



### 3. Consolidated Financial Results Forecast for the Fiscal Year Ending June 30, 2023 (July 1, 2022 – June 30, 2023)

(% represents the change from the same period of the previous year)

	Revenue		Core operating profit		Operating profit		Profit before income taxes		Net profit attributable to owners of the parent company		Basic earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Second quarter (cumulative)	94,500	9.4	9,200	1.9	9,200	(17.0)	9,100	(19.0)	6,200	(20.5)	57.55
Full year	195,000	9.1	20,000	5.1	20,000	(3.1)	19,800	(5.6)	13,600	(11.9)	126.25

(Note) Revisions to dividend forecasts published most recently: No

#### \* Notes

(1) Changes to important subsidiaries during the period (changes to “Specified Subsidiaries” that involve changes made to scope of consolidation): None

(2) Changes to accounting policies and accounting estimates

i. Changes to accounting policies as required by IFRS: None

ii. Changes to accounting policies other than i.: None

iii. Changes to accounting estimates: None

(3) Number of outstanding shares (ordinary shares)

i. Number of outstanding shares at the end of the period (including treasury shares)

As of September 30, 2022	108,421,164 shares	FY ended June 30, 2022	108,421,164 shares
As of September 30, 2022	695,291 shares	FY ended June 30, 2022	695,291 shares
For the three months ended September 30, 2022	107,725,873 shares	For the three months ended September 30, 2021	107,725,975 shares

ii. Number of treasury shares at the end of the period

iii. Average number of shares during the period (cumulative)

\* This Summary of Financial Statements is not subject to quarterly review by certified public accountant or audit corporation.

#### \* Explanation regarding proper use of financial results forecasts, and other notes

(Cautionary note on forward-looking statements)

Forward-looking statements in this document about future performance are based on information currently available and certain assumptions that are considered reasonable. Due to unforeseen circumstances, actual results may differ from such estimates.

Please refer to page 5 “1. Qualitative Information on Financial Results for the Period Under Review; (3) Results forecasts and other forward-looking information”, for criteria for assumptions used in the earnings forecast.

(Obtaining supplementary materials for financial results)

The Company plans to hold a briefing on business results for institutional investors and analysts on October 31, 2022. The Company plans to post supplementary and other materials for the briefing on its website today (October 31, 2022) at the same time that the information is disclosed to the Tokyo Stock Exchange.

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## 1. Qualitative Information on Financial Results for the Period Under Review

### (1) Summary of business performance

During the consolidated first quarter period under review (July 1, 2022 to September 30, 2022), while there was not new economic impact from the continuing COVID-19 pandemic, uncertainty in the global economy continued due to rising energy and resources prices driven by the situation in Ukraine, concerns over recession due to restrictive monetary policy as governments in the US and UK raised interest rates in response to inflation, and geopolitical risks in East Asia. In Japan too, while there was no notable change in the economic impact of the pandemic and the economic activity under pandemic conditions has become the norm, the uncertainty continued due to high prices and restrictions on raw material procurement caused by the rapid depreciation of the yen and other factors.

In this environment, the customer demand for the Group's core business area of engineer dispatching and contract assignment has recovered to exceed pre-pandemic levels, demonstrating the strong foundations of the Group's business.

The main initiatives implemented by the Group during the consolidated period under review were as follows:

#### Engineer-originated sales activities

By leveraging the contact points between the customers and the engineers engaged in development at such customers' business sites, we are able to provide support for technical issues from the early stages of a project, identify customer needs it would be difficult for sales personnel to capture, obtain leads ahead of other companies, and make optimal proposals, resulting in the successful business generation. The leads originated from engineers tends to be more exclusive than those originated from sales personnel, and the closing probability also tends to be higher due to a better understanding of the customer's needs.

We will continue to acquire a wide range of business leads through engineer-originated sales activities in addition to sales personnel.

#### Strengthening group collaboration

We strengthened collaborative initiatives within the group, by taking on projects that span across the Group's operating companies and through the alliances with third parties. In terms of collaboration with overseas subsidiaries, we are working to expand our "service catalogue" that was launched the previous fiscal year, as well as acquire offshore development projects by utilizing the robust sales network of the Group's domestic businesses.

We will continue to promote business expansion by realizing synergies within the Group, which allows us to acquire the businesses beyond the capability of each individual group company.

