

**Kawada Technologies , Inc.**

**Briefing on Financial Results  
for Second Quarter of FY 2019**

**November 29 , 2019**

# FY2019 2Q Business Results(Summary)

(millions of yen)	FY2018 2Q	FY2019 2Q	Difference
Net Sales	55,542	61,007	+9.8%
Cost of Sales	49,907	55,330	+10.9%
Gross Profit	5,634	5,677	+0.8%
SGA	4,119	4,950	+20.2%
Operating Income	1,515	726	△52.0%
Ordinary Income	2,980	1,949	△34.6%
Profit Attributable to Owners of Parent	2,349	1,705	△27.4%

# Sales and Operating Profit(by Segment)

(millions of yen)	FY2018 2Q	FY2019 2Q	Difference
<b>Sales</b>			
Steel Construction	27,241	31,977	+17.4%
Civil Engineering	15,533	15,332	△ 1.3%
Architecture	8,013	9,893	+23.5%
Other	5,718	5,838	+ 2.1%
<b>Operating Profit</b>			
Steel Construction	1,710	2,170	+26.9%
Civil Engineering	277	△800	-
Architecture	544	566	+ 4.1%
Other	83	8	△90.3%

※Sales by segment include intersegment transactions.

# Orders Received (by Segment)

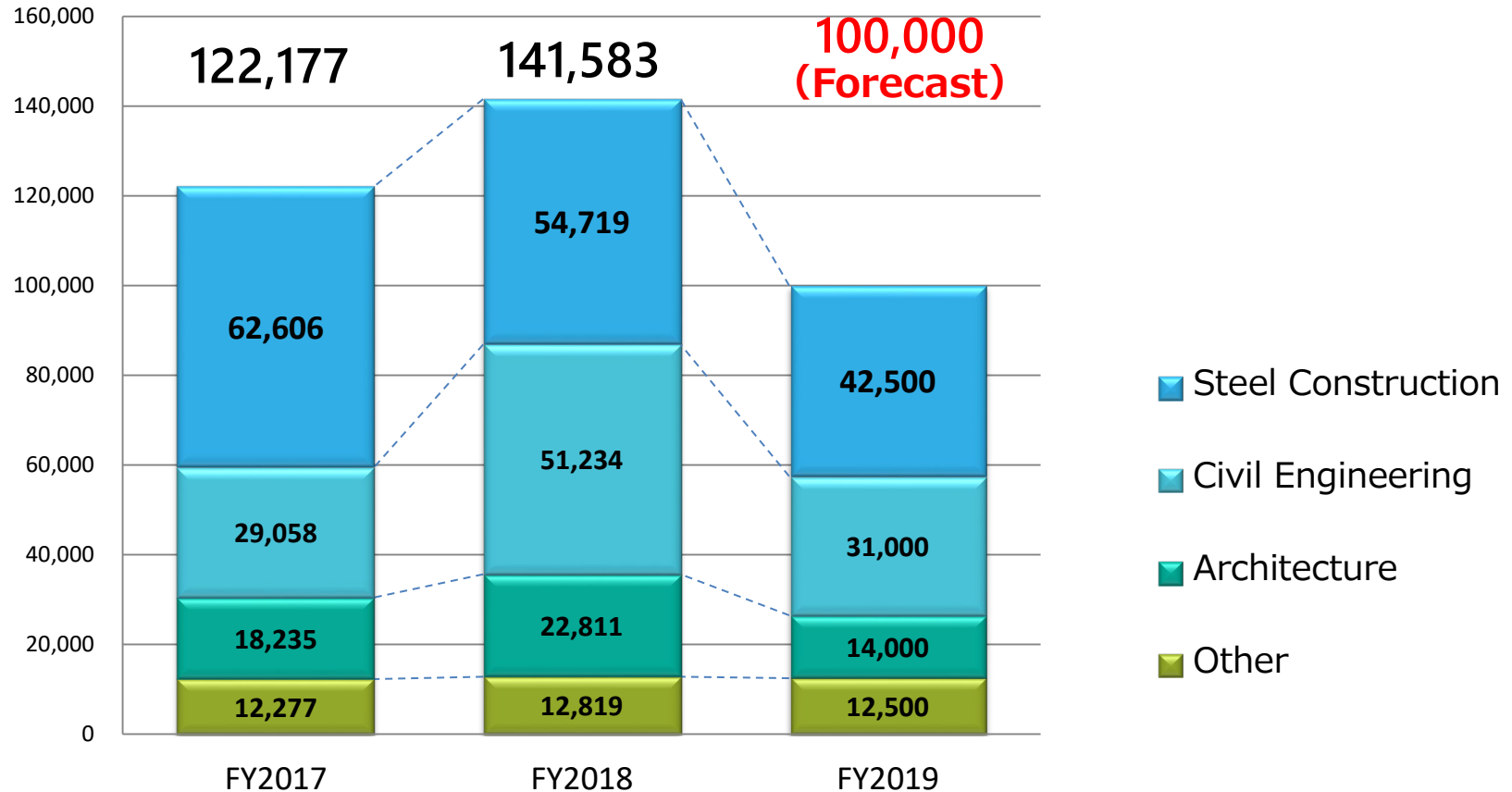
(millions of yen)	FY2018 2Q	FY2019 2Q	Difference
<b>Orders Received</b>			
Steel Construction	25,672	12,976	△49.5%
Civil Engineering	18,904	16,534	△12.5%
Architecture	13,623	4,614	△66.1%
Other	6,295	6,422	+2.0%
<b>Total</b>	<b>64,496</b>	<b>40,548</b>	<b>△37.1%</b>

