

# Financial Results Briefing for the Second Quarter of the Fiscal Year Ending March 31, 2020

November 22, 2019 (Friday)

Asanuma Corporation

Securities Code :1852

With Our Proud History,  
Creating a Desirable Future



**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



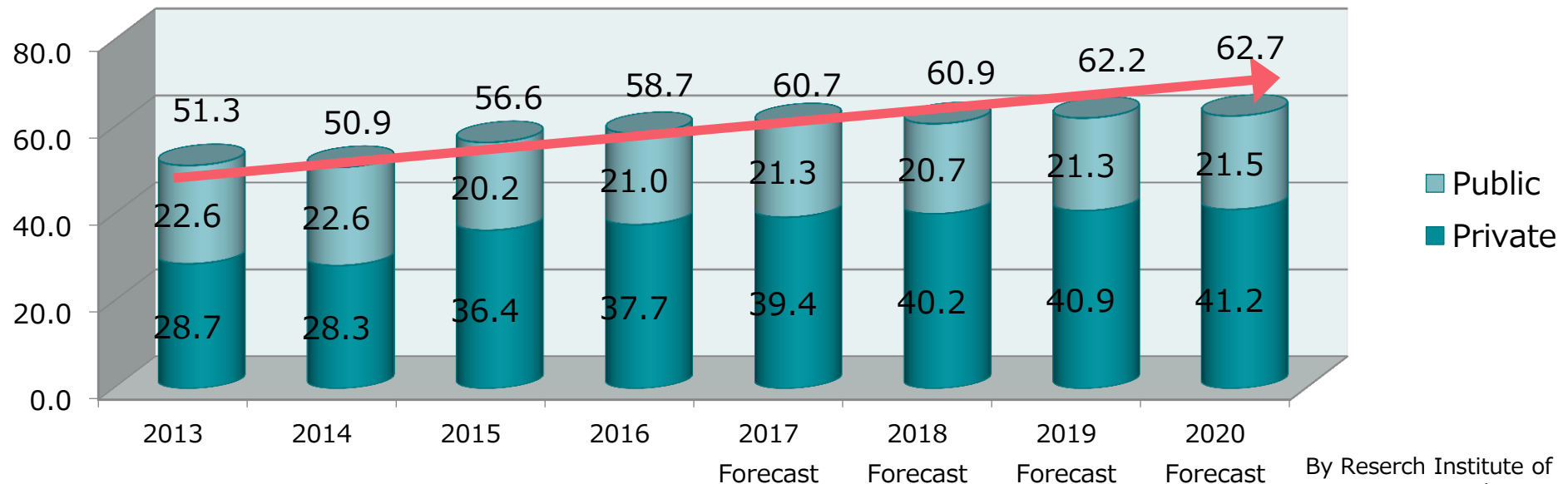
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## Construction industry

Despite the growing uncertainty in the foreign economy, capital investment in Private construction has been steady due to an increase in consumer spending and improved corporate earnings. Government construction investment is expected to continue to be strong, as economic measures and related budgets are expected to be steadily implemented. However, caution must be exercised in regard to factors that may depress capital investment by Japanese companies, such as postponement and restraint of capital investment due to the slowdown in the Chinese economy caused by trade frictions.

## Construction Investment

Trillion of yen



## This section introduces the recent topics of Asanuma

- Aug 1 Technology Presentation Meeting
- Oct 16 The Ai-MAP SYSTEM being developed was taken up in the BIMCIM Special Feature.
- Oct 30 Presentation Meeting on Measures to Improve Workplace Productivity



**技術発表会**

誇り確かめ合う場に  
浅沼組

浅沼組は1日、東京本店をメイン会場に全国7本支店をテレビ会議システムでつなぎ、2019年度技術発表会を開いた。全店で約280人の社員が参加した。全日本建設技術協会の大石久和会長が「インフラが切り開く未来 経済成長なくして財政再建なし」と題して特別講演したほか、社員投票と審査で選ばれた発表者が施工技術・開発に関する5テーマで発表し、参加者と発表者は活発に質疑を交わした。

冒頭、あいさつに立った浅沼誠社長は「浅沼組の社員として誇りをもつて仕事をしてほしい。その誇りを支える大きな柱は技術へのこだわりだ。技術発表会は「浅沼組らしい技術へのこだわり」を共有し、誇りを確かめ合う場だと考えている。第12回となるこの技術発表会を通じて誇りとなる浅沼組らしい技術を育て、「浅沼組で良かった」と言ってもらえるような良いモノづくりをみんなが進めよう」と呼び掛けた。写真・発表演題は次のとおり。

