

Kyokuto Kaihatsu Kogyo Co., Ltd.

Kyokuto Kaihatsu Kogyo Co., Ltd.
CORPORATE PROFILE

Special Purpose Vehicles Division

With the top-class within the country developing the business worldwide.

Special purpose vehicles play an important role in all everyday fields including construction, logistics and labor-saving, and environmental applications. Kyokuto Kaihatsu Kogyo offers an extensive lineup of special purpose vehicles. As a comprehensive manufacturer of special purpose vehicles, the company is contributing to the society.

● Construction sector ● Logistics and labor-saving sector ● Environmental sector

Environmental Equipment and Systems Division

The industry's leading company in recycle facility construction experience

Kyokuto Kaihatsu Kogyo has continuously contributed to the social development through providing a variety of solutions including the recycle facility since 1970s. In addition to being the industry's leading company in recycle facility construction experience, today, we progress into new area such as the biomass related field.

Parking Division

Infrastructure improvement that is closely linked to our daily lives to explore the effective use of land.

From the customer's point of view, Kyokuto Kaihatsu Kogyo supports the infrastructure that is closely linked to our daily lives, such as toll parking and multistory parking equipment that allow the effective use of land.

Kyokuto Kaihatsu Kogyo Co., Ltd.

◎Headquarters 6-1-45 Koshienguchi, Nishinomiya
Hyogo 663-8545, JAPAN
TEL +81-798-66-1000
<http://www.kyokuto.com/>

◎Established June 1, 1955

◎Capital 11,899,867,400 JPY
(as of March 31, 2018)

◎Number of employees Consolidated 2,781;
non-consolidated 999
(as of March 31, 2018)

◎Description of Business

Special Purpose Vehicles Division

Manufacture, sale, and maintenance of special purpose vehicles

Main products

- Dump trucks
- Concrete pumps
- Concrete mixer trucks
- Sprinkler trucks
- Tank trucks
- Pneumatic bulk carriers
- Tailgate lifters
- Single car carrier trucks
- Refuse trucks
- Detachable body trucks
- Trailers
- Wing truck bodies
- Van truck bodies

Environmental Equipment and Systems Division

Manufacture, construction, sale, operation, and maintenance of environmental equipment and systems

Main products

- Pulverizers
- Recycle centers
- Large waste disposal facilities
- Refuse-derived fuel processing facilities
- Bio-gas plants
- Pushing-type molding machine

Parking Division

Manufacture, sale, and maintenance of multistory parking equipment, as well as management of parking lots (toll parking).

Main products

- Multistory parking equipment
- Toll parking
- Drum-type waste storage and discharge equipment

[Management Philosophy]

**Value technology and trust,
make concerted efforts to
develop the company, and
widely contribute to the society.**

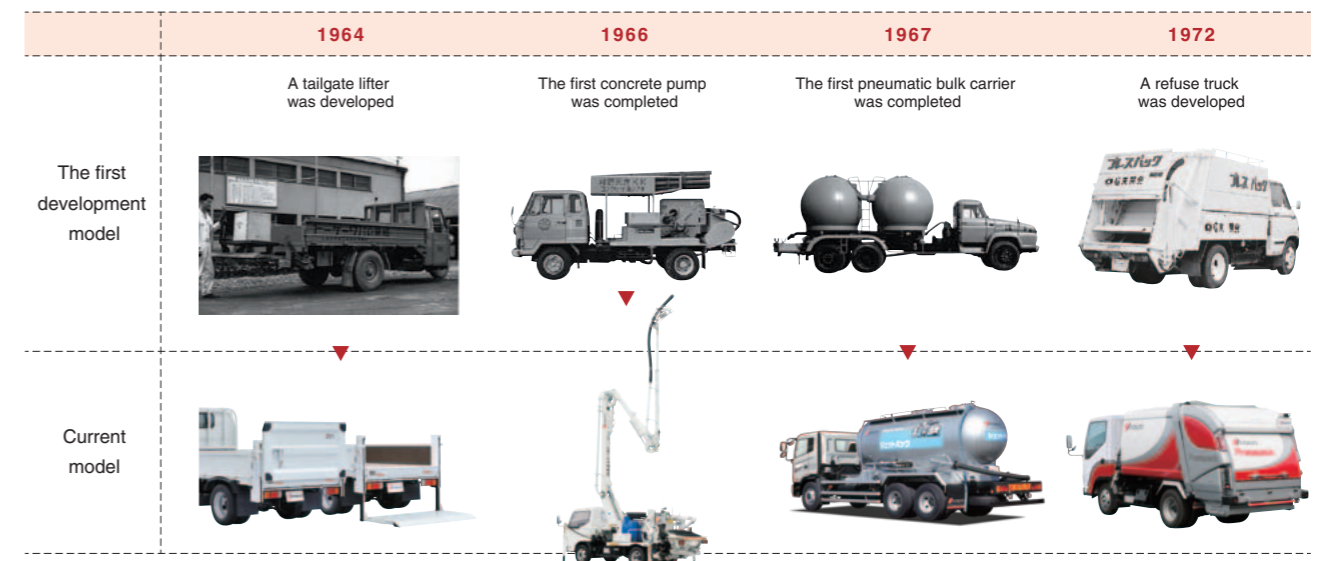
Kyokuto Kaihatsu Kogyo has contributed to creating the social foundation through a wide variety of business such as manufacturing and sales of special purpose vehicles, environment, parking, etc. based on the business philosophy, "Value technology and trust, make concerted efforts to develop the company, and widely contribute to the society" since the company was founded in 1955.

