



# Fiscal Year Ending October 31, 2023 Second Quarter Operating Results Briefing Materials

June 6, 2023

# kanamoto

**Stock Code: 9678**

(Tokyo Stock Exchange, Prime Market/Sapporo Securities Exchange)

President and CEO  
Executive Division Manager,  
Business Coordination Headquarters

**Tetsuo Kanamoto**

Director and Corporate Officer  
Division Manager, Accounting Division  
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**Shun Hirose**

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## **01** Consolidated Second Quarter Operating Results for the Fiscal Year Ending October 31, 2023

Projected Consolidated Operating Results  
for the Fiscal Year Ending October 31, 2023

Future Expansion: Creative 60

# Notification Concerning Revision of Projected Operating Results for the Six-Month Period of the Fiscal Year Ending October 31, 2023

## Revised projected figures for consolidated operating results for the six-month period of the fiscal year ending October 31, 2023 (November 1, 2022 - April 30, 2023)

(Unit: Millions of yen except earnings per share, which is in yen)

	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent	EPS
Prior projection	96,700	6,200	6,200	3,600	¥ 98.78
Revised projection	97,260	5,320	5,480	2,920	¥ 80.11
Increase/decrease	560	- 880	- 720	- 680	—
Percent change	0.6%	- 14.2%	- 11.6%	- 18.9%	—

## Revised projected figures for non-consolidated operating results for the six-month period of the fiscal year ending October 31, 2023 (November 1, 2022 - April 30, 2023)

(Unit: Millions of yen except earnings per share, which is in yen)

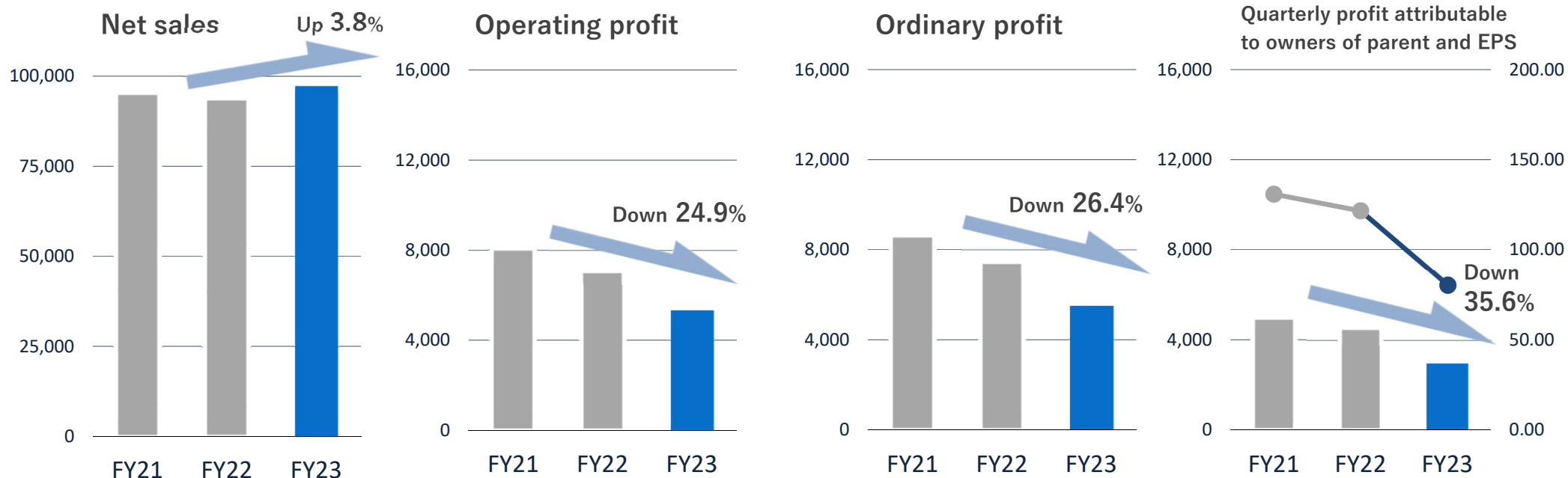
	Net sales	Ordinary profit	Profit	EPS
Prior projection	56,600	2,700	1,800	¥ 49.39
Revised projection	57,460	2,030	1,220	¥ 33.47
Increase/decrease	860	- 670	- 580	—
Percent change	1.5%	- 24.8%	- 32.2%	—

※May 30, 2023 「Notification Concerning Revision of Projected Operating Results for the Six-Month Period of the Fiscal Year Ending October 31, 2023」

# Consolidated Second Quarter Operating Results for the Fiscal Year Ending October 31, 2023

(Millions of yen)

	Net sales	Operating profit	Ordinary profit	Quarterly profit attributable to owners of parent	EPS
Consolidated second quarter operating results for the fiscal year ending October 31, 2023	97,268	5,327	5,488	2,924	¥ 80.23
% change from prior year	3.8%	− 24.9%	− 26.4%	− 35.6%	—
Consolidated second quarter operating results for the fiscal year ending October 31, 2022	93,715	7,098	7,457	4,540	¥ 121.54
% change from prior year	—	− 11.9%	− 13.5%	− 8.2%	—
Consolidated second quarter operating results for fiscal year ended October 31, 2021	95,225	8,061	8,626	4,945	¥ 130.81

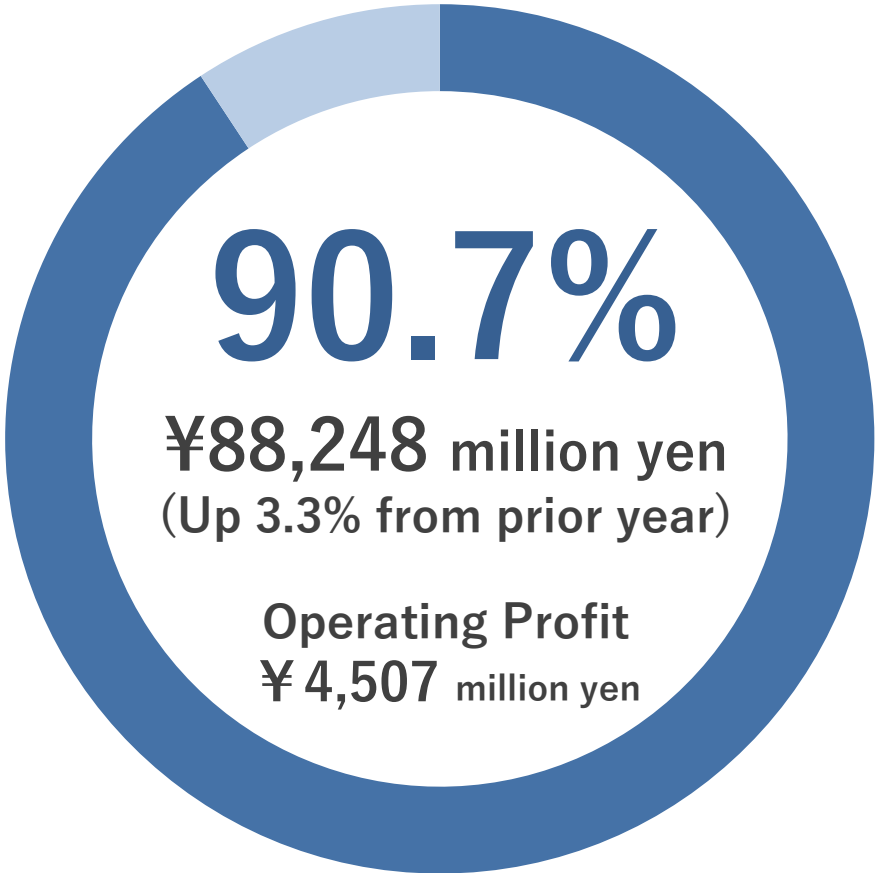


※As the Company has applied the “Accounting Standard for Revenue Recognition” (ASBJ Statement No. 29, March 31, 2020), etc. from the beginning of the first quarter of the fiscal year ended October 31, 2022, the percentage of change for net sales from the results for the six months ended April 30, 2021, which was prior to the application of the said accounting standard, etc. is not shown.

# Consolidated Second Quarter Results by Segment

The Construction Equipment Rental Business makes up 90.7% of total sales while Other Businesses contributed 9.3%.

## Construction Equipment Rental Business



## Other Businesses

(Steel Product Sales Business, Information-related Business, Welfare-related Business, etc.)



Net sales: **¥97,268 million yen** (Up 3.8% from prior year)

