

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.

August 6, 2026

Consolidated Financial Results for the Three Months Ended June 30, 2026 (Under Japanese GAAP)



Company name: YOKOWO CO.,LTD.

Listing: Tokyo Stock Exchange

Securities code: 6800

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

Representative: Katsuhei Yanagisawa, Representative Director, President and Executive Officer

Inquiries: Toshihisa Tagaya, Executive Officer cum Chief Officer, SCI (Sustainability & Corporate Integrity) H.Q.

Telephone: +81-3-3916-3111

Scheduled date to commence dividend payments: -

Preparation of supplementary material on financial results: Yes

Holding of financial results briefing: None

(Yen amounts are rounded down to millions, unless otherwise noted.)

1. Consolidated financial results for the three months ended June 30, 2026 (from April 1, 2026 to June 30, 2026)

(1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Three months ended June 30, 2026	25,917	23.4	2,001	172.7	2,187	601.8	1,706	433.1
June 30, 2025	21,004	0.6	734	(30.5)	311	(84.6)	320	(81.5)

Note: Comprehensive income For the three months ended June 30, 2026: ¥2,903 million [—%]
For the three months ended June 30, 2025: ¥(53) million [—%]

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Three months ended June 30, 2026	73.20	—
June 30, 2025	13.73	—

(2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio
	Millions of yen	Millions of yen	%
As of June 30, 2026	94,251	62,530	66.2
March 31, 2026	89,358	60,341	67.4

Reference: Equity (Shareholders' equity + Accumulated other comprehensive income)

As of June 30, 2026: ¥62,400 million

As of March 31, 2026: ¥60,227 million

2. Cash dividends

	Annual dividends per share				
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended March 31, 2026	—	25.00	—	31.00	56.00
Fiscal year ending March 31, 2027	—				
Fiscal year ending March 31, 2027 (Forecast)		32.00	—	32.00	64.00

3. Consolidated financial result forecasts for the fiscal year ending March 31, 2027 (from April 1, 2026 to March 31, 2027)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Six months ending September 30, 2026	50,000	17.2	3,900	158.8	3,800	191.9	2,800	110.1	120.09
Full year	101,000	12.1	8,000	59.5	7,900	42.9	5,600	44.1	240.17

Note: Revisions to the financial result forecast most recently announced: Yes

* Notes

(1) Significant changes in the scope of consolidation during the period: None

Newly included: - companies()
Excluded: - companies()

(2) Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements: None

(3) Changes in accounting policies, changes in accounting estimates, and restatement

- (i) Changes in accounting policies due to revisions to accounting standards and other regulations: None
- (ii) Changes in accounting policies due to other reasons: None
- (iii) Changes in accounting estimates: None
- (iv) Restatement: None

(4) Number of issued shares (common shares)

(i) Total number of issued shares at the end of the period (including treasury shares)

As of June 30, 2026	23,849,878 shares
As of March 31, 2026	23,849,878 shares

(ii) Number of treasury shares at the end of the period

As of June 30, 2026	533,024 shares
As of March 31, 2026	539,401 shares

(iii) Average number of shares outstanding during the period (cumulative from the beginning of the fiscal year)

Three months ended June 30, 2026	23,313,834 shares
Three months ended June 30, 2025	23,310,685 shares

* Review of the Japanese-language originals of the attached consolidated quarterly financial statements by certified public accountants or an audit firm: None

* Proper use of earnings forecasts, and other special matters

The forward-looking statements such as the financial results forecast stated in this document are based on the information currently available to the Company and certain assumptions that the Company deems to be reasonable. These statements are not guarantees of future performance and actual results may differ materially from the forecast depending on a range of factors. For a discussion of the assumptions and other factors considered by the Company in preparing projections and notes on the use of the forecasts, please refer to page 4 of the attachments, “1. Qualitative Information on Quarterly Financial Results (3) Future Outlook.”

