

Support Documentation for the Third Quarter  
of the Fiscal Year Ending March 31 , 2021

---

February 9 , 2021

Asanuma Corporation

## — Contents —

---

1.	Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2021	1
2.	Non-Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2021	2
3.	Earnings Forecast for the Fiscal year Ending March 31, 2021	3
4.	Information about Group Companies	4
5.	Breakdown of Orders (Non-Consolidated)	5
6.	Breakdown of Net sales (Non-Consolidated)	6
7.	Breakdown of Backlog (Non-Consolidated)	7
8.	A principal Construction contracts	8

# 1. Consolidated Financial Results for the Third Quarter of the Fiscal Year Endig March 31 , 2021

## ■ Consolidated Statement of Income

(Millions of yen)

	Before last Third Quarter [Dec 31 , 2018]	Previous Third Quarter [Dec 31, 2019]	Current Third Quarter [Dec 31, 2020]		
	Results	Results	Results	YOY	Rate of change
Orders	104,219	106,865	<b>83,537</b>	△23,328	△21.8%
Net sales	85,586	104,002	<b>98,400</b>	△5,601	△5.4%
Construction contracts	84,814	103,157	<b>97,579</b>	△5,578	△5.4%
Other	772	844	<b>821</b>	△23	△2.8%
Gross profit	8,173	10,718	<b>9,998</b>	△720	△6.7%
Rate	9.5%	10.3%	<b>10.2%</b>	△0.1P	-
Construction contracts	8,003	10,527	<b>9,712</b>	△814	△7.7%
Rate	9.4%	10.2%	<b>10.0%</b>	△0.2P	-
Other	170	190	<b>285</b>	94	49.7%
Rate	22.0%	22.6%	<b>34.8%</b>	12.2P	-
Selling, general and administrative expenses	5,595	5,721	<b>6,134</b>	412	7.2%
Operating income	2,577	4,996	<b>3,864</b>	△1,132	△22.7%
Rate	3.0%	4.8%	<b>3.9%</b>	△0.9P	-
Ordinary income	2,537	4,912	<b>3,820</b>	△1,091	△22.2%
Rate	3.0%	4.7%	<b>3.9%</b>	△0.8P	-
Profit attributable to Owners of parent	1,838	3,275	<b>2,996</b>	△278	△8.5%
Rate	2.1%	3.1%	<b>3.0%</b>	△0.1P	-

## ■ Consolidated Balance Sheet

(Millions of yen)

	FY2019/3	FY2020/3	Current Third Quarter [Dec 31, 2020]		
	Results	Results	Results	YOY	Rate of change
Total assets	102,000	103,044	<b>83,876</b>	△19,167	△18.6%
Current assets	84,924	87,310	<b>70,008</b>	△17,302	△19.8%
Fixed assets	17,075	15,734	<b>13,868</b>	△1,865	△11.9%
Total liabilities	64,533	63,731	<b>43,797</b>	△19,933	△31.3%
Debt (including Corporate bond)	11,694	11,363	<b>11,110</b>	△253	△2.2%
Current liabilities	51,147	49,940	<b>30,601</b>	△19,339	△38.7%
Short-term debt	2,790	1,807	<b>1,804</b>	△3	△0.2%
Fixed liabilities	13,386	13,790	<b>13,196</b>	△594	△4.3%
Long-term debt (including Corporate bond)	8,903	9,556	<b>9,305</b>	△250	△2.6%
Net assets	37,466	39,313	<b>40,079</b>	765	1.9%
Shareholders' equity	34,248	37,297	<b>38,549</b>	1,252	3.4%
accumulated other comprehensive income	3,032	1,828	<b>1,337</b>	△490	△26.8%
Non-controlling interests	185	188	<b>192</b>	3	2.1%
Capital adequacy ratio	36.6%	38.0%	<b>47.6%</b>	9.6P	-

## 2. Non-Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2021

■ Non-Consolidated Statement of Income

(Millions of yen)

