# Supplementary Materials on the Financial Results for the Fiscal Year ended March 2025

May 13, 2025



DAISUE CONSTRUCTION CO., LTD.

### **Table of contents**



1.	Financial Results Highlight for FY2024		P3
2.	Consolidated Net sales		P4
3.	Changes in Gross profit and Operating profit	•••	P7
4.	Consolidated Order balance		P8
5.	Consolidated Balance Sheets		P11
6.	Consolidated Statement of Cash Flows		P12
7.	Impairment losses of Goodwill etc. and Our Initiatives for Kamishima		P13
8.	Summary of the Plan for FY2025		P17
9.	Shareholder returns		P18
10.	Management conscious of Cost of Capital and Stock Price		P19
11.	Sustainability Initiatives		P20
12.	EXPO 2025 Osaka Kansai and Future Initiatives with Czechia Republic		P21
(Reference)	Sponsored Research Report		P22

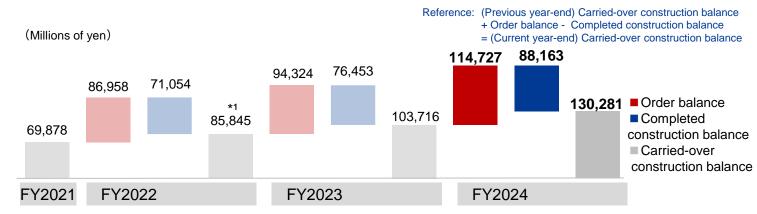
### 1. Financial Results Highlight for FY2024



### Consolidated order balance

### 114,727 million yen (up 21.6% from the previous fiscal year)

Order balance increased by 21.6% year-on-year to 114,727 million yen, exceeded 100 billion yen



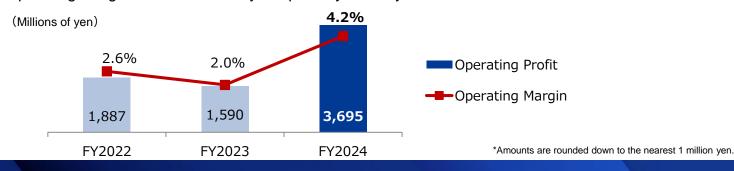
<sup>\*1</sup> Carried-over construction balance of includes that of Kamisima Corporation, which became our wholly owned subsidiary in November 2023

## Consolidated operating profit

### 3,695 million yen (consolidate operating margin 4.2%)

Operating profit increased by 132.4% year-on-year to 3,695 million yen due to significant improvement in construction profitability

Operating margin also increased by 2.2 points year-on-year to 4.2%

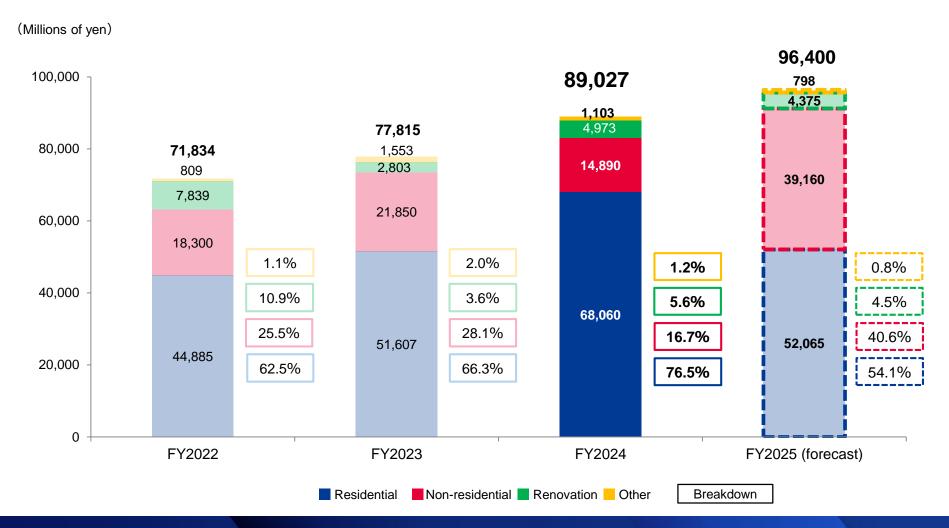


### 2. Consolidated Net sales



### 2-1. Changes in Consolidated Net sales

Consolidated net sales increased by 14.4% year-on-year to 89,027 million yen due to the smooth progress of carried-over construction balance



