

February 27, 2025

News Release

### KITZ CORPORATION

Tokyo Shiodome Building, 1-9-1, Higashi-Shimbashi, Minato-ku, Tokyo, Japan Tokyo Stock Exchange Prime Market (6498)

#### (Correction) Notice of Partial Correction to the "Notice concerning the Second Medium-term Plan 'SHIN Global 2027' (FY2025-2027)"

KITZ Corporation (hereinafter "the Company") hereby announces that there have been corrections made to the supplementary material of the "Notice concerning the Second Medium-term Plan 'SHIN Global 2027' (FY2025-2027)" disclosed on February 13, 2025.

[Correction]		
Attached material pa	age 4: Summary – Annual sale	es growth rates
(before correction)	Annual sales growth rates:	Growth 8.7%, Core 12.8% (FY2021-FY2024)
(after correction)	Annual sales growth rates:	Core 8.7%, Growth 12.8% (FY2021-FY2024)
(before correction) (after correction)	62.5% 51.0% age 34: Roadmap for Long-ter	o of male employees taking childcare leave in 2023 rm Vision – ROE (plan) for 2025
(after correction) 1	.0.2%	

For further details, please refer to the full version of the corrected presentation material attached. The corrected sections are marked with red frames.



# **KITZ** Corporation

Second Medium-term Plan 2027 (FY2025-2027)

February 2025

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 prev

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# 1. The First Medium-term Plan (FY2022-2024) in Review

## Summary

- Numerical targets have been achieved. Net sales plan ¥150.0b/results ¥172.0b, OP plan ¥12.0b/results ¥14.2b
- Annual sales growth rates: Core 8.7%, Growth 12.8% (FY2021-2024)
- ROE: Upgraded from 6.4% to 11.3% (FY2021-2024)

Aspect	Outcomes of 1st Medium-term Plan	Outstanding Task	Score
Quantitative goals	All financial targets achieved.	<ul> <li>Optimize inventories</li> </ul>	Excellent
Market- specific strategies	<ul> <li>Non-financial targets partially missed.</li> <li>Achieved target for CO2 emissions reduction (80% down from 2013 level) a year early (2024 result: 88% down*)</li> </ul>	<ul> <li>Improve engagement score</li> <li>Further empower women in workplace</li> </ul>	Middling
Area-specific strategies	<ul> <li>Both Core and Growth Market grew (CAGR FY2021-2024: Building &amp; Facilities 12%, Petrochemical 10%, Hydrogen &amp; Clean Energy 26%, Semiconductor Equipment 11%)</li> <li>Insourced (among group companies) production of components for semiconductor equipment</li> <li>Expanded OEMs for brass bars and forged goods, recycled brass/bronze slag</li> <li>Established sales company to boost marketing in Indian market</li> <li>Expanded sales of commercial valves (for data centers, etc.) in US market</li> </ul>	<ul> <li>Get results from investments in semiconductor market</li> <li>Fully localize development, production, and sales</li> </ul>	Good
Investments in growth	<ul> <li>Founded plant in Vietnam (SUS valves and valves for high-purity gas for semiconductors)</li> <li>Invested to production capacity for semiconductor market</li> <li>Invested in NEDO projects (hydrogen, CO2-separation membranes)</li> </ul>	Close M&A deals	Good
ESG, digital transformation (DX)	<ul> <li>Achieved CDP score of B and Gold rating on PRIDE Index</li> <li>Adopted company with a nominating committee, etc.</li> <li>Gained DX certification, adopted CRM to gather and apply customer needs data, used DX strategy to cut man-hours</li> </ul>	<ul> <li>Enhance health &amp; safety (for zero accidents)</li> <li>Engage in circular transition</li> </ul>	Good
Shareholder returns	<ul> <li>Highest ever dividend (¥46 per share), bought back total of ¥3b of our shares</li> </ul>	■ Fix the low P/B ratio	Good
*Estimated value		©KITZ CORPORATION All Rights Rese	erved

# Financial KPIs







KPIs		FY2021	1st Me	dium-term Plar	า 2024	
(uni	it: billions of y	ven)	112021	FY2022	FY2023	FY2024
	Initial MTP 2024	Sales		143.0		150.0
	(announced Feb.	Operating profit		10.0		12.0
	2022)	ROE		At least 8%		At least 8%
	Revised MTP 2024 (announced Feb.	Sales			167.0	170.0
Financial Targets		Operating profit			11.9	13.0
largets	2023)	ROE			At least 9%	At least 9%
		Sales	135.7	159.9	166.9	172.0
	Results	Operating profit	8.9	11.0	13.6	14.2
		ROE	6.4%	10.0%	11.1%	11.3%
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# 2. Executive Summary

