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# Consolidated Financial Results for the Nine Months Ended December 31, 2020 [Japanese GAAP]

February 10,2021

Company name: HAZAMA ANDO CORPORATION
Stock exchange listing: Tokyo Stock Exchange
Code number: 1719
URL: https://www.ad-hzm.co.jp/
Representative: Masato Fukutomi, Representative Director and President
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Scheduled date of filing quarterly securities report: February 10,2021
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, 2020 (April 1, 2020 to December 31, 2020)

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

| | Net sales | | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | |
|---|---|---|---|---|---|---|---|---|
| Nine months ended | Million yen | % | Million yen | % | Million yen | % | Million yen | % |
| December 31, 2020 | 262,927 | (2.4) | 19,764 | 16.9 | 18,316 | 11.6 | 12,509 | 13.3 |
| December 31, 2019 | 269,360 | 6.4 | 16,910 | 38.7 | 16,410 | 45.4 | 11,043 | 124.1 |

(Note)Comprehensive income: Nine months ended December 31, 2020: ¥13,615 million [14.8%]
Nine months ended December 31, 2019: ¥11,856 million [193.5%]

| | Basic earnings per share | Diluted earnings per share |
|---|---|---|
| Nine months ended | Yen | Yen |
| December 31, 2020 | 64.93 | 64.92 |
| December 31, 2019 | 55.29 | 55.27 |

(2) Consolidated Financial Position

| | Total assets | Net assets | Equity ratio |
|---|---|---|---|
| | Million yen | Million yen | % |
| As of December 31, 2020 | 321,215 | 142,764 | 44.2 |
| As of March 31, 2020 | 339,772 | 136,900 | 40.0 |

(Reference) Equity: As of December 31, 2020: ¥142,019 million
As of March 31, 2020: ¥136,058 million

**2. Dividends**

| | Annual dividends | | | | |
|---|---|---|---|---|---|
| | 1st quarter-end | 2nd quarter-end | 3rd quarter-end | Year-end | Total |
| | Yen | Yen | Yen | Yen | Yen |
| Fiscal year ended March 31, 2020 | — | 15.00 | — | 15.00 | 30.00 |
| Fiscal year ending March 31, 2021 | — | 15.00 | — | | |
| Fiscal year ending March 31, 2021 (Forecast) | | | | 15.00 | 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, 2021 (April 1, 2020 to March 31, 2021)**

(% indicates changes from the previous corresponding period.)

| | Net sales | | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | | Basic earnings per share |
|---|---|---|---|---|---|---|---|---|---|
| | Million yen | % | Million yen | % | Million yen | % | Million yen | % | Yen |
| Full year | 365,000 | (3.5) | 23,600 | (4.5) | 21,900 | (8.7) | 14,800 | (11.9) | 77.06 |

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

*** Notes:**

(1) Changes in significant subsidiaries during the nine months ended December 31, 2020 (changes in specified subsidiaries resulting in changes in scope of consolidation): No

(2) Accounting policies adopted specially for the preparation of quarterly consolidated financial statements: Yes

(3) Changes in accounting policies, changes in accounting estimates and retrospective restatement
1) Changes in accounting policies due to the revision of accounting standards: No
2) Changes in accounting policies other than 1) above: No
3) Changes in accounting estimates: No
4) Retrospective restatement: No

(4) Total number of issued shares (common shares)
1) Total number of issued shares at the end of the period (including treasury shares):
December 31, 2020: 200,343,397 shares
March 31, 2020: 200,343,397 shares
2) Total number of treasury shares at the end of the period:
December 31, 2020: 10,035,323 shares
March 31, 2020: 7,315,545 shares
3) Average number of shares during the period:
Nine months ended December 31, 2020: 192,654,680 shares
Nine months ended December 31, 2019: 199,756,042 shares

