Investor Meeting
for the First Quarter Fiscal Year Ended on March 31, 2027

Hakudo Co., Ltd. (7637)

August 7, 2026

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Q1 FY03/27 Results

Financial Highlights (1)

Net sales	Gross profit	Ordinary profit
21,934 million yen (up 28.6% YoY)	3,599 million yen (up 51.6% YoY)	1,476 million yen (up 210.7% YoY)

Q1 FY03/27 Summary

Net sales

■ Sales increased by 28.6% YoY and reached 21,934 million yen with all-time high record in quarter.

- Sales volume of Standard inventory items and Special-order items increased due to recovery of the demand of semiconductor production equipment industry supported by the rapid growth of the generative AI market.
- By strengthening Sales of Aluminum and Stainless Steel Sheet Metal, our customer base expanded through the establishment of a dedicated sales organization specializing in the semiconductor industry and our market share growth accelerated at the same time in line with the expansion of the semiconductor market.
- Overseas segment revenue increased through the development of new markets and by strengthening our distributor sales network, among other measures.
- Sales unit prices increased due to raw material market upward trends.

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Financial Highlights (2)

Gross profit

■ **Gross profit increased by 51.6% YoY and reached 3,599 million yen**

- Sales volume of Standard stock items, which earn high gross profit margin, increased because of increase in the demand of semiconductor production.
- Profit margins has continued to improve resulting from the price adjustments for small orders implemented in the previous fiscal year.
- Inventory revaluation impact increased due to increase in raw material market upward trends

Ordinary profit

■ **Ordinary profit increased by 210.7% YoY and reached a record high in quarter.**

- Because the growth rate of selling, general, and administrative expenses (11.7%) was kept lower than the growth rate of gross profit (51.7%), Ordinary profit highly increased YoY.

Summary of Consolidated Statements of Income (PL)

Unit: Million yen

	Q1 FY03/26	Sales ratio	Q1 FY03/27	Sales ratio	YoY Change (rate)	YoY Change (amount)
Net sales	17,059	-	21,934	-	+28.6%	+4,875
Standard stock items	9,521	55.8%	12,614	57.5%	+32.5%	+3,092
Special-order items	7,537	44.2%	9,320	42.5%	+23.7%	+1,783
Gross profit	2,373	13.9%	3,599	16.4%	+51.6%	+1,225
Operating profit	385	2.3%	1,378	6.3%	+257.7%	+993
Ordinary profit	475	2.8%	1,476	6.7%	+210.7%	+1,001
Inventory revaluation impact	107	0.6%	352	1.6%	+228.0%	+245
Ordinary profit (Excluding inventories impact)	367	2.2%	1,123	5.1%	+205.7%	+755
Profit attributable to owners of parent	290	1.7%	1,017	4.6%	+250.1%	+726

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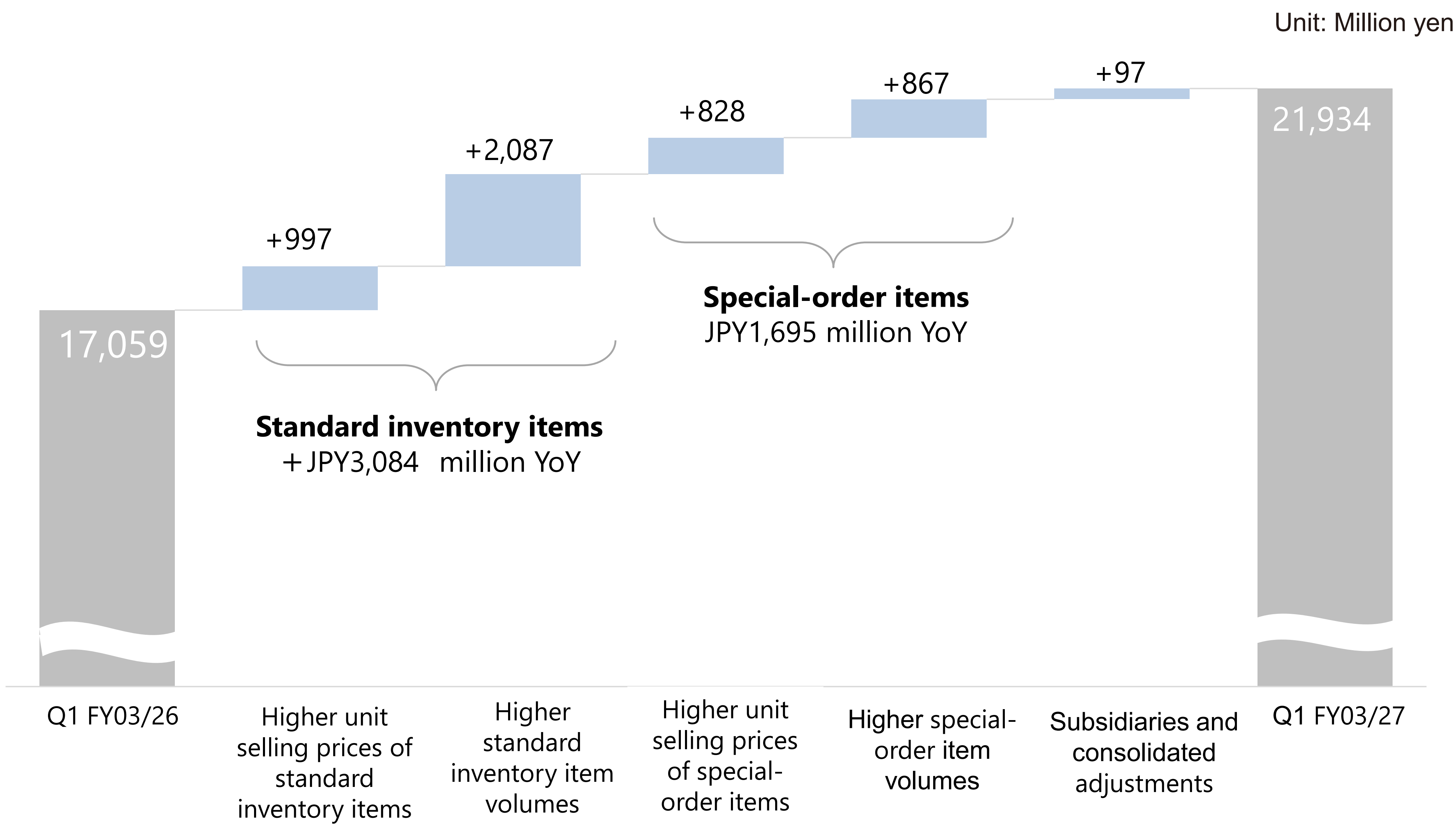
Factors Affecting Year-on-Year Change in Net Sales

- Sales increased by 4,875 million yen YoY due to the increase in sales volume of Standard inventory items and Special-order items and higher unit selling prices.



