# Appendix to the Financial Statements 

for 1st Quarter of FY2017 Ending March 2018

August 8, 2017

## OBAYASHI CORPORATION

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( 1 ) Consolidated First Quarter Results for FY2017 ending March 2018 (April 1, 2017 - June 30, 2017)
(1)Consolidated Business Results
(\% shows the increase (decrease) from the results of the same period of the previous FY.

|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Profit attributable to owners of parent |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (Unit: million yen) | \% | (Unit: million yen) | \% | (Unit: million yen) | \% | (Unit: million yen) | \% |
| 1st Quarter of FY2017 | 439,044 | 9.2 | 24,897 | 8.3 | 27,121 | 16.0 | 18,976 | 19.0 |
| 1st Quarter of FY2016 | 402,052 | 2.7 | 22,986 | 54.1 | 23,375 | 32.3 | 15,949 | 45.3 |

(Note) Comprehensive income : [1Q/FY2017] 36,659 million yen,-\% ; [1Q/FY2016] (10,342) million yen, - \%

|  | Profit attributable to <br> owners of parent per Share |
| :--- | :--- |
| 1st Quarter of FY2017 | (Unit: yen) |
| 1st Quarter of FY2016 |  |

(2)Consolidated Financial Position

|  | Total Assets | Net Assets | Equity Ratio | Net Assets per Share |
| :---: | :---: | :---: | :---: | :---: |
|  | (Unit: million yen) | (Unit: million yen) | \% | (Unit: yen) |
| At June 30,2017 | 1,990,351 | 646,554 | 31.1 | 861.12 |
| At March 31,2017 | 2,015,996 | 644,076 | 29.5 | 827.77 |

(For reference) Equity (net assets less non-controlling interests) : [At June 30, 2017] 618,096 million yen ; [At March 31, 2017] 594,160 million yen

## ( 2 ) Consolidated Forecast for FY2017 ending March 2018 (April 1, 2017 - March 31, 2018)

|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Profit attributable to owners of parent |  | Profit attributable to owners of parent per Share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (Unit: million yen) | \% | (Unit: million yen) | \% | (Unit: million yen) | \% | (Unit: million yen) | \% | (Unit: yen) |
| Half Year (cumulative) | 925,000 | 7.7 | 60,000 | 1.4 | 63,000 | 4.9 | 43,000 | 3.4 | 59.91 |
| Full Year | 1,915,000 | 2.3 | 134,500 | 0.6 | 140,000 | (0.1) | 95,000 | 0.5 | 132.35 |

* The consolidated forecasts were not revised in this first quarter.
( 3 ) Non-consolidated First Quarter Results for FY2017 ending March 2018 (April 1, 2017 - June 30, 2017)
(1)Non-consolidated Business Results
(\% shows the increase (decrease) from the results of the same period of the previous FY.)

|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Profit |  | Profit per Share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (Unit: million yen) | \% | (Unit: million yen) | \% | (Unit: million yen) | \% | (Unit: million yen) | \% | (Unit: yen) |
| 1st Quarter of FY2017 | 308,843 | 9.9 | 19,227 | 10.6 | 22,955 | 20.7 | 16,974 | 20.7 | 23.65 |
| 1st Quarter of FY2016 | 281,030 | 3.1 | 17,382 | 87.3 | 19,022 | 45.9 | 14,068 | 51.1 | 19.60 |

(2)Non-consolidated Financial Position

|  | Total Assets | Net Assets | Equity Ratio | Net Assets per Share |
| :---: | :---: | :---: | :---: | :---: |
|  | (Unit: million yen) | (Unit: million yen) | \% | (Unit: yen) |
| At June 30,2017 | 1,502,781 | 513,006 | 34.1 | 714.71 |
| At March 31,2017 | 1,504,594 | 492,354 | 32.7 | 685.94 |

(Reference) Equity (net assets less non-controlling interests) : [At June 30, 2017] 513,006 million yen ; [At March 31, 2017] 492,354 million yen
(4) Non-consolidated Forecast for FY2017 ending March 2018 (April 1, 2017 - March 31, 2018)

|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Profit |  | Profit per Share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (Unit: million yen) | \% | (Unit: million yen) | \% | (Unit: million yen) | \% | (Unit: million yen) | \% | (Unit: yen) |
| Half Year (cumulative) | 641,000 | 4.1 | 48,000 | 2.2 | 52,000 | 4.9 | 37,000 | (3.7) | 51.55 |
| Full Year | 1,325,000 | 1.6 | 107,000 | (1.1) | 115,000 | (1.3) | 82,000 | (2.5) | 114.24 |

* The consolidated forecasts were not revised in this first quarter.
(5) Dividends

|  | Dividend per Share (Unit : yen) |  |  |  |  | Total dividends paid (full year) | Dividend Payout Ratio (Consolidated) | Dividends-Net Assets Ratio (Consolidated) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End of 1Q | End of 2Q | End of 3Q | End of 4Q | Total |  |  |  |
|  |  |  |  |  |  | (Unit: million yen) | \% | \% |
| FY2016 ended Mar. 2017 | - | 9.00 | - | 19.00 | 28.00 | 20,105 | 21.3 | 3.6 |
| FY2017 ending Mar. 2018 (inculuding Forecasts) | - | 14.00 | - | 14.00 | 28.00 |  | 21.2 | , |

* The consolidated forecasts were not revised in this first quarter.

2 Financial highlights (Consolidated• Non-consolidated)
(1) Results for 1Q of FY2017 (in comparison with 1Q/FY2016 results)

|  |  |  |  |  |  |  | million yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consolidated |  |  |  |  |  | Non-consolidated |  |  |  |  |  |
|  | Resu $\begin{array}{r}\text { A } \\ -\mathrm{J} \\ \hline\end{array}$ | $\begin{aligned} & / F Y 2016 \\ & 2016 \\ & 0,2016 \end{aligned}$ | Resu $\begin{gathered} \mathrm{AF} \\ -\mathrm{Ju} \end{gathered}$ | $\begin{aligned} & \text { IFY2017 } \\ & 2017 \\ & 0,2017 \end{aligned}$ | Variance | Variance rate (\%) | Resu A | $\begin{aligned} & \text { FY2016 } \\ & 2016 \\ & , 2016 \end{aligned}$ | Resu A | $\begin{aligned} & \text { FY2017 } \\ & 2017 \\ & 0,2017 \end{aligned}$ | Variance | Variance <br> rate (\%) |
| Net sales of completed construction contracts | \% | $\begin{array}{r} 3,861 \\ - \end{array}$ | \% | $\begin{array}{r} 4,231 \\ - \end{array}$ | $\begin{array}{r} 369 \\ - \\ - \end{array}$ | $9.6$ - - | \% | $\begin{array}{r} 2,780 \\ 2,108 \\ 672 \end{array}$ | \% | $\begin{array}{r} 3,056 \\ 2,392 \\ 664 \end{array}$ | $\begin{array}{r} 275 \\ 283 \\ (7) \end{array}$ | $\begin{gathered} 9.9 \\ 13.5 \\ (1.2) \end{gathered}$ |
| Gross profit on completed construction contracts <br> Building Construction <br> Civil Engineering <br> Net sales of real estate business and other | 10.5 | $\begin{gathered} 403 \\ - \\ - \\ 159 \end{gathered}$ | 10.3 | $\begin{gathered} 435 \\ - \\ - \\ 159 \end{gathered}$ | $\begin{gathered} 31 \\ - \\ - \\ 0 \end{gathered}$ | $\begin{gathered} 7.9 \\ - \\ - \\ 0.1 \end{gathered}$ | $\begin{array}{r} 11.5 \\ 10.7 \\ 14.3 \end{array}$ | $\begin{array}{r} 321 \\ 224 \\ 96 \\ 29 \end{array}$ | $\begin{array}{r} 11.6 \\ 10.6 \\ 15.1 \end{array}$ | $\begin{array}{r} 354 \\ 253 \\ 100 \\ 32 \end{array}$ | $\begin{array}{r} 33 \\ 28 \\ 4 \\ 2 \end{array}$ | $\begin{array}{r} 10.3 \\ 12.9 \\ 4.3 \\ 7.4 \end{array}$ |
| Gross profit on real estate business and other <br> Net sales | 29.2 | $\begin{array}{r} 46 \\ 4,020 \end{array}$ | 31.3 | $\begin{array}{r} 49 \\ 4,390 \end{array}$ | $\begin{array}{r} 3 \\ 369 \end{array}$ | $\begin{aligned} & 7.0 \\ & 9.2 \end{aligned}$ | 35.5 | $\begin{array}{r} 10 \\ 2,810 \end{array}$ | 24.2 | $\begin{array}{r} 7 \\ 3,088 \end{array}$ | $\begin{array}{r} (2) \\ 278 \end{array}$ | $\begin{array}{r} (26.8) \\ 9.9 \end{array}$ |
| Gross profit | 11.2 | 450 | 11.1 | 485 | 35 | 7.8 | 11.8 | 331 | 11.7 | 361 | 30 | 9.1 |
| Selling, general and administrative expenses <br> (Personnel expenses) <br> (Others) <br> Operating Income | 5.5 $5.7$ | $\begin{array}{r} 220 \\ 129 \\ 91 \\ 229 \end{array}$ | $5.4$ $5.7$ | $\begin{array}{r} 236 \\ 145 \\ 91 \\ 248 \end{array}$ | $\begin{gathered} 16 \\ 16 \\ (0) \\ 19 \end{gathered}$ | $7.3$ $8.3$ | $5.6$ $6.2$ | $\begin{array}{r} 157 \\ 90 \\ 67 \\ 173 \end{array}$ | 5.5 $6.2$ | $\begin{array}{r} 169 \\ 104 \\ 65 \\ 192 \end{array}$ | $\begin{gathered} 11 \\ 13 \\ (2) \\ 18 \end{gathered}$ | $\begin{array}{r} 7.5 \\ 10.6 \end{array}$ |
| Non-operating income <br> Non-operating expenses (interests received/paid and dividend income - net) <br> Ordinary income | 5.8 | $\begin{array}{r} 31 \\ 27 \\ 22 \\ 233 \end{array}$ | 6.2 | $\begin{array}{r} 33 \\ 10 \\ 24 \\ 271 \end{array}$ | $\begin{array}{r} 1 \\ (16) \\ 2 \\ 37 \end{array}$ | $\begin{array}{r} 6.3 \\ (60.4) \\ \\ 16.0 \end{array}$ | 6.8 | $\begin{array}{r} 40 \\ 23 \\ 35 \\ 190 \\ \hline \end{array}$ | 7.4 | $\begin{array}{r} 41 \\ 4 \\ 37 \\ 229 \end{array}$ | $\begin{array}{r} 1 \\ (19) \\ 2 \\ 39 \end{array}$ | $\begin{array}{r} 4.2 \\ (81.0) \end{array}$ <br> 20.7 |
| Extraordinary income <br> Extraordinary loss |  | 2 0 |  | 0 4 | (1) 4 | (63.2) <br> 724.8 |  | 1 0 |  | 0 2 | (1) | $\begin{array}{l\|} \hline(98.3) \\ 609.3 \end{array}$ |
| Income before income taxes <br> Total income taxes | 5.9 | $\begin{array}{r} 235 \\ 66 \end{array}$ | 6.1 | $\begin{array}{r} 267 \\ 72 \end{array}$ | $\begin{array}{r} 32 \\ 5 \end{array}$ | $\begin{array}{r} 13.6 \\ 8.0 \end{array}$ | 6.8 | $\begin{array}{r} 191 \\ 51 \\ \hline \end{array}$ | 7.3 | $\begin{array}{r} 226 \\ 57 \end{array}$ | $\begin{array}{r} 35 \\ 6 \end{array}$ | $\begin{aligned} & 18.3 \\ & 11.7 \end{aligned}$ |
| Profit <br> Profit attributable to non-controlling interests (deduction) |  | $\begin{array}{r} 168 \\ 8 \end{array}$ |  | $\begin{array}{r} 195 \\ 5 \end{array}$ | $26$ <br> (3) | $\begin{array}{r} 15.8 \\ (40.6) \end{array}$ |  | $\begin{aligned} & - \\ & - \end{aligned}$ |  | $-$ | $\begin{aligned} & - \\ & - \end{aligned}$ | - - |
| Profit attributable to owners of parent (Non-consolidated: Profit) | 4.0 | 159 | 4.3 | 189 | 30 | 19.0 | 5.0 | 140 | 5.5 | 169 | 29 | 20.7 |

