

Analysis Material for FY ended March 2025

Takamatsu Construction Group Co.,Ltd.
Securities Code : 1762
May 14, 2025

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Financial results for FY ended March 2025

Situation of Corporate Group

Civil Engineering	Architecture	Real Estate	Main sales areas
	Takamatsu Corporation		Tokyo ・ Osaka ・ Nagoya
	Takamatsu Techno Service		Osaka ・ Tokyo
		Takamatsu Estate	Osaka ・ Tokyo
	Suminoe Kogei		Japan(nationwide)
	Kongo Gumi		Osaka ・ Tokyo
	Nakamura Shaji		Nagoya
	Takamatsu Build		Tokyo ・ Kanagawa
	Taisho Kogyo Corporation		Osaka
	Asunaro Aoki Construction		Japan(nationwide)
Shimada Gumi			Japan(nationwide)
Mirai Construction			Japan(nationwide)
Aoki Marine			Japan(nationwide)
	M's		Metropolitan area
Toko Geotech			Japan(nationwide)
		Takamatsu House	Tokyo ・ Kanagawa ・ Saitama
		Takamatsu House Fudosan	Tokyo ・ Kanagawa
		Takamatsu House Kansai	Osaka ・ Hyogo
		TCG USA	USA
Takamatsu Construction Group (Pure Holding Company)			

Performance for FY ended March 2025

(100 million yen)

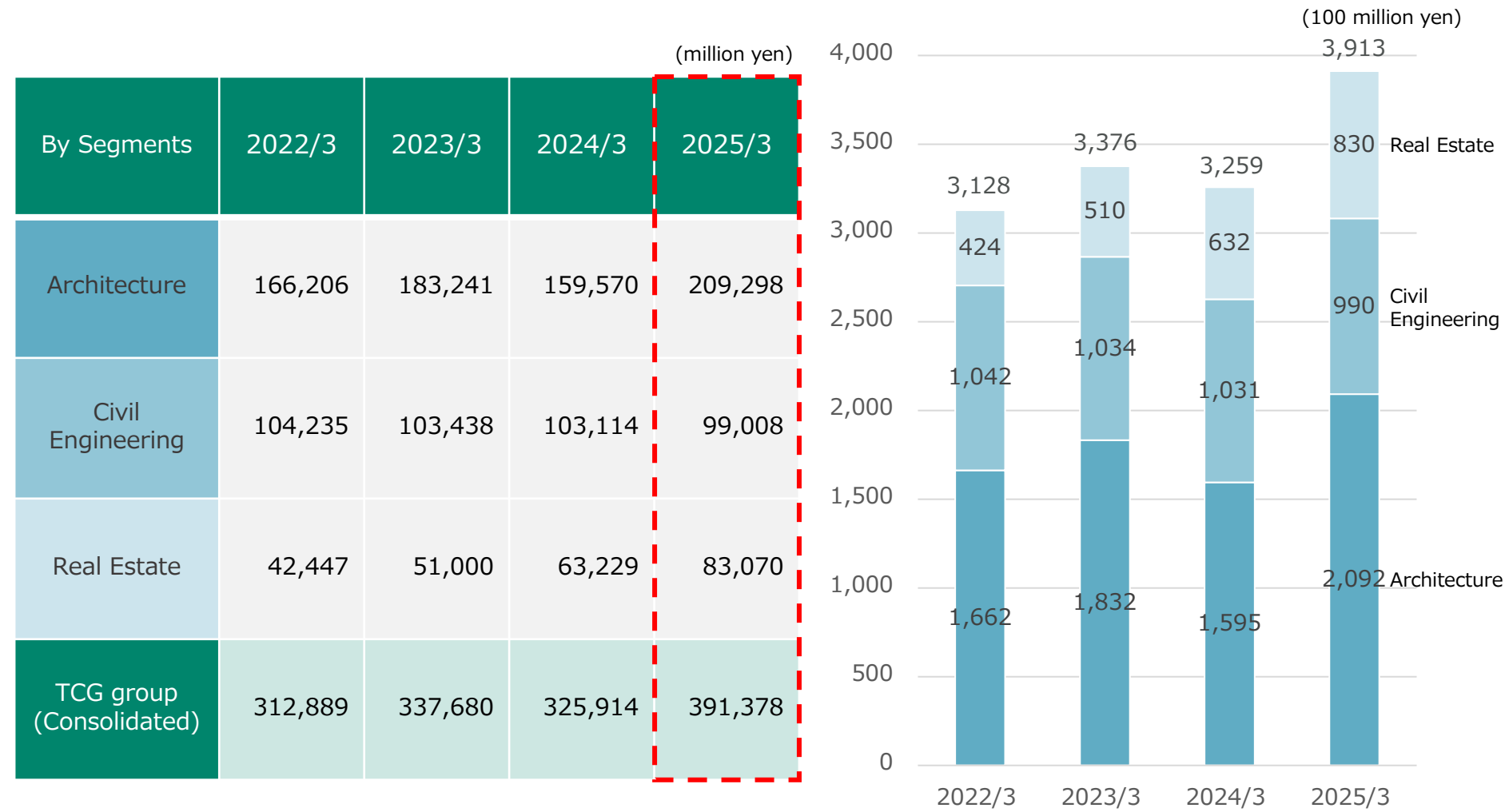
Item	FY ended March 2022	FY ended March 2023	FY ended March 2024	FY ended March 2025	+ / -
Orders received	3,128	3,376	3,259	 3,913	+20.1%
Net sales	2,639	2,824	3,126	 3,466	+10.9%
Gross profit	385	420	430	 446	+3.7%
Gross profit %	14.6%	14.9%	13.8%	 12.9%	(0.9pt)
Operating profit	112	120	116	 114	(1.6%)
Operating profit %	4.3%	4.3%	3.7%	 3.3%	(0.4pt)
Ordinary profit	114	117	113	 106	(6.1%)
Ordinary profit %	4.4%	4.2%	3.6%	 3.1%	(0.5pt)
Profit attributable to owners of parent	67	75	91	 64	(29.6%)
Profit attributable to owners of parent %	2.5%	2.7%	2.9%	 1.9%	(1.0pt)

Analysis of Business Results for FY Ended March 2025

Business Results for FY Ended March 2025	Orders received	<p>Orders received increased +20.1% YoY. It was led by the architecture segment, including mainly Takamatsu Corporation and Asunaro Aoki Construction, and the real estate segment, including Takamatsu House and Takamatsu Estate. Compared to the plan, the initial plan of 390 billion yen was achieved, but the company landed on 391.3 billion yen, a slightly decreased, compared to the revised announcement value of 400 billion yen disclosed in November 2024. While the architecture segment performed well, the civil engineering segment was slower than expected.</p>
	Net sales	<p>Net sales increased +10.9% YoY. It fell just short of its initial plan of 350 billion yen in net sales, landing at 346.6 billion yen. This was due to a lack of volume in some construction projects in the architecture segment.</p>
	Operating profit	<p>Operating profit decreased (1.6%) YoY. We revised downward from the initial plan of 15 billion yen to 13 billion yen in November 2024 due to deteriorating profitability of large projects in the architecture segment and sluggish orders in special civil engineering projects. In addition, we had difficulty discussing with clients the burden of increased construction costs due to design changes, soaring material and equipment prices and labor costs for some construction projects in architecture segment, resulting in an operating profit of 11.4 billion yen.</p>
Shareholder return		<p>Profit attributable to owners of parent declined to 6.4 billion yen from the initial plan of 8 billion yen, but the dividend is 82 yen per share as planned at the beginning of the period. The dividend payout ratio is 44.2%.</p>

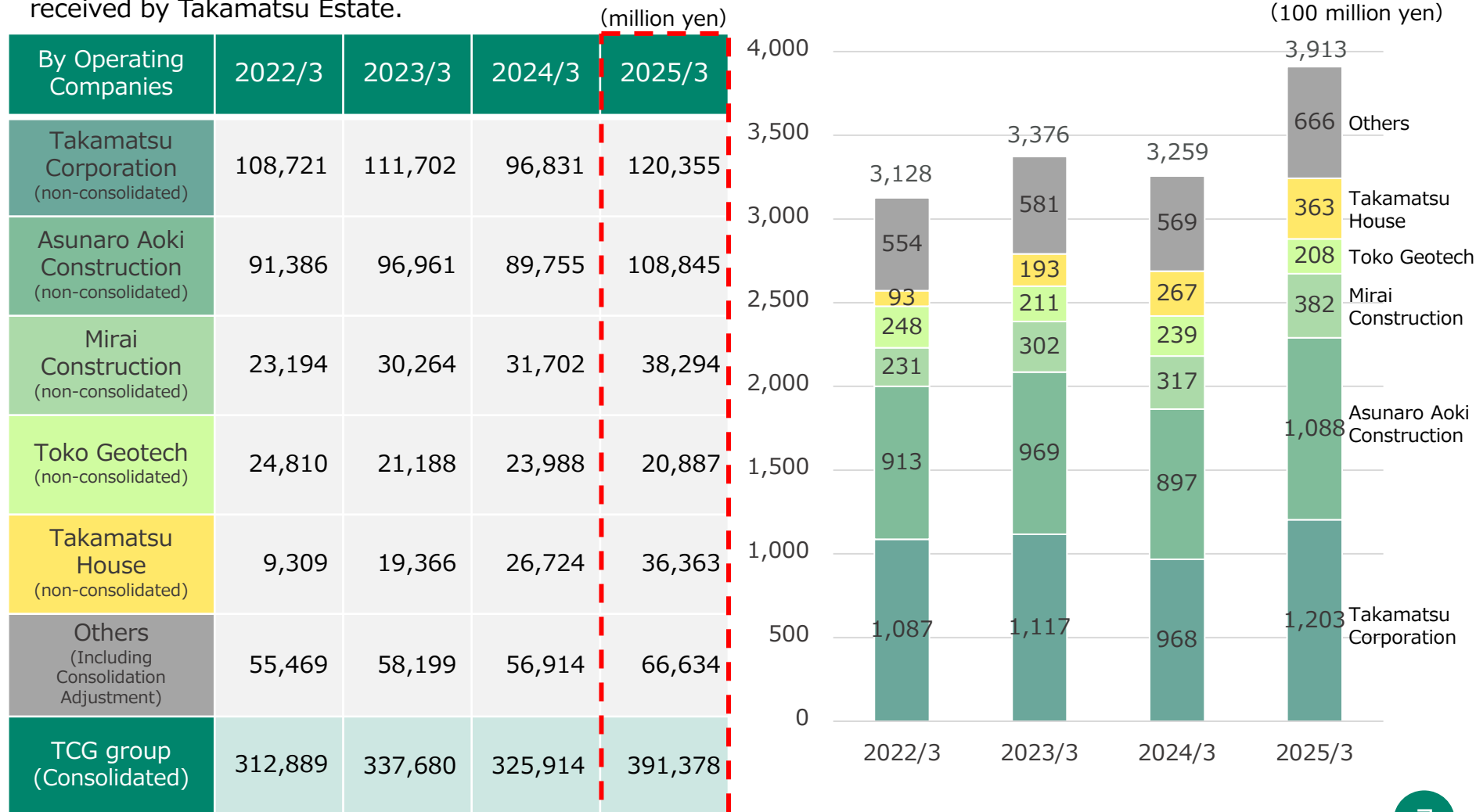
Orders received by segments

◆ Architecture was significantly increased by +31.2% YoY, due to the increase in orders received by Takamatsu Corporation and Asunaro Aoki Construction. Civil engineering was decreased by (4.0%) YoY. Real estate was significantly increased by +31.4% YoY, mainly due to the increase in orders received by Takamatsu House.



