

## OHBA met all Prime Market continued listing criteria as of the end of May 2024

Aiming to achieve 14 consecutive years of operating profit growth in FY25/5 by pursuing a niche leader strategy

• **FY24/5 Results:** OHBA (hereafter, the Company) reported profit lines slightly above initial forecasts. In FY24/5, operating profit rose 7.4% YoY to ¥1.84 bn against its initial plan of ¥1.8 bn, with profit attributable to owners of parent (hereafter, Profit ATOP) rising 24.6% YoY to ¥1.34 bn versus its initial plan of ¥1.15 bn. On the other hand, sales fell just short of plan. This was likely because the Company gained better visibility in achieving its plan thanks to productivity improvements that exceeded initial expectations, but operated smoothly without going out of its way to deliberately accelerate order fulfillment (which ties into revenue recognition). ROE improved 1.2 pts YoY to 11.8%, approaching the 12.0% target set in the medium-term management plan.

• **FY25/5 Plan:** The Company aims to achieve sales of ¥17.5 bn (+6.1% YoY) and mark its 14th consecutive year of operating profit growth by achieving operating profit of ¥1.95 bn (+5.8% YoY). As of the end of May 2024, OHBA had an order backlog of ¥10.21 bn, suggesting that it is prepared for a solid start to the year. The Company is involved in large projects that may tie into its medium-term earnings base, including the Japan Self-Defense Force facility optimization project, the Miyagi Prefecture Senen City Planning project, Noto Peninsula Earthquake restoration and recovery-related work, and the former Kamiseya Telecommunications Facility zoning and development project in preparation of the GREEN x EXPO 2027. It is worth noting that the Company is well positioned to be able to secure and expand its earnings on a sustainable basis going beyond FY25/5.

• **Shareholder Returns:** The Company announced its plan to pay a dividend of ¥40.0 per share with a dividend payout ratio of 45.7% for FY25/5. On the other hand, OHBA's shareholder return policy targets a dividend payout ratio of 50% and a total shareholder return ratio of 60%, leaving some room to boost dividends or announce additional share buybacks if business performance progresses smoothly. This is an upside catalyst to look out for going forward.

• **Valuation:** In recent years, OHBA's shares have been given a premium valuation compared to the sub-sector average in terms of both P/E and P/B ratios, reflecting its leading shareholder return policy among construction consulting firms, high profitability, and ROE of over 10%. On the other hand, the latest valuation multiples show the valuation gap narrowing as a result of sustained profit growth and progress in the fiscal year, and the Company's share valuation is beginning to look more attractive. Investors should keep a close eye on OHBA, as its profit growth potential driven by its niche-leader

FY	¥mn,%	Net Sales	YoY	Oper. Profit	YoY	Profit ATOP	YoY	EPS (¥)	DPS(¥)
2019/5		15,581	(3.1)	1,104	7.1	1,715	130.3	99.5	18.0
2020/5		15,203	(2.4)	1,145	3.6	824	(52.0)	49.3	14.0
2021/5		15,862	4.3	1,334	16.6	852	3.5	52.0	15.0
2022/5		15,933	0.4	1,583	18.6	1,086	27.3	67.0	23.0
2023/5		15,648	(1.8)	1,715	8.3	1,075	(0.9)	66.7	24.0
2024/5		16,486	5.4	1,843	7.4	1,339	24.6	83.7	37.0
2025/5 CE		17,500	6.1	1,950	5.8	1,400	4.5	87.5	40.0

Source: Compiled by SIR from the Company's IR materials. Note: The FY25/5CE figures indicate the Company's forecast.

### 4Q Follow-up

URBAN DEVELOPMENT & CIVIL ENGINEERING, CONSULTANTS  
**OHBA & CO.**

#### Focus Points:

General construction consulting firm boasting a leading market share in the field of urban development.

Key highlights include its proven business development capabilities demonstrated by 13 consecutive years of operating profit growth through FY24/5, and its commitment to providing the highest level of shareholder returns in the sector.

#### Key Indicators

Share price (8/14)	1,008
YH (4/12)	1,169
YL (8/5)	884
10YH (24/4/12)	1,169
10YL (16/2/12)	317
Shrs out. (mn shrs)	17.00
Mkt cap (¥ bn)	17.14
EV(¥ bn)	13.3
Shr equity ratio (24/5/31)	70.26%
25/5 P/E (CE)	11.51x
24/5 P/B (act)	1.32x
25/5 DY (CE)	4.0%

#### Stock price Chart 1Y



Source: TradingView

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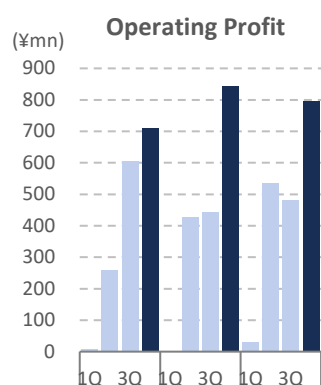
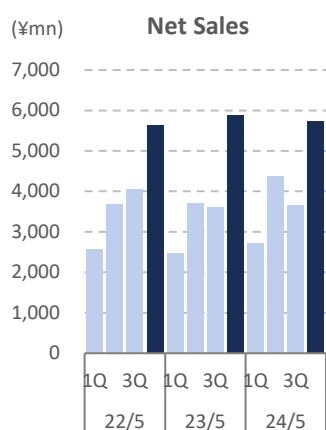
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strategy with an urban planning focused portfolio may prompt a further rerate in the short to medium term, while other construction consulting stocks are reporting lower earnings and making downward guidance revisions.

