

# **FACT BOOK**

**First quarter of the fiscal year ending March 31, 2025**

**Hibiya Engineering, Ltd.**

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[URL:https://www.hibiya-eng.co.jp/](https://www.hibiya-eng.co.jp/)

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## Trends in Major Management Indicators,

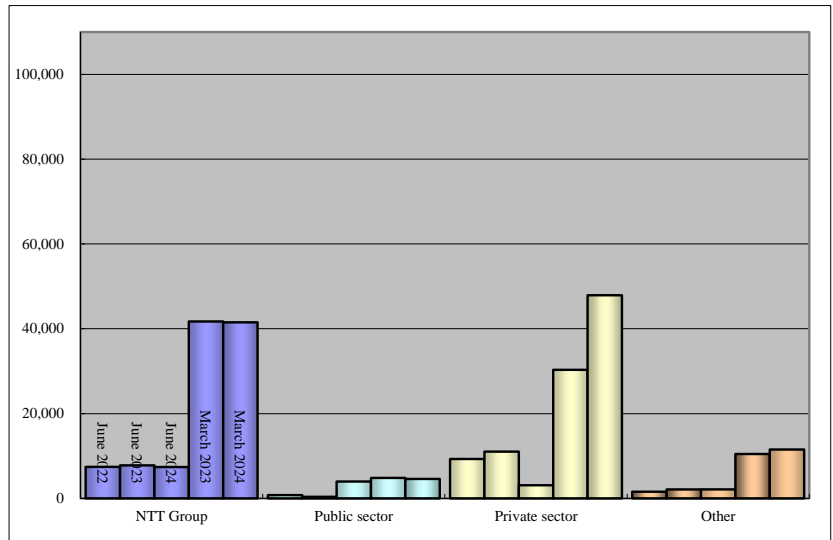
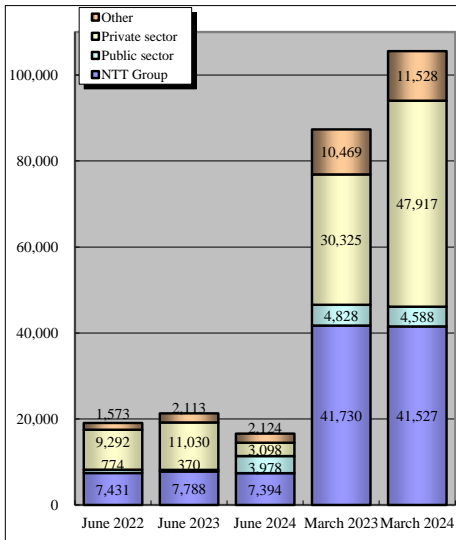
[Consolidated]

(Million yen)

Fiscal year	June 2022	June 2023	June 2024	March 2023	March 2024
Net sales	12,473	16,165	17,543	83,978	83,762
Ordinary profit	173	796	1,229	6,617	6,446
Profit attributable to owners of parent	108	540	828	4,644	4,800
Comprehensive income	213	2,051	△ 231	4,644	8,304
Net assets	62,836	65,441	68,796	64,714	69,914
Total assets	79,473	86,500	88,493	94,687	98,226
Earnings per share (Yen)	4.61	23.64	36.80	200.48	211.06
Earnings per share fully diluted (Yen)	4.59	23.54	36.65	199.62	210.20
Equity ratio (%)	77.2	74.3	76.4	67.2	70.0

