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# Consolidated Financial Results for the Six Months Ended September 30, 2020 [Japanese GAAP] 

November 10, 2020

## Company name: HAZAMA ANDO CORPORATION

Stock exchange listing: Tokyo Stock Exchange
Code number: 1719
URL: https://www.ad-hzm.co.jp/
Representative: Masato Fukutomi, Representative Director and President
Contact: Toshihisa Kino, Corporate Communication Department General Manager
Phone: +81-3-6234-3699
Scheduled date of filing quarterly securities report: November 10, 2020
Scheduled date of commencing dividend payments: December 4,2020
Availability of supplementary briefing material on quarterly financial results: Yes
Schedule of quarterly financial results briefing session: Yes (For analysts and financial institutions)
(Amounts of less than one million yen are rounded down.)

1. Consolidated Financial Results for the Six Months Ended September 30, 2020 (April 1, 2020 to September 30, 2020)
(1) Consolidated Operating Results
(\% indicates changes from the previous corresponding period.)

|  | Net sales |  | Operating profit |  | Ordinary profit |  | Profit attributable to <br> owners of parent |  |
| :--- | :---: | ---: | :---: | ---: | ---: | ---: | ---: | ---: |
| Six months ended | Million yen | $\%$ | Million yen | $\%$ | Million yen | $\%$ | Million yen | $\%$ |
| September 30, 2020 | 181,000 | 2.7 | 13,858 | 17.2 | 12,656 | 10.3 | 8,558 | 11.5 |
| September 30, 2019 | 176,209 | 4.5 | 11,820 | 75.4 | 11,471 | 85.9 | 7,678 | 310.8 |

(Note) Comprehensive income: Six months ended September 30, 2020: $¥ 8,857$ million [19.8\%]

|  | Six months ended September 30, 2019 |  |
| :--- | ---: | ---: |
|  | Basic earnings <br> per share | Diluted earnings <br> per share |
| Six months ended | 44.34 | Yen |
| September 30, 2020 | 38.44 | 44.33 |
| September 30, 2019 | 38.43 |  |

(2) Consolidated Financial Position

|  | Total assets | Net assets | Equity ratio |
| :--- | ---: | ---: | ---: |
|  | Million yen | Million yen | $\%$ |
| As of September 30, 2020 | 327,287 | 142,878 | 43.4 |
| As of March 31, 2020 | 339,772 | 136,900 | 40.0 |

(Reference) Equity: As of September 30, 2020: $¥ 142,089$ million
As of March 31, 2020: $¥ 136,058$ million

## 2. Dividends

|  | Annual dividends |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st <br> quarter-end |  |  |  |  |  | 2nd <br> quarter-end | 3rd <br> quarter-end | Year-end | Total |
| Fiscal year ended March 31, 2020 | Yen | Yen | Yen | Yen | Yen |  |  |  |  |  |
| Fiscal year ending March 31, 2021 | - | 15.00 | - | 15.00 | 30.00 |  |  |  |  |  |
| Fiscal year ending March 31, 2021 <br> (Forecast) | - | 15.00 |  |  |  |  |  |  |  |  |

(Note) Revision to the forecast for dividends announced most recently: No

## 3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2021 (April 1, 2020 to March 31, 2021)

|  | Net sales |  | Operating profit |  | Ordinary profit |  | Profit attri owners | able to arent | Basic earnings per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Million yen | \% | Million yen | \% | Million yen | \% | Million yen | \% | Yen |
| Full year | 365,000 | (3.5) | 23,600 | (4.5) | 21,900 | (8.7) | 14,800 | (11.9) | 76.66 |

(Note) Revision to the financial results forecast announced most recently: No

## * Notes:

(1) Changes in significant subsidiaries during the six months ended September 30, 2020 (changes in specified subsidiaries resulting in changes in scope of consolidation): No
(2) Accounting policies adopted specially for the preparation of quarterly consolidated financial statements: Yes
(3) Changes in accounting policies, changes in accounting estimates and retrospective restatement

1) Changes in accounting policies due to the revision of accounting standards: No
2) Changes in accounting policies other than 1) above: No
3) Changes in accounting estimates: No
4) Retrospective restatement: No
(4) Total number of issued shares (common shares)
5) Total number of issued shares at the end of the period (including treasury shares):

September 30, 2020: 200,343,397 shares March 31, 2020: 200,343,397 shares
2) Total number of treasury shares at the end of the period: September 30, 2020: 7,268,099 shares March 31, 2020: 7,315,545 shares
3) Average number of shares during the period: Six months ended September 30, 2020: 193,045,724 shares Six months ended September 30, 2019: 199,761,150 shares
The Company has adopted a performance-linked stock remuneration plan using a trust. The Company's shares held by the trust ( 357,131 shares) are included in the total number of treasury shares at the end of the period and the average number of shares during the period is calculated and stated taking into account shares held by the trust.