The Company has adopted a performance-linked stock remuneration plan using a trust. The Company's shares held by the trust (357,131 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, 2020 | As of December 31, 2020 |
|---|---|---|
| Assets | | |
| Current assets | | |
| Cash and deposits | 102,971 | 95,595 |
| Notes receivable, accounts receivable from completed construction contracts and other | 137,730 | 139,341 |
| Securities | 14,000 | — |
| Costs on construction contracts in progress | 4,927 | 5,382 |
| Other inventories | 4,686 | 6,100 |
| Other | 13,279 | 9,605 |
| Allowance for doubtful accounts | (14) | (14) |
| Total current assets | 277,582 | 256,011 |
| Non-current assets | | |
| Property, plant and equipment | | |
| Land | 15,505 | 16,684 |
| Other, net | 13,642 | 13,769 |
| Total property, plant and equipment | 29,148 | 30,454 |
| Intangible assets | 1,572 | 1,474 |
| Investments and other assets | | |
| Investment securities | 18,698 | 20,588 |
| Deferred tax assets | 9,527 | 8,809 |
| Other | 3,244 | 3,878 |
| Allowance for doubtful accounts | (1) | (1) |
| Total investments and other assets | 31,469 | 33,275 |
| Total non-current assets | 62,190 | 65,204 |
| Total assets | 339,772 | 321,215 |

(Million yen)

| | As of March 31, 2020 | As of December 31, 2020 |
|---|---|---|
| Liabilities | | |
| Current liabilities | | |
| Notes payable, accounts payable for construction contracts and other | 78,930 | 56,489 |
| Short-term borrowings | 17,391 | 16,882 |
| Current portion of bonds | 341 | 291 |
| Advances received on construction contracts in progress | 30,862 | 30,725 |
| Provision for warranties for completed construction | 2,371 | 2,404 |
| Provision for bonuses | 2,679 | 666 |
| Provision for loss on construction contracts | 955 | 1,278 |
| Provision for loss on damage due to fire | 6,699 | 6,024 |
| Other | 39,155 | 38,993 |
| Total current liabilities | 179,386 | 153,756 |
| Non-current liabilities | | |
| Bonds payable | 691 | 546 |
| Long-term borrowings | 8,712 | 10,211 |
| Deferred tax liabilities | 45 | 43 |
| Retirement benefit liability | 12,776 | 12,539 |
| Provision for environmental measures | 148 | 139 |
| Provision for management board incentive plan trust | 93 | 100 |
| Other | 1,016 | 1,113 |
| Total non-current liabilities | 23,485 | 24,694 |
| Total liabilities | 202,872 | 178,450 |
| Net assets | | |
| Shareholders' equity | | |
| Share capital | 17,006 | 17,006 |
| Capital surplus | 19,926 | 19,922 |
| Retained earnings | 103,699 | 110,406 |
| Treasury shares | (5,284) | (7,224) |
| Total shareholders' equity | 135,348 | 140,110 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | 1,880 | 2,967 |
| Foreign currency translation adjustment | 116 | 34 |
| Remeasurements of defined benefit plans | (1,287) | (1,092) |
| Total accumulated other comprehensive income | 709 | 1,909 |
| Share acquisition rights | 4 | 3 |
| Non-controlling interests | 837 | 741 |
| Total net assets | 136,900 | 142,764 |
| Total liabilities and net assets | 339,772 | 321,215 |

(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, 2019 | For the nine months ended December 31, 2020 |
|---|---|---|
| Net sales | | |
| Net sales of completed construction contracts | 252,757 | 249,644 |
| Sales in other businesses | 16,603 | 13,283 |
| Total net sales | 269,360 | 262,927 |
| Cost of sales | | |
| Cost of sales of completed construction contracts | 221,116 | 216,975 |
| Cost of sales in other businesses | 14,462 | 10,767 |
| Total cost of sales | 235,578 | 227,742 |
| Gross profit | | |
| Gross profit on completed construction contracts | 31,640 | 32,668 |
| Gross profit - other business | 2,140 | 2,516 |
| Total gross profit | 33,781 | 35,185 |
| Selling, general and administrative expenses | 16,871 | 15,421 |
| Operating profit | 16,910 | 19,764 |
| Non-operating income | | |
| Dividend income | 163 | 154 |
| Other | 253 | 130 |
| Total non-operating income | 416 | 284 |
| Non-operating expenses | | |
| Interest expenses | 324 | 250 |
| Commission expenses | 130 | 812 |
| Foreign exchange losses | 253 | 153 |
| Other | 207 | 516 |
| Total non-operating expenses | 916 | 1,732 |
| Ordinary profit | 16,410 | 18,316 |
| Extraordinary income | | |
| Subsidy income | — | 354 |
| Gain on sales of non-current assets | 77 | 10 |
| Gain on sales of investment securities | 110 | 160 |
| Total extraordinary income | 188 | 525 |
| Extraordinary losses | | |
| Loss on damage due to fire | 299 | 21 |
| Loss on tax purpose reduction entry of non current assets | — | 354 |
| Loss on retirement of non-current assets | — | 15 |
| Loss on valuation of investment securities | — | 26 |
| Loss on litigation | 20 | 66 |
| Total extraordinary losses | 319 | 483 |
| Profit before income taxes | 16,279 | 18,357 |
| Income taxes | 5,309 | 5,873 |
| Profit | 10,970 | 12,484 |
| Loss attributable to non-controlling interests | (73) | (24) |
| Profit attributable to owners of parent | 11,043 | 12,509 |

