



# Financial Data Book

FYE March 2007 – FYE March 2011  
(Consolidated and Non-consolidated)

Disclaimer: This "Financial Data Book", an English translation of "Obayashi Financial Data Book" (hereinafter called the "Japanese Original"), a booklet distributed at the investor meeting held by Obayashi Corporation (hereinafter called the "Company") in Tokyo on May 17, 2011 as a supplement to the Company's financial report "Summary of Financial Results for FY2010 ended March 2011" ("Kessan Tanshin") filed at the Tokyo Stock Exchange on May 13, 2011, is provided solely for the convenience of non-Japanese speaking users. If there is any discrepancy between the Japanese Original and this English translation, the Japanese Original will prevail. The information provided herein is not to solicit any individuals or entities to buy or sell the Company's stocks. Any forward-looking statements provided herein are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. The historical data shown in this data book neither predicts nor explains any future performance of the Company.

**OBAYASHI CORPORATION**

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# 1 Consolidated financial state and operation results

## ( 1 ) Consolidated management result and analysis

Term	(unit)	March 2007	March 2008	March 2009	March 2010	March 2011
Orders received	(million yen)	1,552,727	1,513,380	1,494,508	1,282,334	1,180,639
Orders received (Construction business)	(million yen)	1,446,091	1,431,271	1,438,365	1,214,745	1,108,348
Net sales	(million yen)	1,567,960	1,691,635	1,682,462	1,341,456	1,131,864
Gross profit	(million yen)	121,436	106,956	106,881	14,569	99,716
Operating income	(million yen)	47,538	28,667	27,363	(62,534)	23,174
Ordinary income	(million yen)	53,320	32,312	31,829	(59,608)	22,207
Net income	(million yen)	40,652	18,595	10,966	(53,354)	15,423
Comprehensive income	(million yen)	—	—	—	—	(10,856)
Net assets	(million yen)	565,456	477,504	395,809	367,618	351,287
Gross assets	(million yen)	2,066,984	1,854,071	1,725,645	1,590,667	1,505,697
Net assets per share	(yen)	753.78	625.06	516.06	476.12	453.52
Net income per share	(yen)	56.46	25.83	15.24	(74.21)	21.46
Operating income margin	(%)	3.0	1.7	1.6	(4.7)	2.0
Shareholders' equity ratio	(%)	26.3	24.3	21.5	21.5	21.6
Return on shareholders' equity	(%)	7.9	3.7	2.7	—	4.6
Price earning ratio	(times)	13.5	16.2	31.4	—	17.2
Cash flows from operating activities	(million yen)	20,565	(47,631)	(39,610)	16,156	1,096
Cash flows from investment activities	(million yen)	53,036	(18,924)	1,699	(12,746)	(33,134)
Cash flows from financing activities	(million yen)	(38,325)	54,804	62,427	(15,733)	10,611
Cash and cash equivalents at FY end	(million yen)	139,942	128,537	143,821	132,425	108,999
Number of personnel	(person)	13,743	15,088	15,150	14,476	14,639
Number of consolidated subsidiaries	(number of company)	70	79	81	81	86
Number of equity-method affiliates	(number of company)	26	25	25	24	26
Interest-bearing liabilities	(million yen)	183,454	242,448	314,165	309,706	321,375
PFI and Other project finance loans	(million yen)	74,295	85,373	84,649	81,343	87,885
Total liabilities and project finance loans	(million yen)	257,750	327,822	398,814	391,050	409,260
Financial balance	(million yen)	5,482	5,631	4,384	2,445	2,650
Guarantee obligation	(million yen)	3,688	2,985	2,314	1,839	1,424
Capital expenditure	(million yen)	13,856	38,959	16,028	9,876	49,043
Research and development	(million yen)	6,793	6,947	7,269	8,018	8,561
Depreciation	(million yen)	10,340	10,462	10,956	10,534	11,394

## ( 2 ) Consolidated balance sheets

(unit : million yen)

Term	March 2007	March 2008	March 2009	March 2010	March 2011
<b>Assets</b>					
<b>Current assets</b>					
Cash and deposits	134,984	129,680	144,640	136,969	109,031
Notes receivable, accounts receivable from completed construction contracts and other	390,688	434,411	496,934	433,512	416,361
Short-term investment securities	6,130	1,835	1,941	1,676	3,616
Inventories of real estate	63,544	48,976	—	—	—
Real estate for sale	—	—	61,416	54,912	24,791
Costs on uncompleted construction contracts and other	367,905	278,743	—	—	—
Costs on uncompleted construction contracts	—	—	207,617	82,844	52,822
Inventories for PFI and other projects	55,095	61,994	62,296	59,613	64,928
Other inventories	—	—	12,049	11,432	14,315
Deferred tax assets	36,227	40,341	38,509	25,736	27,005
Accounts receivable-other	93,125	86,762	66,583	89,368	97,720
Other	18,892	15,751	16,043	12,493	10,928
Allowance for doubtful accounts	(877)	(775)	(563)	(1,020)	(766)
<b>Total current assets</b>	<b>1,165,717</b>	<b>1,097,722</b>	<b>1,107,469</b>	<b>907,540</b>	<b>820,755</b>
<b>Noncurrent assets</b>					
<b>Property, plant and equipment</b>					
Buildings and structures, net	82,838	77,926	71,090	66,209	79,992
Machinery, vehicles, tools, furniture and fixtures, net	13,220	12,249	11,237	9,383	10,007
Land	225,912	249,756	245,182	240,765	266,960
Lease assets, net	—	—	1,501	1,261	1,035
Construction in progress	3,931	1,112	403	1,753	2,213
<b>Total property, plant and equipment</b>	<b>325,903</b>	<b>341,044</b>	<b>329,415</b>	<b>319,373</b>	<b>360,209</b>
Intangible assets	5,852	8,183	6,827	5,999	7,127
<b>Investments and other assets</b>					
Investment securities	541,518	374,454	238,245	296,589	251,196
Long-term loans receivable	1,272	8,762	1,478	1,194	1,035
Deferred tax assets	4,716	3,522	23,195	36,994	45,774
Other	25,602	23,305	22,024	27,028	24,456
Allowance for doubtful accounts	(3,751)	(3,056)	(3,066)	(4,096)	(4,871)
<b>Total investments and other assets</b>	<b>569,358</b>	<b>406,988</b>	<b>281,877</b>	<b>357,711</b>	<b>317,590</b>
<b>Total noncurrent assets</b>	<b>901,113</b>	<b>756,216</b>	<b>618,119</b>	<b>683,083</b>	<b>684,928</b>
<b>Deffered assets</b>	<b>153</b>	<b>132</b>	<b>56</b>	<b>44</b>	<b>14</b>
<b>Total assets</b>	<b>2,066,984</b>	<b>1,854,071</b>	<b>1,725,645</b>	<b>1,590,667</b>	<b>1,505,697</b>

