

# 24Medium-term Management P

May 9, 2024 (Thursday)





中部鋼鈑株式会社 [TSE prime market: 5461]



- 1. 21Medium-term review
- 2. Our Business Model
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  - 5-1. Production and sales of 800,000 tons of steel products
  - 5-2. Improving production system
  - 5-3. Sales strategy
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  - 5-5. Decarbonization Response
  - 5-6. Sustainable Infrastructure Development



# 1.21Medium-term review

### [1.21Medium-term review]



# In the 21Medium-term (FY21~23) ,the company was listed on the Tokyo Stock Exchange(TSE) Prime

- ➤ Lower sales volume than 21Mid-term goal due to construction of new electric arc furnace(EAF), Metal spread expansion leads to higher profit. Leverage dividend payout ratio to 35%.
  - >Substantial rise in share price and increase in trading volume resulting from TSE listing.
  - >Trends toward carbon-free goal accelerate climate action in Japan
  - ➤ Started construction of a new EAF (completed in 2024 autumn). Prepare to increase production and reduce carbon footprint significantly (electricity consumption rate : -15%)

(Thousands of shares)  12,000 ——————————————————————————————————							<b>ye</b> 3,000	n)		
					12,000	Change	s in stock pri	ce (monthly)	5,000	
					10,000	■ VC	lume (left axis)	li i∳¶	2,500	
	Target	′21	′22	′23	8,000			<u>╷</u> ┃┃ <sub>┃ ╽┆</sub> ╻┃゜	- 2,000	
Consolidated ordinary profit (billions of yen)	4.0	5.5	12.3	10.2					- 1,500	Stock price
Steel products sales volume (Thousands tons)	700	620	580	520	<b>Nolume</b> 4,000			l.ı	- 1,000	Stock
Dividend payout ratio (%)	30	31	33	35		• • • <b>0</b> 0 + + •		lli ii l		
					2,000	apr jul	jan. apr	Jan apr jul oct	- 500	
WO III and			1-1		2	2021	2022	2023 202	24	



# 2.Our Business Model

#### [2.Our business model]



#### Input

#### **Business model and Strengths**

#### Output

#### **Financial capital**

Strong Balance Sheet Consolidated equity ratio 82.9% (End of Mar.2023)

#### Manufacturing capital

Production line, with directly connected steel-making process and rolling process

> Steel works in Nagova City(**232,900** m in area)

#### **Intellectual capital**

Professional of EAF steel plates manufacturing with knowledge and skills cultivated over many years since operation in 1950

#### Human capital

Specialized and proficient operation skill of EAF steel plates manufacturing

504 employees (Consolidated/End of Mar.2023)

#### **Social capital**

Steel scrap purchasing network Co-existence with local communities 700 steel suppliers Approx

(End of Mar.2023)

EAF steel plates manufacturing method requires large capital investments, proficient operation skill and team, and a strong purchasing and sales network; high entry barrier for new competitors.

#### Steelworks in the city

Advantageous in procuring raw materials (steel scrap), supplying products, and recruiting human resources.

Compact steel work with high productive and thermal efficiency

Unique steel company specializing

in EAF steel plates. There is room for

market share expansion with **friendly** 

**EAF steel-making business** 

**Supplying Steel Plates** products to a wide range of fields



Construction **Machinery** 

#### **Chubu Steel Plate**

Nagoya City, Aichi Prefecture -Located in the center of Japan's "manufacturing"



#### **Industrial Machinery**

# **Steel Plates**

Expect steady demand going forward, supported by domestic and overseas capital investment

and projects



# **Steel Scrap**

In our resource-poor country, steel scrap is one of the few resources that

can be procured domestically.



#### Used throughout the citv

Responding to customers' less carbon steel needs by expanding EAF steel product market share with less CO<sub>2</sub> emissions









# 3. External environment and current analysis

#### [3. External environment and current analysis]

#### **1** Demand trends

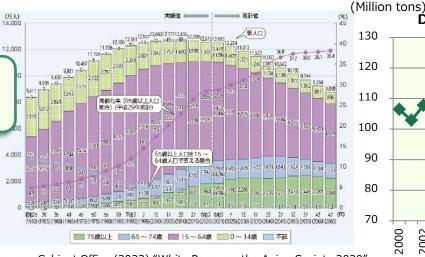


#### **Domestic demand**

- Decrease in domestic population
- $\bullet$  Maturation of domestic manufacturing industry

Difficult to expect significant growth

#### **Domestic demographic trend and estimates**



Domestic crude steel production

volume trend

Lehman Shock

Covid-19

Source: Cabinet Office (2022) "White Paper on the Aging Society 2020"

#### **Demand by field**

Source : Japan Iron and Steel Federation

# Increase

#### Civil engineering

Demand will increase due to increase in budget related to national resilience, maintenance and renewal of aging infrastructure.



#### Ship

Demand decreased resulting from withdrawal of heavy industry businesses due to shipbuilding company reorganization and rise of South Korea and China.



#### **Industrial machinery**

Stable domestic economy leads to constant demand for the time being.

#### **Architecture**

There are certain needs mainly for large projects. Demand for EAF steel product contributed to  ${\rm CO_2}$  reduction is expected to increase.

#### **Export**

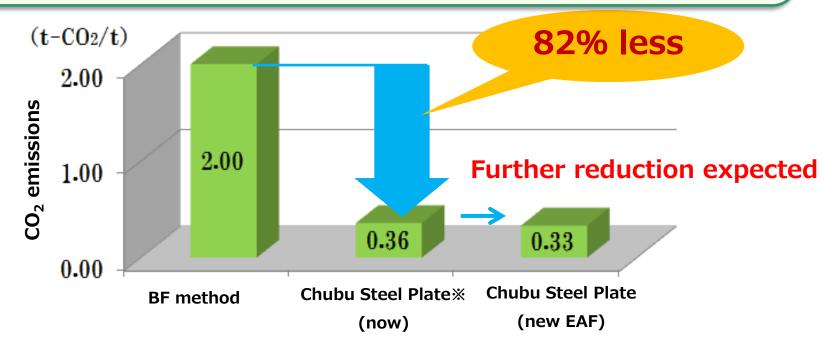
Despite of decreasing demand due to change from local to overseas production, there is demand for steel plates needed for offshore wind power generation construction

#### **2CO<sub>2</sub> emissions**



#### CO<sub>2</sub> emissions from producing 1 ton of crude steel

- EAF steelmaking, no need for iron making process, contributes to less CO<sub>2</sub> emissions.
- In general, CO2 emissions from EAF steelmaking is ¼ of emissions from Blast furnace(BF) steelmaking. The company's CO2 emissions is 1/5 of emissions from BF steelmaking.



**\*\*Our present CO<sub>2</sub> emissions** are calculated by dividing the total of Scope 1 and 2 by the amount of crude steel.

#### **3Competitors/Imported materials**



#### **BF**

- Consolidated manufacturing bases resulting from decreased demand for shipbuilding and reduced exports due to local production for local consumption
- CO<sub>2</sub>Emissions issue



# Our action in the med-term 2024

- Expanding market share mainly in building materials
- Targeting eastern Japan where consolidation is progressing

## **EAF/imported steel materials**

- Production volume of domestic EAF steel plates company is limited.
- Imported steel materials currently do not pose a threat to the domestic market.
  ➤ However, if the yen appreciates in the future, it may become a source of market turbulence.

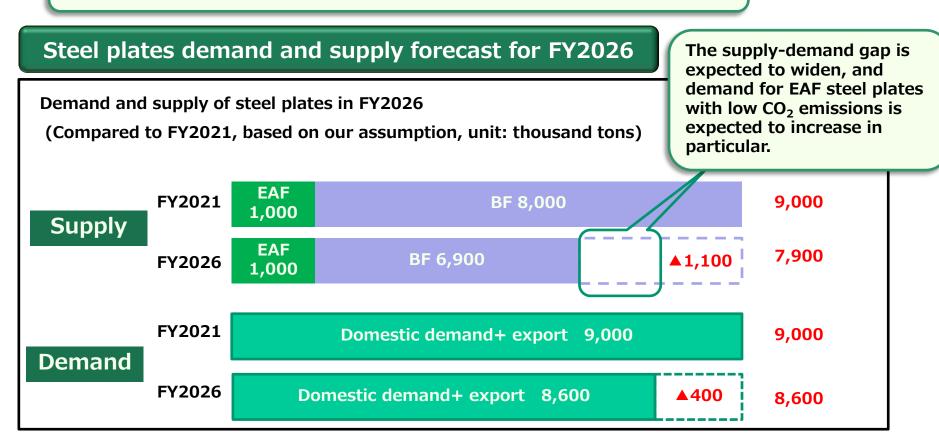


- · Strengthen cost competitiveness by efforts such as increasing production ensure sufficient profit margin to enhance business foundation
- ➤ Promote total cost reduction including transportation cost, by taking advantage of manufacturing location





The demand for steel plates supply is expected to increase due to the move to consolidate BF equipment.