(Quarterly Consolidated Statements of Comprehensive Income)

(Nine Months Ended December 31)

(Million yen)

| | For the nine months ended December 31, 2019 | For the nine months ended December 31, 2020 |
|---|---|---|
| Profit | 10,970 | 12,484 |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | 631 | 1,086 |
| Deferred gains or losses on hedges | 2 | — |
| Foreign currency translation adjustment | 48 | (151) |
| Remeasurements of defined benefit plans | 204 | 195 |
| Total other comprehensive income | 886 | 1,131 |
| Comprehensive income | 11,856 | 13,615 |
| Comprehensive income attributable to | | |
| Comprehensive income attributable to owners of parent | 11,906 | 13,709 |
| Comprehensive income attributable to non-controlling interests | (49) | (93) |

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

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

(Million yen)

| | As of March 31, 2020 | As of December 31, 2020 |
|---|---|---|
| Assets | | |
| Current assets | | |
| Cash and deposits | 95,467 | 88,706 |
| Notes receivable, accounts receivable from completed construction contracts and other | 135,698 | 138,225 |
| Securities | 14,000 | — |
| Costs on construction contracts in progress | 4,555 | 4,932 |
| Other inventories | 1,254 | 1,662 |
| Other | 12,975 | 9,096 |
| Allowance for doubtful accounts | (13) | (13) |
| Total current assets | 263,937 | 242,608 |
| Non-current assets | | |
| Property, plant and equipment | | |
| Land | 13,559 | 13,868 |
| Other, net | 10,978 | 10,253 |
| Total property, plant and equipment | 24,538 | 24,122 |
| Intangible assets | 1,332 | 1,217 |
| Investments and other assets | | |
| Investment securities | 21,141 | 23,016 |
| Deferred tax assets | 8,370 | 7,722 |
| Other | 2,949 | 5,141 |
| Allowance for doubtful accounts | (1) | (1) |
| Total investments and other assets | 32,460 | 35,879 |
| Total non-current assets | 58,331 | 61,219 |
| Total assets | 322,269 | 303,828 |

(Million yen)

| | As of March 31, 2020 | As of December 31, 2020 |
|---|---|---|
| Liabilities | | |
| Current liabilities | | |
| Notes payable, accounts payable for construction contracts and other | 78,603 | 59,159 |
| Short-term borrowings | 17,305 | 16,796 |
| Current portion of bonds | 341 | 291 |
| Advances received on construction contracts in progress | 29,999 | 30,168 |
| Provision for warranties for completed construction | 2,369 | 2,402 |
| Provision for bonuses | 2,561 | 624 |
| Provision for loss on construction contracts | 953 | 1,276 |
| Provision for loss on damage due to fire | 6,699 | 6,024 |
| Other | 34,158 | 30,903 |
| Total current liabilities | 172,991 | 147,648 |
| Non-current liabilities | | |
| Bonds payable | 691 | 546 |
| Long-term borrowings | 8,155 | 9,718 |
| Provisions for retirement benefits | 9,899 | 9,907 |
| Provision for environmental measures | 148 | 139 |
| Provision for management board incentive plan trust | 93 | 100 |
| Other | 955 | 1,060 |
| Total non-current liabilities | 19,944 | 21,471 |
| Total liabilities | 192,936 | 169,120 |
| Net assets | | |
| Shareholders' equity | | |
| Share capital | 17,006 | 17,006 |
| Capital surplus | 19,992 | 19,987 |
| Retained earnings | 95,737 | 101,981 |
| Treasury shares | (5,284) | (7,224) |
| Total shareholders' equity | 127,451 | 131,750 |
| Valuation and translation adjustments | | |
| Valuation difference on available-for-sale securities | 1,876 | 2,954 |
| Total valuation and translation adjustments | 1,876 | 2,954 |
| Share acquisition rights | 4 | 3 |
| Total net assets | 129,332 | 134,707 |
| Total liabilities and net assets | 322,269 | 303,828 |