# Changes in Consolidated Second Quarter Net Sales from Construction Equipment Rental by Region

% change from prior year by region

**Hokkaido Region** Up 0.2%

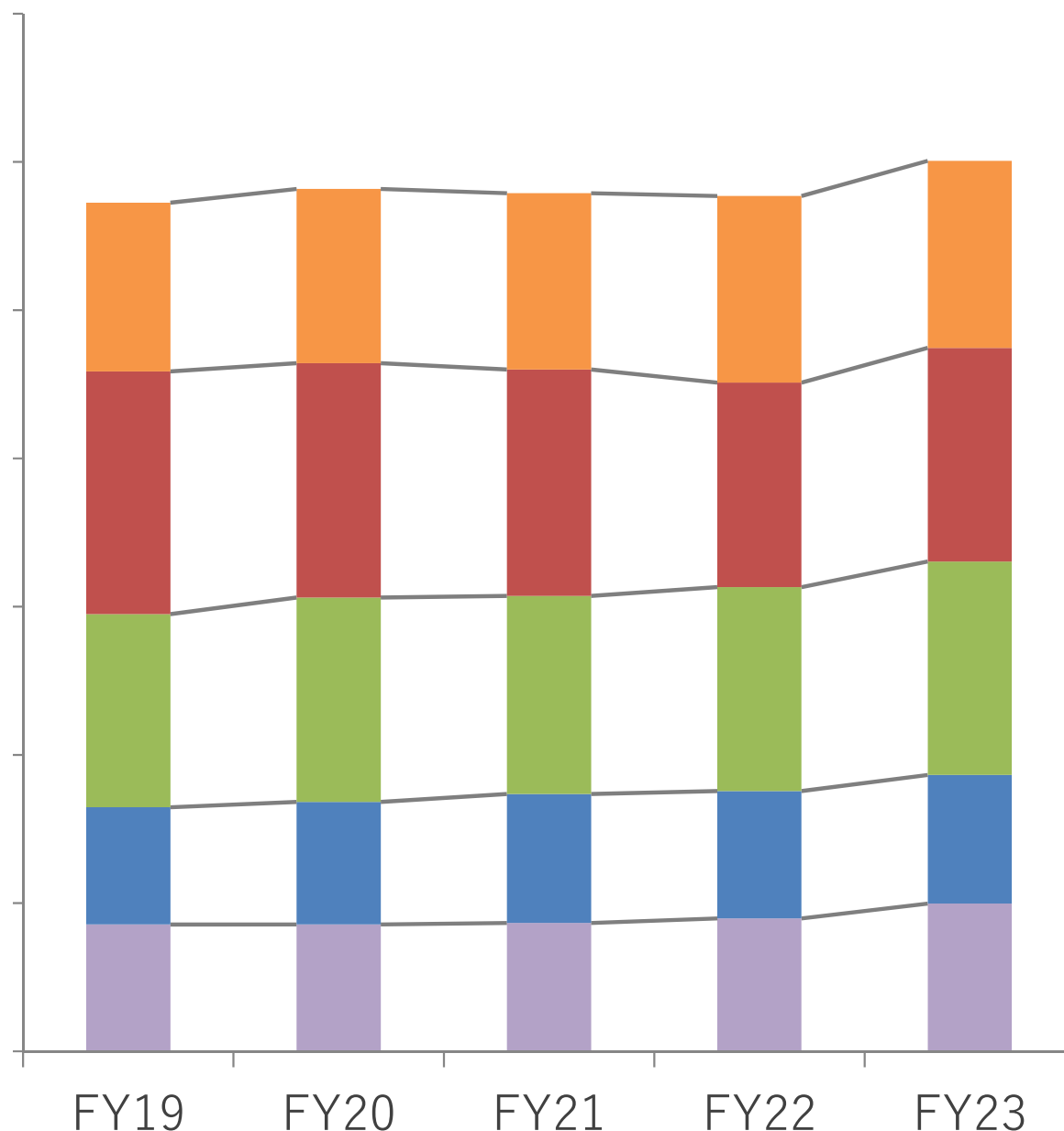
**Tohoku Region** Up 4.5%

**Kanto & Koushinetsu Region** Up 4.6%

**West Japan Region** Up 1.0%

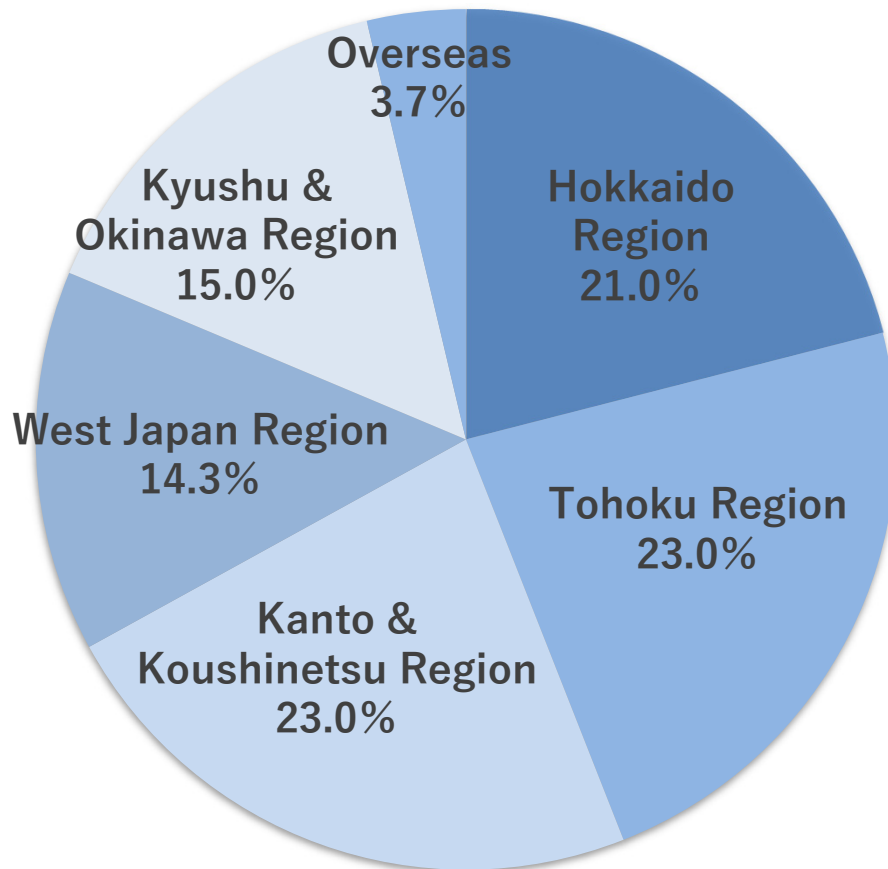
**Kyushu & Okinawa Region** Up 11.1%

**Consolidated total net sales of construction equipment rentals** Up 4.1%

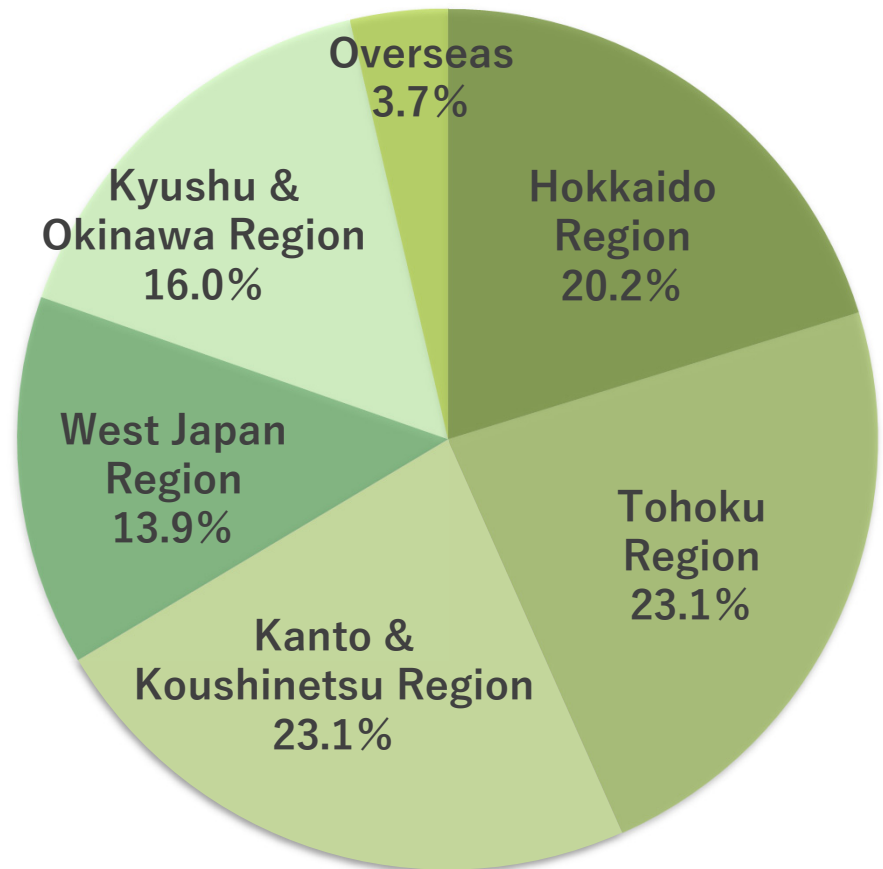


# Construction Equipment Rental Business: Sales Ratio of Equipment Rentals by Region

## FY2022\_2Q



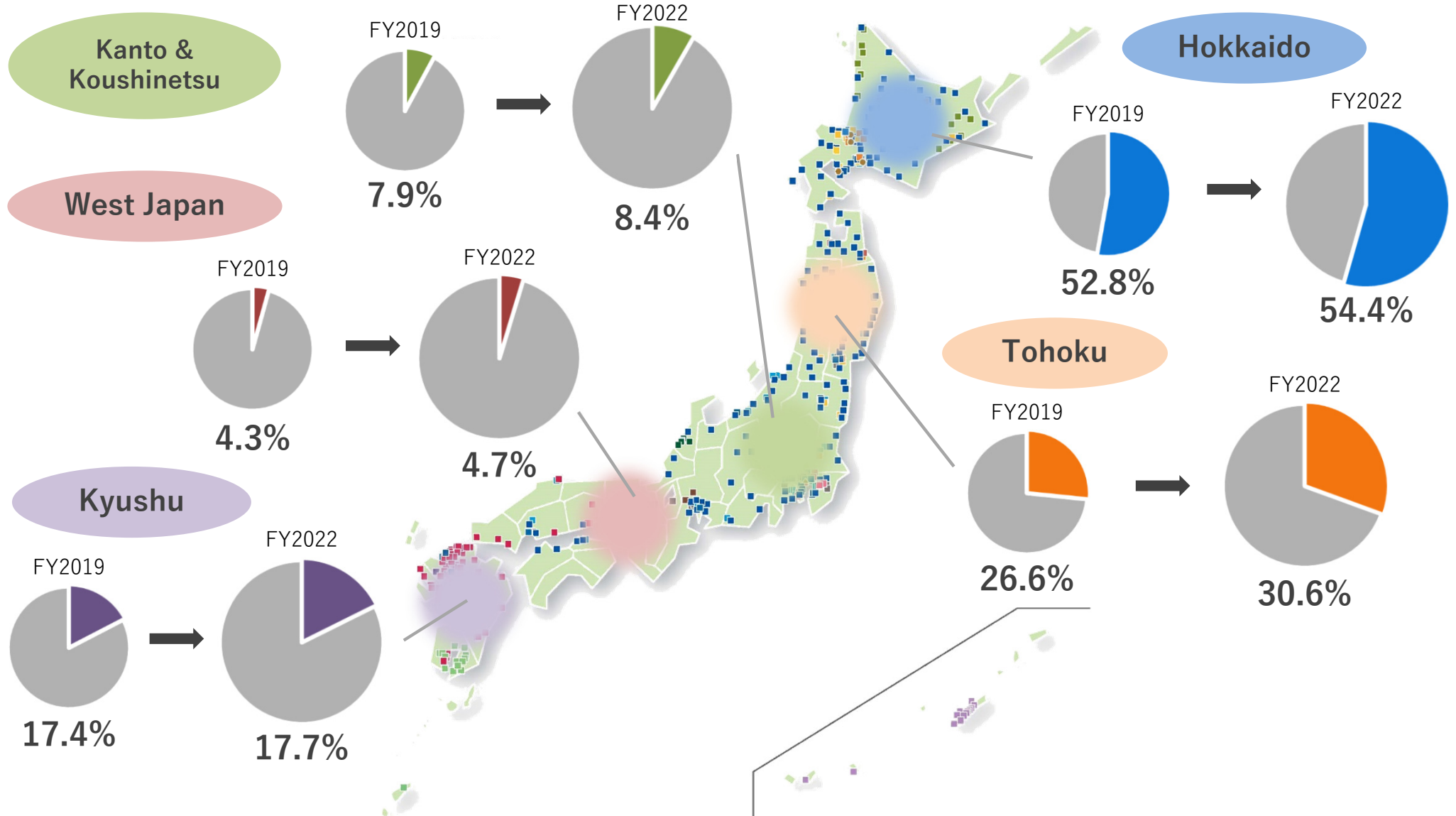
## FY2023\_2Q





# Changes in market share by region

Promote the improvement of group synergy and the expansion of market share by expanding and strengthening the base network



Source: Calculated uniformly at 2.5% according to the volume base in the Ministry of Land, Infrastructure, Transport and Tourism Construction Statistics Guidebook.

Note: These figures fluctuate with retroactive revisions of the Construction Statistics Guidebook.

