

FY 2019 - 2020 Financial Results

Code Number: 1887





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Results of FY2019-2020 and
Forecasts for FY2020-20216

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Actions Against Spread of the Novel Coronavirus (COVID-2019)



Progress of Mid-term Plan 27

This document is presented solely for the convenience of non-Japanese speaking users. If there is any discrepancy between this document and the Japanese original, the latter shall prevail.



About JDC

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Our Group 4

Net Sales by Segment 5

Our History

April 1951	Founded with the aim of developing and popularizing equipment for construction work Began rental business (with 13 pieces of equipment, including bulldozers)
October 1961	Listed in the second section of the Tokyo Stock Exchange
February 1964	Listed in the first section of the Tokyo Stock Exchange
February 1969	Selected for margin trading at the Tokyo Stock Exchange
October 1970	Listed in the first section of the Osaka Stock Exchange
January 1999	Commenced corporate reorganization proceedings
March 1999	Delisted from the Tokyo and Osaka Stock Exchange
October 2001	Established Kokudo BuilACE Corporation (former Japan Adox Co., Ltd.)
September 2003	Corporate reorganization proceedings concluded
August 2007	Established ANION Co., Ltd.
November 2009	Kokudo Koki Co., Ltd. merged with Kokudo Kaihatsu Industry Co., Ltd.
March 2016	Established Fukushima Ecocrete Co., Ltd.
September 2016	Established Civil Engineering Department and Building Department
November 2016	"JDC Vibration-free Floor System" acquires Performance Evaluation of Building Materials for the first time in Japan as a floor isolation device
April 2017	Established Business Development Department
March 2018	Acquired Marine Engineering Co., Ltd.
December 2018	Trade name of Japan Adox Co., Ltd. changed to Kokudo BuilACE Corporation
March 2019	Listed in the first section of the Tokyo Stock Exchange
July 2019	Tsukuba Mirai Center opened





Net Sales by Segment (FY 2019-2020)

Civil Engineering Business Development Business Construction works related to social infrastructure development Real estate business and a renewable energy business such as dams, rivers, tunnels, roads, water and sewerage systems, and development construction works Orders received for environmentally friendly construction works using the Rotary Crushing and Mixing Method (Twister Method), and construction works related to earthquake disaster reconstruction. **Development Business Civil Engineering Business 28** Hundred Million Yen 548 Hundred Million Yen 2.4% Operation of Mega 46.2% Real Estate Business Solar Powerplants **Building Business** Design and construction of houses, offices, stores, factories, warehouses, etc. **Development Construction** Embankment Construction Skyscrapers and large-span building construction utilizing proprietary technologies Expansion of business utilizing original technology of floor isolation (affiliated company) **Tunnel Construction** Twister Method **Building Business** 609 Hundred Million Yen Logistic Facilities Skyscrapers 51.4% Earthwork with Heavy Machinery (Kokudo Kaihatsu Industry Co,. Ltd.) **Net Sales Composition** Reference by New Segments From FY 2019-2020, we ceased using the affiliated company segment

From FY 2019-2020, we ceased using the affiliated company segment and adopted a three-segment structure (Civil Engineering Business, Building Business and Development Business), to reflect the performance of affiliated companies in each business to strengthen the consolidated management led by each business department and the utilization of group companies.

Seismic reinforcement

(Kokudo BuilACE Company)

Food Factories

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Results of FY2019-2020 and **Forecasts for** FY2020-2021

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Results of FY2019-2020 and Forecasts for FY2020-2021

1. [Consolidated] Financial Results for FY2019-2020

[Consolidated] Summary

Net Sales 1,185 Hundred Million Yen

(Achievement against forecast : 94.8%)

Operating Profit— **104** Hundred Million Yen (Achievement against forecast : 105.8%)

Orders—— **1,016** Hundred Million Yen (Achievement against forecast : 82.2%)