In order to actualize the business philosophy and spirits since company was founded, we established the corporate principles, "Trust, Reliability, Harmony", as the guiding principles for our employees. For the last 60 years, we have gained "Trust" and been the corporate that is chosen by the stakeholders, because we continue manufacturing a variety of products that contributes to the society. Another factor to support the high quality of these products is "Reliability" in production and technology performance that we have nurtured for a long time. Furthermore, in order for our customers to utilize our products safely and comfortably, we value the sales and service performance to be the bridge of "Harmony" between the customers and society. These three pillars are the significant strength of Kyokuto Kaihatsu Kogyo.

The history we accumulated to provide the products that contribute to the society and its development is the evidence of trust of Kyokuto Kaihatsu Kogyo that cannot be established overnight.

HISTORY

- June 1955** Kyokuto Kaihatsu Kikai Kogyo Co.,Ltd. was established in Tsurumi-ku, Yokohama, with the capital of 2.5 million yen. Manufacture and sale of special purpose vehicles were started.
- August 1964** A tailgate lifter was developed.
- May 1966** Technology partnership was established with Inter Consultant Company in Sweden to develop the "spherical pneumatic bulk carrier." Technology partnership was established with Challenge Cook Brothers Company in the US to develop the "squeeze type concrete pump."
- June 1966** The first concrete pump was completed.
- February 1967** The first pneumatic bulk carrier was completed.
- September 1970** The first pulverizer was delivered to a customer.
- August 1972** A refuse truck was developed.
- December 1989** The company was listed on the Second Section of the Osaka Stock Exchange.
- April 1990** The company entered the multistory parking equipment industry.
- November 1992** The company was listed on the Second Section of the Tokyo Stock Exchange.
- September 1995** The company was designated up-listing on the First Section of the Tokyo and Osaka Stock Exchange.
- October 1998** An underfloor retractable tailgate lifter was developed.
- February 2001** ISO14001 was obtained.
- August 2002** Kyokuto Special Automobile Trading (Shanghai) Co.,Ltd. was established.
- August 2003** Kyokuto Kaihatsu (Kunshan) Machinery Co.,Ltd. was established (Started production in April 2005).
- April 2007** NIPPON TREX Co.,Ltd. became a subsidiary.
- March 2008** By the joint development with NIPPON TREX Co.,Ltd. the first "20 kL aluminum tank semi-trailer" was completed.
- January 2010** An electric refuse truck was developed.
- October 2010** A joint-venture company, MITHRA KYOKUTO SPECIAL PURPOSE VEHICLE CO.,PVT.LTD. was established in India (Started production in October 2012).
- September 2012** A joint-venture company, PT. KYOKUTO INDOMOBIL MANUFACTURING INDONESIA (manufacture) was established in Indonesia (Started production in February 2014).
- November 2012** A joint-venture company, PT. KYOKUTO INDOMOBIL DISTRIBUTOR INDONESIA (sales) was established in Indonesia.
- March 2013** Start of mega solar power business.
- May 2014** A joint-venture company, TREX THAIRUNG CO.,LTD. was established in Thailand (Started production in October 2015).
- May 2015** Technology partnership was established with CORNES & COMPANY LIMITED to develop "bio-gas plants".
- November 2016** MORIPLANT CO.,LTD. became a subsidiary.
- January 2018** New powergate center in Nagoya Plant was established.
- May 2018** Hokuriku Heavy Industries, Ltd. became a subsidiary.



RELIABILITY

A definite quality production to meet the wide variety of social needs. The power to grasp the flow of market and future needs, technology to create new products, and production to manufacture superior products can implement the principle. The unique manufacturing know-how and the latest facility makes it possible to provide high quality products to the customers promptly.

PRODUCTION

Today, the diversified needs accelerate more and more, and efficient production and detailed handling on a wide variety of types of products are required to implement the needs. By using the automatic welding robot equipped with the laser operated measurement and detection functions, we provide high quality products to the customers promptly by making products through using the latest factory facility such as the automatic welding robot for a refuse truck body that improves production performance while conducting the high precision welding on the inside and outside of a refuse truck body.



Automatic welding robot for a refuse truck body



Trunnion processor



Five-sided machining equipment



Laser cutting machine



Paint shop

TECHNOLOGY

While considering the research development themes based on the needs of customers, market, and current time, we come up with the development theme after examining from different perspectives such as design, sales, production, service, etc. Kyokuto Kaihatsu Kogyo develops unique products with additional values and meets the diversified needs of customers with our high technology skills, such as the latest display system showing the operation state, setting information and error information of the concrete pump vehicle with boom and outrigger.

Piston type concrete pump PY165-39



Concrete pump truck with display system



Consideration of product designs



Structural analysis



Tailgate lifter load test



Operation test of the boom of a concrete pump

HARMONY

To deliver new product information and technology information to our customers and recognize the feedback of the on-site customers to our products play the important role in the forefront sales activity and service activity. Our enthusiastic sales and fine services make trust relationship with the customers very solid, leading to establishment of harmonious relationship.

SALES AND AFTER-SALES SERVICE

To establish a firm communication with our customers so that we can deliver products meeting the needs of customers, and to ensure that the product after delivery can show the best performance within the severe operation environment, we created approx. 415 sites nationwide, and the fulfilled sales and service network are established.



