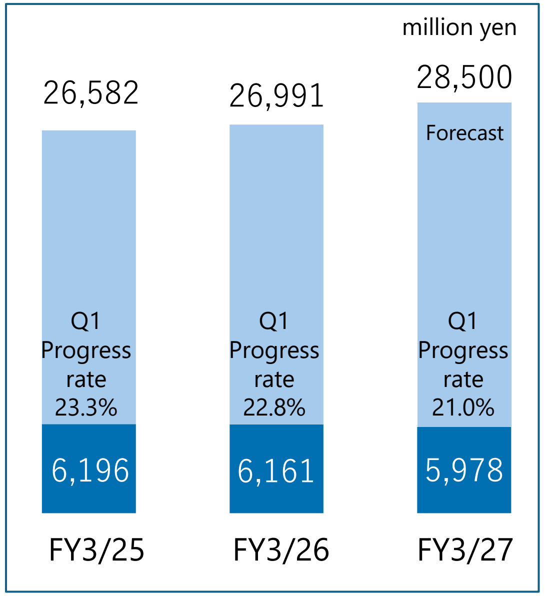
Supplementary materials for the financial report for Q1 FY3/27

August 7, 2026

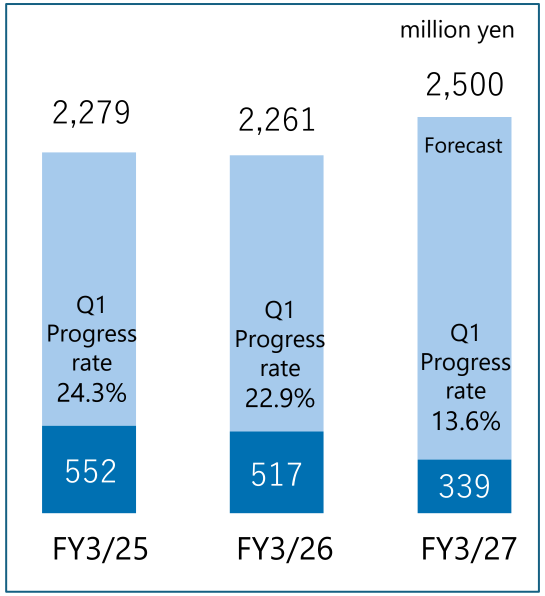
OKADA AIYON CORPORATION (TSE Prime Market 6294)

02 Results Summary for Q1 FY3/27

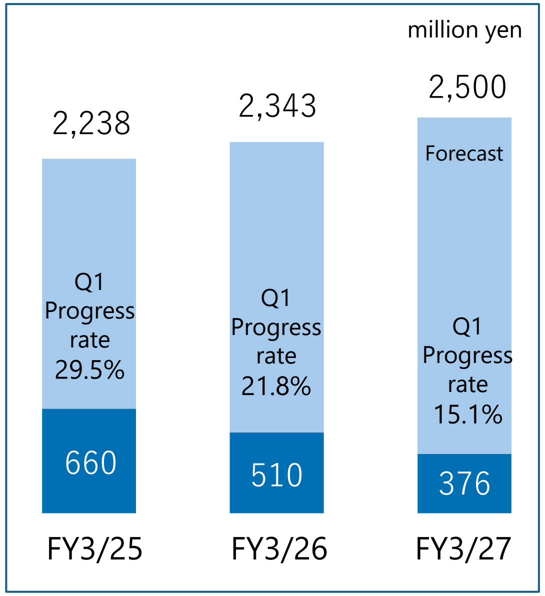
Net sales	5,978 million yen (3.0% YoY)	Operating profit	339 million yen (34.4%YoY)
Ordinary profit	376 million yen (26.3% YoY)	Profit	216 million yen (33.9%YoY)



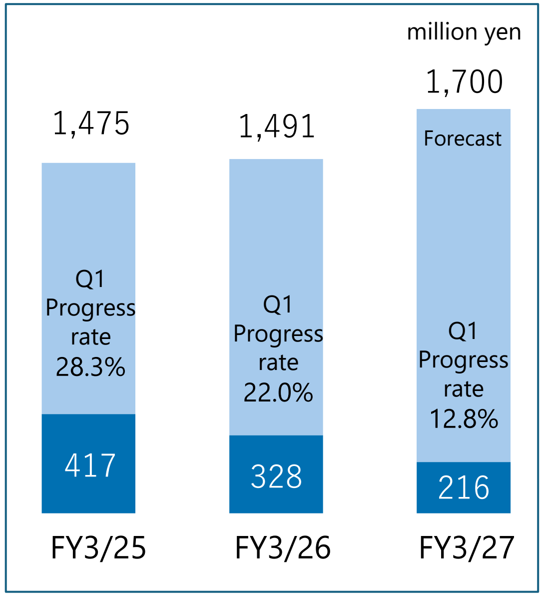
【Net sales】



【Operating profit】



【Ordinary profit】



【Profit】

※Amounts truncated to the nearest million yen; changes rounded to one decimal place and calculated before rounding, so they may not match displayed values

