



WAKITA

Summary of Consolidated Financial Results for the second Quarter of the Fiscal Year Ending February 2026

Wakita & Co., LTD.

October 10, 2025

TSE Prime

8125

UD FONT
by MORISAWA

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Carelex Co., Ltd.
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1.Business Performance Overview

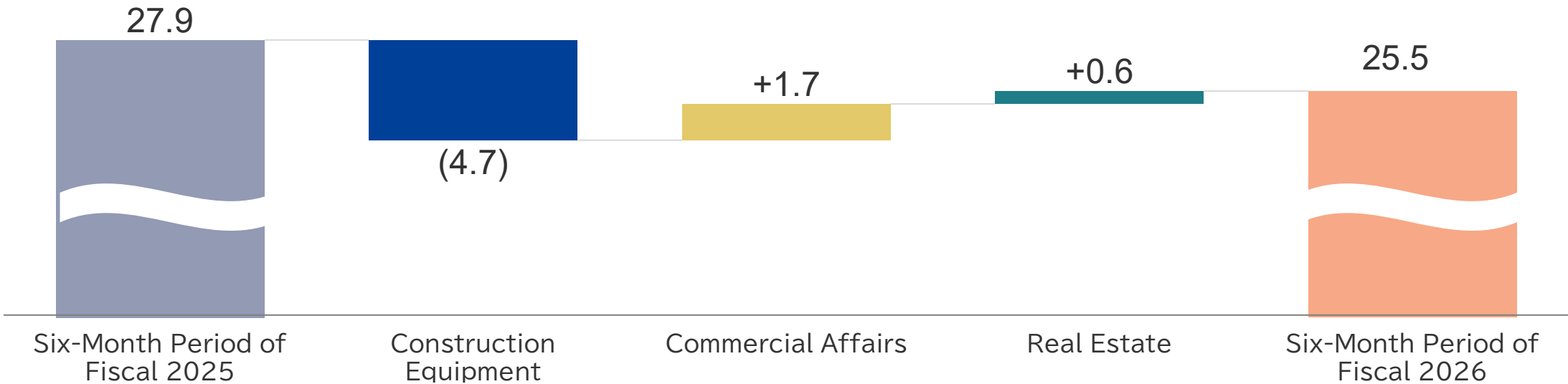
- Revenues increased but profits decreased in the second quarter of the fiscal year ending February
- Gross profit margin continues to improve, but profits decline in mainstay construction machinery business

							(100 million yen)	
	Six-Month Period of Fiscal 2025		Six-Month Period of Fiscal 2026		YoY		FYE2/2026 (Forecast)	
		Percentage of Net Sales		Percentage of Net Sales	Change (Yen)	Change (%)		Percentage of Net Sales
Net sales	431.7	-	446.9	-	+15.1	+3.5%	1,000.0	-
Gross profit	124.9	28.9%	130.2	29.2%	+5.3	+4.3%	280.0	28.0%
SG&A expenses	96.9	22.5%	104.6	23.4%	+7.7	+8.0%	220.0	22.0%
Personnel costs	51.7	12.0%	56.6	12.7%	+4.8	+9.5%	-	-
Operating profit	27.9	6.5%	25.5	5.7%	(2.3)	(8.4%)	60.0	6.0%
Ordinary profit	28.4	6.6%	26.3	5.9%	(2.1)	(7.6%)	61.5	6.2%
Profit before income taxes	28.3	6.6%	27.4	6.1%	(0.9)	(3.2%)	-	-
profit attributable to owners of parent	16.9	3.9%	17.1	3.8%	+0.2	+1.3%	36.5	3.7%
EBITDA	67.3	15.6%	67.4	15.1%	+0.0	+0.1%	146.8	14.7%

2. Factors Behind Segment Operating Profit Changes

- The construction machinery business saw a decrease in profits due to the impact of additional shareholder benefit provisions recorded in the first quarter, long-term upfront investments (expenses) with an eye to the future, and rising purchase prices at some group companies due to the weak yen.

Factors Behind Segment Operating Profit Changes (100 million yen)



3.Segment Overview

- Although profits decreased due to an increase in the provision for shareholder benefits, measures under the medium-term management plan are progressing as planned
- Commercial Business: Sales and profits increased in the SV division due to the continued effect of the launch of new karaoke models and the capture of sales demand in new markets.
- The nursing care : division saw increased revenue due to the effects of prior investment. Profits also showing signs of recovery.
- Real Estate Business: Occupancy rates for rental properties and hotels remained steady, resulting in increased revenue and profits

(100 million yen)

		Six-Month Period of Fiscal 2025	Six-Month Period of Fiscal 2026	YoY		FYE2/2026 (Forecast)
		Actual	Actual	Change (Yen)	Change (%)	
Company-wide	Net sales	431.7	446.9	+15.1	+3.5%	1,000.0
	Operating profit	27.9	25.5	(2.3)	(8.4%)	60.0
	Profit margin	6.5%	5.7%	-	(0.7pt)	6.0%
	Construction Equipment	Net sales	354.2	+8.6	+2.4%	822.0
		Operating profit	16.6	(4.7)	(28.5%)	36.0
		Profit margin	4.7%	-	(1.4pt)	4.4%
	Commercial Affairs	Net sales	50.0	+5.3	+10.7%	115.0
		Operating profit	1.9	+1.7	+89.3%	7.0
		Profit margin	3.8%	-	+2.7pt	6.1%
	Real Estate	Net sales	27.4	+1.1	+4.2%	63.0
		Operating profit	9.3	+0.6	+7.1%	17.0
		Profit margin	34.2%	-	+1.0pt	27.0%

