

Support Documentation for the Third Quarter
of the Fiscal Year Ending March 31 , 2023

February 9 , 2023

Asanuma Corporation

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1. Consolidated Financial Results for the Third Quarter of the Fiscal Year Endig March 31 , 2023

■ Consolidated Statement of Income

| | Previous Third Quarter [Dec 31 , 2021] | Current Third Quarter [Dec 31, 2022] | | |
|--|--|---|--------|----------------|
| | | Results | YOY | Rate of change |
| Orders | 72,098 | 105,807 | 33,709 | 46.8% |
| Net sales | 96,226 | 104,182 | 7,956 | 8.3% |
| Construction contracts | 95,455 | 102,155 | 6,700 | 7.0% |
| Other | 771 | 2,026 | 1,255 | 162.8% |
| Gross profit | 9,237 | 10,530 | 1,293 | 14.0% |
| Rate | 9.6% | 10.1% | 0.5P | - |
| Construction contracts | 9,021 | 9,953 | 931 | 10.3% |
| Rate | 9.5% | 9.7% | 0.2P | - |
| Other | 215 | 576 | 361 | 167.8% |
| Rate | 27.9% | 28.5% | 0.6P | - |
| Selling, general and administrative expenses | 6,424 | 7,013 | 588 | 9.2% |
| Operating income | 2,812 | 3,517 | 704 | 25.1% |
| Rate | 2.9% | 3.4% | 0.5P | - |
| Ordinary income | 2,807 | 3,722 | 914 | 32.6% |
| Rate | 2.9% | 3.6% | 0.7P | - |
| Profit attributable to | 1,827 | 2,867 | 1,040 | 56.9% |
| Owners of parent | 1.9% | 2.8% | 0.9P | - |

(NOTE) For the first quarter of the current fiscal year, the provisional accounting treatment for business combinations has been finalized, and each figure on the balance sheet for the fiscal year ended March 2022 reflects the finalization of the provisional accounting treatment.

■ Consolidated Balance Sheet

(Millions of yen)

| | FY2022/3 | Current Third Quarter [Dec 31, 2022] | | |
|---|----------|---|--------|----------------|
| | | Results | YOY | Rate of change |
| Total assets | 90,537 | 89,986 | △551 | △0.6% |
| Current assets | 73,500 | 73,233 | △267 | △0.4% |
| Fixed assets | 17,036 | 16,753 | △283 | △1.7% |
| Total liabilities | 47,663 | 46,320 | △1,343 | △2.8% |
| Debt (including Corporate bond) | 10,679 | 10,420 | △258 | △2.4% |
| Current liabilities | 34,647 | 33,724 | △922 | △2.7% |
| Short-term debt | 2,506 | 2,510 | 4 | 0.2% |
| Fixed liabilities | 13,016 | 12,595 | △420 | △3.2% |
| Long-term debt (including Corporate bond) | 8,172 | 7,909 | △263 | △3.2% |
| Net assets | 42,873 | 43,666 | 792 | 1.8% |
| Shareholders' equity | 41,415 | 41,306 | △108 | △0.3% |
| Accumulated other comprehensive income | 784 | 1,703 | 918 | 117.1% |
| Non-controlling interests | 673 | 655 | △18 | △2.7% |
| Capital adequacy ratio | 46.6% | 47.8% | 1.2P | - |

