



# Consolidated Financial Results For Second Quarter of FY 2023 (January 1, 2023 through June 30, 2023)

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August 10, 2023  
Tadano Ltd.

## &lt;Notes&gt;

- Forward-looking statements contained in this report are based on information available as of the date this report was prepared. A variety of factors may cause actual results to differ from projections.
- Presentation of demand and share:
  - Figures showing demand based on Tadano research are rounded to the nearest ten units.
  - Figures showing share are rounded to the nearest whole share.
  - Mobile Cranes produced in Russia and produced in China for the Chinese market are excluded from demand.
- Abbreviation in this report: “TC” refers to Truck Cranes, “RT” to Rough Terrain Cranes, “AT” to All Terrain Cranes.
- FY 2022, which is a transitional period for the Tadano Group’s change of accounting period, shall be the 9-month fiscal period from April 1, 2022 to December 31, 2022. Therefore, all “Jan.-Jun., 2022” figures referring to unaudited results from January through June 2022 have been adjusted for comparison purposes to align with the same period as the Second Quarter of FY 2023.

# Key Points of Second Quarter of FY 2023 Financial Results

- ✓ Increased sales combined with foreign exchange effects to result in increased operating income and ordinary income.

(Unit: millions of yen)

	Jan.-Jun., 2022		Jan.-Jun., 2023		Percent Change
	Amount	Percentage	Amount	Percentage	
<b>Net sales</b>	<b>111,494</b>	<b>100%</b>	<b>133,267</b>	<b>100%</b>	<b>19.5%</b>
<b>Operating income</b>	<b>3,712</b>	<b>3.3%</b>	<b>8,797</b>	<b>6.6%</b>	<b>137.0%</b>
<b>Ordinary income</b>	<b>3,704</b>	<b>3.3%</b>	<b>7,820</b>	<b>5.9%</b>	<b>111.1%</b>
<b>Net income attributable to owners of the parent</b>	<b>3,696</b>	<b>3.3%</b>	<b>3,250</b>	<b>2.4%</b>	<b>-12.1%</b>
Capital investment		2,120		1,339	
Depreciation		2,159		2,330	
* Figures for capital investments exclude leased assets.					
USD		¥122.89		¥134.85	
EUR		¥134.25		¥145.79	

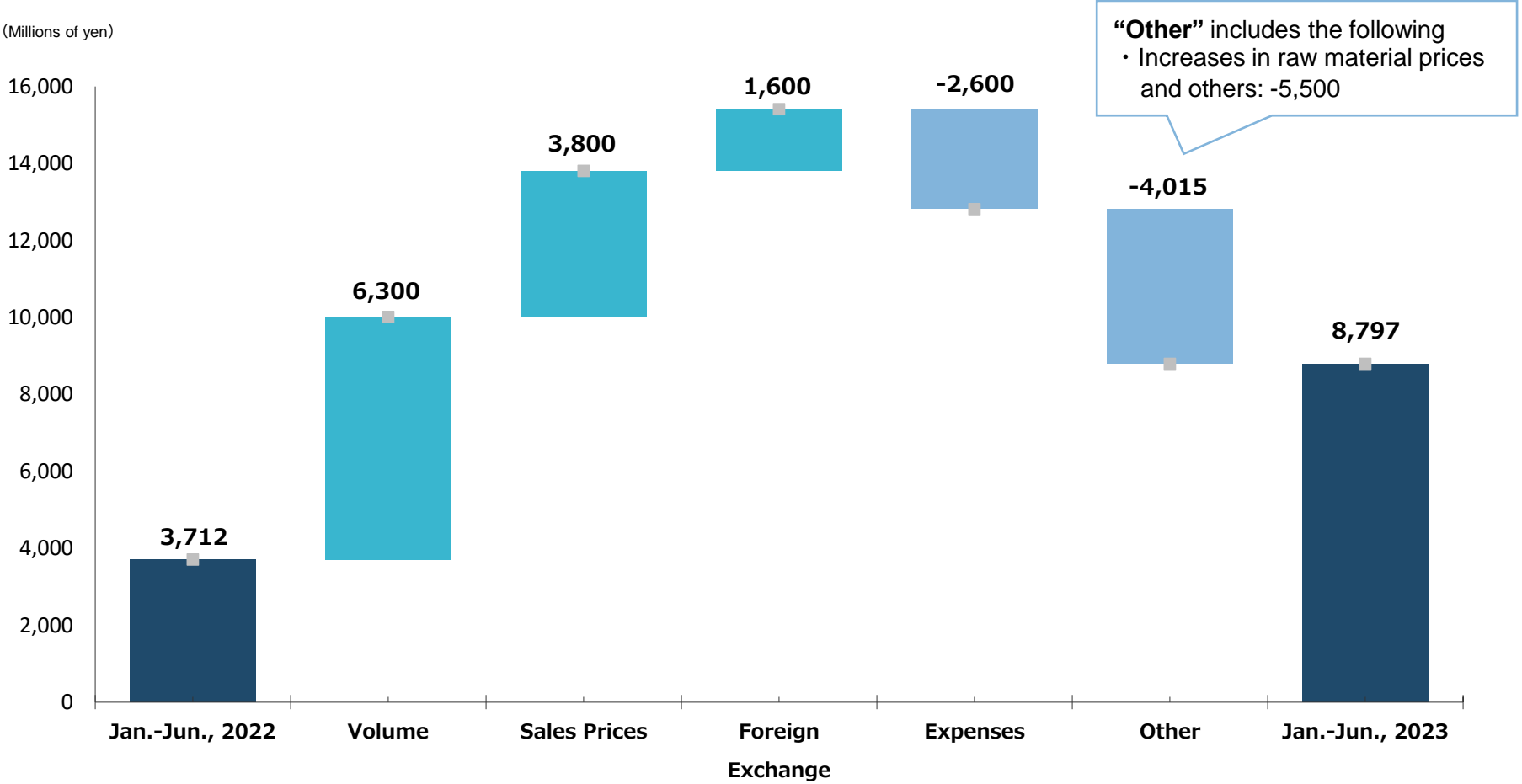
# Income Statement

(Unit: millions of yen)

