KONDOTEC

Tokyo Stock Exchange (Prime Market)
Securities Code : 7438

FY2027 Q1

# Financial Results

August 7, 2026

# Contents

# 1. Highlights of Q1 FY2027 Financial Results

# Summary of Q1 FY2027 Consolidated Financial Results

KONDOTEC

- Net sales increased due to the pass-through of higher manufacturing and procurement costs and demand for chemical products amid concern over the procurement of materials following the Middle East conflict as well as a sales contribution from making SUZUTOH CO., LTD. and RYUKYU BRIDGE LTD. them subsidiaries in 2025.
- Operating profit increased due to sales growth and improvement in GPM, which absorbed the higher personnel expenses and depreciation as well as an increased SG&A expenses associated with the acquisitions of SUZUTOH CO., LTD. and RYUKYU BRIDGE LTD.

**Net sales**

**22,365** million yen

YoY + 10.9%

Progress 24.6%

**Operating profit**

**1,220** million yen

YoY + 34.9%

Progress 24.7%

**Ordinary profit**

**1,278** million yen

YoY + 32.7%

Progress 24.8%

**Profit attributable to owner of parent**

**806** million yen

YoY + 33.9%

Progress 23.7%

**EBITDA (※)**

**1,785** million yen

YoY + 28.1%

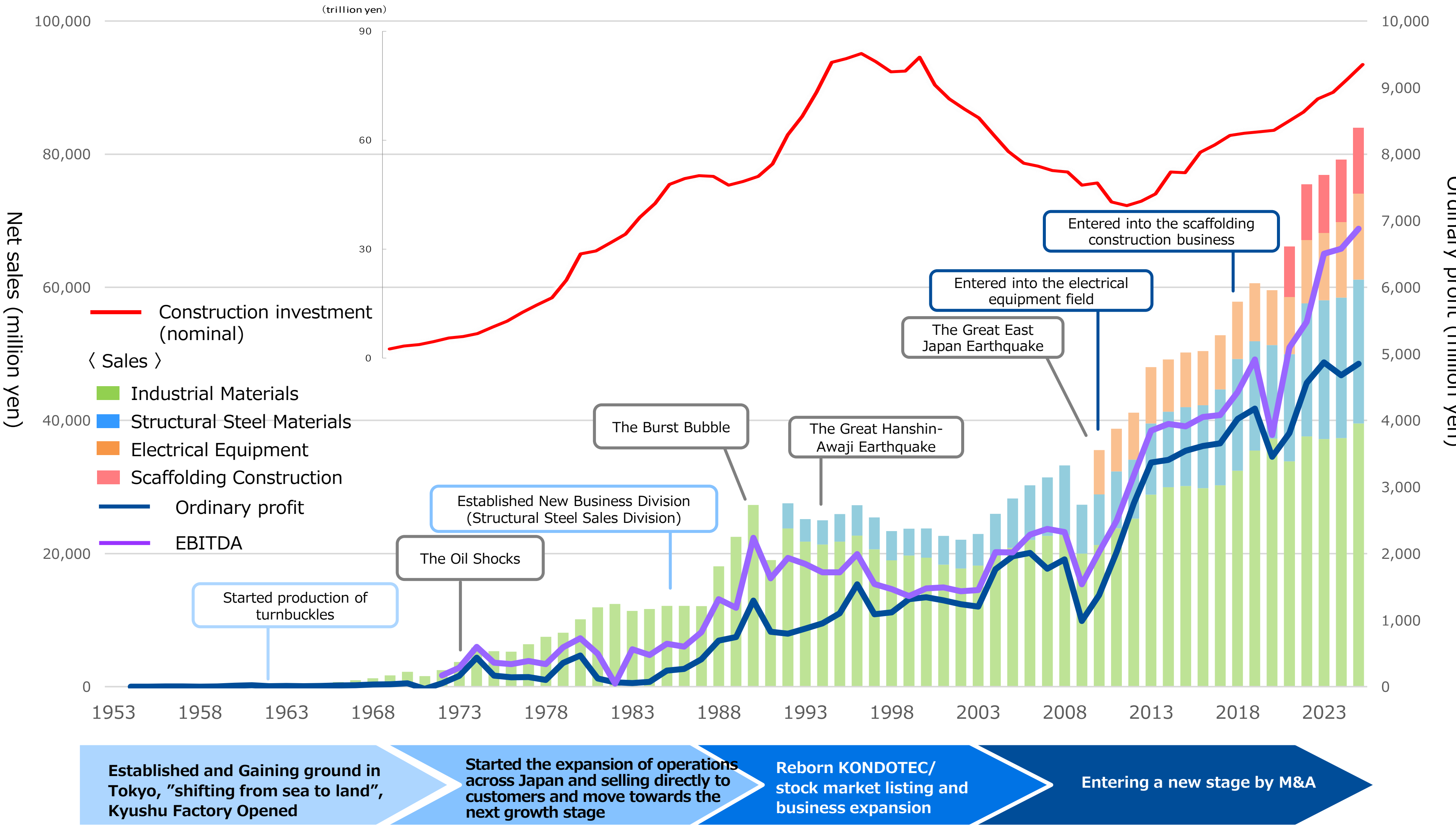
Progress 24.8%

※Note: EBITDA= Profit before income taxes + Interest expenses + Depreciation + Amortization of goodwill

# 2. Company Overview

# Performance Trends

**Since establishment in 1953, we have not incurred an ordinary loss as a result of efforts to supply products and merchandise to various industries in response to changes of the times and customer needs.**



# Company Overview

| | |
|---|---|
| **Company name** | KONDOTEC INC. |
| **Group companies** | Sanwa Denzai Co., Ltd. KONDOTEC INTERNATIONAL (THAILAND) CO., LTD.<br>CHUOH GIKEN Co., Ltd. Nippon Scaffolding Holdings Co., Ltd. TECBUILD CO., LTD.<br>TOKAI STEP CO., LTD. FUKOKU, Ltd. KURIYAMA ALUMINUM Co., Ltd.<br>UEDA CONSTRUCTION CO., LTD. SUZUTOH CO., LTD. RYUKYU BRIDGE LTD. (as of June 30, 2026) |
| **Established** | January 1953 |
| **President and Representative Director** | Noboru Hamano |
| **Head office** | 2-2-1 Sakaigawa, Nishi-ku, Osaka |
| | Tokyo Headquarters : 1st Floor Fukagawa Gatharia Tower N Building, 1-5-15 Kiba, Koto-ku, Tokyo |
| **Number of employees** | Consolidated:1,531 Parent:829 (as of March 31, 2026) |
| **Capital stock** | 2,666 million yen |
| **Listed stock market** | Tokyo Stock Exchange (Prime Market) (Securities Code :7438) |
| **Business areas** | ■ Manufacturing, procurement and sales of industrial materials mainly for hardware retailers, wholesalers, manufactures.<br>■ Manufacturing, procurement, and sale of structural steel materials mainly for steel fabricators.<br>■ Procurement and sales of electrical equipment for electrical construction contractors and electronics retailers.<br>■ Procurement, sale and rentals of temporary scaffolding materials and providing scaffolding construction services for building contractors and medium-sized general contractors. |
| **Major items handled** | ■ **Products**<br>Turn buckles, braces, scaffolding chains, screws, anchor bolts, closed-die forged products, construction materials, machinery, equipment, and aluminum extrusions etc.<br>■ **Merchandise**<br>Hardware, chains, wire ropes, screws, construction materials, lighting equipment, panel board, air-conditioning equipment, and eco items etc. |

# Company History and Specialized Fields

KONDOTEC

## Company history

| | |
|---|---|
| **January 1953** | Established Kondo Shoten Co., Ltd. |
| **January 1989** | Changed the company name to KONDOTEC INC. |
| **April 1995** | Listed on the Second Section of the Osaka Stock Exchange |
| **July 1999** | Listed on the Second Section of the Tokyo Stock Exchange |
| **April 2010** | Acquired shares of Sanwa Denzai Co., Ltd. |
| **April 2011** | Designated as the First Section stock by the Tokyo Stock Exchange and the Osaka Stock Exchange |
| **May 2011** | Established a representative office (Bangkok, Thailand) |
| **November 2012** | Established KONDOTEC INTERNATIONAL (THAILAND) CO., LTD.(Joint venture) |
| **August 2014** | Turned KONDOTEC INTERNATIONAL (THAILAND) CO., LTD. into a consolidated subsidiary and acquired shares of CHUOH GIKEN Co., Ltd. |
| **February 2019** | Acquired shares of TECBUILD CO., LTD. |
| **February 2020** | Acquired shares of TOKAI STEP CO., LTD. |
| **January 2021** | Acquired shares of FUKOKU, Ltd. |
| **April 2021** | Established Nippon Scaffolding Holdings Co., Ltd. |
| **October 2021** | Acquired shares of KURIYAMA ALUMINUM Co., Ltd. |
| **April 2022** | Shifted to the Prime Market from the First Section under the previous Tokyo Stock Exchange structure. |
| **October 2024** | Acquired shares of UEDA CONSTRUCTION CO., LTD. |
| **November 2025** | Acquired shares of SUZUTOH CO., LTD. |
| **December 2025** | Acquired shares of RYUKYU BRIDGE LTD. |

## Specialized fields (Comprehensive services based on synergy)

### Under construction

**1. Foundation works/steel frame construction** — Structural Steel

- We offer steel auxiliary materials that come with H-shaped steel beams and columns.
- We not only offer anchor bolt products supporting the foundations of columns but also install them upon contract.

**2. Scaffolding construction services** — Scaffolding Construction

- We provide indispensable scaffolding services on construction sites to ensure construction workers' safety.

**3. Construction works** — Industrial Materials

- We offer indirect materials used in construction work, such as cargo handling materials for lifting objects, temporary scaffolding materials, safety items, and covering materials including nets and sheets.

**4. Electrical/housing equipment works** — Electrical Equipment

- We deal in electrical equipment such as solar panels, air conditioners, and LED lighting as well as housing equipment including toilets and boilers.

### After completion

**5. Maintenance/repair works** — Scaffolding Construction

- After construction, buildings require regular maintenance of waterproofing, coating, and other works. We offer many different scaffolding materials suited for various buildings and projects.

# Sales by Segment

KONDOTEC

## Scaffolding Construction

**Net sales 9,872 million yen**

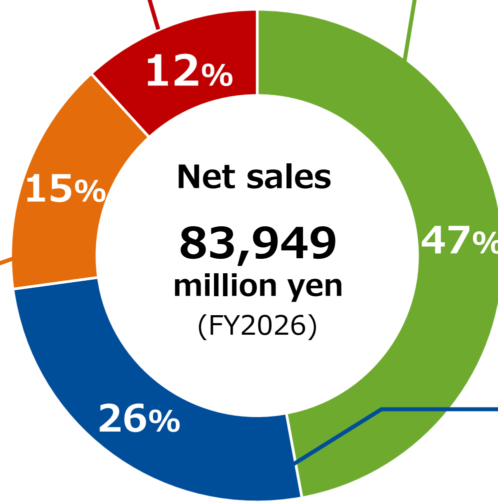
**Customers**
building contractors, medium-sized general contractors and more

**Business description**


Low-rise properties


Medium-rise properties


Bridges and more




## Industrial Materials

**Net sales 39,536 million yen**

**Customers**
Hardware stores, Wholesalers, Home improvement centers and more

**Products/Merchandise**


Turn buckles


Shackles


Scaffolding chains and more

## Electrical Equipment

**Net sales 12,934 million yen**

**Customers**
Electrical construction contractors, Electronics appliance stores

**Products/Merchandise**


Air-conditioning equipment


Lighting equipment


Solar power generation and more

## Structural Steel Materials

**Net sales 21,605 million yen**

**Customers** Steel structure fabricators

**Products/Merchandise**

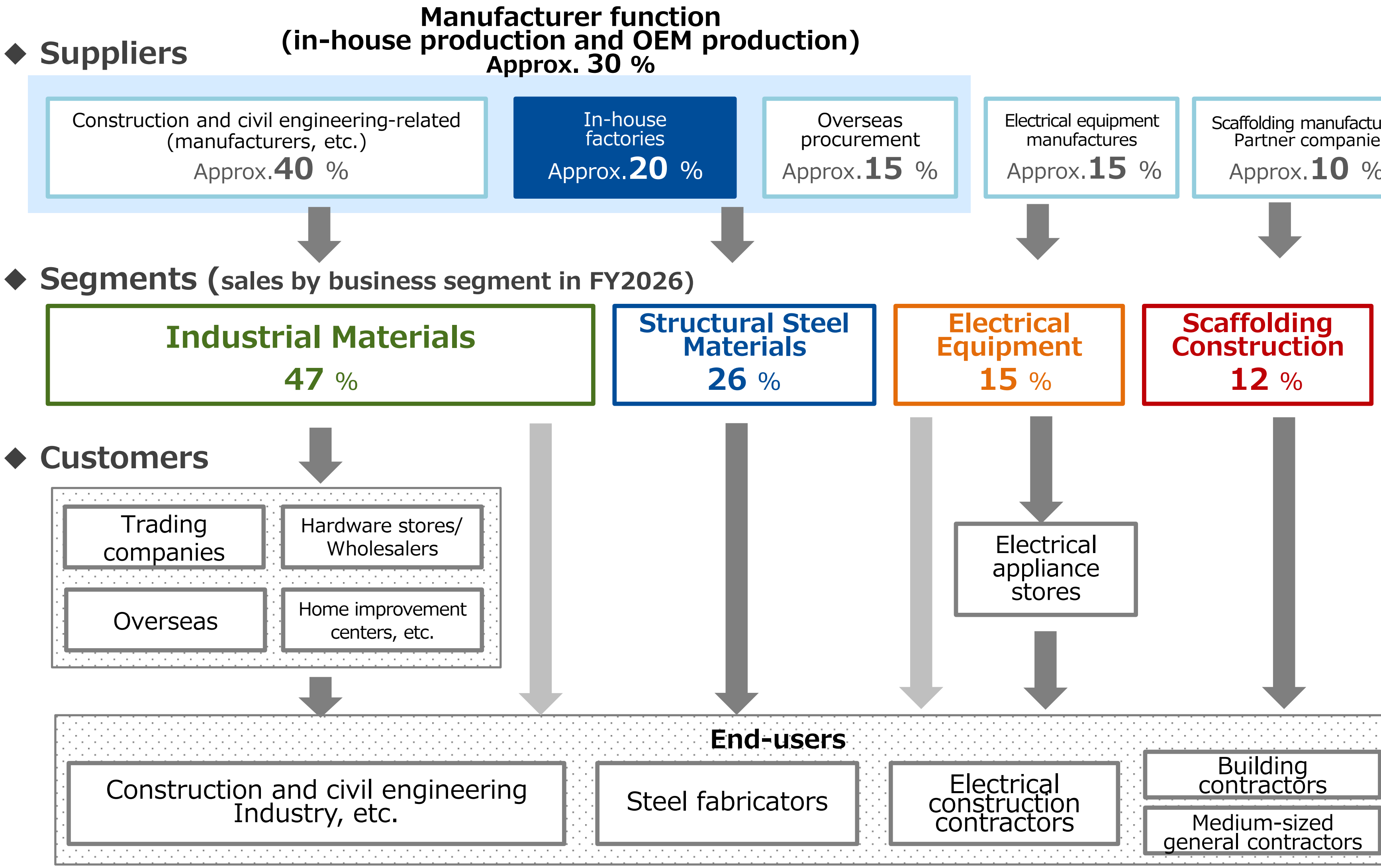

Turnbuckle braces


Anchor bolts


Self-supporting Kon-pieces and more

# Distribution Channels

- By offering in-house products with added value and sourcing products and merchandise from various suppliers, we have adopted a structure that allows it to meet the diversifying needs of customers.



# Segment Overview : Industrial Materials

KONDOTEC

| | |
|---|---|
| **Business areas** | The Industrial Materials Segment manufactures, procures, and sells civil engineering and construction materials (primarily metal fittings through retail). |
| **Strengths** | By selling products and merchandise to a wide range of industries, the segment has built up a diverse customer base that is not skewed toward any particular industry, it is able to generate stable earnings that do not hinge on any particular customer. |

| Number of operating sites | Number of customers | Number of employees |
|---|---|---|
| 38 | Approx. 17,000 | 441 |

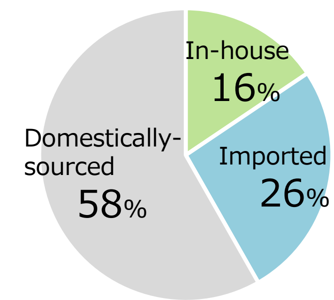
| Number of new customers ※ | |
|---|---|
| 1,741 | 1,415 million yen |

※ As of end March 2026

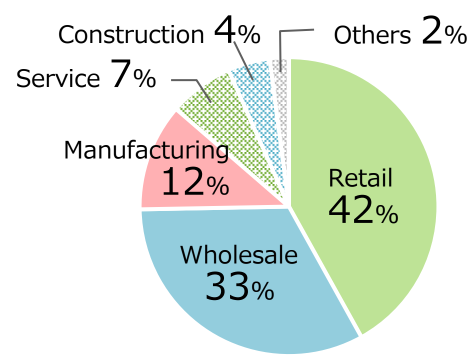
※ Note: Figures show sum of this year and previous year's results.

## Ratio of segment sales FY2026

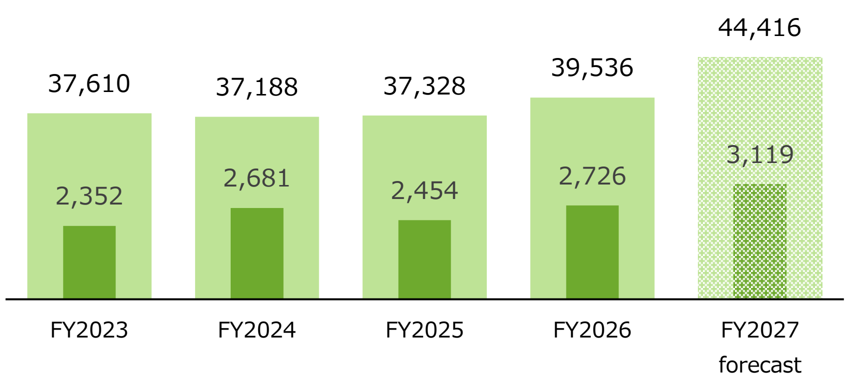
### Procurement source (consolidated)




### Customers by industry (parent)




## Results in the past 5 years




## Initiatives

- Cultivate new customers, expand sales channels and expand product lineup.
- Capture the demands for maintenance of social infrastructure, renewable energy, and redevelopment projects in urban areas.
- Develop and expand new products and merchandise in response to the need for labor-saving, efficiency improvement, and weight reduction.

# Segment Overview : Structural Steel Materials

KONDOTEC

| | |
|---|---|
| **Business areas** | The Structural Steel Materials Segment manufactures, procures, and sells construction-related materials to nationwide steel structure fabricators. |
| **Strengths** | High-margin business maintained through supply of high market share products with a high percentage of in-house production. |

| Number of operating sites | Number of customers | Number of employees |
|---|---|---|
| 20 | Approx. 6,000 | 165 |

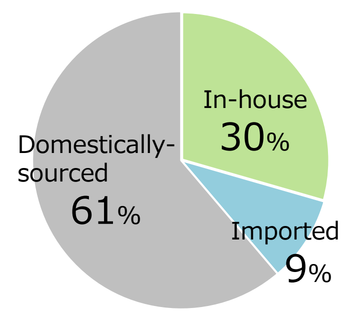
| Number of new customers ※ | |
|---|---|
| 723 | 1,445 million yen |

※ As of end March 2026

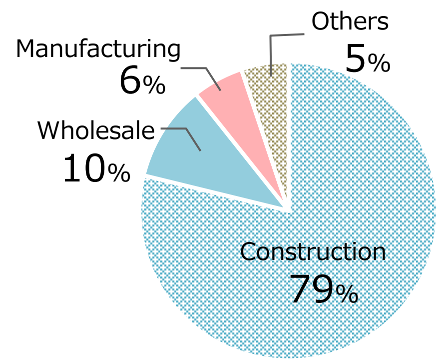
※ Note: Figures show sum of this year and previous year's results.

