Takaoka Toko Group Second Quarter of Fiscal Year Ending on March 31, 2024

Supplementary Briefing Material on Financial Results

November 10, 2023

TSE Prime Market (6617)

Takashi Ichinose President and Representative Director



Takaoka Toko Co., Ltd. 2023 All rights reserved.



We sincerely reiterate our deep apologies for the great concerns and inconveniencies caused to our customers, shareholders, trading partners, and all other stakeholders regarding the "Incidents of Impropriety Regarding Certain Instrument Transformer Products" announced on May 16, 2023.

We are currently in the process of making company-wide efforts to prevent recurrence and restore trust, but we will inform you of the response status at this point.

1. Status of Response to Customers

After announcing this incident, we promptly started explaining the situation and discussing responses with customers. The progress to date is as follows:

(1) Improper preparation of type test reports

All responses are complete for about one third of the affected customers. We will continue to submit corrected type test certificates and report rectification measures to the remaining customers.

(2) Related incidents (improper labeling of country of origin, preparation of false pre-shipment inspection reports)

We promptly explained to each customer that there are no issues with the quality or safety of the products in question. This response is ongoing.

In addition, from the announcement of this incident on May 16 up to the present, there have been no confirmed cases of quality or safety issues occurring due to this incident.

Please also note the impact of this incident on the results for the six months ended September 30, 2023 is minimal.

2. Status of Response to Regulatory Authorities

We are responding appropriately and swiftly to instructions from the regulatory authorities, and there are currently no problematic issues.



3. Status of Comprehensive Inspections of Quality

We are conducting a comprehensive inspection and investigation on all products, investigating the root causes of this incident and <u>the reasons</u> it was not discovered and corrected for so long. We will <u>evaluate the effectiveness of</u> <u>"Reforms to Strengthen the Quality Compliance System"</u>¹ initiated in 2021 and <u>consider and implement any</u> <u>necessary additional measures</u>. Through this, we will <u>thoroughly reconstruct our quality management system</u>.

The investigation system is <u>structured to enable inspections without omissions</u>, reflecting lessons from the comprehensive inspection in 2021. We have <u>expanded inspection documents</u>^{*2} and <u>established focused check</u> <u>items</u>^{*3}, and are conducting comprehensive inspections of quality with the goal of completing them by the end of March 2024.

*1 Reforms to Strengthen the Quality Compliance System

Rebuilding the QMS • Comprehensively review and systematically organize and coordinate internal manuals for visualization • Timely collect information related to revisions of standards to reflect the latest on the manuals • Strengthen monitoring of standard compliance situation	Strengthening human resource development • Strengthen the management level • Offer training for the Quality Assurance Department and enhance training contents subjected to all employees • Enhance company-wide basic training
 Enhancing communication Bring the management and front-line employees closer physically and mentally Enhance workplace communication and build an open workplace 	Reforming awareness and culture• Thoroughly implement quality-first principle• Redefine and share the company mission• Promote Kaizen & DX for the improvement of SQCD• Break the inward closed company culture
*2 Expanded Inspection Documents	*3 Focused Check Items
We are expanding the scope of key quality documents and confirming the contents for each product model.	We are conducting comprehensive inspections with a focus on aligning customer requirements and our specifications, compliance with relevant laws and regulations, consistency and reliability of each record, compliance investigations, etc.



3

Takaoka Toko Group Financial Results Briefing Session for the Second Quarter of the Fiscal Year Ending on March 31, 2024

- 1. Business Results/Business Portfolio <YoY Analysis>
- 2. Performance of Business Segments <YoY Analysis>
- 3. Impact of Prolonged Lead Time of Parts Procurement, Soaring Material Prices, and Exchange Rates <vs. Plan>
- Investment Performance (Capital Investments, Research & Development) <YoY Analysis>
- 5. FY2023 Business Forecast <YoY Analysis>
- 6. FY2023 Action to Implement Management that is Conscious of Cost of Capital and Stock Price
- 7. FY2023 Second Quarter Initiatives

