

# Earnings Announcement FY3/19

---

May 23, 2019



**Hibiya Engineering, Ltd.**

These materials include forward-looking statements that incorporate risks and uncertainties and are not guarantees concerning future performance. Future performance may differ from forecasts in these materials due to changes in the operating environment and other reasons.



# **Financial Summary**

---



# Financial highlights (consolidated)

- Orders received were as planned due to more advanced activities combining sales with proposals
- Sales were below the plan because of slower than planned progress at ongoing projects
- Sales were below the plan mainly because of high outsourcing expenses at some large projects at newly constructed buildings

(Billion yen)

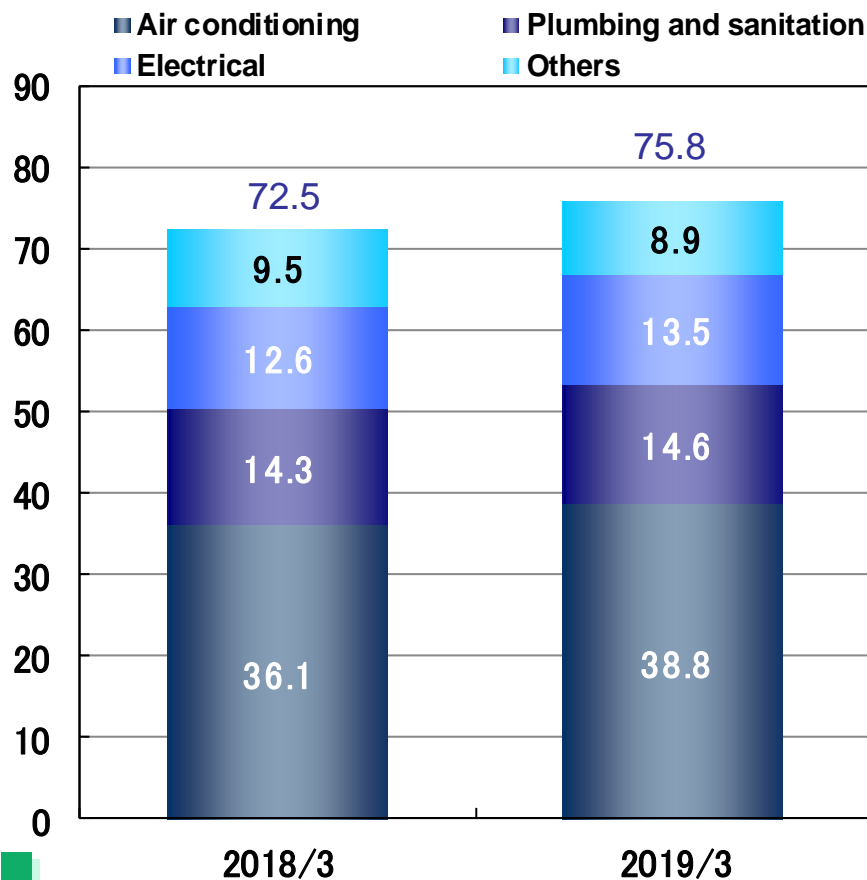
	2018/3 Actual	2019/3 Actual	YoY (%)	2019/3 Plan (revised)	Targets of 6th Medium-term Management Plan
Orders Received	72.5	75.8	4.5%	75.0	75.0 ~
Net sales	66.8	70.0	4.8%	73.0	75.0 ~
Operating Profit	3.1	2.0	-35.4%	3.2	4.0 ~
Ordinary Profit	4.0	3.2	-21.5%	4.2	5.0 ~
Profit attributable to owners of parent	7.2	2.7	-62.7%	3.0	3.0 ~

# Orders received by category & by customer (consolidated)

■ Increased mainly because of large private-sector orders involving the construction of buildings

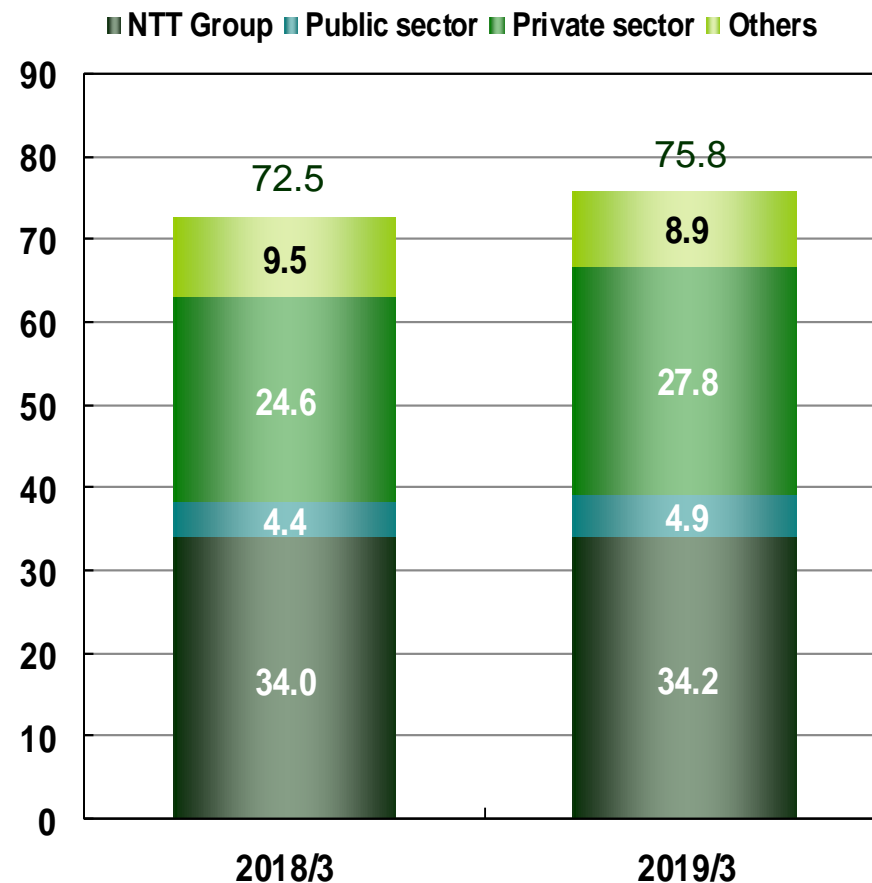
## By category

(Billion yen)



## By customer

(Billion yen)

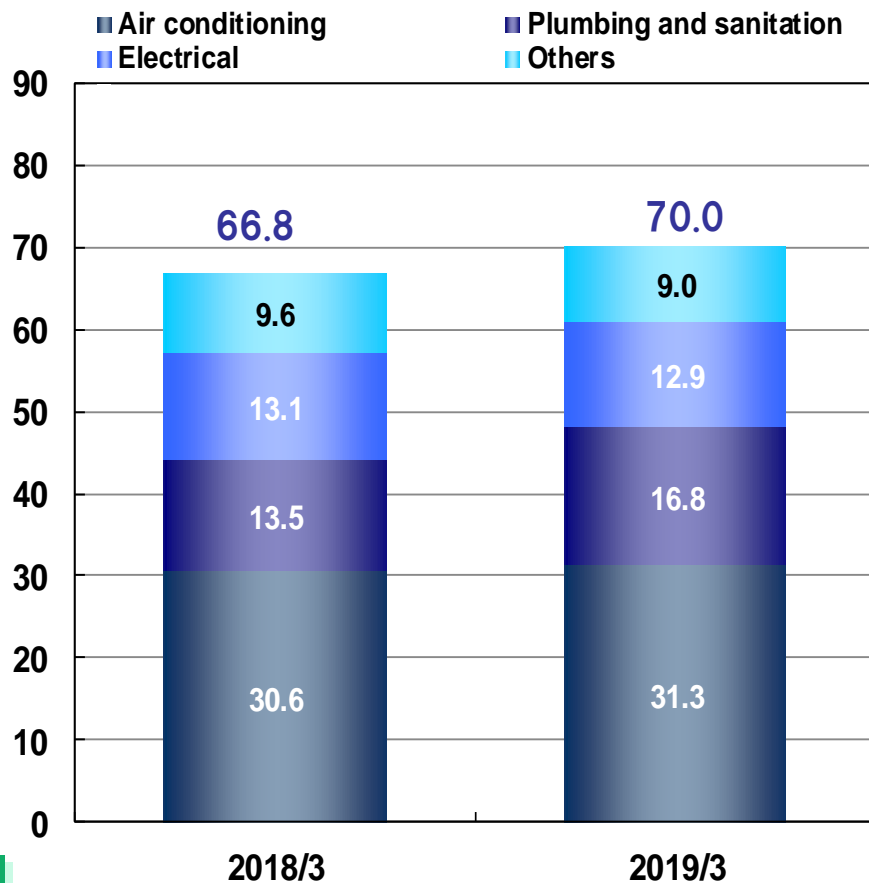


# Sales by category & by customer (consolidated)

■ Private and public-sector sales were higher than one year earlier.

