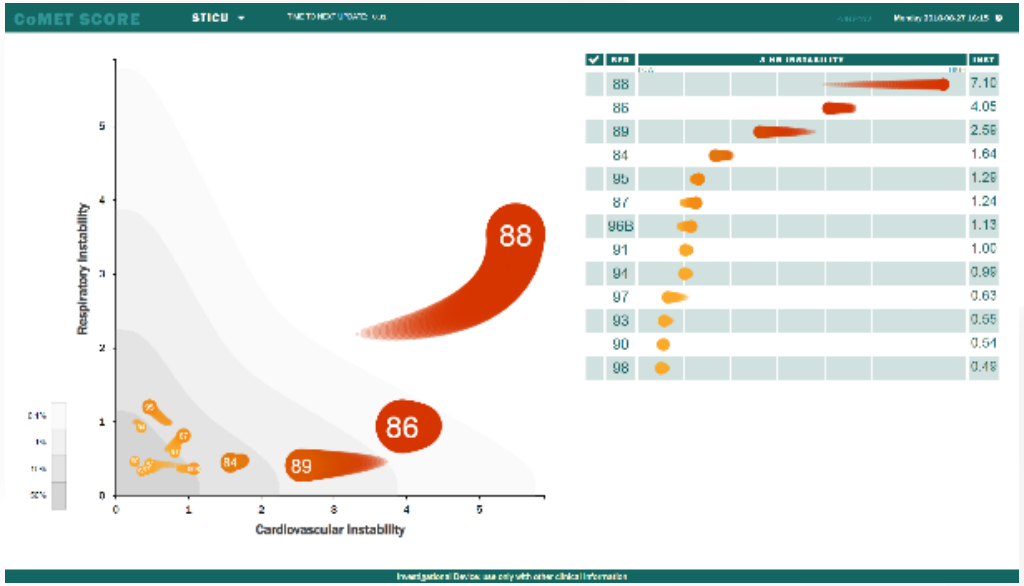


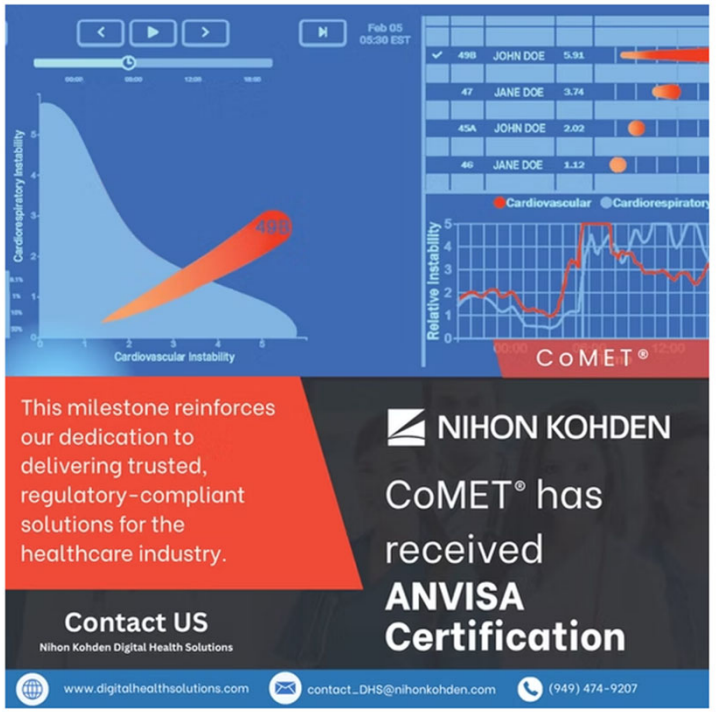
CoMET

Predicting the Future

CoMET is certified in
- Brazil
- Singapore

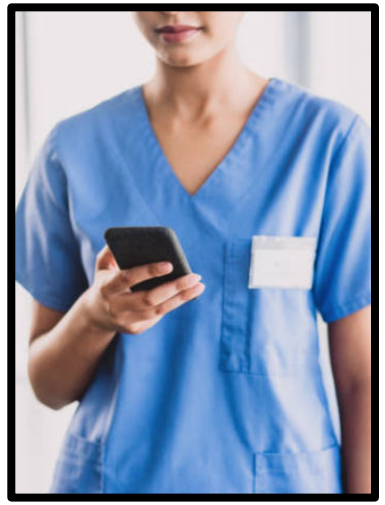
CoMET supports prediction of following conditions
- Hemorrhage
- Unplanned Intubation
- Sepsis
- ICU Transfer
- Mortality

