



# Financial Results for FY2022


TYO 7231

TOPY INDUSTRIES, LTD.

May 24, 2023

- 1. Full-year financial results for FY2022  
(FY ended March 31, 2023)**
- 2. Full-year forecast for FY2023  
(FY ending March 31, 2024)**
- 3. Status of initiatives for the Medium-term  
Management Plan  
“TOPY Active & Challenge 2025”**
- 4. Topics**

## 1. Full-year financial results for FY2022 (FY ended March 31, 2023)

 Achieved record-high sales, operating profit and ordinary profit returned to profitability for the first time in three fiscal years, and increased dividend (from 70 yen per share to 88 yen per share)

- × Rising costs of raw materials, electricity and other energy, sub-materials, etc.
- × Decrease in production of vehicles due to shortage of semiconductors and the lockdown of China, etc.
- Sales price optimization
- Cost improvement through structural reforms, etc.
- Capture strong demand for ultra-large wheels for mining equipment

## 2. Full-year forecast for FY2023 (FY ending March 31, 2024)

 Forecasted increase in both sales and profit

- Further promotion of sales price optimization
- Increase in profit from automobile and industrial machinery components segment due to recovery of automobile production
- Further improvement of profitability in line with the Medium-term Management Plan "TOPY Active & Challenge 2025"
- Annual dividend forecast of 88 yen per share (unchanged)

# Full-year financial results for FY2022 (FY ended March 31, 2023)

# Full-year financial results for FY2022

(compared to FY2021)



- Despite a slow recovery in automobile production, the Company **achieved record net sales of 334,500 million yen** by **adjusting selling prices** to match the rising costs of raw materials, electricity and other energy sources, and sub materials and by capturing robust demand for **ultra-large wheels for mining equipment**.
- Profits also recovered significantly, **returning to profitability in operating profit and ordinary profit for the first time in three fiscal years**. **Operating profit increased by 8,900 million yen to 7,200 million yen. Profit attributable to owners of parent increased 5,900 million yen to 6,300 million yen.** Annual dividend per share **increased by 68 yen to 88 yen.**

(100 millions of yen)

	FY2021 Results	FY2022 Results	YoY	
			Change	Increase/decrease (%)
Net sales	2,712	3,345	633	+23.3%
Operating profit	(17)	72	89	-
Operating profit margin	(0.6%)	2.1%		
Ordinary profit	(14)	80	94	-
Profit (loss) attributable to owners of parent	4	63	59	+1,535.1%
Dividend per share (yen)	20	88	68	+340.0%

# Business environment

(compared to FY2021)

## ■ External environment

### Overseas:

The global economy overall experienced a moderate recovery, despite geopolitical risks from the protraction of the situation in Ukraine and unstable market conditions caused by monetary tightening around the world.

### Japan:

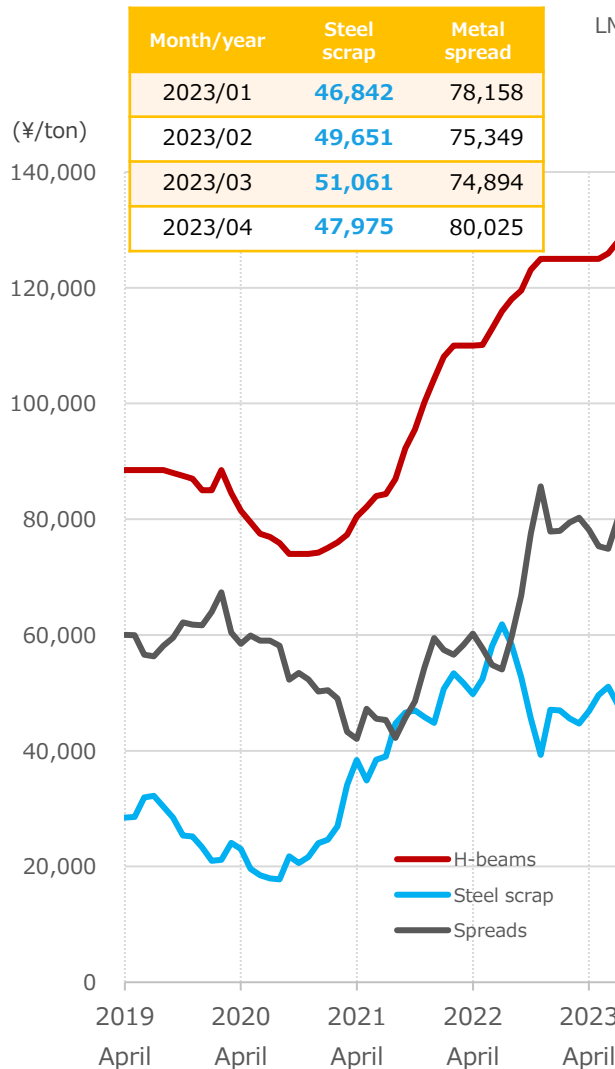
Amid the normalization of economic activities, the economy is showing a gradual recovery trend, with improved employment conditions and capital investment on an increasing trend.

## ■ The Group

Steel Segment	○	<b>Steel scrap prices remained at high levels, although they have passed their peak.</b> On the other hand, sales prices of steel products are on an upward trend.	
	△	Demand for steel products remained firm	
	×	<b>Rising electricity and other energy and sub materials costs</b>	
Automotive and Industrial Machinery Components Segment	×	Automobile wheels	Delayed recovery in automobile production due to the impact of the <b>Chinese lockdown and parts shortages in semiconductors, etc.</b>
			Aluminum ingot prices remained at high levels, although they have passed their peak
	△	Tracking plates and crawler tracks	Although demand for construction machinery in the US and Southeast Asia remained strong, demand in Japan declined
	△	Wheels for mining equipment	Demand for mining machinery remained strong amid robust demand for resources
Power Generation Segment	×	<b>Coal prices remained at high levels, although they have passed their peak</b>	

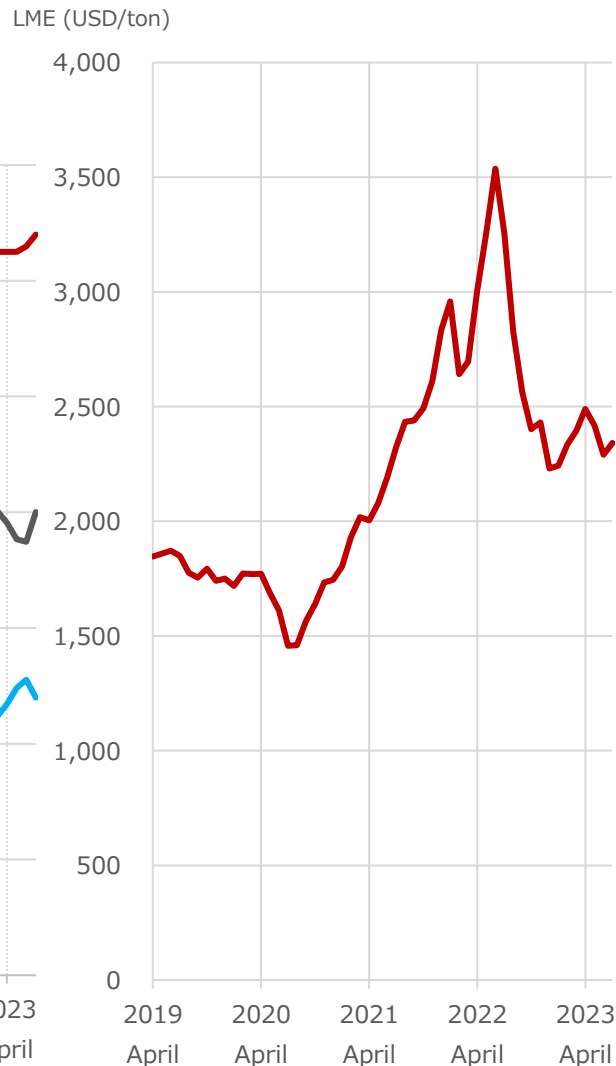
# Business environment

## Scrap price trends



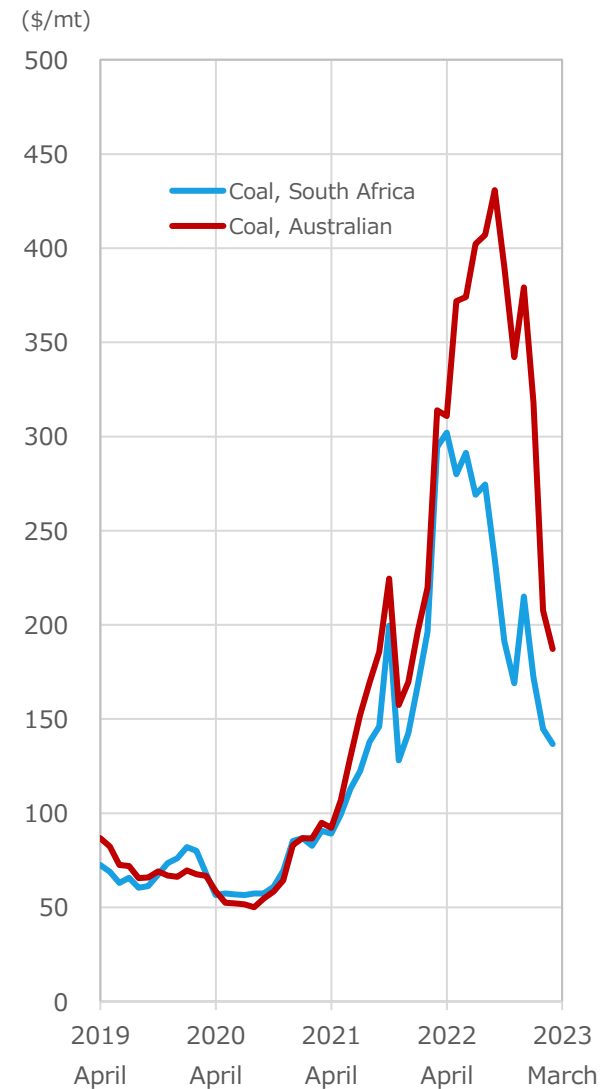
H Steel Price: Average of Tokyo high and low Source : Japan Metal Daily  
Scrap iron price: H2 manufacturer's pre-furnace price Source: Japan Ferrous Raw Materials Association

