



IR Presentation

Consolidated Financial Result for 1st Quarter of the Fiscal Year
Ended October 2026
(November 2025 - January 2026)

March 27, 2026

TOMOE Engineering Co.,Ltd.

(TSE : 6309)

Note : This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.



Page	Table of Contents	Summary
3	Overview of the 1Q Financial Result	<ul style="list-style-type: none">• Sales increased in both businesses; however, higher SG&A expenses, mainly personnel costs, resulted in lower profits
13	Forecast for the Fiscal Year Ended October 2026	<ul style="list-style-type: none">• Based on progress that is generally in line with the plan, the full-year forecast has been left unchanged• Six consecutive years of revenue and profit growth are expected, with both sales and profits reaching record-high levels
22	Topics for the Fiscal Year Ended October 2026	<ul style="list-style-type: none">• Expansion of business domain in the low-temperature waste heat utilization field



Consolidated Financial Result for 1st Quarter of the Fiscal Year Ended October 2026

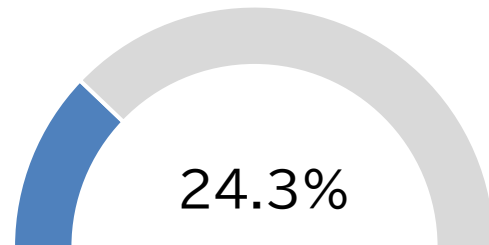
1st Quarter Financial Results -Consolidated-



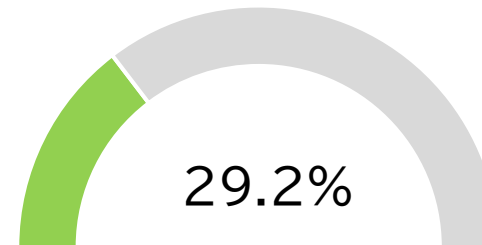
- Net Sales : Increases both the Chemical Products Business and the Machinery & Equipment Business
-> Up 1.6% year on year
 - Ordinary Profit : Increase SG&A expenses, primary personnel costs
-> Down 6.5% year on year, however progress exceeded the level implied by the full-year forecast
- * The increase in personnel expenses was mainly attributable to a higher provision for bonuses, reflecting expectations of an increase in ordinary profit compared with the previous fiscal year

(JPY in Millions)

	January, 2025	January, 2026	Year on year	
	Result	Result	Change	%
Net Sales	15,086	15,333	+246	+1.6
Operating Profit	1,793	1,672	▲121	▲6.8
Ordinary Profit	1,805	1,687	▲118	▲6.5
Profit Attributable to Owners of Parent	1,237	1,110	▲127	▲10.3



Net Sales progress ratio



Ordinary Profit progress ratio

1st Quarter Financial Results -Chemical Product Business-

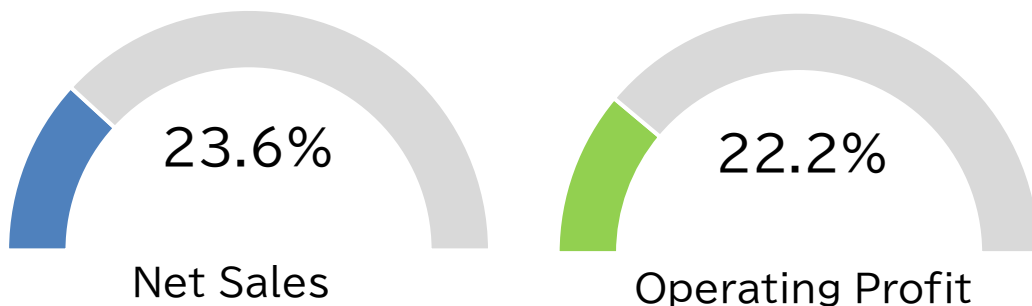


- Net Sales : Growth in materials for construction and refractory applications, resin additives, and materials for semiconductor assembly applications offset a decline in sales of synthetic resin-related products due to the suspension of operations at the Chinese subsidiary, as well as sluggish demand for materials used in semiconductor manufacturing -> Up 0.1% year on year
- Operating Profit : Increase in SG&A expenses, mainly personnel costs -> Down 13.0% year on year

