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# Brief Report on Financial Statements for the Period Ending March 2022 [Japanese Standard] (Consolidated)

May 11, 2022

Name of listed company: DAI-DAN Co., Ltd.

Stock Exchange Listing:

Code No.: 1980 URL: https://www.daidan.co.jp/

Tokyo Stock Exchange Prime Market

Representative of Company: Ichiro Fujisawa, Representative Director, President Inquiries to be addressed to: Yasuo Kamei, Director, Executive Corporate Officer, Head of General Administration

tion Tel. (06) 6447 - 8003

Date scheduled to ordinary shareholders general meeting convention:

Date scheduled to dividend payment commencement:

Date scheduled to submit annual securities report:

June 29, 2022

June 29, 2022

Creating supplements to the financial statement: Yes

Holding a briefing session on the financial statement: Yes (for instituted investors and analysts)

(Amounts are indicated with figures less than 1 million yen discarded)

#### 1. Consolidated business results for the period ending March 2022 (From April 1, 2021 to March 31, 2022)

(1) Consolidated management performance (Cumulative total) (Percentage indications show increase or decrease from the previous period.)

| (1) Composituated managem | Terre perrorine |       |             |          |                 |        |   |       |
|---------------------------|-----------------|-------|-------------|----------|-----------------|--------|---|-------|
|                           | Net sales       |       | Operatin    | g profit | Ordinary profit |        | Profit attributable to owners of parent |       |
|                           | Million<br>yen  | %     | Million yen | %        | Million yen     | %      | Million yen                             | %     |
| Period ending March 2022  | 162,929         | 3.3   | 7,584       | (13.4)   | 8,095           | (12.6) | 5,778                                   | (8.6) |
| Period ending March 2021  | 157,712         | (6.8) | 8,754       | (3.4)    | 9,262           | (0.2)  | 6,318                                   | (1.3) |

(Note) Comprehensive income Period ending March 2022 4,299 Million yen (58.5%)
Period ending March 2021 10,369 Million yen 126.7%

|                          | Profit per share | Diluted Profit per share | Equity capital vs. profit ratio | Total asset vs.<br>Ordinary profit<br>ratio | Net sales vs.<br>Operating<br>profit ratio |
|--------------------------|------------------|--------------------------|---------------------------------|---|--|
|                          | Yen Sen          | Yen Sen                  | %                               | %   | %  |
| Period ending March 2022 | 270.16           | _                        | 7.6                             | 6.0   | 4.7  |
| Period ending March 2021 | 291.96           | _                        | 8.9                             | 7.3   | 5.6  |

(2) Consolidated financial position

|                          | Total assets | Net assets  | Equity capital ratio | Net assets per share |  |
|--------------------------|--------------|-------------|----------------------|----------------------|--|
|                          | Million yen  | Million yen | %                    | Yen Sen              |  |
| Period ending March 2022 | 139,099      | 77,242      | 55.4                 | 3,603.11             |  |
| Period ending March 2021 | 132,210      | 74,837      | 56.4                 | 3,491.84             |  |

(Reference) Equity capital Period ending March 2022 77,081 Million yen Period ending March 2021 74,632 Million yen

#### (3) Consolidated cash flows

|                          | Cash flows from operating activities | Cash flows from investing activities | Cash flows from financing activities | Cash and cash equivalents at end of period |  |
|--------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--|--|
|                          | Million yen                          | Million yen                          | Million yen                          | Million yen                                |  |
| Period ending March 2022 | (11,718)                             | (873)                                | (3,214)                              | 16,037                                     |  |
| Period ending March 2021 | 14,241                               | (718)                                | (3,487)                              | 31,747                                     |  |

#### 2. Dividends

|  |                      | Annual dividends per share |   |         |              |  |  |  |  |  |
|--|----------------------|----------------------------|---|---------|--------------|--|--|--|--|--|
|  | End of first quarter | End of second quarter      | End of second quarter   End of third quarter   Period end |         | Through year |  |  |  |  |  |
|  | Yen Sen              | Yen Sen                    | Yen Sen   | Yen Sen | Yen Sen      |  |  |  |  |  |
| Period ending March 2021               | _                    | 45.00                      | _   | 45.00   | 90.00        |  |  |  |  |  |
| Period ending March 2022               | _                    | 45.00                      | _   | 45.00   | 90.00        |  |  |  |  |  |
| Period ending March 2023<br>(Forecast) | _                    | 45.00                      | _   | 55.00   | 100.00       |  |  |  |  |  |

(Note) Ordinary dividend:90yen Commemorative dividend:10yen (120th anniversary commemorative dividend)

3. Estimate of consolidated performance for the period ending March 2023 (From April 1, 2022 to March 31, 2023)

(Percentage indications show increase or decrease from the previous period.)

|              | Net sal  | les | Operatir | Operating profit |          | Ordinary profit |          | Profit attributable to owners of parent |     | Profit per share |  |
|--------------|----------|-----|----------|------------------|----------|-----------------|----------|---|-----|------------------|--|
|              | Mil. yen | %   | Mil. yen | %                | Mil. yen | %               | Mil. yen | %                                       | Yen | Sen              |  |
| Total period | 175,000  | 7.4 | 8,500    | 12.1             | 8,700    | 7.5             | 6,000    | 3.8                                     |     | 280.46           |  |

(Reference) Estimated net sales of construction contract orders 193,000 Million yen

#### \* Annotations

- (1) Changes in key subsidiaries in the period (changes in specific subsidiaries requiring changes of consolidation scope): None
- (2) Application of particular accounting to the preparation of consolidated financial statements: None
- (3) Changes in accounting policies, changes in accounting estimates, restatement
  - ① Changes in accounting policies due to revision of accounting standards, etc.: Yes
  - ② Changes in accounting policies other than ①: None
  - 3 Changes in accounting estimates: None
  - Restatement: None

(Note)Please refer to Changes in accounting policies on page 10.

- (4) Number of issued shares (common stock)
  - Number of issued shares at the end of period (including treasury shares)
  - ② Number of treasury shares at the end of period
  - 3 Average number of shares in the period

| Period ending<br>March 2022 | 22,981,901 shares | Period ending<br>March 2021 | 22,981,901 shares |
|-----------------------------|-------------------|-----------------------------|-------------------|
| Period ending<br>March 2022 | 1,588,839 shares  | Period ending<br>March 2021 | 1,608,562 shares  |
| Period ending<br>March 2022 | 21,388,229 shares | Period ending<br>March 2021 | 21,642,897 shares |

(Note) The number of treasury shares at the end of the period includes the Company's shares held in the BIP Trust for Directors (127,543 shares for the period ending March 2021, 107,302 shares for the period ending March 2022). In addition, the Company's shares held in the BIP Trust for Directors (133,258 shares for the period ending March 2021, 112,386 shares for the period ending March 2022) are also included in treasury shares, which is deducted in the calculation of the average number of shares outstanding during the period.