## LME aluminum price trends



Source: Westmetall

## Coal price trends

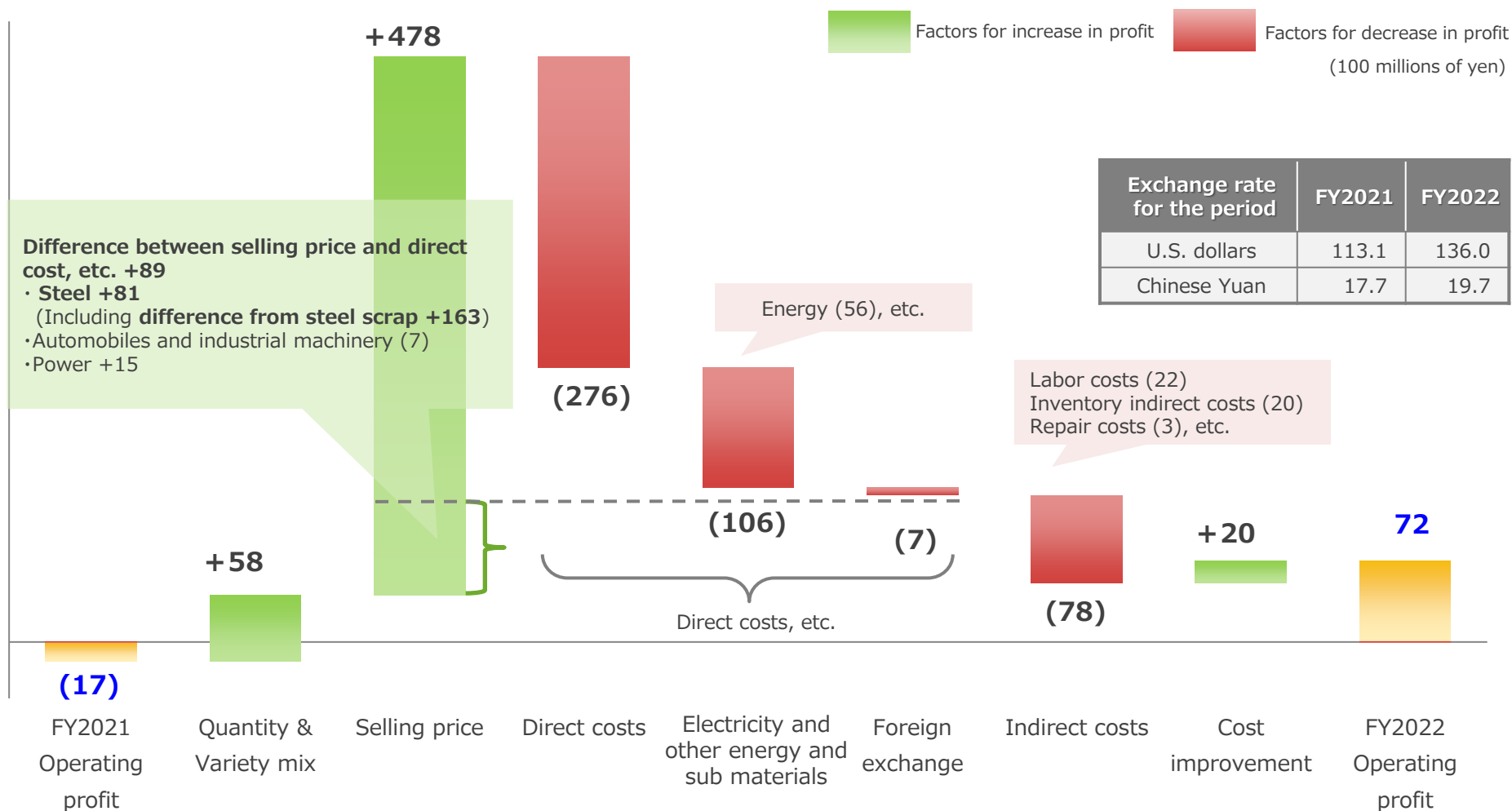


Source: World Bank

# Factors for change in operating profit

(compared to FY2021)

**Profit increase by 8,900 million yen** due to cost improvement by **optimizing sales prices** in line with price hikes of raw materials, **optimizing product mix in steel products**, and **structural reforms**, etc.



# Results by segment

(compared to FY2021)



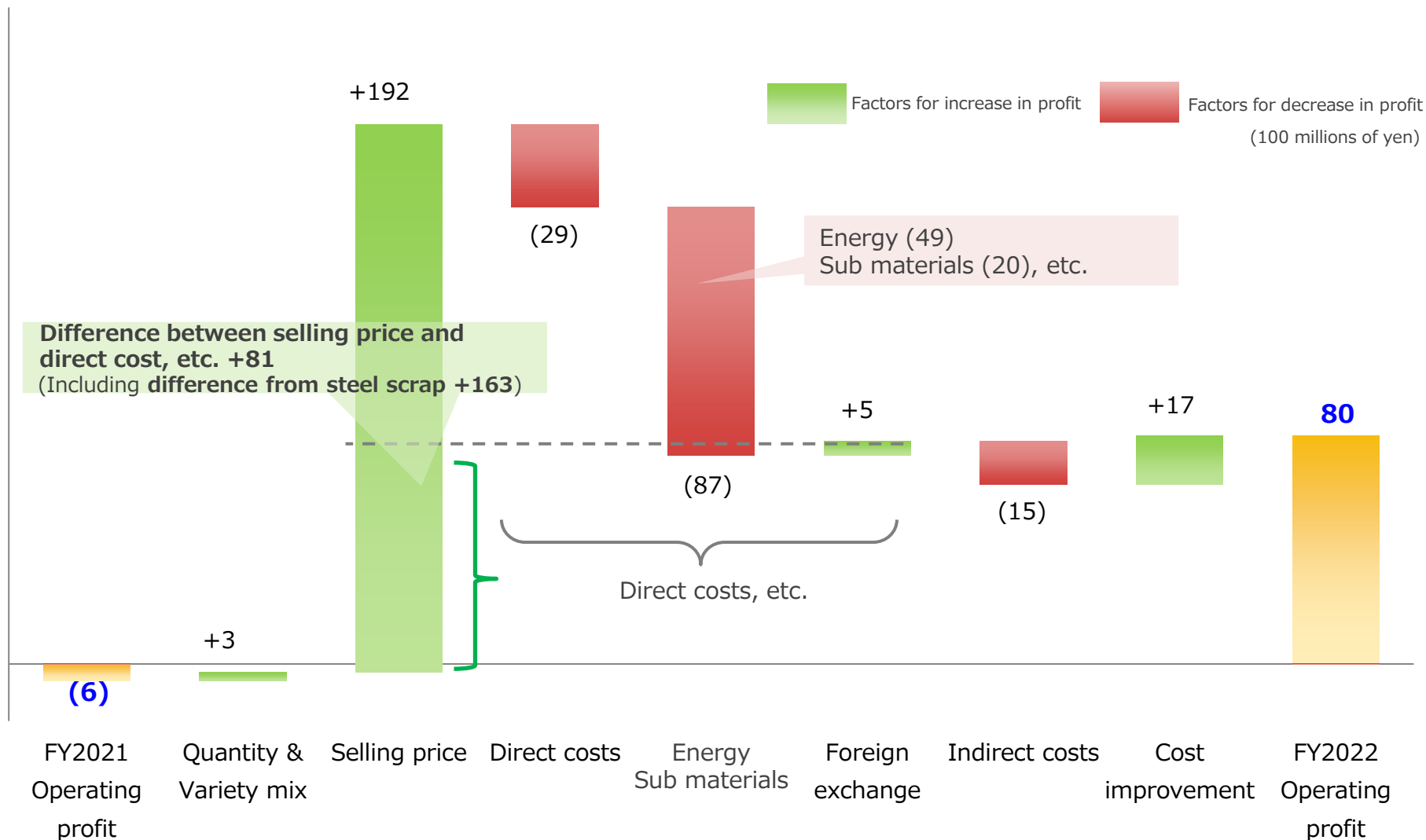
- **Steel segment:** Profit increased by 8,600 million yen by adjusting selling prices of steel products in line with rising costs of steel scrap, energy such as electric power and sub materials, etc.
- **Automotive and Industrial Machinery Components Segment:** Profit decreased by 800 million yen due to the significant impact of **reduced production of models that use our passenger car wheels**, as well as increased costs for overseas transportation, energy, etc.
- **Power Generation Segment:** Operating loss improved by 1,300 million yen from the previous year due to efforts to **optimize electricity sales prices**, although the business environment remained difficult due to soaring coal prices and yen depreciation.

(100 millions of yen)

	FY2021		FY2022		YoY	
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit
Steel Segment	889	(6)	<b>1,080</b>	<b>80</b>	+191	+86
Automotive and Industrial Machinery Components Segment	1,666	48	<b>1,981</b>	<b>40</b>	+315	(8)
Power Generation Segment	97	(19)	<b>220</b>	<b>(6)</b>	+123	+13
Other Segment	60	10	<b>64</b>	<b>14</b>	+4	+4
Head office	-	(50)	-	<b>(57)</b>	-	(7)
Total	2,712	(17)	<b>3,345</b>	<b>72</b>	+633	+89

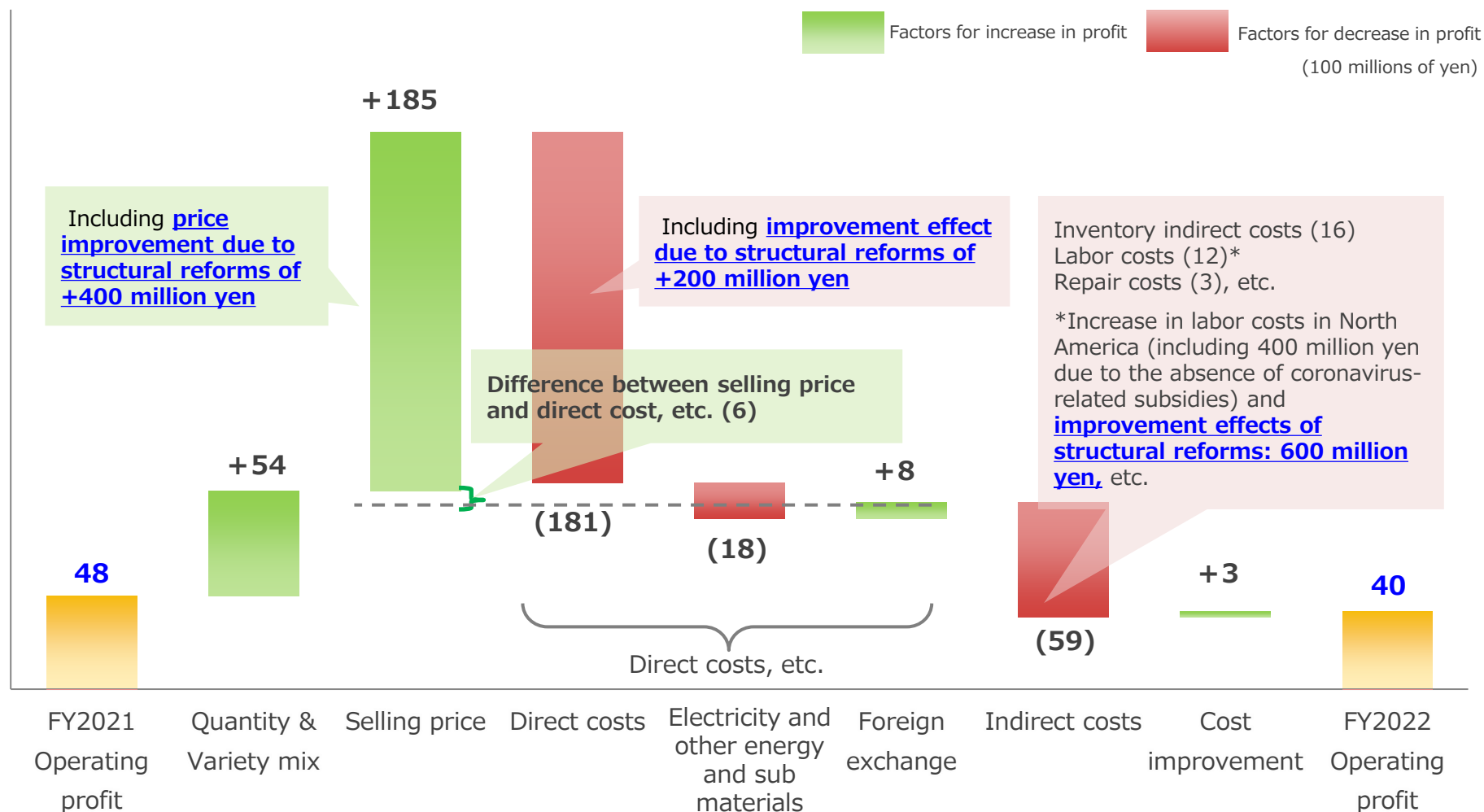
# Factors for change in profit in the Steel Business (compared to FY2021)

Increased by 8,600 million yen as a result of optimization of steel selling prices and product mix.



