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## Consolidated Financial Results for the Nine Months Ended December 31, 2023

February 8,2024

## Company name: HAZAMA ANDO CORPORATION

Stock exchange listing: Tokyo Stock Exchange
Code number: 1719
URL: https://www.ad-hzm.co.jp/
Representative: Kazuhiko Kuniya, Representative Director and President
Contact: Eisuke Yamada, Corporate Communication Department General Manager
Phone: +81-3-3575-6094
Scheduled date of filing quarterly securities report: February 8,2024
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 Nine Months Ended December 31, 2023 (April 1, 2023 to December 31, 2023)

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

|  | Net sales |  | Operating profit |  | Ordinary profit |  | Profit attributable to <br> owners of parent |  |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Nine months ended | Million yen | $\%$ | Million yen | $\%$ | Million yen | $\%$ | Million yen | $\%$ |
| December 31, 2023 | 279,926 | 8.1 | 9,914 | $(26.8)$ | 9,763 | $(28.2)$ | 6,509 | $(41.4)$ |
| December 31, 2022 | 259,038 | 5.7 | 13,537 | $(28.7)$ | 13,595 | $(27.2)$ | 11,112 | $(15.0)$ |

(Note)Comprehensive income: Nine months ended December 31, 2023: $¥ 8$, 771 million [(32.5)\%]
Nine months ended December 31, 2022: $¥ 12,993$ million [5.3\%]

|  | Basic earnings <br> per share |  | Diluted earnings <br> per share |  |
| :--- | ---: | ---: | :---: | :---: |
| Nine months ended | Yen | Yen |  |  |
| December 31, 2023 | 41.58 | - |  |  |
| December 31, 2022 | 68.14 | - |  |  |

(2) Consolidated Financial Position

|  | Total assets | Net assets | Equity ratio |
| :--- | ---: | ---: | ---: |
|  | Million yen | Million yen | $\%$ |
| As of December 31, 2023 | 322,352 | 142,262 | 43.8 |
| As of March 31, 2023 | 318,014 | 141,324 | 44.2 |

(Reference) Equity: As of December 31, 2023: ¥141,347 million
As of March 31, 2023: $¥ 140,485$ 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, 2023 | Yen | Yen | Yen | Yen | Yen |  |  |  |  |  |
| Fiscal year ending March 31, 2024 | - | 20.00 | - | 20.00 | 40.00 |  |  |  |  |  |
| Fiscal year ending March 31, 2024 <br> (Forecast) | - | 30.00 | - |  |  |  |  |  |  |  |

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

## 3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2024 (April 1, 2023 to March

 31, 2024)(\% indicates changes from the previous corresponding period.)

|  | Net sales | Operating profit |  | Ordinary profit | Profit attributable <br> to owners of parent |  | Basic earnings <br> per share |  |  |
| :--- | :---: | ---: | :---: | ---: | :---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  | Million yen | $\%$ | Million yen |
| Full year | 400,000 | 7.5 | 20,500 | 3.3 | 19,700 | 0.5 | 13,600 | $(10.5)$ | 86.86 |

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

## * Notes:

(1) Changes in significant subsidiaries during the nine months ended December 31, 2023(changes in specified subsidiaries resulting in changes in scope of consolidation): No
(2) Accounting policies adopted specially for the preparation of quarterly consolidated financial statements: Yes
(3) Changes in accounting policies, changes in accounting estimates and retrospective restatement

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

December 31, 2023: 181,021,197 shares
March 31, 2023: 181,021,197 shares
2) Total number of treasury shares at the end of the period:

December 31, 2023: 24,399,358 shares
March 31, 2023: 24,550,993 shares
3) Average number of shares during the period:

Nine months ended December 31, 2023: 156,552,461 shares
Nine months ended December 31, 2022: 163,084,302 shares
The Company's shares held by the management board incentive plan trust (1,351,411shares) and the employee stock ownership plan trust $(2,142,809$ shares) are included in the total number of treasury shares at the end of the period and the average number of shares during the period is calculated and stated taking into account shares held by the trust.

