2Q/ 62nd Term(2024)

Financial Results

Aug 13, 2024

CTI Engineering Co., Ltd.

Enriching life through engineering

1. Financial Results 2Q/62nd Term (2024)
2. 62nd Term (2024) End of Fiscal Year Forecasts
3. Challenges and Outlook for 2nd half
Appendix



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1. Financial Results 2Q/62nd Term (2024)
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3. Challenges and Outlook for 2nd half
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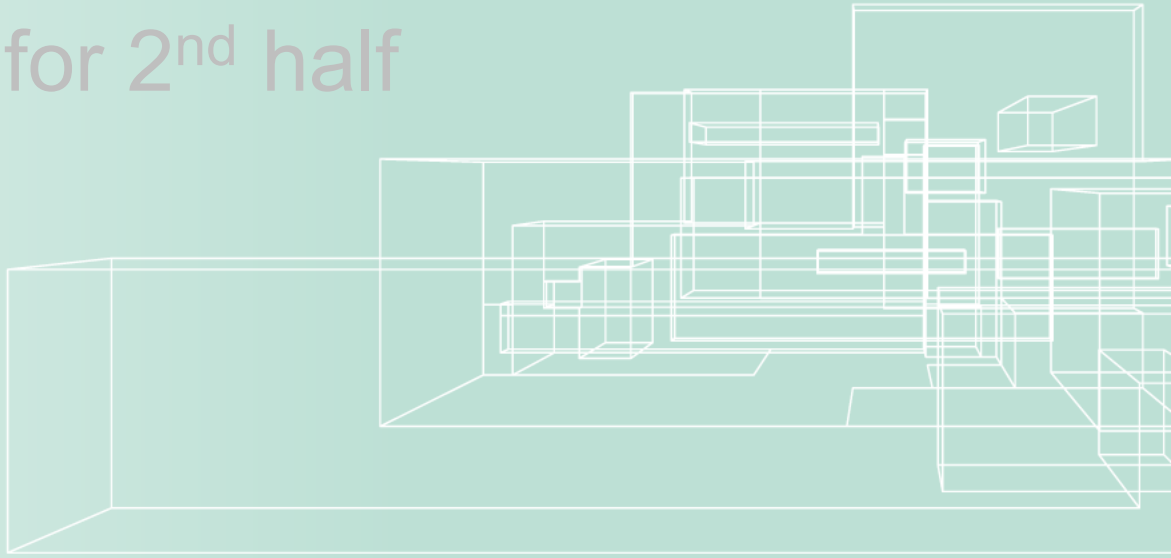

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2Q/62nd Term-Financial Highlight（Consolidated）

In the 1st half of the FY2024, Orders Received, Sales and Operating Income exceeded expectations in the 1st half.
In the 2nd half, Orders Received, Sales and Operating Income are expected to progress as previous years, so we announced the revision to financial results forecast based on the good performance in the 1st half.

Orders Received

54,545 JPY million

YoY 58,923JPY million
Rate of change ▲7.4%

Sales

50,746 JPY million

YoY 47,623 JPY million
Rate of change ＋6.6 %

Operating Income

6,789 JPY million

YoY 7,166 JPY million
Rate of change ▲5.3 %

Net Income Attributable to Owners of the Parent

4,883 JPY million

YoY 5,289 JPY million
Rate of change ▲7.7 %

Orders Received	Exceeded previous full fiscal year forecast in the 1st half, . Regard to the situation in the 2nd half, we plan to take orders received while considering the workload of engineers as initial policy.
Sales	In the 1st half, we achieved Sales that exceeded those of the same period of the previous FY, thanks to better-than-expected progress in1Q. Operation of the Water & Land Business Sector especially progressed better than expected.
Operating Income	We achieved better profits than expected for the 1st half of the FY2024. This is because many high-profit, large-scale projects progressed in1Q.

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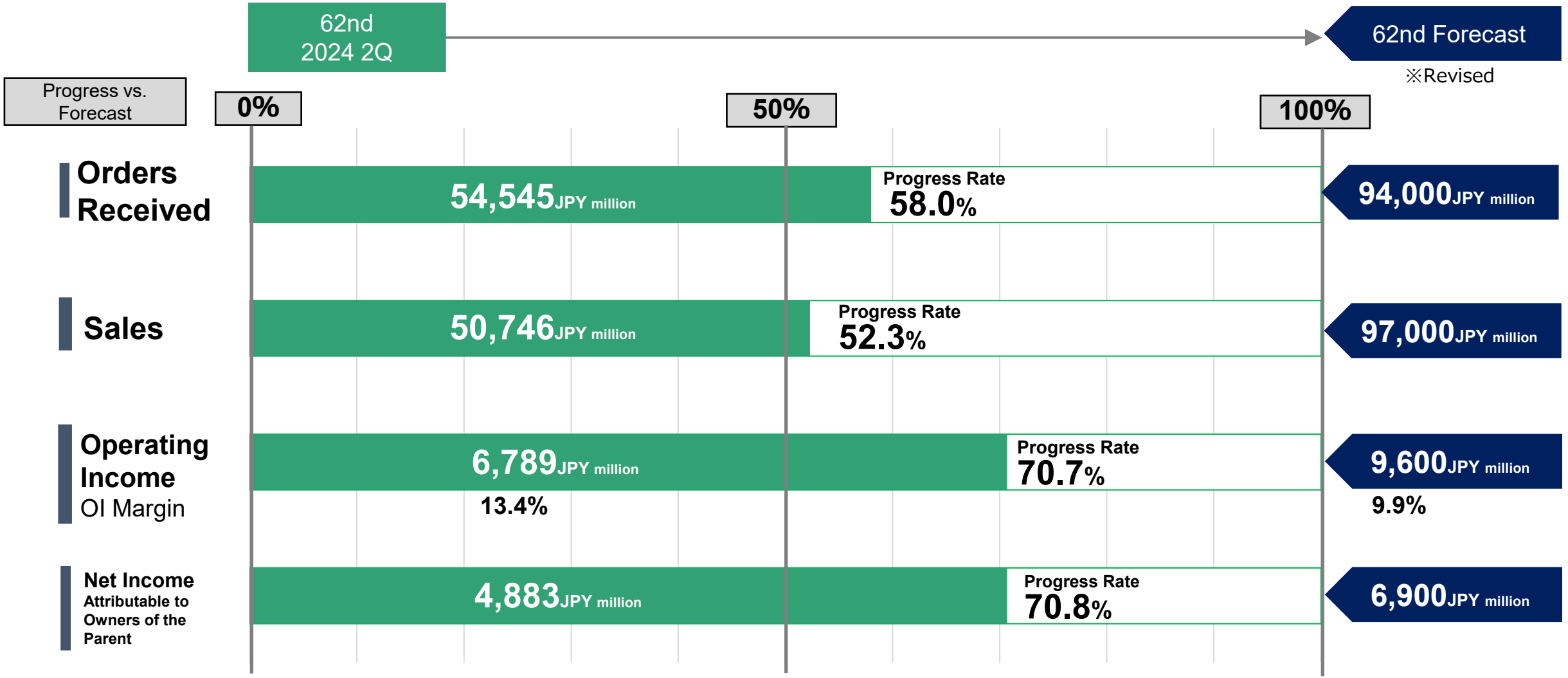
2Q/62nd Term-Financial Highlight （Progress vs. Forecast）

OI and NI achieved about 70% of Revised full fiscal year plan.
The situation in the 2nd half is uncertain because of overseas economic trends and uncertain exchange rates, unless we expected to progress at the same level as the previous year.



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2Q/62nd Term-Results Outline (Consolidated)

(JPY million)

Item	61st Term 2023 2Q	62nd Term 2024 2Q			62nd Term 2024 (FY Forecast) ※ Revised	
			Change(¥) (YoY)	Change(%) (YoY)		Progress vs. Forecast (%)
Orders Received	58,923	54,545	-4,378	-7.4%	93,000	58.6%
Sales	47,623	50,746	+3,122	+6.6%	97,000	52.3%
Operating Income	7,166	6,789	-376	-5.3%	9,600	70.7%
OI Margin	15.0%	13.4%	-	-1.7pt	9.9%	-
Ordinary Profit	7,287	6,853	-434	-6.0%	9,700	70.7%
Net Income Attributable to Owners of the Parent	5,286	4,883	-405	-7.7%	6,900	70.8%

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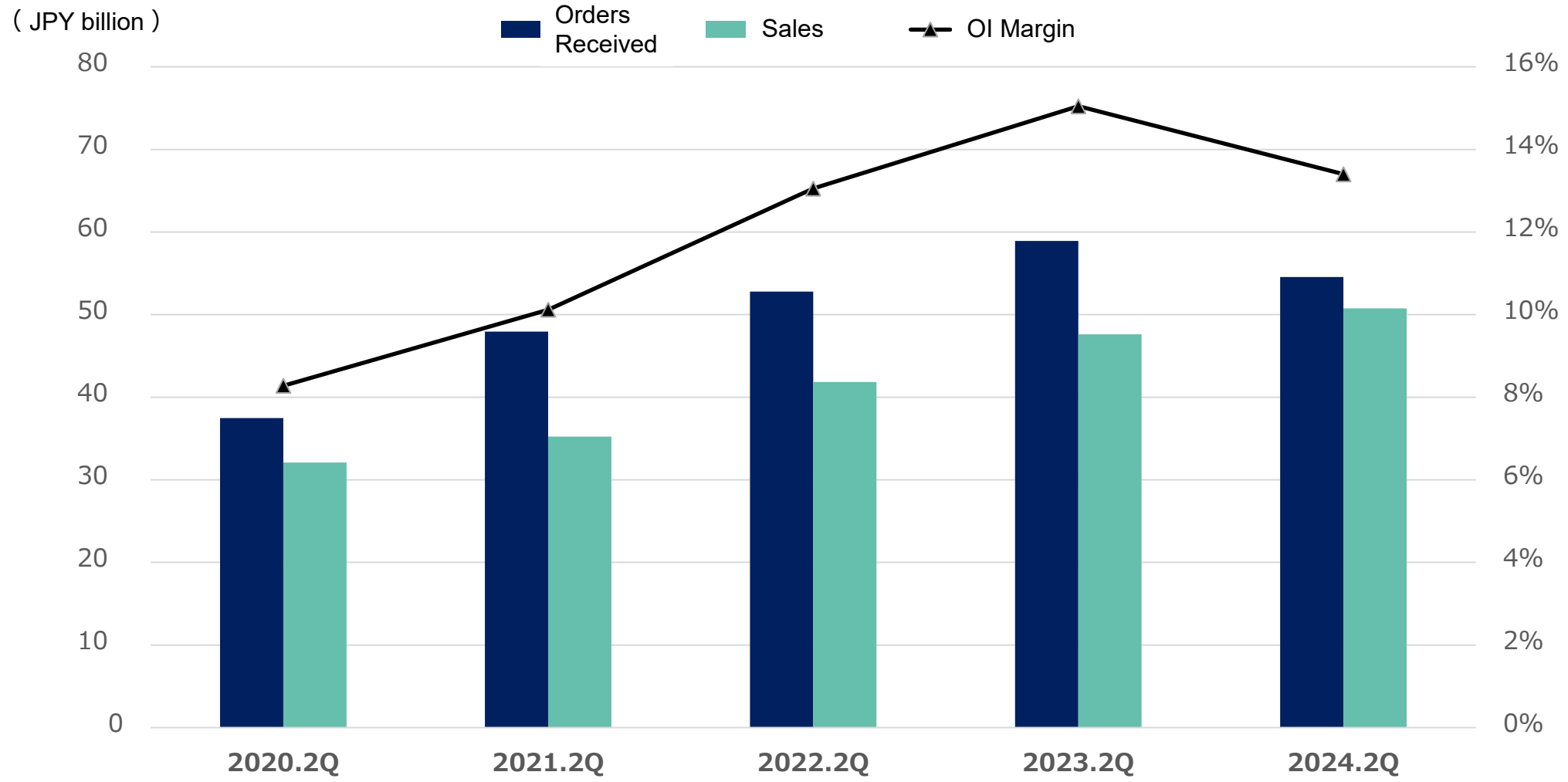
(Reference) Changes in Orders Received, Sales, and Operating Income in the 1st Half (Consolidated)

Orders received decreased slightly YoY due to a decrease in large-scale operations with multi-year contracts and a reduction in labor load.
Sales increased due to the better progress than expected in the 1Q
Operating income margin decreased due to an increase in the number of employees, wage increases, price increases, etc.



