

Progress on the Kobelco Group Medium-Term Management Plan (Fiscal 2024–2026)

May 20, 2025 Kobe Steel, Ltd.

Overview of Today's Presentation



We are working on the priority issues identified in the Medium-Term Management Plan (Fiscal 2024-2026)—(1) Enhancing earning power and pursuing growth and (2) Taking on the challenge of realizing carbon neutrality, while also strengthening sustainability management, with the goal of transforming into an appealing company.



Efforts are mostly progressing as planned.

Meanwhile, our business environment has changed dramatically since the plan was made.



The business environment is projected to remain challenging for the construction machinery and steel businesses.

As a result, the profitability indicator ROIC, which exceeded the mid-term target in fiscal 2024, is projected to remain at 5.0% in fiscal 2025, falling short of the target. The financial stability indicators—net asset ratio and gross D/E ratio—are steadily improving.



Continue to focus on strengthening the financial base.

Contents

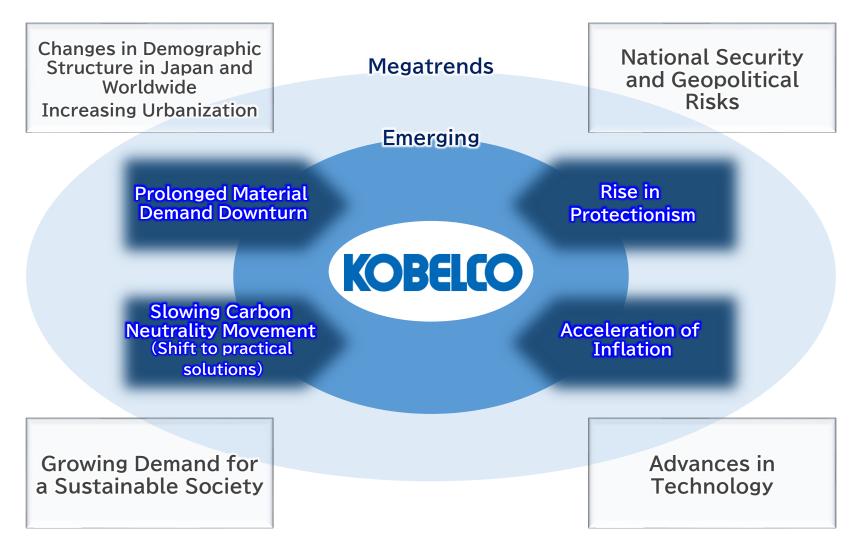
- 1. Recognition of the business environment
- 2. Progress of the Medium-Term Management Plan



Recognition of the Business Environment

Business Environment Surrounding the Group





While long-term trends remain unchanged, the business environment has changed dramatically since the initial year of the mid-term plan.

Business Environment Surrounding the Group



Business Environment Changes in the Past Year	Trends Projected
(1) Prolonged Material Demand	 Continued low demand with a gradual decline
Downturn	 Reductions and delays in capital investment in various industries
(2) Rise in Protectionism	Changing demand trends
	 Accelerated revision of regional production systems
(3) Slowing Carbon Neutrality	Slowdown in carbon neutrality demand
Movement	 Steady demand in the energy and petrochemical sectors
(4) A + To-flation	Demand declines
(4) Accelerating Inflation	Investment cost increases

- In the materials businesses, the predicted demand decline resulting from changes in the macroeconomic environment may come sooner.
- In the machinery businesses, energy and petrochemical demand will continue strong, despite a slowdown in carbon neutrality demand.
- Accelerating inflation will cause an immediate drop in demand, while also significantly affecting investment decisions, particularly those involving carbon neutrality.

Business Environment Surrounding the Group



The impact of US tariff policy on the business outlook remains uncertain.

Possible effects on business operations



Impact on the Volume of Direct and Indirect Exports

- Direct exports are centered on high value-added products in the steel, aluminum rolled products, and construction machinery, and other segments.
- Indirect exports, particularly of automotive products, may be affected.



Stagnation of US-Related Business in Asia and Other Regions

- US-related projects are at risk of stagnation in China and Southeast Asian countries.
- Orders for machinery and other products may be affected.



Changes in Market Conditions and Demand Trends in the US

 There may be fluctuations in earnings of US subsidiaries, such as PRO-TEC (steel sheets), KAAP (aluminum suspensions), KPEX (aluminum extrusions), KSBI (industrial machinery), and KCA (compressors).





Progress of the Medium-Term Management Plan

- (1) Progress of priority issues
- (2) Financial status
- (3) Strengthening sustainability management

Progress of Priority Issues: Summary



Efforts are mostly progressing as planned.

01 Enhancing earning power

- (1) [Materials] Rebuilding the operation base for the future business environment
- 1: Restructuring the aluminum rolled products and aluminum advanced materials businesses
- 2: Maintaining global competitiveness (of the steel and welding businesses)

Planned efforts are progressing smoothly, despite a decline in earnings due to the business environment.