〈社長賞〉コンクリート床のひび割れ対策  
〈優秀賞〉ジャッキアップ量を最小限にした免震装置交換工事▽超高層物件における「雨仕舞い技術」への取り組み▽JS（上成）工法による床コンクリート押えの取組み▽西名阪自動車道連続8日間通行止め3班体制による背面空洞注入の施工について。

Aug 23 2019

**アイマップシステム  
技能定量化し生産能力維持**



浅沼組

青（い）にしえ から採りあげた勘やコツなどの経験知は、生産性向上対策の糧になるものとわが社では考えている。そこで、技能のアーカイブによる生産能力維持を目的とした、「アイマップシステム」の開発を進めている。技能を定量化するために、独自開発のヘルメットログや通信システムなどのセンシングツールと解析手法で、習熟者や職工書の意思決定履歴、未習熟者の教育訓練ツールおよび災害時の情報収集ツールとして汎用化を目指している。（田村 泰史／戦略事業推進部新技術事業化推進室課長）

Oct 16 2019

**協働の成果披露**

浅沼組が初の作業所生産性向上策表彰式

浅沼組は10月30日、「第1回協力会社様協働による作業所生産性向上策表彰式・発表会」を大阪本店（大阪市）で開いた。大阪本店のほか東京本店と東北・北海道・広島・九州・名古屋の5支店ともテレビ会議でつなぎ、計200人が参加した。

同社作業所で実践された生産性向上策の中から社員投票などの審査を経て選出された社長賞と優秀賞計4件が表彰を受けた。式に先立ち浅沼誠社長は「作業所の生産性向上には、協力会社との協働によるには、協力会社との協働による作業所独自のアイデアをもとに具現化した取り組みを情報収集し、水平展開することが有効だ。今回の発表内容に刺激を受けることで、ともに作業所で働く協力会社の皆さんと知恵を出し合い、さらに多くの生産性向上策が集まることを願っている」とあいさつした。

表彰式の後には受賞事例の発表も行われ、活発な質疑応答があった。4件の発表は次のとおり。

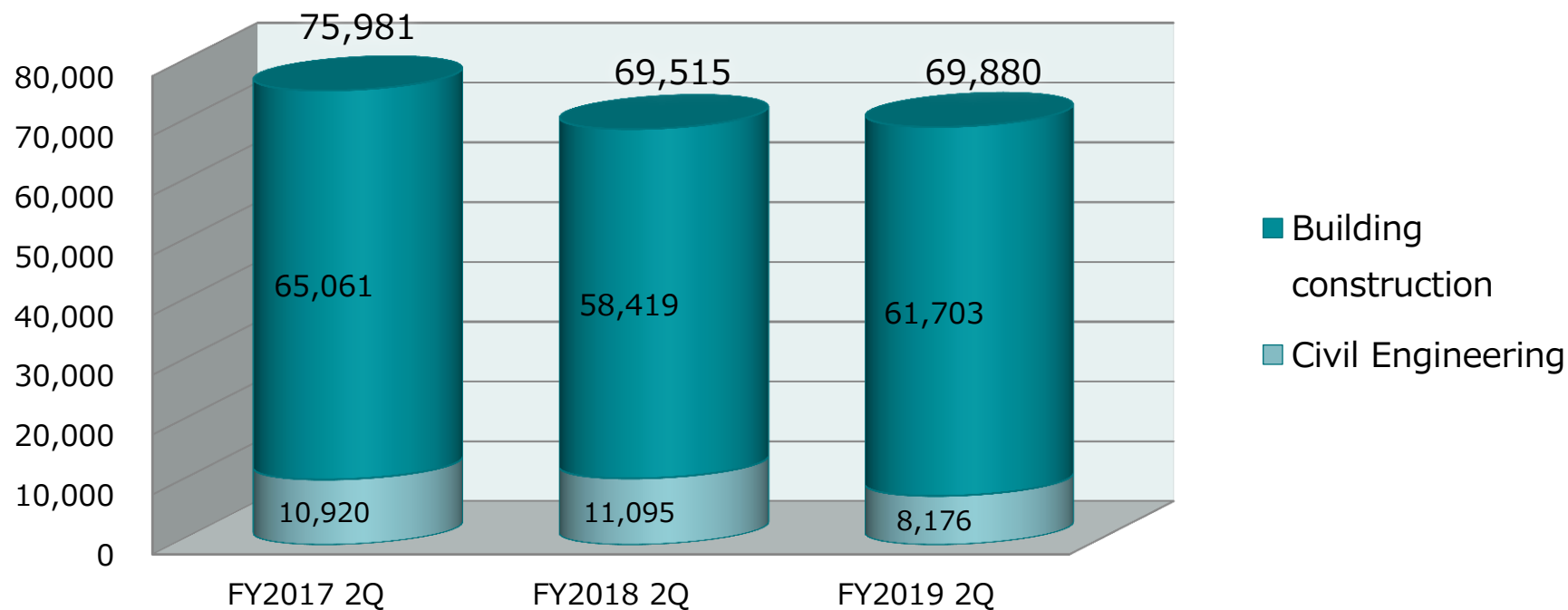
▽梁型枠ユニット化による工期短縮（仮称）天王寺区東高津町計画新築工事作業所と第五建設（優秀賞）  
▽既存支柱工法を活用することで梁底せき板を早期に解体できる理由から梁の型枠土間に部材のハリホルダーを使つてみた（仮称）タワー・ザ・ファースト名古屋栄作業所と吉重組  
▽屋上駐車場防水袖さえコンクリートのワイヤメッシュ配筋にかわるバルトップ採用による省力化・省力化（仮称）DPL川口領家新築工事作業所と飛田鉄防工業  
▽トンネル補修工事における3Dスキャナーデータを用いた現状把握（西名阪自動車道田尻トンネル（上り線）他3トンネル背面空洞注入工事作業所とケー・エフ・シー）