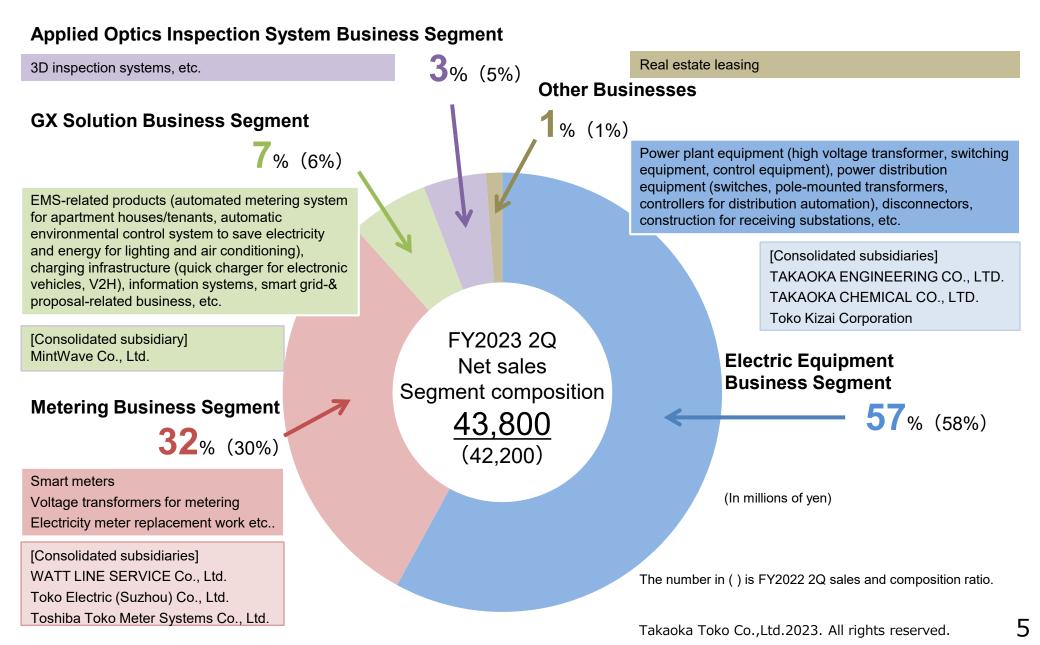
1. FY2023 Second Quarter Business Results <YoY Analysis>

- ΤΑΚΑΟΚΑ ΤΟΚΟ CO., LTD.
- Consolidated net sales were 43,774 million yen, up 3.6% YoY, mainly due to increases in sales across the entire Metering Business segment and power distribution equipment, despite decreases in sales for general plant projects and 3D inspection systems.
- In terms of profit, there were decreases across the board. While there were increases in power distribution equipment and smart meters, these were not enough to offset the decreases in general plant projects and 3D inspection systems. As a result, operating income was 2,253 million yen, down 2.1% YoY, ordinary income was 2,406 million yen, down 3.4% YoY, and profit attributable to owners of parent was 1,442 million yen, down 11.0% YoY.

(In millions of yen) **FY2023** FY2022 Increase YoY 2Q (B) 2Q (A) (A)-(B)Net sales* 43,774 42,243 1,531 3.6% Operating income 2,253 2,301 (2.1%)(48) Ordinary income 2,406 2,489 (83) (3.4%)Profit attributable to owners of parent 1,442 1,620 (177)(11.0%)1,791 *Of which, net sales related to TEPCO Power Grid Inc. 19,647 17,856 10.0% 42.3% Net sales composition of TEPCO Power Grid Inc. 44.9% 2.6% 12.5% Order received 59,886 53,209 6,676