#### (Reference) Estimate of individual performance

1. Individual business results for the period ending March 2022 (From April 1, 2021 to March 31, 2022)

| (1) Individual management per | rformance | (Percentage indications s | show increase or d | lecrease from | the previous perio |
|-------------------------------|-----------|---------------------------|--------------------|---------------|--------------------|

| (1) murviduai managemen  | t periormanee | _     | (1          | creemage maie | ations show me  | ons show merease of decrease from the previous period.) |   |       |  |  |  |
|--------------------------|---------------|-------|-------------|---------------|-----------------|---|---|-------|--|--|--|
|                          | Net sales     |       | Operatin    | g profit      | Ordinary profit |   | Profit attributable to owners of parent |       |  |  |  |
|                          | Million yen   | %     | Million yen | %             | Million yen     | %   | Million yen                             | %     |  |  |  |
| Period ending March 2022 | 161,126       | 3.2   | 7,708       | (10.8)        | 8,216           | (10.2)  | 5,863                                   | (6.1) |  |  |  |
| Period ending March 2021 | 156,194       | (6.6) | 8,644       | (3.6)         | 9,146           | (0.5)   | 6,242                                   | (1.6) |  |  |  |

|                          | Profit per share | Diluted Profit per share |
|--------------------------|------------------|--------------------------|
|                          | Yen Sen          | Yen Sen                  |
| Period ending March 2022 | 274,15           | _                        |
| Period ending March 2021 | 288,44           | _                        |

(2) Individual financial position

|                          | Total assets | Net assets  | Equity capital ratio | Net assets per share |  |
|--------------------------|--------------|-------------|----------------------|----------------------|--|
|                          | Million yen  | Million yen | %                    | Yen Sen              |  |
| Period ending March 2022 | 136,750      | 75,779      | 55.4                 | 3,542.23             |  |
| Period ending March 2021 | 129,750      | 73,178      | 56.4                 | 3,423.81             |  |

(Reference) Equity capital Period ending March 2022 75,779 Million yen Period ending March 2021 73,178 Million yen

#### 2.Estimate of individual performance for the period ending March 2023 (From April 1, 2022 to March 31, 2023)

(Percentage indications show increase or decrease from the previous period.)

|              | Net sales |     | Operating profit |      | Ordinary profit |     | Profit   |     | Profit per share |  |
|--------------|-----------|-----|------------------|------|-----------------|-----|----------|-----|------------------|--|
|              | Mil. yen  | %   | Mil. yen         | %    | Mil. Yen        | %   | Mil. yen | %   | Yen Sen          |  |
| Total period | 170,000   | 5.5 | 8,500            | 10.3 | 8,700           | 5.9 | 6,000    | 2.3 | 280.46           |  |

(Reference) Estimated net sales of construction contract orders 182,000 Million yen (Note) Presence of revision from estimate of performance published most recently: Yes

(Caution regarding forward-looking statements and others)

The forward-looking statements disclosed herein are based on the information available at the time of preparation of this document and the assumption considered as reasonable.

Consequently, actual results differ materially from forecasts above due to changes in business results.

(How to obtain supplementary explanatory materials for financial results)

Supplementary explanatory materials for financial results will be available on the Company's website.

st Brief report on quarterly financial statements is beyond the object of audit by CPA or an audit corporation.

<sup>\*</sup> Explanation about adequate use of achievement forecasts and other noteworthy matters

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# 1. Consolidated Financial Statements and Major Notes (1) Consolidated Balance Sheets

|   |                                       | (Millions of yer                     |
|---|---------------------------------------|--------------------------------------|
|   | Previous Consolidated Accounting Year | Current Consolidated Accounting Year |
| A4-   | (As of March 31, 2021)                | (As of March 31, 2022)               |
| Assets Current assets                               |                                       |                                      |
| Cash and deposits                                   | 31,775                                | 16,065                               |
| Notes receivable, accounts receivable from          | 31,773                                | 10,00.                               |
| completed construction contracts and other          | 53,163                                | 68,90                                |
| Electronically recorded monetary claims - operating | 10,050                                | 15,002                               |
| Costs on construction contracts in progress         | 374                                   | 46                                   |
| Other   | 1,560                                 | 4,41                                 |
| Allowance for doubtful accounts                     | (7)                                   | (6                                   |
| Total current assets                                | 96,916                                | 104,84                               |
| Non-current assets                                  |                                       |                                      |
| Property, plant and equipment                       |                                       |                                      |
| Buildings and structures                            | 7,130                                 | 8,02                                 |
| Accumulated depreciation                            | (3,690)                               | (3,739                               |
| Buildings and structures, net                       | 3,439                                 | 4,28                                 |
| Machinery, equipment and vehicles                   | 176                                   | 15                                   |
| Accumulated depreciation                            | (139)                                 | (128                                 |
| Machinery, equipment and vehicles, net              | 37                                    | 2                                    |
| Tools, furniture and fixtures                       | 864                                   | 89                                   |
| Accumulated depreciation                            | (656)                                 | (694                                 |
| Tools, furniture and fixtures, net                  | 208                                   | 19                                   |
| Land  | 1,268                                 | 1,28                                 |
| Construction in progress                            | 236                                   | 10                                   |
| Total property, plant and equipment                 | 5,190                                 | 5,89                                 |
| Intangible assets                                   | 342                                   | 40                                   |
| Investments and other assets                        |                                       |                                      |
| Investment securities                               | 17,998                                | 15,83                                |
| Retirement benefit asset                            | 10,385                                | 10,62                                |
| Other   | 1,522                                 | 1,62                                 |
| Allowance for doubtful accounts                     | (145)                                 | (138                                 |
| Total investments and other assets                  | 29,762                                | 27,94                                |
| Total non-current assets                            | 35,294                                | 34,25                                |
| Total assets  | 132,210                               | 139,09                               |

