3Q / 61st Term (2023)
Financial Results

Published on November 10, 2023

CTI Engineering Co., Ltd.

3Q / 61st Term – Results Outline (Consolidated)

- **Orders received amount increased**
  9.0% YoY to 76,800 million yen
- **Sales amount increased**
  12.3% YoY to 69,000 million yen
- **Operating income increased**
  27.9% YoY to 8,300 million yen

Increase in orders received, sales, and income

- Strong results for orders received in the Domestic and Overseas businesses
- Continued strength in the Domestic business, with a large YoY increase in sales & income
- Full FY forecast revised upward

(JPY Million)

	3Q 60th Term 2022	**3Q 61st Term 2023**	Change (%)	**61st Term 2023 (FY Forecast)**	Progress vs. Forecast (%)
Orders Received	70,459	**76,831**	+9.0	**91,000**	84.4
Sales Amount	61,446	**69,015**	+12.3	**91,000**	75.8
Operating Income	6,513	**8,331**	+27.9	**9,700**	85.9
OI Margin	10.6%	**12.1%**	+1.5pt	**10.7%**	–
Ordinary Profit	6,689	**8,438**	+26.2	**9,800**	86.1
Net Income Attributable to Owners of the Parent	4,516	**6,122**	+35.6	**7,000**	87.5

Copyright © 2023 CTI Engineering Co., Ltd. All Rights Reserved.

3Q / 61st Term – Results Outline (Non-Consolidated)

- **Orders received amount increased** 6.2% YoY to 48,200 million yen
- **Sales amount increased** 12.3% YoY to 42,800 million yen
- **Operating income increased** 29.5% YoY to 7,300 million yen

Increase in orders received, sales, and income

- Continued strength in terms of orders, thanks to demand within the scope of five-year accelerated measures to prevent/mitigate natural disasters and strengthen national land resilience (through to FY 2025)
- Increase in project unit value and larger contract lot sizes led to productivity improvements and higher profit margins

(JPY Million)

	3Q 60th Term 2022	**3Q 61st Term 2023**	Change (%)	**61st Term 2023 (FY Forecast)**	Progress vs. Forecast (%)
Orders Received	45,401	**48,224**	+6.2	**53,000**	91.0
Sales Amount	38,151	**42,830**	+12.3	**57,000**	75.1
Operating Income	5,657	**7,327**	+29.5	**8,650**	84.7
OI Margin	14.8%	**17.1%**	+2.3pt	**15.2%**	–
Ordinary Profit	5,894	**7,597**	+28.9	**8,950**	84.9
Net Income	4,054	**5,630**	+38.9	**6,500**	86.6

Copyright © 2023 CTI Engineering Co., Ltd. All Rights Reserved.

Domestic Consulting Engineering Business

- **Orders received amount increased** 5.4% YoY to 53,200 million yen
- **Sales amount increased** 11.2% YoY to 48,000 million yen
- **Operating income increased** 32.4% YoY to 7,700 million yen

Strong order numbers; Increase in sales & income

- The Construction Management Sector succeeded in growing CM projects from local Government
- Continued favorable strong results in the Water & Land and Construction Management Sectors, leading to increases in sales and income, and a higher operating income margin

(JPY Million)

	3Q 60th Term 2022	**3Q 61st Term 2023**	Change (%)	**61st Term 2023 (FY Forecast)**	Progress vs. Forecast (%)
Orders Received	50,572	**53,282**	+5.4	**60,000**	88.8
Sales Amount	43,188	**48,034**	+11.2	**64,000**	75.1
Operating Income	5,817	**7,704**	+32.4	**9,000**	85.6
OI Margin	13.5%	**16.0%**	+2.5pt	**14.1%**	–

Copyright © 2023 CTI Engineering Co., Ltd. All Rights Reserved.

Overseas Consulting Engineering Business

- **Orders received amount increased** 18.4% YoY to 23,500 million yen
- **Sales amount increased** 14.9% YoY to 20,900 million yen
- **Operating income decreased** 8.4% YoY to 630 million yen

Strong order performance; Increase in sales

- Strong order performance and increase in sales, originating primarily from Waterman's public-sector related business in the UK
- While the sales amount increased, income was lower due to salary increases, etc.