	Jan.-Jun., 2022		Jan.-Jun., 2023		Increase/ Decrease
	Amount	Percentage	Amount	Percentage	
Net sales	111,494	100%	133,267	100%	21,773
Cost of sales	84,101	75.4%	97,163	72.9%	13,062
Gross profit	27,392	24.6%	36,104	27.1%	8,711
Selling, general, and administrative expenses	23,680	21.2%	27,306	20.5%	3,626
Operating income	3,712	3.3%	8,797	6.6%	5,084
Non-operating income and loss	-8	-0.0%	-977	-0.7%	-969
Ordinary income	3,704	3.3%	7,820	5.9%	4,115
Extraordinary income and loss	2,860	2.6%	64	0.0%	-2,795
Income before income taxes	6,564	5.9%	7,884	5.9%	1,319
Corporate taxes	3,125	2.8%	4,394	3.3%	1,268
Net income attributable to noncontrolling interests	-257	-0.2%	239	0.2%	496
Net income attributable to owners of the parent	3,696	3.3%	3,250	2.4%	-445

# Major Factors Leading to Change in Operating Income

✓ Despite increases in raw material prices and others, operating income increased by ¥5.0 billion due to increases in sales volume and improvements in selling prices.



# Balance Sheet

- ✓ Inventories increased due to depreciation of the Japanese yen and production constraints, among other factors.

(Unit: millions of yen)

	As of Dec. 31, 2022	As of Jun. 30, 2023	Increase/ Decrease		As of Dec. 31, 2022	As of Jun. 30, 2023	Increase/ Decrease
Cash deposits	98,158	94,406	-3,751	Accounts payable	48,895	44,895	-4,000
Accounts receivable	48,769	50,353	1,583	Interest-bearing debt	98,335	99,697	1,361
Inventories	109,405	124,007	14,601	Other liabilities	41,694	45,953	4,258
Other current assets	14,249	10,488	-3,761	Total liabilities	188,926	190,545	1,619
Total current assets	270,583	279,256	8,672	Total equity	167,767	176,204	8,437
Tangible fixed assets	66,403	66,422	19	Total liabilities and equity	356,693	366,750	10,057
Intangible fixed assets	2,537	2,600	63				
Investment and other assets	17,169	18,471	1,301		FY2022	Jan.-Jun., 2023	
Total fixed assets	86,110	87,494	1,384	Receivable turnover	81.9 days	68.4 days	
Total assets	356,693	366,750	10,057	Inventory turnover	183.6 days	168.4 days	
				Equity ratio	46.9%	47.8%	

# Net Sales by Product

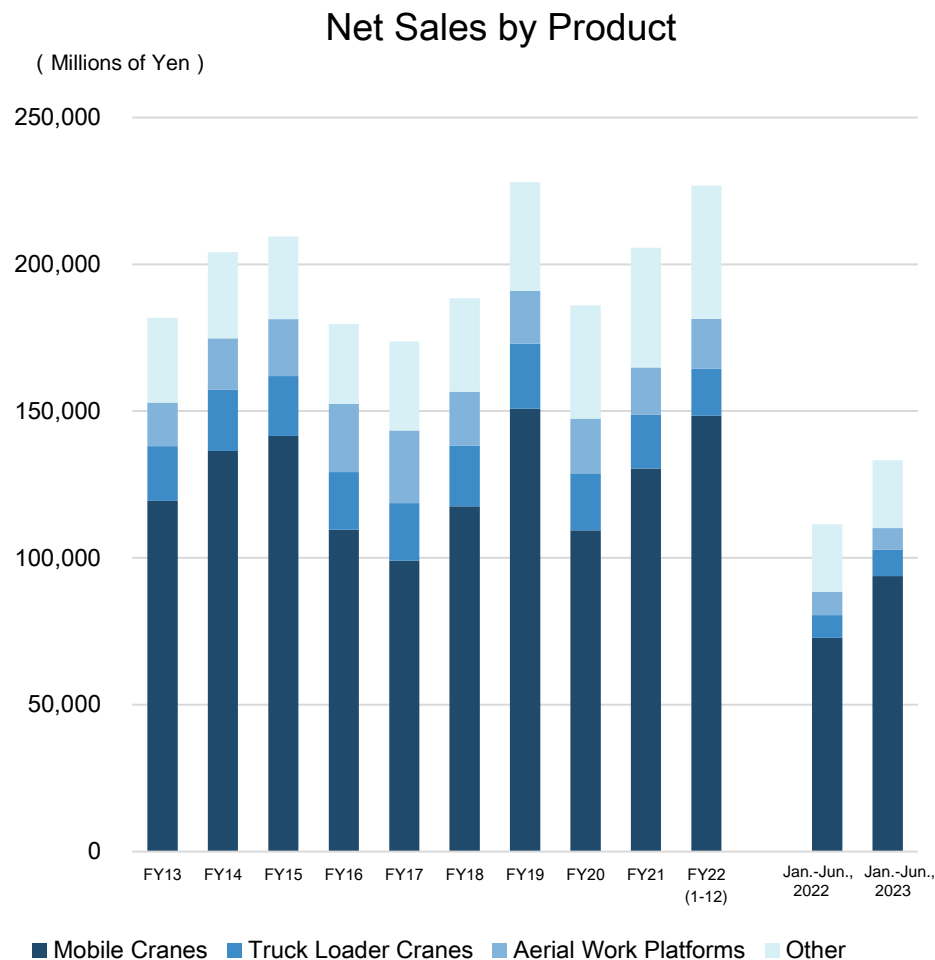
✓ Net sales increased in all segments except aerial work platforms.