- Taking on the challenge of realizing carbon neutrality
- (3) [Materials] [Electric Power] Reducing CO₂ emissions in production processes

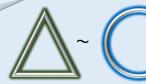
Efforts are progressing as planned and will continue while taking into consideration changes in the business environment.



02 Pursuing growth

- (2) [Machinery] Achieving growth by capturing new demand and widening business domains
- 1: Acquiring new business opportunities such as energy transition
- 2: Developing customer experience-oriented business and solution business

The machinery businesses are steadily capturing demand. Growth measures will be developed further.



- 04 Strengthening sustainability management
- (4) Strengthening sustainability management through transformation

KOBELCO-X initiatives are being promoted throughout the Group.



Progress of Priority Issues: Pursuing Growth



Current Medium-Term **Progress** Management Plan • Established a joint venture with Baowu Aluminum. Current **Aluminum** Improve base earnings focus is on base material switching and sales expansion. rolled products Profitability not achieved in fiscal 2024 due to slow demand Build the operation base recovery and sluggish demand. to meet the demand for Restructuring the Structural reform efforts are progressing. Further efforts local production and local automotive panel for price and cost improvements are underway to achieve consumption business early profitability. KAAP's aluminum suspension business achieved profitability in the second half of fiscal 2024. **Aluminum** Improve base earnings • KPEX's aluminum extrusion business remained in the red in advanced materials fiscal 2024 due to a worsening product mix, despite Study and implement Restructuring the progress in price improvement. production systems at North American → KAAP continues stable production and price improvement, optimal business scale operations whereas KPEX focuses on increasing profitability through downsizing. • The steel segment has decided to invest in KOBEMAG® to improve the product mix and strengthen the earnings base in Promote area strategies, **Maintaining** Japan. by studying production • The welding segment has accelerated the development of global solution business overseas. In addition, the segment began systems in line with competitiveness collaborating with Panasonic Connect Co., Ltd. on sales and megatrends development of new arc welding methods and new welding materials.

In-house integrated production system for KOBEMAG® established at Kakogawa Works



Improved product durability and lifetime boost future demand.

Decision was made to start in-house integrated production.

ARCMAN[™] PORTABLE for structural steel expands into the North American market



Received orders for several units and special welding materials in North America



Accelerating market expansion in North America

Progress of Priority Issues: Pursuing Growth



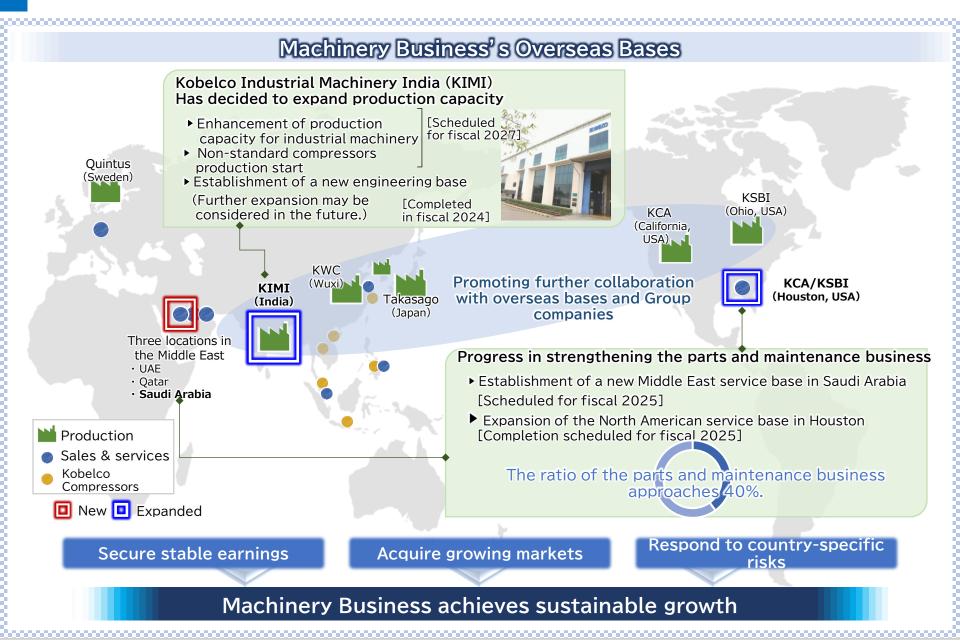
	Current Medium-Term Management Plan	Progress
Acquiring new business opportunities such as energy transition	 Expand business related to energy transition and resource circulation in the machinery and engineering businesses 	 Strong demand in the energy sector and the carbon neutrality and resource circulation-related sectors have been steadily captured in the machinery and engineering segments, respectively. The machinery segment achieved record-high earnings for the second year in a row in fiscal 2024 and 2025, while the engineering segment also saw high profits.
Developing customer experience-oriented business and solution business	 Expand business beyond the welding and construction machinery segments, including initiating feasibility study of hydrogen gas supply systems. 	 The construction machinery segment continues efforts to launch and establish the business for K-DIVE® and other products. High-pressure hydrogen filling stations for hydrogen fuel cell excavators have been installed at Takasago works.
Efforts to create new businesses	 Promote effective use of technological assets and intellectual property, etc. 	 Four areas of energy, mobility, infrastructure, and semiconductors have been identified as focus markets for new business exploration. Efforts are underway to create and commercialize new businesses through exploration of new business opportunities by promoting cross-divisional collaboration.