(JPY Million)

	3Q 60th Term 2022	3Q 61st Term 2023	Change (%)	61st Term 2023 (FY Forecast)	Progress vs. Forecast (%)
Orders Received	19,887	23,548	+18.4 (+4.3)	31,000	76.0
Sales Amount	18,257	20,981	+14.9 (+8.6)	27,000	77.7
Operating Income	689	631	-8.4	700	90.3
OI Margin	3.8%	3.0%	-0.8pt	2.6%	-

* Orders received amount include a foreign currency translation of our overseas subsidiaries' order balance as of the end of the period in review.

The change percentage shown in brackets represents the percentage excluding the above-mentioned foreign currency translations.

Copyright © 2023 CTI Engineering Co., Ltd. All Rights Reserved.

61st Term (2023) EoFY Forecast (Consolidated / Non-Consolidated)

- **Raised consolidated and non-consolidated full fiscal year guidance and raised the dividend forecast to 150 yen/share**

(JPY Million)

		60th Term 2022 (LFY Realized)	61st Term 2023 (Aug. 14 Forecast)	**61st Term 2023 (Rev. Forecast)**	Change (%) (YoY)	Change (%) vs. Aug. 14 Forecast
Consolidated	Orders Received	85,887	**87,000**	**91,000**	+6.0	+4.6
	Sales Amount	83,485	**87,000**	**91,000**	+9.0	+4.6
	Operating Income	8,017	**8,500**	**9,700**	+21.0	+14.1
	OI Margin	9.6%	**9.8%**	**10.7%**	+1.1pt	+0.9pt
	Ordinary Profit	8,235	**8,600**	**9,800**	+19.0	+14.0
	Net Income	5,874	**6,300**	**7,000**	+19.2	+11.1
Non-consolidated	Orders Received	51,226	**53,000**	**53,000**	+3.5	–
	Sales Amount	51,359	**55,000**	**57,000**	+11.0	+3.6
	Operating Income	6,705	**7,600**	**8,650**	+29.0	+13.8
	OI Margin	13.1%	**13.8%**	**15.2%**	+2.1pt	+1.4pt
	Ordinary Profit	7,024	**7,800**	**8,950**	+27.4	+14.7
	Net Income	5,167	**5,800**	**6,500**	+25.8	+12.1
	Dividends	100 yen	**100 yen**	**150 yen**	+50.0	+50.0

Copyright © 2023 CTI Engineering Co., Ltd. All Rights Reserved.

61st Term (2023) EoFY Forecasts (Segment)

- **Raised the sales forecast in the Domestic & Overseas segments; Raised the income forecast in the Domestic segment**

(JPY Million)

Segment	Item	60th Term 2022 (LFY Realized)	61st Term 2023 (Aug. 14 Forecast)	**61st Term 2023 (Rev. Forecast)**	Change (%) (YoY)	Change (%) vs. Aug. 14 Forecast
Domestic Segment	Orders Received	58,191	**60,000**	**60,000**	+3.1	–
	Sales Amount	58,160	**62,000**	**64,000**	+10.0	+3.2
	Op. Income	6,885	**7,800**	**9,000**	+30.7	+15.4
	OI Margin	11.8%	**12.6%**	**14.1%**	+2.3pt	+1.5pt
Overseas Segment	Orders Received	27,696	**27,000**	**31,000**	+11.9	+14.8
	Sales Amount	25,325	**25,000**	**27,000**	+6.6	+8.0
	Op. Income	1,131	**700**	**700**	-38.1	–
	OI Margin	4.5%	**2.8%**	**2.6%**	-1.9pt	-0.2pt
Total	Orders Received	85,887	**87,000**	**91,000**	+6.0	+4.6
	Sales Amount	83,485	**87,000**	**91,000**	+9.0	+4.6
	Op. Income *	8,017	**8,500**	**9,700**	+21.0	+14.1
	OI Margin	9.6%	**9.8%**	**10.7%**	+1.1pt	+0.9pt

*Operating income total figures presented following inter-segment adjustments

Copyright © 2023 CTI Engineering Co., Ltd. All Rights Reserved.