Standard inventory items (non-consolidated): sales volume +21.6% YoY, selling price +8.6% YoY

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Net Sales by Product Category

- Consolidated net sales of all product categories increased due to recovery of the demand of semiconductor production equipment industry and sales unit prices.

Unit: Million yen

	FY03/26				Q1 FY03/27	Vs. Q1 FY03/26
	1Q	2Q	3Q	4Q		
Consolidated net sales	**17,059**	15,640	16,981	18,428	**21,934**	**+28.6%**
Aluminum	**10,455**	9,514	10,304	11,559	**13,662**	**+30.7%**
Copper	**2,345**	2,302	2,602	3,010	**3,548**	**+51.3%**
Stainless steel	**3,317**	2,975	3,158	3,082	**3,690**	**+11.2%**
Others	**939**	848	915	776	**1,032**	**+9.9%**

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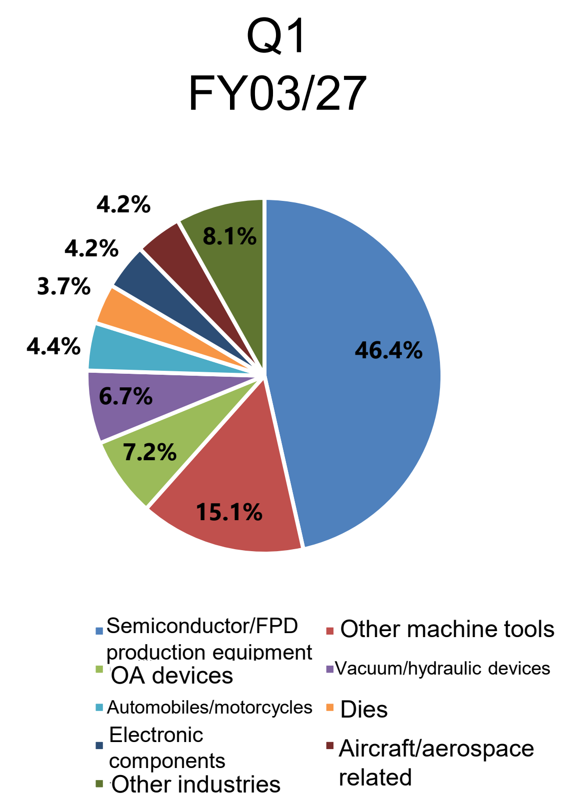
Percentage Breakdown of Net Sales by Industry (Japan)

・Sales ratio of Semiconductor/FPD production equipment industry tends to increase from Q3 FY03/26.
・Aircraft/aerospace related sales increased due to robust public sector demands despite decreased composition ratio of Net Sales.

	FY03/26					FY03/27
	1Q	2Q	3Q	4Q	total	1Q
Semiconductor/ FPD production equipment	36.9%	38.2%	39.6%	43.5%	39.7%	46.4%
Other machine tools	15.9%	15.5%	15.3%	15.2%	15.5%	15.1%
OA devices	9.8%	9.8%	8.5%	8.5%	9.1%	7.2%
Vacuum/hydraulic devices	6.4%	6.3%	7.0%	5.9%	6.4%	6.7%
Automobiles/ motorcycles	5.5%	4.9%	5.0%	4.7%	5.0%	4.4%
Dies	5.4%	5.1%	5.3%	4.3%	5.0%	3.7%
Electronic components	4.1%	4.0%	4.2%	4.0%	4.0%	4.2%
Aircraft/aerospace related	6.2%	5.7%	5.0%	4.8%	5.4%	4.2%
Other industries	9.8%	10.5%	10.1%	9.1%	9.9%	8.1%



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Financial Performance by Segment

- In North America, we returned to profitability thanks to improved profit margins resulting from a review of its sales strategy.
- In China, sales and profits increased due to rising demand in the semiconductor manufacturing equipment sector.
- In the Other segment (Thailand), sales and ordinary income increased YoY due to factors such as rising demand for data centers and semiconductor manufacturing equipment.

Unit: Million yen

	Q1 FY03/26				Q1 FY03/27			
	Net sales	Operating profit/ losses	Ordinary profit/ losses	Profit attributable to owners of parent	Net sales	Operating profit/ losses	Ordinary profit/ losses	Profit (loss) attributable to owners of parent
Japan	14,604	388	532	358	19,321	1,213	1,270	840
North America	1,611	△51	△109	△109	1,358	51	82	81
China	423	0	4	3	667	54	63	47
Other	418	47	47	38	587	59	59	47

