



Financial Data Book

FY2013 (ended March 2014) – FY2017 (ended March 2018)

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 16, 2018 as a supplement to the Company’s financial report “Summary of Financial Results for FY2017 ended March 2018” (“Kessan Tanshin”) filed at the Tokyo Stock Exchange on May 14, 2018, 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. The historical data shown in this data book neither predicts nor explains any future performance of the Company.

OBAYASHI CORPORATION

Contents

1	Consolidated financial information	
(1)	Consolidated management result and analysis	1
(2)	Consolidated balance sheets	2
(3)	Consolidated statements of income	5
(4)	Consolidated statements of cash flows	6
(5)	Segment information	7
2	Non-consolidated financial information	
(1)	Non-consolidated management result and analysis	8
(2)	Non-consolidated balance sheets	9
(3)	Non-consolidated statements of income	12
(4)	Non-consolidated gross profit on completed construction contracts	13
(5)	Orders received, Net sales and Carried-forward contracts (Non-consolidated)	
①	Orders received	14
②	Net sales	15
③	Carried-forward contracts	16

1 Consolidated financial information

(1) Consolidated management result and analysis

Term	(unit)	FY2013	FY2014	FY2015	FY2016	FY2017
Orders received	(million yen)	1,653,005	1,900,517	1,951,943	2,145,256	1,880,155
Orders received (Construction business)	(million yen)	1,580,900	1,797,441	1,862,140	2,052,504	1,774,745
Net sales	(million yen)	1,612,756	1,773,981	1,777,834	1,872,721	1,900,655
Gross profit	(million yen)	112,059	131,707	193,052	224,933	234,303
Operating income	(million yen)	31,991	48,388	106,380	133,742	137,800
Ordinary income	(million yen)	40,135	59,913	111,208	140,106	143,951
Profit attributable to owners of parent *	(million yen)	21,627	28,695	63,437	94,501	92,662
Comprehensive income	(million yen)	39,338	112,912	21,310	99,307	116,274
Net assets	(million yen)	448,108	549,483	561,658	644,076	711,525
Total assets	(million yen)	1,818,886	1,996,193	1,951,907	2,015,996	2,148,861
Net assets per share	(yen)	574.32	706.94	719.01	827.77	954.05
Dividends per share	(yen)	8	10	18	28	28
Profit attributable to owners of parent per share *	(yen)	30.11	39.96	88.36	131.66	129.09
Operating margin	(%)	2.0	2.7	6.0	7.1	7.3
Equity ratio	(%)	22.7	25.4	26.4	29.5	31.9
Return on equity (ROE)	(%)	5.4	6.2	12.4	17.0	14.5
Price earnings ratio (PER)	(times)	19.3	19.5	12.6	7.9	9.0
Dividend payout ratio	(%)	26.6	25.0	20.4	21.3	21.7
Cash flows from operating activities	(million yen)	37,962	74,646	124,980	158,892	114,034
Cash flows from investing activities	(million yen)	(47,328)	(7,442)	(48,029)	(37,884)	(71,289)
Cash flows from financing activities	(million yen)	27,587	(34,523)	(68,967)	(89,165)	(54,548)
Cash and cash equivalents at FY end	(million yen)	121,177	162,607	164,802	194,195	184,783
Number of personnel (Average number of temporary personnel not included in the above)	(person)	12,856 [3,139]	13,432 [3,658]	13,688 [4,066]	14,094 [4,431]	14,359 [4,393]
Number of consolidated subsidiaries	(number of company)	85	84	88	88	93
Number of equity-method affiliates	(number of company)	27	28	27	26	25
Interest-bearing debt	(million yen)	351,592	327,802	266,465	200,334	184,724
Nonrecourse loans	(million yen)	76,851	83,017	79,874	73,024	92,004
Total liabilities and nonrecourse loans	(million yen)	428,444	410,820	346,339	273,359	276,728
Financial balance	(million yen)	5,587	5,781	6,497	6,415	6,976
Guarantee obligation	(million yen)	554	398	231	321	97
Capital expenditure	(million yen)	69,110	42,308	56,231	31,410	76,383
Research and development	(million yen)	8,927	9,391	10,081	10,553	10,602
Depreciation	(million yen)	12,103	14,392	14,476	14,981	14,659

* Effective from FY2015, the account names titled as "Net income" and "Net income per share" were changed into "Profit attributable to owners of parent" and "Profit attributable to owners of parent per share."

(2) Consolidated balance sheets

(unit : million yen)

Term	March 2014	March 2015	March 2016	March 2017	March 2018
Assets					
Current assets					
Cash and deposits	121,373	164,309	164,829	194,585	190,055
Notes receivable, accounts receivable from completed construction contracts and other	654,778	687,404	715,023	720,361	760,371
Electronically recorded monetary claims	—	9,342	8,866	21,075	15,531
Short-term investment securities	3,460	2,835	2,606	2,519	4,615
Real estate for sale	18,049	11,627	17,151	16,739	11,682
Costs on uncompleted construction contracts	44,903	39,839	37,758	39,881	45,555
Costs on real estate businesses	12,689	18,263	24,448	24,200	25,416
Inventories for PFI and other projects	56,741	51,512	45,514	42,406	46,148
Other inventories	4,774	5,728	6,266	7,872	10,655
Deferred tax assets	17,315	20,509	17,599	17,443	20,381
Accounts receivable	71,510	95,689	71,059	78,009	79,423
Other	16,348	14,240	17,800	16,694	18,695
Allowance for doubtful accounts	(273)	(157)	(157)	(142)	(160)
Total current assets	1,021,672	1,121,146	1,128,768	1,181,645	1,228,372
Noncurrent assets					
Property, plant and equipment					
Buildings and structures, net	94,097	87,015	92,265	92,587	103,153
Machinery, vehicles, tools, furniture and fixtures, net	19,043	29,679	30,985	29,554	45,707
Land	289,743	285,793	305,588	308,241	351,060
Lease assets, net	304	264	225	228	259
Construction in progress	11,900	6,095	12,539	28,986	26,090
Total property, plant and equipment	415,089	408,848	441,604	459,597	526,270
Intangible assets	5,397	6,369	6,404	6,558	5,038
Investments and other assets					
Investment securities	323,858	415,541	342,021	346,245	372,308
Long-term loans receivable	2,284	2,181	2,170	2,024	876
Net defined benefit asset	156	121	68	68	24
Deferred tax assets	1,829	2,034	2,029	1,987	659
Other	51,205	40,239	29,107	18,118	15,542
Allowance for doubtful accounts	(2,627)	(291)	(266)	(249)	(231)
Total investments and other assets	376,707	459,826	375,130	368,194	389,179
Total noncurrent assets	797,194	875,044	823,139	834,350	920,488
Deferred assets	20	3	0	—	—
Total assets	1,818,886	1,996,193	1,951,907	2,015,996	2,148,861