Machinery (Billions of yen)					
	FY2021		(Forecast) FY2025		
Ordinary profit	12.5		40.0		
□ Engineeri	ing		(Forecast)		
	FY2021		FY2025		
Ordinary profit	7.7		12.0		

Topic: Machinery Business's Global Business Operations

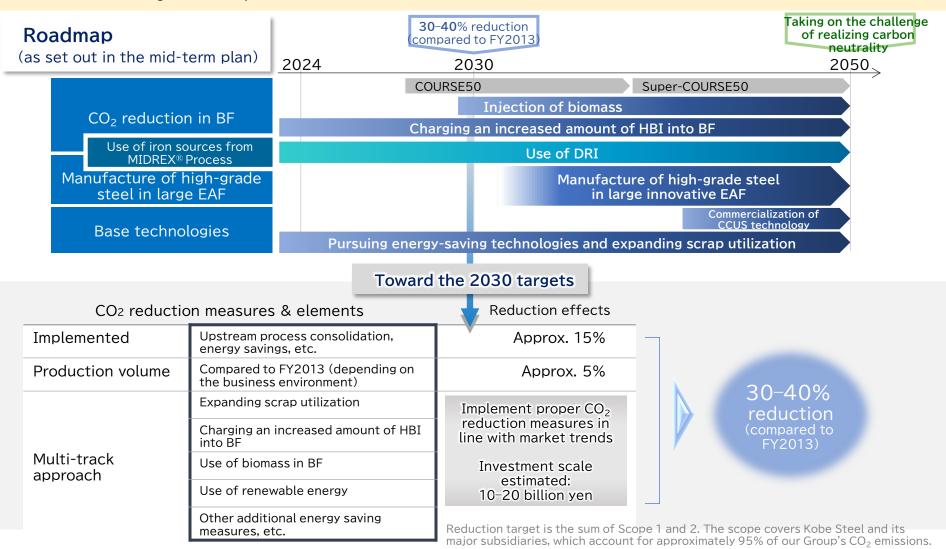




Progress of Priority Issues: Taking on the Challenge of Realizing Carbon Neutrality (Ironmaking Process)



- Accelerating inflation has significantly affected the cost of capital investment, among other things.
- We will expedite our CO₂ reduction efforts by implementing optimal measures while strengthening technological development.



Topic: Efforts to Utilize Biomass



We have started black pellet joint venture feasibility study.

Kobe Steel has agreed with Mitsubishi UBE Cement Corporation (MUCC) to proceed with a joint venture feasibility study for black pellets, a raw material and fuel that contributes to reducing CO₂ emissions.

Black pellets, created through thermal treatment (torrefaction) of wood pellets (white pellets) under specific conditions, have the calorific value comparable to coal.







- MUCC has long year's experience in the development of black pellet manufacturing and coal co-firing technologies in Japan.
- The company has operated one of the largest black pellet manufacturing plants in Japan for a long term.

- The Kobelco Group is studying CO₂ reduction measures with a multi-track approach to achieve carbon neutrality in 2050.
- The Group considers the use of biomass as one of the prospective alternatives.



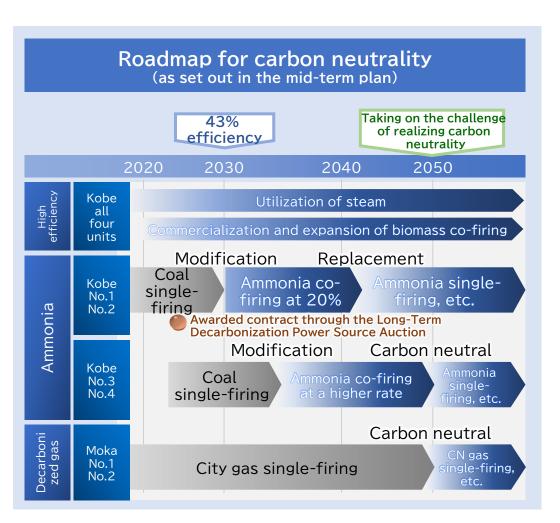




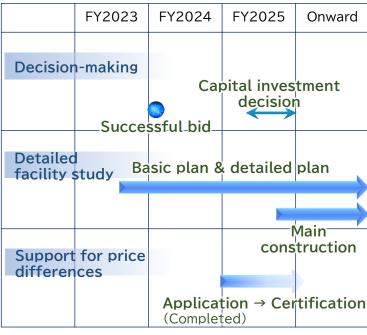
Progress of Priority Issues: Taking on the Challenge of Realizing Carbon Neutrality (Electric Power Business)



- Initiatives are underway in line with the roadmap.
- Our focus in fiscal 2025 is on the effort aimed at achieving 20% ammonia co-firing in fiscal 2030 onward.



