

# Material on the Consolidated Financial Results for the Fiscal Year Ended March 31, 2024

YAHAGI CONSTRUCTION CO., LTD. Code no.: 1870 (Listed on Prime Market of Tokyo  
Stock Exchange and Premier Market of Nagoya Stock Exchange)

May 21, 2024

<b>I</b>	<b>Company Overview</b>	<b>P. 3</b>
<b>II</b>	<b>Financial Results for the FYE March 31, 2024</b>	<b>P. 15</b>
<b>III</b>	<b>Financial Forecasts for the FYE March 31, 2025</b>	<b>P. 27</b>
<b>IV</b>	<b>Medium-Term Management Plan</b>	<b>P. 34</b>
<b>V</b>	<b>FACT SHEET</b>	<b>P. 49</b>



I

# Company Overview



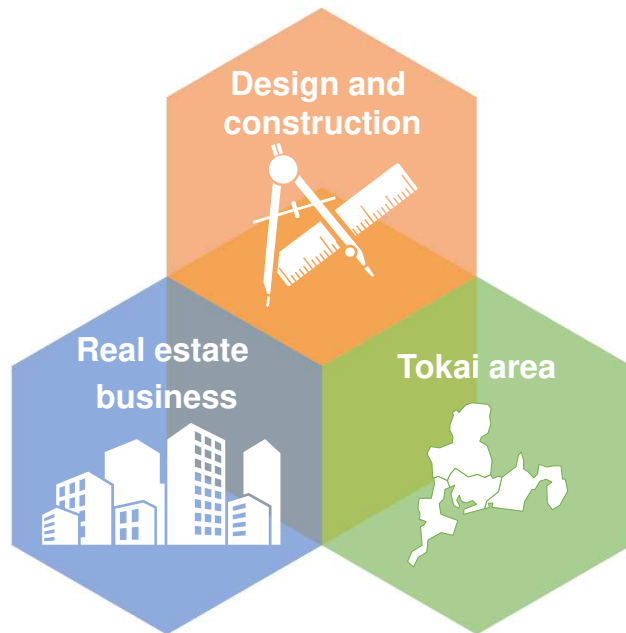
# Company Overview



<b>Company name</b>	YAHAGI CONSTRUCTION CO., LTD.												
<b>Headquarters</b>	3-19-7, Aoi, Higashi-ku, Nagoya-shi, Aichi, Japan												
<b>Representative</b>	Mitsuhiro Takayanagi, President and Representative Director												
<b>Founded</b>	May 14, 1949 *75th anniversary												
<b>Business description</b>	General construction business [architectural business, civil engineering business, real estate business]												
<b>Capital</b>	¥6,808 million												
<b>Markets listed on</b>	Prime Market of Tokyo Stock Exchange and Premier Market of Nagoya Stock Exchange												
<b>Number of employees</b>	1,324 (consolidated)												
<b>Offices</b>	Tokyo, Osaka, Tohoku (Sendai), Hiroshima, Kyushu (Fukuoka)												
<b>Group companies</b>	YAHAGI REAL ESTATE Co., Ltd. Techno Support Co., Ltd. HOKUWA CONSTRUCTION, INC.	YAHAGI BUILDING AND LIFE CO., LTD. YAHAGI ROAD CO., LTD Minamichita Mirai Partners Co., Ltd.	YAHAGI GREEN Co., Ltd. Nanshin Takamori Development Co., Ltd.										
<b>Major shareholders</b>	<table border="0"> <tr> <td>1. Nagoya Railroad Co., Ltd.</td> <td>19.1%</td> </tr> <tr> <td>2. The Master Trust Bank of Japan, Ltd. (Trust account)</td> <td>7.7%</td> </tr> <tr> <td>3. Yahagi Construction Business Partner Shareholding Association</td> <td>6.8%</td> </tr> <tr> <td>4. Resona Bank, Limited.</td> <td>4.7%</td> </tr> <tr> <td>5. MUFG Bank, Ltd</td> <td>4.7%</td> </tr> </table>			1. Nagoya Railroad Co., Ltd.	19.1%	2. The Master Trust Bank of Japan, Ltd. (Trust account)	7.7%	3. Yahagi Construction Business Partner Shareholding Association	6.8%	4. Resona Bank, Limited.	4.7%	5. MUFG Bank, Ltd	4.7%
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(As of March 31, 2024)

## Three keywords representing the characteristics of YAHAGI CONSTRUCTION



### Design and construction

With our design division being one of the largest in the Tokai area, we have established an integrated system that covers steps from design to construction to propose solutions to customer problems from the planning/design stage.

### Real estate business

In addition to the construction business, we also engage in the real estate business such as the development of land for industrial use in cooperation with administrative authorities and local communities and the sale of condominiums under our own brand.

### Tokai area

Since our establishment in 1949 in the present-day city of Toyota, we have been operating mainly in the Tokai area and have become a representative general construction company in the Tokai area.

**An engineering-oriented, mid-sized general contractor based in the Tokai area with strengths in design and construction as well as the real estate business**

# History



## Industrialization of construction

## Diversification and expansion of management

## Selection and concentration of management resources

## Re-growth and further leaps

### Foundation to 1970

- Aggressively introduced large-sized heavy machinery such as motor scrapers to work vigorously toward mechanization and industrialization.

### 1971 to 1990

- Promoted diversification of businesses, including expansion into condominiums for sale and greenery businesses.

### 1991 to 2012

- In response to the bursting of the economic bubble, worked on the selection and concentration of management resources, such as moving away from a business structure dependent on public works and focusing on aseismic reinforcement projects centered on the PITA Column method.

### 2013 and onward

- Working on business expansion in the economic zone which will be established through the opening of the maglev train line (maglev economic zone) by stepping up efforts for large-scale projects and strengthening real estate development.

1949 1950 1960 1967 1971 1972 1982 1989 1991 1993 1995 1996 2000 2001 2006 2014 2023

Received the first order from Nagoya Railroad for construction work inside the rail tracks.



The Company was established in Koromo-cho, Nishikamo-gun, Aichi (present Takyochō, Toyota-shi).

Introduced two motor scrapers.



Established YAHAGI REAL ESTATE Co., Ltd. and International Development Building Co., Ltd. (currently YAHAGI BUILDING AND LIFE CO., LTD.)

Merged with Meitetsu Construction Co., Ltd.



Expanded into the condominiums for sale business.



Pavilion Series

Listed on the Second Section of Market at the Nagoya Stock Exchange.

### 1971 to 1990

Established YAHAGI GREEN Co., Ltd.

Launched the Vent Vert Series of YAHAGI REAL ESTATE.



First VENT VERT

Developed the PAN Wall method.



1989 1991 1993 1995 1996 2000 2001 2006 2014 2023

Promoted to the First Section of Market at the Nagoya Stock Exchange.

Listed on the First Section of Market at the Tokyo Stock Exchange.

Established Techno Support Co., Ltd.

Developed PITA Column method.



Established Institute of Earthquake Engineering & Technology (currently Engineering Center).



Established Railway Technology Training Center.



Made HOKUWA CONSTRUCTION, INC. a subsidiary.

# Trends in financial results



## Foundation to 1970

- Aggressively introduced large-sized heavy machinery such as motor scrapers to work vigorously toward mechanization and industrialization.

## 1971 to 1990

- Promoted diversification of businesses, including expansion into condominiums for sale and greenery businesses.

## 1991 to 2012

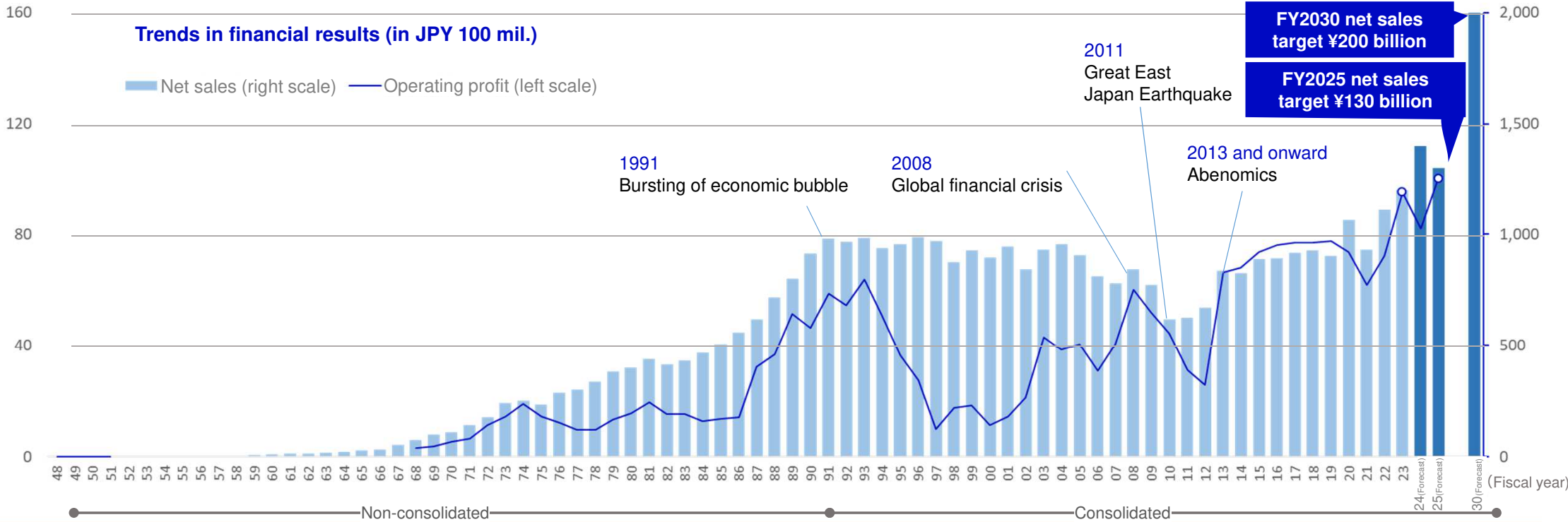
- In response to the bursting of the economic bubble, worked on the selection and concentration of management resources, such as moving away from a business structure dependent on public works and focusing on aseismic reinforcement projects centered on the PITA Column method.

## 2013 and onward

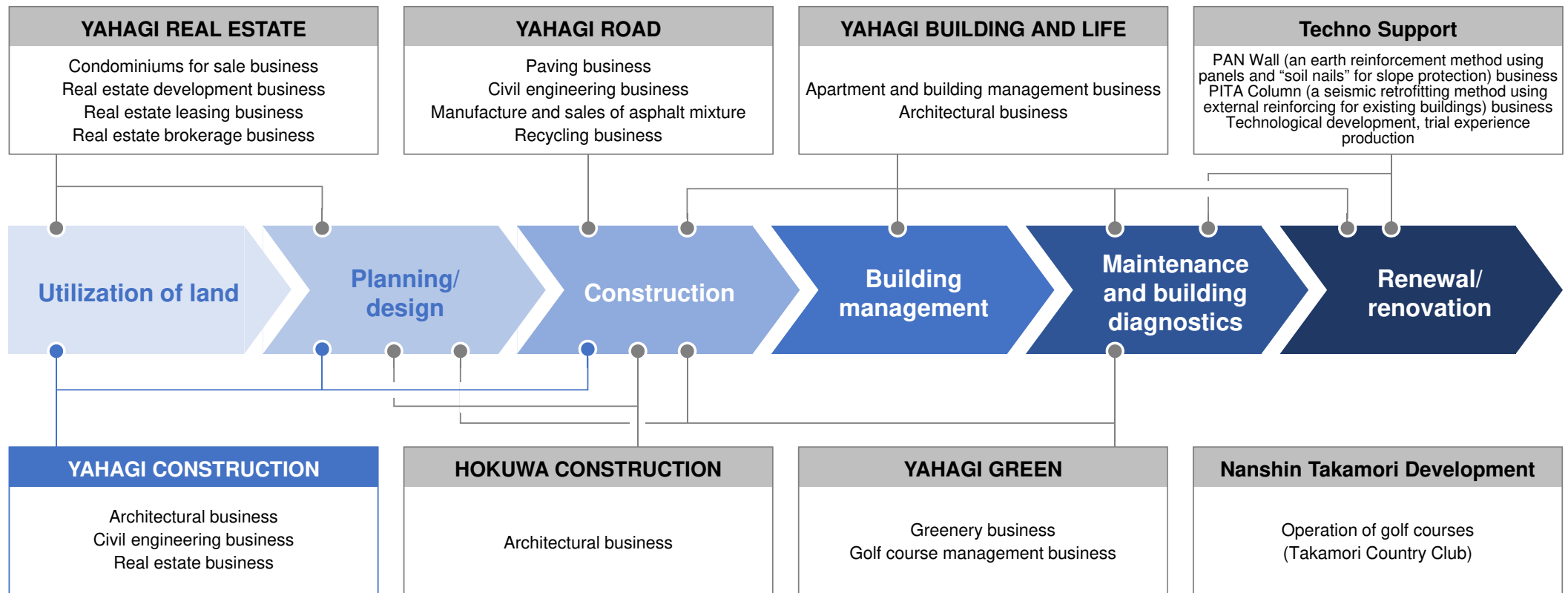
- Working on business expansion in the maglev economic zone by stepping up efforts for large-scale projects and strengthening real estate development.

Trends in financial results (in JPY 100 mil.)

Net sales (right scale) — Operating profit (left scale)



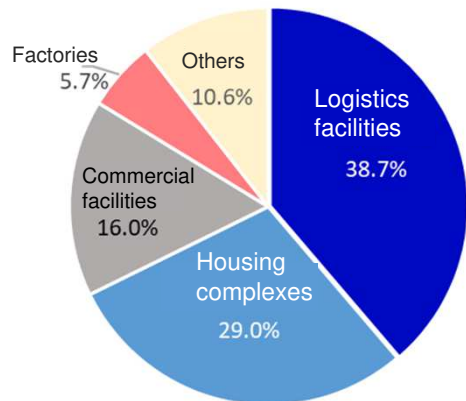
A construction engineering company that meets customer needs at every stage of the building life cycle  
 Beyond merely constructing buildings, we provide new value that only the Yahagi Construction Group can realize, by integrating the specialized know-how of the Group companies that are well-versed in each field with unique technologies dedicated to their respective fields.





# Architectural business

Composition of net sales by use  
(FYE March 2024)



## Major clients

- |                                |                      |
|--------------------------------|----------------------|
| Nomura Real Estate Development | DAIWA HOUSE INDUSTRY |
| Mitsui Fudosan                 | GLP Japan            |
| MITSUBISHI ESTATE DAIKYO       | IKEA Japan           |
| Sekisui House                  | Nagoya Railroad      |

PROUD Tower Kasugai (Kasugai City, Aichi Pref.)



**Project to redevelop the area around the station to create a new bustle**

LOGI'Q Shiraoka II (Shiraoka City, Saitama Pref.)



**Contributing to the revitalization of the local economy through participation in land improvement projects**

IKEA Nagakute (Nagakute City, Aichi Pref.)

