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## Consolidated Financial Results for the Three Months Ended June 30, 2020 [Japanese GAAP]



August 6, 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  
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 Scheduled date of filing quarterly securities report: August 6, 2020  
 Scheduled date of commencing dividend payments: —  
 Availability of supplementary briefing material on quarterly financial results: No  
 Schedule of quarterly financial results briefing session: No

(Amounts of less than one million yen are rounded down.)

### 1. Consolidated Financial Results for the Three Months Ended June 30, 2020 (April 1, 2020 to June 30, 2020)

(1) Consolidated Operating Results (% indicates changes from the previous corresponding period.)

|                    | Net sales   |       | Operating profit |      | Ordinary profit |      | Profit attributable to owners of parent |      |
|--------------------|-------------|-------|------------------|------|-----------------|------|---|------|
| Three months ended | Million yen | %     | Million yen      | %    | Million yen     | %    | Million yen                             | %    |
| June 30, 2020      | 82,010      | 14.8  | 5,258            | 94.0 | 4,378           | 75.4 | 2,894                                   | 76.5 |
| June 30, 2019      | 71,431      | (2.4) | 2,710            | 4.3  | 2,495           | 0.2  | 1,640                                   | 8.3  |

(Note) Comprehensive income: Three months ended June 30, 2020: ¥3,705 million [349.2%]

Three months ended June 30, 2019: ¥824 million [(52.8)%]

|                    | Basic earnings per share | Diluted earnings per share |
|--------------------|--------------------------|----------------------------|
| Three months ended | Yen                      | Yen                        |
| June 30, 2020      | 15.00                    | 14.99                      |
| June 30, 2019      | 8.21                     | 8.21                       |

### (2) Consolidated Financial Position

|                      | Total assets | Net assets  | Equity ratio |
|----------------------|--------------|-------------|--------------|
|                      | Million yen  | Million yen | %            |
| As of June 30, 2020  | 320,454      | 137,704     | 42.7         |
| As of March 31, 2020 | 339,772      | 136,900     | 40.0         |

(Reference) Equity: As of June 30, 2020: ¥136,950 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<br>-           | Yen<br>15.00       | Yen<br>-           | Yen<br>15.00 | Yen<br>30.00 |
| Fiscal year ending March 31, 2021               | -                  |                    |                    |              |              |
| Fiscal year ending March 31, 2021<br>(Forecast) |                    | 15.00              | -                  | 15.00        | 30.00        |

(Note) Revision to the forecast for dividends announced most recently: Yes

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

(% indicates changes from the previous corresponding period.)

|            | Net sales   |       | Operating profit |        | Ordinary profit |        | Profit attributable to owners of parent |        | Basic earnings per share |
|------------|-------------|-------|------------------|--------|-----------------|--------|---|--------|--------------------------|
|            | Million yen | %     | Million yen      | %      | Million yen     | %      | Million yen                             | %      | Yen                      |
| First half | 178,000     | 1.0   | 10,500           | (11.2) | 9,000           | (21.5) | 6,000                                   | (21.9) | 31.08                    |
| Full year  | 365,000     | (3.5) | 23,600           | (4.5)  | 21,900          | (8.7)  | 14,800                                  | (11.9) | 76.67                    |

(Note) Revision to the financial results forecast announced most recently: Yes

In the “Consolidated Financial Results for the fiscal year Ended March 31, 2020” (announced on May 13, 2020), the Company’s the financial results forecast for the fiscal year ending March 31, 2021(hereinafter referred to as “the financial results forecast”) was undecided as the effects of the spread of COVID-19 (Novel Coronavirus) upon its future business performance had been difficult to calculate in a reasonable manner.

After the above announcement, the state of emergency was lifted in Japan and economic activities are beginning to show signs of resumption throughout society, the Company is now able to calculate the certain forecasts as to orders received. Moreover, even though there were interruptions, etc. in its some construction projects in progress, the Company has already resumed them except its some overseas construction projects and is now able to calculate the outlook of their progress.