# Factors for change in profit in the Automotive and Industrial Machinery Components Business (compared to FY2021)

Although sales reached a record high as a result of efforts to optimize sales prices amid a slow recovery in automobile production, income declined by 800 million yen due to the significant impact of rising costs in overseas transportation, energy, etc.



# Net sales by region

Although the ratio of overseas sales to total sales has been recovering, it has not reached the level of the ratio before the coronavirus pandemic.

	JAPAN	U.S.A.	CHINA	Others	Total
Steel Segment	<b>987</b> (91.5%)	<b>14</b> (1.2%)	<b>0</b> (0.0%)	<b>78</b> (7.3%)	<b>1,080</b> (100.0%)
Automotive and Industrial Machinery Components Segment	<b>1,244</b> (62.8%)	<b>304</b> (15.3%)	<b>114</b> (5.8%)	<b>319</b> (16.1%)	<b>1,981</b> (100.0%)
Power Generation Segment	<b>220</b> (100.0%)	- -	- -	- -	<b>220</b> (100.0%)
Other Segment	<b>61</b> (95.1%)	<b>1</b> (0.8%)	<b>0</b> (0.3%)	<b>2</b> (3.8%)	<b>64</b> (100.0%)
Total	<b>2,512</b> (75.1%)	<b>318</b> (9.5%)	<b>115</b> (3.4%)	<b>400</b> (12.0%)	<b>3,345</b> (100.0%)
Ratio (overseas)	<b>24.9%</b> (Automotive and Industrial Machinery Components Segment: <b>37.2%</b> of overseas sales)				

[Reference] Past results

FY2019 (Total)	<b>1,875</b> (71.2%)	<b>311</b> (11.8%)	<b>128</b> (4.9%)	<b>318</b> (12.1%)	<b>2,633</b> (100.0%)
Ratio (overseas)	<b>28.8%</b> (Automotive and Industrial Machinery Components Segment: <b>40.0%</b> of overseas sales)				

# Status of cash flows

Free cash flow was positive due to increased operating cash flow.

✓ EBITDA **20,500 million yen**    ✓ Capital investment **8,600 million yen**

(100 millions of yen)

	FY2021	FY2022
<b>Cash flows from operating activities</b>	<b>(55)</b>	<b>151</b>
	Profit before income taxes 18	Profit before income taxes 74
	Depreciation 128	Depreciation 133
	Loss (gain) on sale of short-term and long-term investment securities (34)	Trade credit (57)
	Decrease (increase) in inventories (138)	Decrease (increase) in inventories (2)
	Income taxes paid (15)	Income taxes paid (19)
	Other (14)	Other 22
<b>Cash flows from investing activities</b>	<b>(26)</b>	<b>(84)</b>
	Payments for acquisition of fixed assets (85)	Payments for acquisition of fixed assets (86)
	Gain on sale of investment securities 55	Gain on sale of investment securities 2
	Gain on sale of non-current assets 2	
	Other 2	
<b>Free cash flows</b>	<b>(81)</b>	<b>67</b>
<b>Cash flows from financing activities</b>	<b>35</b>	<b>(47)</b>
	Long-term borrowings 82	Short-term borrowings (61)
	Repayments of long-term borrowings (82)	Long-term borrowings 99
	Proceeds from issuance of bonds 99	Repayments of long-term borrowings (71)
	Redemption of bonds (53)	Dividends paid (9)
	Dividends paid (5)	Purchase of treasury shares (2)
	Purchase of treasury shares (4)	Other (3)
	Other (2)	
Foreign exchange gains	11	7
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>(34)</b>	<b>27</b>
Cash and cash equivalents at beginning of period	233	199
<b>Cash and cash equivalents at end of period</b>	<b>199</b>	<b>226</b>

# Full-year forecast for FY2023 (FY ending March 31, 2024)

# Forecast for FY2023 business environment

(compared to FY2022)



## ■ External environment

### Overseas:

Despite expectations for the [moderate recovery to continue](#), the outlook for the global economy is forecast to remain uncertain, a rise in geopolitical risks, including the prolonged situation in Ukraine, inflation, and fluctuations in financial and capital markets amid monetary tightening among other factors.

### Japan:

[We expect a gradual recovery to continue](#), although the outlook remains uncertain due to rising prices, the impact of foreign exchange rates, the "2024 problem" in the logistics industry, and other factors.

## ■ The Group

Steel Segment	△	Demand for steel products remains firm	
	△	Steel scrap prices remain high	
	△	Electricity and other energy and sub materials prices remain high	
Automotive and Industrial Machinery Components Segment	○	Automobile wheels	<b>Moderate recovery in global automobile production</b>
	×	Tracking plates and crawler tracks	<b>Decrease in demand for construction machinery</b>
	△	Wheels for mining equipment	Demand for mining equipment was flat year on year
Power Generation Segment	○	<b>Stable despite high coal prices</b>	

# Full-year forecast for FY2023

(compared to FY2022)



- Although the outlook is expected to remain uncertain due to persistently high prices of raw materials, electricity and other energy sources, and sub materials, **we anticipate a recovery in automobile production to boost profits in the automotive and industrial machinery components segment**, and we will continue to **promote sales price formation commensurate with costs and further improve profitability in line with the Medium-Term Management Plan TOPY Active & Challenge 2025**. For this reason, we expect sales and profits to increase and net sales to reach a new record high.
- The annual dividend per share is expected to be 88 yen (unchanged), as profit attributable to owners of parent is expected to be at the same level as in FY2022 due to an increase in tax burden.

(100 millions of yen)

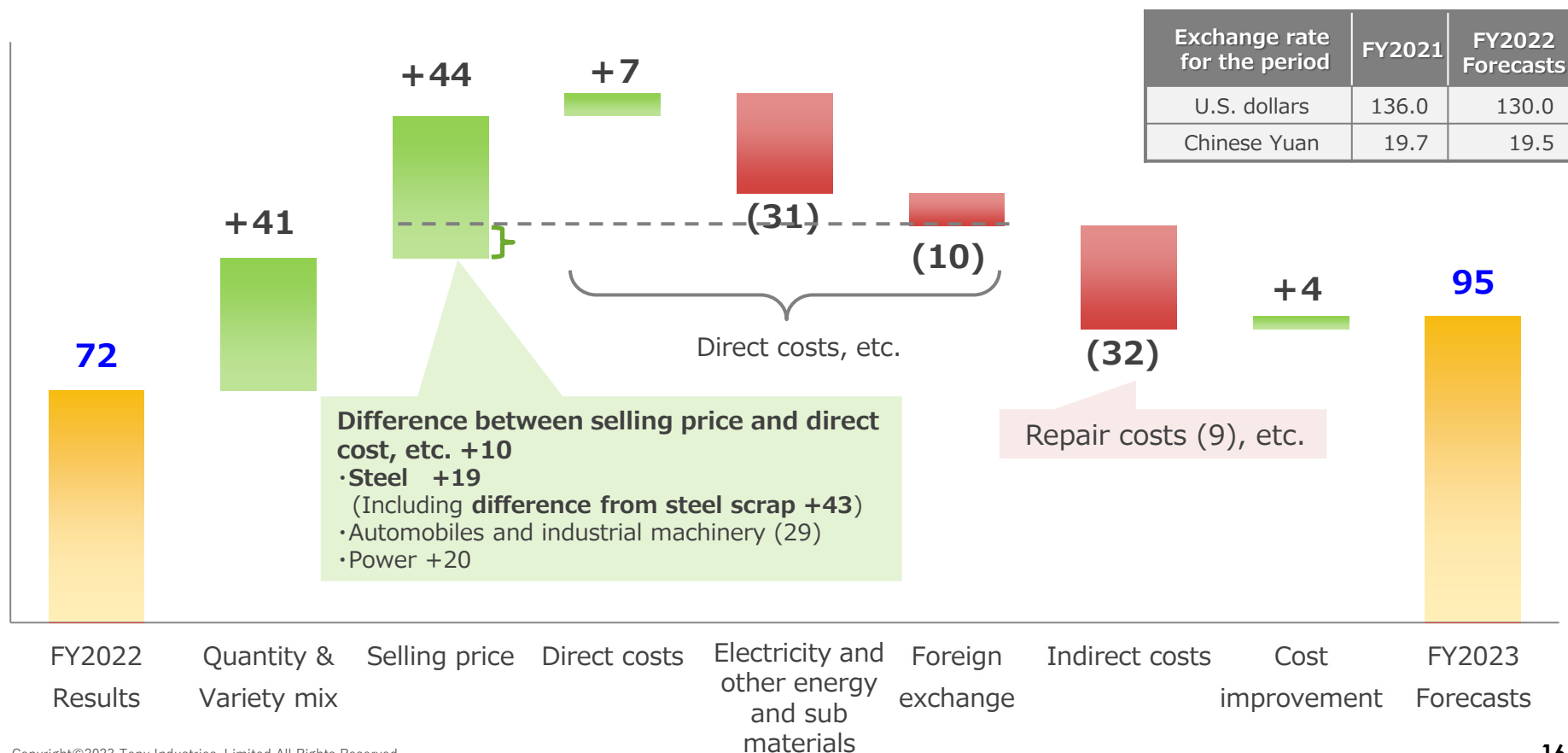
	FY2022 Results	FY2023 Forecasts	YoY	
			Change	Increase/decrease (%)
Net sales	3,345	3,420	+75	+2.2%
Operating profit	72	95	+23	+32.4%
Operating profit margin	2.1%	2.8%		
Ordinary profit	80	96	+16	+19.4%
Profit (loss) attributable to owners of parent	63	65	+2	+2.8%
Dividend per share (yen)	88	88	-	-

# Factors for change in operating profit

(compared to FY2022)

We expect **an increase in profit in the automotive and industrial machinery components segment**, and **forecast a 2,300 million yen increase over the previous year** by continuing efforts to formulate selling prices that are commensurate with costs and to further expand profitability.