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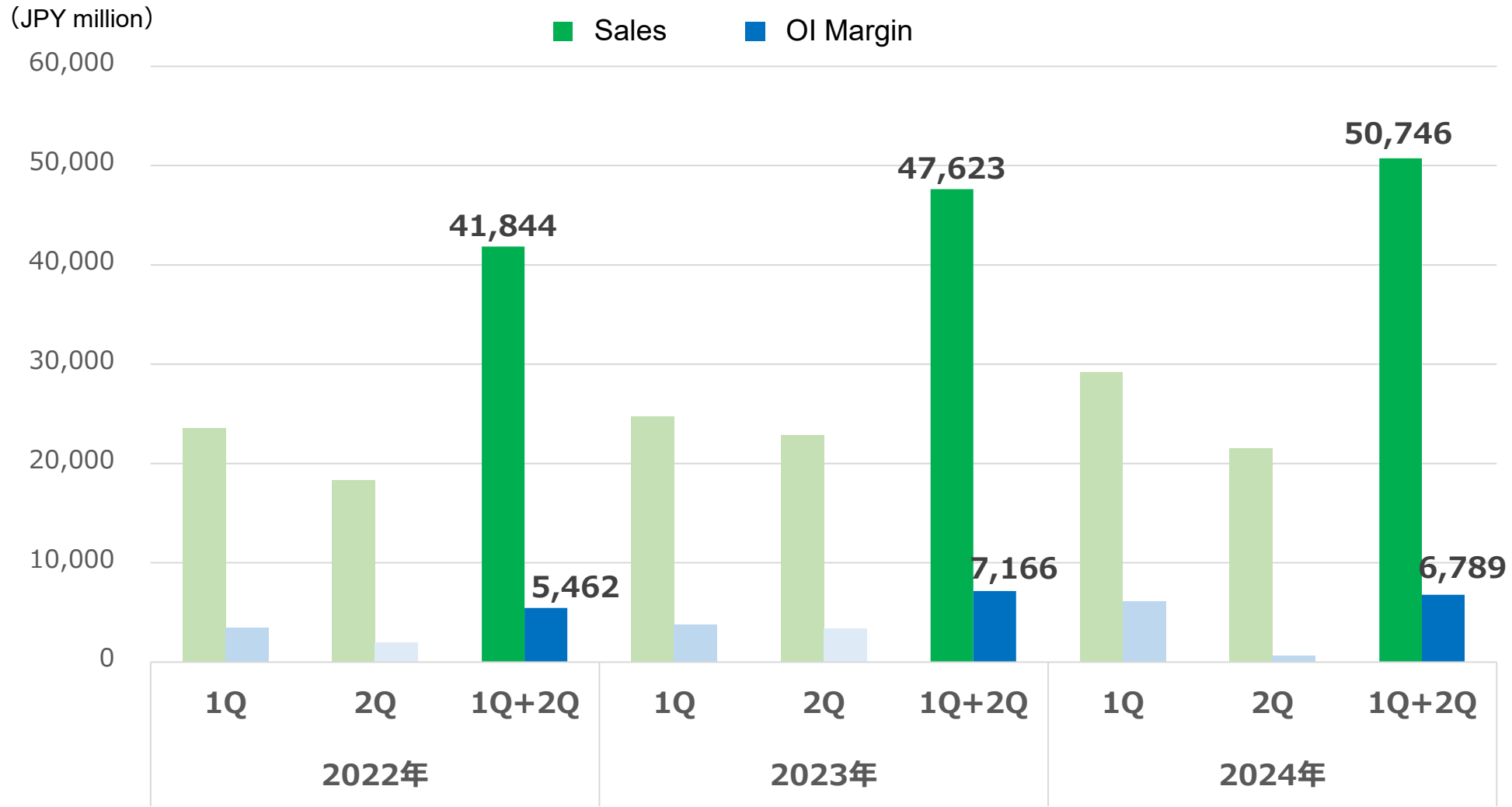
(Reference) Sales and Operating Income for the First Half (Consolidated)

CTI Group has a large number of public projects, leading work progress clustering toward the end of the fiscal year. This, in turn, leads sales and income to cluster in 1Q. (after the adoption of Accounting Standard of Revenue Recognition in 2022)



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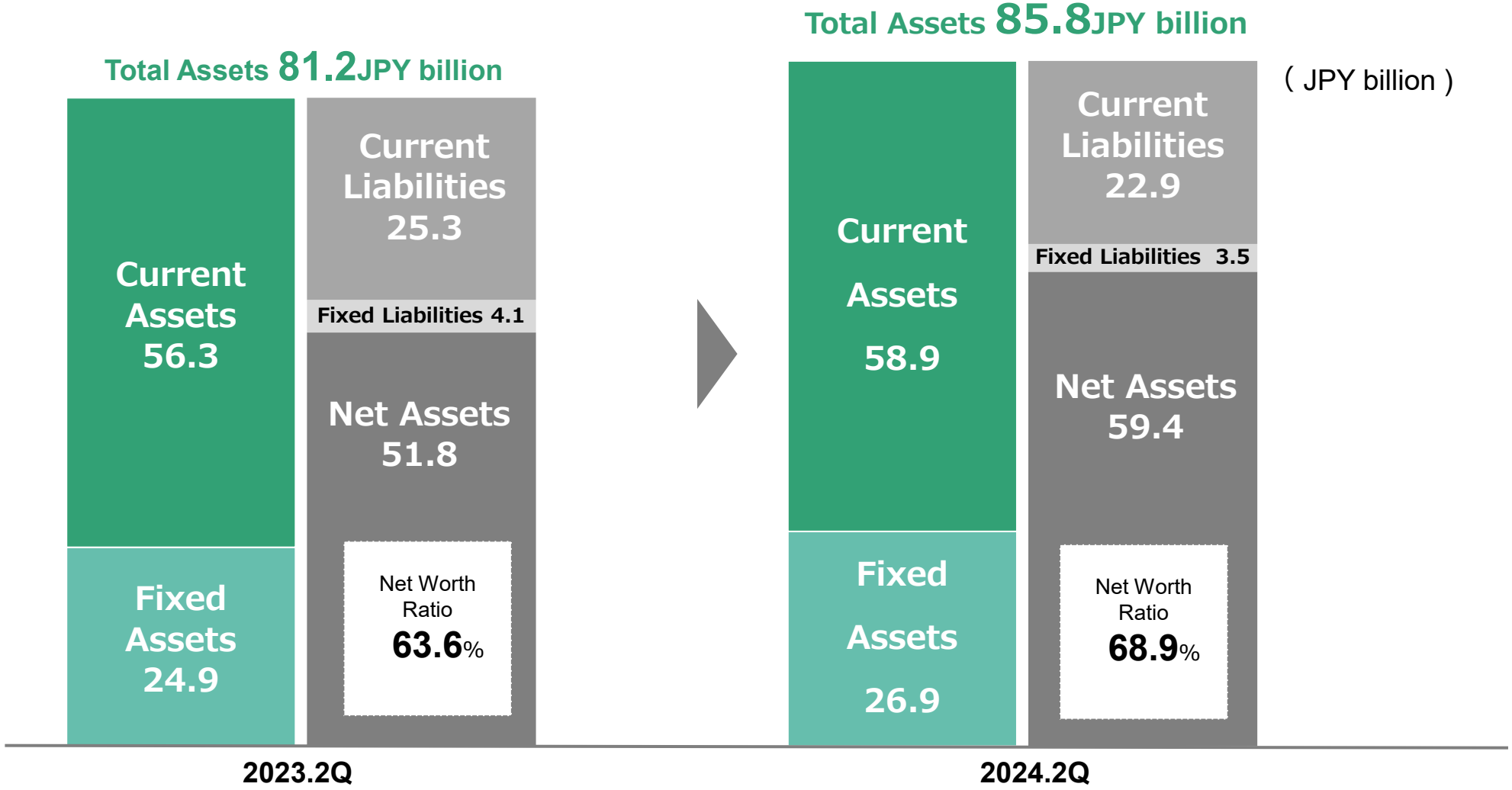
Balance Sheet （Consolidated）

- Assets increased 4.6JPY billion due to an increase in accounts receivable(5.7JPY billion), etc.
- Liabilities decreased 2.9JPY billion due to a decrease in contract liabilities (-4.2JPY billion), etc.
- Net Worth Ratio　68.9%（+5.3pt）



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Orders Received are progressing as planned on initial policy.

Orders Receives progressed to 61.0% of the previous full fiscal year forecast. Regard to the situation in the 2nd half, we plan to take orders received while considering the workload of engineers.
Sales progressed to 53.8% of the full fiscal year forecast, and Operating Income progressed to 74.6% of the full fiscal year forecast.

(JPY million)

Item	61st Term 2023 2Q	62nd Term 2024 2Q			62nd Term 2024 (FY Forecast) ※ Revised	
			Change(¥) (YoY)	Change(%) (YoY)		Progress vs. Forecast (%)
Orders Received	40,625	**38,123**	**-2,502**	-6.2%	62,500	61.0%
Sales	34,113	**35,493**	**+1,379**	+4.0%	66,000	53.8%
Operating Income	6,800	**6,494**	**-305**	-4.5%	8,700	74.6%
OI Margin	19.9%	**18.3%**	-	-1.6pt	13.2%	-

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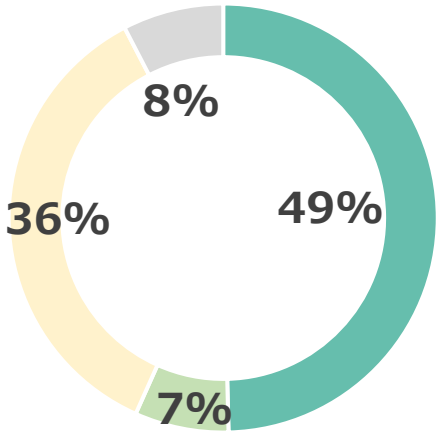
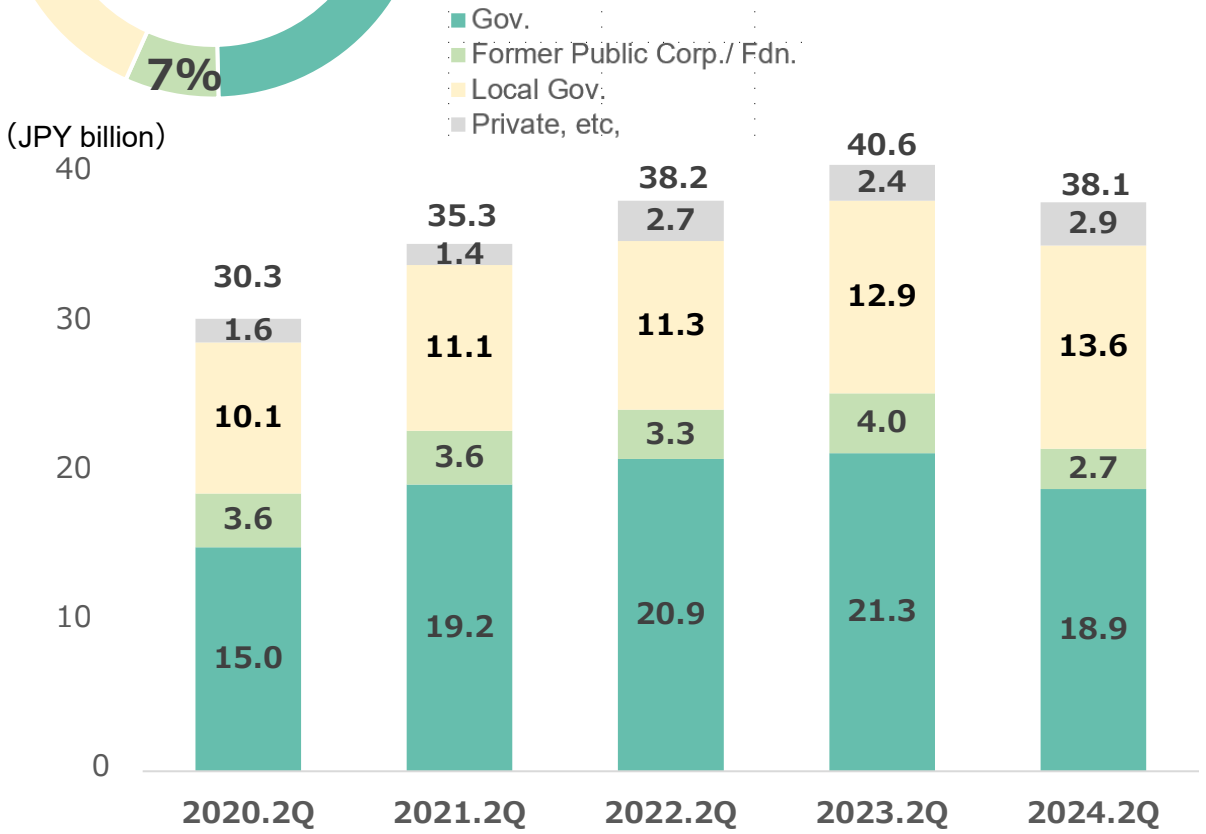
Orders Received Amount Trend (Domestic)

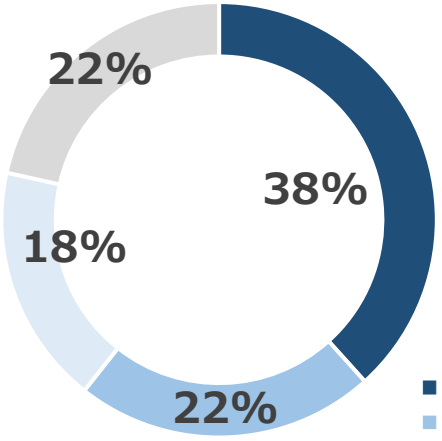
■ Orders Received Amount by Source



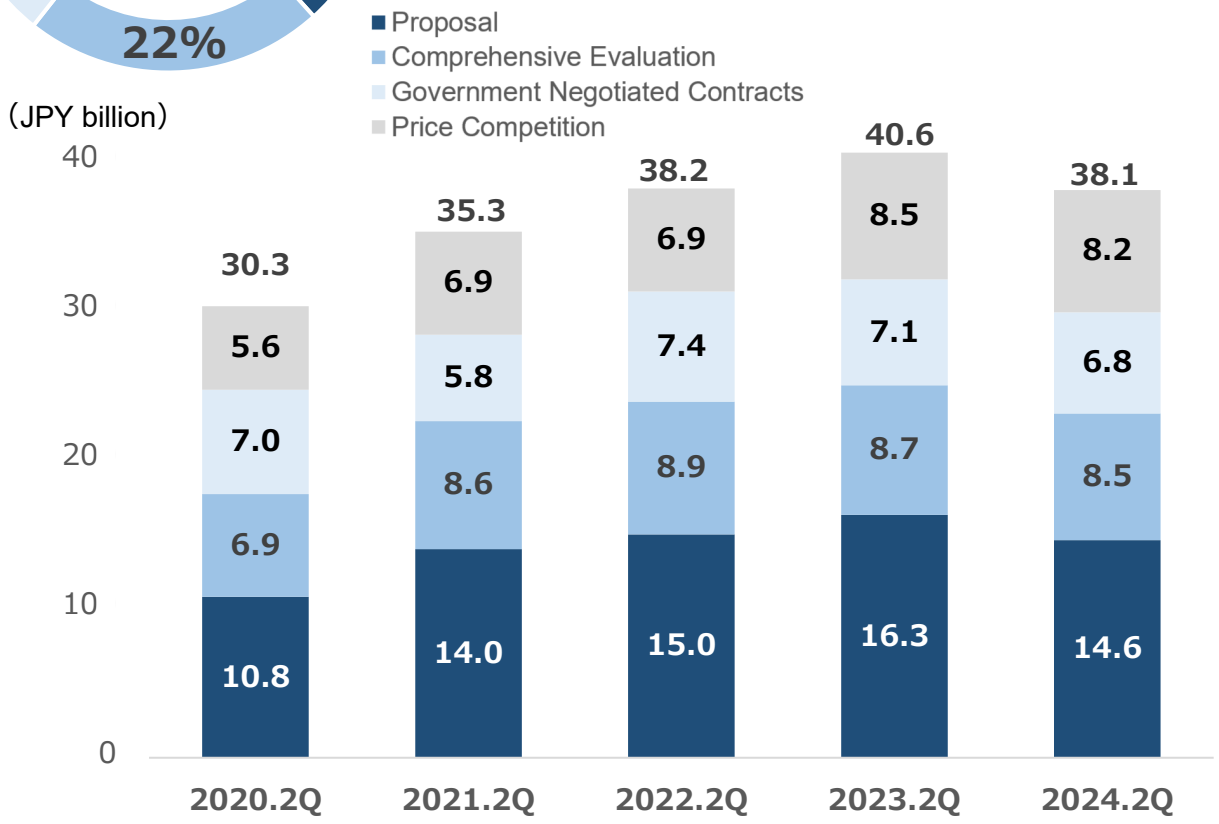
・Decrease from Government, Former Public Corporations and Foundations.
・Slight increase from Local Government and Private, etc.
・Trend of Orders Received Amount by Source is usual as previous years.



