# Financial Results for the 2<sup>nd</sup> Quarter of FY3/24



November 29, 2023 NICHIREKI CO., LTD. (TSE Prime, Stock Code: 5011)

A leading company in creating 'roads' which contributes to the society through creating 'roads'

## "Sow the Seeds"





#### "Sow the Seeds"

"Let us advance forward by sowing the good seeds".

This is the motto of the Nichireki Group. Let us sow the strong seeds that will not die even if a severe drought strikes.

By the sweat of our brow, let us spread fertilizer.

Then the plants will grow up to bear good fruit. Even if we do not harvest the fruits ourselves,

I believe this:

If we do not sow the seeds and spread fertilizer, but only aim to gain the fruits, we will never enjoy true prosperity.

Eiichi Ikeda (Founder of the Nichireki Group)

## Corporate philosophy



### **Corporate philosophy of Nichireki Group**

Basic philosophy (Spirit of sowing the seeds)

Sowing the seeds, giving them water, letting them flower, Continuously creating new business through the accumulation of unceasing effort

### Management philosophy

To ensure the Nichireki Group contributes to the society through creating roads:

- ① We will supply road paving materials and their corresponding construction methods to satisfy requirements for outstanding functionality and cost.
- ② We will offer advanced consulting that watches vigilantly over roads, which are the common assets of the people.
- **③** We will implement construction technology that is trusted by customers.

By completely unifying these elements, the Nichireki Group considers its management philosophy as the aim of remaining a highly profitable corporate group that spearheads the creation of roads worthy of the trust of its stockholders and a wide range of customers. We also strive to ensure that every employee in the Group can exercise his or her abilities to the fullest through meaningful work.

### Contents



- I. Corporate Profile
- II. Summary of Financial Results for the 2<sup>nd</sup> Quarter of FY3/24
- III. Full-Year Business Forecasts for FY3/24



## I. Corporate Profile

## Corporate Profile



| Name                 | NICHIREKI CO., LTD.   |  |  |  |
|----------------------|---|--|--|--|
| Head office location | 4-3-29 Kudan-kita, Chiyoda-ku, Tokyo  |  |  |  |
| Founded              | October 1943 (Established in September 1949)  |  |  |  |
| Capital              | 2,919 million yen   |  |  |  |
| Representative       | Manabu Obata, President and Representative Director   |  |  |  |
| No. of employees     | 972 employees (Consolidated, as of March 31, 2023)  |  |  |  |
| Business description | <ul> <li>Manufacturing and sales of applied and processes asphalt products</li> <li>Manufacturing, processing and sales of construction and civil engineering materials</li> <li>Contracting for road paving, waterproofing, water and sewage and other civil engineering work, including relevant survey and diagnosis, design and administration processes</li> </ul> |  |  |  |

## History of Our Group

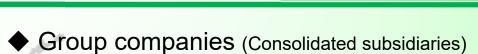
Marked the 80th anniversary on October 26

2023



| 1943      | Eiichi Ikeda founded Nihon Rekisei Kagaku Kogyosho to engage in construction waterproofing works using asphalt.                                |
|-----------|--|
| 1949      | Founded a company  |
| 1950      | Established a Tokyo Plant and Laboratory in Arakawa-ku, Tokyo; started production of asphalt emulsion  |
| 1954      | Changed the corporate name to Nichireki Kagaku Kogyo Co., Ltd. due to company split and merger, etc.   |
| 1968      | Built a new head office building in Kudan, Chiyoda-ku, Tokyo (to present)  |
| 1974      | Listed on the First Section of both Tokyo Stock Exchange and Osaka Securities Exchange.  |
| 1977      | Opened a technical research center in Oyama Plant in Tochigi Prefecture  |
| 1994      | Changed the corporate name to NICHIREKI CO., LTD.  |
| 2002      | Started overseas business by establishing Beijing Luxin Dacheng Exquisite Paving Co., Ltd. in Beijing, a joint venture between Japan and China |
| 2007      | Conducted its first M&A, making ASAHI INDUSTRIES CO., LTD. in Oita City, Oita Prefecture a wholly owned subsidiary.                            |
| 2010      | Established a subsidiary NICHIREKI SHANGHAI CO., LTD. in Shanghai, China   |
| 2014      | Made consolidated subsidiaries into wholly owned subsidiaries  |
| 2017-2019 | Conducted M&A to make Linephalt Industry Co.,Ltd., Shinwa Kakoh Co., Ltd., and Heat Rock Industry Co., Ltd. wholly owned subsidiaries.         |
| 2020      | Acquired a large parcel of land in Tsukubamirai City to construct a new production and logistics base (Tsukuba Big Ship)                       |
| 2022      | Selected and shifted to "Prime Market" in accordance with the market reorganization of the Tokyo Stock Exchange                                |
|           |  |

### Offices and Group Companies (as of September 30, 2023)



34 companies including

HOKKAIDO NICHIREKI CONSTRUCTION CO., LTD. TOHOKU NICHIREKI CONSTRUCTION CO., LTD. NICHIREKI ROAD CO., LTD.

NICHIREKI SPECIAL CONSTRUCTION CO., LTD. CHUBU NICHIREKI CONSTRUCTION CO., LTD.

KINKI NICHIREKI CONSTRUCTION CO., LTD.

CHUGOKU NICHIREKI CONSTRUCTION CO., LTD.

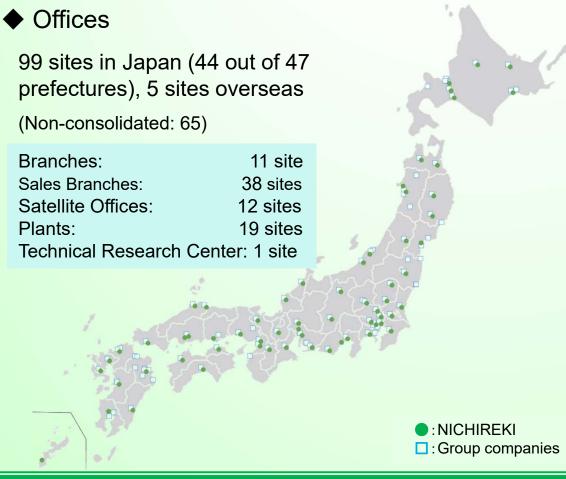
SHIKOKU NICHIREKI CONSTRUCTION CO., LTD.

ASAHI KOGYO CO., LTD.

KYUSHU NICHIREKI CONSTRUCTION CO., LTD.

LINEPHALT INDUSTRY CO., LTD.

HEAT ROCK INDUSTRY CO., LTD.



**NICHIREKI** 

## **Business Overview**



The Nichireki Group develops business activities that offer a wide variety of products, technologies, works, and so forth mainly related to road paving.

#### Applied and Processed Asphalt Products Business

Manufacturing and sales of applied and processed asphalt products including asphalt emulsions, modified asphalt, bridge deck slab waterproofing materials, road surface repairing materials, crack repairing materials, landscape paving materials and industrial products, as well as manufacturing, processing, and sales of construction and civil engineering materials

#### Road Paving Business

Contracting for road paving, bridge deck slab waterproofing, water and sewage and other civil engineering work, including relevant survey and diagnosis, design and administration processes