■ Factors for increase in profit
 ■ Factors for decrease in profit  
 (100 millions of yen)



# Forecasts by segment

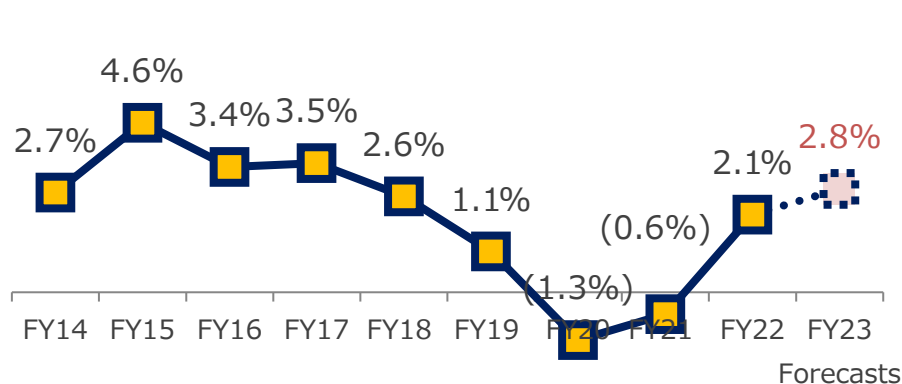
- **Steel Segment:** We forecast an increase of 700 million yen by continuing to **adjust steel selling prices.**
- **Automotive and Industrial Machinery Components Segment:** We forecast an increase of 1,100 million yen from the **increase in sales volume** resulting from the recovery of automobile production
- **Power generation Segment:** Despite the decrease in net sales, we forecast an increase of 1,400 million yen due to the improvement of selling prices.

(100 millions of yen)

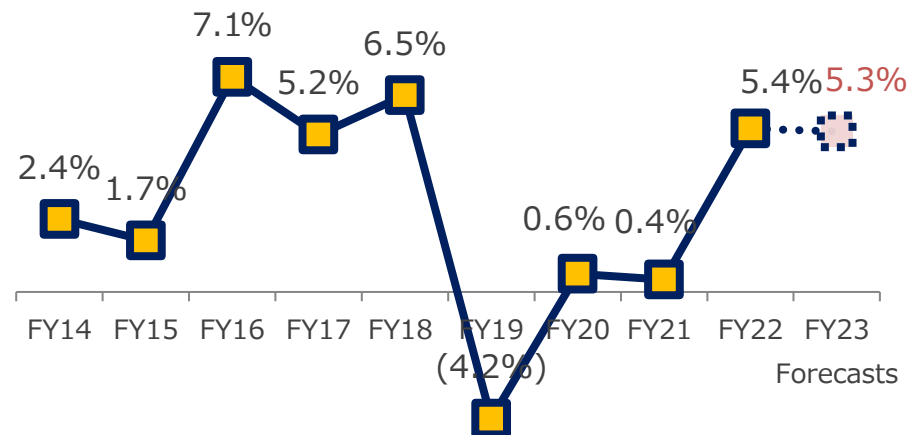
	FY2022 Results		FY2023 Forecasts		YoY	
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit
Steel Segment	1,080	80	<b>1,220</b>	<b>87</b>	+140	+7
Automotive and Industrial Machinery Components Segment	1,981	40	<b>1,980</b>	<b>51</b>	(1)	+11
Power Generation Segment	220	(6)	<b>150</b>	<b>8</b>	(70)	+14
Other Segment	64	14	<b>70</b>	<b>11</b>	+6	(3)
Head office	-	(57)	-	<b>(62)</b>	-	(5)
Total	3,345	72	<b>3,420</b>	<b>95</b>	+75	+23

# Trends in major indicators

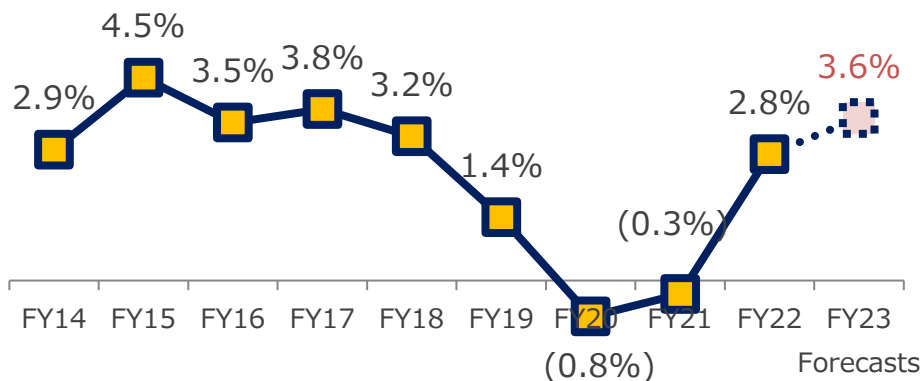
## Operating profit margin



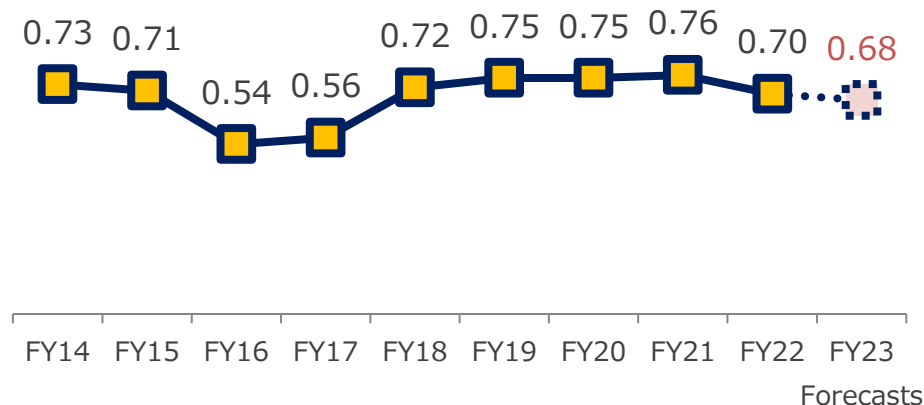
## Return on equity (ROE)



## Return on asset (ROA)

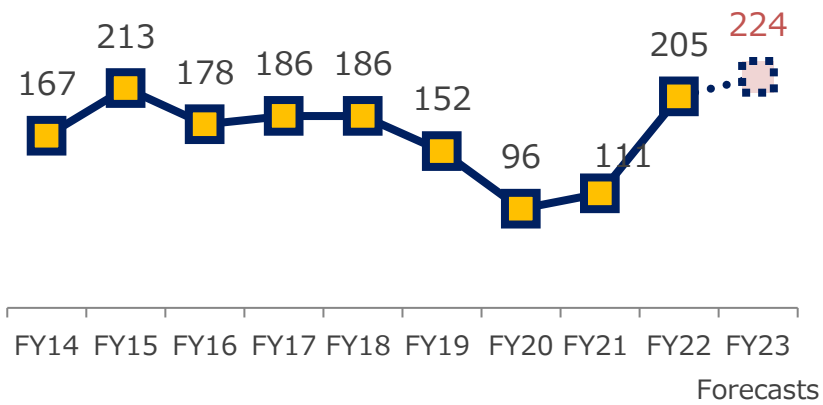


## D/E ratio



# Trends in major indicators

## EBITDA



# Status of initiatives for the Medium-term Management Plan “TOPY Active & Challenge 2025”

# Medium-Term Management Plan: Three major strategies for business, finance and sustainability

## Group Basic Strategy

Promote segment management

Strengthen domestic business base

Strengthen overseas profitability

Contribute to decarbonization

### Business strategy

Five key themes

- 1 Improve capital productivity and optimize business portfolio
- 2 Restructuring of the business foundation for enhanced profitability and sustainable growth
- 3 Deepen proprietary technologies and become carbon neutral
- 4 Secure and develop human resources to support sustainable growth
- 5 Enhance management sophistication through promotion of DX strategy

Invest in growth through sustainable EBITDA generation and shareholder returns

Financial goals

### Financial strategy

### Sustainability strategy

Incorporate initiatives based on the Basic Sustainability Policy into the Medium-Term Management Plan

Non-financial goals

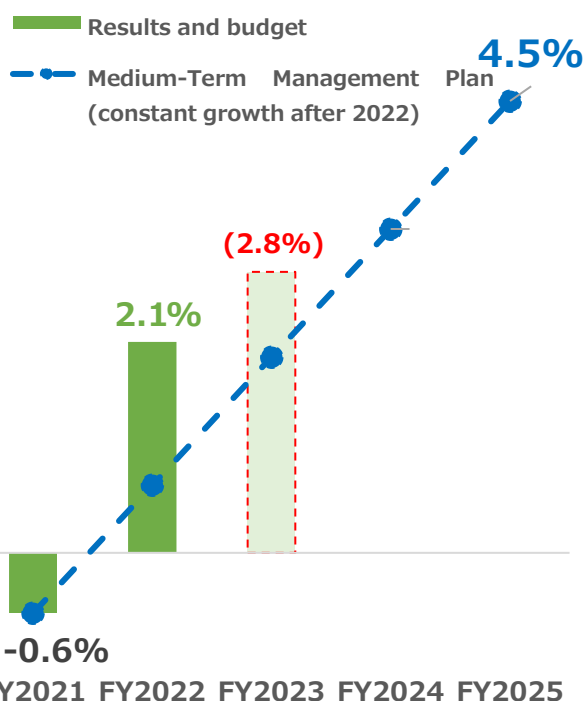
# Medium-Term Management Plan: Financial strategy

## Financial strategy

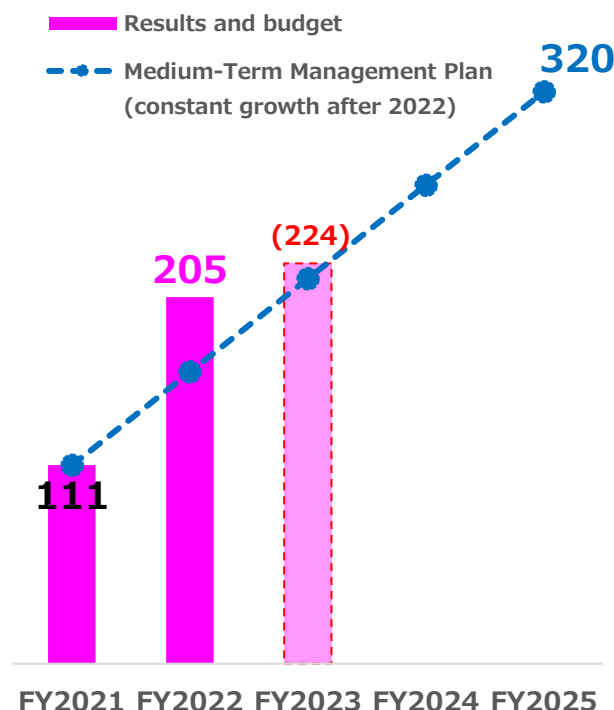
Invest in growth through sustainable EBITDA generation and shareholder returns

Financial goals	Plan for FY2025
Operating profit margin	4.5% or more
EBITDA	JPY 32.0 billion
ROE	8.0% or more

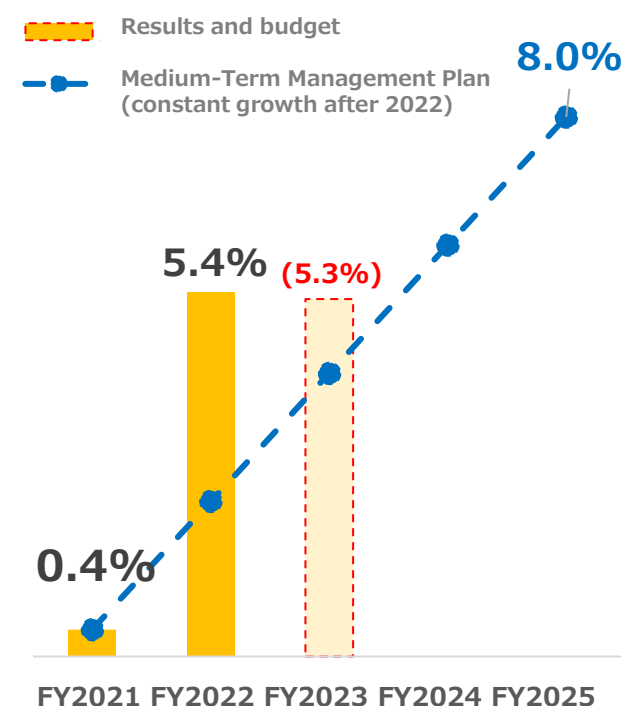
## Operating profit margin



## EBITDA



## ROE



■ As an indicator for returning profits to shareholders in line with consolidated business results, the guideline for the payout ratio was changed to 30-35% of net income attributable to the parent company, excluding one-time gains or losses that do not involve changes in cash and cash equivalents, from FY2023.

