

First Quarter of the Fiscal Year Ending December 31, 2025 (January 1, 2025–March 31, 2025)

# **Consolidated Financial Results**

May 13, 2025

Prepared in accordance with accounting principles generally accepted in Japan Translated from the original Japanese-language document

DAIFUKU CO., LTD. [6383]

#### **Change in Fiscal Year-End**



Effective from the fiscal year ended December 31, 2024, the fiscal year-end (the closing date of the fiscal year) of the Company has been changed from March 31 to December 31 every year. As stated below, although the first quarter of the fiscal year ended December 31, 2024 and the first quarter of the fiscal year ending December 31, 2025 cover differing consolidated periods, the percentage change from the same quarter of the previous fiscal year is provided for reference.

		FY2	024		FY2025							
		Q1	Q2	H2		Q1	Q2	Q3	Q4			
Japan	April 1– December 31, 2024	April 1– June 30	July 1– September 30	October 1– December 31	January 1– December 31,	January 1–	April 1–	July 1–	October 1–			
Non- Japan	January 1– December 31, 2024	January 1– March 31	April 1– June 30	July 1– December 31	2025	March 31	June 30	September 30	December 31			
					_	Land Controller						
		January–March		April–June		July-Se	ptember	October-December				
					Japan (9 months)							
				Japa	Japan Q1		n Q2	Japan H2 (3 months)				
F	Y2024				Non-Japan	(12 months)						
		Non-Ja	ıpan Q1	Non-Ja	ipan Q2	Non-Japan H2 (6 months)						
			FY2024 adjuste	ed* (adding the r	esults for Jan-M	ar 2024 in Japan	)					
					Janan Non-Jan	an (12 months)						
F	FY2025					Japan, Non-Japan (12 months)			1			
		Japan, No	n-Japan Q1	Japan, No	Japan, Non-Japan Q2		n-Japan Q3	Japan, Non-Japan Q4				

<sup>\*</sup> Comparative information (non-audited) with the same period of the previous year is provided, adjusted to be the same as the current consolidated fiscal year.

#### **Financial Summary**



#### Fiscal 2025 Q1 results

**Orders received** 

¥ 143.1 billion

Change

-¥40.5 billion

-22.1%

Orders for cleanroom systems remained strong; however, orders for intralogistics systems, and automotive systems declined. In addition, orders in airport systems fell, given a reactionary fall from the first quarter of the previous fiscal year when results benefited from orders for a large project. Furthermore, the order for the first quarter of FY2024 includes the impact of exchange rate fluctuations of +19.2 billion yen. Excluding this impact, the year-on-year change was a decrease of 12.9%.

**Net sales** 

¥ 160.2 billion

Change

+¥ **15.1** billion

+10.5%

Sales increased in intralogistics systems, cleanroom systems, and automotive systems, benefiting from an extensive order backlog at the end of the previous fiscal year, while sales declined in airport systems, following the withdrawal from some businesses as part of a review of the business portfolio.

**Operating income** 

**Operating margin** 

¥ 23.2 billion 14.5%

Change

Change

+¥ 6.8 billion

+3.2pt

+41.6%

Operating margins increased in intralogistics systems, cleanroom systems, and automotive systems, the result of cost-cutting initiatives such as production efficiency improvements, and the fact that the first quarter of the current fiscal year included January to March in Japan, when service sales, which are highly profitable, increased due to seasonal factors.



# 01

# **Financial Results**

#### Fiscal 2025 Q1 Results (January 1-March 31, 2025)



Sales, operating income, ordinary income, and net income attributable to shareholders of the parent company reached new record highs for the first quarter of the fiscal year.

(Billion yen)	FY2024 Q1* <sup>1</sup>	FY2025 Q1	Change				
(Billion yen)	F12024 Q1	F12023 Q1	Amount	Rate			
Orders received	183.6* <sup>2</sup>	<b>143.1</b> * <sup>2</sup>	-40.5	-22.1%			
Net sales	145.0	160.2	+15.1	+10.5%			
Operating income	16.4	23.2	+6.8	+41.6%			
Operating margin	11.3%	14.5%	+3.2pt	_			
Ordinary income	17.6	23.6	+6.0	+34.5%			
Net income attributable to shareholders of the parent company	12.8	16.8	+3.9	+31.0%			
Net income margin	8.9%	10.5%	+1.6pt	_			
Net income per share (yen)	34.73	45.86	+11.13	+32.0%			

Exchange rate (yen)	FY2024 Q1	FY2025 Q1
U.S. dollar	149.89	151.18
Chinese yuan	20.75	20.75
Korean won	0.1121	0.1037
New Taiwan dollar	4.75	4.58