# Trends in Orders Received [Consolidated]

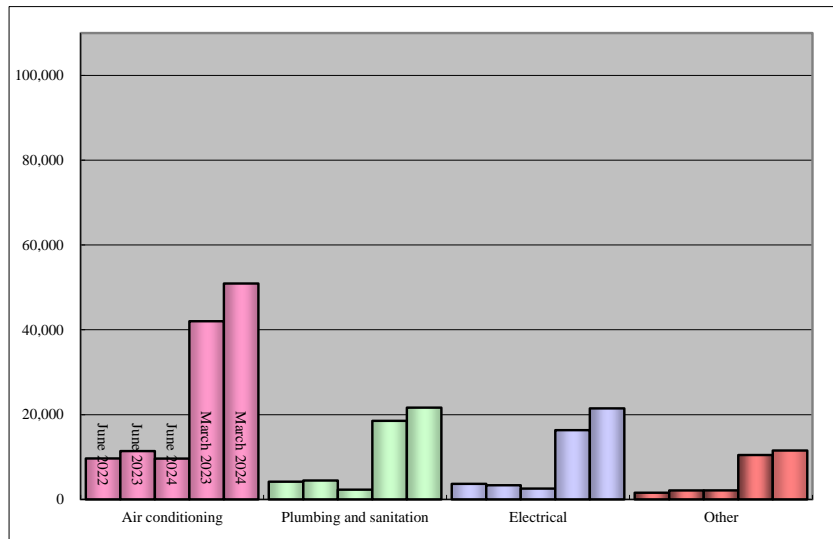
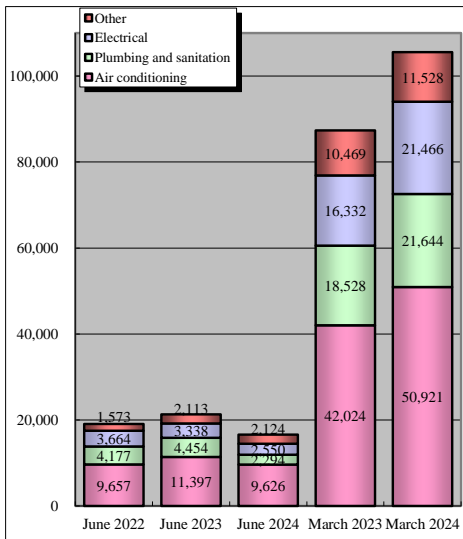
## 1. By customer



(Million yen)

	June 2022		June 2023		June 2024		March 2023		March 2024	
	Amount	Component ratio	Amount	Component ratio	Amount	Component ratio	Amount	Component ratio	Amount	Component ratio
NTT Group	7,431	39.0%	7,788	36.6%	7,394	44.5%	41,730	47.8%	41,527	39.4%
Public sector	774	4.1%	370	1.7%	3,978	24.0%	4,828	5.5%	4,588	4.3%
Private sector	9,292	48.7%	11,030	51.8%	3,098	18.7%	30,325	34.7%	47,917	45.4%
Other	1,573	8.2%	2,113	9.9%	2,124	12.8%	10,469	12.0%	11,528	10.9%
Total	19,072	100.0%	21,303	100.0%	16,596	100.0%	87,354	100.0%	105,560	100.0%

## 2. By type of work

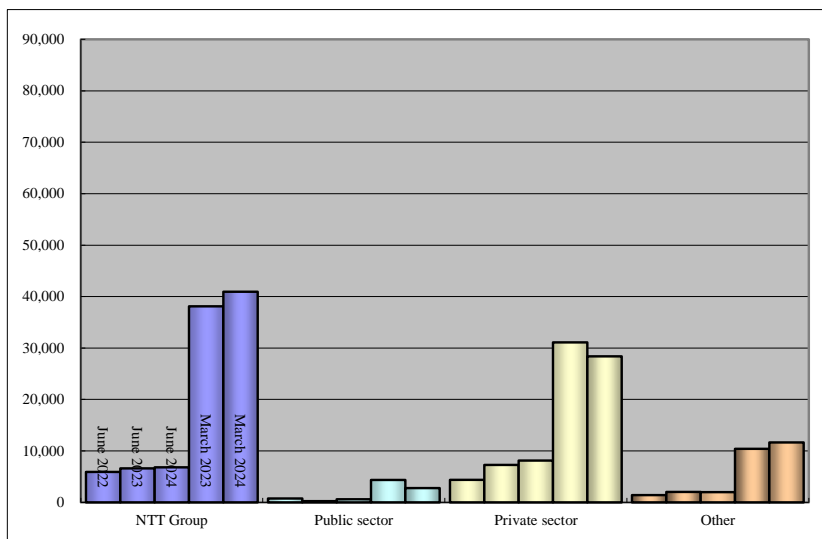
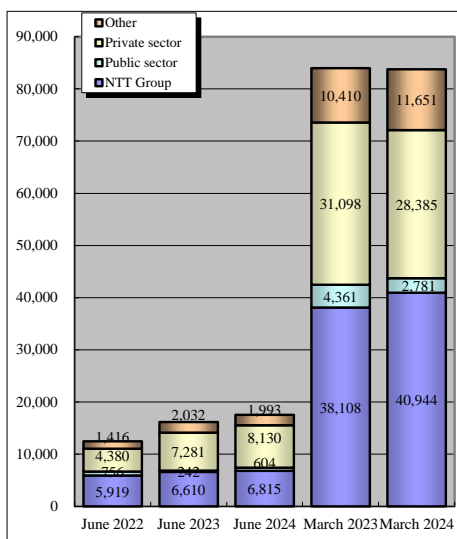