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


## 1. Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Balance Sheets
(Million yen)
As of March 31, 2023
As of December 31, 2023

| Assets |  |  |
| :---: | :---: | :---: |
| Current assets |  |  |
| Cash and deposits | 75,597 | 37,582 |
| Notes receivable, accounts receivable from completed construction contracts and other | 145,094 | 180,811 |
| Costs on construction contracts in progress | 3,667 | 3,878 |
| Other inventories | 7,079 | 5,779 |
| Other | 14,101 | 15,946 |
| Allowance for doubtful accounts | (160) | (197) |
| Total current assets | 245,379 | 243,800 |
| Non-current assets |  |  |
| Property, plant and equipment |  |  |
| Land | 15,486 | 15,501 |
| Other, net | 15,868 | 19,515 |
| Total property, plant and equipment | 31,355 | 35,016 |
| Intangible assets | 1,610 | 1,611 |
| Investments and other assets |  |  |
| Investment securities | 25,020 | 26,266 |
| Deferred tax assets | 6,455 | 6,191 |
| Other | 8,663 | 9,958 |
| Allowance for doubtful accounts | (470) | (491) |
| Total investments and other assets | 39,668 | 41,924 |
| Total non-current assets | 72,634 | 78,551 |
| Total assets | 318,014 | 322,352 |

As of March 31, 2023
As of December 31, 2023

| Liabilities |  |  |
| :---: | :---: | :---: |
| Current liabilities |  |  |
| Accounts payable for construction contracts and other | 54,474 | 44,409 |
| Short-term borrowings | 16,489 | 53,691 |
| Current portion of bonds | 127 | 71 |
| Advances received on construction contracts in progress | 33,268 | 26,149 |
| Provision for warranties for completed construction | 2,784 | 3,397 |
| Provision for bonuses | 2,883 | 811 |
| Provision for loss on construction contracts | 653 | 499 |
| Other | 53,536 | 36,712 |
| Total current liabilities | 164,217 | 165,742 |
| Non-current liabilities |  |  |
| Bonds payable | 35 | - |
| Long-term borrowings | 7,463 | 8,969 |
| Deferred tax liabilities | 31 | 30 |
| Retirement benefit liability | 3,198 | 3,123 |
| Provision for environmental measures | 138 | - |
| Provision for management board incentive plan trust | 207 | 280 |
| Provision for employee stock ownership plan trust | 303 | 720 |
| Other | 1,092 | 1,223 |
| Total non-current liabilities | 12,472 | 14,347 |
| Total liabilities | 176,689 | 180,090 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Share capital | 17,006 | 17,006 |
| Capital surplus | 17,058 | 17,678 |
| Retained earnings | 122,656 | 121,205 |
| Treasury shares | $(21,106)$ | $(21,598)$ |
| Total shareholders' equity | 135,614 | 134,291 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 3,845 | 4,907 |
| Deferred gains or losses on hedges | 178 | 1,275 |
| Foreign currency translation adjustment | 203 | 294 |
| Remeasurements of defined benefit plans | 644 | 579 |
| Total accumulated other comprehensive income | 4,871 | 7,055 |
| Non-controlling interests | 839 | 914 |
| Total net assets | 141,324 | 142,262 |
| Total liabilities and net assets | 318,014 | 322,352 |

(2) Quarterly Consolidated Statements of Income and Comprehensive Income
(Quarterly Consolidated Statements of Income)
(Nine Months Ended December 31)
(Million yen)