* Explanation of the proper use of financial results forecast and other notes
(1) The earnings forecasts and other forward-looking statements herein are based on information currently available to the Company and certain assumptions deemed reasonable. Actual results may differ significantly due to a wide range of factors.


## 1. Quarterly Consolidated Financial Statements

## (1) Quarterly Consolidated Balance Sheets

(Million yen)
As of March 31, 2020
As of September 30, 2020

| Assets |  |  |
| :---: | :---: | :---: |
| Current assets |  |  |
| Cash and deposits | 102,971 | 105,797 |
| Notes receivable, accounts receivable from completed construction contracts and other | 137,730 | 135,858 |
| Securities | 14,000 | - |
| Costs on construction contracts in progress | 4,927 | 5,152 |
| Other inventories | 4,686 | 5,104 |
| Other | 13,279 | 11,086 |
| Allowance for doubtful accounts | (14) | (14) |
| Total current assets | 277,582 | 262,985 |
| Non-current assets |  |  |
| Property, plant and equipment |  |  |
| Land | 15,505 | 16,684 |
| Other, net | 13,642 | 13,685 |
| Total property, plant and equipment | 29,148 | 30,369 |
| Intangible assets | 1,572 | 1,495 |
| Investments and other assets |  |  |
| Investment securities | 18,698 | 19,339 |
| Deferred tax assets | 9,527 | 9,262 |
| Other | 3,244 | 3,836 |
| Allowance for doubtful accounts | (1) | (1) |
| Total investments and other assets | 31,469 | 32,436 |
| Total non-current assets | 62,190 | 64,301 |
| Total assets | 339,772 | 327,287 |

As of March 31, 2020
As of September 30, 2020

| Liabilities |  |  |
| :---: | :---: | :---: |
| Current liabilities |  |  |
| Notes payable, accounts payable for construction contracts and other | 78,930 | 63,061 |
| Short-term borrowings | 17,391 | 16,901 |
| Current portion of bonds | 341 | 291 |
| Income taxes payable | 4,812 | 4,575 |
| Advances received on construction contracts in progress | 30,862 | 32,058 |
| Provision for warranties for completed construction | 2,371 | 2,468 |
| Provision for bonuses | 2,679 | 2,576 |
| Provision for loss on construction contracts | 955 | 756 |
| Provision for loss on damage due to fire | 6,699 | 6,215 |
| Other | 34,343 | 30,764 |
| Total current liabilities | 179,386 | 159,669 |
| Non-current liabilities |  |  |
| Bonds payable | 691 | 546 |
| Long-term borrowings | 8,712 | 10,256 |
| Deferred tax liabilities | 45 | 44 |
| Retirement benefit liability | 12,776 | 12,631 |
| Provision for environmental measures | 148 | 139 |
| Provision for management board incentive plan trust | 93 | 77 |
| Other | 1,016 | 1,043 |
| Total non-current liabilities | 23,485 | 24,739 |
| Total liabilities | 202,872 | 184,408 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Share capital | 17,006 | 17,006 |
| Capital surplus | 19,926 | 19,922 |
| Retained earnings | 103,699 | 109,357 |
| Treasury shares | $(5,284)$ | $(5,254)$ |
| Total shareholders' equity | 135,348 | 141,030 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 1,880 | 2,139 |
| Foreign currency translation adjustment | 116 | 76 |
| Remeasurements of defined benefit plans | $(1,287)$ | $(1,157)$ |
| Total accumulated other comprehensive income | 709 | 1,058 |
| Share acquisition rights | 4 | 3 |
| Non-controlling interests | 837 | 785 |
| Total net assets | 136,900 | 142,878 |
| Total liabilities and net assets | 339,772 | 327,287 |

(2) Quarterly Consolidated Statements of Income and Comprehensive Income
(Quarterly Consolidated Statements of Income)
(Six Months Ended September 30)
(Million yen)