■ Orders Received Amount by Contract Method



・Trend of Orders Received Amount by Contract Method unchanged from previous years.
Engineering Competitiveness（Proposal & Comprehensive Evaluation）account for a large share.
・Totally Decrease, especially for Proposal.



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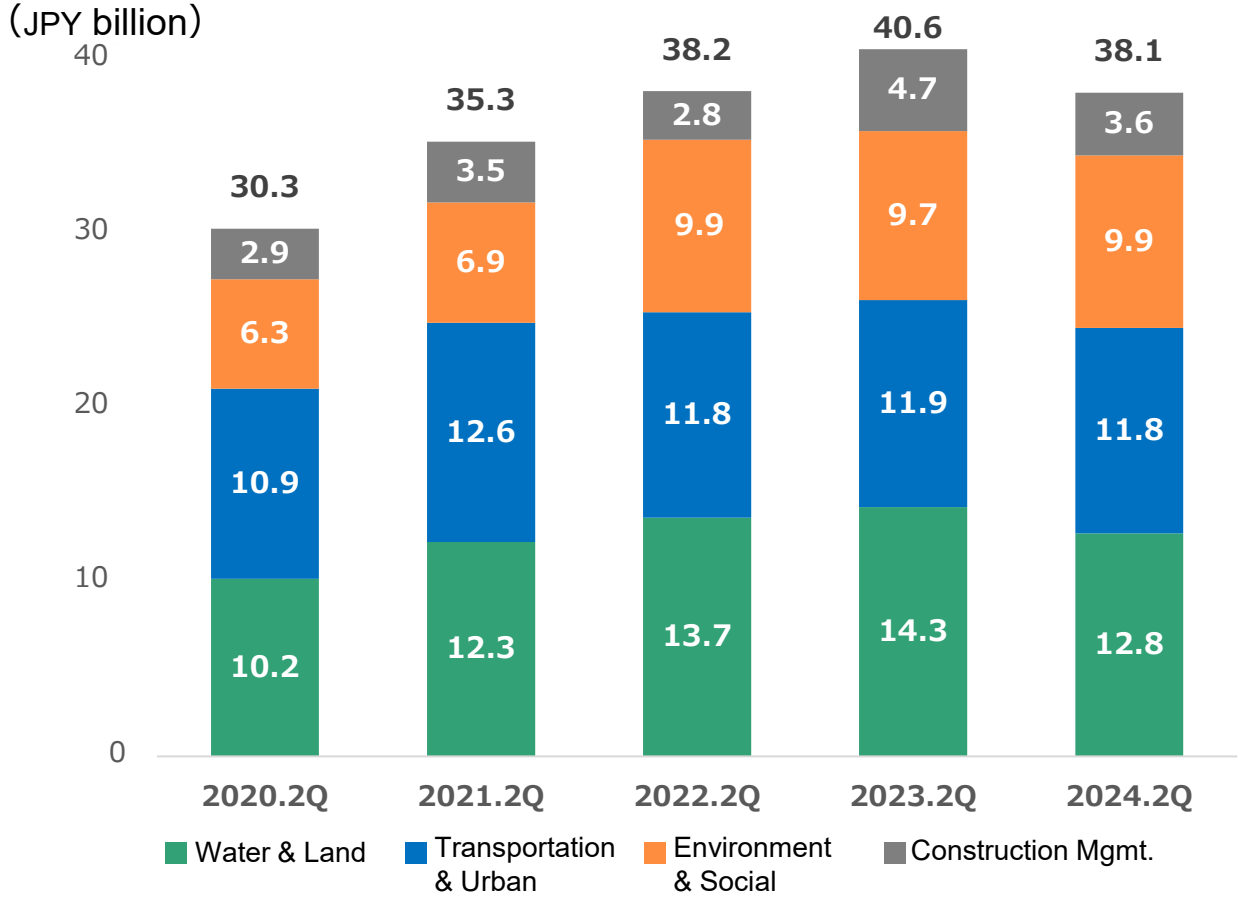
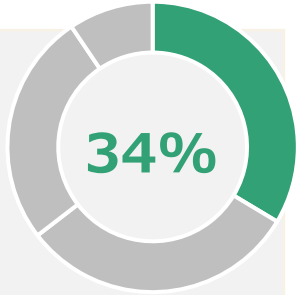
Orders Received Trend (Domestic)

■ Orders Received Amount by Sector

・Trend of Orders Received Amount by Sector unchanged from previous years.
※2023 realized：
Water & Land 36%, Transportation & Urban 31%,
Environment & Social 25%, Construction Management 8%
・Large Decrease in the Water & Land Sector.



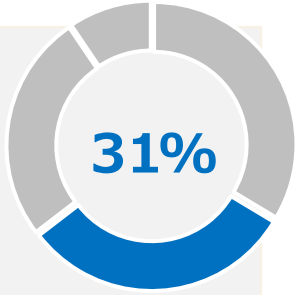
Water & Land Sector



Rivers / Water Resources / Coasts / Ports / Dams / Erosion Control / Water Supply & Sewerage / Mechanical & Electrical Equipment

Orders Received 12,792 JPY million
YoY -10.5%

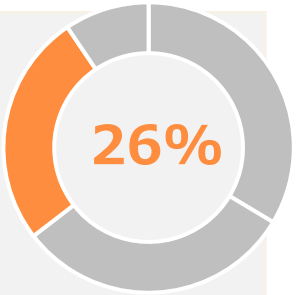
Transportation & Urban Sector



Roads & Transportation / Urban Planning / PFIs & PPPs

Orders Received 11,807 JPY million
YoY -1.2%

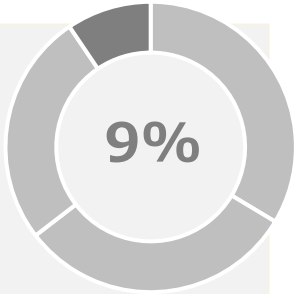
Environment & Social Sector



Information & Telecommunications Technology / Disaster Mitigation / Environment / Geo-environment

Orders Received 9,955 JPY million
YoY +3.0%

Construction Management Sector



Public Procurement Assistance / Construction Management & Exécution Management

Orders Received 3,568 JPY million
YoY -24.2%

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Orders received, Sales, and Operating Income progressed as planned.

Orders Received progressed according to full fiscal year forecast. Orders received progressed to 52.1% of the full fiscal year forecast, Sales progressed to 49.2%, and Operating Income progressed to 33.0%.

(JPY million)

Item	61st Term 2023 2Q	62nd Term 2024 2Q			62nd Term 2024 (FY Forecast) ※ Revised	
			Change(¥) (YoY)	Change(%) (YoY)		Progress vs. Forecast (%)
Orders Received	18,297	**16,421**	**-1,876**	-10.3% (-22.0%)	31,500	52.1%
Sales	13,510	**15,253**	**+1,742**	+12.9% (+0.1%)	31,000	49.2%
Operating Income	377	**296**	**-80**	-21.4%	900	33.0%
OI Margin	2.8%	**1.9%**	-	-0.9pt	2.9%	-

※Orders Received amount includes amount changes from currency fluctuations associated with the end-of –FY order backlog at our overseas subsidiaries.
The figures in parenthesis represent at change percentage excluding the foreign currency adjustment of our overseas subsidiaries.

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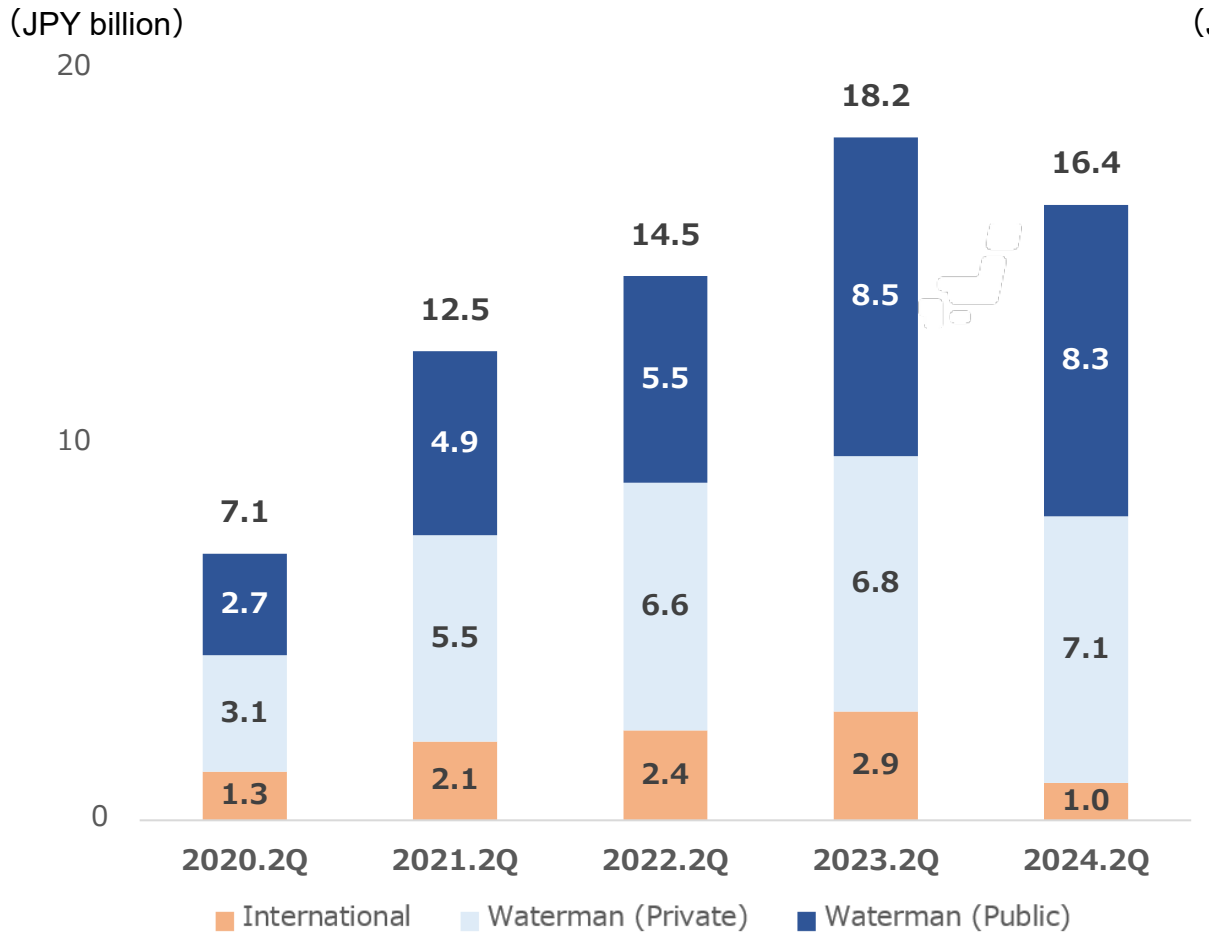
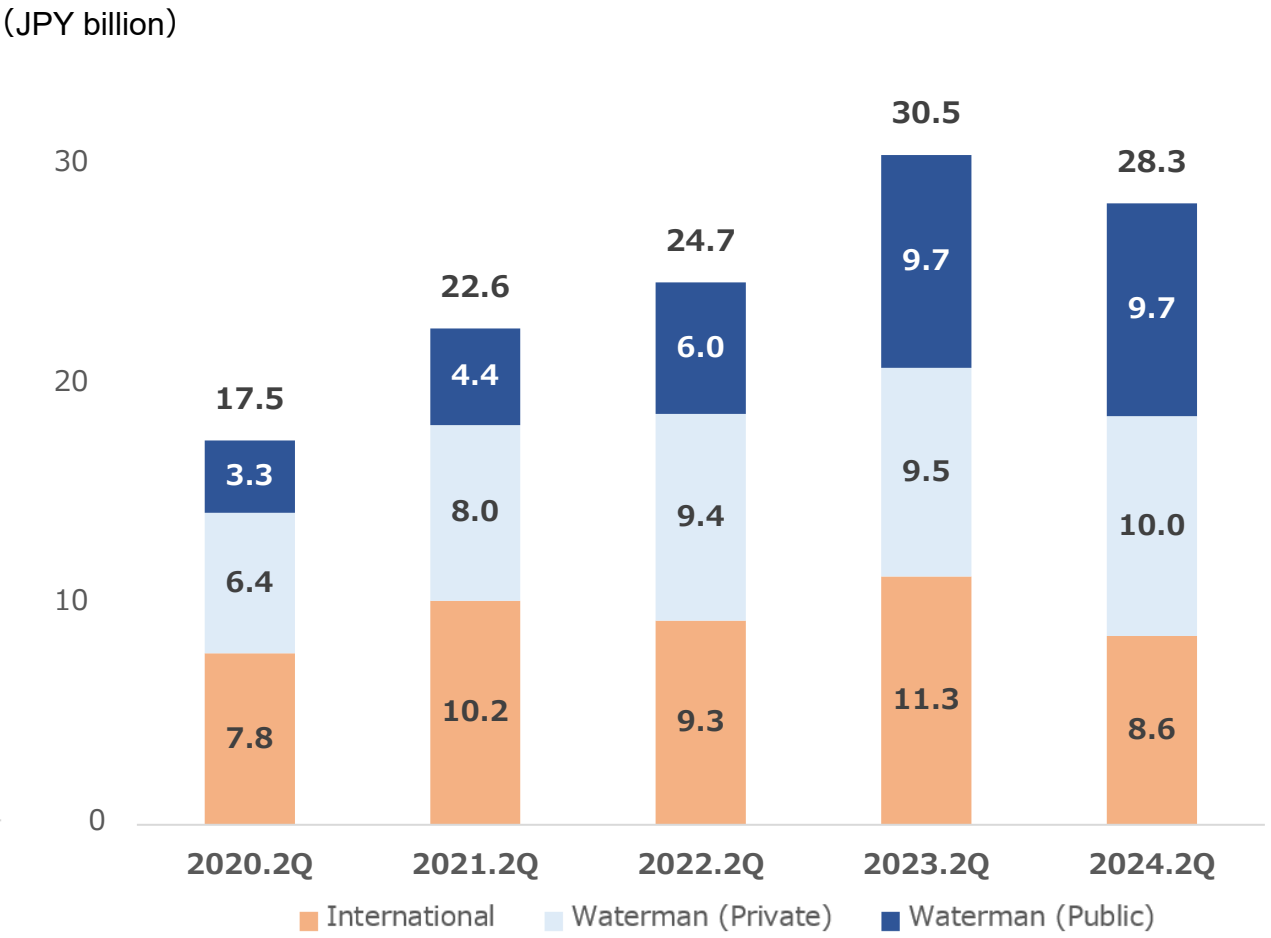
Orders Received Amount Trend (Overseas)

- Orders Received for Waterman are progressing as planned both in the private and public sectors.
  Expected to be tight in the 2nd half of the FY2024 as the economic recovery in Britain and Australia slows.
- CTI International will continue to face a difficult situation due to the delay in winning orders for large-scale projects in the Philippines.