Plan for 20% ammonia co-firing



Aiming to start 20% ammonia cofiring operation with Units 1 and 2 in fiscal 2030.

Response to Changing Business Environment



Construction Machinery Business

- Profitability has declined due to the engine certification problem while the construction machinery business faces sluggish demand and commoditization.
- The segment is working to improve the product mix by shifting to higher-profit products, while increasing base earnings through price improvements and cost reductions.
- In addition, the focus is placed on developing products that meet customer needs, such as highperformance next-generation models of ICT construction machinery combined with K-DIVE®.



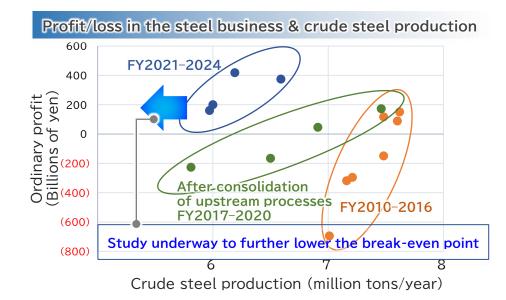
K-DIVE.

- The number of units in operation is gradually increasing. K-DIVE® is now widely recognized as a remote operation system.
- A newly-formed special team is working to expand the business.

	Start	Start-up		Expa	Maturation		
	2024	2025		2026	2027	Onward	
Specified yards	Increasing boost	recognition &	<u>&</u>			\rightarrow	
General construct ion		Developing enhancemen plan				→	
Overseas market				Targetii and Nor	ng European th American	\longrightarrow	
				m	arkets		

Steel Business

- Some developments that were forecast for the future beyond the current mid-term period, such as a decline in domestic demand and growing need for local production and consumption overseas, may occur sooner than expected.
- The segment is working to maintain/improve steel metal spreads and improve cash flows through implementing asset light measures, while also promoting technical development that could contribute to further lowering the break-even point.





Progress of the Medium-Term Management Plan

- (1) Progress of priority issues
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Status of Financial Indicators



Targets under the Medium-Term Management Plan (Fiscal 2024–2026)

Profitability indicator

ROIC

Approx. 6%

- Aim to achieve 8% in a favorable business environment
- Maintain ROE at approx. 10%



The weighted average cost of capital (WACC): Approx. 5%

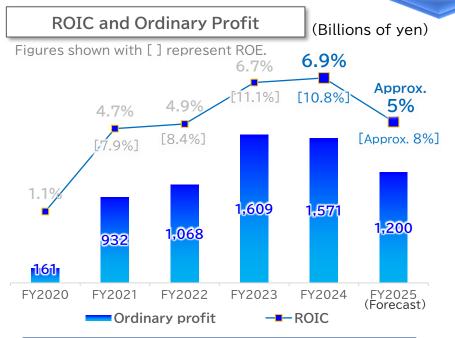
Net asset ratio

Low-40% range

Gross D/E ratio

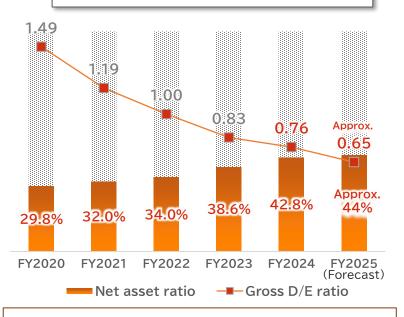
Mid-0.7 times range

Financial stability indicators



Maintaining a certain level of profit in a severe business environment.