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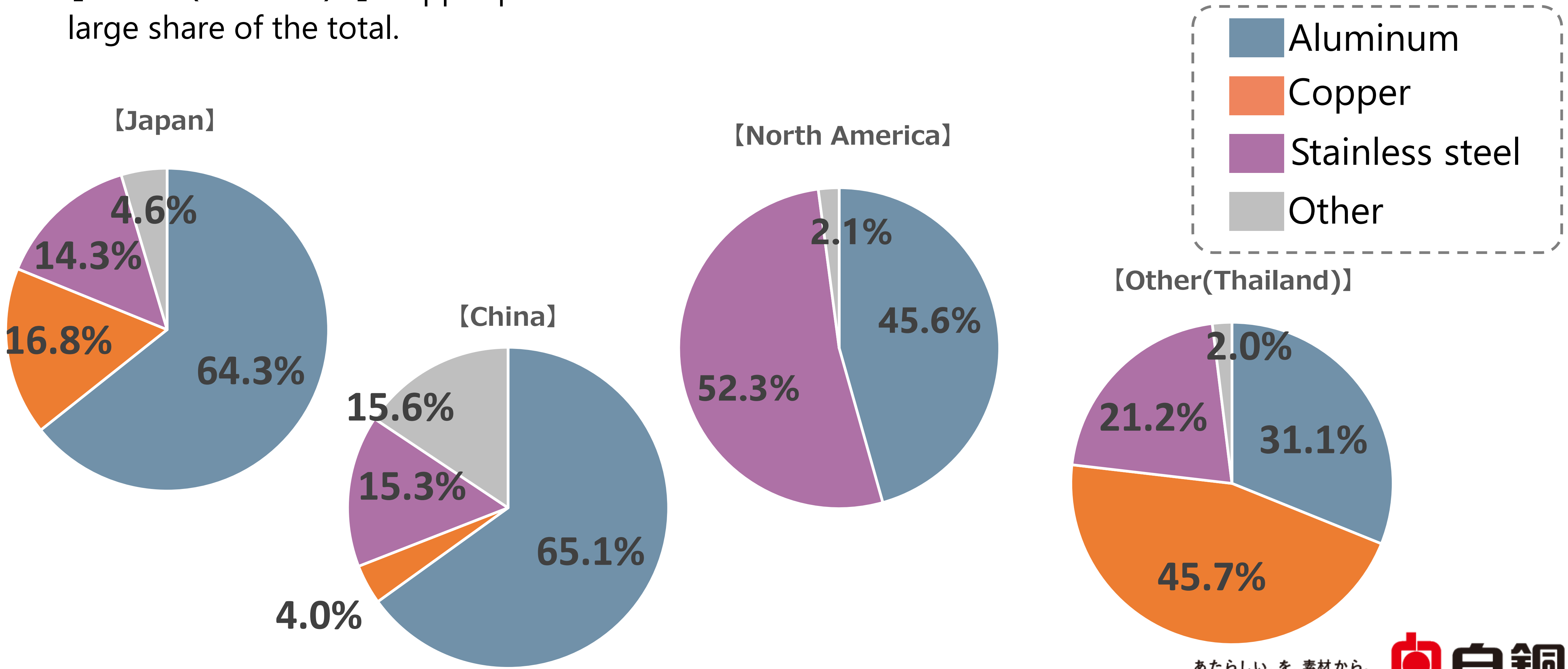
Sales Ratio by Segment

- 【 Japan 】Aluminum products are a large proportion of sales and sales ratio of copper products and stainless steel products is the same due to the large sales to the semiconductor manufacturing equipment industry.
- 【North America】Stainless steel products are a large proportion of sales due to the housing and construction industry.
- 【China】Aluminum products are a high percentage of total sales due to the large sales to the semiconductor manufacturing equipment industry, while the percentage of other products, including specialty steel products for the mold and die and automobile industries, is larger than in Japan.
- 【Other（Thailand）】Copper products for the metal mold and automobile industries account for a large share of the total.



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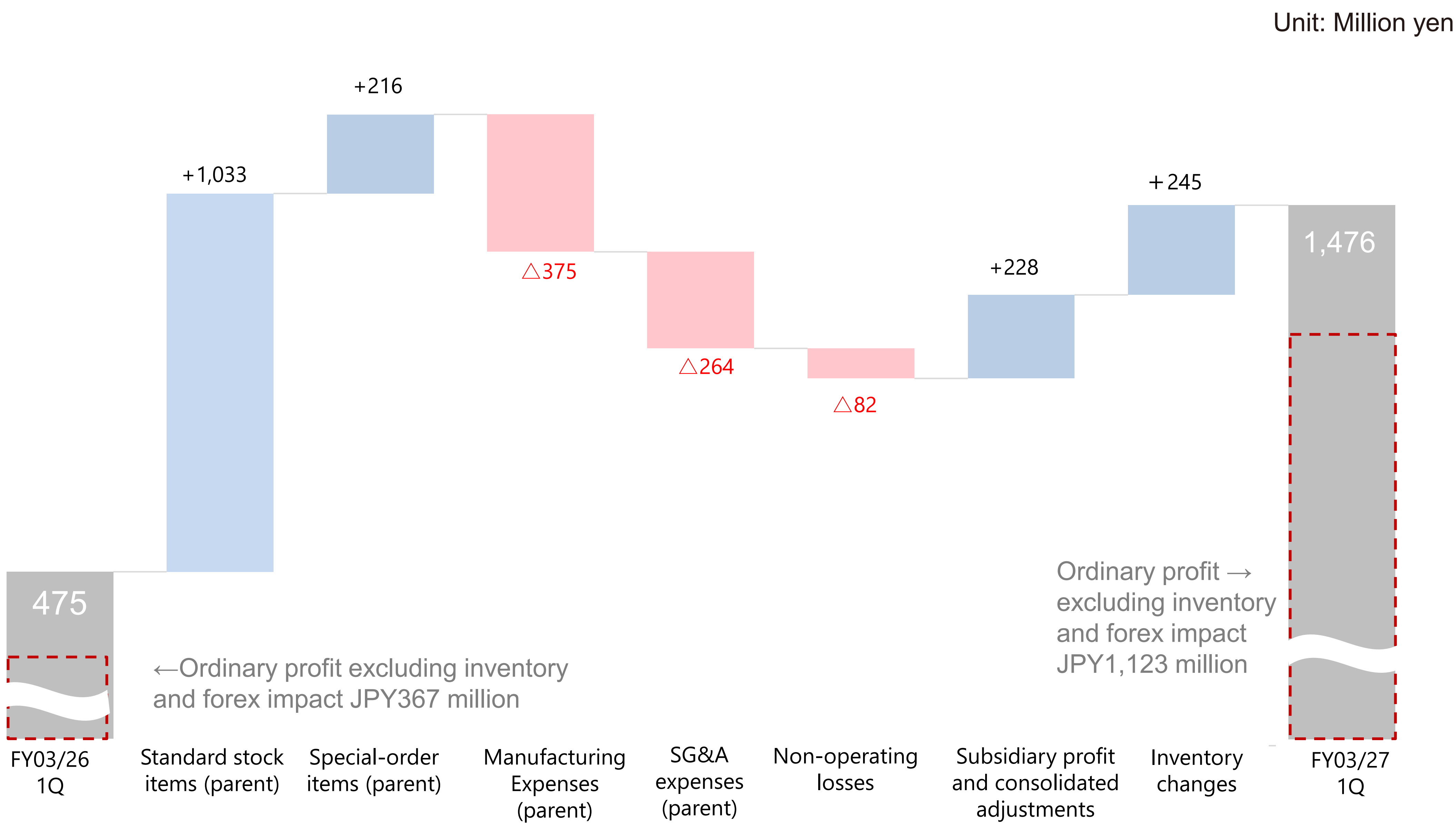
Factors Affecting Year-on-Year Change in Ordinary Profit

