

# Support Documentation for the Fiscal Year Ended March 31 , 2022

---

May 13 , 2022

Asanuma Corporation

## - Contents -

---

1.	Consolidated Financial Results for the Fiscal Year Ended March 31, 2022	....	1
2.	Non-Consolidated Financial Results for the Fiscal Year Ended March 31, 2022	....	2
3.	Earnings Forecast for the Fiscal year Ending March 31, 2023	....	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 Fiscal Year Ended March 31 , 2022

## ■ Consolidated Statement of Income

	FY2020/3 Results	FY2021/3 Results	FY2022/3			
			Plan	Results	YOY	Ratio to the plan
Orders	148,280	120,636	132,100	<b>136,568</b>	15,932	4,468
Net sales	141,472	138,934	140,000	<b>135,478</b>	△3,456	△4,521
Construction contracts	140,034	137,846	139,000	<b>134,407</b>	△3,439	△4,592
Other	1,437	1,087	1,000	<b>1,070</b>	△17	70
Gross profit	14,619	13,945	13,900	<b>13,444</b>	△500	△455
Rate	10.3%	10.0%	9.9%	<b>9.9%</b>	△0.1P	0.0P
Construction contracts	14,292	13,580	13,635	<b>13,136</b>	△444	△498
Rate	10.2%	9.9%	9.8%	<b>9.8%</b>	△0.1P	△0.0P
Other	327	364	265	<b>308</b>	△56	43
Rate	22.7%	33.5%	26.5%	<b>28.8%</b>	△4.7P	2.3P
Selling, general and administrative expenses	8,017	8,653	8,560	<b>8,609</b>	△44	49
Operating income	6,601	5,291	5,340	<b>4,835</b>	△456	△504
Rate	4.7%	3.8%	3.8%	<b>3.6%</b>	△0.2P	△0.2P
Ordinary income	6,509	5,364	5,280	<b>4,904</b>	△459	△375
Rate	4.6%	3.9%	3.8%	<b>3.6%</b>	△0.3P	△0.2P
Profit attributable to Owners of parent	4,300	4,138	4,170	<b>3,748</b>	△389	△421
Rate	3.0%	3.0%	3.0%	<b>2.8%</b>	△0.2P	△0.2P
Dividend (Result・Plan)	¥216	¥257	¥363	<b>¥363</b>	¥106	—
Dividend payout ratio	40.5%	50.0%	70.2%	<b>78.1%</b>	28.1P	7.9P

	FY2021/3 Results	FY2022/3 Results		FY2021/3 Results	FY2022/3 Results
ROIC	<b>7.0%</b>	<b>6.4%</b>	WACC	<b>6.2%</b>	<b>6.1%</b>
ROE	<b>10.3%</b>	<b>9.0%</b>	Equity spread	<b>8.0%</b>	<b>7.5%</b>
Capital adequacy ratio	<b>45.0%</b>	<b>46.8%</b>			

## ■ Consolidated Balance Sheet

(Millions of yen)

	FY2020/3 Results	FY2021/3 Results	FY2022/3	
			Results	YOY
Total assets	103,044	92,176	<b>90,132</b>	△2,044
Current assets	87,310	76,560	<b>73,500</b>	△3,060
Fixed assets	15,734	15,615	<b>16,631</b>	1,016
Total liabilities	63,731	50,465	<b>47,458</b>	△3,007
Debt	11,363	11,026	<b>10,679</b>	△346
Current liabilities	49,940	36,644	<b>34,647</b>	△1,996
Short-term debt	1,807	1,806	<b>2,506</b>	700
Fixed liabilities	13,790	13,821	<b>12,811</b>	△1,010
Long-term debt (including Corporate bond)	9,556	9,219	<b>8,172</b>	△1,046
Net assets	39,313	41,710	<b>42,673</b>	962
Shareholders' equity	37,297	39,688	<b>41,415</b>	1,727
Accumulated other comprehensive income	1,828	1,820	<b>784</b>	△1,035
Non-controlling interests	188	202	<b>473</b>	271

## ■ Consolidated Statements of Cash Flows

Cash Flows from Operating Activities	8,228	△12,902	1,563	14,465
Cash Flows from Investing Activities	△385	815	△2,264	△3,079
Cash Flows from Financing Activities	△1,568	△1,948	△2,267	△318
Cash and Cash Equivalents at end of year	29,777	15,760	12,898	△2,862