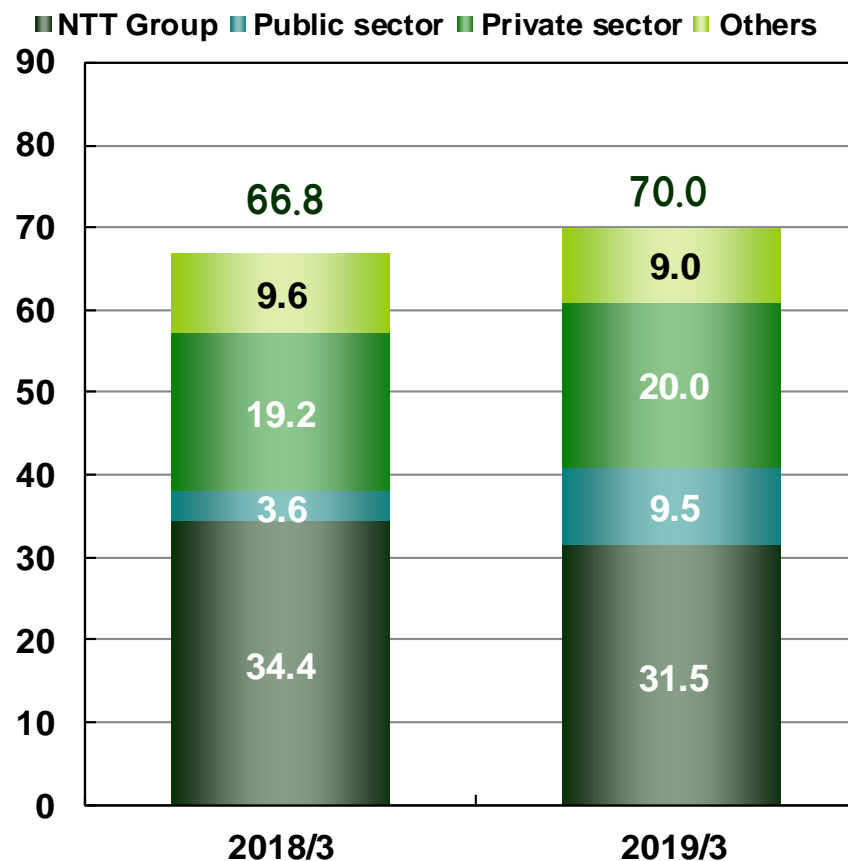
## By category

(Billion yen)



## By customer

(Billion yen)



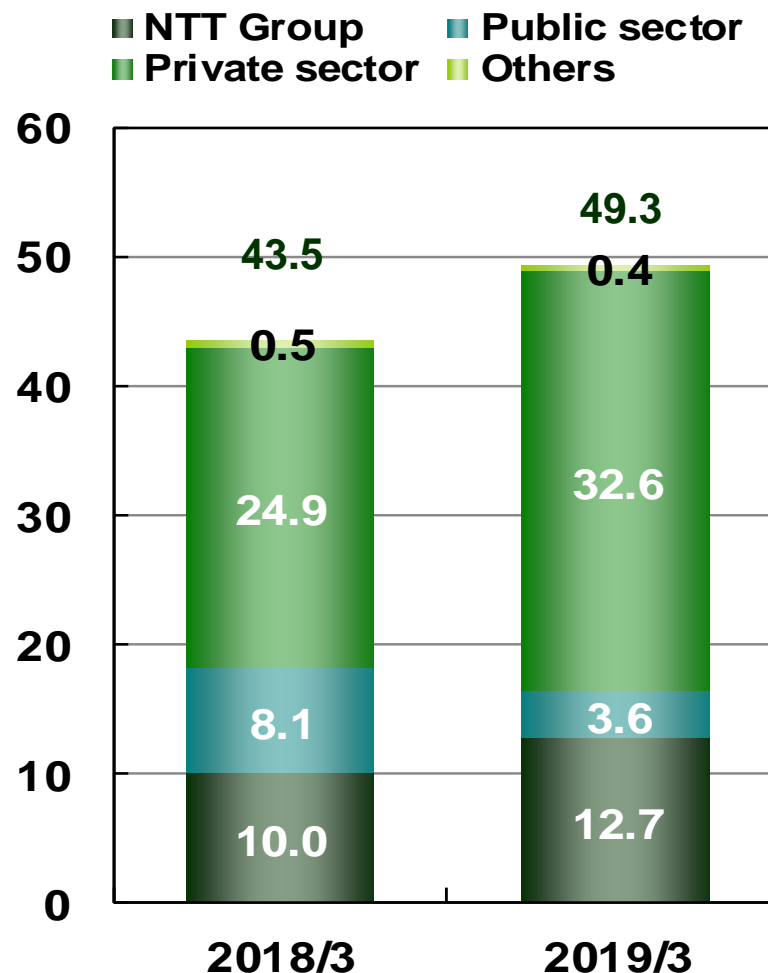
# Major completed projects and projects carried over

## Completed projects

Private sector	HAMACHO HOTEL & APARTMENTS
Private sector	Otemon Gakuin University Ibaraki Sojiji Campus, Osaka
Private sector	SR Building Nagahori
Private sector	Kyoto Century Hotel Main Building THE THOUSAND KYOTO
Private sector	Sumitomo Realty & Development Shibuya First Tower
Private sector	Sumitomo Realty & Development Onarimon Tower
Public sector	National Cerebral and Cardiovascular Center
Public sector	Shinchi Energy Center
Public sector	New Inabe City Hall
NTT Group	NTT West New Sanban-cho Building

## Projects carried over

(Billion yen)



## Summary income statements (consolidated)

- The gross profit margin was down mainly for two reasons. First is the relatively high pct. of work at large new building projects. Second is lower earnings at some projects caused by the higher cost of materials and labor.
- The plan for FY3/20 is the same as the targets in the medium-term plan.

(Billion yen)

	2018/3 Actual	2019/3 Actual
Net sales	66.8	70.0
Cost of sales	55.9	60.4
Gross profit (GP margin)	10.9 (16.3%)	9.5 (13.5%)
SG&A expenses	7.7	7.5
Operating profit	3.1	2.0
Non-operating income	0.9	1.1
Ordinary profit	4.0	3.2
Extraordinary income	4.5	0.5
Income taxes	1.2	0.9
Profit attributable to owners of parent (ROE)	7.2 (12.3%)	2.7 (4.7%)

	2020/3 Plan	Targets of 6th Medium-term Management Plan
Net sales	75.0	75.0~
Operating profit	4.0	4.0~
Ordinary profit	5.0	5.0~
Profit attributable to owners of parent (ROE)	3.0 (5.0%)	3.0~ (5.0%~)

# Distributions to shareholders

## FY3/2019

### 【Dividends】

- Based on the Sixth Medium-term Management Plan earnings target, the plan is to pay a **dividend per share of ¥80**

### 【Repurchases】

- The initial FY3/19 plan was 300,000 shares/¥660 million
- Due to a review of cross-shareholdings, repurchases were increased to 400,000 shares/¥840 million
- During FY3/19, **380,000 shares were repurchased (94.7% of the plan)** at a cost of ¥700 million (83.6% of the plan)
- **1.5 million shares of treasury shares were retired**

## Plan for FY3/2020

### 【Basic policy】

- Based on the earnings targets of the current medium-term plan, stock will be repurchased in a flexible manner as part of shareholder distributions while continuing to place emphasis on dividends. (Another stock repurchase authorization was approved at the beginning of FY3/20, the ninth consecutive year of stock repurchases.)

### 【Dividends】

- The dividend will be ¥80 per share.

### 【Repurchases】

- To purchase 300,000 shares at a cost of ¥570 million.





# **Sixth Medium-term Management Plan and Achievement**

---

The Sixth Medium-term Management Plan: April 2017 - March 2020



# Fundamental goal and core strategies

## Fundamental Goal

**“Establish and reinforce corporate reforms”  
for the stable and long-term continuation and advancement of  
business operations**

## Core Strategies

**Invest in human resources and ICT to  
change how people work**

- Recruiting, training and skill enhancement activities
- Workforce diversity activities
- Maintain the proper work-life balance
- Establish a competitive edge and operate efficiently

**More advanced life cycle total solutions**

- Expand and upgrade consistent-revenue businesses
- Cooperation among Hibiya Engineering Group companies
- Collaborative sales activities with the NTT Group
- Use alliances

# Achievement in FY3/2019

## Invest in human resources and ICT to change how people work

- Working style reforms (support for women)

(Initiative 1)

- Use of ICT to improve efficiency

(Initiative 2-(1))

(Initiative 2-(1))

- More efficient cooperation with partner companies, etc.