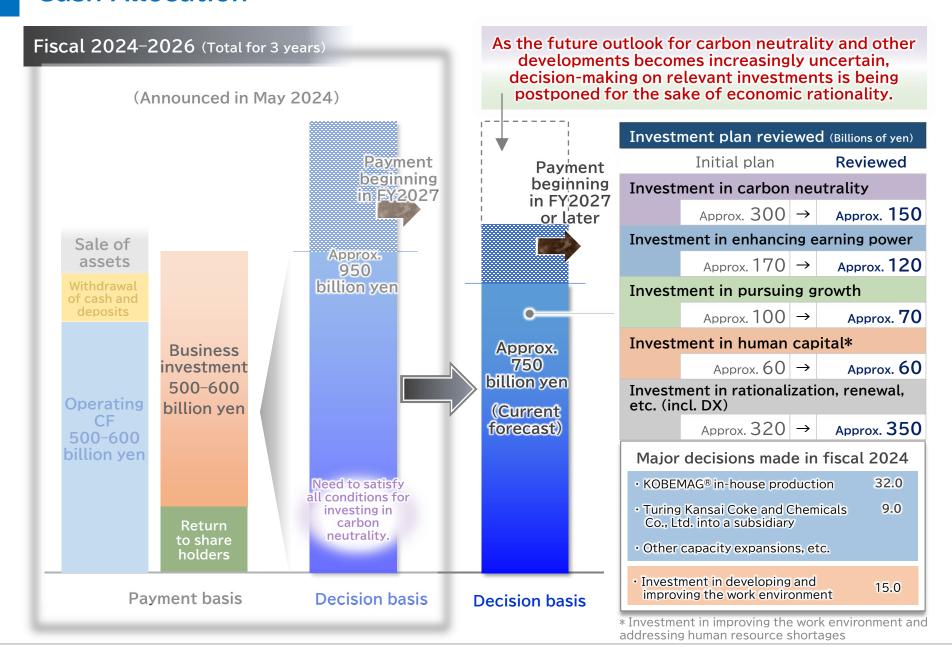
Net Asset Ratio and Gross D/E Ratio



Expected to reach the target range.

Cash Allocation





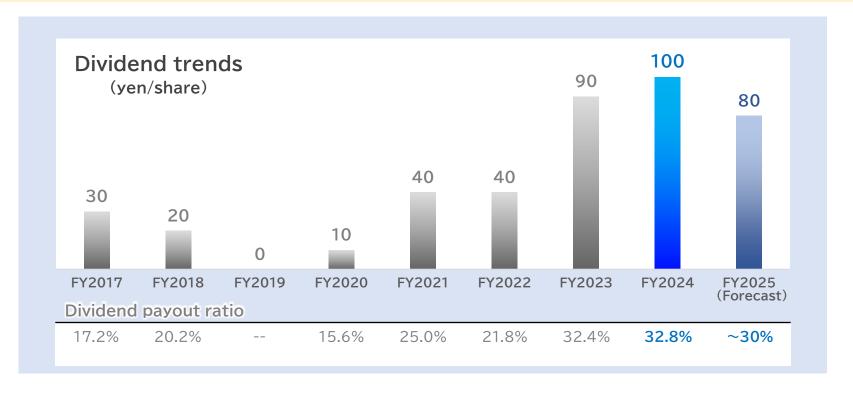
Shareholder Return Policy



- A record-high dividend was paid in fiscal 2024.
- While the business environment becomes more unpredictable, we will maintain our present dividend policy for the current medium-term to steadily strengthen our financial base for mediumto long-term growth.

Kobe Steel determines dividends taking its financial condition, business performance, future capital needs and other factors into overall consideration with the aim of paying dividends on a continuous and steady basis in principle. The target dividend payout ratio is set at approximately 30% of consolidated profit attributable to owners of parent.

 Once the financial targets have been achieved, we may consider further increasing shareholder returns, taking into account the status of business operations.





Progress of the Medium-Term Management Plan

- (1) Progress of priority issues
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Management Focused on the Cost of Capital and Stock Prices



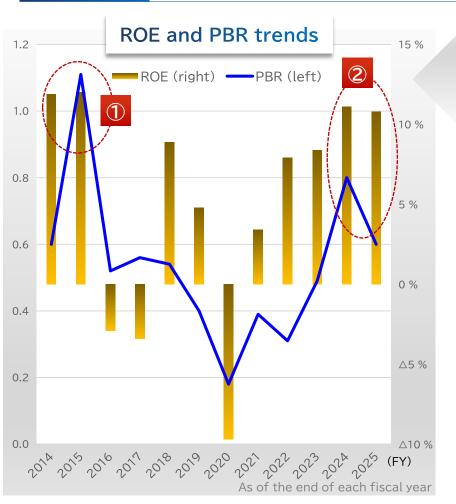
Recognition of the cost of capital

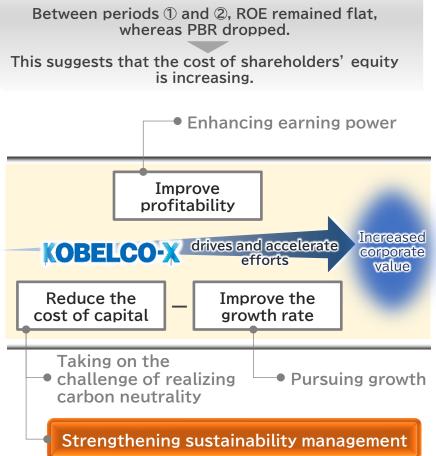
Our recognition

WACC: 5%



We are aware that there is a significant gap between our recognition and the market due to differences in the cost of shareholders' equity.

