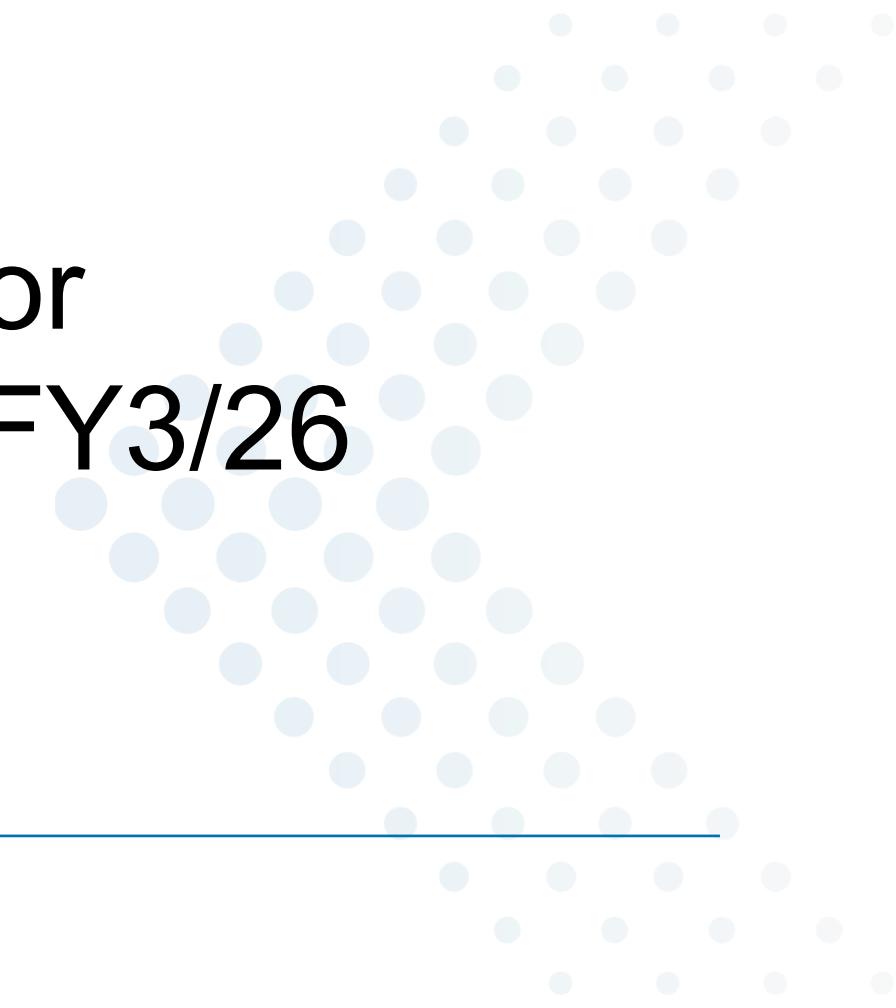


# Supplementary materials for the financial report for Q3 FY3/26



February 12, 2026

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OKADA AIYON CORPORATION (TSE Prime Market 6294)

