

Financial Results for Q1 FY3/26

A decorative graphic consisting of numerous light blue dots of varying sizes, arranged in a diagonal pattern from the upper right towards the lower left, partially overlapping the main title area.

Aug 28, 2025

OKADA AIYON CORPORATION (TSE Prime 6294)

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01

Corporate Profile

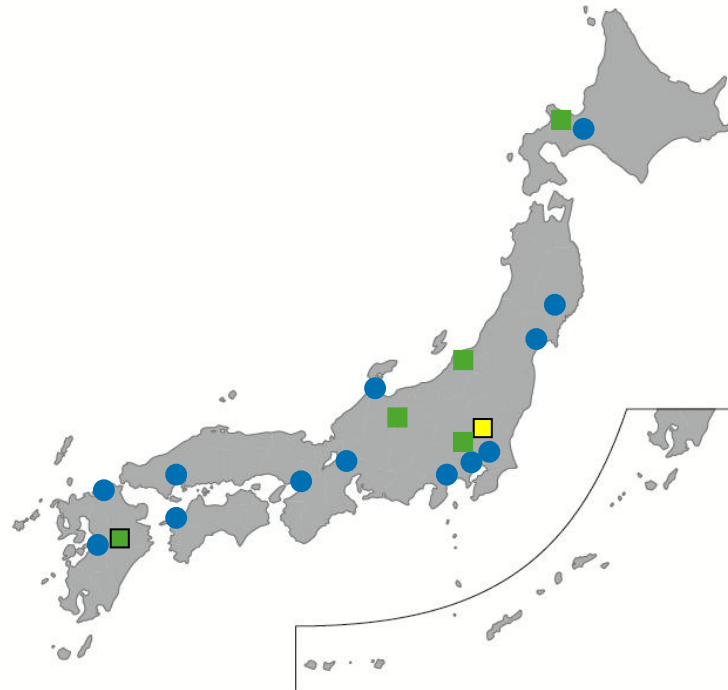
OKADA AIYON CORPORATION

Headquarters	4-1-18 Kaigandori, Minato-ku, Osaka 552-0022 Japan
President & Representative Director	Yuji Okada
Founding / Establishment date	July 1938 / September 1, 1960
Business	Manufacturing, sales, and repair of construction machines
Capital	¥2,221million (listed on the Tokyo Stock Exchange Prime Market)
Fiscal Year-End	March 31 (annually)
Annual Revenue	¥26,582million (consolidated, fiscal year ended March 2025)
Employees	497 (consolidated), 267 (non-consolidated) as of March 2025
Locations	19 in Japan, 6 overseas (consolidated, as of March,2025)

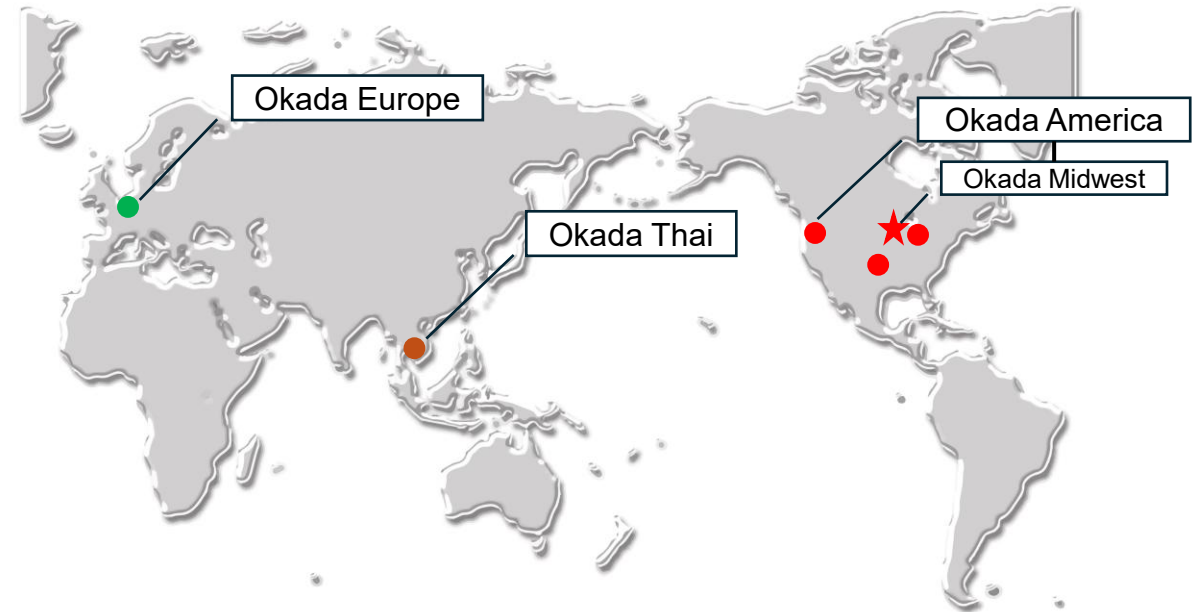


01

Locations: 19 in Japan, 6 overseas



- OKADA AIYON 13bases
- AIYON TECH 1base
- Nansei Machine 5bases



- ★ Okada America 4bases (Oregon/HQ)
- Okada Europe 1base (Netherlands/HQ)
- Okada Thai 1base (Ayutthaya/HQ)

(consolidated, as of March,2025)

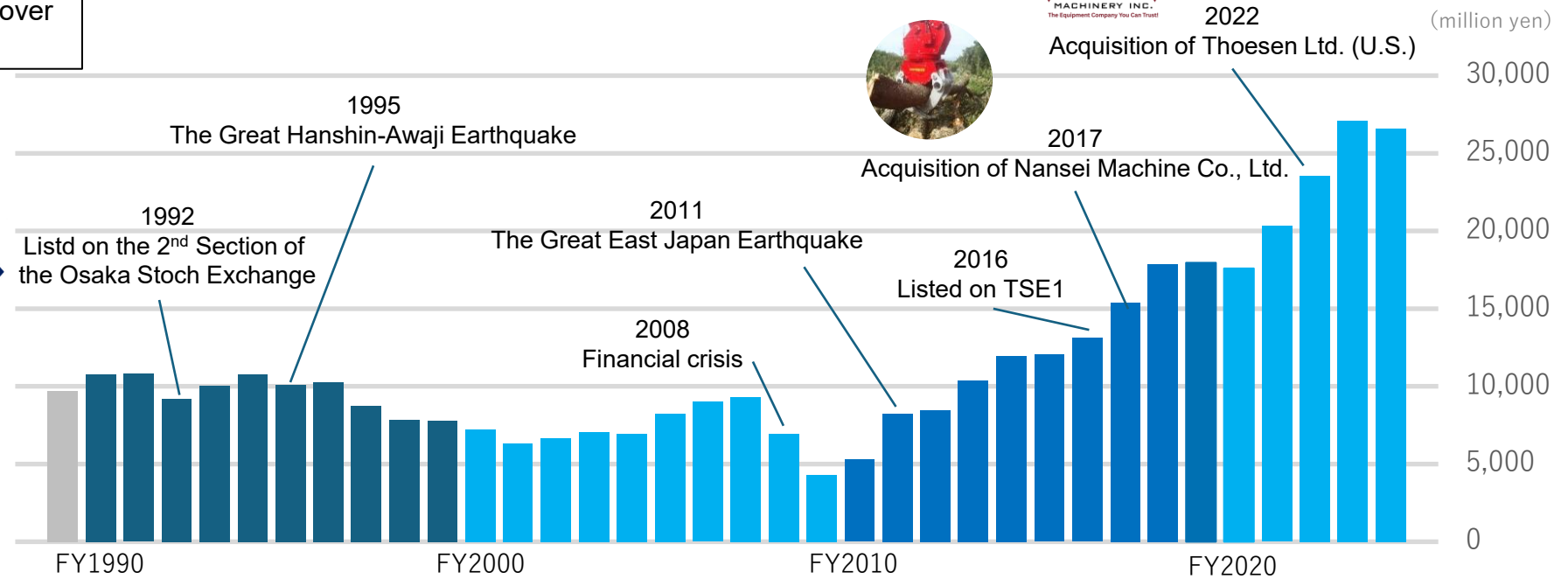
01

History



Changes in net sales over the past 35 years

Since 1990s



01

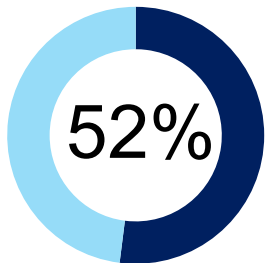
Our Major Product : Demolition Attachments

