



Results Briefing Materials for the Second Quarter of the Fiscal Year Ending March 31, 2022

Takamiya Co., Ltd. (2445:Tokyo)
Grand Front Osaka Tower-B Bldg. 27F,
3-1, Ofuka-cho, Kita-ku, Osaka 530-0011, Japan
TEL : +81-6-6375-3900 FAX : +81-6-6375-8825

Notice: This document is an excerpt translation of the original Japanese document and is only for reference purposes.
In the event of any discrepancy between this translated document and the original Japanese document, the latter shall prevail.



Agenda

- Topics
- Description of consolidated performance of the fiscal year ended September 30, 2022
- Prospects and strategies for the future



Topics

Aug. 26, 2021

Notice Regarding the Results of the Initial Determination of Compliance with the Listing Maintenance Standards in the New Market Category and Efforts to Meet the Prime Market Standards

Oct. 29, 2021

Notice of Revision of Earnings Forecast

In addition to the above, various releases and IR information can be viewed on our website.

<https://www.takamiya.co/en/>



Company Overview of Takamiya Co., Ltd.

Trade name	Takamiya Co., Ltd.
Incorporation	June 21, 1969
Representative	Representative director, Kazumasa Takamiya
Capital	1,052 million yen
Number of employees	Consolidated : 1,220; Non-consolidated : 719 (As of the end September 2021)
Registered head office	Grand Front Osaka, Tower B, 27F, 3-1 Ofuka-cho, Kita-ku, Osaka, Japan
Business locations	Branches: Tohoku-Sendai, Ibaraki, Tokyo, Niigata, Nagoya, Osaka, Chushikoku, Kyushu-Fukuoka (total: 8) Business offices: Sapporo, Morioka, Fukushima, Kashima, Ichihara, Hokuriku, Fukui, Nagano, Shizuoka, Keiji, Kobe, Hiroshima, Okinawa (total: 13) Equipment centers : Aomori-Higashidori, Iwate-Morioka, Miyagi-Sendai No. 2, Fukushima-Hirono, Ibaraki-Chuo, Ibaraki-Tsukuba, Ibaraki-Dejima, Ibaraki-Kashima, Chiba-Okido, Chiba-Ichihara, Saitama-Kuki, Kanagawa-Aikawa, Niigata-Yokogoshi, Niigata-Nagaoka, Shinsyu-Ngano, Nagano-Iida, Ishikawa-Kanazawa, Fukui-Sabae, Tokai-Kisosaki, Shizuoka-Yoshida, Shiga-Omihachiman, Osaka-Hirakata, Osaka-Settsu, Wakayama-Momoyama, Hyogo-Tojo, Hyogo-Kobe, Hiroshima-Shiwa, Kagawa-Sanuki , Okinawa-Naha (total: 29) Factory: Gunma, Gifu (total: 2)
Consolidated subsidiaries	[Japan total:7] IWATA Co., Ltd. ; AOMORI ATOM Co., Ltd. ; TOTAL TOSHISEIBI Co., Ltd.; NEXTECH Co., Ltd.; Nakaya Kizai Co., Ltd; HIRAMATSU Co., Ltd. ; Cadian Co Ltd. [Overseas total:3] DIMENSION-ALL INC. ; Hory Korea Co. Ltd ; HORY VIETNAM Co., Ltd. (total:10)
Stock listing	Jun. 2005: JASDAQ Securities Exchange Note: The Company was delisted from the JASDAQ market in January 2008. Dec. 2007: Tokyo Stock Exchange Second Section Dec. 2014: Assigned on Tokyo Stock Exchange First Section





1. Summary of consolidated performance

1.1 Business overview

- ✓ In the sales business segment, new orders for Iq Systems and repeat orders including peripheral equipment were strong. In addition, as a result of price revisions in light of the recent rise in steel prices, sales and profits increased due to last-minute demand before the revision.
- ✓ In the rental business segment, the utilization rate of the Iq System was high, but the utilization rate of rental assets, which are civil engineering-related equipment, was lower than expected, and sales and profits declined.
- ✓ In the overseas business, the Philippines has continued to restrict going out and moving, and while striving to curb SG & A expenses, we were able to improve sales performance during the cancellation period. In South Korea, both sales and rental businesses were favorable, partly due to the recovery of the domestic economy, and Vietnam's sales to Japan were also favorable, resulting in higher sales and profits.
- ✓ During the second quarter of the consolidated fiscal year, the market value of investment securities held by the Company dropped significantly, resulting in an extraordinary loss of 239 million yen in valuation loss on investment securities due to impairment losses.



1. Summary of consolidated performance

1.2 Cumulative period (from April 2021 to September 2021)

Consolidated Results (Unit : million yen)	2Q FYE Mar. 31,2022 Forecast		2Q FYE Mar. 31,2022 Revised Forecast		2Q FYE Mar. 31,2022 Results		2Q FYE Mar. 31,2021 Results		% change (y/y)
		Sales ratio		Sales ratio		Sales ratio		Sales ratio	
Net sales	19,700	100.0%	20,000	100.0%	20,023	100.0%	19,539	100.0%	2.5%
Gross profit	—	—	—	—	5,425	27.1%	5,805	29.7%	(6.5%)
SG&A	—	—	—	—	4,665	23.3%	4,707	24.1%	(0.9%)
Operating income	400	2.0%	750	3.8%	759	3.8%	1,097	5.6%	(30.8%)
Ordinary income	300	1.5%	890	4.5%	896	4.5%	994	5.1%	(9.9%)
Profit attributable to owners of parent	130	0.7%	270	1.4%	270	1.3%	593	3.0%	(54.4%)
Earnings per share (Diluted earnings per share)	2.79yen	—	5.80yen	—	5.81yen (5.64yen)	—	12.75yen (12.40yen)	—	—
Annual dividends per share	—	—	—	—	—	—	—	—	—
Depreciation	—	—	—	—	2,374	11.9%	2,401	12.3%	(1.1%)
EBITDA	—	—	—	—	3,134	15.7%	3,498	17.9%	(10.4%)



1. Summary of consolidated performance (April – September 2021)

1.3 Factors of increase/decrease in net sales and operating income

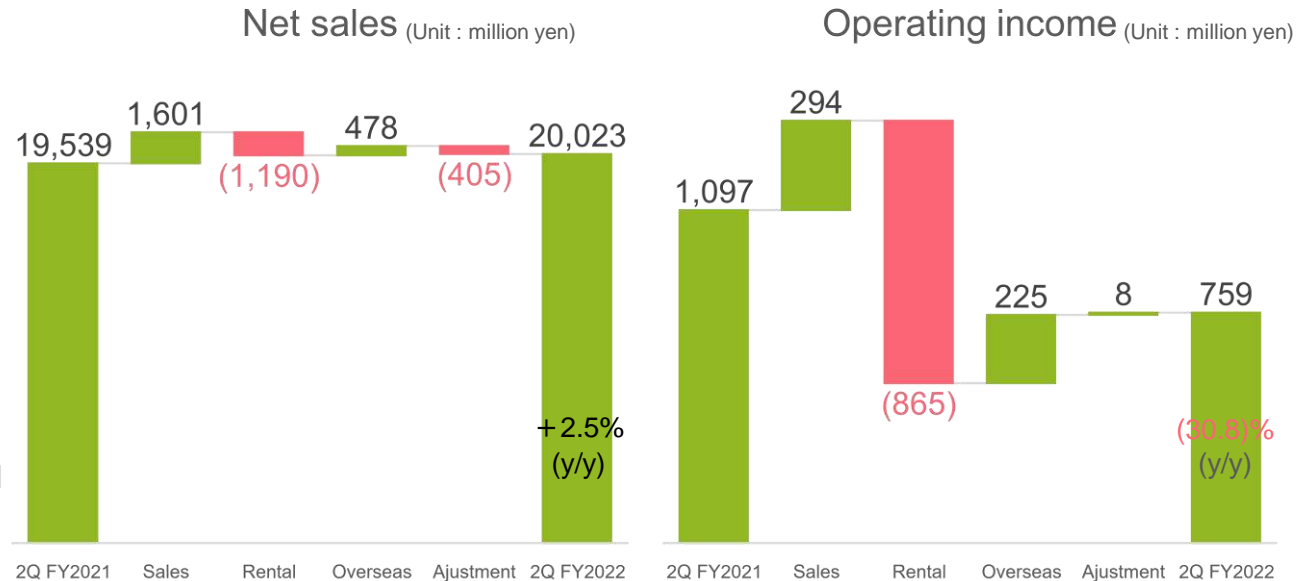
(FY ended/ending March 31)

Net sales increased by 484 million yen (+2.5% YoY)

- ✓ Sales increased in sales and overseas businesses.
- ✓ Sales decreased in the rental business.

Operating income decreased by 338 million yen (down 30.8% YoY)

- ✓ The main reason is the decrease in profits in the rental business.
- ✓ Earnings increased in sales and overseas businesses.





1. Summary of consolidated performance (April – September 2021)

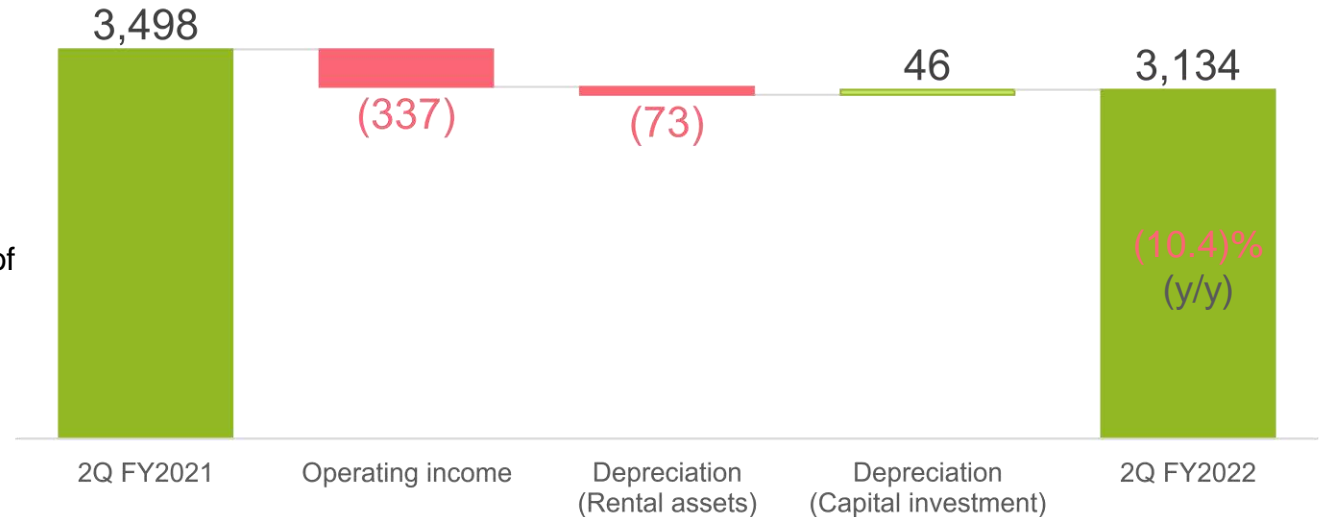
1.4 EBITDA(Operating income + Depreciation)

(FY ended/ending March 31)

EBITDA(Operating income + Depreciation) (Unit : million yen)

**Decreased by 364 million yen
(down 10.4% YoY)**

- ✓ Mainly due to decreased operating income.
- ✓ Depreciation of rental assets decreased and depreciation of capital investment increased.