- Ordinary profits increased QoQ, as the sales volumes of Standard stock items highly increased.
- Selling, general, and administrative expenses increased due to higher freight rates.



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Balance Sheet (BS)

- Cash and deposits and Notes and accounts receivable – trade increased due to sales increased

Unit: Million yen

Assets	As of March 31, 2026	Composition ratio	As of June 30, 2026	Composition ratio	Change
Current assets	36,925	77.6%	40,006	78.2%	+3,080
Cash and deposits	7,670	16.1%	8,094	15.8%	+424
Notes and accounts receivable – trade (Including electronically recorded monetary claims - operating) Inventories	16,475	34.6%	18,393	36.0%	+1,918
Inventories	12,531	26.3%	13,262	25.9%	+730
Other current assets	248	0.5%	255	0.5%	+7
Non-current assets	10,638	22.4%	11,127	21.8%	+488
Property, plant and equipment	6,518	13.7%	6,752	13.2%	+234
Intangible assets	1,346	2.8%	1,323	2.6%	△23
Investments and other assets	2,774	5.8%	3,051	6.0%	+277
Total assets	47,564	100.0%	51,133	100.0%	+3,568
Liabilities and net assets	**As of March 31, 2026**	**Composition ratio**	**As of June 30, 2026**	**Composition ratio**	**Change**
Current liabilities	21,959	46.2%	24,838	48.6%	+2,878
Notes and accounts payable – trade (Including electronically recorded obligations – operating)	18,988	39.9%	21,528	42.1%	+2,540
Accrued expenses	1,004	2.1%	1,769	3.5%	+765
Income taxes payable	656	1.4%	497	1.0%	△158
Other current liabilities	1,310	2.8%	1,041	2.0%	△268
Non-current liabilities	139	0.3%	122	0.2%	△16
Total liabilities	22,098	46.5%	24,960	48.8%	+2,861
Net assets	25,465	53.5%	26,172	51.2%	+707
Total liabilities and net asses	47,564	100.0%	51,133	100.0%	+3,568

Current assets: Up JPY3,080 million
- Cash and deposits and Notes and accounts receivable – trade increased due to sales increased

Non-current assets: Up JPY488million
- Tangible fixed assets increased due to the construction of the Saitama No. 2 Plant and related construction costs.
- Rise in the market value of investment securities

Current liabilities: Up JPY2,878 million
- Increase Notes and accounts payable – trade due to sales volume

Non-current liabilities: Down JPY16 million

Net assets: Up JPY707 million

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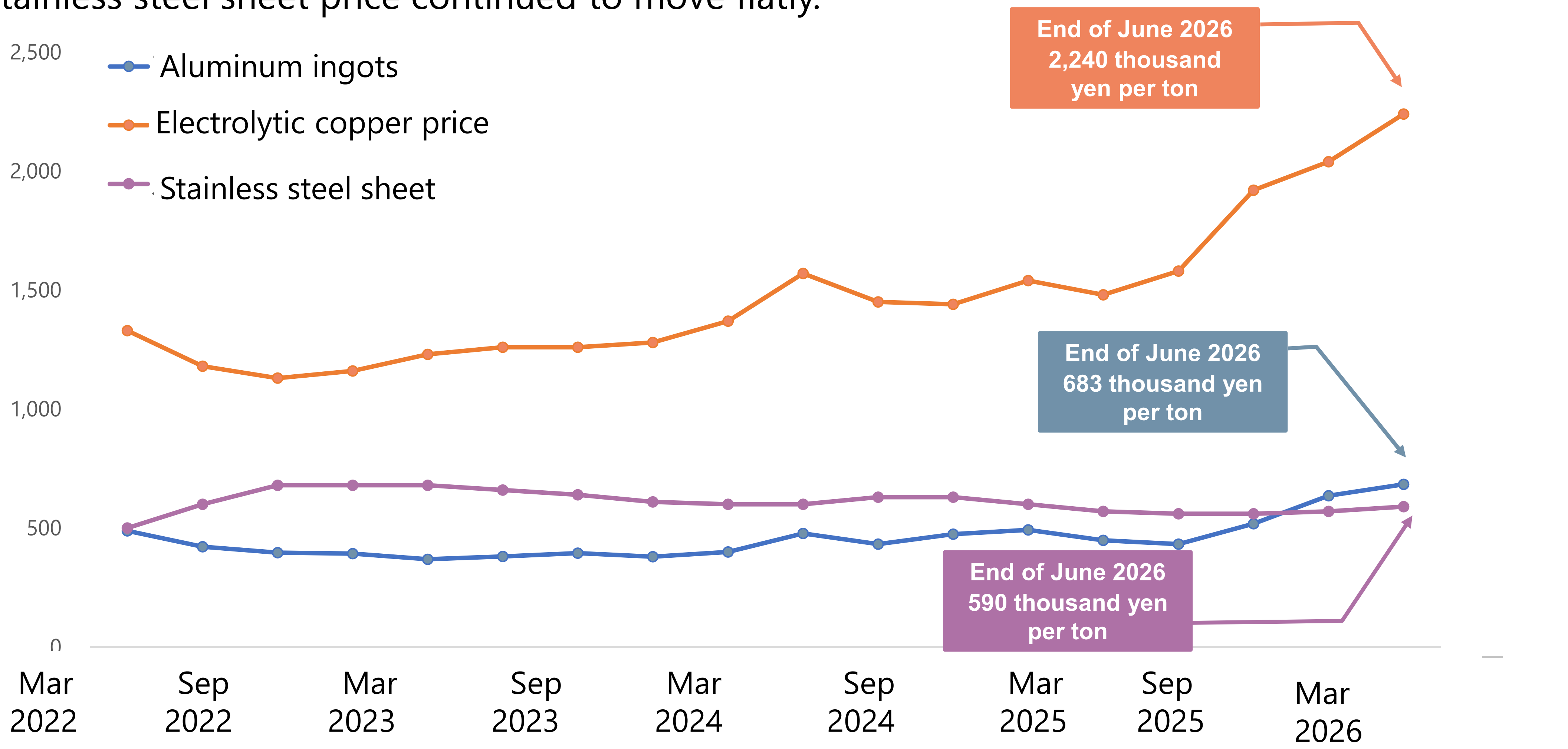
Business Environment (1)

