



# Operating Results for FY2025 1Q



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Kyokuto Kaihatsu Kogyo Co., Ltd.  
**TSE Prime: 7226**

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# **1. Results of FY2025 1Q**

# Summary of Consolidated Financial Results for FY2025 1Q



<b>Fiscal year</b> <b>Millions of yen</b>	<b>FY2024</b> <b>1Q</b>	<b>FY2025</b> <b>1Q</b>	<b>Change</b>	<b>Percentage</b>
Net sales	28,626	33,457	+ 4,830	+16.9%
Operating profit	931	966	+ 35	+3.8%
Ordinary profit	1,292	1,087	(205)	(15.9%)
Profit attributable to owners of parent	820	(4,984)	(5,804)	-
Special Purpose Vehicles Business: Orders Received	25,902	32,697	+ 6,795	+26.2%
Special Purpose Vehicles Business: Order Backlogs	84,842	105,796	+ 20,954	+24.7%

- FY2025 1Q**
- Key points of consolidated operating results**
- ✓ **Growth in our core special-purpose vehicle business contributed to an increase in consolidated net sales**
  - ✓ **Operating profit was up slightly from the same period of the previous year**
  - ✓ **Recording provisions for losses related to the Antimonopoly Act led to a net loss for the current period**
  - ✓ **Orders received and order backlogs increased significantly due to rush demand associated with the price revisions of finished goods**

# Quarterly Trends in Consolidated Financial Results

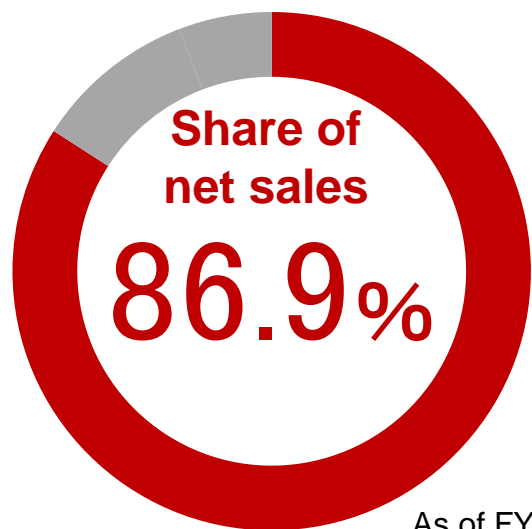
(Accumulation period)

Fiscal year Millions of yen		FY2024	FY2025	Change (Year-on-year)	
		1Q	1Q	Amount	Percentage
Net sales	Net sales	28,626	33,457	+ 4,830	+16.9%
	Special Purpose Vehicles	24,741	29,191	+ 4,450	+18.0%
	Overseas figures	2,062	4,289	+ 2,227	+108.0%
	Environmental Equipment and Systems	2,163	2,502	+ 339	+15.7%
	Car Parking Systems	1,886	1,911	+ 25	+1.3%
Operating profit	Operating profit	931	966	+ 35	+3.8%
	Special Purpose Vehicles	733	770	+ 37	+5.1%
	Overseas figures	101	83	(18)	(17.8%)
	Environmental Equipment and Systems	197	314	+ 116	+59.1%
	Car Parking Systems	191	222	+ 31	+16.6%

## FY2025 1Q Key Points by Segment

- ✓ Sales and income increased in all segments
- ✓ In the special purpose vehicle business, the effects of the price revisions of finished goods became apparent
- ✓ Overseas, STG, which became a group company last fiscal year, contributed to a significant increase in net sales

## **2. Results by Segment**



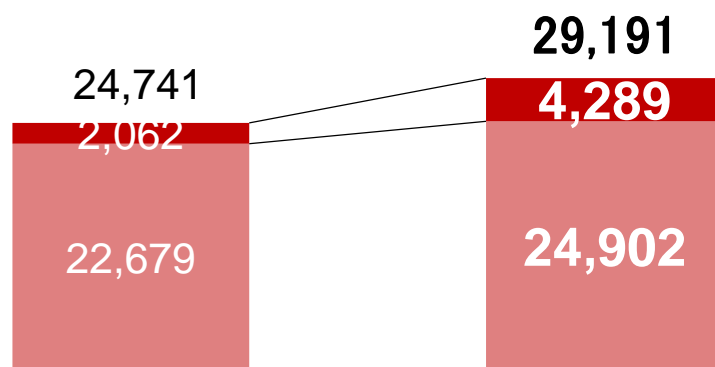
## Net sales

- ↗ Domestic Trailers saw a significant increase
- ↘ Domestic A model change of truck chassis caused a delay in delivery
- ↗ Australia Suction-cut excavators performed better than expected

## Operating profit

- ↗ Domestic Steel prices continued to fall due to declining demand and price competition
- ↘ Domestic Cost of sales continued to rise for some finished goods

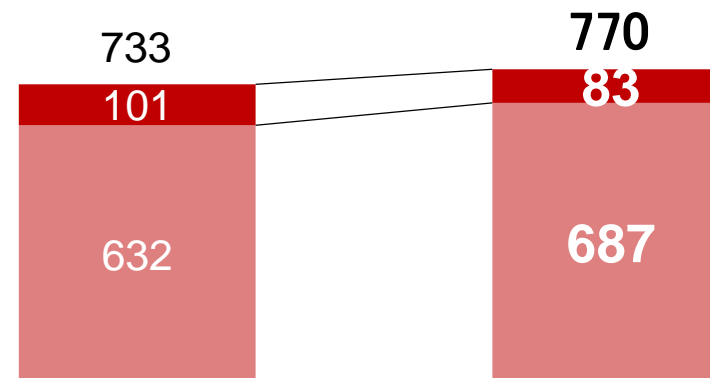
**Net sales** Compared to previous period  
+17.9%  
■ Domestic ■ Overseas  
(Millions of yen)