- **Continued Listing Criteria:** Since the Tokyo Stock Exchange's market restructuring, OHBA shares had not met the tradable share market capitalization portion of the Prime Market's continued listing criteria. However, with its share price rising over the past couple of years, the Company's shares met all of the criteria as of the end of May 2024. The reduced likelihood of downside valuation risk should be viewed as a positive.

## FY2024/5 Full-year Results



## Net sales up 5.4% and operating profit up 7.4%, with all profit lines surpassing initial forecasts

### < Earnings Result Summary >

On July 11, 2024, OHBA announced its full-year results for FY2024/5. In the 4Q results, net sales increased to ¥16.49 bn (+5.4% YoY), and operating profit rose to ¥1.84 bn (+7.4% YoY). The previously disclosed company plan was ¥17.0 bn in sales and ¥1.8 bn in operating profit, and thus the results were broadly aligned with the plan. As the growth rate for the first three-quarters of FY24/5 was stronger than in previous years, some investors may be concerned that sales in the peak season of March-May 2024 fell 2.5% YoY to ¥5.73 bn and operating profit fell 5.6% YoY to ¥800 mn. However, momentum has not worsened, with orders for the period Mar-May 2024 up 7.3% YoY to ¥4.10 bn and order backlogs up 8.2% YoY to ¥10.21bn.

The results were likely attributed to the Company gaining better visibility in achieving its plan for each profit line but operating smoothly without going out of its way to deliberately accelerate order fulfillment (sales recognition). With a large order backlog, the Company will be able to start FY25/5 on a high note. Looking at a breakdown of the backlog, orders in the urban planning domain grew substantially, up 45.7% YoY to ¥2.53 bn, indicating that the Company is steadily expanding its business in domains where it has a competitive advantage.

In FY24/5, ROE rose 1.2 pts YoY to 11.8%, approaching the 12.0% target set in the medium-term management plan that ends in FY28/5. The main reason for this was margin of Profit ATOP rising 1.25 pts YoY to 8.12%, driven by productivity improvements on the back of higher technician prices and an improved sales mix. Another factor was that the implementation of shareholder return measures targeting a total return ratio of around 60% and a dividend payout ratio of around 50% ensured that asset turnover and financial leverage metrics did not deteriorate significantly.

### Quarterly Trends in Sales and Orders Received

Item	Unit	2023/5				2024/5			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
<b>Sales</b>	¥mn	<b>2,463</b>	<b>3,698</b>	<b>3,613</b>	<b>5,873</b>	<b>2,727</b>	<b>4,362</b>	<b>3,669</b>	<b>5,727</b>
YoY	%	-4.1	0.6	-10.8	4.2	10.8	18.0	1.6	-2.5
<b>Construction Consultant</b>	¥mn	<b>2,294</b>	<b>3,505</b>	<b>3,347</b>	<b>5,619</b>	<b>2,431</b>	<b>4,167</b>	<b>3,462</b>	<b>5,580</b>
YoY	%	(6.8)	3.7	(9.4)	9.5	5.9	18.9	3.4	(0.7)
Geospatial Information	¥mn	574	791	834	1,308	662	1,075	832	1,240
YoY	%	(12.7)	(9.5)	(3.5)	10.8	15.4	35.9	(0.2)	(5.2)
Environment	¥mn	105	184	151	243	125	204	200	283
YoY	%	11.6	22.9	12.9	(17.1)	19.0	11.1	32.7	16.1
Urban Planning	¥mn	964	1,460	1,352	2,350	1,017	1,665	1,375	2,626
YoY	%	(14.2)	6.8	(12.9)	11.7	5.5	14.0	1.7	11.7
Civil Engineering	¥mn	652	1,070	1,010	1,717	627	1,223	1,055	1,431
YoY	%	11.2	8.3	(11.7)	10.6	(3.8)	14.2	4.4	(16.6)
<b>Orders Received</b>	¥mn	<b>5,573</b>	<b>3,758</b>	<b>2,587</b>	<b>3,713</b>	<b>6,114</b>	<b>3,632</b>	<b>2,489</b>	<b>4,028</b>
YoY	%	12.5	11.8	7.3	15.7	9.7	(3.3)	(3.8)	8.5
<b>Order Backlog</b>	¥mn	<b>10,035</b>	<b>10,286</b>	<b>9,526</b>	<b>7,622</b>	<b>11,309</b>	<b>10,770</b>	<b>9,796</b>	<b>8,244</b>
YoY	%	(21.3)	(30.4)	(40.7)	12.8	12.7	4.7	2.8	8.2
<b>Business Solutions</b>	¥mn	<b>143</b>	<b>167</b>	<b>242</b>	<b>229</b>	<b>273</b>	<b>171</b>	<b>182</b>	<b>123</b>
YoY	%	78.7	(39.5)	(26.8)	(49.9)	91.7	2.6	(24.9)	(46.3)
Lease Rental Income, etc.	¥mn	26	26	24	25	23	24	24	24
<b>Cost of Sales</b>	¥mn	<b>1,734</b>	<b>2,532</b>	<b>2,449</b>	<b>3,753</b>	<b>1,864</b>	<b>3,012</b>	<b>2,413</b>	<b>3,674</b>
sales ratio	%	70.4	68.5	67.8	63.9	68.4	69.0	65.8	64.2
<b>Gross Profit</b>	¥mn	<b>728</b>	<b>1,167</b>	<b>1,164</b>	<b>2,121</b>	<b>863</b>	<b>1,351</b>	<b>1,257</b>	<b>2,053</b>
sales ratio	%	29.6	31.5	32.2	36.1	31.6	31.0	34.2	35.8
<b>SG&amp;A Expenses</b>	¥mn	<b>728</b>	<b>739</b>	<b>721</b>	<b>1,278</b>	<b>835</b>	<b>815</b>	<b>774</b>	<b>1,257</b>
sales ratio	%	29.6	20.0	19.9	21.8	30.6	18.7	21.1	22.0
<b>Operating Profit</b>	¥mn	<b>0</b>	<b>428</b>	<b>444</b>	<b>843</b>	<b>29</b>	<b>536</b>	<b>482</b>	<b>796</b>
sales ratio	%	0.0	11.6	12.3	14.4	1.0	12.3	13.1	13.9