1. Summary of consolidated performance (April – September 2021)

1.5 Performance by segment

(FY ended/ending March 31)

Unit : million yen	Net sales			Segment Operating income (Segment operating profit margin)		
	2Q FY2021	2Q FY2022	% change y/y	2Q FY2021	2Q FY2022	% change y/y
Sales Business	5,532	7,134	+29.0%	577 (10.4%)	871 (12.2%)	+50.8%
Rental Business	12,494	11,303	(9.5%)	1,305 (10.4%)	440 (3.9%)	(66.3%)
Overseas Business	2,651	3,130	+18.1%	(44) (-%)	181 (5.8%)	—%



2. Sales business

2.1 Factors of increase/decrease YoY

Net sales:

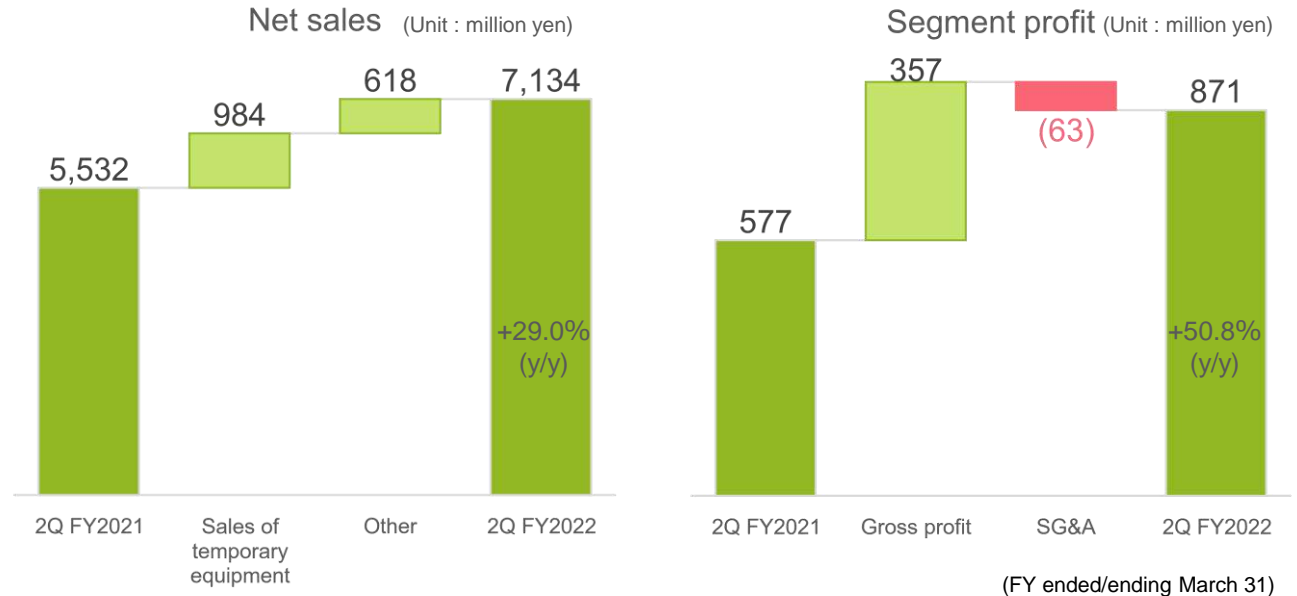
increased by 1,602 million yen

- ✓ Sales of temporary equipment such as Iq System are favorable. In the environment-related business, sales of high-performance greenhouses helped the agribusiness to perform well, and second-hand sales increased due to increased overseas sales.

Operating income:

increased by 294 million yen

- ✓ The effect of increased sales of temporary equipment exceeded the increase in SG & A expenses, resulting in an increase in profits.
- ✓ The increase in SG & A expenses is due to the increase in personnel.

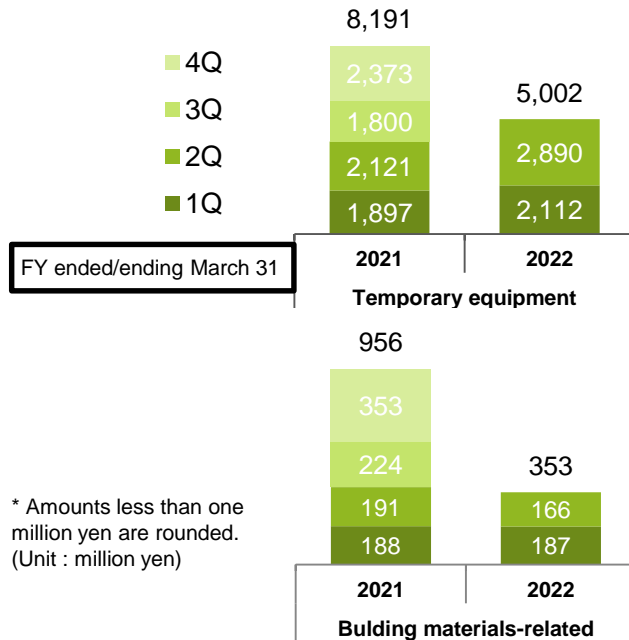




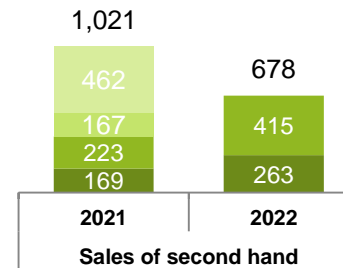
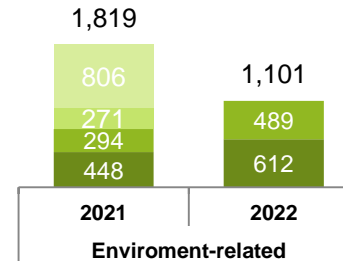
2. Sales business

2.2 Net sales by product field

Iq Systems for temporary equipment and the agribusiness for environment-related products and second-hand sales contributed to the results.



* Amounts less than one million yen are rounded.
(Unit : million yen)



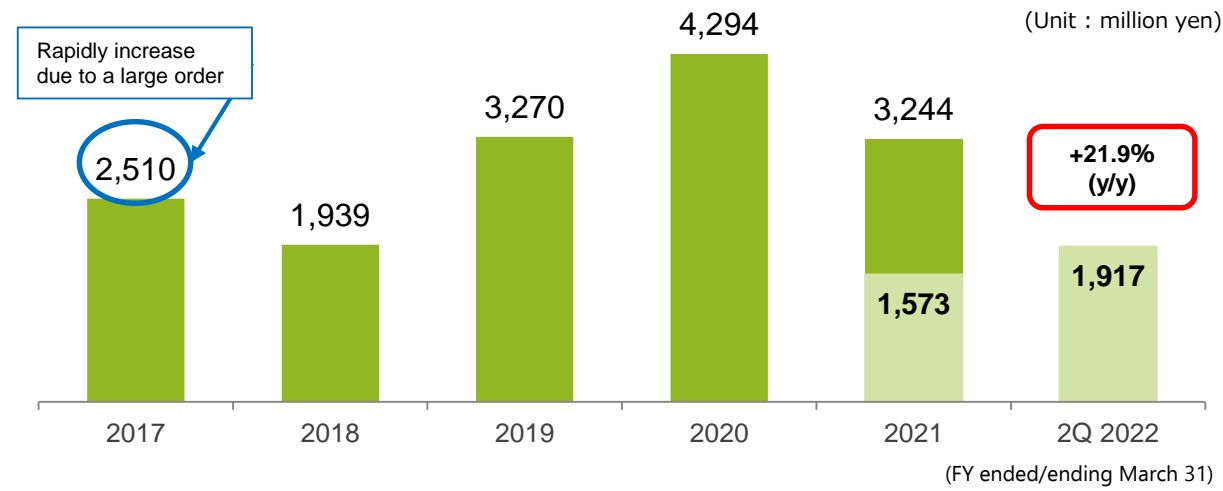


2. Sales business

2.3 Sales of Iq System

Sales of the Iq System Increased by 21.9% (+344 million yen) YoY.

Sales performance of Iq System



Iq System Cumulative sales
19.4 Billion yen

※Our sales only

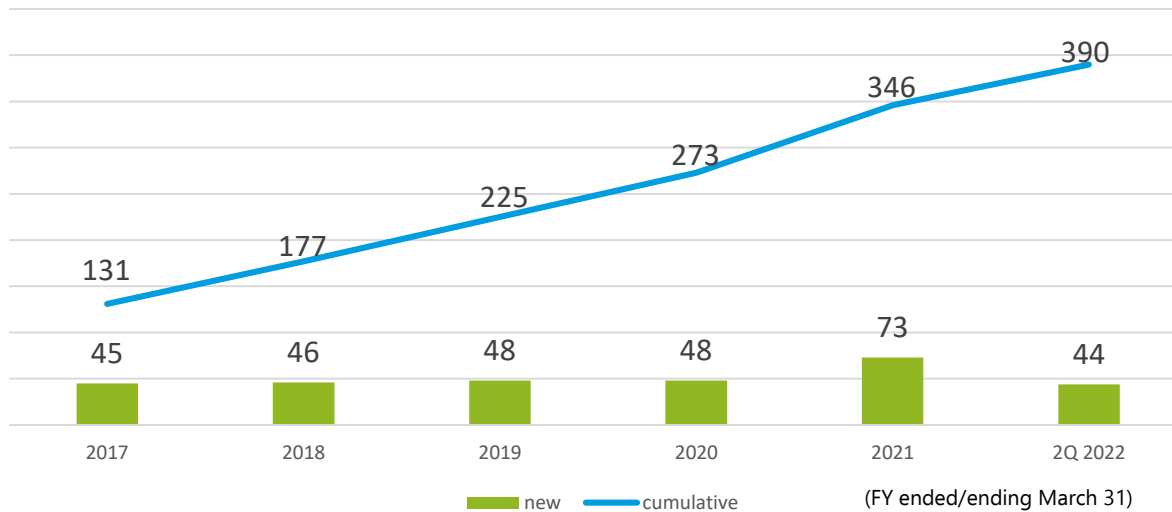


2. Sales business

2.4 Number of companies selling Iq System

The number of companies to which the Iq System is sold, companies steadily increasing.