Orders Received by core operating companies

- ◆ Takamatsu Corporation's orders received increased to +24.3% YoY due to larger orders. Asunaro Aoki Construction increased +21.3% YoY due to strong performance in the Architecture segment. Mirai Construction increased +20.8% YoY due to orders for large projects. Toko Geotech's orders received decreased to (12.9%) YoY, due to large projects were pushed back, etc. Takamatsu House was significantly increased by +36.1% YoY. For group companies other than the core companies, it significantly increased by +17.1% YoY, mainly due to the increase in orders received by Takamatsu Estate.



※Figures for individual companies include transactions between group companies.

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Carried forward to the next term by core operating companies

- ◆ Takamatsu Corporation was +10.2% YoY due to the significant increase in orders received. Asunaro Aoki Construction was +10.2% YoY due to increased orders in the Architecture segment. Mirai Construction was +19.4% YoY due to the increase in orders received. Toko Geotech was (1.7%) YoY. Takamatsu House was +41.4% YoY due to the significant increase in orders received. It was +10.2% YoY in consolidated total.

(million yen)

By Operating Companies		2024/3	2025/3	Increase/Decrease		Increase/Decrease %
Takamatsu Corporation (non-consolidated)		207,786	229,051	↗	21,265	+10.2%
Asunaro Aoki Construction (non-consolidated)	Architecture	91,273	116,380	↗	25,107	+27.5%
	Civil Engineering	70,051	61,329	↘	(8,722)	(12.5%)
	Sub total	161,325	177,710	↗	16,385	+10.2%
Mirai Construction (non-consolidated)		33,290	39,757	↗	6,467	+19.4%
Toko Geotech (non-consolidated)		13,183	12,956	↘	(227)	(1.7%)
Takamatsu House (non-consolidated)		2,497	3,531	↗	1,034	+41.4%
Others (Including Consolidation Adjustment)		18,304	18,073	↘	(231)	(1.3%)
TCG group (Consolidated)		436,385	481,078	↗	44,692	+10.2%

※Figures for individual companies include transactions between group companies.

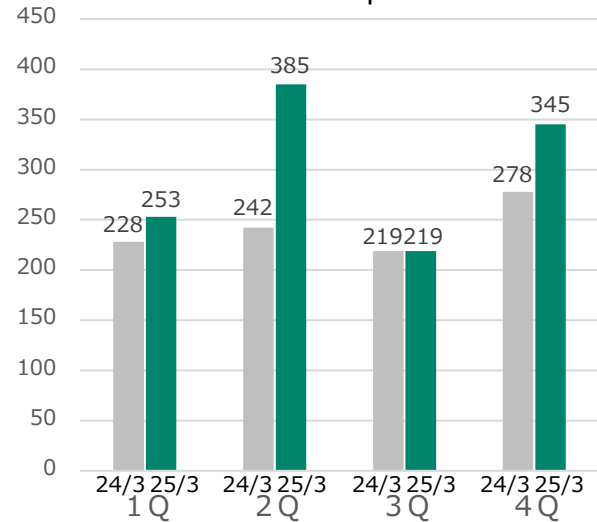
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Quarterly Orders by the 5 core companies and Group Total (Consolidated)

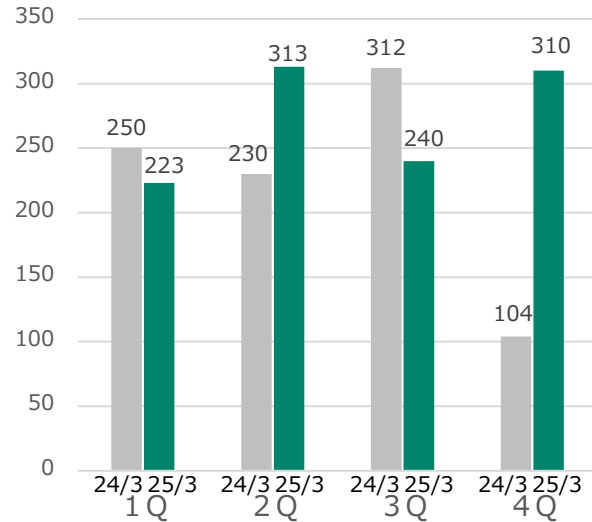
(※ Figures are quarterly amounts, not cumulative.)

(100 million yen)

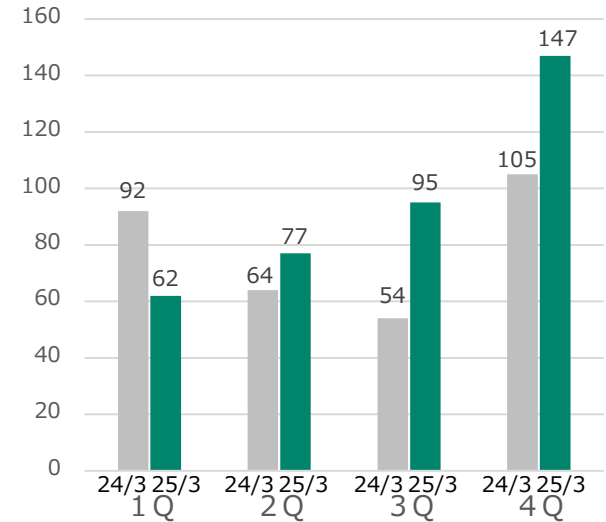
Takamatsu Corporation



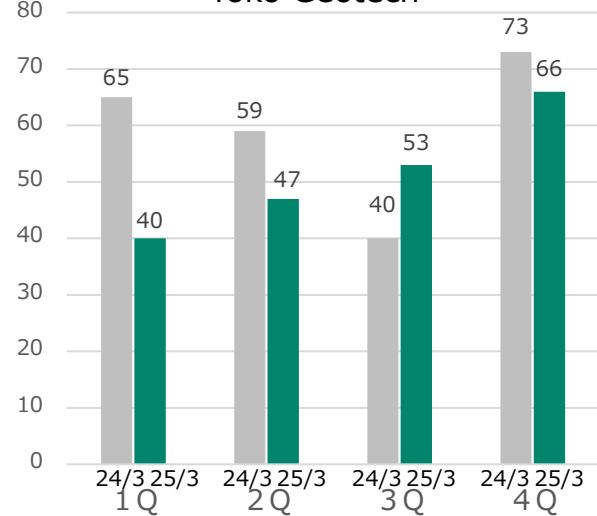
Asunaro Aoki Construction



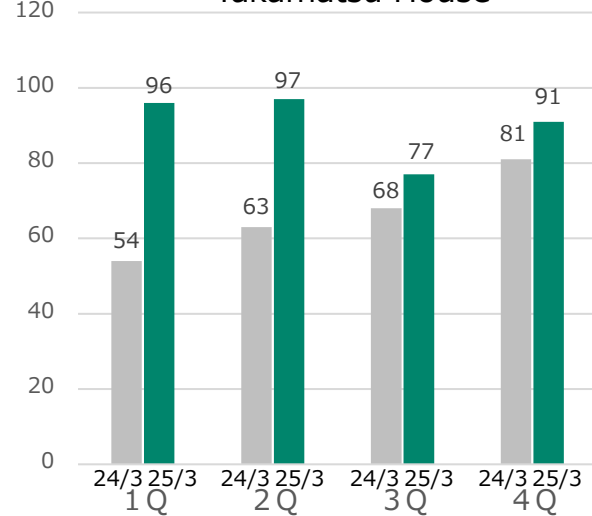
Mirai Construction



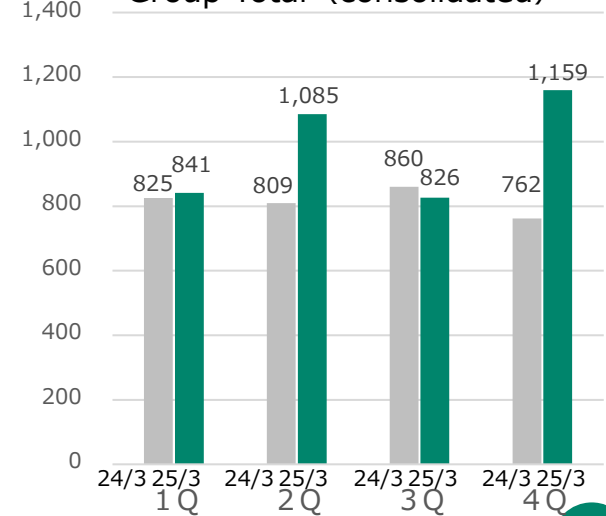
Toko Geotech



Takamatsu House



Group Total (consolidated)



※Figures for individual companies include transactions between group companies.

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Takamatsu Corporation : Orders by segments

- ◆ In both Osaka and Tokyo, orders received for rental apartments were higher than in the same period of the previous year. Overall orders received by Takamatsu Corporation increased by approx.15.2 billion yen YoY.
- ◆ Orders received for non-residentials decreased approx.3.2 billion yen in Osaka but increased approx.8.8 billion yen in Tokyo. Overall orders received by Takamatsu Corporation increased by approx.5.5 billion yen YoY.
- ◆ The real estate segment of this page comprises the total value of orders received for real estate for sale and condominium construction for sale. It was an increase of approx.2.7 billion yen YoY.