	Before last Third Quarter [Dec 31, 2018]	Previous Third Quarter [Dec 31, 2019]	Current Third Quarter [Dec 31, 2020]		
	Results	Results	Results	YOY	Rate of change
Orders	104,219	104,871	<b>82,733</b>	△22,137	△21.1%
: Building construction	89,219	88,004	<b>62,694</b>	△25,309	△28.8%
: Civil engineering	14,999	16,866	<b>20,039</b>	3,172	18.8%
Net sales	85,126	102,575	<b>97,202</b>	△5,372	△5.2%
: Construction contracts	84,814	102,288	<b>96,909</b>	△5,379	△5.3%
: Building construction	69,144	85,989	<b>78,378</b>	△7,611	△8.9%
: Civil engineering	15,670	16,299	<b>18,530</b>	2,231	13.7%
: Other	311	286	<b>293</b>	7	2.6%
Gross profit	8,091	10,435	<b>9,767</b>	△667	△6.4%
Rate	9.5%	10.2%	<b>10.0%</b>	△0.2P	-
: Construction contracts	8,003	10,348	<b>9,637</b>	△710	△6.9%
Rate	9.4%	10.1%	<b>9.9%</b>	△0.2P	-
: Building construction	6,382	8,676	<b>7,779</b>	△896	△10.3%
Rate	9.2%	10.1%	<b>9.9%</b>	△0.2P	-
: Civil engineering	1,621	1,672	<b>1,857</b>	185	11.1%
Rate	10.3%	10.3%	<b>10.0%</b>	△0.3P	-
: Other	87	87	<b>130</b>	43	50.1%
Rate	28.2%	30.4%	<b>44.5%</b>	14.1P	-
Selling, general and administrative expenses	5,504	5,500	<b>5,896</b>	396	7.2%
: Personal expenses	3,028	2,965	<b>3,192</b>	226	7.6%
: Expenses	2,475	2,534	<b>2,704</b>	169	6.7%
Operating income	2,586	4,935	<b>3,871</b>	△1,063	△21.5%
Rate	3.0%	4.8%	<b>4.0%</b>	△0.8P	-
Ordinary income	2,579	4,906	<b>3,803</b>	△1,102	△22.5%
Rate	3.0%	4.8%	<b>3.9%</b>	△0.9P	-
Net income	1,882	3,303	<b>3,016</b>	△286	△8.7%
Rate	2.2%	3.2%	<b>3.1%</b>	△0.1P	-

■ Non-Consolidated Balance Sheet

(Millions of yen)

	FY2019/3	FY2020/3	Current Third Quarter [Dec 31, 2020]		
	Results	Results	Results	YOY	Rate of change
Total assets	96,575	98,382	<b>79,865</b>	△18,517	△18.8%
: Current assets	79,259	82,389	<b>65,685</b>	△16,704	△20.3%
: Fixed assets	17,316	15,993	<b>14,179</b>	△1,813	△11.3%
Total liabilities	59,337	59,184	<b>39,893</b>	△19,291	△32.6%
: Debt (including Corporate bond)	8,110	8,110	<b>8,110</b>	-	-
: Current liabilities	49,670	48,859	<b>29,851</b>	△19,007	△38.9%
: Short-term debt	2,460	1,470	<b>1,470</b>	-	-
: Fixed liabilities	9,666	10,325	<b>10,041</b>	△283	△2.7%
: Long-term debt (including Corporate bond)	5,650	6,640	<b>6,640</b>	-	-
Net assets	37,238	39,198	<b>39,971</b>	773	2.0%
: Shareholders' equity	33,909	37,004	<b>38,276</b>	1,271	3.4%
: Valuation and translation adjustments	3,328	2,193	<b>1,694</b>	△498	△22.7%
Capital adequacy ratio	38.6%	39.8%	<b>50.0%</b>	10.2P	-

### 3. Earnings Forecast for the Fiscal year Ending March 31 , 2021

(Millions of yen)

	Consolidated					
	FY2019/3	FY2020/3	FY2021/3		Current Third Quarter	
	Results	Results	Initial Plan	YOY	Results	Progress
Orders	153,717	148,280	126,080	△22,200	83,537	66.3%
Building construction	129,322	122,874	102,000	△20,874	63,498	62.3%
Civil engineering	24,394	25,406	24,080	△1,326	20,039	83.2%
Net sales	135,713	141,472	134,500	△6,972	98,400	73.2%
Construction contracts	134,194	140,034	133,500	△6,534	97,579	73.1%
Building construction	109,115	116,575	107,400	△9,175	78,941	73.5%
Civil engineering	25,079	23,459	26,100	2,640	18,637	71.4%
Other	1,518	1,437	1,000	△437	821	82.1%
Gross profit	13,325	14,619	13,540	△1,079	9,998	73.8%
Rate	9.8%	10.3%	10.1%	△0.2P	10.2%	-
Construction contracts	13,105	14,292	13,260	△1,032	9,712	73.2%
Rate	9.8%	10.2%	9.9%	△0.3P	10.0%	-
Other	220	327	280	△47	285	102.0%
Rate	14.5%	22.7%	28.0%	5.3P	34.8%	-
Selling, general and administrative expenses	7,624	8,017	8,290	272	6,134	74.0%
Operating income	5,700	6,601	5,250	△1,351	3,864	73.6%
Rate	4.2%	4.7%	3.9%	△0.8P	3.9%	-
Ordinary income	5,616	6,509	5,290	△1,219	3,820	72.2%
Rate	4.1%	4.6%	3.9%	△0.7P	3.9%	-
Net income	4,178	4,300	4,020	△280	2,996	74.5%
Rate	3.1%	3.0%	3.0%	0.0P	3.0%	-

