YAMABIKO

DRIVE CHANGE



Summary of financial results for 1Q, FY2026/12

May 2026

YAMABIKO CORPORATION

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1 Financial Results for 1Q FY26/12

January 1, 2026 – March 31, 2026

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Financial Results Compared with the Previous Fiscal Year

- Net sales increased compared to the same period last year. In the core OPE* business, sales of lawnmowers and chainsaws expanded in the North American market, particularly for home improvement centers. Steady sales performance of robotic mowers in the European market also contributed to the year-on-year increase.

- In terms of profitability, operating profit increased mainly due to sales growth and foreign exchange effect. Ordinary profit and net profit also increased, as foreign exchange losses in the previous period turned into foreign exchange gains this period.

Net Sales

49,351 million yen

YoY +12.7%

Operating Profit

6,500 million yen

YoY +16.6%

Profit
attributable to owners of parent

4,495 million yen

YoY +46.8%

(Millions of yen)	FY25/12 1Q	Breakdown (%)	FY26/12 1Q	Breakdown (%)	Changes (%)
Net sales	43,785	100.0	**49,351**	**100.0**	**+12.7**
Cost of sales	28,738	65.6	**33,223**	**67.3**	**+15.6**
Selling, general & administrative expenses	9,471	21.6	**9,628**	**19.5**	**+1.7**
Operating profit	5,575	12.7	**6,500**	**13.2**	**+16.6**
Ordinary profit	4,946	11.3	**6,622**	**13.4**	**+33.9**
Profit attributable to owners of parent	3,063	7.0	**4,495**	**9.1**	**+46.8**

Exchange Rates

Currency	FY25/12 1Q	FY26/12 1Q	Changes (%)
1 dollar	153 yen	**157** yen	**+2.9**
1 euro	161 yen	**184** yen	**+14.4**

(*) **"OPE" = Outdoor Power Equipment**

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Summary for Results by Segment

Net sales

Segment (Millions of yen)	FY25/12 1Q	FY26/12 1Q	Changes (%)
Total	43,785	**49,351**	**+12.7**
OPE	33,910	**39,100**	**+15.3**
Industrial Machinery	3,640	**4,100**	**+12.6**
Agricultural Machinery	5,593	**5,583**	**-0.2**
Others	641	**567**	**-11.6**
(Adjustments)	-	-	-

Operating Profit

Segment (Millions of yen)	FY25/12 1Q	FY26/12 1Q	Changes (%)
Total	5,575	**6,500**	**+16.6**
OPE	8,059	**8,857**	**+9.9**
Industrial Machinery	284	**147**	**-48.3**
Agricultural Machinery	-210	**19**	**-**
Others	187	**115**	**-38.4**
Common expense for the entire corporation	-2,745	**-2,639**	**-3.9**

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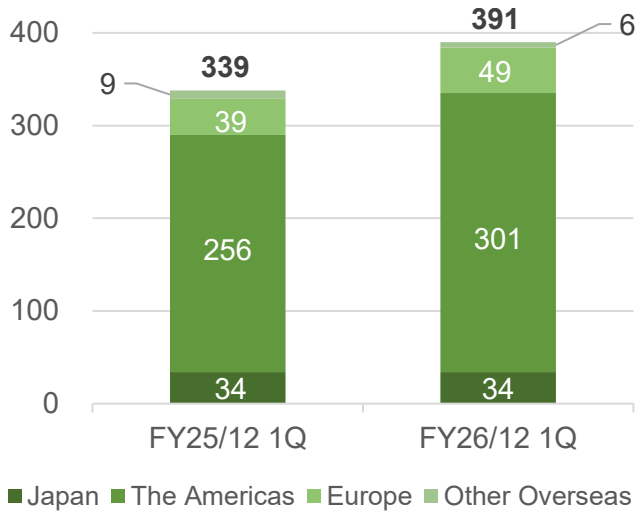
Sales Volume by Segment / Region

(Hundred millions of yen)

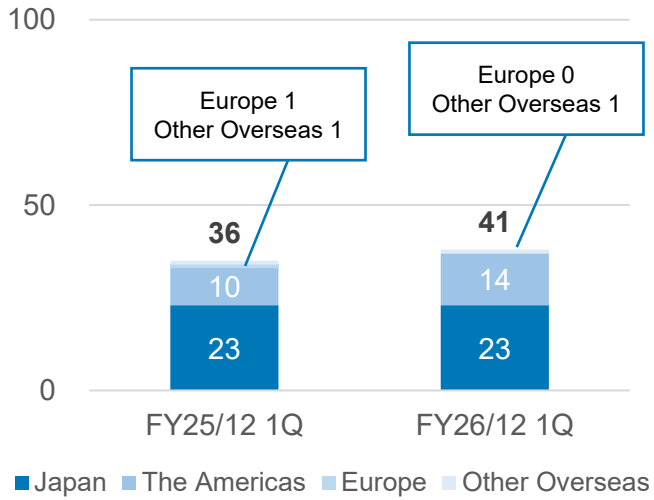
Outdoor Power Equipment



Region	Changes
Japan	+0.0%
The Americas	+14.5%
(North America)	(+15.2%)
Europe	+8.1%

*Excluding the impact of foreign exchange fluctuations for overseas regions.

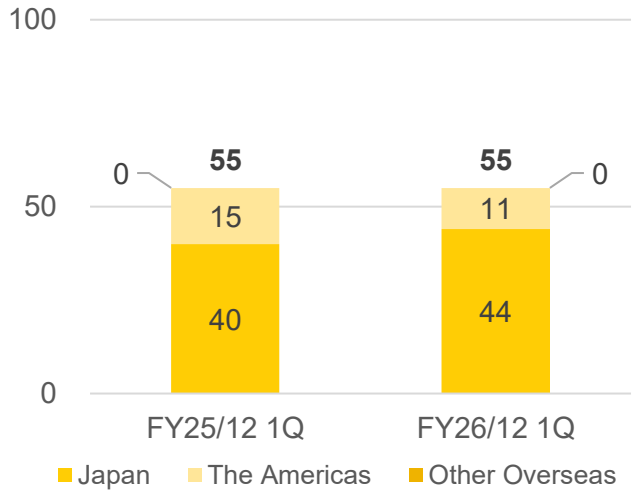
Industrial Machinery



Region	Changes
Japan	+0.9%
The Americas	+41.5%
(North America)	(+35.0%)

*Excluding the impact of foreign exchange fluctuations for overseas regions.

Agricultural Machinery



Region	Changes
Japan	+9.3%
The Americas	-28.1%

*Excluding the impact of foreign exchange fluctuations for overseas regions.

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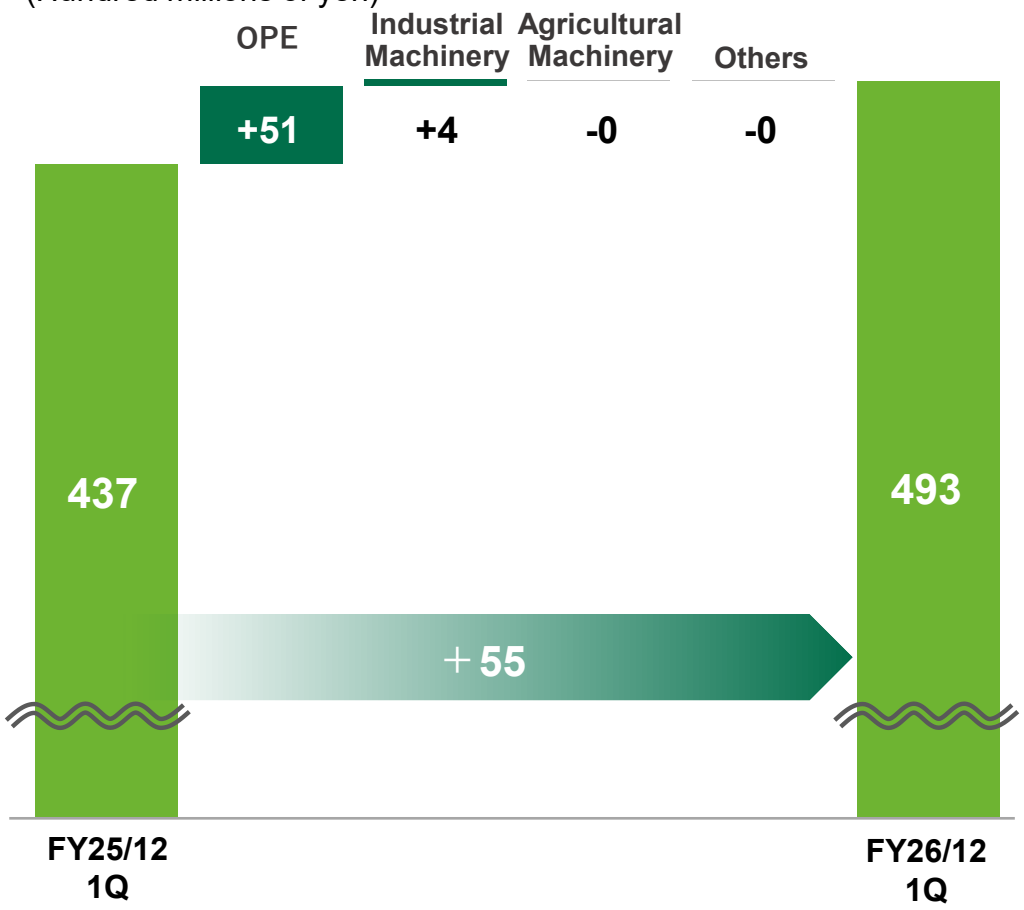
Changes in Consolidated Net Sales and Consolidated Operating Profit

