# Results for Fiscal Year Ended March 31, 2022

May 27, 2022

DKK Co., Ltd.

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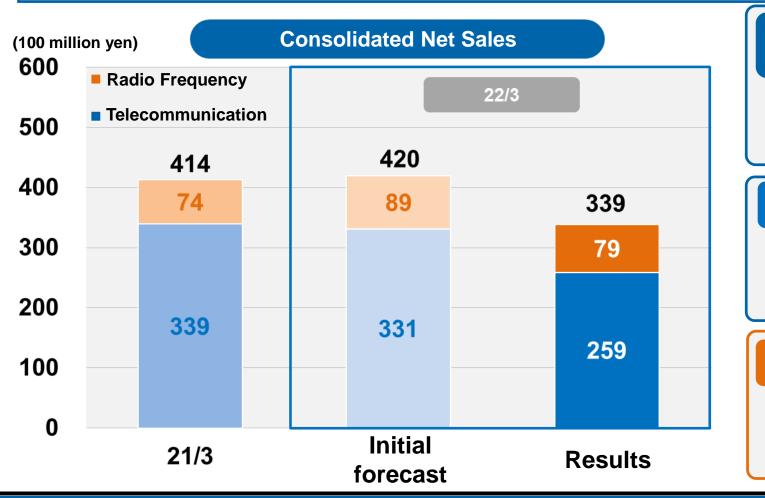
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# 1. RESULT HIGHLIGHTS

### **Consolidated Net Sales**

- Consolidated net sales dropped.
- Net sales for Telecommunication Business dropped due to restriction or postponement of demand.
- Net sales for Radio Frequency Business showed signs of recovery but the increase remained small due to the semiconductor shortage.



Consolidated
Net Sales
33.9 billion yen
YoY change

Down **7.5** billion yen (down **18.1**%)

Telecommunication **25.9** billion yen

YoY change

Down **8.0** billion yen (down **23.7**%)

(down **23.7** /0)

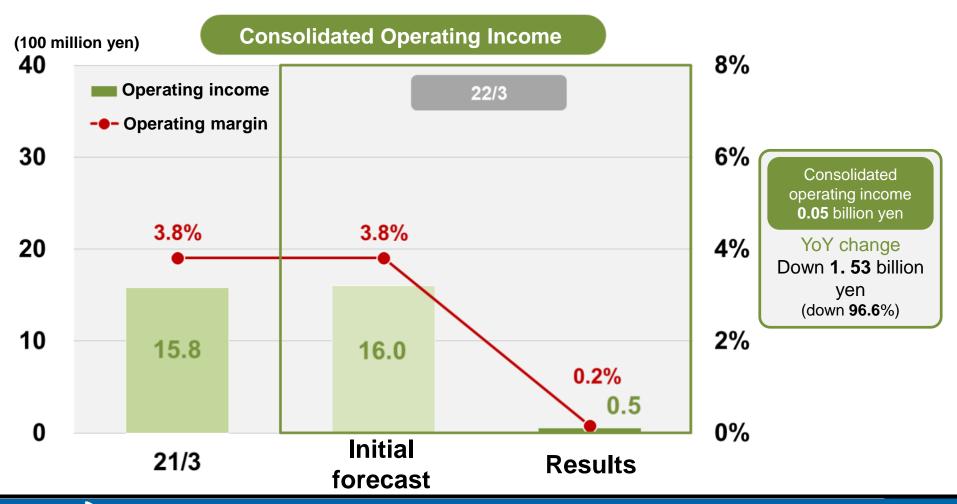
**7.9** billion yen

YoY change

Up **0.5** billion yen (up **7.1**%)

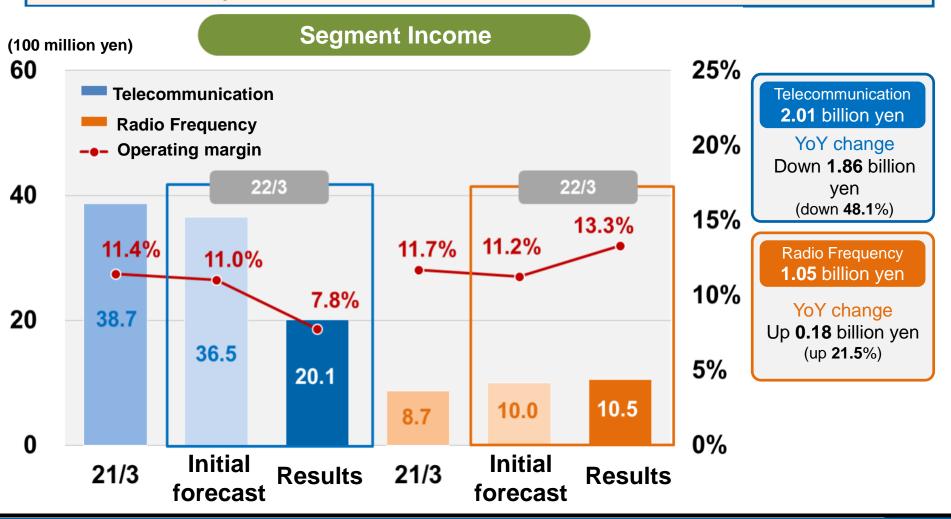
# Consolidated Operating Income

Consolidated operating income dropped due to decreased net sales, a spike in materials and logistics costs, etc.



# Segment Income (Consolidated)

- Profit decreased for Telecommunication Business due to a spike in materials-related costs and intensified competition to win orders.
- Profit rose for the Radio Frequency Business due to a recovery trend in demand, although the impact from the semiconductor shortage was felt.



### Overview of FY3/22 Consolidated Results

- Ordinary income fell 1.35 billion yen year-on-year as operating income decreased.
- Net income decreased 0.45 billion yen year-on-year.

