



ASANUMA CORPORATION

Q2 Financial Results Briefing for the Fiscal Year Ending March 2024

November 17, 2023

Event Summary

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[Participants]	10	
[Number of Speakers]	3	
	Makoto Asanuma	Representative President, CEO
	Morio Yamakoshi	Representative Director, Senior Managing Officer
	Marika Asanuma	Executive Officer

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Presentation

Moderator: Thank you for standing by. The time has arrived, and we will now begin the financial results briefing for ASANUMA CORPORATION.

To begin, I would like to introduce three people from the Company. First, Makoto Asanuma, Representative President and CEO.

Makoto Asanuma: I am Asanuma. Thank you very much.

Moderator: Thank you.

Next is Morio Yamakoshi, Representative Director, Senior Managing Officer, and Head of the President's Office.

Yamakoshi: I am Yamakoshi. Thank you very much.

Moderator: Thank you very much.

Next is Marika Asanuma, Executive Officer and General Manager of the Corporate Communications Division.

Marika Asanuma: I am Marika Asanuma. Thank you very much.

Moderator: Thank you.

Today, we will start with President Makoto Asanuma, followed by General Manager Marika Asanuma, and after their explanations, we will have time for a question-and-answer session. Now, without further ado, President Asanuma, please go ahead.

Makoto Asanuma: I am Makoto Asanuma, the President of the Company, as introduced just now. Thank you very much for joining us today. I will now present ASANUMA CORPORATION's financial results for Q2 of the fiscal year ending March 31, 2024. First, I will give a brief overview of the financial results.

First, as for the environment of the construction industry, private-sector construction investment has remained firm, with demand for new warehouses, logistics facilities, factories, and other facilities expanding due to the strong drive for capital investment. However, the cost of construction work is still rising due to soaring material prices caused by factors such as the increased demand associated with the end of the COVID-19 pandemic and prolonged supply chain disruptions caused by the invasion of Ukraine by Russia, as well as soaring labor costs due to labor shortages.

As a result of these factors, consolidated results for Q2 of the fiscal year ending March 31, 2024 showed YoY increases in orders and sales, but a decrease in gross profit and other earnings figures. However, compared to the plan, the strong performance of our Singapore subsidiaries contributed to the consolidated results, and both sales and profits exceeded the plan. Orders, sales, profits, and dividends for the full year are expected to be in line with the plan disclosed in May.

Less than six months remain in the Three-year Medium-Term Plan that we are currently working on. The entire Company will continue to work together to achieve our performance targets and complete the implementation of each measure.

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Marika Asanuma, Executive Officer and General Manager of the Corporate Communications Department, will now explain the details.

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Marika Asanuma: Today, I would like to explain, if you would look at the second page of the horizontal document in the handouts. I would like to begin by explaining the details of our results for Q2 of the fiscal year ending March 31, 2024. As stated in the second item, this fiscal year is the final year of the Three-Year Medium-Term Business Plan, and I would like to explain the progress of this plan.

Let me briefly touch on the outline of the initiatives of the Three-Year Medium-Term Business Plan. In our Three-Year Medium-Term Business Plan, we have set forth the theme of taking on the challenge of changes in the external environment, and we have identified three changes in the external environment.

First, as a response to domestic construction investment, which is expected to decline over the medium to long term, we are focusing on our maintenance and repair business so called renovation business. The second change in the external environment is that the working population is expected to decline, and we are responding to this trend through digital transformation and other measures. Third, we believe that we must respond to non-financial management activities, such as ESG and SDGs, more than ever before, and we are implementing a variety of measures to respond to this trend.

We are proceeding with the Three-Year Medium-Term Business Plan based on these three pillars, and I will explain the progress of the plan later in this presentation.

