

# SINKO INDUSTRIES LTD.

(TSE Prime Market Stock Exchange Code: 6458)

Financial Results Briefing for the Six Months Ended September 30, 2024

December 2, 2024



P.17

- I. Financial results for the six months ended September 30, 2024 P.2
- II. Financial results forecast for the fiscal year ending March 31, 2025 P.11
- III. Medium-term Management Plan "move.2027"



## **Summary of Financial Results**



- Results for the six months ended September 30, 2024: Net sales of 24.2 billion yen, operating profit of 3.56 billion yen (compared to the plan: sales up 4.3%, operating profit up 27.2%)
- Market environment remained strong, including demand for industrial air conditioning resulting from manufacturing bases returning to Japan and demand for air conditioning units for cooling data center servers
- Production leveling initiatives in the Japan segment and winning of orders for data centers drove increases in consolidated revenue and profit. The impact of the economic slump in China resulted in an operating loss for the Asia segment
- We made upward revisions to the results forecast for the fiscal year ending March 31, 2025, and increased the dividend by 15 yen from the initial forecast to 150 yen per share (\*if not taking stock split into consideration)
- We conducted a cancellation of treasury shares on November 22 (5.22% of total issued shares prior to cancellation) and a 3-for-1 stock split of common shares on December 1
- In "move.2027," placing capital cost management at the center of our business operations, we are seeking to improve profitability in existing markets and venture into new markets, while at the same time making proactive strategic investments with the aim of achieving sustainable growth through new value creation

## **Consolidated Statements of Income**



(Unit: millions of ven. %)

Net sales were 24.20 billion yen, up 8.6% year on year, and operating profit was 3.56 billion yen, up 40.9% year on year

|        |                                  | Q2 FYI | E 2024/3    |        | Q2 FYE 2025/3 |         |                |  |
|--------|----------------------------------|--------|-------------|--------|---------------|---------|----------------|--|
|        |                                  | Amount | Composition | Amount | Composition   |         | YoY            |  |
|        |                                  | Amount | ratio       |        | ratio         | Change  | Rate of change |  |
| Net Sa | ales                             | 22,290 | 100.0       | 24,201 | 100.0         | 1,911   | 8.6            |  |
|        | Japan                            | 18,702 | 83.9        | 21,500 | 88.8          | 2,798   | 15.0           |  |
|        | Asia                             | 3,597  | 16.1        | 2,713  | 11.2          | (884)   | (24.6)         |  |
| Opera  | ting profit                      | 2,527  | 11.3        | 3,561  | 14.7          | 1,034   | 40.9           |  |
|        | Japan                            | 2,481  | 11.1        | 3,652  | 15.1          | 1,171   | 47.2           |  |
|        | Asia                             | 24     | 0.1         | (112)  | (0.5)         | (136)   | -              |  |
| Ordina | ary profit                       | 2,789  | 12.5        | 3,907  | 16.1          | 1,118   | 40.1           |  |
| Profit | attributable to owners of parent | 2,070  | 9.3         | 3,138  | 13.0          | 1,068   | 51.6           |  |
| Order  | s received                       | 20,049 |             | 17,429 |               | (2,620) | (13.1)         |  |
| Order  | backlog                          | 22,298 |             | 23,350 |               | 1,052   | 4.7            |  |
| Invest | ment amounts                     | 1,187  |             | 1,237  |               | 50      | 4.2            |  |
| Depre  | ciation                          | 574    |             | 716    |               | 142     | 24.7           |  |

In Japan, in addition to working on production leveling against a background of strong equipment demand, winning of orders for data centers also contributed to growth in net sales

In Asia, amid the economic slump and stagnation of the real estate market in China, net sales fell as a reaction from the year-earlier period in which net sales ballooned due to delivery delays

On the profit front, in addition to increases in revenue in Japan and the continued effect of the price revisions conducted in the previous fiscal year, the results of product leveling and efforts to increase the added value of products and services compensated for the deficit in Asia, led to an overall increase in profit

Orders received fell as a reaction from the year-earlier period in which orders received in China increased, but orders received in Japan were strong, and the order backlog is increasing

## **Analysis of Revenue by Quarter**

- In addition to the slump in the Asia segment, particularly the decline in gross profit margin in Q2, the increase in the Asia segment's percentage of Q2 net sales was a factor in the decline in the consolidated gross profit margin from Q1 to Q2
- On the other hand, revenue and profit are expected to increase for the full year as per the revised forecast, thanks to the strong performance of the Japan segment in H2, contributing to the profit (Unit: millions of yen, %)

|   |                               |        | H1     |          | H2     | Full Year |
|---|-------------------------------|--------|--------|----------|--------|-----------|
|   |                               | Q1     | Q2     | H1 Total | Π2     | ruli real |
|   | Consolidated net sales        | 11,651 | 12,550 | 24,201   | 30,799 | 55,000    |
| Fiscal year ending<br>March 31, 2025<br>(H2 and full-year figures<br>are forecasts revised on<br>Nov. 12) | Consolidated gross profit     | 4,596  | 4,314  | 8,910    | 12,090 | 21,000    |
|   |                               | 39%    | 34%    | 37%      | 39%    | 38%       |
|   | Consolidated operating profit | 1,958  | 1,603  | 3,561    | 5,939  | 9,500     |
|   | Operating profit margin       | 17%    | 13%    | 15%      | 19%    | 17%       |

|   | (Unit: ı | millions of yen, %) |
|---|----------|---------------------|
| Anin                                    | Н        | 1                   |
| Asia                                    | Q1       | Q2                  |
| Net sales                               | 876      | 1,836               |
| Percentage to<br>consolidated net sales | 8%       | 15%                 |
| Gross profit margin                     | 20%      | 9%                  |

Factors of fall in consolidated gross profit margin in Q2:

Increase in Asia segment's percentage of quarterly net sales

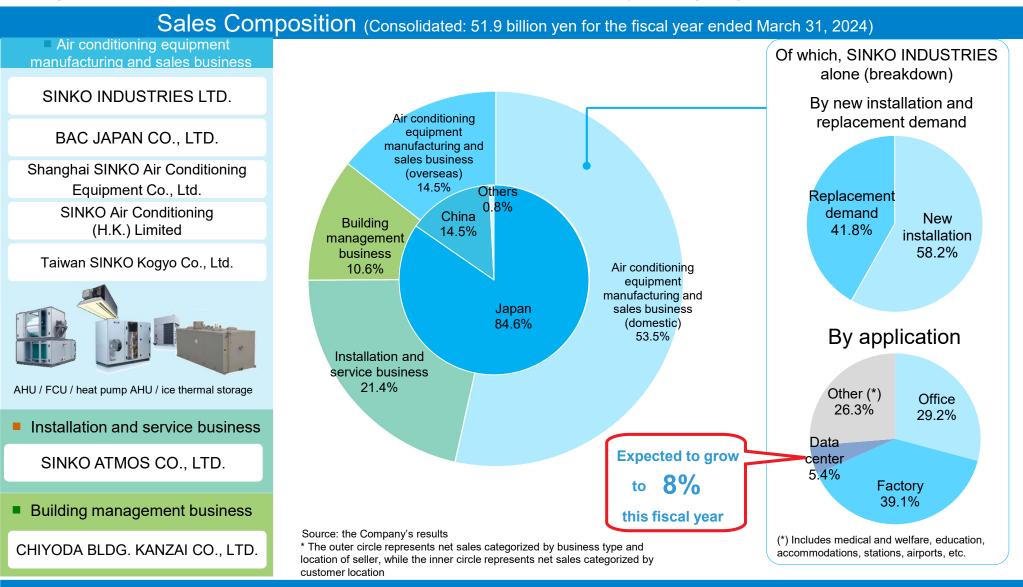
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Decline in Asia segment's gross profit margin in Q2

## **Net Sales by Business**

We operate mainly in Japan, but also have production and sales bases in China and Taiwan. China is our largest overseas market, and other markets are operated mainly through agents

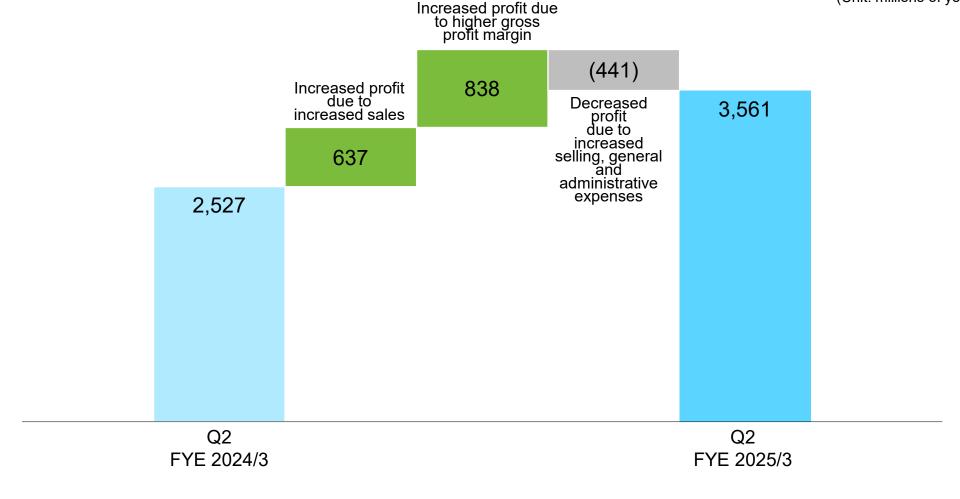


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## **Factors for Changes in Operating Profit**

- The increase in profit due to the increase in sales was approximately 630 million yen, the increase in profit due to the increase in the gross profit margin was approximately 830 million yen, and the decrease in profit due to the increase in other selling, general and administrative expenses such as personnel and logistics expenses was approximately 440 million yen. Total profit increased by 1.03 billion yen year on year.
- The increase in the gross profit margin was due to production leveling initiatives, as well as the effects of cost pass-through in the previous fiscal year amid soaring raw materials prices.



(Unit: millions of yen)

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## **Trends in Orders Received and Order Backlog**

In China, after a temporary jump in Q2 of FYE 2024/3 due to a rebound with the end of the COVID-19 pandemic, orders fell this fiscal year as a reaction. Orders received in Asia are expected to stay at around 1.5 billion yen. Order backlog in Asia also increased year on year Order backlog is building up along the growth line indicated in the Medium-term Management Plan, so there is no change in the plan (Order backlog: millions of yen) (Orders received: millions of yen) 25,000 50,000 Orders received (Japan) Orders received (Asia) -Order backlog 20,049 20.000 40,000 17,429 3,559 1,273 15.051 16.489 16,156 15.000 30,000 13,377 1.743 12,642 1.248 13,308 942 12,128 11.699 23,350 10,000 22,298 20,000 16.625 5.000 12,401 10.000 11.681

Q2 FYE 2023/3

In Japan, orders received grew steadily as the result of production leveling and planned orders in anticipation of medium- to long-term growth, and order backlog also increased year on year

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Q2 FYE 2022/3

0

Q2 FYE 2021/3

Q2 FYE 2025/3

Q2 FYE 2024/3

8

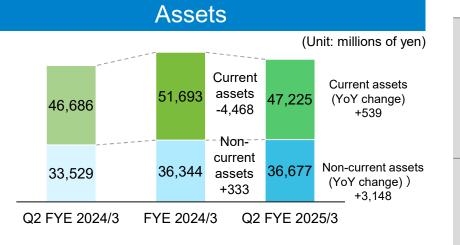
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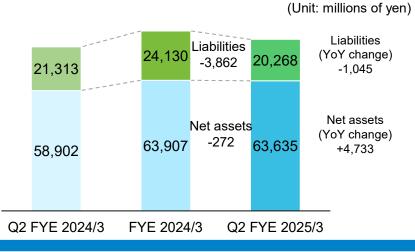
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## **Consolidated Balance Sheets**

