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# Fiscal year ended March 31,2026 Supplementary Material

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Takachiho KOHEKI Co., Ltd. (TSE Code : 2676)

May 12, 2026

In the materials for the financial results briefing to be held on May 22, we will provide details by segment for the fiscal year ending March 2027 and the topics of the medium-term management plan. Please also refer to the materials for the financial results briefing to be disclosed on TDNET on the day.



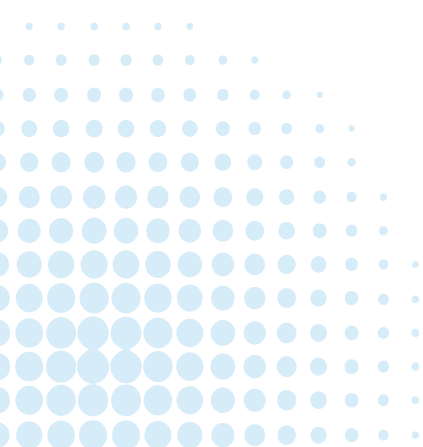
(TSE Prime Securities Code: 2676)

1. Executive Summary
2. Financial Results for the Fiscal Year Ending March 31,2026
3. Forecast for the Fiscal Year Ending March 31, 2027
4. Appendix

Reference: Medium-Term Management Plan 2025 – 2027

<https://corp.takachiho-kk.co.jp/Portals/0/images/ir/management/plan/plan2025-2027.pdf>

1. Executive Summary
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4. Appendix



# Executive Summary



## ✓ FY 3/2026<Results>

- ✓ Net sales increased year on year due to strong business security performance, and operating profit and ordinary profit achieved its highest earnings since listing.
  - **Business Security:** In the Business Solutions segment, sales and profits increased due to strong performance in the data center segment and strong performance in the global segment, exceeding the target.
  - **Electromechanics:** Net sales decreased slightly due to sluggish electronics sales, but increased purchasing costs due to the weaker yen and growth investments profit fell short of plan due to increased SG & A expenses.
- ✓ Net income decreased due to valuation loss on investment securities. Dividends decreased by ¥4 year on year due to a payout ratio of 100%.

## ✓ FY 3/2027 <Plan>

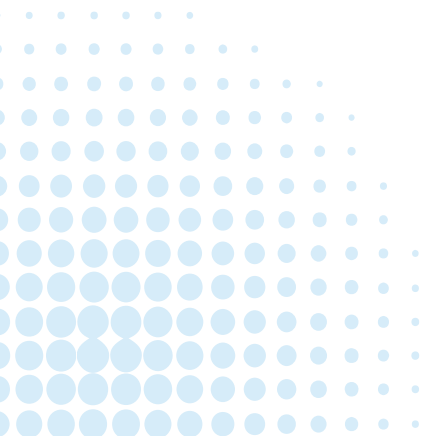
- ✓ Plan to increase both sales and profits in business security and electromechanics
- ✓ Plan to achieve new highs in operating profit and net profit since listing
- ✓ Plan to pay a progressive dividend from the fiscal year ending March 2027, with an annual dividend of ¥76 per share unchanged from the previous fiscal year

[Millions of yen]

	FY3/25 Results	FY3/26 3/19 revised plan	FY3/26 Results	FY3/27 Plan
Net Sales	28,098	30,000	29,510	32,000
Operating profit	2,079	2,200	2,098	2,350
Ordinary profit	2,004	2,400	2,408	2,300
Profit attributable to owners of parent	1,458	1,400	1,415	1,650
ROE	8.7%	-	8.2%	9.3%
Annual dividends per share*	80.0	75.0	76.0	76.0

\*Dividends were split at a ratio of 2 shares for 1 share of common stock on June 1, 2025. Annual dividends for the fiscal year ended March 2025 are calculated after the split.

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# Consolidated Financial Highlights

[Millions of yen]



Operating income and ordinary profit **achieved its highest earnings since listing** thanks to strong business security performance, Net profit decreased mainly due to loss on valuation of investment securities

	FY3/25 Results	FY3/26 Plan	FY3/26 3/19 revised plan	FY3/26 Results	Year-on-Year	3/19 revision Compared to plan
Net Sales	28,098	30,000	30,000	29,510	+5.0%	(1.6%)
Gross profit on sales	6,909	7,660	7,660	7,383	+6.9%	(3.6%)
Gross profit ratio (%)	24.6%	25.5%	25.5%	25.0%	+0.4pt	(0.5pt)
Selling, general and administrative expenses	4,830	5,460	5,460	5,285	+9.4%	(3.2%)
Operating profit	2,079	2,200	2,200	2,098	+0.9%	(4.6%)
Operating profit ratio (%)	7.4%	7.3%	7.3%	7.1%	(0.3pt)	(0.2pt)
Foreign exchange gains	-	-	-	116	-	-
Foreign exchange losses	84	-	-	-	-	-
Ordinary profit	2,004	2,100	2,400	2,408	+20.1%	+0.4%
Ordinary profit ratio (%)	7.1%	7.0%	8.0%	8.2%	+1.1pt	+0.2pt
profit before tax	2,170	-	-	2,133	(1.7%)	-
Profit attributable to owners of parent	1,458	1,500	1,400	1,415	(2.9%)	+1.1%
ROE	8.7%	-	-	8.2%	(0.5pt)	-
EPS**	79.10 yen	80.44 yen	75.05 yen	75.88 yen	(3.22 yen)	+0.83 yen

\*2 shares of common stock split for 1 share on June 1, 2025, EPS for fiscal year ended March 2025 is after the split

# Results by Segment

[Millions of yen]

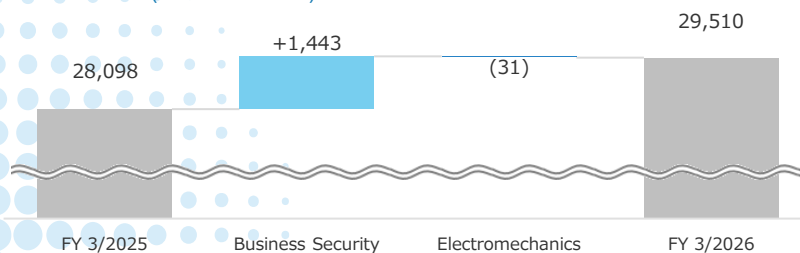


In Business Security, sales and profits increased, and the operating margin increased to 9.3%.

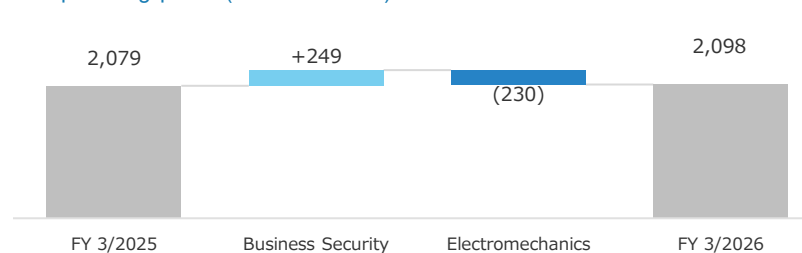
In Electromechanics, sales and profits decreased due to sluggish electronics.