※Inter-segment transactions are not eliminated.

(millions of yen)	FY2018	FY2019 Forecast	Difference
Amount of Orders Received	<b>141,585</b>	<b>100,000</b>	$\Delta$ 29.4%
Net Sales	<b>118,369</b>	<b>120,000</b>	+1.4%
Cost of Sales	<b>103,817</b>	<b>106,000</b>	+2.1%
Gross Profit	<b>14,551</b>	<b>14,000</b>	$\Delta$ 3.8%
SGA	<b>8,485</b>	<b>9,200</b>	+8.4%
Operating Income	<b>6,065</b>	<b>4,800</b>	$\Delta$ 20.9%
Ordinary Income	<b>8,541</b>	<b>5,800</b>	$\Delta$ 32.1%
Profit Attributable to Owners of Parent	<b>6,063</b>	<b>4,300</b>	$\Delta$ 29.1%

# Trend in Orders Received (by Segment)

(millions of yen)



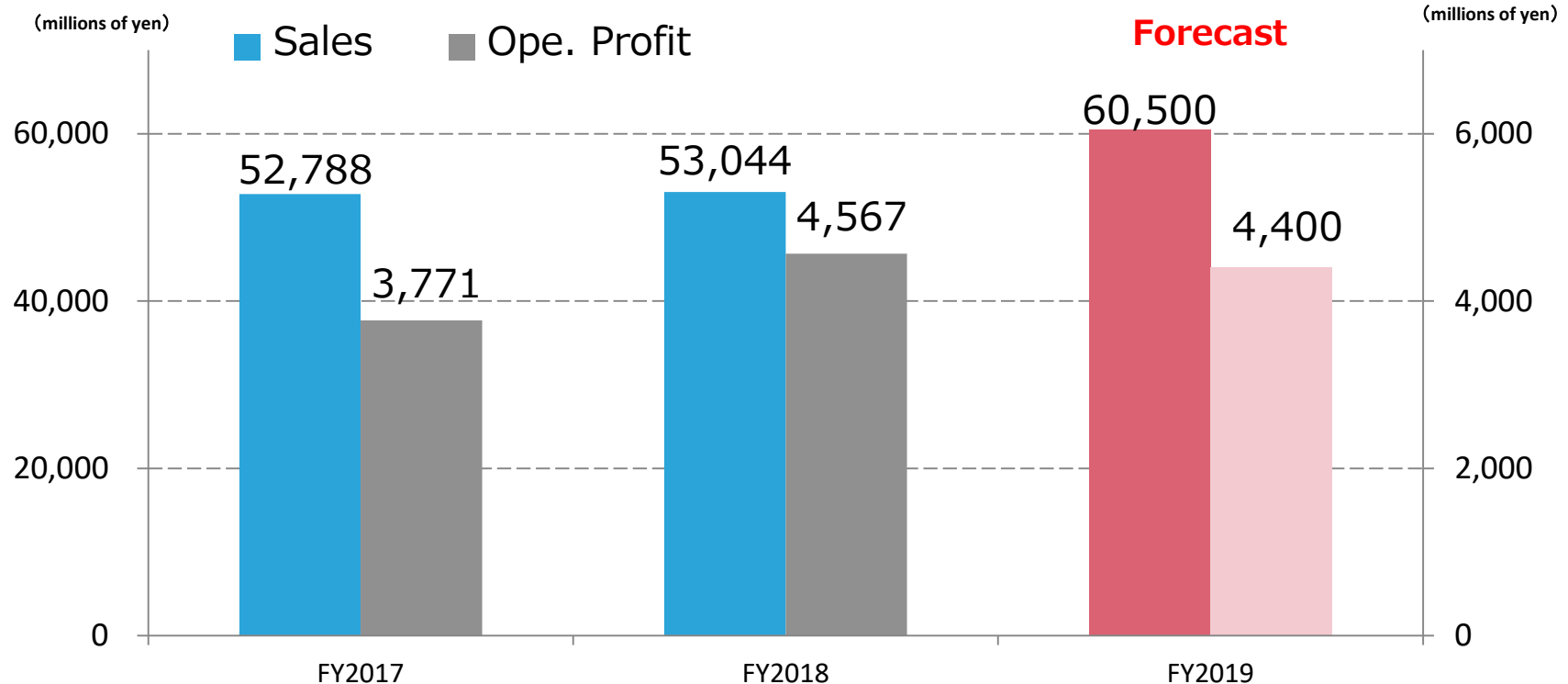
※Inter-segment transactions are not eliminated.