1. FY2023 Second Quarter Business Results Business Portfolio (FY2023 Second Quarter Net Sales)



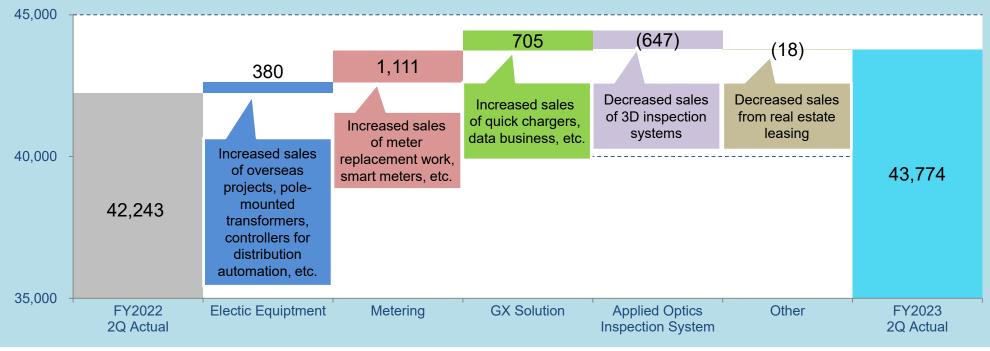


1. FY2023 Second Quarter Business Results: Net Sales <YoY Analysis>

(In millions of yen)

[Net sales by segment]

		FY2023 2Q		FY2022	2Q	YoY	
	Segment	Amount (A)	Ratio	Amount (B)	Ratio	Change (A)–(B)	Percent change
	Electric Equipment Business	24,863	56.8%	24,482	58.0%	380	1.6%
	Metering Business	13,954	31.9%	12,842	30.4%	1,111	8.7%
	GX Solution Business	3,166	7.2%	2,460	5.8%	705	28.7%
	Applied Optics Inspection System Business	1,302	3.0%	1,950	4.6%	(647)	(33.2%)
	Other (real estate leasing)	488	1.1%	506	1.2%	(18)	(3.6%)
Ne	t sales by segment: Total	43,774	_	42,243	_	1,531	3.6%



Takaoka Toko Co., Ltd. 2023. All rights reserved.

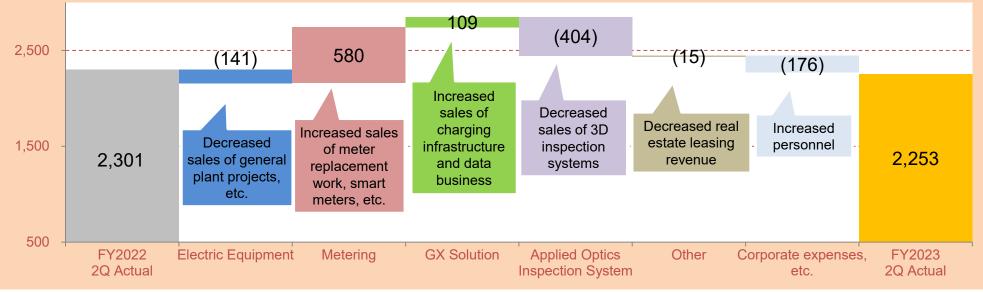
1. FY2023 Second Quarter Business Results: Income <YoY Analysis>



(In millions of yen)

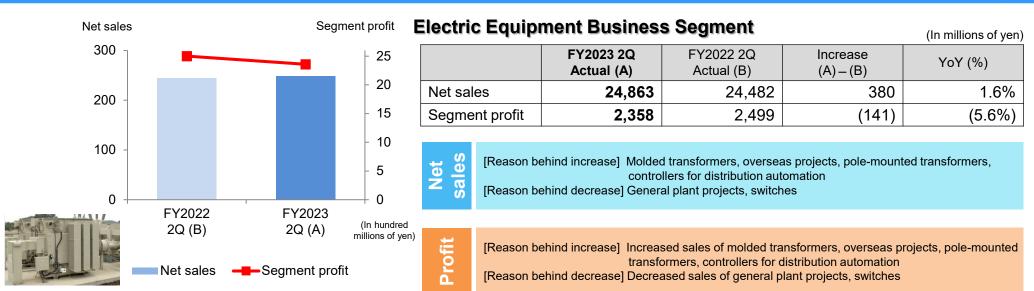
[Income by segment]

