

Financial Results for the 3rd Quarter of the Fiscal Year 2024
1. Consolidated Statement of Income

(In Hundred Millions JPY)

	FY 2022	FY 2023							FY 2024						
	Twelve Months Ended March 31	Q1	Q2	Six Months Ended Sept 30	Q3	Q4	Six Months Ended March 31	Twelve Months Ended March 31	Q1	Q2	Six Months Ending Sept 30	Q3	Q4	Six Months Ending March 31	Forecasts for Twelve Months Ending March 31
Net Sales	565.9	106.8	164.1	270.9	127.9	208.0	335.9	606.8	106.1	157.9	264.0	123.3	-	-	610.0
(% of Net Sales)	(12.1%)	(6.6%)	(10.7%)	(9.1%)	(8.8%)	(18.1%)	(14.6%)	(12.1%)	(6.9%)	(11.5%)	(9.6%)	(12.7%)	-	-	(12.3%)
Operating Profit	68.6	7.0	17.5	24.5	11.3	37.7	49.0	73.5	7.3	18.1	25.4	15.7	-	-	75.0
(% of Net Sales)	(13.7%)	(9.3%)	(11.7%)	(10.7%)	(10.0%)	(18.4%)	(15.2%)	(13.2%)	(8.8%)	(12.3%)	(10.9%)	(14.5%)	-	-	(13.2%)
Ordinary Profit	77.4	9.9	19.2	29.1	12.8	38.2	51.0	80.2	9.4	19.4	28.7	17.9	-	-	80.5
(% of Net Sales)	(10.0%)	(6.6%)	(8.4%)	(7.7%)	(7.1%)	(14.3%)	(11.5%)	(9.8%)	(6.3%)	(8.8%)	(7.8%)	(11.0%)	-	-	(9.8%)
Profit attributable to owners of parent	56.4	7.0	13.8	20.8	9.0	29.8	38.8	59.6	6.6	13.8	20.5	13.6	-	-	60.0
Capital Expenditures	6.2	0.8	2.3	3.1	2.3	3.5	5.8	8.9	3.6	1.9	5.5	2.6	-	-	30
Depreciation & Amortization	15.6	3.7	3.8	7.5	3.9	3.9	7.8	15.3	3.6	3.6	7.2	3.6	-	-	16
Exchange Rate USD to JPY (YEN)	113	125	139	135	144	130	131	133	135	142	140	142	-	-	135

2. Segment Information
1) Segment Results

(In Hundred Millions JPY)

		FY 2022	FY 2023							FY 2024						
		Twelve Months Ended March 31	Q1	Q2	Six Months Ended Sept 30	Q3	Q4	Six Months Ended March 31	Twelve Months Ended March 31	Q1	Q2	Six Months Ending Sept 30	Q3	Q4	Six Months Ending March 31	Forecasts for Twelve Months Ending March 31
Specialized Vehicles	Truck Mounted AWP	354	62	106	168	75	139	214	381	56	89	145	66	-	-	377
	Self-Propelled AWP	72	14	21	34	21	26	47	82	17	31	48	20	-	-	88
	Skid Steer Loader	15	3	3	6	2	2	4	10	2	4	6	6	-	-	11
	Subtotal	441	78	130	208	98	167	265	473	74	124	198	93	-	-	476
Services	118	28	32	59	28	39	68	127	30	32	62	29	-	-	128	
Other	7	1	2	4	2	1	3	7	1	2	3	1	-	-	6	
Net Sales	566	107	164	271	128	208	336	607	106	158	264	123	-	-	610	

2) Aerial Work Platforms (AWP)

(In Hundred Millions JPY)