Disclaimer

- Any forward-looking statements as part of information disclosed by the Company, such as (but not restricted to) information pertaining to future plans, outlooks, management strategy, etc., are based on the information available at the time of disclosure and/or on certain assumptions deemed reasonable.
  As such, these contain risks and uncertainties related to changes in the state of the economy, government policies impacting the Company's businesses, changes to the tax code and/or other regulatory changes, and/or in the international status quo.
- Realized results may differ materially from the aforementioned forward-looking statements, due to a variety of factors and causes.

CTI Engineering Co., Ltd.

3-21-1 Nihombashi Hamacho, Chuo-ku, Tokyo (9621 TSE Prime)

Representative Director and President, CEO
Tetsumi Nakamura

Contact: Naoto Suzuki-Director, Managing Executive Officer
TEL: 03-3668-4125

Copyright © 2023 CTI Engineering Co., Ltd. All Rights Reserved.

3Q/61st Term (2023)
Financial Results
〔Supplementary Data〕

CTI Engineering Co., Ltd.

1. Orders received (non-consolidated)

(1) Monthly Orders Received

(JPY Million, rounded down to the nearest million, %)

item / mouth	Our Company						consulting engineering (50 companies)※					
	2021		2022		2023		2021		2022		2023	
	Amount	Change YoY	Amount	Change YoY	Amount	Change YoY	Amount	Change YoY	Amount	Change YoY	Amount	Change YoY
Jan.	1,751	-11.5	2,601	48.5	2,468	-5.1	23,114	-26.4	22,956	-0.7	22,746	-0.9
Feb.	3,040	25.8	3,489	14.8	3,166	-9.3	31,677	-0.3	32,633	3.0	38,771	18.8
Mar.	8,217	17.1	9,676	17.7	11,106	14.8	73,620	22.2	75,636	2.7	81,481	7.7
Apr.	8,519	10.4	8,931	4.8	9,851	10.3	105,784	8.1	86,832	-17.9	89,173	2.7
May	4,980	72.0	4,927	-1.1	4,571	-7.2	46,104	-1.8	49,640	7.7	54,842	10.5
Jun.	6,182	7.3	5,118	-17.2	5,562	8.7	79,311	4.5	74,485	-6.1	77,547	4.1
Jul.	5,394	16.6	4,287	-20.5	4,279	-0.2	63,279	-6.9	63,407	0.2	70,025	10.4
Aug.	3,620	-11.7	3,476	-4	3,615	4.0	53,518	0.0	51,127	-4.5	62,736	22.7
Sept.	4,134	15.3	2,892	-30	3,603	24.6	51,477	-7.5	52,860	2.7	54,777	3.6
Oct.	2,566	-23.3	1,970	-23.2			37,358	-20	40,218	7.7		
Nov.	1,900	6.8	1,631	-14.2			30,885	-1.2	31,772	2.9		
Dec.	3,123	172.1	2,222	-28.8			33,924	7.0	35,675	5.2		

（※Note） Source："Dynamic Survey of Construction-Related Industries, etc. (50 construction consultant companies)" published Ministry of Land, Infrastructure, Transport and Tourism