Orders by segments

(million yen)

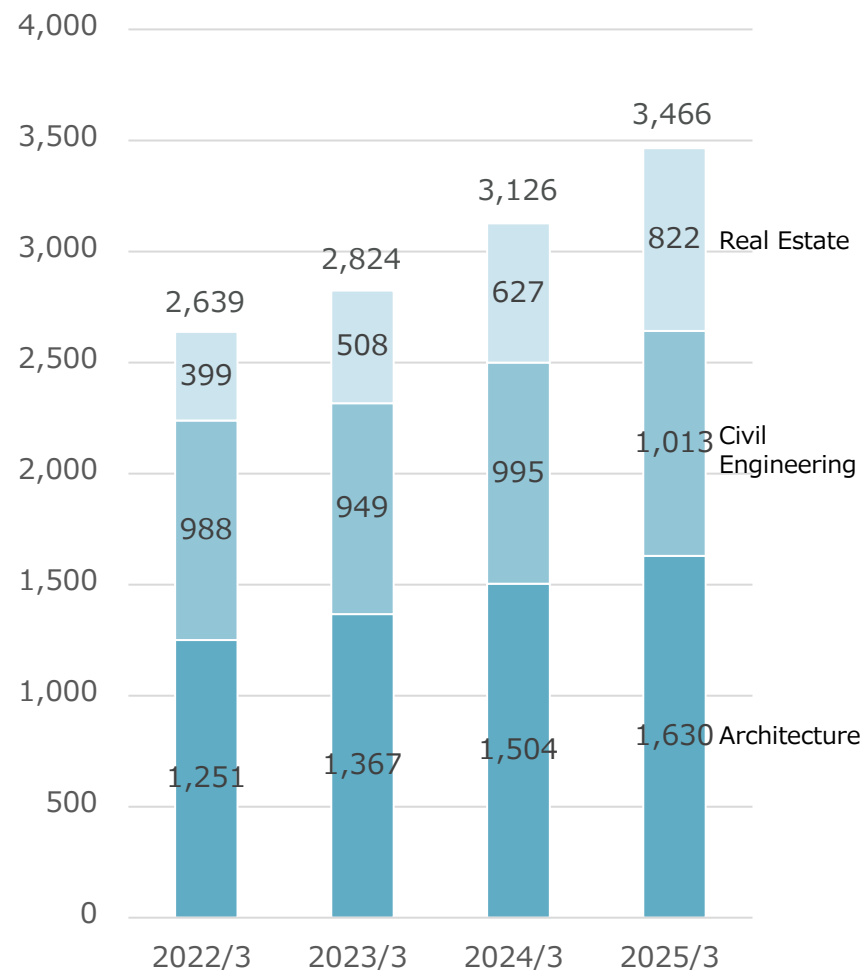
		Osaka				Tokyo			
		2024/3	%	2025/3	%	2024/3	%	2025/3	%
Architecture	Rental Apartments	7,083	16.3%	13,447	27.4%	29,989	56.3%	38,874	54.5%
	non-Residentials	35,447	81.4%	32,152	65.5%	17,471	32.8%	26,329	36.9%
Real Estate		1,023	2.3%	3,471	7.1%	5,819	10.9%	6,082	8.5%
Total		43,553	100%	49,070	100%	53,279	100%	71,285	100%

Net sales by segments

- ◆ Architecture was +8.4% YoY. Civil engineering was +1.8% YoY. Real estate was +31.1% YoY mainly due to the increase in Takamatsu House.

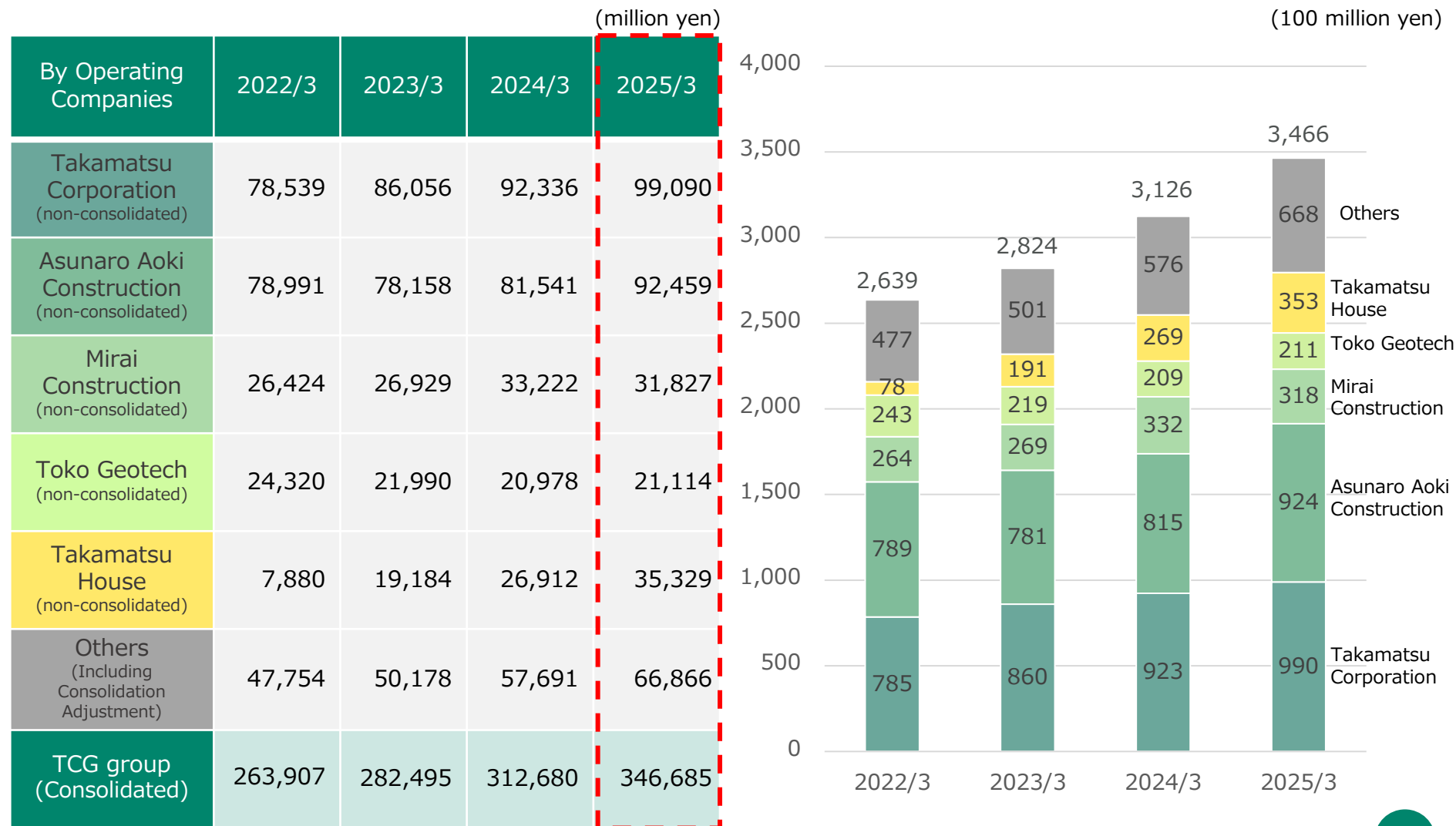
(100 million yen)

By Segments	2022/3	2023/3	2024/3	2025/3
Architecture	125,136	136,774	150,403	163,044
Civil Engineering	98,826	94,902	99,559	101,399
Real Estate	39,944	50,818	62,716	82,241
TCG group (Consolidated)	263,907	282,495	312,680	346,685



Net sales by core operating companies

- ◆ Takamatsu Corporation was +7.3% YoY. Asunaro Aoki Construction was +13.4% YoY due to steady progress in construction work carried over. Mirai Construction was (4.2%) YoY. Toko Geotech was +0.6% YoY. Takamatsu House grew steadily, and net sales increased significantly by +31.3% YoY. For group companies other than the core companies, it increased by +15.9% YoY, mainly due to the increase in net sales by Takamatsu Estate.