	FY2021	FY2026 target	Increase/ Decrease		Ship	Civil engineering and construction	Others	Total
Our steel plates	550	700	+150	FY2021	2,400	1,600	5,000	9,000
sales volume (Thousand tons)				FY2026	1,600	2,000	5,000	8,600
Source : Created by Chubu Federation data, etc.	ı Steel Plate b	ased on Japan	Iron and Steel	Increase/ Decrease	▲800	+400	0	▲400



# 4. Corporate Value Enhancement and KPI

#### **1** Initiatives to improve corporate value



#### Initiatives to improve corporate value

- The company was listed in TSE Prime Market in December 2022(Double listing with NSE).
- >Stock prices rose with an increase in trading volume
- In March 2023, TSE requested listed companies to "Action to Implement Management that is Conscious of Cost of Capital and Stock Price."
- ➤ Specifically, there are two points: ①
  Action to Implement Management that is
  Conscious of Cost of Capital and Stock
  Price, and ② disclosure regarding the
  status of dialogue with shareholders, etc.
- Our company explained ① and ② above at the company briefing session in May 2023. Specifically, we explained that we will proceed with various measures with the goals listed on the right.

%Cost of equity= $\beta \times (Rm-Rf) + Rf$ 

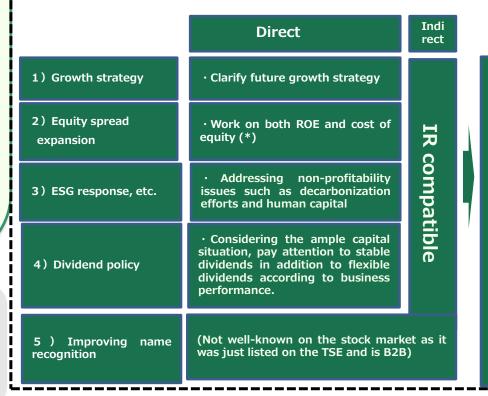
B:The magnitude of fluctuations in our stock price relative to the stock market

R f: Risk free rate (Calculated from government bond yields, etc.)

Rm: Stock market expected value (TOPIX, etc.)

Our actions; explained in May 2023 briefing session

- Numerical values are set based on TSE guidelines.
- **♦** R O E⇒Stably exceed 8%
- **♦** P/B⇒Aiming for more than 1x
- The specific action plan is as follows



Continue to implement the same approach from FY2024 onwards (Review ROE and P/B) © 2024 Chubu Steel Plate Co., Ltd.

<u>Influence</u>

**9**n

stock price

#### 2 Dialogue with shareholders



# Status of communication with shareholders, etc. in 2023

	Number of times	Corresponding person	Operation method		
Company information session	4times	President and Director	Changed from twice a year before listing on the TSE to quarterly Conducted online on the next business day of financial results announcement		
Individual interviews, etc.	80times	Director, etc.	Individually conducted in person or over the phone/online		

>The breakdown of individual interviews was 18 with sell-side analysts and 62 with

## Requests and responses from shareholders, etc.

#### Request

①Steel manufacturers have large fluctuations in performance, so at least Could you please stabilize the dividend? Overview of shareholders, etc

- · Buy-side analyst
- Small-cap stocks (Long-term investment)

DOE was introduced in the 24 medium-term management plan. Promoting shareholder returns while paying attention to stable dividends

- ②If the market capitalization were a little larger, it would become an investment target.
- Fund manager(Domestic) (Overseas)

The current market capitalization has expanded to over 70 billion yen (P/B close to 1x). Aiming for a market capitalization of 100 billion yen in the medium-term management plan, promoting various measures

**3 Developing new products is desirable to differentiate from other companies.** 

· Buy-side analyst

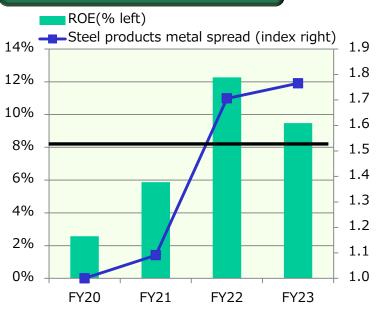


Obtained EcoLeaf on Apr.2024. Considering the development of green steel using new EAF effects, etc.

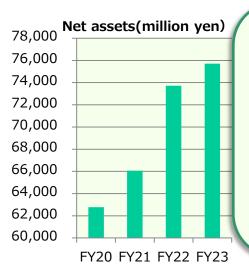
#### **3ROE and P/B**



#### **ROE** trends



**\*Metal spread is indexed with FY20 as 1** 

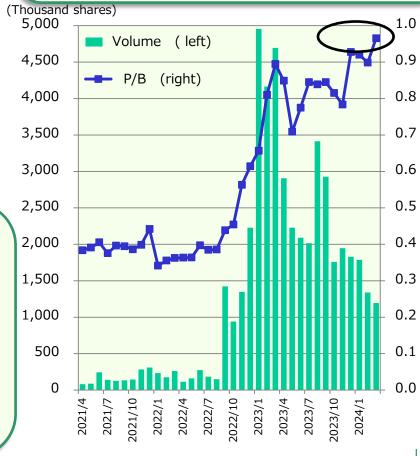


■ ROE has remained low until now, but has risen to over 8% in recent years due to the expansion of metal spreads.

On the other hand, capital accumulation is progressing, and <u>future</u> <u>issues</u> include securing metal spreads and <u>controlling capital</u>.

# Trends in P/B and trading volume

■ After listing on the TSE, P/B has increased to around 0.9 times. However, in order for the stock price to increase significantly by more than 1x, we recognize that it is necessary to implement the measures listed and further influence the stock market.



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# 4 Capital cost control

# **Capital cost control**

- There has long been a view that manufacturers of EAF must be cautious when making investments because their performance tends to fluctuate due to price fluctuations in raw materials and materials (scrap, electricity, etc.).
- ■Therefore, in order to reduce the cost of capital (Suppress  $\beta$ ), we recognize that it is necessary to take measures including ① Minimize fluctuations in performance due to the external environment as much as possible, ② strengthen disclosure to prevent surprises, and ③ suppress fluctuations in dividends due to fluctuations in business performance.
- **■** The specific measures are as follows.

Target	Method	Specific measures		
Suppress β	Appropriate sales price setting (1)	➤ Build relationships with customers that allow price fluctuations in scrap, electricity, freight, etc. to be reflected promptly in sales prices.		
	Reduce fluctuations in performance due to scrap price fluctuations (1)	➤ Expansion of scrap yard and enhancement of scrap acceptance system    ► Effective use of product inventory and slabs		
	Partial fixation of electricity prices (1)	➤ Power prices for off-site PPAs are mainly fixed for 20 years (regular prices fluctuate monthly)		
	Strengthen disclosure and prevent surprises (2)	➤ Continued to hold company briefing sessions four times a year and set the briefing session on the business day following the announcement of financial results.		
	Stabilization of dividends (3)	➤ DOE introduce from FY24		



# 5. 24Medium-term outline

# CHUBU STEEL PLATE

## **1)Overall picture of the mid-2024 period**

**■** External Environmental

■ Needs

**Contribute to** 

supplying EAF

Steel Plates to

cover the shortage

society by

of supply capacity and

reduce CO2

Declining domestic population

Restructuring of the steel plates industry

Solid domestic demand except for ships

**Progress of Global Warming** 

Declining birthrate and aging population, decreasing young working population

Responding to trends toward tightening regulations in light of listing on the TSE Build a responsible position towards stakeholders by building a corporate entity that can contribute to society on a

lasting basis

1. Sales of 800,000 tons of steel products

2. Decarbonization Response

- 3. Sustainable infrastructure development
- Human capital strategy
- DX strategy, operational efficiency improvement
- **■** Governance/Risk/Compliance
- **■** Efficient B/S management
- **■** Environment, disaster prevention, BCP
- **■** Subsidiary