(JPY in Millions)

	January, 2025		January, 2026		
	Result	Profit Ratio (%)	Result	Year on year (%)	Profit Ratio (%)
Net Sales	10,812	-	10,820	+0.1	-
Gross Profit	2,313	21.4	2,266	▲2.1	20.9
Operating Profit	935	8.7	814	▲13.0	7.5

▼Progress against the full-year forecast



▼Progress against the first-half forecast



1st Quarter Financial Results -Chemical Product Business-



- Despite overall year on year revenue growth, profit margins declined due to a more competitive antimony trioxide market and higher SG&A expenses

(JPY in Millions)

	January, 2025	January, 2026	Difference	Remarks
Chemical products sector	2,772	2,732	▲40	Strong sales driven by the acquisition of new trading rights continued
Mineral products sector	3,019	3,117	+97	Revenue increased due to a surge in antimony prices
Industrial materials sector	1,655	1,831	+175	Revenue increased due to spot sales of materials for construction and refractory applications
Advanced materials sector	1,310	1,210	▲100	Materials for power-semiconductor applications remained sluggish due to continued downturn in the EV market
Electric materials sector	1,065	1,157	+91	Revenue increased for materials used in semiconductor assembly applications, supported by an improving market environment
Synthetic resin sector	988	724	▲263	Revenue decreased due to the suspension of operations at the Chinese subsidiary
Other	0	47	+47	Successful sales of heat exchangers related to low-temperature waste heat utilization <i>* See the press release dated March 17 for details</i>
Total	10,812	10,820	+8	

1st Quarter Financial Results -Machinery & Equipment Business-



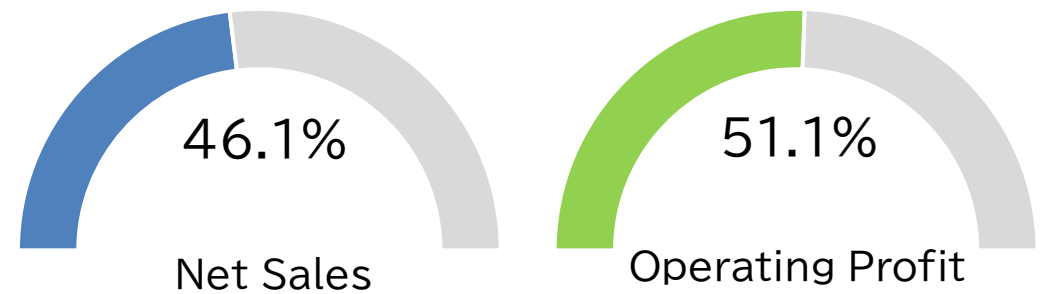
- Net Sales : Strong sales overall in the domestic public sector and domestic as well as growth components & repair services for overseas market -> Up 5.6% year on year
- Operating Profit : Increase in SG&A expenses, mainly personnel costs > Nearly flat year on year

(JPY in Millions)

	January, 2025		January, 2026		
	Result	Profit Ratio (%)	Result	Year on year (%)	Profit Ratio (%)
Net Sales	4,274	-	4,512	+5.6	-
Gross Profit	1,836	43.0	1,864	+1.5	41.3
Operating Profit	858	20.1	858	▲0.1	19.0

▼Progress against the full-year forecast

▼Progress against the first-half forecast



1st Quarter Financial Results -Machinery & Equipment Business-



- Net sales : Increased year on year, driven by generally strong performance in sales to public sector
- Profitability : Although sales components & repair services increased for public sector and overseas markets, overall profit margins declined due to a reactionary decrease following large-scale projects and an increase in personnel costs