(unit : million yen)

Term	March 2007	March 2008	March 2009	March 2010	March 2011
<b>Liabilities</b>					
<b>Current liabilities</b>					
Notes payable, accounts payable for construction contracts and other	572,015	524,008	493,760	453,076	429,365
Short-term loans payable	78,286	81,515	106,064	70,012	97,111
Current portion of PFI and other project finance loans	15,283	10,640	6,787	10,698	13,343
Commercial papers	—	31,000	66,000	50,000	40,000
Current portion of bonds	10,000	10,000	20,000	10,000	10,000
Lease obligations	—	—	755	626	504
Income taxes payable	6,191	13,022	2,810	2,293	1,634
Deferred tax liabilities	—	—	—	—	831
Advances received on uncompleted construction contracts and other	307,621	212,481	—	—	—
Advances received on uncompleted construction contracts	—	—	162,872	94,722	60,002
Deposit received	71,278	71,145	70,214	72,308	64,327
Provision for warranties for completed construction	1,845	1,590	1,409	1,657	1,982
Provision for loss on construction contracts	7,664	14,573	18,614	25,723	9,093
Other	58,148	60,174	56,765	54,065	59,713
<b>Total current liabilities</b>	<b>1,128,334</b>	<b>1,030,154</b>	<b>1,006,055</b>	<b>845,184</b>	<b>787,911</b>
<b>Noncurrent liabilities</b>					
Bonds payable	60,000	50,000	30,000	20,000	50,000
Long-term loans payable	35,168	69,932	92,100	159,694	124,263
PFI and other project finance loans	59,012	74,732	77,861	70,645	74,542
Lease obligations	—	—	808	705	481
Deferred tax liabilities	93,366	27,869	—	—	—
Deferred tax liabilities for land revaluation	28,380	28,469	29,095	33,810	34,808
Provision for retirement benefits	70,346	68,255	66,918	66,132	64,983
Provision for environmental measures	577	535	493	1,451	1,061
Other	26,342	26,616	26,502	25,425	16,359
<b>Total noncurrent liabilities</b>	<b>373,193</b>	<b>346,412</b>	<b>323,780</b>	<b>377,865</b>	<b>366,498</b>
<b>Total liabilities</b>	<b>1,501,528</b>	<b>1,376,566</b>	<b>1,329,836</b>	<b>1,223,049</b>	<b>1,154,410</b>

(unit : million yen)

Term	March 2007	March 2008	March 2009	March 2010	March 2011
Net assets					
Shareholders' equity					
Capital stock	57,752	57,752	57,752	57,752	57,752
Capital surplus	41,750	41,750	41,750	41,750	41,750
Retained earnings	183,599	198,507	202,941	139,176	151,684
Treasury stock	(810)	(919)	(1,246)	(1,340)	(1,379)
Total shareholders' equity	282,292	297,091	301,198	237,339	249,808
Accumulated other comprehensive income					
Valuation difference on available-for-sale securities	227,990	125,499	46,901	81,844	59,863
Deferred gains or losses on hedges	(67)	(90)	(65)	(59)	82
Revaluation reserve for land	32,000	25,946	26,481	26,233	20,446
Foreign currency translation adjustment	435	1,428	(3,448)	(3,130)	(4,264)
Total accumulated other comprehensive income	260,359	152,784	69,870	104,887	76,127
Minority interests	22,804	27,628	24,739	25,390	25,351
Total net assets	565,456	477,504	395,809	367,618	351,287
Total liabilities and net assets	2,066,984	1,854,071	1,725,645	1,590,667	1,505,697

Effective FY2010 ended March 31, 2011, the Company has adopted "Accounting Standard for Presentation of Comprehensive Income (ASBJ Statement No.25)". In the balance sheet, "Accumulated other comprehensive income and "Total accumulated other comprehensive income" before FY2009 ended March 2010 are equal to "Valuation and translation adjustments" and "Total valuation and translation adjustments".

## (3) Consolidated statements of income

(unit : million yen)

