

***Notes**

(1) Changes in significant subsidiaries during the period: None

(Changes in specified subsidiaries resulting in the change in scope of consolidation)

(2) Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements: Yes

Note: For details, see "Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements" on p.7 of the attached materials.

(3) Changes in accounting policies, changes in accounting estimates, and restatement

(i) Changes in accounting policies due to revisions to accounting standards and other regulations: Yes

(ii) Changes in accounting policies due to other reasons: None

(iii) Changes in accounting estimates: None

(iv) Restatement: None

(4) Number of issued shares (common stock)

(i) Total number of issued shares at the end of the period (including treasury stock)

Nine months ended December 31, 2022	70,864,961shares	Year ended March 31, 2022	70,864,961 shares
Nine months ended December 31, 2022	19,652shares	Year ended March 31, 2022	19,332 shares
Nine months ended December 31, 2022	70,845,465shares	Nine months ended December 31, 2021	70,845,834 shares

(ii) Number of treasury stock at the end of the period

(iii) Average number of shares outstanding during the period (cumulative from the beginning of the fiscal year)

* Quarterly financial results reports are exempt from quarterly review conducted by certified public accountants or an audit corporation.

* Proper use of consolidated earnings forecasts and other special matters

Forward-looking statements such as the earnings outlook included in these materials are based on information available to the company at the time of their compilation and on certain assumptions that have been determined to be reasonable. They do not constitute any commitment on the part of the company to achieve specific results. In addition, actual performance and other results may diverge significantly from forecasts for a variety of reasons. For precautionary information about the conditions that comprise the assumptions underlying earnings forecasts and about the use of earnings forecasts, see "Explanation of consolidated earnings forecasts and other forward-looking information " on p.2 of the attached materials.

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1. Qualitative information related to this quarterly financial report

(1) Explanation of operating results

Order volume during the nine months ended December 31, 2022, rose 41.3% from the corresponding period of the previous fiscal year to ¥362,352 million. Orders rose in both Kyushu and the Tokyo metropolitan region as we focused on our goal of securing orders for large, private-sector projects. While order profitability has been impacted by rising material and labor costs, efforts to ensure costs are reflected in prices allowed us to maintain a certain level of profitability.

Net sales rose 4.1% from the corresponding period of the previous fiscal year to ¥251,255 million. We sought to manage the process so as to avoid delays in construction progress in the face of growth in construction on hand.

Operating income fell 6.5% from the corresponding period of the previous fiscal year to ¥15,612 million. Although we're working to realize cost improvements by taking steps to improve profits, factors including an increase in Selling, general and administrative expenses combined to push down profits.

Ordinary income fell 5.7% from the corresponding period of the previous fiscal year to ¥18,257 million.

Quarterly profit attributable to owners of parent rose 7.8% to ¥14,844 million. The result reflects posting of an extraordinary gain from the sale of marketable securities owned by the company.

Provisional accounting treatment of the merger with CHUORIKA KOUGYO Co.,Ltd., which was completed on September 22, 2021, adopted during the second consolidated quarterly accounting period of the previous consolidated fiscal year was finalized at the end of that year. As a result, the comparison and analysis with the previous consolidated quarterly accounting period uses values that have been revised to reflect the finalization of that provisional accounting treatment.

(2) Explanation of financial position

Total assets rose ¥44,917 million (11.9%) from the end of the previous consolidated fiscal year to ¥423,313 million due to factors including an increase in the cost of uncompleted construction contracts resulting from an increase in the construction contract balance and an increase in cash and deposits.

Total liabilities rose ¥35,073 million (25.6%) from the end of the previous consolidated fiscal year to ¥172,274 million due to factors including long-term borrowing to supplement working capital.

Total net assets rose ¥9,843 million (4.1%) from the end of the previous consolidated fiscal year to ¥251,038 million as posting of profit attributable to owners of parent offset payments of dividends.

(3) Explanation of consolidated earnings forecasts and other forward-looking information

The earnings forecast for the fiscal year ending March 31, 2023, which were announced on April 28, 2022, has been revised as described below.