(Initiative 3)

# Working style reforms (support for women) (Initiative 1)

## Activities centered on the Job Reforms for Women Working Group

### Follow-up training after maternity leave



**Maternity leave discussion group**

**Purpose of training**

- Provision of information about current market conditions and business operations so that women can return to work with confidence

**Benefits**

- Sharing information with other employees in the same environment helps eliminate worries
- Going to the workplace for training itself increases motivation to return to work
- Creates a framework for uniform follow-up activities at all departments

### Orientation program for training leaders



**Job site tours for female employees**

**Purposes**

- Gives women a better understanding of engineering services tasks and allows them to perform their jobs at a higher level
- Mutual understanding of jobs allows contacting each other as needed for assistance and creates a positive workplace environment that increases motivation
- Visiting job sites makes women think about their career goals

- Received L-Star (two stars) certification in accordance with the Act on the Promotion of Female Participation and Career Advancement in the Workplace.
- The Hibiya Engineering Group has the goal of making women at least 20% of all newly hired people.

	2017	2018	2019	Total
New graduate	28	23	30	81
Of which women	8	6	7	21

Pct. of women: 25.9%

# Use of ICT to improve efficiency (Initiative 2-(1))

## Improve efficiency by using the cloud

### Cloud-based virtual desktop service at all group companies



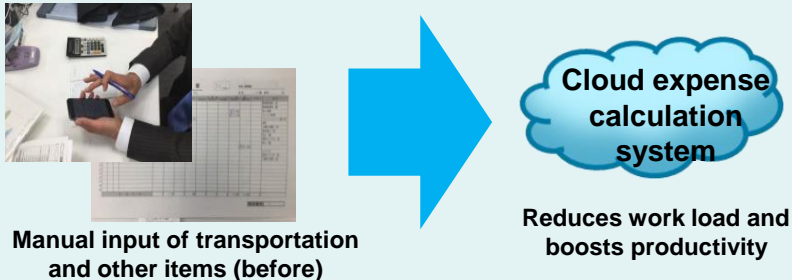
- All group employees can do their jobs wherever they are (visiting a customer, at a job site, at home, etc.) just as if they were at the office.
- The virtual desktop can be accessed using smartphones and tablets, too.

### Cloud-based working time management system



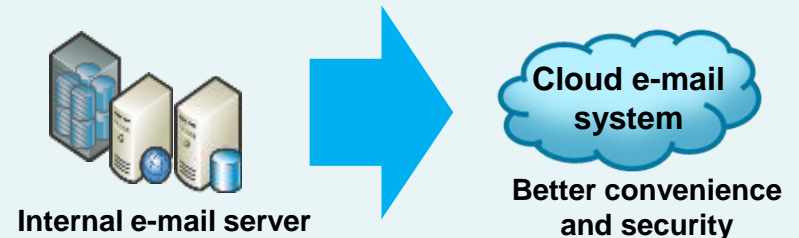
- Real-time oversight of working time helps prevent excessive overtime by maintaining a dialogue between employees and supervisors and human resources personnel.

### Cloud-based expense calculation system



- A reader automatically inputs transportation expenses from a transportation IC card
- Prevents mistaken entries and eliminates manual input for higher efficiency

### Cloud-based internal mail system



- Automatically encrypts, compresses and assigns passwords for files attached to e-mail messages and increases the capacity of mail boxes.

# Use of ICT to improve efficiency (Initiative 2-(2))

## Use of cloud apps to make all construction steps more efficient

Tablets replace paper drawings and other documents



Faster information sharing by eliminating paper

Use of schedule management app



Share/confirm daily schedules of individuals

Procedures using a laser marker



Improves accuracy

Meetings

Construction

Completion

Easy to set up a meeting with several people



The meeting app

Link between job site and office



The chart app

Digital data replaces paper documents



The virtual tour manual

- Use of a tablet speeds up information sharing
- Apps created for specific needs improve efficiency
- Shortens working time by making information available to other job sites

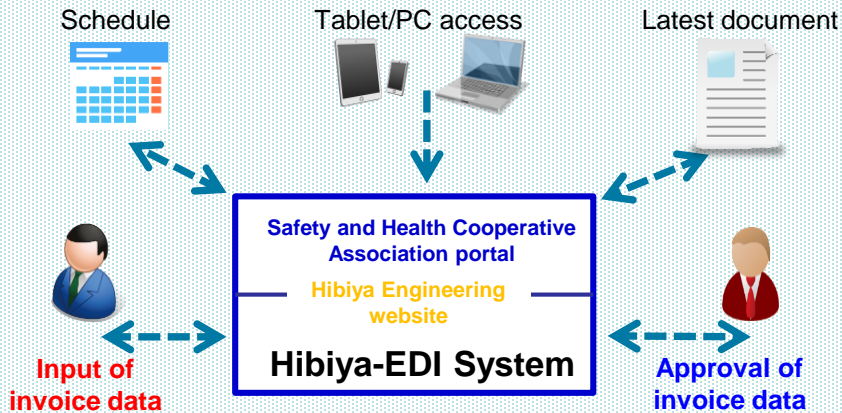
# More efficient cooperation with partner companies, etc. (Initiative 3)

## More efficient cooperation and more communication strengthens ties with partner companies

### Use of the Hibiya Engineering website

A unified health and safety portal site where partner companies can obtain all the information they need

Provision of up-to-date information improves efficiency and prevents returns of outdated information



The Hibiya-EDI System allows internet processing of invoices

\* Higher efficiency – Eliminates the need for postal mail or hand delivery for invoices. Less time needed for processing and confirmations.

**Addition of an order issuing function in 2019 will further raise efficiency.**

### Stronger ties with partner companies

#### The Hibiya Meister Program



42 Meisters were certified in FY3/19



The Hibiya Meister seal

A Hibiya Meister ceremony

- Recognizes outstanding skills and provides people needed at job sites
- Increases salaries and motivation

#### Hibiya Eng. & Partner company discussion groups and joint training sessions



A discussion group

Meetings are held regularly to maintain strong lines of communication.

## Sixth Medium-term Management Plan Achievement

### Activities for providing more advanced life cycle total solutions

- **Increase orders by expanding proposals for major customers (Gold Customers)**

**(Initiative 1)**

Established the life cycle service center

Measures to increase the number of renovation projects

- **Use of alliances for receiving orders involving CO<sub>2</sub> reduction projects of local governments**

**(Initiative 2)**

Example 1 – CO<sub>2</sub> reduction work at all gov't buildings of Manazuru

Example 2 – Upgrade carbon management for Sango, Nara



## Increase orders by expanding proposals for Gold Customers (Initiative 1)

Create all-inclusive building renovation proposals for the NTT Group and other major customers

**Unified activities by engineering services and sales personnel to create all-inclusive building proposals based on medium/long-term maintenance plans using regular inspections and diagnoses for energy conservation and aging**

- Select suitable buildings based on size, age and other characteristics
- Create comprehensive steady-revenue plans for individual large buildings