(2) Quarterly Non-Consolidated Statements of Income

(Nine Months Ended December 31)

(Million yen)

| | For the nine months ended December 31, 2019 | For the nine months ended December 31, 2020 |
|---|---|---|
| Net sales | | |
| Net sales of completed construction contracts | 248,207 | 247,302 |
| Sales in other businesses | 3,262 | 2,758 |
| Total net sales | 251,469 | 250,060 |
| Cost of sales | | |
| Cost of sales of completed construction contracts | 217,378 | 214,825 |
| Cost of sales in other businesses | 2,672 | 2,348 |
| Total cost of sales | 220,050 | 217,174 |
| Gross profit | | |
| Gross profit on completed construction contracts | 30,828 | 32,476 |
| Gross profit - other business | 590 | 410 |
| Total gross profit | 31,418 | 32,886 |
| Selling, general and administrative expenses | 15,525 | 14,119 |
| Operating profit | 15,893 | 18,767 |
| Non-operating income | 612 | 455 |
| Non-operating expenses | 891 | 1,717 |
| Ordinary profit | 15,614 | 17,506 |
| Extraordinary income | 165 | 525 |
| Extraordinary losses | 319 | 468 |
| Profit before income taxes | 15,460 | 17,563 |
| Income taxes | 4,873 | 5,516 |
| Profit | 10,586 | 12,046 |

## 3. Supplementary Information

### (1) Results for the nine months ended December 31, 2020 and forecasts for full year

#### 1. Non-consolidated

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

| Items | | Results for the nine months ended December 31, 2019 | Results for the nine months ended December 31, 2020 | Full year | |
|---|---|---|---|---|---|
| | | | | Results for the fiscal year ended March 31, 2020 | Forecasts for the fiscal year ending March 31, 2021 (announced in August 2020) |
| Orders received | Civil engineering | 137,437 | 49,241 | 193,575 | 120,000 |
| | Building construction | 139,006 | 92,631 | 186,706 | 215,000 |
| | Total orders received | 276,444 | 141,872 | 380,281 | 335,000 |
| Net sales of completed construction contracts | Civil engineering | 86,035 | 100,763 | 124,314 | 135,000 |
| | Building construction | 162,172 | 146,538 | 227,213 | 200,000 |
| | Total net sales of completed construction contracts | 248,207 | 247,302 | 351,527 | 335,000 |
| Gross profit on completed construction contracts | Civil engineering | 16,138 [18.8%] | 17,551 [17.4%] | 21,960 [17.7%] | 21,900 [16.2%] |
| | Building construction | 14,689 [9.1%] | 14,925 [10.2%] | 21,214 [9.3%] | 18,400 [9.2%] |
| | Total gross profit on completed construction contracts | 30,828 [12.4%] | 32,476 [13.1%] | 43,174 [12.3%] | 40,300 [12.0%] |

| | | | | |
|---|---|---|---|---|
| **Gross sales** | **251,469** | **250,060** | **356,446** | **342,000** |
| Gross profit | 31,418 [12.5%] | 32,886 [13.2%] | 44,019 [12.3%] | 41,100 [12.0%] |
| Selling, general and administrative expenses | 15,525 | 14,119 | 20,716 | 19,000 |
| **Operating profit** | **15,893** [6.3%] | **18,767** [7.5%] | **23,302** [6.5%] | **22,100** [6.5%] |
| Non-operating income/expenses [Interest income/expenses] | (279) [159] | (1,261) [130] | (515) [227] | (1,500) [50] |
| **Ordinary profit** | **15,614** [6.2%] | **17,506** [7.0%] | **22,787** [6.4%] | **20,600** [6.0%] |
| Extraordinary income/losses | (154) | 56 | 441 | — |
| Profit before income taxes | 15,460 [6.1%] | 17,563 [7.0%] | 23,228 [6.5%] | 20,600 [6.0%] |
| Tax expenses | 4,873 | 5,516 | 7,060 | 6,500 |
| **Profit** | **10,586** [4.2%] | **12,046** [4.8%] | **16,168** [4.5%] | **14,100** [4.1%] |