(i) Revisions to the earnings forecast

Revisions to the forecast of consolidated financial results of operations for the fiscal year ending March 31, 2023 (From April 1, 2022 to March 31, 2023)

	Net sales	Operating income	Ordinary income	Profit attributable to owners of parent	Profit per share
	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Yen
Previously announced forecast (A)	460,000	34,500	37,000	25,000	352.88
Revised forecast (B)	400,000	32,500	35,000	26,000	367.00
Change (B-A)	(60,000)	(2,000)	(2,000)	1,000	
Percent change (%)	(13.0)	(5.8)	(5.4)	4.0	
Reference: Previous fiscal year results (Fiscal year ended March 31, 2022)	376,563	33,137	36,828	26,216	370.05

(ii) Reasons for revisions

Net sales are expected to decline ¥60 billion versus the previous forecast as construction progress, primarily in large solar projects, falls beneath the initial plan. Operating and ordinary income are both expected to decline ¥2 billion yen due to the decrease in sales, although the effects of cost improvements are beginning to manifest themselves. Profit attributable to owners of parent is expected to increase ¥1 billion due to gains on sales of investment securities.

2. Quarterly consolidated financial statements and principal notes

(1) Quarterly consolidated balance sheet

(Millions of yen)

	Previous fiscal year As of March 31, 2022	Current 3rd Quarter As of December 31, 2022
Assets		
Current assets		
Cash and deposits	39,021	67,441
Notes receivable, accounts receivable from completed construction contracts and other	136,676	114,083
Securities	987	-
Costs of uncompleted construction contracts	5,592	19,489
Merchandise	1,107	1,451
Raw materials and supplies	22,790	28,928
Other	10,838	22,009
Allowance for doubtful accounts	(34)	(34)
Total current assets	216,979	253,370
Fixed assets		
Property and equipment		
Buildings and structures, net	33,048	33,244
Land	29,677	29,923
Other, net	18,118	19,009
Total property and equipment	80,844	82,176
Intangible assets		
Goodwill	755	1,232
Customer related assets	1,739	1,574
Other	1,873	1,861
Total intangible assets	4,368	4,668
Investments and other assets		
Investment securities	61,175	65,022
Long-term loans receivable	313	97
Retirement benefit asset	6,124	8,828
Deferred tax assets	4,288	4,410
Other	5,279	5,725
Allowance for doubtful accounts	(979)	(987)
Total investments and other assets	76,203	83,097
Total fixed assets	161,416	169,942
Total assets	378,396	423,313

(Millions of yen)

	Previous fiscal year As of March 31, 2022	Current 3rd Quarter As of December 31, 2022
Liabilities		
Current liabilities		
Notes payable, accounts payable for construction contracts and other	66,669	40,192
Electronically recorded obligations	22,078	31,457
Short-term borrowings	6,865	7,883
Income taxes payable	7,309	2,614
Advances received on uncompleted construction contracts	11,463	34,310
Provision for bonuses	-	4,964
Provision for loss on construction contracts	187	36
Other	8,872	8,345
Total current liabilities	123,446	129,805
Long-term liabilities		
Long-term borrowings	3,494	30,850
Lease obligations	2,782	3,316
Provision for retirement benefits for directors (and other officers)	328	469
Retirement benefit liability	4,015	4,137
Other	3,134	3,695
Total long-term liabilities	13,754	42,469
Total liabilities	137,201	172,274
Net assets		
Shareholders' equity		
Share capital	12,561	12,561
Capital surplus	12,987	13,046
Retained earnings	214,655	222,413
Treasury stock, at cost	(9)	(10)
Total shareholders' equity	240,194	248,011
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	1,848	2,479
Deferred gains or losses on hedges	(218)	118
Foreign currency translation adjustment	208	878
Retirement benefit liability adjustments	(2,898)	(2,534)
Total accumulated other comprehensive income(loss)	(1,059)	941
Non-controlling interests	2,059	2,086
Total net assets	241,194	251,038
Total liabilities and net assets	378,396	423,313

