
Fact Book

2020年度（2021年3月期）通期実績
FY2020 Annual Result

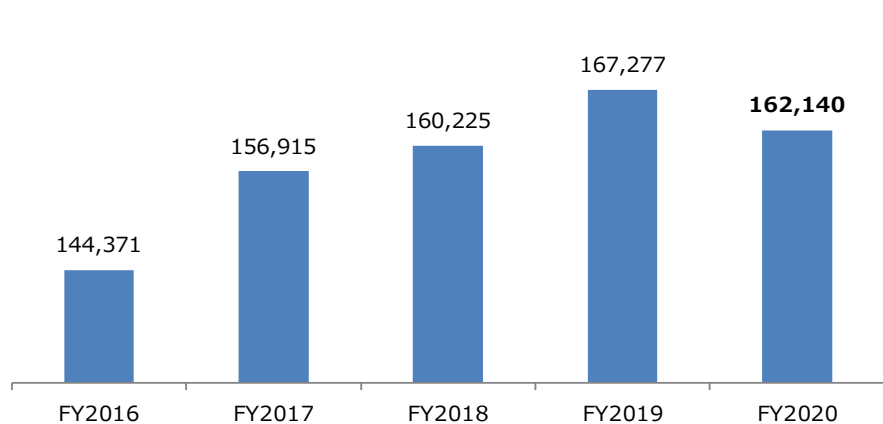


May 11, 2021

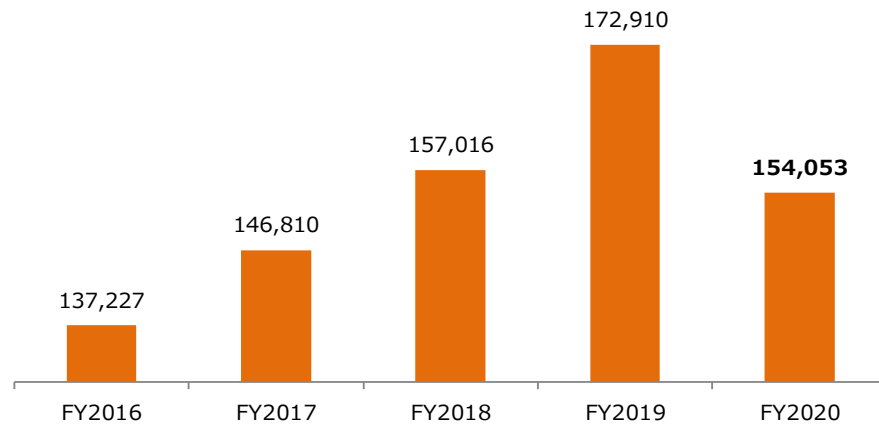
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1. 連結財務ハイライト(1) Consolidated Financial highlights(1)

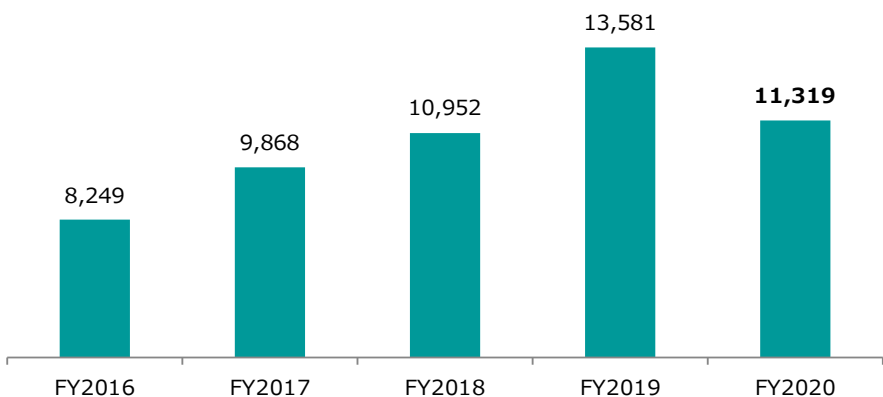
受注高 (単位：百万円 Millions of yen)
Orders received