From the above situation, the Company has calculated the financial results forecast based on the information and the estimates, etc. available at the present, and thus the Company announces it. However, the financial results forecast is subject to fluctuate widely due to the timing of the convergence of COVID-19 or its influential range. the Company will announce promptly if affairs impacting on its business performance have occurred.

Additionally, the annual dividend forecast for the fiscal year ending March 31, 2021 also remained undecided as the financial results forecast was undecided, but this time the Company announces it based on the financial result forecast calculated.

**\* Notes:**

- (1) Changes in significant subsidiaries during the three months ended June 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)
  - 1) Total number of issued shares at the end of the period (including treasury shares):  
June 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:  
June 30, 2020: 7,311,410 shares  
March 31, 2020: 7,315,545 shares
  - 3) Average number of shares during the period:  
Three months ended June 30, 2020: 193,030,577 shares  
Three months ended June 30, 2019: 199,776,366 shares

The Company has adopted a performance-linked stock remuneration plan using a trust. The Company's shares held by the trust (397,766 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.

## 2. Quarterly Consolidated Financial Statements

### (1) Quarterly Consolidated Balance Sheets

(Million yen)

|  | As of March 31, 2020 | As of June 30, 2020 |
|--|----------------------|---------------------|
| <b>Assets</b>  |                      |                     |
| Current assets   |                      |                     |
| Cash and deposits  | 102,971              | 131,860             |
| Notes receivable, accounts receivable from<br>completed construction contracts and other | 137,730              | 105,108             |
| Securities   | 14,000               | —                   |
| Costs on construction contracts in progress  | 4,927                | 5,618               |
| Other inventories  | 4,686                | 5,719               |
| Other  | 13,279               | 8,081               |
| Allowance for doubtful accounts  | (14)                 | (10)                |
| Total current assets   | 277,582              | 256,377             |
| Non-current assets   |                      |                     |
| Property, plant and equipment  |                      |                     |
| Land   | 15,505               | 16,684              |
| Other, net   | 13,642               | 13,825              |
| Total property, plant and equipment  | 29,148               | 30,509              |
| Intangible assets  | 1,572                | 1,513               |
| Investments and other assets   |                      |                     |
| Investment securities  | 18,698               | 20,039              |
| Deferred tax assets  | 9,527                | 9,071               |
| Other  | 3,244                | 2,942               |
| Allowance for doubtful accounts  | (1)                  | (1)                 |
| Total investments and other assets   | 31,469               | 32,052              |
| Total non-current assets   | 62,190               | 64,076              |
| Total assets   | 339,772              | 320,454             |

(Million yen)

|  | As of March 31, 2020 | As of June 30, 2020 |
|--|----------------------|---------------------|
| <b>Liabilities</b>   |                      |                     |
| Current liabilities  |                      |                     |
| Notes payable, accounts payable for construction contracts and other | 78,930               | 59,085              |
| Short-term borrowings  | 17,391               | 17,315              |
| Current portion of bonds   | 341                  | 341                 |
| Advances received on construction contracts in progress              | 30,862               | 35,571              |
| Provision for warranties for completed construction                  | 2,371                | 2,472               |
| Provision for bonuses  | 2,679                | 737                 |
| Provision for loss on construction contracts                         | 955                  | 558                 |
| Provision for loss on damage due to fire                             | 6,699                | 6,215               |
| Other  | 39,155               | 37,127              |
| Total current liabilities  | 179,386              | 159,426             |
| Non-current liabilities  |                      |                     |
| Bonds payable  | 691                  | 691                 |
| Long-term borrowings   | 8,712                | 8,602               |
| Deferred tax liabilities   | 45                   | 44                  |
| Retirement benefit liability   | 12,776               | 12,687              |
| Provision for environmental measures                                 | 148                  | 139                 |
| Provision for management board incentive plan trust                  | 93                   | 106                 |
| Other  | 1,016                | 1,050               |
| Total non-current liabilities  | 23,485               | 23,323              |
| Total liabilities  | 202,872              | 182,750             |
| <b>Net assets</b>  |                      |                     |
| Shareholders' equity   |                      |                     |
| Share capital  | 17,006               | 17,006              |
| Capital surplus  | 19,926               | 19,924              |
| Retained earnings  | 103,699              | 103,693             |
| Treasury shares  | (5,284)              | (5,281)             |
| Total shareholders' equity   | 135,348              | 135,342             |
| Accumulated other comprehensive income                               |                      |                     |
| Valuation difference on available-for-sale securities                | 1,880                | 2,805               |
| Foreign currency translation adjustment                              | 116                  | 24                  |
| Remeasurements of defined benefit plans                              | (1,287)              | (1,222)             |
| Total accumulated other comprehensive income                         | 709                  | 1,607               |
| Share acquisition rights   | 4                    | 3                   |
| Non-controlling interests  | 837                  | 749                 |
| Total net assets   | 136,900              | 137,704             |
| Total liabilities and net assets                                     | 339,772              | 320,454             |