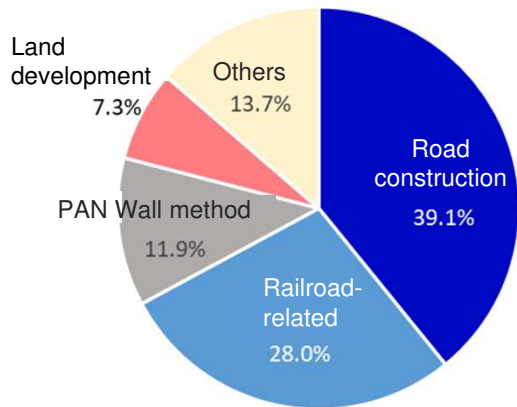


**Contributing to global furniture/interior retailer's first store opening in the Tokai region**

# Civil engineering business



Composition of net sales by use  
(FYE March 2024)



## Major clients

Ministry of Land, Infrastructure, Transport and Tourism  
Central NEXCO  
Aichi Prefecture  
Nagoya Railroad

TOYOTA HOUSING  
JGC  
Toyo Engineering

Construction of Shin-Tomei Expressway Gotemba Interchange (Shizuoka Pref.)



**Contributing to the development of robust social capital, including by helping to make the Tomei Expressway a double-network**

Yorii Town Obusuma land readjustment project (YoriiTown, Osato County, Saitama Pref.)



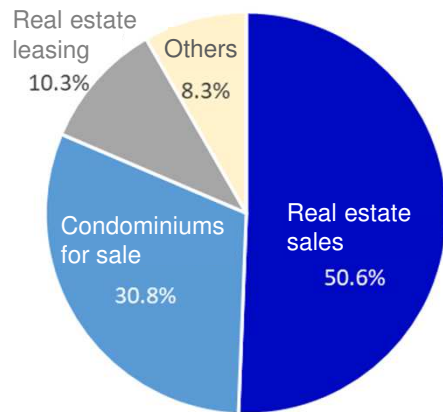
**Rezoning projects that contribute to the revitalization of the local community**

Nagoya Railroad Inuyama Line Hotei Station main line track (Konan City, Aichi Pref.)



**Contributing to safe and stable transportation via railroad**

Composition of net sales by use  
(FYE March 2024)



Obu Tokai Development Project (Obu City and Tokai City, Aichi Pref.)



Real estate development realized in collaboration with companies, administrative authorities and local communities

i Missions Park Kuwana Development Project (Kuwana City, Mie Pref.)



Real estate development that rapidly meets customer needs

VENT VERT Chiryu The Mark



Condominium business completed within our Group from product planning to sales and management

# YAHAGI CONSTRUCTION in figures



## Net Sales (FYE March 2024)

**¥119.8 billion**

\* Record high

## Operating profit (FYE March 2024)

**¥9.5 billion**

\* Record high

## Operating profit margin (FYE March 2024)

**7.9%**

## Payout ratio (FYE March 2024)

**39.9%**

**YAHAGI  
ENGINEERING**

## Expected dividend yield

**5.3%**

\* Calculated based on the annual dividend forecast of ¥80 for FYE Mar 2025 and the closing price of ¥1,501 on May 10, the day after the announcement of financial results.

## Cumulative construction area using PAN Wall method (as of the end of March 2024)

**384,000m<sup>2</sup>**

\*Equivalent to as large as 8.2 times the size of Tokyo Dome(building area)

## Design and construction ratio (FYE March 2024)

**92.9%**

Percentage of building construction orders received  
(excluding demolition and repair)

## Number of engineers (as of the end of March 2024)

**158 first-class architects**  
**384 first-class building operation  
and management engineers**  
**338 first-class civil engineering work  
operation and management engineer**

# Management



President and Representative Director  
Mitsuhiro Takayanagi



Vice President and Representative Director  
Shuji Nawa  
General Manager of Civil Engineering Business Division



Vice President and Representative Director  
Takashi Yamashita  
General Manager of Corporate Division



Director and Senior Managing Executive Officer  
Osamu Goto  
General Manager of Sales Management Division



Director and Senior Managing Executive Officer  
Kenji Shimizu  
General Manager of Architectural Business Division



Director  
Hiroki Takasaki  
President, Representative Director, Chief Executive officer of Nagoya Railroad Co., Ltd.



Outside Director  
Shinji Ishihara  
Head of Ishihara Law Office



Outside Director  
Yuka Nakagawa  
Professor of School of Law at Chukyo University



Outside Director  
Hideomi Ban  
Chairman and Representative Director of Bankaku Co., Ltd.



Full-Time Audit & Supervisory Board Member  
Junichi Kurimoto



Full-Time Audit & Supervisory Board Member  
Masafumi Igaki



Outside Audit & Supervisory Board Member  
Yoshitaka Aichi  
Representative partner and COO of Attax Tax Accountant Office



Outside Audit & Supervisory Board Member  
Yuzo Okamoto  
Representative partner of MARK Consultants Inc.

(As of March 31, 2024)

# Skills matrix



Name	Position in the Company	Committee membership	Corporate management	Sales and real estate development	Technology and IT	Personnel and labor relations	Compliance and risk management	Finance and accounting
Mitsuhiro Takayanagi	President and Representative Director	CSR/ESG Committee (Chairperson) Nomination and Remuneration Committee (Chairperson)	✓	✓	✓		✓	
Shuji Nawa	Vice President and Representative Director	CSR/ESG Committee (Vice Chairperson)	✓	✓	✓	✓		
Takashi Yamashita	Vice President and Representative Director	CSR/ESG Committee (Vice Chairperson)	✓			✓	✓	✓
Osamu Goto	Director and Senior Managing Executive Officer	CSR/ESG Committee		✓		✓	✓	✓
Kenji Shimizu	Director and Senior Managing Executive Officer	CSR/ESG Committee		✓	✓	✓	✓	
Hiroki Takasaki	Director		✓	✓			✓	
Shinji Ishihara	Outside Director (Independent officer)	Nomination and Remuneration Committee				✓	✓	✓
Yuka Nakagawa	Outside Director (Independent officer)	Nomination and Remuneration Committee				✓	✓	✓
Hideomi Ban	Outside Director (Independent officer)	Nomination and Remuneration Committee	✓	✓		✓	✓	
Junichi Kurimoto	Full-Time Audit & Supervisory Board Member					✓	✓	✓
Masafumi Igaki	Full-Time Audit & Supervisory Board Member					✓	✓	✓
Yoshitaka Aichi	Outside Audit & Supervisory Board Member (Independent officer)		✓				✓	✓
Yuzo Okamoto	Outside Audit & Supervisory Board Member (Independent officer)		✓				✓	✓

Up to four major skills, etc. possessed by each person are marked with a check mark "✓."

(As of March 31, 2024)



II

# Financial Results for the Fiscal Year Ended March 31, 2024

# Highlights of consolidated financial results for the fiscal year ended March 31, 2024



## ■ Net sales

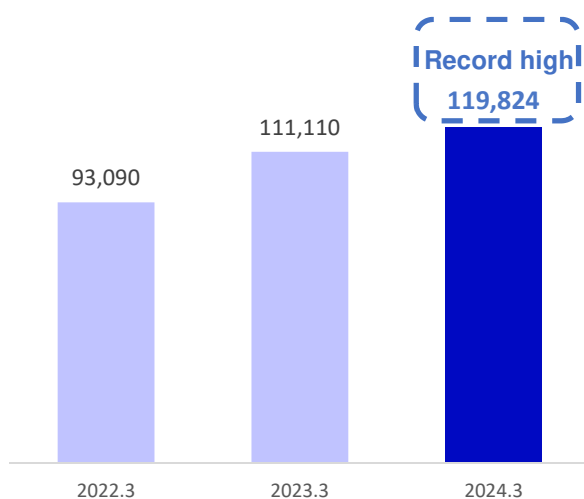
Net sales increased by ¥8.7 billion year on year and reached ¥119.8 billion, setting a new record high.

## ■ Profit

Along with a significant increase in gross profit, operating profit increased by ¥2.3 billion year on year to ¥9.5 billion, while profit attributable to owners of parent increased by ¥1.9 billion year on year to ¥6.4 billion, all of which setting new record highs.

### Net sales (JPY mil)

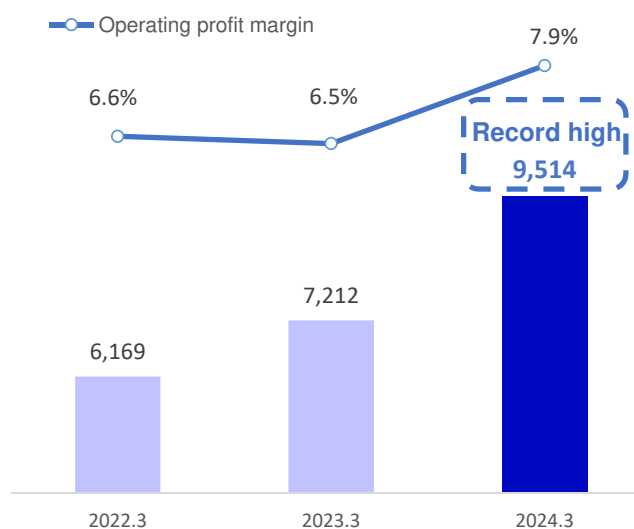
YoY ¥8.7 bn. (7.8%) ↗



[Reference] Highest record as of the previous fiscal year: ¥111,110 million in FYE March 2023

### Operating profit (JPY mil)

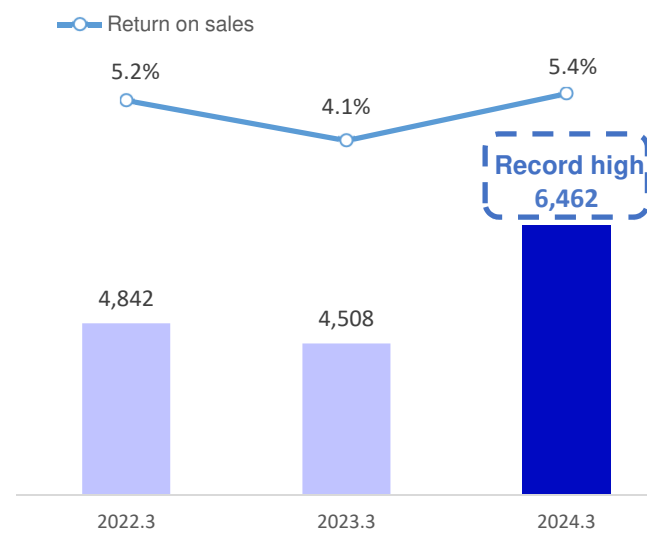
YoY ¥2.3 bn. (31.9%) ↗



[Reference] Highest record as of the previous fiscal year: ¥7,764 million in FYE March 2020

### Profit attributable to owners of parent (JPY mil)

YoY ¥1.9 bn. (43.4%) ↗



[Reference] Highest record as of the previous fiscal year: ¥5,158 million in FYE March 2020



# Consolidated financial results for the fiscal year ended March 31, 2024



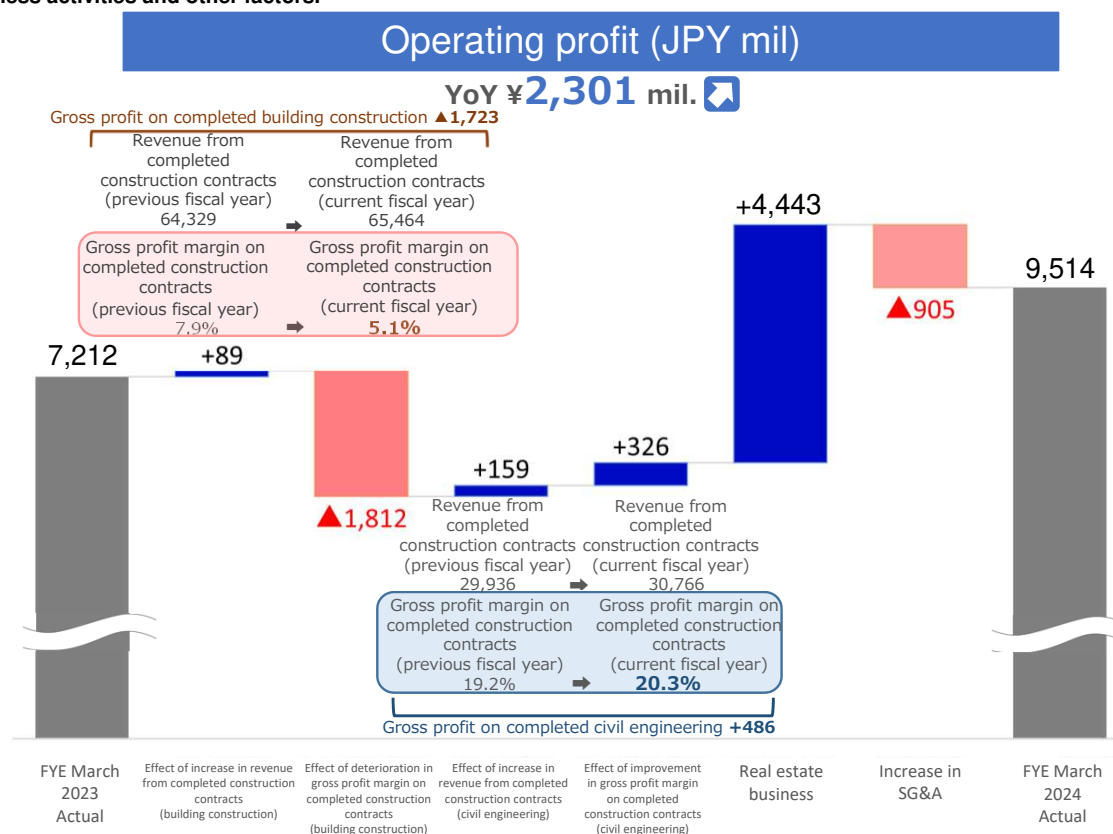
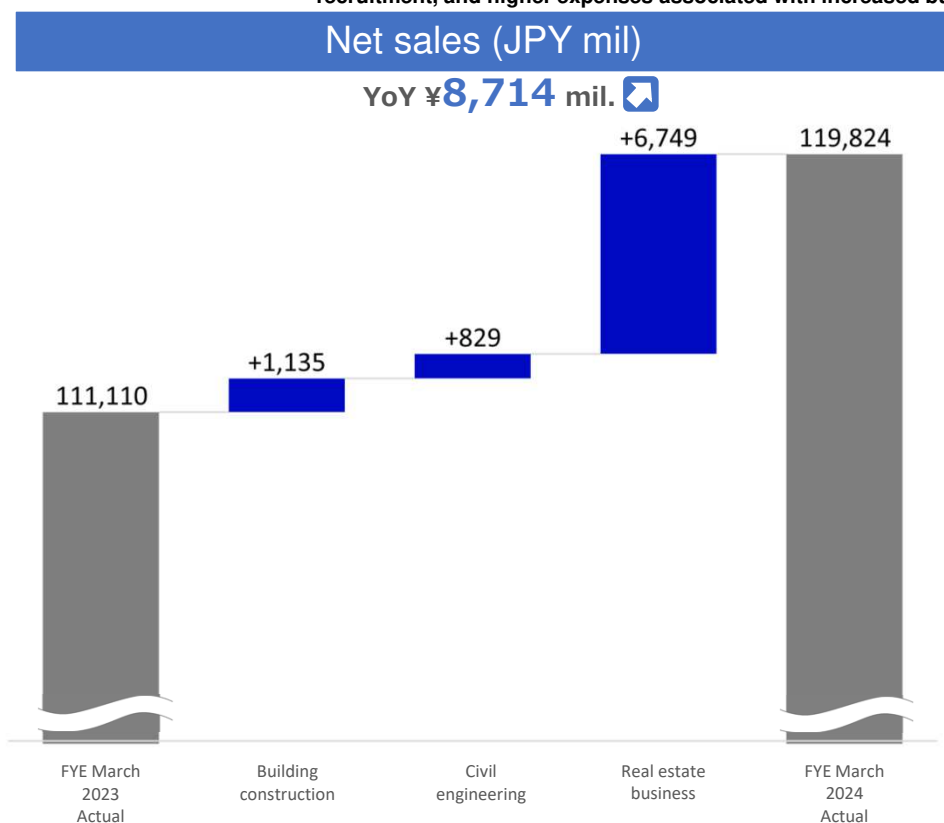
(Millions of Yen)

