

2023年3月期第2四半期決算ファクトブック

Factbook for the Six Months of the Fiscal Year Ending March 31, 2023

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COPRO-HOLDINGS. Co., Ltd

1. 連結決算概況 Consolidated Financial Results

(1) 連結決算ハイライト Consolidated Financial Highlights

(百万円/million of yen)

| | 21/3期/ | FYE2021 | 22/3期/ | FYE2022 | 22/3期/ | FYE2022 | 23/3期/FYE2023 | |
|--|--------|------------|--------|------------|--------|------------|---------------|------------|
| | | ull year | 上期 | | 通期/F | | 上期 | |
| | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY |
| 売上高 Net sales | 14,836 | +13.1% | 7,402 | +1.8% | 15,589 | +5.1% | 8,670 | +17.1% |
| 売上原価 Cost of sales | 10,539 | +20.5% | 5,168 | -1.7% | 10,744 | +1.9% | 6,086 | +17.8% |
| 売上原価率 Cost of sales ratio | 71.0% | +4.3pt | 69.8% | −2.5pt | 68.9% | −2.1pt | 70.2% | +0.4pt |
| 売上総利益 Gross profit | 4,297 | -1.8% | 2,233 | +10.8% | 4,844 | +12.7% | 2,583 | +15.7% |
| 販売費及び一般管理費 Selling, general and administrative expenses | 2,859 | +2.7% | 1,601 | +7.9% | 3,223 | +12.7% | 2,113 | +32.0% |
| 営業利益 Operating profit | 1,437 | -9.7% | 632 | +19.0% | 1,621 | +12.8% | 469 | -25.7% |
| 減価償却費 Depreciation | 92 | +9.2% | 59 | +32.6% | 118 | +28.2% | 72 | +22.0% |
| のれん償却費 Amortization of goodwill | - | _ | 9 | - | 65 | _ | 52 | +466.5% |
| 株式報酬費用 Share-based remuneration expenses | - | _ | 20 | _ | 36 | _ | 18 | -10.8% |
| Non-GAAP営業利益 Non-GAAP operating profit | 1,530 | -8.8% | 721 | +25.2% | 1,841 | +20.4% | 613 | -15.0% |
| 営業外収益 Non-operating income | 5 | +229.7% | 0 | -79.2% | 1 | -72.6% | 2 | +184.3% |
| 営業外費用 Non-operating expenses | 3 | -66.8% | 2 | +32.8% | 3 | +1.1% | 0 | -79.0% |
| 経常利益 Ordinary profit | 1,439 | -9.2% | 630 | +18.1% | 1,619 | +12.5% | 472 | -25.2% |
| 特別利益 Extraordinary income | 90 | +409.4% | 1 | -98.3% | 61 | -31.7% | _ | _ |
| 特別損失 Extraordinary losses | 91 | +156.8% | 50 | 1 | 125 | +37.3% | 0 | -99.7% |
| 税金等調整前当期純利益 Profit before income taxes | 1,438 | -8.2% | 582 | -6.2% | 1,556 | +8.1% | 471 | -18.9% |
| 親会社株主に帰属する当期純利益 Profit attributable to owners of parent | 1,009 | -6.9% | 328 | -18.9% | 962 | -4.6% | 280 | -14.6% |
| 1株当たり当期純利益(円) Earnings per share(yen) | 106.74 | -7.2% | 34.38 | -19.9% | 102.12 | -4.3% | 30.20 | -12.2% |
| 連結技術者数 Number of technicians and engineers on consolidated basis | 2,020 | +1.8% | 2,086 | +4.2% | 2,201 | +9.0% | 2,574 | +23.4% |

⁽注)1株当たり当期純利益は2021年4月1日付で実施した1対2の株式分割に伴う影響を加味して遡及修正をしています。

Note: Earnings per share have been retroactively adjusted to take into account the effect of the 1-for-2 stock split implemented on April 1, 2021.

(2) 四半期連結業績 Quarterly Consolidated Financial Results

| (Z/ 四十为连帕未慎 Qualterly Oo | 11001144100 | - 1 11141161 | | | | | (百万円/m | illion of yen |
|--|-------------|--------------|-------|------------|---------|------------|--------|---------------|
| | | | | 23/3期/ | FYE2023 | | | |
| | 1 | Q | 2 | Q | 3 | Q | 4 | Q |
| | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY |
| 売上高 Net sales | 4,249 | +19.5% | 4,421 | +14.9% | - | - | - | |
| 売上原価 Cost of sales | 2,972 | +19.3% | 3,113 | +16.3% | - | _ | - | |
| 売上原価率 Cost of sales ratio | 70.0% | −0.1pt | 70.4% | +0.8pt | - | - | - | |
| 売上総利益 Gross profit | 1,276 | +20.0% | 1,307 | +11.7% | - | - | - | |
| 販売費及び一般管理費 Selling, general and administrative expenses | 1,045 | +33.0% | 1,067 | +31.0% | - | _ | - | |
| 営業利益 Operating profit | 230 | -17.0% | 239 | -32.5% | - | _ | - | |
| 減価償却費 Depreciation | 33 | +18.4% | 39 | +25.3% | - | - | - | |
| のれん償却費 Amortization of goodwill | 26 | - | 26 | +183.2% | - | - | - | |
| 株式報酬費用 Share-based remuneration expenses | 9 | +85.9% | 8 | -44.5% | - | _ | ı | |
| Non-GAAP営業利益 Non-GAAP operating profit | 300 | -3.5% | 313 | -23.7% | - | _ | - | |
| 連結技術者数 Number of technicians and engineers on consolidated basis | 2,394 | +22.3% | 2,574 | +23.4% | - | _ | - | |
| | | | | 22/3期/ | FYF2022 | | | |