## Ratio of segment sales FY2026

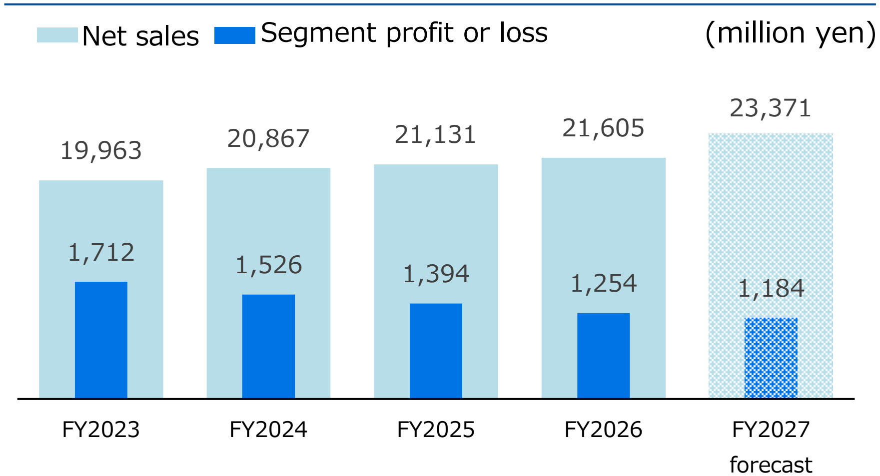
### Procurement source




### Customers by industry




## Results in the past 5 years




## Initiatives

- Cultivate new customers and expand product lineup.
- Plan to open new operating sites seeking to capture the demands in unexplored areas.
- Expand anchor bolt installation business.

# Segment Overview : Electrical Equipment

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| | |
|---|---|
| **Business areas** | The Electrical Equipment Segment procures and sells electrical equipment to consumer electrical appliance stores and electrical construction contractors. |
| **Strengths** | The segment generates steady earnings through providing a wide range of merchandise from electrical materials to building materials to various industries. |

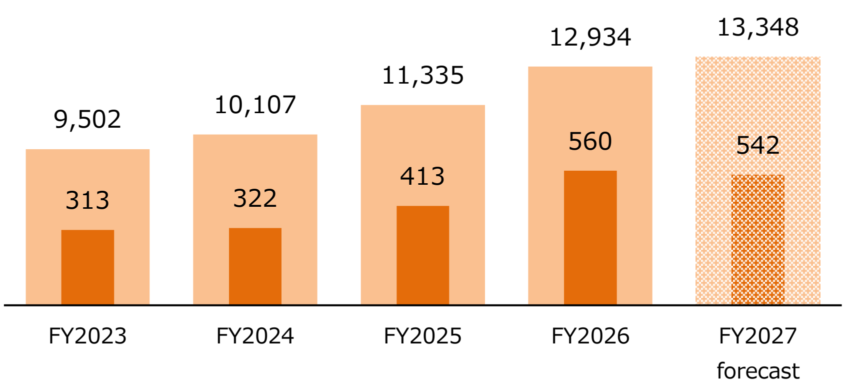
| Number of operating sites | Number of customers | Number of employees |
|---|---|---|
| 12 | Approx. 6,000 | 151 |

| Number of new customers ※ | |
|---|---|
| 389 | 1,350 million yen |

※ As of end March 2026

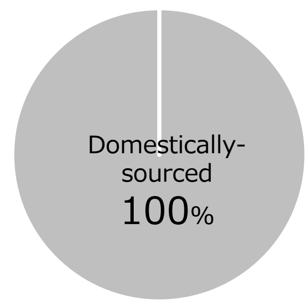
※ Note: Figures show sum of this year and previous year's results.

## Results in the past 5 years

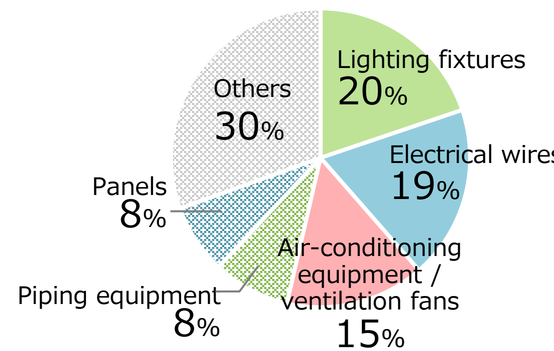



## Ratio of segment sales FY2026

### Procurement source




### Merchandise category




## Initiatives

- Cultivate new customers and expand merchandise lineup.
- Expand the electrical work-related construction business and capture demands from end users(such as electrical construction contractors).
- Enter into new fields such as factory automation and equipment engineering.
- Expand sales of Eco-friendly and environment-related merchandise.

# Segment Overview : Scaffolding Construction

KONDOTEC

| | |
|---|---|
| **Business areas** | The Scaffolding Construction Segment provides scaffolding construction services and procures, sells and rents out temporary scaffolding materials to building contractors and medium-sized general contractors |
| **Strengths** | The segment provides a wide range of construction services from residential buildings and medium-rise properties to civil engineering structures (such as bridges) |

| Number of operating sites | Number of employees |
|---|---|
| **36** | **406** (construction workers: **195**) |

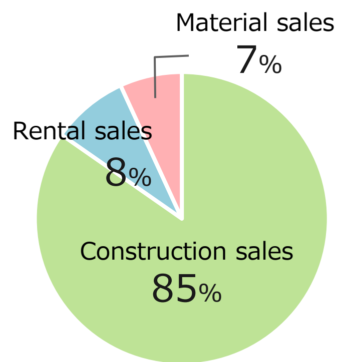
| Capex for scaffolding materials | Book value of scaffolding materials |
|---|---|
| **368** million yen | **994** million yen |

※ As of end March 2026

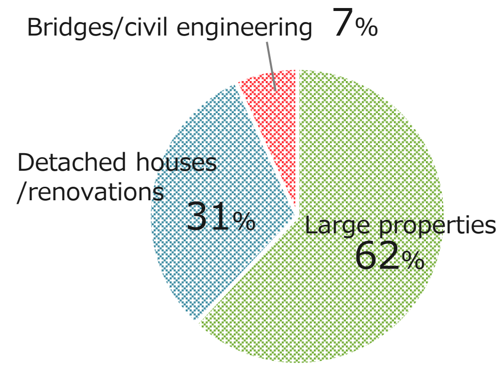
※ The amount of investment as of end March 2026

## Ratio of segment sales FY2026

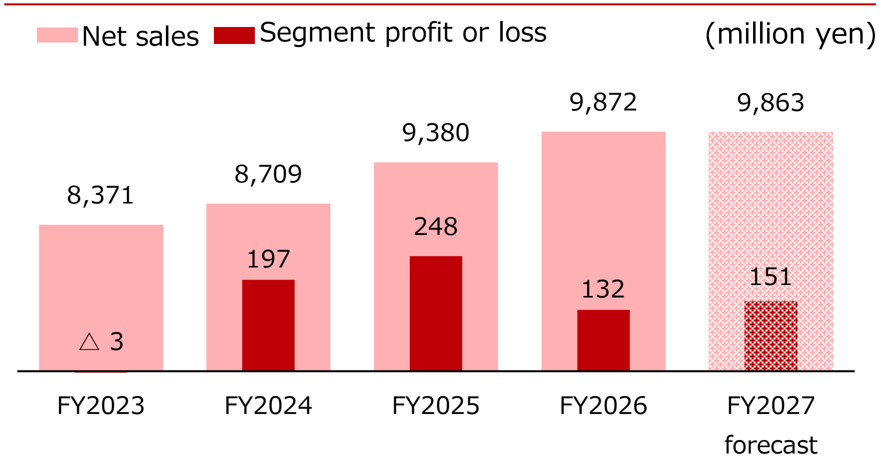
### Service type




### Breakdown of construction sales




## Results in the past 5 years




## Initiatives

- Step up orders with higher unit prices for plant construction sites, large properties such as medium-rise buildings, and civil engineering projects.
- Expand sales of scaffolding materials and sales of scaffolding rental.
- Expand customer base through developing new customers.

# Market Size for Main Products and Merchandise

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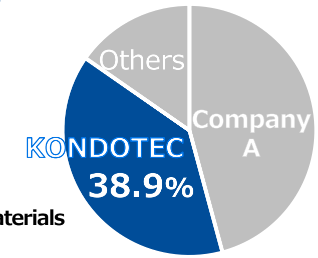
## Market size for main products, merchandise and corresponding market shares (FY2025)

### JIS certification
### Turnbuckle braces

Markets size
About **12** billion yen

They are seismic bracing products used in steel constructions

Segment ◎ **Structural Steel Materials** ○ Industrial Materials

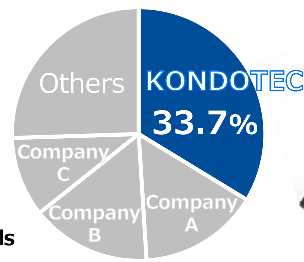



### JIS certification
### Anchor bolts

Markets size
About **3** billion yen

They are important materials used to connect a building structure to a concrete foundation.

Segment ◎ **Structural Steel Materials** ○ Industrial Materials

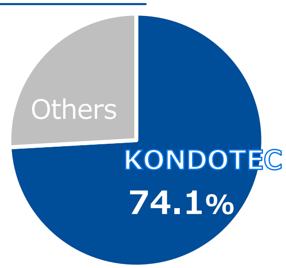



### Scaffolding suspension chains

Markets size
About **1** billion yen

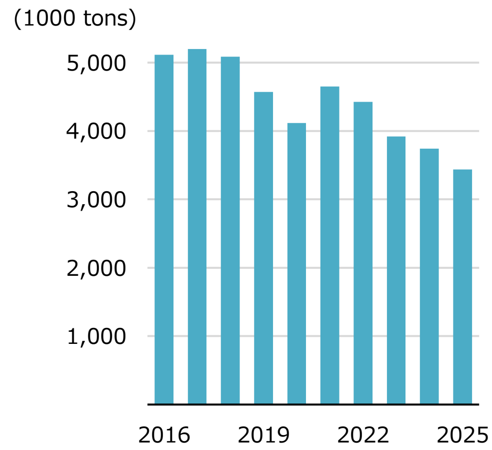
They are scaffolding materials to provide a safe working platform for work at height in bridge and expressway construction.

Segment ◎ **Industrial Materials**




## Market overview and initiatives

### ■ Estimated volume of steel frame demand




※Source: The website of Ministry of Land, Infrastructure, Transport and Tourism

#### ➢ Market overview

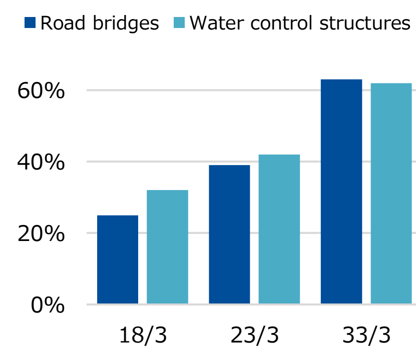
The robust demand for large low-rise properties such as logistics facilities and data centers remained robust, but overall demand trend has been sluggish due to mainly the impact of surging material prices and labor shortages on construction sites.

#### ➢ initiatives to maintain and expand the market share

- Strengthen upstream sales
- Expand anchor bolt installation work
- Plan to open new operating sites

### ■ Demand for maintenance and repair of deteriorating social infrastructure

**Percentage of 50+ year old infrastructure**




※Source: The website of Ministry of Land, Infrastructure, Transport and Tourism

#### ➢ Market overview

The number of 50-plus-year-old infrastructure is expected to increase exponentially in the next decade.

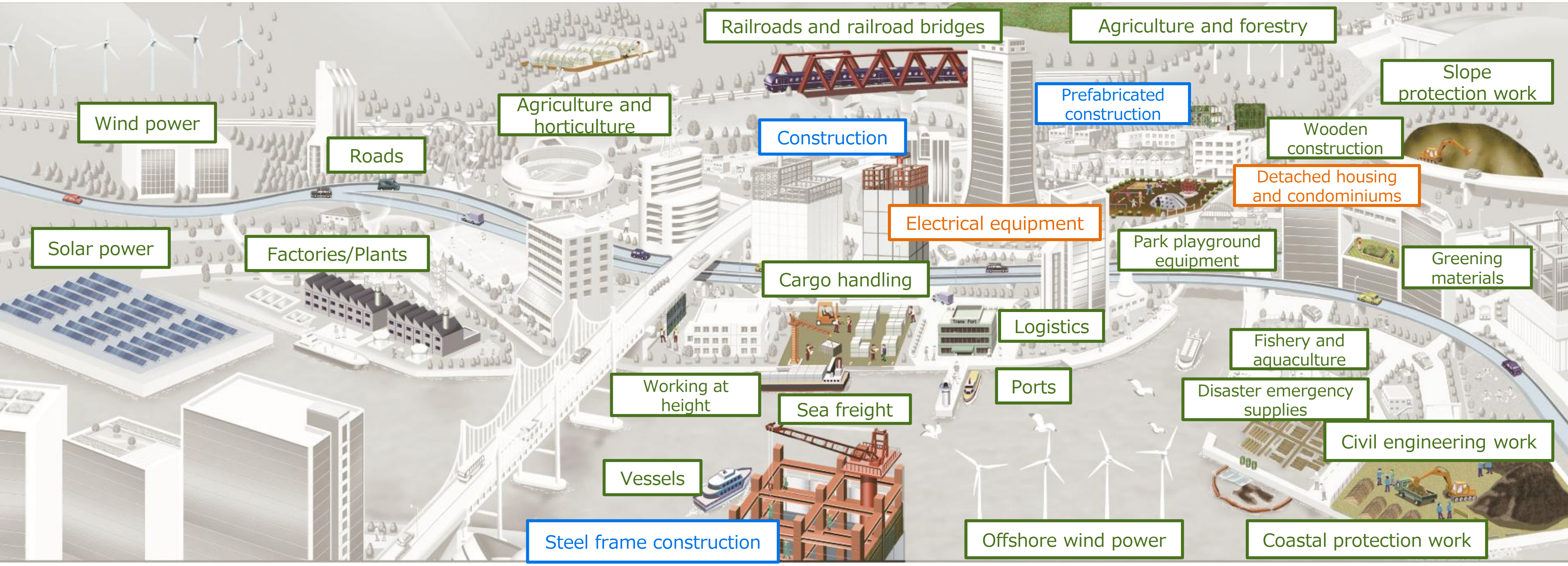
#### ➢ initiatives to maintain and expand the market share

- Develop new products (such as high-strength chains)
- Expand sales of products and merchandise through cooperation between Industrial Materials and Scaffolding Construction segments.

# 3. Main Products and Merchandise

# Sales Fields

**We supply roughly 50,000 products and merchandise to various industries in response to changes of the times and customer needs.**




## Construction

The construction field is one of the biggest sales field. Materials for Steel-frame structures such as turnbuckle braces and round separators for reinforced concrete buildings are main products manufactured in-house. We obtained Z-mark certification and X-mark certification in wooden construction field. We offer various temporary scaffolding materials used in a wide range of constructions.

- Lifting equipment
- Turnbuckle braces
- Steel frame materials
- Foundation materials
- Formwork materials
- Architectural hardware

## Railroads

When railroad construction has specific requirements that differ from other constructions, we offer specific products to Japan Railways Group and other railway companies.

- Screws
- Lifting equipment
- Materials for river improvement and slope protection

## Civil engineering

There are various fields with growth prospects in civil engineering including infrastructure-related projects (such as road construction and port engineering), slope protection and river engineering. Demand for materials for urgent post-disaster reconstruction is growing along with the increasing frequency of natural disasters in recent years. We keep inventory at all of our operating sites to facilitate quick delivery in the event of a disaster.

- Street materials and greening materials
- Materials for river improvement and slope protection
- Lifting equipment
- Worksite equipment
- Nets and sheets
- Port materials

# Turnbuckle Braces



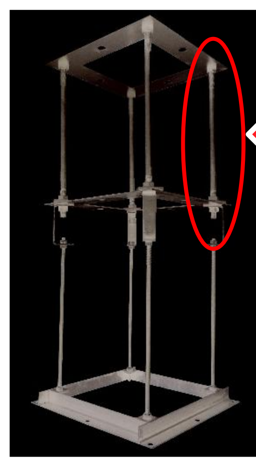
- Turnbuckle braces are connected cornerwise to prevent the collapse of buildings exposed to lateral pressure.
- Turnbuckle braces are used as seismic bracing products in prefabricated steel-frame houses and steel constructions such as shopping centers, factories and warehouses. They can also be seen in everyday locations, including on ceilings of railway station platforms.


# Anchor Bolts



- Anchor bolts are important materials used to connect a building structure to a concrete foundation. Their main purpose is to prevent the building connected to the concrete foundation from tilting and falling over.

**After construction work**



Anchor frame (Kon-base Eco)

Anchor bolts

# Container Bags

- Container bags are used in a wide range of settings such as 1) transportation and storage of feedstuff, fertilizer, plastic pellets, and industrial waste; 2) rubble disposal and decontamination work; and 3) post-disaster reconstruction work (used as large sandbags).

# Scaffolding Installation

- Our group provide scaffolding services for various projects – from houses to medium-rise buildings and civil-engineering works such as bridges.

