

## Announced FY2025/5 dividend forecast increase and expanded shareholder benefits

Attractive total shareholder return yield of up to 5.59% based on March 21 closing price of JPY 1,068

FY2025 technician price set by MLIT continues to rise, up 5.7% YoY

• **Dividend Increase** | On March 13, 2025, OHBA (hereafter, the Company) announced an increase to its FY2025/5 dividend forecast. Prior to the announcement, the Company had planned to pay dividends of JPY 20.00 in H1 and JPY 20.00 in H2, for a total of JPY 40.00. However, OHBA decided to increase its H2 dividend by JPY 2.00 to JPY 22.00 (for a full-year dividend of JPY 42.00). The Company's policy calls for a total shareholder payout ratio of 60%, but its previous FY2025/5 shareholder return plan put its return ratio slightly below this level based on its FY2025/5 forecast. The Company's earnings tend to be seasonally skewed toward H2, and the Company likely increased dividends to align with its shareholder return policy after assessing monthly earnings through March and gaining more probability about achieving its full-year plan.

• **Expanded Shareholder Benefits** | On the same day, OHBA announced an expansion of its shareholder benefits, alongside the dividend increase. The Company had previously distributed QUO cards to shareholders in amounts based on (1) holding period and (2) number of shares held. It has now added a new category for "holding period of 3 years or more", and expanded the benefits for long-term shareholders. In addition, it doubled shareholder benefit amounts for shareholders with a holding period of under one year and shareholdings of 1,000 shares or more, creating a framework that appeals to new investors. Based on the March 21, 2025 closing price of JPY 1,068, the optimal maximum shareholder benefit yield for the QUO card distribution is 0.94%.

• **Total Shareholder Return Yield** | Total shareholder return yield comes to 5.59% after adding the above-mentioned shareholder benefit yield of 0.94% to the 3.93% dividend yield following the dividend increase plus the 0.72% yield-equivalent from the JPY 122 mn share buyback carried out in FY2025/5 (from June 2024 to March 2025). Given the Company's sustainable growth capabilities, underpinned by 13 consecutive years of operating profit growth through FY2024/5, its total shareholder return yield is robust. This will likely appeal to some potential investors, especially individual investors, which may drive up valuation.

• **Technician Price** | The technician price for commissioned design work announced by the Ministry of Land, Infrastructure, Transport and Tourism on February 14, 2025 showed an average of JPY 49,570 per day for all occupations, up 5.7% YoY. The growth rate increased slightly, compared to last year's 5.5% YoY growth. With the recent rise in nominal inflation and wage increase momentum, the MLIT appears to have set ambitious prices. These are guidelines for overall construction consulting prices, and OHBA will likely enjoy the benefits of this price increase in FY2026/5 as well.

FY	JPY mn, %	Net Sales	YoY	Oper. Profit	YoY	Profit ATOP	YoY	EPS (JPY)	DPS (JPY)
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
2024/5 H1		7,089	15.1	564	31.9	387	32.8	24.2	-
2025/5 H1		8,377	18.2	792	40.3	565	45.9	35.4	-

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

### Q2 Follow-up

URBAN DEVELOPMENT & CIVIL ENGINEERING, CONSULTANTS  
OHBA & CO.

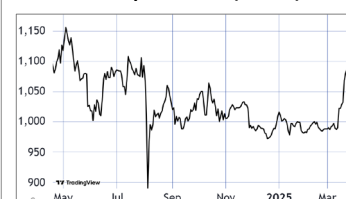
#### Focus Points:

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 (3/28)	1,104
YH (4/12)	1,169
YL (8/5)	884
10YH (24/4/12)	1,169
10YL (16/2/17)	317
Shares out. (mn shrs)	17.00
Market cap (JPY bn)	18.77
EV (JPY bn)	18.01
Share equity ratio (24/5/31)	70.3%
25/5 P/E (CE)	12.6x
24/5 P/B (act)	1.45x
25/5 DY (CE)	3.6%

#### Share price chart (1 Year)



Source: TradingView

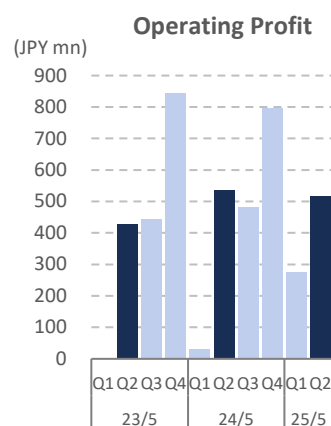
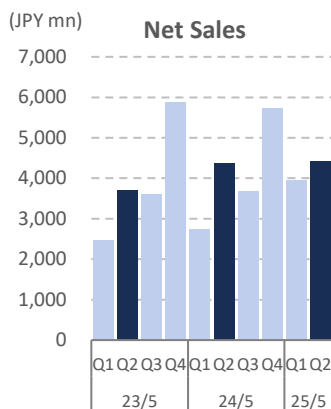
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## FY25/5 Q2 Earnings Results



## Dividend increase announced on March 13 points to steady earnings performance toward achieving targets

### Earnings Result Review

On January 10, 2025, OHBA announced its H1 FY2025/5 results. For the period of Jun-Nov 2024, the Company reported net sales of JPY 8,377 mn (+18.2% YoY) and operating profit of JPY 792 mn (+40.3% YoY). H1 performance appeared solid as the Company recorded one-time lump-sum earnings in Q1 in the Business Solutions segment, where it leverages its balance sheet to act as a business agent in rezoning land.

