

Support Documentation for the Third Quarter  
of the Fiscal Year Ending March 31 , 2024

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February 8 , 2024

Asanuma Corporation

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# 1. Consolidated Financial Results for the Third Quarter of the Fiscal Year Endig March 31 , 2024

## ■ Consolidated Statement of Income

		Previous Third Quarter [Dec 31 , 2022]	Current Third Quarter [Dec 31, 2023]		
			Results	YOY	Rate of change
Orders		105,807	127,132	21,325	20.2%
Net sales		104,182	111,612	7,429	7.1%
Construction contracts		102,155	109,298	7,142	7.0%
Other		2,026	2,314	287	14.2%
Gross profit		10,530	9,823	△706	△6.7%
	Rate	10.1%	8.8%	△1.3P	-
Construction contracts		9,953	9,153	△799	△8.0%
	Rate	9.7%	8.4%	△1.3P	-
Other		576	669	93	16.1%
	Rate	28.5%	28.9%	0.4P	-
Selling,general and administrative expenses		7,013	7,205	192	2.8%
Operating income		3,517	2,617	△899	△25.6%
	Rate	3.4%	2.3%	△1.1P	-
Ordinary income		3,722	2,742	△979	△26.3%
	Rate	3.6%	2.5%	△1.1P	-
Profit attributable to		2,867	1,591	△1,275	△44.5%
Owners of parent	Rate	2.8%	1.4%	△1.4P	-

## ■ Consolidated Balance Sheet

(Millions of yen)

	FY2023/3	Current Third Quarter [Dec 31, 2023]		
		Results	YOY	Rate of change
Total assets	93,034	<b>91,478</b>	△1,556	△1.7%
Current assets	76,719	<b>74,945</b>	△1,774	△2.3%
Fixed assets	16,315	<b>16,533</b>	217	1.3%
Total liabilities	48,367	<b>47,063</b>	△1,303	△2.7%
Debt (including Corporate bond)	10,332	<b>18,069</b>	7,736	74.9%
Current liabilities	35,190	<b>34,602</b>	△587	△1.7%
Short-term debt	1,808	<b>10,174</b>	8,366	462.7%
Fixed liabilities	13,176	<b>12,460</b>	△716	△5.4%
Long-term debt (including Corporate bond)	8,524	<b>7,895</b>	△629	△7.4%
Net assets	44,667	<b>44,415</b>	△252	△0.6%
Shareholders' equity	42,646	<b>41,051</b>	△1,595	△3.7%
Accumulated other comprehensive income	1,352	<b>2,359</b>	1,006	74.4%
Non-controlling interests	668	<b>1,004</b>	335	50.3%
Capital adequacy ratio	47.3%	<b>47.5%</b>	0.2P	-

## 2. Non-Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31 , 2024

### ■ Non-Consolidated Statement of Income

	Previous Third Quarter [Dec 31 , 2022]	Current Third Quarter [Dec 31, 2023]		
		Results	YOY	Rate of change
Orders	98,526	113,931	15,405	15.6%
Building construction	83,583	101,034	17,450	20.9%
Civil engineering	14,942	12,896	△2,045	△13.7%
Net sales	95,007	101,804	6,796	7.2%
Construction contracts	94,671	101,496	6,824	7.2%
Building construction	76,676	86,788	10,111	13.2%
Civil engineering	17,995	14,707	△3,287	△18.3%
Other	336	308	△27	△8.2%
Gross profit	8,958	7,714	△1,243	△13.9%
Rate	9.4%	7.6%	△1.8P	-
Construction contracts	8,839	7,620	△1,218	△13.8%
Rate	9.3%	7.5%	△1.8P	-
Building construction	6,255	5,631	△623	△10.0%
Rate	8.2%	6.5%	△1.7P	-
Civil engineering	2,583	1,988	△594	△23.0%
Rate	14.4%	13.5%	△0.9P	-
Other	118	93	△24	△21.0%
Rate	35.4%	30.4%	△5.0P	-
Selling, general and administrative expenses	6,284	6,409	124	2.0%
Personal expenses	3,397	3,505	107	3.2%
Expenses	2,887	2,903	16	0.6%
Operating income	2,673	1,305	△1,368	△51.2%
Rate	2.8%	1.3%	△1.5P	-
Ordinary income	2,835	1,464	△1,370	△48.3%
Rate	3.0%	1.4%	△1.6P	-
Net income	2,353	846	△1,506	△64.0%
Rate	2.5%	0.8%	△1.7P	-