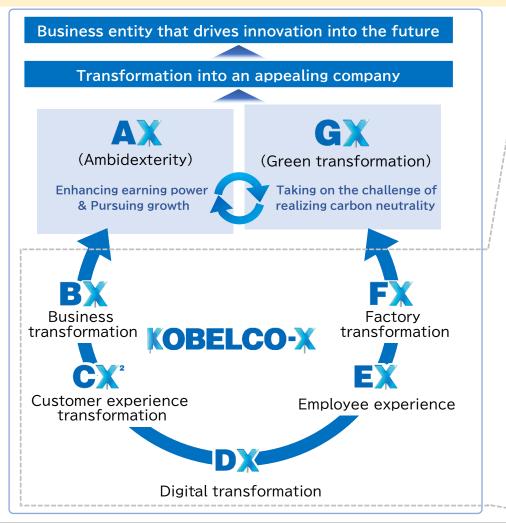




KOBELCO-X



- KOBELCO-X is a collective term of various transformation initiatives to increase corporate value and contribute to strengthening sustainability management.
- Today, we will feature our efforts in the employee experience (EX) transformation initiative, a key driver to reduce the cost of capital, and digital transformation (DX) initiative, which contributes to increasing overall corporate value.



Relationship with increasing corporate value

Item	Reduce the cost of capital	Improve the growth rate	Improve profitability
Business transformation	0		
CX ² Customer experience transformation		0	0
Digital transformation	0	0	0
Employee experience	0		
Factory transformation	0		0

EX: Our Group's Human Resource Strategy





- We promote various measures centered on the internal cross-divisional body Human Resources Strategy Subcommittee.
- We work on both value enhancement and risk management in tandem with management strategies.

Three approaches in our human resource strategy

Enhance organizational diversity

Encourage the growth and initiative of every employee

Develop a work environment where employees can play active roles

Areas of focus

Response to future risks

Enhanced recruitment activities

Response to growth and key areas

D&I development

Promoting employee satisfaction

Developing challenger mindset



As part of the project, we sponsors and exhibits at the Expo 2025 Osaka, Kansai, Japan

Effort to promote employee satisfaction

KOBELCO 120th Anniversary Project

→ We aim to create a corporate group full of pride, confidence, passion, and hope and increase a sense of fulfillment as a member of the Group.





EX: Human Resource Strategy and Human Capital Investment





We will make optimal use of human capital by investing in human resources with agility to implement a range of strategies.

	Current mid-term plan	Progress			
Wages and benefits	 Basic wage: Pay raise of 30,000 yen/month (FY2024) Improved annual paid leave, allowances, etc. (FY2024) 	 Basic wage: Pay raise of 45,000 yen/month for two years			
Human resource development	 Average hours of training per employee: 40 hours or more 	 Promoting self-directed, self-driven training Enhancing training and engagement of technical employees 			
Work environment improvement	 Work environment and welfare facility-related investment *2: Approx. 45.0 billion yen 	 Decided to invest approx. 15.0 billion yen in work environment improvement in fiscal 2024 (dormitories, welfare facilities, and offices). Plans to invest at a similar level in fiscal 2025. 			
Response to labor shortages	 Labor-saving and automation- related investments*2: Approx. 15.0 billion yen 	 Automation of slab yard cranes at Kakogawa Works implemented Continue to promote automation in preparation for future labor shortages 			

*1: Year-on-year wage increase rate (Increase in basic wage + regular wage increase)

*2: Invest amount is estimated on a decision basis and includes some expenses.

DX: Our Group's DX Strategies





We will realize, accelerate, and advance CX², EX, FX, and BX through strengthening DX driving forces. These transformation initiatives lead to AX (enhancing earning power and pursuing growth) and GX (taking on the challenge of carbon neutrality), thereby increasing corporate value.



DX driving forces

Environment: Use of digital technologies and data

Business transformation using latest technologies

Use of generative AI in daily operations

We have begun the demonstration of the effectiveness of Microsoft365 Copilot, following the in-house ChatGPT ChaChat KIKoCa. We will conduct a large-scale demonstration of business efficiency improvement combined with in-house data in fiscal 2025.

Use of generative AI in specific operations

We will build generation AI systems dedicated to specific tasks. In fiscal year 2024, we put into practical use a system that indicates causes and countermeasures from previous similar disaster cases. We will also apply this to the quality technology field by utilizing common elements.

Human resources: Employee digital utilization and transformation skills DX human resources development

Three roles have been defined to ensure all members participate in DX promotion. The training for each role has been enhanced and expanded to include executives and all employees beginning in fiscal 2024.