H1 progress against full-year forecasts came in below 50%, with progress in net sales at 47.9% and operating profit at 40.6%. This is steady progress, as the seasonal nature of the business causes earnings to be skewed toward H2. As of the end of November, the Company had an order backlog of JPY 11,808 mn, indicating that it has already started to accumulate projects that will contribute to earnings from FY2026/5 onward. The dividend increase announced on March 13 indicates that the Company is gaining more probability about achieving its FY2025/5 plan.

As the Company recorded a relatively large amount of one-off revenue in FY2025/5, investors will likely focus on whether it will be able to continue its operating profit growth in FY2026/5, too. The Company recorded operating profit growth for 13 consecutive fiscal years through FY2024/5, and plans to extend this to 14 consecutive fiscal years in FY2025/5. OHBA's sustainable profit growth capabilities is one of its strengths but can also be seen as a downside risk in terms of valuation if its growth streak were to stop. However, SIR does not see this as a major concern and believes the Company will be able to maintain sustainable growth by smoothing out the peaks in progress and service provision in other projects.

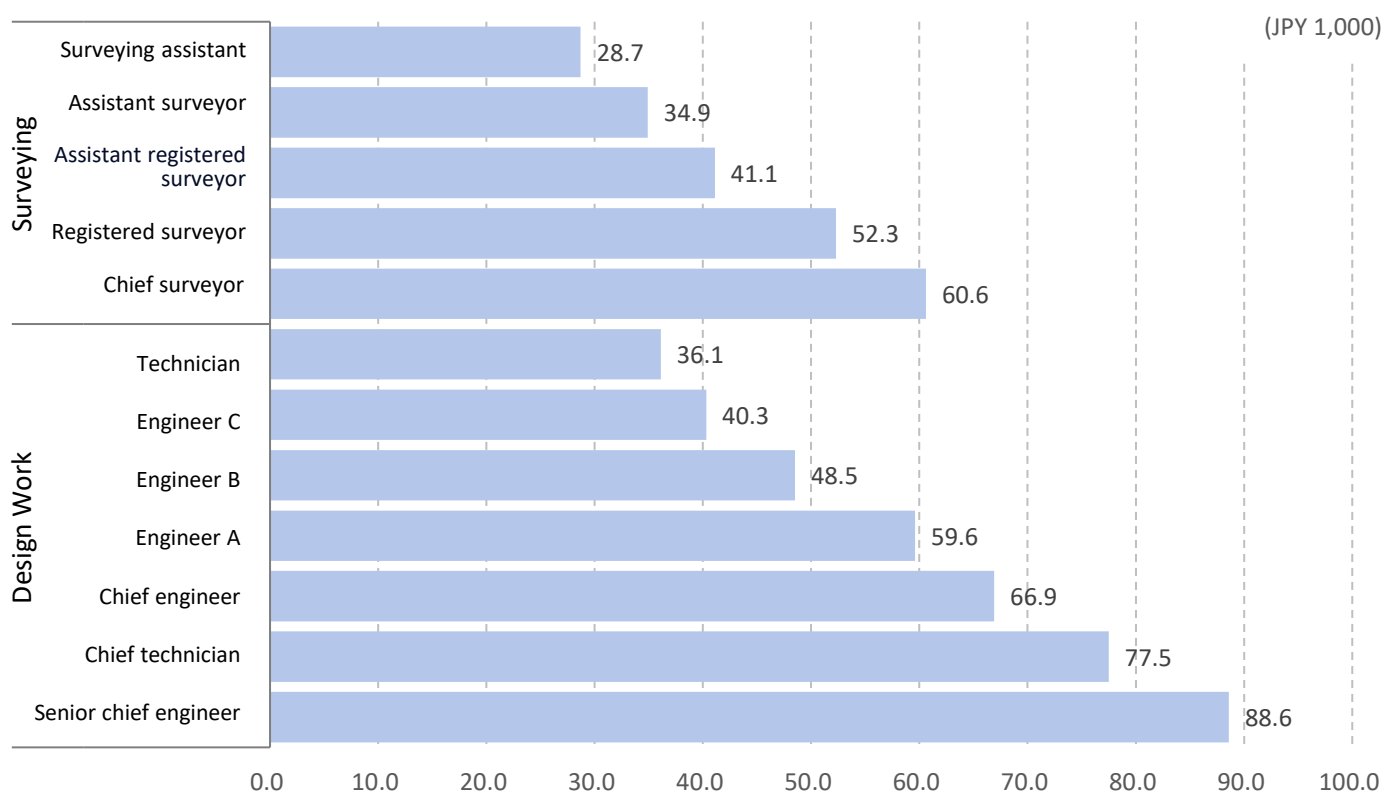
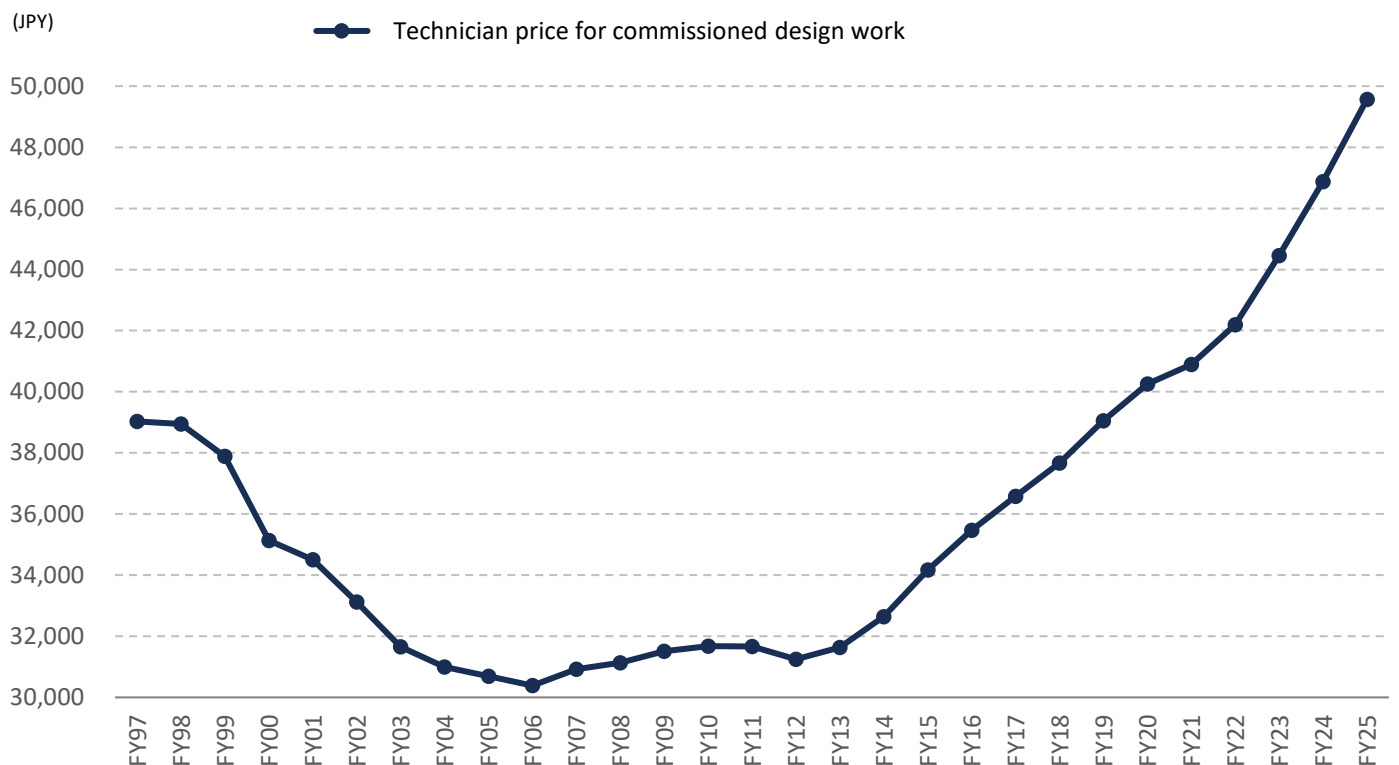
In addition, in terms of projecting short- to medium-term earnings, the fact that the technician price for commissioned design work set by the MLIT continued to rise firmly YoY is also a positive development. The amount set for FY2025 was announced on February 14, 2025, with the average for all occupations up 5.7% YoY to JPY 49,570 per day. Naturally, a certain portion of this will be passed on to individual workers as personnel expenses for technicians, but the Company will also be able to enjoy the benefits of top-line growth and improved profitability. This is something investors should keep in mind as a factor that will improve earnings projections from FY2026/5 onward.