Contents of Attachments

1. Qualitative Information on Quarterly Financial Results.	2
(1) Overview of Operating Results	2
(2) Overview of Financial Position.	3
(3) Future Outlook ..	4
2. Quarterly Consolidated Financial Statements and Primary Notes	6
(1) Quarterly Consolidated Balance Sheet.....	6
(2) Quarterly Consolidated Statements of Income and Comprehensive Income.....	8
(3) Notes to Quarterly Consolidated Financial Statements.....	10
(Going concern assumptions) ..	10
(Significant Changes in Shareholders' Equity)	10
(Segment Information) ..	10
(Quarterly Consolidated statements of Cash Flows).....	11
(Significant Subsequent Events) .	12

1. Qualitative Information on Quarterly Financial Results

(1) Overview of Operating Results

Net sales in the three months ended June 30, 2026 amounted to ¥25,917 million, an increase of 23.4% year-on-year, reflecting increased sales in all segments. Operating profit came in at ¥2,001 million, an increase of 172.7% year-on-year, primarily attributable to significant profit growth from the sales increase in the CTC segment, despite reduced profitability in the VCCS segment due to factors such as rising costs caused by the weakening of the yen. Ordinary profit increased by 601.8% year-on-year to ¥2,187 million, reflecting the increase in operating profit as well as the foreign exchange gains of ¥167 million attributable to the weakening of the yen. Profit attributable to owners of parent increased by 433.1% year-on-year to ¥1,706 million mainly owing to a temporary reduction in the tax burden at overseas production bases.

The average exchange rate for the three months ended June 30, 2026 was ¥159.57 against the US dollar (¥144.59 in the previous fiscal year), while the closing rate was ¥162.39 against the US dollar (¥159.88 at the end of the previous fiscal year).

<VCCS> (Core Product: Automotive Antenna)

The automotive market, the main market for this segment, remained sluggish overall mainly due to weak sales and intensified competition in China, as well as production cutbacks by automobile manufacturers due to the Middle East conflict. A breakdown by region shows that the number of units sold in Japan increased, while sales in the United States were flat and sales in China declined.

In these circumstances, sales of mainstay products for automobile manufacturers, such as shark fin antennas and GPS antennas, increased year-on-year, driven in part by growth in net sales in the overseas market due to the weakening of the yen, despite signs of softening demand in some regions.

As a result, sales for this segment increased to ¥14,251 million (up 4.7% year-on-year). The segment reported a profit of ¥116 million (down 81.0% year-on-year), due to rising costs at production bases in Vietnam and the Philippines caused by the weakening of the yen, as well as increased transportation costs resulting from higher crude oil prices, and soaring raw material prices.

<CTC> (Core Product: Semiconductor Testing Socket and Probe Card)

The semiconductor testing market, the main market for this segment, showed strong growth overall. This was driven by increased investment in cutting-edge semiconductors amid expanding demand related to generative AI.

In these circumstances, sales of jigs for semiconductor back-end testing, the mainstay product of the Group, increased year-on-year, due to a recovery trend in orders for testing sockets for PCs and other logic semiconductors, as well as a significant increase in orders driven by expanding demand for testing related to generative AI. Sales of jigs for semiconductor front-end testing decreased year-on-year because of a decline in sales of turnkey business which offers one-stop solution services including peripheral devices, as well as sluggish sales of MEMS probe cards (YPX) for high-frequency electronics components testing.

As a result, sales for this segment significantly increased to ¥7,450 million (up 70.4% year-on-year). The segment reported a profit of ¥1,970 million (up 798.8% year-on-year) due to profit growth from increased sales, as well as improvement in product mix caused by a rise in the ratio of relatively high profit margin products, despite increased costs driven by higher raw material prices and increased outsourcing expenses.

<FC / MD> (FC Core Product: Fine spring connector for electronics) (MD Core Product: Medical devices and units)

In the market for mobile communication terminals, the main market for this segment, sales of wearable terminals are expected to grow given their diversification and greater sophistication. On the other hand, the unit shipments of smartphones declined and remained at a low level. The POS terminal market is expected to grow steadily across a wide range of industries, including logistics and manufacturing, driven by the pursuit of operational efficiency through information management, and demand has remained firm.

In these circumstances, net sales for FC business, for which fine spring connectors act as core products, increased year-on-year, reflecting strong orders received for POS terminals as well as solid sales for wearable devices, such as wireless earbuds.