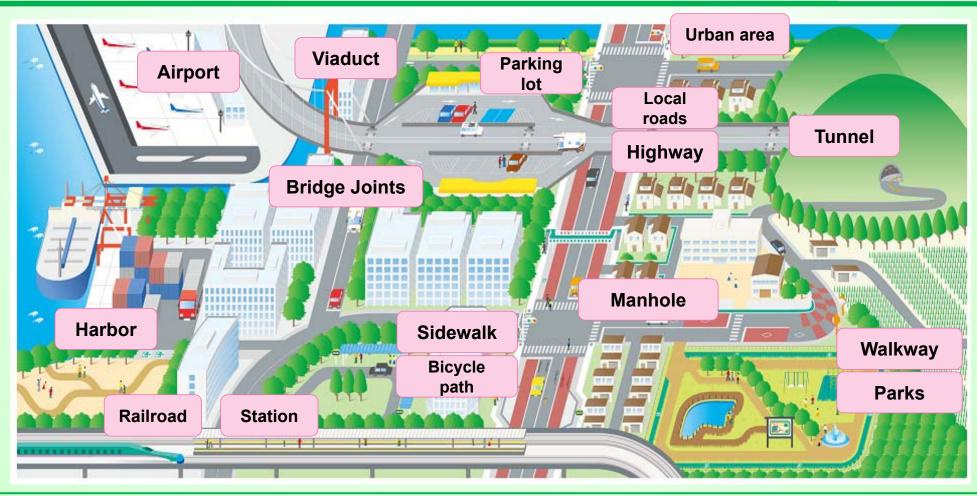






## **Business Domain**





## Advantages in Research and Development

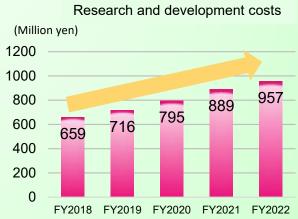


- ◆ About 10 percent (about 40 employees) of the NICHIREKI employees belong to the technical research center and about JPY 1 billion is being invested in research and development
- ◆ Installed performance evaluation testing machines and promoted R&D of eco-friendly products and construction methods in response to the demands of the era of social infrastructure maintenance, such as making roads last longer and making large-scale renewals





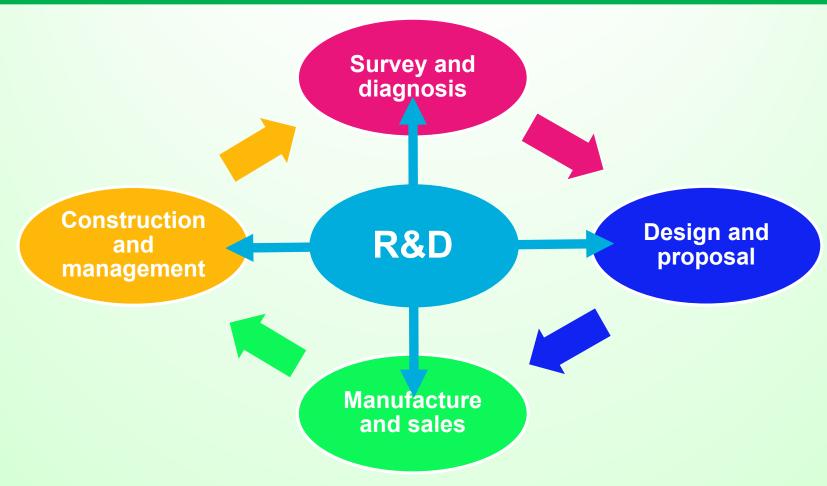




(\*) The above R&D costs include software-related development costs, etc.

## Strengths in the Business Model





## Response to Climate Change



The NICHIREKI Group regards the impact of climate change on its business as an important management issue and actively implements measures to address climate change.

■ Endorsement of the Task Force on Climate Related Financial Disclosures (TCFD)

Goals

\*Disclosures based on TCFD recommendations are made in the Integrated Report 2023.

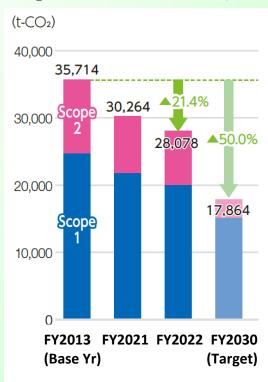
- Reduce greenhouse gas emissions in Scope 1+2 by 50% from FY2013 by FY2030
- Reduce greenhouse gas emissions of the entire value chain to net zero by 2050

#### Measures



- Reform manufacturing methods, purchase green electricity, promote installation of solar panels, etc.
- Expand sales of environmentally friendly products such as long-life and warm mix modified asphalt
- Promote development of low-carbon, cold-laid pavement materials and construction technology

#### <CO<sub>2</sub> emission reduction targets>



## **NICHIREKI's "Tastainability"**



The NICHIREKI Group responds to the CO<sub>2</sub> emissions reduction needs of our stakeholders with environmentally friendly products and construction methods.

Asphalt emulsion

Bridge deck slab waterproofing

Pavement for landscaping etc...

Recycling
Warm mix



Low carbon





We contribute to the creation of sustainable roads by "adding" further performance and functions such as longer life, recycling, etc., in other words, "Tastainability". \*"Tasu" means "plus" in Japanese. "Tastainability" means plus sustainable feature.

### Image of CO<sub>2</sub> Reduction through NICHIREKI's Products and **Construction Methods**



### **NICHIREKI**

#### Scope 1 Scope 2

- Reform of manufacturing methods
- Purchase of low-carbon fuels and green electricity
- Installation of solar panels

### **Modified asphalt**

Longer

**Asphalt** emulsion

Warm mix

#### Customer

(Asphalt mixture manufacturing plant)

#### Scope 3

Reduction of production temperature

### **Asphalt mixture**

Warm mix Longer life

#### Customer

**Group companies** 

(Contractor)

#### Scope 1 Scope 2 Scope 3

- Cold-laid paving, longer life, recycling
- Improvement of fuel consumption of construction machinery
- **Development of low-carbon construction technology** and machinery

#### Longer Cold-laid

**Local community** (in service)

#### Scope 3

- Reduction of traffic congestion by reducing the number of construction works
- Effective use of limited resources
- Adapting to an autonomous driving society





## Super Containerphalt





Reduce CO<sub>2</sub> emissions from asphalt mixture production by approx. 13%

- A special modified asphalt with extremely high plastic deformation resistance, suitable for heavy-duty applications such as airports and harbors.
- ◆ Compared to the conventional our product, Containerphalt S, the manufacturing temperature of the mixture is reduced by approximately 30°C, from 185°C to 155°C.









Contributes to the long lifespan of pavement, reducing the frequency of repairs and contributing to the reduction of CO<sub>2</sub> emissions caused by construction work and traffic congestion.

## Super SHINAYAKAPHALT

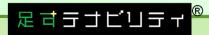




Reduce CO<sub>2</sub> emissions from asphalt mixture production by approx. 22%

- Specially modified asphalt that is flexible enough to be bent by hand and tough enough to withstand traffic loads.
- ◆ Compared to the former SHINAYAKAPHALT, the mixture manufacturing temperature is reduced by 50°C from 180°C to 130°C.









Contributes to a longer pavement life and a reduction in the number of construction works to about one-half, thereby reducing CO<sub>2</sub> emissions due to construction work and traffic congestion.

### Super Containerphalt + Super SHINAYAKAPHALT



### 足すテナビリティ



Reduce CO<sub>2</sub> emissions by approximately 48% by combining long-life and warm mix asphalt products

- ◆ Combination of the Super Containerphalt and the Super SHINAYAKAPHALT, long-life asphalt mixtures, provides unprecedented long-life pavement.
- ◆ This reduces CO₂ emissions by about 48% over the life cycle of 50 road pavements.

Adopted in the Ministry of Land, Infrastructure, Transport and Tourism's "R4 New No. 4 National Road Furukawa Area Paving Construction"

Test construction is conducted to ensure good performance under appropriate construction management.





## STABI-CEMENT RC Construction Method





Reduce CO<sub>2</sub> emissions by approx. 22% through reusing existing pavement materials

Recycling damaged existing pavement in place and constructing new pavement reduces pavement waste generated from the site by approximately 80%.









Contributes to further reduction of CO<sub>2</sub> emissions by shortening the construction period and reducing associated traffic congestion, etc.

\*Comparison with the "construction method of reconstructing full layers" (Typical local level, design CBR=4, heavy traffic N5)

# Super SHINAYAKAPHALT + STABI-CEMENT RC Construction Method







Reduce CO<sub>2</sub> emissions by approx. 49% through long-life products and recycling

- Paving with Super SHINAYAKAPHALT on foundations constructed using the STABI-CEMENT RC Construction Method achieves an unprecedented extension of pavement lifespan.
- ◆ This reduces CO₂ emissions by approximately 49% over the 50-year life cycle of the pavement.