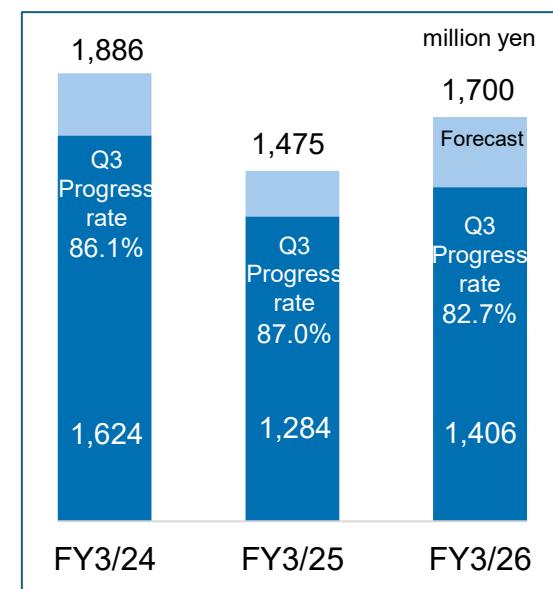
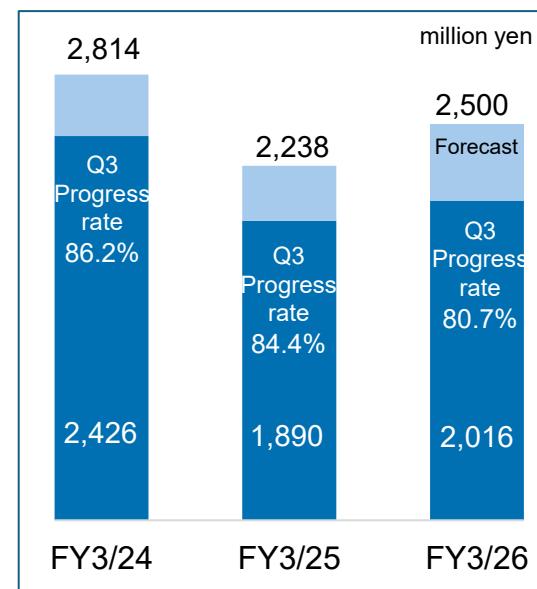
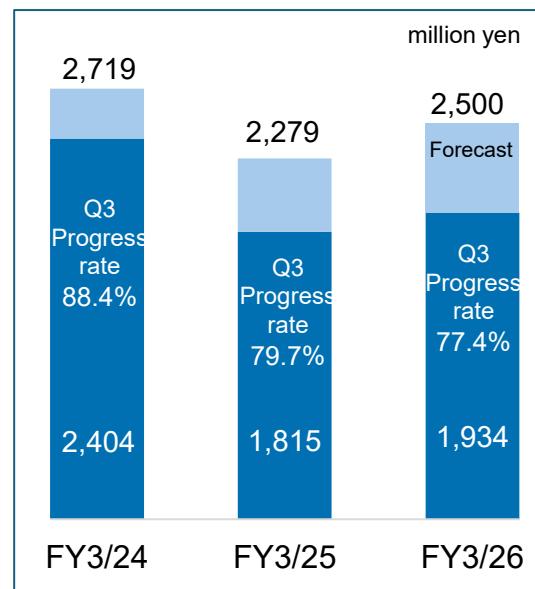
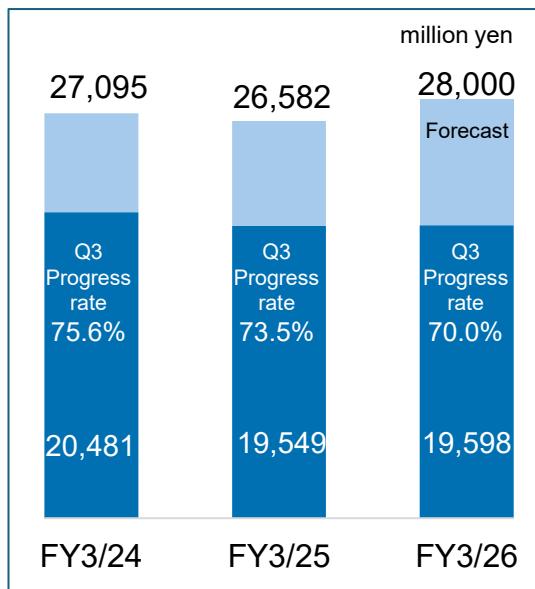
01

# Results Summary for Q3 FY3/26

**Net sales**
**19,598** million yen (+0.3% YoY)

**Operating profit**
**1,934** million yen (+6.6% YoY)

**Ordinary profit**
**2,016** million yen (+6.7% YoY)

**Profit**
**1,406** million yen (+9.5% YoY)

**【Net sales】**
**【Operating profit】**
**【Ordinary profit】**
**【Profit】**

# 01

# Financial Results for Q3 FY3/26 and Full-Year Forecast

- Revenue posted a slight year-on-year increase, while profit increased, driven by price revisions and cost-cutting measures. The full-year outlook remains unchanged.