• KPI

17



# 24 Medium-term Plan Market capitalization goal: Aim for 100 billion yen

### **Main KPI**

index	Numerical goal
Steel product sales volume	800,000tons (Plate+ Slab)
Amount of capital investment (strategic investment)	12 billion yen (Based on budget acquisition)
ROE	10%
Consolidated ordinary profits	15 billion yen
Shareholder return	DOE3.5%
Value added labor productivity(%)	40million yen (FY2023 about 33million yen)

<sup>(%)</sup> Value-added labor productivity is calculated as "(ordinary profit + depreciation + personnel costs) ÷ number of employees"

## **3 Shareholder return**



#### Shareholder return

[Dividend policy of 24 mid-term management plan]

#### ■ DOE3.5%or more

- >Provide <u>stable shareholder returns</u> without being affected by fluctuations in business performance
- ➤ Annual dividend for FY2024 is expected to be around 101 yen/share
- > Consider implementing share buybacks in situations such as when business performance improves.

Dividend policy of 21 mid-term management plan

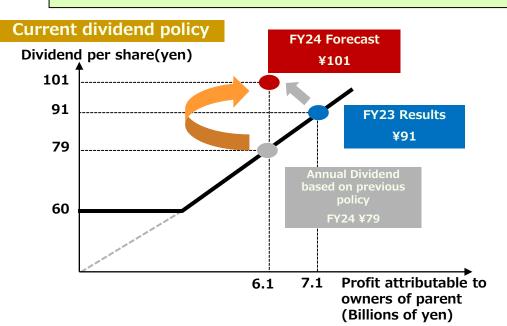
- Dividend payout ratio 30%
- ⇒From FY2023, the policy has changed so as to strengthen shareholder returns and realize stable dividends: "<u>Dividend payout</u> ratio of 35% or 60 yen/share, whichever higher"

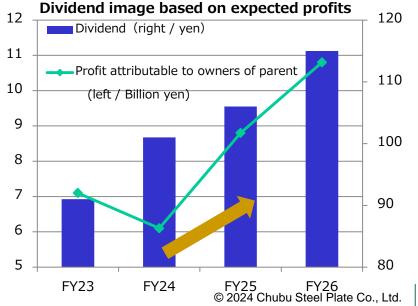
**\*\*DOE: Dividends/Consolidated Stockholders' Equity** 

A system that "commits to stable dividends without being influenced by a single year's performance" and "gradually increases the next year's dividend amount" when shareholder equity accumulates.

■ In the medium term of 2024, we will focus more on stable dividends and higher shareholder returns.

The company plans to respond to requests from shareholders by doing so. (The expected dividend for FY2024 is 101 yen, which is approximately 44% when converted to a payout ratio.)



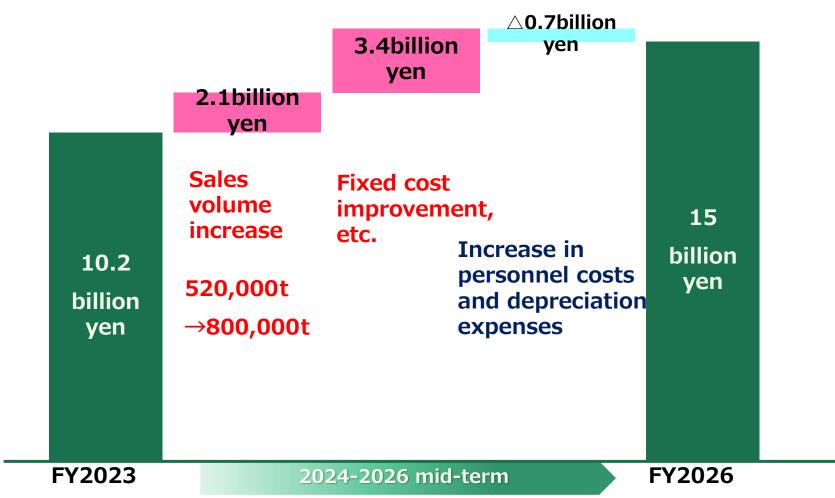


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# **4** Consolidated ordinary profit

# **Consolidated ordinary profit**

# Aiming for consolidated ordinary profit of 15 billion yen in FY2026



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## **5** 24 Medium-term cash flow

## 24 Medium-term cash flow

# Utilize abundant funds for capital investment and dividends

# Cash in **Net profit** after tax 26 billion yen **Depreciation** expense 7 billion yen Cash on hand

1 billion yen

# **Capital** investment 14 billion yen **Dividend** 9 billion yen **Increased working** capital 11 billion yen

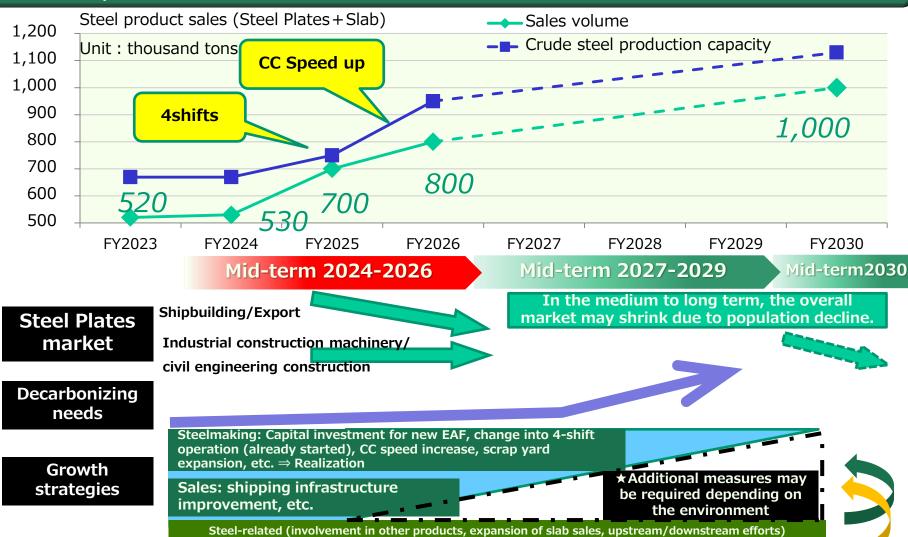
Cash out

**\*\*Based on payment Includes 3.6 billion yen of EAF** investment and 1.6 billion yen of strategic investment of 12 billion yen **\*\*Assuming DOE3.5%** 

# **1** Long-term growth plan



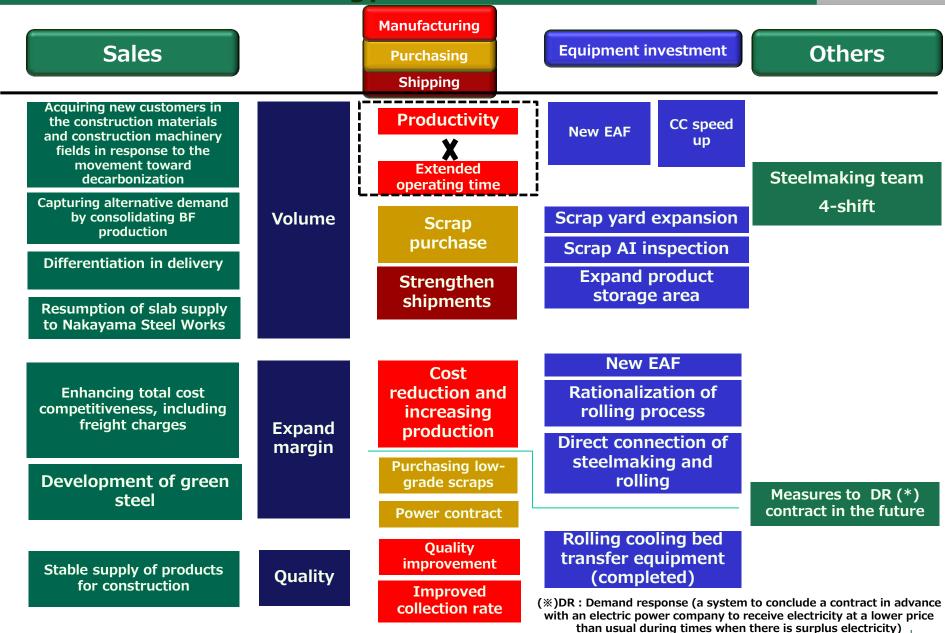
Anticipating a further increase in demand for EAF materials in 2030, we will invest in new EAF, realize 4 shifts operation, and invest equipment in the med-term period of 2024, and set goal as sales of 800,000 tons of steel product sales.