(2) Quarterly Consolidated Statements of Income and Comprehensive Income  
(Quarterly Consolidated Statements of Income)  
(Three Months Ended June 30)

(Million yen)

|   | For the three months<br>ended June 30, 2019 | For the three months<br>ended June 30, 2020 |
|---|---|---|
| Net sales   |   |   |
| Net sales of completed construction contracts             | 68,027                                      | 77,091                                      |
| Sales in other businesses                                 | 3,404                                       | 4,918                                       |
| Total net sales   | 71,431                                      | 82,010                                      |
| Cost of sales   |   |   |
| Cost of sales of completed construction contracts         | 60,017                                      | 67,451                                      |
| Cost of sales in other businesses                         | 2,948                                       | 4,240                                       |
| Total cost of sales                                       | 62,966                                      | 71,691                                      |
| Gross profit  |   |   |
| Gross profit on completed construction contracts          | 8,009                                       | 9,639                                       |
| Gross profit - other business                             | 455   | 678   |
| Total gross profit  | 8,465                                       | 10,318                                      |
| Selling, general and administrative expenses              | 5,754                                       | 5,060                                       |
| Operating profit  | 2,710                                       | 5,258                                       |
| Non-operating income                                      |   |   |
| Dividend income   | 30  | 55  |
| Foreign exchange gains                                    | —   | 30  |
| Other   | 121   | 58  |
| Total non-operating income                                | 151   | 144   |
| Non-operating expenses                                    |   |   |
| Interest expenses   | 113   | 83  |
| Foreign exchange losses                                   | 173   | —   |
| Commission expenses                                       | 5   | 737   |
| Other   | 74  | 204   |
| Total non-operating expenses                              | 366   | 1,024                                       |
| Ordinary profit   | 2,495                                       | 4,378                                       |
| Extraordinary income                                      |   |   |
| Subsidy income  | —   | 354   |
| Gain on sales of non-current assets                       | 20  | —   |
| Gain on sales of investment securities                    | 110   | —   |
| Total extraordinary income                                | 130   | 354   |
| Extraordinary losses                                      |   |   |
| Loss on damage due to fire                                | 110   | 6   |
| Loss on litigation  | —   | 3   |
| Loss on tax purpose reduction entry of non-current assets | —   | 354   |
| Loss on valuation of investment securities                | —   | 22  |
| Total extraordinary losses                                | 110   | 386   |
| Profit before income taxes                                | 2,515                                       | 4,346                                       |
| Income taxes  | 955   | 1,465                                       |
| Profit  | 1,560                                       | 2,880                                       |
| Loss attributable to non-controlling interests            | (79)  | (14)  |
| Profit attributable to owners of parent                   | 1,640                                       | 2,894                                       |

## (Quarterly Consolidated Statements of Comprehensive Income)

(Three Months Ended June 30)

