



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

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## Agenda

- Topics
- Description of consolidated performance of the fiscal year ended December 31, 2022
- Prospects and strategies for the future



## Topics

**Jan.12,2022**

**Notice regarding the transition to the new market category "Prime Market"**

**Feb. 1, 2022**

**Notice of Change of Directors**

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 : 1,223; Non-consolidated : 718 (As of the end December 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)<br>Business offices: Sapporo, Morioka, Fukushima, Kashima, Ichihara, Hokuriku, Fukui, Nagano, Shizuoka, Keiji, Kobe, Hiroshima, Okinawa (total: 13)<br>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)<br>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.<br>[Overseas total:3] DIMENSION-ALL INC. ; Hory Korea Co. Ltd ; HORY VIETNAM Co., Ltd. (total:10)   |
| Stock listing             | Jun. 2005: JASDAQ Securities Exchange<br>Note: The Company was delisted from the JASDAQ market in January 2008.<br>Dec. 2007: Tokyo Stock Exchange Second Section<br>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 the Iq System and repeat orders including peripheral equipment were firm, resulting in higher sales and profits.
- ✓ In the rental business segment, Although the Iq System has the highest utilization rate ever, the utilization rate of civil engineering equipment was lower than expected due to the delay in the start of construction work at the civil engineering site, resulting in lower sales and profits.
- ✓ In the overseas business, the outlook for the Philippines is still uncertain due to continued movement restrictions. In South Korea, the domestic economy is also on a recovery trend, and both sales and rental businesses are performing well. Vietnam's production (sales) for Japan also declined temporarily, but sales and profits increased due to the steady performance.
- ✓ During the third quarter of the consolidated fiscal year, due to a significant decline in the market value of investment securities held by the Company, a loss on valuation of investment securities of 15 million yen due to impairment treatment was recorded as an extraordinary loss. In the current consolidated cumulative period, it was 284 million yen.



# 1. Summary of consolidated performance

## 1.2 Cumulative period (from April 1 to December 31,2021)

| Consolidated Results<br>(Unit : million yen)       | 3Q FYE Mar. 31,2022<br>Forecast |             | 3Q FYE Mar. 31,2022<br>Results |             | 3Q FYE Mar. 31,2021<br>Results |             | % change<br>(y/y) |
|--|---------------------------------|-------------|--------------------------------|-------------|--------------------------------|-------------|-------------------|
|  | (Non-disclosure)                | Sales ratio |                                | Sales ratio |                                | Sales ratio |                   |
| Net sales  |                                 |             | 29,824                         | 100.0%      | 28,757                         | 100.0%      | +3.7%             |
| Gross profit                                       | —                               | —           | 8,110                          | 27.2%       | 8,571                          | 29.8%       | (5.4)%            |
| SG&A   | —                               | —           | 7,124                          | 23.9%       | 6,998                          | 24.3%       | +1.8%             |
| Operating income                                   |                                 |             | 986                            | 3.3%        | 1,573                          | 5.5%        | (37.3)%           |
| Ordinary income                                    |                                 |             | 1,113                          | 3.7%        | 1,425                          | 5.0%        | (21.9)%           |
| Profit attributable to<br>owners of parent         |                                 |             | 357                            | 1.2%        | 856                            | 3.0%        | (58.3)%           |
| Earnings per share<br>(Diluted earnings per share) |                                 | —           | 7.67yen<br>(7.43yen)           | —           | 18.39yen<br>(17.87yen)         | —           | —                 |
| Annual dividends per share                         | —                               | —           | —                              | —           | —                              | —           | —                 |
| Depreciation                                       | —                               | —           | 3,569                          | 12.0%       | 3,639                          | 12.7%       | (1.9)%            |
| EBITDA   | —                               | —           | 4,556                          | 15.3%       | 5,213                          | 18.1%       | (12.6)%           |



# 1. Summary of consolidated performance (April 1 – December 31, 2021)

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

(FY ended/ending March 31)

### Net sales

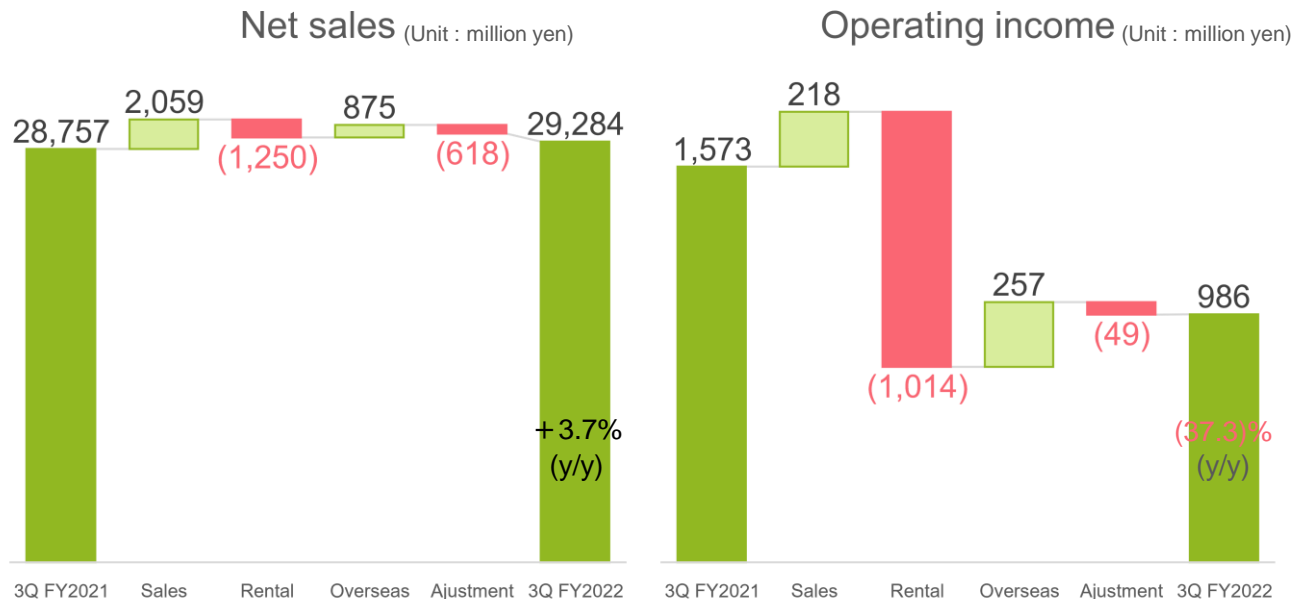
**1,067 million yen increased  
(up 3.7% YoY)**

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

### Operating income

**587 million yen decreased  
(down 37.3% 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 1 – December 31, 2021)

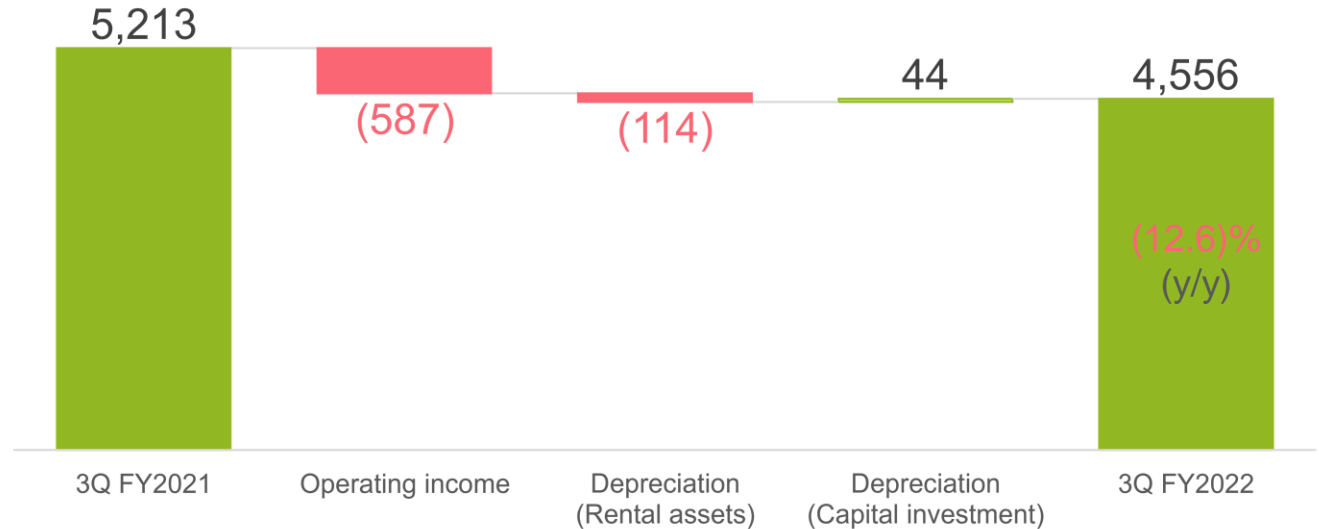
## 1.4 EBITDA (Operating income + Depreciation)

(FY ended/ending March 31)