Source: Compiled by SIR from the Company's IR materials.

**FY2025/5  
Plan****OHBA Projects a Fourteenth Consecutive Year of Operating Profit Growth  
< Guidance >**

The Company's FY2025/5 forecast announced simultaneously with FY2024/5 full-year results, calls for a 6.1% YoY increase in sales to ¥17.50bn and a 5.8% YoY increase in operating profit to ¥1.95bn, indicating that the Company aims to achieve its 14th consecutive year of operating profit growth. As mentioned above, the order situation is favorable. Furthermore, SIR believes that this guidance is realistic in view of the improved profitability resulting from the continuous increase in design unit prices and the promotion of business in focused domains such as disaster prevention/mitigation and defense engineering.

It is also worth noting from the perspective of securing and expanding earnings sustainably, that OHBA has secured a series of notable projects that are likely to help ensure earnings over the medium term. With regard to public sector projects, in addition to 1) basic policy formulation work, and 2) master plan preparation work [Hokkaido (No.1) and North Kanto (No.6)] the Company had already secured and begun providing services for, the Company newly received orders for 3) comprehensive facility optimization design work [Sapporo (Hokkaido Defense Bureau) and Hyakuri (North Kanto Defense Bureau)]. The Company has steadily captured follow-on phases, starting with phase 1, and moving on to phases 2 and 3, and is beginning to establish a stable earnings base.

One public-private partnership project that is worth mentioning is the Miyagi Prefecture Senen City Planning project. As a new urban land zoning and agency project triggered by the incorporation of a new urbanization zone, OHBA has been selected to handle much of the target area. The order value that the Company has already recorded is only part of the overall project, which will be carried out over the next three to five years, and the Company will likely receive additional orders worth several billion yen over the course of several years.

Another stabilizing factor in projecting performance is that the Company has a number of projects in the pipeline where it expects to receive follow-on orders in the medium term from FY25/5 onward. This includes restoration and recovery-related work for the Noto Peninsula Earthquake that struck in January 2024, as well as the former Kamiseya Telecommunications Facility (former US base in Yokohama City) zoning and development project in preparation of the GREEN x EXPO 2027. SIR believes that the Company's continued operating profit growth is rooted in its ability to establish a model that leverages its extensive experience and expertise in urban planning to secure distinctive public and private sector projects that extend over the medium to long term, while also building up its earnings base by securing additional and spot projects, including smaller projects.

On August 9, 2024, OHBA released a notice regarding a business alliance with Pacific Consultants Co., Ltd. (private), a major construction consulting firm. Since the two companies began working together on reconstruction projects following the Great East Japan Earthquake, they have collaborated on various infrastructure projects, and have now decided to form a more comprehensive alliance to deepen their partnership. The two companies have different areas of expertise, so it is relatively easy to build a mutually complementary relationship without being in competition. Investors should take note of this alliance as it may allow further opportunities to win medium- to long-term projects may open up by being able to provide more comprehensive solutions.

The dividend per share forecast for FY25/5 is ¥40.0 (interim ¥20.0, year-end ¥20.0).

The disclosed payout ratio will be 45.7%, but as the Company has a return policy that aims for a payout ratio of 50% and a total return ratio of 60%, additional returns may be announced at some point, in SIR's view.

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It is important to note that, of the share buyback of up to ¥150 mn (up to 200,000 shares) announced on April 11, 2024, those acquired on or after June 1, 2024 will be included in the total shareholder return ratio calculation for FY25/5. However, this can also serve as an upside catalyst likely to come to fruition during FY25/5.

## Valuation

### Valuation multiple beginning to look attractive after consecutive profit growth

#### <P/E and P/B ratios>

In recent years, OHBA's shares have been given a premium valuation compared to the sub-sector average in terms of both P/E and P/B ratios, reflecting its leading shareholder return policy among construction consulting firms, high profitability, and ROE of over 10%. However, as a result of consecutive profit growth and steady increases in both profit levels and shareholder equity, its valuation multiples have begun to look even more attractive following the full-year earnings announcement.

