



Year Ended December 31, 2023 Supplementary Materials for Financial Results

February 9, 2024

EBARA JITSUGYO CO., LTD.



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Executive Summary

Market Condition

- Demand for renewal and development of water infrastructure facilities, as well as for disaster prevention and mitigation, remains strong
- Private capital investment remains robust, reflecting demand for construction of new domestic bases in the manufacturing sector and urban redevelopment
- The impacts of higher material and equipment prices and longer construction periods are diminishing
- Demand in the medical field decreased due to the relaxation of infectious disease controls by the government

Financial Highlights for FY2023

- Reached record high orders received (38.4 bn yen), net sales (36.2 bn yen), and operating profit (4.0 bn yen)
- SG&A expenses, mainly in labor costs, increased

FY2024 Business Plan

- Expect both net sales (38.0 bn yen) and operating profit (4.05 bn yen) to renew respective highs for the second consecutive year
- Market conditions in both public and private sectors will likely continue to be strong
- Expect sales to increase on the back of a high orders backlog at the beginning of the period
- Plan to increase SG&A expenses due to rising labor and R&D costs, but expect operating profit to increase due to higher sales

Shareholder Returns

- Dividend of 85 yen per share is planned for FY2023, and 95 yen for FY2024 forecast (a per-share increase of 10 yen)
- Continue to consider share buybacks as part of shareholder returns



FY2023 Financial Results Overview

FY2023 Results Highlights

Orders received, net sales, operating profit, and ordinary profit all reached new highs

Market Condition

- Demand for renewal and development of water infrastructure facilities, as well as for disaster prevention and mitigation, remains strong
- Private capital investment remains robust, reflecting demand for construction of new domestic bases in the manufacturing sector and urban redevelopment
- The impacts of higher material and equipment prices and longer construction periods are diminishing
- Demand in the medical field decreased due to the relaxation of infectious disease controls by the government

* All comparisons are year-on-year

Net Sales

36.28 bn yen

(6.05 bn yen↑/ 20.0%↑)

- Increased in all segments
- High orders backlog at the beginning of the period contributed

Orders Received

38.45 bn yen

(3.80 bn yen↑/ 11.0%↑)

- Orders received in the Engineering business increased sharply, as large-scale orders were won mainly in major metropolitan areas in Japan
- In Manufacturing and Trading businesses, there were slight decreases

Gross Profit

11.14 bn yen

(1.86 bn yen↑/ 20.0%↑)

- Gross profit also increased in line with an increase in net sales

Orders Backlog

31.42 bn yen

(2.17 bn yen↑/ 7.4%↑)

- Orders backlog increased in line with an increase in orders received

Operating Profit

4.02 bn yen

(1.26 bn yen↑/ 46.0%↑)

- Operating profit increased in line with an increase in gross profit
- SG&A expenses, mainly in labor costs, increased

Ordinary Profit

4.16 bn yen

(1.23 bn yen↑/ 42.1%↑)

Profit

3.14 bn yen

(0.97 bn yen↑/ 44.8%↑)

FY2023 Performance

(Unit: mn yen)	FY2021		FY2022		FY2023		Year-on-Year	
		Ratio (%)		Ratio (%)		Ratio (%)	Change (%)	Change
Net Sales	32,485	100.0	30,229	100.0	36,280	100.0	+ 20.0	+ 6,051
Gross Profit	10,489	32.3	9,282	30.7	11,142	30.7	+ 20.0	+ 1,860
SG&A Expenses	6,507	20.0	6,525	21.6	7,117	19.6	+ 9.1	+ 592
Operating Profit	3,982	12.3	2,756	9.1	4,025	11.1	+ 46.0	+ 1,269
Ordinary Profit	4,110	12.7	2,929	9.7	4,164	11.5	+ 42.1	+ 1,235
Profit	3,159	9.7	2,169	7.2	3,141	8.7	+ 44.8	+ 972
Orders Received	35,014	-	34,643	-	38,452	-	+ 11.0	+ 3,809
Orders Backlog	25,256	-	29,250	-	31,421	-	+ 7.4	+ 2,171

FY2023 Results Trends by Segment

		FY2021	FY2022	FY2023	Year-on-Year	
					Change (%)	Change
 Manufacturing (environment-related)	(Unit: mn yen)					
	Orders Received	7,240	7,626	7,255	△ 4.9	△ 371
	Net Sales	8,563	6,288	7,654	+ 21.7	+ 1,366
	Gross Profit	3,803	2,580	3,260	+ 26.4	+ 680
 Engineering (water-treatment-related)	Orders Received	17,435	16,349	20,835	+ 27.4	+ 4,486
	Net Sales	14,683	14,408	17,671	+ 22.6	+ 3,263
	Gross Profit	4,403	4,234	5,201	+ 22.8	+ 967
 Trading (fluid machinery-related)	Orders Received	10,338	10,667	10,360	△ 2.9	△ 307
	Net Sales	9,238	9,532	10,954	+ 14.9	+ 1,422
	Gross Profit	2,281	2,467	2,680	+ 8.6	+ 213

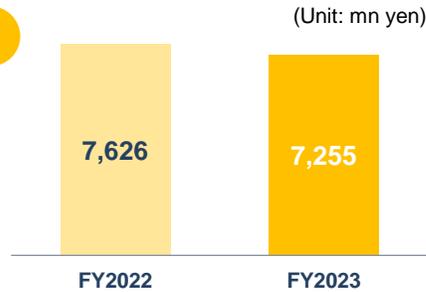
FY2023 Results by Segment (Year-on-Year)



Manufacturing (environment-related)

Orders Received

-0.37 bn yen
(-4.9%)



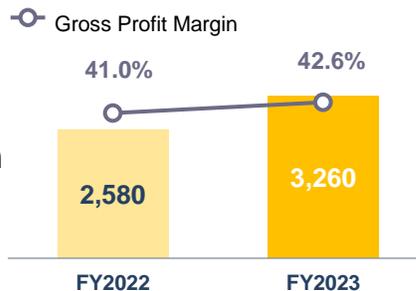
Net Sales

+1.36 bn yen
(+21.7%)



Gross Profit

+0.68 bn yen
(+26.4%)



Orders Received

Field	Change factors	Change
Measuring	Decreased due to stagnant capital investment in the semiconductor sector	-226
Energy-saving/creating	Orders for storage batteries declined, as the field failed to make up for large orders received in the previous period	-102
Deodorizing	Increased thanks to stable demand for deodorizer replacements, orders for bio-deodorizing were received	+358
Water treatment plants	Orders in fisheries plant equipment, especially land-based aquaculture facilities, increased	+100
Medical	Demand for infectious diseases control equipment decreased	-501

Net Sales

Field	Change factors	Change
Measuring	Increased due to progress in product shipments resulting from improved procurement of materials and equipment	+442
Energy-saving/creating	High backlog of orders for storage batteries contributed	+866
Deodorizing	Sales associated with bio-desulfurization and bio-deodorizing increased	+151
Water treatment plants	Sales in fisheries plant equipment, especially land-based aquaculture facilities, increased	+191
Medical	Demand for infectious diseases control equipment decreased	-284

Gross profit

- Gross profit increased in line with an increase in net sales
- Gross profit margin increased due to higher sales in the measuring field

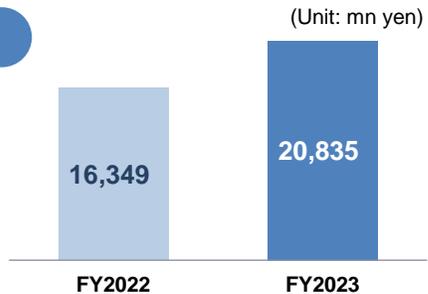
FY2023 Results by Segment (Year-on-Year)



Engineering (water-treatment-related)

Orders Received

+4.48 bn yen
(+27.4%)



- Demand for renewal and development of water infrastructure facilities, as well as for disaster prevention and mitigation, remains strong
- Large-scale orders were won mainly in major metropolitan areas in Japan

Net Sales

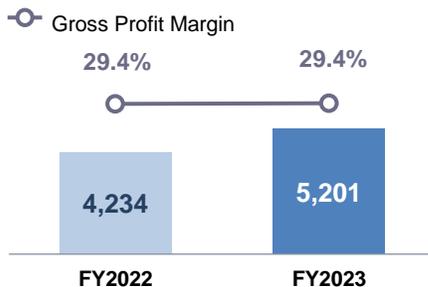
+3.26 bn yen
(+22.6%)



- High orders backlog at the beginning of the period contributed to sales

Gross Profit

+0.96 bn yen
(+22.8%)