**Effective of exchange rate changes** 

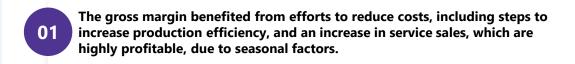
Orders received -¥1.25 billion Net sales -¥0.97 billion Operating -¥0.10 billion income

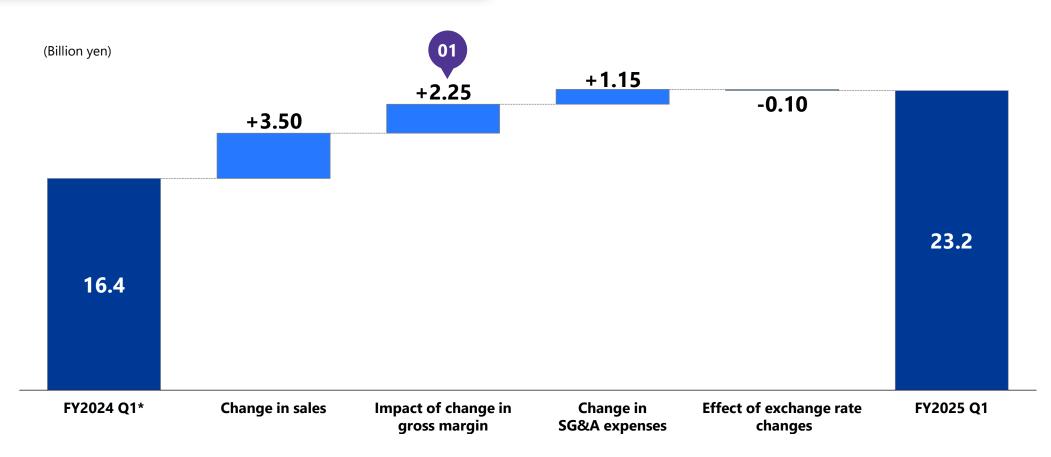
<sup>\*1</sup> Reflects results for Apr–Jun 2024 in Japan and Jan–Mar 2024 outside of Japan. For details, see "Change in Fiscal Year-End" on page 1.

<sup>\*2</sup> From FY2025, the change in order backlog at the previous fiscal year-end due to exchange rate fluctuations is not included in the amount of orders received. Orders for the first quarter of FY2024 include the impact of exchange rate fluctuations of +19.2 billion yen. Excluding this impact, orders received for FY2024 were 164.3 billion yen.

#### **Factors for Change in Operating Income**







<sup>\*</sup> Reflects results for Apr-Jun 2024 in Japan and Jan-Mar 2024 outside of Japan. For details, see "Change in Fiscal Year-End" on page 1.

#### **Results by Reportable Segment**



Daifuku

Sales remained favorable in all business areas, underpinned by an extensive order backlog from the end of the previous fiscal year. Segment income increased due to higher service sales, which are highly profitable.

Daifuku Nort Orders fell, g

**Daifuku North America** 

**Daifuku (Suzhou) Cleanroom Automation** 

Orders fell, given a reactionary fall from the first quarter of the previous fiscal year when results benefited from orders for a large project in airport systems.

Clean Factomation

Orders increased, driven by a recovery in advanced semiconductor investments with increased demand for Al applications.

04

Orders were impacted by a reactionary fall from the end of the previous fiscal year when they were strong, but were backed by continued significant investment in legacy semiconductors.

(Billian van)	Orders received*2 (Orders from external customers)			(Sales	Net sales to external custo	mers)	Segment income (Net income attributable to shareholders of the parent company)			
(Billion yen)	FY2024 Q1*1	FY2025 Q1	Change	FY2024 Q1*1	FY2025 Q1	Change	FY2024 Q1*1	FY2025 Q1	Change	
Daifuku	55.0	52.5	-2.4	57.3	68.6	+11.2	10.5	16.3	+5.8	
Contec	4.4	4.0	-0.4	4.5	4.7	+0.2	0.2	0.2	-0.0	
Daifuku North America	73.1	37.4	-35.7	44.7	39.9	-4.7	2.5	3.9	+1.3	
Clean Factomation	7.0	10.5	+3.4	6.3	8.4	+2.1	0.3	0.6	+0.2	
Daifuku (Suzhou) Cleanroom Automation	16.5	10.3	-6.2	10.0	10.5	+0.4	2.6	2.7	+0.1	
Other	27.4	28.2	+0.7	21.6	28.3	+6.6	0.3	1.9	+1.6	
Consolidated adjustment and other	_	_	_	0.4	-0.3	-0.8	-3.8	-9.0	-5.2	
Total	183.6	143.1	-40.5	145.0	160.2	+15.1	12.8	16.8	+3.9	

<sup>\*1</sup> Reflects results for Apr-Jun 2024 in Japan and Jan-Mar 2024 outside of Japan. For details, see "Change in Fiscal Year-End" on page 1.