Raw Material Market Trends for Aluminum, Copper and Stainless Steel

- Aluminum prices have remained high, driven in part by rising international prices resulting from growing concerns over the supply of aluminum ingots following the U.S. attack on Iran.
- The base price for electrolytic copper has been on an upward trend since June 2025, due to the continued weakening of the yen and instability in supply chains.
- Stainless steel sheet price continued to move flatly.

Unit: Thousand yen per ton



Electrolytic copper price: JX Nippon Mining & Metals Stainless steel sheet: Japan Metal Daily median
Aluminum ingots: Nikkei monthly average

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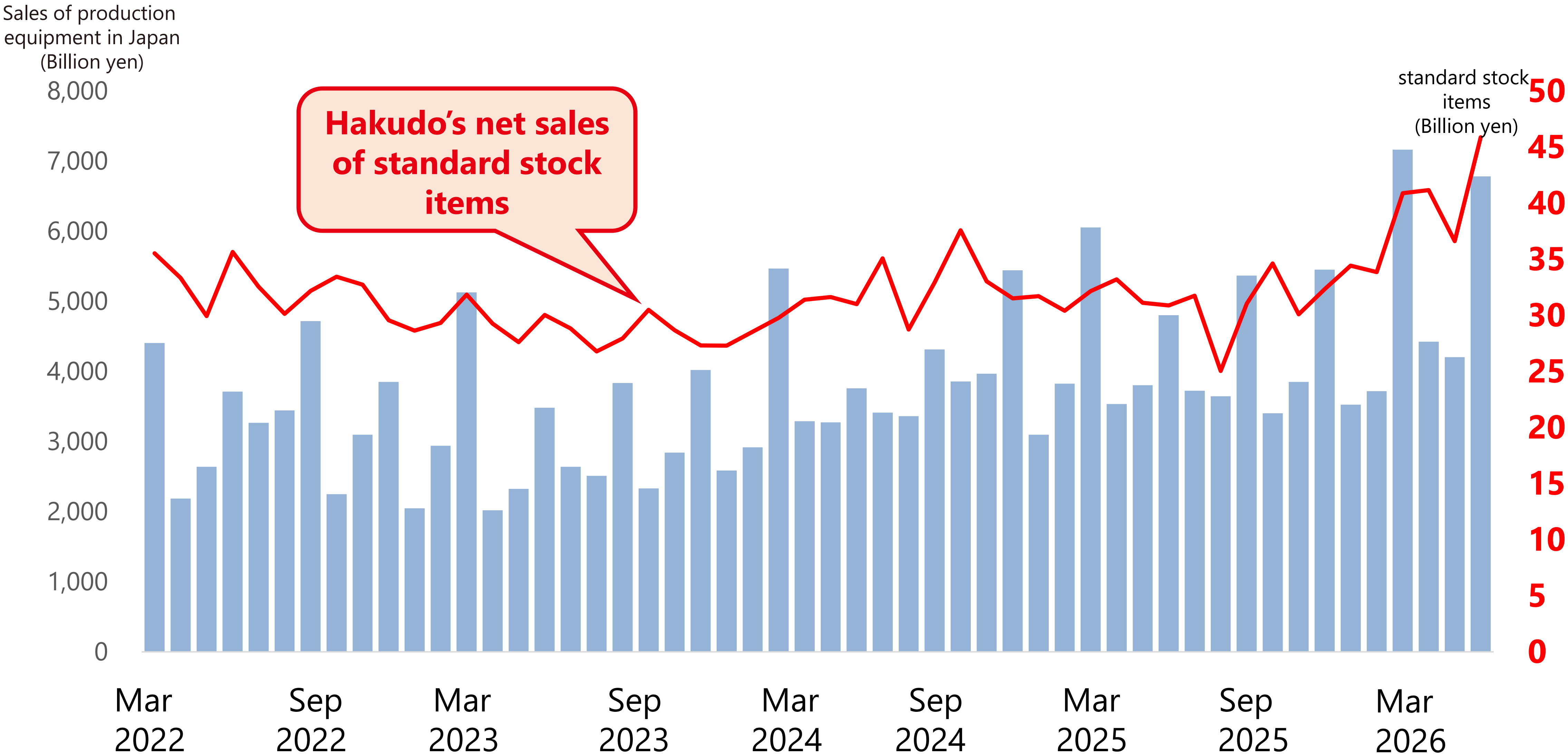
Business Environment (2)

Comparison of Semiconductor Production Equipment Sales and Standard Stock Items Sales

- In the semiconductor manufacturing equipment industry, against the backdrop of the expanding generative AI market, investment in increased production of advanced logic semiconductors and memory for data centers has surged, keeping capital expenditures for semiconductor equipment at a high level.



