

Financial Results Briefing for the Second Quarter of the Fiscal Year Ending March 31, 2023

With Our Proud History,
Creating a Desirable Future



November 16, 2022 (Wednesday)

Asanuma Corporation

Prime Market of the Tokyo Stock Exchange

Stock 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.

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Consolidated Financial Results for the Second Quarter of the Fiscal Year Ending March 2023



(Unit: 100 million yen)

Major Indicators	FY2021	FY2022			
	2 Q Results	2 Q Plan	2 Q Results	YOY	Ratio to the plan
Orders received	590	—	683	93	—
Completed construction contracts	592	636	656	64	20
Gross profit on completed construction contracts	55.8	56.4	63.8	8.0	7.4
Rate	9.4%	8.9%	9.7%	0.3P	0.9P
Operating income	15.1	12.5	21.7	6.5	9.2
Profit attributable to owners of parent Net income	9.6	12.0	21.4	11.8	9.4

Progress toward the Consolidated Full-Year Plan for the Second Quarter of the Fiscal Year Ending March 2023



(Unit: 100 million yen)

Major Indicators	FY2021			FY2022		
	2 Q Results	Results	Progress Rate	2 Q Results	Plan	Progress Rate
Orders received	590	1,366	43.2%	683	1,416	48.2%
Completed construction contracts	592	1,344	44.0%	656	1,433	45.8%
Gross profit on completed construction contracts	55.8	131.4	42.5%	63.8	143.4	44.5%
Rate	9.4%	9.8%	—	9.7%	10.0%	—
Operating income	15.1	48.4	31.3%	21.7	56.1	38.6%
Profit attributable to owners of parent Net income	9.6	37.5	25.5%	21.4	41.2	51.8%
Dividend (Payout ratio)	—	¥363 (78.1%)	—	—	*¥191 (74.8%)	—

* We split each common share at a rate of 2 shares on August 1, 2022. Therefore, for the year ending March 2023, the expected amount of a per-share divide is calculated based on after the stock split.

Orders received for the Second Quarter of the Fiscal Year Ending March 2023



(Unit: 100 million yen)

		FY2021	FY2022	
		2 Q Results	2 Q Results	YOY
Asanuma	Building construction	505	523	18
	Public	115	90	△25
	Private	390	433	42
	Civil engineering	78	109	31
	Public	65	65	△0
	Private	13	44	31
	Total	584	632	49
	Public	180	155	△25
	Private	403	477	74
Foreign subsidiaries		7	51	44
Consolidated total		590	683	93

Major Measures in the Three-Year Medium-Term Plan



— 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. Promoting "ReQuality" Renovation Brand Strategy.
2. Upgrading of renewal technology
3. Continue to strengthen renovation business in ASEAN region.

★ Decline in the productive labor force in the construction sector.

1. Promoting cooperation with subcontractors
2. Promoting DX

★ Momentum to improve corporate reputation through non-financial management activities (ESGs, SDGs, etc.)

1. Promotion of "Eco-Friendly ASANUMA21".
2. Promoting Sustainability

Current Status of Renovation



Target

In FY 2023, operating income from the Building Renovation Business will increase to 35% of consolidated operating income.

Building renovation total

(Unit: 100 million yen)

	FY2021	FY2022	
	2 Q Results	2 Q Results	YOY
Share of operating income	32.2%	28.5%	△3.7P

Domestic building renovation

Orders received	98	108	10
NET SALES	78	67	△11
Operating income	4.8	1.9	△2.8
Share of operating income	31.7%	9.0%	△22.7P

ASEAN building renovation

Orders received	7	51	44
NET SALES	8	42	33
Operating income	0.1	4.2	4.1
Share of operating income	0.6%	19.5%	19.0P

Promoting "ReQuality" Renovation Brand Strategy

Nagoya Branch Renovation PJ

Spatial design with consideration for mental and physical health

Evaluate the health and comfort of building users

Obtain WELL Certification Gold

First in Japan to acquire certification for renovation of the entire office in 30 years of construction



Design from a long-term perspective as a recycling-oriented environmentally conscious building