Orders received

|  | Consolidated |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Result-1Q/FY2016 <br> April 1, 2016 <br> - June 30, 2016 | Result-1Q/FY2017 <br> April 1, 2017 <br> - June 30, 2017 | Variance | Variance <br> rate (\%) |
| Building Construction | 2,727 | 2,685 | (42) | (1.5) |
| (Domestic) | 2,050 | 2,247 | 196 | 9.6 |
| (Overseas) | 677 | 438 | (238) | (35.3) |
| Civil Engineering | 875 | 1,064 | 189 | 21.6 |
| (Domestic) | 745 | 1,042 | 296 | 39.8 |
| (Overseas) | 129 | 22 | (107) | (83.0) |
| Construction Total | 3,603 | 3,749 | 146 | 4.1 |
| (Domestic) | 2,796 | 3,289 | 493 | 17.6 |
| (Overseas) | 806 | 460 | (346) | (42.9) |
| Real Estate Business and Other | 320 | 159 | (161) | (50.4) |
| Total orders received | 3,923 | 3,909 | (14) | (0.4) |


| Non-consolidated |  |  |  |  |
| ---: | ---: | ---: | ---: | :---: |
| Result-1Q/FY2016 <br> Arpil 1, 2016 <br> - June 30, 2016 | Result-1Q/FY2017 <br> Aprili, 2017 <br> - June 30, 2017 | Variance | Variance <br> rate (\%) |  |
| 2,044 | 2,126 | 81 | 4.0 |  |
| 2,019 | 2,119 | 100 | 5.0 |  |
| 24 | 6 | $(18)$ | $(73.6)$ |  |
| 573 | 852 | 278 | 48.6 |  |
| 554 | 849 | 295 | 53.3 |  |
| 18 | 2 | $(16)$ | $(88.2)$ |  |
| 2,617 | 2,978 | 360 | 13.8 |  |
| 2,574 | 2,969 | 395 | 15.4 |  |
| 43 | 8 | $(34)$ | $(79.9)$ |  |
| 30 | 32 | 1 | 5.9 |  |
| 2,647 | 3,010 | 362 | 13.7 |  |

Interest-bearing debt balances

| Non-consolidated |  |  |  |
| ---: | ---: | ---: | ---: |
| March 31, 2017 | June 30, 2017 | Variance | Variance <br> rate (\%) |
| 1,439 | 1,557 | 118 | 8.2 |
| - | - | - | - |
| 1,439 | 1,557 | 118 | 8.2 |

Note: The non-consolidated quarterly financial statements were prepared in accordance with the Japanese accounting standard for quarterly financial statements, although they are not subject to the disclosure legally required by the related authorities.
(2) Forecasts for 2Q (Cumulative) of FY2017 (in comparison with 2Q/FY2016 results)


Note: Forecasts for 2 (cumulative) of FY2017 were not revised from the ones announced on May 10, 2017.
The forecasts above were prepared on the basis of information available at the time of the release of Japanese "Kessan Tanshin" Due to various factors, the actual results may vary from the forecasts.

## Orders received

|  | Consolidated |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Result-2Q/FY2016 <br> April 1, 2016 <br> -September 30, 2016 | Forecast-2Q/FY2017 <br> April 1, 2017 <br> -September 30, 2017 | Variance | Variance <br> rate (\%) |
|  | 6,309 | 7,600 | 1,290 | 20.5 |
|  | 4,366 | 5,800 | 1,433 | 32.8 |
|  | 1,942 | 1,800 | $(142)$ | $(7.3)$ |
|  | 2,141 | 2,300 | 158 | 7.4 |
|  | 1,751 | 1,800 | 48 | 2.7 |
| (Overseas) | 389 | 500 | 110 | 28.2 |
| Construction Total | 8,451 | 9,900 | 1,448 | 17.1 |
| (Domestic) | 6,118 | 7,600 | 1,481 | 24.2 |
| (Overseas) | 2,332 | 2,300 | $(32)$ | $(1.4)$ |
| Real Estate Business and Other | 462 | 300 | $(162)$ | $(35.2)$ |
| Total orders received | 8,913 | 10,200 | 1,286 | 14.4 |


| (Unit: 100 million yen) |  |  |  |
| ---: | ---: | ---: | ---: |
| Result-2Q/FY2016 <br> April 1,2016 <br> - September 30, 2016 | Forecast-2Q/FY2017 <br> April 1, 2017 <br> - September 30, 2017 | Variance | Variance <br> rate (\%) |
| 4,289 | 5,700 | 1,410 | 32.9 |
| 4,258 | 5,700 | 1,441 | 33.8 |
| 30 | - | $(30)$ | $(100.0)$ |
| 1,378 | 1,600 | 221 | 16.1 |
| 1,252 | 1,350 | 97 | 7.8 |
| 126 | 250 | 123 | 98.1 |
| 5,668 | 7,300 | 1,631 | 28.8 |
| 5,510 | 7,050 | 1,539 | 27.9 |
| 157 | 250 | 92 | 59.2 |
| 64 | 100 | 35 | 53.9 |
| 5,733 | 7,400 | 1,666 | 29.1 |

Note: Forecasts for 2 Q (cumulative) of FY 2017 were not revised from the ones announced on May 10, 2017
The forecasts above were prepared on the basis of information available at the time of the release of Japanese "Kessan Tanshin".
Due to various factors, the actual results may vary from the forecasts.
(3) Forecasts for FY2017 (in comparison with FY2016 results)

