

NAKAYAMA STEEL WORKS, LTD.

# Nakayama Steel Works Group's Long-Term Plan

**∼**Toward a New Stage of Growth Based on the New Electric Arc Furnace Project **∼** 

May 13, 2025

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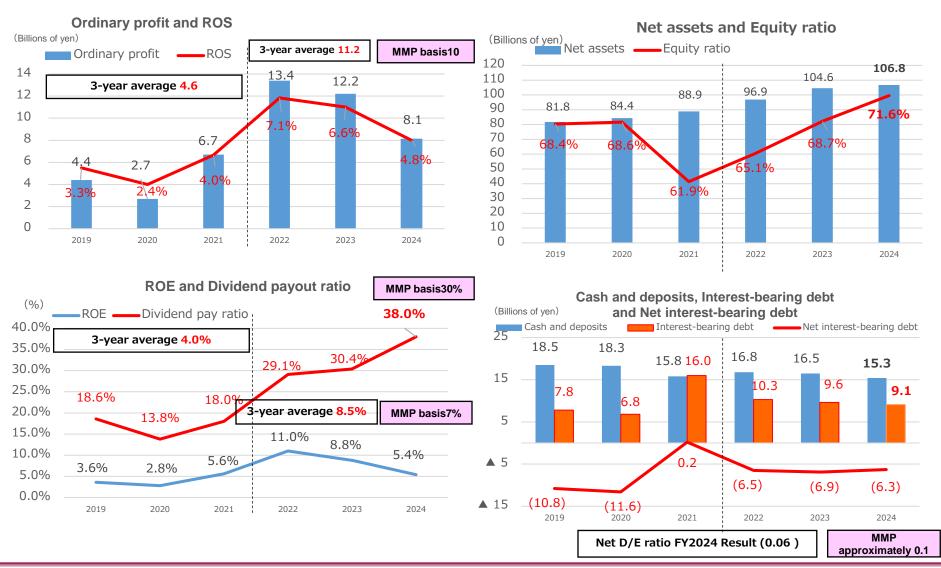
# **Appendix**



# Review of the Third Medium-Term Management Plan



# **Achievement of quantitative targets (consolidated)**





# Review and evaluation of five priority policies

Priority					
Policies	Evaluation	Measures	Major Progresses		
1) Pursue the unique quality of NAKAYAMA, and increase additional value across the Group to maximize consolidated earnings					
	<b>⊚</b> △ ○	Bolster the processing field in a group-wide effort Increase sales of high-value-added products and expand supply chain Reinforce and promote community-based sales activities	<ul> <li>The policy measures proved effective in the building materials business merger, and completion of the relocation of Sansen Shearing's office</li> <li>Expansion of sales of electric arc furnace materials (product development), for example, high corrosion resistance plating, low CO<sub>2</sub> materials, etc.</li> <li>Nakayama Trading M &amp; A (Kyushu) and launch of new transit sites (North Kanto Strategy)</li> </ul>		
2) Bolster efforts to achieve a carbon-neutral and recycling-oriented society					
	<ul><li>△</li><li>O</li><li>O</li><li>⊚</li></ul>	Establish the electric arc furnace production system with a monthly capacity of 50,000 tons Undertake scraps collection measures and diversify iron sources Detailed study of increasing the production capacity of electric arc furnace Promote sustainability efforts	<ul> <li>Improvement of operational indicators by responding to equipment accidents and optimizing scraps inventory</li> <li>Start of scraps reservation system and construction of shipping collection system</li> <li>New Steel Manufacturing Review Group continues detailed study</li> <li>Participation in the GX League and the Environmentally Friendly Electric Arc Furnace Workgroup, acquisition of the A list in CDP(Climate Change), third-party verification of GHG, etc.</li> </ul>		
3) Promote partnership with Chubu Steel Plate Co., Ltd.					
	Δ	Receive slabs supply from Chubu Steel Plate, and outsource steel plates production to Chubu Steel Plate	<ul> <li>Delayed due in part to delay in start-up of new electric arc furnace</li> </ul>		



# Review and evaluation of five priority policies

Priority Policies						
	Evaluation	Measures	Major Progresses			
4) Enhance	4) Enhance the management base					
	<b>○</b>	Promote replacement of the old production facilities with new ones, and demolition and removal of idle facilities Accelerate digital transformation (DX)	<ul> <li>Completed demolition of idle facilities as planned for utilization of the site</li> <li>Introduction of workflow system, expansion of application of RPA system, trial of energy saving by AI utilization in production line, etc.</li> </ul>			
5) Strengthen our commitment to contribute to our stakeholders						
	<u>о</u>	Enhance corporate governance—transition to a company with an audit and supervisory committee Execute stable returns to shareholders that properly reflect our performance, and enhance information disclosures Improve work-life balance through work style reform	<ul> <li>Transition to a company with audit and supervisory committee, promotion of female officers, introduction of stock compensation system and delegated executive officer system, etc.</li> <li>Continued consolidated dividend payout ratio of 30% or more</li> <li>Enhancement of welfare facilities, achievement of the target paid leave income rate, continued certification as an "Certified Health &amp; Productivity Management Outstanding Organization" for 5 consecutive years, etc.</li> </ul>			



# 2. Recognition of the Present Status



# Changes in our business environment—understanding the current situation 1

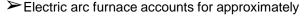


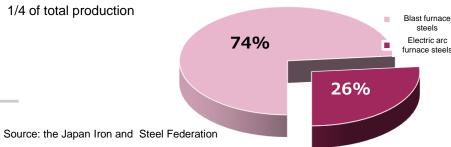
#### Domestic steel demand

➤ In 2024, production of cars and industrial machinery fell and demand from the construction sector also shrank

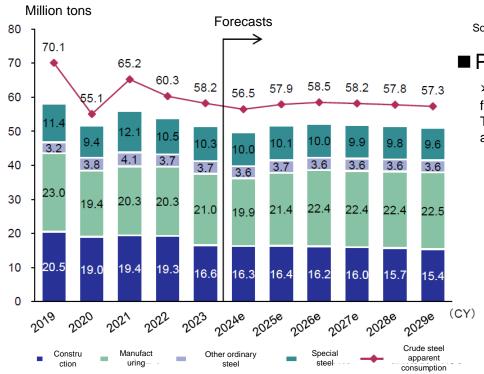
➤ Overall domestic demand will remain flat toward 2029

# ■ FY2023 national crude steel production ratio





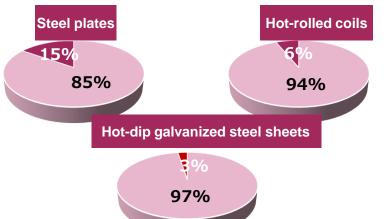
#### Medium-term outlook for domestic steel demand



■ Production ratio by variety

➤In the steel industry, the proportion of blast furnace materials is high

The Company expects that the proportion of electric arc furnace materials used will increase in the future

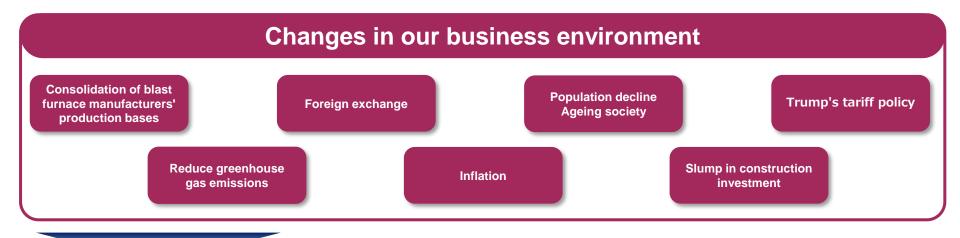


Source: Compiled by the Mizuho Bank Industry Research Department based on "Monthly Report on Steel Statistics Report" by the Japan Iron and Steel Federation. Published in "Mizuho Industry Research No. 76: Medium-Term Outlook for Japanese Industry".

