

Financial Results Briefing for the Second Quarter of the Fiscal Year Ending March 31, 2022

With Our Proud History,
Creating a Desirable Future



November 12, 2021 (Friday)

Asanuma Corporation

Securities Code :1852

This material contains forward-looking statements regarding the Company's business performance and future prospects.

These statements are based on currently available information and assumptions regarding uncertain factors that may affect the future. Actual results may differ materially from these statements due to various factors.

With Our Proud History,
Creating a Desirable Future



Table of Contents



Page	Item
P3	Progress toward the Full-Year Plan for the Second Quarter of the Fiscal Year Ending March 2022
P4	Current status of orders
P5	Current status of Renovation
P6	Major Measures in the Three-Year Medium-Term Plan
P7	Promoting "ReQuality" Renewal Brand Strategy
P8	Upgrading our proprietary "Ai-MAP SYSTEM"
P9	Promoting cooperation with subcontractors
P10	Promotion of "Eco-Friendly ASANUMA21"
P11	Corporate Governance
P12	Topix

Progress toward the Full-Year Plan for the Second Quarter of the Fiscal Year Ending March 2022



(Unit: 100 million yen)

Major Indicators (Consolidated)	FY 2021				
	Full-year forecast	Q1 Results	Progress Rate	Q2 Results	Progress Rate
Orders received	1,321	287	21.7%	590	44.7%
Completed construction contracts	1,390	291	21.0%	592	42.6%
Gross profit on completed construction contracts	136	23	17.0%	56	41.0%
Rate	9.8%	7.9%	—	9.4%	—
SGA cost	86	22	25.3%	42	49.2%
Operating income	53	2	3.9%	15	28.3%
Profit attributable to owners of parent Net income	42	1	3.2%	10	22.9%
Dividend (Payout ratio)	260 yen (50.2%)	—	—	—	—

Current status of orders (Non-Consolidated)



(Unit: Millions of yen)

		FY2020 2 Q		FY2021 2 Q		
		Results	Proportion	Results	Proportion	YoY
Building construction	Public	9,724	21.2%	11,492	22.7%	1,767
	Private	36,106	78.8%	39,043	77.3%	2,936
		45,831	100.0%	50,535	100.0%	4,704
Civil engineering	Public	4,733	47.1%	6,524	83.4%	1,791
	Private	5,325	52.9%	1,295	16.6%	△4,029
		10,058	100.0%	7,820	100.0%	△2,238
Total	Public	14,457	25.9%	18,016	30.9%	3,559
	Private	41,432	74.1%	40,339	69.1%	△1,093
		55,890	100.0%	58,356	100.0%	2,465

Reference

Amount of Construction items as of the end of September 2021

Non-Consolidated Plan

Need Order

Amount of Construction items

130billion yen

71.7billion yen

280billion yen

Current Status of Renovation



Domestic building renovation

(Unit: 100 million yen)

	FY2021 Plan	Q2 Results	Progress Rate	FY 2022 Forecast	FY2023 Forecast
Orders received	200	98	49.0%	250	300
Completed construction contracts	200	78	38.8%	250	300
Operating income	12.0	4.8	40.8%	14.5	17.4

Target

In fiscal 2023, operating income from the Domestic Renovation Business will increase to 25% of consolidated operating income.

ASEAN renovation

	FY2021 Plan	Q2 Results	Progress Rate	FY 2022 Forecast	FY2023 Forecast
Orders received	14	7	50.0%	65	66
Completed construction contracts	18	8	46.8%	63	66
Operating income	0.5	0	16.0%	5.6	6.3

Target

In FY2023, operating income from the ASEAN's Renovation Business will increase to 10% of consolidated operating income.

— Basic Policy —

"Challenge change" by deeping dive into the unique characteristics of ASANUMA CORPORATION