|  | Consolidated |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { FY2016 } \\ & \text { L, } 2016 \\ & 31,2017 \end{aligned}$ | Fore $\begin{array}{r} \mathrm{AR}^{\prime} \\ -\mathrm{Ma} \end{array}$ | t-FY2017 , 2017 <br> 31, 2018 | Variance | Variance <br> rate (\%) |
| Net sales of completed construction contracts | \% | $18,025$ | \% | $\begin{array}{r} 18,320 \\ - \\ - \end{array}$ | $\begin{array}{r} 294 \\ - \end{array}$ | $\begin{gathered} 1.6 \\ - \end{gathered}$ |
| Gross profit on completed construction contracts <br> Building Construction <br> $\boxed{C i v i l}$ Engineering <br> Net sales of real estate business and other | 11.4 | $\begin{array}{r} 2,058 \\ - \\ - \\ 701 \end{array}$ | 11.2 | $\begin{array}{r} 2,060 \\ - \\ - \\ 830 \end{array}$ | $\begin{array}{r} 1 \\ - \\ - \\ 128 \end{array}$ | $\begin{array}{r} 0.1 \\ - \\ - \\ 18.2 \end{array}$ |
| Gross profit on real estate business and other <br> Net sales | 27.2 | $\begin{array}{r} 191 \\ 18,727 \end{array}$ | 26.5 | $\begin{array}{r} 220 \\ 19,150 \end{array}$ | $\begin{array}{r} 28 \\ 422 \end{array}$ | $\begin{array}{r} 15.1 \\ 2.3 \end{array}$ |
| Gross profit <br> Selling, general and administrative expenses <br> (Personnel expenses) <br> (Others) <br> Operating Income | 12.0 <br> 4.9 <br> 7.1 | $\begin{array}{r} 2,249 \\ 911 \\ 522 \\ 389 \\ 1,337 \end{array}$ | $\begin{array}{r} 11.9 \\ 4.9 \\ \\ 7.0 \end{array}$ | $\begin{array}{r} 2,280 \\ 935 \\ 535 \\ 400 \\ 1,345 \end{array}$ | $\begin{array}{r} 30 \\ 23 \\ 12 \\ 10 \\ 7 \end{array}$ | 1.4 $2.5$ $0.6$ |
| Non-operating income <br> Non-operating expenses (interests received/paid and dividend income - net) <br> Ordinary income | 7.5 | 96 33 64 1,401 | 7.3 | 90 35 55 1,400 | (6) <br> 1 <br> (9) <br> (1) | (7.2) $5.1$ (0.1) |
| Extraordinary income <br> Extraordinary loss |  | 39 10 |  | 40 - | $\begin{gathered} \hline 0 \\ (10) \end{gathered}$ | $\begin{array}{r} \hline 1.0 \\ (100.0) \end{array}$ |
| Income before income taxes <br> Total income taxes | 7.6 | $1,429$ $424$ | 7.5 | $1,440$ $440$ | $\begin{aligned} & 10 \\ & 15 \end{aligned}$ | $\begin{aligned} & 0.7 \\ & 3.6 \end{aligned}$ |
| Profit <br> Profit attributable to non-controlling interests (deduction) |  | $\begin{array}{r} 1,005 \\ 60 \end{array}$ |  | $\begin{array}{r} 1,000 \\ 50 \end{array}$ | $\begin{array}{r} \hline(5) \\ (10) \end{array}$ | $\begin{array}{r} \hline(0.5) \\ (16.9) \end{array}$ |
| Profit attributable to owners of parent (Non-consolidated: Profit) | 5.0 | 945 | 5.0 | 950 | 4 | 0.5 |


| Non-consolidated |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Result-FY2016 <br> April 1, 2016 <br> - March 31, 2017 |  | Forecast-FY2017 <br> April 1, 2017 <br> - March 31, 2018 |  | Variance | Variance rate (\%) |
| \% | $\begin{array}{r} 12,858 \\ 9,915 \\ 2,943 \end{array}$ | \% | $\begin{array}{r} 13,050 \\ 9,950 \\ 3,100 \end{array}$ | $\begin{array}{r} 191 \\ 34 \\ 156 \end{array}$ | 1.5 0.4 5.3 |
| $\begin{array}{r} 13.0 \\ 12.0 \\ 16.1 \end{array}$ | $\begin{array}{r} 1,667 \\ 1,194 \\ 472 \\ 181 \end{array}$ | $\begin{array}{r} 12.8 \\ 12.4 \\ 14.4 \end{array}$ | $\begin{array}{r} 1,675 \\ 1,230 \\ 445 \\ 200 \end{array}$ | $7$ <br> 35 <br> (27) <br> 18 | $\begin{array}{r} 0.5 \\ 3.0 \\ (5.9) \\ 10.0 \end{array}$ |
| 28.3 |  | 25.0 |  | $\begin{array}{r} (1) \\ 209 \end{array}$ | $\begin{gathered} (2.7) \\ 1.6 \end{gathered}$ |
| 13.2 <br> 4.9 $8.3$ | $\begin{array}{r} 1,718 \\ 636 \\ 351 \\ 285 \\ 1,082 \end{array}$ | $\begin{array}{r} 13.0 \\ 4.9 \\ \\ 8.1 \end{array}$ | $\begin{array}{r} 1,725 \\ 655 \\ 365 \\ 290 \\ 1,070 \end{array}$ | $\begin{array}{r} 6 \\ 18 \\ 13 \\ 4 \\ (12) \end{array}$ | 0.4 <br> 2.9 <br> (1.1) |
| 8.9 | $\begin{array}{r} 107 \\ 24 \\ 89 \\ 1,165 \end{array}$ | 8.7 | 100 20 83 1,150 | (7) <br> (4) <br> (6) <br> (15) | $\begin{array}{r} (6.8) \\ (17.4) \\ \\ (1.3) \end{array}$ |
|  | 97 50 |  | 30 - | $\begin{aligned} & \hline(67) \\ & (50) \\ & \hline \end{aligned}$ | $\begin{array}{r} \hline(69.3) \\ (100.0) \\ \hline \end{array}$ |
| 9.3 | $1,212$ <br> 371 | 8.9 | 1,180 360 | $\begin{aligned} & (32) \\ & (11) \end{aligned}$ | $\begin{aligned} & (2.7) \\ & (3.0) \end{aligned}$ |
|  | $\begin{aligned} & - \\ & - \end{aligned}$ |  | - | $\begin{aligned} & - \\ & - \end{aligned}$ | - |
| 6.5 | 841 | 6.2 | 820 | (21) | (2.5) |

The forecasts above were prepared on the basis of information available at the time of the release of Japanese "Kessan Tanshin".
Due to various factors, the actual results may vary from the forecasts.

Orders received

|  | Consolidated |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Result-FY2016 <br> April 1, 2016 <br> - March 31, 2017 | Forecast-FY2017 <br> April 1, 2017 <br> - March 31, 2018 | Variance | Variance rate (\%) |
| Building Construction (Domestic) (Overseas) | $\begin{array}{r} \hline 16,137 \\ 10,588 \\ 5,549 \end{array}$ | $\begin{array}{r} 13,600 \\ 10,300 \\ 3,300 \end{array}$ | $\begin{array}{r} (2,537) \\ (288) \\ (2,249) \end{array}$ | $\begin{array}{r} (15.7) \\ (2.7) \\ (40.5) \end{array}$ |
| Civil Engineering (Domestic) (Overseas) | $\begin{array}{r} 4,387 \\ 3,659 \\ 727 \end{array}$ | $\begin{array}{r} 4,200 \\ 3,300 \\ 900 \end{array}$ | $\begin{gathered} (187) \\ (359) \\ 172 \end{gathered}$ | $\begin{aligned} & (4.3) \\ & (9.8) \\ & 23.8 \end{aligned}$ |
| Construction Total <br> (Domestic) <br> (Overseas) | $\begin{array}{r} 20,525 \\ 14,248 \\ 6,276 \end{array}$ | $\begin{array}{r} \hline 17,800 \\ 13,600 \\ 4,200 \end{array}$ | $\begin{array}{r} (2,725) \\ (648) \\ (2,076) \end{array}$ | $\begin{array}{r} (13.3) \\ (4.5) \\ (33.1) \end{array}$ |
| Real Estate Business and Other | 927 | 800 | (127) | (13.7) |
| Total orders received | 21,452 | 18,600 | $(2,852)$ | (13.3) |


| Non-consolidated |  |  |  |
| ---: | ---: | ---: | ---: |
| Result-FY2016 <br> Apri 1, ,2016 <br> - March 31, 2017 | Forecast-FY2017 <br> Apriil, 2017 <br> -March 31, 2018 | Variance | Variance <br> rate (\%) |
| 10,526 | 9,900 | $(626)$ | $(6.0)$ |
| 10,481 | 9,900 | $(581)$ | $(5.5)$ |
| 45 | - | $(45)$ | $(100.0)$ |
| 2,957 | 2,900 | $(57)$ | $(1.9)$ |
| 2,752 | 2,500 | $(252)$ | $(9.2)$ |
| 204 | 400 | 195 | 95.5 |
| 13,483 | 12,800 | $(683)$ | $(5.1)$ |
| 13,233 | 12,400 | $(833)$ | $(6.3)$ |
| 250 | 400 | 149 | 59.8 |
| 181 | 200 | 18 | 10.0 |
| 13,665 | 13,000 | $(665)$ | $(4.9)$ |

Note: Full year forecasts for FY2017 were not revised from the ones announced on May 10, 2017.
The forecasts above were prepared on the basis of information available at the time of the release of Japanese "Kessan Tanshin".
Due to various factors, the actual results may vary from the forecasts.
Interest-bearing debt balances

|  | Consolidated |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | March 31, 2017 | Forecast-FY2017 <br> March 31, 2018 | Variance | Variance <br> rate (\%) |
|  | 2,003 | 1,800 | (203) | $(10.2)$ |
|  | 730 | 900 | 169 | 23.2 |
| Interest-bearing debt total | 2,733 | 2,700 | (33) | $(1.2)$ |


|  | (Unit: 100 million yen) |  |  |  |
| ---: | ---: | ---: | ---: | :---: |
| March 31, 2017 | Forecast-FY2017 <br> March 31, 2018 | Variance | Variance <br> rate (\%) |  |
| 1,439 | 1,400 | $(39)$ | $(2.7)$ |  |
| - | - | - | - |  |
| 1,439 | 1,400 | $(39)$ | $(2.7)$ |  |

Note: Forecasts at the end of FY2017 were not revised from the ones announced on May 10, 2017
The forecasts above were prepared on the basis of information available at the time of the release of Japanese "Kessan Tanshin".
Due to various factors, the actual results may vary from the forecasts.