Number of new Iq System sales companies / cumulative number of sales companies (Unit : companies)



Iq System Cumulative
number of companies sold
390 companies

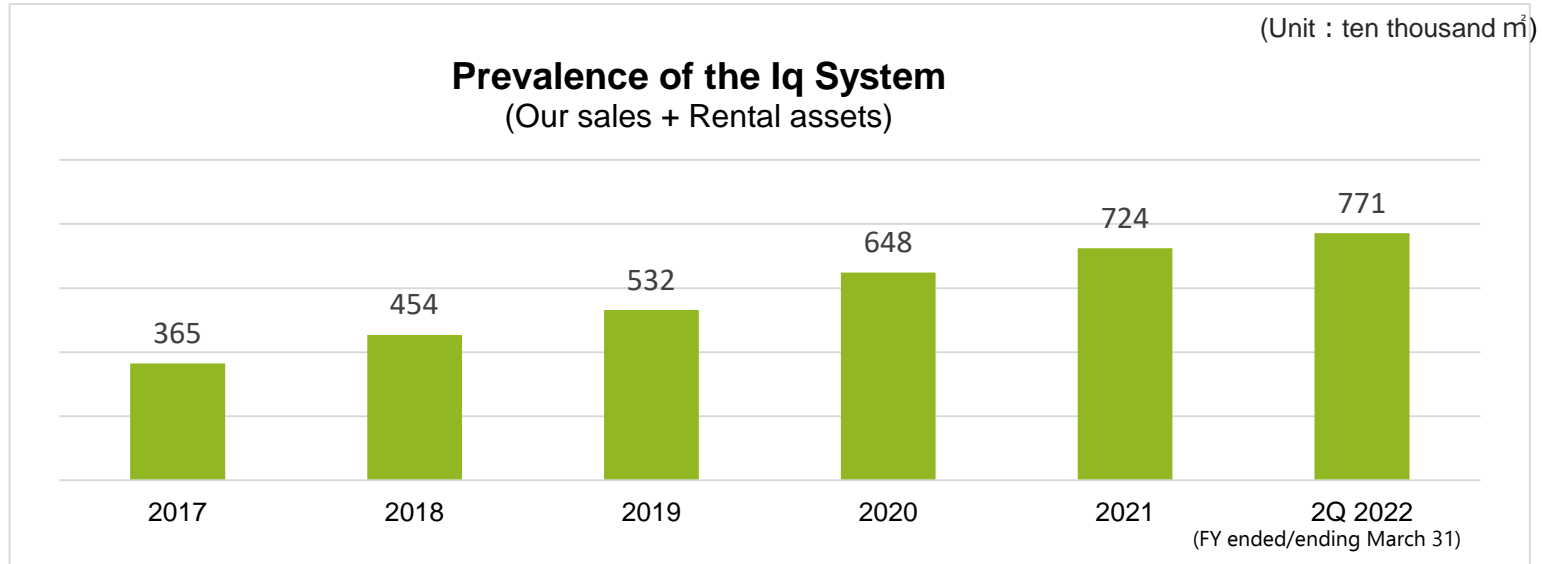
※Our sales only



2. Sales business

2.5 Prevalence of Iq System

The penetration of next-generation scaffolding into the industry is progressing steadily.



NOTE : This graph is made with own calculation methods, that calculated from selling and assets.



3. Rental business

3.1 Factors of increase/decrease YoY

Net sales:

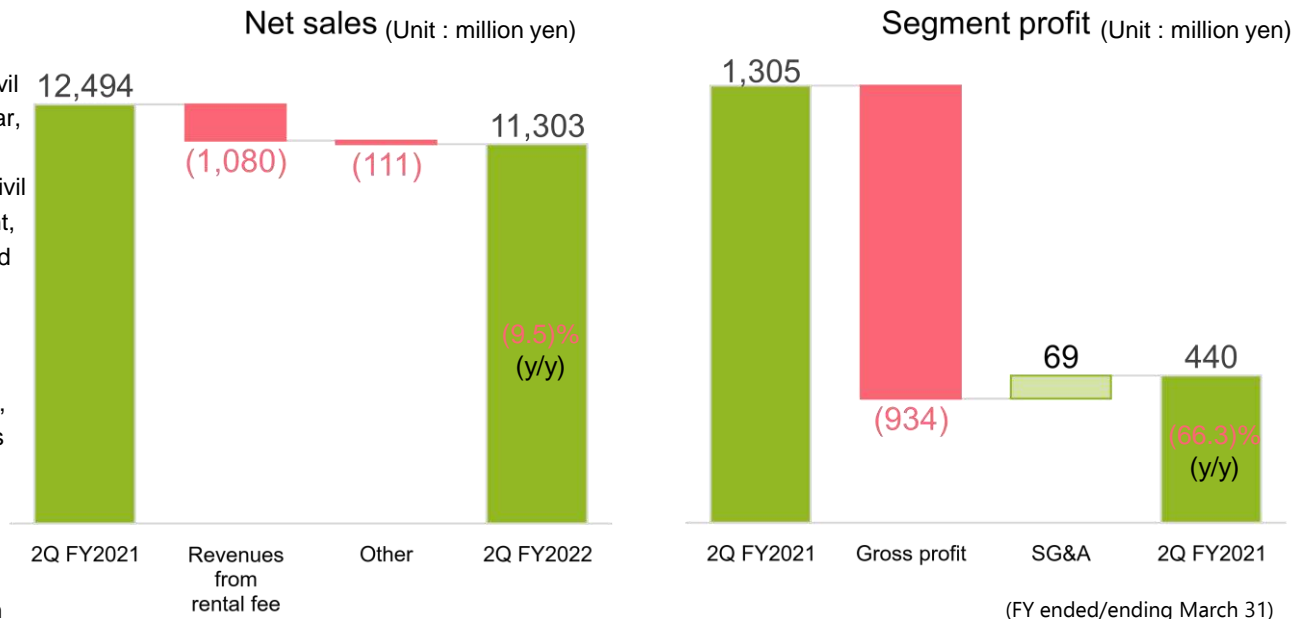
decreased by 1,191 million yen

- ✓ After the completion of the large-scale civil engineering site in the previous fiscal year, rental income decreased due to the low utilization rate of rental asset related to civil engineering-related temporary equipment, resulting in a decrease in sales compared to the same period of the previous year.

Operating income:

decreased by 865 million yen

- ✓ Although SG & A expenses were reduced, profits declined due to a decrease in sales and an increase in the proportion of fixed costs such as depreciation.
- ✓ The reason for the decrease in SG & A expenses was the treatment of goodwill impairment of a consolidated subsidiary in the previous fiscal year.





3. Rental business

3.2 Trend of average equipment utilization rates

* Trend of utilization rates looks like a mountain with its peak at the 3Q each year * Utilization rate = rented amount / overall holdings

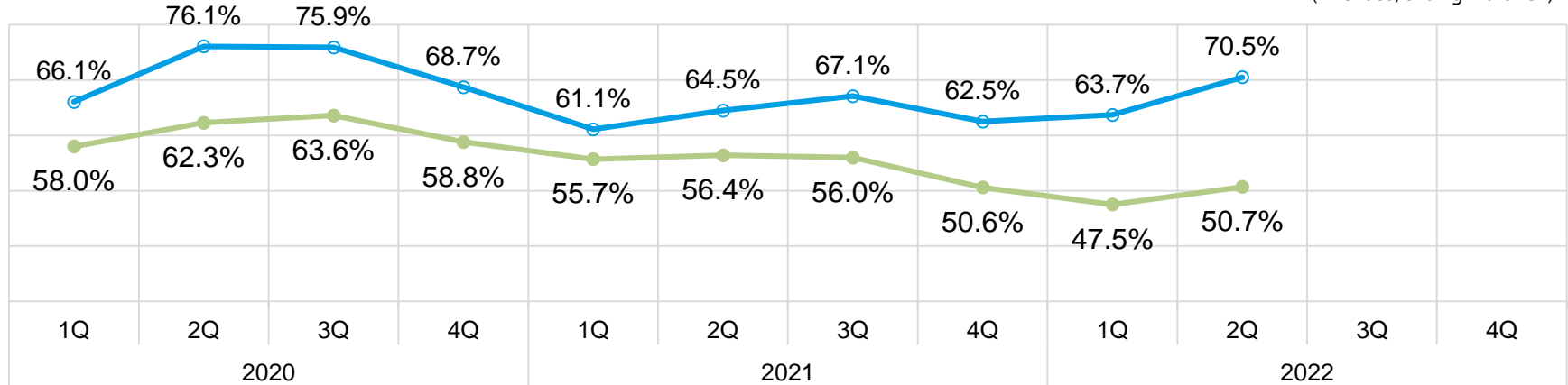
1q System utilization rate operated at a high level, but the utilization rate of all rental assets increased slightly due to the impact of sluggish operation of civil engineering-related rental asset.

Utilization rates of rental assets

○ Iq System

● Assets for rent as a whole

(FY ended/ending March 31)



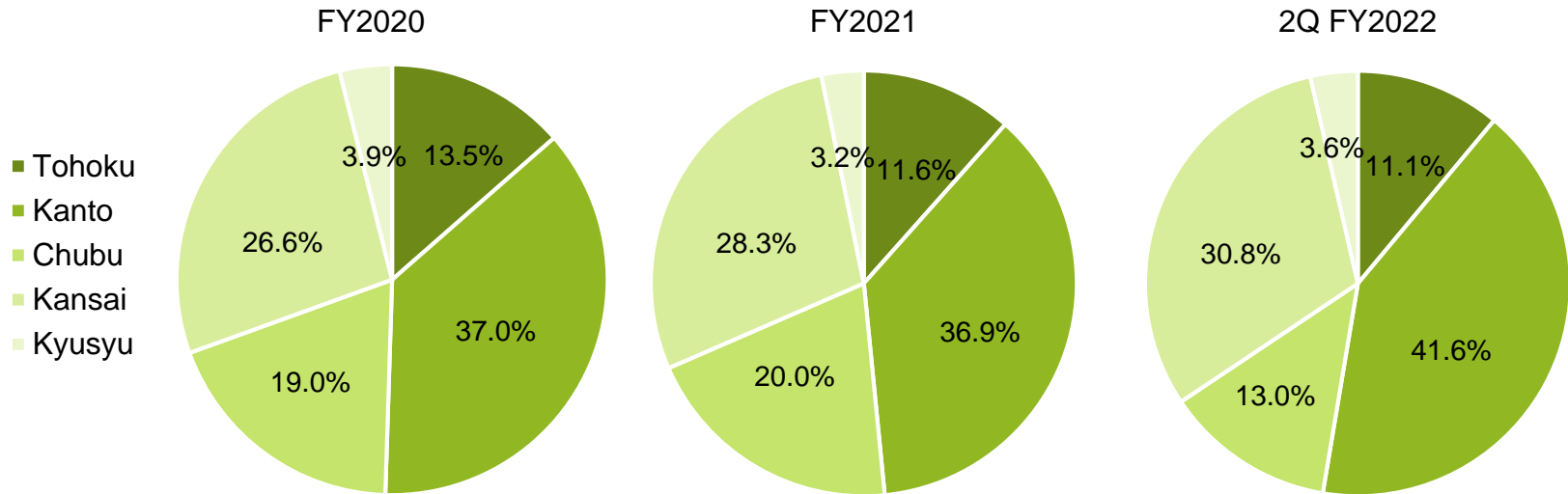


3. Rental business

3.3 Ratio of Sales by Area

In the Chubu Area, civil engineering-related works has been completed.

In the Kanto Area, sales of maintenance and repair work in the Tokyo metropolitan area are steadily increasing .



NOTE: Chugoku/Shikoku block is included in Kansai block.