# Medium-Term Management Plan: Main business strategy initiatives

Business  
strategy  
Key  
themes

1

## Improve capital productivity and optimize business portfolio

April 2023: Introduction of internal carbon pricing (ICP)

Scheme targets: Capital investments that increase or decrease CO<sub>2</sub> emissions

2

## Restructuring of the business foundation for enhanced profitability and sustainable growth

- Improvement of profit through optimization of selling prices  
(full year: 8,900 million yen)
  - Promotion of profit-oriented order receipt activities
  - Change business practices related to price determination (shorten price revision term, etc.)
- Optimize product mix of steel products to meet market needs
  - Review sales ratio of steel shapes and bars

# Medium-Term Management Plan: Main business strategy initiatives

2

## Restructuring of the business foundation for enhanced profitability and sustainable growth

### ■ Promote structural reforms (cumulative effect amount to date: 2,300 million yen)

- Consolidation of domestic production bases for steel wheels for passenger vehicles to Toyokawa Works

(cumulative effect: 1,400 million yen)

- Transfer of a portion of commercial vehicle wheel production from Japan to TPMI (PT. Topy Parinda Manufacturing Indonesia) (cumulative effect: 900 million yen)

→ 3 out of 7 sizes have already been transferred (full transfer to be completed by 2025)

### ■ Promote initiatives to strengthen and develop the profitability of overseas business

Establish Overseas Business Strategy Department to strengthen alliances, expand sales to local companies, and study the development of new markets

### ■ Strengthen aluminum wheels business

- Integrating technologies centered on the Aluminum Control Center and providing technical support to Group companies

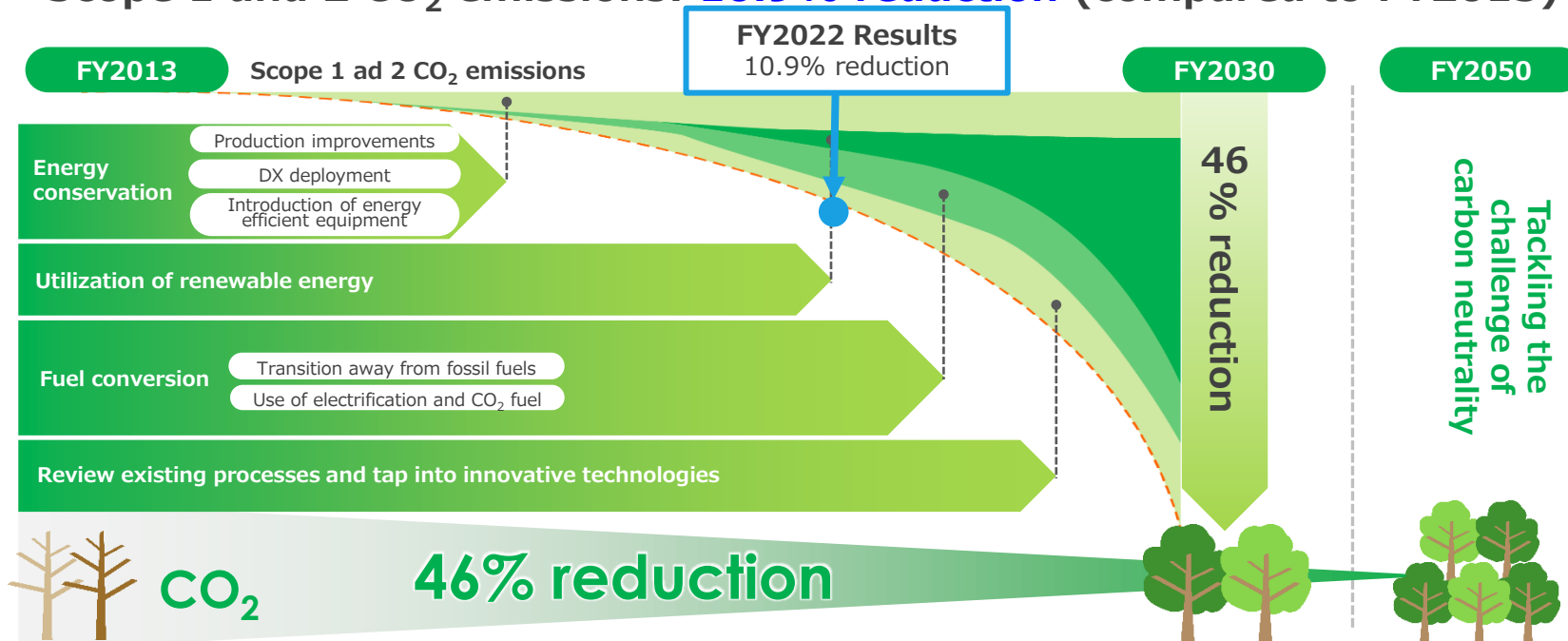
### ■ Strengthen sales of commercial and service parts

- Conduct market research to expand sales in the North American market for construction machinery wheels
- Conduct survey of customer needs in the industrial machinery components business

# Medium-Term Management Plan: Main business strategy initiatives

## 3 Deepen proprietary technologies and become carbon neutral

- Achieve **record-high electrode consumption** rate in environmentally-friendly high-efficiency electric furnaces
- Start demonstration tests of an **AI system for automatic analysis of steel scrap** (jointly with EVERSTEEL)
- Start **power generation using biomass solid fuel** produced from food waste and sewage sludge in Toyohashi City
- Scope 1 and 2 CO<sub>2</sub> emissions: **10.9% reduction** (compared to FY2013)



# Medium-Term Management Plan: Main business strategy initiatives

## 4 Secure and develop human resources to support sustainable growth

### ■ Establishment of an environment for flexible work styles (childcare support, etc.) and securing of diverse human resources

#### [Expansion of various systems]

Expansion of flextime system, expansion of childcare leave system (postnatal father childcare leave), system of leave for infertility treatment, system of annual leave by the hour

#### [Promotion of recruitment activities]

Expand recruitment of women and foreigners, expand internships, create animated videos and promote recruitment activities using social media, referral recruitment system

### ■ Human resource development (fostering a human resource development mindset)

#### [Strengthen DX human resource development to support business improvement]

Participation in innovation-creating external training programs

#### [Expansion of support for self-development]

- Support for the establishment of learning habits  
Hold meetings to present improvement themes, review e-learning content, create skill maps
- Expansion of manager training  
Revamp training for executives, participate in cross-industrial exchange training, and expand 360-degree feedback training

## 5 Enhance management sophistication through promotion of DX strategy















### ■ DX (digital transformation) recognized by Ministry of Economy, Trade and Industry

Obtained **certification as a DX certified business** based on the certification system on June 1, 2022.

# Medium-Term Management Plan: Main sustainability strategy initiatives

## Sustainability strategy

Incorporate initiatives based on the Basic Sustainability Policy into the Medium-Term Management Plan

ESG Perspective	Evaluation indicators	FY2022 progress		Numerical targets	Corresponding SDGs
Environment	CO <sub>2</sub> emissions (Scope 1 and 2)	○	10.9% reduction (compared to FY2013)	Aim to reduce CO <sub>2</sub> emissions by 46% compared to FY2013 (FY2030)	    
Social	Ratio of female managers	○	6.3% (1.3% increase YoY)	10.0% or more (FY2030)	  
	Number of work-related accidents in Japan	×	Not achieved due to occurrence of lost time injuries	Aim to achieve zero accidents every year (Lost time injuries or more)	 
Governance	Serious compliance violations Number of cases	○	Continue to report 0 violations	Continue to report zero violations every year	 

# Topics

**Related key themes:**  
Restructuring of the business foundation for enhanced profitability and sustainable growth

## ■ Receive various awards

Received the highest SER certification from Caterpillar Inc. of the US for quality, stable supply, and continuous improvement activities



Nissan Motor Mexico awarded first place in NMX Annual customs & Trade for its timely handling of country-of-origin certification procedures and trade

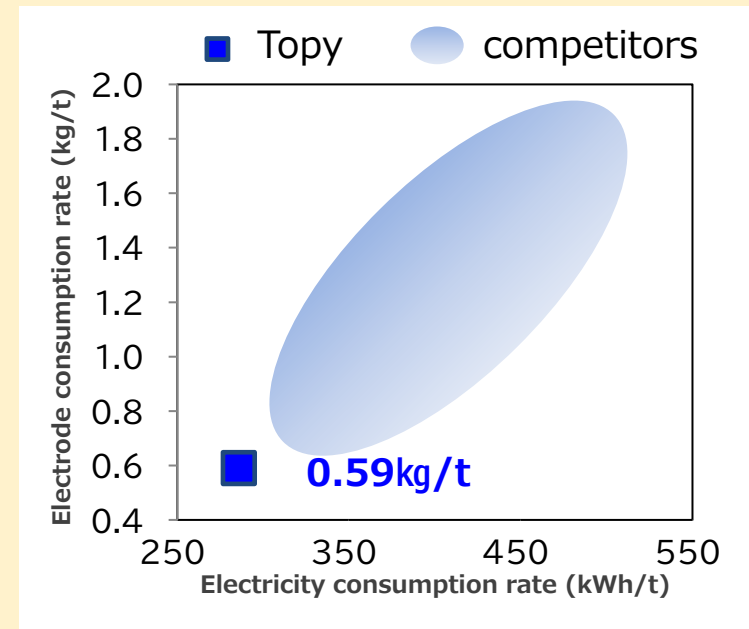
Received the Supplier Quality Award 2021 from KTM, an Austrian motorcycle manufacturer, in recognition of quality initiatives