# ■ Full-year statement income [consolidated]

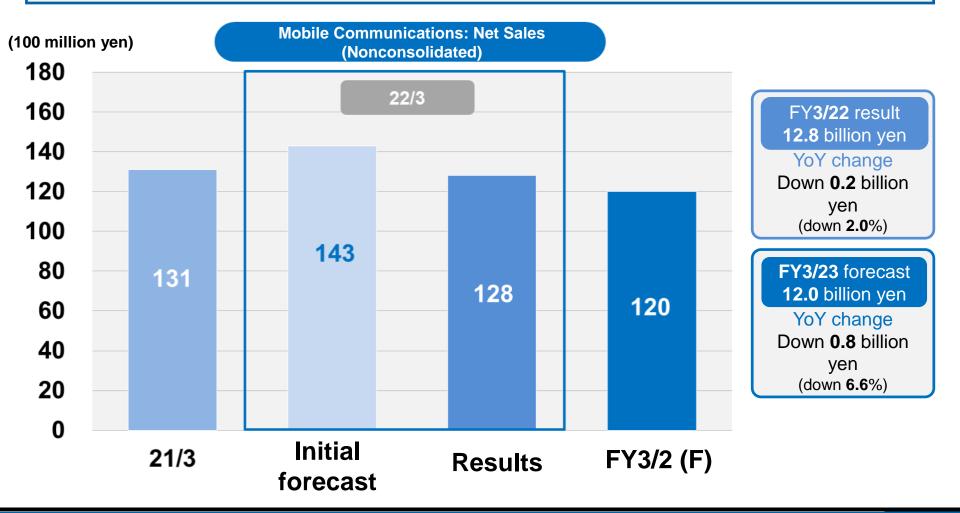
(Millions of yen)

-	FY3/21	FY3/22		YoY change		Difference from initial forecast	
	results	Initial forecast	Results	Amount	Percentage	Amount	Percentage
Net sales	41,478	42,000	33,968	-7,510	-18.1%	-8,032	-19.1%
Cost of sales	33,750	-	27,770	-5,980	-17.7%	-	-
Gross profit	7,727	-	6,198	-1,529	-19.8%	-	-
Selling, general, and administrative expenses	6,143	-	6,145	2	0.0%	-	-
Operating income	1,583	1,600	53	-1,530	-96.6%	-1,547	-96.7%
Operating margin	3.8%	3.8%	0.2 %	-	-	-	-
Ordinary income	1,799	1,800	448	-1,351	-75.1%	-1,352	-75.1%
Ordinary income margin	4.3%	4.3%	1.3%	-	-	-	-
Net income attributable to shareholders of parent company	1,155	1,200	705	-450	-38.9%	-495	-41.3%
ROE	2.5%	2.5%	1.5%	-	-	-	-

# 2. SEGMENT RESULTS (NONCONSOLIDATED)

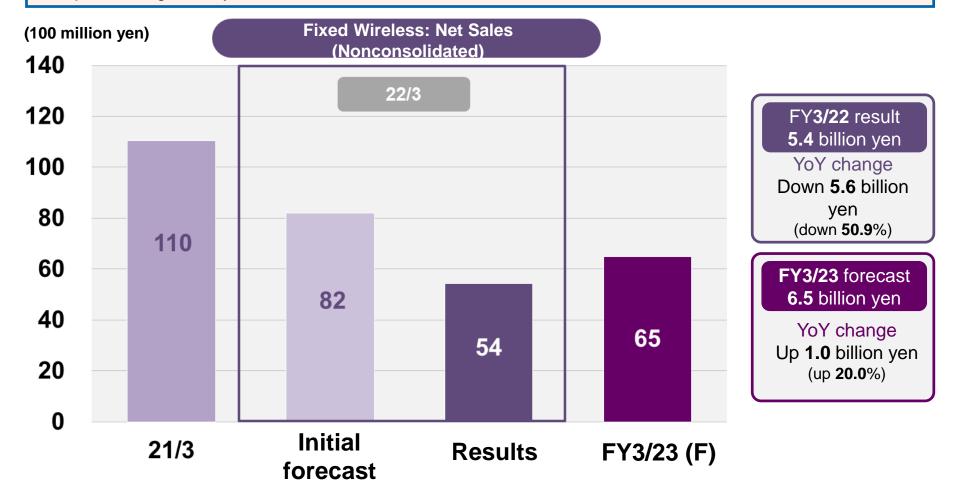
### Mobile Communications: Net Sales (Nonconsolidated)

- Net sales fell due to improved 5G investment efficiency and as mobile carriers pushed back some basestation construction plans.
- For the current fiscal year, we anticipate net sales will remain largely flat with a slight decrease.



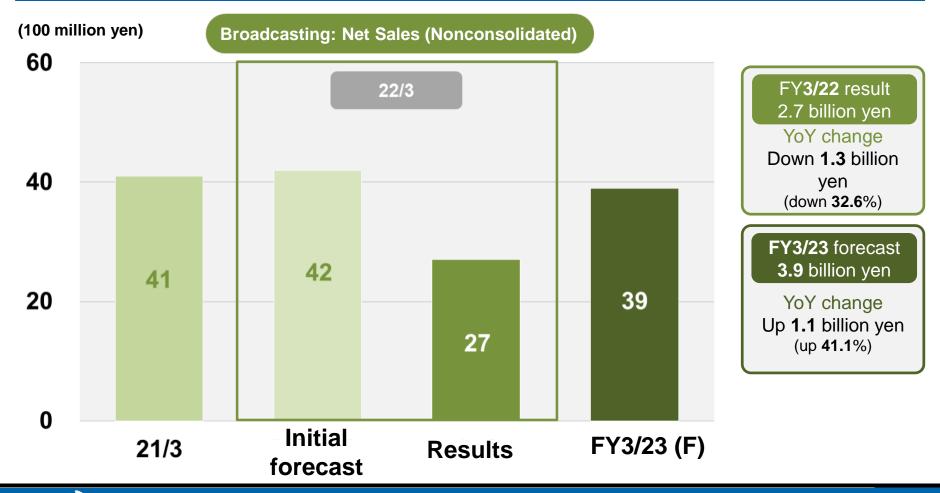
# Fixed Wireless: Net Sales (Nonconsolidated)

- Net sales decreased due to extension of construction schedules affected by the impact of the COVID-19 pandemic.
- For the current fiscal year, we expect net sales to increase as demand from government offices is expected to gradually recover.