[Consolidated] Performance

					(Million Yen)			
		FY 2019-2020						
	FY 2018-2019	Forecasts	Results	Changes	Achievement Rate			
Net Sales	119,525	125,000	118,529	(0.8%)	94.8%			
Operating Profit	14,576	9,800	10,367	(28.9%)	105.8%			
Ordinary Profit	14,406	9,600	9,783	(32.1%)	101.9%			
Profit Attributable to Owners of Parent	10,449	8,100	7,955	(23.9%)	98.2%			
Orders	110,680	123,720	101,644	(8.2%)	82.2%			

[Consolidated] Segment Information

(Million Yen)

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-		FY 2018-2019		FY 2019-2020		Change	
		Amount	Composition Ratio	Amount	Composition Ratio	Amount	Percentage
	Civil Engineering Business	61,998	51.9%	54,813	46.2%	(7,185)	(11.6%)
Net	Building Business	54,902	45.9%	60,893	51.4%	5,991	10.9%
Sales	Development Business	2,624	2.2%	2,823	2.4%	199	7.6%
Total	Total	119,525	100.0%	118,529	100.0%	(996)	(0.8%)
Selling, gener administrative		10,625	_	9,758	_	(867)	(8.2%)
	Civil Engineering Business	9,873	67.7%	8,138	78.5%	(1,735)	(17.6%)
Operating	Building Business	4,194	28.8%	1,704	16.4%	(2,490)	(59.4%)
Profit	Development Business	529	3.6%	554	5.3%	25	4.8%
	Total	14,576	100.0%	10,367	100.0%	(4,208)	(28.9%)

*Elimination of intra-company transaction is reflected in the total of operating profit.

[Consolidated] Balance Sheet



(Million Yen)

	As of May	31, 2019	As of May 31, 2020 Changes		nges	Major Increase and	
	Amount	Composition Ratio	Amount	Composition Ratio	Amount	Percentage	Decrease
Current Assets	76,082	58.9%	80,216	56.7%	4,134	5.4%	Current Assets Cash and Deposits (6,489)
Non-Current Assets	53,130	41.1%	53,721	43.3%	591	1.1%	Notes Receivable, Accounts Receivable from Completed Construction Contracts(6,620)Non-Current Assets(1,020)
Total Assets	129,212	100.0%	133,937	100.0%	4,725	3.7%	Land(1,203)Construction in Progress6,517Investment Securities(4,631)
Current Liabilities	54,696	42.3%	48,940	36.5%	(5,756)	(10.5%)	Current Liabilities Notes payable, accounts payable for construction contracts (2,170)
Non-Current Liabilities	10,219	7.9%	16,680	12.5%	6,461	63.2%	construction contracts(2,170)Short Term Loans Payable(406)Advances Received on Uncompleted(6,877)Construction Contracts(6,877)
Total Liabilities	64,916	50.2%	65,620	49.0%	704	1.1%	Non-Current AssetsLong Term Loans Payable6,780
(Liability with Interest)	(9,901)	(7.7%)	(16,138)	(12.0%)	(6,237)	(63.0%)	
Net Assets	64,296	49.8%	68,317	51.0%	4,020	6.3%	
Total Liabilities and Net Assets	129,212	100.0%	133,937	100.0%	4,725	3.7%	
(Capital Adequacy Ratio)	(49.5%)		(50.8%)			(1.3P)	

						(Million Yen)	
	FY 2019-2020						
	Orders	Composition Ratio	Net Sales	Composition Ratio	Projects in Process	Composition Ratio	
Civil Engineering Business	47,910	48.5%	54,813	47.4%	69,362	52.1%	
Building Business	50,849	51.5%	60,893	52.6%	63,817	47.9%	
Total	98,759	100.0%	115,706	100.0%	133,179	100.0%	



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Results of FY2019-2020 and Forecasts for FY2020-2021

2. [Non-Consolidated] Financial Results for FY2019-2020

[Non-Consolidated] Orders

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(Million	Yen)

