



Operating Results for FY2025 3Q



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Kyokuto Kaihatsu Kogyo Co., Ltd.

TSE Prime: 7226

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1. Results of FY2025 3Q

Summary of Consolidated Financial Results for FY2025 3Q



Millions of yen	Fiscal year	FY2024 3Q	FY2025 3Q	Change	Percentage
Net sales		96,642	112,681	+ 16,039	+16.6%
Operating profit		3,792	5,626	+ 1,834	+48.4%
Ordinary profit		4,174	6,178	+ 2,003	+48.0%
Profit attributable to owners of parent		3,885	702	(3,182)	(81.9%)
Special Purpose Vehicles Business: Orders Received		82,538	89,599	+ 7,061	+8.6%
Special Purpose Vehicles Business: Order Backlogs		92,315	108,967	+ 16,652	+18.0%

FY2025 3Q Key points of consolidated operating results

- ✓ Net sales, operating profit, and ordinary profit increased
- ✓ Operating profit improved substantially year-on-year due to the significant effect of product price revisions
- ✓ Quarterly profit decreased due to the payment of a surcharge under the Antimonopoly Act, despite the recording of gains on the sale of cross-shareholdings
- ✓ Both orders received and order backlogs remained at high levels

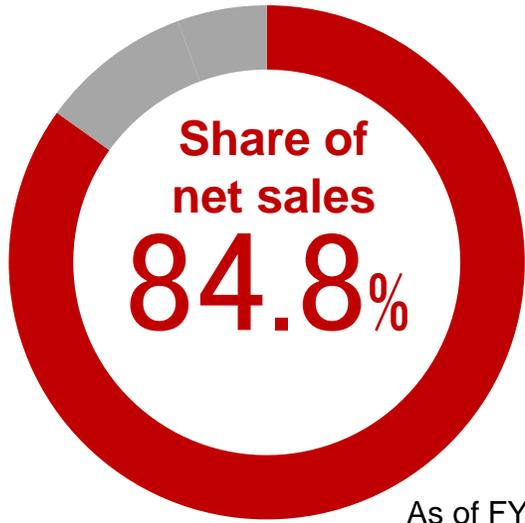
Quarterly Trends in Consolidated Financial Results

Fiscal year Millions of yen		2025/3期	2026/3期	Change (Year-on-year)	
		3Q	3Q	Amount	Percentage
Net sales	Net sales	96,642	112,681	+ 16,039	+16.6%
	Special Purpose Vehicles	82,574	96,021	+ 13,447	+16.3%
	Overseas figures	6,425	12,967	+ 6,542	+101.8%
	Environmental Equipment and Systems	8,475	10,768	+ 2,292	+27.1%
	Car Parking Systems	6,067	6,389	+ 321	+5.3%
Operating profit	Operating profit	3,792	5,626	+ 1,834	+48.4%
	Special Purpose Vehicles	3,071	4,251	+ 1,179	+38.4%
	Overseas figures	372	(31)	(443)	—
	Environmental Equipment and Systems	1,319	1,801	+ 482	+36.6%
	Car Parking Systems	674	757	+ 82	+12.3%

FY2025 3Q Key Points by Segment

- ✓ Net sales increased in all segments
- ✓ In the Special Purpose Vehicles Business in Japan, revenue and profit increased due to product price revisions and productivity improvements from automated production lines and new plants, while some effects of chassis supply delays still remain. Overseas operations remained sluggish

2. Results by Segment



As of FY2025 3Q

Net sales

↑ Domestic

Large increase due to recovery in the supply of chassis for medium- and small-sized dump trucks (included in construction-related)

Last-minute orders associated with the suspension of order intake for the single-car carrier truck “FLATOP® Zero II”

Productivity improvements from the construction of automated lines and new plants, as well as other related measures

Revenue increased by making STG a group company

↑ Overseas
Operating profit

↑ Domestic

Profit increased significantly due to improved profit margins from price revisions

↓ Overseas

Indonesia : Sales decreased due to tighter mining market regulations and increased competition from Chinese manufacturers

Australia : Impact of adverse weather and weak market conditions

Net sales

(Millions of yen)

■ Overseas ■ Domestic

Year-on-year change

+16.3%

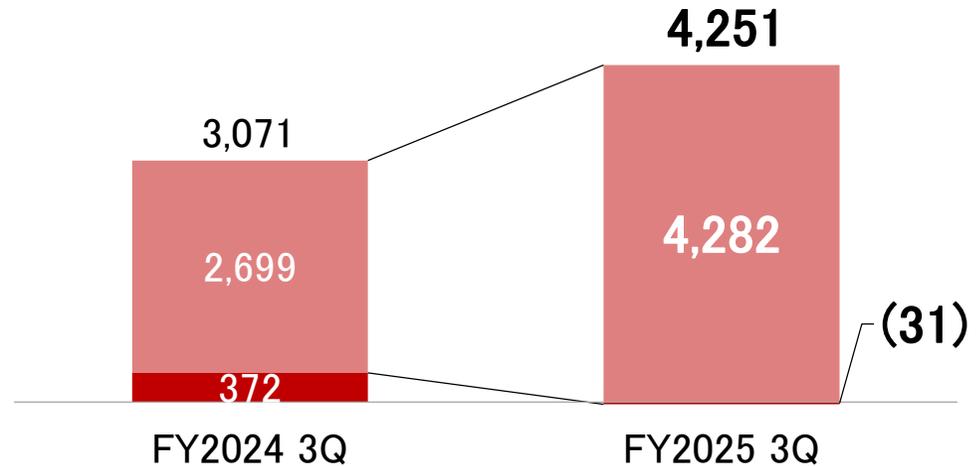
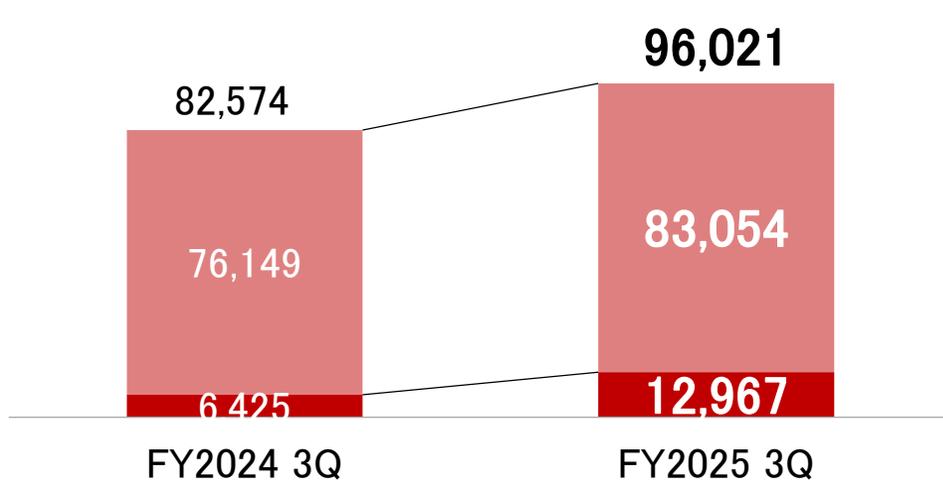
Operating profit