Field service



Answering inquiries



Business negotiations with customers



Meeting with the technical engineer



Parts replacement



Inspection and maintenance

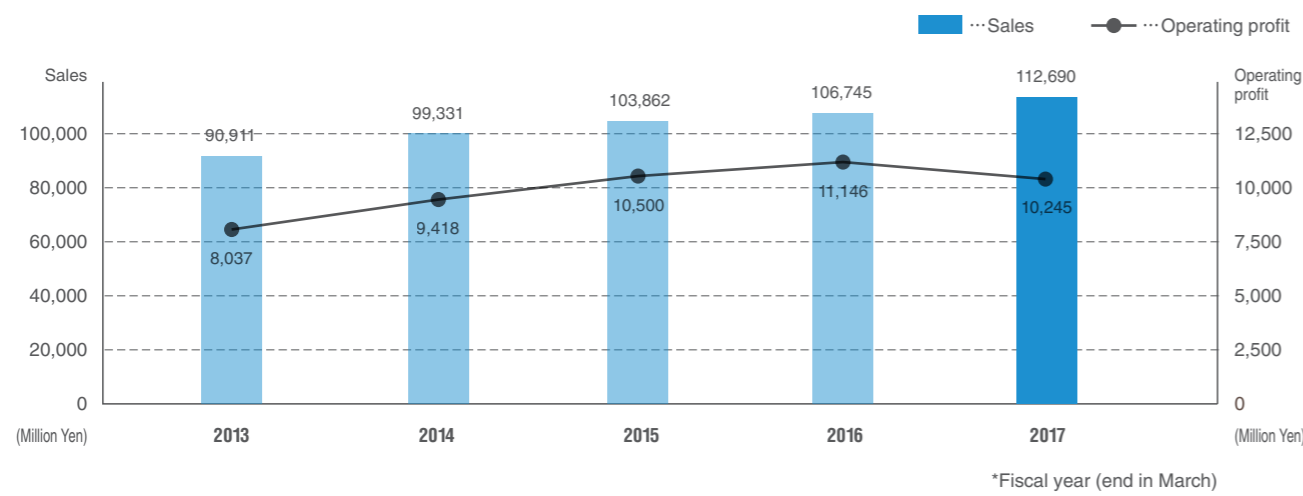


Service centers

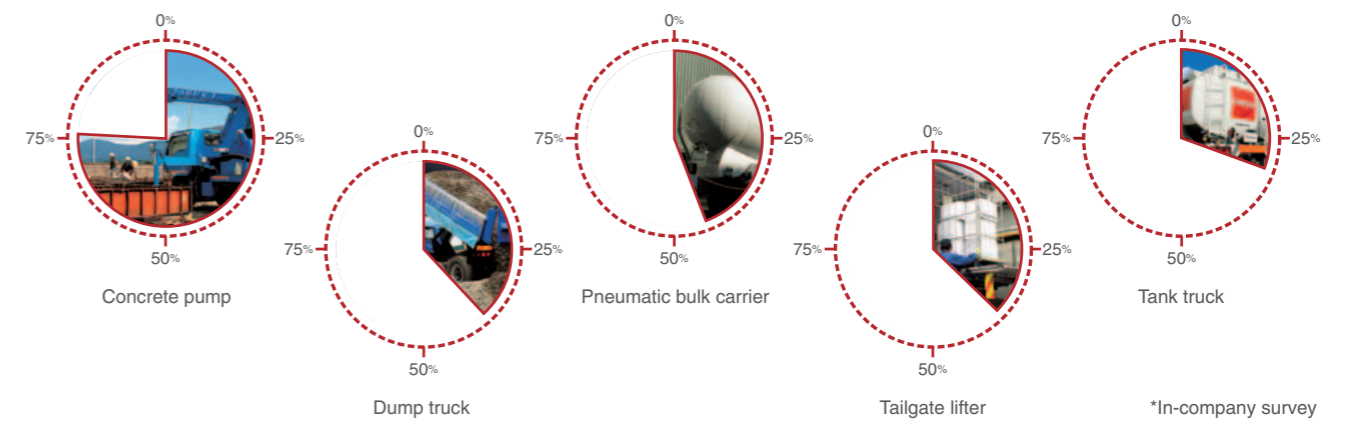
CORPORATE PERFORMANCE INFORMATION

Even though our country's economy is in recovery these years, the future forecast is still unknown due to the effect of international environment such as deceleration of overseas new emerging countries' economy. In such environment, the corporate activity of Kyokuto Kaihatsu Kogyo is steadily moving upward based on the business philosophy and corporate principle, "Contribution to the society".

Sales and Operating Profit (Consolidated)



Share per Domestic Product (2017 FY)



Based on the current performance, the mid- and long-term business plans are determined. We clearly present the vision for the future aiming for steady growth as the whole group.

Mid-Term Business Plan 2016-2018

– Value up to the Next –

(Planned period: 04/01/2016 to 03/31/2019)

◎Basic Policy

In order to be a corporate group that grows developmentally and continuously, and to be the corporate widely selected by our customers and society, we execute our plans firmly to establish solid profit foundation and secure new profit sources, and apply our business resources actively for the purpose.

Enhancement of Domestic Profit Foundation

Domestically, we promote selection and concentration from the long-term and overall perspectives, and aim at enhancing the profit foundation and improving the profit ratio by share-up of distribution and environmental products, expansion of stock business, etc.

Establishment of Overseas Sales

With the effort of the Kyokuto Kaihatsu Group as a whole, we put the overseas business on the growth orbit, that is the significant profit sources in the future.

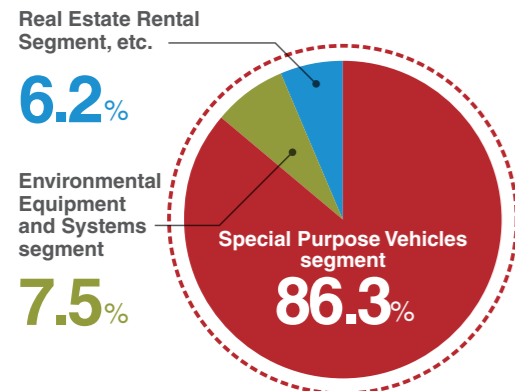
M&A and Promotion of New Business

We shall promote strategic M&A and new business actively, and attempt to acquire new growth drives.