(Million yen)

|  | For the three months<br>ended June 30, 2019 | For the three months<br>ended June 30, 2020 |
|--|---|---|
| Profit   | 1,560                                       | 2,880                                       |
| Other comprehensive income                                     |   |   |
| Valuation difference on available-for-sale securities          | (850)                                       | 925   |
| Deferred gains or losses on hedges                             | 0   | —   |
| Foreign currency translation adjustment                        | 45  | (165)                                       |
| Remeasurements of defined benefit plans                        | 68  | 65  |
| Total other comprehensive income                               | (735)                                       | 824   |
| Comprehensive income   | 824   | 3,705                                       |
| Comprehensive income attributable to                           |   |   |
| Comprehensive income attributable to owners of parent          | 885   | 3,793                                       |
| Comprehensive income attributable to non-controlling interests | (60)  | (87)  |

### 3. (Reference) Quarterly Non-Consolidated Financial Statements

#### (1) Quarterly Non-Consolidated Balance Sheets

(Million yen)

|  | As of March 31, 2020 | As of June 30, 2020 |
|--|----------------------|---------------------|
| <b>Assets</b>  |                      |                     |
| Current assets   |                      |                     |
| Cash and deposits  | 95,467               | 124,646             |
| Notes receivable, accounts receivable from<br>completed construction contracts and other | 135,698              | 103,967             |
| Securities   | 14,000               | —                   |
| Costs on construction contracts in progress  | 4,555                | 5,319               |
| Other inventories  | 1,254                | 1,231               |
| Other  | 12,975               | 7,697               |
| Allowance for doubtful accounts  | (13)                 | (10)                |
| Total current assets   | 263,937              | 242,851             |
| Non-current assets   |                      |                     |
| Property, plant and equipment  |                      |                     |
| Land   | 13,559               | 13,868              |
| Other, net   | 10,978               | 10,478              |
| Total property, plant and equipment  | 24,538               | 24,347              |
| Intangible assets  | 1,332                | 1,278               |
| Investments and other assets   |                      |                     |
| Investment securities  | 21,141               | 22,480              |
| Deferred tax assets  | 8,370                | 7,920               |
| Other  | 2,949                | 4,231               |
| Allowance for doubtful accounts  | (1)                  | (1)                 |
| Total investments and other assets   | 32,460               | 34,630              |
| Total non-current assets   | 58,331               | 60,256              |
| Total assets   | 322,269              | 303,108             |



(Million yen)

|  | As of March 31, 2020 | As of June 30, 2020 |
|--|----------------------|---------------------|
| <b>Liabilities</b>   |                      |                     |
| Current liabilities  |                      |                     |
| Notes payable, accounts payable for construction contracts and other | 78,603               | 58,792              |
| Short-term borrowings  | 17,305               | 17,230              |
| Current portion of bonds   | 341                  | 341                 |
| Advances received on construction contracts in progress              | 29,999               | 34,857              |
| Provision for warranties for completed construction                  | 2,369                | 2,470               |
| Provision for bonuses  | 2,561                | 615                 |
| Provision for loss on construction contracts                         | 953                  | 556                 |
| Provision for loss on damage due to fire                             | 6,699                | 6,215               |
| Other  | 34,158               | 31,765              |
| Total current liabilities  | 172,991              | 152,844             |
| Non-current liabilities  |                      |                     |
| Bonds payable  | 691                  | 691                 |
| Long-term borrowings   | 8,155                | 8,066               |
| Provisions for retirement benefits                                   | 9,899                | 9,888               |
| Provision for environmental measures                                 | 148                  | 139                 |
| Provision for management board incentive plan trust                  | 93                   | 106                 |
| Other  | 955                  | 978                 |
| Total non-current liabilities  | 19,944               | 19,872              |
| Total liabilities  | 192,936              | 172,717             |
| <b>Net assets</b>  |                      |                     |
| Shareholders' equity   |                      |                     |
| Share capital  | 17,006               | 17,006              |
| Capital surplus  | 19,992               | 19,989              |
| Retained earnings  | 95,737               | 95,872              |
| Treasury shares  | (5,284)              | (5,281)             |
| Total shareholders' equity   | 127,451              | 127,587             |
| Valuation and translation adjustments                                |                      |                     |
| Valuation difference on available-for-sale securities                | 1,876                | 2,800               |
| Total valuation and translation adjustments                          | 1,876                | 2,800               |
| Share acquisition rights   | 4                    | 3                   |
| Total net assets   | 129,332              | 130,391             |
| Total liabilities and net assets                                     | 322,269              | 303,108             |