(unit : million yen)

Term	March 2014	March 2015	March 2016	March 2017	March 2018
Liabilities					
Current liabilities					
Notes payable, accounts payable for construction contracts and other	578,750	550,042	486,533	485,408	524,712
Electronically recorded monetary obligations	—	76,982	122,697	150,289	133,770
Short-term loans payable	159,856	124,667	150,465	89,498	88,686
Current portion of nonrecourse loans *	7,331	8,326	6,858	6,832	9,557
Commercial papers	22,000	18,000	—	—	—
Current portion of bonds	—	25,000	10,000	25,000	10,000
Lease obligations	88	85	78	85	90
Income taxes payable	3,950	4,861	17,856	30,533	29,695
Deferred tax liabilities	391	213	514	402	70
Advances received on uncompleted construction contracts	103,370	97,807	122,802	106,541	110,534
Deposit received	66,803	75,366	76,454	102,707	103,408
Provision for warranties for completed construction	2,499	2,379	2,491	3,048	4,114
Provision for loss on construction contracts	7,627	12,731	12,808	7,751	5,209
Provision for loss on Antimonopoly Act	—	—	—	—	10,529
Other	60,355	62,309	63,639	70,585	88,528
Total current liabilities	1,013,025	1,058,772	1,073,200	1,078,684	1,118,905
Noncurrent liabilities					
Bonds payable	80,000	65,000	55,000	30,000	20,000
Long-term loans payable	89,735	95,135	51,000	55,836	66,038
Nonrecourse loans *	69,519	74,691	73,015	66,192	82,446
Lease obligations	152	146	131	126	169
Deferred tax liabilities	10,551	54,420	41,830	46,956	54,417
Deferred tax liabilities for land revaluation	27,354	23,098	21,313	21,091	19,604
Provision for stock payments for directors	—	—	209	301	259
Provision for loss on real estate business and other	999	993	993	993	993
Provision for environmental measures	1,032	1,022	882	616	313
Net defined benefit liability	57,785	51,231	52,126	51,029	49,473
Other	20,621	22,197	20,546	20,091	24,713
Total noncurrent liabilities	357,752	387,938	317,049	293,235	318,430
Total liabilities	1,370,778	1,446,710	1,390,249	1,371,919	1,437,336

* Effective from FY2014, the account names titled as "Current portion of PFI and other project finance loans" and "PFI and other project finance loans" were changed into "Current portion of nonrecourse loans" and "Nonrecourse loans."

(unit : million yen)

Term	March 2014	March 2015	March 2016	March 2017	March 2018
Net assets					
Shareholders' equity					
Capital stock	57,752	57,752	57,752	57,752	57,752
Capital surplus	41,750	41,750	41,752	41,752	43,135
Retained earnings	178,665	199,296	255,750	334,957	404,840
Treasury stock	(1,577)	(1,608)	(1,958)	(1,964)	(1,929)
Total shareholders' equity	276,591	297,191	353,297	432,497	503,798
Accumulated other comprehensive income					
Valuation difference on available-for-sale securities	115,744	184,171	140,328	140,246	159,159
Deferred gains or losses on hedges	(213)	190	(47)	(283)	(1,643)
Revaluation reserve for land	20,264	20,770	20,937	20,435	19,518
Foreign currency translation adjustment	(595)	2,640	822	(365)	758
Remeasurements of defined benefit plans	665	2,705	760	1,629	3,244
Total accumulated other comprehensive income	135,865	210,479	162,801	161,662	181,037
Non-controlling interests *	35,651	41,812	45,559	49,916	26,688
Total net assets	448,108	549,483	561,658	644,076	711,525
Total liabilities and net assets	1,818,886	1,996,193	1,951,907	2,015,996	2,148,861

* Effective from FY2015, the account name titled as "Minority interest" was changed into "Non-controlling interests."

(3) Consolidated statements of income

(unit : million yen)