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1. FY2023 2 Q Financials



(1) Financial Results / Progress (Consolidated)

- ① In 2Q for the fiscal year ending March 2024, orders received were firm against the backdrop of a favorable order environment. Sales were positive both YoY and versus forecasts due to steady progress in construction work. Profits below Gross Profit fell YoY due to lower profit margins from higher materials price, but the plan was achieved thanks to strong earnings at the Singapore subsidiaries.
- ② FY2023 full year plan is expected to be achieved with the extraordinary income by the transfer of fixed assets.

Major Financial Results & Plans (Consolidated) (Unit: million yen)	FY2021			FY2022			FY2023				
	2 Q Results	Full-Year Results	2Q Progress Rate (%)	2 Q Results	Full-Year Results	2Q Progress Rate (%)	2 Q Results	YoY	vs Plan	Full-Year Plan	2Q Progress Rate (%)
Orders	59,047	136,568	43.2	68,318	144,743	47.1	85,229	16,910	1,929	144,700	58.9
Net Sales	59,689	135,478	44.0	66,888	144,436	46.3	70,040	3,152	5,070	141,800	49.4
Gross Profit	5,720	13,444	42.5	6,760	15,139	44.6	6,276	△483	6	13,950	45.0
GP Rate	9.6%	9.9%	—	10.1%	10.5%	—	9.0%	△1.1P	△0.7P	9.8%	—
SGA cost	4,209	8,609	48.8	4,594	9,447	48.6	4,691	96	△48	9,850	47.6
Operating Profit	1,511	4,835	31.2	2,165	5,691	38.0	1,585	△580	55	4,100	38.7
Net Profit	956	3,748	25.5	2,135	4,200	50.8	1,101	△1,034	246	4,540	24.3
Dividend	—	¥363 ⁽²⁾	—	—	¥191	—	—	—	—	¥197.5	—
Dividend Payout Ratio	—	78.1%	—	—	73.3%	—	—	—	—	70.2%	—

(1) 'Notice Concerning the Transfer of Non-Current Assets and Posting of Extraordinary Income (Gain on Sale of Non-Current Assets)' disclosed on Nov 8 2023 is already reflected to the full-year-plan

(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.

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Please turn to page three. In this section, I will first explain the details of our consolidated financial results for Q2 of the fiscal year ending March 31, 2024.

The first red box shows the results for Q2, and to the right is the YoY change and comparisons with the plan. In addition, the second red box shows the full-year plan for the current fiscal year and the rate of progress toward the full-year plan for Q2 in percentages.

First, please look at the first red box. The first line shows the results for Q2, with orders received of JPY85,229 million, an increase of JPY16,910 million YoY, and to the very right, an increase of JPY1,929 million over the plan. As mentioned earlier by the president, orders have been firm against the backdrop of a favorable order environment.

The second line, in terms of sales, the results for Q2 totaled JPY70.04 billion, an increase of JPY3,152 million YoY and an increase of JPY5,070 million over the plan. Here, as construction progressed smoothly, net sales increased both in comparison to the previous year and to the plan.

Continuing on to profit, please look at the gross profit margin on line four. In Q2, the gross profit margin was at 9%, down 1.1% YoY and down 0.7% from the plan. This is due to the continuing impact of high material prices and a decline in profit margins, resulting in a YoY decrease in profit. As a result, operating profit was JPY1,585 million, a decrease of JPY580 million YoY, and net income was JPY1,101 million, a decrease of JPY1,034 million YoY.

On the other hand, if you look at the rightmost column of the profit section, the comparison with the plan, you will see that we are overachieving compared to the plan. The operating profit was higher by JPY55 million, and the net profit was higher by JPY246 million. Regarding these figures, we have two renovation-related

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subsidiaries in Singapore, which performed very well. Their strong performance was reflected in the consolidated results, resulting in the figures exceeding the plan on a profit basis.

I would like to continue by discussing the percentage of progress toward the full-year plan here in the second red box. As you can see here in the Q2 progress rate, we are making progress at a satisfactory level, but the progress rate of net profit for the period under review is somewhat low.

