

Segment Highlights

AP-Related Business

Main products

- Asphalt plants
- Recycling plants
- Crushing plants
- Mixture silos
- Electronic control devices, plant management system
- Decarbonization-related products (foamed equipment, various burners, etc.)



ABD
Made-to-order AP models that can handle diverse needs



VP IV
Latest high-end model AP, primarily for recycling

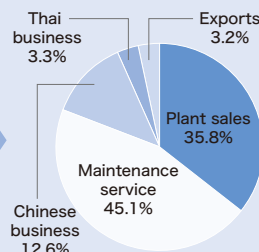


CBD
Global model AP for Thailand and Southeast Asia markets

Business description

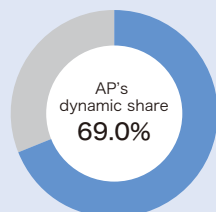
FY 2023 business description

Sales composition of maintenance service maintained 45.1%, the same level as for the previous fiscal year, while plant sales increased to 35.8% from 19.9% in the previous fiscal year. Meanwhile, the composition of the Chinese business fell from 27.5% in the previous fiscal year to 12.6%.



Market share (based on Nikko's survey)

The AP demand in Japan was 26 units in FY 2023, up 6 units from the previous fiscal year. Nikko's dynamic share rose 2 pp to 69.0%.



BP-Related Business

Main products

- Concrete plants
- Mobile concrete plants
- Concrete pumps
- Electronic control devices, plant management system
- Concrete product manufacturing plant facilities, etc.



ONZEMIX-T50
Mobile BP

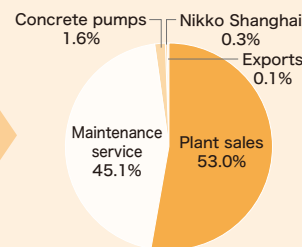


DASH-H275EvoV 220R-ADV
Ultra-strong concrete plants

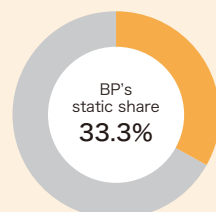


DASH-225Pro 0651TBF
Large-scale precast concrete plant

Sales composition of maintenance service rose from the previous year's 39.1% to 45.1%, while plant sales decreased from the previous year's 58.4% to 53.0%.



The BP demand in Japan for FY 2023 decreased by 11 units from the previous fiscal year to 60 units. Nikko's static share rose 0.3 pp to 33.3%.



Environment- and Conveyor-Related Business

Main products

- Various belt conveyors, conveyors for facilities, beverage container recycling plants
- Soil remediation plants, various recycling plants (e.g., plastic)



Modular conveyor
Conveyor using pipe frames whose lengths can be adjusted in increments of 10cm

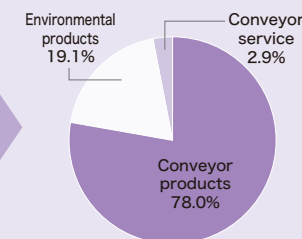


A plaster-based solidification material manufacturing facility
A plant facility which manufactures gypsum hemihydrate from dried gypsum powder, which is blended with cement and lime to manufacture solidification material.

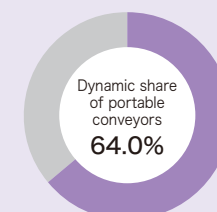


Stringer modular conveyor
High-quality conveyor with superior cost performance through modularized body and options

The sales breakdown of conveyor products, which continue to sell steadily, increased from 74.6% in the previous fiscal year to 78.0%. Meanwhile the composition of environmental products slightly decreased from 22.0% to 19.1%.



The market share of portable conveyors for FY 2023 was 64.0%, up 2.0 pp from the previous fiscal year and continues to maintain the top market share.