(Unit: millions of yen)

	Jan.-Jun., 2022	Jan.-Jun., 2023	Increase/Decrease	
			Amount	Percentage
Mobile Cranes	72,788	93,782	20,993	28.8%
Truck Loader Cranes	7,738	9,064	1,326	17.1%
Aerial Work Platforms	7,957	7,272	-684	-8.6%
Other	23,009	23,148	138	0.6%
<b>Total</b>	<b>111,494</b>	<b>133,267</b>	<b>21,773</b>	<b>19.5%</b>

## Breakdown of Mobile Crane Sales Inside and Outside Japan

Japan	22,235	24,752	2,516	11.3%
Outside Japan	50,552	69,030	18,477	36.6%
<b>Total</b>	<b>72,788</b>	<b>93,782</b>	<b>20,993</b>	<b>28.8%</b>



\*Since the fiscal years of consolidated companies are unified to the end of December, FY22, which is the transitional period of the change in fiscal year end, is adjusted to a 12-month basis from the figures for the irregular 9-month accounting period.

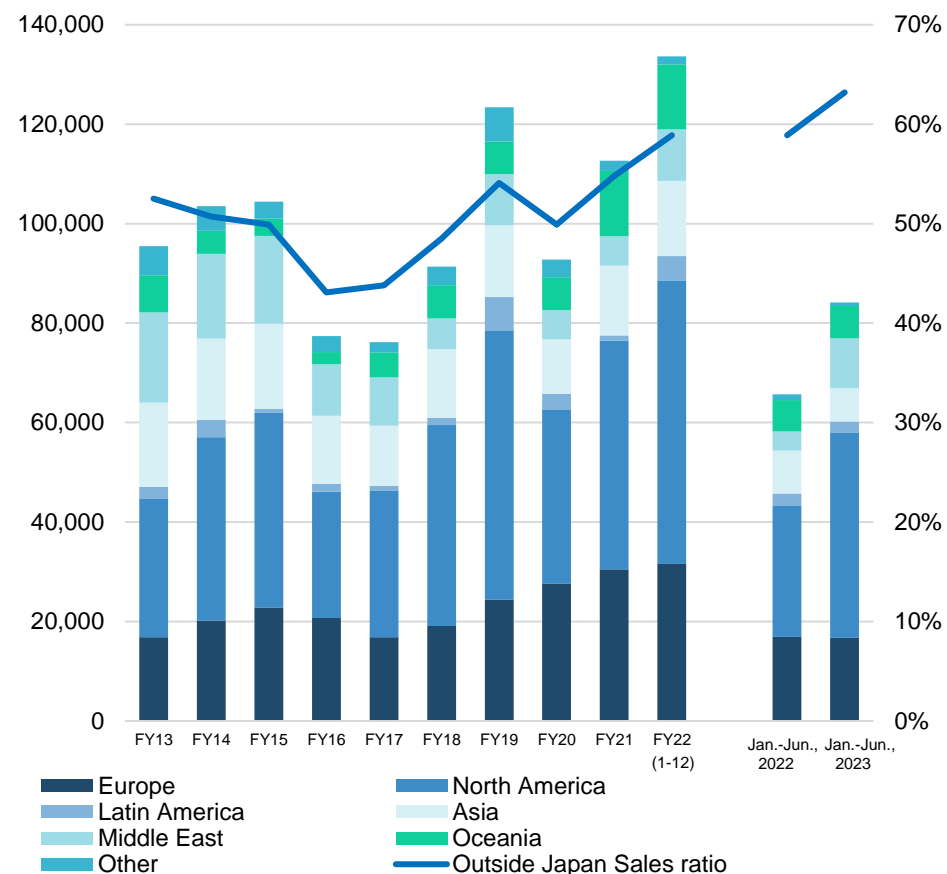
# Net Sales by Destination

✓ Net sales increased in North America, Middle East, Oceania and Japan.

(Unit: millions of yen)

	Jan.-Jun., 2022	Jan.-Jun., 2023	Increase/Decrease	
			Amount	Percentage
Europe	16,878	16,686	-191	-1.1%
North America	26,506	41,352	14,845	56.0%
Latin America	2,331	2,143	-187	-8.0%
Asia	8,625	6,750	-1,874	-21.7%
Middle East	3,850	9,997	6,146	159.6%
Oceania	6,350	6,501	150	2.4%
Other	1,158	750	-407	-35.2%
<b>Subtotal (total outside Japan sales)</b>	<b>65,701</b>	<b>84,182</b>	<b>18,481</b>	<b>28.1%</b>
Japan	45,792	49,084	3,292	7.2%
<b>Total</b>	<b>111,494</b>	<b>133,267</b>	<b>21,773</b>	<b>19.5%</b>
<b>Outside Japan Sales Ratio</b>	<b>58.9%</b>	<b>63.2%</b>		

(Millions of yen) Net Sales by Destination



\*The graph above excludes Japan.

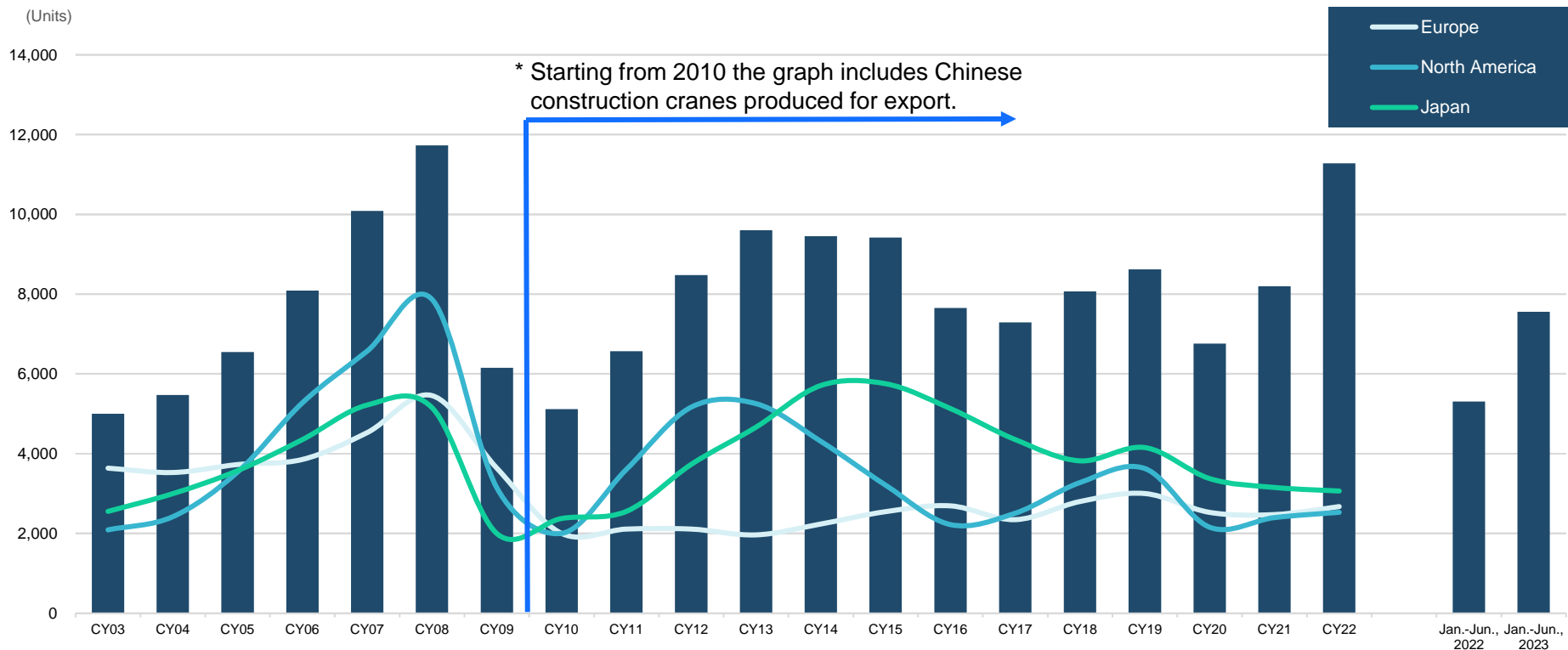
\*\*Other\* is comprised of Africa and the CIS.