### ■ Non-Consolidated Balance Sheet

(Millions of yen)

	FY2023/3	Current Third Quarter [Dec 31, 2023]		
		Results	YOY	Rate of change
Total assets	85,917	83,649	△2,267	△2.6%
Current assets	68,204	65,581	△2,622	△3.8%
Fixed assets	17,713	18,068	354	2.0%
Total liabilities	42,871	42,389	△482	△1.1%
Debt	8,100	16,100	8,000	98.8%
Current liabilities	31,813	31,787	△26	△0.1%
Short-term debt	1,460	9,850	8,390	574.7%
Fixed liabilities	11,057	10,601	△455	△4.1%
Long-term debt	6,640	6,250	△390	△5.9%
Net assets	43,046	41,260	△1,785	△4.1%
Shareholders' equity	41,942	39,602	△2,339	△5.6%
Valuation and translation adjustments	1,103	1,658	554	50.2%
Capital adequacy ratio	50.1%	49.3%	△0.8P	-

### 3. 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 Results      Increase (Decrease)		Previous Third Quarter Results	Current Third Quarter Results      Increase (Decrease)		Previous Third Quarter Results	Current Third Quarter Results      Increase (Decrease)	
Net sales	2,398	4,626	2,228	6,234	4,641	△1,592	119	119	0
Operating	30	326	296	1,028	1,200	171	20	18	△1
Ordinary	59	279	219	1,101	1,287	185	20	18	△1
Net income	50	335	284	917	1,062	145	13	12	0
Balance Sheet	FY2022/3 Results	Current Third Quarter Results      Increase (Decrease)		FY2022/3 Results	Current Third Quarter Results      Increase (Decrease)		FY2022/3 Results	Current Third Quarter Results      Increase (Decrease)	
Total assets	1,309	2,285	976	4,183	4,487	303	315	318	3
Liability with interest	49	218	169	-	-	-	-	-	-
Net assets	570	916	346	2,103	3,491	1,387	275	277	1

#### ■ Consolidated subsidiary ( PFI )

	PFI(3companies) Total		
Statement of Income	Previous Third Quarter Results	Current Third Quarter Results      Increase (Decrease)	
Net sales	455	436	△19
Operating income	22	18	△4
Ordinary income	15	15	0
Net income	11	11	0
Balance Sheet	FY2022/3 Results	Current Third Quarter Results      Increase (Decrease)	
Total assets	3,092	2,666	△425
Liability with interest	2,443	2,080	△363
Loan value	(123)	(111)	(△9)
Net assets	263	279	16