# Sales and Operating Profit(by Segment)

(millions of yen)	FY2019 Forecast (Beginning)	FY2019 Forecast (Updated)	Difference	
			Amount	Ratio
<b>Sales</b>				
Steel Construction	55,000	60,500	+5,500	+10.0%
Civil Engineering	31,500	31,500	—	—
Architecture	23,000	18,500	△4,500	△19.6%
Other	12,500	11,500	△1,000	△8.0%
<b>Operating Profit</b>				
Steel Construction	3,800	4,400	+600	+15.8%
Civil Engineering	1,600	1,600	—	—
Architecture	1,200	1,000	△200	△16.7%
Other	600	200	△400	△66.7%

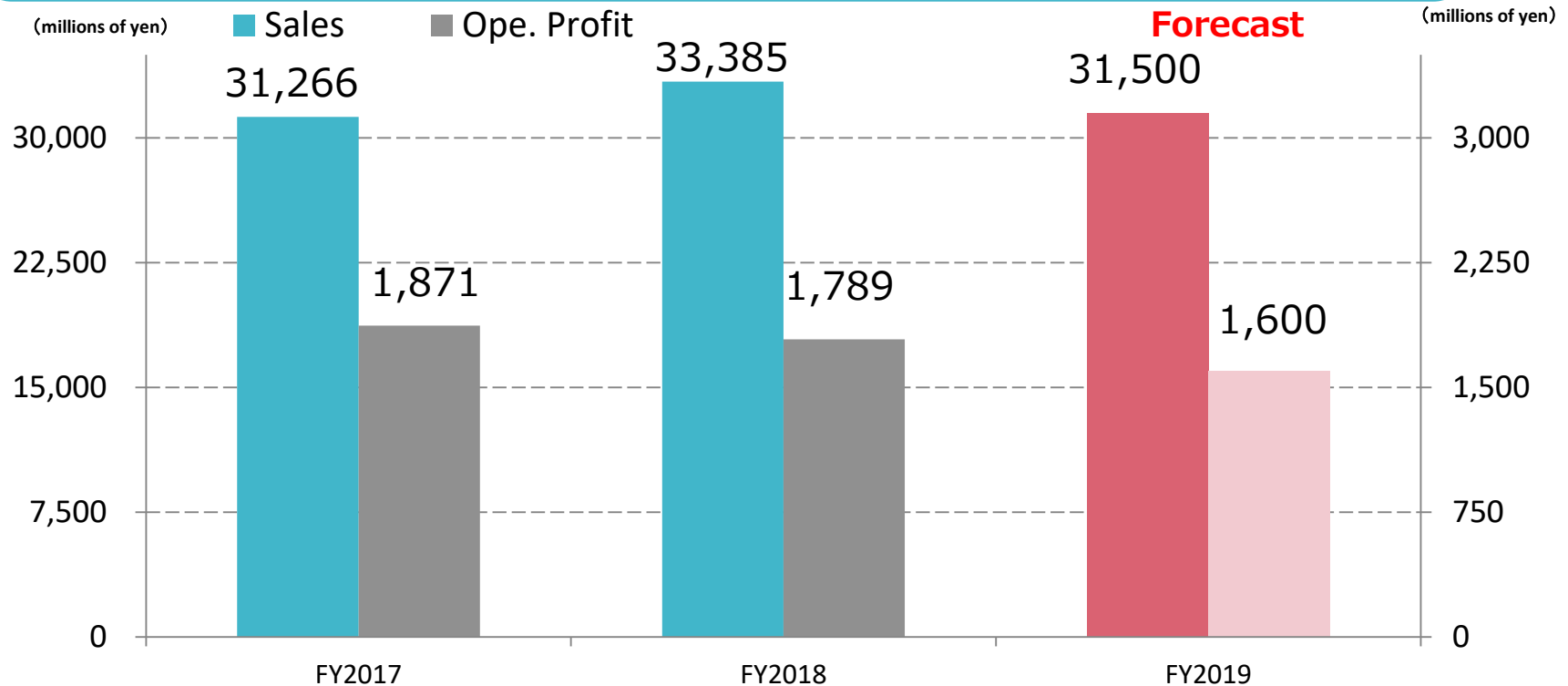
※Inter-segment transactions are not eliminated.