(FY ended/ending March 31)



4. Overseas business

4.1 Factors of increase/decrease YoY

Net sales:

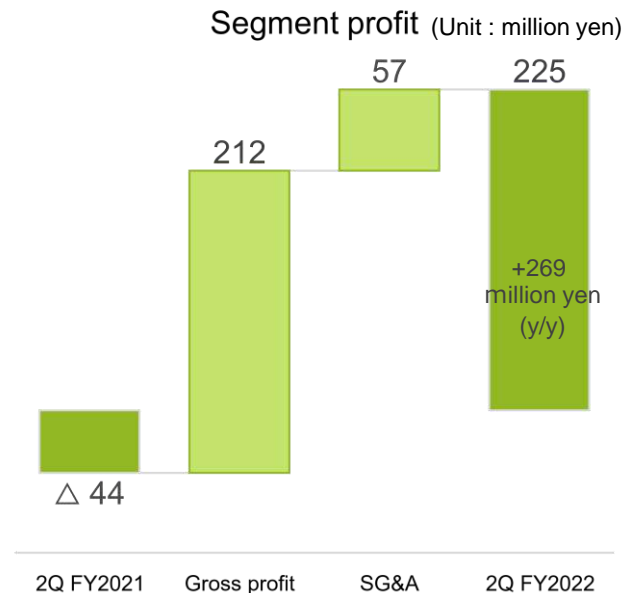
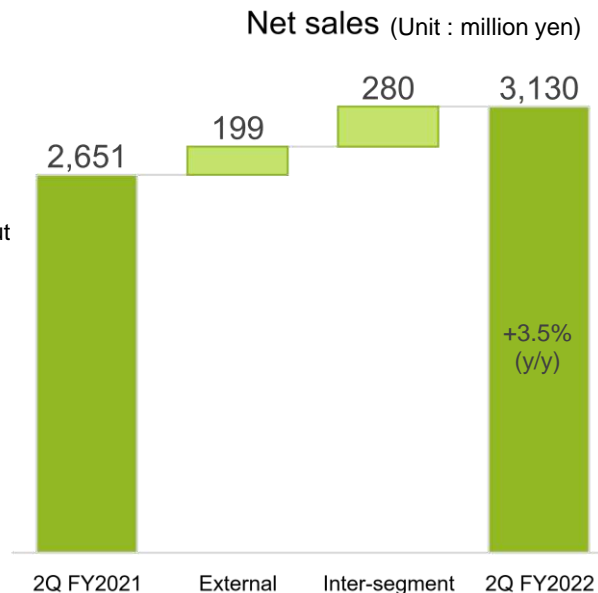
increased by 478 million yen

- ✓ Rental business and sales business in Korea increase.
- ✓ Vietnam's domestic sales to Japan increase.
- ✓ In the Philippines, outing restrictions and movement restrictions are still in place, but we were able to increase sales performance during the cancellation period.

Operating income:

increased by 225 million yen

- ✓ The main factor is the effect of increased sales.
- ✓ SG & A expenses decreased due to movement restrictions and business activity restrictions.

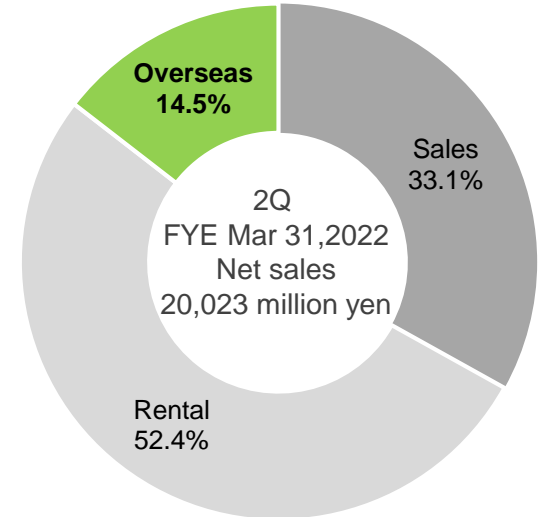
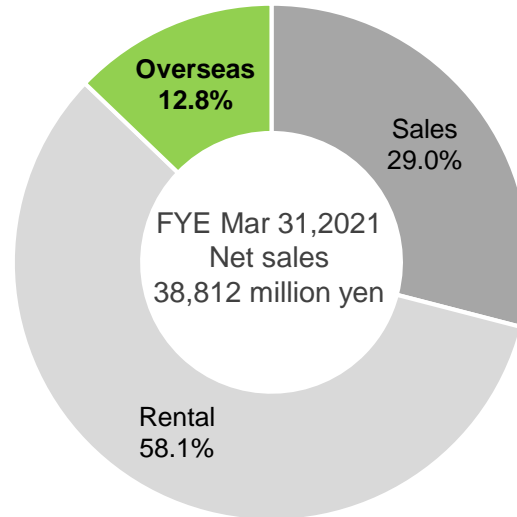
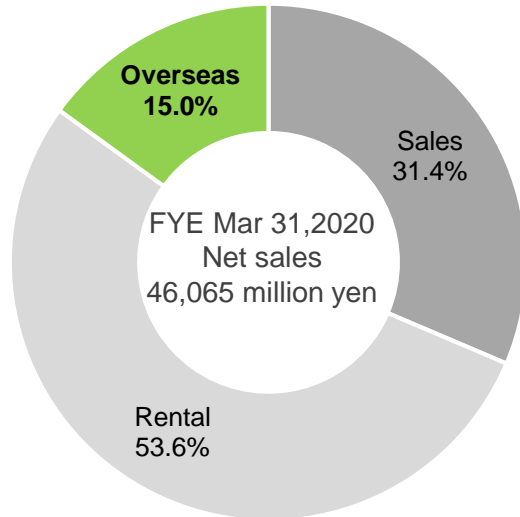


(FY ended/ending March 31)



4. Overseas business

4.2 Sales Ratio by Segment



* "Sales Ratio by Segment" is based on net sales before inter-segment elimination.



5. Change in Consolidated Balance Sheet

Total assets are flat and equity ratio is 32.4%, unchanged from the end of the previous fiscal year (end of the previous fiscal year: 32.3%)

(FY ended/ending March 31)

[Asset] (Unit : million yen)

Current assets

Cash and deposits : 8,849 (+816)

Notes and accounts receivable – trade : 11,184 (490)

Non-current assets

Assets for rent, net : 12,416 (795)

Construction in progress : 604 (+408)

[Liability]

Current liability

Short-term loans payable : 4,040 (+561)

Corporate bonds scheduled to be redeemed within one year : 371 (500)

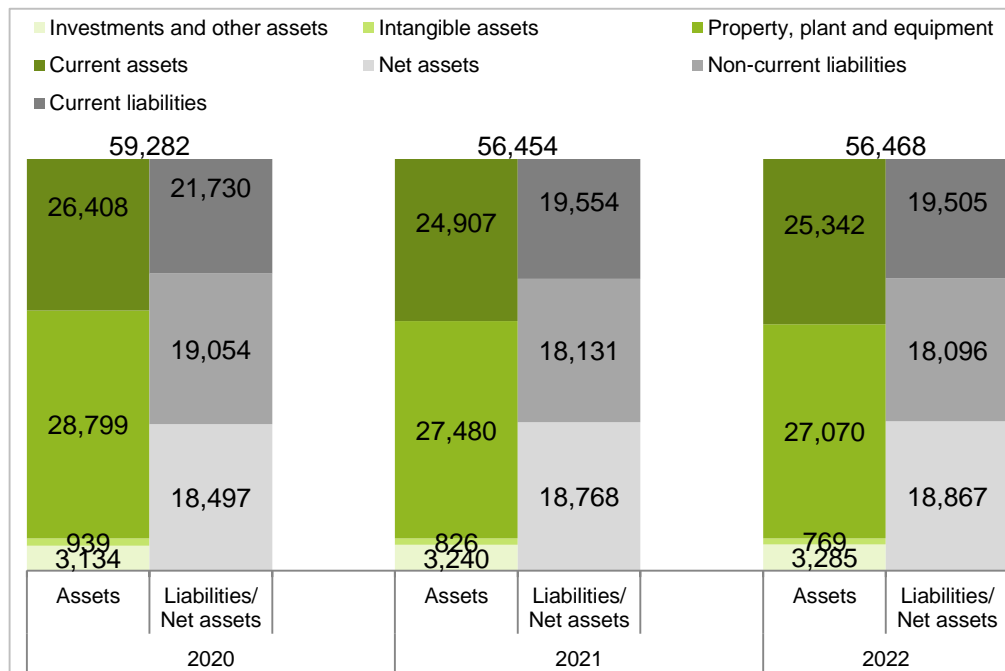
Non-current liability

Long-term loans payable : 11,628 (+273)

Corporate bonds : 3,092 (185)

[Net asset]

Shareholders' equity : 18,249 (97)



(Unit : million yen)

* The figures in parentheses are comparisons for the same period of the previous year



6. Cash flow statement

Cash flows from operating activities decreased, but income increased due to small acquisition expenditures for rental assets and small payments such as corporate taxes.

(Unit : million yen)

[Cash flows from operating activities]	(Unit : million yen)
Profit before income taxes	: 638 (350)
Depreciation	: 2,374 (26)
Purchase of assets for rent	: (394) (+443)
Decrease (increase) in notes and accounts receivable - trade	: 520 (1,313)
Decrease (increase) in inventories	: 709 (+36)
[Cash flows from investing activities]	
Purchase of property, plant and equipment	: (971) (372)
Proceeds of Intangible assets	: (7) (150)
[Cash flows from financing activities]	
Proceeds from long-term loans payable	: 3,000 (+830)
Repayments of long-term loans payable	: (3,009) (67)
Redemption of bonds	: (685) (500)

	2Q FYE Mar.31, 2021	2Q FYE Mar. 31,2022
Profit before income taxes	989	638
Net cash provided by (used in) operating activities	2,242	2,573
Net cash provided by (used in) investing activities	(861)	(1,048)
Net cash provided by (used in) financing activities	649	(726)
Effect of exchange rate change on cash and cash equivalents	(11)	18
Net increase (decrease) in cash and cash equivalents	2,020	816
Cash and cash equivalents at beginning of period	6,922	7,712
Cash and cash equivalents at end of period	8,942	8,529



7. Amendments to full term consolidated performance forecasts

Amendments to full term consolidated performance forecasts * No change in the performance forecasts for the second half ("actual results in the first half + initial plan for the second half")

(Unit : million yen)	Previous Forecast	Revised Forecast	YoY		"Reference" FYE Mar. 31,2021
			Change Amount	Change %	
Net sales	42,000	42,300	300	+0.7%	38,812
Operating income	1,800	2,150	350	+19.4%	1,586
Ordinary income	1,580	2,170	590	+37.3%	1,569
Profit (loss) attributable to owners of parent	1,000	1,400	140	+14.0%	857
Earnings per share	21.47 yen	24.28 yen			18.41 yen



8. Changes in number of shareholders and shareholder composition

	FYE Mar. 31, 2019	FYE Mar. 31, 2020	FYE Mar. 31, 2021	2Q FYE Mar.31 , 2022
Shareholders at the end of the period	2,923	4,092	3,463	3,639
Shareholder composition				
Government and local public entities	0.00 %	0.00 %	0.00 %	0.00 %
Financial institutions	19.89 %	22.77 %	23.43 %	23.59 %
Financial instruments business operators	0.30 %	0.66 %	0.41 %	0.53 %
Other Japanese companies	20.50 %	20.78 %	23.38 %	23.21 %
Foreign institutions and others	4.55 %	6.85 %	7.67 %	7.25 %
Individuals and others	49.03 %	48.92 %	45.09 %	45.41 %
Treasury stock	5.73 %	0.02 %	0.02 %	0.02 %
(proportion of those including investment trust)	10.00 %	11.98 %	11.96 %	12.11 %
(proportion of those including pension trust)	0.45 %	0.93 %	0.81 %	0.83 %