#### <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

## 4. Earnings Forecast for the Fiscal year Ending March 31 , 2024

						(Millions of yen)				
Consolidated						Non-Consolidated				
	FY2023/3		FY2024/3		Current Third Quarter		FY2023/3		FY2024/3	
	Results	Initial Plan	YOY	Results	Progress	Results	Initial Plan	YOY	Results	Progress
Orders	144,743	144,700	△43	127,132	87.9%	135,943	135,000	△943	113,931	84.4%
Building construction	122,065	115,700	△6,365	111,741	96.6%	113,277	108,000	△5,277	101,034	93.6%
Civil engineering	22,678	29,000	6,321	15,391	53.1%	22,666	27,000	4,333	12,896	47.8%
Net sales	144,436	141,800	△2,636	111,612	78.7%	132,800	131,000	△1,800	101,804	77.7%
Construction contracts	141,758	140,600	△1,158	109,298	77.7%	132,247	130,600	△1,647	101,496	77.7%
Building construction	116,456	118,000	1,543	94,420	80.0%	106,972	108,600	1,627	86,788	79.9%
Civil engineering	25,301	22,600	△2,701	14,877	65.8%	25,275	22,000	△3,275	14,707	66.9%
Other	2,678	1,200	△1,478	2,314	192.8%	553	400	△153	308	77.1%
Gross profit	15,139	13,950	△1,189	9,823	70.4%	13,194	12,620	△574	7,714	61.1%
Rate	10.5%	9.8%	△0.7P	8.8%	-	9.9%	9.6%	△0.3P	7.6%	-
Construction contracts	14,341	13,650	△691	9,153	67.1%	12,961	12,485	△476	7,620	61.0%
Rate	10.1%	9.7%	△0.4P	8.4%	-	9.8%	9.6%	△0.2P	7.5%	-
Other	797	300	△497	669	223.2%	233	135	△98	93	69.6%
Rate	29.8%	25.0%	△4.8P	28.9%	-	42.2%	33.8%	△8.4P	30.4%	-
Selling, general and administrative expenses	9,447	9,850	402	7,205	73.2%	8,490	8,900	409	6,409	72.0%
Operating income	5,691	4,100	△1,591	2,617	63.8%	4,704	3,720	△984	1,305	35.1%
Rate	3.9%	2.9%	△1.0P	2.3%	-	3.5%	2.8%	△0.7P	1.3%	-
Ordinary income	5,918	3,970	△1,948	2,742	69.1%	4,878	3,650	△1,228	1,464	40.1%
Rate	4.1%	2.8%	△1.3P	2.5%	-	3.7%	2.8%	△0.9P	1.4%	-
Net income	4,200	4,540	339	1,591	35.1%	3,607	4,380	772	846	19.3%
Rate	2.9%	3.2%	0.3P	1.4%	-	2.7%	3.3%	0.6P	0.8%	-
Dividend (Result・Plan)	¥191	¥197.5	6.5P							
Dividend payout ratio	Rate	73.3%	70.2%	△3.1P						

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

		Previous Third Quarter		Current Third Quarter		
		Results	Proportion	Results	Proportion	YOY
<b>■ Construction business</b>						
Building construction	Public	9,675	11.6%	16,206	16.0%	6,530
	Private	73,907	88.4%	84,828	84.0%	10,920
		83,583	100.0%	101,034	100.0%	17,450
Civilengineering	Public	7,521	50.3%	8,575	66.5%	1,053
	Private	7,421	49.7%	4,321	33.5%	△3,099
		14,942	100.0%	12,896	100.0%	△2,045
Total	Public	17,197	17.5%	24,781	21.8%	7,583
	Private	81,328	82.5%	89,150	78.2%	7,821
		98,526	100.0%	113,931	100.0%	15,405

### ■ By application

Building construction	Office	6,051	7.2%	8,425	8.3%	2,373
	Hotel	161	0.2%	5,870	5.8%	5,708
	Shop・Amusement	4,125	4.9%	1,515	1.5%	△2,609
	Factory・Warehouse	23,089	27.6%	28,933	28.6%	5,843
	Housing	22,297	26.7%	22,815	22.6%	518
	Education	7,229	8.6%	3,475	3.4%	△3,754
	Medical・Welfare	779	0.9%	4	0.0%	△775
	Other	4,961	5.9%	666	0.7%	△4,295
	Renovation	14,887	17.8%	29,327	29.0%	14,440
		83,583	100.0%	101,034	100.0%	17,450
Civilengineering	Erosion flood control	735	4.9%	6	0.0%	△729
	Railway	881	5.9%	1,669	12.9%	788
	Water and Sewage	1,437	9.6%	3,552	27.5%	2,115
	Develop	3,770	25.2%	1,715	13.3%	△2,054
	Road	2,566	17.2%	1,347	10.4%	△1,219
	Other	5,551	37.2%	4,605	35.7%	△946
		14,942	100.0%	12,896	100.0%	△2,045
Total		98,526		113,931		15,405

(Millions of yen)