	FYE March 2022 Actual	FYE March 2023 Actual	FYE March 2024 Actual	Year on year Increase/ decrease	Change
<b>Net sales</b>	93,090	111,110	<b>119,824</b>	8,714	7.8%
Net sales of completed construction contracts	78,993	94,265	96,230	1,965	2.1%
Net sales in real estate business and other	14,096	16,845	23,594	6,749	40.1%
<b>Gross profit</b>	14,935	16,590	<b>19,797</b>	3,206	19.3%
<i>(Gross profit margin)</i>	(16.0%)	(14.9%)	(16.5%)		1.6pt
Gross profit on completed construction contracts	10,379	10,822	9,584	▲1,237	▲11.4%
Gross profit on real estate business and other	4,555	5,768	10,212	4,443	77.0%
<b>Selling, general, and administrative expenses</b>	8,765	9,377	<b>10,282</b>	905	9.7%
<b>Operating profit</b>	6,169	7,212	<b>9,514</b>	2,301	31.9%
<i>(Operating profit margin)</i>	(6.6%)	(6.5%)	(7.9%)		1.4pt
<b>Ordinary profit</b>	6,174	7,259	<b>9,588</b>	2,329	32.1%
<i>(Ordinary profit margin)</i>	(6.6%)	(6.5%)	(8.0%)		1.5pt
<b>Profit attributable to owners of parent</b>	4,842	4,508	<b>6,462</b>	1,954	43.4%
<i>(Return on sales)</i>	(5.2%)	(4.1%)	(5.4%)		1.3pt

# Factors for increase or decrease in net sales/operating profit (vs results for the fiscal year ended March 31, 2023)



- Net sales** . . . **Increased by ¥8.7 billion year on year, setting a new record high.**  
 Construction business: Net sales increased by ¥1.9 billion year on year mainly due to the inclusion of HOKUWA CONSTRUCTION, INC., as a consolidated subsidiary at the end of the previous fiscal year.  
 Real estate business: Net sales increased significantly by ¥6.7 billion year on year due to the sale of large-scale self-developed land for industrial use (lot No. 1 of the Obu Tokai Development Project).
- Profit** . . . **Operating profit increased by ¥2.3 billion year on year, setting a new record high.**  
 Construction business: Profit decreased by ¥1.2 billion year on year due to the large number of construction projects with low profitability compared to the previous fiscal year.  
 Real estate business: Profit increased significantly by ¥4.4 billion year on year due to the sale of self-developed land for industrial use with high profit margins.  
 SG&A : Expenses increased by ¥0.9 billion year on year due to increased investment in human resources such as raises in employee salaries and bonuses as well as stronger recruitment, and higher expenses associated with increased business activities and other factors.



# Comparison with financial forecasts



(Millions of Yen)

	FYE March 2024	FYE March 2024	vs forecasts	
	Forecast	Actual	Increase/decrease	Achievement rate
<b>Net sales</b>	122,000	<b>119,824</b>	▲2,175	98.2%
Net sales of completed construction contracts	98,700	96,230	▲2,469	97.5%
Net sales in real estate business and other	23,300	23,594	294	101.3%
<b>Gross profit</b>	19,700	<b>19,797</b>	97	100.5%
<i>(Gross profit margin)</i>	<i>(16.1%)</i>	<i>(16.5%)</i>		<i>0.4pt</i>
Gross profit on completed construction contracts	9,400	9,584	184	102.0%
Gross profit on real estate business and other	10,300	10,212	▲87	99.1%
<b>Selling, general, and administrative expenses</b>	10,200	<b>10,282</b>	82	100.8%
<b>Operating profit</b>	9,500	<b>9,514</b>	14	100.2%
<i>(Operating profit margin)</i>	<i>(7.8%)</i>	<i>(7.9%)</i>		<i>0.1pt</i>
<b>Ordinary profit</b>	9,500	<b>9,588</b>	88	100.9%
<i>(Ordinary profit margin)</i>	<i>(7.8%)</i>	<i>(8.0%)</i>		<i>0.2pt</i>
<b>Profit attributable to owners of parent</b>	6,300	<b>6,462</b>	162	102.6%
<i>(Return on sales)</i>	<i>(5.2%)</i>	<i>(5.4%)</i>		<i>0.2pt</i>

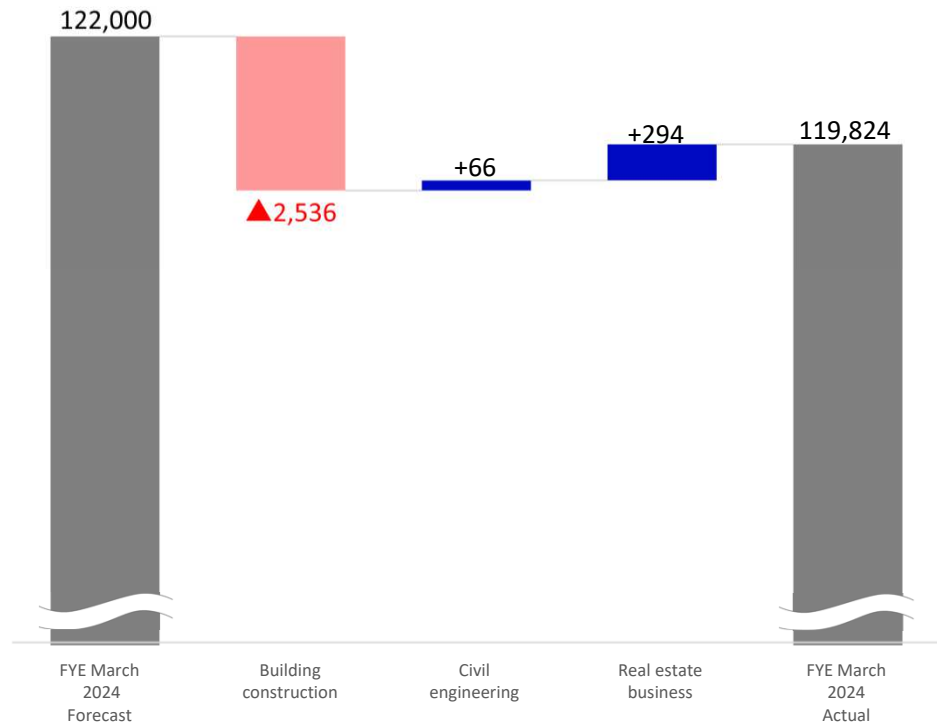
# Factors for increase or decrease in net sales/operating profit (vs financial forecasts)



- Net sales** . . . **Fell short of the forecast by approximately ¥2.1 billion.**  
 Construction business: Fell short of the forecast mainly due to delays in works of some large building construction projects as a result of process reviews.  
 Real estate business: Generally in line with the forecast due to the completion of the planned sale of large-scale self-developed land for industrial use.
- Profit** . . . **Operating profit was in line with the forecast at ¥9.5 billion.**  
 Construction business: Generally in line with the forecast due to factors such as the improved profit margin of civil engineering projects despite the decreased profit margin of building construction projects.  
 Real estate business: Generally in line with the forecast due to the completed sale of large-scale self-developed land for industrial use.  
 SG&A: Generally in line with the forecast.

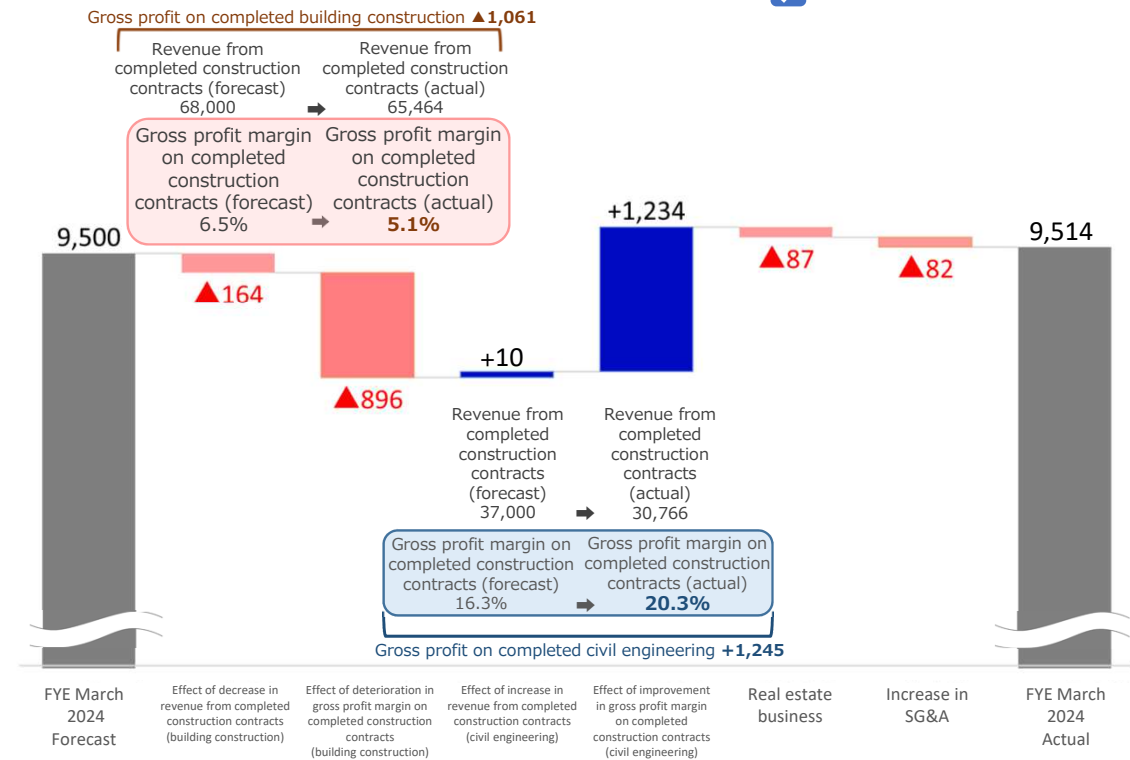
## Net sales (JPY mil)

vs forecast ¥2,175 mil. ↵



## Operating profit (JPY mil)

vs forecast ¥14 mil. ↵



# <Overall status by segment> Architectural business



## ■ Orders received

Increased significantly by ¥37.9 billion year on year due to the record-high orders for construction of large logistics facilities received.

## ■ Net sales

Increased by ¥1.1 billion year on year due to an increase in condominium construction works, mainly as a result of the inclusion of HOKUWA CONSTRUCTION, INC., as a consolidated subsidiary at the end of the previous fiscal year.

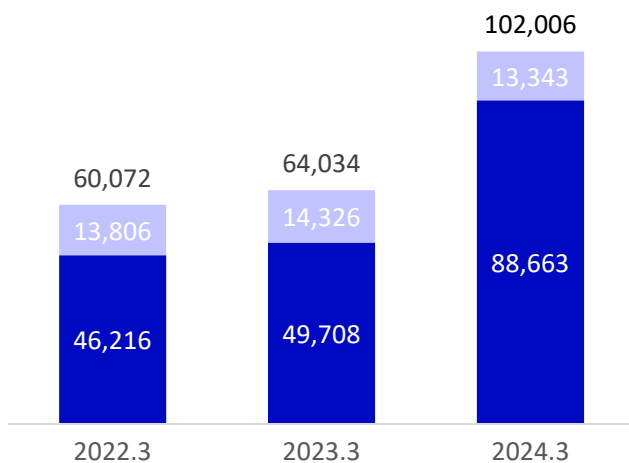
## ■ Gross profit

Decreased by ¥1.7 billion year on year due to the large number of projects with low profitability compared to the previous fiscal year.

### Orders received by use (JPY mil)

YoY **¥37.9 bn. (59.3%)** ↗

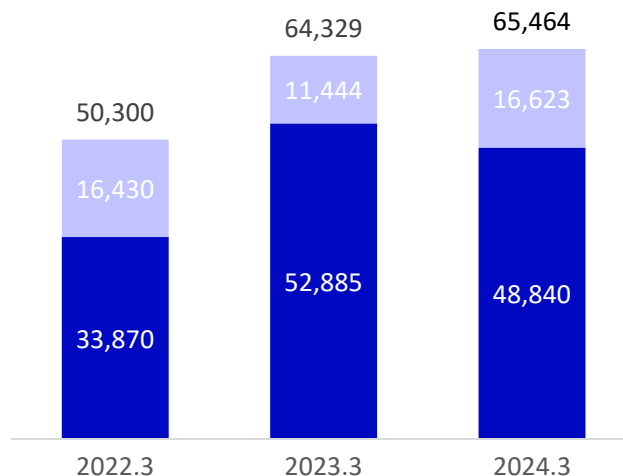
■ Condominium construction works  
■ General construction works



### Net sales by use (JPY mil)

YoY **¥1.1 bn. (1.8%)** ↗

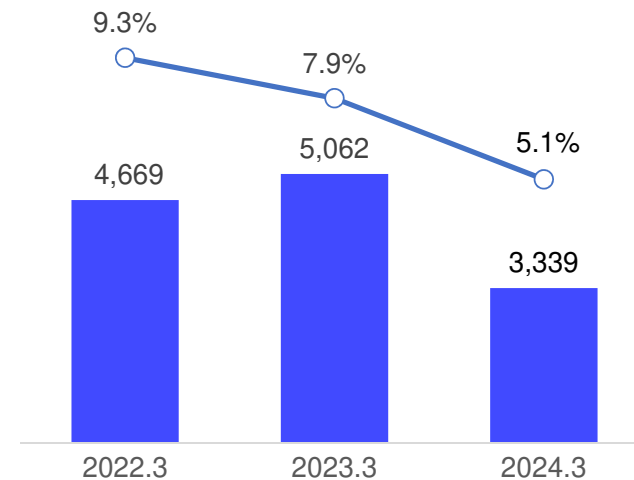
■ Condominium construction works  
■ General construction works



### Gross profit (JPY mil)

YoY **¥1.7 bn. (34.0%)** ↘

○ Consolidated gross profit margin



# <Overall status by segment> Civil engineering business



## ■ Orders received

Decreased by ¥1.5 billion year on year, mainly due to a decrease in orders for private-sector works despite an increase in orders for large governmental projects received.