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# Trends in Global Demand for Mobile Cranes (Calendar-year Basis)

Colored lines: yearly demand trends with lowest levels in each market normalized to the value of 1 (Base Years: 2010[North America, Europe], 2009[Japan])



\* Figures are based on Tadano research (Figures showing demand are rounded to the nearest ten units).

\* Mobile Cranes produced in Russia are excluded.

\* Starting from 2010 the graph includes Chinese construction cranes produced for export.

\* Mobile cranes produced in China for the Chinese market are excluded.

\* Demand trends in Chinese Market for Mobile Cranes produced in China are as follows:

CY12: 22,000 units, CY13: 17,000 units, CY14: 14,000 units, CY15: 9,000 units, CY16: 9,000 units, CY17: 20,000 units, CY18: 32,000 units, CY19: 42,000 units, CY20: 54,000 units, CY21: 46,000 units, CY22: 22,000 units

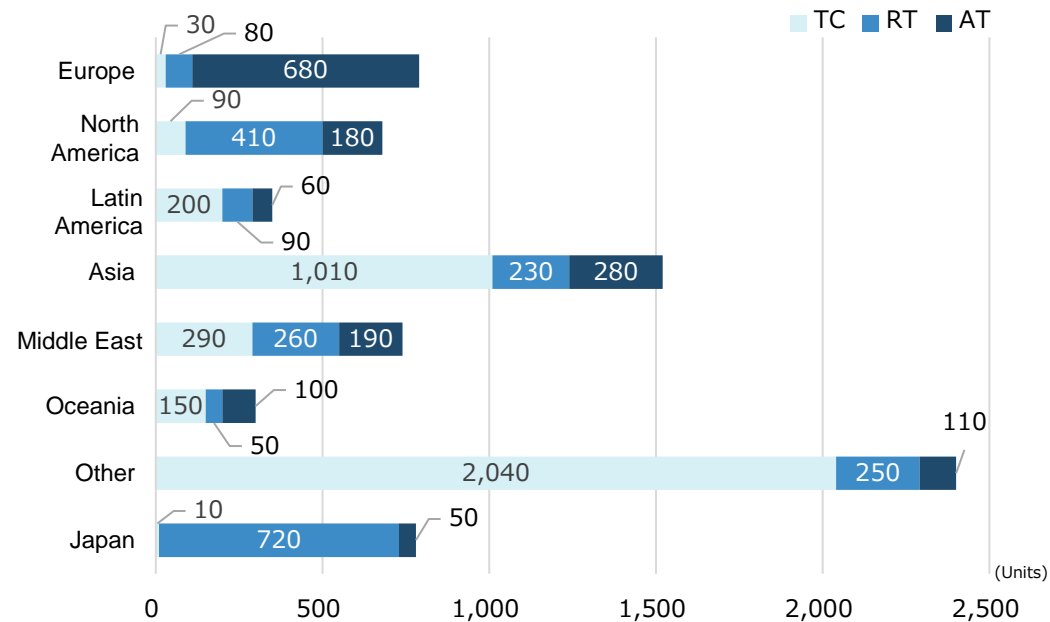
# Mobile Cranes

- ✓ Demand increased in all regions except Europe, and total demand increased by about 42%.
- ✓ Total share 17%→15%.



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Jan.-Jun., 2023 Demand by Model



\*TC: Truck Cranes, RT: Rough Terrain Cranes, AT: All Terrain Cranes  
 \*\*"Other" is comprised of Africa and the CIS.

	Demand (Units)			Share	
	Jan.-Jun., 2022	Jan.-Jun., 2023	Percent change	Jan.-Jun., 2022	Jan.-Jun., 2023
Europe	800	790	-1.3%	9%	9%
North America	550	680	23.6%	36%	40%
Latin America	320	350	9.4%	5%	7%
Asia	940	1,520	61.7%	10%	5%
Middle East	350	740	111.4%	14%	18%
Oceania	160	300	87.5%	27%	18%
Other	1,430	2,400	67.8%	1%	0%
Subtotal (total sales outside Japan)	4,550	6,780	49.0%		
Japan	760	780	2.6%	55%	61%
<b>Total</b>	<b>5,310</b>	<b>7,560</b>	<b>42.4%</b>	<b>17%</b>	<b>15%</b>

# Truck Loader Cranes

✓ Market share in Japan 46%→48%.