		FY2023	2Q	FY2022	2Q	YoY	
	Segment	Amount (A)	Profit margin	Amount (B)	Profit margin	Change (A)–(B)	Percent change
Elec	ctric Equipment Business	2,358	9.5%	2,499	10.2%	(141)	(5.6%)
Met	tering Business	1,880	13.5%	1,300	10.1%	580	44.6%
GX	Solution Business	(339)	(10.7%)	(447)	(18.2%)	109	_
Арр	blied Optics Inspection System Business	357	27.4%	762	39.1%	(404)	(53.1%)
Oth	er (real estate leasing)	329	67.4%	345	68.2%	(15)	(4.6%)
Income b	by segment: Total	4,587	10.5%	4,459	10.6%	127	2.8%
	rporate expenses, etc. (incl. consolidated ustments)	(2,334)	-	(2,158)	_	(176)	_
Operatin	ng income	2,253	5.1%	2,301	5.4%	(48)	(2.1)%

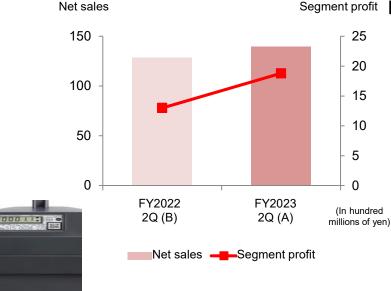


Takaoka Toko Co., Ltd. 2023. All rights reserved.

2. Performance of Business Segments <YoY Analysis>



Eco-friendly palm fatty acid ester-immersed transformer



Smart meter

nt profit Metering Business Segment

Profit

-	-			
	FY2023 2Q Actual (A)	FY2022 2Q Actual (B)	Increase (A)–(B)	YoY (%)
Net sales	13,954	12,842	1,111	8.7%
Segment profit	1,880	1,300	580	44.6%

[Reason behind increase] Electric meter replacement work, smart meters, instrument transformers [Reason behind decrease] -

[Reason behind increase] Increased sales of electric meter replacement work, smart meters, instrument transformers [Reason behind decrease] -

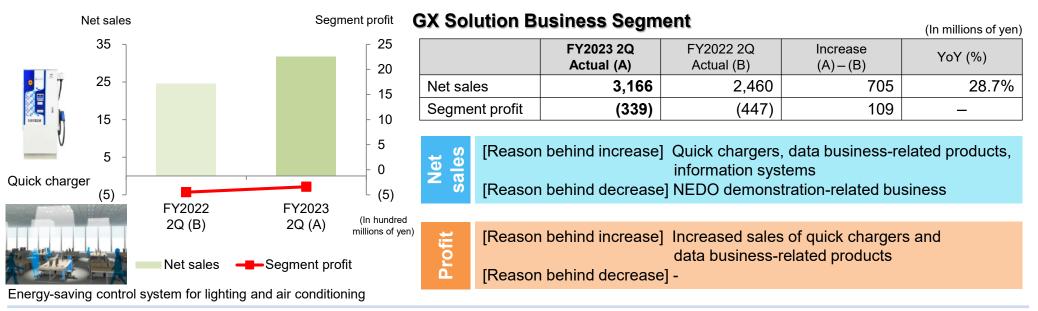
TAKAOKA TOKO CO., LTD

(In millions of ven)

8

2. Performance of Business Segments <YoY Analysis>





Net sales

Profit

Net sales Segment profit 20 8 7 6 5 10 4 3 2 1 0 FY2023 FY2022 (In hundred 2Q (B) 2Q (A) millions of yen) Net sales - Segment profit

nent profit Applied Optics Inspection System Business Segment

applied option	(In millions of yen)										
	FY2023 2Q Actual (A)	FY2022 2Q Actual (B)	Increase (A) – (B)	YoY (%)							
Net sales	1,302	1,950	(647)	(33.2%)							
Segment profit	357	762	(404)	(53.1%)							

[Reason behind increase] -[Reason behind decrease] 3D inspection systems

[Reason behind increase] -

[Reason behind decrease] Decreased sales of 3D inspection systems

Applied Optics Inspection System

Takaoka Toko Co., Ltd. 2023. All rights reserved.