## ■ Net sales

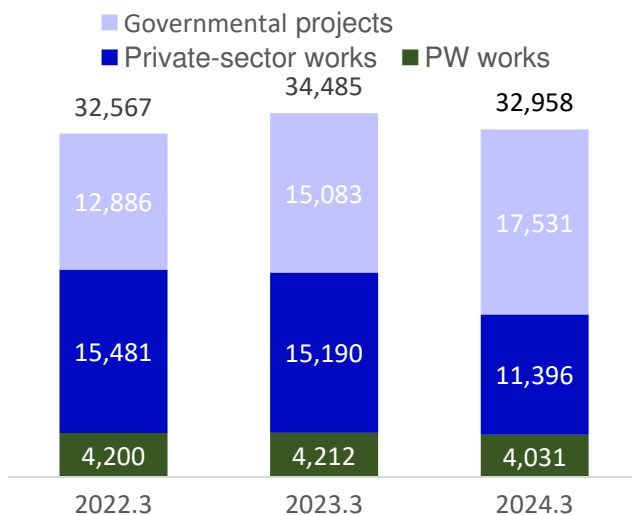
Increased by ¥0.8 billion year on year due to steady progress in private-sector works.

## ■ Gross profit

Increased by ¥0.4 billion year on year due to increased profit from the acquisition of changes corresponding to an increase in amount for some large projects that have been completed.

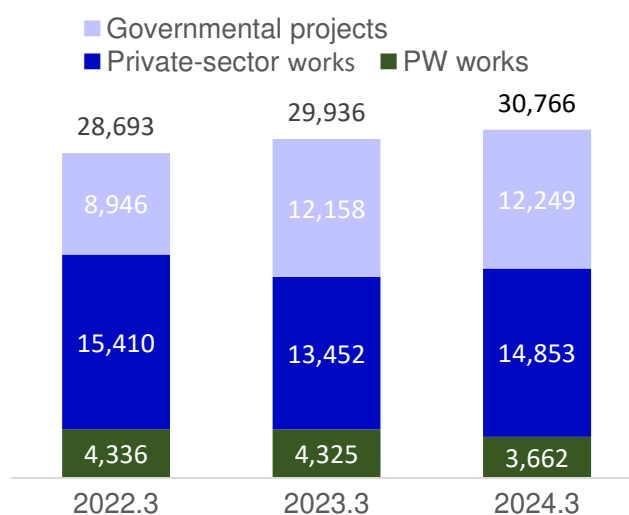
### Orders received by use (JPY mil)

YoY **¥1.5 bn. (4.4%)** ↘



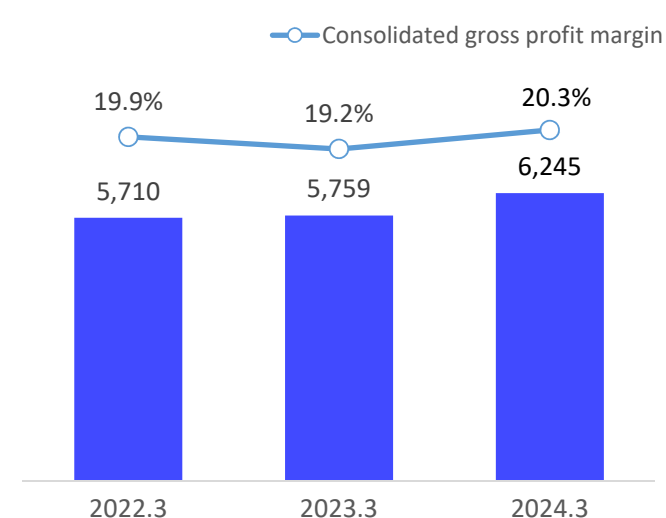
### Net sales by use (JPY mil)

YoY **¥0.8 bn. (2.8%)** ↗



### Gross profit (JPY mil)

YoY **¥0.4 bn. (8.4%)** ↗



\*PW works: Works performed by "PAN WALL method," a reinforced earth method for natural grounds which is the Company's unique technology

# <Overall status by segment> Real estate business



## ■ Net sales

Increased significantly by ¥6.7 billion year on year due to the sale of large-scale self-developed land for industrial use (lot No. 1 of the Obu Tokai Development Project).

## ■ Gross profit

Increased significantly by ¥4.4 billion year on year due to the sale of self-developed land for industrial use with high profit margins.

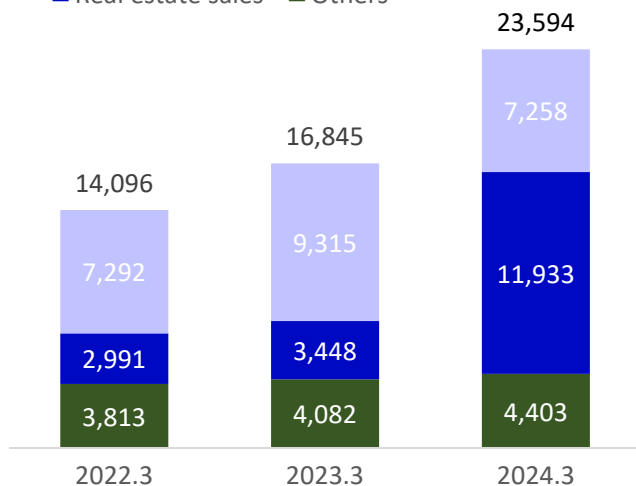
## ■ Condominiums for sale business

Number of units sold did not reach the level of the previous fiscal year and decreased by 63 year on year despite the completion and delivery of new buildings.

### Breakdown of net sales (JPY mil)

YoY **¥6.7 bn. (40.1%)** ↗

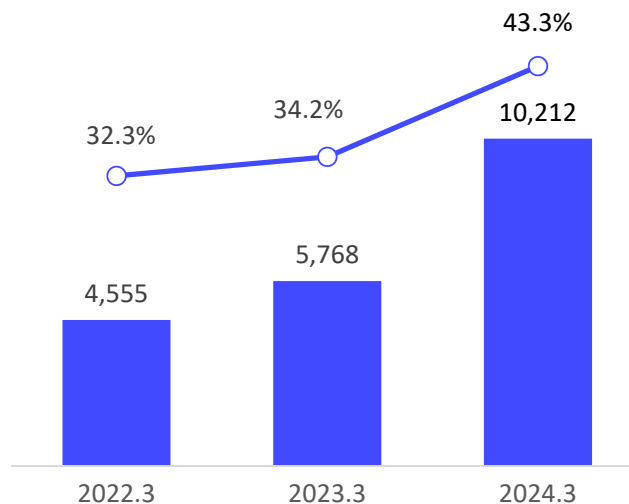
■ Condominiums for sale business  
■ Real estate sales ■ Others



### Gross profit (JPY mil)

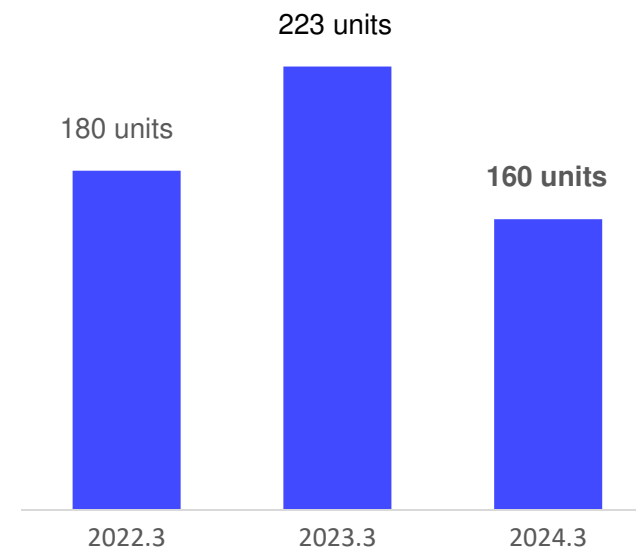
YoY **¥4.4 bn. (77.0%)** ↗

○ Consolidated gross profit margin



### Number of condominium units sold

YoY **63 units (28.3%)** ↘



# Consolidated financial position



- **Total assets:** Total assets decreased by ¥3.9 billion, mainly due to a decrease of ¥3.0 billion in trade receivables as a result of progress in the collection of construction payments primarily for large building construction projects.
- **Liabilities:** Total liabilities decreased by ¥10.0 billion mainly due to a reduction of ¥9.5 billion in interest-bearing debt in addition to a decrease of ¥7.5 billion in trade payables as a result of the discontinuation of notes payable for partner companies.
- **Net assets:** Net assets increased by ¥6.1 billion mainly due to the recording of retained earnings.

## Consolidated balance sheets

(Millions of Yen)

Assets		As of March 31, 2023 Actual	As of March 31, 2024 Actual	Changes
Current assets	Cash and deposits	22,821	<b>19,987</b>	▲2,833
	Trade receivables	42,753	<b>39,657</b>	▲3,095
	Costs on construction contracts in progress	2,074	<b>3,251</b>	1,177
	Real estate for sale	20,239	<b>21,016</b>	776
	Others	4,334	<b>3,997</b>	▲337
	<b>Total</b>	<b>92,223</b>	<b>87,910</b>	▲4,313
Non-current assets	Property, plant and equipment	28,497	<b>27,148</b>	▲1,349
	Intangible assets	805	<b>728</b>	▲77
	Investments and other assets	8,460	<b>10,213</b>	1,752
	<b>Total</b>	<b>37,763</b>	<b>38,090</b>	326

Liabilities		As of March 31, 2023 Actual	As of March 31, 2024 Actual	Changes
Current liabilities	Trade payables	18,697	<b>11,112</b>	▲7,584
	Short-term borrowings	28,100	<b>14,100</b>	▲14,000
	Advances received on construction contracts in progress	4,604	<b>8,853</b>	4,248
	Others	5,442	<b>9,642</b>	4,200
	<b>Total</b>	<b>56,843</b>	<b>43,708</b>	▲13,135
Non-current liabilities	Long-term borrowings	3,800	<b>8,300</b>	4,500
	Others	8,912	<b>7,453</b>	▲1,458
	<b>Total</b>	<b>12,712</b>	<b>15,753</b>	3,041
<b>Total liabilities</b>		<b>69,556</b>	<b>59,461</b>	▲10,094
<b>Net assets</b>		<b>60,431</b>	<b>66,538</b>	6,107

<b>Total assets</b>	129,987	<b>126,000</b>	▲3,987
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<b>Total liabilities and net assets</b>	129,987	<b>126,000</b>	▲3,987
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# Consolidated financial position



## □ Key management indicators

	(Millions of Yen)				
	FYE March 2020 Actual	FYE March 2021 Actual	FYE March 2022 Actual	FYE March 2023 Actual	FYE March 2024 Actual
Return on assets (ROA)	7.3%	6.3%	5.0%	5.9%	<b>7.5%</b>
Return on equity (ROE)	10.2%	6.2%	8.6%	7.6%	<b>10.2%</b>
Earnings per share (EPS)	¥118.85	¥75.86	¥112.18	¥104.83	<b>¥150.23</b>
Equity ratio	48.6%	42.1%	49.4%	46.5%	<b>52.8%</b>
Interest-bearing debt	26,057	42,940	30,400	31,900	<b>22,400</b>
Net interest-bearing debt (*)	12,281	20,848	8,388	9,078	<b>2,413</b>

(\*) Net interest-bearing debt = interest-bearing debt - cash and deposits

## □ Consolidated statements of cash flows

	(Millions of Yen)				
	FYE March 2020 Actual	FYE March 2021 Actual	FYE March 2022 Actual	FYE March 2023 Actual	FYE March 2024 Actual
Cash flows from operating activities	631	▲6,757	15,841	4,152	<b>10,235</b>
Cash flows from investing activities	▲1,640	▲220	▲1,549	▲3,069	<b>▲1,181</b>
Cash flows from financing activities	918	15,326	▲14,351	▲253	<b>▲11,857</b>

# Summary of orders received and carry forward to the next fiscal year



## Orders received

Increased significantly by ¥36.4 billion year on year due to the record-high orders for construction of large logistics facilities received, etc.

## Carry forward to the next fiscal year

Carry forward to the next fiscal year also grew significantly by ¥38.7 billion year on year due to the large increase in orders received.

### Orders received

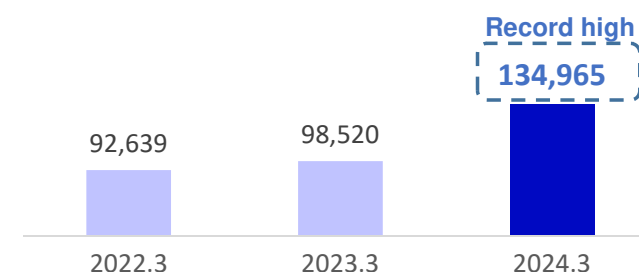
	(Millions of Yen)			Year on year	
	FYE March 2022 Actual	FYE March 2023 Actual	FYE March 2024 Actual	Increase/ decrease	Change
Building construction	60,072	64,034	102,006	37,971	59.3%
Civil engineering	32,567	34,485	32,958	▲1,526	▲4.4%
<b>Total</b>	<b>92,639</b>	<b>98,520</b>	<b>134,965</b>	<b>36,445</b>	<b>37.0%</b>

### Carry forward to the next fiscal year

	(Millions of Yen)			Year on year	
	FYE March 2022 Actual	FYE March 2023 Actual	FYE March 2024 Actual	Increase/ decrease	Change
Building construction	62,064	66,629	103,171	36,541	54.8%
Civil engineering	28,263	32,812	35,005	2,192	6.7%
<b>Total</b>	<b>90,327</b>	<b>99,442</b>	<b>138,177</b>	<b>38,734</b>	<b>39.0%</b>

## Orders received (JPY mil)

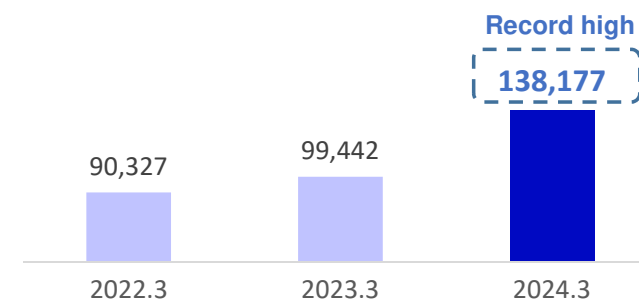
YoY ¥36.4 bn. (37.0%)



[Reference] Highest record as of the previous fiscal year: ¥98,520 million in FYE March 2023

## Carry forward to the next fiscal year (JPY mil)

YoY ¥38.7 bn. (39.0%)



[Reference] Highest record as of the previous fiscal year: ¥99,442 million in FYE March 2023



III

# Financial Forecasts for the Fiscal Year Ending March 31, 2025

# Forecasts for the next fiscal year



Full-year forecasts for the fiscal year ending March 31, 2025, are net sales of ¥140.0 billion (up ¥20.0 billion year on year) [record high], operating profit of ¥8.2 billion (down ¥1.3 billion year on year), and profit attributable to owners of parent of ¥5.4 billion (down ¥1.0 billion year on year).