		(M)	(E&CW)	(C&RS)		(JPY in Millions)
	Product classification	Machinery	Equipment & construction works	Components & repair services	Total	Remarks
Public sector	January, 2025	123	357	943	1,424	• Revenue increased due to strong performance in sales of large-scale machinery, prime contractor projects, and repair services in major metropolitan areas, including Tokyo and Osaka
	January, 2026	373	470	1,217	2,061	
	Difference	+250	+113	+273	+637	
Private sector	January, 2025	702	15	651	1,369	• A reactionary decline due to large-scale machinery projects for petrochemical and pharmaceutical applications recorded in the previous fiscal year
	January, 2026	380	10	607	998	
	Difference	-322	-4	-44	-371	
Overseas markets	January, 2025	432	284	763	1,480	• A reactionary decline due to sales of semiconductor manufacturing equipment recorded in the previous fiscal year • Strong performance in components & repair services for India, Southeast Asia, and China
	January, 2026	317	0	1,135	1,452	
	Difference	-115	-284	+371	-27	
Total	January, 2025	1,258	657	2,358	4,274	
	January, 2026	1,072	480	2,959	4,512	
	Difference	-186	-176	+601	+238	

1st Quarter Financial Results -Consolidated Balance Sheet-



(JPY in Millions)

	Year ending Oct, 2025	January, 2026	Change	%	Remarks (Year-end change)
Current Assets	41,756	39,332	-2,424	-5.8	Cash and Deposit -4,322 Notes and accounts receivable-trade, and contract assets +1,529
Fixed Assets	14,629	15,098	+469	+3.2	
Total Assets	56,385	54,430	-1,955	-3.5	
	Year ending Oct, 2025	January, 2026	Change	%	Remarks (Year-end change)
Current Liabilities	12,693	10,626	-2,067	-16.3	Provision for bonuses -1,635 Income taxes payable -934
Fixed Liabilities	955	1,552	+597	+62.5	
Total Liabilities	13,648	12,178	-1,469	-10.8	
Total Net Assets	42,737	42,251	-485	-1.1	Treasury shares -900
Total Liability and Net Assets	56,385	54,430	-1,955	-3.5	



Forecast for the Fiscal Year Ended October 2026



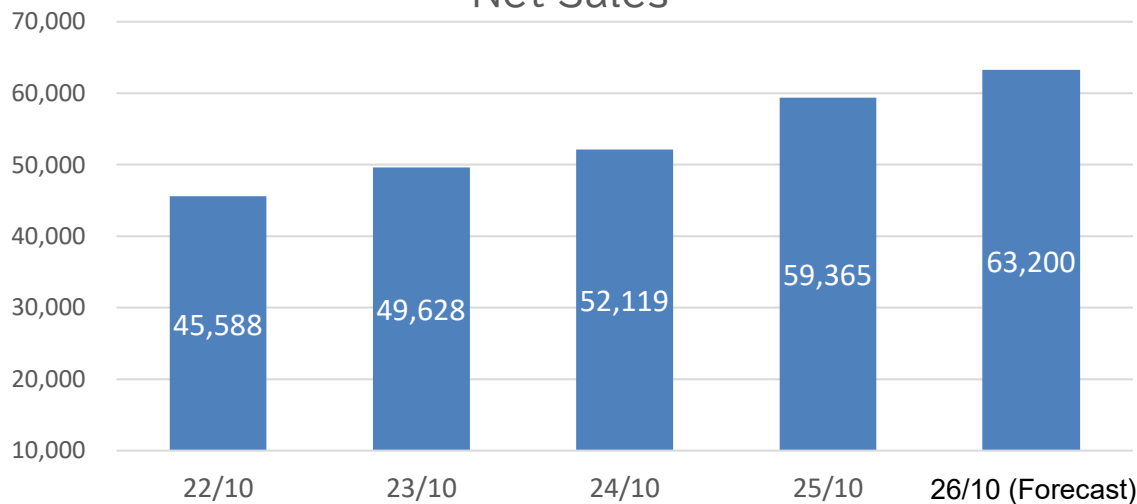
Forecast for the Fiscal Year Ended October 2026 -Consolidated-

- Driven by the growth of both businesses, sales and all profit indicators are expected to reach record highs

