

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

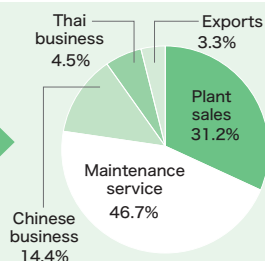


VP IV
Latest high-end model AP, primarily for recycling



ACE
Global model AP for Thailand and Southeast Asia markets

Net sales of maintenance service increased 12.4% from the previous fiscal year to 9.1 billion yen and its sales composition increased 1.6 pp to 46.7%. Meanwhile, plant sales declined 5.4% and the sales composition decreased 4.6 pp to 31.2%.



Business overview	Details
Customers	Construction companies, road pavement companies, etc.
Market share	Static share in Japan: 77.5%
Net sales breakdown	39.6% (77.8% in Japan, 22.2% overseas)
Operating margin	5.0% (6.4% in FY2019 before the COVID-19 pandemic)
Production bases	Akashi head office factory, Thailand, and Shanghai, China

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

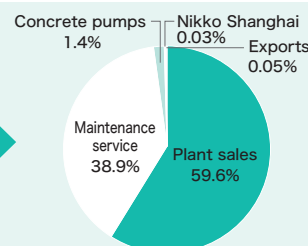


DASH-H275EvoV 220R-ADV
Ultra-strong concrete plants



DASH-225Pro 065ITBF
Large-scale precast concrete plant

Net sales of maintenance service increased 3.3% from the previous fiscal year to 5.5 billion yen, while its sales composition decreased 6.3 pp to 38.9%. Plant sales, meanwhile, increased 34.7% and the sales composition rose 6.6 pp to 59.6%.



Business overview	Details
Customers	Ready-mixed concrete manufacturers, construction companies, etc.
Market share	Static share in Japan: 33.6%
Net sales breakdown	29.0% (99.9% in Japan, 0.1% overseas)
Operating margin	12.1% (record high)
Production bases	Akashi head office factory and Shanghai, China

Environment- and Conveyor-Related Business

Main products

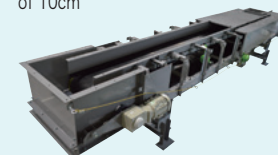
- Various belt conveyors, conveyors for facilities, beverage container recycling plants
- Soil remediation plants, various ABD recycling plants (e.g., plastic)



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

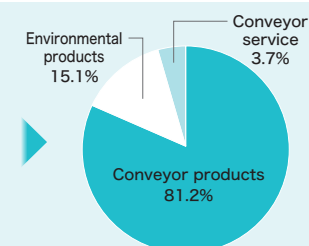


A plaster-based solidification material manufacturing facility
A plant facility which manufactures gypsum hemihydrate from dried gypsum powder, which is blended with cement and lime to manufacture solidification material.



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

Net sales of conveyor products grew steadily by 2.4% from the previous fiscal year to 2.6 billion yen and the sales composition rose 3.2 pp to 81.2%. Net sales of environmental products declined 22.3% to 0.5 billion yen, with the sales composition falling 4.0 pp to 15.1%.



Business overview	Details
Customers	Waste treatment, civil engineering, various manufacturing, etc.
Market share	Share of the portable conveyor market: 65%
Net sales breakdown	6.6%
Operating margin	26.0% (21.3% in FY2019 before the COVID-19 pandemic)
Production bases	Akashi head office factory

Product overview

FY2024 business description

Business overview

Crusher-Related Business

Main products

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



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



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

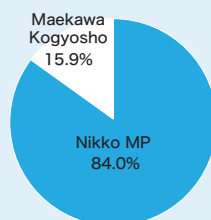


Combination of mobile crushers and screens

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.

Net sales of mobile plants (MP) decreased 34.8% from the previous fiscal year to 1.9 billion yen and its sales composition fell 6.9 pp to 84.0%. Meanwhile, net sales of Maekawa Kogyosho increased 23.4% to 0.4 billion yen with its sales composition rising 6.8 pp to 15.9%.



Business overview	Details
Customers	Stone crushing and mining companies, civil engineering and construction companies, steel industry, rental companies, dismantling and recycling industry, disaster recovery, etc.
Market share	Domestic share (21% for mobile crusher, 25% for screens)
Net sales breakdown	4.6%
Operating margin	1.8% (8.6% in FY2023)
Business bases	Tokyo Sales Department, Tokyo mobile center, three branches in Japan

*Market share is the average for the past three years.

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.



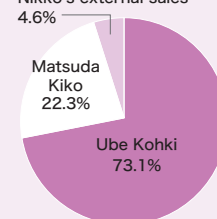
Tanks



Environment-related facility

Net sales of Ube Kohki increased 42.4% from the previous fiscal year to 3.5 billion yen while its sales composition declined 7.2 pp to 73.1%. On the other hand, net sales of Matsuda Kiko grew 128.9% from the previous fiscal year to 1.1 billion yen with its sales composition rising 7.1 pp to 22.3%.

Nikko's external sales



Business overview	Details
Customers	Ube Kohki: Water treatment plant, chemical, cement, food product, and pharmaceuticals industries, government agencies for water supply and sewerage service, etc. Matsuda Kiko: Steel mills, plant manufacturers, general heavy machinery manufacturers
Net sales breakdown	9.8%
Operating margin	13.4% (8.8% in FY2023)
Business bases	Ube Kohki: Ube Kohki head office factory, cooperating factory in Dalian, China Matsuda Kiko: Head office factory, Daimon factory

Other business

Main products

- Pipe scaffoldings, 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

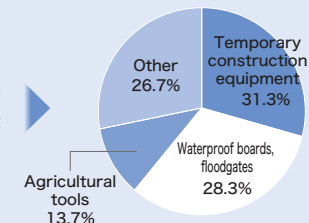


Floodgate (stainless steel roll up gate)



Light bridge

Net sales of waterproof boards and floodgates declined 3.9% from the previous fiscal year to 1.4 billion yen and its sales composition fell 3.9 pp to 28.3%. Net sales of temporary construction equipment increased 12.4% from the previous fiscal year to 1.6 billion yen and its sales composition grew 0.9 pp to 31.3%.



Business overview	Details
Customers	Nikko Machinery: Shutter manufacturers, general contractors, government agencies Nikko Sec: General contractors, civil engineering companies, rental companies, etc.
Market share	Adjustable aluminum staircases: 40%; waterproof boards: 38-45%
Net sales breakdown	10.4%
Operating margin	14.0% (16.5% in FY2023)
Business bases	Nikko Machinery: Noda head office factory in Chiba Prefecture Nikko Sec: Noda head office factory in Chiba Prefecture

Product overview

FY2024 business description

Business overview