

A scenic photograph of a sunset over a body of water. The sun is low on the horizon, creating a bright orange glow and a long, shimmering reflection on the water's surface. The sky is filled with soft, wispy clouds, transitioning from a deep orange near the horizon to a dark blue at the top. The overall mood is serene and peaceful.

# 株式会社カナモト 会社説明会

証券コード9678

札幌証券取引所「上場会社合同説明会」

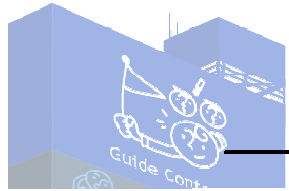
# PROFILE

会社概要

証券コード

事業紹介

拠点ネットワーク/アライアンスグループ



証券コード

9678

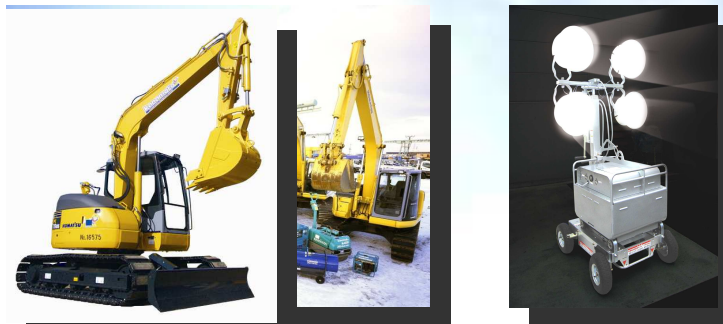
札証・東証1部



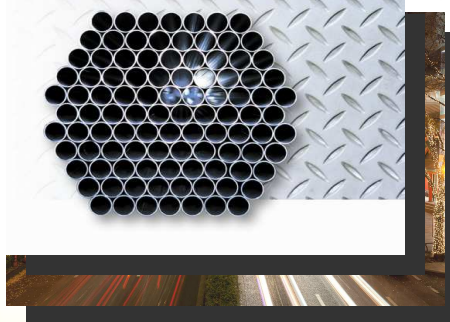
# 事業紹介

建設関連事業  
鉄鋼関連事業  
情報関連事業

## 建設機械レンタル事業



## イベントレンタル事業



日本国内営業拠点  
Branch offices in Japan

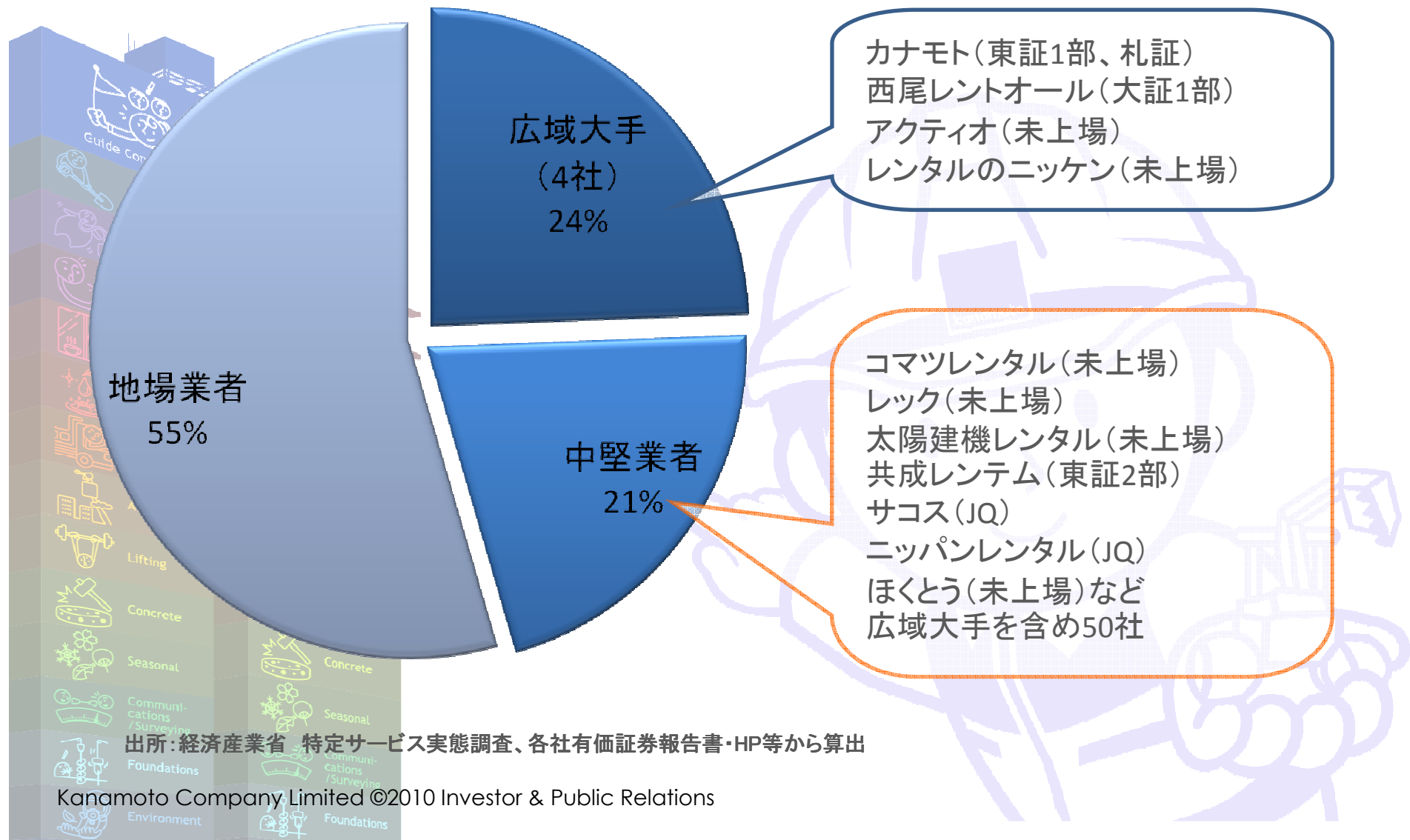
The image shows a map of Japan with numerous blue and yellow dots representing branch office locations. Four logos are highlighted with lines pointing to specific locations on the map: 'kanamoto' (blue square logo), 'KANATECH' (blue text), 'com.supply' (red text with 'コムサプライ' below it), and 'ANSINT' (blue text with a blue square logo below it).