2. Non-Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31 , 2023

■ Non-Consolidated Statement of Income

| | Previous Third Quarter [Dec 31 , 2021] | Current Third Quarter [Dec 31, 2022] | | |
|--|--|---|--------|----------------|
| | | Results | YOY | Rate of change |
| Orders | 70,407 | 98,526 | 28,118 | 39.9% |
| Building construction | 56,998 | 83,583 | 26,584 | 46.6% |
| Civil engineering | 13,408 | 14,942 | 1,533 | 11.4% |
| Net sales | 94,455 | 95,007 | 552 | 0.6% |
| Construction contracts | 94,172 | 94,671 | 499 | 0.5% |
| Building construction | 76,678 | 76,676 | △2 | △0.0% |
| Civil engineering | 17,493 | 17,995 | 501 | 2.9% |
| Other | 283 | 336 | 53 | 18.7% |
| Gross profit | 8,934 | 8,958 | 24 | 0.3% |
| Rate | 9.5% | 9.4% | △0.1P | - |
| Construction contracts | 8,843 | 8,839 | △3 | △0.0% |
| Rate | 9.4% | 9.3% | △0.1P | - |
| Building construction | 6,880 | 6,255 | △624 | △9.1% |
| Rate | 9.0% | 8.2% | △0.8P | - |
| Civil engineering | 1,962 | 2,583 | 621 | 31.7% |
| Rate | 11.2% | 14.4% | 3.2P | - |
| Other | 91 | 118 | 27 | 30.6% |
| Rate | 32.2% | 35.4% | 3.2P | - |
| Selling, general and administrative expenses | 6,173 | 6,284 | 111 | 1.8% |
| Personal expenses | 3,280 | 3,397 | 116 | 3.6% |
| Expenses | 2,892 | 2,887 | △5 | △0.2% |
| Operating income | 2,760 | 2,673 | △87 | △3.2% |
| Rate | 2.9% | 2.8% | △0.1P | - |
| Ordinary income | 2,770 | 2,835 | 65 | 2.3% |
| Rate | 2.9% | 3.0% | 0.1P | - |
| Net income | 1,835 | 2,353 | 518 | 28.2% |
| Rate | 1.9% | 2.5% | 0.6P | - |

■ Non-Consolidated Balance Sheet

(Millions of yen)

| | FY2022/3 | Current Third Quarter [Dec 31, 2022] | | |
|---------------------------------------|----------|---|--------|----------------|
| | | Results | YOY | Rate of change |
| Total assets | 84,959 | 82,371 | △2,587 | △3.0% |
| Current assets | 66,610 | 64,630 | △1,979 | △3.0% |
| Fixed assets | 18,348 | 17,741 | △607 | △3.3% |
| Total liabilities | 42,658 | 40,603 | △2,055 | △4.8% |
| Debt | 8,100 | 8,100 | - | 0.0% |
| Current liabilities | 32,167 | 30,244 | △1,923 | △6.0% |
| Short-term debt | 2,160 | 2,160 | - | 0.0% |
| Fixed liabilities | 10,490 | 10,358 | △132 | △1.3% |
| Long-term debt | 5,940 | 5,940 | - | 0.0% |
| Net assets | 42,300 | 41,768 | △531 | △1.3% |
| Shareholders' equity | 41,304 | 40,682 | △622 | △1.5% |
| Valuation and translation adjustments | 996 | 1,086 | 90 | 9.1% |
| Capital adequacy ratio | 49.8% | 50.7% | 0.9P | - |