Selected as Good Design Best 100

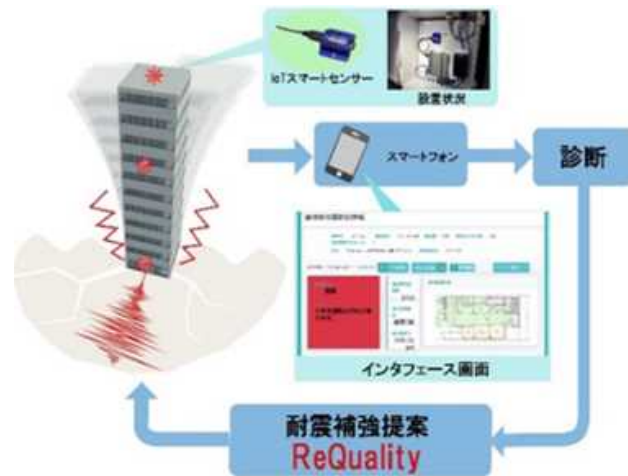
(sponsored by the Japan Design Promotion Association)



Proposal for seismic strengthening

○Seismic monitoring system

- Immediate analysis and diagnosis of building shaking during earthquakes
- Making use of cloud systems to enable access to building diagnostic results from anytime and anywhere
- The necessity of seismic investigation and construction of buildings after the earthquake is judged, and if necessary, seismic reinforcement is proposed.



lot smart sensor

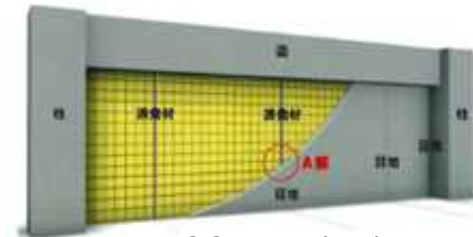


Analyze and notify earthquake tremors

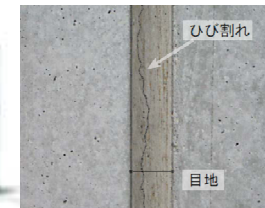
Reducing Carbon Emissions through Extension of buildings

○Technological capabilities for extending product life

- Controlling concrete cracks (inducing joints) and preserving clean conditions without cracking walls or floors, contributing to longer life (CCB method)



CCB method



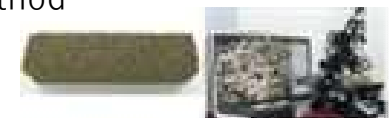
Floor CCB method

- Material (PRS) to disperse cracks in joints of wall surface applied with CCB method to minimize wrinkles on wallpaper stuck on wall surface

PRS joint filling method



PRS joint



PRS joint filler

Reinforcement of renovation efforts in ASEAN





(Unit: 100 million yen)

Current situation of Foreign subsidiaries

SINGAPORE

Name	Acquisition	Description of Businesses	FY2022 2 Q Results		
			Orders	Completed construction contracts	Operating income
SINGAPORE PAINTS & CONTRACTOR PTE. LTD.	October 2018	Building painting and repair work contractors	21	14	0.1
EVERGREEN ENGINEERING & CONSTRUCTION PTE. LTD	January 2022	Maintenance services, Electrical engineering services	30	28	4.1

Promoting cooperation with subcontractors

Promotion of the Construction Carrier-Up System (CCUS)	<p>○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.</p> <ul style="list-style-type: none"> • Support Secretariat established from October 1, 2021 to March 31, 2023 • Implementation of online briefing sessions (six times from September to December 2021)
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. • Registration in CCUS will be added from the license renewal of certification in the next fiscal year as the target requirement.
Training with subcontractors	<p>○Conducted training sessions for engineers from members of the Yayoi Association, which is made up of partner companies.</p> <ul style="list-style-type: none"> • Explanation of the Basic Sustainability Policy, Human Rights Policy, and Procurement Policy. • Safety training using VR and safety belts. 
Awards and presentation sessions for productivity improvement measures at work sites	<p>○Joint efforts with subcontractors at each worksite to solicit measures to improve productivity Award and presentation meeting held (Forth held on October 28, 2022) (Cost reduction, shortening of construction period, introduction of new technology, etc. 69 editions)</p> 

Initiatives of DX Promotion Committee

① Promote introduction of BIM • CIM related products

- Training for employees to expand introduction.
- Consideration of measures to expand the number of projects subject to introduction.
- Consideration of measure to expand utilization not only at the design stage but also at the construction stage.