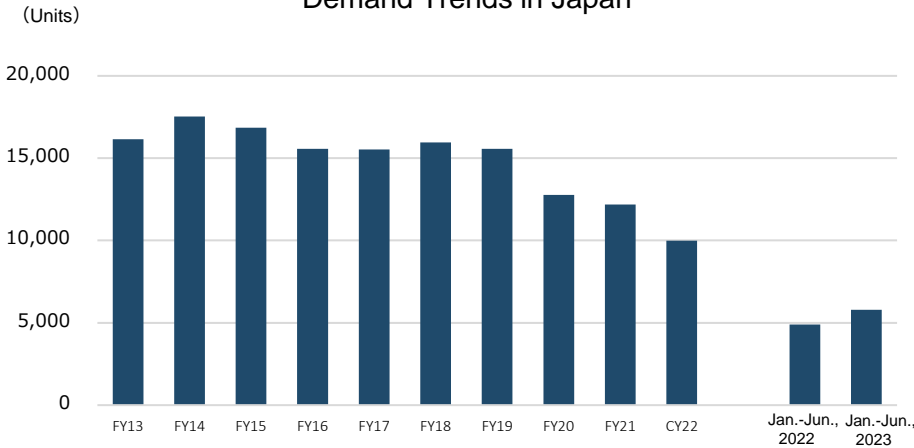
(Unit: millions of yen)

	Jan.-Jun., 2022	Jan.-Jun., 2023	Increase / Decrease Amount	Percent change
Japan	6,789	8,047	1,257	18.5%
Outside Japan	949	1,017	68	7.2%
<b>Total</b>	<b>7,738</b>	<b>9,064</b>	<b>1,326</b>	<b>17.1%</b>



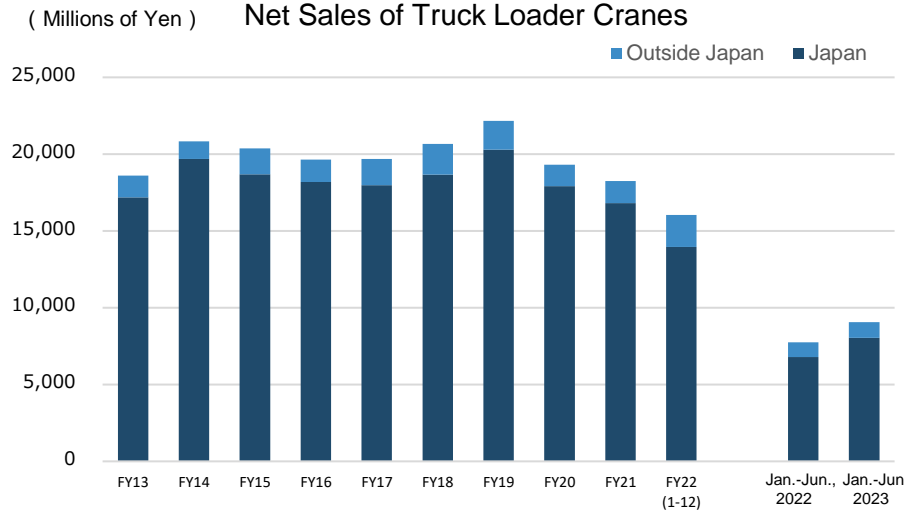
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Demand Trends in Japan



\*FY: April through March, CY: January through December

Net Sales of Truck Loader Cranes



\*Since the fiscal years of consolidated companies are unified to the end of December, FY22, which is the transitional period of the change in fiscal year end, is adjusted to a 12-month basis from the figures for the irregular 9-month accounting period.

# Aerial Work Platforms

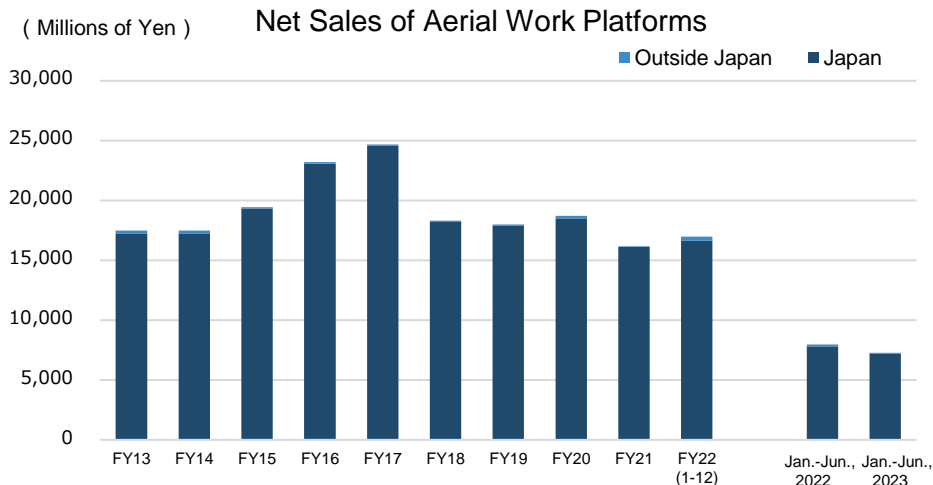
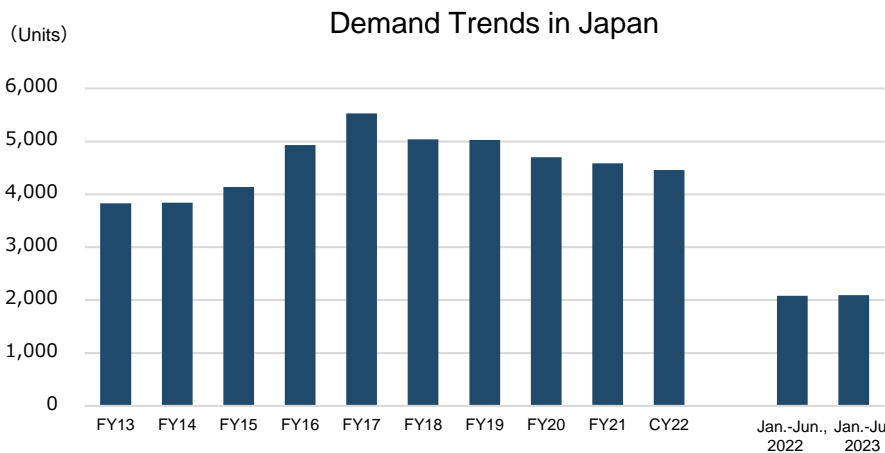
- ✓ Net sales decreased due to supply constraints of truck chassis while demand was comparable to previous year.
- ✓ Market share in Japan 32%→30%.

