

Financial Results for the Fiscal Year 2024

1. Consolidated Statement of Income

(In Hundred Millions JPY)

	FY 2022	FY 2023							FY 2024							FY 2025
	Twelve Months Ended March 31	Q1	Q2	Six Months Ended Sept 30	Q3	Q4	Six Months Ended March 31	Twelve Months Ended March 31	Q1	Q2	Six Months Ending Sept 30	Q3	Q4	Six Months Ending March 31	Twelve Months Ended March 31	Forecasts for Twelve Months Ending March 31
Net Sales	565.9	106.8	164.1	270.9	127.9	208.0	335.9	606.8	106.1	157.9	264.0	123.3	144.0	267.3	531.3	580.0
(% of Net Sales)	(12.1%)	(6.6%)	(10.7%)	(9.1%)	(8.8%)	(18.1%)	(14.6%)	(12.1%)	(6.9%)	(11.5%)	(9.6%)	(12.7%)	(15.5%)	(14.2%)	(11.9%)	(12.2%)
Operating Profit	68.6	7.0	17.5	24.5	11.3	37.7	49.0	73.5	7.3	18.1	25.4	15.7	22.3	38.0	63.4	71.0
(% of Net Sales)	(13.7%)	(9.3%)	(11.7%)	(10.7%)	(10.0%)	(18.4%)	(15.2%)	(13.2%)	(8.8%)	(12.3%)	(10.9%)	(14.5%)	(16.3%)	(15.5%)	(13.2%)	(13.1%)
Ordinary Profit	77.4	9.9	19.2	29.1	12.8	38.2	51.0	80.2	9.4	19.4	28.7	17.9	23.5	41.5	70.2	76.0
(% of Net Sales)	(10.0%)	(6.6%)	(8.4%)	(7.7%)	(7.1%)	(14.3%)	(11.5%)	(9.8%)	(6.3%)	(8.8%)	(7.8%)	(11.0%)	(12.9%)	(12.1%)	(9.9%)	(9.7%)
Profit attributable to owners of parent	56.4	7.0	13.8	20.8	9.0	29.8	38.8	59.6	6.6	13.8	20.5	13.6	18.6	32.2	52.7	56.0
Capital Expenditures	6.2	0.8	2.3	3.1	2.3	3.5	5.8	8.9	3.6	1.9	5.5	2.6	1.8	4.5	10	40.0
Depreciation & Amortization	15.6	3.7	3.8	7.5	3.9	3.9	7.8	15.3	3.6	3.6	7.2	3.6	4.1	7.7	15	15.0
Exchange Rate USD to JPY (YEN)	113	125	139	135	144	130	131	133	135	142	140	142	151	143	140	142

2. Segment Information

1) Segment Results

(In Hundred Millions JPY)

	FY 2022	FY 2023							FY 2024							FY 2025
	Twelve Months Ended March 31	Q1	Q2	Six Months Ended Sept 30	Q3	Q4	Six Months Ended March 31	Twelve Months Ended March 31	Q1	Q2	Six Months Ending Sept 30	Q3	Q4	Six Months Ending March 31	Twelve Months Ended March 31	Forecasts for Twelve Months Ending March 31
Specialized Vehicles																
Truck Mounted AWP	354	62	106	168	75	139	214	381	56	89	145	66	80	146	291	340
Self-Propelled AWP	72	14	21	34	21	26	47	82	17	31	48	20	29	49	97	100
Skid Steer Loader	15	3	3	6	2	2	4	10	2	4	6	6	2	8	14	14
Subtotal	441	78	130	208	98	167	265	473	74	124	198	93	111	204	402	454
Services	118	28	32	59	28	39	68	127	30	32	62	29	31	61	123	120
Other	7	1	2	4	2	1	3	7	1	2	3	1	1	3	6	6
Net Sales	566	107	164	271	128	208	336	607	106	158	264	123	144	267	531	580

2) Aerial Work Platforms (AWP)

(In Hundred Millions JPY)