# Assets Balance Sheet

(Millions of yen)

	FY2022_4Q	FY2023_2Q	Change
<b>Assets</b>			
Current assets	118,066	124,371	6,304
Cash and deposits	47,565	54,614	7,049
Other current assets	70,501	69,756	- 744
Non-current assets	187,253	187,138	- 115
Property, plant and equipment	161,728	166,145	4,417
Rental equipment	282,605	294,838	12,232
Accumulated depreciation	- 181,989	- 190,717	- 8,728
Rental equipment, net	100,616	104,121	3,504
Other property, plant and equipment	61,111	62,023	912
Intangible assets	6,717	6,208	- 508
Investments and other assets	18,808	14,784	- 4,023
<b>Total assets</b>	<b>305,320</b>	<b>311,509</b>	<b>6,189</b>

# Liabilities and Net Assets

(Millions of yen)

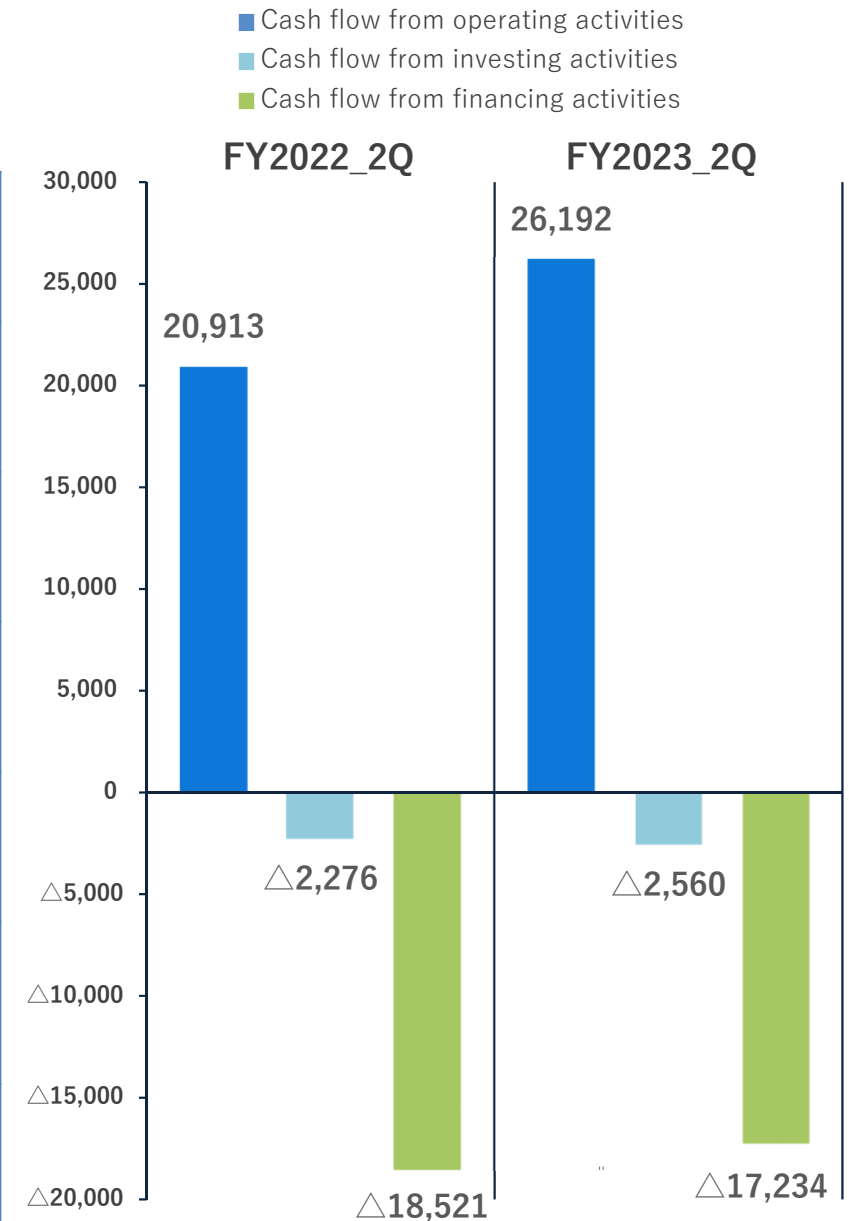
	FY2022_4Q	FY2023_2Q	Change
<b>Liabilities</b>			
Current liabilities	82,465	90,371	7,905
Notes and accounts payable - trade	33,714	40,183	6,469
Other current liabilities	48,751	50,187	1,436
Non-current liabilities	82,242	81,505	- 737
Long-term borrowings	34,659	35,073	414
Long-term accounts payable - other	41,121	39,452	- 1,669
Other non-current liabilities	6,462	6,979	517
<b>Total liabilities</b>	<b>164,708</b>	<b>171,877</b>	<b>7,168</b>
Net assets			
Total shareholders' equity	127,616	126,670	- 945
Accumulated other comprehensive income	4,342	4,067	- 275
Non-controlling interests	8,652	8,894	242
<b>Total net assets</b>	<b>140,611</b>	<b>139,632</b>	<b>- 978</b>
<b>Total liabilities and net assets</b>	<b>305,320</b>	<b>311,509</b>	<b>6,189</b>

# Cash Flows

Cash and cash equivalents were 54,096 million yen, up 7,049 million yen compared to the previous consolidated fiscal year.

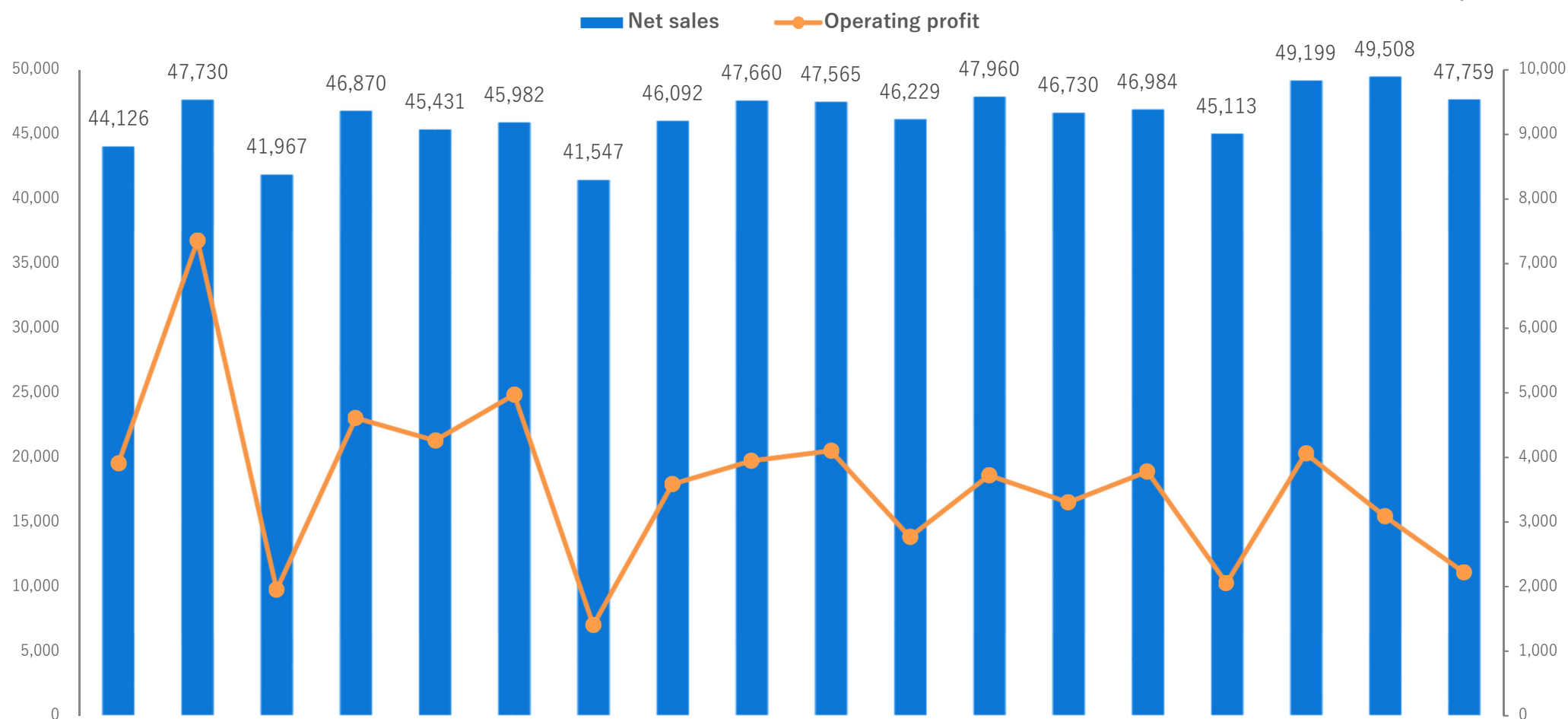
(Millions of yen)

	FY2022_2Q	FY2023_2Q	Change
Cash flow from operating activities	20,913	26,192	5,278
Cash flow from investing activities	-2,276	-2,560	-284
Cash flow from financing activities	-18,521	-17,234	1,287
Net increase (decrease) in cash and cash equivalents	308	6,317	6,009
Cash and cash equivalents at beginning of period	55,557	47,047	-8,510
Increase in cash and cash equivalents resulting from inclusion of subsidiaries in consolidation	-	731	731
Cash and cash equivalents carried over at end of second quarter	55,866	54,096	-1,769



# Changes in Quarterly Financial Results

(Millions of yen)



	FY2019				FY2020				FY2021				FY2022				FY2023	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Net sales	44,126	47,730	41,967	46,870	45,431	45,982	41,547	46,092	47,660	47,565	46,229	47,960	46,730	46,984	45,113	49,199	49,508	47,759
Operating profit	3,913	7,352	1,963	4,612	4,266	4,973	1,418	3,592	3,953	4,107	2,749	3,813	3,311	3,786	2,064	4,067	3,096	2,231

Consolidated Second Quarter Operating Results  
for the Fiscal Year Ending October 31, 2023

**02**

**Projected Consolidated Operating Results  
for the Fiscal Year Ending October 31, 2023**

Future Expansion: Creative 60

# Nominal Investment Trends in Domestic Construction

Gradual increase in investment after hitting bottom at 42 trillion yen in fiscal 2010 Approx

In FY2023, construction investment as a whole is expected to increase slightly from the previous year to approximately ¥68 trillion yen