In particular, the P/E ratio of OHBA shares in FY24E (based on 8/9 closing price and company projections) is 11.4x, nearly the same as the sub-sector simple average P/E ratio of 11.0x. This likely reflects the increase in OHBA's EPS, thanks to the consecutive years of profit growth driven by its established niche leader position amid the current macroeconomic environment, where the industry as a whole is not necessarily able to secure profit growth. Among the 17 other construction consulting stocks, 10 saw a decline in ordinary profit in FY23, with six projecting a drop in ordinary profit in FY24. In the medium term, it is likely that OHBA's underlying ability to continue growing profits will prompt a further rerate, and SIR believes that investors should keep a close eye on the Company.

### Valuation Table of Construction Consultant Companies

Code	Company	EoFY	Stock price	Market Caps.	P/E			PBR	Net Cash	Ord. Profit	Ord. Profit margin		
			(8/9)	(8/9)	FY22	FY23	FY24E	Most recent FY	Most recent FY	FY22	FY22	FY23	FY24E
		yen		¥mn	X			X	¥mn	%			
9765	OHBA	May	996	16,932	14.9	11.9	11.4	1.30	3,116	1,788	8.1	7.9	3.7
-	Construction Consultants Average		-	-	11.7	13.4	11.0	0.89	-	-	-	-	-
9161	ID&E Holdings (Nippon Koei)	Jun.	3,450	52,025	16.8	7.3	-	0.64	(24,970)	6,080	(32.9)	82.6	-
2153	E·J Holdings	May	1,644	26,434	8.4	8.5	7.7	0.79	18,993	4,636	(1.5)	(0.8)	7.7
2325	NJS	Dec.	3,505	35,218	19.4	16.7	21.6	1.37	17,188	2,012	(29.6)	(15.3)	37.9
2498	Oriental Consultants HD	Sep.	3,125	19,235	6.6	6.6	7.3	0.86	(3,445)	4,336	24.7	(1.8)	(6.1)
4707	KITAC CORPORATION	Oct.	389	2,322	24.1	12.6	14.8	0.72	(1,977)	137	280.6	35.0	20.5
4840	Triis Incorporated	Dec.	280	2,324	4.7	21.4	17.0	0.43	2,797	-209	TR	TB	(19.4)
6091	Wesco Holdings	Jul.	568	8,482	10.8	12.4	11.9	0.53	7,130	1,245	17.8	(8.7)	0.0
6542	FC Holdings	Jun.	855	5,865	6.1	8.2	6.5	0.73	1,557	1,202	3.5	(5.6)	5.7
7369	Meiho Holdings	Jun.	2,050	3,208	11.9	64.1	-	1.51	784	496	24.9	(53.6)	-
7377	DN Holdings	Jun.	1,495	12,588	6.8	7.8	7.0	1.22	137	2,353	6.9	(15.5)	25.8
9232	PASCO	Mar.	1,631	23,516	5.7	4.6	7.6	0.86	(8,033)	6,525	65.8	(16.7)	(15.3)
9233	Asia Air Survey	Sep.	1,132	21,071	11.9	11.1	10.9	1.03	5,666	2,744	7.1	8.2	(2.0)
9248	People, Dreams & Technologies Group	Sep.	1,685	15,866	6.4	12.5	8.9	0.72	3,953	3,891	-	(17.8)	(9.1)
9621	CTI Engineering	Dec.	4,475	63,362	10.8	8.3	10.2	1.13	16,776	8,235	15.7	23.3	(16.3)
9647	KYOWA ENGINEERING CONSULTANTS	Nov.	4,570	2,678	8.2	6.6	6.5	0.81	2,182	549	18.6	19.5	3.7
9755	OYO	Dec.	2,180	55,948	28.9	13.0	19.7	0.70	15,257	3,033	(27.4)	18.5	11.3
9768	IDEA Consultants	Dec.	2,305	17,285	7.7	8.3	7.8	0.62	867	3,278	55.6	(8.8)	8.7