		FY3/25 Results *	FY3/26 Results	Increase/ Decrease	Percentage change	FY3/26 Plan	Increase/ Decrease	Percentage change
<b>Business Security</b>	Net Sales	13,708	15,152	+1,443	+10.5%	14,980	+172	+1.2%
	Operating profit	1,153	1,402	+249	+21.6%	1,230	+172	+14.0%
	Operating profit ratio	8.4%	9.3%	+0.9pt	-	8.2%	+1.1pt	-
<b>Electromechanics</b>	Net Sales	14,389	14,358	(31)	(0.2%)	15,020	(661)	(4.4%)
	Operating profit	926	695	(230)	(24.9%)	970	(274)	(28.3%)
	Operating profit ratio	6.4%	4.8%	(1.6pt)	-	6.5%	(1.7pt)	-
<b>Consolidated Total</b>	Net Sales	28,098	29,510	+1,412	+5.0%	30,000	(489)	(1.6%)
	Operating profit	2,079	2,098	+18	+0.9%	2,200	(101)	(4.6%)
	Operating profit ratio	7.4%	7.1%	(0.3pt)	-	7.3%	(0.2pt)	-

■ Net Sales (Year-on-Year)



■ Operating profit (Year-on-Year)



\*FY ended March 2025 figures reflect changes in segment classification (See page 18 for details)

# Results by Segment (Business Security)

[Millions of yen]



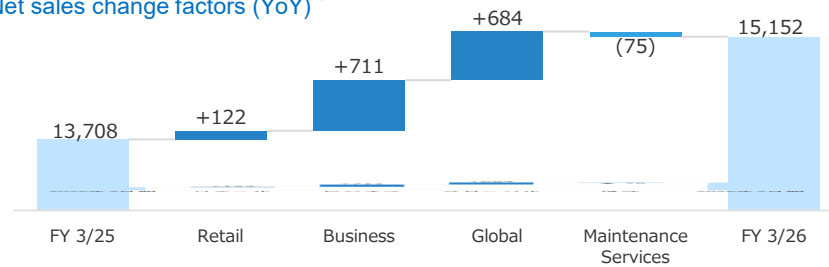
**Net Sales** 15,152 million yen YoY  
+1,443 million yen

Strong sales of subsidiaries in Thailand and strong sales of security products for data centers and apparel in Japan

**Operating profit** 1,402 million yen YoY  
+249 million yen

Increased sales of high-margin business solutions

Net sales change factors (YoY) \*



## ● Retail Solutions

(+) Strong sales of RFID systems and surveillance camera systems for apparel

## ● Business Solutions

(+) Access control systems for data centers and offices strong sales of surveillance camera systems

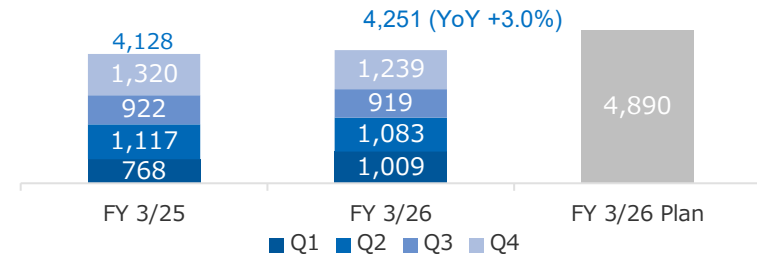
## ● Global

(+) Large-scale fire protection system projects and office security in Thailand  
Strong systems performance, increased yen-converted revenue at overseas subsidiaries

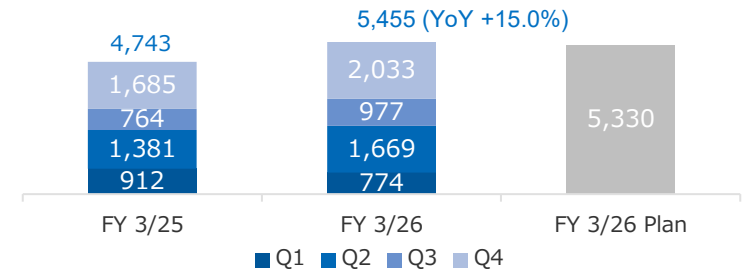
## ● Maintenance services

(-) Termination of maintenance services due to termination of manufacturer support for some products

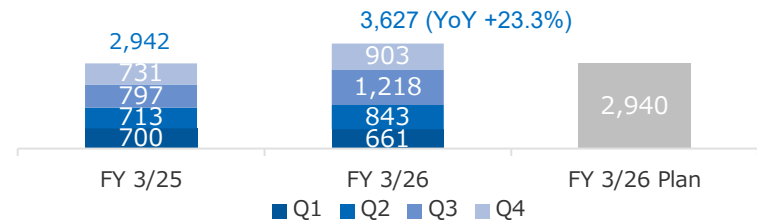
## ● Retail Solutions



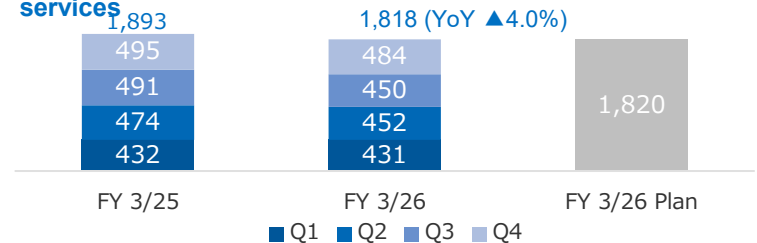
## ● Business Solutions



## ● Global



## ● Maintenance services



\*Changes in segment classification are already reflected in the figures for the fiscal year ended March 2025 (See page 18 for details)

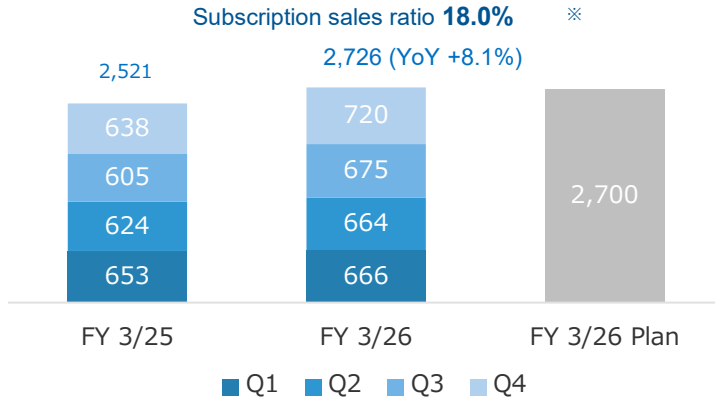
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# Subscription Business Performance (Business Security)

[Millions of yen]



## Subscription Business Sales



\*Share of Business Security segment sales

### ● Maintenance

(△) Termination of maintenance services due to termination of manufacturer support for some products

(+) Successful revision of technical fees and acquisition of new maintenance contracts

### ● Managed Services \* MSP service integrating equipment, cloud services, and operation management

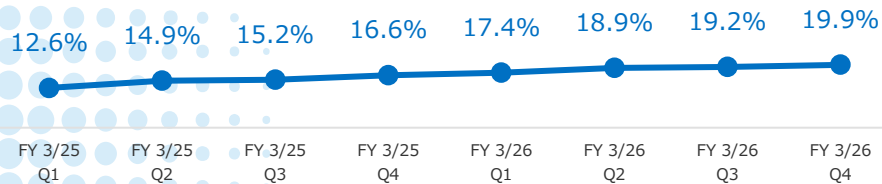
(+) Strong sales by distributors

### ● Cloud licenses

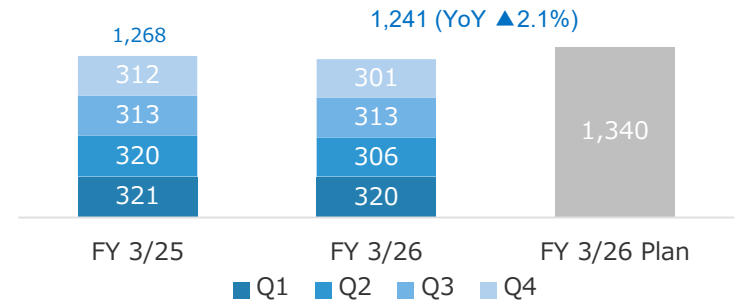
(+) Accumulated number of licenses and achieved new products such as Verkada

## Subscription Business Operating Profit Margin

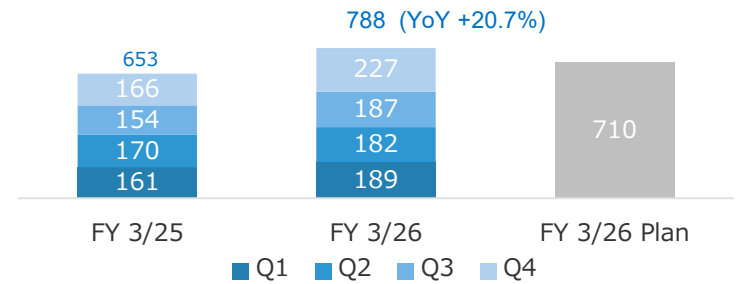
Rise on strong performance of cloud licenses with relatively high profit margins



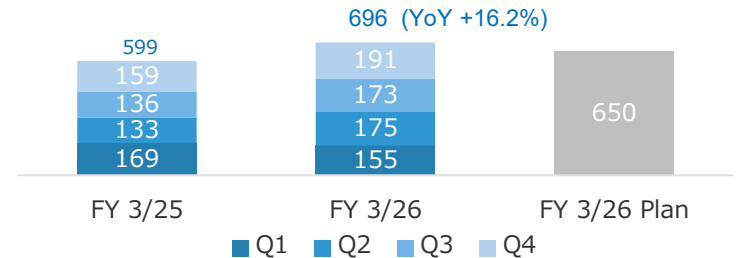
### ● Maintenance



### ● Managed services



### ● Cloud licenses



\*From the disclosure in the 3rd quarter of the fiscal year ending March 26, quarterly figures have been changed to cumulative figures.