FY2024 1Q

FY2025 1Q

**Operating profit** Compared to previous period  
+5.1%  
■ Domestic ■ Overseas  
(Millions of yen)

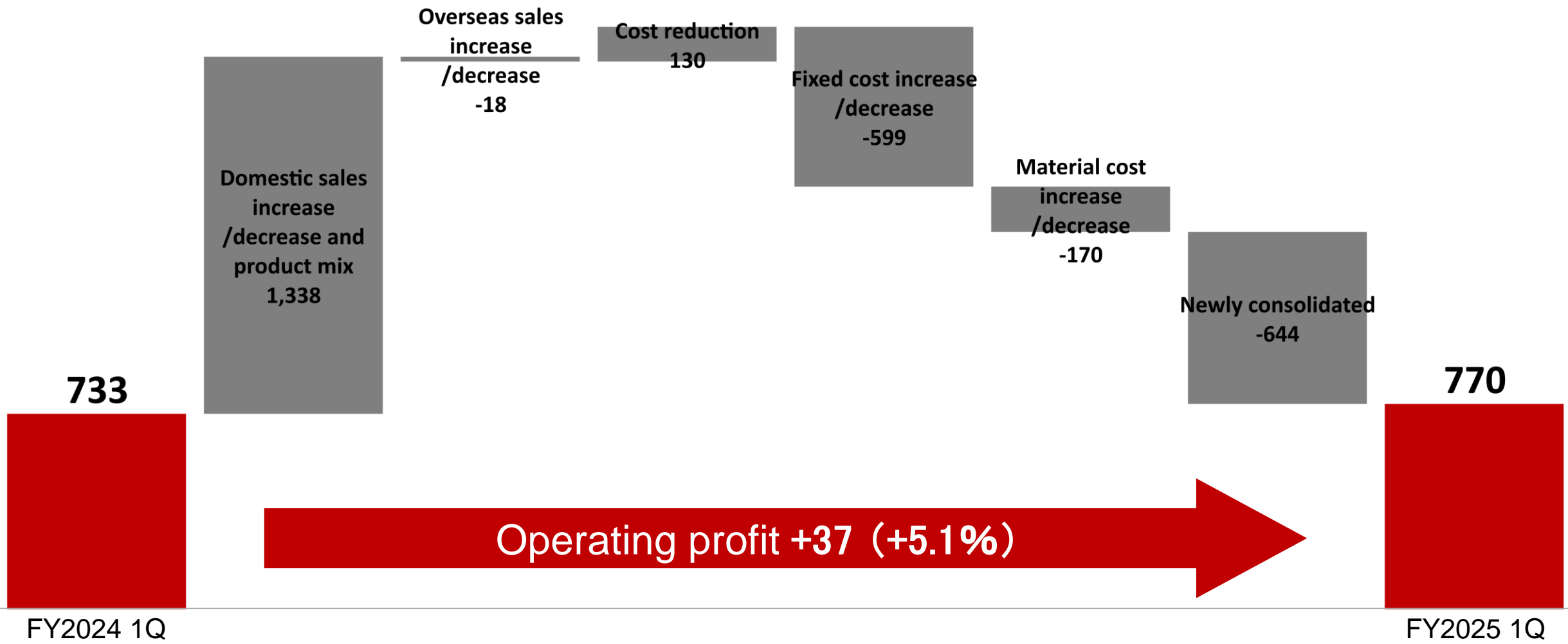


FY2024 1Q

FY2025 1Q

# Factors Causing Increase / Decrease in Consolidated Operating Profit (Special Purpose Vehicles Business)

(Millions of yen)





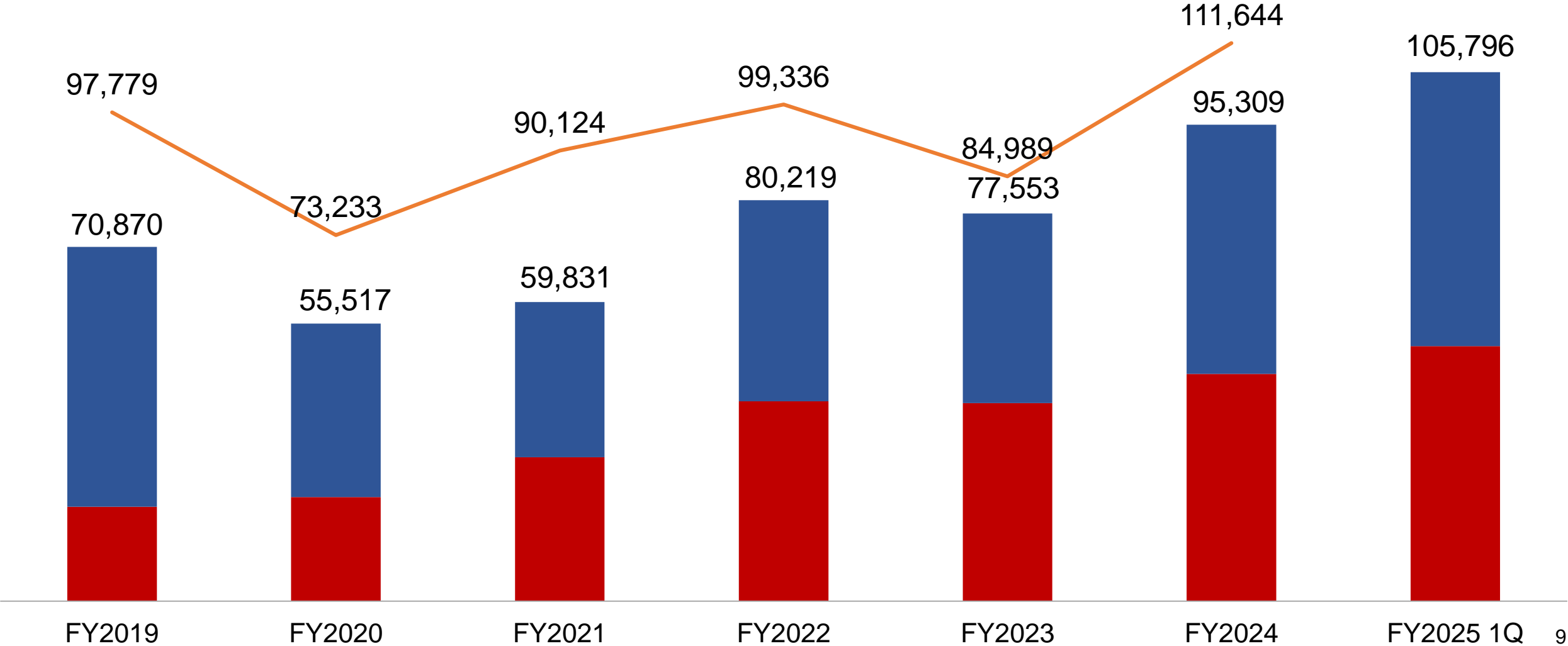
# Special Purpose Vehicles Business: Orders Received and Backlog



(Millions of yen)