02 Financial Results for Q1 FY3/27 and Full-Year Forecast

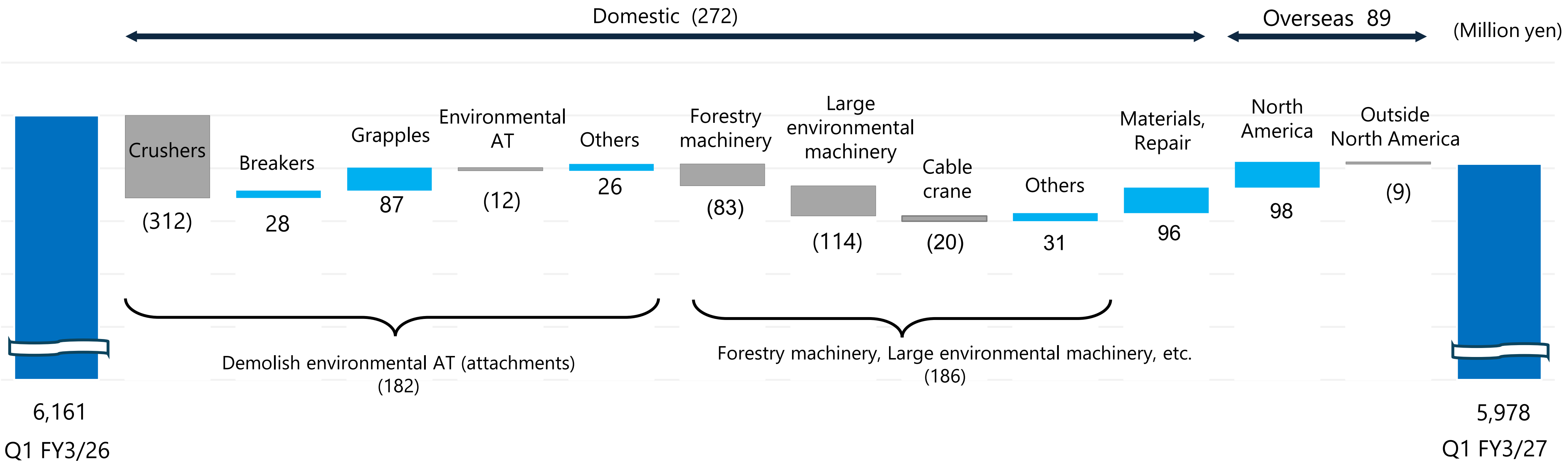
- Overall: Q1 saw lower sales and profit, mainly due to the decline in domestic crushers; the full-year forecast is unchanged
- In Japan, the mainstay crushers fell on Middle East geopolitical conditions, construction-schedule delays, and buying restraint; growth in breakers, grapples, and after-sales business could not offset this, resulting in lower sales and profit
- Overseas, although Europe struggled amid investment restraint, sales and profit edged up, driven by easing inventory adjustments in North America and expansion in Asia

(Million yen)

	Q1 FY3/26 Results	Q1 FY3/27 Results	YoY change (amount)	YoY change (%)	FY3/27 Forecasts	Progress Rate (%)
Net sales	6,161	5,978	(182)	(3.0)	28,500	21.0
Gross profit	1,895	1,833	(62)	(3.3)	—	—
SG&A expenses	1,378	1,493	114	8.3	—	—
Operating profit	517	339	(177)	(34.4)	2,500	13.6
Ordinary profit	510	376	(134)	(26.3)	2,500	15.1
Profit (attributable to owners of parent)	328	216	(111)	(33.9)	1,700	12.8
Average exchange rate used	USD：146yen Euro：162yen	USD：159yen Euro：185yen			USD：150yen Euro：170yen	

02 Factors for Changes in Net Sales for Q1 FY3/27

- In Japan, the decline in crushers could not be offset by breakers, grapples, and after-sales business (Materials & Repair), resulting in lower sales
- Overseas, the decline in Europe was covered by growth in North America and Asia, resulting in higher sales



02 Sales Trends by Model for Q1 FY3/27

(Million yen)