Source: Semiconductor Equipment Association of Japan - statistical data

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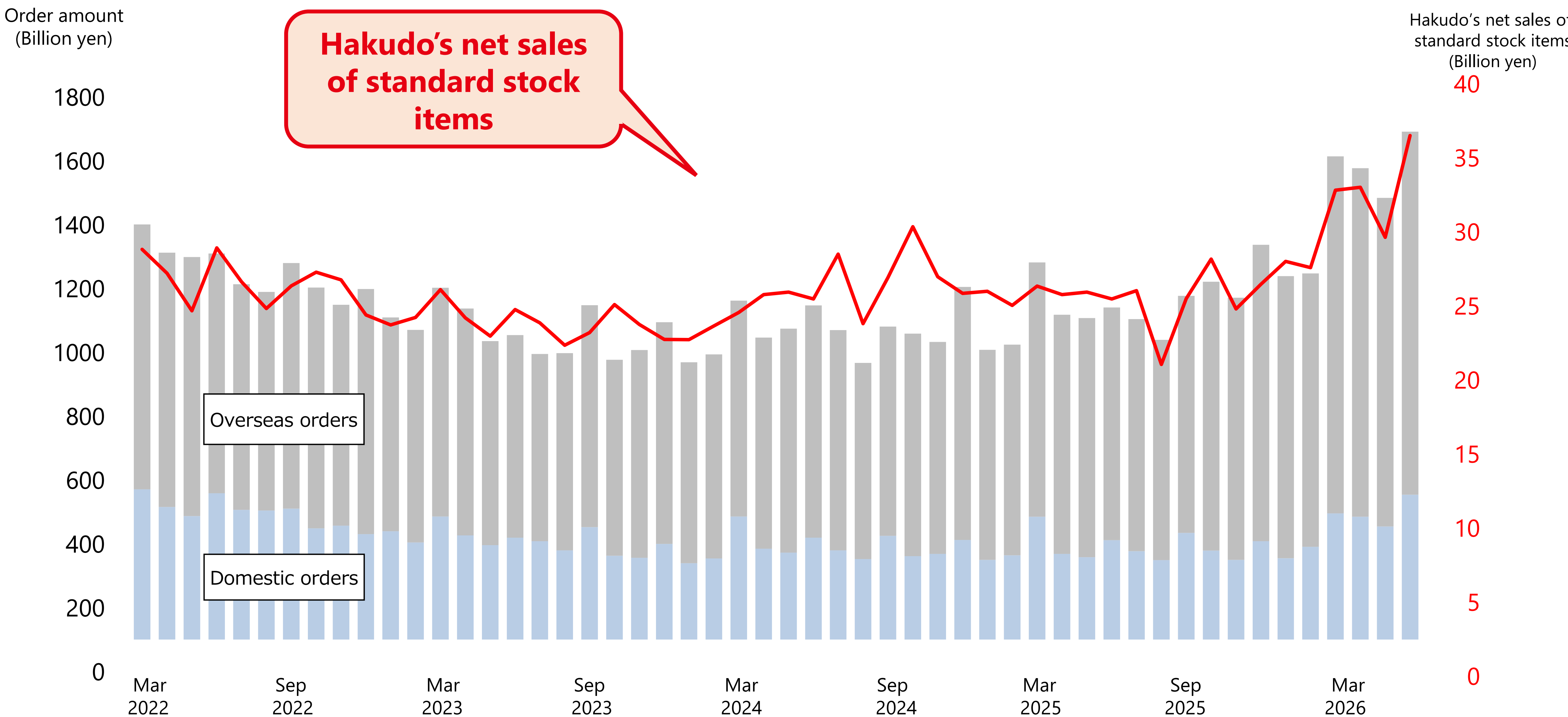
Business Environment (3)

Comparison of Machine Tool Orders and Standard Stock Items Sales

- Sales orders increased by 42.4% (domestic orders) and increased by 46.3% (overseas orders) YoY(April-June).
- Rising demand for semiconductor manufacturing equipment, data centers, and robots, among other areas, contributed to the increase in orders.



Source: Japan Machine Tool Builders' Association - machine tool orders statistics

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FY03/27
Financial Forecasts

Upward Revision of FY03/27 Financial Forecasts

- Since the second half of the previous fiscal year, capital spending in the semiconductor sector has picked up, and ordinary income for the first quarter reached a record high. Global demand for semiconductors has exceeded our initial projections, and we expect demand to remain strong going forward.
- In addition to the above, we have revised our forecasts upward for FY03/27 Q2 and FY03/27

Unit: Million yen

	FY03/27 Q2				FY03/27			
	Previously announced forecasts	Revised forecast	Change	Previous result	Previously announced forecasts	Revised forecast	Change	Previous result
Net sales	41,000	44,600	+8.8%	32,699	84,000	92,200	+9.8%	68,109
Operating profit	2,080	2,700	+29.8%	1,005	4,310	5,060	+17.4%	2,872
Ordinary profit	2,310	2,700	+16.9%	1,087	4,700	5,190	+10.4%	3,190
Inventory revaluation impact ＊1 ＊2	181	669	-	85	181	669	-	411
Ordinary profit (Excluding inventories impact) ＊3	2,129	2,031	-	1,001	4,519	4,521	-	2,778
Profit attributable to owners of parent	1,590	1,870	+17.6%	683	3,210	3,590	+11.8%	2,146

*1: The forecast for raw material market conditions announced at the start of the fiscal year takes into account the impact through the first quarter of the fiscal year ending March 2027.
*2: The forecast for raw material market conditions in this revised forecast takes into account the impact through the second quarter of the fiscal year ending March 2027.
*3: Ordinary income (excluding the impact of inventory) includes an increase in bonuses resulting from the gain on the impact of inventory.