- Trade receivables fell year on year due to seasonal factors. The decrease in trade payables was due to the shortening of supplier payment terms and seasonal factors
- Net assets fell slightly from the end of the previous fiscal year due to share repurchases and dividend payment according to the shareholder returns policy in the Medium-term Management Plan



|                        | l i a bilit |       |     | Acat   |
|------------------------|-------------|-------|-----|--------|
| Liabilities/Net Assets | LIadiii     | les/r | vel | Asseis |



| 1 5        | (0)   | iit: millions of yen)  |
|------------|---|--|
| FYE 2024/3 | Q2 FYE 2025/3   | Change   |
| 51,693     | 47,225  | (4,468)  |
| 17,735     | 17,744  | 9  |
| 18,593     | 15,318  | (3,275)  |
| 3,700      | 4,678   | 978  |
| 36,344     | 36,677  | 333  |
| 19,076     | 19,701  | 625  |
| 1,097      | 1,112   | 15   |
| 16,170     | 15,863  | (307)  |
| 88,038     | 83,903  | (4,135)  |
| 24,130     | 20,268  | (3,862)  |
| 2,594      | 2,667   | 73   |
| 63,907     | 63,635  | (272)  |
| 88,038     | 83,903  | (4,135)  |
|            |   | (Unit: %   |
| 69.4       | 72.1  | 2.7pt  |
|            | 51,693<br>17,735<br>18,593<br>3,700<br>36,344<br>19,076<br>1,097<br>16,170<br>88,038<br>24,130<br>2,594<br>63,907<br>88,038 | FYE 2024/3       Q2 FYE 2025/3         51,693       47,225         17,735       17,744         18,593       15,318         3,700       4,678         36,344       36,677         19,076       19,701         16,170       15,863         88,038       83,903         24,130       20,268         2,594       2,667         63,907       63,635         88,038       83,903 |

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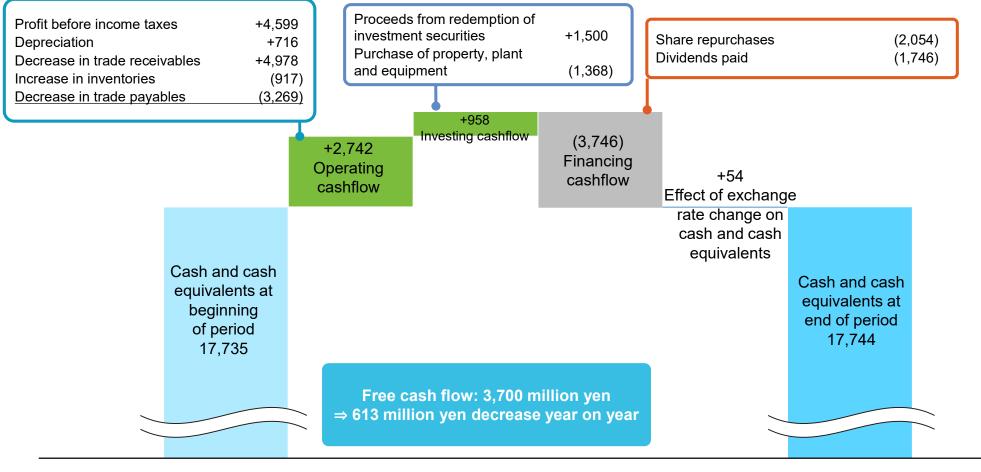
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(Unit: millions of ven)

## **Consolidated Statements of Cash Flows**

- Operating cashflow increased due to recording of profit and decreases in trade receivables and trade payables
- Of the decrease in trade payables, approximately 1.8 billion yen was due to shortening of supplier payment terms
- Although financing cashflow decreased due to share repurchases and dividends paid, the balance of cash and cash equivalents stayed at the same level as the beginning of the fiscal year



March 31, 2024

SINKO INDUSTRIES LTD.

September 30, 2024

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# II. Financial results forecast for the fiscal year ending March 31, 2025

## **Consolidated Statements of Income**



With the increase in revenue and profits in the first half of the fiscal year, we have revised our forecasts for the full fiscal year ending March 31, 2025 upward to net sales of 55.0 billion yen and operating profit of 9.5 billion yen (Unit: millions of yen, %)

|              |                                      | FYE 2  | 2024/3               |  | Results  | forecast for FY      | E 2025/3                                       |                       |
|--------------|--------------------------------------|--------|----------------------|--|--|----------------------|--|-----------------------|
|              |                                      | Amount | Composition<br>ratio | Previous<br>forecast<br>(announced<br>on May 14) | Revised<br>forecast<br>(announced<br>on Nov. 12) | Composition<br>ratio | Rate of<br>change from<br>previous<br>forecast | Rate of<br>change YoY |
| Net sales    |                                      | 51,943 | 100.0                | 54,000   | 55,000   | 100.0                | 1.9  | 5.9                   |
|              | Japan                                | 44,426 | 85.5                 | 46,000   | 47,500   | 86.4                 | 3.3  | 5.8                   |
|              | Asia                                 | 7,517  | 14.5                 | 8,000  | 7,500  | 13.6                 | (6.3)  | (0.2)                 |
| Оре          | rating profit                        | 8,627  | 16.6                 | 9,100  | 9,500  | 17.3                 | 4.4  | 10.1                  |
| Ord          | inary profit                         | 9,120  | 17.6                 | 9,500  | 10,000   | 18.2                 | 5.3  | 9.6                   |
| Prof<br>pare | fit attributable to owners of<br>ent | 6,580  | 12.7                 | 6,800  | 7,350  | 13.4                 | 8.1  | 11.7                  |
| Bas          | ic earnings per share (yen)          | 265.11 |                      | 274.86   | 301.52   |                      | 9.7  | 13.7                  |
| Inve         | estment                              | 3,268  |                      | 3,900  | 3,900  |                      | _  | 19.3                  |
| Dep          | reciation                            | 1,320  |                      | 1,550  | 1,550  |                      | _  | 17.4                  |

Against a background of strong demand for equipment in Japan, in addition to production leveling efforts in H1 and H2, as a result of winning orders for data centers and efforts to increase the added value of products and services, we have revised our full-year results forecast upward and expect to achieve record highs for net sales, operating profit and below