Subsidiary strategy (diversification)



# ②Overall business strategy for med-2024



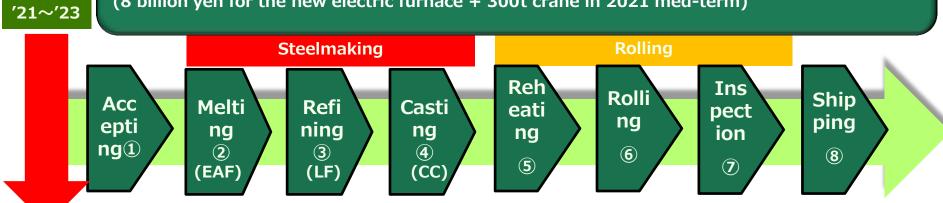
# **1** Equipment investment plan



Increasing investment to maximize productivity improvement of new EAF.

Strategic investment for 2024 medium term is planned to be around 12 billion yen

(8 billion yen for the new electric furnace + 300t crane in 2021 med-term)



(1) Scrap yard expansion3 billion yen

234 4shifts (Steelmaking)

4 CC ability improvement3 billion yen

**4** 5 Direct connection of steelmaking and rolling **1** billion yen

Rationalization of rolling process billion yen

® Product yard expansion2 billion yen

2024~26 Investment Total Budget		Budget plan per year (billion yen)			Purnoso	Investment effect	
Items	(billion yen)	FY24	FY25	FY26	- Purpose	Investment effect	
Scrap yard expansion	3	3	_	_		Securing production opportunities by securing inventory	
CC ability improvement	3	1	1	1	Expansion of production	Increasing production by improving productivity (CC) to 180 ton/hr	
4 shifts(3 times rotation) (steelmaking team)	-	-	*	-		Extending operating hours by changing from 2 times rotation to 3 times rotation in steelmaking team	
Product yard expansion	2	1.1	0.5	0.4	Improving shipping capacity	Improving turnover rate by expanding storage area	
Direct connection of steelmaking and rolling	1	1	_	_	Decarbonization, cost reduction	Reducing fuel consumption by increasing heating furnace charging temperature	
Rationalization of rolling process	3	1.2	0.5	1.3	Cost reduction	Labor saving through automation	
Total	12	7.3	2	2.7		© 2024 Chubu Steel Plate Co., Ltd. 24	

# CHUBU STEEL PLATE

# **2 Multiple electricity contracts**

# Multiple electricity contracts

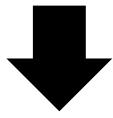
- **■** Strengthen competitiveness by reducing costs
- Promote CO<sub>2</sub> reduction
- Reform work style through daytime operations

#### **Our company**

#### **Power company**

- Electricity contract that secures the required amount according to operation plan
- · One contract

- · Mainstay is thermal power generation, etc.
- · Based on power supply and demand, electricity prices are uniformly operated: weekday afternoons: expensive, weekday nights, weekends, holidays: cheap.



#### 24Medium-turm

**FY24 New EAF construction completed** 

FY25 Steelmaking 4 shift  $\Rightarrow$  Weekday daytime operations will start

PPA contract, Purchasing clean energy

# **Arrival** point

- Operation that flexibly shifts operating hours while monitoring power demand
- **>** Also considering support for DR (demand response)
- Multiple contracts that include direct purchase of renewable energy and purchase of CO<sub>2</sub>-free electricity.

#### (Assumption)

- Reduction in weekday daytime electricity prices due to spread of renewable energy
- Change to electricity price system affected by time of day and season
- DR implementation



# **1**Supply of electric furnace plate according to demand

#### Supplying EAF steel plates that meet customer needs

- There are concerns that total domestic demand will shrink due to a decline in shipbuilding demand, but even more so, the shrinking domestic steel plates production capacity is causing a supply-demand gap. We will capture this and supply our materials to many customers.
- > Securing alternative demand due to reduction in domestic steel plates production capacity
- > Serving carbon-free needs mainly in building materials
- > Secure margins by increasing production and reducing sales costs by taking advantage of geographical advantage

# [Strategy]

**Demand shift** 

- Utilize information from trading companies. Capture decarbonization needs and capture demand
- With the 2024 problem in mind, we will take into account the total cost including freight, and aim to capture demand by leveraging regional advantages.
- **■** Required products
  - Stable supply of construction products
  - Processed products
  - · Green steel

### **Supply slabs for Nakayama Steel Works**

Accurately understand the needs of the other party by leveraging the alliance effect

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# **2** Expanding demand for EAF materials in the construction field

**■** Progress in building materials sales

Our steel materials are used for columns and beams in office buildings and factories.

- >A field in which our company previously had an extremely low share
- ➤ We supply products that meet the needs of owners, builders (general contractors), and designers.

Builder Designer Owner [Some of the orders received in 2023] **Situation** Case **District Designated Purpose Expected** Column order person quantity (t) Completion Shikoku Α **500** В Kanagawa **Ongoing** 1,200 **Beam Completion** C **Tokyo** 300 C Tokyo **Ongoing** 1,500 D Ε **Osaka Ongoing** 900 B F Hyogo **Ongoing** 2,300 6,700 Total

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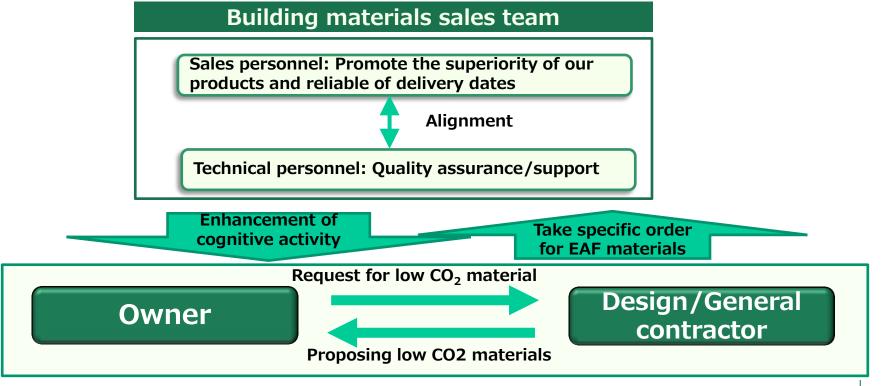
# **3 Building a system for growth fields**

# **Building materials sales team**

Established a team consisting of sales and technical personnel

Purpose: Strengthen sales capabilities to owners, design offices, general contractors, and fabricators in response to structural reform of BF and impact from active climate actions over society toward carbon-free goal.

Established: October 1, 2023





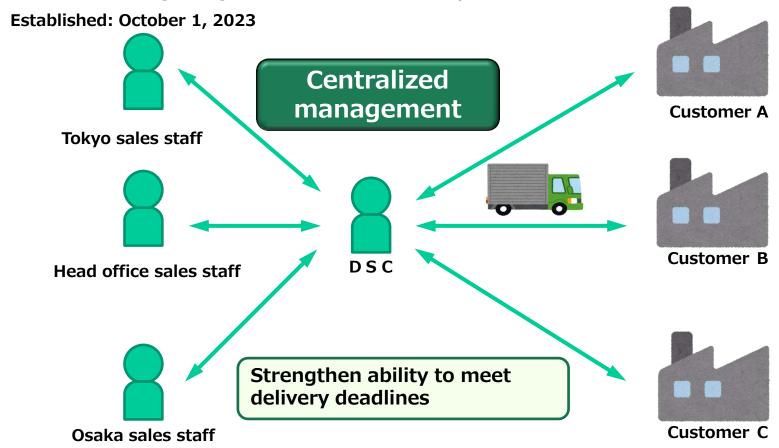
# **4** Strengthen ability to meet delivery deadlines

# Unified management of delivery date management operations

■ Launched "Delivery Support Center"

Purpose: Respond quickly to customer delivery requests as sales volume is expected to increase.