		FY 2018-2019			FY 2019	-2020	(Phillion Pen)
		Orders	Composition Ratio	Orders	Composition Ratio	Chai Amount	nges Percentage
	Public Sector in Japan	26,498	25.8%	18,740	20.9%	(7,757)	(29.3%)
Civil Engineering	Private Sector in Japan	14,863	14.5%	19,657	21.9%	4,794	32.3%
Business	Overseas	44	0.0%	-	_	(44)	(100.0%)
	Subtotal	41,406	40.3%	38,397	42.8%	(3,008)	(7.3%)
	Public Sector in Japan	1,854	1.8%	5,422	6.0%	3,568	192.4%
Building	Private Sector in Japan	47,628	46.3%	39,219	43.8%	(8,409)	(17.7%)
Business	Overseas	9,710	9.4%	4,068	4.5%	(5,642)	(58.1%)
	Subtotal	59,193	57.6%	48,710	54.3%	(10,483)	(17.7%)
	Public Sector in Japan	28,352	27.6%	24,163	27.0%	(4,189)	(14.8%)
Total	Private Sector in Japan	62,491	60.8%	58,876	65.7%	(3,615)	(5.8%)
iotai	Overseas	9,755	9.5%	4,068	4.5%	(5,687)	(58.3%)
	Subtotal	100,599	97.8%	87,108	97.2%	(13,491)	(13.4%)
Other E	Business	2,242	2.2%	2,533	2.8%	291	13.0%
Gross	5 Total	102,842	100.0%	89,641	100.0%	(13,200)	(12.8%)

[Non-Consolidated] Projects in Process



		FY 201	8-2019		FY 2019-	·2020	
		Orders	Composition Ratio	Orders	Composition Ratio	Chai Amount	nges Percentage
	Public Sector in Japan	55,642	38.9%	39,706	31.8%	(15,936)	(28.6%)
Civil Engineering	Private Sector in Japan	13,973	9.8%	22,003	17.6%	8,029	57.5%
Business	Overseas	_	-	-	_	_	-
	Subtotal	69,616	48.6%	61,710	49.4%	(7,906)	(11.4%)
	Public Sector in Japan	9,493	6.6%	10,770	8.6%	1,276	13.4%
Building	Private Sector in Japan	52,600	36.7%	40,891	32.7%	(11,709)	(22.3%)
Business	Overseas	11,428	8.0%	11,502	9.2%	74	0.7%
	Subtotal	73,522	51.3%	63,165	50.6%	(10,357)	(14.1%)
	Public Sector in Japan	65,136	45.5%	50,477	40.4%	(14,659	(22.5%)
Total	Private Sector in Japan	66,574	46.5%	62,895	50.4%	(3,679)	(5.5%)
ietai	Overseas	11,428	8.0%	11,502	9.2%	74	0.7%
	Subtotal	143,139	100.0%	124,875	100.0%	(18,264)	(12.8%)
Other E	Business	67	0.0%	36	0.0%	(31)	(46.7%)
Gross	s Total	143,207	100.0%	124,911	100.0%	(18,295)	(12.8%)

[Non-Consolidated] Major Orders Received during 3-4Q



Civil Engineering Business

Regulating Reservoir and Development Construction of Mobara Mega-Solar



Client : KYOWA EXEO CORPORATION

Construction Site	Chiba Prefecture
Outline	Development construction of a solar power plant (67MW) Cutting : 2,850,000m Reservoir : 6 places
Construction Period	June 2020~September 2023 (%Prior constructions have started from October 2010)

Building Business

Construction of DPL Tsukuba-Yatabe



Client : Daiwa House Industry Co., Ltd

Construction Site	Ibaraki Prefecture
Purpose	Warehouse
Outline	Steel structure, 2 floors Site area : 37,065.93m Building area : 22,654.60m Total floor area : 41,292.60m
Construction Period	May 2020~June 2021

[Non-Consolidated] Major Completed Works during 3-4Q



Civil Engineering Business

Reconstruction Work of Namisaka, Kiri-Kiri, Akahama, Ando, Komakura-Nobematsu Areas of Otsuchi Town