Source: Compiled by the Company from Japan Iron and Steel Federation "Production Results by Steel Plant"

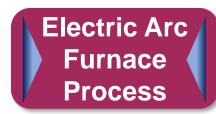


# Changes in our business environment—understanding the current situation 2



#### **Earnings opportunities**

Domestic companies support the Japanese Strategic Energy Plan Accelerate their efforts to achieve carbon neutrality



# Characteristics of the electric arc furnace process

 ${\rm CO_2}$  emissions for each ton of crude steel from an electric arc furnace are approximately a quarter of the one from a blast furnace

Increase in demand for electric arc furnace steel as part of the resource circulation process

Demand for electric arc furnace materials is expected to grow

# Changes in our business environment—understanding the current situation ③

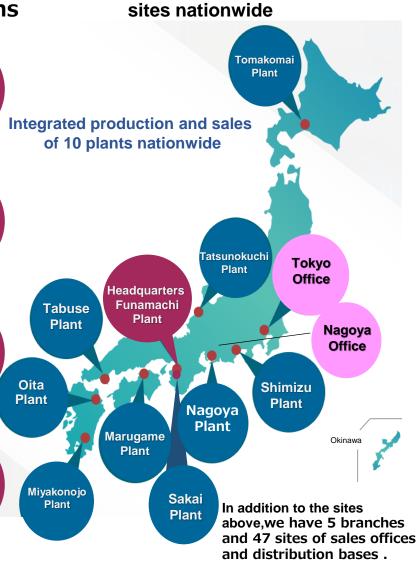
■ Nakayama Steel Works Group's Four Strengths

The Company is one of only three electric arc furnace steel manufacturers in Japan.

Community-based system with trading company and logistics functions

Top share of domestic market for checker plates and C-shaped steels

An electric arc furnace manufacturer with blast furnace and converter technology



NAKAYAMA STEEL WORKS's

# 3. Long-Term Plan(FY2025~2033)



# 3-1 Overview of the Long-Term Plan



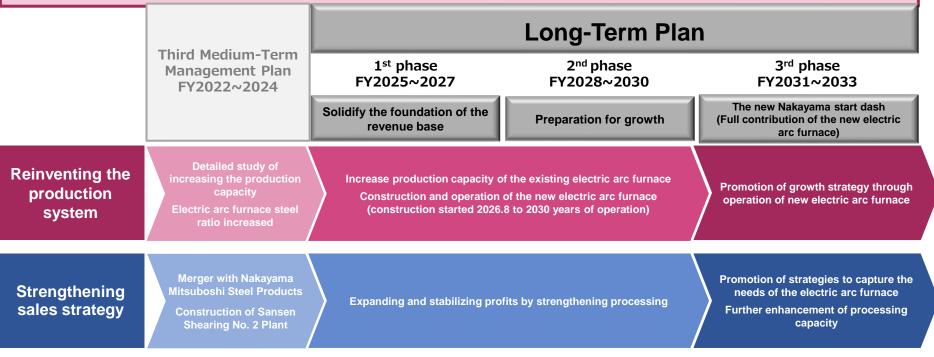
### 2033 Long-Term Plan

### New formulation based on the 2030 Long-Term Vision

■ Slogan for achieving the 2033 Long-Term Plan

## Toward a new stage of growth based on the new electric arc furnace project

- > Establish a strong presence in the domestic electric arc furnace slabs
- Pursue the unique quality of NAKAYAMA in response to user needs in a recycling-oriented society
- ➤ Ignition of the three-stage rocket (Phase 1~ 3) for the start of the new Nakayama Steel Works

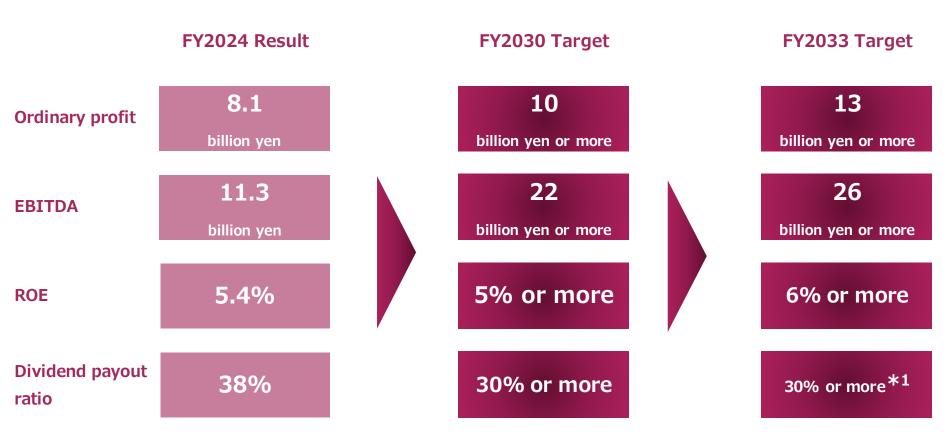


# 3-2 Target KPIs



# Long-Term Plan targets (FY 2030 and FY 2033)

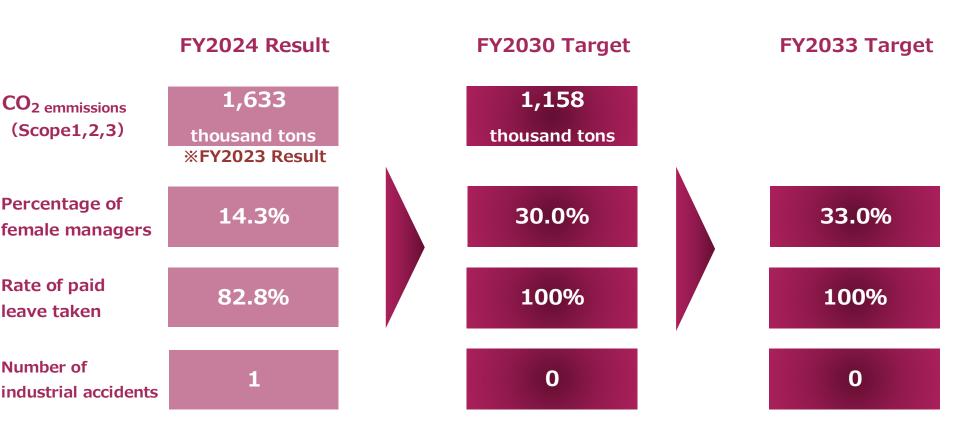
### **Key KPIs (Financial)**



<sup>\*1</sup> Consider strengthening shareholder returns based on earnings and cash flows after completion of the new electric arc furnace