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

**EBITDA**  
**657 million yen decreased**  
**(down 12.6% YoY)**

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







# 1. Summary of consolidated performance (April 1 – December 31, 2021)

## 1.5 Performance by segment

(FY ended/ending March 31)

| Unit : million yen       | Net sales     |               |                 | Segment Operating income<br>(Segment operating profit margin) |                          |                 |
|--------------------------|---------------|---------------|-----------------|---|--------------------------|-----------------|
|                          | 3Q FY2021     | 3Q FY2022     | % change<br>y/y | 3Q FY2021   | 3Q FY2022                | % change<br>y/y |
| <b>Sales Business</b>    | <b>7,995</b>  | <b>10,054</b> | +25.7%          | <b>839<br/>(10.5%)</b>  | <b>1,057<br/>(10.5%)</b> | +26.0%          |
| <b>Rental Business</b>   | <b>18,577</b> | <b>17,327</b> | (6.7)%          | <b>1,832<br/>(9.9%)</b>                                       | <b>818<br/>(4.7%)</b>    | (55.3)%         |
| <b>Overseas Business</b> | <b>3,868</b>  | <b>4,743</b>  | +22.6%          | <b>(43)<br/>(-%)</b>  | <b>214<br/>(4.5%)</b>    | -%              |



## 2. Sales business

### 2.1 Factors of increase/decrease YoY

#### Net sales:

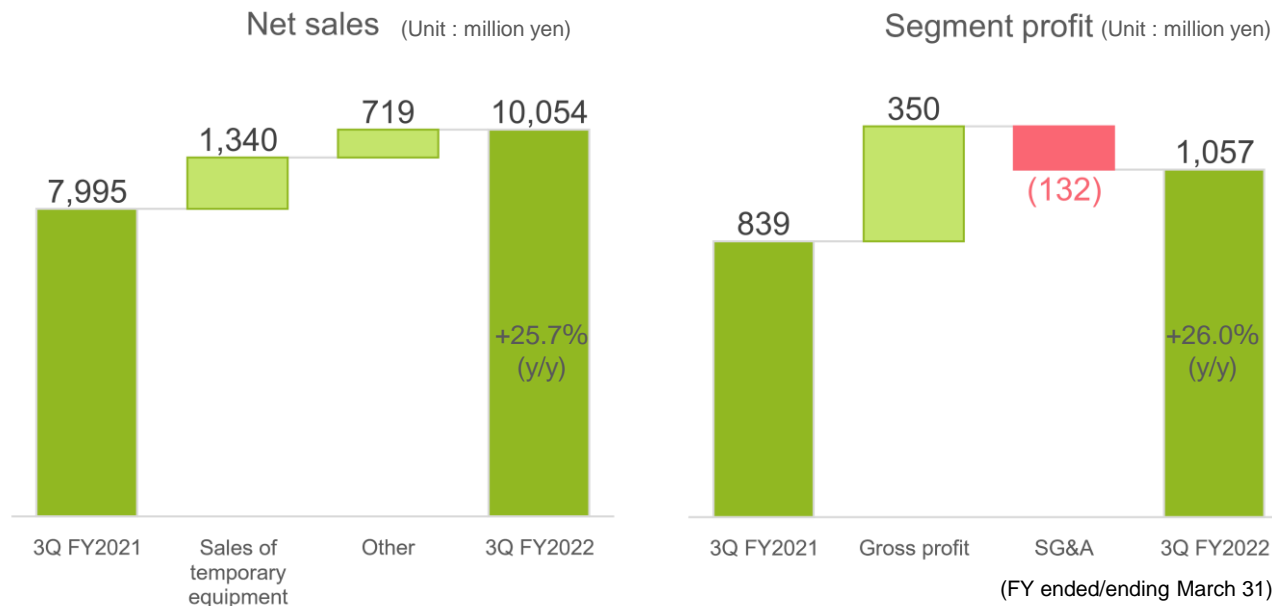
##### 2,058 million yen increased

- ✓ Sales of temporary equipment such as Iq System are strong. In the environment-related business, the agribusiness, including high-performance glass houses for agriculture, is performing well. Second-hand sales also increased due to an increase in domestic and overseas sales.

#### Operating income:

##### 218 million yen increased

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

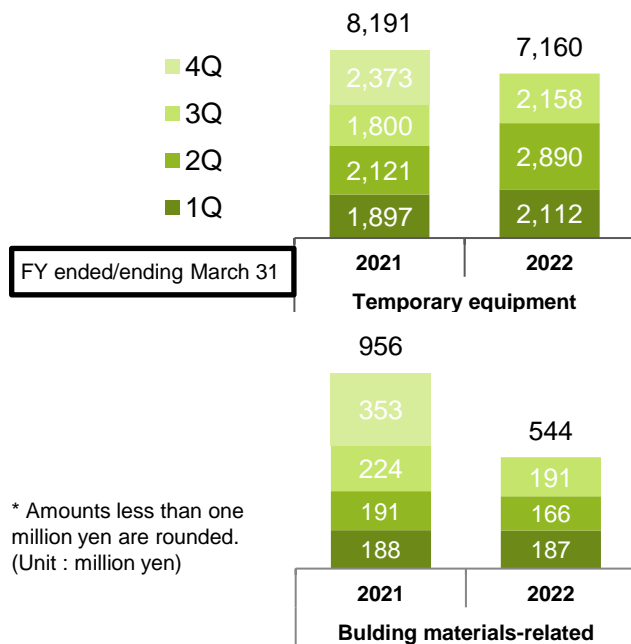




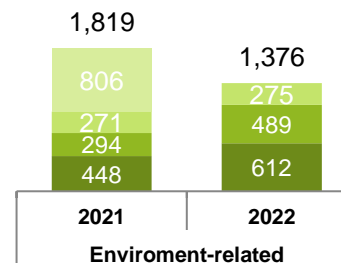
## 2. Sales business

### 2.2 Net sales by product field

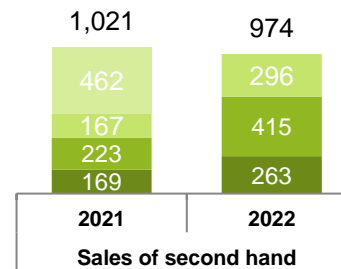
**Sales of Iq Systems were strong for temporary equipment, and second-hand sales also contributed. In the environment-related field, high-performance green houses are weak.**



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



Mounting devices of solar panel, Agricultural greenhouse



Second hand, sales of leased assets

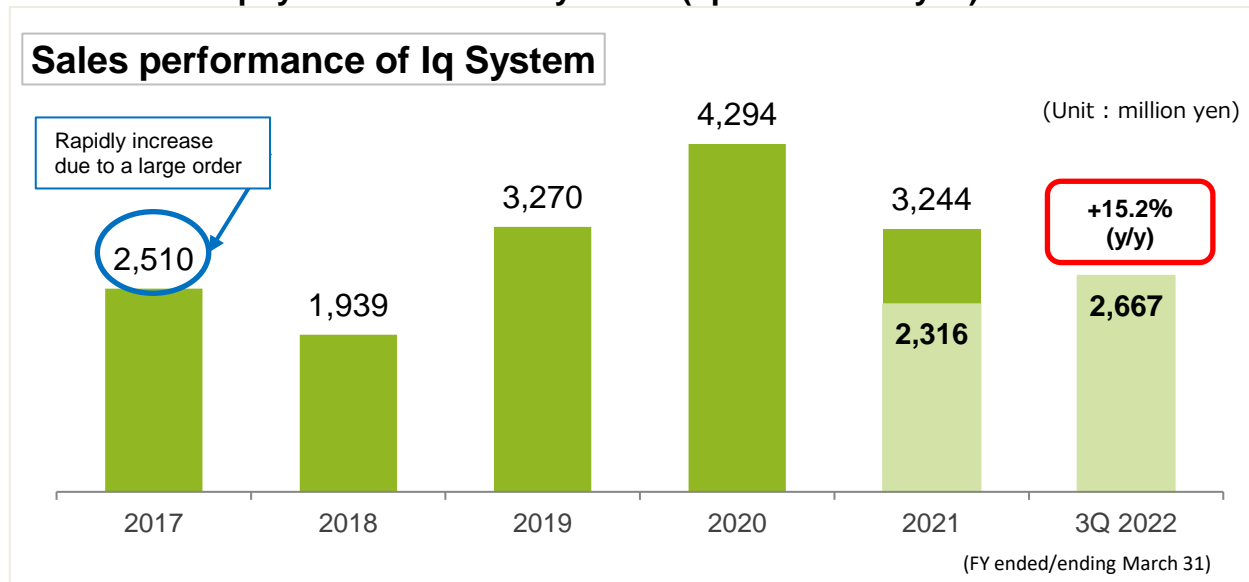




## 2. Sales business

### 2.3 Sales of Iq System

Sales of the Iq System Increased by 15.2% (up 351 million yen) YoY.