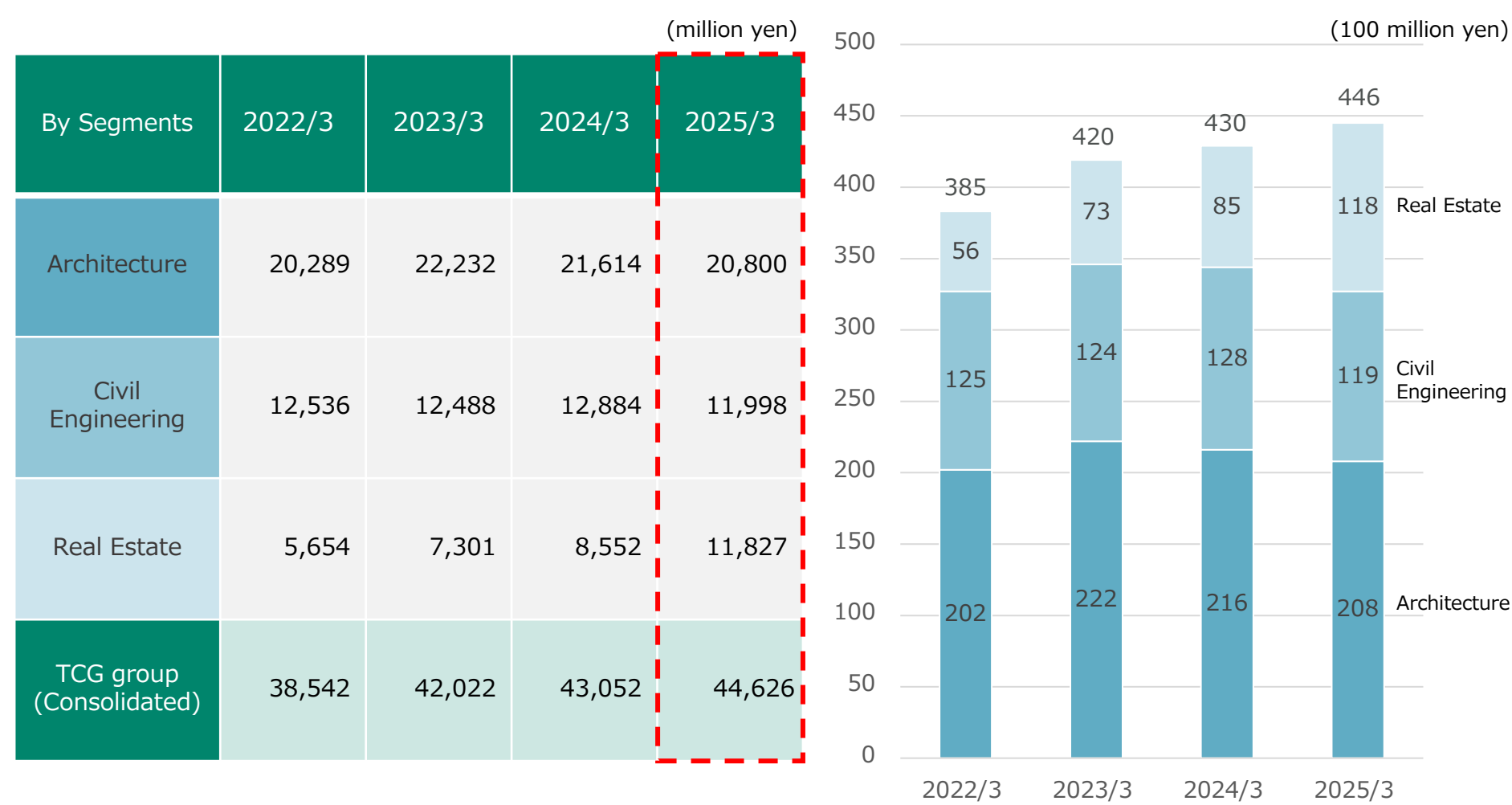


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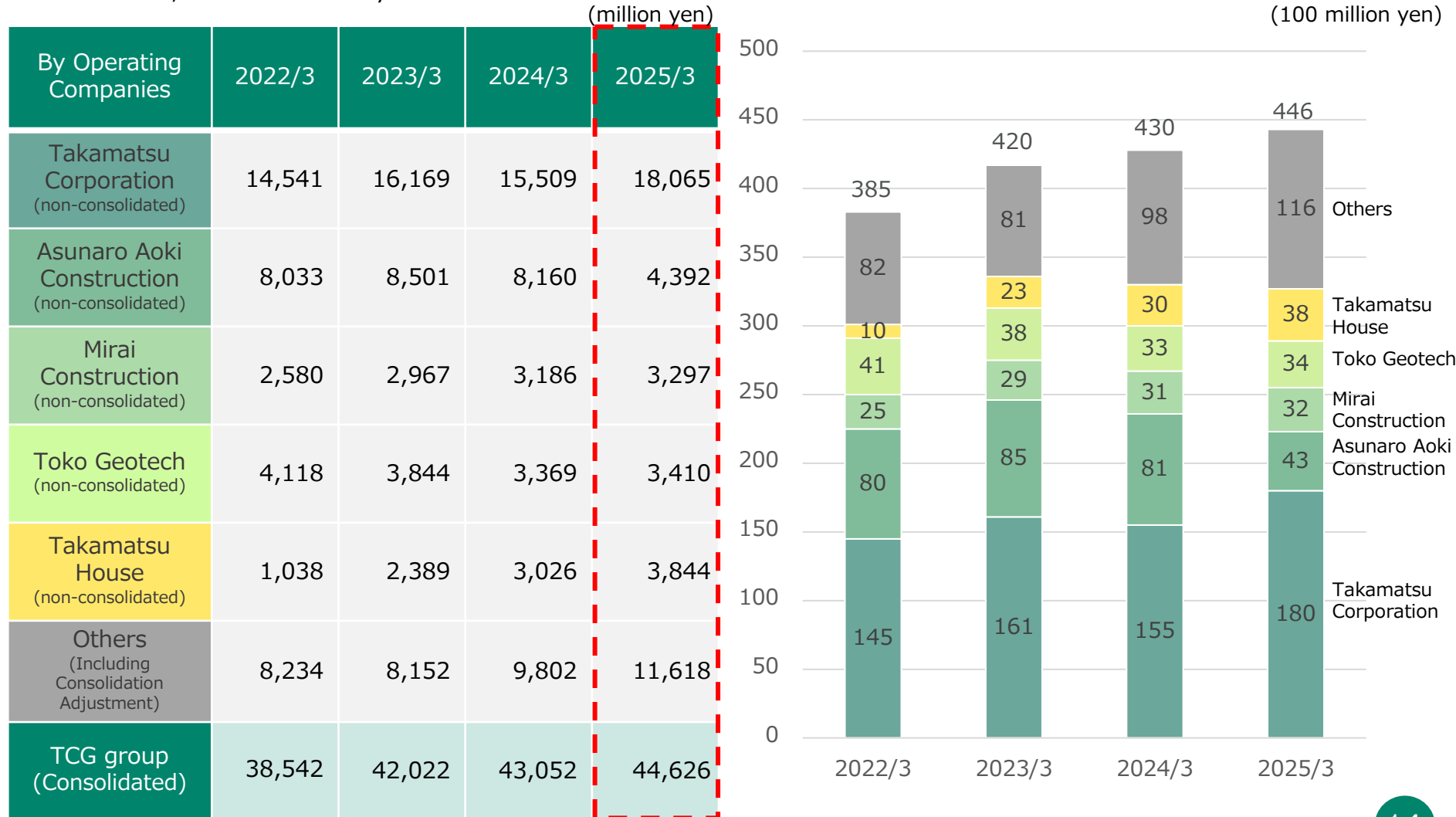
Gross profit by segments

◆ Architecture was (3.8%) YoY. Civil engineering was (6.9%) YoY. Real estate increased significantly by +38.3% YoY because of the increase in Takamatsu Corporation, Takamatsu House and Takamatsu Estate.



Gross profit by core operating companies

- ◆ Takamatsu Corporation was +16.5% YoY due to increased net sales and higher gross profit margin. Asunaro Aoki Construction significantly decreased by (46.2%) YoY mainly due to the significant decrease in the architecture segment. Mirai Construction was +3.5% YoY. Toko Geotech was +1.2% YoY. Takamatsu House significantly increased by +27.0% YoY because of the increase in net sales. For group companies other than the core companies, it was an increase of +18.5% YoY, because it mainly increased at Takamatsu Estate.

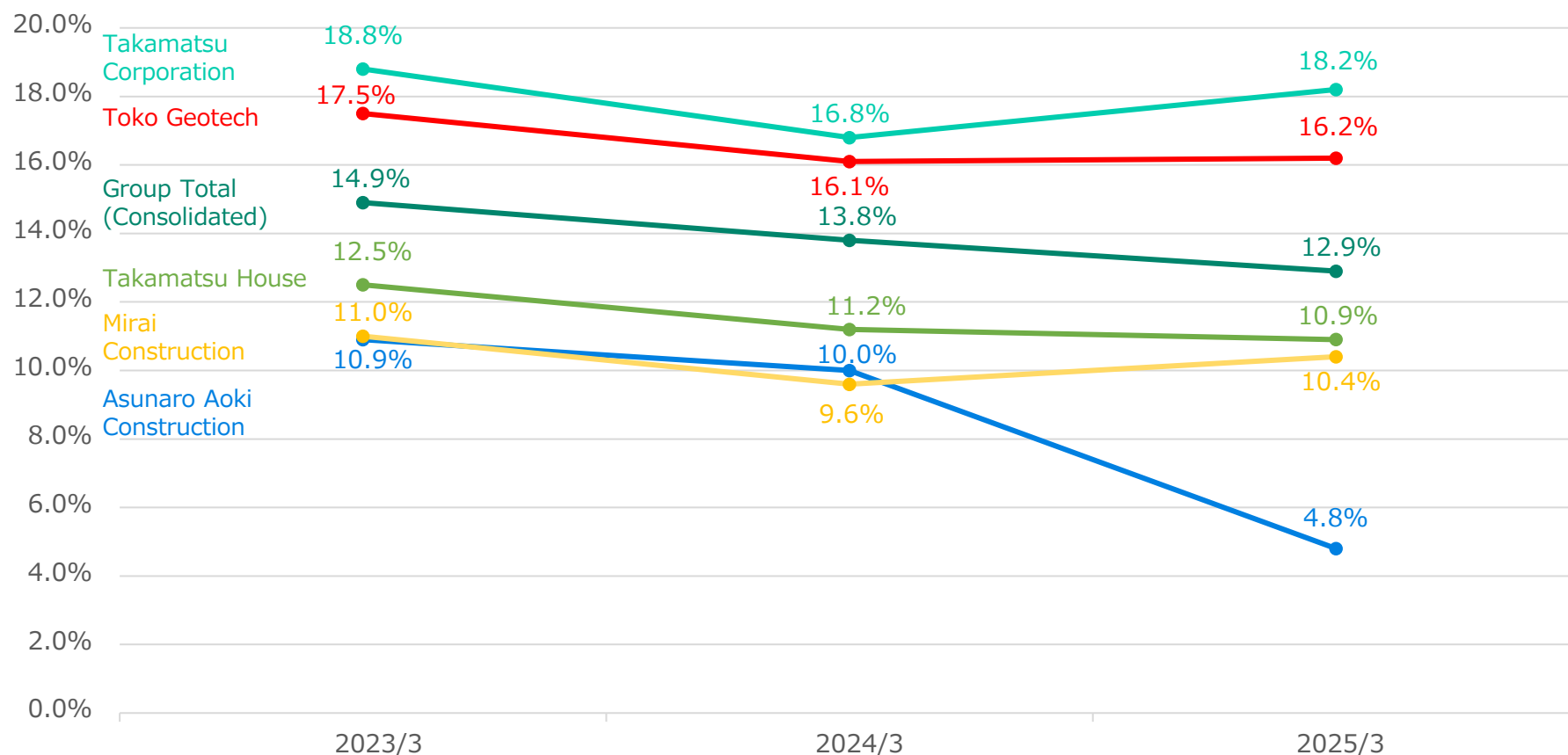


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Gross profit ratio by Group Total (Consolidated) and the 5 core companies

- ◆ Takamatsu Corporation was +1.4pt YoY because of increased net sales.
- ◆ Asunaro Aoki Construction's gross profit margin fell sharply by (5.2pt) YoY due to a decrease in gross profit amount despite an increase in net sales.
- ◆ Mirai Construction was +0.8pt YoY.
- ◆ Toko Geotech was +0.1pt YoY.
- ◆ Takamatsu House was (0.3pt) YoY.