## Second Medium-term Plan "SHIN Global 2027" KITZ



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KITZ Group's Business Environment and Key Strategies

Risks	Risks & Opportunities         Medium-term Plan (Execution Strategy)					
	Medium-term Business Environment (Risks & Opportunities)	Strategies and Measures				
Economic /Demogr aphic Trends	<ul> <li>Population growth in Africa, India, and Middle East and decline in China, Japan, and Europe</li> <li>Hard to secure workforce in Japan, China, and Europe</li> <li>Building &amp; Facilities market is shrinking in Japan and Europe</li> </ul>	<ul> <li>Expand into growth markets (ASEAN, India, and Middle East) and secure positions in mature market (Japan)</li> <li>Enhance engineering function</li> <li>Harness initial sales data to enhance aftermarket business and boost solution provision</li> </ul>				
Digital Transfor mation (DX)	<ul> <li>Thriving semiconductor industry driven by digitalization <ul> <li>Acceleration of data-driven business</li> <li>Expansion and Evolution of AI</li> <li>Cost increases associated with managing information risks</li> <li>Shortage of IT professionals</li> </ul> </li> </ul>	<ul> <li>Supply goods for semiconductor demand</li> <li>Digital marketing, other marketing strategies</li> <li>Forecast demand, optimize production/ inventory/ lead times</li> <li>Consolidate products: reviewing underperforming and long tail products</li> <li>AI- and data-driven business to identify, visualize, and materialize challenges</li> <li>Enforce information risk management</li> </ul>				
Green Transfor mation (GX)	<ul> <li>Environmental regulation, CO2 emission reduction, circular transition</li> <li>Growing demand for lead-free copper alloys</li> <li>Shrinking petrochemical market</li> </ul>	<ul> <li>Adapt product lineup to tighter environmental regulation</li> <li>Transition to lead-free copper alloys and eco-compliant, alternative material products</li> <li>Boost circular transition</li> <li>Expand hydrogen and environmental solutions business through active invest</li> </ul>				
Internati onal Relations	<ul> <li>Growing geopolitical risks</li> <li>Rise of nationalism</li> <li>High tariffs could hurt bottom lines</li> </ul>	<ul> <li>Localize development/ production/ consumption</li> <li>Establish global sourcing network</li> <li>Optimize production locations of stainless steel valve</li> </ul>				
Climate Change	<ul> <li>Climate change resulting in severe natural disasters</li> <li>Our business locations and trading partners are exposed to risk of damage/disruption</li> </ul>	<ul> <li>Create competitive differentiation through BCP</li> <li>Make supply chains sustainable (global vendors, uphold CSR in procurement)</li> <li>Gain edge through the active promotion and disclosure of energy saving, CO2 reduction, and biodiversity efforts</li> </ul>				
Stakehold er Demands	<ul> <li>Enhancing corporate value: profitability/efficiency, growth/transparency</li> <li>Corporate sustainability</li> </ul>	<ul> <li>Employee growth and corporate growth</li> <li>Human capital, health management/ enhance employee engagement, health &amp; safety in workplace</li> <li>Ensure workforce diversity</li> <li>Reinforce corporate governance, product safety, and quality assurance</li> </ul>				



# Second Medium-term Plan Executive Summary KITZ



## Quantitative Goals (Financial / Non-financial KPIs)

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	(Billions of Ye			
Financial KPIs	FY2024(results)	FY2025(targets)	FY2027(targets)	
Sales	172.0	180.0	200.0	
Operating profit	14.2	15.0	20.0	
ROE	11.3%	10.2%	At least $11\%$	
Dividend payout ratio	34.7%	Approx. 35%	Approx. 35%	

Non-financial KPIs <sup>*1</sup>		FY2024(results)	FY2025(targets)	FY2027(targets)
CO <sub>2</sub> reduction rates <sup>*2</sup>		(88)%*3	(90)%	(90)%
Employee-	Engagement	49 pt	_	56 pt
engagement scores	Enablement	47 Pt	_	55 pt
% of female	employees	23.6%	24%	24%
% of female managers <sup>*4</sup>		7.5%	10%	12%
% of male er taking childca		70.6%	80%	100%