(Millions of yen)

	Non-Consolidated					
	FY2019/3	FY2020/3	FY2021/3		Current Third Quarter	
	Results	Results	Initial Plan	YOY	Results	Progress
Orders	153,717	145,726	125,000	△20,726	82,733	66.2%
Building construction	129,322	120,673	101,000	△19,673	62,694	62.1%
Civil engineering	24,394	25,053	24,000	△1,053	20,039	83.5%
Net sales	134,610	139,039	132,940	△6,099	97,202	73.1%
Construction contracts	134,194	138,333	132,600	△5,733	96,909	73.1%
Building construction	109,115	114,899	106,600	△8,299	78,378	73.5%
Civil engineering	25,079	23,434	26,000	2,565	18,530	71.3%
Other	415	705	340	△365	293	86.4%
Gross profit	13,223	14,222	13,250	△972	9,767	73.7%
Rate	9.8%	10.2%	10.0%	△0.2P	10.0%	-
Construction contracts	13,105	14,033	13,150	△883	9,637	73.3%
Rate	9.8%	10.1%	9.9%	△0.2P	9.9%	-
Other	118	189	100	△89	130	130.7%
Rate	28.6%	26.9%	29.4%	2.5P	44.5%	-
Selling, general and administrative expenses	7,518	7,700	7,980	279	5,896	73.9%
Operating income	5,704	6,521	5,270	△1,251	3,871	73.5%
Rate	4.2%	4.7%	4.0%	△0.7P	4.0%	-
Ordinary income	5,656	6,508	5,240	△1,268	3,803	72.6%
Rate	4.2%	4.7%	3.9%	△0.8P	3.9%	-
Net income	4,217	4,346	4,020	△326	3,016	75.0%
Rate	3.1%	3.1%	3.0%	△0.1P	3.1%	-

## 4. Information about Group Companies

### ■ Consolidated subsidiary

(Millions of yen)

Asanuma Tatemono Corporation Insuranceagency Capital stock:20 Investment ratio:100%			
Statement of Income	Previous Third Quarter	Current Third Quarter	
	Results	Results	Increase (Decrease)
Net sales	127	143	15
Operating income	46	56	10
Ordinary income	46	57	10
Net income	29	43	13
Balance Sheet	FY2020/3	Current Third Quarter	
	Results	Results	Increase (Decrease)
Total assets	338	348	10
Liability with interest	-	-	-
Net assets	285	293	7

### ■ Consolidated subsidiary (PFI)

(Millions of yen)

PFI(3companies) Total			
Statement of Income	Previous Third Quarter	Current Third Quarter	
	Results	Results	Increase (Decrease)
Net sales	1,144	652	△491
Operating income	23	39	15
Ordinary income	17	34	16
Net income	12	26	14
Balance Sheet	FY2020/3	Current Third Quarter	
	Results	Results	Increase (Decrease)
Total assets	3,998	3,512	△486
Liability with interest	3,413	3,148	△265
Loan value	(160)	(148)	(△11)
Net assets	184	210	26

(Millions of yen)

SINGAPORE PAINTS & CONTRACTOR PTE. LTD. Building painting and repair work contractors Capital stock:41 Investment ratio:80%			
Statement of Income	Previous Third Quarter	Current Third Quarter	
	Results	Results	Increase (Decrease)
Net sales	868	670	△198
Operating income	5	△95	△100
Ordinary income	13	△33	△46
Net income	10	△40	△50
Balance Sheet	FY2020/3	Current Third Quarter	
	Results	Results	Increase (Decrease)
Total assets	974	603	△370
Liability with interest	-	-	-
Net assets	419	358	△60