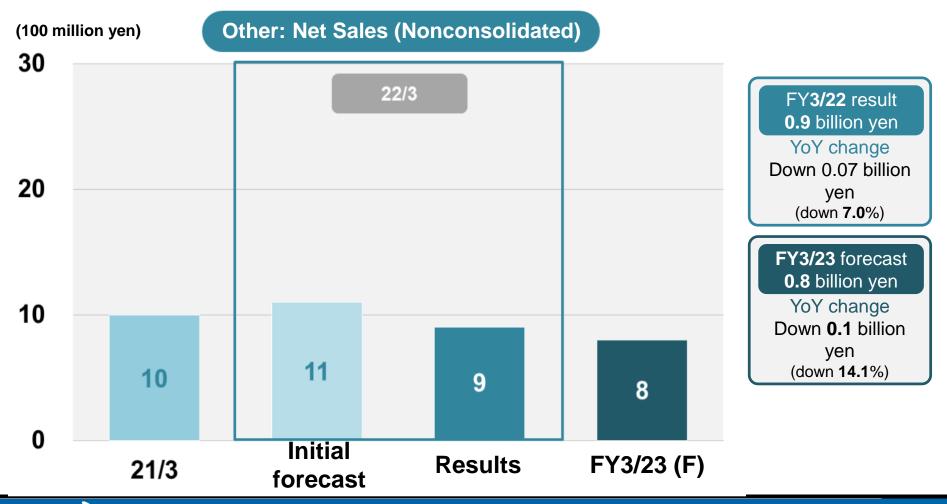
# Broadcasting: Net Sales (Nonconsolidated)

- Net sales decreased as capital expenditure demand from broadcasters dropped, affected mainly by the COVID-19 pandemic.
- For the current fiscal year, we expect to achieve an increase in net sales by working to capture demand from moves to update existing terrestrial digital broadcasting equipment.



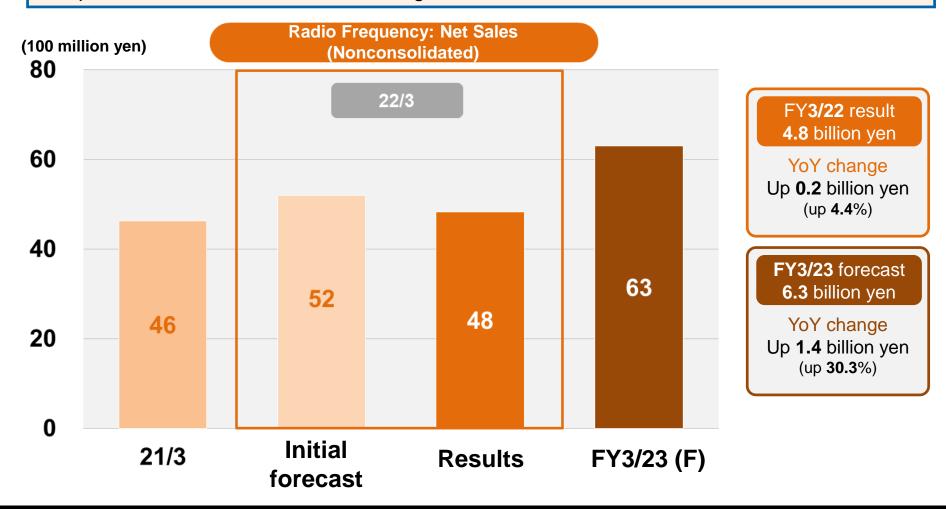
# Other: Net Sales (Nonconsolidated)

- While competition to win orders remained a challenge, net sales largely stayed flat thanks to our aggressive proposition sales effort.
- For the current fiscal year, we expect net sales to remain largely flat as we continue to work to capture demand.



# Radio Frequency: Net Sales (Nonconsolidated)

- Net sales increased, driven by recovering demand from the automotive industry.
- For the current fiscal year, we expect net sales to increase, although we anticipate the impact from the semiconductor shortage will be felt.



### Overview of Nonconsolidated Net Sales

(Millions of yen)

									(1411111	ons or yen)
	FY3/21	FY3	/22	YoY ch	nange	Difference fore		FY3/23	YoY c	hange
	results	Initial forecast	Results	Amount	Percentage	Amount	Percentage	Forecasts	Amount	Percentage
Net sales	34,308	33,400	27,310	-6,998	-20.4 %	-6,090	-18.2 %	30,000	2,690	9.8 %
Telecommunication	29,345	27,850	22,478	-6,867	-23.4 %	-5,372	-19.3 %	23,350	872	3.9 %
Mobile Communications	13,115	14,300	12,852	-263	-2.0 %	-1,448	-10.1 %	12,000	-852	-6.6 %
Fixed Wireless	11,037	8,200	5,418	-5,619	-50.9 %	-2,782	-33.9 %	6,500	1,082	20.0 %
Broadcasting	4,102	4,200	2,764	-1,338	-32.6 %	-1,436	-34.2 %	3,900	1,136	41.1 %
Cable Broadcasting	24	50	453	429	1787.5 %	403	806.0 %	100	-353	-77.9 %
Other Businesses	1,063	1,100	989	-74	-7.0 %	-111	-10.1 %	850	-139	-14.1 %
Radio Frequency	4,632	5,200	4,835	203	4.4 %	-365	-7.0 %	6,300	1.465	30.3 %
Other Businesses	330	350	330	0	0.0 %	-20	-5.7 %	350	20	6.1 %