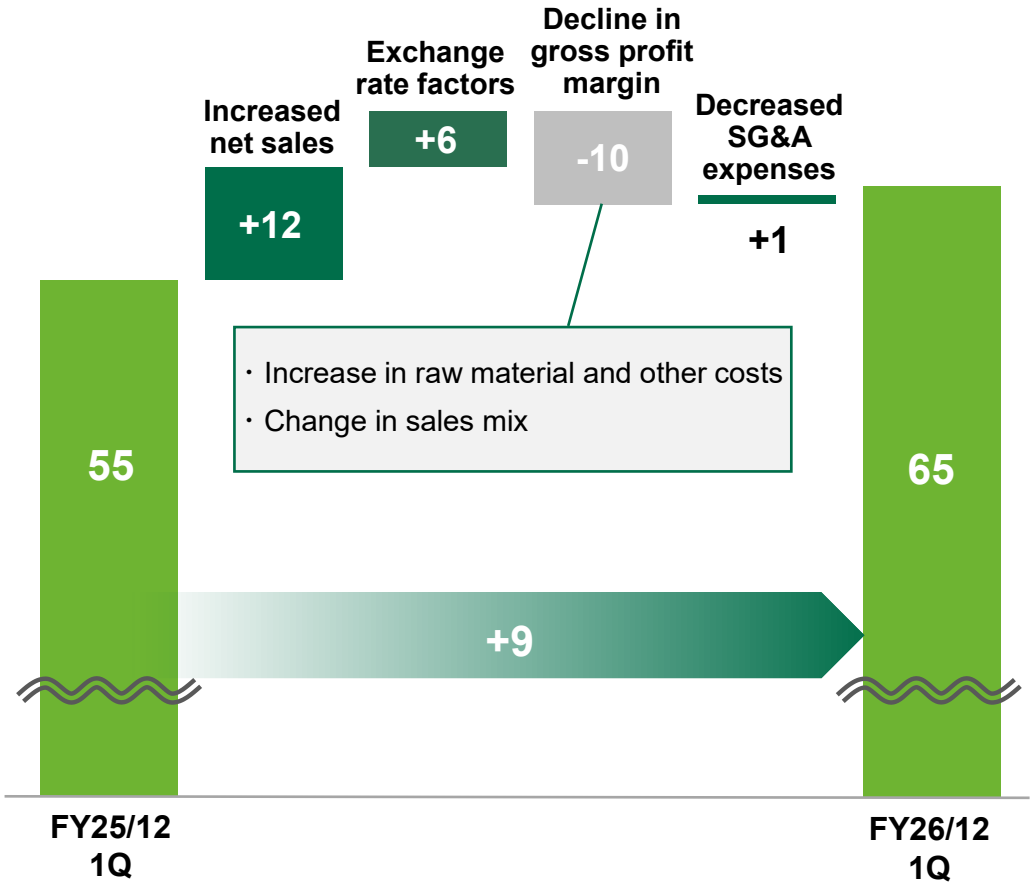
Net Sales

(Hundred millions of yen)



Operating Profit

(Hundred millions of yen)



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Transition of Quarterly Financial Performance



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2 Financial Forecasts for FY26/12

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Summary of Financial Forecasts for FY2026/12

- The financial forecasts for FY2026/12 remains unchanged from the initial forecast.
- In addition to achieving growth in the OPE and Industrial Machinery in the North American market, we will scale up our European operations.
- In terms of profitability, although an increase in expenses is expected due to expanded investments in human capital and IT, the full-year contribution of last year's price revisions, together with continued growth in the highly profitable robotics business, will support profitability.

  While raw material prices remain high and the procurement situation remains uncertain due to the conflict between the United States/Israel and Iran, we are taking measures to prevent any impact on production by changing procurement routes and considering alternative materials.

(Millions of yen)	FY25/12	Breakdown (%)	FY26/12 Forecast	Breakdown (%)	Changes (%)
Net sales	174,020	100.0	**185,000**	**100.0**	**+6.3**
Cost of sales	115,694	66.5	**122,500**	**66.2**	**+5.9**
Selling, general & administrative expenses	38,603	22.2	**41,500**	**22.4**	**+7.5**
Operating profit	19,722	11.3	**21,000**	**11.4**	**+6.5**
Ordinary profit	19,537	11.2	**20,000**	**10.8**	**+2.4**
Profit attributable to owners of parent	14,444	8.3	**15,000**	**8.1**	**+3.8**

Exchange Rates

Currency	FY25/12	FY26/12 Forecast
1 dollar	150 yen	**150** yen
1 euro	169 yen	**175** yen

Foreign Exchange Impact for 2Q-4Q 2026

(1 yen change; Depreciation: +, Appreciation: -)

Currency	Net Sales	Ordinary Profit
1 dollar	±**570** mn yen	±**100** mn yen
1 euro	±**90** mn yen	±**80** mn yen

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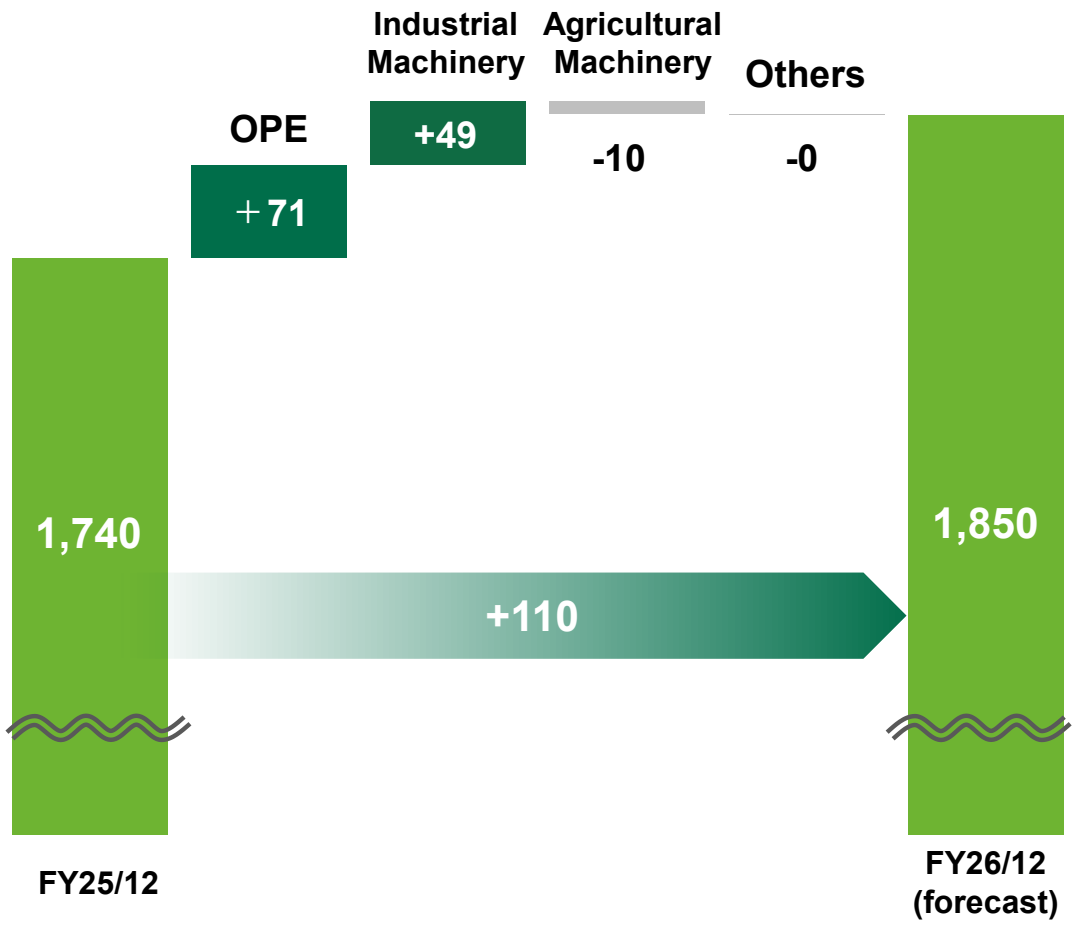
(Projected) Increase / Decrease of Consolidated Net Sales by Segment in FY2026/12 (JPY Basis)

(Hundred millions of yen)



Outdoor Power Equipment

In the North American market, which continues to grow steadily, sales are projected to progress favorably, particularly for home improvement centers. Sales are also expected to increase in the Europe market, driven by the continued strong sales of OPE products, including robotic mowers.