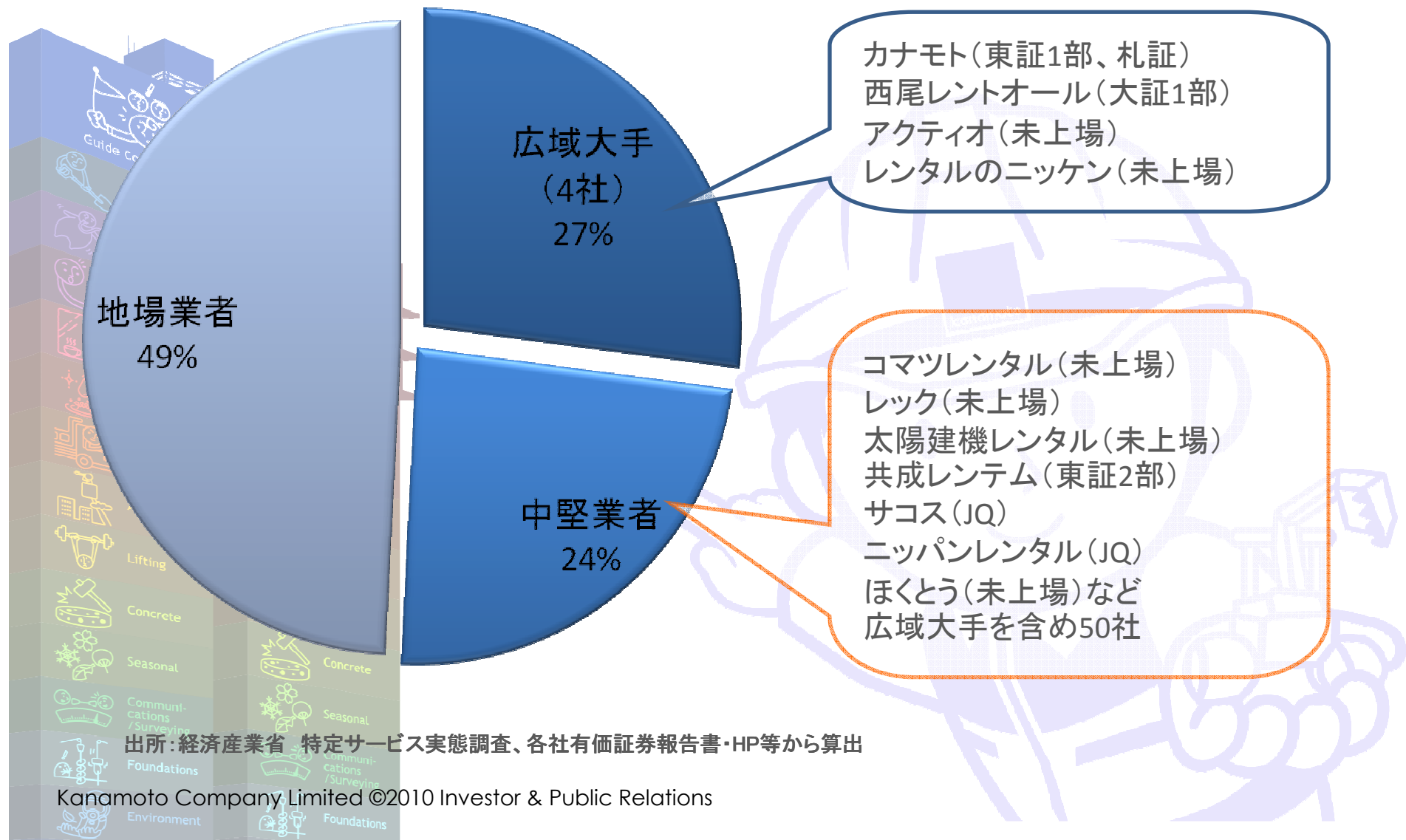
# DOMESTIC MARKET ENVIRONMENT

建機レンタル業界の概況  
カナモトの地域別シェア

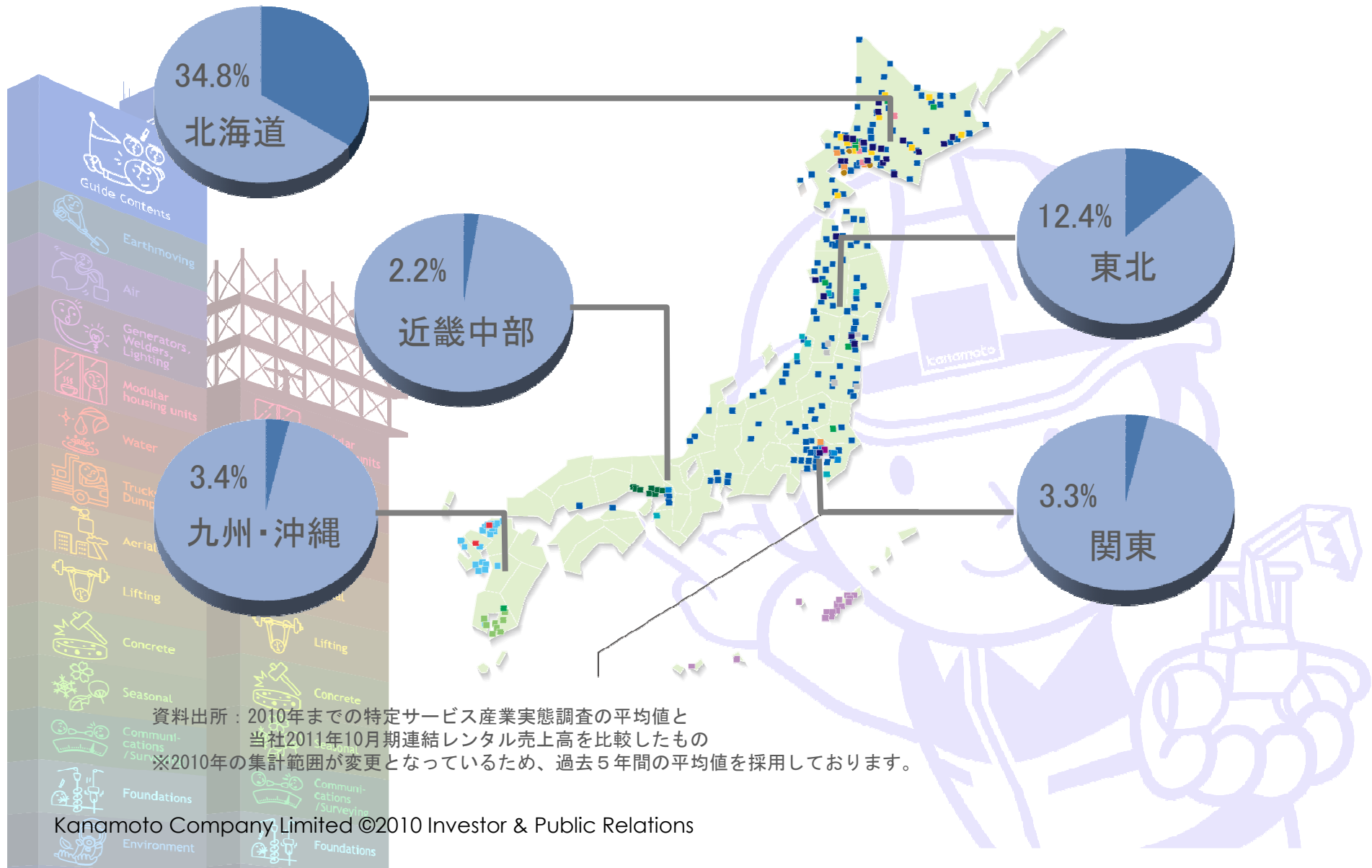
# 建機レンタルの競合他社は約2,000社



# 建機レンタルの競合他社は約2,000社



# 当社の地域別推定シェア







# SUSTAINABILITY

2011年10月期業績

2012年10月期業績計画

長期経営計画

あれこれしなう。

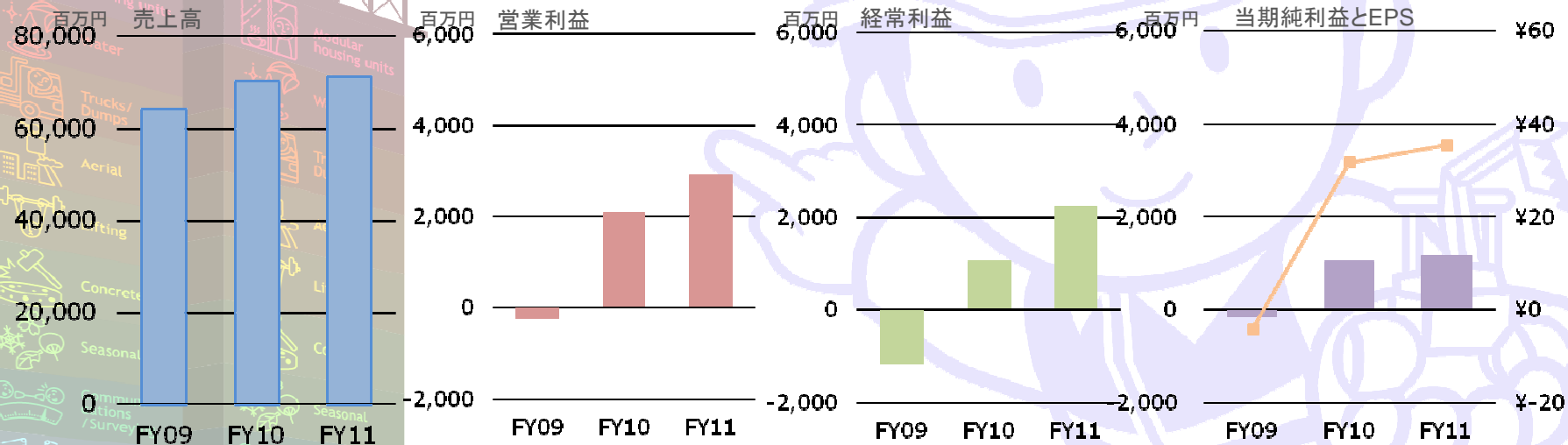
**kanamoto**

[www.kanamoto.co.jp](http://www.kanamoto.co.jp)