社長賞表彰

Nov 8 2019

# Orders FY2017 - FY2019 Q2



(Millions of yen)

	FY2017 Q2	FY2018 Q2	FY2019 Q2	YOY
Building construction	65,061	58,419	61,703	3,284
Civil Engineering	10,920	11,095	8,176	△2,919
Total	75,981	69,515	69,880	364

# FY2019 Q2 Major Orders

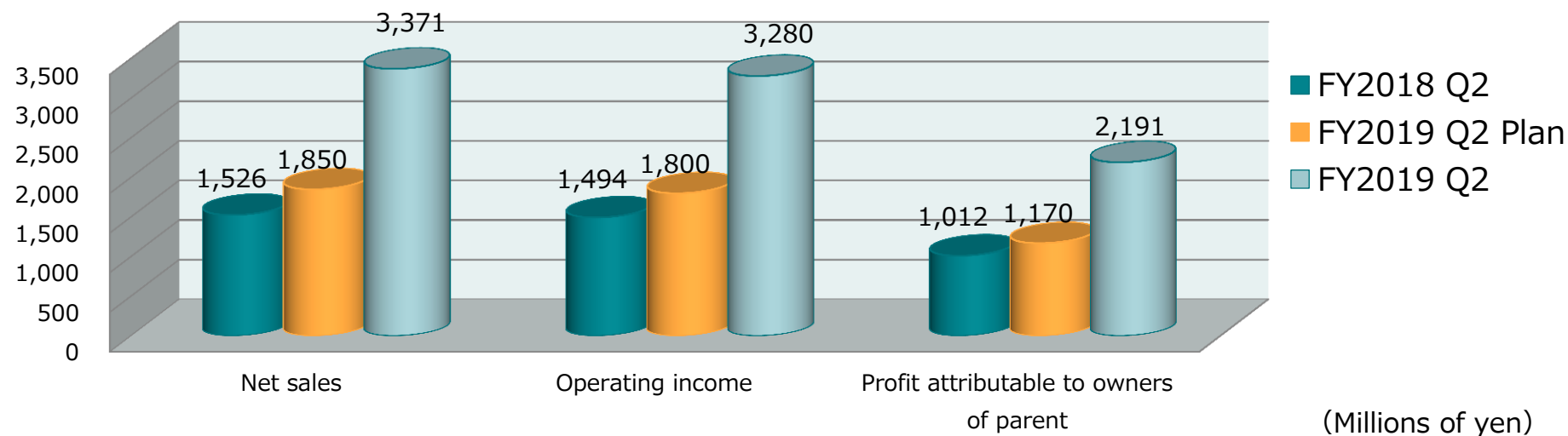


( ) JV total (Hundred millions of yen)

	Type of project	Client	Contract price
Building construction	Housing	Kitasuzurandai Ekimae Redevelopment Co., Ltd.	40.0
	Commercial Facilities	Daiwa Lease Co., Ltd.	30.7
	Factory	DMG MORI CO., LTD.	30.5
	Housing	Urban Renaissance Agency	26.5
	Office	Osaka SUBARU Corporation	19.3
	Renovation	Nara City	19.1 (27.3)
	Hotel	THE SANKEI BUILDING CO., LTD.	15.9
	Civil engineering	Road	Nagoya Expressway Public Corporation
Railway		Nagoya Railroad Co., Ltd.	9.8
Rainwater Drainage		Yachiyo City	7.0