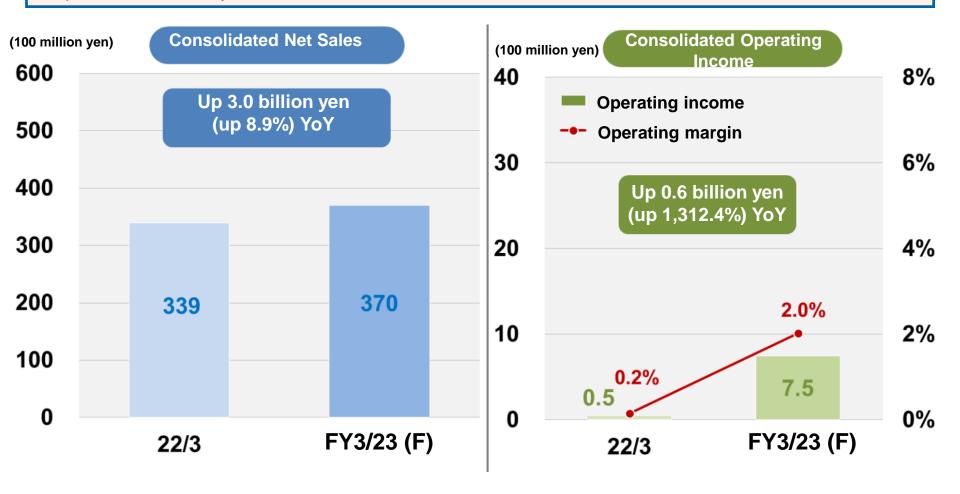
Note: Of the figures for FY3/22, the ASBJ Statement No. 29 Accounting Standard for Revenue Recognition was applied only for the actual net sales of 27,310 million yen.



# 3. FORECASTS FOR CURRENT FISCAL YEAR

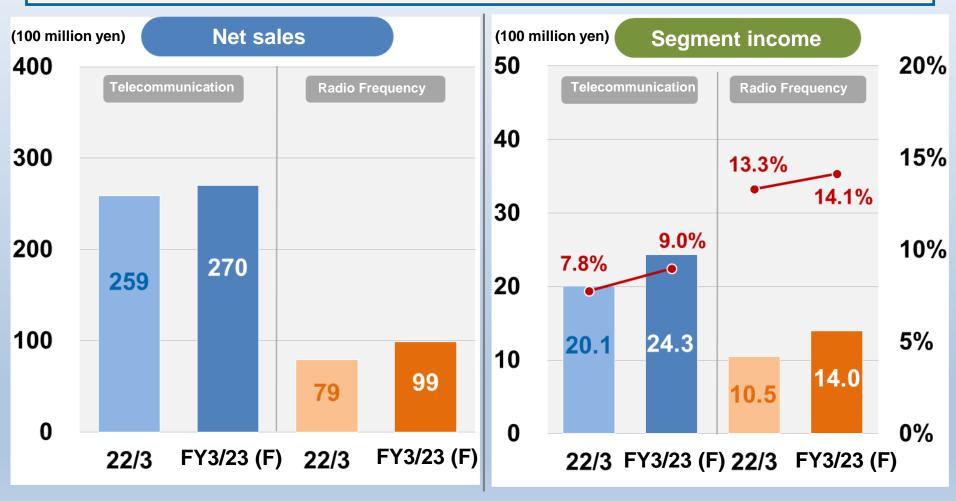
### Consolidated Net Sales and Operating Income Forecasts

- Consolidated net sales have been recovering gradually from the impact of the COVID-19 pandemic. We expect the overall net sales will increase from a year earlier.
- Consolidated net income is expected to increase, driven by cost-cutting activities and efforts to improve operational efficiency.



# Segment Forecasts (Consolidated)

We estimate both net sales and profit will increase for the Telecommunication and Radio Frequency segments.



### Overview of Consolidated FY23/3 Forecasts

(Millions of yen)

	FY3/22 FY3/23		YoY cl	hange	
	results	forecasts	Amount	Percentage	
Net sales	33,968	37,000	3,032	8.9 %	
Telecommunication	25,908	27,000	1,092	4.2 %	
Radio Frequency	7,959	9,900	1,941	24.4 %	
Operating income	53	750	697	1,312.4 %	
Operating margin	0.2 %	2.0 %	-	-	
Telecommunication	2,010	2,430	420	20.9 %	
Operating margin	7.8 %	9.0 %	-	-	
Radio Frequency	1,058	1,400	342	32.3 %	
<b>Operating margin</b>	13.3 %	14.1 %	-	-	
General and administrative expenses, etc.	-3,015	-3,080	-65	2.2 %	
Ordinary income	448	900	452	100.8 %	
Ordinary income margin	1.3 %	2.4 %	-	-	
Net income attributable to shareholders of parent company	705	750	45	6.2 %	
ROE	1.5 %	1.6 %	-	-	

Note 1: Net sales of Other segment omitted

### **Initiatives in Mobile Communications**



# Promotion of radio equipment development

 Work to develop widely adaptable radio equipment to increase competitiveness as a growing adoption of the O-RAN international standard, as we can expect an increase in wideranging customer demand.

# Development of antennas and peripheral devices

- Focus on development of advanced antennas required for 5G and expand a lineup of products in anticipation of "beyond-5G" demand, including measures for terahertz waves, not just 5G demand.
- In order to make attractive propositions to capture demand for local 5G solutions, develop repeaters and metamaterial reflector panels, which are essential for area construction, to ensure the advantageous position for products.