# FY2011連結累計期間の実績

単位:百万円

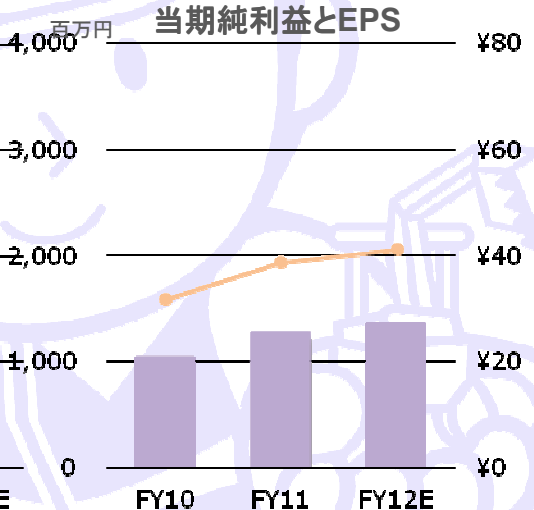
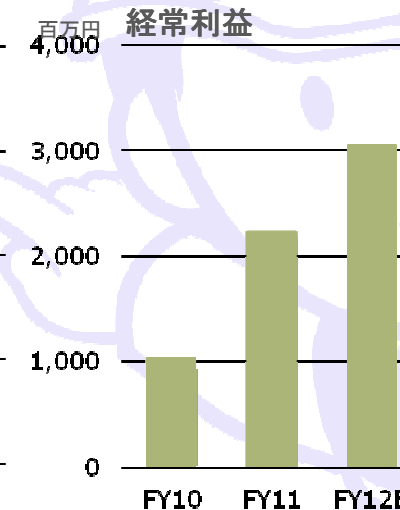
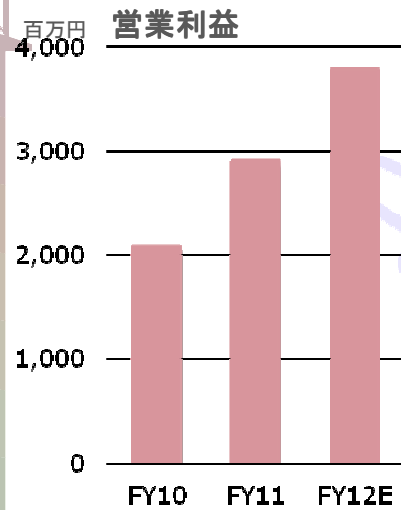
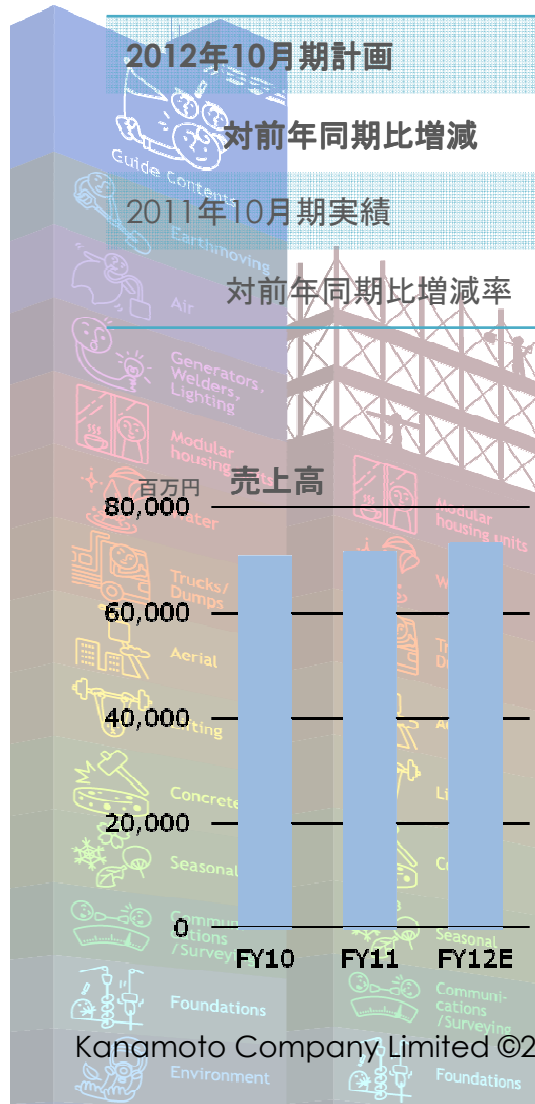
	売上高	営業利益	経常利益	当期純利益	EPS
<b>2011年10月期実績</b>	<b>71,086</b>	<b>2,905</b>	<b>2,239</b>	<b>1,165</b>	<b>¥35.51</b>
前回発表値	71,080	2,900	2,230	1,270	¥38.68
対前年同期比増減率	1.3%	9.7%	7.5%	11.9%	—
<b>2010年10月期実績</b>	<b>70,173</b>	<b>2,648</b>	<b>2,083</b>	<b>1,041</b>	<b>¥31.73</b>
対前年同期比増減率	9.9%	—	—	—	—