Domestic market share of our major products

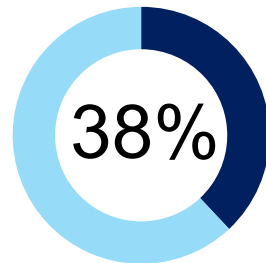
No.1



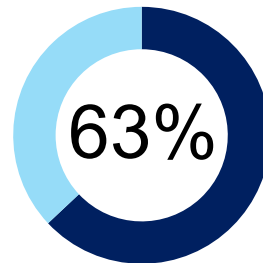
Primary Crushers



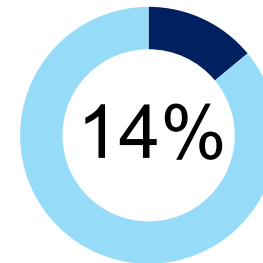
Pulverizers



Cutters



Hydraulic breakers



Specific demolition attachments for hydraulic shovels to demolish concrete buildings etc.

(Prepared by company based on materials published by the Japan Construction Equipment Manufacturers Association (CEMA), April to June 2025)

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02

Results Summary Q1 FY3/26

Net sales

6,161 million yen (-0.6% YoY)

Operating profit

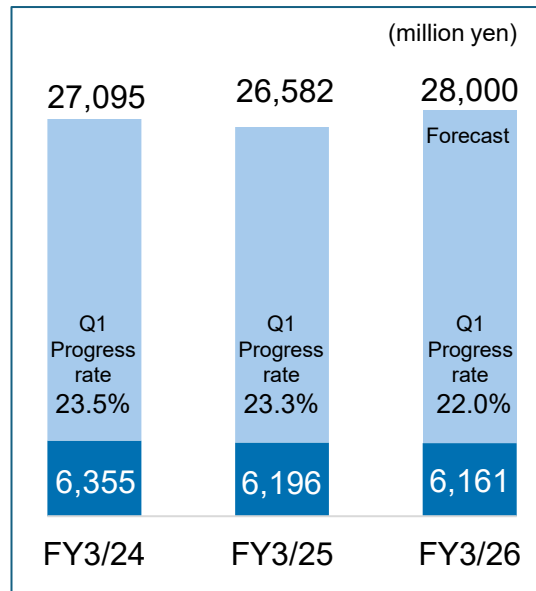
517 million yen (-6.4% YoY)

Ordinary profit

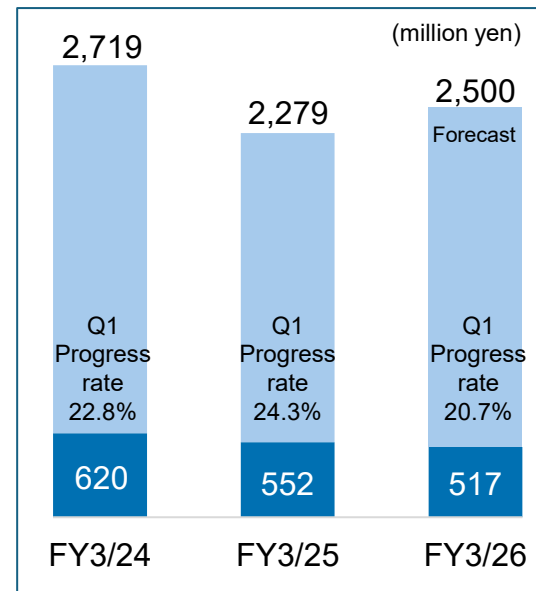
510 million yen (-22.6% YoY)

Profit

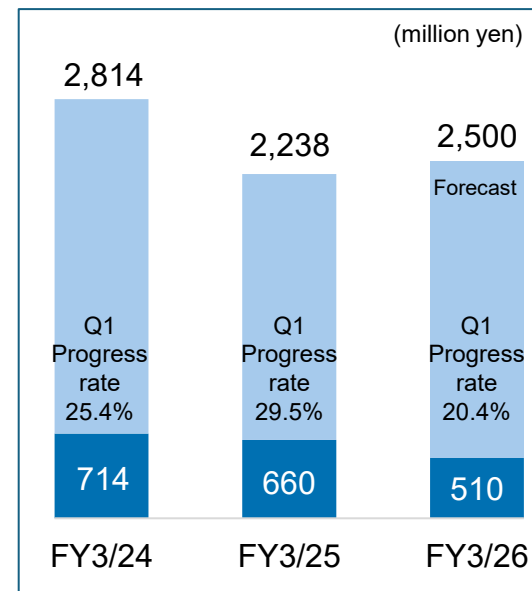
328 million yen (-21.4% YoY)



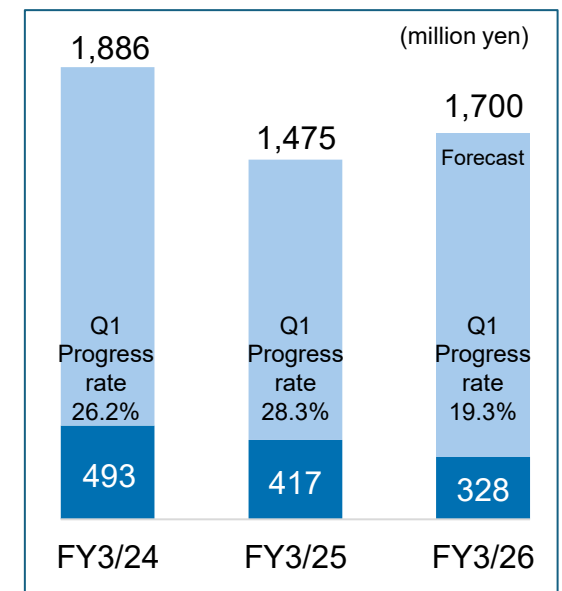
Net sales



Operating profit



Ordinary profit



Profit

02

Business Results Q1 FY3/26

● Although Overseas saw increased revenue and operating profit due to a recovery trend in North America, the decline in revenue and operating profit in Japan led to a decrease in both revenue and operating profit on a consolidated basis. The full-year outlook remains unchanged.

(Million yen)

	Q1 FY3/25 Results	Q1 FY3/26 Results	YoY change		FY3/26 Forecasts	Progress Rate (%)
			(amount)	(%)		
Net sales	6,196	6,161	(35)	(0.6)	28,000	22.0
Gross profit	1,871	1,895	24	1.3	—	—
SG&A expenses	1,318	1,390	59	4.5	—	—
Operating profit	552	517	(35)	(6.4)	2,500	20.7
Ordinary profit	660	510	(149)	(22.6)	2,500	20.4
Profit (attributable to owners of parent)	417	328	(89)	(21.4)	1,700	19.3