|  | For the nine months ended December 31, 2022 | For the nine months ended December 31, 2023 |
| :---: | :---: | :---: |
| Net sales |  |  |
| Net sales of completed construction contracts | 242,610 | 259,382 |
| Sales in other businesses | 16,427 | 20,544 |
| Total net sales | 259,038 | 279,926 |
| Cost of sales |  |  |
| Cost of sales of completed construction contracts | 214,247 | 232,611 |
| Cost of sales in other businesses | 14,999 | 19,197 |
| Total cost of sales | 229,246 | 251,808 |
| Gross profit |  |  |
| Gross profit on completed construction contracts | 28,363 | 26,771 |
| Gross profit - other business | 1,428 | 1,346 |
| Total gross profit | 29,791 | 28,117 |
| Selling, general and administrative expenses | 16,254 | 18,203 |
| Operating profit | 13,537 | 9,914 |
| Non-operating income |  |  |
| Dividend income | 195 | 273 |
| Foreign exchange gains | 230 | 158 |
| Other | 221 | 199 |
| Total non-operating income | 647 | 632 |
| Non-operating expenses |  |  |
| Interest expenses | 244 | 286 |
| Share of loss of entities accounted for using equity method | 37 | 49 |
| Commission expenses | 175 | 272 |
| Other | 132 | 174 |
| Total non-operating expenses | 589 | 782 |
| Ordinary profit | 13,595 | 9,763 |
| Extraordinary income |  |  |
| Compensation for damage received | 2,700 | - |
| Gain on reversal of provision for loss on damage due to fire | 305 | - |
| Gain on sales of non-current assets | 16 | - |
| Subsidy income | 94 | - |
| Gain on sales of investment securities | 179 | 141 |
| Insurance claim income | - | 33 |
| Gain on reversal of provision for environmental measures | - | 54 |
| Total extraordinary income | 3,296 | 229 |
| Extraordinary losses |  |  |
| Loss on tax purpose reduction entry of non-current assets | 90 | - |
| Loss on retirement of non-current assets | 64 | 112 |
| Loss on valuation of investment securities | - | 38 |
| Head office relocation expenses | 338 | - |
| Loss on litigation | 2 | 125 |
| Total extraordinary losses | 496 | 276 |
| Profit before income taxes | 16,395 | 9,716 |
| Income taxes | 5,286 | 3,188 |
| Profit | 11,109 | 6,527 |
| Profit (loss) attributable to non-controlling interests | (3) | 18 |
| Profit attributable to owners of parent | 11,112 | 6,509 |

(Quarterly Consolidated Statements of Comprehensive Income)
(Nine Months Ended December 31)

|  | (Million yen) |  |
| :---: | :---: | :---: |
|  | For the nine months ended December 31, 2022 | For the nine months ended December 31, 2023 |
| Profit | 11,109 | 6,527 |
| Other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 1,017 | 1,061 |
| Foreign currency translation adjustment | 269 | 150 |
| Remeasurements of defined benefit plans | (21) | (64) |
| Share of other comprehensive income of entities accounted for using equity method | 618 | 1,096 |
| Total other comprehensive income | 1,884 | 2,243 |
| Comprehensive income | 12,993 | 8,771 |
| Comprehensive income attributable to |  |  |
| Comprehensive income attributable to owners of parent | 12,890 | 8,693 |
| Comprehensive income attributable to non-controlling interests | 103 | 78 |

## (Notes to Quarterly Consolidated Balance Sheets)

## (Contingent liabilities)

Some defects have occurred in a part of the construction work currently underway, and investigation and examination are being conducted regarding the cause and scope of the incident. Repair and reinforcement plans are being discussed and examined with the parties involved in the construction work, including the contractee, on the basis of the results of some investigation and examination. However, as of the end of the third quarter of the consolidated fiscal year, it is not possible to reasonably estimate the impact of the incident on the quarterly consolidated financial statements.
The construction outline is as follows:
Name of construction work: Installation of a seawall (seawater pump room area section) and other construction works at Tokai No. 2 Power Plant

Contractee: The Japan Atomic Power Company
Constructor: Joint venture by HAZAMA ANDO CORPORATION, PENTA-OCEAN CONSTRUCTION CO., LTD., and WAKACHIKU CONSTRUCTION CO., LTD.

Construction site: Tokai-mura, Naka-gun, Ibaraki Prefecture

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

(1) Quarterly Non-Consolidated Balance Sheets
(Million yen)
As of March 31, 2023
As of December 31, 2023