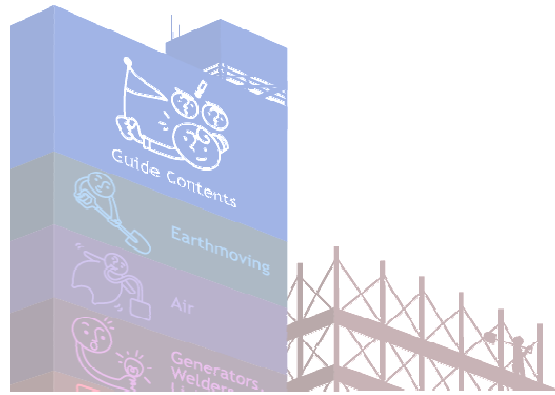


# FY2012 業績計画

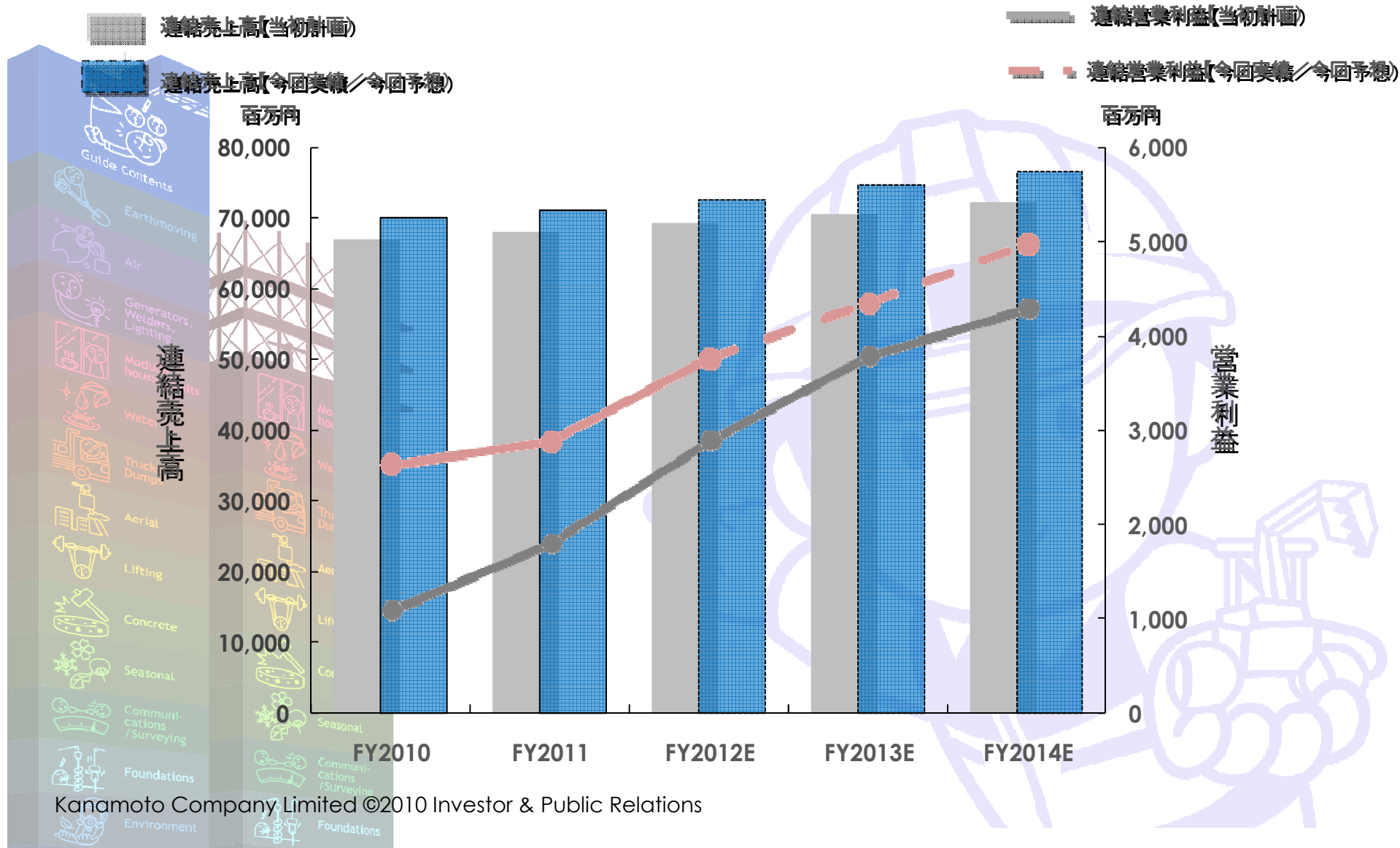
単位: 百万円

	売上高	営業利益	経常利益	当期純利益	EPS
2012年10月期計画	72,610	3,780	3,040	1,350	¥41.12
対前年同期比増減	2.1%	30.2%	35.8%	6.2%	—
2011年10月期実績	71,086	2,905	2,239	1,165	¥35.51
対前年同期比増減率	1.3%	9.7%	7.6%	22.2%	—





# FY2010-2014 5カ年長期経営計画 (2009/12に発表した長計)





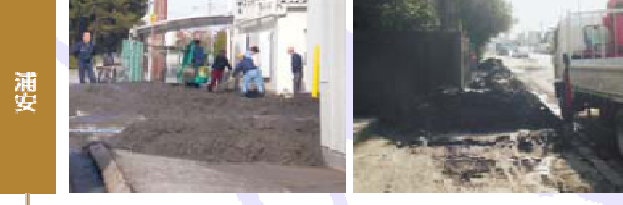
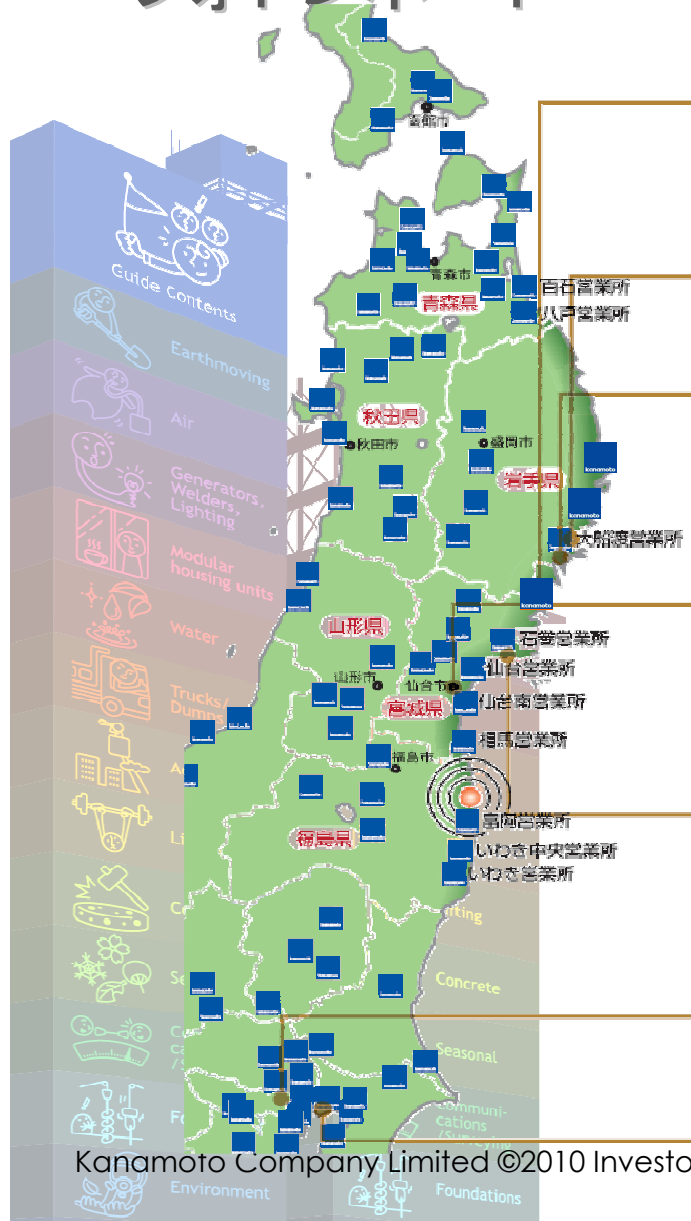