Term	FY2013	FY2014	FY2015	FY2016	FY2017
Net sales	1,612,756	1,773,981	1,777,834	1,872,721	1,900,655
Net sales of completed construction contracts	1,521,074	1,673,040	1,695,752	1,802,525	1,820,947
Net sales of real estate business and other	91,682	100,941	82,081	70,195	79,708
Cost of sales	1,500,697	1,642,273	1,584,782	1,647,787	1,666,351
Cost of sales of completed construction contracts	1,430,784	1,572,158	1,524,582	1,596,705	1,608,353
Cost of sales on real estate business and other	69,912	70,115	60,199	51,082	57,998
Gross profit	112,059	131,707	193,052	224,933	234,303
Gross profit on completed construction contracts	90,289	100,882	171,170	205,820	212,593
Gross profit on real estate business and other	21,769	30,825	21,881	19,113	21,709
Selling, general and administrative expenses	80,067	83,318	86,671	91,191	96,502
Operating income (loss)	31,991	48,388	106,380	133,742	137,800
Non-operating income	13,131	15,883	10,086	9,693	10,070
Interest income	2,534	2,762	2,278	1,917	1,534
Dividends income	6,325	6,392	6,932	6,940	7,538
Foreign exchange gains	3,454	4,969	—	—	—
Other	816	1,758	874	835	997
Non-operating expenses	4,987	4,358	5,258	3,329	3,919
Interest expenses	3,160	3,280	2,674	2,442	2,097
Foreign exchange losses	—	—	2,291	462	671
Subsidiary stock acquisition-related cost	—	—	—	—	472
Other	1,826	1,078	293	424	677
Ordinary income (loss)	40,135	59,913	111,208	140,106	143,951
Extraordinary income	7,725	7,766	4,582	3,960	6,758
Gain on sales of investment securities	7,144	3,064	2,961	3,081	6,120
Gain on sales of noncurrent assets	—	1,042	1,520	516	—
Gain on transition of retirement benefit plan	—	2,450	—	—	—
Other	581	1,209	100	362	637
Extraordinary loss	9,140	8,397	8,535	1,076	13,500
Provision for loss on Anti-Monopoly Act	—	—	—	—	10,529
Impairment loss	5,885	6,926	2,826	562	1,769
Loss on retirement of noncurrent assets	—	—	—	267	—
Loss on sales of noncurrent assets	1,644	—	—	169	—
Compensation for damage	—	—	3,500	—	—
Other	1,611	1,470	2,208	77	1,201
Income before income taxes *	38,720	59,282	107,255	142,990	137,209
Total income taxes	12,176	25,527	37,497	42,475	42,323
Income taxes-current	7,399	9,147	20,875	37,692	47,290
Income taxes-deferred	4,777	16,380	16,622	4,782	(4,966)
Profit *	26,543	33,754	69,757	100,515	94,886
Profit attributable to non-controlling interests *	4,916	5,059	6,320	6,013	2,223
Profit attributable to owners of parent *	21,627	28,695	63,437	94,501	92,662

* Effective from FY2015, the account names titled as "Income before income taxes and minority interests," "Income before minority interests," "Minority interests in income" and "Net income" were changed into "Income before income taxes," "Profit," "Profit attributable to non-controlling interests" and "Profit attributable to owners of parent," respectively.

(4) Consolidated statements of cash flows

(unit : million yen)

Term	FY2013	FY2014	FY2015	FY2016	FY2017
Net cash provided by (used in) operating activities					
Income (loss) before income tax	38,720	59,282	107,255	142,990	137,209
Depreciation and amortization	12,103	14,392	14,476	14,981	14,659
Impairment loss	5,885	6,926	2,826	562	1,769
Increase (decrease) in allowance for doubtful accounts	(1,957)	(2,455)	(25)	(30)	0
Increase (decrease) in provision for loss on construction contracts	1,450	5,097	87	(5,005)	(2,510)
Increase (decrease) in provision for Antimonopoly Act	—	—	—	—	10,092
Increase (decrease) in net defined benefit liability	(3,275)	(10,681)	(2,020)	160	734
Interest and dividends income	(8,860)	(9,154)	(9,211)	(8,857)	(9,073)
Interest expenses	3,160	3,280	2,674	2,442	2,097
Loss (gain) on sales of noncurrent assets	1,386	(679)	(888)	(346)	(466)
Loss (gain) on sales of short-term and long term investment securities	(7,127)	(3,064)	(2,941)	(3,080)	(6,107)
Decrease (increase) in notes and accounts receivable-trade	(114,510)	(30,523)	(29,365)	(20,740)	(36,264)
Decrease (increase) in costs on uncompleted construction contracts	3,264	6,587	1,979	(1,539)	(5,620)
Decrease (increase) in inventories	9,886	2,113	(10,034)	(995)	874
Decrease (increase) in inventories for PFI and other projects	9,765	5,229	5,998	3,107	(3,727)
Decrease (increase) in other assets	4,580	(14,048)	35,091	4,432	413
Increase (decrease) in notes and accounts payable-trade	39,049	37,288	(15,900)	29,433	24,054
Increase (decrease) in advanced received on uncompleted construction contracts	40,557	(8,596)	25,555	(14,029)	4,077
Increase (decrease) in other liabilities	(3,841)	11,208	516	34,696	20,657
Other, net	7,825	4,950	1,441	180	1,145
Subtotal	38,059	77,154	127,514	178,360	154,015
Interest and dividends income received	9,151	9,383	9,447	9,041	9,225
Interest expenses paid	(3,255)	(3,310)	(2,608)	(2,530)	(2,163)
Income taxes (paid) refund	(5,992)	(8,580)	(9,373)	(25,978)	(47,042)
Net cash provided by (used in) operating activities	37,962	74,646	124,980	158,892	114,034
Net cash provided by (used in) investing activities					
Payments into time deposits	—	—	—	—	(3,313)
Purchase of property, plant and equipment and intangible assets	(68,191)	(41,090)	(59,148)	(39,755)	(71,965)
Proceeds from sales of property, plant and equipment and intangible assets	6,638	25,616	3,904	3,044	4,629
Purchase of short-term and long-term investment securities	(3,024)	(3,864)	(6,568)	(6,253)	(7,411)
Proceeds from sales and redemption of short-term and long-term investment securities	16,864	8,584	13,659	5,425	10,108
Payments of loans receivable	(2,349)	(53)	(227)	(362)	(145)
Collection of loans receivable	1,766	3,368	169	379	291
Purchase of share of subsidiaries resulting in change in scope of consolidation	—	—	(62)	—	(3,483)
Proceeds from purchase of share of subsidiaries resulting in change in scope of consolidation	782	45	—	—	—
Other, net	184	(49)	242	(362)	1
Net cash provided by (used in) investing activities	(47,328)	(7,442)	(48,029)	(37,884)	(71,289)
Net cash provided by (used in) financing activities					
Net increase (decrease) in short-term loans payable	6,853	782	2,614	(23,512)	(5,963)
Net increase (decrease) in commercial papers	17,000	(4,000)	(18,000)	—	—
Repayments of lease obligations	(147)	(159)	(109)	(93)	(99)
Proceeds from long-term loans payable	52,500	34,548	9,747	21,700	31,000
Repayment of long-term loans payable	(46,027)	(74,892)	(25,843)	(53,417)	(17,177)
Proceeds from nonrecourse loans payable	13,064	17,454	5,366	9	19,066
Payment of nonrecourse loans payable	(18,057)	(11,288)	(8,509)	(6,858)	(7,016)
Proceeds from issuance of bonds	20,000	10,000	—	—	—
Redemption of bonds	(10,000)	—	(25,000)	(10,000)	(25,000)
Cash dividends paid	(5,745)	(5,745)	(7,899)	(15,797)	(23,696)
Cash dividends paid to minority shareholders	(1,288)	(771)	(979)	(1,188)	(1,100)
Purchase of share of subsidiaries not resulting in change in scope of consolidation	—	—	—	—	(24,552)
Other, net	(562)	(451)	(353)	(6)	(8)
Net cash provided by (used in) financing activities	27,587	(34,523)	(68,967)	(89,165)	(54,548)
Effect of exchange rate change on cash and cash equivalents	3,265	8,749	(5,788)	(2,449)	2,391
Net increase (decrease) in cash and cash equivalents	21,486	41,430	2,195	29,392	(9,412)
Cash and cash equivalents at beginning of period	99,690	121,177	162,607	164,802	194,195
Cash and cash equivalents at end of period	121,177	162,607	164,802	194,195	184,783