As shown on the second reference material, we plan to record an extraordinary profit from the transfer of assets in H2, as disclosed on November 8, and if this is factored in, we expect to achieve our full-year plan. As a result, we plan to pay a dividend of JPY197.5, as planned. We also expect the dividend payout ratio to exceed 70%.

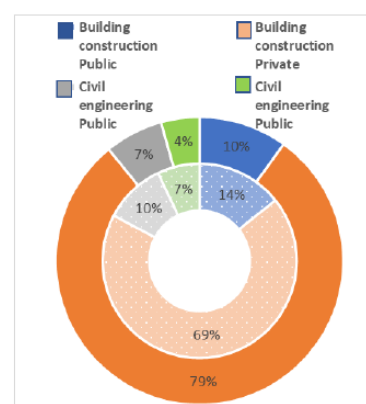
1. FY2023 2 Q Financials

(2) Breakdown of Orders Awarded



- ① Orders received in domestic business grow steadily mainly led by factories and warehouses in private sectors
- ② Orders received in overseas subsidiaries also increased YoY due to large-scale construction orders at a subsidiary in Singapore

Orders (Unit: million yen)		FY2022 2 Q Results	FY2023 2 Q Results	YoY
Domestic Renovation Business (non- consolidated basis)	Building Construction	52,299	68,388	16,089
	Public	9,040	7,638	△1,402
	Private	43,258	60,749	17,491
	Civil Engineering	10,917	8,352	△2,565
	Public	6,480	5,042	△1,438
	Private	4,437	3,309	△1,127
	Total	63,217	76,740	13,523
	Public	15,521	12,680	△2,840
	Private	47,695	64,059	16,364
Subsidiaries in ASEAN		5,101	8,488	3,386
Consolidated		68,318	85,229	16,910



Pie chart : Orders
(non-consolidated basis)
Outside : FY2023 2 Q
Inside : FY2022 2 Q

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Please continue to page four. Earlier, in the consolidated results section, I mentioned that orders have remained strong. I would like to briefly explain the details of this trend.

The consolidated figures at the bottom show YoY increases, as indicated earlier, mainly driven by construction, as indicated in the first red box. Among these, the third line from the top, the rightmost column, shows a YoY increase of JPY17,491 million for the private sector, mainly due to orders received for factories and warehouses.

Another factor indispensable to the increase in orders received is our overseas subsidiaries, the Singapore subsidiaries, which I mentioned earlier. They have steadily received orders and have also contributed to the consolidated results.

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2. Progress of the Medium-Term Business Plan



(1) Renovation Business ①FY2023 2Q Results

- The target 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, is expected to be achieved, thanks to strong performance at ASEAN renovation-related subsidiaries.
- In the domestic renovation section, some of the large-scale orders were secured and full-year forecasts were almost achieved as of 2Q, which is expected to contribute to PL.

Operating Profit from Overall Building Renovation Business (FY2023 2Q Results) ((Unit: million yen)

	FY2021	FY2022	FY2023			
	2 Q Results	2 Q Results	2 Q Results	YoY	Full-Year Plan	Progress Rate
Operating Profit	762	480	1,106	626	1,443	76.6%
% of Operating Profit	50.4%	22.2%	69.8%	—	35.2%	—
Domestic Building Renovation						
Orders	8,817	10,789	19,600	8,811	20,000	98.0%
Completed Construction	8,313	6,670	8,219	1,549	18,300	44.9%
Operating Profit	768	230	345	115	1,120	30.8%
% of Operating Profit	50.8%	10.6%	21.8%	—	27.3%	—
ASEAN Building Renovation						
Orders	691	5,101	8,488	3,386	9,700	87.5%
Completed Construction	842	4,182	4,647	465	10,000	46.4%
Operating Profit ⁽¹⁾	△6	250	761	510	323	235.6%
% of Operating Profit	△0.4%	11.6%	48.0%	—	7.9%	—

(1)A Including goodwill amortization of ASEAN affiliates

(2) Increased in FY2022 due to acquisition of EVERGREEN ENGINEERING & CONSTRUCTION PTE. LTD. into a subsidiary

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Please continue to page five. Now, I will explain the status of our efforts in the Three-Year Medium-Term Business Plan, where, as I mentioned earlier, the current fiscal year is the final year.