## Overpass repair

## Condominium construction

# 4. Q1 FY2027 Financial Results and Analysis

# Q1 FY2027 Consolidated Financial Results

(million yen)

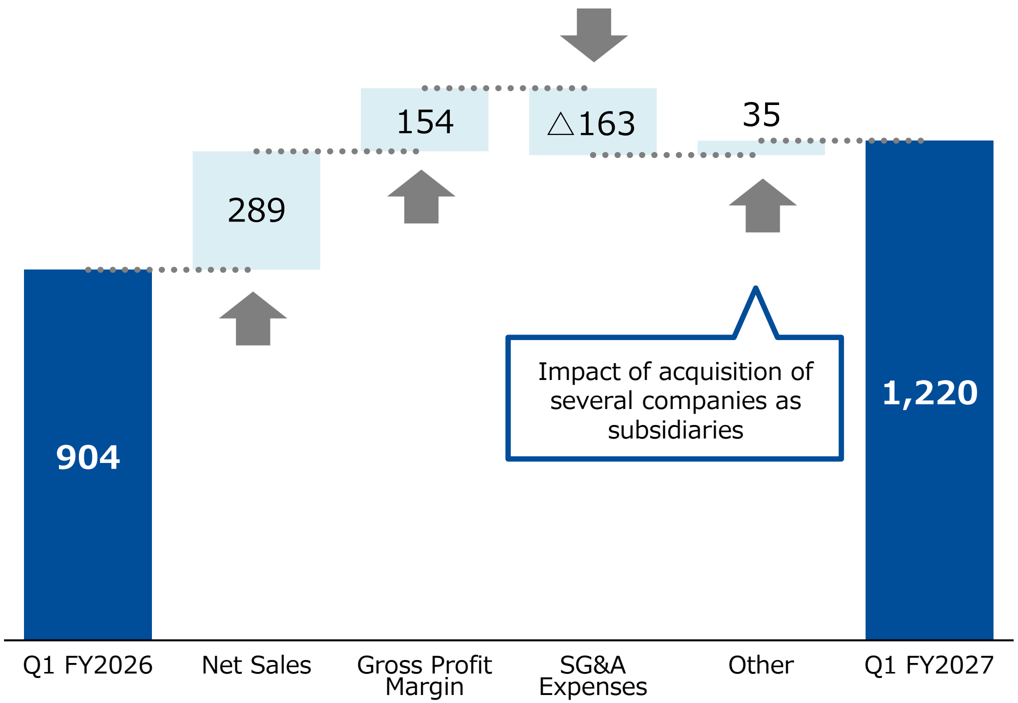
| | Q1 FY2026 | Q1 FY2027 | YoY Amount | YoY % |
|---|---|---|---|---|
| **Net sales** | 20,170 | **22,365** | +2,194 | +10.9% |
| **Gross profit** | 4,396 | **5,016** | +620 | +14.1% |
| **SG&A expenses** | 3,491 | **3,796** | +305 | +8.7% |
| **Operating profit** | 904 | **1,220** | +315 | +34.9% |
| **Ordinary profit** | 963 | **1,278** | +314 | +32.7% |
| **Profit attributable to owner of parent** | 601 | **806** | +204 | +33.9% |
| **EBITDA** | 1,393 | **1,785** | +391 | +28.1% |

※ Note: EBITDA= Profit before income taxes + Interest expenses + Depreciation + Amortization of goodwill

# Operating Profit Analysis (Consolidated)

## Operating profit analysis

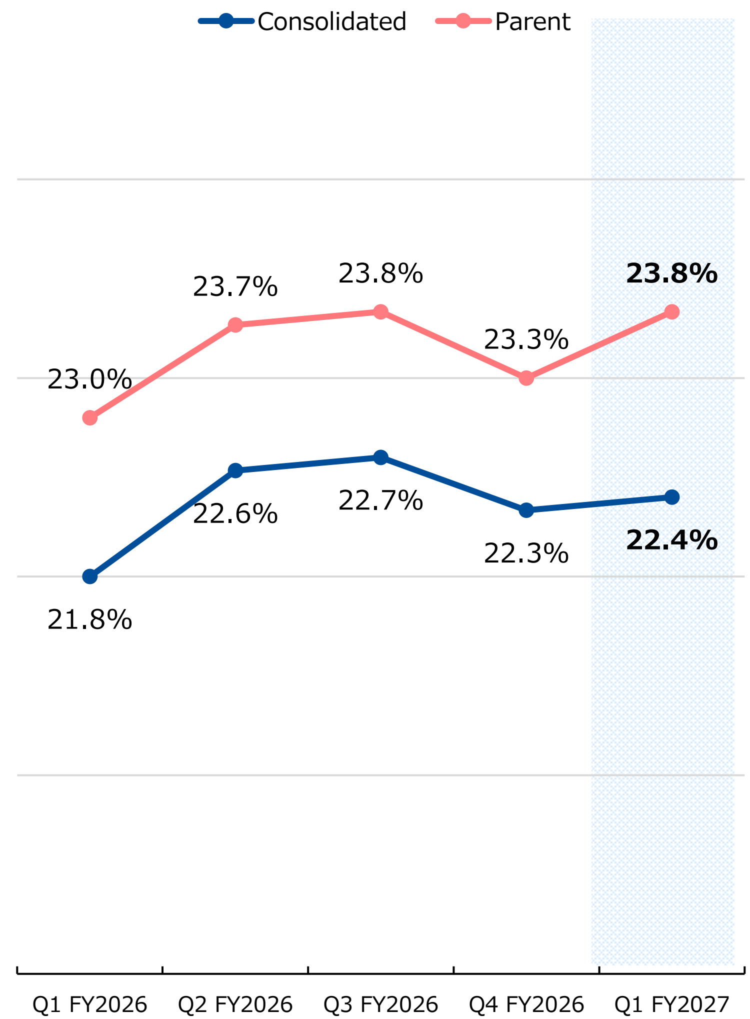
(million yen)




※ Note: The following figures do not include **SUZUTOH CO., LTD., and RYUKYU BRIDGE LTD.**

| | |
|---|---|
| Gross Profit Margin | 21.8% → 22.5% |
| SG&A Expenses | Salaries +53 million yen<br>Depreciation +37 million yen<br>Freight and packing costs +27 million yen<br>Legal welfare expenses +14 million yen |

## Quarterly GPM



# Q1 FY2027 Consolidated Financial Results
# Progress for FY2027 Forecast

## Progress for FY2027 forecast

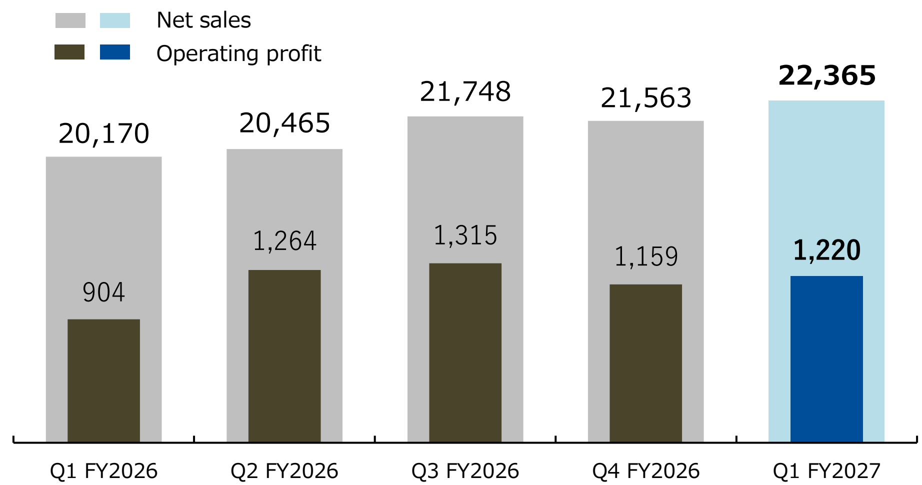
(million yen)

■ Q1 FY2027 ■ Full-year forecast

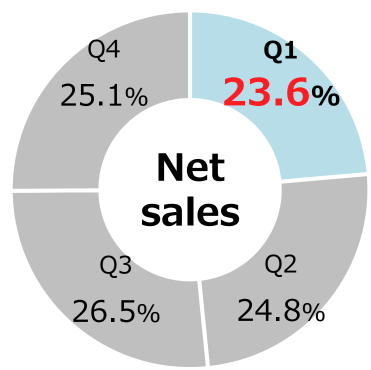
| | Q1 FY2027 | Full-year forecast | Progress |
|---|---|---|---|
| **Net sales** | 22,365 | 91,000 | **24.6%** |
| **Gross profit** | 5,016 | 20,950 | **24.0%** |
| **Operating profit** | 1,220 | 4,950 | **24.7%** |
| **Ordinary profit** | 1,278 | 5,150 | **24.8%** |
| **Profit attributable to owner of parent** | 806 | 3,400 | **23.7%** |

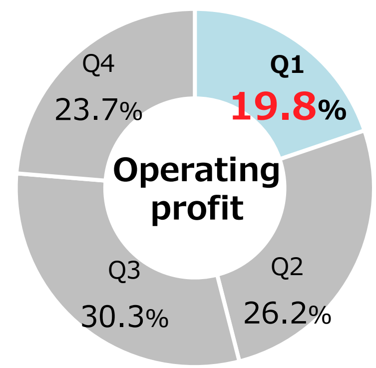
## Net sales and operating Profit

(million yen)




## Quarterly percentage breakdown (5-year average)



# Consolidated Balance Sheet [Assets]

KONDOTEC

(million yen)

| | | FY2026 | Q1 FY2027 | Change |
|---|---|---|---|---|
| Current assets | Cash and deposits | 15,654 | **12,432** | △3,222 |
| | Notes and receivable-trade, and contract assets | 11,953 | **11,390** | △563 |
| | Electronically recorded monetary claims operating | 5,976 | **6,687** | +711 |
| | Inventories | 8,728 | **9,020** | +291 |
| | Other | 681 | **730** | +48 |
| | Total current assets | 42,995 | **40,260** | △2,734 |
| Non-current assets | Property, plant and equipment | 20,802 | **20,770** | △32 |
| | Intangible assets | 3,525 | **3,397** | △127 |
| | Investments and other assets | 1,911 | **1,930** | +18 |
| | Total non-current-assets | 26,240 | **26,098** | △141 |
| **Total assets** | | 69,235 | **66,359** | △2,876 |

# Consolidated Balance Sheet [Liabilities and Net Assets]

KONDOTEC

(million yen)

| | | FY2026 | Q1 FY2027 | Change |
|---|---|---|---|---|
| Current liabilities | Notes and accounts payable-trade | 5,503 | **5,657** | +153 |
| | Electronically recorded obligations-operations | 7,863 | **4,828** | △3,034 |
| | Breakdown: Electronically recorded obligations−operations | 8,697 | **5,071** | △3,625 |
| | Breakdown: Repayment before maturity | △833 | **△243** | +590 |
| | Short-term loans payable | 4,560 | **6,482** | +1,922 |
| | Income taxes payable | 1,003 | **314** | △688 |
| | Other | 5,603 | **4,167** | △1,436 |
| | **Total current liabilities** | 24,534 | **21,449** | △3,084 |
| **Non-current liabilities** | | 4,134 | **4,182** | +47 |
| **Total liabilities** | | 28,668 | **25,632** | △3,036 |
| Net assets | Shareholder’s equity | 39,437 | **39,577** | +139 |
| | Accumulated other comprehensive income | △902 | **△886** | +15 |
| | Non-controlling interests | 2,031 | **2,036** | +4 |
| | **Total net assets** | 40,566 | **40,726** | +160 |
| **Total liabilities and net assets** | | 69,235 | **66,359** | △2,876 |

# 5. Q1 FY2027 Financial Results and Analysis by Segment

# Q1 FY2027 Financial Results by Segment

KONDOTEC

(million yen)

| Segment | | Q1 FY2026 | Q1 FY2027 | Change (%) | Full-year forecast | Progress |
|---|---|---|---|---|---|---|
| Industrial Materials | Net sales | 9,441 | **11,096** | +17.5% | 44,416 | 25.0% |
| | Segment profit or loss | 606 | **850** | +40.3% | 3,119 | 27.3% |
| | EBITDA | 693 | **980** | +41.4% | – | – |
| Structural Steel Materials | Net sales | 5,418 | **5,609** | +3.5% | 23,371 | 24.0% |
| | Segment profit or loss | 306 | **298** | △2.5% | 1,184 | 25.2% |
| | EBITDA | 323 | **319** | △1.4% | – | – |
| Electrical Equipment | Net sales | 3,164 | **3,412** | +7.8% | 13,348 | 25.6% |
| | Segment profit or loss | 127 | **134** | +5.7% | 542 | 24.9% |
| | EBITDA | 141 | **148** | +5.0% | – | – |
| Scaffolding Construction | Net sales | 2,145 | **2,246** | +4.7% | 9,863 | 22.8% |
| | Segment profit or loss | △123 | **△70** | – | 151 | – |
| | EBITDA | 86 | **143** | +65.4% | – | – |

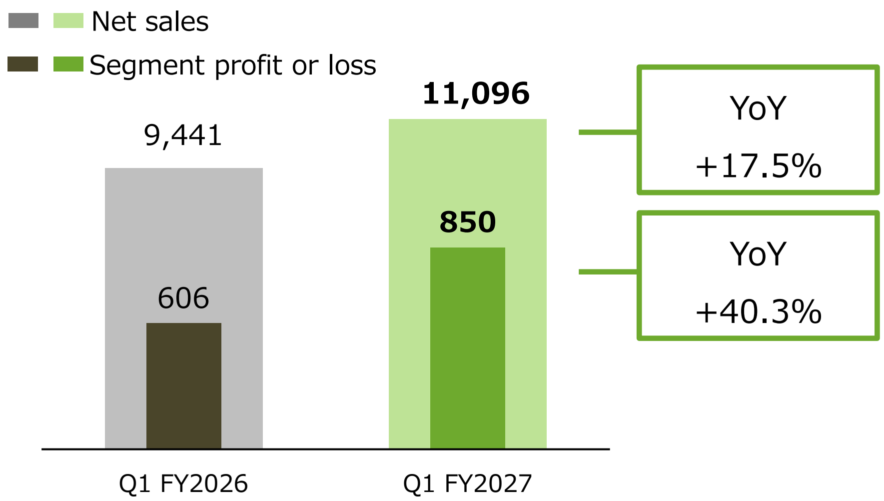
※ Note: Segment profit or loss has been adjusted with operating profit on the semi-annual consolidated financial statements.
※ Note: EBITDA= Segment profit or loss + Depreciation + Amortization of goodwill

# Industrial Materials

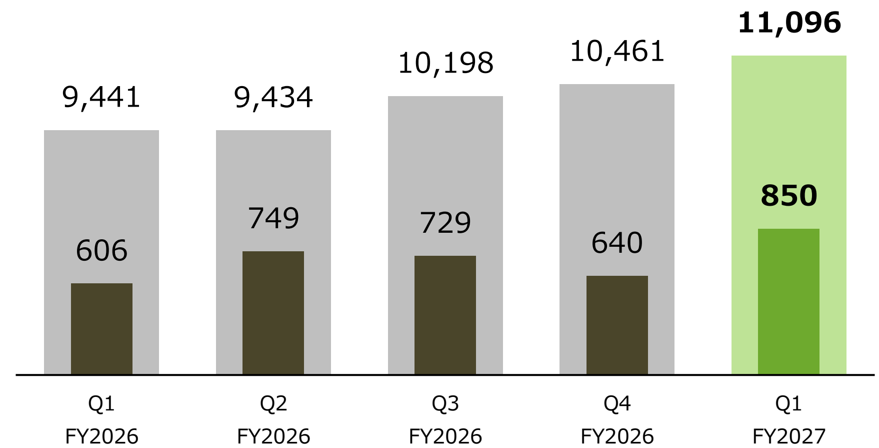
## Net sales and segment profit or loss

(million yen)

### YoY




### Quarterly




## Factors affecting net sales

**Net sales increased by about 1,660 million yen YoY.**

Sales increased due to the pass-through of higher manufacturing and procurement costs to selling price hikes and demand for chemical products amid concern over the procurement of materials following the Middle East conflict as well as sales contribution from SUZUTOH CO., LTD. and RYUKYU BRIDGE LTD., which were made subsidiaries in FY2026.

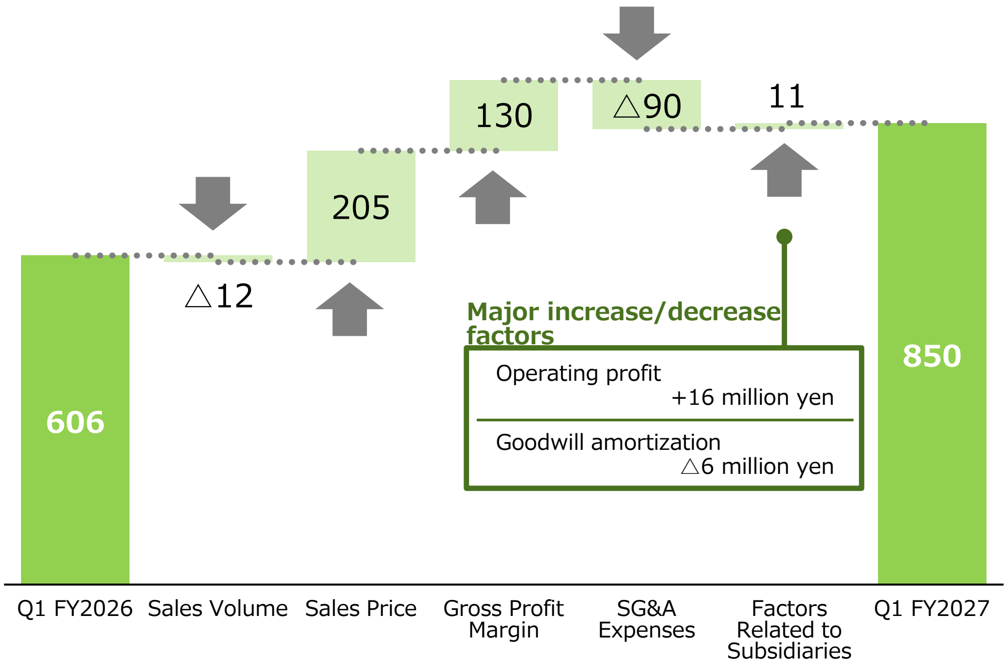
**Increased/decreased amount in net sales** (million yen)

| | | | | |
|---|---|---|---|---|
| Products (approx.) | +90 | Heavy duty chains | +116 | Sales increased due to some large-lot orders for high-strength scaffolding suspension chains. |
| Merchandise (approx.) | +700 | Container bags | +245 | Demand increased amid concern over the procurement of materials following the Middle East conflict. |
| Acquisitions of new subsidiaries | +865 | The acquisitions of SUZUTOH CO., LTD. and RYUKYU BRIDGE LTD., contributed to sales growth. | | |

# Industrial Materials

## Segment profit or loss analysis

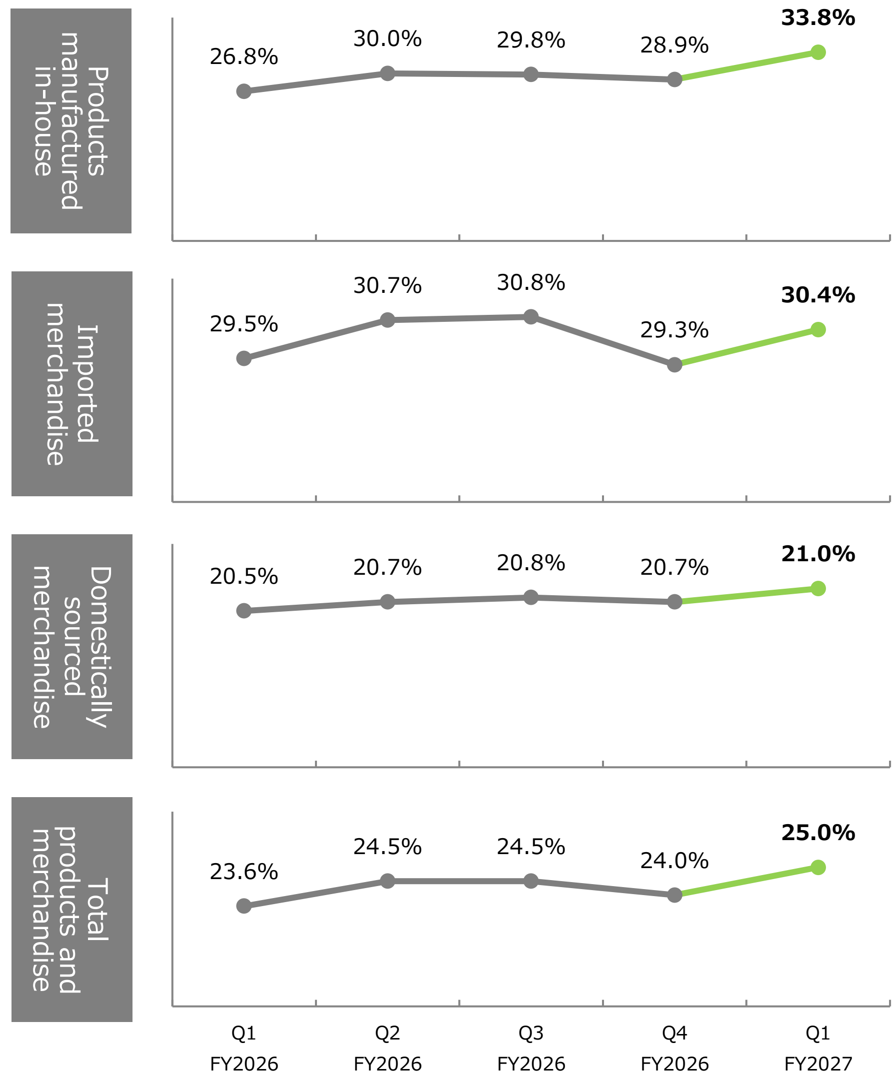
(million yen)




※ Note: **The following figures do not include subsidiaries.**

| | |
|---|---|
| Sales Volume | Products △44 million yen  Merchandise +31 million yen |
| Sales Price | Products +50 million yen  Merchandise +155 million yen |
| Gross Profit Margin | Products 26.8% → 33.8%<br>Merchandise 23.1% → 23.9% (including imported merchandise and domestically sourced merchandise) |
| SG&A Expenses | Freight and packing costs +27 million yen<br>Depreciation +25 million yen<br>Bonuses +22 million yen |

## Quarterly GPM

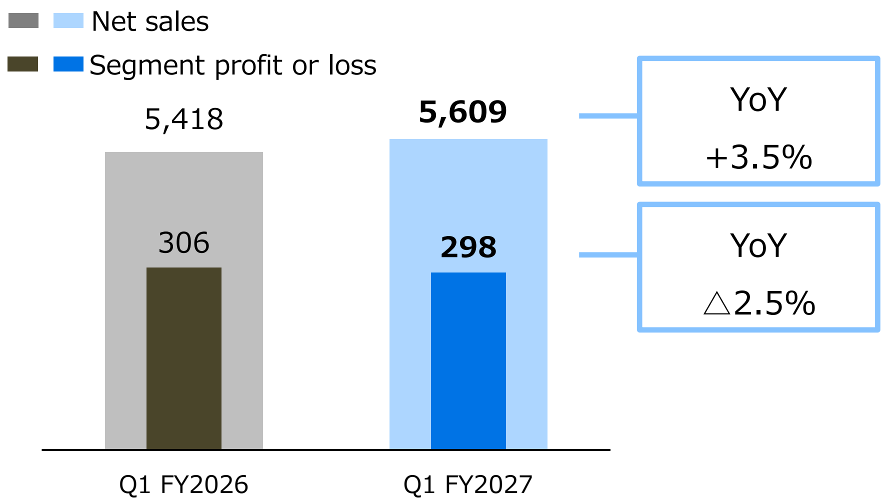


# Structural Steel Materials

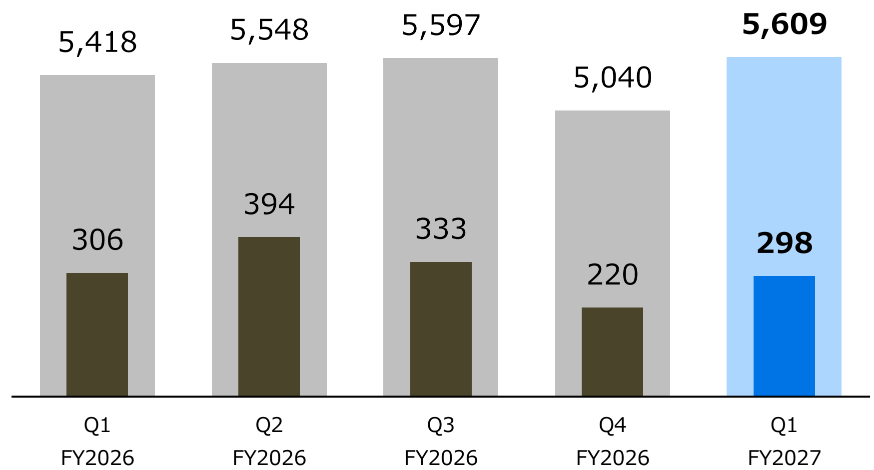
## Net sales and segment profit or loss

(million yen)

### ■ YoY




### ■ Quarterly




## Factors affecting net sales

**Net sales increased by about 190 million yen YoY.**
Despite the decline in sales volume due to a series of delays and cancellations in small- and medium-sized properties amid higher construction costs and capacity limitations stemming from labor shortages, sales increased due to higher selling prices as a result of favorable installation -related sales from major customers.