| | | | | 22/3期/ | FYE2022 | | | |
|--|-------|------------|-------|------------|---------|------------|-------|------------|
| | 10 | Q | 2 | Q | 3 | Q | 4 | Q |
| | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY |
| 売上高 Net sales | 3,555 | -1.4% | 3,846 | +5.0% | 4,038 | +6.3% | 4,148 | +10.1% |
| 売上原価 Cost of sales | 2,491 | -5.8% | 2,676 | +2.5% | 2,741 | +3.1% | 2,834 | +8.0% |
| 売上原価率 Cost of sales ratio | 70.1% | −3.3pt | 69.6% | -1.6pt | 67.9% | −2.1pt | 68.3% | −1.3pt |
| 売上総利益 Gross profit | 1,063 | +10.7% | 1,170 | +11.0% | 1,296 | +14.0% | 1,314 | +14.8% |
| 販売費及び一般管理費 Selling, general and administrative expenses | 786 | +3.0% | 815 | +13.1% | 807 | +13.6% | 814 | +22.5% |
| 営業利益 Operating profit | 277 | +40.0% | 354 | +6.4% | 488 | +14.7% | 500 | +4.2% |
| 減価償却費 Depreciation | 28 | +36.0% | 31 | +29.8% | 29 | +23.2% | 30 | +24.9% |
| のれん償却費 Amortization of goodwill | - | _ | 9 | _ | 27 | _ | 28 | _ |
| 株式報酬費用 Share-based remuneration expenses | 5 | _ | 15 | - | 15 | _ | 0 | _ |
| Non-GAAP営業利益 Non-GAAP operating profit | 311 | +42.1% | 410 | +14.9% | 561 | +24.8% | 558 | +10.9% |
| 連結技術者数 Number of technicians and engineers on consolidated basis | 1,957 | -4.3% | 2,086 | +4.2% | 2,203 | +7.3% | 2,201 | +9.0% |

(3) 連結業績予想 Consolidated Financial Forecast

(百万円/million of yen)

| (3) 建和耒根 P芯 Consolidated | Financial For | ecasi | | | | (百万円 | /million of yen) |
|--|---------------|---------------|-------|---------------------------|------------|--------|-----------------------------|
| | 22/3期/FYE2022 | 22/3期/FYE2022 | 2 | 3/3期/FYE202 | 23 | 23/3期/ | FYE2023 |
| | 上期/1H | 通期/Full year | | 上期/1H | | | ull year vised forecast) |
| | | | | 予想比 Versus Forecast | 前期比 YoY | | 前期比 YoY |
| 売上高 Net sales | 7,402 | 15,589 | 8,670 | +6.5% | +17.1% | 18,380 | +17.9% |
| 売上原価 Cost of sales | 5,168 | 10,744 | 6,086 | +7.5% | +17.8% | 12,779 | +18.9% |
| 売上原価率 Cost of sales ratio | 69.8% | 68.9% | 70.2% | +0.7pt | +0.4pt | 69.5% | +0.6pt |
| 売上総利益 Gross profit | 2,233 | 4,844 | 2,583 | +4.1% | +15.7% | 5,601 | +15.6% |
| 販売費及び一般管理費 Selling, general and administrative expenses | 1,601 | 3,223 | 2,113 | -3.6% | +32.0% | 4,397 | +36.4% |
| 営業利益 Operating profit | 632 | 1,621 | 469 | +62.2% | -25.7% | 1,204 | -25.7% |
| 減価償却費 Depreciation | 59 | 118 | 72 | | +22.0% | | |
| のれん償却 Amortization of goodwill | 9 | 65 | 52 | | +466.5% | | |
| 株式報酬費用 Share-based remuneration expenses | 20 | 36 | 18 | | -10.8% | | |
| Non-GAAP営業利益 Non-GAAP operating profit | 721 | 1,841 | 613 | +43.6% | -15.0% | 1,521 | -17.4% |
| 営業外収益 Non-operating income | 0 | 1 | 2 | | +184.3% | | |
| 営業外費用 Non-operating expenses | 2 | 3 | 0 | | -79.0% | | |
| 経常利益 Ordinary profit | 630 | 1,619 | 472 | +62.7% | -25.2% | 1,206 | -25.5% |
| 特別利益 Extraordinary income | 1 | 61 | - | | - | | |
| 特別損失 Extraordinary losses | 50 | 125 | 0 | | -99.7% | | |
| 税金等調整前当期純利益 Profit before income taxes | 582 | 1,556 | 471 | | -18.9% | | |
| 親会社株主に帰属する当期純利益 Profit attributable to owners of parent | 328 | 962 | 280 | +77.2% | -14.6% | 727 | -24.5% |
| 1株当たり当期純利益(円) Earnings per share(yen) | 34.38 | 102.12 | 30.20 | +77.4% | -12.2% | 78.29 | -23.3% |
| 連結技術者数 Number of technicians and engineers on consolidated basis | 2,086 | 2,201 | 2,574 | | +23.4% | 3,024 | +37.4% |
| | | | | | | | |