# Long-Term Plan targets (FY 2030 and FY 2033)

**Key KPIs (Non-Financial)** 



# **Priority policies in the Long-Term Plan**

- 1) Contributing to the realization of a carbon-neutral, recycling-oriented society
- 2) Improvement of earnings structure and reform of product portfolio
- 3) Strengthening business partnerships
- 4) Establishment of a system the operation of New Electric Arc Furnace
- 5) Strengthening the management foundation

# 3-3 New Electric Arc Furnace Project



# Necessity of new electric arc furnace installation

**Company-wide issues** Issues with the existing electric arc furnace It is impossible to The building increase the furnace Reduction of CO<sub>2</sub> over 50 years volume due to the emissions old cannot be building foundation renewed is weak Low-profit There is a width **Expanding sales of** structure with constraint of the high-cost high-value-added continuous casting products purchased iron machine sources

Establishment of the new electric arc furnace is an essential business strategy



# Investment in new electric arc furnace: scheme to establish a joint venture with Nippon Steel (strengthening business cooperation)

#### Scheme: Establish a new company with Nippon Steel and supply products to Nippon Steel

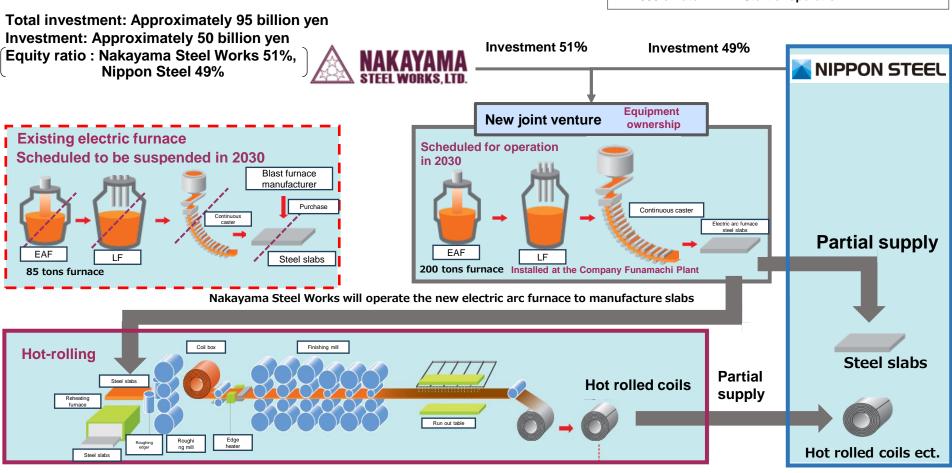
- ① Establish a company with steelmaking facilities, including electric arc furnace, at Nakayama's plant
- 2 Nakayama Steel Works leases and operates steelmaking facilities
- 3 Supply to Nippon Steel some of slabs, hot rolled coils, etc. from Nakayama Steel Works

#### Future schedule (planned)

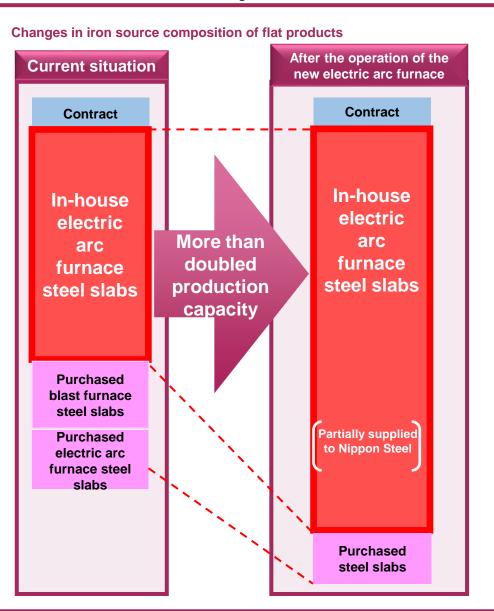
- · Sep. 2025 Execution of the Joint venture agreement
- · Mar. 2026

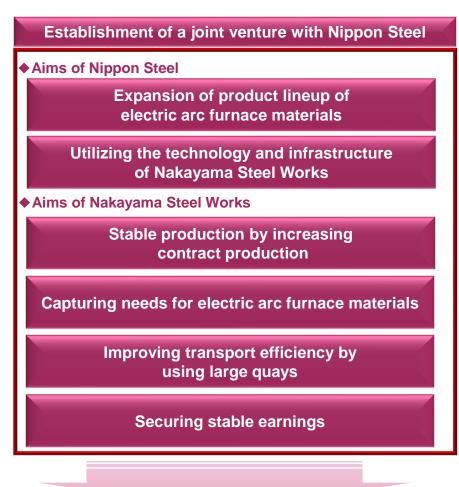
**Establishment of new Joint venture** 

2030 or later Start of operation



# Overview and objectives of the New Electric Arc Furnace Project





Win-win projects that meet the needs of both companies

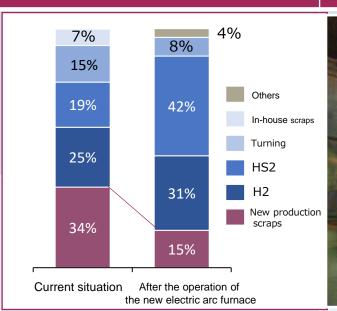
### Effect of introduction of new electric arc furnace equipment

#### Overview of new electric arc furnace equipment

**%Photo** is an image of the equipment.

#### Iron resource

### Steelmaking







#### Iron scraps

- ◆ Change from current outdoor storage to indoor storage (planned)⇒
   Prevention of quality deterioration
- ◆ Direct delivery from scraps yard to electric arc furnace
- Collection by overland and sea from all over the country