			Q1 FY3/25	Q1 FY3/26	Q1 FY3/27	YoY Amount	YoY Changes (%)	Yo2Y Changes (%)
Domestic	Demolish environmental attachments	Crushers	2,238	2,116	1,804	(312)	(14.8)	(19.4)
		Breakers	200	225	253	28	12.5	26.5
		Grapples	344	222	309	87	39.4	(10.1)
		Environmental attachments	125	101	88	(12)	(12.3)	(29.4)
		Others	242	273	300	26	9.9	23.8
		Total	3,152	2,939	2,756	(182)	(6.2)	(12.5)
	Forestry machinery, large environmental machinery, others	Forestry machinery	446	369	285	(83)	(22.6)	(36.0)
		Large environmental machinery	193	163	48	(114)	(70.5)	(75.2)
		Cable crane	244	257	237	(20)	(7.8)	(2.9)
		Others	35	23	55	31	135.6	57.9
		Total	919	813	626	(186)	(23.0)	(31.9)
	After-sales business	Materials	491	484	523	39	8.2	6.4
		Repair	239	291	348	57	19.6	45.3
		Total	731	775	872	96	12.5	19.2
Domestic segment			4,803	4,527	4,255	(272)	(6.0)	(11.4)
Overseas	North America		954	1,209	1,308	98	8.1	37.0
	Europe		257	237	199	(38)	(16.0)	(22.3)
	Asia (excluding China)		122	124	167	43	35.0	36.4
	Others		57	61	46	(14)	(23.6)	(18.8)
Overseas segment			1,392	1,633	1,722	89	5.5	23.7
Consolidated total			6,196	6,161	5,978	(182)	(3.0)	(3.5)

02 Sales, Production, And Order Trends for Demolition Crushers and Key Products

- Order backlog bottomed out at the end of the previous fiscal year, and reversed upward in Q1 on the modest recovery in incoming orders
- Demolition-related demand is solid over the long term; although it may fluctuate somewhat depending on near-term conditions, we recognize that business conditions remain resilient

(Million yen)