(5) Segment information

(unit : million yen)

Term	FY2013	FY2014	FY2015	FY2016	FY2017
Domestic building construction					
Segment net sales	948,610	988,888	964,968	1,060,088	1,067,445
External sales	902,488	953,097	932,997	1,020,378	1,014,371
Intersegment sales or transfer	46,121	35,790	31,970	39,709	53,074
Segment operating income	4,716	9,116	51,666	83,425	86,602
Operating income on external sales	5,109	8,988	51,697	82,633	83,944
Intersegment operating income or transfer	(393)	127	(30)	792	2,658
Overseas building construction					
Segment net sales	243,455	330,780	338,013	368,027	384,945
External sales	243,393	330,702	337,956	367,980	383,995
Intersegment sales or transfer	61	77	57	47	950
Segment operating income	6,273	2,928	2,600	4,856	2,943
Operating income on external sales	6,273	2,939	2,624	4,880	2,964
Intersegment operating income or transfer	—	(10)	(23)	(23)	(21)
Domestic civil engineering					
Segment net sales	346,118	342,182	377,254	353,683	362,216
External sales	321,005	326,353	353,909	332,374	346,119
Intersegment sales or transfer	25,112	15,828	23,345	21,309	16,097
Segment operating income	11,553	19,101	36,971	40,893	38,288
Operating income on external sales	11,419	19,195	36,860	40,033	38,283
Intersegment operating income or transfer	134	(94)	110	859	4
Overseas civil engineering					
Segment net sales	54,186	62,886	70,889	81,792	76,461
External sales	54,186	62,886	70,889	81,792	76,461
Intersegment sales or transfer	—	—	—	—	—
Segment operating income	(3,616)	(3,124)	2,662	(3,185)	1,444
Operating income on external sales	(3,615)	(3,124)	2,664	(3,182)	1,446
Intersegment operating income or transfer	(1)	—	(2)	(3)	(1)
Real estate business					
Segment net sales	53,497	65,738	48,172	39,951	45,697
External sales	51,668	63,858	47,020	38,795	44,566
Intersegment sales or transfer	1,828	1,880	1,152	1,156	1,131
Segment operating income	11,221	18,597	10,451	7,179	8,599
Operating income on external sales	11,222	18,597	10,452	7,180	8,600
Intersegment operating income or transfer	(0)	(0)	(0)	(0)	(0)
Others					
Segment net sales	47,551	44,418	42,503	38,843	43,159
External sales	40,014	37,082	35,061	31,400	35,141
Intersegment sales or transfer	7,537	7,335	7,442	7,443	8,017
Segment operating income	1,414	1,699	1,980	2,106	2,480
Operating income on external sales	1,582	1,791	2,081	2,196	2,561
Intersegment operating income or transfer	(168)	(92)	(100)	(89)	(80)
Total					
Segment net sales	1,693,419	1,834,894	1,841,801	1,942,387	1,979,925
External sales	1,612,756	1,773,981	1,777,834	1,872,721	1,900,655
Intersegment sales or transfer	80,662	60,913	63,967	69,665	79,270
Segment operating income	31,562	48,318	106,333	135,276	140,359
Operating income on external sales	31,991	48,388	106,380	133,742	137,800
Intersegment operating income or transfer	(429)	(70)	(47)	1,533	2,559