Client : Otsuchi Town

Construction Site	Iwate Prefecture
Outline	Area : 37.0hectars (Namisaka Area:0.5ha, Kiri-Kiri Area:12.1ha, Akahama Area: 13.4ha, Ando Area:8.4ha, Komakura-Nobematsu Area:2.6ha) Cutting : 1,080,000m Filling : 910,000m Earthwork, road work, pavement work, drainage work, temporary anti-disaster work, related road work, related public water and sewage work etc.
Construction Period	September 2013~December 2019

Building Business

Construction of Pal-System Kumagaya Center



Client : Palsystem Consumers' Co-operative Union

Construction Site	Saitama Prefecture
Purpose	Delivery Base, Cold Storage, Office
Outline	Steel structure, 2 floors Site area : 30,000.07m Building area : 12,569.07m Total floor area : 20,951.45m
Construction Period	October 2017~March 2020



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Results of FY2019-2020 and Forecasts for FY2020-2021

3. Forecasts for FY 2020-2021

Consolidated] Forecast of Financial Results



				(Million Yen)
		FY 20	020-2021(Foreca	ast)
	FY 2019-2020	Forecast	Chan	ges
		TUTECast	Amount	Percentage
Net Sales	118,529	130,000	11,471	9.7%
Gross Profit	20,126	18,850	(1,276)	(6.3%)
(Gross Profit Margin)	17.0%	14.5%	_	(2.5P)
Selling, general and administrative expenses	9,758	9,350	(408)	(4.2%)
Operating Profit	10,367	9,500	(867)	(8.4%)
(Operating Profit Margin)	8.7%	7.3%	_	(1.4P)
Ordinary Profit	9,783	9,300	(483)	(4.9%)
Profit Attributable to Owners of Parent	7,955	6,500	(1,455)	(18.3%)

[Consolidated] Forecast of Financial Results by Segment

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(Million Yen)

		FY 2019-2020			0-2021 ecast)	Char	nges
		Amount	Composition Ratio	Amount	Composition Ratio	Amount	Percentage
	Civil Engineering Business	54,813	46.2%	58,000	44.6%	3,187	5.8%
Net	Building Business	60,893	51.4%	67,000	51.5%	6,107	10.0%
Sales	Development Business	2,823	2.4%	5,000	3.9%	2,177	77.1%
	Total	118,529	100.0%	130,000	100.0%	11,471	9.7%
Selling, genera administrative		9,758	-	9,350) —	(408)	(4.2%)
	Civil Engineering Business	8,138	78.5%	5,129	54.0%	(3,009)	(37.0%)
Operating	Building Business	1,704	16.4%	3,542	37.3%	1,838	107.9%
Profit	Development Business	554	5.3%	829	8.7%	275	49.6%
	Total	10,367	100.0%	9,500	100.0%	(867)	(8.4%)

*Elimination of intra-company transaction is reflected in the total of operating profit.

[Consolidated] Forecast of Orders and Project in Process (Civil Engineering & Building Business)

						(Million Yen)	
		FY 2020-2021 (Forecast)					
	Orders	Composition Ratio	Net Sales	Composition Ratio	Projects in Process	Composition Ratio	
Civil Engineering Business	60,000	48.0%	58,000	46.4%	71,362	53.6%	
Building Business	65,000	52.0%	67,000	53.6%	61,817	46.4%	
Total	125,000	100.0%	125,000	100.0%	133,179	100.0%	

[Non-Consolidated] Forecast of Orders (Civil Engineering & Building Business)

(Million Yen)

		FY 2020-2021 (Forecast)				
	FY 2019-2020	Forecast	Char	ges		
		Torecase	Amount			
Orders	87,108	112,000	24,892	28.6%		
Civil Engineering Business	38,397	50,000	11,603	30.2%		
Domestic	38,397	50,000	11,603	30.2%		
Overseas	_	_	_	_		
Building Business	48,710	62,000	13,290	27.3%		
Domestic	44,642	57,000	12,358	27.7%		
Overseas	4,068	5,000	932	22.9%		

Dividends



Dividends per stock, Total Return Ratio, and Payout Ratio

Dividend Policy

Aim for Pay Out Ratio 30%

While maintaining a secure financial basis, we will provide continuous return to stakeholders.