# Initiatives in Radio Frequency



Shift to the high-frequency induction heating method as the share of heat-treatment furnaces is large in the metal heat processing industry.

Furnace heat treatment method

#### Advantages

- Can perform batch processing in large capacity
- Equipment already depreciated as it was introduced years ago

### Disadvantages

- Take time to start up equipment as it burns gas or oil (and emits CO2)
- Involve hazardous work that requires separate assignment of persons responsible for safety management

High-frequency induction heating method

#### Advantages

- Can process after starting up instantly
- Do not emit CO2 while processing and is safe with limited scope of areas exposed to high temperatures
- Processing on production lines possible
- Can address mass production using automated processing by robots

#### Disadvantages

Require spending for installing induction heating equipment



### Initiatives on Governance

### Compliance program

### Management's commitment

Communicate from the management layer a message, clearly and on an ongoing basis, that compliance is the most important matter and precondition for the management and the management team is committed to leading the effort to maintain compliance.

### Effective compliance promotion

Promote compliance for the group as a whole through, among others, meetings attended by persons responsible for compliance from the DKK group members.

### Maintaining internal rules and ensuring everyone is aware of them

Appropriately reflect work processes in rules, including those of group companies, and take measures in response to amendments to related laws, etc.

### Shareholder Return

- For FY3/22, we plan a year-end payout of 60 yen per share, with DOE of 1.5% set as the lower limit.
- As a measure to enhance shareholder returns and improve capital efficiency, we are in the process of buying back treasury shares totaling up to 1,100,000 shares or 2.5 billion yen in a period from February 2022 to December 2022.
- We decided on a policy to retire the portion in excess of 10% of treasury shares in FY3/22.

#### Our policy on shareholder return

Targeting payout ratio of 40% on a consolidated basis with DOE of 1.5% as the lower limit.

Our policy for shareholder returns is to aim for a payout ratio of **40**% on a consolidated basis while not letting the dividend on equity ratio **(DOE)** on a consolidated basis to fall below **1.5**%. As part of a measure for enhancing shareholder return, we are buying back treasury shares totaling up to 2.5 billion yen setting in a period from **February 2022 to December 2022**.

We decided in **FY3/22** on a policy to retire the portion in excess of **10**% of treasury shares.

Year-end payout of 60 yen per share planned for FY3/22

# 4. MEDIUM-TERM BUSINESS PLAN HIGHLIGHTS

### **DKK-Plan**2025 Established

We established a 3-year plan starting from FY3/23.



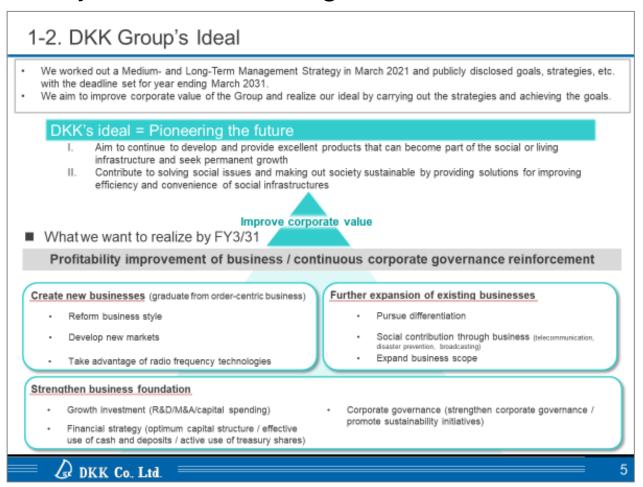
Access this URL for detailed information:

https://www.denkikogyo.co.jp/ir/library/pdf/plan/2022/DKK\_plan2025.pdf



### In Pursuit of Our Ideal

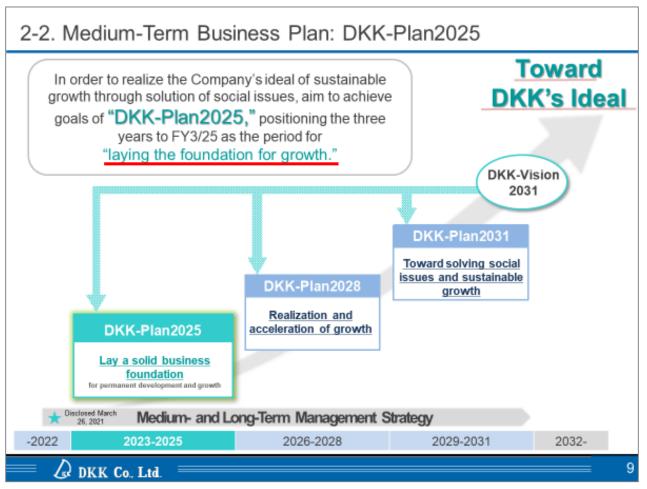
# Create new businesses and further expand existing businesses by **FY3/31** to strengthen our business foundation



From page 5 of Medium-Term Business Plan: DKK-Plan2025

### To Realize DKK-Vision2031

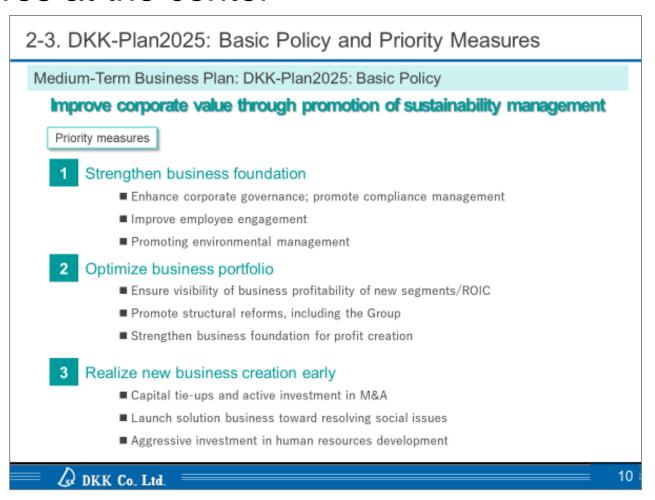
# Aim for further growth by laying a foundation for growth by **FY3/25**