### 2. Consolidated Net sales



### 2-2. Major Completed Constructions

\*In order of prefectural code

"In order of pre					
Client	Building (Project)	Prefecture	Туре		
Tokyo Tatemono Co., Ltd. San Shin Jyuken Itd.	Brillia Meguro Ohashi	Tokyo	Condominiums and apartment buildings		
Hoosiers Corporation	Duo Hills Nagano Gondo	Nagano	Condominiums and apartment buildings		
Kintetsu Real Estate Co.,LTD.	Laurel i+ MEIEKI HIGASHI	Aichi	Condominiums and apartment buildings		
Sekisui House, Ltd.	Grande Maison Kitahorie Residence	Osaka	Condominiums and apartment buildings		
Czech Republic	EXPO2025 Osaka, Kansai, Czechia National Pavilion	Osaka	Event halls		
Hannan City	HANNAN City School Lunch Center *1	Osaka	Logistics warehouses and factories (renovation)		
CENTRAL GENERAL DEVELOPMENT CO.,LTD.	CLARE HOMES NAGATSUKA	Hiroshima	Condominiums and apartment buildings		
ITOCHU Property Development, Ltd.	Medical Rehab Home Granda Suizenji	Kumamoto	Medical welfare and housing for the elderly		

<sup>\*1</sup> By a joint venture group

### 2. Consolidated Net sales

### 2-3. Major Completed Constructions





Laurel i+ MEIEKI HIGASHI

Kintetsu Real Estate Co.,LTD. / Aichi



**CLARE HOMES NAGATSUKA** 

CENTRAL GENERAL DEVELOPMENT CO.,LTD. / Hiroshima



EXPO2025 Osaka, Kansai, Czechia National Pavilion

Czech Republic / Osaka



Grande Maison Kitahorie Residence

Sekisui House, Ltd. / Osaka



Brillia Meguro Ohashi

Tokyo Tatemono Co., Ltd. , San Shin Jyuken ltd. / Tokyo



Medical Rehab Home Granda Suizenji

ITOCHU Property Development, Ltd.
/ Kumamoto



### 3. Changes in Gross profit and Operating profit

Gross profit increased by 46.6% year-on-year to 8,275 million yen due to improvements in profitability of constructions and increased net sales, and gross margin spiked to 9.3% Operating profit increased accordingly to 3,695 million yen and operating margin reached 4.2%

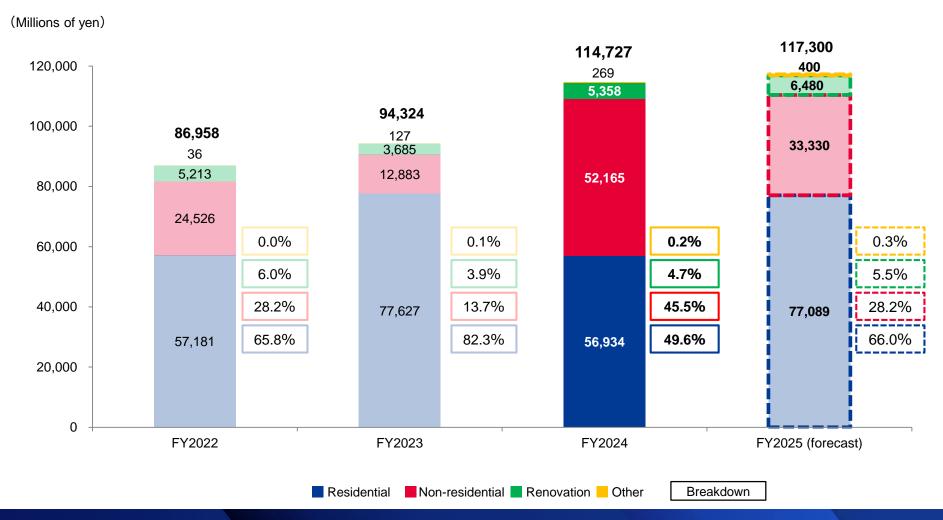
**Gross profit Trends Increase/decrease in Operating profit** (Millions of yen) (Millions of yen) 9.3% **Operating Margin Operating Margin** 8,275 2.0% 4.2% 333 7.5% 7.3% 3,695 989 (584)(523)1,223 5,384 5.646 161 829 1.176 466 3.0% 14.7% 4.0% 2.300 698 449 8.3% 12.0% 21.8% 1,590 14.8% 8.4% 12.4% 5,729 912 64.6% 69.2% 66.8% Increase in SG 3,597 3,651 Increase in Gross profit +2,629 & A expenses (523)Operating profit +2,105 FY2022 FY2023 FY2024 FY2023 FY2024 Completed SG & A Operating Construction Real estate Operating Breakdown Residential Non-residential Renovation Other construction profit profit business, etc. Expenses profit balance