FY2019 Forecast Sales 60.5billion yen  
Ope. Profit 4.4billion yen

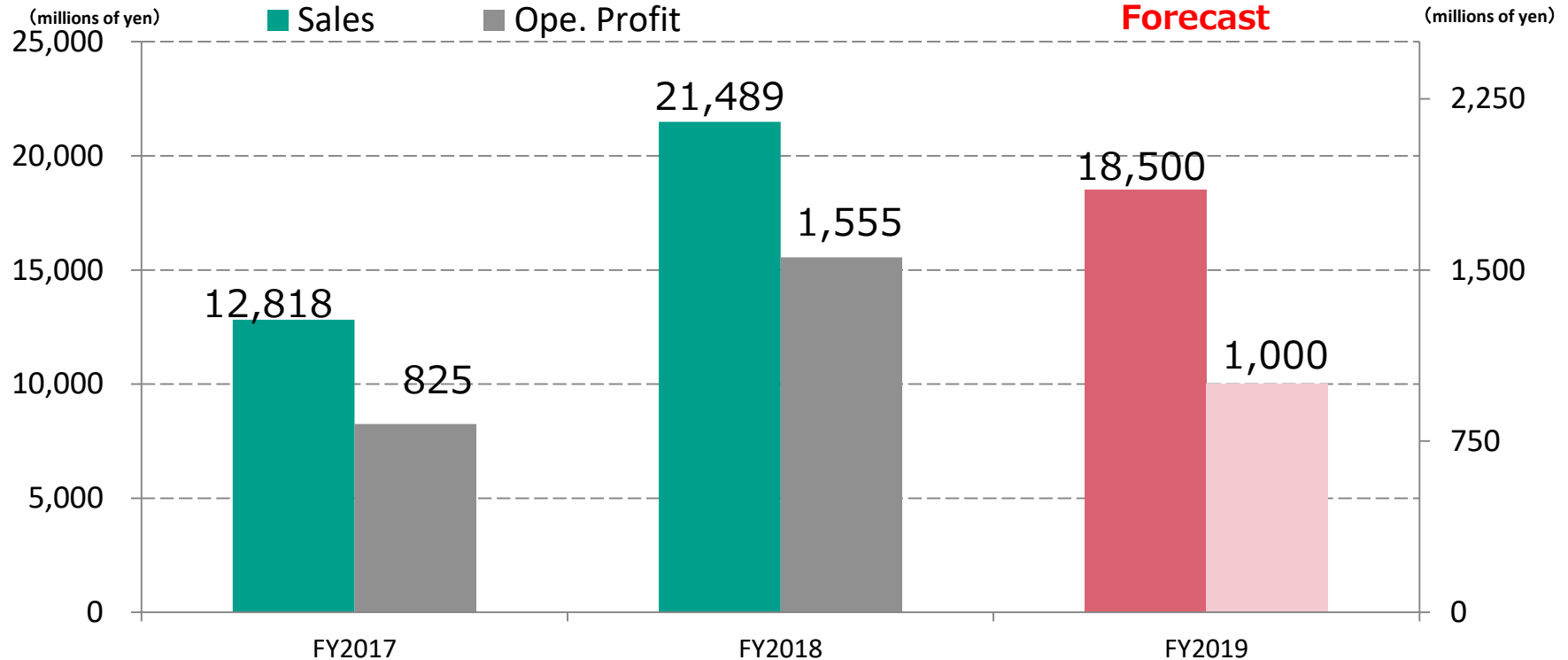