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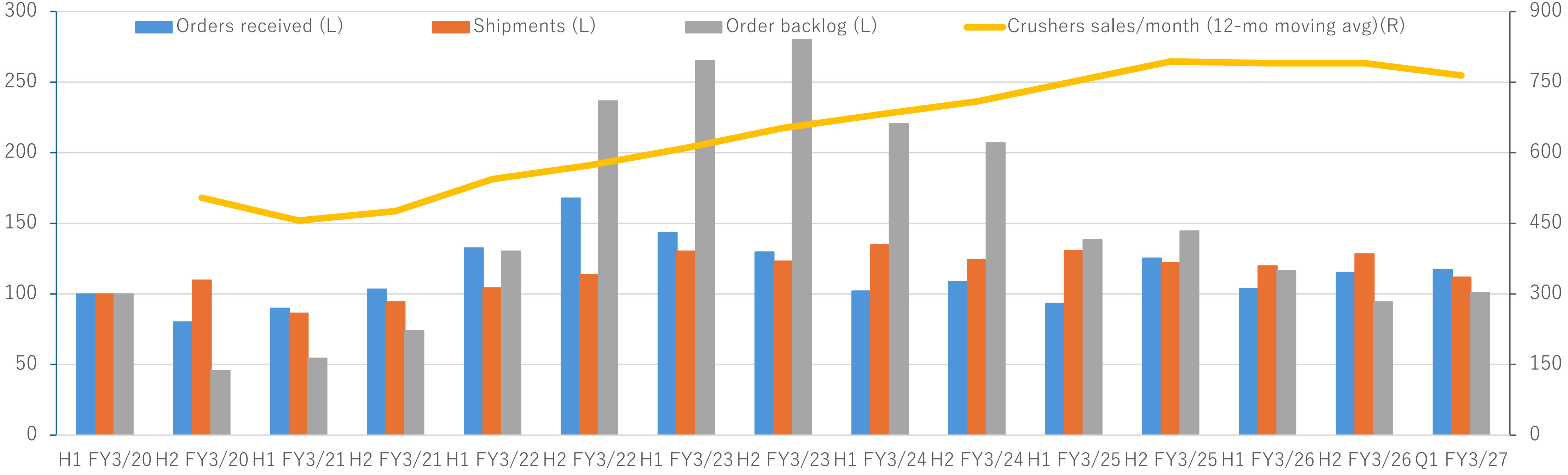
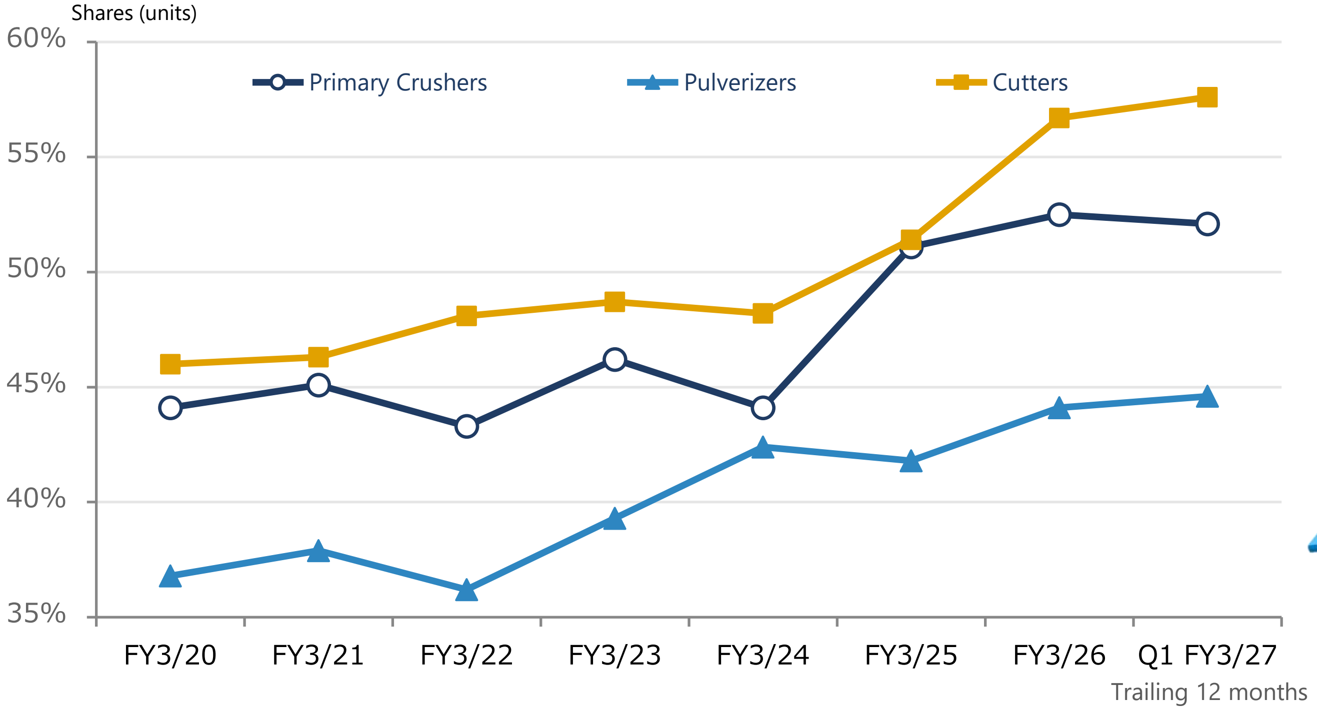


※Including products manufactured by OKADA AIYON and AIYON TECH
・Orders received, shipments and order backlogs are set at 100 for the H1 FY3/20
※Note: Crusher sales/month (yellow line) shown as a trailing-12-month moving average from this fiscal year to remove quarterly seasonality.

02 Domestic Market Share Trends for Crushers, Our Mainstay Products

No.1 domestic share in mainstay products — rising in recent years, with larger machines a tailwind