Basic earnings per share is expected to increase by 26.66 yen from the previous forecast to 301.52 yen (up 36.41 yen year on year)

\* Forecasts without taking stock split into consideration

## II. Financial results forecast for the fiscal year ending March 31, 2025 Analysis of H2 and Full-year Revenue

- Despite the upward revision of full-year forecasts, for H2 alone, operating profit forecast is approximately 360 million yen less than the previous forecast
- The main factor of the substantive decrease in profit forecast in H2 alone is the revision of H2 profit (forecast) for Asia, corresponding to the fall in profit margin in the Asia segment in H1
- In Japan, due to the actual results of H1 and the upward revision of full-year results forecasts, we will level production by controlling production volumes in H2 to within production capacity. We have decided to allocate resources to initiatives that will lead to medium- to long-term growth
- Full year forecasts and results projections for next fiscal year and beyond are expected to trend above the pace of growth indicated in the Medium-term Management Plan (Unit: millions of yen, %)

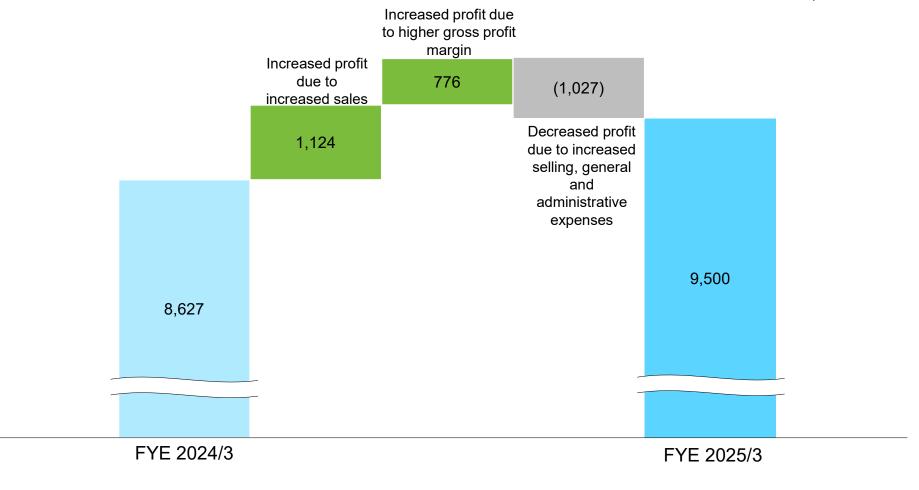
|  |                         |  | H2   |        |  | Full Year  |        |
|--|-------------------------|--|--|--------|--|--|--------|
|  |                         | Previous<br>forecast<br>(announced on<br>May 14) | Revised<br>forecast<br>(announced on<br>Nov. 12) | Change | Previous<br>forecast<br>(announced on<br>May 14) | Revised<br>forecast<br>(announced on<br>Nov. 12) | Change |
|  | Net sales               | 30,800   | 30,799   | (1)    | 54,000   | 55,000   | 1,000  |
| FYE 2025/3   | Gross profit            | 12,400   | 12,090   | (310)  | 20,700   | 21,000   | 300    |
| (Figures for H2<br>and full year are<br>forecasts) | Gross profit margin     | 40%  | 39%  | -1%    | 38%  | 38%  | 0      |
|  | Operating profit        | 6,300  | 5,939  | (361)  | 9,100  | 9,500  | 400    |
|  | Operating profit margin | 20%  | 19%  | -1%    | 17%  | 17%  | 0      |

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#### II. Financial results forecast for the fiscal year ending March 31, 2025

## **Factors for Changes in Operating Profit**

Although increases in labor and logistics expenses as well as increases in costs associated with capital investment are expected, profit is expected to increase year on year due to increased revenue and improved gross margin ratios



(Unit: millions of yen)

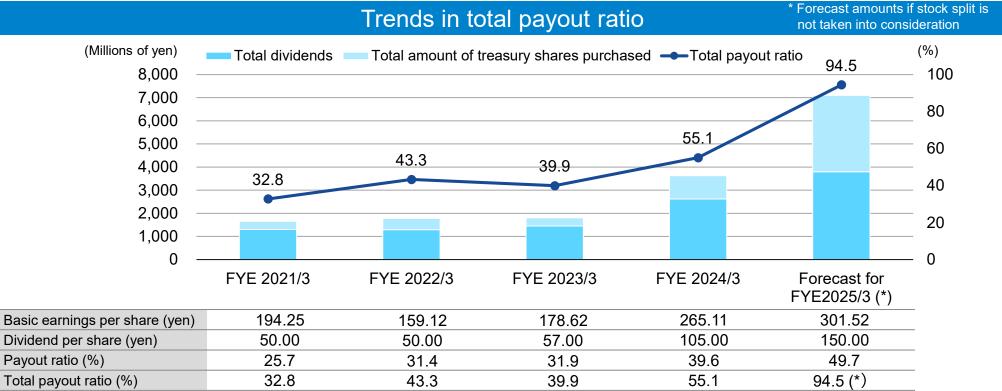
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## **Shareholder Returns**

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In the Medium-term Management Plan, we will strive to strengthen shareholder returns with a target payout ratio of 50% (DOE lower limit of 3.5%). Due to the upward revision of results forecasts, a dividend of 150 yen per share (if stock split is not taken into consideration) is planned for the fiscal year ending March 31, 2025, an increase of 15 yen compared with the previous forecast.