Regular inspections/Diagnosis of aging and energy conservation



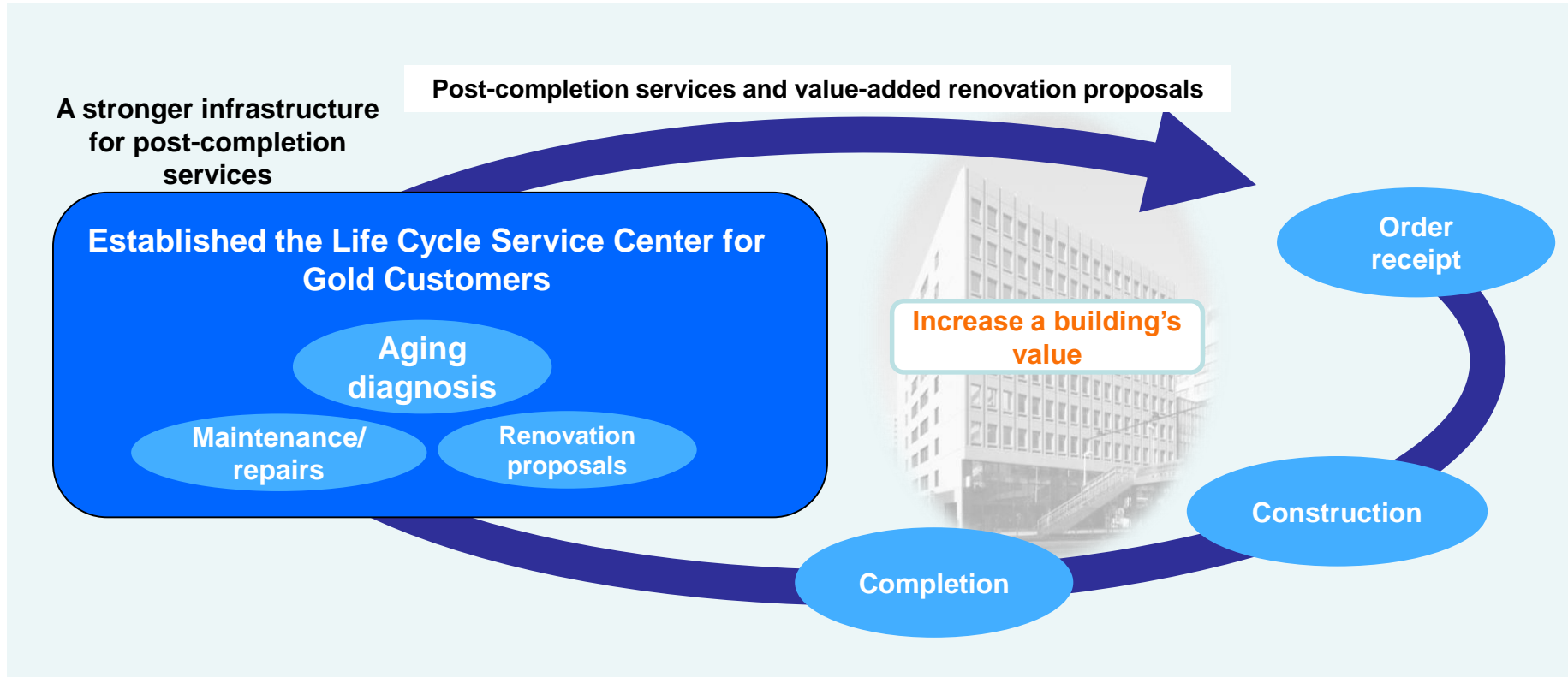
Life cycle optimization



## Increase orders by expanding proposals for Gold Customers (LC Service Center)

### All-inclusive solutions for a building's entire life cycle

- Upgrade post-completion services to create a stronger customer base
- Equipment aging diagnosis/Upgrade proposals for renovations
- Quick action when maintenance and repairs are needed



## Measures to increase the number of renovation projects

### Renovation proposals using higher expertise and know-how

#### SR Building NAGAHORI

Used conversion renovation expertise to expand a renovation proposal into a medium/long-term proposal and then received an order for the installation of all associated equipment and systems



#### Kyoto Century Hotel THE THOUSAND KYOTO

Used many years of hotel experience to receive simultaneously orders for renovation work of an existing hotel and installation of facilities at a new luxury hotel of the Keihan Group, both at Kyoto Station



## CO<sub>2</sub> reduction projects (Initiative 2)

### Low-CO<sub>2</sub> projects for the public sector nationwide backed by experience and strengths

#### Solutions for government issues

- Aging infrastructure/equipment
- Need to cut CO<sub>2</sub> emissions by 40%
- Improve building interiors/energize regional economies



#### Hibiya Engineering strengths

- Accomplishments using **renovation technologies and subsidies**
- Ideas for highly reliable and **practical low-CO<sub>2</sub> systems**
- Ability to use **alliances and subsidies** to meet specific requirements

#### ➤ **Low-CO<sub>2</sub> projects using alliances and subsidies (Partnering with leasing companies and local companies)**

Chichibu, Saitama (senior care facility, gymnasium, one other), Nagano prefecture (104 facilities)

**Manazuru, Kanagawa** (11 buildings (city hall, museum, etc.)) \*Example 1

Honbetsu, Hokkaido (10 facilities (hospital, schools, etc.)), Numazu, Shizuoka (nursery school and 8 other facilities)

#### ➤ **Carbon Management Reinforcement Program** (\*a subsidy for energy conservation renovations at government buildings)

**Sango, Nara** (6 facilities, including schools and a library) \*Example 2

#### ➤ **School air conditioning equipment project**

Taiwa, Miyagi (6 elementary schools)

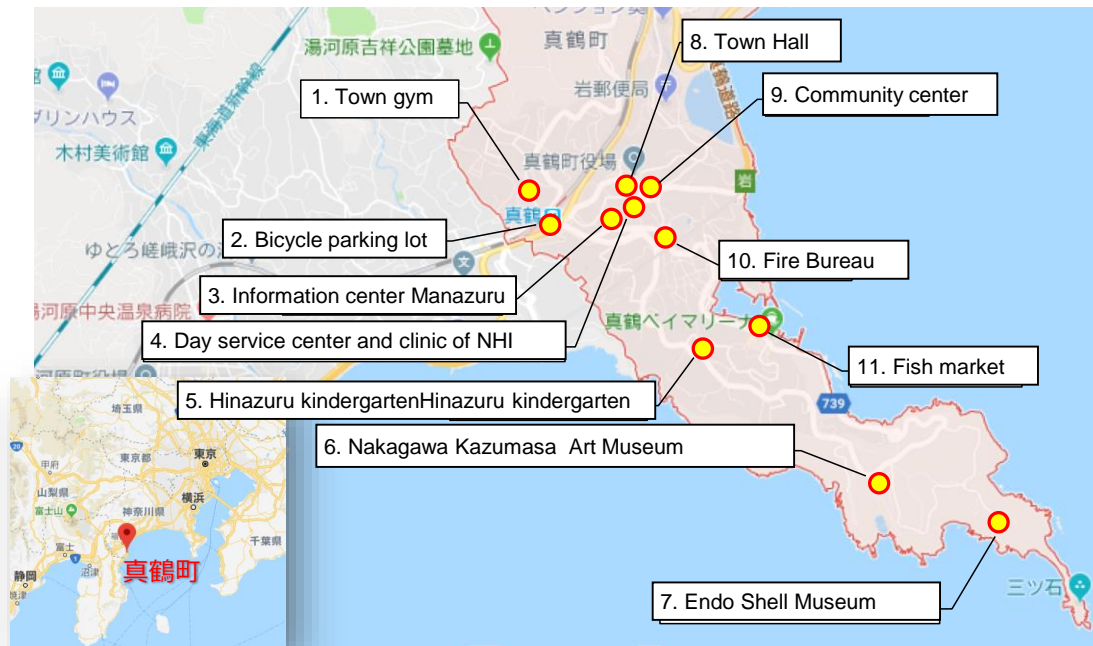
#### ➤ **Gas utilization project with spa**

Ashoro, Hokkaido (agricultural facility) Hokuryu, Hokkaido (research study for hot spring spa)

# Example 1 – CO<sub>2</sub> reduction work at all gov't buildings of Manazuru

•Based on results of 15 gov't building assessments, subsidies were used for equipment with outstanding benefits relative to cost at 11 Manazuri-machi buildings

	Facility	Use	Work	Photo
1	Town gym	Sports	AC LT	
2	Bicycle parking lot	Bicycle parking lot	AC LT	
3	Information center Manazuru	Library Other	AC LT	
4	Day service center and clinic of NHI	Clinic	AC LT HW	
5	Hinazuru kindergarten	Kindergarten	AC	
6	Nakagawa Kazumasa Art Museum	Museum	AC	
7	Endo Shell Museum	Museum	AC LT	



	Facility	Use	Work	Photo
8	Town Hall	Town hall	AC LT	
9	Community center	Community center Others	AC LT	

