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Consolidated Financial Results for the Fiscal Year Ended March 31, 2024 [Japanese GAAP]



May 14, 2024

Company name: MATSUI CONSTRUCTION CO., LTD.
 Stock exchange listing: Tokyo Stock Exchange
 Code number: 1810
 URL: <https://www.matsui-ken.co.jp/>
 Representative: Takahiro Matsui, President
 Contact: Masaharu Sasaki, General Manager of Accounting Department, Administration Division
 Phone: +81-3-3553-1151
 Scheduled date of general shareholders' meeting: June 27, 2024
 Scheduled date of commencing dividend payments: June 28, 2024
 Scheduled date of filing securities report: June 28, 2024
 Availability of supplementary explanatory materials on annual financial results: Available
 Schedule of annual financial results briefing session: Not Scheduled

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

1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2024 (April 1, 2023 - March 31, 2024)

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

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Fiscal year ended March 31, 2024	96,969	9.4	264	(88.3)	767	(71.6)	1,161	(31.8)
March 31, 2023	88,664	7.5	2,268	(6.1)	2,702	(2.8)	1,702	(5.0)

(Note) Comprehensive income: Fiscal year ended March 31, 2024: ¥4,606 million [111.4%]

Fiscal year ended March 31, 2023: ¥2,179 million [27.2%]

	Basic earnings per share	Diluted earnings per share	Return on equity	Ratio of ordinary profit to total assets	Ratio of operating profit to net sales
Fiscal year ended	Yen	Yen	%	%	%
March 31, 2024	39.85	—	2.5	1.0	0.3
March 31, 2023	57.50	—	3.9	3.9	2.6

(Reference) Equity in earnings of affiliated companies: Fiscal year ended March 31, 2024: ¥ - million

Fiscal year ended March 31, 2023: ¥ - million

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of March 31, 2024	77,564	47,619	61.4	1,642.37
As of March 31, 2023	71,022	44,172	62.2	1,499.06

(Reference) Equity: As of March 31, 2024: ¥47,619 million

As of March 31, 2023: ¥44,172 million

(3) Consolidated Cash Flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at year-end
Fiscal year ended	Million yen	Million yen	Million yen	Million yen
March 31, 2024	(16,190)	(18)	3,804	8,596
March 31, 2023	7,180	(543)	(923)	21,000

2. Dividends

	Annual dividends					Total dividends (annual)	Payout ratio (consolidated)	Ratio of dividends to net assets (consolidated)
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Million yen	%	%
Fiscal year ended March 31, 2023	–	10.50	–	14.50	25.00	738	43.5	1.7
Fiscal year ended March 31, 2024	–	13.00	–	13.00	26.00	755	65.2	1.7
Fiscal year ending March 31, 2025 (Forecast)	–	15.00	–	15.00	30.00		51.2	

3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2025 (April 1, 2024 - March 31, 2025)

(% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
Full year	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
	99,000	2.1	2,100	694.5	2,500	225.9	1,700	46.3	58.63

* Notes:

(1) Changes in significant subsidiaries during the fiscal year under review: None

Newly included: – (Company name: –)

Excluded: – (Company name: –)

(2) Changes in accounting policies, changes in accounting estimates and retrospective restatement

1) Changes in accounting policies due to the revision of accounting standards: None

2) Changes in accounting policies other than 1) above: None

3) Changes in accounting estimates: None

4) Retrospective restatement: None

(3) Total number of issued and outstanding shares (common shares)

1) Total number of issued and outstanding shares at the end of the year (including treasury shares):

March 31, 2024: 30,580,000 shares

March 31, 2023: 30,580,000 shares

2) Total number of treasury shares at the end of the year:

March 31, 2024: 1,585,439 shares

March 31, 2023: 1,113,439 shares

3) Average number of shares during the period:

Year ended March 31, 2024: 29,155,344 shares

Year ended March 31, 2023: 29,610,735 shares

(Reference) Summary of Non-consolidated Financial Results**1. Non-consolidated Financial Results for the Fiscal Year Ended March 31, 2024 (April 1, 2023 - March 31, 2024)**

(1) Non-consolidated Operating Results (% indicates changes from the previous corresponding period.)

Year ended	Net sales		Operating profit		Ordinary profit		Net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
March 31, 2024	94,853	9.8	152	(92.5)	647	(73.6)	1,085	(29.7)
March 31, 2023	86,411	6.9	2,023	(12.4)	2,455	(8.2)	1,543	(10.6)

Year ended	Basic earnings per share	Diluted earnings per share
	Yen	Yen
March 31, 2024	37.22	-
March 31, 2023	52.11	-

(2) Non-consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of March 31, 2024	74,324	44,839	60.3	1,546.48
As of March 31, 2023	68,941	42,537	61.7	1,443.59

(Reference) Equity: As of March 31, 2024: ¥44,839 million

As of March 31, 2023: ¥42,537 million

* These consolidated financial results are outside the scope of audit by certified public accountants or an audit firm.