(Millions of yen)

■ Overseas ■ Domestic

Year-on-year change

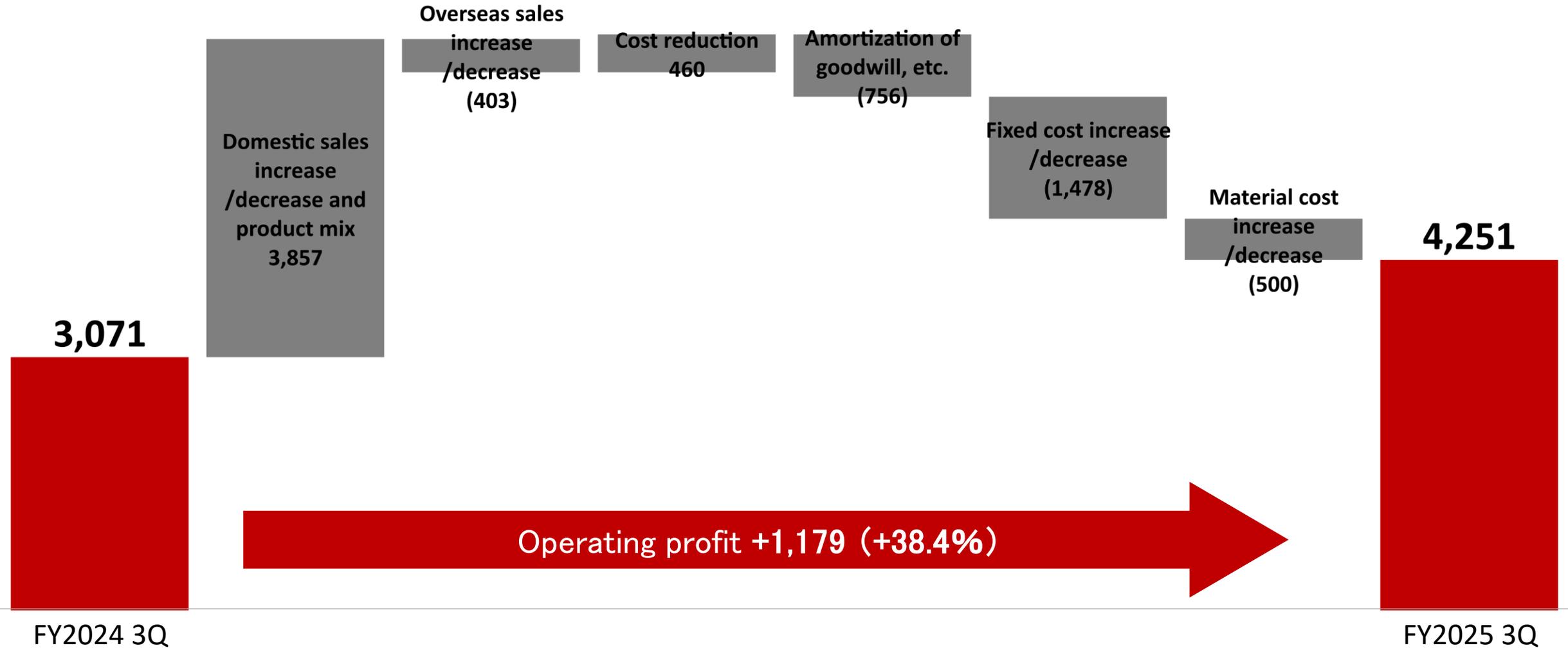
+38.4%



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



(Millions of yen)



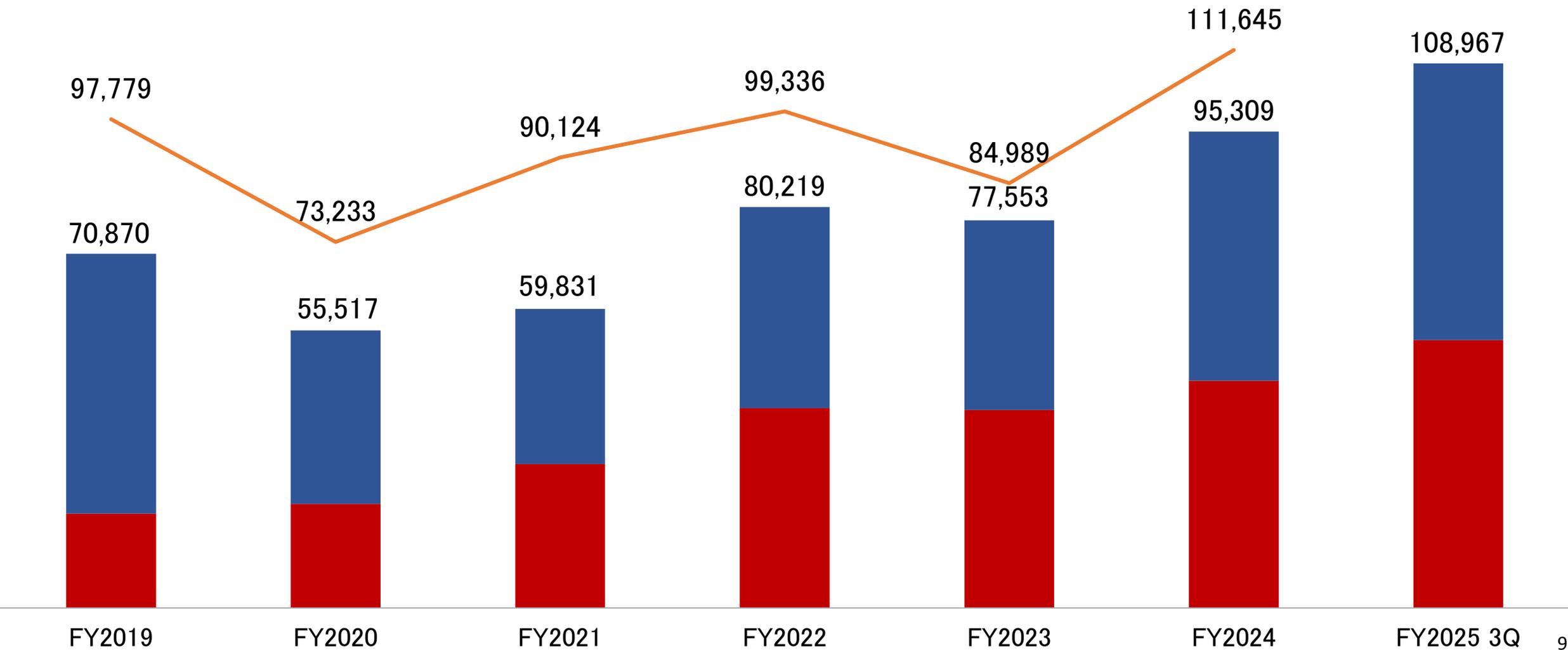
Special Purpose Vehicles Business: Orders Received and Backlog