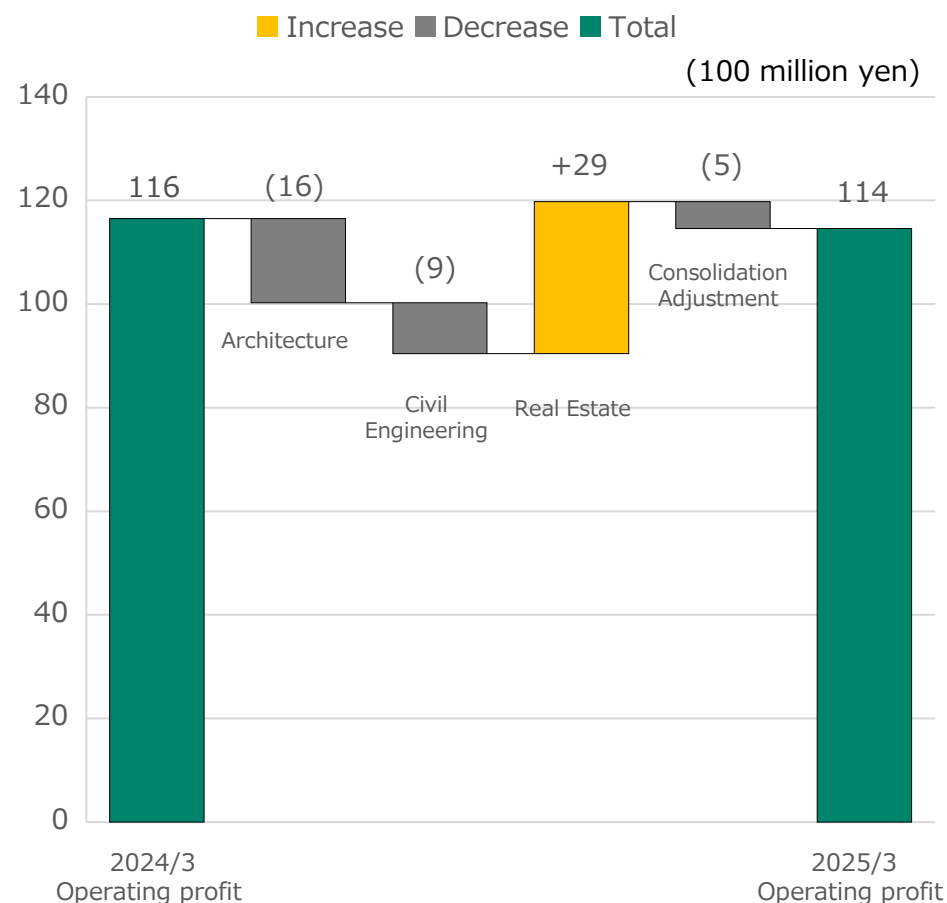


Operating profit by segments

- ◆ Architecture was (30.0%) YoY due to significantly decreased in Asunaro Aoki Construction. Civil engineering was (14.4%) YoY due to decreased in Asunaro Aoki Construction and Toko Geotech. Real estate significantly increased by +69.0% YoY because of the increase in Takamatsu Corporation, Takamatsu House and Takamatsu Estate.

(million yen)

By Segments	2022/3	2023/3	2024/3	2025/3
Architecture	5,011	7,035	5,401	3,778
Civil Engineering	7,297	6,702	6,861	5,876
Real Estate	3,227	3,761	4,253	7,188
Consolidation Adjustment	(4,311)	(5,459)	(4,864)	(5,383)
TCG group (Consolidated)	11,225	12,038	11,651	11,460

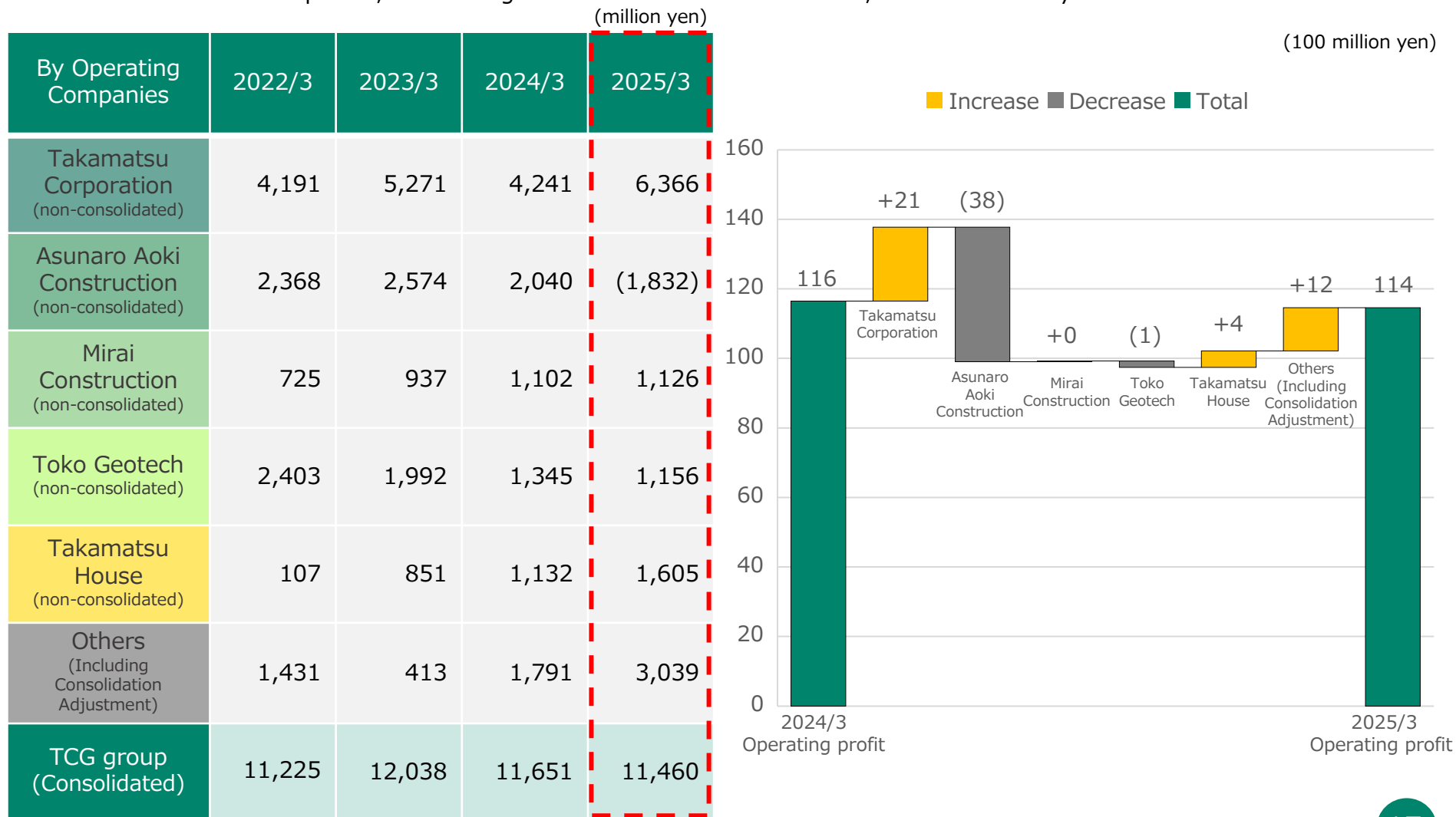


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Operating profit by core operating companies

- ◆ Takamatsu Corporation significantly increased by +50.1% YoY because of increased net sales and higher gross profit margin. Asunaro Aoki Construction had an operating loss of 1.8 billion yen YoY due to worsening of profitability in the architecture segment, etc. Mirai Construction was +2.2% YoY. Toko Geotech was (14.1%) YoY due to an increase in SG&A expenses. Takamatsu House significantly increased by +41.9% YoY because of increased net sales and gross profit. For group companies other than the core companies, it was a significant increase of +69.7% YoY, because it mainly increased at Takamatsu Estate.



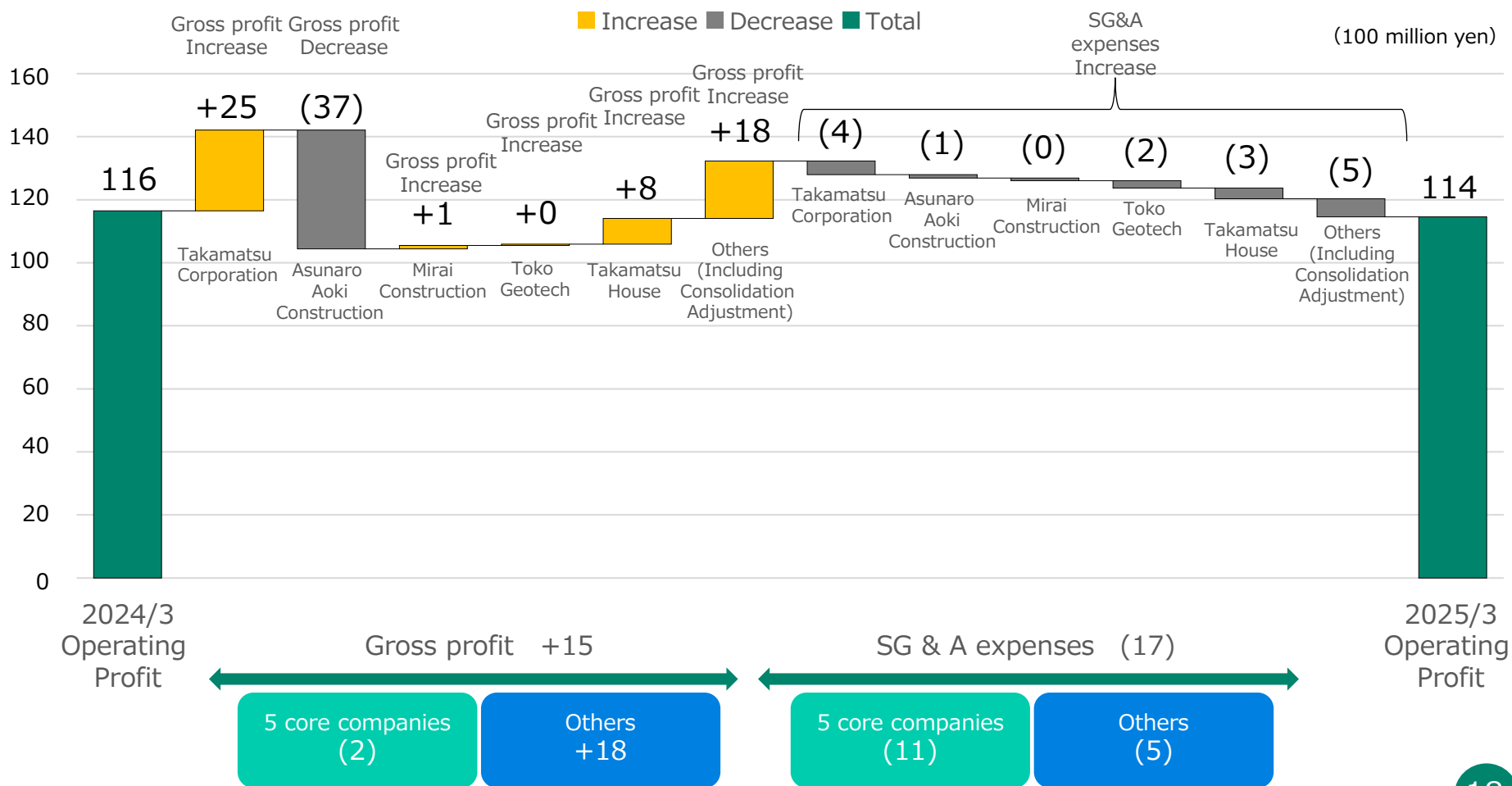
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Gross profit, SG&A expenses, Analysis of Changes in Operating Profit