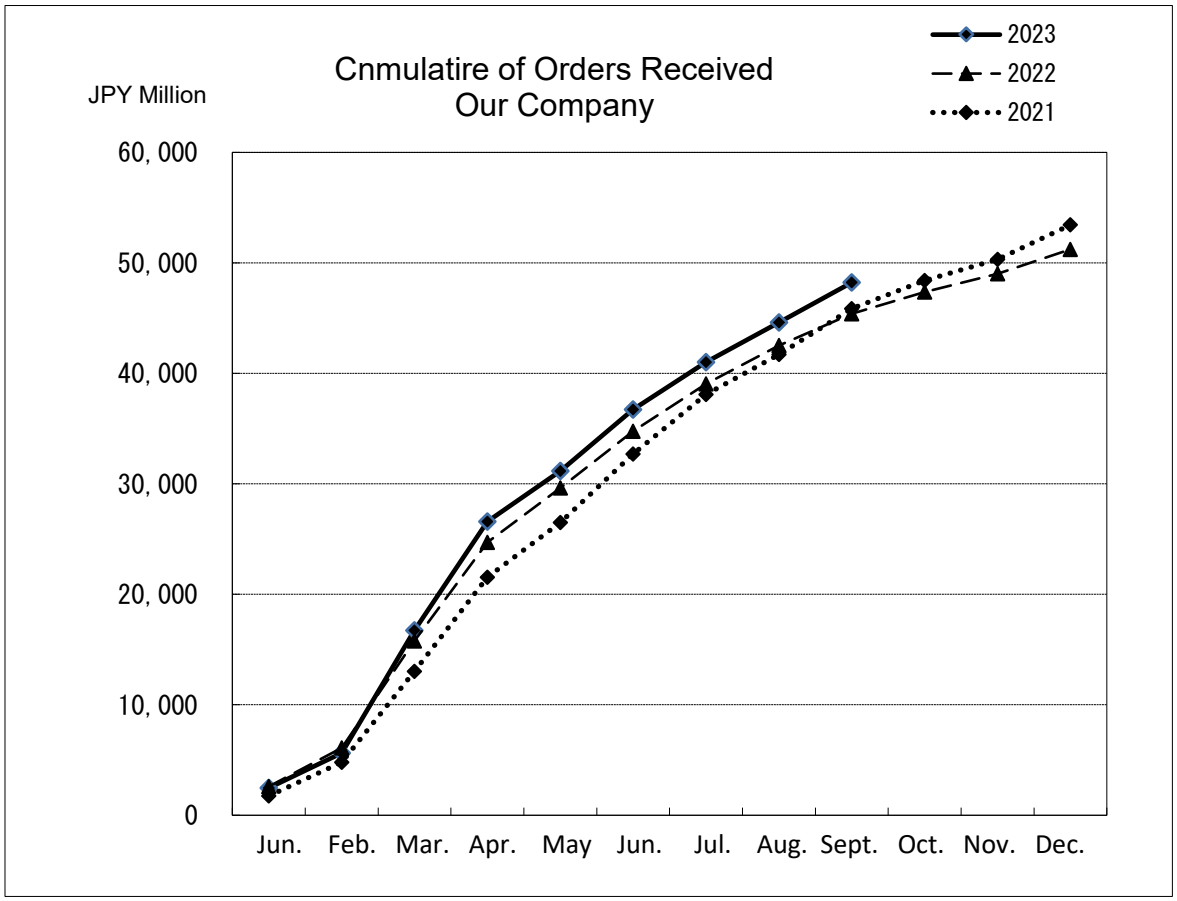
(2) Cnmulatire of Orders Received

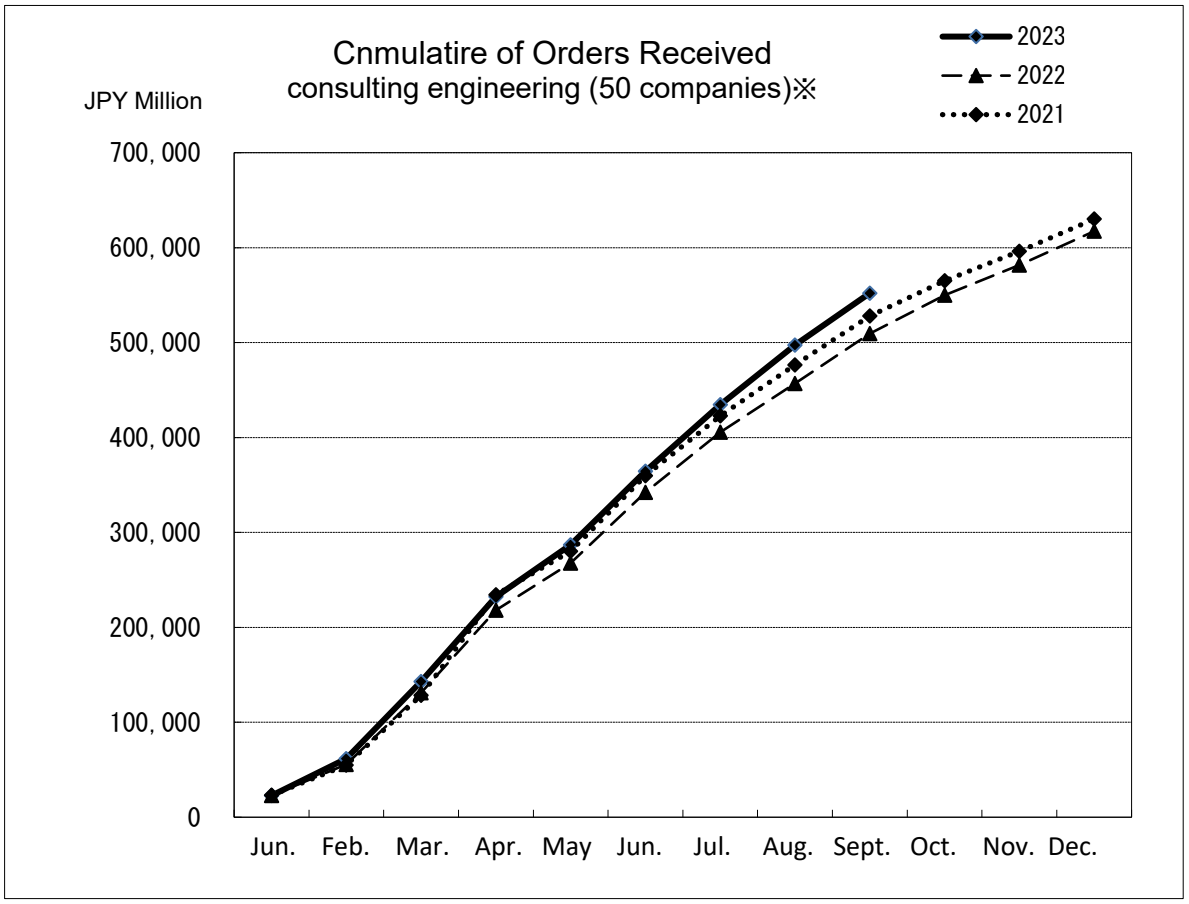
(JPY Million, rounded down to the nearest million, %)

item / month	Our Company						consulting engineering (50 companies)※					
	2021		2022		2023		2021		2022		2023	
	Amount	Change YoY	Amount	Change YoY	Amount	Change YoY	Amount	Change YoY	Amount	Change YoY	Amount	Change YoY
Jan.	1,751	-11.5	2,601	48.5	2,468	-5.1	23,114	-26.4	22,956	-0.7	22,746	-0.9
Feb.	4,792	9.0	6,091	27.1	5,635	-7.5	54,791	-13.3	55,589	1.5	61,517	10.7
Mar.	13,010	14.0	15,767	21.2	16,741	6.2	128,411	4.0	131,225	2.2	142,998	9.0
Apr.	21,529	12.6	24,699	14.7	26,592	7.7	234,195	5.8	218,057	-6.9	232,171	6.5
May	26,509	20.4	29,627	11.8	31,164	5.2	280,299	4.5	267,697	-4.5	287,013	7.2
Jun.	32,692	17.7	34,745	6.3	36,726	5.7	359,610	4.5	342,182	-4.8	364,560	6.5