Industrial Machinery

In the Noth American market, we expect a recovery in sales to local rental companies and a sales increase driven by the light tower assets acquired last year.

Agricultural Machinery

Sales are forecast to decline as appetite for investing in equipment among agricultural workers has continued to weaken against the backdrop of factors such as the downturn in grain prices in North America.

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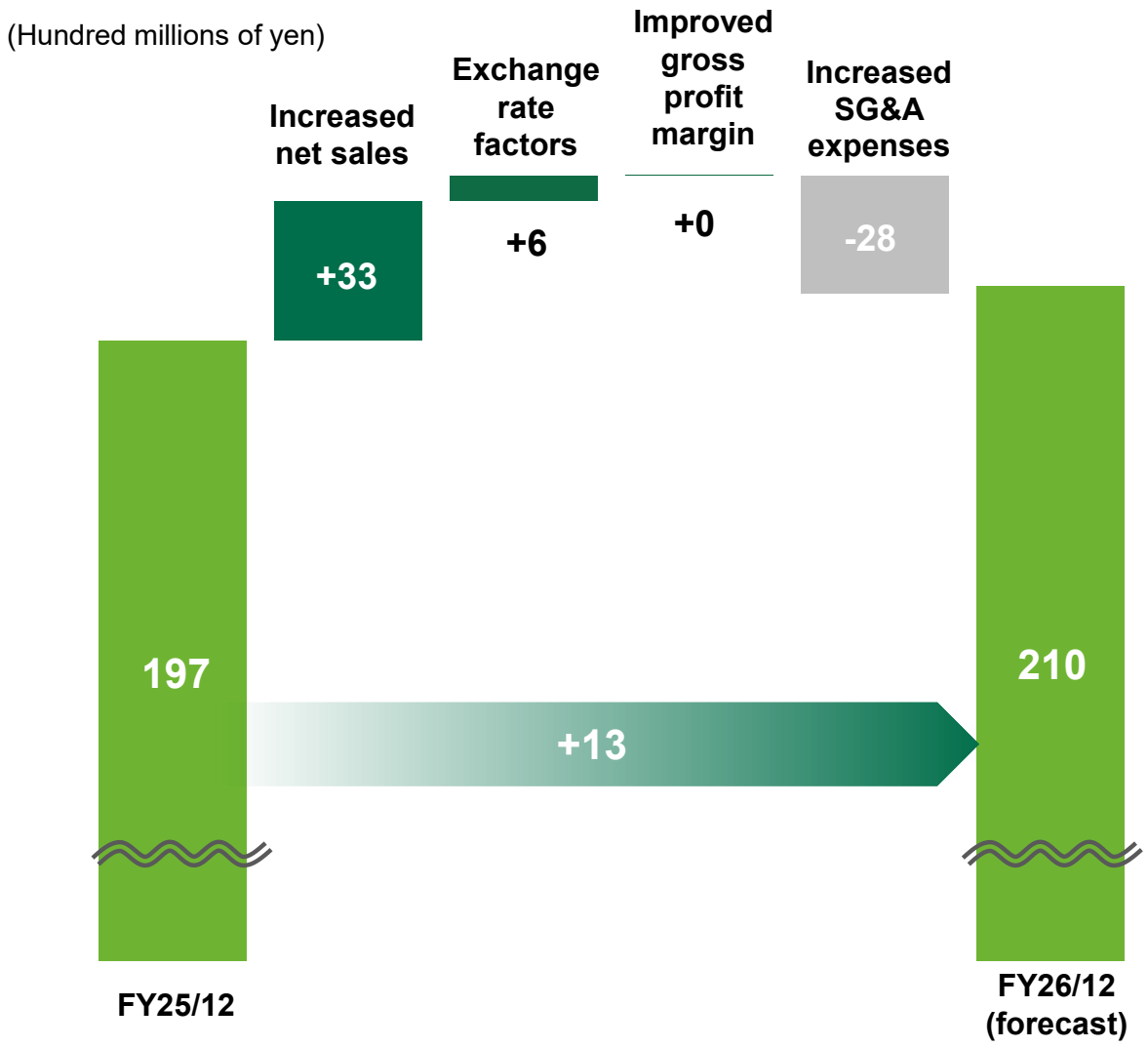
(Projected) Increase / Decrease of Consolidated Operating Profit in FY2026/12



Net sales factors

Profit is expected to increase due to an increase in actual net sales excluding the impact of exchange rates.

Exchange rate factors

Profit is expected to increase due to the assumption of a weaker yen (mainly against the euro) compared with the previous fiscal year.

Gross profit margin

Despite higher material costs and the impact of tariffs, profitability will be maintained through the full-year contribution of last year's price revisions and expansion of the highly profitable robotics business.

SG&A expenses

We expect an increase in SG&A expenses, including increased investments in human capital and IT and R&D expenses (for new businesses and others).

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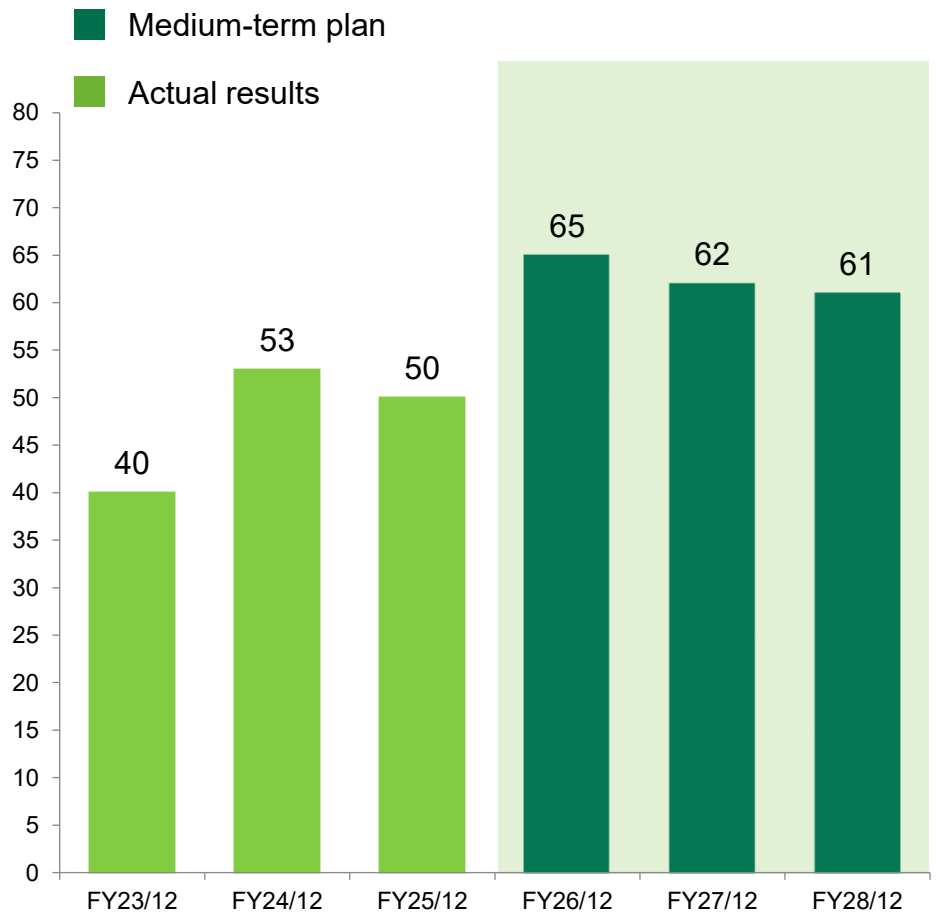
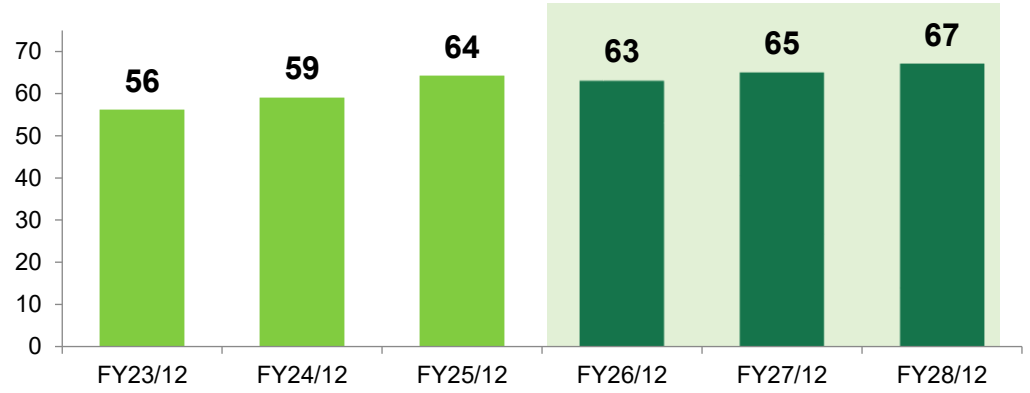
Capital Investment / R&D Expenses / Depreciation