Providing enough time for sales staff to respond to customers



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# 1 Dealing with collection of steel scrap

#### Strengthen scrap acceptance system by taking advantage of location conditions

- Scrap inspection system using AI > Shortened inspection time
- Scrap yard crane addition > Improving acceptance turnover rate
- **■** Expansion of product types handled with new EAF
  - **➤**We also accept a wide range of lower grade scraps.
- Scrap yard expansion >Outdoor storage capacity: 10,000 tons → 30,000 tons by building

Our company is located between the scrap generation site and Nagoya Port.

By securing scrap destined for export, it is possible to secure the amount necessary

for increased production.

The area around Nagoya is Japan's largest source of scrap.

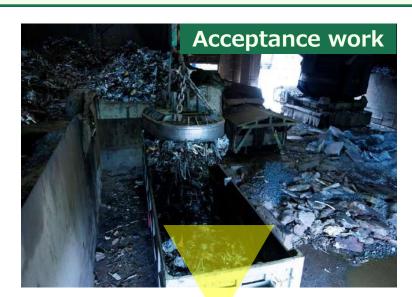




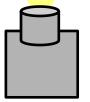
# **2**Introduction of scrap inspection system using AI

# Improving scrap accepting process by introducing AI inspection

- Reduction of variation by performing inspection based on uniform standards using AI
- As multiple receiving ports are monitored in the receiving inspection room, the workload is reduced and the receiving turnover rate is improved.
- By constantly monitoring impurities and contraindicated substances, it serves as a great deterrent to companies attempting fraud.







Install cameras and inspect system using AI

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# **1**Roadmap for reducing CO<sub>2</sub> emissions

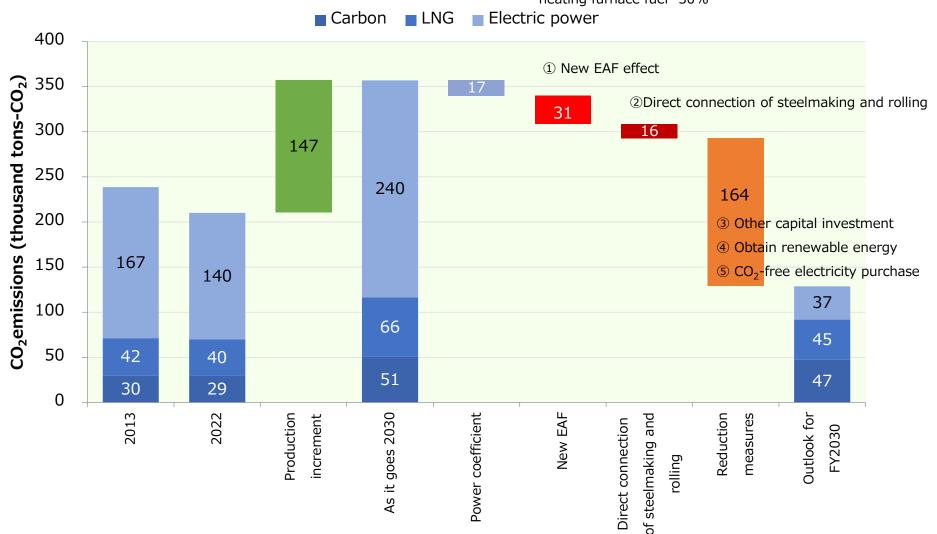
Estimated CO<sub>2</sub> emissions of our company (With FY2030 estimated sales of 1 million tons)

Calculated with 900,000 tons of steel plates + 100,000 tons of slabs Power coefficient:  $0.388 \rightarrow 0.360 \text{ (kg-CO}_2/\text{kWh)}$ 

New EAF effect: From budget plan

Direct connection of steelmaking and rolling: Rolling

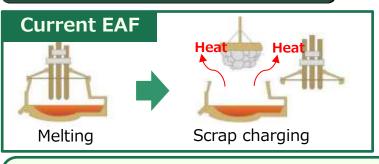
heating furnace fuel -30%



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# **2**Promoting energy-saving equipment investment

#### **New EAF effect**







- · Reduce heat radiation by charging from the side without opening or closing the furnace lid.
- · Scrap preheating using exhausted gas

Molten steel

• Increased power efficiency through flat bus operation

Melting power −15%

 $\rightarrow$  The company CO<sub>2</sub> emissions -7%

# Direct connection of steelmaking and rolling

· High temperature slab extrusion

Reducing slab transport time

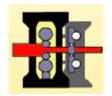
Preventing heat radiation during transportation

⇒ Reheating furnace charging temperature UP

 $CO_2$  reduction by reducing fuel usage in heating furnaces (assumed to be -30%)

 $\rightarrow$  The company CO<sub>2</sub> emissions -4%





Reheating furnace

4-Hi mill

## Other capital investment

Slab

· Setting an internal carbon price

00000000000

Continuous Caster

➤ Calculate the effect of reducing CO<sub>2</sub> emissions by 1 ton as a cost benefit of 8,500 yen

# **3Obtaining renewable energy**



#### Introduction of off-site PPA (\*)

(%) PPA: A system in which a business operator opens a solar power plant and supplies electricity to contracted customers.

• <u>Installed a power plant outside</u> our sites and procured renewable energy

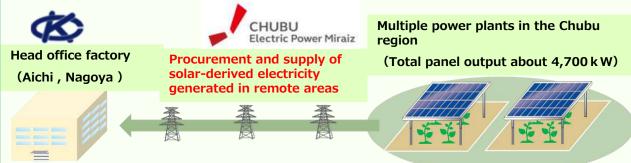
(The goal) Panel capacity 10MW scale

(Equivalent to 13,000MWh/year)

 $CO_2$  emissions equivalent: 5,000 tons/year (converted with an emission factor of 0.388kg- $CO_2$ /kWh)

#### Introduction of off-site PPA services using agricultural solar power plants, etc.

Chubu Electric Power Miraiz has agreed to introduce a PPA service in which we will use electricity procured from multiple solar power plants in the Chubu region. (May 2024)



Overview

Location	Chubu region
Panel capacity	4.7MW
Estimated power generation amount	5,145MWh/year
Estimated CO <sub>2</sub> reduction amount	2,400t/year

## Purchasing CO<sub>2</sub>-free electricity

- · Purchase the shortfall from the power company
- 1 Electricity with non-fossil certificates, such as hydropower and solar power, procured by electric power companies
- 2 Electricity with non-fossil certificates obtained on the market
- ③Consider purchasing while checking PPA installation trends





[5-5. Decarbonization Response]

# **4** Disclosure regarding CO<sub>2</sub> emissions



For the 21mid-term, we have started disclosing the total amount and third-party verified figures. [24Medium-term]

- > In addition to total volume disclosure like Scope 1~3, consider disclosing individual products in line with LCA
- > We are considering disclosing the total amount not only for the company itself but also for the group including subsidiaries.



<sup>%</sup> CDP : An international environmental NGO (formerly Carbon Disclosure Project) established (2000: UK) for the purpose of disclosing environmental information such as corporate emissions.

FTSE: A company that develops, calculates, and manages stock indexes and provides financial data services (established through joint investment by the Financial Times and the London Stock Exchange)
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#### **5** Obtained EcoLeaf certification



#### **Obtained Ecoleaf**

April 2024: Acquired EcoLeaf for our product "steel plate"

#### First certification for EAF steel plates



JR-AJ-24030E

#### **About Ecoleaf certification:**

(Type Ⅲ Environmental Declaration (EPD))

Environmental labeling system (based on ISO14025) operated by the Sustainability Promotion Organization (General Incorporated Association).