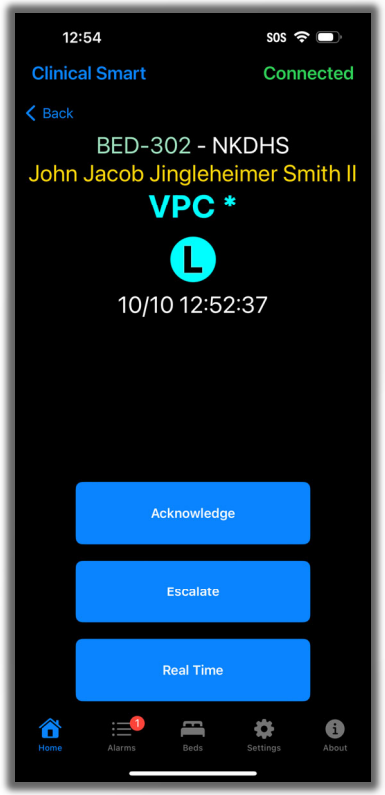


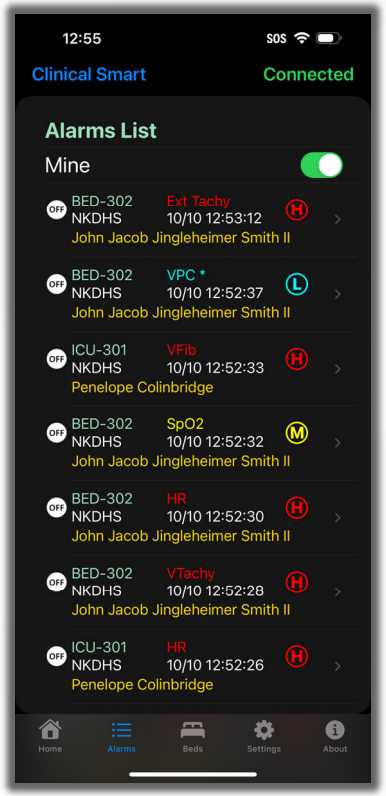


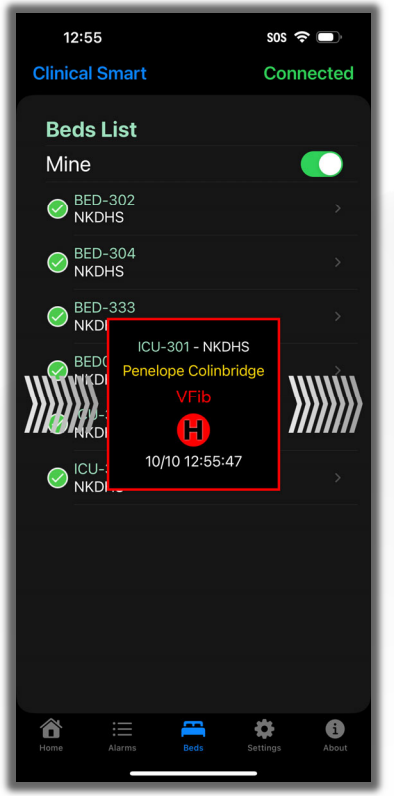
Clinical Smart

Efficient Alarm Delivery









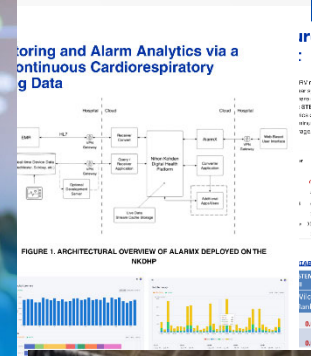
Configurable rules engine allows hospitals to create rules for Alerts

Deliver alerts directly to clinician cell phones

NIHON KOHDEN

Thought Leadership

Author Papers,
Speak at conferences,
Lead the conversation



(Reference) https://www.digitalhealthsolutions.com/news

Summary

R&D structure for DHS products

NEW!