## ■ Net sales

Overall net sales are expected to reach a record high, as in the previous fiscal year, due to an increase in sales in the construction business.

## ■ Profit

Profit is expected to fall below the result of the previous fiscal year at each profit level due to the large impact of the expected decrease in profit in the real estate business, although profit in the construction business is expected to increase.

## □ Consolidated financial forecasts for the fiscal year ending March 31, 2025

	(Millions of Yen)							
	FYE March 2024	FYE March 2025	Year on year (full year)		Six months ended Sept. 30, 2023	Six months ending Sept. 30, 2024	Year on year (interim)	
	Actual	Full-year forecasts	Increase/decrease	Change	Actual	Forecast	Increase/decrease	Change
<b>Net sales</b>	119,824	<b>140,000</b>	20,175	16.8%	52,158	<b>57,000</b>	4,842	9.3%
Net sales of completed construction contracts	96,230	119,000	22,770	23.7%	45,728	48,600	2,872	6.3%
Net sales in real estate business and other	23,594	21,000	▲2,594	▲11.0%	6,429	8,400	1,971	30.7%
<b>Gross profit</b>	19,797	<b>18,900</b>	▲897	▲4.5%	6,377	<b>6,000</b>	▲377	▲5.9%
<i>(Gross profit margin)</i>	(16.5%)	(13.5%)		▲3.0pt	(12.2%)	(10.5%)		▲1.7pt
Gross profit on completed construction contracts	9,584	10,600	1,016	10.6%	4,558	3,400	▲1,158	▲25.4%
Gross profit on real estate business and other	10,212	8,300	▲1,912	▲18.7%	1,819	2,600	781	42.9%
Selling, general, and administrative expenses	10,282	<b>10,700</b>	418	4.1%	4,889	<b>5,100</b>	211	4.3%
<b>Operating profit</b>	9,514	<b>8,200</b>	▲1,314	▲13.8%	1,487	<b>900</b>	▲587	▲39.5%
<i>(Operating profit margin)</i>	(7.9%)	(5.9%)		▲2.0pt	(2.9%)	(1.6%)		▲1.3pt
<b>Ordinary profit</b>	9,588	<b>8,200</b>	▲1,388	▲14.5%	1,564	<b>900</b>	▲664	▲42.5%
<i>(Ordinary profit margin)</i>	(8.0%)	(5.9%)		▲2.1pt	(3.0%)	(1.6%)		▲1.4pt
<b>Profit attributable to owners of parent</b>	6,462	<b>5,400</b>	▲1,062	▲16.4%	1,017	<b>600</b>	▲417	▲41.0%
<i>(Return on sales)</i>	(5.4%)	(3.9%)		▲1.5pt	(2.0%)	(1.1%)		▲0.9pt

# Consolidated financial forecasts for the fiscal year ending March 31, 2025 (by segment)



(Millions of Yen)

	FYE March 2024	FYE March 2025	Year on year (full year)		Six months ended	Six months ending	Year on year (interim)	
	Actual	Full-year forecasts	Increase/ decrease	Change	Sept. 30, 2023 Actual	Sept. 30, 2024 Forecast	Increase/ decrease	Change
<b>Net sales</b>	119,824	<b>140,000</b>	20,175	16.8%	52,158	<b>57,000</b>	4,842	9.3%
<b>Net sales of completed construction contracts</b>	96,230	<b>119,000</b>	22,770	23.7%	45,728	<b>48,600</b>	2,872	6.3%
<b>Building construction</b>	65,464	85,000	19,536	29.8%	31,911	32,700	789	2.5%
<b>Civil engineering</b>	30,766	34,000	3,234	10.5%	13,817	15,900	2,083	15.1%
<b>Net sales in real estate business and other</b>	23,594	<b>21,000</b>	▲2,594	▲11.0%	6,429	<b>8,400</b>	1,971	30.7%
<b>Gross profit</b>	19,797	<b>18,900</b>	▲897	▲4.5%	6,377	<b>6,000</b>	▲377	▲5.9%
<b>Gross profit on completed construction contracts</b>	9,584	<b>10,600</b>	1,016	10.6%	4,558	<b>3,400</b>	▲1,158	▲25.4%
<i>(Gross profit margin on completed construction contracts)</i>	(10.0%)	(8.9%)		▲1.1pt	(10.0%)	(7.0%)		▲3.0pt
<b>Building construction</b>	3,339	4,600	1,261	37.8%	1,721	1,100	▲621	▲36.1%
<i>(Profit margin on building construction works)</i>	(5.1%)	(5.4%)		0.3pt	(5.4%)	(3.4%)		▲2.0pt
<b>Civil engineering</b>	6,245	6,000	▲245	▲3.9%	2,836	2,300	▲536	▲18.9%
<i>(Profit margin on civil engineering works)</i>	(20.3%)	(17.6%)		▲2.7pt	(20.5%)	(14.5%)		▲6.1pt
<b>Gross profit on real estate business and other</b>	10,212	<b>8,300</b>	▲1,912	▲18.7%	1,819	<b>2,600</b>	781	42.9%
<i>(Gross profit margin on real estate business, etc.)</i>	(43.3%)	(39.5%)		▲3.8pt	(28.3%)	(31.0%)		2.7pt

# Factors for increase or decrease in net sales/operating profit (vs results for the fiscal year ended March 31, 2024)



## ■ Net sales

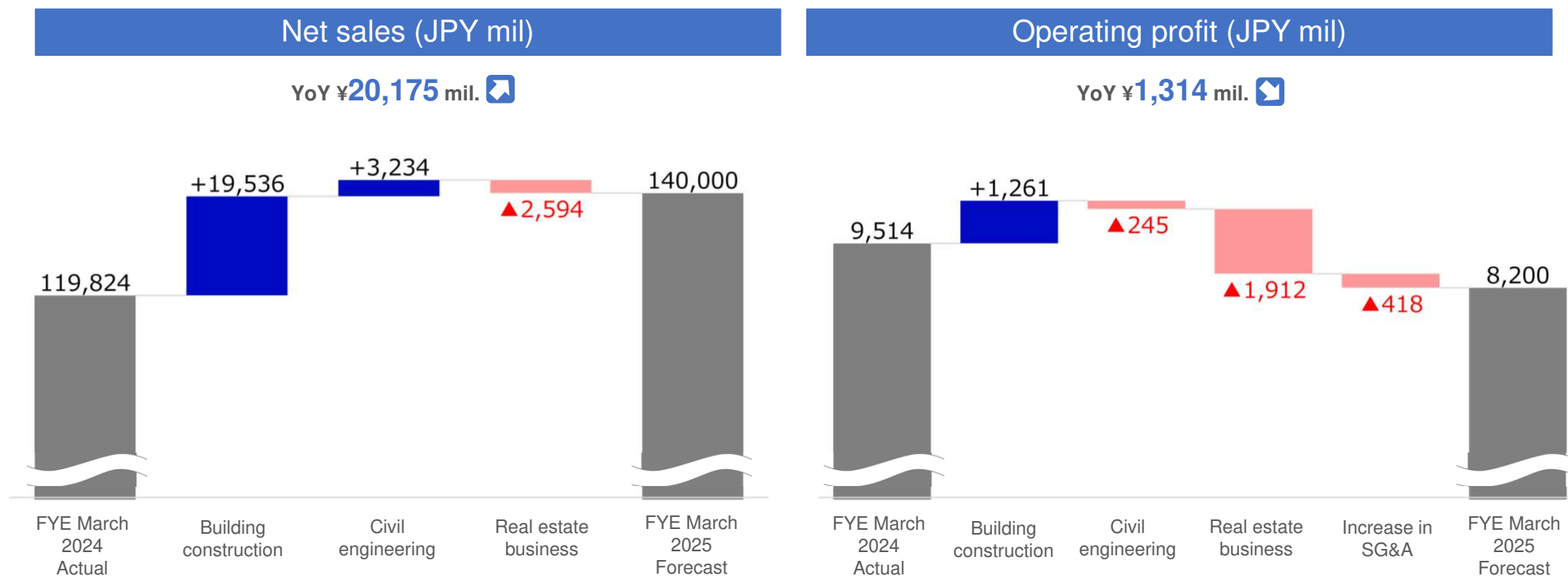
**Construction business:** Expected to exceed the result of the previous fiscal year mainly due to progress in the largest-ever building construction project received in the previous fiscal year.

**Real estate business:** Expected to fall below the result of the previous fiscal year despite the planned sale of large-scale self-developed land for industrial use in the current fiscal year as it is not as large as lot No. 1 of the Obu Tokai Development Project sold in the previous fiscal year.

## ■ Profit

**Construction business:** Expected to exceed the result of the previous fiscal year due to an increase in sales.

**Real estate business:** Expected to fall below the result of the previous fiscal year due to a decrease in sales.



# Factors for increase in profit for the second half of FYE March 2025 (from the first half of FYE March 2025)



- Operating profit for FYE March 2025 is expected to increase significantly in the second half from ¥0.9 billion in the first half to ¥7.3 billion in the second half due to the planned sale of large-scale self-developed land for industrial use in the second half, in addition to progress in construction works.
- Full-year operating profit is expected to be ¥8.2 billion.



# Real Estate Business Topics: Obu Tokai Development Project



## Largest development project ever undertaken by the Company as a business owner

A project to develop two industrial parks of about 70,000 *tsubo* (230,000 m<sup>2</sup>) in Obu City and Tokai City, Aichi Prefecture. For lot No. 1, we expect to record approximately ¥60.0 billion in total for net sales of completed construction contracts and net sales in real estate business and other over the three periods from FYE March 2024 to FYE March 2026.

(For details, please refer to “Notice Concerning Sale, etc. (Plan) of Real Estate for Sale” disclosed on October 20, 2023.)

### ■ Project schedule: April 2016 to March 2027 (plan)



### ■ Project outline



Aerial photo of the site (as of March 31, 2024)



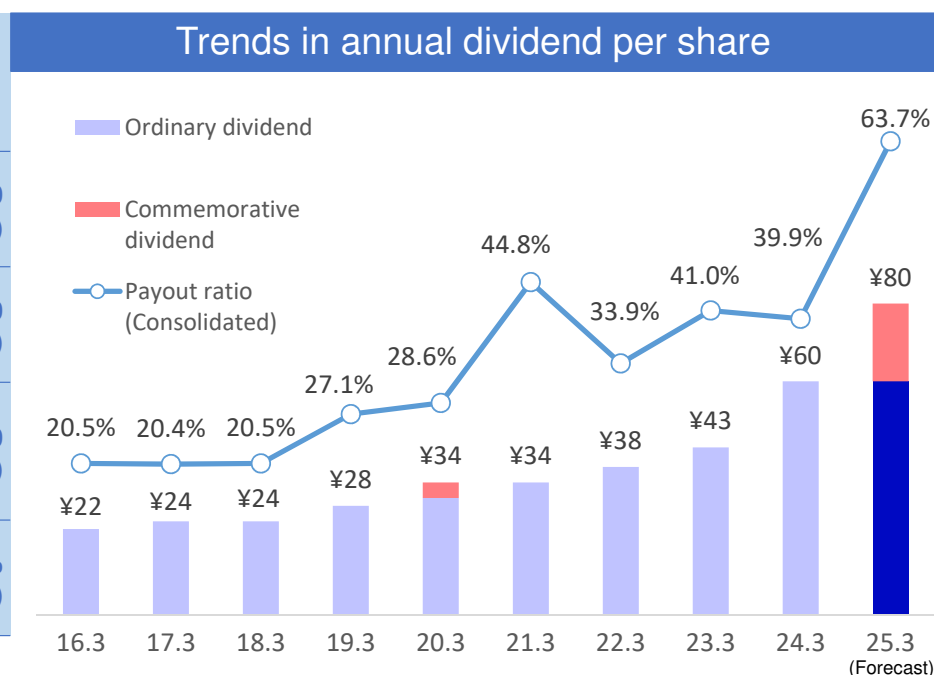


# Dividends



- Year-end dividend for FYE March 2024 will be ¥30 as announced, and together with the interim dividend of ¥30, the annual dividend will be ¥60.
- For FYE March 2025, an ordinary dividend of ¥60 (the same amount as the annual dividend for FYE March 2024) and a commemorative dividend of ¥20 to celebrate the Company's 75th anniversary will be paid, bringing the annual dividend to ¥80.
- The Company plans to increase dividends for four consecutive periods (no dividend reduction for 12 consecutive periods).

	FYE March 2020	FYE March 2021	FYE March 2022	FYE March 2023	FYE March 2024	FYE March 2025
<b>Interim dividend</b>	¥16	¥17	¥17	¥19	¥30	¥40 (Forecast)
<b>Year-end dividend</b>	¥18	¥17	¥21	¥24	¥30	¥40 (Forecast)
<b>Annual dividend</b>	(*) ¥34	¥34	¥38	¥43	¥60	(**) ¥80 (Forecast)
<b>Payout ratio (Consolidated)</b>	28.6%	44.8%	33.9%	41.0%	39.9%	63.7% (Forecast)



(\*1) Including commemorative dividend of ¥4 for the 70th anniversary of founding

(\*2) Including commemorative dividend of ¥20 for the 75th anniversary of founding



IV

# Medium-Term Management Plan



# The Company's position



**We aim to make a leap from a mid-sized player to a second-tier major player with net sales of ¥200 billion or more. Profit has already been comparable to that of second-tier major players.**

Hierarchical classification of construction companies based on average consolidated net sales over the past three years

Rank	Company name	Net sales	Operating profit
1	Kajima Corporation	¥2,665.1 billion	¥136.2 billion
2	Obayashi Corporation	¥2,325.1 billion	¥79.3 billion
3	Shimizu Corporation	¥2,005.5 billion	(¥24.6 billion)
4	Taisei Corporation	¥1,765.0 billion	¥26.4 billion
5	Takenaka Corporation	¥1,612.4 billion	¥45.6 billion
6	Haseko Corporation	¥1,094.4 billion	¥85.7 billion
15	Okumura Corporation	¥288.1 billion	¥13.7 billion
16	Tokyu Construction	¥285.6 billion	¥8.1 billion
17	Toa Corporation	¥283.8 billion	¥17.2 billion
18	Toyo Construction	¥186.7 billion	¥10.8 billion
28	<b>YAHAGI CONSTRUCTION</b>	¥119.8 billion	¥9.5 billion

Ranking figures are based on data for the fiscal year ended March 2024 or December 2023.

Source) Compiled by the Company with reference to the 40 companies for which financial analysis and hierarchical classification were performed by the Research Institute of Construction and Economy.