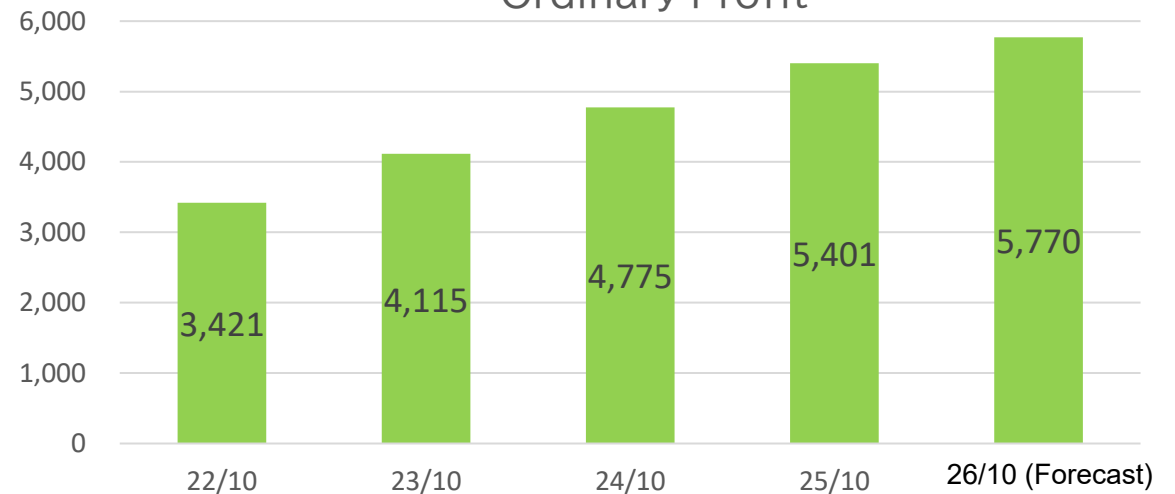
(JPY in Millions)

	October, 2025	October, 2026	Year on year	
	Result	Forecast	Year on year (%)	Profit Ratio (%)
Net Sales	59,365	63,200	+3,834	+6.5
Operating Profit	5,352	5,750	+397	+7.4
Ordinary Profit	5,401	5,770	+368	+6.8
Profit Attributable to Owners of Parent	3,851	4,200	+348	+9.1