2 Non-consolidated financial information

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

Term	(unit)	FY2013	FY2014	FY2015	FY2016	FY2017
Orders received	(million yen)	1,227,382	1,311,543	1,428,954	1,366,562	1,320,775
Orders received (Construction business)	(million yen)	1,209,454	1,278,257	1,400,281	1,348,382	1,303,118
Net sales	(million yen)	1,208,677	1,259,806	1,235,098	1,304,065	1,294,062
Gross profit	(million yen)	60,892	77,257	137,103	171,878	176,988
Operating income	(million yen)	2,789	18,958	76,351	108,221	109,727
Ordinary income	(million yen)	11,331	31,148	82,816	116,530	117,850
Net income	(million yen)	7,651	12,924	50,729	84,145	80,677
Paid-in capital	(million yen)	57,752	57,752	57,752	57,752	57,752
Net assets	(million yen)	350,917	424,902	424,138	492,354	568,221
Total assets	(million yen)	1,397,663	1,501,829	1,441,241	1,504,594	1,600,355
Total number of shares issued and outstanding	(1000stocks)	721,509	721,509	721,509	721,509	721,509
Weighted average common share	(1000stocks)	718,195	718,147	717,925	717,788	717,805
Net assets per share	(yen)	488.63	591.68	590.89	685.94	791.59
Dividends per share	(yen)	8	10	18	28	28
Net income per share	(yen)	10.65	18.00	70.66	117.23	112.39
Operating margin	(%)	0.2	1.5	6.2	8.3	8.5
Equity ratio	(%)	25.1	28.3	29.4	32.7	35.5
Return on shareholders' equity (ROE)	(%)	2.2	3.3	11.9	18.4	15.2
Price earning ratio (PER)	(times)	54.6	43.3	15.7	8.9	10.4
Dividend payout ratio	(%)	75.1	55.6	25.5	23.9	24.9
Number of personnel (Average number of temporary personnel not included in the above)	(person)	8,329 [1,044]	8,369 [1,061]	8,402 [1,086]	8,524 [1,067]	8,609 [1,011]
Interest-bearing debt	(million yen)	264,426	244,027	192,149	143,935	137,813
Financial balance	(million yen)	7,445	7,888	8,872	8,952	9,441
Guarantees	(million yen)	6,136	10,885	8,487	6,253	7,994
Commitments of guarantees	(million yen)	74,209	74,905	70,900	55,441	44,000
Capital expenditure	(million yen)	21,719	15,798	9,132	38,393	30,234
Research and development	(million yen)	8,680	9,108	9,821	10,296	10,314
Depreciation	(million yen)	5,538	5,631	5,839	6,352	6,554

(2) Non-consolidated balance sheets

(unit : million yen)

Term	March 2014	March 2015	March 2016	March 2017	March 2018
Assets					
Current assets					
Cash and deposits	47,938	62,991	61,643	73,814	81,375
Notes receivable-trade	13,688	39,134	7,512	7,363	24,486
Electronically recorded monetary claims	—	8,186	6,328	18,650	11,962
Accounts receivable from completed construction contracts	517,459	493,383	537,677	546,087	540,130
Accounts receivable-real estate business and other	3,207	4,491	4,906	5,163	6,218
Short-term investment securities	16	16	36	36	30
Real estate for sale	12,643	3,645	3,959	3,713	3,667
Costs on uncompleted construction contracts	39,985	34,296	32,449	35,304	38,438
Costs on real estate business and other	3,015	4,089	1,664	3,105	4,084
Raw materials and supplies	1,162	1,269	2,182	2,587	4,098
Short-term loans receivable	12,716	1,995	21,195	35,180	21,430
Prepaid expenses	1,417	1,463	1,549	1,523	1,536
Deferred tax assets	15,166	18,509	15,522	15,049	17,452
Accounts receivable-other	69,422	87,689	64,608	74,506	78,132
Other	6,302	7,637	6,814	7,651	7,522
Allowance for doubtful accounts	(181)	(61)	(62)	(67)	(67)
Total current assets	743,961	768,739	767,990	829,672	840,501
Noncurrent assets					
Property, plant and equipment					
Buildings	32,596	35,503	34,924	42,481	48,653
Structures	1,227	1,391	1,754	2,071	2,215
Machinery and equipment	2,253	2,526	2,866	3,058	4,960
Vehicles	83	66	44	45	83
Tools, furniture and fixtures	1,805	1,672	1,518	1,517	2,042
Land	169,561	166,209	160,684	179,524	186,665
Lease assets	61	43	30	22	23
Construction in progress	3,007	3,520	5,476	9,238	15,243
Total property, plant and equipment	210,598	210,933	207,301	237,959	259,886
Intangible assets	3,054	3,060	3,115	2,979	2,893
Investments and other assets					
Investment securities	312,432	403,554	332,535	333,441	360,677
Stocks of subsidiaries and affiliates	16,834	17,441	17,469	16,250	42,550
Investments in other securities of subsidiaries and affiliates	20,989	20,989	20,989	—	—
Investments in capital	1,124	70	70	70	270
Investments in capital of subsidiaries and affiliates	5,631	7,884	7,882	10,480	14,225
Long-term loans receivable	6	—	—	—	—
Long-term loans receivable from employees	93	133	215	320	449
Long-term loans receivable from subsidiaries and affiliates	37,602	31,649	57,994	58,144	67,385
Claims provable in bankruptcy, claims provable in rehabilitation and other	4,371	155	200	245	1,870
Lease and guarantee deposits	7,305	6,509	6,410	5,881	5,806
Long-term accounts receivable	32,083	27,045	15,489	5,590	425
Other	4,040	3,955	3,905	3,928	3,964
Allowance for doubtful accounts	(2,468)	(292)	(329)	(370)	(552)
Total investments and other assets	440,049	519,095	462,833	433,982	497,073
Total noncurrent assets	653,701	733,090	673,250	674,922	759,853
Total assets	1,397,663	1,501,829	1,441,241	1,504,594	1,600,355

(unit : million yen)