| Assets |  |  |
| :---: | :---: | :---: |
| Current assets |  |  |
| Cash and deposits | 64,940 | 26,849 |
| Notes receivable, accounts receivable from completed construction contracts and other | 144,126 | 178,854 |
| Costs on construction contracts in progress | 3,488 | 3,631 |
| Other inventories | 1,494 | 1,846 |
| Other | 13,402 | 15,437 |
| Allowance for doubtful accounts | (159) | (197) |
| Total current assets | 227,292 | 226,421 |
| Non-current assets |  |  |
| Property, plant and equipment |  |  |
| Land | 12,704 | 12,718 |
| Other, net | 12,792 | 16,016 |
| Total property, plant and equipment | 25,496 | 28,734 |
| Intangible assets | 1,341 | 1,341 |
| Investments and other assets |  |  |
| Investment securities | 27,426 | 28,657 |
| Deferred tax assets | 6,027 | 5,689 |
| Other | 9,924 | 10,720 |
| Allowance for doubtful accounts | (472) | (493) |
| Total investments and other assets | 42,905 | 44,573 |
| Total non-current assets | 69,742 | 74,649 |
| Total assets | 297,035 | 301,071 |

As of March 31, 2023
As of December 31, 2023

| Liabilities |  |  |
| :---: | :---: | :---: |
| Current liabilities |  |  |
| Accounts payable for construction contracts and other | 55,651 | 45,848 |
| Short-term borrowings | 16,403 | 53,606 |
| Current portion of bonds | 127 | 71 |
| Advances received on construction contracts in progress | 32,113 | 24,629 |
| Provision for warranties for completed construction | 2,781 | 3,392 |
| Provision for bonuses | 2,752 | 760 |
| Provision for loss on construction contracts | 622 | 473 |
| Other | 46,010 | 30,488 |
| Total current liabilities | 156,462 | 159,269 |
| Non-current liabilities |  |  |
| Bonds payable | 35 | - |
| Long-term borrowings | 7,163 | 8,733 |
| Provision for retirement benefits | 2,874 | 2,690 |
| Provision for environmental measures | 138 | - |
| Provision for management board incentive plan trust | 207 | 280 |
| Provision for employee stock ownership plan trust | 303 | 720 |
| Other | 1,069 | 1,188 |
| Total non-current liabilities | 11,792 | 13,612 |
| Total liabilities | 168,255 | 172,882 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Share capital | 17,006 | 17,006 |
| Capital surplus | 17,123 | 17,743 |
| Retained earnings | 111,937 | 110,166 |
| Treasury shares | $(21,106)$ | $(21,598)$ |
| Total shareholders' equity | 124,960 | 123,317 |
| Valuation and translation adjustments |  |  |
| Valuation difference on available-for-sale securities | 3,818 | 4,871 |
| Total valuation and translation adjustments | 3,818 | 4,871 |
| Total net assets | 128,779 | 128,189 |
| Total liabilities and net assets | 297,035 | 301,071 |

## (2) Quarterly Non-Consolidated Statements of Income

(Nine Months Ended December 31)
(Million yen)

|  | For the nine months ended December 31, 2022 | For the nine months ended December 31, 2023 |
| :---: | :---: | :---: |
| Net sales |  |  |
| Net sales of completed construction contracts | 238,252 | 254,574 |
| Sales in other businesses | 3,458 | 3,231 |
| Total net sales | 241,711 | 257,806 |
| Cost of sales |  |  |
| Cost of sales of completed construction contracts | 210,549 | 228,795 |
| Cost of sales in other businesses | 3,083 | 3,055 |
| Total cost of sales | 213,632 | 231,850 |
| Gross profit |  |  |
| Gross profit on completed construction contracts | 27,703 | 25,779 |
| Gross profit - other business | 375 | 176 |
| Total gross profit | 28,078 | 25,956 |
| Selling, general and administrative expenses | 15,003 | 16,936 |
| Operating profit | 13,074 | 9,019 |
| Non-operating income | 968 | 778 |
| Non-operating expenses | 526 | 708 |
| Ordinary profit | 13,517 | 9,088 |
| Extraordinary income | 3,199 | 196 |
| Extraordinary losses | 398 | 253 |
| Profit before income taxes | 16,317 | 9,031 |
| Income taxes | 5,113 | 2,842 |
| Profit | 11,204 | 6,188 |

## 3. Supplementary Information

(1) Results for the nine months ended December 31, 2023 and forecasts for full year