Net Sales



Ordinary Profit



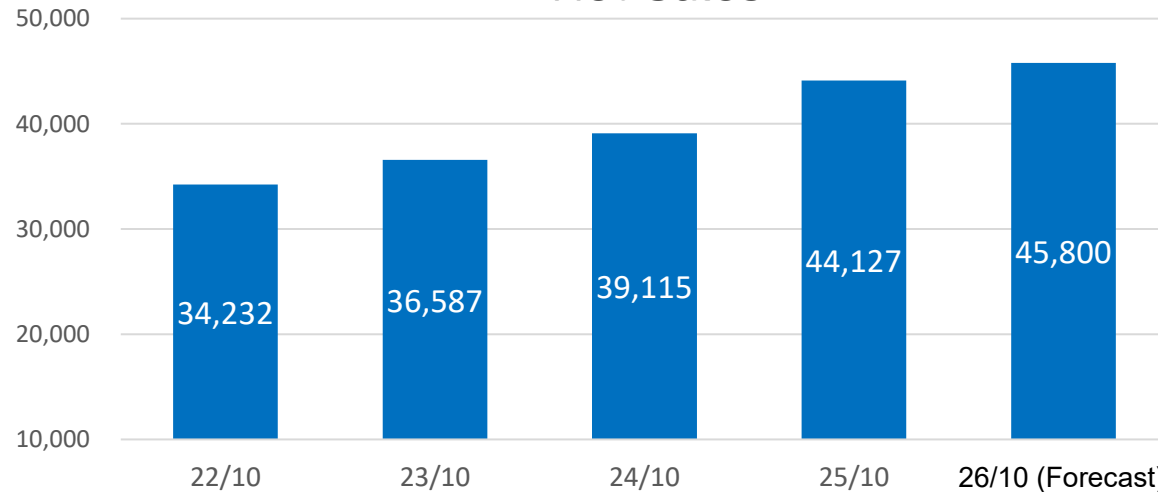


Forecast for the Fiscal Year Ended October 2026 -Chemical Products Business-

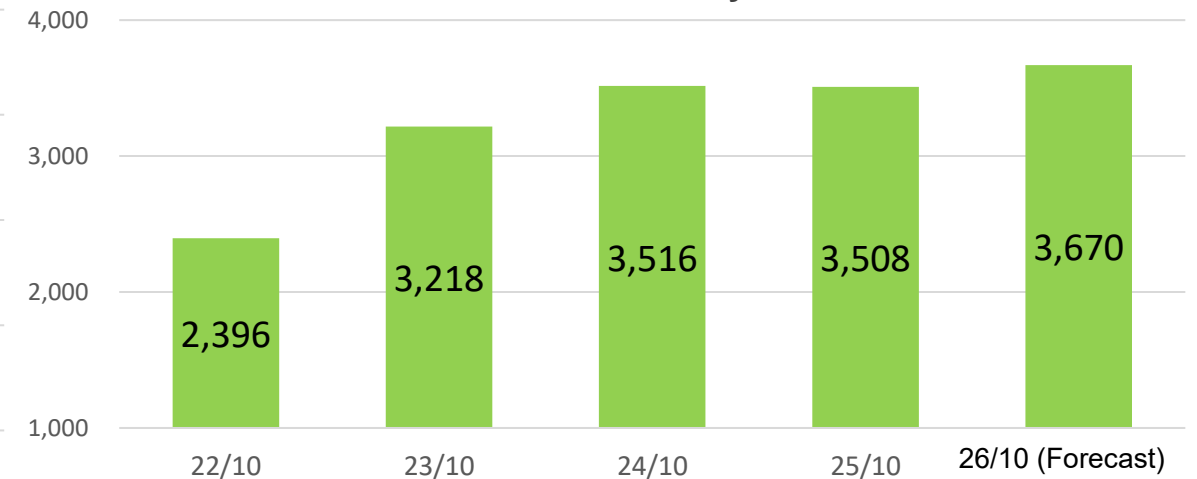
- Net sales : Despite an anticipated decline in mineral products sector, revenue is expected to increase by 3.8% year on year, driven mainly by higher sales of chemical products and advanced materials sector
 - Operating profit : Although an increase in SG&A expenses, including personnel expenses, are projected to increase by 4.6% year on year due to higher revenue
- (JPY in Millions)

	October, 2025		October, 2026				
	Result	Profit Ratio (%)	H1 (Forecast)	H2 (Forecast)	Full fiscal year (Forecast)	Year on year (%)	Profit Ratio (%)
Net Sales	44,127	-	22,000	23,800	45,800	+3.8	-
Gross Profit	9,122	20.7	4,630	5,040	9,670	+6.0	21.1
Operating Profit	3,508	8.0	1,630	2,040	3,670	+4.6	8.0

Net Sales



Ordinary Profit





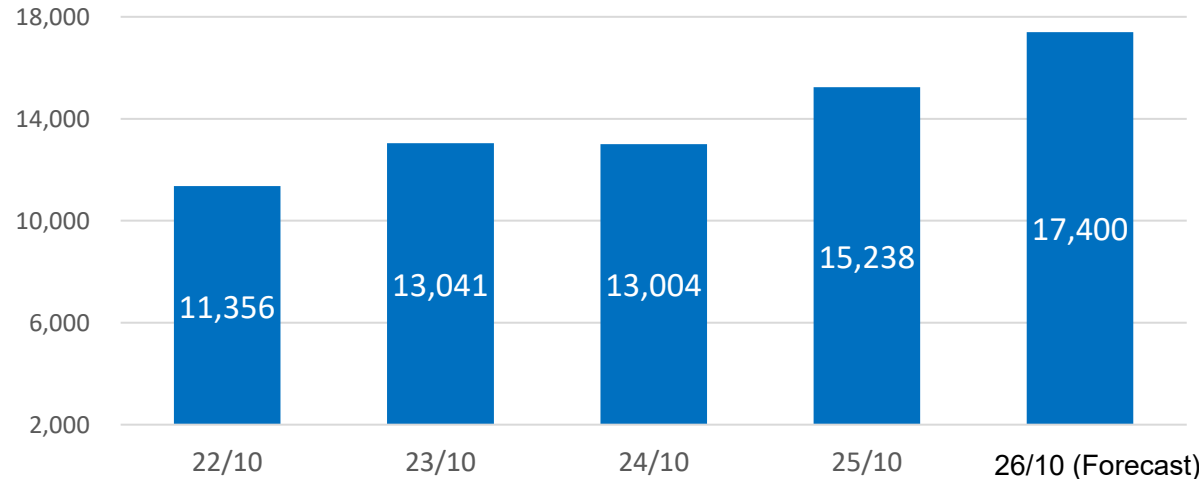
Forecast for the Fiscal Year Ended October 2026 -Machinery & Equipment Business-