\*1 Non-consolidated basis excluding CO2 reduction rate

\*2 Scope 1 and 2 emissions

\*3 Estimated value

\*4 Employees in management professional positions by job grade

			(Billions of Yen)
Sales	FY2024(results)	FY2025(targets)	FY2027(targets)
Valve	139.6	147.3	167.2
Brass Bar	29.8	30.0	30.0
Other	2.6	2.7	2.8

Operating Profit	FY2024(results)	FY2025(targets)	FY2027(targets)
Valve	17.4	18.8	23.1
Brass Bar	0.9	0.9	1.5
Other	0.1	0.1	0.1
Adjustment	(4.2)	(4.8)	(4.7)

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Medium-term Plan by Segment
 3-1. Valve Manufacturing Business
 3-2. Brass Bar Manufacturing Business

# Transition to SBUs: From Function-focused to Market-focused Structure

we restructured our organization into a Strategic Business Unit (SBU) system that focuses on eight target markets. We empower BU heads to promote marketing and product development for each BU and swiftly respond to market needs.



## Valve Manufacturing Business Strategies by Market and Area

Growth

markets

Core

markets



Strategies by **Market and Area** 



#### FY2024 Sales Results ¥139.6b

FY2027 Sales Plan ¥167.2b



## Valve Manufacturing Business Outcomes and Future Strategies – Core Markets KITZ

	Outcomes of 1st	Medium-term	Plan		
Building & Facilities	•Supplied demand in datacenter market by utilizing s •Developed products featuring coupling method com			FY2027 Sales target	CAGR
Petrochemicals	<ul> <li>Developed products aligned with users' clean-energ</li> <li>Improved approaches to Japanese users and other</li> </ul>			¥90.5 billion	2.5%
■ Water Treatment	•Grew sales of butterfly valves for water treatment ( •2024 sales (in water treatment systems market) in				
■ Machinery & Equipment	$\cdot$ Developed product adapted to trend toward smaller	machinery and aut	tomation; product b	eing tested ahead of pot	tential order
	2025–2027 Market Outlook		2025-2027	Key Strategies	
Facilities c	Data centers: Demand will remain brisk in Japan and overseas areas. General-building construction: In Japan, Greater Tokyo Area will continue to see redevelopment projects. Overseas, China will stagnate while Middle East and Indian markets will continue to grow (driven by population growth). New plumbing methods and environmental regulations will create new demand.	Building & Facilities	•Target data center •Launch localized m •Build overseas sale area		ation in each
als •	Energy-transition investments will be brisk. Tighter environmental regulations Change in chemicals production process Change in user needs (towards value-added chemicals)	Petrochemic als	<ul> <li>Win energy-transition projects</li> <li>Grow sales of severe-service valves (e.g. corrosion-valves, friction-resistant valves)</li> <li>Grow sales of instrumentation valves (e.g. control valves)</li> </ul>		
Treatment i	Demand for water infrastructure upgrades, infrastructural nvestments (national agenda to strengthen infrastructure) Demand for water recycling Brisk demand in Japan for water infrastructure maintenance	<ul> <li>automated on-off valves)</li> <li>Water Treatment</li> <li>Grow sales of water treatment system overseas</li> <li>Improve construction and engineering</li> </ul>		r treatment systems in Ja	
Equipment o	Demand for chillers mounted on semiconductor will continue.			nent systems, groundwate	
f •	Demand for components used in water treatment systems, ilters, and secondary batteries The Chinese market will remain stagnant, while the lapanese market will grow more crowded.	Machinery & Equipment	valves and eco-com	pand market share of min pliant products I Group companies in key	

## Valve Manufacturing Business Outcomes and Future Strategies – Growth Markets

	Outcomes of 1st N	4edium-term Pla	in		
■ Semiconductor Equipment	<ul> <li>Was big contributor to consolidated sales growth</li> <li>Boosted production capacity and productivity (with construction of new factory and investments in automation and efficiency), strengthened organizational framework for R&amp;D</li> </ul>				
Semiconductor Materials (Filters)					underlying-
Fine Chemicals	•Launched diaphragm valve: Expanded lineup cater •Expanded sales organization for fine chemicals are		hly sustainat		enance
■Hydrogen & Clean Energy	Marketed package units to hydrogen station mark     Developed and launched valves for liquid hydrogen		vdrogen	FY2027 Sales target	CAGR
cicuit Energy	Participated in R&D and major pilot projects (liquid			¥54.2 billion	16.9%
	2025–2027 Market Outlook	2(	025-2027	Key Strategies	
Semiconductor Equipment	The semiconductor market is projected to recover in H2 2025, leading to another surge in demand. GPU advancements will make semiconductors more	■ Semiconductor ・Ir Equipment ・D	ncrease value valves, improv Develop (and t	of high-purity gas valves e unit products hen grow sales of) value e in next generation of r	-added