In MD business, net sales increased year-on-year, supported by steady sales of both catheter components and unit products for a major domestic medical device manufacturer, one of the Company's key customers, despite sluggish sales for the venture ecosystem in which the Company participates as a manufacturing partner.

As a result, sales for this segment increased to ¥3,190 million (up 19.6% year-on-year). The segment reported a profit of ¥85 million (down 3.5% year-on-year) due to cost escalation factors, including rising raw material prices.

<Incubation Center> (Core Product: Antenna and providing solutions for MaaS/IoT)

The MaaS/IoT market, the main market for this segment, is expected to grow steadily, reflecting the advance of mobility including car sharing, and the widespread adoption of IoT connecting everything through the Internet.

In these circumstances, Platform business has made progress in expanding sales of MIMO antennas utilizing smart antenna technologies for IoT, and vehicle key management solutions for MaaS and rental cars. The Systems Business Promotion Division, which has been included in this segment since last fiscal year, focused on expanding sales of IoT communication and sensing solutions, as well as disaster prevention and monitoring systems.

As a result, sales for this segment increased to ¥1,024 million (up 194.9% year-on-year). The segment reported a loss of ¥174 million (a loss of ¥200 million in the previous fiscal year), because the segment involves up-front investment.

Consolidated Net Sales by Business Segment

	1st quarter ended June 30, 2025 Apr.–Jun. (Million yen)	4th quarter ended March 31, 2026 Jan.–Mar. (Million yen)	1st quarter ended June 30, 2026 Apr.–Jun. (Million yen)	Y o Y change (%)	Q o Q change (%)
VCCS	13,615	14,577	14,251	+4.7	(2.2)
CTC	4,372	5,222	7,450	+70.4	+42.7
FC/MD	2,667	3,158	3,190	+19.6	+1.0
Incubation Center	347	1,073	1,024	+194.9	(4.6)
Others	1	1	1	+22.7	+21.0
Total	21,004	24,032	25,917	+23.4	+7.8

(2) Overview of Financial Position

(Assets)

Assets stood at ¥94,251 million as of the end of the first quarter of the fiscal year ending March 31, 2027 (an increase of ¥4,893 million compared with the end of the previous fiscal year). This was due primarily to increases of ¥951 million in accounts receivable, ¥1,113 million in inventories, and ¥1,613 million in investment securities. The increase in inventories was mainly due to a rise in work in process resulting from an increase in orders in the CTC business.

(Liabilities)

Liabilities stood at ¥31,721 million as of the end of the first quarter of the fiscal year ending March 31, 2027 (an increase of ¥2,704 million compared with the end of the previous fiscal year) due primarily to increases of ¥1,043 million in accounts payable and ¥1,530 million in accounts payable-other, such as bonuses included in other current liabilities.

(Net assets)

Net assets amounted to ¥62,530 million as of the end of the first quarter of the fiscal year ending March 31, 2027 (an increase of ¥2,188 million from the end of the previous fiscal year). This mainly reflects an increase of ¥586 million in foreign currency translation adjustment, the recording of profit attributable to owners of parent of ¥1,706 million, and dividends paid of ¥731 million.

(Equity ratio)

The equity ratio was 66.2% as of the end of the first quarter of the fiscal year ending March 31, 2027 (down 1.2 points from the end of the previous fiscal year).

(3) Future Outlook

Our assumption for the result forecast for the fiscal year ending March 31, 2027 has been revised based on an assumed exchange rate of ¥155 against the US dollar (the previous forecast assumed an exchange rate of ¥150 against the US dollar). Based on this, our forecast for net sales and profits for the first half and the full year has been revised as shown in the table below.

① Forecasts for the first six months of the fiscal year (first half)

Our forecast for net sales for the first half has been revised as shown in the table below based on the result of the three months ended June 30, 2026 and the latest order forecast.

Our forecast for operating profit has been revised as shown in the table below, reflecting the results for the first quarter of the fiscal year. While profit in the VCCS segment is expected to decline, overall operating profit is expected to increase due to higher profit resulting from increased sales in the CTC segment, as well as the impact of revising the assumed exchange rate to a weaker yen.