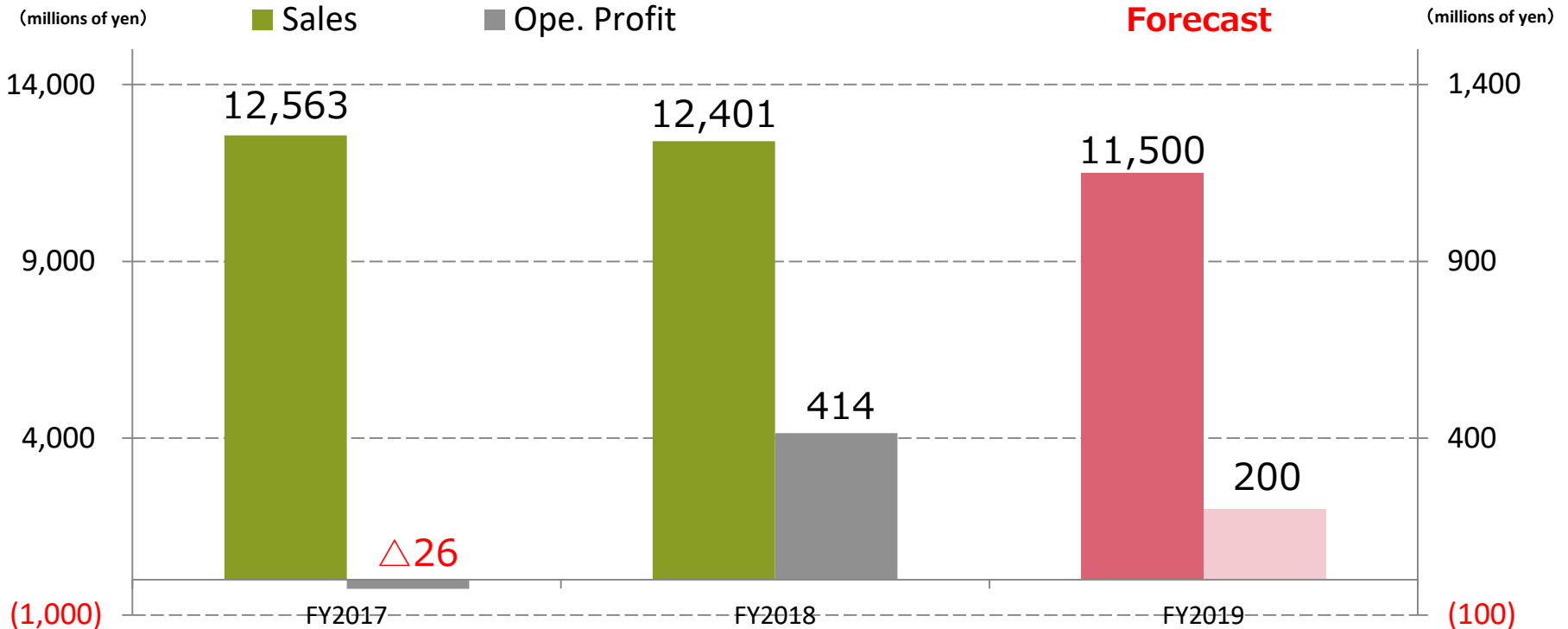
FY2019 Forecast Sales 31.5billion yen  
Ope. Profit 1.6billion yen