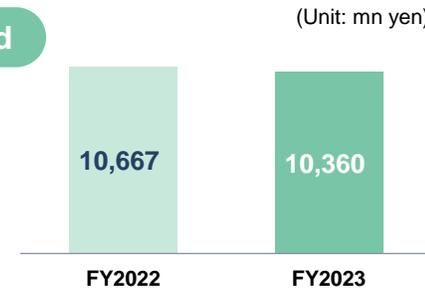
- Gross profit increased in line with an increase in net sales
- Despite an increase in material and equipment prices, gross profit margin was almost the same level as in the previous period due to cost-reduction efforts



Trading (fluid machinery-related)

Orders Received

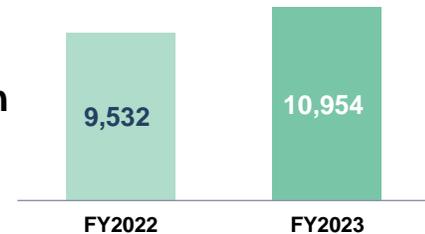
-0.30 bn yen
(-2.9%)



- Declined in reaction to orders received in the previous year ahead of schedule, in anticipation of longer delivery times

Net Sales

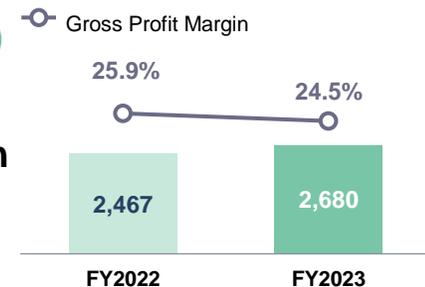
+1.42 bn yen
(+14.9%)



- High orders backlog at the beginning of the period contributed to sales

Gross Profit

+0.21 bn yen
(+8.6%)



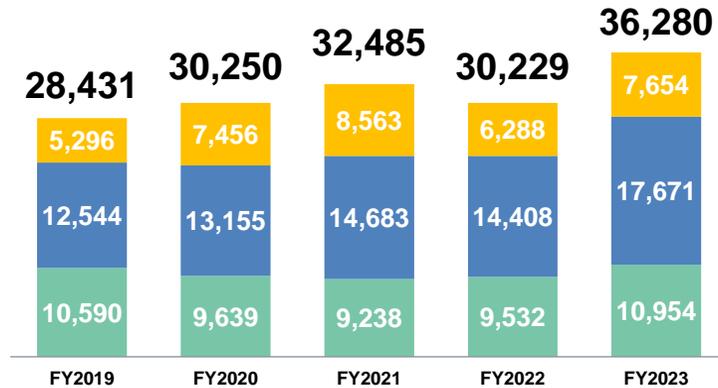
- Profit margin decreased due to large-scale low-margin projects
- Price pass-through of higher costs progressed

Trends in Net Sales, Gross Profit, Orders Received, and Orders Backlog

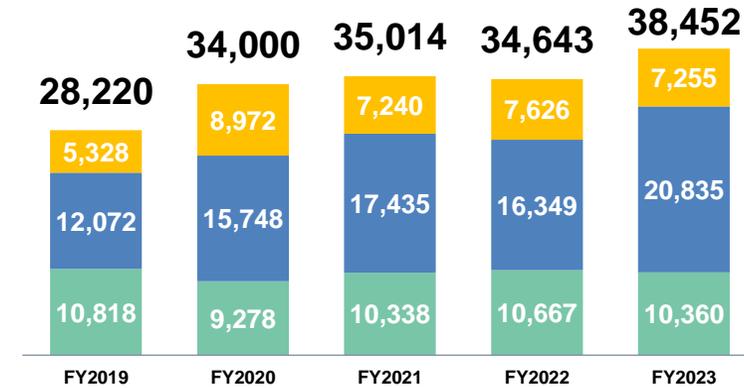
■ Manufacturing
 ■ Engineering
 ■ Trading

(Unit: mn yen)

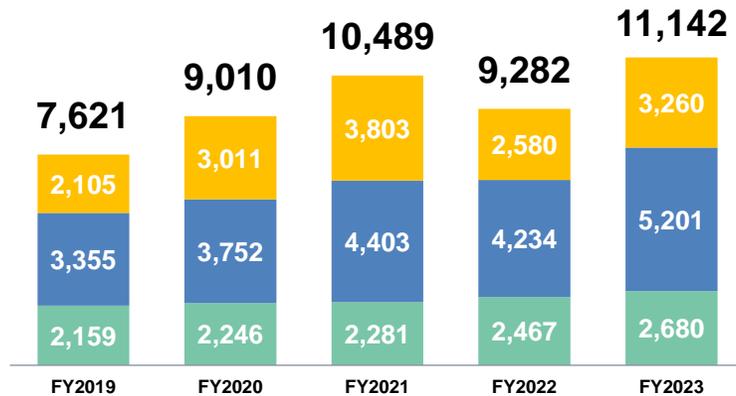
Trend in Net Sales



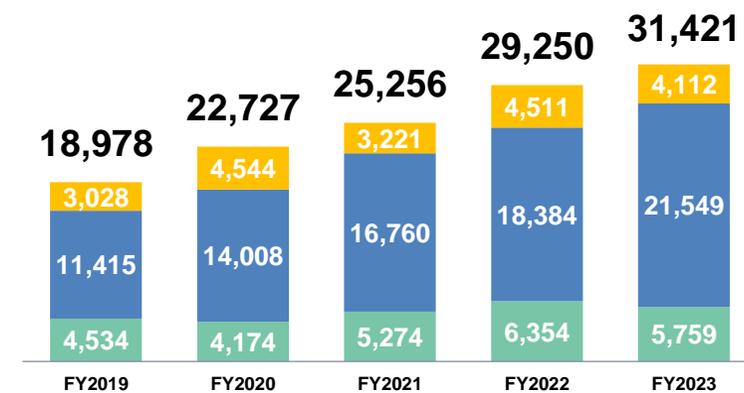
Trend in Orders Received



Trend in Gross Profit



Trend in Orders Backlog





FY2024 Business Plan

FY2024 Business Plan

- As the current market conditions in both public and private sectors remain strong, net sales are expected to increase on the back of the highest-level orders backlog at the beginning of the period (up 2.1 bn yen from the previous period)
- Aim to improve gross profit margin with price pass-throughs and cost-reduction efforts to cope with higher material and equipment prices due to price increases
- Plan to increase SG&A expenses in response to rising higher R&D costs stemming from active development investment and labor costs due to prices trending upward

(Unit: mn yen)	FY2022 Results		FY2023 Results		FY2024 Plan		Year-on-Year	
		Ratio (%)		Ratio (%)		Ratio (%)	Change (%)	Change
Net Sales	30,229	100.0	36,280	100.0	38,000	100.0	+ 4.7	+ 1,720
Gross Profit	9,282	30.7	11,142	30.7	11,850	31.2	+ 6.4	+ 708
SG&A Expenses	6,525	21.6	7,117	19.6	7,800	20.5	+ 9.6	+ 683
Operating Profit	2,756	9.1	4,025	11.1	4,050	10.7	+ 0.6	+ 25
Ordinary Profit	2,929	9.7	4,164	11.5	4,200	11.1	+ 0.9	+ 36
Profit	2,169	7.2	3,141	8.7	3,150	8.3	+ 0.3	+ 9
Orders Received	34,643	-	38,452	-	38,500	-	+ 0.1	+ 48
Orders Backlog	29,250	-	31,421	-	31,921	-	+1.6	+ 500

FY2024 Business Plan by Segment

(Unit: mn yen)		FY2023	FY2024 Plan		Year-on-Year	
				Ratio (%)	Change (%)	Change
 Manufacturing (environment-related)	Orders Received	7,255	7,500	-	+3.4	+245
	Net Sales	7,654	7,500	100.0	-2.0	-154
	Gross Profit	3,260	3,250	43.3	-0.3	-10
 Engineering (water-treatment-related)	Orders Received	20,835	20,000	-	-4.0	-835
	Net Sales	17,671	19,500	100.0	+10.4	+1,829
	Gross Profit	5,201	5,900	30.3	+13.4	+699
 Trading (fluid machinery-related)	Orders Received	10,360	11,000	-	+6.2	+640
	Net Sales	10,954	11,000	100.0	+0.4	+46
	Gross Profit	2,680	2,700	24.5	+0.7	+20



Highlights of FY2024 Business Plan: Manufacturing (environment-related)

Advance niche strategies and expansion of business domains to be the core of growth

Market Condition

- Uncertainty over when demand for the semiconductor industry will recover
- Increase in demand for fisheries plant equipment, especially land-based aquaculture facilities
- Increase in demand for storage batteries in anticipation of a decarbonized society