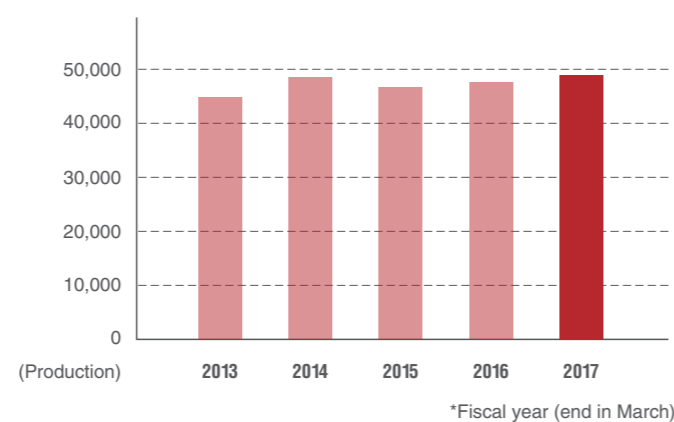
Improvement of Corporate Quality

Based on providing the higher quality goods (products and services), and safety and compliance, we focus establishment of healthy corporate culture to create continuous growth.

Sales Composition Ratio per Segment (2017 FY)



Special Purpose Vehicles segment Number of Annual Production (Consolidated)



SPECIAL PURPOSE VEHICLES



CONSTRUCTION SECTOR

We manufacture and provide construction vehicles with best performance even in severe working environment in order to make the foundation of urban development for the present society to grow on.

DUMP TRUCKS

Three-way dump truck



Sliding bed dump truck



Heavy duty model
(GVW20ton)



Scoop end body

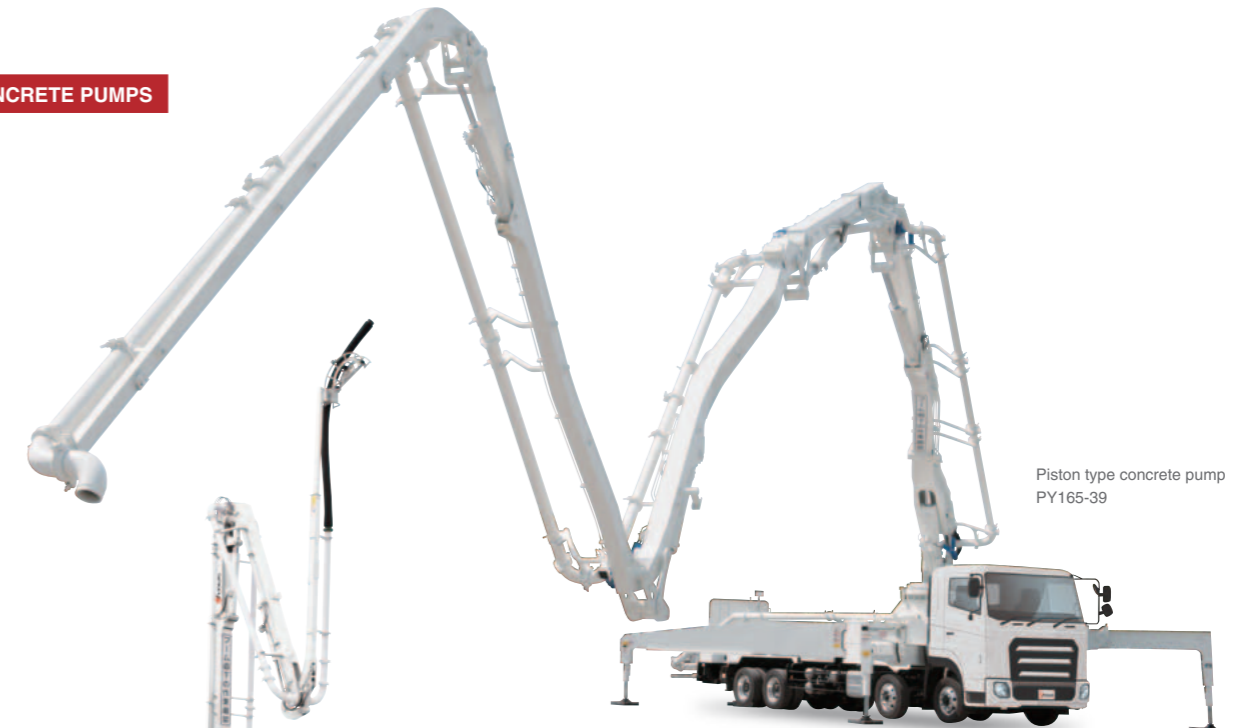


CONCRETE MIXER TRUCKS

8cu.m mixer drum



CONCRETE PUMPS



Piston type concrete pump
PY165-39



Squeeze type concrete pump
PH50B-17

SPRINKLER TRUCKS

PTO type sprinkler truck



Highway sprinkler truck



SPECIAL PURPOSE VEHICLES



LOGISTICS AND LABOR-SAVING SECTOR

We manufacture and provide logistics trucks and labor-saving related equipment that hold the logistics foundation through support of safe and efficient transportation of loads such as liquids, powders, packages, etc.