1. Non-consolidated

|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Items |  | Results for the nine months ended December 31, 2022 | Results for the nine months ended December 31, 2023 | Results for the fiscal year ended March 31, 2023 | Full year forecasts (announced in May 2023) |
| Orders received | Civil engineering | 60,933 | 65,216 | 103,274 | 125,000 |
|  | Building construction | 209,971 | 151,140 | 244,946 | 250,000 |
|  | Total orders received | 270,904 | 216,357 | 348,220 | 375,000 |
| Net sales of completed construction contracts | Civil engineering | 97,393 | 101,996 | 133,430 | 133,000 |
|  | Building construction | 140,859 | 152,578 | 206,203 | 230,000 |
|  | Total net sales of completed construction contracts | 238,252 | 254,574 | 339,634 | 363,000 |
| Gross profit on completed construction contracts | Civil engineering | $\begin{array}{r} 16,584 \\ {[17.0 \%]} \end{array}$ | $\begin{array}{r} 14,322 \\ {[14.0 \%]} \end{array}$ | $\begin{array}{r} 21,246 \\ {[15.9 \%]} \end{array}$ | $\begin{array}{r} 21,500 \\ {[16.2 \%]} \end{array}$ |
|  | Building construction | $\begin{gathered} 11,118 \\ {[7.9 \%]} \end{gathered}$ | $\begin{aligned} & 11,456 \\ & {[7.5 \%]} \end{aligned}$ | $\begin{gathered} 17,227 \\ {[8.4 \%]} \end{gathered}$ | $\begin{gathered} 18,600 \\ {[8.1 \%]} \end{gathered}$ |
|  | Total gross profit on completed construction contracts | $\begin{array}{r} 27,703 \\ {[11.6 \%]} \end{array}$ | $\begin{array}{r} 25,779 \\ {[10.1 \%]} \end{array}$ | $\begin{array}{r} 38,474 \\ {[11.3 \%]} \end{array}$ | $\begin{array}{r} 40,100 \\ {[11.0 \%]} \end{array}$ |


| Gross sales | $\mathbf{2 4 1 , 7 1 1}$ | $\mathbf{2 5 7 , 8 0 6}$ |
| :---: | ---: | ---: |
| Gross profit | 28,078 | 25,956 |
|  | $[11.6 \%]$ | $[10.1 \%]$ |
| Selling, general and |  |  |
| administrative expenses | 15,003 | 16,936 |
| Operating profit | $\mathbf{1 3 , 0 7 4}$ | $\mathbf{9 , 0 1 9}$ |
|  | $[5.4 \%]$ | $[3.5 \%]$ |
| Interest income/expenses] | 442 | 69 |
| Ordinary profit | $[336]$ | $[220]$ |
|  | $\mathbf{1 3 , 5 1 7}$ | $\mathbf{9 , 0 8 8}$ |
| Profit before income taxes | $[5.6 \%]$ | $[3.5 \%]$ |
|  | 2,800 | $(57)$ |
| Profit | 16,317 | 9,031 |
|  | $[6.8 \%]$ | $[3.5 \%]$ |


| $\mathbf{3 4 4 , 8 0 4}$ | $\mathbf{3 6 9 , 0 0 0}$ |
| ---: | ---: |
| 38,762 | 40,800 |
| $[11.2 \%]$ | $[11.1 \%]$ |
| 20,497 | 21,300 |
| $\mathbf{1 8 , 2 6 4}$ | $\mathbf{1 9 , 5 0 0}$ |
| $[5.3 \%]$ | $[5.3 \%]$ |
| 168 | $(500)$ |
| $[429]$ | $[200]$ |
| $\mathbf{1 8 , 4 3 3}$ | $\mathbf{1 9 , 0 0 0}$ |
| $[5.3 \%]$ | $[5.1 \%]$ |
| 2,685 | - |
| 21,119 | 19,000 |
| $[6.1 \%]$ | $[5.1 \%]$ |
| 6,584 | 5,700 |
| $\mathbf{1 4 , 5 3 5}$ | $\mathbf{1 3 , 3 0 0}$ |
| $[4.2 \%]$ | $[3.6 \%]$ |

