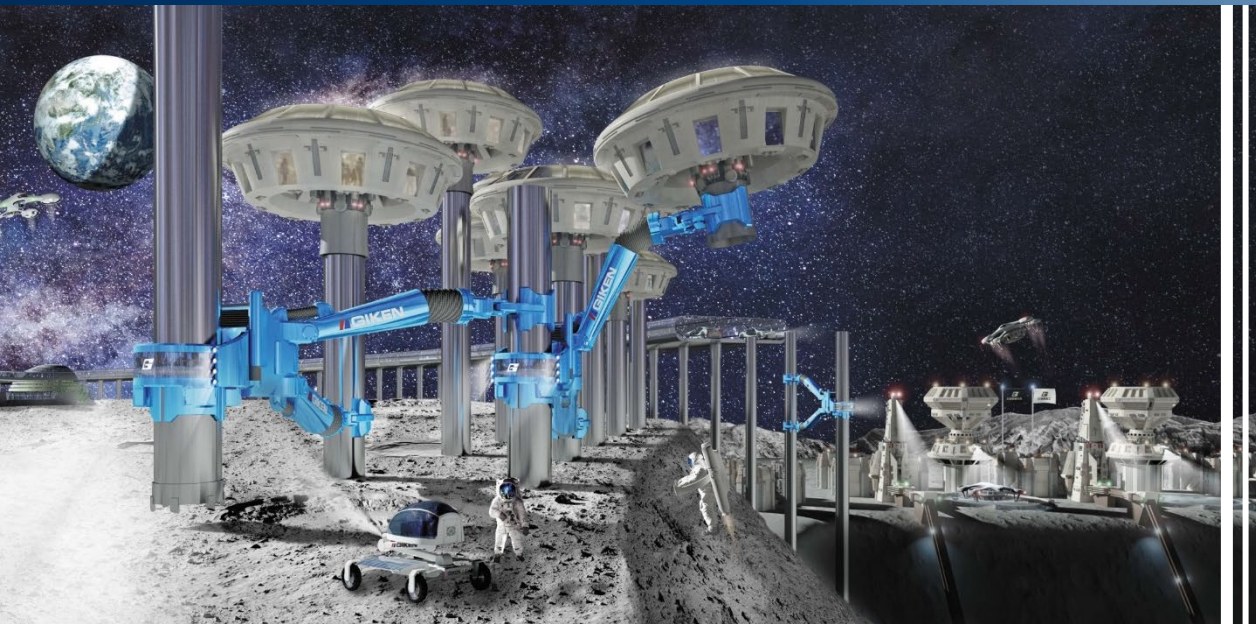




Construction Revolution



First Quarter of FY2024 (September 2023 to November 2023)



GIKEN LTD. Financial Results Overview

**January 10, 2024
<stock code: 6289>**

Forward-Looking Statements Disclaimer

Except for historical facts, certain information provided in this document, such as our and our group's current policies and management strategies, contains "forward-looking statements" based on currently available information, including statements about the future. These statements, which are based on estimates, projections, or risky assumptions, involve uncertainties that could cause results to differ materially from those anticipated in the statements.

Such risks and uncertainties include general domestic and international economic conditions, such as national economic conditions, industrial and market conditions, interest rates, commodity prices, and exchange rate fluctuations.

We are not obligated to update or revise "forward-looking statements" provided in this document, even in the event of new information or future developments.

This document has been translated into English. In case of any difference in meaning between the original Japanese text and the English translation, the Japanese text shall prevail.

Financial Results Overview for the First Quarter of FY2024

3-Year Trend of the First Quarter Financial Results

Unit: Millions of JPY

	FY2022	FY2023		FY2024	
	1Q Actual	1Q Actual	YoY	1Q Actual	YoY
Net Sales	7,161	7,482	+4.5%	7,418	-0.9%
Operating Profit (Operating Profit Margin)	1,383 (19.3%)	1,123 (15.0%)	-18.8%	1,198 (16.2%)	+6.7%
Ordinary Profit	1,419	1,180	-16.8%	1,265	+7.2%
Profit*	921	717	-22.1%	872	+21.5%
Profit Per Share (JPY)	33.56	26.10	-22.2%	32.49	+24.5%

* Net income attributable to GIKEN LTD.