TANK TRUCKS



Light-duty tank truck



Fuel tank trailer

PNEUMATIC BULK CARRIERS



Air-sliding type



Aeration blow type semi-trailer (multi-cell type)

TAILGATE LIFTERS



Retractable type



Vertical type

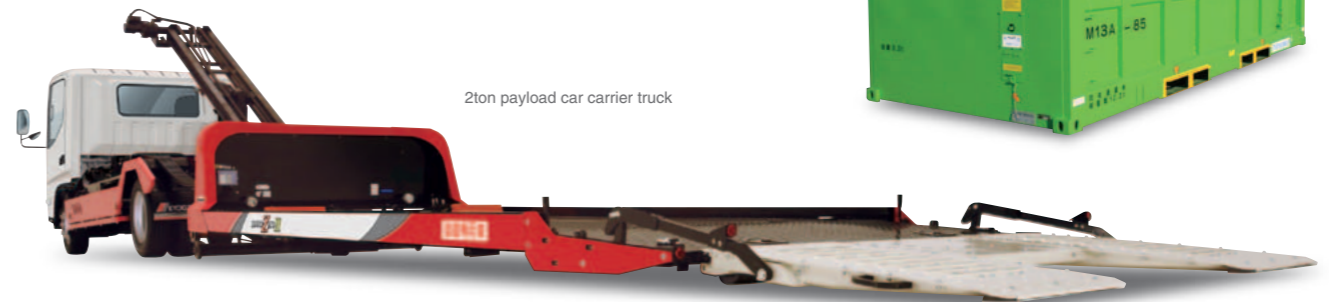


Gate type



Swing type

SINGLE CAR CARRIER TRUCKS



2ton payload car carrier truck

RAIL CONTAINERS

Large size model Container (25m³)



SPECIAL PURPOSE VEHICLES



ENVIRONMENTAL SECTOR

We manufacture and provide environmental related vehicles that support the environmental foundation essential to actualize the sustainable society through classification waste dumping, recycle of resources, etc.

REFUSE TRUCKS

2ton payload press type



10-12ton payload press type



DETACHABLE BODY TRUCKS

Arm type
4ton payload



Skip loader
7ton payload



REFUSE DUMP TRUCKS

With tailgate lifter



GVW22ton with a roof



OTHER SECTOR

We provide the products that are used in other sectors such as fire-fighting related, forestry related areas, etc. Also, our affiliated company, NIPPON TREX CO.,LTD. contributes to the society by manufacturing and providing the wing body and trailers.



Fire-fighting material transport vehicle
Slide type detachable body truck



Labor-saving devices for fire-fighting truck
Hose car lift & Ladder lift



Water truck with aluminum tank



Vehicle for forestry
On-board type log buster



Vehicle for forestry
Mobile chipper



Wing truck body



Semi-Trailer with steering system

ENVIRONMENTAL EQUIPMENT AND SYSTEMS



We propose recycling facilities responding to variety of wastes to be collected and sorted for environmental preservation. By manufacturing, selling, repairing of environmental facilities and totally supporting recycling facility's construction, operation, management and maintenance, we are contributing to environmental conservation as a leading company in Japan.

Business development in recycling facilities

We not only sell environmental equipment but also propose and construct plants for realizing ideal operational environment, maintain, check and develop them and perform daily operation and control.

Plant construction

We build sorting and volume reduction facilities such as recycle centers and pulverizing facilities according to the collected materials as well as facilities that are also used to educate and enlighten residents.

Manufacturing and sales of environmental equipment

We manufacture and sell equipment including our original vertical type pulverizers for realizing high efficient pulverizing in response to various waste types.

Operation and management

We manage operations of facilities safety and efficiently under monitoring systems by experienced engineers. We support "security" of local communities by patrolling safety matters.

Maintenance (maintenance, check and development)

To maintain safety and steady operations, we maintain facilities properly and realize longer life-spans of facilities and reducing LCC (Life Cycle Cost).

Pulverizers

Various waste such as noncombustible waste and bulky waste are efficiently and securely pulverized by the vertical type structure using free fall. They are also excellent in durability and safety, and they have been implemented in large waste disposal facilities and recycle centers across Japan.



Truck mounted pulverizer

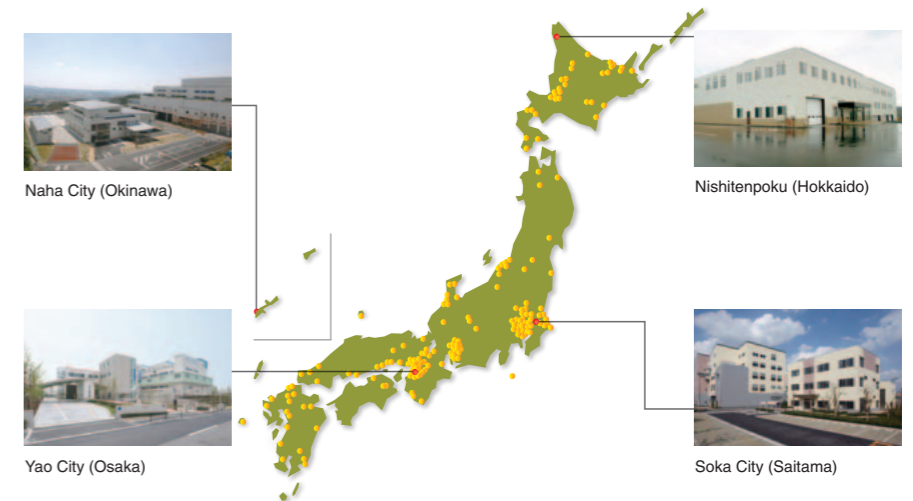
This pulverizer can respond to requirements in various sites such as disaster recovery and final disposal sites without being restricted in terms of place and time.



Achievement map

We have been expanding our achievements in the environmental business, such as business with waste disposal facilities, recycling centers and refuse-derived fuel (RDF) manufacturing facilities, everywhere from Hokkaido to Okinawa, together with the increasing needs for recycling.

*We have a record of delivery to 196 facilities in the nation. (As of March 31, 2018, including delivery of pulverizers only)



Environmental improvement facilities

We make sorting machines for various types of recyclable waste, such as a color-based automatic sorting machine for glass bottles. We are also engaged in the construction of large waste disposal facilities as well as recycle centers, which combine waste volume reduction facilities and recycle education facilities for the local residents.