Term	March 2014	March 2015	March 2016	March 2017	March 2018
Liabilities					
Current liabilities					
Notes payable-trade	24,704	23,470	22,348	24,780	17,506
Electronically recorded monetary obligations	—	77,922	121,166	141,102	129,457
Accounts payable for construction contracts	450,315	393,727	329,212	325,548	351,144
Accounts payable-real estate and other	1,209	2,137	1,328	1,458	1,019
Short-term loans payable	109,242	84,664	112,521	57,762	60,395
Commercial papers	22,000	18,000	—	—	—
Current portion of bonds	—	25,000	10,000	25,000	10,000
Lease obligations	19	14	13	13	12
Accounts payable-other	10,083	10,335	8,817	11,912	17,238
Accrued expenses	11,459	11,815	12,767	13,604	18,158
Income taxes payable	100	1,142	14,191	27,513	27,244
Advances received on uncompleted construction contracts	92,255	77,561	96,952	73,149	70,321
Deposit received-real estate and other	1,721	1,700	937	1,390	1,851
Deposits received	62,122	67,900	68,796	95,884	95,252
Unearned revenue	95	96	101	106	113
Provision for warranties for completed construction	2,176	1,998	1,988	2,652	3,770
Provision for loss on construction contracts	6,768	10,572	11,040	6,456	3,744
Provision for loss on Antimonopoly Act	—	—	—	—	4,145
Deposits received from employees	21,919	21,855	22,220	22,943	24,601
Other	730	904	1,044	843	740
Total current liabilities	816,920	830,820	835,449	832,122	836,716
Noncurrent liabilities					
Bonds payable	80,000	65,000	55,000	30,000	20,000
Long-term loans payable	53,183	51,363	14,628	31,172	47,418
Lease obligations	46	32	18	10	14
Deferred tax liabilities	11,208	54,224	42,331	49,181	56,867
Deferred tax liabilities for land revaluation	22,206	18,429	16,897	16,675	16,266
Provision for retirement benefits	52,001	47,397	45,431	45,777	46,560
Provision for stock payments for directors	—	—	209	301	259
Provision for loss on real estate business and other	5,567	1,151	1,060	993	993
Provision for loss on business of subsidiaries and affiliates	—	728	653	2,306	2,842
Provision for environmental measures	958	949	812	548	248
Asset retirement obligations	6	6	6	6	6
Other	4,647	6,822	4,604	3,144	3,940
Total noncurrent liabilities	229,826	246,106	181,653	180,117	195,416
Total liabilities	1,046,746	1,076,926	1,017,102	1,012,240	1,032,133

(unit : million yen)

Term	March 2014	March 2015	March 2016	March 2017	March 2018
Net assets					
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	122,126	127,383	171,116	239,969	297,882
Legal retained earnings	14,438	14,438	14,438	14,438	14,438
Other retained earnings	107,688	112,945	156,678	225,531	283,444
Reserve for advanced depreciation of noncurrent assets	3,384	2,811	2,738	2,667	2,603
General reserve	70,000	70,000	70,000	110,000	180,000
Retained earnings brought forward	34,304	40,133	83,940	112,863	100,841
Treasury stock	(1,577)	(1,608)	(1,958)	(1,964)	(1,929)
Total shareholders' equity	219,996	225,222	268,605	337,451	395,400
Valuation and translation adjustments					
Valuation difference on available-for-sale securities	115,659	184,053	140,219	140,103	158,860
Deferred gains or losses on hedges	89	318	21	11	106
Revaluation reserve for land	15,171	15,308	15,291	14,787	13,854
Total valuation and translation adjustments	130,920	199,680	155,533	154,902	172,821
Total net assets	350,917	424,902	424,138	492,354	568,221
Total liabilities and net assets	1,397,663	1,501,829	1,441,241	1,504,594	1,600,355

(3) Non-consolidated statements of income

(unit : million yen)

Term	FY2013	FY2014	FY2015	FY2016	FY2017
Net sales	1,208,677	1,259,806	1,235,098	1,304,065	1,294,062
Net sales of completed construction contracts	1,186,081	1,226,570	1,206,375	1,285,886	1,276,405
Net sales of real estate business and other	22,595	33,236	28,723	18,179	17,657
Cost of sales	1,147,785	1,182,548	1,097,995	1,132,187	1,117,074
Cost of sales of completed construction contracts	1,129,984	1,159,998	1,075,622	1,119,144	1,102,430
Cost of sales on real estate business and other	17,800	22,550	22,372	13,043	14,644
Gross profit (loss)	60,892	77,257	137,103	171,878	176,988
Gross profit (loss) on completed construction contracts	56,097	66,572	130,752	166,741	173,975
Gross profit (loss) on real estate business and other	4,794	10,685	6,350	5,136	3,013
Selling, general and administrative expenses	58,102	58,298	60,751	63,656	67,261
Operating income (loss)	2,789	18,958	76,351	108,221	109,727
Non-operating income	12,887	15,174	10,820	10,729	10,770
Interest income	2,460	2,271	2,046	1,822	1,349
Interest on securities	5	6	6	17	16
Dividends income	7,246	7,537	8,331	8,430	9,117
Foreign exchange gains	2,840	4,611	—	—	—
Other	333	747	436	459	286
Non-operating expenses	4,344	2,985	4,356	2,420	2,646
Interest expenses	1,549	1,201	941	911	777
Interest on bonds	605	632	530	406	264
Foreign exchange losses	—	—	2,252	410	686
Other	2,189	1,151	631	691	918
Ordinary income (loss)	11,331	31,148	82,816	116,530	117,850
Extraordinary income	6,888	6,804	3,495	9,768	6,370
Gain on sales of investment securities	6,837	3,030	2,892	3,044	6,069
Gain on liquidation of subsidiaries and affiliates	—	—	—	6,100	—
Gain on sales of noncurrent assets	—	824	544	407	—
Gain on transition of retirement benefit plan	—	2,450	—	—	—
Other	50	499	58	215	301
Extraordinary loss	8,179	9,858	7,963	5,031	8,985
Provision for loss on Antimonopoly Act	—	—	—	—	4,145
Loss on business of subsidiaries and affiliates	—	2,217	919	4,671	2,256
Impairment loss	5,318	5,221	1,549	—	1,683
Compensation for damage	—	—	3,500	—	—
Loss on sales of noncurrent assets	1,481	1,611	1,435	—	—
Loss on liquidation of subsidiaries and affiliates	1,015	—	—	—	—
Other	363	807	559	359	900
Income (loss) before income taxes	10,040	28,094	78,348	121,267	115,236
Total income taxes	2,389	15,170	27,618	37,122	34,558
Income taxes-current	(1,539)	(1,272)	11,546	29,966	37,957
Income taxes-deferred	3,928	16,442	16,072	7,155	(3,398)
Net income (loss)	7,651	12,924	50,729	84,145	80,677