### High-durability Waterproof Methods for Bridge Decks



### 足寸ラナビリティ<sup>®</sup>

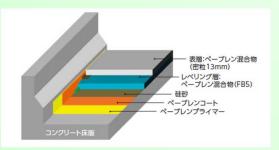


Reduces CO<sub>2</sub> emissions by approx. 50-75% over the 50-year life cycle of the pavement through long-life products

- ◆ Bridges are important lifelines that connect people, traffic, and the economy, and need to last long. Therefore, highly durable floor slab waterproofing is required to prevent water from seeping into the concrete slabs that support the pavement.
- NICHIREKI proposes an appropriate high-durability bridge waterproofing method from a variety of menus according to the site.

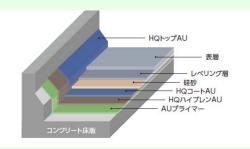
#### Reduce CO<sub>2</sub> by 75%

Waterproof pavement method HQ PAVERANE construction method



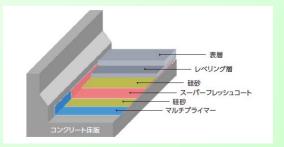
#### Reduce CO<sub>2</sub> by 75%

High-performance waterproof methods for bridge decks
HQ HIBRANE AU construction method



#### Reduce CO<sub>2</sub> by 50%

High-penetration composite waterproof method MULTI FRESH construction method



## **ASWOOD Paving**





Reduce CO<sub>2</sub> emissions by approx. 34% compared to conventional heated pavement

- Woodchip pavement constructed by cold-laid paving
- ◆ Excellent water permeability and soft texture, blend with the natural surroundings, and consider the landscape







By using thinned wood without burning it, CO<sub>2</sub> is fixed without emitted to the atmosphere.



For example, if 1,000 square meters of 4cm thick are constructed with ASWOOD paving, the amount of CO<sub>2</sub> that can be fixed is equivalent to the amount absorbed by about 1,300 cedar trees annually.

### Consideration for Roadside Conditions





We provide stakeholders with safety and peace of mind by improving roadside conditions through the use of "Tastainability" products/construction methods.

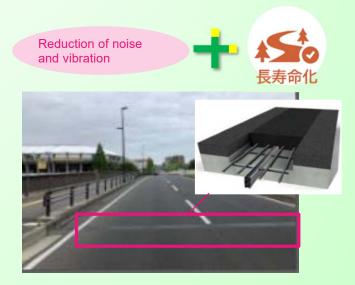
#### SUPER ROMENPATCH



#### CHEMIPHALT MX



#### SEAMLESS JOINT





II. Summary of Financial Results for the 2<sup>nd</sup> Quarter of FY3/24

## Financial Highlights I (Business environment)



### **Business Environment Surrounding Our Group**

- Public investment remained steady
   Measures to prevent disasters, mitigate disasters, and strengthen national land, etc. continue.
- Raw material prices remain high The situation will continue to require close monitoring of trends in crude oil prices, foreign exchange rates, and other factors.

## Financial Highlights II (Consolidated Business Results)

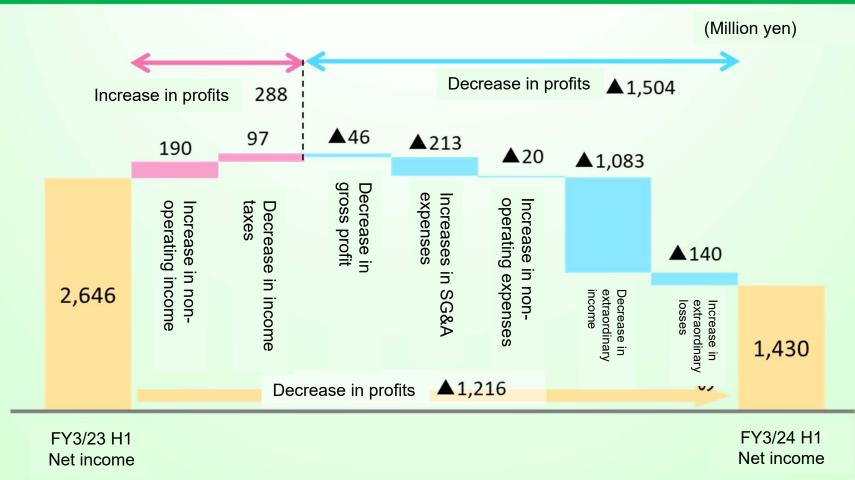


(Million yen)

|   | 1H FY3/23 | 1H FY3/24 | YoY change (%)  |  |
|---|-----------|-----------|-----------------|--|
| Net sales                                   | 33,677    | 32,285    | <b>▲4.1%</b> û  |  |
| Gross profit                                | 7,170     | 7,123     | ▲0.7% ⇩         |  |
| SG&A expenses                               | 4,992     | 5,205     | <b>4.3%</b> û   |  |
| Operating income                            | 2,178     | 1,918     | <b>▲11.9%</b> ↓ |  |
| Ordinary income                             | 2,441     | 2,351     | ▲3.7% ⇩         |  |
| Net income attributable to owners of parent | 2,646     | 1,430     | <b>▲46.0%</b> ↓ |  |

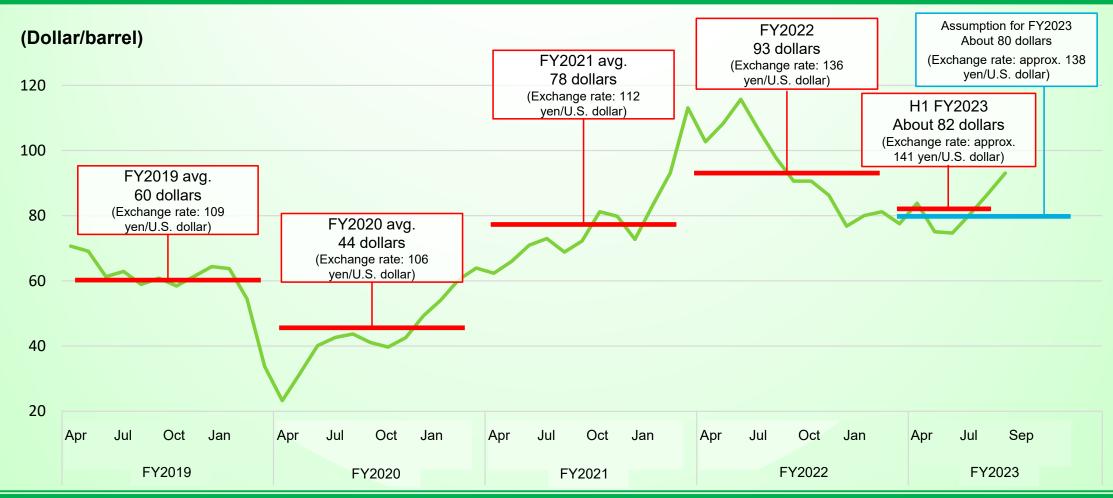
## Analysis on Changes in Net income





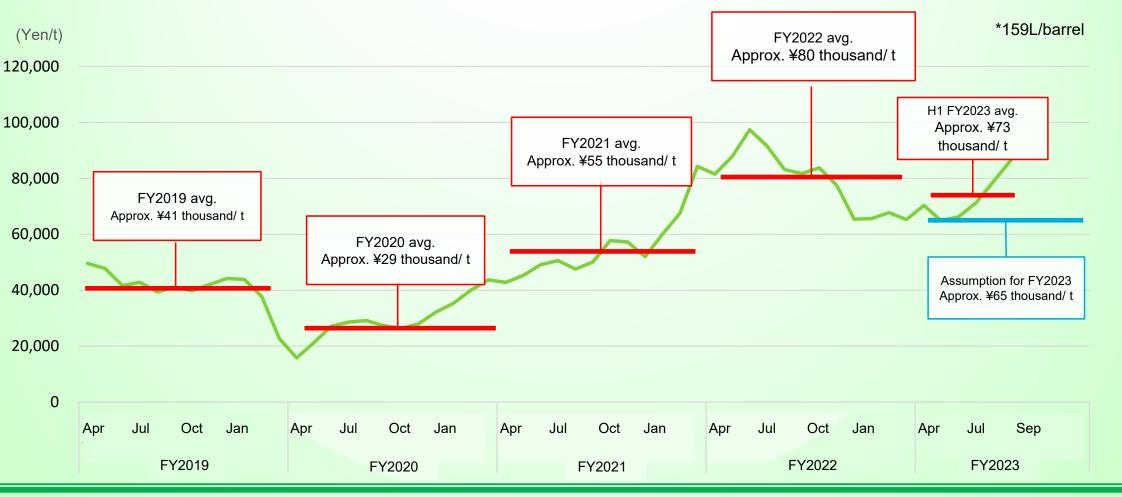
## Reference: Dubai Crude Oil Prices (Dollar/barrel)