I mentioned earlier that we have three areas of focus, the first of which is the renovation business. We have been carrying out our medium-term business plan with the goal of a business portfolio in which more than 35% of our consolidated operating profit at the end of the current fiscal year will be from the renovation business. As planned, we expect to achieve 35% at the end of the fiscal year ending March 31, 2024, the end of the final year of the plan.

Specifically, as of Q2 of this fiscal year, operating profit from the renovation of domestic construction projects and ASEAN renovation projects totaled JPY1,106 million as a whole, an increase of JPY626 million YoY, and we expect to achieve our goal for the full year as well. Although the share of operating profit has grown slightly, the consolidated operating profit, which is the denominator, is rising steadily when viewed on a fiscal year basis, and we are expecting 35.2% at the end of the fiscal year.

As for the factors behind this increase, as you can see in the domestic renovation section below, there was an increase in this area as well, where we were able to secure large orders for renovations. And, as I mentioned earlier, we also booked orders in Singapore, which contributed to the YoY increase.

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2. Progress of the Medium-Term Business Plan

(1) Renovation Business (2) Promoting 'ReQuality' the Renovation Business Brand



- As part of our value-added offerings, we are proposing renovation projects using our own unique technologies
- Our Nagoya Branch renovation project, a flagship of our renovation business, was awarded in Singapore as well.

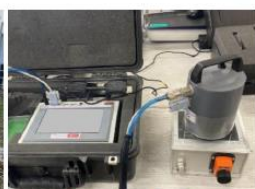
Proposing Renovation by Utilizing Proprietary Technologies

Advanced RC examination and diagnosis technology

Based on our own evaluation criteria through a basic examination, we propose a more appropriate or optimal renovation, which also contributes to cost reduction.



The field of Examination at our client building



Details



<https://www.requality.jp/service/advance/133/>

'Kantsuchi Block'

Reused the soil left over from construction sites to create these blocks using our technology



Installed the blocks at office building reception of our client JR West Properties Co., Ltd



Details



<https://www.requality.jp/service/advance/140/>

Our Nagoya Branch Renovations Project Wins Singapore Good Design 2023

Our Nagoya Branch Renovation Project received SG Mark, category 'Sustainable Design Winner' in Singapore.



Details



<https://www.requality.jp/works/145/>

6

Now, for the measures we are taking to obtain renovation orders, please see page six.

Our construction renovation is mentioned in the title at the top, and we are branding it with the name 'ReQuality'. I would like to explain a little about the technology, which is an indispensable factor in promoting 'ReQuality'. The renovation business is something that every company is doing, but as part of our value-added offerings, we are proposing renovation projects using our own unique technologies. Let me highlight two specific examples of this here.

First of all, advanced RC examination and diagnosis technology mentioned on the left side. This involves an examination of reinforced concrete using our proprietary standards and proposing a more appropriate or optimal renovation based on the results of the examination. We use our standards, conduct examination based on them, and make the most appropriate proposals, which contributes to cost savings on the customer side.

We also have another technology called "Kantsuchi block." These kinds of blocks, as you see in the picture, are usually thought to be made with concrete. What we are proposing are blocks made with soil. Their effects include, for example, absorbing moisture, absorbing odors, and circulating air, and our technical laboratory can make and provide blocks that take advantage of these soil properties.

Specifically, JR West Properties Co., Ltd. is a customer who develops and owns sites, as you may know. This customer reused the soil left over from their construction sites to create these blocks using our technology and installed them in their customer's office. We have introduced such examples here. These are just some of the technologies we are using to offer value-added renovation proposals.

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Another essential part in discussing our brand 'ReQuality' is our Nagoya branch renovation project, shown below the middle section. When we first began promoting 'ReQuality', we decided to first create a flagship product that would incorporate all of our various technologies and know-how. It was a project to completely renovate a 30-year-old building that was owned by our company.