From page 9 of Medium-Term Business Plan: DKK-Plan2025

# Basic Policy and Priority Measures

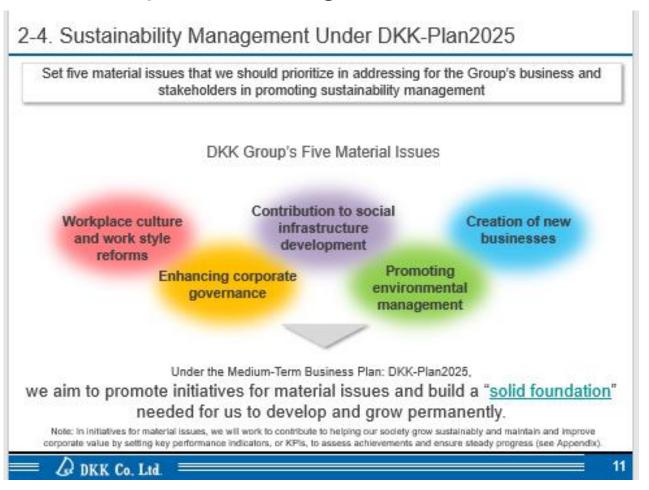
# Build a solid foundation for growth, with **three** measures at the center



From page 10 of Medium-Term Business Plan: DKK-Plan2025

### Material Issues to Achieve Goals

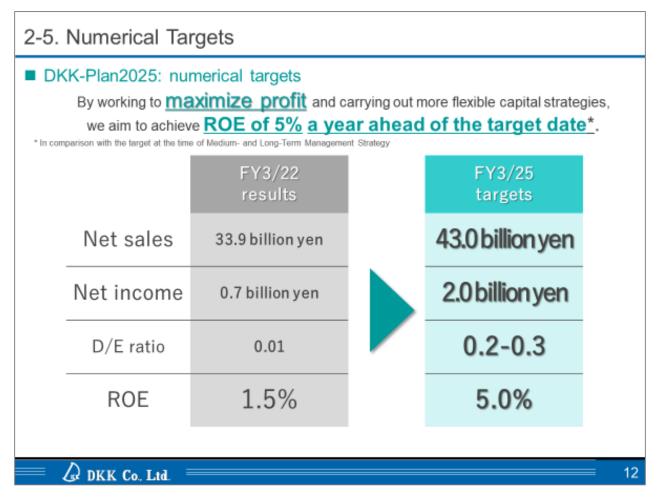
# Promote initiatives for **five** material issues to achieve sustainable development and growth



From page 11 of Medium-Term Business Plan: DKK-Plan2025

### **Numerical Targets**

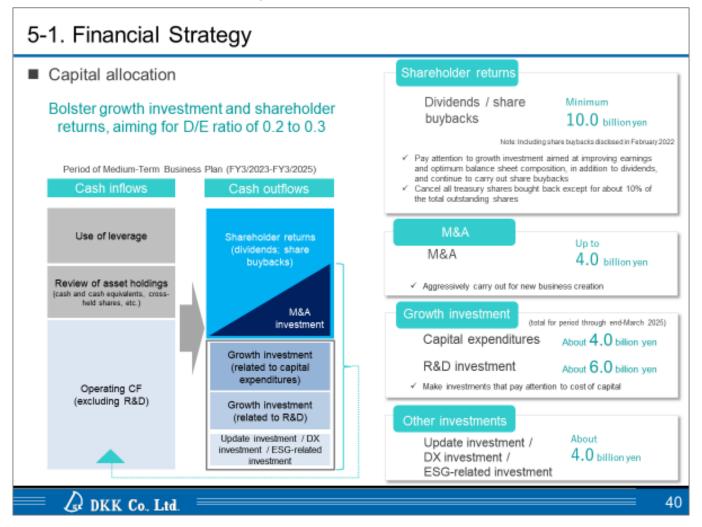
# Numerical targets set for pursuit to improve revenue base



From page 12 of Medium-Term Business Plan: DKK-Plan2025

# Financial Strategy

Aggressive investment to lay the foundation for improved profitability



From page 40 of Medium-Term Business Plan: DKK-Plan2025

# Toward Strengthening Business Foundation

Restructure relationship of trust with all stakeholders by developing highly transparent management structure



From page 14 of Medium-Term Business Plan: DKK-Plan2025

# Toward Strengthening Business Foundation

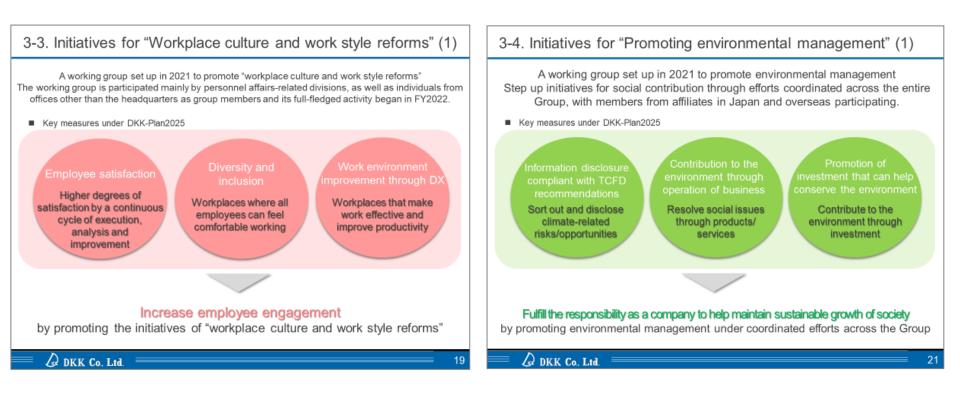
Solidify business foundation by securing a Board of Directors structure that incentivizes Directors to promote reforms