(Unit: millions of yen)

	Jan.-Jun., 2022	Jan.-Jun., 2023	Increase / Decrease Amount	Percent change
Japan	7,794	7,228	-566	-7.3%
Outside Japan	162	44	-118	-72.7%
<b>Total</b>	<b>7,957</b>	<b>7,272</b>	<b>-684</b>	<b>-8.6%</b>



AT-530CG



\*FY: April through March, CY: January through December

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# Other Business

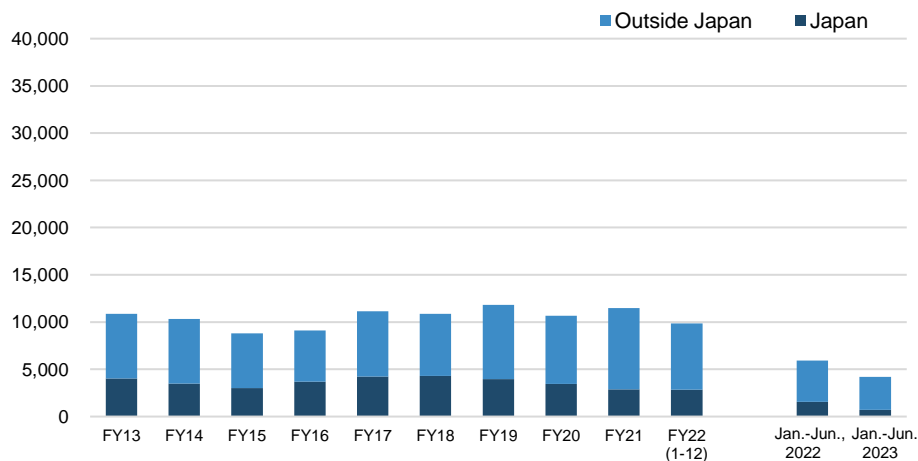
✓ Parts repairs sales increased.

(Unit: millions of yen)

	Jan.-Jun., 2022	Jan.-Jun., 2023	Increase / Decrease Amount	Percent change
<b>Used Cranes Other Products</b>	<b>5,917</b>	<b>4,187</b>	<b>-1,730</b>	<b>-29.2%</b>
<b>Parts Repairs</b>	<b>17,092</b>	<b>18,961</b>	<b>1,868</b>	<b>10.9%</b>
<b>Total</b>	<b>23,009</b>	<b>23,148</b>	<b>138</b>	<b>0.6%</b>

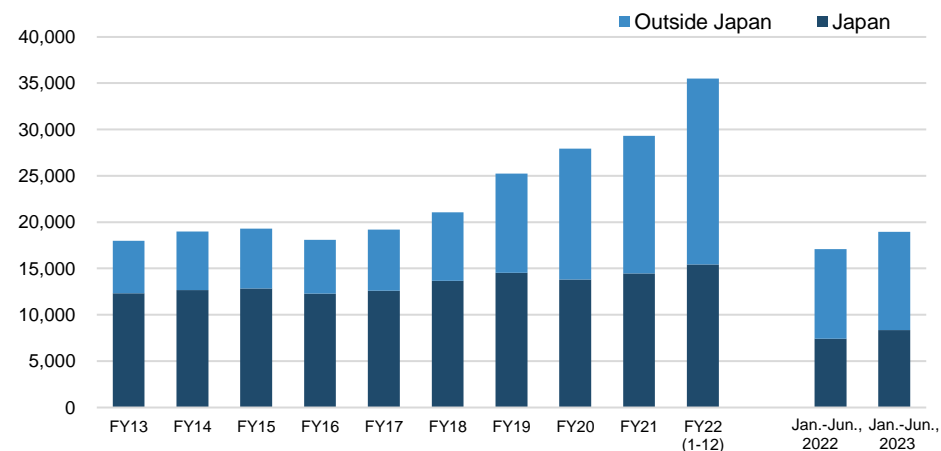


( Millions of Yen ) Net Sales of Used Cranes and Other Products



( Millions of Yen )

Net Sales of Parts and Repairs



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# FY 2023 Business Performance Forecast

(Unit: millions of yen)

	FY2022 (adjusted)		FY2023 (as of February 14th)		FY2023 (as of August 10th)		Increase/Dcrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage	Amount	Percentage
<b>Net sales</b>	<b>226,761</b>	<b>100%</b>	<b>270,000</b>	<b>100%</b>	<b>275,000</b>	<b>100%</b>	<b>5,000</b>	<b>1.9%</b>
<b>Operating income</b>	<b>9,072</b>	<b>4.0%</b>	<b>12,000</b>	<b>4.4%</b>	<b>15,000</b>	<b>5.5%</b>	<b>3,000</b>	<b>25.0%</b>
<b>Ordinary income</b>	<b>8,589</b>	<b>3.8%</b>	<b>10,500</b>	<b>3.9%</b>	<b>13,000</b>	<b>4.7%</b>	<b>2,500</b>	<b>23.8%</b>
<b>Net income attributable to owners of the parent</b>	<b>4,016</b>	<b>1.8%</b>	<b>5,000</b>	<b>1.9%</b>	<b>5,500</b>	<b>2.0%</b>	<b>500</b>	<b>10.0%</b>

USD	¥131.43	¥125.00	¥135.00 (from July)
EUR	¥138.04	¥140.00	¥155.00 (from July)

\*The JPY/USD and JPY/EUR exchange rate forecasts for July 2023 onward were revised in the August 10th FY 2023 forecast.

