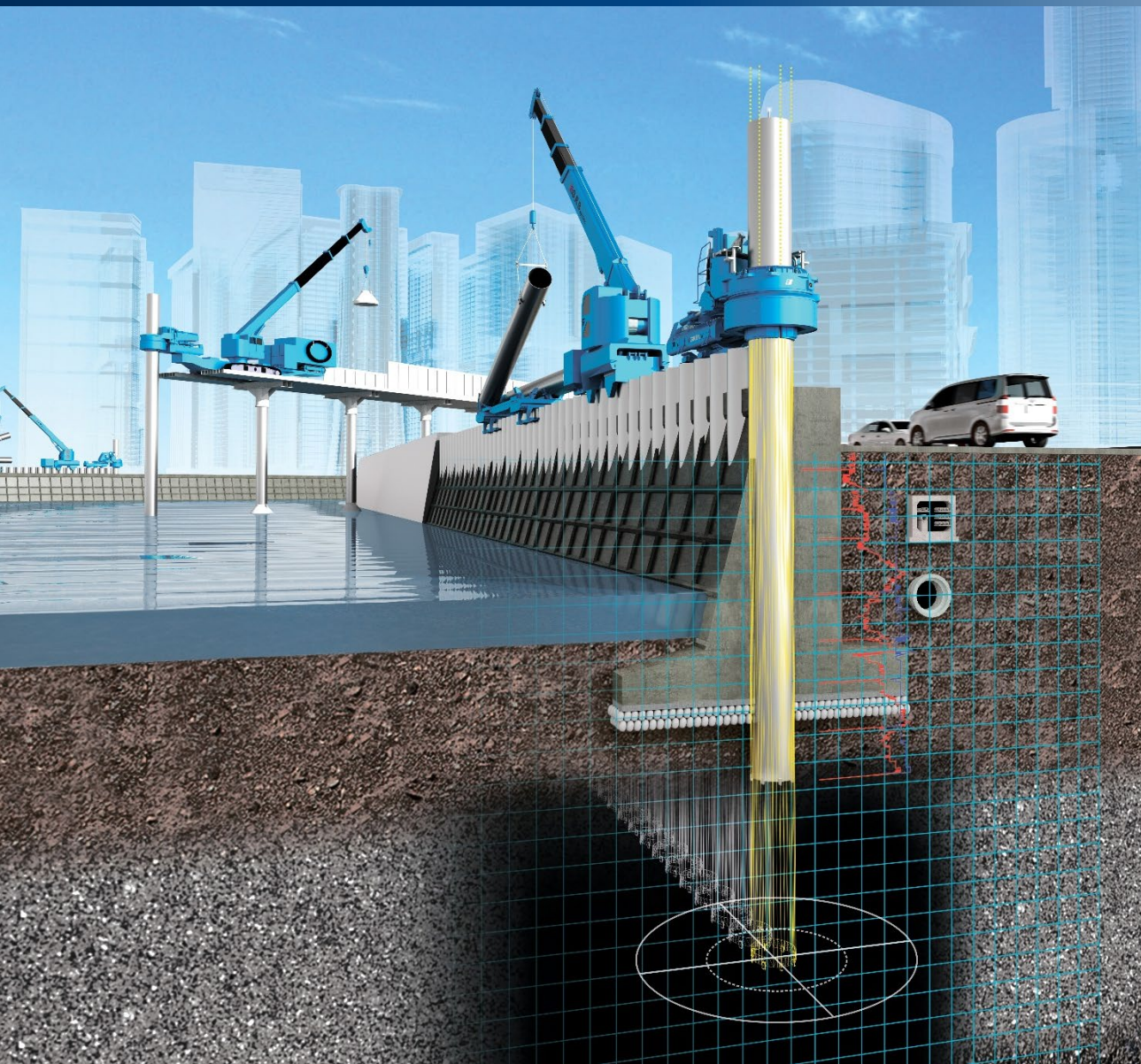


First Quarter of FY2025
(September 2024 to November 2024)



GIKEN
GIKEN LTD.
Financial Results
Overview

January 10, 2025
<stock code: 6289>

Forward-looking Statements Disclaimer

Except for historical facts, certain information provided in this document, such as our and our group's current policies and management strategies, contains "forward-looking statements" based on currently available information, including statements about the future. These statements, which are based on estimates, projections, or risky assumptions, involve uncertainties that could cause results to differ materially from those anticipated in the statements.