# RESPONSE TO EARTHQUAKE

当社の被害と復旧の状況について

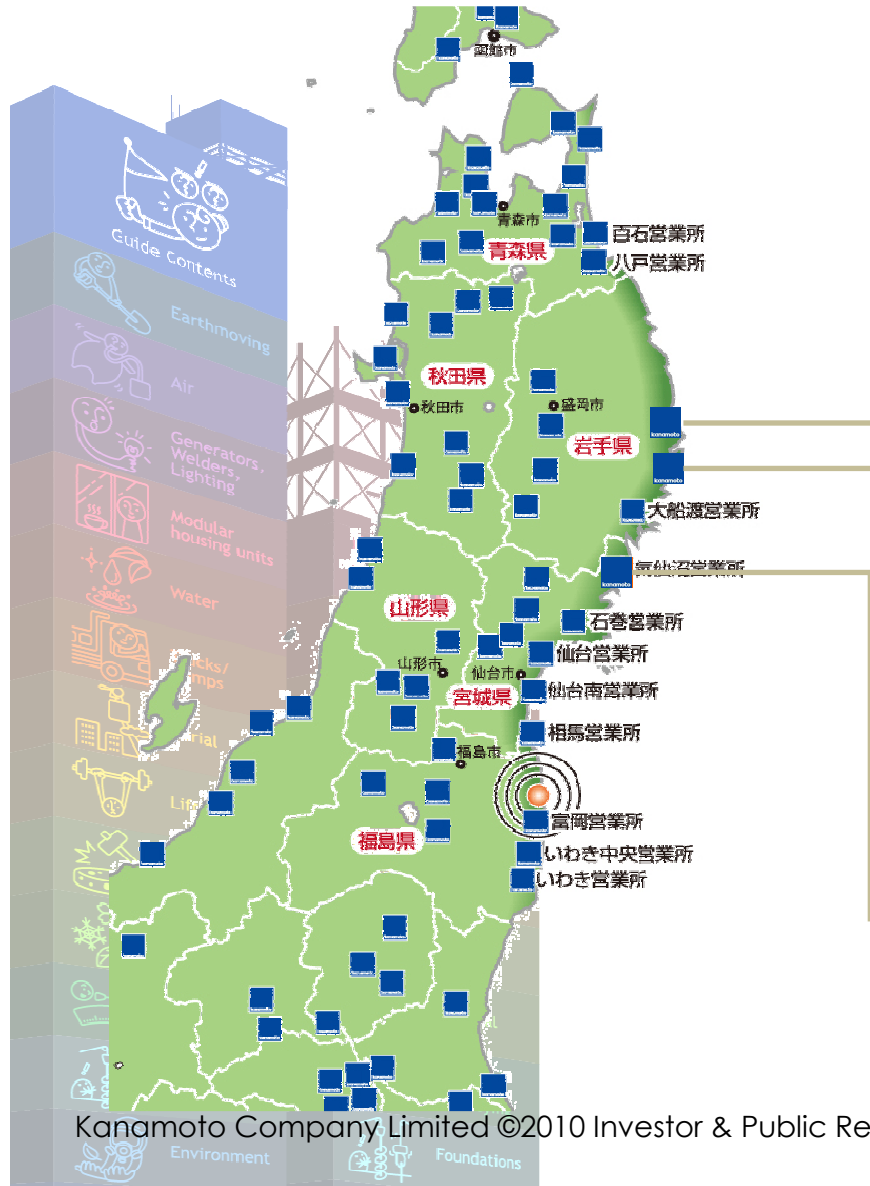


# 東日本大震災への対応 フォトレポート



# 東日本大震災への対応

## 南三陸エリアの復興復旧需要に対応するため3拠点開設



2012/1/20岩手県 釜石営業所



2011/12/1岩手県 宮古営業所

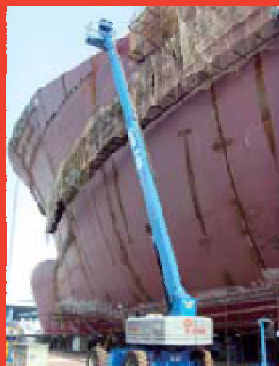


2011/10/1宮城県 気仙沼営業所



**NEXT kanamoto**

# Next kanamoto



当社グループの得意分野でもあるシールド工法など土木特殊機械のほか、高所作業用機械などの需要も旺盛

In addition to specialized equipment for engineering works such as the shield tunneling method, which is one of Kanamoto's strengths, there is also vigorous demand for equipment such as machines for high-level work.

- 中国本土・香港・シンガポールで、相次いで発注されている大型プロジェクト
- 発展著しいASEAN諸国でもインフラ整備などが進み、建機需要が拡大
- Successive large-scale projects ordered in mainland China, Hong Kong and Singapore
- Growing demand for construction equipment as infrastructure construction and other projects move forward in remarkably developing ASEAN countries

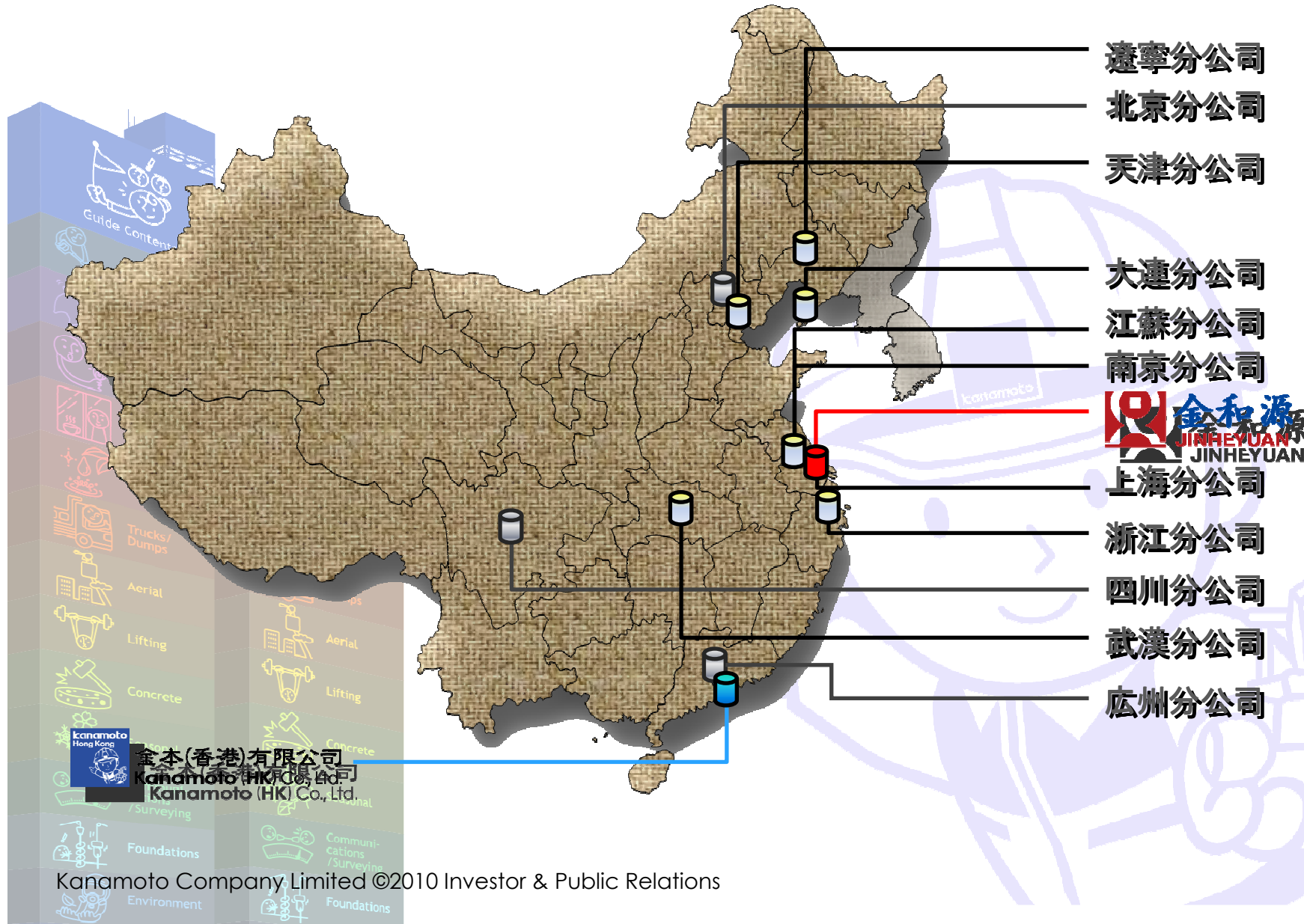


# 中国での事業展開





# 中国での事業展開



- 遼寧分公司
- 北京分公司
- 天津分公司
- 大連分公司
- 江蘇分公司
- 南京分公司
- 上海分公司
- 浙江分公司
- 四川分公司
- 武漢分公司
- 廣州分公司