Iq System Cumulative sales  
**20.1 Billion yen**

※Our sales only

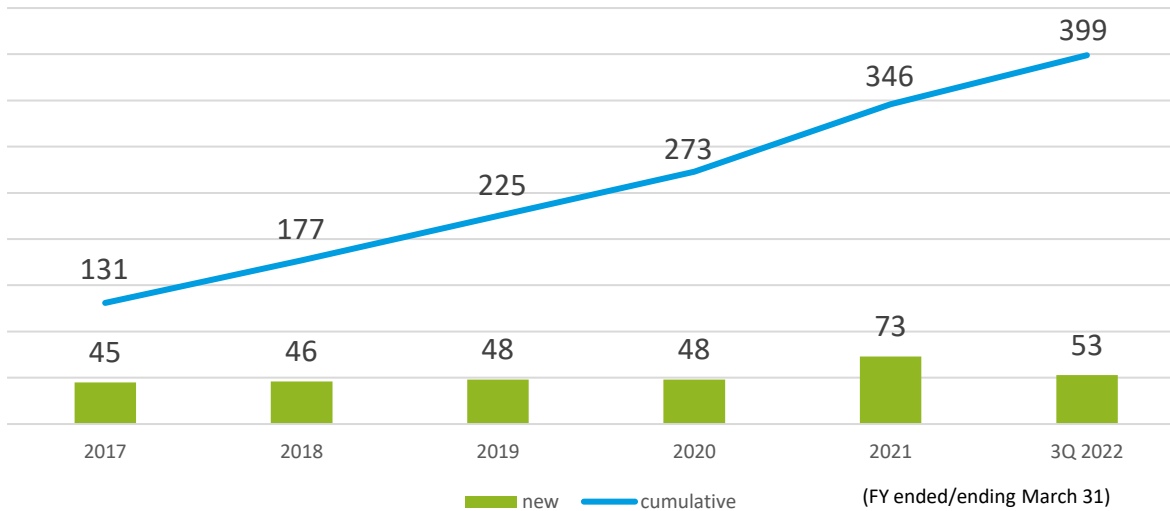


## 2. Sales business

### 2.4 Number of companies selling Iq System

**The number of Iq System sales destinations has steadily increased. Repeat demand is expected to increase as the number of sales destinations accumulates.**

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



**Cumulative number of  
Iq System sales destinations**

**399 companies**

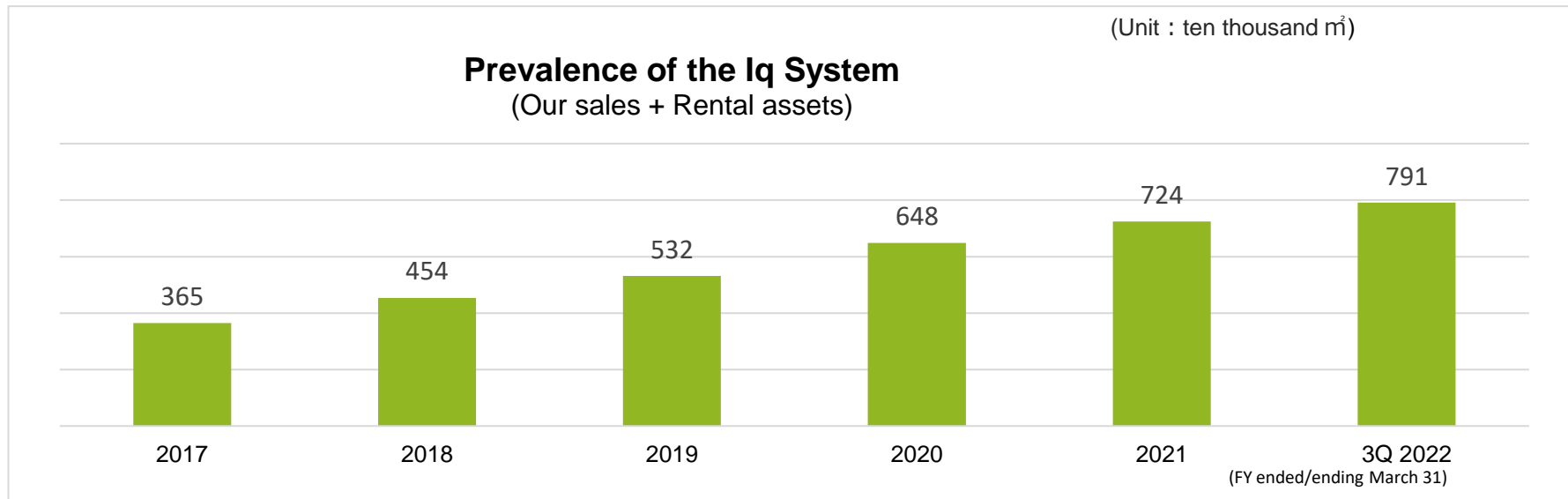
※Our sales only



## 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.

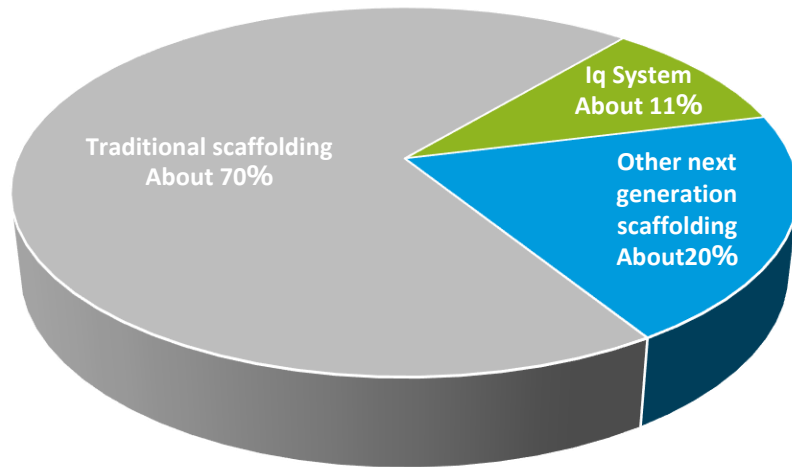


## 2. Sales business

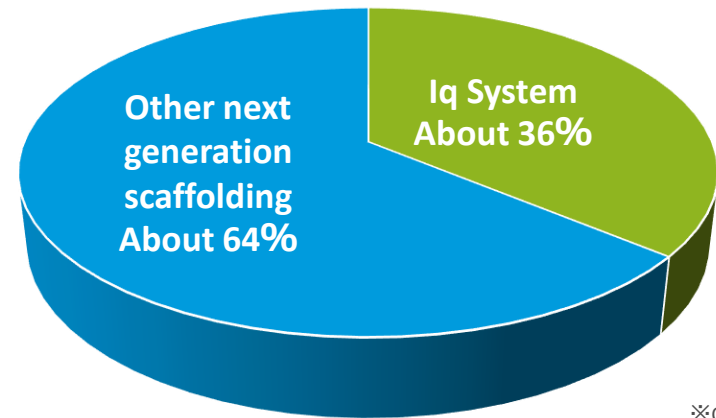
### 2.6 Iq System market share

**Next-generation scaffolding and Iq System penetration in the industry is going well**

Scaffolding market share



Market share of next-generation scaffolding



※Our research



## 3. Rental business

### 3.1 Factors of increase/decrease YoY

#### Net sales:

##### 1,250 million yen decreased

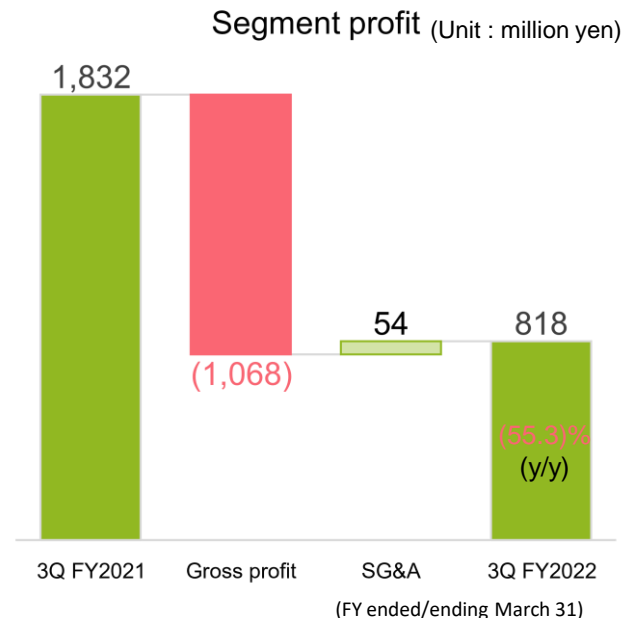
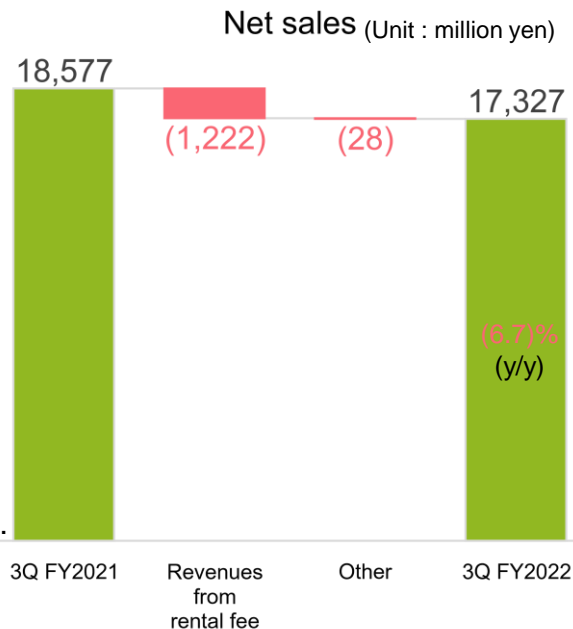
Utilization rate remained high, mainly at maintenance and repair work sites in the Tokyo metropolitan area, including the Iq System. However, after the completion of the large-scale civil engineering site in the previous fiscal year, the rental income decreased due to the sluggish utilization rate of civil engineering-related equipment due to the impact of the site delay, resulting in a decrease in sales compared to the same period of the previous year.

#### Operating income:

##### 1,013 million yen decreased

Although SG & A expenses were reduced, profits decreased due to a decrease in sales and an increase in fixed cost ratios such as depreciation.