<sup>\*2</sup> From FY2025, the change in order backlog at the previous fiscal year-end due to exchange rate fluctuations is not included in the amount of orders received. Orders for the first quarter of FY2024 include the impact of exchange rate fluctuations of +19.2 billion yen. Excluding this impact, orders received for FY2024 were 164.3 billion yen.

### **Consolidated Balance Sheets**



(Billion yen)	Dec. 31, 2024	Mar. 31, 2025	Change
Current assets	531.5	516.5	-15.0
Cash on hand and in banks	221.5	213.4	-8.1
Notes and accounts receivable	224.8	226.7	+1.8
Inventories	62.9	57.6	-5.2
Other	22.2	18.7	-3.4
Non-current assets	157.1	160.2	+3.0
Property, plant and equipment	85.7	90.2	+4.4
Intangible assets	12.3	12.1	-0.1
Investments and other assets	58.9	57.8	-1.1
Total assets	688.7	676.7	-11.9

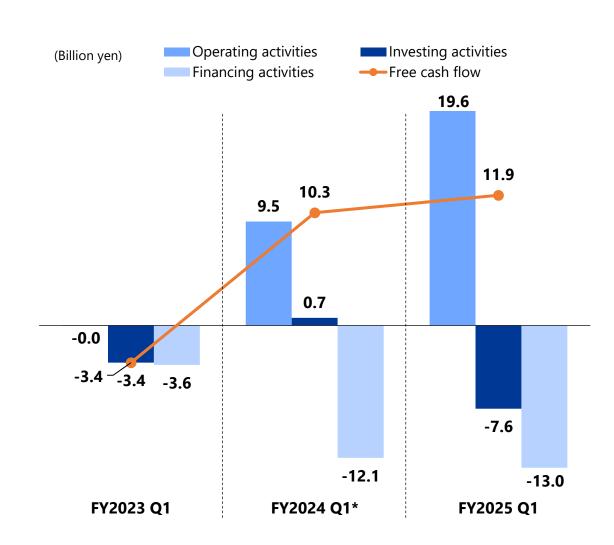
(Billion yen)	Dec. 31, 2024	Mar. 31, 2025	Change
Current liabilities	214.2	207.4	-6.8
Notes and accounts payable	81.7	78.5	-3.2
Contract liabilities	85.0	81.9	-3.0
Other	47.4	46.9	-0.5
Non-current liabilities	76.0	76.9	+0.9
Total Liabilities	290.2	284.3	-5.9
Shareholders' equity	348.7	353.7	+5.0
Total net assets	398.4	392.3	-6.0
Total liabilities and ne assets	t 688.7	676.7	-11.9

#### **Consolidated Statements of Cash Flows**



(Billion yen)	FY2024 Q1*	FY2025 Q1	Change
Cash flows from operating activities	9.5	19.6	+10.0
Cash flows from investing activities	0.7	-7.6	-8.4
Free cash flows	10.3	11.9	+1.6
Cash flows from financing activities	-12.1	-13.0	-0.8
Cash and cash equivalents at end of period	139.3	211.9	+72.5

<sup>\*</sup> Results for Apr-Jun 2024 in Japan and Jan-Mar 2024 outside of Japan. For details, see "Change in Fiscal Year-End" on page 1.



#### **Orders and Sales by Destination**



Onders declined for intralogistics systems.

North America
Orders declined for airport systems.

O3 South Korea, Taiwan
Orders and Sales increased in cleanroom systems.