Orders Received/Net Sales

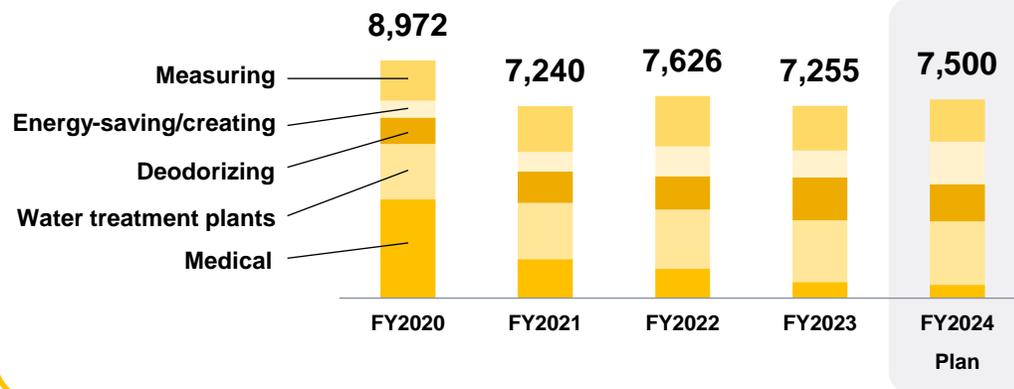
- Increase in the energy-saving/creating field amid an expansion of the storage battery market
- Increase in the water treatment plant field, especially land-based aquaculture facilities
- Decrease in the measuring field due to stagnant capital investment in the semiconductor industry
- Continued decrease in the medical field reflecting the diminished importance of infectious disease control

Gross Profit

- Gross profit margin is expected to rise due to price pass-throughs and cost-reduction efforts, but gross profit is expected to decline in line with lower sales

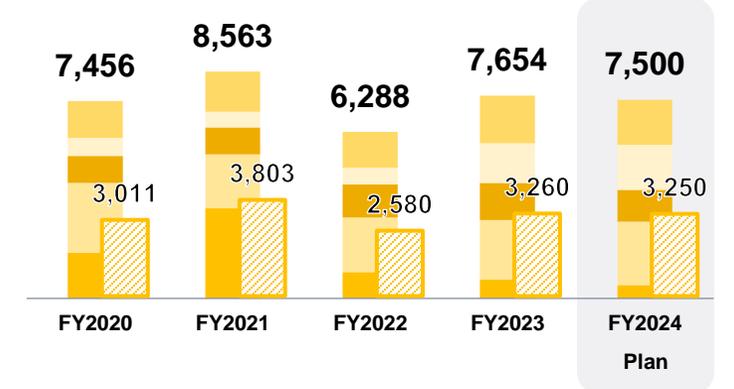
Orders Received

(Unit: mn yen)



Net Sales

(Unit: mn yen)





Highlights of FY2024 Business Plan: Engineering (water-treatment-related)

Develop business domains based on both the customer and product axes

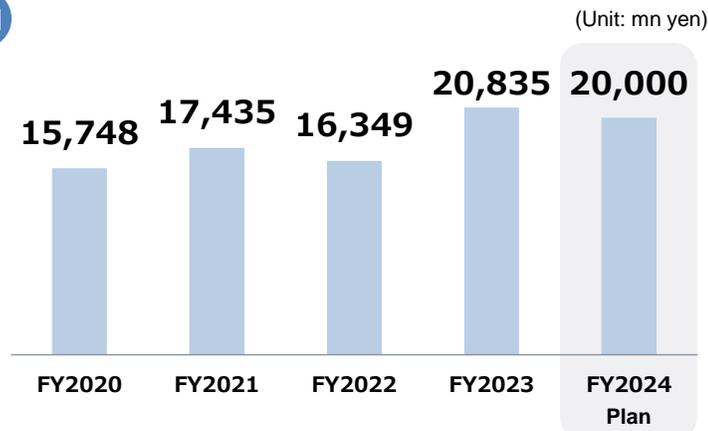
Market Condition

- Strong demand for renewal and development of water infrastructure facilities
- Continuing high demand for disaster prevention and mitigation as well
- Expansion in size of projects mainly in metropolitan areas in Japan
- Longer procurement periods for electrical materials, such as cables

Orders Received

- Demand for renewal and development of water infrastructure facilities, as well as for disaster prevention and mitigation, remains strong
- Orders may see a decrease from the previous period's large-scale projects, but the decline will likely be small

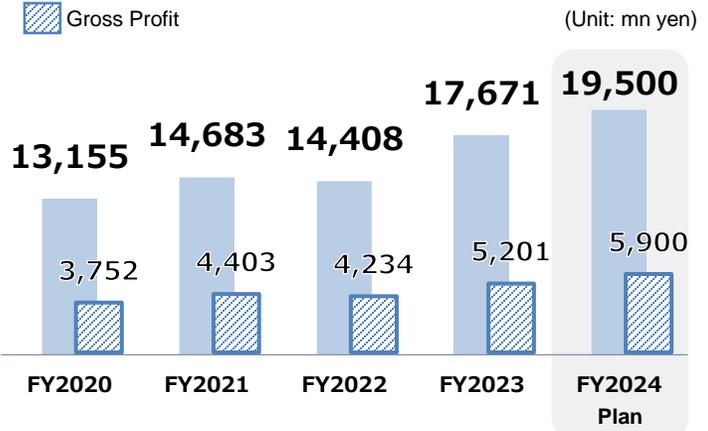
Orders Received



Net Sales

- High orders backlog at the beginning of the period is going to be recorded as sales

Net Sales



Gross Profit

- Gross profit margin is expected to rise due to price pass-throughs and cost-reduction efforts



Highlights of FY2024 Business Plan: Trading (fluid machinery-related)

Steadily reinforce the revenue base that has been a foundation since the company's establishment

Market Condition

- Private capital investment remains robust, reflecting demand for construction of new domestic bases in the manufacturing sector and urban redevelopment
- The impact of material price increases is slowly being passed on to the demand side and is being factored into prices
- Nationwide difficulties in the procurement of cables and other electrical materials may affect the procurement schedule on the customer side

Orders Received

- Demand for capital investment for private-sector plants and urban redevelopment remains strong

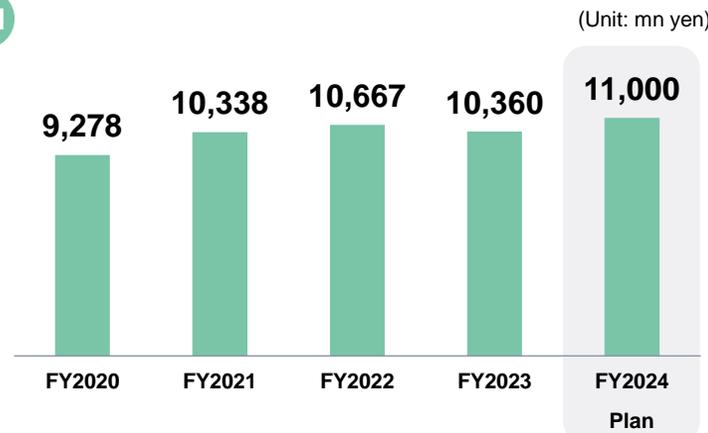
Net Sales

- Despite a decrease in the orders backlog at the beginning of the period, sales remain at the same level as in the previous period due to an increase in orders

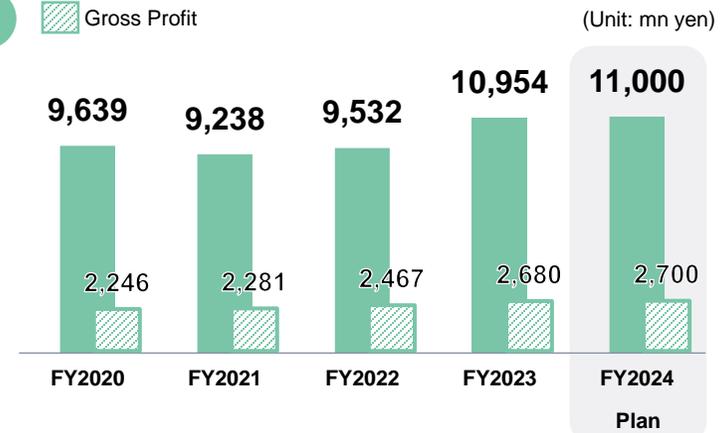
Gross Profit

- Gross profit margin is expected to remain at the same level as in the previous period

