

Nine Months  
Ended  
December 31,  
2023

# Reference Documents for Financial Results January 31, 2024



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**KANDENKO**

## (1) Financial Results for the Nine Months Ended December 31, 2023

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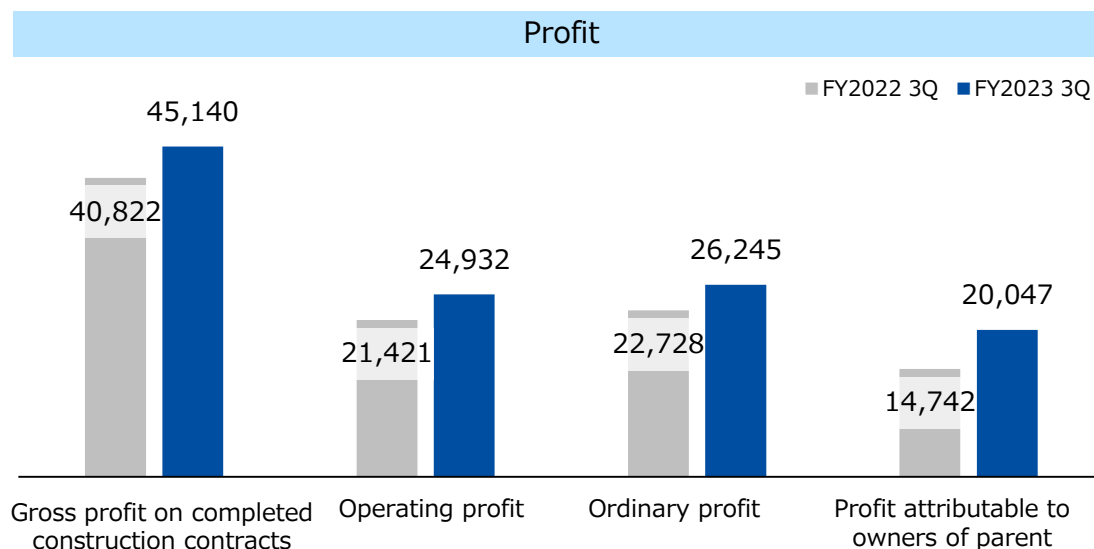
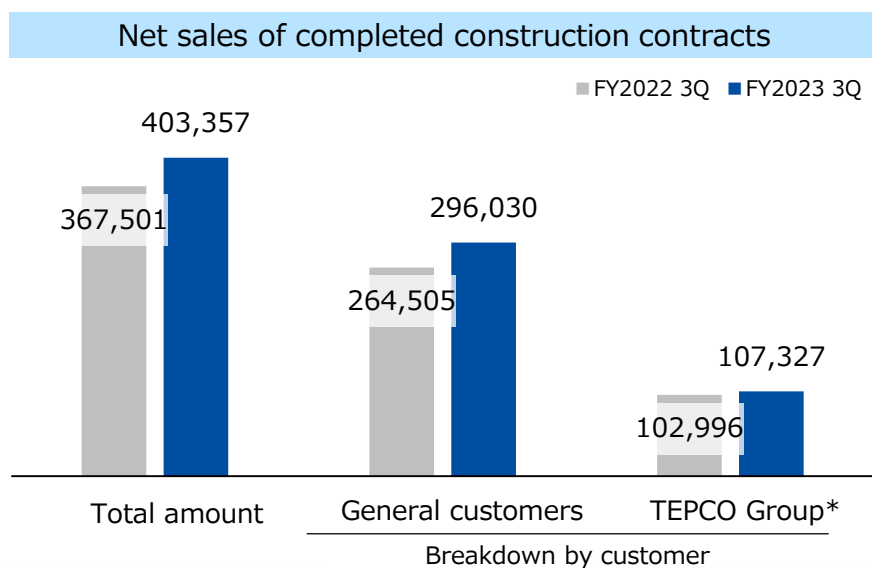
# **(1) Financial Results for the Nine Months Ended December 31, 2023**

# (1) Consolidated P/L

(Millions of yen)

	FY2022 3Q		FY2023 3Q		YoY	
	Amount	Composition ratio	Amount	Composition ratio	Change	%
Net sales of completed construction contracts	367,501	100.0%	403,357	100.0%	35,855	109.8%
(Breakdown by customer)						
General customers	264,505	72.0%	296,030	73.4%	31,524	111.9%
TEPCO Group*	102,996	28.0%	107,327	26.6%	4,331	104.2%
Gross profit on completed construction contracts	40,822	11.1%	45,140	11.2%	4,317	110.6%
Selling, general and administrative expenses	19,400	5.3%	20,207	5.0%	806	104.2%
Operating profit	21,421	5.8%	24,932	6.2%	3,511	116.4%
Ordinary profit	22,728	6.2%	26,245	6.5%	3,517	115.5%
Profit attributable to owners of parent	14,742	4.0%	20,047	5.0%	5,305	136.0%

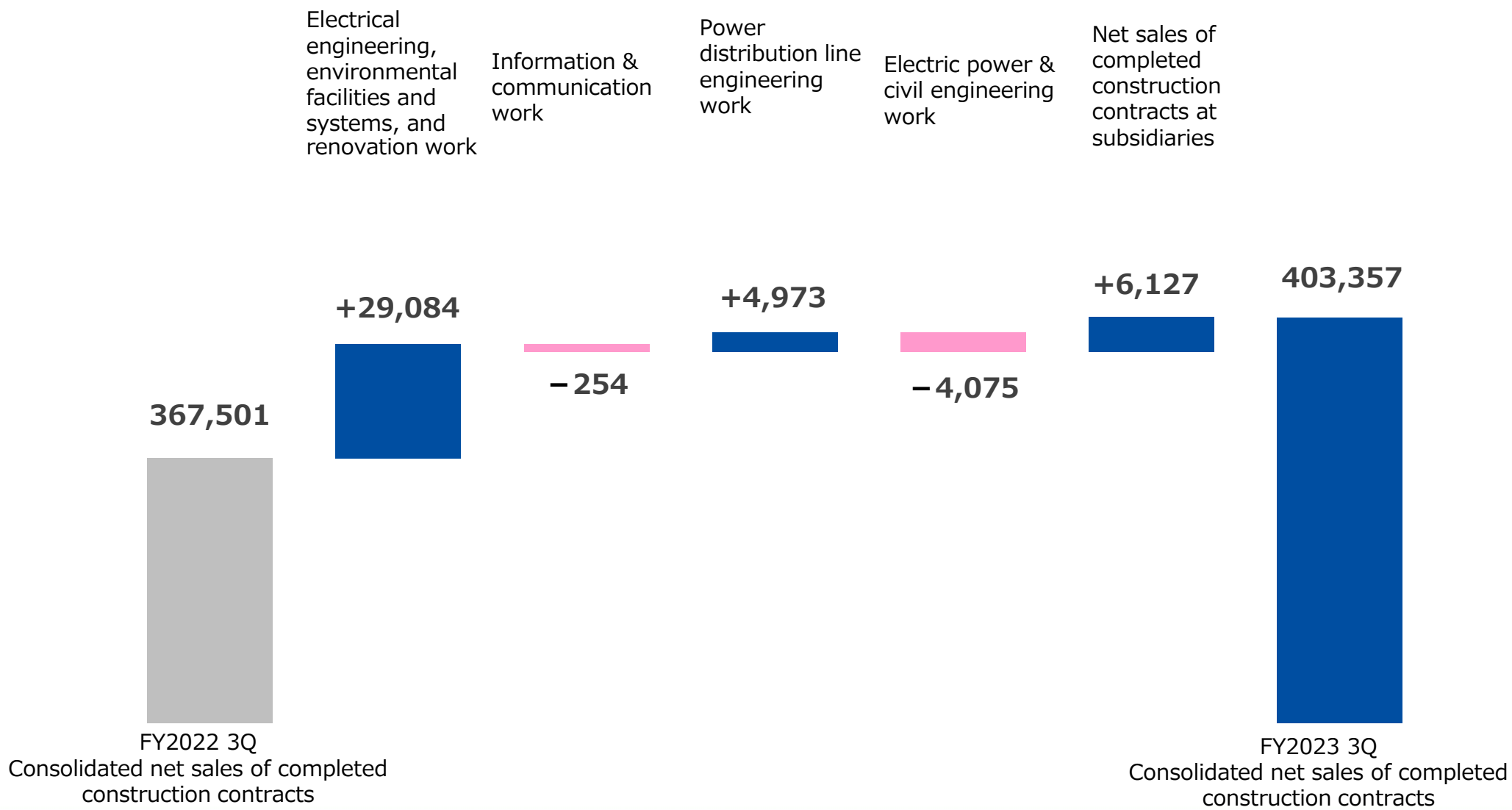
\*TEPCO Group: Tokyo Electric Power Company Holdings, Inc., TEPCO Fuel & Power, Inc., TEPCO Power Grid, Inc., TEPCO Energy Partner, Inc., TEPCO Renewable Power, Inc.