Code	Company	EoFY	ROE		Ord. Profit Margin		Asset Turnover		Equity Ratio		Payout Ratio		Dividend Yield
			FY22	FY23E	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23	Current Period
		%		%		Times		%		%		%	
9765	OHBA	May	10.6	11.8	11.4	11.7	1.02	0.97	65.4	68.0	36.0	44.2	4.02
-	Construction Consultants Average		10.8	10.3	9.1	8.5	1.06	1.00	60.6	64.7	27.5	28.2	3.15
9161	ID&E Holdings (Nippon Koei)	Jun.	3.9	-	4.3	7.1	0.77	-	41.4	-	60.9	26.5	3.62
2153	E·J Holdings	May	10.7	9.7	12.4	12.4	0.96	0.92	76.2	78.7	25.5	28.4	3.95
2325	NJS	Dec.	7.8	8.4	10.5	7.7	0.69	0.76	81.7	83.2	41.4	40.6	2.57
2498	Oriental Consultants HD	Sep.	16.6	13.9	5.6	5.4	1.47	1.33	33.9	35.3	15.4	21.1	3.20
4707	KITAC CORPORATION	Oct.	3.3	5.9	5.1	6.7	0.48	0.47	49.5	50.6	30.9	16.2	1.29
4840	Triis Incorporated	Dec.	10.1	2.0	(29.0)	35.7	0.11	0.11	84.4	90.7	0.0	0.0	TBD
6091	Wesco Holdings	Jul.	5.2	4.4	7.9	7.3	0.79	0.78	75.1	78.7	30.4	35.0	3.52
6542	FC Holdings	Jun.	12.5	9.3	14.0	13.3	0.95	0.93	76.1	81.1	19.3	28.6	3.51
7369	Meiho Holdings	Jun.	13.6	-	6.7	2.2	1.88	-	51.2	-	0.0	0.0	0.00
7377	DN Holdings	Jun.	16.1	12.3	7.2	5.8	1.60	1.51	56.3	56.0	32.0	33.7	4.68
9232	PASCO	Mar.	16.1	17.1	10.5	8.9	0.88	0.84	38.3	43.5	15.8	21.2	3.37
9233	Asia Air Survey	Sep.	9.8	9.7	8.1	8.0	1.11	1.14	57.7	58.7	29.3	30.3	3.27
9248	People, Dreams & Technologies Group	Sep.	11.8	6.0	10.3	8.0	1.12	1.14	59.0	56.9	25.2	52.0	4.15
9621	CTI Engineering	Dec.	13.6	14.7	9.9	10.9	1.15	1.21	64.8	68.7	24.1	27.7	3.35
9647	KYOWA ENGINEERING CONSULTANTS	Nov.	12.2	13.0	7.1	8.5	1.09	1.08	40.8	46.6	5.4	4.4	0.66
9755	OYO	Dec.	2.7	5.6	5.1	5.5	0.67	0.69	78.3	73.9	63.7	34.7	2.66
9768	IDEA Consultants	Dec.	9.5	7.8	14.2	13.2	0.75	0.66	72.7	76.9	14.9	23.3	3.90

Source: Compiled by SIR from the Company's IR materials. Note: Operating profit is shown in place of ordinary profit for ID&E Holdings (Nippon Koei), which uses IFRS accounting. RS= Red shrink. TB=Turn black. TBD = To be determined.