Existing spatial survey using 3D scanners

② Optimization through the use of tablets

- Arrangement and centralized management of construction photos
- Inspection of bar arrangement
- Inspection of finish



Bar arrangement inspection using tablets

③ Joint development with other companies

- Construction RX consortium: robotics, power suits, etc.
- Kyoken 21: Bar arrangement inspection

④ Computerization of office work

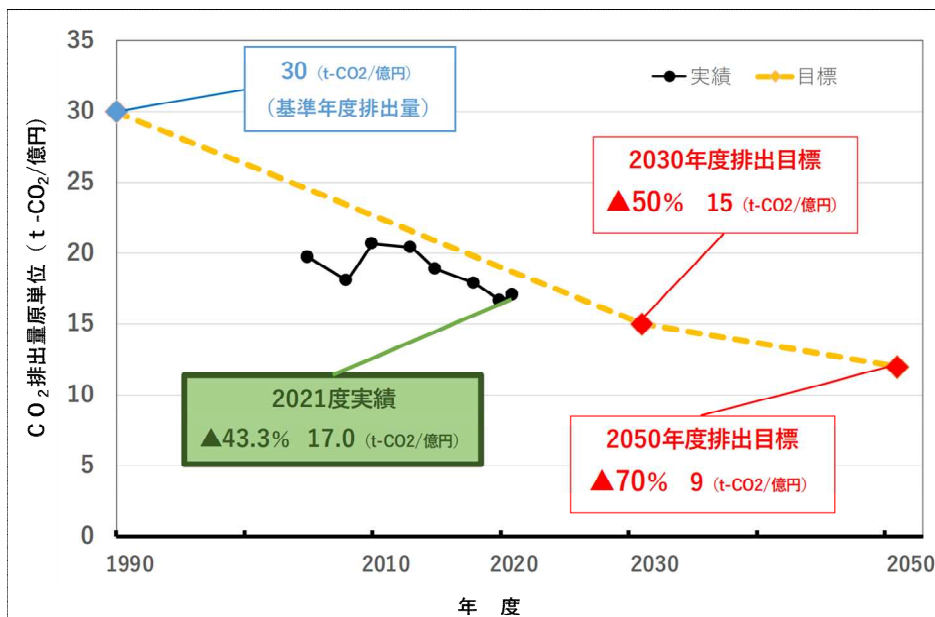
- Digitization of contracts, orders, bills, etc.: Expansion of introduction of CI-NET
- Digitization of office procedures for building-closing associations: Expansion of cooperation with CCUS

Long-Term CO2 Reduction Targets (Scope 1+2)

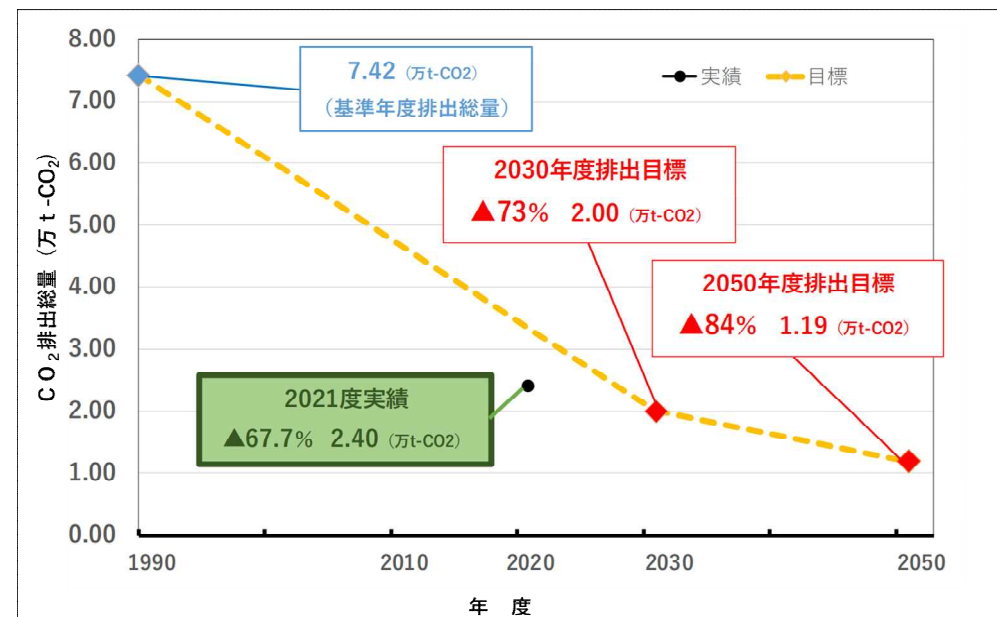
○ "Reduce CO2 emissions per 100 million yen of construction to 50% by FY2030 and 70% by FY2050 compared to FY1990" (basic unit target)