■ KYOKUTO Order backlog    ■ TREX Order backlog    — Total of orders received

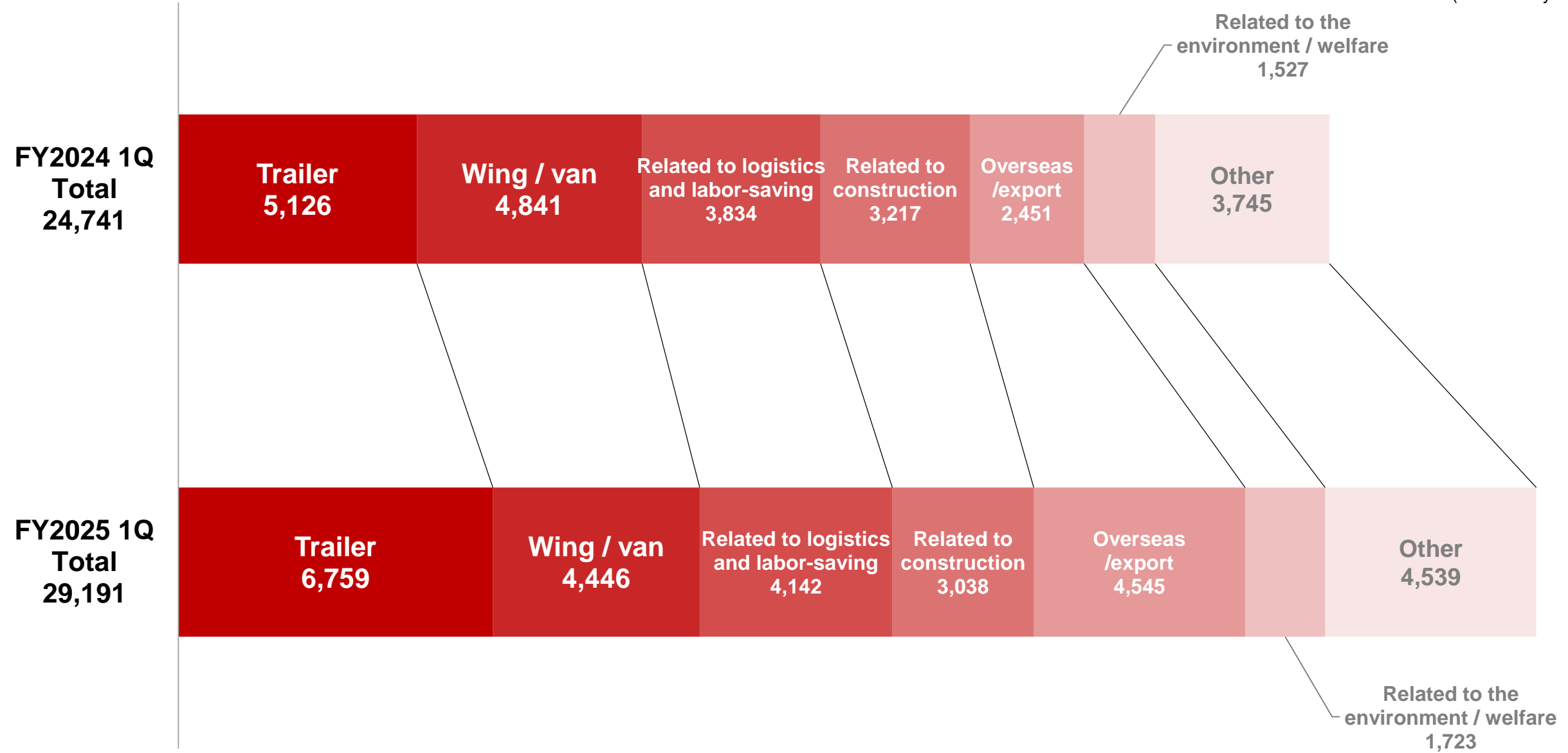
Orders received FY2025 1Q results  
**32,697** million yen  
Results of FY2024 1Q 25,902million yen

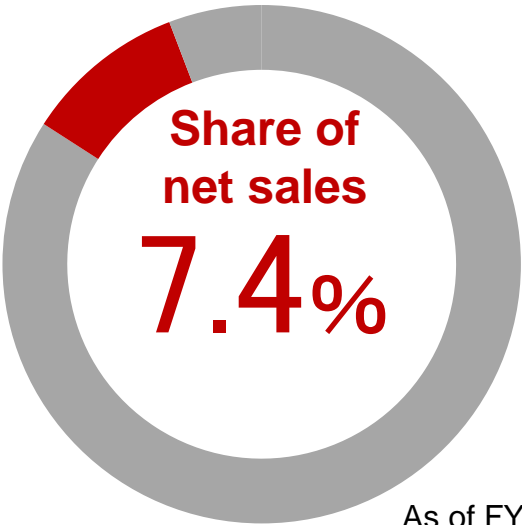


# Special Purpose Vehicles Business: Sales Composition



(Millions of yen)





## Net sales

- Plant construction: Construction of projects from backlog continued (two projects will be completed in the second half)
- Efforts to win orders for new properties continued (Received an order for biomass boiler installation work at the Chiba Zoological Park in May)

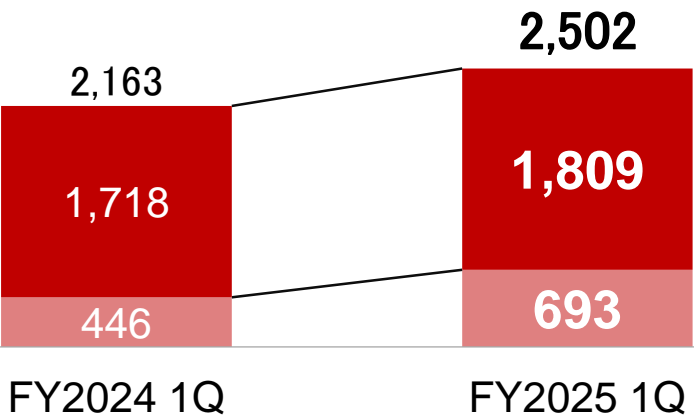
## Operating profit

- Stock-type business such as contracts for operation and maintenance was prioritized

## Net sales Compared to previous period +15.7%

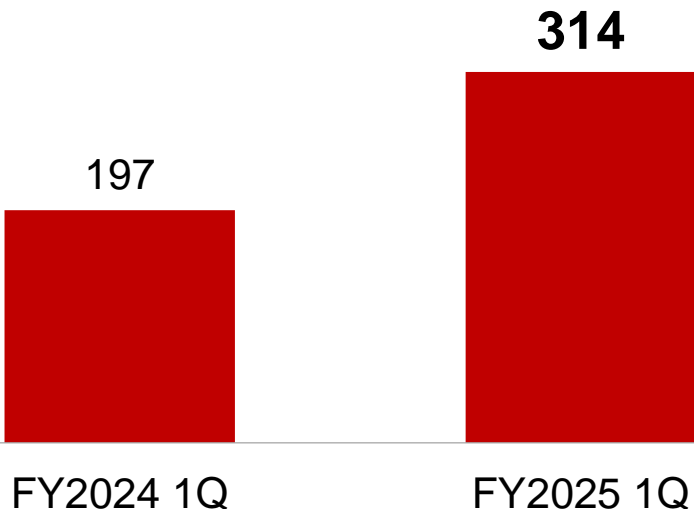
(Millions of yen)