# (1) Factors for year-on-year changes in netsales of completed construction contracts (consolidated)

(Millions of yen)

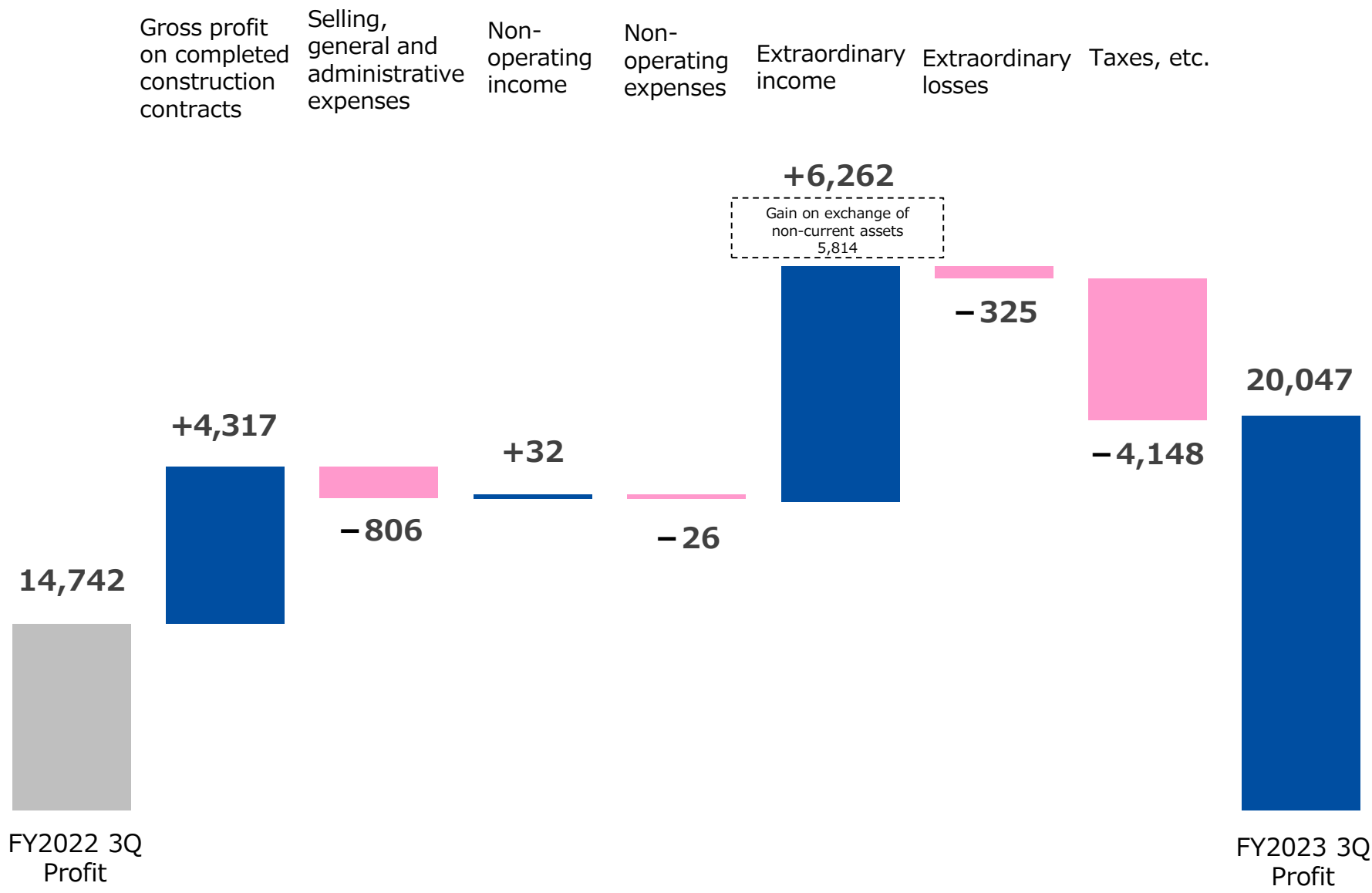
Consolidated: factors for changes in net sales of completed construction contracts



# (1) Factors for year-on-year changes in profit (consolidated)

(Millions of yen)

## Factors for changes in profit attributable to owners of parent



# (1) Financial position (consolidated/non-consolidated)

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(Millions of yen)

Consolidated	End of FY2022	FY2023 3Q	Change
	Amount	Amount	
Total assets	487,828	520,600	32,772
Total liabilities	179,370	191,608	12,237
Total net assets	308,457	328,992	20,535
Equity	298,398	317,552	19,154
Equity ratio	61.2%	61.0%	—

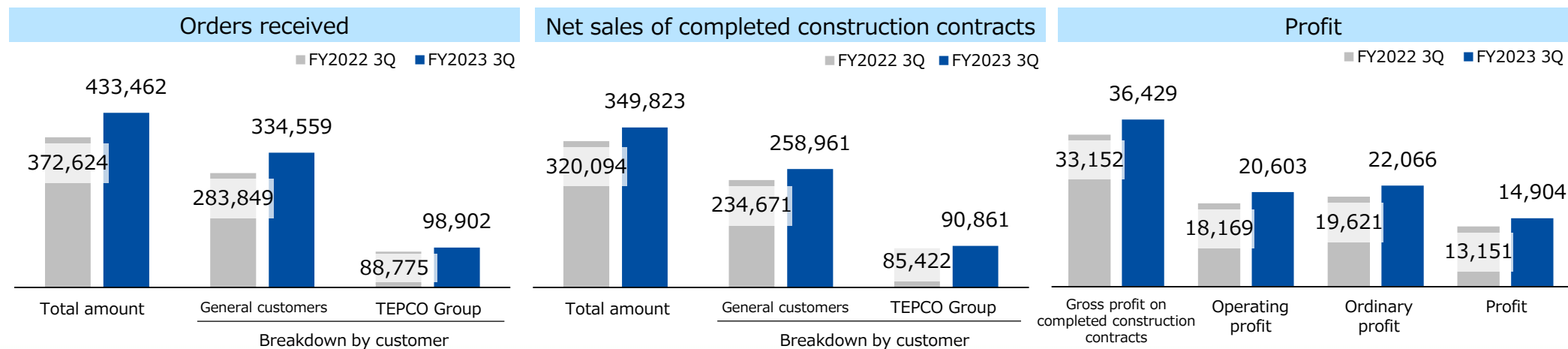
Non-consolidated	End of FY2022	FY2023 3Q	Change
	Amount	Amount	
Total assets	423,191	447,454	24,262
Total liabilities	159,159	168,461	9,301
Total net assets	264,032	278,992	14,960
Equity ratio	62.4%	62.4%	—

# (1) Non-consolidated P/L

(Millions of yen)

	FY2022 3Q		FY2023 3Q		YoY	
	Amount	Composition ratio	Amount	Composition ratio	Change	%
Orders received	372,624	100.0%	433,462	100.0%	60,837	116.3%
(Breakdown by customer)						
General customers	283,849	76.2%	334,559	77.2%	50,710	117.9%
TEPCO Group*	88,775	23.8%	98,902	22.8%	10,127	111.4%
Net sales of completed construction contracts	320,094	100.0%	349,823	100.0%	29,728	109.3%
(Breakdown by customer)						
General customers	234,671	73.3%	258,961	74.0%	24,290	110.4%
TEPCO Group*	85,422	26.7%	90,861	26.0%	5,438	106.4%
Gross profit on completed construction contracts	33,152	10.4%	36,429	10.4%	3,277	109.9%
Selling, general and administrative expenses	14,982	4.7%	15,826	4.5%	843	105.6%
Operating profit	18,169	5.7%	20,603	5.9%	2,433	113.4%
Ordinary profit	19,621	6.1%	22,066	6.3%	2,444	112.5%
Profit	13,151	4.1%	14,904	4.3%	1,752	113.3%
Earnings per share	64.37 yen		72.93 yen			

\*TEPCO Group: Tokyo Electric Power Company Holdings, Inc., TEPCO Fuel & Power, Inc., TEPCO Power Grid, Inc., TEPCO Energy Partner, Inc., TEPCO Renewable Power, Inc.