From page 16 of Medium-Term Business Plan: DKK-Plan2025

# Toward Strengthening Business Foundation

Prioritize human resources, which form the basis for management Aim for growth and sustainability while paying attention to external environment



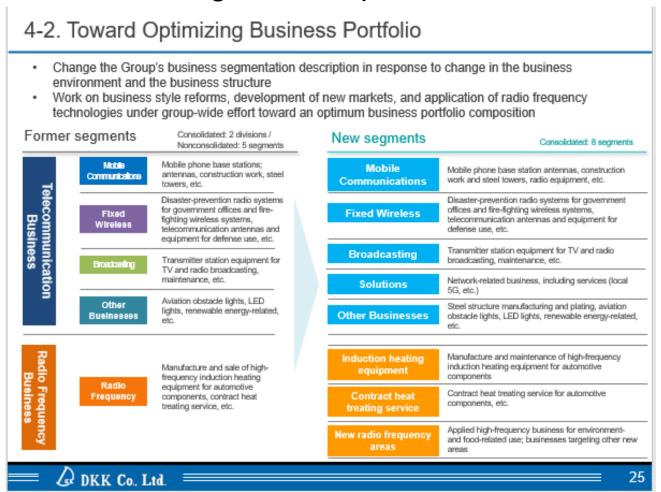
From pages 19 and 21 of Medium-Term Business Plan: DKK-Plan2025

# Work to optimize business portfolio, with **two** of the **five** material issues as axes



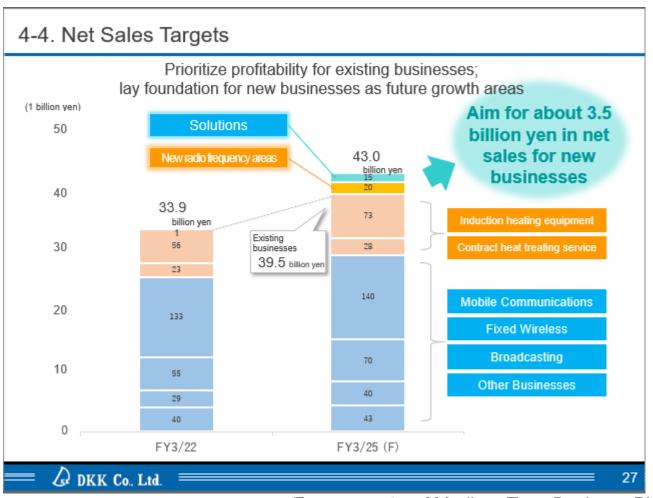
From page 24 of Medium-Term Business Plan: DKK-Plan2025

Establish new segments for the purpose of business structural reforms and clear management of profit for each division



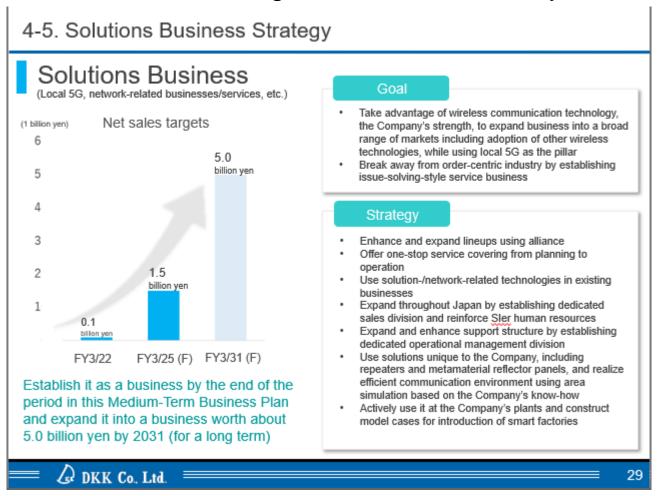
From page 25 of Medium-Term Business Plan: DKK-Plan2025

# Aim for net sales of **43.0** billion yen by **FY3/25**, up about **25%** from the level in **FY3/22**



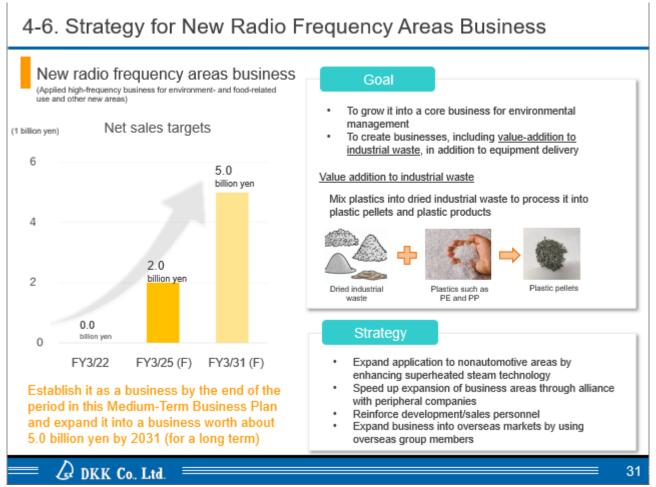
From page 27 of Medium-Term Business Plan: DKK-Plan2025

Set local **5G** as the key target, develop radio technology and a solution service for customer issues, and grow it into a **5.0** billion yen business