Culture: Mindset and supporting atmosphere

Fostering DX promotion momentum

We have regularly distributed DX news and organized places for employees to learn from each other. In addition, we began dialogue events between employees and executives, as well as VR and digital tools experience sessions.



Noteworthy DX Companies 2025

Kobe Steel was selected for inclusion in Noteworthy DX Companies 2025 under the Digital Transformation Stock Selection (DX Stocks) 2025 for the first time in April 2025.

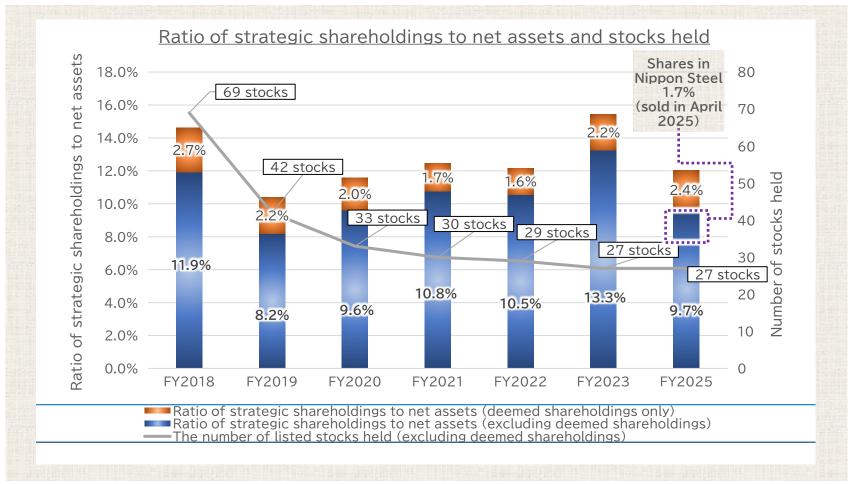


Governance: Status of Strategic Shareholdings



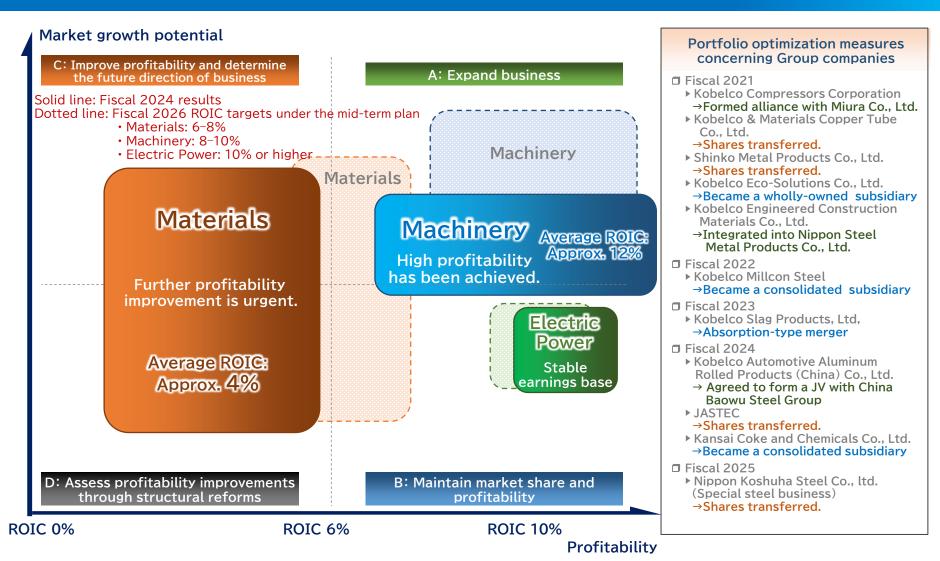
Our policy on strategic shareholdings

- We will engage in strategic shareholdings if it is deemed necessary for alliances and other arrangements that contribute to the growth of our Group, after considering capital efficiency, economic rationality, and other factors; however, such holdings will be kept to a minimum and reduced in stages.
- Kobe Steel decided to sell shares in Nippon Steel Corporation in fiscal 2024 and sold in April 2025.