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

| | | | | | | (Millions of yen) | | | | |
|--|----------|--|--------------|-------|---|-------------------|----------|--|--------------|--------|
| Consolidated | | | | | | Non-Consolidated | | | | |
| | FY2022/3 | | FY2023/3 | | Current Third Quarter | | FY2022/3 | | FY2023/3 | |
| | Results | | Initial Plan | YOY | Results | Progress | Results | | Initial Plan | YOY |
| Orders | 136,568 | | 141,600 | 5,031 | 105,807 | 74.7% | 133,986 | | 135,000 | 1,013 |
| Building construction | 112,762 | | 114,250 | 1,487 | 90,852 | 79.5% | 110,110 | | 108,000 | △2,110 |
| Civil engineering | 23,806 | | 27,350 | 3,543 | 14,955 | 54.7% | 23,876 | | 27,000 | 3,123 |
| Net sales | 135,478 | | 144,300 | 8,821 | 104,182 | 72.2% | 132,476 | | 136,000 | 3,523 |
| Construction contracts | 134,407 | | 143,300 | 8,892 | 102,155 | 71.3% | 132,071 | | 135,600 | 3,528 |
| Building construction | 109,849 | | 115,850 | 6,000 | 84,133 | 72.6% | 107,725 | | 108,200 | 474 |
| Civil engineering | 24,557 | | 27,450 | 2,892 | 18,022 | 65.7% | 24,346 | | 27,400 | 3,053 |
| Other | 1,070 | | 1,000 | △70 | 2,026 | 202.7% | 405 | | 400 | △5 |
| Gross profit | 13,444 | | 14,630 | 1,185 | 10,530 | 72.0% | 13,035 | | 13,640 | 604 |
| 率 | 9.9% | | 10.1% | 0.2P | 10.1% | - | 9.8% | | 10.0% | 0.2P |
| Construction contracts | 13,136 | | 14,340 | 1,203 | 9,953 | 69.4% | 12,898 | | 13,500 | 601 |
| 率 | 9.8% | | 10.0% | 0.2P | 9.7% | - | 9.8% | | 10.0% | 0.2P |
| Other | 308 | | 290 | △18 | 576 | 198.9% | 137 | | 140 | 2 |
| 率 | 28.8% | | 29.0% | 0.2P | 28.5% | - | 34.0% | | 35.0% | 1.0P |
| Selling, general and administrative expenses | 8,609 | | 9,020 | 410 | 7,013 | 77.8% | 8,080 | | 8,330 | 249 |
| Operating income | 4,835 | | 5,610 | 774 | 3,517 | 62.7% | 4,954 | | 5,310 | 355 |
| 率 | 3.6% | | 3.9% | 0.3P | 3.4% | - | 3.7% | | 3.9% | 0.2P |
| Ordinary income | 4,904 | | 5,480 | 575 | 3,722 | 67.9% | 5,031 | | 5,200 | 168 |
| 率 | 3.6% | | 3.8% | 0.2P | 3.6% | - | 3.8% | | 3.8% | 0.0P |
| Net income | 3,748 | | 4,120 | 371 | 2,867 | 69.6% | 3,928 | | 4,040 | 111 |
| 率 | 2.8% | | 2.9% | 0.1P | 2.8% | - | 3.0% | | 3.0% | 0.0P |
| Dividend (Result+Plan) | ¥363 | | *¥191 | *¥19 | * 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. | | | | | |
| Dividend payout ratio | 78.1% | | 74.8% | △3.3P | | | | | | |

4. Information about Group Companies

■ Consolidated subsidiary

(Millions of yen)

| | 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% | | | Asanuma Tatemono Corporation Insuranceagency Capital stock:20 Investment ratio:100% | | |
|---------------------|--|-----------------------|---------------------|---|-----------------------|---------------------|--|-----------------------|---------------------|
| Statement of Income | Previous Third Quarter Results | Current Third Quarter | | Previous Third Quarter Results | Current Third Quarter | | Previous Third Quarter Results | Current Third Quarter | |
| | | Results | Increase (Decrease) | | Results | Increase (Decrease) | | Results | Increase (Decrease) |
| Net sales | 1,282 | 2,398 | 1,115 | - | 6,234 | - | 107 | 119 | 11 |
| Operating | 0 | 30 | 29 | - | 1,028 | - | 26 | 20 | △6 |
| Ordinary | 39 | 59 | 19 | - | 1,101 | - | 26 | 20 | △6 |
| Net income | 30 | 50 | 20 | - | 917 | - | 17 | 13 | △4 |
| Balance Sheet | FY2022/3 Results | Current Third Quarter | | FY2022/3 Results | Current Third Quarter | | FY2022/3 Results | Current Third Quarter | |
| | | Results | Increase (Decrease) | | Results | Increase (Decrease) | | Results | Increase (Decrease) |
| Total assets | 1,238 | 1,309 | 70 | 2,234 | 4,183 | 1,949 | 330 | 315 | △15 |
| Liability with | - | 49 | 49 | - | - | - | - | - | - |
| Net assets | 433 | 570 | 137 | 1,217 | 2,103 | 886 | 287 | 275 | △11 |

※Became a consolidated subsidiary in January 2022, and in the year ended March 31, 2022, only the balance sheet was consolidated.