(Millions of yen)

KYOKUTO Order backlog TREX Order backlog Total of orders received

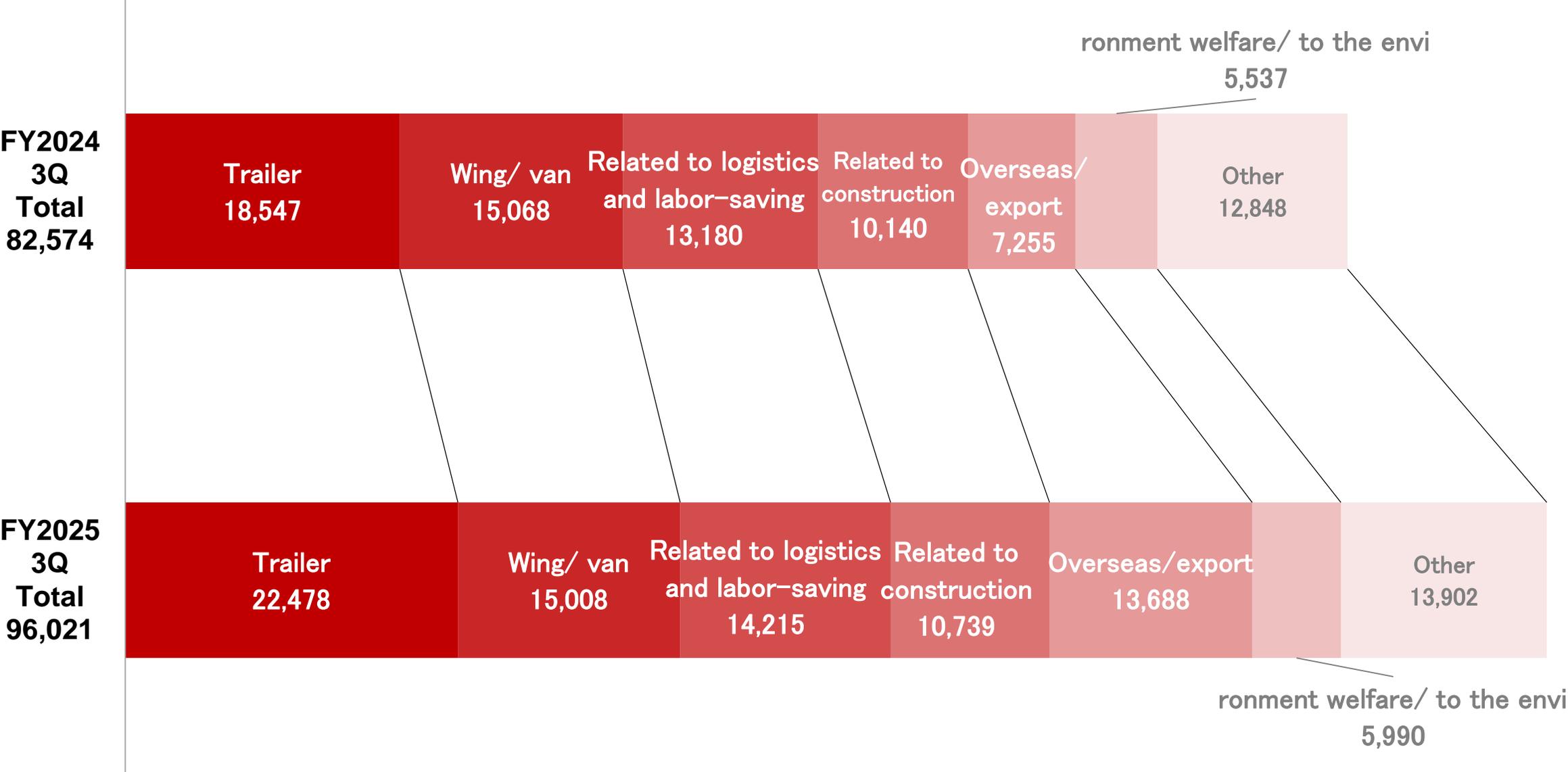
Orders received FY2025 3Q results
89,599 million yen
Results of FY2024 3Q 82,538million yen

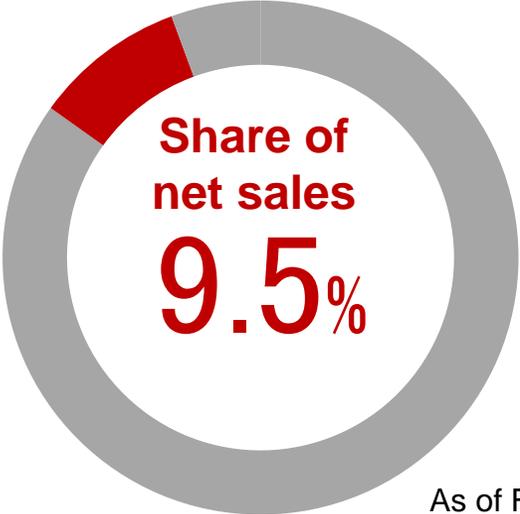


Special Purpose Vehicles Business: Sales Composition



(Millions of yen)