Orders Received



Net Sales





Shareholder Returns

Dividends

Basic Policy

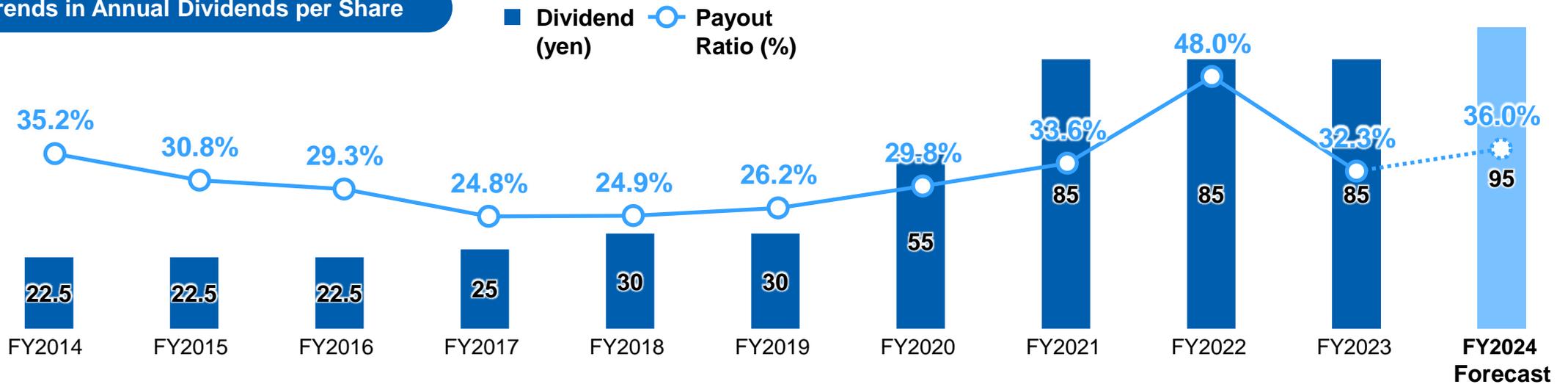
Maintain stable and continuous profit distribution with a target payout ratio of 35%

Forecast dividend of 95 yen per share for FY2024 (to be increased by 10 yen)

		FY2022 Result	FY2023 Plan	FY2024 Forecast
Dividends	Annual	85.0 yen	85.0 yen	95.0 yen
	Interim	42.5 yen	42.5 yen	47.5 yen
	Year-end	42.5 yen	42.5 yen	47.5 yen
Payout ratio		48.0%	32.3%	36.0%

*FY2023 Year-end Dividend will be proposed to the Annual General Meeting of Shareholders to be held in March 2024

Trends in Annual Dividends per Share



Acquisition of Treasury Shares

270 mn yen 570 mn yen 1,000 mn yen 320 mn yen 680 mn yen

Total Payout Ratio

29.3% 24.8% 42.1% 26.2% 53.9% 65.3% 63.1% 53.8%

Treasury Shares

Basic Policy

As one way of returning profits to shareholders, flexibly implement share buybacks, taking into account capital needs and stock price levels

Acquisition of Treasury Shares

1. Description of the resolution adopted by the Board of Directors in November 2022

Total acquisition cost	1,000 million yen (maximum)
Total number of shares to be acquired	500,000 shares (maximum) Percentage of total number of shares issued (excluding treasury shares) 4.1%
Acquisition period	November 2022 to October 2023

2. Treasury shares acquired in FY2023 based on the above resolution

Total acquisition cost	680 million yen
Total number of shares acquired	253,200 shares

Progress of Medium-Term Management Plan [EJ2024]

Plan for Final Year of [EJ2024] and FY2024 Business Plan

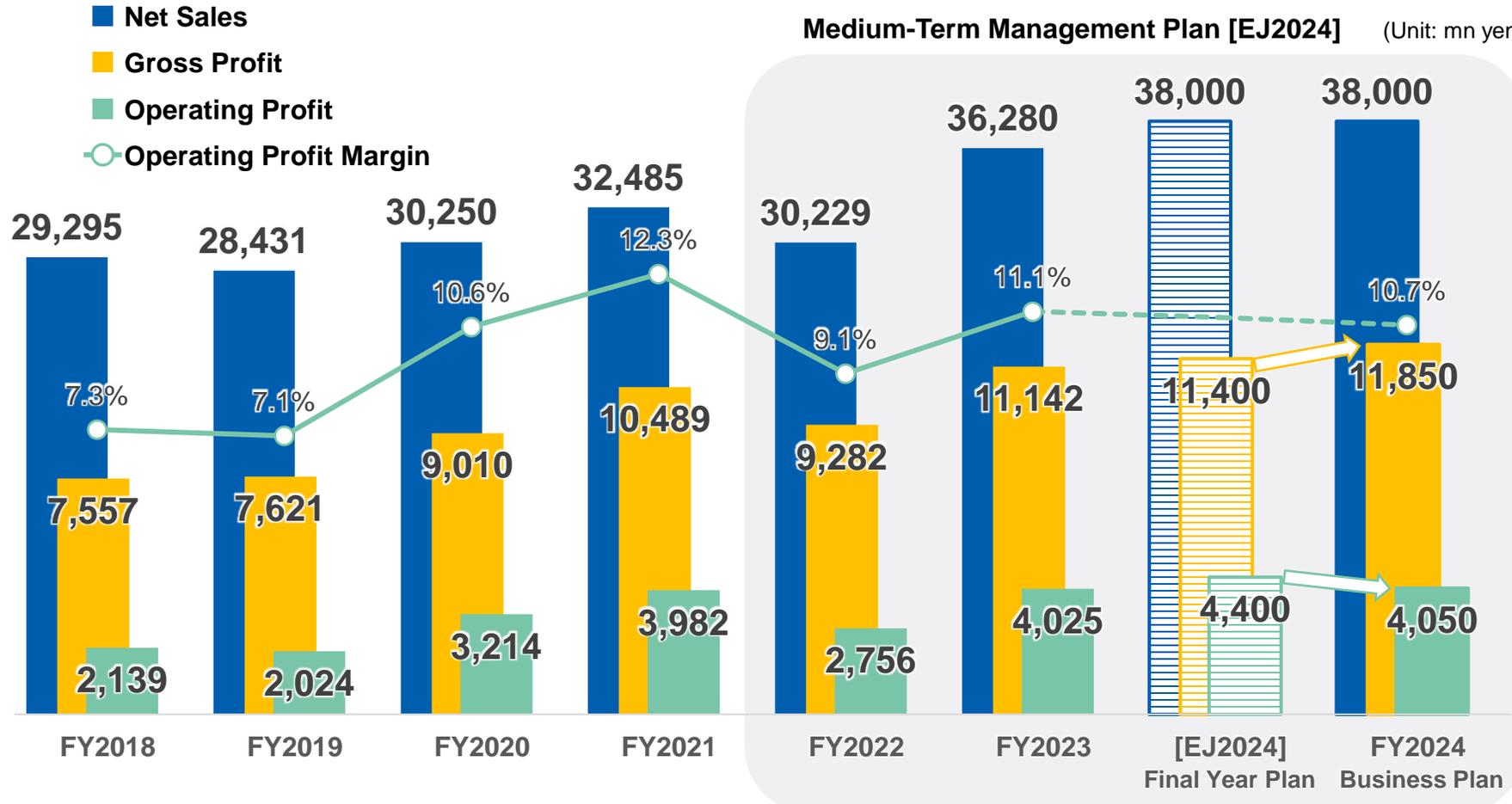
- Expect net sales to come as planned for the final year of [EJ2024], while gross profit will likely exceed the plan (up 450 million yen)
- Expect SG&A expenses, mainly in labor and R&D costs, to increase in line with rapidly rising prices (up 800 million yen)
- Increased SG&A expenses are expected to push down operating profit to 4,050 million yen (down 350 million yen)

(Unit: mn yen)	FY2022 Result	FY2023 Result	Plan for FY2024 Final Year of [EJ2024]	FY2024 Business Plan	Changes
Net Sales	30,229	36,280	38,000	38,000	-
Gross Profit	9,282	11,142	11,400	11,850	+450
Gross Profit Margin (%)	30.7	30.7	30.0	31.2	-
SG&A Expenses	6,525	7,117	7,000	7,800	+800
Operating Profit	2,756	4,025	4,400	4,050	-350
Operating Profit Margin (%)	9.1	11.1	11.6	10.7	-
ROE (%)	11.6	15.9	13% or more	13% or more	-

Status of Net Sales and Operating Profit

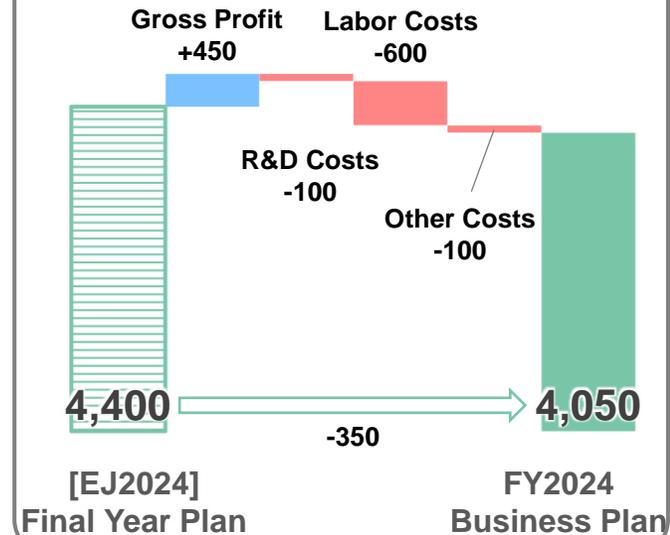
Results have exceeded the targets set in [EJ2024] up to FY2023.