2. Consolidated

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

| Items | Results for the nine months ended December 31, 2019 | Results for the nine months ended December 31, 2020 | Full year | |
|---|---|---|---|---|
| | | | Results for the fiscal year ended March 31, 2020 | Forecasts for the fiscal year ending March 31, 2021 (announced in August 2020) |
| **Gross sales** | **269,360** | **262,927** | **378,135** | **365,000** |
| Selling, general and administrative expenses | 16,871 | 15,421 | 22,517 | 20,500 |
| **Operating profit** | **16,910** [6.3%] | **19,764** [7.5%] | **24,699** [6.5%] | **23,600** [6.5%] |
| **Ordinary profit** | **16,410** [6.1%] | **18,316** [7.0%] | **23,983** [6.3%] | **21,900** [6.0%] |
| **Profit attributable to owners of parent** | **11,043** [4.1%] | **12,509** [4.8%] | **16,803** [4.4%] | **14,800** [4.1%] |

(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, 2019 | | For the nine months ended December 31, 2020 | | Increase/decrease | | Results for the fiscal year ended March 31, 2020 | |
|---|---|---|---|---|---|---|---|---|---|
| | | Amount | % | Amount | % | Amount | % change | Amount | % |
| Domestic civil engineering | Government sector | 28,284 | [23.4] | 33,991 | [69.7] | 5,706 | 20.2 | 71,828 | [40.9] |
| | Private sector | 92,611 | [76.6] | 14,811 | [30.3] | (77,800) | (84.0) | 103,899 | [59.1] |
| | Total | 120,896 | 43.7 | 48,802 | 34.4 | (72,093) | (59.6) | 175,727 | 46.2 |
| Domestic building construction | Government sector | 5,612 | [4.5] | 22,511 | [24.7] | 16,898 | 301.1 | 8,713 | [5.1] |
| | Private sector | 119,106 | [95.5] | 68,758 | [75.3] | (50,347) | (42.3) | 163,580 | [94.9] |
| | Total | 124,718 | 45.1 | 91,269 | 64.3 | (33,449) | (26.8) | 172,293 | 45.3 |
| Domestic | Government sector | 33,897 | [13.8] | 56,502 | [40.3] | 22,605 | 66.7 | 80,541 | [23.1] |
| | Private sector | 211,717 | [86.2] | 83,569 | [59.7] | (128,148) | (60.5) | 267,479 | [76.9] |
| | Total | 245,615 | 88.8 | 140,072 | 98.7 | (105,542) | (43.0) | 348,021 | 91.5 |
| Overseas | Civil engineering | 16,541 | [53.7] | 438 | [24.4] | (16,102) | (97.3) | 17,847 | [55.3] |
| | Building construction | 14,287 | [46.3] | 1,362 | [75.6] | (12,925) | (90.5) | 14,412 | [44.7] |
| | Total | 30,828 | 11.2 | 1,800 | 1.3 | (29,028) | (94.2) | 32,259 | 8.5 |
| Sum total | Civil engineering | 137,437 | [49.7] | 49,241 | [34.7] | (88,196) | (64.2) | 193,575 | [50.9] |
| | Building construction | 139,006 | [50.3] | 92,631 | [65.3] | (46,374) | (33.4) | 186,706 | [49.1] |
| | Total | 276,444 | 100.0 | 141,872 | 100.0 | (134,571) | (48.7) | 380,281 | 100.0 |