Dividends per share	Mid-year	—	Mid-year	¥4.00	Mid-year	¥4.00
	Year-end	¥8.00	Year-end	¥6.00	Year-end	¥6.00
	Full-year	¥8.00	Full-year	¥10.00	Full-year	¥10.00

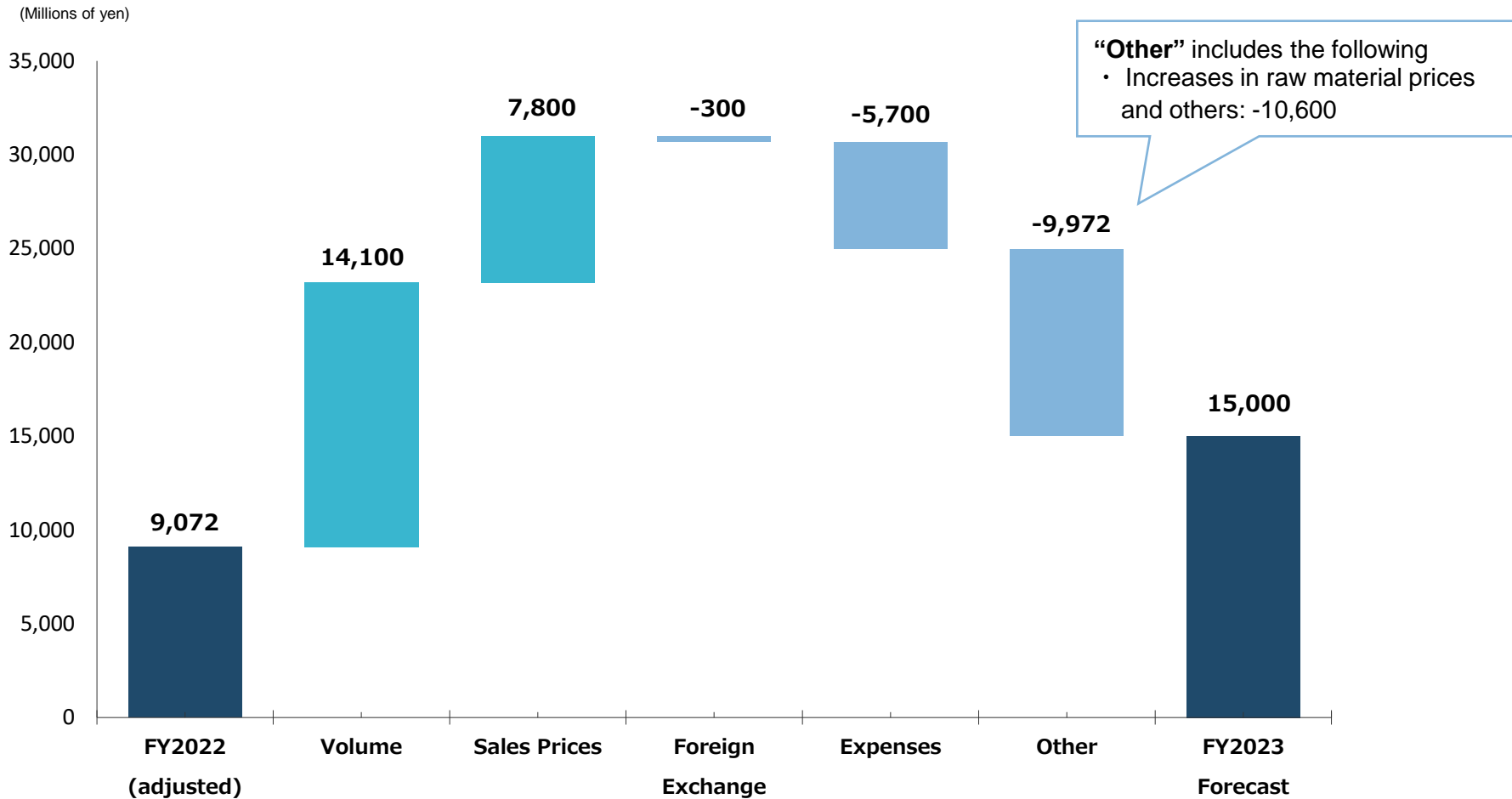
\* We have not made any revisions to the February 14th FY 2023 dividend forecast.

Based on the financial results for the 2<sup>nd</sup> quarter period from January to June of FY 2023, we have revised our full year financial result forecast. Net sales, operating income, ordinary income and net income attributable to owners of the parent are expected to be higher than the February 14th FY 2023 forecast. Therefore, the FY 2023 forecast has been revised as listed above.

\*Since the fiscal years of consolidated companies are unified to the end of December, FY22, which is the transitional period of the change in fiscal year end, is adjusted to a 12-month basis from the figures for the irregular 9-month accounting period.

# FY 2023 Forecast (Major Factors Leading to Change in Operating Income)

- ✓ Despite increases in future-oriented expenses and rising raw material prices, operating income is forecasted to increase by ¥6.0 billion due to efforts to increase sales volume and improve selling prices.