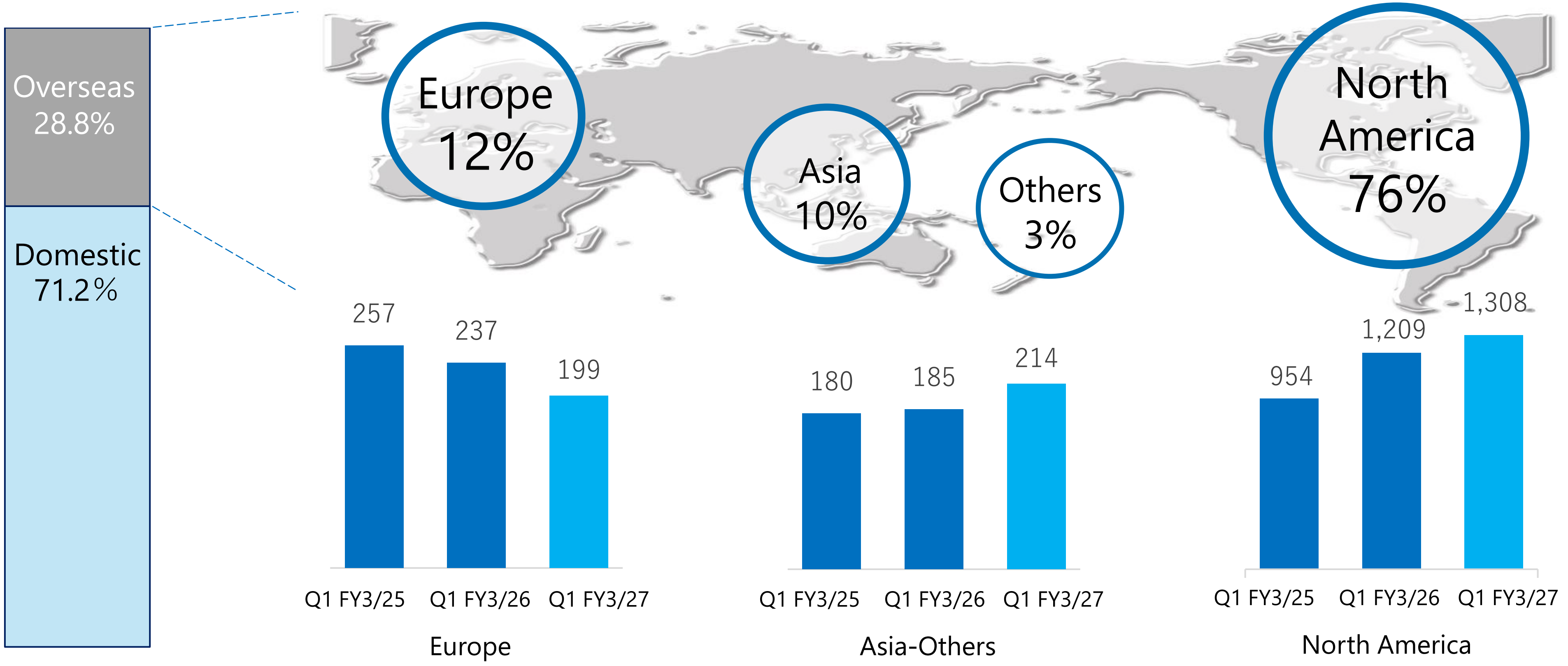
● The Q1 Crusher (Primary Crushers, Pulverizers and Cutters) decline reflects market-wide weaker demand, not Company-specific factors / On a unit-share basis, Cutters and Pulverizers gained and Primary Crushers held high, so market competitiveness remains intact.



※ For Q1 FY3/27, because quarterly figures alone are affected by seasonality, figures are shown as a 12-month moving average (average units for Jul 2025–Jun 2026); FY3/20–FY3/26 are full-year actuals(Prepared by the Company based on data published by the Japan Construction Equipment Manufacturers Association (CEMA) / unit basis)

02 Overseas Sales Breakdown by Region for Q1 FY3/27

- The mainstay North America is recovering as industry rental-fleet inventory adjustments ease; Asia expanded in Taiwan and Thailand; Europe declined amid investment restraint



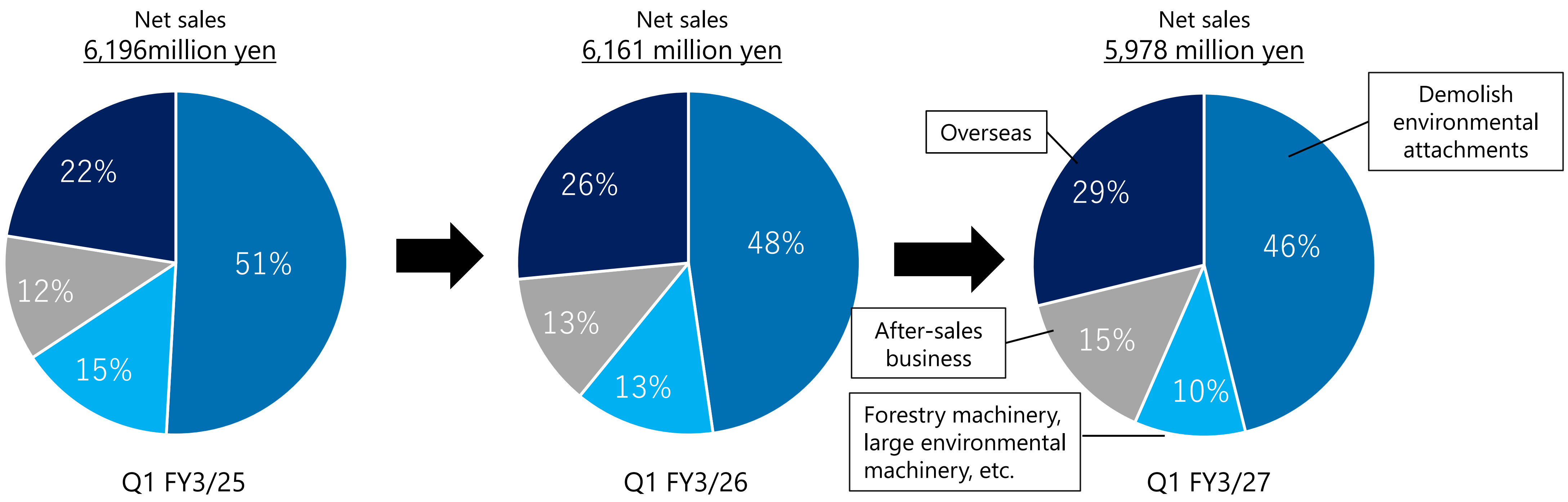
(million yen)