## 2. Non-Consolidated Financial Results for the Fiscal Year Ended March 31 , 2022

### ■ Non-Consolidated Statement of Income

	FY2020/3 Results	FY2021/3 Results	FY2022/3			
			Plan	Results	YOY	Ratio to the plan
Orders	145,726	119,174	130,000	<b>133,986</b>	14,811	3,986
Building construction	120,673	92,235	104,000	<b>110,110</b>	17,874	6,110
Civil Engineering	25,053	26,939	26,000	<b>23,876</b>	△3,063	△2,123
Net sales	139,039	137,105	136,840	<b>132,476</b>	△4,628	△4,363
Construction contracts	138,333	136,709	136,500	<b>132,071</b>	△4,638	△4,428
Building construction	114,899	109,180	112,200	<b>107,725</b>	△1,455	△4,474
Civil Engineering	23,434	27,529	24,300	<b>24,346</b>	△3,183	46
Other	705	395	340	<b>405</b>	9	65
Gross profit	14,222	13,609	13,400	<b>13,035</b>	△573	△364
Rate	10.2%	9.9%	9.8%	<b>9.8%</b>	△0.1P	0.0P
Construction contracts	14,033	13,446	13,300	<b>12,898</b>	△548	△401
Rate	10.1%	9.8%	9.7%	<b>9.8%</b>	0.0P	0.1P
Building construction	11,737	10,854	-	<b>9,899</b>	△954	-
Rate	10.2%	9.9%	-	<b>9.2%</b>	△0.7P	-
Civil Engineering	2,295	2,592	-	<b>2,998</b>	405	-
Rate	9.8%	9.4%	-	<b>12.3%</b>	2.9P	-
Other	189	163	100	<b>137</b>	△25	37
Rate	26.9%	41.3%	29.4%	<b>34.0%</b>	△7.3P	4.6P
Selling, general and administrative expenses	7,700	8,332	7,990	<b>8,080</b>	△251	90
Personal expenses	4,178	4,640	-	<b>4,271</b>	△369	-
Expenses	3,522	3,691	-	<b>3,809</b>	117	-
Operating income	6,521	5,277	5,410	<b>4,954</b>	△322	△455
Rate	4.7%	3.8%	4.0%	<b>3.7%</b>	△0.1P	△0.3P
Ordinary income	6,508	5,312	5,300	<b>5,031</b>	△280	△268
Rate	4.7%	3.9%	3.9%	<b>3.8%</b>	△0.1P	△0.1P
Net income	4,346	4,139	4,200	<b>3,928</b>	△210	△271
Rate	3.1%	3.0%	3.1%	<b>3.0%</b>	0.0P	△0.1P

### ■ Non-Consolidated Balance Sheet

(Millions of yen)

	FY2020/3 Results	FY2021/3 Results	FY2022/3	
			Results	YOY
Total assets	98,382	88,274	<b>84,959</b>	△3,315
Current assets	82,389	72,178	<b>66,610</b>	△5,568
Fixed assets	15,993	16,095	<b>18,348</b>	2,253
Total liabilities	59,184	46,917	<b>42,658</b>	△4,259
Debt	8,110	8,110	<b>8,100</b>	△10
Current liabilities	48,859	35,788	<b>32,167</b>	△3,620
Short-term debt	1,470	1,470	<b>2,160</b>	690
Fixed liabilities	10,325	11,129	<b>10,490</b>	△638
Long-term debt (including Corporate bond)	6,640	6,640	<b>5,940</b>	△700
Net assets	39,198	41,356	<b>42,300</b>	943
Shareholders' equity	37,004	39,397	<b>41,304</b>	1,906
Valuation and translation adjustments	2,193	1,959	<b>996</b>	△963
Capital adequacy ratio	39.8%	46.8%	<b>49.8%</b>	3.0P

### 3. Earnings Forecast for the Fiscal year Ending March 31, 2023

(Millions of yen)