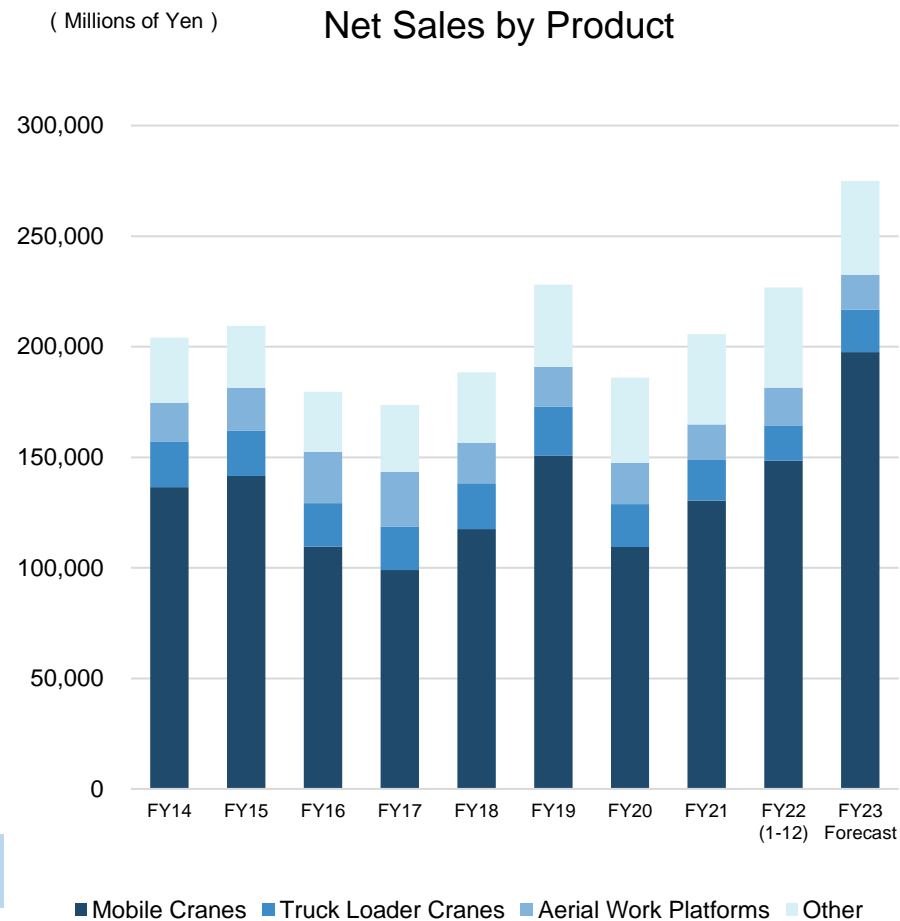
# FY 2023 Forecast (Net Sales by Product)

(Unit: millions of yen)

	FY2022 (adjusted)	FY2023 Forecast	Increase/Decrease	
			Amount	Percentage
Mobile Cranes	148,431	197,500	49,069	33.1%
Truck Loader Cranes	16,030	19,300	3,270	20.4%
Aerial Work Platforms	16,973	15,800	-1,173	-6.9%
Other	45,327	42,400	-2,927	-6.5%
<b>Total</b>	<b>226,761</b>	<b>275,000</b>	<b>48,239</b>	<b>21.3%</b>

**Breakdown of Mobile Crane Sales Inside and Outside Japan**

Japan	44,307	45,000	693	1.6%
Outside Japan	104,124	152,500	48,376	46.5%
<b>Total</b>	<b>148,431</b>	<b>197,500</b>	<b>49,069</b>	<b>33.1%</b>



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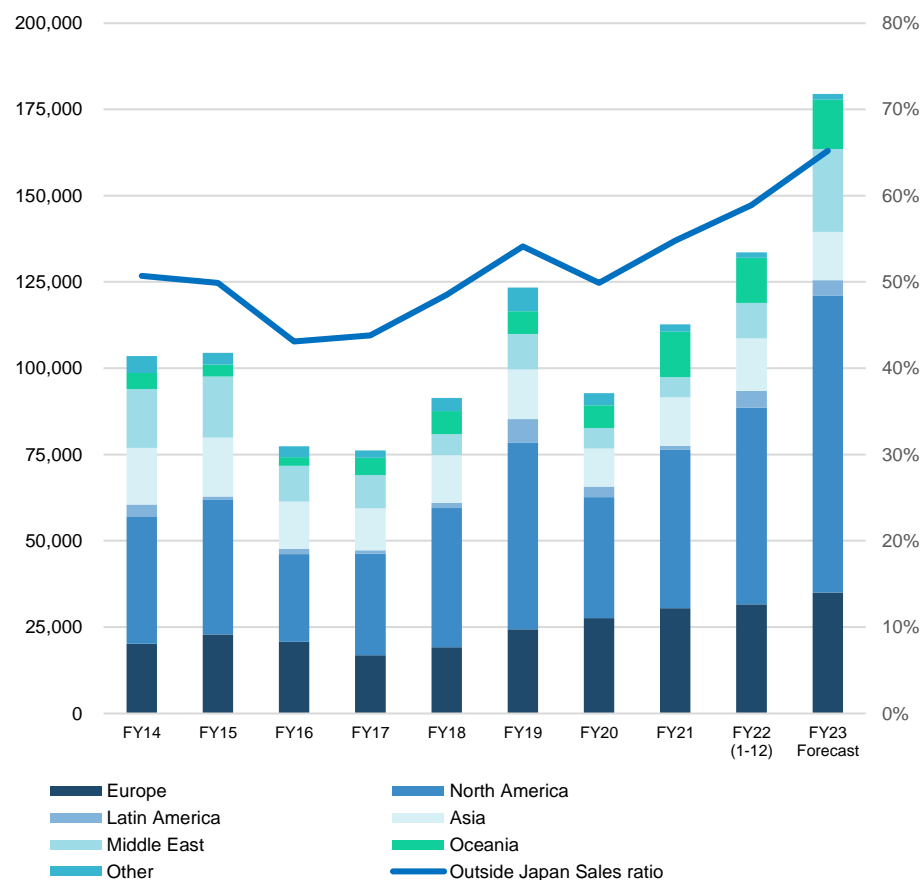
# FY 2023 Forecast (Net Sales by Destination)

(Unit: millions of yen)

	FY2022 (adjusted)	FY2023 Forecast	Increase/Decrease	
			Amount	Percentage
Europe	31,574	35,000	3,426	10.9%
North America	57,000	86,000	29,000	50.9%
Latin America	4,882	4,500	-382	-7.8%
Asia	15,155	14,000	-1,155	-7.6%
Middle East	10,325	24,000	13,675	132.4%
Oceania	13,066	14,300	1,234	9.4%
Other	1,609	1,700	91	5.7%
<b>Subtotal (total outside Japan sales)</b>	<b>133,611</b>	<b>179,500</b>	<b>45,889</b>	<b>34.3%</b>
Japan	93,150	95,500	2,350	2.5%
<b>Total</b>	<b>226,761</b>	<b>275,000</b>	<b>48,239</b>	<b>21.3%</b>
<b>Outside Japan Sales Ratio</b>	<b>58.9%</b>	<b>65.3%</b>		

( Millions of yen )

Net Sales by Destination



\*The graph above excludes Japan.

\*\*"Other" is comprised of Africa and the CIS.

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