

1. Operating performance

(1) Orders received (Non-consolidated) <Table 1> (billion yen)

	FY2018 (Apr 1, 2018- Mar 31, 2019)	FY2019 (Apr 1, 2019- Mar 31, 2020)	Change	Rate of Change
Domestic-Public	81.0	73.8	(7.2)	(8.8%)
Domestic-Private	35.3	41.1	5.8	16.5%
Overseas	85.9	29.3	(56.6)	(65.9%)
Civil Engineering	202.2	144.2	(58.0)	(28.7%)
Domestic-Public	37.2	12.8	(24.4)	(65.7%)
Domestic-Private	314.2	172.3	(141.9)	(45.2%)
Overseas	11.6	9.1	(2.5)	(20.8%)
Building Construction	363.0	194.2	(168.8)	(46.5%)
Domestic-Public	118.2	86.6	(31.6)	(26.7%)
Domestic-Private	349.5	213.4	(136.1)	(38.9%)
Overseas	97.5	38.4	(59.1)	(60.6%)
Total	565.2	338.4	(226.8)	(40.1%)

Contract Backlogs (billion yen)

	Mar 31, 2020	Change
Civil	329.7	12.9
Building	378.0	(43.7)
Total	707.7	(30.8)

(Orders from Sumitomo and Mitsui group)	114.8	94.2	(20.6)	(17.9%)
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< Overseas (Include Subsidiaries) >	137.6	77.4	(60.2)	(43.8%)
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<Note 1>

- Total orders received totalled 338.4 billion yen, surpassing the planned value of 320 billion yen, driven by large-scale orders in the previous fiscal year though it decreased by 226 billion yen compared with the previous year.
- Though overseas orders received fall, it stood at 77.4 billion yen, roughly in line with the planned value of 80 billion yen.
- Contract Backlogs continue to exceed 700 billion yen.

(2) Statements of Income Consolidated <Table 2> (billion yen)

	FY2018 (Apr 1, 2018- Mar 31, 2019)		FY2019 (Apr 1, 2019- Mar 31, 2020)		Change
	(%)	(%)	(%)	(%)	
Net sales	448.8	100.0%	472.4	100.0%	23.6
Gross profit	51.0	11.4%	47.7	10.1%	(3.3)
Selling, general and administrative expenses	21.8	4.9%	22.9	4.9%	1.1
Operating income	29.2	6.5%	24.8	5.2%	(4.4)
Non-operating income (expenses), net	(0.3)	(0.1%)	(0.9)	(0.1%)	(0.6)
Ordinary income	28.9	6.4%	23.9	5.1%	(5.0)
Extraordinary income (losses), net	(0.4)	(0.0%)	(0.2)	(0.1%)	0.2
Income taxes	8.8	2.0%	7.5	1.6%	(1.3)
Profit	19.7	4.4%	16.2	3.4%	(3.5)
Profit attributable to non-controlling interests	0.9	0.2%	0.6	0.1%	(0.3)
Profit attributable to owners of parent	18.8	4.2%	15.6	3.3%	(3.2)

Non-consolidated <Table 3> (billion yen)

	FY2018 (Apr 1, 2018- Mar 31, 2019)		FY2019 (Apr 1, 2019- Mar 31, 2020)		Change
	(%)	(%)	(%)	(%)	
Construction (Civil Engineering)	123.3	35.3%	131.4	35.6%	8.1
Construction (Building Construction)	226.6	64.7%	237.9	64.4%	11.3
Other	0.2	0.0%	0.1	0.0%	(0.1)
Net sales	350.1	100.0%	369.4	100.0%	19.3
Construction (Civil Engineering)	18.2	14.8%	16.2	12.4%	(2.0)
Construction (Building Construction)	21.7	9.6%	19.2	8.1%	(2.5)
Other	0.1	47.1%	0.1	31.9%	0.0
Gross profit	40.0	11.4%	35.5	9.6%	(4.5)
Selling, general and administrative expenses	16.3	4.6%	16.9	4.6%	0.6
Operating income	23.7	6.8%	18.6	5.0%	(5.1)
Non-operating income (expenses), net	(0.1)	(0.1%)	(0.0)	(0.0%)	0.1
Ordinary income	23.6	6.7%	18.6	5.0%	(5.0)
Extraordinary income (losses), net	0.2	0.1%	(0.1)	(0.0%)	(0.3)
Income taxes	7.0	2.0%	5.3	1.4%	(1.7)
Profit	16.8	4.8%	13.2	3.6%	(3.6)

<Note 2>

- Net sales increased compared with the previous fiscal year, driven by steady progress of construction works.
- In terms of profits, profits fall below compared with the previous fiscal year, mainly as a result of the deterioration of profitability in some large-scale construction works.