Average exchange
rate used

USD : 156 yen
Euro : 168 yen

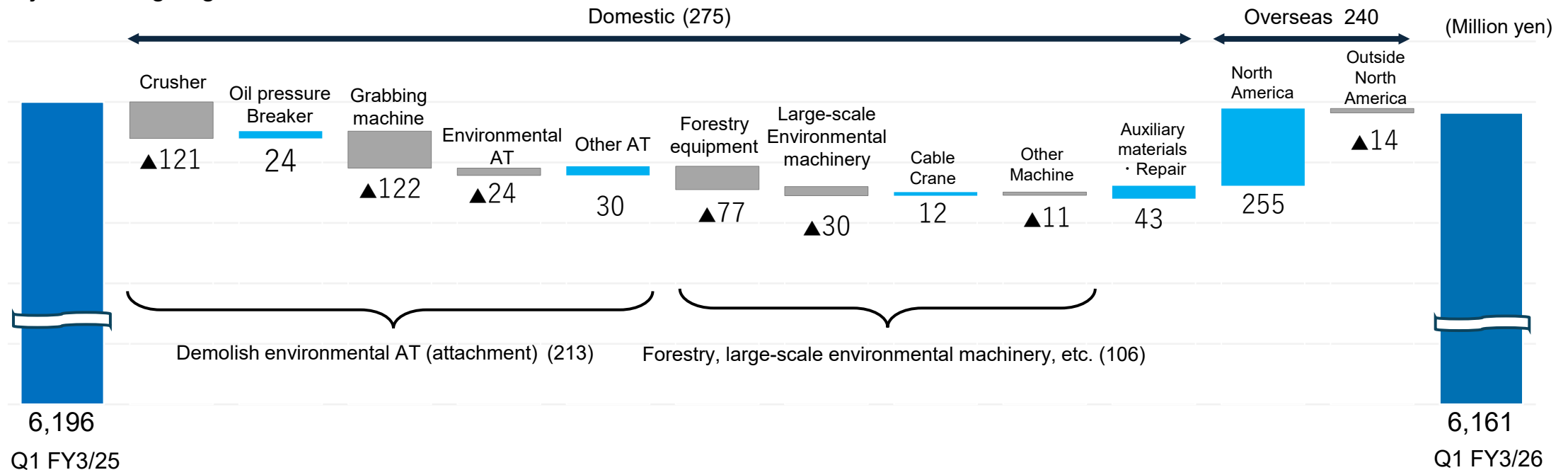
USD : 146 yen
Euro : 162 yen

※The exchange rate assumptions for FY3/26 for USD : 145 yen and for Euro : 155 yen.

02

Factors for Changes in Net Sales Q1 FY3/26

- In Japan, revenue from crushers declined due to weak demand. This was mainly caused by delivery delays stemming from construction site schedule setbacks, sluggish excavator sales, and the postponement of demolition work during the Osaka-Kansai Expo. However, as demolition demand remains firm, a recovery in crusher sales is expected going forward. Revenue from grapples and forestry machinery also declined due to weak demand. On the other hand, cable cranes, auxiliary materials, and repair services recorded revenue growth.
- In Overseas, revenue increased as the expansion of new sales channels offset the slow recovery in demand in our core North American market. While uncertainty remains regarding the impact of tariffs, we anticipate a further recovery in demand driven by inventory adjustments going forward.



02

Sales Trends by Model Q1 FY3/26

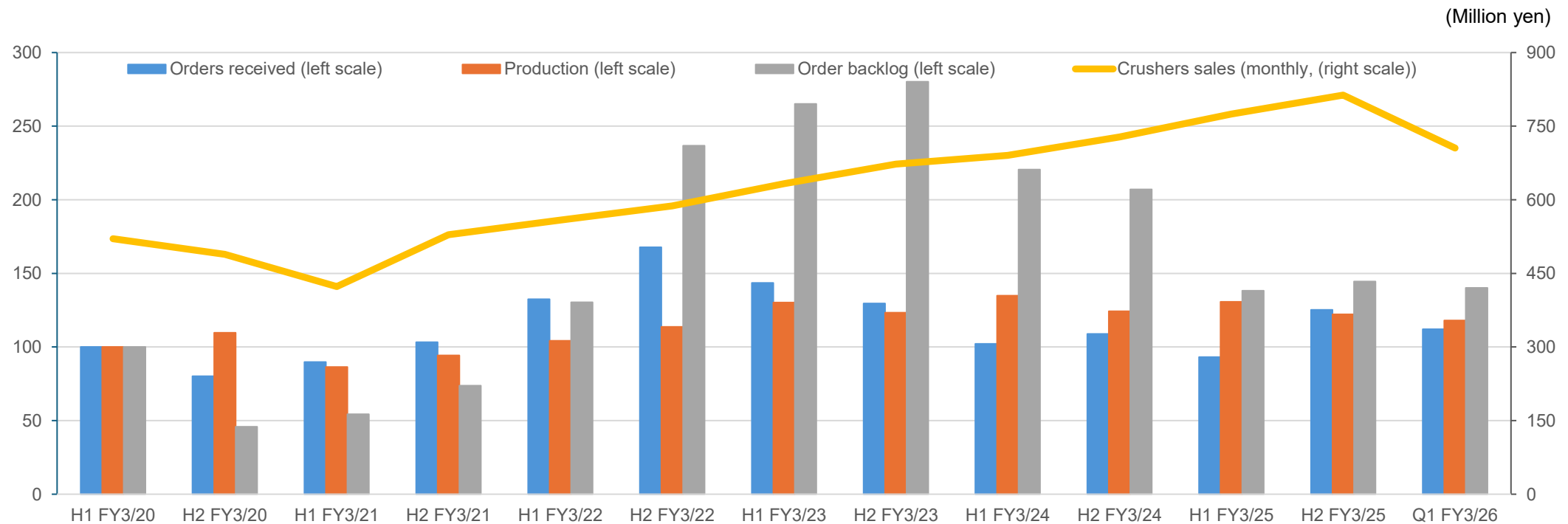
(Million yen)

			Q1 FY3/24	Q1 FY3/25	Q1 FY3/26	YoY		Yo2Y
						Amount	Changes (%)	Changes (%)
Domestic	Demolish environmental attachments	Crushers	1,803	2,238	2,116	(121)	(5.4)	17.3
		Breakers	206	200	225	24	12.4	9.0
		Grapples	376	344	222	(122)	(35.5)	(40.9)
		Environmental attachments	146	125	101	(24)	(19.5)	(30.9)
		Others	295	242	273	30	12.7	(7.6)
		Total	2,829	3,152	2,939	(213)	(6.8)	3.9
	Forestry machinery, large environmental machinery, others	Forestry machinery	474	446	369	(77)	(17.3)	(22.1)
		Large environmental machinery	227	193	163	(30)	(15.8)	(28.4)
		Cable crane	316	244	257	12	5.3	(18.6)
		Others	136	35	23	(11)	(33.0)	(82.8)
		Total	1,155	919	813	(106)	(11.6)	(29.6)
	After- sales business	Material	481	491	484	(7)	(1.6)	0.5
		Repair	217	239	291	51	21.5	33.9
		Total	699	731	775	43	6.0	10.9
Domestic segment			4,683	4,803	4,527	(275)	(5.7)	(3.3)
Overseas	U.S.		1,210	954	1,209	255	26.7	0.0
	Europe		271	257	237	(19)	(7.5)	(12.5)
	Asia (excluding China)		139	122	124	1	1.0	(11.0)
	Others		50	57	61	3	6.3	21.5
Overseas segment			1,671	1,392	1,633	240	17.3	(2.3)
Consolidated total			6,355	6,196	6,161	(35)	(0.6)	(3.1)

02

Orders, Manufacturing and Sales Trends for Demolition Crushers and Other Mainstay Products

- The order backlog increased sharply due to longer delivery times reflecting a shortage of components following the COVID-19 pandemic, but it is stabilizing with normalization of delivery times due to increased production capacity.
- Demand for demolition is strong, and capacity expansion is ongoing, so we believe it is in a solid position.