4. Performance of Group Companies

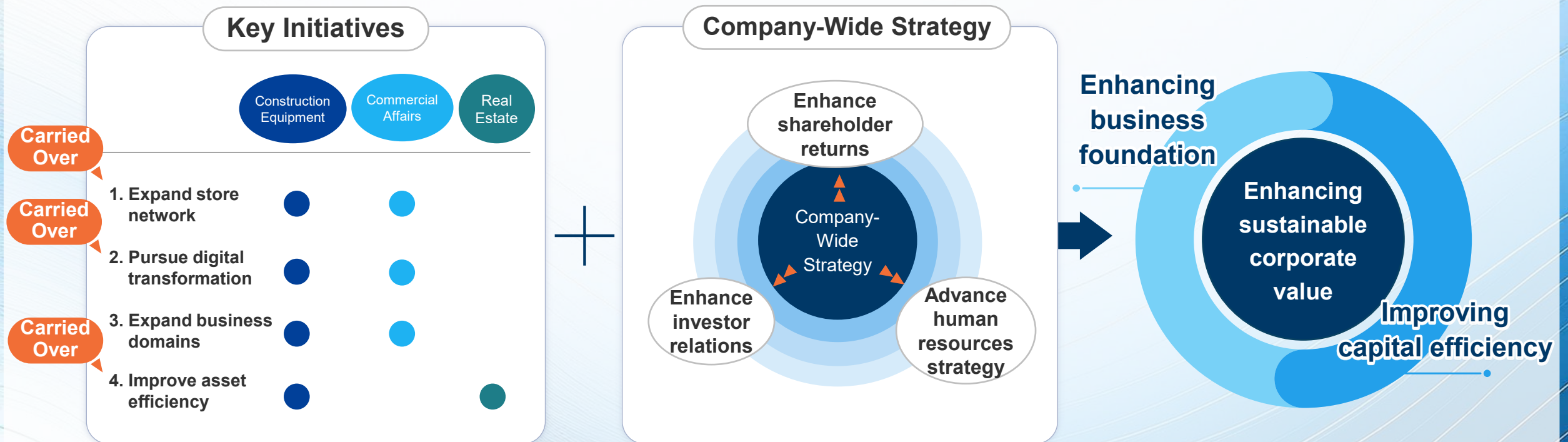
- Wakita (single unit): Increased sales and profits
- Construction equipment rental: Increased revenue and profits due to improved utilization rate and price pass-through, with Nitto Rental's performance also contributing
- Construction machinery and other: Profits decreased due to rising purchasing prices caused by the weak yen
- Nursing care rental: Upfront investment in rental equipment has been effective, resulting in increased revenue. Profits are also on a recovery track.

(100 million yen)

		Net Sales				Operating Profit			
		Six-Month Period of Fiscal 2025	Six-Month Period of Fiscal 2026	YoY	Change (%)	Six-Month Period of Fiscal 2025	Six-Month Period of Fiscal 2026	YoY	Change (%)
Wakita (single unit)		273.4	276.9	+3.4	+1.3%	21.1	21.7	+0.5	+2.7%
Construction Equipment – Rental	7 companies	55.7	68.1	+12.4	+22.3%	3.8	5.6	+1.7	+43.8%
Construction Equipment – Other	5 companies	79.1	80.1	+1.0	+1.3%	4.9	3.1	(1.8)	(36.5%)
Nursing Care - Rental	2 companies	37.7	38.8	+1.0	+2.9%	2.7	2.5	(0.1)	(5.4%)
Consolidated adjustment		(14.3)	(17.2)	(2.8)	-	(4.8)	(7.4)	(2.6)	-
Total		431.7	446.9	+15.1	+3.5%	27.9	25.5	(2.3)	(8.4%)