Sales Breakdown of the First Quarter over Three Years

Unit: Millions of JPY

	FY2022	FY2023		FY2024	
	1Q Actual	1Q Actual	YoY	1Q Actual	YoY
Net Sales	7,161	7,482	+4.5%	7,418	-0.9%
Domestic Sales	6,115	6,662	+9.0%	6,475	-2.8%
Overseas sales	1,046	819	-21.7%	943	+15.1%
Overseas Ratio	14.6%	11.0%	-3.6%pt	12.7%	+1.7%pt

[Factors in changes]

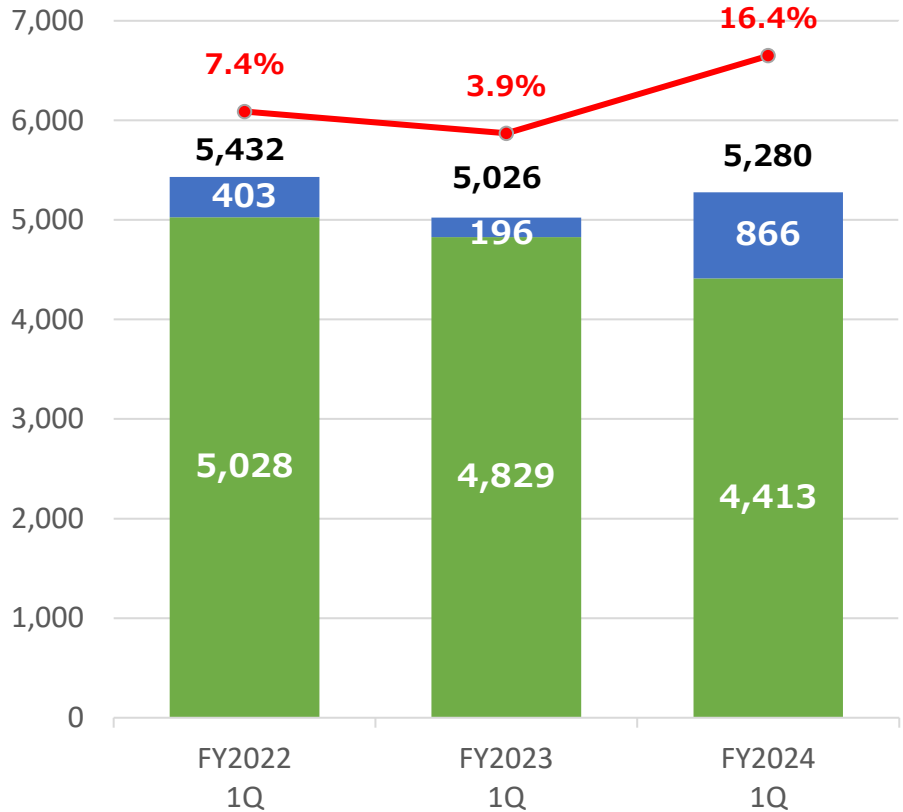
Domestic: Spikes in construction material prices, etc. affected sales of large-scale specialized machinery but replacement demand for the new F112 model remained strong and orders for construction work were received steadily.

Overseas: Sales of large-scale specialized machinery were recorded in Brazil and Singapore despite the reduction of the number of consolidated subsidiaries by one.

Financial Results Trend—Net Sales by Segment

Construction Machinery Segment

Unit: Millions of JPY



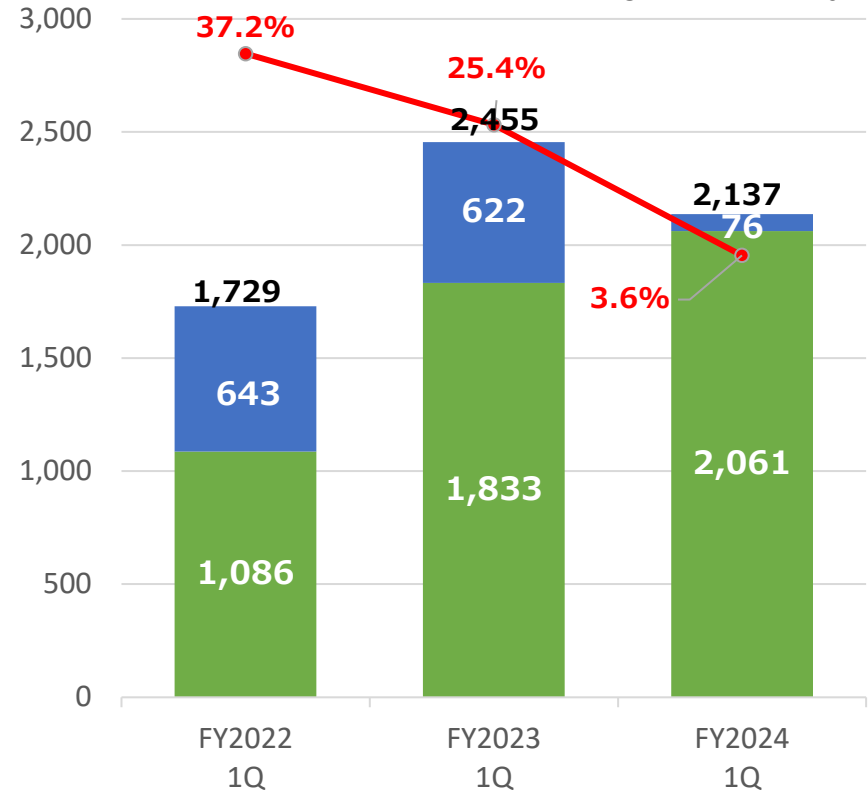
Domestic Sales Overseas sales Overseas Ratio