- Net sales : Revenue is expected to increase by 14.2% year on year, driven by growth machinery and components and repair services in domestic private sector and overseas sector
- Operating profit : Although an increase in SG&A expenses, including personnel expenses, are projected to increase by 12.8% year on year due to the positive impact

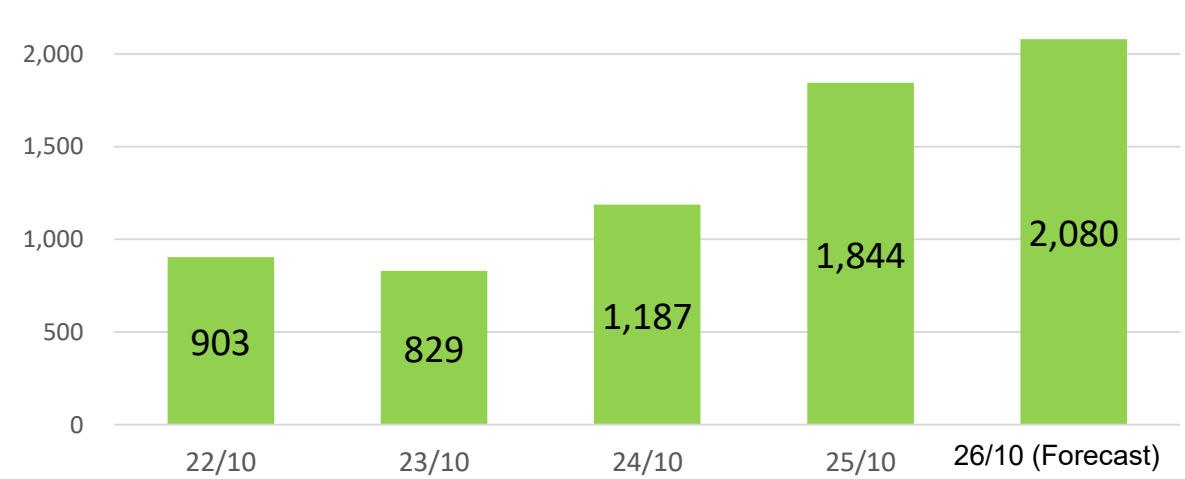
(JPY in Millions)

	October, 2025		October, 2026				
	Result	Profit Ratio (%)	H1 (Forecast)	H2 (Forecast)	Full fiscal year (Forecast)	Year on year (%)	Profit Ratio (%)
Net Sales	15,238	-	9,797	7,603	17,400	+14.2	-
Gross Profit	5,865	38.5	3,858	2,822	6,680	+13.9	38.4
Operating Profit	1,844	12.1	1,678	402	2,080	+12.8	12.0

Net Sales



Ordinary Profit





Topics for the Fiscal Year Ended October 2026





Expansion of Business Domain in the Low-Temperature Waste Heat Utilization Field

- In our Medium-Term Business Plan, “Create The New Future”, the Company positions the sales of binary power generation systems as a “2nd Pillar” of its machinery & equipment business. As part of our growth strategy, we are expanding our product lineup in the waste heat utilization domain, which lies adjacent to this core business, and are thereby establishing a new sales structure.
- In Japan, there exists a vast, untapped distributed energy market in the form of low-temperature waste heat. The Company aims to capture the growth of the Japanese market by establishing a clearly differentiated position based on “low temperature, compact systems, and strong implementation capabilities.”