|  | For the six months ended September 30, 2019 | For the six months ended September 30, 2020 |
| :---: | :---: | :---: |
| Net sales |  |  |
| Net sales of completed construction contracts | 165,491 | 170,375 |
| Sales in other businesses | 10,718 | 10,625 |
| Total net sales | 176,209 | 181,000 |
| Cost of sales |  |  |
| Cost of sales of completed construction contracts | 143,471 | 147,628 |
| Cost of sales in other businesses | 9,436 | 9,206 |
| Total cost of sales | 152,907 | 156,835 |
| Gross profit |  |  |
| Gross profit on completed construction contracts | 22,019 | 22,746 |
| Gross profit - other business | 1,282 | 1,418 |
| Total gross profit | 23,301 | 24,165 |
| Selling, general and administrative expenses | 11,481 | 10,307 |
| Operating profit | 11,820 | 13,858 |
| Non-operating income |  |  |
| Dividend income | 161 | 130 |
| Other | 155 | 82 |
| Total non-operating income | 316 | 212 |
| Non-operating expenses |  |  |
| Interest expenses | 221 | 164 |
| Commission expenses | 124 | 774 |
| Foreign exchange losses | 224 | 7 |
| Other | 95 | 467 |
| Total non-operating expenses | 665 | 1,414 |
| Ordinary profit | 11,471 | 12,656 |
| Extraordinary income |  |  |
| Subsidy income | - | 354 |
| Gain on sales of non-current assets | 64 | - |
| Gain on sales of investment securities | 110 | - |
| Total extraordinary income | 174 | 354 |
| Extraordinary losses |  |  |
| Loss on damage due to fire | 249 | 15 |
| Loss on litigation | 20 | 19 |
| Loss on tax purpose reduction entry of non-current assets | - | 354 |
| Loss on valuation of investment securities | 45 | - |
| Total extraordinary losses | 315 | 390 |
| Profit before income taxes | 11,330 | 12,620 |
| Income taxes | 3,732 | 4,079 |
| Profit | 7,598 | 8,541 |
| Loss attributable to non-controlling interests | (80) | (17) |
| Profit attributable to owners of parent | 7,678 | 8,558 |

(Quarterly Consolidated Statements of Comprehensive Income)
(Six Months Ended September 30)
(Million yen)

|  | For the six months <br> ended September 30, 2019 | For the six months <br> ended September 30, 2020 |
| :--- | ---: | ---: |
| Profit | 7,598 | 8,541 |
| Other comprehensive income | $(380)$ | 259 |
| $\quad$ Valuation difference on available-for-sale securities | 1 | - |
| Deferred gains or losses on hedges | 37 | $(72)$ |
| Foreign currency translation adjustment | 136 | 130 |
| Remeasurements of defined benefit plans | $(204)$ | 316 |
| Total other comprehensive income | 7,393 | 8,857 |
| Comprehensive income | 7,453 | 8,908 |
| Comprehensive income attributable to <br> Comprehensive income attributable to owners of parent <br> Comprehensive income attributable to non-controlling <br> interests | $(59)$ | $(50)$ |

(3) Quarterly Consolidated Statements of Cash Flows
(Six Months Ended September 30)
(Million yen)

|  | For the six months ended September 30, 2019 | For the six months ended September 30, 2020 |
| :---: | :---: | :---: |
| Cash flows from operating activities |  |  |
| Profit before income taxes | 11,330 | 12,620 |
| Depreciation | 868 | 981 |
| Loss on tax purpose reduction entry of non-current assets | - | 354 |
| Subsidy income | - | (354) |
| Loss on damage due to fire | 249 | 15 |
| Increase (decrease) in allowance for doubtful accounts | 1 | 0 |
| Increase (decrease) in provision for warranties for completed construction | 513 | 97 |
| Increase (decrease) in provision for loss on construction contracts | 0 | (198) |
| Increase (decrease) in retirement benefit liability | (32) | 46 |
| Interest and dividend income | (220) | (153) |
| Interest expenses | 221 | 164 |
| Foreign exchange losses (gains) | 139 | 29 |
| Loss (gain) on sales of investment securities | (110) | - |
| Loss (gain) on valuation of investment securities | 45 | - |
| Loss (gain) on sales of property, plant and equipment | (64) | - |
| Decrease (increase) in trade receivables | $(5,547)$ | 1,852 |
| Decrease (increase) in costs on construction contracts in progress | $(2,796)$ | (227) |
| Decrease (increase) in other inventories | 508 | (417) |
| Decrease (increase) in advances paid | (182) | 700 |
| Increase (decrease) in trade payables | (400) | $(15,877)$ |
| Increase (decrease) in advances received on construction contracts in progress | 5,664 | 1,202 |
| Increase (decrease) in deposits received | 386 | $(4,400)$ |
| Increase (decrease) in accrued consumption taxes | 292 | (221) |
| Other, net | 3,494 | 2,524 |
| Subtotal | 14,361 | $(1,260)$ |
| Interest and dividends received | 258 | 232 |
| Interest paid | (247) | (195) |
| Compensation for damage paid | (982) | (509) |
| Income taxes paid | $(1,990)$ | $(4,351)$ |
| Net cash provided by (used in) operating activities | 11,398 | $(6,084)$ |
| Cash flows from investing activities |  |  |
| Payments into time deposits | $(1,159)$ | (58) |
| Proceeds from withdrawal of time deposits | 1,240 | 221 |
| Purchase of short-term and long-term investment securities | (536) | (184) |
| Proceeds from sales of short-term and long-term investment securities | 275 | - |
| Purchase of property, plant and equipment | (571) | $(2,000)$ |
| Proceeds from sales of property, plant and equipment | 97 | 8 |
| Proceeds from sales of intangible assets | 289 | - |
| Payments of leasehold and guarantee deposits | (5) | (930) |
| Subsidies received | - | 354 |
| Other, net | 106 | (154) |
| Net cash used in investing activities | (263) | $(2,743)$ |