(Hundred millions of yen)

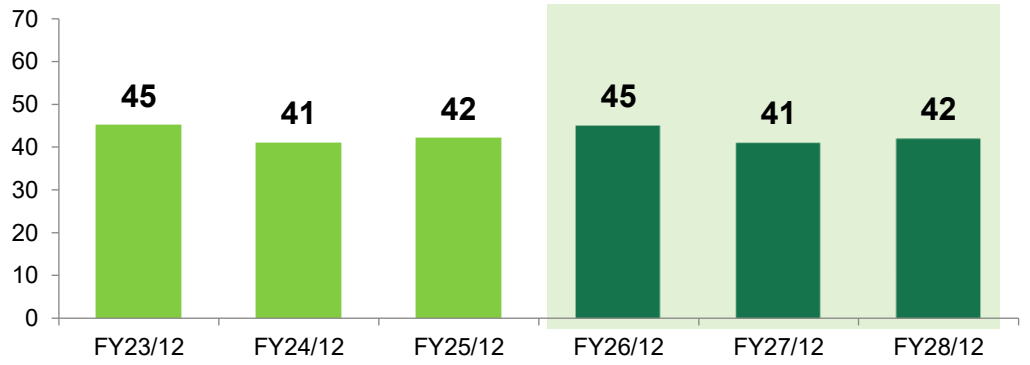
Capital Investment



R&D Expenses



Depreciation



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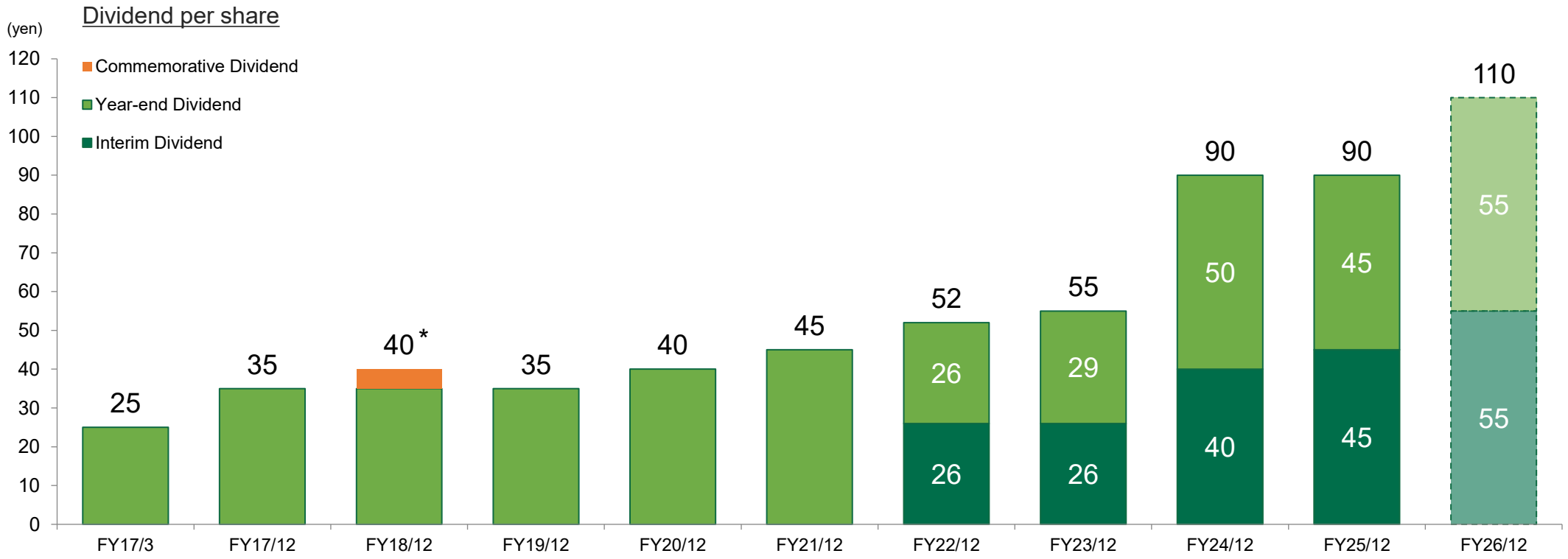
Continue to pay stable dividends based on past dividends with a target payout ratio of approximately 30%

- Taking into account the progress of our growth investments and our financial position, and closely monitoring stock market trends, we will consider a comprehensive shareholder return policy, including share buybacks.
- We are planning to pay an annual dividend per share of 110 yen (an increase of 20 yen per share from the previous fiscal year) for FY26/12, consisting of interim and year-end dividends of 55 yen each.



* The year-end dividend for the fiscal year ended December 31, 2018 includes 5 yen for the 10th anniversary commemorative dividend.

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Exhibited at the CONEXPO-CON/AGG 2026, one of the largest construction machinery trade shows in North America (March 2026)

- Our U.S. subsidiary Echo Inc., exhibited at the CONEXPO-CON/AGG 2026
- Showcased light towers (the assets we acquired at the beginning of the year) as well as large-scale 400kVA diesel generators, among others
- Highlighted the appeal of our ECHO brand and the expansion of our industrial machinery lineup in the North American market



ECHO Inc. Exhibition Booth

Exhibiting at the CSPI 2026 (June 2026)

- Planning to exhibit at the CSPI 2026, one of the largest construction and surveying tradeshows in Japan
- Mainly showcasing a collection of the latest models in three solution areas: power generation, cutting, and welding
- Featuring hands-on exhibits for visitors to *see, touch, and experience*, with the theme of *experiential solutions that connect people, nature, and the future*

CSPI 2026
第8回 国際 建設·測量展
International Construction & Survey Productivity Improvement

Venue : Makuhari Messe
June 17 (Wed), 18 (Thu), 19 (Fri), 20 (Sat), 2026



Booth Image

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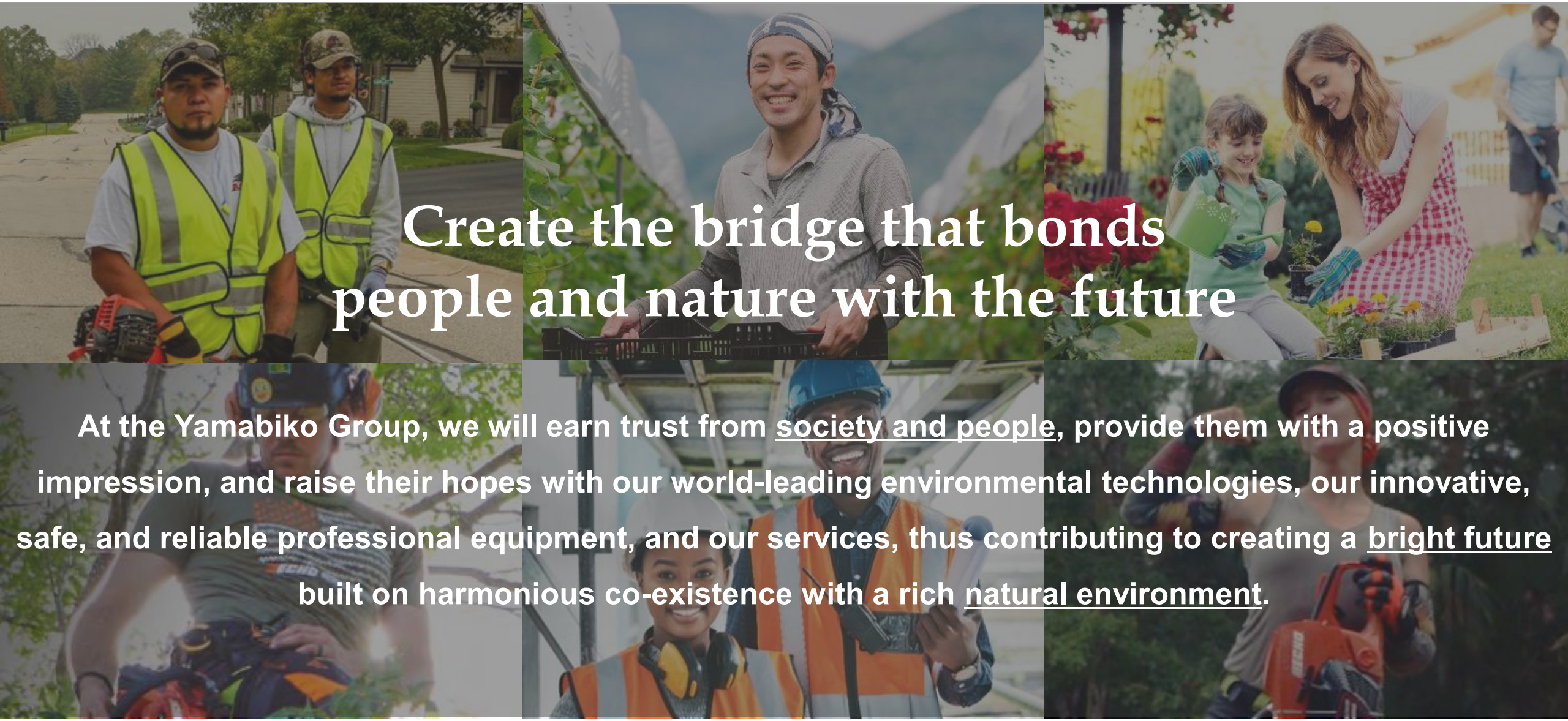
DRIVE CHANGE