(2) Quarterly Non-Consolidated Statements of Income  
(Three Months Ended June 30)

(Million yen)

|   | For the three months<br>ended June 30, 2019 | For the three months<br>ended June 30, 2020 |
|---|---|---|
| Net sales   |   |   |
| Net sales of completed construction contracts     | 66,849                                      | 76,428                                      |
| Sales in other businesses                         | 694   | 747   |
| Total net sales                                   | 67,544                                      | 77,176                                      |
| Cost of sales                                     |   |   |
| Cost of sales of completed construction contracts | 59,135                                      | 66,783                                      |
| Cost of sales in other businesses                 | 540   | 609   |
| Total cost of sales                               | 59,676                                      | 67,393                                      |
| Gross profit                                      |   |   |
| Gross profit on completed construction contracts  | 7,713                                       | 9,644                                       |
| Gross profit - other business                     | 154   | 138   |
| Total gross profit                                | 7,868                                       | 9,783                                       |
| Selling, general and administrative expenses      | 5,200                                       | 4,620                                       |
| Operating profit                                  | 2,668                                       | 5,162                                       |
| Non-operating income                              | 368   | 332   |
| Non-operating expenses                            | 354   | 1,012                                       |
| Ordinary profit                                   | 2,681                                       | 4,483                                       |
| Extraordinary income                              | 110   | 354   |
| Extraordinary losses                              | 110   | 386   |
| Profit before income taxes                        | 2,681                                       | 4,451                                       |
| Income taxes                                      | 863   | 1,414                                       |
| Profit  | 1,818                                       | 3,036                                       |

#### 4. Supplementary Information

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

##### 1. Non-consolidated

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

| Items  |  | Results for the three months ended June 30, 2019 | Results for the three months ended June 30, 2020 | Fiscal year ending March 31, 2021                      |                     |
|--|--|--|--|--|---------------------|
|  |  |  |  | Forecasts for the six months ending September 30, 2020 | Full year forecasts |
| Orders received                                  | Civil engineering                                      | 85,606   | 15,181   | 40,000   | 120,000             |
|  | Building construction                                  | 25,196   | 26,336   | 80,000   | 215,000             |
|  | Total orders received                                  | 110,803  | 41,518   | 120,000  | 335,000             |
| Net sales of completed construction contracts    | Civil engineering                                      | 23,972   | 30,532   | 63,500   | 135,000             |
|  | Building construction                                  | 42,877   | 45,896   | 100,000  | 200,000             |
|  | Total net sales of completed construction contracts    | 66,849   | 76,428   | 163,500  | 335,000             |
| Gross profit on completed construction contracts | Civil engineering                                      | 4,500<br>[18.8%]                                 | 5,202<br>[17.0%]                                 | 10,300<br>[16.2%]                                      | 21,900<br>[16.2%]   |
|  | Building construction                                  | 3,213<br>[7.5%]                                  | 4,442<br>[9.7%]                                  | 9,100<br>[9.1%]  | 18,400<br>[9.2%]    |
|  | Total gross profit on completed construction contracts | 7,713<br>[11.5%]                                 | 9,644<br>[12.6%]                                 | 19,400<br>[11.9%]                                      | 40,300<br>[12.0%]   |