9. Status of shareholder return

	FYE Mar. 31, 2018	FYE Mar. 31, 2019	FYE Mar. 31, 2020	FYE Mar. 31, 2021	FYE Mar. 31, 2022 (Forecast)
Dividend	11 yen	11 yen	14 yen	14 yen	14 yen
1Q	–	–	–	–	–
2Q	4.0 yen	4.0 yen	6.0 yen	6.0 yen	6.0 yen
3Q	–	–	–	–	–
4Q	7.0 yen	7.0 yen	8.0 yen	8.0 yen	8.0 yen
Total amount of dividends	471 million yen	471 million yen	651 million yen	651 million yen	–
Dividend payout ratio	37.6%	28.8%	26.5%	76.0%	–
Treasury shares	0 million yen	0 million yen	0 million yen	0 million yen	–
Total return ratio	37.6%	28.8%	26.5%	76.0%	–
Dividend on equity	3.7%	3.5%	3.9%	3.6%	–
ROE	9.8%	12.0%	14.7%	4.7%	–



Prospects for the future and Medium-Term Management Plan

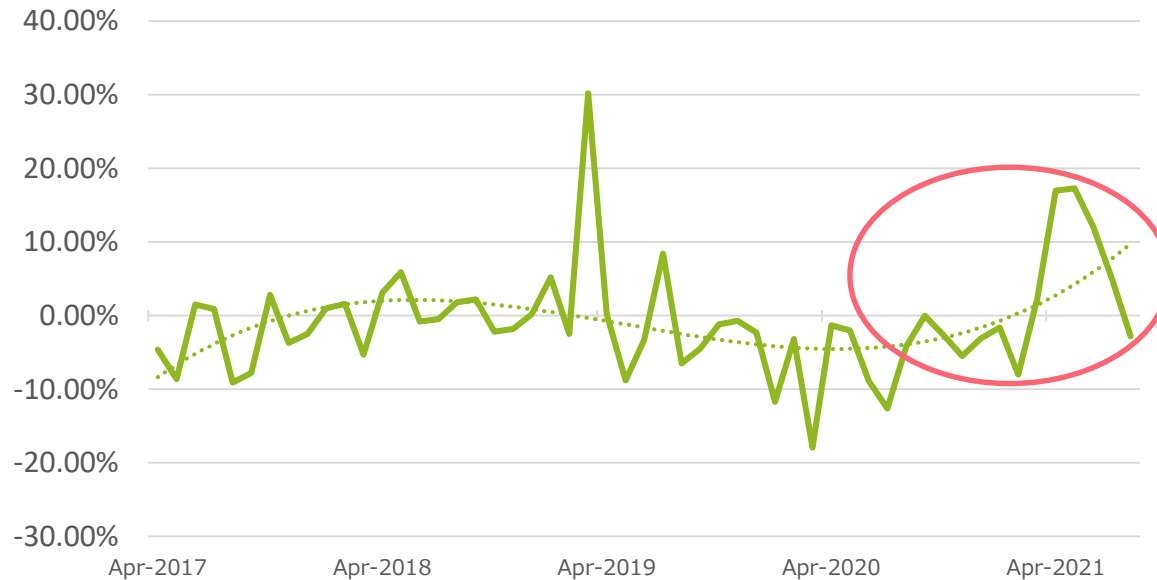
Takamiya Co., Ltd. (2445:Tokyo)
Grand Front Osaka Tower-B Bldg. 27F,
3-1, Ofuka-cho, Kita-ku, Osaka 530-0011, Japan
TEL : +81-6-6375-3900 FAX : +81-6-6375-8825



Prospects for the future | Environment analyses

Trends in orders for construction work

Year-on-Year comparison graph of order-taking for construction works (monthly)



- ✓ Orders from construction companies, which are customers, are on a recovery trend.
- ✓ In the future, there will be large-scale projects such as the construction of the Linear Shinkansen, the expansion of the Hokuriku Shinkansen to Osaka, and the Osaka Expo.
- ✓ Construction investment is expected to increase due to the recovery trend of the economic environment, and it is expected to gradually recover from the second half of the year.



Prospects for the future | Environment analyses

Domestic construction investment is strong

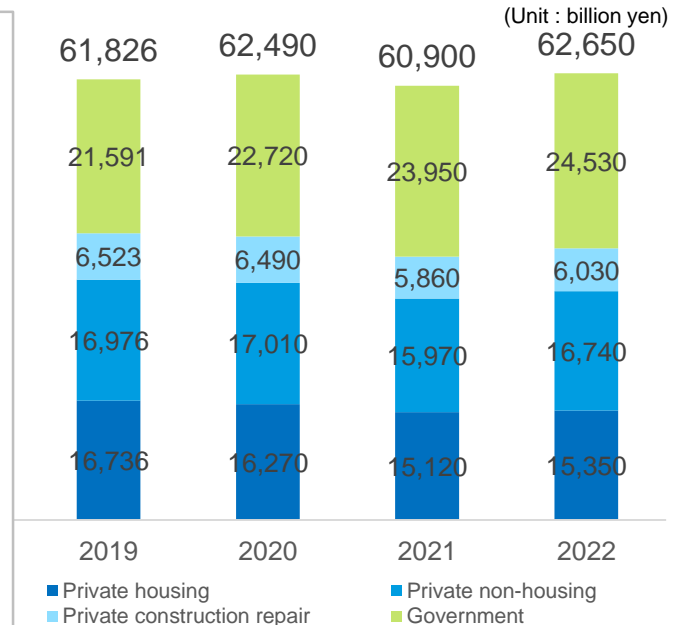
Source: Created from "Construction Investment Outlook" announced in October 2021 by the Ministry of Land, Infrastructure, Transport and Tourism

Domestic construction investment increased by 2.9% from the previous year. Government-related investment is expected to increase by 2.4%, and private investment is also expected to increase. There are reports that the corporate goods price index is rising, and we expect construction investment to remain firm.

(Unit : billion yen)

	FY2021 (prospects)		FY2022 (prospects)	
		YoY growth rate		YoY growth rate
Nominal construction investment	60,900	-2.5%	62,650	2.9%
Government	23,950	5.4%	24,530	2.4%
Private housing	15,120	-7.1%	15,350	1.5%
Private non-housing	15,970	-6.1%	16,740	4.8%
Private construction repair (refit/renovation)	5,860	-9.7%	6,030	2.9%

NOTE: Government investment includes construction repair (refit/renovation) investment



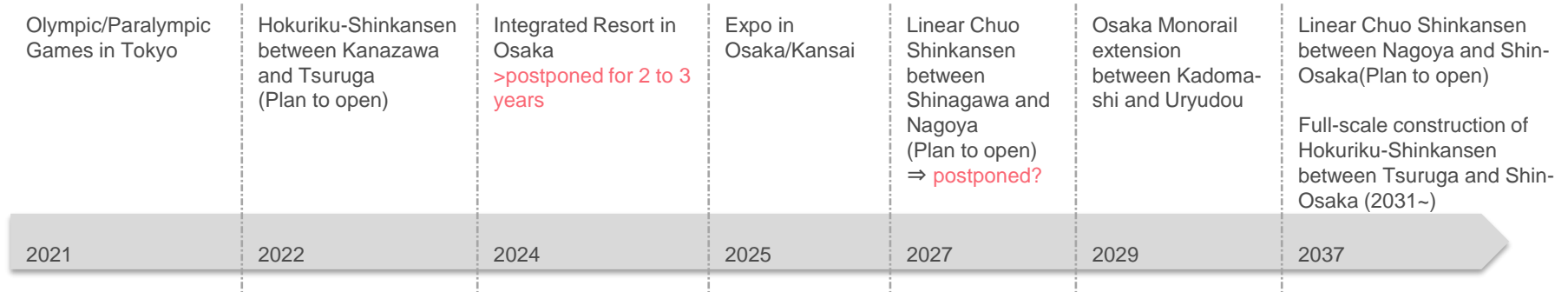
(FY ended/ending March 31)



Prospects for the future | Environment analyses

Projects relating to our industry

Domestic large-scale projects tend to be delayed/postponed, but meanwhile maintenance/repair of infrastructure (e.g. traffic infrastructure) are proceeding in many places.



Infrastructure renovation projects

- ◆ Tokaido-Shinkansen: large renovation (~2023)
- ◆ Hokuriku-Shinkansen: fully in operation (~2031)
- ◆ Metropolitan Expressway: large renewal (~2028)
- ◆ Hanshin Expressway: large renewal (~2029)
- ◆ Honshu-Shikoku Expressway large renewal (~2029)

Private investment may be curtailed by the effects of the new coronavirus infection. From 2021, public investment for economic recovery and orders for projects related to the Osaka / Kansai Expo are expected.



Prospects for the future | Assumptions at the beginning of the period and current situations

Sales demand exceeds expectations, almost as expected at the beginning of the term.

	Prospects at the time of announcing the financial results	Current situation
Sales Business	<ul style="list-style-type: none"> ✓ Next-generation scaffolding is entering a period of full-scale spread. In anticipation of a recovery in sales demand in the second half of the year, sales demand will increase from the second half of the second quarter. ✓ In the agri-business, major corporation are engaged in smart agriculture, so the demand for high-performance glass houses for agriculture supplied by our company will increase. 	<ul style="list-style-type: none"> ✓ Sales demand is on a recovery trend. Last-minute demand before price revision also contributed. ✓ Demand for products that can be used for infrastructure maintenance and repair is increasing.
Rental Business	<ul style="list-style-type: none"> ✓ In the first half of the year, the same situation as the previous year will continue due to the temporary suspension and the postponement of construction work. ✓ From the second half of the year, orders for planned construction projects in urban areas will be resumed, such as the resumption of new construction of large distribution warehouses and maintenance and repair work on buildings and apartment. ✓ During the third quarter, demand for rentals will increase, as is the trend of the past year. 	<ul style="list-style-type: none"> ✓ The utilization rate of the Iq System is high, especially in the Tokyo metropolitan area, but the utilization rate of rental assets related to civil engineering work does not increase. The third quarter was a busy season, and the utilization rate of rental assets is on the rise, as is the trend of the past year.
Overseas business	<ul style="list-style-type: none"> ✓ In the Philippines, restrictions on going out and business activities in urban areas will not be lifted, so the severe situation will continue as in the previous term. ✓ Construction investment in South Korea and economic recovery in countries around the export destination are expected, but a significant recovery is not expected and the situation will remain flat. ✓ In Vietnam, manufacturing of products for Japan will gradually improve with the recovery of sales business in Japan. 	<ul style="list-style-type: none"> ✓ In the Philippines, restrictions on going out in urban areas continue, so the tough situation continues. ✓ The Korean economy is on a recovery trend, and both the rental business and the sales business are recovering. ✓ As the prices of raw materials and parts rise, there is an impact on the manufacturing department.



2021 Medium-Term Management Plan

Management Vision and Profit Targets

Management Vision

Create new value through transformation and aim for sustainable growth by becoming a partner to our customers.