9



1. Impact of prolonged lead time of parts procurement and soaring material prices

Prolonged lead time of parts procurements

- While some parts such as various substrates and switches are still being impacted by prolonged procurement lead times, the overall situation is trending towards improvement.
- > The possibility of greater impact than initially anticipated for the fiscal year is expected to be low.

Soaring material prices

- The prices of key materials such as insulating oil and copper wire continue to remain high, partly due to the effect of yen depreciation.
- > Purchased items are seeing continued price hikes due to inflation and sharply rising energy costs.
- The initial plan anticipated a profit decrease of 1.4 billion yen from FY2022 results due to soaring prices of materials such as insulating oil, copper wire, and electromagnetic steel sheets, as well as electricity rates and transportation costs. The possibility of greater impact than initially anticipated for the fiscal year is expected to be low.

2. Impact of exchange rate fluctuations

- Net sales: The impact is minor for first half results and the fiscal year as contracts are mostly denominated in yen.
- Profits: Due to the depreciation of the yen, the impact on the first half from items procured from overseas is around 140 million yen.



Capital investments

(In hundred millions yen)							
	FY2023 Plan	FY2023 1H Actual (A)	FY2022 1H Actual (B)	Increase (A-B)			
Revenue growth and new domains	22.3	6.6	3.3	3.3			
Maintenance and replacement	12.4	4.0	3.0	1.0			
Total	34.7	10.6	6.3	4.3			

Туре	Details
Revenue growth and new domains	 Automated manufacturing lines for pole- mounted transformers
	 Verification of stability with multiple VSGs and synchronous generators
Maintenance and replacement	 Updating of testing equipment for trace PCB devices
	 Updating of manufacturing equipment for pole-mounted transformers
Maintenance and replacement 38%	FY2023 1H 10.6 (In hundred millions of yen)

Research & Development

(In hundred millions yen)

	FY2023 Plan	FY2023 1H Actual (A)	FY2022 1H Actual (B)	Increase (A-B)
New domains	14.3	10.9	9.7	1.1
Core businesses	27.0	5.3	5.1	0.3
Total	41.2	16.2	14.8	1.4

Туре	Details
New domains	Development of next-generation smart meters
	 Development of power distribution systems for overseas
Core businesses	Model change for switches
	Model change for switching equipment
	New domains

FY2023 1H

16.2

Core businesses 33%

(In hundred millions of yen)

67%



(In millions of yen)

The performance forecast for FY2023 remains unchanged at this point from the disclosure made on April 26, 2023. While sales related to smart meters and the overall Metering Business are relatively strong, there are uncertainties such as the future impact on operating results from the "Incidents of Impropriety Regarding Certain Instrument Transformer Products" announced on May 16, 2023.

	FY2023 Forecast (A)	FY2022 Actual (B)	Increase (A)–(B)	ΥοΥ
Net sales*	100,000	97,752	2,248	2.3%
Operating income	4,500	4,847	(347)	(7.7%)
Ordinary income	4,600	4,704	(104)	(2.3%)
Profit attributable to owners of parent	3,400	2,919	481	16.5%
*Of which, net sales related to TEPCO Power Grid	40,063	38,820	1,243	3.2%
Net sales composition of TEPCO Power Grid	40.1%	39.7%	0.4%	_
Orders received	96,183	109,359	(13,176)	(13.7%)

6. FY2023 Action to Implement Management that is Conscious of Cost of Capital and Stock Price



- In accordance with requests from the Tokyo Stock Exchange, we are currently analyzing the current situation and considering response measures.
 - Analyze current situation by decomposing ROE into elements of profitability, capital efficiency, and financial soundness
 - Consider specific measures as part of the formulation process for the next medium-term management plan and review of 2030 VISION
 - Plan to announce PBR improvement plan as part of next medium-term management plan to be released next April
 - Disclosed "promotion of dialogue with shareholders and disclosure" requested by the TSE in the integrated report published in September
- We recognize that strengthening IR activities is also an important element to swiftly and clearly communicate our sustainable growth story to all stakeholders, and will take action accordingly.