Such risks and uncertainties include general domestic and international economic conditions, such as national economic conditions, industrial and market conditions, interest rates, commodity prices, and exchange rate fluctuations.

We are not obligated to update or revise "forward-looking statements" provided in this document, even in the event of new information or future developments.

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Financial Results Overview for the First Quarter of FY2025

Financial Results Trend — Key Points

(1) Construction Machinery Segment

- ◎ **Solid increase in orders for press-in work**
 - Domestic infrastructure development, including measures to strengthen national resilience and Noto Peninsula Earthquake recovery and reconstruction projects, expressways, and ports, is expected to remain strong.
- ◎ **The impact of rising steel prices and increasing labor costs is required to be closely monitored.**
- ◎ **In overseas market, while staying focused on the regions where market development is getting on track, develop business infrastructure.**

(2) Press-in Work Segment

- ◎ **In Japanese market, orders steadily received primarily for development-oriented projects.**
 - Orders are expected to be steadily received for development-oriented projects, including construction and renovation of national highways and expressways, flood control projects in river basins, railway grade separation projects, and facility development-oriented projects in power plants.
- ◎ **Overseas, we see sustained demand for rentals with operators in Germany.**

Financial Results Trend — First Quarter

Net sales: Down 25.4% year on year to JPY 5,532M

Operating profit: Down 46.2% year on year to JPY 645M

Profit: Down 58.0% year on year to JPY 366M

Unit: Millions of JPY

Full year	FY2023		FY2024		FY2025	
	Actual	YoY	Actual	YoY	Actual	YoY
Net sales	7,482	+4.5%	7,418	-0.9%	5,532	-25.4%
Domestic sales	6,662	+9.0%	6,475	-2.8%	5,238	-19.1%
Overseas sales	819	-21.7%	943	+15.1%	294	-68.8%
Overseas ratio	11.0%	-3.6%pt	12.7%	+1.7%pt	5.3%	-7.4%pt
Gross profit	2,813	-3.6%	3,000	+6.6%	2,294	-23.5%
Operating profit (operating profit margin)	1,123 (15.0%)	-18.8%	1,198 (16.2%)	+6.7%	645 (11.7%)	-46.2%
Ordinary profit	1,180	-16.8%	1,265	+7.2%	679	-46.3%
Profit*	717	-22.1%	872	+21.5%	366	-58.0%
Profit per share	JPY 26.10	-22.2%	JPY 32.49	+24.5%	JPY 13.69	-57.9%

* Profit: Profit attributable to owners of parent

Financial Results Trend

— First Quarter Construction Machinery Segment

Domestic sales: Product sales decreased, affected by a reduction of construction projects due to rising costs

Overseas sales: Decreases from the elevated level resulting from the recording of product sales in Singapore and Brazil in the year-earlier period

Operating profit: Decline in gross profit due to decreased net sales, decreases in reaction to the sales of large-scale specialized machinery with high gross margin in the year-earlier period

Unit: Millions of JPY

Construction Machinery Segment	FY2023		FY2024		FY2025	
	Actual	YoY	Actual	YoY	Actual	YoY
Net sales	5,376	-4.9%	5,388	+0.2%	3,881	-28.0%
Domestic sales	4,829	-4.0%	4,413	-8.6%	3,539	-19.8%
Overseas sales	196	-51.2%	866	+340.3%	197	-77.2%
Internal sales	350	+58.0%	108	-69.1%	144	+33.4%
Overseas ratio*	3.9%	-3.5%pt	16.4%	+12.5%pt	5.3%	-11.1%pt
Operating profit (operating profit margin)	1,335 (24.8%)	-26.7%	1,518 (28.2%)	+13.7%	870 (22.4%)	-42.6%

* Overseas ratio is calculated on the basis of amounts excluding internal sales.