|   | D                      | (Millions of ye        |
|---|------------------------|------------------------|
|   | Previous Consolidated  | Current Consolidated   |
|   | Accounting Year        | Accounting Year        |
|   | (As of March 31, 2021) | (As of March 31, 2022) |
| Liabilities   |                        |                        |
| Current liabilities                                   |                        |                        |
| Notes payable, accounts payable for construction      | 19,778                 | 24,02                  |
| contracts   | ,                      | •                      |
| Electronically recorded obligations - operating       | 10,695                 | 12,04                  |
| Short-term borrowings                                 | 4,449                  | 3,22                   |
| Income taxes payable                                  | 1,677                  | 70                     |
| Advances received on construction contracts in        | 1,367                  | 2.05                   |
| progress  | •                      | ·                      |
| Provision for share awards                            | 30                     | 2                      |
| Provision for warranties for completed construction   | 78                     | 7                      |
| Provision for loss on construction contracts          | 1,604                  | 61                     |
| Other   | 13,202                 | 14,70                  |
| Total current liabilities                             | 52,883                 | 57,48                  |
| Non-current liabilities                               |                        |                        |
| Long-term loans payable                               | 734                    | 67                     |
| Deferred tax liabilities                              | 2,492                  | 2,41                   |
| Retirement benefit liability                          | 1,240                  | 1,25                   |
| Long-term accounts payable - other                    | 5                      |                        |
| Other   | 15                     | 2                      |
| Total non-current liabilities                         | 4,489                  | 4,37                   |
| Total liabilities                                     | 57,372                 | 61,85                  |
| Net assets  |                        |                        |
| Shareholders' equity                                  |                        |                        |
| Capital stock   | 4,479                  | 4,47                   |
| Capital surplus                                       | 4,837                  | 4,83                   |
| Retained earnings                                     | 60,103                 | 63,94                  |
| Treasury shares                                       | (3,206)                | (3,16                  |
| Total shareholders' equity                            | 66,214                 | 70,09                  |
| Accumulated other comprehensive income                |                        |                        |
| Valuation difference on available-for-sale securities | 7,446                  | 6,07                   |
| Foreign currency translation adjustment               | 28                     | 3                      |
| Remeasurements of defined benefit plans               | 942                    | 87                     |
| Total accumulated other comprehensive income          | 8,417                  | 6,98                   |
| Non-controlling interests                             | 205                    | 16                     |
| Total net assets                                      | 74,837                 | 77,24                  |
| Total liabilities and net assets                      | 132,210                | 139,09                 |

# (2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income (Consolidated Statements of Income)

|   |                       | (Millions of ye      |
|---|-----------------------|----------------------|
|   | Previous Consolidated | Current Consolidated |
|   | Accounting Year       | Accounting Year      |
|   | (From April 1, 2020   | (From April 1, 2021  |
|   | to March 31, 2021)    | to March 31, 2022)   |
| Net sales of completed construction contracts           | 157,712               | 162,92               |
| Cost of sales of completed construction contracts       | 136,190               | 142,20               |
| Gross profit on completed construction contracts        | 21,521                | 20,72                |
| Selling, general and administrative expenses            | 12,767                | 13,13                |
| Operating profit  | 8,754                 | 7,58                 |
| Non-operating income                                    |                       |                      |
| Interest income   | 6                     |                      |
| Dividend income   | 343                   | 30                   |
| Rental income from real estate                          | 34                    |                      |
| Insurance fee income                                    | 134                   | 1                    |
| Foreign exchange gains                                  | 114                   | 1                    |
| Other   | 14                    |                      |
| Total non-operating income                              | 647                   | 6                    |
| Non-operating expenses                                  |                       |                      |
| Interest expenses                                       | 119                   |                      |
| Guarantee commission                                    | 2                     |                      |
| Other   | 18                    |                      |
| Total non-operating expenses                            | 139                   | 1                    |
| Ordinary profit   | 9,262                 | 8,0                  |
| Extraordinary income                                    |                       |                      |
| Gain on sale of investment securities                   | 51                    | 3                    |
| Total extraordinary income                              | 51                    | 3                    |
| Extraordinary losses                                    |                       |                      |
| Loss on retirement of non-current assets                | 38                    | 1                    |
| Loss on sale of investment securities                   | 20                    |                      |
| Loss on valuation of investment securities              | 20                    |                      |
| Total extraordinary losses                              | 79                    | 1                    |
| Profit before income taxes                              | 9,233                 | 8,3                  |
| Income taxes - current                                  | 2,966                 | 2,0                  |
| Income taxes - deferred                                 | (52)                  | 5                    |
| Total income taxes                                      | 2,914                 | 2,5                  |
| Profit  | 6,319                 | 5,7                  |
| Profit (loss) attributable to non-controlling interests | 0                     | (3                   |
| Profit attributable to owners of parent                 | 6,318                 | 5,7                  |

#### DAI-DAN Co., Ltd. (1980), Brief Report on the Financial Statements for the Period Ending March 2022

# (Consolidated Statements of Comprehensive Income)

| (Consolidated Statements of Completionsive medice)             |                       |                      |
|--|-----------------------|----------------------|
|  |                       | (Millions of yen)    |
|  | Previous Consolidated | Current Consolidated |
|  | Accounting Year       | Accounting Year      |
|  | (From April 1, 2020   | (From April 1, 2021  |
|  | to March 31, 2021)    | to March 31, 2022)   |
| Profit   | 6,319                 | 5,739                |
| Other comprehensive income                                     |                       |                      |
| Valuation difference on available-for-sale securities          | 2,312                 | (1,367)              |
| Foreign currency translation adjustment                        | (10)                  | 0                    |
| Remeasurements of defined benefit plans                        | 1,747                 | (72)                 |
| Total other comprehensive income                               | 4,050                 | (1,439)              |
| Comprehensive income   | 10,369                | 4,299                |
| Comprehensive income attributable to                           |                       |                      |
| Comprehensive income attributable to owners of parent          | 10,374                | 4,344                |
| Comprehensive income attributable to non-controlling interests | (4)                   | (44)                 |

#### (3) Consolidated Statements of Changes in Equity

Previous Consolidated Accounting Year (From April 1, 2020 to March 31, 2021)

|  | Shareholders' equity |                 |                   |                 | (Millions of yen)          |
|--|----------------------|-----------------|-------------------|-----------------|----------------------------|
|  | Share capital        | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of period                             | 4,479                | 4,837           | 55,857            | (2,336)         | 62,837                     |
| Changes during period                                      |                      |                 |                   |                 |                            |
| Dividends of surplus                                       |                      |                 | (2,072)           |                 | (2,072)                    |
| Profit attributable to owners of parent                    |                      |                 | 6,318             |                 | 6,318                      |
| Purchase of treasury shares                                |                      |                 |                   | (915)           | (915)                      |
| Disposal of treasury shares                                |                      |                 |                   | 45              | 45                         |
| Net changes in items<br>other than<br>shareholders' equity |                      |                 |                   |                 |                            |
| Total changes during period                                |                      |                 | 4,246             | (869)           | 3,376                      |
| Balance at end of period                                   | 4,479                | 4,837           | 60,103            | (3,206)         | 66,214                     |