Disclosure of quantitative environmental data and CO<sub>2</sub> emissions of products obtained using LCA (life cycle assessment\*) method



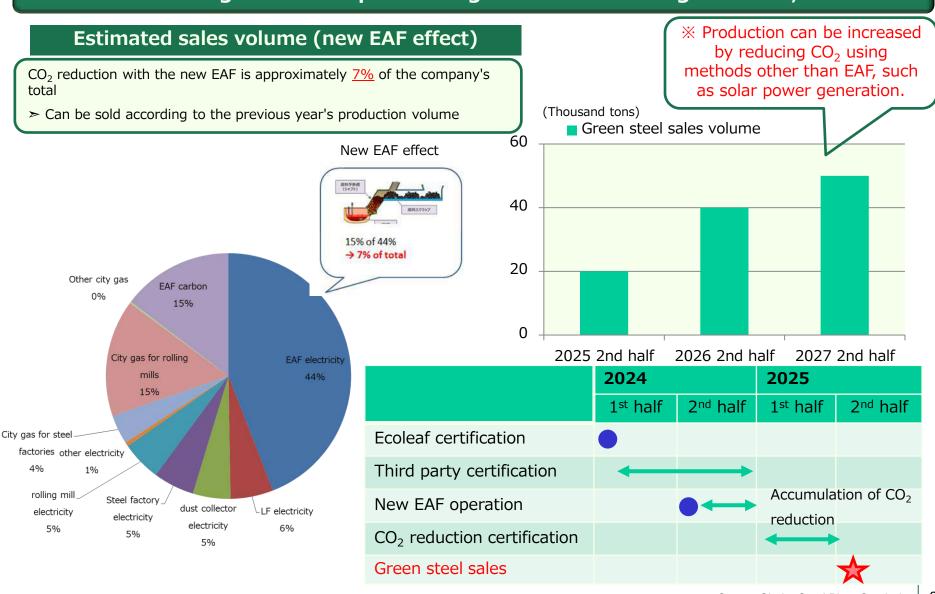
Functional unit		Registration#	JR-AJ-24030E
	1t	PCR number	PA-180000-AJ-06
	10	PCR name	Steel products for construction
System boundar	y	Publication date	4/26/2024
☐ final products	■intermediate products	Verification date	4/22/2024
Production Stage (Raw material supply, Transport to factory, Manufacturing) and		Verification method	Product-by-product
		Verification#	JV-AJ-24030
Indirect effect		Expiration date	4/21/2029
Main specifications of the product Production sites:Head office (Nagoya)	PCR review was conducted by:		
Production sites:Head office (Nagoya)  Main standards:Standards for products used in fields such as building structures,machinery, civil engineering,shipbuilding,etc.		Approval date	5/10/2023
		PCR review	Yasunari Matsuno
		panel chair	Chiba University
		Third party verifier*	
Type:Steel Plate		Shinichi Inoue	
		Independent verific	cation of data & declaration in
Company Inform	ation	accordance with IS	5014025 and ISO21930
Chubu Steel Plate Co.,Ltd. https://www.chubukohan.co.jp/		Ĺ	□internal external
		*Auditor's name is stated if system certification has been performed.	
		Registration number: JR-AJ-24030E	

XLCA (Life Cycle Assessment): Environmental assessment over the life of a product, from resource extraction to disposal and recycling

### **6** Green steel development



#### Considering the development of green steel utilizing new EAF, etc.



### **1 Human capital strategy**



Accelerate the enhancement of corporate value by increasing value-added labor productivity by improving the vitality and job satisfaction of employees, leading to further human capital investment.

Improved sense of belonging

Willingness to grow

Realize mental and physical health

Good relationship

Attraction remuneration package

Healthy organizational culture

Self-directed human resources development

Health management Work life balance

Community activation

Personnel system reform

- Point-addition based personnel management
- ✓ Sharing ideas and policies
- ✓ Diversity and respect for diversity
- Ensuring psychological safety
- ✓ Improving the work environment

- Spreading human resources policy of "autonomy, challenge, and collaboration"
- ✓ Strengthen training of core human resources
- ✓ Promotion of women's advancement
- Developing a selfimprovement system

- ✓ Health promotion program
- ✓ Mental health measures
- ✓ Flexibility in working system
- ✓ Increase in holidays and vacations
- ✓ Encouraging men to take childcare leave

- √ 1 on 1 meeting
- Management policy briefing session
- ✓ Workplace communication support
- Stratified communication support
- ✓ Internal exchange event

- Increased compensation for young and senior employees
- ✓ Treatment according to job responsibilities
- ✓ Clarification of evaluation standards
- ✓ Full of feedback
- ✓ Early promotion of young personnel
- ✓ Improving the bonus payment system

Continuous improvement by verifying the effectiveness of measures through engagement surveys

Maximizing value-added labor productivity (%)

(\*) Value-added labor productivity is calculated as "(ordinary profit + depreciation + personnel costs) ÷ number of employees"

### **2DX strategy, operational efficiency improvement**

#### 21mid-term management plan

#### 24mid-term management plan

- Operate at night on weekday and 24 hours during weekends and holidays.
- > Daytime hours on weekdays will be used for repairs and partial recovery operations.
- Started 4-shift steelmaking from April 2025. Can operate 24 hours a day
- > Repair time is limited and preventive maintenance is required ahead of schedule.
- **≻**Mechanize and systemize some operations (rolling process, scrap inspection, etc.) and shift personnel to maintenance work.
- >Actively utilize AI, cameras, etc. for maintenance and inspection

■ Promoting labor savings and paperless technology through the use of RPA, etc. and systemization

■ Promoting further labor savings through the use of AI

# infrastructure System

Office

**FACTORY** 

- Contract with a security specialist company to deal with cyber attacks
- Contract with external data center. Expanding backup servers and distributing data storage in remote locations
- Building an in-house education infrastructure (system)

■ Promote further efficiency mainly in manufacturing equipment, taking into consideration decarbonization (energy saving) perspective.

### **3Governance/Risk/Compliance**



#### Governance

- Board of Directors: More than half are External board members to ensure transparency (Female also appointed)
- Standing committee of Board of Directors: Performs comprehensive coordination of activities over business division and management control over overall business.
- Audit and Supervisory Committee: All members are External board members to ensure transparency
  - > Work with the Internal Audit Office collaboratively to improve effectiveness and efficiency

Nomination/Remuneration Advisory Committee: Deliberates policies regarding nomination of director candidates and amount of remuneration

#### Risk

- Risk and Compliance Committee held twice/year
  - > Identify company-wide issues and report on improvement status
- Climate change risk
  - > Discuss at the Environment Committee and report to the Board of Directors
- Cyber security
  - ➤ Measures against information leakage due to unauthorized intrusion → Constant monitoring by specialized companies
  - > Data preservation and recovery measures → In addition to off-site storage, backup to remote data centers

#### Compliance

- Establishment of a whistle-blowing system for all group employees, with an internal point of contact (internal audit office) and an external point of contact (lawyer)
- Compliance education and awareness activities: Conduct internal compliance training by job position and workplace

Internal distribution of scandal cases as "compliance news"



Corporate governance system diagram

### **4** Efficient B/S management



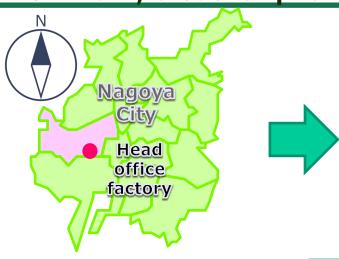
### Effectively utilize surplus funds for capital investment, etc.

- Consolidated equity ratio is 82% (as of the end of March 2024), with no debt and strong financial structure
- With the normalization of the Bank of Japan's monetary policy, we expect a situation in the future where there will be more benefits for the investment side than for the procurement side (Available funds: approximately 20 billion yen in total)
- On the other hand, in order to promote growth strategies, it is necessary to actively allocate cash to capital investments that are expected to yield higher returns.
- Also, when considering capital efficiency, it is important to strengthen dividend policy and control net assets.
- The scale of strategic stocks is limited to around 6% of net assets, including unrealized gains. We will continue to hold these assets after carefully examining their necessity and profitability.