Business domain in the Waste Heat Utilization Field

Binary Power Generation System---Power generation technology that converts low-temperature heat into electricity
 This power generation method recovers low-temperature heat, such as geothermal hot water and industrial waste heat, using heat exchangers, vaporizes a low-boiling-point working fluid and drives a turbine to generate electricity. It has a low environment impact

Waste Heat Temp. Range	Waste Heat Utilization Method Using Our Products	Our Products Lineup	New Sales Structure	Target Markets
0~80℃	Thermal utilization	Heat exchangers, and related equipment	Launch of New Product Offering	Manufacturing plant, agriculture, hot spring, aquaculture, etc.
80~150℃	Power generation	Binary power generation system ①30kW ②125kW	 ①30kW : Already being handled ②125kW Binary power generation system Business Acquisition of Exclusive Manufacturing and Sales Rights in the Japanese Market	Sewage sludge incinerator, waste treatment plant, manufacturing plant, etc.
150℃~250℃	Power generation	Micro steam power generation system	 Acquisition of Exclusive Distribution Rights in the Japanese Market	Waste incineration facilities, food manufacturing plant, etc.
250℃ or higher	N/A	-	-	Power plant, steel manufacturing, etc.



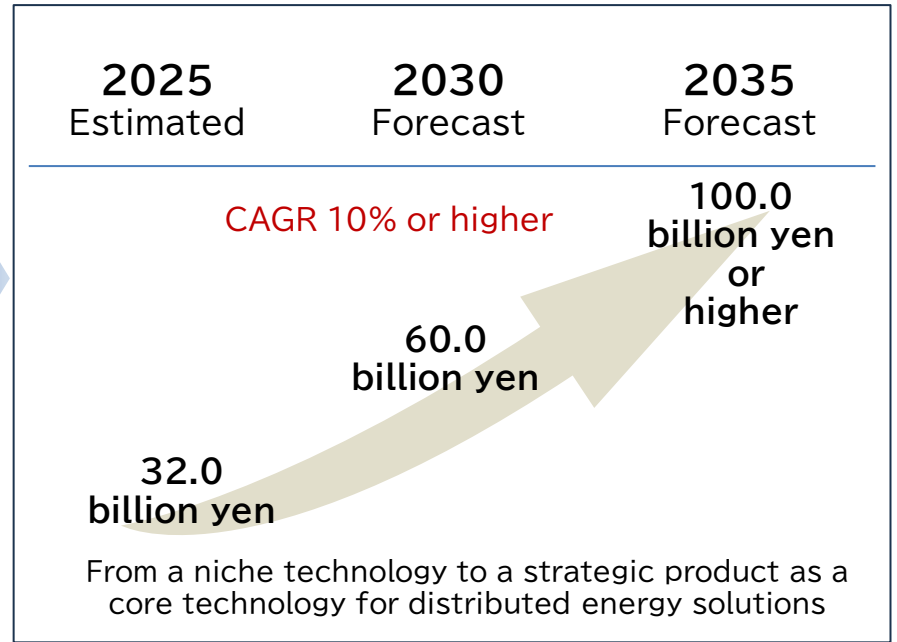
The Low-Temperature Waste Heat Utilization Market in Japan

- In the energy supply process, approximately 60% of primary energy-equivalent to about 3.6 times Japan’s annual domestic electricity sales-is discharged as unused waste heat without being effectively utilized. *Source: NEDO materials; IEEJ estimate (2025): 3,600 petajoules
- In particular, low-temperature waste heat below 200°C accounts for more than 70% of the total and has the potential to generate electricity equivalent to the annual consumption of approximately 49 million households. It is widely recognized that the effective utilization of this vast amount of untapped energy will be a key driver of future energy efficiency improvements and decarbonization efforts.
- The low-temperature waste heat utilization market, primarily driven by binary power generation and steam power generation systems, is expected to expand to over JPY 100 billion within the next decade. This growth is supported by rising energy prices and increasing corporate demand for decarbonization, with policy support and technological innovation serving as key growth drivers. *Sources: NEDO, “Survey on Waste Heat Conditions in the Industrial Sector (2019)” ; Ministry of the Environment, “2021 Survey” ; and the Company’s own research