# Results by Segment (Electro Mechanics)

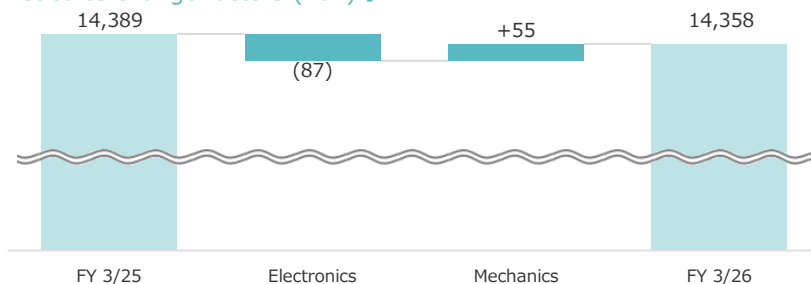
**Net Sales** 14,358 million yen YoY  
(31 million yen)

Electronics slightly decreased due to strong demand for consumer electronics and weak demand for automotive equipment and modules. Mechanics slightly increased due to strong demand for residential equipment and office furniture.

**Operating profit** 695 million yen YoY  
(230 million yen)

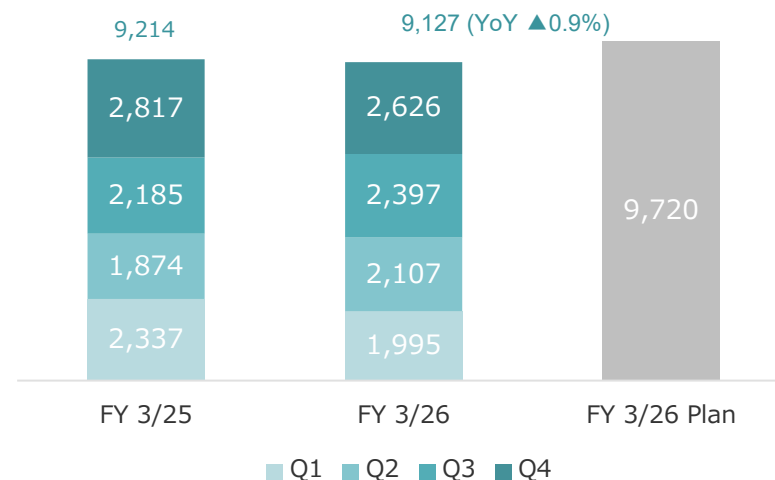
Decreased due to higher purchasing costs resulting from the weaker yen and SG & A expenses resulting from growth investments such as an increase in sales personnel.

【 Net sales change factors (YoY) 】

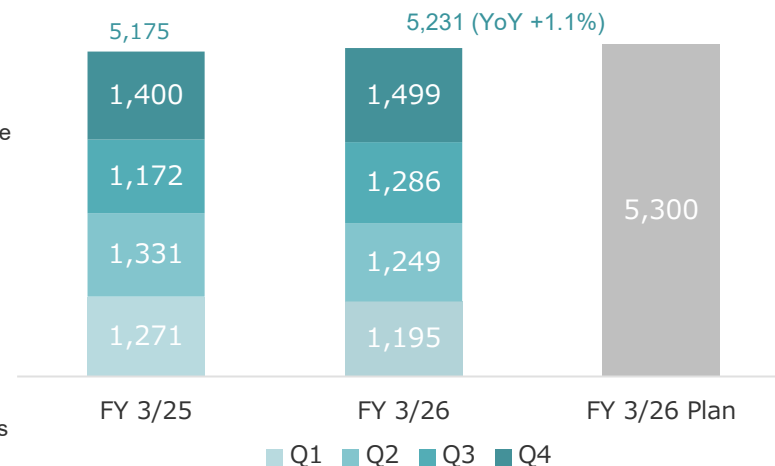


- **Electronics**
  - (△) Semiconductors for automotive equipment and modules
    - > Sales for automotive equipment declined in reaction to strong performance in the previous fiscal year. Sales for modules were weaker than in the second half.
  - (+) Semiconductors for consumer equipment
    - > Continued inventory adjustments for some customers
- **Mechanics**
  - (+) Mechanical components for housing equipment and office furniture
    - > In housing equipment, sales of planned and developed products for kitchens were strong
  - (△) Mechanical components for power generation equipment and multifunction machines
    - > Down from strong performance in the previous fiscal year

## ● Electronics



## ● Mechanics



# Capital Efficiency Improvement Status

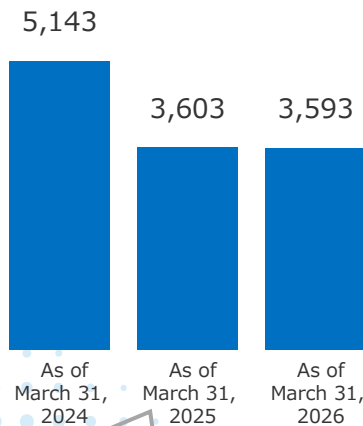
Strengthened order intake and order control to keep inventory at an appropriate level  
Revised terms and conditions for receivables and payables to improve cash flow

## Inventories

Number of days for turnover



Balance  
[Millions of yen]

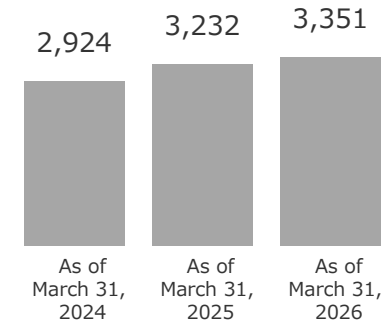
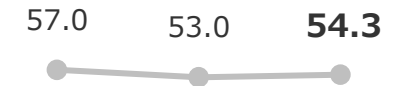


Mainly due to a decrease in orders and deliveries of electronics

## Trade receivables



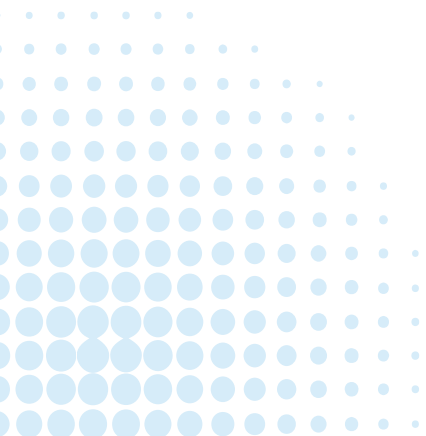
## Trade payables



### [Calculation Formula]

- Turnover of inventories = Inventories (average balance at beginning and end of period) / Cost of sales x number of days
- Turnover of trade receivables = Trade receivables (average balance at beginning and end of period) / Net sales x number of days
  - \* Trade receivables = Accounts receivable + Notes receivable + Contract assets + Electronically recorded monetary claims (-) Contract liabilities (advances received)
- Turnover of trade payables = Trade payables (average balance at beginning and end of period) / Cost of sales x number of days
- Number of days = As of March 31: Calculated on 365 days

1. Executive Summary
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4. Appendix



## Consolidated PL&lt; Plan &gt;

[Millions of yen]



SG & A expenses will increase due to growth investment, increased corporate awareness, and advertising measures such as product promotions.