* Explanation of the proper use of financial results forecast and other notes

The forward-looking statements in this document concerning forecasting of performance etc. are based on currently available information and assumptions considered by the Company to be reasonable. Such statements are neither promises nor guarantees of future performance. The actual performance may be significantly different from the forecast due to various factors. Concerning assumptions used as a basis for forecasting business performance and precautionary statements when using the forecast of performance, please refer to “1. Summary of Operating Results, etc. (4) Future Outlook” on page 4 of [the Attachment].

3. Consolidated Financial Statements and Principal Notes

(1) Consolidated Balance Sheets

(Million yen)

	As of March 31, 2023	As of March 31, 2024
Assets		
Current assets		
Cash and deposits	19,798	9,294
Electronically recorded monetary claims - operating	70	827
Notes receivable, accounts receivable from completed construction contracts and other	18,115	26,996
Securities	1,703	-
Costs on construction contracts in progress	540	428
Real estate for sale	0	260
Real estate for sale in process	615	-
Other inventories	225	234
Accounts receivable - other	616	3,878
Other	150	1,583
Total current assets	41,835	43,503
Non-current assets		
Property, plant and equipment		
Buildings and structures	12,407	12,923
Machinery, vehicles, tools, furniture and fixtures	1,026	1,136
Land	10,135	10,279
Leased assets	391	391
Construction in progress	315	200
Accumulated depreciation	(7,746)	(8,127)
Total property, plant and equipment	16,530	16,803
Intangible assets	153	213
Investments and other assets		
Investment securities	10,036	13,497
Distressed receivables	251	231
Retirement benefit asset	1,475	2,766
Other	1,222	1,075
Allowance for doubtful accounts	(482)	(527)
Total investments and other assets	12,502	17,043
Total non-current assets	29,186	34,061
Total assets	71,022	77,564

(Million yen)

	As of March 31, 2023	As of March 31, 2024
Liabilities		
Current liabilities		
Notes payable, accounts payable for construction contracts and other	8,750	11,573
Electronically recorded obligations - operating	3,351	-
Short-term borrowings	-	5,000
Income taxes payable	537	350
Advances received on construction contracts in progress	8,183	6,501
Provision for warranties for completed construction	279	229
Provision for loss on construction contracts	197	825
Provision for bonuses	749	725
Other	1,542	349
Total current liabilities	23,592	25,555
Non-current liabilities		
Deferred tax liabilities	545	1,887
Retirement benefit liability	1,992	1,817
Other	719	683
Total non-current liabilities	3,257	4,389
Total liabilities	26,850	29,945
Net assets		
Shareholders' equity		
Share capital	4,000	4,000
Capital surplus	333	333
Retained earnings	37,084	37,440
Treasury shares	(794)	(1,147)
Total shareholders' equity	40,623	40,626
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	3,762	6,174
Remeasurements of defined benefit plans	(213)	817
Total accumulated other comprehensive income	3,548	6,992
Total net assets	44,172	47,619
Total liabilities and net assets	71,022	77,564

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

(Million yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Net sales		
Net sales of completed construction contracts	85,086	94,626
Net sales in real estate business and other	3,578	2,342
Total net sales	88,664	96,969
Cost of sales		
Cost of sales of completed construction contracts	79,455	90,622
Cost of sales in real estate business and other	2,620	1,635
Total cost of sales	82,075	92,257
Gross profit		
Gross profit on completed construction contracts	5,631	4,004
Gross profit on real estate business and other	957	707
Total gross profit	6,588	4,712
Selling, general and administrative expenses	4,320	4,447
Operating profit	2,268	264
Non-operating income		
Interest income	9	8
Dividend income	322	398
Refund of industrial injury insurance	54	47
Other	84	91
Total non-operating income	471	546
Non-operating expenses		
Interest expenses	12	16
Commission expenses	16	17
Other	7	10
Total non-operating expenses	37	43
Ordinary profit	2,702	767
Extraordinary income		
Gain on sale of investment securities	295	951
Total extraordinary income	295	951
Extraordinary losses		
Loss on retirement of non-current assets	38	21
Loss on sale of investment securities	299	-
Loss on valuation of investment securities	94	-
Total extraordinary losses	432	21
Profit before income taxes	2,565	1,697
Income taxes - current	877	696
Income taxes - deferred	(14)	(160)
Total income taxes	862	535
Profit	1,702	1,161
Profit attributable to owners of parent	1,702	1,161