### Quarterly Earnings Results

Item	Unit	FY2023/5				FY2024/5				FY2025/5	
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
<b>Sales</b>	<b>JPY mn</b>	<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>	<b>3,959</b>	<b>4,418</b>
	YoY	%	(4.1)	0.6	(10.8)	4.2	10.8	18.0	1.6	(2.5)	45.2
<b>Construction Consultant</b>	<b>JPY mn</b>	<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>	<b>2,572</b>	<b>4,193</b>
	YoY	%	(6.8)	3.7	(9.4)	9.5	5.9	18.9	3.4	(0.7)	5.8
Geospatial Information	JPY mn	574	791	834	1,308	662	1,075	832	1,240	620	967
	YoY	%	(12.7)	(9.5)	(3.5)	10.8	15.4	35.9	(0.2)	(5.2)	(10.1)
Environment	JPY mn	105	184	151	243	125	204	200	283	202	204
	YoY	%	11.6	22.9	12.9	(17.1)	19.0	11.1	32.7	16.1	61.9
Urban Planning	JPY mn	964	1,460	1,352	2,350	1,017	1,665	1,375	2,626	1,128	1,910
	YoY	%	(14.2)	6.8	(12.9)	11.7	5.5	14.0	1.7	11.7	14.7
Civil Engineering	JPY mn	652	1,070	1,010	1,717	627	1,223	1,055	1,431	622	1,111
	YoY	%	11.2	8.3	(11.7)	10.6	(3.8)	14.2	4.4	(16.6)	(9.1)
Orders Received	JPY mn	5,573	3,758	2,587	3,713	6,114	3,632	2,489	4,028	6,245	3,503
	YoY	%	12.5	11.8	7.3	15.7	9.7	(3.3)	(3.8)	8.5	2.2
Order Backlog	JPY mn	10,035	10,286	9,526	7,622	11,309	10,770	9,796	8,244	11,980	11,227
	YoY	%	(21.3)	(30.4)	(40.7)	12.8	12.7	4.7	2.8	8.2	5.9
<b>Business Solutions</b>	<b>JPY mn</b>	<b>143</b>	<b>167</b>	<b>242</b>	<b>229</b>	<b>273</b>	<b>171</b>	<b>182</b>	<b>123</b>	<b>1,364</b>	<b>202</b>
	YoY	%	78.7	(39.5)	(26.8)	(49.9)	91.7	2.6	(24.9)	(46.3)	399.1
Lease Rental Income, etc.	JPY mn	26	26	24	25	23	24	24	24	24	23
Cost of Sales	JPY mn	1,734	2,532	2,449	3,753	1,864	3,012	2,413	3,674	2,895	3,093
	sales ratio	%	70.4	68.5	67.8	63.9	68.4	69.0	65.8	64.2	73.1
<b>Gross Profit</b>	<b>JPY mn</b>	<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>	<b>1,064</b>	<b>1,325</b>
	sales ratio	%	29.6	31.5	32.2	36.1	31.6	31.0	34.2	26.9	30.0
SG&A Expenses	JPY mn	728	739	721	1,278	835	815	774	1,257	790	808
	sales ratio	%	29.6	20.0	19.9	21.8	30.6	18.7	21.1	22.0	19.9
<b>Operating Profit</b>	<b>JPY mn</b>	<b>0</b>	<b>428</b>	<b>444</b>	<b>843</b>	<b>29</b>	<b>536</b>	<b>482</b>	<b>796</b>	<b>275</b>	<b>518</b>
	sales ratio	%	0.0	11.6	12.3	14.4	1.0	12.3	13.1	13.9	6.9

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

### Status of Technician Price for Commissioned Design Work



Source: Compiled by SIR from MLIT data.

## Shareholder Returns

### Expanded shareholder returns may lead to larger stable shareholder base

On March 13, 2025, OHBA announced (1) an increase in its FY2025/5 dividend forecast and (2) expanded shareholder benefits (QUO cards). It raised its year-end dividend from JPY 20.00 to JPY 22.00 per share (an annual dividend from JPY 40.00 to JPY 42.00). In addition, the Company partially changed its shareholder benefit program as shown in the table below, combining for a higher shareholder return.

The Company's policy targeting a 60% total shareholder payout ratio. Meanwhile, assuming the FY2025/5 forecasted EPS is achieved, its previously planned total payout fell short of 60%. Accordingly, the Company announcing a dividend increase or share buyback when it gains more probability about achieving its full-year plan was within expectations.

On the other hand, the shareholder benefit (providing QUO card) expansion was a surprise. The main points were the establishment of a new category for shareholders with a "holding period of 3 years or more" and increased benefits for shareholders with a "holding period of under one year and shareholdings of 1,000 shares or more". SIR will be keeping a close eye on this, as we believe it will lead to enlarge a stable shareholder base and purchasing units centered on individual investors, which may in turn boost valuations.