# Consolidated Statements of Income



	FY2018 Q2	FY2019 Q2 Plan	FY2019 Q2	YOY	Plan ratio
Net sales	54,904	57,000	68,665	13,761	11,665
Operating income (Rate)	1,526 2.8%	1,850 3.2%	3,371 4.9%	1,844 2.1P	1,521 1.7P
Ordinary income (Rate)	1,494 2.7%	1,800 3.2%	3,280 4.8%	1,785 2.1P	1,480 1.6P
Profit attributable to Owners of parent (Rate)	1,012 1.8%	1,170 2.1%	2,191 3.2%	1,179 1.4P	1,021 1.1P



# FY2019 Q2 Major Net Sales

(Hundred millions of yen)

	Type of project	Client	Net Sales
Building construction	Housing	Daiwa House Industry Co., Ltd. Nankai Fudosan Co., Ltd. Nankai Electric Railway Co., Ltd. ORIX Real Estate Corporation	21.4
		Panasonic Homes Co., Ltd.	20.1
		Shimohana Logistics Co., Ltd	19.7
		TOSOH LOGISTICS CORPORATION	17.6
	Office	Bureau of Transportation Tokyo Metropolitan Government	12.3
	Distribution Warehouse	MANDAI Co., Ltd.	11.8
Civil engineering	Road	West Nippon Expressway Company Limited	12.9
	Bridge	Kanto Regional Development Bureau	4.3

## Completion work



(Saitonooka school)



(Shimohana Logistics Co., Ltd)



(South Wakayama S I C)

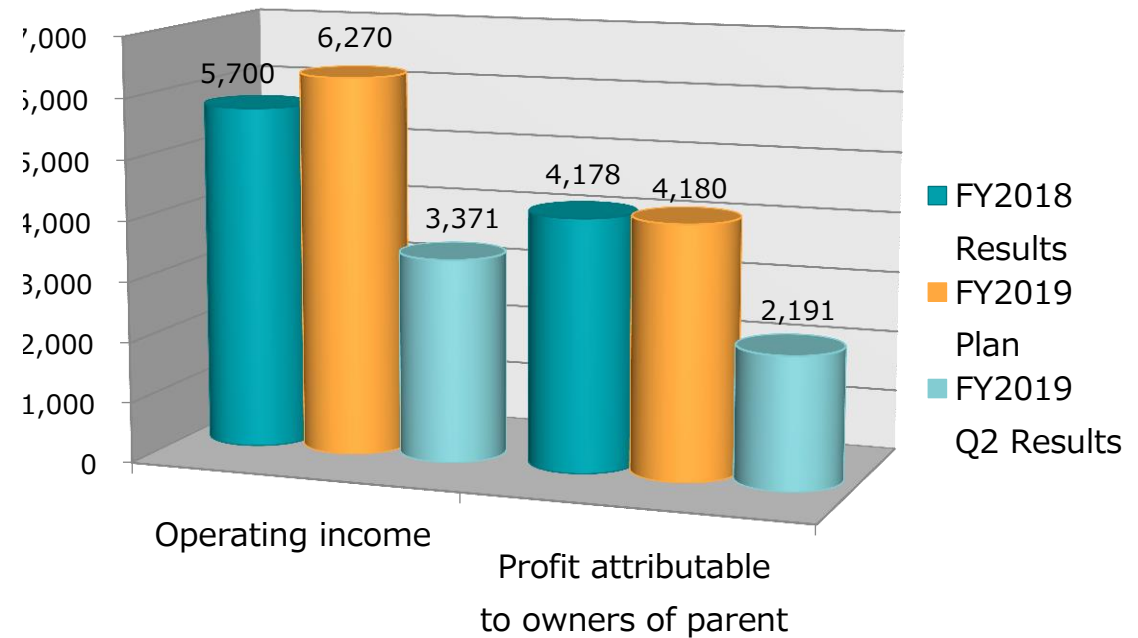
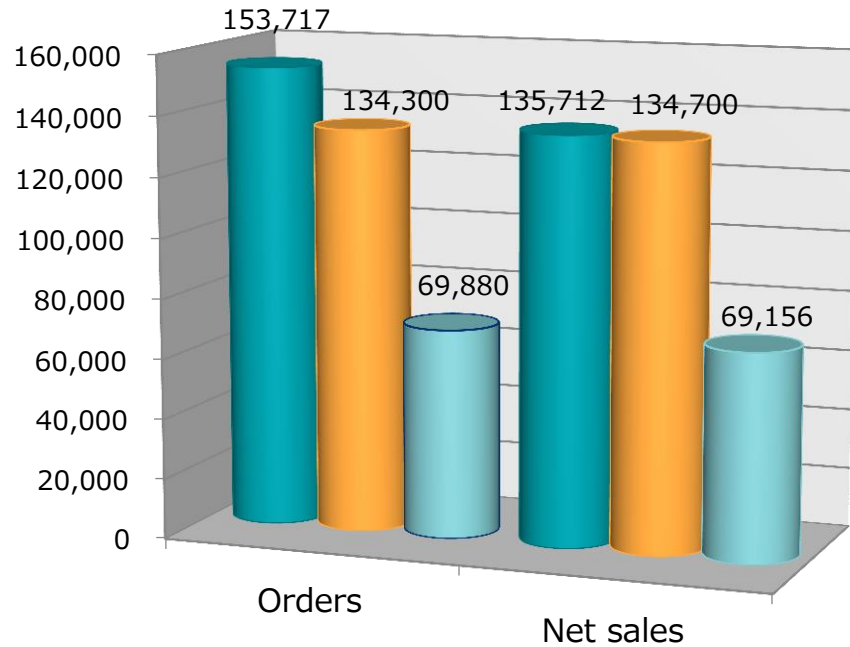
# Consolidated Balance Sheets