2. Consolidated

| Items | Results for the nine months ended December 31, 2022 | Results for the nine months ended December 31, 2023 | Results for the fiscal year ended March 31, 2023 | Full year forecasts (announced in May 2023) |
| :---: | :---: | :---: | :---: | :---: |
| Gross sales | 259,038 | 279,926 | 372,146 | 400,000 |
| Selling, general and administrative expenses | 16,254 | 18,203 | 22,170 | 23,000 |
| Operating profit | $\begin{aligned} & \mathbf{1 3 , 5 3 7} \\ & {[5.2 \%]} \end{aligned}$ | $\begin{array}{r} \mathbf{9 , 9 1 4} \\ {[3.5 \%]} \end{array}$ | $\begin{aligned} & \mathbf{1 9 , 8 5 3} \\ & {[5.3 \%]} \end{aligned}$ | $\begin{gathered} \mathbf{2 0 , 5 0 0} \\ {[5.1 \%]} \end{gathered}$ |
| Ordinary profit | $\begin{aligned} & \mathbf{1 3 , 5 9 5} \\ & {[5.2 \%]} \end{aligned}$ | $\begin{array}{r} \mathbf{9 , 7 6 3} \\ {[3.5 \%]} \\ \hline \end{array}$ | $\begin{aligned} & \mathbf{1 9 , 6 0 8} \\ & {[5.3 \%]} \end{aligned}$ | $\begin{aligned} & \mathbf{1 9 , 7 0 0} \\ & {[4.9 \%]} \end{aligned}$ |
| Profit attributable to owners of parent | $\begin{gathered} \mathbf{1 1 , 1 1 2} \\ {[4.3 \%]} \end{gathered}$ | $\begin{array}{r} \mathbf{6 , 5 0 9} \\ {[2.3 \%]} \end{array}$ | $\begin{aligned} & \mathbf{1 5 , 1 8 7} \\ & {[4.1 \%]} \end{aligned}$ | $\begin{aligned} & \mathbf{1 3 , 6 0 0} \\ & {[3.4 \%]} \end{aligned}$ |

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

| Category |  | For the nine months ended December 31, 2022 |  | For the nine months ended December 31, 2023 |  | Increase/decrease |  | Results for the fiscal year ended March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | \% | Amount | \% | Amount | \% change | Amount | \% |
| $\begin{gathered} \text { Domestic } \\ \text { civil } \\ \text { engineering } \end{gathered}$ | Government sector | 29,693 | [51.8] | 46,610 | [75.3] | 16,917 | 57.0 | 54,595 | [55.0] |
|  | Private sector | 27,587 | [48.2] | 15,286 | [24.7] | $(12,301)$ | (44.6) | 44,726 | [45.0] |
|  | Total | 57,280 | 21.1 | 61,896 | 28.6 | 4,616 | 8.1 | 99,322 | 28.5 |
| Domestic building construction | Government sector | 62,989 | [33.6] | 4,185 | [3.3] | $(58,803)$ | (93.4) | 69,842 | [31.5] |
|  | Private sector | 124,231 | [66.4] | 122,178 | [96.7] | $(2,052)$ | (1.7) | 151,677 | [68.5] |
|  | Total | 187,220 | 69.1 | 126,364 | 58.4 | $(60,856)$ | (32.5) | 221,519 | 63.6 |
| Domestic | Government sector | 92,682 | [37.9] | 50,796 | [27.0] | $(41,886)$ | (45.2) | 124,438 | [38.8] |
|  | Private sector | 151,818 | [62.1] | 137,465 | [73.0] | $(14,353)$ | (9.5) | 196,404 | [61.2] |
|  | Total | 244,501 | 90.3 | 188,261 | 87.0 | $(56,240)$ | (23.0) | 320,842 | 92.1 |
| Overseas | Civil engineering | 3,652 | [13.8] | 3,319 | [11.8] | (332) | (9.1) | 3,952 | [14.4] |
|  | Building construction | 22,750 | [86.2] | 24,776 | [88.2] | 2,025 | 8.9 | 23,426 | [85.6] |
|  | Total | 26,403 | 9.7 | 28,095 | 13.0 | 1,692 | 6.4 | 27,378 | 7.9 |
| Sum total | Civil engineering | 60,933 | [22.5] | 65,216 | [30.1] | 4,283 | 7.0 | 103,274 | [29.7] |
|  | Building construction | 209,971 | [77.5] | 151,140 | [69.9] | $(58,830)$ | (28.0) | 244,946 | [70.3] |
|  |  | 270,904 | 100.0 | 216,357 | 100.0 | $(54,547)$ | (20.1) | 348,220 | 100.0 |