			FY 2022	FY 2023							FY 2024						
			Twelve Months Ended March 31	Q1	Q2	Six Months Ended Sept 30	Q3	Q4	Six Months Ended March 31	Twelve Months Ended March 31	Q1	Q2	Six Months Ending Sept 30	Q3	Q4	Six Months Ending March 31	Forecasts for Twelve Months Ending March 31
Truck Mounted AWP	Domestic	Rental	113	20	44	64	28	32	60	124	21	36	57	25	-	-	-
		Electric Power	108	17	29	46	26	48	74	120	20	22	42	19	-	-	-
		Telecommunications	72	9	17	26	9	34	42	69	8	17	25	9	-	-	-
		Other	39	8	10	18	8	16	24	42	5	9	13	6	-	-	-
		Railway	10	2	0	2	0	7	7	9	1	0	2	5	-	-	-
	JP total	342	56	101	156	71	137	208	364	55	84	139	64	-	-	-	
	Outside of Japan	12	6	6	11	4	2	6	17	1	5	6	2	-	-	-	
Subtotal	354	62	106	168	75	139	214	381	56	89	145	66	-	-	377		
Self-Propelled AWP	Domestic	Rental	41	8	14	22	16	18	34	56	13	22	35	17	-	-	-
		Other	6	1	1	2	1	4	4	7	1	3	4	1	-	-	-
	JP total	48	9	15	24	17	22	39	63	14	25	39	18	-	-	-	
	Outside of Japan	24	4	6	10	4	5	9	19	3	6	9	2	-	-	-	
Subtotal	72	14	21	34	21	26	47	82	17	31	48	20	-	-	88		

3) Services

(In Hundred Millions JPY)

		FY 2022	FY 2023							FY 2024						
		Twelve Months Ended March 31	Q1	Q2	Six Months Ended Sept 30	Q3	Q4	Six Months Ended March 31	Twelve Months Ended March 31	Q1	Q2	Six Months Ending Sept 30	Q3	Q4	Six Months Ending March 31	Forecasts for Twelve Months Ending March 31
Spare Parts		41	10	11	21	10	12	22	43	10	11	20	11	-	-	-
Inspection		32	7	8	15	7	9	16	31	7	8	15	8	-	-	-
Repair Services		22	5	6	11	6	7	13	23	6	6	12	7	-	-	-
Mounting		16	5	7	11	3	10	13	25	5	6	12	2	-	-	-
Other		6	1	1	2	2	1	3	5	2	1	3	1	-	-	-
Subtotal		118	28	32	59	28	39	68	127	30	32	62	29	-	-	128

3. Order Information - Specialized Vehicles

1) Amount of Orders Received

(In Hundred Millions JPY)

		FY 2022	FY 2023						FY 2024							
		Twelve Months Ended March 31	Q1	Q2	Six Months Ended Sept 30	Q3	Q4	Six Months Ended March 31	Twelve Months Ended March 31	Q1	Q2	Six Months Ending Sept 30	Q3	Q4	Six Months Ending March 31	Twelve Months Ended March 31
Domestic	Rental	181	42	45	87	42	35	77	163	48	30	77	61	-	-	-
	Electric Power	111	48	37	85	16	19	35	120	22	28	50	33	-	-	-
	Telecommunications	75	10	24	35	15	11	26	60	11	11	22	14	-	-	-
	Other	52	13	10	23	8	6	14	37	10	11	20	14	-	-	-
	Railway	9	2	1	3	0	2	2	6	4	9	13	1	-	-	-
Outside of Japan		33	4	8	12	5	2	7	19	10	5	14	5	-	-	-
Subtotal		461	120	125	245	86	75	161	406	104	93	197	128	-	-	-
Category	Truck Mounted AWP	375	100	106	206	69	52	122	328	77	75	152	99	-	-	-
	Self-Propelled AWP	85	20	19	39	17	22	39	78	27	18	45	29	-	-	-
Subtotal		461	120	125	245	86	75	161	406	104	93	197	128	-	-	-

2) Period-end Backlog

(In Hundred Millions JPY)

		FY 2022	FY 2023						FY 2024							
		Mar 31	Jun 30	Sep 30		Dec 31	Mar 31			Jun 30	Sep 30		Dec 31	Mar 31		
Domestic	Rental	71	84	70		69	51			65	38		57	-		
	Electric Power	50	82	81		71	42			39	45		59	-		
	Telecommunications	23	24	31		37	14			17	11		16	-		
	Other	22	26	25		24	11			15	14		21	-		
	Railway	8	9	9		10	5			7	15		12	-		
Outside of Japan		23	18	16		16	13			19	13		14	-		
Subtotal		197	243	232		227	135			162	136		178	-		
Category	Truck Mounted AWP	160	199	190		186	99			117	103		136	-		
	Self-Propelled AWP	36	44	42		40	36			46	33		42	-		
Subtotal		197	243	232		227	135			162	136		178	-		

Explanation for appropriate use of financial forecasts and other special notes:

The forecasts given in this document are based on the current available information in the company and certain reasonable assumptions of the company, and we do not commit to achieve these forecasting numbers. Actual results may differ from these forecasts by a variety of reasons.