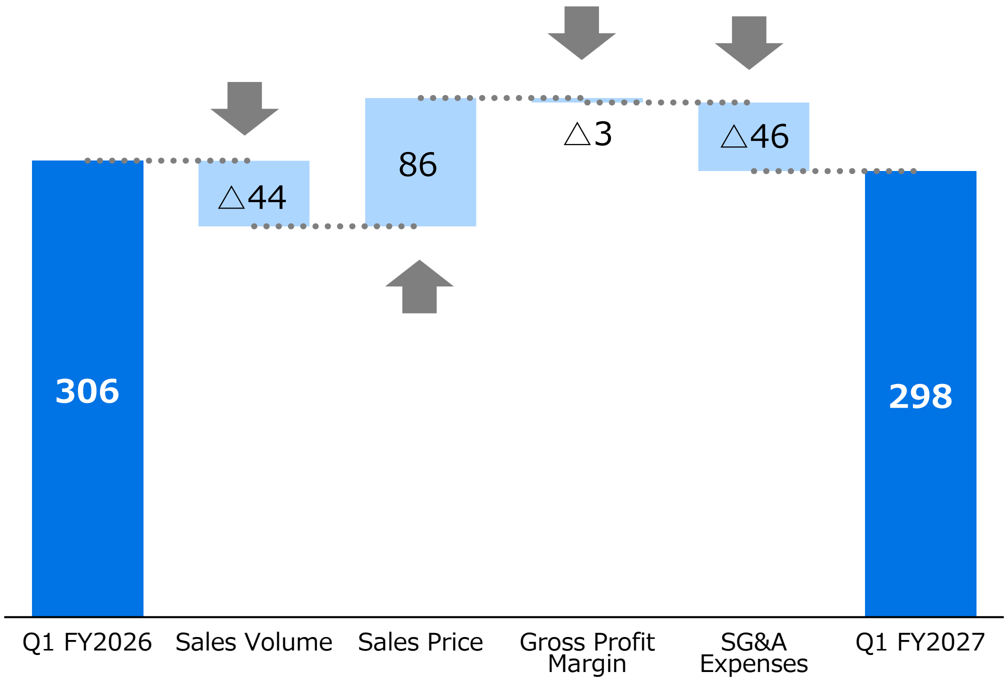
**Increased/decreased amount in net sales** (million yen)

| | | | | |
|---|---|---|---|---|
| Products (approx.) | +60 | Braces | +100 | Sales increased due to some large-lot orders. |
| Merchandise (approx.) | +130 | Construction works | +120 | Sales increased due to favorable installation -related sales. |

# Structural Steel Materials

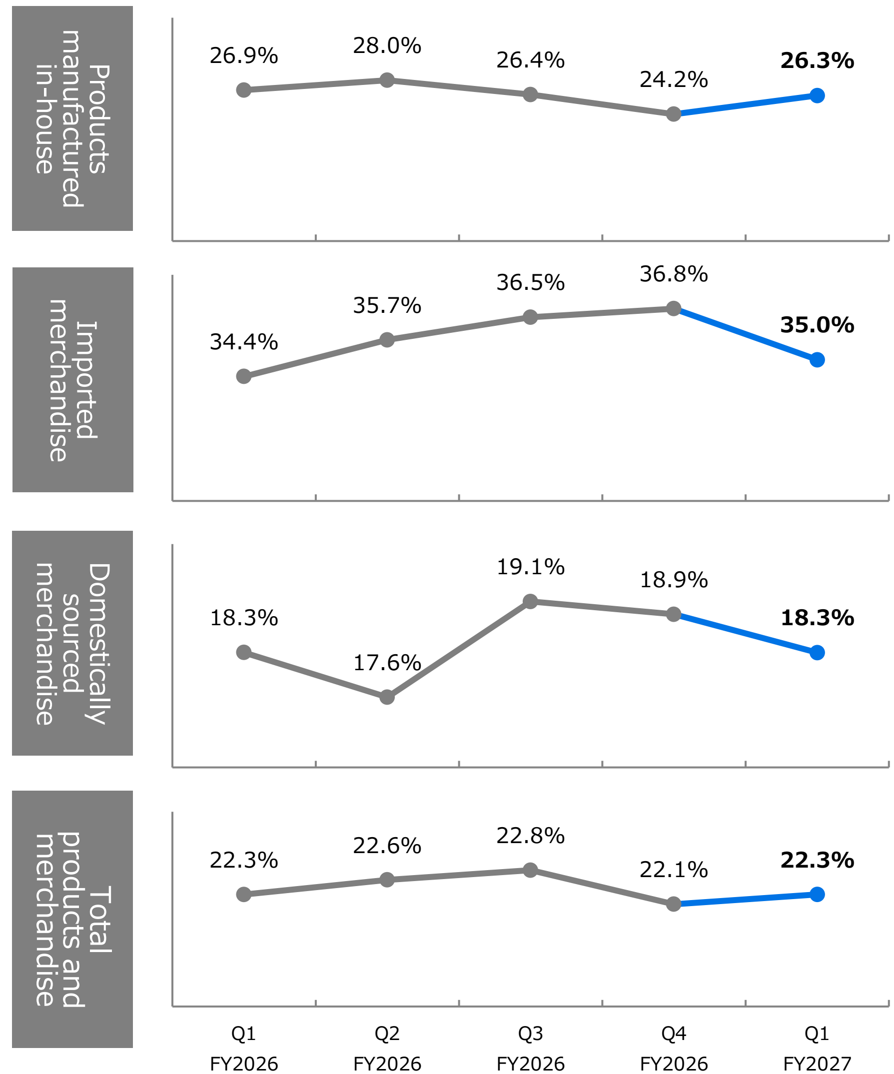
## Segment profit or loss analysis

(million yen)




| | |
|---|---|
| Sales Volume | Products △17 million yen  Merchandise △26 million yen |
| Sales Price | Products +32 million yen  Merchandise +54 million yen |
| Gross Profit Margin | Products 26.9% → 26.3%<br>Merchandise 20.3% → 20.5% (including imported merchandise and domestically sourced merchandise) |
| SG&A Expenses | Salaries +27 million yen<br>Commission expenses +5 million yen |

## Quarterly GPM

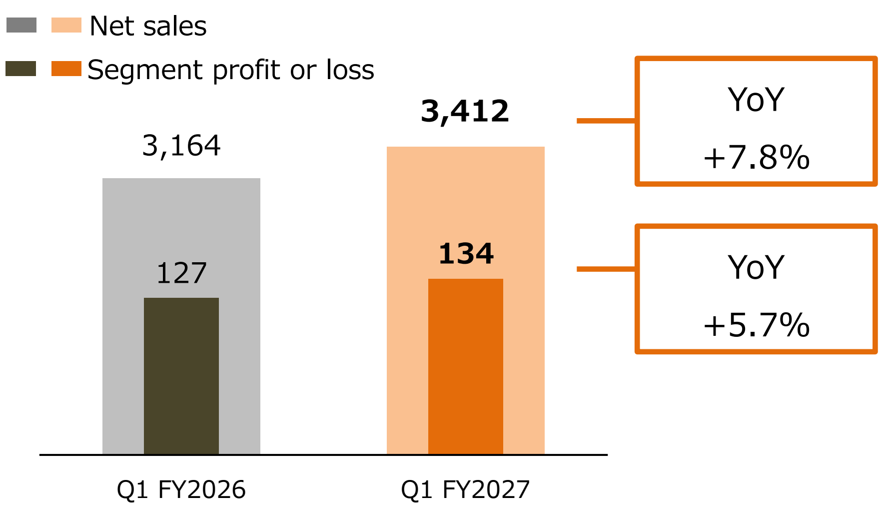


# Electrical Equipment

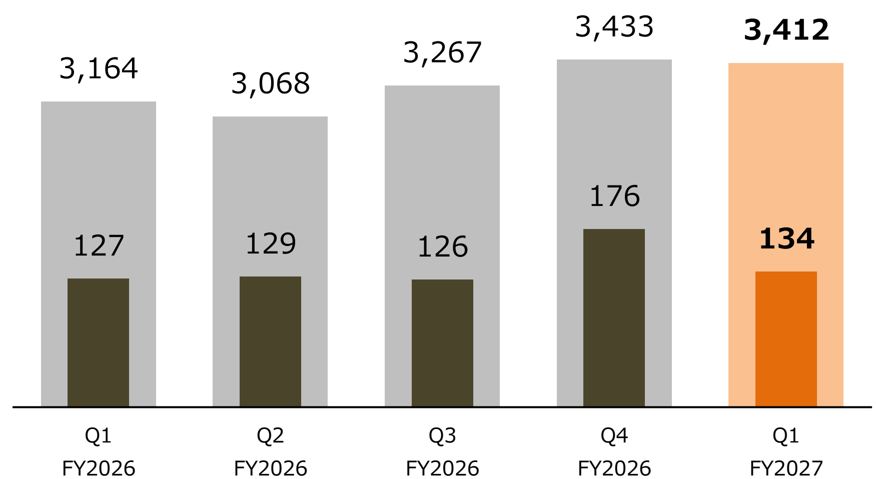
## Net sales and segment profit or loss

(million yen)

### ■ YoY




### ■ Quarterly




## Factors affecting net sales

**Net sales increased by about 250 million yen YoY.**

Sales increased due to the penetration of selling price hikes reflecting cost increases and rise in global copper price, supported by demand for energy-saving and business continuity plan related as well as increased demand for equipment replacement amid signs of having peaked in construction spending and concern over the procurement of equipment such as electrical wires, cables, and prefabricated bathrooms following the Middle East conflict.

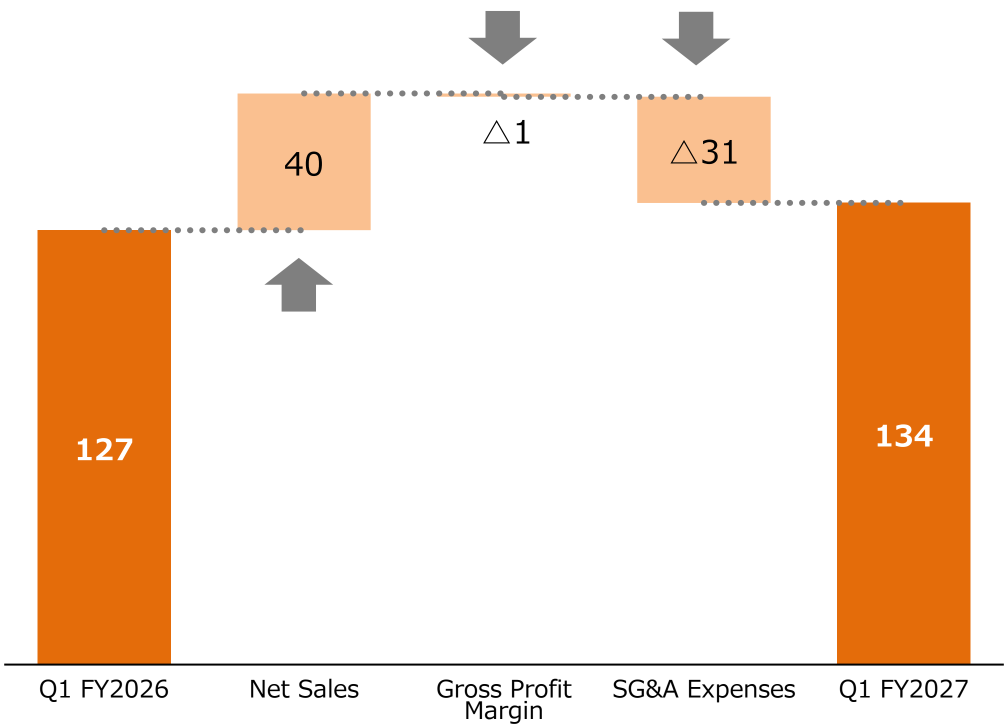
**Increased/decreased amount in net sales** (million yen)

| | | |
|---|---|---|
| Electrical wires | +177 | Sales increased due to some large orders. |
| Circuit breakers/ wiring devices | +61 | Orders increased due to a rise in the number of small and medium-sized projects. |

# Electrical Equipment

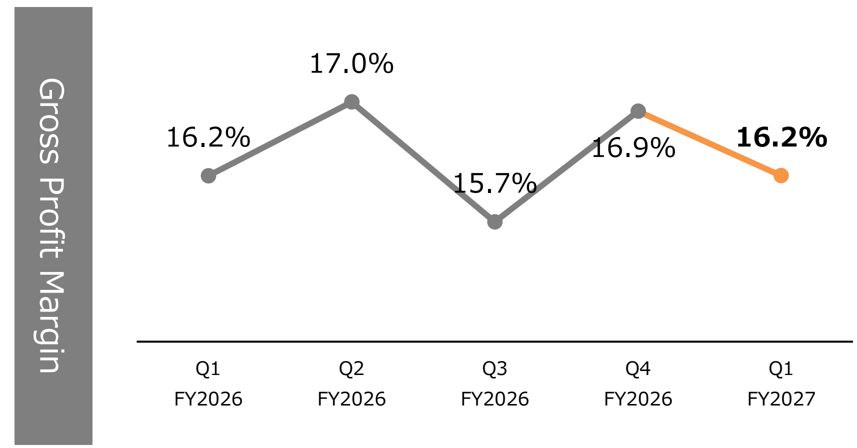
## Segment profit or loss analysis

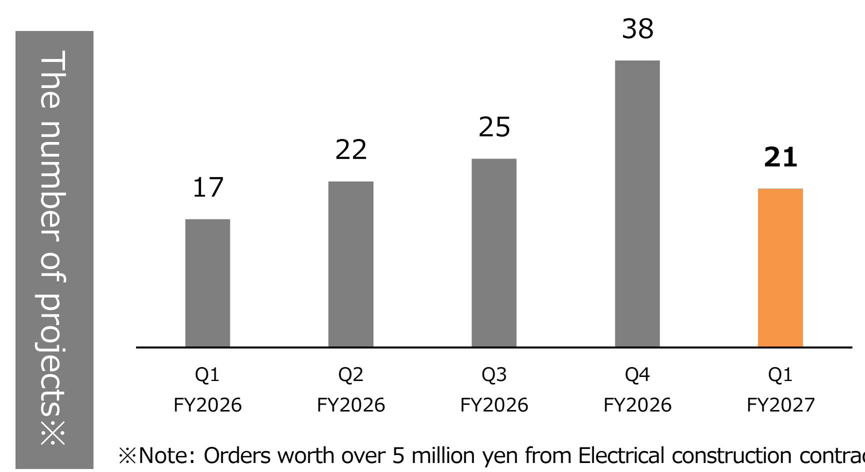
(million yen)




| | |
|---|---|
| Gross Profit Margin | 16.2% → 16.2% |
| SG&A Expenses | Salaries +14 million yen<br>Promotion expenses +4 million yen<br>Commission expenses +3 million yen |

## Quarterly GPM and the number of projects



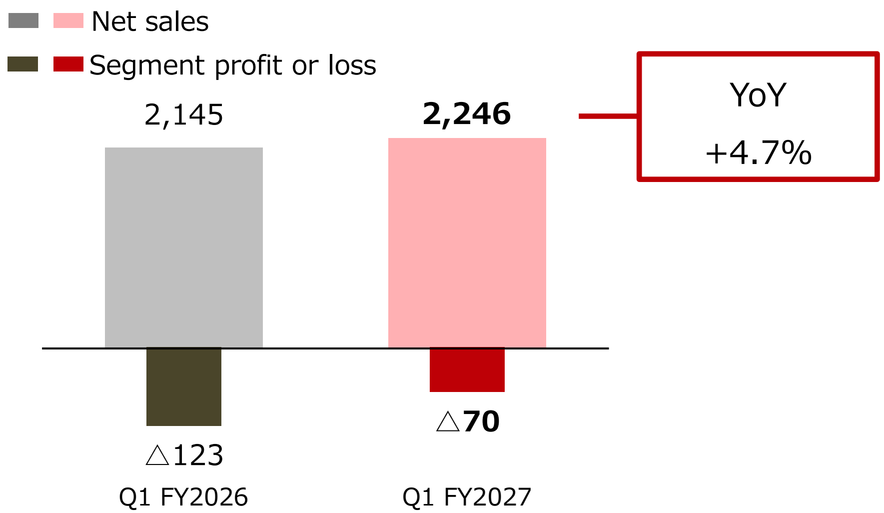

※Note: Orders worth over 5 million yen from Electrical construction contractors.