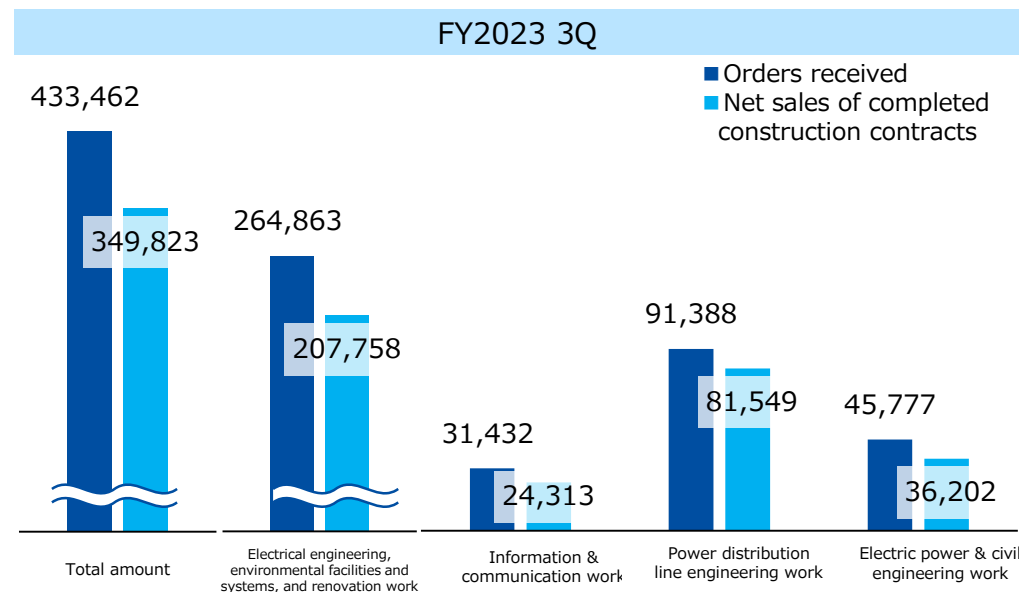
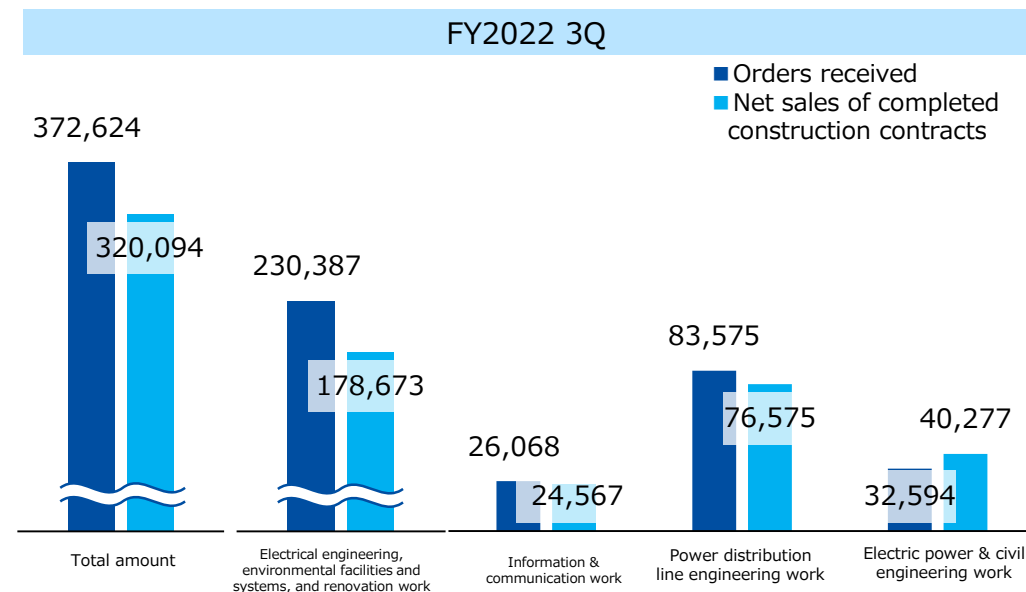




# (1) Comparison of orders received and net sales of completed construction contracts (non-consolidated)

(Millions of yen)

	FY2022 3Q		FY2023 3Q		YoY	
	Amount	Composition ratio	Amount	Composition ratio	Change	%
Orders received	372,624	100.0%	433,462	100.0%	60,837	116.3%
Electrical engineering, environmental facilities and systems, and renovation work	230,387	61.8%	264,863	61.1%	34,476	115.0%
Information & communication work	26,068	7.0%	31,432	7.2%	5,363	120.6%
Power distribution line engineering work	83,575	22.4%	91,388	21.1%	7,813	109.3%
Electric power & civil engineering work	32,594	8.8%	45,777	10.6%	13,183	140.4%
Net sales of completed construction contracts	320,094	100.0%	349,823	100.0%	29,728	109.3%
Electrical engineering, environmental facilities and systems, and renovation work	178,673	55.8%	207,758	59.4%	29,084	116.3%
Information & communication work	24,567	7.7%	24,313	7.0%	(254)	99.0%
Power distribution line engineering work	76,575	23.9%	81,549	23.3%	4,973	106.5%
Electric power & civil engineering work	40,277	12.6%	36,202	10.3%	(4,075)	89.9%



# (1) Electrical engineering, environmental facilities and systems, and renovation work

(Millions of yen)

Orders received		FY2022 3Q		FY2023 3Q		YoY	
		Amount	Composition ratio	Amount	Composition ratio	Change	%
Breakdown by construction type	Electrical engineering	214,377	93.1%	247,606	93.5%	33,228	115.5%
	Environmental facilities and systems, and renovation	16,009	6.9%	17,256	6.5%	1,247	107.8%
	<b>Total</b>	<b>230,387</b>	<b>100.0%</b>	<b>264,863</b>	<b>100.0%</b>	<b>34,476</b>	<b>115.0%</b>