## Income Statement

Item	Unit	Act 14/5	15/5	16/5	17/5	18/5	19/5	20/5	21/5	22/5	23/5	24/5	CE 24/5	CE 25/5
Net Sales	¥mn	14,113	15,402	15,480	15,542	16,086	15,581	15,203	15,862	15,933	15,648	16,486	17,000	17,500
YoY	%	14.6	9.1	0.5	0.4	3.5	(3.1)	(2.4)	4.3	0.4	(1.8)	5.4	8.6	6.2
Orders Received	¥mn	-	-	-	-	16,918	15,377	15,752	15,239	15,936	16,681	17,262	-	-
Government and Private Sector, etc.	¥mn	-	-	-	-	11,906	12,883	14,294	14,304	15,421	-	-	-	-
Earthquake Reconstruction-Related	¥mn	-	-	-	-	2,920	2,494	1,457	935	514	-	-	-	-
Sales of Company-Owned Real Estate	¥mn	-	-	-	-	2,092	0	0	0	0	-	-	-	-
Construction Consultant	¥mn	12,662	13,402	13,613	13,847	13,417	14,936	14,123	15,267	14,668	14,766	15,640	-	-
YoY	%	17.6	5.8	1.6	1.7	(3.1)	11.3	(5.4)	8.1	(3.9)	0.7	5.9	-	-
Geospatial Information	¥mn	2,830	2,785	2,949	2,575	2,794	2,898	3,138	3,619	3,577	3,507	3,810	-	-
YoY	%	20.5	(1.6)	5.9	(12.7)	8.5	3.7	8.3	15.3	(1.2)	(2.0)	8.6	-	-
Environment	¥mn	1,226	744	1,092	1,056	588	758	657	596	670	683	811	-	-
YoY	%	17.8	(39.3)	46.8	(3.3)	(44.3)	29.0	(13.3)	(9.3)	12.5	1.8	18.9	-	-
Urban Planning	¥mn	6,125	7,143	6,742	6,952	6,620	6,910	5,908	6,611	6,149	6,126	6,683	-	-
YoY	%	21.9	16.6	(5.6)	3.1	(4.8)	4.4	(14.5)	11.9	(7.0)	(0.4)	9.1	-	-
Civil Engineering	¥mn	2,480	2,729	2,831	3,264	3,415	4,369	4,420	4,441	4,272	4,450	4,336	-	-
YoY	%	5.7	10.1	3.7	15.3	4.7	27.9	1.2	0.5	(3.8)	4.2	(2.6)	-	-
Orders Received	¥mn	12,763	13,516	13,778	14,106	14,262	14,573	14,417	14,657	13,934	15,631	16,263	-	-
Geospatial Information	¥mn	2,778	2,886	2,580	2,865	2,839	2,961	4,048	3,019	3,255	3,950	3,621	-	-
Environment	¥mn	1,541	1,188	1,346	747	654	593	535	525	809	872	1,007	-	-
Urban Planning	¥mn	5,868	6,854	7,091	6,965	6,719	6,461	5,758	6,911	5,397	6,570	7,523	-	-
Civil Engineering	¥mn	2,575	2,589	2,762	3,528	4,050	4,559	4,077	4,203	4,473	4,240	4,112	-	-
Order Backlog	¥mn	7,495	7,609	8,166	8,425	9,271	8,908	9,202	8,592	6,758	7,622	8,244	-	-
Geospatial Information	¥mn	1,536	1,637	1,383	1,673	1,719	1,782	2,691	2,091	1,476	1,917	1,694	-	-
Environment	¥mn	1,005	978	990	682	748	582	460	389	480	669	865	-	-
Urban Planning	¥mn	3,791	3,922	4,463	4,476	4,575	4,126	3,975	4,276	3,070	3,512	4,352	-	-
Civil Engineering	¥mn	1,163	1,072	1,329	1,594	2,229	2,418	2,075	1,837	1,732	1,524	1,333	-	-
Business Solutions	¥mn	1,451	2,000	1,866	1,695	2,670	645	1,079	595	1,145	781	750	-	-
YoY	%	(6.3)	37.8	(6.7)	(9.2)	57.5	(75.8)	67.3	(44.8)	92.3	(31.8)	(4.0)	-	-
Orders Received	¥mn	1,848	1,811	1,672	986	2,656	804	1,334	582	2,001	1,049	998	-	-
Order Backlog	¥mn	1,633	1,444	1,249	540	526	685	940	926	1,644	1,812	1,966	-	-
Lease Rental Income, etc.	¥mn	0	0	0	0	0	0	0	0	120	101	96	-	-
Cost of Sales	¥mn	11,119	11,944	11,775	11,835	12,361	11,520	11,012	11,158	11,095	10,468	10,963	-	-
sales ratio	%	78.8	77.5	76.1	76.2	76.8	73.9	72.4	70.3	69.6	66.9	66.5	-	-
Cost of Sales (Non-Consolidated)	¥mn	10,715	11,506	11,421	11,521	11,972	11,109	10,630	10,649	10,643	-	-	-	-
sales ratio	%	79.4	77.7	76.4	76.7	77.3	74.5	72.9	70.5	69.9	-	-	-	-
Material Cost	¥mn	299	348	251	278	243	241	272	394	732	-	-	-	-
sales ratio	%	2.2	2.3	1.7	1.9	1.6	1.6	1.9	2.6	4.8	-	-	-	-
Labor Cost	¥mn	2,967	3,587	3,668	3,807	3,800	3,890	3,624	3,442	3,410	-	-	-	-
sales ratio	%	22.0	24.2	24.5	25.4	24.5	26.1	24.9	22.8	22.4	-	-	-	-
Outsourcing Cost	¥mn	4,937	6,178	6,564	6,038	5,605	5,655	5,602	4,854	5,520	-	-	-	-
sales ratio	%	36.6	41.7	43.9	40.2	36.2	37.9	38.4	32.1	36.3	-	-	-	-
Other Costs	¥mn	1,176	1,186	1,164	1,164	1,069	1,325	1,245	982	992	-	-	-	-
sales ratio	%	8.7	8.0	7.8	7.8	6.9	8.9	8.5	6.5	6.5	-	-	-	-
Other Increase(Decrease) in Inventory, etc.	¥mn	1,336	208	-226	235	1,256	(2)	(113)	978	(11)	-	-	-	-
sales ratio	%	9.9	1.4	(1.5)	1.6	8.1	0.0	(0.8)	6.5	(0.1)	-	-	-	-
Cost of Sales*	¥mn	405	438	353	314	388	411	382	509	453	-	-	-	-
sales ratio	%	66.2	73.1	65.6	59.6	65.8	61.1	61.4	67.0	64.1	-	-	-	-
Gross Profit	¥mn	2,994	3,458	3,705	3,707	3,725	4,061	4,191	4,704	4,838	5,180	5,523	-	-
sales ratio	%	21.2	22.5	23.9	23.8	23.2	26.1	27.6	29.7	30.4	33.1	33.5	-	-
SG&A Expenses	¥mn	2,411	2,668	2,789	2,661	2,652	2,957	3,046	3,370	3,255	3,465	3,681	-	-
sales ratio	%	17.1	17.3	18.0	17.1	16.5	19.0	20.0	21.2	20.4	22.1	22.3	-	-
Salary Allowance	¥mn	1,164	1,326	1,347	1,249	1,275	1,349	1,453	1,548	1,616	-	-	-	-
sales ratio	%	8.2	8.6	8.7	8.0	7.9	8.7	9.6	9.8	10.1	-	-	-	-
Other	¥mn	1,247	1,342	1,442	1,412	1,377	1,608	1,593	1,822	1,638	-	-	-	-
sales ratio	%	8.8	8.7	9.3	9.1	8.6	10.3	10.5	11.5	10.3	-	-	-	-
Operating Profit	¥mn	583	790	916	1,045	1,074	1,104	1,145	1,334	1,583	1,715	1,843	1,800	1,950
sales ratio	%	4.1	5.1	5.9	6.7	6.7	7.1	7.5	8.4	9.9	11	11.2	10.6	11.1
Non-Operating Income	¥mn	128	143	118	81	66	65	59	91	82	89	93	-	-
Non-Operating Cost	¥mn	100	69	50	29	20	19	27	45	11	16	6	-	-
Ordinary Profit	¥mn	611	865	984	1,097	1,120	1,151	1,177	1,380	1,654	1,788	1,930	1,850	2,000
sales ratio	%	4	6	6	7	7	7	8	9	10	11	12	11	11
Special Interest	¥mn	21	22	2	0	0	1,420	1	0	0	210	0	-	-
Extraordinary Loss	¥mn	17	6	53	120	6	145	10	19	60	497	311	-	-
Income Before Income Taxes	¥mn	615	881	932	977	1,115	2,426	1,168	1,361	1,594	1,501	1,899	-	-
Total Income Taxes	¥mn	102	68	186	274	370	711	344	509	509	426	560	-	-
Effective Tax Rate	%	17	8	20	28	33	29	29	37	32	28	29	-	-
Net Income	¥mn	513	812	747	703	745	1,715	824	852	1,086	1,075	1,339	-	-
Non-Controlling Interests	¥mn	0	0	0	0	0	0	0	0	0	0	0	-	-
Net Profit ATOP	¥mn	513	812	747	703	745	1,715	824	852	1,086	1,075	1,339	1,150	1,400

Source: Compiled by SIR from the Company's IR materials.