For this, we have received various domestic and international awards, including the Good Design Best 100, which I am sure you all have heard about. We have also received the SG Mark, which is the Singapore Good Design Award. As a result, in addition to our efforts being praised, it has been a motivating factor for our employees, and we are continuing to promote 'ReQuality' using this as a steppingstone.

2. Progress of the Medium-Term Business Plan

(1) Renovation Business ③ Strengthening Business in ASEAN Region



- Two of the acquired subsidiaries in Singapore are performing well and progressing steadily toward the full-year plan.
- The business in Thailand continues to promote the business of reinforcement of bridges, etc (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	Renovation & Painting the Buildings					Maintenance services, Electrical engineering services, Renovation Buildings				
Financials	FY2022	FY2023				FY2022	FY2023			
	2 Q Results	2 Q Results	YoY	Full-Year Plan	Progress Rate(%)	2 Q Results	2 Q Results	YoY	Full-Year Plan	Progress Rate(%)
Orders	2,074	6,538	4,464	5,600	116.7	3,027	1,949	△1,077	4,100	47.5
Net Sales	1,370	2,492	1,121	4,700	53.0	3,487	2,972	△515	5,300	56.1
Operating Profit	11	149	138	110	135.5	411	799	388	560	142.8
Goodwill	17	18	—	—	—	155	169	—	—	—

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

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Please continue to page seven. Here, I would like to explain another essential element for our renovation business that has been mentioned often before, the ASEAN renovation business.

We have two renovation-related businesses in Singapore, one of which is Singapore Paints & Contractor Pte. Ltd. (SPC), which became a subsidiary of ours in October 2018. In addition to renovation work, this company paints buildings, etc. The other is Evergreen Engineering & Construction Pte. Ltd., which became a subsidiary last January. In addition to renovation, it also does maintenance and electrical installation.

As shown in the figures here, their performance has been very strong, and as I mentioned while explaining the consolidated business results, they are contributing firmly to the consolidated results.

Next, in the part written Thailand, we are working with Toray Industries, Inc., and Toray International, Inc., on a joint project with a material called carbon fiber, to reinforce bridges and viaducts by adhering carbon fiber sheets to their legs, etc. We are working diligently to accumulate orders for this area, and we are gradually building up the number of orders.

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2. Progress of the Medium-Term Business Plan

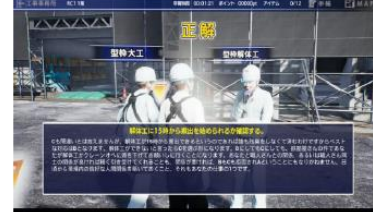
(2) Response to the Decrease in the Production Worker Population Promoting DX (Digitalization)



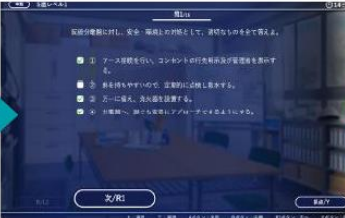
- Jointly developed with other companies “GEMBA Trainer” a virtual field experience-based construction management education software, which reinforces the education for young employees by digitalization.

- Learn in a quiz format by operating an employee avatar in virtual workplaces and discovering problems and precautions
 - Released products for various OSs as well as tablets. Enhanced educational programs for young employees by digitalization
- Accumulate experiences in the “Adventure Part”, walking around a virtual field, stepping forward to “Exercise Part” learning through the quiz according to the level.

Adventure Part



Exercise Part



Start

Q&A

Scoring • Explanation

8

Please continue to page eight. The second area of focus of the Three-Year Medium-Term Business Plan is to address the decline in the working population, of which I will explain the digital transformation portion.

As you are aware, the number of workers at construction sites has become extremely tight due to the decline in the productive labor force. Therefore, it has become very difficult for senior employees to educate junior employees, or for supervisors to teach their subordinates, as they used to do in the past.