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

(unit : million yen)

Term	FY2013	FY2014	FY2015	FY2016	FY2017
Gross profit on building construction contracts	39,335	42,130	85,651	119,455	124,485
[gross profit margin]	[4.3%]	[4.4%]	[9.4%]	[12.0%]	[12.6%]
Domestic building construction	37,792	41,587	85,725	119,665	124,652
[gross profit margin]	[4.3%]	[4.5%]	[9.6%]	[12.2%]	[12.8%]
Overseas building construction	1,543	543	(74)	(209)	(167)
[gross profit margin]	[3.8%]	[1.5%]	[(0.5)%]	[(1.5)%]	[(1.5)%]
Gross profit on civil engineering contracts	16,761	24,441	45,101	47,285	49,490
[gross profit margin]	[6.2%]	[9.1%]	[15.1%]	[16.1%]	[17.2%]
Domestic civil engineering	19,163	24,425	39,849	46,579	45,799
[gross profit margin]	[7.8%]	[10.4%]	[14.9%]	[18.0%]	[18.0%]
Overseas civil engineering	(2,401)	15	5,251	706	3,690
[gross profit margin]	[(9.8)%]	[0.0%]	[17.6%]	[2.0%]	[11.3%]
Gross profit on completed construction contracts	56,097	66,572	130,752	166,741	173,975
[gross profit margin]	[4.7%]	[5.4%]	[10.8%]	[13.0%]	[13.6%]
Domestic total	56,955	66,012	125,575	166,244	170,452
[gross profit margin]	[5.1%]	[5.7%]	[10.8%]	[13.4%]	[13.8%]
Overseas total	(858)	559	5,177	497	3,522
[gross profit margin]	[(1.3)%]	[0.8%]	[11.3%]	[1.0%]	[8.0%]

(5) Orders received, Net sales and Carried-forward contracts (non-consolidated)

①Orders received

(unit : million yen)

Term	FY2013	FY2014	FY2015	FY2016	FY2017
Construction business					
Building construction	935,034	956,030	1,069,697	1,052,677	995,425
Domestic public	72,920	61,407	143,717	110,868	52,877
Domestic private	776,982	887,451	908,842	937,239	929,497
Domestic total	849,903	948,858	1,052,559	1,048,108	982,374
Overseas	85,130	7,171	17,137	4,569	13,051
Civil engineering	274,420	322,227	330,584	295,705	307,692
Domestic public	176,309	216,314	157,467	162,455	188,504
Domestic private	76,745	95,877	131,182	112,793	105,461
Domestic total	253,055	312,191	288,650	275,248	293,966
Overseas	21,365	10,035	41,933	20,456	13,726
Construction business total	1,209,454	1,278,257	1,400,281	1,348,382	1,303,118
Domestic public	249,230	277,721	301,185	273,323	241,382
Domestic private	853,728	983,328	1,040,024	1,050,033	1,034,958
Domestic total	1,102,958	1,261,050	1,341,210	1,323,357	1,276,341
Overseas	106,496	17,207	59,071	25,025	26,777
Real estate business and other	17,927	33,286	28,673	18,179	17,657
Total	1,227,382	1,311,543	1,428,954	1,366,562	1,320,775

(Reference) Construction business - classified by purpose

Building construction	935,034	956,030	1,069,697	1,052,677	995,425
Office / government buildings	209,312	299,229	324,381	270,638	250,859
Accommodations	69,653	35,985	42,282	81,602	86,660
Stores	114,868	83,376	58,106	63,126	33,367
Factories and power plants	138,623	123,072	203,123	190,224	194,913
Warehouse and logistics	50,938	77,806	77,176	47,272	88,541
Houses	76,371	71,938	76,775	76,477	85,035
Education and research	72,287	129,864	115,851	106,283	107,265
Medical and welfare	140,231	72,480	69,713	69,356	46,072
Amusement	4,158	21,408	13,347	29,096	6,207
Others	58,588	40,867	88,939	118,598	96,502
Civil engineering	274,420	322,227	330,584	295,705	307,692
Soil and river conservation	22,791	18,320	5,645	28,806	22,535
Railroads	31,805	29,177	60,945	68,829	33,803
Water supply and sewers	13,225	15,639	28,578	19,067	5,332
Land development	26,895	11,141	20,055	11,377	23,491
Ports and airports	5,500	8,062	15,904	1,940	9,955
Roads	108,203	163,052	124,294	95,892	117,455
Power lines	365	2,316	1,402	1,683	638
Others	65,633	74,515	73,756	68,107	94,480
[of the above, civil work inside factories]	[27,703]	[42,689]	[56,977]	[36,129]	[45,404]

②Net sales

(unit : million yen)