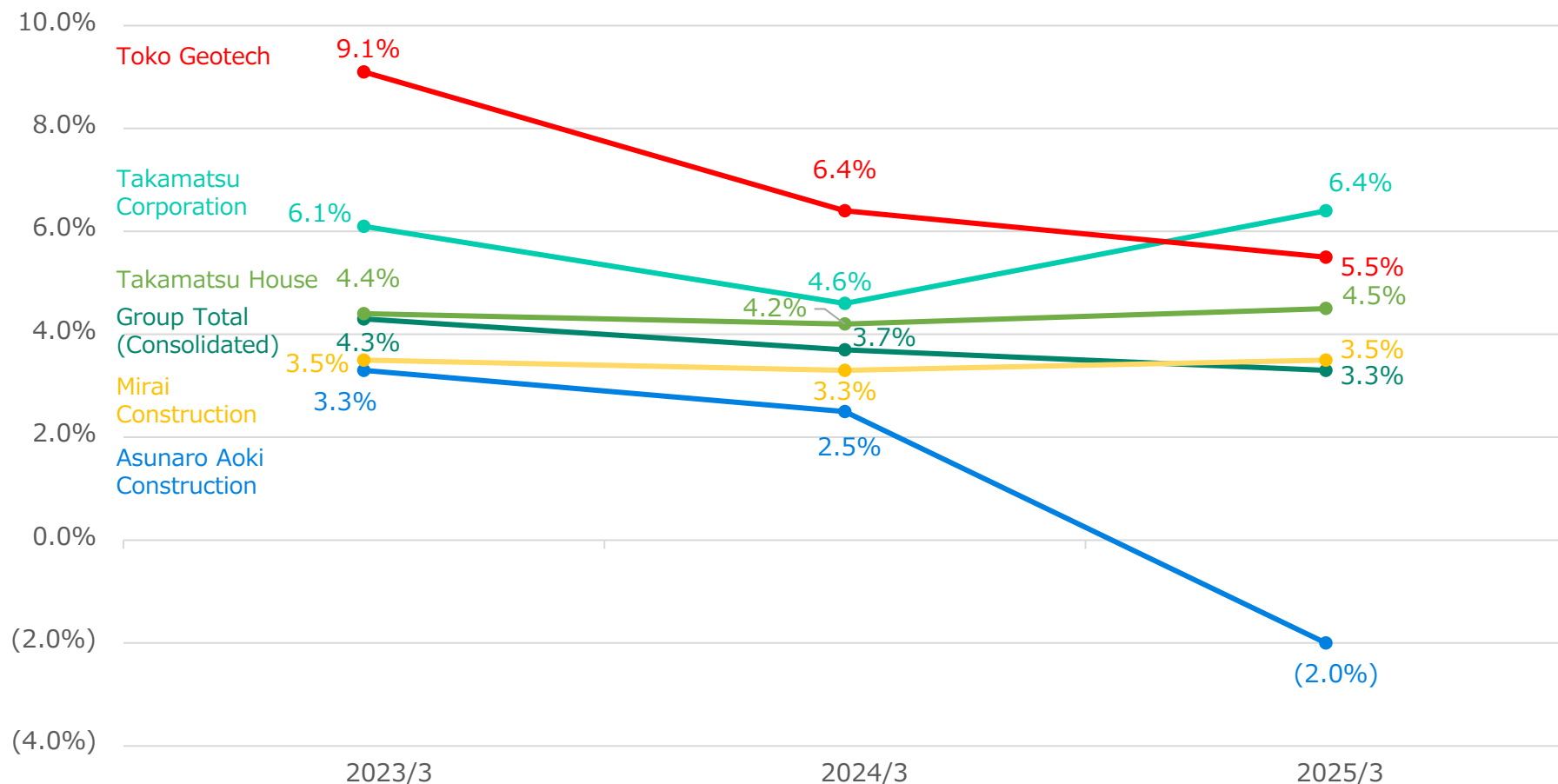
- ◆ Gross profit increased approx.1.5 billion yen YoY, as the decrease in Asunaro Aoki Construction was mainly offset by an increase in Takamatsu Corporation, Takamatsu House and group companies other than the core companies.
- ◆ SG&A expenses increased approx.1.7 billion yen YoY, mainly due to an increase in personnel expenses at Takamatsu Corporation, Takamatsu House and group companies other than the core companies.
- ◆ Overall operating profit decreased approx.0.2 billion yen.

Analysis of Changes in Operating Profit



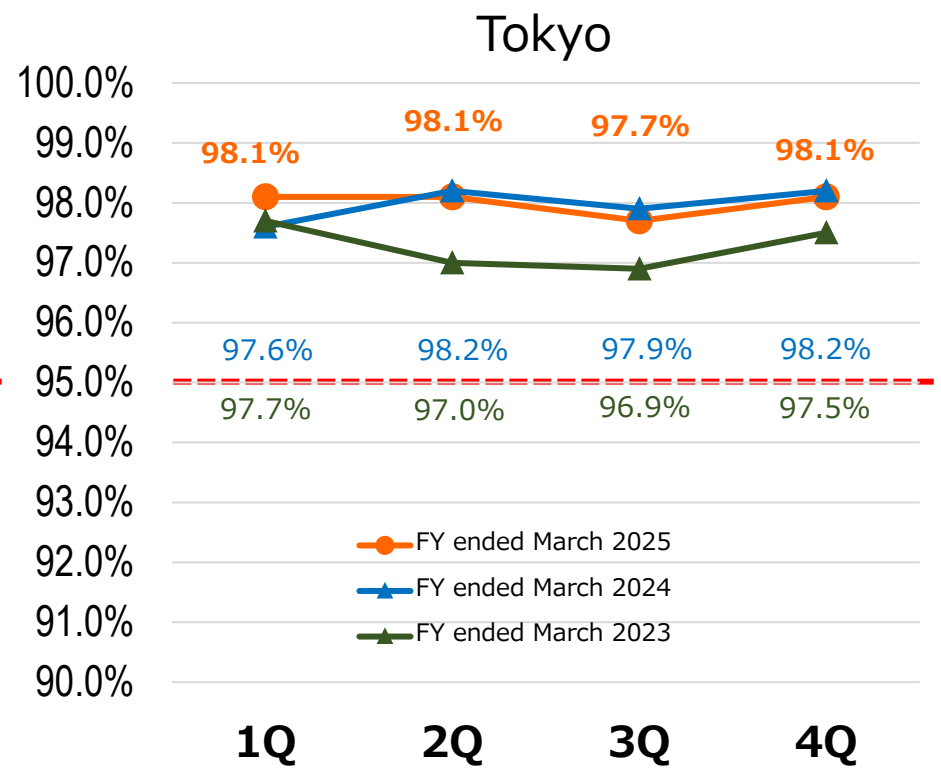
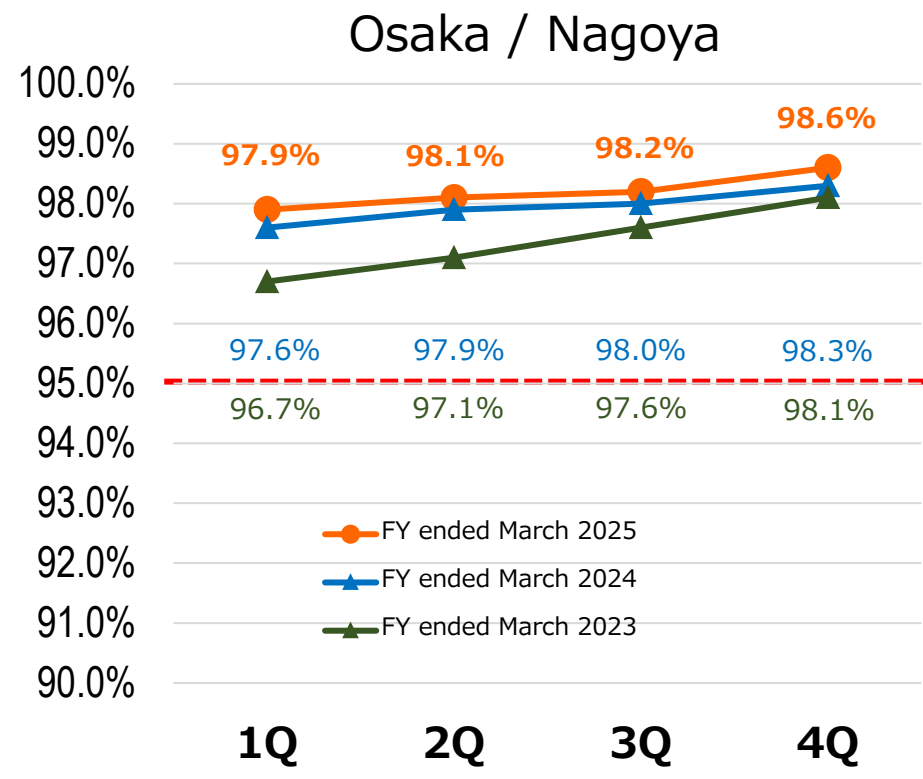
Operating profit ratio by Group Total (Consolidated) and the 5 core companies

- ◆ Takamatsu Corporation was +1.8pt YoY because of higher gross profit margin.
- ◆ Asunaro Aoki Construction's operating profit margin fell sharply by (4.5pt) YoY due to a gross profit margin fall sharply.
- ◆ Mirai Construction was +0.2pt YoY.
- ◆ Toko Geotech's gross profit margin was (0.9pt) YoY.
- ◆ Takamatsu House was +0.3pt YoY.



Occupancy Rate of Properties Constructed by Takamatsu Corporation at Takamatsu Estate

◆ Occupancy rates of 95% or higher have been maintained for FY ended March 2025.