3 Results and forecasts for net sales，operating income and gross profit（Consolidated• Non－consolidated）
（1）Results for 1Q of FY2017（incomparison with 1Q／2016 results）

【Consolidated】

|  | Consolidated Net Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1Q／FY2016 <br> Result <br> April 1， 2016 <br> －June 30， 2016 <br> （A） | 1Q／FY2017 <br> Result <br> April 1， 2017 <br> －June 30， 2017 <br> （B） | Variance (B) - (A) | Variance <br> rate（\％） |
| Building Construction |  |  |  |  |
| Domestic | 214，439 | 241，378 | 26，938 | 12.6 |
| Overseas | 79，827 | 86，721 | 6，893 | 8.6 |
| Sub－total | 294，266 | 328，099 | 33，832 | 11.5 |
| Civil Engineering |  |  |  |  |
| Domestic | 76，463 | 75，945 | （518） | （0．7） |
| Overseas | 15，399 | 19，056 | 3，657 | 23.7 |
| Sub－total | 91，863 | 95，001 | 3，138 | 3.4 |
| Construction Total |  |  |  |  |
| Domestic | 290，902 | 317，323 | 26，420 | 9.1 |
| Overseas | 95，227 | 105，778 | 10，550 | 11.1 |
| Sub－total | 386，129 | 423，101 | 36，971 | 9.6 |
| Real Estate Business and Other |  |  |  |  |
| Real Estate Business | 8，256 | 7，470 | （785） | （9．5） |
| Other | 7，666 | 8，472 | 806 | 10.5 |
| Sub－total | 15，922 | 15，943 | 21 | 0.1 |
| Total | 402，052 | 439，044 | 36，992 | 9.2 |


| Consolidated Operating Income |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q／FY2016 <br> Result <br> April 1， 2016 <br> －June 30， 2016 |  | 1Q／FY2017 <br> Result <br> April 1， 2017 <br> －June 30， 2017 |  | Variance <br> （D）－（C） | Variance rate（\％） |
| $\begin{aligned} & 6.3 \\ & 1.4 \end{aligned}$ | $\begin{array}{r} 13,591 \\ 1,110 \end{array}$ | $\begin{aligned} & 6.2 \\ & 1.4 \end{aligned}$ | $\begin{array}{r} 14,969 \\ 1,226 \end{array}$ | $\begin{array}{r} 1,378 \\ 115 \end{array}$ | $\begin{aligned} & 10.1 \\ & 10.4 \end{aligned}$ |
| 5.0 | 14，701 | 4.9 | 16，195 | 1，494 | 10.2 |
| $\begin{gathered} 8.7 \\ (3.6) \end{gathered}$ | $\begin{gathered} 6,640 \\ (557) \end{gathered}$ | $\begin{gathered} 8.4 \\ (0.5) \end{gathered}$ | $\begin{gathered} 6,344 \\ (102) \end{gathered}$ | $\begin{gathered} (296) \\ 455 \end{gathered}$ | $\begin{array}{r}(4.5) \\ - \\ \hline\end{array}$ |
| 6.6 | 6，082 | 6.6 | 6，242 | 159 | 2.6 |
| 7.0 | 20，231 | 6.7 | 21，314 | 1，082 | 5.3 |
| 0.6 | 552 | 1.1 | 1，124 | 571 | 103.3 |
| 5.4 | 20，784 | 5.3 | 22，438 | 1，653 | 8.0 |
| 20.2 | 1，666 | 16.3 | 1，213 | （452） | （27．1） |
| 7.0 | 536 | 14.7 | 1，245 | 709 | 132.3 |
| 13.8 | 2，202 | 15.4 | 2，459 | 257 | 11.7 |
| 5.7 | 22，986 | 5.7 | 24，897 | 1，910 | 8.3 |

Note：Above were the results related to segment information．Consolidated net sales and consolidated operating income show the amount of net sales for external customers and operating income on net sales for external customers respectively．

【Non－consolidated】

|  | Net Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1Q／FY2016 <br> Result <br> April 1， 2016 <br> －June 30， 2016 <br> （A） | 1Q／FY2017 <br> Result <br> April 1， 2017 <br> －June 30， 2017 <br> （B） | Variance $\text { (B) }-(\mathrm{A})$ | Variance <br> rate（\％） |
| Building Construction |  |  |  |  |
| Domestic <br> Overseas | $\begin{array}{r} 207,709 \\ 3,136 \end{array}$ | 235，914 $3,317$ | $\begin{array}{r} 28,204 \\ 181 \end{array}$ | $\begin{array}{r} 13.6 \\ 5.8 \end{array}$ |
| Sub－total | 210，846 | 239，231 | 28，385 | 13.5 |
| Civil Engineering |  |  |  |  |
| Domestic <br> Overseas | $\begin{array}{r} 60,101 \\ 7,102 \end{array}$ | $\begin{array}{r} 56,852 \\ 9,558 \end{array}$ | $\begin{gathered} (3,248) \\ 2,455 \end{gathered}$ | $\begin{gathered} (5.4) \\ 34.6 \end{gathered}$ |
| Sub－total | 67，203 | 66，410 | （792） | （1．2） |
| Construction Total |  |  |  |  |
| Domestic <br> Overseas | $\begin{array}{r} 267,810 \\ 10,239 \end{array}$ | $\begin{array}{r} 292,766 \\ 12,876 \end{array}$ | $\begin{array}{r} 24,955 \\ 2,636 \end{array}$ | 9.3 25.8 |
| Sub－total | 278，050 | 305，642 | 27，592 | 9.9 |
| Real Estate Business and Other | 2，980 | 3，200 | 220 | 7.4 |
| Total | 281，030 | 308，843 | 27，812 | 9.9 |

（Unit：million yen）

| Gross Profit |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q／FY2016 <br> Result <br> April 1， 2016 <br> －June 30， 2016 |  | 1Q／FY2017 <br> Result <br> April 1， 2017 <br> －June 30， 2017 |  | Variance (D) - (C) | Variance <br> rate（\％） |
| $\begin{gathered} 11.0 \\ (12.3) \end{gathered}$ | 22，854 <br> （385） | $\begin{array}{r} 10.7 \\ 1.4 \end{array}$ | $\begin{array}{r} 25,315 \\ 45 \end{array}$ | $\begin{array}{r} 2,461 \\ 430 \end{array}$ | 10.8 |
| 10.7 | 22，468 | 10.6 | 25，360 | 2，891 | 12.9 |
| $\begin{array}{r} 15.6 \\ 4.1 \end{array}$ | $\begin{array}{r} 9,353 \\ 288 \end{array}$ | $\begin{array}{r} 16.3 \\ 8.3 \end{array}$ | $\begin{array}{r} 9,261 \\ 796 \end{array}$ | $\begin{gathered} (92) \\ 507 \end{gathered}$ | $\begin{gathered} (1.0) \\ 175.8 \end{gathered}$ |
| 14.3 | 9，642 | 15.1 | 10，057 | 414 | 4.3 |
| $\begin{gathered} 12.0 \\ (0.9) \end{gathered}$ | $32,207$ <br> （96） | $\begin{array}{r} 11.8 \\ 6.5 \end{array}$ | $\begin{array}{r} 34,576 \\ 841 \end{array}$ | $\begin{array}{r} 2,368 \\ 938 \end{array}$ | 7.4 |
| 11.5 | 32，111 | 11.6 | 35，418 | 3，306 | 10.3 |
| 35.5 | 1，058 | 24.2 | 775 | （283） | （26．8） |
| 11.8 | 33，170 | 11.7 | 36，193 | 3，023 | 9.1 |

（2）Forecasts for 2Q（Cumulative）of FY2017（incomparison with 2Q／2016 results）

【Consolidated】

（Unit：million yen）

| Consolidated Operating Income |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q／FY2016 <br> Result <br> April 1， 2016 <br> September 30， 2016 |  | 2Q／FY2017ForecastApril 1， 2017September 30， 2017 |  | Variance (D) - (C) | Variance <br> rate（\％） |
| $\begin{aligned} & 7.6 \\ & 1.6 \end{aligned}$ | $\begin{array}{r} 36,404 \\ 2,597 \end{array}$ | $\begin{aligned} & 7.5 \\ & 1.0 \end{aligned}$ | $\begin{array}{r} 36,000 \\ 2,000 \end{array}$ | $\begin{aligned} & (404) \\ & (597) \end{aligned}$ | $\begin{array}{r} (1.1) \\ (23.0) \end{array}$ |
| 6.1 | 39，002 | 5.6 | 38，000 | $(1,002)$ | （2．6） |
| $\begin{gathered} 10.6 \\ (4.2) \end{gathered}$ | $\begin{gathered} 16,235 \\ (1,402) \end{gathered}$ | $\begin{aligned} & 9.0 \\ & 1.4 \end{aligned}$ | $\begin{array}{r} 16,000 \\ 500 \end{array}$ | $\begin{gathered} (235) \\ 1,902 \end{gathered}$ | （1．5） |
| 7.9 | 14，833 | 7.7 | 16，500 | 1，666 | 11.2 |
| 8.3 0.6 | $\begin{array}{r} 52,640 \\ 1,194 \end{array}$ | $\begin{aligned} & 7.9 \\ & 1.1 \end{aligned}$ | $\begin{array}{r} 52,000 \\ 2,500 \end{array}$ | $\begin{gathered} (640) \\ 1,305 \end{gathered}$ | $\begin{array}{r} (1.2) \\ 109.2 \end{array}$ |
| 6.5 | 53，835 | 6.1 | 54，500 | 664 | 1.2 |
| $\begin{array}{r} 23.2 \\ 7.5 \end{array}$ | $\begin{aligned} & 4,226 \\ & 1,085 \end{aligned}$ | － | － | － | － |
| 16.3 | 5，312 | 15.7 | 5，500 | 187 | 3.5 |
| 6.9 | 59，148 | 6.5 | 60，000 | 851 | 1.4 |