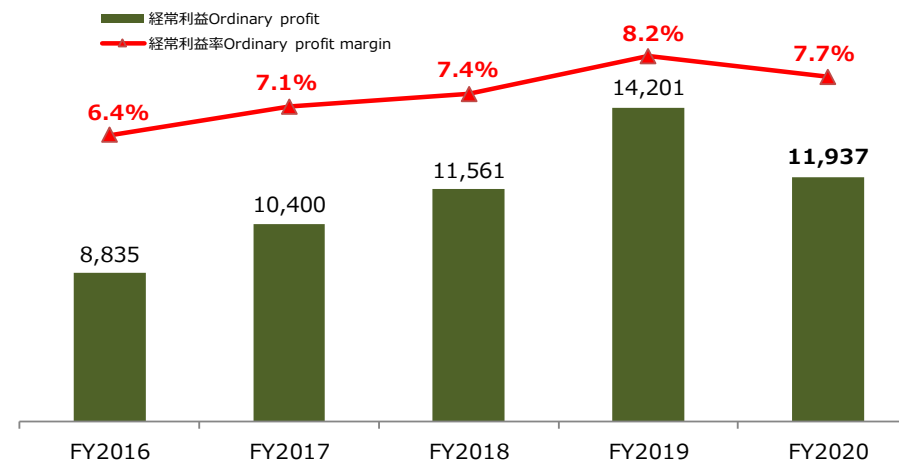
売上高 (単位：百万円 Millions of yen)
Net sales



営業利益 (単位：百万円 Millions of yen)
Operating profit



経常利益&経常利益率 (%) (単位：百万円 Millions of yen)
Ordinary profit & Ordinary profit margin(%)



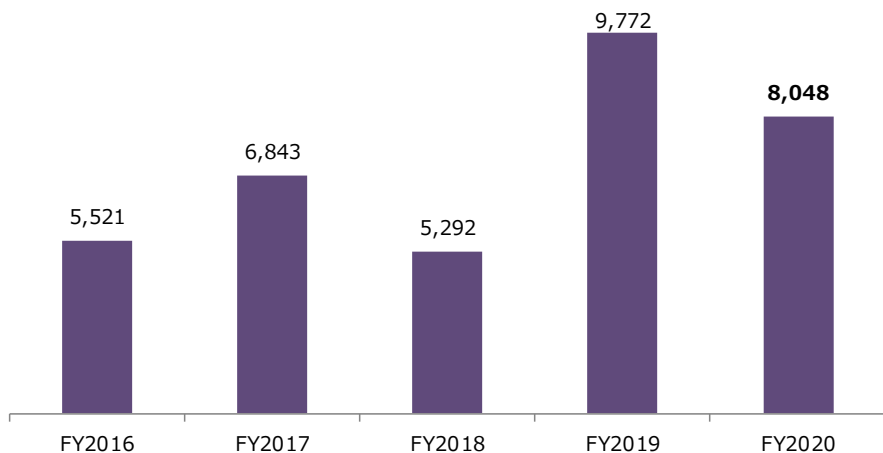
| | | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|-----------|---------------------------|---------|---------|---------|---------|----------------|
| 受注高 | Orders received | 144,371 | 156,915 | 160,225 | 167,277 | 162,140 |
| 売上高 | Net sales | 137,227 | 146,810 | 157,016 | 172,910 | 154,053 |
| 営業利益 | Operating profit | 8,249 | 9,868 | 10,952 | 13,581 | 11,319 |
| 経常利益 | Ordinary profit | 8,835 | 10,400 | 11,561 | 14,201 | 11,937 |
| 経常利益率 (%) | Ordinary profit margin(%) | 6.4% | 7.1% | 7.4% | 8.2% | 7.7% |

1. 連結財務ハイライト(2) Consolidated Financial highlights(2)

親会社株主に帰属する当期純利益

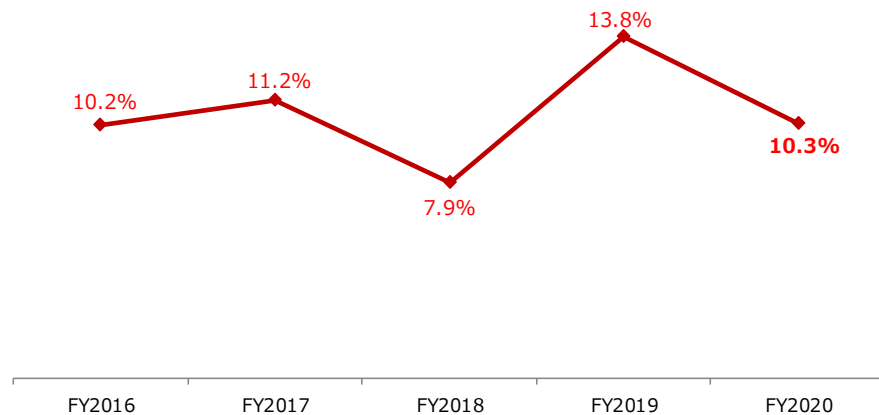
(単位：百万円 Millions of yen)