|  | Accumulated other comprehensive income                          |   |   |  |                              |                  |
|--|---|---|---|--|------------------------------|------------------|
|  | Valuation<br>difference on<br>available-for-<br>sale securities | Foreign currency<br>translation<br>adjustment | Remeasurements<br>of defined<br>benefit plans | Total<br>accumulated<br>other<br>comprehensive<br>income | Non-controlling<br>interests | Total net assets |
| Balance at beginning of period                             | 5,134   | 33  | (804)   | 4,362  | 209                          | 67,409           |
| Changes during period                                      |   |   |   |  |                              |                  |
| Dividends of surplus                                       |   |   |   |  |                              | (2,072)          |
| Profit attributable to owners of parent                    |   |   |   |  |                              | 6,318            |
| Purchase of treasury shares                                |   |   |   |  |                              | (915)            |
| Disposal of treasury shares                                |   |   |   |  |                              | 45               |
| Net changes in items<br>other than<br>shareholders' equity | 2,312   | (5)   | 1,747   | 4,055  | (4)                          | 4,051            |
| Total changes during period                                | 2,312   | (5)   | 1,747   | 4,055  | (4)                          | 7,427            |
| Balance at end of period                                   | 7,446   | 28  | 942   | 8,417  | 205                          | 74,837           |

# Current Consolidated Accounting Year (From April 1, 2021 to March 31, 2022)

|  | Shareholders' equity |                 |                   |                 |                            |
|--|----------------------|-----------------|-------------------|-----------------|----------------------------|
|  | Share capital        | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of period                             | 4,479                | 4,837           | 60,103            | (3,206)         | 66,214                     |
| Changes during period                                      |                      |                 |                   |                 |                            |
| Dividends of surplus                                       |                      |                 | (1,935)           |                 | (1,935)                    |
| Profit attributable to owners of parent                    |                      |                 | 5,778             |                 | 5,778                      |
| Purchase of treasury shares                                |                      |                 |                   | (1)             | (1)                        |
| Disposal of treasury shares                                |                      |                 |                   | 40              | 40                         |
| Net changes in items<br>other than<br>shareholders' equity |                      |                 |                   |                 |                            |
| Total changes during period                                |                      |                 | 3,843             | 39              | 3,882                      |
| Balance at end of period                                   | 4,479                | 4,837           | 63,946            | (3,166)         | 70,097                     |

|  | Acc   | Accumulated other comprehensive income        |   |  | Accumulated other comprehensive income |                  |  |  |
|--|---|---|---|--|--|------------------|--|--|
|  | Valuation<br>difference on<br>available-for-<br>sale securities | Foreign currency<br>translation<br>adjustment | Remeasurements<br>of defined<br>benefit plans | Total<br>accumulated<br>other<br>comprehensive<br>income | Non-controlling<br>interests           | Total net assets |  |  |
| Balance at beginning of period                             | 7,446   | 28  | 942   | 8,417  | 205                                    | 74,837           |  |  |
| Changes during period                                      |   |   |   |  |  |                  |  |  |
| Dividends of surplus                                       |   |   |   |  |  | (1,935)          |  |  |
| Profit attributable to owners of parent                    |   |   |   |  |  | 5,778            |  |  |
| Purchase of treasury shares                                |   |   |   |  |  | (1)              |  |  |
| Disposal of treasury shares                                |   |   |   |  |  | 40               |  |  |
| Net changes in items<br>other than<br>shareholders' equity | (1,367)   | 6   | (72)  | (1,433)  | (44)                                   | (1,478)          |  |  |
| Total changes during period                                | (1,367)   | 6   | (72)  | (1,433)  | (44)                                   | 2,404            |  |  |
| Balance at end of period                                   | 6,079   | 34  | 870   | 6,984  | 160                                    | 77,242           |  |  |

# (4) Consolidated Statements of Cash Flows

|  |  | (Millions of yen)  |
|--|--|--|
|  | Previous Consolidated  | Current Consolidated   |
|  | Accounting Year<br>(From April 1, 2020<br>to March 31, 2021) | Accounting Year<br>(From April 1, 2021<br>to March 31, 2022) |
| Cash flows from operating activities   |  |  |
| Profit before income taxes   | 9,233  | 8,312  |
| Depreciation   | 482  | 449  |
| Increase (decrease) in allowance for doubtful accounts                         | (25)   | (7)  |
| Increase (decrease) in retirement benefit liability                            | (43)   | 26   |
| Interest and dividend income   | (349)  | (373)  |
| Interest expenses  | 119  | 98   |
| Increase (decrease) in allowance for foreign investment loss                   | 7  | _  |
| Loss (gain) on valuation of investment securities                              | 20   | 4  |
| Loss (gain) on sale of investment securities                                   | (30)   | (364)  |
| Loss on retirement of non-current assets                                       | 38   | 142  |
| Decrease (increase) in notes and accounts receivable - trade                   | 6,675  | (20,693)   |
| Decrease (increase) in costs on construction contracts in progress             | 80   | (89)   |
| Decrease (increase) in other current assets                                    | 513  | (2,992)  |
| Decrease (increase) in other non-current assets                                | 23   | (10)   |
| Decrease (increase) in retirement benefit asset                                | (240)  | (363)  |
| Increase (decrease) in notes and accounts payable - trade                      | (915)  | 5,599  |
| Increase (decrease) in advances received on construction contracts in progress | 340  | 690  |
| Increase (decrease) in other current liabilities                               | 1,463  | 558  |
| Increase (decrease) in other non-current liabilities                           | 10   | 6  |
| Subtotal   | 17,388   | (9,007)  |
| Interest and dividends received  | 349  | 373  |
| Interest paid  | (118)  | (95)   |
| Income taxes refund (paid)   | (3,377)  | (2,989)  |
| Net cash provided by (used in) operating activities                            | 14,241   | (11,718)   |