■ Consolidated subsidiary (PFI)

| | PFI(3companies) Total | | |
|-------------------------|--------------------------------------|-----------------------|---------------------|
| Statement of Income | Previous Third Quarter Results | Current Third Quarter | |
| | | Results | Increase (Decrease) |
| Net sales | 401 | 455 | 53 |
| Operating income | 36 | 22 | △14 |
| Ordinary income | 32 | 15 | △17 |
| Net income | 23 | 11 | △12 |
| Balance Sheet | FY2022/3 Results | Current Third Quarter | |
| | | Results | Increase (Decrease) |
| Total assets | 3,649 | 3,092 | △557 |
| Liability with interest | 2,714 | 2,443 | △270 |
| Loan value | (135) | (123) | (△11) |
| Net assets | 251 | 263 | 11 |

<Overview of PFI>

| Name | Capitalstock | 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)

| | | Previous Third Quarter | | Current Third Quarter | | |
|--------------------------------|---------|------------------------|------------|-----------------------|------------|--------|
| | | Results | Proportion | Results | Proportion | YOY |
| ■ Construction business | | | | | | |
| Building construction | Public | 13,123 | 23.0% | 9,675 | 11.6% | △3,447 |
| | Private | 43,875 | 77.0% | 73,907 | 88.4% | 30,032 |
| | | 56,998 | 100.0% | 83,583 | 100.0% | 26,584 |
| Civilengineering | Public | 10,210 | 76.1% | 7,521 | 50.3% | △2,688 |
| | Private | 3,198 | 23.9% | 7,421 | 49.7% | 4,222 |
| | | 13,408 | 100.0% | 14,942 | 100.0% | 1,533 |
| Total | Public | 23,333 | 33.1% | 17,197 | 17.5% | △6,135 |
| | Private | 47,074 | 66.9% | 81,328 | 82.5% | 34,254 |
| | | 70,407 | 100.0% | 98,526 | 100.0% | 28,118 |

■ By application

| | | | | | | |
|-----------------------|-----------------------|--------|--------|--------|--------|--------|
| Building construction | Office | 1,177 | 2.1% | 6,051 | 7.2% | 4,873 |
| | Hotel | 905 | 1.6% | 161 | 0.2% | △743 |
| | Shop・Amusement | 50 | 0.1% | 4,125 | 4.9% | 4,074 |
| | Factory・Warehouse | 16,619 | 29.2% | 23,089 | 27.6% | 6,470 |
| | Housing | 16,169 | 28.4% | 22,297 | 26.7% | 6,127 |
| | Education | 5,269 | 9.2% | 7,229 | 8.6% | 1,960 |
| | Medical・Welfare | 2,713 | 4.8% | 779 | 0.9% | △1,934 |
| | Other | 1,711 | 3.0% | 4,961 | 5.9% | 3,250 |
| | Renovation | 12,382 | 21.7% | 14,887 | 17.8% | 2,504 |
| | | 56,998 | 100.0% | 83,583 | 100.0% | 26,584 |
| Civilengineering | Erosion flood control | 958 | 7.1% | 735 | 4.9% | △222 |
| | Railway | 2,172 | 16.2% | 881 | 5.9% | △1,291 |
| | Water and Sewage | 2,849 | 21.2% | 1,437 | 9.6% | △1,411 |
| | Develop | 2,330 | 17.4% | 3,770 | 25.2% | 1,440 |
| | Road | 2,937 | 21.9% | 2,566 | 17.2% | △370 |
| | Other | 2,160 | 16.1% | 5,551 | 37.2% | 3,390 |
| | | 13,408 | 100.0% | 14,942 | 100.0% | 1,533 |
| Total | | 70,407 | | 98,526 | | 28,118 |

(Millions of yen)

| | | Previous Third Quarter | | Current Third Quarter | | |
|----------------------|----------------------------|------------------------|------------|-----------------------|------------|--------|
| | | Results | Proportion | Results | Proportion | YOY |
| ■ By industry | | | | | | |
| Public | Central | 13,741 | 58.9% | 11,258 | 65.5% | △2,482 |
| | Local | 9,592 | 41.1% | 5,938 | 34.5% | △3,653 |
| | | 23,333 | 100.0% | 17,197 | 100.0% | △6,135 |
| Private | Manufacturing industry | 10,839 | 23.0% | 28,631 | 35.2% | 17,791 |
| | Non-Manufacturing industry | 36,235 | 77.0% | 52,697 | 64.8% | 16,462 |
| | | 47,074 | 100.0% | 81,328 | 100.0% | 34,254 |
| Total | | 70,407 | | 98,526 | | 28,118 |