As of FY2025 3Q

Net sales

- ↗ Plant construction: Construction of projects from backlog continued
- ↗ Net sales increased due to the application of price indexation clauses in plant construction

Operating profit

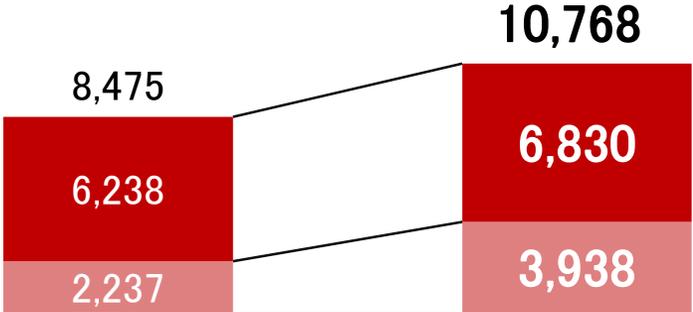
- ↗ Two properties in Hokkaido completed by the second quarter contributed to profit
- ↗ Stock-type business such as contracts for operation and maintenance remained strong

Net sales

(Millions of yen)

- Contract for operation and maintenance
- Plants

Year-on-year change
+27.1%



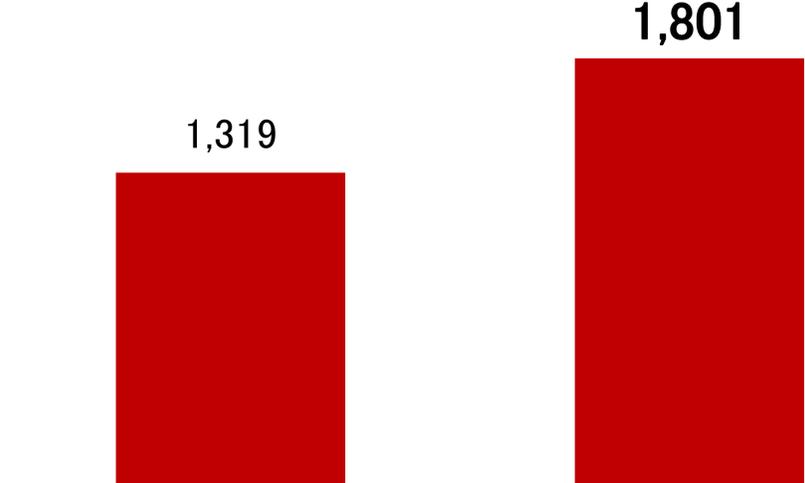
FY2024 3Q

FY2025 3Q

Operating profit

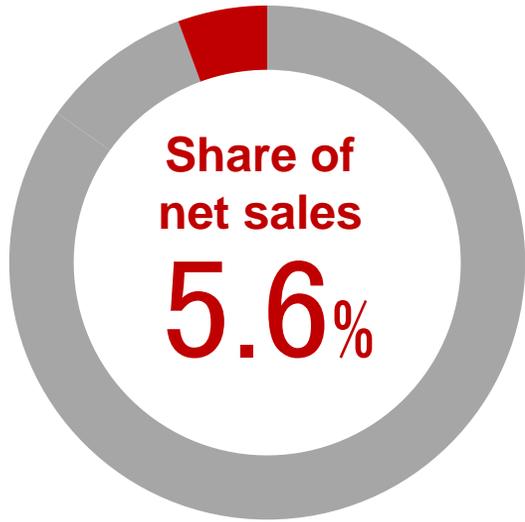
(Millions of yen)

Year-on-year change
+36.6%



FY2024 3Q

FY2025 3Q



As of FY2025 3Q

Net sales

- ↗ Sales of pay-and-display parking increased due to the heat wave and the Expo
- ↗ The utilization rate of pay-and-display parking lots increased due to higher traffic during the year-end and New Year holidays

Operating profit

- ↗ The hourly parking fee structure was reviewed
- ➡ Stock-type business of multi-story parking systems such as renovation and maintenance was prioritized

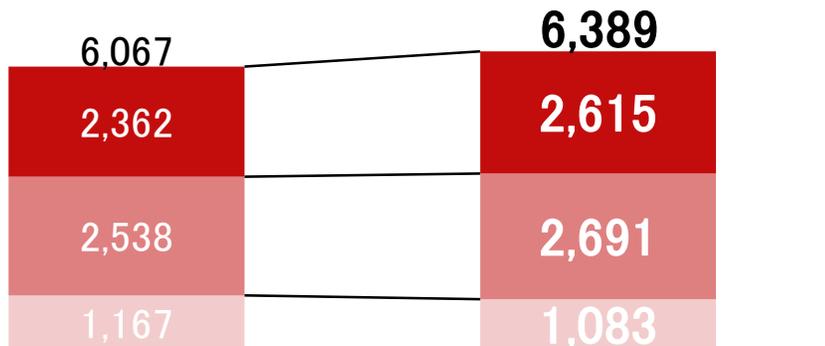
Net sales

(Millions of yen)

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

Year-on-year change

+5.3%



FY2024 3Q

FY2025 3Q

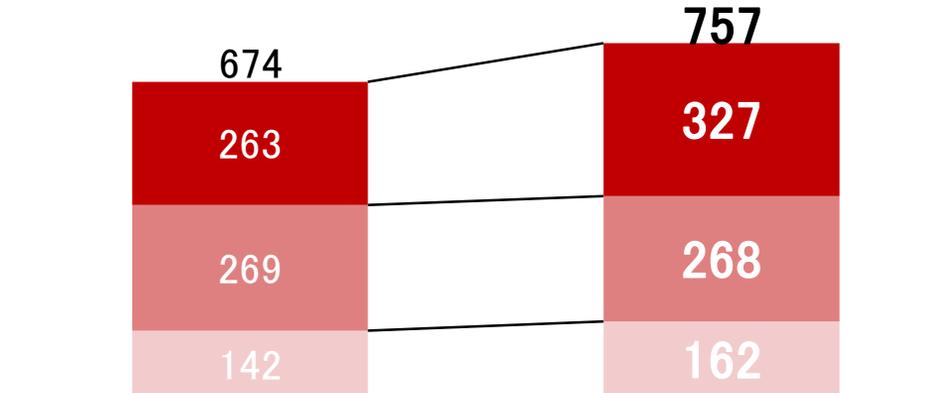
Operating profit

(Millions of yen)