(2) Quarterly consolidated statement of income and quarterly consolidated statement of comprehensive income

Quarterly consolidated statement of income

Third quarterly consolidated cumulative accounting period

(Millions of yen)

	Previous 3rd Quarter (From April 1, 2021 to December 31, 2021)	Current 3rd Quarter (From April 1, 2022 to December 31, 2022)
Net sales		
Construction contracts	232,863	240,090
Other	8,419	11,164
Total net sales	241,283	251,255
Cost of sales		
Construction contracts	200,805	208,434
Other	5,914	7,802
Total cost of sales	206,719	216,237
Gross profit		
Construction contracts	32,058	31,656
Other	2,505	3,362
Total gross profit	34,563	35,018
Selling, general and administrative expenses	17,869	19,406
Operating income	16,694	15,612
Non-operating income		
Interest income	39	37
Dividend income	714	689
Share of profit of entities accounted for using equity method	913	631
Gain on investments in partnerships	612	937
Rent income	253	245
Other	537	621
Total non-operating income	3,072	3,161
Non-operating expenses		
Interest expenses	286	299
Extra retirement payments	26	30
Transfer of allowance for doubtful accounts for affiliates	-	17
Settlement payments	-	87
Other	98	81
Total non-operating expenses	411	516
Ordinary income	19,354	18,257
Extraordinary income		
Gain on sales of fixed assets	4	177
Gain on sales of investment securities	782	4,247
Total extraordinary income	787	4,424
Extraordinary losses		
Loss on disposal and sales of fixed assets	112	221
Loss on sales of investment securities	1	-
Loss on valuation of investment securities	69	52
Loss on liquidation of a subsidiary	-	74
Total extraordinary losses	184	349
Profit before income taxes	19,957	22,333
Income taxes	6,141	7,504
Profit	13,816	14,829
Profit (loss) attributable to non-controlling interests	43	(15)
Profit attributable to owners of parent	13,773	14,844

Quarterly consolidated statement of comprehensive income
 Third quarterly consolidated cumulative accounting period

(Millions of yen)

	Previous 3rd Quarter (From April 1, 2021 to December 31, 2021)	Current 3rd Quarter (From April 1, 2022 to December 31, 2022)
Profit	13,816	14,829
Other comprehensive income		
Valuation difference on available-for-sale securities	(2,478)	627
Foreign currency translation adjustment	177	733
Retirement benefit liability adjustments	542	364
Share of other comprehensive income (loss) of entities accounted for using equity method	(37)	340
Total other comprehensive income(loss)	(1,796)	2,066
Comprehensive income	12,020	16,895
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	11,959	16,845
Comprehensive income attributable to non-controlling interests	60	49

(3) Notes on the quarterly consolidated financial statements

(Notes on the premise of a going concern)

None

(Notes on noteworthy changes in shareholders' equity)

None

(Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements)

Calculation of tax expenses

Tax expenses have been calculated by making a reasonable estimate of the effective tax rate after the application of tax effect accounting to pre-tax income for the consolidated fiscal year that includes the third consolidated quarterly accounting period and then applying the effective tax rate used in that estimate to the pre-tax quarterly income.

(Changes in accounting policies)

We have applied the Application Guidelines for Accounting Standards Related to Calculation of Market Value (Corporate Accounting Standard Application Guideline No. 31 of June 17, 2021; "Application Guidelines for Market Value Standards") since the start of the first consolidated quarterly accounting period. In keeping with the transitional treatment described in Paragraph 27-2 of the Application Guidelines for Market Value Standards, new accounting policies set forth by the Application Guidelines for Market Value Standards will continue to be applied in the future. Those changes have had no effect on our quarterly consolidated financial statements.

3. Reference

Overview of non-consolidated results

(Yen amounts are rounded down to millions.)