Jul.	38,087	17.5	39,032	2.5	41,005	5.1	422,889	2.6	405,589	-4.1	434,585	7.1
Aug.	41,708	14.2	42,509	1.9	44,621	5.0	476,407	2.3	456,716	-4.1	497,321	8.9
Sept.	45,843	14.3	45,401	-1	48,224	6.2	527,884	1.3	509,576	-3.5	552,098	8.3
Oct.	48,409	11.4	47,372	-2.1			565,242	-0.5	549,794	-2.7		
Nov.	50,310	11.2	49,003	-2.6			596,127	-0.5	581,566	-2.4		
Dec.	53,433	15.2	51,226	-4.1			630,051	-0.1	617,241	-2		

※Refernce : Cnmulatire of Orders Received (Consolidated)(JPY Million, rounded down to the nearest million, %)

	2021		2022		2023	
	Amount	Change YoY	Amount	Change YoY	Amount	Change YoY
Nine Months (Jan.-Sept.)	67,503	20.4	70,459	4.4	76,831	9.0
Twelve Months (Jan.-Dec.)	84,448	22.2	85,887	1.7		





（※Note） Source： "Dynamic Survey of Construction-Related Industries, etc. (50 consulting engineering companies)" published Ministry of Land, Infrastructure, Transport and Tourism