

Results Briefing Materials for the Second Quarter of the Fiscal Year Ending March 31, 2020

Takamiya Co., Ltd. Grand Front Osaka, Tower B, 27F, 3-1 Oofuka-cho, Kita-ku, Osaka, 530-0011, Japan

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## Company Overview of Takamiya Co., Ltd.

Trade name	Takamiya Co., Ltd.
Incorporation	June 21, 1969
Representative	Representative director, Kazumasa Takamiya
Capital	1,050,114,385 yen
Number of employees	Consolidated : 1,261; Non-consolidated : 682 (As of end-September, 2019)
Registered head office	Grand Front Osaka, Tower B, 27F, 3-1 Ofuka-cho, Kita-ku, Osaka, Japan
Business locations	Branches: Tohoku-Sendai, Ibaraki,Tokyo, Niigata,Nagoya, Osaka, Chushikoku, Kyushu-Fukuoka (total: 8)
	Business offices: Sapporo, Morioka, Fukushima, Tsukuba, Kashima, Ichihara, Hokuriku, Fukui, Nagano, Shizuoka, Keiji, Hiroshima, Okinawa (total: 13)
	Equipment centers : Aomori-Higashidori, Iwate-Morioka, Miyagi-Sendai, Miyagi-Sendai No. 2,
	Fukushima-Hirono, Niigata-Yokogoshi, Niigata-Nagaoka, Ibaraki-Chuo, Ibaraki-Tsukuba,
	Ibaraki-Dejima, Ibaraki-Kashima, Chiba-Okido, Chiba-Ichihara, Saitama-Kuki, Kanagawa-Aikawa,
	Shinsyu-Ngano, Shizuoka-Yoshida, Ishikawa-Kanazawa, Fukui-Sabae, Tokai-Kisosaki,
	Shiga-Omihachiman, Osaka-Hirakata, Osaka-Settsu, Osaka-Kishiwada, Wakayama-Momoyama,
	Hyogo-Tojo, Hyogo-Kobe, Hiroshima-Siwa, Kagawa-Sanuki (total: 29)
Consolidated subsidiaries	[Japan total:7] IWATA Co., Ltd ; HIRAMATSU Co., Ltd. ; AOMORI ATOM Co., Ltd. ; TOTAL TOSHISEIBI Co., Ltd. ; NEXTECH Co., Ltd. ; Cadian Co., Ltd. ; Nakaya Kizai Co., Ltd
	[Overseas total:3] Hory Korea Co. Ltd ; HORY VIETNAM Co., Ltd. ; DIMENSION-ALL INC. (total:10)
Stock listing	June 2005: JASDAQ Securities Exchange Note: The Company was delisted from the JASDAQ market in January 2008.
	December 2007: Tokyo Stock Exchange Second Section
	December 2014: Assigned on Tokyo Stock Exchange First Section



#### TOPICS

Aug. 26, 2019 Notice Regarding Amendments to Performance Forecasts and to Divi dend Forecasts

Oct. 28, 2019 Notice Regarding Issuance of New Shares, Disposal of Treasury Stock, and Offering of Shares Notice Regarding Amendments to Performance Forecasts and to Dividend Forecasts