(Millions of yen)

Assets		FY2018	FY2019 Q2	YOY
Current assets		84,924	80,013	△4,911
Fixed assets		17,075	16,706	△369
	Tangible fixed assets	5,333	5,151	△181
	Intangible fixed assets	886	1,012	126
	Investments and other assets	10,855	10,541	△313
Total		102,000	96,719	△5,280
Liabilities		FY2018	FY2019 Q2	YOY
Current liabilities		51,147	44,280	△6,866
Long-term liabilities		13,386	13,924	537
Total		64,533	58,204	△6,329
Net assets		FY2018	FY2019 Q2	YOY
Total		37,466	38,515	1,048

# FY2019 Earnings forecast



(Millions of yen)

	FY2018 Results	FY2019 Plan	FY2019 Q2 Results	Progress rate
Orders	153,717	134,300	69,880	52.0%
Net sales	135,713	134,700	68,665	51.0%
Operating income	5,700	6,270	3,371	53.8%
Profit attributable to owners of parent	4,178	4,180	2,191	52.4%

# Three-year Medium-term Plan Progress (Numerical planning)

(Millions of yen)

	FY2018 Plan	FY2018 Results	Plan ratio	FY2019 Medium-term Plan	FY2019 Plan	YOY	Medium-term plan ratio
Operating income margin	3.8%	4.2%	0.4P	4.6%	4.7%	0.5P	0.1P
Return on Invested Capital (ROIC)	7.0%	8.1%	1.1P	8.4%	8.4%	0.3P	—
Return on equity (ROE)	9.0%	11.5%	2.5P	10.6%	10.6%	△0.9P	—
Equity ratio	36.0%	36.6%	0.6P	41.0%	41.0%	4.4P	—
Cost of capital (WACC)	5.0%	5.1%	0.1P	5.0%	5.1%	—	0.1P

# Three-year Medium-term Plan Progress ②

## Make the construction business even more profitable and competitive

### Joint activities with subcontractors and other partners for improving productivity

- Holding award ceremonies and presentations on measures to improve workplace productivity in cooperation with partner companies.
- President's award
  - “Shortening of construction time  
by making beam formworks unit”
- Outstanding performance award
  - 3 cases



Presentation of the President's Award

### Enhance renovation

- Renovation branding plan

By branding  
Promoting Differentiation, Strengthening,  
and Deepening of the Renovation Business of Asanuma



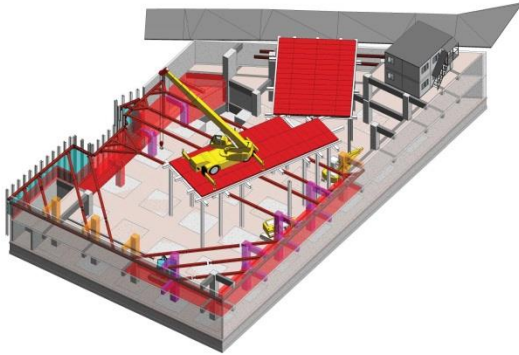
“OX is a renovation business brand of Asanuma”  
Acquire market recognition and create business opportunities