		As of March 31, 2024 [Consolidated] (Billions of year)	en)
Assets Current assets		_iabilities	16.0
Cash and deposits		Current liabilities	14.9
Notes and accounts receivable – trade, etc.		Notes and accounts payable - trade	8.0
Securities		Non-current liabilities	1.0
Inventory		Net assets	77.4
Non-current assets	32.2	Shareholders' equity	75.1
Property, plant and equipment		Valuation difference on available-for-sale securities	2.1
Buildings and structures, net	6.4	Non-controlling interests	0.6
Machinery, vehicles and fixtures, net	11.6		
Land	2.1		
Intangible assets			
Investments and other assets	10,6		
Strategic stocks	4.7		
Other securities	4.9		
ssets	93.5 T	Total liabilities and net assets	93.5
	Cash and deposits  Notes and accounts receivable – trade, etc.  Securities Inventory  Non-current assets  Property, plant and equipment Buildings and structures, net Machinery, vehicles and fixtures, net Land Intangible assets Investments and other assets Strategic stocks	Cash and deposits  Notes and accounts receivable – trade, etc. 27.0 Securities Inventory Inventory Inventory Inon-current assets Suildings and equipment Buildings and structures, net Machinery, vehicles and fixtures, net Intangible assets Investments and other assets Strategic stocks Other securities  13.5 6.9 13.6 13.5 6.9 13.6 13.5 6.9 13.6 13.5 13.5 6.9 13.6 13.6 13.6 13.6 13.6 13.6 13.6 13.6	Current assets  Cash and deposits  Notes and accounts receivable – trade, etc.  Securities  Inventory  Non-current assets  Property, plant and equipment  Buildings and structures, net  Machinery, vehicles and fixtures, net  Land  Intangible assets  Strategic stocks  Other securities  61.2 Liabilities  Current liabilities  Non-current liabilities  Shareholders' equity  Valuation difference on available-for-sale securities  Non-controlling interests  Non-controlling interests

#### CHUBU STEEL PLATE 中部鋼鈑株式会社

### **5** Environment, disaster prevention, BCP



- "Steelworks in the city" located in a residential area of Nagoya City
   ➤Soundproofing, vibration countermeasures, etc. are even more
- Located in the zero meter zone, there is a risk of Nankai Trough earthquakes.

important.

Building a foundation to support increasing production



- Operation of new EAF with closed type and excellent soundproofing (Autumn 2024)
- Bringing outdoor scrap yard indoors
- Implementation of seismic repairs (First Steel Processing Building)
- Planned repair of steel manufacturing and rolling mills
- Liquefaction mitigation measures at power receiving stations
- Remote backup of system data
- Waste treatment such as slag and dust
  - · Continuation of 100% reuse
- Responding to the year 2024 problem
  - · Introduction of vehicle management system
  - Reducing waiting time by adding unloading cranes
  - Organizing on-site logistics © 2024 Chubu Steel Plate Co., Ltd.

### **6** Subsidiary (overview)



FY2023 sales

Steel related business 中部鋼鈑株式会社

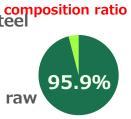




Manufacture and sale of steel plates

Steel plate processing

Purchase and sale of steel raw materials and products



engineering business

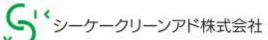




Design, manufacture, installation, and maintenance of production equipment, mainly steel equipment.



rental business





Kitchen grease filter rental Production of advertising signs



**Logistics** business

シーケー物流株式会社



Hazardous materials warehouse business

Loading and transportation of steel plates



### **6**Subsidiary (strategy)



#### Meitoku engineering

- Participation in large-scale construction project at Chubu Steel Plate
- **■** Improving marginal profit rate
- Chubu Steel Plate Maintenance Work Support

#### CK Corporation

- Understand the expected roles in new EAF construction and the operations with 800,000 ton sales volume(Changes in scrap purchasing brands, role in sales expansion)
- **■** Expand sales from transactions outside the group

#### **CK** Clean Ad

- Initiatives to reduce costs in the kitchen equipment rental business
- Improving profitability of sign advertising business

### **CK-Logistics**

- Handling of hazardous materials warehouses under deregulation
- Participation in improving product storage and shipping efficiency
- Establishing an efficient transportation method for the 24-year problem

#### **Common Items**

OMaximize profits of each company
OStrengthening corporate governance

- >Strengthening credit management
- ➤ Remote storage of backup data
- >Strengthening preventive measures against information leaks
- > Review policy of investigation for preventing anti-social forces

OHuman capital management initiatives

- >Strengthening recruitment capabilities
  - >Improving retention rate

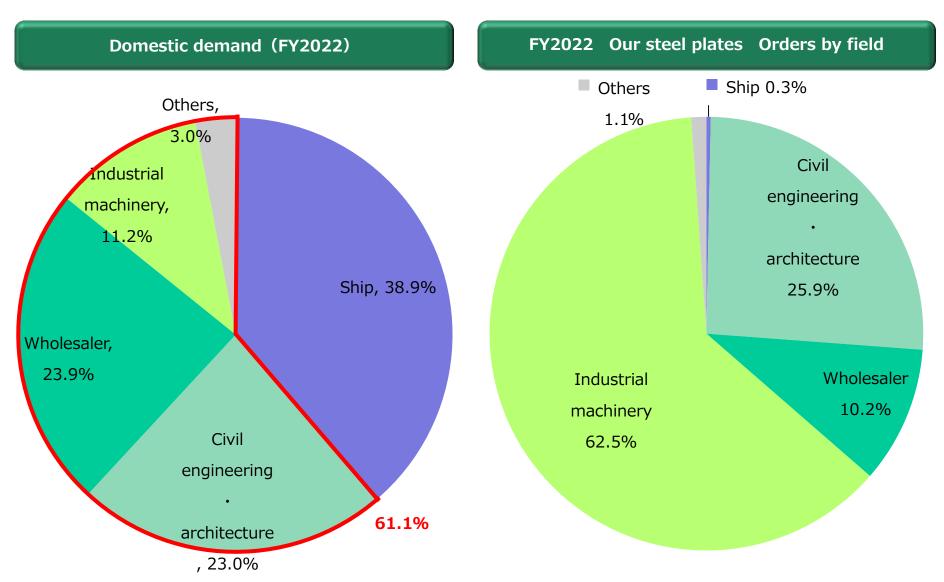
**OM&A** consideration



## end

### Domestic steel plates demand by application





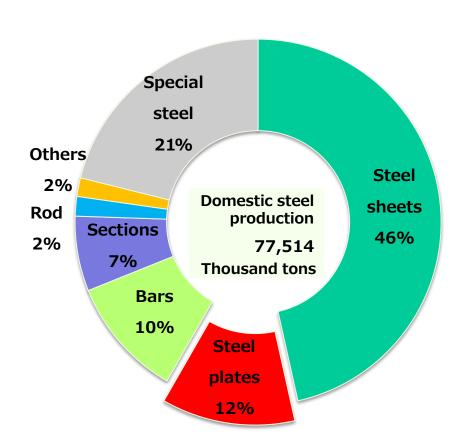
Based on end customer interviews, exports are limited

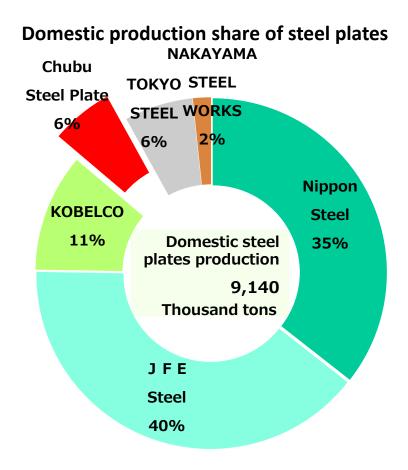
### **Domestic steel production status**