AKAMIYA	1	
	2012 (\$1.00 (\$1.	
	前年本株式の料子コード たままれたまた時代の日本村長天士一株 (ロード市村2443 株田長一部)	
	四子七角 医副结核的复数分子结构 结合型增生成员 修 法 角 朝 (111、98-4715-2008)	
<b>新新式務行員び自己株式</b> 占	略分差びに構成性はに関するお知らせ	
時代に、2009年ま月20日の影響性化にない した際し、予約のとおり洗練したしましたが	・て、新聞式操作品が知道の取り目的に当時構成の表現 で、当時もいいたします。	
	二首の前・デービスを広く記念部に現代し、外に相談・現実 になるが、あた、第二回言語時に一・ドロスのよどもあるにあ	
ALOBALOF-CROKECOA. #	い-毎期予確許に続けることに上す。自然ダループのさんな 11世界自己計して記録と開発に応え、参加が各部所な毎年と	
クリンピック国産学業など、由来として受け	使用をやららしたた意味用開発工作、単作オフンピック・パ 1時目に発信に発明してスパルア、キローロで、単同作用作 1月との新聞がより形式となってまい作ました。	
ります、さらに、宇宙会主動生発的のなか 8.アループが密集すられ首代を除くしまい。	ロチネムにては、建築市鉄装飾村が高加速から目前が使いてお 1月15日、建築用油での設定時代の空目を用い設施が使いてお からにデイキューシスでありたよう一種の環境が形式またま	
自律範中議仲長に出資権主心ため、引き続	いい11日とステム、ールの範疇背面を一点地でしておりますが、 1一部の11日とくステム、ーの線光度面を行って多いります。 80年までには途内線の原面を行ってとる時編がしたことに	
1月、インフリ朝鮮・安美三年一の今日起の	メージーム ております、このを登し時記書書にごえられた。 小村省を通れてまいでます。またに、市内部においてに	
	8.目前になった原連邦エナプマの大型プロジェアトか予定さ み、時代内容が用い型量の確認を抱めてないですで、	
BORRELINGTON AND AND	ロードムに、市政時代の影響、制度、レンドルの間を用な来 時からした自然時間-の発展スピードを活め、回転用意だし	
11-623日、新たな新聞であると認識し、 時後毎にはうせ渡る地設設成に定えたたの。	1219年で、後に、フィテビンに201-では後秋と場の被殺役 営業物化の拡大を通わておいります。また、フィテビング	
日本国内における独国場所の新生、レンタ) 第三茶香香福晴を日応トレエー曲のオフレル	(書質の集まなという見込みに言し、皆定した主要注意の構 でなを思めるため、ロトアム工業の相差を計算しておすます。	
	1月二、小に見たするため、1 Tモニンを基別的形式が必要 第二、本化、モストルト者の設定 日本モートナル たたたい	
K.R.P. Balmerter Browers Floradagi #	\$AL, BUTEPAShari Brees Admitally AAAABBOOLSANDI, TAL-927,	
	この部署を当たる200回におちてもころにより、小市の市場 し、 良い家主が出来により対応書数も一番発展がしのもし、	
自我デループの主要要使の成上を構まれ相望		
	Contraction of the second s	

Notice Regarding Issuance of New Shares, Disposal of Treasury Stock, and Offering of Shares

🛊 такаміча 💮							
20	「「思っ様正法	081784	住宅に関する	531905年			
活社は、最近の原規期向を絶差よ、2009年3月9日に以前いたしました、2009年3月間第2回手間 (第1)、夏の通販の確認職業予想の事正定けに取得予想を予約のと2098年3小たしましたので、31 Moderにします。							
		22					
<ul> <li>         ・ 送給業績子営業値         (1) 2029年3月開業3     </li> </ul>	の教室 第十冊(第25)9	1884 T-581	6082 (ass)	64.0 x 8-ce	(iiocR e Ma		
	先上两	2.8/10	超常利益	構合化株主 に暴賞する 賞子業業利益	1株当たり 長中間道料量		
前前発表干型 (A)	21,200	1.100	1,600	710	3.10		
수퍼용조구성 (m)	22,098	1,930	1,220	1,210	22.92		
*波明(エーム)	890	730	230	500			
意跳市 (%)	4.25	81.15	62.45	78.45			
(1915) 前規第2月中総加藤 (2019年1月世第1日平地)	28,734	1,007	1,321	61210	38.33		
(2) 2020年2月開送	医皮肤 机模子 切	8 <u>80</u> 83 (3	1991 4 FL 1 H-	ananiti a Alaa i	10		
	先上商	2.8/12	超常利益	親父在株主 に移属する 当業通利量	1株当たり 当業純料量		
自己来来于我(A)		1.00					
前回発表予想(A) 今回換差予想(B)	41,799	1,280	2,820	1,949	6.2		
#36新(E-A)	10,100	128	720	100	1.2		
<b>B</b> M - B ( 15 )	2.05	2.6	28.25	25.85			
(二余水) 前開実績 (1019年1月月)	6,10	2,710	2,682	1,627	3.2		
1							



The 2nd quarter of the year ended March 31, 2020 upward revision consolidated earnings forecast

(Unit : million yen)	Net sales	Operating income	Ordinary income	Profit attributable to owners of parent	Earnings per share
Previous Forecast (A)	21,200	1,180	1,060	710	16.56 yen
Revised Forecast (B)	22,090	1,910	1,770	1,210	27.92 yen
Change (B-A)	890	730	710	500	
Change percentage	4.2%	61.9%	67.0%	70.4%	
(Reference) Results for Previous 2Q (2Q of FY Mar., 2019)	20,734	1,087	1,121	698	16.31 yen



1.1 Apr. ~ Sep., 2019: Business overview

#### [Sales business] Sales of temporary equipment maintaining steady growth

- Largely robust around sales of the Iq System and related equipment

#### [Rental business] Surpassing break-even point, achieving substantially higher profit

- Maintaining high utilization rates of the "Iq System" and others
- Civil engineering: "Hokuriku Shinkansen" (bullet train) projects maintaining steady growth
- Substantially higher revenues from "Rental + Construction" by the Scaffolding Construction Department