■ Orders Received Amount



■ Trend in Order Balance



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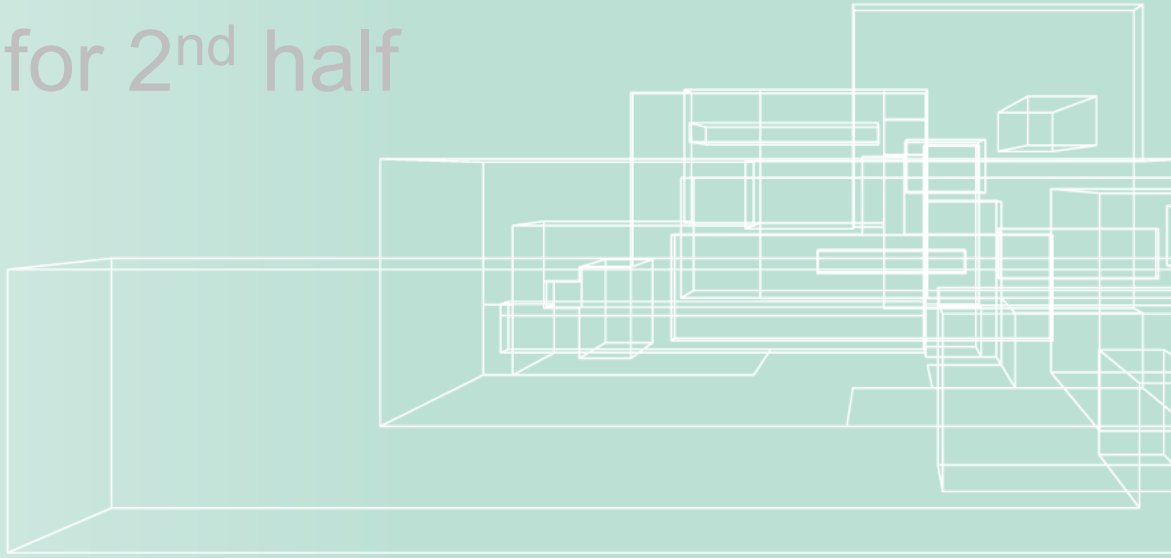

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Raised full fiscal year guidance on both consolidated and non-consolidated basis

In the 1st half of the FY2024, Orders Received, Sales and Operating Income exceeded expectations in the 1st half.
In the 2nd half, Orders Received, Sales and Operating Income are expected to progress as usual, so we announced the revision to financial results forecast based on the good performance in the 1st half.

(JPY million)

Items	62nd Term (2024) Previous Forecast (A)	62nd Term (2024) **Revised Forecast (B)**	62nd Term (2024) Change (B – A)	62nd Term (2024) Percentage Change (%)	61st (2023) LFY Realized
Consolidated					
Sales	89,000	**97,000**	8,000	9.0%	93,057
Operating Income	8,400	**9,600**	1,200	14.3%	10,011
OI Margin	9.4%	**9.9%**	+0.5pt	-	10.8%
Net Income Attributable to Owners of the Parent	6,100	**6,900**	800	13.1%	7,534
Non-Consolidated					
Sales	56,000	**59,000**	3,000	5.4%	57,439
Operating Income	7,500	**8,400**	900	12.0%	8,563
OI Margin	13.4%	**14.2%**	+0.8pt	-	14.9%
Net Income Attributable to Owners of the Parent	5,700	**6,500**	800	14.0%	6,652

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Raised full fiscal year guidance on both domestic and overseas

(JPY million)

Items	62nd Term (2024) Previous Forecast (A)	62nd Term (2024) **Revised Forecast (B)**	Change (B – A)	Percentage Change (%)	61st (2023) LFY Realized
Domestic Segment					
Sales	63,000	**66,000**	3,000	4.8%	64,473
Operating Income	7,700	**8,700**	1,000	13.0%	8,943
OI Margin	63,000	**66,000**	3,000	4.8%	64,473
Overseas Segment					
Sales	63,000	**66,000**	3,000	4.8%	64,473
Operating Income	7,700	**8,700**	1,000	13.0%	8,943
OI Margin	63,000	**66,000**	3,000	4.8%	64,473
Total					
Sales	89,000	**97,000**	8,000	9.0%	93,057
Operating Income	8,400	**9,600**	1,200	14.3%	10,011
OI Margin	9.4%	**9.9%**	+0.5pt	-	10.8%

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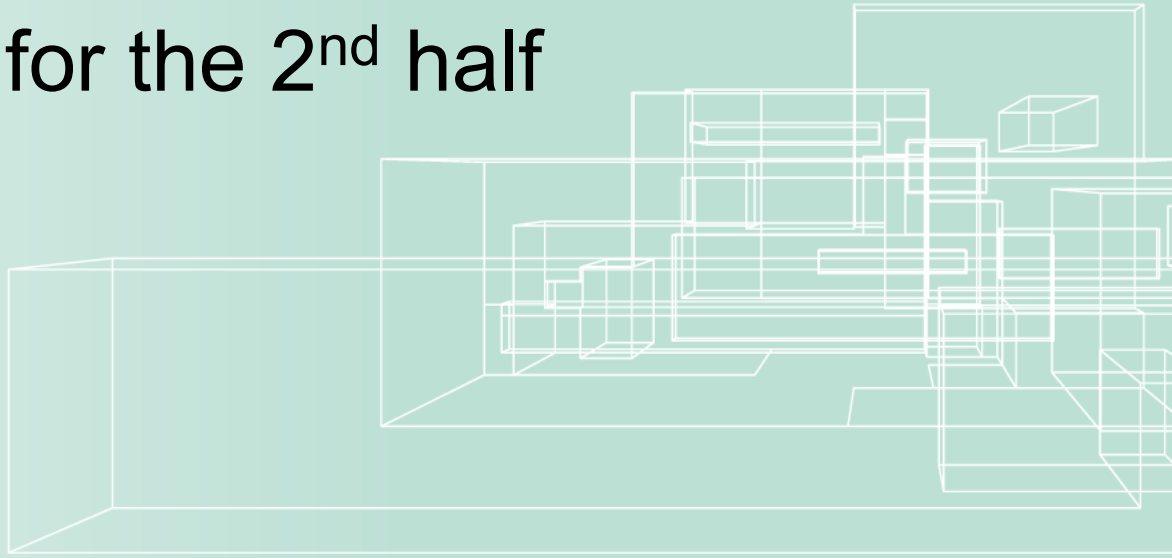

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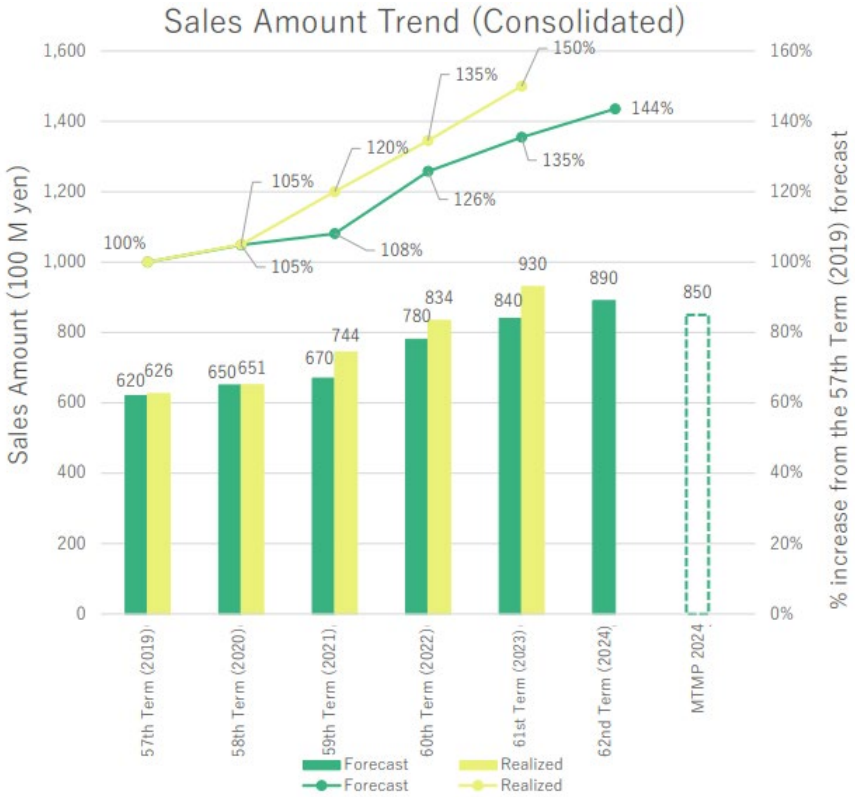
Point ①: Advance structural transformation and prevent errors

Advance structural transformation

- Maintain share of orders from MLIT.
- Expand orders from local Government and the private sector.
- Expand range of services & domains.

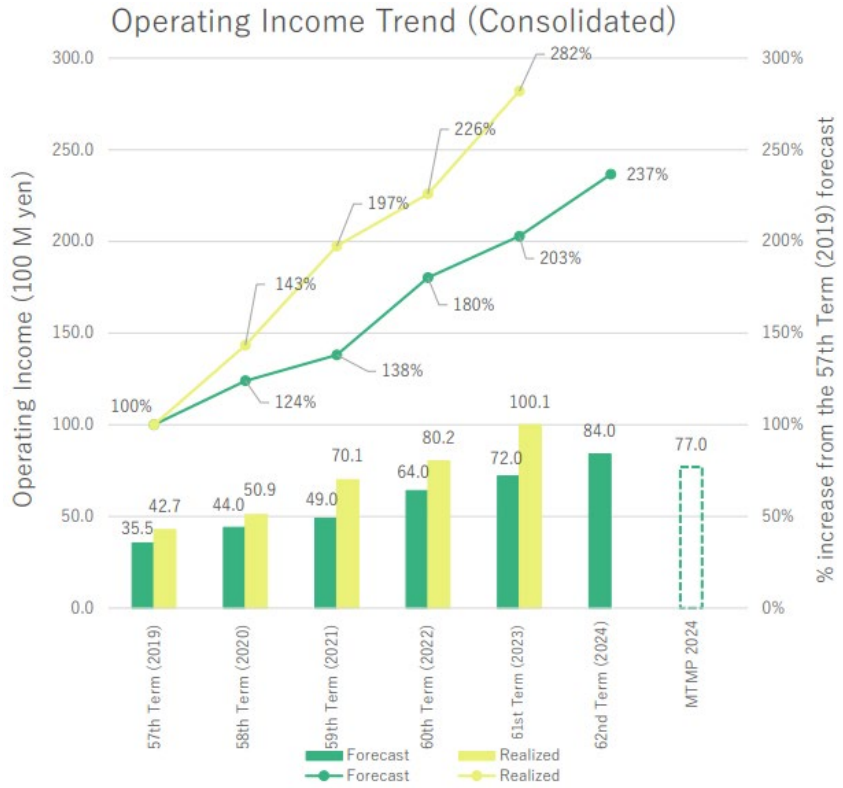
Prevent errors

- Deploy dedicated, full-time inspectors.



Point ②: Enhance Investment

- Enhance investment in human capital, strengthening talent acquisition/training, and revamping employee benefits.
- Enhance investment in development to improve engineering competitiveness.
- Enhance investment in R&D toward business expansion and greater productivity.
- Enhance investment to prevent errors.



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Challenges and Outlook for the 2nd half

	Challenges	Progress and Future Actions
1	Advance structural transformation and prevent errors	**[Business Structure Reform]** ・ Market expansion: Municipalities and the private sector are growing slightly, but we will continue to expand orders through cooperation between the technology and sales departments. ・ Expansion of services and fields: Energy, PPP, green infrastructure, etc. have increased compared to the previous fiscal year, but they are not enough. Aim for further business expansion **[Error Prevention]** - The number of complaints caused by mistakes decreased by about 50% from the same period of the previous year due to the utilization of a dedicated organization for checking and the promotion of the use of tools to support checking and self-checking. In the future, we will continue to ensure checks by thoroughly implementing process management with sufficient time for checks and by increasing the number of personnel.
2	Enhance Investment	**[Active recruitment]** ・ Increase the number of engineers to reduce working hours through business expansion and worksharing (There are about 100 new graduates scheduled to be hired in FY 2025, and mid-career graduates will be hired at a faster pace than the previous semester and the year before) **[Planned training]** - Basic technology trainings for new employees were conducted from this term. At the same time, young engineers will be systematically trained through the IPD system. **[Promotion of diverse ways of working]** ・ Review of the treatment system for senior engineers, diversification of working styles, improvement of motivation, and securing of labor force **[Productivity improvement]** ・ CTI version generation AI, design work error automatic detection system is scheduled to be completed at the end of this term, and productivity improvement is expected from the next term onwards **[Improvement of competitiveness]** ・ Expand research areas such as the development of digital technologies such as AI and IoT, and actively invest in fields with future potential **[Sustainable investment]** ・ Invested 350 million yen out of a total of 1.3 billion yen, and developed an energy management system (AI-EMS) using AI as a carbon neutral contribution technology (announced externally in April)