(Million yen)

	June 2022		June 2023		June 2024		March 2023		March 2024	
	Amount	Component ratio	Amount	Component ratio	Amount	Component ratio	Amount	Component ratio	Amount	Component ratio
Air conditioning	9,657	50.7%	11,397	53.5%	9,626	58.0%	42,024	48.1%	50,921	48.3%
Plumbing and sanitation	4,177	21.9%	4,454	20.9%	2,294	13.8%	18,528	21.2%	21,644	20.5%
Electrical	3,664	19.2%	3,338	15.7%	2,550	15.4%	16,332	18.7%	21,466	20.3%
Other	1,573	8.2%	2,113	9.9%	2,124	12.8%	10,469	12.0%	11,528	10.9%
Total	19,072	100.0%	21,303	100.0%	16,596	100.0%	87,354	100.0%	105,560	100.0%

# Trends in Net Sales [Consolidated]

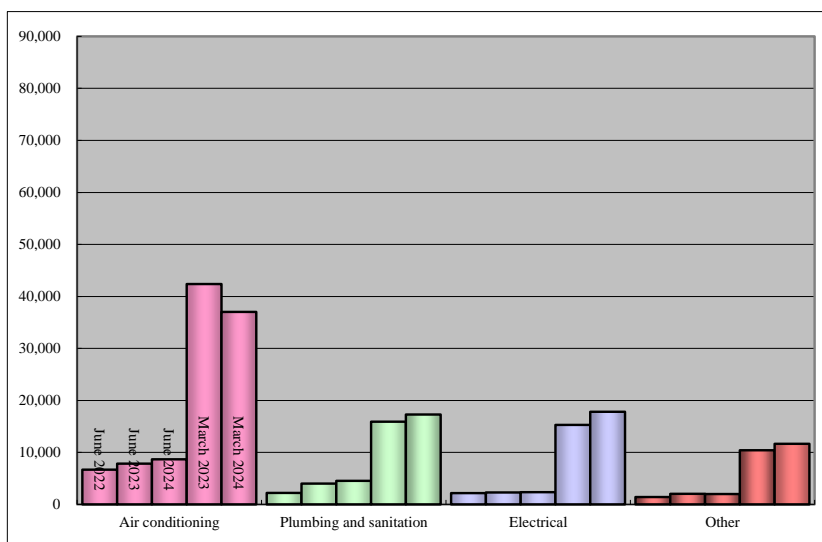
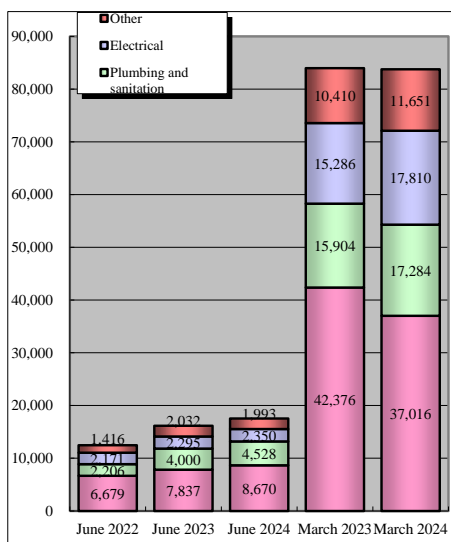
## 1. By customer