#### Raising unit price of engineers

While the hiring of domestic engineers has largely recovered to pre-pandemic levels, we do not expect the number of new hires to grow significantly onwards, given that we have established stricter onboarding standards than those pre-pandemic. On the other hand, we believe that there is still potential to increase the unit price of contracts for existing engineers, and thus are working proactively to do so. Through training and re-skilling, we are working to have engineers acquire the technical skills and improved abilities required by customers, while promoting the proper contracts that match the unit prices and engineer skills. We believe that raising the unit price per individual contributes to overall revenue as well as better conditions for engineers and improved retention.

We will continue to expand our business by securing capable engineers and increasing the unit price of contracts.

As a result of the initiatives described above, the number of engineers on payroll in Japan at the end of the consolidated first quarter period under review was 22,273 (up 1,746 compared to the end of first quarter of the previous fiscal year). The average utilization rate for the period under review was 95.9% (up 0.4 pts compared to

the previous fiscal year). Regarding the Group's continuous efforts to improve sales per engineer, while overtime per month decreased compared to the previous fiscal year, average monthly sales per engineer were 655 thousand yen (up 16 thousand yen compared to the same period of the previous fiscal year) due to an increased number of operating days and the increase in unit prices as a result of the Shift Up and Charge Up initiatives, as well as expansion in the solutions business, and other factors.

In terms of expenses, in comparison to the first quarter of the previous fiscal year, SG&A increased significantly. This was mainly due to upfront investment for implementation of medium-term plan initiatives such as recruitment and training for the acquisition of solutions-related talents and the development of information systems. However, core operating profit rose by 2,168 million yen compared to the previous fiscal year, due to the improvement in gross profit as a result of the increased number of employees assigned in Japan, expansion of the contracting and outsourcing business, consolidation of Robosoft Technologies Private Limited, and other factors.

As a result, the Group's performance was as follows: revenue for the consolidated first quarter was 48,225 million yen (up 15.8% compared to the first quarter of the previous fiscal year), core operating profit was 5,937 million yen (up 57.6%), operating profit was 6,007 million yen (up 52.4%), profit before taxes was 6,050 million yen (up 52.4%), and net profit attributable to the owners of the parent company was 4,180 million yen (up 54.4%).

Earnings for the segments of the business during the consolidated first quarter period under review were as follows:

(R&D Outsourcing)

In order to expand its IT business, which has been performing well within R&D Outsourcing, the Group implemented the digital technology-related training for hardware-related engineers and chemical/biochemical-related engineers and the initiatives to capture strong demand in the digital domain through re-skilling and cross-skilling, in addition to strengthening the mid-career hiring mainly of high added-value engineers. The Group also made efforts to secure assignments at higher unit prices by increasing the quality and diversity of its service offerings, which were realized through business collaboration with alliance partners possessing advanced technologies and active implementation of internal/external training. Through these efforts, the number of engineers on payroll at the end of the first quarter of the consolidated fiscal year under review were 19,473 (up 1,580 compared to the end of the first quarter of the previous fiscal year) and that of assigned engineers was 18,680 (up 1,564). As a result, revenue in this segment was 36,591 million yen (up 12.3%).

(Construction Management Outsourcing)

In addition to construction management, the main service provided under Construction Management Outsourcing, the Group has also expanded to the offerings based on technological skills developed in the design and construction management fields, for example: 3D measurement, aerial photography, and inspections using drones, and the establishment of first-class qualified architect offices. In this segment, the high utilization rate was maintained during the COVID-19 pandemic, and on-payroll and assigned engineers were 2,800 and 2,697, respectively, at the end of the first quarter of the consolidated fiscal year under review (up 166 and 181, respectively, compared to the end of the first quarter of the previous fiscal year). As a result, revenue in this segment was 5,187 million yen (up 5.5%).

(Other Businesses in Japan)

Other Businesses in Japan comprises a professional recruitment service and an education and training service in engineering. In professional recruitment services, global competition for talents is intensifying and we saw an improvement in performance. In the engineering education and training service, at the beginning of the period we consolidated and reorganized the training organizations of our group companies to develop more unified training programs and improve efficiency. We are also working to establish an e-learning system and expand external sales. As a result, revenue in this segment was 1,272 million yen (up 15.5%).

(Overseas Businesses)

While there were differences between countries, the Group's Overseas Businesses generally returned to growth. Demand for technology development in India and China continued and the Group proceeded with contracted

R&D operations on an offshore basis with local subsidiaries of Japanese companies overseas, their parent companies, and with U.S. and European companies. Personnel dispatch and professional recruitment services performed well in Asian countries except India and China, and in the UK, supported by strong demand. As a result, revenue in this segment was 5,928 million yen (up 70.9%).