Indicators for FY2020-2022

	and PER range				×	PER				
for FY2020–2022		0.5–0.7 times		2.9–6.4%		7.3–18.1 times				
Category	PBR Factor Decomposition for FY2022	Current	Current understanding and example of responses							
		Important indication Existing core busin		for improving PBR						
	Return on	Accelerate kaize								
Profitability	sales				entrat	ion and supply chai	in reforms			
	2.99%					nening quality contro				
		New businesses \Rightarrow	· Re	alize take-off strate	egy wł	nile maintaining profi	itability			
Capital Efficiency	Total assets turnover 0.92	-	-	her level comp ory through RC		to industry pee anagement	ers			
	Financial									
Financial Soundness	leverage									
Countriess	1.98 times									

Share price, PBR, and PER are the values at the end of March 2023.

	Share	Dividend	Payout				ROE factor decomposition			
	price	yield	ratio	PBR	PER	ROE	Return on sales	Total assets turnover	Financial leverage	
FY2020	1,579 yen	3.2%	57.2%	0.52 times	18.1 times	2.9%	1.53%	0.91	2.05 times	
FY2021	1,479 yen	3.4%	24.6%	0.46 times	7.3 times	6.4%	3.57%	0.92	1.95 times	
FY2022	2,351 yen	2.3%	30.5%	0.71 times	13.0 times	5.4%	2.99%	0.92	1.98 times	



13 CLIMATE

EV Infrastructure Business Initiatives



Takaoka Toko is working to continuously reduce environmental impact across all corporate activities, as well as to provide products and services that reduce environmental impact, towards achieving carbon neutrality by 2050.

Topic 1

Our new model "Medium-Capacity Quick Charger for Electric Vehicles HFR1-15B11" released in October 2022 received an Encouragement Award from the Japan Electrical Construction Association in the product competition at the JECA FAIR 2023 (71st Electrical Construction Equipment and Materials Fair), Japan's largest comprehensive electrical equipment exhibition.



Topic 2

We have implemented wrap advertisements for the **"Medium-Capacity Quick Charger for Electric Vehicles HFR1-15B11"** at two power distribution ground facilities near Shimbashi Station in Minato Ward.

Advertisement display period: April 18, 2023 – end of March 2025 (planned)





EV Infrastructure Business Initiatives

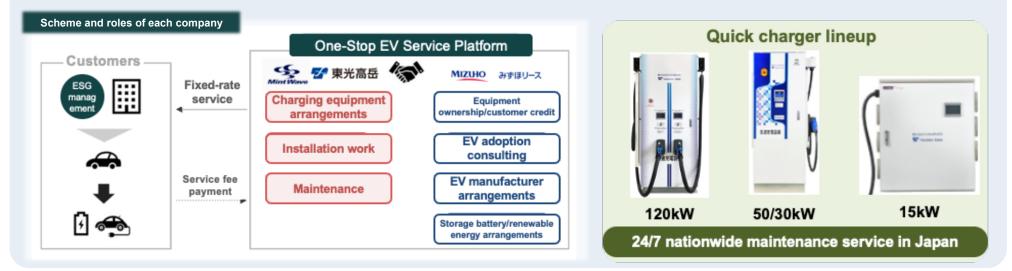






Basic agreement signed with Mizuho Leasing for establishing a "One-Stop EV Service"

Takaoka Toko Co., Ltd., MintWave Co., Ltd., and Mizuho Leasing Company, Limited have signed a basic agreement to establish a "One-Stop EV Service" that offers integrated services from proposing electric vehicle and charging infrastructure adoption to maintenance services with no initial costs. The three companies have started collaborating to provide charging infrastructure-related services and will discuss service details, aiming to launch the service in April 2024.