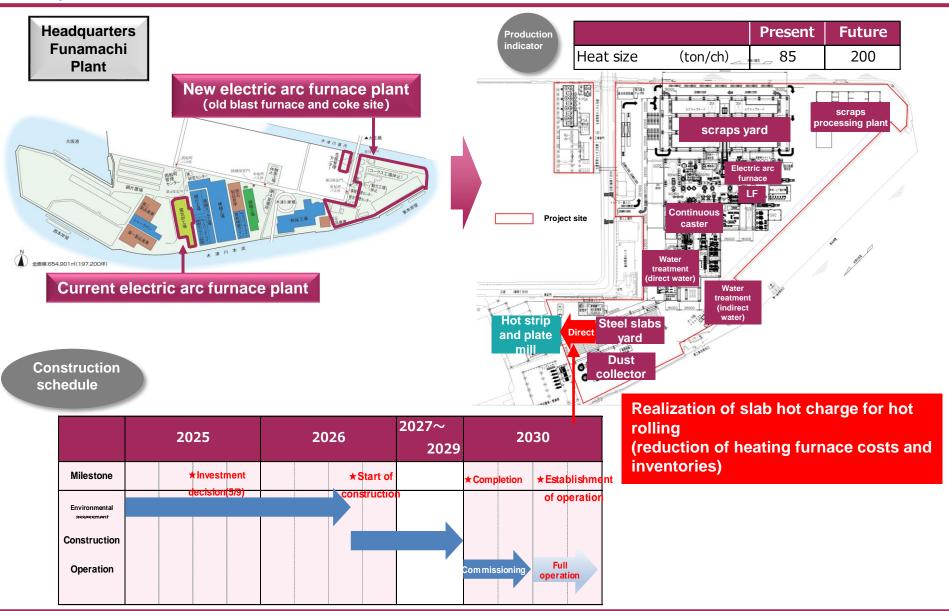
#### **Electric arc furnace, Continuous caster**

- Scraps continuous loading saves manpower and exhaust gas preheating increases energy savings by more than 10%
- ◆ Expansion to 200 tons furnace⇒ Reduced variation in ingredients⇒ To reduce the ratio of high-grade scraps
- ◆ Steel slabs cast width extension (4 feet⇒5feet) ⇒ Expanding sales mainly of steel plates
- ◆ Produce steel slabs of the required size by changing the width during casting ⇒ Significantly reduced steel slabs inventory

Realization of slabs hot charge for hot rolling (Reduction of heating furnace costs and inventories)

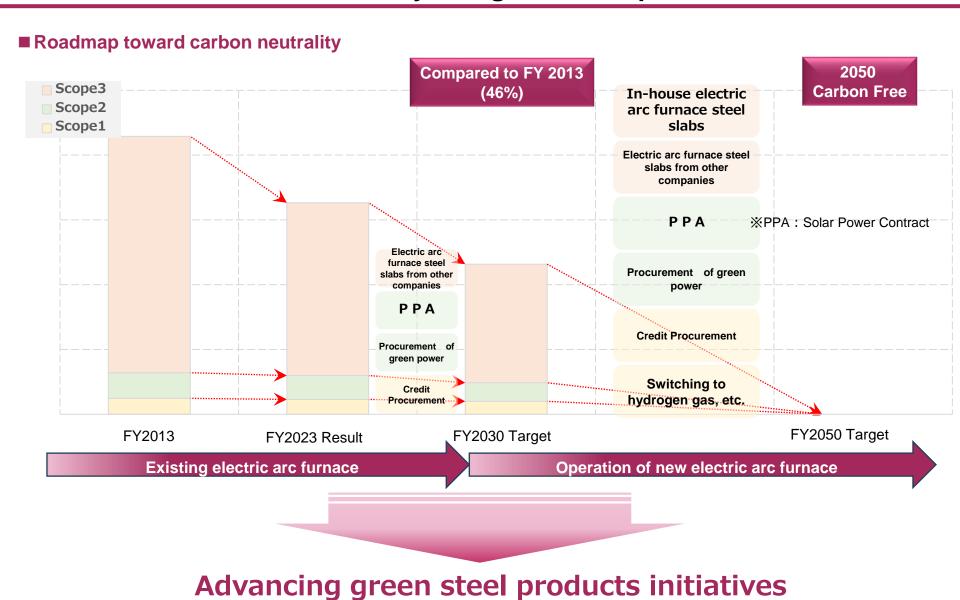


# Layout and construction schedule of the new electric arc furnace



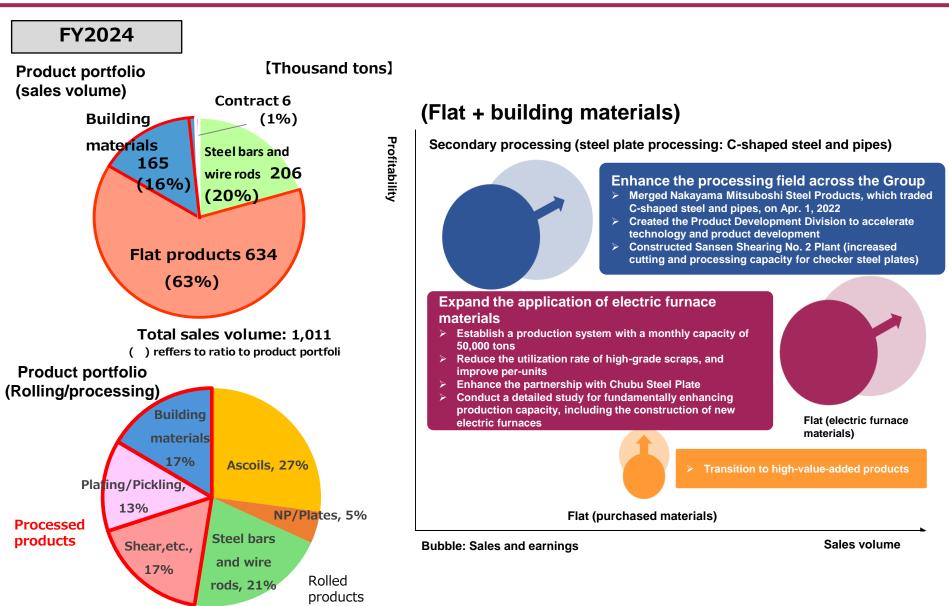


# Efforts toward carbon neutrality and green steel products





## Product strategy from the perspective of product portfolio





3-4 Building a System for Achieving the Long-Term Plan

Strengthening sales capabilities to achieve a carbon-neutral and recycling-oriented society: expand sales and application of electric arc furnace materials

The Company is one of only three electric arc furnace steel manufacturers in Japan + Accumulated experience and technology in blast furnaces and converters

Technology and development capabilities to realize high-quality steel products and highly functional products, which have been considered difficult for electric arc furnace

80% of the Company's electric arc furnace materials are used in construction, civil engineering, and industrial machinery.

#### **Existing business areas**

Construction, civil engineering, and industrial machinery









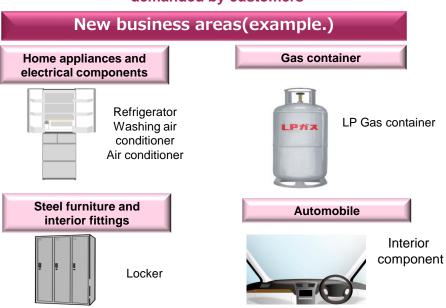








# Expanding application to diverse fields demanded by customers



Some are already being evaluated by manufacturers or are in the process of commercialization.