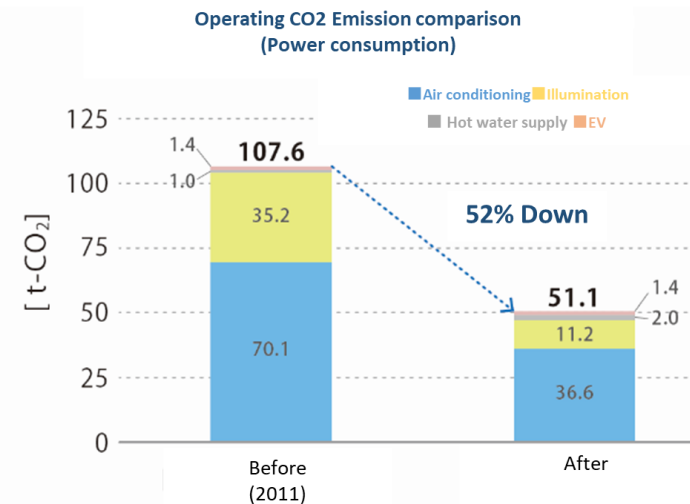
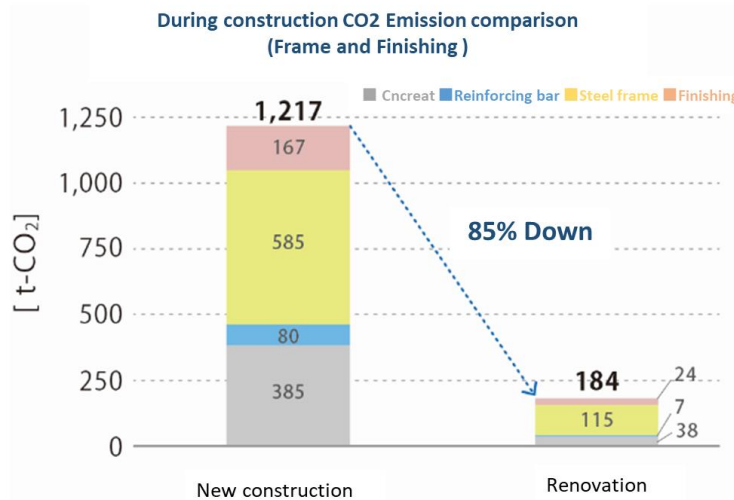
Take on the challenge Changes in the external environment	★ Domestic construction investment, which is shrinking over the long term, and domestic maintenance and repair investment, which is steady due to the aging of infrastructure and Building Construction structures.
	1. Continue to strengthen renovation business in ASEAN region. 2. Promoting "ReQuality" Renewal Brand Strategy.
	★ Decline in the productive labor force in the construction sector.
	1. Enhance the proprietary "Ai-MAP SYSTEM". 2. Promoting cooperation with subcontractors.
	★ Momentum to improve corporate reputation through non-financial management activities (ESG, SDGs, etc).
	1. "E": Promotion of "Eco-Friendly ASANUMA21". 2. "S": Obtaining WELL certification as part of "ReQuality". 3. "G": Reduction of Policy Holding Shares.
Funding plan	◆ Technology and research, ICT : 3 billion yen (seismic resistance, vibration control and seismic isolation technologies, "Ai-MAP SYSTEM" advancement, environment-related technologies, etc.) ◆ Investment related to new areas : 5 billion yen (Expansion of ASEAN region renovation business, promotion of concession business, etc.)

Nagoya Branch Showroom started in September

Characteristics of Renovation Work (Decarbonization and Recycling of Resources)

- Reduce CO₂ emissions by 85% compared to rebuilding as a new building.
- Reduced energy-consumption by 52% and scheduled to acquire ZEBready certification compared to pre-renovation.
- Scheduled to acquire WELL certification for assessing buildings based on health/comfort standards (preliminary certification).

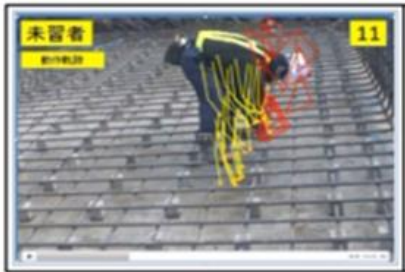
It was the first time in Japan to renovate the entire 30-year-old building and receive official certification.



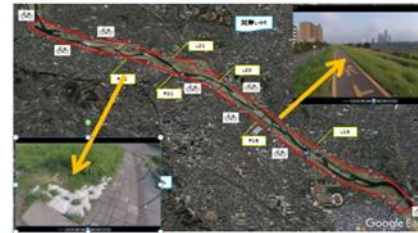
To DX promotion.

- Analysis by compiling data on the operations, behaviors, and speech of skilled engineers.
- On-site management from a remote location.
- Information sharing with contractors and regulatory authorities.