Profit attributable to owners of parent



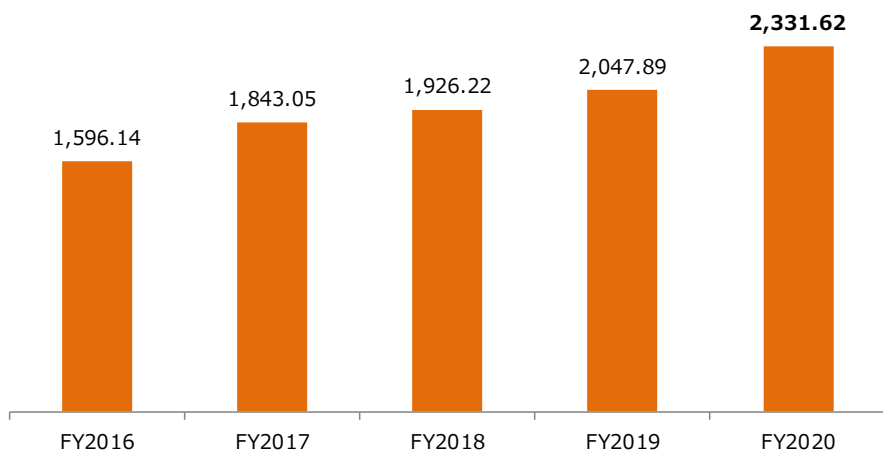
自己資本当期純利益率

ROE (Return on Equity)



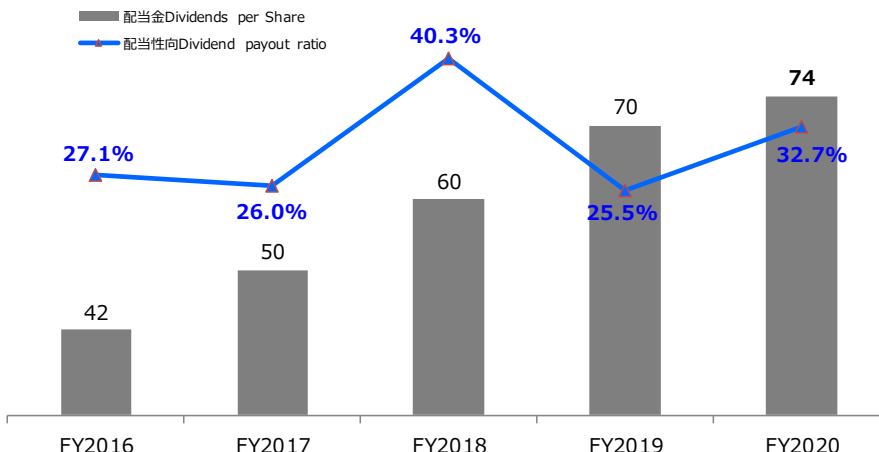
1株当たり純資産 (円)

BPS (Book-value Per Share (Yen))



1株当たり年間配当金 (円) & 配当性向 (%)

Dividends per share(Yen) & Dividend Payout ratio (%)



| | | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|-----------------|---|----------|----------|----------|----------|----------|
| 親会社株主に帰属する当期純利益 | Profit attributable to owners of parent | 5,521 | 6,843 | 5,292 | 9,772 | 8,048 |
| 自己資本当期純利益率 | ROE (Return on Equity) | 10.2% | 11.2% | 7.9% | 13.8% | 10.3% |
| 1株当たり純資産 (円) | Book-value Per Share (Yen) | 1,596.14 | 1,843.05 | 1,926.22 | 2,047.89 | 2,331.62 |
| 1株当たり年間配当金 (円) | Dividends per share (Yen) | 42 | 50 | 60 | 70 | 74 |
| 配当性向 (%) | Dividend payout ratio (%) | 27.1% | 26.0% | 40.3% | 25.5% | 32.7% |

2. 連結貸借対照表 Consolidated Balance Sheets

(単位：百万円 Millions of yen)

| | | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|----------------|---|---------|---------|---------|---------|---------|
| 資産の部 | Assets | | | | | |
| 流動資産 | Current assets | | | | | |
| 現金預金 | Cash and deposits | 14,129 | 15,832 | 24,757 | 30,358 | 39,918 |
| 受取手形・完成工事未収入金等 | Notes receivable, accounts receivable from completed construction contracts and other | 47,862 | 48,531 | 54,242 | 60,697 | 52,849 |
| 未成工事支出金等 | Costs on construction contracts in progress | 2,874 | 2,877 | 2,712 | 3,497 | 2,638 |
| 短期貸付金 | Short-term loans receivable | 16,804 | 21,360 | 13,047 | 13,002 | 13,062 |
| その他 | Other | 2,414 | 1,238 | 2,646 | 1,761 | 1,188 |
| 貸倒引当金 | Allowance for doubtful accounts | (39) | (31) | (24) | (22) | (17) |
| 流動資産合計 | Total current assets | 84,046 | 89,810 | 97,381 | 109,295 | 109,639 |
| 固定資産 | Non-current assets | | | | | |
| 有形固定資産 | Property, plant and equipment | | | | | |
| 建物及び構築物 | Buildings and structures | 7,834 | 7,881 | 9,175 | 7,159 | 7,507 |
| 機械、運搬具及び工具器具備品 | Machinery, vehicles, tools, furniture and fixtures | 3,943 | 4,188 | 4,448 | 4,650 | 5,158 |
| 土地 | Land | 7,610 | 7,621 | 5,411 | 5,217 | 6,517 |
| リース資産 | Leased assets | 263 | 254 | 253 | 470 | 384 |
| 建設仮勘定 | Construction in progress | 71 | 467 | 3 | 51 | 118 |
| 減価償却累計額 | Accumulated depreciation | (8,015) | (8,375) | (9,272) | (7,239) | (7,688) |
| 有形固定資産合計 | Total property, plant and equipment | 11,709 | 12,037 | 10,019 | 10,309 | 11,998 |
| 無形固定資産 | Intangible assets | | | | | |
| のれん | Goodwill | 16 | 11 | 6 | 457 | 350 |
| その他 | Other | 861 | 748 | 691 | 713 | 775 |
| 無形固定資産合計 | Total intangible assets | 878 | 760 | 697 | 1,171 | 1,125 |
| 投資その他の資産 | Investments and other assets | | | | | |
| 投資有価証券 | Investment securities | 14,552 | 19,562 | 19,356 | 14,982 | 20,002 |
| 退職給付に係る資産 | Retirement benefit asset | - | 0 | - | - | 1,409 |
| 繰延税金資産 | Deferred tax assets | 344 | 649 | 585 | 401 | 353 |
| その他 | Other | 3,058 | 2,871 | 2,620 | 2,692 | 2,728 |
| 貸倒引当金 | Allowance for doubtful accounts | (665) | (571) | (503) | (524) | (523) |
| 投資その他の資産合計 | Total investments and other assets | 17,288 | 22,512 | 22,059 | 17,551 | 23,970 |
| 固定資産合計 | Total non-current assets | 29,876 | 35,310 | 32,775 | 29,032 | 37,093 |
| 資産合計 | Total assets | 113,922 | 125,120 | 130,157 | 138,328 | 146,733 |

2. 連結貸借対照表 Consolidated Balance Sheets

(単位：百万円 Millions of yen)

| | | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|---------------|--|---------|---------|---------|---------|---------|
| 負債の部 | Liabilities | | | | | |
| 流動負債 | Current liabilities | | | | | |
| 支払手形・工事未払金等 | Notes payable, accounts payable for construction contracts and other | 33,318 | 31,815 | 35,126 | 38,682 | 33,833 |
| 短期借入金 | Short-term borrowings | 1,924 | 2,079 | 1,919 | 1,783 | 1,876 |
| リース債務 | Lease obligations | 39 | 43 | 42 | 112 | 78 |
| 未払法人税等 | Income taxes payable | 2,234 | 2,046 | 2,158 | 2,023 | 2,401 |
| 未成工事受入金 | Advances received on construction contracts in progress | 3,594 | 4,290 | 4,636 | 5,888 | 6,891 |
| 役員賞与引当金 | Provision for bonuses for directors | 137 | 159 | 173 | 168 | 132 |
| 工事損失引当金 | Provision for loss on construction contracts | 23 | 163 | 94 | 7 | 67 |
| その他 | Other | 4,931 | 7,666 | 7,837 | 7,375 | 8,263 |
| 流動負債合計 | Total current liabilities | 46,205 | 48,265 | 51,988 | 56,041 | 53,544 |
| 固定負債 | Non-current liabilities | | | | | |
| 長期借入金 | Long-term borrowings | 1,257 | 1,101 | 1,091 | 1,104 | 914 |
| リース債務 | Lease obligations | 79 | 90 | 81 | 128 | 55 |
| 役員退職慰労引当金 | Provision for retirement benefits for directors | 395 | 424 | 137 | 165 | 18 |
| 訴訟損失引当金 | Provision for loss on litigation | 53 | 59 | - | - | - |
| 退職給付に係る負債 | Retirement benefit liability | 4,426 | 4,225 | 3,486 | 2,841 | 1,503 |
| 繰延税金負債 | Deferred tax liabilities | 1,999 | 2,550 | 1,484 | 704 | 2,995 |
| その他 | Other | 187 | 206 | 442 | 1,345 | 1,320 |
| 固定負債合計 | Total non-current liabilities | 8,399 | 8,659 | 6,724 | 6,289 | 6,807 |
| 負債合計 | Total liabilities | 54,604 | 56,924 | 58,712 | 62,330 | 60,351 |
| 純資産の部 | Net assets | | | | | |
| 株主資本 | Shareholder's equity | | | | | |
| 資本金 | Share capital | 6,440 | 6,440 | 6,440 | 6,440 | 6,440 |
| 資本剰余金 | Capital surplus | 6,102 | 6,102 | 6,102 | 6,102 | 6,102 |
| 利益剰余金 | Retained earnings | 39,780 | 45,058 | 48,464 | 55,924 | 61,305 |
| 自己株式 | Treasury shares | (32) | (35) | (36) | (38) | (44) |
| 株主資本合計 | Total shareholders' equity | 52,290 | 57,565 | 60,970 | 68,428 | 73,802 |
| その他の包括利益累計額 | Accumulated other comprehensive income | | | | | |
| その他有価証券評価差額金 | Valuation difference on available-for-sale securities | 6,214 | 9,692 | 9,318 | 6,425 | 9,904 |
| 繰延ヘッジ損益 | Deferred gains or losses on hedges | (0) | (0) | (0) | (0) | 0 |
| 為替換算調整勘定 | Foreign currency translation adjustment | (312) | (267) | (108) | (436) | (92) |
| 退職給付に係る調整累計額 | Remeasurements of defined benefit plans | (1,398) | (1,413) | (1,644) | (1,554) | (663) |
| その他の包括利益累計額合計 | Total accumulated other comprehensive income | 4,503 | 8,011 | 7,564 | 4,433 | 9,149 |
| 非支配株主持分 | Non-controlling interests | 2,523 | 2,618 | 2,909 | 3,134 | 3,429 |
| 純資産合計 | Total net assets | 59,318 | 68,196 | 71,444 | 75,997 | 86,381 |
| 負債純資産合計 | Total liabilities and net assets | 113,922 | 125,120 | 130,157 | 138,328 | 146,733 |