### Shareholder Benefit Changes and Shareholder Return Yield by Holding Period and Number of Shares Held

Holding Period	Number of Shares Held	Benefits	
		Before Change	After Change
Under one year	100-under 500shares	-	-
Under one year	500-under 1,000shares	1,000	1,000
Under one year	1,000 shares or more	2,000	4,000
One year to under three years	100-under 500shares	500	500
One year to under three years	500-under 1,000shares	3,000	3,000
One year to under three years	1,000 shares or more	7,000	7,000
Three years or more	100-under 500shares	500	800
Three years or more	500-under 1,000shares	3,000	4,000
Three years or more	1,000 shares or more	7,000	10,000

Holding Period	Number of Shares Held	Benefit Yield (%)	Dividend Yield (%)	Stock Buyback Yield-Equivalent (%)	Shareholder Return Yield (%)
		Based on minimum shares required for each category	FY25/5=JPY 42.00	FY25/5=JPY 122.9 mn	Share Price = JPY 1,068 Assumption
Under one year	100-under 500shares	-	3.93	0.72	4.65
Under one year	500-under 1,000shares	0.19	3.93	0.72	4.84
Under one year	1,000 shares or more	0.37	3.93	0.72	5.03
One year to under three years	100-under 500shares	0.47	3.93	0.72	5.12
One year to under three years	500-under 1,000shares	0.56	3.93	0.72	5.22
One year to under three years	1,000 shares or more	0.66	3.93	0.72	5.31
Three years or more	100-under 500shares	0.75	3.93	0.72	5.40
Three years or more	500-under 1,000shares	0.75	3.93	0.72	5.40
Three years or more	1,000 shares or more	0.94	3.93	0.72	5.59

Source: Compiled by SIR from various disclosure documents. Note: The share buyback yield-equivalent is calculated by dividing the share buyback amount (JPY 122.9 mn) by the number of outstanding shares (excluding treasury shares) and then dividing the result by the March 21 closing price of JPY 1,068.

## Valuation

### Many positive points are present, but valuation premium may be limited

OHBA's FY24 P/E ratio (March 22 closing price) was 12.2x, with the average for construction consulting companies at 11.2x. The Company's share price rose around 8% after it announced the dividend increase and enhanced shareholder benefits. While its valuation multiple is slightly higher than the sector average, the premium is minimal.

On the other hand, there are many positive rationales for a premium valuation. Clearly visible strengths include a shareholder return policy with a sector-leading shareholder payout ratio of 60%, generous shareholder benefits, sustainable growth capabilities evidenced by 13 consecutive fiscal years of operating profit growth, an ROE of over 10%, and a sound financial position.

Fundamentally, the Company's management strategies of focusing on growth domains such as defense civil engineering and enhancing technological capabilities have proved successful. The Company faces competition with a broad range of industry participants, and because it is a labor-intensive business, the quantity and quality of human resources can easily affect earnings performance. Companies that can leverage their strengths to execute unique projects and actively take on highly difficult projects with their large pool of technicians are more likely to secure high profitability and sustainable growth. The Company has been able to secure a solid financial base thanks to its distinctive positioning built around its strength in urban development.

### Valuation Table of Construction Consultant Companies

Code	Company	EOFY	Stock Price	Market Value	P/E			PBR	Net Cash	Ord. Profit	Ord. Profit Margin		
			(3/22)	(3/22)	FY22	FY23	FY24E	Most Recent FY	Most Recent FY	FY22	FY22	FY23	FY24E
-	-	-	JPY	JPY mn			X	X	¥mn				%
9765	OHBA	May	1,068	18,156	16.0	12.8	12.2	1.40	3,116	1,788	8.1	7.9	3.7
-	Construction Consultants Average	-	-	-	13.5	13.1	11.2	1.01	-	-	-	-	-
2153	E·J Holdings	May	1,690	2,773	8.6	8.7	7.9	0.81	18,993	4,636	(1.5)	(0.8)	7.7
2325	NJS	Dec.	4,535	45,568	25.1	21.7	20.4	1.65	17,678	2,012	(29.6)	(15.3)	84.3
2498	Oriental Consultants HD	Sep.	5,140	31,711	10.9	10.8	12.0	1.27	(3,486)	4,336	24.7	(1.8)	(5.5)
4707	KITAC CORPORATION	Oct.	333	1,988	20.6	10.8	6.7	0.57	(1,694)	137	280.6	35.0	112.4
4840	Trils Incorporated	Dec.	367	3,046	6.1	28.0	14.7	0.56	2,645	(209)	SR	TB	10.1
6091	Wesco Holdings	Jul.	650	8,923	12.4	14.2	13.6	0.61	7,130	1,245	17.8	(8.7)	0.0
6542	FC Holdings	Jun.	1,044	7,161	7.5	10.0	7.9	0.89	1,557	1,202	3.5	(5.6)	5.7
7369	Meiho Holdings	Jun.	1,890	2,959	10.9	(33.6)	10.6	1.46	(1,822)	496	24.9	(82.1)	574.2
7377	DN Holdings	Jun.	1,901	16,006	8.7	9.9	8.8	1.55	137	2,353	6.9	(15.5)	25.8
9233	Asia Air Survey	Sep.	1,133	21,090	11.9	11.1	10.8	0.98	3,103	2,744	7.1	8.2	2.3
9248	People, Dreams & Technologies Group	Sep.	1,718	16,177	6.6	12.8	(80.7)	0.77	3,724	3,891	-	(17.8)	(45.1)
9621	CTI Engineering	Dec.	2,371	67,142	11.4	8.7	9.8	1.07	11,497	8,235	15.7	23.3	(6.1)
9647	KYOWA ENGINEERING CONSULTANTS	Nov.	6,390	3,745	11.5	9.3	7.3	0.98	2,492	549	18.6	19.5	15.7
9755	OYO	Dec.	2,891	71,870	38.4	17.3	17.0	0.87	8,825	3,033	(27.4)	18.5	47.9
9768	IDEA Consultants	Dec.	2,884	21,627	9.6	10.3	8.7	0.72	3,250	3,278	55.6	(8.8)	14.4