## [Overseas business] Unprofitable projects passed a peak, resulting in improved profitability

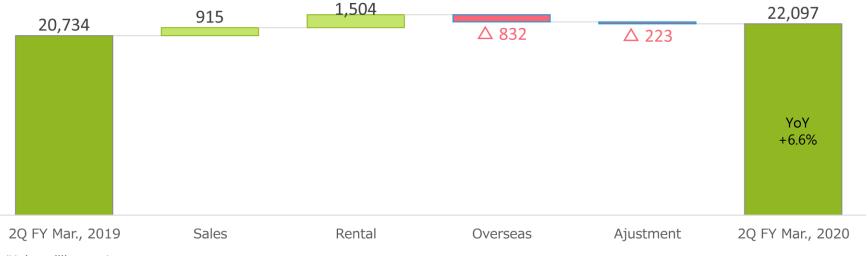
- Large-scale projects such as photovoltaic stations passed a peak
- Unprofitable projects passed a peak, resulting in no provision of allowance for doubtful accounts, leading to improved profitability



Consolidated Results	2Q FY Mar., 2020 Results		2Q FY Mar., 2020 Results		2Q FY Mar., 2	% change	
(Unit : million yen)		Sales ratio		Sales ratio		Sales ratio	(y/y)
Net sales	22,090	-	22,097	-	20,734	-	+6.6%
Gross profit	–	-	6,850	31.0%	5,667	27.3%	+20.9%
SG&A	-	-	4,936	22.3%	4,579	22.1%	+7.8%
Operating income	1,910	8.6%	1,913	8.7%	1,087	5.2%	+76.0%
Ordinary income	1,770	8.0%	1,773	8.0%	1,121	5.4%	+58.2%
Profit attributable to owners of parent	1,210	5.5%	1,217	5.5%	698	3.4%	+74.2%
Earnings per share (Diluted earnings per share)	27.92yen	-	<b>28.10yen</b> (27.29yen)	-	<b>16.31yen</b> (15.83yen)	-	-
Annual dividends per share	-	-	6.00yen	-	4.00yen	-	-
Depreciation and amortization	_	_	2,366	10.7%	2,361	11.4%	+0.2%
EBITDA	_	_	4,279	19.4%	3,448	16.6%	+24.1%



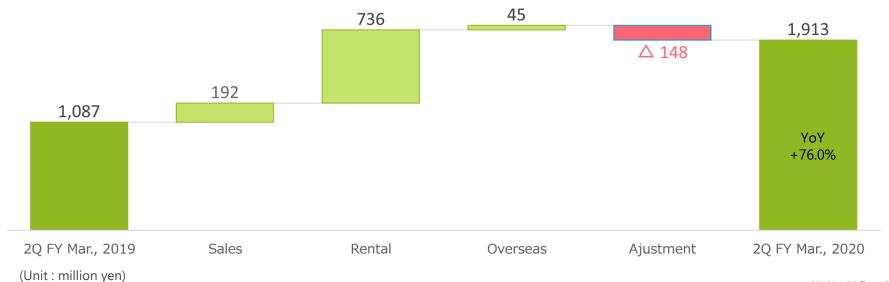
Increased by 1,363 million yen (+6.6% YoY): Rental business segment contributed; Overseas largescale unprofitable projects passed a peak.





#### 1.4 Operating income

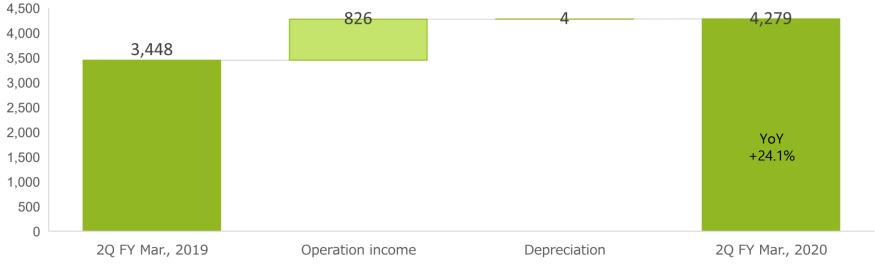
Increased by 826 million yen (+76.0% YoY): Revenues from rental business increased; Overseas unprofitable projects passed a peak.





1.5 EBITDA(Operation income + Depreciation)

Increased by 831 million yen (+24.1% YoY): Mainly thanks to higher operating income, despite depreciation (mainly of assets for rent) remaining mostly level.



(Unit : million yen)



1.6 Sales by segment (compared to the same period of the previous year)

(million yen)	2Q FY Mar., 2019	2Q FY Mar., 2020	ΥοΥ		
	Net sales Net sales		Change Amount	Change %	
Sales	6,641	7,556	+915	+13.8%	
Rental	11,187	12,692	+1,504	+13.5%	
Overseas	4,020	3,187	▲832	<b>▲20.7%</b>	

Double-digit increase in earnings of both Rental and Sales business segments.