※ Figures may not sum to 100% due to rounding

02 Sales by Segment and Business for Q1 FY3/27

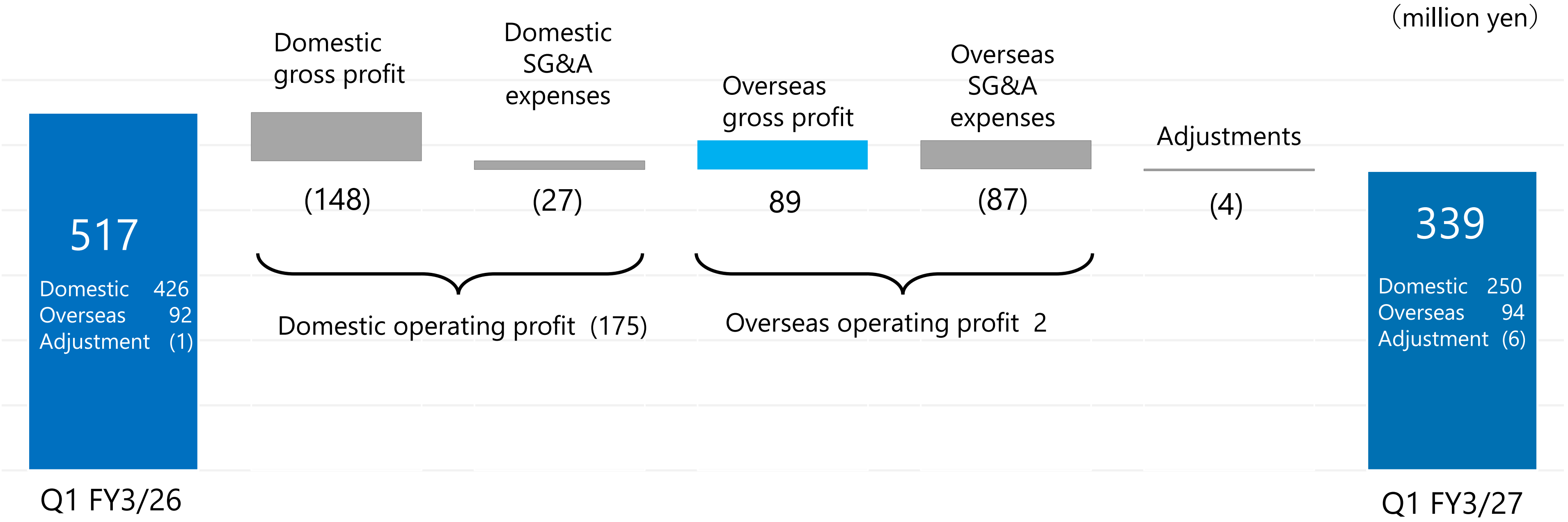
- Against the backdrop of lower crusher sales, the composition ratio of demolition and environmental attachments declined year on year; forestry and large environmental machinery also declined on lower sales; both overseas and after-sales business rose in ratio on higher sales