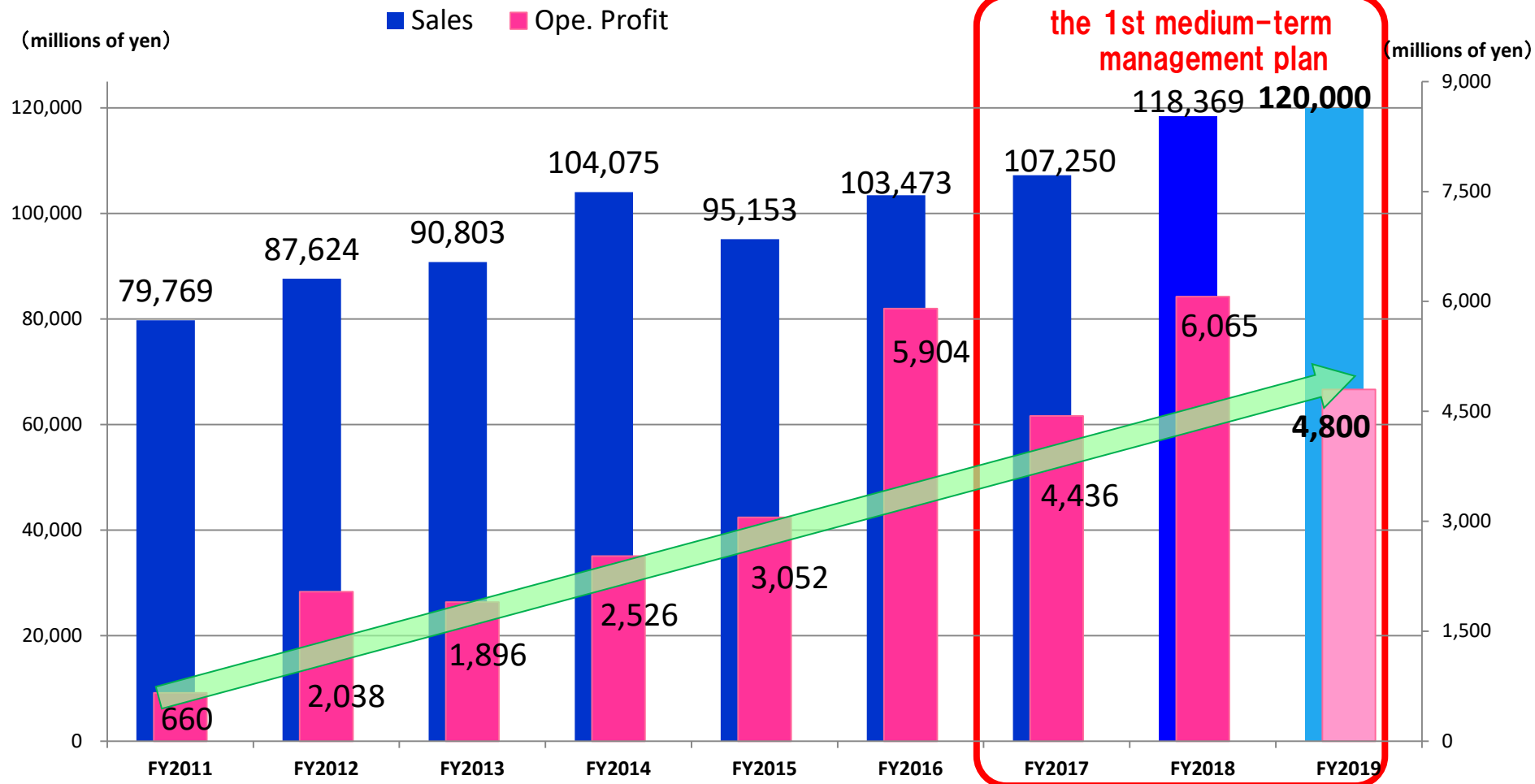
FY2019 Forecast Sales 18.5billion yen  
Ope. Profit 1billion yen



FY2019 Forecast Sales 11.5billion yen  
Ope. Profit 0.2billion yen



# Trend in Sales and Operating Profit





The information in this document is based on assumptions in light of information available as of the date of announcement of this material, and the factors of uncertainty that may possibly impact the future results of operations. These forward-looking statements involve risks, uncertainties and other factors that may cause actual results and achievements to differ from those anticipated in these statements.

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