2028 Medium-Term Management Plan (FYE2/2026 - FYE2/2028)

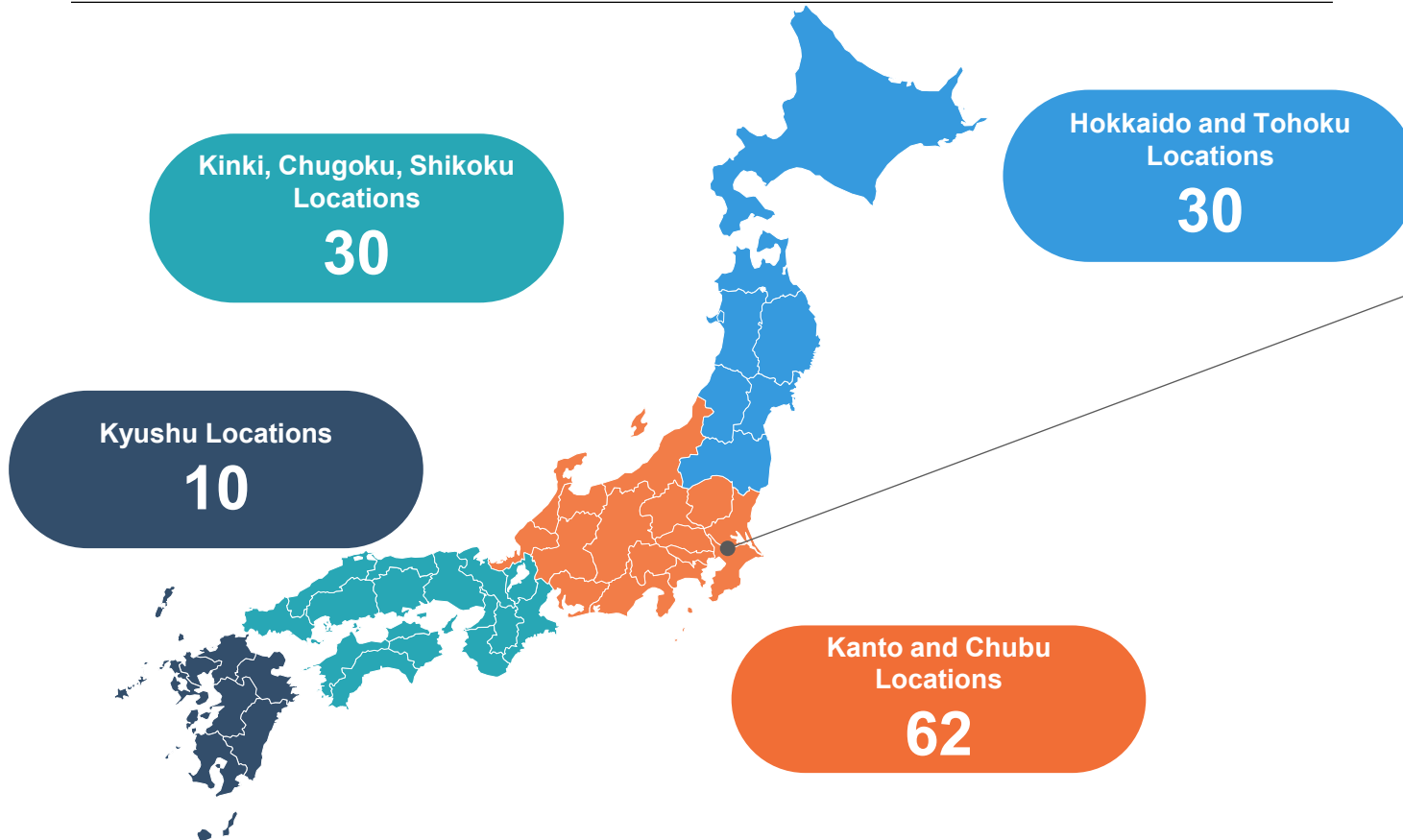
Groundwork for Our Future Growth



6. Expansion of store network (construction machinery)

- Expanded to approximately 30 locations over the past three years
- May 2025: Opened Inzai Sales Office (Chiba Prefecture)

With our group companies, we have developed a network of over 130 locations, and we are planning further expansion.