○ "Reduce total CO2 emissions by 73% by FY 2030 and 84% by Fy 2050 from FY1990" levels (total emissions target)

Trends in reducing CO2



Original unit target (FY2021updated)



Total emissions target from FY2022)

About Scope 3

- We are considering the calculation method and will start studying the setting of reduction targets in the future.
- Scheduled to re-establish scope 1+2 targets after setting scope 3 targets

Various Initiatives at Workplaces

Reducing CO2

Initiatives①

With a CO2 reduction rate of 50%
Introduction of Environmentally Conscious Concrete in Construction



Preserving biodiversity

Assessment by CASBEE shall be incorporated in all worksites for design and construction projects, with the aim of obtaining a rating of A rank at 50% or more worksites (Comprehensive Assessment System for Building Environments).



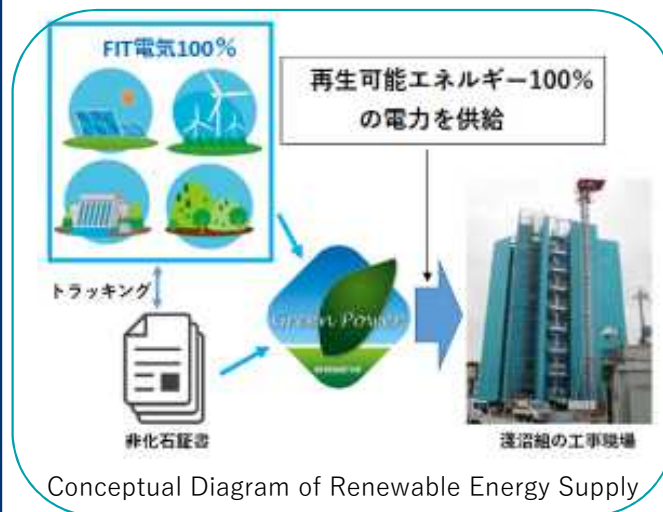
sample



Adopted the "Ikimoto Plus" simple evaluation tool for biodiversity, selected trees for the Onchi River and green land adjacent to the workshop, and responded to a variety of environmental conservation measures.

Initiatives②

Introduction of 100% renewable energy power to all new construction sites



FY2021 564,291 kWh

Major Initiatives of the Sustainability Promotion Committee

① Initiatives to Promote Environmental Management

Established a working group to promote environmental management, and established the Environmental Technology Award at the technical review presentation meeting.

② Promotion of activities related to the Climate-Related Financial Disclosure Task Force (TCFD)

Medium-to long-term targets related to climate change

[Total emission target added to basic unit target \(details on next page\)](#)

③ Establishment of human right policy and procurement policy

In addition to the Basic Sustainability Policy, the Human Rights Policy and Procurement Policy are formulated and disclosed to HP.

④ Partnership Building Declaration

Declare the establishment of new partnerships from the standpoint of "orderers" through collaboration and coexistence with suppliers and businesses seeking to create value.