# Scaffolding Construction

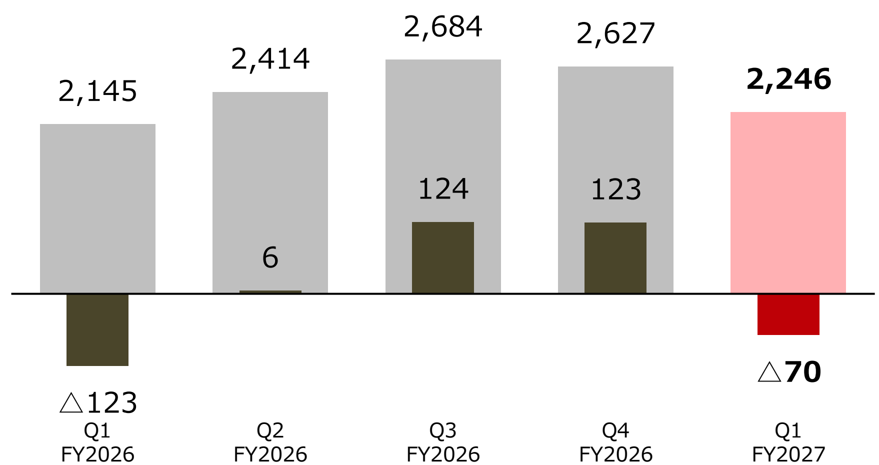
## Net sales and segment profit or loss

(million yen)

### ■ YoY




### ■ Quarterly




## Factors affecting net sales

**Net sales increased by about 100 million yen YoY.**
Sales increased due to higher material sales through some large orders as well as favorable construction sales for bridge and civil engineering projects.

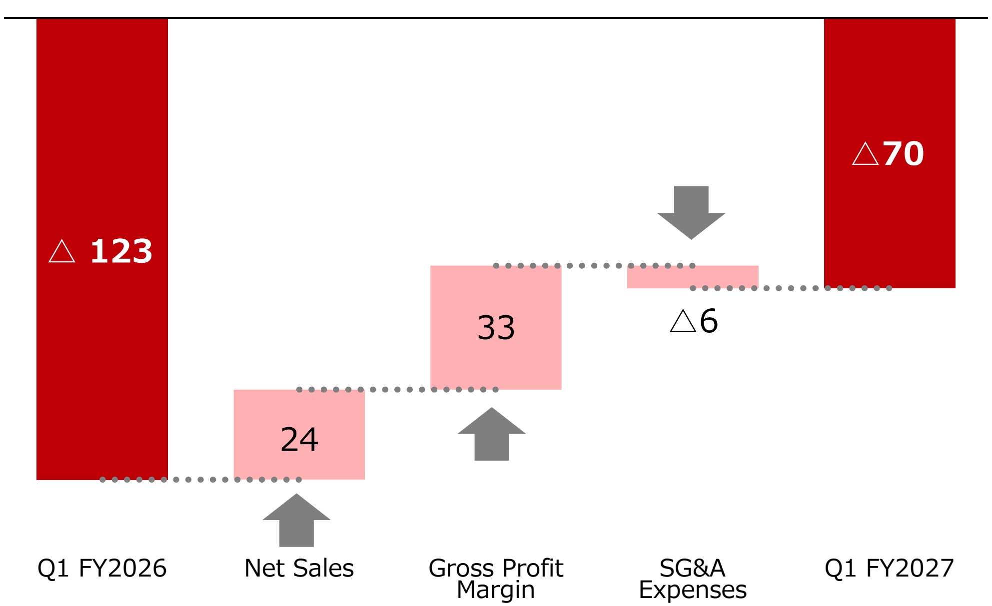
**Increased/decreased amount in net sales** (million yen)

| | | |
|---|---|---|
| Material sales | +63 | Sales increased due to large-lot orders. |
| Construction sales | +39 | Sales increased due to favorable construction sales bridge and civil engineering projects. |

# Scaffolding Construction

## Segment profit or loss analysis

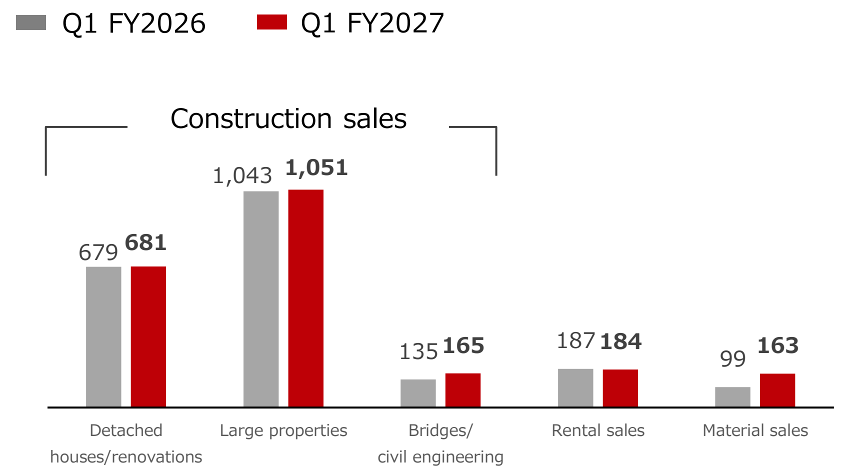
(million yen)




| | |
|---|---|
| Gross Profit Margin | 24.3% → 25.8% |
| SG&A Expenses | Commission expenses +6 million yen<br>Depreciation +4 million yen |

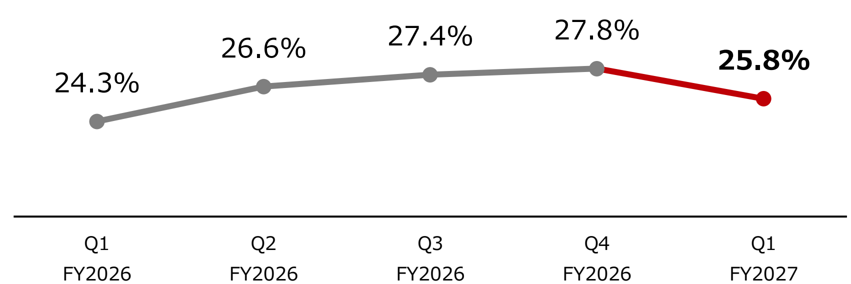
## Sales fluctuations by service type

(million yen)




| Unfilled orders | As of end June 2025 | As of end June 2026 |
|---|---|---|
| | 2,781 million yen | **3,016** million yen |

## Quarterly GPM



# 6. Management Strategies

# Materiality

- In engaging in corporate activities, we recognize that management that takes social sustainability into consideration leads to the sustainable growth.
- We have identified our materiality and link it to sustainable corporate growth by incorporating it in the management strategy.

| Materiality | Relevant SDGs |
|---|---|
| ① Business activities paying attention to the environment | 4 QUALITY EDUCATION, 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE, 12 RESPONSIBLE CONSUMPTION AND PRODUCTION, 13 CLIMATE ACTION |
| ② Procurement and provision of high-value-added products, merchandise, and services | 4 QUALITY EDUCATION, 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE, 11 SUSTAINABLE CITIES AND COMMUNITIES, 17 PARTNERSHIPS FOR THE GOALS |
| ③ Co-existence with local communities | 8 DECENT WORK AND ECONOMIC GROWTH, 11 SUSTAINABLE CITIES AND COMMUNITIES |
| ④ Promotion of human resource development and diversity, equity, and inclusion | 4 QUALITY EDUCATION, 5 GENDER EQUALITY, 8 DECENT WORK AND ECONOMIC GROWTH |
| ⑤ Promotion of employees' health management and workplace safety and health | 3 GOOD HEALTH AND WELL-BEING |
| ⑥ Strengthening of corporate governance | 16 PEACE, JUSTICE AND STRONG INSTITUTIONS |
| ⑦ Promotion of communication with stakeholders | 12 RESPONSIBLE CONSUMPTION AND PRODUCTION, 16 PEACE, JUSTICE AND STRONG INSTITUTIONS |

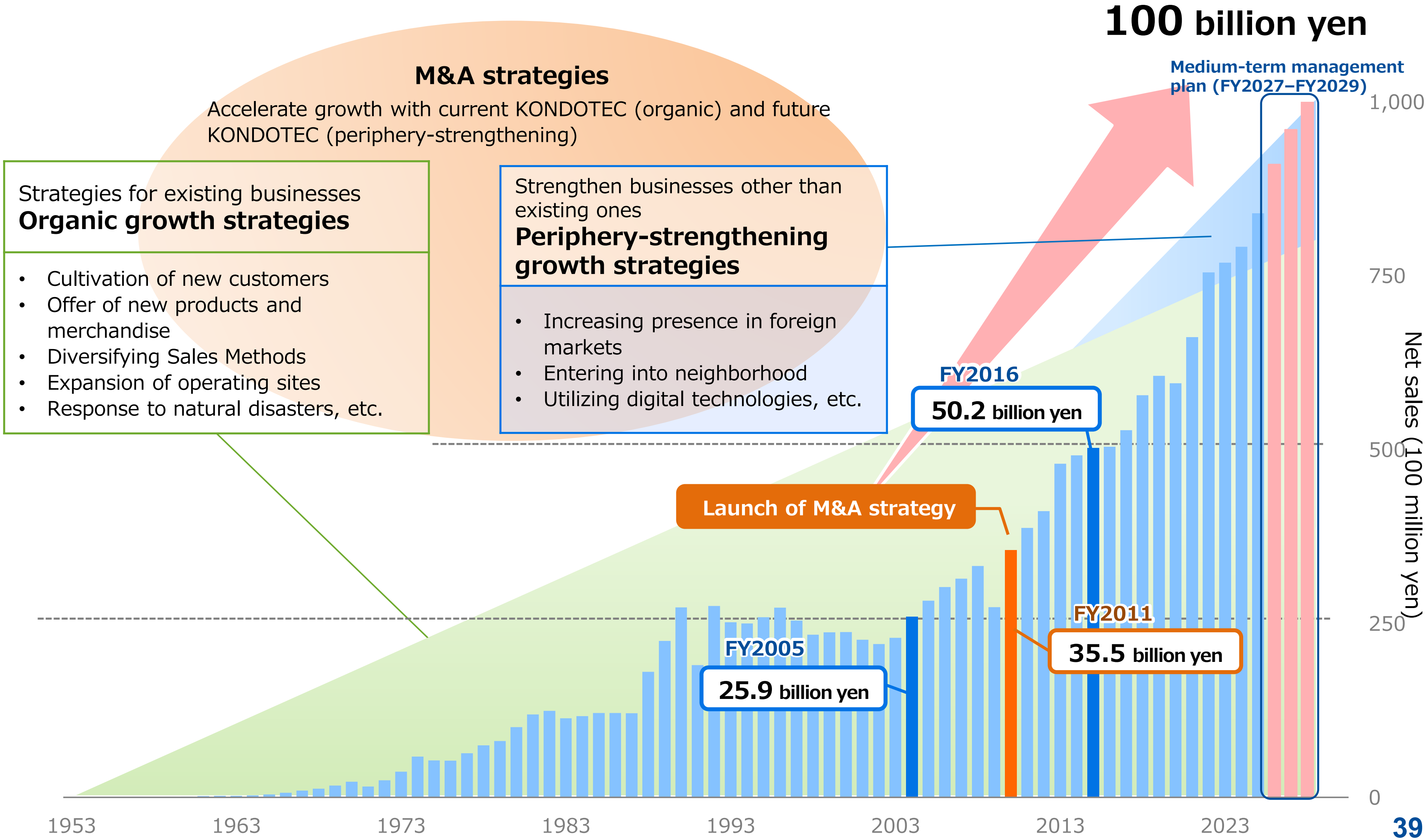
**Implementation of initiatives for solving social issues**

**Sustainable Growth**

# Towards Achieving 100 Billion Yen Sales Target

KONDOTEC

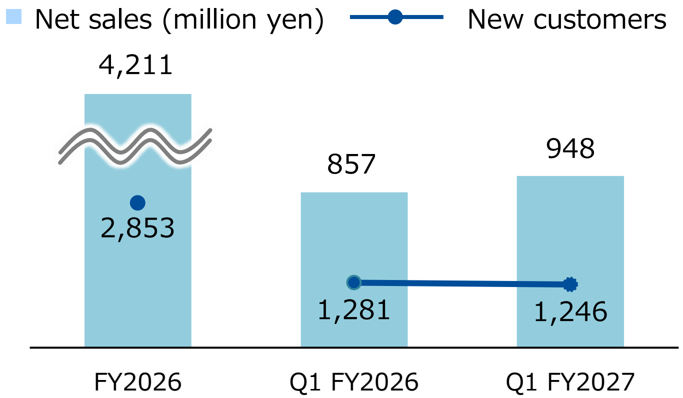
- We target consolidated **sales of 100 billion yen** in the 2020s by strengthening the earnings capability of existing core businesses and expanding into fields with growth prospects.



# Organic Growth
# Cultivation of New Customers

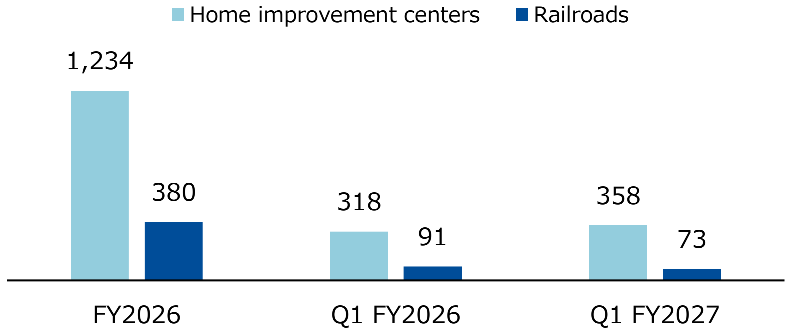
- We achieve a monthly average of one new customer per sales representative. In addition, we exploit a yearly average of 10 dormant customers per sales representative. These activities from the source for 20,000 sales customers.
- We are working to expand into markets with growing demand, such as Home improvement centers and railroad companies, in addition to the existing sales routes.
- We have in place a sales force dedicated to the Tokyo metropolitan area to accommodate bulk purchasing from large trading companies and headquarters of general construction companies from which orders have been increasing in recent years.

## ■ Cultivation of new customers

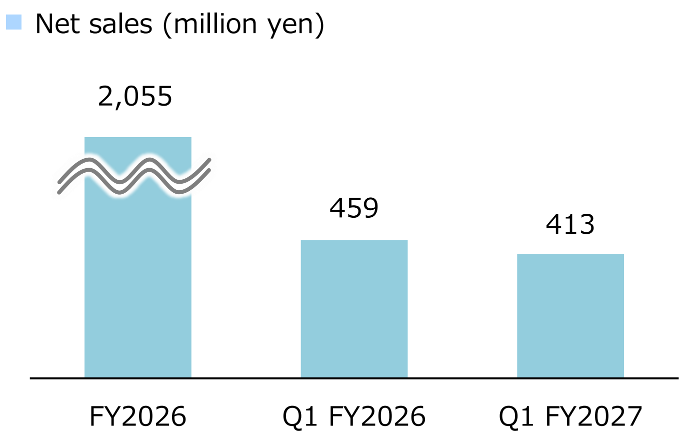



## ■ Cultivation of distribution routes

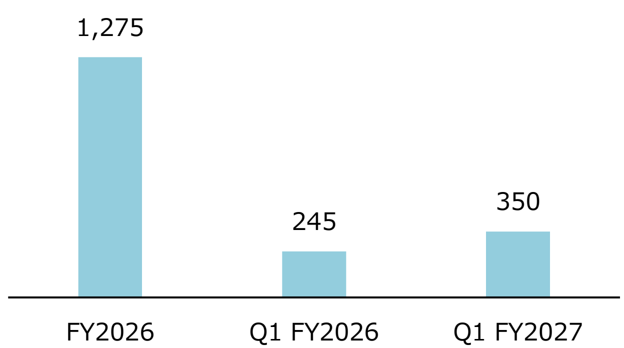
➢ **Home improvement centers･railway companies-related sales (million yen)**




## ■ Cultivation of dormant customers




➢ **Tokyo metropolitan sales (million yen)**



# Offer of New Products and Merchandise/Diversifying Sales Methods and Services

## Offer of new products and merchandise

- For the purpose of developing new merchandise, joint New Products and Merchandise Committee meeting are held between the sales division and the manufacturing division periodically to discuss requests from customers and proposals for improvement. We will continue to develop and cultivate products and merchandise with even higher added value in order to offer such products and merchandise.

| Net sales (million yen) | | Q1 FY2026 | Q1 FY2027 |
|---|---|---|---|
| KONDO furring bolts |  | 102 | 116 |
| Square shaped hook bolts for railroad tie |  | 34 | 29 |
| Lightweight clamps "HI TEN CLAMPS" |  | 28 | 23 |
| Heavy duty chains |  | 2 | 119 |

## Diversifying sales methods and services

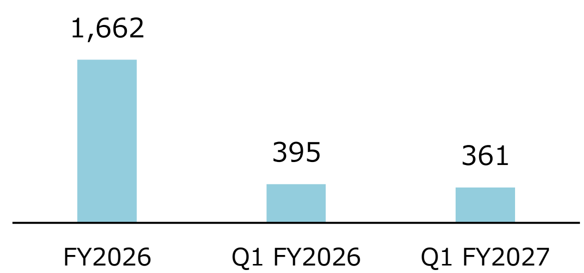
### ■ Launch of website, "Tsurikata" for lifting equipment inspection

We operate the "Tsurikata" inspection site for lifting equipment to simplify the individual management and inspection of merchandise centered on cargo handling equipment. We will continue to not only sell products and merchandise but to also provide high-value-added services.


### ■ Engaging in anchor bolt installation work

By engaging in anchor bolt installation work and thus gaining early-stage access to construction sites, we are able to rapidly collect information on required construction materials and leverage it in sales.

**Net sales of anchor construction work** (million yen)



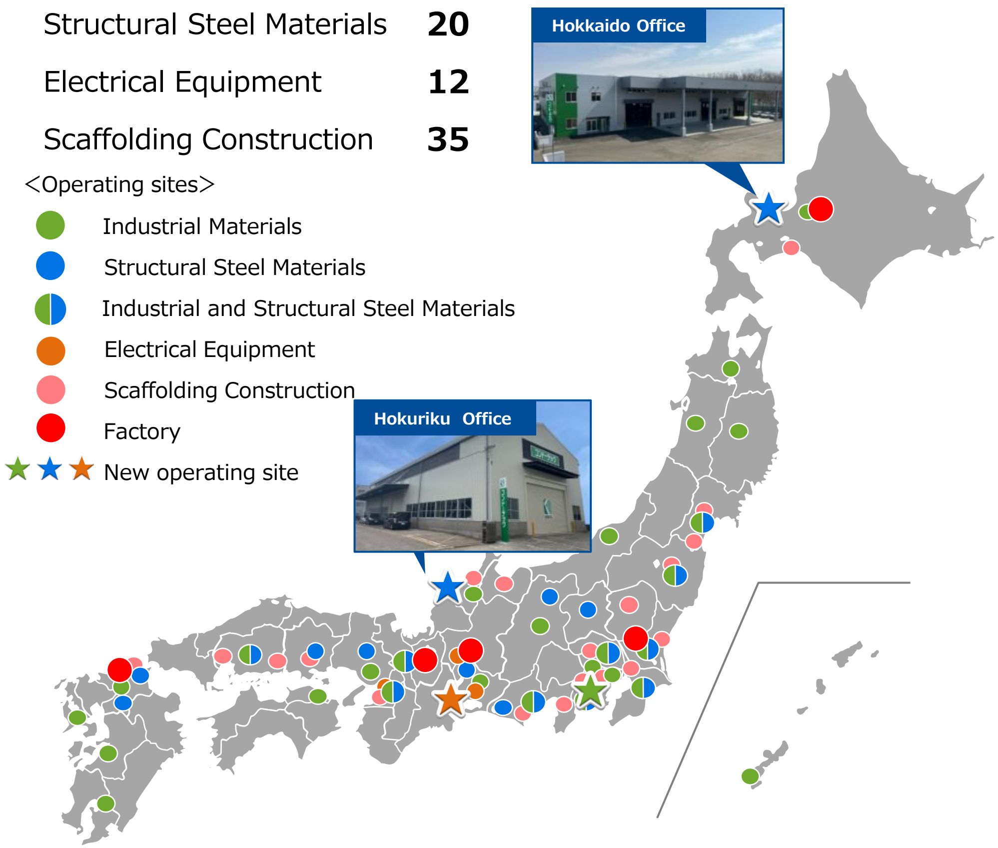
Organic Growth

# Expansion of Operating Sites

- We strive for expansion of operating sites which maintained a local-community-oriented sales structures in order to respond quickly to customer needs. Recently, we have opened the Hokuriku Office and established Environment & Energy Group in April 2025. We will continue to execute quick deliveries in an effort to realize customer-focused management.