|  |  | (Millions of yen)   |
|--|--|---|
|  | Previous Consolidated Accounting Year (From April 1, 2020 to March 31, 2021) | Current Consolidated Accounting Year (From April 1, 2021 to March 31, 2022) |
| Cash flows from investing activities                       |  |   |
| Proceeds from withdrawal of time deposits                  | 27   | 27  |
| Payments into time deposits                                | (27)   | (27)  |
| Purchase of property, plant and equipment                  | (366)  | (1,154)   |
| Payments for retirement of property, plant and equipment   | (6)  | (67)  |
| Purchase of investment securities                          | (104)  | (203)   |
| Proceeds from sale and redemption of investment securities | 217  | 774   |
| Payments of loans receivable                               | (42)   | (91)  |
| Proceeds from collection of loans receivable               | 1  | 40  |
| Payment for establishment of subsidiary                    | (195)  | (21)  |
| Purchase of shares of subsidiaries and associates          | (128)  | _   |
| Other payments   | (226)  | (194)   |
| Other proceeds   | 132  | 43  |
| Net cash provided by (used in) investing activities        | (718)  | (873)   |
| Cash flows from financing activities                       |  |   |
| Proceeds from short-term borrowings                        | 38,060   | 33,570  |
| Repayments of short-term borrowings                        | (36,960)   | (34,370)  |
| Proceeds from long-term borrowings                         | 300  | 1,100   |
| Repayments of long-term borrowings                         | (1,899)  | (1,578)   |
| Purchase of treasury shares                                | (915)  | (1)   |
| Dividends paid   | (2,072)  | (1,935)   |
| Net cash provided by (used in) financing activities        | (3,487)  | (3,214)   |
| Effect of exchange rate change on cash and cash            | 95   | 97  |
| equivalents  | 73   | 31  |
| Net increase (decrease) in cash and cash equivalents       | 10,131   | (15,710)  |
| Cash and cash equivalents at beginning of period           | 21,616   | 31,747  |
| Cash and cash equivalents at end of period                 | 31,747   | 16,037  |

#### (5) Annotation Items Concerning Quarterly Consolidated Financial Statements

(Notes to Going Concern Assumption)

None

(Notes in Case of Significant Changes in the Amount of Shareholders' Equity)

None

(Changes in Accounting Policies)

(Application of accounting standards related to revenue recognition)

The Accounting Standard for Revenue Recognition (ASBJ Statement No.29, March 31,2020) has been applied from the beginning of this consolidated fiscal year.

(Application of accounting standard for fair value measurement)

The Accounting Standard for Fair Value Measurement (ASBJ Statement No.30, July 4,2019) has been applied from the beginning of this consolidated fiscal year.

# 2. Individual Financial Statements and Major Notes

# (1) Balance Sheets

|   | D ' E' 137                                  | (Millions of yen                           |
|---|---|--|
|   | Previous Fiscal Year (As of March 31, 2021) | Current Fiscal Year (As of March 31, 2022) |
| Assets  |   |  |
| Current assets  |   |  |
| Cash and deposits   | 30,949                                      | 14,643                                     |
| Notes receivable - trade                                  | 1,006                                       | 819  |
| Electronically recorded monetary claims - operating       | 10,050                                      | 15,002                                     |
| Accounts receivable from completed construction contracts | 51,864                                      | 67,546                                     |
| Costs on uncompleted construction contracts               | 372   | 436  |
| Prepaid expenses  | 10  | 8  |
| Advances paid   | 387   | 559  |
| Other   | 1,156                                       | 3,812                                      |
| Allowance for doubtful accounts                           | (7)   | (6)  |
| Total current assets                                      | 95,790                                      | 102,822                                    |
| Non-current assets  |   |  |
| Property, plant and equipment                             |   |  |
| Buildings   | 6,943                                       | 7,81                                       |
| Accumulated depreciation                                  | (3,554)                                     | (3,596                                     |
| Buildings, net  | 3,388                                       | 4,213                                      |
| Structures  | 184   | 203  |
| Accumulated depreciation                                  | (134)                                       | (140                                       |
| Structures, net   | 50  | 62   |
| Machinery and equipment                                   | 15  | 1:   |
| Accumulated depreciation                                  | (15)  | (15  |
| Machinery and equipment, net                              | 0   |  |
| Vehicles  | 133   | 11′  |
| Accumulated depreciation                                  | (100)                                       | (92  |
| Vehicles, net   | 33  | 24   |
| Tools, furniture and fixtures                             | 837   | 864  |
| Accumulated depreciation                                  | (633)                                       | (671                                       |
| Tools, furniture and fixtures, net                        | 203   | 193  |
|   | 1,268                                       | 1,28                                       |
| Construction in progress                                  | 236   | 104  |
| Total property, plant and equipment                       | 5,181                                       | 5,883                                      |
| Intangible assets   | ,<br>                                       | ,  |
| Software  | 301   | 290  |
| Other   | 38  | 110  |
| Total intangible assets                                   | 339   | 407  |

|   |  | (Millions of yen)                             |
|---|--|---|
|   | Previous Fiscal Year<br>(As of March 31, 2021) | Current Fiscal Year<br>(As of March 31, 2022) |
| Investments and other assets                                |  |   |
| Investment securities                                       | 17,526   | 15,343  |
| Shares of subsidiaries and associates                       | 645  | 1,080   |
| Long-term loans receivable from employees                   | 2  | 2   |
| Long-term loans receivable from subsidiaries and associates | _  | 542   |
| Guarantee deposits  | 750  | 754   |
| Distressed receivables                                      | 0  | 5   |
| Prepaid pension costs                                       | 8,984  | 9,348   |
| Golf club membership  | 580  | 605   |
| Other   | 91   | 91  |
| Allowance for doubtful accounts                             | (143)  | (137)   |
| Total investments and other assets                          | 28,438   | 27,637  |
| Total non-current assets                                    | 33,960   | 33,927  |
| Total assets  | 129,750  | 136,750                                       |
| Liabilities   | 123,700  | 100,700                                       |
| Current liabilities   |  |   |
| Notes payable - trade                                       | 623  | 355   |
| Electronically recorded obligations - operating             | 10,695   | 12,047  |
| Accounts payable for construction contracts                 | 18,918   | 23,323  |
| Short-term loans payable                                    | 3,000  | 2,200   |
| Current portion of long-term borrowings                     | 1,449  | 1,029   |
| Accounts payable - other                                    | 1,038  | 1,065   |
| Accrued expenses  | 4,464  | 3,844   |
| Income taxes payable  | 1,654  | 701   |
| Accrued consumption taxes                                   | 1,177  | 37  |
| Advances received on construction contracts in progress     | 1,358  | 1,997   |
| Deposits received   | 5,578  | 8,698   |
| Deposits received from employees                            | 873  | 909   |
| Provision for share awards                                  | 30   | 26  |
| Provision for warranties for completed construction         | 77   | 69  |
| Provision for loss on construction contracts                | 1,604  | 615   |
| Other   | 6  | 87  |
| Total current liabilities                                   | 52,550   | 57,009  |
| Non-current liabilities                                     |  |   |
| Long-term loans payable                                     | 734  | 675   |
| Deferred tax liabilities                                    | 2,081  | 2,045   |
| Provision for retirement benefits                           | 1,185  | 1,212   |
| Long-term accounts payable - other                          | 5  | 5   |
| Other   | 15   | 22  |
| Total non-current liabilities                               | 4,022  | 3,961   |
| Total liabilities   | 56,572   | 60,971  |