	compact and layered.		<ul> <li>Products for use in next generation of raw materials</li> <li>Win fab-project contracts</li> <li>Work closer with gas companies, increase share in</li> </ul>
	• Tighter regulations in exhaust and environmentally		integrator market
Materials (Filters)	hazardous substances, growing market for CO2 recovery •Greater interest in disaster preparedness and health	Semiconductor Materials (Filters)	<ul> <li>Increase sales in photolithographic materials/ equipment market</li> <li>Boost production capacity further</li> <li>Work closer with KITZ SCT</li> </ul>
	<ul> <li>Burgeoning demand for applications for semiconductors (silicon wafers), fine chemicals, medical devices, and pharmaceuticals</li> <li>Indian market set to grow.</li> </ul>		•Add to lineup of diaphragm valves and PFA products •Focus marketing efforts on key-account users •Target medical and pharmaceutical markets more effectively
Hydrogen & Clean Energy	<ul> <li>Energy-transition investments will be brisk.</li> <li>Projects for large-scale green-hydrogen production and supply will enter full swing.</li> </ul>	■ Hydrogen & Clean Energy	<ul> <li>Capitalize on maintenance demand</li> <li>Build construction and engineering functions</li> <li>Integrate closer with overseas group companies, develop products matched with market needs</li> </ul>
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### Brass Bar Manufacturing Business Outcomes and Future Strategies

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#### **Business Value**

- · Recycling: Reuse of scrap material reduces environmental impact and ensured resource sustainability
- Synergy with Valve Manufacturing Business: Developing and building track record in valve materials and tech (material development, forging and processing tech)
- Technology and production capacity to supply users who are going carbon and lead free amid regulatory tightening

#### **Outcomes of 1st Medium-term Plan**

- Improved income by cutting manufacturing costs and recycling
   Cutting manufacturing costs: Improved production yield with material sorting (and alloy use) and standardization
  - Recycling of materials
- Gained contracts in growth markets (auto, semiconductor)

#### 2025–2027 Market Outlook

- Further progress in carbon transition and tighter regulations on hazardous substances (e.g. EU RoHS 2 directive)
  - In January 2025, the European Commission submitted a notification to the WTO about the plan to expire the exemption for lead in the EU RoHS directive at the end of 2026

#### 2025–2027 Key Strategies

# Mitigate material market fluctuations and establish a stable, high-profit structure through value-added products

<ul> <li>Grow sales of value-added products (new raw/processed materials)</li> <li>Expand forged/cut products and boost production of new materials for semiconductor industry</li> </ul>		e technology artnerships		
- More Group synergy (KITZ/KITZ SCT $\leftrightarrow$ KITZ Metal Works/Hokuto Giken)				
Comply with RoHS directive				
Cut manufacturing costs: Improve production yield, insource casting, purchase PP&E, and further boost recycling				
<ul> <li>Manage sales-purchase balance by tightening sales order controls</li> <li>Develop trading-company functions: Sell products of Group companies</li> </ul>	FY2027	' Targets		
using the KITZ Metal Works' sales network	Sales	ОР		
		¥1.5 billion		

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# 4. DX/Technology/Innovation

# Using DX to Drive a Business Transformation (BX)

Use a DX strategy to maximize momentum for penetrating markets and areas (Use data visualization to track resource allocations and performance, enhance customer touchpoints, automate / increase productivity)



# Using DX to Drive a Business Transformation (BX)

# When people make full use of digital technology, they will generate more group synergy, maximizing momentum for the entirety of our businesses