## (2) Summary of financial position

### i. Analysis of financial position

Assets totaled 131,839 million yen as of the end of the consolidated first quarter period under review (down 10,128 million yen from the end of the previous fiscal year). The primary components were goodwill of 46,221 million yen, cash and cash equivalents of 27,427 million yen, and accounts receivables and other receivables of 24,828 million yen.

The status for each item was as follows.

#### (Current assets)

Current assets totaled 64,168 million yen as of the end of the consolidated first quarter period under review (down 9,871 million yen from the end of the previous fiscal year). The primary components were cash and cash equivalents of 27,427 million yen (down 10,005 million yen), and accounts receivables and other receivables of 24,828 million yen (down 243 million yen).

#### (Non-current assets)

Non-current assets totaled 67,671 million yen as of the end of the consolidated first quarter period under review (down 257 million yen from the end of the previous fiscal year). The primary components were goodwill of 46,221 million yen (up 261 million yen), customer-related assets 4,540 million yen (down 69 million yen), and right-of-use assets of 4,452 million yen (down 201 million yen).

#### (Current liabilities)

Current liabilities totaled 41,044 million yen as of the end of the consolidated first quarter period under review (down 8,117 million yen from the end of the previous fiscal year). The primary components were accounts payable and other liabilities of 16,023 million yen (down 728 million yen), employee benefits liabilities of 7,822 million yen (down 290 million yen), and lease liabilities of 4,954 million yen (down 94 million yen).

#### (Non-current liabilities)

Non-current liabilities totaled 21,155 million yen as of the end of the consolidated first quarter period under review (down 1,222 million yen from the end of the previous fiscal year). The primary components were bonds and loans payable of 13,934 million yen (down 493 million yen), lease liabilities of 4,146 million yen (up 76 million yen), and other long-term financial liabilities of 1,478 million yen (down 743 million yen).

#### (Equity attributable to the owners of the parent company)

Equity attributable to the owners of the parent company totaled 67,855 million yen as of the end of the consolidated first quarter period under review (down 862 million yen from the end of the previous fiscal year). The primary components were retained earnings of 50,565 million yen (down 1,421 million yen) and a capital surplus of 8,053 million yen (up 87 million yen).

### ii. Cash flow

Cash and cash equivalents (hereinafter "Cash") totaled 27,427 million yen as of the end of the consolidated first quarter period under review, representing a decrease of 10,005 million yen compared to the end of the previous fiscal year.

Cash flow during the consolidated first quarter period under review as well as the main factors affecting changes are as follows.

#### (Cash flows from operating activities)

Cash inflows from operating activities were 1,252 million yen (same period of previous fiscal year: outflows of 1,466 million yen). This was mainly due to profit before taxes (6,050 million yen) and depreciation and

amortization (784 million yen), offset by payments of corporate income taxes (3,735 million yen), a decrease in deposits received (1,146 million yen), and accounts payable and other liabilities (728 million yen).

(Cash flows from investing activities)

Cash outflows from investing activities were 3,609 million yen (previous fiscal year: outflows of 7,311 million yen). This was mainly due to an increase in cash due to proceeds from sales and redemption of investments (1,094 million yen) offset by a decrease in cash due to purchase of subsidiary shares (the remaining 20% of equity in Robosoft Technologies Private Limited) at conditional acquisition price (3,623 million yen) and payments for acquisition of investments (843 million yen).

(Cash flows from financing activities)

Cash outflows from financing activities were 7,735 million yen (previous fiscal year: outflows of 1,258 million yen). This was mainly due to a decrease in cash due to dividend payments (5,601 million yen) and repayment of lease liabilities (1,634 million yen).

(3) Results forecasts and other forward-looking information

There have been no changes made to the consolidated financial results forecast for the fiscal year ending June 30, 2023 as announced in the “Summary of Consolidated Financial Statements (IFRS) for the Fiscal Year Ended June 30, 2022” on August 8, 2022.