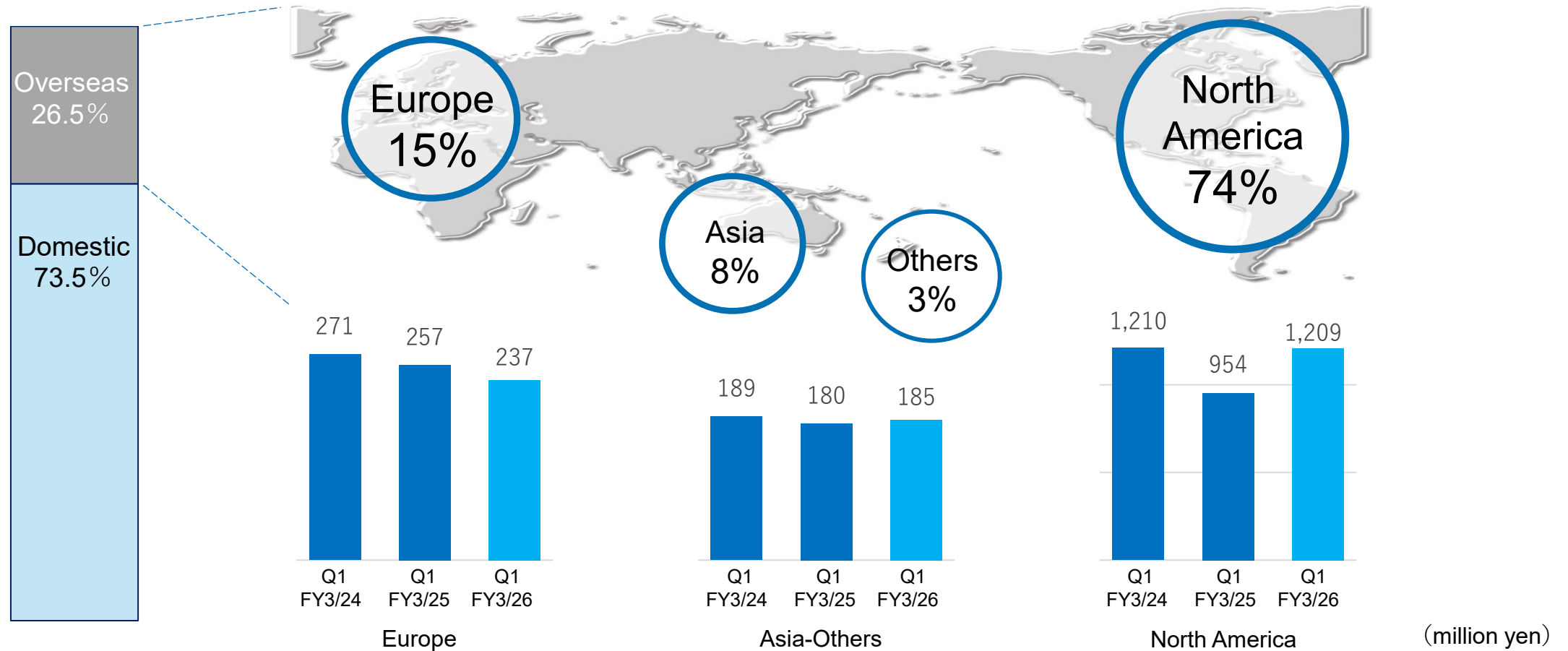


- Including products manufactured by OKADA AIYON and AIYON TECH
- Orders received, production and order backlogs are set at 100 for the H1 FY3/20

02

Overseas Sales Breakdown by Region Q1 FY3/26

- Although revenue in Europe declined year-on-year, both North America and Asia recorded year-on-year increases. In particular, North America saw revenue growth, supported by the expansion of new sales channels, despite a gradual recovery in demand.

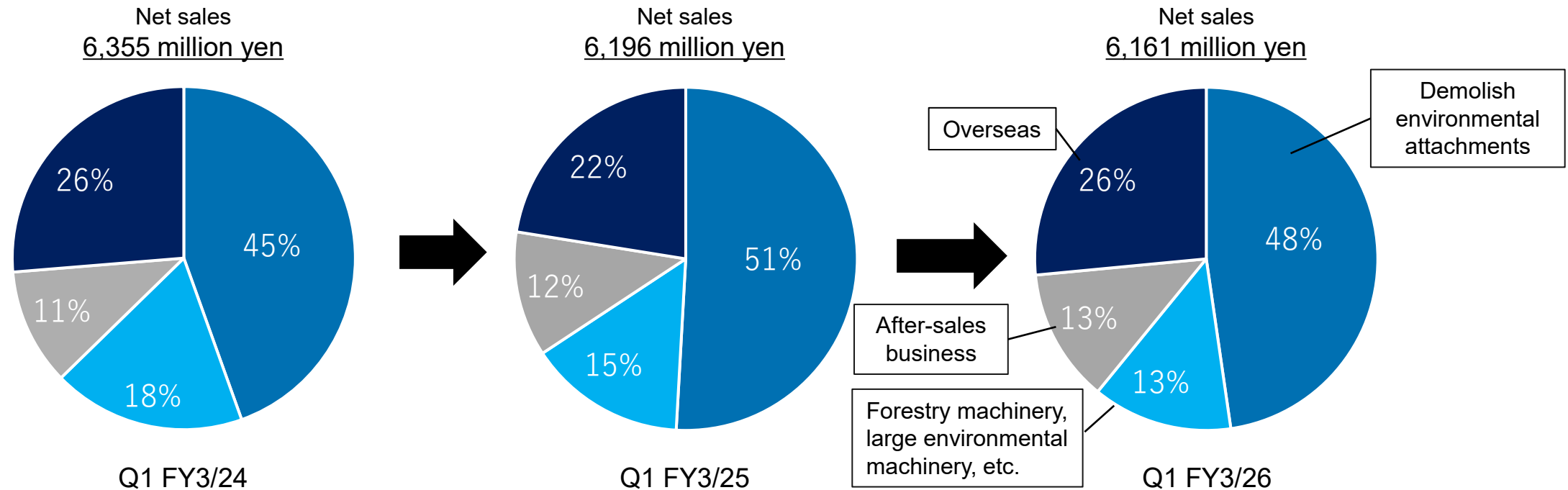


02

Sales by Segment and Business Q1 FY3/26

● Driven by revenue growth in North America, the portion of Overseas increased year-on-year. Conversely, the portion of Demolish environmental attachments contracted due to softening demand in the current market.

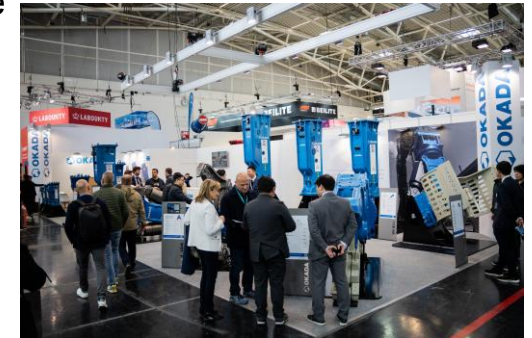
*See "Sales Trends by Model" on page 11 for details of each segment.