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



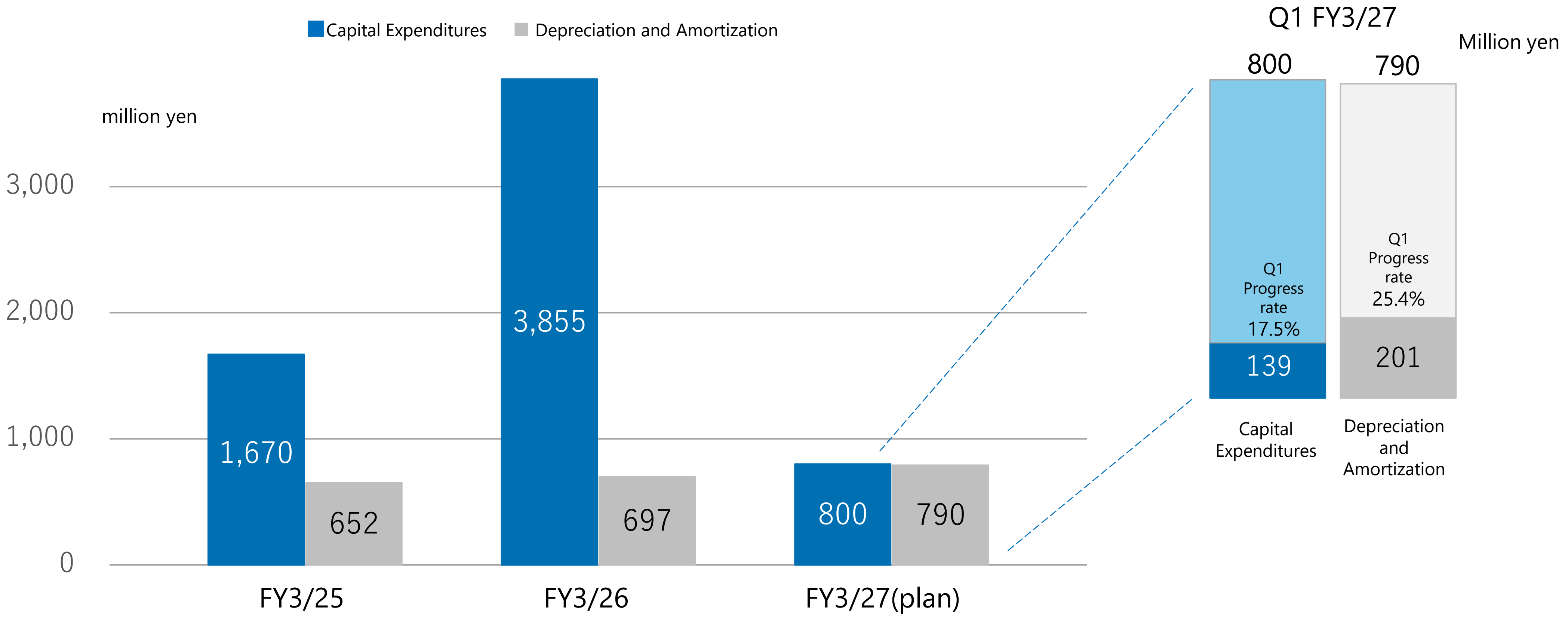
02 Factors for Changes in Operating Profit for Q1 FY3/27

- In Japan, profit declined due to mainly lower sales
- Overseas, gross-profit gains from higher North America–led sales were nearly offset by higher SG&A expenses (mainly personnel costs), leaving a slight profit increase



Capital Expenditures and Depreciation (actuals)

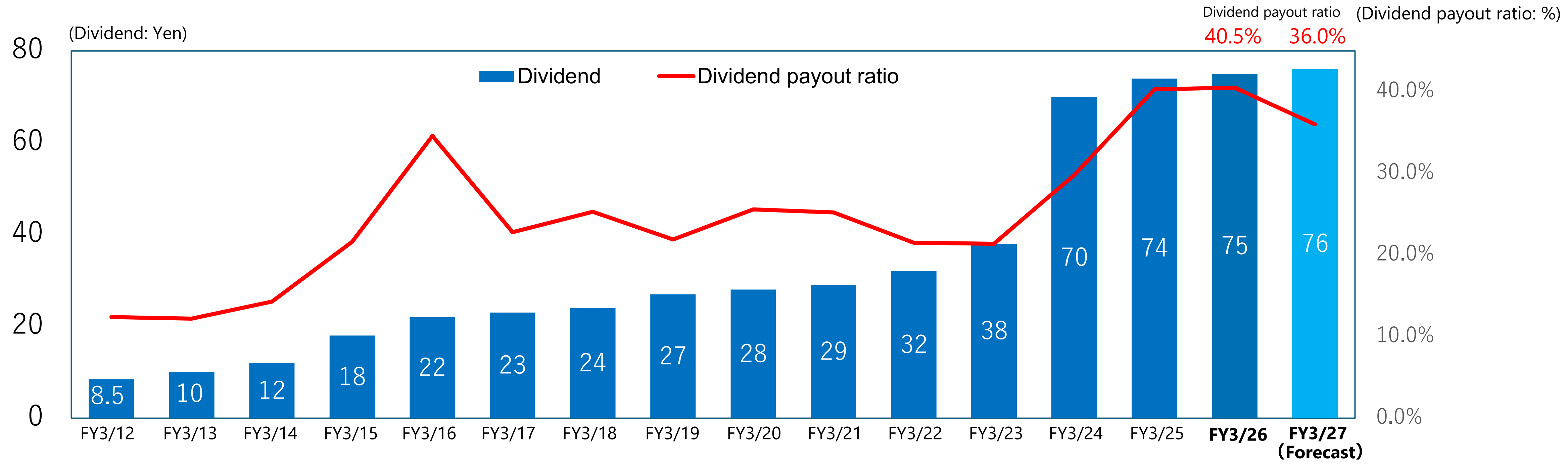
- FY3/27, the Company recorded the acquisition of land adjacent to the Hiroshima Sales Office, costs for renewing the core system, and costs for acquiring crusher demo machines mainly targeting overseas markets