*As of August 2025



Inzai Sales Office, Inzai City, Chiba Prefecture

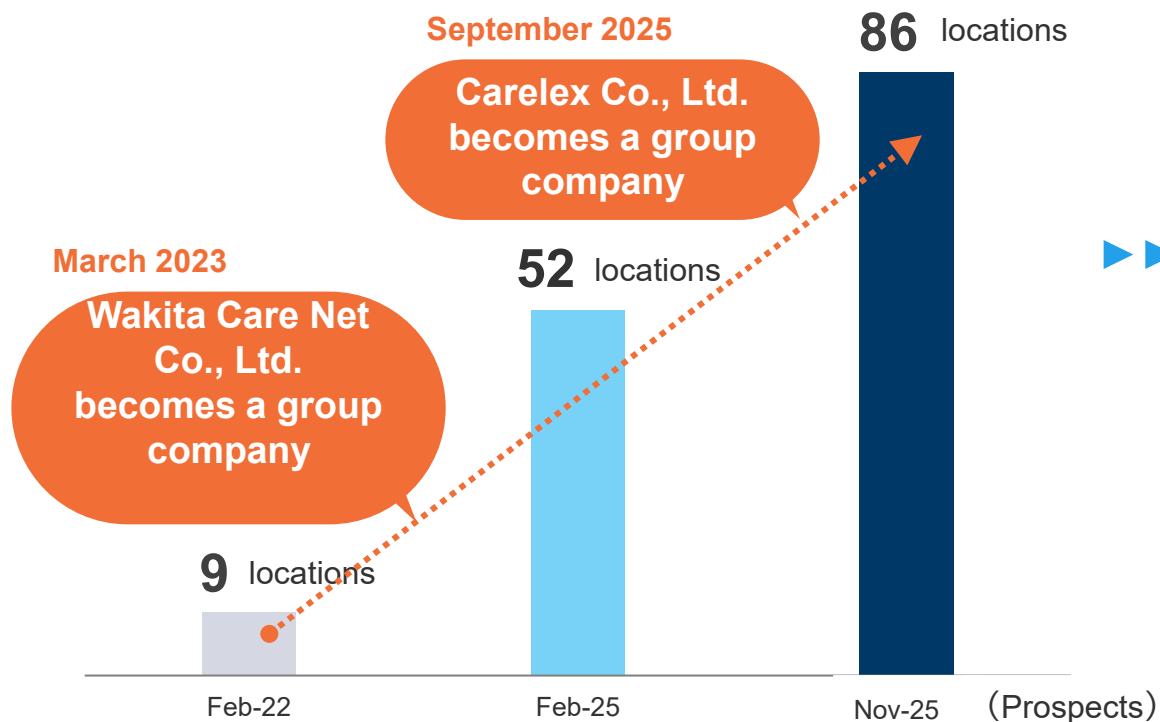


Shinjo Sales Office (Yamagata Prefecture) scheduled to open in November

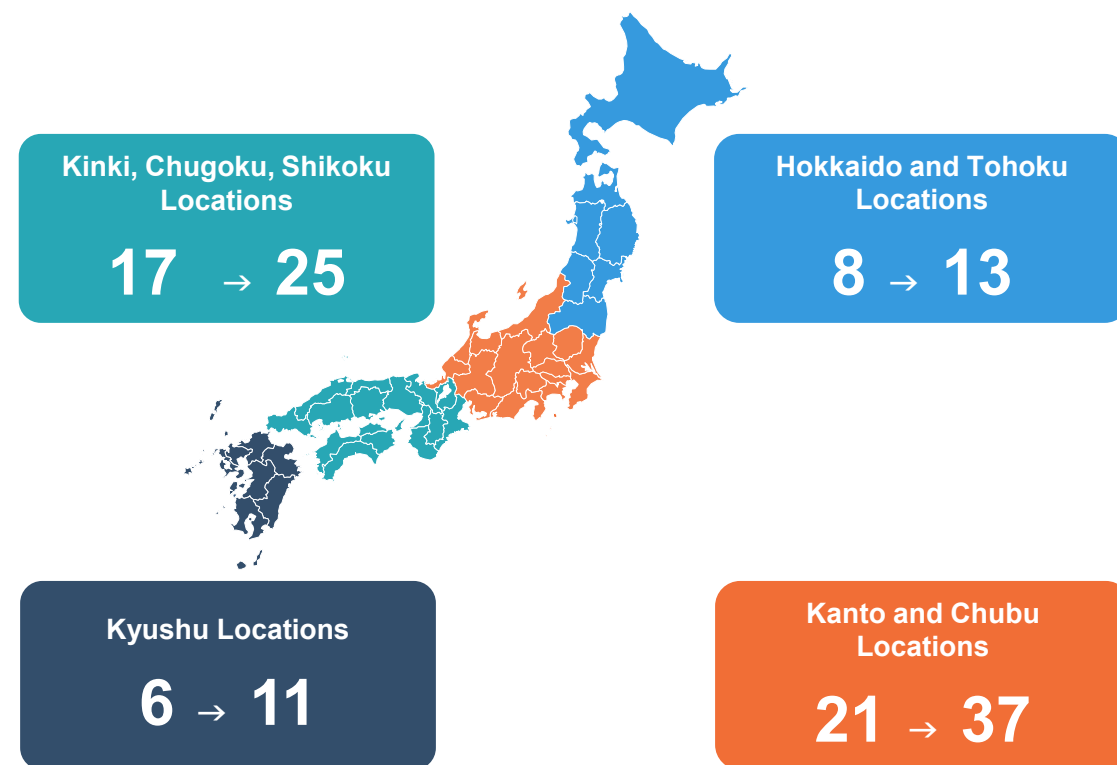
6. Expanding store network (nursing care: adding Carelex to the group)

- Carelex Co., Ltd. will become a part of the group in September 2025 (the transfer of shares is scheduled for around the end of November 2025).
- With over 30 locations mainly in the Tokyo metropolitan area, we are further strengthening our store network.