### <Overview of PFI>

(Millions of yen)

Name	Capital stock	Investment ratio	Relations
Utsunomiya Sato No Mori Funeral Hall	10	42.5%	We lend funds
Sakurai School Lunch Facility	10	50.0%	We lend funds
Odawara Funeral Hall	10	40.0%	We lend funds

## 5. Breakdown of Orders (Non-Consolidated)

(Millions of yen)

		Previous Third Quarter		Current Third Quarter		
		Results	Proportion	Results	Proportion	YOY
<b>■ Construction business</b>						
Building construction	Public	20,212	23.0%	<b>12,754</b>	20.3%	△7,458
	Private	67,791	77.0%	<b>49,939</b>	79.7%	△17,851
		88,004	100.0%	<b>62,694</b>	100.0%	△25,309
Civil engineering	Public	13,332	79.0%	<b>10,803</b>	53.9%	△2,528
	Private	3,534	21.0%	<b>9,236</b>	46.1%	5,701
		16,866	100.0%	<b>20,039</b>	100.0%	3,172
Total	Public	33,544	32.0%	<b>23,557</b>	28.5%	△9,987
	Private	71,326	68.0%	<b>59,175</b>	71.5%	△12,150
		104,871	100.0%	<b>82,733</b>	100.0%	△22,137

### ■ By application

Building construction	Office	8,614	9.8%	<b>11,018</b>	17.6%	2,403
	Hotel	6,370	7.2%	<b>4,748</b>	7.6%	△1,622
	Shop・Amusement	5,269	6.0%	<b>3,194</b>	5.1%	△2,074
	Factory・Warehouse	11,297	12.8%	<b>6,547</b>	10.4%	△4,749
	Housing	24,931	28.3%	<b>19,321</b>	30.8%	△5,609
	Education	9,205	10.5%	<b>6,099</b>	9.7%	△3,105
	Medical・Welfare	2,508	2.9%	<b>2,002</b>	3.2%	△505
	Other	2,087	2.4%	<b>△1,602</b>	△2.6%	△3,689
	Renovation	17,719	20.1%	<b>11,363</b>	18.1%	△6,355
		88,004	100.0%	<b>62,694</b>	100.0%	△25,309
Civil engineering	Erosion flood control	487	2.9%	<b>489</b>	2.4%	2
	Railway	1,786	10.6%	<b>3,876</b>	19.3%	2,090
	Water and Sewage	8,123	48.2%	<b>1,754</b>	8.8%	△6,368
	Develop	455	2.7%	<b>4,085</b>	20.4%	3,630
	Road	730	4.3%	<b>3,863</b>	19.3%	3,133
	Other	965	5.7%	<b>3,882</b>	19.4%	2,916
	Renovation	4,319	25.6%	<b>2,087</b>	10.4%	△2,231
		16,866	100.0%	<b>20,039</b>	100.0%	3,172
Total		104,871		<b>82,733</b>		△22,137

(Millions of yen)

		Previous Third Quarter		Current Third Quarter		
		Results	Proportion	Results	Proportion	YOY
<b>■ By industry</b>						
Public	Central	10,690	31.9%	<b>12,651</b>	53.7%	1,960
	Local	22,853	68.1%	<b>10,906</b>	46.3%	△11,947
		33,544	100.0%	<b>23,557</b>	100.0%	△9,987
Private	Manufacturing industry	14,819	20.8%	<b>8,561</b>	14.5%	△6,258
	Non-Manufacturing industry	56,506	79.2%	<b>50,614</b>	85.5%	△5,892
		71,326	100.0%	<b>59,175</b>	100.0%	△12,150
Total		104,871		<b>82,733</b>		△22,137

### ■ By region

Hokkaido	3,055	2.9%	<b>2,932</b>	3.5%	△122	
Tohoku	3,593	3.4%	<b>2,311</b>	2.8%	△1,281	
Tokyo		17,157	16.4%	<b>28,775</b>	34.8%	11,617
	Overseas	91	0.1%	<b>330</b>	0.4%	239
Nagoya	14,000	13.3%	<b>5,717</b>	6.9%	△8,282	
Osaka	41,008	39.1%	<b>35,814</b>	43.3%	△5,193	
Hiroshima	7,489	7.1%	<b>4,448</b>	5.4%	△3,041	
Kyushu	18,565	17.7%	<b>2,732</b>	3.3%	△15,832	
Total	104,871	100.0%	<b>82,733</b>	100.0%	△22,137	