Financial Results Trend — First Quarter Press-in Work Segment

Domestic sales: Decreases from a high level reached in the year-earlier period that resulted from multiple ongoing projects

Overseas sales: Rentals with operators on track

Operating profit: Decline in gross profit due to decreased net sales, progress in development-oriented projects with high gross margin

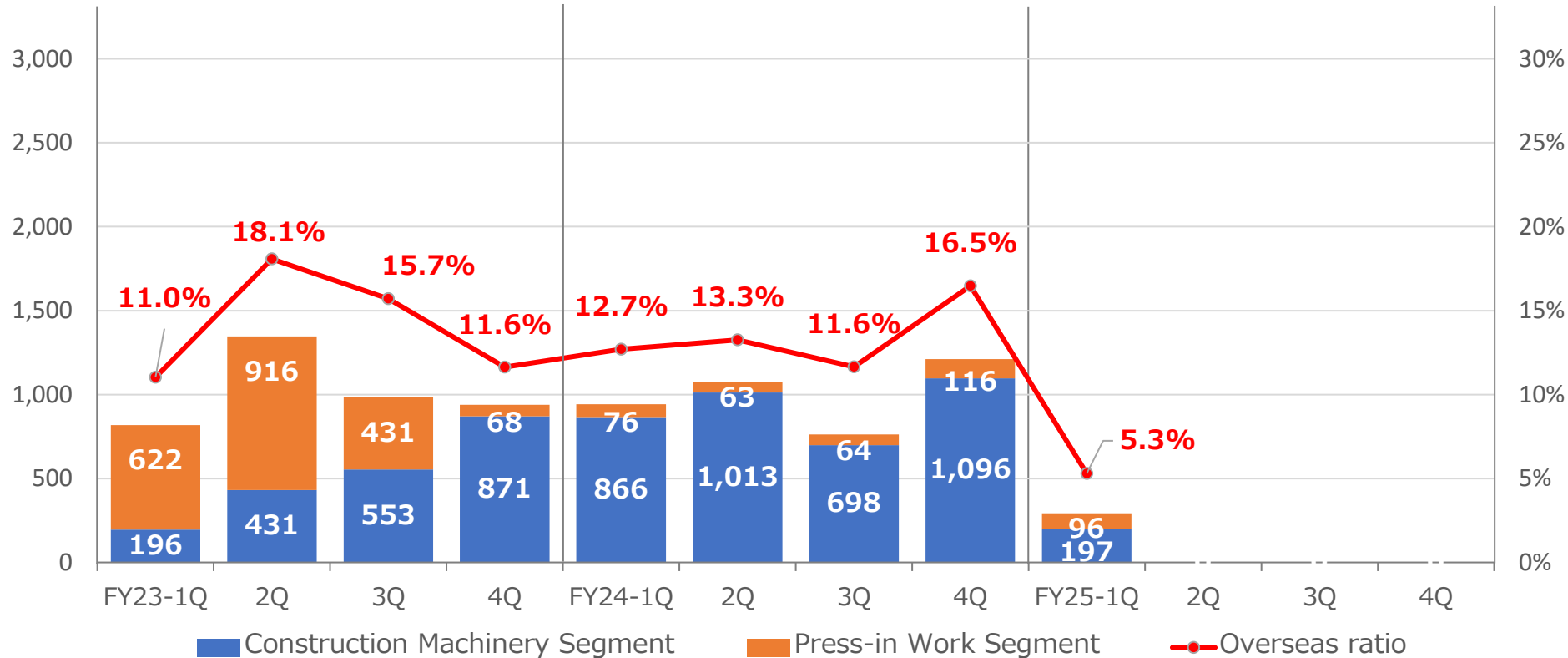
Unit: Millions of JPY

Press-in Work Segment	FY2023		FY2024		FY2025	
	Actual	YoY	Actual	YoY	Actual	YoY
Net sales	2,588	+47.8%	2,185	-15.6%	1,808	-17.2%
Domestic sales	1,833	+68.8%	2,061	+12.4%	1,698	-17.6%
Overseas sales	622	-3.2%	76	-87.7%	96	+26.2%
Internal sales	132	+489.8%	47	-64.6%	13	-71.4%
Overseas ratio*	25.4%	-11.8%pt	3.6%	-21.8%pt	5.4%	+1.8%pt