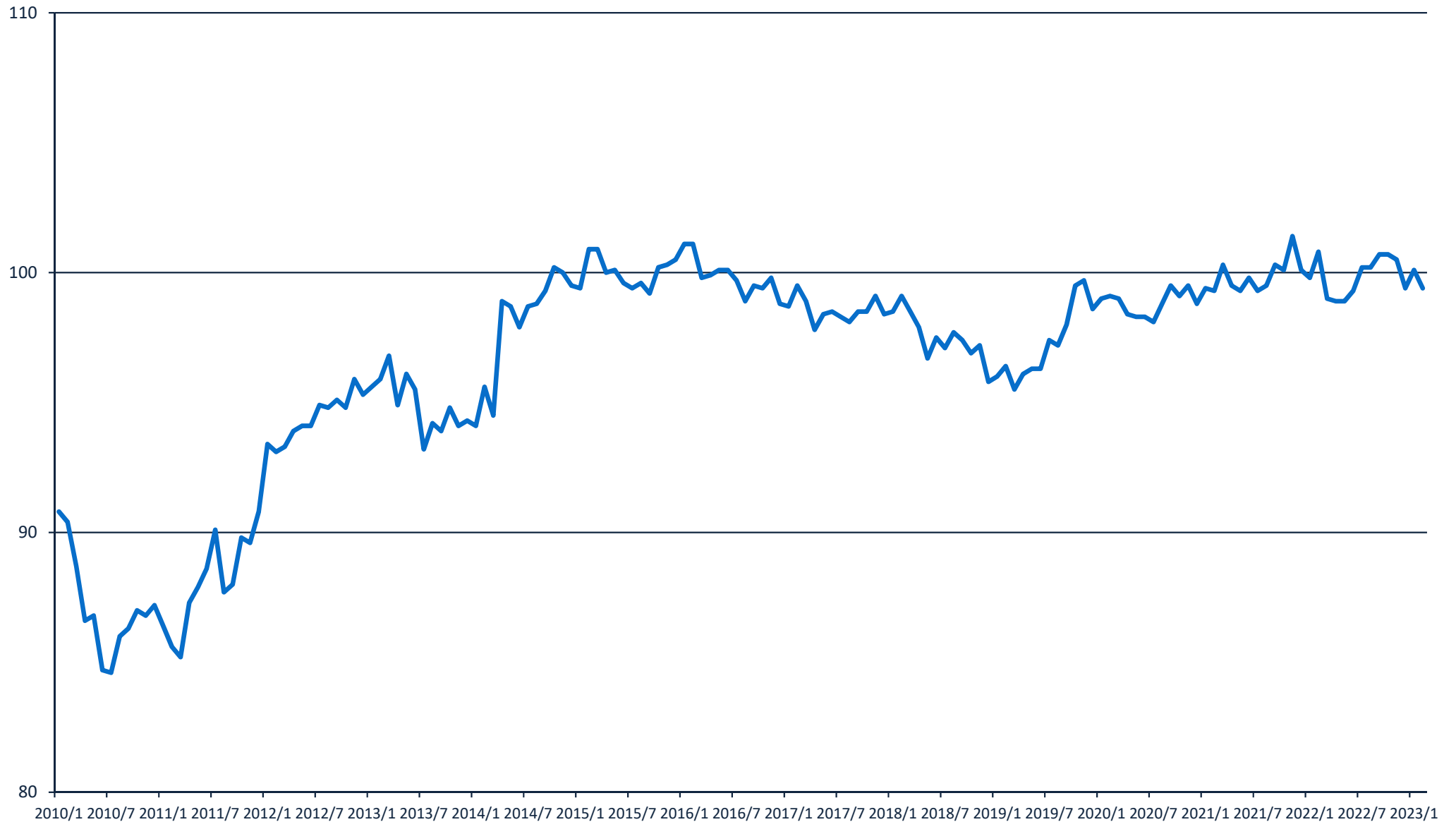
Fiscal year	2005	2010	2015	2016	2017	2018	2019	2020 (Estim.)	2021 (Estim.)	2022 (F'cast.)	2023 (F'cast.)
Total construction	51.6	41.9	56.6	58.7	61.3	61.8	62.3	65.4	66.6	66.7	68.4
Change from prior fiscal year	(-2.4%)	(-2.4%)	(19.3%)	(3.7%)	(4.4%)	(0.8%)	(0.8%)	(4.9%)	(1.9%)	(0.1%)	(2.6%)
Public construction	19.0	18.0	20.2	21.0	21.8	21.6	22.5	24.4	23.4	23.4	23.9
Change from prior fiscal year	(-8.9%)	(0.3%)	(8.6%)	(3.9%)	(3.8%)	(-0.9%)	(4.1%)	(8.7%)	(-4.3%)	(0.1%)	(2.3%)
Private residential building	18.4	13.0	15.7	16.5	16.9	16.7	16.3	15.3	16.1	16.2	16.3
Change from prior fiscal year	(0.3%)	(1.1%)	(5.5%)	(4.9%)	(2.9%)	(-1.2%)	(-2.5%)	(-6.4%)	(5.6%)	(0.2%)	(1.1%)
Private non-residential building	14.2	11.0	14.6	15.3	16.3	17.0	17.0	17.3	17.7	19.0	19.2
Change from prior fiscal year	(4.0%)	(-10.0%)	(3.9%)	(5.0%)	(6.8%)	(4.1%)	(0.4%)	(1.3%)	(2.7%)	(7.2%)	(0.9%)
Private building renovation	—	—	6.2	6.0	6.3	6.5	6.5	8.4	9.4	8.1	9.0
Change from prior fiscal year	—	—	—	(-2.9%)	(4.5%)	(3.7%)	(-0.5%)	(29.4%)	(11.4%)	(-13.2%)	(10.6%)
Substantive construction investment	57.5	44.9	56.6	58.6	60.0	58.6	57.7	60.5	58.9	55.5	55.8
Change from prior fiscal year	(-3.4%)	(-2.6%)	(19.0%)	(3.4%)	(2.4%)	(-2.3%)	(-1.5%)	(5.0%)	(-2.7%)	(-5.8%)	(0.5%)

Source: Prepared based on the Construction Economy Model Forecast of Construction Investment (April 2023) published by the Research Institute of Construction and Economy (RICE)

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# Corporate Service Price Index (Construction Rental Equipment)

The construction equipment rental index shows a stable trend.



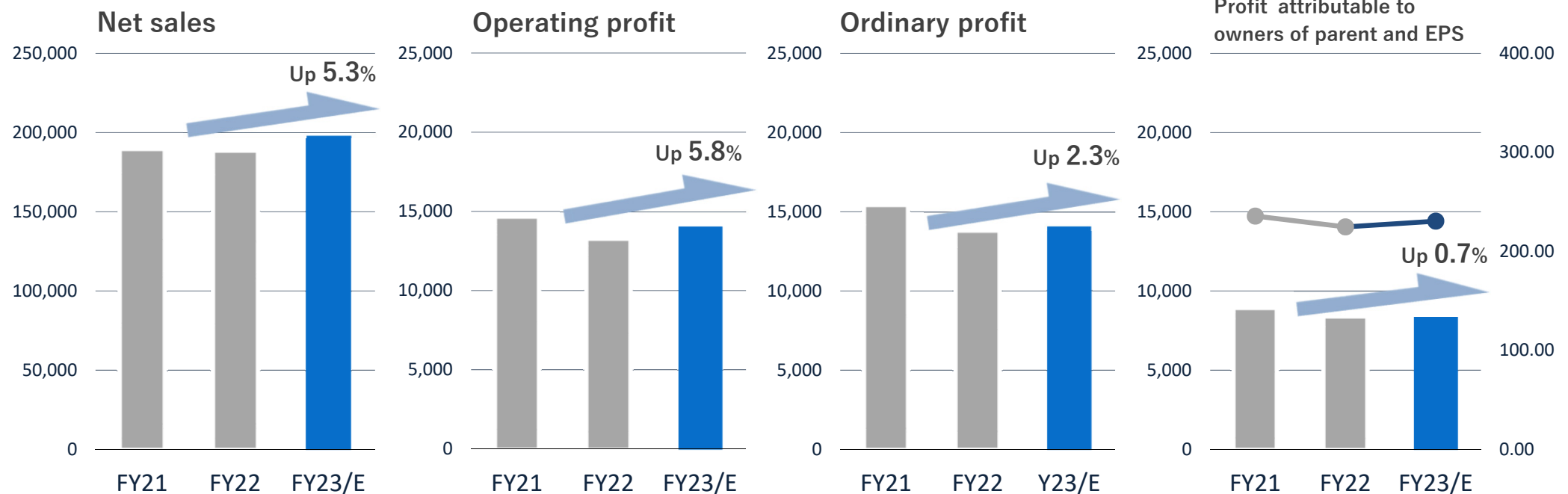
Source: Bank of Japan Corporate Service Price Index (CSPI) on the 2015 Year Base (Construction Rental Equipment)



# Projected Consolidated Operating Results for the Fiscal Year Ending October 31, 2023

While the economic outlook remains uncertain, public investment continues to be firm, and private capital investment is also expected to continue its trend of gradual recovery (Millions of yen)

	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent	EPS
Projected consolidated results for the fiscal year ending October 31, 2023	198,000	14,000	14,100	8,400	¥230.45
% change from prior year	5.3%	5.8%	2.3%	0.7%	—
Consolidated results for fiscal year ended October 31, 2022	188,028	13,229	13,780	8,345	¥ 224.64
% change from prior year	—	−9.5%	−10.5%	−6.3%	—



※As the Company will apply the “Accounting Standard for Revenue Recognition” (ASBJ Statement No. 29), etc. from the beginning of the fiscal year ending October 31, 2022, the above projected consolidated operating results are after the application of the said accounting standard. As a result, the percentages for net sales for the previous fiscal year and the same period of the previous year are not shown.

Consolidated Second Quarter Operating Results  
for the Fiscal Year Ending October 31, 2023

Projected Consolidated Operating Results  
for the Fiscal Year Ending October 31, 2023

## **03 Future Expansion: Creative 60**

# Medium-Term Corporate Management Plan Progress Status

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## Priority Measures of the Creative 60 Medium-Term Corporate Management Plan

### 1 Expansion of the Kanamoto Domestic Base of Operations – Concentrate the Collective Group Capabilities

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- Deeply mine existing areas
- Enter new areas and develop areas where Kanamoto has low market share
- Expand into non-construction sectors

### 2 Overseas Expansion – Upgrade to Overseas Strategy 2.0 (Next Generation)

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- Optimize a global portfolio
- Establish a Kanamoto global platform
- Inorganic strategy: Overseas M&A initiatives
- Lay the groundwork to raise overseas sales to 10% of total net sales

### 3 Optimize Internal Operational Processes – Increase Rental Business Profitability

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- Integrate marketing and sales strategies with IT
- Invest resources in product planning and research and development to develop the technology and systems needed at construction sites  
i.e.: Kana Robo Naccident AX Q-een ICT construction equipment
- Improve operational efficiency
- Build an environment to promote Group logistics i.e.: Cost control, stable long-term operations
- Place emphasis on recruiting and developing human resources