From page 29 of Medium-Term Business Plan: DKK-Plan2025

Develop a new market by finding applications for the superheated steam technology Set it as the core business of environmental management and grow it into a **5.0** billion yen business



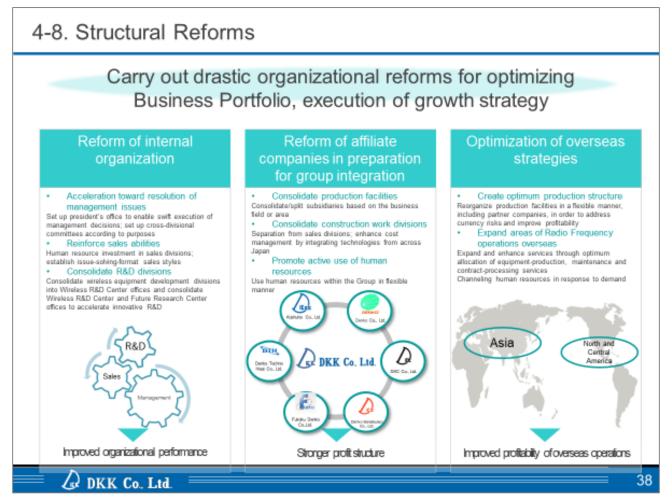
From page 31 of Medium-Term Business Plan: DKK-Plan2025

Work to expand our market share and improve profitability through social contribution by building social infrastructures, using the technology and trust we have developed as the basis

	Goal	Strategy
Mobile Communications	To expand our shares in the 5G market and improve profitability by entering the radio equipment market, in addition to antennas, in earnest	Take advantage of our antennas to expand shares, expand scope of business fields by enhancing/expanding O-RAN radio equipment products, and improve profitability reforming production locations and consolidating construction work divisions
Fixed Wireless	To help establish society resistant to disasters and improve profitability by stepping up development of administrative radio systems	Increase sale of 280MHz band disaster-prevention radio systems, develop disaster-prevention products in collaboration with solutions business, and improve profitability by unifying calculation divisions and consolidating construction work divisions
Broadcasting	To maintain and update broadcasting equipment as a social mission	Steadily capture demand from update needs, increase orders by reinforcing the strengths that allow us to take on wide-ranging areas of work, and improve profitability by consolidating construction work divisions
Other Businesses	To actively sell products friendly to the environment and capture continuous demand for outdoor steel building frameworks	Expand sales of environmentally friendly products, including LED aviation obstacle lights, improve quality in steel building frameworks and plating processing business, and step up differentiation measures for ancillary work, etc.
Induction Heating Equipment	To capture emerging demands associated with electrification of vehicles, expand market shares, and improve profitability	Promote activities to convert other heat treatment methods to the induction heating method, which has a low impact on the environment, capture demand from emerging needs in the EV market and develop coil-manufacturing technology to improve profitability
Contract Heat Treating Service	To promote use of the induction heating method in the global market and improve profitability	Cut costs and improve profitability by developing markets using overseas operations, downsizing staff in the heat-treatment process, making factories smart, and introducing solar power equipment

Excerpts from pages 32 to 37 of Medium-Term Business Plan: DKK-Plan2025

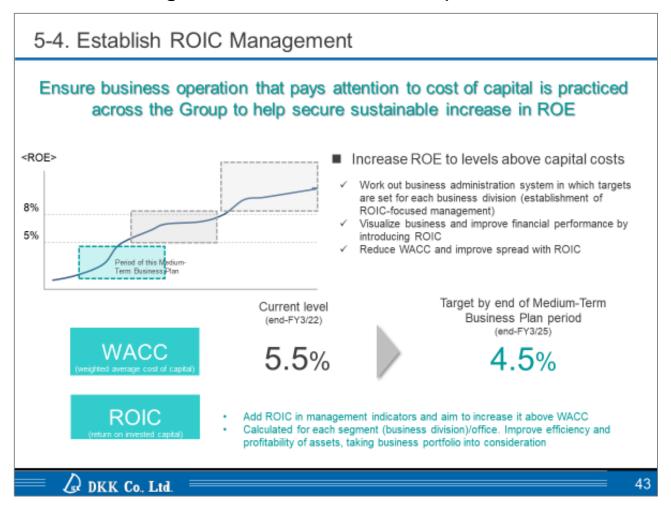
Expand existing businesses, beginning with drastic reforms and begin to target overseas markets, rather than just the domestic market



From page 38 of Medium-Term Business Plan: DKK-Plan2025

# Capital Strategy

Make **ROIC** and **WACC** the key indicators to make us aware of investment impacts toward future growth and business expansion



From page 43 of Medium-Term Business Plan: DKK-Plan2025

Thank you very much for your attention.

# **APPENDIX**

### Operating Results Recalculated According to New Business Segmentation

New segment in Telecommunicati on Business

New segments in Radio Frequency Business

	(Millions of yen
	FY3/22
	Results
let sales	33,968
Telecommunication	25,908
Mobile Communications	13,310
Fixed Wireless	5,509
Broadcasting	2,990
Solutions	128
Other Businesses	3,960
Radio Frequency	7,959
Induction Heating Equipment-Related	5,619
Contract Heat Treating Service	2,34
New Areas Business	

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Note 1: Net sales includes revenues from facility leasing and power sale in addition to Telecommunication and Radio Frequency.

# Notes on Earnings Forecasts

Figures included in this document that are related to descriptions, including plans and policies and not past facts, are forecasts regarding future earnings. They are all calculated based on management assumptions and views based on information grasped by the company at the time of writing.

Therefore, these forecasts include risks and uncertain factors, and actual results may differ from them due to a variety of factors. Such potential risks and uncertain factors include changes in economic situations and product demand levels in major markets, fluctuations in the foreign exchange market, changes in regulations in Japan and overseas, and accounting standards and practices.