## Reference: Dubai Crude Oil Prices (Yen/t)





## Financial Highlights III (by Segment)



### **Applied and Processed Asphalt Products Business**

- Respond to raw material prices that continue to remain high
- Further strengthen activities to design and receive orders for high valueadded products with longer life, higher performance, and reduced environmental impact

### **Road Paving Business**

- Propose construction methods related to disaster prevention, mitigation, and national land resilience to increase the number of orders
- Steady execution of the construction

## Financial Highlights IV (by Segment)



(Million yen)

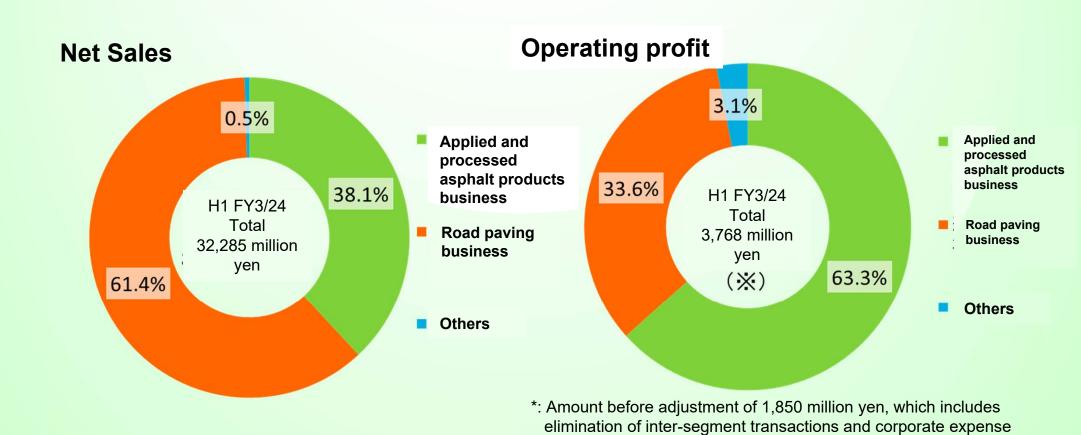
|                       | Applied and Processed Asphalt Products Business |              |                 | Road Paving Business |              |               |
|-----------------------|---|--------------|-----------------|----------------------|--------------|---------------|
|                       | H1<br>FY3/23                                    | H1<br>FY3/24 | YoY<br>change   | H1<br>FY3/23         | H1<br>FY3/24 | YoY<br>change |
| Segment sales         | 12,760  | 12,296       | ▲3.6% ↓         | 20,763               | 19,834       | ▲4.5% ↓       |
| Segment profit        | 2,785   | 2,387        | ▲14.3% ↓        | 972                  | 1,265        | 30.2% 🕆       |
| Segment profit margin | 21.8%   | 19.4%        | <b>▲2.4pt</b> ↓ | 4.7%                 | 6.4%         | 1.7pt 🕆       |

<sup>\*</sup>Segment sales in the Applied and Processed Asphalt Products Business refer to sales to external customers.

<sup>\*</sup>Segment profit is the amount before eliminating inter-segment transactions and adjusting for company-wide expenses.

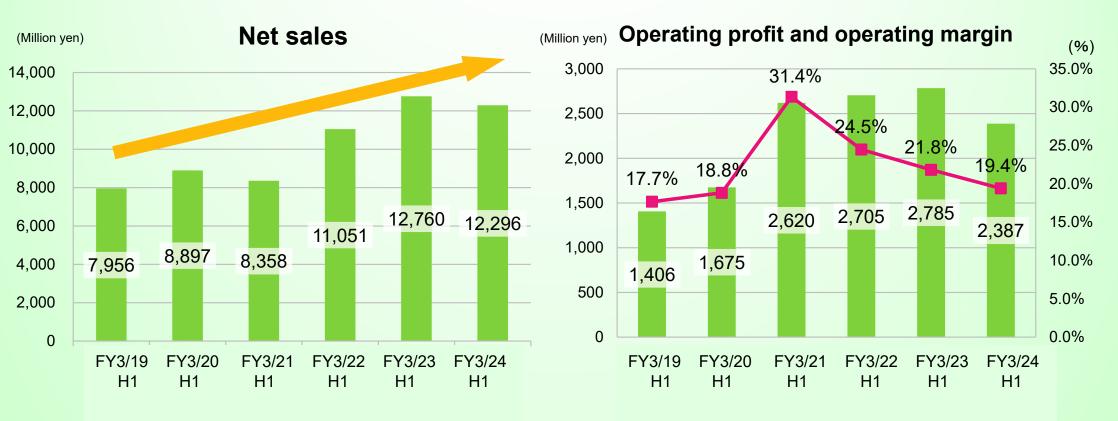
## Ratios of Operating Results by Segment





# Changes in Operating Results by Segment (Applied and Processed Asphalt Products Business) [H1]

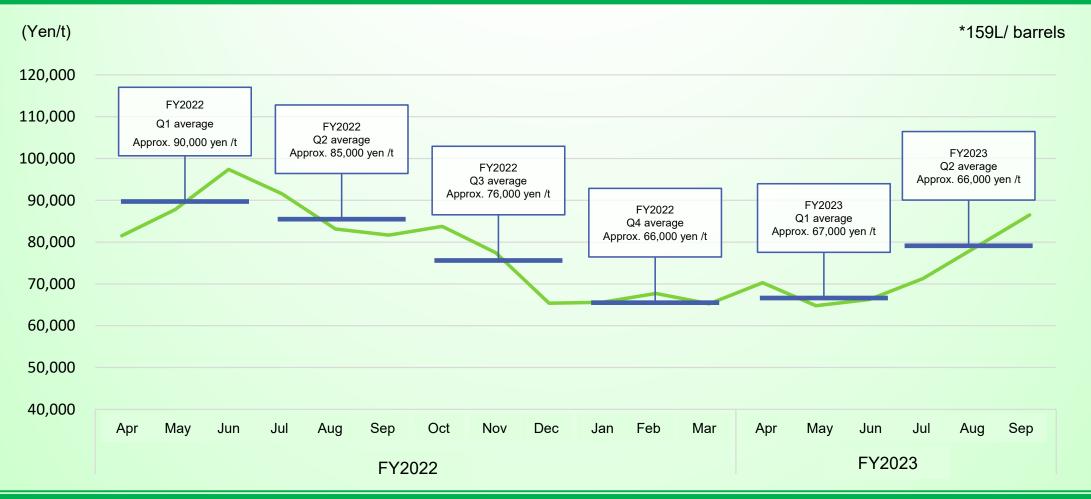




<sup>\*</sup>Segment sales are sales to external customers only. Segment profit is the amount before eliminating inter-segment transactions and adjusting for company-wide expenses.