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Shareholder Returns (Dividends)

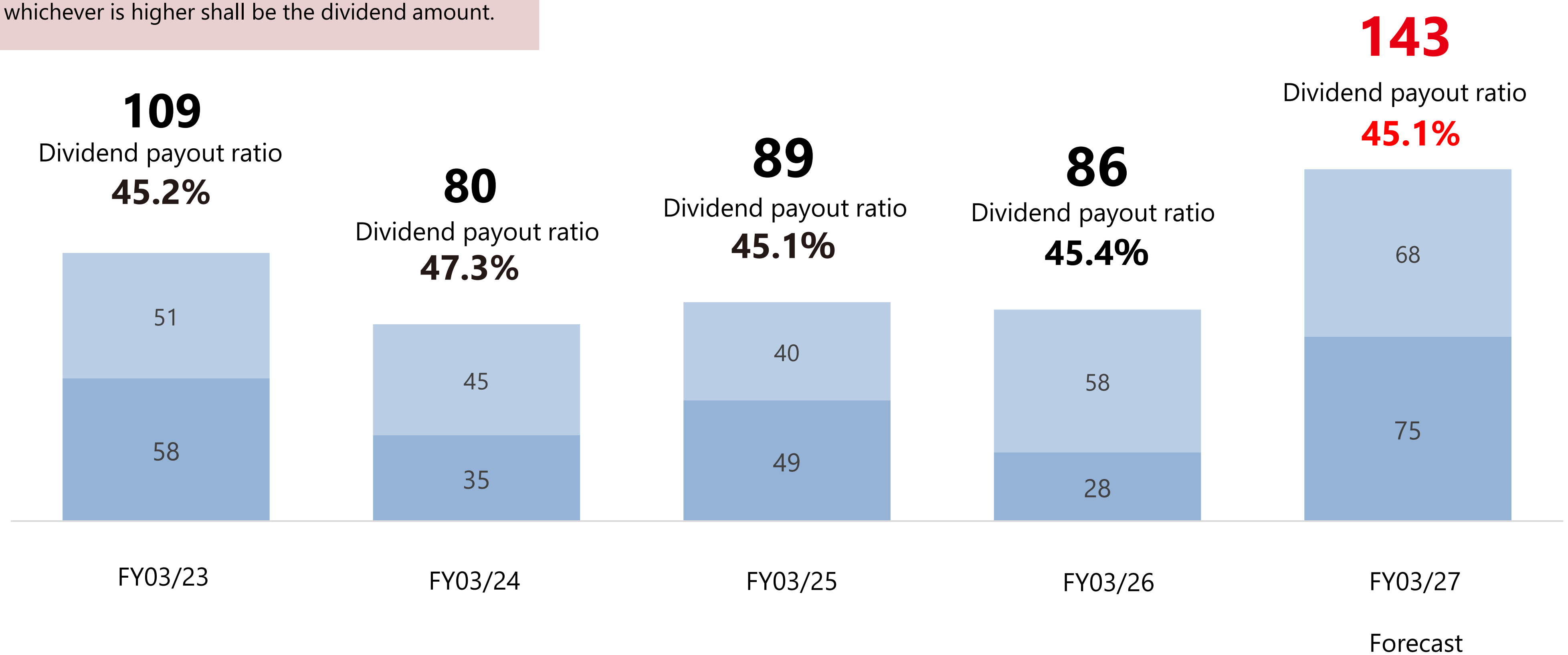
- Based on the upward revision of Q1 FY03/27 Financial Forecasts, the interim dividend for the FY03/27 revised upward to 75 yen per share (+11yen from the beginning of the fiscal year 2026).
- The annual dividend for the FY03/27 is expected to be increased to 143 yen per share(+15 yen from the beginning of the fiscal year 2026).

Dividend Forecast for FY03/27

Dividend Policy

・Dividend payout ratio of 45% or more for the full year
・Minimum annual dividend of 80 yen per share
※ In principle, whichever is higher shall be the dividend amount.

Unit: yen



The lower section indicates the interim dividend, while the upper section represents the year-end dividend.

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3.Progress on Key Business Strategies

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Progress on Key Business Strategies

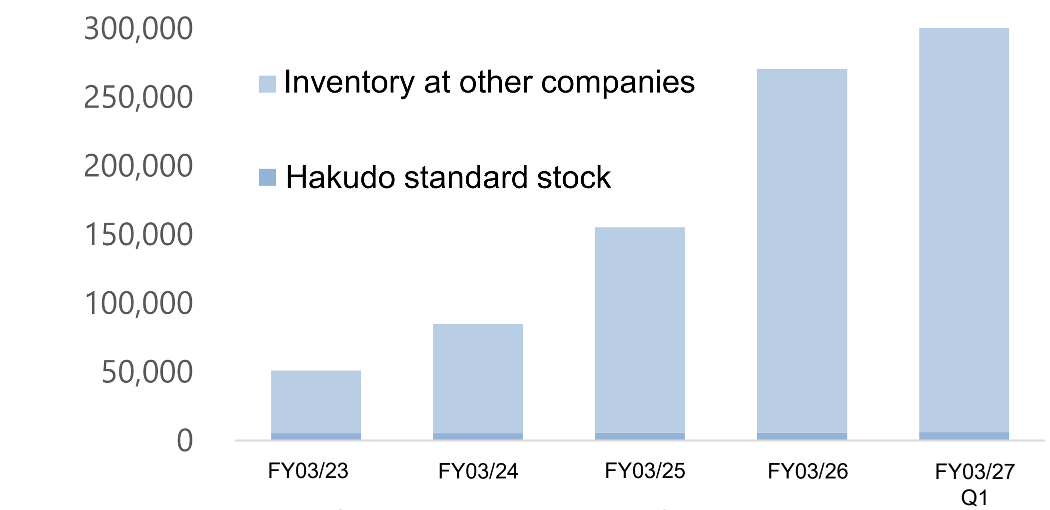
(1) To strengthen and expand customer base, raise profit margins through Hakudo Network Service (E-Commerce) evolution

Hakudo standard stock
5,800 items
+
Inventory at other companies
296,000 items
※by the end of June 2026

companies using
15,000companies
registered users
31,000users
※Including the number of registrations for CS net services
※by the end of June 2026

Screen and new functional features
・Improve the usability
・Strengthen the function of quotation and order

【Number of Items Available at Hakudo Net Service】



【Number of Companies Registered at Hakudo Net Service（Total）】

Note: Includes CS Net Service registrations

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Progress on Key Business Strategies (2)