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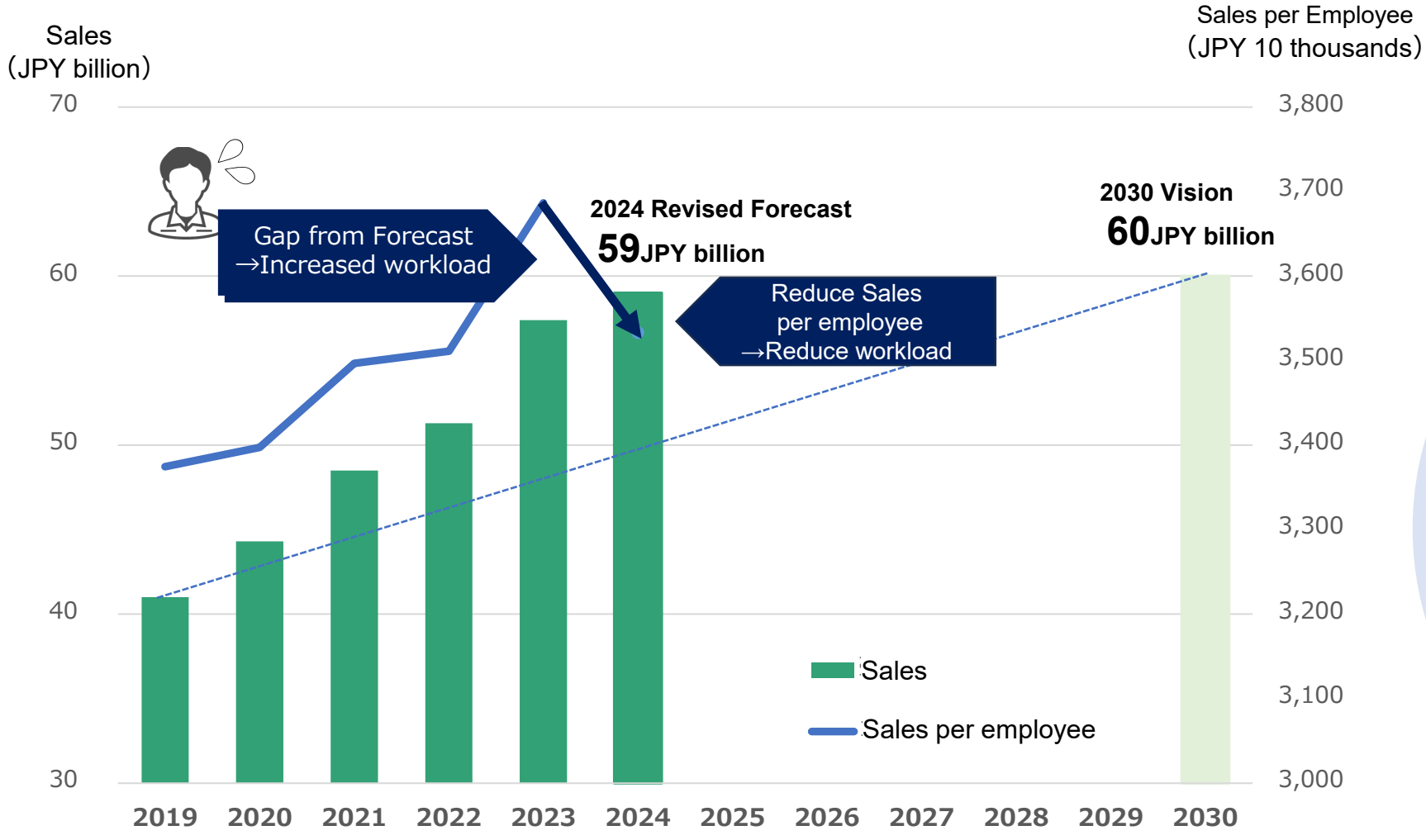
(Reference) Aim of 62nd FY Forecast (Non-Consolidated)
(Partly revised 1Q/62nd Financial Results)

Increased workload due to exceeding Sales until the previous FY.
We reduced Sales per employee even though we raised full fiscal year guidance. We would like to make it the first step in securing human capital over the medium to long term.



Aiming virtuous cycle
by reducing workload
as investment to human capital



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Aim of 62nd FY Forecast and Progress (Non-Consolidated)

We made a management plan to reduce both Sales and Profits from the previous FY,
focusing on the following two points:
(1) Advance structural transformation and prevent errors(2) Enhanc Investment
Now We revised to financial results forecast based on the good performance in the first half →**Sales ↑** **Working hours↓**

Prevent errors

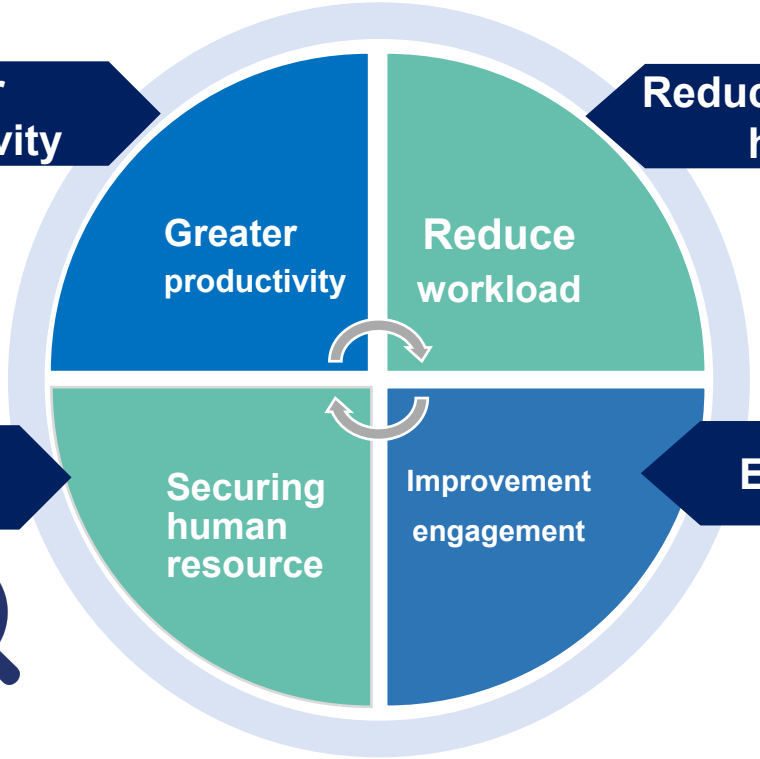
By utilizing a dedicated checking organization and promoting the use of tools to support checking and self-checking.
The number of complaints caused by errors decreased by about 50% compared to the same period of the previous fiscal year.

Grater productivity

Reduce Sales per employee after revision forecast
YoY **-4.2%**

Reduce working hours

Average working hours
(From Jan to Jun)
YoY **-3.1%**



Successful Recruitment

2024 Forecast
No. of engineer 1,670
→Achieved **1,669** by June

Engagement score

To be scheduled for measurement in winter

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Measure to prevent recurrence of inappropriate cost management

On June 27, 2024, we disclosed “Notice of Measures to Prevent Recurrence of Inappropriate Cost Management” after specifying the preventive measures proposed in the ”Investigation Report on Inappropriate Cost Management (reported by Internal Investigation Committee: April 16, 2024)“ . We will strive to ensure that all employees are fully aware of these preventive measures.

	Measure to prevent recurrence	Concrete measure
1	Measures to prevent recurrence for strengthening the approval process for the Monthly Report	・Thorough daily input of work hours into the monthly report system ・Thorough daily input of work hours for each job into the monthly report system ・Visualization of the process for approval and return of monthly report ・Establishment of a system in which the manager can confirm the status of business execution of all members of the department ・Thorough management of work hours of temporary employees for each business
2	Strengthening the Approval and Monitoring Process for the Execution Budget	・Monitoring of cost occurrence status for each business ・Improvement of the statement of reasons for exceeding the cost control standard ・Improvement of the statement of reasons for exceeding the cost control standard
3	Reinforcing Compliance Education	・Compliance training targeted all employees at each base office and group company (9 companies)
4	Fostering a Corporate Culture that Avoids Inappropriate Cost Management	・Notice in the name of the CEO（April 16） ・Notice in the name of the Director, Managing Executive Officer（May 30） ・Continuous dissemination of the importance of cost management

All measure stared to operate

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Business Philosophy

We strive to create a safe,

Comfortable and enriching society

Using world-class technology and expertise.

Enriching life
through engineering

CTI Engineering Co., Ltd. has faced social issues with integrity throughout its history as a pioneering consulting engineer. It has worked to solve a variety of infrastructure development issues by constantly improving its engineering capabilities.
As technological innovation accelerates, we will serve as a group of professionals who will ambitiously take on new technologies and always provide the best infrastructure services. We will work tirelessly to create a society where people can live safely and securely with an eye on the future.

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.

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Tatsuya Nishimura, Representative Director and President, CEO

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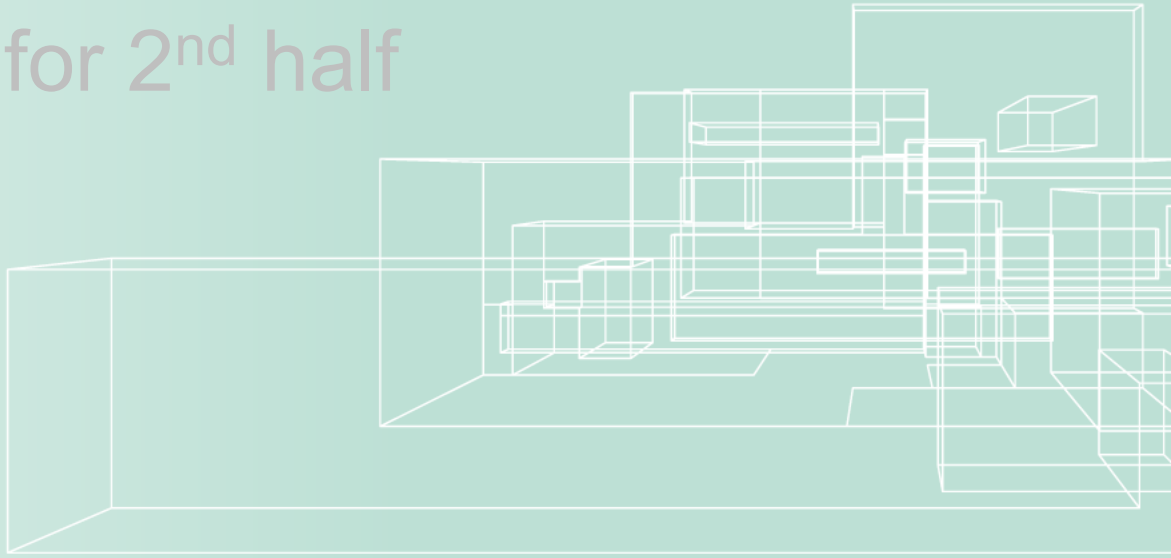
3. Challenges and Outlook for 2nd half
4. Appendix



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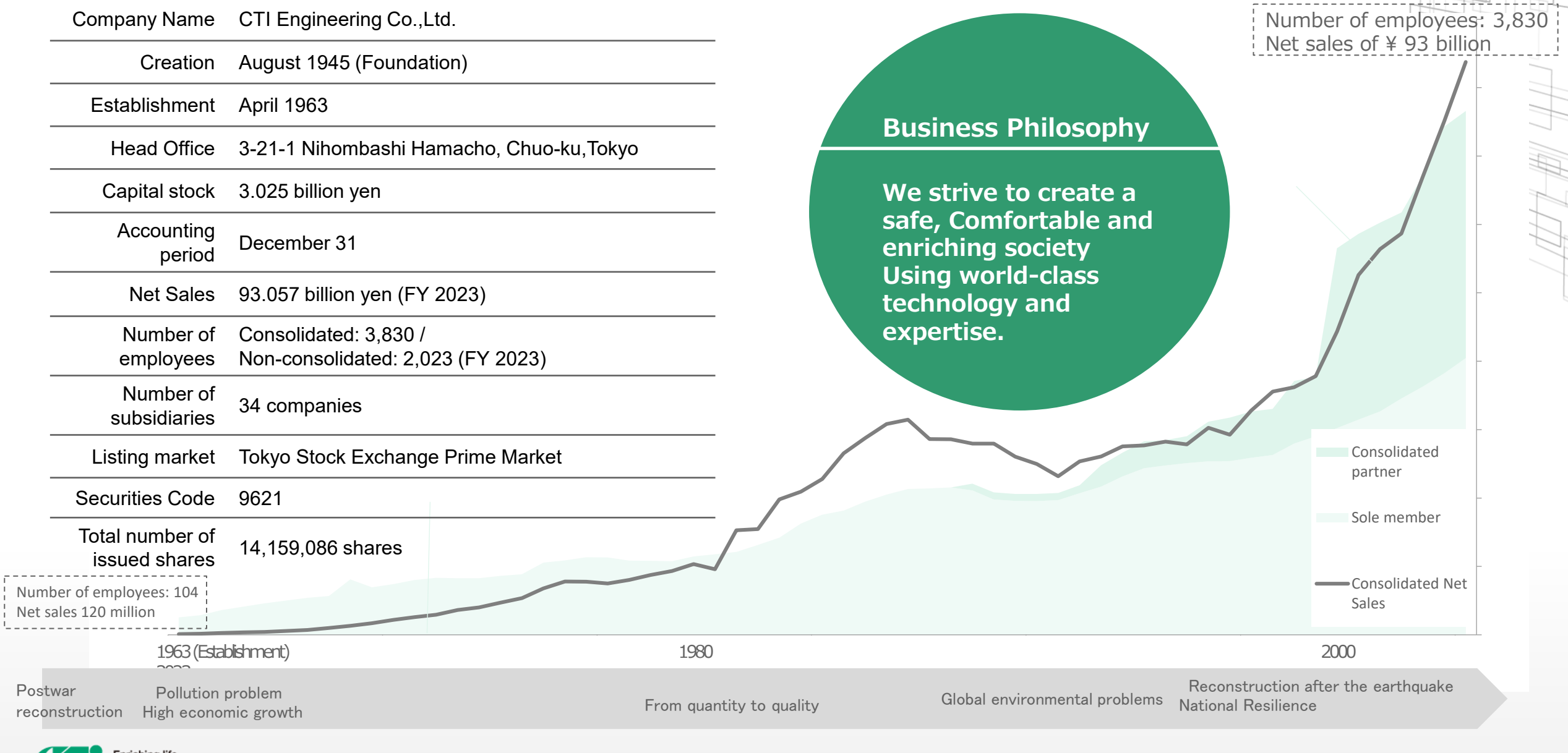
Corporate Profile

Company Name	CTI Engineering Co.,Ltd.
Creation	August 1945 (Foundation)
Establishment	April 1963
Head Office	3-21-1 Nihombashi Hamacho, Chuo-ku,Tokyo
Capital stock	3.025 billion yen
Accounting period	December 31
Net Sales	93.057 billion yen (FY 2023)
Number of employees	Consolidated: 3,830 / Non-consolidated: 2,023 (FY 2023)
Number of subsidiaries	34 companies
Listing market	Tokyo Stock Exchange Prime Market
Securities Code	9621
Total number of issued shares	14,159,086 shares

Business Philosophy

We strive to create a safe, Comfortable and enriching society Using world-class technology and expertise.