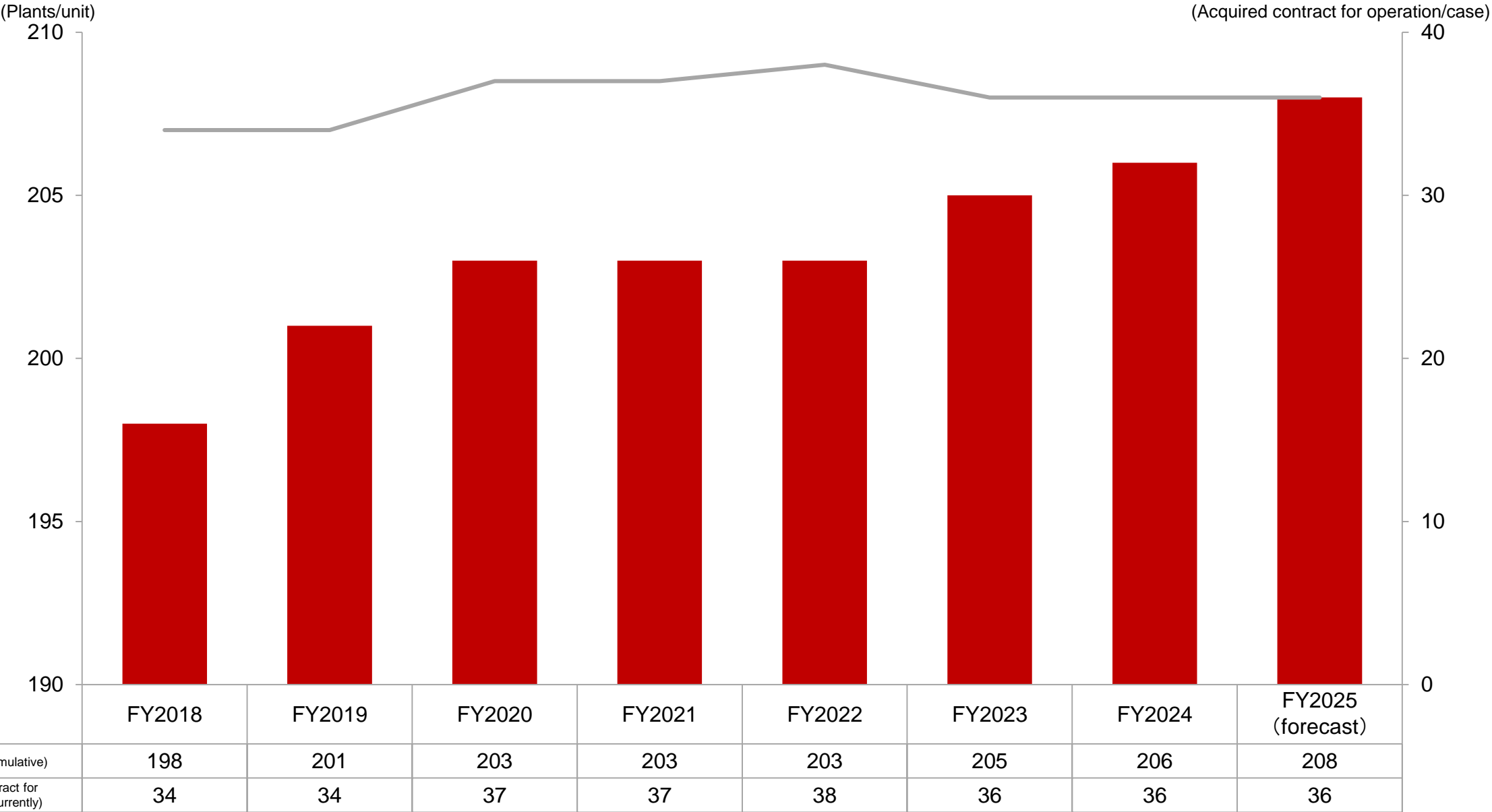
- Contract for operation and maintenance
- Plants

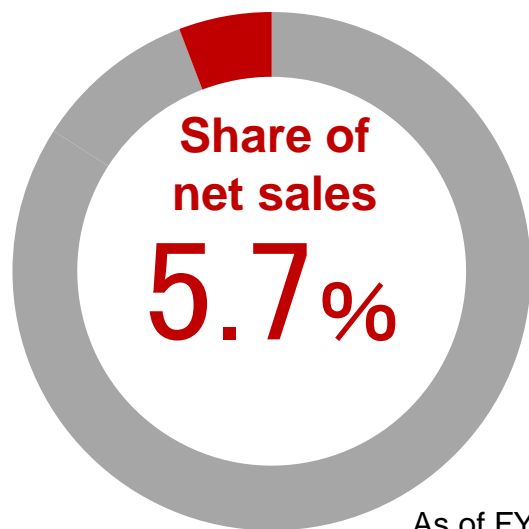


## Operating profit Compared to previous period +59.1%

(Millions of yen)







As of FY2025 1Q

## Net sales

- ↗ The operational rate of pay-and-display parking lots increased due to the rainy season, a heat wave, etc.
- ↗ Sales increased significantly at locations along the railway line near the Expo site

## Operating profit

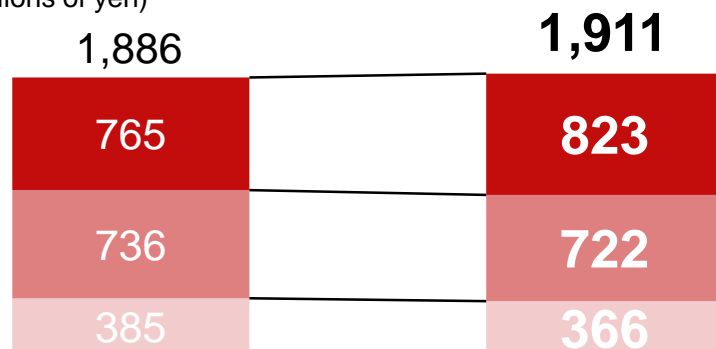
- ➡ Stock-type business of multi-story parking systems such as renovation and maintenance was prioritized