Forecast of Dividends for FY 2020-2021

About Interim Dividend

Carried out from **FY 2019-2020**

To enrich chances of return to stakeholders, and for long term possession of stocks, we have introduced interim dividend from this fiscal year.

* The payout ratio is calculated by dividing the total dividends by profit attributable to owners of parent (excluding special/extraordinary profit or loss such as asset transfers).

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Actions Against Spread of the Novel Coronavirus (COVID-2019)

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Actions Against Spread of the Novel Coronavirus(COVID-2019)



Established Emergency Response Headquarters headed by the President

Continuing business activities with the highest priority placed on ensuring the safety of our customers, our employees and families

Took measures at an early stage such as telework, staggered work hours, and refraining business trips (Selected as one of the Top Hundred Telework Pioneers)

Established remote business execution and conference management systems and maintaining smooth business operation

Continuing construction works with the utmost caution to prevent infection, while respecting the intention of our clients

Maintaining and sustaining a generally stable business environment with no employees and related people infected with the virus and limited impact on construction works

Continuing to respond to "the New Normal" and executing business activities

Actions at Construction Sites

Policy

Continuing business activities while respecting the intention of our clients

Major Actions

Check of body temperature and condition at morning gathering



Provide a wide space as possible at meetings



Infection control measures took at field office





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Progress of Mid-term Plan

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■ Mid-term Plan Move75 Phase I

Manage the scale of 1 billion yen for operation income at the end of Phase I Change the composition ratio to construction business 70%, development business 30%



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Civil Engineering Business Expansion of Orders Using Machinery



Construction Related to Solar Power Plants

■ 4 Orders Received in the second half of the Fiscal Year (5 During the full Fiscal Year)

Due to the amended Feed-in Tariff (FIT) Act, it has become necessary to accelerate the commercialization of solar power generation business. Use of scraper has contributed to shortening the construction period. Therefore, We still have many inquiries due to the demand from solar power generation companies.



Scraper : Perform earthworks that usually require three types of heavy equipment: Backhoe, Dump Truck, and Bulldozer

■ Completion During FY 2019-2020 : 5 sites

Construction of K-SMFL Nobeoka Kadogawa Mega-Solar Park (Miyazaki Prefecture)



Capacity : 42.0MW Earthwork Scale : 544,100m Completion : July 2019

Construction of Hunwha Solar Power Shin-Nishi-Hiroshima Power Plant (Hiroshima Prefecture)



Capacity : 25.4MW Earthwork Scale : 1,100,000m³ Completion : October 2019

Rotary Crushing and Mixing Method (Twister Method)

Proposing use of the twister method in response to natural disasters, which frequently occur recently

Disaster Countermeasure

Disaster Recovery

Works to raise/widen embankment

Disaster Recovery

Works to separate rubbles and improve soil

- Promoting to encourage the use of the twister method through group companies and partner companies in local communities.
- The amount of work performed using the twister method during FY 2019-2020 was 51.7% of that in the previous fiscal year, but river and breakwater works increased 42.9% (106,370 m³).



Civil Engineering Business

Strengthening Capability Against Natural Disaster (Market of Twister Method)



Response to Increasing River Flood Disasters due to Global Warming/Climate Change

 Fundamental Plan for National Resilience
 Three-year emergency response plan
 Budget for River Flood Control (2020) : 460 Billion Yen Per year level provided through the emergency response plan

 Emergency Flood Control Project
 : Project Period of 5~10 years : Approximately 1 Trillion Yen

*Three-year emergency response plan for disaster prevention, disaster mitigation, and building national resilience finalized at a Ministerial Meeting held in December 2018

Market Size for Improved Soil (River Projects)

Amount of Improved Soil Computed Based on Project Costs We Calculated: Approximately 20 million m/year

The size of the market → Approximately 40 Billion Yen/Year

Capacity Estimated from Number of Machines Owned by Other Companies etc.