		Consolidated							Non-Consolidated						
		FY2021/3		FY2022/3		FY2023/3			FY2021/3		FY2022/3		FY2023/3		
		Results	Results	YOY	Plan	Plan	years ago ra	YOY	Results	Results	YOY		Plan	years ago ra	YOY
Orders		120,636	136,568	15,932	141,500	141,600	100	5,031	119,174	133,986	14,811	135,000	135,000	-	1,013
Building construction		93,585	112,762	19,176	-	114,250	-	1,487	92,235	110,110	17,874	108,000	108,000	-	△2,110
Civil engineering		27,051	23,806	△3,244	-	27,350	-	3,543	26,939	23,876	△3,063	27,000	27,000	-	3,123
Net sales		138,934	135,478	△3,456	135,500	144,300	8,800	8,821	137,105	132,476	△4,628	128,535	136,000	7,465	3,523
Construction contracts		137,846	134,407	△3,439	134,450	143,300	8,850	8,892	136,709	132,071	△4,638	128,150	135,600	7,450	3,528
Building construction		110,145	109,849	△295	-	115,850	-	6,000	109,180	107,725	△1,455	103,750	108,200	4,450	474
Civil engineering		27,701	24,557	△3,143	-	27,450	-	2,892	27,529	24,346	△3,183	24,400	27,400	3,000	3,053
Other		1,087	1,070	△17	1,050	1,000	△50	△70	395	405	9	385	400	15	△5
Gross profit		13,945	13,444	△500	15,261	14,630	△631	1,185	13,609	13,035	△573	14,160	13,640	△520	604
Rate		10.0%	9.9%	△0.1P	11.3%	10.1%	△1.2P	0.2P	9.9%	9.8%	△0.1P	11.0%	10.0%	0.1P	0.2P
Construction contracts		13,580	13,136	△444	14,936	14,340	△596	1,203	13,446	12,898	△548	14,000	13,500	△500	601
Rate		9.9%	9.8%	△0.1P	11.1%	10.0%	△1.1P	0.2P	9.8%	9.8%	0.0P	10.9%	10.0%	0.2P	0.2P
Other		364	308	△56	325	290	△35	△18	163	137	△25	160	140	△20	2
Rate		33.5%	28.8%	△4.7P	31.0%	29.0%	△2.0P	0.2P	41.3%	34.0%	△7.3P	41.6%	35.0%	△6.3P	1.0P
Selling, general and administrative expenses		8,653	8,609	△44	8,728	9,020	292	410	8,332	8,080	△251	8,000	8,330	330	249
Operating income		5,291	4,835	△456	6,533	5,610	△923	774	5,277	4,954	△322	6,160	5,310	△850	355
Rate		3.8%	3.6%	△0.2P	4.8%	3.9%	△0.9P	0.3P	3.8%	3.7%	△0.1P	4.8%	3.9%	0.1P	0.2P
Ordinary income		5,364	4,904	△459	6,626	5,480	△1,146	575	5,312	5,031	△280	6,020	5,200	△820	168
Rate		3.9%	3.6%	△0.3P	4.9%	3.8%	△1.1P	0.2P	3.9%	3.8%	△0.1P	4.7%	3.8%	△0.1P	0.0P
Net income		4,138	3,748	△389	4,400	4,120	△280	371	4,139	3,928	△210	4,000	4,040	40	111
Rate		3.0%	2.8%	△0.2P	3.2%	2.9%	△0.3P	0.1P	3.0%	3.0%	0.0P	3.1%	3.0%	△0.0P	0.0P
Dividend (Result/Plan)		¥257	¥363	¥106	¥382	*¥191	-	*¥19	* We plan to split each common share at a rate of 2 shares effective August. 1, 2022. Therefore, for the year ending March 2023, the expected amount of a per-share divide is calculated based on the effect of the split.						
Dividend payout ratio		50.0%	78.1%	28.1P	70.1%	74.8%	4.7P	△3.3P							
Construction carried forward from the beginning of the period					139,200	147,812	8,612	-							

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

## 4. Information about Group Companies

### ■ Consolidated subsidiary

(Millions of yen)