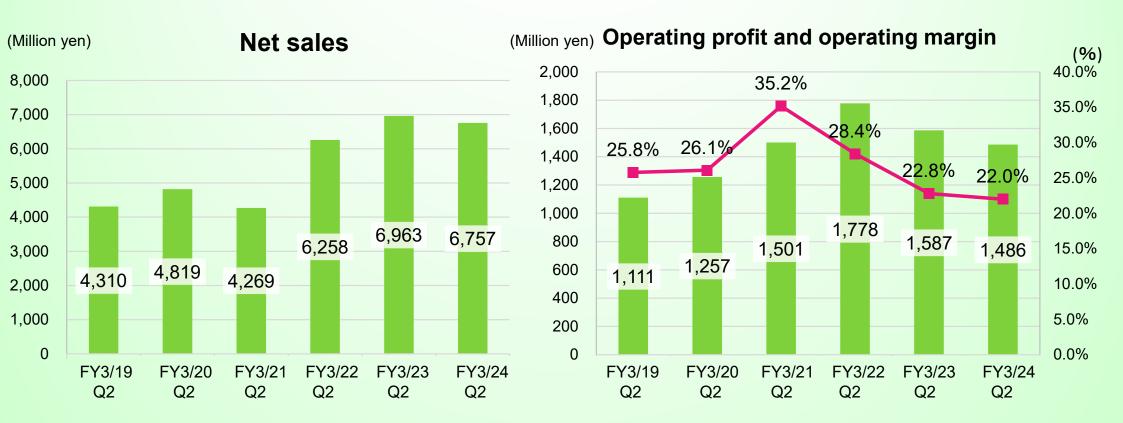
### Reference: Dubai Crude Oil Prices (Yen /t)





# Changes in Operating Results by Segment (Applied and Processed Asphalt Products Business) [Q2 Alone]



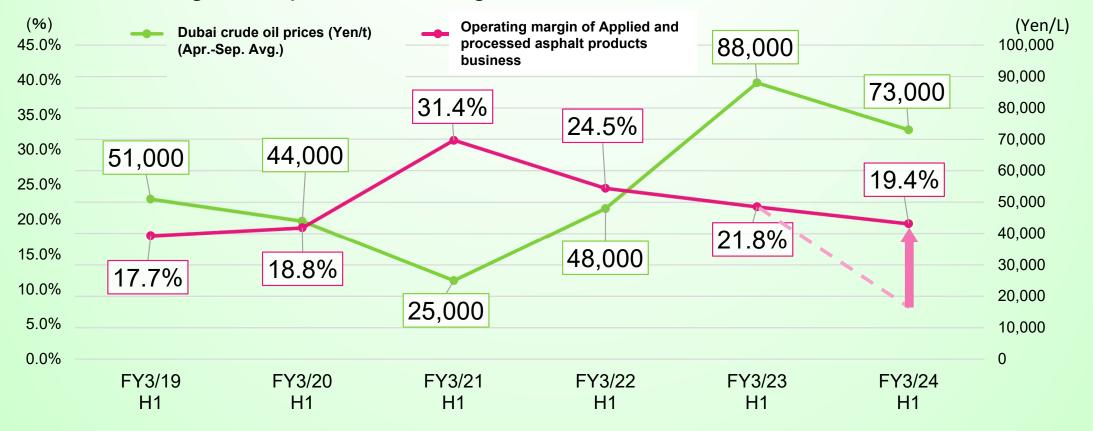


<sup>\*</sup>Segment sales are sales to external customers only. Segment profit is the amount before eliminating inter-segment transactions and adjusting for company-wide expenses.

# Changes in Operating Margin and Dubai Crude Oil Prices (Avg.)

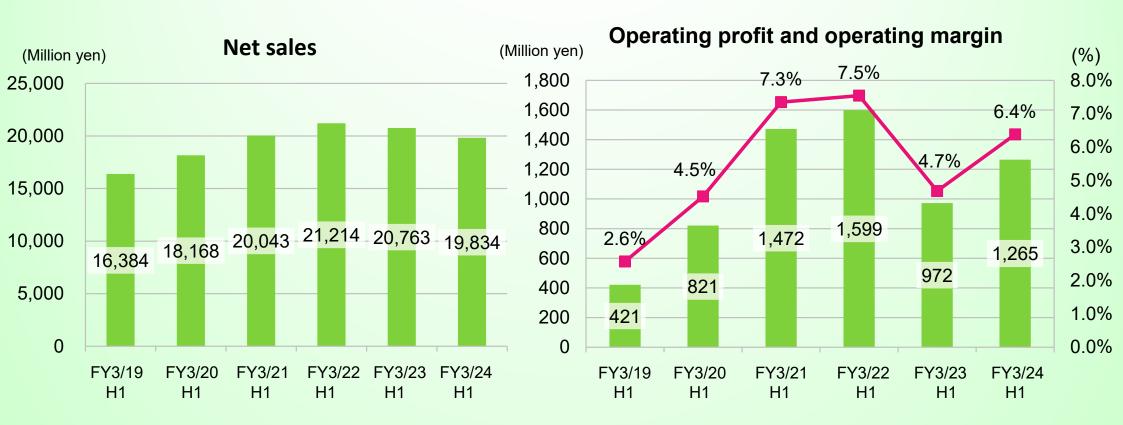


### **♦** Considering the impact of exchange rates



# Changes in Operating Results by Segment (Road Paving Business) [H1]

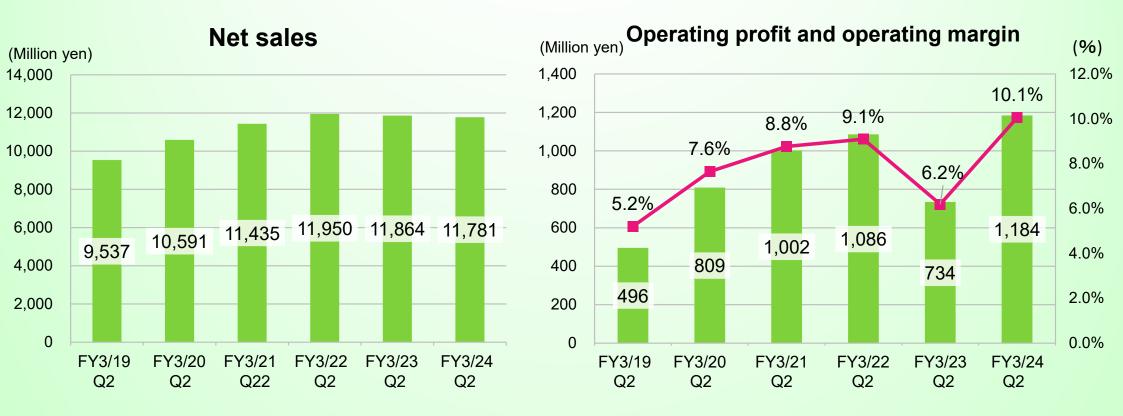




<sup>\*</sup>Segment sales are sales to external customers only. Segment profit is the amount before eliminating inter-segment transactions and adjusting for company-wide expenses.

# Changes in Operating Results by Segment (Road Paving Business) [Q2 Alone]





<sup>\*</sup>Segment sales are sales to external customers only. Segment profit is the amount before eliminating inter-segment transactions and adjusting for company-wide expenses.