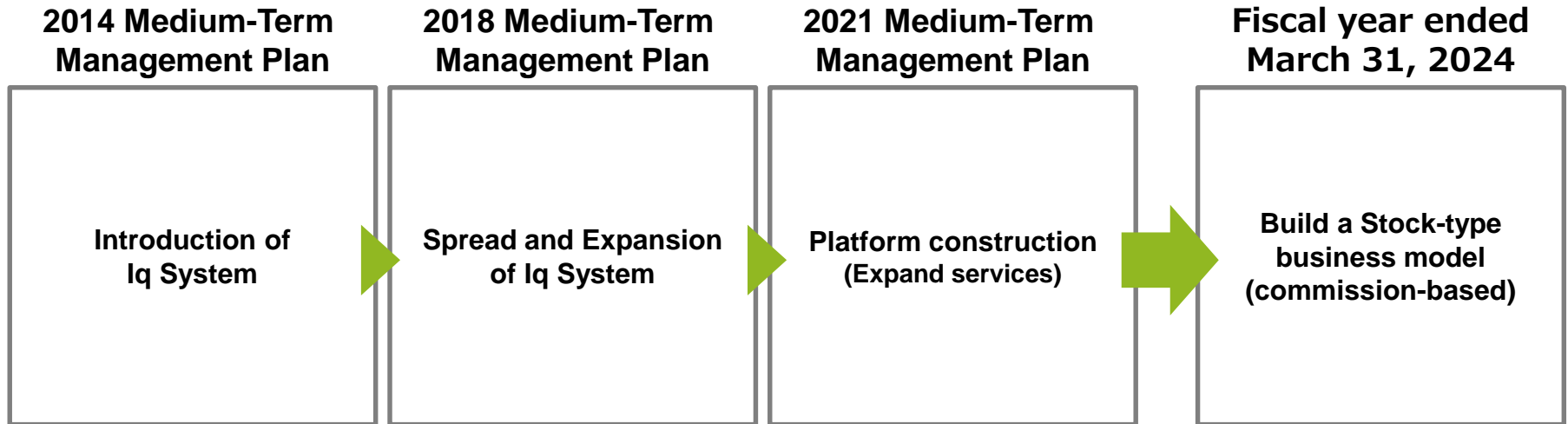
“Build a Stock-type business model (commission-based) .”

Profit Targets

Consolidated operating income of ¥5.0 billion for the year ending March 31, 2024
(35% increase compared to the fiscal year ended March 2020)



Steps to the point of achieving the de facto standard

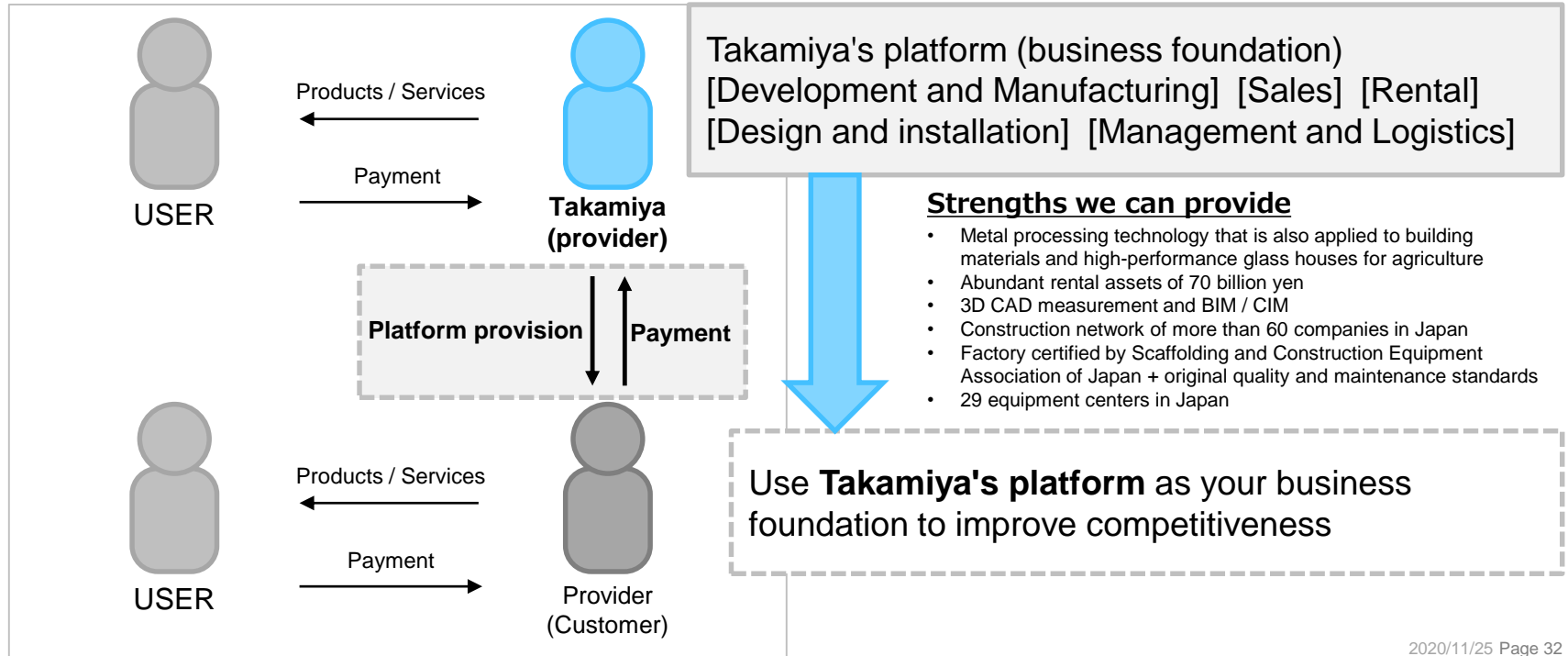


What is the platform to be built in the 2021 Medium-Term Management Plan?
A platform that provides services that integrate hardware and software centered on Iq System, that is, the "Takamiya Group's business foundation"



Stock-type business model provided by platform (business foundation)

Sharing the Takamiya Group business foundation with users and other providers





Services provided by platform – Iq Sharing –

A new service that expands business opportunities by reducing the labor and cost of customer equipment operation and management.

Services provided by Iq Sharing

- Shipment and return at sharing centers nationwide
- Missing parts can be rented or additionally purchased

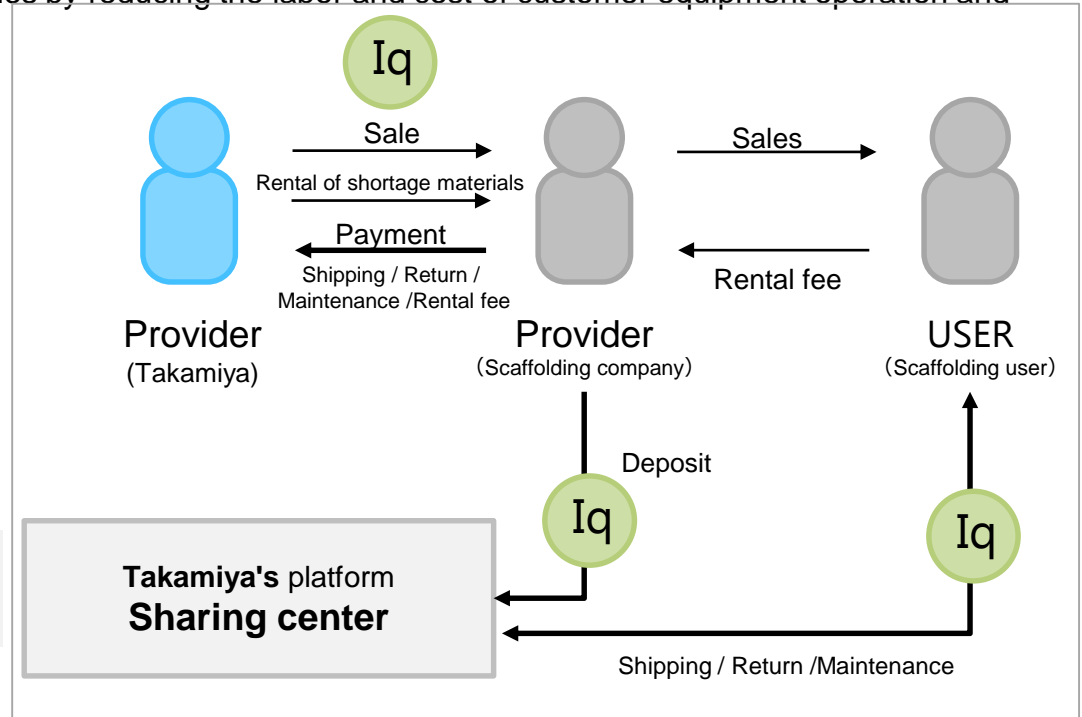
Benefits of Iq Sharing users

- No need for own equipment center
- Free from equipment maintenance and shipping return work
- Expansion of business area, creation of business opportunities

The amount of Iq System in circulation

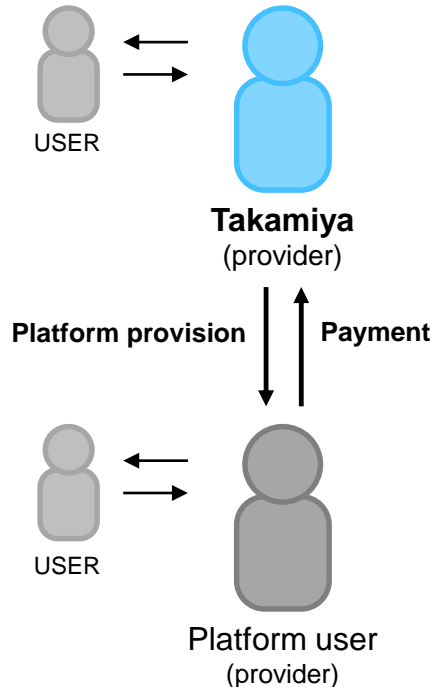
As the number of users increases, the amount of Iq System in circulation will increase proportionally.

Iq Sharing user





Brush up the platform and expand customer benefits (customer competitiveness)



Takamiya's platform (business foundation)

<Five functions to provide (Five arrows)>

[Development and Manufacturing] [Sales] [Rental]

[Design and installation] [Management and Logistics]

We will brush up each function provided in the platform, raise it to an overwhelming level, and evolve it into a service that is attractive to users.