|   |                        |                        |                         |                         |
|---|------------------------|------------------------|-------------------------|-------------------------|
| <b>Gross sales</b>  | <b>67,544</b>          | <b>77,176</b>          | <b>167,000</b>          | <b>342,000</b>          |
| Gross profit  | 7,868<br>[11.6%]       | 9,783<br>[12.7%]       | 19,800<br>[11.9%]       | 41,100<br>[12.0%]       |
| Selling, general and administrative expenses                | 5,200                  | 4,620                  | 9,700                   | 19,000                  |
| <b>Operating profit</b>                                     | <b>2,668</b><br>[4.0%] | <b>5,162</b><br>[6.7%] | <b>10,100</b><br>[6.0%] | <b>22,100</b><br>[6.5%] |
| Non-operating income/expenses<br>[Interest income/expenses] | 13<br>[189]            | (679)<br>[179]         | (1,300)<br>[100]        | (1,500)<br>[50]         |
| <b>Ordinary profit</b>                                      | <b>2,681</b><br>[4.0%] | <b>4,483</b><br>[5.8%] | <b>8,800</b><br>[5.3%]  | <b>20,600</b><br>[6.0%] |
| Extraordinary income/losses                                 | (0)                    | (32)                   | —                       | —                       |
| Profit before income taxes                                  | 2,681<br>[4.0%]        | 4,451<br>[5.8%]        | 8,800<br>[5.3%]         | 20,600<br>[6.0%]        |
| Tax expenses  | 863                    | 1,414                  | 2,800                   | 6,500                   |
| <b>Profit</b>   | <b>1,818</b><br>[2.7%] | <b>3,036</b><br>[3.9%] | <b>6,000</b><br>[3.6%]  | <b>14,100</b><br>[4.1%] |

## 2. Consolidated

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

| Items  | Results for the three months ended June 30, 2019 | Results for the three months ended June 30, 2020 | Fiscal year ending March 31, 2021                      |                         |
|--|--|--|--|-------------------------|
|  |  |  | Forecasts for the six months ending September 30, 2020 | Full year forecasts     |
| <b>Gross sales</b>                             | <b>71,431</b>                                    | <b>82,010</b>                                    | <b>178,000</b>   | <b>365,000</b>          |
| Selling, general and administrative expenses   | 5,754  | 5,060  | 10,500   | 20,500                  |
| <b>Operating profit</b>                        | <b>2,710</b><br>[3.8%]                           | <b>5,258</b><br>[6.4%]                           | <b>10,500</b><br>[5.9%]                                | <b>23,600</b><br>[6.5%] |
| <b>Ordinary profit</b>                         | <b>2,495</b><br>[3.5%]                           | <b>4,378</b><br>[5.3%]                           | <b>9,000</b><br>[5.1%]                                 | <b>21,900</b><br>[6.0%] |
| <b>Profit attributable to owners of parent</b> | <b>1,640</b><br>[2.3%]                           | <b>2,894</b><br>[3.5%]                           | <b>6,000</b><br>[3.4%]                                 | <b>14,800</b><br>[4.1%] |

### (2) Non-consolidated orders received, net sales, and backlog

(Orders received for the construction business)

(Unit: Million yen, %)