**Operating profit and net profit will increase to new highs since listing.**

	FY3/26 Results	FY3/27 Plan	Change	Year-on-Year
Net Sales	29,510	32,000	+2,489	+8.4%
Gross profit on sales	7,383	8,300	+916	+12.4%
Gross profit ratio (%)	25.0%	25.9%	-	+0.9pt
Selling, general and administrative expenses	5,285	5,950	+664	+12.6%
Operating profit	2,098	2,350	+251	+12.0%
Operating profit ratio (%)	7.1%	7.3%	-	+0.2pt
Ordinary profit	2,408	2,300	(108)	(4.5%)
Ordinary profit ratio (%)	8.2%	7.2%	-	(1.0pt)
Profit attributable to owners of parent	1,415	1,650	+234	+16.6%
ROE(%)	8.2%	9.3%	-	+1.1pt
EPS	75.88 yen	88.33 yen	+12.45 yen	-
Annual dividend per share	76.0 yen	76.0 yen	+0.0 yen	-

## Sales and Operating Income by Segment &lt; Plan &gt;

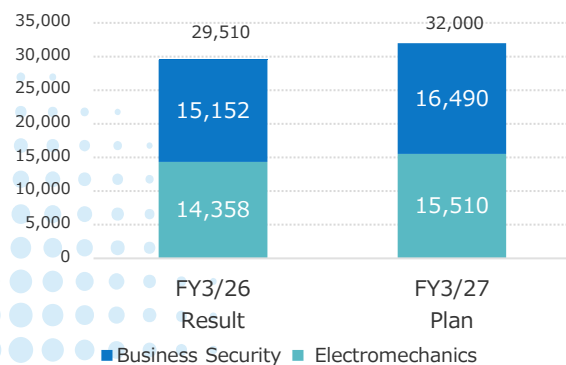
[Millions of yen]



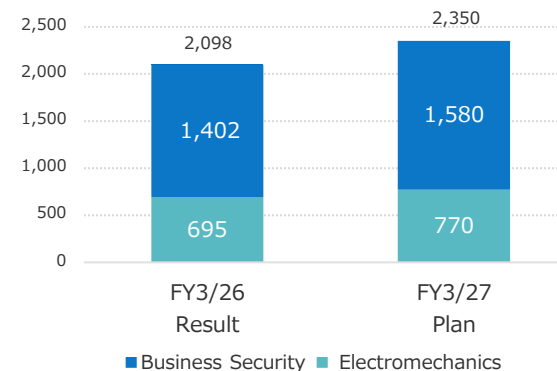
Sales and profit are expected to increase in both Business Security and Electromechanics

		FY3/26 Results	FY3/27 Plan	Increase/ Decrease	Percentage change
<b>Business Security</b>	Net Sales	15,152	16,490	+1,337	+8.8%
	Operating profit	1,402	1,580	+177	+12.6%
	Operating profit ratio	9.3%	9.6%	+0.3pt	—
<b>Electromechanics</b>	Net Sales	14,358	15,510	+1,151	+8.0%
	Operating profit	695	770	+74	+10.7%
	Operating profit ratio	4.8%	5.0%	+0.2pt	—
<b>Consolidated Total</b>	Net Sales	29,510	32,000	+2,489	+8.4%
	Operating profit	2,098	2,350	+251	+12.0%
	Operating profit ratio	7.1%	7.3%	+0.2pt	—

■ Net sales by segment



■ Operating profit by segment



# Shareholder Return

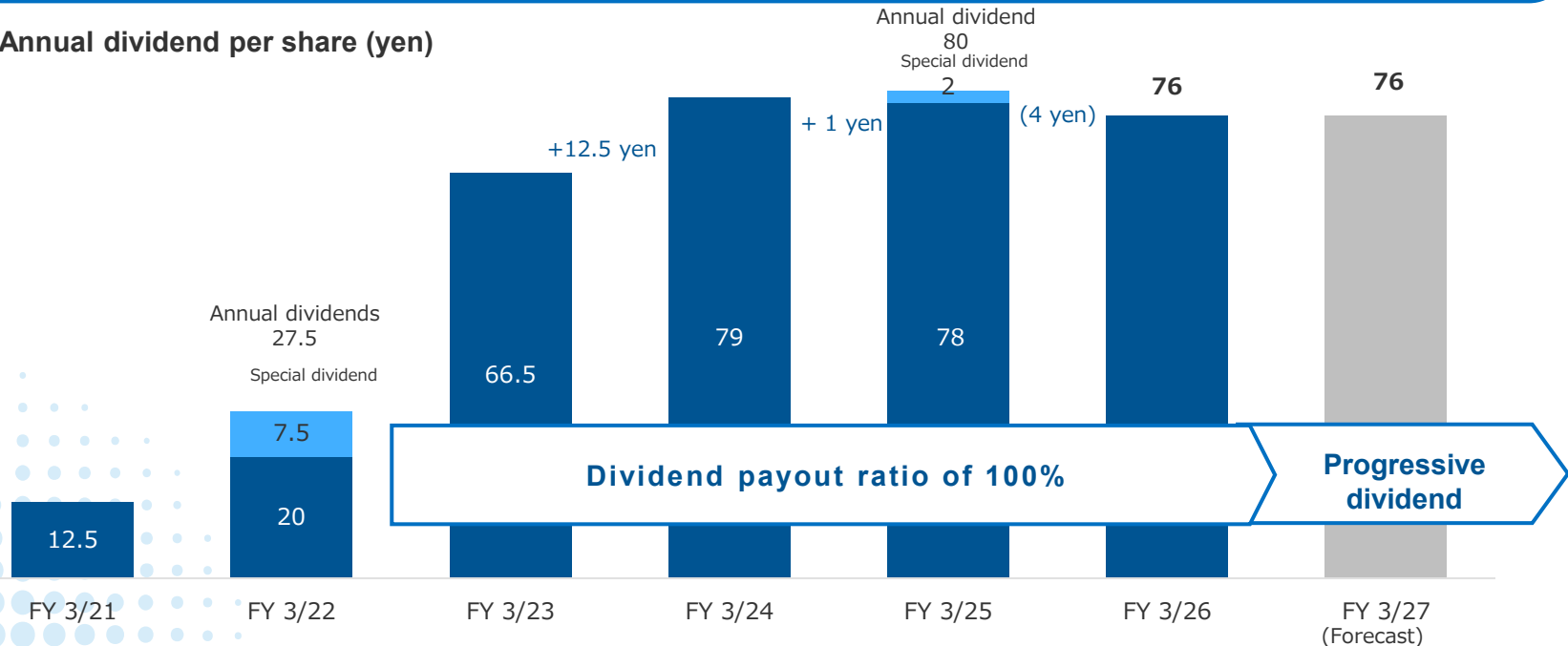
- The annual dividend for the fiscal year ending March 2026 is **¥76.0**, down ¥4 from the previous fiscal year due to a decrease in profit.
- The annual dividend for the fiscal year ending March 2027 is expected to be **¥76.0**, the same amount as the previous fiscal year, due to the progressive dividend.

## Medium-Term Management Plan 2025-2027 Dividend Policy

Based on our capital policy, "Balancing investment for growth and shareholder returns,"

- Driving business growth by proactive investments while maintaining financial soundness
- **100% dividend payout ratio for FY3/26, adopting a progressive dividend policy for FY3/27 onward**

### ■ Annual dividend per share (yen)



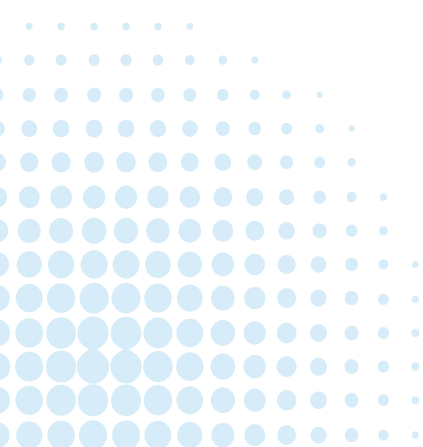
\*2 shares of common stock split on June 1, 2025. Dividends before the fiscal year ended March 2025

## Details of the Outlook for the Fiscal Year Ending March 2027

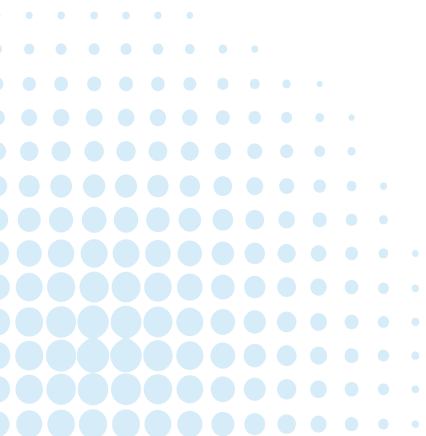
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The materials for the financial results briefing to be held on May 22 will provide details by segment for the fiscal year ending March 2027 and the topics of the Medium-Term Management Plan. Take a look.