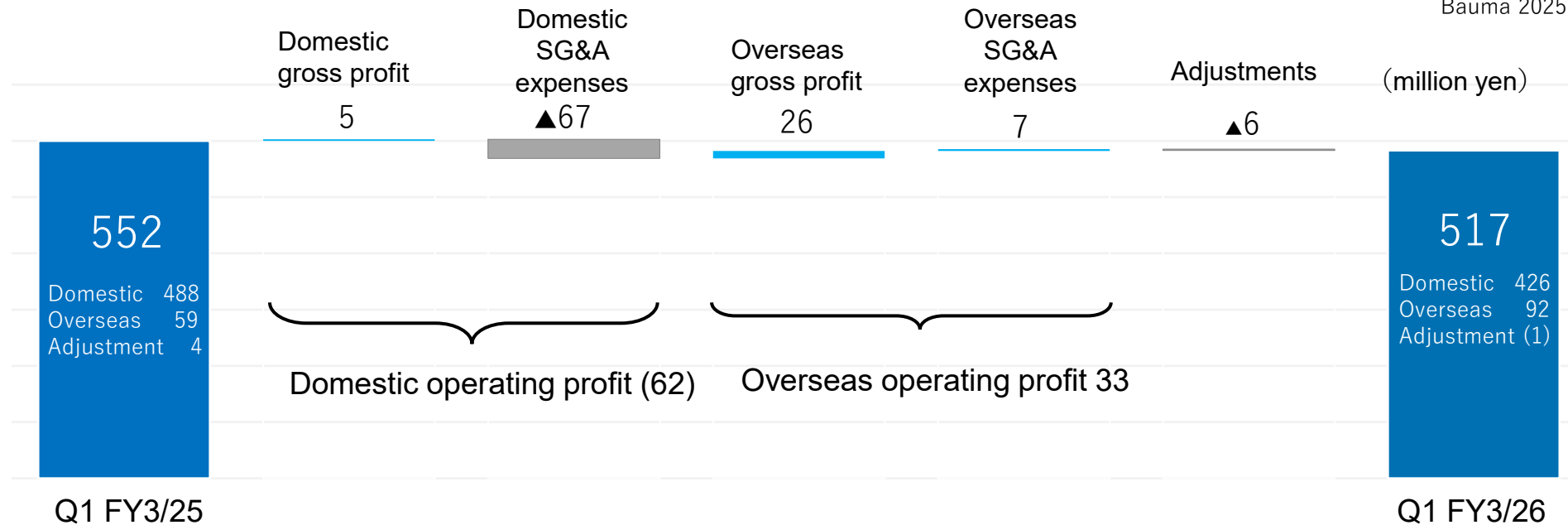
02

Factors for Changes in Operating Profit Q1 FY3/26

- In Japan, operating profit declined mainly due to an increase in selling, general, and administrative expenses. The primary factor was the cost of exhibiting at 'Bauma,' the world's largest construction machinery trade fair held every three years in Germany. At this event, we debuted the new globally standardized hydraulic breaker series, TOP. We also gathered essential information for the development of new products for the European market—a key challenge—and saw positive momentum in cultivating new dealership opportunities.
- Profit from Overseas increased, mainly due to improved gross profit margins resulting from sales growth in North America.



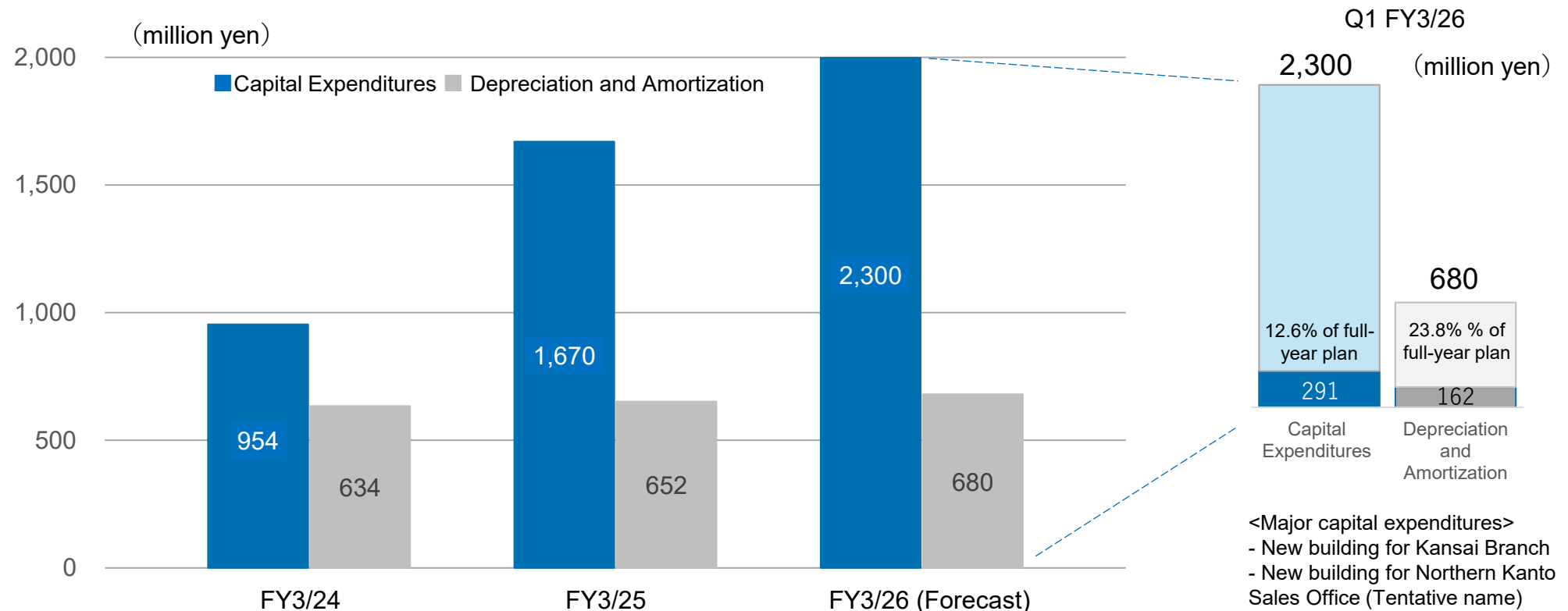
Bauma 2025



02

Capital Expenditures and Depreciation Plan

Continuing from the previous fiscal year, we remain committed to expanding our store presence in central urban areas, where future demand growth is anticipated. Capital expenditures for the current fiscal year include building-related costs for the relocation of the Kansai Branch and for the establishment of the (tentatively named) Northern Kanto Sales Office.

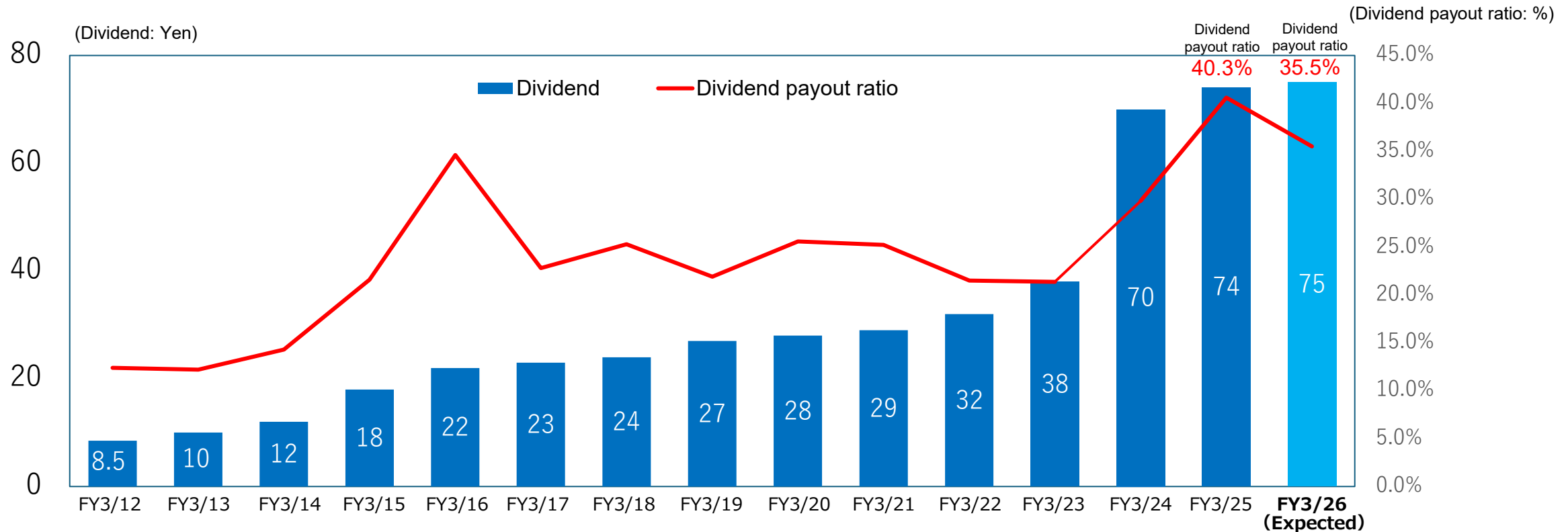


02

Shareholder Return: Dividend Results and Plan

Dividend policy: Based on stable business growth, we aim for
① progressive dividends and ② a dividend payout ratio of 30% or more.