In FY2024, the final year of the medium-term plan, operating profit is expected to be 4,050 million yen with a plan for a substantial increase in SG&A expenses due to increases in labor, R&D, and other costs, reflecting price trends.



Change factors of operating profit

- Labor and other costs are expected to increase due to rapid price increases and other factors
- R&D costs are expected to increase amid the accelerated development of products to preserve and improve the global environment



Progress and Results of Initiatives in FY2023

Basic policy

**Creation of new businesses/
Acceleration of new product development**

- **Roll out new products contributing to disaster prevention and mitigation**
 - Manhole pump start-up support system in the event of a power failure
- **Expand storage battery lineups**
- **Develop solutions contributing to decarbonization and reduction of environmental burdens, and invest in related businesses**
 - Develop new mercury-free ozone monitors
 - Invest in start-up firms associated with next-generation power semiconductors
 - Obtain certification for products contributing to decarbonization (Kawasaki Carbon Neutral Brand 2023)

Expansion of business domains

- **Respond to demand for disaster prevention and mitigation based on the government's Fundamental Plan for National Resilience**
- **Strengthen business bases in newly entered areas such as Hokkaido, Niigata, and Hiroshima**
- **Prepare for public-private partnerships, area expansion, and comprehensive responses**

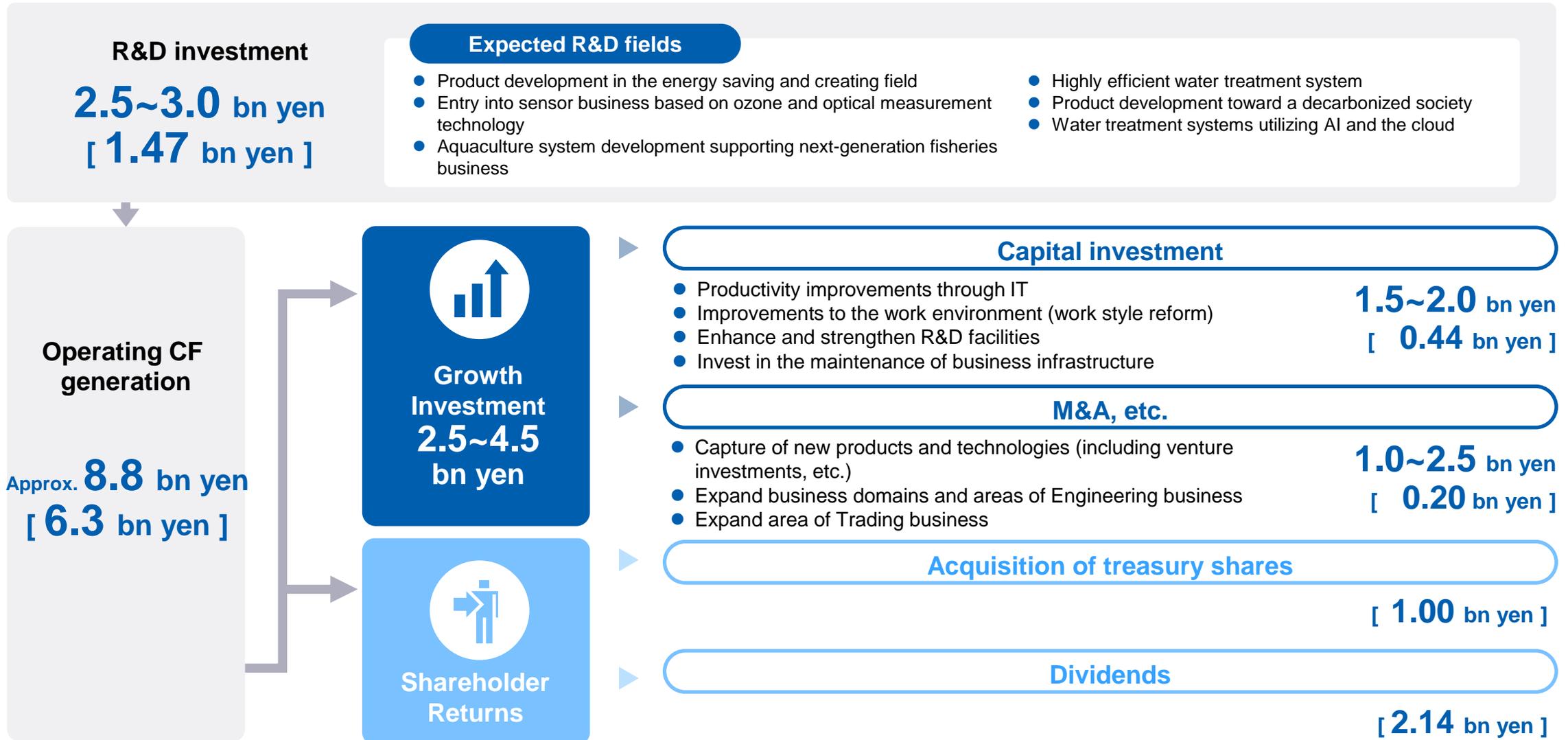
Establishment of stable revenue base

- **Increase order accuracy through improvement in estimating techniques**
- **Respond to soaring prices of raw materials and delayed deliveries, among other issues**

Progress and results of initiatives

Investment Strategy (2022 – 2024)

[Total figures of FY2022 to FY2023]





Topics

Topics

Development of new mercury-free ozone analyzers

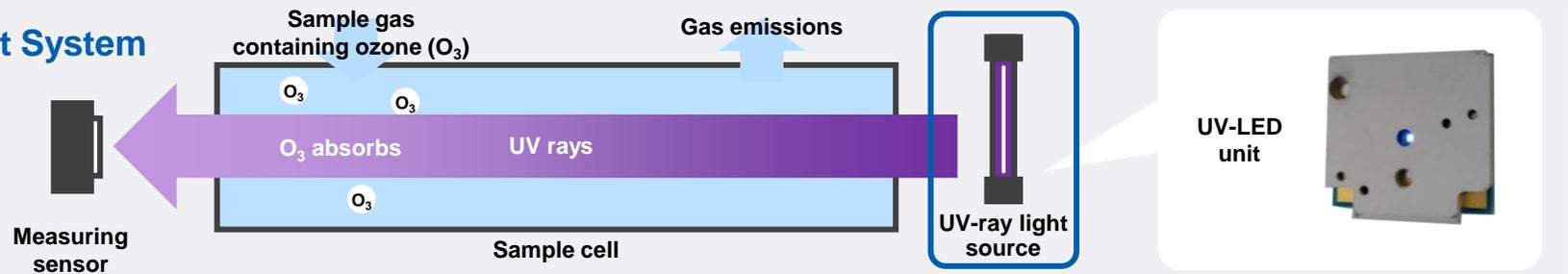
We have developed new mercury-free ozone analyzers that use UV-LEDs as the light source, replacing conventional mercury lamps.

Our original technology of correcting luminescence characteristics enables high-precision measurements, which had been considered difficult with UV-LED light sources.

The analyzers reduce environmental loads as they use no mercury, which is restricted by the Minamata Convention on Mercury and other regulations. We are set to start receiving orders for the analyzers in April 2024.

Ozone Concentration Measurement System

Ozone has the property of absorbing UV rays. The ozone concentration in sample gas can be measured by passing UV rays through the gas and precisely measuring its absorbance.



High-Precision Ozone Analyzer EG-3100 Series

- Uses a UV-LED light source and no mercury
- Realizes the same level of precision as that of low-pressure mercury lamps with the Company's original luminescence correction technology
- Offers lineups covering all gas measuring points in ozone treatment in water-purification processes
- Its high-precision, high-resolution feature makes it applicable for R&D as well



EG-3100

New Product

In-Line Ozone Analyzer EG-690

- Uses a UV-LED light source and no mercury
- Realizes the same level of precision as that of low-pressure mercury lamps with the Company's original luminescence correction technology
- Can be installed in-line in ozone gas piping in semiconductor manufacturing processes
- A small footprint suitable for equipment installation



EG-690

New Product

Topics

Our humic deodorizer “VOEF” has been designated as Kawasaki Carbon Neutral Brand as a product contributing to the reduction of CO₂

Our humic deodorizer “VOEF (EPSR1)” was designated as Kawasaki Carbon Neutral Brand 2023 by the Kawasaki Carbon Neutral Brand Promotion Council.

The Kawasaki Carbon Neutral Brand project is an initiative headed by Kawasaki City that calculates the CO₂ emissions of products, technologies, and services that were researched, developed, and manufactured in the city over the entire lifecycle, from raw material procurement to disposal and recycling, and certifies the products that have been shown to reduce emissions compared to their conventional products.