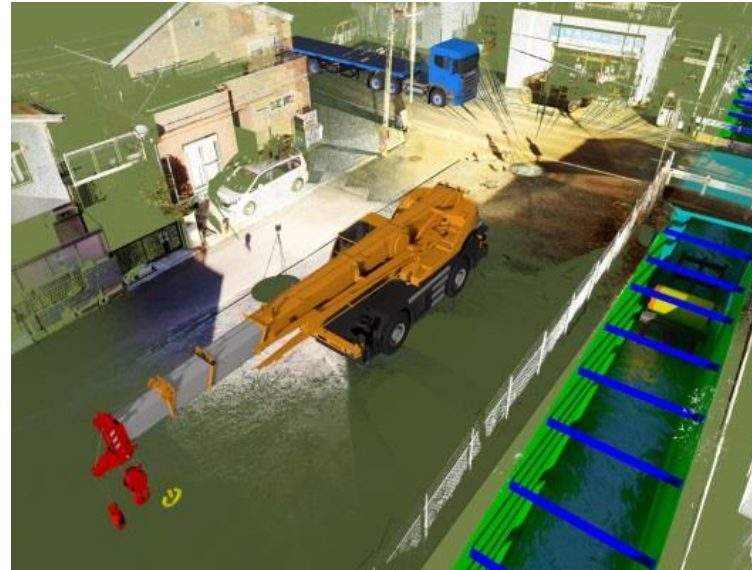
# Three-year Medium-term Plan Progress ③

**Make the construction business even more profitable and competitive**  
**Raise productivity by using information and communications technology**

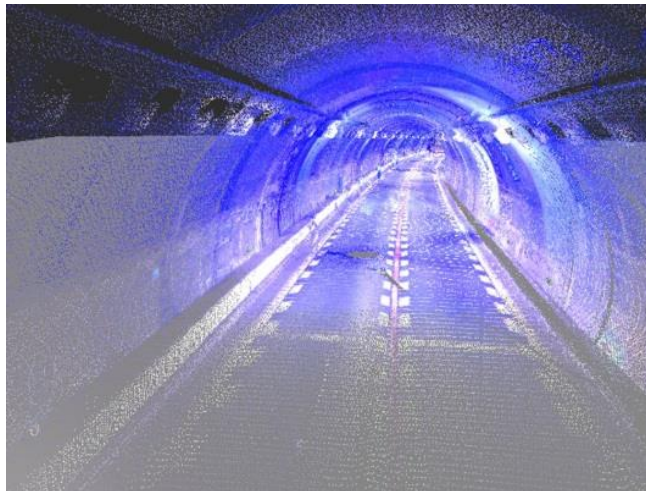
- Start trial of BIM, CIM and other ICT, and actively utilize them in design and construction