The reason for the decrease in SG & A expenses was due to the treatment of goodwill impairment of consolidated subsidiary companies in the previous fiscal year.







### 3. Rental business

#### 3.2 Trend of average utilization rates of rental assets

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

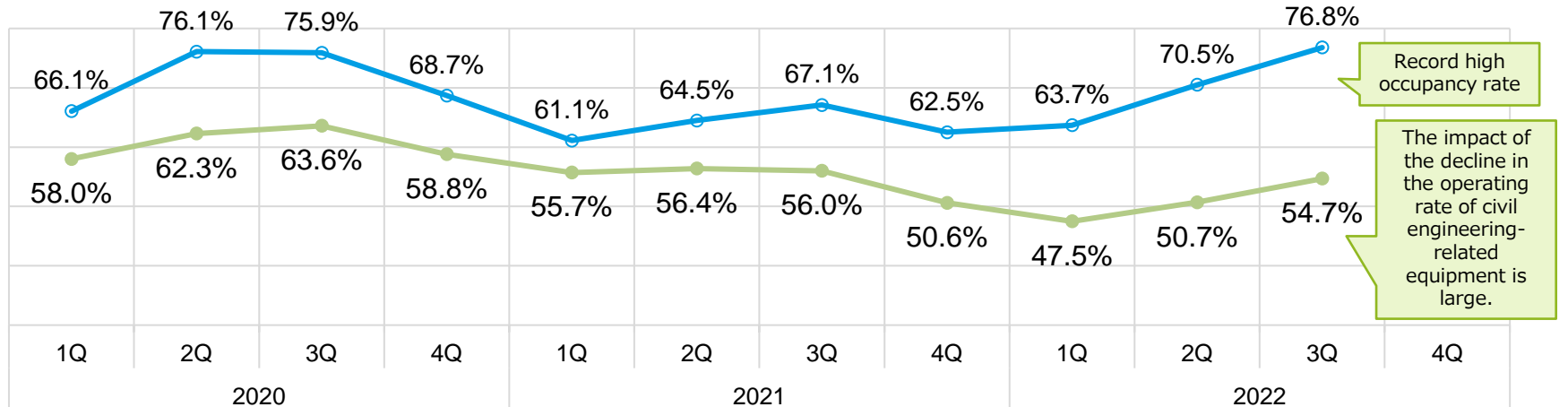
**The utilization rate of Iq System remained high. However, the utilization rate of civil engineering-related equipment was sluggish, The overall utilization rate will increase slightly, but the result will be lower than the same period of the previous year.**

Utilization rates of rental assets

Iq System

Assets for rent as a whole

(FY ended/ending March 31)



Record high occupancy rate

The impact of the decline in the operating rate of civil engineering-related equipment is large.

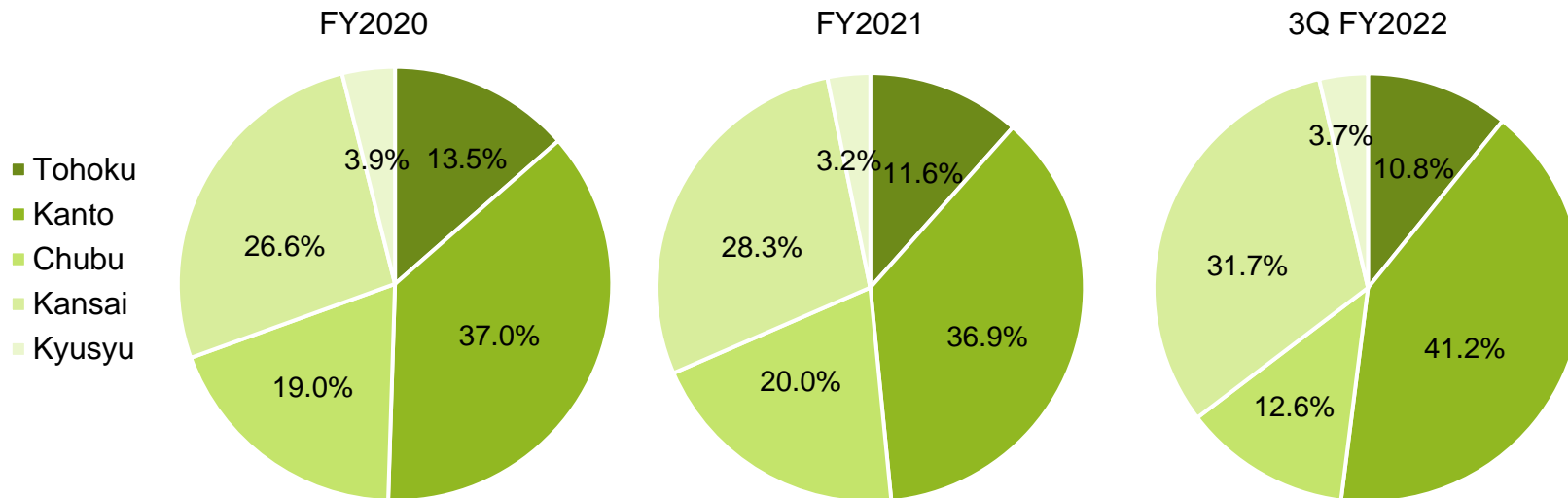


## 3. Rental business

### 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:

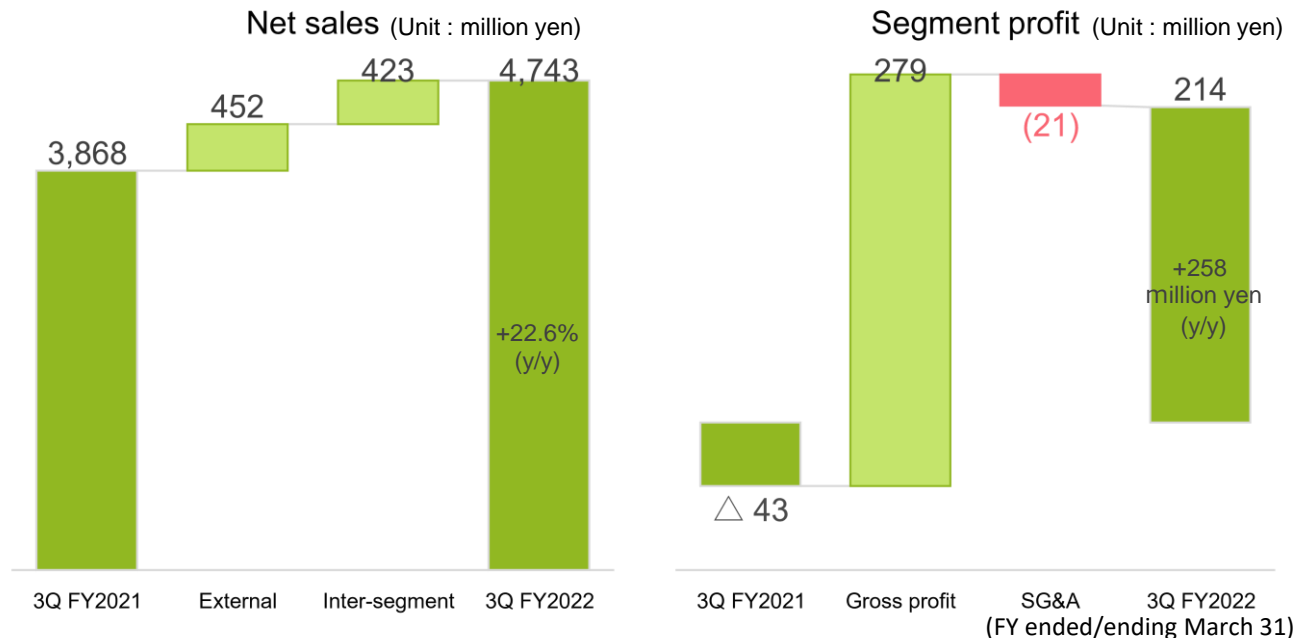
##### 875 million yen increased

In Korea Rental and sales increased.  
In Vietnam, sales to Japan are increasing.  
In the Philippines, outing and movement restrictions are continuing, and although he was able to increase sales performance during the cancellation period, the severe situation continues.