“VOEF” received certification for reducing CO₂ emissions by about 12% in the entire lifecycle compared to conventional activated carbons.



Humic Deodorizer VOEF (EPSR1)



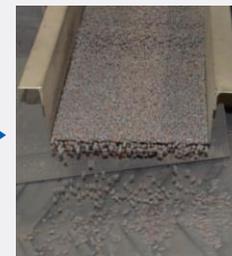
Humic Deodorizer “VOEF”

VOEF is a deodorizer used in dry deodorizing equipment installed at sewerage-related and other facilities. Made of soil-derived humus and produced at room temperature, this deodorizer has made it possible to reduce CO₂ over the entire product lifecycle, compared to activated carbons that require a substantial amount of energy in manufacturing and reprocessing.

Also, its deodorizing effects are not easily reduced even in humid conditions, and its absorption function lasts for a long time.



Contains soil-derived humus as a raw material



Mixed with other materials and granulated



Humic Deodorizer VOEF



Filled into deodorizing equipment, etc. at sewerage facilities



Reference Materials

Corporate Philosophy and Management Concept of EBARA JITSUGYO

Corporate Philosophy

Striving to provide a wholesome human environment for mankind and society

Restoring the beauty of our global environment is a crucial issue facing humankind in the 21st century.

Ebara Jitsugyo has a long track record as an expert in environmental protection technologies, even from before environmental problems became a social concern. We are dedicated to being a leader in the environmental sector, which has unlimited growth potential.

Management Concept

Corporate value through profit growth = Increase shareholder value



Our business

The three business segments



Manufacturing (environment-related)

The development, manufacture, and sales of environment-related products and facilities

- Highest-focus business with our own products
- Highly profitable, aiming for 50% in gross profit



Engineering (water-treatment-related)

The design, construction, and maintenance of water infrastructure facilities

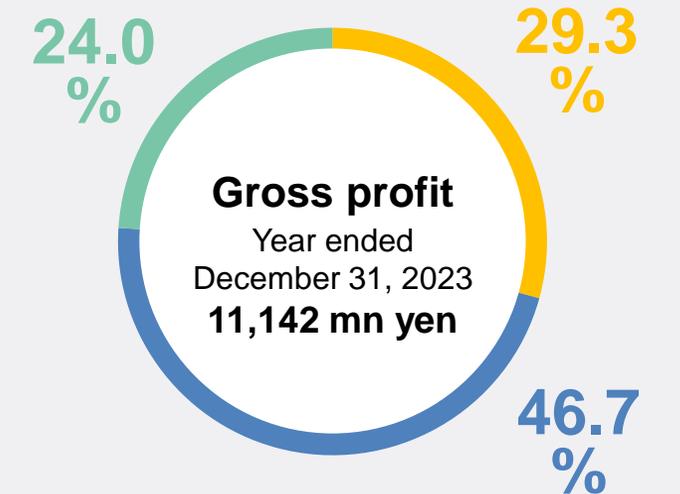
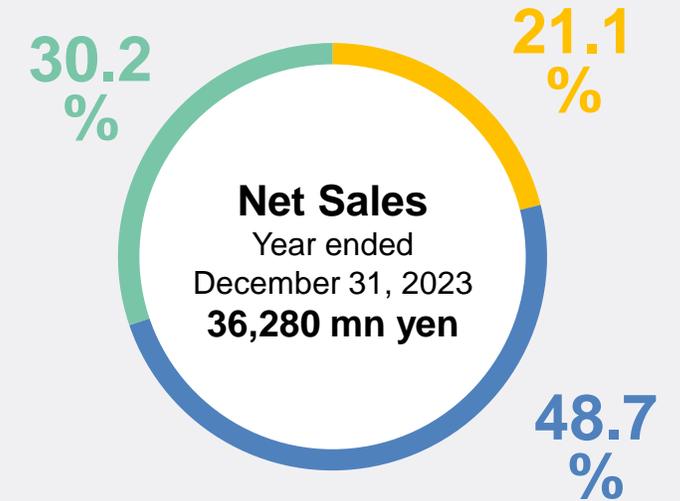
- Steady demand for renewals and repairs, and steady disaster-prevention needs
- Business domains are being explored and expanded



Trading (fluid machinery-related)

Sales of pumps, blowers, air conditioners etc., mostly Ebara products, as an agent

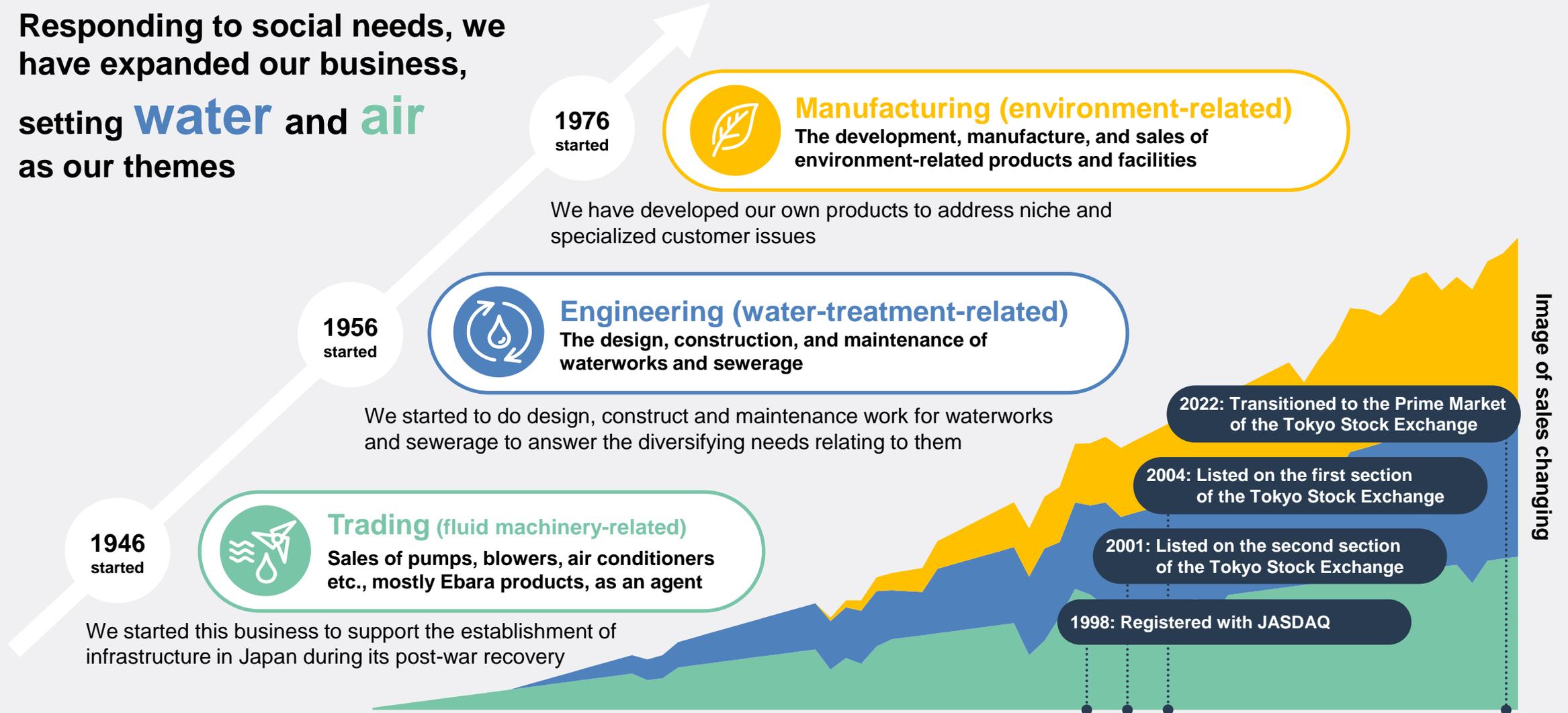
- Focuses on sales of pumps, a major product, as well as new products
- Caters to redevelopment projects



Note: "Ebara products" implies various products of Ebara Corporation (Ebara Group).
There is no capital relationship between Ebara Corporation (Ebara Group) and Ebara Jitsugyo.