Asanuma Tatemono Corporation Insuranceagency Capital stock:20 Investment ratio:100%				SINGAPORE PAINTS & CONTRACTOR PTE. LTD. Building painting and repair work contractors Capital stock:41 Investment ratio:80%				EVERGREEN ENGINEERING & CONSTRUCTION PTE. LTD. Equipment work business, Building maintenance business Capital stock:389 Investment ratio:80%	
Statement of Income	FY2021/3	FY2022/3		Statement of Income	FY2021/3	FY2022/3		FY2022/3	
	Results	Results	Increase (Decrease)		Results	Results	Increase (Decrease)	Results	
Net sales	183	148	△34	Net sales	1,137	2,335	1,198	*Became a consolidated subsidiary in January 2022, and in the year ended March 31, 2022, only the balance sheet was consolidated.	
Operating income	66	39	△27	Operating income	△95	△22	72		
Ordinary income	67	39	△27	Ordinary income	△16	27	43		
Net income	50	27	△22	Net income	△24	19	44		
Balance Sheet	FY2021/3	FY2022/3		Balance Sheet	FY2021/3	FY2022/3		FY2022/3	
	Results	Results	Increase (Decrease)		Results	Results	Increase (Decrease)	Results	
Total assets	355	330	△25	Total assets	786	1,238	452	2,234	
Liability with interest	-	-	-	Liability with interest	-	-	-	-	
Net assets	299	287	△12	Net assets	378	433	54	1,217	

### ■ Consolidated subsidiary ( PFI )

PFI(3companies) Total				<Overview of PFI>			
Statement of Income	FY2021/3	FY2022/3		Name	Capital stock	Investment ratio	Relations
	Results	Results	Increase (Decrease)				
Net sales	867	544	△323	Utsunomiya Sato No Mori Funeral Hall	10	42.5%	We lend funds
Operating income	53	49	△4	Sakurai School Lunch Facility	10	50.0%	We lend funds
Ordinary income	47	43	△3				
Net income	36	31	△5				
Balance Sheet	FY2021/3	FY2022/3		Odawara Funeral Hall			
	Results	Results	Increase (Decrease)	10			
Total assets	3,445	3,649	204	40.0%			
Liability with interest	3,063	2,714	△349	We lend funds			
Loan value	(148)	(135)	(△12)				
Net assets	220	251	30				

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

		FY2021/3		FY2022/3		
			Proportion		Proportion	YOY
<b>■ Construction business</b>						
Building construction	Public	14,692	15.9%	20,600	18.7%	5,908
	Private	77,543	84.1%	89,509	81.3%	11,966
		92,235	100.0%	110,110	100.0%	17,874
Civil engineering	Public	16,410	60.9%	17,431	73.0%	1,021
	Private	10,529	39.1%	6,444	27.0%	△4,084
		26,939	100.0%	23,876	100.0%	△3,063
Total	Public	31,102	26.1%	38,032	28.4%	6,930
	Private	88,072	73.9%	95,953	71.6%	7,881
		119,174	100.0%	133,986	100.0%	14,811

<b>■ By application</b>						
Building construction	Office	13,895	15.1%	4,329	3.9%	△9,565
	Hotel	4,980	5.4%	4,284	3.9%	△695
	Shop・Amusement	3,211	3.5%	924	0.8%	△2,287
	Factory・Warehouse	11,828	12.8%	38,728	35.2%	26,899
	Housing	32,580	35.3%	33,025	30.0%	444
	Education	7,805	8.5%	7,642	6.9%	△163
	Medical・Welfare	5,084	5.5%	2,829	2.6%	△2,255
	Other	△1,026	-1.1%	1,725	1.6%	2,751
	Renovation	13,874	15.0%	16,620	15.1%	2,746
		92,235	100.0%	110,110	100.0%	17,874
Civil engineering	Erosion flood control	1,115	4.1%	1,098	4.6%	△16
	Railway	5,828	21.6%	2,764	11.6%	△3,064
	Water and Sewage	2,814	10.4%	5,356	22.4%	2,542
	Develop	4,164	15.5%	4,922	20.6%	758
	Road	6,757	25.1%	7,182	30.1%	425
	Other	6,260	23.2%	2,552	10.7%	△3,707
		26,939	100.0%	23,876	100.0%	△3,063
Total		119,174		133,986		14,811

(Millions of yen)

		FY2021/3		FY2022/3		
			Proportion		Proportion	YOY
<b>■ By industry</b>						
Public	Central	18,307	58.9%	26,007	68.4%	7,700
	Local	12,795	41.1%	12,025	31.6%	△769
		31,102	100.0%	38,032	100.0%	6,930
Private	Manufacturing industry	12,603	14.3%	19,466	20.3%	6,862
	Non-Manufacturing industry	75,468	85.7%	76,487	79.7%	1,018
		88,072	100.0%	95,953	100.0%	7,881
Total		119,174		133,986		14,811