## **Expansion of business area to northern Kanto**

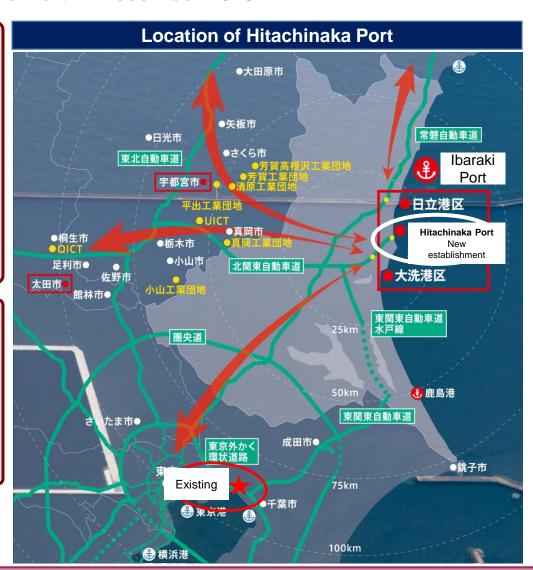
#### **■** Establish a transit site for Hitachinaka Port in December 2025

#### Reasons for selection of Hitachinaka Port

- ◆ Enhanced highway network (direct connection to Kita-Kanto Expressway and Ken-O Expressway)
- Available to replace land transportation from Kansai to Niigata area
- Available as an alternative location for Keihin Port
- Avoidance port and earthquake-resistant reinforced Quay for business continuity planning in case of disaster
- Aiming to acquire new customers by making it possible to manufacture 5-feet width and we will enter the northern Kanto area.

#### Comprehensive advantages

- Increased sales revenues at Nakayama Steel Works and Nakayama Trading
- Establishment of transportation system by Mitsuboshi Kaiun and reduction of land transportation costs
- ◆ Expectations for sales expansion in the future due to an increase in in-house iron sources
- ▶ Reduction of initial investment through lease agreements





# Strengthening iron scraps procurement from a long-term perspective

■ Expansion of Shimizu Plant and new opening of Nanoya Plant

 Utilize quays to bolster the sourcing from faraway suppliers by ocean transportation

(operation as a satellite yard)

Shimizu Plant: Expansion planned

Nagoya Plant: New opening planned

- Consider purchasing including import scraps
- ◆ Collection test at satellite yard (including use of trading company yard)
- Establishment of a steel scraps delivery reservation system
- ◆ Study of introduction of AI receipt inspection in the new electric arc furnace
- Establish a transportation system with Mitsuboshi Kaiun, our consolidated subsidiary



Illustration of ocean transportation with the utilization of quays for scraps

Iron scraps yard

**Shimizu Plant** 



Introduction of heavy machinery dedicated to iron scraps (2025.3)



#### Initiatives for strengthening human capital management and governance

#### **Human capital management**

- 1) Optimization of organization and institutional, business improvement
  - √ Organization optimization (consolidation and establishment)
  - ✓ Establishment of a division specializing in capacity development
  - √ Human resource development in the field of DX and productivity improvement
- 2) Securing and developing diverse human resources
  - √ Creating a long-term human resource map
  - √ Talent management study
  - √ Human resource development and training system restructuring
  - ✓ Increased number of female and foreign employees
- 3) Improving well-being and engagement
  - √ Study of engagement surveys
  - ✓ Implementation of due diligence on human rights
  - ✓ Continued promotion of health management

#### Strengthening of governance

- 1) Establishment of IR Public Relations Office
  - ✓ Established at April 1,2025
  - ✓ Information dissemination to improve corporate value
  - ✓ Promotion of the dialogue with stakeholders
- 2) Introduction of new executive officer institution
  - ✓ June 26, 2025 Introduction
  - ✓ Separation of management supervision and business execution functions





# 3-5 Financial Strategy

# Financial strategy: capital allocation

# Capital Allocations from FY2025 to FY2029 (up to the start-up of the new electric arc furnace)

#### Cash-in

# Operating CF approximately 53 billion yen

Nippon Steel equity investment approximately 24.5 billion yen (\*investment in a joint venture)

Bank borrowings sales of assets, etc.

#### Cash-out

Investment in the new electric furnace
Approximately 95 billion yen

\*Investment in new electric furnace is the sum of capital investment by the Company and the joint venture

Maintenance and renewal and other growth investment Approximately 35 billion yen

Shareholder returns
Approximately
10 billion yen

#### Investment in new electric arc furnace (growth investment)

- Contributing to the realization of a carbon-neutral, recycling-oriented society by expanding the use of electric arc furnace steel(reducing CO<sub>2</sub> emissions by 46% compared to FY2013)
- ➤ Introduction of the new electric arc furnace (1.2 million tons/year) with more than twice the production capacity of existing electric arc furnace
- Strengthen cost competitiveness by switching from external iron sources to inhouse iron sources, saving energy, improving productivity, and optimizing plant layouts.
- Effects of supplying electric arc furnace steel slabs and hot rolled electric arc furnace products based on business alliance with Nippon Steel (improvement and stabilization of profitability)

#### Maintenance and renewal and other growth investment

- Prioritize investment related to stable and safe operations
- Income investment other than investment in the new electric arc furnace(construction of a 600,000 t/year system using existing electric arc furnace and strengthening of processing strategy (including consideration of M & A) until the start of operation of the new electric arc furnace)

#### Shareholder returns

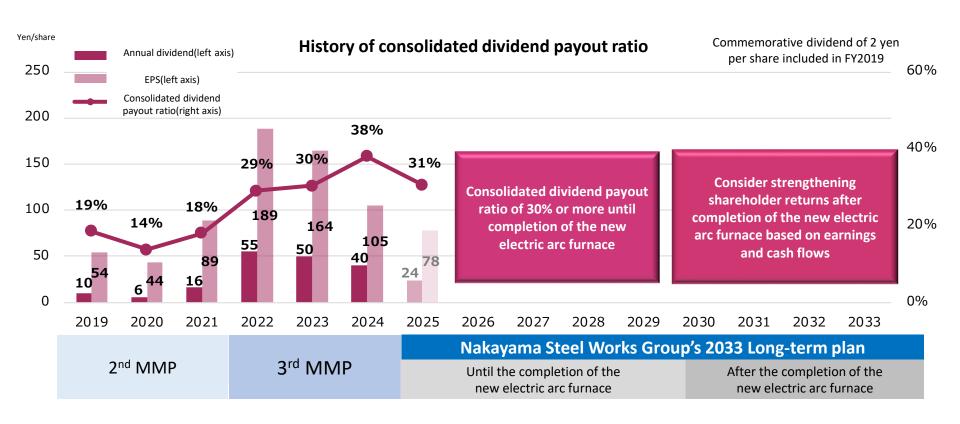
- > Maintain stable dividends with a consolidated dividend payout ratio of 30% or higher as a guideline
- Consider strengthening shareholder returns based on earnings and cash flows after completion of the new electric arc furnace