Expanding customer benefits

The number of providers (customers) who use the platform will increase



Platform brush-up case

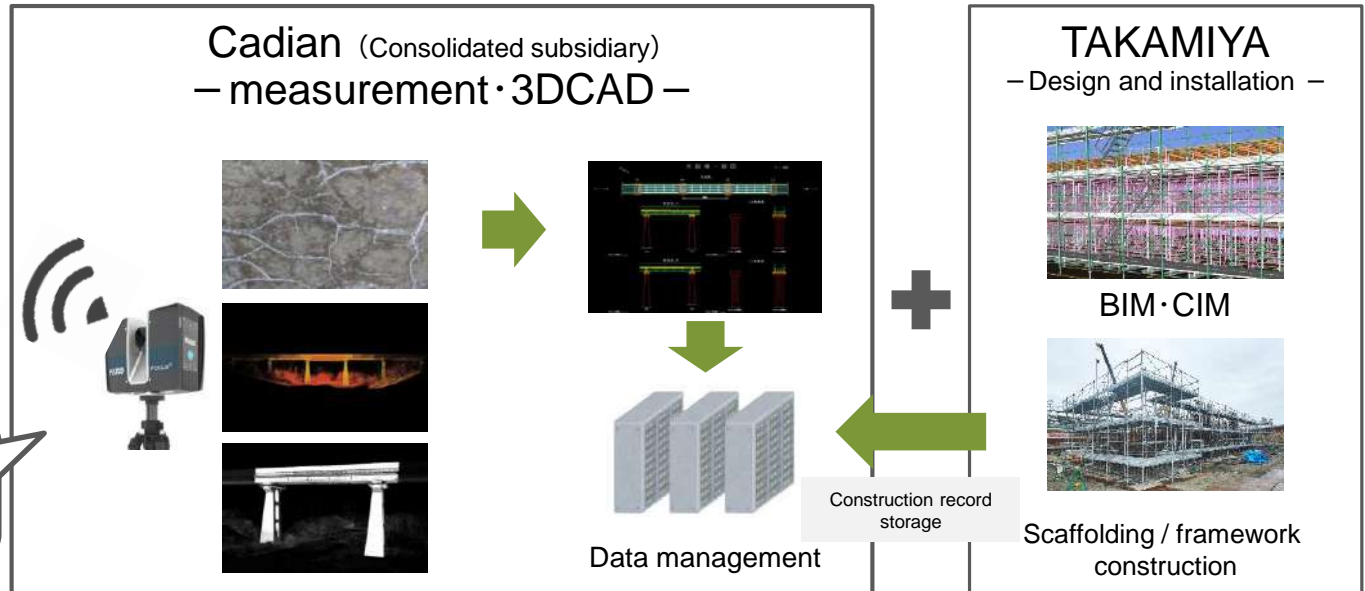
3D measurement + BIM / CIM + construction

Solving problems with "TAKAMIYA x Cadian" technology BIM / CIM support



Maintenance of aging social capital stocks nationwide

**Platform
enhancements**





"Takamiya Lab. West" that makes the platform attractive

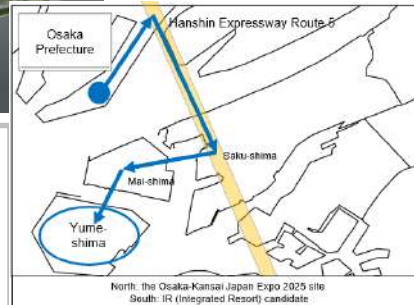
Development base to evolve Takamiya's platform (business foundation)

Purpose and role of Takamiya Lab.

A research and development base that develops, provides, and demonstrates new technologies and services to enhance the convenience and competitiveness of platform users.



Land area : About 57,851m²
Good access to the urban areas of Osaka and Hyogo prefectures, and the development areas of the Osaka Bay area



[Specific initiatives and services provided]

Iq Sharing

- Improve the quality and efficiency of equipment inspection and maintenance by monitoring
- Reduction of truck waiting time (reduction of shipping return time and automatic reception)

Improvement of construction efficiency and safety

- 3D laser scanner / BIM / CIM
- Safety education in both VR and reality, various acceptance training, technical acquisition, full harness type fall prevention special education

Product development / improvement

- Exhibition of actual products, installation and construction demonstration

Efficient and labor-saving equipment management and maintenance work

- Automated warehouse, automatic cleaning / washing machine, AGV

Reduction of environmental impact (ESG SDGs)

- Roof-mounted solar power generation & storage battery (self-consumption and product display) and Water reuse, electric forklift

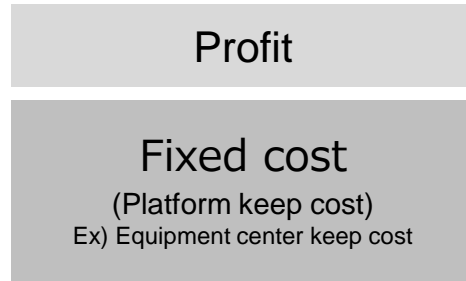


Improve profits on the platform

The platform user pays the usage fee.
(Share fixed costs among platform users)

⇒ Increased profit margin

Takamiya's
business profit



← Usage fee
from company C

← Usage fee
from company B

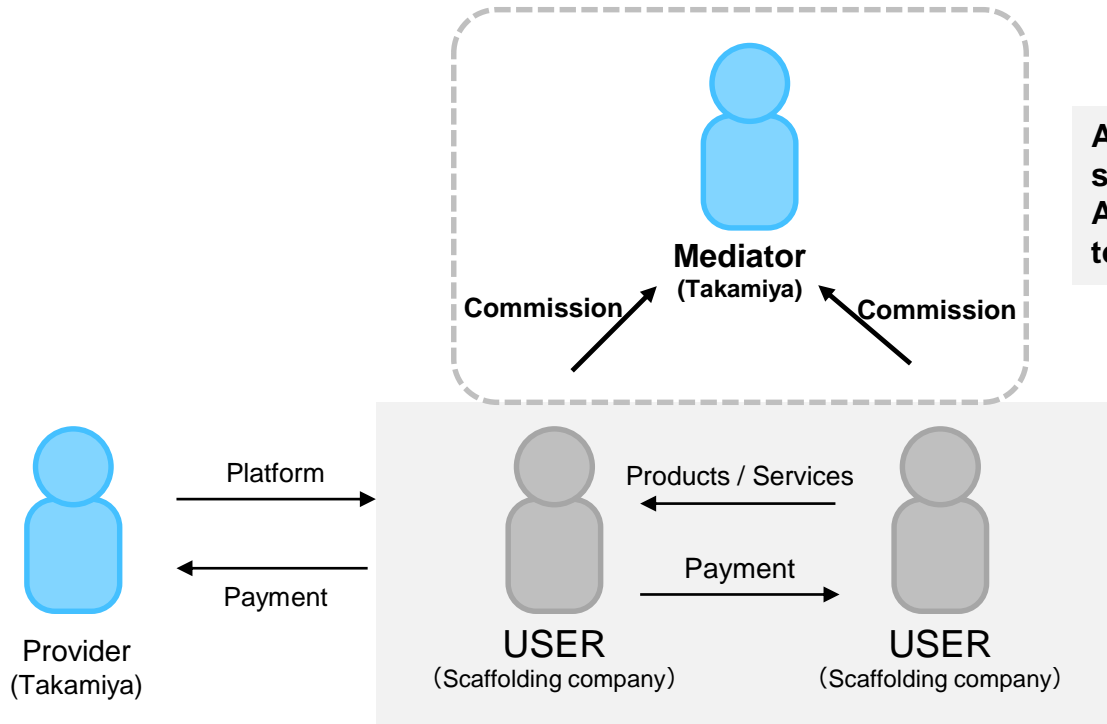
← Usage fee
from company A

← Takamiya's
business profit

By sharing the platform that was used only for the Takamiya Group's sales and rental business with platform users, the fixed cost burden will be reduced. By increasing the number of platform users, it is expected that profits and profit margins will increase due to usage fees.



Development of a new revenue base

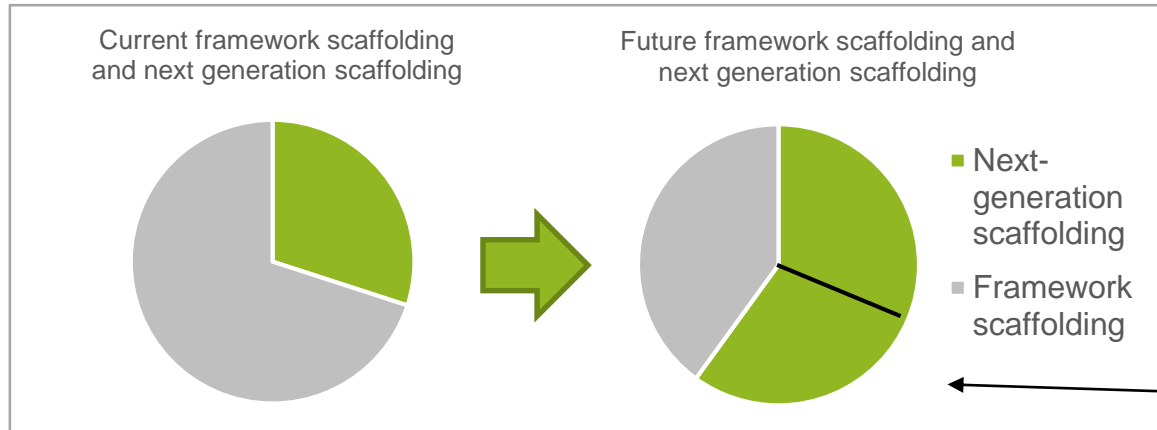


As a platformer, we are developing a service that matches platform users. Aim for commission income according to the transaction amount



Build a platform and establish the de facto standard for Iq Systems

- As the number of platform users increases, the amount of Iq System in circulation will increase.
- Iq System and Takamiya's platform become de facto standard in the temporary industry



The number of square meters of framework scaffolding is about 70 million square meters.

Assuming that half of them will be replaced with next-generation scaffolding,

the market size of next-generation scaffolding is expected to be

150 billion yen

+ LEDGER and baseboard and so on

Expected to replace next-generation scaffolding in the future



Products that can meet the demand for infrastructure redevelopment

Products for maintenance/repairs and infrastructure redevelopment

- Panel-type hanging scaffolding system “SPIDER PANEL”
- Mast climbing work platform for large-scale repair works mainly on high-rise condominiums “Lift Climber”
- Can be erected along slopes and also used as a gantry ” YT Lock System”

Close-Up



SPIDER PANEL

Initiatives to Support Demand for Hanging Scaffolding Systems

With the trend in construction investment shifting from new construction projects to maintenance and repair work, and an increase in demand for repair work for transport infrastructure, we have been receiving an increasing number of inquiries regarding VMAX and SPIDER PANEL hanging scaffolding systems. Transportation infrastructure projects are usually very long term, so demand is high and expected to remain so for several decades. Hanging scaffolding systems are often used in high places. In order to work safely, it is important to check points for attention beforehand, and carry out installation work carefully. As an initiative to spread safe work practices, the Company launched the Hanging Scaffolding System Association in March 2020. We are also providing support through information and other services to make scaffolding construction safer and more efficient.