Our forecasts for ordinary profit and profit attributable to owners of parent have been revised as shown in the table below, which incorporate a foreign exchange loss of ¥100 million based on an assumed exchange rate of ¥155 against the US dollar.

② Full-year forecasts

Our forecast for net sales has been revised as shown in the table below, reflecting the revision of the assumed exchange rate to a weaker yen, together with expected further growth in orders driven mainly by demand related to generative AI and the effects of expanded production capacity in the CTC segment.

Our forecast for operating profit has been revised as shown in the table below. Although profit in the VCCS segment is expected to decline, as in the first-half forecast, profit in the CTC segment is expected to increase on higher sales, even after partially factoring in initial costs associated with expanded production capacity.

Our forecasts for ordinary profit and profit attributable to owners of parent have been revised as shown in the table below, which incorporate the assumption that no foreign exchange gains or losses will occur in the second half based on the assumed exchange rate of ¥155 against the US dollar.

Financial Results for the six months ended September 30, 2025 and Forecast for the six months ending September 30, 2026

(Unit : Million yen, %)

	Previous forecast (Announced on May 13, 2026) (Million yen)	Revised forecast (Million yen)	Change (Million yen)	Change (%)
Net Sales	48,000	50,000	+2,000	+4.2
VCCS	27,500	27,650	+150	+0.5
CTC	13,000	14,400	+1,400	+10.8
FC/MD	6,100	6,250	+150	+2.5
Incubation Center	1,400	1,700	+300	+21.4
Other/Adjustments	—	—	—	—
Operating profit	3,300	3,900	+600	+18.2
VCCS	1,000	300	(700)	(70.0)
CTC	2,400	3,750	+1,350	+56.3
FC/MD	250	200	(50)	(20.0)
Incubation Center	(350)	(350)	—	—
Other/Adjustments	—	—	—	—
Ordinary profit	2,800	3,800	+1,000	+35.7
Interim profit attributable to owners of parent	1,950	2,800	+850	+43.6

Financial Result for the fiscal year ended March 31, 2026 and Forecast for the Fiscal Year Ending March 31, 2027
(Unit : Million yen, %)

	Previous forecast (Announced on May 13, 2026) (Million yen)	Revised forecast (Million yen)	Change (Million yen)	Change (%)
Net Sales	97,000	101,000	+4,000	+4.1
VCCS	55,000	55,500	+500	+0.9
CTC	27,000	29,950	+2,950	+10.9
FC/MD	12,200	12,450	+250	+2.0
Incubation Center	2,800	3,100	+300	+10.7
Other/Adjustments	—	—	—	—
Operating profit	7,000	8,000	+1,000	+14.3
VCCS	2,000	750	(1,250)	(62.5)
CTC	5,200	7,550	+2,350	+45.2
FC/MD	500	400	(100)	(20.0)
Incubation Center	(700)	(700)	—	—
Other/Adjustments	—	—	—	—
Ordinary profit	6,500	7,900	+1,400	+21.5
Profit attributable to owners of parent	4,500	5,600	+1,100	+24.4

2. Quarterly Consolidated Financial Statements and Primary Notes

(1) Quarterly Consolidated Balance Sheet

(Millions of yen)