Create the bridge that bonds people and nature with the future

At the Yamabiko Group, we will earn trust from society and people, provide them with a positive impression, and raise their hopes with our world-leading environmental technologies, our innovative, safe, and reliable professional equipment, and our services, thus contributing to creating a bright future built on harmonious co-existence with a rich natural environment.

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APPENDIX

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Corporate Name	YAMABIKO CORPORATION
Established	December 1, 2008
Headquarters	7-2 Suehirocho 1-chome, Ohme, Tokyo, Japan
Net Sales	JPN ¥ 174,020 mil （Consolidated sales as of December 2025）
Capital	JPN ¥6,000 mil
Fiscal Term	December 31
Consolidated Subsidiaries	14*（6 in Japan & 8 overseas/as of December 31, 2025）
Employees	2,945 people (as of December 31, 2025/ Consolidated)
Listed Market	Prime Market, Tokyo Stock Exchange
Ticker Symbol	6250
All-Issued Stock	44,108,428 shares (as of December 31, 2025)
Share Unit Number	100 shares

*This excludes one affiliated company accounted for using the equity method.

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Developed Japan's first backpack trimmers and speed sprayers in addition to the world's first handheld blowers

KIORITZ ECHO

KIORITZ CORPORATION

Established in 1947

Shin-Daiwa Kogyo Co., Ltd

Established in 1952






Following the tightening of emission regulations and industrial restructuring in the 2000s, two companies with long histories and strong track records merged in 2008. Yamabiko was established with the aim of achieving sustainable growth through reinforcement of the management base and the utilization of synergies

KIORITZ shindaiwa ECHO

YAMABIKO

YAMABIKO CORPORATION

Established in 2008





Developed world-first products such as hybrid 4 engines and multi-voltage generators through the development of power chainsaws

shindaiwa

The origin of the name “Yamabiko"

The company name "Yamabiko," the god of the mountains, symbolizes the company's commitment to its philosophy of contributing to the conservation and improvement of the nature and environment.

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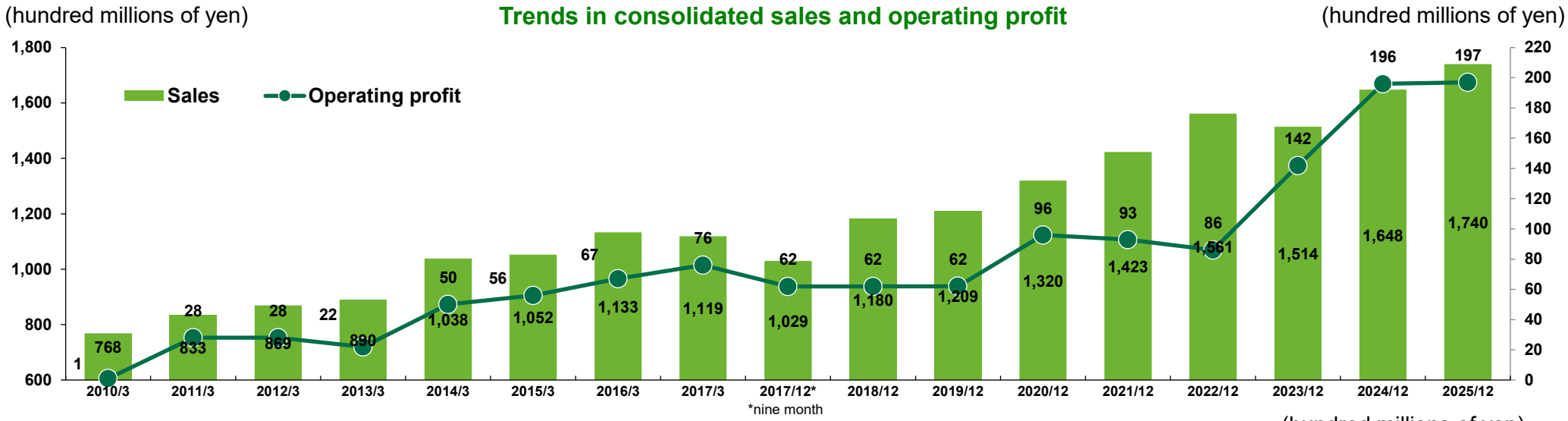
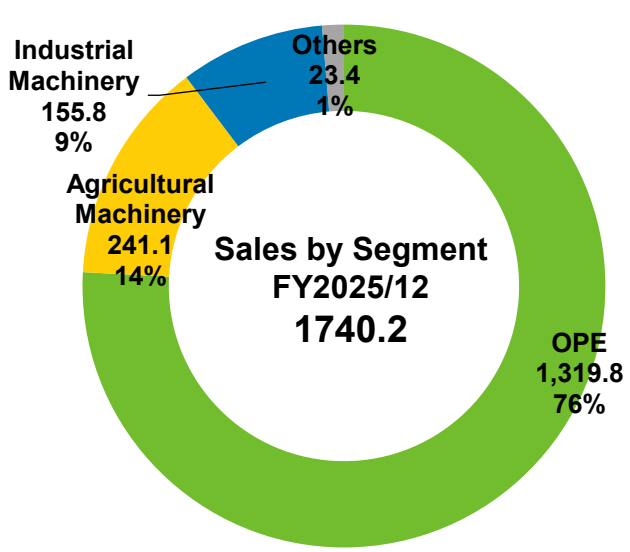
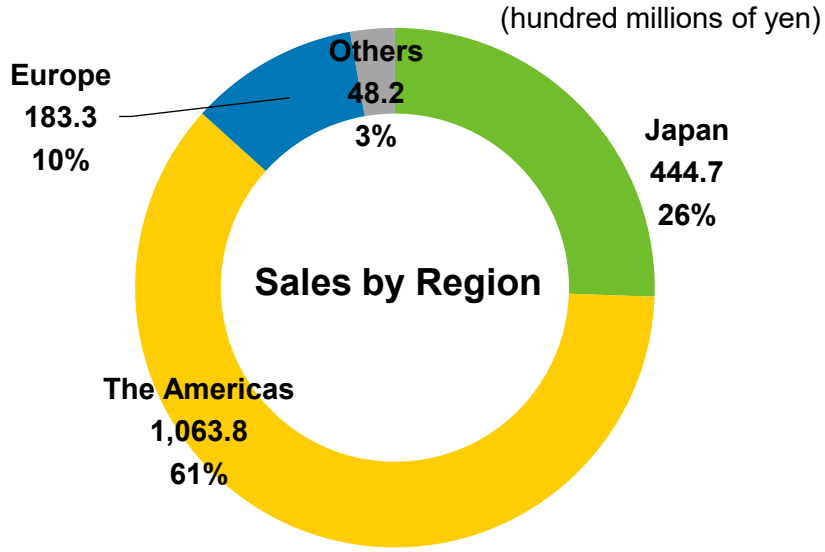
Net Sales Trend & Sales by Segment

Trends in consolidated sales and operating profit







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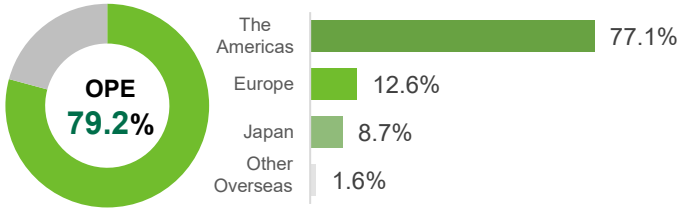
Segment : Outdoor Power Equipment

Sales Composition by Segment and Region
FY2026/12 1Q



In Japan, outdoor power equipment is sold as equipment used by farmers and forestry workers for mowing lawns and felling trees. Overseas, outdoor power equipment is called OPE* and is sold as equipment used by professionals engaging in green space management to maintain gardens and green spaces.