## Expanding sales network: 105 operating sites (as of end June 2026)

| | |
|---|---|
| Industrial Materials | 38 |
| Structural Steel Materials | 20 |
| Electrical Equipment | 12 |
| Scaffolding Construction | 35 |




## History of operating site network expansion

| | |
|---|---|
| 2006 | Akita Office, Fukushima Office |
| 2012 | Tohoku Office |
| 2015 | Morioka Office |
| 2016 | Nagano Office, Kumamoto Office |
| 2017 | <Relocation> Shizuoka Office, Tokai Office |
| 2017 | Sanwa Denzai Co., Ltd. Aihoku Office |
| 2018 | Okayama Office |
| 2021 | <Relocation> Chukyo Branch |
| 2022 | Gunma Office |
| 2023 | Sanwa Denzai Co., Ltd. Nagoya-Higashi Branch |
| 2024 | Hokkaido Office |
| 2024 | <Relocation> Kyushu Office |
| 2025 | Hokuriku Office, Environment & Energy Group |

Organic Growth

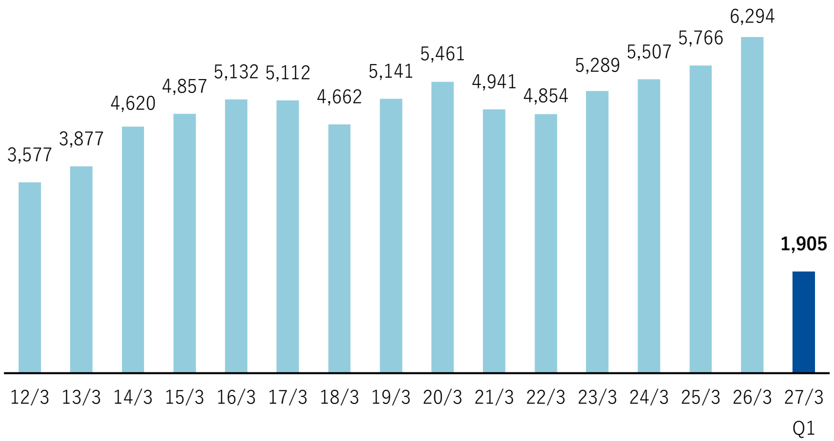
# Response to Natural Disasters

## Response to natural disasters

- We have established a structure that allows it to rapidly respond to demand for products and merchandise that are generally urgently required for reconstruction work in the wake of natural disasters that affect various regions throughout Japan, such as earthquakes or abnormal weather conditions, including extremely heavy rainfall.

### ■ Net sales of disaster-related products and merchandise

(million yen)




### Related merchandise

Flexible container bags Tarpaulins, Sandbags etc. Net, Sheet etc.

## Response to "New stage" published by Ministry of Land, Infrastructure, Transport and Tourism

- The Ministry of Land, Infrastructure, Transport and Tourism has acknowledged that rainfall patterns are clearly changing and is therefore calling on companies to remain alert and prepare for a "new stage" of disaster prevention/mitigation measures.
- To respond to the "New Stage", we will also focus on advance preparation to minimize damage.

**Extraordinary climate in recent years**

Heavy rains with hourly rainfall exceeding 50mm have increased across Japan, raining locally, intensively and severely

→ **Recognized as a "New Stage"**

Examples of weather conditions bringing disasters

| | |
|---|---|
| August 2014 heavy rain | Heavy rainfall in a wide range of areas from west to eastern Japan (Landslide disaster occurred in Hiroshima prefecture) |
| July 2018 heavy rain | Record-breaking heavy rainfall in a wide range of areas across Japan centered on western Japan |
| October 2019 Typhoon No.19 | Rain storm centered on eastern Japan |
| July 2020 heavy rain | Heavy rainfall in a wide range of areas centered on northern Kyushu |

To respond to the "New Stage", we need mitigate damage to infrastructures as much as possible and make advance preparations for early recovery.

Source: The website of Ministry of Land, Infrastructure, Transport and Tourism

# Increasing Presence in Foreign Markets

- Based on our view that increasing presence in foreign markets where growth is expected will contribute to enhancing our earning capability, we established a subsidiary in Thailand in November 2012. We executed a capital increase in August 2014, acquired all shares from the two joint venture companies and subsidiary.
- Currently, we are moving ahead with activities to expand our business in ASEAN countries with Thailand as our base location.
- We will further strengthen our sales & marketing capabilities by widening our sales network and reinforcing manpower with a view to increasing the ratio of net sales from our overseas business.

## Subsidiary in Thailand

| | |
|---|---|
| Company name | KONDOTEC INTERNATIONAL (THAILAND) CO.,LTD. |
| Location | Bangkok, Thailand |
| Business areas | Import, export, and local sales of industrials, structural steel materials and electrical equipment, etc. in Thailand |
| Paid-in capital | 102 million baht (approximately 316 million yen) |
| Date established | November 1, 2012 |


## Net sales of overseas business (Q1 FY2027)

| (million yen) | Q1 FY2026 | Q1 FY2027 | FY2027 forecast |
|---|---|---|---|
| International Sales Division | 3 | **28** | 105 |
| Local Subsidiary in Thailand | 60 | **93** | 330 |
| Total | 63 | **121** | 435 |

※Note: Amounts of inter-company transaction are not included.

### Percentage of sales by country (Q1 FY2027)

| | |
|---|---|
| **ASEAN** | **80%** |
| East Asia/China | 14% |
| Near and Middle East | 6% |
| Other | 0% |

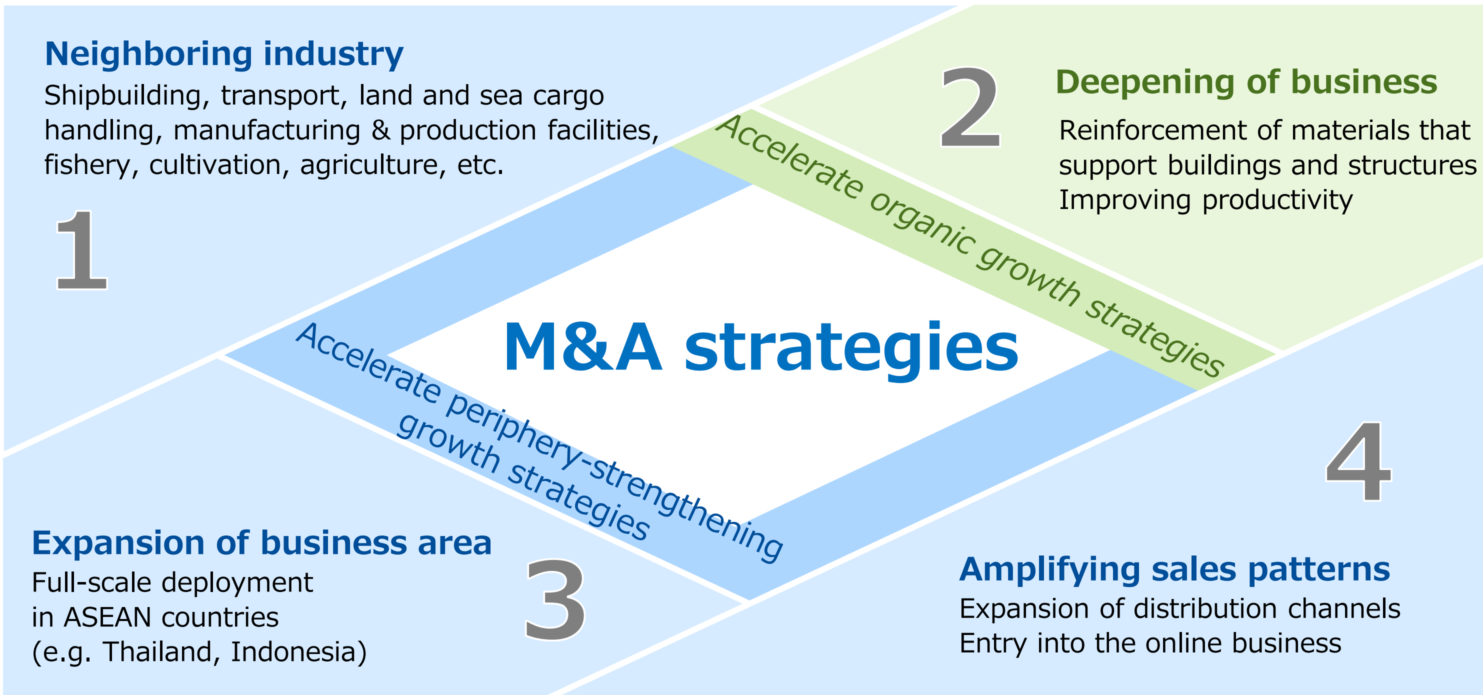
| | |
|---|---|
| Thailand | 41% |
| Singapore | 15% |
| Vietnam | 12% |
| Indonesia | 12% |

# M&A Strategy (Corporate Acquisitions and Capital/Business Tie-Ups )

KONDOTEC

- We view that pursuing corporate acquisitions and capital/business tie-ups is an important strategy to strengthen our business platform.

## Four perspective in pursuing M&A




### 1. Neighboring industry

Pursue M&A with companies associated with industries other than the construction industry and promote business expansion.

**Actual case :**

**Sanwa Deazai Co., Ltd.**
**KURIYAMA ALUMINUM Co., Ltd.**

### 2. Deepening of business

Pursue M&A with material manufactures, etc.

**Actual case :**

**CHUOH GIKEN Co., Ltd.**
**TECBUILD CO., LTD.**
**TOKAI STEP CO., LTD.**
**FUKOKU, Ltd.**
**UEDA CONSTRUCTION CO., LTD.**
**SUZUTOH CO., LTD.**

### 3. Expansion of business area

Pursue M&A with companies that maintain Japan and overseas sites in priority areas to promote business area expansion.

**Actual case :**

**RYUKYU BRIDGE LTD.**

### 4. Amplifying sales patterns

Pursue M&A with companies that operates different sales patterns from those of KONDOTEC, such as retail, catalog-based selling, and online sales.

# Business Activities Paying Attention to the Environment

## Provision of optimal products and merchandise for environment measures

### ■ Box wall

This is a cost-effective flood prevention system that can be easily moved and used repeatedly, providing a high degree of protection to prevent buildings and household goods from flooding.

### ■ Mash-up cover

Joints in building materials intentionally create rust to fix building materials to each other through friction bonding. For this reason, masking tape or other means that was used on surfaces as covering to prevent paint from coating the joints. Our development of the mash-up cover makes this covering possible without generating tape waste.


(SAKUMIGUMI Co., Ltd.'s co-developed product with KONDOTEC)

## Initiatives for reducing environmental burdens

### ■ Acquisition of ISO14001

We obtained ISO14001 certification for all parent factories. We will continue to work on business activities with full consideration for environmental preservation.



### ■ Initiatives for environmental conservation

- As part of efforts to reduce GHG emissions, KONDOTEC has begun plans to replace Company cars with EVs, and to switch to renewable energy sources to power our Sapporo factory and Shiga factory.
- As one of our initiatives to reduce waste, from 2023 we are running a trial program to reuse wooden pallets used in-house among our locations and return them to nearby factories and logistics bases.

# Enhancement of human capital

KONDOTEC

- We view that developing and securing diverse human resources as the core pillar of our management policy to pursue human capital management.

## Diversity indicators and targets

- Based on our recognition of the need to ensure diversity, particularly among the managerial-position staff who have a significant influence within the organization, we have set the following best-effort targets in managerial positions.
- In hiring employees, we respect the diverse characteristics of individuals, including age, gender, and nationality. Moreover, with the introduction of year-round recruitment, we have been hiring employees with various careers and experience.

| Indicator | As of end March 2026 | Target | Target completion date |
|---|---|---|---|
| Rate of experienced hires in management positions | 59.6% | 30% ～ 50% | March 2030 |
| Rate of women with job titles (excluding management positions) | 15.5% | 15% or more | March 2030 |

### ■ Male-female ratio of new employees with main career track

(※ as of end March 2026)

| Year of employment | Male | Female | Total | Nationality of international student | Number of turnover (※) |
|---|---|---|---|---|---|
| April-2026 | 12 persons | 3 persons | 15 persons | China | 0 person |
| April-2025 | 11 persons | 5 persons | 16 persons | | 2 persons |
| April-2024 | 10 persons | 8 persons | 18 persons | China | 0 person |
| April-2023 | 13 persons | 6 persons | 19 persons | China | 3 persons |
| April-2022 | 8 persons | 5 persons | 13 persons | | 2 persons |

## Support for athletes

We have been supporting our employees in competitive sports.

◀ **Discus Throw**

Mika Yamamoto

◀ **Hammer Throw**

Sara Fujimoto

◀ **Pole Vault**

Yuki Noshi

◀ **400m Hurdles**

Mio Tsujii

◀ **400m Hurdles**

Taiga Kyotake

(Joined in Apr. 2026)

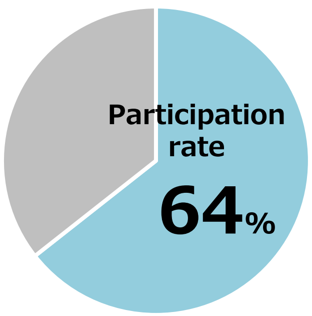
Please check latest updates and Track & Field Club's activity reports on our website.

# Initiatives for Enhancing Employees' Motivation

KONDOTEC

- We have introduced an employee restricted stock program. By issuing shares as an incentive to employees, we encourage employees to boost their motivation and morale toward enhancing performance.
- We target DOE of at least 4.0% and looks to pay continuously raise dividends. We have not lowered dividend since listing, and increased dividend for the 15th consecutive year. This target serves as a benchmark aimed at improving employee incentives, which improves employee awareness of stock price.

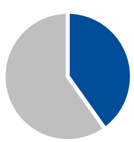
## Percentage of participation in employees shareholding association




Higher percentage of participation

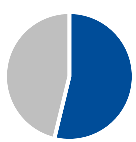
※ As of end March 2026

**Average ratio for listed companies**



Participation rate
**40%**

**Average ratio for the wholesale trade**



Participation rate
**54%**

## Shareholding status (excluding the founding family)

- The shareholding ratios of executive members, employees and former employees exceeded the average ratios for listed companies and the wholesale trade.
- KONDOTEC has not lowered its dividend since its listing, and plans to increase its dividend for the 15th consecutive year. Dividends can serve the same function as pensions for former employees.

| | | Executive members<br>Excluding the founding family | Employees<br>Including the employees shareholding association | Former employees | Total |
|---|---|---|---|---|---|
| Shareholding ratio | KONDOTEC | 1.1% | 7.4% | 10.8% | **19.3%** |
| | Average ratio for listed companies | – | 1.0% | – | 1.0% |
| | Average ratio for the wholesale trade | – | 1.1% | – | 1.1% |

※ As of end March 2026
※ Shareholding ratio is calculated based on all outstanding shares (treasury stock is not included).
※ For details on average ratio/participation rate for listed companies and the wholesale trade, refer to "Summary of 2024 Employee Stock Ownership Plan," published by Japan Exchange Group, Inc., February 2026.

# Strengthening of Corporate Governance

KONDOTEC

- KONDOTEC recognizes that strengthening and enhancing corporate governance through increasing soundness, transparency and efficiency of management and maximizing corporate value is one of the most important management objectives.

| | |
|---|---|
| **Determination of compensation for executive members** | KONDOTEC has introduced a restricted stock compensation plan to promote its shared values with its shareholders and increase the contribution of its Directors (excluding Outside Directors and Directors who are Audit & Supervisory Committee Members) and Executive Officers to performance and enhancement of corporate value. |
| **Establishment of Audit & Supervisory Committee** | KONDOTEC works to enhance corporate governance and corporate value by increasing soundness and transparency of management. Furthermore, we grant voting rights for the Board of Directors to Directors who are Audit & Supervisory Committee members with the aim of strengthening supervisory functions. |
| **Formulation and announcement of management strategy and management plan** | The KONDOTEC Group has established a long-term vision, "We deliver five inspirations," to become a company that delivers these inspirations to the five targets to realize sustainable growth and improvement in long-term corporate value, while responding to changes in the business environment.<br>The company accurately tracks its cost of capital (Weighted Average Cost of Capital [WACC]), formulates a medium-term management plan for achieving the long-term vision, and releases targets for sales, operating profit, ROE, and DOE on its website and other platforms. In addition, it explains concrete measures for achieving its targets at financial results briefings.<br>The company reviews its medium-term plan each year in light of earnings and anticipated social and economic trends. In cases when the company revises its plans, it explains the changes and the reasons for them at financial results briefings. |

# 7. Shareholder Return

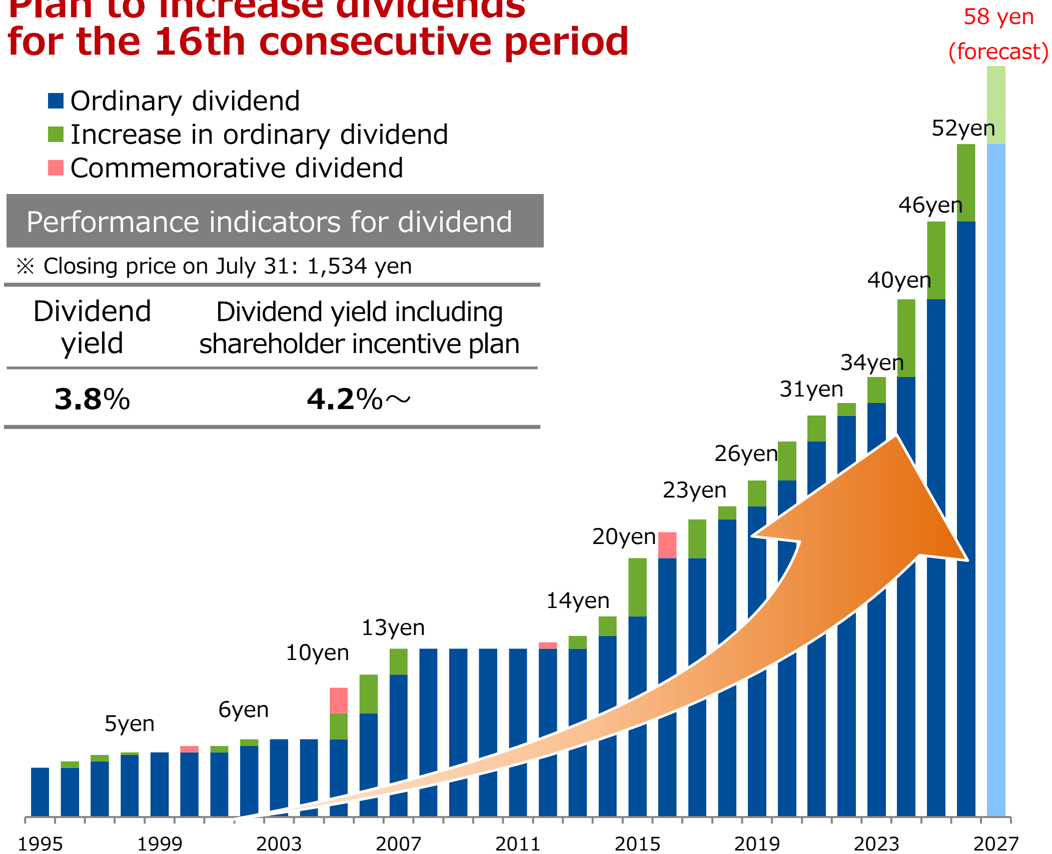
# Dividends and Shareholder Incentive Plan

- We target ROE of 10% or more and DOE of 4.0% or more with the aim of continuing to increase dividends.

## Transition in dividends

**Since initial listing: No decrease in dividends**

**Plan to increase dividends for the 16th consecutive period**




Performance indicators for dividend

※ Closing price on July 31: 1,534 yen

| Dividend yield | Dividend yield including shareholder incentive plan |
|---|---|
| **3.8%** | **4.2%～** |

Note: Dividend per share have been retroactively adjusted to reflect the impact of the stock split effective January 1, 2012.