Term	March 2007	March 2008	March 2009	March 2010	March 2011
Net sales	1,567,960	1,691,635	1,682,462	1,341,456	1,131,864
Net sales of completed construction contracts	1,471,200	1,590,657	1,616,591	1,294,816	1,054,945
Net sales of real estate business and other	96,759	100,977	65,870	46,640	76,918
Cost of sales	1,446,523	1,584,679	1,575,580	1,326,887	1,032,147
Cost of sales of completed construction contracts	1,369,283	1,513,867	1,525,257	1,281,998	971,301
Cost of sales on real estate business and other	77,240	70,811	50,323	44,888	60,846
Gross profit	121,436	106,956	106,881	14,569	99,716
Gross profit on completed construction contracts	101,917	76,790	91,334	12,817	83,644
Gross profit on real estate business and other	19,519	30,166	15,547	1,751	16,072
Selling, general and administrative expenses	73,897	78,289	79,518	77,103	76,542
Operating income (loss)	47,538	28,667	27,363	(62,534)	23,174
Non-operating income	9,535	10,212	10,705	8,347	7,275
Interest income	2,606	2,366	1,742	1,425	1,153
Dividends income	5,690	6,846	6,877	5,209	5,413
Foreign exchange income	446	—	—	—	—
Other	792	1,000	2,085	1,712	708
Non-operating expenses	3,753	6,567	6,239	5,421	8,242
Interest expenses	2,636	3,147	3,772	3,984	3,799
Foreign exchange losses	—	1,825	1,333	349	2,581
Provision of allowance for doubtful accounts	—	—	—	—	954
Other	1,116	1,594	1,133	1,087	907
Ordinary income (loss)	53,320	32,312	31,829	(59,608)	22,207
Extraordinary income	20,769	16,880	6,874	2,351	9,213
Gain on sales of investment securities	9,616	5,178	6,275	2,108	8,248
Gain on sales of non-current assets	10,603	10,966	—	—	—
Other	550	735	599	242	965
Extraordinary loss	11,385	9,896	11,566	16,141	11,378
Loss on valuation of investment securities	—	—	3,992	—	4,620
Impairment loss	3,229	1,090	1,475	8,573	3,521
Loss on adjustment for changes of accounting standard for asset retirement obligations	—	—	—	—	1,282
Mediation settlement	—	—	—	1,759	—
Compensation for tenants' removal and relocation costs	—	—	1,505	1,751	—
Loss on valuation of real estate for sale	355	5,262	3,139	—	—
Loss on retirement of noncurrent assets	1,527	1,971	—	—	—
Loss on liquidation of real estate business and other	3,666	—	—	—	—
Loss on sale of fixed assets	1,150	—	—	—	—
Provision of allowance for environmental measures	577	—	—	—	—
Other	878	1,572	1,452	4,058	1,953
Income (loss) before income taxes	62,704	39,296	27,138	(73,399)	20,043
Total income taxes	20,493	17,664	12,695	(21,751)	4,622
Income taxes-current	16,330	18,691	4,526	3,813	1,705
Reversal of income taxes payable	—	—	—	(464)	—
Income taxes-deferred	4,163	(1,026)	8,169	(25,099)	2,917
Income before minority interests	—	—	—	—	15,420
Minority interests in income (loss)	1,559	3,036	3,476	1,705	(2)
Net income (loss)	40,652	18,595	10,966	(53,354)	15,423

## ( 4 ) Consolidated statements of cash flows

(unit : million yen)

Term	March 2007	March 2008	March 2009	March 2010	March 2011
Net cash provided by (used in) operating activities					
Income (loss) before income taxes and minority interests	62,704	39,296	27,138	(73,399)	20,043
Depreciation and amortization	10,340	10,462	10,956	10,534	11,394
Impairment loss	3,229	1,090	1,475	8,573	3,521
Increase (decrease) in allowance for doubtful accounts	(780)	(792)	(181)	1,486	533
Increase (decrease) in provision for loss on construction contracts	3,067	6,909	4,040	7,109	(16,622)
Increase (decrease) in provision for retirement benefits	(1,913)	(2,091)	(1,329)	(790)	(1,152)
Loss (gain) on valuation of short-term and long term investment securities	149	156	3,992	—	4,620
Loss on valuation of real estate for sale	355	5,262	3,139	8,893	—
Interest and dividends income	(8,296)	(9,212)	(8,619)	(6,634)	(6,566)
Interest expenses	2,636	3,147	3,772	3,984	3,799
Loss(income) on retirement of noncurrent assets	(9,452)	(10,763)	—	—	—
Loss (gain) on valuation of short-term and long term investment securities	(9,536)	(5,150)	(6,245)	(1,876)	8,238
Decrease (increase) in notes and accounts receivable-trade	(54,520)	(15,051)	(72,377)	64,090	20,409
Decrease (increase) in costs on uncompleted construction contracts	(2,221)	90,986	65,821	124,773	30,034
Decrease (increase) in inventories	17,752	11,929	(10,230)	(3,331)	18,877
Decrease (increase) in inventories for PFI and other projects	(27,849)	(6,898)	(301)	2,682	(5,314)
Increase (decrease) in other notes and accounts receivable	10,978	17,367	—	—	—
Decrease (increase) in other assets	—	—	19,779	(25,867)	(3,425)
Decrease (increase) in notes and accounts payable-trade	48,479	(72,640)	(20,772)	(41,343)	(26,005)
Decrease (increase) in costs on uncompleted construction contracts	10,112	(97,703)	(43,698)	(68,262)	(35,991)
Increase (decrease) in other obligations	(11,114)	773	—	—	—
Increase (decrease) in other liabilities	—	—	(8,292)	2,964	(10,099)
Other, net	(3,104)	(8,641)	2,048	3,779	1,843
Subtotal	41,017	(41,561)	(29,883)	17,365	1,660
Interest and dividends income received	8,372	9,149	8,631	6,945	6,443
Interest expenses paid	(2,696)	(3,357)	(3,698)	(3,995)	(3,770)
Income taxes (paid) refund	(26,127)	(11,861)	(14,660)	(4,158)	(3,236)
Net cash provided by (used in) operating activities	20,565	(47,631)	(39,610)	16,156	1,096
Net cash provided by (used in) investing activities					
Payments into time deposits	—	—	—	(6,441)	(5,492)
Proceeds from withdrawal of time deposits	—	—	—	2,764	9,909
Purchase of property, plant and equipment and intangible assets	(12,108)	(39,155)	(11,349)	(11,270)	(48,072)
Proceeds from sales of property, plant and equipment and intangible assets	28,520	20,308	677	215	969
Purchase of short-term and long-term investment securities	(6,112)	(9,489)	(9,659)	(1,612)	(3,232)
Proceeds from sales and redemption of short-term and long-term investment securities	18,882	10,552	14,883	3,439	14,480
Payments of loans receivable	(679)	(7,361)	(115)	(70)	(79)
Collection of loans receivable	24,625	2,336	7,272	228	172
Purchase of investments in subsidiaries resulting in change in scope of consolidation	—	—	—	—	(1,805)
Proceeds from acquisition of investments in subsidiaries resulting in change in scope of consolidation	—	4,984	—	—	—
Payments accompanied with sales of investments in subsidiaries resulting in change in scope of consolidation	(51)	—	—	—	—
Other, net	(40)	(1,100)	(10)	(0)	16
Net cash provided by (used in) investing activities	53,036	(18,924)	1,699	(12,746)	(33,134)
Net cash provided by (used in) financing activities					
Net increase (decrease) in short-term loans payable	(13,302)	2,640	21,548	(27,357)	(4,913)
Net increase (decrease) in commercial papers	(10,000)	31,000	35,000	(16,000)	(10,000)
Repayments of lease obligations	—	—	(938)	(853)	(765)
Proceeds from long-term loans payable	5,300	54,333	44,727	81,100	9,700
Repayment of long-term loans payable	(29,796)	(21,711)	(18,880)	(22,358)	(13,161)
Proceeds from PFI and other project finance loans payable	33,837	33,099	39,104	3,502	19,459
Payment of PFI and other project finance loans payable	(3,934)	(22,021)	(39,828)	(6,809)	(12,917)
Proceeds from issuance of bonds	—	—	—	—	40,000
Redemption of bonds	(10,000)	(10,000)	(10,000)	(20,000)	(10,000)
Cash dividends paid	(10,080)	(7,198)	(5,757)	(5,752)	(5,750)
Dividends and other payments for former shareholders of newly consolidated subsidiaries	—	(4,829)	—	—	—
Cash dividends paid to minority shareholders	(260)	(417)	(2,224)	(1,158)	(998)
Other, net	(89)	(91)	(323)	(47)	(40)
Net cash provided by (used in) financing activities	(38,325)	54,804	62,427	(15,733)	10,611
Effect of exchange rate change on cash and cash equivalents	2,012	346	(9,218)	927	(2,000)
Net increase (decrease) in cash and cash equivalents	37,289	(11,405)	15,298	(11,396)	(23,426)
Cash and cash equivalents at beginning of period	101,527	139,942	128,537	143,821	132,425
Net increase (decrease) in cash and cash equivalents accompanied with change in scope of consolidation	1,125	—	(13)	—	—
Cash and cash equivalents at end of period	139,942	128,537	143,821	132,425	108,999