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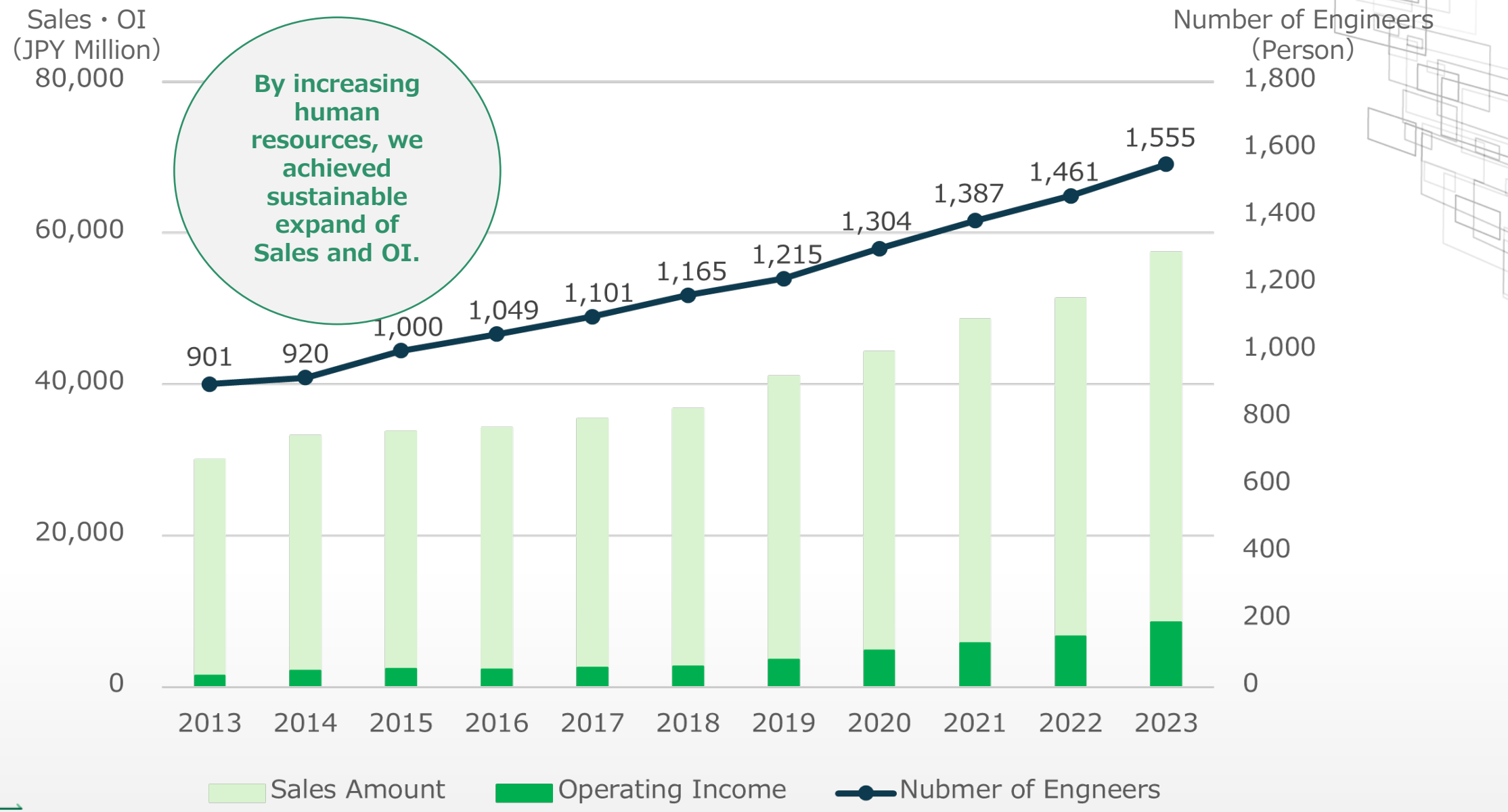
Transition of Sales/Operating Income/Number of engineers（Non-consolidated）



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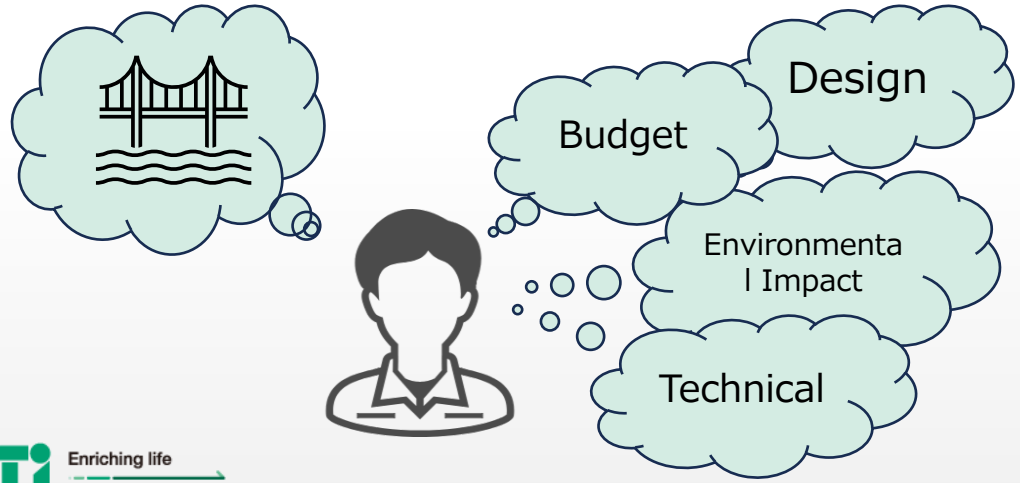
Roles of Civil Engineering Consultants

Infrastructure developments are carried out mainly by three parties: (1) national and local governments, (2) construction consultants, and (3) construction companies.
For "national and local governments" that decide projects and make plans,
We " Civil Engineering Consultants " provide specific surveys, plans, designs, etc. as a partner.

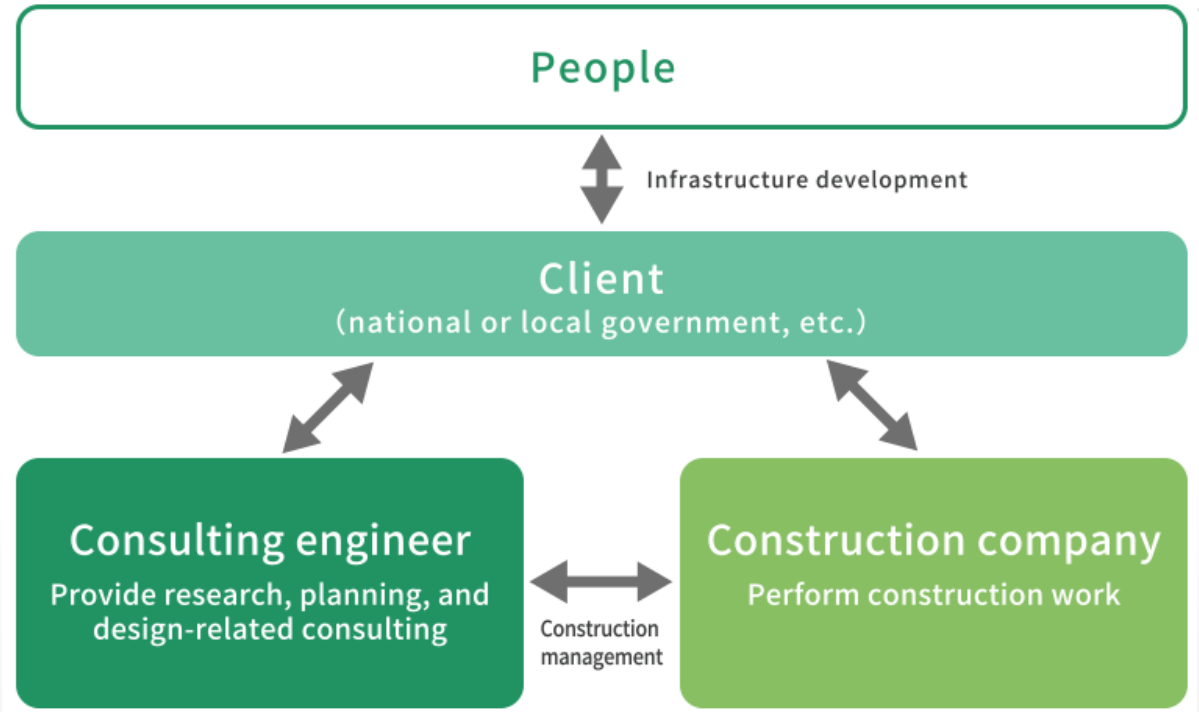
Specialists about Infrastructure

For example, let us imagine, "We'll Build a bridge" , we should consider about the type of bridge, the design, its length and width, budget, the geology,environment on the other side of the river,the response to a disaster, and the any other aspect about bridge.

Civil Engineering Consultants are a vital part of social infrastructure development. We coordinate the entire infrastructure development project from start to finish.



Carried out by three parties



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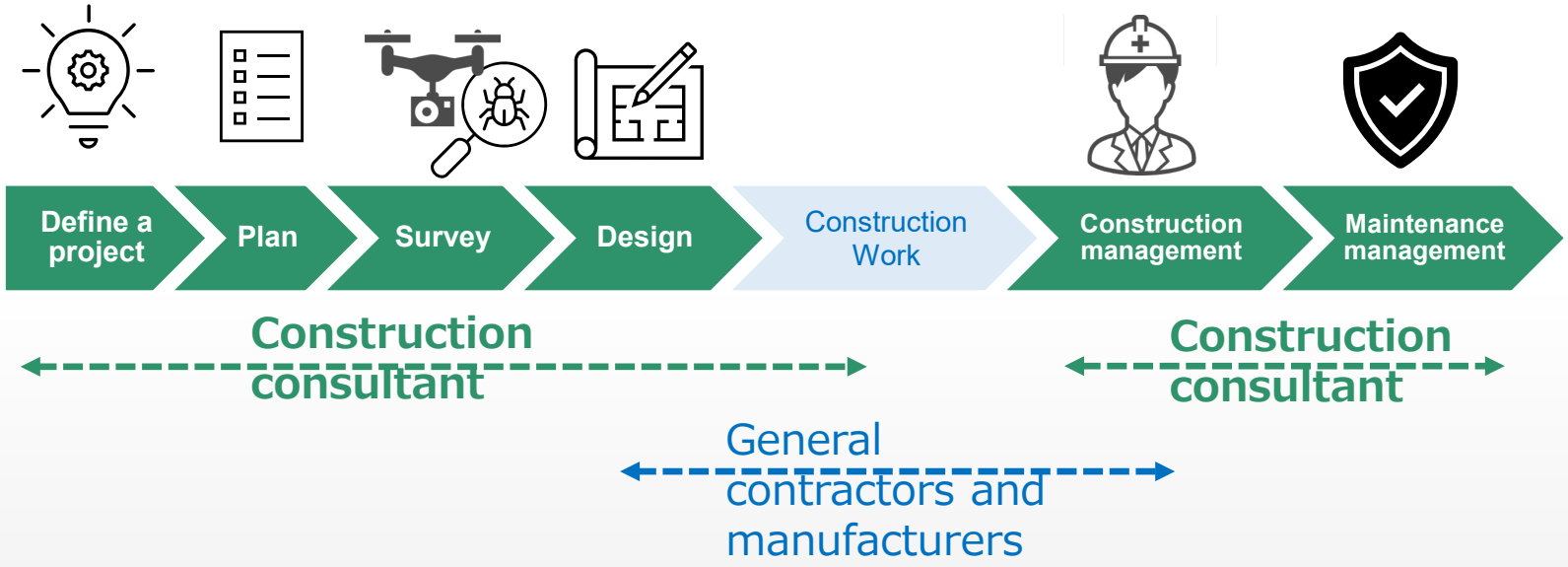
Business process of Civil Engineering Consultants

The role of civil engineering consultants is to provide consulting on specific surveys, plans, designs, etc. to national and local governments, which make decisions on projects and make plans.
We undertake almost all the work flow, but in accordance with the "principle of separation of design and construction," the construction company is responsible for the construction part.

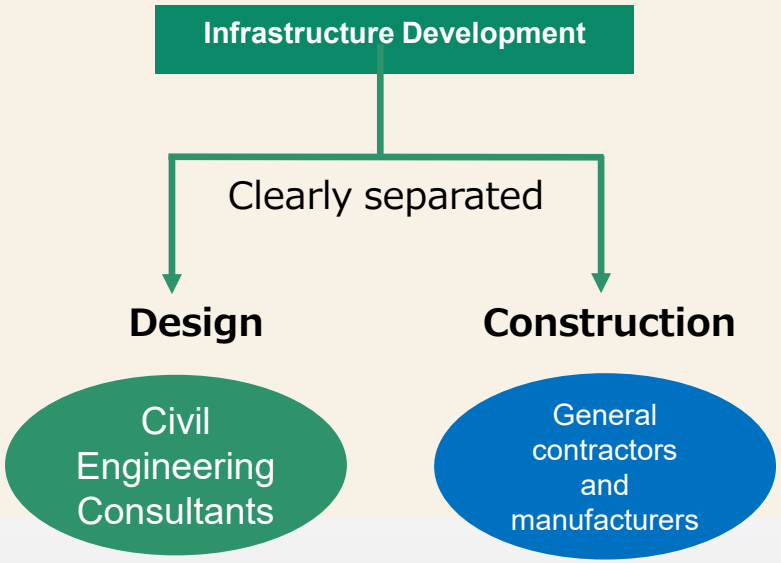
Flow of infrastructure development

Construction consultants are involved in all stages of a project, from the initial planning by the national and local governments to planning, design, construction management, and maintenance and management after completion.



Principle of separation of design and construction

During the postwar period, the Ministry of Construction (now the Ministry of Land, Infrastructure, Transport and Tourism) clarified the principle of separation of design and construction.



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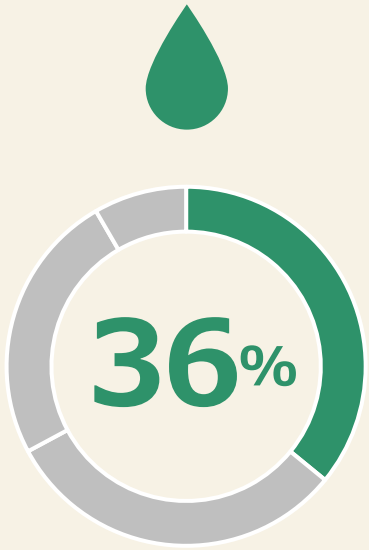
Business fields of the Company (non-consolidated)

The Company's (non-consolidated) business fields consist of the following four business divisions.