Category	Area	Industry	FY 2022	FY 2023							FY 2024						
			Twelve Months Ended March 31	Q1	Q2	Six Months Ended Sept 30	Q3	Q4	Six Months Ended March 31	Twelve Months Ended March 31	Q1	Q2	Six Months Ending Sept 30	Q3	Q4	Six Months Ending March 31	Twelve Months Ended March 31
Truck Mounted AWP	Domestic	Rental	113	20	44	64	28	32	60	124	21	36	57	25	10	35	92
		Electric Power	108	17	29	46	26	48	74	120	20	22	42	19	41	60	103
		Telecommunications	72	9	17	26	9	34	42	69	8	17	25	9	12	21	46
		Other	39	8	10	18	8	16	24	42	5	9	13	6	9	15	29
		Railway	10	2	0	2	0	7	7	9	1	0	2	5	6	10	12
	JP total	342	56	101	156	71	137	208	364	55	84	139	64	79	142	281	
	Outside of Japan	12	6	6	11	4	2	6	17	1	5	6	2	1	4	9	
	Subtotal	354	62	106	168	75	139	214	381	56	89	145	66	80	146	291	
Self-Propelled AWP	Domestic	Rental	41	8	14	22	16	18	34	56	13	22	35	17	18	35	70
		Other	6	1	1	2	1	4	4	7	1	3	4	1	3	5	9
	JP total	48	9	15	24	17	22	39	63	14	25	39	18	21	39	78	
	Outside of Japan	24	4	6	10	4	5	9	19	3	6	9	2	8	10	19	
	Subtotal	72	14	21	34	21	26	47	82	17	31	48	20	29	49	97	

3) Services

(In Hundred Millions JPY)

	FY 2022	FY 2023							FY 2024						
	Twelve Months Ended March 31	Q1	Q2	Six Months Ended Sept 30	Q3	Q4	Six Months Ended March 31	Twelve Months Ended March 31	Q1	Q2	Six Months Ending Sept 30	Q3	Q4	Six Months Ending March 31	Twelve Months Ended March 31
Spare Parts	41	10	11	21	10	12	22	43	10	11	20	11	11	22	42
Inspection	32	7	8	15	7	9	16	31	7	8	15	8	9	17	32
Repair Services	22	5	6	11	6	7	13	23	6	6	12	7	7	14	26
Mounting	16	5	7	11	3	10	13	25	5	6	12	2	4	6	18
Other	6	1	1	2	2	1	3	5	2	1	3	1	1	2	5
Subtotal	118	28	32	59	28	39	68	127	30	32	62	29	31	61	123

3. Order Information - Specialized Vehicles

1) Amount of Orders Received

(In Hundred Millions JPY)

		FY 2022	FY 2023						FY 2024							
		Twelve Months Ended March 31	Q1	Q2	Six Months Ended Sept 30	Q3	Q4	Six Months Ended March 31	Twelve Months Ended March 31	Q1	Q2	Six Months Ending Sept 30	Q3	Q4	Six Months Ending March 31	Twelve Months Ended March 31
Domestic	Rental	181	42	45	87	42	35	77	163	48	30	77	61	33	93	170
	Electric Power	111	48	37	85	16	19	35	120	22	28	50	33	40	72	122
	Telecommunications	75	10	24	35	15	11	26	60	11	11	22	14	11	25	47
	Other	52	13	10	23	8	6	14	37	10	11	20	14	11	25	46
	Railway	9	2	1	3	0	2	2	6	4	9	13	1	2	3	16
Outside of Japan		33	4	8	12	5	2	7	19	10	5	14	5	6	11	25
Subtotal		461	120	125	245	86	75	161	406	104	93	197	128	102	229	426
Category	Truck Mounted AWP	375	100	106	206	69	52	122	328	77	75	152	99	79	178	330
	Self-Propelled AWP	85	20	19	39	17	22	39	78	27	18	45	29	23	51	96
	Subtotal	461	120	125	245	86	75	161	406	104	93	197	128	102	229	426

2) Period-end Backlog

(In Hundred Millions JPY)

		FY 2022	FY 2023						FY 2024					
		Mar 31	Jun 30	Sep 30	Dec 31	Mar 31	Jun 30	Sep 30	Dec 31	Mar 31	Jun 30	Sep 30	Dec 31	Mar 31
Domestic	Rental	71	84	70	69	51	65	38	57	61				
	Electric Power	50	82	81	71	42	39	45	59	56				
	Telecommunications	23	24	31	37	14	17	11	16	15				
	Other	22	26	25	24	11	15	14	21	19				
	Railway	8	9	9	10	5	7	15	12	8				
Outside of Japan		23	18	16	16	13	19	13	14	10				
Subtotal		197	243	232	227	135	162	136	178	168				
Category	Truck Mounted AWP	160	199	190	186	99	117	103	136	134				
	Self-Propelled AWP	36	44	42	40	36	46	33	42	34				
	Subtotal	197	243	232	227	135	162	136	178	168				

Explanation for appropriate use of financial forecasts and other special notes:

The forecasts given in this document are based on the current available information in the company and certain reasonable assumptions of the company, and we do not commit to achieve these forecasting numbers. Actual results may differ from these forecasts by a variety of reasons.