Therefore, we developed a system, this software called “GEMBA (construction site) Trainer” together with another company. If you look at this photo, you can probably guess what it is, but it shows an avatar that can walk around construction sites. For example, you can see this yellow triangle in the upper left photo. When the avatar goes to this triangle, it zooms in on the situation and quizzes the user what precautions should be taken, or what problems exist. The software then shows multiple choices, and when the user clicks on the choice that they think is correct, the correct answer appears, and of course, it also shows mistakes, and the explanations appear.

I have actually tried the demo version, and it is hard to see here in this photo, but the screen is very beautiful, and you can walk around with the avatar as if you were really on the site. And it has been very well received for allowing people who have never been on site to learn about the work, while imagining what it is like, while having fun. Here, though, it's more of an adventure part, where you are walking around various buildings.

In the exercise part, there is no walking around, just quizzes, and you are given quizzes at different levels, and you answer them to accumulate more and more points. If we introduce this into the training of newcomers, for example, by having them compete with their peers, it would be possible to do so, and I think it would encourage the enjoyment and motivation to learn more and more.

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Currently, only these two buildings, S and RC, are available, but we are currently considering expanding this to various types of buildings, and while it will be construction sites, we are also considering expanding it to civil engineering as well.

2. Progress of the Medium-Term Business Plan

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

Environmental Conservation Initiatives



- In light of CO₂ savings achieved under Scope 1 and 2 in FY 2022, set higher targets of them in this August (Chart1)
- Continues to promote initiatives to reduce CO₂ Scope 3 Category 11, the target of which was newly added in FY 2023

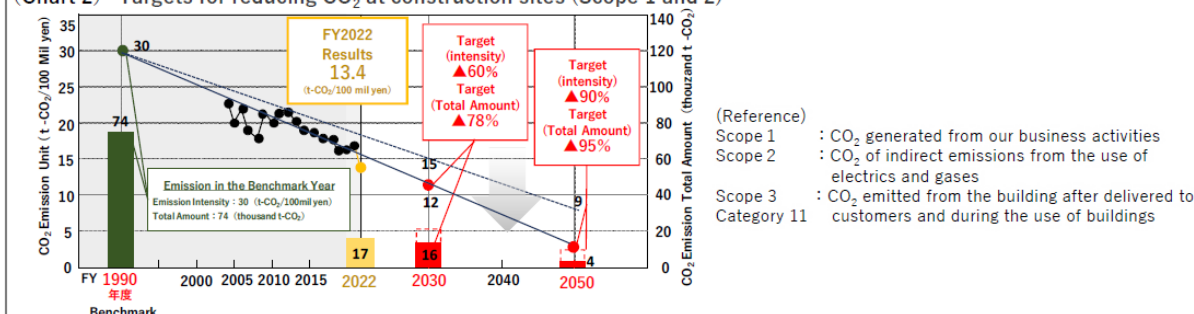
(Chart 1) CO₂ Reduction Targets

CO2 Emission	Unit	Benchmark		Results	Target	
		FY	Amount of Emissions		FY2030	FY2050
Scope 1+2 (Building Construction only)	Emission Intensity	1990	30	13.4 ▲55%	12.0 ▲50%	3.0 ▲90%
	Total Amount	1990	74,193	17,000 ▲77%	16,322 ▲78%	3,710 ▲95%
Scope 3, Category 11 (In-house + out-sourced designed buildings)	Total Amount	2021	693,428	647,430 ▲8%	589,414 ▲15%	450,728 ▲35%

* Emissions per 100 million yen of completed construction

In light of the FY 2022 results, the targets of Scope 1 and 2 for FY 2030 and 2050 set higher in this August.

(Chart 2) Targets for reducing CO₂ at construction sites (Scope 1 and 2)



9

Please continue to page nine. Here, I would like to explain the status of our non-financial management activities, including ESG and SDGs, which is the third area of our focus.