## KPI / Balance Sheet

Item	Unit	Act											CE	
		14/5	15/5	16/5	17/5	18/5	19/5	20/5	21/5	22/5	23/5	24/5	24/5	25/5
EPS	¥	28.5	45.1	41.4	39.2	42.1	99.5	49.3	52	67	66.7	83.7	71.8	87.5
Diluted EPS	¥	28.2	44.4	40.7	38.6	41.4	97.4	47.9	50.2	64.2	63.9	80.0	-	-
BPS	¥	261.1	334.3	333	358.7	390.7	460.1	487.6	551.5	610.3	657.9	763.4	-	-
DPS	¥	7	12	12	12	12	18	14	15	23	24	37.0	37.0	40.0
Payout Ratio	%	24.6	26.6	29	30.6	28.5	18.1	28.4	28.8	34.3	36	44.2	51.6	45.7
ROE	%	11.2	15.1	12.4	11.4	11.3	23.5	10.4	10	11.5	10.6	11.8	-	-
ROA (Operating Profit)	%	4.9	6.7	7.5	8.8	9.6	9.3	9	10	11.3	11.2	10.8	-	-
Operating Profit Margin	%	4.1	5.1	5.9	6.7	6.7	7.1	7.5	8.4	9.9	11	11.2	10.6	11.1
Asset Turnover	times	1.18	1.31	1.28	1.31	1.43	1.32	1.2	1.19	1.13	1.02	0.97	-	-
Equity Ratio	%	39.5	52.3	46.9	57.5	60.4	62.8	62.1	65.7	68.2	65.4	68.0	-	-
EBITDA	¥mn	750	1,014	1,155	1,245	1,249	1,308	1,398	1,601	1,839	1,934	2,062	-	-
sales ratio	%	5.3	6.6	7.5	8	7.8	8.4	9.2	10.1	11.5	12.4	12.5	-	-
Capital Expenditures	¥mn	477	160	426	115	220	2,071	345	707	136	135	-	-	-
<b>Total Assets</b>	¥mn	<b>11,900</b>	<b>11,550</b>	<b>12,703</b>	<b>11,085</b>	<b>11,353</b>	<b>12,332</b>	<b>12,979</b>	<b>13,675</b>	<b>14,427</b>	<b>16,117</b>	<b>17,967</b>	-	-
<b>Current Assets</b>	¥mn	<b>7,890</b>	<b>7,451</b>	<b>8,405</b>	<b>7,013</b>	<b>6,918</b>	<b>6,928</b>	<b>7,525</b>	<b>6,894</b>	<b>7,623</b>	<b>9,643</b>	<b>9,973</b>	-	-
Cash and Deposits	¥mn	1,443	864	771	1,101	1,610	2,007	2,337	3,002	1,956	4,205	3,116	-	-
Notes and Accounts Receivable	¥mn	2,532	3,005	3,909	2,220	3,129	2,847	2,879	2,764	4,833	4,803	6,198	-	-
Inventory	¥mn	1,847	1,494	1,614	3,403	2,059	1,952	2,132	1,008	258	509	526	-	-
Other	¥mn	2,068	2,088	2,111	289	120	121	177	119	576	126	133	-	-
<b>Non-Current Assets</b>	¥mn	<b>3,990</b>	<b>4,088</b>	<b>4,292</b>	<b>4,070</b>	<b>4,435</b>	<b>5,404</b>	<b>5,454</b>	<b>6,781</b>	<b>6,804</b>	<b>6,475</b>	<b>7,994</b>	-	-
Property, Plant and Equipment	¥mn	2,577	2,655	2,809	2,721	2,783	3,913	3,925	4,368	4,266	3,312	3,204	-	-
Intangible Assets	¥mn	68	52	42	37	52	42	141	139	113	82	97	-	-
Investments and Other Assets	¥mn	1,345	1,381	1,441	1,312	1,600	1,450	1,388	2,274	2,425	3,081	4,693	-	-
<b>Total Liabilities</b>	¥mn	<b>7,169</b>	<b>5,448</b>	<b>6,652</b>	<b>4,637</b>	<b>4,402</b>	<b>4,439</b>	<b>4,693</b>	<b>4,375</b>	<b>4,197</b>	<b>5,186</b>	<b>5,343</b>	-	-
<b>Current Liabilities</b>	¥mn	<b>4,319</b>	<b>3,912</b>	<b>5,560</b>	<b>3,429</b>	<b>3,523</b>	<b>3,348</b>	<b>3,800</b>	<b>3,672</b>	<b>3,489</b>	<b>4,272</b>	<b>4,022</b>	-	-
Trade Payables	¥mn	953	721	925	773	816	862	944	869	1,027	1,257	1,110	-	-
Short-Term Interest-Bearing Debt	¥mn	1,588	1,240	2,370	626	346	192	60	60	0	0	0	-	-
Income Taxes Payable	¥mn	60	263	172	245	84	293	138	462	330	93	396	-	-
Other	¥mn	1,717	1,689	2,093	1,784	2,277	2,000	2,658	2,281	2,132	2,922	2,516	-	-
<b>Non-Current Liabilities</b>	¥mn	<b>2,850</b>	<b>1,535</b>	<b>1,093</b>	<b>1,208</b>	<b>879</b>	<b>1,091</b>	<b>893</b>	<b>703</b>	<b>708</b>	<b>915</b>	<b>1,321</b>	-	-
Long-Term Interest-Bearing Debt	¥mn	1,677	1,198	548	665	312	120	60	0	0	0	0	-	-
Other	¥mn	1,173	337	544	543	567	971	833	703	708	915	1,321	-	-
<b>Total Net Assets</b>	¥mn	<b>4,731</b>	<b>6,103</b>	<b>6,050</b>	<b>6,448</b>	<b>6,950</b>	<b>7,893</b>	<b>8,286</b>	<b>9,300</b>	<b>10,230</b>	<b>10,931</b>	<b>12,624</b>	-	-
<b>Shareholders' Equity</b>	¥mn	<b>4,702</b>	<b>5,546</b>	<b>5,994</b>	<b>6,388</b>	<b>6,776</b>	<b>7,701</b>	<b>7,999</b>	<b>8,440</b>	<b>9,316</b>	<b>9,859</b>	<b>10,662</b>	-	-
Accumulated Other Comprehensive Income	¥mn	0	499	-38	-9	77	38	56	545	524	686	1,546	-	-
Share Acquisition Rights	¥mn	25	58	95	69	98	154	231	316	391	386	416	-	-
Non-Controlling Interests	¥mn	3	0	0	0	0	0	0	0	0	0	0	-	-