(4) 連結貸借対照表 Consolidated Balance Sheets

(百万円/million of yen)

| | | 21/3期/ | FYE2021 | 22/3期/ | FYE2022 | 2: | 3/3期/FYE202 | /million of yen) |
|---------------------------|------------------------------------|--------|-------------------|--------|-------------------|-------|-------------------|------------------|
| | | 4(| Q | 4 | Q | | 2Q | |
| | | | 前期末差 Inc./dec. | | 前期末差 Inc./dec. | | 前期末差 Inc./dec. | 前期末比 YoY |
| 資産合計 Total assets | | 8,514 | +483 | 8,841 | +326 | 9,036 | +195 | +2.2% |
| 流動資産 Current as | ssets | 7,407 | +509 | 6,748 | -659 | 6,884 | +135 | +2.0% |
| 現預金 Cash | 定 and deposits | 5,320 | +488 | 4,058 | -1,262 | 3,979 | -79 | -1.9% |
| 売上債 Accou | 責権 unts receivable – trade | 1,880 | +23 | 2,226 | +346 | 2,451 | +225 | +10.1% |
| その他 Other | | 207 | -2 | 463 | +256 | 453 | -10 | -2.39 |
| | 引当金 ance for doubtful accounts | -0 | +0 | -0 | -0 | - | _ | - |
| 固定資産 Non-curre | ent assets | 1,106 | -26 | 2,092 | +986 | 2,152 | +59 | +2.89 |
| | 固定資産 irty, plant and equipment | 357 | -14 | 407 | +49 | 485 | +78 | +19.29 |
| | 固定資産 gible assets | 160 | +47 | 998 | +838 | 937 | -61 | -6.19 |
| のれ Good | | _ | _ | 780 | +780 | 727 | -52 | -6.89 |
| その Othe | | 160 | _ | 218 | +57 | 209 | -8 | -3.79 |
| | その他の資産計 tments and other assets | 588 | -59 | 686 | +98 | 729 | +42 | +6.29 |
| 負債合計 Total liabilities | | 2,241 | -300 | 2,266 | +24 | 2,433 | +166 | +7.49 |
| 流動負債 Current lia | abilities | 2,162 | -216 | 2,165 | +2 | 2,304 | +138 | +6.49 |
| 固定負債 Non-curre | ent liabilities | 78 | -83 | 100 | +21 | 128 | +28 | +28.19 |
| 純資産 Net assets | | 6,272 | +784 | 6,575 | +302 | 6,603 | +28 | +0.49 |
| 自己資本 Shareholde | ers' equity | 6,272 | +784 | 6,538 | +266 | 6,548 | +9 | +0.19 |
| その他 Others | | 0 | _ | 36 | +35 | 55 | +18 | +51.7% |
| 有利子負債 Interest-bearin | ng liabilities | 89 | -183 | 4 | -84 | 2 | -1 | -44.1% |

(5) 子会社別業績 Financial Results by Subsidiary

① 株式会社コプロ・エンジニアード COPRO-ENGINEERED. Co., Ltd.

(百万円/million of yen)

| | | 21/3期/ | FYE2021 | 22/3期/ | FYE2022 | 22/3期/ | FYE2022 | 23/3期/ | FYE2023 | |
|-----------------------|--|--------|------------|--------|------------|--------------|------------|--------|------------|--|
| | | 通期/F | ull year | 上期/1H | | 通期/Full year | | 上期 | /1H | |
| | | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY | |
| 売」 Net | 高 sales | 14,836 | +13.1% | 7,238 | -0.5% | 14,831 | -0.0% | 8,149 | +12.6% | |
| 売上原価 Cost of sales | | 10,539 | +20.5% | 5,010 | -4.7% | 10,181 | -3.4% | 5,743 | +14.6% | |
| | 売上原価率 Cost of sales ratio | 71.0% | +4.4pt | 69.2% | -3.1pt | 68.7% | -2.4pt | 70.5% | +1.3pt | |
| | -総利益 ss profit | 4,297 | -1.8% | 2,228 | +10.6% | 4,649 | +8.2% | 2,406 | +8.0% | |
| | 5費及び一般管理費 ng, general and administrative expenses | 3,350 | +6.4% | 1,639 | -3.8% | 3,279 | -2.1% | 2,105 | +28.4% | |
| | 利益 rating profit | 946 | -22.8% | 588 | +88.8% | 1,369 | +44.7% | 301 | -48.9% | |

② 株式会社アトモス ATMOS CO., LTD.