\* If dividends are paid as expected and treasury shares are acquired at the full amount of 3.3 billion yen, the upper limit of the repurchases resolved on May 14, 2024

\* Total payout ratio is calculated based on the number of issued shares as of September 30, 2024 (excluding treasury shares)

|                           | SI   | hareholder benefits          | * Forecast amounts if stock split is<br>not taken into consideration |
|---------------------------|--|------------------------------|--|
|                           | Number of shares held                            | Benefits                     |  |
| Held for one year or more | 100 shares or more but less<br>than 1,000 shares | Book gift card worth 1,000   | ) yen  |
| <b>, .</b>                | 1,000 shares or more                             | Gift voucher worth 5,000 yen |  |

## II. Financial results forecast for the fiscal year ending March 31, 2025 Cancellation of Treasury Shares and Stock Split

- Based on our policy of owning treasury shares with an upper limit of around 5% of total issued shares, on November 22, 2024, we conducted a cancellation of treasury shares in excess of that upper limit
- To increase the liquidity of our shares and expand our investor base, we conducted a 3-for-1 stock split of common shares

## **Cancellation of treasury shares**

Cancellation date: November 22, 2024 Percentage of total issued shares prior to cancellation

Cancellation Result

5.22%

Total issued shares after cancellation

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## 25,791,235 shares

## **Stock split**

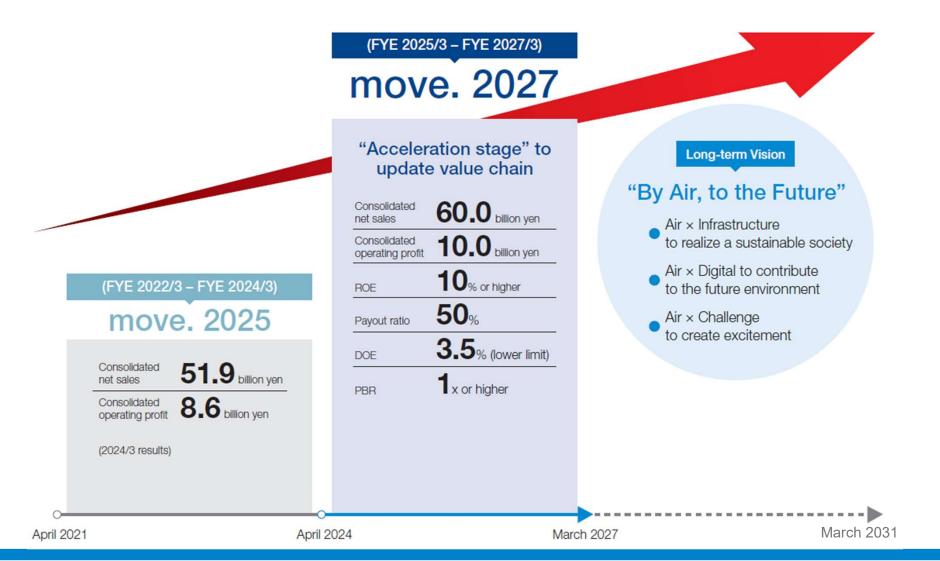




## III. Medium-term Management Plan "move.2027"

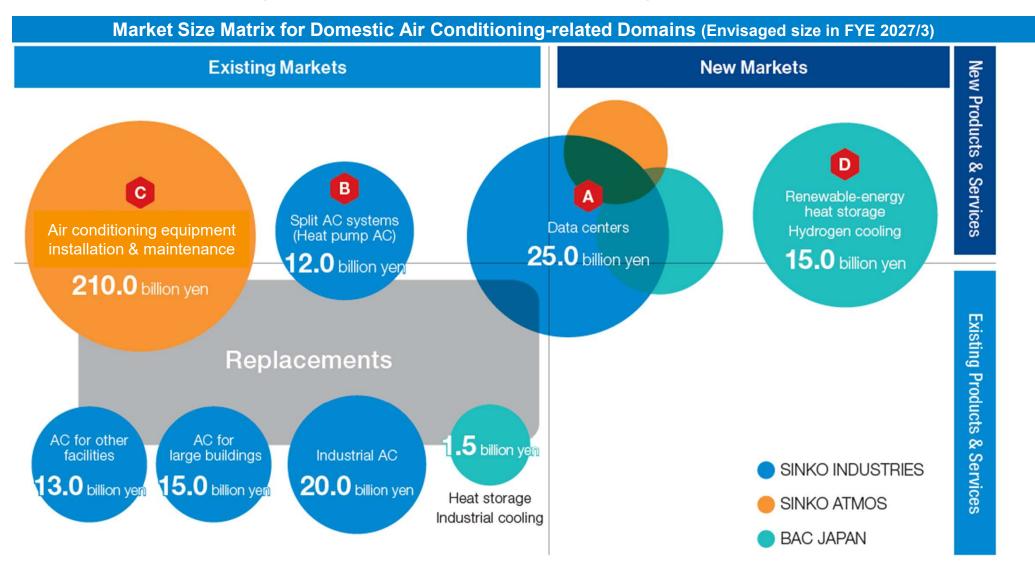
## move.2027 as an Acceleration Stage

- Started in this fiscal year and progressing according to plan
- Forecast consolidated net sales of 55.0 billion yen and consolidated operating profit of 9.5 billion yen for fiscal year ending March 31, 2025



## **Medium-term Business Strategy Target Markets**

Starting with expansion of existing markets and products, in accordance with the Medium-term Management Plan, we will focus on expanding business into four new domains, including data centers



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## **Progress of Major Group Market Strategy**