(5) Segment information

① Segments classified by type of business

(unit : million yen)

Term	March 2007	March 2008	March 2009	March 2010
<b>Construction business</b>				
Net sales	1,490,016	1,640,917	1,633,104	1,300,806
Net sales on external sales	1,471,200	1,590,657	1,616,591	1,294,816
Intersegment operating income or transfer	18,815	50,259	16,512	5,990
Operating expense	1,454,025	1,632,370	1,615,730	1,358,663
Operating income	35,990	8,547	17,373	(57,857)
<b>Real estate business</b>				
Net sales	81,830	81,995	28,036	23,777
Net sales on external sales	79,590	79,597	26,963	22,708
Intersegment operating income or transfer	2,239	2,397	1,072	1,068
Operating expense	69,929	60,319	20,774	28,701
Operating income	11,901	21,675	7,261	(4,924)
<b>Other business</b>				
Net sales	25,050	29,465	46,879	31,736
Net sales on external sales	17,168	21,380	38,906	23,931
Intersegment operating income or transfer	7,882	8,084	7,972	7,805
Operating expense	24,122	27,896	45,137	31,151
Operating income	928	1,568	1,741	585
<b>Total</b>				
Net sales	1,596,897	1,752,378	1,708,019	1,356,321
Net sales on external sales	1,567,960	1,691,635	1,682,462	1,341,456
Intersegment operating income or transfer	28,937	60,742	25,556	14,864
Operating expense	1,548,076	1,720,586	1,681,642	1,418,517
Operating income	48,820	31,791	26,376	(62,196)
<b>Elimination or all companies</b>				
Net sales	[ 28,937]	[ 60,742]	[ 25,556]	[ 14,864]
Net sales on external sales	—	—	—	—
Intersegment operating income or transfer	[ 28,937]	[ 60,742]	[ 25,556]	[ 14,864]
Operating expense	[ 27,654]	[ 57,618]	[ 26,544]	[ 14,525]
Operating income	[ 1,282]	[ 3,124]	987	[ 338]
<b>Total</b>				
Net sales	1,567,960	1,691,635	1,682,462	1,341,456
Net sales on external sales	1,567,960	1,691,635	1,682,462	1,341,456
Intersegment operating income or transfer	—	—	—	—
Operating expense	1,520,421	1,662,968	1,655,098	1,403,991
Operating income	47,538	28,667	27,363	(62,534)

Note: "Segments classified by type of business" are calculated based on "Accounting Standard for Disclosures about Segments of an Enterprise and Related Information" before the revision on March 27, 2009.

## ②Segment information

(unit : million yen)

Term	March 2010	March 2011
Domestic civil engineering		
Net sales of segment	288,228	262,892
Net sales on external sales	277,763	252,392
Intersegment operating income or transfer	10,465	10,500
Operating income of segment	9,637	6,476
Net sales on external sales	9,925	6,730
Intersegment operating income or transfer	(287)	(254)
Overseas civil engineering		
Net sales of segment	46,980	47,319
Net sales on external sales	46,980	47,319
Intersegment operating income or transfer	—	—
Operating income of segment	(75,528)	4,326
Net sales on external sales	(75,518)	4,330
Intersegment operating income or transfer	(10)	(3)
Domestic building construction		
Net sales of segment	830,252	671,381
Net sales on external sales	810,637	643,752
Intersegment operating income or transfer	19,615	27,628
Operating income of segment	6,522	3,795
Net sales on external sales	6,876	2,604
Intersegment operating income or transfer	(353)	1,191
Overseas building construction		
Net sales of segment	153,624	111,500
Net sales on external sales	153,570	111,481
Intersegment operating income or transfer	54	19
Operating income of segment	967	977
Net sales on external sales	967	977
Intersegment operating income or transfer	—	—
Real estate business		
Net sales of segment	23,004	49,525
Net sales on external sales	21,947	47,647
Intersegment operating income or transfer	1,057	1,878
Operating income of segment	(4,443)	8,544
Net sales on external sales	(4,745)	8,564
Intersegment operating income or transfer	302	(20)
Others		
Net sales of segment	38,683	37,474
Net sales on external sales	30,558	29,271
Intersegment operating income or transfer	8,124	8,202
Operating income of segment	(165)	(52)
Net sales on external sales	(39)	(31)
Intersegment operating income or transfer	(125)	(20)
Total		
Net sales of segment	1,380,773	1,180,094
Net sales on external sales	1,341,456	1,131,864
Intersegment operating income or transfer	39,316	48,230
Operating income of segment	(63,010)	24,067
Net sales on external sales	(62,534)	23,174
Intersegment operating income or transfer	(475)	892

Note: "Segment information" is based on "Accounting Standard for Disclosures about Segments of an Enterprise and Related Information" after the revision on March 27, 2009.