	(Billian van)				Orders*2			Sales					
	(Billion yen)		FY2024 Q1*1	% of subtotal	FY2025 Q1	% of subtotal	YoY change	FY2024 Q1*1	% of subtotal	FY2025 Q1	% of subtotal	YoY change	
01	Japan		45.2	24.5%	38.5	26.9%	-6.6	43.1	29.8%	49.3	30.7%	+6.2	
	Non-Japan		138.3	75.5%	104.5	73.1%	-33.8	101.4	70.2%	111.2	69.3%	+9.7	
02	North A	America	74.0	40.3%	38.8	27.2%	-35.2	47.3	32.8%	41.9	26.1%	-5.3	
	Asia		53.4	29.2%	60.1	42.0%	+6.7	44.2	30.7%	61.3	38.2%	+17.0	
		China	25.6	14.0%	25.1	17.6%	-0.4	24.8	17.2%	23.7	14.8%	-1.1	
		South Korea	9.4	5.2%	11.6	8.1%	+2.1	8.4	5.9%	11.3	7.1%	+2.9	
03		● Taiwan	10.8	5.9%	18.6	13.1%	+7.8	5.1	3.6%	19.1	11.9%	+14.0	
		Other Asia	7.4	4.1%	4.6	3.2%	-2.8	5.7	4.0%	7.0	4.4%	+1.3	
	Europe	)	4.5	2.5%	1.6	1.2%	-2.8	4.2	2.9%	3.4	2.1%	-0.7	
	Latin A	merica	3.2	1.8%	0.2	0.2%	-2.9	1.3	1.0%	0.7	0.5%	-0.6	
	Other		3.0	1.7%	3.5	2.5%	+0.4	4.2	2.8%	3.7	2.4%	-0.5	
		Subtotal	_	_	-	_	1	144.6	100.0%	160.6	100.0%	+16.0	
	Consolidated	d adjustment and other	_	_	_	_	_	0.4	_	-0.3	_	-0.8	
		Total	183.6	100.0%	143.1	100.0%	-40.5	145.0	_	160.2	_	+15.1	

<sup>\*1</sup> Reflects results for Apr-Jun 2024 in Japan and Jan-Mar 2024 outside of Japan. For details, see "Change in Fiscal Year-End" on page 1.

<sup>\*2</sup> From FY2025, the change in order backlog at the previous fiscal year-end due to exchange rate fluctuations is not included in the amount of orders received. Orders for the first quarter of FY2024 include the impact of exchange rate fluctuations of +19.2 billion yen. Excluding this impact, orders received for FY2024 were 164.3 billion yen.

#### **Orders and Sales by Industry**



01 Electronics Orders incr

Orders increased due to a recovery in advanced semiconductor investment. Sales were strong for legacy semiconductors.

Ozders declined in North America.

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04 Airport
Orders

Orders fell, given a reactionary fall from the previous fiscal year when results benefited from orders for a large project in airport systems.

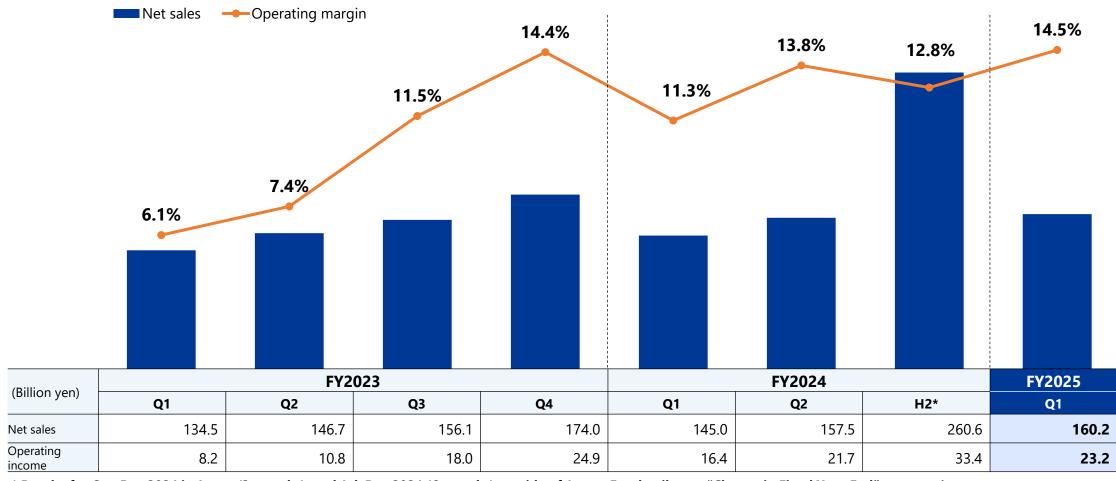
	(Pillion yon)			Orders*2					Sales		
	(Billion yen)	FY2024 Q1*1	% of subtotal	FY2025 Q1	% of subtotal	YoY change	FY2024 Q1*1	% of subtotal	FY2025 Q1	% of subtotal	YoY change
	Automobile, auto parts	18.9	10.3%	15.0	10.5%	-3.9	16.4	11.4%	20.7	12.9%	+4.2
01	Electronics	49.0	26.7%	54.0	37.8%	+5.0	48.3	33.4%	58.4	36.4%	+10.0
02	Commerce, retail	39.6	21.6%	27.3	19.1%	-12.2	33.6	23.3%	34.0	21.2%	+0.3
03	Transportation, warehousing	13.3	7.3%	3.3	2.3%	-10.0	7.0	4.9%	7.8	4.9%	+0.8
US	Machinery	2.1	1.1%	2.2	1.6%	+0.1	2.2	1.6%	1.8	1.2%	-0.3
	Chemicals, pharmaceuticals	5.5	3.0%	6.6	4.6%	+1.0	5.8	4.1%	5.7	3.6%	-0.0
	Food	4.2	2.3%	6.0	4.3%	+1.8	6.2	4.4%	6.4	3.9%	+0.1
	Iron, steel, nonferrous metals	1.8	1.0%	0.8	0.6%	-0.9	1.1	0.8%	1.9	1.2%	+0.7
	Precision equipment, printing, office equipment	1.7	0.9%	2.0	1.4%	+0.2	1.1	0.8%	1.3	0.8%	+0.2
04	Airport	41.8	22.8%	18.1	12.7%	-23.6	17.5	12.2%	17.3	10.8%	-0.2
04	Other	5.3	3.0%	7.2	5.1%	+1.9	4.8	3.1%	4.8	3.1%	+0.0
	Subtotal	_	_	_	_	_	144.6	100.0%	160.6	100.0%	+16.0
	Consolidated adjustment and other	_	_	_	_	_	0.4	_	-0.3	_	-0.8
	Total	183.6	100.0%	143.1	100.0%	-40.5	145.0	_	160.2	_	+15.1