|  | For the six months ended September 30, 2019 | For the six months ended September 30, 2020 |
| :---: | :---: | :---: |
| Cash flows from financing activities |  |  |
| Net increase (decrease) in short-term borrowings | 17 | (100) |
| Proceeds from long-term borrowings | 5,230 | 4,020 |
| Repayments of long-term borrowings | $(4,485)$ | $(2,848)$ |
| Proceeds from issuance of bonds | 358 | - |
| Redemption of bonds | (197) | (195) |
| Dividends paid | $(3,002)$ | $(2,901)$ |
| Dividends paid to non-controlling interests | (3) | (1) |
| Other, net | (87) | (34) |
| Net cash used in financing activities | $(2,171)$ | $(2,061)$ |
| Effect of exchange rate change on cash and cash equivalents | (162) | (72) |
| Net increase (decrease) in cash and cash equivalents | 8,801 | $(10,961)$ |
| Cash and cash equivalents at beginning of period | 135,093 | 115,461 |
| Decrease in cash and cash equivalents resulting from exclusion of subsidiaries from consolidation | (84) | - |
| Cash and cash equivalents at end of period | 143,810 | 104,500 |

2. (Reference) Quarterly Non-Consolidated Financial Statements
(1) Quarterly Non-Consolidated Balance Sheets
(Million yen)
As of March 31, 2020
As of September 30, 2020

| Assets |  |  |
| :---: | :---: | :---: |
| Current assets |  |  |
| Cash and deposits | 95,467 | 99,271 |
| Notes receivable, accounts receivable from completed construction contracts and other | 135,698 | 135,073 |
| Securities | 14,000 | - |
| Costs on construction contracts in progress | 4,555 | 4,676 |
| Other inventories | 1,254 | 1,245 |
| Other | 12,975 | 10,819 |
| Allowance for doubtful accounts | (13) | (13) |
| Total current assets | 263,937 | 251,073 |
| Non-current assets |  |  |
| Property, plant and equipment |  |  |
| Land | 13,559 | 13,868 |
| Other, net | 10,978 | 10,293 |
| Total property, plant and equipment | 24,538 | 24,162 |
| Intangible assets | 1,332 | 1,246 |
| Investments and other assets |  |  |
| Investment securities | 21,141 | 21,777 |
| Deferred tax assets | 8,370 | 8,142 |
| Other | 2,949 | 5,109 |
| Allowance for doubtful accounts | (1) | (1) |
| Total investments and other assets | 32,460 | 35,028 |
| Total non-current assets | 58,331 | 60,437 |
| Total assets | 322,269 | 311,511 |

As of March 31, 2020
As of September 30, 2020

| Liabilities |  |  |
| :---: | :---: | :---: |
| Current liabilities |  |  |
| Notes payable, accounts payable for construction contracts and other | 78,603 | 66,207 |
| Short-term borrowings | 17,305 | 16,815 |
| Current portion of bonds | 341 | 291 |
| Income taxes payable | 4,319 | 4,292 |
| Advances received on construction contracts in progress | 29,999 | 31,465 |
| Provision for warranties for completed construction | 2,369 | 2,465 |
| Provision for bonuses | 2,561 | 2,437 |
| Provision for loss on construction contracts | 953 | 754 |
| Provision for loss on damage due to fire | 6,699 | 6,215 |
| Other | 29,838 | 23,973 |
| Total current liabilities | 172,991 | 154,919 |
| Non-current liabilities |  |  |
| Bonds payable | 691 | 546 |
| Long-term borrowings | 8,155 | 9,742 |
| Provisions for retirement benefits | 9,899 | 9,905 |
| Provision for environmental measures | 148 | 139 |
| Provision for management board incentive plan trust | 93 | 77 |
| Other | 955 | 971 |
| Total non-current liabilities | 19,944 | 21,383 |
| Total liabilities | 192,936 | 176,302 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Share capital | 17,006 | 17,006 |
| Capital surplus | 19,992 | 19,987 |
| Retained earnings | 95,737 | 101,332 |
| Treasury shares | $(5,284)$ | $(5,254)$ |
| Total shareholders' equity | 127,451 | 133,071 |
| Valuation and translation adjustments |  |  |
| Valuation difference on available-for-sale securities | 1,876 | 2,133 |
| Total valuation and translation adjustments | 1,876 | 2,133 |
| Share acquisition rights | 4 | 3 |
| Total net assets | 129,332 | 135,208 |
| Total liabilities and net assets | 322,269 | 311,511 |

