

IR Meeting Material

Financial Results for the First Quarter of the Fiscal Year Ending March 2024

With Our Proud History,
Creating a Desirable Future



Asanuma Corporation
Prime Market of the Tokyo Stock Exchange
Stock Code :1852

1. FY2023 1Q Financials	
(1) Financial Results / Progress	P. 3
(2) Breakdown of Orders Awarded	P. 4
2. Progress of the Medium-Term Business Plan	
(1) Renovation Business	P. 5
(2) Response to the Decrease in the Production Worker Population	P. 8
(3) Non-Financial Information Management (ESGs, SDGs, etc.)	P. 9
3. Topics	P. 10

1. FY2023 1Q Financials

(1) Financial Results / Progress



- Orders awarded increased by ¥11.432 billion YOY due to a significant contribution from orders awarded for domestic construction projects.
- The reason for the YOY decline in sales and profits was that there were many projects completed in 1Q FY2022, while in FY 2023, many of them will be completed in 2H. Full-year forecasts are expected to be achieved.

Major Financial Results & Plans (Consolidated) (Unit: million yen)	FY2021			FY2022				FY2023			
	1 Q Results	Full-Year Results	Progress Rate (%)	1 Q Results	Full-Year Results	Progress Rate (%)	YoY	1 Q Results	Full-Year Plan (revised)	Progress Rate (%)	YoY
Orders Awarded	28,669	136,568	21.0	33,265	144,743	23.0	4,595	44,697	144,700	30.9	11,432
Completed Construction Contracts	29,367	135,478	21.8	33,060	144,436	22.9	3,693	30,179	141,800	21.3	△2,881
Gross profit	2,375	13,444	17.7	3,328	15,139	22.0	952	2,343	13,950	16.9	△984
Rate	8.1%	9.9%	—	10.1%	10.5%	—	2.0P	7.8%	9.8%	—	△2.3P
SGA cost	2,168	8,609	25.2	2,341	9,447	24.8	173	2,424	9,850	24.6	82
Operating Profit	206	4,835	4.3	986	5,691	17.3	779	△81	4,100	—	△1,067
Profit attributable to owners of parent	133	3,748	3.6	760	4,200	18.1	627	32	4,540	0.7	△728
Dividend	—	* 363円	—	—	191円	—	—	—	197.5円	—	—
Dividend payout ratio	—	78.1%	—	—	73.3%	—	—	—	70.2%	—	—

* * We split each common share at a rate of 2 shares on August. 1, 2022. Therefore, for the year ended March 2022, the amount of a per-share divide is calculated based on before the stock split.

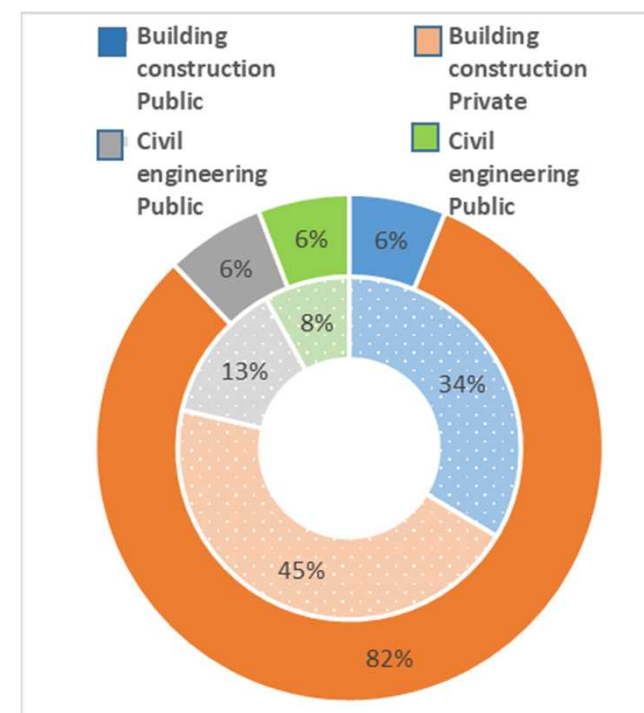
1. FY2023 1Q Financials

(2) Breakdown of Orders Awarded



- Domestic orders (orders at the parent company) were firm, led by the building construction private sector
- Orders received by overseas subsidiaries were also strong