## 2 Financial state and operation results (non-consolidated)

### ( 1 ) Management result and analysis (non-consolidated)

Term	(unit)	March 2007	March 2008	March 2009	March 2010	March 2011
Orders received	(million yen)	1,253,130	1,198,504	1,174,253	1,021,087	919,744
Orders received (Construction business)	(million yen)	1,194,663	1,141,197	1,154,039	1,000,596	876,261
Net sales	(million yen)	1,311,480	1,388,276	1,317,352	1,057,601	909,201
Gross profit	(million yen)	97,278	77,560	72,174	(12,102)	79,460
Operating income	(million yen)	38,362	18,349	12,869	(70,098)	19,847
Ordinary income	(million yen)	43,605	21,645	17,783	(67,761)	20,722
Net income	(million yen)	29,499	15,088	7,757	(52,716)	12,156
Paid-in capital	(million yen)	57,752	57,752	57,752	57,752	57,752
Net assets	(million yen)	515,328	418,135	341,085	312,133	293,704
Gross assets	(million yen)	1,779,486	1,491,691	1,388,736	1,267,922	1,193,601
Total number of shares issued and outstanding	(1000stocks)	721,509	721,509	721,509	721,509	721,509
Weighted average common share	(1000stocks)	720,023	719,813	719,435	718,971	718,735
Net assets per share	(yen)	715.83	580.96	474.36	434.25	408.67
Dividends per share	(yen)	12.00	8.00	8.00	8.00	8.00
Net income per share	(yen)	40.97	20.96	10.78	(73.32)	16.91
Operating income margin	(%)	2.9	1.3	1.0	(6.6)	2.2
Shareholders' equity ratio	(%)	29.0	28.0	24.6	24.6	24.6
Return on shareholders' equity	(%)	6.0	3.2	2.0	—	4.0
Price earning ratio	(times)	19	20	44	—	22
Dividend Payout Ratio	(%)	29.3	38.2	74.2	—	47.3
Number of personnel	(person)	9,373	9,280	9,294	9,222	9,246
Interest-bearing liabilities	(million yen)	125,345	178,875	256,763	239,229	256,422
Financial balance	(million yen)	6,012	6,217	6,481	3,611	5,619
Guarantees	(million yen)	3,732	3,036	2,314	2,193	4,014
Commitments of guarantees	(million yen)	56,986	61,855	56,161	61,890	56,532
Capital expenditure	(million yen)	8,293	5,383	4,747	6,404	40,616
Research and development	(million yen)	6,532	6,622	7,012	7,764	8,343
Depreciation	(million yen)	7,254	7,349	6,726	6,364	6,437

## (2) Non-consolidated balance sheets

(unit : million yen)

Term	March 2007	March 2008	March 2009	March 2010	March 2011
<b>Assets</b>					
<b>Current assets</b>					
Cash and deposits	88,873	73,294	88,529	84,138	65,828
Notes receivable-trade	26,470	19,087	8,089	5,931	2,087
Accounts receivable from completed construction contracts	277,645	299,077	386,801	336,885	324,656
Accounts receivable-real estate business and other	2,623	3,331	2,805	2,816	2,741
Short-term investment securities	5,041	11	30	6	36
Real estate for sale	47,904	38,522	58,720	53,053	24,164
Costs on uncompleted construction contracts and other	367,008	260,383	196,139	75,023	52,563
Costs on uncompleted real estate contracts and other	10,167	6,938	8,619	7,768	11,717
Raw materials and supplies	1,307	1,000	1,006	1,628	1,233
Prepaid expenses	1,383	1,410	1,422	1,430	1,431
Deferred tax assets	31,927	34,908	34,259	22,186	24,071
Accounts receivable-other	90,460	78,954	64,285	86,571	93,092
Other	14,204	10,181	11,089	8,131	7,468
Allowance for doubtful accounts	(661)	(577)	(416)	(863)	(610)
<b>Total current assets</b>	<b>964,357</b>	<b>826,526</b>	<b>861,383</b>	<b>684,708</b>	<b>610,483</b>
<b>Noncurrent assets</b>					
<b>Property, plant and equipment</b>					
Buildings	49,007	45,265	37,865	23,040	36,668
Structures	3,180	2,841	2,405	955	1,461
Machinery and equipment	5,159	3,920	3,994	2,819	2,910
Vehicles	329	203	106	86	127
Tools, furniture and fixtures	2,753	2,522	2,101	1,853	1,773
Land	169,212	161,833	153,341	147,805	173,257
Lease assets	—	—	86	78	48
Construction in progress	723	165	333	1,403	774
<b>Total property, plant and equipment</b>	<b>230,365</b>	<b>216,752</b>	<b>200,234</b>	<b>178,042</b>	<b>217,022</b>
Intangible assets	4,491	4,443	3,832	3,978	4,138
<b>Investments and other assets</b>					
Investment securities	538,426	370,091	227,672	285,824	240,544
Stocks of subsidiaries and affiliates	7,870	7,668	7,607	11,199	12,654
Stocks of other subsidiaries and affiliates	—	31,656	31,656	32,006	32,254
Investments in capital	1,214	1,111	1,120	1,120	1,122
Investments in capital of subsidiaries and affiliates	7,369	5,526	5,524	5,187	6,102
Long-term loans receivable	86	85	5	5	4
Long-term loans receivable from employees	33	49	63	70	73
Long-term loans receivable from subsidiaries and affiliates	6,880	10,767	10,266	8,826	10,873
Claims provable in bankruptcy, claims provable in rehabilitation and other	675	672	672	4,702	4,782
Lease and guarantee deposits	10,771	10,949	10,776	9,843	8,551
Deferred tax assets	—	—	23,065	37,470	41,542
Other	10,388	7,886	7,343	8,552	7,956
Allowance for doubtful accounts	(3,443)	(2,495)	(2,488)	(3,618)	(4,503)
<b>Total investments and other assets</b>	<b>580,271</b>	<b>443,969</b>	<b>323,285</b>	<b>401,192</b>	<b>361,958</b>
<b>Total noncurrent assets</b>	<b>815,129</b>	<b>665,165</b>	<b>527,352</b>	<b>583,213</b>	<b>583,118</b>
<b>Total assets</b>	<b>1,779,486</b>	<b>1,491,691</b>	<b>1,388,736</b>	<b>1,267,922</b>	<b>1,193,601</b>