Note：Above were the forecasts related to segment information．Consolidated net sales and consolidated operating income show the amount of net sales for external customers and operating income on net sales for external customers respectively．
The forecasts above were prepared on the basis of information available at the time of the release of Japanese＂Kessan Tanshin＂
Due to various factors，the actual results may vary from the forecasts．

〔Non－consolidated】

|  | Net Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2Q／FY2016 <br> Result <br> April 1， 2016 September 30， 2016 <br> （A） | 2Q／FY2017 <br> Forecast <br> April 1， 2017 <br> September 30， 2017 <br> （B） | Variance (B) - (A) | Variance <br> rate（\％） |
| Building Construction |  |  |  |  |
| Domestic | 464，081 | 470，000 | 5，918 | 1.3 |
| Overseas | 6，400 | 9，000 | 2，599 | 40.6 |
| Sub－total | 470，482 | 479，000 | 8，517 | 1.8 |
| Civil Engineering |  |  |  |  |
| Domestic | 122，700 | 137，000 | 14，299 | 11.7 |
| Overseas | 15，933 | 18，000 | 2，066 | 13.0 |
| Sub－total | 138，634 | 155，000 | 16，365 | 11.8 |
| Construction Total |  |  |  |  |
| Domestic | 586，782 | 607，000 | 20，217 | 3.4 |
| Overseas | 22，334 | 27，000 | 4，665 | 20.9 |
| Sub－total | 609，117 | 634，000 | 24，882 | 4.1 |
| Real Estate Business and Other | 6，493 | 7，000 | 506 | 7.8 |
| Total | 615，610 | 641，000 | 25，389 | 4.1 |

（Unit：million yen）

| Gross Profit |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 ult <br> 2016 <br> 30， 2016 <br> （C） |  | 2017 <br> ast <br> 2017 <br> 30， 2017 <br> （D） | Variance (D) - (C) | Variance <br> rate（\％） |
| $\begin{gathered} 11.7 \\ (4.0) \end{gathered}$ | 54，459 <br> （257） | 11.9 | 56，000 - | $\begin{array}{r} 1,540 \\ 257 \end{array}$ | 2.8 |
| 11.5 | 54，201 | 11.7 | 56，000 | 1，798 | 3.3 |
| $\begin{array}{r} 16.7 \\ 4.6 \end{array}$ | $\begin{array}{r} 20,472 \\ 737 \end{array}$ | $\begin{array}{r} 15.3 \\ 8.3 \end{array}$ | $\begin{array}{r} 21,000 \\ 1,500 \end{array}$ | $\begin{aligned} & 527 \\ & 762 \end{aligned}$ | $\begin{array}{r} 2.6 \\ 103.3 \end{array}$ |
| 15.3 | 21，210 | 14.5 | 22，500 | 1，289 | 6.1 |
| $\begin{array}{r} 12.8 \\ 2.1 \end{array}$ | $\begin{array}{r} 74,931 \\ 479 \end{array}$ | $\begin{array}{r} 12.7 \\ 5.6 \end{array}$ | $\begin{array}{r} 77,000 \\ 1,500 \end{array}$ | $\begin{aligned} & 2,068 \\ & 1,020 \end{aligned}$ | $\begin{array}{r} 2.8 \\ 212.5 \end{array}$ |
| 12.4 | 75，411 | 12.4 | 78，500 | 3，088 | 4.1 |
| 32.7 | 2，124 | 28.6 | 2，000 | （124） | （5．9） |
| 12.6 | 77，536 | 12.6 | 80，500 | 2，963 | 3.8 |

Note：Forecasts for 2Q（cumulative）of FY2017 were not revised from the ones announced on May 10， 2017 Due to various factors，the actual results may vary from the forecasts．

## （3）Forecasts for FY2017（incomparison with FY2016 results）

【Consolidated】

|  | Consolidated Net Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY2016 Full Year Result <br> April 1， 2016 <br> March 31， 2017 <br> （A） | FY2017 Full Year <br> Forecast <br> April 1， 2017 <br> March 31， 2018 <br> （B） | Variance (B) - (A) | Variance <br> rate（\％） |
| Building Construction |  |  |  |  |
| Domestic | 1，020，378 | 1，005，000 | $(15,378)$ | （1．5） |
| Overseas | 367，980 | 380，000 | 12，019 | 3.3 |
| Sub－total | 1，388，358 | 1，385，000 | $(3,358)$ | （0．2） |
| Civil Engineering |  |  |  |  |
| Domestic | 332，374 | 360，000 | 27，625 | 8.3 |
| Overseas | 81，792 | 87，000 | 5，207 | 6.4 |
| Sub－total | 414，166 | 447，000 | 32，833 | 7.9 |
| Construction Total |  |  |  |  |
| Domestic | 1，352，753 | 1，365，000 | 12，246 | 0.9 |
| Overseas | 449，772 | 467，000 | 17，227 | 3.8 |
| Sub－total | 1，802，525 | 1，832，000 | 29，474 | 1.6 |
| Real Estate Business and Other |  |  |  |  |
| Real Estate Business | 38，795 | － | － | － |
| Other | 31，400 | － | － | － |
| Sub－total | 70，195 | 83，000 | 12，804 | 18.2 |
| Total | 1，872，721 | 1，915，000 | 42，278 | 2.3 |

（Unit：million yen）

| Consolidated Operating Income |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Full Year ult 2016 ， 2017 <br> （C） |  | Full Year <br> cast <br> 2017 <br> 1， 2018 <br> （D） | Variance <br> （D）－（C） | Variance <br> rate（\％） |
| $\begin{aligned} & 8.1 \\ & 1.3 \end{aligned}$ | $\begin{array}{r} 82,633 \\ 4,880 \end{array}$ | $\begin{aligned} & 8.4 \\ & 1.2 \end{aligned}$ | $\begin{array}{r} 84,000 \\ 4,500 \end{array}$ | $\begin{array}{r} 1,366 \\ (380) \end{array}$ | $\begin{gathered} 1.7 \\ (7.8) \end{gathered}$ |
| 6.3 | 87，514 | 6.4 | 88，500 | 985 | 1.1 |
| $\begin{gathered} 12.0 \\ (3.9) \end{gathered}$ | $\begin{gathered} 40,033 \\ (3,182) \end{gathered}$ | $\begin{aligned} & 9.0 \\ & 1.7 \end{aligned}$ | $\begin{array}{r} 32,500 \\ 1,500 \end{array}$ | $\begin{gathered} (7,533) \\ 4,682 \end{gathered}$ | （18．8） - |
| 8.9 | 36，851 | 7.6 | 34，000 | $(2,851)$ | （7．7） |
| $\begin{aligned} & 9.1 \\ & 0.4 \end{aligned}$ | $\begin{array}{r} 122,667 \\ 1,698 \end{array}$ | $\begin{aligned} & 8.5 \\ & 1.3 \end{aligned}$ | $\begin{array}{r} 116,500 \\ 6,000 \end{array}$ | $\begin{gathered} (6,167) \\ 4,301 \end{gathered}$ | $\begin{array}{r} (5.0) \\ 253.3 \end{array}$ |
| 6.9 | 124，365 | 6.7 | 122，500 | $(1,865)$ | （1．5） |
| $\begin{array}{r} 18.5 \\ 7.0 \end{array}$ | $\begin{aligned} & 7,180 \\ & 2,196 \end{aligned}$ | － | － | － | － |
| 13.4 | 9，377 | 14.5 | 12，000 | 2，622 | 28.0 |
| 7.1 | 133，742 | 7.0 | 134，500 | 757 | 0.6 |

Note：Above were the forecasts r
Full year forecasts for FY2017 were not revised from the ones announced on May 10， 2017
The forecasts above were prepared on the basis of information available at the time of the release of Japanese＂Kessan Tanshin＂
Due to various factors，the actual results may vary from the forecasts．

【Non－consolidated】

|  | Net Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY2016 Full Year Result <br> April 1， 2016 <br> March 31， 2017 <br> （A） | FY2017 Full Year <br> Forecast <br> April 1， 2017 <br> March 31， 2018 <br> （B） | Variance (B) - (A) | Variance <br> rate（\％） |
| Building Construction |  |  |  |  |
| Domestic <br> Overseas | $\begin{array}{r} 977,417 \\ 14,110 \end{array}$ | $\begin{array}{r} 980,000 \\ 15,000 \end{array}$ | $\begin{array}{r} 2,582 \\ 889 \end{array}$ | $\begin{aligned} & 0.3 \\ & 6.3 \end{aligned}$ |
| Sub－total | 991，527 | 995，000 | 3，472 | 0.4 |
| Civil Engineering |  |  |  |  |
| Domestic Overseas | $\begin{array}{r} 259,157 \\ 35,201 \end{array}$ | $\begin{array}{r} 270,000 \\ 40,000 \end{array}$ | $\begin{array}{r} 10,842 \\ 4,798 \end{array}$ | $\begin{array}{r} 4.2 \\ 13.6 \end{array}$ |
| Sub－total | 294，358 | 310，000 | 15，641 | 5.3 |
| Construction Total |  |  |  |  |
| Domestic <br> Overseas | $\begin{array}{r} 1,236,575 \\ 49,311 \end{array}$ | $\begin{array}{r} 1,250,000 \\ 55,000 \end{array}$ | $\begin{array}{r} 13,424 \\ 5,688 \end{array}$ | $\begin{array}{r} 1.1 \\ 11.5 \end{array}$ |
| Sub－total | 1，285，886 | 1，305，000 | 19，113 | 1.5 |
| Real Estate Business and Other | 18，179 | 20，000 | 1，820 | 10.0 |
| Total | 1，304，065 | 1，325，000 | 20，934 | 1.6 |