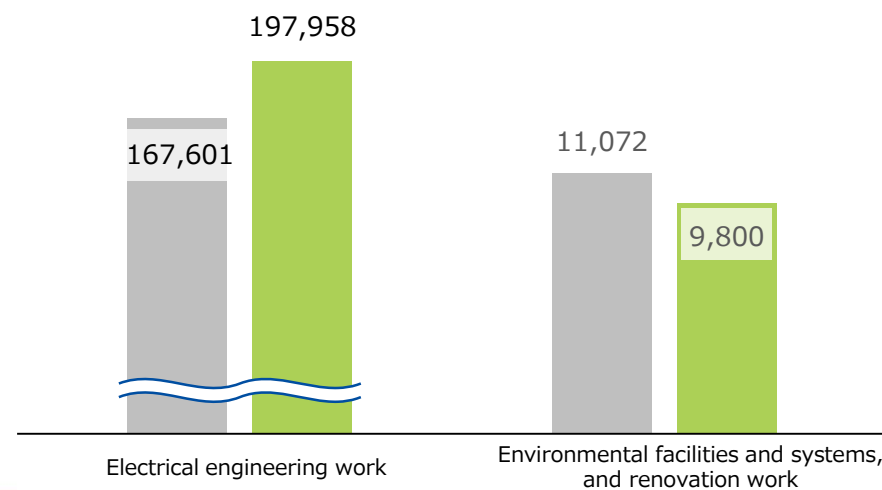
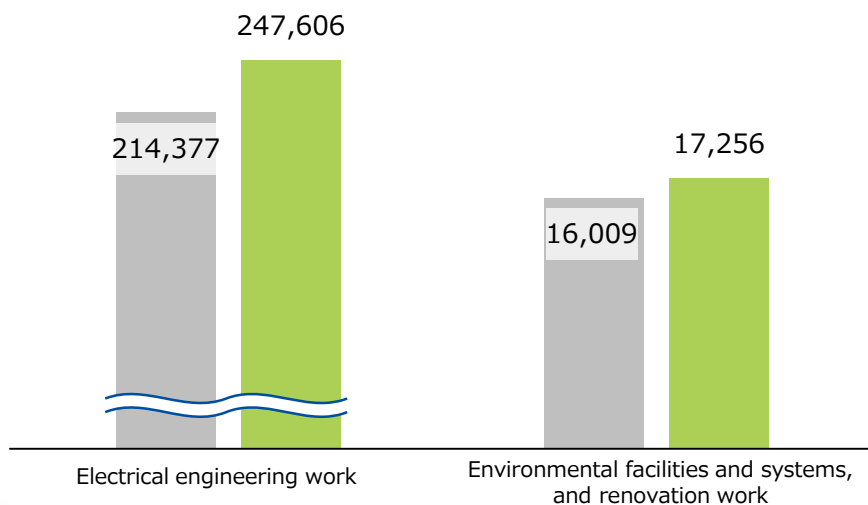
Net sales of completed construction contracts		FY2022 3Q		FY2023 3Q		YoY	
		Amount	Composition ratio	Amount	Composition ratio	Change	%
Breakdown by construction type	Electrical engineering	167,601	93.8%	197,958	95.3%	30,357	118.1%
	Environmental facilities and systems, and renovation	11,072	6.2%	9,800	4.7%	(1,272)	88.5%
	<b>Total</b>	<b>178,673</b>	<b>100.0%</b>	<b>207,758</b>	<b>100.0%</b>	<b>29,084</b>	<b>116.3%</b>

Orders received

Net sales of completed construction contracts

■ FY2022 3Q ■ FY2023 3Q

■ FY2022 3Q ■ FY2023 3Q



# (1) Electrical engineering, environmental facilities and systems, and renovation work

① By order type, new construction/renewal, region

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(Millions of yen)

Orders received		FY2019 3Q	FY2020 3Q	FY2021 3Q	FY2022 3Q	FY2023 3Q	Net sales of completed construction contracts		FY2019 3Q	FY2020 3Q	FY2021 3Q	FY2022 3Q	FY2023 3Q
Breakdown by order type	Prime contractors	79,596	76,423	79,588	96,731	120,799	Breakdown by order type	Prime contractors	78,777	76,843	80,886	80,946	91,771
	Sub-contractors	118,400	106,801	118,099	133,655	144,063		Sub-contractors	129,010	100,391	78,114	97,727	115,986
	<b>Total</b>	<b>197,996</b>	<b>183,225</b>	<b>197,687</b>	<b>230,387</b>	<b>264,863</b>		<b>Total</b>	<b>207,788</b>	<b>177,235</b>	<b>159,000</b>	<b>178,673</b>	<b>207,758</b>
Breakdown by new construction/renewal	New construction	91,832	80,498	98,560	113,906	137,724	Breakdown by new construction/renewal	New construction	112,244	93,735	69,307	93,007	113,843
	Renewal	106,163	102,727	99,127	116,480	127,138		Renewal	95,544	83,500	89,693	85,666	93,914
	<b>Total</b>	<b>197,996</b>	<b>183,225</b>	<b>197,687</b>	<b>230,387</b>	<b>264,863</b>		<b>Total</b>	<b>207,788</b>	<b>177,235</b>	<b>159,000</b>	<b>178,673</b>	<b>207,758</b>
Breakdown by region	East Japan	39,881	43,320	47,311	45,672	62,365	Breakdown by region	East Japan	47,834	37,415	36,772	39,193	52,351
	Tokyo metropolitan	113,384	113,796	107,400	123,835	147,234		Tokyo metropolitan	136,071	110,150	95,825	101,236	107,723
	West Japan	39,443	22,979	37,352	56,103	36,272		West Japan	22,252	27,922	23,552	34,505	41,291
	Overseas	5,287	3,128	5,623	4,776	18,989		Overseas	1,629	1,747	2,850	3,738	6,392
	<b>Total</b>	<b>197,996</b>	<b>183,225</b>	<b>197,687</b>	<b>230,387</b>	<b>264,863</b>		<b>Total</b>	<b>207,788</b>	<b>177,235</b>	<b>159,000</b>	<b>178,673</b>	<b>207,758</b>

\*East Japan: Yamanashi Prefecture, Shizuoka Prefecture, Niigata Prefecture, and north of northern Kanto

Tokyo metropolitan: Tokyo, Kanagawa Prefecture, Chiba Prefecture, Saitama Prefecture

West Japan: Chubu and west of Kansai

# (1) Electrical engineering, environmental facilities and systems, and renovation work

## ② By building use

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(Millions of yen)

Orders received		FY2019 3Q	FY2020 3Q	FY2021 3Q	FY2022 3Q	FY2023 3Q	Net sales of completed construction contracts		FY2019 3Q	FY2020 3Q	FY2021 3Q	FY2022 3Q	FY2023 3Q
Break-down by building use	Offices and government buildings	69,633	72,277	75,709	84,777	93,111	Break-down by building use	Offices and government buildings	70,266	62,476	57,840	72,663	82,387
	Stores	10,128	6,408	6,917	7,533	12,089		Stores	22,817	13,135	7,046	4,494	4,941
	Entertainment facilities	22,392	23,204	10,273	16,002	26,498		Entertainment facilities	24,895	18,630	16,852	10,284	13,850
	Educational and cultural facilities	17,115	17,273	16,811	17,803	24,777		Educational and cultural facilities	12,056	15,764	14,244	18,335	13,361
	Medical and welfare facilities	8,940	3,810	10,441	6,899	11,673		Medical and welfare facilities	7,605	5,020	6,558	4,929	9,313
	Factories	45,053	28,402	51,929	67,496	54,866		Factories	34,600	36,216	33,200	42,492	55,642
	Distribution facilities	6,246	5,725	3,494	4,527	3,202		Distribution facilities	3,336	3,628	4,414	6,034	4,170
	Others	18,486	26,123	22,109	25,347	38,644		Others	32,211	22,363	18,843	19,438	24,091
<b>Total</b>	<b>197,996</b>	<b>183,225</b>	<b>197,687</b>	<b>230,387</b>	<b>264,863</b>	<b>Total</b>	<b>207,788</b>	<b>177,235</b>	<b>159,000</b>	<b>178,673</b>	<b>207,758</b>		

# (1) Information & communication work

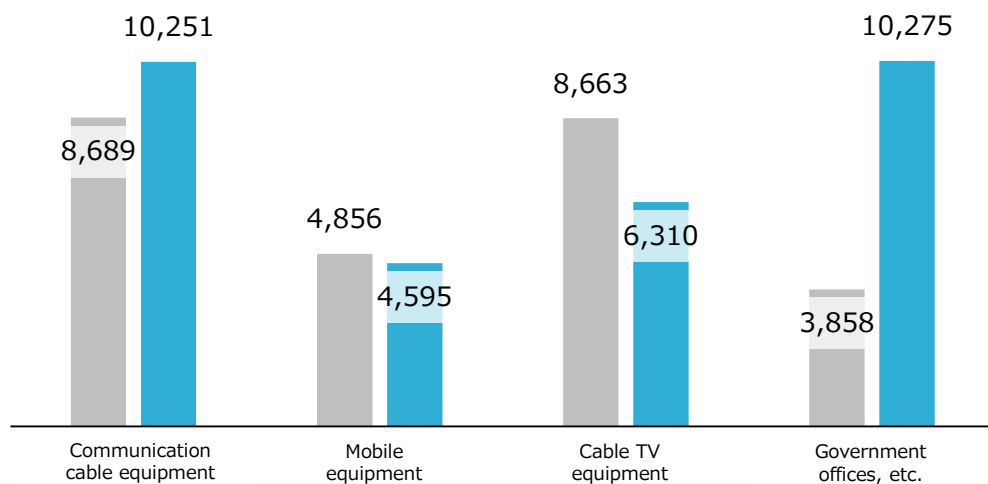
(Millions of yen)