History

Responding to social needs, we have expanded our business, setting **water** and **air** as our themes





Business Overview by Segment: Manufacturing (environment-related)



Manufacturing (environment-related)

The development, manufacture, and sales of environment-related products and facilities

Proportion of consolidated net sales

21.1 %

Net Sales
Year ended
December 31, 2023
**7,654
mn yen**

Proportion of consolidated gross profit

29.3 %

Gross Profit
Year ended
December 31, 2023
**3,260
mn yen**

Social needs:
**Needs for specialized
water and air products**



Concept

Supply niche and specialized water and air products to the market

We supply our original and competitive products that are highly profitable

Diverse customer attributes and products

Measuring

High-precision ozone gas analyzer



Ozone gas/water analyzer for semiconductors



Energy-saving/creating

Home batteries



Energy-saving blowers



Deodorizing

Humus deodorizers



Bio desulfurization equipment



Water treatment Plants

Efficient sand filtration equipment



Land-based aquaculture systems



Medical

Simple negative pressure equipment

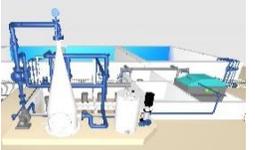


Indoor ozone sanitization equipment





Business Overview by Segment: Manufacturing (environment-related)

Field	Business	Main customers	Product examples
Measuring	<ul style="list-style-type: none"> • Manufacture and sales of measuring equipment used mainly for water treatment • Manufacture and sales of measuring equipment for semiconductors 	<ul style="list-style-type: none"> • Public facilities (advanced waterworks and sewerage facilities) • Private sector plants (including semiconductors, LCD, and food) 	<p>High-precision ozone gas analyzer</p>  <p>Ozone gas/water analyzer for semiconductors</p> 
Energy-saving/creating	<ul style="list-style-type: none"> • Development, design, construction and sales of ZEB/ZEH-related products • Manufacture and sales of blowers, especially energy-saving blowers 	<ul style="list-style-type: none"> • Private companies (air conditioner manufacturers, office buildings, etc.) • Private sector plants (including food, drinks, paper, and chemicals) 	<p>Home batteries</p>  <p>Energy-saving blowers</p> 
Deodorizing	<ul style="list-style-type: none"> • Manufacture and sales of deodorizers and deodorizing equipment, especially industrial deodorizers • Design, construction and sales of bio-deodorizing and desulfurization equipment 	<ul style="list-style-type: none"> • Public facilities (sewerage, and sewerage for agricultural communities) • Private sector plants (including for food and drinks) • Shopping centers (grease and sludge trapping systems) 	<p>Humus deodorizers</p>  <p>Bio desulfurization equipment</p> 
Water treatment plants	<ul style="list-style-type: none"> • Design and construction of industrial waterworks and wastewater facilities • Engineering for aquacultures, fish farms and waterscape facilities 	<ul style="list-style-type: none"> • Private sector plants (including food, drinks, paper, and chemicals) • Public facilities (including fisheries research institutes) 	<p>Efficient sand filtration equipment</p>  <p>Land-based aquaculture systems</p> 
Medical	<ul style="list-style-type: none"> • Development and sales of medical equipment including for preventing infectious diseases and for emergency disaster measures • Others 	<ul style="list-style-type: none"> • Medical institutions, municipalities, central government, and others • Private sector companies, plants, etc. 	<p>Simple negative pressure equipment</p>  <p>Indoor ozone sanitization equipment</p> 

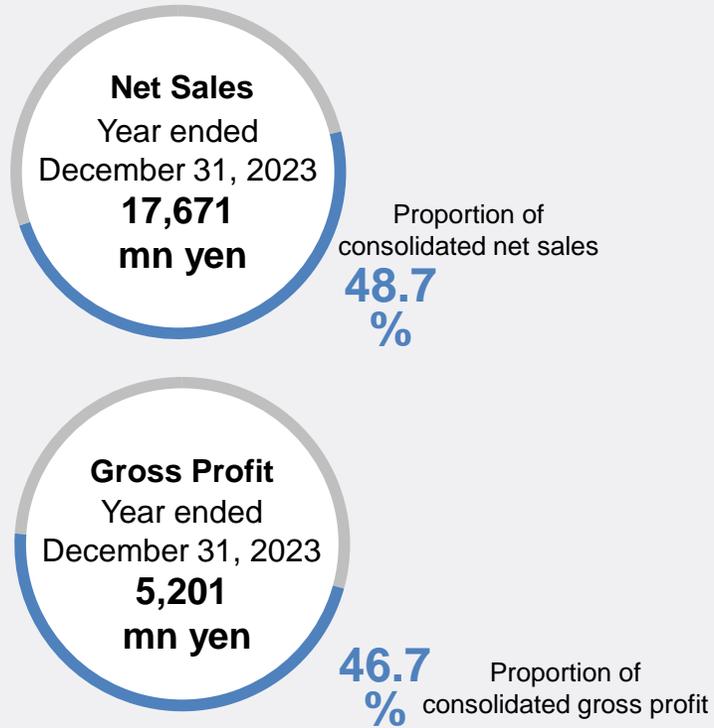


Business Overview by Segment: Engineering (water-treatment-related)



Engineering (water-treatment-related)

The design, construction, and maintenance of water infrastructure facilities



Waterworks



We handle design, construction and maintenance work for all equipment and devices to take in water from rivers, lakes and groundwater, from various water treatment equipment through to equipment to supply water to homes and business sites.

Sewerage



We handle design, construction, and maintenance work for all types of facilities, equipment and devices including for interim pumping stations that collect contaminated water and send it to sewerage stations, various sewerage stations, and water treatment stations that send clean, treated water back to rivers etc.

Rainwater draining facilities



These facilities are rolled out nationwide to protect the lives of people in areas prone to serious damages from river flooding due to torrential rain from typhoons. We handle the design, construction, and maintenance of rainwater draining pumps and electricity systems for target facilities.

Manhole pump facilities



These facilities are being used nationwide as a new armor for small-scale contaminated-water-transferring pumping stations, which are essential to spread the use of sewerage systems. The facilities are compact, with a tank to collect contaminated water (manhole) set with an underwater pump and employed in places with insufficient space for other facilities.

Cloud monitoring system E-Qias Cloud



We offer a system to remotely monitor waterworks and sewerage stations.



Business Overview by Segment: Trading (fluid machinery-related)



Trading (fluid machinery-related)

Sales of pumps, blowers, air conditioners etc., mostly Ebara products, as an agent

Proportion of consolidated net sales

30.2 %

Net Sales
Year ended December 31, 2023
10,954 mn yen

Proportion of consolidated gross profit

24.0 %

Gross Profit
Year ended December 31, 2023
2,680 mn yen

We sell industrial machines such as pumps, blowers, air conditioners, coolers and heaters, for buildings including shopping centers and factories



Water-supply pump units

Fire extinguishing pumps

Pumps/ blowers/air conditioning, cooling and heating/energy/other



Fans



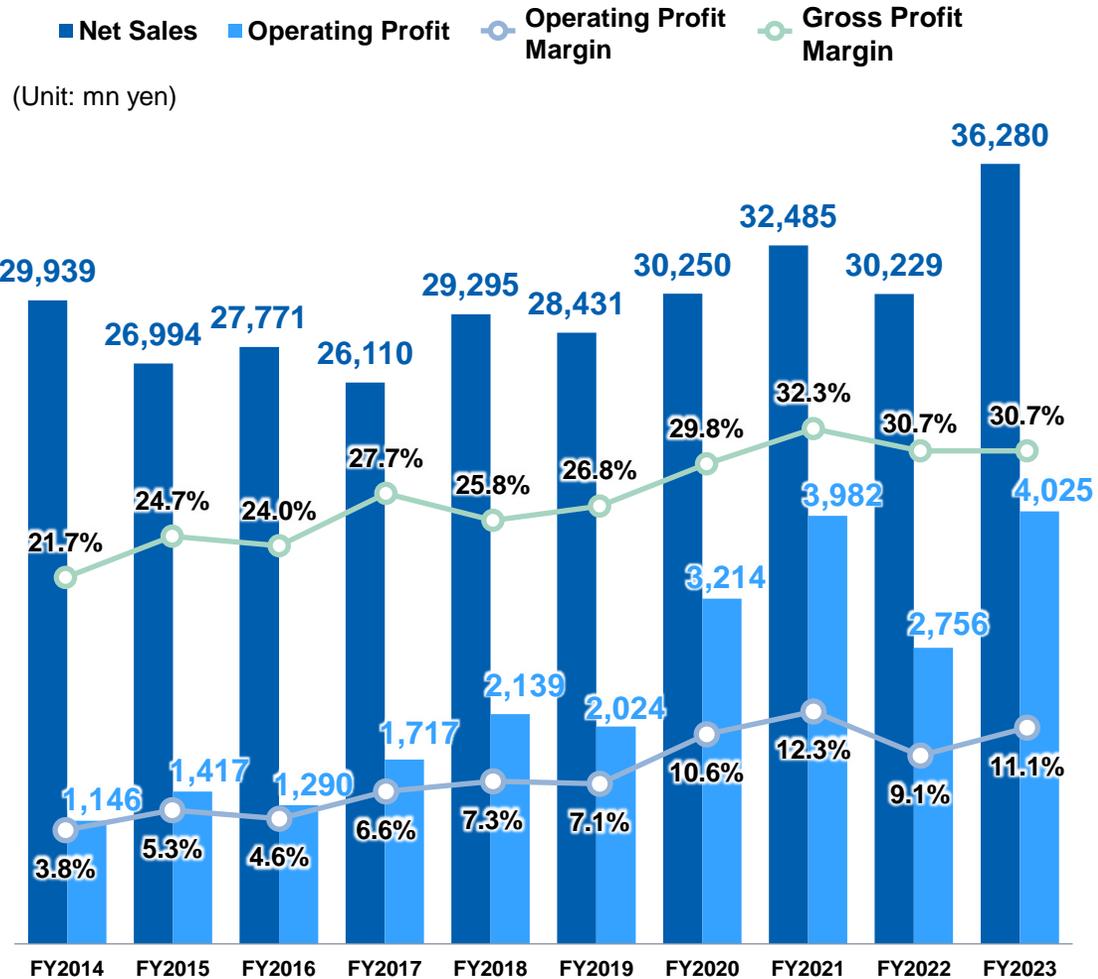
Crushers

The manufacture and installation of steel scaffolding for construction sites and plant facility stands (steel structures)