## Net sales

Compared to previous period  
**+1.3%**

Other Multi-story parking systems Pay-and-display parking lots

(Millions of yen)



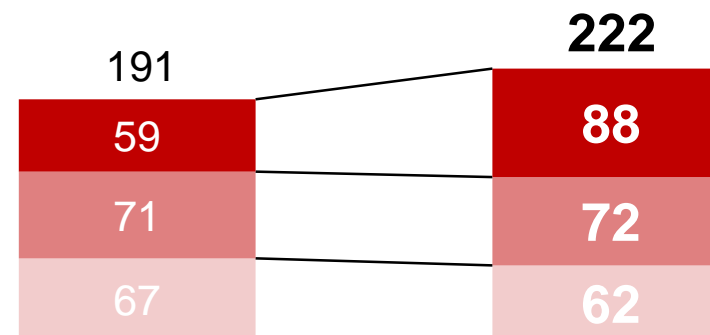
FY2024 1Q

FY2025 1Q

Operating profit Compared to previous period  
**+16.6%**

Other Multi-story parking systems Pay-and-display parking lots

(Millions of yen)



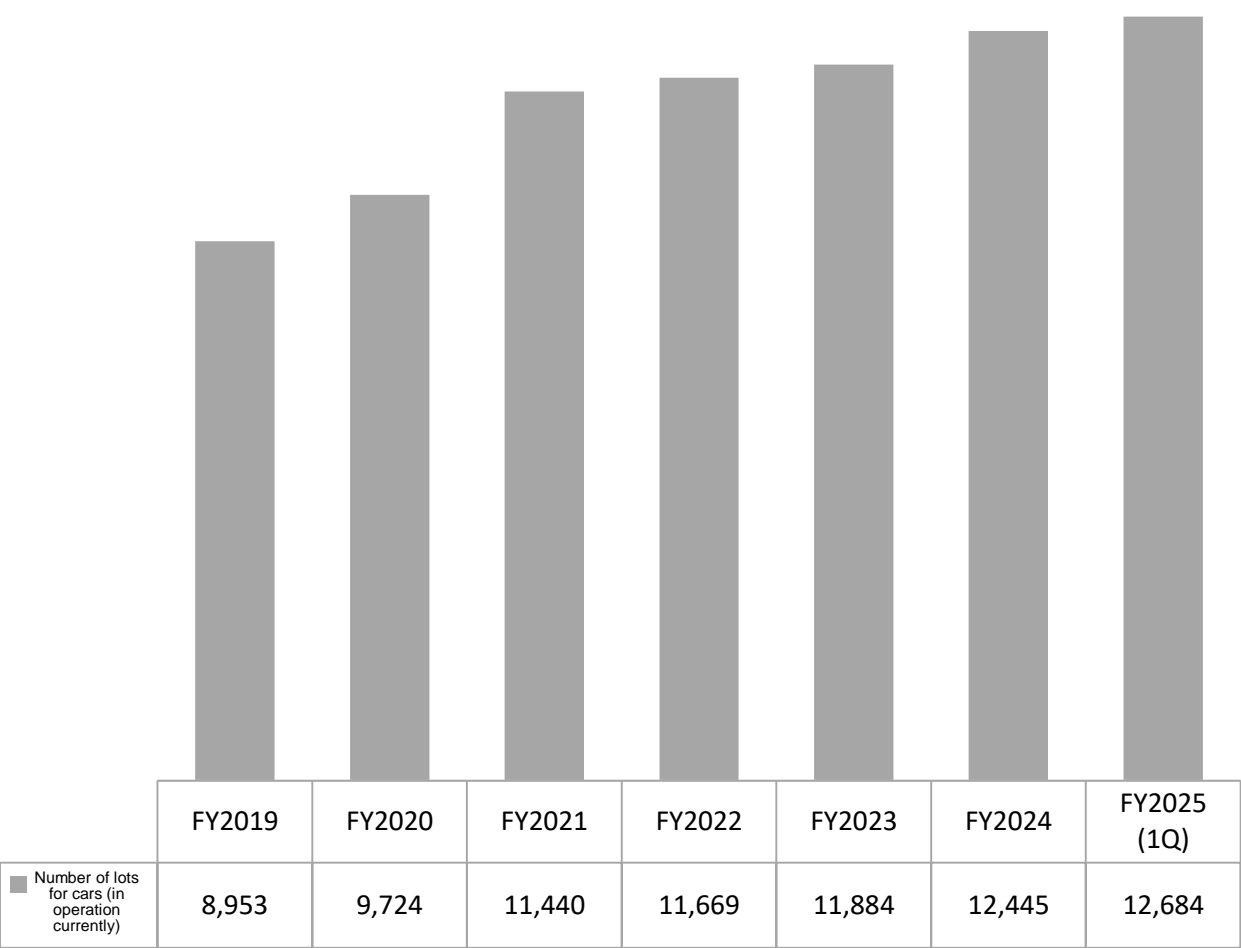
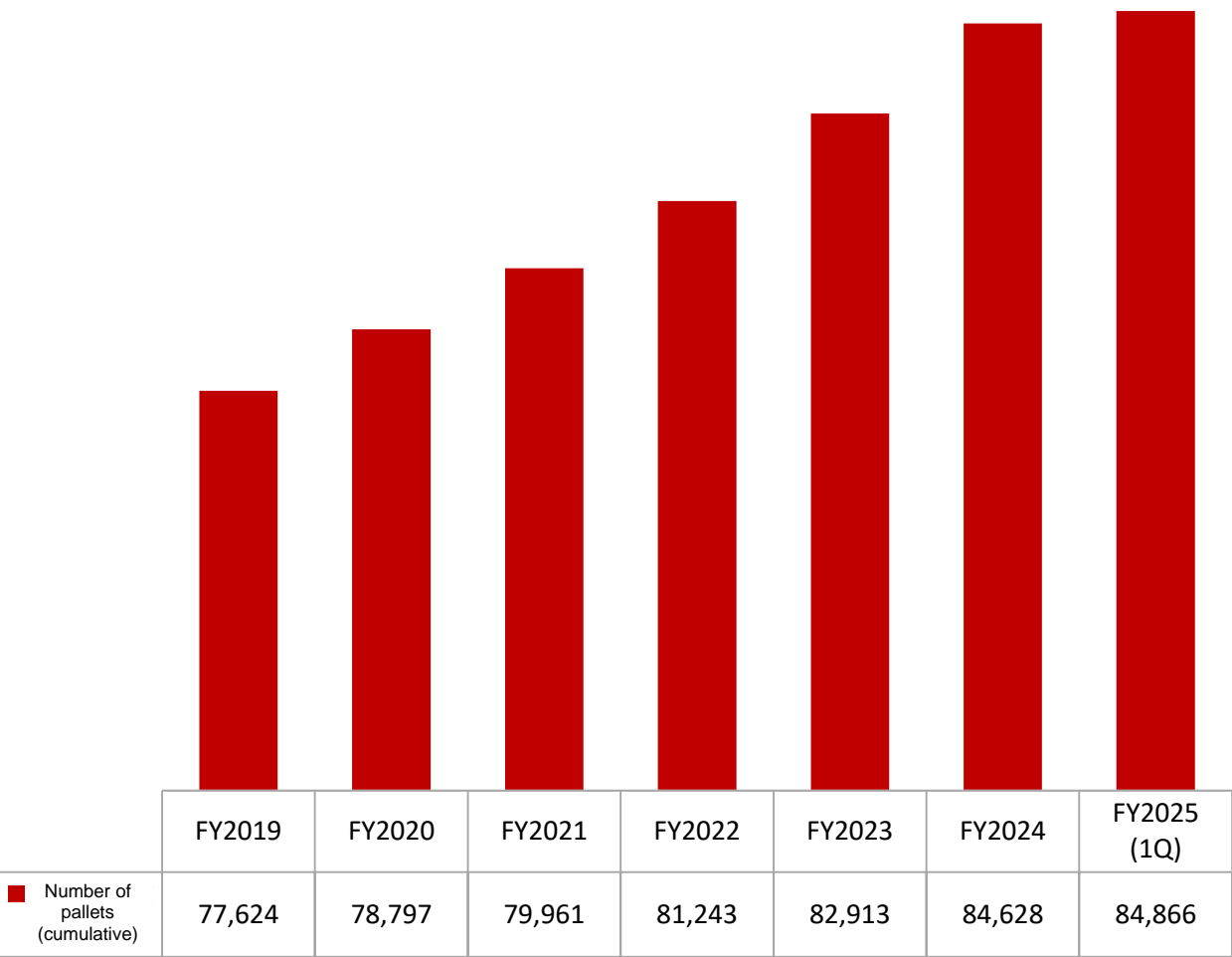
FY2024 1Q