<sup>\*1</sup> Reflects results for Apr-Jun 2024 in Japan and Jan-Mar 2024 outside of Japan. For details, see "Change in Fiscal Year-End" on page 1.

<sup>\*2</sup> From FY2025, the change in order backlog at the previous fiscal year-end due to exchange rate fluctuations is not included in the amount of orders received. Orders for the first quarter of FY2024 include the impact of exchange rate fluctuations of +19.2 billion yen. Excluding this impact, orders received for FY2024 were 164.3 billion yen.

#### **Quarterly Orders, Sales, and Operating Margin**

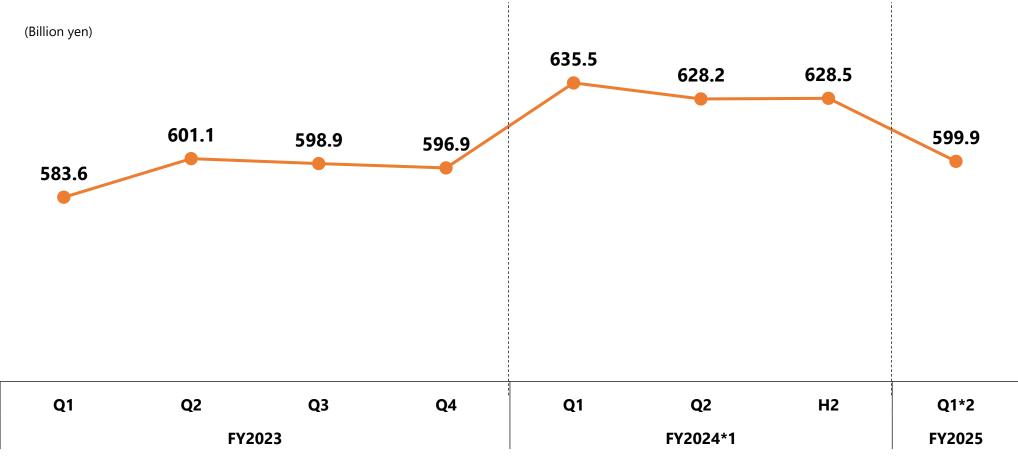




<sup>\*</sup> Results for Oct-Dec 2024 in Japan (3 months), and Jul-Dec 2024 (6 months) outside of Japan. For details, see "Change in Fiscal Year-End" on page 1.