Lift Climber

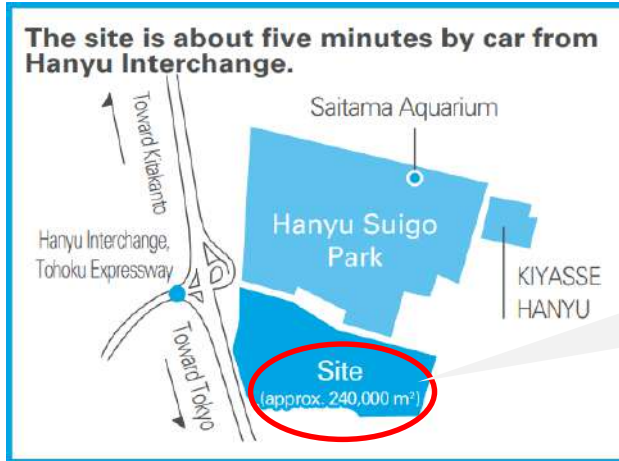


YT Lock System



Business development other than temporary department

Agri business Hanyu Aisai Project



Inside "Hanyu Challenge Farm",
Hanyu City, Saitama Prefecture
Approximately 3 hectares (leased land)

G-Castle Neo48

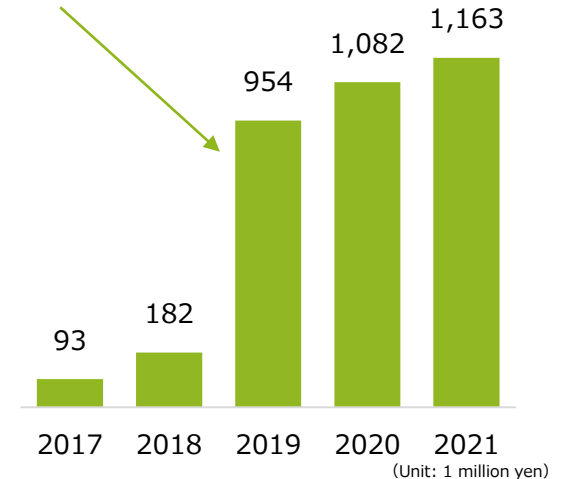


G-Castle Pro I



Agri Business Sales Trend

Sale of high-performance green house
Transfer of green house sales business



(FY ended March 31)



Redevelop overseas business bases

Philippines : DIMENSION-ALL

(Sale and rental of temporary equipment for construction) ※FYE : Dec.

- ✓ Due to the effects of the new coronavirus infectious disease, measures to restrict going out and moving in urban areas will continue, and it will be difficult to recover business results in this term.

South Korea : Hory Korea

(Manufacture and sale of temporary equipment for construction) ※FYE : Mar.

- ✓ The economy in South Korea is on a recovery trend, and we continue to receive orders from South Korea and neighboring countries.

Vietnam : Hory Vietnam

(Manufacture and sale of temporary construction equipment for Japan) ※FYE : Dec.

- ✓ Due to the blockade of the city, the production volume temporarily decreased, but now the production of general-purpose products for Japan is also stable.

Inspect overseas businesses, expand the scope of sales, develop alliances with local companies and develop human resources, and turn headwinds into opportunities.



Reference Information

Takamiya Co., Ltd. (2445:Tokyo)
Grand Front Osaka Tower-B Bldg. 27F,
3-1, Ofuka-cho, Kita-ku, Osaka 530-0011, Japan
TEL : +81-6-6375-3900 FAX : +81-6-6375-8825



ESG information

IR

- Video streaming of Financial Results Briefing
- Disclosure of English versions of Summary of Financial Results, Results Briefing Materials, and Timely Disclosure Release (partly)
- Issuance and Web release of Integrated Report (Japanese/English)* 2021 version
- Disclosure of non-financial information (publicized on Integrated Report, and then on the Web)
- Proactive information disclosure based on dialogues with investors (e.g., prevalence (total area) of next generation scaffolding, rental asset utilization rate)
- Briefing for private investors
- 1 on 1 meeting

If situations calm down for events such as briefings, there would be more occasions for proactive dialogs and IR activities than the previous term.

The image shows two overlapping screenshots of financial reports. The top one is a table with columns for 'Revenue', 'Operating Profit', 'Profit Before Tax', 'Income Tax Expense', and 'Net Profit'. The bottom one is a table with columns for 'Revenue', 'Operating Profit', 'Profit Before Tax', 'Income Tax Expense', and 'Net Profit'.





ESG information

Human resource development

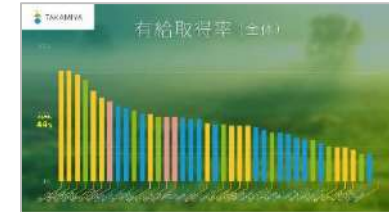
Promoting "Human centered capitalism" style management and measures centered on human resources

- Promoting in-house projects centered on mid-level/young employees
- Incentive reward according to the degree of KPI attainment set by each division
- Promoting active Work Style Reform by information disclosure to employees (e.g., screenshots on the right)
- Training according to individual stages such as new employee, mid-career employee, and pre-manager candidate
- Mentor scheme (new employee / mid-career employee)
- Mental health check (Web service)
- Wedding anniversary holiday, refresh holiday and others to encourage taking paid leaves
- Telework (Work from home) * We have attempted earlier than the present National Declaration of State of Emergency

To improve corporate value and shareholder value permanently, development of Key human resources is one critical issue (Human centered capitalism).

Human centered capitalism: The Company's management philosophy advocating that "Human resource is the essence of corporate power".

Such information is publicized to visitors on a large signage



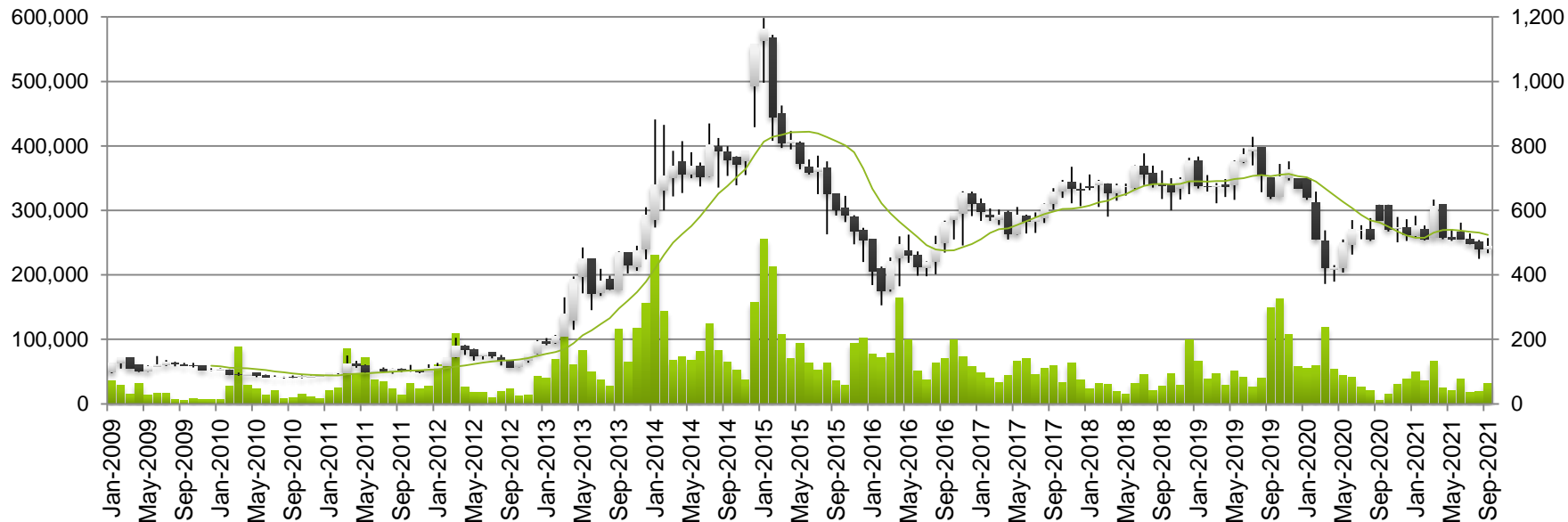


Stock Price of TAKAMIYA (2445:Tokyo)

Average daily trading volume

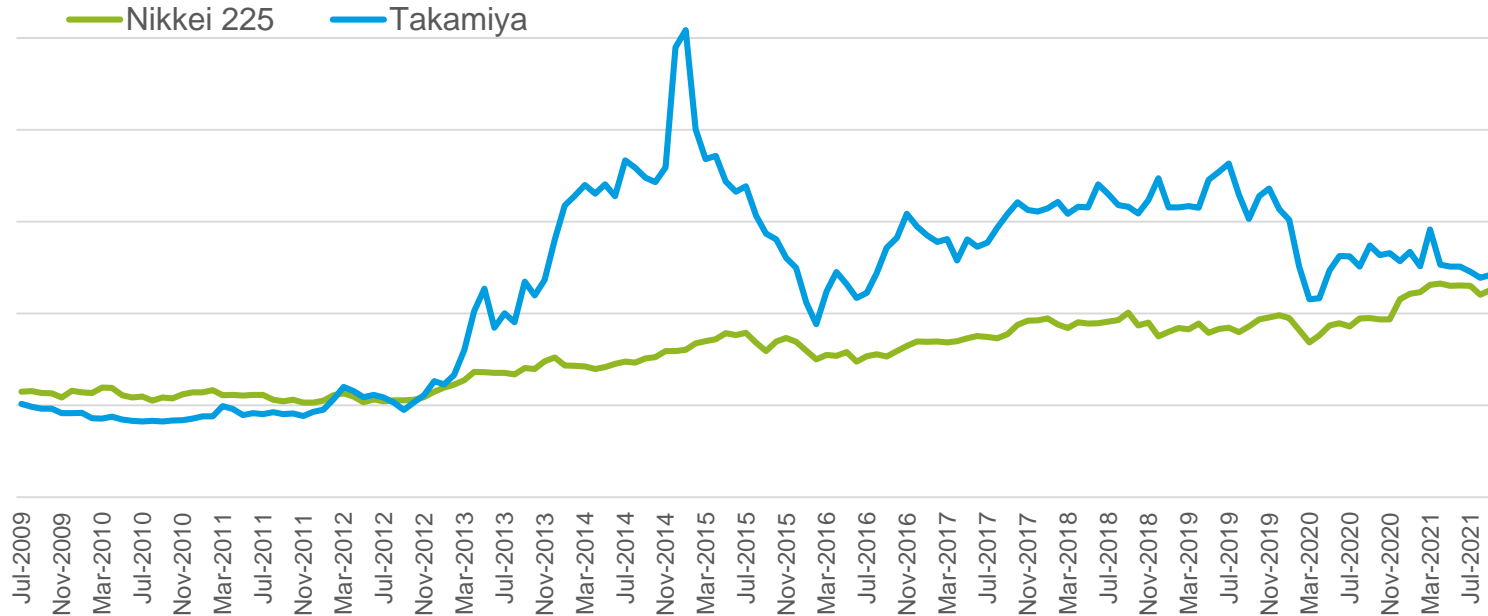
Stock price (yen)

> Solid line is a 12 months moving average line of stock price.





Comparison of Share Price and Nikkei 225 (based on January 2009)





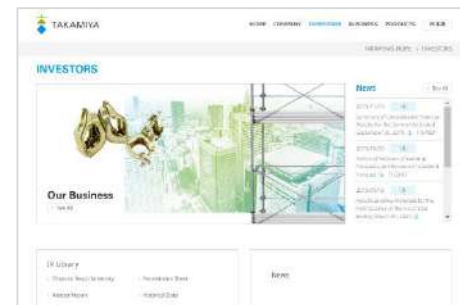
IR contact

Company name : Takamiya Co., Ltd.
Address : Grand Front Osaka, Tower B, 27F,
3-1 Oofuka-cho, Kita-ku, Osaka,
530-0011, Japan
HP : <https://www.takamiya.co/en/>
For Investor : <https://www.takamiya.co/en/ir/>
CONTACT : PR / IR Department
Email : ir@takamiya.co

HP



For Investor



This material is intended solely to provide information about the Group, not to invite investment in the Company's securities. Opinions and forecasts as provided herein represent the judgements made by the Company at the time of preparation of this material, and of course, in no event warrant/assure accuracy and safeness of such information, and additionally, may be subject to change without notice.