## (2) Quarterly Non-Consolidated Statements of Income (Six Months Ended September 30)

(Million yen)

|  | For the Six months ended September 30, 2019 | For the six months ended September 30, 2020 |
| :---: | :---: | :---: |
| Net sales |  |  |
| Net sales of completed construction contracts | 161,663 | 168,832 |
| Sales in other businesses | 2,213 | 1,686 |
| Total net sales | 163,876 | 170,518 |
| Cost of sales |  |  |
| Cost of sales of completed construction contracts | 140,353 | 146,184 |
| Cost of sales in other businesses | 1,833 | 1,434 |
| Total cost of sales | 142,186 | 147,619 |
| Gross profit |  |  |
| Gross profit on completed construction contracts | 21,309 | 22,647 |
| Gross profit - other business | 379 | 251 |
| Total gross profit | 21,689 | 22,899 |
| Selling, general and administrative expenses | 10,543 | 9,450 |
| Operating profit | 11,146 | 13,448 |
| Non-operating income | 522 | 397 |
| Non-operating expenses | 648 | 1,390 |
| Ordinary profit | 11,020 | 12,456 |
| Extraordinary income | 153 | 354 |
| Extraordinary losses | 315 | 390 |
| Profit before income taxes | 10,858 | 12,420 |
| Income taxes | 3,415 | 3,923 |
| Profit | 7,442 | 8,496 |

## 3. Supplementary Information

(1) Results for the six months ended September 30, 2020 and forecasts for full year

1. Non-consolidated

| (Unit: Million yen. Rounded down to the unit) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Items |  | Results for the six months ended September 30, 2019 | Six months ended September 30, 2020 |  | Full year |  |
|  |  | Forecasts (announced in August 2020) | Results | Results for the fiscal year ended March 31, 2020 | Forecasts for the fiscal year ending March 31, 2021 (announced in August 2020) |
| Orders received | Civil engineering |  | 115,661 | 40,000 | 30,111 | 193,575 | 120,000 |
|  | Building construction | 111,205 | 80,000 | 56,089 | 186,706 | 215,000 |
|  | Total orders received | 226,866 | 120,000 | 86,200 | 380,281 | 335,000 |
| Net sales of completed construction contracts | Civil engineering | 55,943 | 63,500 | 66,583 | 124,314 | 135,000 |
|  | Building construction | 105,719 | 100,000 | 102,249 | 227,213 | 200,000 |
|  | Total net sales of <br> completed <br> construction contracts | 161,663 | 163,500 | 168,832 | 351,527 | 335,000 |
| Gross profit on completed construction contracts | Civil engineering | $\begin{array}{r} 11,586 \\ {[20.7 \%]} \\ \hline \end{array}$ | $\begin{array}{r} 10,300 \\ {[16.2 \%]} \end{array}$ | $\begin{array}{r} 12,014 \\ {[18.0 \%]} \end{array}$ | $\begin{array}{r} 21,960 \\ {[17.7 \%]} \end{array}$ | $\begin{array}{r} 21,900 \\ {[16.2 \%]} \end{array}$ |
|  | Building construction | $\begin{array}{r} 9,723 \\ {[9.2 \%]} \\ \hline \end{array}$ | $\begin{gathered} 9,100 \\ {[9.1 \%]} \end{gathered}$ | $\begin{array}{r} 10,633 \\ {[10.4 \%]} \end{array}$ | $\begin{aligned} & 21,214 \\ & {[9.3 \%]} \end{aligned}$ | $\begin{aligned} & 18,400 \\ & {[9.2 \%]} \end{aligned}$ |
|  | Total gross profit on completed construction contracts | $\begin{array}{r} 21,309 \\ {[13.2 \%]} \end{array}$ | $\begin{array}{r} 19,400 \\ {[11.9 \%]} \end{array}$ | $\begin{array}{r} 22,647 \\ {[13.4 \%]} \end{array}$ | $\begin{array}{r} 43,174 \\ {[12.3 \%]} \end{array}$ | $\begin{gathered} 40,300 \\ {[12.0 \%]} \end{gathered}$ |


| Gross sales | $\mathbf{1 6 3 , 8 7 6}$ | $\mathbf{1 6 7 , 0 0 0}$ | $\mathbf{1 7 0 , 5 1 8}$ |
| :---: | ---: | ---: | ---: |
| Gross profit | 21,689 | 19,800 | 22,899 |
|  | $[13.2 \%]$ | $[11.9 \%]$ | $[13.4 \%]$ |
| Selling, general and |  |  |  |
| administrative expenses | 10,543 | 9,700 | 9,450 |
| Operating profit | $\mathbf{1 1 , 1 4 6}$ | $\mathbf{1 0 , 1 0 0}$ | $\mathbf{1 3 , 4 4 8}$ |
|  | $[6.8 \%]$ | $[6.0 \%]$ | $[7.9 \%]$ |
| Non-operating income/expenses | $(125)$ | $(1,300)$ | $(992)$ |
| [Interest income/expenses] | $[236]$ | $[100]$ | $[182]$ |
| Ordinary profit | $\mathbf{1 1 , 0 2 0}$ | $\mathbf{8 , 8 0 0}$ | $\mathbf{1 2 , 4 5 6}$ |
|  | $[6.7 \%]$ | $[5.3 \%]$ | $[7.3 \%]$ |
| Extraordinary income/losses | $(162)$ | - | $(35)$ |
| Profit before income taxes | 10,858 | 8,800 | 12,420 |
|  | $[6.6 \%]$ | $[5.3 \%]$ | $[7.3 \%]$ |
| Tax expenses | 3,415 | 2,800 | 3,923 |
| Profit | $\mathbf{7 , 4 4 2}$ | $\mathbf{6 , 0 0 0}$ | $\mathbf{8 , 4 9 6}$ |
|  | $[4.5 \%]$ | $[3.6 \%]$ | $[5.0 \%]$ |