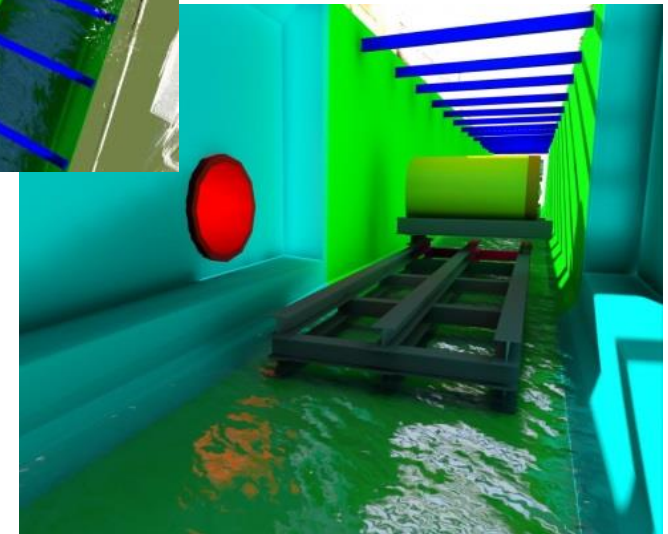
Construction plan



Construction Simulation  
by VR Model



3D scanner measurement



# Three-year Medium-term Plan Progress ④

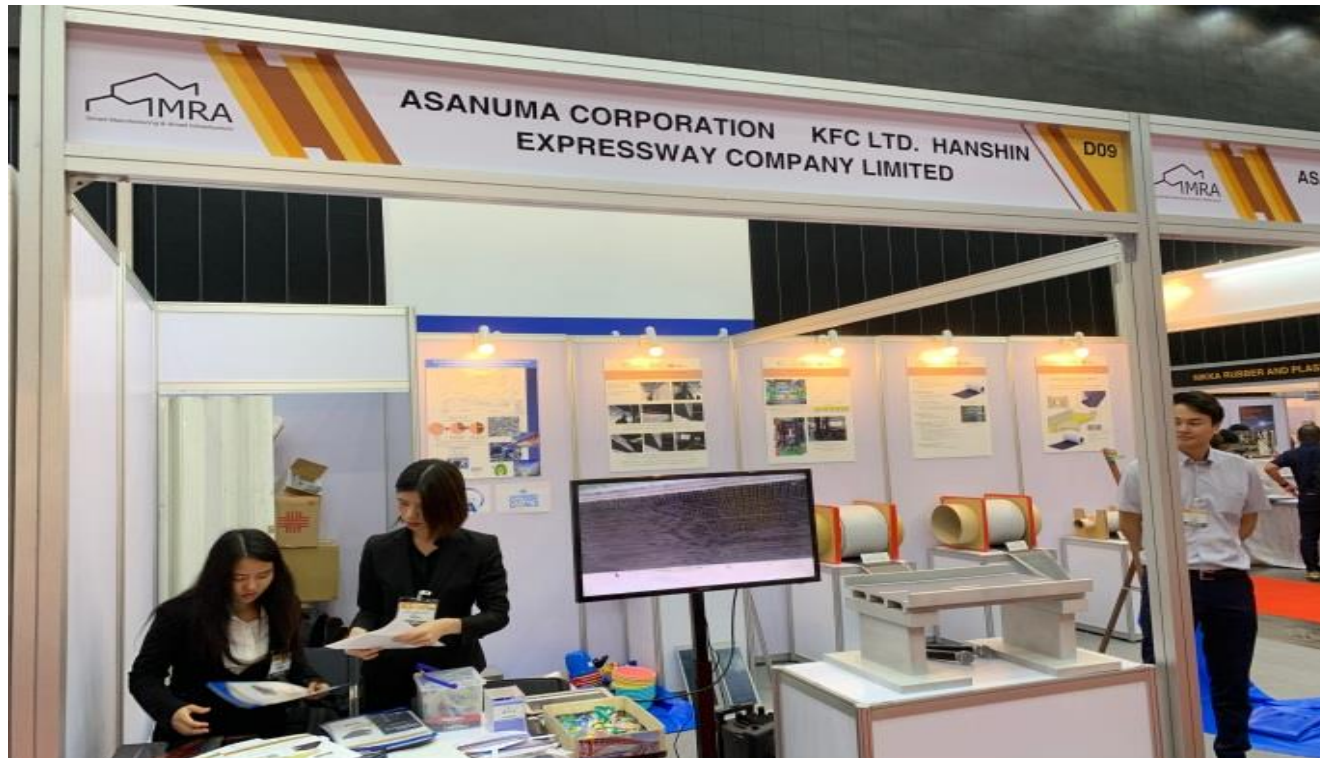
## Add new technologies and start new businesses

### Activities for developing new technologies and construction processes

#### ○ Practical application of special laminated fiber sheets

Jointly developed by Hanshin Expressway Company Limited and KFC Co., Ltd.

[Maintenance & Resilience ASIA 2019] held in Bangkok, the Kingdom of Thailand



JICA (Japan International Cooperation Agency) was selected as a proposal for a project to support SDGs businesses, and aims to win orders for infrastructure repair and reinforcement projects for highways and other infrastructure in the Kingdom of Thailand. The JICA's business meets SDGs's Goal-9





# Three-year Medium-term Plan

## Progress ⑤



### Build an infrastructure capable of sustained growth

#### Create an even stronger corporate governance framework

○Analysis and Evaluation of Effectiveness of the Board of Directors	• <b>Changed By Third party organization(2019)</b>
○Increase the number of outside directors (since June 2019)	•Expected to increase the number of female outside directors (to be appointed as members of the Nomination and Compensation Committees) outside directors to the total number of directors <b>25.0% → 37.5%</b>
○Appropriate Management of the Nomination and Compensation Committees	•Clarification of Criteria for Appointment and Dismissal of Representative Directors •Increase in the number of days held (FY2018 7 times FY2019 6 times) •Ratio of outside directors to all directors <b>50.0% → 60.0%</b>
○Strengthen investor relations activities	•Introduction of Electronic Voting System at General Meetings of Shareholders •Enhancement of English-language disclosure • <b>Briefing session for individual investors (February 2020)</b>