### Balance Sheet (September 30, 2023)



| *: figures in brack          | ackets indicate increase/decrease for end-FY3/23 |                     | Unit: Million yen)                |
|------------------------------|--|---------------------|-----------------------------------|
| Assets<br>88,643<br>(-2,830) | Current assets<br>47,795<br>(-7,071)             | Current liabilities | Liabilities<br>17,702<br>(-1,301) |
|                              | Fixed assets<br>40,847 (+4,240)                  |                     |                                   |

# Topics (1)



Apr

Established Joint Development Division at Tohoku University Graduate School

Registration of "GLOCAL-EYEZ" in the Ministry of Land, Infrastructure, Transport and Tourism catalog

Established NICHIREKI Osaka Sales Office, KINKI NICHIREKI CONSTRUCTION Minami-Osaka Branch, LINEPHALT Head Office

July

The interview was published in Tohoku Journal

Established NICHIREKI Nasu Sales Office and NICHIREKI ROAD Nasu Sales Office

Advertisement in Nihon Keizai Shimbun (1)

May

Appeared on the radio program "Souba-no-Fukunokami" (" God of Fortune in the Stock Market ") by Radio NIKKEI

Aug

Advertisement in Nihon Keizai Shimbun (2)

# Topics (2)



| Se | эp | ) |
|----|----|---|
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IR briefings for individual investors

Issued Integrated Report 2023 (Japanese version)

GLOCAL-EYEZ passed the performance verification test

### Nov

Won the Paper Award at the 35<sup>th</sup> Japan Road Conference

Won the Special Award at the Infrastructure DX Competition

Exhibition at Highway Techno Fair 2023

### Oct

Article published in Nikkan Kogyo Shimbun

Participation in the 27<sup>th</sup> World Road Congress

Capital and business alliance with ITOCHU ENEX CO.,LTD.

Won the Grand Prize at the 72nd Nikkei Advertising Awards

Demonstration experiment with Tohoku University Graduate School IMC

Issued Integrated Report 2023 (English version)

# Establishment of Joint Research Division at Tohoku University Graduate School



◆ In April 2023, in collaboration with the Center for Infrastructure Management (IMC), Graduate School of Engineering, Tohoku University, the Infrastructure Management "Tastainability" Joint Research Division was established.



### Demonstration Experiment in Yamagata Prefecture



#### October 2023

The "Infrastructure Management Tastainability Joint Research Department" conducted a demonstration experiment of pavement repair work with the participation of local residents in Kaminoyama City, Yamagata Prefecture.

The construction was carried out by two kinds of surface treatment methods, i.e. the existing SURFTREAT Construction Method and the new method experimentally manufactured for the community road.

This method does not require large-scale construction machinery and can be constructed at normal temperature, so that local residents and local staff members could easily repair it. The durability will be analyzed to improve the prototype.



# GLOCAL-EYEZ Passed the Performance Verification Test

♦ September 2023

**GLOCAL-EYEZ**, a smartphone-based road inspection DX system jointly developed with the Smart City Research Institute, Inc., passed the 2023 Performance Verification Test for Automated Road Property Measurement Equipment (Vehicle-equipped Equipment Type) conducted by the Civil Engineering Research Center. (2023-degree test items: cracks, rutting, flatness)





### Featured in Newspapers



◆ October 3, 2023

Nikkan Kogyo Shimbun (The Daily Industrial News)'s "17 Case Study Goals & 169 Targets" features Nichireki's SDG initiatives.

Our Super SHINAYAKAPHALT, the STABI-CEMENT RC Construction Method, and other examples of contributions to the reduction of CO<sub>2</sub> emissions through pavement materials were presented.





### Exhibited at the 27th World Road Congress at Prague



◆ October 2-6, 2023

We exhibited at the 27<sup>th</sup> World Road Congress held by the World Road Association (PIARC) in Prague, Czech Republic.

♦ In the technology exhibition, NICHIREKI products and construction methods were introduced in Japan Pavilion by the Japan Road Association. In particular, NICHIREKI's environmentally friendly products and construction methods, including ASWOOD Paving, attracted attention from participants in countries around the world.





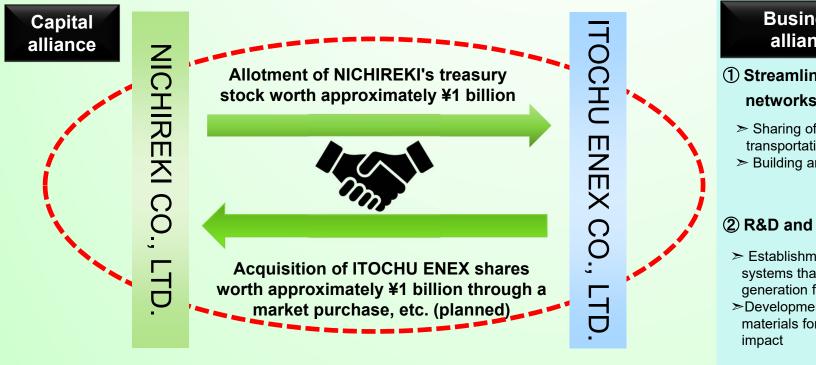




### Capital and Business Alliance with ITOCHU ENEX CO.,LTD.



Build a long-term partnership by further developing and strengthening the relationship between the two companies in such areas as logistics, research and development, and the utilization of new technologies.



#### **Business** alliance

- 1 Streamlining logistics through the use of networks
  - > Sharing of transportation networks and sharing of transportation
  - > Building an optimal transportation system
- 2 R&D and utilization of new technologies
- > Establishment of production, logistics, and construction systems that reduce environmental impact by using nextgeneration fuels, etc.
- > Development of new materials and procurement of materials for pavements with reduced environmental

### Won the Grand Prize at the 72<sup>nd</sup> Nikkei Advertising Awards



- ◆ July 25 and August 3, 2023: A series of ads ran for two consecutive weeks in the morning edition of the Nihon Keizai Shimbun (Nikkei Newspaper).
- ◆ NICHIREKI's attitude of contributing to society by protecting infrastructure, copy that intertwines literary works and the Bible, and powerful expressions using high-impact photographs were highly evaluated and won the "Grand Prize," the top prize out of approximately 8,000 entries.





### Won the Excellent Paper Award at the 35th Japan Road Conference

◆ November 1-2, 2023

At the 35<sup>th</sup> Japan Road Conference sponsored by the Japan Road Association, 2 papers on our technology received awards.

1 Pavement Division General Paper, Oral Presentation, Award of Excellence

"Development of Polymer-Modified Asphalt Contributing to Long-Life and Low-Carbon Paving": Super SHINAYAKAPHALT

2 Pavement Division General Paper, Oral Presentation, Award of Excellence

"Development of Road Surface Rutting Evaluation Technology Using Cameras Installed in Vehicles": GLOCAL-EYEZ

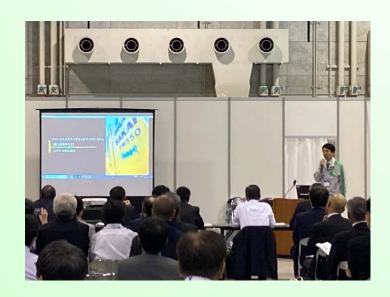


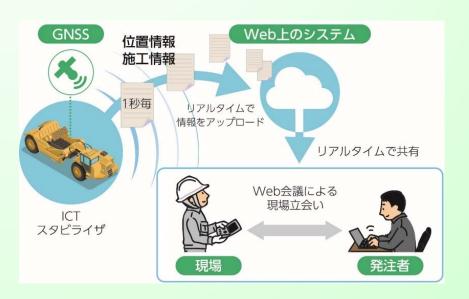
### Won the Special Award at the Infrastructure DX Competition



### ◆ November 1, 2023

At the Infrastructure DX Competition held at the Construction Technology Expo 2023 Kinki region, he presented his work on roadbed rehabilitation using ICT technology and received the Jury's Special Award.





### Exhibition at Highway Techno Fair 2023



♦ November 9-10, 2023
Jointly exhibited with Heat Rock Industry Co., Ltd. at an exhibition sponsored by the Expressway Survey Association. This exhibition introduces the pavement technology on the life extension of the expressway.