（Unit：million yen）

| Gross Profit |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{r} \hline \text { FY20 } \\ \text { Ap } \\ \text { Mar } \\ \hline \text { \% Gross } \\ \text { Profit } \\ \hline \end{array}$ | Full Year <br> ult <br> 2016 <br> 1， 2017 <br> （C） |  | Full Year <br> cast <br> 2017 <br> 1， 2018 <br> （D） | Variance <br> （D）－（C） | Variance <br> rate（\％） |
| $\begin{gathered} 12.2 \\ (1.5) \end{gathered}$ | $\begin{array}{r} 119,665 \\ (209) \end{array}$ | 12.6 | 123，000 | $\begin{array}{r} 3,334 \\ 209 \end{array}$ | 2.8 |
| 12.0 | 119，455 | 12.4 | 123，000 | 3，544 | 3.0 |
| $\begin{array}{r} 18.0 \\ 2.0 \end{array}$ | $\begin{array}{r} 46,579 \\ 706 \end{array}$ | $\begin{array}{r} 15.2 \\ 8.8 \end{array}$ | $\begin{array}{r} 41,000 \\ 3,500 \end{array}$ | $\begin{gathered} (5,579) \\ 2,793 \end{gathered}$ | $\begin{gathered} (12.0) \\ 395.2 \end{gathered}$ |
| 16.1 | 47，285 | 14.4 | 44，500 | $(2,785)$ | （5．9） |
| $\begin{array}{r} 13.4 \\ 1.0 \end{array}$ | $\begin{array}{r} 166,244 \\ 497 \end{array}$ | $\begin{array}{r} 13.1 \\ 6.4 \end{array}$ | $\begin{array}{r} 164,000 \\ 3,500 \end{array}$ | $\begin{gathered} (2,244) \\ 3,002 \end{gathered}$ | $\begin{gathered} (1.3) \\ 603.6 \end{gathered}$ |
| 13.0 | 166，741 | 12.8 | 167，500 | 758 | 0.5 |
| 28.3 | 5，136 | 25.0 | 5，000 | （136） | （2．7） |
| 13.2 | 171，878 | 13.0 | 172，500 | 621 | 0.4 |

Note：Full year forecasts for FY2017 were not revised from the ones announced on May 10， 2017
The forecasts above were prepared on the basis of information available at the time of the release of Japanese＂Kessan Tanshin＂
Due to various factors，the actual results may vary from the forecasts．

4 Non-consolidated orders received, net sales and carried-forward
(1) Breakdown of non-consolidated orders received

|  | 1Q/FY2016 <br> April 1, 2016 - June 30, 2016 |  | $\begin{gathered} \text { 1Q/FY2017 } \\ \text { April } 1,2017 \text { - June } 30,2017 \end{gathered}$ |  | Variance |  | Previous FY Results April 1, 2016 - March 31, 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \% |  | \% |  | \% variance |  | \% |
| Building Construction |  |  |  |  |  |  |  |  |
| Domestic Public | 2,752 | 1.0 | 39,090 | 13.0 | 36,337 | - | 110,868 | 8.1 |
| Domestic Private | 199,193 | 75.3 | 172,859 | 57.4 | $(26,333)$ | (13.2) | 937,239 | 68.6 |
| Domestic total | 201,945 | 76.3 | 211,950 | 70.4 | 10,004 | 5.0 | 1,048,108 | 76.7 |
| Overseas total | 2,482 | 0.9 | 655 | 0.2 | $(1,827)$ | (73.6) | 4,569 | 0.3 |
| Sub-total | 204,428 | 77.2 | 212,605 | 70.6 | 8,177 | 4.0 | 1,052,677 | 77.0 |
| Civil Engineering |  |  |  |  |  |  |  |  |
| Domestic Public | 24,307 | 9.2 | 54,705 | 18.1 | 30,397 | 125.1 | 162,455 | 11.9 |
| Domestic Private | 31,147 | 11.7 | 30,291 | 10.1 | (856) | (2.8) | 112,793 | 8.3 |
| Domestic total | 55,455 | 20.9 | 84,996 | 28.2 | 29,541 | 53.3 | 275,248 | 20.2 |
| Overseas total | 1,878 | 0.8 | 221 | 0.1 | $(1,656)$ | (88.2) | 20,456 | 1.5 |
| Sub-total | 57,333 | 21.7 | 85,217 | 28.3 | 27,884 | 48.6 | 295,705 | 21.7 |
| Construction Total |  |  |  |  |  |  |  |  |
| Domestic Public | 27,059 | 10.2 | 93,795 | 31.1 | 66,735 | 246.6 | 273,323 | 20.0 |
| Domestic Private | 230,341 | 87.0 | 203,150 | 67.5 | $(27,190)$ | (11.8) | 1,050,033 | 76.9 |
| Domestic total | 257,401 | 97.2 | 296,946 | 98.6 | 39,545 | 15.4 | 1,323,357 | 96.9 |
| Overseas total | 4,360 | 1.7 | 876 | 0.3 | $(3,483)$ | (79.9) | 25,025 | 1.8 |
| Sub-total | 261,761 | 98.9 | 297,822 | 98.9 | 36,061 | 13.8 | 1,348,382 | 98.7 |
| Real Estate Business and Other | 3,021 | 1.1 | 3,200 | 1.1 | 178 | 5.9 | 18,179 | 1.3 |
| Total | 264,783 | 100 | 301,023 | 100 | 36,240 | 13.7 | 1,366,562 | 100 |

## (2) Breakdown of non-consolidated net sales

| (Unit: million yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q/FY2016 <br> April 1, 2016 - June 30, 2016 |  | 1Q/FY2017 <br> April 1, 2017 - June 30, 2017 |  | Variance |  | Previous FY Results April 1, 2016 - March 31, 2017 |  |
|  |  | \% |  | \% |  | \% variance |  | \% |
| Building Construction |  |  |  |  |  |  |  |  |
| Domestic Public | 11,917 | 4.2 | 17,712 | 5.7 | 5,794 | 48.6 | 62,816 | 4.8 |
| Domestic Private | 195,791 | 69.7 | 218,202 | 70.7 | 22,410 | 11.4 | 914,601 | 70.1 |
| Domestic total | 207,709 | 73.9 | 235,914 | 76.4 | 28,204 | 13.6 | 977,417 | 74.9 |
| Overseas total | 3,136 | 1.1 | 3,317 | 1.1 | 181 | 5.8 | 14,110 | 1.1 |
| Sub-total | 210,846 | 75.0 | 239,231 | 77.5 | 28,385 | 13.5 | 991,527 | 76.0 |
| Civil Engineering |  |  |  |  |  |  |  |  |
| Domestic Public | 38,737 | 13.8 | 35,391 | 11.5 | $(3,346)$ | (8.6) | 163,506 | 12.6 |
| Domestic Private | 21,363 | 7.6 | 21,461 | 6.9 | 97 | 0.5 | 95,650 | 7.3 |
| Domestic total | 60,101 | 21.4 | 56,852 | 18.4 | $(3,248)$ | (5.4) | 259,157 | 19.9 |
| Overseas total | 7,102 | 2.5 | 9,558 | 3.1 | 2,455 | 34.6 | 35,201 | 2.7 |
| Sub-total | 67,203 | 23.9 | 66,410 | 21.5 | (792) | (1.2) | 294,358 | 22.6 |
| Construction Total |  |  |  |  |  |  |  |  |
| Domestic Public | 50,655 | 18.0 | 53,103 | 17.2 | 2,447 | 4.8 | 226,323 | 17.4 |
| Domestic Private | 217,155 | 77.3 | 239,663 | 77.6 | 22,507 | 10.4 | 1,010,251 | 77.4 |
| Domestic total | 267,810 | 95.3 | 292,766 | 94.8 | 24,955 | 9.3 | 1,236,575 | 94.8 |
| Overseas total | 10,239 | 3.6 | 12,876 | 4.2 | 2,636 | 25.8 | 49,311 | 3.8 |
| Sub-total | 278,050 | 98.9 | 305,642 | 99.0 | 27,592 | 9.9 | 1,285,886 | 98.6 |
| Real Estate Business and Other | 2,980 | 1.1 | 3,200 | 1.0 | 220 | 7.4 | 18,179 | 1.4 |
| Total | 281,030 | 100 | 308,843 | 100 | 27,812 | 9.9 | 1,304,065 | 100 |