- For the FY3/25, the annual dividend was executed to be 74 yen, an increase of 4 yen from the previous year.
- For the FY3/26, the annual dividend is expected to be 75 yen, an increase of 1 yen (16th consecutive year of dividend increases).



02

Growth Strategy: Market Plan of “Vision 30”

We aim to achieve the sales target of 30 billion yen during the three-year period of VISION 30 ahead of schedule and move forward with next-generation initiatives.

In Japan, centered on the sales of its core Crusher, the company aims to maintain and expand its leading market share.

- Demolish environmental attachments

A robust order-taking and production system has already been established, with further expansion planned.

- Forestry machinery

Sales expansion is being pursued through business integration with Nansei Machinery and the positive impact of new products.

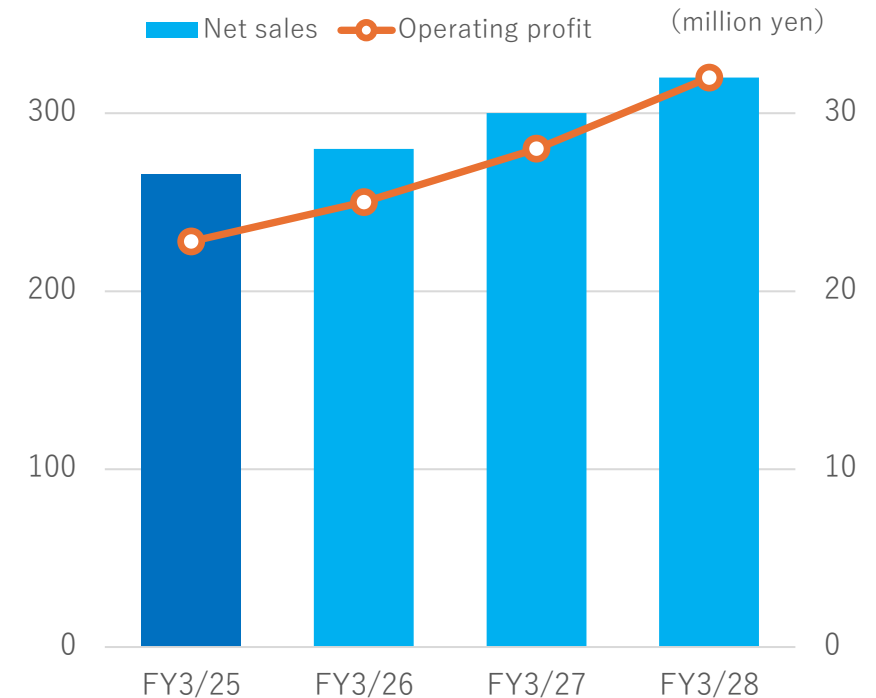
Overseas, with significant potential for market development, the company aims for medium- to long-term growth by strengthening its sales structure and by expanding into new markets for its core crusher products.

- North America

Accounting for 70% of overseas sales, efforts are being strengthened to develop the crusher market and promote sales to new rental companies.

- Europe

In the European market, sales expansion is being pursued through the launch of globally competitive hydraulic breaker models and the development and lineup enhancement of new products tailored for Europe.



02

Growth Strategy: News on New Products and Developments

- By providing end-to-end solutions encompassing development, manufacturing, sales, and after-sales service, we are committed to solving customer challenges. A key strength is our user-participatory product development approach, which incorporates on-site demolition needs.
- New release: TS-WD1350V, a lightweight large crusher for 30–40ton class excavators, featuring approximately 7% weight reduction compared to previous models (*).



a lightweight large Crusher for 30–40ton class excavators: TS-WD1350V

* Compared to conventional model: TS-WD1400V



Heavy-Duty Pulverizer : OSC-210D



Automatic Oscillating Sprinkler : ASK-300B



Development model: TS-WD1100V – a large Crusher equipped with replaceable crushing jaws.

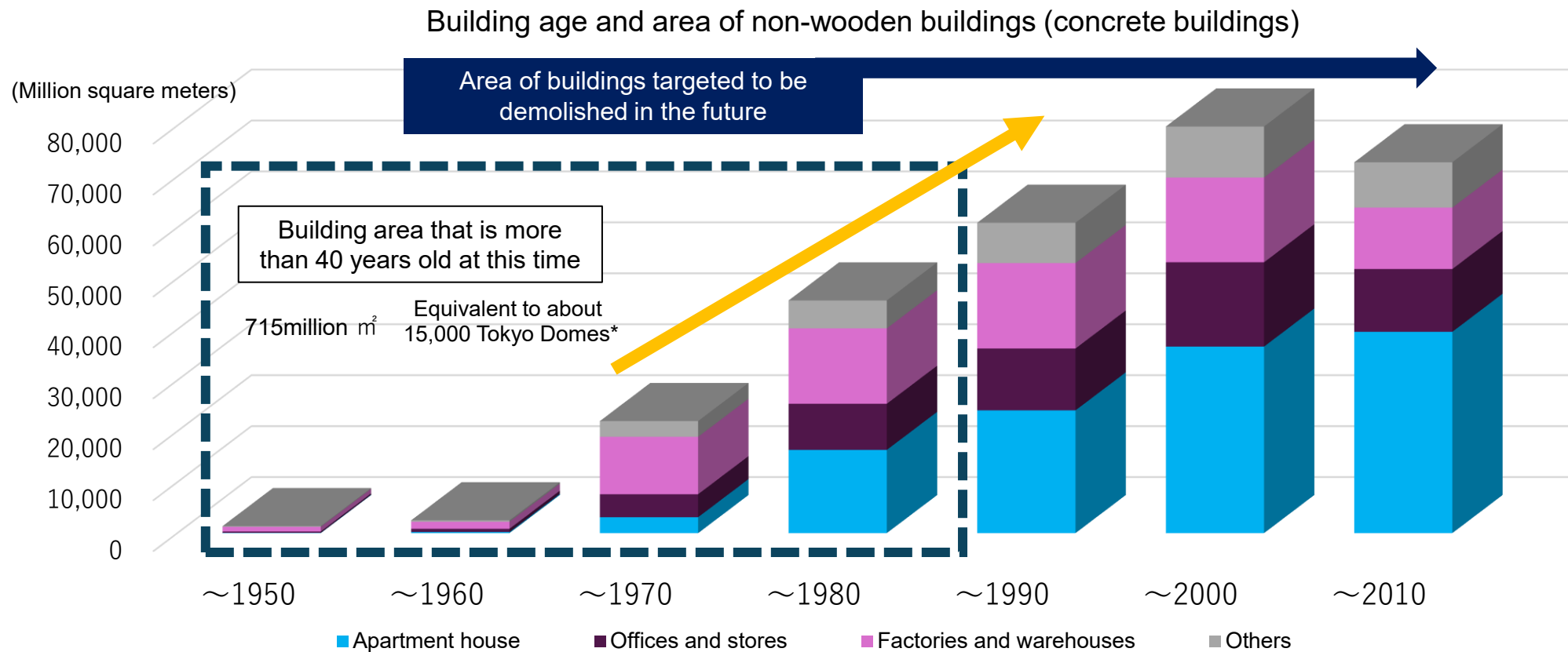
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Potential for Domestic Demolition Market

- Looking at demolition targets for buildings 40 years old or older, demolition demand will begin in earnest in the coming years (an area equivalent to about 1,500 Tokyo Domes* will be targeted each year)