⑤ Further agenda issues

Establishment of "KPI" in sustainability management and consideration for securing core human resources and diversity, and formulation of human resource development policies and measures that take human rights into account

ReQuality-related



改修後の名古屋支店外観

グッドデザイン賞を受賞

浅沼組の名古屋支店改修PJ

浅沼組の名古屋支店改修PJ（プロジェクト）が、日本デザイン振興会主催の2022年度グッドデザイン・ベスト100に選出された。

築30年の名古屋支店を環境配慮型ビルへリニューアルしたもの。既存躯体を活用し、自然の光、風へのアクセシビリティを高める改変を行うとともに、土や木などの自然素材を最大限活用している。

審査評価では、循環型の環境配慮ビルとして長期的な視点を持って、実践可能なプロセスまで緻密にデザインされていることなどが高く評価された。

Oct.17 2022 The Daily Engineering & Construction Newspaper

WELL認証
ゴールド取得
浅沼組の名古屋支店改修プロジェクトが米国の健康建築性能評価制度「WELL Building Standard (WELL認証)」のゴールドランクを取得したと発表した。築30年以上経過したオフィスビルの全体改修で同ランクを獲得した事例は国内初という。



浅沼組は、名古屋支店の改修プロジェクトが米国の健康建築性能評価制度「WELL Building Standard (WELL認証)」のゴールドランクを取得したと発表した。築30年以上経過したオフィスビルの全体改修で同ランクを獲得した事例は国内初という。

7月28日付で取得した。WELL認証は人間の健康に焦点を置いた国際的な環境評価システムで、「空気」「水」「食物」「光」「運動」「温熱快適性」「音」「材料」「心」「コミュニティ」の計10項目のコンセプトで評価を満す必要がある。浅沼組は、改修後のビルが「WELL Building Standard」のゴールドランクを取得した。これは、米国の健康建築性能評価制度「WELL Building Standard」のゴールドランクを取得した事例は国内初という。

Sep.26 2022 The daily Kensetsu-Tsushin Newspaper

Others



「変化に挑戦」体現
浅沼組は、2022年度の技術発表会を開いた。コロナ禍における対応として、大阪本店と東京支店の2会場に関係者が参加し、当日の発表映像や資料を社内ネットに公開して情報共有を進めた。

冒頭、あいさつした浅沼社長は「現行の中期3カ年計画の2年目で、ちょうど折り返し地点に差し掛かっている。基本方針に『変化に挑戦』を掲げた意味を社員一人ひとりが改めて自分自身に問い掛けてほしい」と呼び掛けた。

〈社長賞〉
社員投票と審査によって選定された社長賞など各賞は次のとおり。

〈社長賞〉
▽タワーマンションのフルPC工法での計画と実施
▽優秀賞
▽調整池内における泥水式推進工の到達施工と寒冷地の造成工事における工期短縮目的のICT積極活用での施工と建設現場の安全性の検討。

〈環境技術賞〉
▽名古屋支店改修工事における「ReQuality」実現のための構造架構の実例。

Aug.26 2022 The daily Kensetsu-Tsushin Newspaper

性能証明を取得

PRS工法適用拡大へ

浅沼組など14社研究会

鉄筋挿入型ひび割れ制御工法、充填する工法、クロス貼り法協会（CBB工法協会）などの仕上げ層における亀裂あるPRS工法研究会（代表企業：浅沼組）は、RC・SRC造建物におけるコンクリート躯体の目地充填に使うポリラスレジンサンド（PRS）の建設技術性能証明を取得した。第三者評価機関による「お墨付き」を得たことで一層の適用拡大を狙う。

PRS工法は、コンクリート躯体のひび割れを誘発する目地に珪砂とファイバー樹脂を混合して製造したPRSを、（7月現在）となっている。

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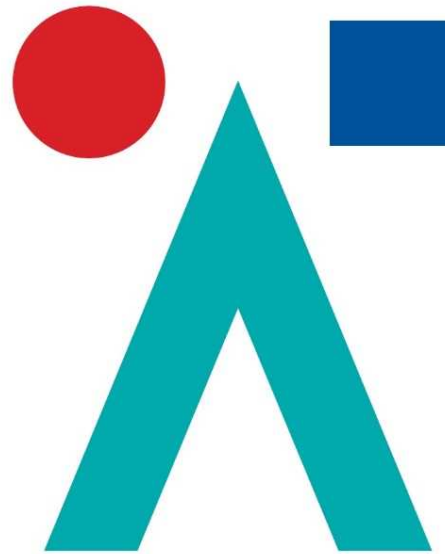
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Sep.2 2022 The daily Kensetsu-Tsushin Newspaper



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November 16, 2022

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