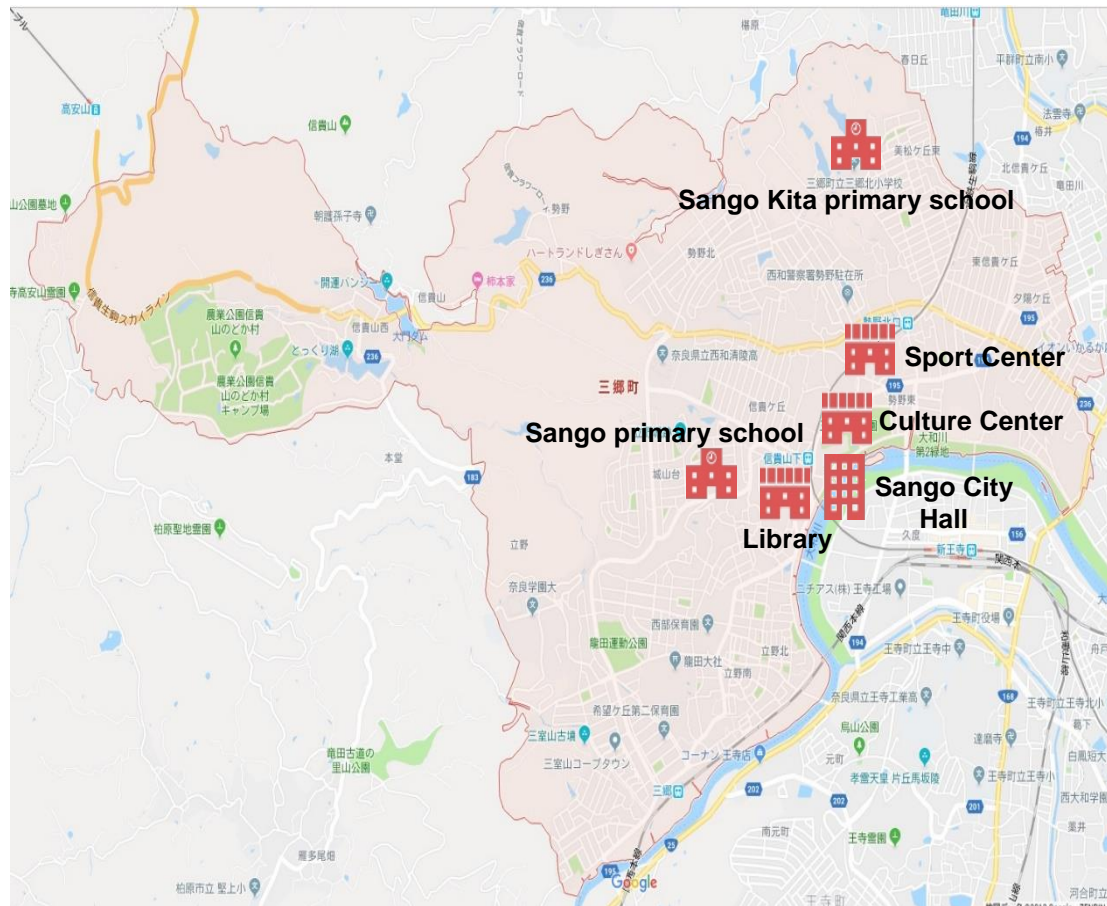
	Facility	Use	Work	Photo
10	Fire Bureau	Fire Bureau	AC LT HW	
11	Fish market	Tourist facilities Other	AC LT	

\* AC= Air conditioning, LT= Lighting, HW= hot-water supply

## Example 2 – Upgrade carbon management for Sango, Nara

- Installed advanced systems for reducing CO<sub>2</sub> emissions by using subsidies of the Carbon Management Reinforcement Program
- Involved from the design stage at every location; using subsidies at 6 buildings (three-year plan)

	Facility	Work
1	Sango primary school (FY2019)	AC (inc. new install) EMS
2	Sango Kita primary school (FY2019)	AC (inc. new install) EMS
3	Sango City Hall (FY2019)	AC LT EMS
4	Library (FY2019)	AC LT EMS
5	Culture Center (FY2020)	LT Transformer EMS
6	Sport Center (FY2020)	AC LT EMS



\*Design work for all buildings has been completed.

# Major completed projects

---

# Orders received of the priority domains

## 【Priority Domains】

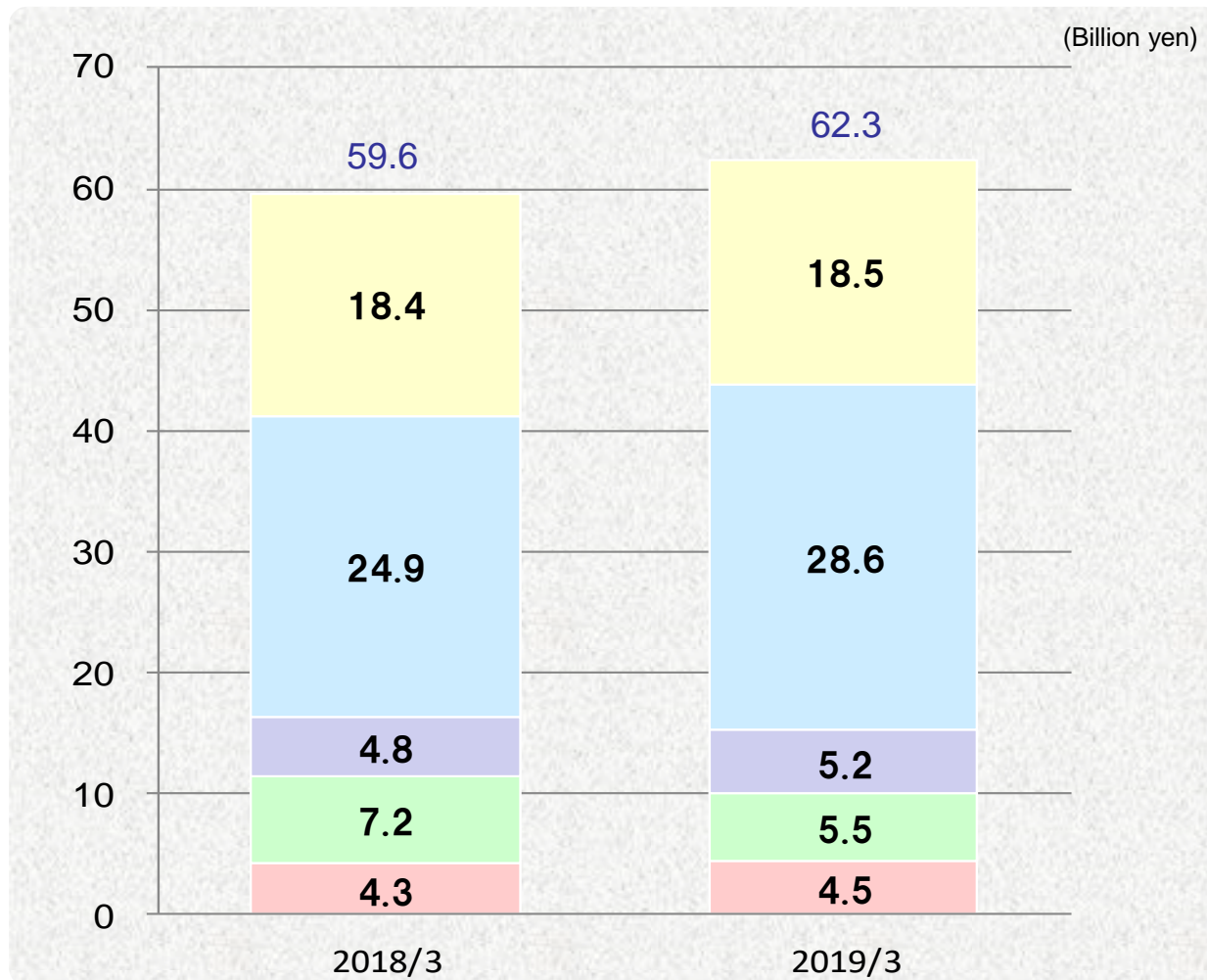
Data centers  
/Information

Office buildings

Manufacturing  
/Distribution

Health care  
/Medical Welfare

Hotels/Resorts





# Office buildings

A building combining office space for a prominent IT company with luxury apartments



<b>Sumitomo Realty &amp; Development Shibuya First Tower</b>	
<b>Location</b>	<b>Shibuya-ku, Tokyo</b>
<b>Floor area</b>	<b>37,942 sq. meters</b>
<b>Structure</b>	<b>21 stories above ground/2 stories below ground/1 levels of roof</b>
<b>Hibiya's work</b>	<b>Air conditioning/sanitation</b>

A call center serving all areas of the Shikoku



<b>NTT West New Sanban-cho Building</b>	
<b>Location</b>	<b>Matsuyama, Ehime</b>
<b>Floor area</b>	<b>5,447 sq. meters</b>
<b>Structure</b>	<b>4 stories above ground/1 stories below ground</b>
<b>Hibiya's work</b>	<b>Air conditioning/sanitation</b>

## Educational facilities/training facilities

A college building designed for a new style of education and research as well as to serve as place for people to gather and a disaster response facility



**Otomon Gakuin University Ibaraki Sojiji Campus, Osaka**

<b>Location</b>	<b>Ibaraki, Osaka</b>
<b>Floor area</b>	<b>20,130 sq. meters</b>
<b>Structure</b>	<b>5 stories above ground /1 levels of roof</b>
<b>Hibiya's work</b>	<b>Air conditioning</b>

A technical training center where the building itself is part of the training process



**Tokyu Community Technical Training Center**

<b>Location</b>	<b>Meguro-ku, Tokyo</b>
<b>Floor area</b>	<b>2,440 sq. meters</b>
<b>Structure</b>	<b>5 stories above ground/ 1 stories below ground</b>
<b>Hibiya's work</b>	<b>Air conditioning/sanitation</b>

# Hotels

A building housing a hotel, high-end residences and retail space that is designed as a place to bring people together in central Tokyo



HAMACHO HOTEL & APARTMENTS	
Location	Chuo-ku, Tokyo
Floor area	12,982 sq. meters
Structure	15 stories above ground/1 stories below ground/1 levels of roof
Hibiya's work	Air conditioning/sanitation

A luxurious hotel at Kyoto Station designed to meet the highest standards of hospitality along with Japanese design themes



THE THOUSAND KYOTO	
Location	City of Kyoto
Floor area	22,063 sq. meters
Structure	9 stories above ground/1 stories below ground
Hibiya's work	Sanitation

## City hall and others

This new city hall serves an area that was formerly four municipalities and includes facilities to function as a disaster response base.