Changes in the number of bases



Number of nursing care department locations

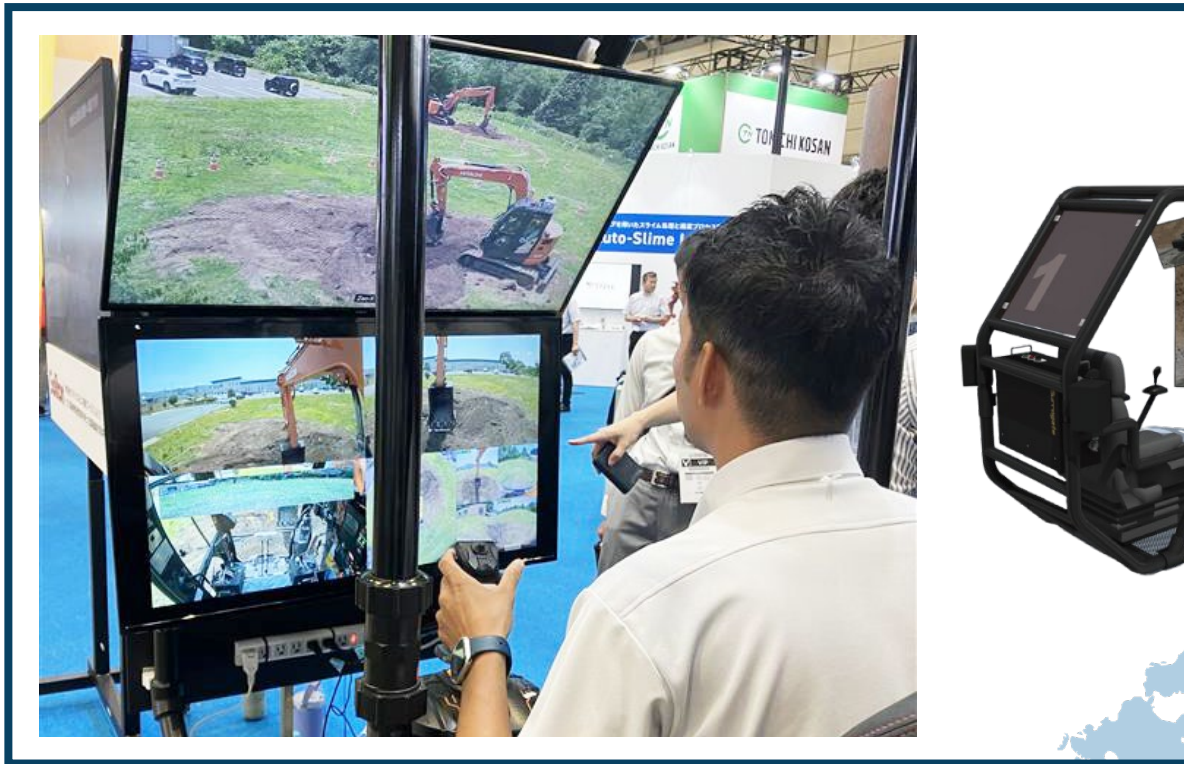


* Expected increase due to grouping

7. Promoting DX (Wakita Jumbo Fair 2025)

WAKITA

- The "WAKITA JUMBO FAIR 2025" will be held at Intex Osaka for two days on October 15th and 16th, 2025. Cutting-edge presentations will include introductions and demonstrations of the latest products and technologies. (Example) Remote control of construction machinery in Yamagata Prefecture from Intex Osaka (further strengthening of ultra-short latency video communication and human detection safety devices).
- CPDS Certification Fair and Certification Seminar also held