(unit : million yen)

Term	March 2007	March 2008	March 2009	March 2010	March 2011
<b>Liabilities</b>					
<b>Current liabilities</b>					
Notes payable-trade	69,395	54,068	38,649	36,638	23,749
Accounts payable for construction contracts	429,896	370,456	368,051	345,899	340,024
Accounts payable-real estate and other	1,132	1,092	811	1,005	891
Short-term loans payable	45,740	46,921	74,892	46,365	71,821
Commercial papers	—	31,000	66,000	50,000	40,000
Current portion of bonds	10,000	10,000	20,000	10,000	10,000
Lease obligations	—	—	37	31	25
Accounts payable-other	8,390	8,794	5,595	8,364	11,416
Accrued expenses	13,449	12,744	12,316	8,577	11,789
Income taxes payable	4,950	10,789	367	300	870
Advances received on uncompleted construction contracts	307,716	193,975	149,705	84,726	55,506
Deposit received-real estate and other	3,249	2,880	2,600	2,415	2,779
Deposits received	69,075	68,301	63,944	66,704	49,807
Unearned revenue	87	92	88	90	91
Provision for warranties for completed construction	1,762	1,505	1,331	1,568	1,840
Provision for loss on construction contracts	7,410	14,044	17,665	24,584	8,697
Deposits received from employees	25,736	24,884	24,103	23,133	22,313
Other	2,398	1,890	1,501	2,786	2,382
<b>Total current liabilities</b>	<b>1,000,390</b>	<b>853,440</b>	<b>847,662</b>	<b>713,190</b>	<b>654,007</b>
<b>Noncurrent liabilities</b>					
Bonds payable	60,000	50,000	30,000	20,000	50,000
Long-term loans payable	9,605	40,954	65,871	112,864	84,601
Lease obligations	—	—	52	52	26
Deferred tax liabilities	89,156	24,168	—	—	—
Deferred tax liabilities for land revaluation	21,003	21,348	22,062	27,174	28,522
Provision for retirement benefits	63,555	61,359	60,006	59,413	58,163
Provision for loss on real estate business and other	11,992	12,004	12,085	15,958	16,423
Provision for environmental measures	460	418	391	1,030	986
Asset retirement obligations	—	—	—	—	6
Other	7,993	9,860	9,518	6,104	7,161
<b>Total noncurrent liabilities</b>	<b>263,767</b>	<b>220,115</b>	<b>199,988</b>	<b>242,598</b>	<b>245,890</b>
<b>Total liabilities</b>	<b>1,264,158</b>	<b>1,073,555</b>	<b>1,047,650</b>	<b>955,788</b>	<b>899,897</b>

(unit : million yen)

Term	March 2007	March 2008	March 2009	March 2010	March 2011
<b>Net assets</b>					
Shareholders' equity					
Capital stock	57,752	57,752	57,752	57,752	57,752
Capital surplus	41,694	41,694	41,694	41,694	41,694
Legal capital surplus	41,694	41,694	41,694	41,694	41,694
Retained earnings	162,195	173,305	174,429	111,444	120,233
Legal retained earnings	14,438	14,438	14,438	14,438	14,438
Other retained earnings	147,757	158,867	159,991	97,006	105,795
Reserve for advanced depreciation of noncurrent assets	635	1,358	1,315	1,277	2,347
General reserve	44,930	100,000	100,000	100,000	70,000
Retained earnings brought forward	102,191	57,509	58,675	(4,271)	33,448
Treasury stock	(810)	(919)	(1,246)	(1,340)	(1,379)
Total shareholders' equity	260,832	271,833	272,630	209,551	218,301
Valuation and translation adjustments					
Valuation difference on available-for-sale securities	227,814	125,397	46,886	81,830	59,864
Deferred gains or losses on hedges	—	(14)	1	—	137
Revaluation reserve for land	26,681	20,918	21,567	20,751	15,400
Total valuation and translation adjustments	254,495	146,301	68,455	102,582	75,402
<b>Total net assets</b>	<b>515,328</b>	<b>418,135</b>	<b>341,085</b>	<b>312,133</b>	<b>293,704</b>
<b>Total liabilities and net assets</b>	<b>1,779,486</b>	<b>1,491,691</b>	<b>1,388,736</b>	<b>1,267,922</b>	<b>1,193,601</b>

## ( 3 ) Non-consolidated statements of income

(unit : million yen)