■ By region

| | | | | | |
|-----------|--------|--------|--------|--------|--------|
| Hokkaido | 2,708 | 3.8% | 4,546 | 4.6% | 1,838 |
| Tohoku | 3,757 | 5.3% | 6,964 | 7.1% | 3,207 |
| Tokyo | 17,509 | 24.9% | 35,635 | 36.2% | 18,126 |
| Overseas | 56 | 0.1% | 3,071 | 3.1% | 3,015 |
| Nagoya | 14,639 | 20.8% | 6,948 | 7.1% | △7,691 |
| Osaka | 18,594 | 26.4% | 28,597 | 29.0% | 10,003 |
| Hiroshima | 7,544 | 10.7% | 5,444 | 5.5% | △2,100 |
| Kyushu | 5,654 | 8.0% | 10,387 | 10.5% | 4,733 |
| Total | 70,407 | 100.0% | 98,526 | 100.0% | 28,118 |

■ By region

※Only new orders

| | | | | | |
|-----------------------------|--------|--------|--------|--------|--------|
| less than 5 billion of yen | 13,052 | 20.9% | 11,030 | 12.4% | △2,022 |
| 5 to 10 billion of yen | 16,226 | 26.0% | 11,223 | 12.6% | △5,003 |
| 10 to 30 billion of yen | 27,098 | 43.4% | 43,878 | 49.3% | 16,780 |
| more than 30 billion of yen | 5,998 | 9.6% | 22,891 | 25.7% | 16,893 |
| Total | 62,375 | 100.0% | 89,023 | 100.0% | 26,647 |

6. Breakdown of Net sales (Non-Consolidated)

| | | Previous Third Quarter | | Current Third Quarter | | |
|------------------------------|---------|------------------------|------------|-----------------------|------------|--------|
| | | Results | Proportion | Results | Proportion | YOY |
| Construction business | | | | | | |
| Building construction | Public | 17,320 | 22.6% | 14,483 | 18.9% | △2,836 |
| | Private | 59,358 | 77.4% | 62,192 | 81.1% | 2,834 |
| | | 76,678 | 100.0% | 76,676 | 100.0% | △2 |
| Civil engineering | Public | 13,876 | 79.3% | 12,495 | 69.4% | △1,380 |
| | Private | 3,617 | 20.7% | 5,499 | 30.6% | 1,882 |
| | | 17,493 | 100.0% | 17,995 | 100.0% | 501 |
| Total | Public | 31,196 | 33.1% | 26,979 | 28.5% | △4,217 |
| | Private | 62,975 | 66.9% | 67,692 | 71.5% | 4,716 |
| | | 94,172 | 100.0% | 94,671 | 100.0% | 499 |

By application

| | | | | | | |
|-----------------------|-----------------------|--------|--------|--------|--------|--------|
| Building construction | Office | 12,620 | 16.5% | 5,304 | 6.9% | △7,315 |
| | Hotel | 3,074 | 4.0% | 2,165 | 2.8% | △908 |
| | Shop・Amusement | 1,805 | 2.4% | 1,284 | 1.7% | △521 |
| | Factory・Warehouse | 16,985 | 22.2% | 17,333 | 22.6% | 347 |
| | Housing | 19,023 | 24.8% | 26,972 | 35.2% | 7,949 |
| | Education | 7,227 | 9.4% | 6,713 | 8.8% | △514 |
| | Medical・Welfare | 2,382 | 3.1% | 2,318 | 3.0% | △63 |
| | Other | 1,416 | 1.8% | 3,129 | 4.1% | 1,713 |
| | Renovation | 12,142 | 15.8% | 11,455 | 14.9% | △687 |
| | | 76,678 | 100.0% | 76,676 | 100.0% | △2 |
| Civil engineering | Erosion flood control | 730 | 4.2% | 1,073 | 6.0% | 342 |
| | Railway | 2,431 | 13.9% | 2,085 | 11.6% | △346 |
| | Water and Sewage | 4,468 | 25.5% | 4,127 | 22.9% | △341 |
| | Develop | 2,521 | 14.4% | 4,061 | 22.6% | 1,539 |
| | Road | 2,927 | 16.7% | 3,614 | 20.1% | 687 |
| | Other | 4,413 | 25.2% | 3,032 | 16.9% | △1,380 |
| | | 17,493 | 100.0% | 17,995 | 100.0% | 501 |
| Total | | 94,172 | | 94,671 | | 499 |