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

Year-on-year change

+12.3%



FY2024 3Q

FY2025 3Q

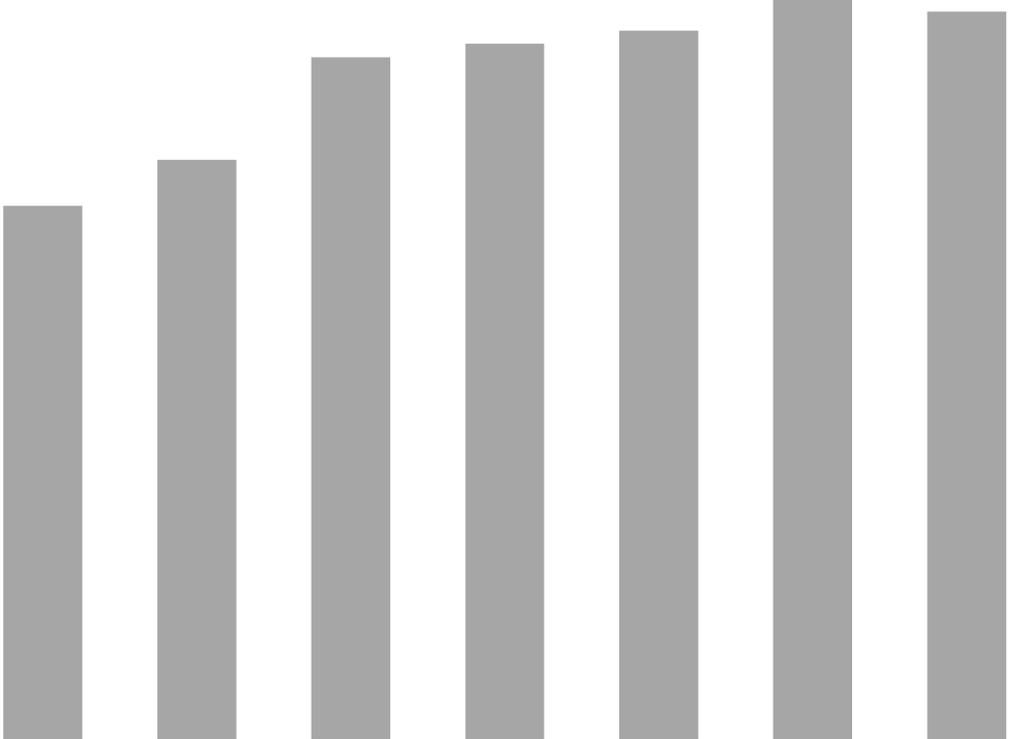
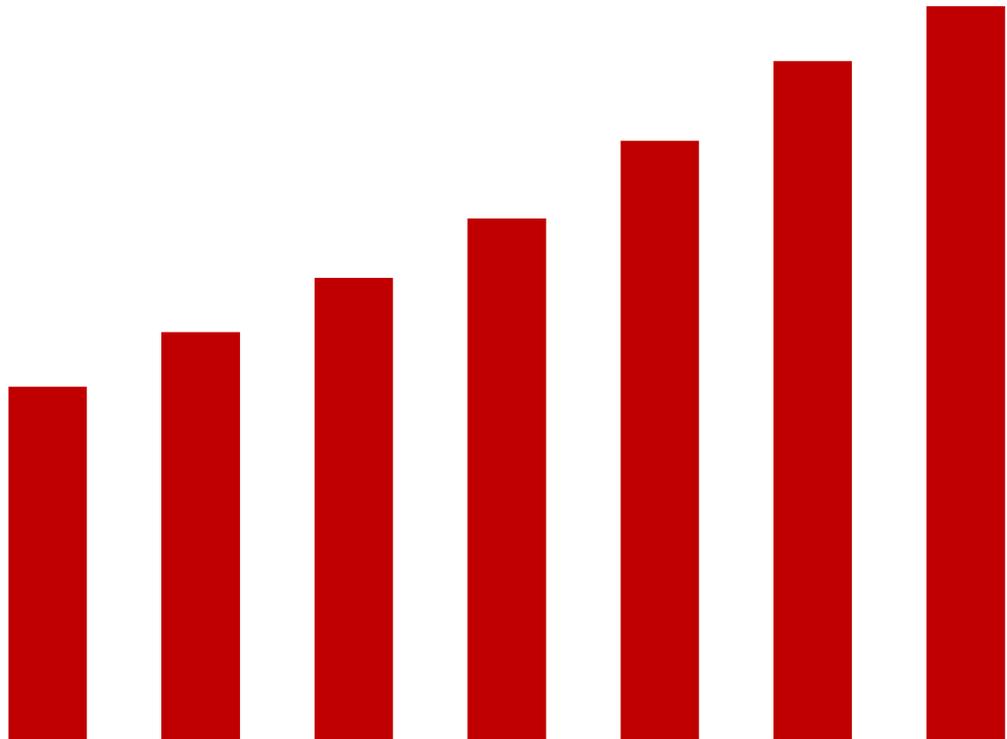
Car Parking Systems Business: Trend in Results



(Unit)

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

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



	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025 (3Q)
Number of pallets (cumulative)	77,624	78,797	79,961	81,243	82,913	84,628	85,806

	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025 (3Q)
Number of lots for cars (in operation currently)	8,953	9,724	11,440	11,669	11,884	12,445	12,207