Term	March 2007	March 2008	March 2009	March 2010	March 2011
Net sales	1,311,480	1,388,276	1,317,352	1,057,601	909,201
Net sales of completed construction contracts	1,240,567	1,336,228	1,288,769	1,037,233	865,871
Net sales of real estate business and other	70,913	52,047	28,583	20,367	43,329
Cost of sales	1,214,201	1,310,715	1,245,178	1,069,704	829,740
Cost of sales of completed construction contracts	1,156,939	1,281,759	1,226,630	1,046,392	795,903
Cost of sales on real estate business and other	57,262	28,956	18,547	23,311	33,837
Gross profit (loss)	97,278	77,560	72,174	(12,102)	79,460
Gross profit (loss) on completed construction contracts	83,627	54,468	62,138	(9,159)	69,968
Gross profit (loss) on real estate business and other	13,650	23,091	10,035	(2,943)	9,492
Selling, general and administrative expenses	58,915	59,211	59,305	57,995	59,613
Operating income (loss)	38,362	18,349	12,869	(70,098)	19,847
Non-operating income	8,874	9,135	10,433	8,100	9,001
Interest income	1,918	1,421	1,213	1,239	1,029
Interest on securities	3	23	22	2	3
Dividends income	6,104	7,372	8,565	5,760	7,521
Other	848	317	631	1,097	447
Non-operating expenses	3,632	5,839	5,519	5,763	8,126
Interest expenses	1,056	1,526	2,286	2,730	2,319
Interest on bonds	779	640	571	456	499
Provision of allowance for doubtful accounts	—	—	—	—	960
Foreign exchange losses	—	1,531	868	530	2,504
Other	1,796	2,141	1,793	2,046	1,842
Ordinary income (loss)	43,605	21,645	17,783	(67,761)	20,722
Extraordinary income	18,033	16,392	6,678	2,249	8,975
Gain on sales of investment securities	9,575	5,045	6,255	2,108	8,244
Gain on sales of non-current assets	6,397	10,869	—	—	—
Reversal of allowance for doubtful accounts	1,787	—	—	—	—
Other	274	477	423	141	731
Extraordinary loss	11,659	8,262	9,052	13,408	10,035
Loss on valuation of investment securities	—	—	3,985	—	4,620
Impairment loss	918	539	900	3,351	2,460
Loss on adjustment for changes of accounting standard for asset retirement obligations	—	—	—	—	1,254
Provision for loss on real estate business and other	4,501	—	—	3,519	—
Mediation settlement	—	—	—	1,759	—
Loss on valuation of stocks of subsidiaries and affiliates	—	—	—	1,354	—
Loss on valuation of real estate for sale	572	5,537	3,193	—	—
Loss on retirement of noncurrent assets	989	914	—	—	—
Loss on liquidation of subsidiaries and affiliates	3,476	—	—	—	—
Provision of allowance for environmental measures	460	—	—	—	—
Other	740	1,271	973	3,423	1,700
Income (loss) before income taxes	49,980	29,775	15,409	(78,920)	19,662
Total income taxes	20,480	14,686	7,651	(26,204)	7,505
Income taxes-current	13,728	15,133	320	300	225
Reversal of income taxes payable	—	—	—	(387)	—
Income taxes-deferred	6,752	(446)	7,331	(26,116)	7,280
Net income (loss)	29,499	15,088	7,757	(52,716)	12,156

## ( 4 ) Non-consolidated gross profit on completed contracts

(unit : million yen)

Term	March 2007	March 2008	March 2009	March 2010	March 2011
Gross profit on civil engineering contracts	25,370	9,929	14,407	(52,106)	28,084
(gross profit margin)	[ 9.4%]	[ 3.2%]	[ 4.1%]	[ -21.1%]	[ 12.4%]
Domestic civil eng.	—	—	—	—	20,442
(gross profit margin)	—	—	—	—	[ 11.4%]
Overseas civil eng.	—	—	—	—	7,641
(gross profit margin)	—	—	—	—	[ 16.1%]
Gross profit on building construction contracts	58,257	44,539	47,730	42,946	41,884
(gross profit margin)	[ 6.0%]	[ 4.4%]	[ 5.1%]	[ 5.4%]	[ 6.5%]
Domestic civil eng.	—	—	—	—	38,371
(gross profit margin)	—	—	—	—	[ 6.3%]
Overseas civil eng.	—	—	—	—	3,512
(gross profit margin)	—	—	—	—	[ 0.1%]
Gross profit on completed construction contracts	83,627	54,468	62,138	(9,159)	69,968
(gross profit margin)	[ 6.7%]	[ 4.1%]	[ 4.8%]	[ -0.9%]	[ 8.1%]
Domestic	—	—	—	—	58,814
(gross profit margin)	—	—	—	—	[ 7.4%]
Overseas	—	—	—	—	11,153
(gross profit margin)	—	—	—	—	[ 15.0%]

Note: Amount of gross profit and gross profit margin of domestic and overseas segments has been disclosed since FY2010.



## ( 5 ) Review of orders received, net sales and carried-forward contracts

## ①Orders received

(unit : million yen)

Term	March 2007	March 2008	March 2009	March 2010	March 2011
Construction business					
Civil engineering	201,230	184,974	322,943	208,581	160,914
Domestic public	48,139	37,262	114,441	111,276	84,424
Domestic private	85,969	85,177	92,625	66,931	64,491
Domestic total	134,109	122,439	207,066	178,208	148,916
Overseas	67,120	62,534	115,877	30,373	11,998
Building construction	993,433	956,223	831,096	792,014	715,346
Domestic public	107,861	48,987	57,697	62,294	33,540
Domestic private	867,930	863,565	774,697	682,719	664,310
Domestic total	975,792	912,552	832,394	745,014	697,850
Overseas	17,640	43,671	(1,298)	47,000	17,495
Construction business total	1,194,663	1,141,197	1,154,039	1,000,596	876,261
Domestic public	156,001	86,249	172,138	173,571	117,964
Domestic private	953,900	948,742	867,322	749,650	728,802
Domestic total	1,109,901	1,034,991	1,039,461	923,222	846,767
Overseas	84,761	106,205	114,578	77,374	29,494
Real estate business	58,466	57,307	20,213	20,490	43,483
Total	1,253,130	1,198,504	1,174,253	1,021,087	919,744

## (reference) Construction business - classified by purpose

Civil engineering	201,230	184,974	322,943	208,581	160,914
Soil and river conservation	3,203	9,991	10,670	23,844	15,419
Railroads	87,917	99,588	126,022	50,405	30,110
Water supply and sewers	4,394	5,502	21,976	3,187	14,982
Land development	5,779	10,501	16,380	7,161	4,071
Ports and airports	8,638	2,475	2,997	9,488	9,852
Roads	48,811	17,491	99,771	84,561	49,712
Power lines	208	402	2,514	1,227	291
Others	42,276	39,020	42,610	28,703	36,475
[of the above, civil work inside factories]	[ 29,350]	[ 21,955]	[ 30,901]	[ 18,289]	[ 20,191]
Building construction	993,433	956,223	831,096	792,014	715,346
Office / government buildings	195,172	222,845	246,332	229,996	238,181
Accommodations	28,658	21,237	22,529	62,146	5,376
Stores	128,484	162,662	98,201	72,113	57,071
Factories and power plants	200,746	205,501	201,430	72,318	111,002
Warehouse and logistics	35,655	51,892	5,368	3,950	9,522
Houses	121,226	113,294	70,032	132,563	111,129
Education and research	88,842	51,371	79,803	88,837	59,106
Medical and welfare	77,829	41,264	49,217	49,644	73,009
Amusement	38,225	14,579	11,288	7,111	6,198
Others	78,592	71,574	46,890	73,333	44,748