Non-consolidated financial results for the nine months ended December 31, 2022

(From April 1, 2022 to December 31, 2022)

(1) Non-consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Net sales		Operating income		Ordinary income		Profit	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended December 31, 2022	212,288	1.1	12,469	(5.9)	14,737	(3.8)	13,096	18.4
Nine months ended December 31, 2021	209,874	(10.6)	13,251	(14.2)	15,313	(12.3)	11,062	(7.7)

	Profit per share	Diluted profit per share
	Yen	Yen
Nine months ended December 31, 2022	184.82	—
Nine months ended December 31, 2021	156.10	—

(2) Non-consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of December 31, 2022	374,305	205,831	55.0
As of March 31, 2022	336,952	199,176	59.1

Note: This overview of non-consolidated operating results is provided for reference purposes only and as such does not fall within the scope of review of legally mandated disclosures.

4. Supplemental information

(1) Breakdown of consolidated results by business segment and customer

(i) Net sales

Accounting period	Nine months ended December 31, 2021 (April 2021 to December 2021)		Nine months ended December 31, 2022 (April 2022 to December 2022)		Increase (Decrease)	
	Amount (millions of yen)	As percent of total	Amount (millions of yen)	As percent of total	Amount (millions of yen)	Rate (%)
Power distribution line work	31,785	13.2	32,337	12.9	552	1.7
Electrical work	126,414	52.4	120,859	48.1	(5,554)	(4.4)
HVAC and sanitary facility work	74,663	30.9	86,893	34.6	12,229	16.4
Total, facilities construction business	232,863	96.5	240,090	95.6	7,227	3.1
Other businesses	8,419	3.5	11,164	4.4	2,745	32.6
Total	241,283	100	251,255	100	9,972	4.1

(ii) Construction orders

Accounting period	Nine months ended December 31, 2021 (April 2021 to December 2021)		Nine months ended December 31, 2022 (April 2022 to December 2022)		Increase (Decrease)	
	Amount (millions of yen)	As percent of total	Amount (millions of yen)	As percent of total	Amount (millions of yen)	Rate (%)
Power distribution line work	32,379	12.6	33,069	9.1	690	2.1
Electrical work	131,681	51.4	195,761	54.0	64,079	48.7
HVAC and sanitary facility work	92,351	36.0	133,521	36.9	41,170	44.6
Total	256,411	100	362,352	100	105,940	41.3

(iii) Construction contract balance at end of period

Accounting period	As of December 31, 2021		As of December 31, 2022		Increase (Decrease)	
	Amount (millions of yen)	As percent of total	Amount (millions of yen)	As percent of total	Amount (millions of yen)	Rate (%)
Power distribution line work	1,969	0.5	1,979	0.4	10	0.5
Electrical work	290,850	69.2	359,910	67.9	69,059	23.7
HVAC and sanitary facility work	127,342	30.3	168,020	31.7	40,677	31.9
Total	420,162	100	529,910	100	109,747	26.1

(iv) Construction sales by customer

Accounting period	Nine months ended December 31, 2021 (April 2021 to December 2021)		Nine months ended December 31, 2022 (April 2022 to December 2022)		Increase (Decrease)	
	Amount (millions of yen)	As percent of total	Amount (millions of yen)	As percent of total	Amount (millions of yen)	Rate (%)
Kyushu Electric Power Group*	31,808	13.7	32,273	13.4	464	1.5
General customers	201,054	86.3	207,817	86.6	6,762	3.4
Total	232,863	100	240,090	100	7,227	3.1

(v) Construction orders by customer

Accounting period	Nine months ended December 31, 2021 (April 2021 to December 2021)		Nine months ended December 31, 2022 (April 2022 to December 2022)		Increase (Decrease)	
	Amount (millions of yen)	As percent of total	Amount (millions of yen)	As percent of total	Amount (millions of yen)	Rate (%)
Kyushu Electric Power Group*	33,890	13.2	33,031	9.1	(858)	(2.5)
General customers	222,521	86.8	329,321	90.9	106,799	48.0
Total	256,411	100	362,352	100	105,940	41.3

(vi) Full-year sales and construction order volume forecast for the fiscal year ending March 2023

Business segment	Sales (millions of yen)	Construction order volume (millions of yen)
Power distribution line work	47,000	48,000
Electrical work	202,000	231,500
HVAC and sanitary facility work	135,000	147,500
Total, facilities construction business	384,000	427,000
Other businesses	16,000	
Total	400,000	

*Kyushu Electric Power Group: Kyushu Electric Power Co., Inc., Kyushu Electric Power Transmission and Distribution Co., Inc., and Kyuden T&D Service Co., Inc.