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

| Category |  | For the nine months ended December 31, 2022 |  | For the nine months ended December 31, 2023 |  | Increase/decrease |  | Results for the fiscal year ended March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | \% | Amount | \% | Amount | \% change | Amount | \% |
| $\begin{gathered} \text { Domestic } \\ \text { civil } \\ \text { engineering } \end{gathered}$ | Government sector | 56,841 | [62.4] | 63,574 | [65.9] | 6,733 | 11.8 | 77,905 | [61.7] |
|  | Private sector | 34,300 | [37.6] | 32,944 | [34.1] | $(1,356)$ | (4.0) | 48,299 | [38.3] |
|  | Total | 91,141 | 38.3 | 96,518 | 37.9 | 5,377 | 5.9 | 126,204 | 37.2 |
| Domestic building construction | Government sector | 21,025 | [16.7] | 26,870 | [19.9] | 5,844 | 27.8 | 33,387 | [18.0] |
|  | Private sector | 105,100 | [83.3] | 107,857 | [80.1] | 2,757 | 2.6 | 152,339 | [82.0] |
|  | Total | 126,126 | 52.9 | 134,728 | 52.9 | 8,601 | 6.8 | 185,726 | 54.7 |
| Domestic | Government sector | 77,867 | [35.8] | 90,445 | [39.1] | 12,578 | 16.2 | 111,292 | [35.7] |
|  | Private sector | 139,400 | [64.2] | 140,801 | [60.9] | 1,400 | 1.0 | 200,638 | [64.3] |
|  | Total | 217,267 | 91.2 | 231,246 | 90.8 | 13,978 | 6.4 | 311,931 | 91.8 |
| Overseas | Civil engineering | 6,251 | [29.8] | 5,477 | [23.5] | (774) | (12.4) | 7,225 | [26.1] |
|  | Building construction | 14,732 | [70.2] | 17,850 | [76.5] | 3,117 | 21.2 | 20,476 | [73.9] |
|  | Total | 20,984 | 8.8 | 23,327 | 9.2 | 2,343 | 11.2 | 27,702 | 8.2 |
| Sum total | Civil engineering | 97,393 | [40.9] | 101,996 | [40.1] | 4,602 | 4.7 | 133,430 | [39.3] |
|  | Building construction | 140,859 | [59.1] | 152,578 | [59.9] | 11,719 | 8.3 | 206,203 | [60.7] |
|  | Total | 238,252 | 100.0 | 254,574 | 100.0 | 16,322 | 6.9 | 339,634 | 100.0 |