[Factors in sales changes]

- Domestic: (+) Demand for replacing to the new F112 model remained strong.
 (-) Spikes in construction materials, etc. affected sales of large-scale specialized machinery
- Overseas: (+) Finished goods sales were recorded in Brazil
 (+) Large-scale specialized machinery sold in Singapore as a result of market creation

Press-in Work Segment

Unit: Millions of JPY



Domestic sales Overseas sales Overseas Ratio

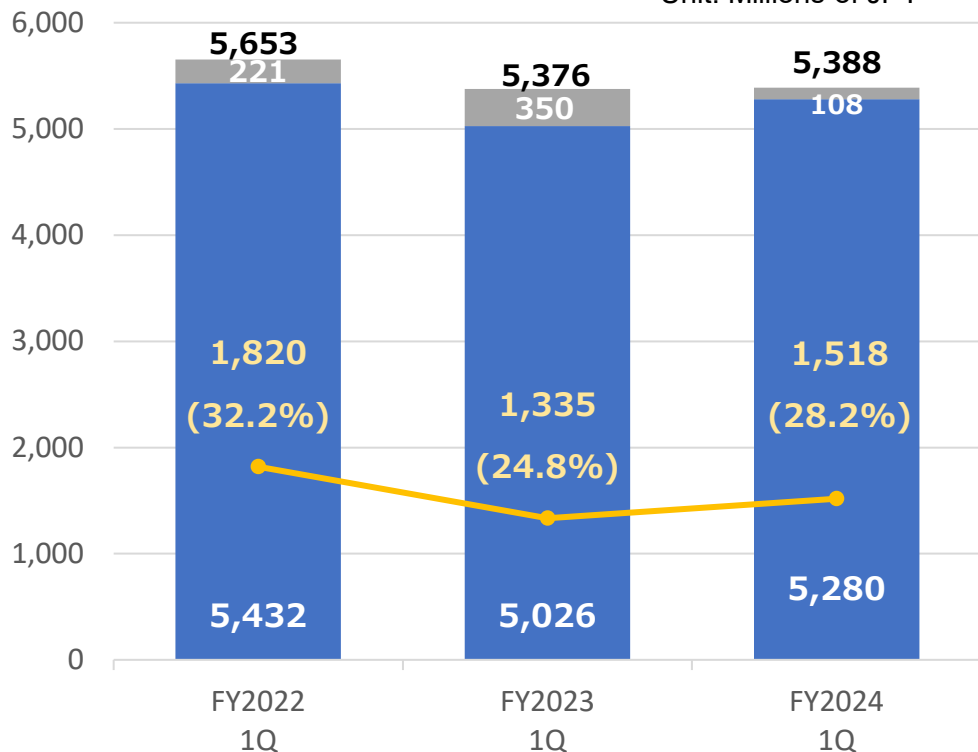
[Factors in sales changes]

- Domestic: (+) Orders for construction work received steadily for disaster recovery and reconstruction projects and other fields
- Overseas: (-) Impact of the reduction of the number of consolidated subsidiaries by one

