

Fiscal 2023 Third Quarter Result

1. Consolidated Statement of Income

(In Hundred Millions JPY)

	FY 2021	FY 2022							FY 2023						
	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	593.3	94.1	159.5	253.6	132.5	179.8	312.3	565.9	106.8	164.1	270.9	127.9	-	-	615
(% of Net Sales)	(11.9%)	(5.5%)	(13.1%)	(10.3%)	(11.9%)	(14.9%)	(13.6%)	(12.1%)	(6.6%)	(10.7%)	(9.1%)	(8.8%)	-	-	(12.4%)
Operating Profit	70.5	5.2	20.8	26.0	15.8	26.8	42.6	68.6	7.0	17.5	24.5	11.3	-	-	76
(% of Net Sales)	(13.0%)	(8.1%)	(14.4%)	(12.1%)	(14.2%)	(15.5%)	(15.0%)	(13.7%)	(9.3%)	(11.7%)	(10.7%)	(10.0%)	-	-	(13.2%)
Ordinary Profit	77.1	7.6	23.0	30.6	18.9	27.9	46.8	77.4	9.9	19.2	29.1	12.8	-	-	81
(% of Net Sales)	(10.0%)	(5.6%)	(10.4%)	(8.7%)	(10.4%)	(11.5%)	(11.0%)	(10.0%)	(6.6%)	(8.4%)	(7.7%)	(7.1%)	-	-	(9.3%)
Profit attributable to owners of parent	59.1	5.3	16.7	22.0	13.8	20.7	34.5	56.4	7.0	13.8	20.8	9.0	-	-	57
Capital Expenditures	8.2	1.3	0.9	2.2	1.3	2.8	4.0	6.2	0.8	2.3	3.1	2.3	-	-	10
Depreciation & Amortization	16.7	3.9	4.1	8.0	4.1	3.5	7.6	15.6	3.7	3.8	7.5	3.9	-	-	17
Exchange Rate USD to JPY (YEN)	106	109	111	110	114	116	115	113	125	139	135	144	-	-	135

2. Segment Information

1) Segment Results

(In Hundred Millions JPY)

	FY 2021	FY 2022							FY 2023						
	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	364	49	109	158	82	114	196	354	62	106	168	75	-	-	389
Self-Propelled AWP	90	13	13	26	16	30	46	72	14	21	34	21	-	-	86
Skid Steer Loader	17	4	4	8	5	2	7	15	3	3	6	2	-	-	13
Subtotal	470	66	126	192	103	146	249	441	78	130	208	98	-	-	488
Services	116	27	31	58	28	31	60	118	28	32	59	28	-	-	120
Other	7	1	2	4	1	2	4	7	1	2	4	2	-	-	7
Net Sales	593	94	160	254	133	180	312	566	107	164	271	128	-	-	615

2) Aerial Work Platforms (AWP)

(In Hundred Millions JPY)

Category	Area	Industry	FY 2021	FY 2022							FY 2023						
			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	122	20	46	66	22	25	47	113	20	44	64	28	-	-	-
		Electric Power	103	13	26	40	28	40	68	108	17	29	46	26	-	-	-
		Telecommunications	77	9	21	29	15	28	43	72	9	17	26	9	-	-	-
		Other	46	6	11	17	9	13	22	39	8	10	18	8	-	-	-
		Railway	11	0	1	1	2	7	9	10	2	0	2	0	-	-	-
	JP total	358	48	105	153	76	113	189	342	56	101	156	71	-	-	372	
	Outside of Japan	6	1	4	5	6	1	7	12	6	6	11	4	-	-	17	
Subtotal	364	49	109	158	82	114	196	354	62	106	168	75	-	-	389		
Self-Propelled AWP	Domestic	Rental	64	4	7	11	11	19	30	41	8	14	22	16	-	-	-
		Other	13	1	2	3	1	3	4	6	1	1	2	1	-	-	-
	JP total	77	5	8	14	12	22	34	48	9	15	24	17	-	-	61	
	Outside of Japan	13	8	5	12	4	8	12	24	4	6	10	4	-	-	25	
Subtotal	90	13	13	26	16	30	46	72	14	21	34	21	-	-	86		

3) Services

(In Hundred Millions JPY)

	FY 2021	FY 2022							FY 2023						
	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	44	10	10	20	10	12	22	41	10	11	21	10	-	-	-
Inspection	32	7	9	15	8	9	16	32	7	8	15	7	-	-	-
Repair Services	21	5	6	11	5	6	11	22	5	6	11	6	-	-	-
Mounting	15	2	5	8	4	5	9	16	5	7	11	3	-	-	-
Other	5	3	2	4	1	0	2	6	1	1	2	2	-	-	-
Subtotal	116	27	31	58	28	31	60	118	28	32	59	28	-	-	120

3. Order Information - Specialized Vehicles

1) Amount of Orders Received

(In Hundred Millions JPY)

		FY 2021	FY 2022							FY 2023						Forecasts for Twelve Months Ending March 31
		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	
Domestic	Rental	167	43	49	92	40	48	88	181	42	45	87	42	-	-	-
	Electric Power	99	25	33	58	24	29	53	111	48	37	85	16	-	-	-
	Telecommunications	66	16	18	35	22	18	40	75	10	24	35	15	-	-	-
	Other	53	13	16	29	12	11	23	52	13	10	23	8	-	-	-
	Railway	18	1	4	4	0	4	4	9	2	1	3	0	-	-	-
Outside of Japan		30	7	8	15	15	3	18	33	4	8	12	5	-	-	-
Subtotal		434	105	128	234	113	114	227	461	120	125	245	86	-	-	-
Category	Truck Mounted AWP	358	88	103	191	89	96	185	375	100	106	206	69	-	-	-
	Self-Propelled AWP	76	17	26	43	24	18	42	85	20	19	39	17	-	-	-
	Subtotal	434	105	128	234	113	114	227	461	120	125	245	86	-	-	-

2) Period-end Backlog

(In Hundred Millions JPY)

		FY 2021	FY 2022						FY 2023							
		Mar 31	Jun 30	Sep 30		Dec 31	Mar 31			Jun 30	Sep 30		Dec 31	Mar 31		
Domestic	Rental	45	64	60		67	71			84	70		69	-		
	Electric Power	47	58	65		61	50			82	81		71	-		
	Telecommunications	21	29	26		33	23			24	31		37	-		
	Other	16	22	25		28	22			26	25		24	-		
	Railway	9	10	12		10	8			9	9		10	-		
Outside of Japan		20	19	21		28	23			18	16		16	-		
Subtotal		157	202	210		227	197			243	232		227	-		
Category	Truck Mounted AWP	140	178	172		180	160			199	190		186	-		
	Self-Propelled AWP	18	24	38		47	36			44	42		40	-		
	Subtotal	157	202	210		227	197			243	232		227	-		

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.