(Million yen)

	Q3 FY3/25 Results	Q3 FY3/26 Results			FY3/26 Forecasts	Progress Rate (%)
			YoY change (amount)	YoY change (%)		
Net sales	19,549	19,598	49	0.3	28,000	70.0
Gross profit	5,819	6,011	192	3.3	—	—
SG&A expenses	4,003	4,076	73	1.8	—	—
Operating profit	1,815	1,934	119	6.6	2,500	77.4
Ordinary profit	1,890	2,016	126	6.7	2,500	80.7
Profit (attributable to owners of parent)	1,284	1,406	122	9.5	1,700	82.7

Average exchange  
rate used

USD : 153 yen  
Euro : 165 yen

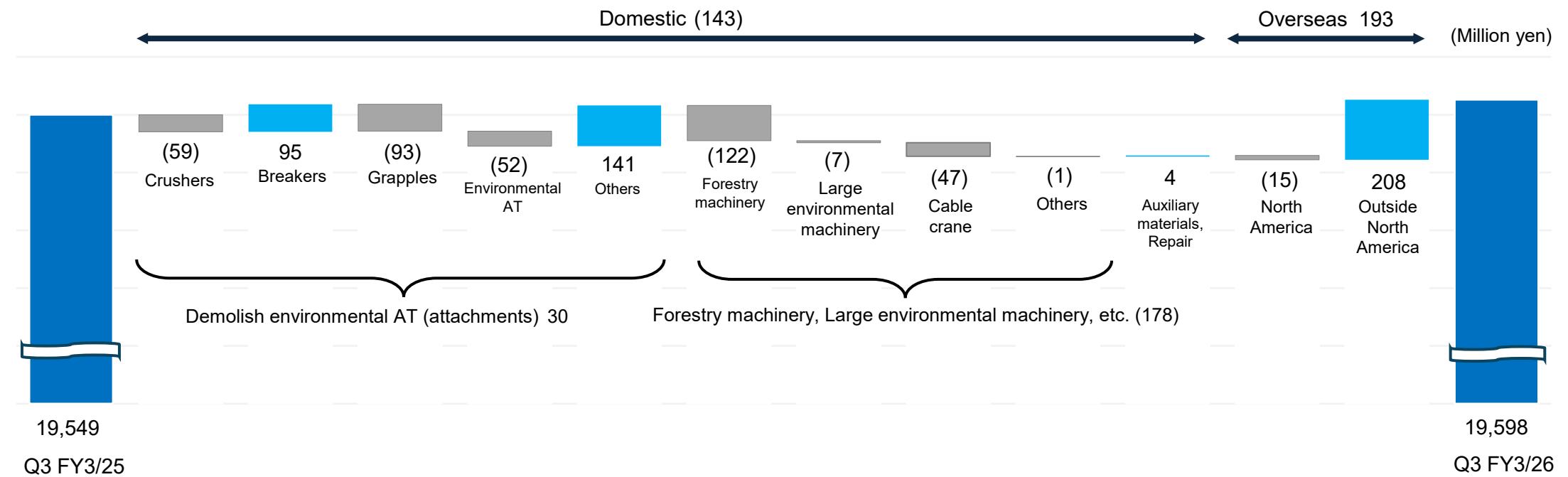
USD : 148 yen  
Euro : 169 yen

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

## 02

# Factors for Changes in Net Sales for Q3 FY3/26

- In Japan, revenue from Cross Cutters increased steadily; however, revenue from Primary Crushers and Pulverizers declined due to labor shortages, rising construction costs leading to project postponements. As a result, revenue for Crushers as a whole decreased. Hydraulic Breakers recorded steady growth and higher revenue. In the aftermarket business, a slight decline in auxiliary material sales was offset by solid growth in repair revenue, leading to an overall increase in revenue.
- Overseas, in North America, while the impact of reduced purchasing due to inventory adjustments by rental companies at OKADA AMERICA showed signs of recovery, lower sales of products to end users at OKADA MIDWEST resulted in a decline in revenue. Outside of North America, sales expanded in both Europe and Asia, resulting in increased revenue.