Orders (Unit: million yen)		FY2022	FY2023	
		1 Q Results	1 Q Results	YoY
ASANUMA CORP. (non- consolidated basis / domestic business)	Building Construction	25,219	35,750	10,531
	Public	10,779	2,505	△8,273
	Private	14,440	33,245	18,804
	Civil Engineering	6,873	4,937	△1,935
	Public	4,277	2,571	△1,706
	Private	2,595	2,366	△229
	Total	32,092	40,688	8,595
	Public	15,056	5,076	△9,979
	Private	17,036	35,611	18,575
Subsidiaries in ASEAN		1,172	4,008	2,836
Consolidated		33,265	44,697	11,432



Pie chart : Orders
Outside : FY2023
Inside : FY2022

2. Progress of the Medium-Term Business Plan



(1) Renovation Business

① Results/Progress

- Renewal Business is progressing steadily toward the goal of achieving an operating profit in the building renovation business of above 35% of consolidated operating profit by the final year of the medium-term plan, FY2023

Operating Profit from Building Renovation Business (FY2023 1Q Results) ((Unit: million yen))

	FY2021	FY2022	① FY2023 ¹			
	1Q Results	1Q Results	1Q Results	Full-Year Plan	Progress Rate	YoY
Operating Profit	243	238	483	1,443	33.4%	244

Domestic Building Renovation

Orders Awarded	4,962	3,521	9,988	20,000	49.9%	6,467
Completed Construction	3,746	2,686	3,466	18,000	19.3%	780
Operating Profit	251	86	42	1,120	3.8%	△43
% of Operating Profit	121.5%	8.7%	—	27.3%	—	—

ASEAN Building Renovation

Orders Awarded	18	1,172	4,008	9,700	41.3%	2,836
Completed Construction	437	1,998	2,047	10,000	20.5%	48
Operating Profit ²	△7	152	440	323	136.2%	288
% of Operating Profit	—	15.5%	—	7.9%	—	—

1. As 1Q 2023 consolidated operating profit was negative, % of operating profit in building renovation business in consolidated operating profit is not calculated
 2. Including goodwill amortization of ASEAN affiliates

2. Progress of the Medium-Term Business Plan

(1) Renovation Business

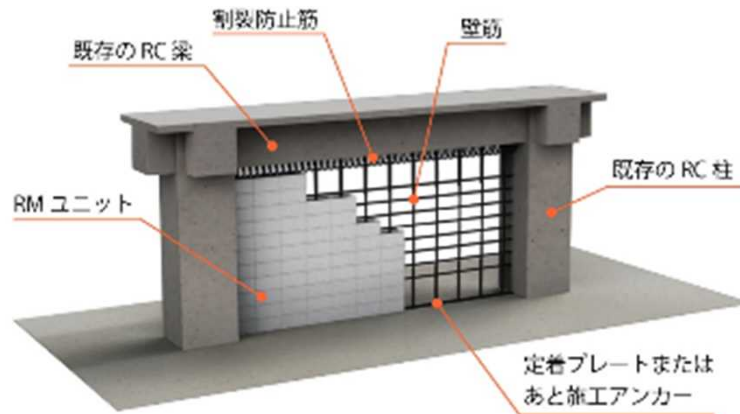
② Upgrading technology · Internal deployment



- Enhance proposal capability of our renovation business to customers using our proprietary technologies
- Horizontal deployment of proprietary technologies in workplaces

Seismic Strengthening Works with Using Buildings

Our proprietary technology, “An-shin” Block, enables earthquake-proofing while using buildings with minimum space



This technology used at the worksites



Technology Presentation

Awards are given to outstanding entries from employees, and presentations are held in order to spread these technologies horizontally. (16th time this year)



Award ceremony

Excellence Award

- Pilot Run for the Management Model and Utilization of Special Information by Digitalization
- Steel Frame Construction by Method of RC-column S-beam Hybrid Construction
- Comparison of Construction Methods for Quality for Spread Footings Groundlevels and others

Environmental Technology Award

- Overview and Construction Works of Environmentally friendly concrete 'BB+FA Concrete' and others

2. Progress of the Medium-Term Business Plan

(1) Maintenance and Repair Business (Renovation)

③ Strengthening Business in ASEAN Region



- In Singapore, two acquired subsidiaries which run renovation-related business has been performing well.
- In Thailand, promoting the business of reinforcement of bridges using carbon-fiber sheeting (approved as JICA's program).

SINGAPORE

Subsidiary Name	SINGAPORE PAINTS & CONTRACTOR PTE. LTD.			EVERGREEN ENGINEERING & CONSTRUCTION PTE. LTD.		
Acquisition	October 2018			January 2022		
Description of Businesses	Building painting and repair work contractors			Maintenance services, Electrical engineering services		
Results	FY2022 1Q	FY2023 1Q	YoY	FY2022 1Q	FY2023 1Q	YoY
Orders	575	2,920	2,344	596	1,088	492
Construction Contracts	521	1,118	597	1,477	1,298	△179
Operating Profit	△1	85	86	193	398	204
Goodwill	7	8	—	32	35	—

THAILAND

Subsidiary Name : Thai Asanuma Construction Co.,Ltd.