## Technology Roadmap

### KITZ

Target Markets

				Core				Growth			
Technology Vision 2030	Technology Strategy 2027 Technology to Upgrade or Refine	Building & Facilities	Petrochemicals	Water Treatment	Machinery & Equipment	Semiconductor Equipment	Semiconductor Materials	Fine Chemicals	Hydrogen & Clean Energy		
Drive carbon transition by refining sealing tech	<ul> <li>Sealing tech</li> <li>Zero emission by enhancing air- tightness</li> <li>Sealing tech in severe-service applications</li> </ul>	•	•	•	•	•		•	•		
Drive sustainability transition with accident-prediction tech (powered by IoT and AI)	<ul> <li>Valve failure prediction and monitoring tech</li> <li>Tech related to water treatment and purification</li> </ul>	n	•		•			•			
Drive transition to circular economy by using resources more effectively	<ul><li>Wastewater reuse tech</li><li>Improving recycling efficiency and reducing wast</li></ul>	e 💿		•							
Address societal challenges by upgrading fluid control and fluid treatment tech	<ul><li>CO2-separation membrane tech</li><li>nano-scale membrane tech for miniaturization</li></ul>						•				
Create value with solution-oriented business development	<ul><li>pipe system design and engineering tech</li><li>functional copper alloy tech</li></ul>	•		•	•						
	<ul> <li>valve lining molding tech for various materia</li> </ul>	ls	0								



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# 5. ESG Strategies

### ESG (Sustainability Management) Environment



### ESG (Sustainability Management) Social

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#### **Outcomes of 1st Medium-term Plan**

Empowering Diverse Talent through the Acceleration of Human Capital Management

- Enhanced employee engagement by building supportive systems
   Introduction of Valve Meister Sales Engineer and TAKUMI (specialized profession) system
- Displaying posters introducing customers and senior staff members at factory sites
- Improved employee enablement
- Relocated Head Office to Shiodome Area, Tokyo
- Won the Gold awards in 'Pride Index 2024', an index that evaluates corporations' efforts for sexual minorities

# Improved corporate culture through enhanced internal information disclosure

- Conducted KITZ Group Engagement Forum
   Visualized the company's action in response to employees' suggestions and issues
- Regular dissemination of the company's vision, strategy, and situation through the internal portal

#### Forged sustainable supply chains

- Implanted supplier guidelines and green procurement standards
- Carried out due diligence reviews of suppliers persistently
- Mapped the global supply chain across all group companies

#### Materialities (Key Priorities) Empower our workforce to lead the way to the future



#### Key Measures of 2nd Medium-term Plan

- Formulate and use HR portfolios that aligns with SBU system
- Improve employee engagement
  - Design and run KITZ style "Job-type" HR managementRenew factory uniforms
- Address 4 individual issues in DE&I (Diversity, Equity & Inclusion)
   Launch KITZ Group Gender Equality Network
- Enhance workplace safety and health
  - Enhance management system
  - Improve workplace environment actively



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# 6. Financial Strategies and Capital Management

# Financial Strategies and Capital Management ① KITZ

Strive for enhancing shareholder value (PBR) by focusing on increasing our ROE and improving our PER



# 7. Roadmap for Long-term Vision

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# Roadmap for Long-term Vision

1st MTP (2022–24)			2nd MTP (2025-27)		3rd MTB (2028–30)				
		trous approad and growth r		SHIN Glo	bal 2027	Beyond New Heights 2030			
Strategic theme	<ul> <li>A mechanism for growth</li> <li>Profits earned in core markets to be actively reinvested in growth markets</li> </ul>			<ul> <li>Getting results frogrowth</li> <li>Becoming globall each market and</li> </ul>	y competitive for	<ul> <li>Change the Flow and rise to New Heights</li> <li>Transform the portfolio and penetrate more markets</li> </ul>			
	Greater sa	les in growth	markets	Market and Area strategies	a specific	<ul> <li>New Business portfolio</li> <li>More upstream and downstream businesses</li> <li>Greater penetration of growth markets</li> </ul>			
Outcome	Margins se revisions	ecured with p	rice	Higher profits fr for semiconduct		Establish glocalized development/production/consump			
	· · · ·	ent in copper rove productio		Generate more	group synergy	tion •Optimize products with optimized costs •Smaller but more talented teams; more efficient business administration			
	Start mark managem system	ket-specific ent, prepare	SBU	Glocalize develo					
Action, investment	■ Invest in p semiconduct	production for tor market		Enhance engine	ering business	Explore and invest in new			
	Increase a group	issets sharing	across	Establish data-d automate (save		growth markets			
(Billions of yen)	2022	2023	2024	2025	2027	2030			
Sales	159.9	166.9	172.0	180.0	200.0				
OP	11.1	13.7	14.2	15.0	20.0				
ROE	10.0%	11.1%	11.3%	10.2%	At least $11\%$	Initial target: at least 10% $\Rightarrow$ At least $13\%$			
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