3. 連結損益計算書 Consolidated Statements of Income

(単位：百万円 Millions of yen)

| | | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|-----------------|--|---------|---------|---------|---------|---------|
| 売上高 | Net sales | 137,227 | 146,810 | 157,016 | 172,910 | 154,053 |
| 売上原価 | Cost of sales | 120,692 | 128,423 | 137,761 | 150,149 | 133,540 |
| 売上総利益 | Gross profit | 16,534 | 18,387 | 19,254 | 22,761 | 20,513 |
| 販売費及び一般管理費 | Selling, general and administrative expenses | 8,285 | 8,518 | 8,302 | 9,179 | 9,193 |
| 営業利益 | Operating profit | 8,249 | 9,868 | 10,952 | 13,581 | 11,319 |
| 営業外収益 | Non-operating income | | | | | |
| 受取利息 | Interest income | 104 | 97 | 82 | 95 | 84 |
| 受取配当金 | Dividend income | 246 | 280 | 339 | 369 | 382 |
| その他 | Other | 341 | 234 | 285 | 254 | 274 |
| 営業外収益合計 | Total non-operating income | 692 | 612 | 708 | 720 | 741 |
| 営業外費用 | Non-operating expenses | | | | | |
| 支払利息 | Interest expenses | 36 | 36 | 35 | 32 | 27 |
| その他 | Other | 70 | 43 | 63 | 67 | 96 |
| 営業外費用合計 | Total non-operating expenses | 106 | 79 | 99 | 99 | 123 |
| 経常利益 | Ordinary profit | 8,835 | 10,400 | 11,561 | 14,201 | 11,937 |
| 特別利益 | Extraordinary income | | | | | |
| 固定資産売却益 | Gain on sales of non-current assets | - | - | 32 | 721 | - |
| 投資有価証券売却益 | Gain on sales of investment securities | - | - | 52 | 57 | - |
| 特別利益合計 | Total extraordinary income | - | - | 84 | 779 | - |
| 特別損失 | Extraordinary losses | | | | | |
| 投資有価証券評価損 | Loss on valuation of investment securities | - | - | - | 68 | - |
| 投資有価証券売却損 | Loss on sales of investment securities | - | - | - | 27 | - |
| 減損損失 | Impairment loss | 306 | - | 3,412 | 19 | - |
| 特別損失合計 | Total extraordinary losses | 306 | - | 3,412 | 114 | - |
| 税金等調整前当期純利益 | Profit before income taxes | 8,528 | 10,400 | 8,234 | 14,866 | 11,937 |
| 法人税、住民税及び事業税 | Income taxes - current | 2,914 | 3,498 | 3,425 | 3,836 | 3,290 |
| 法人税等調整額 | Income taxes - deferred | (92) | (37) | (746) | 899 | 396 |
| 法人税等合計 | Total income taxes | 2,821 | 3,461 | 2,679 | 4,735 | 3,687 |
| 当期純利益 | Profit | 5,707 | 6,939 | 5,554 | 10,130 | 8,250 |
| 非支配株主に帰属する当期純利益 | Profit attributable to non-controlling interests | 185 | 96 | 262 | 357 | 201 |
| 親会社株主に帰属する当期純利益 | Profit attributable to owners of parent | 5,521 | 6,843 | 5,292 | 9,772 | 8,048 |