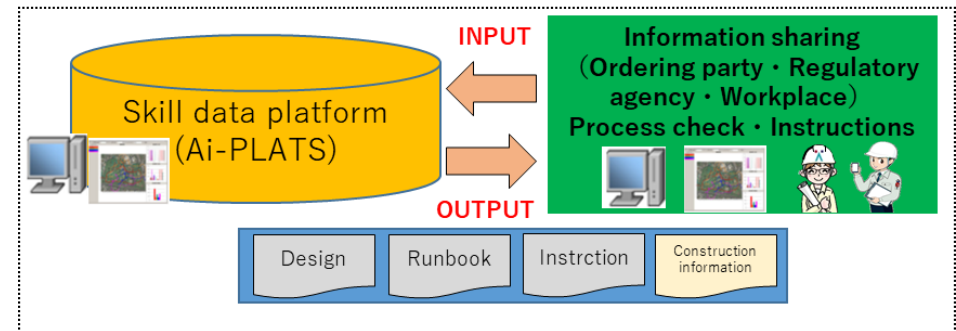
Skill transmission



Remote control



Information sharing



Commercialization Initiatives

Survey of needs and formulation of business plan from local construction companies for commercialization at present

Promoting cooperation with subcontractors



Efforts	Content
Awards and presentation sessions for productivity improvement measures at work sites	<ul style="list-style-type: none">• Joint efforts with subcontractors to raise productivity at various worksites, commendation, and presentation sessions (cost reduction, shortening of construction period, etc.)
Establishment of Contact point for supporting the acceptance of foreign workers • Consultation Desks for Foreign workers	<ul style="list-style-type: none">• In 2019, we established a contact point for consultation to support the acceptance of subcontractors who wish to accept foreign workers with specified skills.• Starting in 2021, we established a contact point for inquiries from foreign workers with special skills.
Promotion of the Construction Carrier-Up System (CCUS)	<ul style="list-style-type: none">• To improve the attractiveness of the construction industry, this system aims to improve the treatment of construction technicians, clarify the career paths, and visualize construction capabilities.
Promotion of Asanuma Meister	<ul style="list-style-type: none">• Selected as Asanuma Meister among the chiefs of subcontractors.• Provision of incentives to improve wage-related compensation.

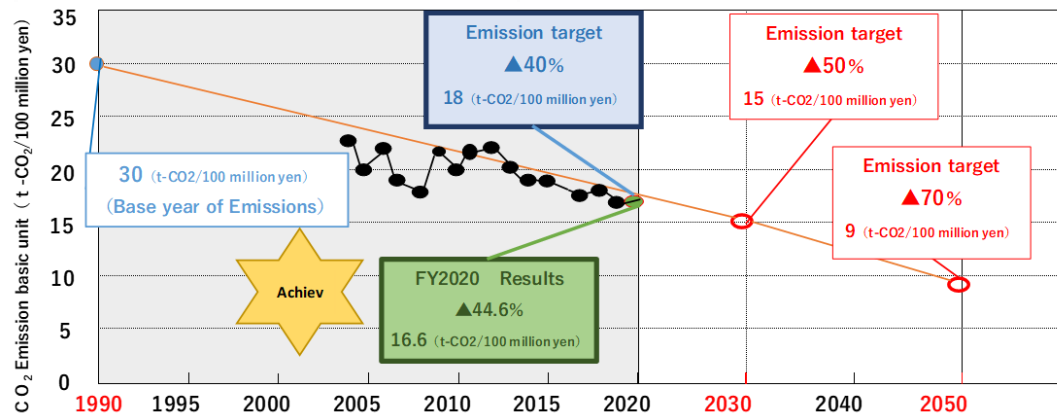
Basic Policy

“Promotion of decarbonization,” “Recycling of resources,” and “Coexistence with Nature and Society”