②Net sales

(unit : million yen)

Term	March 2007	March 2008	March 2009	March 2010	March 2011
Construction business					
Civil engineering	270,489	315,183	353,125	246,459	225,932
Domestic public	101,977	120,338	83,756	113,100	105,630
Domestic private	85,121	86,198	97,161	86,378	72,981
Domestic total	187,098	206,536	180,918	199,478	178,612
Overseas	83,390	108,647	172,207	46,980	47,319
Building construction	970,078	1,021,045	935,643	790,774	639,939
Domestic public	65,198	80,501	71,080	82,582	59,337
Domestic private	882,293	916,621	848,217	690,919	553,514
Domestic total	947,492	997,123	919,297	773,501	612,852
Overseas	22,585	23,921	16,346	17,272	27,086
Construction business total	1,240,567	1,336,228	1,288,769	1,037,233	865,871
Domestic public	167,176	200,839	154,836	195,682	164,968
Domestic private	967,415	1,002,820	945,379	777,297	626,496
Domestic total	1,134,591	1,203,659	1,100,215	972,979	791,465
Overseas	105,976	132,568	188,553	64,253	74,406
Real estate business	70,913	52,047	28,583	20,367	43,329
Total	1,311,480	1,388,276	1,317,352	1,057,601	909,201

(reference) Construction business - classified by purpose

Civil engineering	270,489	315,183	353,125	246,459	225,932
Soil and river conservation	11,972	20,294	20,402	10,949	24,835
Railroads	91,641	128,265	183,289	83,710	70,873
Water supply and sewers	36,975	35,513	16,777	9,915	9,353
Land development	9,769	17,145	12,603	11,249	8,645
Ports and airports	8,610	9,503	19,506	16,516	16,965
Roads	69,949	62,611	59,400	71,196	63,055
Power lines	211	141	25	4,602	1,190
Others	41,357	41,708	41,120	38,318	31,013
[of the above, civil work inside factories]	[ 24,803]	[ 24,948]	[ 25,135]	[ 27,166]	[ 18,980]
Building construction	970,078	1,021,045	935,643	790,774	639,939
Office / government buildings	204,966	182,709	183,589	242,779	183,464
Accommodations	16,171	21,711	22,460	22,557	38,794
Stores	103,971	142,344	166,916	87,743	89,613
Factories and power plants	184,836	189,082	213,694	159,135	82,298
Warehouse and logistics	9,948	39,633	39,011	11,321	4,244
Houses	146,938	134,630	104,978	98,466	91,607
Education and research	122,812	110,945	57,734	50,683	60,187
Medical and welfare	84,310	77,319	52,307	51,954	42,062
Amusement	21,466	29,946	24,932	13,230	3,906
Others	74,655	92,721	70,019	52,901	43,758

③Carried-forward contracts

(unit : million yen)

Term	March 2007	March 2008	March 2009	March 2010	March 2011
Construction business					
Civil engineering	549,577	419,368	389,186	351,309	286,291
Domestic public	245,936	162,860	193,545	191,721	170,515
Domestic private	115,745	114,725	110,188	90,741	82,251
Domestic total	361,681	277,585	303,733	282,463	252,766
Overseas	187,895	141,782	85,452	68,845	33,524
Building construction	1,111,307	1,046,485	941,938	943,178	1,018,586
Domestic public	158,917	127,403	114,020	93,733	67,935
Domestic private	918,159	865,102	791,582	783,382	894,178
Domestic total	1,077,076	992,505	905,603	877,115	962,114
Overseas	34,230	53,979	36,334	66,062	56,471
Construction business total	1,660,885	1,465,853	1,331,124	1,294,487	1,304,877
Domestic public	404,854	290,263	307,565	285,454	238,450
Domestic private	1,033,904	979,827	901,771	874,124	976,430
Domestic total	1,438,758	1,270,090	1,209,336	1,159,579	1,214,881
Overseas	222,126	195,762	121,787	134,908	89,996
Real estate business	3,926	9,185	816	938	1,092
Total	1,664,811	1,475,039	1,331,940	1,295,426	1,305,970

(reference) Construction business - classified by purpose

Civil engineering	549,577	419,368	389,186	351,309	286,291
Soil and river conservation	46,696	36,392	26,703	39,419	30,009
Railroads	203,393	174,881	117,644	84,435	43,762
Water supply and sewers	50,544	20,859	26,013	19,164	24,831
Land development	15,765	9,629	14,662	10,743	6,262
Ports and airports	43,940	36,912	20,360	13,561	6,448
Roads	134,203	88,661	129,868	143,260	129,620
Power lines	2,534	2,795	5,284	1,860	957
Others	52,500	49,235	48,648	38,864	44,399
[of the above, civil work inside factories]	[ 32,626]	[ 29,733]	[ 35,719]	[ 26,842]	[ 28,053]
Building construction	1,111,307	1,046,485	941,938	943,178	1,018,586
Office / government buildings	210,033	230,007	293,305	280,889	339,858
Accommodations	35,003	33,019	35,762	75,339	39,151
Stores	151,313	198,382	129,545	115,166	83,319
Factories and power plants	133,159	149,525	136,457	49,285	77,603
Warehouse and logistics	29,303	41,554	7,911	544	5,908
Houses	201,150	179,827	144,744	179,237	199,016
Education and research	86,306	41,846	64,139	103,088	102,200
Medical and welfare	116,658	80,600	74,243	72,127	102,904
Amusement	36,257	20,850	7,181	620	1,231
Others	112,119	70,870	48,646	66,879	67,391