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

| Category |  | For the ninemonths endedDecember 31, 2022 |  | For the nine months ended December 31, 2023 |  | Increase/decrease |  | Results for the fiscal year ended March 31, 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | \% | Amount | \% | Amount | \% change | Amount | \% |
| $\begin{array}{\|c} \text { Domestic } \\ \text { civil } \\ \text { engineering } \end{array}$ | Government <br> sector <br> Private <br> sector <br> Total | $\begin{aligned} & 116,865 \\ & 158,754 \\ & 275,619 \end{aligned}$ | $\begin{gathered} {[42.4]} \\ {[57.6]} \\ 49.9 \end{gathered}$ | $\begin{aligned} & 103,740 \\ & 144,236 \\ & 247,976 \end{aligned}$ | $\begin{gathered} {[41.8]} \\ {[58.2]} \\ 50.5 \end{gathered}$ | $\begin{aligned} & (13,125) \\ & (14,517) \\ & (27,642) \end{aligned}$ | $\begin{array}{r} (11.2) \\ (9.1) \\ (10.0) \end{array}$ | $\begin{aligned} & 120,704 \\ & 161,894 \\ & 282,598 \end{aligned}$ | $\begin{gathered} {[42.7]} \\ {[57.3]} \\ 53.5 \end{gathered}$ |
| Domestic building construction | Government <br> sector <br> Private <br> sector <br> Total | $\begin{array}{r} 89,240 \\ 159,422 \\ 248,663 \end{array}$ | $\begin{gathered} {[35.9]} \\ {[64.1]} \\ 45.0 \end{gathered}$ | $\begin{array}{r} 61,047 \\ 153,951 \\ 214,998 \end{array}$ | $\begin{gathered} {[28.4]} \\ {[71.6]} \\ 43.8 \end{gathered}$ | $\begin{array}{r} (28,193) \\ (5,471) \\ (33,665) \end{array}$ | $\begin{array}{r} (31.6) \\ (3.4) \\ (13.5) \end{array}$ | $\begin{array}{r} 83,732 \\ 139,629 \\ 223,361 \end{array}$ | $\begin{gathered} {[37.5]} \\ {[62.5]} \\ 42.3 \end{gathered}$ |
| Domestic | $\begin{gathered} \text { Government } \\ \text { sector } \\ \text { Private } \\ \text { sector } \\ \text { Total } \end{gathered}$ | $\begin{aligned} & 206,106 \\ & 318,176 \\ & 524,283 \end{aligned}$ | $\begin{gathered} {[39.3]} \\ {[60.7]} \\ 95.0 \end{gathered}$ | $\begin{aligned} & 164,787 \\ & 298,187 \\ & 462,974 \end{aligned}$ | $\begin{gathered} {[35.6]} \\ {[64.4]} \\ 94.3 \end{gathered}$ | $\begin{aligned} & (41,319) \\ & (19,988) \\ & (61,308) \end{aligned}$ | $\begin{array}{r} (20.0) \\ (6.3) \\ (11.7) \end{array}$ | $\begin{aligned} & 204,436 \\ & 301,524 \\ & 505,960 \end{aligned}$ | $\begin{gathered} {[40.4]} \\ {[59.6]} \\ 95.8 \end{gathered}$ |
| Overseas | Civil <br> engineering <br> Building <br> construction <br> Total | $\begin{array}{r} 8,150 \\ 19,637 \\ 27,787 \end{array}$ | $\begin{gathered} {[29.3]} \\ {[70.7]} \\ 5.0 \end{gathered}$ | $\begin{array}{r} 5,517 \\ 22,377 \\ 27,895 \end{array}$ | $\begin{gathered} {[19.8]} \\ {[80.2]} \\ 5.7 \end{gathered}$ | $\begin{array}{r} (2,632) \\ 2,740 \\ 107 \end{array}$ | $(32.3)$ 14.0 0.4 | $\begin{array}{r} 7,539 \\ 14,569 \\ 22,109 \end{array}$ | $[34.1]$ $[65.9]$ 4.2 |
| Sum total | Civil engineering Building construction Total | $\begin{aligned} & 283,770 \\ & 268,300 \\ & 552,071 \end{aligned}$ | $\begin{aligned} & {[51.4]} \\ & {[48.6]} \\ & 100.0 \end{aligned}$ | $\begin{aligned} & 253,494 \\ & 237,376 \\ & 490,870 \end{aligned}$ | $\begin{gathered} {[51.6]} \\ {[48.4]} \\ 100.0 \end{gathered}$ | $\begin{aligned} & (30,275) \\ & (30,924) \\ & (61,200) \end{aligned}$ | (10.7) <br> (11.5) <br> (11.1) | $\begin{aligned} & 290,138 \\ & 237,931 \\ & 528,070 \end{aligned}$ | $[54.9]$ $[45.1]$ 100.0 |

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

| Category | For the nine <br> months ended <br> December 31, 2022 | For the nine <br> months ended <br> December 31, 2023 | Increase/decrease |  | Results for the fiscal year <br> ended March 31, 2023 |
| :---: | :---: | :---: | ---: | ---: | ---: |
|  | Amount | Amount | Amount | $\%$ change | Amount |
| Other businesses | 3,458 | 3,231 | $(226)$ | $(6.6)$ | 5,170 |