The Low-Temperature Waste Heat Utilization Market Targeted for Full-Scale Entry

Temp. Range	80~150°C	150~250°C
Product	Binary Power Generation System	Steam Power Generation System
Target Market	<ul style="list-style-type: none"> •Sewage sludge incinerator (Targeting 100 to 150 sites out of approx. 1,200 facilities nationwide) • Waste treatment plant (Targeting 100 to 150 sites out of approx. 1,000 facilities nationwide) •Small and Medium-Sized Food, Chemical, Metal, etc. 	<p><u>Approx. 250,000 small-scale boilers nationwide are considered potential installation targets:</u></p> <ul style="list-style-type: none"> •Waste incineration •Food and Beverage·Chemical, Pharmaceutical •Pulp and Paper·Metal, Cement plant, etc.
Key Players in the Domestic Market	<p>DAIICHI JITSUGYO</p> <p>A pioneer and market leader in this field, with a strategic shift toward mid- to large-scale power generation systems following the business transfer</p>	<p>Kobe Steel</p> <p>“Steam Star” once stood out as a flagship product; however, new sales have effectively been discontinued</p>
Objectives of the Company’s Market Entry	By establishing an integrated manufacturing and sales structure, the Company aims to unlock the largest untapped market, starting with the core markets for decanter centrifuges	This is the replacement market for existing steam facilities, and the Company aims to secure stable orders by meeting replacement demand

Market Potential in the Domestic Market







*Source: Ministry of the Environment and METI GX / energy conservation-related materials; Ministry of Land, Infrastructure, Transport and Tourism statistics; market research on waste heat power generation and waste heat recovery (conducted by domestic and overseas research firms).
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*Source: NEDO technology roadmaps and decarbonization policy materials issued by the Ministry of Economy, Trade and Industry (METI).



Establishment of New Sales Structure in the Low-Temperature Waste Heat Utilization Field

Binary Power Generation System (125kW)	Lineup	Micro Steam Power Generation System
 <p>Binary power generation systems incorporating turbine generators manufactured by Access Energy (U.S.).</p>	<p>Manufacture Product</p>	 <p>Maxwatt (India) Micro steam power generation system</p>
<p>March 2026</p>	<p>Contract timing</p>	<p>February 2026</p>
<p>The Company acquired exclusive manufacturing and sales rights in Japan from DAIICHI JISTUGYO CO., LTD., the domestic market leader in binary power generation system sales.</p> <p>Parent company of Access Energy </p> <p>Entered into a technology license agreement with CALNETIX TECHNOLOGIES</p> <p>Aiming to establish an integrated framework encompassing design, manufacturing, sales, and after-service</p>	<p>Initiatives to establish a sales structure</p>	<p>Acquisition of Exclusive Distribution Rights in the Japanese Market</p> <p>The Company plans to import and sell products from Max Watt, which has a proven track record of supplying several hundred steam turbine across more than 20 countries worldwide</p>



THERMAECO
サーマエコ
(Trademark pending)

A new brand for TOMOE ENGINEERING's heat utilization products

By leveraging synergies with existing business-such as capturing demand in the markets for sewage sludge incinerators and municipal waste incinerators, which are the core markets for the Company's decanter centrifuges, as well as utilizing the sales network of the chemical products business- the Company will seek to uncover both power generation demand and heat utilization demand in the low-temperature waste heat utilization field

Performance

Sustainability

As a new pillar of the Machinery & Equipment Business, revenue growth will be achieved through an expanded product lineup

By establishing a low-environmental-impact renewable energy utilization model that makes use of untapped thermal energy, the Company will contribute to regional coexistence and the realization of a decarbonized society



<NOTE>

The performance forecasts and other information presented in this document are based on judgments derived from information currently available to the company, and actual performance may differ due to various risks and uncertainties.

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