FY2025 1Q

(Unit)

Number of pallets for multi-level parking equipment  
(cumulative)

Number of lots for cars in pay-and-display parking  
(in operation currently)



# **3. Full-Year Forecast for FY2025**

# FY2025: Consolidated Results Forecast



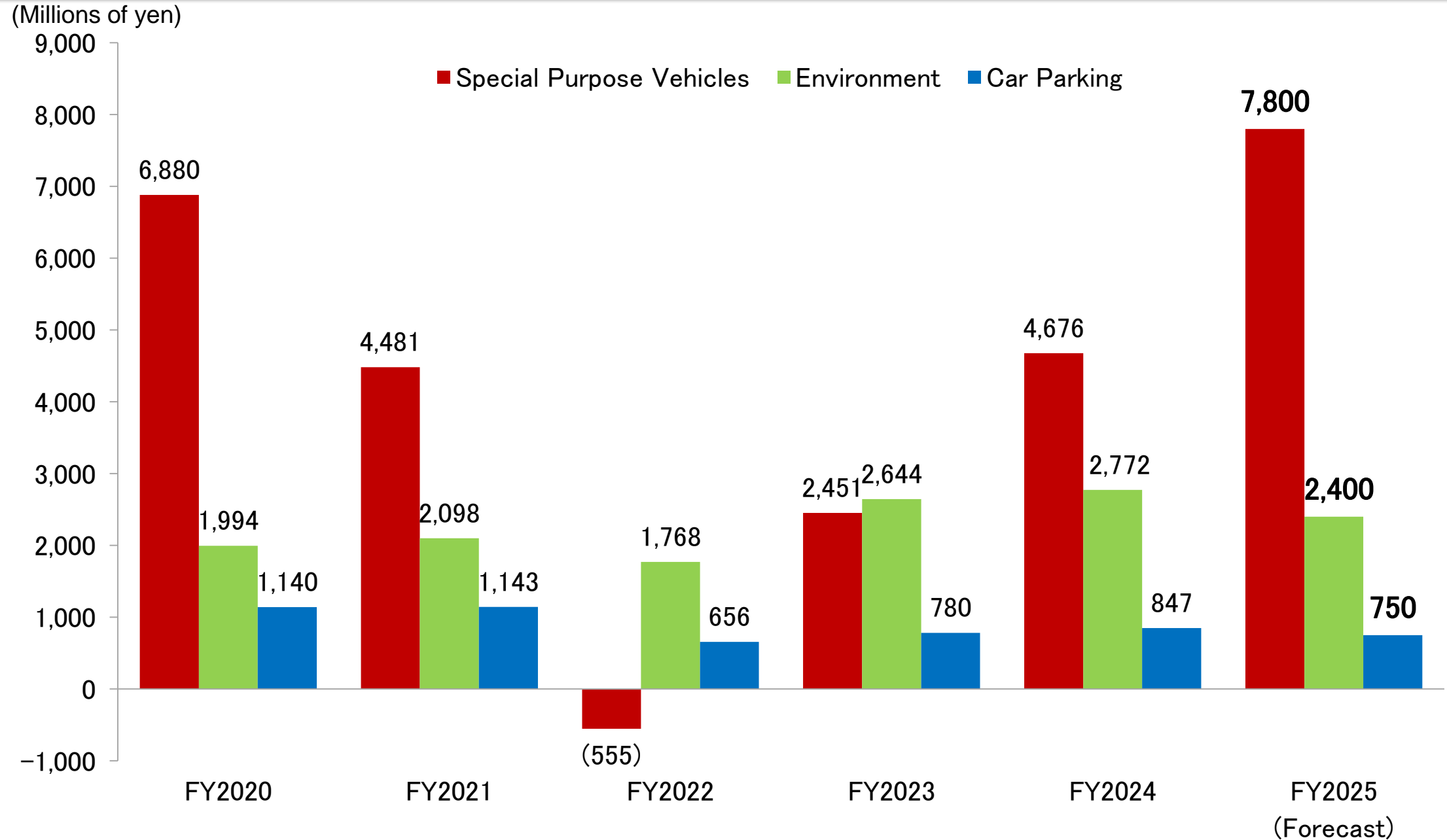
Fiscal year Millions of yen	FY2024 (Results)	FY2025 (Forecast)		Change Vs. Numbers announced in May	Percentage
		Announced in May	Announced in July		
Net sales	140,449	168,000	168,000	0	0.0%
Operating profit	6,656	9,600	9,600	0	0.0%
Ordinary profit	6,890	9,500	9,500	0	0.0%
Profit attributable to owners of parent	5,820	6,500	2,645	(3,855)	(59.3%)