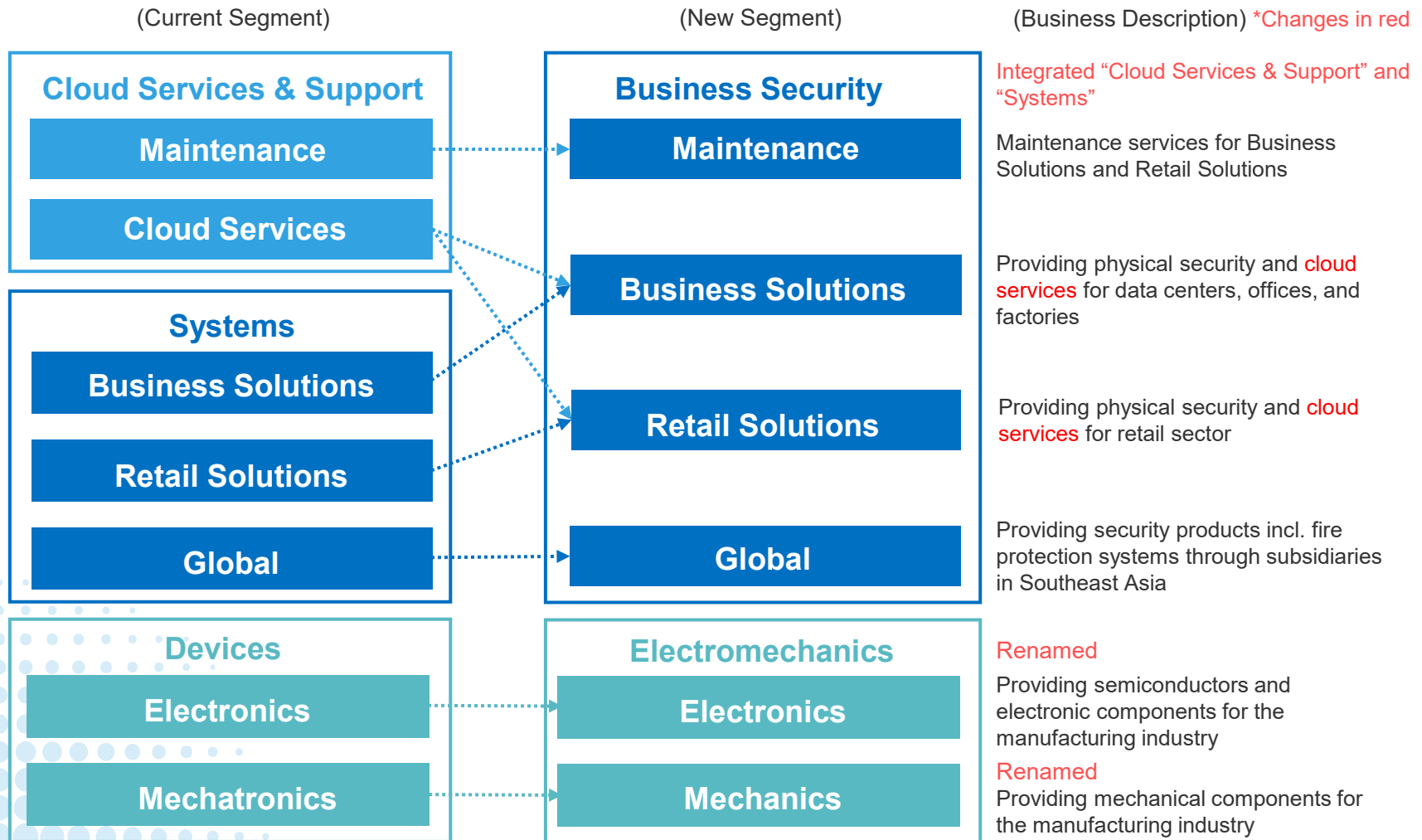
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4. Appendix



# Segment Classification Revision (From Q1 of FY3/26)

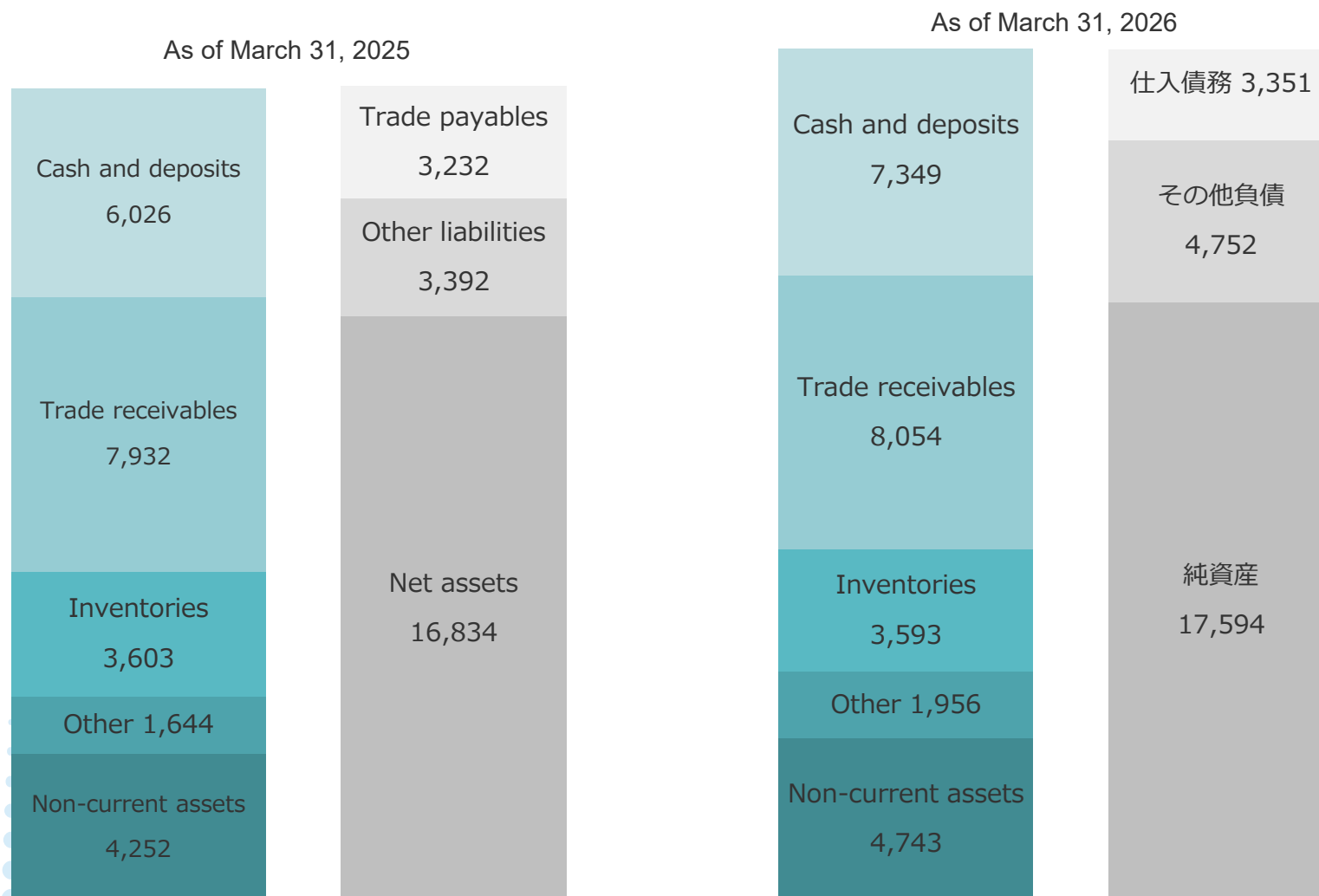


**With solid progress in expanding the cloud services business, certain segments will be consolidated and renamed to clarify the target market.**