1.7 operating income by segment (compared to the same period of the previous year)

Double-digit increase in every segmental operating income. Improved operating income ratios in Rental and Overseas business segments.

(million yen)	2Q FY Mar	2Q FY Mar., 2019		<b>., 2020</b>	ΥοΥ	
(minion yen)	Change Amount	Change %	Change Amount	Change %	Change Amount	Change %
Sales	911	13.7%	1,104	14.6%	+192	+21.1%
Rental	891	8.0%	1,628	12.8%	+736	+82.6%
Overseas	2	0.1%	48	1.5%	+45	+1565.1%



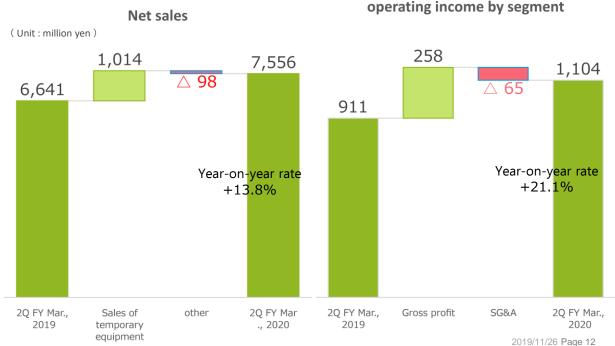
#### 2.1 Factors for increase/decrease YoY

#### Net sales: +915 million yen (increased)

With full-swing popularization of the next ge neration scaffolding, business of temporary equipment especially the Iq System made g ood progress, and results of construction eq uipment exceeded the previous term that ha d experienced downturn. Environment-relate d equipment business could not exceed the previous term, but still maintained steady gr owth. Sales of used equipment decreased Yo Y due to lower demands for conventional sc affolding.

## Operating income: +192 million yen (inc reased)

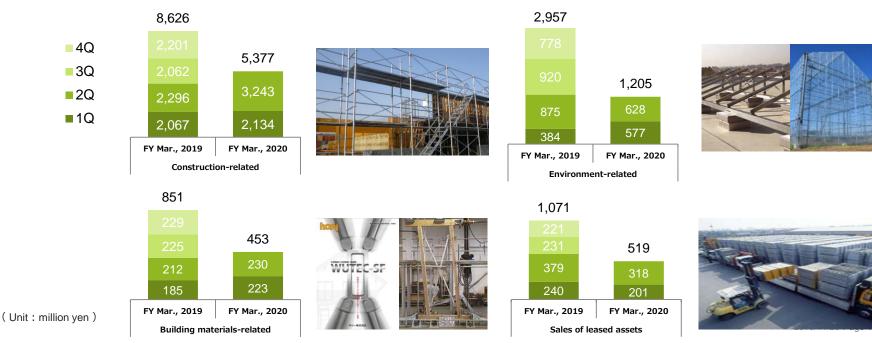
Higher revenues from temporary equipment outweighed increase in SG&A expenses, resu lting in higher income.





#### 2.2 Comparison with the previous year

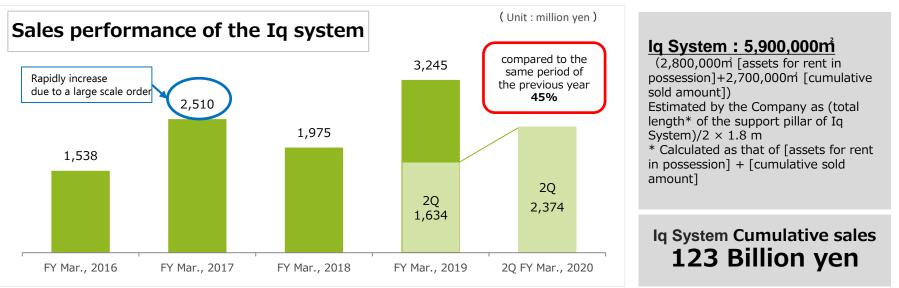
Sales of Temporary equipment made good progress due to demand for renewal of the next generation scaffolding. Environment-related and other segments maintained steady growth.





#### 2.3 Prevalence of the Iq System

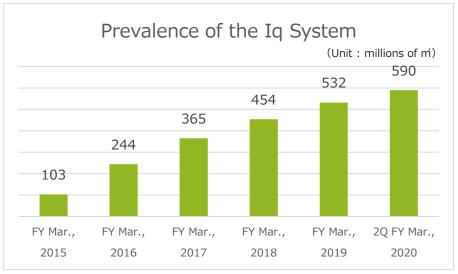
Major rental business operators started to fully introduce the next generation scaffolding, which would lead to larger demands for equipment renewal, but on the other hand, competition is going to overheat.