**Related key themes:**  
Deepen proprietary technologies and become carbon neutrality

## ■ Achieve record-high electrode consumption rate in environmentally-friendly high-efficiency electric furnaces

Worked to reduce electrode wear by improving operations, and reduced electrode consumption through improved operations, resulting in a record-high electrode consumption per unit of production. Highly competitive in electricity consumption rate

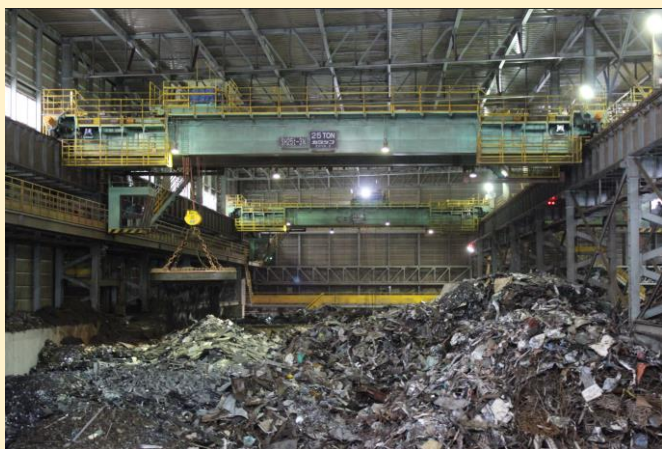


Related key themes:

Deepen proprietary technologies and become carbon neutrality

## ■ Start of AI-based quality assessment of steel scrap for demonstration testing

Started verification experiments with **EVERSTEEL**, a startup company from the University of Tokyo, on using AI to analyze grades and dust content of steel scrap and detect non-conforming products



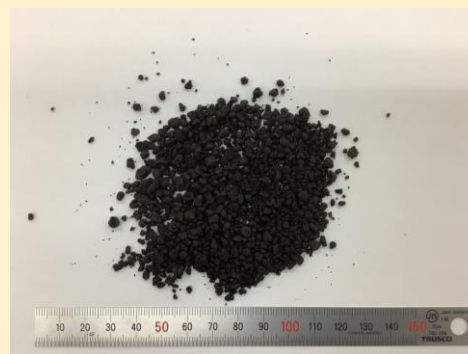
Related key themes:

Deepen proprietary technologies and become carbon neutrality

## ■ Start power generation using biomass solid fuel

Start power generation using biomass solid fuel produced from food waste and sewage sludge in Toyohashi City, where our plant is located. Contributing to local production for local consumption of energy

- Approximately 1,000 tons per year are used by co-firing with coal
- Reduce CO<sub>2</sub> emissions by 0.2% compared to FY2021



Group company Akemi Power Generation

Related key themes:  
Secure and develop human resources to support sustainable growth

## Sustainability Strategy

### ■ Recognized as a Health Management Excellent Corporation 2023 (Large Corporation Category)

Recognized as a Health Management Excellent Corporation 2023 (Large Corporation Category) that considers employee health management from a management perspective and makes strategic efforts in this area under the Health Management Excellent Corporation certification system



Commencement of health management initiatives in 2020 to enhance the attractiveness of the company and its workplaces



### ■ Received the Gold award in the EcoVadis (France) sustainability rating for the fourth consecutive year

Toyohashi Plant awarded Gold rating in the sustainability survey for the fourth consecutive year.



Improved our presence as a sustainable supplier in the global marketplace



TOPY INDUSTRIES, LIMITED

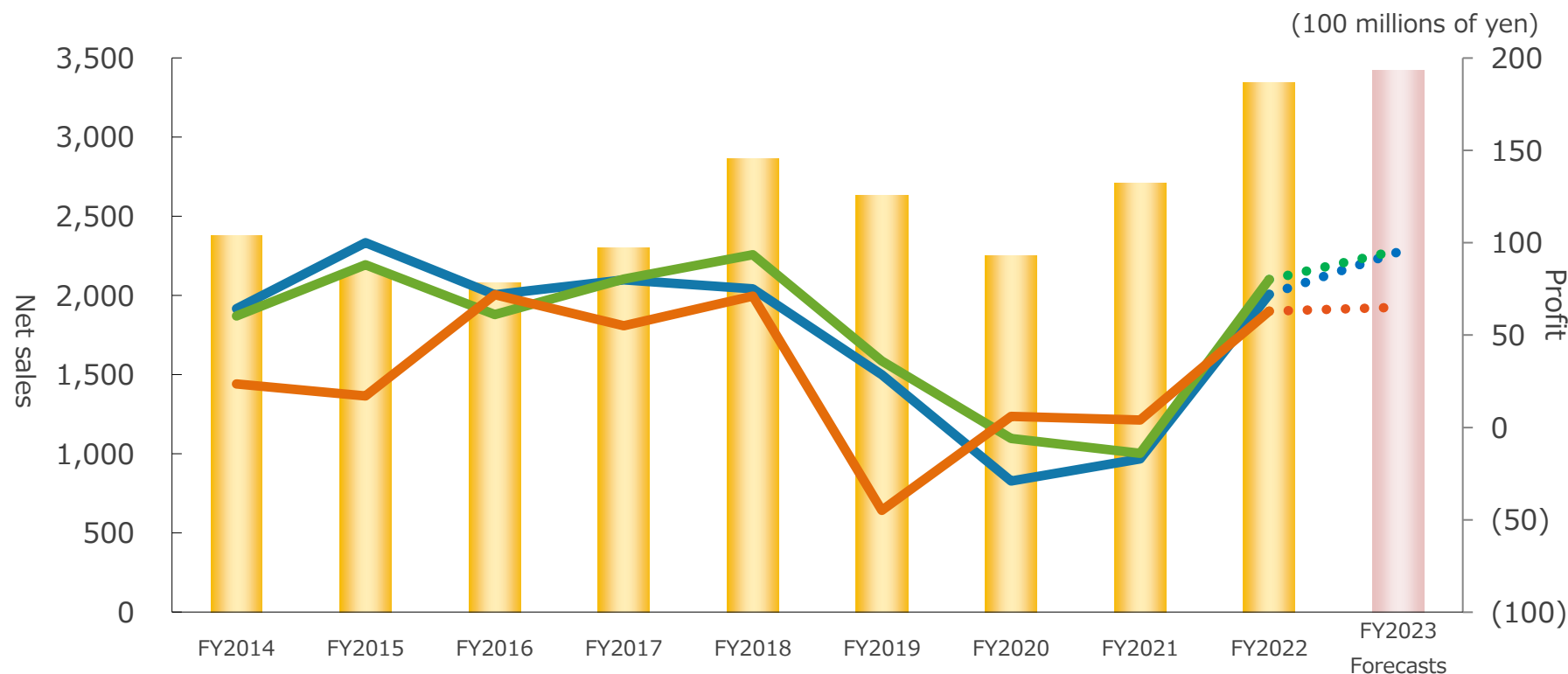
*One-piece Cycle*

流れるように美しい、技術と品質。

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# Reference materials

# Financial results



Net sales	2,377	2,159	2,082	2,305	2,862	2,633	2,251	2,712	3,345	3,420
Operating profit	64	100	72	80	75	29	(29)	(17)	72	95
Ordinary profit	60	88	61	80	94	36	(6)	(14)	80	96
Profit attributable to owners of parent	24	17	72	55	71	(45)	6	4	63	65
Dividends per share	40	60	80	80	90	40	20	20	88	88

# Consolidated Balance Sheets



(100 millions of yen)

Assets	As of March 31, 2022	As of March 31, 2023	Change
Cash and deposits	210	<b>237</b>	27
Notes and accounts receivable - trade	605	<b>717</b>	112
Inventory	554	<b>572</b>	18
Other	74	<b>59</b>	(15)
Total current assets	1,444	<b>1,586</b>	142
Property, plant and equipment	953	<b>927</b>	(26)
Intangible assets	34	<b>30</b>	(4)
Investments and other assets	390	<b>381</b>	(9)
Total non-current assets	1,378	<b>1,337</b>	(41)
Total net assets	2,822	<b>2,923</b>	101

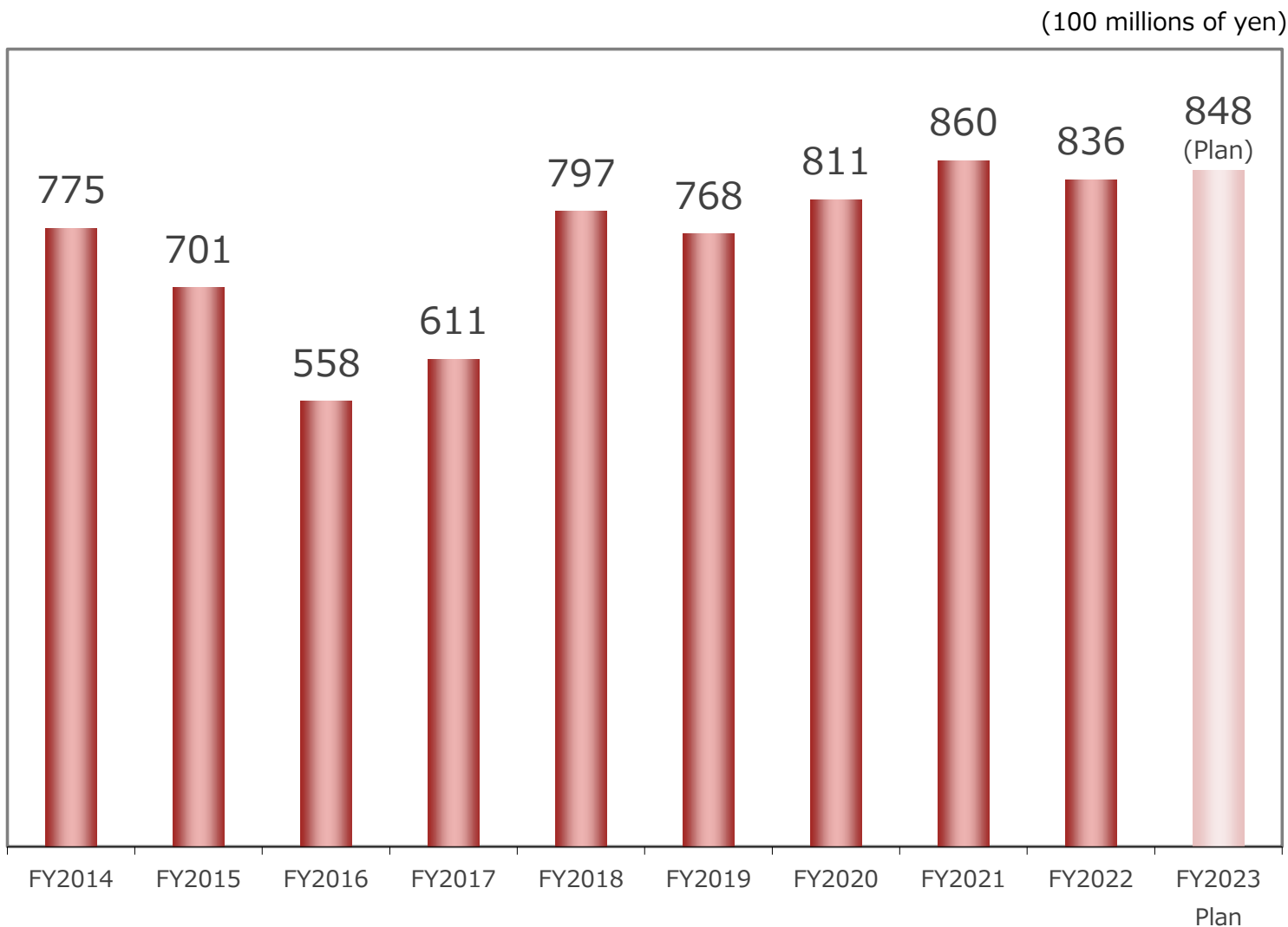
Liabilities	As of March 31, 2022	As of March 31, 2023	Change
Notes and accounts payable - trade Electronically recorded obligations - operating	493	<b>545</b>	52
Bonds payable & Short- term borrowings	228	<b>243</b>	15
Other	151	<b>165</b>	14
Total current liabilities	872	<b>953</b>	81
Bonds and long-term borrowings	632	<b>593</b>	(39)
Other	181	<b>163</b>	(18)
Total non-current liabilities	813	<b>756</b>	57
Total liabilities	1,685	<b>1,709</b>	24
Shareholders' equity	994	<b>1,046</b>	52
Other comprehensive income	132	<b>157</b>	25
Non-controlling interests	10	<b>12</b>	2
Total net assets	1,137	<b>1,214</b>	77
Total liabilities and net assets	2,822	<b>2,923</b>	101