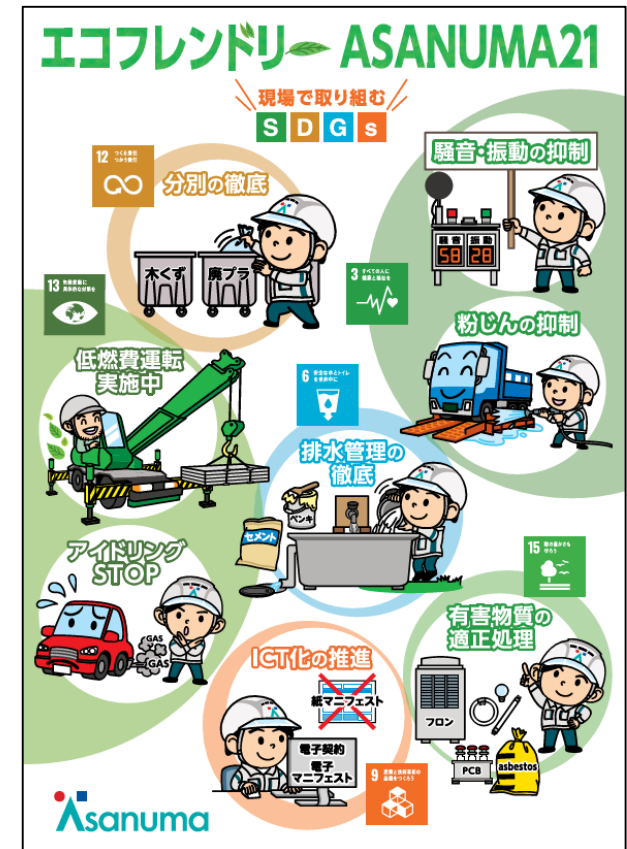
Long-term targets for reducing CO2


“Reduce CO2 emissions per 100 million yen of construction to **50%** by FY2030 and **70%** by FY2050 compared to FY1990”

Trends in reducing CO2



Efforts at Workplaces



New Efforts	Content
<p>Sustainability Promotion Committee established</p>	<p>1.Purpose of installation Discuss action plans for sustainable issues from a medium-to long-term perspective in light of changes in the environment surrounding the company and report them to the Management Conference.</p> <p>2.Composition of board Chaired by the President and Representative Director and composed of general managers of planning-related and administrative divisions.</p> <p>3.Work of the committee Resolve or deliberate on the following items and report them to the Management Conference according to the matter.</p> <ul style="list-style-type: none"> • Deliberates on policies, strategies, plans, and measures related to sustainability promotion and Report. • Internal notification of measures, etc. related to the promotion of sustainability decided by organizations. • Evaluating and reporting on the results of sustainability promotion. • Examination of other important items related to the promotion of sustainability.
<p>November,2021 TCFD recommendation support</p>	<p>○Expanded disclosure of climate-related data in line with TCFD recommendations</p> <div style="text-align: center;">  <div style="display: inline-block; vertical-align: middle; margin-left: 10px;"> <p>TASK FORCE ON CLIMATE-RELATED FINANCIAL DISCLOSURES</p> </div> </div>



アイマップシステム(Ai-MAP SYSTEM)

生産の効率化とエラー防止対策に活用

浅沼組

浅沼組では、次世代への生産能力維持の取組みとして、熟練技術の蓄積とデータ活用によるエラー防止のアシストを具現化させる。匠のアーカイブシステムと称した「アイマップシステム(Ai-MAP SYSTEM)」の研究開発を継続している。データ活用を構成ツールとして、スキルデータプラットフォーム(Ai-PLATS)を開発している。ユースケースに合わせてさまざまな形式の情報をプラットフォーム上でピックアップし、現場情報の収集や遠隔臨場検査などへの活用と成果品としてのデータの自動編集や類似案件への適用により、生産の効率化とエラー防止対策

に活用させる。また、独自の通信システム(Ai-TEC)との併用により、非接触下の環境においても現場臨場感を共有でき、リモート業務を含めた生産管理とスキルアップの効果を得ることができる。事例として、橋脚工事や河川施設点検における施工管理の試行により効果を検証している。

建設生産の自動化やデータ活用による、施工速度の向上や効率化の進展は、今後も継続的な生産革命としてうかがえる半

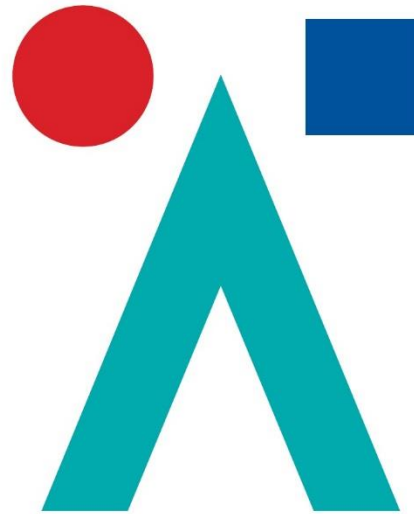
面、データのみでは推し量れない部分も依然として多く、その補てんは従前のスキルによる判断が欠かせない。それらを考慮し、アサヌマモデルの建設DX推進として、アイマップシステムによるデジタルライゼーションの実行に加え、技術者の気付きを促進させる、デジタルとアナログのハイブリッドによる独自技術との融合により、次世代へ継承させる新たな事業化モデルとしての生産革命を目標にまい進している。

アイマップシステムによるデジタルライゼーション(イメージ)



2021/9/29 The daily Kensetsu-Tsushin Newspaper

Shinken chiku October issue



With Our Proud History,
Creating a Desirable Future



November 12, 2021

Contact
Corporate Communications Dept.
Tel 06-6585-5500 Fax 06-6585-5556