*Converted to the floor area of the Tokyo Dome as 46,000m²

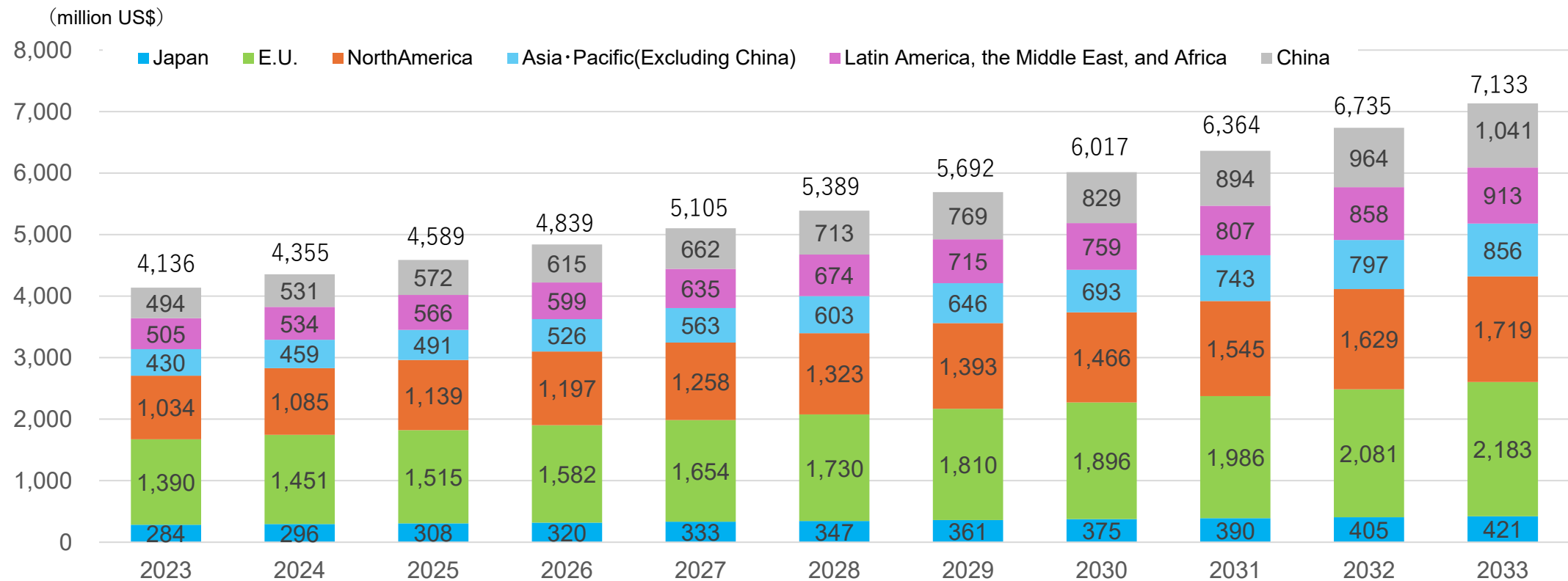
Prepared by the Company from "Building Stock Materials," Ministry of Land, Infrastructure, Transport and Tourism

03

Global Market Growth Outlook : Demolition Attachment Market

● 2023-2033 (10years) CAGR (compound annual growth rate)

Global: approx. 5.6%, US/Europe/Asia: approx. 5.2%, Japan: approx. 4.0%

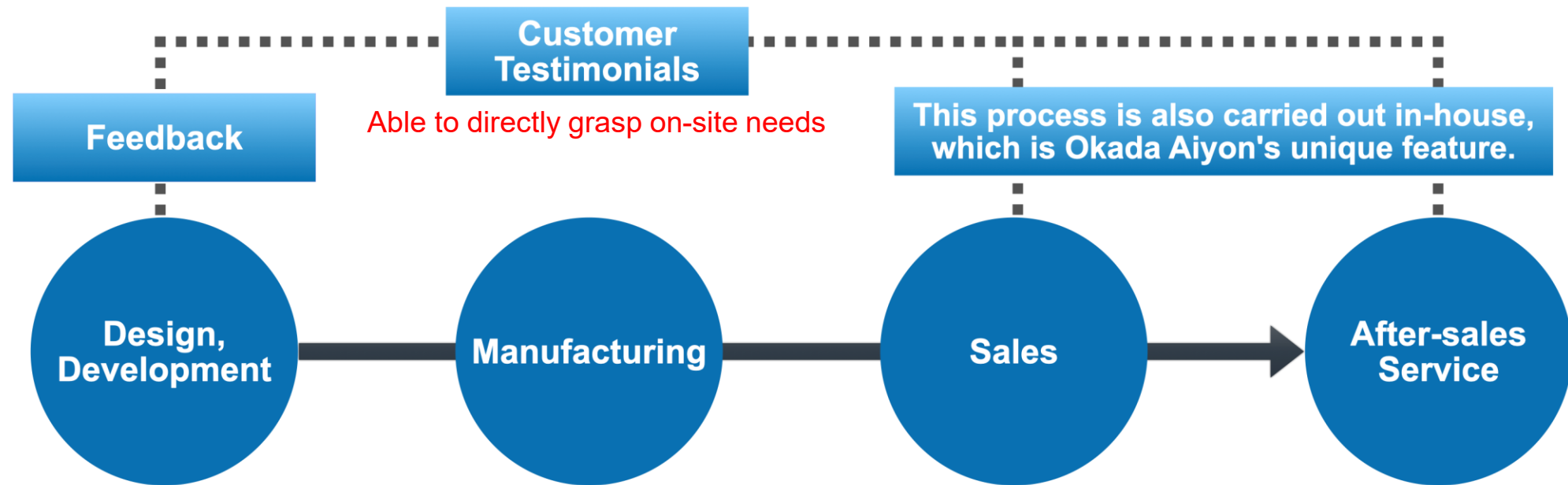


* Created by our company based on survey data from a private research company

03

Our strengths : A comprehensive recycling model

Demolition attachments can wear out or break during use, so repairs are inevitable.



Utilizing on-site needs learned through after-sales service and direct sales in development

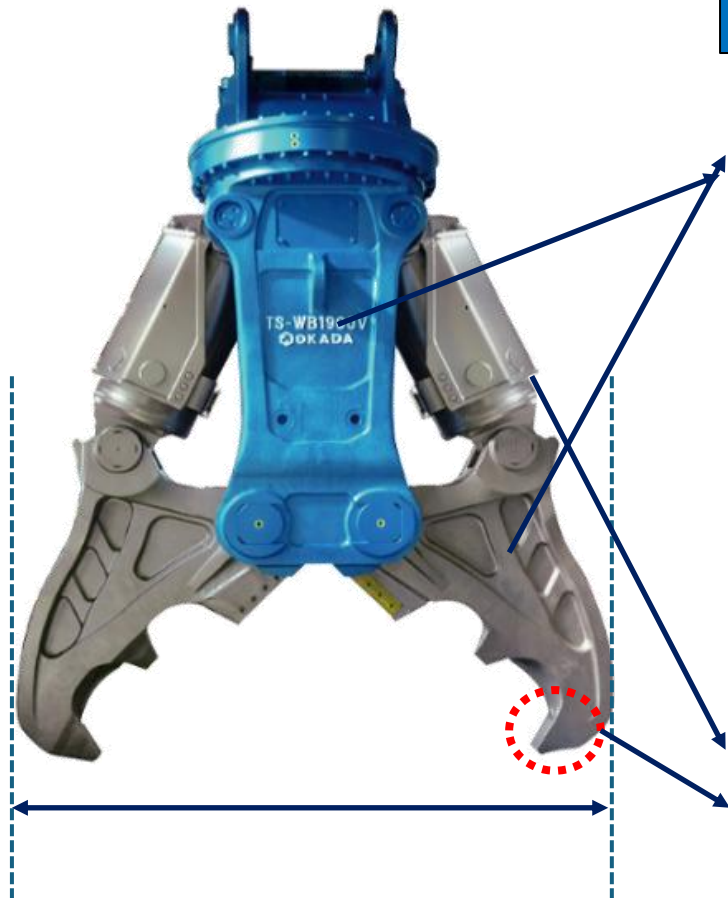
As a manufacturer, we have the industry's largest after-sales service system.