### 4. Consolidated Order balance



### 4-1. Changes in Consolidated Order balance

Consolidated order balance increased by 21.6% year-on-year to 114,727 million yen boosted by several large-scale orders in the non-residential segment



### 4. Consolidated Order balance



#### 4-2. Consolidated Order balance breakdown

#### By type

### Logistic warehouse and factories, and commercial facilities largely increased

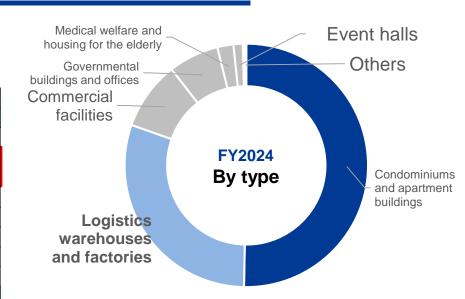
(Millions of yen)

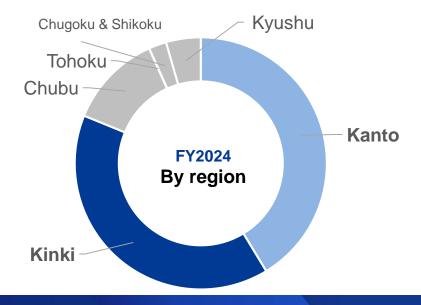
	FY2022		FY2023		FY2024	
		% of total		% of total		% of total
Condominiums and apartment buildings	58,337	66.9%	78,137	82.8%	57,713	50.4%
Logistics warehouses and factories	16,919	19.5%	5,281	5.6%	34,512	30.1%
Commercial facilities	5,979	6.9%	4,015	4.3%	10,435	9.1%
Governmental buildings and offices	2,415	2.8%	3,443	3.7%	7,683	6.7%
Medical welfare and housing for the elderly	1,956	2.3%	3,130	3.3%	2,433	2.1%
Event halls	614	0.7%	78	0.1%	1,418	1.2%
Education, culture, and sports	675	0.8%	96	0.1%	243	0.2%
Others	59	0.1%	141	0.1%	285	0.2%
Total	86,958	100.0%	94,324	100.0%	114,727	100.0%

<sup>\*</sup>The renewal work is classified according to the type in buildings.

### By region Kanto region is stable while Kinki region increased significantly (Millions of yen)

	FY2022		FY2023		FY2024	
		% of total		% of total		% of total
Kanto	39,315	45.3%	38,194	40.6%	47,395	41.3%
Kinki	28,085	32.3%	18,886	20.0%	45,732	39.9%
Chubu	8,630	9.9%	19,386	20.6%	13,881	12.1%
Tohoku	2,906	3.3%	6,227	6.6%	29	0.0%
Chugoku & Shikoku	3,947	4.5%	5,587	5.9%	2,590	2.3%
Kyushu	4,072	4.7%	6,042	6.4%	5,098	4.4%
Total	86,958	100.0%	94,324	100.0%	114,727	100.0%





### 4. Consolidated Order balance



### 4-3. Major Ordered Constructions

\*In order of prefectural code

Client	Building (Project)	Prefecture	Туре
Hankyu Hanshin Properties Corp.	Shimorenjaku 3 chome Mitaka city Procject	Tokyo	Condominiums and apartment buildings
MUFG Bank, Ltd.	Demolition Work of MUFG Bank Main Office (underground and above ground)	Tokyo	Governmental buildings and offices
Tokyo Gas Real Estate Co., Ltd.	Negishi Logistic Facility Project	Kanagawa	Logistics warehouses and factories
Daiwa House Industry Co., Ltd.	D Project Silver – Nagoya	Aichi	Medical welfare and housing for the elderly
MEC City Development SPC No.13 Taisho-ku Tsurumachi Development TMK	Osaka Taisho-ku Tsurumachi Cold Storage Warehouse Project	Osaka	Logistics warehouses and factories
Kubota Corporation	Hanshin Factory Amagasaki Plant 1, 2 Casting Plant	Hyogo	Logistics warehouses and factories (renovation)
Tokyo Tatemono Co., Ltd.	Kobe Ekimae Project	Hyogo	Condominiums and apartment buildings
ANABUKI KOSAN INC.	Alpha States Shingu	Fukuoka	Condominiums and apartment buildings