Operating profit (operating profit margin)	419 (16.2%)	+328.3%	299 (13.7%)	-28.5%	304 (16.8%)	+1.7%

* Overseas ratio is calculated on the basis of amounts excluding internal sales.

Trend of Overseas Sales and Overseas Ratio

Unit: Millions of JPY



	FY23				FY24				FY25			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Overseas sales	819	1,347	984	940	943	1,076	762	1,212	294	-	-	-

(Note) The number of overseas consolidated subsidiaries decreased by one in 4Q FY2023.

FY2025 Forecast

Forecast

The full-year and first-half forecast for FY2025 remain unchanged from those released on October 11.

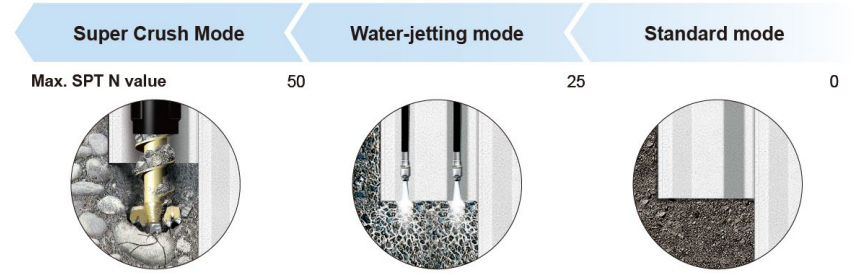
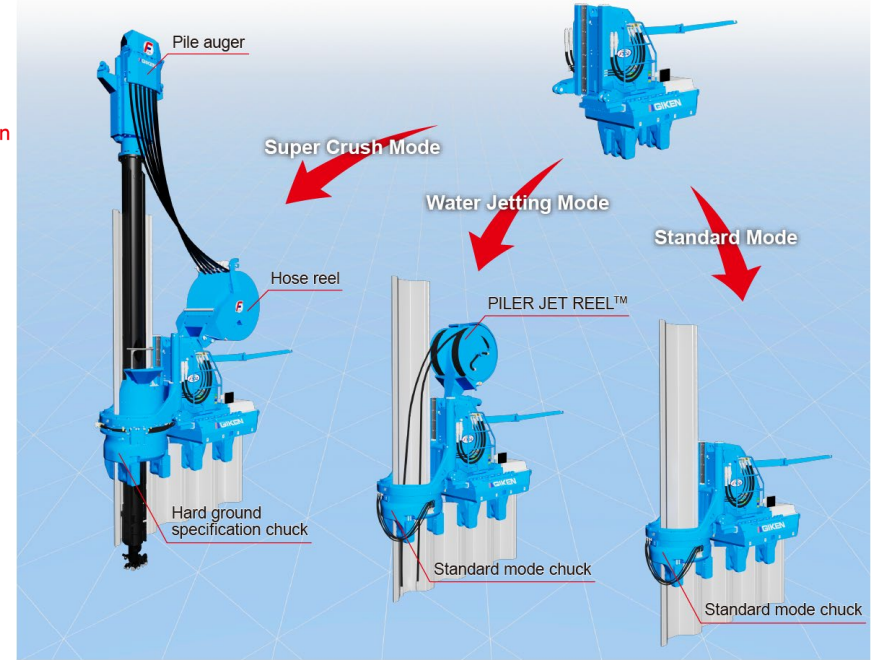
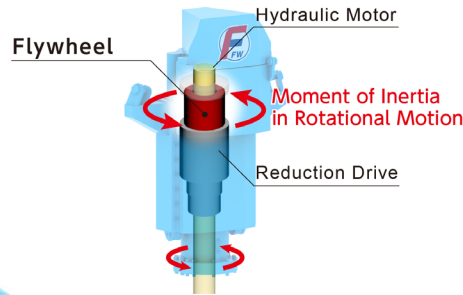
Unit: Millions of JPY