# Expansion of the Kanamoto Domestic Base of Operations

Major Projects Primarily Driving Business Expansion throughout Japan

Wind Power Generation



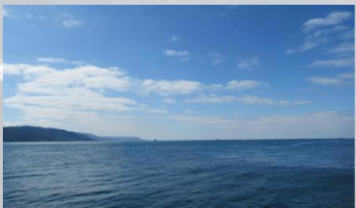
Geothermal Power Generation



Solar Power Generation



Construction of a Self-Defense Forces base



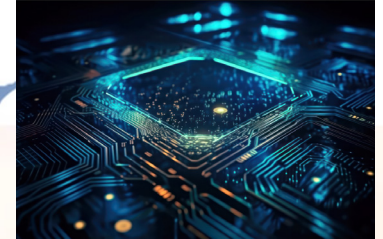
Linear Chuo Shinkansen



Hokuriku Shinkansen



Building a semiconductor plant



Hokkaido Shinkansen



Large-scale Refurbishments of Three NEXCO Companies



2025 Osaka Expo



Kyushu Shinkansen: Takeo to Nagasaki



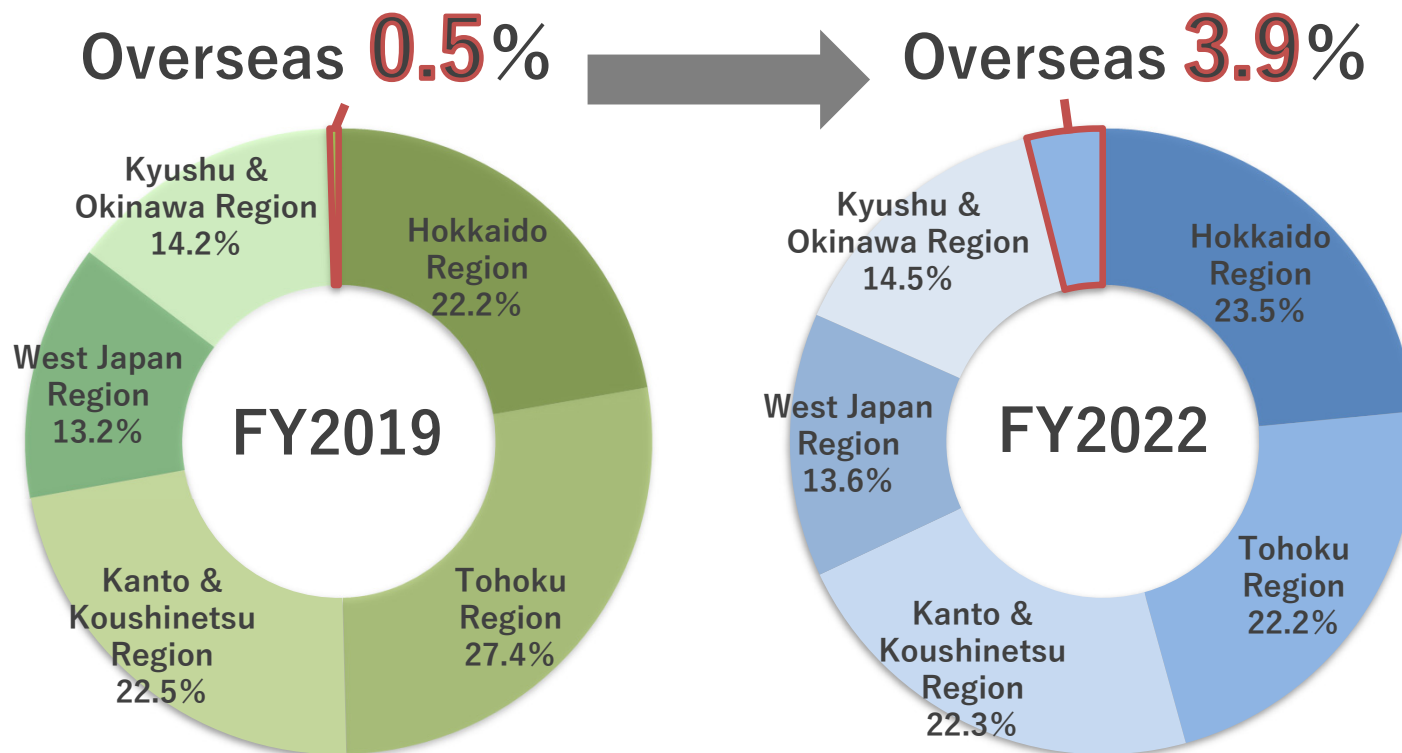


# Overseas Expansion

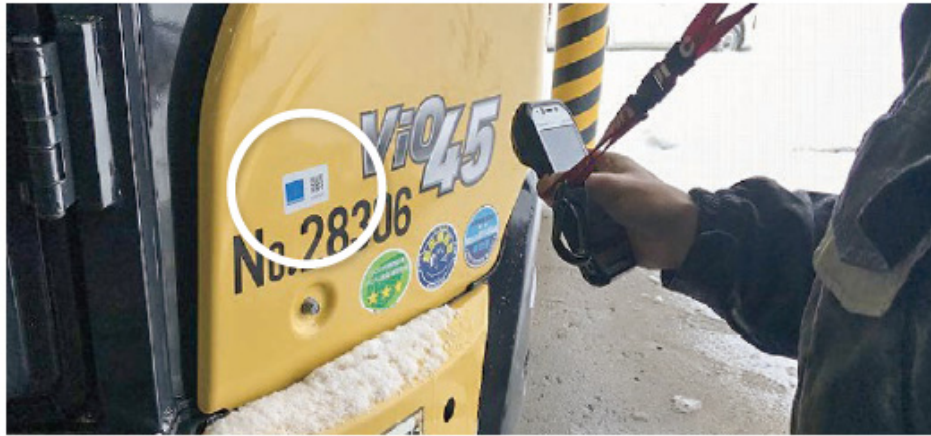
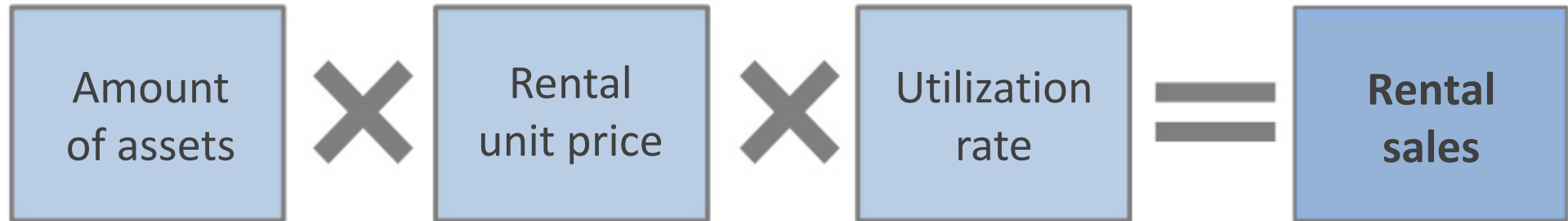
The ratio of overseas rental sales by region in the Construction Equipment Rental Business expanded from 0.5% in fiscal year ended October 31, 2019 to 3.9% in fiscal year ended October 31, 2022.

We aim for further development in the medium- to long-term.

**[TOPICS] 2020 October** Established KANAMOTO AUSTRALIA HOLDINGS PTY LTD in Australia  
Made Porter Plant Group (Australia) a subsidiary company



# Optimize Internal Operational Processes





# Optimize Internal Operational Processes



# Revision of the Medium-Term Corporate Management Plan Numerical Targets

## Medium-term Corporate Management Plan - “Creative 60” - (FY2020 - FY2024)

### Numeric targets

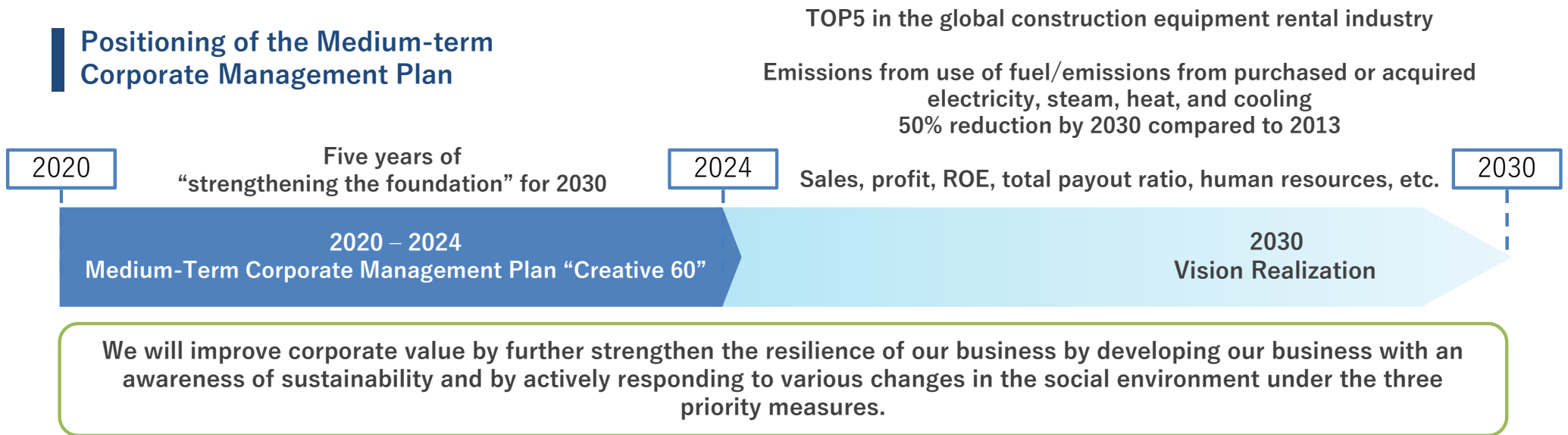
(Millions of yen)

	FY2019	FY2020	FY2021	FY2022	FY2023/E	FY2024/E
Net sales	1,806	1,790	1,894	1,880	1,980	2,030
Operating profit	178	142	146	132	140	146
Equity ratio	43.1%	39.6%	41.8%	43.2%	43.8%	44.9%
EPS (yen)	295.30	221.45	235.55	224.64	231.87	250.82
BPS (yen)	2,981.68	3,150.30	3,357.10	3,571.98	3,752.40	3,973.96
ROA	4.5%	3.0%	3.0%	2.7%	2.7%	2.9%
ROE	10.8%	7.2%	7.2%	6.4%	6.3%	6.5%
EBITDA+	563	537	570	562	597	612



# 2030 Vision

## Positioning of the Medium-term Corporate Management Plan



## 2030 Vision

While aiming to build a foundation for sustainable growth, we will contribute to the realization of a sustainable society as a good corporate citizen that coexists with society.