**5 super-general contractors**  
Net sales of ¥1 trillion or more

**11 second-tier major general contractors**  
Net sales of ¥200 billion or more

**Mid-sized general contractors**  
Net sales of less than ¥200 billion

**Secured operating profit comparable to second-tier major players**

# Vision for FY2030 and the positioning of the medium-term management plan

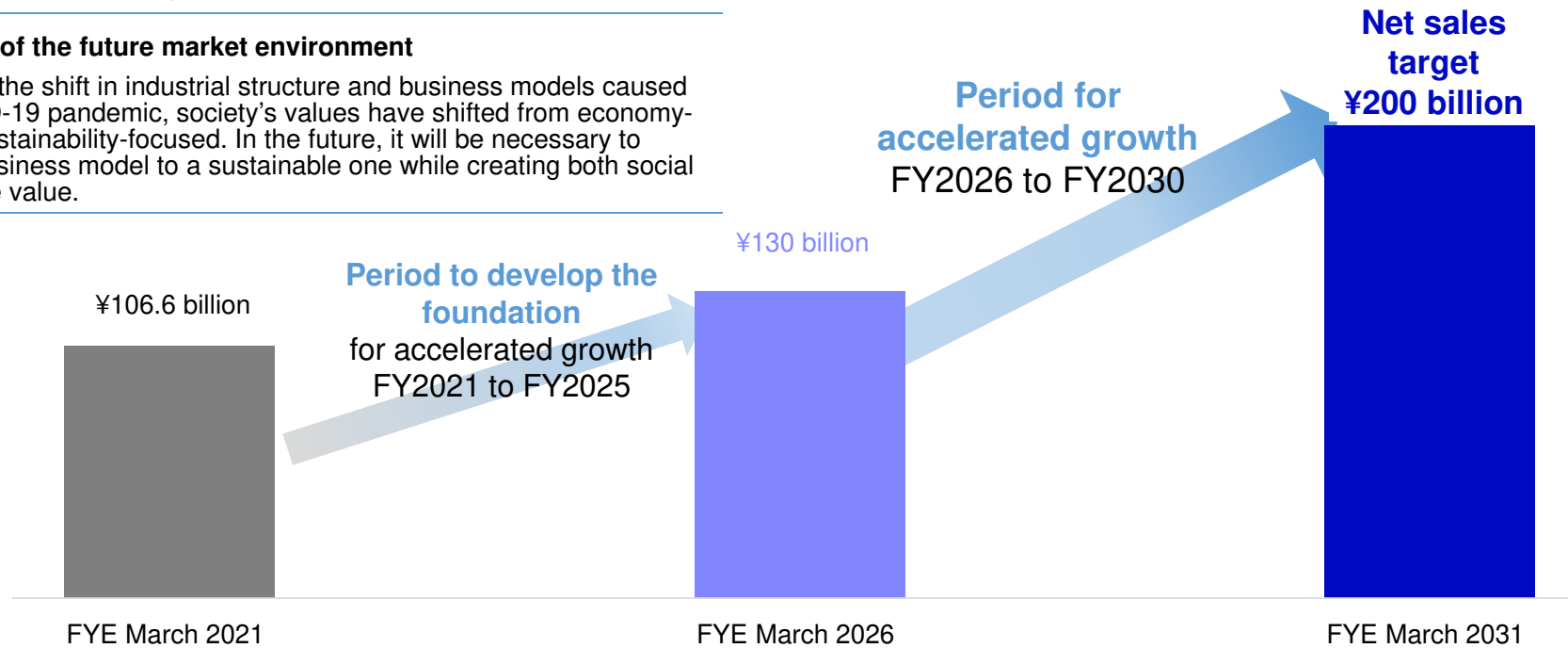


## Vision for FY2030: “Problem-solving and value-creating company”

- A company that contributes to the sustainable development of customers, communities, and society by creating and providing new value through construction engineering in order to realize a better society, not just by solving problems faced by customers and communities.
- A company that expands business beyond the Tokai area to the maglev economic zone, and has strong competitiveness in specific customers and fields within the areas.
- We are aiming for net sales of around ¥200 billion.

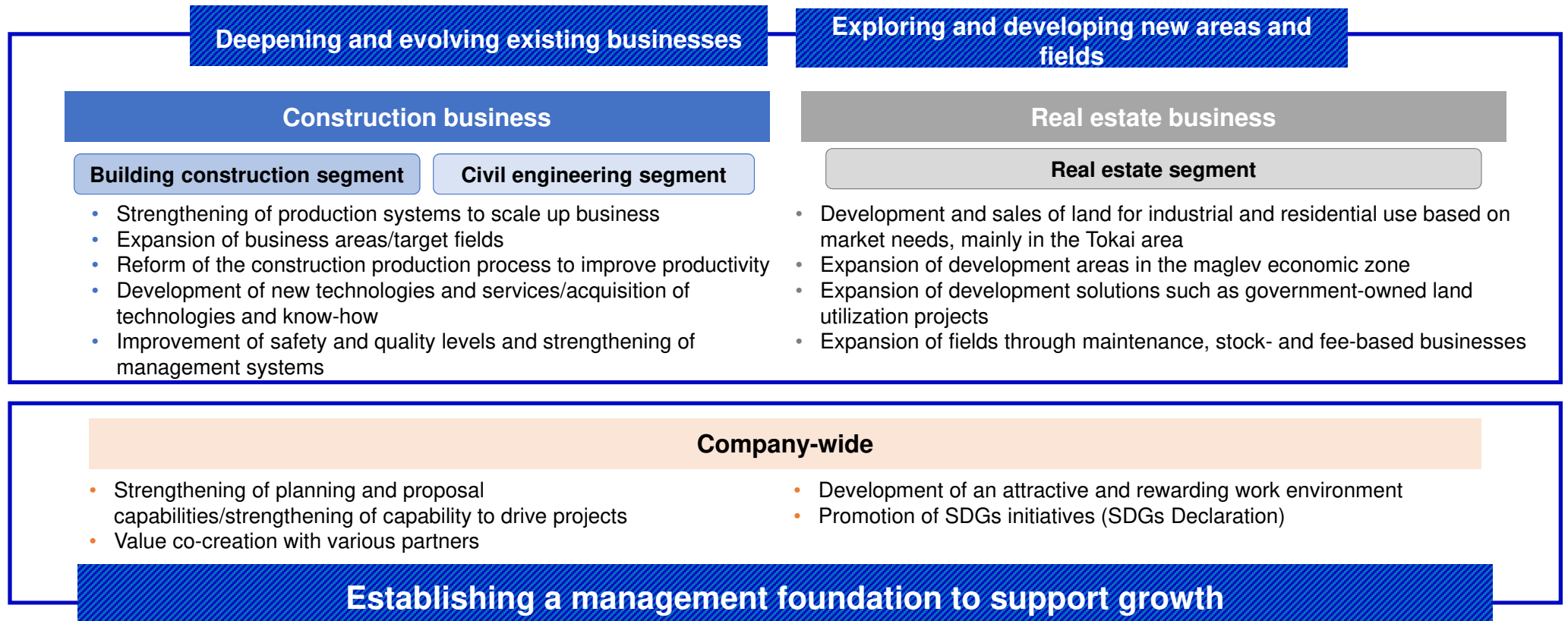
### Recognition of the future market environment

In addition to the shift in industrial structure and business models caused by the COVID-19 pandemic, society’s values have shifted from economy-focused to sustainability-focused. In the future, it will be necessary to evolve the business model to a sustainable one while creating both social and corporate value.



## Transformation into a problem-solving and value-creating company

“Enhancement of capabilities to build and create” and the “development of the foundation for sustainable growth” toward accelerated growth



# Numerical targets in the medium-term management plan (FY2021 to FY2025)



	(Millions of Yen)				
	FYE March 2022	FYE March 2023	FYE March 2024	FYE March 2025 Forecast	FYE March 2026 Target
Net sales	93,090	111,110	119,824	140,000	130,000
Operating profit	6,169	7,212	9,514	8,200	10,000

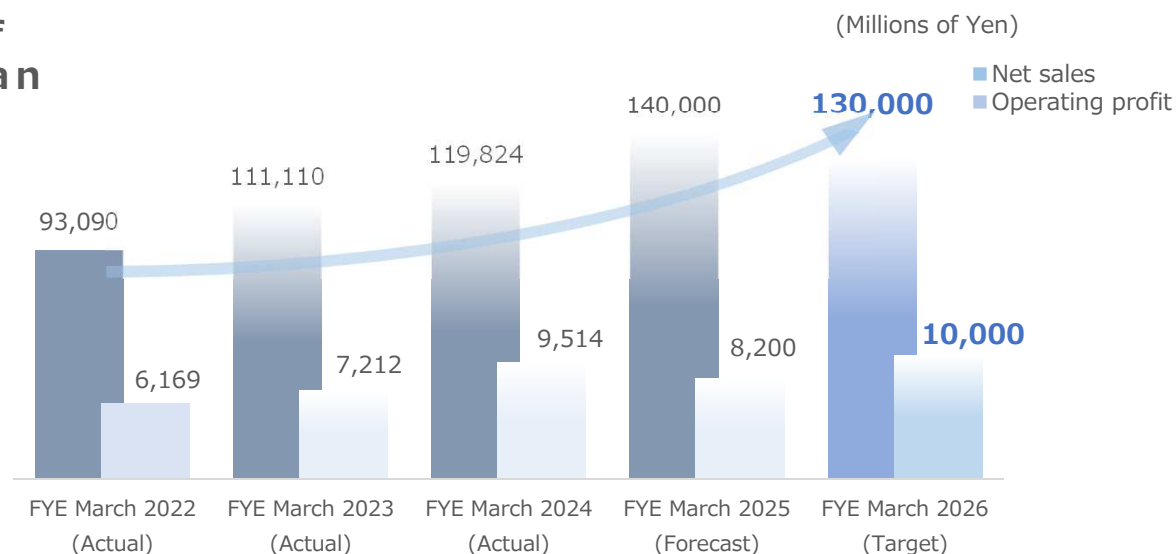
## Targets for the final fiscal year of the medium-term management plan (FYE March 2026)

□ Consolidated net sales:

**¥130.0 billion**

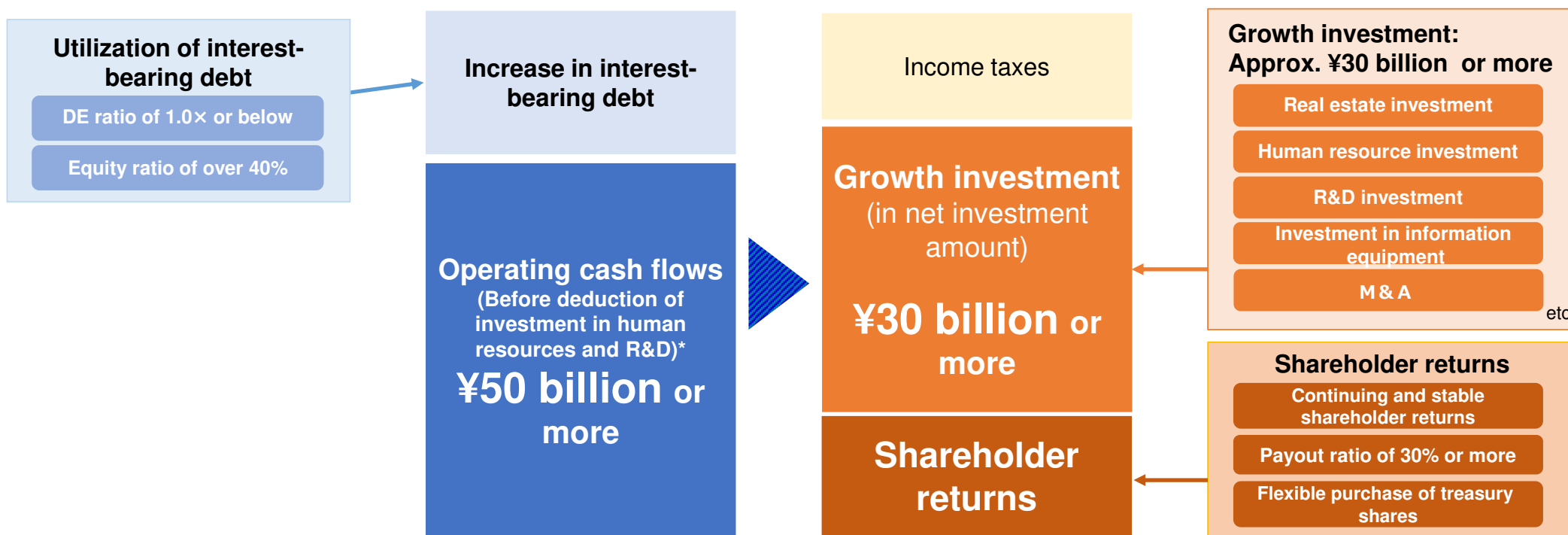
□ Consolidated operating profit:

**¥10.0 billion**



Allocate cash appropriately to future growth investments and shareholder returns, by utilizing interest-bearing debt to the extent that financial soundness can be maintained, in addition to earned profit.

## Cash allocation policy FYE March 2022 to FYE March 2026



\*Operating income + Investment in human resources + Investment in R&D + Amortization expenses

# Analysis of current status of capital cost and return on equity



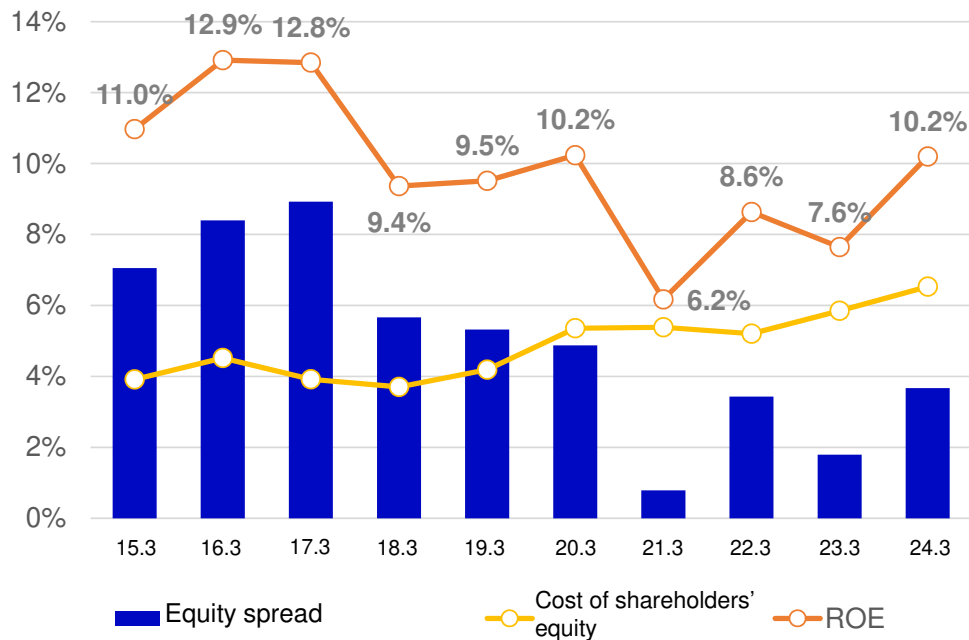
The Company's return on equity (ROE) exceeds its cost of shareholders' equity.