## 2. Interim Consolidated Financial Statements (Summary) and notes

### (1) Consolidated Statement of Financial Position (Summary)

(Millions of yen)

	As of June 30, 2022	As of September 30, 2022
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	37,432	27,427
Accounts receivables and other receivables	25,071	24,828
Income taxes receivable	982	1,013
Other short-term financial assets	5,166	4,809
Other current assets	5,385	6,090
<b>Total current assets</b>	<b>74,039</b>	<b>64,168</b>
<b>Non-current assets</b>		
Property, plant and equipment	2,346	2,353
Right-of-use assets	4,654	4,452
Goodwill	45,960	46,221
Intangible assets	5,045	4,977
Other long-term financial assets	4,241	4,268
Deferred tax assets	4,878	4,499
Other non-current assets	804	898
<b>Total non-current assets</b>	<b>67,929</b>	<b>67,671</b>
<b>Total assets</b>	<b>141,968</b>	<b>131,839</b>
<b>Liabilities and equity</b>		
<b>Current liabilities</b>		
Accounts payable and other liabilities	16,751	16,023
Loans payable	1,990	1,990
Lease liability	5,048	4,954
Income taxes payable	3,108	2,297
Other financial liabilities	7,057	3,232
Employee benefits liabilities	8,112	7,822
Provisions	0	72
Other current liabilities	7,090	4,651
<b>Total current liabilities</b>	<b>49,161</b>	<b>41,044</b>



(Millions of yen)

	As of June 30, 2022	As of September 30, 2022
Non-current liabilities		
Bonds and loans payable	14,427	13,934
Lease liabilities	4,070	4,146
Other long-term financial liabilities	2,222	1,478
Deferred tax liabilities	1,031	987
Retirement benefit liabilities	17	28
Provisions	481	467
Other non-current liabilities	126	111
Total non-current liabilities	22,378	21,155
Total liabilities	71,539	62,199
Equity		
Share capital	6,929	6,929
Capital surplus	7,966	8,053
Retained earnings	51,986	50,565
Treasury shares	(1,001)	(1,001)
Other components of equity	2,837	3,308
Equity attributable to owners of the parent company	68,718	67,855
Non-controlling interests	1,710	1,784
Total equity	70,428	69,639
Total liabilities and equity	141,968	131,839

(2) Consolidated Statement of Income (Summary) and Consolidated Statement of Comprehensive Income (Summary)  
 Consolidated Statement of Income (Summary)  
 The consolidated three-month period

(Millions of yen)

	Three months ended September 30, 2021 (July 1, 2021 to September 30, 2021)	Three months ended September 30, 2022 (July 1, 2022 to September 30, 2022)
Revenue	41,634	48,225
Cost of sales	31,763	34,975
Gross profit	9,871	13,249
Selling, general and administrative expenses	6,102	7,312
Other income	183	131
Other expenses	9	61
Operating profit	3,942	6,007
Financial income	62	75
Financial expenses	34	32
Profit before income taxes	3,970	6,050
Income taxes	1,211	1,809
Net profit	2,759	4,241
Net profit attributable to:		
Owners of the parent company	2,707	4,180
Non-controlling interests	52	60
Net profit	2,759	4,241
		(Yen)
Earnings per share attributable to owners of the parent company		
Basic earnings per share	25.13	38.80
Diluted earnings per share	—	—

Consolidated Statement of Comprehensive Income (Summary)

The consolidated three-month period

(Millions of yen)

	Three months ended September 30, 2021 (July 1, 2021 to September 30, 2021)	Three months ended September 30, 2022 (July 1, 2022 to September 30, 2022)
Net profit	2,759	4,241
Other comprehensive income		
Items that may be reclassified to profit or loss		
Foreign currency translation adjustments	(77)	511
Total items that may be reclassified to profit or loss	(77)	511
Total other comprehensive income	(77)	511
Comprehensive income for the period	2,681	4,752
Comprehensive income for the period attributable to:		
Owners of the parent company	2,635	4,651
Non-controlling interests	46	101
Comprehensive income for the period	2,681	4,752

## (3) Consolidated Statement of Changes in Equity (Summary)

Three months ended September 30, 2021 (July 1, 2021 to September 30, 2021)

(Millions of yen)

	Equity attributable to the owners of the parent company						
	Share capital	Capital surplus	Retained earnings	Treasury shares	Other components of equity		Total equity attributable to owners of the parent company
					Foreign currency translation adjustments	Total other components of equity	
As of July 1, 2021	6,929	7,460	43,557	(1,000)	279	279	57,226
Net profit			2,707			—	2,707
Other comprehensive income					(71)	(71)	(71)
Total comprehensive income	—	—	2,707	—	(71)	(71)	2,635
Dividends of surplus			(4,847)			—	(4,847)
Share-based payment transaction		25				—	25
Purchase of treasury shares				(0)		—	(0)
Changes in ownership interests in subsidiaries		215				—	215
Other increases (decreases)			(2)			—	(2)
Total transactions with the owners	—	240	(4,849)	(0)	—	—	(4,609)
As of September 30, 2021	6,929	7,701	41,415	(1,000)	207	207	55,252