|   |  | (Millions of yen)                          |
|---|--|--|
|   | Previous Fiscal Year<br>(As of March 31, 2021) | Current Fiscal Year (As of March 31, 2022) |
| Net assets  |  |  |
| Shareholders' equity  |  |  |
| Capital stock   | 4,479  | 4,479                                      |
| Capital surplus   |  |  |
| Legal capital surplus   | 4,716  | 4,716                                      |
| Other capital surplus   | 181  | 181  |
| Total capital surplus   | 4,897  | 4,897                                      |
| Retained earnings   |  |  |
| Legal retained earnings   | 1,119  | 1,119                                      |
| Other retained earnings   |  |  |
| Reserve for tax purpose reduction entry of non-<br>current assets | 37   | 34   |
| General reserve   | 29,720   | 29,720                                     |
| Retained earnings brought forward                                 | 28,682   | 32,614                                     |
| Total retained earnings   | 59,560   | 63,489                                     |
| Treasury shares   | (3,206)  | (3,166)                                    |
| Total shareholders' equity  | 65,731   | 69,699                                     |
| Valuation and translation adjustments                             | 22,.22   |  |
| Valuation difference on available-for-sale securities             | 7,446  | 6,079                                      |
| Total valuation and translation adjustments                       | 7,446  | 6,079                                      |
| Total net assets  | 73,178   | 75,779                                     |
| Total liabilities and net assets                                  | 129,750  | 136,750                                    |
|   |  |  |

# (2) Statements of Income

| 2) Statements of income                           |   | (Millions of yen)  |
|---|---|--|
|   | Previous Fiscal Year<br>(From April 1, 2010<br>to March 31, 2021) | Current Fiscal Year<br>(From April 1, 2021<br>to March 31, 2022) |
| Net sales of completed construction contracts     | 156,194   | 161,126  |
| Cost of sales of completed construction contracts | 134,973   | 140,498  |
| Gross profit on completed construction contracts  | 21,221  | 20,627   |
| Selling, general and administrative expenses      | 12,576  | 12,919   |
| Operating profit                                  | 8,644   | 7,708  |
| Non-operating income                              |   |  |
| Interest income                                   | 5   | 5  |
| Dividend income                                   | 343   | 360  |
| Rental income from real estate                    | 34  | 34   |
| Insurance fee income                              | 134   | 122  |
| Foreign exchange gains                            | 113   | 135  |
| Other   | 10  | 19   |
| Total non-operating income                        | 641   | 677  |
| Non-operating expenses                            |   |  |
| Interest expenses                                 | 118   | 98   |
| Guarantee commission                              | 2   | 6  |
| Other   | 18  | 65   |
| Total non-operating expenses                      | 139   | 170  |
| Ordinary profit                                   | 9,146   | 8,216  |
| Extraordinary income                              |   |  |
| Gain on sale of investment securities             | 51  | 364  |
| Total extraordinary income                        | 51  | 364  |
| Extraordinary losses                              |   |  |
| Loss on retirement of non-current assets          | 38  | 142  |
| Loss on sale of investment securities             | 20  | _  |
| Loss on valuation of investment securities        |   | 4  |
| Total extraordinary losses                        | 79  | 146  |
| Profit before income taxes                        | 9,118   | 8,433  |
| Income taxes - current                            | 2,928   | 2,003  |
| Income taxes - deferred                           | (52)  | 567  |
| Total income taxes                                | 2,875   | 2,570  |
| Profit  | 6,242   | 5,863  |

# (3) Statements of Changes in Equity

Previous Fiscal Year (From April 1, 2020 to March 31, 2021)

|  | Shareholders' equity |                             |                             |                             |                               |   |                    |  |                               |  |
|--|----------------------|-----------------------------|-----------------------------|-----------------------------|-------------------------------|---|--------------------|--|-------------------------------|--|
|  |                      | Capital surplus R           |                             |                             |                               | Ret   | tained earnings    |  |                               |  |
|  |                      |                             |                             |                             |                               | Other   | retained ea        | rnings                                     |                               |  |
|  | Share<br>capital     | Legal<br>capital<br>surplus | Other<br>capital<br>surplus | Total<br>capital<br>surplus | Legal<br>retained<br>earnings | Reserve<br>for tax<br>purpose<br>reduction<br>entry of<br>non-<br>current<br>assets | General<br>reserve | Retained<br>earnings<br>brought<br>forward | Total<br>retained<br>earnings |  |
| Balance at beginning of period                       | 4,479                | 4,716                       | 181                         | 4,897                       | 1,119                         | 41  | 29,720             | 24,509                                     | 55,390                        |  |
| Changes during period                                |                      |                             |                             |                             |                               |   |                    |  |                               |  |
| Reversal of reserve                                  |                      |                             |                             |                             |                               | (3)   |                    | 3  | _                             |  |
| Dividends of surplus                                 |                      |                             |                             |                             |                               |   |                    | (2,072)                                    | (2,072)                       |  |
| Profit   |                      |                             |                             |                             |                               |   |                    | 6,242                                      | 6,242                         |  |
| Purchase of treasury shares                          |                      |                             |                             |                             |                               |   |                    |  |                               |  |
| Disposal of treasury shares                          |                      |                             |                             |                             |                               |   |                    |  |                               |  |
| Net changes in items other than shareholders' equity |                      |                             |                             |                             |                               |   |                    |  |                               |  |
| Total changes during period                          | _                    |                             |                             | _                           |                               | (3)   | _                  | 4,173                                      | 4,170                         |  |
| Balance at end of period                             | 4,479                | 4,716                       | 181                         | 4,897                       | 1,119                         | 37  | 29,720             | 28,682                                     | 59,560                        |  |

|  | Sharehold       | ers' equity                | Valuation and trans  | slation adjustments                               |                  |
|--|-----------------|----------------------------|--|---|------------------|
|  | Treasury shares | Total shareholders' equity | Valuation<br>difference on<br>available-for-sale<br>securities | Total valuation<br>and translation<br>adjustments | Total net assets |
| Balance at beginning of period                       | (2,336)         | 62,431                     | 5,134  | 5,134   | 67,565           |
| Changes during period                                |                 |                            |  |   |                  |
| Reversal of reserve                                  |                 | _                          |  |   | _                |
| Dividends of surplus                                 |                 | (2,072)                    |  |   | (2,072)          |
| Profit   |                 | 6,242                      |  |   | 6,242            |
| Purchase of treasury shares                          | (915)           | (915)                      |  |   | (915)            |
| Disposal of treasury shares                          | 45              | 45                         |  |   | 45               |
| Net changes in items other than shareholders' equity |                 |                            | 2,312  | 2,312   | 2,312            |
| Total changes during period                          | (869)           | 3,300                      | 2,312  | 2,312   | 5,613            |
| Balance at end of period                             | (3,206)         | 65,731                     | 7,446  | 7,446   | 73,178           |