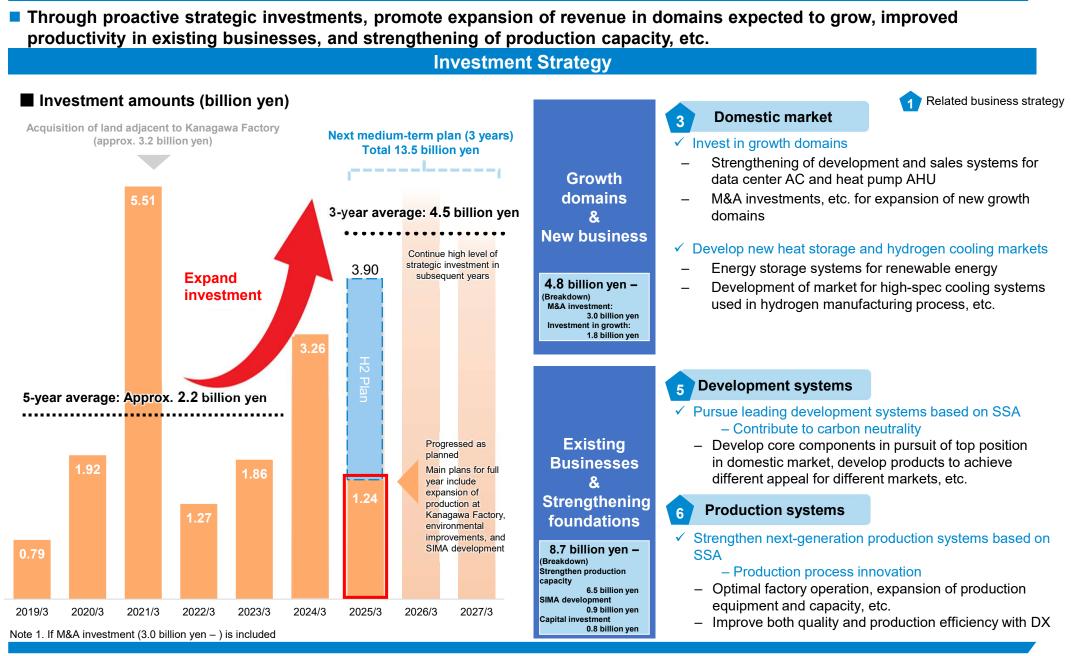


Sales for data centers, split AC systems, and air conditioning equipment installation and maintenance are proceeding at a pace set to achieve the Medium-term Management Plan

| Group Market Strategy Targets                                    |                        |                         |                        |   |   |  |
|--|------------------------|-------------------------|------------------------|---|---|--|
| Main Themes of   | Group Sales            |                         | 5                      |   |   |  |
| Group Market<br>Strategy   | FYE 2024/3<br>Results  | FYE 2025/3<br>Forecasts |                        |   | Progress as of September 2024<br>( <u>E</u> xcellent/ <u>G</u> ood/ <u>F</u> air/ <u>P</u> oor)   |  |
| Data centers   | 2.2<br>billion<br>yen  | 4.2<br>billion<br>yen   | 5.5<br>billion<br>yen  | <ul> <li>Leverage SINKO Group value chain to<br/>propose total solutions covering<br/>products and services</li> <li>Offer stable operation and<br/>environmental value</li> </ul>  | <u>E</u> : Leveraging our value chain, we have<br>steadily developed markets and built up<br>results with expansion of sales of server<br>AHU/cooling towers and after-sales<br>service |  |
| Split AC systems   | 2.1<br>billion<br>yen  | 3.0<br>billion<br>yen   | 3.0<br>billion<br>yen  | <ul> <li>Ocoogeo (all-in-one HP-AHU)</li> <li>Develop and sell HP-AHU compatible with new low-GWP refrigerants</li> </ul>   | <u>E</u> : We have established a specialized department and rolled out solution proposal-based sales focusing on small to medium-sized buildings  |  |
| Air conditioning<br>equipment<br>installation and<br>maintenance | 11.1<br>billion<br>yen | 11.7<br>billion<br>yen  | 12.6<br>billion<br>Yen | <ul> <li>Actively expand post-installation<br/>downstream offerings, e.g. service<br/>packages, regular inspection packages</li> <li>Expand electrical work related to<br/>maintenance and replacement of air<br/>conditioning units</li> </ul> | <u>E</u> : Progressing steadily   |  |
| Renewable-energy<br>heat storage<br>Hydrogen cooling             | -                      | 0.2<br>billion<br>yen   | 0.7<br>billion<br>Yen  | <ul> <li>Storage systems for heat generated by<br/>renewable energy</li> <li>Develop market for high-spec cooling<br/>systems for hydrogen production<br/>processes, etc.</li> </ul>  | F: Market formation is taking longer than<br>initially anticipated, but we succeeded in<br>receiving orders for one-off renewable<br>energy projects                                    |  |

Revenue increase from expansion of business domains into new markets and products