## Consolidated BS

[Millions of yen]

**(Changes)**

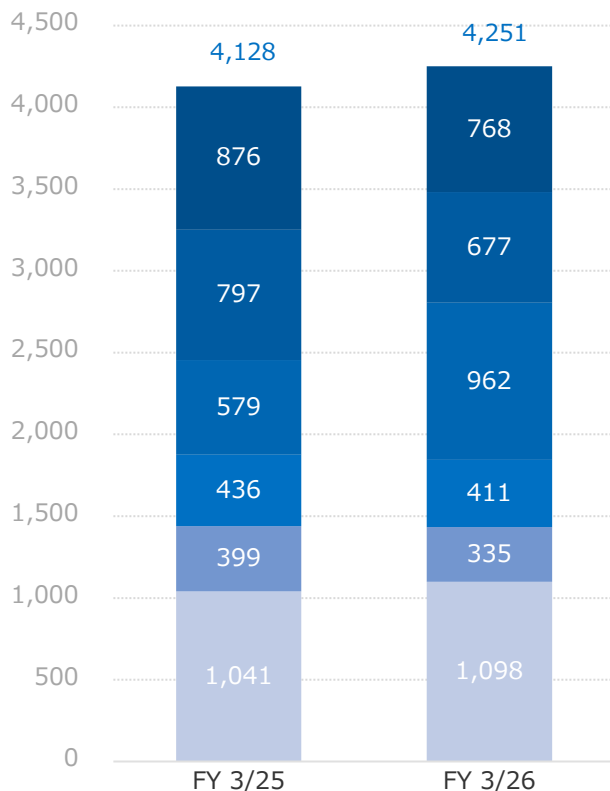
Net assets +759 · · · Dividends paid (1,600), Net income +1,415,  
Accumulated other comprehensive income + 896, Treasury stock + 47

# Net Sales Breakdown (Retail Solutions and Business Solutions)

[Millions of yen]

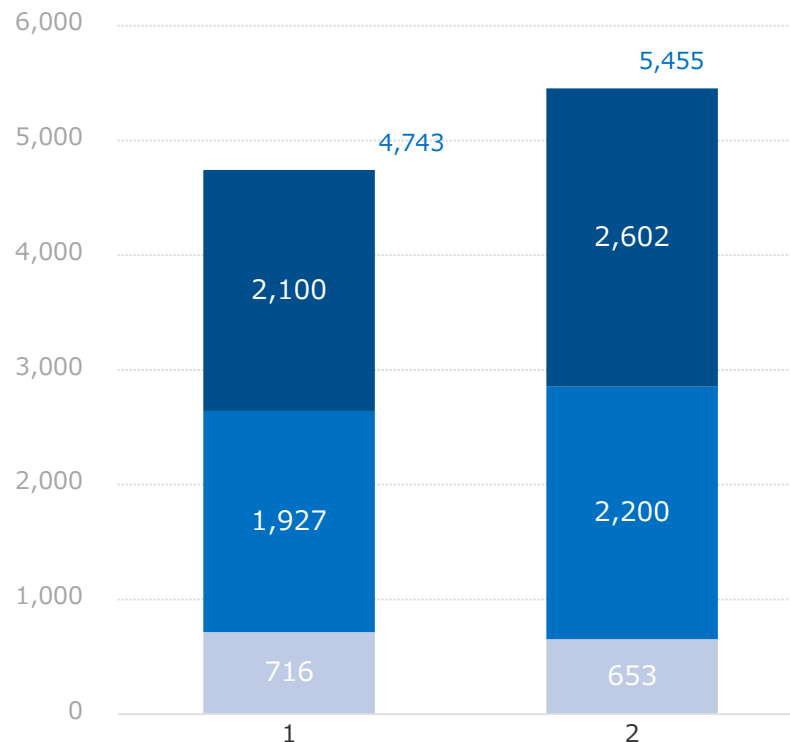


## Retail Solutions Net Sales \*



■ GMS	876	768
■ Drug stores	797	677
■ Apparel	579	962
■ HC/Sports	436	411
■ Consumer electronics	399	335
■ Other	1,041	1,098

## Business Solutions Net Sales \*



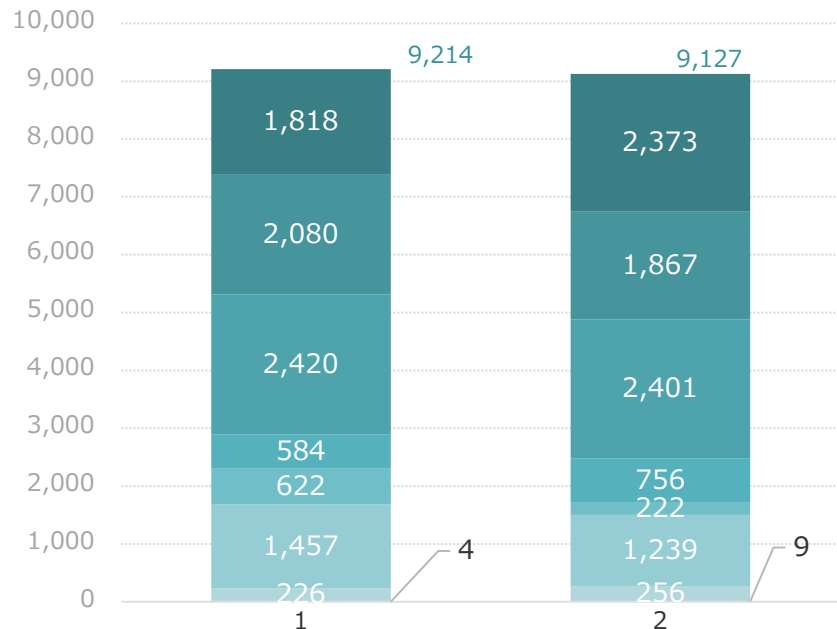
■ 系列3	2,100	2,602
■ 系列2	1,927	2,200
■ 系列1 *1	716	653

\*1 Mailing Systems: Envelope sealing machine (A machine that automates the series of tasks, from putting documents inside an envelope to sealing the envelope)

\*FY ended March 2025 figures reflect changes in segment classification (See page 18 for details)

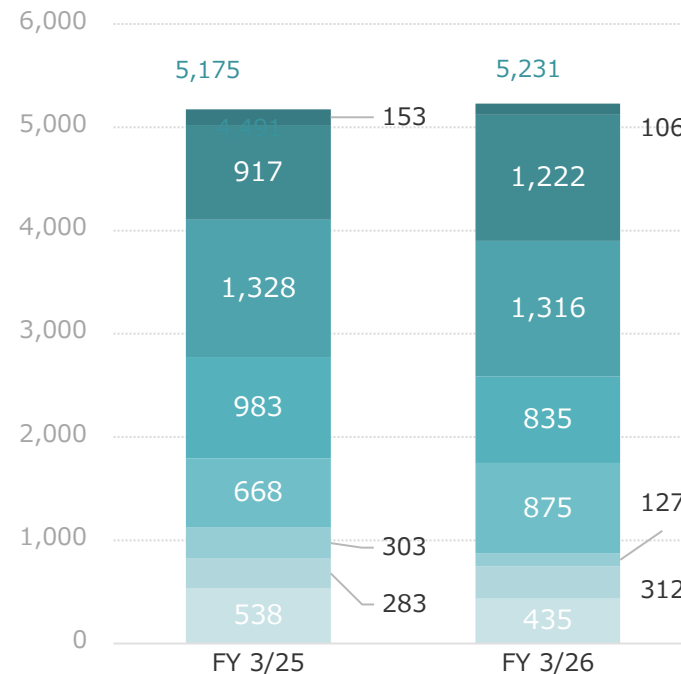
# Breakdown of Net Sales (Devices)

## ● Electronics Sales



■ 系列8	1,818	2,373
■ 系列7	2,080	1,867
■ 系列6	2,420	2,401
■ 系列5	584	756
■ 系列4	*1 622	222
■ 系列3	1,457	1,239
■ 系列2	226	256
■ 系列1	4	9