4. 連結キャッシュ・フロー計算書 Consolidated Statements of Cash Flows

(単位：百万円 Millions of yen)

| | | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|-------------------------|--|---------|---------|---------|---------|---------|
| 営業活動によるキャッシュ・フロー | Cash flows from operating activities | | | | | |
| 税金等調整前当期純利益 | Profit before income taxes | 8,528 | 10,400 | 8,234 | 14,866 | 11,937 |
| 減価償却費 | Depreciation | 687 | 716 | 717 | 912 | 978 |
| のれん償却額 | Amortization of goodwill | 50 | 5 | 5 | 119 | 115 |
| 減損損失 | Impairment loss | 306 | - | 3,412 | 19 | - |
| 貸倒引当金の増減額（ ）は減少 | Increase (decrease) in allowance for doubtful accounts | (6) | (65) | (87) | 11 | (16) |
| 工事損失引当金の増減額（ ）は減少 | Increase (decrease) in provision for loss on construction contracts | (103) | 140 | (68) | (86) | 58 |
| 役員賞与引当金の増減額（ ）は減少 | Increase (decrease) in provision for bonuses for directors | (70) | 22 | 13 | (4) | (36) |
| 訴訟損失引当金の増減額（ ）は減少 | Increase (decrease) in provision for loss on litigation | 3 | 3 | (59) | - | - |
| 退職給付に係る負債の増減額（ ）は減少 | Increase (decrease) in retirement benefit liability | (234) | (168) | (956) | (496) | (1,792) |
| 受取利息及び受取配当金 | Interest and dividend income | (350) | (377) | (422) | (465) | (467) |
| 支払利息 | Interest expenses | 36 | 36 | 35 | 32 | 27 |
| 為替差損益（ ）は益 | Foreign exchange losses (gains) | (5) | (6) | (2) | (1) | 16 |
| 売上債権の増減額（ ）は増加 | Decrease (increase) in trade receivables | (3,608) | (766) | (5,556) | (6,847) | 8,292 |
| たな卸資産の増減額（ ）は増加 | Decrease (increase) in inventories | (432) | (3) | 165 | (786) | 860 |
| 仕入債務の増減額（ ）は減少 | Increase (decrease) in trade payables | (452) | (1,479) | 3,262 | 3,726 | (5,089) |
| 未成工事受入金の増減額（ ）は減少 | Increase (decrease) in advances received on construction contracts in progress | 417 | 752 | 320 | 1,363 | 874 |
| 未払消費税等の増減額（ ）は減少 | Increase (decrease) in accrued consumption taxes | (1,338) | 2,152 | (822) | (38) | 1,503 |
| その他 | Other, net | 223 | 971 | (263) | 907 | 149 |
| 小計 | Subtotal | 3,650 | 12,334 | 7,925 | 13,230 | 17,412 |
| 利息及び配当金の受取額 | Interest and dividends received | 348 | 377 | 422 | 461 | 472 |
| 利息の支払額 | Interest paid | (37) | (36) | (35) | (32) | (27) |
| 損害賠償金の支払額 | Compensation for damage paid | (171) | - | - | - | - |
| 法人税等の支払額及び還付額（ ）は支払 | Income taxes and paid refund | (3,022) | (3,845) | (3,406) | (4,273) | (2,892) |
| 営業活動によるキャッシュ・フロー | Net cash provided by (used in) operating activities | 767 | 8,829 | 4,905 | 9,386 | 14,965 |

4. 連結キャッシュ・フロー計算書 Consolidated Statements of Cash Flows

(単位：百万円 Millions of yen)

| | | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|----------------------------|---|---------|---------|---------|---------|---------|
| 投資活動によるキャッシュ・フロー | Cash flows from investing activities | | | | | |
| 定期預金の預入による支出 | Payments into time deposits | (91) | - | - | (359) | (326) |
| 定期預金の払入による収入 | Proceeds from withdrawal of time deposits | 169 | - | 349 | 36 | 336 |
| 有形固定資産の取得による支出 | Purchase of property, plant and equipment | (733) | (812) | (1,957) | (1,065) | (2,392) |
| 有形固定資産の売却による収入 | Proceeds from sales of property, plant and equipment | 11 | 18 | 102 | 963 | 2 |
| 無形固定資産の取得による支出 | Purchase of intangible assets | (57) | (32) | (100) | (156) | (315) |
| 投資有価証券の取得による支出 | Purchase of investment securities | (5) | (6) | (292) | (9) | (8) |
| 投資有価証券の売却による収入 | Proceeds from sales of investment securities | - | - | - | 183 | - |
| 事業譲受による支出 | Payments for acquisition of businesses | - | - | - | (850) | - |
| 短期貸付金の純増減額（ ）は増加 | Net decrease (increase) in short-term loans receivable | 2,500 | (4,500) | 8,349 | - | 0 |
| その他 | Other, net | (36) | (127) | 10 | (18) | (68) |
| 投資活動によるキャッシュ・フロー | Net cash provided by (used in) investing activities | 1,756 | (5,460) | 6,460 | (1,275) | (2,771) |
| 財務活動によるキャッシュ・フロー | Cash flows from financing activities | | | | | |
| 短期借入金の純増減額（ ）は減少 | Net increase (decrease) in short-term borrowings | - | 99 | (68) | (17) | - |
| 長期借入れによる収入 | Proceeds from long-term borrowings | 1,440 | 1,229 | 1,285 | 1,195 | 1,080 |
| 長期借入金の返済による支出 | Repayments of long-term borrowings | (954) | (1,329) | (1,385) | (1,297) | (1,178) |
| 社債の償還による支出 | Redemption of bonds | (610) | - | - | - | - |
| 配当金の支払額 | Dividends paid | (1,565) | (1,565) | (1,885) | (2,312) | (2,668) |
| 非支配株主への配当金の支払額 | Dividends paid to non-controlling interests | (97) | (41) | (8) | (50) | (46) |
| 非支配株主からの払込みによる収入 | Proceeds from share issuance to non-controlling shareholders | 20 | - | - | - | - |
| 連結の範囲の変更を伴わない子会社株式の取得による支出 | Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation | (687) | - | - | - | - |
| その他 | Other, net | (61) | (43) | (44) | (142) | (117) |
| 財務活動によるキャッシュ・フロー | Net cash provided by (used in) financing activities | (2,515) | (1,651) | (2,107) | (2,626) | (2,929) |
| 現金及び現金同等物に係る換算差額 | Effect of exchange rate change on cash and cash equivalents | (75) | (28) | 7 | (206) | 290 |
| 現金及び現金同等物の増減額（ ）は減少 | Net increase (decrease) in cash and cash equivalents | (67) | 1,688 | 9,265 | 5,278 | 9,553 |
| 現金及び現金同等物の期首残高 | Cash and cash equivalents at beginning of period | 13,871 | 13,803 | 15,492 | 24,757 | 30,036 |
| 現金及び現金同等物の期末残高 | Cash and cash equivalents at end of period | 13,803 | 15,492 | 24,757 | 30,036 | 39,589 |

5. セグメント情報 Segment information

・売上高 Net Sales

(単位：百万円 Millions of yen)

| | | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|-------------|-------------------------------|----------------|----------------|----------------|----------------|----------------|
| 設備工事業 | Utilities Engineering Service | 127,223 | 138,065 | 148,518 | 164,047 | 145,776 |
| その他事業 | Others | 10,749 | 9,781 | 9,355 | 9,695 | 8,836 |
| 消去又は全社 | Eliminations/Corporate | (745) | (1,036) | (857) | (832) | (559) |
| 連結合計 | Consolidated Total | 137,227 | 146,810 | 157,016 | 172,910 | 154,053 |

・営業利益 Operating Profit

(単位：百万円 Millions of yen)

| | | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|-------------|-------------------------------|--------------|--------------|---------------|---------------|---------------|
| 設備工事業 | Utilities Engineering Service | 7,926 | 9,517 | 10,533 | 13,098 | 10,922 |
| その他事業 | Others | 321 | 348 | 417 | 480 | 395 |
| 消去又は全社 | Eliminations/Corporate | 1 | 1 | 1 | 2 | 0 |
| 連結合計 | Consolidated Total | 8,249 | 9,868 | 10,952 | 13,581 | 11,319 |

・資産 Total Assets

(単位：百万円 Millions of yen)

| | | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|-------------|-------------------------------|----------------|----------------|----------------|----------------|----------------|
| 設備工事業 | Utilities Engineering Service | 101,358 | 111,537 | 106,435 | 111,117 | 111,123 |
| その他事業 | Others | 5,734 | 5,357 | 5,791 | 5,694 | 5,816 |
| 消去又は全社 | Eliminations/Corporate | 6,830 | 8,225 | 17,929 | 21,515 | 29,792 |
| 連結合計 | Consolidated Total | 113,922 | 125,120 | 130,157 | 138,328 | 146,733 |

・減価償却費・のれんの償却額 Depreciation and Amortization of Goodwill

(単位：百万円 Millions of yen)

| | | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|-------------|-------------------------------|------------|------------|------------|--------------|--------------|
| 設備工事業 | Utilities Engineering Service | 681 | 668 | 670 | 983 | 1,048 |
| その他事業 | Others | 55 | 53 | 52 | 49 | 44 |
| 連結合計 | Consolidated Total | 737 | 722 | 722 | 1,032 | 1,093 |