# Current Fiscal Year (From April 1, 2021 to March 31, 2022)

|  | Shareholders' equity |                                   |                             |                             |                               |   |                    |  | ons or yen)                   |
|--|----------------------|-----------------------------------|-----------------------------|-----------------------------|-------------------------------|---|--------------------|--|-------------------------------|
|  |                      | Capital surplus Retained earnings |                             |                             |                               |   | ngs                |  |                               |
|  |                      |                                   |                             |                             |                               | Other   | retained ea        | rnings                                     |                               |
|  | Share<br>capital     | Legal<br>capital<br>surplus       | Other<br>capital<br>surplus | Total<br>capital<br>surplus | Legal<br>retained<br>earnings | Reserve<br>for tax<br>purpose<br>reduction<br>entry of<br>non-<br>current<br>assets | General<br>reserve | Retained<br>earnings<br>brought<br>forward | Total<br>retained<br>earnings |
| Balance at beginning of period                       | 4,479                | 4,716                             | 181                         | 4,897                       | 1,119                         | 37  | 29,720             | 28,682                                     | 59,560                        |
| Changes during period                                |                      |                                   |                             |                             |                               |   |                    |  |                               |
| Reversal of reserve                                  |                      |                                   |                             |                             |                               | (3)   |                    | 3  | _                             |
| Dividends of surplus                                 |                      |                                   |                             |                             |                               |   |                    | (1,935)                                    | (1,935)                       |
| Profit   |                      |                                   |                             |                             |                               |   |                    | 5,863                                      | 5,863                         |
| Purchase of treasury shares                          |                      |                                   |                             |                             |                               |   |                    |  |                               |
| Disposal of treasury shares                          |                      |                                   |                             |                             |                               |   |                    |  |                               |
| Net changes in items other than shareholders' equity |                      |                                   |                             |                             |                               |   |                    |  |                               |
| Total changes during period                          |                      |                                   |                             |                             | _                             | (3)   | _                  | 3,932                                      | 3,928                         |
| Balance at end of period                             | 4,479                | 4,716                             | 181                         | 4,897                       | 1,119                         | 34  | 29,720             | 32,614                                     | 63,489                        |

|  | Sharehold       | ers' equity                | Valuation and trans  | slation adjustments                               |                  |  |
|--|-----------------|----------------------------|--|---|------------------|--|
|  | Treasury shares | Total shareholders' equity | Valuation<br>difference on<br>available-for-sale<br>securities | Total valuation<br>and translation<br>adjustments | Total net assets |  |
| Balance at beginning of period                       | (3,206)         | 65,731                     | 7,446  | 7,446   | 73,178           |  |
| Changes during period                                |                 |                            |  |   |                  |  |
| Reversal of reserve                                  |                 | _                          |  |   | _                |  |
| Dividends of surplus                                 |                 | (1,935)                    |  |   | (1,935)          |  |
| Profit   |                 | 5,863                      |  |   | 5,863            |  |
| Purchase of treasury shares                          | (1)             | (1)                        |  |   | (1)              |  |
| Disposal of treasury shares                          | 40              | 40                         |  |   | 40               |  |
| Net changes in items other than shareholders' equity |                 |                            | (1,367)  | (1,367)   | (1,367)          |  |
| Total changes during period                          | 39              | 3,968                      | (1,367)  | (1,367)   | 2,600            |  |
| Balance at end of period                             | (3,166)         | 69,699                     | 6,079  | 6,079   | 75,779           |  |

#### 2. Supplementary Information

Divisional net sales of construction contract orders received, completed construction contracts, and uncompleted construction contracts (consolidated)

|   |                  |   |                        |                         |         |                         | (      | nons or yen) |
|---|------------------|---|------------------------|-------------------------|---------|-------------------------|--------|--------------|
|   |                  |   | Previous Co<br>Account |                         |         | onsolidated<br>ing Year | Incre  | ease         |
|   |                  | (From April 1, 2020<br>to March 31, 2021) |                        | (From Apr<br>to March 3 |         | (decrease)              |        |              |
|   |                  |   | Amount                 | Component ratio %       | Amount  | Component ratio %       | Amount | Ratio %      |
|   | Electrical insta | llations                                  | 27,236                 | 15.4                    | 27,254  | 14.9                    | 17     | 0.1          |
| ction   | Air conditioning | Air<br>conditioning<br>installations      | 104,878                | 59.4                    | 117,966 | 64.2                    | 13,087 | 12.5         |
| Net sales of construction<br>contract orders received | and plumbing     | Plumbing<br>installations                 | 44,410                 | 25.2                    | 38,447  | 20.9                    | △5,963 | △13.4        |
| of cc<br>rder   | installations    | subtotal                                  | 149,289                | 84.6                    | 156,414 | 85.1                    | 7,124  | 4.8          |
| act o   | Tot              | al  | 176,526                | 100.0                   | 183,668 | 100.0                   | 7,141  | 4.0          |
| let sa<br>ontra                                       | (Industrial      | facilities)                               | 65,649                 | 37.2                    | 74,633  | 40.6                    | 8,984  | 13.7         |
| 2 3   | (Renova          | ations)                                   | 77,754                 | 44.0                    | 89,224  | 48.6                    | 11,470 | 14.8         |
|   | (Overseas o      | (Overseas operations)                     |                        | 5.5                     | 11,386  | 6.2                     | 1,647  | 16.9         |
|   | Electrical in    | Electrical installations                  |                        | 15.8                    | 25,676  | 15.8                    | 810    | 3.3          |
| sted<br>icts  | Air conditioning | Air<br>conditioning<br>installations      | 96,526                 | 61.2                    | 98,270  | 60.3                    | 1,744  | 1.8          |
| Net sales of completed construction contracts         | and plumbing     | Plumbing installations                    | 36,320                 | 23.0                    | 38,982  | 23.9                    | 2,662  | 7.3          |
| s of o  | installations    | subtotal                                  | 132,846                | 84.2                    | 137,253 | 84.2                    | 4,406  | 3.3          |
| sales   | Tot              | al  | 157,712                | 100.0                   | 162,929 | 100.0                   | 5,217  | 3.3          |
| Net   | (Industrial      | facilities)                               | 66,327                 | 42.1                    | 69,629  | 42.7                    | 3,302  | 5.0          |
|   | (Renova          | ations)                                   | 77,844                 | 49.4                    | 85,183  | 52.3                    | 7,338  | 9.4          |
|   | (Overseas o      | perations)                                | 6,423                  | 4.1                     | 10,414  | 6.4                     | 3,990  | 62.1         |
|   | Electrical in    | stallations                               | 21,884                 | 15.3                    | 23,462  | 14.3                    | 1,577  | 7.2          |
| Net sales of uncompleted construction contracts       | Air conditioning | Air<br>conditioning<br>installations      | 85,938                 | 60.1                    | 105,634 | 64.5                    | 19,696 | 22.9         |
| complete  | and plumbing     | Plumbing<br>installations                 | 35,220                 | 24.6                    | 34,685  | 21.2                    | △535   | △1.5         |
| et sales of unc<br>construction c                     | installations    | subtotal                                  | 121,158                | 84.7                    | 140,319 | 85.7                    | 19,161 | 15.8         |
| iles o<br>truct                                       | Tot              | al  | 143,043                | 100.0                   | 163,782 | 100.0                   | 20,738 | 14.5         |
| et sa<br>cons   | (Industrial      | facilities)                               | 40,256                 | 28.1                    | 45,260  | 27.6                    | 5,004  | 12.4         |
| Z   | (Renova          | ations)                                   | 32,854                 | 23.0                    | 36,896  | 22.5                    | 4,041  | 12.3         |
|   | (Overseas o      | perations)                                | 11,866                 | 8.3                     | 12,839  | 7.8                     | 972    | 8.2          |
|   |                  |   | lations is the sum     |                         |         |                         |        |              |