Consolidated Statements of Comprehensive Income

(Million yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Profit	1,702	1,161
Other comprehensive income		
Valuation difference on available-for-sale securities	470	2,412
Remeasurements of defined benefit plans, net of tax	5	1,031
Total other comprehensive income	476	3,444
Comprehensive income	2,179	4,606
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	2,179	4,606

(3) Consolidated Statements of Changes in Equity

Fiscal year ended March 31, 2023 (from April 1, 2022 to March 31, 2023)

(Million yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	4,000	333	36,166	(692)	39,807
Changes during period					
Dividends of surplus			(784)		(784)
Profit attributable to owners of parent			1,702		1,702
Purchase of treasury shares				(101)	(101)
Net changes in items other than shareholders' equity					
Total changes during period	-	-	917	(101)	816
Balance at end of period	4,000	333	37,084	(794)	40,623

	Accumulated other comprehensive income			Total net assets
	Valuation difference on available-for-sale securities	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	
Balance at beginning of period	3,291	(219)	3,072	42,879
Changes during period				
Dividends of surplus				(784)
Profit attributable to owners of parent				1,702
Purchase of treasury shares				(101)
Net changes in items other than shareholders' equity	470	5	476	476
Total changes during period	470	5	476	1,292
Balance at end of period	3,762	(213)	3,548	44,172

Fiscal year ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

(Million yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	4,000	333	37,084	(794)	40,623
Changes during period					
Dividends of surplus			(805)		(805)
Profit attributable to owners of parent			1,161		1,161
Purchase of treasury shares				(353)	(353)
Net changes in items other than shareholders' equity					
Total changes during period	-	-	356	(353)	3
Balance at end of period	4,000	333	37,440	(1,147)	40,626

	Accumulated other comprehensive income			Total net assets
	Valuation difference on available-for-sale securities	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	
Balance at beginning of period	3,762	(213)	3,548	44,172
Changes during period				
Dividends of surplus				(805)
Profit attributable to owners of parent				1,161
Purchase of treasury shares				(353)
Net changes in items other than shareholders' equity	2,412	1,031	3,444	3,444
Total changes during period	2,412	1,031	3,444	3,447
Balance at end of period	6,174	817	6,992	47,619

(4) Consolidated Statements of Cash Flows

(Million yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Cash flows from operating activities		
Profit before income taxes	2,565	1,697
Depreciation	502	498
Loss on retirement of non-current assets	38	21
Increase (decrease) in allowance for doubtful accounts	86	44
Interest and dividend income	(331)	(407)
Interest expenses	12	16
Decrease (increase) in trade receivables	2,645	(9,618)
Decrease (increase) in inventories	831	346
Increase (decrease) in trade payables	(2,804)	(652)
Increase (decrease) in advances received on construction contracts in progress	2,278	(1,681)
Decrease (increase) in costs on construction contracts in progress	1,331	111
Increase (decrease) in provision for bonuses	124	(24)
Increase (decrease) in net defined benefit asset and liability	7	21
Increase (decrease) in provision for warranties for completed construction	(6)	(50)
Increase (decrease) in provision for loss on construction contracts	43	628
Loss (gain) on sale of investment securities	3	(951)
Loss (gain) on valuation of investment securities	94	-
Increase (decrease) in accrued consumption taxes	844	(1,098)
Decrease (increase) in accounts receivable - other	(547)	(3,262)
Other, net	(273)	(1,337)
Subtotal	7,447	(15,700)
Interest and dividends received	282	344
Interest paid	(12)	(16)
Income taxes paid	(537)	(820)
Income taxes refund	1	1
Net cash provided by (used in) operating activities	7,180	(16,190)
Cash flows from investing activities		
Purchase of property, plant and equipment	(566)	(640)
Proceeds from sale of property, plant and equipment	3	-
Loan advances	(100)	(2)
Proceeds from collection of loans receivable	267	1
Purchase of short-term and long-term investment securities	(877)	(873)
Proceeds from sale and redemption of short-term and long-term investment securities	767	1,828
Purchase of intangible assets	(26)	(120)
Payments into time deposits	(12)	(212)
Net cash provided by (used in) investing activities	(543)	(18)
Cash flows from financing activities		
Dividends paid	(784)	(805)
Net decrease (increase) in treasury shares	(101)	(353)
Net increase (decrease) in short-term borrowings	-	5,000
Other, net	(36)	(36)
Net cash provided by (used in) financing activities	(923)	3,804
Net increase (decrease) in cash and cash equivalents	5,713	(12,403)
Cash and cash equivalents at beginning of period	15,287	21,000
Cash and cash equivalents at end of period	21,000	8,596