

# 3Q / 61st Term (2023) Financial Results

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**CTI Engineering Co., Ltd.**

# 3Q / 61st Term – Results Outline (Consolidated)

- Orders received amount increased 9.0% YoY to 76,800 million yen
- Sales amount increased 12.3% YoY to 69,000 million yen
- Operating income increased 27.9% YoY to 8,300 million yen

## Increase in orders received, sales, and income

- Strong results for orders received in the Domestic and Overseas businesses
- Continued strength in the Domestic business, with a large YoY increase in sales & income
- Full FY forecast revised upward

(JPY Million)

	3Q 60th Term 2022	3Q 61st Term 2023	Change (%)	61st Term 2023 (FY Forecast)	Progress vs. Forecast (%)
Orders Received	70,459	76,831	+9.0	91,000	84.4
Sales Amount	61,446	69,015	+12.3	91,000	75.8
Operating Income	6,513	8,331	+27.9	9,700	85.9
OI Margin	10.6%	12.1%	+1.5pt	10.7%	—
Ordinary Profit	6,689	8,438	+26.2	9,800	86.1
Net Income Attributable to Owners of the Parent	4,516	6,122	+35.6	7,000	87.5

# 3Q / 61st Term – Results Outline (Non-Consolidated)

- Orders received amount increased 6.2% YoY to 48,200 million yen
- Sales amount increased 12.3% YoY to 42,800 million yen
- Operating income increased 29.5% YoY to 7,300 million yen

## Increase in orders received, sales, and income

- Continued strength in terms of orders, thanks to demand within the scope of five-year accelerated measures to prevent/mitigate natural disasters and strengthen national land resilience (through to FY 2025)
- Increase in project unit value and larger contract lot sizes led to productivity improvements and higher profit margins

(JPY Million)

	3Q 60th Term 2022	3Q 61st Term 2023	Change (%)	61st Term 2023 (FY Forecast)	Progress vs. Forecast (%)
Orders Received	45,401	48,224	+6.2	53,000	91.0
Sales Amount	38,151	42,830	+12.3	57,000	75.1
Operating Income	5,657	7,327	+29.5	8,650	84.7
OI Margin	14.8%	17.1%	+2.3pt	15.2%	—
Ordinary Profit	5,894	7,597	+28.9	8,950	84.9
Net Income	4,054	5,630	+38.9	6,500	86.6

# Domestic Consulting Engineering Business

- Orders received amount increased 5.4% YoY to 53,200 million yen
- Sales amount increased 11.2% YoY to 48,000 million yen
- Operating income increased 32.4% YoY to 7,700 million yen

## Strong order numbers; Increase in sales & income

- The Construction Management Sector succeeded in growing CM projects from local Government
- Continued favorable strong results in the Water & Land and Construction Management Sectors, leading to increases in sales and income, and a higher operating income margin

(JPY Million)

	3Q 60th Term 2022	3Q 61st Term 2023	Change (%)	61st Term 2023 (FY Forecast)	Progress vs. Forecast (%)
Orders Received	50,572	53,282	+5.4	60,000	88.8
Sales Amount	43,188	48,034	+11.2	64,000	75.1
Operating Income	5,817	7,704	+32.4	9,000	85.6
OI Margin	13.5%	16.0%	+2.5pt	14.1%	—

# Overseas Consulting Engineering Business

- Orders received amount increased 18.4% YoY to 23,500 million yen
- Sales amount increased 14.9% YoY to 20,900 million yen
- Operating income decreased 8.4% YoY to 630 million yen

## Strong order performance; Increase in sales

- Strong order performance and increase in sales, originating primarily from Waterman's public-sector related business in the UK
- While the sales amount increased, income was lower due to salary increases, etc.