(3) Breakdown of non-consolidated amounts carried-forward

|  |  |  |  |  |  |  |  | million yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | At June 30 |  | At June 3 |  | Varia |  | At the end of <br> (March 31, | us FY |
|  |  | \% |  | \% |  | \% variance |  | \% |
| Building Construction |  |  |  |  |  |  |  |  |
| Domestic Public | 135,470 | 8.3 | 214,066 | 12.5 | 78,595 | 58.0 | 192,688 | 11.2 |
| Domestic Private | 1,028,802 | 62.9 | 1,002,697 | 58.8 | $(26,105)$ | (2.5) | 1,048,039 | 61.1 |
| Domestic total | 1,164,273 | 71.2 | 1,216,763 | 71.3 | 52,490 | 4.5 | 1,240,727 | 72.3 |
| Overseas total | 21,667 | 1.3 | 10,118 | 0.6 | $(11,549)$ | (53.3) | 12,780 | 0.8 |
| Sub-total | 1,185,940 | 72.5 | 1,226,881 | 71.9 | 40,940 | 3.5 | 1,253,508 | 73.1 |
| Civil Engineering |  |  |  |  |  |  |  |  |
| Domestic Public | 268,996 | 16.4 | 301,689 | 17.7 | 32,692 | 12.2 | 282,375 | 16.5 |
| Domestic Private | 117,590 | 7.2 | 133,779 | 7.8 | 16,188 | 13.8 | 124,949 | 7.3 |
| Domestic total | 386,587 | 23.6 | 435,468 | 25.5 | 48,881 | 12.6 | 407,324 | 23.8 |
| Overseas total | 62,759 | 3.9 | 43,902 | 2.6 | $(18,857)$ | (30.0) | 53,239 | 3.1 |
| Sub-total | 449,347 | 27.5 | 479,371 | 28.1 | 30,024 | 6.7 | 460,564 | 26.9 |
| Construction Total |  |  |  |  |  |  |  |  |
| Domestic Public | 404,467 | 24.7 | 515,755 | 30.2 | 111,288 | 27.5 | 475,063 | 27.7 |
| Domestic Private | 1,146,393 | 70.1 | 1,136,476 | 66.6 | $(9,917)$ | (0.9) | 1,172,988 | 68.4 |
| Domestic total | 1,550,860 | 94.8 | 1,652,232 | 96.8 | 101,371 | 6.5 | 1,648,052 | 96.1 |
| Overseas total | 84,427 | 5.2 | 54,020 | 3.2 | $(30,406)$ | (36.0) | 66,020 | 3.9 |
| Sub-total | 1,635,288 | 100.0 | 1,706,253 | 100.0 | 70,965 | 4.3 | 1,714,072 | 100.0 |
| Real Estate Business and Other | 41 | 0.0 | - | - | 41.0 | (100.0) | - | - |
| Total | 1,635,329 | 100 | 1,706,253 | 100 | 70,923 | 4.3 | 1,714,072 | 100 |

## 5 Consolidated quarterly financial statements

## (1) Consolidated quarterly balance sheets

(Unit : million yen)

|  | March 31, 2017 | June 30, 2017 | Variance |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Current assets |  |  |  |
| Cash and deposits | 194,585 | 177,361 | $(17,224)$ |
| Notes and accounts receivable from completed construction contracts and other | 720,361 | 661,799 | $(58,562)$ |
| Electronically recorded monetary claims | 21,075 | 12,987 | $(8,087)$ |
| Short-term investment securities | 2,519 | 2,273 | (245) |
| Real estate for sale | 16,739 | 17,802 | 1,063 |
| Costs on uncompleted construction contracts | 39,881 | 46,024 | 6,142 |
| Costs on real estate business | 24,200 | 23,832 | (367) |
| Inventories for PFI and other projects | 42,406 | 40,731 | $(1,675)$ |
| Other inventories | 7,872 | 10,000 | 2,128 |
| Deferred tax assets | 17,443 | 18,190 | 747 |
| Accounts receivable-other | 78,009 | 71,806 | $(6,202)$ |
| Other | 16,694 | 24,390 | 7,695 |
| Allowance for doubtful accounts | (142) | (119) | 23 |
| Total current assets | 1,181,645 | 1,107,081 | $(74,564)$ |
| Noncurrent assets |  |  |  |
| Property, plant and equipment |  |  |  |
| Buildings and structures, net | 92,587 | 93,042 | 455 |
| Machinery, vehicles, tools, furniture and fixtures, net | 29,554 | 41,723 | 12,169 |
| Land | 308,241 | 329,558 | 21,317 |
| Lease assets, net | 228 | 226 | (1) |
| Construction in progress | 28,986 | 24,302 | $(4,684)$ |
| Total property, plant and equipment | 459,597 | 488,854 | 29,256 |
| Intangible assets | 6,558 | 5,026 | $(1,531)$ |
| Investments and other assets |  |  |  |
| Investment securities | 346,245 | 368,268 | 22,022 |
| Long-term loans receivable | 2,024 | 1,981 | (43) |
| Assets for retirement benefits | 68 | 68 | - |
| Deferred tax assets | 1,987 | 2,020 | 32 |
| Other | 18,118 | 17,299 | (818) |
| Allowance for doubtful accounts | (249) | (247) | 2 |
| Total investments and other assets | 368,194 | 389,390 | 21,195 |
| Total noncurrent assets | 834,350 | 883,270 | 48,920 |
| Total assets | 2,015,996 | 1,990,351 | $(25,644)$ |

## (1) Consolidated quarterly balance sheets

|  | (Unit : million yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2017 | June 30, 2017 | Variance |
| Liabilities |  |  |  |
| Current liabilities |  |  |  |
| Notes and accounts payable for construction contracts and other | 485,408 | 455,721 | $(29,686)$ |
| Electronically recorded obligations | 150,289 | 134,880 | $(15,409)$ |
| Short-term loans payable | 89,498 | 83,459 | $(6,039)$ |
| Current portion of nonrecourse loans | 6,832 | 6,313 | (518) |
| Commercial papers | - | 20,000 | 20,000 |
| Current portion of bonds | 25,000 | 25,000 | - |
| Lease obligations | 85 | 83 | (1) |
| Income taxes payable | 30,533 | 9,266 | $(21,267)$ |
| Deferred tax liabilities | 402 | 390 | (12) |
| Advances received on uncompleted construction contracts | 106,541 | 112,719 | 6,178 |
| Deposits received | 102,707 | 104,869 | 2,162 |
| Provision for warranties for completed construction | 3,048 | 3,106 | 58 |
| Provision for loss on construction contracts | 7,751 | 6,910 | (840) |
| Other | 70,585 | 77,373 | 6,787 |
| Total current liabilities | 1,078,684 | 1,040,094 | $(38,589)$ |
| Noncurrent liabilities |  |  |  |
| Bonds payable | 30,000 | 20,000 | $(10,000)$ |
| Long-term loans payable | 55,836 | 61,282 | 5,446 |
| Nonrecourse loans | 66,192 | 72,465 | 6,272 |
| Lease obligations | 126 | 131 | 4 |
| Deferred tax liabilities | 46,956 | 54,122 | 7,165 |
| Deferred tax liabilities for land revaluation | 21,091 | 21,082 | (8) |
| Provision for stock payments for directors | 301 | 301 | - |
| Provision for loss on real estate business and other | 993 | 993 | - |
| Provision for environmental measures | 616 | 613 | (2) |
| Liability for retirement benefits | 51,029 | 51,469 | 439 |
| Other | 20,091 | 21,240 | 1,149 |
| Total noncurrent liabilities | 293,235 | 303,702 | 10,467 |
| Total liabilities | 1,371,919 | 1,343,797 | $(28,122)$ |
| Net assets |  |  |  |
| Shareholders' equity |  |  |  |
| Capital stock | 57,752 | 57,752 | - |
| Capital surplus | 41,752 | 43,188 | 1,436 |
| Retained earnings | 334,957 | 340,293 | 5,336 |
| Treasury stock | $(1,964)$ | $(1,966)$ | (1) |
| Total shareholders' equity | 432,497 | 439,268 | 6,770 |
| Accumulated other comprehensive income |  |  |  |
| Valuation difference on available-for-sale securities | 140,246 | 157,279 | 17,032 |
| Deferred gains (losses) on hedges | (283) | (37) | 246 |
| Revaluation reserve for land | 20,435 | 20,432 | (2) |
| Foreign currency translation adjustments | (365) | (561) | (196) |
| Retirement benefit asset and liability adjustments | 1,629 | 1,715 | 86 |
| Total accumulated other comprehensive income | 161,662 | 178,828 | 17,165 |
| Non-controlling interests | 49,916 | 28,457 | $(21,459)$ |
| Total net assets | 644,076 | 646,554 | 2,477 |
| Total liabilities and net assets | 2,015,996 | 1,990,351 | (25,644) |
| (Reference) |  |  |  |
| Interest-bearing debt balances | 273,359 | 288,520 | 15,160 |

(2) Consolidated quarterly statements of income
(Unit : million yen)

|  | $\begin{gathered} \text { 1Q / FY2016 } \\ \text { From April 1, } 2016 \\ \text { to June 30, } 2016 \end{gathered}$ | 1Q / FY2017 From April 1, 2017 to June 30, 2017 | Variance |
| :---: | :---: | :---: | :---: |
| Net sales |  |  |  |
| Net sales of completed construction contracts | 386,129 | 423,101 | 36,971 |
| Net sales of real estate business and other | 15,922 | 15,943 | 21 |
| Total net sales | 402,052 | 439,044 | 36,992 |
| Cost of sales |  |  |  |
| Cost of sales on completed construction contracts | 345,738 | 379,520 | 33,782 |
| Cost of sales on real estate business and other | 11,265 | 10,960 | (304) |
| Total cost of sales | 357,003 | 390,481 | 33,477 |
| Gross profit |  |  |  |
| Gross profit on completed construction contracts | 40,391 | 43,580 | 3,189 |
| Gross profit on real estate business and other | 4,656 | 4,982 | 325 |
| Total gross profit | 45,048 | 48,563 | 3,514 |
| Selling, general and administrative expenses | 22,061 | 23,665 | 1,604 |
| Operating income | 22,986 | 24,897 | 1,910 |
| Non-operating income |  |  |  |
| Interest income | 471 | 440 | (31) |
| Dividends income | 2,408 | 2,543 | 135 |
| Other | 225 | 317 | 91 |
| Total non-operating income | 3,106 | 3,301 | 194 |
| Non-operating expenses |  |  |  |
| Interest expenses | 632 | 528 | (103) |
| Subsidiary stock acquisition-related cost | - | 351 | 351 |
| Other | 2,085 | 196 | $(1,888)$ |
| Total non-operating expenses | 2,717 | 1,076 | $(1,640)$ |
| Ordinary income | 23,375 | 27,121 | 3,746 |
| Extraordinary income | 219 | 80 | (138) |
| Extraordinary loss | 56 | 462 | 406 |
| Profit before income taxes | 23,539 | 26,740 | 3,201 |
| Income taxes-current | 6,138 | 8,530 | 2,392 |
| Income taxes-deferred | 557 | $(1,297)$ | $(1,854)$ |
| Total income taxes | 6,695 | 7,232 | 537 |
| Profit | 16,843 | 19,507 | 2,663 |
| Profit attributable to non-controlling interests | 893 | 530 | (363) |
| Profit attributable to owners of parent | 15,949 | 18,976 | 3,026 |