➤ Equity spread widened in FYE March 2024 as ROE improved, but the spread has been low in recent years.

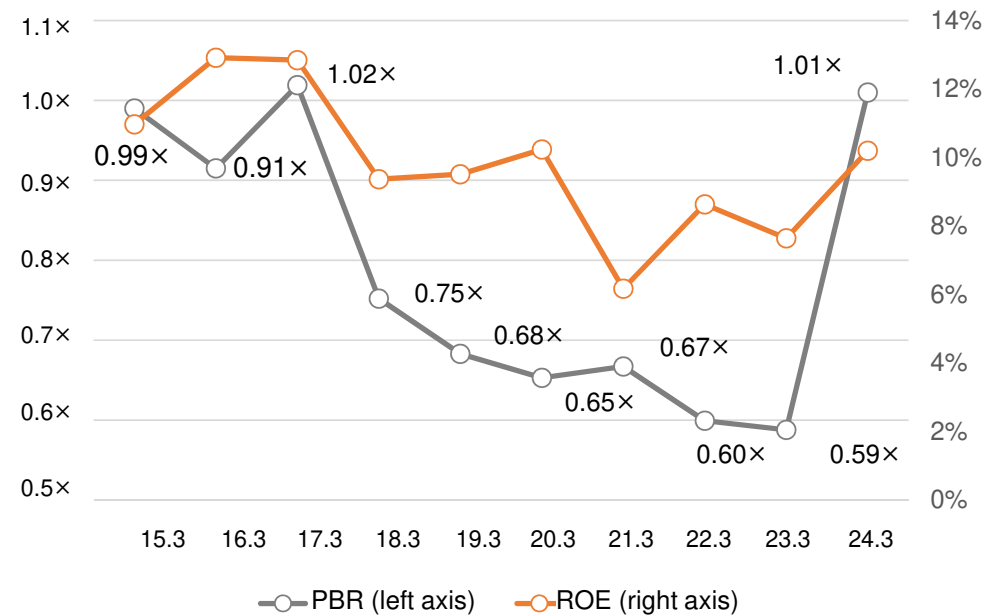
As of the end of FYE March 2024, PBR reached 1× due to improvement of ROE.

➤ Continued efforts to widen the spread are crucial.

Trends in equity spread (ROE – cost of shareholders' equity)



Trends in PBR and ROE





# Efforts to maximize corporate value



We will continue to step up our efforts to widen the spread and improve PER to maximize corporate value (i.e., PBR in excess of 1×).

## Maximizing corporate value

### Drivers to improve corporate value

#### Widening the spread

Profit growth

Improvement in capital efficiency

Shareholder returns  
Optimization of financial leverage

#### Improving PER

### Details of main initiatives

Growth strategy

- Steady achievement of the medium-term management plan

FY2025 financial results targets  
Net sales: ¥130 billion  
Operating profit: ¥10 billion

Financial and capital strategy

- Utilization of cash and deposits - optimal allocation to growth investment and shareholder returns
- Review of assets held
- Utilization of borrowings
- Strengthening of shareholder returns

IR strategy

- Strengthening of IR and SR activities
- Expansion and increased sophistication of information disclosure

We will expand opportunities for dialogue with shareholders and investors, and enhance the dissemination of information for deeper understanding of the Company's growth strategy.

## Strengthening IR activities

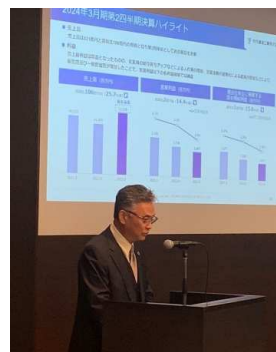
### 1 Financial results and company briefing sessions

#### For institutional investors

- November 16, 2023 Mid-term financial results briefing (Tokyo and online) *\*Held for the first time*
- May 21, 2024 Financial results briefing (Tokyo and online) *\*Today's briefing*

#### For individual investors

- December 16, 2023 Briefing for individual investors (Nagoya) *\*Held for the first time*



### 2 Conducting and enhancing SR interviews and strengthening participation in IR events

- March-April, 2023 SR interviews conducted (7 companies) *\*Conducted for the first time*
- September 1-2, 2023 Nikkei IR & Individual Investor Fair 2023 (Tokyo) *\*Exhibited for the first time*
- September 8-9, 2023 Nagoya Stock Exchange IR Expo 2023 (Nagoya)
- March-April, 2024 SR interviews conducted (9 companies)

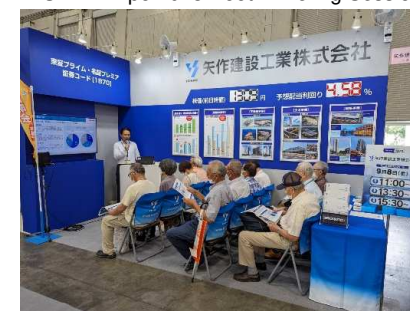
## Expansion and increased sophistication of information disclosure

- 3 Disclose materials on quarterly financial results
- 4 Disclose financial results summary and materials on financial results in English
- 5 Enhance online dissemination of financial and non-financial information

Nikkei IR and Individual Investor Fair 2023



NSE IR Expo 2023 Booth Briefing Session



# Investment plan and progress



We plan to make growth investment to build the foundation for realizing the vision for FY2030, in the amount of approx. ¥30 billion over 5 years (¥6 billion per year on average).

We have invested ¥27.5 billion over the past three years, an average of ¥9.2 billion per year, far exceeding our plan.

## Growth investment areas

Real estate investment

R&D investment

Human resource investment

Investment in information equipment

M & A

### Previous medium-term management plan period (Actual)

3 years

- Total amount: ¥16 billion
- Annual average: ¥5.3 billion

### Current medium-term management plan period (Plan)

5 years

- Total amount: Approx. **¥30** billion
- Annual average: **¥6** billion (13%up)

### Progress up to FYE March 2024 (Actual)

3 years

- Made investment worth **¥27.5** billion in total
  - FYE March 2022: **¥9.5** billion
  - FYE March 2023: **¥10.4** billion
  - FYE March 2024: **¥7.6** billion
- Annual average: **¥9.2** billion

# Shareholder returns



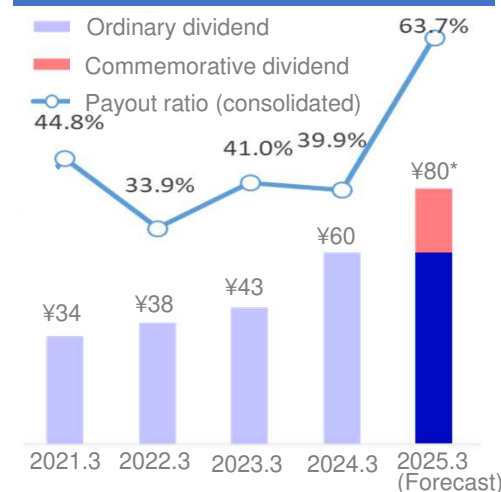
## ■ Dividend policy

- Provide continuing and stable shareholder returns, while taking into account consolidated financial results and financial conditions.
- Target payout ratio of 30% or more.
- Consider purchasing treasury shares flexibly as needed, in light of growth investment conditions and market trends.

	Previous medium-term management plan period			Current medium-term management plan period
	FYE March 2019	FYE March 2020	FYE March 2021	FYE March 2022 to FYE March 2026
	Actual	Actual	Actual	Target
<b>Annual dividends</b>	¥28	¥34*	¥34	<b>Payout ratio 30% or more</b>
<b>Payout ratio</b>	27.1%	28.6%	44.8%	

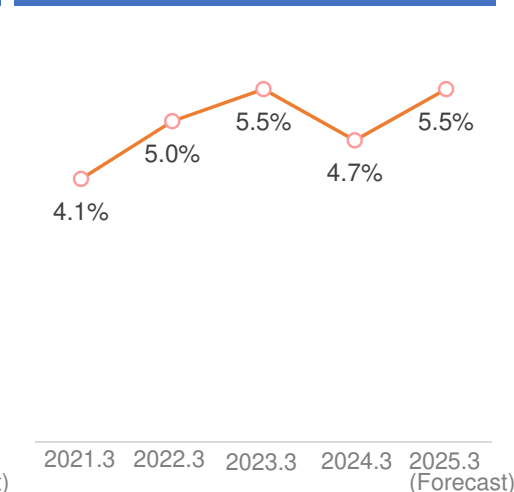
\*Including commemorative dividend of ¥4 for the 70th anniversary of foundation

### Dividend per share and payout ratio



\*Including commemorative dividend of ¥20 for the 75th anniversary of foundation

### Average dividend yield



\*Average dividend yield = Average annual share price (closing price) ÷ Annual dividends per share

# Efforts to achieve the medium-term management plan (PFI Project)



## Participation in the Aichi Prefecture Ichinomiya City No. 1 Community Kitchen Development and Operation Project (PFI project)

A PFI project was awarded to Ichinomiya School Lunch Co., Ltd.\*, a special-purpose company consisting of eight companies including our Company, to develop and operate a communal kitchen in order to consolidate aging kitchens and improve business efficiency.

### Exploration and development of new fields and domains

- Contribute to solving issues related to school lunches in the community, such as aging facilities and conversion to community kitchens due to declining birthrates.
- Create new partnerships with members of different industries, such as private food companies, and government agencies

### Establishment of management base to support growth

Development of new technologies and services/acquisition of technologies and know-how

Expansion of business/target areas

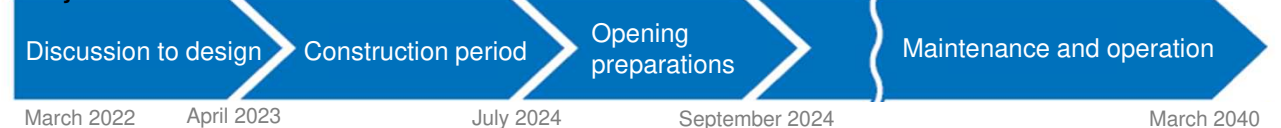
Value co-creation with various partners



\*Constituent companies: MEFOS Ltd., YAHAGI CONSTRUCTION CO., LTD., Nakamura Industry Co., Ltd., TOENEC CORPORATION, AIHO CORPORATION, CHODAI CO., LTD., Mitsubishi Electric Building Solutions Corporation, KIBOU UNYU LOGISTICS CO., LTD.

<b>Project name</b>	Aichi Prefecture Ichinomiya City No. 1 Community Kitchen Development and Operation Project (PFI Project)
<b>Project method</b>	BTO* method based on PFI projects *Private sector operator constructs the facility, transfers ownership to the public entity, and the private sector operator maintains, manages, and operates the facility.
<b>Operations</b>	Design, construction, opening preparations, maintenance, and operation of a community kitchen (number of meals prepared: approx. 8,500 meals/day) for approx. 16 years
<b>Planned location</b>	Ichinomiya City, Aichi Prefecture
<b>Building scale</b>	Steel-framed, two-story structure, total floor area: approx. 1,250 <i>tsubo</i> (4,132 m <sup>2</sup> )

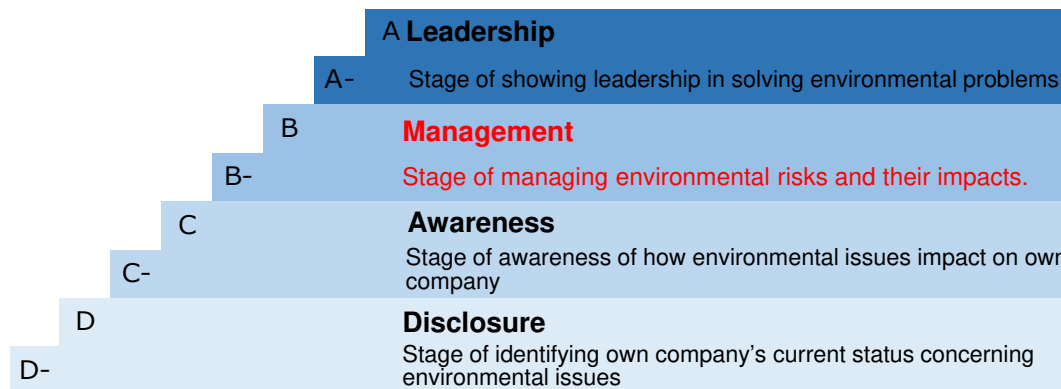
### Project schedule



## Received a “B” score rating in CDP (Climate Change)

We received a “B” score in the field of climate change (climate change initiatives and information disclosure) from CDP, a British non-governmental organization (NGO) with an international commitment to disclosure of information in environmental assessments.

A score of "B" indicates that the Company is at the level of Management and is “aware of and acting on its environmental risks and impacts,” which is the third highest of the eight levels.





### Contributing to solving social issues with environmentally conscious technologies

To achieve carbon neutrality, we are promoting environmentally conscious design utilizing energy conservation and creation.

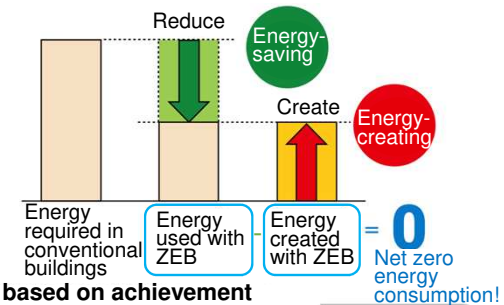
- Acquired “Nearly ZEB” certification (see figure below right) for Tokai Obu Construction Works temporary office.

In addition to energy savings through the use of LED lighting fixtures, more efficient air conditioning equipment, and high thermal insulation, the installation of a solar power generation system has created energy and reduced energy consumption by approximately 80%.

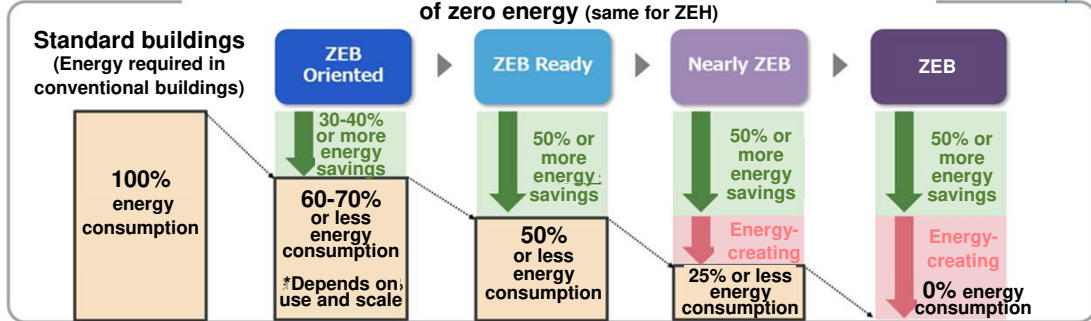


#### Basic Concept of ZEB/ZEH

=Net Zero Energy of Building (Non-residential)  
 =Net Zero Energy of House (Residential)



#### Four levels of ZEB certification based on achievement of zero energy (same for ZEH)





## Arranged social loan to finance the change to full cash payment

In January 2024, we implemented the abolition of bill payment and change to full cash payment for all cooperating companies, and raised the necessary funds for the change with a social loan.