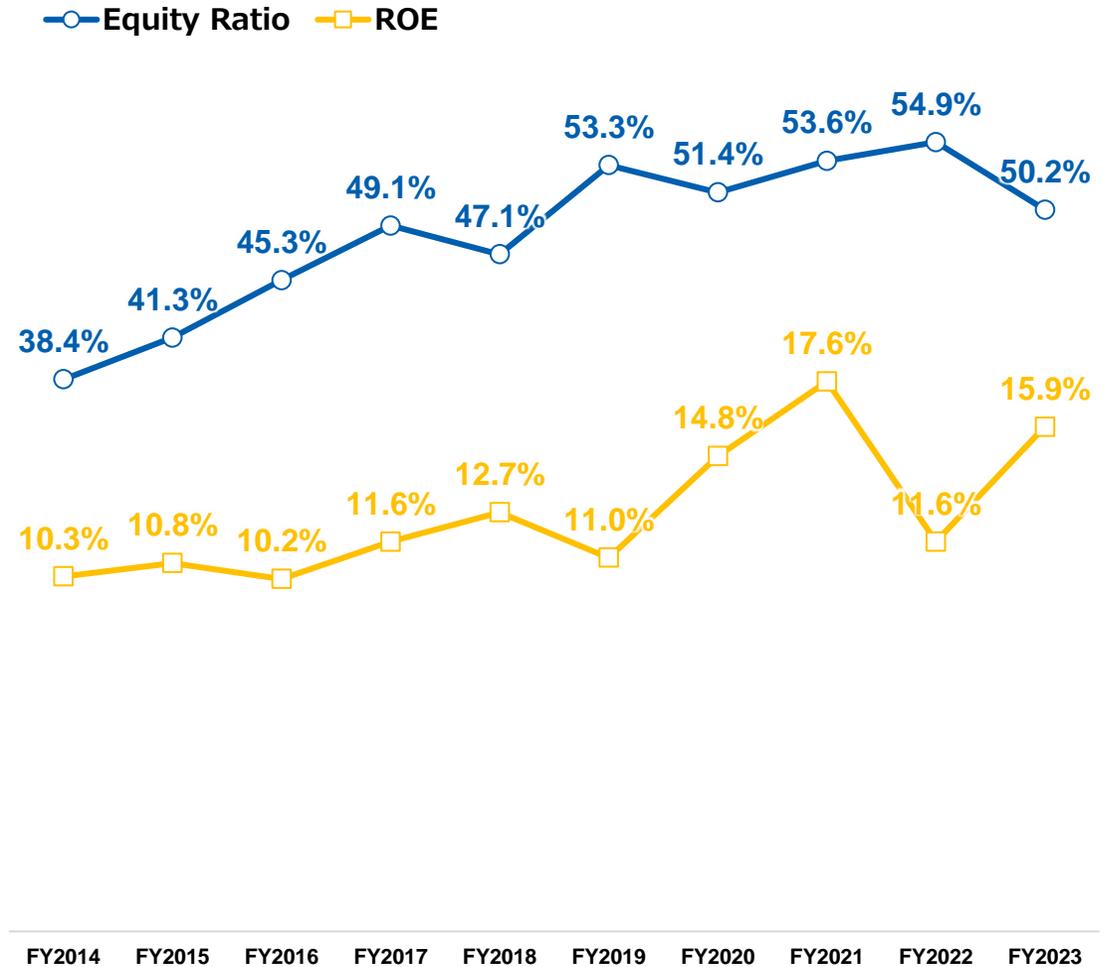


Results Trends (past 10 years)

Trends in Net Sales and Operating Profit



Trends in ROE and Equity Ratio



Performance (annual)

		FY2020		FY2021		FY2022		FY2023		FY2024	
		Result	YoY	Result	YoY	Result	YoY	Result	YoY	Plan	YoY
		(Unit: mn yen)									
Orders received	Measuring	1,519	+25.3%	1,717	+13.0%	1,908	+11.1%	1,682	△11.8%	1,600	△4.9%
	Energy-saving/creating	642	+7.0%	739	+15.1%	1,120	+51.6%	1,018	△9.1%	1,600	+57.2%
	Deodorizing	987	△17.0%	1,197	+21.3%	1,264	+5.6%	1,622	+28.3%	1,400	△13.7%
	Water-treatment plants	2,094	△2.1%	2,110	+0.8%	2,228	+5.6%	2,328	+4.5%	2,400	+3.1%
	Medical	3,729	+1873.0%	1,476	△60.4%	1,106	△25.1%	605	△45.3%	500	△17.4%
	Manufacturing (environment-related)	8,972	+68.4%	7,240	△19.3%	7,626	+5.3%	7,255	△4.9%	7,500	+3.4%
	Engineering (water-treatment-related)	15,748	+30.4%	17,435	+10.7%	16,349	△6.2%	20,835	+27.4%	20,000	△4.0%
	Trading (fluid machinery-related)	9,278	△14.2%	10,338	+11.4%	10,667	+3.2%	10,360	△2.9%	11,000	+6.2%
Total	34,000	+20.5%	35,014	+3.0%	34,643	△1.1%	38,452	+11.0%	38,500	+0.1%	
Net sales	Measuring	1,388	+6.4%	1,514	+9.1%	1,350	△10.8%	1,792	+32.7%	1,700	△5.1%
	Energy-saving/creating	689	△6.1%	590	△14.4%	637	+8.0%	1,503	+135.9%	1,700	+13.1%
	Deodorizing	1,016	△9.1%	1,023	+0.7%	1,252	+22.4%	1,403	+12.1%	1,200	△14.5%
	Water-treatment plants	2,629	+47.4%	2,033	△22.7%	2,060	+1.3%	2,251	+9.3%	2,400	+6.6%
	Medical	1,733	+386.8%	3,402	+96.3%	989	△70.9%	705	△28.7%	500	△29.1%
	Manufacturing (environment-related)	7,456	+40.8%	8,563	+14.9%	6,288	△26.6%	7,654	+21.7%	7,500	△2.0%
	Engineering (water-treatment-related)	13,155	+4.9%	14,683	+11.6%	14,408	△1.9%	17,671	+22.6%	19,500	+10.4%
	Trading (fluid machinery-related)	9,639	△9.0%	9,238	△4.2%	9,532	+3.2%	10,954	+14.9%	11,000	+0.4%
Total	30,250	+6.4%	32,485	+7.4%	30,229	△6.9%	36,280	+20.0%	38,000	+4.7%	
Gross profit	Manufacturing (environment-related)	3,011	+43.0%	3,803	+26.3%	2,580	△32.2%	3,260	+26.4%	3,250	△0.3%
	Engineering (water-treatment-related)	3,752	+11.8%	4,403	+17.4%	4,234	△3.8%	5,201	+22.8%	5,900	+13.4%
	Trading (fluid machinery-related)	2,246	+4.0%	2,281	+1.6%	2,467	+8.1%	2,680	+8.6%	2,700	+0.7%
Total	9,010	+18.2%	10,489	+16.4%	9,282	△11.5%	11,142	+20.0%	11,850	+6.4%	
Selling, general and administrative expenses		5,795	+3.6%	6,507	+12.3%	6,525	+0.3%	7,117	+9.1%	7,800	+9.6%
Operating profit		3,214	+58.8%	3,982	+23.9%	2,756	△30.8%	4,025	+46.0%	4,050	+0.6%
Non-operating profit		209		230		241		241		200	
Non-operating expenses		61		102		68		103		50	
Ordinary profit		3,363	+55.0%	4,110	+22.2%	2,929	△28.7%	4,164	+42.1%	4,200	+0.9%
Extraordinary income		3		338		140		201		200	
Extraordinary losses		27		57		21		0		-	
Profit before income taxes		3,339	+53.9%	4,392	+31.5%	3,048	△30.6%	4,365	+43.2%	4,400	+0.8%
Profit		2,342	+54.9%	3,159	+34.9%	2,169	+31.3%	3,141	+44.8%	3,150	+0.3%



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