

# Supplementary Materials for the Fiscal Period Ended June 30, 2022

August 12, 2022  
Nippon Koei Co., Ltd.

This presentation is provided for informational purposes only and is not intended to solicit any action. Presentation in the materials (including forecasts of financial Results) is based on credible information available at the time of publication and certain assumptions Nippon Koei believes to be reasonable. Various factors may cause actual results to differ from the projected numbers or other expectations implied or expressed in this presentation.

# Results for FYE June 30, 2022

**While orders decreased from the previous fiscal year, revenue and profits reached record highs. Profits in the third quarter were as revised upwards.**

(単位：百万円)	FYE 21/6 Results	FYE 22/6 Results	YoY Change		Plan (22年5月発表)	vs. Plan	
			Amount	%		Amount	%
Orders	133,304	131,166	-2,138	98.4%	130,000	1,166	100.9%
Revenue	117,859	130,674	12,814	110.9%	131,000	-325	99.8%
Gross profit	37,735	40,699	2,964	107.9%	—	—	—
Operating profit	7,128	9,065	1,936	127.2%	9,000	65	100.7%
Profit before tax	7,176	10,800	3,623	150.5%	—	—	—
Profit attributable to owners of parent	4,531	6,579	2,047	145.2%	6,600	-20	99.7%

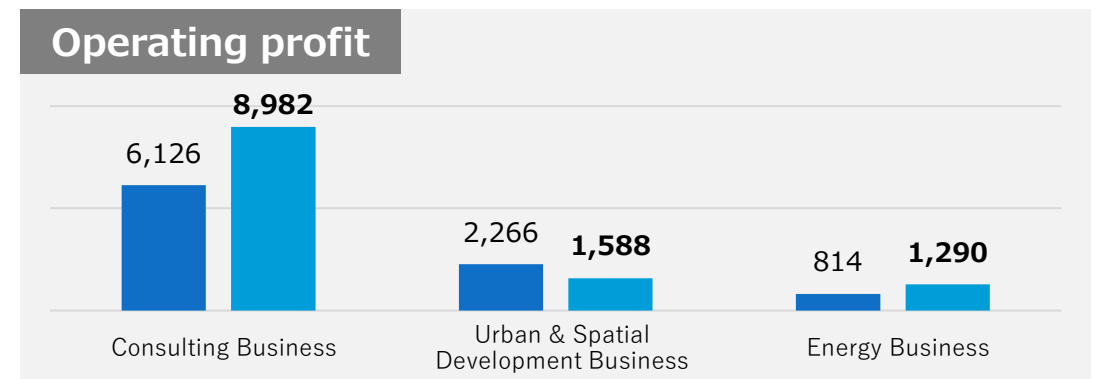
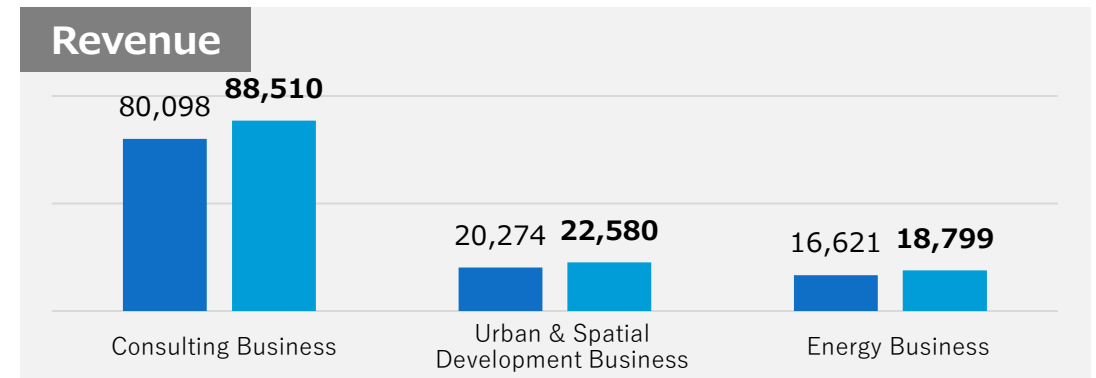
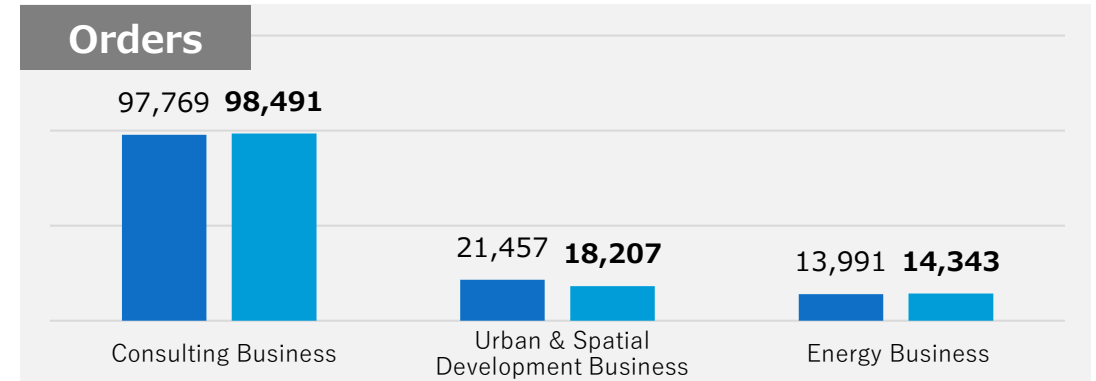
- Consolidated year-on-year decline in orders received due to curtailment of public investment in the UK of Urban & Spatial Development Business, despite strong performance in the Consulting Business and the Energy Business.
- Revenue increased by more than 10% year-on-year in all three segments (Consulting, Urban & Spatial Development and Energy).
- Operating profit increased mainly due to higher operating rates in the overseas Consulting Business and a rebound to the one-time loss recorded in FYE June 2021.