## 2030 Numerical Targets

Net sales  
(Consolidated)      ¥**225** billion

ROE      Over **8%**

Operating profit  
(Consolidated)      ¥**20** billion

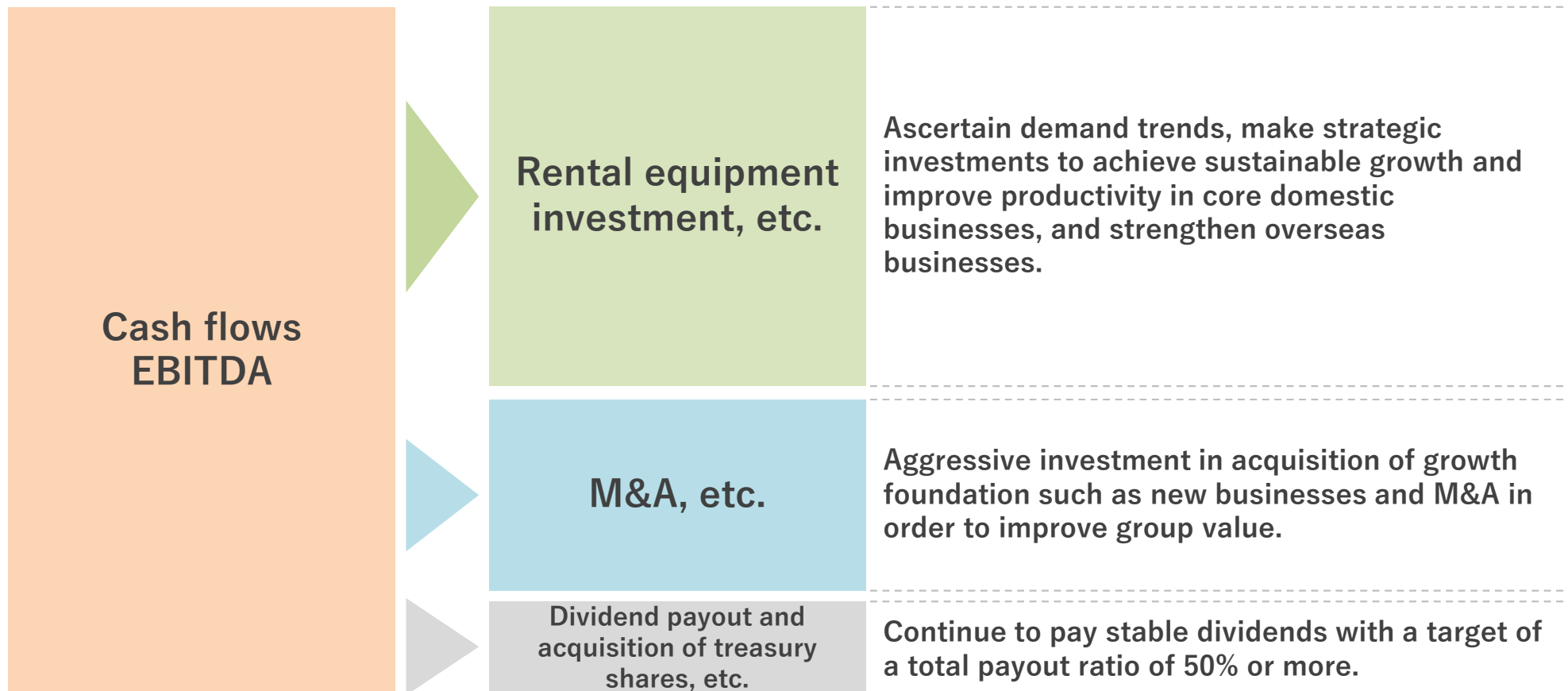
Total return  
ratio      Over **50%**

# Investment Strategy Cash Allocation

Promote flexible investment strategy that meet actual demand

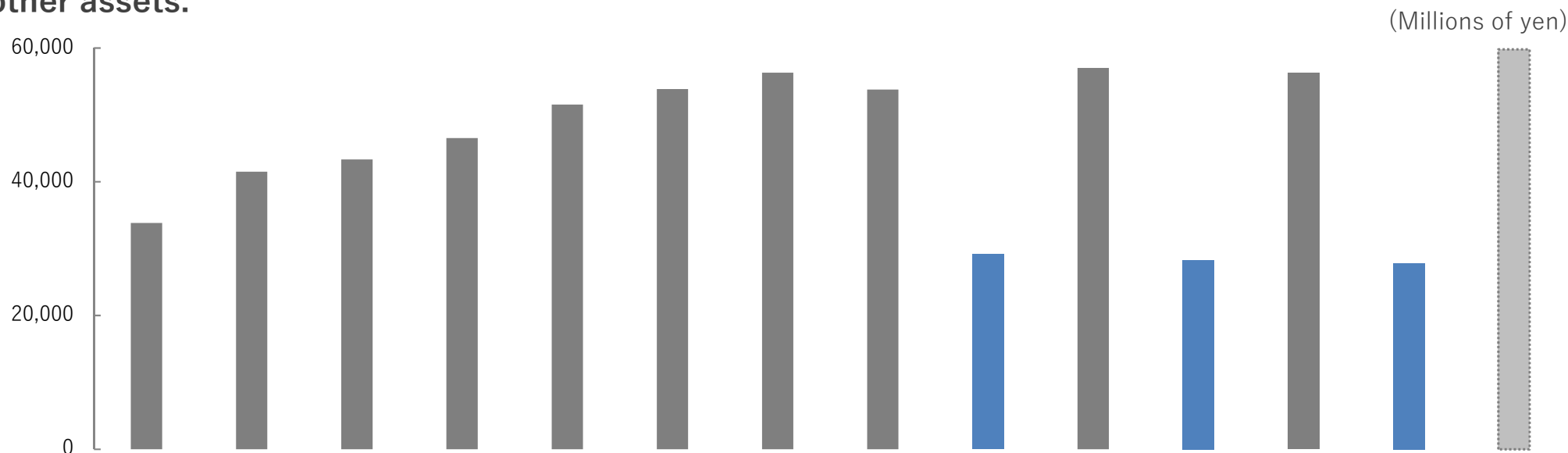
## Cash Allocation

- In addition to capital investment in rental assets based on demand trends, we will invest resources in growth investments from a medium to long-term perspective
- In order to improve capital efficiency, we will implement proactive and continuous shareholder returns
- We strive to balance operating cash flow and investment cash flow to maintain financial soundness
- For growth investment opportunities such as M&A, we will use financial leverage while monitoring financial soundness



# Main Comparative Index: EBITDA+ (Consolidated)

EBITDA+ is one major indicator for the amount of new capital investments in rental equipment and other assets.



	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021 2Q	FY2021	FY2022 2Q	FY2022	FY2023 2Q	FY2023/E
Operating profit	11,392	16,454	16,270	15,134	16,665	17,599	17,842	14,250	8,061	14,624	7,098	13,229	5,327	14,000
Depreciation	14,767	17,486	19,752	22,458	24,570	25,722	27,705	29,073	15,934	31,712	16,084	32,528	17,174	34,300
<b>E B I T D A</b>	<b>26,159</b>	<b>33,940</b>	<b>36,022</b>	<b>37,592</b>	<b>41,235</b>	<b>43,321</b>	<b>45,547</b>	<b>43,324</b>	<b>23,995</b>	<b>46,336</b>	<b>23,183</b>	<b>45,758</b>	<b>22,502</b>	<b>48,300</b>
Property, plant and equipment equivalents	7,695	7,563	7,306	8,938	10,310	10,542	10,775	10,461	5,166	10,694	5,096	10,483	5,313	11,500
<b>E B I T D A +</b>	<b>33,854</b>	<b>41,503</b>	<b>43,328</b>	<b>46,530</b>	<b>51,545</b>	<b>53,863</b>	<b>56,322</b>	<b>53,785</b>	<b>29,161</b>	<b>57,031</b>	<b>28,279</b>	<b>56,241</b>	<b>27,815</b>	<b>59,800</b>
Property, plant and equipment investment	37,611	42,400	37,367	38,294	37,674	46,992	52,093	51,567	20,725	37,266	23,357	42,786	22,411	53,300
Free cash flow	△3,757	△894	5,960	8,235	13,871	6,871	4,229	2,218	8,436	19,764	4,921	13,454	5,403	6,500

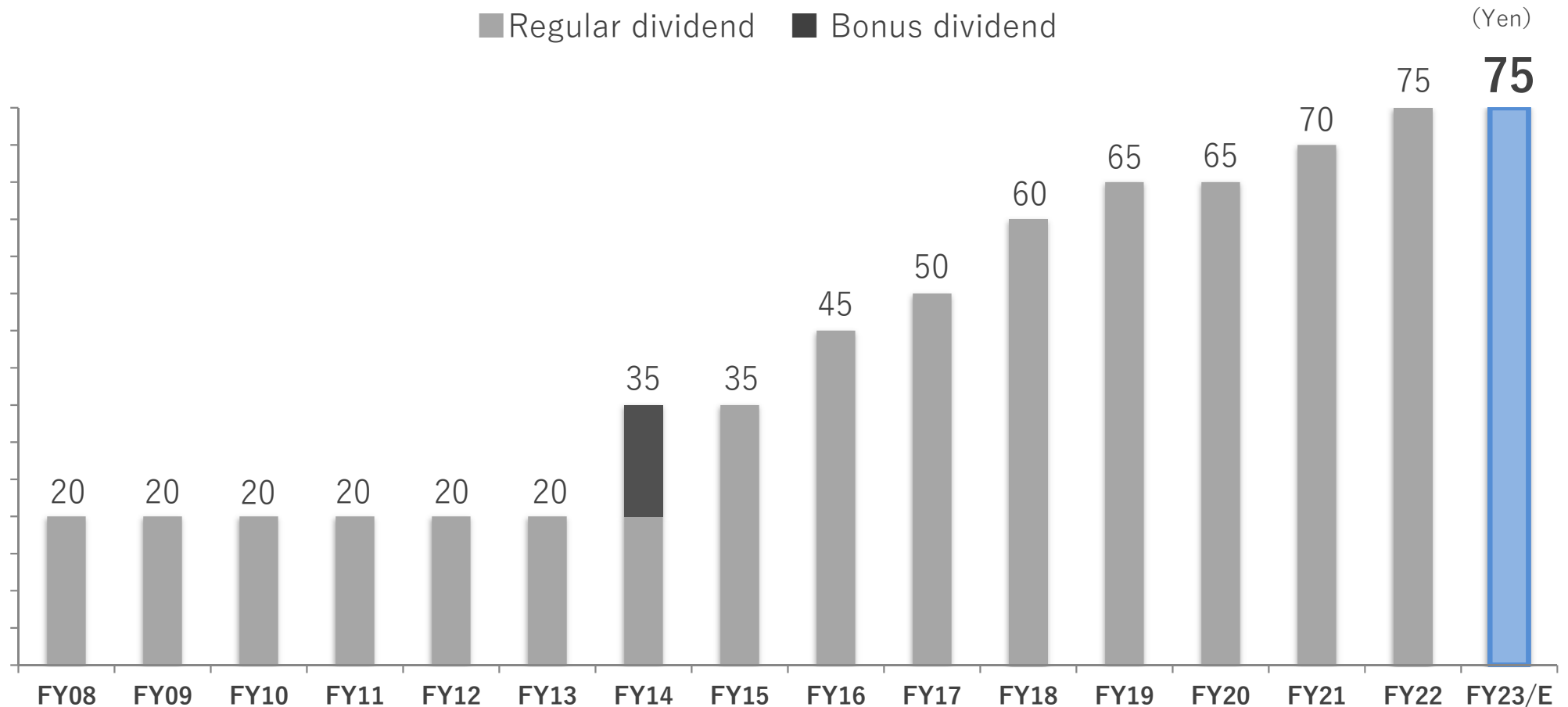
EBITDA+ refers to EBITDA (operating profit and depreciation) plus property, plant and equipment equivalents.