New Inabe City Hall	
Location	Inabe, Mie
Floor area	15,461 sq. meters
Structure	2 stories above ground/1 stories below ground/1 levels of roof
Hibiya's work	Air conditioning/sanitation

This energy center will help revitalize the local economy with locally produced and consumed power for harmony between industrial activity and the environment



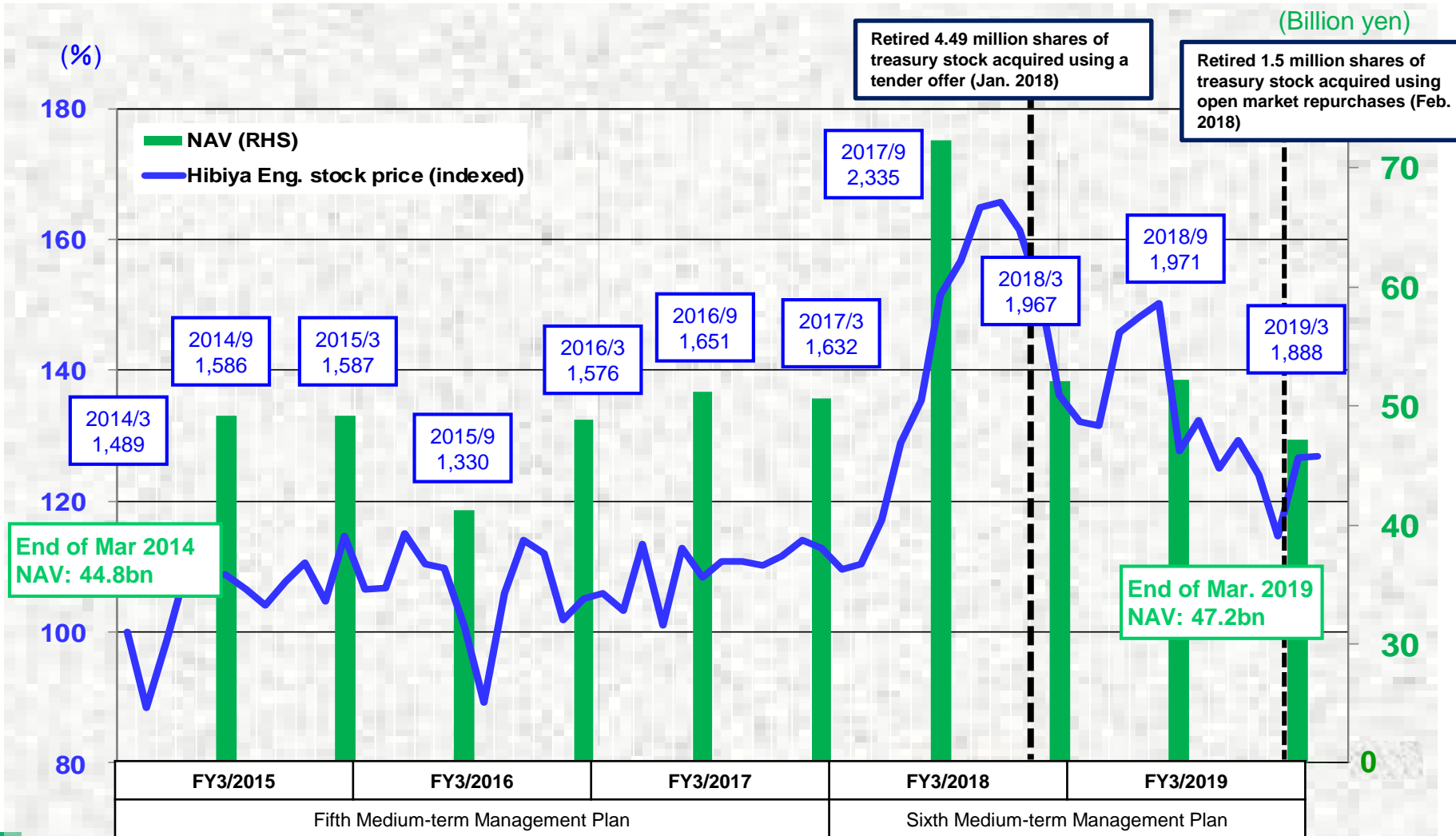
Shinchi Energy Center	
Location	Shinchi, Fukushima
Floor area	687 sq. meters
Structure	1 stories above ground
Hibiya's work	Construction/air conditioning/sanitation/electric

# Reference

---

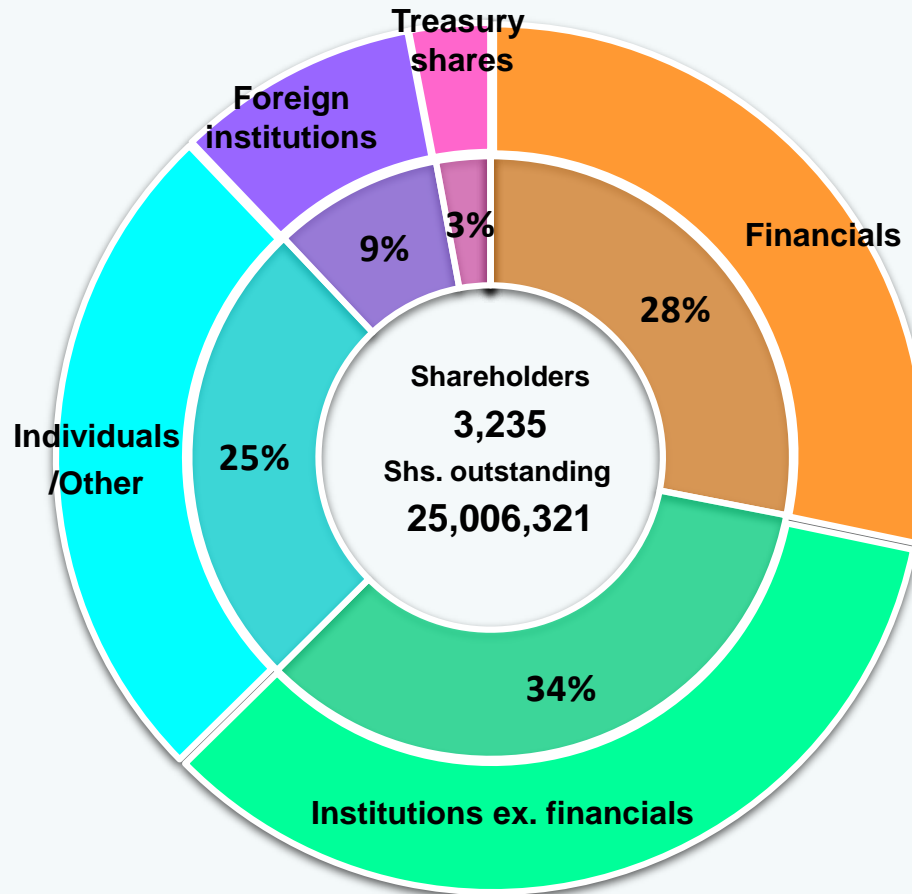
# Stock price and net asset value (~ end of March 2019)

## Performance of Hibiya Engineering stock since the end of March 2014



# Shareholders

No. of shareholders: 3,235    Shares outstanding: 25,006,321    (As of end of March 2019)



## New customers, alliances and other sources of opportunities

### Renovation EXPO (Tokyo Big Sight)



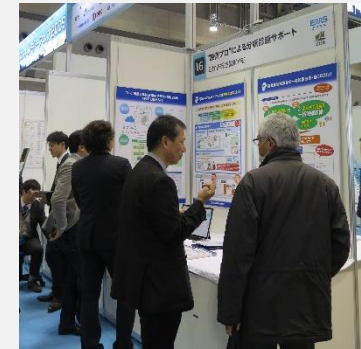
#### Summary

- Attendance was 23,000
- Exhibitions of technologies for development of next-generation buildings and the efficient operation of buildings
- Visitors to the Hibiya Engineering booth completed questionnaires and were contacted afterward by salespeople

#### The Hibiya Engineering booth

- Renovation projects and associated technologies
- Energy conservation technologies incorporated in renovations (Hibiya Tsusho)
- Security, fire prevention and safety products and technologies (Nikkei)

### Energy Conservation Fair 2019 (Tokyo Big Sight)



#### Summary

- An event for advanced technologies concerning energy conservation and reducing electricity consumption
- The Hibiya Engineering booth

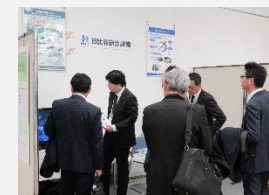
#### Energy conservation diagnosis and analysis support

- Energy management system
- Low-CO<sub>2</sub> systems for local governments

### Data Center Expo (Fall) Makuhari Messe



### JFMA Facility Management Forum 2019 (Tower Hall Funabori)





# Hibiya Information Plaza

## Data Center Seminar (3<sup>rd</sup>)



### Summary

- This seminar featured a keynote address on the data center market by Fuji Chimera Research Institute and presentations about data center climate control and other themes.