■ By region						
Hokkaido		3,810	3.2%	3,553	2.7%	△256
Tohoku		6,255	5.2%	4,081	3.0%	△2,174
Tokyo		46,123	38.7%	46,566	34.8%	442
	Overseas	737	0.6%	91	0.1%	△646
Nagoya		9,398	7.9%	20,242	15.1%	10,844
Osaka		39,924	33.5%	40,727	30.4%	803
Hiroshima		9,654	8.1%	6,137	4.6%	△3,517
Kyushu		4,007	3.4%	12,677	9.5%	8,669
Total		119,174	100.0%	133,986	100.0%	14,811

<b>■ By amount of money</b>		<b>※Only new orders</b>				
less than 5 billion of yen		19,303	17.9%	17,958	14.5%	△1,344
5 to 10 billion of yen		17,629	16.4%	20,897	16.9%	3,268
10 to 30 billion of yen		46,469	43.2%	47,342	38.3%	872
more than 30 billion of yen		24,289	22.6%	37,564	30.4%	13,275
Total		107,691	100.0%	123,763	100.0%	16,071



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

(Millions of yen)

		FY2021/3		FY2022/3		
			Proportion		Proportion	YOY
<b>Construction business</b>						
Building construction	Public	26,009	23.8%	<b>23,338</b>	21.7%	△2,670
	Private	83,171	76.2%	<b>84,386</b>	78.3%	1,215
		109,180	100.0%	<b>107,725</b>	100.0%	△1,455
Civil engineering	Public	18,831	68.4%	<b>19,279</b>	79.2%	448
	Private	8,697	31.6%	<b>5,066</b>	20.8%	△3,631
		27,529	100.0%	<b>24,346</b>	100.0%	△3,183
Total	Public	44,840	32.8%	<b>42,618</b>	32.3%	△2,222
	Private	91,869	67.2%	<b>89,453</b>	67.7%	△2,416
		136,709	100.0%	<b>132,071</b>	100.0%	△4,638

### By application

Building construction	Office	11,302	10.4%	<b>17,271</b>	16.0%	5,968
	Hotel	6,285	5.8%	<b>3,710</b>	3.4%	△2,574
	Shop・Amusement	2,834	2.6%	<b>1,910</b>	1.8%	△924
	Factory・Warehouse	23,051	21.1%	<b>24,106</b>	22.4%	1,054
	Housing	26,419	24.2%	<b>28,913</b>	26.8%	2,493
	Education	10,419	9.5%	<b>9,033</b>	8.4%	△1,386
	Medical・Welfare	3,511	3.2%	<b>3,652</b>	3.4%	140
	Other	5,441	5.0%	<b>2,034</b>	1.9%	△3,407
	Renovation	19,914	18.2%	<b>17,094</b>	15.9%	△2,820
		109,180	100.0%	<b>107,725</b>	100.0%	△1,455
Civil engineering	Erosion flood control	575	2.1%	<b>1,428</b>	5.9%	853
	Railway	4,028	14.6%	<b>3,336</b>	13.7%	△691
	Water and Sewage	6,209	22.6%	<b>6,601</b>	27.1%	391
	Develop	1,573	5.7%	<b>3,611</b>	14.8%	2,037
	Road	6,973	25.3%	<b>3,783</b>	15.5%	△3,189
	Other	8,168	29.7%	<b>5,585</b>	22.9%	△2,583
		27,529	100.0%	<b>24,346</b>	100.0%	△3,183
Total		136,709		<b>132,071</b>		△4,638

		FY2021/3		FY2022/3		
			Proportion		Proportion	YOY
<b>By industry</b>						
Public	Central	22,110	49.3%	<b>20,403</b>	47.9%	△1,706
	Local	22,730	50.7%	<b>22,214</b>	52.1%	△515
		44,840	100.0%	<b>42,618</b>	100.0%	△2,222
Private	Manufacturing industry	16,494	18.0%	<b>14,243</b>	15.9%	△2,251
	Non-Manufacturing industry	75,374	82.0%	<b>75,209</b>	84.1%	△164
		91,869	100.0%	<b>89,453</b>	100.0%	△2,416
Total		136,709		<b>132,071</b>		△4,638