### Plan for investments

#### Cash payments to strengthen collaboration with partner companies

○Cash ratio improvement	•From August 2018, the lower limit of the amount of notes issued was changed to 50 million yen or more, and the cash payment ratio was increased. • <b>From January 2020 ,All cash payment</b>
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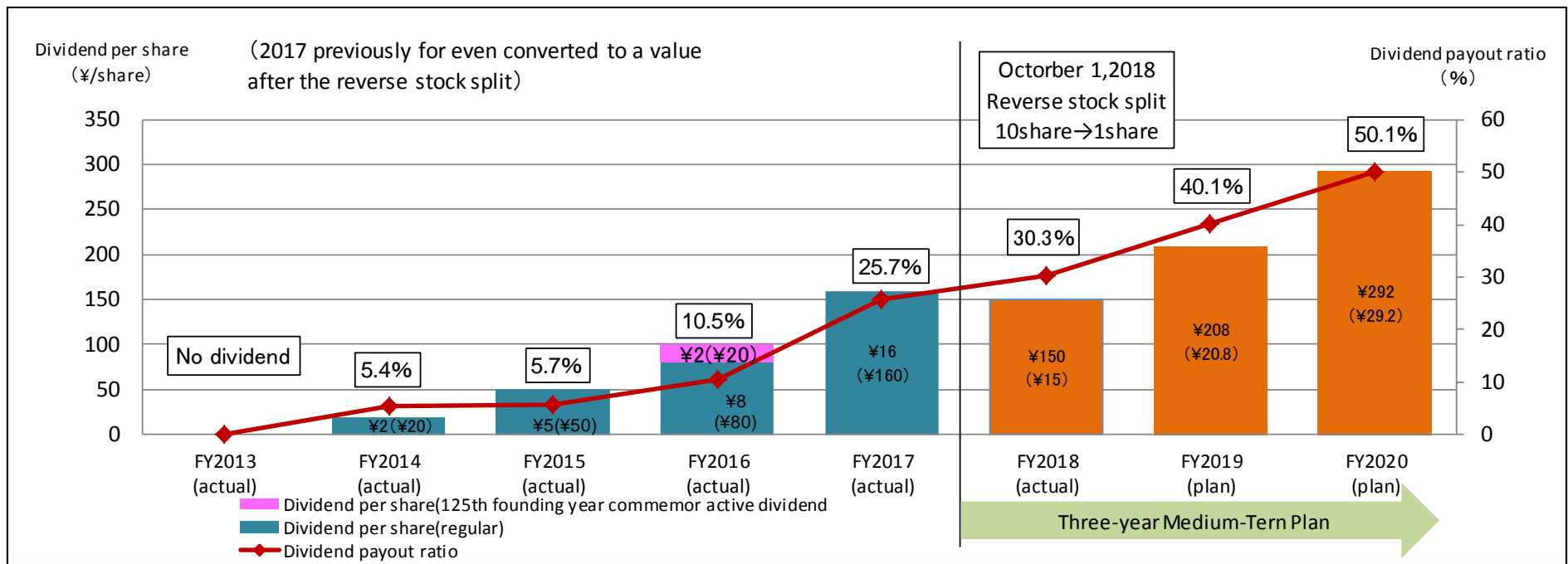
# Return to Shareholders: Revision of dividend payout ratio plan (2019/5/10 Revised)



The Company has revised its plan to achieve a consolidated dividend payout ratio of 30% or more in the first year of the three-year medium-term plan, and to achieve a consolidated dividend payout ratio of 50% or more in the last year of the plan.

In principle, we are aiming to achieve the following consolidated dividend payout ratio.

FY2018 plan	FY2019 plan	FY2020 plan
<b>Over 30%</b>	<b>Over 40%</b>	<b>Over 50%</b>



## Asanuma Social Contribution Basic Policy

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

Report on activities of sponsoring organizations since April 2019

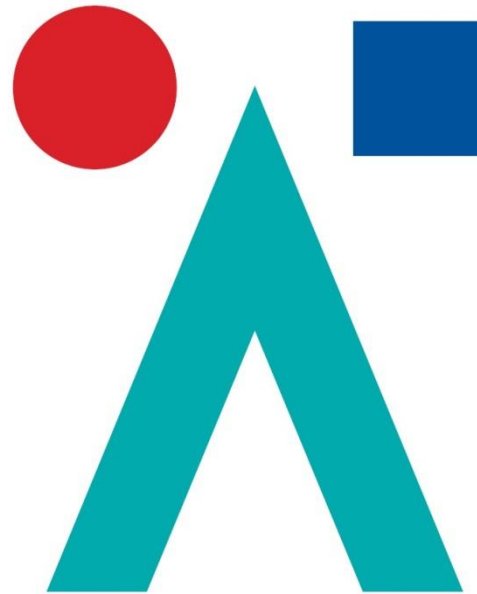
The Japan Physically Disabled Baseball Federation  
May 2019



The Japan Blind Tennis Federation  
Jun 2019

NaraFM Program,  
「Akio Okamoto  
Nara Oku no Oku」  
Apr 2019





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Creating a Desirable Future



Friday, Nov 22, 2019

Asanuma Corporation

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