Source: Compiled by SIR from the Company's IR materials.



## Cash Flow Statement

Item	Unit	Act 14/5	15/5	16/5	17/5	18/5	19/5	20/5	21/5	22/5	23/5	24/5	CE 24/5	CE 25/5
Cash Flows from Operating Activities	¥mn	1,767	263	369	2,304	1,697	1,500	1,260	1,994	(346)	2,295	(346)	-	-
Pretax Profit	¥mn	615	881	932	977	1,115	2,426	1,168	1,361	1,594	1,501	1,899	-	-
Depreciation	¥mn	166	224	239	200	176	204	253	267	256	220	204	-	-
Increase (Decrease) in Working Capital	¥mn	719	(790)	(429)	1,375	957	76	218	546	(760)	359	(1,759)	-	-
Other, Net	¥mn	353	38	18	54	(182)	(1,032)	64	68	(727)	797	(462)	-	-
Income Taxes	¥mn	(87)	(89)	(391)	(301)	(369)	(174)	(443)	(247)	(710)	(581)	(228)	-	-
Cash Flows from Investing Activities	¥mn	(662)	93	(641)	13	(191)	39	(212)	(848)	(179)	574	(164)	-	-
Increase (Decrease) of Property, Plant and Equipment	¥mn	(421)	(116)	(407)	(118)	(7)	54	(140)	(765)	(128)	445	(152)	-	-
Increase (Decrease) of Intangible Assets	¥mn	(24)	(12)	(19)	(10)	(33)	(7)	(121)	(30)	(29)	-	(53)	-	-
Other, Net	¥mn	(217)	220	(216)	141	(151)	(8)	49	(52)	(22)	129	41	-	-
Free Cash Flows	¥mn	1,105	356	(272)	2,317	1,506	1,539	1,047	1,147	(525)	2,869	(511)	-	-
Cash Flows From Financing Activities	¥mn	(1,111)	(945)	182	(1,986)	(997)	(1,135)	(718)	(481)	(521)	(619)	(578)	-	-
Increase (Decrease) of Interest-Bearing Debt	¥mn	(1,021)	(828)	480	(1,626)	(633)	(346)	(192)	(60)	(60)	-	-	-	-
Cash Dividends Paid	¥mn	(89)	(125)	(217)	(216)	(213)	(312)	(318)	(231)	(261)	(420)	(478)	-	-
Increase (Decrease) in Equity	¥mn	0	8	(82)	(144)	(150)	(476)	(208)	(190)	(200)	(200)	(100)	-	-
Other, Net	¥mn	0	0	0	0	0	0	0	0	0	0	0	-	-
Effect of Exchange Rate Change on Cash and Cash Equivalents	¥mn	2	10	(2)	(1)	0	0	0	0	0	0	0	-	-
Net Increase (Decrease) in Cash and Cash Equivalents	¥mn	(4)	(579)	(93)	330	509	397	329	665	(1,046)	2,249	(1,089)	-	-
Cash and Cash Equivalents at Beginning of Period	¥mn	1,447	1,443	864	771	1,101	1,610	2,007	2,337	3,002	1,956	4,205	-	-
Cash and Cash Equivalents at End of Period	¥mn	1,443	864	771	1,101	1,610	2,007	2,337	3,002	1,956	4,205	3,116	-	-

Source: Compiled by SIR from the Company's IR materials.

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