		Previous Third Quarter		Current Third Quarter		
		Results	Proportion	Results	Proportion	YOY
<b>■ By industry</b>						
Public	Central	11,258	65.5%	7,900	31.9%	△3,358
	Local	5,938	34.5%	16,881	68.1%	10,942
		17,197	100.0%	24,781	100.0%	7,583
Private	Manufacturing industry	28,631	35.2%	29,703	33.3%	1,072
	Non-Manufacturing industry	52,697	64.8%	59,446	66.7%	6,748
		81,328	100.0%	89,150	100.0%	7,821
Total		98,526		113,931		15,405

### ■ By region

Hokkaido	4,546	4.6%	8,122	7.1%	3,575
Tohoku	6,964	7.1%	4,229	3.7%	△2,735
Tokyo	35,635	36.2%	33,123	29.1%	△2,512
Overseas	3,071	3.1%	1,069	0.9%	△2,002
Nagoya	6,948	7.1%	12,731	11.2%	5,783
Osaka	28,597	29.0%	41,205	36.2%	12,607
Hiroshima	5,444	5.5%	5,125	4.5%	△319
Kyushu	10,387	10.5%	9,393	8.2%	△994
Total	98,526	100.0%	113,931	100.0%	15,405

### ■ By region

※Only new orders

less than 5 billion of yen	11,030	12.4%	14,069	13.6%	3,038
5 to 10 billion of yen	11,223	12.6%	10,925	10.6%	△297
10 to 30 billion of yen	43,878	49.3%	35,637	34.4%	△8,241
more than 30 billion of yen	22,891	25.7%	42,865	41.4%	19,974
Total	89,023	100.0%	103,498	100.0%	14,474

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

(Millions of yen)

	Previous Third Quarter		Current Third Quarter		
	Results	Proportion	Results	Proportion	YOY

### ■ Construction business

Building construction	Public	14,483	18.9%	10,687	12.3%	△3,795
	Private	62,192	81.1%	76,100	87.7%	13,907
		76,676	100.0%	86,788	100.0%	10,111
Civilengineering	Public	12,495	69.4%	9,006	61.2%	△3,488
	Private	5,499	30.6%	5,700	38.8%	201
		17,995	100.0%	14,707	100.0%	△3,287
Total	Public	26,979	28.5%	19,694	19.4%	△7,284
	Private	67,692	71.5%	81,801	80.6%	14,108
		94,671	100.0%	101,496	100.0%	6,824

### ■ By application

Building construction	Office	5,304	6.9%	7,452	8.6%	2,147
	Hotel	2,165	2.8%	2,781	3.2%	616
	Shop・Amusement	1,284	1.7%	2,842	3.3%	1,558
	Factory・Warehouse	17,333	22.6%	29,452	33.9%	12,119
	Housing	26,972	35.2%	21,129	24.3%	△5,842
	Education	6,713	8.8%	6,681	7.7%	△32
	Medical・Welfare	2,318	3.0%	1,521	1.8%	△797
	Other	3,129	4.1%	1,683	1.9%	△1,446
	Renovation	11,455	14.9%	13,244	15.3%	1,788
		76,676	100.0%	86,788	100.0%	10,111
Civilengineering	Erosion flood control	1,073	6.0%	845	5.8%	△227
	Railway	2,085	11.6%	1,633	11.1%	△451
	Water and Sewage	4,127	22.9%	2,550	17.3%	△1,576
	Develop	4,061	22.6%	3,050	20.7%	△1,011
	Road	3,614	20.1%	3,512	23.9%	△102
	Other	3,032	16.9%	3,115	21.2%	82
		17,995	100.0%	14,707	100.0%	△3,287
Total		94,671		101,496		6,824

	Previous Third Quarter		Current Third Quarter		
	Results	Proportion	Results	Proportion	YOY

### ■ By industry

Public	Central	14,396	53.4%	13,813	70.1%	△582
	Local	12,582	46.6%	5,881	29.9%	△6,701
		26,979	100.0%	19,694	100.0%	△7,284
Private	Manufacturing industry	12,900	19.1%	23,476	28.7%	10,575
	Non-Manufacturing industry	54,792	80.9%	58,325	71.3%	3,533
		67,692	100.0%	81,801	100.0%	14,108
Total		94,671		101,496		6,824