## ● Mechanics Sales



■ Industrial equipment	153	106
■ Living	917	1,222
■ Money Machine	1,328	1,316
■ Office automation	983	835
■ Office	668	875
■ Environment *2 & Energy	303	127
■ Amusement	283	312
■ Other	538	435

\*1 Auto Vehicle: Automotive equipment, railway equipment, ships and transportation equipment

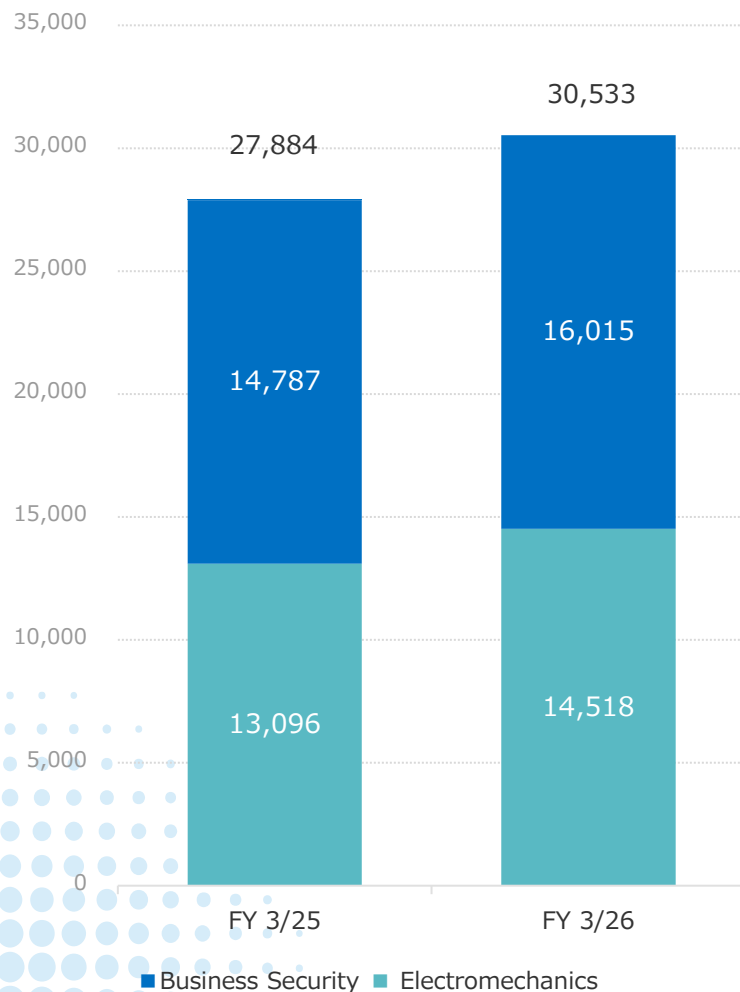
\*2 Living: For residential equipment and automobile interiors/Environment & Energy: For power storage and solar power generation

# Orders Received /Backlog

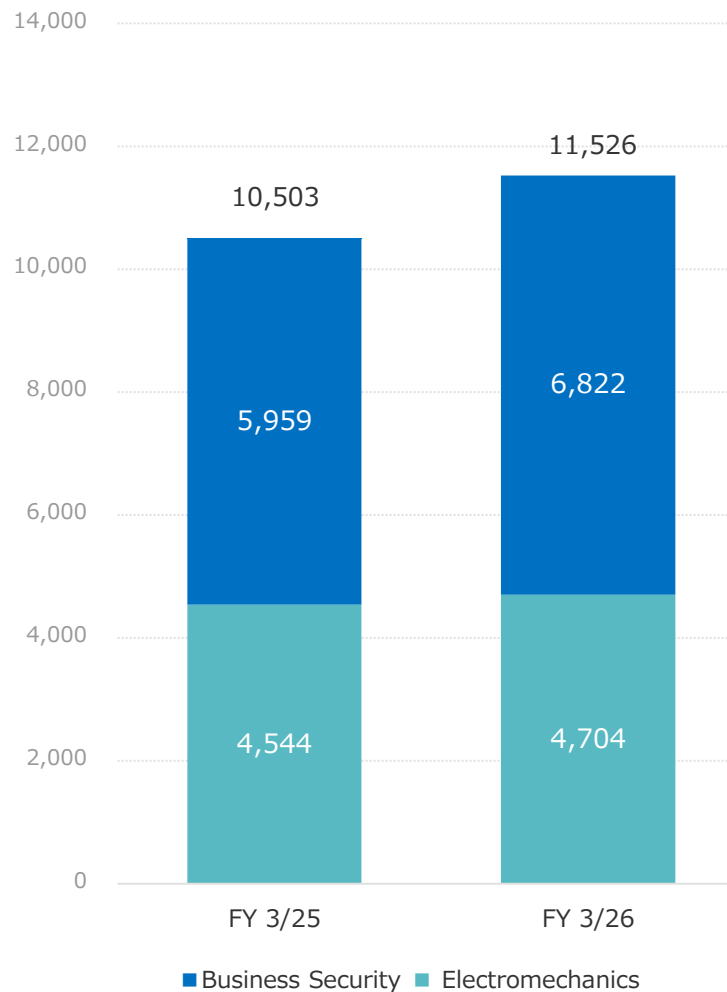
[Millions of yen]



## ● Orders Received



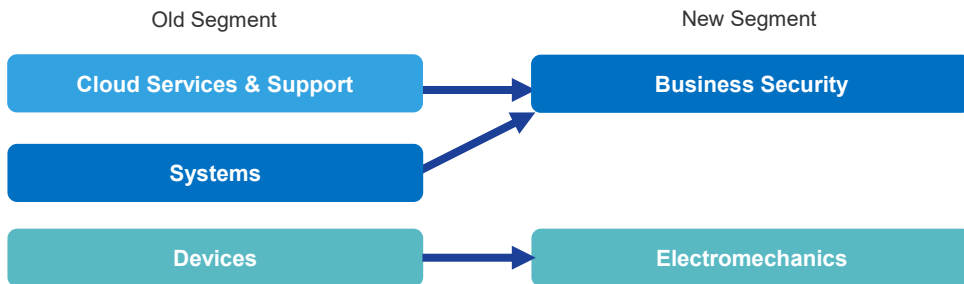
## ● Backlog



# Segment and Main Products and Services (FY3/26 Q1~)



## ■ Segment System



With solid progress in expanding the cloud services business, certain segments will be consolidated and renamed to clarify the target market.

### Business Security

Access control system

FACIAL RECOGNITION SYSTEM  
Facial recognition systems

CISCO Meraki  
Cloud-based wireless LAN

<b>Retail</b>	<ul style="list-style-type: none"> <li>The electronic article surveillance system</li> <li>Surveillance camera system, facial recognition systems</li> <li>Cloud services</li> <li>RFID systems</li> </ul>	<b>Global</b>	<ul style="list-style-type: none"> <li>Fire prevention systems</li> </ul>
<b>Business</b>	<ul style="list-style-type: none"> <li>Access control system, Surveillance camera system</li> <li>Auto Mailing Insection Systems</li> <li>Cloud Services</li> <li>Network Products</li> </ul>	<b>Maintenance</b>	<ul style="list-style-type: none"> <li>Product maintenance services provided by the Business Security segment</li> </ul>