Of these, I would like to pick up on the first one here, which is our environmental initiatives. As shown in Table 1, we have established CO₂ reduction targets for FY2030 and FY2050 and have raised the targets for CO₂ emissions from business activities and CO₂ emissions from electricity and gas as shown in Scope 1, based on the results of FY2022. We will take this opportunity to further reduce our CO₂ emissions.

We have also set a new target for CO₂ emissions in Scope 3 Category 11, which is CO₂ emitted after the delivery of buildings to customers. We have set a reduction target for this during the current fiscal year as well and are working to further reduce CO₂ emissions in order to meet this reduction target.

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2. Progress of the Medium-Term Business Plan

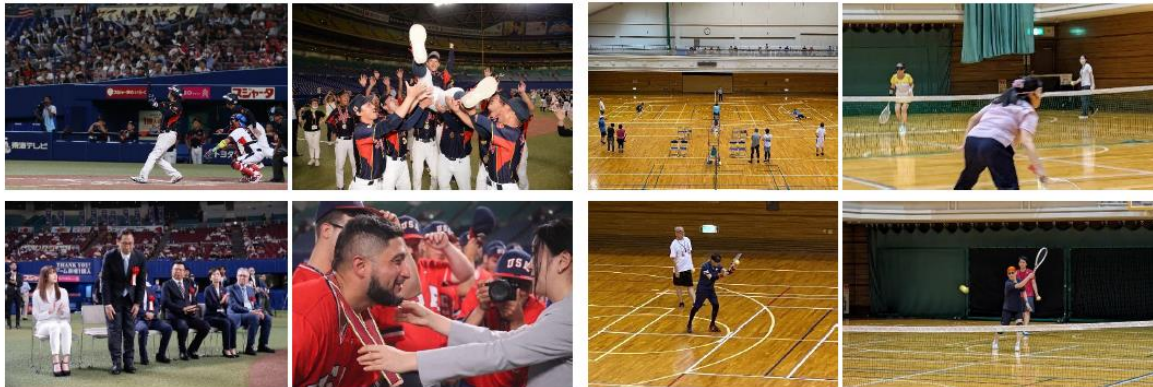
(3) Non-Financial Information Management (ESGs, SDGs, etc.) CSR Activities



- Supporting sports for the people with disabilities as part of CSR activities.
- Sponsored Japan Dream Baseball League (baseball players with disabilities) since 2018.
In September, also sponsored the world championship held for the first time in five years.
- Continued sponsorship of Japan Blind Tennis Federation, which started sponsoring in 2018

Asanuma's CSR Policy

In order to realize the ideal of society as a member of society, every employee is aware of his/her responsibilities and actively promotes social contribution activities.



WORLD DREAM BASEBALL 2023

6th 'Maido-okini! Friendly Cup'

10

I would also like to briefly touch on the second of our non-financial management activities, our social contribution activities.

Our policy for social contribution activities is as follows: “

In order to realize the ideal form of society as a member of society, each and every employee is aware of his/her social responsibilities and actively promotes social contribution activities. ”

As part of our social contribution activities, we sponsor and support sports for the disabled based on this policy. As one of them, we have been sponsoring the Japan Dream Baseball League every year since 2018, and in September this year, due to the pandemic, the world championships were held for the first time in five years. We also sponsored this event, and in addition to our sponsorship, we are also actively contributing by watching the games, as well as our president's appearance at the opening ceremony. We are also very honored to have presented the medals to the athletes during the closing ceremony.

We have also been sponsoring the Japan Blind Tennis Federation since 2018, as you can see in the four pictures on the right side. In addition to our continuous sponsorships, our corporate communications department is also involved in volunteer activities to assist visually impaired people.