# Financial strategy: dividend policy

### Shareholder return policy

- Maintain stable dividends with a consolidated dividend payout ratio of 30% or higher as a guideline
- Consider strengthening shareholder returns based on earnings and cash flows after completion of the new electric arc furnace





# Practicing management conscious of cost of capital and stock price

**Toward Improvement of PBR** 

#### **ROE** improvement

#### ①Nakayama Steel Works Group's 2033 Long-Term Plan

FY2033 Targets

● Ordinary profit : 13 billion yen or more

● EBITDA : 26 billion yen or more

● ROE : 6.0% or more

#### ② Effective use of assets

 Invest the proceeds from the funds for sale of one's real estate holding and stock in a new electric arc furnace

#### 3 Growth strategy

- Promotion of Group-wide processing strategy
- Increase production capacity of the electric arc furnace as a medium- to long-term strategy

#### **Market valuation improvement**

#### 1 Promotion of ESG

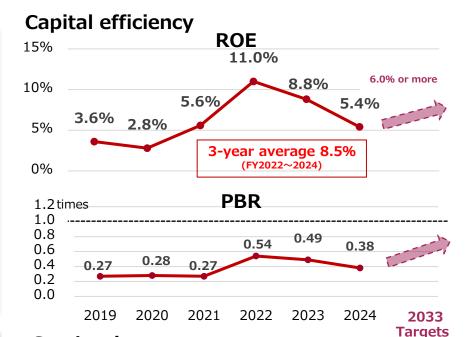
 Decarbonization efforts, human capital management, and strengthening governance

#### ② Strengthening IR and other activities

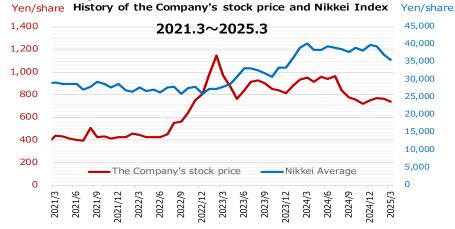
 Development of IR system (establishment of IR Public Relations Office)— Enhance disclosure, strengthen information dissemination, and promote dialogue with investors

#### 3 Dividend policy

- Maintain stable dividends with a consolidated dividend payout ratio of 30% or higher as a guideline
- Consider strengthening shareholder returns after completion of the new electric arc furnace based on earnings and cash flows









# **Appendix**



#### The Nakayama Steel Works Group 2030 long-term vision (our ideal state)



The Nakayama Steel Works Group creates additional value for the economic society through fair competition and continues to be of service to society.



The Nakayama Steel Works Group is a corporate group that has developed mainly in the steel business. We will remain committed to sharing our dreams for the future with our customers, developing high-value-added products that benefit our society, commercializing them, and providing our customers with a stable supply of products.

NAKAYAMA Group's strength

- The Group is based on an electric arc furnace manufacturer located in a coastal area of central Osaka, a major consumption area of steel
  products, making it easier to handle cargo
- The Group has a series of functions: steel products production, processing, sales, and logistics
- The Group has a nationwide sales network of steel products, molded products, processed products, and steel-related products with a
  meticulous sales style
- The Group owns advanced technologies and know-how for steel manufacturing, rolling, molding, and processing
- The Group companies conduct steel products production, molding, and processing in-house, making it possible to adjust production according
  to each customer's demand

To remain vital for the next 100 years and beyond, we formulated our ideal state and corporate vision toward 2030 as a Long-term Vision

# A company that strives to realize carbon neutrality

- Contribute to the reduction of environmental burden through iron recycling
- Aim to decarbonize the electricity we use













# A company that contributes to society, and cooperates and thrives together with local communities

- · Expand social contribution activities
- Strengthen partnerships with local communities at individual sites of the Group















# A company that is chosen by customers and makes them happy

- · Pursue the unique quality of NAKAYAMA
- Anticipate customer's demand, and promote proposal-based sales activities
- Ensure quality control, and strengthen trusting relationships with our customers







# A company that motivates its employees, and pursues their families' happiness

- Achieve zero accidents and zero disasters, and further enhance healthy corporate management
- Improve work-life balance









# A company that is trusted by stakeholders and makes them happy

- Ensure and enhance corporate governance
- Enhance opportunities to have dialogues with stakeholders
- Provide stable profit returns through enhanced corporate value



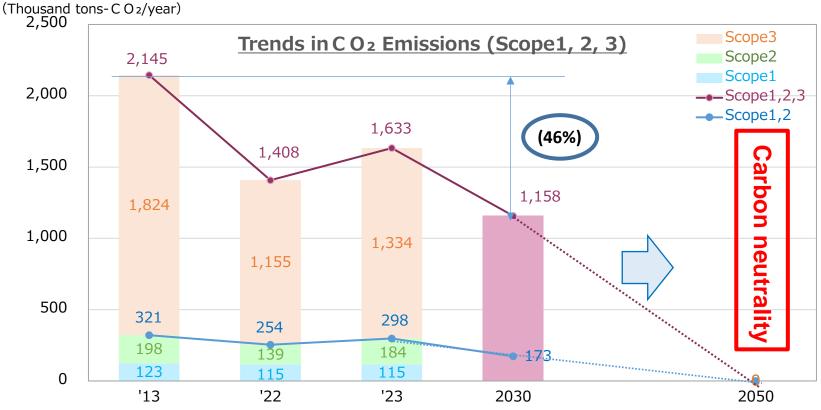






### Bolster efforts to achieve a carbon-neutral and recycling-oriented society Promote sustainability initiatives

### ➤ CO₂ Emission Reduction Achievements and Targets in the Whole Value Chain



<sup>%1</sup> CO₂ emissions represent Scope1, 2, and Scope3 emissions for the Company's steel business, engineering business, and five Group companies.

<sup>※2</sup> In calculating C O₂ emissions, the adjusted coefficient was applied to the electricity supplied from electric power companies, and "Emission intensity database version 3.4 for calculating an organization's greenhouse gas emissions through the supply chain" was applied to the emission intensity.

<sup>\*\*3</sup> The significant increase in FY2023 from the previous fiscal year was due to a 1.2~1.4 times increase in electric power company emission intensity in the Tokai, Kansai, and Kyushu regions under Scope2, resulting in a decrease in electricity consumption. In Scope3, C O<sub>2</sub> emissions also increased due to an increase in slabs purchases due to a problem at an electric arc furnace plant.