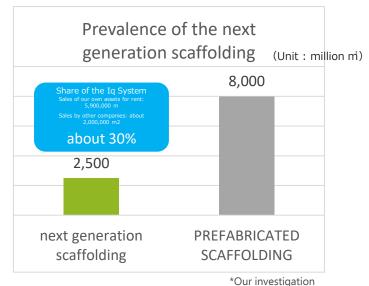


2.4 Prevalence of the Iq System

Market has shifted to the next generation scaffolding, so sales expansion has been sought by synergy with rental business.



\* Our estimates based on sales and Assets for rent holdings



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Segment profit

#### 3. Rental Business

Comparison with the previous year 3.1

Net sales: +1,504 million yen (in creased) Rented amount (utilization rate) of equipment to customer stay ing at high level from the beginning of the period has led to more procee ds from rental fees. In addition, ord er-taking of materials and works by our Scaffolding Construction Depart ment also made good progress, res ulting in higher revenues YoY. Operating income: +736 million y en (increased) Surpassing break-e ven point (while addressing depreci ation burden) and depreciation rem aining mostly level due to investmen t having passed its peak, have led to

this increase.

270 12,692 1,235 858 1,628 11,187 ∧ 121 891 YoY rate YoY rate +13.5% +82.6% 20 rental consolidated 20 20 Gross profit SG&A 20 FY Mar., 2019

FY Mar., 2019

FY Mar., 2020

subsidiaries

Net sales

fees, etc.

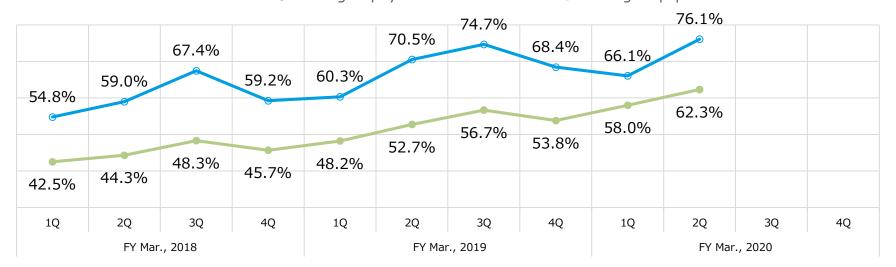
FY Mar., 2020



## 3. Rental Business

3.2 Comparison with the previous year \*Occupancy rate is at the top of 3Q every year

The Iq System maintained high utilization rate, and also business of equipment for civil engineering (e.g., falsework) made good progress, maintaining high level of utilization.

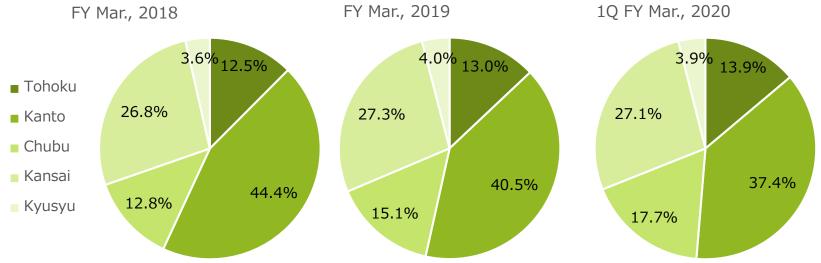




## 3. Rental Business

3.3 Ratio of Sales by Area

Following 1Q, sales relating to civil engineering in Chubu block made good progress, and other bases nationwide maintained steady growth as well.



\*NOTE: Chugoku/Shikoku block is included in Kansai block.



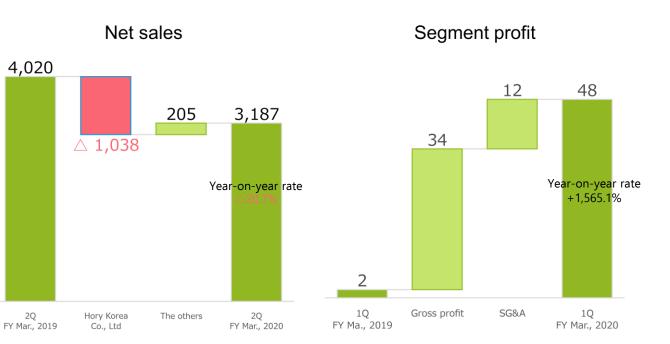
#### 4. Overseas business

4.1 Comparison with the previous year

Net sales: (832) million yen (decr eased) Because a large project of sol ar panel mounting frames the order f or which was received by our subsidi ary in Korea was completed, resultin g in decreased revenues. But at the s ame time business in the Philippines and Vietnam maintained steady grow th.