#### FY2022 results

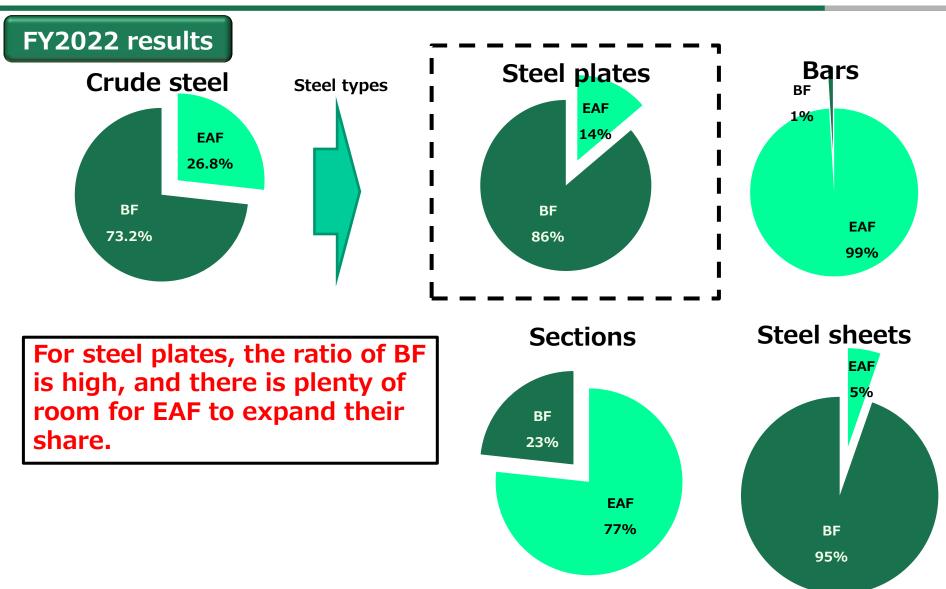
#### **Production volume by steel types**





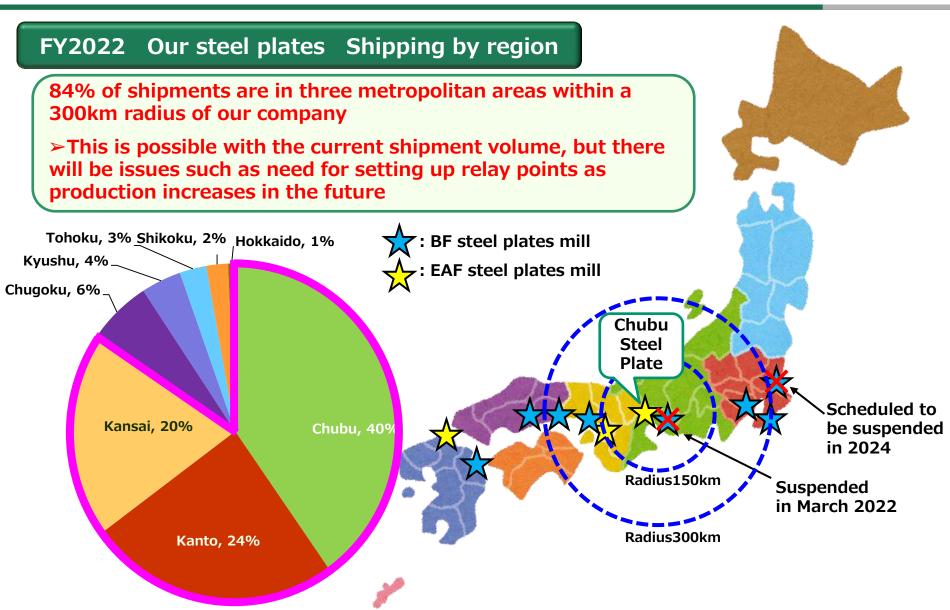
### **Domestic ordinary steel production results**





### Shipping status by region





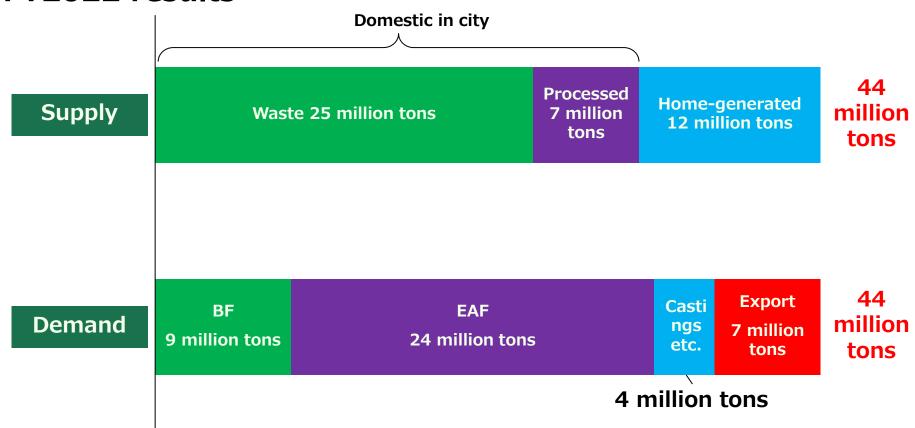
### Steel scrap supply and demand



### Steel scrap supply and demand

## Japan is a steel scrap exporter

#### FY2022 results



Source: Calculated by Chubu Steel Plate from data from the Ministry of Economy, Trade and Industry and the Ministry of Finance.

#### **Operation of new EAF**



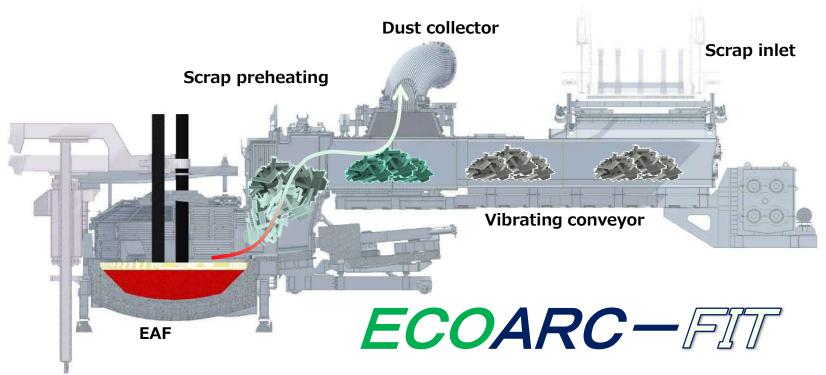
#### **New EAF**

Purpose: Improve productivity, environmental performance, and work environment

with new electric furnace

Investment amount: 8 billion yen

Completion date: Scheduled to start operating in fall 2024



- Electricity intensity 15% decrease
- Noise 10% decrease, Dust 20% decrease

#### **Scrap yard expansion**



\*The number is the process number on page 24 of the main text.















### Scrap yard expansion

Purpose: Keeping enough inventory leading to more production

Investment amount: 3 billion yen

**Completion date: From 2026 onwards** 



Photo scrap yard

### CC production capacity increase



\*The number is the process number on page 24 of the main text.

#### **CC**% production capacity increase















Purpose: Increase production capacity by improving cooling capacity

Investment amount: 3 billion yen

Collect cooling water

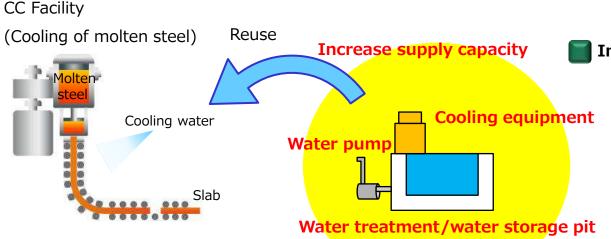
**Completion date: Sequentially from 2024 onwards** 

※ Process of cooling and solidifying molten steel (casting process)

Improves casting speed (Hardens in a short time)

Requires more cooling water

- Improving water supply and water treatment capacity
- · Water storage pit expansion



Increase cooling water supply capacity

- Water storage pit expansion
- Water pump capacity increase
- Improved water treatment capacity (cooling)
- Cooling water supply capacity increased by 20%

Send to water treatment/storage equipment

for cooling, etc., and reuse.

### Rationalization of rolling process



#### Rationalization of rolling process

\*The number is the process number on page 24 of the main text.



by operator







Product







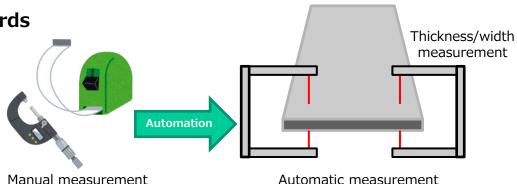


**Purpose: Labor saving** 

Investment amount: 3 billion yen

Completion date: From 2025 onwards

Automation of inspection process
OAutomation of thickness, width, and flatness measurements



Automation of product management processes

**OAutomation of product transport cranes** 

ORemote control of cold leveler from crane operation room



Cold Leveler