#### Bolster efforts to achieve a carbon-neutral and recycling-oriented society Promote sustainability initiatives

# Roadmap toward carbon neutrality by 2050

- Increase the ratio of production of electric furnace products, whose CO<sub>2</sub> emissions are a quarter of the ones of blast furnace products, to significantly reduce Scope 3's emissions
- Introduce energy-saving facilities, hot direct rolling, photovoltaic power generation, etc., aiming for a reduction of CO<sub>2</sub> emissions by 46% or more in 2030 from the 2013 level
- Application of new equipment technologies and new fuels to production facilities and vessels to further reduce fuel and electricity consumption. Introduction of renewable energy facilities and waste heat recovery power generation facilities.

		Target	Up to 2030	Up to 2040	Up to 2050	
CO <sub>2</sub> emissions reduction rate (Scopes 1, 2, and 3)			(46%)		Net zero	
1	Increase in the ratio of in- house electric furnace steel	Scope 3	Expand time of electric furnace operation (day and night operation)			
	products		Increase production capacity of electric furnaces			
	Improvement of per-unit of fuels used	Scope 1	Shorten the track time from casting to rolling			
2				duce hot direct rolling at the til tric furnaces		
				Transition from coal-based m time of enhancement of elect capacity		
	Improvement of per-unit of	0	Introduce energy-saving facilities and improve operations			
3	electricity used	Scope 2		Introduce new power system	n into electric furnaces	
4	Utilization of new types of fuels (methanation,	Scope 1		Expand the use of new fuels furnaces, etc.	for heating furnaces, melting	
•	hydrogen), ammonia, etc.			Conversion of fuels for vesse	els (the Group's companies)	
	Introduction of renewable		Introduce photov	oltaic power generation faciliti	es and PPAs	
5	energy and exhaust heat recovery power generation facilities	Scope 2	inii oddoo photov	Introduce energy-saving facil		
	Expanded utilization of	Scope 2	Expand utilization	n of renewable energy-based e	lectricity	
6	renewable energy-based electricity					
7	Expanded procurement of low-carbon iron sources	Scope 3	Expand procurement of electric furnace iron sources, and lower carbon for blast furnace iron sources			
8	Carbon offsets	Scopes 1 and 2			Procurement of credits and others	

# Bolster efforts to achieve a carbon-neutral and recycling-oriented society Promote sustainability initiatives

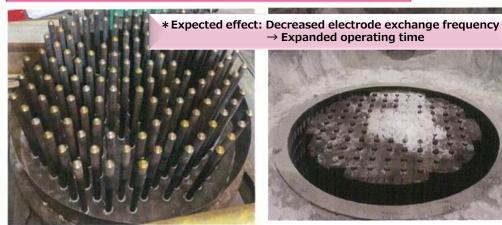
Website release date	Contents
Jun. 30, 2022	Endorsed the "GX League Basic Concept"  —Transitioned to "participation" for the GX League on May 15, 2023  League
Nov. 01, 2022	Endorsed the "Task Force on Climate-related Financial Disclosures (TCFD)" recommendations  Task Force on Climate-related Financial CLIMATE-RELATED FINANCIAL DISCLOSURES
Nov. 30, 2022	Posted "Nakayama Steel CSR Report 2022" on our website Disclosed information on our environmental initiatives —New information on our initiatives based on the TCFD recommendations  NAKAYAMA
Nov. 30, 2023	Posted "Nakayama Steel CSR Report 2023" on our website
Jun. 26, 2024	The progress of our sustainability initiatives was described in the 130th Annual Securities Report
Oct. 31, 2024	[Nakayama Steel Report 2024] (Integrated Report) posted on our website
Feb. 07, 2025	Earned the highest rating of "A" in the CDP2024 Climate Change Survey  AList 2024



# Main initiatives in 1<sup>st</sup>Phase 1

Establishment of an existing electric arc furnace system of 50,000 tons/month

Hearth electrode multi-pinning (from June 2025)





Improvement of the rate of direct delivery of electric arc furnace steel



#### Support for scraps collection

この日の予約状況					/ 編集
	トレーラー	105車	大型	大型ダンプ	台数
新断	30台	4台	2台	3台	39台
ダライコ	15台	0台	0台	0台	15台
ヘビー	12台	1台	0台	0台	13台
特H1	9台	0台	2台	1台	12台
HS層	11台	1台	0台	0台	12台
単体H1 (H1 T)	4台	0台	0台	0台	4台
シュレッダー	3台	1台	0台	0台	4台
長尺BT, 線材SC	1台	0台	0台	0台	1台
合計台数	85台	7台	4台	4台	100/87台(115%)
推定数量	2,040t	77t	52t	52t	2,221t

\*Expected effects: Appropriate scraps inventory and efficient receiving operations

#### Support for distant cargo satellite yard



# **Main initiatives in 1stPhase 2**

Sales expansion of high-grade steel

Steel bars and wire rods: Development of SUP and SUM





Promotion of processing strategy

Expansion of scaffold pipe sales through light gauge steel special colors and group collaboration



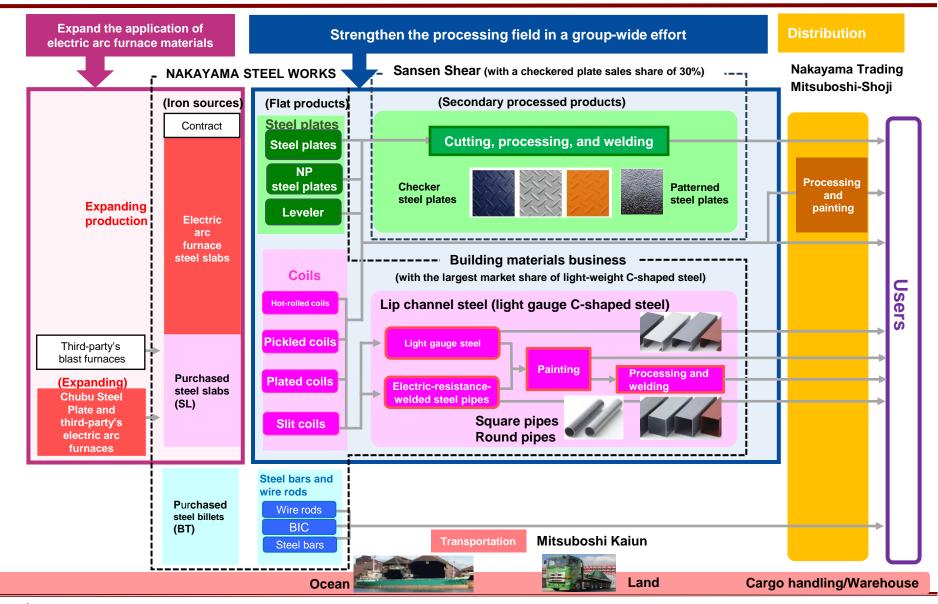
Development of highly corrosion-resistant galvanized products







Pursue the unique quality of NAKAYAMA, increase additional value across the Group to maximize consolidated earnings, and expand the application of electric arc furnace materials





Pursue the unique quality of NAKAYAMA and increase additional value across the Group to maximize consolidated earnings—strengthen the processing field in a group-wide effort and expand sales of high-value-added products