## 02

# Sales Trends by Model for Q3 FY3/26

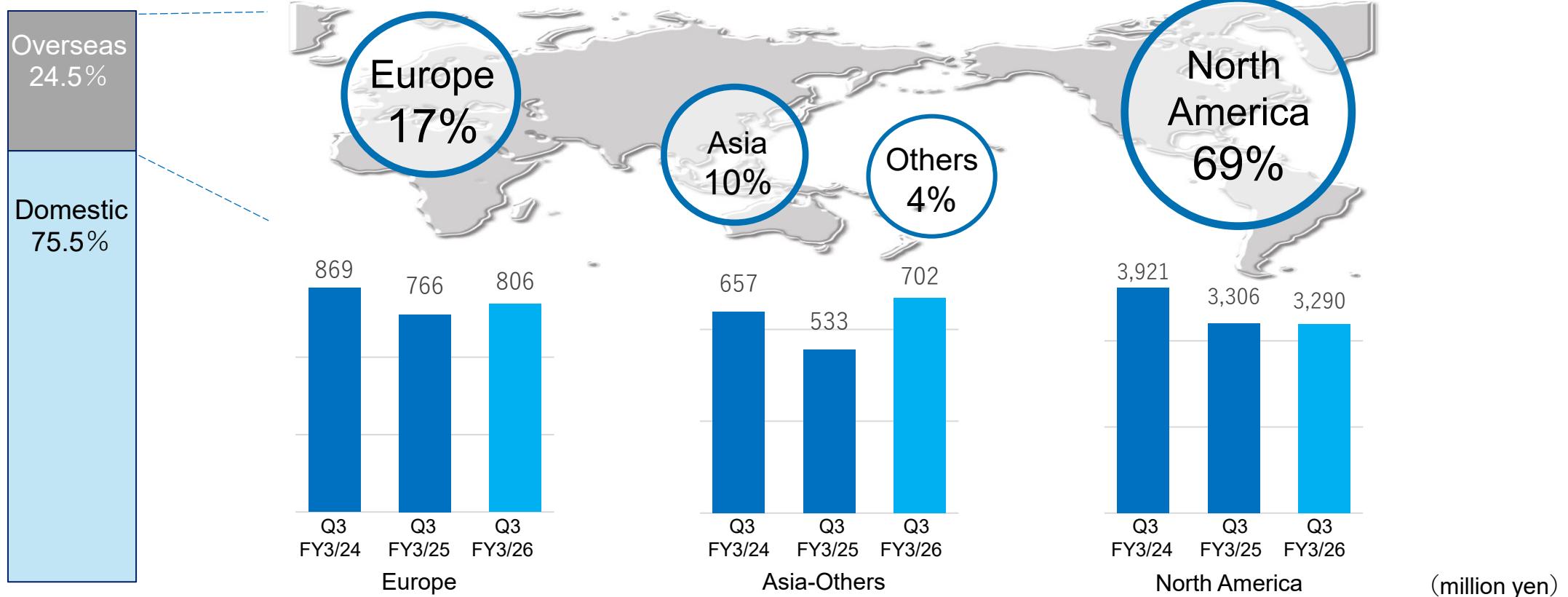
(Million yen)