### ■ By amount of money

※Only new orders

less than 5 billion of yen	12,003	12.4%	<b>13,451</b>	17.6%	1,447
5 to 10 billion of yen	12,364	12.8%	<b>12,265</b>	16.0%	△99
10 to 30 billion of yen	42,259	43.8%	<b>29,799</b>	39.0%	△12,459
more than 30 billion of yen	29,910	31.0%	<b>20,952</b>	27.4%	△8,957
Total	96,537	100.0%	<b>76,469</b>	100.0%	△20,068

## 6. Breakdown of Net sales (Non-Consolidated)

(Millions of yen)

		Previous Third Quarter		Current Third Quarter		
		Results	Proportion	Results	Proportion	YOY
<b>■ Construction business</b>						
Building construction	Public	22,540	26.2%	<b>19,007</b>	24.3%	△3,532
	Private	63,449	73.8%	<b>59,370</b>	75.7%	△4,079
		85,989	100.0%	<b>78,378</b>	100.0%	△7,611
Civil engineering	Public	11,604	71.2%	<b>12,353</b>	66.7%	748
	Private	4,695	28.8%	<b>6,177</b>	33.3%	1,482
		16,299	100.0%	<b>18,530</b>	100.0%	2,231
Total	Public	34,144	33.4%	<b>31,361</b>	32.4%	△2,783
	Private	68,144	66.6%	<b>65,547</b>	67.6%	△2,596
		102,288	100.0%	<b>96,909</b>	100.0%	△5,379

### ■ By application

Building construction	Office	8,047	9.4%	<b>7,343</b>	9.4%	△704
	Hotel	3,345	3.9%	<b>5,576</b>	7.1%	2,231
	Shop・Amusement	7,383	8.6%	<b>2,438</b>	3.1%	△4,945
	Factory・Warehouse	15,858	18.4%	<b>15,617</b>	19.9%	△240
	Housing	23,678	27.5%	<b>19,340</b>	24.7%	△4,337
	Education	8,698	10.1%	<b>7,228</b>	9.2%	△1,469
	Medical・Welfare	1,081	1.3%	<b>2,282</b>	2.9%	1,201
	Other	7,219	8.4%	<b>4,095</b>	5.2%	△3,124
	Renovation	10,677	12.4%	<b>14,456</b>	18.4%	3,778
			85,989	100.0%	<b>78,378</b>	100.0%
Civil engineering	Erosion flood control	414	2.5%	<b>140</b>	0.8%	△274
	Railway	1,435	8.8%	<b>2,138</b>	11.5%	703
	Water and Sewage	2,570	15.8%	<b>2,980</b>	16.1%	410
	Develop	1,739	10.7%	<b>876</b>	4.7%	△863
	Road	4,140	25.4%	<b>2,937</b>	15.9%	△1,203
	Other	1,906	11.7%	<b>3,894</b>	21.0%	1,987
	Renovation	4,091	25.1%	<b>5,563</b>	30.0%	1,471
		16,299	100.0%	<b>18,530</b>	100.0%	2,231
Total		102,288		<b>96,909</b>		△5,379

(Millions of yen)

		Previous Third Quarter		Current Third Quarter		
		Results	Proportion	Results	Proportion	YOY
<b>■ By industry</b>						
Public	Central	16,114	47.2%	<b>15,682</b>	50.0%	△431
	Local	18,030	52.8%	<b>15,678</b>	50.0%	△2,351
		34,144	100.0%	<b>31,361</b>	100.0%	△2,783
Private	Manufacturing industry	12,211	17.9%	<b>12,074</b>	18.4%	△136
	Non-Manufacturing industry	55,932	82.1%	<b>53,473</b>	81.6%	△2,459
		68,144	100.0%	<b>65,547</b>	100.0%	△2,596
Total		102,288		<b>96,909</b>		△5,379

### ■ By region

Hokkaido	1,445	1.4%	<b>2,491</b>	2.6%	1,045
Tohoku	4,472	4.4%	<b>5,739</b>	5.9%	1,266
Tokyo	38,228	37.4%	<b>34,164</b>	35.3%	△4,063
Overseas	1,485	1.5%	<b>464</b>	0.5%	△1,020
Nagoya	10,991	10.7%	<b>8,283</b>	8.5%	△2,707
Osaka	25,891	25.3%	<b>29,862</b>	30.8%	3,971
Hiroshima	8,832	8.6%	<b>5,757</b>	5.9%	△3,075
Kyushu	12,427	12.1%	<b>10,610</b>	10.9%	△1,816
Total	102,288	100.0%	<b>96,909</b>	100.0%	△5,379