## FY2025: Dividend Forecast

- ✓ No revision from the figures announced on July 8, 2025
- ✓ No change in annual dividend forecast
- ✓ No direct impact expected from the tariff measures of the United States

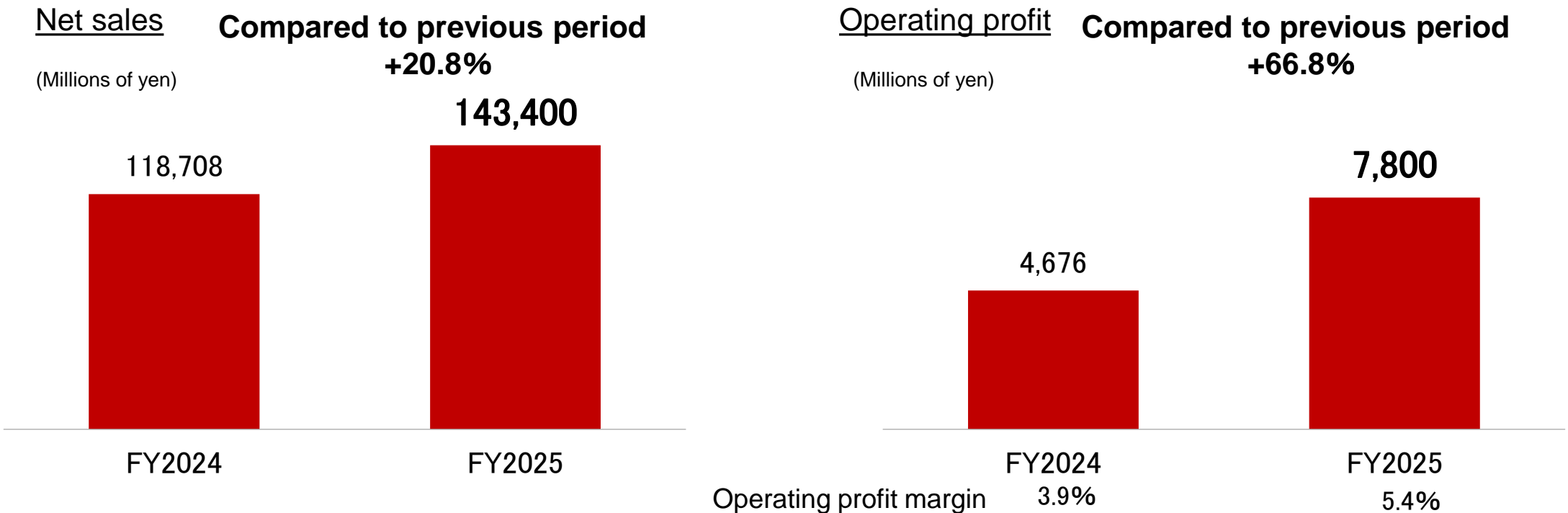


# Trend in Consolidated Operating Profit (by Segment)



## Special Purpose Vehicles Business

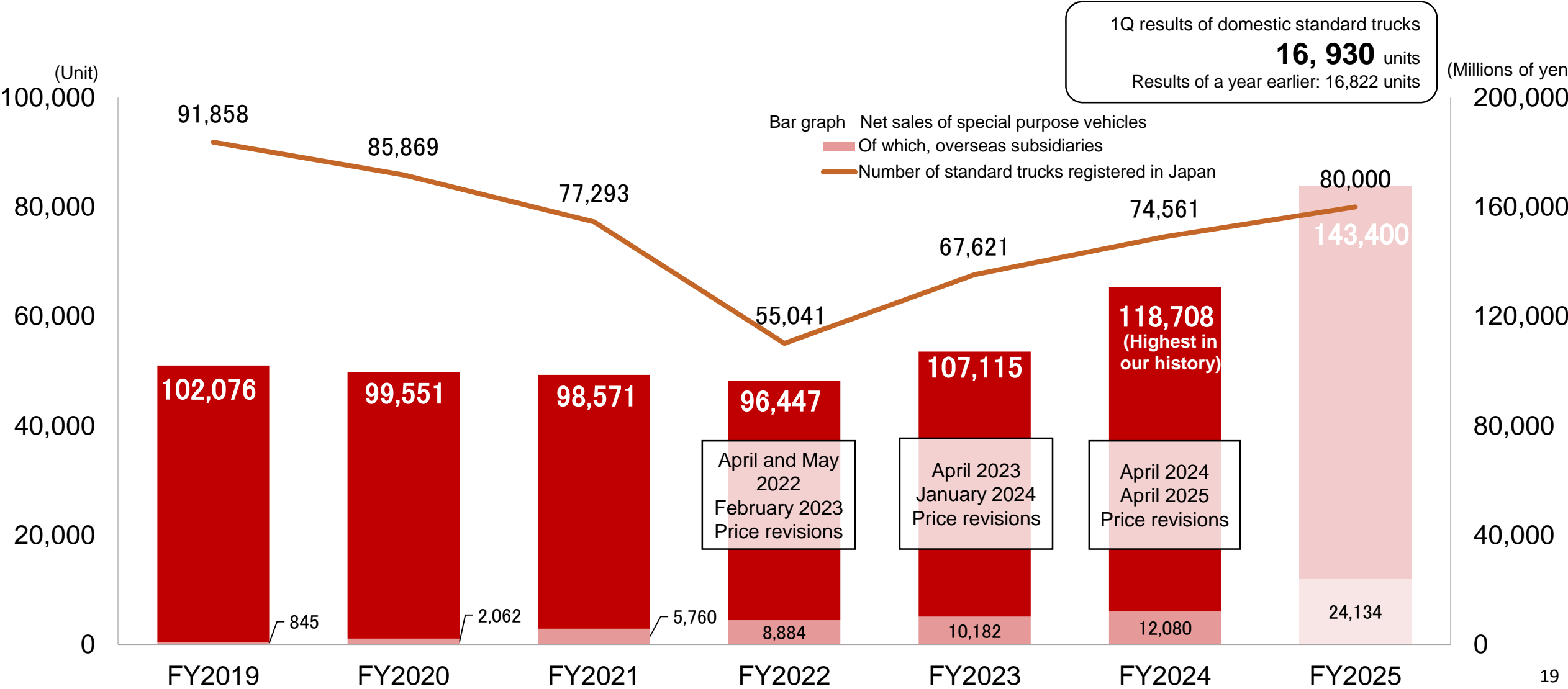
- Price revisions for finished goods led to higher sales (\*some of the prices have been revised again from April 1, 2025)
- Productivity and profitability improve due to large-scale capital investments
- Completion of the second plant in India (Chennai) and addition of Australian STG to the Group contribute to the Company's performance
- Both orders and backlogs remained at high levels (Backlogs: KYOKUTO: approx. 51,032 million yen and TREX: approx. 54,764 million yen. Total: approx. 105,796 million yen) \*As of June 30