	As of March 31, 2026	As of June 30, 2026
Assets		
Current assets		
Cash and deposits	18,174	18,167
Notes and accounts receivable - trade	18,383	19,335
Merchandise and finished goods	8,399	8,604
Work in process	548	691
Raw materials and supplies	6,799	7,564
Other	2,810	3,500
Allowance for doubtful accounts	(3)	(5)
Total current assets	55,112	57,858
Non-current assets		
Property, plant and equipment	19,399	20,039
Intangible assets	2,350	2,284
Investments and other assets		
Investment securities	4,305	5,918
Retirement benefit asset	5,570	5,596
Other	2,619	2,554
Total investments and other assets	12,495	14,069
Total non-current assets	34,245	36,393
Total assets	89,358	94,251
Liabilities		
Current liabilities		
Notes and accounts payable - trade	7,515	8,558
Short-term borrowings	3,209	4,224
Current portion of long-term borrowings	1,644	144
Income taxes payable	886	517
Provision for bonuses	1,554	873
Other	4,845	6,446
Total current liabilities	19,655	20,764
Non-current liabilities		
Long-term borrowings	6,176	7,176
Retirement benefit liability	768	807
Other	2,416	2,973
Total non-current liabilities	9,360	10,956
Total liabilities	29,016	31,721
Net assets		
Shareholders' equity		
Share capital	7,819	7,819
Capital surplus	8,198	8,198
Retained earnings	32,318	33,293
Treasury shares	(1,029)	(1,012)
Total shareholders' equity	47,306	48,298
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	1,922	2,603
Foreign currency translation adjustment	8,108	8,694
Remeasurements of defined benefit plans	2,890	2,803
Total accumulated other comprehensive income	12,920	14,102

(Millions of yen)

	As of March 31, 2026	As of June 30, 2026
Non-controlling interests	113	129
Total net assets	60,341	62,530
Total liabilities and net assets	89,358	94,251

(2) Quarterly Consolidated Statements of Income and Comprehensive Income

Quarterly Consolidated Statement of Income

For the Three-Month Period

(Millions of yen)

	For the three months ended June 30, 2025	For the three months ended June 30, 2026
Net sales	21,004	25,917
Cost of sales	17,197	20,330
Gross profit	3,806	5,587
Selling, general and administrative expenses	3,072	3,586
Operating profit	734	2,001
Non-operating income		
Interest income	13	11
Dividend income	46	57
Foreign exchange gains	-	167
Other	33	30
Total non-operating income	93	267
Non-operating expenses		
Interest expenses	45	61
Share of loss of entities accounted for using equity method	5	3
Foreign exchange losses	452	-
Other	11	16
Total non-operating expenses	516	81
Ordinary profit	311	2,187
Extraordinary income		
Gain on sale of non-current assets	0	3
Gain on sale of investment securities	1	-
Gain on bargain purchase	309	-
Total extraordinary income	310	3
Extraordinary losses		
Loss on retirement of non-current assets	7	1
Loss on sale of non-current assets	0	9
Total extraordinary losses	7	10
Profit before income taxes	614	2,180
Income taxes - current	179	145
Income taxes - deferred	112	314
Total income taxes	292	459
Profit	322	1,720
Profit attributable to non-controlling interests	1	13
Profit attributable to owners of parent	320	1,706

Quarterly Consolidated Statement of Comprehensive Income
For the Three-Month Period

(Millions of yen)

	For the three months ended June 30, 2025	For the three months ended June 30, 2026
Profit	322	1,720
Other comprehensive income		
Valuation difference on available-for-sale securities	43	681
Foreign currency translation adjustment	(392)	588
Remeasurements of defined benefit plans, net of tax	(26)	(86)
Total other comprehensive income	(375)	1,183
Comprehensive income	(53)	2,903
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	(51)	2,887
Comprehensive income attributable to non-controlling interests	(1)	15

(3) Notes to Quarterly Consolidated Financial Statements

(Going concern assumptions)

Not applicable.

(Significant Changes in Shareholders' Equity)

Not applicable.

(Segment Information)

First quarter ended June 30, 2025 (Apr. – Jun.)

1 Sales, profit or loss, and breakdown of revenue by reportable segment

(Unit : Million yen)

	Reportable segment					Other (Note2)	Inter- segment transactions (Note 3)	Total
	VCCS	CTC	FC/MD	Incubation Center	Total			
Net Sales								
Japan	4,698	333	1,156	346	6,535	1	—	6,536
Europe and America	6,821	1,902	325	0	9,049	—	—	9,049
Asia	2,096	2,135	1,186	—	5,418	—	—	5,418
Revenue from contracts with customers	13,615	4,372	2,667	347	21,003	1	—	21,004
Sales to third parties	13,615	4,372	2,667	347	21,003	1	—	21,004
Inter-segment transactions and transfers	—	—	—	—	—	153	(153)	—
Total	13,615	4,372	2,667	347	21,003	154	(153)	21,004
Segment profit	615	219	88	(200)	721	0	11	734

Notes:

1 The total segment profit is the same as the operating profit on the quarterly consolidated statement.

2 The Others category is a business segment not included in reportable segments and includes the temporary staffing business and other businesses.