(Millions of yen)

| | | Previous Third Quarter | | Current Third Quarter | | |
|--------------------|----------------------------|------------------------|------------|-----------------------|------------|--------|
| | | Results | Proportion | Results | Proportion | YOY |
| By industry | | | | | | |
| Public | Central | 14,666 | 47.0% | 14,396 | 53.4% | △270 |
| | Local | 16,529 | 53.0% | 12,582 | 46.6% | △3,946 |
| | | 31,196 | 100.0% | 26,979 | 100.0% | △4,217 |
| Private | Manufacturing industry | 11,935 | 19.0% | 12,900 | 19.1% | 964 |
| | Non-Manufacturing industry | 51,040 | 81.0% | 54,792 | 80.9% | 3,752 |
| | | 62,975 | 100.0% | 67,692 | 100.0% | 4,716 |
| Total | | 94,172 | | 94,671 | | 499 |

By region

| | | | | | |
|-----------|--------|--------|--------|--------|--------|
| Hokkaido | 1,880 | 2.0% | 4,037 | 4.3% | 2,157 |
| Tohoku | 5,188 | 5.5% | 4,038 | 4.3% | △1,149 |
| Tokyo | 37,760 | 40.1% | 34,281 | 36.2% | △3,479 |
| Overseas | 442 | 0.5% | 209 | 0.2% | △232 |
| Nagoya | 10,265 | 10.9% | 14,639 | 15.5% | 4,373 |
| Osaka | 28,547 | 30.3% | 26,899 | 28.4% | △1,647 |
| Hiroshima | 4,490 | 4.8% | 6,006 | 6.3% | 1,516 |
| Kyushu | 6,041 | 6.4% | 4,768 | 5.0% | △1,272 |
| Total | 94,172 | 100.0% | 94,671 | 100.0% | 499 |

By amount of money

| | | | | | |
|-----------------------------|--------|--------|--------|--------|--------|
| less than 5 billion of yen | 13,504 | 14.3% | 12,880 | 13.6% | △623 |
| 5 to 10 billion of yen | 16,907 | 18.0% | 12,834 | 13.6% | △4,072 |
| 10 to 30 billion of yen | 38,624 | 41.0% | 45,011 | 47.5% | 6,387 |
| more than 30 billion of yen | 25,136 | 26.7% | 23,944 | 25.3% | △1,191 |
| Total | 94,172 | 100.0% | 94,671 | 100.0% | 499 |

7. Breakdown of Backlog (Non-Consolidated)

| | | Previous Third Quarter | | Current Third Quarter | | |
|------------------------------|---------|------------------------|------------|-----------------------|------------|--------|
| | | Results | Proportion | Results | Proportion | YOY |
| Construction business | | | | | | |
| Building construction | Public | 22,795 | 25.0% | 19,446 | 16.2% | △3,348 |
| | Private | 68,320 | 75.0% | 100,641 | 83.8% | 32,320 |
| | | 91,116 | 100.0% | 120,087 | 100.0% | 28,971 |
| Civil engineering | Public | 19,673 | 67.1% | 16,517 | 55.3% | △3,156 |
| | Private | 9,630 | 32.9% | 13,348 | 44.7% | 3,718 |
| | | 29,303 | 100.0% | 29,866 | 100.0% | 562 |
| Total | Public | 42,468 | 35.3% | 35,964 | 24.0% | △6,504 |
| | Private | 77,951 | 64.7% | 113,989 | 76.0% | 36,038 |
| | | 120,420 | 100.0% | 149,953 | 100.0% | 29,533 |