## Shareholder incentive plan

- Shareholders can redeem reward points for over 4,000 choices (including food, appliances, electronics, travel, activities and much more) through the Premium Special Club PORTAL.


**Amass** points

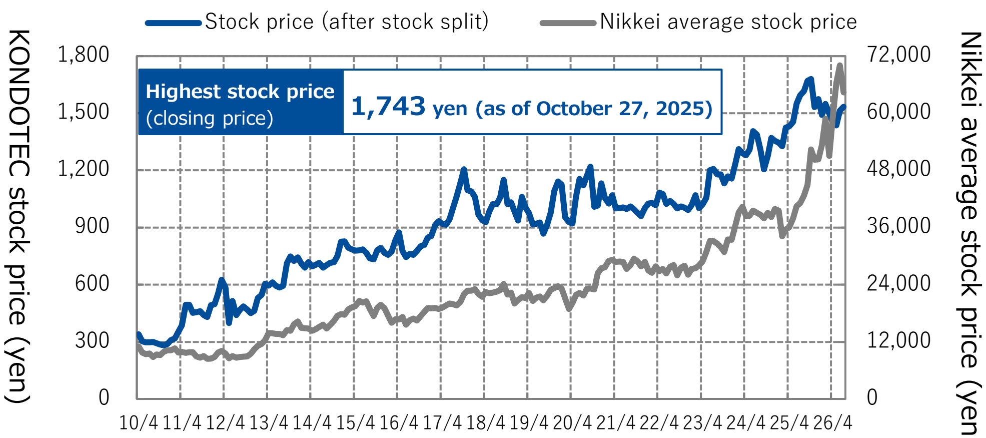
**Redeem** points for gifts

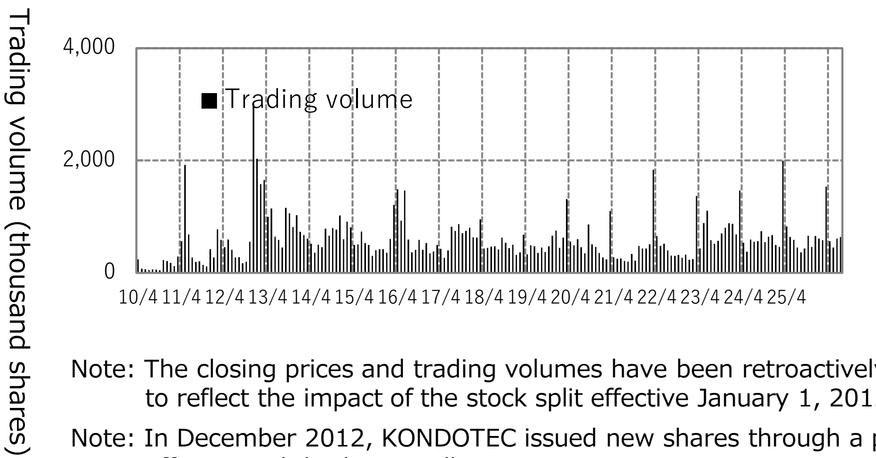
| Number of shares held | Reward points |
|---|---|
| 500 to less than 600 | 3,000 points |
| 600 to less than 700 | 4,000 points |
| 700 to less than 800 | 5,000 points |
| 800 to less than 900 | 6,000 points |
| 900 to less than 1,000 | 7,000 points |
| 1,000 or more | 10,000 points |

※Note: 1 point is worth 1 yen.

# Transition of Stock Price

## Transition of stock price (as of July 31, 2026)




Note: The closing prices and trading volumes have been retroactively adjusted to reflect the impact of the stock split effective January 1, 2012.

Note: In December 2012, KONDOTEC issued new shares through a public offering and third-party allotment.

Closing price on July 31
**1,534** yen
PER : **11.6** PBR : **1.0**

EPS : 132.63 yen (FY2027 forecast)
BPS : 1,503.22 yen (as of end March 2026)

## Ranking among listed companies

Among **3,999** listed companies …

| | |
|---|---|
| **ROE** | 1,743rd |
| **Profit attributable to owner of parent** | 1,295th |
| **Ordinary profit** | 1,275th |
| **Net assets** | 1,345th |
| **Market capitalization** | 1,461st |
| **PBR** | 2,457th |
| **PER** | 2,464th |

Source: Mizuho Securities Co., Ltd. (as of June 30, 2026)

# 8. Highlights of Results

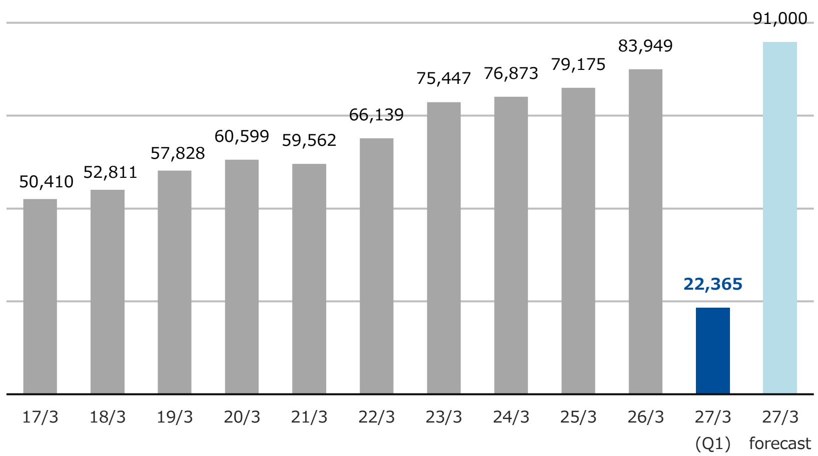
# Highlights of Consolidated Financial Results

KONDOTEC

**Net sales**
(million yen)

**22,365** million yen

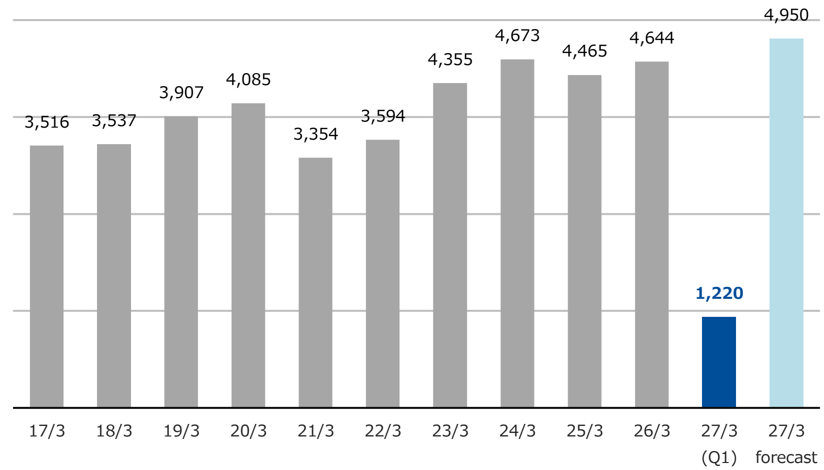
Progress 24.6%




**Operating profit**
(million yen)

**1,220** million yen

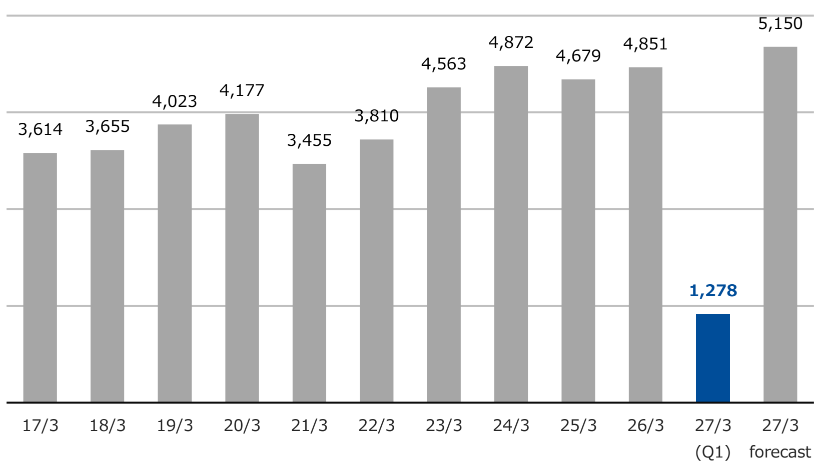
Progress 24.7%




**Ordinary profit**
(million yen)

**1,278** million yen

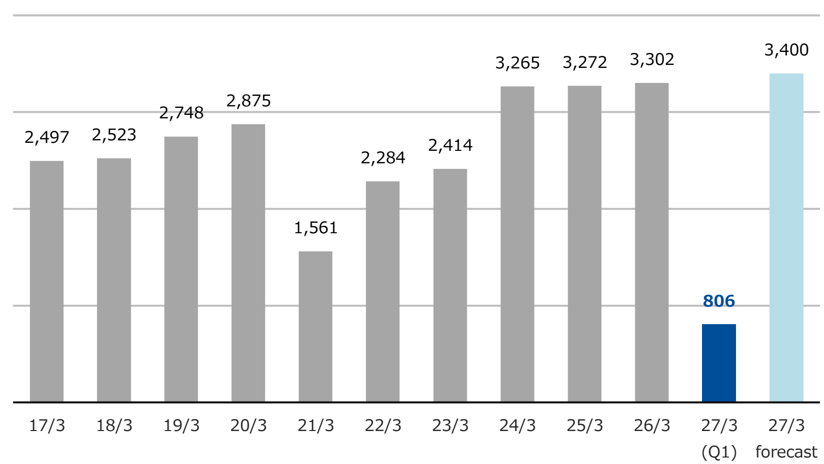
Progress 24.8%




**Profit attributable to owner of parent**
(million yen)

**806** million yen

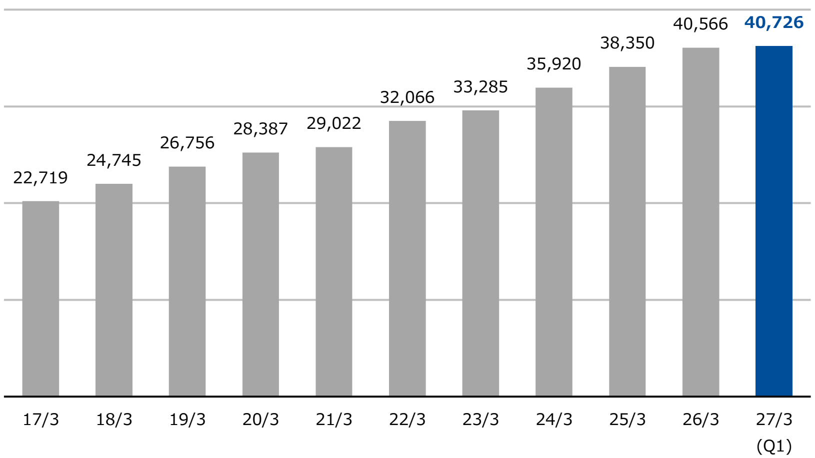
Progress 23.7%



# Highlights of Consolidated Financial Results

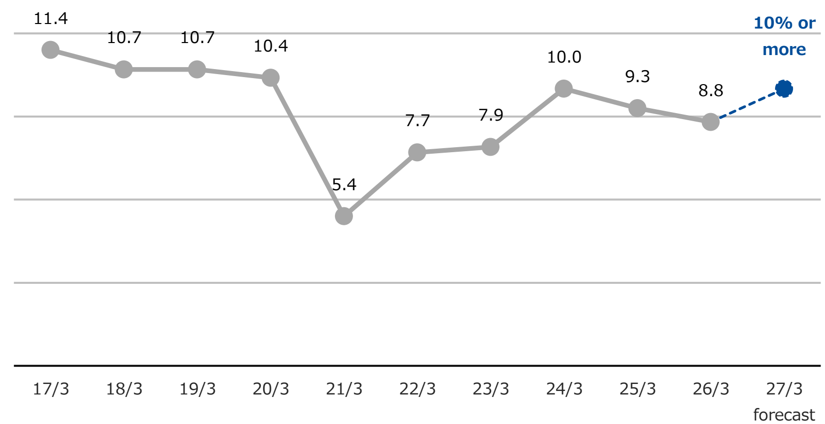
## Net assets (million yen)

40,726 million yen



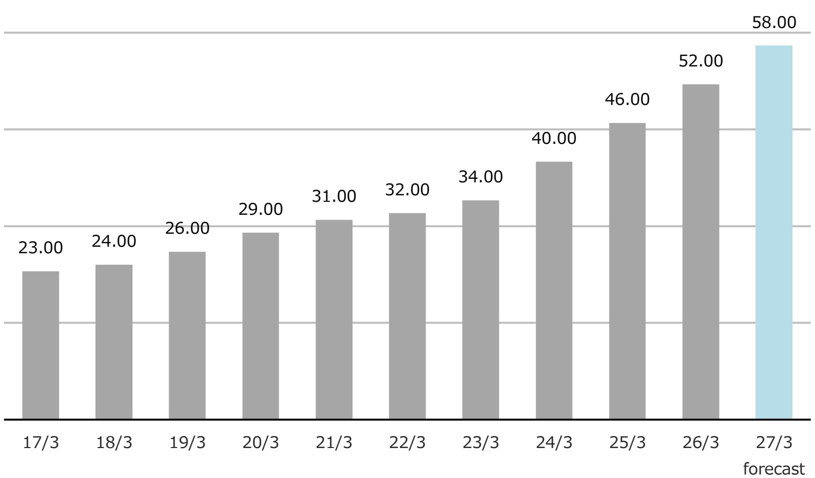

## ROE (%)

Target 10 % or more



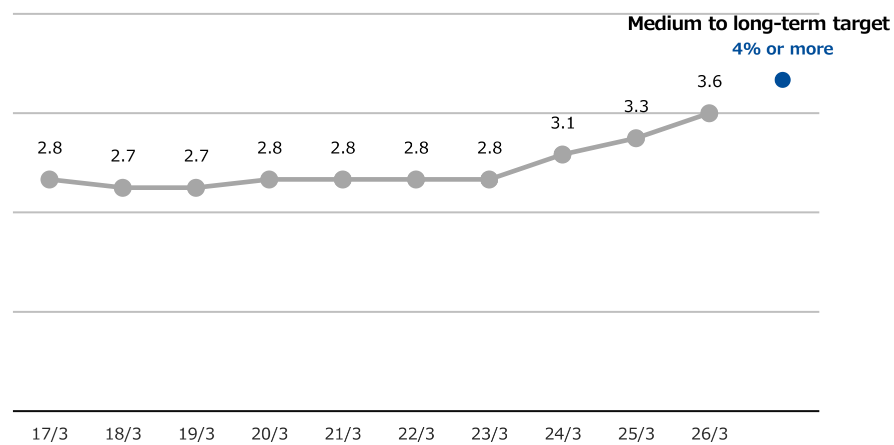

## Dividend per share (yen)

58.00 yen




## DOE (%)

Medium to long-term target 4.0 % or more



# Highlights of Consolidated Financial Results

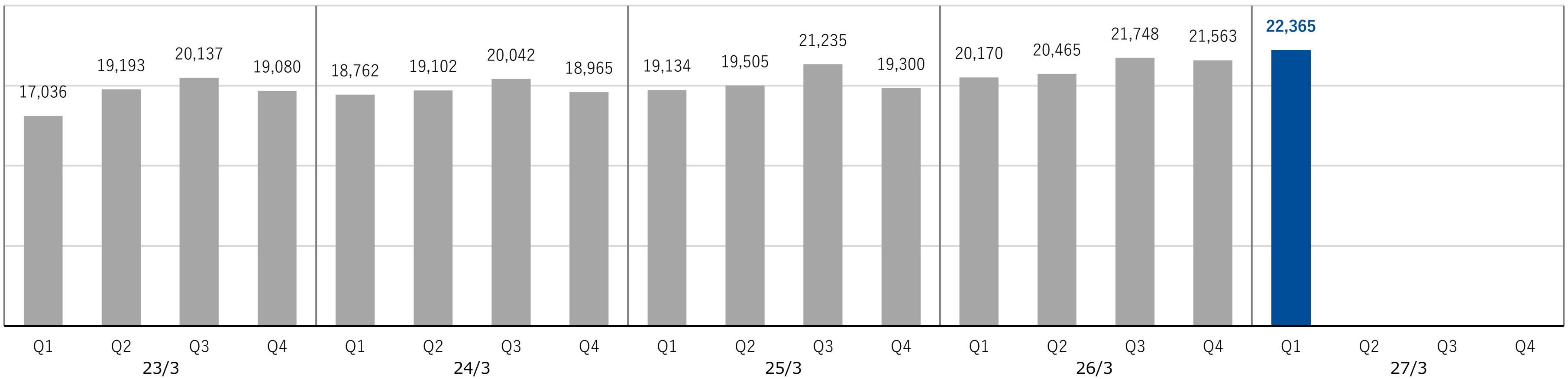
KONDOTEC

| | 17/3 | 18/3 | 19/3 | 20/3 | 21/3 | 22/3 | 23/3 | 24/3 | 25/3 | 26/3 | 27/3 Q1 | 27/3 (forecast) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Result of Operations** (million yen) | | | | | | | | | | | | |
| Net sales | 50,410 | 52,811 | 57,828 | 60,599 | 59,562 | 66,139 | 75,447 | 76,873 | 79,175 | 83,949 | 22,365 | 91,000 |
| Operating profit | 3,516 | 3,537 | 3,907 | 4,085 | 3,354 | 3,594 | 4,355 | 4,673 | 4,465 | 4,644 | 1,220 | 4,950 |
| Ordinary profit | 3,614 | 3,655 | 4,023 | 4,177 | 3,455 | 3,810 | 4,563 | 4,872 | 4,679 | 4,851 | 1,278 | 5,150 |
| Profit attributable to owner of parent | 2,497 | 2,523 | 2,748 | 2,875 | 1,561 | 2,284 | 2,414 | 3,265 | 3,272 | 3,302 | 806 | 3,400 |
| EBITDA | 4,052 | 4,079 | 4,425 | 4,916 | 3,783 | 5,095 | 5,482 | 6,503 | 6,580 | 6,880 | 1,785 | 7,200 |
| Capital investment | 695 | 423 | 981 | 917 | 1,097 | 1,694 | 1,453 | 2,728 | 3,325 | 3,027 | - | - |
| Depreciation | 438 | 423 | 404 | 697 | 897 | 1,091 | 1,134 | 1,181 | 1,310 | 1,479 | - | - |
| **Financial Position** (million yen) | | | | | | | | | | | | |
| Total assets | 36,524 | 39,313 | 43,820 | 46,335 | 49,426 | 56,009 | 58,163 | 60,975 | 65,247 | 69,235 | 66,359 | - |
| Net assets | 22,719 | 24,745 | 26,756 | 28,387 | 29,022 | 32,066 | 33,285 | 35,920 | 38,350 | 40,566 | 40,726 | - |
| Interest-bearing debt | 501 | 500 | 853 | 1,106 | 3,875 | 5,315 | 4,513 | 4,880 | 6,061 | 8,017 | - | - |
| **Cash Flows** (million yen) | | | | | | | | | | | | |
| Cash flows from operating activities | 2,737 | 2,429 | 2,699 | 4,385 | 4,196 | 1,227 | 3,961 | 4,214 | 5,840 | 2,795 | - | - |
| Cash flows from investing activities | △ 646 | △ 506 | △ 1,551 | △ 5,205 | △ 2,264 | △ 2,373 | △ 1,389 | △ 2,054 | △ 1,693 | △ 2,803 | - | - |
| Cash flows from financing activities | △ 1,032 | △ 703 | △ 915 | △ 992 | 1,060 | △ 22 | △ 2,025 | △ 1,083 | △ 531 | △ 37 | - | - |
| Cash and cash equivalents, end of year | 8,660 | 9,893 | 10,133 | 8,305 | 11,317 | 10,164 | 10,733 | 11,836 | 15,476 | 15,480 | - | - |
| **Per Share Information** (yen) | | | | | | | | | | | | |
| Profit attributable to owners of parent per share | 93.29 | 94.25 | 102.65 | 107.46 | 59.60 | 87.26 | 94.75 | 128.02 | 128.02 | 128.95 | 31.45 | 132.63 |
| Net assets per share | 846.59 | 922.62 | 996.99 | 1,071.09 | 1,110.01 | 1,170.84 | 1,227.81 | 1,327.57 | 1,419.62 | 1,503.22 | - | - |
| Dividend per share | 23.00 | 24.00 | 26.00 | 29.00 | 31.00 | 32.00 | 34.00 | 40.00 | 46.00 | 52.00 | - | 58.00 |
| **Financial Indicators** | | | | | | | | | | | | |
| Operating profit margin (%) | 7.0 | 6.7 | 6.8 | 6.7 | 5.6 | 5.4 | 5.8 | 6.1 | 5.6 | 5.5 | 5.5 | 5.4 |
| ROE (%) | 11.4 | 10.7 | 10.7 | 10.4 | 5.4 | 7.7 | 7.9 | 10.0 | 9.3 | 8.8 | - | 10% or more |
| Equity ratio (%) | 62.1 | 62.8 | 61.0 | 61.2 | 58.7 | 53.7 | 53.8 | 55.6 | 55.7 | 55.7 | 58.3 | - |
| DOE (%) | 2.8 | 2.7 | 2.7 | 2.8 | 2.8 | 2.8 | 2.8 | 3.1 | 3.3 | 3.6 | - | - |
| **Stock Price Index** | | | | | | | | | | | | |
| Stock closing price (yen) | 933 | 939 | 1,006 | 929 | 1,069 | 1,017 | 1,002 | 1,290 | 1,424 | 1,499 | 1,514 | - |
| Price earnings ratio (times) | 10.0 | 10.0 | 9.8 | 8.6 | 17.9 | 11.7 | 10.6 | 10.1 | 11.1 | 11.6 | - | - |