		Q3 FY3/24	Q3 FY3/25	Q3 FY3/26	YoY		Yo2Y Changes (%)
					Amount	Changes (%)	
Domestic	Demolish environmental attachments	Crushers	6,134	6,873	6,813	(59)	(0.9)
		Breakers	691	599	694	95	15.8
		Grapples	1,007	1,071	977	(93)	(8.7)
		Environmental attachments	394	396	343	(52)	(13.3)
		Others	936	802	944	141	17.6
		Total	9,164	9,743	9,773	30	0.3
	Forestry machinery, large environmental machinery, others	Forestry machinery	1,440	1,360	1,238	(122)	(9.0)
		Large environmental machinery	545	438	431	(7)	(1.7)
		Cable crane	1,158	899	852	(47)	(5.3)
		Others	267	112	111	(1)	(1.1)
		Total	3,412	2,812	2,633	(178)	(6.3)
	After- business sales	Material	1,590	1,537	1,497	(39)	(2.6)
		Repair	866	850	894	44	5.2
		Total	2,456	2,387	2,392	4	0.2
Domestic segment		15,033	14,943	14,799	(143)	(1.0)	(1.6)
Overseas	North America	3,921	3,306	3,290	(15)	(0.5)	(16.1)
	Europe	869	766	806	39	5.2	(7.3)
	Asia (excluding China)	447	333	503	170	51.2	12.7
	Others	209	199	198	(1)	(0.7)	(5.4)
	Overseas segment	5,448	4,606	4,799	193	4.2	(11.9)
Consolidated total		20,481	19,549	19,598	49	0.3	(4.3)

## 02

## Overseas Sales Breakdown by Region for Q3 FY3/26

- In Europe, despite the continued impact of demand slowdown since the second half of the previous year, revenue increased, supported by growth in Crusher sales. In Asia, revenue increased as sales expanded in India, Thailand, Taiwan, and other markets. In North America, although the impact of inventory adjustments at OKADA AMERICA showed signs of recovery, revenue declined due to lower sales of products at OKADA MIDWEST.

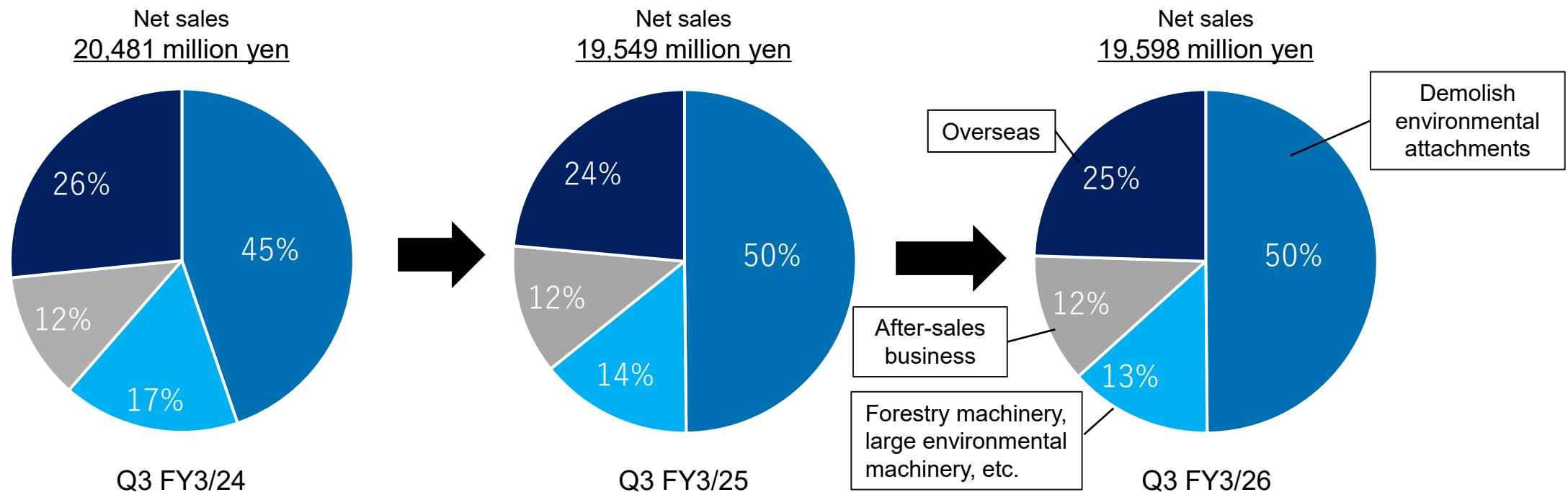


## 02

## Sales by Segment and Business for Q3 FY3/26

- Revenue declines in domestic forestry machinery and large environmental machinery were offset by revenue growth overseas, resulting in year-on-year changes in the respective segment composition ratios.