By application

| | | | | | | |
|-----------------------|-----------------------|---------|--------|---------|--------|--------|
| Building construction | Office | 10,482 | 11.5% | 8,651 | 7.2% | △1,831 |
| | Hotel | 1,734 | 1.9% | 2,474 | 2.1% | 739 |
| | Shop・Amusement | 19 | 0.0% | 3,586 | 3.0% | 3,566 |
| | Factory・Warehouse | 16,988 | 18.6% | 37,591 | 31.3% | 20,603 |
| | Housing | 38,728 | 42.5% | 41,465 | 34.5% | 2,736 |
| | Education | 6,231 | 6.8% | 8,220 | 6.8% | 1,989 |
| | Medical・Welfare | 4,681 | 5.1% | 1,989 | 1.7% | △2,692 |
| | Other | 3,278 | 3.6% | 4,431 | 3.7% | 1,153 |
| | Renovation | 8,971 | 9.8% | 11,678 | 9.7% | 2,707 |
| | | 91,116 | 100.0% | 120,087 | 100.0% | 28,971 |
| Civil engineering | Erosion flood control | 1,178 | 4.0% | 283 | 0.9% | △895 |
| | Railway | 7,812 | 26.7% | 6,347 | 21.3% | △1,464 |
| | Water and Sewage | 9,044 | 30.9% | 6,723 | 22.5% | △2,320 |
| | Develop | 2,710 | 9.2% | 3,921 | 13.1% | 1,211 |
| | Road | 5,093 | 17.4% | 7,387 | 24.7% | 2,293 |
| | Other | 3,464 | 11.8% | 5,203 | 17.4% | 1,738 |
| | | 29,303 | 100.0% | 29,866 | 100.0% | 562 |
| Total | | 120,420 | | 149,953 | | 29,533 |

(Millions of yen)

| | | Previous Third Quarter | | Current Third Quarter | | |
|--------------------|----------------------------|------------------------|------------|-----------------------|------------|--------|
| | | Results | Proportion | Results | Proportion | YOY |
| By industry | | | | | | |
| Public | Central | 18,387 | 43.3% | 21,779 | 60.6% | 3,392 |
| | Local | 24,081 | 56.7% | 14,185 | 39.4% | △9,896 |
| | | 42,468 | 100.0% | 35,964 | 100.0% | △6,504 |
| Private | Manufacturing industry | 10,403 | 13.3% | 32,454 | 28.5% | 22,050 |
| | Non-Manufacturing industry | 67,547 | 86.7% | 81,535 | 71.5% | 13,987 |
| | | 77,951 | 100.0% | 113,989 | 100.0% | 36,038 |
| Total | | 120,420 | | 149,953 | | 29,533 |

By region

| | | | | | |
|-----------|---------|--------|---------|--------|--------|
| Hokkaido | 3,908 | 3.2% | 4,107 | 2.7% | 198 |
| Tohoku | 4,021 | 3.3% | 6,286 | 4.2% | 2,265 |
| Tokyo | 41,064 | 34.1% | 57,309 | 38.2% | 16,245 |
| Overseas | 14 | 0.0% | 76 | 0.1% | 61 |
| Nagoya | 19,084 | 15.8% | 12,653 | 8.4% | △6,430 |
| Osaka | 36,795 | 30.6% | 49,011 | 32.7% | 12,216 |
| Hiroshima | 8,481 | 7.0% | 5,459 | 3.6% | △3,022 |
| Kyushu | 7,064 | 5.9% | 15,126 | 10.1% | 8,061 |
| Total | 120,420 | 100.0% | 149,953 | 100.0% | 29,533 |

By amount of money

| | | | | | |
|-----------------------------|---------|--------|---------|--------|--------|
| less than 5 billion of yen | 11,402 | 9.5% | 8,359 | 5.6% | △3,042 |
| 5 to 10 billion of yen | 17,122 | 14.2% | 14,706 | 9.8% | △2,415 |
| 10 to 30 billion of yen | 57,359 | 47.6% | 71,687 | 47.8% | 14,327 |
| more than 30 billion of yen | 34,536 | 28.7% | 55,200 | 36.8% | 20,664 |
| Total | 120,420 | 100.0% | 149,953 | 100.0% | 29,533 |