#### Operating income:

##### 258 million yen increased

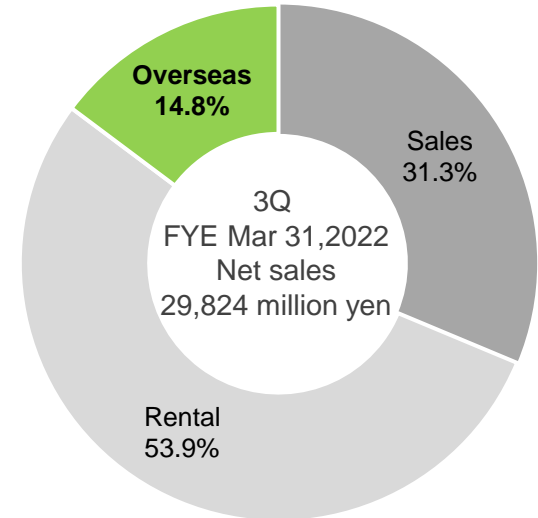
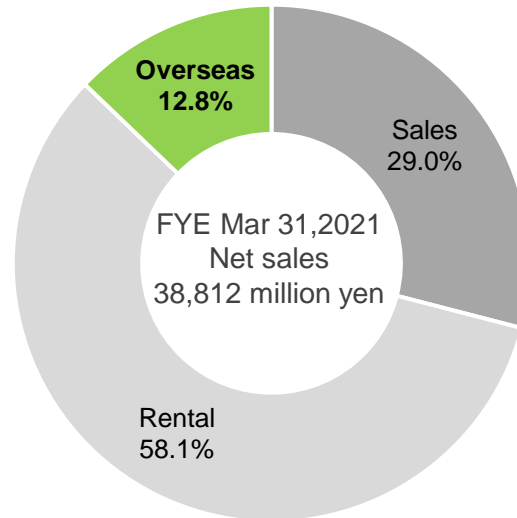
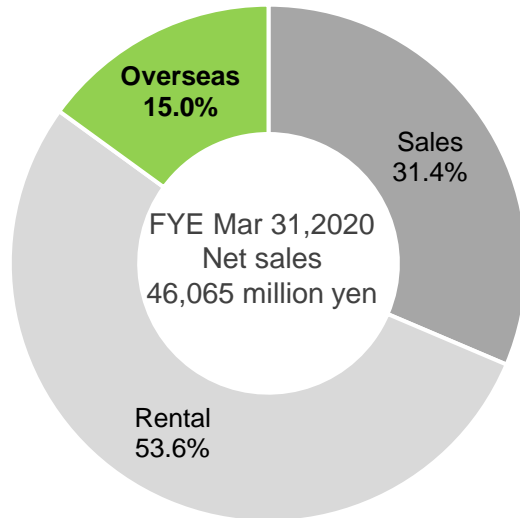
The main factor is the effect of increased sales





## 4. Overseas business

### 4.2 Sales Ratio by Segment



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

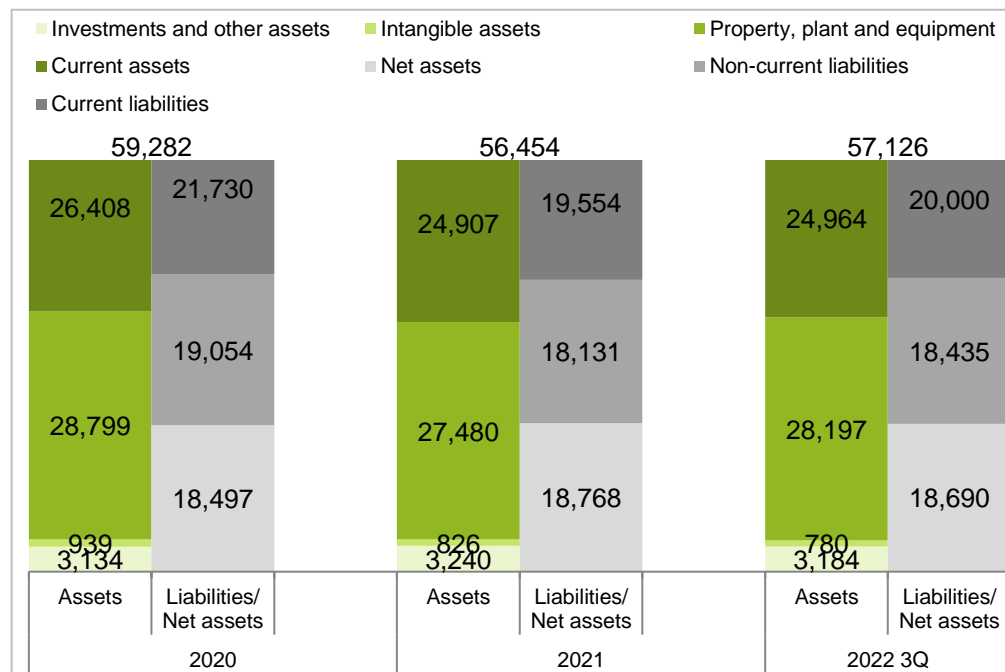


## 5. Change in Consolidated Balance Sheet

**Total assets increased slightly and equity ratio is 31.7%, (end of the previous fiscal year: 32.3%)**

(FY ended/ending March 31)

| [Asset]                               |          | (Unit : million yen) |
|---------------------------------------|----------|----------------------|
| <b>Current assets</b>                 |          |                      |
| Cash and deposits                     | : 7,746  | (285)                |
| Notes and accounts receivable – trade | : 10,956 | (719)                |
| <b>Non-current assets</b>             |          |                      |
| Assets for rent, net                  | : 12,351 | (861)                |
| Buildings and structures, net         | : 5,643  | +1,495               |
| <b>[Liability]</b>                    |          |                      |
| <b>Current liability</b>              |          |                      |
| Notes and accounts payable - trade    | : 6,396  | +728                 |
| Short-term loans payable              | : 3,904  | +426                 |
| Current portion of bonds              | : 421    | (450)                |
| <b>Non-current liability</b>          |          |                      |
| Bonds payable                         | : 3,542  | +264                 |
| <b>[Net asset]</b>                    |          |                      |
| Shareholders' equity                  | : 18,056 | (291)                |



(Unit : million yen)

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



## 6. 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"<br>FYE Mar. 31,2021 |
|--|-------------------|------------------|---------------|----------|---------------------------------|
|  |                   |                  | Change Amount | Change % |                                 |
| Net sales  | 42,000            | <b>42,300</b>    | 300           | +0.7%    | 38,812                          |
| Operating income                                     | 1,800             | <b>2,150</b>     | 350           | +19.4%   | 1,586                           |
| Ordinary income                                      | 1,580             | <b>2,170</b>     | 590           | +37.3%   | 1,569                           |
| Profit (loss)<br>attributable to owners<br>of parent | 1,000             | <b>1,400</b>     | 140           | +14.0%   | 857                             |
| Earnings per share                                   | 21.47 yen         | <b>24.28 yen</b> |               |          | 18.41 yen                       |



## 7. Changes in number of shareholders and shareholder composition

|  | FYE Mar. 31, 2019 | FYE Mar. 31, 2020 | FYE Mar. 31, 2021 | 3Q 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 %               |



## 8. Status of shareholder return

|                           | FYE Mar. 31, 2018 | FYE Mar. 31, 2019 | FYE Mar. 31, 2020 | FYE Mar. 31, 2021 | FYE Mar. 31, 2022<br>(Forecast) |
|---------------------------|-------------------|-------------------|-------------------|-------------------|---------------------------------|
| <b>Dividend</b>           | <b>11 yen</b>     | <b>11 yen</b>     | <b>14 yen</b>     | <b>14 yen</b>     | <b>14 yen</b>                   |
| 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

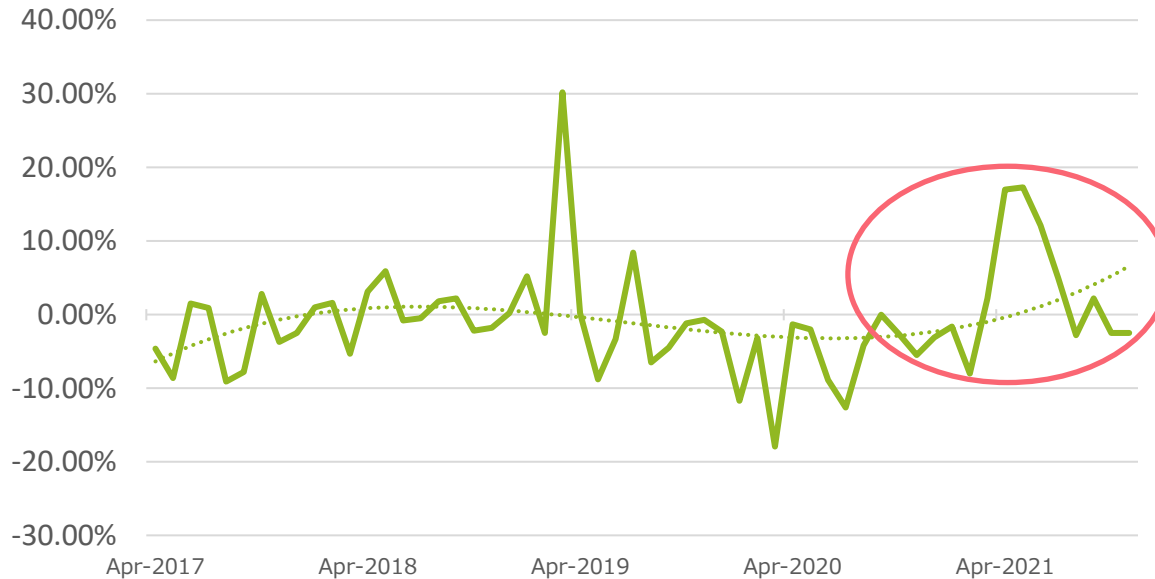
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## Prospects for the future | Environment analyses

### 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 the decline.
- ✓ 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.