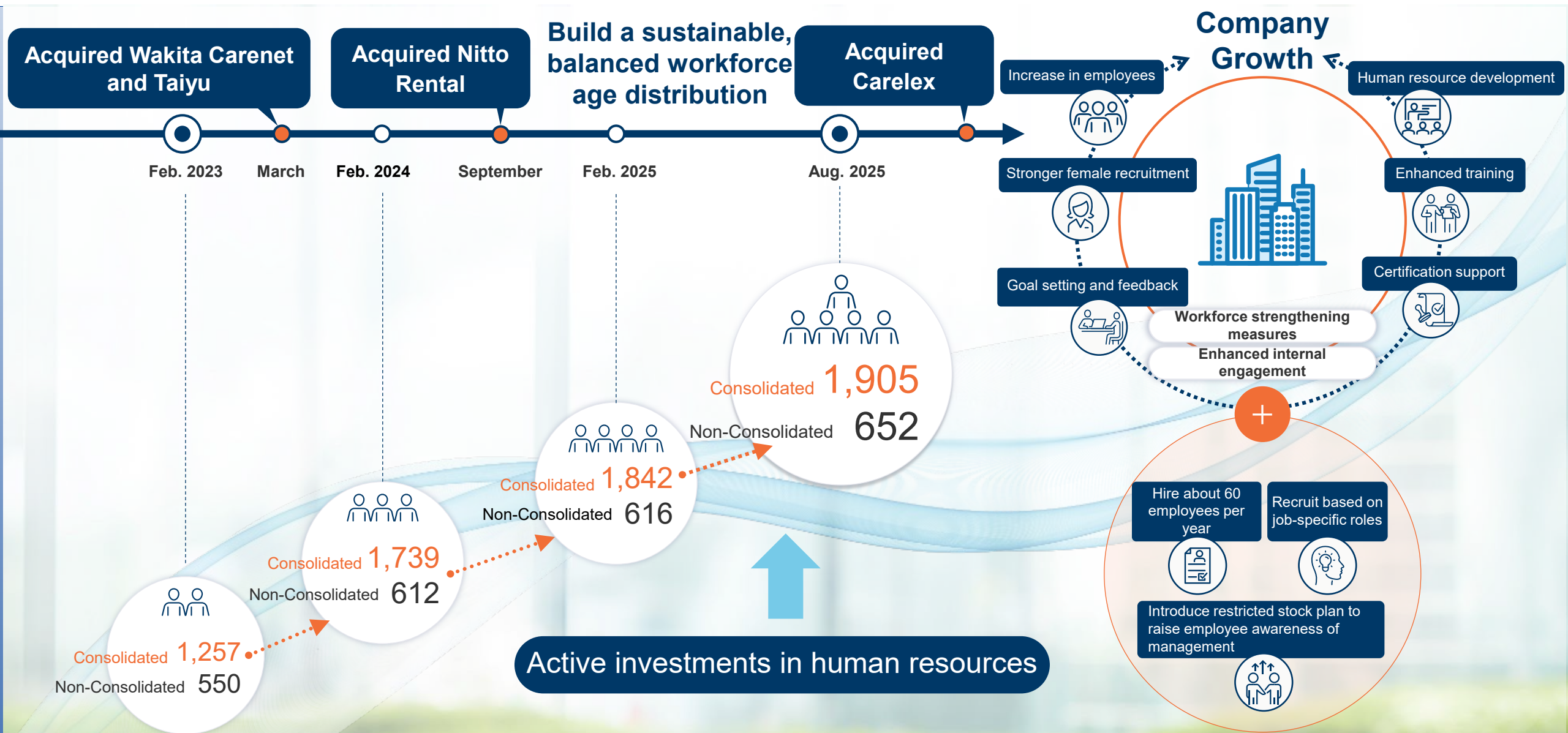


The image shows a past remote control operation

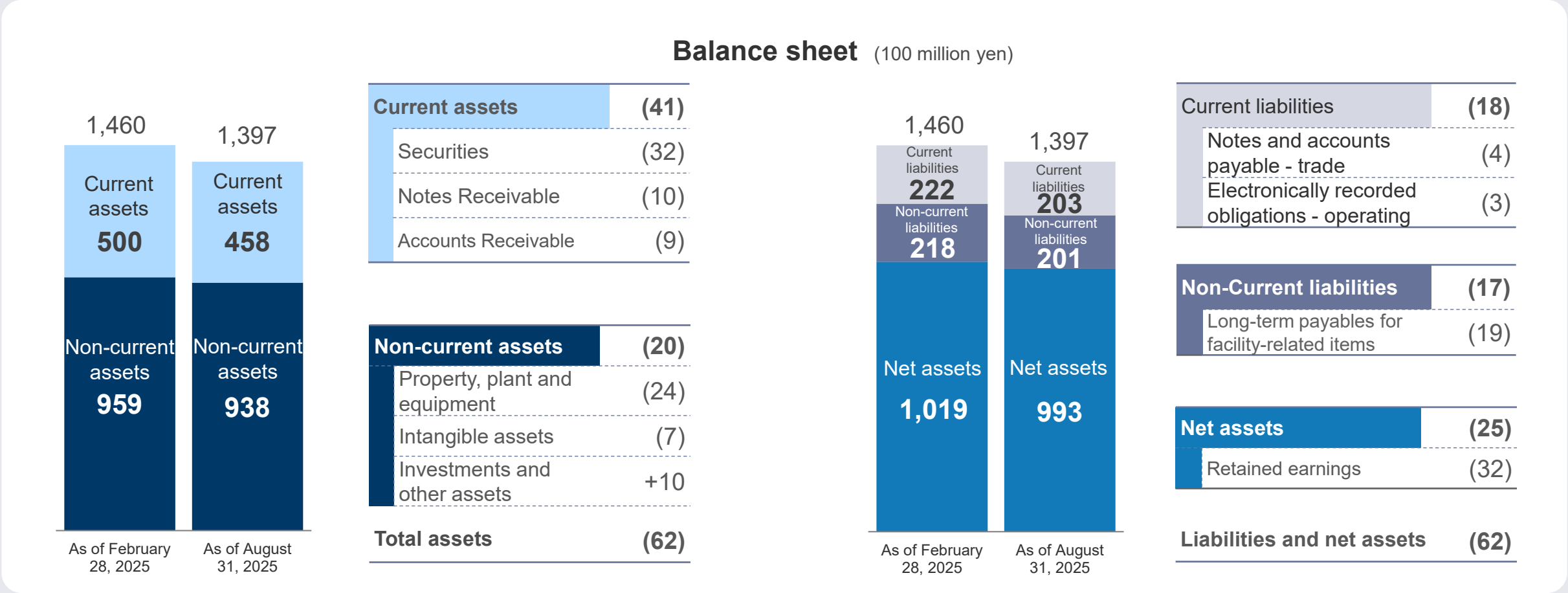


**Osaka South Port - Zao,
Yamagata City Remote
control distance: 589 km**

8.Company-Wide Strategy | Advancing Our Human Resources Strategy



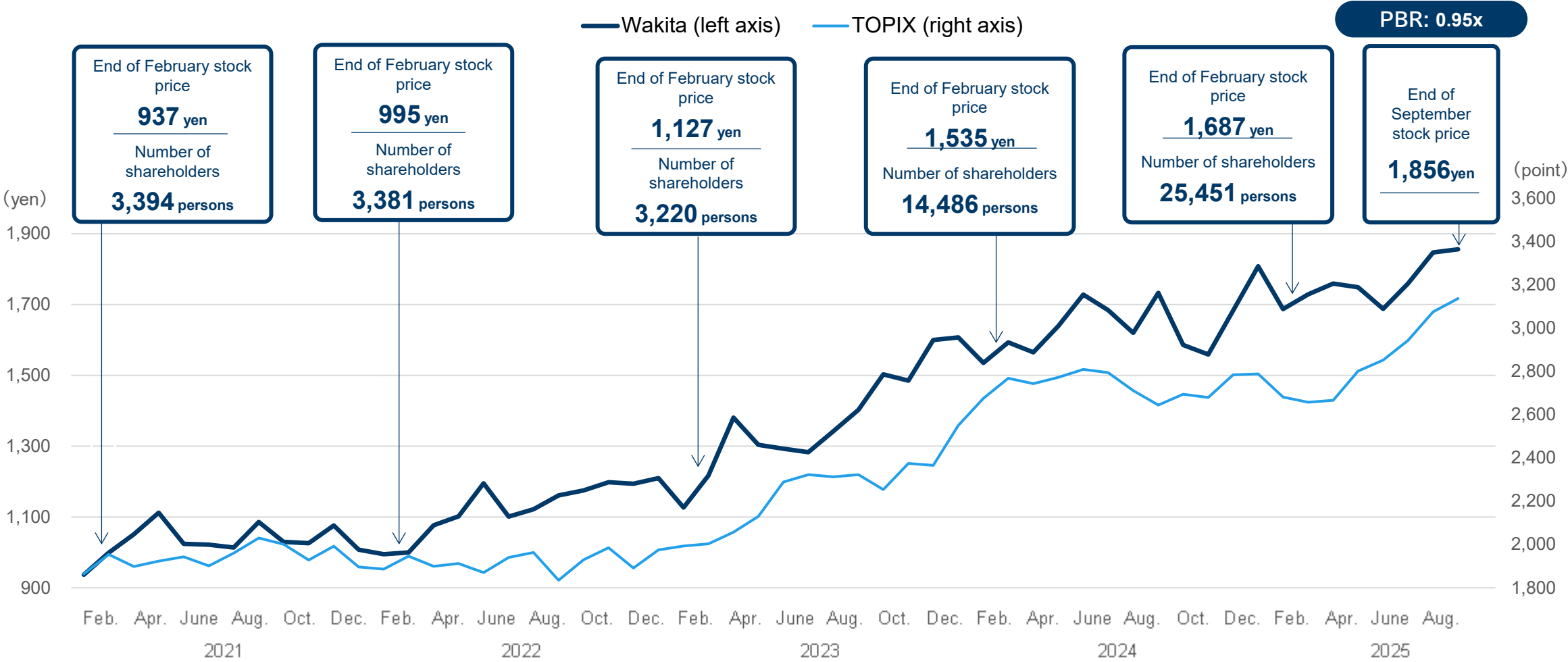
- Total assets decreased by 6.2 billion yen, mainly due to a decrease in cash and deposits and tangible fixed assets.
- Net assets decreased by 2.5 billion yen, mainly due to a decrease in retained earnings from dividends.