## 6 Non-consolidated quarterly financial statements

## ( 1 ) Non-consolidated quarterly balance sheets

(Unit : million yen)

|  | March 31, 2017 | June 30, 2017 | Variance |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Current assets |  |  |  |
| Cash and deposits | 73,814 | 52,645 | $(21,168)$ |
| Notes receivable-trade | 7,363 | 3,396 | $(3,966)$ |
| Electronically recorded monetary claims | 18,650 | 10,483 | $(8,167)$ |
| Accounts receivable from completed construction contracts | 546,087 | 502,770 | $(43,316)$ |
| Accounts receivable-real estate business and other | 5,163 | 2,564 | $(2,599)$ |
| Short-term investment securities | 36 | 36 | - |
| Real estate for sale | 3,713 | 3,680 | (33) |
| Costs on uncompleted construction contracts | 35,304 | 40,040 | 4,736 |
| Costs on real estate business and other | 3,105 | 4,075 | 970 |
| Short-term loans receivable | 35,180 | 46,019 | 10,838 |
| Deferred tax assets | 15,049 | 15,918 | 868 |
| Accounts receivable-other | 74,506 | 68,497 | $(6,009)$ |
| Other | 11,763 | 19,112 | 7,349 |
| Allowance for doubtful accounts | (67) | (62) | 5 |
| Total current assets | 829,672 | 769,179 | $(60,493)$ |
| Noncurrent assets |  |  |  |
| Property, plant and equipment |  |  |  |
| Buildings and structures, net | 44,553 | 43,896 | (656) |
| Machinery, equipment and vehicles, net | 3,103 | 3,277 | 173 |
| Tools, furniture and fixtures, net | 1,517 | 1,639 | 122 |
| Land | 179,524 | 188,515 | 8,990 |
| Leased assets | 22 | 18 | (3) |
| Construction in progress | 9,238 | 13,332 | 4,093 |
| Total property, plant and equipment | 237,959 | 250,678 | 12,718 |
| Intangible assets | 2,979 | 2,724 | (254) |
| Investments and other assets |  |  |  |
| Investment securities | 333,441 | 357,948 | 24,506 |
| Shares and investments in capital of subsidiaries and affiliates | 26,731 | 51,071 | 24,340 |
| Long-term loans receivable | 58,465 | 58,406 | (58) |
| Claims provable in bankruptcy, claims provable in rehabilitation and other | 245 | 255 | 10 |
| Long-term accounts receivable | 5,590 | 3,126 | $(2,463)$ |
| Other | 9,880 | 9,758 | (121) |
| Allowance for doubtful accounts | (370) | (368) | 2 |
| Total investments and other assets | 433,982 | 480,198 | 46,215 |
| Total noncurrent assets | 674,922 | 733,601 | 58,679 |
| Total assets | 1,504,594 | 1,502,781 | $(1,813)$ |

( 1 ) Non-consolidated quarterly balance sheets

|  | March 31, 2017 | June 30, 2017 | Variance |
| :---: | :---: | :---: | :---: |
| Liabilities |  |  |  |
| Current liabilities |  |  |  |
| Notes payable-trade | 24,780 | 22,419 | $(2,360)$ |
| Electronically recorded obligations | 141,102 | 137,494 | $(3,607)$ |
| Accounts payable for construction contracts | 325,548 | 300,315 | $(25,233)$ |
| Accounts payable-real estate and other | 1,458 | 771 | (686) |
| Short-term loans payable | 57,762 | 54,085 | $(3,677)$ |
| Commercial papers | - | 20,000 | 20,000 |
| Current portion of bonds | 25,000 | 25,000 | - |
| Lease obligations | 13 | 13 | (0) |
| Accounts payable | 11,912 | 7,029 | $(4,883)$ |
| Accrued expenses | 13,604 | 23,669 | 10,064 |
| Income taxes payable | 27,513 | 8,159 | $(19,353)$ |
| Advances received on uncompleted construction contracts | 73,149 | 75,918 | 2,768 |
| Deposit received-real estate and other | 1,390 | 1,696 | 306 |
| Deposits received | 95,884 | 97,599 | 1,715 |
| Provision for warranties for completed construction | 2,652 | 2,717 | 65 |
| Provision for loss on construction contracts | 6,456 | 5,867 | (589) |
| Deposits received from employees | 22,943 | 22,685 | (257) |
| Other | 949 | 964 | 14 |
| Total current liabilities | 832,122 | 806,408 | $(25,713)$ |
| Noncurrent liabilities |  |  |  |
| Bonds payable | 30,000 | 20,000 | $(10,000)$ |
| Long-term loans payable | 31,172 | 36,712 | 5,539 |
| Lease obligations | 10 | 6 | (3) |
| Deferred tax liabilities | 49,181 | 56,449 | 7,268 |
| Deferred tax liabilities for land revaluation | 16,675 | 16,667 | (8) |
| Provision for retirement benefits | 45,777 | 46,265 | 488 |
| Provision for stock payments for directors | 301 | 301 | - |
| Provision for loss on real estate business and other | 993 | 993 | - |
| Provision for loss on business of subsidiaries and affiliates | 2,306 | 2,264 | (41) |
| Provision for environmental measures | 548 | 545 | (2) |
| Other | 3,151 | 3,160 | 8 |
| Total noncurrent liabilities | 180,117 | 183,366 | 3,248 |
| Total liabilities | 1,012,240 | 989,775 | $(22,465)$ |
| Net assets |  |  |  |
| Shareholders' equity |  |  |  |
| Capital stock | 57,752 | 57,752 | - |
| Capital surplus |  |  |  |
| Legal capital surplus | 41,694 | 41,694 | - |
| Total capital surpluses | 41,694 | 41,694 | - |
| Retained earnings |  |  |  |
| Legal retained earnings | 14,438 | 14,438 | - |
| Other retained earnings |  |  |  |
| Reserve for advanced depreciation of noncurrent assets | 2,667 | 2,651 | (16) |
| General reserve | 110,000 | 180,000 | 70,000 |
| Retained earnings brought forward | 112,863 | 46,229 | $(66,633)$ |
| Total retained earnings | 239,969 | 243,319 | 3,350 |
| Treasury stock | $(1,964)$ | $(1,966)$ | (1) |
| Total shareholders' equity | 337,451 | 340,800 | 3,348 |
| Valuation and translation adjustments |  |  |  |
| Valuation difference on available-for-sale securities | 140,103 | 157,128 | 17,025 |
| Deferred gains (losses) on hedges | 11 | 309 | 297 |
| Revaluation reserve for land | 14,787 | 14,767 | (19) |
| Total valuation and translation adjustments | 154,902 | 172,206 | 17,303 |
| Total net assets | 492,354 | 513,006 | 20,652 |
| Total liabilities and net assets | 1,504,594 | 1,502,781 | $(1,813)$ |
| (Reference) |  |  |  |
| Interest-bearing debt balances | 143,935 | 155,797 | 11,861 |

(2) Non-consolidated quarterly statements of income
(Unit : million yen)

|  | FY2016 From April 1, 2016 to June 30, 2016 | FY2017 <br> From April 1, 2017 to June 30, 2017 | Variance |
| :---: | :---: | :---: | :---: |
| Net sales |  |  |  |
| Net sales of completed construction contracts | 278,050 | 305,642 | 27,592 |
| Net sales of real estate business and other | 2,980 | 3,200 | 220 |
| Total net sales | 281,030 | 308,843 | 27,812 |
| Cost of sales |  |  |  |
| Cost of sales on completed construction contracts | 245,938 | 270,224 | 24,286 |
| Cost of sales on real estate business and other | 1,921 | 2,425 | 503 |
| Total cost of sales | 247,860 | 272,649 | 24,789 |
| Gross profit |  |  |  |
| Gross profit on completed construction contracts | 32,111 | 35,418 | 3,306 |
| Gross profit on real estate business and other | 1,058 | 775 | (283) |
| Total gross profit | 33,170 | 36,193 | 3,023 |
| Selling, general and administrative expenses | 15,787 | 16,966 | 1,178 |
| Operating income (loss) | 17,382 | 19,227 | 1,844 |
| Non-operating income |  |  |  |
| Interest and dividend income | 3,907 | 4,063 | 156 |
| Other | 101 | 115 | 13 |
| Total non-operating income | 4,008 | 4,179 | 170 |
| Non-operating expenses |  |  |  |
| Interest expenses | 347 | 287 | (60) |
| Provision of allowance for doubtful accounts | 1 | 1 | - |
| Foreign exchange losses | 1,915 | - | $(1,915)$ |
| Other | 104 | 162 | 58 |
| Total non-operating expenses | 2,368 | 450 | $(1,917)$ |
| Ordinary income | 19,022 | 22,955 | 3,932 |
| Extraordinary income | 198 | 3 | (195) |
| Extraordinary loss | 37 | 269 | 231 |
| Profit before income taxes | 19,183 | 22,689 | 3,506 |
| Income taxes-current | 4,504 | 6,926 | 2,422 |
| Income taxes-deferred | 610 | $(1,211)$ | $(1,822)$ |
| Total income taxes | 5,114 | 5,715 | 600 |
| Profit | 14,068 | 16,974 | 2,905 |