・減損損失 Impairment Loss

(単位：百万円 Millions of yen)

| | | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|-------------|-------------------------------|------------|----------|--------------|-----------|----------|
| 設備工事業 | Utilities Engineering Service | 306 | - | 3,412 | 17 | - |
| その他事業 | Others | - | - | - | 1 | - |
| 連結合計 | Consolidated Total | 306 | - | 3,412 | 19 | - |

・有形固定資産及び無形固定資産の増加額 Increase in Property, Plant, Equipment and Intangible Assets

(単位：百万円 Millions of yen)

| | | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|-------------|-------------------------------|------------|------------|--------------|--------------|--------------|
| 設備工事業 | Utilities Engineering Service | 706 | 933 | 2,087 | 2,102 | 2,678 |
| その他事業 | Others | 23 | 5 | 21 | 18 | 29 |
| 連結合計 | Consolidated Total | 729 | 939 | 2,109 | 2,121 | 2,708 |

6. 連結工事種別受注高・売上高・期末手持工事高 Consolidated Orders Received/Net Sales/Backlog of Orders by Works Type

・受注高 Orders Received

(単位：百万円 Millions of yen)

| 工事種別 | Works type | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|-----------|------------------------------------|----------------|----------------|----------------|----------------|----------------|
| 設備工事業 | Utilities Engineering Service | 134,294 | 148,166 | 151,706 | 158,391 | 153,854 |
| 電力工事 | Power Transmission Works | 16,908 | 24,551 | 19,952 | 22,050 | 18,609 |
| 一般電気工事 | General Electrical Works | 89,261 | 91,924 | 98,249 | 95,267 | 93,414 |
| 情報通信工事 | Information & Communications Works | 18,480 | 20,737 | 21,447 | 29,419 | 32,109 |
| プラント・空調工事 | Plant & HVAC Works | 9,643 | 10,953 | 12,057 | 11,653 | 9,720 |
| その他事業 | Others | 10,076 | 8,748 | 8,518 | 8,886 | 8,285 |
| 合計 | Total | 144,371 | 156,915 | 160,225 | 167,277 | 162,140 |

・売上高 Net Sales

(単位：百万円 Millions of yen)

| 工事種別 | Works type | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|-----------|------------------------------------|----------------|----------------|----------------|----------------|----------------|
| 設備工事業 | Utilities Engineering Service | 127,150 | 138,062 | 148,497 | 164,024 | 145,767 |
| 電力工事 | Power Transmission Works | 15,349 | 19,194 | 19,828 | 22,012 | 20,941 |
| 一般電気工事 | General Electrical Works | 86,228 | 89,130 | 97,034 | 103,582 | 87,097 |
| 情報通信工事 | Information & Communications Works | 17,243 | 19,940 | 20,672 | 26,377 | 27,652 |
| プラント・空調工事 | Plant & HVAC Works | 8,328 | 9,796 | 10,961 | 12,051 | 10,075 |
| その他事業 | Others | 10,076 | 8,748 | 8,518 | 8,886 | 8,285 |
| 合計 | Total | 137,227 | 146,810 | 157,016 | 172,910 | 154,053 |

・期末手持高 Backlog of Orders

(単位：百万円 Millions of yen)

| 工事種別 | Works type | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|-----------|------------------------------------|---------------|---------------|---------------|---------------|---------------|
| 電力工事 | Power Transmission Works | 12,475 | 17,832 | 17,955 | 17,994 | 15,661 |
| 一般電気工事 | General Electrical Works | 59,083 | 61,876 | 63,091 | 54,777 | 61,094 |
| 情報通信工事 | Information & Communications Works | 6,211 | 7,008 | 7,783 | 10,825 | 15,281 |
| プラント・空調工事 | Plant & HVAC Works | 3,793 | 4,950 | 6,046 | 5,648 | 5,293 |
| 合計 | Total | 81,564 | 91,668 | 94,877 | 89,244 | 97,331 |

7.海外売上高 Overseas Net Sales

海外売上高 Overseas Net Sales

(単位：百万円 Millions of yen)

| 地域別 | Region | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 |
|-------------|----------------------------|---------------|---------------|---------------|---------------|---------------|
| 日本 | Japan | 117,821 | 124,306 | 133,332 | 148,423 | 134,165 |
| アジア | Asia | 19,255 | 22,043 | 23,584 | 24,369 | 19,833 |
| その他 | Others | 150 | 460 | 99 | 117 | 55 |
| 海外計 | Overseas total | 19,405 | 22,503 | 23,683 | 24,486 | 19,888 |
| 合計 | Total | 137,227 | 146,810 | 157,016 | 172,910 | 154,053 |
| 海外比率 | Overseas Proportion | 14.1% | 15.3% | 15.1% | 14.2% | 12.9% |