	Non-controlling interests	Total equity
As of July 1, 2021	1,506	58,733
Net profit	52	2,759
Other comprehensive income	(5)	(77)
Total comprehensive income	46	2,681
Dividends of surplus	(33)	(4,881)
Share-based payment transaction		25
Purchase of treasury shares		(0)
Changes in ownership interests in subsidiaries	(215)	—
Other increases (decreases)		(2)
Total transactions with the owners	(248)	(4,858)
As of September 30, 2021	1,304	56,556

Three months ended September 30, 2022 (July 1, 2022 to September 30, 2022)

(Millions of yen)

	Equity attributable to the owners of the parent company						
	Share capital	Capital surplus	Retained earnings	Treasury shares	Other components of equity		Total equity attributable to owners of the parent company
					Foreign currency translation adjustments	Total other components of equity	
As of July 1, 2022	6,929	7,966	51,986	(1,001)	2,837	2,837	68,718
Net profit			4,180			—	4,180
Other comprehensive income					471	471	471
Total comprehensive income	—	—	4,180	—	471	471	4,651
Dividends of surplus			(5,601)			—	(5,601)
Share-based payment transaction		87				—	87
Total transactions with the owners	—	87	(5,601)	—	—	—	(5,514)
As of September 30, 2022	6,929	8,053	50,565	(1,001)	3,308	3,308	67,855

	Non-controlling interests	Total equity
As of July 1, 2022	1,710	70,428
Net profit	60	4,241
Other comprehensive income	40	511
Total comprehensive income	101	4,752
Dividends of surplus	(27)	(5,629)
Share-based payment transaction		87
Total transactions with the owners	(27)	(5,541)
As of September 30, 2022	1,784	69,639

## (4) Consolidated Statement of Cash Flows (Summary)

(Millions of yen)

	Three months ended September 30, 2021 (July 1, 2021 to September 30, 2021)	Three months ended September 30, 2022 (July 1, 2022 to September 30, 2022)
<b>Cash flows from operating activities</b>		
Profit before income taxes	3,970	6,050
Depreciation and amortization	653	784
Interest and dividend income	(3)	(20)
Interest expense	28	27
Decrease (increase) in accounts receivables and other receivables	(75)	243
Increase (decrease) in accounts payable and other liabilities	607	(728)
Increase (decrease) in deposits received	(1,105)	(1,146)
Decrease (increase) in prepaid expenses	744	296
Decrease (increase) in lease repayments	462	461
Increase (decrease) in consumption tax payable	81	572
Increase (decrease) in retirement benefit liabilities	(101)	(7)
Other	(1,047)	(1,540)
Subtotal	4,214	4,993
Interest received	2	6
Interest paid	(18)	(14)
Income taxes paid	(5,665)	(3,735)
Income tax refund	0	2
Net cash flows from operating activities	(1,466)	1,252
<b>Cash flows from investing activities</b>		
Payments into time deposits	(286)	(396)
Proceeds from withdrawal of time deposits	272	217
Purchase of tangible fixed assets	(205)	(72)
Purchase of intangible assets	(96)	(21)
Payments for acquisition of investments	—	(843)
Proceeds from sales of investments in marketable securities	1,563	1,094
Payment for acquisition of subsidiaries	(8,681)	—
Purchase of subsidiary shares at conditional acquisition price	—	(3,623)
Other	122	36
Net cash flows from investing activities	(7,311)	(3,609)
<b>Cash flows from financing activities</b>		
Net increase (decrease) in short-term loans payable	6,428	—
Repayment of lease liabilities	(1,637)	(1,634)
Repayments of long-term borrowings	(500)	(500)
Purchase of treasury shares	(0)	—
Payments for purchase of interests in subsidiaries from non-controlling interests	(698)	—
Cash dividends paid	(4,849)	(5,601)
Net cash flows from financing activities	(1,258)	(7,735)
Effect of change in exchange rates on cash and cash equivalents	55	87
Net increase (decrease) in cash and cash equivalents	(9,980)	(10,005)
Cash and cash equivalents at the beginning of the period	32,524	37,432
Cash and cash equivalents at the end of the period	22,544	27,427

(5) Notes to the consolidated financial results (Summary)

(Note on assumption about going concern)

Not applicable.

(Note on segment information)

1. Segment information overview

The Group's business segments are Group components for which separate financial information can be obtained. Each segment is subject to periodic examinations to allow the Board of Directors to decide how to allocate management resources and assess performance. In determining reportable segments, the Group does not consolidate business segments; reportable segments and business segments are the same.