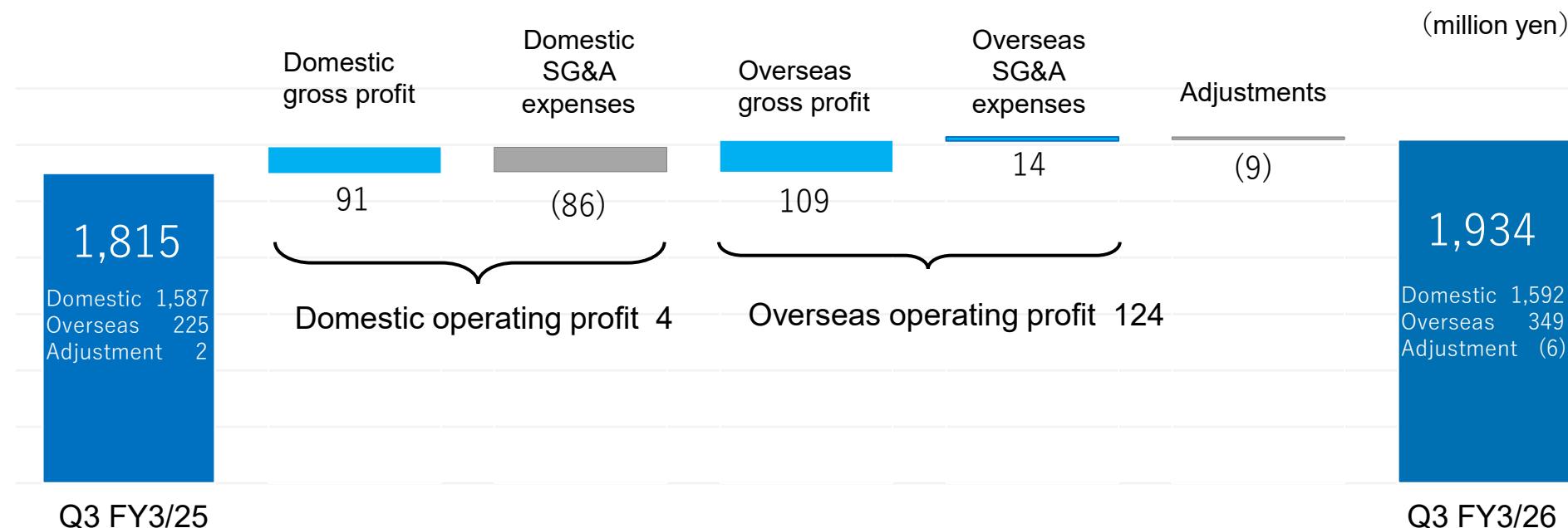
\*See "Sales Trends by Model" on page 5 for details of each segment.