# Prospects for the future | Environment analyses

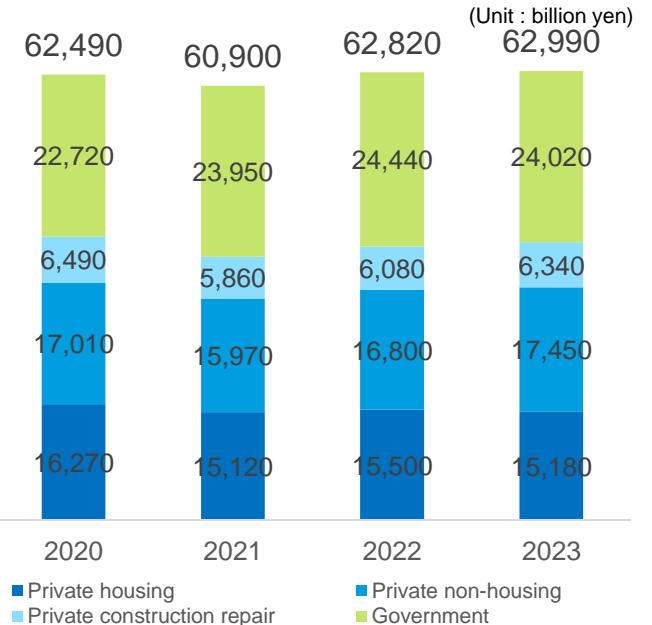
## Domestic construction investment is strong

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

Domestic construction investment increased by 0.3% from the previous year. Government-related investment is expected to decrease by 1.7%, and private investment is 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                | 62,820             | 3.2%            | 62,990             | 0.3%            |
| Government                                     | 24,440             | 2.0%            | 24,020             | -1.7%           |
| Private housing                                | 15,500             | 2.5%            | 15,180             | -2.1%           |
| Private non-housing                            | 16,800             | 5.2%            | 17,450             | 3.9%            |
| Private construction repair (refit/renovation) | 6,080              | 3.8%            | 6,340              | 4.3%            |



(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  |
|--------------------------|--|--|
| <b>Sales Business</b>    | <ul style="list-style-type: none"> <li>✓ 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.</li> <li>✓ 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.</li> </ul>  | <ul style="list-style-type: none"> <li>✓ Sales demand is on a recovery trend, and sales demand is increasing.</li> <li>✓ Last-minute demand at the end of the term is also expected.</li> </ul>  |
| <b>Rental Business</b>   | <ul style="list-style-type: none"> <li>✓ 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.</li> <li>✓ 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.</li> <li>✓ During the third quarter, demand for rentals will increase, as is the trend of the past year.</li> </ul> | <ul style="list-style-type: none"> <li>✓ Although the utilization rate of the Iq System is high, including in the Tokyo metropolitan area, the amount of civil engineering-related equipment rented is sluggish due to the delay at the site. In the third quarter, the utilization rate could not be drawn as usual, and it increased slightly. The fourth quarter will be the time to return rental asset, and the utilization rate will decline.</li> </ul> |
| <b>Overseas business</b> | <ul style="list-style-type: none"> <li>✓ 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.</li> <li>✓ 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.</li> <li>✓ In Vietnam, manufacturing of products for Japan will gradually improve with the recovery of sales business in Japan.</li> </ul>                | <ul style="list-style-type: none"> <li>✓ In the Philippines, restrictions on going out in urban areas continue, so the tough situation continues.</li> <li>✓ The Korean economy is on a recovery trend, and both the rental business and the sales business are recovering.</li> <li>✓ As the prices of raw materials and parts rise, there is an impact on the manufacturing department.</li> </ul>   |



## 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.

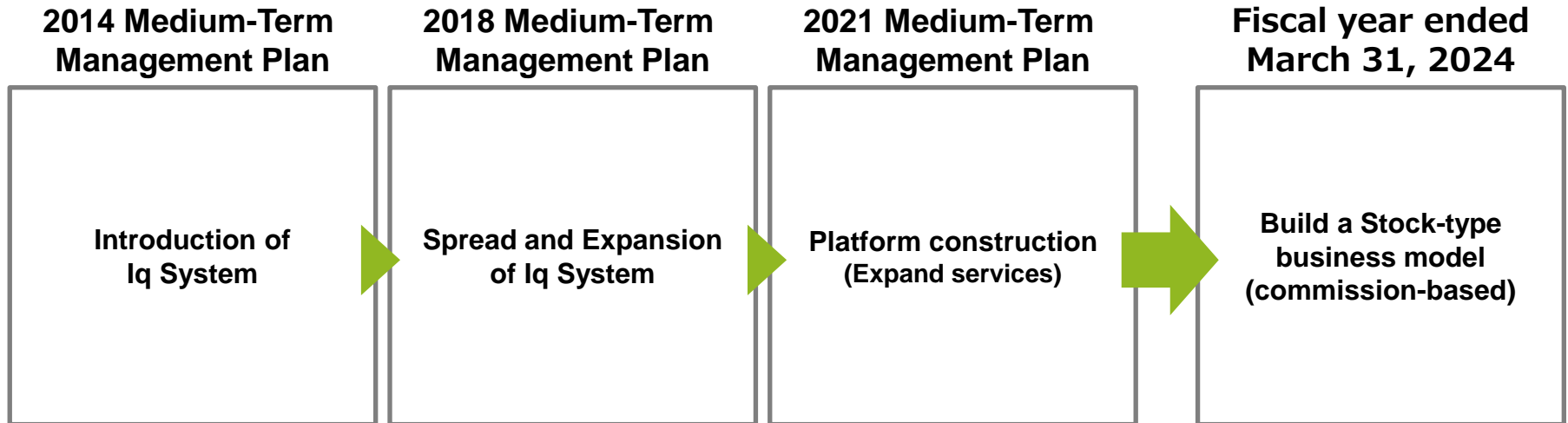
“Build a Stock-type business model (commission-based) .”

#### **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

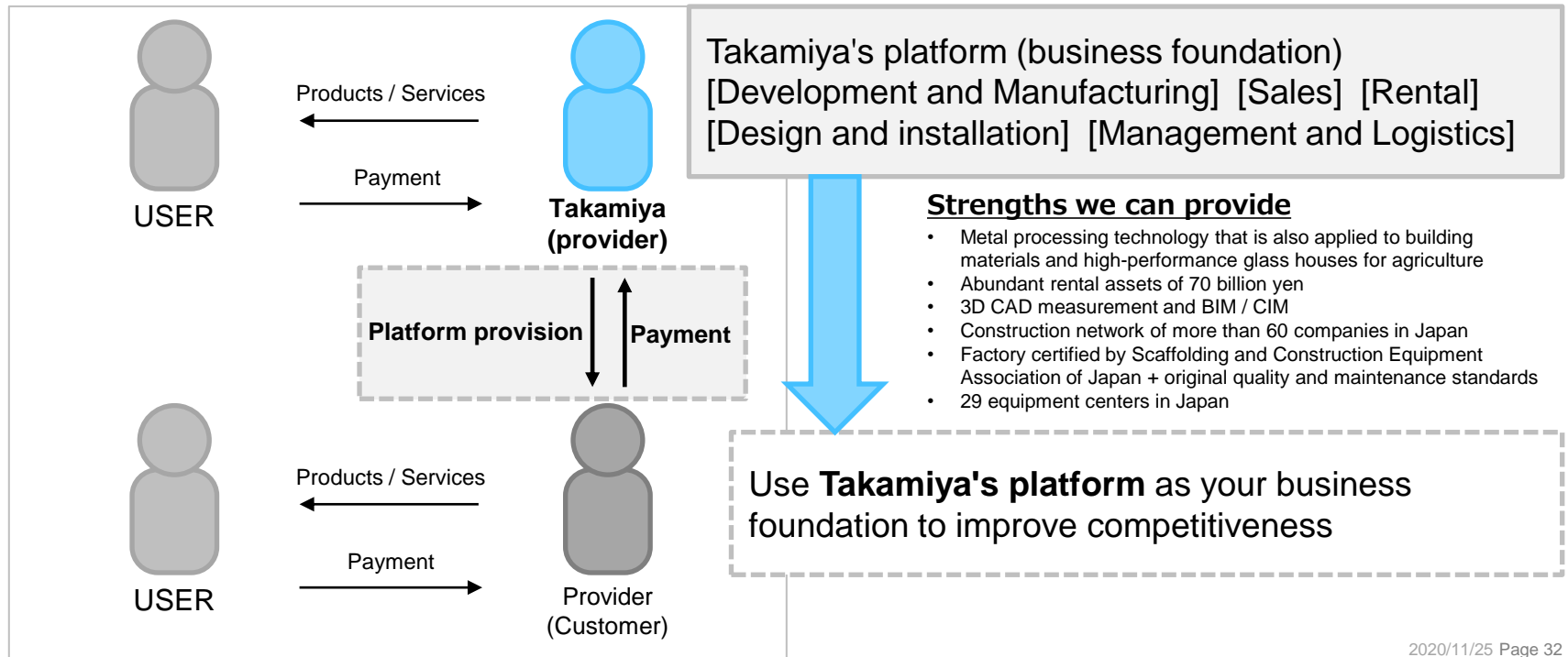


What is the platform to be built in the 2021 Medium-Term Management Plan?  
A platform that provides services that integrate hardware and software centered on Iq System, that is, the "Takamiya Group's business foundation"