Recycle centers



Noncombustible waste recycling facilities



Large waste disposal facilities



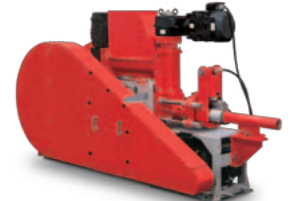
Refuse-derived fuel (RDF) processing facilities

Biomass related business

Our lineup includes the bio-gas plants that use the bio-gas energy generated from livestock excreta and food residue and also the pushing-type briquette machines that convert waste-based biomass such as woody waste into fuel.



Bio-gas plants



Pushing-type briquette machine

CAR PARKING SYSTEMS



Multistory parking equipment and toll parking in the scenes of changing lives. We offer total plans to deal with various parking related problems to promote creation of livable towns. Kyokuto Kaihatsu Kogyo is active in the infrastructure development that is familiar with people's lives, such as drum-type waste storage and discharge equipment that manages waste from condominiums hygienically.

Mechanical multistory parking equipment

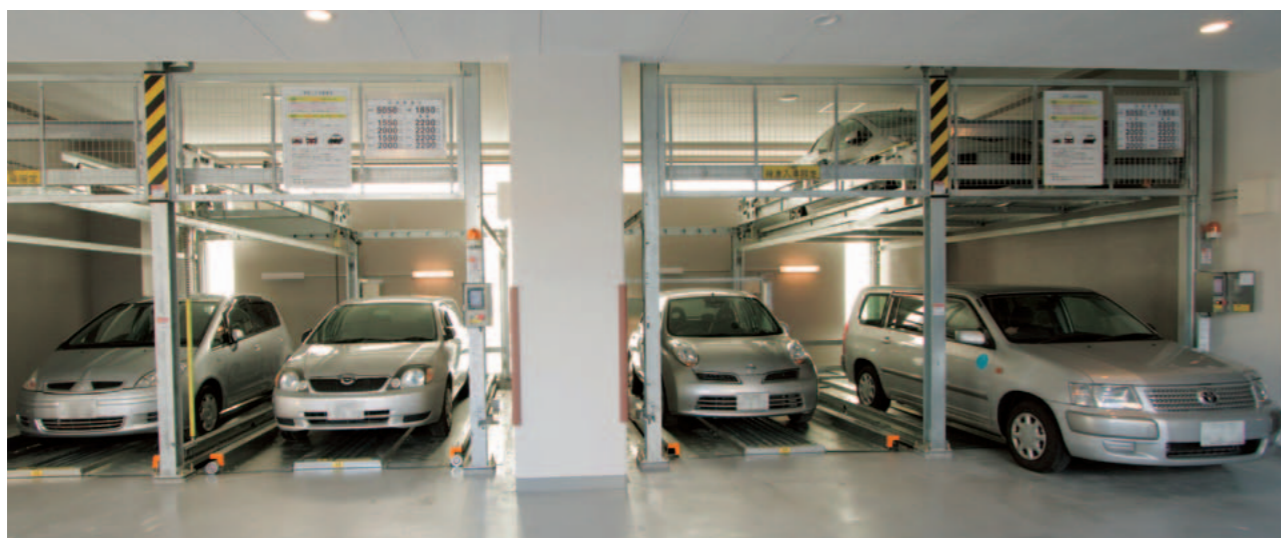
We offer highly efficient parking equipment that effectively utilizes the limited land spaces and allows the users to park and retrieve their cars freely. A wide selection of equipment is available based on the shape of the land and installation space. We are also actively expanding our renewal business for optimizing sizes and volumes of accommodating vehicles and renewing the equipment.



Underground parking equipment (Lifting type)



Complex puzzle-type multistory parking equipment (Outdoors)



Complex puzzle-type multistory parking equipment (Indoors)

Toll parking

Toll parking has attracted attention as an ideal use of land. We offer comprehensive support for the operation of parking lots and help to improve our living environment together with the local communities.