### By region

Hokkaido	3,006	2.2%	<b>3,036</b>	2.3%	29
Tohoku	7,378	5.4%	<b>6,173</b>	4.7%	△1,205
Tokyo	49,190	36.0%	<b>51,926</b>	39.3%	2,736
Overseas	644	0.5%	<b>592</b>	0.4%	△52
Nagoya	11,709	8.6%	<b>14,608</b>	11.1%	2,898
Osaka	43,655	31.9%	<b>40,162</b>	30.4%	△3,493
Hiroshima	7,745	5.7%	<b>7,432</b>	5.6%	△312
Kyushu	14,024	10.3%	<b>8,731</b>	6.6%	△5,292
Total	136,709	100.0%	<b>132,071</b>	100.0%	△4,638

### By amount of money

less than 5 billion of yen	16,807	12.3%	<b>40,921</b>	31.0%	24,113
5 to 10 billion of yen	21,165	15.5%	<b>34,074</b>	25.8%	12,909
10 to 30 billion of yen	65,597	48.0%	<b>44,654</b>	33.8%	△20,943
more than 30 billion of yen	33,138	24.2%	<b>12,421</b>	9.4%	△20,717
Total	136,709	100.0%	<b>132,071</b>	100.0%	△4,638



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

		FY2021/3		FY2022/3		
			Proportion		Proportion	YOY
<b>Construction business</b>						
Building construction	Public	26,992	24.4%	<b>24,254</b>	21.4%	△2,737
	Private	83,803	75.6%	<b>88,926</b>	78.6%	5,122
		110,795	100.0%	<b>113,180</b>	100.0%	2,384
Civil engineering	Public	23,339	69.9%	<b>21,491</b>	65.3%	△1,847
	Private	10,048	30.1%	<b>11,426</b>	34.7%	1,377
		33,388	100.0%	<b>32,918</b>	100.0%	△469
Total	Public	50,331	34.9%	<b>45,746</b>	31.3%	△4,585
	Private	93,852	65.1%	<b>100,353</b>	68.7%	6,500
		144,184	100.0%	<b>146,099</b>	100.0%	1,914

### By application

Building construction	Office	21,924	19.8%	<b>8,983</b>	7.9%	△12,941
	Hotel	3,903	3.5%	<b>4,478</b>	4.0%	574
	Shop・Amusement	1,774	1.6%	<b>788</b>	0.7%	△985
	Factory・Warehouse	17,160	15.5%	<b>31,783</b>	28.1%	14,622
	Housing	41,582	37.5%	<b>45,694</b>	40.4%	4,111
	Education	8,179	7.4%	<b>6,788</b>	6.0%	△1,391
	Medical・Welfare	4,350	3.9%	<b>3,527</b>	3.1%	△822
	Other	2,983	2.7%	<b>2,674</b>	2.4%	△308
	Renovation	8,935	8.1%	<b>8,462</b>	7.5%	△473
		110,795	100.0%	<b>113,180</b>	100.0%	2,384
Civil engineering	Erosion flood control	950	2.8%	<b>620</b>	1.9%	△330
	Railway	8,070	24.2%	<b>7,498</b>	22.8%	△572
	Water and Sewage	10,663	31.9%	<b>9,418</b>	28.6%	△1,244
	Develop	2,901	8.7%	<b>4,212</b>	12.8%	1,311
	Road	5,083	15.2%	<b>8,482</b>	25.8%	3,399
	Other	5,717	17.1%	<b>2,684</b>	8.2%	△3,032
		33,388	100.0%	<b>32,918</b>	100.0%	△469
Total		<b>144,184</b>		<b>146,099</b>		1,914

(Millions of yen)

		FY2021/3		FY2022/3		
			Proportion		Proportion	YOY
<b>By industry</b>						
Public	Central	19,312	38.4%	<b>24,916</b>	54.5%	5,604
	Local	31,019	61.6%	<b>20,829</b>	45.5%	△10,189
		50,331	100.0%	<b>45,746</b>	100.0%	△4,585
Private	Manufacturing industry	11,500	12.3%	<b>16,723</b>	16.7%	5,223
	Non-Manufacturing industry	82,352	87.7%	<b>83,630</b>	83.3%	1,277
		93,852	100.0%	<b>100,353</b>	100.0%	6,500
Total		144,184		<b>146,099</b>		1,914