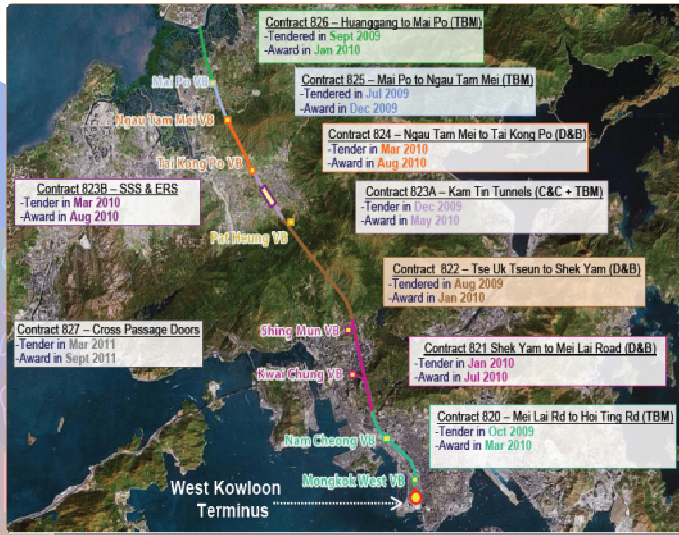


# 中国での事業展開

## 香港の大型インフラ整備計画

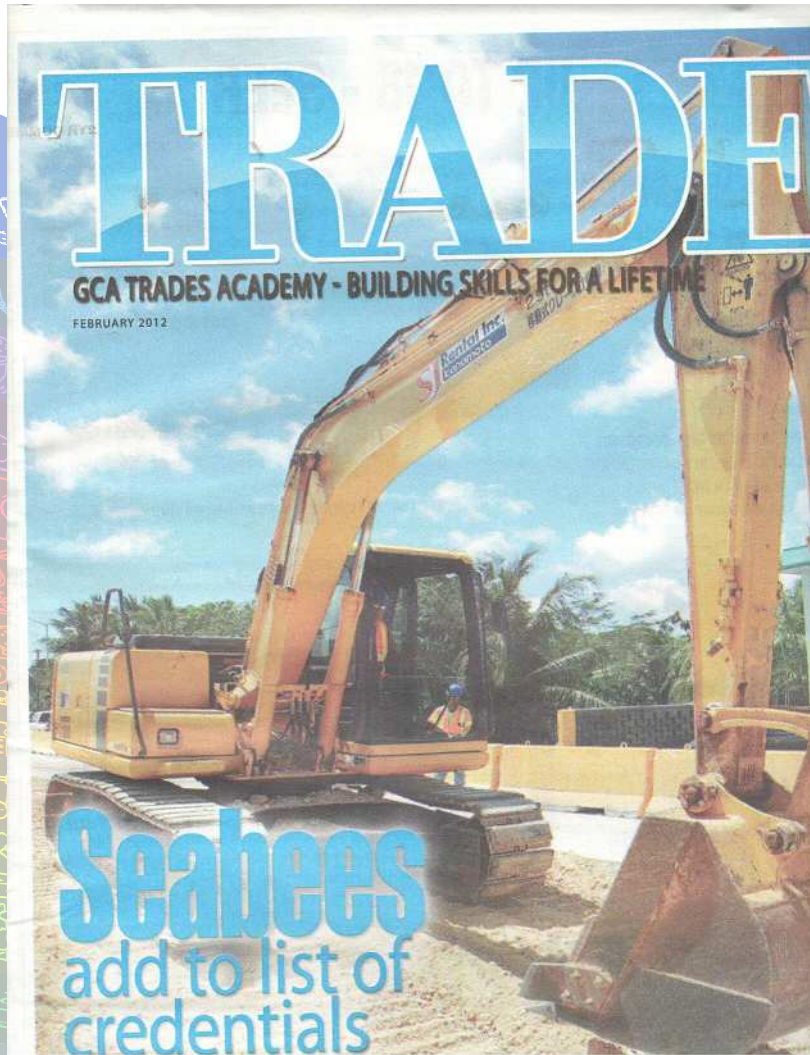


金本(香港)有限公司  
 Kanamoto (HK) Co., Ltd.  
 Kanamoto (HK) Co., Ltd.



プロジェクト名		
地下鉄	香港島西線	
地下鉄	香港島南線	
道路	屯門西側バイパス工事	
新幹線(香港部分)	香港—深セン—広州高速鉄道	
橋梁	香港—珠海—マカオ大橋	
地下鉄	沙田—中環線、靚糖線延長	
地域開発	九龍西文化地区再開発	
フェリーターミナル、地域開発	カイタク空港跡地再開発	
下水工事	香港島西下水トンネル工事	
下水工事ほか	HATS(湾岸地域治水工事)	
総額	2,950億HKドル	2兆8,205億円

# SJ Rental, Inc.(Guam)



■ Continued from page 6

el. 21-class module that incorporated the core curriculum, carpentry, masonry, heavy equipment and electrical work.

In Guam's cement-based construction industry, a worker with skills in the above trades can be utilized anywhere on the job site, giving foremen and project managers more flexibility. Ultimately, it makes it easier to get students employed.

"Even if you have a four-year certification as an electrician but no job experience, you don't come onto the job as an electrician. You start out as a helper," says Johnston. "So we thought, let's train people to be the helpers first."

With classes in areas such as vertical formwork, electrical safety, high-rise masonry, crane operations and ironworking, one batch of students could learn from a riveting different instructors throughout their studies without having to specialize in any one trade. The new curriculum could fill a great need, says Johnston.

"Just recently, Watts Constructors has contacted us looking for workers. One of their subcontractors visited us also. They are looking for Construction Craft Laborers," says Johnston. "This only reinforces what we are doing."

Classes could start before February ends.

"We're just waiting on the textbooks," he says, showing two binders stuffed with mini-textbooks. Johnston used the current Naval Hospital construction project as a scenario.

"It's a \$400 million project, it'll take two years. If we can get students on that job, then by the time

## Program overview

**Core Curriculum (Level 1)**  
The Core Curriculum is a NCCER prerequisite to all Level 1 completions.

**Basic Safety (00101-09)**  
This 15-hour course complies with OSHA-10 training requirements and explains the safety obligations of workers, supervisors, and managers to ensure a safe workplace. The course discusses the causes and results of accidents and the impact of accident costs, defines safe work procedures, proper use of personal protective equipment, and working with hazardous chemicals, and identifies other potential construction hazards, including hazardous material exposures, welding and cutting hazards and confined spaces.

**Introduction to Construction Math (00102-09)**  
This 15-hour course reviews basic mathematical functions and explains their applications to the construction trades and explains how to use and read various length measurement tools, including standard and metric rulers and tape measures, and the architect's and engineer's scales. The course explains decimal-fraction conversions and the metric system, using practical examples and reviews basic geometry as applied to common shapes and forms.

**Introduction to Hand Tools & Power Tools (00103-09 & 00104-09)**  
This 20-hour course introduces trainees to hand tools that are widely used in the construction industry, such as hammers, saws, levels, pullers, and clamps, explains the specific applications of each tool and shows how to use them properly, and discusses important safety and maintenance issues related to hand tools. The course also provides detailed descriptions of commonly used power tools, such as drills, saws, grinders, and sanders, reviews applications, proper use, safety, and maintenance.

**Introduction to Construction Drawings & Material Handling (00105-09 & 00109-09)**

**Hard at work:** Roadwork continues in this file photo taken of Route 4 last year. The GCA Trades Academy is expanding its curriculum options to help students earn the skill sets necessary to become a construction craft laborer.