# 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

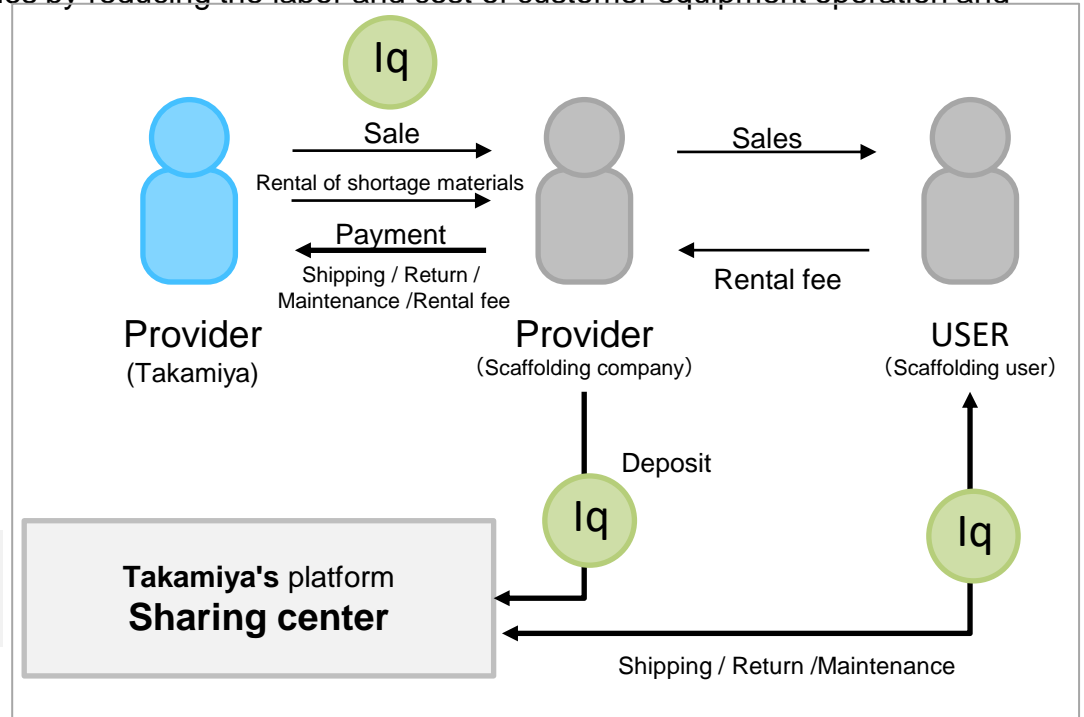
### Benefits of Iq Sharing users

- 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

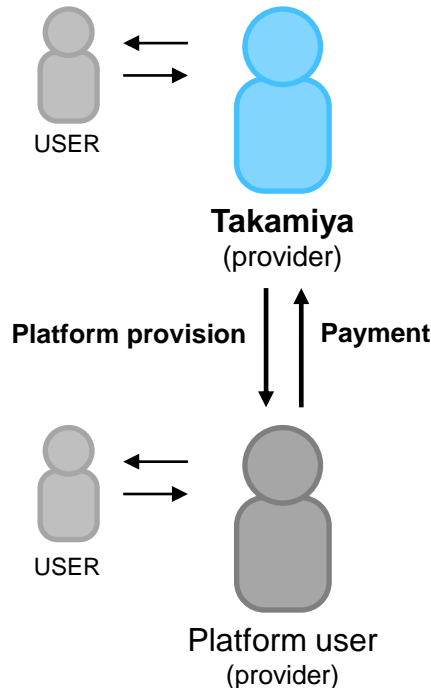
As the number of users increases, the amount of Iq System in circulation will increase proportionally.

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

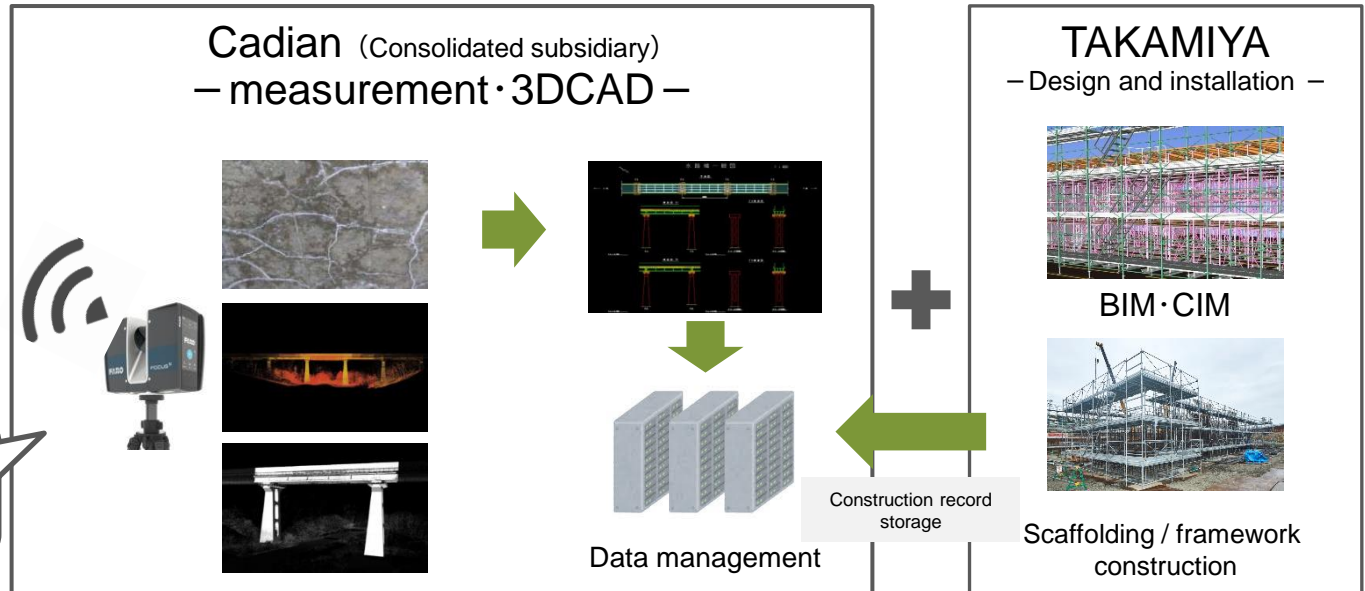
3D measurement + BIM / CIM + construction

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

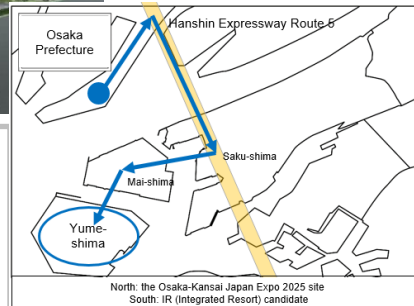
Development base to evolve Takamiya's platform (business foundation)

## 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 57,851m<sup>2</sup>  
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