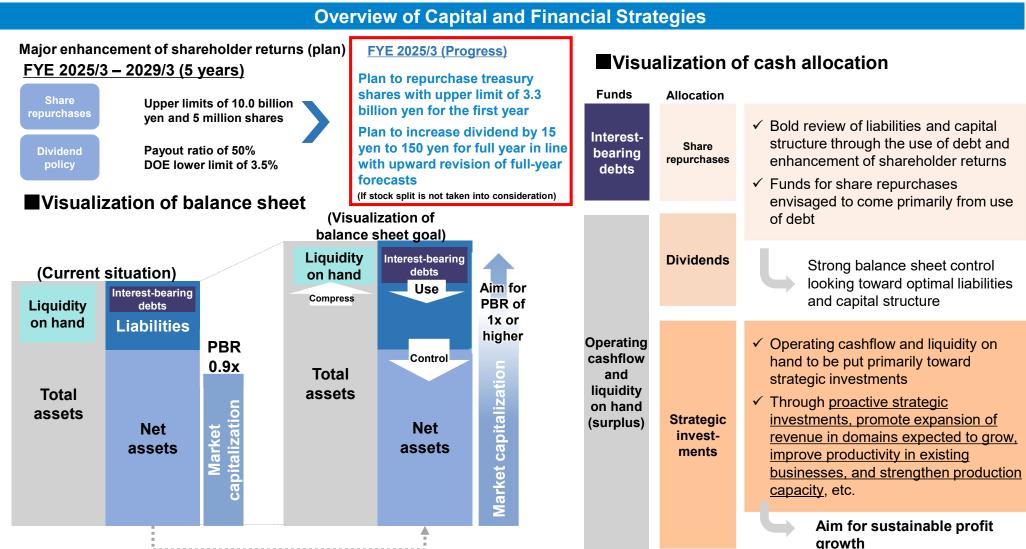
## **Investment Strategy**



#### III. Medium-term Management Plan "move.2027"

## **Visualization of Cash Allocation: Shareholder Returns**

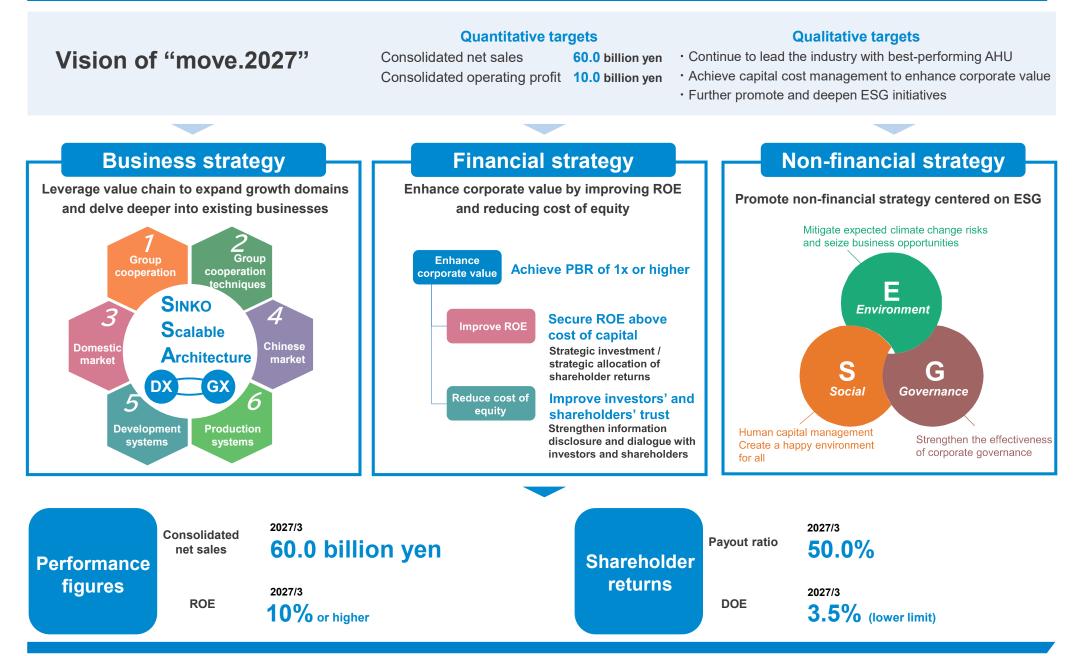
- Maintain cash allocation policy and conduct bold review of liabilities and capital structure through the enhancement of shareholder returns and use of debt
- Operating cashflow and liquidity on hand will be put primarily toward strategic investments with the aim of sustainable profit growth



#### III. Medium-term Management Plan "move.2027"

## Vision, Strategies, and Targets of "move.2027"

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## **Topics on Target Markets: Capturing the Data Center Market**

#### Requirements for capturing the data center market

## High reliability of products

- Products will not be adopted for data center projects with catalog specs alone
- After passing multiple stages of commissioning, product performance and quality must be proven on actual equipment

### Establishment of support system for emergencies

• Services must be of a level that allows us to respond quickly and restore products in a short time even in the event of trouble

#### Initiatives to capture market

- (1) Sales strategies that leverage technological capabilities and competitiveness
  - Roll out products for data centers that offer quality and reliability in addition to high level of basic performance, by making full use of technological capabilities cultivated in existing markets
  - Hold own testing and acceptance inspection facilities that are able to accommodate full-scale performance verification and increase competitiveness in DC market
- (2) Development of value chain with Groupwide integrated system
  - Have a Group-wide integrated system provide value chain that covers from product research and development to manufacture and aftersales service
- Aim to expand market share by leveraging advantage as domestic manufacturer with multiple production bases and nearby service bases

## **Topics on Target Markets: Capturing the Data Center Market**

## (1) Sales strategies that leverage technological capabilities and competitiveness

## Main products for data centers

#### AHU for data centers: Model DE-W



- Built-in automatic control functions necessary for air conditioning in data centers, such as temperature control and emergency operation
- Can be delivered as a single unit, reducing on-site construction work
- Anticipating the increase in heat generation due to improved performance of data centers, we are also a developing a large, high-load model equipped with a specially developed heat exchanger

### Accommodation of commissioning

Comprehensive testing building (SINKO AIR DEVELOPMENT LAB)



- One of the largest facilities in Japan capable of advanced performance testing and automatic control demonstrations
- With the introduction of actual equipment displays and control demonstration systems, it can accommodate commissioning for data center projects
- Many hyper-scale data center operators and major design firms have toured the facility and have been highly impressed

#### Large open cooling tower: S3000



Low-cost, space-saving cooling tower that offers high efficiency

This model will be needed even if liquid cooling and immersion become more prevalent, and we expect stable demand in the future, coupled with the growing trend toward free cooling and chillerless systems.

## Demonstration facility for cooling towers (opening in February 2025)



- The only facility in Japan for the demonstration of large cooling towers
- Demonstration units will be capable of actual operation and can be used for product acceptance inspections and to upgrade the skills of service personnel

## **Topics on Target Markets: Capturing the Data Center Market**



#### (2) Development of value chain with Group-wide integrated system

#### Development of value chain



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Manufacture and sale of AHUs for data centers

#### BAC JAPAN

Manufacture and sale of large cooling towers

#### SINKO ATMOS

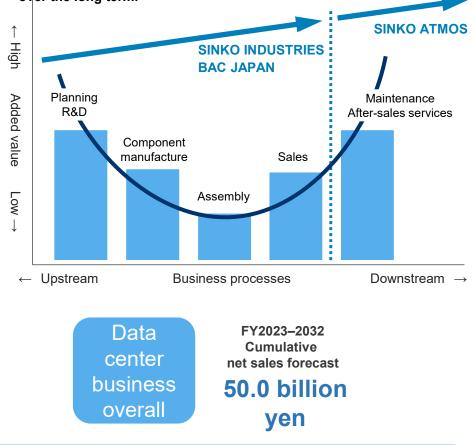
After-sales services (Maintenance contracts / repair work)

### Securing advantage as domestic manufacturer

- Two production bases in Japan (Kanagawa and Okayama factories), enabling swift and stable product supply
- We are also enhancing service systems, e.g. opening an office in Inzai area, which has a high concentration of data centers

#### Long-term revenue plan "Smile 500"\*

\* Based on the smile curve theory of marketing, we plan to build a Group-integrated value chain that spans from R&D to manufacturing, sales, and after-sales services to secure a stable source of revenue over the long term.