(百万円/million of yen)

| | | | | | | | (| million or yen, |
|--|--------|------------|--------|------------|--------|------------|--------|-----------------|
| | 21/3期/ | FYE2021 | 22/3期/ | FYE2022 | 22/3期/ | FYE2022 | 23/3期/ | FYE2023 |
| | 通期/F | ull year | 上期 | 上期/1H | | ull year | 上期 | /1H |
| | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY |
| 売上高 Net sales | | | 163 | - | 662 | - | 428 | 162.0% |
| 売上原価 Cost of sales | | | 158 | - | 550 | _ | 336 | 112.7% |
| 売上原価率 Cost of sales ratio | | | 96.7% | - | 83.0% | _ | 78.5% | -18.2pt |
| 売上総利益 Gross profit | | | 5 | - | 112 | _ | 92 | - |
| 販売費及び一般管理費 Selling, general and administrative expenses | | | 26 | _ | 102 | _ | 107 | 312.3% |
| 営業利益 Operating profit | | | -20 | _ | 9 | _ | -15 | - |

⁽注)アトモスは22/3期の第2四半期から新たに連結に加わったほか、決算期を2月から3月に変更しています。従って、22/3期実績は2021年6月から2022年3月までの10ヵ月の期間損益を記載しています。

Note: ATMOS was newly consolidated from the 2nd quarter of FYE2022, and its fiscal year—end has been changed from February to March. Accordingly, FYE2022 results are for the 10—month period from June 2021 to March 2022.

③ バリューアークコンサルティング株式会社 VALUE ARK CONSULTING CO., LTD.

(百万円/million of ven)

| (a) 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | 「フェーテーフランテープラー「株式公社 VALOE / INIC CONCOLLING CO., ETD. | | | | | | | | | |
|--|---|------------|--------|------------|--------|------------|--------------|------------|----|-----|
| | 21/3期/ | FYE2021 | 22/3期/ | FYE2022 | 22/3期/ | FYE2022 | 23/3期/ | FYE2023 | | |
| | 通期/F | ull year | 上期/1H | | 上期/1H | | 通期/Full year | | 上期 | /1H |
| | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY | | |
| 売上高 Net sales | | | | | 95 | 1 | 92 | - | | |
| 売上原価 Cost of sales | | | | | 14 | 1 | 7 | - | | |
| 売上原価率 Cost of sales ratio | | | | | 15.5% | - | 7.9% | _ | | |
| 売上総利益 Gross profit | | | | | 80 | - | 84 | - | | |
| 販売費及び一般管理費 Selling, general and administrative expenses | | | | | 30 | 1 | 49 | - | | |
| 営業利益 Operating profit | | | | | 49 | 1 | 35 | - | | |

⁽注) パリューアークコンサルティングは22/3期の第3四半期から新たに連結に加わりました。従って、22/3期実績は2021年10月から2022年3月までの6ヵ月の期間損益を記載しています。

Note: VALUE ARK CONSULTING was newly consolidated from the 3rd quarter of FYE2022. Accordingly, FYE2022 results are for the 6-month period from October 2021 to March 2022.

2. 主要子会社の状況 Business Performance by Subsidiary

建設技術者派遣 Dispatching Business of Construction Technicians

(1) 技術社員の状況 Data on Technicians

① 技術社員数·稼働率等 Number of Technitians, Utilization Rate and Other

| | 21/3期/ | FYE2021 | 22/3期/ | FYE2022 | 23/3期/ | FYE2023 | 23/3期/ (予想/F | |
|---|--------|------------------|--------|------------------|--------|------------------|-----------------|------------------|
| | | 前期差 Inc./dec. | | 前期差 Inc./dec. | | 前期差 Inc./dec. | | 前期差 Inc./dec. |
| 採用人数計 / Hired total | 865 | -198 | 834 | -31 | 608 | - | 1,501 | +667 |
| 新卒·第二新卒 New graduates and second new graduates | 89 | +33 | 56 | -33 | 56 | _ | | |
| 1Q中途採用 / Mid-carrier: 1Q | 192 | -39 | 174 | -18 | 239 | +65 | | |
| 2Q中途採用 / Mid-carrier: 2Q | 181 | -59 | 208 | +27 | 313 | +105 | | |
| 3Q中途採用 / Mid-carrier: 3Q | 231 | -26 | 213 | -18 | _ | _ | | |
| 4Q中途採用 / Mid-carrier: 4Q | 172 | -107 | 183 | +11 | _ | _ | | |
| 退職人数計 / Turnover total | 829 | +147 | 859 | +30 | 381 | - | 885 | +26 |
| 無期雇用社員 / Permanent employees | 68 | +16 | 94 | +26 | 89 | _ | | |
| 有期雇用社員 / Fixed-term employees | 761 | +131 | 765 | +4 | 292 | _ | | |
| 1Q退職 / Turnover: 1Q | 221 | +50 | 293 | +72 | 223 | -70 | | |
| 2Q退職 / Turnover: 2Q | 223 | +62 | 187 | -36 | 158 | -29 | | |
| 3Q退職 / Turnover: 3Q | 179 | +30 | 181 | +2 | - | _ | | |
| 4Q退職 / Turnover: 4Q | 206 | +5 | 198 | -8 | _ | _ | | |
| 純増減 / Net change | +36 | 1 | -25 | - | +227 | - | +616 | - |
| M&A等による増加 / Increase due to M&A, etc. | - | - | - | - | +122 | - | +122 | - |
| 期末在籍人数計 / Number of technicians | 2,020 | +36 | 1,995 | -25 | 2,344 | +349 | 2,733 | +738 |
| 無期雇用社員 / Permanent employees | 414 | +157 | 415 | +1 | 1,172 | +757 | | |
| 有期雇用社員 / Fixed-term employees | 1,606 | -121 | 1,580 | -26 | 1,172 | -408 | | |
| 期末稼働率 / Utilization rate (end of quarter) | 95.8% | -2.3pt | 96.7% | +0.9pt | 97.1% | | | |