10. Stock price trends (compared to TOPIX)

End of month stock price trends

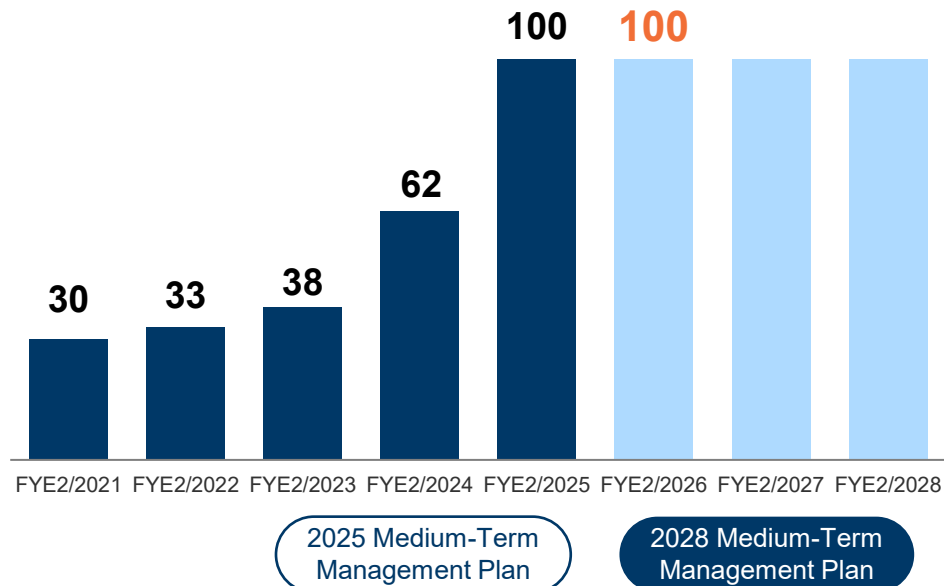
—Wakita (left axis) —TOPIX (right axis)



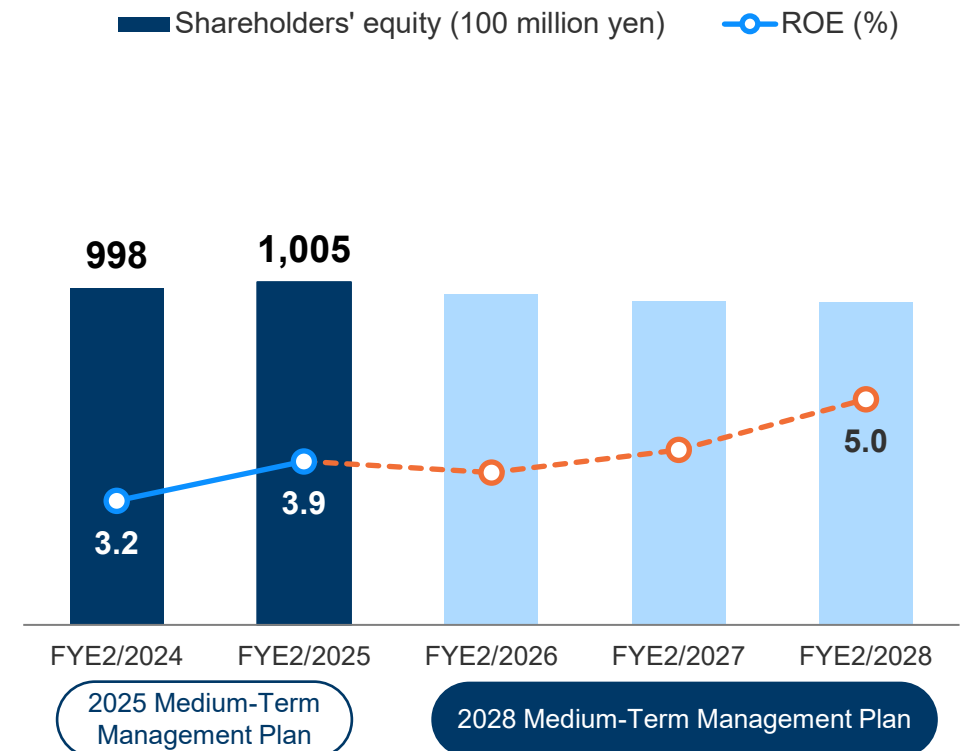
(Reference) Dividend policy (no changes from the previous period)