<sup>(</sup>Note) 1. Air conditioning and plumbing installations is the sum of Air conditioning installations and Plumbing installations.

<sup>2.</sup> As a result of reviewing the construction classification from the current consolidated accounting year, a part of small-scale construction is included in "Industrial facilities". The previous consolidated accounting year also indicates the value after applying the revision of the construction classification.

<sup>3.</sup> Industrial facilities and Renovations, Overseas operations are aggregated for each type of construction. These includes duplicated construction.

DAI-DAN Co., Ltd. (1980), Brief Report on the Third Quarter Financial Statements for the Period Ending March 2022

Divisional net sales of construction contract orders received, completed construction contracts, and uncompleted construction contracts (individual)

| (Millions of yen)                                     |                          |   |            |                         |           |                   |        |         |
|---|--------------------------|---|------------|-------------------------|-----------|-------------------|--------|---------|
|   |                          |   | Previous F | Fiscal Year             | Current F | iscal Year        | Incr   | ease    |
|   |                          | (From April 1, 2020<br>to March 31, 2021) |            | (From Apr<br>to March 3 |           | (decrease)        |        |         |
|   |                          |   | Amount     | Component ratio %       | Amount    | Component ratio % | Amount | Ratio % |
|   | Electrical insta         | llations                                  | 26,341     | 15.1                    | 27,281    | 15.0              | 940    | 3.6     |
| ion   | Air conditioning         | Air<br>conditioning<br>installations      | 104,011    | 59.6                    | 116,094   | 64.0              | 12,083 | 11.6    |
| struct  | and plumbing             | Plumbing installations                    | 44,250     | 25.3                    | 38,149    | 21.0              | △6,100 | △13.8   |
| cons  | installations            | subtotal                                  | 148,261    | 84.9                    | 154,244   | 85.0              | 5,982  | 4.0     |
| les of<br>ict or                                      | Tot                      | al  | 174,602    | 100.0                   | 181,525   | 100.0             | 6,923  | 4.0     |
| Net sales of construction<br>contract orders received | (Industrial              | facilities)                               | 64,430     | 36.9                    | 73,764    | 40.6              | 9,334  | 14.5    |
| 2 5   | (Renova                  | ations)                                   | 75,828     | 43.4                    | 87,232    | 48.1              | 11,403 | 15.0    |
|   | (Overseas o              | (Overseas operations)                     |            | 4.9                     | 11,148    | 6.1               | 2,621  | 30.7    |
|   | Electrical installations |   | 24,533     | 15.7                    | 25,197    | 15.6              | 663    | 2.7     |
| ps<br>ts  | Air conditioning         | Air<br>conditioning<br>installations      | 95,552     | 61.2                    | 97,174    | 60.3              | 1,622  | 1.7     |
| npleta  | and plumbing             | Plumbing installations                    | 36,108     | 23.1                    | 38,755    | 24.1              | 2,646  | 7.3     |
| Net sales of completed<br>construction contracts      | installations            | subtotal                                  | 131,660    | 84.3                    | 135,929   | 84.4              | 4,268  | 3.2     |
| ales c<br>tructi                                      | Tot                      | al  | 156,194    | 100.0                   | 161,126   | 100.0             | 4,932  | 3.2     |
| Net s<br>const  | (Industrial              | facilities)                               | 65,577     | 42.0                    | 68,748    | 42.7              | 3,171  | 4.8     |
|   | (Renova                  | ations)                                   | 76,324     | 48.9                    | 83,389    | 51.8              | 7,064  | 9.3     |
|   | (Overseas o              | perations)                                | 5,680      | 3.6                     | 9,710     | 6.0               | 4,029  | 70.9    |
|   | Electrical in            | stallations                               | 21,227     | 14.9                    | 23,311    | 14.3              | 2,084  | 9.8     |
| ted<br>ts   | Air conditioning         | Air<br>conditioning<br>installations      | 85,812     | 60.3                    | 104,732   | 64.4              | 18,920 | 22.0    |
| mple  | and plumbing             | Plumbing installations                    | 35,220     | 24.8                    | 34,614    | 21.3              | △606   | △1.7    |
| et sales of uncomplete<br>construction contracts      | installations            | subtotal                                  | 121,032    | 85.1                    | 139,346   | 85.7              | 18,314 | 15.1    |
| les of<br>tructi                                      | Tot                      | al  | 142,259    | 100.0                   | 162,658   | 100.0             | 20,398 | 14.3    |
| Net sales of uncomplete construction contracts        | (Industrial              | facilities)                               | 39,559     | 27.8                    | 44,575    | 27.4              | 5,015  | 12.7    |
| 2   | (Renova                  | ations)                                   | 32,068     | 22.5                    | 35,911    | 22.1              | 3,842  | 12.0    |
|   | (Overseas operations)    |   | 11,170     | 7.9                     | 12,608    | 7.8               | 1,438  | 12.9    |

<sup>(</sup>Note) 1. Air conditioning and plumbing installations is the sum of Air conditioning installations and Plumbing installations.

As a result of reviewing the construction classification from the current fiscal year, a part of small-scale construction is included in "Industrial facilities". The previous fiscal year also indicates the value after applying the revision of the construction classification.
 Industrial facilities and Renovations, Overseas operations are aggregated for each type of construction. These includes duplicated

construction.