Toll parking



Five-stories toll parking

Drum-type waste storage and discharge equipment

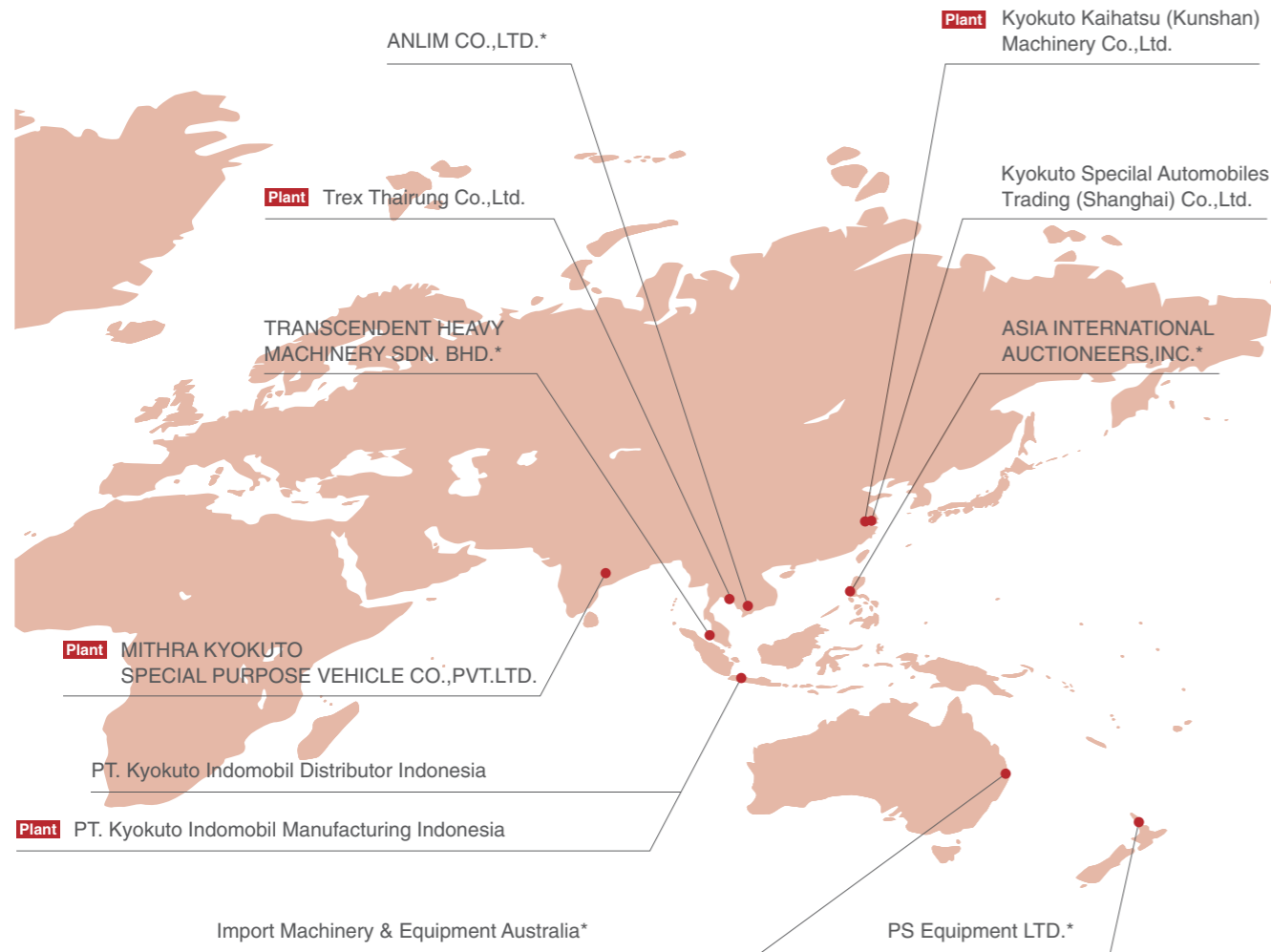
Drum-type waste storage and discharge equipment allows the disposal of waste at any time and the sanitary waste storage without scattering of waste or causing odor. Discharging only requires the pressing of buttons, and loading onto a refuse truck is easy.



Drum-type waste storage and discharge equipment

OVERSEAS EXPANSION

In addition to the nationwide use, the products of Kyokuto Kaihatsu Kogyo are exported to 150 countries such as Southeast Asia, Middle East, Africa, Russia, etc., and are used actively. Also, there are four overseas production sites. By providing high quality products that long-term performance has been proven domestically to these countries, we contribute to infrastructure improvement of new emerging countries, especially in Asia, and grow as the global corporate.



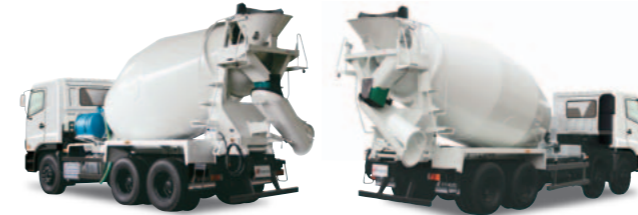
*Above shown are our distributors in overseas.

Kunshan Plant (China) Occupies : 83,140m² Kyokuto Kaihatsu (Kunshan) Machinery Co.,Ltd.



Since it was established in 2003, our Kunshan Plant in China, which was established as the Kyokuto Kaihatsu Group's first overseas production base, has contributed to the infrastructure improvement in China and other Asian countries through the manufacture and sale of concrete mixer trucks. It is also playing an important role as a base for supplying parts to our plants in Japan, India and

Indonesia, gaining more and more importance within the Kyokuto Kaihatsu Group.



Concrete mixer truck

Indonesian Plant Occupies : 20,028m² PT. KYOKUTO INDOMOBIL MANUFACTURING INDONESIA



PT. KYOKUTO INDOMOBIL MANUFACTURING INDONESIA was established as a joint venture with a local corporation in Indonesia, the INDOMOBIL Group. We produce special purpose vehicles related to transportation and construction for which a huge demand is expected to come from activities such as coal transport and infrastructure improvement in Indonesia.

By taking advantage of the broad on-site sales network of the INDOMOBIL Group, we will contribute to the development of Indonesia by providing dump trucks, concrete mixer trucks and tailgate lifter. By offering the mechanical multistory parking equipment, we will play a part of solving problems of urban parking shortages and traffic congestion.



Dump truck

Concrete mixer truck



Tailgate lifter



Mechanical multistory parking equipment
This product is offered by Kyokuto Kaihatsu Parking Co.,Ltd.
(an affiliated company)

Indian Plant Occupies : 60,405m² MITHRA KYOKUTO SPECIAL PURPOSE VEHICLE CO.,PVT.LTD.



MITHRA KYOKUTO SPECIAL PURPOSE VEHICLE COMPANY PRIVATE LIMITED is the Kyokuto Kaihatsu Group's plant in India established as a joint venture with a local corporation, MITHRA Group. In India, a country developing remarkably, the demand for infrastructure improvement is rapidly increasing. With the technological strengths that

Kyokuto Kaihatsu Kogyo has developed in Japan and the extensive sales network that MITHRA Group has established through years of business activities in India, we will provide the local market with concrete mixer trucks and dump trucks, and contribute to the development of India.



Concrete mixer truck

Dump truck

Dump truck

Thai Plant Occupies : 85,158m² Trex Thairung Co.,Ltd.



The Trex Thairung Co.,Ltd. plant in Thailand was established in a four-company joint venture with Group company NIPPON TREX Co.,Ltd. and the local Thai companies THAI RUNG UNION CAR PUBLIC CO.,LTD. and MITSIAM INTERNATIONAL, LIMITED, which is a local subsidiary of MITSUI & CO. (THAILAND) LTD.