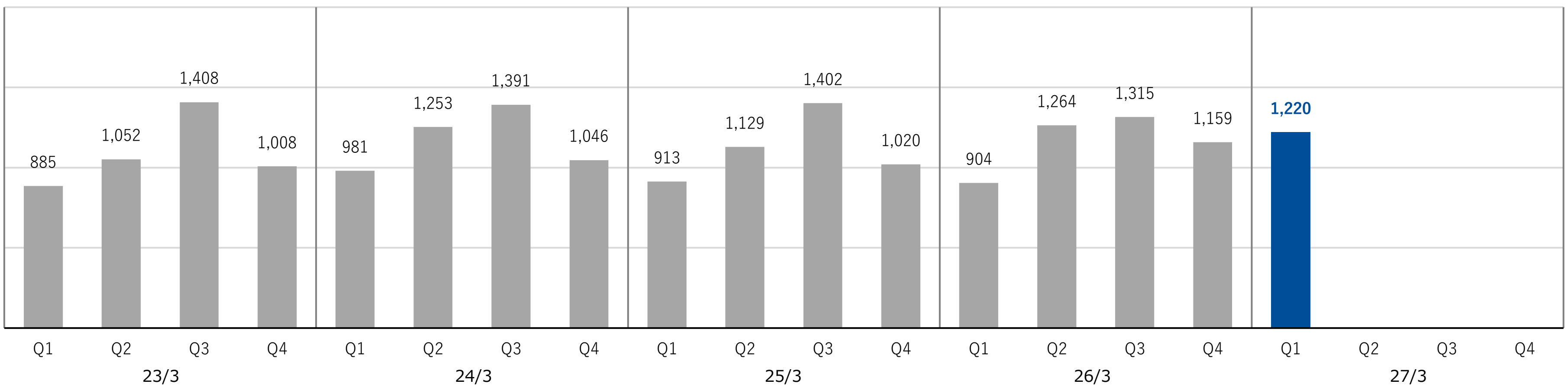
# Quarterly Highlights

## Consolidated

**Net sales** (million yen)



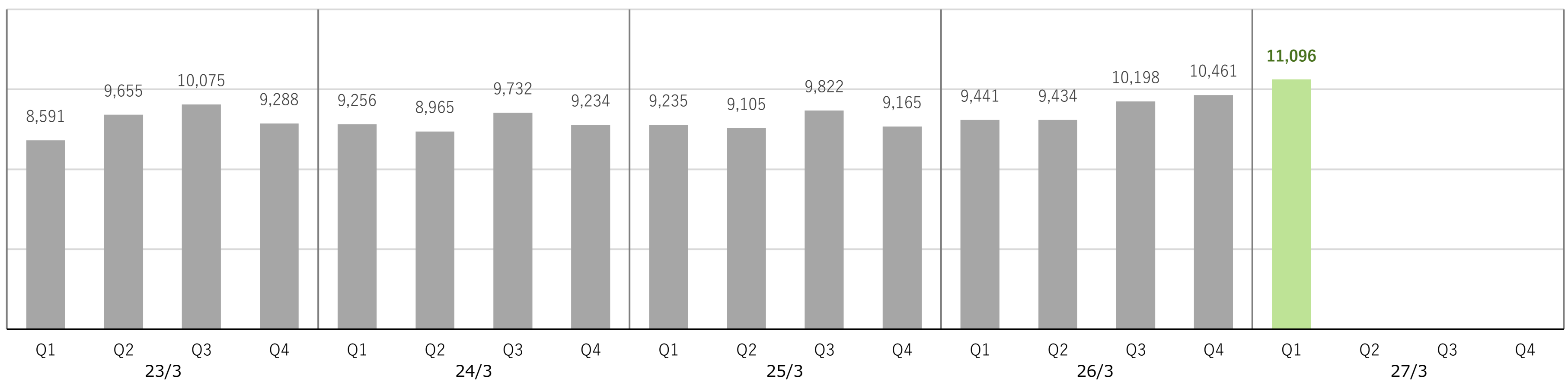

**Operating profit** (million yen)



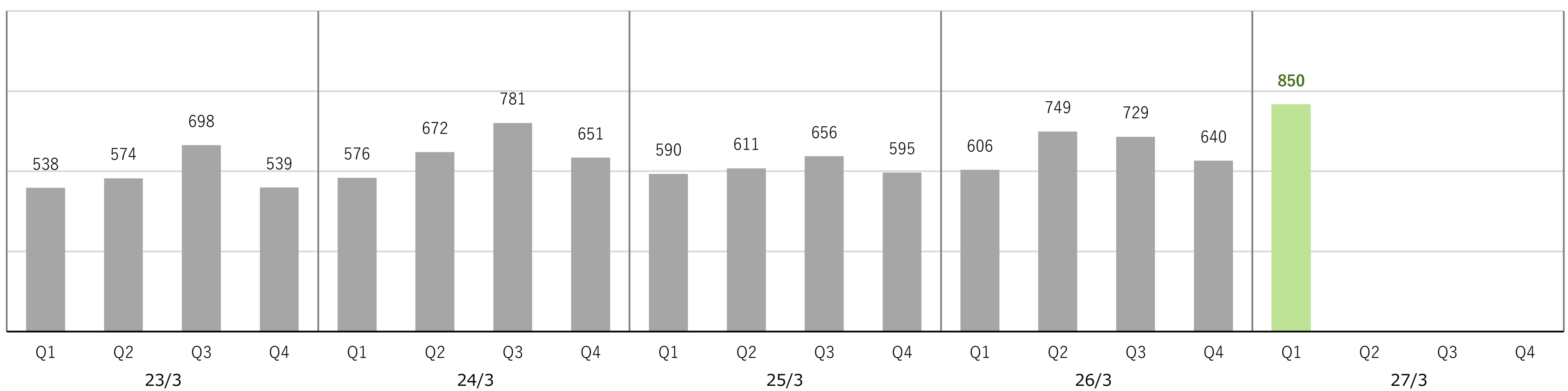
# Quarterly Highlights

## Industrial Materials

**Net sales** (million yen)



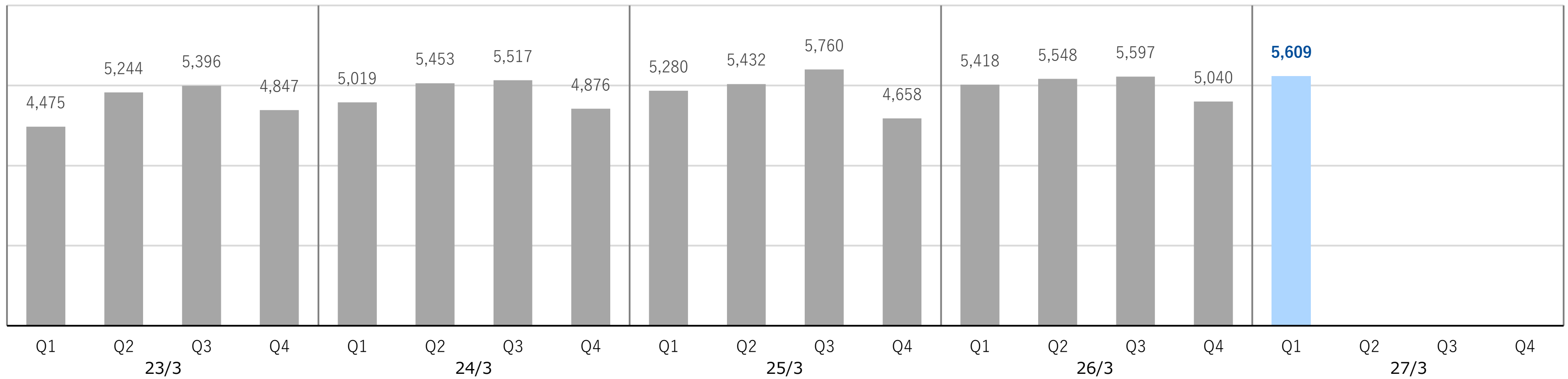

**Segment profit or loss** (million yen)



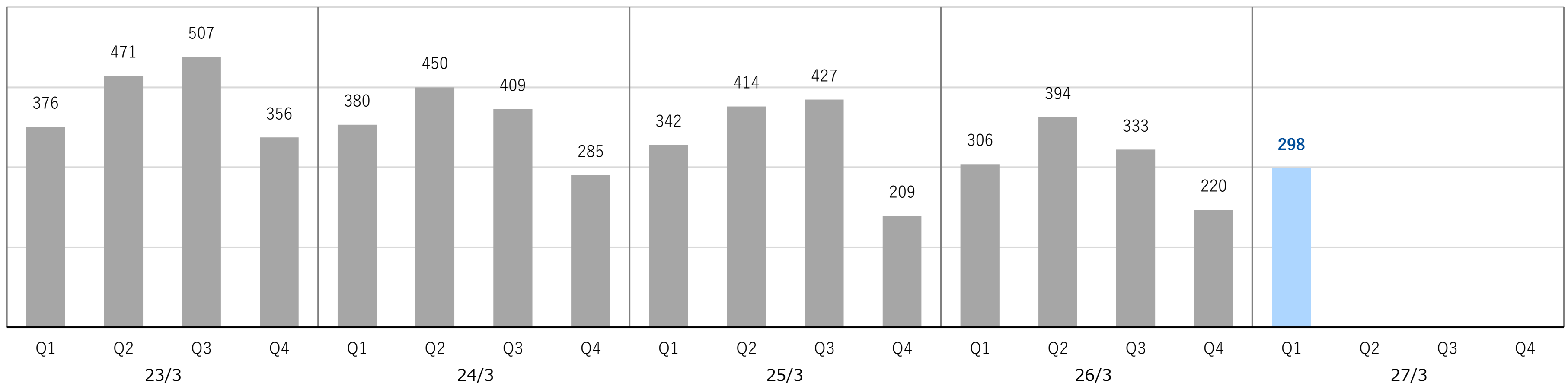
# Quarterly Highlights

## Structural Steel Materials

**Net sales** (million yen)




**Segment profit or loss** (million yen)

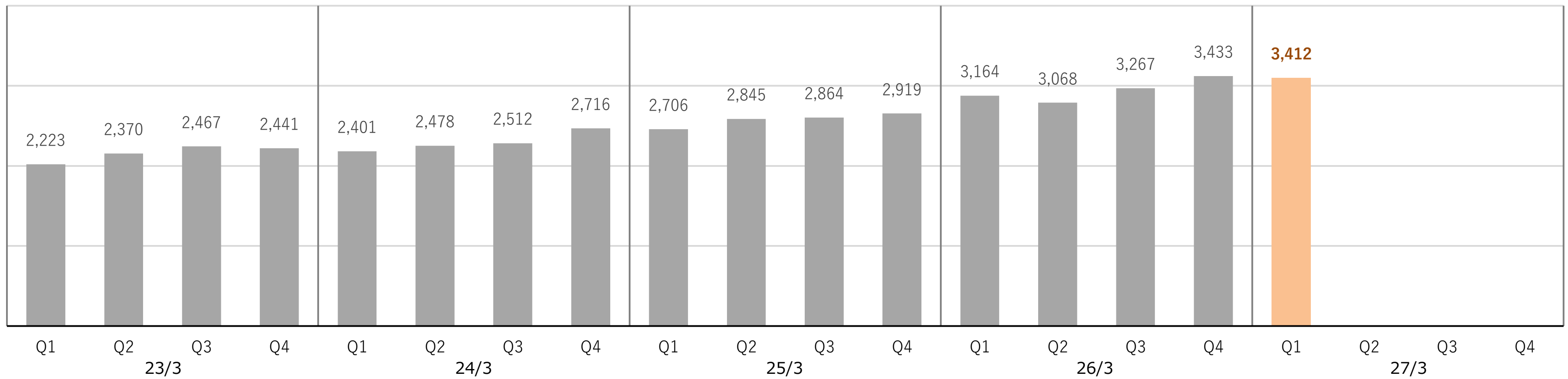


# Quarterly Highlights

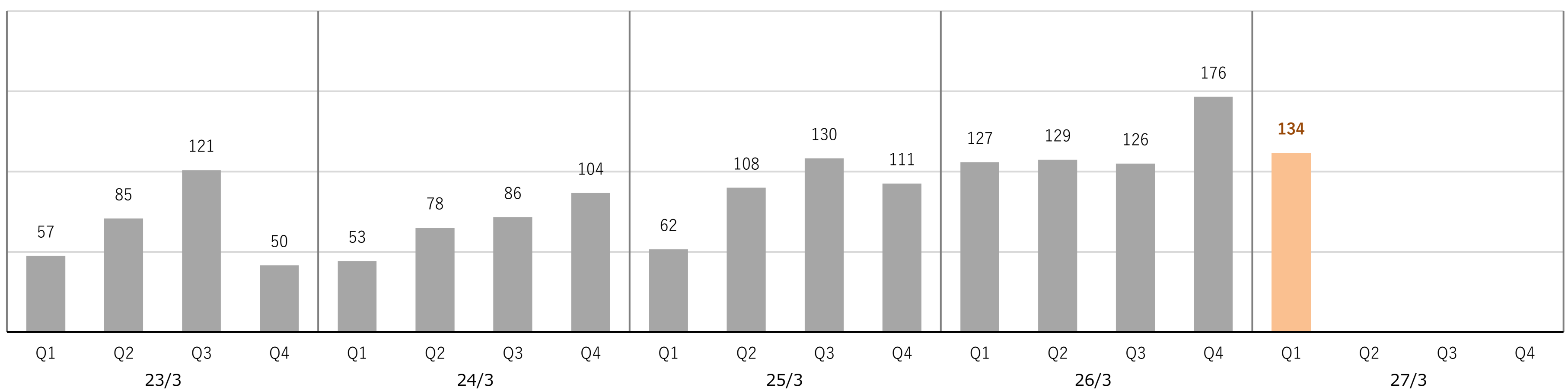
KONDOTEC

## Electrical Equipment

**Net sales** (million yen)



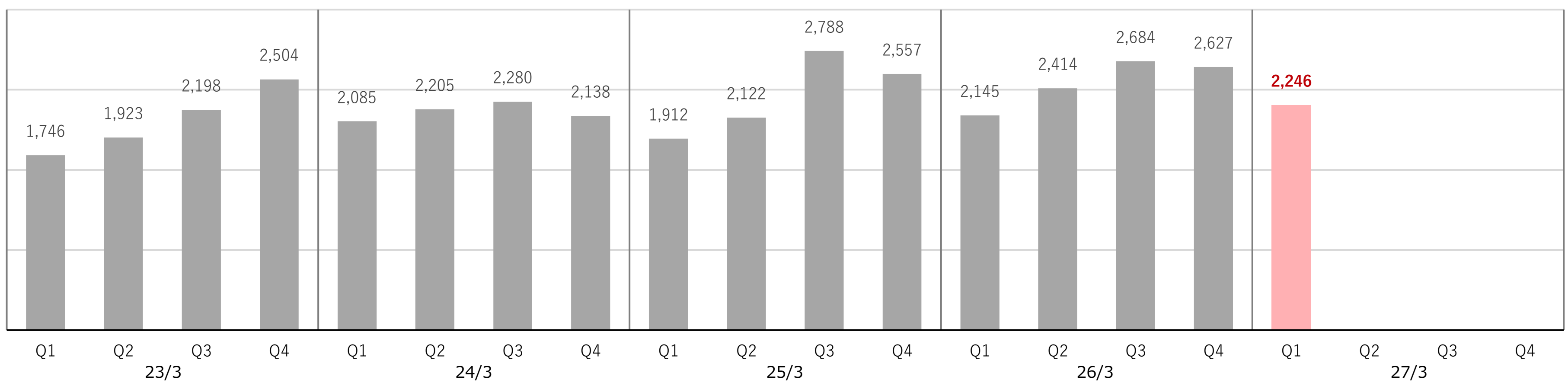

**Segment profit or loss** (million yen)



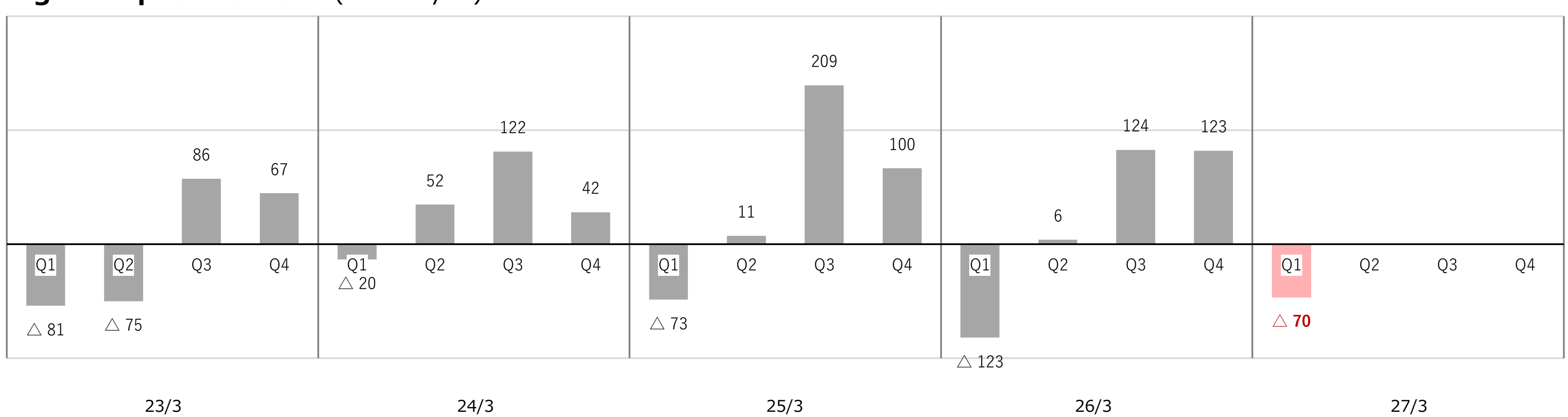
# Quarterly Highlights

## Scaffolding Construction

**Net sales** (million yen)




**Segment profit or loss** (million yen)



## Official SNS accounts

KONDTEC opened official Instagram and Facebook accounts. Please follow us to get to know us better and for information and updates on our products and merchandise.

**Instagram**

URL : https://www.instagram.com/kondotec_official/

**Facebook**

URL : https://www.facebook.com/kondotec.official/

KONDOTEC

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