Establishment year : July 2021

Description of Businesses : Maintenance business for highway and bridges

- Jointly promotes the business of reinforcement of bridges with Toray Industries, Inc., and Toray International, Inc.
- Adopted for JICA SDGs Business Support Program in 2021. Strengthening businesses to acquire orders
- Carbon Fiber Sheet Reinforcement and Cross-Sectional Repair of Viaducts in Thailand as a pilot project



1st pilot project in Thailand

2. Progress of the Medium-Term Business Plan

(2) Response to the Decrease in the Production Worker Population Promoting DX

- Jointly developed learning-system “GEMBA (construction site)Trainer” utilizing 3D , released in June
- DX Committee continues to promote Digitalization

Jointly Developed Learning-System “GEMBA Trainer” Utilizing 3D, Released in June

- ① Adventure Section
Produce the building under construction (S-structure and RC structure) in virtual reality, and solve various issues while walking freely in construction site.
- ② Exercise Section
After the experience in ‘Adventure Section’, 240 of various questions will be raised



Freely walk around the virtual work sites

DX Committee Promotes Digitalization that contributes to the sophistication and streamlining of construction works

- ✓ Promotes introduction of BIM・CIM and optimization of the construction works by using tablets
- ✓ Improves efficiency of existing operations through digitalization of paper works

2. Progress of the Medium-Term Business Plan

(3) Non-Financial Information Management (ESGs, SDGs, etc.)

- 'Scope 3 Category 11' was added to CO₂ reduction target. Aim to reduce CO₂ in a wider scope
Also, in light of CO₂ savings achieved under Scope 1 and 2 in FY 2022, we plan to set higher targets.
- As other non-financial information activities, Restricted Stock (RS) Compensation Plan was introduced to employees in addition to Directors and Executive Officers

Set Wider Scope and Higher Goals for the Reduction of CO₂ Emissions

- 'Scope 3 Category 11' was added to CO₂ reduction target
- As shown in Chart 2, the FY2022 CO₂ savings achieved under Scope 1 and 2 were substantial. In light of this result, we plan to set even higher targets.

(Reference)

Scope 1 : CO₂ generated from our business activities

Scope 2 : CO₂ of indirect emissions from the use of electric gases

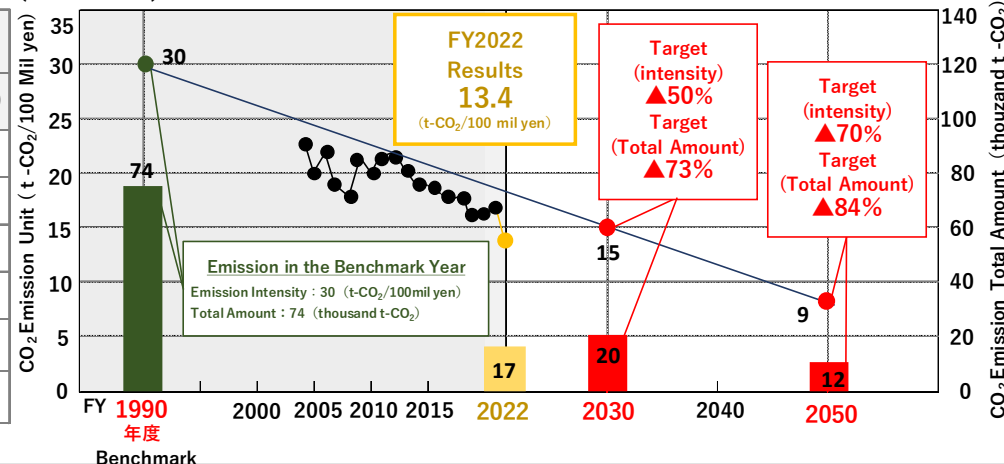
Scope 3 : CO₂ emitted from the building after delivered to customers and during the use of buildings

(Chart 1)

CO ₂ Emission	Unit		Benchmark		Results FY2022	Target	
			FY	Amount of Emissions		FY2030	FY2050
Scope 1+2 (Building Construction only)	Emission Intensity	t-CO ₂ /100 mil yen *	1990	30	13.4	15 ▲50%	9 ▲70%
	Total Amount	t-CO ₂	1990	74,193	17,000	20,032 ▲73%	11,871 ▲84%
Scope 3, Category 11 (In-house + out-sourced designed buildings)	Total Amount	t-CO ₂	2021	693,428	647,430	589,414 ▲15%	450,728 ▲35%

* Emissions per 100 million yen of completed construction

(Chart 2)



Introduction of Restricted Stock (RS) Compensation Plan for employees

- Eligible Persons : 1,330 employees
- Number of shares : 42,560 shares (Common Stocks)
- Purpose : To incentivize the employees for the sustainable improvement of the Company's corporate value and to promote further value sharing with shareholders.