### ■ By amount of money

less than 5 billion of yen	13,241	12.9%	<b>10,968</b>	11.3%	△2,272
5 to 10 billion of yen	15,480	15.1%	<b>15,396</b>	15.9%	△84
10 to 30 billion of yen	42,769	41.8%	<b>48,355</b>	49.9%	5,586
more than 30 billion of yen	30,797	30.1%	<b>22,188</b>	22.9%	△8,609
Total	102,288	100.0%	<b>96,909</b>	100.0%	△5,379



## 7. Breakdown of Backlog (Non-Consolidated)

(Millions of yen)

		Previous Third Quarter		Current Third Quarter		
		Results	Proportion	Results	Proportion	YOY
<b>Construction business</b>						
Building construction	Public	43,390	35.0%	<b>32,055</b>	28.6%	△11,334
	Private	80,654	65.0%	<b>80,064</b>	71.4%	△589
		124,044	100.0%	<b>112,120</b>	100.0%	△11,924
Civil engineering	Public	24,120	73.3%	<b>24,205</b>	68.2%	84
	Private	8,799	26.7%	<b>11,275</b>	31.8%	2,475
		32,920	100.0%	<b>35,480</b>	100.0%	2,560
Total	Public	67,511	43.0%	<b>56,261</b>	38.1%	△11,250
	Private	89,453	57.0%	<b>91,340</b>	61.9%	1,886
		156,965	100.0%	<b>147,601</b>	100.0%	△9,364

### By application

Building construction	Office	18,477	14.9%	<b>23,007</b>	20.5%	4,529
	Hotel	7,729	6.2%	<b>4,380</b>	3.9%	△3,349
	Shop・Amusement	2,189	1.8%	<b>2,205</b>	2.0%	16
	Factory・Warehouse	18,969	15.3%	<b>19,338</b>	17.2%	368
	Housing	38,150	30.8%	<b>34,901</b>	31.1%	△3,248
	Education	13,433	10.8%	<b>10,154</b>	9.1%	△3,279
	Medical・Welfare	2,246	1.8%	<b>2,498</b>	2.2%	251
	Other	7,949	6.4%	<b>4,483</b>	4.0%	△3,466
	Renovation	14,899	12.0%	<b>11,152</b>	9.9%	△3,747
			124,044	100.0%	<b>112,120</b>	100.0%
Civil engineering	Erosion flood control	259	0.8%	<b>480</b>	1.4%	220
	Railway	5,583	17.0%	<b>7,535</b>	21.2%	1,952
	Water and Sewage	11,131	33.8%	<b>11,111</b>	31.3%	△20
	Develop	657	2.0%	<b>3,520</b>	9.9%	2,863
	Road	4,208	12.8%	<b>4,743</b>	13.4%	534
	Other	2,888	8.8%	<b>3,403</b>	9.6%	515
	Renovation	8,191	24.9%	<b>4,686</b>	13.2%	△3,504
		32,920	100.0%	<b>35,480</b>	100.0%	2,560
Total		156,965		<b>147,601</b>		△9,364

(Millions of yen)

		Previous Third Quarter		Current Third Quarter		
		Results	Proportion	Results	Proportion	YOY
<b>By industry</b>						
Public	Central	24,321	36.0%	<b>20,084</b>	35.7%	△4,237
	Local	43,189	64.0%	<b>36,177</b>	64.3%	△7,012
		67,511	100.0%	<b>56,261</b>	100.0%	△11,250
Private	Manufacturing industry	16,732	18.7%	<b>11,877</b>	13.0%	△4,855
	Non-Manufacturing industry	72,721	81.3%	<b>79,462</b>	87.0%	6,741
		89,453	100.0%	<b>91,340</b>	100.0%	1,886
Total		156,965		<b>147,601</b>		△9,364