<sup>\*1</sup> By a joint venture group





41.4%

Assets decreased compared to the end of the previous fiscal year mainly due to a decrease in goodwill\*1 and investment securities\*1

The decrease in trade payables\*2 and interest-bearing debt is the main reason for the decrease in liabilities and net assets

#### Assets (3,512)■ Liabilities and net assets (3,512)

Total assets			(Millions of yen)  Total assets	Total liabilities			(Millions of ye
59,107		I otal assets		and net assets 59,107	Trade payable	(8,003)	nd net assets
	Cash and deposits	(4,317)	55,595		Interest-bearing debt	(1,119)	55,595
	Trade receivable	3,625			Advances received on		
	Current assets	(390)			construction contracts in progress	4,590	
	Goodwill	(1,251)			Income tax payable	1,231	
	Technology assets	(545)		30,848	Current liabilities	(2,795)	28,053
48,655	Tangible and intangible assets	(1,462)			Interest-bearing debt	(349)	
10,000			48,264		Deferred tax liabilities	(581)	
	Investrment securities	(1,829)	10,201	5,707	Non-current liabilities  Retained earnings	(1,158) 1,235	4,548
	Investments and other assets	(1,659)			Accumulated other comprehensive	(1,019)	
	■ Current assets				income	( , ,	
	■ Tangible and In	tangible		22,551	Net assets	442	22,993
6,460	assets	5			■ Current liabilitie	es	
0, 100	■ Investments an	d other	4,997		Non-current lia		
3,991	assets		2,332		■ Net assets		
March 2024			March 2025	March 2024	uity ratio As of Mar 2024		March 2025

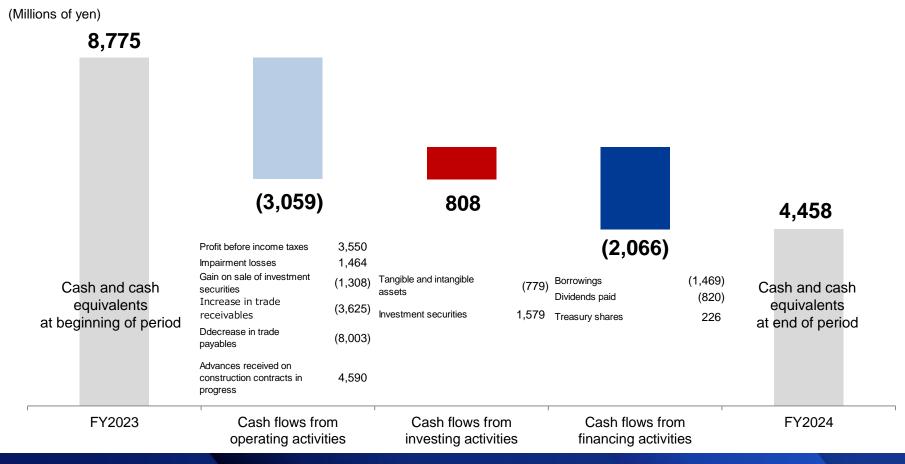
<sup>\*1</sup> Please refer to page 14 for details

<sup>\*2</sup> Trade payables consist of accounts payable for construction contracts, and electronically recorded obligations - operating



### 6. Consolidated Statement of Cash Flows

Operating cash flow decreased due to a decrease in trade payables (accounts payable for construction contracts, electronically recorded obligations - operating) resulting from shortening of payment terms. As a result, cash and cash equivalents at the end of the period decreased by 4,317 million yen from the beginning of the period to 4,458 million yen due to aforementioned factor and repayment of borrowings and payment of dividends, etc.



### 7.Impairment losses of Goodwill etc. and Our Initiatives for Kamishima



#### 7-1. Overview of Kamishima and Reasons for Impairment

In FY2024, we posted an impairment loss of 1.46 billion yen on the non-current assets, including goodwill of Kamishima, a consolidated subsidiary from November 2023

#### **Overview of the Subsidiary**



#### **Kamishima Corporation**

- In the special civil engineering domain of "Rock-Breaking", Kamishima has proprietary patented techniques with superiority in vibration and noise control, high profitability, and extensive track records in Japan.
- Although there are many enquiries due to the uniqueness of the techniques and the extensive records, Kamishima's order balance are volatile.
- In November 2023, we acquired ownership of Kamishima with the aim of re-entering the civil engineering business, accelerating growth by investing our resources, and increasing profitability for the group as a whole.