- Continue enhanced shareholder returns to control shareholders' equity, boost ROE, and increase corporate value
- Plan to maintain dividends of ¥100 or more per share during the medium-term management plan

Dividends (Yen)



Shareholders' Equity and ROE



(Reference) Improved shareholder benefits program (plan to continue next fiscal year following this fiscal year)

Continue the shareholder benefit program introduced in the fiscal year ended February 2024

Attach an electronic benefit voucher issuance notice with the dividend notice for shareholders

Greater convenience with QR code access to benefit vouchers
Fully paperless process completed via smartphone

Step
01

Scan the QR Code



Step
02

Receive benefits



No. of shares held

Benefits

100 shares or more
300 shares or more

10,000 yen coupon for Hotel Cordia
30,000 yen coupon for Hotel Cordia

Step

03 Use in hotels



(Reference) Promoting DX (launching construction machinery and construction solutions website)

- Strengthening the dissemination of information that leads to solving customer problems. Actively disseminating information about the Wakita Group's construction machinery business.
- Create opportunities to meet customers you have not met before. (Approach new prospective customers and potential customers)

2. Promoting DX

2025 Until November

2025 After December

Started SNS operation

We have also started disseminating information via social media.

Instagram・X・Facebook

Youtube・Tik tok。

UI Improvements

Existing information on the corporate website was moved to WAKITA CON-PAS.

In conjunction with this, the UI and navigation were improved.

Enhanced branch office search function

The Wakita Group's store search has been enhanced.

You can now search for stores using various information, such as your current location or the models they carry.

The content will be expanded gradually

We will continue to turn the information available within the Wakita Group into content.

We also plan to implement SEO measures through structuring and distribute email newsletters.



June 2025

 **WAKITA CON-PAS** Opening

(Reference) Promoting DX (Certification and registration under the "ICT Construction Machinery Certification System")

- Our original "Ground Improvement Guidance System" was certified and registered as an "ICT device group (retrofit equipment)" under the Ministry of Land, Infrastructure, Transport and Tourism's "ICT Construction Machinery Certification System."



For more information, click here→ <https://kenki.wakita.co.jp/ja-JP/sol003>



■ ICT Construction Machinery Certification System

As part of the "i-Construction" policy promoted by the Ministry of Land, Infrastructure, Transport and Tourism, ICT construction machinery and retrofitting devices with certain functions are certified and published as "ICT construction machinery, etc."

The aim is to support contractors in selecting and introducing ICT construction machinery and improve productivity at construction sites.

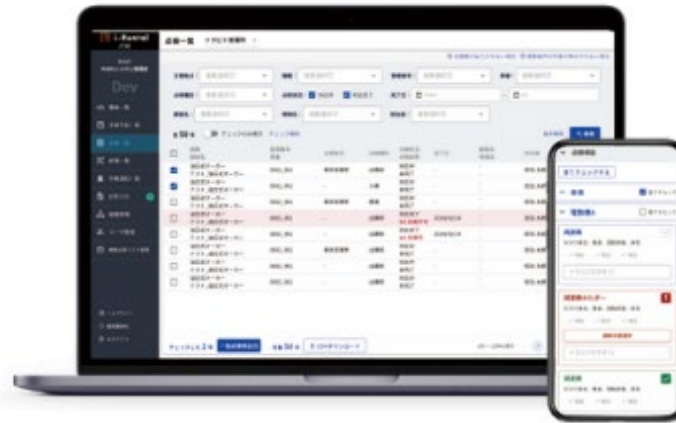
■ ICT devices (retrofit devices)

Adding 3D guidance functionality to conventional construction machinery such as hydraulic excavators enables ICT construction.

Contributing to improved productivity on construction sites while keeping implementation costs down

(Reference) Improving asset efficiency (storing digital data from in-house "regular inspections")

- Promoting digitalization of inspection and regular testing operations in the construction machinery rental industry
- Became the first in the industry to obtain approval for digital data storage (paperless) of our company's "regular inspections"
- Continue to comply with laws and regulations, improve business efficiency, prevent workplace accidents, and improve service quality



■ Effects after implementation

- Extending the life of company-owned machinery
- Standardization of shipping, receiving, and daily inspections and quality assurance
- Improved efficiency of machine maintenance work and labor-saving in paperwork
- Preparation, management and oversight prevention of documentation for maintenance work, regular inspections, etc.
- Employee training in line with inspection work and standardization of work manuals

These materials contain forward-looking statements based on information available at the time of preparation. Such forward-looking statements do not guarantee future results and involve risks and uncertainties. Actual outcomes may differ significantly due to changes in the business environment.

Such differences may be caused by a variety of factors, including but not limited to, economic conditions in Japan and overseas, and trends in industries related to Wakita.

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