### Electromechanics

Power modules

Silicon microphones

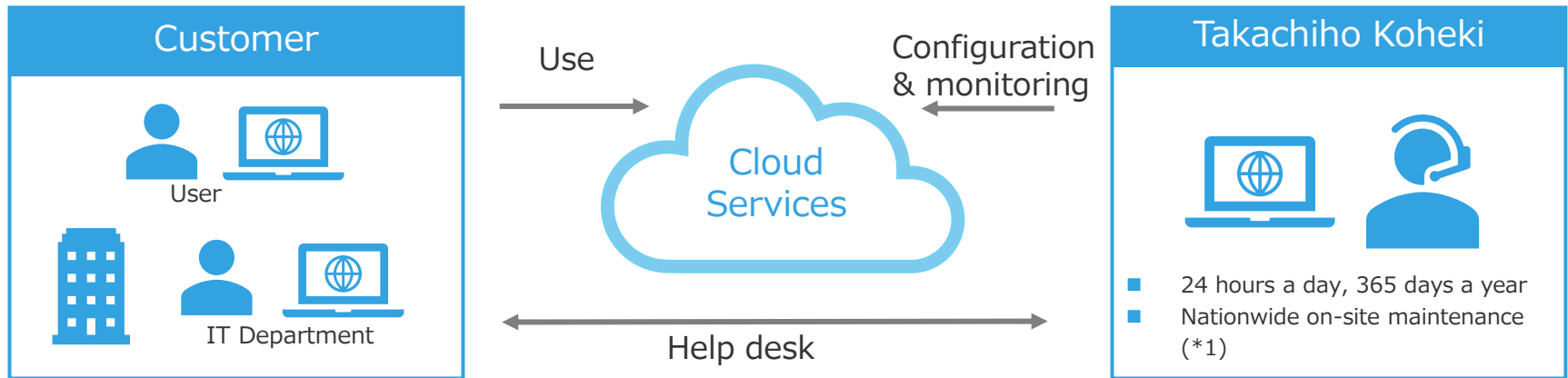
Soft-close units

<b>Electronics</b>	<ul style="list-style-type: none"> <li>Semiconductors, ICs, electronic components, sensors</li> <li>Various types of modules</li> </ul>
<b>Mechanics</b>	<ul style="list-style-type: none"> <li>Slide rails, gas springs</li> <li>Soft -close unit, electronic locks</li> </ul>

# Overview of MSP Services

## What are MSP ( Managed Service Provider ) Service?

Maintenance, operation, and monitoring services for cloud products that can be outsourced



### Main MSP Service Products



What is a "cloud-based wireless LAN system?"

The management of wireless LAN access points in the cloud

- ✓ Visualization of usage status in the cloud
- ✓ Easy and fast installation and trouble-shooting
- ✓ Configuration and monitoring can be outsourced

### MSP Service Fee Structure

(1) to (3) are provided as an integrated service on a monthly payment basis (\*2)

- (1) Purchase of equipment
- (2) Cloud service license fee
- (3) Maintenance fee

(\*1) Not available in some areas

(\*2) The purchase of equipment (1) can be paid in a lump sum



# Medium- to Long-Term Growth Vision

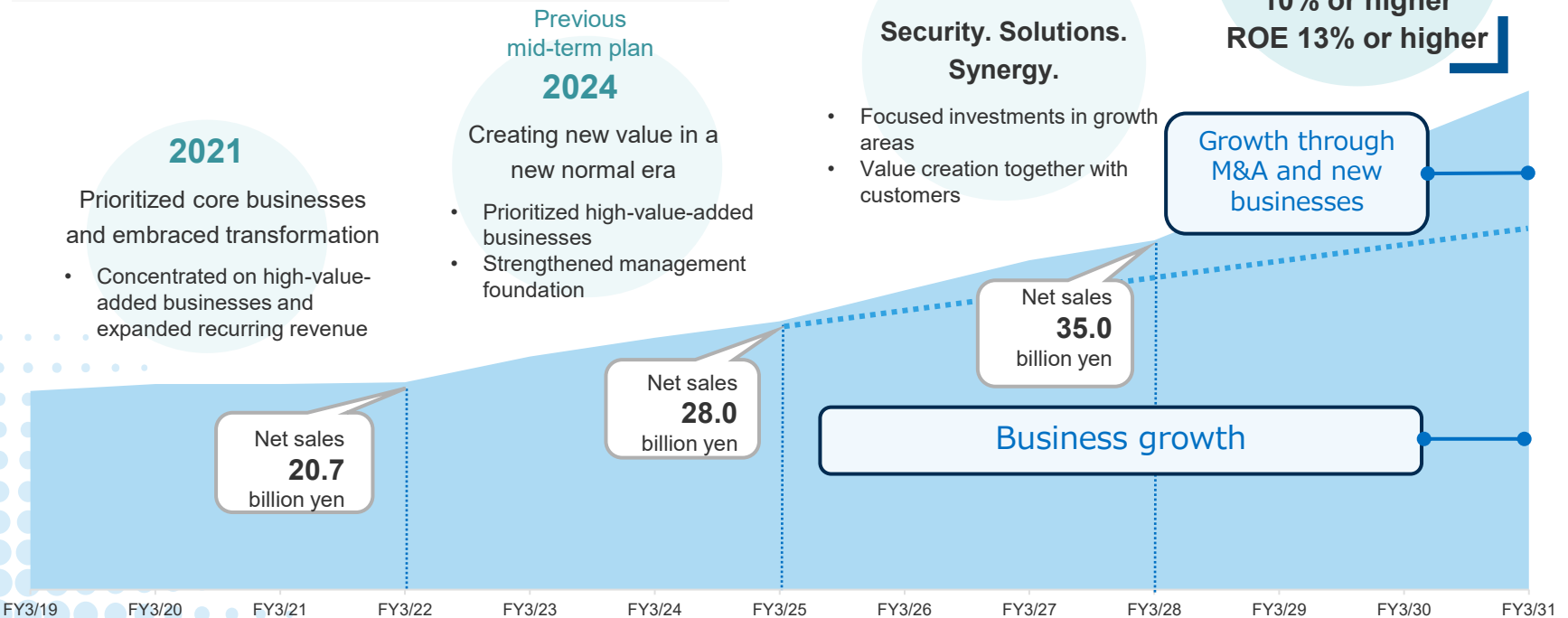
■ **Purpose** Using the power of technology and Consideration for all, Creating the “**Essentials of the Future**” in different environments.

■ **Corporate Philosophy**

As a technology trading company, we place **creativity** at the core of our business activities and strive to achieve the following goals:

- Increasing customer satisfaction through technology
- Building global trust and respect by refining our professional skills and human qualities
- Contributing to society by collaborating for a prosperous future

<Takachiho Koheki’s Vision for 2030>  
**Creating a safe and secure society**  
Becoming the 1st Choice Solution Provider and  
Creating a Future Together with Our Customers



# Overview of New Medium-Term Management Plan

<Medium-term slogan>

## Security. Solutions. Synergy.

~ Moving to the Cutting Edge of Evolution with Business Security and Electromechanics ~

Basic Policy: “Business growth through focused investments in focused businesses”

“Creating a new future and value together with customers”

<KPIs> FY3/28 Operating profit 3,000 million yen, Net income 2,000 million yen, ROE 10% or higher

### Business Strategy

Becoming the “1<sup>st</sup> Choice Solution Provider”

- **Basic Strategy 1: Evolution of Loyal Customer Strategy**  
Provide multi-product services across organizations by strengthening internal cross-border cooperation
- **Basic Strategy 2: Growth of service business**  
Create new solutions with customer support and increase value-added
- **Basic Strategy 3: Strengthen new business and global expansion**
- **Basic Strategy 4: Implement 6.0 billion yen growth investment**

### Capital Strategy

Balancing Growth Investment and Shareholder Return

- 1<sup>st</sup> year:  
**Dividend payout ratio 100%**  
2<sup>nd</sup> year onward:  
Stable shareholder return by adopting progressive dividend system
- **Improving CCC and profitability of capital** by promoting ROIC management

### Sustainable Management

#### E: Environment

- Responding to environmental issues through business
- Responding to climate change

#### S: Society

- Promoting human capital management
- Initiatives to realize a safe and secure society

#### G: Governance

- Transition to a Company with Audit and Supervisory Committee
- Establishment of Internal Audit Office and Global Business Management Department
- Appointment of female directors

# Company Profile

Company Name	Takachiho Koheki Co., Ltd.
Securities Code	TSE Prime (code: 2676)
Established	March 13, 1952
Head Office Address	YOTSUYA TOWER 7F, 1-6-1 Yotsuya, Shinjuku-ku, Tokyo
Representative	Takanobu Ide, President and Chief Executive Officer
Number of Employees	Consolidated: 532; Non-consolidated: 319 (as of March 31, 2026) * Include temporary employees
Consolidated Subsidiaries	One domestic company, eight overseas companies (Shanghai, Hong Kong, Bangkok, Singapore, Chicago)



## Precautions Regarding this Document

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- This document contains forward-looking statements. Such statements are not guarantees of future results and involve risks and uncertainties. Please note that future results may differ due to changes in the business environment and other factors.
- This document is for informational purposes only and is not intended as a solicitation to trade.

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 03-3355-1201

IR News Mail



**note**