# Cash flow

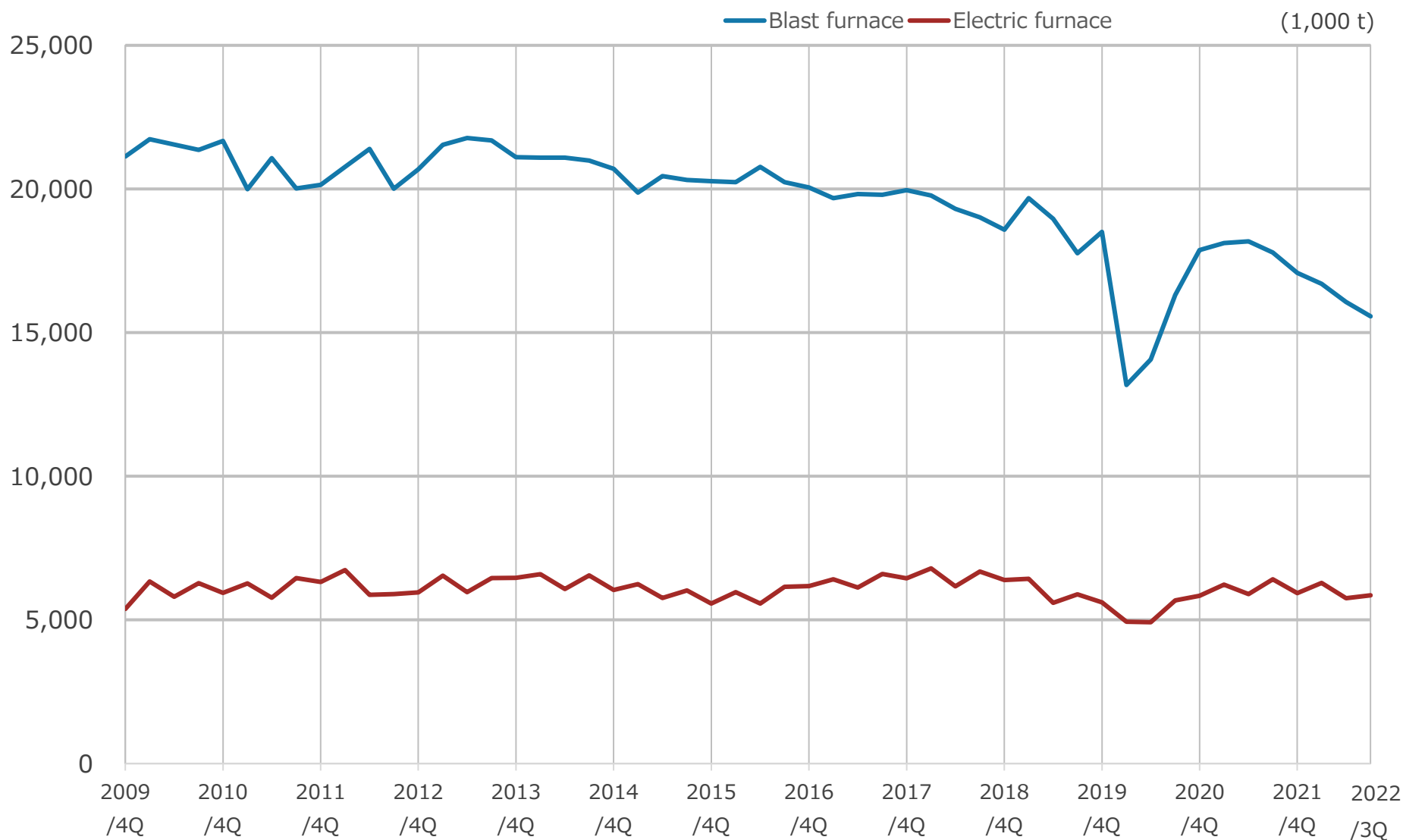
(100 millions of yen)

	FY2021	FY2022	Change
Profit before income taxes	18	<b>74</b>	56
Increase (decrease) in inventory	(138)	<b>(2)</b>	136
Depreciation	128	<b>133</b>	5
Other	(63)	<b>(54)</b>	9
Cash flows from operating activities	(55)	<b>151</b>	206
Payments for acquisition of fixed assets	(85)	<b>(86)</b>	(1)
Other	59	<b>2</b>	(57)
Cash flows from investment activities	(26)	<b>(84)</b>	(58)
Free cash flow	(81)	<b>67</b>	148
Dividends paid	(5)	<b>(9)</b>	(4)
Increase/decrease of borrowings, etc.	40	<b>(38)</b>	(78)
Cash flows from financing activities	35	<b>(47)</b>	(82)
Effect of exchange rate change on cash and cash equivalents	11	<b>7</b>	(4)
Cash and cash equivalents at end of period	199	<b>226</b>	27