# Dividend Policy

Year-end dividend of 75 yen for the fiscal year ended October 31, 2022 (35 yen interim dividend)

Year-end dividend of 75 yen for the fiscal year ending October 31, 2023 (35 yen interim dividend)

Treasury shares will also be acquired flexibly



# kanamoto

## Contact

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Company website: <https://www.kanamoto.co.jp/en/>  
IR Information: <https://www.kanamoto.ne.jp/en/>

### [Disclaimer]

Certain information other than historical facts set forth in this briefing and the briefing materials contain forward-looking information.

These forward-looking statements are determined based on currently available information and include elements which may differ substantially from original forecasts.

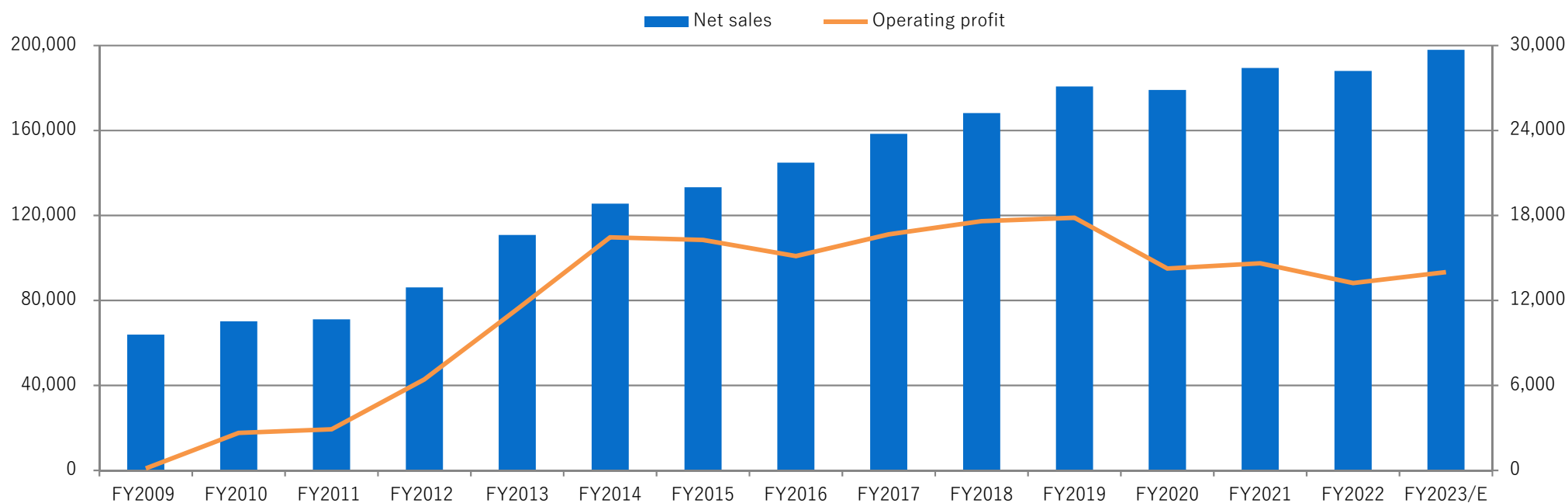
Therefore, we ask that you refrain from fully rely on these forecasts.

Please be aware actual performance may differ from these forecasts due to changes in a variety of circumstances.

# Reference: 15-year Management Index (Consolidated)

(Millions of yen)

	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023/E
Net sales	63,863	70,173	71,086	86,106	110,831	125,555	133,292	144,870	158,428	168,188	180,694	179,053	189,416	188,028	198,000
Operating profit	137	2,648	2,905	6,430	11,392	16,454	16,270	15,134	16,665	17,599	17,842	14,250	14,624	13,229	14,000
Ordinary profit	-222	2,083	2,239	5,932	11,073	16,078	16,164	14,405	17,193	17,925	18,277	14,268	15,391	13,780	14,100
Profit attributable to owners of parent	-1,158	1,041	1,165	3,575	5,809	9,299	9,557	8,098	10,744	11,857	11,430	8,466	8,907	8,345	8,400
Net assets	36,541	37,025	37,592	41,399	56,192	65,513	71,998	81,434	91,788	102,031	121,779	126,188	134,917	140,611	-
Total assets	96,435	108,509	115,120	137,343	169,250	188,082	202,578	220,540	227,155	241,374	268,182	301,533	303,754	305,320	-



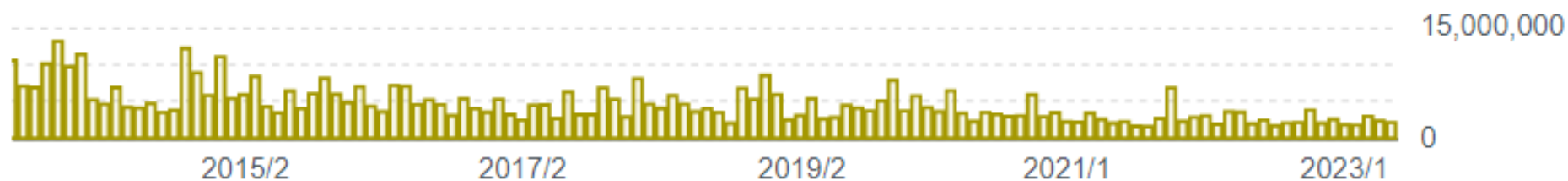
# Reference: Share price 2013.6~2023.6

— 移6カ月 — 移12カ月 — 移24カ月



出来高

— 出来高 (株)



# Reference: Company Profile (As of October 31, 2022)

<b>Company Name</b>	<b>Listing Exchanges</b>
Kanamoto Co., Ltd.	Tokyo Stock Exchange, Prime Market / Sapporo Securities Exchange
<b>Head Office</b>	<b>Stock Code</b>
1-19, Odori Higashi 3-chome Chuo-ku, Sapporo, Hokkaido 060-0041 Japan	9678
<b>Business Coordination Headquarters</b>	<b>Number of shares issued</b>
1-7-7, Shiba Daimon, Minato-ku, Tokyo 105-0012 Japan	38,742 thousand
<b>Established</b>	<b>Consolidated Net Sales</b>
October 28, 1964	¥188,028 million (Fiscal year ended October 31, 2022)
<b>Capitalization</b>	<b>Number of Consolidated Employees</b>
¥17,829 million (Paid-in capital)	3,832 (As of October 31, 2022) (Excluding directors and temporary or part-time workers)



Head Office



Business Coordination  
Headquarters

## Principal Businesses

Rental of construction equipment  
 Sale of steel products  
 Rental of engineering workstations and computer peripherals



# Reference: Company Overview

Ranks No. 2 in Japan and No. 8 globally in net sales

Selected as a constituent issue of the JPX-Nikkei Mid and Small Cap Index for seven consecutive years since 2016

INTERNATIONAL rental NEWS



RANK '22 '21	COMPANY	REVENUES (EUROS)		HEAD OFFICE	AREAS OF OPERATION	TYPE OF RENTAL COMPANY	NUMBER OF		CONTACT DETAILS
		2021	2020				DEPOTS	STAFF	
6 6	HERC RENTALS	1842	1448	Bonita Springs, Florida, US	US, Canada, China	Construction equipment, tools	312	5600	+1 239 301 1000 www.herrentals.com
7 12	WILLSCOT MOBILE MINI	1658	1111	Baltimore, US	US, Canada, UK, Mexico	Modular buildings	280	4700	+1 410 931 6000 www.willscot.com
8 7	KANAMOTO	1457	1268	Sapporo, Japan	Jap, Chi, HK, Sing, Ind'sia, Thai, Viet, Ph, Mal	Construction equipment, tools	536	3793	+81 11 209 1631 www.kanamoto.co.jp
9 9	MODULAIRE (FORMERLY ALGECO SCOTSMAN)	1420	1200	London, UK	>25 countries in Eur, NA, ME, Brazil, Au/NZ, Asia	Portable accommodation/storage storage units	240	5000	+1 410 931 6000 www.modulairegroup.com
10 8	BOELS RENTAL	1304	1217	Sittard, Netherlands	Europe (18 countries)	Construction equipment, tools, party/events, industrial	740	6850	+31 46 459 2159 www.boels.com
11 10	NISHIO RENT ALL	1185	1159	Osaka, Japan	Jap, Mal, Thai, Sing, Viet, Au, Chi	Construction equipment, tools, party/events	482	4463	+81 6 6251 7302 www.nishio-rent.co.jp
12 13	HOME DEPOT RENTALS	EST 1000	813 EST	Atlanta, Georgia, US	US, Canada	Construction equipment, tools	1400	8500	+1 770 433 8211 www.homedepotrents.com
13 11	NIKKEN CORP	877	931	Tokyo, Japan	Jap, US, Thai, UAE, Ind'sia, Myan, DE	Construction equipment	251	3111	+81 3 5512 7311 www.rental.co.jp/english/
14 24	HORIZON CONSTRUCTION DEVELOPMENT	850	457	Shanghai, China	China	Construction equipment, aerial platforms	307	4145	+86 400 821 8001 www.hongxinjianfa.com



JPX-NIKKEI Mid Small

Stock index developed jointly by the Tokyo Stock Exchange of Japan Exchange Group, Inc. and Nihon Keizai Shimbun Inc. 200 issues other than large-cap stocks that have been selected from among companies that are highly attractive to investors and that have fulfilled global investment criteria such as a management viewpoint that considers efficient capital use and investors.