(Million yen)

	June 2022		June 2023		June 2024		March 2023		March 2024	
	Amount	Component ratio	Amount	Component ratio	Amount	Component ratio	Amount	Component ratio	Amount	Component ratio
NTT Group	5,919	47.4%	6,610	40.9%	6,815	38.9%	38,108	45.4%	40,944	48.9%
Public sector	756	6.1%	242	1.5%	604	3.4%	4,361	5.2%	2,781	3.3%
Private sector	4,380	35.1%	7,281	45.0%	8,130	46.3%	31,098	37.0%	28,385	33.9%
Other	1,416	11.4%	2,032	12.6%	1,993	11.4%	10,410	12.4%	11,651	13.9%
Total	12,473	100.0%	16,165	100.0%	17,543	100.0%	83,978	100.0%	83,762	100.0%

## 2. By type of work



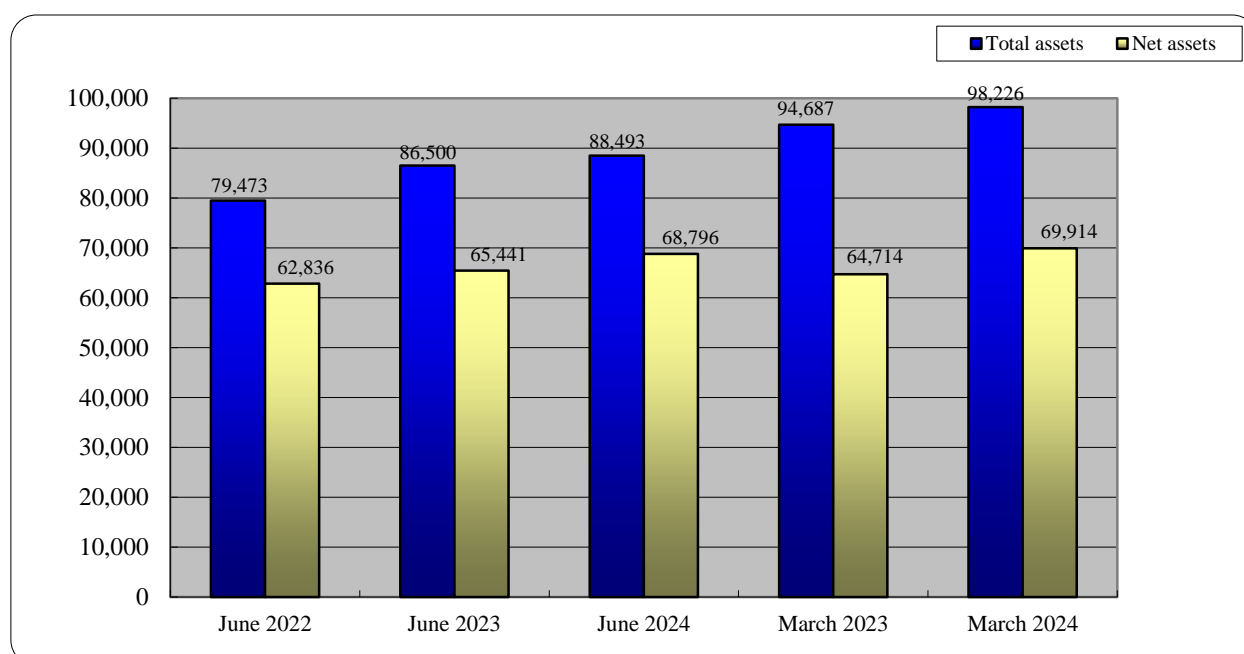
(Million yen)