| $\mathbf{3 5 6 , 4 4 6}$ | $\mathbf{3 4 2 , 0 0 0}$ |
| ---: | ---: |
| 44,019 | 41,100 |
| $[12.3 \%]$ | $[12.0 \%]$ |
| 20,716 | 19,000 |
| $\mathbf{2 3 , 3 0 2}$ | $\mathbf{2 2 , 1 0 0}$ |
| $[6.5 \%]$ | $[6.5 \%]$ |
| $(515)$ | $(1,500)$ |
| $[227]$ | $[50]$ |
| $\mathbf{2 2 , 7 8 7}$ | $\mathbf{2 0 , 6 0 0}$ |
| $[6.4 \%]$ | $[6.0 \%]$ |
| 441 | - |
| 23,228 | 20,600 |
| $[6.5 \%]$ | $[6.0 \%]$ |
| 7,060 | 6,500 |
| $\mathbf{1 6 , 1 6 8}$ | $\mathbf{1 4 , 1 0 0}$ |
| $[4.5 \%]$ | $[4.1 \%]$ |

2. Consolidated
(Unit: Million yen. Rounded down to the unit)

| Items | Results for the six months ended September 30, 2019 | Six months ended September 30, 2020 |  | Full year |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Forecasts (announced in August 2020) | Results | Results for the fiscal year ended March 31, 2020 | Forecasts for the fiscal year ending March 31, 2021 (announced in August 2020) |
| Gross sales | 176,209 | 178,000 | 181,000 | 378,135 | 365,000 |
| Selling, general and administrative expenses | 11,481 | 10,500 | 10,307 | 22,517 | 20,500 |
| Operating profit | $\begin{aligned} & \mathbf{1 1 , 8 2 0} \\ & {[6.7 \%]} \end{aligned}$ | $\begin{aligned} & \mathbf{1 0 , 5 0 0} \\ & {[5.9 \%]} \end{aligned}$ | $\begin{aligned} & \mathbf{1 3 , 8 5 8} \\ & {[7.7 \%]} \end{aligned}$ | $\begin{aligned} & \mathbf{2 4 , 6 9 9} \\ & {[6.5 \%]} \end{aligned}$ | $\begin{aligned} & \mathbf{2 3 , 6 0 0} \\ & {[6.5 \%]} \end{aligned}$ |
| Ordinary profit | $\begin{aligned} & \mathbf{1 1 , 4 7 1} \\ & {[6.5 \%]} \end{aligned}$ | $\begin{array}{r} \mathbf{9 , 0 0 0} \\ {[5.1 \%]} \end{array}$ | $\begin{aligned} & \mathbf{1 2 , 6 5 6} \\ & {[7.0 \%]} \end{aligned}$ | $\begin{aligned} & \mathbf{2 3 , 9 8 3} \\ & {[6.3 \%]} \end{aligned}$ | $\begin{aligned} & \mathbf{2 1 , 9 0 0} \\ & {[6.0 \%]} \end{aligned}$ |
| Profit attributable to owners of parent | $\begin{array}{r} 7,678 \\ {[4.4 \%]} \end{array}$ | $\begin{gathered} \mathbf{6 , 0 0 0} \\ {[3.4 \%]} \end{gathered}$ | $\begin{array}{r} \mathbf{8 , 5 5 8} \\ {[4.7 \%]} \end{array}$ | $\begin{aligned} & \mathbf{1 6 , 8 0 3} \\ & {[4.4 \%]} \end{aligned}$ | $\begin{aligned} & \mathbf{1 4 , 8 0 0} \\ & {[4.1 \%]} \end{aligned}$ |