- Foundations
- Communications / Surveying
- Environment
- Foundations



# Kanamoto & JP Nelson EQUIPMENT (S) PTE. LTD.



# Next kanamoto



日本学術会議など多くの専門機関が、東海・東南海・南海地震や首都直下型地震が今世紀前半に発生すると予測。防災・減災計画の策定が望まれ、急務となるのが橋梁をはじめとするインフラのメンテナンス

Many specialized agencies such as the Science Council of Japan predict that an earthquake in the Tokai, Tonankai or Nankai area or an earthquake with its epicenter directly beneath Tokyo will occur sometime in the first half of this century. Formulation of disaster prevention and disaster mitigation plans is required, with maintenance of bridges and other infrastructure being an especially urgent need.

● 2014年3月末：東日本大震災による東北3県の災害廃棄物の処理終了\*1

● 2015~2016年：東日本大震災で全半壊した岩手・宮城・福島の海岸堤防が復旧\*2

\*1 環境省「東日本大震災に係る災害廃棄物の処理指針（マスタープラン）」より \*2 復興庁・東日本大震災復興対策本部「各府省の事業計画と工程表」より

● By the end of March 2014: Final disposal of disaster wastes left behind in the three prefectures in Tohoku by the Great East Japan Earthquake \*1

● 2015-2016: Restoration of the coastal levees in Iwate, Miyagi, and Fukushima that were fully or partially destroyed by the Great East Japan Earthquake \*2

\*1 From the Guidelines (Master Plan) for Disaster Waste Management after the Great East Japan Earthquake issued by the Ministry of the Environment

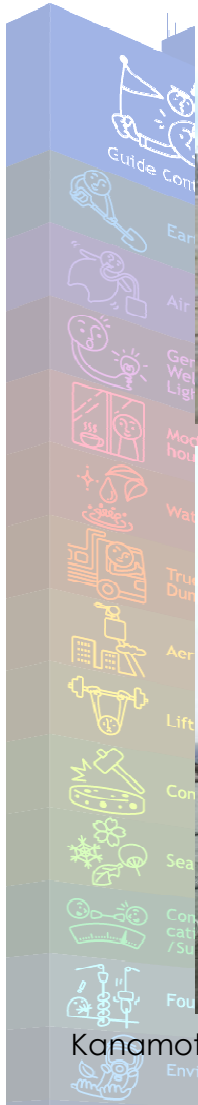
\*2 From the Project Plan and Work Schedule for Each Ministry prepared by the Reconstruction Headquarters in Response to Great East Japan Earthquake







# 震災復興計画 ～瓦礫撤去・湾岸復興～

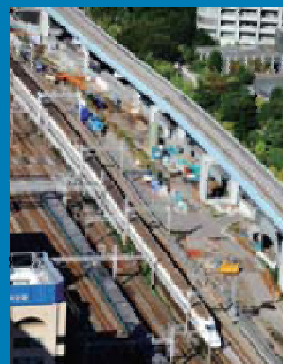




# 防災・減災計画 ～インフラメンテナンス～



# Next kanamoto



2011年に東京～新青森間が全線開通した東北新幹線。青函トンネルを抜け北海道新幹線の新函館、さらに札幌まで延びる計画

The entire Tohoku Shinkansen line between Tokyo and New Aomori opened in 2011. Plans call for connecting the line through the Seikan Tunnel to New Hakodate on the Hokkaido Shinkansen and ultimately extending it to Sapporo.

## 北陸新幹線

Hokuriku Shinkansen

2014年：長野～金沢間開業予定

※金沢～敦賀間延伸予定

2014: Scheduled opening of Nagano-Kanazawa segment

Note: Planned extension between Kanazawa and Tsuruga

## 九州新幹線(長崎ルート)

Kyushu Shinkansen (Nagasaki Route)

2018年頃：新鳥栖～長崎間開業予定

About 2018: Scheduled opening of Shin-Tosu – Nagasaki segment

## 北海道新幹線

Hokkaido Shinkansen

2015年：新青森～新函館間開業予定

2035年：新函館～札幌間開業予定

2015: Scheduled opening of New Aomori – New Hakodate segment

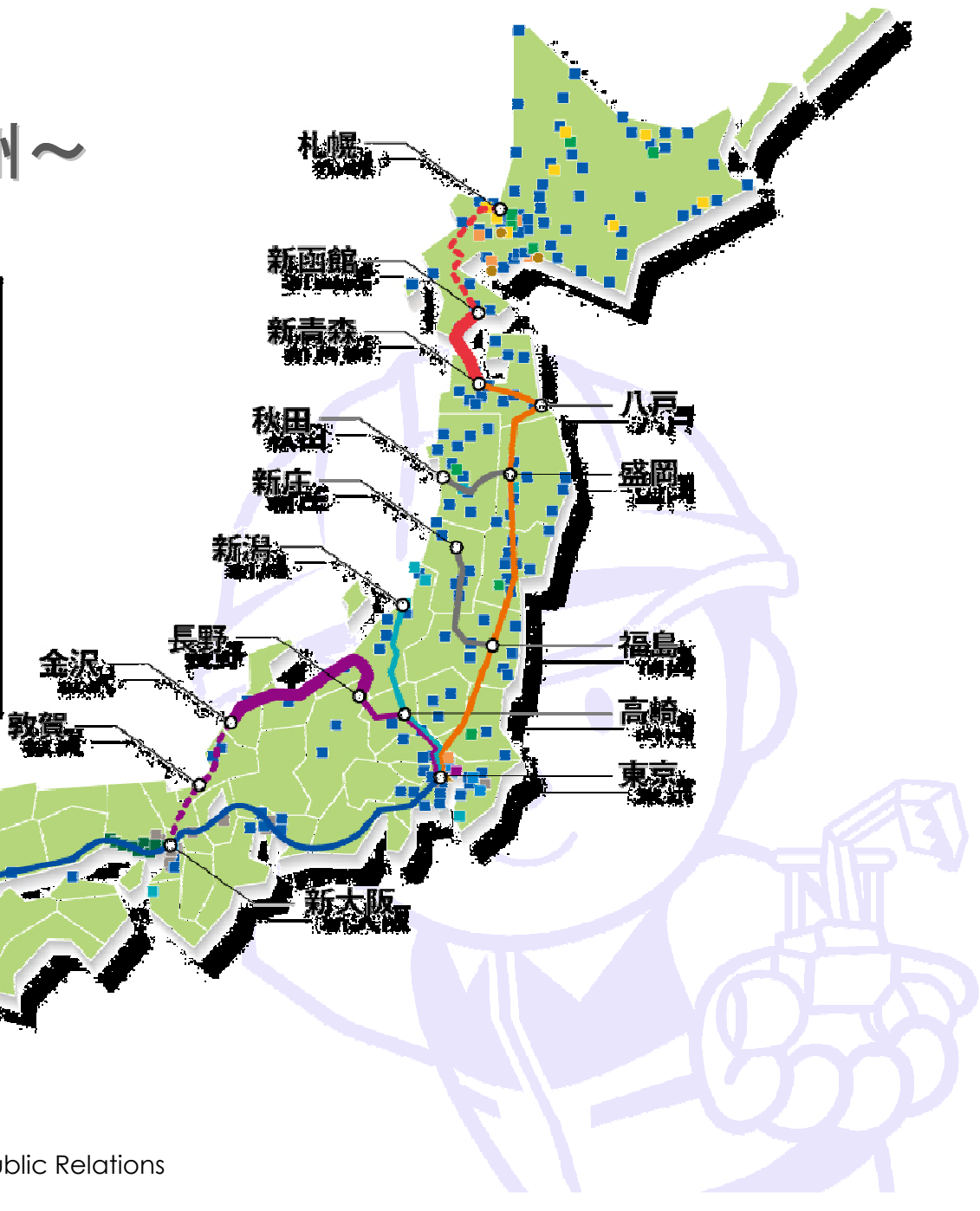
2035: Scheduled opening of New Hakodate – Sapporo segment



# 新幹線延伸計画 ～北海道・北陸・九州～

凡例

- 開業区間
- 建設中区間
- 未着工区間
- 北海道新幹線
- 東北新幹線
- 東海道新幹線
- 上越新幹線
- 北陸新幹線
- 九州新幹線
- 新幹線直通運転区間(三一新幹線)