Possibility of our market share \rightarrow 40% or more

- Applicable to cohesive soil with high moisture content
- Significantly increases the recycling rate of soil generated in construction works
- Contribute to CO2 reduction as there is no need to dispose remaining soil

- \cdot Support disaster recovery and countermeasures using the twister method
- Contribute to building national resilience by engaging in a series of construction works as a civil engineering business

Building Business

Current Status of Skyscrapers and Large-Sized Logistic Facilities



Development Business Expansion of Stock Business







Contribution to Land Readjustment Projects Through Corporation of Each Business



solar power generation business will start from autumn 2020

possible to shorten

construction period and

reduce construction costs

*Matsushima Town webpage ("Information to attract companies")

Workstyle Reform and Health Management

- Advancing work style reform with the aim of fully implementing a five-day workweek at construction sites
- Promoting productivity improvement with a focus on construction sites (Approximate target of 720 hourse). In $\Sigma(2021, 2022)$
 - (Annual overtime target of 720 hours: In FY 2021-2022)



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[Reference] Workstyle Reform and Health Management



A conference between our president Takeo Asakura, and Director-General for Commerce and Service Industry Policy of the Ministry of Economy, Trade and Industry, Mr. Toshimitsu Fujiki about the principle of the two programs and our measures was published in the Nihon Keizai Shimbun.

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ESG Management

Environment (E)

Goals for continued promotion of SDGs through solar power generation business

(to improve Japan's low energy self-sufficiency and reduce CO2 emissions to contribute to the global environment)

Solar Power	FY 2019-2020		wer FY 2019-2020 FY 2021-2022(Goal)		FY 2022-202	23(Goal)
Plants	Amount of electricity generated (converted to number of general households) *1	Amount of CO2 reduction (t/year) *2	Amount of electricity generated (converted to number of general households) *1	Amount of CO2 reduction (t/year) *2	Amount of electricity generated (converted to number of general households) *1	Amount of CO2 reduction (t/year) *2
Number of Power Plants	10 Places (33.6MW)		11 Places (80.4MW)		12 Places (9	6.6MW)
Total	12,680	20,294	19,000	30,000	31,000	49,000

*1 Calculated based on electricity consumption per general household of 3,000 kWh/year

*2 Calculated based on the Industry's Self-regulated Rules for Labeling established by Japan Photovoltaic Energy Association

	, 5	Rules for Labeling established by 5		ASSOCIATION	
Fukushima Ecoc	rete Co., Ltd. (Gro	up company)	Rotary crushi	ng and mixing method (Twister Method)	
 Recycling coal ash generated in Fukushima Prefecture as part of the reconstruction project Utilizing the material for reconstruction and contributing to job creation 			 Significantly increases the recycling rate of the soil generated in construction works Contribute to CO2 reduction as there is no need to dispose of remaining soil 		
Social (S)				■Governance (G)	
May 2019	November 2019	March 2020		Enhancement of Information Disclosure	
Acquired "Eruboshi" (L Star) certification (Grade 2)	Selected as one of the Top Hundred Telework Pioneers	 Selected under the "2020 Health & Productivity Stock Selection Program" Approved under the "2020 Certified Health & Productivity Management Outstanding Organizations Recognition Program (White 500)" 		 Commenced distributing a video clip of the financial results briefing session Disclosure of financial statements in English 	
		健康経営銘柄 2020 Medith and Productivity 2020 健康経営優良法人 Health and productivity ホワイト500		English Establishment of advisory committee	
XH K				 Preparing to establish a voluntary nomination and compensation committee 	

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[Disclaimer]

Regarding information on the properties of this material, it is based on judgment obtained from information available at the presentation date of this material.

Please be aware that actual information can result in different results depending on various factors.



日本国土開発株式会社は2019年3月5日、東証第一部に上場いたしました。