	FY2025					
	1Q Actual	2Q Forecast	1st Half Forecast	2nd Half Forecast	Full Year Forecast	YoY
Net sales	5,532	10,167	15,700	14,300	30,000	+1.8%
Operating profit	645	1,904	2,550	950	3,500	+5.3%
Ordinary profit	679	1,920	2,600	1,000	3,600	+0.5%
Profit*	366	1,533	1,900	700	2,600	+6.7%
Profit per share	JPY 13.69	JPY 57.29	JPY 70.98	JPY 26.15	JPY 97.13	+6.7%

* Profit: Profit attributable to owners of parent

Progress in Domestic Business

A new model equipped with Flywheel Type Pile Auger as standard, "SILENT PILER F302", delivered to customer for the first time



First operated in the main construction of a sheet pile revetment to prevent scouring. Increase construction efficiency in hard ground and expand applicable ground conditions.

Overseas – Current Status and Future Plans

Aggressive expansion in overseas markets

Overseas markets: Shift from machine sales to total support

Develop base functions while addressing local issues mainly through GTOSS (GIKEN Total Support System), a comprehensive support service for press-in machine users to accelerate market expansion

Regions where market development is getting on track

■ Europe

- ✓ Market formation has been progressing in the Netherlands through a project of quay wall renovation for the World Heritage-listed canal in Amsterdam (shifted to commercialization phase), as well as a river embankment reinforcement work conducted as part of the Delta Program, among other projects.
- ✓ “GTOSS Europe,” the European version of GTOSS, was launched to strengthen our business foundation and improve customer loyalty in existing markets.
- ✓ Promotion of our method has been undertaken with our business partner Seika Sangyo GmbH (Head office: Germany).

■ Asia

- ✓ Market development in Thailand is actively pursued mainly through riverbank construction projects.
- ✓ Market research has been initiated in India.
- ✓ Gyropress Method adopted for the first time in Singapore; continue to focus on market formation.
- ✓ Efforts are made in collaboration with partner companies for market expansion in China.
- ✓ Market formation is progressing in Taiwan, triggered by increasing awareness about pollution from construction work.
- ✓ ODA market is expanding.

Other regions

■ North America

- ✓ A sales office was opened in New Jersey and business activities were resumed mainly on the East Coast.
- ✓ “GTOSS North America,” the North American version of GTOSS, was launched to strengthen our business foundation and improve customer loyalty in existing markets.

■ South America

- ✓ Aiming to develop business in Brazil, the business plan in being investigated jointly with MITSUI & CO., LTD. supported by JICA (completed at the end of 2024), based on which we will start to make technical proposals for infrastructure projects with a potential of press-in construction.

Progress in Overseas Business

Demonstrations underway/being planned with local partner companies in each country

Accelerate expansion of markets for Hard Ground Press-in Method and Gyropress Method

December 2024: China
Hard Ground Press-in Method
Approx. 80 companies participated

March 2025:
United Kingdom
Gyropress Method
Participation by 30 or more
companies assumed

April 2025: Germany
Exhibits at bauma 2025
(SILENT PILER F401/GRB)
Approx. 500,000 individuals
participated in the last Exhibit



**Hard Ground
Press-in Method**



Gyropress Method



Construction Revolution

Implant Method Changes Worldwide Construction