Overview of the reportable segments:

- In R&D Outsourcing Business, the Group provides engineer dispatch and contract assignment services in technological fields including machinery, electronics/electricals, embedded controllers, IT networks, business applications, system maintenance/management, and biochemistry; its customers are mainly major businesses and other organizations in industries including automotive and automotive parts, industrial machinery and equipment, telecommunications equipment, electronic and electrical equipment, IT, semiconductors, energy, pharmaceuticals, and chemicals.
- In Construction Management Outsourcing Business, the Group provides contract assignment services for construction design and engineer dispatch services for construction management (safety administration, quality control, process administration, and cost management) in the construction industry in the fields of construction, civil engineering, facility machinery, and plant; its customers are mainly general contractors and subcontractors.
- In Other Businesses in Japan, the Group provides professional recruitment services and education and training services in engineering.
- In Overseas Business, the Group provides technical outsourcing and professional recruitment services in China, engineer dispatch services and contracted R&D operations in Southeast Asia and India (including offshore delivery services to customers in the U.S, Europe, and Japan), and engineer dispatch and professional recruitment services in the UK.

## 2. Information on reportable segments

Accounting principles for the reportable segments are the same as those used in the creation of the Consolidated Financial Statements by the Group. Business between reportable segments is based on market prices, and segment profit is shown as operating profit.

Three-months ended September 30, 2021 (July 1, 2021 to September 30, 2021)

(Millions of yen)

	Reportable segment					Eliminations/ Corporate	Consoli- dated
	R&D Outsourcing Business	Construction Management Outsourcing Business	Other Businesses in Japan	Overseas Businesses	Total		
Revenue							
Revenue from external customers	32,483	4,916	922	3,299	41,622	11	41,634
Intersegment sales or transfers	102	(0)	178	169	450	(450)	—
Total revenue	32,585	4,916	1,101	3,469	42,073	(438)	41,634
Segment profit (loss)	2,858	554	206	245	3,865	77	3,942
Financial income	—	—	—	—	—	—	62
Financial expenses	—	—	—	—	—	—	34
Quarterly profit before income taxes	—	—	—	—	—	—	3,970
Other							
Depreciation and amortization	251	51	74	38	416	155	572
Amortization of customer-related assets	26	—	—	54	80	—	80
Impairment loss	—	—	—	—	—	—	—

(Notes)

1. Segment profit under Eliminations/Corporate includes corporate expenses not allocated to individual reportable segments and eliminations of intersegment transactions. Corporate expenses are recorded as general administrative expenses not allocated to reportable segments.
2. Depreciation and amortization does not include amortization of customer-related assets.



Three months ended September 30, 2022 (July 1, 2022 to September 30, 2022)

(Millions of yen)

	Reportable segment					Eliminations/ Corporate	Consoli- dated
	R&D Outsourcing Business	Construction Management Outsourcing Business	Other Businesses in Japan	Overseas Businesses	Total		
Revenue							
Revenue from external customers	36,369	5,187	983	5,672	48,212	12	48,225
Intersegment sales or transfers	221	(0)	288	255	766	(766)	—
Total revenue	36,591	5,187	1,272	5,928	48,979	(753)	48,225
Segment profit (loss)	4,724	651	110	559	6,045	(38)	6,007
Financial income	—	—	—	—	—	—	75
Financial expenses	—	—	—	—	—	—	32
Quarterly profit before income taxes	—	—	—	—	—	—	6,050
Other							
Depreciation and amortization	258	63	76	75	473	146	619
Amortization of customer-related assets	18	—	—	147	165	—	165
Impairment loss	—	—	—	—	—	—	—

(Notes)

1. Segment profit under Eliminations/Corporate includes corporate expenses not allocated to individual reportable segments and eliminations of intersegment transactions. Corporate expenses are recorded as general administrative expenses not allocated to reportable segments.
2. Depreciation and amortization does not include amortization of customer-related assets.

### 3. Information by region

Revenue from external customers

(Millions of yen)

	Three months ended September 30, 2022 (July 1, 2022 to September 30, 2022)
Japan	42,890
Asia	2,968
Europe	1,556
North America	767
Others	43
Total	48,225

(Notes)

1. Revenues based on location of customer and classified by country or region.
2. The individual countries except Japan in each category are as follows:

Asia: China, Singapore, Thailand, Vietnam, India

Europe: United Kingdom

North America: United States