#### **Reasons for Impairment**

We have determined that it will take time to stabilize Kamishima's business base, and after careful review of the business plan, we recorded impairment losses for the following reasons.

#### I. A delay in the onset of effects of stabilizing measures

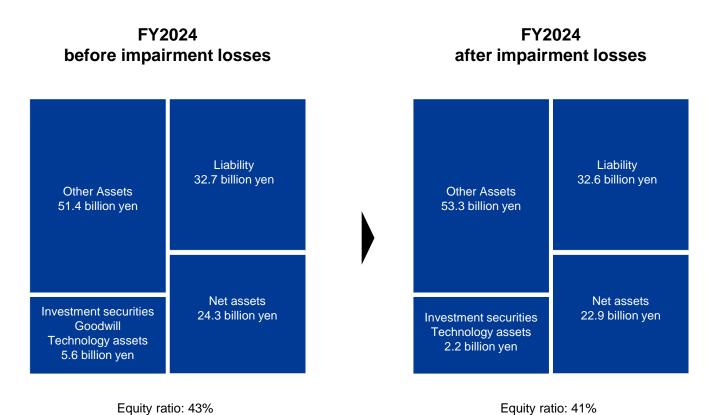
We have endeavoured to expand our sales network
across the country and strengthen our construction
capabilities to carry out large "Rock-Breaking" projects on
a stable basis, but the effects of such stabilization
measures have proved to take longer than expected.

#### II. Delays in the timing and failure of large projects

 Delays in the timing of some large-scale projects and failures of orders due to unexpected events have led us to carefully review the accuracy of orders in the pipeline.

## 7.Impairment losses of Goodwill etc. and Our Initiatives for Kamishima 7-2. Impact of Impairment Losses and Sale of Investment securities on Balance Sheets

In the current fiscal year, both gains on the sale of investment securities (extraordinary income: 1.31 billion yen) and impairment losses (extraordinary losses: 1.46 billion yen) were recorded. The equity ratio did not change significantly, and the impact of the impairment loss on our financial base was limited



### 7.Impairment losses of Goodwill etc. and Our Initiatives for Kamishima



#### 7-3. Our Strategy for Civil Engineering Business Based on Current Situation

We haven't changed our strategy of seeking medium to long-term growth in the civil engineering business by leveraging Kamishima's advantage; Kamishima has a great potential in proprietary patented techniques

#### Kamishima's Strengths

Kamishima's proprietary patented techniques in "Rock-Breaking" are superior to other conventional methods.

#### High productivity by crushing force and volume

- Kamishima's mehods enable to shorten the construction period because of the excellent crushing force for semihard rocks and the volume per unit time.
- Kamishima has an extensive track record in large-scale works such as dams and river engineering.

#### Low environmental impact by vibration and noise control

 Kamishima's methods have low environmental impacts such as noise, vibration, dust, etc. in a situation that requires consideration for the neighborhood and the natural environment.





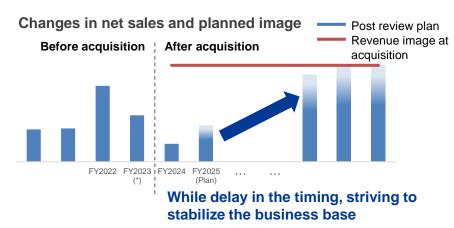
- Kachiwaru-kun method -

- Pakat-kun method -

#### **Our Strategy**

### Continuing our strategy of seeking growth in the civil engineering business by leveraging Kamishima's advantage

- Kamishima's technological superiority remains unchanged.
- The technologies are only recognised locally and have room to disseminate nationwide.
- We aim to stabilize Kamishima's business base by investing our group's resources to disseminate its recognition nationwide and to encourage the adoption of its construction methods.