03 Shareholder Return: Dividend Results and Plan

Dividend policy: Based on stable business growth, we aim for
① progressive dividends and ② a dividend payout ratio of 30% or more

- In FY3/26, the annual dividend was increased by 1 yen year on year to 75 yen
- In FY3/27, it is forecast to increase by a further 1 yen to 76 yen, marking the 17th consecutive year of increases, with an interim dividend to be introduced starting this fiscal year



04 New Mid-Term Business Plan "Onyx" — Overview

A three-year (FY3/27–FY3/29) commitment plan focused on "quality of profit," "reproducibility of growth," and "capital efficiency," aiming to enhance corporate value

Positioning of Onyx

- A foundational plan toward realizing the long-term vision "New VISION30"
- A "fully-executed commitment plan" with targets fixed for three years
- Promoted in an integrated manner with Advantage Partners (AP), from strategy formulation to KPI design, execution management, and results creation
- Origin of the name: Onyx = "claw" in Greek. Inspired by the "O" of OKADA and the "claw"—a key part of demolition attachments—expressing the will to "grasp" the source of value creation

Business strategy: Five priority themes

① **Domestic business**: strengthen profitability through QCD enhancement and price discipline

② **After-sales business**: maximize customer LTV through repair, genuine materials, and IoT

③ **Overseas business**: build a reproducible profit structure centered on North America

④ **Inventory management**: optimize inventory and improve cash generation via visualization and KPIs

⑤ **New business & M&A**: accelerate growth through disciplined execution

Onyx commitment targets (consolidated)

	FY3/26 actual	FY3/27 plan	FY3/28 plan	FY3/29 plan
Net sales (million yen)	26,991	28,500	31,000	34,000
Operating profit (million yen)	2,261	2,500	2,900	3,400
Operating margin	8.4%	8.8%	9.3%	10.0%
ROE	8.5%	9.1%	9.9%	10.8%

▶ Long-term vision "New VISION30" (FY3/31)

Net sales ¥40.0 bn / Operating profit ¥4.0–5.0 bn / Operating margin 10–12% / Overseas sales ratio 30%+ / Maintenance solution sales ratio 20%+

04 "Onyx" - Current Position and Priority-Themes Progress (Q1 FY3/27)

- Q1 sales and operating profit declined, yet after-sales and overseas sales showed progress aligned with Onyx's aims

Net sales	Operating profit	Materials and Repair	Overseas sales
5,978 million yen	**339 million yen**	**872 million yen**	**1,722 million yen**
Down 3.0% YoY	Progress rate 13.6%	+12.5% YoY	Overseas sales ratio 28.8%

Business environment / challenges

- Net sales and operating profit fell below the same period last year (lower sales and profit)
- In Japan, sales declined in crushers, our mainstay products (orders have bottomed out and reversed to a recovery trend)
- In North America, the impact of industry rental-fleet inventory adjustments is gradually easing

Priority-themes progress

① **Domestic business**: Prepared price revision plans for mainstay models; progress in building price discipline

② **After-sales business**: Decided on materials price revisions and strengthening outreach to Designated Service Workshops

③ **Overseas business**: North America secured target sales levels on strong demand for large models; launched region-focused sales approach trials

④ **Inventory management**: Progress in inventory visualization and KPI development

⑤ **New business & M&A**: No items to report

Q1 was the phase of starting execution of Onyx priority measures; the full-year forecast is unchanged

The plans and forecasts contained in this report are based on information currently available to the Company and certain assumptions deemed reasonable by the Company, and are subject to risks and uncertainties.

As such, the Company does not promise or guarantee the realization of any future plan figures or measures shown in this report.

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