2. Financial standing

Balance Sheet (Consolidated) <Table 4> (billion yen)

	As of			Change	As of		
	Mar 31, 2019	Mar 31, 2020	Change		Mar 31, 2019	Mar 31, 2020	Change
Cash and deposits	74.3	53.5	(20.8)	Notes payable, accounts payable for construction contracts and other	130.6	136.4	5.8
Notes receivable, accounts receivable from completed construction contracts and other	166.9	200.8	33.9	Short-term and Long-term loans payable	31.6	39.8	8.2
Costs on uncompleted construction contracts and other	25.8	30.2	4.4	Advances received on uncompleted construction contracts	25.0	21.2	(3.8)
Property, plant and equipment	22.4	23.3	0.9	Other liabilities	55.7	53.6	(2.1)
Other investments	32.0	28.2	(3.8)	Total liabilities	242.9	251.0	8.1
Allowance for doubtful accounts	(0.9)	(0.9)	0.0	Capital stock	12.0	12.0	-
Other assets	20.4	18.3	(2.1)	Other shareholders' equity and valuation and translation adjustments	78.6	83.7	5.1
				Non-controlling interests	7.4	6.7	(0.7)
Total assets	340.9	353.4	12.5	Total net assets	98.0	102.4	4.4
				Total liabilities and net assets	340.9	353.4	12.5
				Capital-to-Asset ratio (Consolidated)	26.6%	27.1%	
				Capital-to-Asset ratio (Non-consolidated)	26.9%	27.3%	

<Note 3>

- Consolidated Total assets amounted to 353.4 billion yen, an increase of 12.5 billion yen compared with the previous fiscal year ending.
- Net assets raised 4.4 billion yen to 102.4 billion yen compared with the previous fiscal year ending, and Consolidated Capital-to-Asset ratio represents 27.1%.

3. Dividend <Table 5>

	Dividends per share (yen)			Payout Ratio
	End of 2Q	Year-End	Total	
FY2018	0.00	24.00	24.00	20.5%
FY2019	0.00	24.00	24.00	24.5%
FY2020 (Forecast)	0.00	18.00	18.00	28.4%

4. Other information

(1) Cash flows (Consolidated) <Table 6> (billion yen)

	Operating activities	Investing activities	Financing activities	Cash and cash equivalents at end of the year
FY2018	(1.0)	(6.4)	2.7	66.4
FY2019	(18.0)	(3.4)	0.8	45.8

(2) Number of Employees <Table 7> (persons)

	As of	Mar 31, 2019	Mar 31, 2020	Change
Consolidated		4,560	4,705	145
Non-consolidated		2,733	2,798	65

5. Forecast of Operating performance <Table 8>

Consolidated (billion yen)

	FY2019 Result (Apr 1, 2019- Mar 31, 2020)		FY2020 Projection (Apr 1, 2020- Mar 31, 2021)	
				Change
Net sales	472.4		400.0	(72.4)
Gross profit	10.1%	47.7	10.4%	41.7 (6.0)
Operating income	5.2%	24.8	4.5%	18.0 (6.8)
Ordinary income	5.1%	23.9	3.9%	15.5 (8.4)
Profit attributable to owners of parent	3.3%	15.6	2.5%	10.0 (5.6)

Non-consolidated (billion yen)

	FY2019 Result (Apr 1, 2019- Mar 31, 2020)		FY2020 Projection (Apr 1, 2020- Mar 31, 2021)	
				Change
Construction (Civil Engineering)	144.2		120.0	(24.2)
Construction (Building Construction)	194.2		215.0	20.8
Orders received	338.4		335.0	(3.4)
Construction (Civil Engineering)	131.4		110.0	(21.4)
Construction (Building Construction)	237.9		190.0	(47.9)
Other	0.1		0.2	0.1
Net sales	369.4		300.2	(69.2)
Construction (Civil Engineering)	12.4%	16.2	12.6%	13.9 (2.3)
Construction (Building Construction)	8.1%	19.2	9.4%	17.8 (1.4)
Other	31.9%	0.1	40.0%	0.1 0.0
Gross profit	9.6%	35.5	10.6%	31.8 (3.7)
Operating income	5.0%	18.6	4.8%	14.5 (4.1)
Ordinary income	5.0%	18.6	4.4%	13.3 (5.3)
Profit	3.6%	13.2	3.1%	9.4 (3.8)

Disclaimer

Projections contained herein are based on information available as at the date of this announcement, and are subject to risks and uncertainties that may cause the actual results to vary.