# Truck Market and Net Sales trend of Special Purpose Vehicles Business



While the truck market has remained stagnant temporarily due in large part to the pandemic, semiconductor shortages, and chassis manufacturers' misconduct related to vehicle certification, we have managed to secure sales through revising product selling prices to offset a surge in raw materials and strengthening the overseas business. In addition, chassis supply gradually recovered.

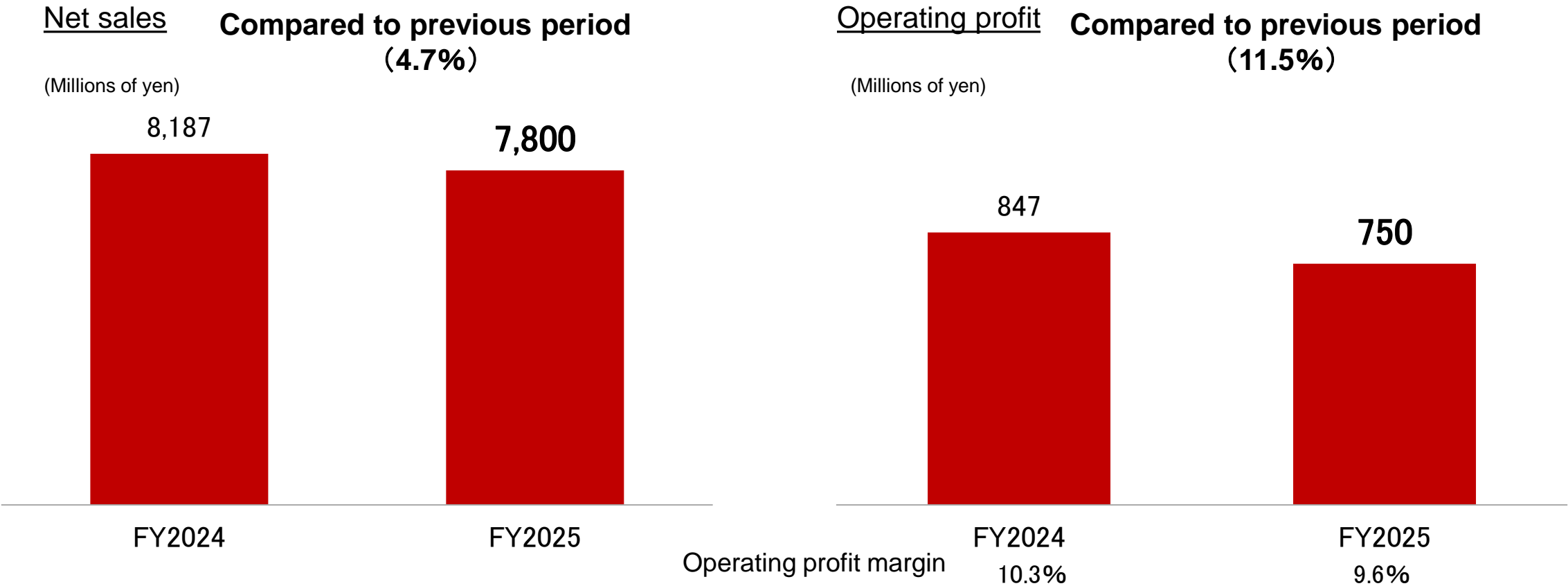


- **Introduction of new technologies contributes to increased added value and differentiation from competitors**
- **Maximum leverage of group-wide collaboration and resources enhances proposal and cost-saving capabilities**
- **Biomass-related business that was newly launched to help achieve carbon neutrality starts full operation**
- **Plant construction work continues to be prioritized (8 projects in progress: Hokkaido, Tokyo, Saitama, Ishikawa, Hyogo, Oita, etc.)**



Car Parking Systems Business

- Multi-story parking systems : Stock-type business such as renovation and maintenance increases its sales, securing stable earnings
- Pay-and-display parking lots : Early monetization is pursued through enhancing functionality of “Charge-mo<sup>®</sup>” and acquiring new customers



**For Reference: Supplementary Data**

# Company Profile



**Company Name** : KYOKUTO KAIHATSU KOGYO CO.,LTD.

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**Location of headquarters** : Chuo-ku, Osaka, Japan

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**Founding date** : June 1, 1955

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**Capital** : 11,899,867,400 yen

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**Title and name of Representative** : Representative Director, President, CEO Tatsuya Nunohara

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**Number of employees** : consolidated 3,530 non-consolidated 1,191 (as of June 30, 2025)

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**Consolidated subsidiaries** : 26 companies

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## Special Purpose Vehicles Business



Manufacture, mounting, sale, and repair of special purpose vehicles and other transportation equipment, and manufacture and sale of parts thereof.  
Manufacture and sale of trailers, truck bodies, etc.



## Environmental Equipment and Systems Business



Manufacture, sale, and repair of environmental improvement/maintenance equipment and facilities, and manufacture and sale of parts thereof.  
Operation and management of environmental improvement/maintenance equipment and facilities.



## Car Parking Systems Business



Manufacture, installation, sale and repair of multi-story parking equipment and systems.  
Business management of parking lots (pay-and-display parking lots).





We have released a research report by Shared Research Inc. to help investors better understand our company.  
We hope this will help you understand our business better.



<https://sharedresearch.jp/en/companies/7226>





### Cautionary Statement Regarding Forward-Looking Information

The statements in this document regarding management targets and future forecasts have been made by the Company based on information available at the time of publication of this document. As these are subject to change due to various factors, the stated targets and forecasts do not guarantee actual results or achievement. Please note that even if there are changes to the forward-looking information in this document, the Company is under no obligation to update such information. Additionally, the Company bears no responsibility for any damages that may arise as a result of using this document. Thank you for your understanding.