Overseas, we divide the OPE segment into the professional user market for landscapers and other professionals whose business is green space management and the general user market for homeowners who use the products mainly for private use.

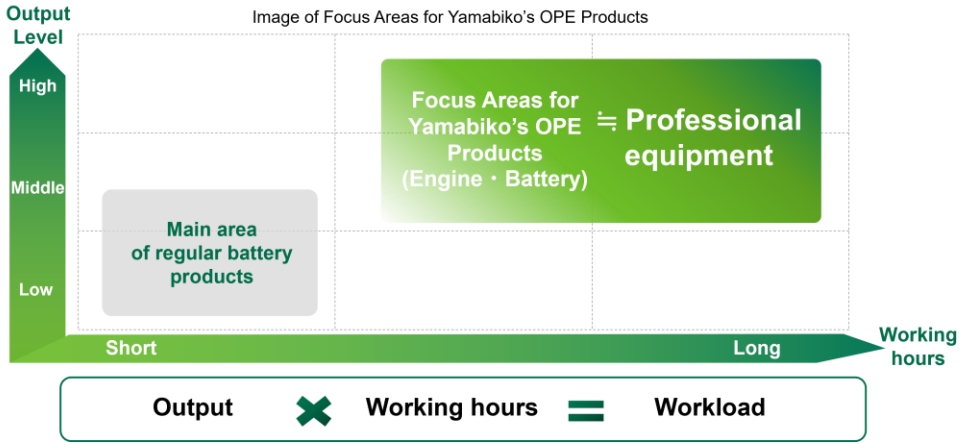
The products include outdoor power equipment with engines or motors as a power source and robotic mowers.





Product development capabilities that meet market needs

Developing products with high work efficiency for professional users, regardless of the power source



Technological strengths

High quality engines that conform environmental regulation

- **Compact, lightweight, high output (optimal for handheld machinery), low cost**
- **Largest emission-compliant engine family in the industry**

Reduced environmental impact and improved work efficiency

- **Electric products with superior output and control technology from the perspective of professional users**
- **Fossil fuel to alternative fuel application technology**

※Outdoor Power Equipment

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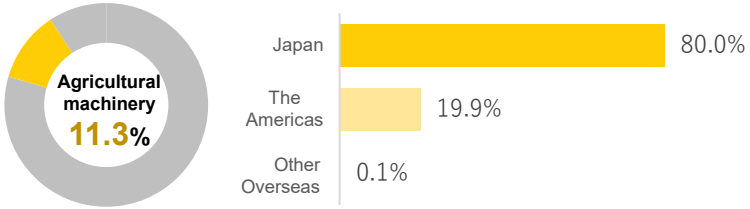
Sales Composition by Segment and Region
FY2026/12 1Q



In Japan, we manufacture and sell pest control machinery used across a wide range of work sites—including paddy fields, upland farming, orchards, and livestock operations—as well as work machinery that contributes to labor savings and improved operational efficiency. In North America, we manufacture and sell agricultural harvesting machinery.


Mounted equipment for cropland pest control


Remote control mower


Speed Sprayer


Potato harvesters (North America)

Technological strengths

Realizing smart agriculture by combining ICT with accumulated weed and pest control technology

Air blast technology
Spray technology・Dispersion technology

- Realization of uniform dispersion in all kinds of cultivations systems including paddy fields, dry fields, orchards and greenhouse farming
- Development of low noise high intensity air blast system
- In-house development of Yamabiko nozzle to reduce agrochemical splashes


Yamabiko nozzle during spraying （fan shape）（average particle diameter 110～270 microns）

×

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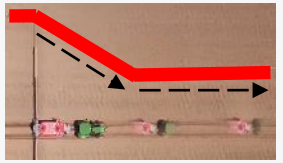
- Communication with tractor using world-class telecommunications technology (ISOBUS)
- Dispersion of the right amount of agrochemicals to the right place in the field, without waste, thanks to Global Navigation Satellite System (GNSS)
- World's first technology for automatically controlling the dispersion area according to the preprogrammed shape of the field





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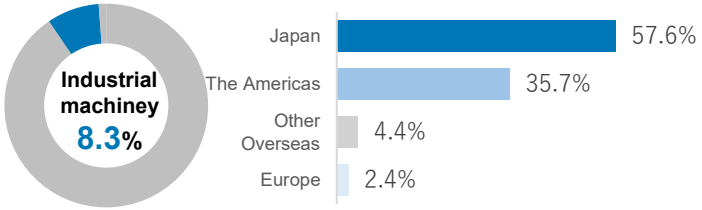
Sales Composition by Segment and Region

FY2026/12 1Q



Production and sales of construction, earthmoving, ironsmith machines



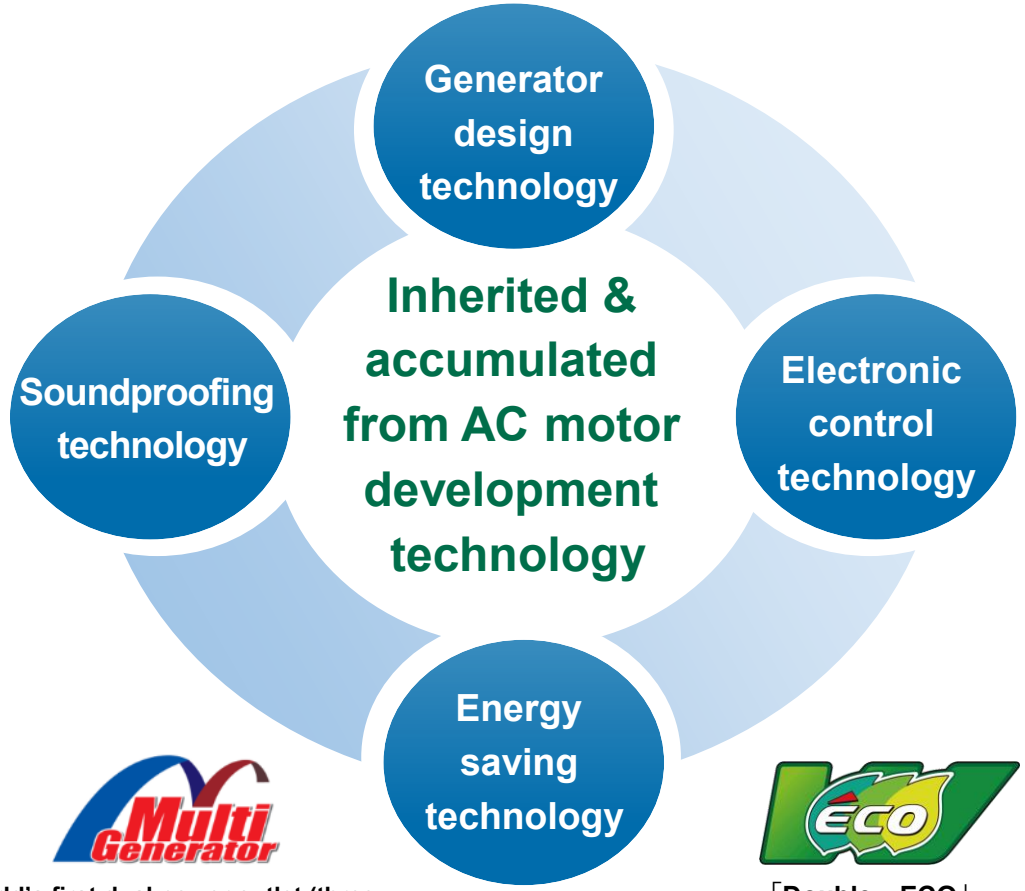
Multi-Hybrid System

A environmentally friendly power generation system that combines three power sources: solar power generation, storage batteries, and a generator.