Code	Company	EOFY	ROE		Ord. Profit Margin		Asset Turnover		Equity Ratio		Payout Ratio		Dividend Return
			FY22	FY23	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	3.93
-	Construction Consultants Average	-	10.9	9.7	9.3	8.5	1.09	1.01	63.5	66.4	25.9	28.9	2.97
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	3.85
2325	NJS	Dec.	7.8	8.4	10.5	7.7	0.69	0.76	81.7	83.2	41.4	40.6	2.21
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	3.89
4707	KITAC CORPORATION	Oct.	3.3	5.9	5.1	6.4	0.48	0.49	49.5	50.6	30.9	16.2	1.50
4840	Trils 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	3.08
6542	FC Holdings	Jun.	12.5	9.3	14.0	13.3	0.95	0.93	76.1	81.1	19.3	28.6	2.87
7369	Meiho Holdings	Jun.	13.6	-	6.7	0.9	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	3.68
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	3.88
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	3.49
9621	CTI Engineering	Dec.	13.6	14.7	9.9	10.9	1.15	1.21	64.8	68.7	24.1	27.7	3.16
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	0.47
9755	OYO	Dec.	2.7	5.6	5.1	5.5	0.67	0.69	78.3	73.9	63.7	34.7	2.97
9768	IDEA Consultants	Dec.	9.5	7.8	14.2	13.2	0.75	0.66	72.7	76.9	14.9	23.3	4.09

Source: Compiled by SIR from each company's IR materials. Note: TB=Turn black. SR= Shrink Red. Note: FY24E figures for companies with a September fiscal year-end reflect actual results. Sector average P/E ratio is calculated by excluding stocks with a P/E ratio below zero.