Ⅲ. Full-Year Business Forecasts for FY3/24

### Expansion of Acquisition Limit of Treasury Stock







Implementation of 5-year acceleration measures for disaster prevention, disaster mitigation, and national resilience

- Increasing awareness of the environment and SDGs
- "2024 Problems" in the Construction and Logistics Industries





- Economic conditions continue to follow an improving trend but remain highly uncertain
- Depreciation of the yen and rising prices
- Development of ICT, IoT and Al technologies
- Progress in autonomous driving technology





# Full-Year Business Forecasts (Consolidated)



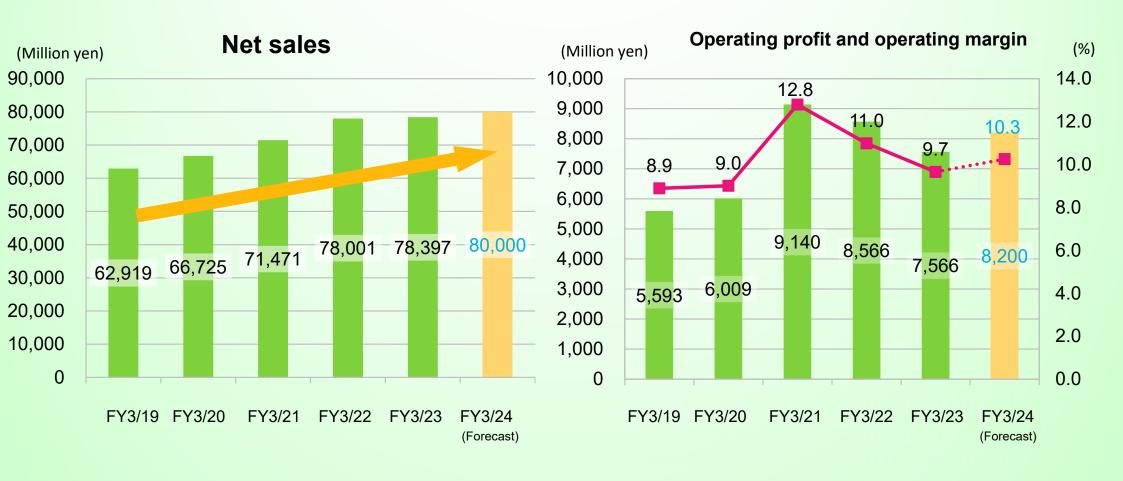
(Unit: Million yen)

|   | FY3/23<br>Result | FY3/24<br>(forecast) | YoY pct. change |
|---|------------------|----------------------|-----------------|
| Net sales                                   | 78,397           | 80,000               | 2.0%            |
| Operating profit                            | 7,566            | 8,200                | 8.4%            |
| Ordinary profit                             | 8,104            | 8,400                | 3.6%            |
| Net income attributable to owners of parent | 6,284            | 5,500                | -12.5%          |

<sup>\*</sup>Assumed crude oil price: \$80 per barrel, exchange rate: 130 yen per dollar

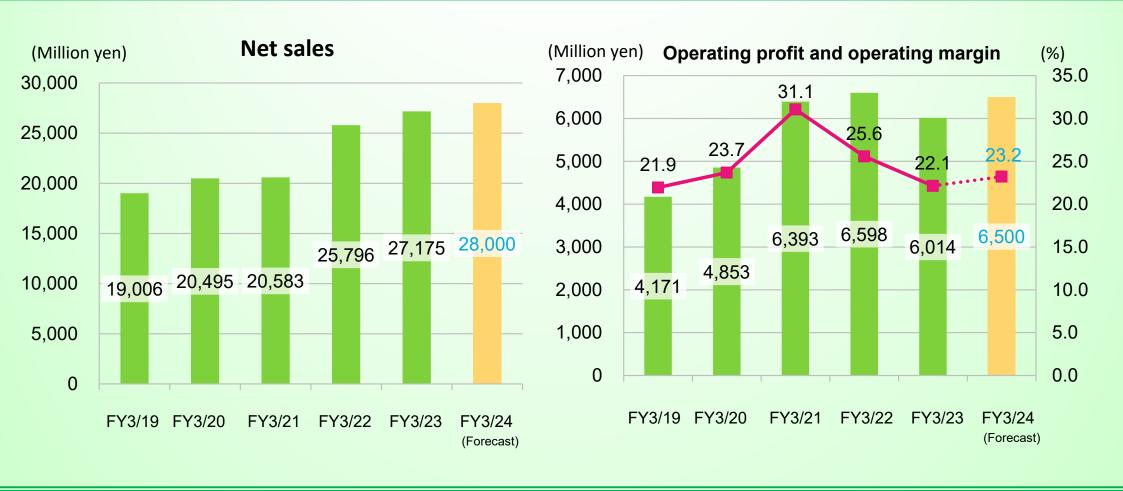
# Full-Year Business Forecasts (Changes)





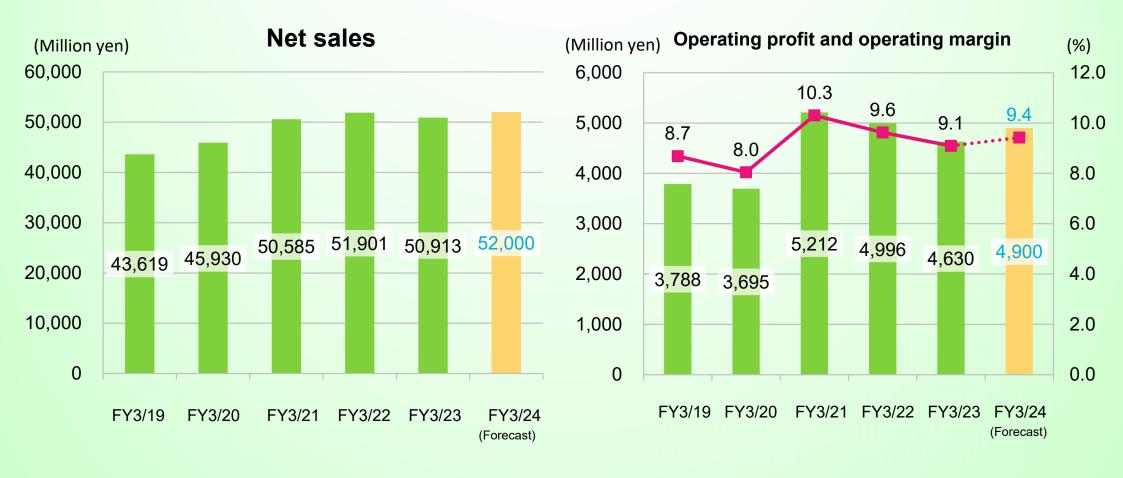
# Business Forecasts by Segment (Applied and Processed Asphalt Products Business)





# Changes in Operating Results by Segment (Road Paving Business)





# Acquisition of Treasury Stock



| Items                         | Acquisition limit<br>(Announced on May 10, 2023) | Progress<br>(As of October 31, 2023)         | Progress<br>rate |
|-------------------------------|--|--|------------------|
| Total number of shares        | 1,700,000 shares (maximum)                       | 1,673,100 shares                             | 98%              |
| Total acquisition cost        | 3.0 billion yen (maximum)                        | 2,999,944,756 yen<br>(approx. 3 billion yen) | 100%             |
| Period of acquisition         | March 1, 2023 - February 29, 2024                | March 1, 2023 – October 31, 2023             |                  |
| Type of shares to be acquired | Common shares of our company                     |  |                  |
| Method of acquisition         | Market purchases on the Tokyo Stock Exchange     |  |                  |

### Started considering the transition to a holding company structure



At a meeting of the Board of Directors held on October 30, 2023, we resolved to begin deliberations on the transition to a holding company structure.

### 1. Purpose of the transition to a holding company structure

- Responding to changes in the business environment on a large scale and at a fast pace, we aim to achieve sustainable growth for our group based on the optimal division of organizational functions.
- Holding company: Specialize in group management functions to formulate group strategies and optimize allocation of management resources.
- Operating companies: Focus on each business and develop businesses with a sense of speed in response to changes in the environment.

### 2. Time and Method of Transition to a Holding Company Structure

- The basic policy is to implement the transition by October 2024.
- In order not to cause any economic disadvantage to our shareholders, the shares of the holding company that will be held by our shareholders will be implemented in such a way that the shares will remain listed.