02

# Factors for Changes in Operating Profit for Q3 FY3/26

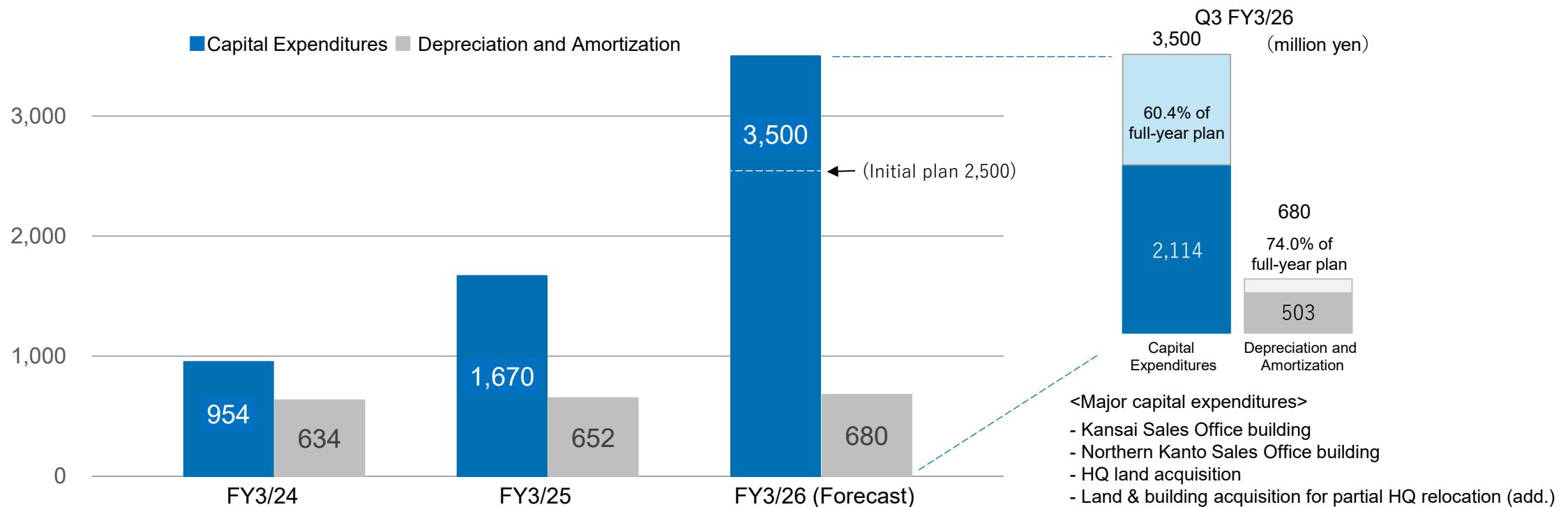
- In Japan, profit increased as price adjustments implemented in response to rising raw material costs helped maintain profitability.
- Overseas, profit increased, driven by higher revenue - particularly at OKADA AMERICA - and by expense-optimization efforts.



## 02

## Capital Expenditures and Depreciation Plan

● The sales office network continues to be expanded in central urban areas, where mid- to long-term demand growth is anticipated. For the current fiscal year, capital expenditures initially included building-related costs for the relocation and reconstruction of the Kansai Sales Office, the establishment of the Northern Kanto Sales Office under the Tokyo Sales Office, and the acquisition of land associated with the HQ. Following this, an additional ¥1.0 billion was recorded for the acquisition of land and a building for the partial relocation of certain HQ functions, resulting in total capital expenditures increasing from the initial plan of ¥2.5 billion to ¥3.5 billion.