3 The reconciling amounts for inter-segment sales and transfers are a method for the elimination of inter-segment transactions.

2 Impairment of fixed assets and goodwill, etc. by reportable segment

(Material gain on bargain purchase)

In the Incubation Center segment, a gain on bargain purchase of 309 million yen was recorded in extraordinary income as a result of the transfer of the network solution businesses of KOHA Co., Ltd., through a company split (simplified absorption-type company split).

First quarter ended June 30, 2026 (Apr. – Jun.)

1 Sales, profit or loss, and breakdown of revenue by reportable segment

(Unit : Million yen)

	Reportable segment					Other (Note2)	Inter- segment transactions (Note 3)	Total
	VCCS	CTC	FC/MD	Incubation Center	Total			
Net Sales								
Japan	5,564	280	1,163	1,021	8,029	1	—	8,031
Europe and America	6,578	3,062	420	2	10,064	—	—	10,064
Asia	2,107	4,107	1,606	—	7,822	—	—	7,822
Revenue from contracts with customers	14,251	7,450	3,190	1,024	25,916	1	—	25,917
Sales to third parties	14,251	7,450	3,190	1,024	25,916	1	—	25,917
Inter-segment transactions and transfers	—	—	—	—	—	155	(155)	—
Total	14,251	7,450	3,190	1,024	25,916	157	(155)	25,917
Segment profit	116	1,970	85	(174)	1,997	0	3	2,001

Notes:

1 The total segment profit is the same as the operating profit on the quarterly consolidated statement.

2 The Others category is a business segment not included in reportable segments and includes the temporary staffing business and other businesses.

3 The reconciling amounts for inter-segment sales and transfers are a method for the elimination of inter-segment transactions.

2 Impairment of fixed assets and goodwill, etc. by reportable segment

(Material gain on bargain purchase)

Not applicable.

(Quarterly Consolidated statements of Cash Flows)

The Quarterly Consolidated statement of Cash Flows for the first quarter of the current fiscal year has not been prepared.

Depreciation (including amortization of intangible fixed assets for the first quarter of the consolidated fiscal year under review) are as follows:

(Unit : Million yen)

	First quarter ended June 30, 2025 (Apr. – Jun.)	First quarter ended June 30, 2026 (Apr. – Jun.)
Depreciation	980	1,031

(Significant Subsequent Events)

(Disposal of Treasury Shares as Restricted Stock Compensation)

At the meeting of the Board of Directors held on July 7, 2026, the Company resolved to dispose of treasury shares as restricted stock compensation (the “Disposal”) as follows.

(1) Payment Date	July 23, 2026
(2) Class and Number of Shares to be Disposed of	15,900 shares of the Company’s common stock
(3) Disposal Price	¥5,490 per share
(4) Total Disposal Amount	¥87,291,000
(5) Planned Allottees	4 Directors of the Company (excluding Outside Directors): 5,700 shares 7 Executive Officers of the Company: 5,500 shares 9 Managing Officers of the Company: 4,700 shares

The Company has introduced a restricted stock compensation plan (the “Plan”) with the objective of providing Directors (excluding Outside Directors), Executive Officers and Managing Officers (collectively, the “Eligible Officers”) with incentives to enhance the Company’s corporate value through ownership of the Company’s shares and to further align their interests with those of shareholders.

Pursuant to a resolution of the Board of Directors held on July 7, 2026, the Company approved the grant of monetary compensation claims totaling ¥87,291,000 (the “Monetary Compensation Claims”) to 20 Eligible Officers, taking into account the purpose of the Plan, the Company's performance and various other circumstances. At the same meeting, the Board of Directors also resolved that, under the Plan, 15,900 shares of the Company’s common stock would be disposed of through the contribution in kind of all of the Monetary Compensation Claims by the Eligible Officers.