Crusher-Related Business

Main products

- Crushers and screens
- Mobile belt conveyors
- Mid-sized simple screens
- Small-sized crushers and screens



Mobile soil improver Mobix Eco (Nikko's in-house developed product)

Achieved mixing and kneading performance unique to mixer manufacturer and 30% lower fuel consumption compared to existing products



Mobile jaw crusher MC110i & impact crusher MR110i (by KLEEMANN)

Achieved world-class crushing performance and world's best fuel efficiency

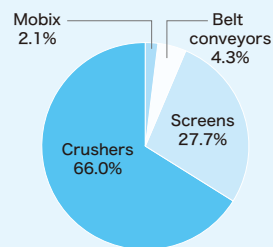
Photo: Delivery to a concrete waste intermediate processing facility



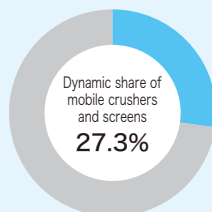
Combination of mobile crushers and screens
There is an increasing global demand for capital investment in changing existing stationary crusher plants to mobile crushers.

Photo: A demonstration, connecting actual machines, was held at a quarry in Ehime Prefecture.

Sales units by models in the crusher-related business for FY 2023 consists of 66.0% for crushers, 27.7% for screens, 4.3% for belt conveyors, and 2.1% for MOBIX.



In FY 2023, demand for mobile crushers and screens was 161 units, up 7 units from the previous fiscal year. Nikko Group's market share increased 6.5 pp from the previous fiscal year to 27.3%.



Contract-Based Manufacturing Business

Main products and main business

- March 2022: Made Ube Kohki Co., Ltd. into a group company
Business description: Design, manufacture, and construction work of gas holders
Manufacture and installation of plant equipment (e.g., water treatment) and industrial machinery
Development, manufacture, and sales of environment-related products (e.g., solar lighting)
Main customers: Major manufacturers, plant engineering companies, etc.
- July 2023: Made Matsuda Kiko K.K. into a group company
Business description: Manufacture and assembly of various plants and industrial machinery
Main customers: Leading steel mills, plant manufacturers, environment-related machinery manufacturers, etc.

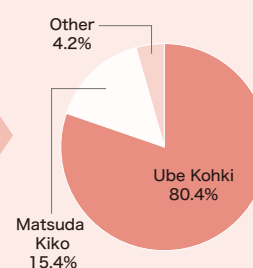


Tanks



Environment-related facility

Net sales of contract-based manufacturing business for FY 2023 amounted to 3.072 billion yen, increasing 38.6% year on year. Ube Kohki constitutes 80.4%, Matsuda Kiko constitutes 15.4%, and the remaining 4.2% is attributed to other.



With the inclusion to the Nikko Group, we will aim to generate synergies and expand business.

Generation of mutual synergies



Other business

Main products

- Pipe scaffolds, steel gangplanks
- Adjustable aluminum inclined staircase
- Shovels, spades
- Small-sized concrete mixers, mortar mixers
- Floodgates, waterproof boards, crushers
- Real estate leasing, construction materials leasing
- Sales of housing renovation, etc.



Removable waterproof board (free style)



Raku Raku Ramp

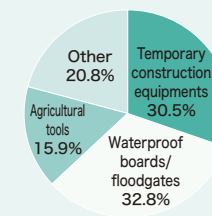


Floodgate (stainless steel roll up gate)

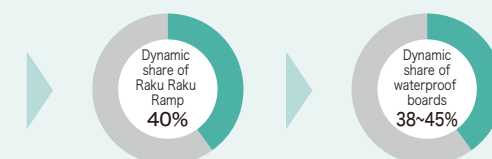


Light bridge

Sales composition by products in the Other Business for FY 2023 consists of 32.8% for waterproof boards/floodgates, 30.5% for temporary construction equipments, 15.9% for agricultural tools, and the remaining 20.8% for other products.



The market share of water proof boards for FY 2023 was 38-45%, and Raku Raku Ramp, which is included in temporary construction equipments, secured a dynamic share of 40% while light bridges secured 30%.



Business description

FY 2023 business description

Market share (based on Nikko's survey)