(2) To expand growth fields and strengthen those sales

Q1 FY03/27
sales ratio
46.4%

Consolidating the industry through specialized departments

Establishing a method for accumulating industry knowledge through consolidation of semiconductor related sales partners

Q1FY03/27
sales ratio
4.4%

Obtaining new customers

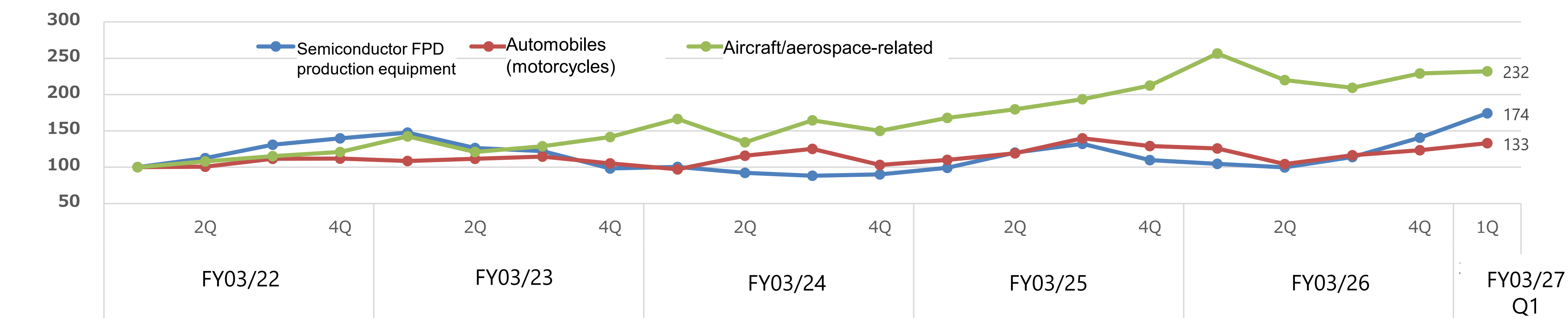
Utilizing 3D printers to acquire new customers in automotive-related fields

Q1 FY03/27
sales ratio
4.2%

Enhancing overseas procurement function

Collaborating with WCAS to strengthen import procurement capabilities for aerospace standard materials made by overseas manufacturers

【Growth domain quarterly sales indicators】



Note: Sales index based on sales in Q1 FY03/22

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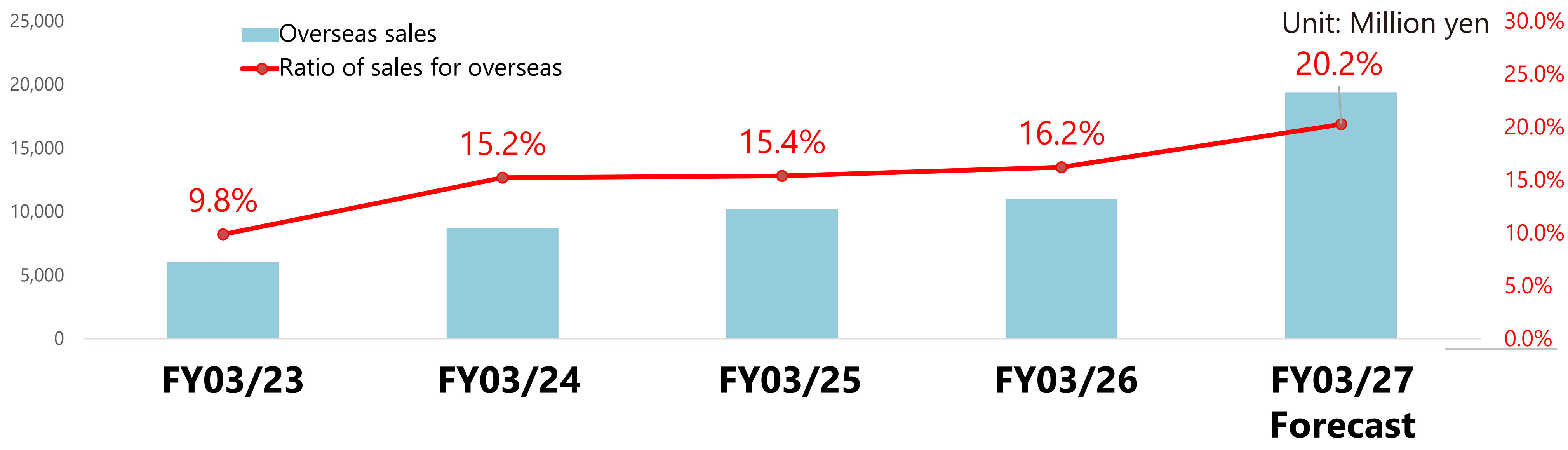
Progress on Key Business Strategies

(3) Overseas business expansion

Overseas Net Sales and Sales Ratio



Note: Overseas sales calculated as the sum of overseas subsidiary sales and head office export sales to non-subsidiary companies overseas.

Status of Activities

◆ Leveraging packaged e-commerce applications

- We have been preparing for newly implementing EC packaged software in our minor-invested local partner in Vietnam. In Thailand and China and North America it has been already implemented.
- We now consider to implement the software to our partnered local distributors in Malaysia and Indonesia.
- We also plan to start E-commerce business with our EC packaged software in South Korea, Taiwan, India and the Philippines

◆ Overseas business expansion

- We signed an agreement with a local sales partner in India and started market research.
- We also plan to expand the sales in South Korea, Taiwan, India and the Philippines.

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Thank you very much for your attention.

■Hakudo Official Social Media Accounts
We have created official accounts on Youtube and Instagram to regularly disseminate product introductions, exhibition announcements and other useful information.
Please use the QR codes to follow Hakudo online!

■Disclaimer
This document contains projections based on assumptions, outlooks, and plans regarding the future as of August 2026. Actual results may differ materially from those projected in forward-looking statements due to risks and uncertainties related to the global economy, competitive conditions, and other factors.

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