### Presentations

- Keynote address: The changing data center market
- Data center climate control technology trends and activities of NTT Facilities
- Server room structure guidelines
- The latest data center structuring and operating methods made possible by CFD technology and digital twin technology
- New technology session: Examples of improvements to data center operations

## Renovation Seminar (4<sup>th</sup>)



### Summary

- Renovations at office buildings, retail buildings and other buildings from the standpoint of using existing equipment

### Presentations

- Workplace management for speeding up working style reforms
- Using sensors and wireless links to add new value to renovations
- Importance of improving window performance at existing buildings and new upgrading methods
- Renovation projects and the technologies behind them

## Participation in Building CLT\* Model Project, recipient of a FY18 Good Design Award

Good Design Award 2018  
(Japan Institute of Design Promotion)



### Seminar Room of School of Engineering, Tohoku University

Location	Sendai, Miyagi
Floor area	90.36 sq. meters
Structure	1 stories above ground
Hibiya's work	HVAC system and electrical system

- Uses natural heat and reusable heat
- (simple solar heat use, natural ventilation using summer ventilation opening, dual-skin air conditioning)
- Combination of HVAC system placement under the floor and out of sight and an indirect lighting system produces a room that is attractive and functional
- Seat-level HVAC outlets keep the room comfortable during the winter, preventing cold air from collecting in the lower parts of the room

\* CLT : Cross Laminated Timber

# Natural gas cogeneration system

A local gov't used a Hibiya natural gas cogeneration system at a hot spring lodge

Previously unused energy is utilized to cut the cost of electricity by 60%, which lower CO<sub>2</sub> emissions

## City of Shimada

A place where people/industry/culture come together  
A healthy city of water and greenery

+ Goal is also to be a leader in the field of reusable energy

### Issue at city's hot spring facility

Natural gas produced by the hot spring, containing 86% methane, **was released to the atmosphere**

Idea and execution

Lowers CO<sub>2</sub> emissions

Hibiya technologies/expertise  
Use natural gas cogeneration to produce electricity and use exhaust heat

## Kawane Hot Spring Hotel and bathing facility

For the lodge (100kW)

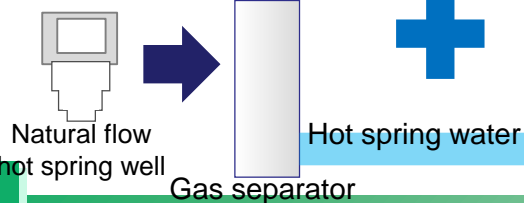
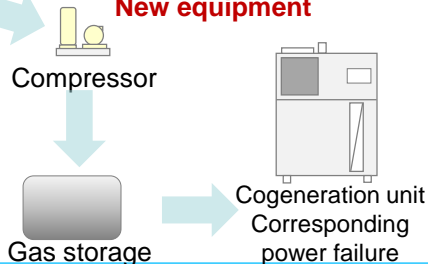
For spa hot water (155kW)

Electricity

Heat

Methane's greenhouse effect is more than 20 times higher than for CO<sub>2</sub>

### New equipment



Hot spring water

# Heat run test for data centers

The heat run test – A preliminary load testing under actual conditions to improve reliability

Prior to completion, an environmental evaluation was performed by producing the environmental conditions of the server room where the system will be installed.

- Conditions similar to the actual environment were created by generating a thermal load equivalent to heat produced by servers.
- The mock heat source developed by Hibiya Engineering can produce the same amount of heat as actual servers do. The heat level can be adjusted easily.
- Capable of testing a 420kW thermal load, the highest level in Japan

## The heat run testing process

Plan

- Determine the verification method
- Create a plan and implementation outline

Test

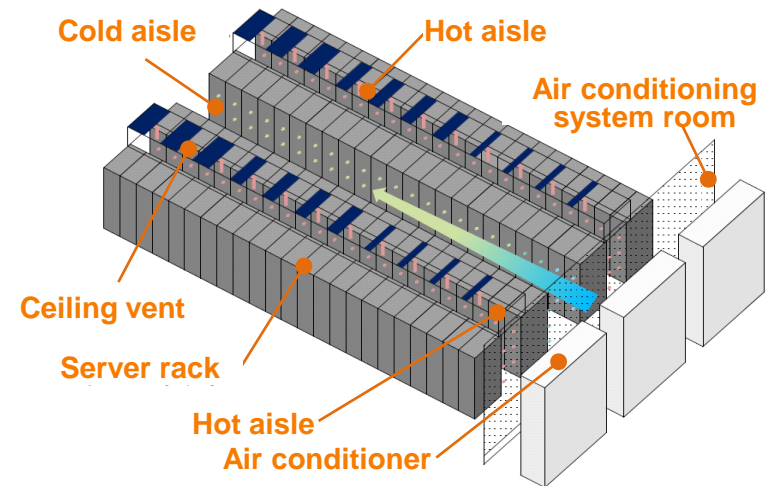
- Perform confirmations using the designated procedure
- People can observe the test

Report

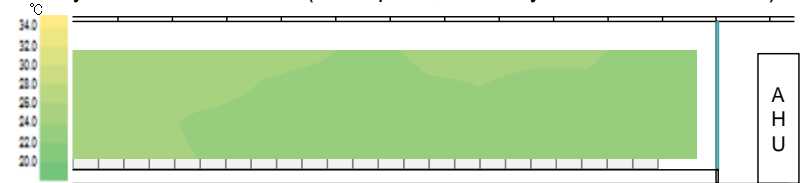
- Report of test results
- Proposals for how to operate the system



Mock heat generation unit in a server rack (made by Nikkei)



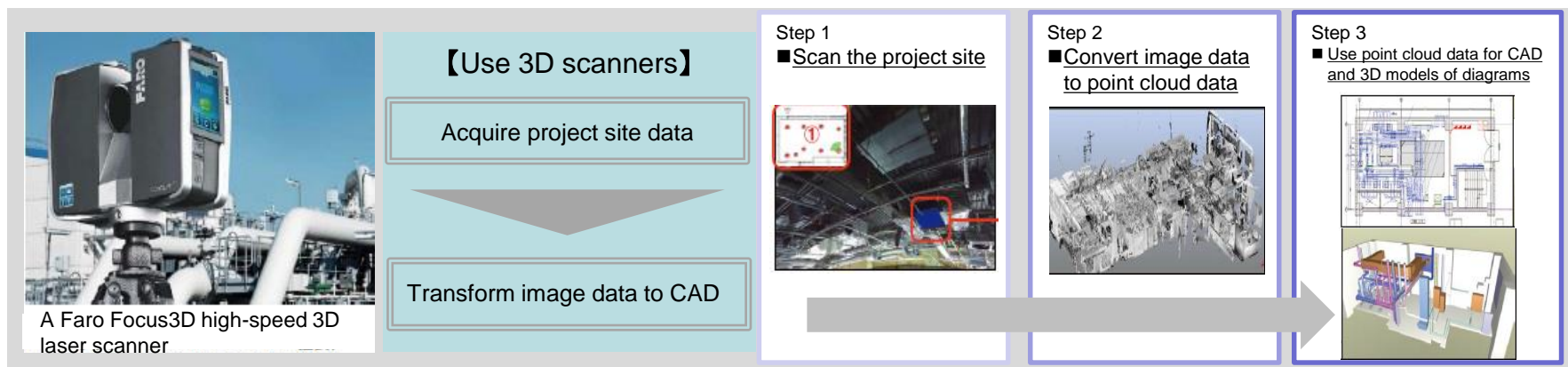
Layout of a server room (conceptual, for AC system with wall outlets)



Vertical temperature distribution at center of central cold aisle

## 3D Scanners

Use state-of-the-art technology (3D scanners) for more technological advances



### 【Advantages】

- Reduces number of people and time needed to perform jobsite surveys
- Improves the safety of jobsite surveys
- Increases the accuracy of construction drawings
- Produces CAD and 3D models quickly