3. Full-Year Forecast for FY2025

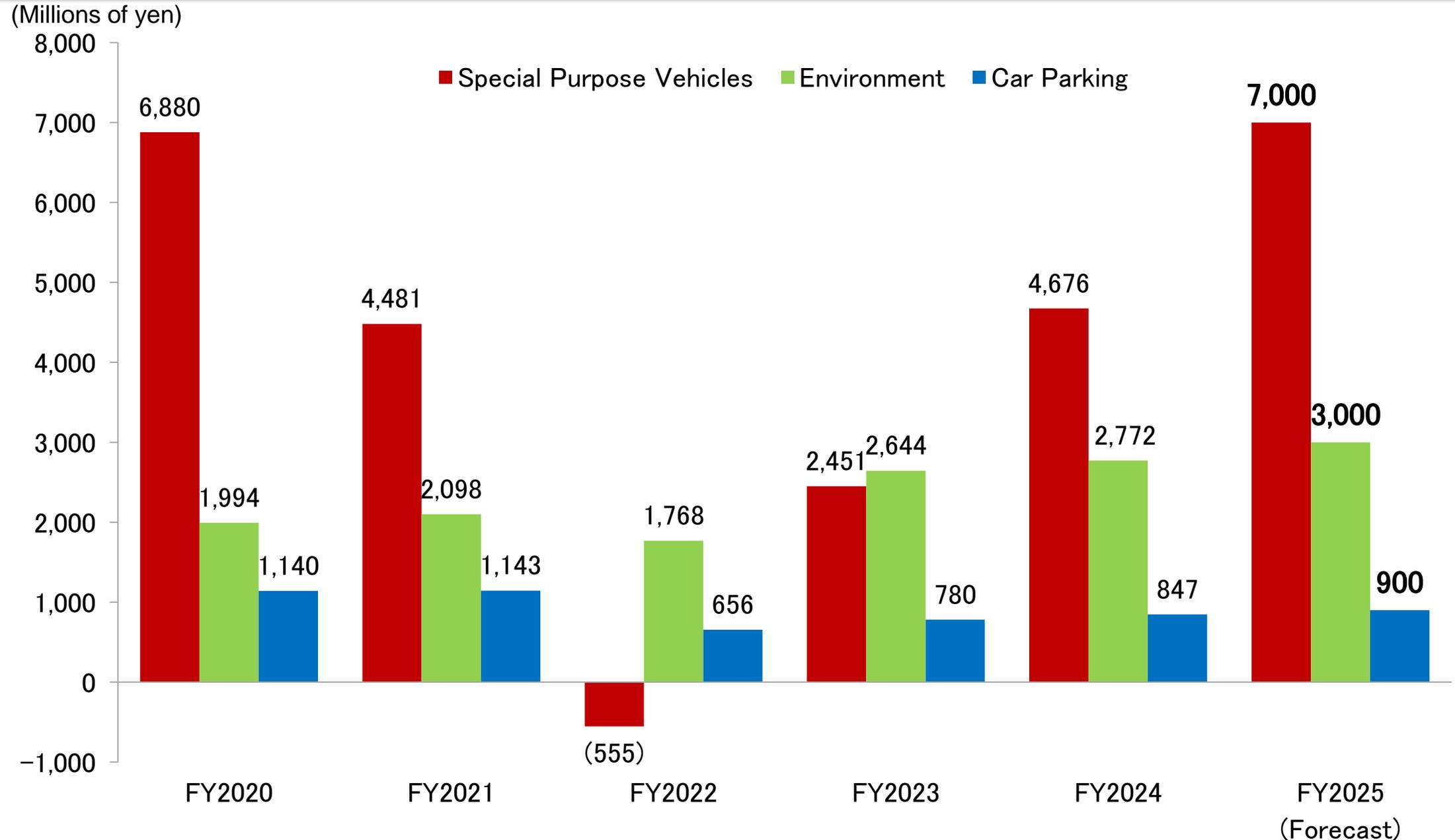
FY2025: Consolidated Results Forecast



Fiscal year Millions of yen	FY2024 (Results)	FY2025 (Forecast)	Change	Percentage
Net sales	140,449	168,000	+ 27,551	+19.6%
Operating profit	6,656	9,600	+ 2,944	+44.2%
Ordinary profit	6,890	9,500	+ 2,610	+37.9%
Profit attributable to owners of parent	5,820	2,645	(3,175)	(54.6%)

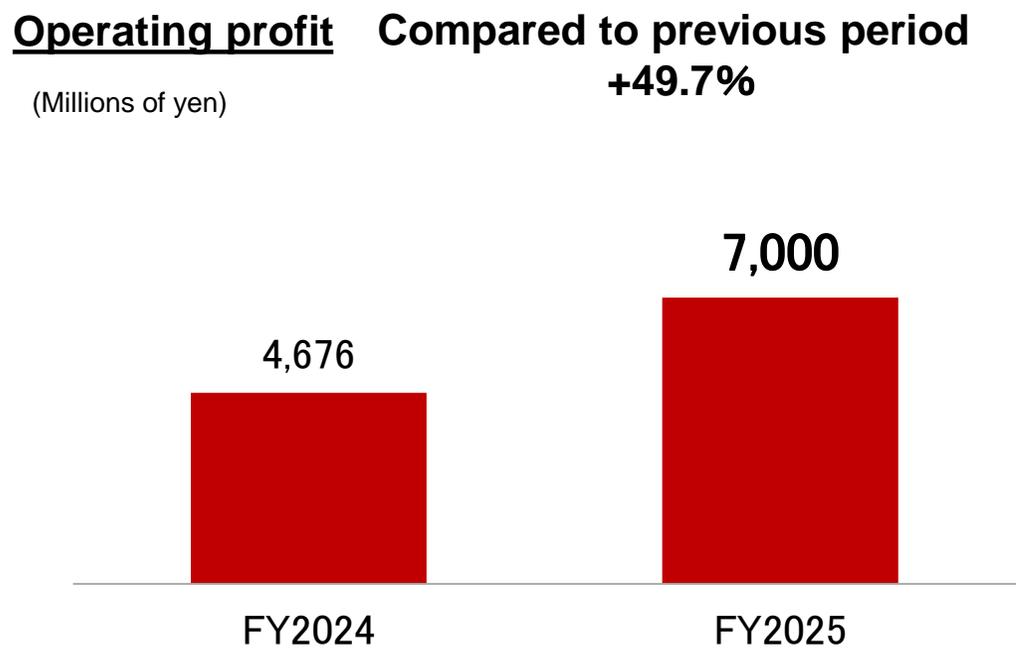
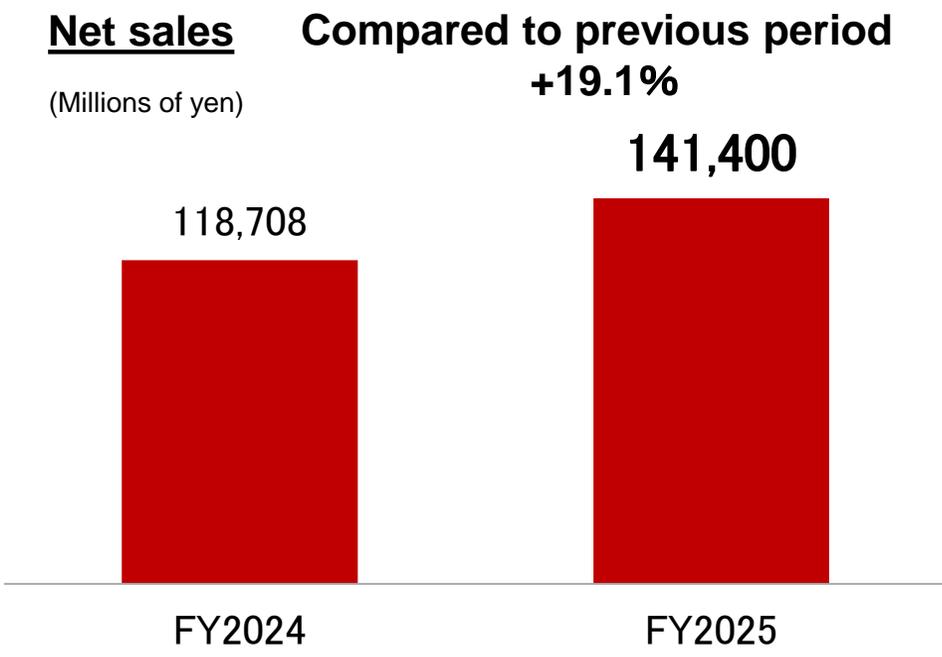
- FY2025:** ✓ No revision from the figures announced on July 8, 2025
- Dividend Forecast** ✓ No change in annual dividend forecast