#### III. Medium-term Management Plan "move.2027"

## Topics on Target Markets: Capturing the Split AC Systems Market SINKO

Established a specialized division, we are developing the market through all-in-one proposal-based sales which cover system design to installation, focusing on small- to medium-sized buildings

## Established Heat Pump Engineering Dept. to develop new sales channels

- Direct sales to building owners
- All-in-one proposals covering AC system design, product provision, and installation work



## Increase value of buildings with Ocoogeo<sup>®</sup> series, with integrated outdoor unit structure

- Energy saving
- Easy installation significantly reduces on-site installation period
- Space-saving and simple construction reduces maintenance effort





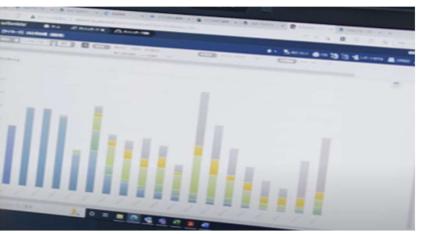
### III. Medium-term Management Plan "move.2027" SSA (\*) Initiatives: Realizing Product Leveling with Operation of Production Reservation System

By operating a production reservation system, we have achieved production leveling, contributing to improved profitability and customer satisfaction

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#### Previous issue: Imbalance of volumes between H1 and H2, leaning heavily toward H2

- Smaller volumes in H1 led to decline in factory operation rates and profitability
- · Over-capacity operations in H2 led to exhaustion at production sites
- Many changes in delivery times prevented stability in production plans
- Process management relied on skills of veterans, leading to limitations in manual production planning





#### Realized product leveling with operation of production reservation system

- Use of AI for work hour forecasting leads to highly precise production plans
- Carrying out advance production and other measures according to production capacity reduces the overloading of operations in H2
- Visualization of progress in production plan enables smooth negotiations with customers even when delivery deadlines change



#### **Post-introduction effects**

- Increased operating rates in H1 and achieved increase in profits, contributing to stabilization of annual revenue
- Customers can understand deliver status early, allowing for smoother process management at construction sites
- ✓ Lightened burden on workers in H2, contributing to increase in employee engagement
- Resources can be allocated to measures that will lead to medium- to long-term growth, maintaining future growth potential (e.g. reinforcement of production capacity, human resources development)

\*SSA (SINKO Scalable Architecture)

Plan that is a further development of the SIMA Project that we have been working on

Transcend existing manufacturing process frameworks by extending DX to domains such as air conditioner R&D and marketing, and take on the challenge of new value creation and productivity improvement

#### III. Medium-term Management Plan "move.2027" SSA (\*) Initiatives: SINKO AI Design Link to Solve Frontline Design Issues

By introducing generative AI into design support tools, we aim to solve the shortage of engineers and pass on our expertise to the next generation



#### Issues on the frontlines of design technology

- Standardizing quality is difficult for highly customized products
- Shortage of designers
- Lack of stability in passing on expertise, burden of human resources development



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## Design support with SINKO AI Design Link

- Gathers personalized knowledge and experience together and converts them into data, which is analyzed by AI
- When junior engineers carry out design tasks, generative AI provides support through assistance functions, such as guiding design techniques



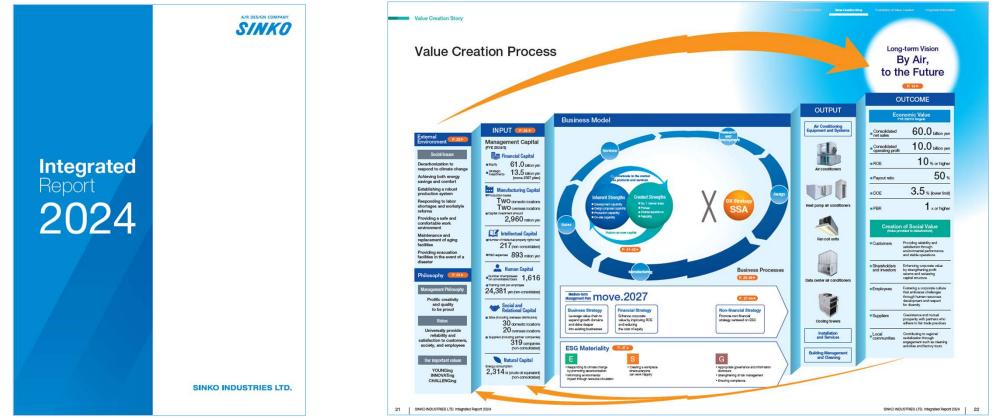
#### Post-introduction outcomes

- ✓ Improved efficiency of design tasks and reduction of work hours through AI support
- Having AI assist in training junior engineers reduces the mentoring workload of senior employees and increases the speed of human resources development
- Design inconsistencies are eliminated even for products with high customization, and quality control costs are reduced

## **Topics: Strengthening Dialogue with Investors: Integrated Report**

#### Published our first Integrated Report on September 30, 2024

- Effectively get our value creation story and medium- to long-term management policies and measures across to both within and outside the Company
- Disclose our understanding and strategies for each target market, as well as goals and challenges for each Group company



We will continue to enhance our investor relations to strengthen dialogue with investors and increase the transparency of our management

With a plan for showroom and factory tours, we will promote measures to deepen investors' understanding of SINKO INDUSTRIES

SINKO INDUSTRIES LTD.

空気をデザインする会社

SINKO



## **IR Inquiries**

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#### Notes on forward-looking statements

This material is solely intended to provide information to investors, and it is not intended to solicit sales or purchases.

Forward-looking statements in this material are based on targets and projections and do not constitute promises or guarantees. Please note that the Company's future performance may differ from the Company's current forecast.

In addition, while descriptions related to industries, etc. have been prepared based on data that are deemed to be reliable, the Company does not guarantee their accuracy or completeness.

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