#### **Order Backlogs**





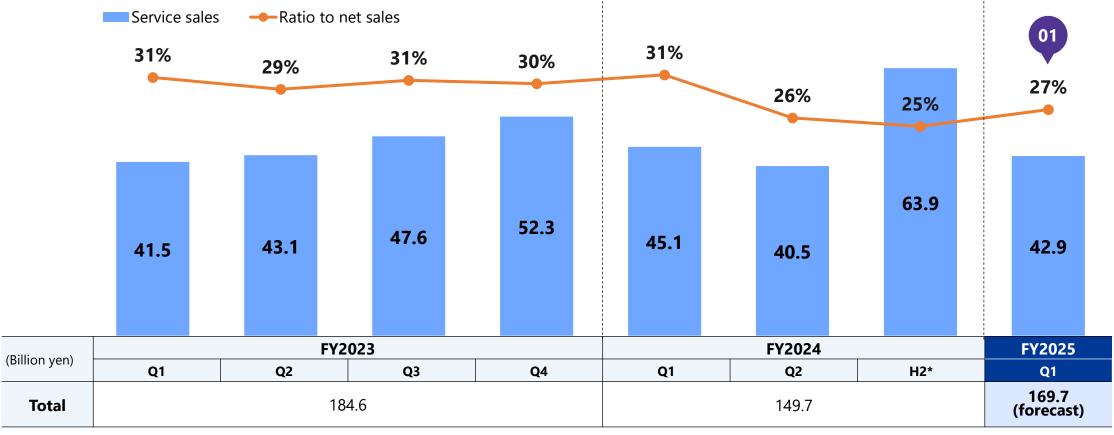
<sup>\*1</sup> The consolidation period differs. For details, see "Change in Fiscal Year-End" on page 1.

<sup>\*2</sup> Including the impact of exchange rate fluctuations on orders outstanding at the end of the previous fiscal year, namely a decrease of 11.4 billion yen. Excluding this impact, orders outstanding at the beginning of FY2025 were 617.0 billion yen.

#### **Service Sales**



O1 Service sales decreased due to the withdrawal from some airport service operations in North America.



<sup>\*</sup> Reflects results for Oct-Dec 2024 in Japan (3 months) and Jul-Dec 2024 outside of Japan (6 months). For details, see "Change in Fiscal Year-End" on page 1.

## **Quarterly Net Sales by industry**



(D)III		FY2	023			FY2024		FY2025
(Billion yen)	Q1	Q2	Q3	Q4	Q1	Q2	H2*	Q1
Automobile, auto parts	16.1	19.1	21.1	25.0	16.4	21.6	37.0	20.7
Electronics	44.9	48.5	50.8	59.2	48.3	56.5	92.2	58.4
Commerce, retail	36.2	36.0	38.5	36.6	33.6	30.2	46.0	34.0
Transportation, warehousing	4.8	4.9	6.6	8.3	7.0	7.9	12.0	7.8
Machinery	2.0	2.5	2.9	2.7	2.2	3.3	3.1	1.8
Chemicals, pharmaceuticals	6.1	5.9	6.1	6.9	5.8	7.7	9.2	5.7
Food	2.8	4.6	5.2	7.8	6.2	5.7	9.7	6.4
Iron, steel, nonferrous metals	1.2	1.4	1.1	1.5	1.1	1.2	1.5	1.9
Precision equipment, printing, office equipment	1.1	0.8	1.1	1.3	1.1	1.4	1.1	1.3
Airport	14.2	16.0	16.7	18.7	17.5	13.0	41.2	17.3
Other	4.9	5.0	7.2	6.6	4.8	8.2	3.6	4.8
Subtotal	134.9	145.1	157.9	175.0	144.6	157.2	257.1	160.6
Consolidated adjustment and other	-0.4	1.5	-1.8	-0.9	0.4	0.3	3.4	-0.3
Total	134.5	146.7	156.1	174.0	145.0	157.5	260.6	160.2

<sup>\*</sup> Reflects results for Oct-Dec 2024 in Japan (3 months) and Jul-Dec 2024 outside of Japan (6 months). For details, see "Change in Fiscal Year-End" on page 1.



02

**Earnings Forecast** 

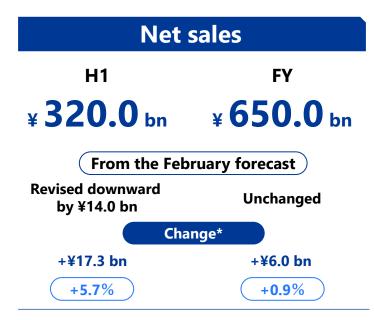
#### **Earnings Forecast Summary**



#### **FY2025 Forecast**

# H1 FY ¥ 400.0 bn ¥ 700.0 bn From the February forecast Revised downward by ¥13.0 bn Change\* +¥66.0 bn +¥46.8 bn +19.8% +7.2%

The interim forecast has been revised downward due to the postponement of some orders to the second half. The full-year forecast remains unchanged.