② 定着率·契約継続率等 Retention Rate, Contract Renewal Rate and Other

| S KAT X TALLE TO TOCOTION THE CONTROL THE CALL OF THE CONTROL THE | | | | | | | | | | |
|---|-------|--------|---------|---------------|-------|-------|------------------|--|--|--|
| | | 22/3期/ | FYE2022 | 23/3期/FYE2023 | | | | | | |
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 前期差 Inc./dec. | | | |
| 定着率(今期累計) Year-to-date retention rate | 84.8% | 79.3% | 74.6% | 69.4% | 89.7% | 84.2% | +4.9pt | | | |
| 定着率(LTM) Last-twelve-months retention rate | 68.0% | 69.5% | 69.2% | 69.4% | 71.8% | 72.3% | +2.8pt | | | |
| 契約継続率 Contract renewal rate | 73.9% | 83.0% | 71.2% | 78.6% | 80.9% | 84.8% | +1.8pt | | | |
| ターゲット企業配属率 Target company assignment rate | 83.9% | 84.4% | 85.8% | 87.4% | 89.2% | 87.8% | +3.4pt | | | |

⁽注)1. 定着率(今期累計): 前4Q末に在籍していた技術者のうち、当該四半期末に在籍している人数の割合。

^{2.} 定着率(LTM): 1年前の四半期末に在籍していた技術者の内、1年後の当該四半期末に在籍している人数の割合。

^{3.} ターゲット企業配属率: 当社が設定するターゲット顧客企業に配属している人数の割合。

Notes: 1. Year-to-date retention rate: Among the technicians who were registered at the end of the previous fourth quarter, the percentage who were still registered at the end of the relevant quarter.

^{2.} Last-twelve-months retention rate: Among the technicians who were registered at the end of the quarter one year ago, the percentage who were still registered at the end of the same quarter one year later.

^{3.} Target company assignment rate: percentage of technicians assigned to target client companies set by the company.

(2) エリア別売上高・業種別売上高 Sales by Area and Industry

(百万円/million of yen)

| | 21/3期/ | 21/3期/FYE2021 | | FYE2022 | 22/3期/ | FYE2022 | 23/3期/ | FYE2023 |
|--|--------|---------------|-------|------------|--------|------------|--------|------------|
| | 通期/F | ull year | 上期 |]/1H | 通期/F | ull year | 上期 |]/1H |
| | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY |
| 売上高 / Net sales | 14,836 | +13.1% | 7,238 | -0.5% | 14,831 | -0.0% | 8,149 | +12.6% |
| 北海道 / Hokkaido | 712 | +8.0% | 323 | -7.2% | 640 | -10.2% | 350 | +8.4% |
| 東北 / Tohoku | 1,075 | +22.6% | 539 | +2.9% | 1,142 | +6.2% | 626 | +16.0% |
| 関東 / Kanto | 5,665 | +3.3% | 2,685 | -5.2% | 5,552 | -2.0% | 3,161 | +17.7% |
| 東海・北陸/Tokai and Hokuriku | 2,978 | +22.2% | 1,552 | +6.5% | 3,129 | +5.1% | 1,581 | +1.9% |
| 関西 / Kansai | 2,175 | +17.3% | 1,022 | -1.9% | 2,111 | -2.9% | 1,249 | +22.3% |
| 中国•四国 / Chugoku and Shikoku | 1,083 | +28.4% | 473 | -11.1% | 918 | -15.2% | 497 | +5.1% |
| 九州 / Kyushu | 1,144 | +18.4% | 641 | +20.3% | 1,336 | +16.8% | 681 | +6.2% |
| 建築 / Construction | 4,496 | +7.4% | 2,283 | +1.8% | 4,771 | +6.1% | 2,531 | +10.9% |
| 土木 / Civil engineering | 2,745 | +20.0% | 1,276 | -4.2% | 2,600 | -5.3% | 1,153 | -9.6% |
| 設備 / Facilities | 3,698 | +13.3% | 1,647 | -10.7% | 3,462 | -6.4% | 2,212 | +34.3% |
| CAD | 1,208 | +6.5% | 625 | +11.1% | 1,232 | +2.0% | 648 | +3.6% |
| プラント / Plant | 2,202 | +16.9% | 1,131 | +3.5% | 2,169 | -1.5% | 1,211 | +7.2% |
| その他 / Others | 485 | +33.1% | 273 | +41.6% | 594 | +22.3% | 391 | +43.0% |
| 建設事務 / Construction administration | | | 237 | +27.9% | 525 | _ | 343 | +44.5% |
| 人材紹介 / Staffing agency | | | 36 | +366.8% | 68 | _ | 48 | +33.3% |
| 売上PH (期中平均) Sales per head (average for the period) | 630 | +1 | 635 | +8 | 643 | +12 | 645 | +10 |