	June 2022		June 2023		June 2024		March 2023		March 2024	
	Amount	Component ratio	Amount	Component ratio	Amount	Component ratio	Amount	Component ratio	Amount	Component ratio
Air conditioning	6,679	53.5%	7,837	48.5%	8,670	49.4%	42,376	50.5%	37,016	44.2%
Plumbing and sanitation	2,206	17.7%	4,000	24.7%	4,528	25.8%	15,904	18.9%	17,284	20.6%
Electrical	2,171	17.4%	2,295	14.2%	2,350	13.4%	15,286	18.2%	17,810	21.3%
Other	1,416	11.4%	2,032	12.6%	1,993	11.4%	10,410	12.4%	11,651	13.9%
Total	12,473	100.0%	16,165	100.0%	17,543	100.0%	83,978	100.0%	83,762	100.0%

## Balance Sheet [Consolidated]

(Million yen)

Fiscal year	June 2022	June 2023	June 2024	March 2023	March 2024
(Assets)					
Current assets	57,041	61,063	62,884	70,552	71,105
Cash and deposits	29,391	27,818	26,166	22,929	23,956
Notes receivable, accounts receivable from completed construction contracts and other	17,923	23,174	26,341	39,117	37,267
Securities	7,998	6,999	7,997	6,999	7,999
Costs on construction contracts in progress	1,262	1,483	1,821	1,119	1,525
Other	470	1,590	559	391	357
Allowance for doubtful accounts	△ 3	△ 1	△ 1	△ 4	△ 1
Noncurrent assets	22,431	25,437	25,609	24,134	27,120
Property, plant and equipment	751	694	815	697	814
Intangible assets	129	277	259	280	259
Investments and other assets	21,550	24,464	24,534	23,156	26,045
Investment securities	16,365	19,321	19,350	17,142	20,917
Deferred tax assets	627	407	119	1,106	96
Insurance funds	1,782	1,845	1,933	1,861	1,933
Other	3,108	3,209	3,184	3,369	3,156
Allowance for doubtful accounts	△ 334	△ 318	△ 54	△ 322	△ 58
Total assets	79,473	86,500	88,493	94,687	98,226



## Balance Sheet [Consolidated]

(Million yen)

Fiscal year	June 2022	June 2023	June 2024	March 2023	March 2024
(Liabilities)					
Current liabilities	14,818	19,010	17,092	28,141	25,634
Notes payable, accounts payable for construction contracts and other	8,449	12,242	10,261	17,923	16,269
Income taxes payable	53	68	63	2,181	1,466
Advances received on construction contracts in progress	1,815	810	1,771	590	1,401
Provision for bonuses	376	387	401	3,149	2,878
Provision for warranties for completed construction	589	105	180	1,218	147
Provision for loss on construction contracts	142	161	214	240	280
Other	3,391	5,234	4,200	2,838	3,190
Noncurrent liabilities	1,817	2,048	2,604	1,831	2,677
Deferred tax liabilities	773	1,077	1,647	831	1,699
Retirement benefit liability	1,016	951	938	979	960
Other	27	19	19	20	16
Total liabilities	16,636	21,059	19,697	29,973	28,311
(Net assets)					
Shareholders' equity	56,618	58,356	60,749	59,091	60,795
Share capital	5,753	5,753	5,753	5,753	5,753
Capital surplus	6,028	6,140	6,140	6,140	6,140
Retained earnings	47,709	48,302	51,367	51,277	51,516
Treasury shares	△ 2,872	△ 1,839	△ 2,511	△ 4,079	△ 2,614
Accumulated other comprehensive income	4,695	5,947	6,887	4,506	7,975
Valuation difference on available-for-sale securities	5,031	6,275	7,231	4,858	8,350
Remeasurements of defined benefit plans	△ 336	△ 327	△ 343	△ 351	△ 374
Share acquisition rights	111	105	134	153	146
Non-controlling interests	1,411	1,031	1,024	962	996
Total net assets	62,836	65,441	68,796	64,714	69,914
Total liabilities and net assets	79,473	86,500	88,493	94,687	98,226

### • Supplementary information

#### Details of securities and investment securities

Shares	14,816	16,765	17,810	14,596	19,356
Bonds	2,548	2,556	2,540	2,545	2,561
Other	6,999	6,999	6,997	6,999	6,999
Total	24,363	26,321	27,348	24,142	28,917