Trend in Consolidated Operating Profit (by Segment)



Special Purpose Vehicles Business

- Price revisions for finished goods led to higher sales (*some of the prices have been revised again from April 1, 2025)
- Productivity and profitability improve due to large-scale capital investments
- Overseas, the second plant in India (Chennai) is scheduled for completion at the end of February
- Both orders and backlogs remained at high levels (Backlogs: KYOKUTO: approx. 53,577 million yen and TRENKOR: approx. 55,390 million yen. Total: approx. 108,967 million yen) *As of December 31



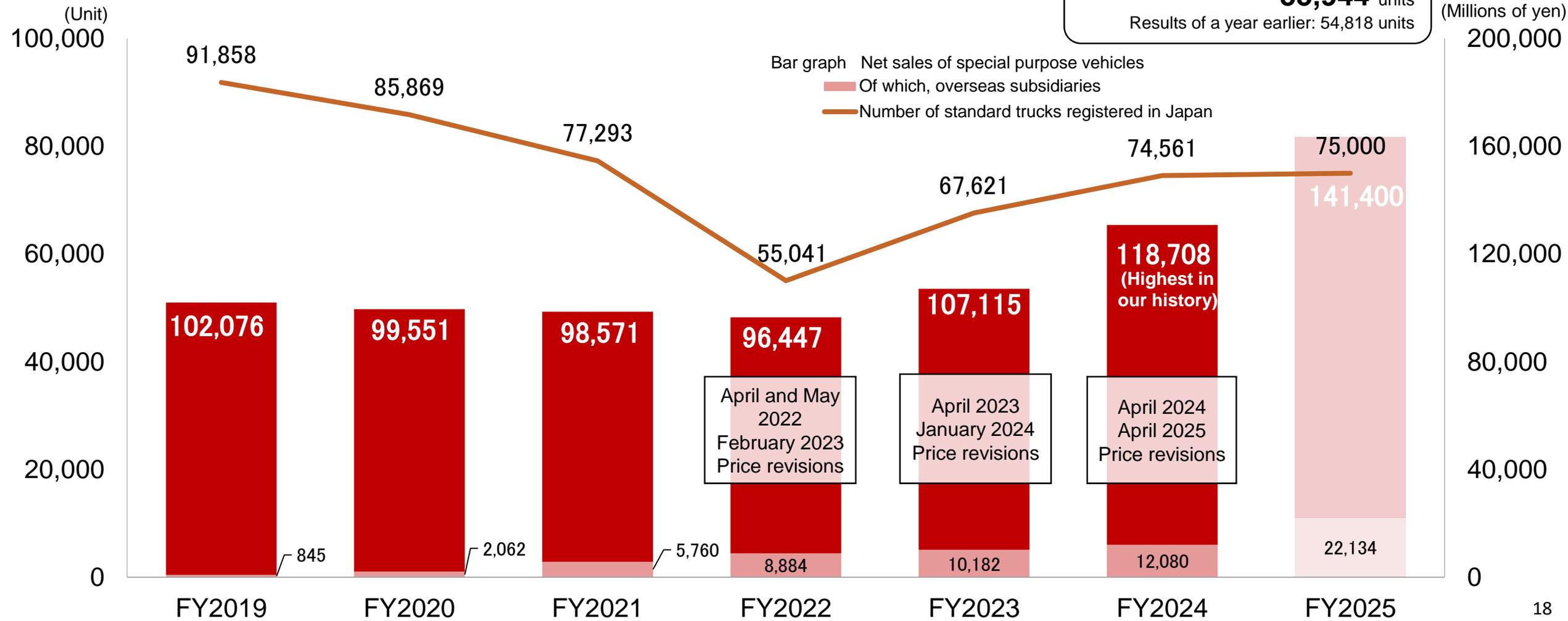
Operating profit margin **3.9%** (FY2024) **5.0%** (FY2025)