Started using this method as a support system for project site surveys

【Use of 3D scanners】 (2011 to 2015 1H)

Used mainly in the following locations

NTT Group

Educational institutions

Hotels

Factories

**Construction support** (about 40 projects  
[NTT Group buildings, historic structures, hotels, schools, gymnasiums, others])

**Maintenance support** (about 55 projects  
[NTT Group buildings, historic structures, hotels, schools, gymnasiums, others])

Utilizing this technique as much as possible as a renovation technology

## 3D Scanner utilization (Kumamoto Teishin Hospital)

Stored building records of the former Kumamoto Teishin Hospital (designed by Mamoru Yamada, an engineer of the former Ministry of Communication)



Record the building data using 3D scanner

### Building data



Photo of the building



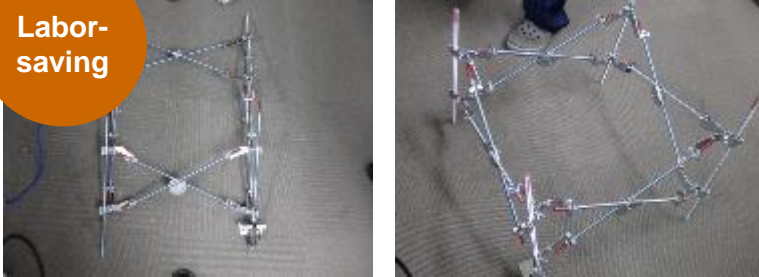
Point cloud data captured by the scanner

## Technologies for efficient construction processes

Many earthquake-resistant construction methods to meet various requirements

Lineup of earthquake-resistant fasteners

Labor-saving



### Hanging bolts for labor-saving installation of earthquake-resistant equipment holder

- Equipment hanging metal fasteners fabricated at factory
- Folded for transportation to the job site
- Then simply tighten bolts to install

Labor-saving  
Light weight



### Ceiling cassette to hold AC units in place

- Light weight due to use of thin plates
- Assembled to use less space
- Use of steel brackets reduces the cost

ECO support bracket

Low cost



### Support for heavy equipment

- Holds equipment up to 125kg
- Suspension length up to 1,150mm
- Seismic tests have confirmed earthquake safety under these conditions

## Seismic tests confirm performance

Seismic table tests have demonstrated that these technologies will meet customers' demands

Verifi-  
cation  
test



Test of heavy equipment holder



ECO support bracket seismic test

# Services and technologies of Hibiya Engineering group

Hibiya Tsusho Trading company

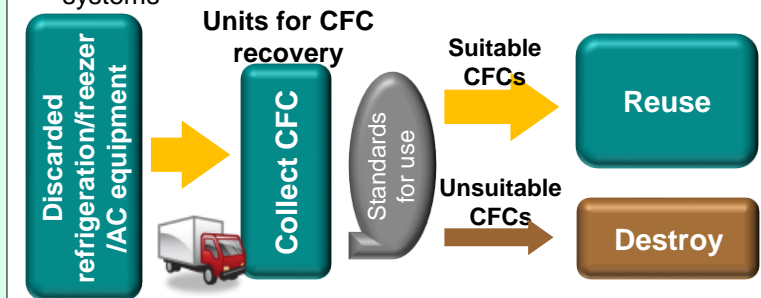
## Reuse of recovered chlorofluorocarbons (CFCs)

### Highlights of processing CFCs for reuse

- ◆ Little energy needed for reuse of CFCs
- ◆ Minimal release of CO<sub>2</sub> during processing
- ◆ Less expensive than destroying CFCs
- ◆ Processing produces little industrial waste
- ◆ Recovered CFCs can be used effectively

### Processing of recovered CFCs and reuse

- ◎ CFCs collected from refrigeration/freezer/air conditioning equipment and converted to a CFC gas by a recovery system
- ◎ The gas is reused mainly by using it to refill air conditioning systems



CO<sub>2</sub> emissions from the reuse of CFCs are only 1/12 of emissions from CFC destruction

Source: Refrigerant Collection and Processing Technologies (published by Refrigerant Collection Promotion and Technology Center)

Nikkei Manufacturer

## Manufacture of equipment, disaster response units, etc.

### Damper with high-pressure blower



- ▶ Unitized high-pressure blower, damper and connection duct
- ▶ Cuts amount of labor required at the jobsite

### Water cutoff damper



- ▶ Prevents rainwater from entering through ducts during a downpour or flood

### Environmentally responsible support brackets



- ▶ Used to suspend air conditioning systems
- ▶ Lighter than conventional brackets and less costly to transport

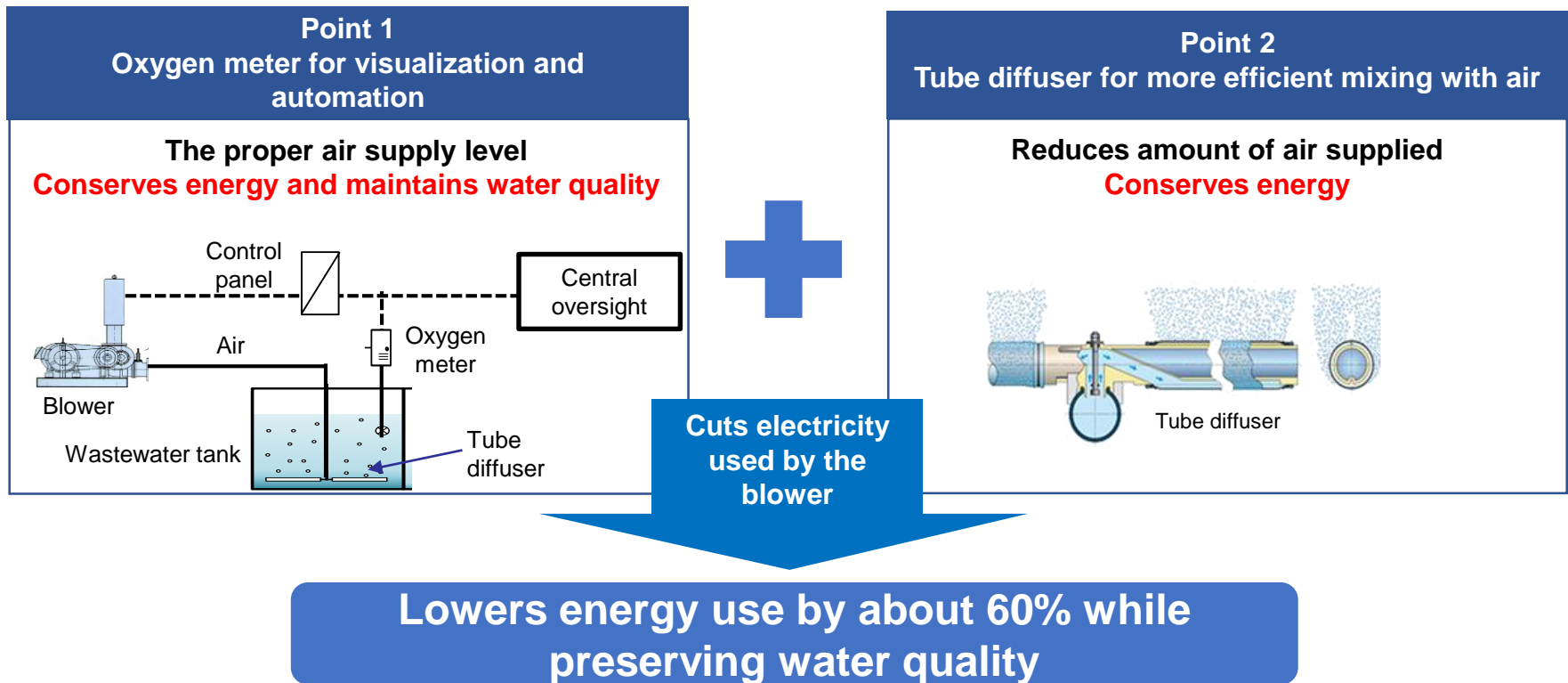


# Energy conservation technologies for sanitation equipment

## Energy conservation and water quality at wastewater treatment facilities

Energy-efficient climate control and electrical equipment as well as a focus on conserving energy in sanitation equipment

- Wastewater treatment facilities
- Requires the supply of an enormous volume of air at a steady rate
  - Required amount of air changes depending on day of the week and time of day
  - Too much or too little air causes water quality to decline






**時代にまっすぐ、技術にまじめです。**

**Earnings Announcement FY3/19**

**Hibiya Engineering, Ltd.**

**May 23, 2019**



Note:  
These materials include forward-looking statements that incorporate risks and uncertainties and are not guarantees concerning future performance. Future performance may differ from forecasts in these materials due to changes in the operating environment and other reasons.