#### Operating income: +45 million ye

**n (increased)** Unprofitable projects i n Korea and the Philippines passed a peak, resulting in improved gross pro fit rate. In addition, there was no pro vision of allowance for doubtful accou nts which had been allocated in the p revious term, resulting in lower SG&A expenses and higher profit.

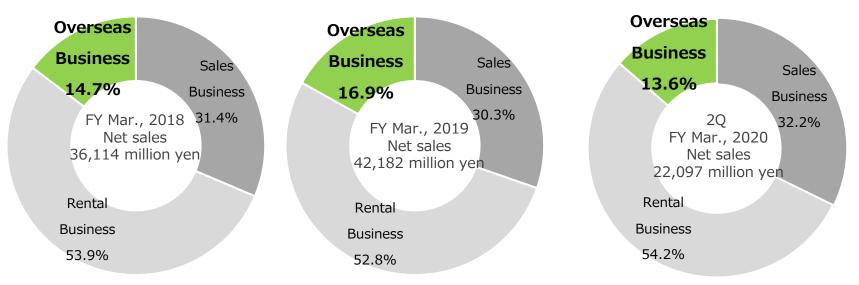




#### 4. Overseas business

#### 4.2 Sales Ratio by Segment

Although sales ratio of overseas segment declined, that segment contributed to the consolidated operating income by improving its operational content.



\* "Sales Ratio by Segment" is based on net sales before inter-segment elimination.



#### 5. Change in Consolidated Balance Sheet

Fund-raising (disposing of treasury stock and capital increase) contributed to increase in net assets by 3,111 million yen. Equity ratio is 30.1% (it was 26.0% at the end of the previous term).

[Assets]		Investments and other assets			Intangible assets				
Current assets		52,	.813		54,	414		57,	332
Cash & Deposit	: 7,531 million yen (Increase 1,797 million yen)								21,095
Notes and accounts receivable-trade	: 13,112million yen (Increase 1,710 million yen)	19,971	20,991		22,781	20,302		26,672	,
Non-current assets									
Assets for rent, net	: 15,257million yen (Decrease 1,168 million yen)								18,550
Land			18,269			19,535			,
[Liabilities]		28,966			27,628			26,508	
Current liabilities	: 5,260million yen (Increase 638 million yen)							-,	
Short-term borrowings			13,552			14,575			17,687
[Net Assets]	: 12,633million yen (Decrease 862 million yen)	854 3,021			819 3,184			<mark>855</mark> 3,296	
Retained earnings		Assets	Liabilities and		Assets	Liabilities and		Assets	Liabilities and
[Assets]	: 17,687million yen (Increase 3,111 million yen)		net assets			net assets			net assets
%The figures in parenth	neses are comparisons for the same period of the previous year		FY Mar., 2018			FY Mar., 2019		2Q FY M	ar., 2020



## 6. Statements of cash flows

Op-CF provided higher profit, and revenues increased thanks to decrease in purchase of assets for rent and other factors. Issuance of new shares and disposal of treasury provided revenues of 2,213 million yen.

#### [Cash flows from operating activities]

Profit before income taxes	:	1,897million yen (Increase 776million yen)
Depreciation	:	2,366million yen (Increase 4million yen)
Loss on sales of Assets for rent	:	69million yen (Decrease 125 million yen)
Purchase of assets for lease	:	riangle 586million yen (Increase 283million yen)
[Cash flows from investing activities	1	
Purchase of property, plant and equipment	:	riangle 995million yen (Increase 474million yen)
Proceeds from sales of property, plant and equipment	:	525million yen (Increase 524million yen)
_		
[Cash flows from financing activities	]	
[Cash flows from financing activities Net increase (decrease) in short-term loans payable	:	686million yen (Increase 819million yen)
Net increase (decrease) in short-term		686million yen (Increase 819million yen) 3,035million yen (Decrease 109million yen)
Net increase (decrease) in short-term loans payable Repayments of long-term loans	:	
Net increase (decrease) in short-term loans payable Repayments of long-term loans payable Proceeds from issuance of common	:	3,035million yen (Decrease 109million yen)

	2Q FY Mar. 2019	2Q FY Mar.2020
Profit before income taxes	1,120	1,897
Cash flows from operating activities Subtotal	1,172	930
Cash flows from investing activities Subtotal	∆570	∆599
Cash flows from financing activities Subtotal	△172	1,480
Effect of exchange rate change on cash and cash equivalents	△10	∆14
Net increase (decrease) in cash and cash equivalents	419	1,797
Cash and cash equivalents at beginning of period	4,750	5,414
Cash and cash equivalents at end of period	5,169	7,211

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## 7. Status of shareholder return

Forecasted divided for the second half is revised from "7 yen" to "8 yen", so it is forecasted as "14 yen" for the full term, namely increase by 3 yen YoY (commemorative dividend of 2 yen + 1 yen that takes achievements into account).