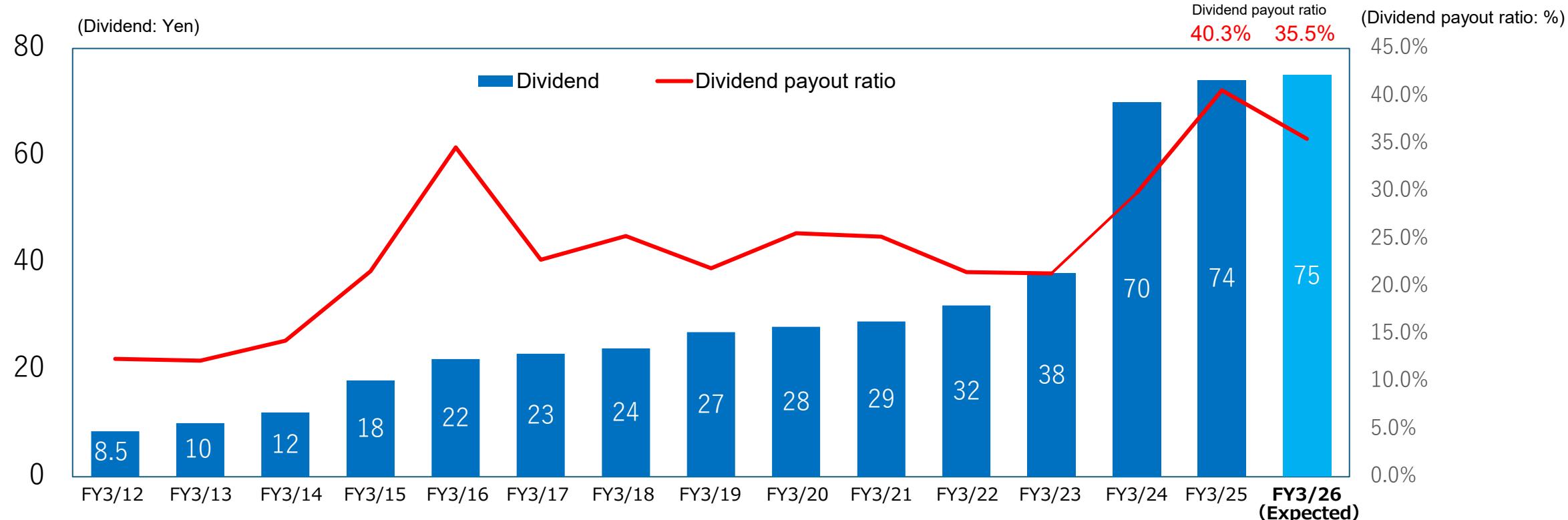


## 03

## 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.

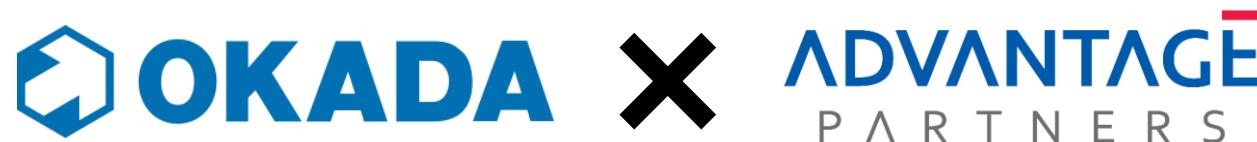
- For the FY3/25, the annual dividend was executed to be 74 yen, an increase of 4 yen from the previous year.
- For the FY3/26, the annual dividend is expected to be 75 yen, an increase of 1 yen (16th consecutive year of dividend increases).



## 04

## Growth Strategy: Progress Update on the AP Project

We will enter into a business partnership with Advantage Partners Inc. (“AP”) and raise funds to **accelerate growth strategies and improve corporate value**.



- Business partnership commenced on December 10, 2025, as scheduled.
- Four key initiatives have been launched and are currently progressing toward finalizing target KPIs:
  - Domestic Business
    - Enhancement of Pricing Capabilities
    - Maximization of LTV (Lifetime Value), including strengthening of after-sales services
  - International Business
    - North America Growth Strategy
  - Management Foundation Enhancement
    - Inventory Optimization and Cash Flow Improvement.
- **Numerical targets** are scheduled to be disclosed **in May 2026** (at the time of the full-year earnings announcement), to be incorporated into the management plan from FY3/27 onward.



## 04

# Growth Strategy: Domestic Network Expansion

- In January 2026, the Kansai Sales Office was relocated and expanded through new construction.
- Sales office infrastructure is being reinforced in a planned manner to enhance production and maintenance capabilities. Planned facility investments will continue to be implemented to support further growth.



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.

For inquiries, please contact:

OKADA AIYON CORPORATION  
Investor & Public Relations

URL: <https://www.okadaaiyon.com>  
Email : [soumu@aiyon.co.jp](mailto:soumu@aiyon.co.jp)