Orders received	FY2022 3Q		FY2023 3Q		YoY	
	Amount	Composition ratio	Amount	Composition ratio	Change	%
Communication cable equipment	8,689	33.3%	10,251	32.6%	1,561	118.0%
Mobile equipment	4,856	18.6%	4,595	14.6%	(260)	94.6%
Cable TV equipment	8,663	33.3%	6,310	20.1%	(2,353)	72.8%
Government offices, etc.	3,858	14.8%	10,275	32.7%	6,416	266.3%
<b>Total</b>	<b>26,068</b>	<b>100.0%</b>	<b>31,432</b>	<b>100.0%</b>	<b>5,363</b>	<b>120.6%</b>

Net sales of completed construction contracts	FY2022 3Q		FY2023 3Q		YoY	
	Amount	Composition ratio	Amount	Composition ratio	Change	%
Communication cable equipment	7,817	31.8%	8,572	35.3%	754	109.7%
Mobile equipment	5,306	21.6%	4,719	19.4%	(587)	88.9%
Cable TV equipment	8,280	33.7%	7,681	31.6%	(599)	92.8%
Government offices, etc.	3,162	12.9%	3,339	13.7%	177	105.6%
<b>Total</b>	<b>24,567</b>	<b>100.0%</b>	<b>24,313</b>	<b>100.0%</b>	<b>(254)</b>	<b>99.0%</b>

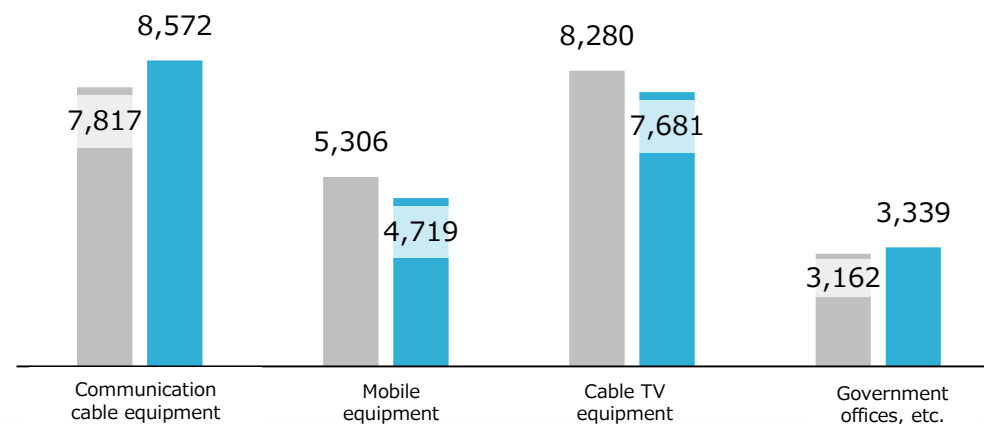
Orders received

■ FY2022 3Q ■ FY2023 3Q



Net sales of completed construction contracts

■ FY2022 3Q ■ FY2023 3Q



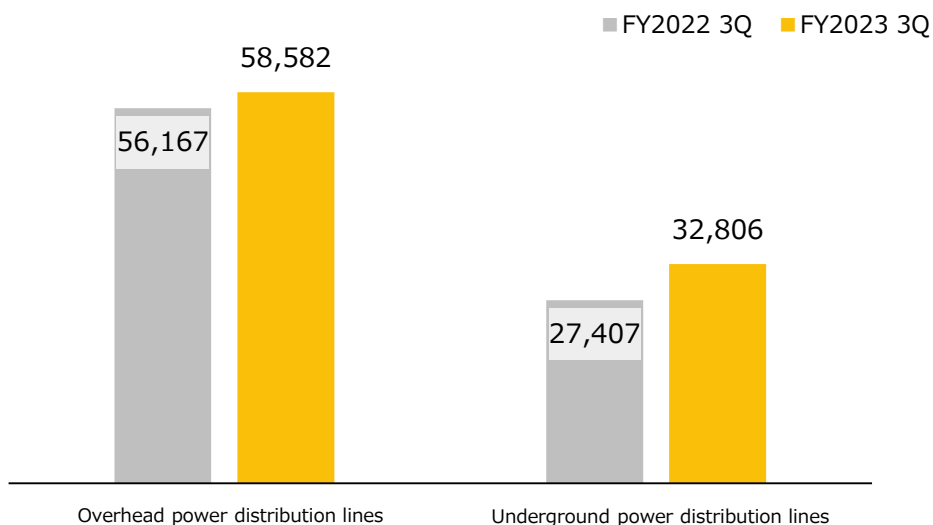
# (1) Power distribution line engineering work

(Millions of yen)

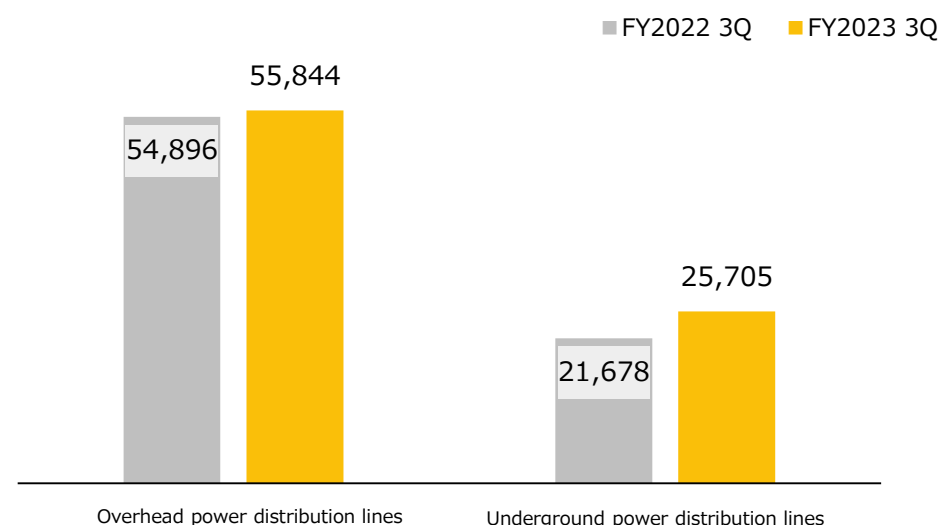
Orders received	FY2022 3Q		FY2023 3Q		YoY	
	Amount	Composition ratio	Amount	Composition ratio	Change	%
Overhead power distribution lines	56,167	67.2%	58,582	64.1%	2,414	104.3%
Underground power distribution lines	27,407	32.8%	32,806	35.9%	5,398	119.7%
<b>Total</b>	<b>83,575</b>	<b>100.0%</b>	<b>91,388</b>	<b>100.0%</b>	<b>7,813</b>	<b>109.3%</b>

Net sales of completed construction contracts	FY2022 3Q		FY2023 3Q		YoY	
	Amount	Composition ratio	Amount	Composition ratio	Change	%
Overhead power distribution lines	54,896	71.7%	55,844	68.5%	947	101.7%
Underground power distribution lines	21,678	28.3%	25,705	31.5%	4,026	118.6%
<b>Total</b>	<b>76,575</b>	<b>100.0%</b>	<b>81,549</b>	<b>100.0%</b>	<b>4,973</b>	<b>106.5%</b>