## 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 25/5
Net Sales	JPY mn	14,113	15,402	15,480	15,542	16,086	15,581	15,203	15,862	15,933	15,648	16,486	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	6.2
Orders Received	JPY mn	-	-	-	-	16,918	15,377	15,752	15,239	15,936	16,681	17,262	-
Government and private sector, etc.	JPY mn	-	-	-	-	11,906	12,883	14,294	14,304	15,421	16,543	17,135	-
Earthquake reconstruction-related	JPY mn	-	-	-	-	2,920	2,494	1,457	935	463	138	127	-
Sales of Company-owned Real Estate	JPY mn	-	-	-	-	2,092	0	0	0	0	0	0	-
Construction consultant	JPY 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	JPY 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	JPY 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	JPY 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	JPY 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	JPY 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	JPY mn	2,778	2,886	2,580	2,865	2,839	2,961	4,048	3,019	3,255	3,950	3,621	-
Environment	JPY mn	1,541	1,188	1,346	747	654	593	535	525	809	872	1,007	-
Urban Planning	JPY 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	JPY 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	JPY 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	JPY mn	1,536	1,637	1,383	1,673	1,719	1,782	2,691	2,091	1,476	1,917	1,694	-
Environment	JPY mn	1,005	978	990	682	748	582	460	389	480	669	865	-
Urban Planning	JPY 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	JPY 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	JPY 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	JPY mn	1,848	1,811	1,672	986	2,656	804	1,334	582	2,001	1,049	998	-
Order Backlog	JPY mn	1,633	1,444	1,249	540	526	685	940	926	1,644	1,812	1,966	-
Lease Rental Income, etc.	JPY mn	0	0	0	0	0	0	0	0	120	101	96	-
Cost of Sales	JPY 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)	JPY mn	10,715	11,506	11,421	11,521	11,972	11,109	10,630	10,649	10,643	9,904	10,167	-
sales ratio	%	79.4	77.7	76.4	76.7	77.3	74.5	72.9	70.5	69.9	67.0	66.7	-
Material Cost	JPY mn	299	348	251	278	243	241	272	394	732	518	232	-
sales ratio	%	2.2	2.3	1.7	1.9	1.6	1.6	1.9	2.6	4.8	3.5	1.5	-
Labor Cost	JPY mn	2,967	3,587	3,668	3,807	3,800	3,890	3,624	3,442	3,410	3,396	3,556	-
sales ratio	%	22.0	24.2	24.5	25.4	24.5	26.1	24.9	22.8	22.4	23.0	23.3	-
Outsourcing cost	JPY mn	4,937	6,178	6,564	6,038	5,605	5,655	5,602	4,854	5,520	5,272	5,376	-
sales ratio	%	36.6	41.7	43.9	40.2	36.2	37.9	38.4	32.1	36.3	35.7	35.3	-
Other Costs	JPY mn	1,176	1,186	1,164	1,164	1,069	1,325	1,245	982	992	981	1,019	-
sales ratio	%	8.7	8.0	7.8	7.8	6.9	8.9	8.5	6.5	6.5	6.6	6.7	-
Other Increase(Decrease) in inventory, etc.	JPY mn	1,336	208	(226)	235	1,256	(2)	(113)	978	(11)	(263)	(16)	-
sales ratio	%	9.9	1.4	(1.5)	1.6	8.1	0.0	(0.8)	6.5	(0.1)	(1.8)	(0.1)	-
Cost of Sales*	JPY mn	405	438	353	314	388	411	382	509	453	563	795	-
sales ratio	%	66.2	73.1	65.6	59.6	65.8	61.1	61.4	67.0	64.1	64.5	65.0	-
Gross Profit	JPY 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	JPY 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	JPY mn	1,164	1,326	1,347	1,249	1,275	1,349	1,453	1,548	1,616	1,684	1,733	-
sales ratio	%	8.2	8.6	8.7	8.0	7.9	8.7	9.6	9.8	10.1	10.8	10.5	-
Other	JPY mn	1,247	1,342	1,442	1,412	1,377	1,608	1,593	1,822	1,638	1,781	1,948	-
sales ratio	%	8.8	8.7	9.3	9.1	8.6	10.3	10.5	11.5	10.3	11.4	11.8	-
Operating Profit	JPY mn	583	790	916	1,045	1,074	1,104	1,145	1,334	1,583	1,715	1,843	1,950
sales ratio	%	4.1	5.1	5.9	6.7	6.7	7.1	7.5	8.4	9.9	11.0	11.2	11.1
Non-Operating Income	JPY mn	128	143	118	81	66	65	59	91	82	89	93	-
Non-Operating Cost	JPY mn	100	69	50	29	20	19	27	45	11	16	6	-
Ordinary Profit	JPY mn	611	865	984	1,097	1,120	1,151	1,177	1,380	1,654	1,788	1,930	2,000
sales ratio	%	4	6	6	7	7	7	8	9	10	11	12	11
Special Interest	JPY mn	21	22	2	0	0	1,420	1	0	0	210	0	-
Extraordinary Loss	JPY mn	17	6	53	120	6	145	10	19	60	497	31	-
Income before income taxes	JPY mn	615	881	932	977	1,115	2,426	1,168	1,361	1,594	1,501	1,899	-
Total Income Taxes	JPY 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	JPY mn	513	812	747	703	745	1,715	824	852	1,086	1,075	1,339	-
Non-Controlling Interests	JPY mn	0	0	0	0	0	0	0	0	0	0	0	-
Net Profit ATOP	JPY mn	513	812	747	703	745	1,715	824	852	1,086	1,075	1,339	1,400

Source: compiled by SIR from the company's IR materials.



