

Large Tank Cleaning Business

Business description	<ul style="list-style-type: none"> ● Large-scale tank cleaning, pipe cleaning, wastewater treatment, piping, tank-related maintenance work, environmental improvement business (VOC gas collection), development of tank cleaning equipment and rental business
Review of FY2024	<ul style="list-style-type: none"> ● Net Sales and operating income fell short of targets due to construction delays caused by poor weather. Achieved 75% share of the national oil storage tank cleaning market by acquiring new projects ● Expect net sales increase next fiscal year due to synergies between System Kikou and Daiseki
Basic strategy	<ul style="list-style-type: none"> ● Refine the COW method, which is now a global standard for safely, quickly, and inexpensively recovering crude oil sludge deposited in large crude oil tanks, and aim to diversify into related businesses, including tank cleaning and pipe cleaning
Market Environment	<ul style="list-style-type: none"> ● The scale of the Japanese market for petroleum tank cleaning is about 10 billion yen. There is an urgent need to diversify the business as the petroleum industry is shrinking

	Positive factors	Negative factors
Internal factors	<p>Strength</p> <ul style="list-style-type: none"> ● Ensure high mobility with a wide variety of equipment and materials. Maintenance and renewal of equipment is performed throughout the year to maintain and ensure the soundness of materials and equipment 	<p>Weakness</p> <ul style="list-style-type: none"> ● There are challenges in securing human resources, similar to general trends
External factors	<p>Opportunity</p> <ul style="list-style-type: none"> ● In addition to facility maintenance, there are a wide range of opportunities that require cleaning, such as demolition and equipment modification 	<p>Threat</p> <ul style="list-style-type: none"> ● Decrease in oil storage facilities due to declining fossil fuel demand

Future growth strategies

- Provide services to energy companies to protect safety and the environment so that their customers can continue their business. Aim for net sales of 5 billion yen by selling materials and equipment overseas to take advantage of the yen depreciation and by receiving orders for various types of cleaning work associated with plant closures.