The interim forecast has been revised downward due to delays in some projects, despite sales remaining generally favorable, underpinned by an extensive order backlog from the end of the previous fiscal year. The full-year forecast remains unchanged, anticipating that the delays in the projects will be eliminated.

#### 

The interim forecast has been revised downward to reflect lower sales; however, as a result of cost-cutting initiatives such as production efficiency improvements, the operating margin achieved in the previous fiscal year is expected to be maintained. The full-year forecasts remains unchanged.

<sup>\*</sup> FY forecast compared to FY2024 adjusted. For details, see "Change in Fiscal Year-End" on page 1.

#### **Fiscal 2025 Forecast (Consolidated)**



		FY2024			FY2025 forecast									
(B.III)	<u>,                                    </u>			FY2024	H1		I	YoY change		FY			Change	
(Billion yen	1)	H1	FY	adjusted*	Annoui	nced on	Change	(c	(c-a)		nced on	Change	(d-b)	
		[a]		[b]	Feb. 14	May 13 [c]	from the Feb.	Amount	Rate	Feb. 14	May 13 [d]	from the Feb.	Amount	Rate
Orders i	received	333.9	594.7	653.1	413.0	400.0	-13.0	+66.0	+19.8%	700.0	700.0	_	+46.8	+7.2%
Net sale	es	302.6	563.2	643.9	334.0	320.0	-14.0	+17.3	+5.7%	650.0	650.0	_	+6.0	+0.9%
Operating income		38.1	71.5	81.0	42.5	41.1	-1.4	+2.9	+7.7%	81.5	81.5	_	+0.4	+0.6%
	Operating margin	12.6%	12.7%	12.6%	12.7%	12.8%	+0.1pt	+0.2pt	_	12.5%	12.5%	- pt	-0.1pt	_
Ordinar	y income	38.1	74.4	84.2	44.8	43.2	-1.6	+5.0	+13.1%	85.0	84.3	-0.7	+0.0	+0.0%
	ome attributable to Iders of the parent company	29.7	57.0	64.4	33.0	32.1	-0.9	+2.3	+8.0%	65.0	65.0	_	+0.5	+0.9%
	Net margin	9.8%	10.1%	10.0%	9.9%	10.0%	+0.1pt	+0.2pt	_	10.0%	10.0%	- pt	- pt	_
Net inco	ome per share (yen)	80.15	154.21	175.15	89.75	87.3	-2.45	+7.15	+8.9%	176.78	176.78	_	+1.63	+0.9%

An exchange rate of 148 yen to the U.S. dollar (152.27 yen of the actual rate in the fiscal year ended December 2024) is assumed in preparing the plan for the fiscal year ending December 31, 2025.

<sup>\*</sup> The results for January to March 2024 in Japan are added to FY2024 results. For details, see "Change in Fiscal Year-End" on page 1.

#### Impact and Response to US Trade Policy, etc.



The United States is one of our priority markets, accounting for 40.7 billion yen in net sales and a composition ratio of 25% for the first quarter of the fiscal year ending December 31, 2025 (167.7 billion yen and a composition ratio of 30% for the previous fiscal year).

While some products and components sourced from outside the United States will be subject to tariffs introduced by the United States, most of the intralogistics systems, automotive systems, and airport systems are produced in the United States. In addition, cleanroom systems are manufactured in Japan, Taiwan, and South Korea and exported to the United States, with the majority of contracts being with customers as importers. For these reasons, the tariffs incurred by the Group are limited.

However, US trade policy may affect the future investment plans (country, amount, and timing) of our customers, particularly those in the automotive and semiconductor industries. We will redouble efforts to deepen communication with our customers and make optimal proposals that utilize the Group's global network for investment plans, thereby securing orders.

In addition, the Group has positioned the United States as a priority market and is currently constructing a new factory for intralogistics systems, where production capacity shortages are expected in the future. The factory is scheduled for completion in the fourth quarter of the fiscal year ending December 31, 2025. As a result, production capacity for intralogistics systems in the United States will double from the previous capacity. We will strive to increase sales and expand our market share in the US market by taking advantage of our strengths in local self-sufficiency.



03
Topics

#### **New Plant Launches to Meet Rapidly Growing Automation Needs in India**



Daifuku Group company Daifuku Intralogistics India Pvt. Ltd., has constructed a new manufacturing plant in Hyderabad, launching full-scale operations in April 2025. This plant is part of Daifuku's Intralogistics business, which handles systems for general manufacturing and distribution industries.