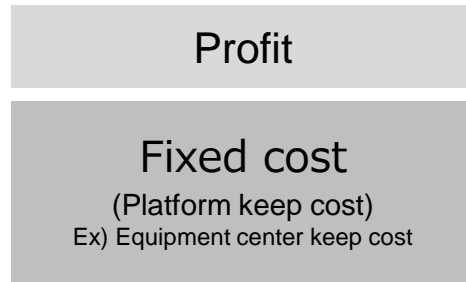


## Improve profits on the platform

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

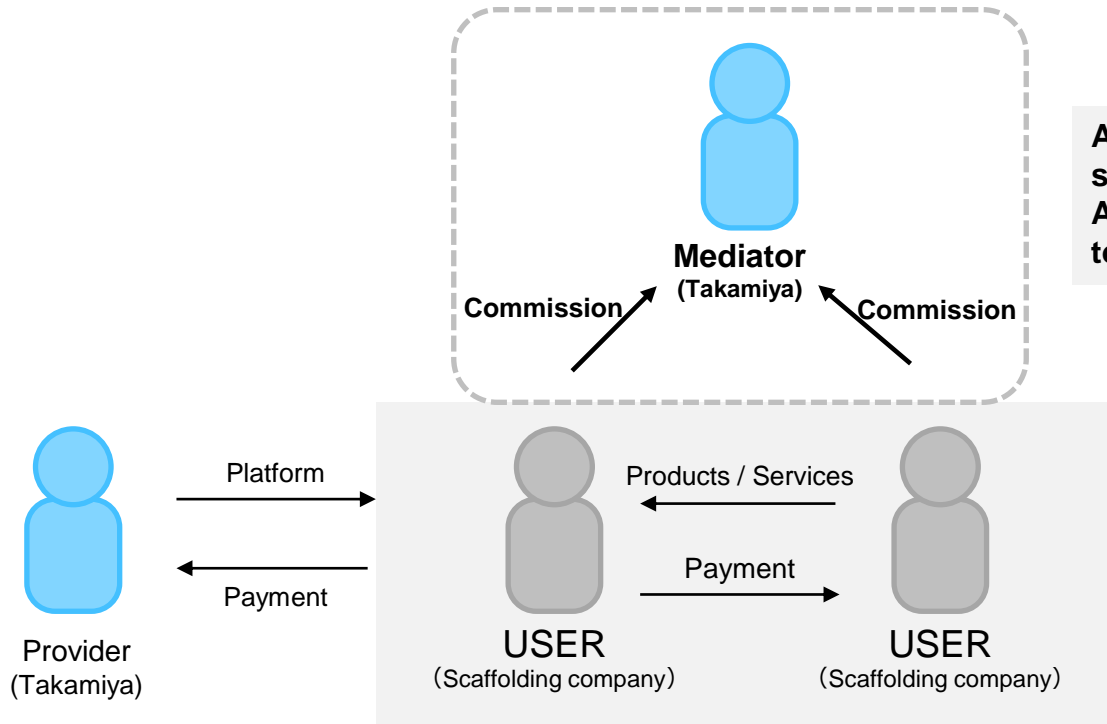
← Usage fee from company A

← 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

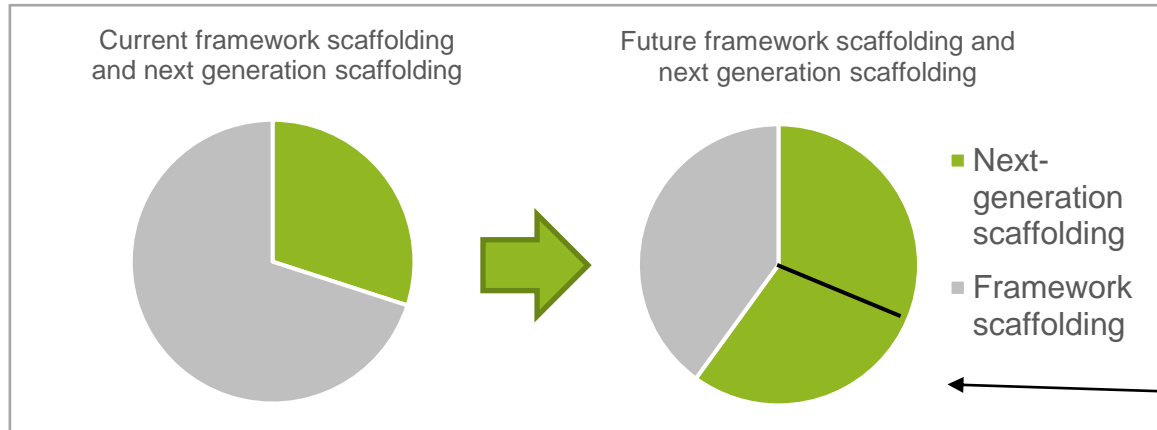


**As a platformer, we are developing a service that matches platform users. Aim for commission income according to the transaction amount**



## 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”

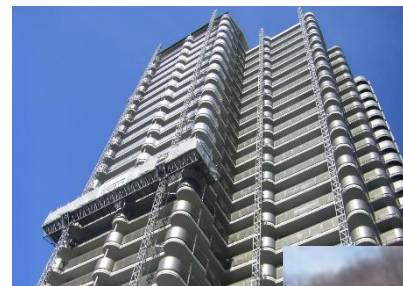
### Close-Up



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



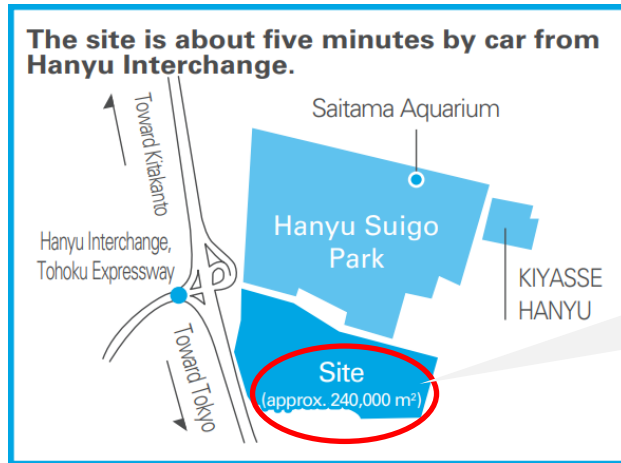
YT Lock System





# 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

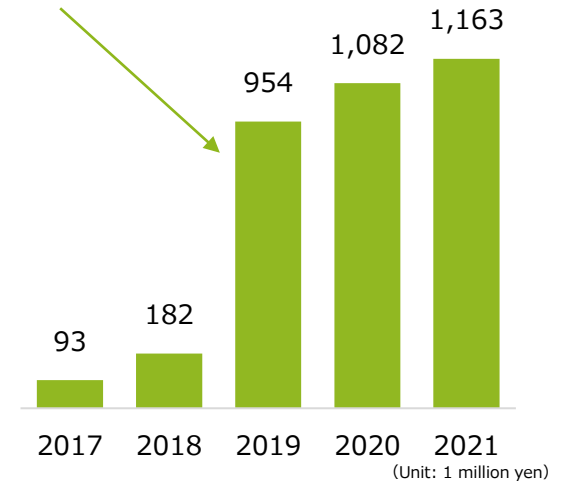


G-Castle Pro I



## 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. We will strive to curb SG & A expenses.
- ✓ 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

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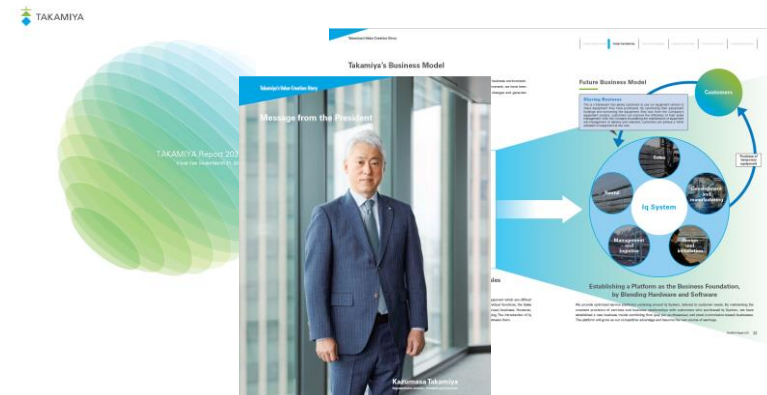


# ESG information

## 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 is available in Japanese and English
- 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

| Item             | FY2021    | FY2020  |
|------------------|-----------|---------|
| Revenue          | 1,000,000 | 950,000 |
| Operating Income | 150,000   | 140,000 |
| Net Income       | 100,000   | 95,000  |
| EPS              | 100       | 95      |





# ESG information

## Human resource development

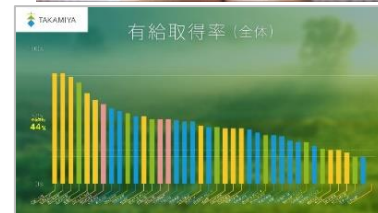
### Promoting "Human centered capitalism" style management and measures centered on human resources

- 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)

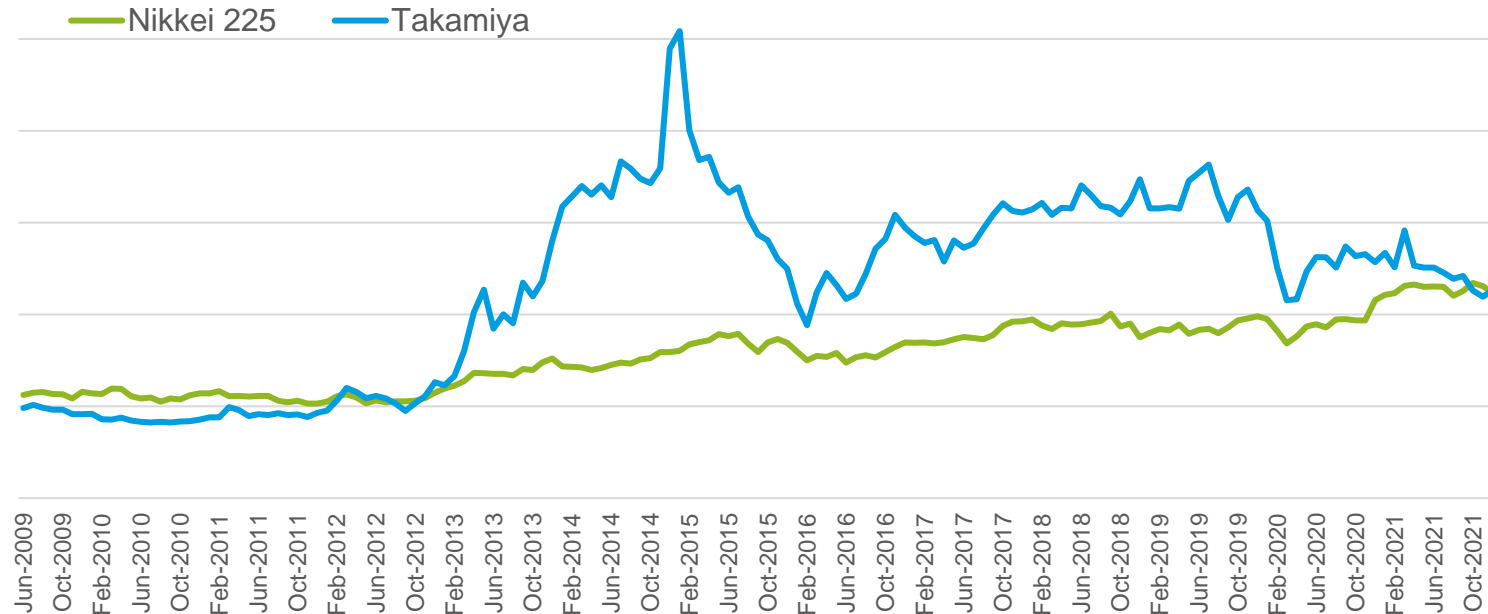
Average daily trading volume

Stock price (yen)





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





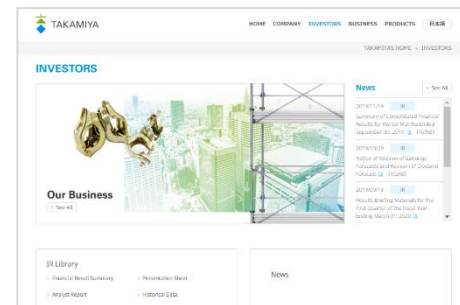
## IR contact

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HP



For Investor



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