# Merger with Nakayama Mitsuboshi Steel Products (building materials business)

- Merged Nakayama Mitsuboshi Steel Products, a wholly-owned subsidiary in Apr. 2022
- ◆ Further accelerate implementation of the strategy for enhancing the processing field to drive efficient corporate management
- ◆ Expand the group synergy, aiming for enhanced comprehensive strength of the Group

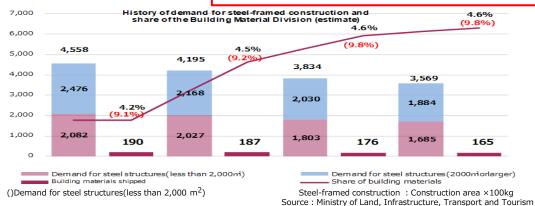
#### Results of building materials business (Y-o-Y)

- Sales volume of building materials remained almost unchanged (although the share of building materials in steel-framed construction demand of less than 2000 M<sup>2</sup> increased).
- > Profit decreased due to lower selling prices and increased costs

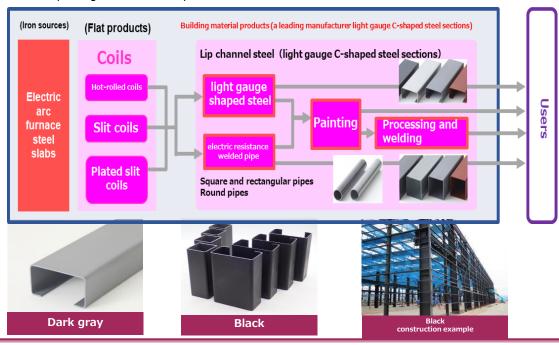
# Current status of initiatives (effects of the merger and others)

- Improve consistent yield by optimizing delivery of coils from the Headquarters Funamachi Plant to each plant of the Building Materials Division
- > Enhance the management of integrated profitability of the Group
- ➤ Expand the application of electric arc furnace materials (Full-scale transition to low-CO₂ materials from October 2024)
- Reduce costs and inventory through the utilization of electric arc furnace materials
- Promote the application of electric arc furnace materials to highfunctionality products by the Product Development Division
- Promoting the switch to a highly profitable value-added zone (dark gray color) and adding a new black color

Share of building materials among demand for steel-framed construction (less than 2,000  ${\rm m}^2$ ) increased



Production and Sales Structure of Nakayama Steel Works after Merger of Nakayama Mitsuboshi Steel Products (Building Materials Business)

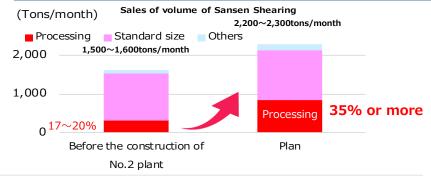


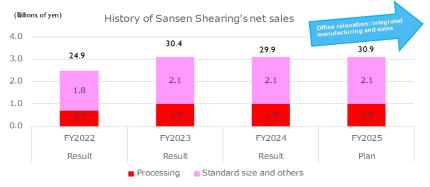


Pursue the unique quality of NAKAYAMA and increase additional value across the Group to maximize consolidated earnings—strengthen the processing field in a group-wide effort and expand sales of high-value-added products

#### Construction of a new office in Sansen Shearing

- ♦ The head office of Sansen Shearing, our wholly owned subsidiary (relocated in December 2024), was built next to the factory on the premises of Nakayama Steel Works, where commercial production began in April 2023.
- ♦ Eliminate inefficiencies in management, sales, and manufacturing, and strengthen integrated manufacturing and sales ₀





#### Increase the Group's synergy

- Conduct contract cutting processing of Nakayama Steel Works' steel plates (NP steel plates) by the standard size— Improve cutting surface quality
- Collaborate with Nakayama Steel Works and its Group's trading companies to expand the sales network of checker plate processing

#### Transfer to new office completed

The integrated business system for manufacturing and sales was further strengthened and operational efficiency was improved. In addition, it was transformed into a system capable of expanding sales by improving customer satisfaction.

< Sansen Shearing New Head Office >





First floor area: 246.12 m<sup>2</sup> Second floor area: 240.00 m<sup>2</sup>
Total floor area: 486.12 m<sup>2</sup>

#### **Equipment specification**

➤ The new plant introduced a 12kw fiber laser cutter with a maximum cutting plate thickness of 28 mm, a 400A plasma cuttera 10 F shearing machine, a press brake, and a groove processing machine, etc.



Pursue the unique quality of NAKAYAMA and increase additional value across the Group to maximize consolidated earnings—take advantage of production and processing sites to reinforce and promote community-based sales activities

#### Full-scale operation of Mitsuboshi-Shoji's in-house E-commerce (EC) website

- ♦ Launched in-house EC website "PRO Shizai-bin," and began its full operation from Jul. 2023
- Currently provide the service across eastern Japan, aiming to expand nationwide in May. 2025

#### Nationwide general wholesale trading company for building materials



- A long-established company that was incorporated in 1948.
- 2 A trading company specialized in steel products, galvanized iron plates, wire rod products, and a variety of building materials
- 3 Handles as many as 40,000 items, ranging from civil engineering, construction, agriculture, to home improvement
- 4 Boasts sales sites with warehouses nationwide. Established an in-house delivery system that can immediately deliver medium-sized materials, which are difficult to deliver to hardware shops, tool shops, building material shops, and home improvement centers by parcel delivery services. Has a total of 29 sites nationwide including the Headquarters and sales office and 2 subsidiaries
- **5** Trading volume from the Nakayama Steel Works Group was approximately 67,000 tons

(2024 results)

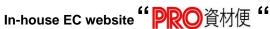
Strives to expand sales of the Group's products, as Mitsuboshi-Shoji often makes purchases from Nakayama Steel Works Group's customers

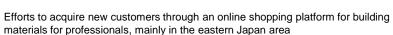
#### **Delivery status**

- ① Of approximately 21,000 general hardware shops and others, Mitsuboshi-Shoji delivers items to approximately 3,000 shops
- ② Of 4,900 home improvement centers of approximately 60 major companies, Mitsuboshi-Shoji delivers items to approximately 4,300 centers of 47 companies

Crane truck: mobile crane







- Sells online approx.1,000 items, including temporary enclosure steel plates, pipes, wire rod products, civil materials such as blue sheets, and scaffold-related materials
- Aims to handle 5.000 items in the future
- Aims to receive new orders such as on-site delivery via online sales
- Introducing crane trucks at each sales office, with an eye on on-site delivery of medium- to large-sized items
- Jun. 2024: Began operation in the Tokai area
- Sep. 2024: Scheduled to begin operation in the Kinki area
- Dec. 2024: Scheduled to begin operation in the Chugoku and Shikoku areas
- May. 2025: Scheduled to begin operation in the Kyushu area

#### (Millionsof ven) Net sales of e-commerce sites



#### <EC website>





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