Truck Market and Net Sales trend of Special Purpose Vehicles Business



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

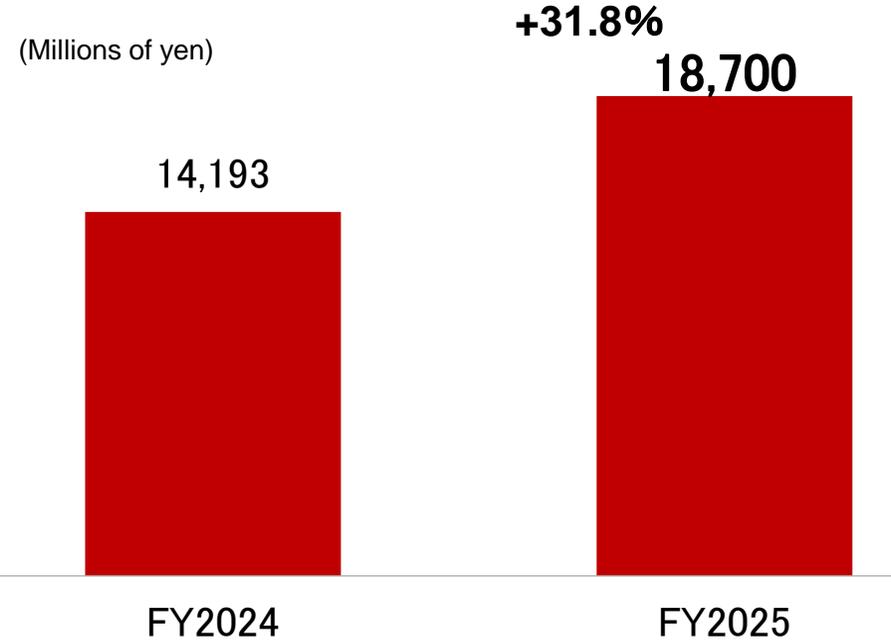
3Q results of domestic standard trucks
55,944 units
 Results of a year earlier: 54,818 units



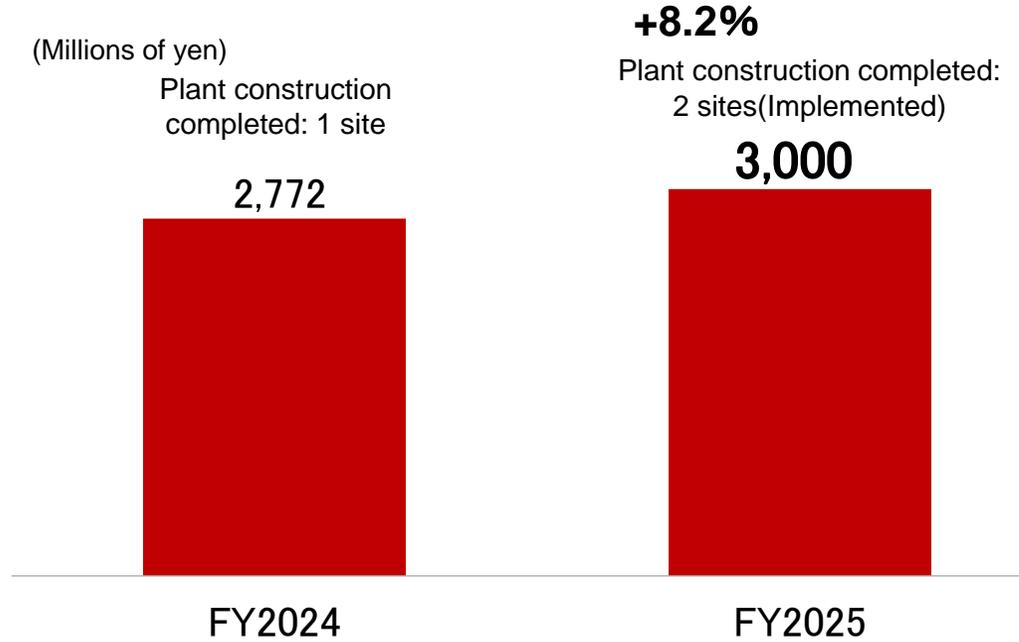
Environmental Equipment and Systems Business

- Introduction of new technologies contributes to increased added value and differentiation from competitors
- Maximum leverage of group-wide collaboration and resources enhances proposal and cost-saving capabilities
- Biomass-related business that was newly launched to help achieve carbon neutrality starts full operation
- Plant construction work continues to be prioritized (7 projects in progress: Tokyo, Saitama, Nagano, Ishikawa, Hyogo, Oita, etc.)

Net sales Compared to previous period



Operating profit Compared to previous period



Operating profit margin FY2024 19.5% FY2025 16.0%

Car Parking Systems Business

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

Net sales

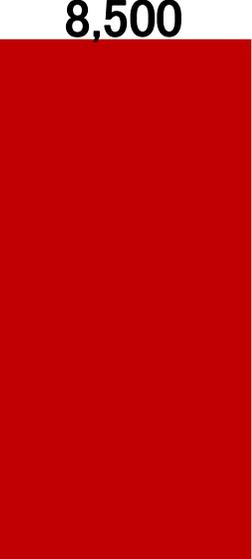
Compared to previous period

+3.8%

(Millions of yen)



FY2024



FY2025

Operating profit

Compared to previous period

+6.3%

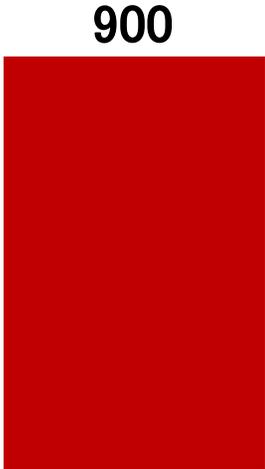
(Millions of yen)



FY2024

Operating profit margin

10.3%



FY2025

10.6%

For Reference: Supplementary Data

Company Name : KYOKUTO KAIHATSU KOGYO CO.,LTD.

Location of headquarters : Chuo-ku, Osaka, Japan

Founding date : June 1, 1955

Capital : 11,899,867,400 yen

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

Number of employees : consolidated 3,564 non-consolidated 1,180 (as of December 31 , 2025)

Consolidated subsidiaries : 26 companies

Special Purpose Vehicles Business



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



Environmental Equipment and Systems Business



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



Car Parking Systems Business



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



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



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



- Clearly introducing the features of the Kyokuto Kaihatsu Group and its business strategies and processes for sustainable value creation
- In addition to messages from the Representative Director and President, and other responsible persons, it features special articles. They include: the voices of members of the Environmental Solutions Division, which is developing businesses for a carbon-neutral society, and an outside directors' (chairperson of the Nominating and Compensation Committee) meeting



Main Feature Articles



P05 Message from the President



P35 Sustainability Officer's Message



P43 Financial Officer's Message



P53 Special Feature: Biomass Business Interview



P73 Outside Directors' Meeting

The Integrated Report is available at the link below
<https://www.kyokuto.com/csr/csre.html>



Cautionary Statement Regarding Forward-Looking Information

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