	FY Mar., 2017	FY Mar., 2018	FY Mar., 2019	FY Mar., 2020 (Forecast)
Dividend	10 yen	11 yen	11 yen	14 yen
1Q	–	–	–	-
2Q	3.5 yen	4.0 yen	4.0 yen	6.0 yen*
3Q	-	-	-	-
4Q	6.5 yen	7.0 yen	7.0 yen	8.0 yen
Total amount of dividends	428 million yen	471 million yen	471 million yen	-
Dividend payout ratio	28.5%	37.6%	28.8%	25.8%
Treasury shares	529 million yen	0 million yen	0 million yen	-
Total return ratio	63.2%	37.6%	28.8%	-
ROE	12.6%	9.8%	12.0%	-

\*Dividend for 2Q FY Mar., 2020 is actual.





## 8. Amendments to full term consolidated performance forecasts

Amendments to full term consolidated performance forecasts \* No change in the performance forecasts for the second half ("actual results in the first half + initial plan for the second half")

	Previous	Revised Forecast	Yo	"Reference" FY Ending March	
(Unit : million yen)	Forecast	Revised Forcease	Change Amount	Change %	31, 2019
Net sales	44,700	45,590	3,407	+8.1%	42,182
Operating income	3,200	3,930	1,216	+44.8%	2,713
Ordinary income	2,920	3,630	967	+36.3%	2,662
Profit (loss) attributable to owners of parent	1,940	2,440	802	+49.0%	1,637
Earnings per share	45.26 yen	54.28 yen			38.22 yen



9.1 Forecasts for the second half (October-March) YoY

## Although total return YoY is lower as compared to the first half, each step income continues to be expected to increase by double-digit.

	2Q FY Mar., 2020 Results	2Q FY Mar., 2020 forecasts	ΥοΥ	
(Unit : million yen)	forecasts for the second half (October-March)	forecasts for the second half (October-March)	Change Amount	Change %
Net sales	21,448	23,492	2,044	9.5%
Operating income	1,626	2,016	389	24.0%
Sales ratio	7.6%	8.6%		
Ordinary income	1,541	1,856	314	20.4%
Sales ratio	7.2%	7.9%		
Profit attributable to owners of parent	938	1,222	283	30.2%
Sales ratio	4.4%	5.2%		



9.2 Challenges for the second half and onwards

#### [Sales]

- Next generation scaffolding is going to prevail in full swing, and renewal demand will be vigorous
- Demand for agricultural greenhouses towards disaster recovery (Kanto area)

#### [Rental]

- Construction works Tokyo metropolitan area are going to quiet down for the forthcoming "Tokyo 2020", but demands are still vigorous
- Demands for repair/renovation works of local infrastructure will increase
- Response to development demands associated with organizing the Osaka-Kansai Japan Expo 2025

#### [Overseas]

- Improvement in profitability of overseas subsidiaries
- Redevelopment in countries where our subsidiaries exist and neighboring countries (the Philippines, Malaysia, etc.)



9.3 Our measures for the challenges

#### [Sales] To make the "Iq System" a de facto standard

(Temporary equipment) Multifaceted suggestion-based sales activities for the Iq System, such as share-boosting, rental, construction, and technologies

(Temporary equipment) To establish bases according to our supply structure to respond to construction demands

(Agri-business) To build up our structure to respond promptly for disaster recovery

#### [Rental]

- To improve lead time of highly utilized equipment to market in order to maintain operational utilization
- To maintain pace of order-taking by Scaffolding Construction Department

#### [Overseas]

- To continue to enhance order-taking for profitable projects
- Fostering management human resources, alliance/M&A



9.4 Measures for the challenges (investment-related)

## Domestic/overseas structural enhancement (Capital investment) towards post-"Tokyo 2020" and higher profitability

[Domestic]