The plant will increase the production space for Daifuku Intralogistics India to approximately four times its previous capacity, and future expansion will also be considered. In addition, the plant has been designed with environmental considerations in mind, including a photovoltaic power generation system installed on the rooftop.

New Plant Overview	
Site Area	133,020 m <sup>2</sup>
Total Building Area	33,987 m <sup>2</sup>
Products to be Manufactured	Material handling systems, including AS/RS, rail-guided pallet sorters, case sorters, and conveyors
Amount of investment	Approx. 4 billion yen* (including land and production facilities)

<sup>\*</sup> Converted at 1 INR = 1.74 JPY



**Exterior of the new plant** 



Our automation systems introduced

#### **Listed on the JPX-Nikkei Index Human Capital 100**



Daifuku Co., Ltd. has been selected as a constituent stock of the new stock index JPX-Nikkei Index Human Capital 100, which focuses on human capital. The index was developed by JPX Market Innovation & Research, Inc. and Nikkei Inc. and will begin calculation on July 22.

Constituent stocks of the index are selected from the JPX-Nikkei Index 400 constituents, factoring in the extent of engagement with management with an awareness of human capital.

For details, see the announcement on the JPXI website: <a href="www.jpx.co.jp/english/corporate/news/news-releases/0060/20250508-01.html">www.jpx.co.jp/english/corporate/news/news-releases/0060/20250508-01.html</a>

Employees are a source of value creation for the Daifuku Group. With an open and active corporate culture, we have been sincerely responding to customers' needs by leveraging the extensive experience and expertise that we have cultivated over many years, while seeking to develop more advanced technologies. This spirit, or Daifuku's corporate DNA, is a driving force for carrying out human capital management. We will promote our initiatives Groupwide in order to realize a long-term vision for 2030, "Driving Innovative Impact 2030," in line with four priority topics: securing and developing human resources, respecting human rights, achieving diversity and inclusion, and enhancing engagement.

Vision and Four-Year Business Plan: <a href="https://www.daifuku.com/ir/policy/plan">www.daifuku.com/ir/policy/plan</a>

Daifuku's priority topics: <a href="https://www.daifuku.com/sustainability/management/materiality">www.daifuku.com/sustainability/management/materiality</a>

#### **Strategic Partnership Agreement with JDSC**



Daifuku Co,, Ltd and Japan Data Science Consortium Co. Ltd. (JDSC) concluded an agreement to form a strategic partnership. With this agreement, we will accelerate the utilization of AI technology, promote DX, and develop human resources in the digital field, while providing advanced automation solutions.

Daifuku Group has supported logistics and production sites as well as other forms of social infrastructure with the automated material handling technology, and we have formulated a long-term vision for 2030, "Driving Innovative Impact 2030," to further growth and to contribute to the resolution of social issues in new areas such as food and the environment. To realize our long-term vision, it is necessary to utilize advanced technologies such as Al and promote DX. Therefore, we will collaborate with JDSC, which has extensive experience in supporting DX through Al development and data utilization. The Company and JDSC have been collaborating since April 2023, in areas such as human resources development. The initiatives are as follows:

Formulation and promotion of advanced technology strategies and advancement of implementation measures

Collaboration in the development of innovative material handling systems

Development of common elemental technologies and algorithms for each business to solve Company-wide issues Promotion and further development of the D-Adapt\*, program for training personnel skilled in data utilization

\* Daifuku Al & Data science Advanced Pursuit Training



JDSC contributes to "UPGRADE JAPAN" by collaborating with companies in a wide range of industries, including manufacturing, logistics, energy, healthcare, and public services, to solve social and industry-wide issues. JDSC specialize in the development of high value-added AI solutions that integrate end-to-end processes, and provide algorithm module development and licensing, IT system development and operation, and data science business management services.



#### Cautionary Statement with Respect to Forward-Looking Statements

The strategies, beliefs and plans related to future business performance as described in this document are not established facts. They are business prospects based on the assumptions and beliefs of the management team judging from the most current information, and therefore, these prospects are subject to potential risks and uncertainties. Due to various crucial factors, actual results may differ materially from these forward-looking statements. These crucial factors that may adversely affect performance include 1) consumer trends and economic conditions in the Daifuku Group's operating environment; 2) the effect of yen exchange rates on sales, assets and liabilities denominated in U.S. dollars and other currencies; 3) the tightening of laws and regulations regarding safety and other matters that may lead to higher costs or sales restrictions; and 4) the impact of natural disasters and intentional threats, war, acts of terrorism, strikes, and plagues. Moreover, there are other factors that may adversely affect the Group's performance.