(2) Breakdown of non-consolidated results by business segment and customer

(i) Net sales

Accounting period Business segment	Nine months ended December 31, 2021 (April 2021 to December 2021)		Nine months ended December 31, 2022 (April 2022 to December 2022)		Increase (Decrease)	
	Amount (millions of yen)	As percent of total	Amount (millions of yen)	As percent of total	Amount (millions of yen)	Rate (%)
Power distribution line work	30,633	14.6	30,914	14.6	281	0.9
Electrical work	116,239	55.4	108,252	51.0	(7,986)	(6.9)
HVAC and sanitary facility work	59,653	28.4	69,420	32.7	9,767	16.4
Sub total	206,526	98.4	208,587	98.3	2,061	1.0
Other businesses	3,348	1.6	3,700	1.7	351	10.5
Total	209,874	100	212,288	100	2,413	1.1

(ii) Construction orders

Accounting period Business segment	Nine months ended December 31, 2021 (April 2021 to December 2021)		Nine months ended December 31, 2022 (April 2022 to December 2022)		Increase (Decrease)	
	Amount (millions of yen)	As percent of total	Amount (millions of yen)	As percent of total	Amount (millions of yen)	Rate (%)
Power distribution line work	30,916	13.9	31,505	10.1	588	1.9
Electrical work	119,315	53.5	177,342	56.7	58,026	48.6
HVAC and sanitary facility work	72,714	32.6	103,591	33.2	30,877	42.5
Total	222,946	100	312,440	100	89,493	40.1

(iii) Construction contract balance at end of period

Accounting period Business segment	As of December 31, 2021		As of December 31, 2022		Increase (Decrease)	
	Amount (millions of yen)	As percent of total	Amount (millions of yen)	As percent of total	Amount (millions of yen)	Rate (%)
Power distribution line work	760	0.2	1,051	0.2	291	38.4
Electrical work	276,783	72.7	344,614	71.5	67,831	24.5
HVAC and sanitary facility work	103,008	27.1	136,520	28.3	33,511	32.5
Total	380,552	100	482,187	100	101,635	26.7

(iv) Construction sales by customer

Accounting period Customer	Nine months ended December 31, 2021 (April 2021 to December 2021)		Nine months ended December 31, 2022 (April 2022 to December 2022)		Increase (Decrease)	
	Amount (millions of yen)	As percent of total	Amount (millions of yen)	As percent of total	Amount (millions of yen)	Rate (%)
Kyushu Electric Power Group*	30,898	15.0	31,254	15.0	356	1.2
General customers	175,627	85.0	177,333	85.0	1,705	1.0
Total	206,526	100	208,587	100	2,061	1.0

(v) Construction orders by customer

Accounting period Customer	Nine months ended December 31, 2021 (April 2021 to December 2021)		Nine months ended December 31, 2022 (April 2022 to December 2022)		Increase (Decrease)	
	Amount (millions of yen)	As percent of total	Amount (millions of yen)	As percent of total	Amount (millions of yen)	Rate (%)
Kyushu Electric Power Group*	31,823	14.3	31,908	10.2	85	0.3
General customers	191,123	85.7	280,531	89.8	89,408	46.8
Total	222,946	100	312,440	100	89,493	40.1

*Kyushu Electric Power Group: Kyushu Electric Power Co., Inc., Kyushu Electric Power Transmission and Distribution Co., Inc., and Kyuden T&D Service Co., Inc.