(JPY Million)

	3Q 60th Term 2022	3Q 61st Term 2023	Change (%)	61st Term 2023 (FY Forecast)	Progress vs. Forecast (%)
Orders Received	19,887	23,548	+18.4 (+4.3)	31,000	76.0
Sales Amount	18,257	20,981	+14.9 (+8.6)	27,000	77.7
Operating Income	689	631	-8.4	700	90.3
OI Margin	3.8%	3.0%	-0.8pt	2.6%	-

\* Orders received amount include a foreign currency translation of our overseas subsidiaries' order balance as of the end of the period in review.

The change percentage shown in brackets represents the percentage excluding the above-mentioned foreign currency translations.

# 61st Term (2023) EoFY Forecast (Consolidated / Non-Consolidated)

- Raised consolidated and non-consolidated full fiscal year guidance and raised the dividend forecast to 150 yen/share

(JPY Million)

		60th Term 2022 (LFY Realized)	61st Term 2023 (Aug. 14 Forecast)	61st Term 2023 (Rev. Forecast)	Change (%) (YoY)	Change (%) vs. Aug. 14 Forecast
Consolidated	Orders Received	85,887	87,000	91,000	+6.0	+4.6
	Sales Amount	83,485	87,000	91,000	+9.0	+4.6
	Operating Income	8,017	8,500	9,700	+21.0	+14.1
	OI Margin	9.6%	9.8%	10.7%	+1.1pt	+0.9pt
	Ordinary Profit	8,235	8,600	9,800	+19.0	+14.0
	Net Income	5,874	6,300	7,000	+19.2	+11.1
Non-consolidated	Orders Received	51,226	53,000	53,000	+3.5	—
	Sales Amount	51,359	55,000	57,000	+11.0	+3.6
	Operating Income	6,705	7,600	8,650	+29.0	+13.8
	OI Margin	13.1%	13.8%	15.2%	+2.1pt	+1.4pt
	Ordinary Profit	7,024	7,800	8,950	+27.4	+14.7
	Net Income	5,167	5,800	6,500	+25.8	+12.1
	Dividends	100 yen	100 yen	150 yen	+50.0	+50.0

# 61st Term (2023) EoFY Forecasts (Segment)

- Raised the sales forecast in the Domestic & Overseas segments;  
Raised the income forecast in the Domestic segment

(JPY Million)

Segment	Item	60th Term 2022 (LFY Realized)	61st Term 2023 (Aug. 14 Forecast)	61st Term 2023 (Rev. Forecast)	Change (%) (YoY)	Change (%) vs. Aug. 14 Forecast
Domestic Segment	Orders Received	58,191	60,000	60,000	+3.1	—
	Sales Amount	58,160	62,000	64,000	+10.0	+3.2
	Op. Income	6,885	7,800	9,000	+30.7	+15.4
	OI Margin	11.8%	12.6%	14.1%	+2.3pt	+1.5pt
Overseas Segment	Orders Received	27,696	27,000	31,000	+11.9	+14.8
	Sales Amount	25,325	25,000	27,000	+6.6	+8.0
	Op. Income	1,131	700	700	-38.1	—
	OI Margin	4.5%	2.8%	2.6%	-1.9pt	-0.2pt
Total	Orders Received	85,887	87,000	91,000	+6.0	+4.6
	Sales Amount	83,485	87,000	91,000	+9.0	+4.6
	Op. Income *	8,017	8,500	9,700	+21.0	+14.1
	OI Margin	9.6%	9.8%	10.7%	+1.1pt	+0.9pt

\*Operating income total figures presented following inter-segment adjustments

# Disclaimer

- Any forward-looking statements as part of information disclosed by the Company, such as (but not restricted to) information pertaining to future plans, outlooks, management strategy, etc., are based on the information available at the time of disclosure and/or on certain assumptions deemed reasonable.  
As such, these contain risks and uncertainties related to changes in the state of the economy, government policies impacting the Company's businesses, changes to the tax code and/or other regulatory changes, and/or in the international status quo.
- Realized results may differ materially from the aforementioned forward-looking statements, due to a variety of factors and causes.

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