### ■ By region

Hokkaido	4,037	4.3%	3,496	3.4%	△541
Tohoku	4,038	4.3%	5,690	5.6%	1,651
Tokyo	34,281	36.2%	33,616	33.1%	△664
Overseas	209	0.2%	260	0.3%	50
Nagoya	14,639	15.5%	8,964	8.8%	△5,674
Osaka	26,899	28.4%	36,258	35.7%	9,358
Hiroshima	6,006	6.3%	4,688	4.6%	△1,318
Kyushu	4,768	5.0%	8,781	8.7%	4,013
Total	94,671	100.0%	101,496	100.0%	6,824

### ■ By region

less than 5 billion of yen	12,880	13.6%	14,456	14.2%	1,576
5 to 10 billion of yen	12,834	13.6%	10,163	10.0%	△2,671
10 to 30 billion of yen	45,011	47.5%	49,557	48.8%	4,546
more than 30 billion of yen	23,944	25.3%	27,318	26.9%	3,374
Total	94,671	100.0%	101,496	100.0%	6,824



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

		Previous Third Quarter		Current Third Quarter		
		Results	Proportion	Results	Proportion	YOY
<b>■ Constrction business</b>						
Building construction	Public	19,446	16.2%	22,461	16.8%	3,014
	Private	100,641	83.8%	111,270	83.2%	10,629
		120,087	100.0%	133,732	100.0%	13,644
Civilengineering	Public	16,517	55.3%	16,974	59.6%	456
	Private	13,348	44.7%	11,524	40.4%	△1,824
		29,866	100.0%	28,498	100.0%	△1,367
Total	Public	35,964	24.0%	39,435	24.3%	3,471
	Private	113,989	76.0%	122,794	75.7%	8,805
		149,953	100.0%	162,230	100.0%	12,276

### ■ By application

Building construction	Office	8,651	7.2%	12,177	9.1%	3,526
	Hotel	2,474	2.1%	5,286	4.0%	2,812
	Shop・Amusement	3,586	3.0%	2,659	2.0%	△926
	Factory・Warehouse	37,591	31.3%	38,745	29.0%	1,153
	Housing	41,465	34.5%	43,877	32.8%	2,412
	Education	8,220	6.8%	3,662	2.7%	△4,557
	Medical・Welfare	1,989	1.7%	0	0.0%	△1,989
	Other	4,431	3.7%	3,247	2.4%	△1,184
	Renovation	11,678	9.7%	24,075	18.0%	12,397
		120,087	100.0%	133,732	100.0%	13,644
Civilengineering	Erosion flood control	283	0.9%	83	0.3%	△199
	Railway	6,347	21.3%	5,746	20.2%	△600
	Water and Sewage	6,723	22.5%	6,508	22.8%	△215
	Develop	3,921	13.1%	1,772	6.2%	△2,148
	Road	7,387	24.7%	7,293	25.6%	△93
	Other	5,203	17.4%	7,093	24.9%	1,890
		29,866	100.0%	28,498	100.0%	△1,367
Total		149,953		162,230		12,276

(Millions of yen)

		Previous Third Quarter		Current Third Quarter		
		Results	Proportion	Results	Proportion	YOY
<b>■ By industry</b>						
Public	Central	21,779	60.6%	16,961	43.0%	△4,818
	Local	14,185	39.4%	22,474	57.0%	8,289
		35,964	100.0%	39,435	100.0%	3,471
Private	Manufacturing industry	32,454	28.5%	37,995	30.9%	5,541
	Non-Manufacturing industry	81,535	71.5%	84,799	69.1%	3,264
		113,989	100.0%	122,794	100.0%	8,805
Total		149,953		162,230		12,276