8. A principal Construction contracts

■ 3Q FY Eniding March 31 ,2023 Orders

| | | ※JV:only our order | | | | | | | (Millions of yen) |
|-----------------------|--------------------|---|----------|--------|----------------|------------|-----------------|-----------|-------------------|
| | Type of project | Client | Industry | JV | Contract price | Order date | Completion date | Place | |
| Building construction | Plant | SUBARU CORPORATION | Private | Single | 4,915 | 2022/12 | 2024/9 | Gunma | |
| | Housing | Sumitomo Realty & Development Co., Ltd. | Private | Single | 3,050 | 2022/11 | 2026/6 | Tokyo | |
| | Plant | KYOCERA Corporation | Private | Single | 1,688 | 2022/11 | 2024/1 | Kagoshima | |
| | Housing | ANABUKI KOSAN INC. | Private | Single | 1,315 | 2022/10 | 2024/7 | Tottori | |
| | Housing | ANABUKI KOSAN INC. | Private | Single | 1,300 | 2022/12 | 2024/6 | Hiroshima | |
| | Housing | Takara Leben Co.,Ltd. | Private | Single | 1,043 | 2022/11 | 2024/2 | Miyagi | |
| Civil engineering | Water and sewerage | Tsu City | Public | JVSP | 689 | 2022/11 | 2025/12 | Mie | |
| | Railway | Keio Corporation | Private | JVSB | 122 | 2022/12 | 2025/3 | Tokyo | |

■ 3Q FY Eniding March 31 ,2023 Net sales

| | | ※JV:only our order | | | | | | | |
|-----------------------|------------------------|---|----------|--------|-----------|------------|-----------------|-----------|--|
| | Type of project | Client | Industry | JV | Net sales | Order date | Completion date | Place | |
| Building construction | Housing | Marujin Holdings Company, Limited. | Private | Single | 2,338 | 2021/3 | 2022/10 | Tokyo | |
| | Stores | G Holdings, Inc. | Private | Single | 1,492 | 2021/9 | 2022/10 | Aichi | |
| | Medical welfare | MITSUBISHI ESTATE RESIDENCE CO.,LTD. | Private | Single | 1,121 | 2021/3 | 2022/11 | Tokyo | |
| | Educational facilities | Osaka City Urban Development Bureau | Public | JVSP | 913 | 2019/10 | 2022/11 | Osaka | |
| | Entertainment | TOKYU LAND CORPORATION | Public | Single | 676 | 2022/1 | 2022/11 | Tokyo | |
| | Mountain flood control | Hokuriku Regional Development Bureau | Public | Single | 385 | 2021/3 | 2022/11 | Nagano | |
| Civil engineering | Sewerage | Bureau of Sewerage, Tokyo Metropolitan Government | Public | Single | 294 | 2021/6 | 2022/11 | Tokyo | |
| | Electric wire | TEPCO Power Grid, Incorporated | Public | JVSP | 99 | 2022/1 | 2022/10 | Yamanashi | |

■ 3Q FY Eniding March 31 ,2023 Backlog

| | | ※JV:only our order | | | | | | | |
|-----------------------|-----------------|--|----------|--------|---------|------------|-----------------|----------|--|
| | Type of project | Client | Industry | JV | Backlog | Order date | Completion date | Place | |
| Building construction | Warehouse | Marutoku Sangyo | Private | Single | 3,668 | 2022/3 | 2024/1 | Aichi | |
| | Warehouse | Daiwa House Kohoku SPC | Private | Single | 3,498 | 2022/3 | 2023/9 | Kanagawa | |
| | Housing | SAIBU GAS CITY DEVELOPMENT CORPORATION | Private | Single | 3,593 | 2022/3 | 2024/11 | Fukuoka | |
| | Housing | Urban Renaissance Agency | Public | Single | 3,295 | 2022/3 | 2025/2 | Hyogo | |
| | Plant | METAWATER Co., Ltd. | Private | Single | 2,893 | 2022/3 | 2025/3 | Tokyo | |
| | Bridge | West Nippon Expressway Company Limited | Public | Single | 3,433 | 2022/2 | 2026/8 | Kyoto | |
| Civil engineering | Train Station | Kansai Rapid Railway Co., Ltd. | Private | JVSB | 3,198 | 2020/12 | 2028/3 | Osaka | |
| | Sewer | Tokyo Metropolitan Government Bureau of Sewerage | Public | Single | 1,902 | 2022/1 | 2025/7 | Tokyo | |