Amid accelerating policies promoting EV infrastructure adoption such as the Japanese government's Green Growth Strategy and expanded subsidies, as Japan's top share manufacturer of quick chargers for EVs, we will contribute to realizing an EV society by providing new products and services that meet diversifying charging needs.



Overseas Business Initiatives



To achieve 10% or more of net sales from overseas business by 2030, we promote "out-in" and "out-out" sales development by establishing new overseas production bases and expanding existing ones, as well as deepening and expanding our EPC business.

Topic 1

Technology partnership agreement signed with Vietnam's HANAKA-PTM for high voltage transformers

We view Vietnam as an important market. In 2019, we invested in ATS, which holds the top share in Vietnam for SCADA solutions that monitor and control power grids.

To further strengthen our overseas competitiveness, on May 30, 2023, we signed a technology partnership agreement with Vietnam's HANAKA 220-500kV POWER TRANSFORMER MANUFACTURING JOINT STOCK COMPANY (HANAKA-PTM) for high voltage transformers.

Through this technology partnership, we will provide HANAKA-PTM with Takaoka Toko's high voltage transformer manufacturing technologies, contributing to infrastructure development in Vietnam and stable power supply through localization and high-quality manufacturing using Japanese technologies for critical infrastructure equipment. Looking ahead, by exporting high-quality, affordable transformers globally, we will increase our overseas sales ratio and strive to achieve our management goals.



Left: Takashi Ichinose; Right: Mr. Man Ngoc Anh of HANAKA-PTM



Overseas Business Initiatives



Topic 2

Expanding Overseas EPC Business

Takaoka Engineering, a group company of Takaoka Toko, is expanding through three approaches: expanding core power generation and substation plant business, developing peripheral businesses like water supply and sewerage infrastructure, and capturing growth fields such as renewable energy. In the first half of FY2023, projects were completed in three countries, and a new order was received in one additional country, accumulating achievements as an EPC contractor and contributing to stable power supply globally.

Major completed projects

Republic of Uganda

Transmission system protection enhancement project

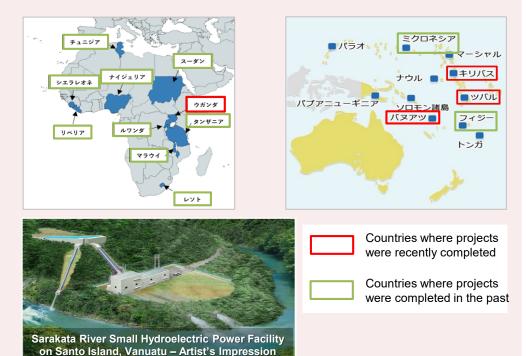
Tuvalu/Republic of Kiribati

Diesel power plant renovation project

Major new order

Republic of Vanuatu

Hydroelectric power plant facilities improvement plan





Smart Meter Business



FY2023 1H results of Toshiba Toko Meter Systems

- In FY2023, the supply-demand situation has generally eased for electronic components including semiconductors, and there has been no production impact from component shortages like last fiscal year. Net sales increased YoY (up 10%) in the first half due to factors such as increased volume of smart meters for electric utilities, active equipment investment for solar power generation facilities (PPA business) and EV charging infrastructure aimed at decarbonization, and strong sales of smart meters in the industrial sector.
- The continued weak yen since the beginning of the fiscal year has led to soaring material costs. However, we
 managed to minimize the impact on profits by executing forward exchange contracts in February to March this
 year and revising some sales prices. Operating income increased YoY (up 45%) as a result.



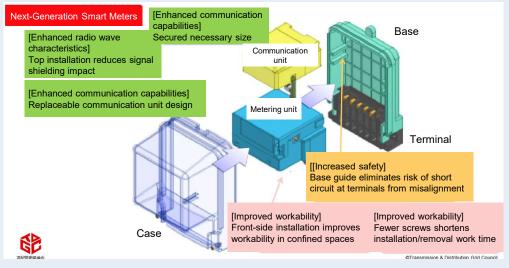
Development status of

next-generation electric smart meters

- Design and development for the introduction of next-generation electric smart meters from FY2025 is progressing smoothly. We are also applying cost reduction measures obtained in the process to current smart meters to reduce costs.
- Specifications for the next-generation electric smart meters have been unified across 10 electric utilities, with enhancements in communication capabilities, improved radio wave characteristics, and increased safety and workability compared to current products.