Generators


Light Tower

Technological Strength



Multi Generator

World's first dual power outlet (three phase & single phase) (patented in the United States and Japan)

ECO

「Double ECO」

Development of two outstanding eco-functions for achieving high fuel efficiency and reducing noise and emissions

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Production in Japan



Production Dept. (Morioka)

Production of outdoor power equipment (machining, painting, assembling, etc.)
Production of pest control equipment (metal works, painting, assembling, etc)
※ Engine for Large-scale pest control equipment is outsourced.



Production Dept. (Hiroshima)

Production of outdoor power equipment (machining, assembling, etc.)
Production of generators, welders, electric tools, etc.(assembling, etc.)
※ Engine for generators & welders is outsourced.

- Plant
- Subsidiaries



Production Dept. (Yokosuka)

Production of outdoor power equipment (casting, surface treatment, machining, assembling, etc.)

Subsidiaries

- Oppama Industry (Yokosuka) ; Electric components/Gear housings
- Soushin Industry (Ohme): Plastic components
- NewTech (Nagano): Experimental components
- Yamabiko Engineering (Aki-Takada): Metal works

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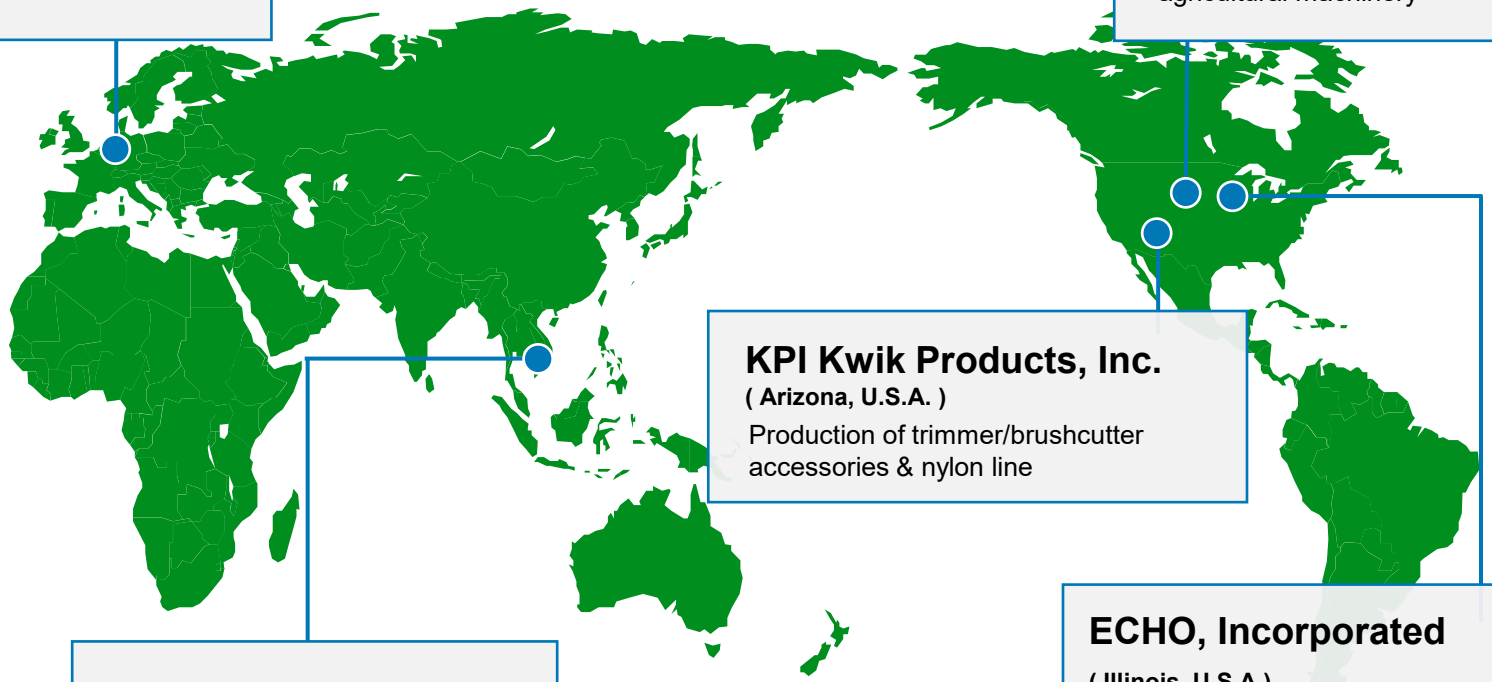
Overseas Production

YAMABIKO Europe SA
(WAVRE, Belgium）
Manufacturing and Sales of robotic lawnmowers

Crary Industries, Inc.
(North Dakota, U.S.A)
Production of chippers/shredders & agricultural machinery



KPI Kwik Products, Inc.
(Arizona, U.S.A.)
Production of trimmer/brushcutter accessories & nylon line

YAMABIKO VIETNAM Co., Ltd
(Binh Duong Province, Vietnam）
Production of industrial machinery parts

ECHO, Incorporated
(Illinois, U.S.A)



Production of outdoor power equipment
*Engine unit and some components are supplied from Yamabiko (Japan)

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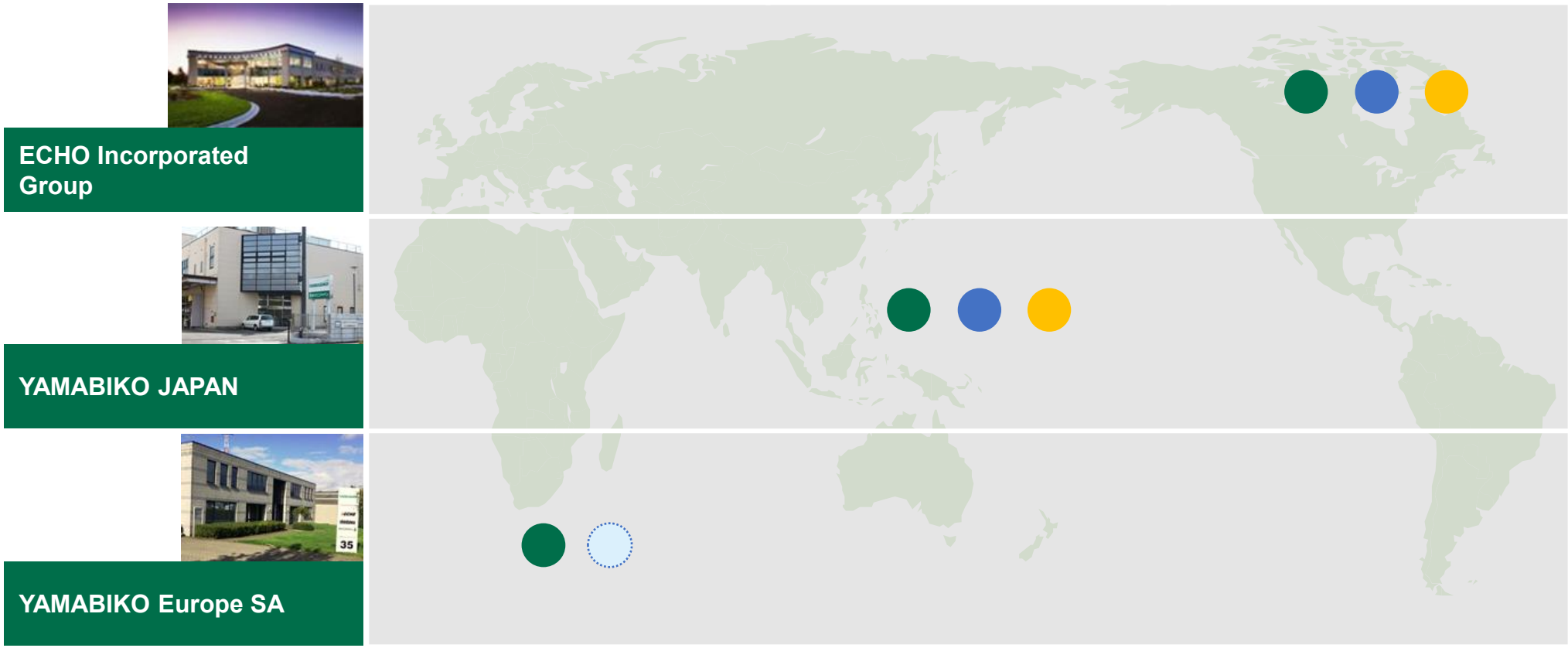
Sales Structure



*Sales in Asia, Middle East and Oceania are handled by YAMABIKO's head office.