Term	FY2013	FY2014	FY2015	FY2016	FY2017
Construction business					
Building construction	915,707	958,646	908,468	991,527	988,975
Domestic public	65,118	95,264	82,997	62,816	100,721
Domestic private	809,703	827,607	809,298	914,601	876,944
Domestic total	874,821	922,872	892,295	977,417	977,666
Overseas	40,886	35,774	16,172	14,110	11,309
Civil engineering	270,373	267,923	297,907	294,358	287,429
Domestic public	156,578	141,034	155,820	163,506	160,947
Domestic private	89,360	94,831	112,289	95,650	93,944
Domestic total	245,938	235,866	268,110	259,157	254,891
Overseas	24,434	32,057	29,796	35,201	32,538
Construction business total	1,186,081	1,226,570	1,206,375	1,285,886	1,276,405
Domestic public	221,696	236,299	238,818	226,323	261,669
Domestic private	899,063	922,439	921,588	1,010,251	970,888
Domestic total	1,120,760	1,158,738	1,160,406	1,236,575	1,232,558
Overseas	65,321	67,831	45,968	49,311	43,847
Real estate business and other	22,595	33,236	28,723	18,179	17,657
Total	1,208,677	1,259,806	1,235,098	1,304,065	1,294,062

(Reference) Construction business - classified by purpose

Building construction	915,707	958,646	908,468	991,527	988,975
Office / government buildings	253,415	286,881	220,844	244,102	336,678
Accommodations	25,644	13,690	32,402	33,745	50,490
Stores	117,010	72,840	78,937	66,209	67,656
Factories and power plants	159,634	147,381	147,779	203,863	174,036
Warehouse and logistics	25,177	51,766	74,333	78,874	45,476
Houses	94,384	99,910	75,267	79,748	67,174
Education and research	83,583	97,656	114,446	131,367	82,552
Medical and welfare	103,683	122,161	82,592	70,784	62,129
Amusement	3,309	4,567	7,803	18,758	12,776
Others	49,864	61,789	74,059	64,073	90,005
Civil engineering	270,373	267,923	297,907	294,358	287,429
Soil and river conservation	8,437	20,293	21,227	22,849	19,690
Railroads	22,822	28,494	30,562	30,696	47,712
Water supply and sewers	17,884	15,640	13,684	14,616	17,262
Land development	14,077	21,619	16,514	17,148	13,105
Ports and airports	9,104	10,680	17,563	2,706	4,149
Roads	100,277	101,504	115,017	127,283	121,686
Power lines	3,844	4,976	6,546	3,675	775
Others	93,923	64,713	76,790	75,382	63,047
[of the above, civil work inside factories]	[47,604]	[39,827]	[53,390]	[22,439]	[12,732]

③ Carried-forward contracts

(unit : million yen)

Term	FY2013	FY2014	FY2015	FY2016	FY2017
Construction business					
Building construction	1,091,026	1,031,129	1,192,358	1,253,508	1,259,958
Domestic public	117,773	83,916	144,636	192,688	144,843
Domestic private	866,013	925,857	1,025,401	1,048,039	1,100,592
Domestic total	983,786	1,009,773	1,170,037	1,240,727	1,245,435
Overseas	107,240	* 21,356	22,321	12,780	14,522
Civil engineering	372,237	426,540	459,217	460,564	480,827
Domestic public	206,500	281,779	283,426	282,375	309,932
Domestic private	87,868	88,914	107,806	124,949	136,466
Domestic total	294,368	370,693	391,233	407,324	446,399
Overseas	77,868	55,846	67,984	53,239	34,427
Construction business total	1,463,264	1,457,670	1,651,576	1,714,072	1,740,785
Domestic public	324,273	365,695	428,062	475,063	454,776
Domestic private	953,881	1,014,771	1,133,207	1,172,988	1,237,059
Domestic total	1,278,155	1,380,467	1,561,270	1,648,052	1,691,835
Overseas	185,108	77,203	90,306	66,020	48,950
Real estate business and other	—	50	—	—	—
Total	1,463,264	1,457,720	1,651,576	1,714,072	1,740,785

* In overseas building construction segment, the Company transferred a part of projects received in FY2013 to an overseas subsidiary in FY2014 (Transferred amounts: 57,281 million yen). The carried-forward amounts at the end of FY2014 shall be 78,637 million, after adding orders received in FY2014 (7,171 million yen) into the carried-forward amounts at the end of FY2013 (107,240 million yen) and deducting net sales in FY2014 (35,774 million yen). However the carried-forward amounts at the end of FY2014 were 21,356 million yen, because the transfer was the intra-group transaction and 57,281 million yen was directly deducted from 78,637 million yen.

(Reference) Construction business - classified by purpose

Building construction	1,091,026	1,031,129	1,192,358	1,253,508	1,259,958
Office / government buildings	282,345	285,176	387,588	417,756	331,739
Accommodations	65,237	31,091	41,320	90,991	127,217
Stores	67,321	78,100	56,277	53,227	21,811
Factories and power plants	107,462	81,685	136,533	122,285	143,031
Warehouse and logistics	44,530	69,832	73,152	42,099	85,171
Houses	143,776	127,212	128,539	125,601	144,738
Education and research	95,339	128,066	132,922	108,568	133,775
Medical and welfare	175,679	126,186	113,315	111,280	95,334
Amusement	1,735	17,347	22,149	32,418	25,335
Others	107,598	86,430	100,560	149,277	151,804
Civil engineering	372,237	426,540	459,217	460,564	480,827
Soil and river conservation	60,977	59,128	42,678	48,594	51,571
Railroads	38,016	39,108	68,509	106,828	93,550
Water supply and sewers	20,038	19,812	34,474	37,853	25,451
Land development	26,657	16,942	22,541	18,546	26,862
Ports and airports	6,241	4,673	2,638	2,229	7,309
Roads	151,056	212,085	222,348	191,257	187,195
Power lines	9,903	7,329	2,185	198	61
Others	59,346	67,459	63,839	55,055	88,825
[of the above, civil work inside factories]	[31,778]	[34,640]	[38,412]	[40,069]	[42,195]