#### Other matters

Research and development expenses	13	12	11	63	50
Total amount of depreciation implemented	41	46	60	191	209
Capital expenditures	204	40	61	453	306

## Statement of Income [Consolidated]

(Million yen)

Fiscal year	June 2022		June 2023		June 2024		March 2023		March 2024	
Net sales	12,473	100.0%	16,165	100.0%	17,543	100.0%	83,978	100.0%	83,762	100.0%
Cost of sales	10,722		13,843		14,565		68,846		68,858	
Gross profit	1,750	14.0%	2,322	14.4%	2,978	17.0%	15,132	18.0%	14,903	17.8%
Selling, general and administrative expenses	1,878		1,916		2,004		9,179		9,165	
Operating profit (loss)	△128	△1.0%	406	2.5%	973	5.5%	5,953	7.1%	5,737	6.9%
Non-operating income	304		391		257		671		714	
Non-operating expenses	2		2		1		6		6	
Ordinary profit	173	1.4%	796	4.9%	1,229	7.0%	6,617	7.9%	6,446	7.7%
Extraordinary income	—		—		—		—		390	
Extraordinary losses	—		—		—		—		—	
Profit before income taxes	173	1.4%	796	4.9%	1,229	7.0%	6,617	7.9%	6,836	8.2%
Income taxes - current	12		11		10		2,206		1,567	
Income taxes - deferred	48		243		383		△307		395	
Profit	111		541		835		4,718		4,872	
Profit attributable to non-controlling interests	3		1		7		73		71	
Profit attributable to owners of parent	108	0.9%	540	3.3%	828	4.7%	4,644	5.5%	4,800	5.7%

### • Main breakdown of non-operating income and expenses

Non-operating income					
Interest income	5	9	4	29	37
Dividend income	169	191	199	359	400
Gain on investments in silent partnerships	40	173	34	81	209
Insurance income	72	1	—	79	—
Other	16	15	18	120	67
Non-operating expenses					
Interest expenses	0	0	—	0	—
Other	2	2	1	6	6

### • Main breakdown of extraordinary income and losses

Extraordinary income					
Gain on sale of investment securities	—	—	—	—	354
Reversal of allowance for doubtful accounts	—	—	—	—	36

## Segment Information

(Million yen)

Fiscal year	June 2022	June 2023	June 2024	March 2023	March 2024
<b>[Construction]</b>					
Net sales					
Outside customers	11,056	14,133	15,550	73,567	72,110
Intersegment internal sales/transfers	—	0	—	—	0
Total	11,056	14,133	15,550	73,567	72,110
Segment profit (loss)	△ 103	374	994	5,094	4,418
<b>[Equipment sales]</b>					
Net sales					
Outside customers	921	1,336	1,593	7,308	7,640
Intersegment internal sales/transfers	749	675	866	4,439	3,699
Total	1,670	2,011	2,460	11,747	11,339
Segment profit (loss)	15	△ 2	57	588	657
<b>[Equipment manufacturing]</b>					
Net sales					
Outside customers	494	696	399	3,102	4,011
Intersegment internal sales/transfers	78	128	132	992	857
Total	573	825	532	4,095	4,869
Segment profit (loss)	△ 42	30	△ 82	256	647
<b>[Adjustments]</b>					
Net sales					
Outside customers	—	—	—	—	—
Intersegment internal sales/transfers	△ 827	△ 804	△ 999	△ 5,431	△ 4,556
Total	△ 827	△ 804	△ 999	△ 5,431	△ 4,556
Segment profit (loss)	2	3	3	13	14
<b>[Amount on the consolidated financial statements]</b>					
Net sales					
Outside customers	12,473	16,165	17,543	83,978	83,762
Intersegment internal sales/transfers	—	—	—	—	—
Total	12,473	16,165	17,543	83,978	83,762
Segment profit (loss)	△ 128	406	973	5,953	5,737

(Note) Segment profit (loss) is reconciled to operating profit in the consolidated financial statements.