Definitions

“Osaka/Nagoya” : Osaka, Kyoto, Hyogo, and Nagoya

“Tokyo” : Tokyo, Kanagawa, Saitama, and Chiba

“Occupancy rate” : $\frac{\text{Number of properties constructed by Takamatsu Corporation managed by Takamatsu Estate that are occupied at the end of each quarter}}{\text{total number of properties constructed by Takamatsu Corporation managed by Takamatsu Estate at the end of each quarter}}$

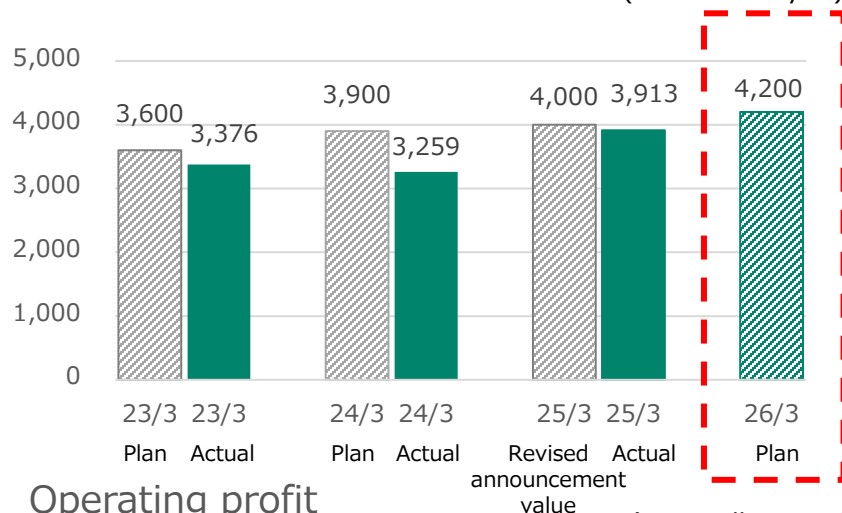
Earnings Forecast & Dividend Forecast for FY ending March 2026

Earnings Forecast for FY ending March 2026

- ◆ For the FY ending March 2026, orders received, net sales, operating profit and profit attributable to owners of parent are all expected to exceed those of the previous year.

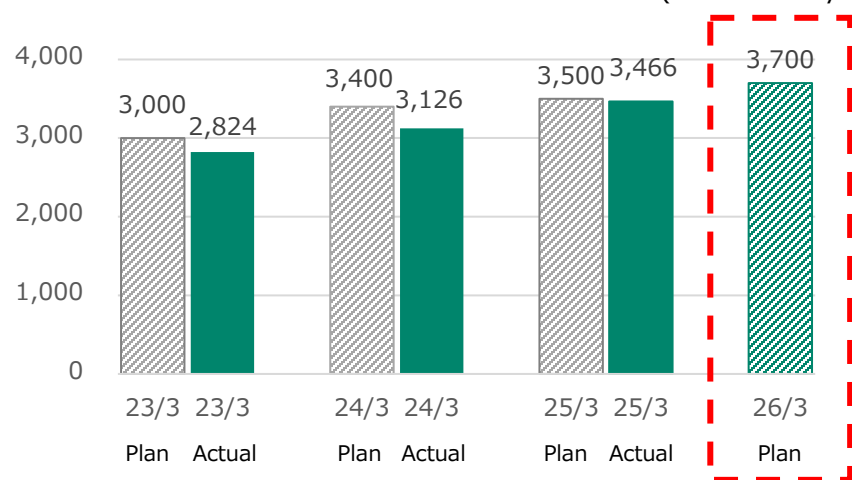
Orders received

(100 million yen)



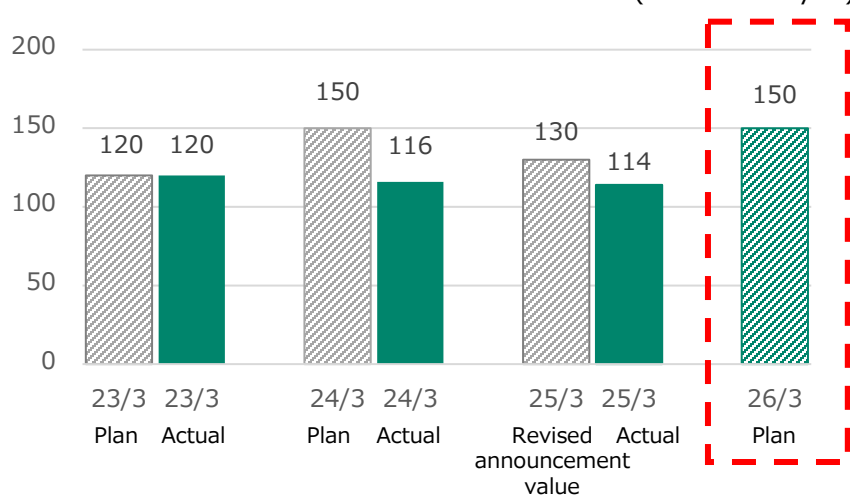
Net sales

(100 million yen)



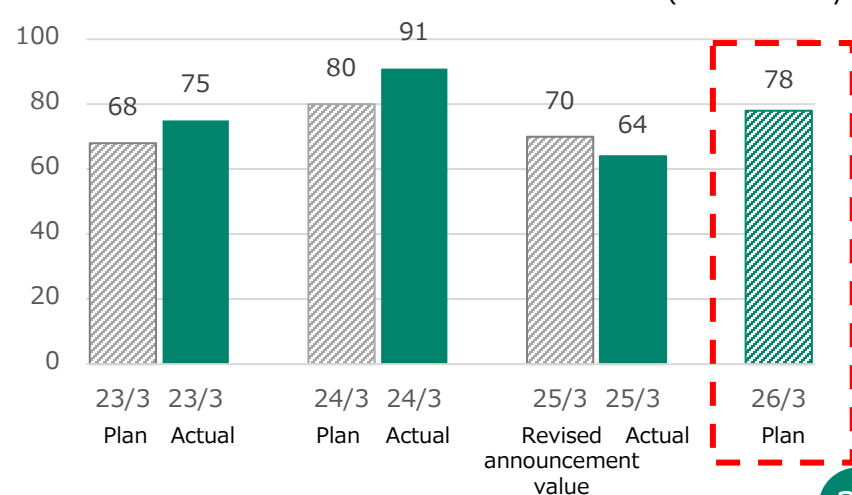
Operating profit

(100 million yen)



Profit attributable to owners of parent

(100 million yen)

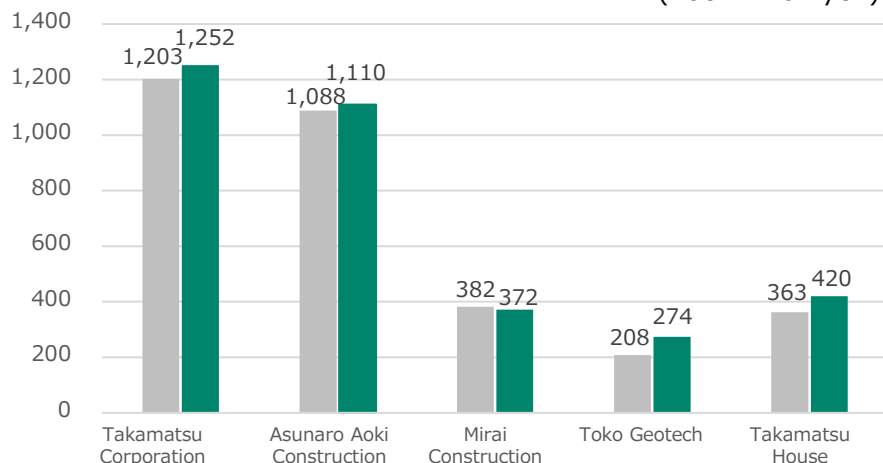


※25/3 Revised announcement value : The revised announcement value announced on November 13, 2024
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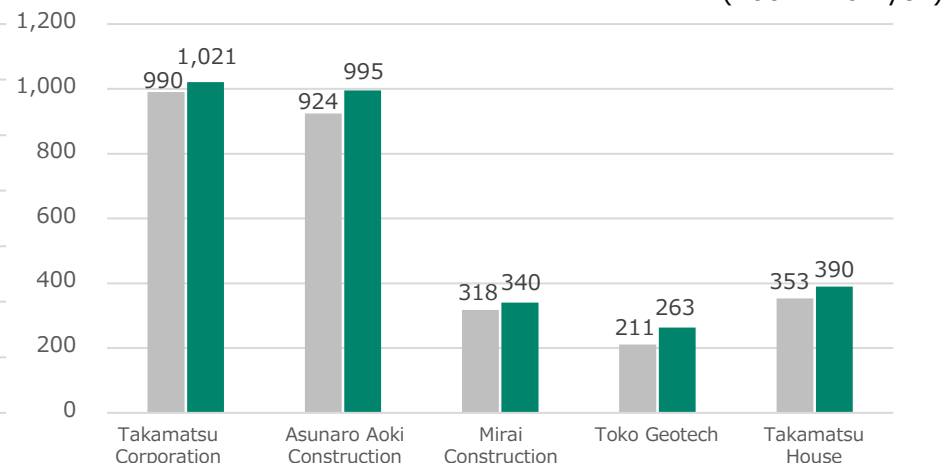
FY2025 results and annual management plan for FY2026 by core operating companies

■ 2025/3 Actual ■ 2026/3 Plan

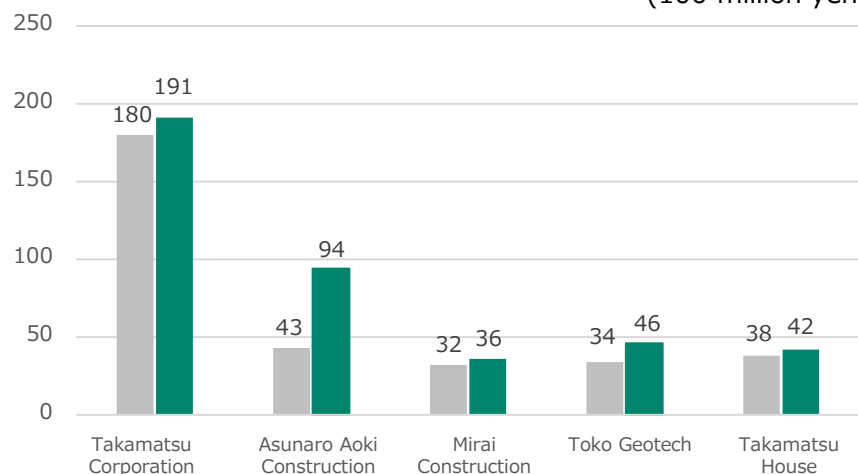
Orders received (100 million yen)