Financial Results Trend – Operating Profit by Segment

Construction Machinery Segment

Unit: Millions of JPY



External Customer sales Internal Sales

Operating Profit

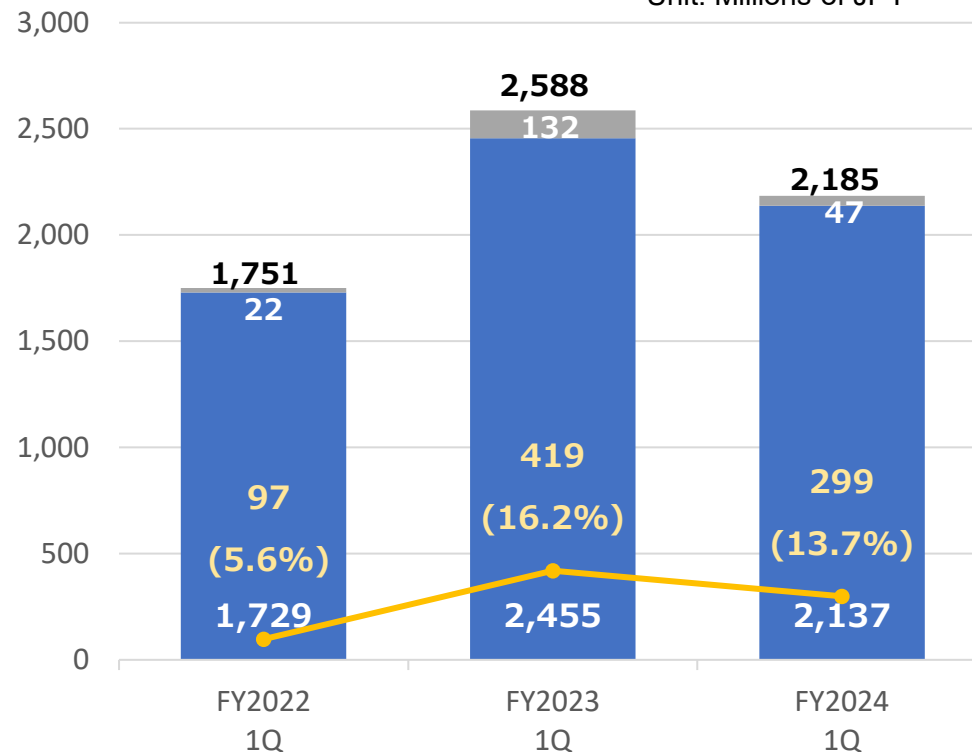
Figures in brackets show the operating profit margin

[Factors in profit margin changes]

(+) Sales of some large-scale specialized machinery items manufactured before rises in material prices contributed to profit.

Press-in Work Segment

Unit: Millions of JPY



External Customer sales Internal Sales

Operating Profit

Figures in brackets show the operating profit margin

[Factors in profit margin changes]

- (-) Impact of the reduction of the number of consolidated subsidiaries by one
- (-) Domestic construction work remained steady but high-margin projects decreased.
- (-) Increases in personnel expenses

FY2024 Forecast

Forecast

There is no change to the first-half and full-year forecast figures for the fiscal year ending August 31, 2024 announced on October 11.

Unit: Millions of JPY

	FY2024 Forecast				
	1Q Actual	2Q Forecast	1st Half Forecast	2nd Half Forecast	Full Year Forecast
Net Sales	7,418	7,881	15,300	14,700	30,000
Operating Profit	1,198	1,001	2,200	1,100	3,300
Ordinary Profit	1,265	984	2,250	1,150	3,400
Profit*	872	727	1,600	800	2,400
Profit Per Share (JPY)	32.49	27.3	59.79	29.89	89.68

* Profit attributable to GIKEN LTD.

Updates of Overseas Operations

Overseas – Current Status and Future Plans

Establish GIKEN's business model overseas

Stimulation of press-in markets: Develop potential market in response to the needs where we can serve through offering press-in technology based on GIKEN's expertise.

Growth of press-in industry: Expand the industry leading the press-in work through developing the press-in market and offering high value-added technology to address social issues.

Regions where we are steadily forming a market

■ Europe

- ✓ Press-in market development in the Netherlands has been making steady progress through our project of repairing the banks of the World Heritage canal and other projects.
- ✓ Promotion of our method has been undertaken with our business partner Seika Sangyo GmbH (Head office: Germany).

■ Asia

- ✓ The projects are increasing mainly in Singapore.
- ✓ Market development in Thailand has also been making steady progress mainly through river bank construction projects.
- ✓ In India, we have been proactively making proposals to potential clients stemming from a new user since FY2022.
- ✓ ODA market is expanding.


Other regions

■ South America

- ✓ Aiming to establish business in Brazil, we formulated a business plan jointly with Mitsui & Co., under a JICA aid through technical proposals for infrastructure projects.

■ North America, Oceania, and Others

- ✓ Press-in market has not yet been fully developed. Restructure market development strategy to reflect regional strengths based on analysis of issues and outcomes.



Building up markets which have steady growth in Europe and Asia through spreading the GIKEN's business model. Implementing this policy to other regions for accelerating overseas market expansion.

Target countries: the Netherlands, Germany, Singapore, Thailand, China, North America, Brazil, etc.

Progress of Overseas Projects

For the first time in Southeast Asia, the GYRO PILER™ was delivered to a technical partner in Singapore — Jointly developing the market for the Gyropress Method™.



In Singapore, a demonstration was held with a great success in November 2023.



Construction Revolution

Implant method change the Worldwide Construction