<sup>\*</sup> The duration of FY2023 was 10 months because Kamishima changed the month of its fiscal year end from May to March

### 7.Impairment losses of Goodwill etc. and Our Initiatives for Kamishima 7-4. Our Ongoing Initiatives for Kamishima



In order to stabilize the business foundation of Kamishima, we have taken the following initiatives as a whole group. As inquiries from new regions and customers have been increased, we are seeing steady progress

#### **Our Ongoing Initiatives #1 Gain Publicity**

- The name of Kamishima and its construction method have been known to limited area. In order to gain nationwide publicity, we strive for publicity activities.
- Kamishima's original construction method has been registered in the New Technology Information System "NETIS" operated by MLIT, and has received high technical evaluation. The more its uniqueness and strength are recognized, the more business we can achieve in a broader area, so study sessions are being held for construction consultants.
- Through the use of SEO, targeted advertising and the renovation of the company's website, we reach potential
  customers.

#### Our Ongoing Initiatives #2 Strengthening Sales Activities

- We have expanded into potential markets that capitalize on Kamishima's advantages for sustainable growth.
- In public works, where Kamishima's main business is, Kamishima usually subcontracts from a prime contractor (larger construction companies) that receives an order from the central or municipal government. Sales activities for major construction companies and construction consultants to build relationships and gain repeat customers in the future.
- To build a pipeline of projects, we cooperate with our group companies to explore project information to see if Kamishima's methods can be used.

### 8. Summary of the Plan for FY2025



#### Consolidated net sales

### 96,400 million yen (up 8.3% year-on-year)

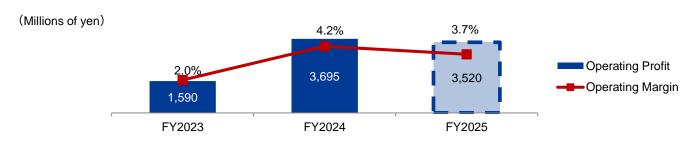
Net sales are expected to increase to 96,400 million yen on the back of an abundance of construction work carried over



### Consolidated operating profit

#### 3,520 million yen (down 4.7% year-on year)

Although profitability of constructions continue to improve, operating profit is expected to fall to 3,520 million yen, down 4.7% year-on-year, due to an increase in fixed costs such as personnel expenses



### Consolidated profit

#### 2,250 million yen (up 9.2% year-on year)

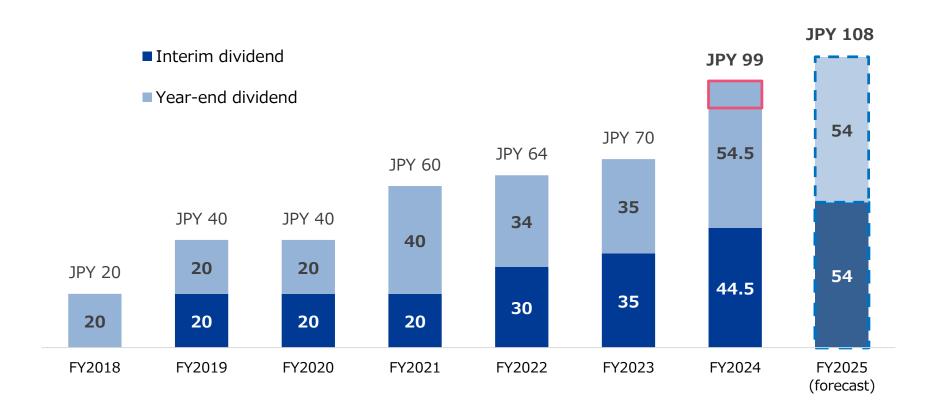
Profit is expected to 2,250 million yen, up 9.2% year-on-year





### 9. Shareholder returns

In line with our policy on shareholder returns of "a total payout ratio of at least 50% and a DOE of at least 4.0%", we plan to increase <u>the annual dividend by JPY 10 to JPY 99 per share</u> <u>from the forecast in May 2024</u> (the interim dividend of JPY 44.5 was paid in November 2024) We expect an <u>annual dividend of JPY 108 per share</u> in FY2025, JPY 54 each in the interim and at the year-end, five consecutive years of growth