(2) Non-consolidated orders received, net sales, and backlog
(Orders received for the construction business)
(Unit: Million yen, \%)

| Category |  | For the six months ended September 30, 2019 |  | For the six months ended September 30, 2020 |  | Increase/decrease |  | Results for the fiscal year ended March 31, 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | \% | Amount | \% | Amount | \% change | Amount | \% |
| Domestic civil engineering | Government <br> sector <br> Private <br> sector <br> Total | $\begin{aligned} & 15,359 \\ & 84,027 \\ & 99,386 \end{aligned}$ | $\begin{gathered} {[15.5]} \\ {[84.5]} \\ 43.8 \end{gathered}$ | $\begin{array}{r} 21,845 \\ 7,831 \\ 29,677 \end{array}$ | $\begin{gathered} {[73.6]} \\ {[26.4]} \\ 34.4 \end{gathered}$ | $\begin{gathered} 6,485 \\ (76,195) \\ (69,709) \end{gathered}$ | $\begin{array}{r} 42.2 \\ (90.7) \\ (70.1) \end{array}$ | $\begin{array}{r} 71,828 \\ 103,899 \\ 175,727 \end{array}$ | $\begin{gathered} {[40.9]} \\ {[59.1]} \\ 46.2 \end{gathered}$ |
| $\begin{gathered} \text { Domestic } \\ \text { building } \\ \text { construction } \end{gathered}$ | $\begin{gathered} \text { Government } \\ \text { sector } \\ \text { Private } \\ \text { sector } \\ \text { Total } \end{gathered}$ | $\begin{array}{r} 4,732 \\ 97,721 \\ 102,454 \end{array}$ | $\begin{gathered} {[4.6]} \\ {[95.4]} \\ 45.2 \end{gathered}$ | $\begin{array}{r} 8,405 \\ 46,927 \\ 55,333 \end{array}$ | $\begin{gathered} {[15.2]} \\ {[84.8]} \\ 64.2 \end{gathered}$ | $\begin{array}{r} 3,673 \\ (50,793) \\ (47,120) \end{array}$ | $\begin{array}{r} 77.6 \\ (52.0) \\ (46.0) \end{array}$ | $\begin{array}{r} 8,713 \\ 163,580 \\ 172,293 \end{array}$ | $\begin{gathered} {[5.1]} \\ {[94.9]} \\ 45.3 \end{gathered}$ |
| Domestic | $\begin{gathered} \text { Government } \\ \text { sector } \\ \text { Private } \\ \text { sector } \\ \text { Total } \end{gathered}$ | $\begin{array}{r} 20,091 \\ 181,749 \\ 201,840 \end{array}$ | $\begin{gathered} {[10.0]} \\ {[90.0]} \\ 89.0 \end{gathered}$ | $\begin{aligned} & 30,250 \\ & 54,759 \\ & 85,010 \end{aligned}$ | $\begin{gathered} {[35.6]} \\ {[64.4]} \\ 98.6 \end{gathered}$ | $\begin{gathered} 10,159 \\ (126,989) \\ (116,830) \end{gathered}$ | $\begin{gathered} 50.6 \\ (69.9) \\ (57.9) \end{gathered}$ | $\begin{array}{r} 80,541 \\ 267,479 \\ 348,021 \end{array}$ | $\begin{gathered} {[23.1]} \\ {[76.9]} \\ 91.5 \end{gathered}$ |
| Overseas | Civil <br> engineering <br> Building <br> construction <br> Total | $\begin{array}{r} 16,274 \\ 8,751 \\ 25,025 \end{array}$ | $\begin{gathered} {[65.0]} \\ {[35.0]} \\ 11.0 \end{gathered}$ | $\begin{array}{r} 434 \\ 756 \\ 1,190 \end{array}$ | $\begin{gathered} {[36.5]} \\ {[63.5]} \\ 1.4 \end{gathered}$ | $\begin{array}{r} (15,840) \\ (7,995) \\ (23,835) \end{array}$ | $\begin{aligned} & (97.3) \\ & (91.4) \\ & (95.2) \end{aligned}$ | $\begin{aligned} & 17,847 \\ & 14,412 \\ & 32,259 \end{aligned}$ | $[55.3]$ $[44.7]$ 8.5 |
| Sum total | Civil <br> engineering <br> Building <br> construction <br> Total | $\begin{aligned} & 115,661 \\ & 111,205 \\ & 226,866 \end{aligned}$ | $\begin{aligned} & {[51.0]} \\ & {[49.0]} \\ & 100.0 \end{aligned}$ | $\begin{aligned} & 30,111 \\ & 56,089 \\ & 86,200 \end{aligned}$ | $\begin{aligned} & {[34.9]} \\ & {[65.1]} \\ & 100.0 \end{aligned}$ | $\begin{gathered} (85,549) \\ (55,115) \\ (140,665) \end{gathered}$ | $\begin{gathered} (74.0) \\ (49.6) \\ (62.0) \end{gathered}$ | $\begin{aligned} & 193,575 \\ & 186,706 \\ & 380,281 \end{aligned}$ | $[50.9]$ $[49.1]$ 100.0 |

(Net sales for the construction business)
(Unit: Million yen, \%)