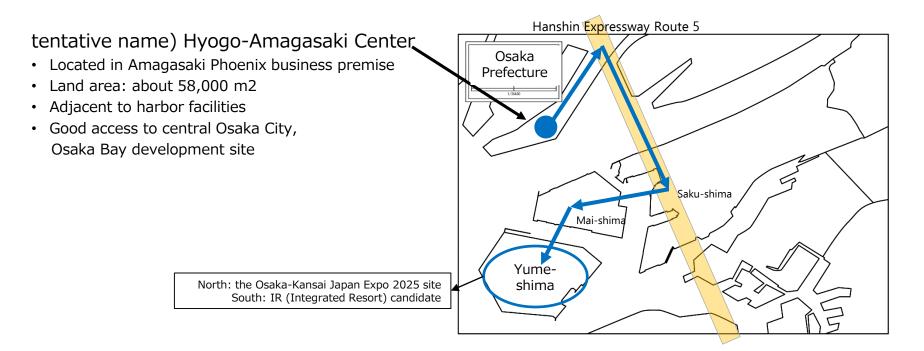
- Opened Niigata-Nagaoka Center in July, to reorganize bases in Niigata area
- Opened Hyogo-Kobe Center in October, to strengthen operational foundation in western Japan area
- Acquired a land in Amagasaki city (Hyogo prefecture.) in preparation for opening a new equipment center (see next page)
- Okinawa-Naha Center is in preparation for opening
- ERP is in preparation for introduction (planned to start operation and depreciation during FY03/2021)

#### [Overseas]

- At Vietnam factory, 3rd phase construction is complete and line establishment is underway (planned to start operation next spring)
- As for overseas rental business, regions to invest in assets for rent should be reconsidered (due to economic downturn in Korea)



## About land acquisition in Amagasaki city





## 10. ESG Information

10.1 Disclosure

- Video streaming of Financial Results Briefing (4 ~ 7 days after the Briefing)
- Disclosure of English versions of Summary of Financial Results, Results Briefing Materials, and Timely Disclosure Release (partly) (7 ~ 10 days after disclosing Japanese version/TDnet)
- Issuance and Web release of annual reports (Japanese/English)
- Proactive information disclosure based on dialogues with investors (e.g., prevalence (total area) of next generation scaffolding, equipment utilization rate)
- Disclosure of non-financial information (publicized on annual reports, and then on the Web)





## \$

# TAKAMIYA **既婚社日1人あたり** 田畑社同教 #376名 18:11

## 10. ESG Information

10.2 Approaches to flourishing/fostering human resources

#### Promoting "Human centered capitalism" style management and measures centered on human resources

- Promoting in-house projects centered on mid-level/young employees
- Incentive reward according to the degree of KPI attainment set by each division
- Promoting active Work Style Reform by information disclosure to employees (e.g., screenshots on the right)
- Training according to individual stages such as new employee, mid-career employee, and pre-manager candidate
- Mentor scheme (new employee / mid-career employee)
- Mental health check (Web service)
- Wedding anniversary holiday, refresh holiday and others to encourage taking paid leaves

Such information is publicized to visitors on a large signage  $\rightarrow$ 

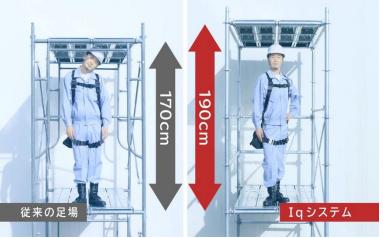


## 10. ESG Information

#### 10.3 Social/Disaster-prevention/Environmental contributions by our business

Originally, our rental business started from the viewpoint of effective use of limited resources. That field has now spread to various products and services.





By raising floor height by 20 cm, worker injuries such as back pain and neck pain are prevented, as well as safe and comfortable working environment is provided as a measure against shortage of workers. Accidents caused by tools and materials falling from interspaces are prevented.



#### 10. ESG Information

10.4 Social contribution by products/services

#### Support for agriculture



G-Castle Green house

Weather resistant greenhouse designed with 3D structural calculation. Highly-functional houses having high eave and environment control are also available.

#### Infrastructure maintenance and repair



AOS工法 Construction method for maintenance and repair of small bridges

#### Seismic countermeasure and disaster mitigation



## Oct-Brace

Buckling constraint brace

Also available for seismic reinforcement of logistic warehouses with large floor area and low/mid-rise buildings.

#### **Flood countermeasure**



#### **Tiger-dam** Waterbag type dam system

Instead of sandbags, this has a simple structure only to pour water into the tube.

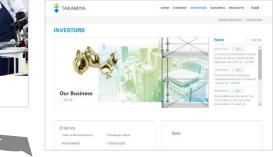


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The purpose of this material is to provide information pertaining to the Second Quarter of the fiscal year ended March 31, 2020. It is not intended to solicit investment in securities issued by the Company.

These materials were prepared based on data available as of March 31, 2020, with some exceptions.

The opinions, estimates, etc. described in these materials are the Company's assessments as of the date of preparation of the materials. The Company does not guarantee or make any promises regarding the accuracy or safety of the information. Furthermore, in the future, the Company may change the information without prior notice.