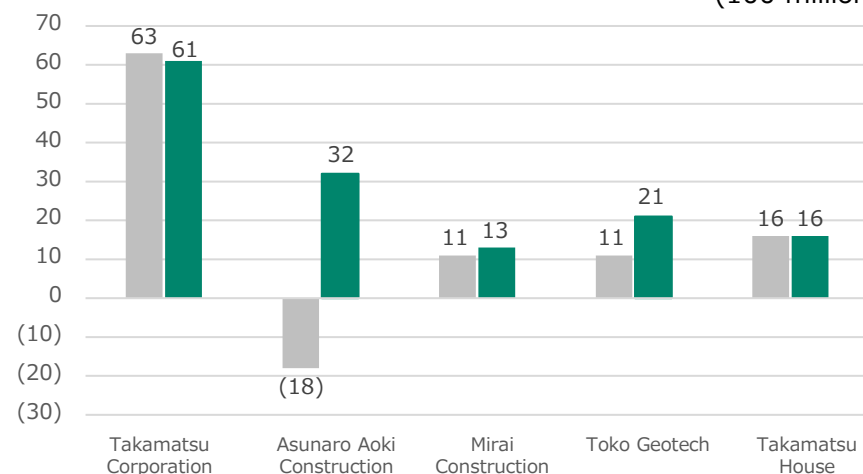
Net sales (100 million yen)



Gross profit (100 million yen)



Operating profit (100 million yen)

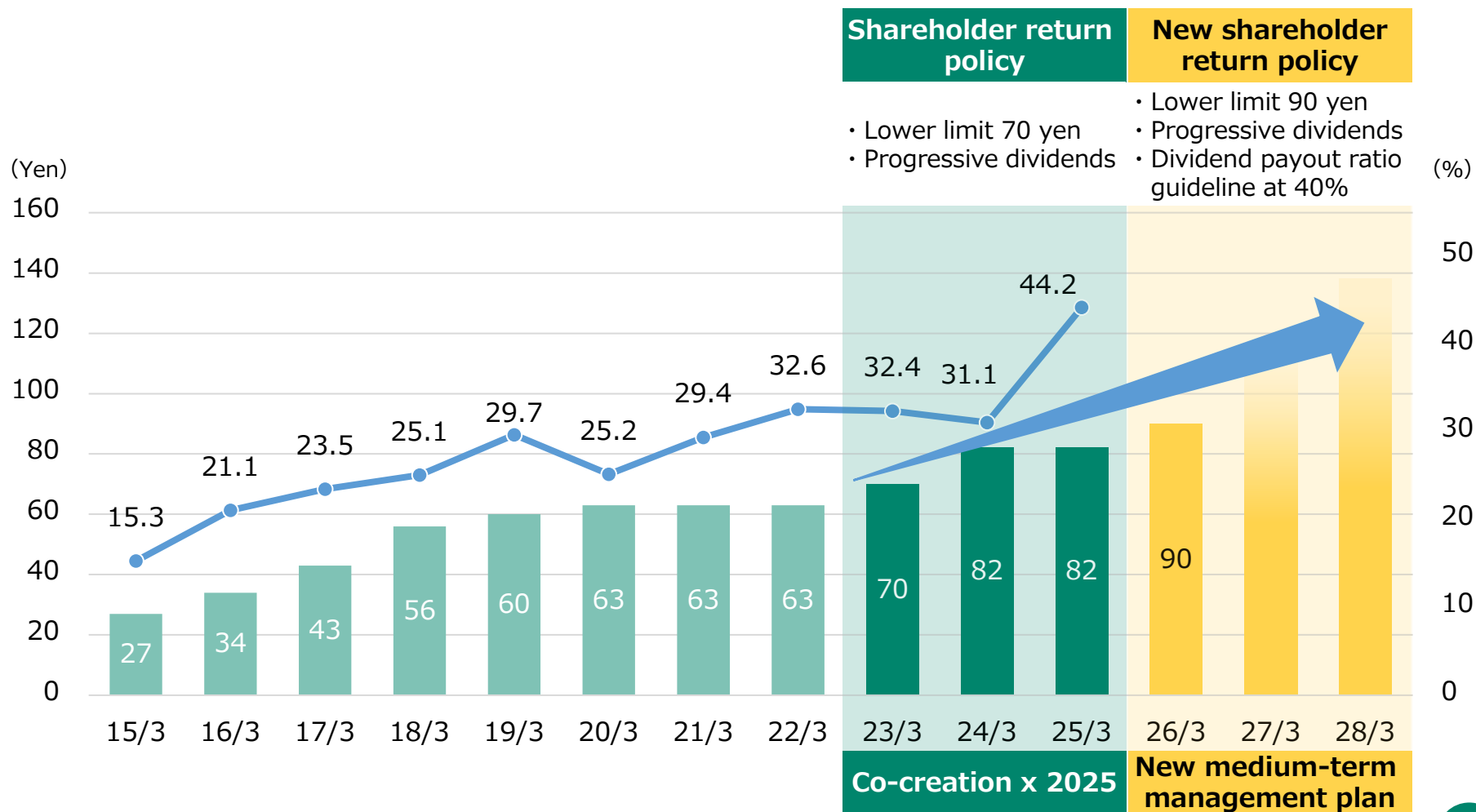


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Dividends Forecast for FY ending March 2026 (dividend amount and payout ratio)

- ◆ The basic policy is to pay **progressive dividends** during the target years of the new medium-term management plan (FY ending March 2026 to FY ending March 2028). The minimum annual dividend per share is set at **90 yen**.
- ◆ The dividend payout ratio is **targeted guideline at 40%**. Profit returns will be linked to business performance.
- ◆ We plan to pay a dividend of 90 yen per share for the FY ending March 2026, with a payout ratio of 40.2%.



Comments on the forecast of results for FY ending March 2026

Forecast for FY ending March 2026	Orders received・ Net sales	<p>Orders received are expected to be firm in both the architecture and civil engineering segments.</p> <p>Net sales are expected to grow on the back of Takamatsu Corporation and Asunaro Aoki Construction's abundant on-hand construction work in the architecture segment.</p> <p>As for the civil engineering segment, Asunaro Aoki Construction and Mirai Construction both expect solid growth, while Toko Geotech aims for a recovery by strengthening its sales structure.</p> <p>In the real estate segment's wooden detached housing business, although the Japanese market is expected to become more wait-and-see in terms of housing purchases due to economic uncertainty, we expect continued growth in popular areas of the Tokyo metropolitan area, where demand is expected to remain high, exceeding the impact of the sharp rise in sales prices.</p>
	Operating profit	<p>Operating profit is expected to be significantly impacted by a reactionary increase in Asunaro Aoki Construction's architecture segment.</p> <p>Toko Geotech plans to recover.</p> <p>Takamatsu Corporation, Mirai Construction and Takamatsu House are expected to remain steady.</p>

Topics

Topics 1

◆ Takamatsu Construction Group

○ The Introduction of a Stock-Price-Linked Cash Compensation Plan for Company Directors

The introduction of a stock price-linked cash compensation plan for Directors of the Company (excluding Outside Directors and Non-Executive Directors) will be submitted to the annual general meeting of shareholders scheduled to be held in June 2025.

Base Remuneration 60%	Bonus Payment 30% <ul style="list-style-type: none">• Financial Performance Factor (Consolidated operating income)• Non-Financial Performance Factor (Score in the engagement survey)	Stock-Price-Linked Cash Compensation 10%
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① Stock-Price-Linked Cash Compensation

In principle, points equivalent to a number of shares corresponding to a base amount determined for each position are granted and accumulated over the period of the fiscal years covered by the medium-term management plan. In July of the fiscal year following the end of the performance period, an amount calculated by multiplying the number of Accumulated Points by a predetermined share price at the end of the performance period or at the time of payment is paid in cash.

② Determination Process

For determining the specific amount of individual remuneration, the Board of Directors delegates the decision-making authority to the Representative Director and President, covering the total remuneration amount based on the regulations for each remuneration component established by the Board of Directors. The Representative Director and President, upon receiving the delegation of authority from the Board of Directors, determines the remuneration after consulting with the Nomination and Compensation Committee, which is chaired by and composed solely of Independent Outside Directors.

Topics 2-1

◆ Takamatsu Group's List of Orders for the Noto Peninsula Earthquake in FY 2024 (As of 4Q)

We express our heartfelt condolences to those who lost their lives in the Noto Peninsula Earthquake in Reiwa Year 6, and we sincerely offer our sympathies to all those affected. We will work together to contribute to the swift recovery and reconstruction of the disaster-stricken areas.

Below, we would like to introduce the construction project that our group has received orders for 4Q of this fiscal year.

○Asunaro Aoki Construction

(million yen)

Case name	Location	Ordering party	Contracted value	Construction term
6 disaster: Noroshi fishing harbor (Orito area) disaster recovery work (emergency main construction)	Orito area, Suzu-shi, Ishikawa	Kita Gumi Co., Ltd.	25	2025/3/3~ 2025/6/30

Detail

The Noto Peninsula Earthquake caused the ground to rise by approx.1.2m, making the anchorage shallow, making it impossible for fishing boats to enter and leave the area. The dredging work will mainly consist of excavating and pushing with amphibious bulldozers, excavating and loading with amphibious backhoes, and transporting to the place to accumulate sediment with amphibious crawler dump trucks.



Topics 2-2

◆ Takamatsu Group's List of Orders for the Noto Peninsula Earthquake in FY 2024 (As of 4Q)

○Toko Geotech

(million yen)

Case name	Location	Ordering party	Contracted value	Construction term
R6 year: No. 249 Wajima area slope restoration, Part 8	Monzenmachi Urakami area, Wajima-shi, Ishikawa	Miyaji Gumi Co., Ltd.	104※	2024/11/18 ~2026/3/6

Detail

Construction of slope countermeasure work on National Route 249 (Monzen District, Wajima-shi) damaged by the Noto Peninsula Earthquake.

※99 million yen in November 2024 and 104 million yen in March 2025 (this time). Total amount of 203 million yen.



Disclaimer: All financial information has been prepared in accordance with generally accepted accounting principles in Japan. This document is a partial English translation of the Japanese Financial Statements which were filed with Stock Exchanges in Japan on May 14, 2025. The Company provides this translation for your reference and convenience only without any warranty as to its accuracy. In case of any discrepancy between the translation and the Japanese original, the latter shall prevail. Additionally, these materials were created with the intention of providing reference information to be used by investors for their investment decisions, and do not constitute any sort of effort to solicit the purchase or sale of Takamatsu Construction Group stock.