Full cash payment leads to the stabilization of subcontractors' operations and the creation of jobs, contributing to the coexistence and co-prosperity of the entire supply chain and the development of the industry.

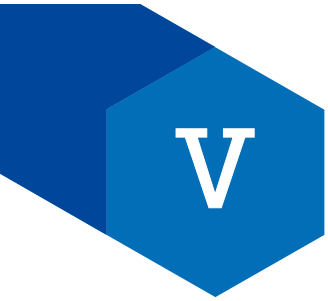
This initiative has received the highest rating of "Social 1(F)" from Japan Credit Rating Agency, Ltd. (JCR) for conformance with the Social Loan Principles and Social Bond Guidelines.

This is the first time a general construction company in Japan has raised funds through social loans.

### Outline of social loan

Borrowing date	Friday, January 19, 2024
Amount borrowed	¥5 billion
Borrowing period	3 years
Arranger/Agent	MUFG Bank
Borrowers (in Japanese alphabetical order)	Aichi Bank, Ogaki Kyoritsu Bank, San ju San Bank, The Bank of Nagoya, The Hyakugo Bank, The Hyakujushi Bank, Sumitomo Mitsui Banking Corporation, MUFG Bank, The Bank of Yokohama, Resona Bank
Use of funds	Increased working capital due to the elimination of bill payments to all subcontractors and the change to full cash payments
Third-party evaluation	Received the highest rating of "Social 1(F)" from Japan Credit Rating Agency, Ltd. (JCR)





# FACT SHEET



# Consolidated financial results (for the last 5 years) and forecasts



	FYE March 2020	FYE March 2021	FYE March 2022	FYE March 2023	FYE March 2024	(Millions of Yen) FYE March 2025 Forecast
<b>Net sales</b>	90,129	106,615	93,090	111,110	<b>119,824</b>	<b>140,000</b>
<i>(Year-on-year percentage change)</i>	(▲2.8%)	(18.3%)	(▲12.7%)	(19.4%)	(7.8%)	(16.8%)
<b>Operating profit</b>	7,764	7,362	6,169	7,212	<b>9,514</b>	<b>8,200</b>
<i>(Year-on-year percentage change)</i>	(0.8%)	(▲5.2%)	(▲16.2%)	(16.9%)	(31.9%)	(▲13.8%)
<b>Ordinary profit</b>	7,829	7,445	6,174	7,259	<b>9,588</b>	<b>8,200</b>
<i>(Year-on-year percentage change)</i>	(1.1%)	(▲4.9%)	(▲17.1%)	(17.6%)	(32.1%)	(▲14.5%)
<b>Profit attributable to owners of parent</b>	5,158	3,292	4,842	4,508	<b>6,462</b>	<b>5,400</b>
<i>(Year-on-year percentage change)</i>	(15.2%)	(▲36.2%)	(47.1%)	(▲6.9%)	(43.4%)	(▲16.4%)

## □ New record highs for net sales and all profit levels

### □ <Reference>

First year for which consolidated financial statements were prepared

FYE March 1991

Highest records as of the previous fiscal year

◎ Net sales	FYE March 2023	¥111,110 million
◎ Operating profit	FYE March 2020	¥7,764 million
◎ Ordinary profit	FYE March 2020	¥7,829 million
◎ Profit attributable to owners of parent	FYE March 2020	¥5,158 million

# <Overall status by segment> Architectural business



	2020.3	2021.3	2022.3	2023.3	(Millions of yen) 2024.3
	Actual	Actual	Actual	Actual	Actual
<b>Consolidated orders received</b>	59,721	52,515	60,072	64,034	<b>102,006</b>
<b>Condominium construction works</b>	13,591	10,131	13,806	14,326	<b>13,343</b>
<b>General construction works</b>	46,130	42,384	46,216	49,708	<b>88,663</b>
<b>Consolidated net sales</b>	44,263	58,635	50,300	64,329	<b>65,464</b>
<b>Condominium construction works</b>	14,584	19,067	16,430	11,444	<b>16,623</b>
<b>General construction works</b>	29,678	39,567	33,870	52,885	<b>48,840</b>
<b>Consolidated gross profit</b>	6,360	5,929	4,669	5,062	<b>3,339</b>
<b>Consolidated gross profit margin</b>	14.4%	10.1%	9.3%	7.9%	<b>5.1%</b>

# <Overall status by segment> Civil engineering business



	2020.3	2021.3	2022.3	2023.3	(Millions of yen) 2024.3
	Actual	Actual	Actual	Actual	Actual
<b>Consolidated orders received</b>	25,218	28,831	32,567	34,485	32,958
<b>Governmental projects</b>	9,291	12,119	12,886	15,083	17,531
<b>Private-sector works</b>	10,130	12,980	15,481	15,190	11,396
<b>PW works</b>	5,797	3,732	4,200	4,212	4,031
<b>Consolidated net sales</b>	29,618	33,771	28,693	29,936	30,766
<b>Governmental projects</b>	12,548	14,877	8,946	12,158	12,249
<b>Private-sector works</b>	12,341	14,520	15,410	13,452	14,853
<b>PW works</b>	4,729	4,372	4,336	4,325	3,662
<b>Consolidated gross profit</b>	5,097	5,760	5,710	5,759	6,245
<b>Consolidated gross profit margin</b>	17.2%	17.1%	19.9%	19.2%	20.3%

# <Overall status by segment> Real estate business



	2020.3	2021.3	2022.3	2023.3	(Millions of yen) 2024.3
	Actual	Actual	Actual	Actual	Actual
<b>Consolidated net sales</b>	16,247	14,208	14,096	16,845	<b>23,594</b>
<b>Condominiums for sale business</b>	8,856	10,039	7,292	9,315	<b>7,258</b>
<b>Real estate sales</b>	4,023	621	2,991	3,448	<b>11,933</b>
<b>Others</b>	3,368	3,547	3,813	4,082	<b>4,403</b>
<b>Consolidated gross profit</b>	4,842	4,009	4,555	5,768	<b>10,212</b>
<b>Consolidated gross profit margin</b>	29.8%	28.2%	32.3%	34.2%	<b>43.3%</b>

## □ Results of condominiums for sale

<b>Number of delivered units</b>	198	199	180	223	<b>160</b>
<b>Number of contracted units</b>	184	130	194	224	<b>205</b>

# Orders received, net sales, and carry forward to the next fiscal year (consolidated)



(Millions of Yen)

Category			Orders received				Net sales				Carry forward to the next fiscal year			
			FYE March 2023	FYE March 2024	Year on year		FYE March 2023	FYE March 2024	Year on year		FYE March 2023	FYE March 2024	Year on year	
			Actual	Actual	Increase/ decrease	Change	Actual	Actual	Increase/ decrease	Change	Actual	Actual	Increase/ decrease	Change
Construction	Building construction	Public	28	1,717	1,689	–	–	113	113	–	28	1,632	1,603	–
		Private	64,006	100,288	36,282	56.7%	64,329	65,350	1,021	1.6%	66,601	101,539	34,938	52.5%
	Total		64,034	102,006	37,971	59.3%	64,329	65,464	1,135	1.8%	66,629	103,171	36,541	54.8%
	Civil engineering	Public	15,083	17,531	2,447	16.2%	12,158	12,249	90	0.7%	12,865	18,147	5,282	41.1%
		Private	19,402	15,427	▲3,974	▲20.5%	17,777	18,516	739	4.2%	19,947	16,858	▲3,089	▲15.5%
	Total		34,485	32,958	▲1,526	▲4.4%	29,936	30,766	829	2.8%	32,812	35,005	2,192	6.7%
		Public	15,111	19,249	4,137	27.4%	12,158	12,363	204	1.7%	12,893	19,779	6,885	53.4%
		Private	83,408	115,716	32,307	38.7%	82,106	83,867	1,760	2.1%	86,549	118,397	31,848	36.8%
	Total		98,520	134,965	36,445	37.0%	94,265	96,230	1,965	2.1%	99,442	138,177	38,734	39.0%
	Real estate business and other						16,845	23,594	6,749	40.1%				
Total						111,110	119,824	8,714	7.8%					

# Status of consolidated subsidiaries (as of March 31, 2024)



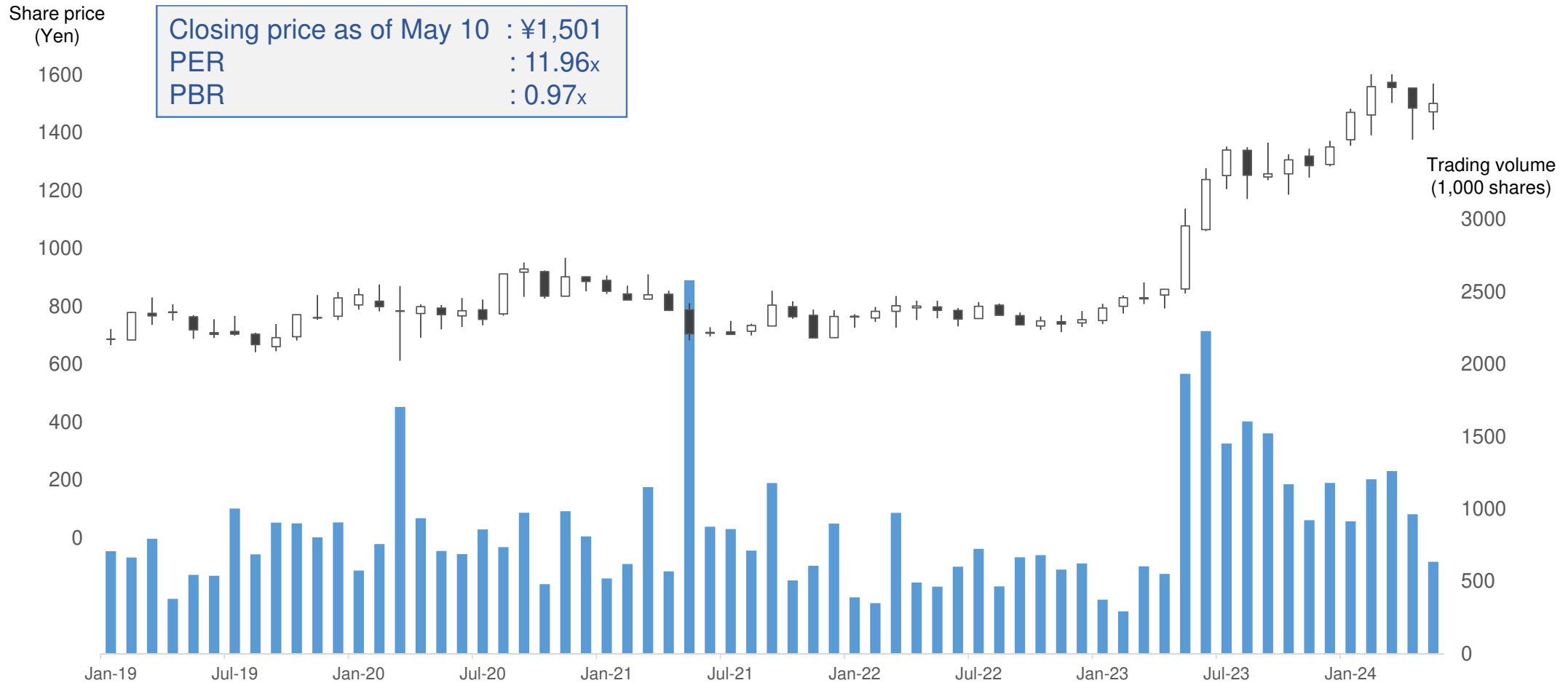
Name	Address	Capital (Millions of yen)	Fiscal year end	Business description	Net sales for the current fiscal year (Millions of yen)
<b>YAHAGI REAL ESTATE Co., Ltd.</b>	Higashi-ku, Nagoya	800	March	Condominiums for sale business, real estate development business, real estate leasing business, real estate brokerage business	<b>9,971</b>
<b>YAHAGI BUILDING AND LIFE CO., LTD.</b>	Higashi-ku, Nagoya	400	March	Apartment and building management business, architectural business	<b>4,601</b>
<b>YAHAGI GREEN Co., Ltd.</b>	Higashi-ku, Nagoya	100	March	Greenery business, golf course management business	<b>3,482</b>
<b>Techno Support Co., Ltd.</b>	Higashi-ku, Nagoya	50	March	PAN WALL (an earth reinforcement method using panels and "soil nails" for slope protection) business, PITA Column (a seismic retrofitting method using external reinforcing for existing buildings) business, construction work, technological development, test piece production	<b>1,311</b>
<b>YAHAGI ROAD CO., LTD.</b>	Toyota, Aichi	300	March	Paving business, civil engineering business, manufacture and sales of asphalt mixture, recycling business	<b>6,798</b>
<b>Nanshin Takamori Development Co., Ltd.</b>	Takamori-machi, Shimoina-gun, Nagano	50	March	Operation of golf courses (Takamori Country Club)	<b>292</b>
<b>HOKUWA CONSTRUCTION, INC.</b>	Shimogyo-ku, Kyoto	85	March	Architectural business	<b>6,255</b>
<b>Minamichita Mirai Partners Co., Ltd.</b>	Minamichita-cho, Chita-gun, Aichi	30	March	Development and operation business for the surroundings of Morozaki Port Tourism Center	<b>11</b>

(Notes) 1. YAHAGI REAL ESTATE Co., Ltd., YAHAGI BUILDING AND LIFE CO., LTD., YAHAGI GREEN Co., Ltd., Techno Support Co., Ltd., YAHAGI ROAD CO., LTD., Nanshin Takamori Development Co., Ltd., and HOKUWA CONSTRUCTION, INC., are all wholly-owned subsidiaries of YAHAGI CONSTRUCTION CO., LTD.

(For Nanshin Takamori Development Co., Ltd., there are indirect holdings of 69%).

2. Minamichita Mirai Partners Co., Ltd., is a special purpose company established on July 20, 2023, to engage in the development and operation business for the surroundings of Morozaki Port Tourism Center in Minamichita-cho, Chita-gun, Aichi Prefecture, and is a subsidiary of YAHAGI CONSTRUCTION CO., LTD., which indirectly holds 66.7% of the voting rights of the company.

# Share price and trading volume trends (January 4, 2018 to May 10, 2024)





\* Forward-looking statements such as earnings forecasts contained in this document include projections for the future, assumptions underlying plans, and predictions as of the date of the release of this document. These statements are not guarantees of future performance by the Company. Actual results may differ significantly depending on various factors in the future. This document contains estimates that have not been audited, and the figures are subject to change.

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