The development of infrastructure and distribution networks is proceeding at a rapid pace in Thailand and the venture will make a contribution to the development of Thailand by offering wing truck bodies, dump trucks and local specification 10-door van truck bodies, for which demand is expected to be high.



Wing truck body

Concrete mixer truck

10-door van truck body

Full-trailer dump

NETWORK



Headquarters /Tokyo Office/ Plants

| | | | |
|---|---|----------------------|---|
| Headquarters | 6-1-45 Koshienguchi, Nishinomiya, Hyogo 663-8545 Tel. +81-798-66-1000 | Nagoya Plant | 1375 Aza Matsumoto, Oaza Higashitanaka, Komaki, Aichi 485-0826 Tel. +81-568-71-2211 |
| Tokyo Office (Overseas Business Division) | 3-15-10 Higashi-shinagawa, Shinagawa-ku, Tokyo 140-0002 Tel. +81-3-5781-9828 | Miki Plant | Miki Industrial Park, 2 Tomoe, Bessho-cho, Miki, Hyogo 673-0443 Tel. +81-794-82-1121 |
| Yokohama Plant | 4-1-62 Fukaminishi, Yamato, Kanagawa 242-0018 Tel. +81-46-263-2211 | Fukuoka Plant | 428 Igisu, Iizuka, Fukuoka 820-0053 Tel. +81-948-23-0880 |

Overseas

| | | | |
|--------------|--|-----------------------------------|---|
| Plant | Kyokuto Kaihatsu(kunshan)Machinrey Co.,Ltd. 288 Dujuan Road, Kunshan Development Zone, Jiangsu, China Tel. +86-512-5772-0788 | Purchase,Trading | Kyokuto Special Automobils Trading(Shanghai)Co.,Ltd. 1F, Building No.3, No.66, Lizhi Road, Pudong New Area, Shanghai,China Tel. +86-21-5868-2571 |
| | MITHRA KYOKUTO SPECIAL PURPOSE VEHICLE CO.,PVT.LTD. Veerapaneigudem Village, Gannavaram Mandal, Krishna District, Andhra Pradesh, India Tel. +91-8676-202-602 | Sales, After sales service | Kyokuto Kaihatsu(Kunshan)Machinery Co.,Ltd. (Sales department) 288 Dujuan Road, Kunshan Development Zone, Jiangsu, China Tel. +86-512-5772-0788 |
| | PT. KYOKUTO INDOMOBIL MANUFACTURING INDONESIA Kawasan Industri Kota Bukit Indah Block D III No.1, Purwakarta 41181 Jawa Barat, Indonesia Tel. +62-264-350545 | | PT. KYOKUTO INDOMOBIL DISTRIBUTOR INDONESIA 4th Floor, Wisma Indomobil 1, Jl. MT Haryono Kav 8 Jakarta 13330, Indonesia Tel. +62-21-859-18441 |
| | Trex Thairung Co.,Ltd. AMATA CITY INDUSTRIAL ESTATE 7/462 Moo 6 T. Mapyangporm A. Pluakdaeng, Rayong 21140, Thailand Tel. +66-38-020-2504 | | |



Kyokuto Kaihatsu(Kunshan)Machinery Co.,Ltd.
Occupies : 83,140m²



MITHRA KYOKUTO SPECIAL PURPOSE VEHICLE CO.,PVT.LTD.
Occupies : 60,405m²



PT. KYOKUTO INDOMOBIL MANUFACTURING INDONESIA
Occupies : 20,028m²



Trex Thairung Co.,Ltd.
Occupies : 85,158m²

Affiliate companies

Special-purpose vehicles

F.E.Tech Co.,Ltd.
Lines of business : Repairs and parts sales for special-purpose vehicles

Shinko Automobile Co.,Ltd.
Lines of business : Repairs and parts sales for special-purpose vehicles

NIPPON TREX Co.,Ltd.
Lines of business : Manufacture, sales, repair and part supply of special-purpose vehicles

FE-ONE Co.,Ltd.
Lines of business : Sales of used trucks

Hokuriku Heavy Industries, Ltd.
Lines of business: Manufacture, sales, repair and part supply of railway vehicles and special-purpose vehicles.

Kyokuto Special Automobils Trading(Shanghai)Co.,Ltd.
Lines of business : Parts purchasing for special-purpose vehicles

Kyokuto Kaihatsu(kunshan)Machinery Co.,Ltd.
Lines of business : Manufacture, sales, repair and part supply of special-purpose vehicles

MITHRA KYOKUTO SPECIAL PURPOSE VEHICLE CO.,PVT.LTD.
Lines of business : Manufacture, sales and after-sales service of special-purpose vehicles

PT. KYOKUTO INDOMOBIL MANUFACTURING INDONESIA
Line of business: Manufacture of special-purpose vehicles

PT. KYOKUTO INDOMOBIL DISTRIBUTOR INDONESIA
Line of business: Sales of special-purpose vehicles

Trex Thairung Co.,Ltd.
Lines of business : Manufacture, sales, repair and part supply of special-purpose vehicles

Environmental equipment and systems

Kyokuto Service Engineering Hokkaido Co.,Ltd.
Lines of business : Repairs and operations for environmental equipment and facilities

Kyokuto Service Engineering Co.,Ltd.
Lines of business : Repairs and operations for environmental equipment and facilities

Mori Plant Co.,Ltd.
Lines of business : Design, construction and maintenance of plants

Parking (Real Estate Rental Segment, etc.)

Kyokuto Kaihatsu Parking Co.,Ltd.
Lines of Business : Manufacture, sales and repairs of multistory parking equipment and management of car parking

F.E.E.Co.,Ltd.
Lines of business : Non-life insurance agency