(Backlog for the construction business)
(Unit: Million yen, \%)

| Category |  | For the six months ended September 30, 2019 |  | For the six months ended September 30, 2020 |  | Increase/decrease |  | Results for the fiscal year ended March 31, 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | \% | Amount | \% | Amount | \% change | Amount | \% |
| Domestic civil engineering | Government sector Private sector Total | $\begin{aligned} & 144,345 \\ & 182,108 \\ & 326,453 \end{aligned}$ | $\begin{gathered} {[44.2]} \\ {[55.8]} \\ 56.0 \end{gathered}$ | $\begin{aligned} & 137,932 \\ & 168,221 \\ & 306,153 \end{aligned}$ | $\begin{gathered} {[45.1]} \\ {[54.9]} \\ 66.0 \end{gathered}$ | $\begin{gathered} (6,412) \\ (13,886) \\ (20,299) \end{gathered}$ | (4.4) <br> (7.6) (6.2) | $\begin{aligned} & 157,893 \\ & 181,619 \\ & 339,512 \end{aligned}$ | $\begin{gathered} {[46.5]} \\ {[53.5]} \\ 62.1 \end{gathered}$ |
| Domestic building construction | Government <br> sector <br> Private <br> sector <br> Total | $\begin{array}{r} 32,063 \\ 183,305 \\ 215,369 \end{array}$ | $\begin{gathered} {[14.9]} \\ {[85.1]} \\ 36.9 \end{gathered}$ | $\begin{array}{r} 18,684 \\ 111,975 \\ 130,659 \end{array}$ | $\begin{gathered} {[14.3]} \\ {[85.7]} \\ 28.2 \end{gathered}$ | $\begin{aligned} & (13,378) \\ & (71,330) \\ & (84,709) \end{aligned}$ | $\begin{aligned} & (41.7) \\ & (38.9) \\ & (39.3) \end{aligned}$ | $\begin{array}{r} 20,589 \\ 150,900 \\ 171,489 \end{array}$ | $\begin{gathered} {[12.0]} \\ {[88.0]} \\ 31.4 \end{gathered}$ |
| Domestic | Government sector Private sector Total | $\begin{aligned} & 176,409 \\ & 365,414 \\ & 541,823 \end{aligned}$ | $\begin{gathered} {[32.6]} \\ {[67.4]} \\ 92.9 \end{gathered}$ | $\begin{aligned} & 156,617 \\ & 280,196 \\ & 436,813 \end{aligned}$ | $\begin{gathered} {[35.9]} \\ {[64.1]} \\ 94.2 \end{gathered}$ | $\begin{array}{r} (19,791) \\ (85,217) \\ (105,009) \end{array}$ | $\begin{aligned} & (11.2) \\ & (23.3) \\ & (19.4) \end{aligned}$ | $\begin{aligned} & 178,482 \\ & 332,519 \\ & 511,002 \end{aligned}$ | $\begin{gathered} {[34.9]} \\ {[65.1]} \\ 93.5 \end{gathered}$ |
| Overseas | Civil <br> engineering <br> Building <br> construction <br> Total | $\begin{aligned} & 28,012 \\ & 13,252 \\ & 41,265 \end{aligned}$ | $\begin{gathered} {[67.9]} \\ {[32.1]} \\ 7.1 \end{gathered}$ | $\begin{array}{r} 21,440 \\ 5,613 \\ 27,054 \end{array}$ | $\begin{gathered} {[79.2]} \\ {[20.8]} \\ 5.8 \end{gathered}$ | $\begin{gathered} (6,572) \\ (7,638) \\ (14,210) \end{gathered}$ | $\begin{gathered} (23.5) \\ (57.6) \\ (34.4) \end{gathered}$ | $\begin{gathered} 24,607 \\ 11,089 \\ 35,696 \end{gathered}$ | $\begin{gathered} {[68.9]} \\ {[31.1]} \\ 6.5 \end{gathered}$ |
| Sum total | Civil engineering Building construction Total | $\begin{aligned} & 354,466 \\ & 228,621 \\ & 583,088 \end{aligned}$ | $\begin{aligned} & {[60.8]} \\ & {[39.2]} \\ & 100.0 \end{aligned}$ | $\begin{aligned} & 327,594 \\ & 136,273 \\ & 463,868 \end{aligned}$ | $\begin{aligned} & {[70.6]} \\ & {[29.4]} \\ & 100.0 \end{aligned}$ | $\begin{array}{r} (26,872) \\ (92,347) \\ (119,220) \end{array}$ | $\begin{gathered} (7.6) \\ (40.4) \\ (20.4) \end{gathered}$ | $\begin{aligned} & 364,119 \\ & 182,578 \\ & 546,698 \end{aligned}$ | $\begin{aligned} & {[66.6]} \\ & {[33.4]} \\ & 100.0 \end{aligned}$ |

(Net sales for other businesses)
(Unit: Million yen, \%)

| Category | For the six months ended September 30, 2019 | For the six months ended September 30, 2020 | Increase/decrease |  | Results for the fiscal year ended March 31, 2020 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Amount | \% change | Amount |
| Other businesses | 2,213 | 1,686 | (526) | (23.8) | 4,918 |