Orders received



Net sales of completed construction contracts



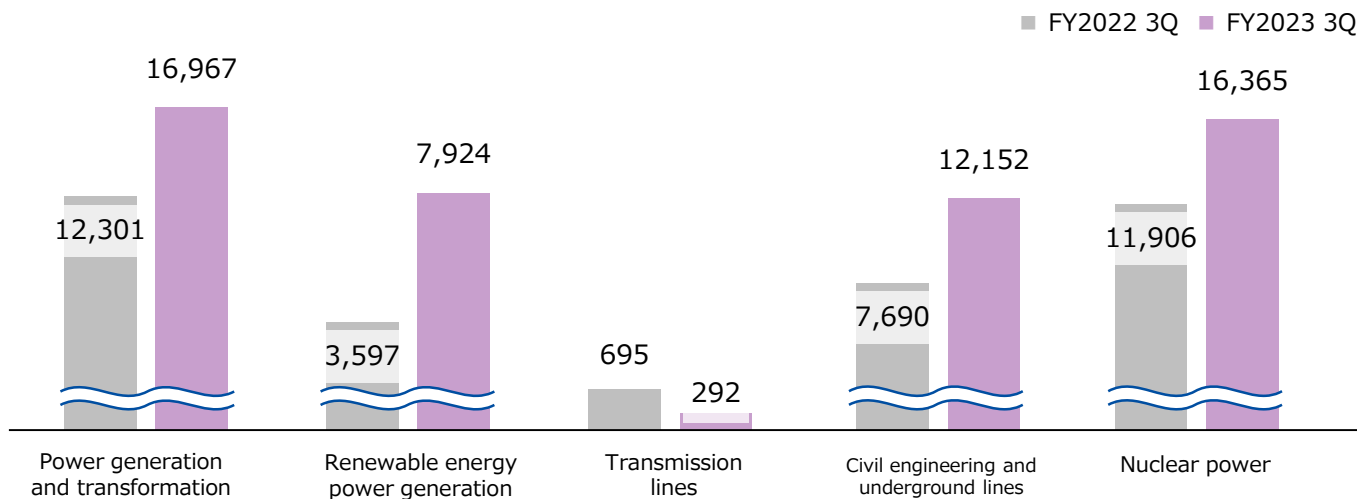
# (1) Electric power & civil engineering work

(Millions of yen)

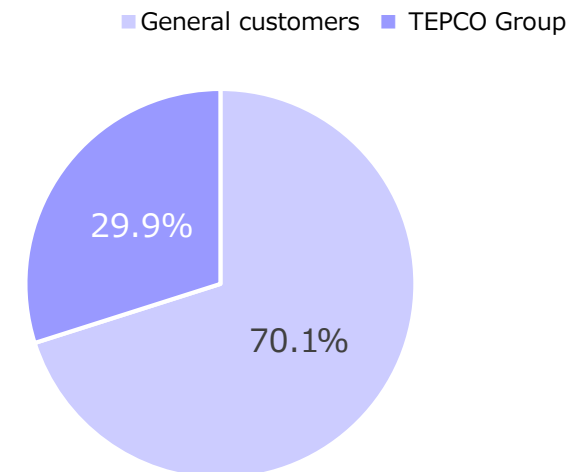
Orders received		FY2022 3Q		FY2023 3Q		YoY	
		Amount	Composition ratio	Amount	Composition ratio	Change	%
Breakdown by construction type	Power generation and transformation	12,301	37.8%	16,967	37.1%	4,666	137.9%
	Renewable energy power generation	3,597	11.0%	7,924	17.3%	4,326	220.3%
	Transmission lines	695	2.1%	292	0.6%	(403)	42.0%
	Civil engineering and underground lines	7,690	23.6%	12,152	26.5%	4,461	158.0%
	Nuclear power	11,906	36.5%	16,365	35.8%	4,459	137.5%
	<b>Total</b>	<b>32,594</b>	<b>100.0%</b>	<b>45,777</b>	<b>100.0%</b>	<b>13,183</b>	<b>140.4%</b>
Breakdown by customer	General customers	21,873	67.1%	32,087	70.1%	10,213	146.7%
	TEPCO Group*	10,720	32.9%	13,690	29.9%	2,970	127.7%
	<b>Total</b>	<b>32,594</b>	<b>100.0%</b>	<b>45,777</b>	<b>100.0%</b>	<b>13,183</b>	<b>140.4%</b>

\*TEPCO Group: Tokyo Electric Power Company Holdings, Inc., TEPCO Fuel & Power, Inc., TEPCO Power Grid, Inc., TEPCO Energy Partner, Inc., TEPCO Renewable Power, Inc.

Orders received (Breakdown by construction type)



Orders received (FY2023 3Q composition ratio by customer)



# (1) Electric power & civil engineering work

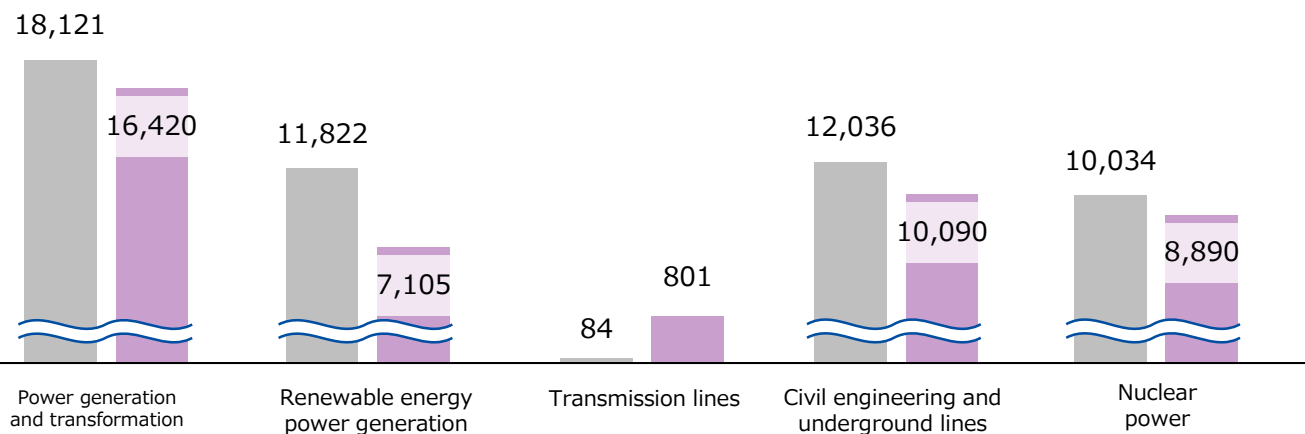
(Millions of yen)

Net sales of completed construction contracts		FY2022 3Q		FY2023 3Q		YoY	
		Amount	Composition ratio	Amount	Composition ratio	Change	%
Breakdown by construction type	Power generation and transformation	18,121	45.0%	16,420	45.4%	(1,701)	90.6%
	Renewable energy power generation	11,822	29.4%	7,105	19.6%	(4,716)	60.1%
	Transmission lines	84	0.2%	801	2.2%	717	949.6%
	Civil engineering and underground lines	12,036	29.9%	10,090	27.9%	(1,946)	83.8%
	Nuclear power	10,034	24.9%	8,890	24.5%	(1,144)	88.6%
	<b>Total</b>	<b>40,277</b>	<b>100.0%</b>	<b>36,202</b>	<b>100.0%</b>	<b>(4,075)</b>	<b>89.9%</b>
Breakdown by customer	General customers	28,519	70.8%	23,456	64.8%	(5,063)	82.2%
	TEPCO Group*	11,758	29.2%	12,746	35.2%	988	108.4%
	<b>Total</b>	<b>40,277</b>	<b>100.0%</b>	<b>36,202</b>	<b>100.0%</b>	<b>(4,075)</b>	<b>89.9%</b>

\*TEPCO Group: Tokyo Electric Power Company Holdings, Inc., TEPCO Fuel & Power, Inc., TEPCO Power Grid, Inc., TEPCO Energy Partner, Inc., TEPCO Renewable Power, Inc.