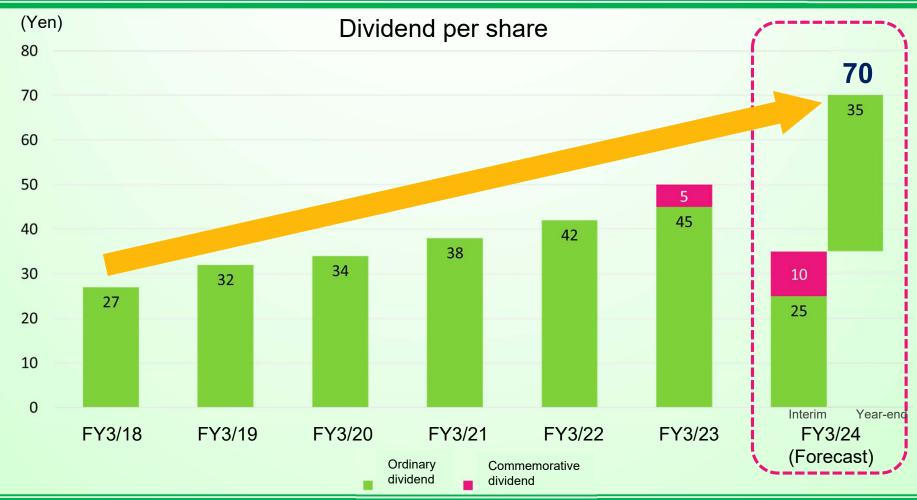
### Forecast of Dividend from Retained Earnings for FY3/24



|                      | Interim dividend   |   |  |
|----------------------|--|---|--|
|                      | End-Q2   | Year-end  | Total  |
| FY3/23               | _  | 50 yen<br>(Ordinary dividend: 45 yen)<br>(Commemorative dividend:<br>5 yen) | 50 yen<br>(Ordinary dividend: 45 yen)<br>( Commemorative dividend:<br>5 yen) |
| FY3/24<br>(Forecast) | 35 yen<br>(Ordinary dividend: 25 yen)<br>(Commemorative dividend:<br>10 yen) | 35 yen<br>(Ordinary dividend: 35 yen)                                       | 70 yen<br>(Ordinary dividend: 60 yen)<br>(Commemorative dividend:<br>10 yen) |

### Changes in Dividends from Retained Earnings

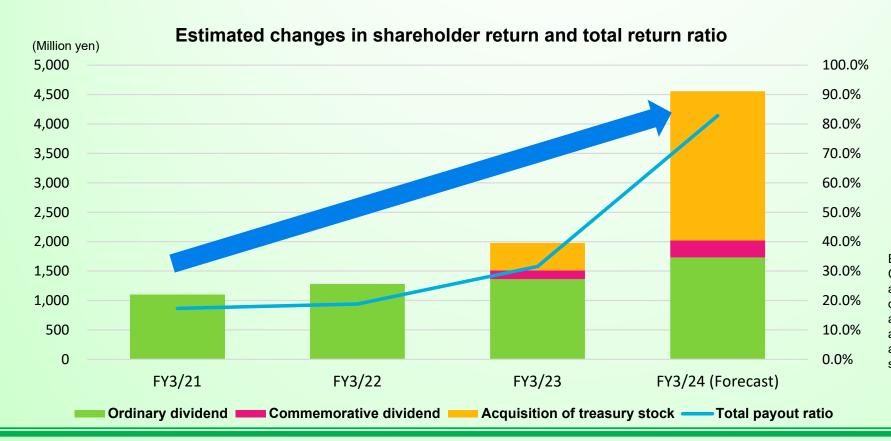




### Shareholder Returns: Image of Total Amount of Dividends



◆ We will expand shareholder returns by investing for the future and steadily increasing the total payout ratio.



Estimated changes based on the Company's full-year business forecast and dividend forecast. The acquisition of treasury stock is based on the assumption that the Company will acquire up to the maximum total amount (3 billion yen) during the subject period.

Aim for further growth by leveraging R&D capabilities to expand markets and develop high value-added products and construction methods.

### Expand product lineup and add value

#### **Existing product/construction method**

**New product/construction method** 

# Existing market

Expand market

Gain further trust and market penetration by providing high-quality products and construction methods that meet customers' needs.

**Develop high value-added products** 



Develop and provide customers with further high-value-added products that meet their needs for "long life and high performance" and "reduced environmental impact".

# **Market expansion and cultivation**

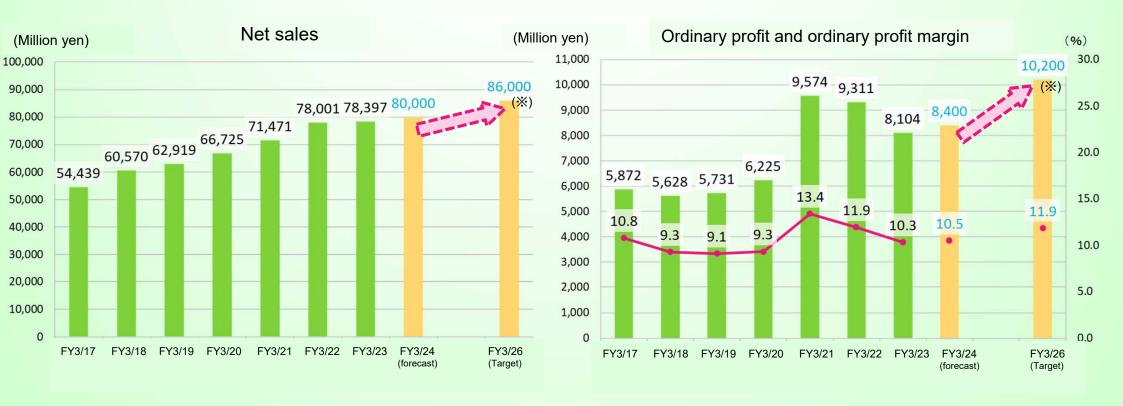
Expansion into new markets such as peripheral areas of the Road Pavement Business such as airports and ports, factories and parking lots of private companies, and overseas markets such as China.

#### Respond to next-generation needs

Enter new markets with keywords such as autonomous driving and low-carbon society through new high value-added products manufactured in the Tsukuba Big Ship.

# **Business Performance Targets**





<sup>\*</sup> Targets for FY3/26 are revised targets after timely disclosure on May 10, 2022. Assuming a crude oil price of \$110/barrel and an exchange rate of \$130/\$.

# About the Tsukuba Big Ship Project



♦ We aim to start the construction of the "Tsukuba Big Ship" project, which has been postponed, in the current fiscal year.



### Financial Policy - Cash Allocation (4 years from FY2022 to FY2025)

Use cash flow generated from business growth to invest in growth for the next generation and provide more generous shareholder returns.

♦Aim to further increase operating income by providing high value-added products and construction methods that contribute to national land resiliency and reduction of environmental burden.

Operating income (35 to 37 billion yen)

**Depreciation** 

Growth investment

(30 billion yen)

**Normal investment** (8 billion yen)

Shareholder return (7 to 8 billion yen)

Acquisition of treasury stock (1.7 million shares/3 billion

Income taxes, etc.

♦ Investment in Tsukuba Big Ship

Construction of an advanced environmentally friendly production and logistics base

\*Cash outflows are expected to occur during the current mid-term plan period.

♦ Investment in existing bases

Improvement of infrastructure at existing bases to enhance productivity and safety

Investment to maintain base facilities and equipment. (about 2 billion yen/year)

#### ♦ Increase in shareholder dividends

- Introduced an interim dividend to enhance opportunities to return profits to shareholders. Aiming to further increase dividends through business growth.
- **♦** Acquisition of treasury stock
- Aim to further increase total shareholder return through acquisition of treasury stock of 1.7 million shares/¥3.0 billion (maximum).

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<sup>\*</sup>Estimated cash inflows/outflows at present



### Precautions

Forward-looking statements, including business forecasts, contained in this material is based on information available at the time of preparation of the material and on our Company's judgement and assumption. Actual results may deviate from current forecasts due to future changes in economic conditions and business environment, etc.

### **♦** Contact Information

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