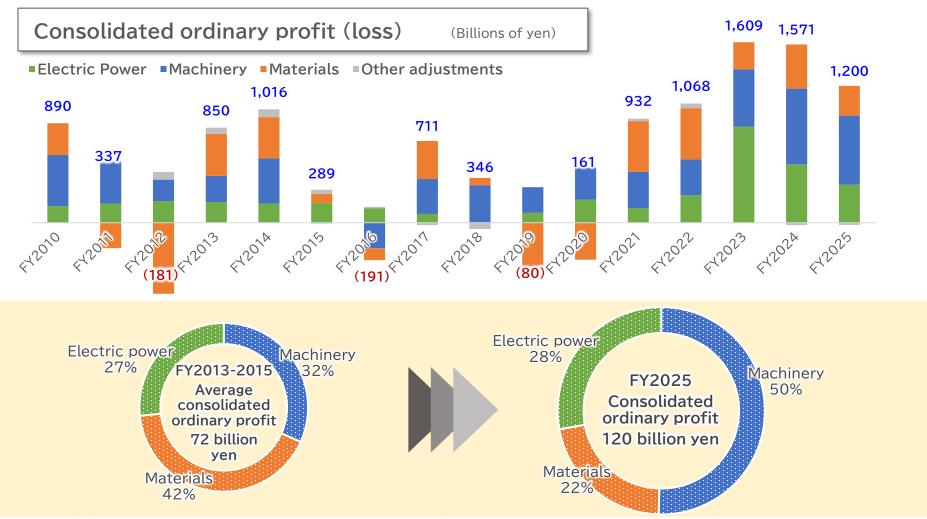


Portfolio optimization is continually explored.









Aim to establish a stable earnings structure with increased profit contribution from the machinery and electric power businesses, plus the machinery businesses' structural reforms and other measures to strengthen earning power.

We will increase profitability and reduce volatility, leveraging the Kobelco Group's unique strengths.

Reference: Dialogue with the Capital Market and External Evaluations



Dialogue with the Capital Market

Our Company is actively engaged in dialogue with capital markets to achieve sustainable growth and increase corporate value over the medium to long term. The details of our dialogue are disclosed on our corporate website.

Dialogue with the Capital Market FY2023, announced in June 2024

https://www.kobelco.co.jp/english/about_kobelco/kobesteel/governance/files/capital_markets_23_e.pdf



External Evaluations (Listed below are only major ones)

◆ FTSE4Good Index Series (since Jun. 2021)



FTSE4Good

◆ FTSE Blossom Japan Sector Relative Index (since Mar. 2022)



FTSE Blossom Japan Sector Relative Index

◆ FTSE Blossom Japan Index (since Jun. 2021)



FTSE Blossom Japan

◆ MSCI JAPAN ESG SELECT LEADERS INDEX*

(since Jun. 2022)

2024 CONSTITUENT MSCI JAPAN ESG SELECT LEADERS INDEX

◆ MSCI JAPAN EMPOWERING WOMEN INDEX (WIN)*

(since Dec. 2022)

2024 CONSTITUENT MSCI JAPAN EMPOWERING WOMEN INDEX (WIN)

◆ DXStocks2025 (April. 2025)



Digital Transformation

Selected for inclusion in Noteworthy DX Companies 2025 under the Digital Transformation Stock Selection (DX Stocks) 2025 for the first time

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Group Corporate Philosophy

KOBELCO's View of the Future

Our view of a society and future to be attained as we carry out KOBELCO's Mission

We envision a world in which people, now and in the future, can fulfill their hopes and dreams while enjoying safe, secure, and prosperous lives.

KOBELCOMission

Our mission and the social significance of the Kobelco Group that we must fulfill

Our mission is to provide solutions to the needs of society, by making the best use of the talents of our employees and our technologies.

Core Values of **KOBELCO**

The commitments of the Kobelco Group to society and the values shared by the entire Kobelco Group

- 1. We provide technologies, products and services that win the trust and confidence of our customers we serve and the society in which we live.
- 2. We value, and support the growth of, each employee on an individual basis, while creating a cooperative and harmonious environment.
- 3. Through continuous and innovative changes, we create new values for the society of which we are a member.

Code of conduct for all Group employees to follow to fulfill the Core Values of KOBELCO and the Quality Charter

Six Pledges of **KOBELCO**

1. Uphold the Highest Sense of Ethics and

2. Contribute to the Society by Providing Superior Products and Services

Quality Charter

Professionalism

- 3. Establish a Comfortable but Challenging Work Environment
- 4. Live in Harmony with the Local Community
- 5. Contribute to a Sustainable Environment
- 6. Respect Each Stakeholder

Disclaimer Regarding Forward-Looking Statements



- ◆ Today's presentation contains forward-looking statements about the Company's forecasts, beliefs, expectations, aims, and strategies. These statements are based on the Company's judgements and assumptions using currently available information and may differ substantially from actual results due to uncertainties within its judgements and assumptions and a variety of factors that may change over time, such as future business operations and changes in internal and external circumstances. Kobe Steel assumes no responsibility for revising these statements or other contents in this presentation.
- Below is a list of factors of uncertainties and changes.
 This include but is not limited to:
 - · Changes in economic conditions, demand, and prices in major market
 - Political situation and trade and other regulations in major markets
 - Fluctuations in foreign exchange rates
 - Availability and prices of raw materials
 - Products and services of competitors, price strategies, alliances, and other business development such as M&As
 - Changes in strategies of the Company's alliance partners

KOBELCO