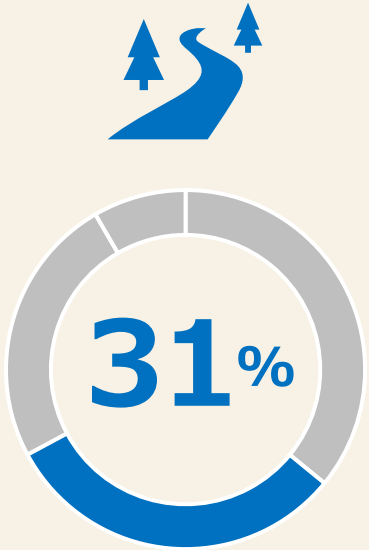
61st Period Orders Composition Ratio (Domestic)

Water and Land Business Sector



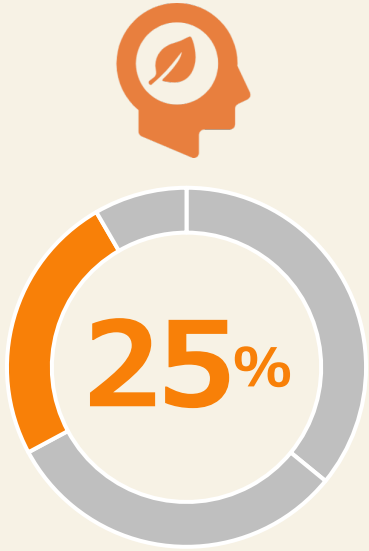
Rivers / Water Resources / Coasts / Ports / Dams / Erosion Control / Water Supply & Sewerage / Mechanical & Electrical Equipment

Transportation and Urban Business Sector



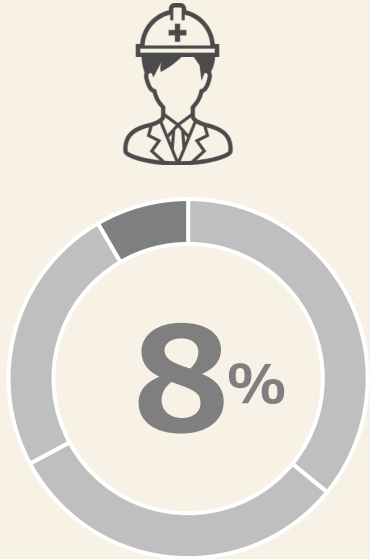
Roads & Transportation / Urban Planning / PFIs & PPPs /

Environmental and social Business Sector



Information & Telecommunications Technology / Disaster Mitigation / Environment / Geo-environment

Construction Management Business Sector



Public Procurement Assistance / Construction Management & Execution Management

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Our Position in the Construction Consulting Industry (Non-consolidated)

Ranked 2nd in Sales and Net Income in FY 2023

JPY Million

	Company Name	Construction Consulting Division Net Sales	Current term Profit
1	Integrated Design & Engineering Holdings(ID&E) * 1	63,895	7,538
2	CTI Engineering (CTIE)	**54,003**	**6,652**
3	Pacific Consultants (PCKK) (Unlisted)	51,292	2,224
4	Oriental Consultants (OC)	30,856	815
5	Dia Nippon Engineering Consultants * 2	28,149	1,823
6	Oriental Consultants Global(OC Global)	27,358	1,209
7	Yachiyo Engineering (Yachiyo) (Unlisted)	26,186	1,109
8	Eight-Japan Engineering Consultants (Eight JP)	23,837	1,944
9	Pasco	22,069	3,744
10	IDEA Consultants	20,995	1,925

Source: Top 10 companies extracted from "Nikkei Construction" April 2024 Construction Consultant Financial Ranking 2024
(The Company's "Construction Consulting Division Sales" is the amount obtained by subtracting the sales of survey and geological survey services other than the "Construction Consulting Division" from the total sales.)
* 1: In July 2023, the company was reorganized under the holding company (ID & E) into a system in which Nippon Koei and Nippon Koei Urban Space are located.
* 2: Established in July 2023 through the merger of Dai Nippon Consultant and Dia Consultant.

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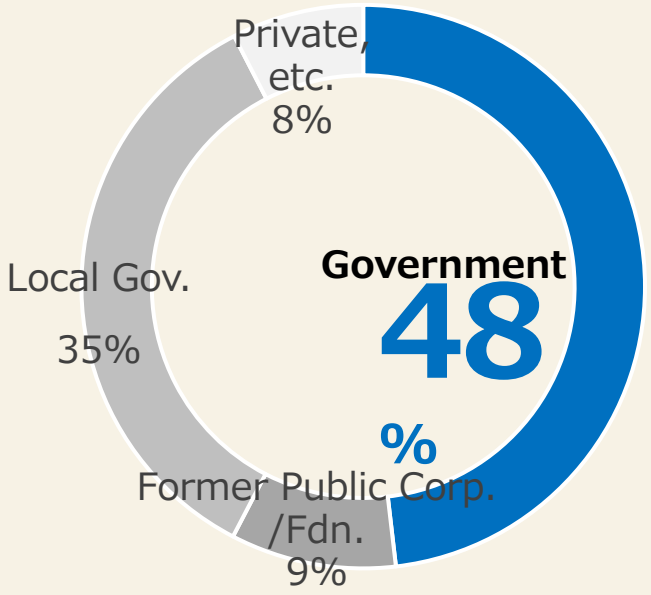
Strength of the Company

1

Our Main Clients

Order Received Amount by Source (FY2023)



Approximately half of all orders received are from the Japanese government.

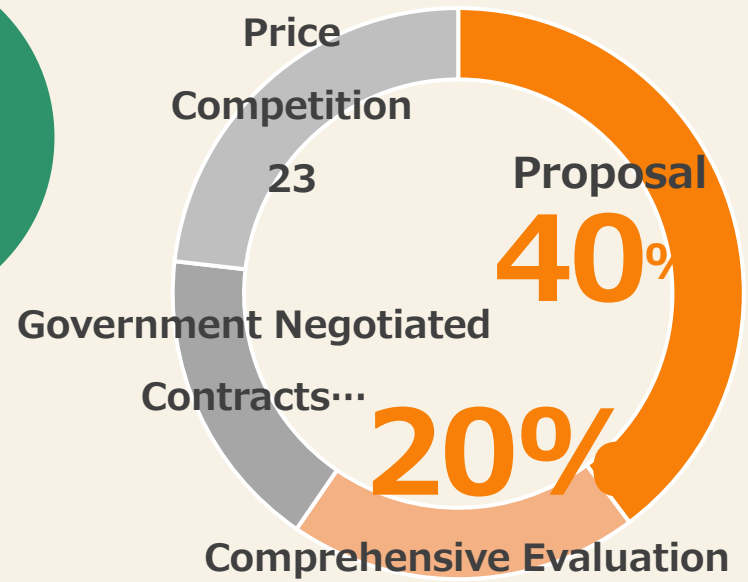
While national projects are stable and highly profitable
It requires advanced technology.

As we receive a large number of orders from the government, we are able to secure profitability and build up a track record of engineers through the implementation of projects, which will lead to orders in the next fiscal year.
This cycle has resulted in our technological superiority

2

Technological Competition

Order Received by Contract Method (FY2023)



Orders received under the proposal method and the total evaluation method, in which technical capabilities are evaluated, accounted for approximately 60% of total orders received, indicating the high level of our technological competitiveness

- Proposal : Competition based on ability
- Comprehensive Evaluation : Ability to propose technology + Price competition
- Price Competition : Full Price Competition
- Government Negotiated Contracts : A contract is concluded by designating a specific business operator for the convenience of the ordering party.

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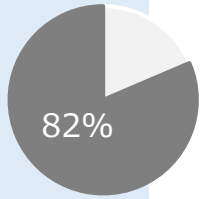
International Operations

- We are expanding globally with two subsidiaries, Waterman and CTI International.

61st term
Composition of Overseas Segment Sales



Waterman Group Plc

Creeping

June 2017 Joined the Group (holding company)

Business Outline

Mainly for private companies
➡ Architecture Structural design, Equipment design

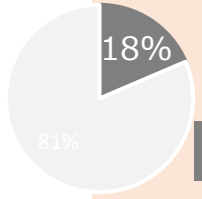
Mainly for public works
➡ Civil Engineering Field
・ Construction consultant
・ Dispatch of engineers

Business area

United Kingdom, Ireland, Australia

waterman

61st term
Composition of Overseas Segment Sales



CTI International

Creeping

1999 March Established as a wholly owned subsidiary of the Company, following the separation of the Company's overseas operations.

Business Outline

Construction consulting business mainly through ODA in semi-developed and developing countries

Major business partners

Japan International Cooperation Agency (JICA)
World Bank, Asian Development Bank, governments, etc.

Business area

Bases in Japan, the Philippines, and Myanmar
Business targets: Asia, Africa, Middle East, South America, etc.

CTI Engineering International Co., Ltd.

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Consolidated Group Operations (Domestic Segment)

Japan Urban Engineering Co., Ltd.

Transpo. & Urban

Business outline

- Urban planning & community development.
- Land re-zoning.
- Urban re-development.
- Civil engineering design /development permits.
- Assess damages and compensation.
- Post disaster reconstruction, etc.



▲茨城県五霞町 五霞インターチェンジ周辺土地区画整理事業　写真提供：日本GLP株式会社「GLP圏央五霞」

NISSOKEN ARCHITECTS / ENGINEERS

Transpo. & Urban

Business outline

- Survey, planning, design, supervision of architectural construction and architectural construction equipment.
- All-purpose PM & CM in architectural construction.
- Survey/appraisal of structures.
- Increasing lifespan of structures.
- Formulation of long-term maintenance plans, etc.





Chi-ken Sogo Consultants Co., Ltd.

Env & Social

Business outline

- Geological surveys/analysis.
- Groundwater/soil pollution surveys.
- Planning/design of roads, rivers, underground facilities.
- Planning and design for erosion control disaster prevention.
- Disaster prevention: volcanos, slope failures, landslides. Survey and formulation of countermeasures.



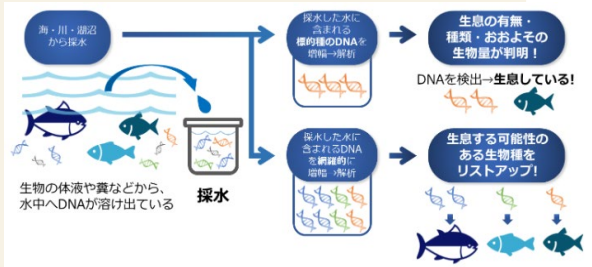
▲中央構造線近傍の活断層調査地全景（ドローン空撮）

Environmental Research & Solution Co., Ltd.

Env & Social

Business outline

- Environmental surveys / analysis. (Soil, groundwater, waste, exhaust gases, water quality, sediments, bad odors, dioxins, PCB, asbestos, radiation)
- Work environment measurements.
- Genetic analysis (environmental DNA, etc.)
- Consulting on soil pollution, wastewater discharge, environmental assessments, etc.



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2Q / 62th term (2024)
Financial Results

[Supplementary Data]

CTI Engineering Co.,Ltd..

1. Order Status (Non-consolidated)

(1) Orders received by month

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

Item / Month	Our company						Consulting Engineering (50 companies) (Note)					
	2022		2023		2024		2022		2023		2024	
	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)
Jan.	2,601	48.5	2,468	(5.1)	2,725	10.4	22,956	(0.7)	22,746	(0.9)	26,720	17.5
Feb.	3,489	14.8	3,166	(9.3)	2,977	(6.0)	32,633	3.0	38,771	18.8	38,410	(0.9)
Mar.	9,676	17.7	11,106	14.8	9,046	(18.5)	75,636	2.7	81,481	7.7	94,586	16.1
Apr.	8,931	4.8	9,851	10.3	9,230	(6.3)	86,832	(17.9)	89,173	2.7	95,812	7.4
May	4,927	(1.1)	4,571	(7.2)	4,985	9.1	49,640	7.7	54,842	10.5	56,577	3.2
Jun.	5,118	(17.2)	5,562	8.7	5,010	(9.9)	74,485	(6.1)	77,547	4.1	81,440	5.0
Jul.	4,287	(20.5)	4,279	(0.2)			63,407	0.2	70,025	10.4		
Aug.	3,476	(4.0)	3,615	4.0			51,127	(4.5)	62,736	22.7		
Sept.	2,892	(30.0)	3,603	24.6			52,860	2.7	54,777	3.6		
Oct.	1,970	(23.2)	3,431	74.1			40,218	7.7	46,626	15.9		
Nov.	1,631	(14.2)	1,823	11.7			31,772	2.9	33,962	6.9		
Dec.	2,222	(28.8)	1,451	(34.7)			35,675	5.2	36,562	2.5		

(Note) Source: "Dynamic Survey of Construction-Related Industries, etc. (50 consulting engineering companies)" published Ministry of Land, Infrastructure, Transport and Tourism, July 2024