### ■ By region

Hokkaido	4,107	2.7%	9,553	5.9%	5,445
Tohoku	6,286	4.2%	3,510	2.2%	△2,775
Tokyo	57,309	38.2%	58,919	36.3%	1,610
Overseas	76	0.1%	820	0.5%	744
Nagoya	12,653	8.4%	14,915	9.2%	2,261
Osaka	49,011	32.7%	54,589	33.6%	5,577
Hiroshima	5,459	3.6%	6,570	4.0%	1,110
Kyushu	15,126	10.1%	14,171	8.7%	△954
Total	149,953	100.0%	162,230	100.0%	12,276

### ■ By region

less than 5 billion of yen	8,359	5.6%	9,469	5.8%	1,110
5 to 10 billion of yen	14,706	9.8%	10,553	6.5%	△4,152
10 to 30 billion of yen	71,687	47.8%	73,658	45.4%	1,970
more than 30 billion of yen	55,200	36.8%	68,549	42.3%	13,348
Total	149,953	100.0%	162,230	100.0%	12,276

## 8. A principal Construction contracts

### ■3Q FY Ending 31 , March Orders

※JV:only our order (Millions of yen)								
	Type of project	Client	Industry	JV	Contract price	Order date	Completion date	Place
Building construction	Warehouse	SENKO Group Holdings Co.,Ltd.	Private	Single	4,920	2023/11	2025/1	Osaka
	Office	Shime Town	Public	Single	2,495	2023/11	2025/10	Fukuoka
	Factory	ADACHI SEIKA Co.,Ltd	Private	Single	2,510	2023/12	2024/9	Gifu
	Housing	TOKYU LAND CORPORATION	Private	Single	1,422	2023/12	2025/9	Hokkaido
Civil engineering	Sewer	Japan Sewage Works Agency.	Public	JVSP	1,784	2023/12	2026/10	Tokyo
	Sewer	Osaka City Waterworks Bureau	Public	JVSP	919	2023/11	2026/6	Osaka
	Sewer	Kumamoto City	Public	JVSP	329	2023/12	2025/1	Kumamoto

### ■3Q FY Ending 31 , March Net sales

※JV:only our order								
	Type of project	Client	Industry	JV	Net sales	Order date	Completion date	Place
Building construction	Housing	SEKISUI CHEMICAL CO., LTD.	Private	Single	1,628	2022/6	2023/12	Hokkaido
	Housing	HASEKO Real Estate Development,inc.	Private	Single	1,594	2022/5	2023/12	Tokyo
	Housing	NIPPON STEEL KOWA REAL ESTATE CO.,LTD.	Private	Single	1,276	2022/3	2023/10	Tokyo
	Education	Tokyo Tatemono Co., Ltd.・Yasuda Real Estate Co.,Ltd.	Public	JVSP	952	2021/11	2023/10	Kyoto
Civil engineering	Bridge	Sekisui House, Ltd.	Public	Single	360	2022/9	2023/11	Chiba
	Sewer	Kyoto City	Public	JVSB	158	2020/10	2023/10	Osaka

### ■3Q FY Ending 31 , March Backlog

※JV:only our order								
	Type of project	Client	Industry	JV	Backlog	Order date	Completion date	Place
Building construction	Factory	SUBARU CORPORATION	Private	Single	3,680	2022/12	2024/9	Gunma
	Housing	TOKYU LAND CORPORATION	Private	Single	3,089	2022/9	2025/10	Tokyo
	Housing	Sumitomo Realty & Development Co., Ltd.	Private	Single	3,050	2022/11	2026/6	Tokyo
	Housing	SAIBU GAS HOLDINGS CO.,LTD.	Private	Single	2,596	2022/3	2025/5	Fukuoka
	Office	West Nippon Expressway Company Limited	Public	Single	2,572	2022/6	2025/4	Fukuoka
Civil engineering	Train Station	Kansai Rapid Railway Co., Ltd.	Private	JVSB	3,061	2020/12	2028/3	Osaka
	Bridge	West Nippon Expressway Company Limited	Public	Single	2,912	2022/2	2026/8	Kyoto
	Bridge	West Nippon Expressway Company Limited	Public	Single	2,060	2023/3	2027/9	Osaka