Nihon Kohden Digital Health Solutions

Developing DHS products that meet customer needs in North America, a leader in medical DX, and expanding globally

Nihon Kohden Advanced Technology Center, India

Strengthening development capabilities of ITS+DHS products and internal IT systems, while accelerating the pace of R&D and reducing costs with North America and Japan

DHS Technology Development Department, Technology Development Operations

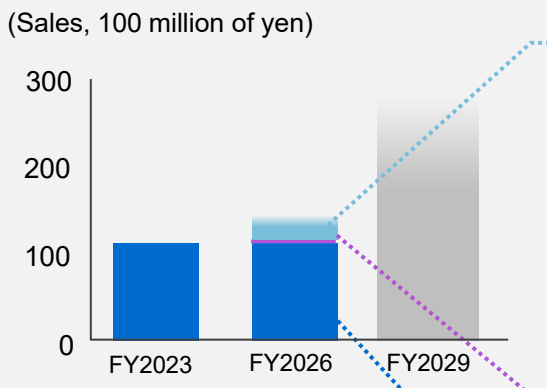
Developing problem-solving solutions aligned with workflow of medical institutions in Japan, focusing on expansion in Japan

Support from North America → Operating time: 17 hours → Support from North America

Japan (JST)	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	0	1	2	3	4	5
India (IST)	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	0	1	2
North America	13	14	15	16	17	18	19	20	21	22	23	0	1	2	3	4	5	6	7	8	9	10	11	12	

Solutions （ITS＋DHS）

Sales targets and KPIs



FY2023-26 CAGR Target

+ Mid-single digit

Sustainability KPI

Number of hospitals that have introduced AsisTIVA

Classification	Details
Alarm Management	• Apps that transfer alarm information obtained from medical devices to mobile terminals • Consulting services for reducing false alarms and alarm fatigue
Early Warning Score Dashboard (RRS Support System)	• Detecting signs of sudden change in conditions such as cardiac arrest and notifying alerts to medical workers before the patient's condition deteriorates
Remote ICU	• Supports remote diagnosis by sharing patient and imaging data between medical institutions lacking intensivists and nurses and supporting facilities inside/outside hospitals
AsisTIVA	• A software program that administers a controlled dose of anesthetics using the patient's vital signs as a guide
PrimeGaia Clinical information system	• Collect and manage data obtained from patient monitors and ventilators • Support for improving operational efficiency such as anesthesia and nursing records
PrimeVitaPlus Diagnostic information system	• Collect and manage data such as ECG, EEG, and endoscope • Support for improving efficiency of testing operation • Extensive data search and tabulation functions
PrimePartner® Clinical assistant service	• Aggregates and stores data such as IVD/ECG testing data from general practitioners on a cloud server, and enables to be shown on the EMR

* PrimeGaia, PrimeVitaPlus, and PrimePartner are only available in Japan.
* RRS (Rapid Response System) is designed to respond to patients with early signs of clinical deterioration.

Sales of DHS products in Phase III:
Aiming for tens of millions of dollars in North America and Japan, respectively

Disclaimer:
The contents of this document are based on the Company's best judgments at the time it was prepared and do not constitute a guarantee or promise that the Company will achieve its numerical targets or implement the measures described therein.
Information on products (including products under development) in this document is not intended to make any advertisement or promotion.
These documents have been translated from Japanese originals for reference purposes only. In the event of any discrepancy between these translated documents and the Japanese originals, the originals shall prevail.