\*The consolidated earnings forecast and dividend forecast for FYE June 2022 were revised on 13 May 2022.

# Results By Business Segments

(Millions of yen)	FYE 21/6 Results	FYE 22/6 Results	YoY Change	vs. Plan
<b>Orders</b>	133,304	131,166	98.4%	100.9%
Consulting	97,769	98,491	100.7%	103.7%
Urban & Spatial Development	21,457	18,207	84.9%	91.0%
Energy	13,991	14,343	102.5%	95.6%
Other	86	123	143.6%	-
<b>Revenue</b>	117,859	130,674	110.9%	99.8%
Consulting	80,098	88,510	110.5%	98.3%
Urban & Spatial Development	20,274	22,580	111.4%	107.5%
Energy	16,621	18,799	113.1%	98.9%
Other	865	783	90.5%	-
<b>Operating profit</b>	7,128	9,065	127.2%	100.7%
Consulting	6,126	8,982	146.6%	96.6%
Urban & Spatial Development	2,266	1,588	70.1%	79.4%
Energy	814	1,290	158.5%	99.3%
Other	-2,079	-2,796	-	-

■ FYE 21/6 ■ FYE 22/6 (Millions of yen)



# Overview by Segment

## Consulting Business

- Orders: Government-related orders were strong domestically, while overseas orders decreased from the previous year, but large-scale orders were received in the fourth quarter resulting in a year-on-year increase in the entire segment.
- Revenue: Increased both in Japan and overseas. The operating rate rose to a record high level mainly due to the start of operations for large-scale overseas projects.
- Operating profit: Grew significantly due to the increase in revenue and a rebound from the one-time loss in the previous fiscal year. Improved profits at group companies also contributed.

## Urban & Spatial Development Business

- Orders: Decreased year-on-year due to a review of the Westminster Palace renovation project, a decrease in the number of hospital projects and downsizing of orders in association with curtailed public investment.
- Revenue: Both BDP and Quadrangle increased sales owing to the favorable progress of projects on hand.
- Operating profit: Decreased due to an increase in general and administrative expenses as a result of the reaction to the impact of COVID-19 at BDP in the previous year, and goodwill impairment losses due to a rise in the DE ratio caused by the booming stock market.

\*The actual exchange rate for FYE June 30, 2022: £1 = 156.18 yen (assumed exchange rate for FYE June 30, 2022: £1 = 151.65 yen)

## Energy Business

- Orders: Acquisition of delayed large-scale orders, productivity improvement in factory, and elimination of delays in semiconductor procurement gradually contributed to the year-on-year increase.
- Revenue: Increased sales due to steady progress in projects on hand and favorable progress in energy EPC.
- Operating profit: Increased compared to the previous year due to cost reduction in the Manufacturing Division and provision for construction losses.

# FYE June 30, 2023 forecast

Orders, revenue and profits increased from the previous fiscal year. Aim to achieve record-high revenue and profits. Promote the Medium-term Management Plan ahead of the initial schedule.