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

| Category | | For the nine months ended December 31, 2019 | | For the nine months ended December 31, 2020 | | Increase/decrease | | Results for the fiscal year ended March 31, 2020 | |
|---|---|---|---|---|---|---|---|---|---|
| | | Amount | % | Amount | % | Amount | % change | Amount | % |
| Domestic civil engineering | Government sector | 54,312 | [69.1] | 63,500 | [66.6] | 9,187 | 16.9 | 78,588 | [68.6] |
| | Private sector | 24,318 | [30.9] | 31,796 | [33.4] | 7,478 | 30.8 | 35,982 | [31.4] |
| | Total | 78,630 | 31.7 | 95,296 | 38.5 | 16,665 | 21.2 | 114,570 | 32.6 |
| Domestic building construction | Government sector | 21,820 | [14.6] | 14,324 | [10.4] | (7,496) | (34.4) | 30,130 | [14.3] |
| | Private sector | 127,431 | [85.4] | 123,781 | [89.6] | (3,650) | (2.9) | 180,720 | [85.7] |
| | Total | 149,252 | 60.1 | 138,106 | 55.8 | (11,146) | (7.5) | 210,850 | 60.0 |
| Domestic | Government sector | 76,133 | [33.4] | 77,825 | [33.3] | 1,691 | 2.2 | 108,718 | [33.4] |
| | Private sector | 151,749 | [66.6] | 155,577 | [66.7] | 3,827 | 2.5 | 216,702 | [66.6] |
| | Total | 227,883 | 91.8 | 233,402 | 94.4 | 5,519 | 2.4 | 325,421 | 92.6 |
| Overseas | Civil engineering | 7,404 | [36.4] | 5,466 | [39.3] | (1,937) | (26.2) | 9,743 | [37.3] |
| | Building construction | 12,919 | [63.6] | 8,432 | [60.7] | (4,486) | (34.7) | 16,362 | [62.7] |
| | Total | 20,323 | 8.2 | 13,899 | 5.6 | (6,424) | (31.6) | 26,106 | 7.4 |
| Sum total | Civil engineering | 86,035 | [34.7] | 100,763 | [40.7] | 14,728 | 17.1 | 124,314 | [35.4] |
| | Building construction | 162,172 | [65.3] | 146,538 | [59.3] | (15,633) | (9.6) | 227,213 | [64.6] |
| | Total | 248,207 | 100.0 | 247,302 | 100.0 | (905) | (0.4) | 351,527 | 100.0 |

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

| Category | | For the nine months ended December 31, 2019 | | For the nine months ended December 31, 2020 | | Increase/decrease | | Results for the fiscal year ended March 31, 2020 | |
|---|---|---|---|---|---|---|---|---|---|
| | | Amount | % | Amount | % | Amount | % change | Amount | % |
| Domestic civil engineering | Government sector | 138,625 | [43.2] | 128,384 | [43.8] | (10,241) | (7.4) | 157,893 | [46.5] |
| | Private sector | 181,995 | [56.8] | 164,634 | [56.2] | (17,361) | (9.5) | 181,619 | [53.5] |
| | Total | 320,621 | 58.7 | 293,019 | 66.5 | (27,602) | (8.6) | 339,512 | 62.1 |
| Domestic building construction | Government sector | 25,797 | [13.9] | 28,775 | [23.1] | 2,977 | 11.5 | 20,589 | [12.0] |
| | Private sector | 159,714 | [86.1] | 95,877 | [76.9] | (63,837) | (40.0) | 150,900 | [88.0] |
| | Total | 185,512 | 34.0 | 124,652 | 28.3 | (60,859) | (32.8) | 171,489 | 31.4 |
| Domestic | Government sector | 164,423 | [32.5] | 157,159 | [37.6] | (7,263) | (4.4) | 178,482 | [34.9] |
| | Private sector | 341,710 | [67.5] | 260,511 | [62.4] | (81,198) | (23.8) | 332,519 | [65.1] |
| | Total | 506,133 | 92.7 | 417,671 | 94.7 | (88,461) | (17.5) | 511,002 | 93.5 |
| Overseas | Civil engineering | 25,604 | [63.8] | 19,350 | [83.5] | (6,253) | (24.4) | 24,607 | [68.9] |
| | Building construction | 14,518 | [36.2] | 3,821 | [16.5] | (10,697) | (73.7) | 11,089 | [31.1] |
| | Total | 40,123 | 7.3 | 23,171 | 5.3 | (16,951) | (42.2) | 35,696 | 6.5 |
| Sum total | Civil engineering | 346,225 | [63.4] | 312,369 | [70.9] | (33,855) | (9.8) | 364,119 | [66.6] |
| | Building construction | 200,031 | [36.6] | 128,473 | [29.1] | (71,557) | (35.8) | 182,578 | [33.4] |
| | Total | 546,256 | 100.0 | 440,843 | 100.0 | (105,413) | (19.3) | 546,698 | 100.0 |

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

| Category | For the nine months ended December 31, 2019 | For the nine months ended December 31, 2020 | Increase/decrease | | Results for the fiscal year ended March 31, 2020 |
|---|---|---|---|---|---|
| | Amount | Amount | Amount | % change | Amount |
| Other businesses | 3,262 | 2,758 | (503) | (15.4) | 4,918 |