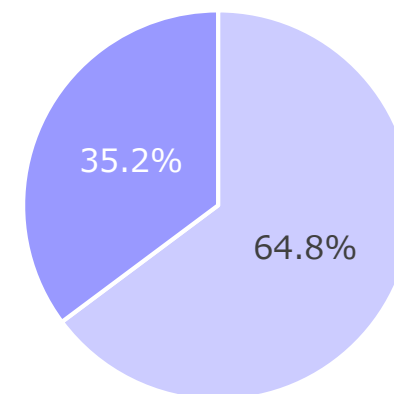
Net sales of completed construction contracts (Breakdown by construction type)

■ FY2022 3Q ■ FY2023 3Q



Net sales of completed construction contracts (FY2023 3Q composition ratio by customer)

■ General customers ■ TEPCO Group





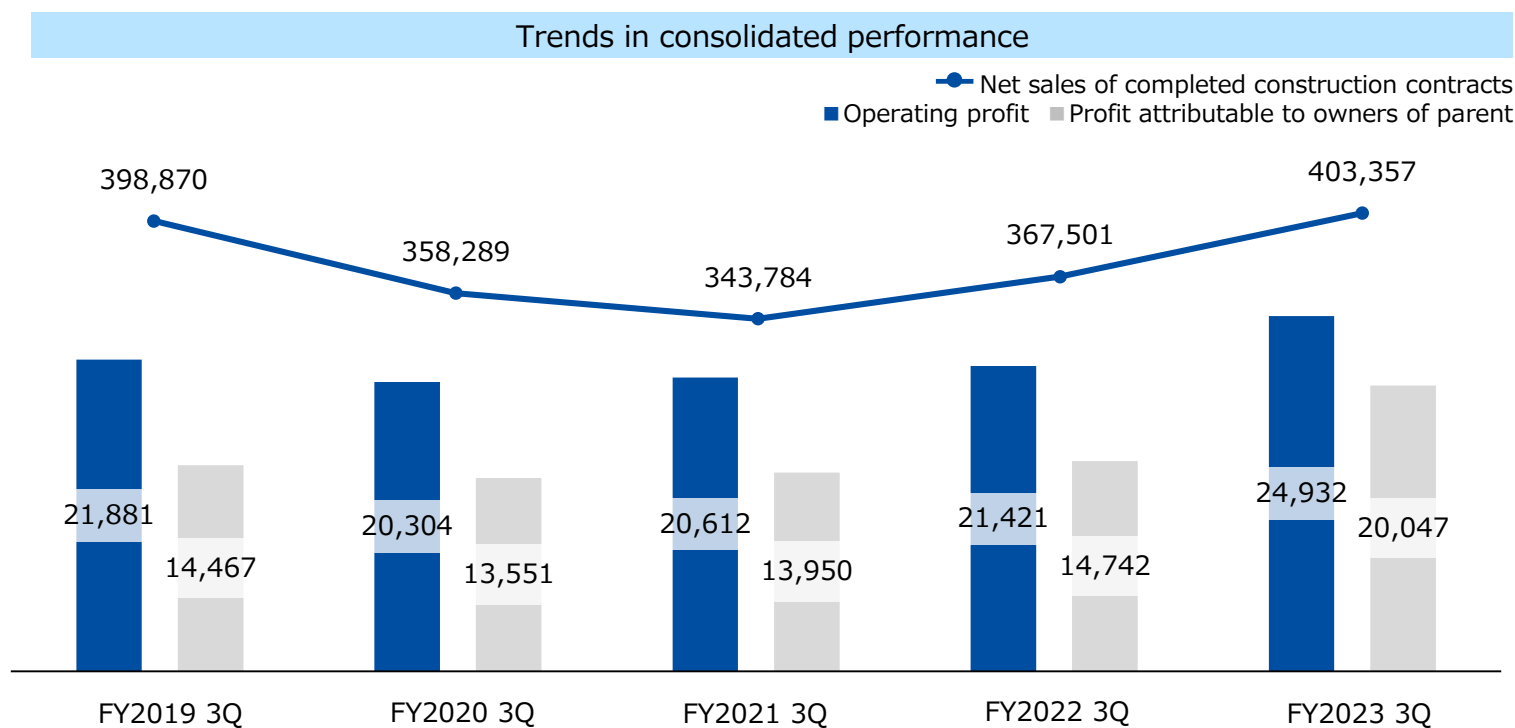
## **(2) Performance Trends and Forecasts**

## (2) Performance trends in the last five years (consolidated P/L)

(Millions of yen)

	FY2019 3Q	FY2020 3Q	FY2021 3Q	FY2022 3Q	FY2023 3Q
Net sales of completed construction contracts	398,870*	358,289*	343,784	367,501	403,357
Operating profit	21,881	20,304	20,612	21,421	24,932
Profit attributable to owners of parent	14,467	13,551	13,950	14,742	20,047

\*Reference figures after application of the "Accounting Standard for Revenue Recognition"



## (2) Performance trends in the last five years (non-consolidated P/L)

(Millions of yen)

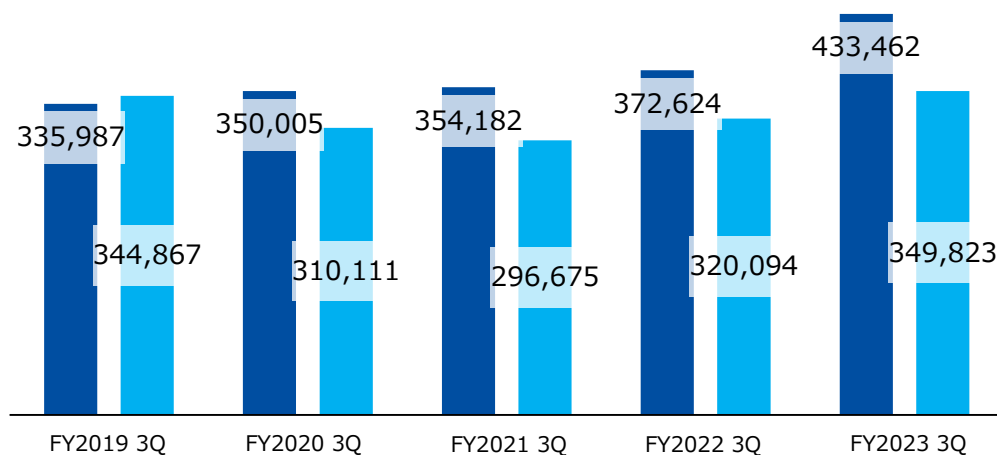
	FY2019 3Q	FY2020 3Q	FY2021 3Q	FY2022 3Q	FY2023 3Q
Orders received	335,987 <sup>*2</sup>	350,005 <sup>*2</sup>	354,182	372,624	433,462
General customers	249,825	264,653	265,325	283,849	334,559
TEPCO Group <sup>*1</sup>	86,161 <sup>*2</sup>	85,352 <sup>*2</sup>	88,857	88,775	98,902
Net sales of completed construction contracts	344,867 <sup>*2</sup>	310,111 <sup>*2</sup>	296,675	320,094	349,823
General customers	268,154	228,897	217,669	234,671	258,961
TEPCO Group <sup>*1</sup>	76,712 <sup>*2</sup>	81,213 <sup>*2</sup>	79,005	85,422	90,861
Operating profit	16,815	16,911	17,451	18,169	20,603
Profit	12,251	12,002	12,691	13,151	14,904

\*1 TEPCO Group: Tokyo Electric Power Company Holdings, Inc., TEPCO Fuel & Power, Inc., TEPCO Power Grid, Inc., TEPCO Energy Partner, Inc., TEPCO Renewable Power, Inc.