## KPIs / Balance Sheet

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 25/5
EPS	JPY	28.5	45.1	41.4	39.2	42.1	99.5	49.3	52	67	66.7	83.7	87.5
Diluted EPS	JPY	28.2	44.4	40.7	38.6	41.4	97.4	47.9	50.2	64.2	63.9	80.0	-
BPS	JPY	261.1	334.3	333	358.7	390.7	460.1	487.6	551.5	610.3	657.9	763.4	-
DPS	JPY	7	12	12	12	12	18	14	15	23	24	37.0	42.0
Payout Ratio	%	24.6	26.6	29	30.6	28.5	18.1	28.4	28.8	34.3	36	44.2	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	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	JPY 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	JPY mn	477	160	426	115	220	2,071	345	707	136	-	118	-
Total Assets	JPY mn	11,900	11,550	12,703	11,085	11,353	12,332	12,979	13,675	14,427	16,117	17,967	-
Current Assets	JPY mn	7,890	7,451	8,405	7,013	6,918	6,928	7,525	6,894	7,623	9,643	9,973	-
Cash and Deposits	JPY 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	JPY mn	2,532	3,005	3,909	2,220	3,129	2,847	2,879	2,764	4,833	4,803	6,198	-
Inventory	JPY mn	1,847	1,494	1,614	3,403	2,059	1,952	2,132	1,008	258	509	526	-
Other	JPY mn	2,068	2,088	2,111	289	120	121	177	119	576	126	133	-
Non-Current Assets	JPY mn	3,990	4,088	4,292	4,070	4,435	5,404	5,454	6,781	6,804	6,475	7,994	-
Property, Plant and Equipment	JPY 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	JPY mn	68	52	42	37	52	42	141	139	113	82	97	-
Investments and Other Assets	JPY mn	1,345	1,381	1,441	1,312	1,600	1,450	1,388	2,274	2,425	3,081	4,693	-
Total Liabilities	JPY mn	7,169	5,448	6,652	4,637	4,402	4,439	4,693	4,375	4,197	5,186	5,343	-
Current Liabilities	JPY mn	4,319	3,912	5,560	3,429	3,523	3,348	3,800	3,672	3,489	4,272	4,022	-
Trade Payables	JPY mn	953	721	925	773	816	862	944	869	1,027	1,257	1,110	-
Short-Term Interest-Bearing Debt	JPY mn	1,588	1,240	2,370	626	346	192	60	60	0	0	0	-
Income Taxes Payable	JPY mn	60	263	172	245	84	293	138	462	330	93	396	-
Other	JPY mn	1,717	1,689	2,093	1,784	2,277	2,000	2,658	2,281	2,132	2,922	2,516	-
Non-current liabilities	JPY mn	2,850	1,535	1,093	1,208	879	1,091	893	703	708	915	1,321	-
Long-term Interest-bearing Debt	JPY mn	1,677	1,198	548	665	312	120	60	0	0	0	0	-
Other	JPY mn	1,173	337	544	543	567	971	833	703	708	915	1,321	-
Total Net Assets	JPY mn	4,731	6,103	6,050	6,448	6,950	7,893	8,286	9,300	10,230	10,931	12,624	-
Shareholders' Equity	JPY mn	4,702	5,546	5,994	6,388	6,776	7,701	7,999	8,440	9,316	9,859	10,662	-
Accumulated Other Comprehensive Income	JPY mn	0	499	(38)	(9)	77	38	56	545	524	686	1,546	-
Share Acquisition Rights	JPY mn	25	58	95	69	98	154	231	316	391	386	416	-
Non-Controlling Interests	JPY 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 25/5
Cash Flows from Operating Activities	JPY mn	1,767	263	369	2,304	1,697	1,500	1,260	1,994	(346)	2,295	(346)	-
Pretax Profit	JPY mn	615	881	932	977	1,115	2,426	1,168	1,361	1,594	1,501	1,899	-
Depreciation	JPY mn	166	224	239	200	176	204	253	267	256	220	204	-
Increase (decrease) in working capital	JPY mn	719	(790)	(429)	1,375	957	76	218	546	(760)	359	(1,759)	-
Other, net	JPY mn	353	38	18	54	(182)	(1,032)	64	68	(727)	797	(462)	-
Income Taxes	JPY mn	(87)	(89)	(391)	(301)	(369)	(174)	(443)	(247)	(710)	(581)	(228)	-
Cash Flows from Investing Activities	JPY mn	(662)	93	(641)	13	(191)	39	(212)	(848)	(179)	574	(164)	-
Increase (Decrease) of Property, Plant and Equipment	JPY mn	(421)	(116)	(407)	(118)	(7)	54	(140)	(765)	(128)	445	(152)	-
Increase (Decrease) of Intangible Assets	JPY mn	(24)	(12)	(19)	(10)	(33)	(7)	(121)	(30)	(29)	-	(53)	-
Other, net	JPY mn	(217)	220	(216)	141	(151)	(8)	49	(52)	(22)	129	41	-
Free Cash Flows	JPY mn	1,105	356	(272)	2,317	1,506	1,539	1,047	1,147	(525)	2,869	(511)	-
Cash Flows From Financing Activities	JPY mn	(1,111)	(945)	182	(1,986)	(997)	(1,135)	(718)	(481)	(521)	(619)	(578)	-
Increase (Decrease) of Interest-Bearing Debt	JPY mn	(1,021)	(828)	480	(1,626)	(633)	(346)	(192)	(60)	(60)	-	-	-
Cash Dividends Paid	JPY mn	(89)	(125)	(217)	(216)	(213)	(312)	(318)	(231)	(261)	(420)	(478)	-
Increase (Decrease) in Equity	JPY mn	0	8	(82)	(144)	(150)	(476)	(208)	(190)	(200)	(200)	(100)	-
Other, net	JPY mn	0	0	0	0	0	0	0	0	0	0	0	-
Effect of Exchange Rate Change on Cash and Cash Equivalents	JPY mn	2	10	(2)	(1)	0	0	0	0	0	0	0	-
Net Increase (Decrease) in Cash and Cash Equivalents	JPY mn	(4)	(579)	(93)	330	509	397	329	665	(1,046)	2,249	(1,089)	-
Cash and Cash Equivalents at Beginning of Period	JPY 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	JPY 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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