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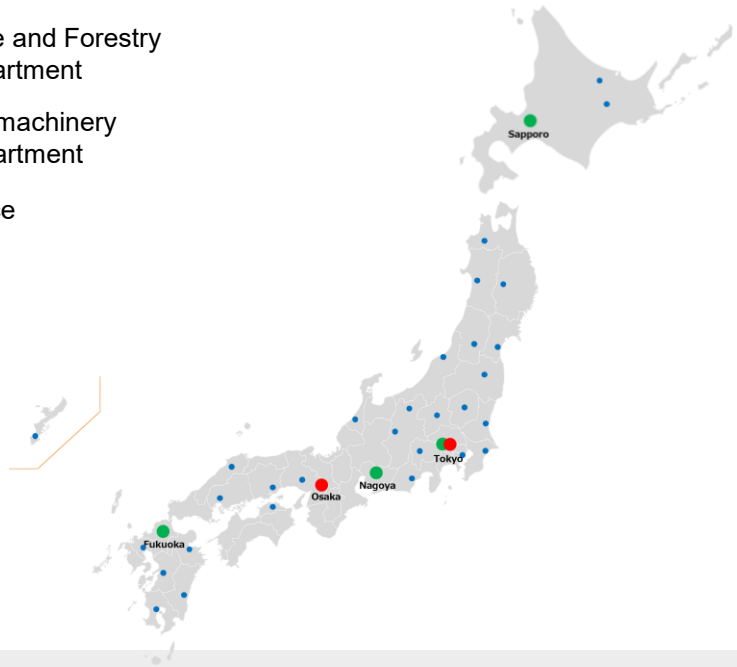
YAMABIKO JAPAN Co., Ltd

Corporate Name	YAMABIKO JAPAN Co., Ltd
Established	June, 2017
Headquarters	Ohme, Tokyo, Japan
Sales base	6 sales department and 36 offices

Sales Base

- Agriculture and Forestry sales department
- Industrial machinery sales department
- Sales office



Sales offices in the Japanese market

Diversified sales channels and complete sales structure for 3 segments and 3 brands

Complete sales structure

- **Sales 3 brands: KIORITZ, Shindaiwa, and ECHO**
- **6 sales department and 36 offices in Japan**
- **70% of all employees engaged in sales and service**

Providing prompt service as "Sales = Engineers"

- **Highly specialized employees provide comprehensive after-sales service**
- **Providing products to many customers through a wide range of sales channels, including agricultural equipment dealers, home centers, and construction equipment rental companies**

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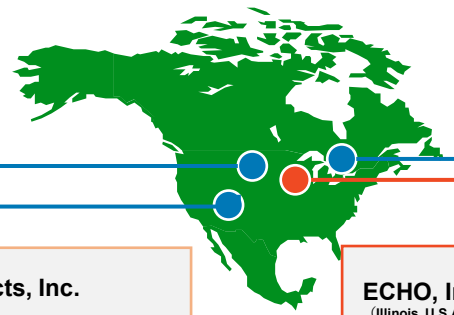
Corporate Name	ECHO, Incorporated
Established	November, 1972
Headquarters	Illinois, U.S.A
Subsidiary	2

ECHO, Incorporated Group

Crary Industries, Inc.
(North Dakota, U.S.A)
Manufacturing and Sales of Agricultural machinery.

ECHO Power Equipment
(Ontario CANADA)
Sales of OPE, Agricultural machinery.





KPI Kwik Products, Inc.
(AZ U.S.A)
Manufacturing of components for OPE.

ECHO, Incorporated
(Illinois, U.S.A)
Manufacturing and sales of OPE.
Sales of Industrial machinery.

ECHO brand has been in the Americas for 50 years

Manufacturing and sales base for OPE, industrial machinery and large agricultural machinery

The largest sales company in the Yamabiko Group

- **Selling OPE in the Americas market since its establishment in 1972, accounting for 60% of the Group sales. (actual results for 2025)**

ECHO brand leading the OPE market

- **Always leading the market with world-first products such as the power blower (1978) and lawn mower (1990)**
- **Trusted by professional users, including the X series.**



World's first power blower



“X Series" professional product line

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YAMABIKO EUROPE SA

Corporate Name	YAMABIKO EUROPE SA
Established	March, 2002
Headquarters	WAVRE, Belgium

Sales offices in Europe

Sales to 34 countries in Europe and Africa





YAMABIKO EUROPE SA

Manufacturing and Sales of robotic lawnmowers & Sales of Outdoor power equipment.

OPE sales and robot R&D base in Europe

Become a wholly owned subsidiary in 2021
Promote European sales strategy to expand sales

Expansion from Belgium to all of Europe

- **OPE products sales in 34 countries in Europe and Africa**
- **Further sales expansion through unified sales strategy and support for distributors and dealers**

R&D and sales structure incorporating customer feedback

- **Developed and sold industry-leading robotic lawnmowers through market-in development in Europe, where robotic lawnmowers are becoming increasingly popular.**



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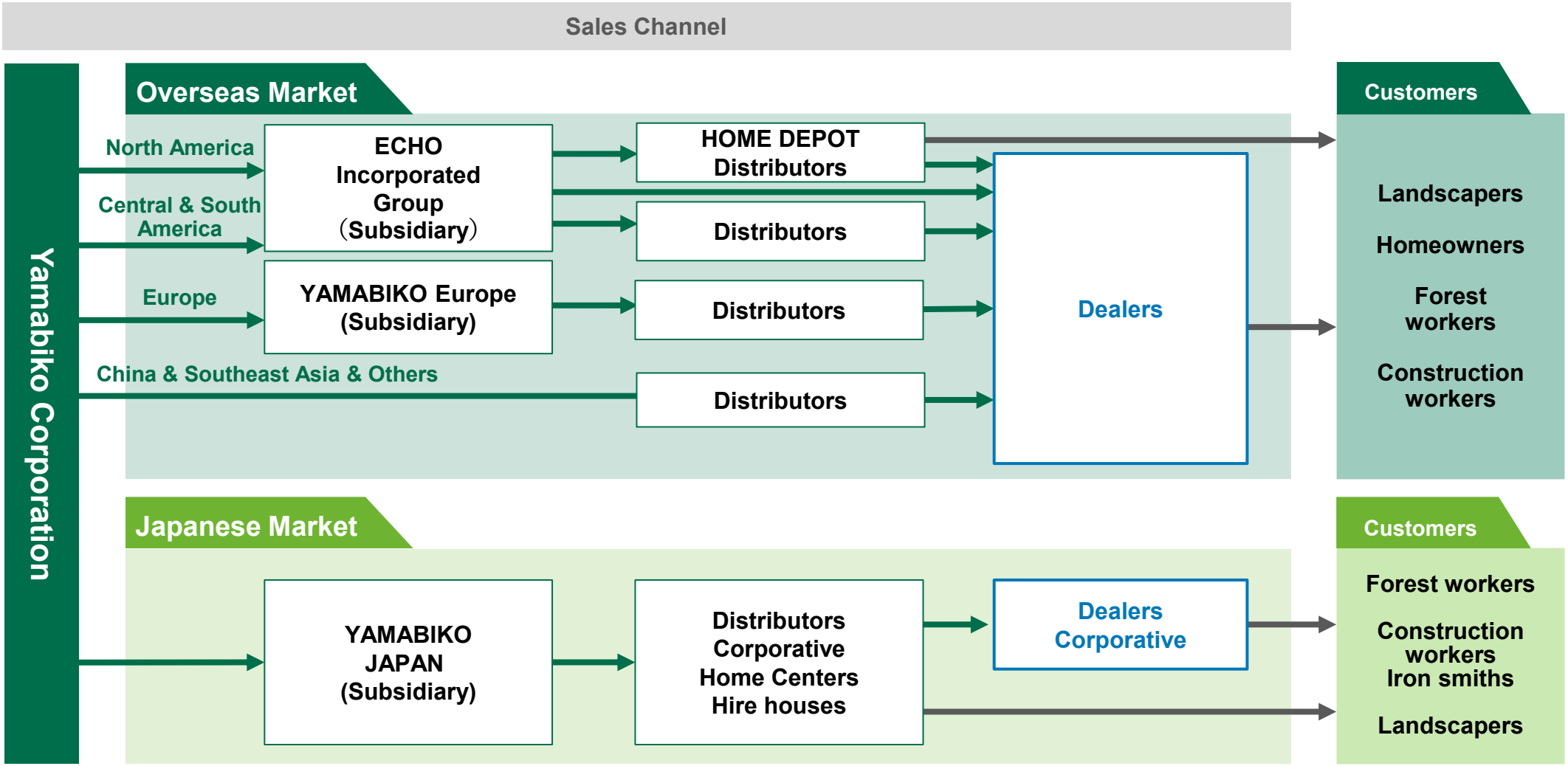
Major Sales Channels



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Domestic Customers



Farmers



Construction workers



Forestry workers

Overseas Customers



Landscapers



Homeowners



Forestry workers



Construction workers

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Various elements may affect actual business in the future and this presentation does not guarantee the materialization of the estimated figures in this presentation.

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