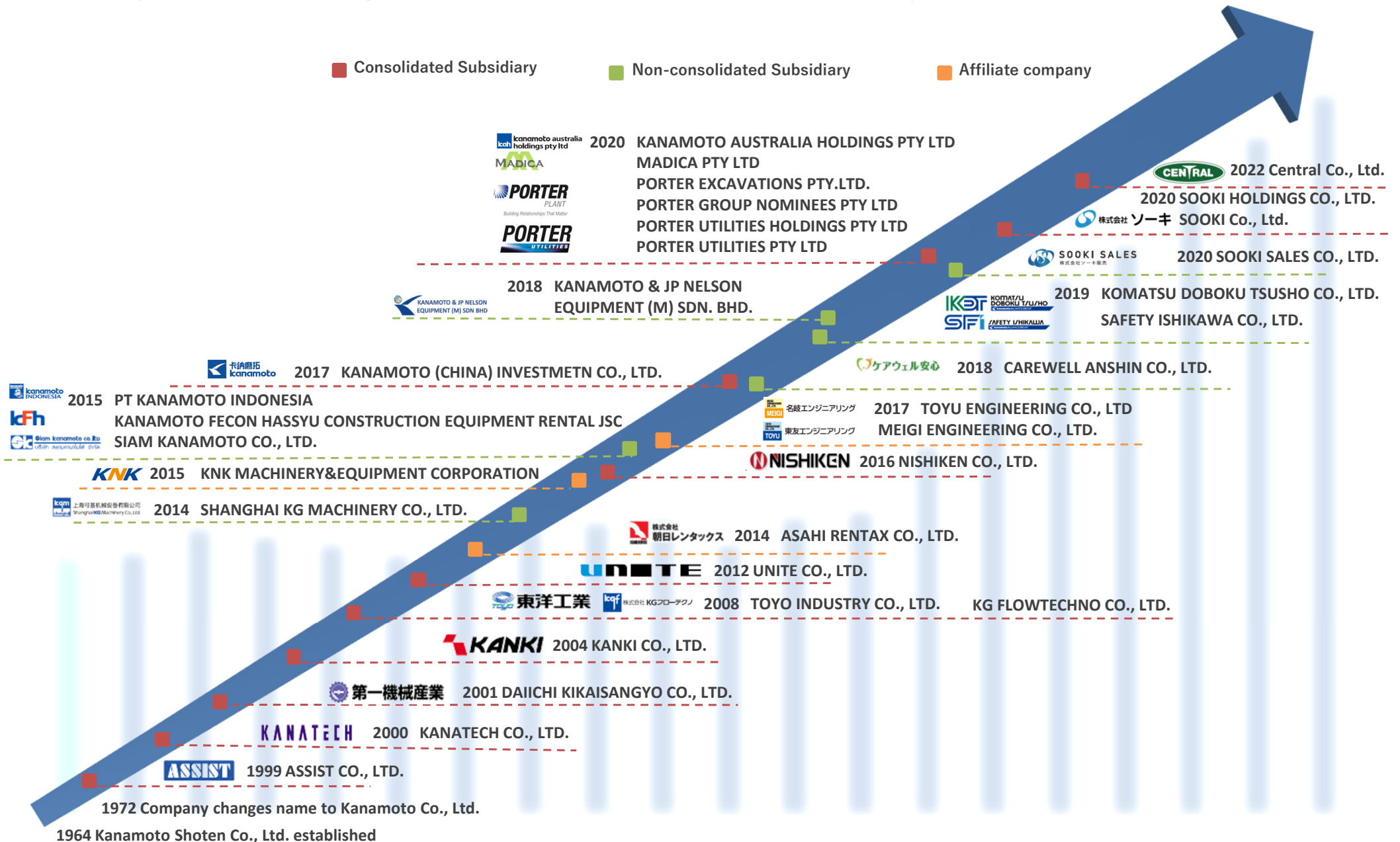
# Reference: Our History

- 1964 October Kanamoto Shoten Co., Ltd. established (Reorganization in Muroran, Hokkaido)
- 1972 December Company name changed to Kanamoto Co., Ltd.
- 1983 September Launched Computer and Peripheral Equipment Division
- 1985 November Completed online computer system network linking all branches
- 1991 June Listed stock on the Sapporo Stock Exchange
- 1996 March Listed stock on the Second Section of the Tokyo Stock Exchange  
June Relocated head office functions to Sapporo, Chuo-ku
- 1998 April Stock elevated to the First Section of the Tokyo Stock Exchange
- 2012 June Converted Unite Co., Ltd. into a subsidiary (Tokyo)
- 2014 January Changed stock trading unit size from 1,000 shares to 100 shares
- 2016 March Converted Nishiken Co., Ltd. into a subsidiary (Fukuoka)
- 2020 September Converted SOOKI HOLDINGS Co., Ltd. into a subsidiary (Osaka)  
October Converted Porter Plant Group. into a subsidiary (Australia)
- 2022 April Transitioned to Tokyo Stock Exchange Prime Market



# Reference: M&A trajectory

Main expansion and enlargement of domestic and overseas base of operations to-date



# Reference: Branch Network / Alliance Group

Kanamoto Group has 575 bases  
 Kanamoto itself has 231 branches, and is developing operations in seven foreign countries

Breakdown (As of April 30, 2023)

231 Branches : Kanamoto

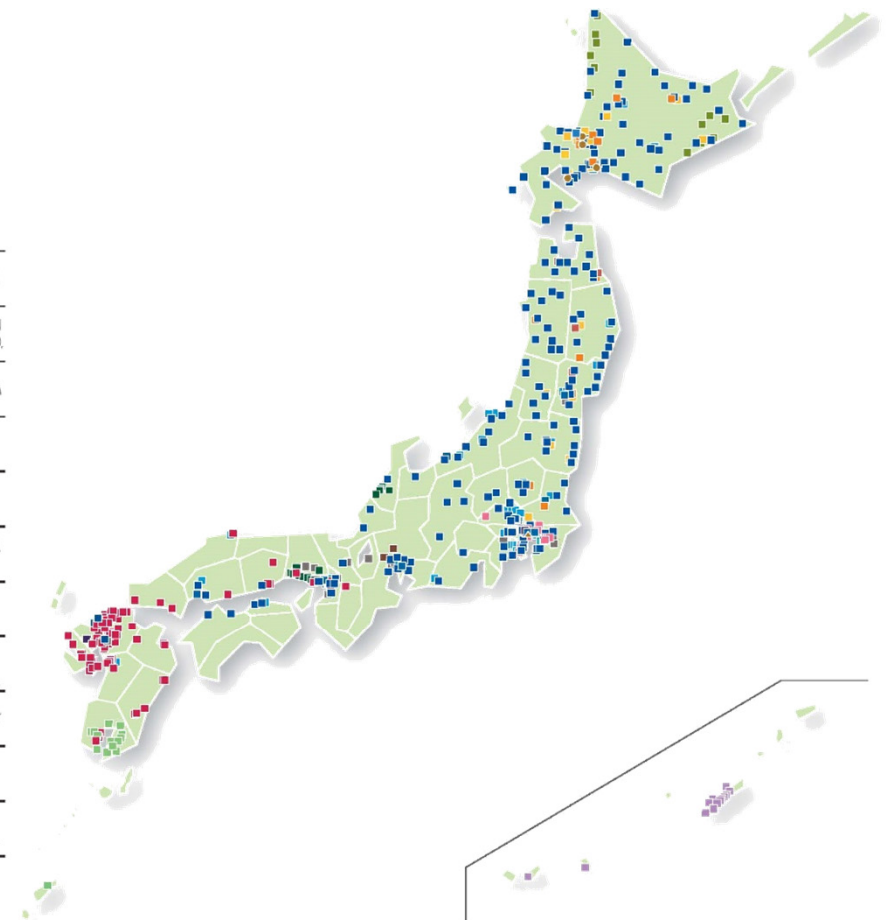
344 Branches : Alliance companies



<b>kanamoto</b>	株式会社カナモト Kanamoto Co., Ltd.
<b>ASSIST</b>	株式会社アシスト Assist Co., Ltd.
<b>KANATECH</b>	株式会社カナテック Kanatech Co., Ltd.
<b>KANKI</b>	株式会社カンキ Kanki Co., Ltd.
<b>kcaf</b>	株式会社KGフローテクノ KG Flowtechno Co., Ltd.
<b>CENTRAL</b>	株式会社セントラル CENTRAL Co., Ltd.
<b>株式会社 ソーキ</b>	株式会社ソーキ ホールディングス Sooki Holdings Co., Ltd.
<b>株式会社 ソーキ</b>	株式会社ソーキ Sooki Co., Ltd.
<b>第一機械産業</b>	第一機械産業株式会社 Daiichi Kikaisangyo Co., Ltd.
<b>東洋工業</b>	東洋工業株式会社 Toyo Industry Co., Ltd.
<b>NISHIKEN</b>	株式会社ニシケン NISHIKEN CO., LTD.
<b>UNITE</b>	ユナイト株式会社 Unite Co., Ltd.

<b>kcah</b>	kanamoto australia holdings pty ltd	KANAMOTO AUSTRALIA HOLDINGS PTY LTD
<b>MADICA</b>	MADICA	MADICA PTY LTD
<b>PORTER</b>	PORTER PLANT	PORTER EXCAVATIONS PTY LTD.
<b>PORTER</b>	PORTER PLANT	PORTER GROUP NOMINEES PTY LTD
<b>PORTER</b>	PORTER UTILITIES	PORTER UTILITIES HOLDINGS PTY LTD
<b>PORTER</b>	PORTER UTILITIES	PORTER UTILITIES PTY LTD
<b>卡納德拓</b>	卡納德拓(中国)投資有限公司 KANAMOTO (CHINA) INVESTMENT CO., LTD.	
<b>ケアウェル安心</b>	ケアウェル安心株式会社 Carewell Anshin Co., Ltd.	
<b>IKET</b>	KOMATSU DOBOKU TZYUHO	株式会社小松土木通商 Komatsu Doboku Tsusyo Co., Ltd.
<b>SFI</b>	SAFETY I/SHIKAWA	セフティー石川株式会社 Safety Ishikawa Co., Ltd.
<b>SOOKI SALES</b>	株式会社ソーキ販売 Sooki Sales Co., Ltd.	
<b>kcm</b>	上海可基机械设备有限公司 SHANGHAI KG MACHINERY CO., LTD.	

<b>kFh</b>	KANAMOTO FECON HASSYU CONSTRUCTION EQUIPMENT RENTAL JSC
<b>KANAMOTO &amp; JP NELSON</b>	KANAMOTO & JP NELSON EQUIPMENT (M) SDN. BHD.
<b>kanamoto INDONESIA</b>	PT KANAMOTO INDONESIA
<b>SIAM kanamoto co. ltd.</b>	SIAM KANAMOTO CO., LTD.
<b>SK Administration Service (Thailand) Co., Ltd.</b>	SK ADMINISTRATION SERVICE (THAILAND) CO., LTD.
<b>朝日レンタックス</b>	株式会社朝日レンタックス Asahi Rentax Co., Ltd.
<b>TOYU</b>	東友エンジニアリング 株式会社 TOYU ENGINEERING CO., LTD.
<b>MEIGI</b>	名岐エンジニアリング 株式会社 MEIGI ENGINEERING CO., LTD.
<b>KNK</b>	KNK MACHINERY & EQUIPMENT CORPORATION
<b>SUGA</b>	菅機械工業株式会社 SUGAKAI KOGYO CO., LTD.
<b>町田機工</b>	町田機工株式会社 Machida Kikou Co., Ltd.





# Reference: Overseas Business

2014	SHANGHAI KG MACHINERY CO., LTD.	Non-consolidated subsidiary
2015	PT KANAMOTO INDONESIA	Non-consolidated subsidiary
	KANAMOTO FECON HASSYU CONSTRUCTION EQUIPMENT RENTAL JSC	Non-consolidated subsidiary
	SIAM KANAMOTO CO.,LTD.	Non-consolidated subsidiary
	KNK MACHINERY & EQUIPMENT CORPORATION	Associated company
2017	KANAMOTO (CHINA) INVESTMENT CO., LTD.	Consolidated subsidiary
2018	KANAMOTO & JP NELSON EQUIPMENT (M) SDN. BHD.	Non-consolidated subsidiary
2020	KANAMOTO AUSTRALIA HOLDINGS PTY LTD	Consolidated subsidiary
	MADICA PTY LTD	Consolidated subsidiary
	PORTER EXCAVATIONS PTY.LTD.	Consolidated subsidiary
	PORTER GROUP NOMINEES PTY LTD	Consolidated subsidiary
	PORTER UTILITIES HOLDINGS PTY LTD	Consolidated subsidiary
	PORTER UTILITIES PTY LTD	Consolidated subsidiary