(Millions of yen)	FYE22/6 Results	FYE23/6 Plan	YoY Change	
			Amount	%
<b>Orders</b>	131,166	140,000	8,833	106.7%
Consulting Business	98,491	85,000	▲13,491	86.3%
Urban & Spatial Development Business	18,207	40,000	21,792	219.7%
Energy Business	14,343	16,000	1,656	111.6%
<b>Revenue</b>	130,674	145,000	14,325	111.0%
Consulting Business	88,510	81,500	▲7,010	92.1%
Urban & Spatial Development Business	22,580	40,000	17,419	177.1%
Energy Business	18,799	22,500	3,700	119.7%
Other	783	1,000	216	127.7%
<b>Operating profit</b>	9,065	11,300	2,234	124.6%
Consulting Business	8,982	9,200	217	102.4%
Urban & Spatial Development Business	1,588	2,800	1,211	176.2%
Energy Business	1,290	2,400	1,109	186.0%
Other	▲2,796	▲3,100	▲303	-
<b>Profit attributable to owners of parent</b>	6,579	6,700	120	101.8%
<b>ROE</b>	8.8%	8.5%	▲0.3%	

# Appendix.

---

# Change of Business Segments

In order to further promote collaboration, we will change from the previous five business segments to three.

## Up to FYE June 2021 (before the revision)

Segment	Major group companies
<b>Domestic Consulting</b>	Tamano Consultants Co., Ltd. Nippon Civic Consulting Engineers Co., Ltd. El Koei Co., Ltd.
<b>International Consulting</b>	Koei Research & Consulting Inc. Nippon Koei Latin America-Caribbean Co., Ltd. NIPPON KOEI LAC, INC. NIPPON KOEI INDIA PVT. LTD. NIPPON KOEI VIETNAM INTERNATIONAL CO., LTD. PHILKOEI INTERNATIONAL, INC. PT. INDOKOEI INTERNATIONAL MYANMAR KOEI INTERNATIONAL LTD.
<b>Urban &amp; Spatial Development</b> <small>FYE 21/6 Transfer of NK Urban Development Dept.</small>	BDP HOLDINGS LIMITED BUILDING DESIGN PARTNERSHIP LIMITED QUADRANGLE ARCHITECTS LIMITED Kisho Kurokawa Architect & Associates
<b>Power Engineering</b>	Koei System Inc.
<b>Energy</b>	KOEI Energy Co., Ltd. NIPPON KOEI ENERGY EUROPE B.V. PT. CIKAENGAN TIRTA ENERGI IRONMONT HYDRO PTE. LTD

## From FYE June 2022 (after the revision)

Segment	Major group companies
<b>Consulting</b>	Tamano Consultants Co., Ltd. Nippon Civic Consulting Engineers Co., Ltd. EL Koei Co., Ltd. Koei Research & Consulting Inc. Nippon Koei Latin America-Caribbean Co., Ltd. NIPPON KOEI LAC, INC. NIPPON KOEI INDIA PVT. LTD. NIPPON KOEI VIETNAM INTERNATIONAL CO., LTD. PHILKOEI INTERNATIONAL, INC. PT. INDOKOEI INTERNATIONAL MYANMAR KOEI INTERNATIONAL LTD. PT. CIKAENGAN TIRTA ENERGI
<b>Urban &amp; Spatial Development</b>	BDP HOLDINGS LIMITED BUILDING DESIGN PARTNERSHIP LIMITED QUADRANGLE ARCHITECTS LIMITED Kisho Kurokawa Architect & Associates
<b>Energy</b>	Koei System Inc. KOEI Energy Co., Ltd. NIPPON KOEI ENERGY EUROPE B.V. IRONMONT HYDRO PTE. LTD

Transfer to Urban & Spatial Development in FYE 23/6

## [Reference] FYE June 30, 2022 Results for Each of the Five Business Segments

(Millions of yen)	FYE21/6 Results	FYE22/6 Results	YoY Change	
			Amount	%
<b>Orders</b>	133,304	131,166	▲2,138	98.4%
Domestic Consulting	62,047	64,282	2,234	103.6%
International Consulting	35,721	34,209	▲1,512	95.8%
Power Engineering	13,880	14,222	342	102.5%
Urban & Spatial Development	21,457	18,207	▲3,249	84.9%
Energy	111	120	9	108.3%
<b>Revenue</b>	117,859	130,674	12,814	110.9%
Domestic Consulting	55,345	57,416	2,071	103.7%
International Consulting	24,753	31,094	6,340	125.6%
Power Engineering	15,831	17,779	1,948	112.3%
Urban & Spatial Development	20,274	22,580	2,306	111.4%
Energy	790	1,019	229	129.0%
Other	865	783	▲81	90.5%
<b>Operating profit</b>	7,128	9,065	1,936	127.2%
Domestic Consulting	6,128	6,007	▲120	98.0%
International Consulting	▲3	2,974	2,977	-
Power Engineering	858	1,511	653	176.1%
Urban & Spatial Development	2,266	1,588	▲677	70.1%
Energy	▲65	▲237	▲171	-
Other	▲2,055	▲2,779	▲724	-

\* Since the business segments are reorganized into three segments from FYE June 2022, these are estimated values calculated for the conventional five business segments for reference.