### By region

Hokkaido	3,554	2.3%	<b>2,718</b>	1.8%	△836
Tohoku	6,154	3.9%	<b>3,185</b>	2.2%	△2,968
Tokyo	47,308	30.1%	<b>59,017</b>	40.0%	11,709
Overseas	677	0.4%	<b>173</b>	0.1%	△504
Nagoya	16,533	10.5%	<b>14,454</b>	9.8%	△2,079
Osaka	55,140	35.1%	<b>56,427</b>	38.2%	1,286
Hiroshima	8,280	5.3%	<b>4,098</b>	2.8%	△4,182
Kyushu	19,993	12.7%	<b>7,699</b>	5.2%	△12,294
Total	156,965	100.0%	<b>147,601</b>	100.0%	△9,364

### By amount of money

less than 5 billion of yen	8,301	5.3%	<b>10,374</b>	7.0%	2,073
5 to 10 billion of yen	19,597	12.5%	<b>18,538</b>	12.6%	△1,059
10 to 30 billion of yen	78,747	50.2%	<b>58,742</b>	39.8%	△20,004
more than 30 billion of yen	50,318	32.1%	<b>59,945</b>	40.6%	9,626
Total	156,965	100.0%	<b>147,601</b>	100.0%	△9,364

## 8. A principal Construction contracts

■ 3Q FY Eniding March 31 ,2021 Orders					※JV:only our order (Millions of yen)			
Type of project	Client	Industry	JV	Contract price	Order date	Completion date	Place	
Building construction	Housing	NTT Urban Development Corporation Sekisui House, Ltd.	Private	Single	5,100	2020/11	2023/3	Osaka
	Housing	Urban Renaissance Agency	Public	Single	3,363	2020/12	2023/2	Osaka
	Distribution Warehouse	Tokyu Land Corporation	Private	Single	2,469	2020/12	2022/5	Tokyo
	Other Facilities	NORTH KANTO DEFENSE BUREAU	Public	Single	1,636	2020/10	2022/8	Tokyo
	Office	5th Regional Coast Guard Headquarters.	Public	Single	575	2020/12	2022/3	Hyogo
Civil engineering	Train Station	Kansai Rapid Railway Co.,Ltd.	Private	JVSB	3,389	2020/12	2028/3	Osaka
	Land Reclamation	Urban Renaissance Agency	Public	Single	853	2020/12	2022/3	Osaka
	Other Facilities	NORTH KANTO DEFENSE BUREAU	Public	Single	640	2020/12	2021/12	Saitama

■ 3Q FY Eniding March 31 ,2021 Net sales					※JV:only our order			
Type of project	Client	Industry	JV	Net sales	Order date	Completion date	Place	
Building construction	Distribution Warehouse	Daiwa House Kohoku SPC	Private	Single	3,604	2020/3	2022/3	Kanagawa
	Housing	MISAWA HOMES CO., LTD. TOYOTA HOUSING CORPORATION	Private	Single	2,281	2018/12	2021/3	Tokyo
	Office	Izumi City	Public	JVSP	2,115	2019/3	2022/2	Osaka
	Housing	Urban Renaissance Agency	Public	Single	2,074	2019/8	2021/1	Iwate
	Office	Hino Sales Support , Ltd.	Private	Single	1,450	2019/10	2021/4	Fukuoka
Civil engineering	Road	Kanto Regional Development Breau	Public	JVSB	1,303	2016/3	2021/3	Tokyo
	Water Intake Facilities	Osaka City Waterworks Bureau	Public	JVSP	542	2019/3	2022/6	Osaka

■ 3Q FY Eniding March 31 ,2021 Backlog					※JV:only our order			
Type of project	Client	Industry	JV	Backlog	Order date	Completion date	Place	
Building construction	Housing	SEKISUI HEIM Tokai Co.,Ltd.	Private	Single	5,812	2019/8	2023/3	Aichi
	Office	Yamatokoriyama City	Public	JVSP	3,794	2019/12	2023/6	Nara
	Police Station	Tokyo Metropolitan Government	Public	JVSP	3,323	2019/2	2022/9	Tokyo
	Housing	Sumitomo Realty&Development Co., Ltd.	Private	Single	3,199	2020/3	2022/8	Tokyo
	Housing	Kitasuzurandai Ekimae Redevelopment Co., Ltd.	Private	Single	3,001	2019/9	2022/5	Hyogo
	School	Osaka City Urban Development Bureau	Public	JVSP	1,984	2019/10	2022/3	Osaka
Civil engineering	Sewer	Higashiosaka City Water and Sewer Bureau	Public	Single	3,786	2019/12	2023/3	Osaka
	Road	Nagoya Expressway Public Corporation	Public	Single	1,371	2019/7	2022/6	Aichi