| Category                       |                       | For the three months ended June 30, 2019 |        | For the three months ended June 30, 2020 |        | Increase/decrease |          | Results for the fiscal year ended March 31, 2020 |        |
|--------------------------------|-----------------------|--|--------|--|--------|-------------------|----------|--|--------|
|                                |                       | Amount                                   | %      | Amount                                   | %      | Amount            | % change | Amount   | %      |
| Domestic civil engineering     | Government sector     | 5,836                                    | [7.1]  | 13,242                                   | [88.9] | 7,405             | 126.9    | 71,828   | [40.9] |
|                                | Private sector        | 76,892                                   | [92.9] | 1,647                                    | [11.1] | (75,244)          | (97.9)   | 103,899  | [59.1] |
|                                | Total                 | 82,728                                   | 74.7   | 14,889                                   | 35.9   | (67,839)          | (82.0)   | 175,727  | 46.2   |
| Domestic building construction | Government sector     | 1,135                                    | [5.5]  | 3,490                                    | [13.4] | 2,354             | 207.3    | 8,713  | [5.1]  |
|                                | Private sector        | 19,489                                   | [94.5] | 22,589                                   | [86.6] | 3,100             | 15.9     | 163,580  | [94.9] |
|                                | Total                 | 20,624                                   | 18.6   | 26,079                                   | 62.8   | 5,454             | 26.4     | 172,293  | 45.3   |
| Domestic                       | Government sector     | 6,972                                    | [6.7]  | 16,732                                   | [40.8] | 9,759             | 140.0    | 80,541   | [23.1] |
|                                | Private sector        | 96,381                                   | [93.3] | 24,236                                   | [59.2] | (72,144)          | (74.9)   | 267,479  | [76.9] |
|                                | Total                 | 103,353                                  | 93.3   | 40,969                                   | 98.7   | (62,384)          | (60.4)   | 348,021  | 91.5   |
| Overseas                       | Civil engineering     | 2,877                                    | [38.6] | 292                                      | [53.2] | (2,585)           | (89.9)   | 17,847   | [55.3] |
|                                | Building construction | 4,571                                    | [61.4] | 257                                      | [46.8] | (4,314)           | (94.4)   | 14,412   | [44.7] |
|                                | Total                 | 7,449                                    | 6.7    | 549                                      | 1.3    | (6,900)           | (92.6)   | 32,259   | 8.5    |
| Sum total                      | Civil engineering     | 85,606                                   | [77.3] | 15,181                                   | [36.6] | (70,425)          | (82.3)   | 193,575  | [50.9] |
|                                | Building construction | 25,196                                   | [22.7] | 26,336                                   | [63.4] | 1,140             | 4.5      | 186,706  | [49.1] |
|                                | Total                 | 110,803                                  | 100.0  | 41,518                                   | 100.0  | (69,284)          | (62.5)   | 380,281  | 100.0  |

(Net sales for the construction business)

(Unit: Million yen, %)

| Category                       |                       | For the three months ended June 30, 2019 |        | For the three months ended June 30, 2020 |        | Increase/decrease |          | Results for the fiscal year ended March 31, 2020 |        |
|--------------------------------|-----------------------|--|--------|--|--------|-------------------|----------|--|--------|
|                                |                       | Amount                                   | %      | Amount                                   | %      | Amount            | % change | Amount   | %      |
| Domestic civil engineering     | Government sector     | 15,094                                   | [69.2] | 20,279                                   | [70.7] | 5,184             | 34.3     | 78,588   | [68.6] |
|                                | Private sector        | 6,727                                    | [30.8] | 8,418                                    | [29.3] | 1,690             | 25.1     | 35,982   | [31.4] |
|                                | Total                 | 21,822                                   | 32.6   | 28,697                                   | 37.5   | 6,874             | 31.5     | 114,570  | 32.6   |
| Domestic building construction | Government sector     | 5,155                                    | [13.2] | 4,619                                    | [10.8] | (535)             | (10.4)   | 30,130   | [14.3] |
|                                | Private sector        | 33,826                                   | [86.8] | 38,222                                   | [89.2] | 4,396             | 13.0     | 180,720  | [85.7] |
|                                | Total                 | 38,981                                   | 58.3   | 42,841                                   | 56.1   | 3,860             | 9.9      | 210,850  | 60.0   |
| Domestic                       | Government sector     | 20,250                                   | [33.3] | 24,898                                   | [34.8] | 4,648             | 23.0     | 108,718  | [33.4] |
|                                | Private sector        | 40,553                                   | [66.7] | 46,640                                   | [65.2] | 6,086             | 15.0     | 216,702  | [66.6] |
|                                | Total                 | 60,804                                   | 91.0   | 71,538                                   | 93.6   | 10,734            | 17.7     | 325,421  | 92.6   |
| Overseas                       | Civil engineering     | 2,149                                    | [35.6] | 1,834                                    | [37.5] | (314)             | (14.6)   | 9,743  | [37.3] |
|                                | Building construction | 3,896                                    | [64.4] | 3,054                                    | [62.5] | (841)             | (21.6)   | 16,362   | [62.7] |
|                                | Total                 | 6,045                                    | 9.0    | 4,889                                    | 6.4    | (1,155)           | (19.1)   | 26,106   | 7.4    |
| Sum total                      | Civil engineering     | 23,972                                   | [35.9] | 30,532                                   | [39.9] | 6,560             | 27.4     | 124,314  | [35.4] |
|                                | Building construction | 42,877                                   | [64.1] | 45,896                                   | [60.1] | 3,018             | 7.0      | 227,213  | [64.6] |
|                                | Total                 | 66,849                                   | 100.0  | 76,428                                   | 100.0  | 9,579             | 14.3     | 351,527  | 100.0  |