⁽注)売上PHは、技術者1人当たりの月次平均売上単価を記載しています。

Note: Sales per head: Average monthly sales per technician

(3) 派遣契約の状況 Status of Dispatch Contract

(千円/thousand yen)

| | | (†H)/thousand yel | | | | | | | nousanu yen/ | |
|---|--------------------------|-------------------|------------------|--------|------------------|-----|------------------|----------|------------------|--|
| | | 21/3期/ | FYE2021 | 22/3期/ | 22/3期/FYE2022 | | 22/3期/FYE2022 | | 23/3期/FYE2023 | |
| | | 通期/F | 通期/Full year | | 第2四半期/2Q | | ull year | 第2四半期/2Q | | |
| | | | 前期差 Inc./dec. | | 前期差 Inc./dec. | | 前期差 Inc./dec. | | 前期差 Inc./dec. | |
| 経験年数別契約単価(四半期末) Monthly contract unit price by years of experience (end of quarter) | | 546 | +3 | 553 | +10 | 560 | +13 | 552 | -1 | |
| | 1年目 / 1st year | 444 | -2 | 432 | +5 | 444 | +0 | 429 | -3 | |
| | 2年目 / 2nd year | 469 | +17 | 474 | +15 | 464 | -5 | 460 | -13 | |
| | 3~5年目 / 3rd−5th year | 498 | -1 | 504 | +13 | 507 | +9 | 522 | +17 | |
| | 6~10年目 / 6th-10th year | 550 | +1 | 562 | +27 | 582 | +31 | 577 | +14 | |
| | 11年目以上/ 11th year o more | 628 | +6 | 639 | +15 | 646 | +17 | 648 | +9 | |

(4) 取得案件数 Job Posting Requests

| | 21/3期/FYE2021 | | 22/3期/FYE2022 | | 22/3期/FYE2022 | | 23/3期/FYE2023 | |
|---|---------------|------------|---------------|------------|---------------|------------|---------------|------------|
| | 通期/Full year | | 上期/1H | | 通期/Full year | | 上期/1H | |
| | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY |
| 取得案件数 Number of job posting requests | 1 | _ | 5,866 | 1 | 18,994 | - | 14,477 | +146.8% |

⁽注)取得案件数は、顧客企業から依頼を受けた求人募集の件数を集計しています。

Note: The number of job posting requests is calculated based on the number of job offers requested by client companies.

機械設計開発技術者派遣•請負

Dispatching and Contracting Business of Machinery Design and Development Engineers

(1) 技術社員の状況 Data on Engineers

① 技術社員数·稼働率 Number of Engineers and Utilization Rate

| | 22/3期/FYE2022 | | 23/3期/FYE2023 | | 23/3期/ (予想/F | |
|---|---------------|------------------|---------------|------------------|-----------------|------------------|
| | | 前期差 Inc./dec. | | 前期差 Inc./dec. | | 前期差 Inc./dec. |
| 採用人数 / Hired total | 20 | - | 37 | - | 85 | +65 |
| 新卒·第二新卒 New graduates and second new graduates | | | 1 | - | | |
| 1Q中途採用 / Mid-carrier: 1Q | | | 13 | _ | | |
| 2Q中途採用 / Mid-carrier: 2Q | 2 | _ | 23 | +21 | | |
| 3Q中途採用 / Mid-carrier: 3Q | 3 | _ | _ | - | | |
| 4Q中途採用 / Mid-carrier: 4Q | 15 | _ | - | - | | |
| 退職人数計/Turnover total | 15 | - | 19 | - | 23 | +8 |
| 無期雇用社員 / Permanent employees | 12 | _ | 14 | _ | | |
| 有期雇用社員 / Fixed-term employees | 3 | _ | 5 | - | | |
| 1Q退職 / Turnover: 1Q | | | 8 | _ | | |
| 2Q退職 / Turnover: 2Q | 5 | _ | 11 | +6 | | |
| 3Q退職 / Turnover: 3Q | 5 | _ | _ | - | | |
| 4Q退職 / Turnover: 4Q | 5 | _ | - | - | | |
| 純増減 / Net change | +5 | _ | +18 | - | +62 | - |
| 期末在籍人数計/Number of engineers | 116 | _ | 134 | _ | 178 | +62 |
| 期末稼働率 / Utilization rate (end of quarter) | 98.3% | _ | 97.0% | _ | | |

⁽注)2022/3期4Qは決算期の変更により、2021年12月から2022年3月の4ヵ月間の実績を記載しています。

Note: For the 4Q of FYE2022, due to the change in the month that the fiscal year ends, the results for the four months from December 2021 to March 2022 are included.