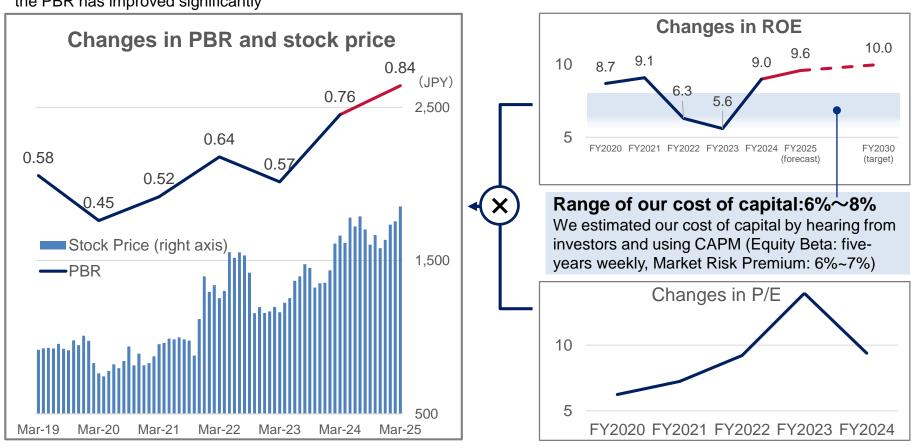
### DAISUÉ

### 10. Management conscious of Cost of Capital and Stock Price DAISUÉ

To exceed one times PBR by FY2030, we have targeted ROE of 10% or more and P/E of 10 times or more

ROE has been improved by increasing shareholder returns and profitability. We aim to improve ROE by implementing measures in our long- and medium-term business plan in order to continue to exceed the cost of capital

The P/E is also on an upward trend as a result of improvement in disclosure and active dialogue with investors. As a result, the PBR has improved significantly



Stock Price: Closing price at the end of month, PBR: Closing price at the end of period / Net assets per share at the end of period, ROE: Profit per share / Net asset per share (beginning and end of period average), P/E: Closing price at the end of period / Profit per share



### 11. Sustainability Initiatives

We have set 17 KPIs for sustainability initiatives in our long- and medium-term business plan which commenced in FY2024

We have made good progress in FY2024

Major Initiativ	es (excerpted)	FY2023	FY2024					
Environment								
Addressing climate change								
Reducing GHG emissions	Scope1 and 2 emissions	5,970.7t-CO2 (emissions per unit: 7.9t-CO <sub>2</sub> per 100 million yen)	5,872.2t-CO2 (emissions per unit: 6.8t-CO2 per 100 million yen)					
Pursuing ZEB, ZEH structures and wood construction	Ratio in new buildings (including scheduled for certification)	10.5%	62.2%					
Pursuing environmentally frie	endly business activities							
Reducing construction byproducts	Construction byproducts per unit	6.6kg/m²	7.8kg/m²					
Society								
Pursuing work-life balance								
Encouraging to take paternal leave programs	Ratio of taking paternal leaves	72.7%	100%					
<b>Ensuring occupational health</b>	and safety							
Reducing the number of occupational accidents	Accident frequency rate (four or more lost work days)	1.02	0.87					
Promoting diversity								
Increasing the number of female managers	Ratio of female managers	5.9%	8.5%					
Increasing the number of female employees	Ratio of female employees	13.3%	14.1%					
Increasing the number of experienced workers	Ratio of experienced workers in new hiring	22.4%	45.1%					

## 12. EXPO 2025 Osaka Kansai and Future Initiatives with Czechia Republic



We reached a basic agreement with the Commissioner General Office of the Czech Republic on Strategic Partnership at the EXPO 2025 Osaka, Kansai in April 2025

We will hold publicity campaigns in Czechia National Pavilion, EXPO 2025 Osaka, Kansai, which we built and we will cooperate with them to expand sales channels for wooden construction materials in Japan





"DAISUE Hall" inside Czechia Pavilion

**Our Special Website** 



### (Reference) Sponsored Research Report

Our corporate research report has been released. It was created through a joint business of Sponsored Research by QUICK Corp., Nomura Investor Relations Co.,Ltd., and Nomura Securities Co.,Ltd.

This report was prepared at the request of our company and was written with ensuring accuracy and objectivity.

The report is available through financial data vendors, e.g. QUICK, Bloomberg, FactSet, LSEG, and others.

Quick NOMURA

CORPORATE RESEARCH

(Note) About QUICK & NOMURA Corporate Research (Q&N Research)

Q&N Research is a joint business of Sponsored Research by QUICK Corp., Nomura Investor Relations Co.,Ltd., and Nomura Securities Co.,Ltd.. Reports are distributed through financial data vendors, e.g. QUICK, Bloomberg, FactSet, LSEG, and others.

## A company that creates spaces rich in security and joy



DAISUE CONSTRUCTION CO., LTD.

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