(Backlog for the construction business)

(Unit: Million yen, %)

| Category                       |                       | For the three months ended June 30, 2019 |        | For the three months ended June 30, 2020 |        | Increase/decrease |          | Results for the fiscal year ended March 31, 2020 |        |
|--------------------------------|-----------------------|--|--------|--|--------|-------------------|----------|--|--------|
|                                |                       | Amount                                   | %      | Amount                                   | %      | Amount            | % change | Amount   | %      |
| Domestic civil engineering     | Government sector     | 155,395                                  | [45.8] | 150,856                                  | [46.3] | (4,538)           | (2.9)    | 157,893  | [46.5] |
|                                | Private sector        | 183,866                                  | [54.2] | 174,848                                  | [53.7] | (9,017)           | (4.9)    | 181,619  | [53.5] |
|                                | Total                 | 339,261                                  | 60.4   | 325,704                                  | 63.7   | (13,556)          | (4.0)    | 339,512  | 62.1   |
| Domestic building construction | Government sector     | 37,986                                   | [19.8] | 19,459                                   | [12.6] | (18,526)          | (48.8)   | 20,589   | [12.0] |
|                                | Private sector        | 153,703                                  | [80.2] | 135,267                                  | [87.4] | (18,435)          | (12.0)   | 150,900  | [88.0] |
|                                | Total                 | 191,690                                  | 34.1   | 154,727                                  | 30.2   | (36,962)          | (19.3)   | 171,489  | 31.4   |
| Domestic                       | Government sector     | 193,382                                  | [36.4] | 170,316                                  | [35.5] | (23,065)          | (11.9)   | 178,482  | [34.9] |
|                                | Private sector        | 337,569                                  | [63.6] | 310,116                                  | [64.5] | (27,453)          | (8.1)    | 332,519  | [65.1] |
|                                | Total                 | 530,951                                  | 94.5   | 480,432                                  | 93.9   | (50,519)          | (9.5)    | 511,002  | 93.5   |
| Overseas                       | Civil engineering     | 17,177                                   | [55.6] | 22,972                                   | [73.5] | 5,794             | 33.7     | 24,607   | [68.9] |
|                                | Building construction | 13,738                                   | [44.4] | 8,293                                    | [26.5] | (5,445)           | (39.6)   | 11,089   | [31.1] |
|                                | Total                 | 30,916                                   | 5.5    | 31,265                                   | 6.1    | 349               | 1.1      | 35,696   | 6.5    |
| Sum total                      | Civil engineering     | 356,439                                  | [63.4] | 348,677                                  | [68.1] | (7,761)           | (2.2)    | 364,119  | [66.6] |
|                                | Building construction | 205,428                                  | [36.6] | 163,020                                  | [31.9] | (42,407)          | (20.6)   | 182,578  | [33.4] |
|                                | Total                 | 561,868                                  | 100.0  | 511,698                                  | 100.0  | (50,169)          | (8.9)    | 546,698  | 100.0  |

(Net sales for other businesses)

(Unit: Million yen, %)

| Category         | For the three months ended June 30, 2019 | For the three months ended June 30, 2020 | Increase/decrease |          | Results for the fiscal year ended March 31, 2020 |
|------------------|--|--|-------------------|----------|--|
|                  | Amount                                   | Amount                                   | Amount            | % change | Amount   |
| Other businesses | 694                                      | 747                                      | 52                | 7.6      | 4,918  |