Source:

Transmission & Distribution Grid Council – Specifications for Next-Generation Smart Meters https://www.tdgc.jp/information/2022/06/02_1000.html



Takaoka Toko Co., Ltd. 2023. All rights reserved.

18



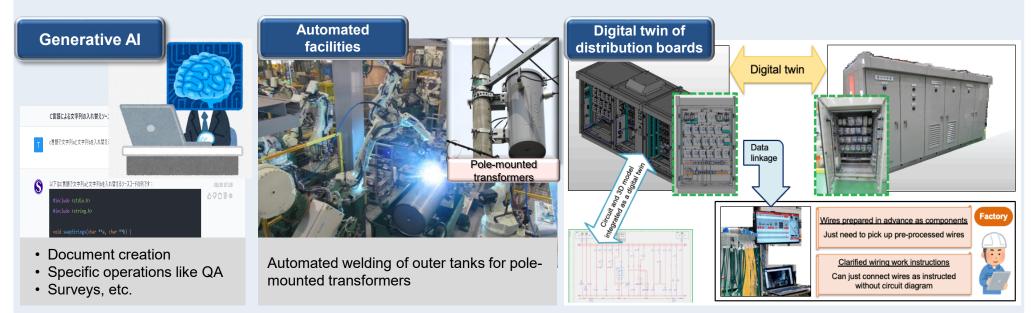
DX (Company-Wide KAIZEN × Digital) initiatives



In September 2021, Takaoka Toko formulated and announced the "Takaoka Toko Digital Transformation Strategy (TKTK-DX)" and is now working on automation and digitalization leveraging cutting-edge digital technologies and data. *Selected as a "DX Certified Business Operator" designated by the Ministry of Economy, Trade and Industry in January 2022

So far, we have achieved outcomes through reforms leveraging digital technologies, such as **automating operations** with RPA, creating **digital twins** of distribution boards, and **automated design**, as well as **expanding automated facilities**, automating testing equipment, and digitizing test reports for smart factory implementation.

Going forward, we will further accelerate DX through initiatives such as **applying generative AI** and smart factory implementation to strengthen our competitiveness.





Initiatives to Improve Stakeholder Engagement



Renewal of corporate website

We have revamped our corporate website to increase appeal to stakeholders and improve communication. This includes adding videos titled "TKTK Stories," expanding products & services page content, and adding new content (Strengths of Takaoka Toko, Takaoka Toko at a glance, pages for individual investors, etc.).



Publishing Integrated Report 2023

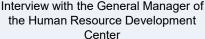
This report organizes information related to the Takaoka Toko Group's CSR activities and corporate value creation in an easy-to-understand manner. Its purpose is to enable deeper communication with all stakeholders, including shareholders and investors. In addition to updating existing content, we have expanded disclosed information and added the following initiatives this fiscal year:

- Interview with the General Manager of the newly established Human Resource Development Center, as part of our initiatives to become a "Comprehensive Energy Business Provider" as set out in 2030 VISION
- Discussion meeting with Independent Outside Directors to further strengthen governance
- Status of dialogue with shareholders and response to TCFD recommendations
- > Newly formulated human rights policy
- Cover art from Paralym Art, an initiative we officially support as a partner towards realizing a sustainable society



Cover: From Paralym Art

「社員の成長意欲の向上」と 「業界トップの人財の有成」を スッションとして、 全社の「ひさくり」をリードし 企業価値の向上を実現します。 NET こ で 野村 智志





Discussion meeting with Independent Outside Directors



Cautionary statement regarding the performance forecast

Performance forecasts in this document have been made based on information available as of its publication date, and actual operating results may differ from such forecasts due to various factors.