(2) Cumulative Orders Received

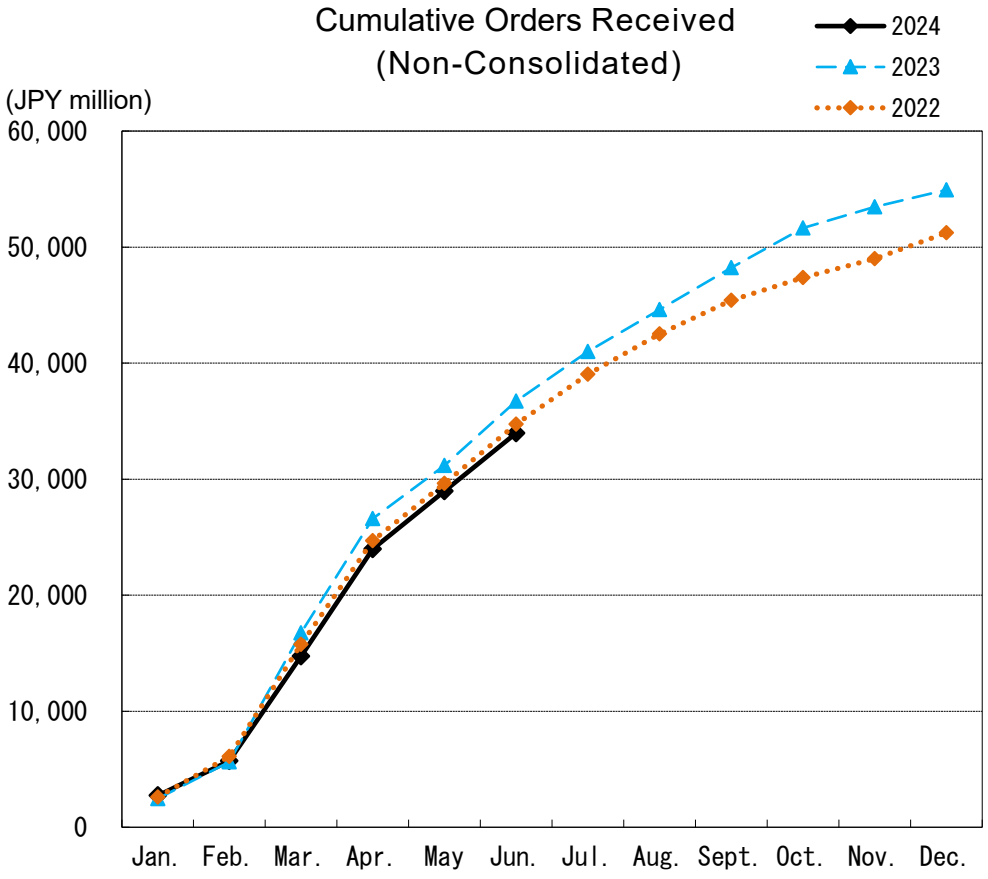
(JPY million, rounded down to the nearest million, %)

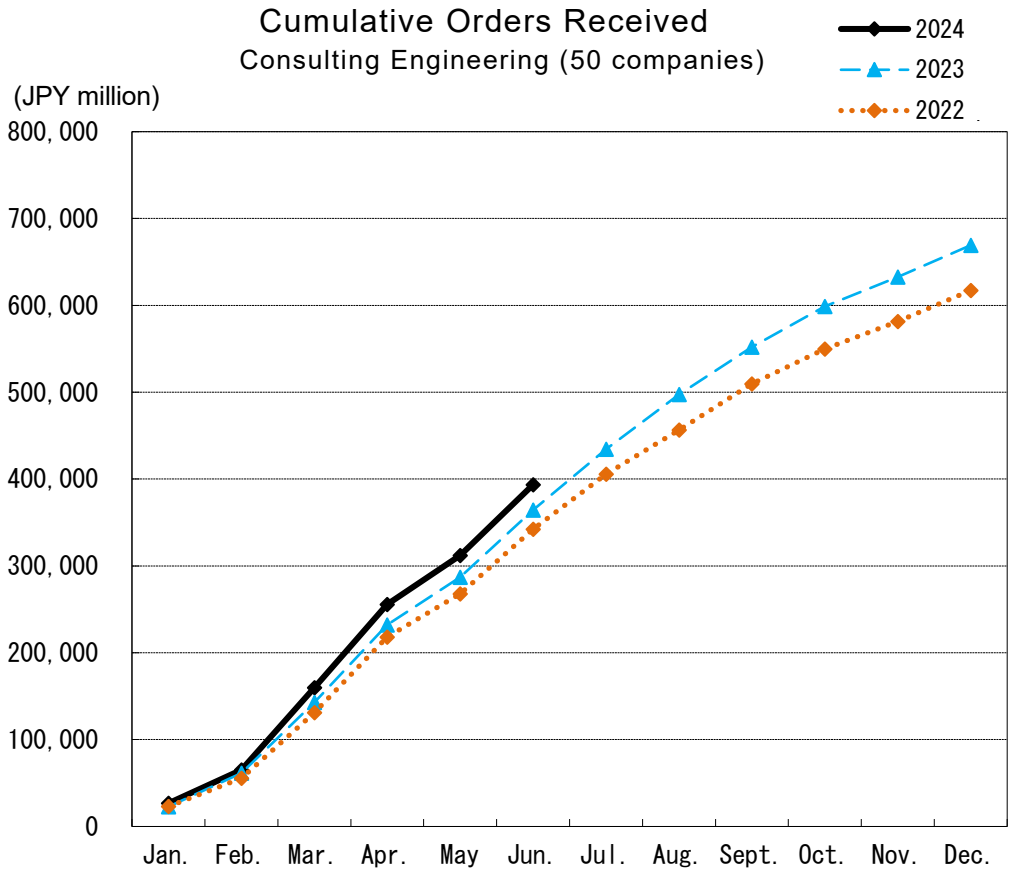
Item / Month	Our company						Consulting Engineering (50 companies)					
	2022		2023		2024		2022		2023		2024	
	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)
Jan.	2,601	48.5	2,468	(5.1)	2,725	10.4	22,956	(0.7)	22,746	(0.9)	26,720	17.5
Feb.	6,091	27.1	5,635	(7.5)	5,702	1.2	55,589	1.5	61,517	10.7	65,130	5.9
Mar.	15,767	21.2	16,741	6.2	14,749	(11.9)	131,225	2.2	142,998	9.0	159,716	11.7
Apr.	24,699	14.7	26,592	7.7	23,980	(9.8)	218,057	(6.9)	232,171	6.5	255,528	10.1
May	29,627	11.8	31,164	5.2	28,965	(7.1)	267,697	(4.5)	287,013	7.2	312,105	8.7
Jun.	34,745	6.3	36,726	5.7	33,975	(7.5)	342,182	(4.8)	364,560	6.5	343,545	8.0
Jul.	39,032	2.5	41,005	5.1			405,589	(4.1)	434,585	7.1		
Aug.	42,509	1.9	44,621	5.0			456,716	(4.1)	497,321	8.9		
Sept.	45,401	(1.0)	48,224	6.2			509,576	(3.5)	552,098	8.3		
Oct.	47,372	(2.1)	51,656	9.0			549,794	(2.7)	598,724	8.9		
Nov.	49,003	(2.6)	53,479	9.1			581,566	(2.4)	632,686	8.8		
Dec.	51,226	(4.1)	54,930	7.2			617,241	(2.0)	669,248	8.4		

* Reference data: Consolidated Orders Received

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

	2022		2023		2024	
	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)
Six Months (January to June)	52,785	10.1	58,923	11.6	54,545	(7.4)
Full Year (January to December)	85,887	1.7	92,473	7.7		



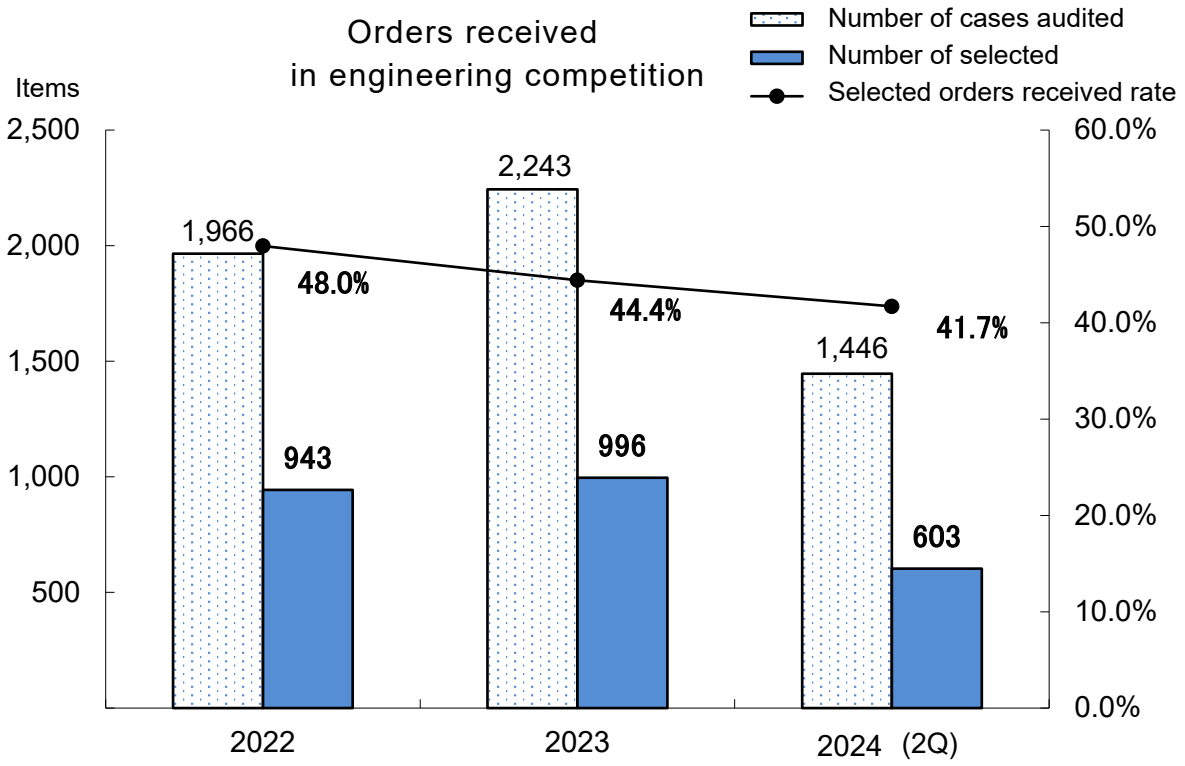


(Note) Source: "Dynamic Survey of Construction-Related Industries, etc. (50 consulting engineering companies)" published Ministry of Land, Infrastructure, Transport and Tourism, July 2024

(3) Orders Received of Proposals and Comprehensive Evaluation bid (Non-Consolidated)

(Items,%)

FY	2022 (2022.1 to 12)	2023 (2023.1 to 12)	2024 (2Q) (2024.1 to 6)
Number of cases audited	1,966	2,243	1,446
Number of selected	943	996	603
Selected orders received rate	48.0%	44.4%	41.7%



2. Results by Business Sector (Consolidated)

(2Q) (JPY million, rounded down to the nearest million, %)

FY	Business Sector	Beginning balance of orders carried forward	Orders received	change (YoY)	Sales Amount	Composition ratio	change (YoY)	Gross profit	Gross Profit Margin%	Balance of orders carried forward
2022	Water & Land	12,744	13,721	11.1	10,599	25.2	19.8	4,120	38.9	15,866
	Transportation & Urban	12,930	11,772	(6.7)	10,192	24.4	14.3	3,038	29.8	14,510
	Environmental & Social	8,361	9,946	44.3	7,383	17.7	13.7	2,409	32.6	10,924
	Construction Mgmt.	3,058	2,821	(19.7)	1,836	4.3	19.8	624	34.0	4,043
	Overseas	22,043	14,523	15.4	11,832	28.4	25.4	2,592	21.9	24,734
	Total	59,138	52,785	10.1	41,844	100.0	18.8	12,785	30.6	70,080
2023	Water & Land	15,169	14,300	4.2	12,388	25.9	16.9	5,180	41.8	16,749
	Transportation & Urban	13,675	11,949	1.5	10,483	22.0	2.9	3,090	29.5	14,872
	Environmental & Social	8,608	9,669	(2.8)	8,671	18.3	17.4	3,093	35.7	9,550
	Construction Mgmt.	2,274	4,706	66.8	2,570	5.4	40.0	1,190	46.3	4,512
	Overseas	25,034	18,297	26.0	13,510	28.4	14.2	2,833	21.0	30,545
	Total	64,761	58,923	11.6	47,623	100.0	13.8	15,388	32.3	76,231
2024	Water & Land	14,644	12,792	(10.5)	14,008	27.7	13.1	5,930	42.3	13,726
	Transportation & Urban	13,568	11,807	(1.2)	11,117	21.9	6.0	3,332	30.0	13,608
	Environmental & Social	7,689	9,955	3.0	7,943	15.6	(8.4)	2,570	32.4	9,186
	Construction Mgmt.	2,953	3,568	(24.2)	2,424	4.7	(5.7)	969	40.0	4,108
	Overseas	26,497	16,421	(10.3)	15,253	30.1	12.9	3,183	20.9	28,299
	Total	65,353	54,545	(7.4)	50,746	100.0	6.6	15,985	31.5	68,929

(Note 1) Due to the application of ASBJ Statement No. 29 Accounting Standard for Revenue Recognition starting in FY 2022, with the exclusion of orders received, the Year-on-Year change percentages shown here are for reference purposes.

(Note 2) Environmental Research & Solutions Co.,Ltd., which entered the scope of consolidation in FY 2022, is classified under the Environmental & Social Business Sector.

(Results [FY2023], Forecast [FY2024]) (JPY million, rounded down to the nearest million, %)

FY	Business Sector	Beginning balance of orders carried forward	Orders received	change (YoY)	Sales Amount	Composition ratio	change (YoY)	Gross profit	Gross Profit Margin	Balance of orders carried forward
Results 2023	Water & Land	15,169	22,323	5.8	23,544	25.3	16.4	8,995	38.2	14,644
	Transportation & Urban	13,675	19,427	4.2	19,976	21.6	4.4	5,297	26.5	13,568
	Environmental & Social	8,608	15,244	1.0	16,229	17.4	11.3	4,932	30.4	7,689
	Construction Mgmt.	2,274	5,165	54.1	4,723	5.0	12.2	1,855	39.3	2,953
	Overseas	25,034	30,312	9.4	28,583	30.7	12.9	5,979	20.9	26,497
	Total	64,761	92,473	7.7	93,057	100.0	11.5	27,060	29.1	65,353
Forecast 2024	Water & Land	14,644	22,200	(0.6)	24,000	24.7	1.9	9,410	39.2	12,844
	Transportation & Urban	13,568	20,600	6.0	21,100	21.7	5.6	5,900	28.0	13,068
	Environmental & Social	7,689	15,800	3.6	16,300	16.9	0.4	4,910	30.1	7,189
	Construction Mgmt.	2,953	3,900	(24.5)	4,600	4.7	(2.6)	1,580	34.3	2,253
	Overseas	26,497	31,500	3.9	31,000	32.0	8.5	6,600	21.3	26,997
	Total	65,353	94,000	1.7	97,000	100.0	4.2	28,400	29.3	62,353

[Disclaimer]
These presentation materials contain forward-looking statements concerning plans, forecasts, corporate strategies, etc., and reflect information available to the company at the time this results presentation was published and are based on assumptions deemed reasonable by management. In light of the uncertainties inherent in these judgements and assumptions – resulting from possible changes in the overall economic climate, government policies affecting our business, changes to the tax code and in other policy areas, changes in the geopolitical climate, etc. – the Company's actual financial results could differ materially from these forward-looking statements.