4. Topics



松井氏(佐々木氏)

本システムを考案した浅野組の松井亮夫本社長室技客研究所調査研究グループ調査は「気づくことから」を中心とした現場の問題発見能力は



Wed 28

バーチャル空間でノウハウ取得

[illegible]

現場の中でさまざまなイベントが発生し問題を解決していく

[illegible]

現場トレーナーを6月リリース

現場トレーナー製作委員会

「漫浪組」青木あす美建設などセネガル、8社とCSTに
タシテマ・研究所CSTで
構成する「現拠トナール
製作委員会」は、B・M・メ
を使った一チャル一団面上
で施工するノウハウを各参
事体随順して管理教士シ
テム「現拠トナール」を開
発した。従来のスタック
も加わり、ゲームのB・M
をえた操作感とミニチュラ
で若い世代がコンクリート
らしい。セネガル8社は施工
管理のノウハウをゲーム感

覚で学べる実践的教育
として入社し、2年以内
若手活用して立ち。昌司
のリソースを決定してら。
製薬業には、青木あす美
なるが設備投資共々建設
佐藤美、大木隆、高松健
建設、飛鳥建設、らんいん
建設、セネガル8社とCST
の各々が参加している。

それと共に進む課題とて
て、若手を教育するべき和
40代層の主任技士の中心
社員足と、コノ間にいる
O・T（職場内研修）の必要

ある程度経験を積んだ人々によって、中堅社員が空間化する中、現場運営の要となるのは難しい。従来扱っていたような単純な作業に、現場運営に加えて能動的な振舞いのノウハウを学ぶことの必要を感じていただと、懸念。

具体的には、パチナリ建設現場の中でゲーム用コントローラーを使用して現場監督のアドバイザーを動かす、所長や先発、職人、近隣住民らと共同で発生するイベントを経験しながら施工管理に必要な知識を学ぶ。現場で起こる不

4編「環境技術賞」1編の計5編の担当者が発表と質疑応答を行った。ウェブ配信を併用し、全国の作業所や支店などから計約300人以上が視聴した。

開催に先立ち、浅沼誠社長は「名古屋支店改修プロジェクトはグッドデザイン賞ベスト1000に選ばれるなど多くの賞に輝いた。独自の技術とノウハ우는現場の社員の皆さんの果敢なチャレンジによって培われる。1年間のチャレンジの結果を披露する場が技術発表会であり、引き続き積極



的な応募をお願いしたい」とあいさつした。写真（浅沼組提供）。

5編の技術発表に続き、日本大学危機管理学部の木下誠也教授が「インフラ整備は国家百年の計」と題し講演した。

発表演題は次の通り。

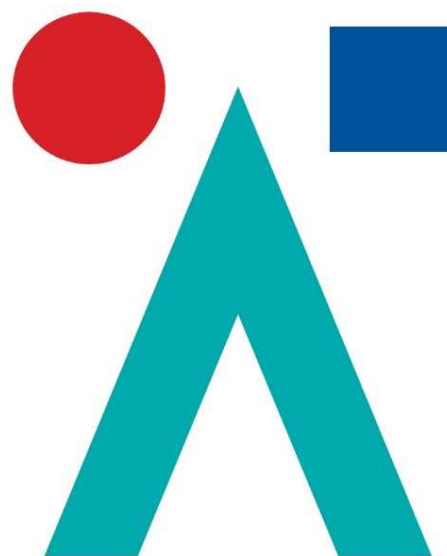
【優秀賞】DX推進による空間情報利活用と管理モデルの試行▽柱RC梁SHアイブリッド構法における鉄骨工事▽直接基礎地盤面の品質確保のための地下水位低下工法の工法比較▽ディープウェル工法の採用と実績及び地下水再利用による環境負荷低減について▽マイクロスコープを用いた仕上材の劣化状況の観察による劣化診断システムの高度化

【環境技術賞】環境配慮型コンクリート「BB+F Aコンクリート」の概要と実施工。

August 10, 2023
The Daily Engineering & Construction News

Memo





FY2023

Contact

Corporate Communications Dept.

Tel 06-6585-5500 Fax 06-6585-5556

With Our Proud History,
Creating a Desirable Future