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3. Topics



The article regarding 'Gemba Trainer' on May 31, 2023 by Architectures, Constructions & Engineerings News



Two of three buildings were constructed by us

大和ハウス DPL新横浜Ⅲが完成
3.5万㎡、設計・施工・浅沼組
大和ハウス工業が「DPL」が9月25日に完成した。Ⅲ新横浜プロジェクトとは延べ約3・5万平方メートル、2020年7月から竣工プロジェクト全体ではⅠⅡ浜市部地区に整備してきたⅢ新横浜プロジェクトは、3棟のマルチテナント建物となる。Ⅲ新横浜Ⅲは、羽田空港から約3・5万平方メートル、最後の1棟、都大田区、や横浜港にも近くなる「DPL新横浜Ⅲ」は、輸出入拠点としての役割を担う。金操工したDPL新横浜プロジェクト。右からⅠ、Ⅱ、Ⅲ（報道発表資料から）

Ⅲの所在地は川向町2001の14ほか、建物は柱RC梁S一部S造で延べ3万5470平方メートルの規模。設計・施工は浅沼組が担当した。
Ⅰ（延べ9万9644平方メートル）は22年3月に同社の設計・施工で竣工した。Ⅱ（延べ9万8589平方メートル）は22年11月に浅沼組の設計・施工で竣工した。Ⅲ（延べ9万8589平方メートル）は22年11月に浅沼組の設計・施工で竣工した。Ⅲは、多様な労働者の確保のためオールジェンダートイレや所を設けたほか、テナント企業従業員にもなる。

The article regarding the warehouse constructions on November 6, 2023 by Architectures, Constructions & Engineerings News

For the final topic, I would like to mention the most recent articles that featured our efforts.

One was a newspaper article by Architectures, Constructions & Engineerings News, which featured the “GEMBA (construction site) Trainer” that I mentioned earlier. The other was also featured by the Architectures, Constructions & Engineerings News, but in my explanation of the orders received earlier, I mentioned that we have received orders for warehouses and logistics facilities. One of these was Daiwa House's logistics warehouse and distribution facility, which was featured in the newspaper. There are three buildings here, two of which were constructed by us.

That is all from me. We have introduced some of our initiatives here, but we have also included a variety of our initiatives in our CSR Report, which I hope you will also take a look at.

That is all from me. If you have any questions, please go ahead.

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Question & Answer

Moderator [M]: Thank you very much for your explanation. Let's move on to the question-and-answer session. This briefing, including this Q&A session, will be transcribed in full and released.

Does anyone have questions? Yes, thank you very much. The staff will come and give you a microphone.

Participant [Q]: Thank you for your explanation. This is about your results, the renovation business on page five. Orders for construction in Japan doubled from JPY10.8 billion in the previous fiscal year to JPY19.6 billion this fiscal year, and the progress rate is already at 98%. I'm wondering if this is still a promising area for future growth. I wonder how much growth we can expect in the current fiscal year, and whether we will see figures from the next fiscal year in a new medium-term plan.

Apart from the numbers, I would be happy if you could share something, even if it is just an idea of how much the growth might be. If there are any bottlenecks or other issues regarding growth, I would appreciate it if you could mention them as well. That is all. Thank you very much.

Yamakoshi [A]: Regarding the domestic orders for renovations, the full-year plan is JPY20 billion, and we are sure that we can achieve that.

Currently, our target is to have domestic and overseas renovations account for at least 35% of our consolidated operating income, and for the future, we are considering a goal to achieve 40% or an even higher rate.

Participant [M]: Thank you very much.

Moderator [M]: Thank you very much. Are there any other questions? Does anyone else have questions? Anyone else?

Since there seem to be no further questions, this concludes the financial results briefing of ASANUMA CORPORATION. Thank you very much, President Asanuma, Representative Director Yamakoshi, and General Manager Marika Asanuma, for joining us today.

Marika Asanuma [M]: Thank you very much.

Moderator [M]: For all the participants, thank you very much for your participation.

[END]

Document Notes

1. Portions of the document where the audio is unclear are marked with [Inaudible].
2. Portions of the document where the audio is obscured by technical difficulty are marked with [TD].
3. Speaker speech is classified based on whether it [Q] asks a question to the Company, [A] provides an answer from the Company, or [M] neither asks nor answers a question.
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