② 定着率·契約継続率 Retention Rate and Contract Renewal Rate

| | 22/3期/FYE2022 | | | 23/3期/FYE2023 | | |
|---|---------------|-------|-------|---------------|-------|------------------|
| | 2Q | 3Q | 4Q | 1Q | 2Q | 前期差 Inc./dec. |
| 定着率(今期累計) Year-to-date retention rate | 95.4% | 91.7% | 88.9% | 93.1% | 89.7% | −5.7pt |
| 定着率(LTM) Last-twelve-months retention rate | 92.7% | 90.8% | 88.9% | 84.7% | 85.2% | -7.5pt |
| 契約継続率 Contract renewal rate | 93.8% | 92.9% | 87.9% | 88.9% | 91.1% | −2.7pt |

⁽注)1. 定着率(今期累計): 前4Q末に在籍していた技術者のうち、当該四半期末に在籍している人数の割合。

^{2.} 定着率(LTM): 1年前の四半期末に在籍していた技術者の内、1年後の当該四半期末に在籍している人数の割合。

Notes: 1. Year-to-date retention rate: Among the engineers who were registered at the end of the previous fourth quarter, the percentage who were still registered at the end of the relevant quarter.

^{2.} Last-twelve-months retention rate: Among the engineers who were registered at the end of the quarter one year ago, the percentage who were still registered at the end of the same quarter one year later.

(2) エリア別売上高・業種別売上高 Sales by Area and Industry

(百万円/million of yen)

| | 22/3期/ | FYE2022 | 22/3期/ | 22/3期/FYE2022 | | 23/3期/FYE2023 | |
|---|--------|------------|--------|---------------|-----|---------------|--|
| | 上其 | 月/1H | 通期/F | ull year | 上期 | /1H | |
| | | 前期比 YoY | | 前期比 YoY | | 前期比 YoY | |
| 上高 / Net sales | 163 | _ | 662 | _ | 428 | +162. | |
| 関東・東北 / Kanto and Tohoku | - | _ | 3 | _ | 28 | | |
| 北陸 / Hokuriku | 23 | _ | 75 | _ | 70 | +199 | |
| 東海 / Tokai | 64 | _ | 329 | _ | 186 | +189 | |
| 関西 / Kansai | 36 | _ | 107 | _ | 78 | +115 | |
| 中国・四国 / Chugoku and Shikoku | 25 | _ | 102 | _ | 38 | +52 | |
| 九州 / Kyushu | 13 | _ | 44 | _ | 25 | +84 | |
| 派遣 / Dispatch business | 73 | _ | 215 | _ | 193 | +161 | |
| 輸送用機器 / Transportation machinery | 11 | _ | 5 | _ | 6 | -46 | |
| 産業用機械 / Industrial machinery | 17 | _ | 92 | _ | 105 | +503 | |
| 家電 / Home appliances | 29 | _ | 110 | _ | 66 | +126 | |
| 農業機械 / Agricultural machinery | 15 | _ | 7 | _ | 15 | -2 | |
| 請負 / Contract business | 89 | _ | 446 | _ | 234 | +162 | |
| 輸送用機器 / Transportation machinery | 50 | _ | 203 | _ | 109 | +114 | |
| 産業用機械 / Industrial machinery | 2 | _ | 85 | _ | 10 | +375 | |
| 農業機械 / Agricultural machinery | 15 | _ | 81 | _ | 55 | +260 | |
| 航空·宇宙 / Aerospace | 21 | _ | 75 | _ | 59 | +181 | |
| その他 / Others | _ | _ | 1 | _ | _ | | |
| LPH (期中平均)(千円) es per head (thousand of yen) | 555 | _ | 628 | _ | 563 | | |

⁽注)2022/3期4Qは決算期の変更により、2021年12月から2022年3月の4ヵ月間の実績を記載しています。

Note:For the 4Q of FYE2022, due to the change in the month that the fiscal year ends, the results for the four months from December 2021 to March 2022 are included.

(3) 派遣契約の状況 Status of Dispatch Contract

(円/yen)

| | | | 22/3期/FYE2022 | | 22/3期/FYE2022 | | FYE2023 |
|-----|--|-------|------------------|--------------|------------------|-------|------------------|
| | | 第2四半 | ≐ 期/2Q | 通期/Full year | | 第2四半 | ≐ 期/2Q |
| | | | 前期差 Inc./dec. | | 前期差 Inc./dec. | | 前期差 Inc./dec. |
| Hou | 译年数別契約時給単価(四半期末) rly contract unit price by years of experience (end uarter) | 3,359 | - | 3,481 | - | 3,456 | +97 |
| | 1~5年目 / 1st-5th year | 2,830 | _ | 2,871 | _ | 2,957 | +127 |
| | 6~10年目 / 6th-10th year | 3,260 | _ | 3,160 | _ | 3,047 | -213 |
| | 11年目以上 /11th year o more | 3,749 | _ | 3,836 | _ | 3,829 | +81 |