03

Product strengths



Our commitment to our products



Cast steel is used for the crushers and cutters, which require particular strength in demolition work.

"Cast steel"... Produced by melting special steel and pouring it into a mold. There are no welded joints, making it stronger than "sheet metal products." It can also be freely shaped, allowing for excellent design options.



"Canning & welding"... Produced by cutting and welding steel plates.



Cast steel



Canning & welding

- The cylinder is equipped with an acceleration valve, achieving **both power and speed**.
- The wedge arm provides **outstanding crushing power**.
- As the arm closes, it does not protrude, allowing operation in **tight spaces**

03

Product introduction - Demolition environmental attachment #1

- For building demolition
- Targets: concrete, rebar

Crushers

Primary Crushers



- Dismantling the main part

Pulverizers

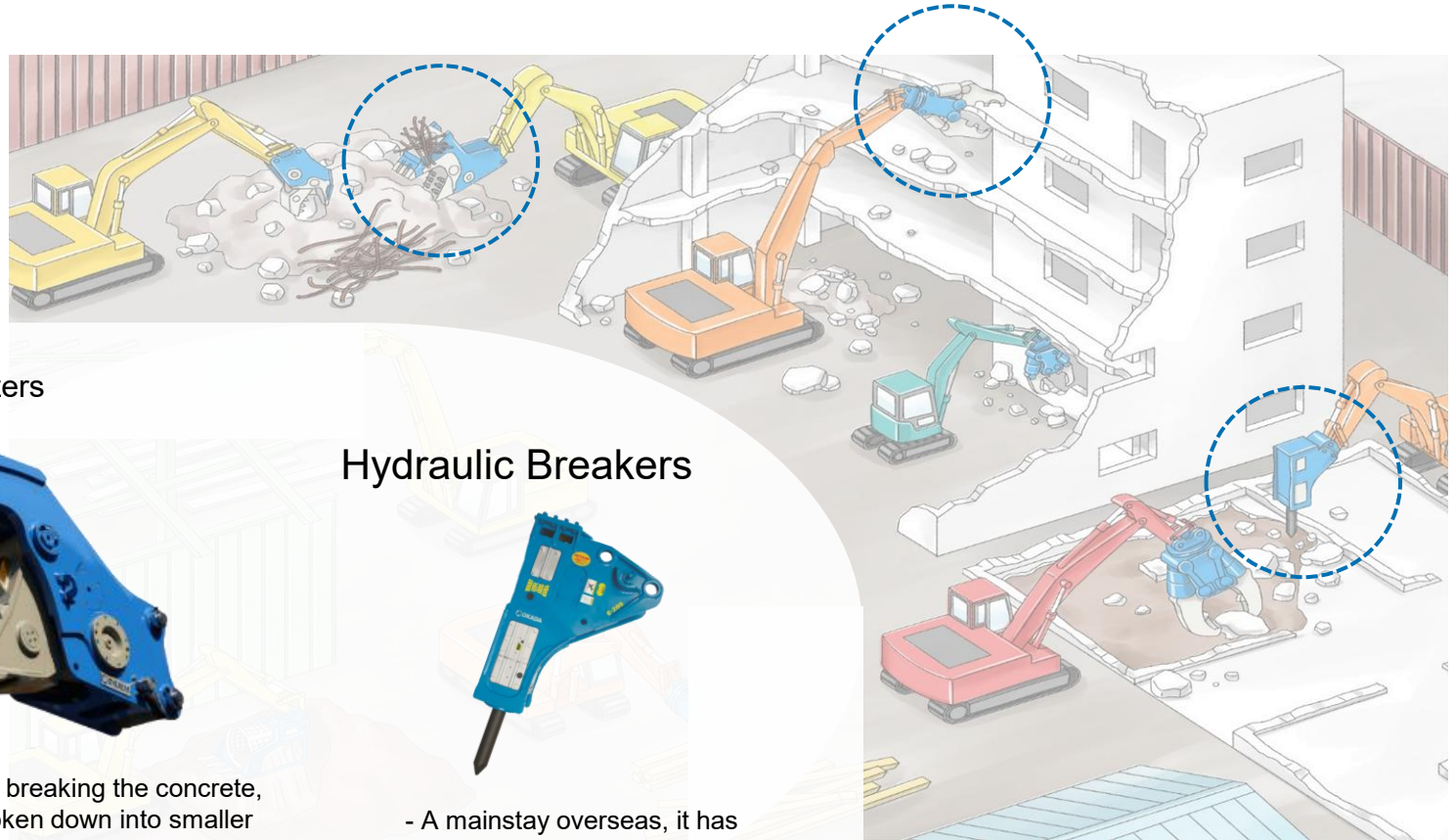


- After roughly breaking the concrete, it is further broken down into smaller pieces.

Hydraulic Breakers



- A mainstay overseas, it has outstanding crushing power.
- However, it's noisy.



03

Product introduction - Demolition environmental attachment #2

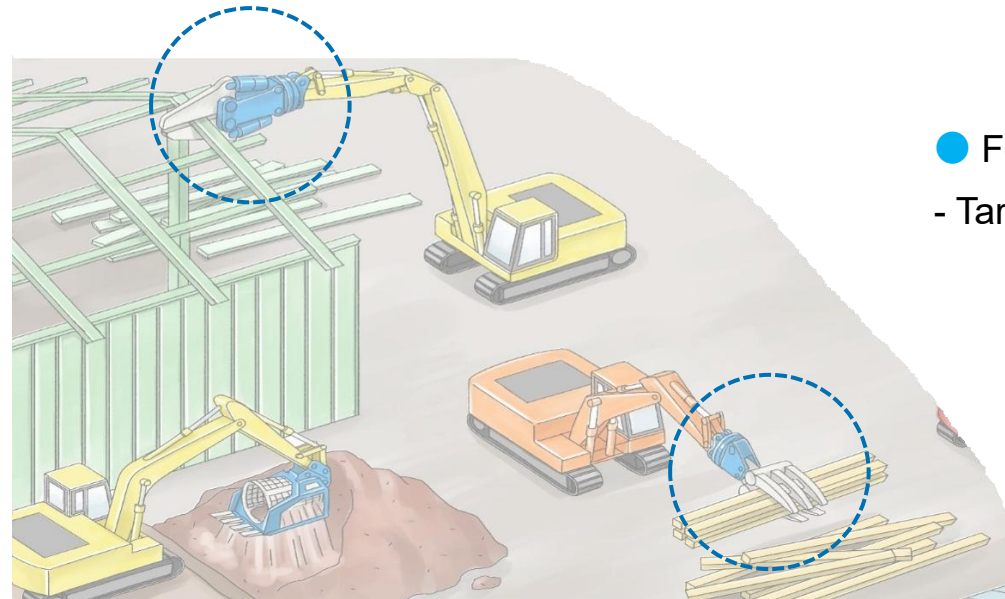
- For factory buildings, plants, and ship demolition
- Targets : metal

Crushers

Cutters



- Used when cutting rebar and steel frames



- For disaster recovery
- Target : wood and scrap

Grapples



- A versatile machine that can be used for demolishing wooden houses, collecting scrap materials, and even during disasters

03

Product introduction - Forestry machinery and Cable crane

Forestry machinery



- Cutting down trees in the forest
- Pruning, trimming, and transporting

Cable crane



- For power plant and dam construction
- For transporting ready-mix concrete and materials on roadless mountain slopes
- For replacing pipes at aging hydroelectric power plants

03

Product introduction - Large environmental machinery

Medium-low speed rotating machines



- Capable of crushing even large logs
- Active in removing rubble after the Great East Japan Earthquake

High-speed rotating machines



- Cutting wood into chips
- Chips are used for biomass power generation, etc.

The plans and forecasts contained in this report are based on information currently available to the Company and certain assumptions deemed reasonable by the Company, and are subject to risks and uncertainties.

As such, the Company does not promise or guarantee the realization of any future plan figures or measures shown in this report.

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