### By region

Hokkaido	3,080	2.1%	<b>3,598</b>	2.5%	517
Tohoku	5,452	3.8%	<b>3,360</b>	2.3%	△2,091
Tokyo	61,315	42.5%	<b>55,954</b>	38.3%	△5,360
Overseas	401	0.3%	<b>△98</b>	△0.1%	△500
Nagoya	14,709	10.2%	<b>20,344</b>	13.9%	5,634
Osaka	46,748	32.4%	<b>47,313</b>	32.4%	565
Hiroshima	7,317	5.1%	<b>6,021</b>	4.1%	△1,295
Kyushu	5,560	3.9%	<b>9,506</b>	6.5%	3,945
Total	144,184	100.0%	<b>146,099</b>	100.0%	1,914

### By amount of money

less than 5 billion of yen	20,114	14.0%	<b>10,444</b>	7.1%	△9,670
5 to 10 billion of yen	23,013	16.0%	<b>32,169</b>	22.0%	9,156
10 to 30 billion of yen	59,278	41.1%	<b>67,365</b>	46.1%	8,086
more than 30 billion of yen	41,777	29.0%	<b>36,119</b>	24.7%	△5,657
Total	144,184	100.0%	<b>146,099</b>	100.0%	1,914

## 8. A principal Construction contracts

■FY Eniding March 31 ,2022 Orders					※JV: only our order		(Millions of yen)	
	Type of project	Client	Industry	JV	Contract price	Order date	Completion date	Place
Building construction	Distribution Warehouse	Marutokusaangyo	Private	Single	5,500	2022/3	2024/1	Aichi
	Distribution Warehouse	Daiwa House Kohoku SPC	Private	Single	4,976	2022/3	2023/9	Kanagawa
	Warehouse	NaraChuouAnex SPC	Private	Single	4,507	2022/3	2023/7	Nara
	Housing	Urban Renaissance Agency	Public	Single	3,295	2022/3	2025/2	Hyogo
	Factory	Bingotsukemono	Private	Single	2,621	2022/3	2023/1	Tochigi
Civil engineering	Bridge	West Nippon Expressway Company Limited	Public	Single	3,512	2022/2	2026/8	Kyoto
	Develop	Yahata Inter South Land readjustment association And Kyotanabe Matsui Inter West Land readjustment association	Private	Single	2,150	2022/3	2024/4	Kyoto
	Sewer	Bureau of Sewerage Tokyo Metropolitan Government	Public	Single	1,902	2022/1	2025/7	Tokyo

■FY Eniding March 31 ,2022 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	8,242	2020/3	2022/3	Kanagawa
	Office	Yamatokoriyama City	Public	JVSP	2,473	2020/12	2023/6	Nara
	Housing	Kitasuzurandai Ekimae Redevelopment Co., Ltd.	Private	Single	2,528	2020/9	2022/5	Hyogo
	Housing	NTT Urban Development Corporation Sekisui House,Ltd.	Private	Single	2,068	2020/11	2023/3	Osaka
	Hotel	FRIEND STAGE Co.,Ltd.	Private	Single	1,933	2020/5	2021/12	Tokyo
	Amusement	Tokyo Tatemono Resort Co., Ltd.	Private	Single	1,794	2020/9	2021/12	Saitama
Civil engineering	Sewer	Higashiosaka City Water and Sewer Bureau	Public	Single	1,021	2019/12	2023/3	Osaka
	Road	Kanto Regional Development Breau	Public	Single	816	2021/8	2022/6	Ibaraki

■FY Eniding March 31 ,2022 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	2,689	2019/8	2023/3	Aichi
	Housing	Marujin Holdings Company, Limited	Private	Single	2,327	2021/3	2022/10	Tokyo
	Housing	Urban Renaissance Agency	Public	Single	1,644	2020/12	2023/2	Osaka
	Housing	Minato City.Tokyo	Public	JVSP	1,656	2020/6	2023/12	Tokyo
	Welfare	MITSUBISHI ESTATE RESIDENCE CO.,LTD.	Private	Single	1,041	2021/3	2022/11	Tokyo
	Office	Sumitomo Mitsui Banking Corporation	Private	Single	1,066	2021/3	2022/12	Kanagawa
	Hotel	Unzen Fukiya	Private	Single	957	2020/8	2022/6	Nagasaki
Civil engineering	Railway	Japan Railway Construction, Transport and Technology Agency	Public	JVSB	1,449	2017/9	2023/8	Hokkaido
	Water	Bureau of Waterworks Tokyo Metropolitan Government	Public	JVSP	1,066	2020/3	2023/7	Tokyo
	Bridge	Honshu-Shikoku Bridge Expressway Company Limited	Public	Single	1,118	2021/1	2023/7	Okayama