3. 株式の状況 Stock Information

(1) 配当金の推移 Dividends per Share

(円/Yen)

| | | 21/3期/FYE2021 | | 22/3期/FYE2022 | | 23/3期/FYE2023 | |
|----------------|---|---------------|------------------|---------------|------------------|---------------|----------------------|
| | | 通期/F | 通期/Full year | | 通期/Full year | | ull year orecast) |
| | | | 前期差 Inc./dec. | | 前期差 Inc./dec. | | 前期差 Inc./dec. |
| 配当 Dividend | | 37.5 | +7.5 | 40.0 | +2.5 | 40.0 | - |
| | 普通配当(中間) Ordinary dividend (interim) | 10.0 | - | 10.0 | _ | 10.0 | - |
| | 普通配当(期末) Ordinary dividend (year-end) | 25.0 | +5.0 | 30.0 | +5.0 | 30.0 | - |
| | 記念配当(期末) Commemorative dividend (year-end) | 2.5 | +2.5 | I | -2.5 | - | _ |
| | 当性向 idend payout ratio | 35.1% | +9.0pt | 39.2% | +4.1pt | 51.1% | +11.9pt |

⁽注)1株当たり配当金は2021年4月1日付で実施した1対2の株式分割に伴う影響を加味して遡及修正をしております。

(2) 大株主の状況 Major Shareholders

2022年9月30日現在 / As of September 30, 2022

| - | 中9月30日現任 / As of September 30, 2022 | |
|--|--|-----------------------------------|
| 氏名又は名称 Name | 所有株式数(千株) Number of shares held(1,000 shares) | 所有株式数の割合 Ratio of shareholding |
| 株式会社リタメコ RITAMEKO. Co., Ltd. | 4,200 | 45.21% |
| 清川 甲介 Kosuke Kiyokawa | 1,213 | 13.06% |
| 蔭山 恭一 Individual investor | 500 | 5.38% |
| 日本マスタートラスト信託銀行株式会社 (信託口) The Master Trust Bank of Japan, Ltd. (trust account) | 370 | 3.98% |
| 株式会社日本カストディ銀行 (信託口) Custody Bank of Japan, Ltd. (trust account) | 221 | 2.39% |
| 森實 厚裕 Individual investor | 105 | 1.14% |
| CREDIT SUISSE AG | 79 | 0.85% |
| 内藤 征吾 Individual investor | 74 | 0.80% |
| 藤巻 正司 Masashi Fujimaki | 70 | 0.75% |
| 日本証券金融株式会社 JAPAN SECURITIES FINANCE CO., LTD. | 57 | 0.62% |

⁽注)1. 当社は自己株式を710,468株保有しておりますが、上記大株主からは除外しております。

(3)所有者分布 Distribution of Shareholders

2022年9月30日現在 / As of September 30, 2022

| Z0ZZ车9月30日现在 / AS of September 30, 2 | | | | | | |
|--|---------------|------------|--|--|--|--|
| | 単元/100 shares | 割合 / ratio | | | | |
| 金融機関 / Financial institutions | 6,757 | 6.8% | | | | |
| 金融商品取引業者 / Financial instrument business operators | 1,438 | 1.4% | | | | |
| その他法人など / Other companies, etc. | 50,035 | 50.1% | | | | |
| 外国法人等 / Foreign institutions and others | 2,546 | 2.5% | | | | |
| 個人その他/Individuals and others | 39,157 | 39.2% | | | | |

Note:Dividends per share have been retroactively adjusted to reflect the impact of the 2-for-1 share split, which was effected on April 1, 2021.

^{2.} 所有株式数の割合は、発行済株式数から自己株式数を除いた総数に対する保有割合です。

Notes: 1. The Companey holds 710,468 shares as treasury stock, but it is not included in the above list.

^{2.} Ratio of shareholding is calculated excuding treasury stock.

免責事項及び将来見通しに関する注意事項

この資料は投資の参考に資するため、株式会社コプロ・ホールディングス(以下、当社)の現状をご理解いただくことを目的として、当社が作成したものです。

当資料に記載された内容は、公表日現在において一般的に認識されている経済・社会等の情勢および当社が合理的と判断した一定の前提に基づいて作成されておりますが、経営環境の変化等の事由により、予告なしに変更される可能性があります。

本発表において提供される資料ならびに情報は、いわゆる「見通し情報」(forward-looking statements)を含みます。これらは、現在における見込み、予測およびリスクを伴う想定に基づくものであり、実質的にこれらの記述とは異なる結果を招き得る不確実性を含んでおります。

それらリスクや不確実性には、一般的な業界ならびに市場の状況、金利、通貨為替変動といった一般的な国内および国際的な経済状況が含まれます。

今後、新しい情報・将来の出来事等があった場合であっても、当社は、本発表に含まれる「見通し情報」の更新・ 修正をおこなう義務を負うものではありません。

Disclaimer and Forward-Looking Statements

This document has been prepared by COPRO-HOLDINGS. Co., Ltd. (the "Company") to assist investors in understanding the current status of Company.

The information contained in this document is based on economic, social, and other conditions generally recognized as of the date of publication and on certain assumptions deemed reasonable by Company. However, the information may change without notice due to changes in the business environment or other factors.

Materials and information provided in this announcement include so-called "forward-looking statements". These forward-looking statements are based on current expectations, forecasts and assumptions that involve risks and uncertainties that could cause actual results to differ materially from these statements.

These risks and uncertainties include general industry, market conditions, general domestic and international economic conditions such as interest rate and currency exchange rate fluctuations.

Company undertakes no obligation to update or revise any forward-looking statements contained in this document, whether as a result of new information or future events.