\*2 Reference figures after application of the "Accounting Standard for Revenue Recognition"

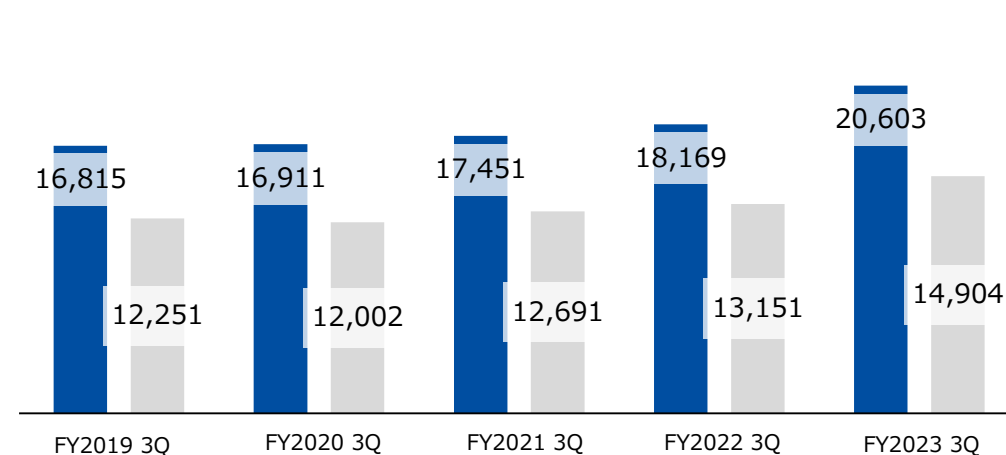
### Orders received, Net sales of completed construction contracts

■ Orders received ■ Net sales of completed construction contracts



### Operating profit, Profit

■ Operating profit ■ Profit



## (2) Trends in the last five years by category of construction (non-consolidated)

KANDENKO

(Millions of yen)

Orders received						Net sales of completed construction contracts					
	FY2019 3Q	FY2020 3Q	FY2021 3Q	FY2022 3Q	FY2023 3Q		FY2019 3Q	FY2020 3Q	FY2021 3Q	FY2022 3Q	FY2023 3Q
Electrical engineering, environmental facilities and systems, and renovation work	197,996	183,225	197,687	230,387	264,863	Electrical engineering, environmental facilities and systems, and renovation work	207,788	177,235	159,000	178,673	207,758
Electrical engineering	186,537	171,958	186,572	214,377	247,606	Electrical engineering	194,427	166,657	150,934	167,601	197,958
Environmental facilities and systems, and renovation	11,458	11,266	11,114	16,009	17,256	Environmental facilities and systems, and renovation	13,360	10,577	8,066	11,072	9,800
Information & communication work	27,351	33,032	29,928	26,068	31,432	Information & communication work	30,332	23,870	28,283	24,567	24,313
Power distribution line engineering work	78,514*	77,555*	78,568	83,575	91,388	Power distribution line engineering work	72,306*	73,635*	73,572	76,575	81,549
Overhead power distribution lines	53,679*	51,537*	54,734	56,167	58,582	Overhead power distribution lines	49,953*	51,291*	52,234	54,896	55,844
Underground power distribution lines	24,835*	26,017*	23,834	27,407	32,806	Underground power distribution lines	23,352*	22,344*	21,338	21,678	25,705
Electric power & civil engineering work	32,125	56,192	47,997	32,594	45,777	Electric power & civil engineering work	34,440	35,370	35,818	40,277	36,202

\* Reference figures after application of the "Accounting Standard for Revenue Recognition"

## (2) Forecast of financial results for the fiscal year ending March 31, 2024 (consolidated)

KANDENKO

(Millions of yen)

	FY2022 3Q results		FY2022 results		FY2023 3Q results			FY2023 forecast		
	Amount	Composition ratio	Amount	Composition ratio	Amount	Composition ratio	YoY	Amount	Composition ratio	YoY
Net sales of completed construction contracts	367,501	100.0%	541,579	100.0%	403,357	100.0%	109.8%	577,000	100.0%	106.5%
Gross profit on completed construction contracts	40,822	11.1%	60,143	11.1%	45,140	11.2%	110.6%	64,700	11.2%	107.6%
Selling, general and administrative expenses	19,400	5.3%	27,394	5.1%	20,207	5.0%	104.2%	28,700	5.0%	104.8%
Operating profit	21,421	5.8%	32,748	6.0%	24,932	6.2%	116.4%	36,000	6.2%	109.9%
Ordinary profit	22,728	6.2%	34,059	6.3%	26,245	6.5%	115.5%	36,600	6.3%	107.5%
Profit attributable to owners of parent	14,742	4.0%	21,167	3.9%	20,047	5.0%	136.0%	23,300	4.0%	110.1%

## (2) Forecast of financial results for the fiscal year ending March 31, 2024 (non-consolidated)

KANDENKO

(Millions of yen)

	FY2022 3Q results		FY2022 results		FY2023 3Q results			FY2023 forecast		
	Amount	Composition ratio	Amount	Composition ratio	Amount	Composition ratio	YoY	Amount	Composition ratio	YoY
Orders received	372,624	-	493,317	-	433,462	-	116.3%	530,500	-	107.5%
Net sales of completed construction contracts	320,094	100.0%	469,990	100.0%	349,823	100.0%	109.3%	504,000	100.0%	107.2%
Gross profit on completed construction contracts	33,152	10.4%	48,610	10.3%	36,429	10.4%	109.9%	52,300	10.4%	107.6%
Selling, general and administrative expenses	14,982	4.7%	21,415	4.6%	15,826	4.5%	105.6%	22,300	4.4%	104.1%
Operating profit	18,169	5.7%	27,195	5.8%	20,603	5.9%	113.4%	30,000	6.0%	110.3%
Ordinary profit	19,621	6.1%	28,669	6.1%	22,066	6.3%	112.5%	31,000	6.2%	108.1%
Profit	13,151	4.1%	18,239	3.9%	14,904	4.3%	113.3%	20,300	4.0%	111.3%

## (2) Forecast of financial results for the fiscal year ending March 31, 2024 (non-consolidated)

KAN DEN KO

(Millions of yen)

	FY2022 3Q results		FY2022 results		FY2023 3Q results			FY2023 forecast		
	Amount	Composition ratio	Amount	Composition ratio	Amount	Composition ratio	YoY	Amount	Composition ratio	YoY
Orders received	372,624	100.0%	493,317	100.0%	433,462	100.0%	116.3%	530,500	100.0%	107.5%
(Breakdown by customer)										
General customers	283,849	76.2%	369,597	74.9%	334,559	77.2%	117.9%	405,000	76.3%	109.6%
TEPCO Group*	88,775	23.8%	123,719	25.1%	98,902	22.8%	111.4%	125,500	23.7%	101.4%
(Breakdown by construction type)										
Electrical engineering, environmental facilities and systems, and renovation work	230,387	61.8%	288,620	58.5%	264,863	61.1%	115.0%	304,000	57.3%	105.3%
Information & communication work	26,068	7.0%	34,400	7.0%	31,432	7.2%	120.6%	44,000	8.3%	127.9%
Power distribution line engineering work	83,575	22.4%	112,396	22.8%	91,388	21.1%	109.3%	111,500	21.0%	99.2%
Electric power & civil engineering work	32,594	8.8%	57,900	11.7%	45,777	10.6%	140.4%	71,000	13.4%	122.6%
Net sales of completed construction contracts	320,094	100.0%	469,990	100.0%	349,823	100.0%	109.3%	504,000	100.0%	107.2%
(Breakdown by customer)										
General customers	234,671	73.3%	350,034	74.5%	258,961	74.0%	110.4%	381,000	75.6%	108.8%
TEPCO Group*	85,422	26.7%	119,955	25.5%	90,861	26.0%	106.4%	123,000	24.4%	102.5%
(Breakdown by construction type)										
Electrical engineering, environmental facilities and systems, and renovation work	178,673	55.8%	271,851	57.9%	207,758	59.4%	116.3%	294,000	58.3%	108.1%
Information & communication work	24,567	7.7%	37,776	8.0%	24,313	7.0%	99.0%	41,000	8.2%	108.5%
Power distribution line engineering work	76,575	23.9%	107,362	22.8%	81,549	23.3%	106.5%	110,500	21.9%	102.9%
Electric power & civil engineering work	40,277	12.6%	52,999	11.3%	36,202	10.3%	89.9%	58,500	11.6%	110.4%

\* TEPCO Group: Tokyo Electric Power Company Holdings, Inc., TEPCO Fuel & Power, Inc., TEPCO Power Grid, Inc., TEPCO Energy Partner, Inc., TEPCO Renewable Power, Inc.

## <Notes on proper use of earnings forecasts>

The forward-looking statements including the earnings forecasts contained in this document are based on information currently available to the Company and certain assumptions that the Company deems to be reasonable, and actual results may differ significantly from such statements due to a variety of factors.