# PRIMARY POINT

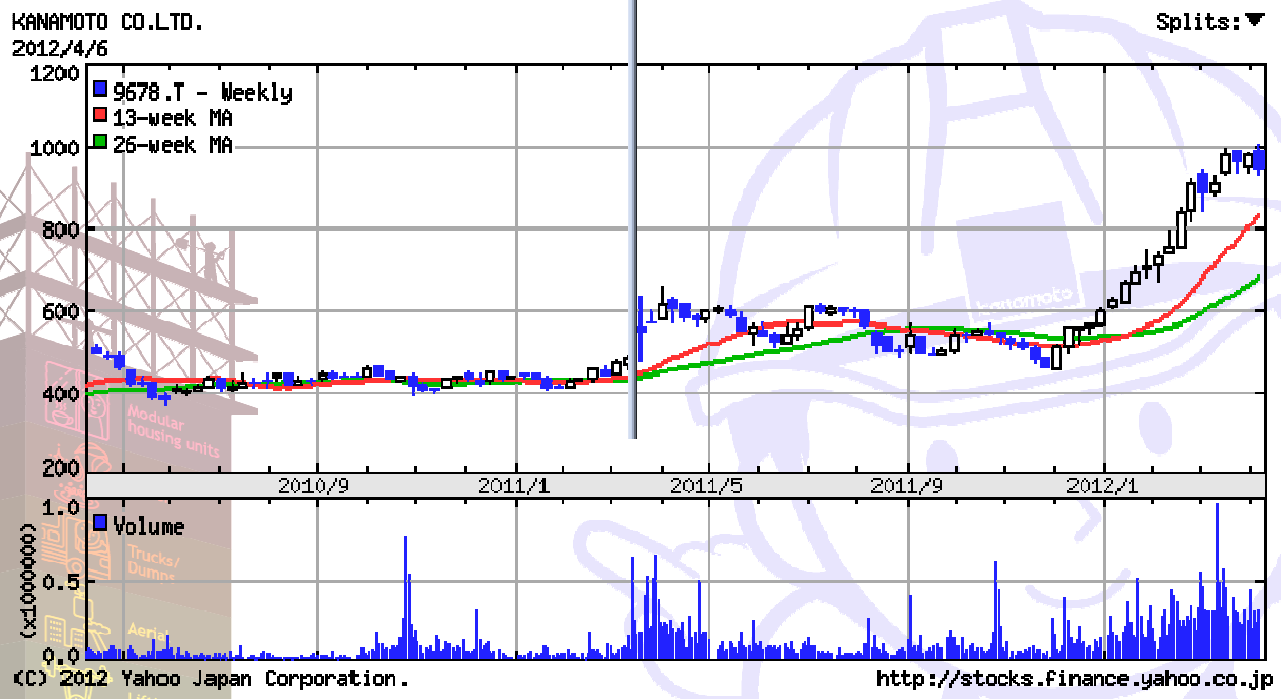
当社株価の推移  
配当政策と株主優待  
ちよこっただけ宣伝を...



# 2010.4-2012.4 当社株価推移

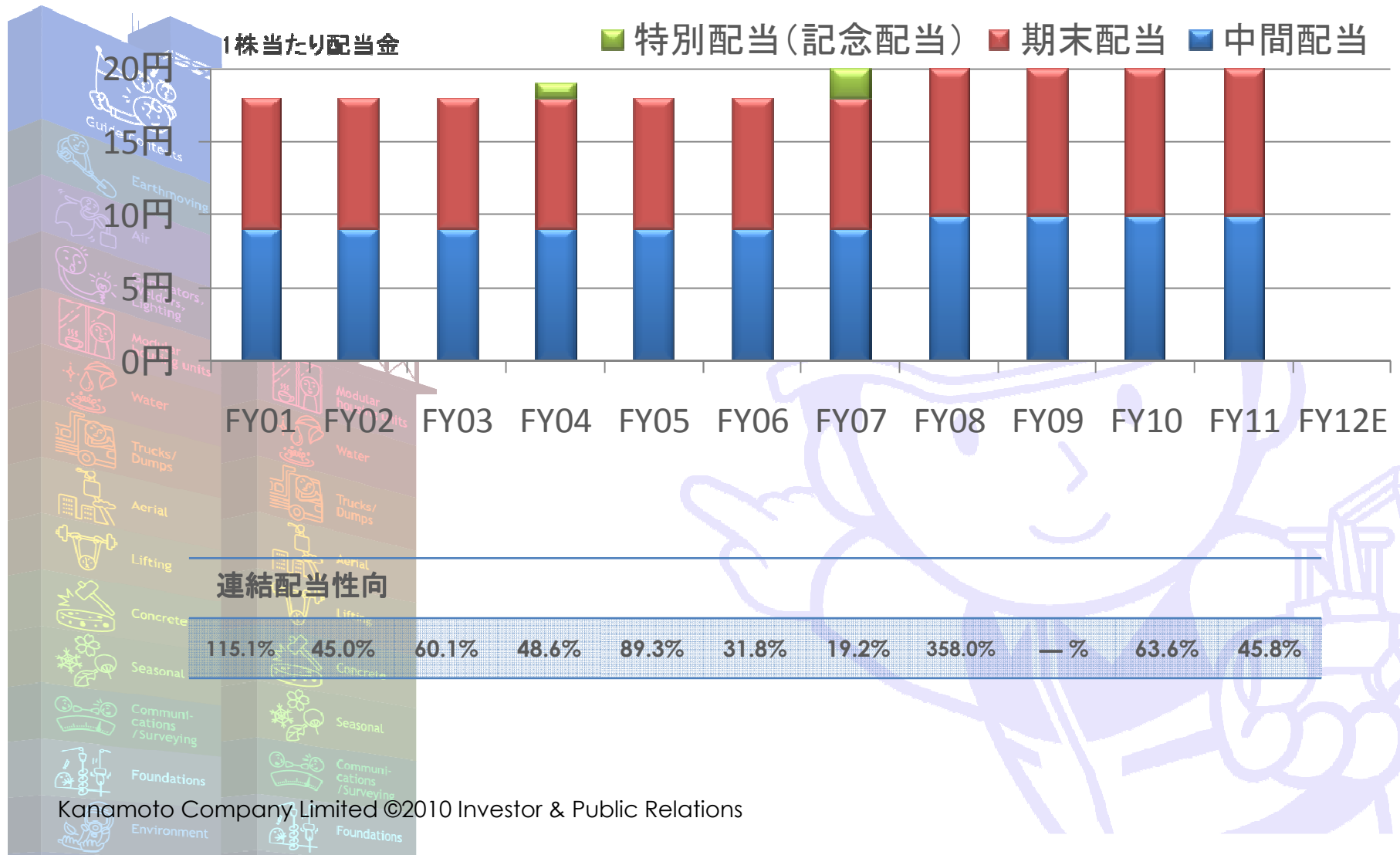
## 3.11東日本大震災発生

- Guide Contents
- Earthmoving
- Air
- Generators, Welders, Lighting
- Modular housing units
- Water
- Trucks/Dumps
- Aerial
- Lifting
- Concrete
- Seasonal
- Communications/Surveying
- Foundations
- Environment





# 配当政策





# ちょこっとだけ宣伝を・・・

- ラジオNIKKEI

- － 夕焼けマーケット 投資って楽しいねっ！

- － [market.radionikkei.jp/yuyake/](http://market.radionikkei.jp/yuyake/)

- スtockボイスTV(オンデマンド、WEBTV)

- － [www.stockvoice.jp/](http://www.stockvoice.jp/)

- スtockウェザー

- － [www.stocjweather.co.jp/](http://www.stocjweather.co.jp/)