# Interest-bearing debt

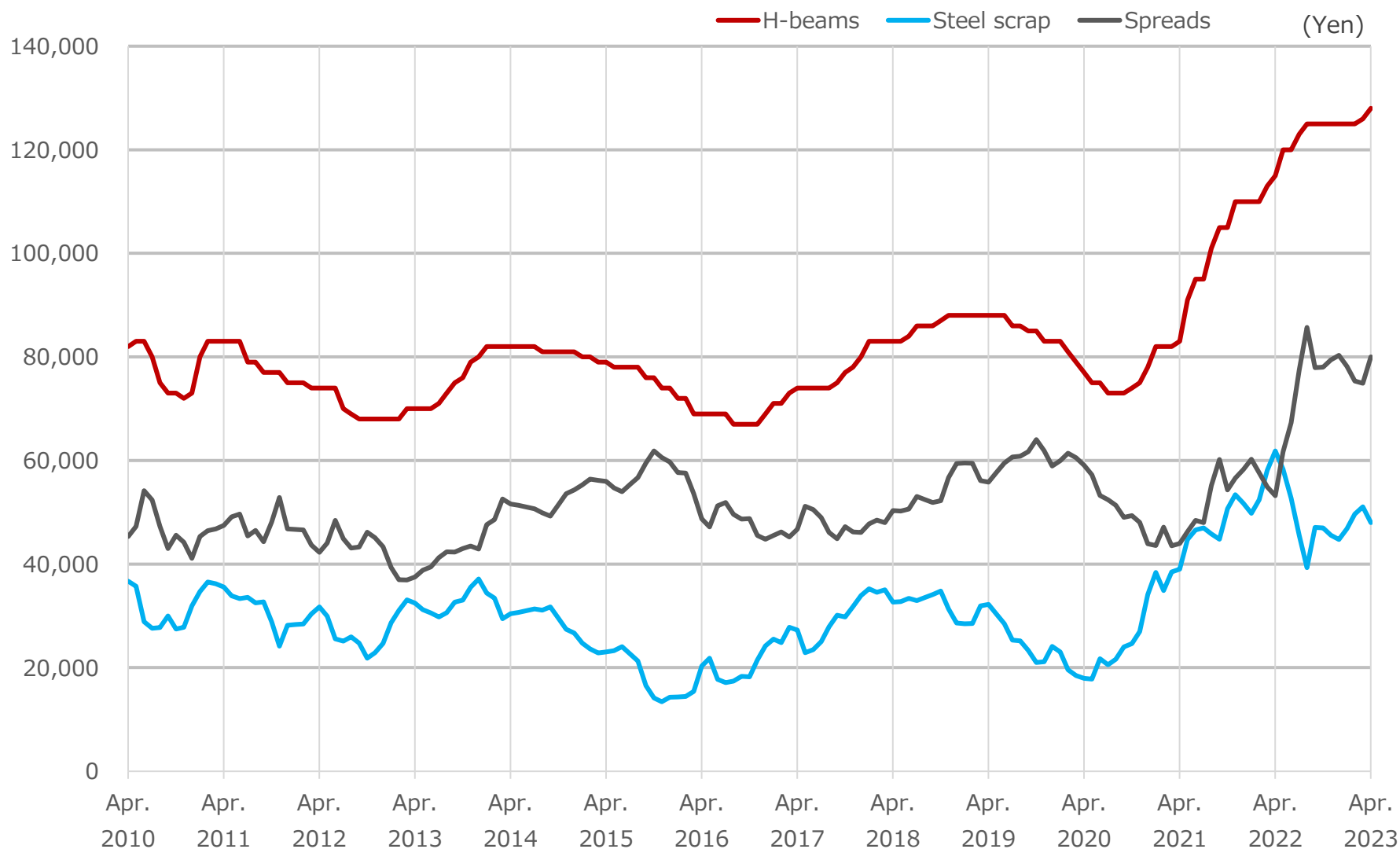


# Domestic crude steel production (blast furnace, electric furnace)



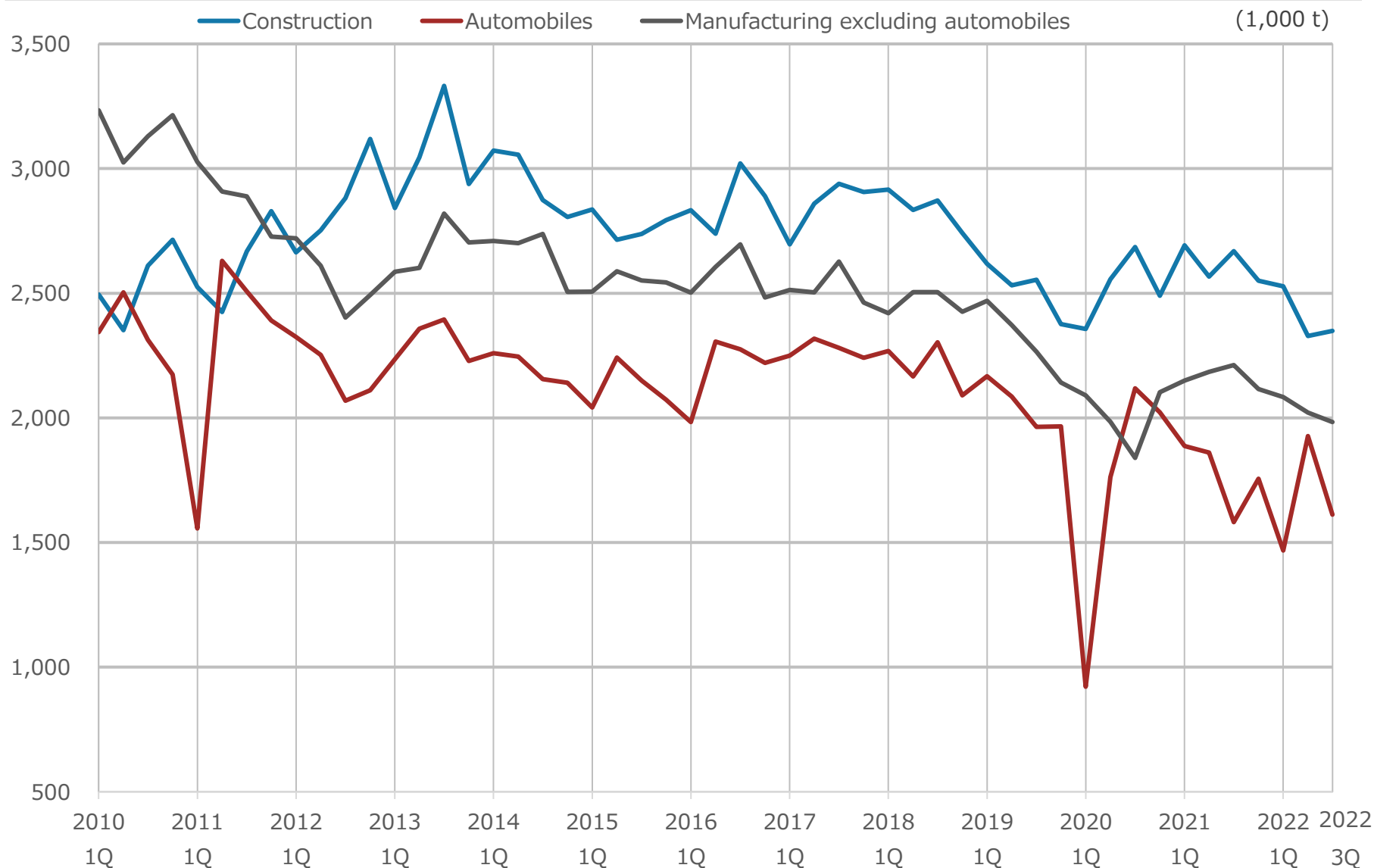
Source: Japan Iron and Steel Federation

# Domestic steel market (H-beams, steel scrap)



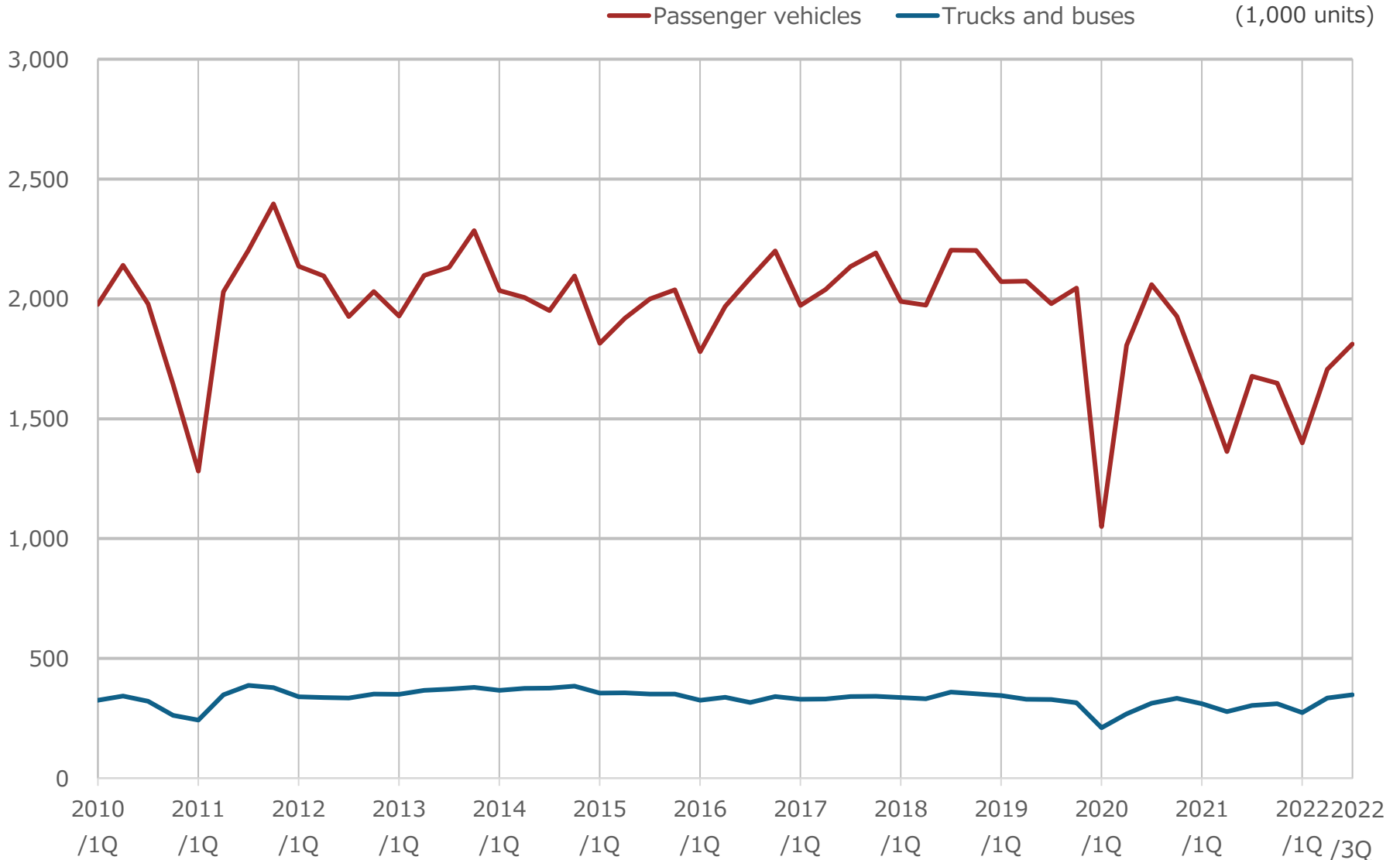
H-beam price: Tokyo high/low average Source: Sangyo Shimbum  
Steel scrap price: H2 manufacturer's pre-furnace price Source: Japan Ferrous Raw Materials Association

# Domestic steel orders (construction, automobile, manufacturing excluding automobiles)



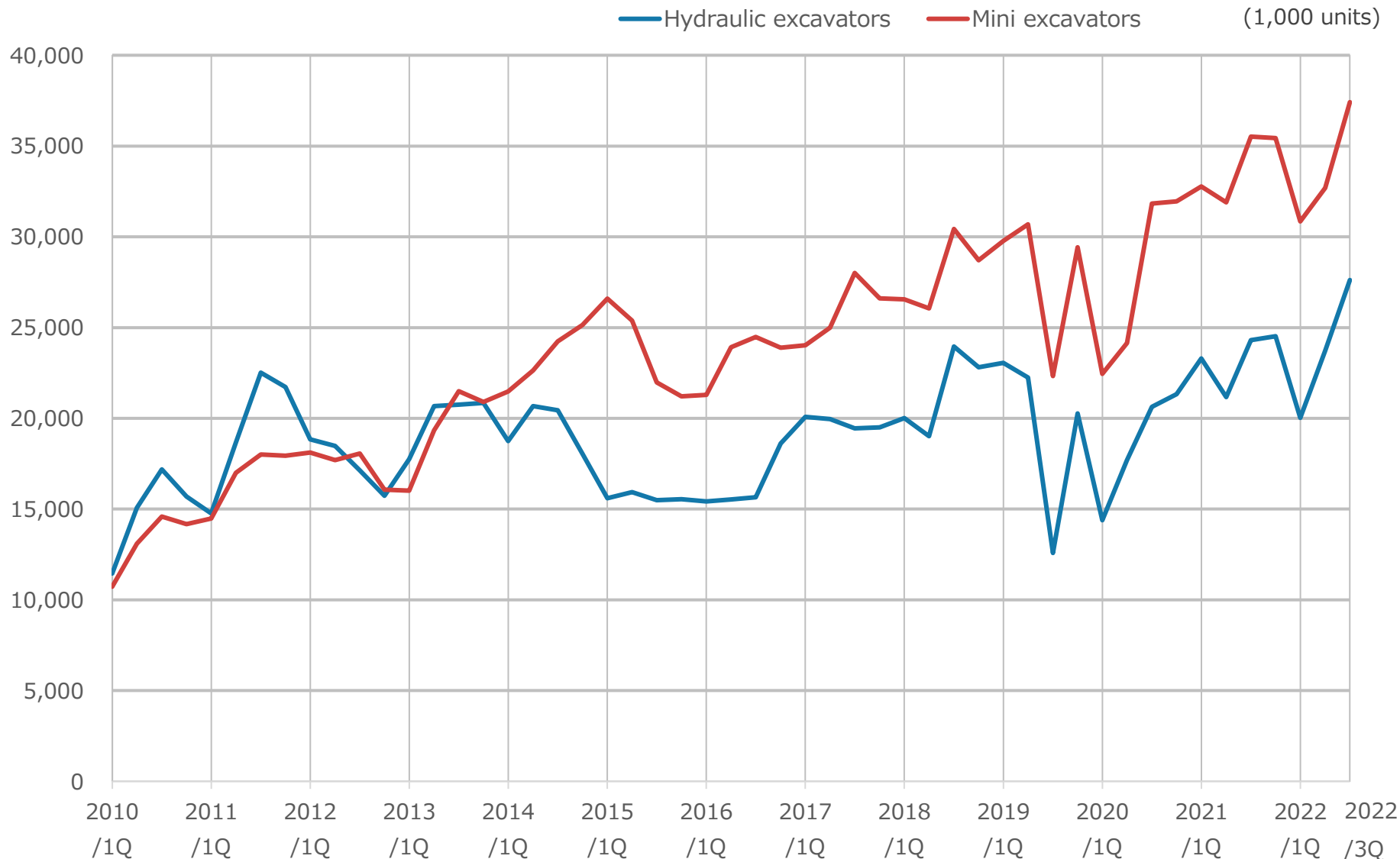
Source: Japan Iron and Steel Federation

# Number of domestic automobile production (passenger cars, trucks and buses)



Source: Japan Automobile Manufacturers Association

# Number of domestic excavator production



Source: Japan Construction Equipment Manufacturers Association